

Sansei Landic

**Supplementary Materials for
Consolidated Financial Results**

Sansei Landic Co., Ltd.

TSE Standard : 3277

3Q of FY12/24



- Sales and profits for 3Q were significantly higher than expected due to a greater-than-anticipated concentration of properties initially scheduled for sale in the second half of the current fiscal year
- As a result, we expect the number of properties sold in 4Q to be lower than expected. Hence, we will not revise our full-year financial forecasts at this stage
- Purchases are progressing well. As we also plan to purchase large properties with leasehold land in 4Q, it is already on track to achieve its annual purchase plan. There is a possibility that it will progress to the level of the previous fiscal year's results
- Regarding the acquisition of treasury stock, which was set out in the medium-term plan, we plan to implement it in stages from 2025 onwards

Financial Results

- Sales and profits are progressing significantly above plan

(Unit: Million yen)

	22/3Q	23/3Q	24/3Q		
	Results	Results	Plan	Results	Difference
Net sales	11,261	19,464	17,282	21,350	+4,067
Gross profit	3,840	5,605	4,097	5,153	+1,055
SG&A	2,640	3,272	3,170	3,342	+172
Operating income	1,200	2,332	927	1,811	+883
Ordinary income	1,071	2,019	690	1,589	+898
Net income attributable to owners of parent	909	1,326	462	1,057	+595

Summary of Consolidated Balance Sheet

(Unit: Million yen)

	FY12/23	24/3Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,770	4,727	+957	+25.4%
Property for sale	25,365	22,273	-3,091	-12.2%
Interest-bearing liabilities	16,878	15,594	-1,284	-7.6%
Net assets	12,076	12,767	+690	+5.7%
Total assets	30,976	29,940	-1,035	-3.3%
Shareholders' equity ratio	39.0%	42.6%	+3.6pt	—

- Property for sale**
 Due to a significant increase in sales of old unutilized properties, there was a YoY decrease. As the company is also holding off on purchasing large properties with leasehold land in 4Q, the purchase level may progress to that of the previous year, so property for sale at the end of the current period is expected to increase.
- Interest-bearing liabilities**
 Decreased YoY due to steady progress in repaying debt through sales.

Sales by Business Segment

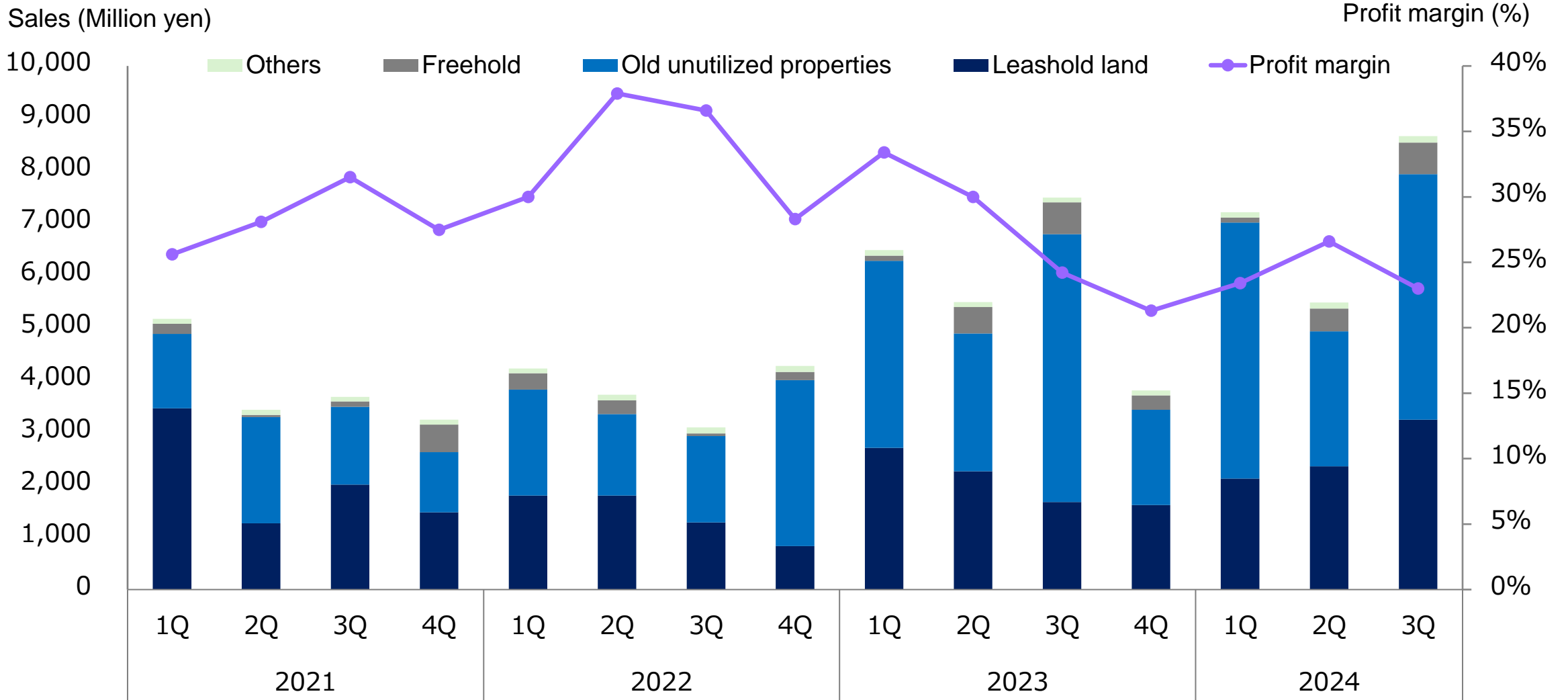
(Unit: Million yen)

	22/3Q	23/3Q	24/3Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	11,039	19,464	17,273	21,350	+23.6%
Leasehold land	4,871	6,640	7,389	7,719	+4.5%
Old unutilized properties	5,229	11,317	8,544	12,158	+42.3%
Freehold	630	1,213	1,010	1,133	+12.1%
Others	306	292	328	339	+3.3%

- Leasehold land
Both sales and profits exceeded plans
YoY +16.2%
- Old unutilized properties
Sales exceeded plans significantly, and so did the profits
YoY +7.4%
- Freehold
Profits and profit margins were significantly above plans
YoY **-6.7%**

Quarterly Changes in the Real Estate Sales Business

- Although the proportion of Old unused properties is increasing, sales of Leasehold land are also steadily growing



Purchases by Business Segment

(Unit: Million yen)

	21/3Q	22/3Q	23/3Q	24/3Q	
	Results	Results	Results	Results	YoY
Real Estate Sales business	7,544	14,694	13,679	13,075	-4.4%
Leasehold land	3,388	5,700	8,410	4,262	-49.3%
Old utilized properties	3,915	8,314	4,546	6,464	+42.2%
Freehold	240	678	722	2,348	+224.9%

■ Purchases

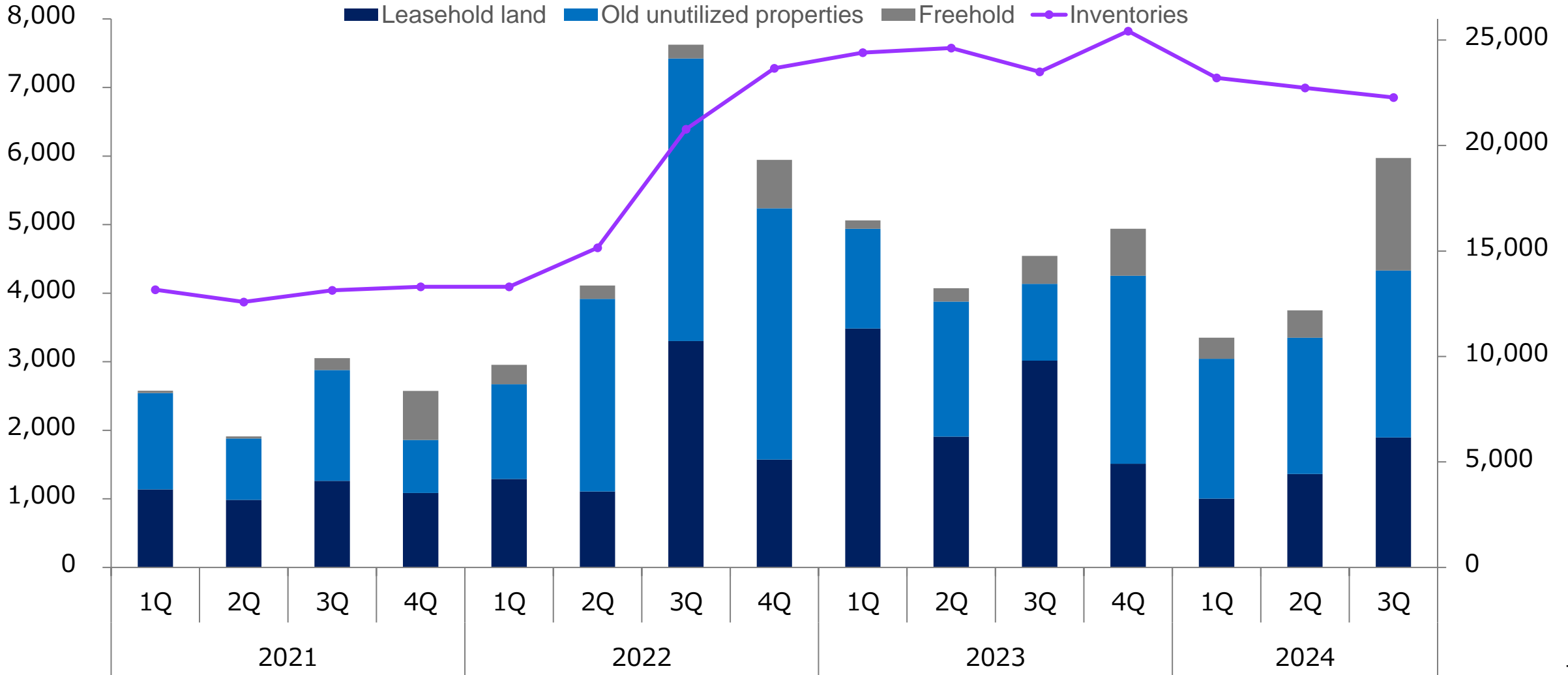
Annual purchase plan: 15.8 billion yen
Purchases of old unutilized properties and freehold increased
Although the purchase of leasehold land decreased YoY, we expect to purchase over 2 billion yen in 4Q and achieve a high level of land purchases.

Changes in the Amount of Purchases and Inventories

- Purchases are progressing smoothly. Although inventory levels are decreasing due to progress in sales activities, they remain high

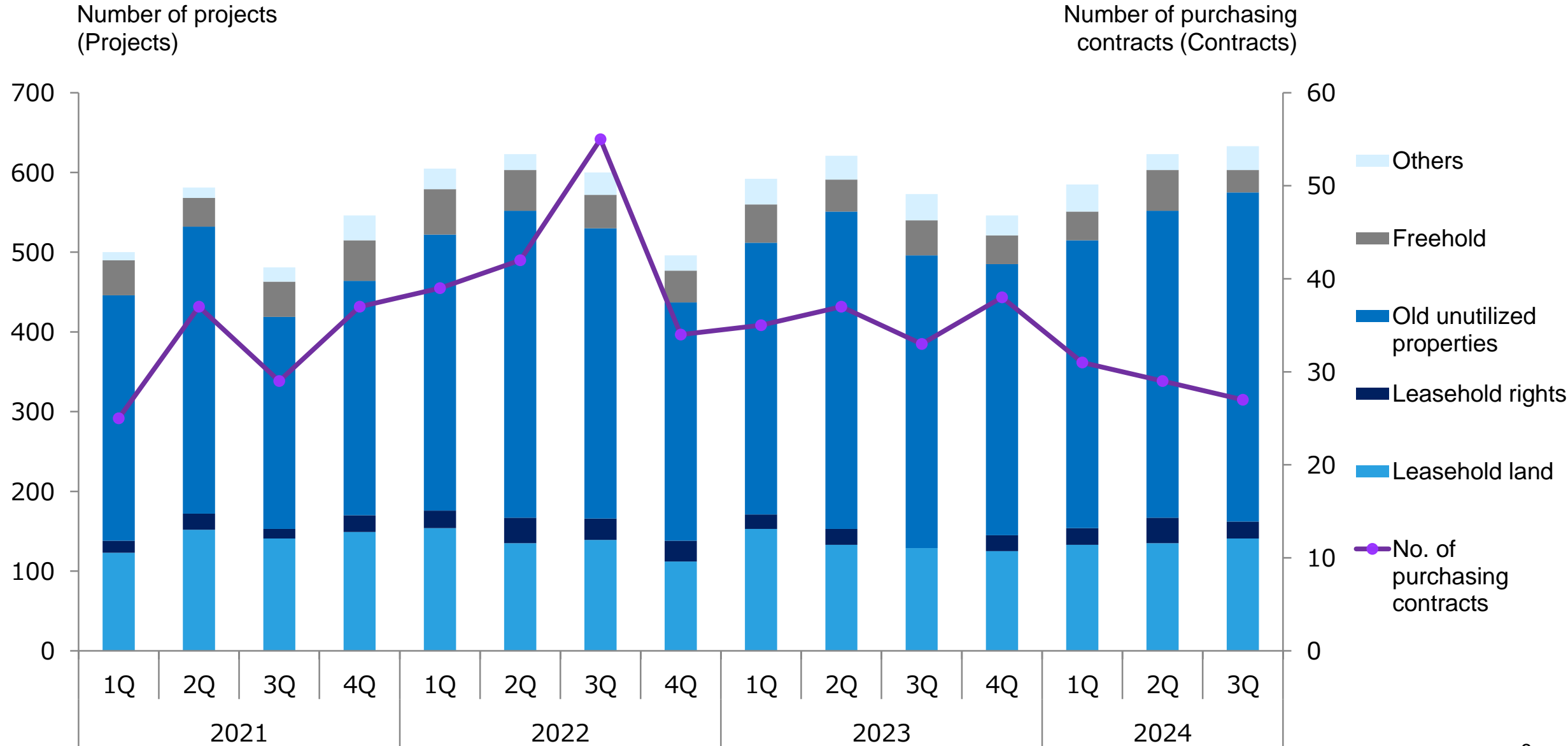
Purchase amount (Million yen)

Inventories (Million yen)



Changes in the Number of Projects and Number of Purchasing Contracts

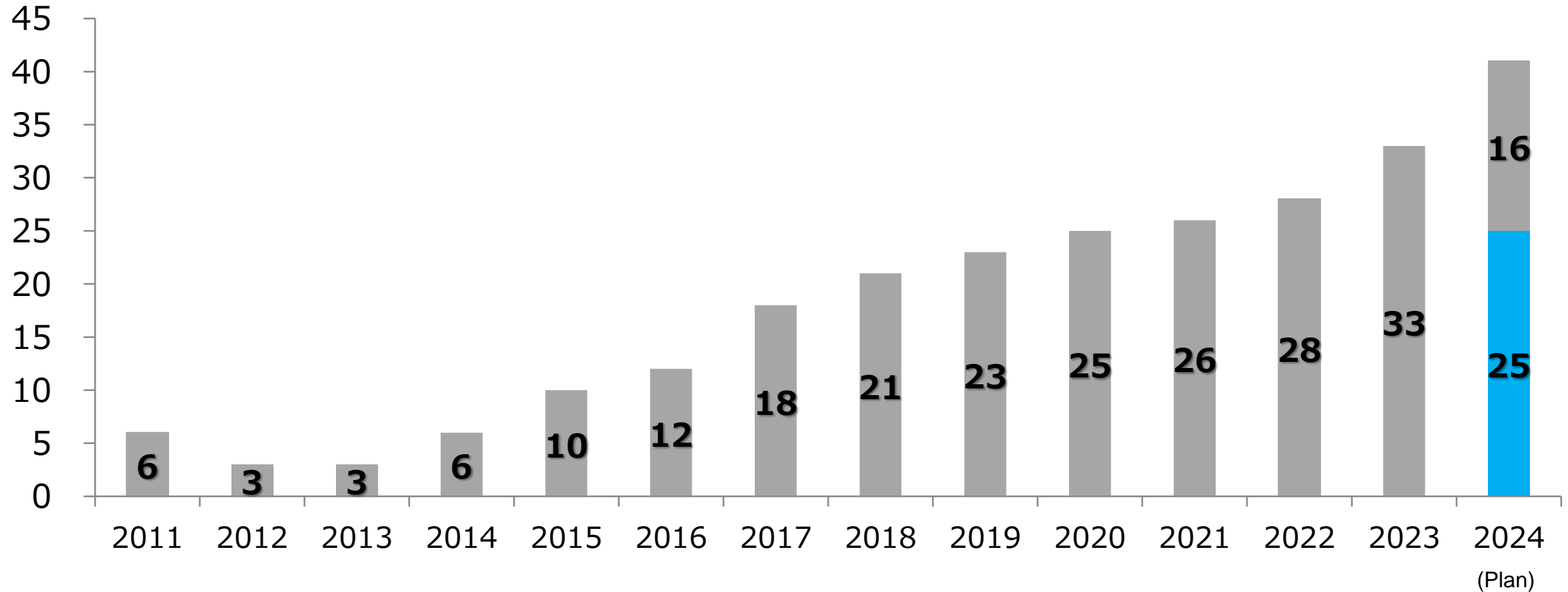
- The number of projects is gradually increasing, and a high level of stability is maintained



Shareholder Returns (dividend trends)

- An interim dividend of 16 yen per share was paid for 2Q of FY12/2024. Combined with the year-end dividend forecast of 25 yen per share, the annual dividend is expected to be 41 yen
- For FY12/2024, the company plans to increase the dividend by 8 yen to 41 yen, making it the 11th consecutive year of dividend increases

(Unit : yen)



← 11th consecutive year of dividend increases expected →

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