

Sansei Landic., Co., Ltd.

Supplementary Materials for Consolidated Financial Results for 2Q of FY12/23

August 10, 2023



- Sales and respective profits exceeded the revised estimates, and the full-year forecast has been further revised upwards and is expected to be a record high.
- Purchases recorded progress of over 9 billion yen against the planned 14.4 billion yen due to a significant increase in the purchase of Leasehold land.
- Due to solid purchases, the properties for sale have reached a record high of over 24 billion yen and are expected to be sold sequentially.
- The year-end dividend for FY12/2023 will be increased from the previous forecast of 32 yen per share to 33 yen, marking the 10th consecutive year of dividend increases.

Financial Results



(Unit: Million yen)

	21/2Q	22/2Q	23/2Q		
	Results	Results	Revised plan	Results	Difference
Net sales	9,109	8,165	11,500	11,980	+4.2%
Gross profit	2,331	2,708	-	3,801	-
SG&A	1,642	1,795	-	2,144	-
Operating income	689	913	1,400	1,656	+18.3%
Ordinary income	631	832	1,250	1,423	+13.9%
Net income attributable to owners of parent	402	713	800	939	+17.4%

■ Net sales
+46.7% YoY

■ Gross profit
+40.3% YoY

■ Operating income
+81.4% YoY

■ Ordinary income
+70.9% YoY

■ Net income attributable to owners of parent
+31.7% YoY

Summary of Consolidated Balance Sheet



(Unit: Million yen)

	FY12/22	23/2Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,837	4,265	+428	+11.2%
Property for sale	23,657	24,623	+965	+4.1%
Interest-bearing liabilities	16,399	16,519	+120	+0.7%
Net assets	11,056	11,833	+777	+7.0%
Total assets	28,976	30,777	+1,800	+6.2%
Shareholders' equity ratio	38.1%	38.4%	+0.3pt	—

- Property for sale**
 The increase is due to the rise in purchases compared to the end of the previous year. Sequential sales planned for the current or next fiscal year onwards.
- Interest-bearing liabilities**
 Sales exceeded those of the previous year and the plan but increased due to the continuing robust purchasing environment

Sales by Business Segment



(Unit: Million yen)

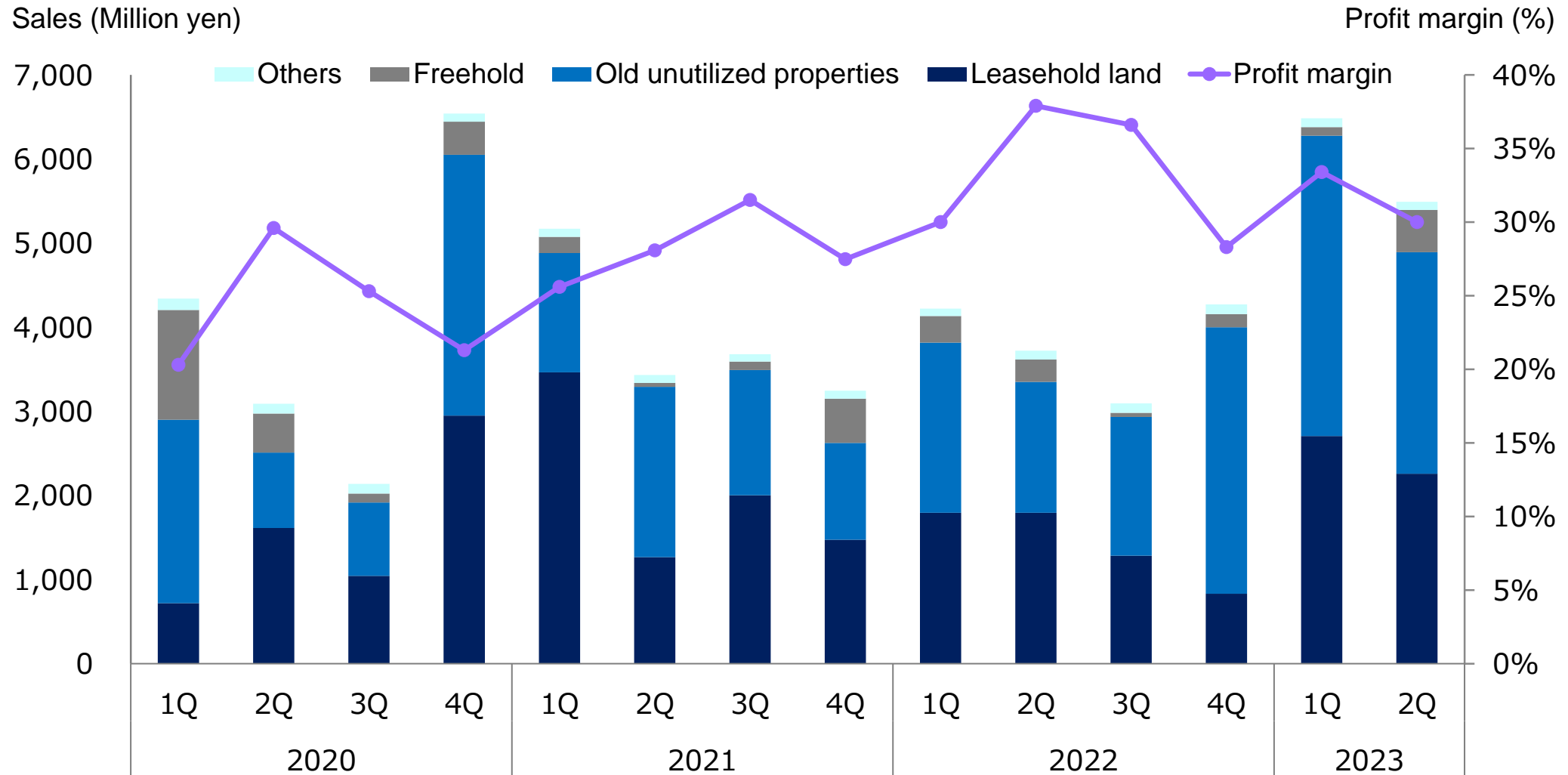
	21/2Q	22/2Q	23/2Q		
	Results	Results	Revised plan	Results	Vs. plan
Real Estate Sales business	8,605	7,943	11,500	11,980	+4.2%
Leasehold land	4,731	3,587	4,700	4,966	+5.7%
Old unutilized properties	3,444	3,580	6,200	6,204	+0.1%
Freehold	237	581	400	605	+51.3%
Others	191	194	200	202	+1.0%

- Leasehold land
Sales exceeded the revised plan
+38.4% YoY.
- Old unutilized properties
Both sales and profits exceeded the revised plan
+73.3% YoY.
- Freehold
Both sales and profits exceeded the revised plan
+4.2% YoY.

Quarterly Changes in the Real Estate Sales Business



- Sales exceeded the plan and the previous year's results, and profit margins remained steady.



Purchases by Business Segment



(Unit: Million yen)

	21/2Q	22/2Q	23/2Q	
	Results	Results	Results	YoY
Real Estate Sales business	4,491	7,070	9,136	+29.2%
Leasehold land	2,126	2,398	5,393	+124.9%
Old unutilized properties	2,299	4,192	3,427	-18.3%
Freehold	65	479	315	-34.2%

■ Purchasing

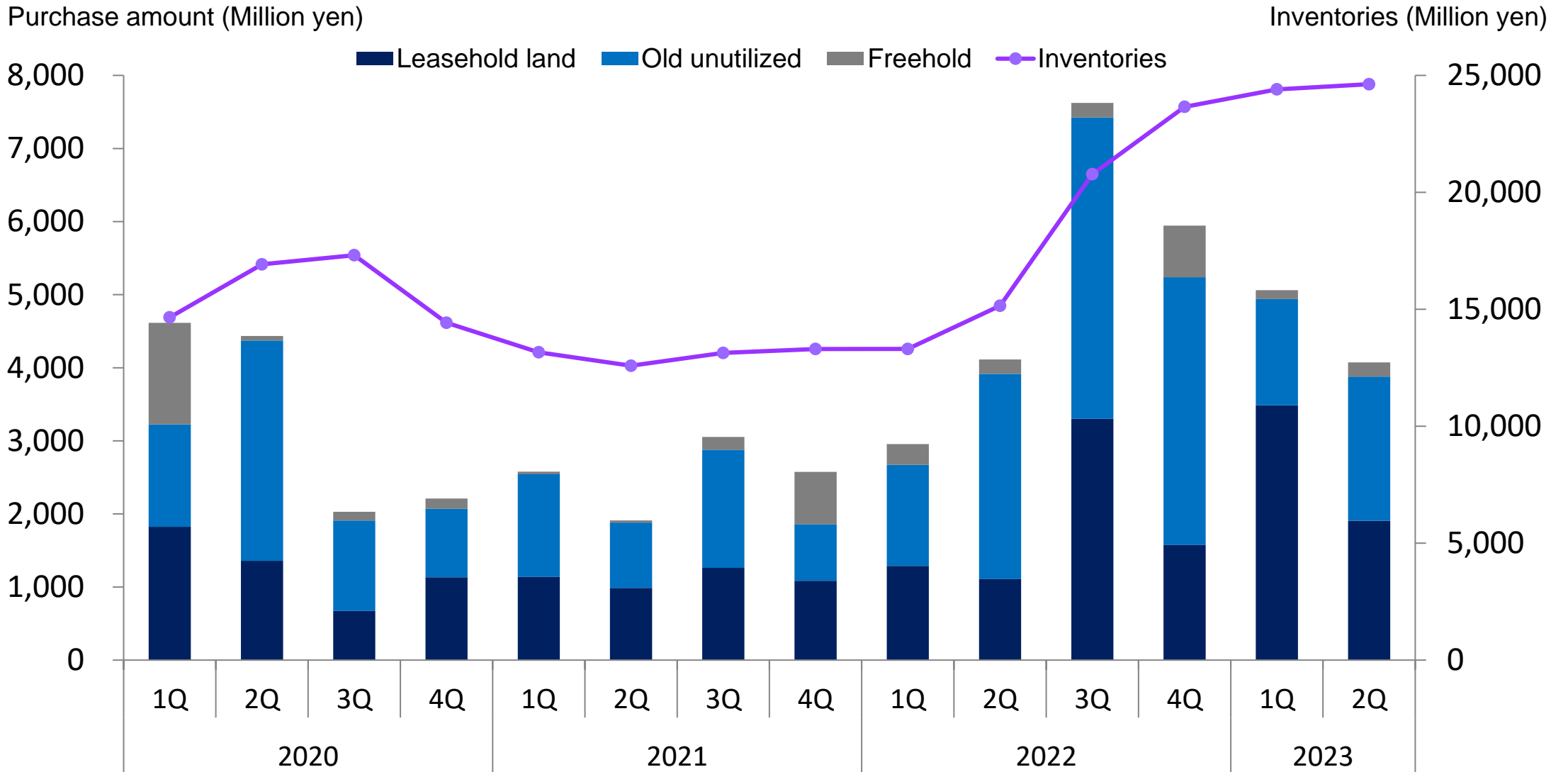
Annual purchase plan: 14.4 billion yen

Old unutilized properties and Freehold properties were lower than the previous year. Still, overall progress was significantly better than the previous year and the plan due to the purchase of large-scale Leasehold land.

Changes in the Amount of Purchases and Inventories



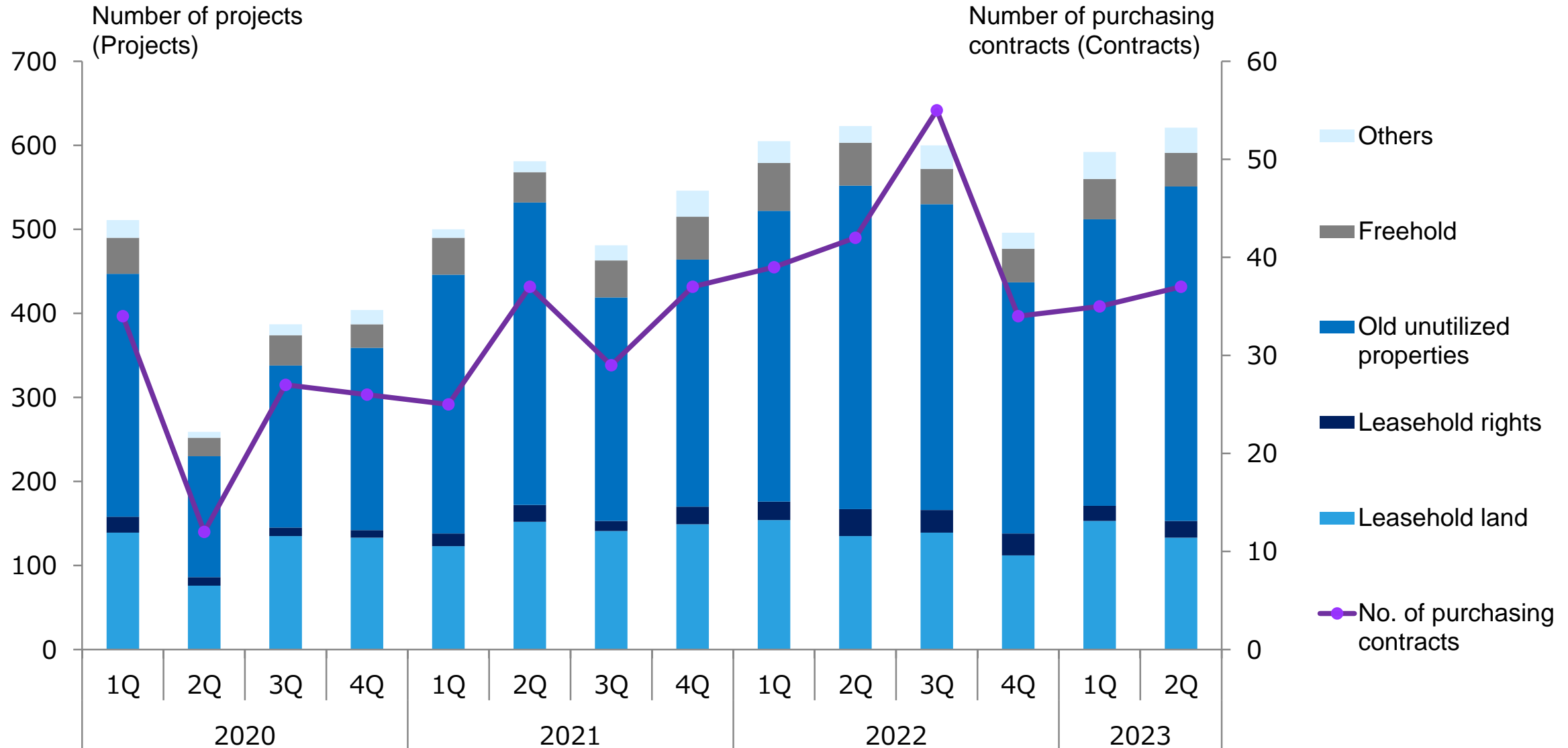
- Purchases were significantly higher than planned due to an increase in the purchase of Leasehold land, and inventories reached a record high.



Changes in the Number of Projects and Number of Purchasing Contracts



- The number of projects and contracts remained at a consistently high level



(Unit: Million yen)

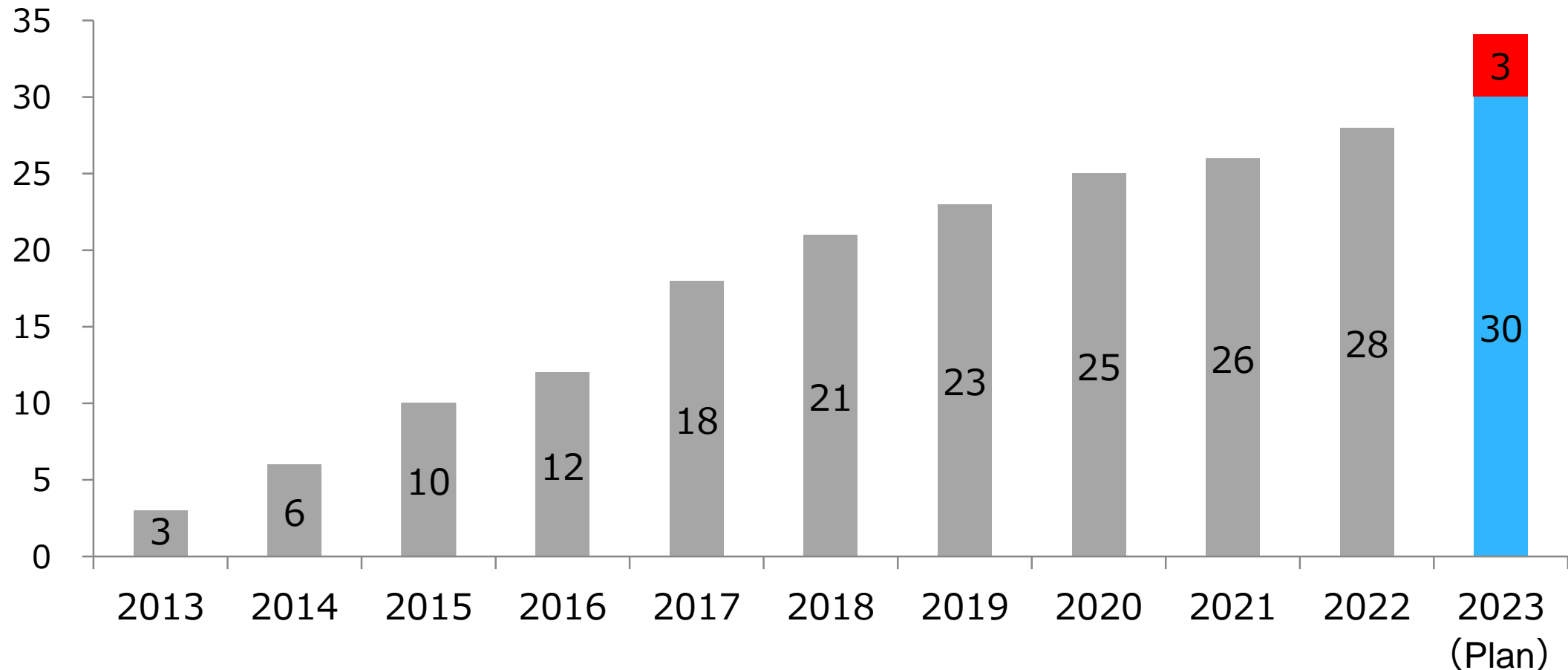
	FY23/12 (Consolidated)		
	Original plan	Revised plan (announced in May 2023)	Revised plan (announced in Aug. 2023)
Net sales	17,119	20,500	23,500
Operating income	1,594	1,700	2,150
Ordinary income	1,305	1,400	1,800
Net income attributable to owners of parent	836	900	1,180

The consolidated and non-consolidated forecasts for the full year have been revised upwards, considering the solid sales of Leasehold land and Old unutilised properties in the second quarter under review and in the current period. The revision is expected to result in record highs in both sales and profits.

Shareholder returns (dividend trends)

- Revised year-end dividend forecast (ordinary dividend) for FY12/2023 from 29 a share to 30 yen. With a special dividend of 3 yen a share following the abolition of shareholder benefit plans, the annual dividend is expected to be 33 yen a share, representing an increase for the 10th consecutive year.

Dividend per share (Yen)



- The statements including perspectives on our group, plans, policies, strategies, schedules and judgements that are not facts in this material are forward-looking statements about the future performance.
- Forward-looking statements about the future performance are based on information currently available and certain assumptions that our group believes to be reasonable. Actual results may differ significantly from the forward-looking statements due to various risk factors and uncertainties. Please do not place undue reliance on these forward-looking statements.
- The data in this material contains quotations of public information that we believe to be reliable and accurate, but we do not guarantee the accuracy or certainty of the contents.

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