

Sansei Landic

**Supplementary Materials for
Consolidated Financial Results**

Sansei Landic., Co., Ltd.

TSE Standard : 3277

1Q of FY12/24



- Both sales and profits exceeded forecasts due to increased sales of Leasehold land and Old unutilized properties
- Old unutilized properties also significantly outperformed the same period previous year
- The company plans to pay its first interim dividend (15 yen) at the end of the second quarter of FY12/24

- Sales and profits are progressing well above the forecasts

(Unit: Million yen)

	22/1Q	23/1Q	24/1Q		
	Results	Results	Plan	Results	Difference
Net sales	4,444	6,486	5,265	7,206	+1,941
Gross profit	1,297	2,166	1,404	1,685	+280
SG&A	850	1,048	1,035	1,115	+79
Operating income	447	1,118	369	570	+200
Ordinary income	415	1,045	293	492	+199
Net income attributable to owners of parent	375	683	198	328	+129

Summary of Consolidated Balance Sheet

(Unit: Million yen)

	FY12/23	24/1Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,770	4,479	+709	+18.8%
Property for sale	25,365	23,202	-2,162	-8.5%
Interest-bearing liabilities	16,878	16,786	-91	-0.5%
Net assets	12,076	12,133	+56	+0.5%
Total assets	30,976	30,487	-489	-1.6%
Shareholders' equity ratio	39.0%	39.8%	+0.8pt	—

- Property for sale
Decreased YoY due to steady sales

- Interest-bearing liabilities
Short-term loans : +148 million yen
Long-term loans : -240 million yen
Short-term borrowings increased due to the purchase of properties, but long-term borrowings decreased due to the sale of large properties

Sales by Business Segment

(Unit: Million yen)

	22/1Q	23/1Q	24/1Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	4,222	6,486	5,265	7,206	+36.9%
Leasehold land	1,793	2,707	1,754	2,120	+20.8%
Old unutilized properties	2,024	3,571	3,278	4,891	+49.2%
Freehold	315	101	131	93	-28.9%
Others	89	106	100	101	+0.2%

■ Leasehold land

Sales and profits both exceed plans and profit margins exceed expectations

■ Old unutilized properties

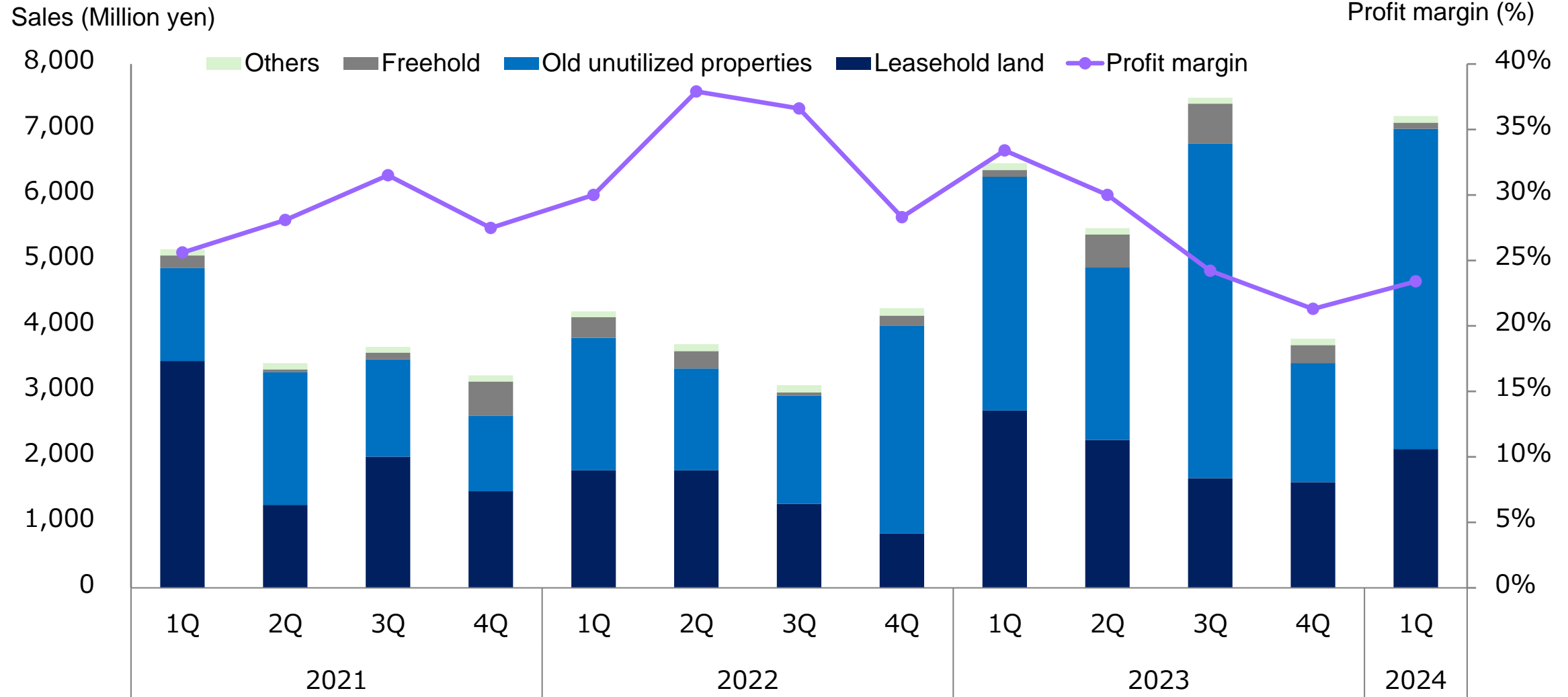
Both sales and profits are well above plan

■ Freehold

Sales and profits below plan due to change in the timing of property sales

Quarterly Changes in the Real Estate Sales Business

- Slight improvement in profit margins despite a larger proportion of Old unutilized properties



Purchases by Business Segment

(Unit: Million yen)

	22/1Q	23/1Q	24/1Q	
	Results	Results	Results	YoY
Real Estate Sales business	2,956	5,063	3,352	-33.8%
Leasehold land	1,289	3,486	1,005	-71.2%
Old utilized properties	1,383	1,455	2,040	+40.2%
Freehold	283	121	306	+152.7%

■ Purchases

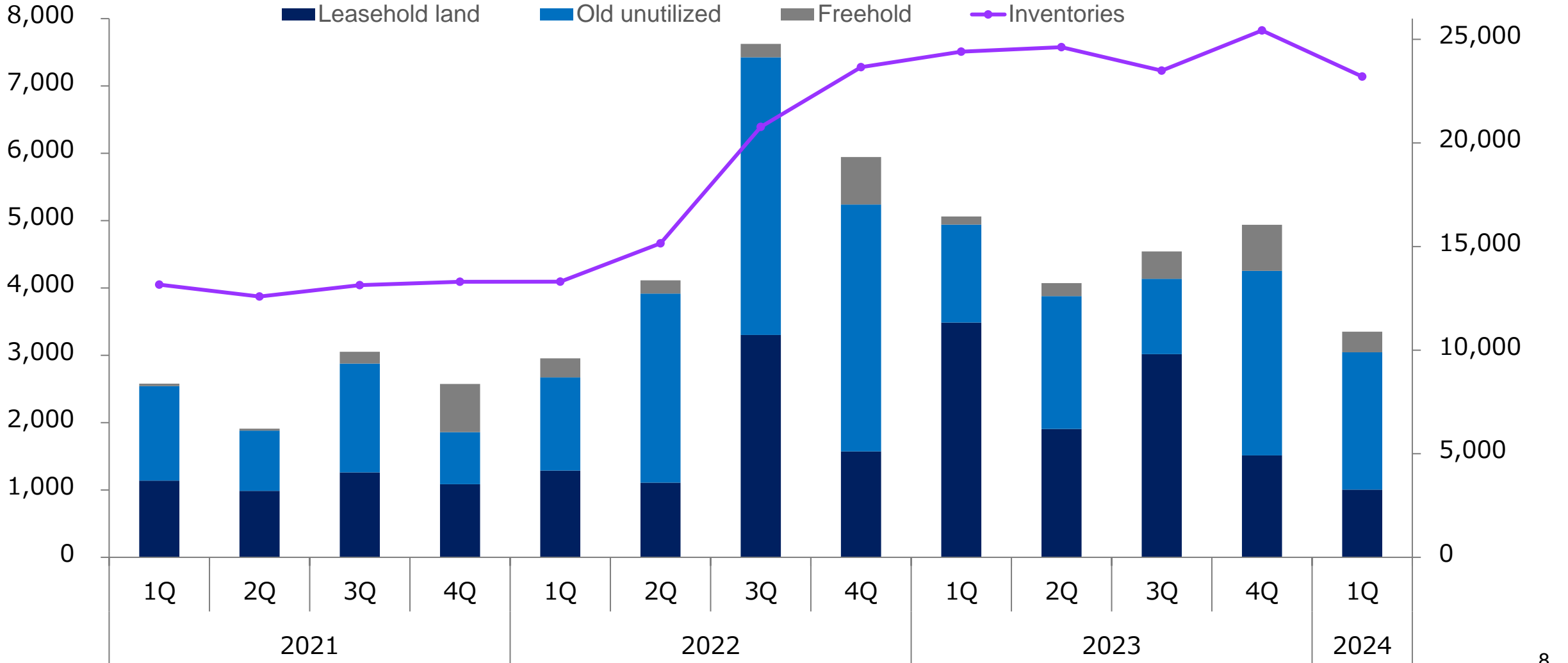
Annual purchase plan: 15.8 billion yen
 Significant increase in purchases of Old unutilized properties
 Purchases of Leasehold land were steady despite a YoY decline, as the previous year saw a substantial increase due to the purchase of large properties.

Changes in the Amount of Purchases and Inventories

- Inventory levels remain high despite a decrease due to progress in sales activities

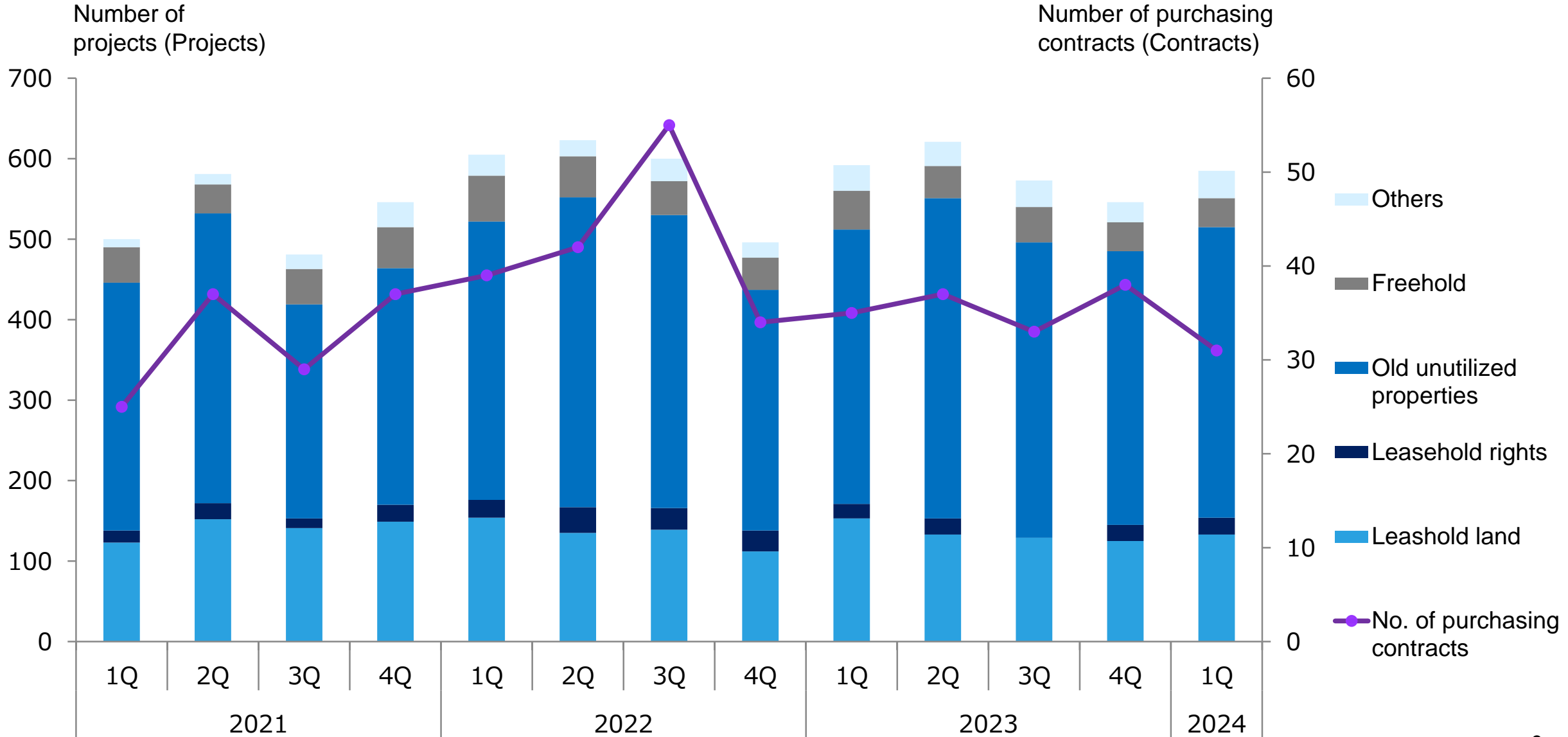
Purchase amount (Million yen)

Inventories (Million yen)



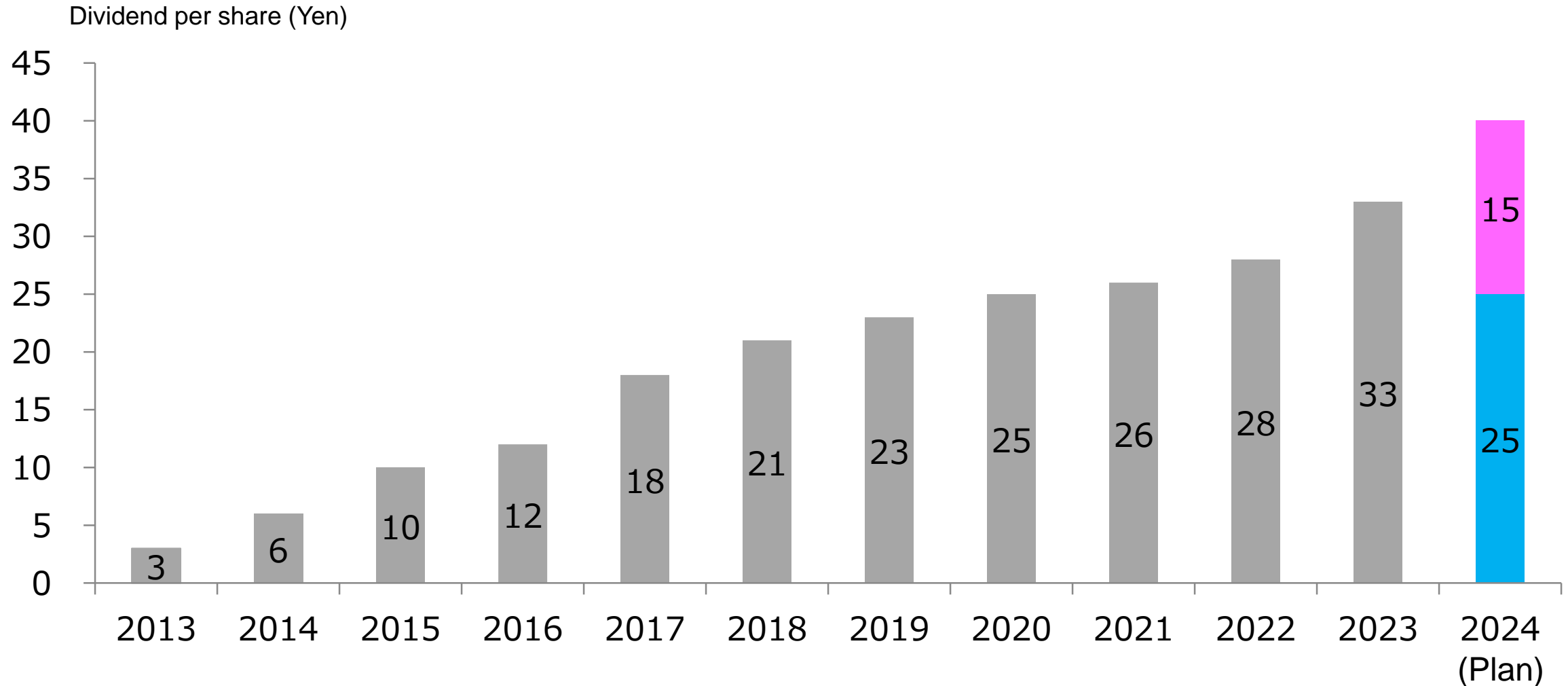
Changes in the Number of Projects and Number of Purchasing Contracts

- Stable growth in both the number of projects and contracts



Shareholder Returns (dividend trends)

- The annual dividend is expected to be 40 yen, including an interim dividend of 15 yen and a year-end dividend of 25 yen
- The dividend is planned to increase by 7 yen YoY to 40 yen, making it the 11th consecutive year of dividend increases



- 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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