

Sansei Landic

**Supplementary Materials for
Consolidated Financial Results**

Sansei Landic Co., Ltd.

TSE Standard : 3277

2Q of FY12/24



- Due to sales of Old unutilized properties exceeding the previous year's and planned figures, sales have increased significantly, and the financial forecast for 2Q has been revised upwards. No revision will be made to the full-year financial forecast at this stage
- Although some Old unutilized properties had lower-than-expected profit margins, sales and profits for the Real Estate Sales business exceeded forecasts
- The company paid its first interim dividend at the end of the second quarter of FY12/2024. Based on the upward revision of the first-half financial forecast, the dividend was increased by 1 yen from the initial forecast of 15 yen per share to 16 yen per share
- Today, we disclosed our new medium-term management plan (covering August 2024 to FY 2027)

Financial Results

- Sales and profits are progressing well above the forecasts

(Unit: Million yen)

	22/2Q	23/2Q	24/2Q		
	Results	Results	Plan	Results	Difference
Net sales	8,165	11,980	11,700	12,991	+1,291
Gross profit	2,708	3,801	—	3,243	—
SG&A	1,795	2,144	—	2,217	—
Operating income	913	1,656	1,000	1,025	+25
Ordinary income	832	1,423	830	861	+31
Net income attributable to owners of parent	713	939	550	573	+23

Summary of Consolidated Balance Sheet

(Unit: Million yen)

	FY12/23	24/2Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	3,770	4,988	+1,218	+32.3%
Property for sale	25,365	22,736	-2,628	-10.4%
Interest-bearing liabilities	16,878	16,211	-667	-4.0%
Net assets	12,076	12,397	+320	+2.7%
Total assets	30,976	30,560	-415	-1.3%
Shareholders' equity ratio	39.0%	40.6%	+1.6pt	—

- Property for sale
Decreased YoY due to a significant increase in sales of Old unutilized properties
- Interest-bearing liabilities
Decreased YoY due to steady progress in repaying interest-bearing liabilities through sales

Sales by Business Segment

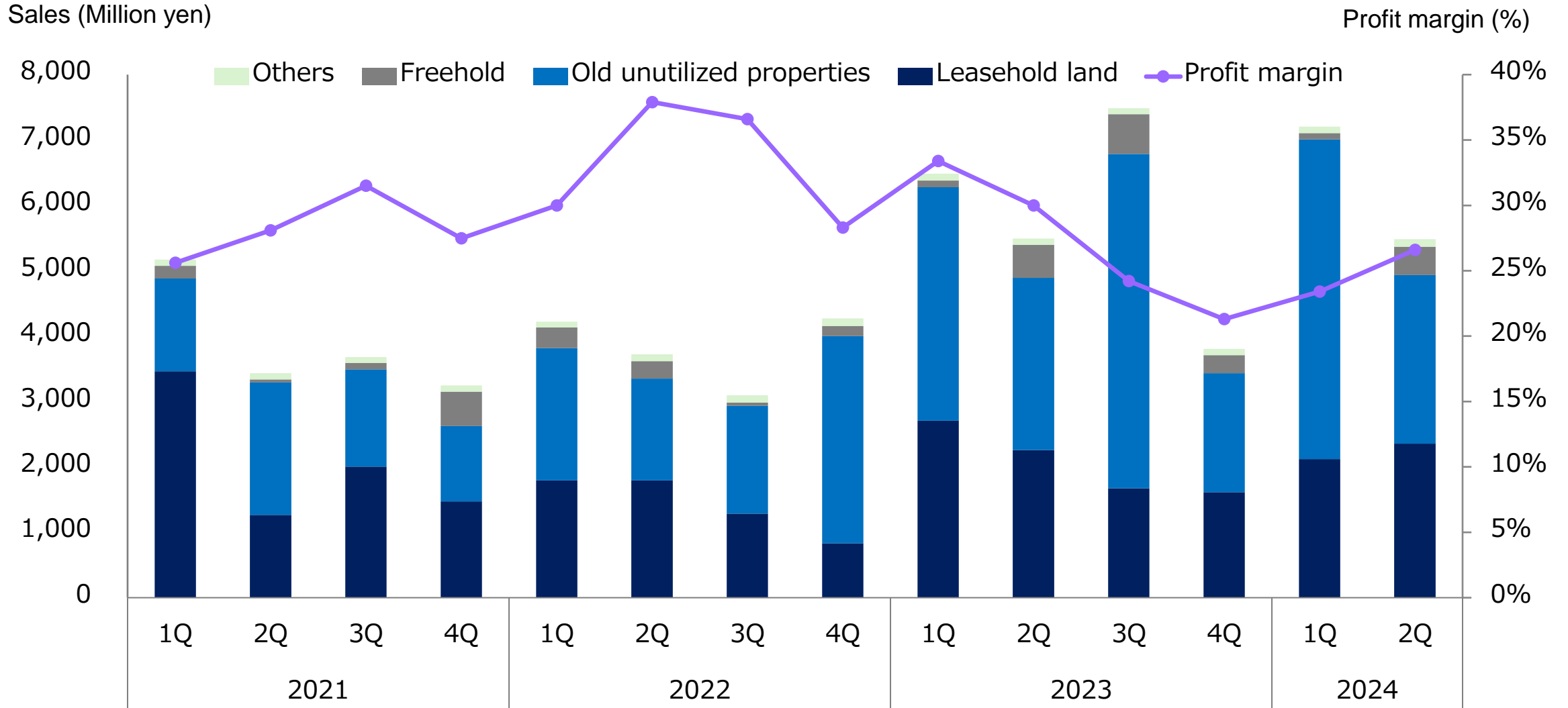
(Unit: Million yen)

	22/2Q	23/2Q	24/2Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	7,943	11,980	11,700	12,991	+11.0%
Leasehold land	3,587	4,966	5,339	4,775	-10.6%
Old unutilized properties	3,580	6,204	5,458	7,470	+36.8%
Freehold	581	605	679	528	-22.2%
Others	194	202	221	217	-2.0%

- Leasehold land
Profit significantly exceeded the plan
YoY -3.8%
- Old unutilized properties
Sales and profit exceeded the plan
YoY +20.4%
- Freehold
Profit and profit margin exceeded the plan
YoY -12.8%

Quarterly Changes in the Real Estate Sales Business

- Although the ratio of Old unutilized properties has increased, the profit margin has improved due to increased profits from Leasehold land



Purchases by Business Segment

(Unit: Million yen)

	21/2Q	22/2Q	23/2Q	24/2Q	
	Results	Results	Results	Results	YoY
Real Estate Sales business	4,491	7,070	9,136	7,103	-22.3%
Leasehold land	2,126	2,398	5,393	2,367	-56.1%
Old utilized properties	2,299	4,192	3,427	4,028	+17.5%
Freehold	65	479	315	706	+123.9%

■ Purchases

Annual purchase plan: 15.8 billion yen

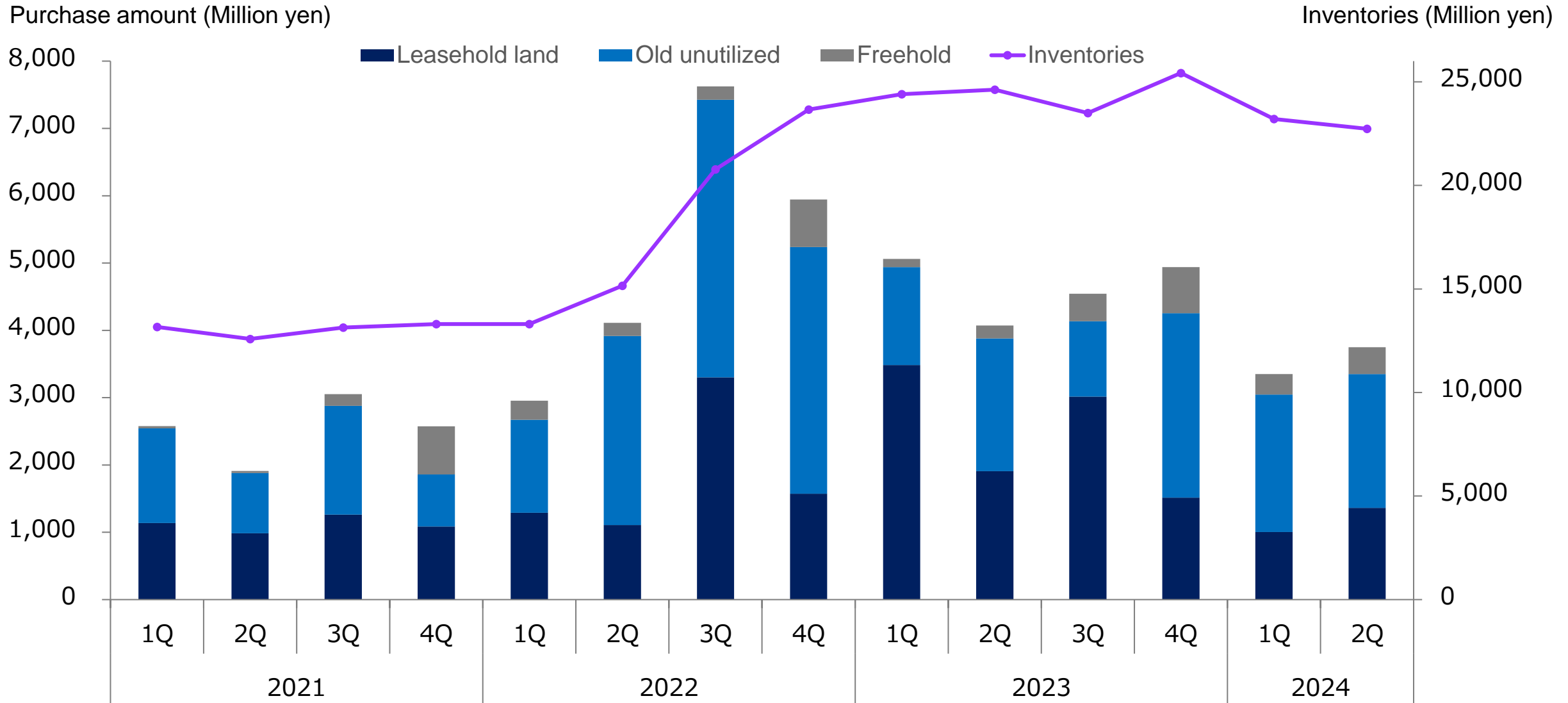
Significant increase in purchases of Old unutilized properties

Although the purchase of leasehold land decreased YoY due to a significant increase in the purchase of large properties in the previous year, it is progressing steadily compared to before two years ago

In addition, the number of large property deals, including leasehold land, is increasing

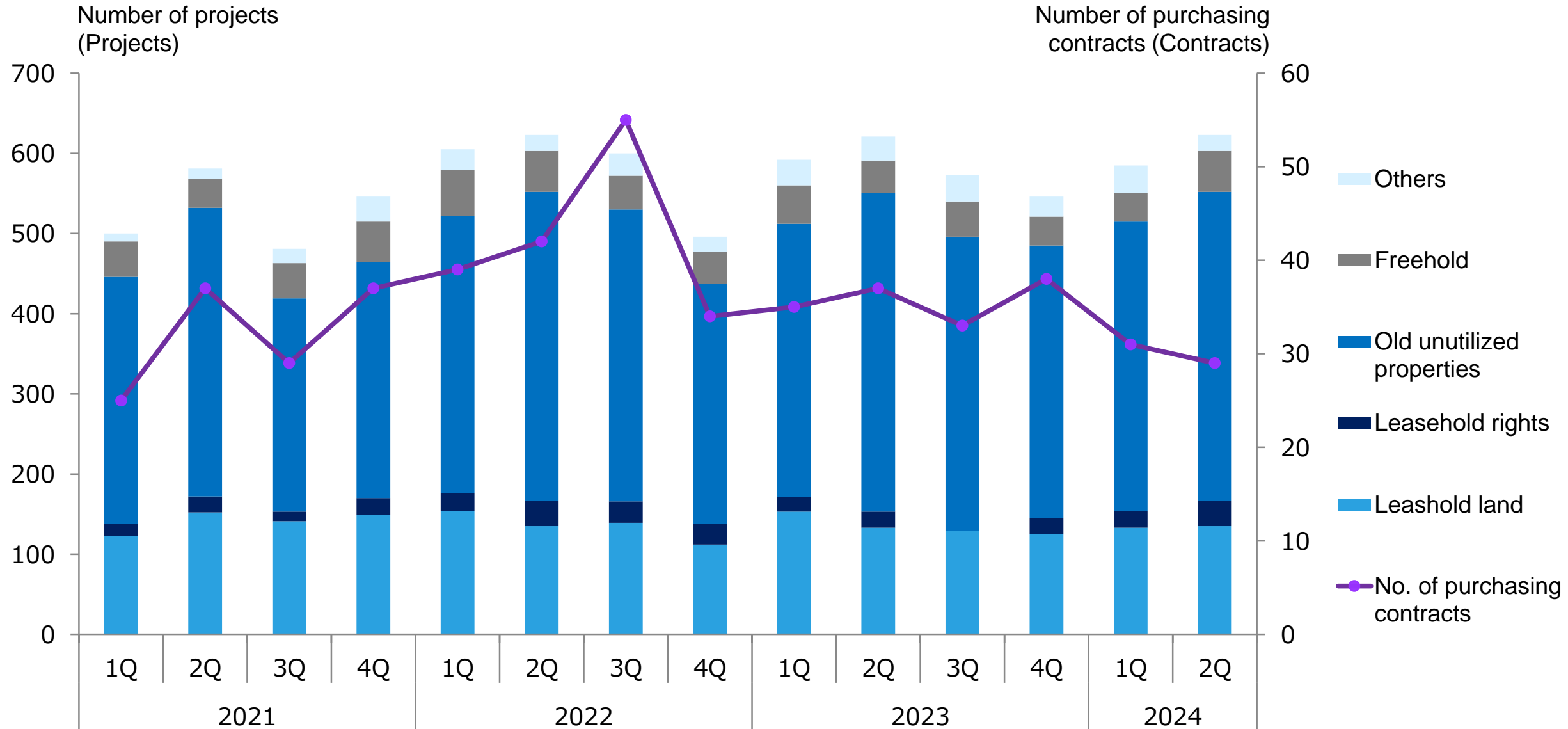
Changes in the Amount of Purchases and Inventories

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



Changes in the Number of Projects and Number of Purchasing Contracts

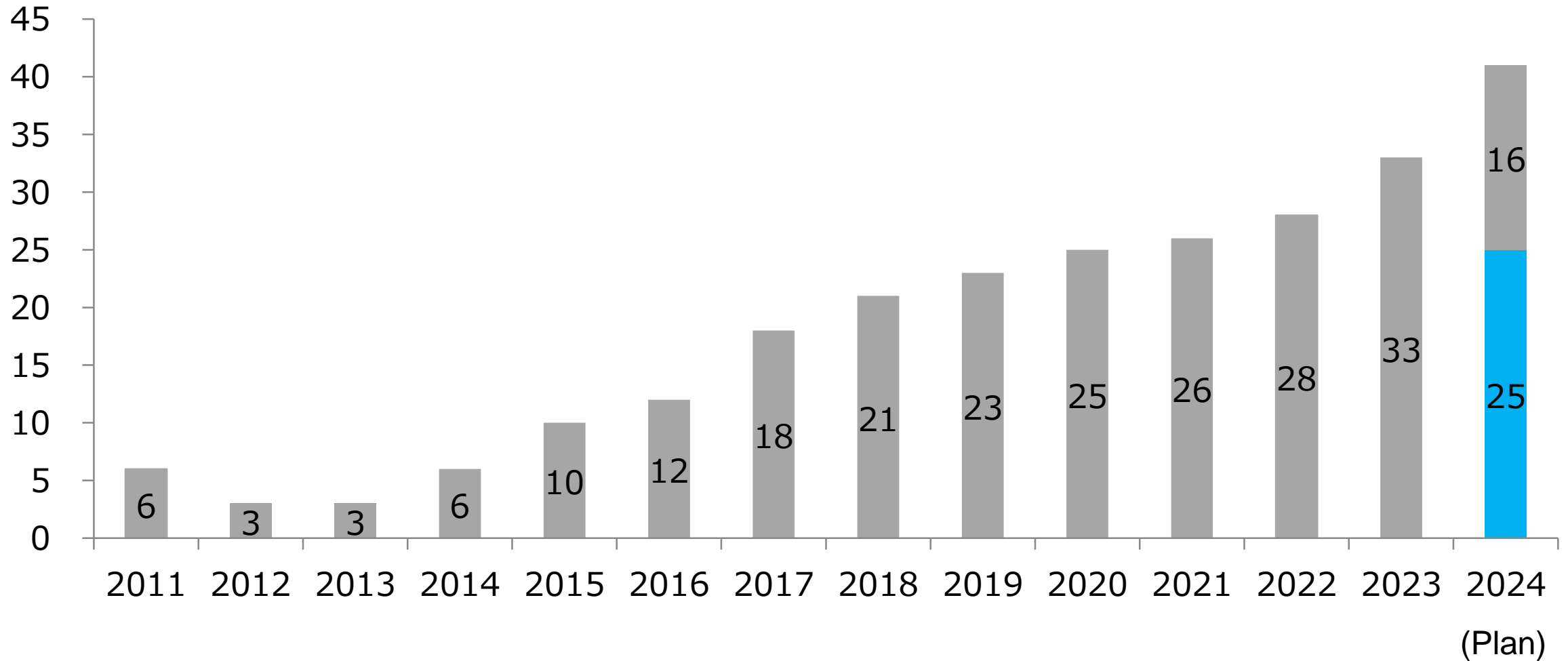
- The number of deals is stable



Shareholder Returns (dividend trends)

- In light of the upward revision to the first-half financial forecast for the second quarter of FY12/2024, the interim dividend has been increased by 1 yen from the initial forecast of 15 yen per share to 16 yen per share. Combined with the year-end dividend of 25 yen per share, the annual dividend is expected to be 41 yen per share
- 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

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.
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