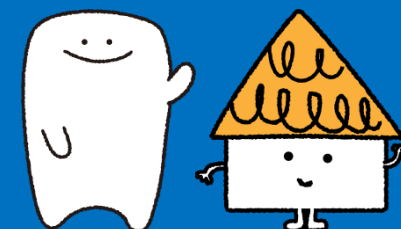


# Sansei Landic Co., Ltd.

Supplementary Materials for  
Consolidated Financial Results for  
3Q of FY12/20

November 13, 2020



- Both sales and profits fell short of the plan, although sales exceeded the year-on-year result.
- Although the 3Q results fell short of the plan, the sales contracts and settlements for 4Q, including the delayed sales in 3Q, are progressing steadily, so we made no changes to the business forecasts announced on July 31, 2020 at this time.
- Purchase amount for cumulative 3Q:  
11,078 million yen (+15.5% YoY)

# Our Response to COVID-19



The following measures have been taken to prevent the spread of infection and the delay of business activities.

Response to our clients	Response to our employees
<ul style="list-style-type: none"><li>• Voluntary restraint in part of door-to-door sales without appointment</li><li>• Thoroughly implement measures against infections when visiting customers, such as wearing masks and bringing disinfectant product</li><li>• Distribute masks and disinfection wipes to clients</li><li>• Active use of telephone, email and online meeting systems</li><li>• Install acrylic panels and air purifiers in the reception rooms</li><li>• Shift transportation to cars (car rental service)</li><li>• Refrain from holding and participating in business dinners and social gatherings</li></ul>	<ul style="list-style-type: none"><li>• Mandatory temperature measurement reports</li><li>• Introduce teleworking and staggered work hours</li><li>• Payment of consolation money and teleworking allowance to all employees</li><li>• Provide masks for all employees</li><li>• Lend computers and printers, etc. for teleworking use</li><li>• Conduct a survey for all employees to improve operational efficiency through teleworking</li></ul>

# Financial Results



(Million yen)

	18/3Q	19/3Q	2020/3Q		
	Results	Results	Plan	Results	Difference
Net sales	10,530	10,512	11,710	10,835	-874
Gross profit	3,052	3,076	2,798	2,478	-320
SG&A	2,212	2,333	2,289	2,213	-75
Operating income	839	743	509	265	-244
Ordinary income	733	676	354	152	-202
Extraordinary income	87	—	—	—	—
Net income	376	425	224	92	-132

■ Net sales  
+3.1% YoY

■ Gross profit  
-19.4% YoY

■ Operating income  
-64.3% YoY

■ Ordinary income  
-77.5% YoY

■ Net income  
-78.3% YoY

# Summary of Consolidated Balance Sheet



(Million yen)

	FY12/19	20/3Q		
	Amount	Amount	Vs. end of previous term	Pct. change
Cash and deposits	4,133	2,648	-1,485	-35.9%
Property for sale	13,493	17,312	+ 3,819	+28.3%
Interest-bearing liabilities	7,202	10,705	+3,502	+48.6%
Net assets	9,894	9,801	-93	-0.9%
Total assets	19,293	21,774	+2,480	+12.9%
Shareholders' equity ratio	51.3%	45.0%	-6.3pt	—

## ■ Property for Sale

Increased due to increased purchasing and delays in sales.

Purchase amount for FY2019 3Q:  
9,587 million yen

Purchase amount for FY2020 3Q:  
11,078 million yen

## ■ Interest-bearing liabilities

Long-term loans payable:  
+3,929 million yen

Increased due to purchases in excess of one year.

# Sales by Business Segment



(Million yen)

	18/3Q	19/3Q	20/3Q		
	Results	Results	Plan	Results	Vs. plan
Real Estate Sales business	10,140	9,325	10,387	9,568	-7.9%
Leasehold land	4,094	3,521	3,827	3,376	-11.8%
Old unutilized properties	2,641	5,291	4,189	3,949	-5.7%
Freehold	3,062	171	1,998	1,876	-6.1%
Others	341	340	371	366	-1.2%
Construction business	390	1,186	1,322	1,267	-4.2%

## ■ Leasehold Land

The impact of voluntary restraint in sales activities in 2Q remains, causing delays in sales.

## ■ Old Unutilized Properties

Its performance fell short of the plan, as there are properties that take time to sell, mainly in the western Japan area.

## ■ Freehold

Sales fell short of the plan, but the profits were almost in line with the plan thanks to the higher-than-planned profit margin.

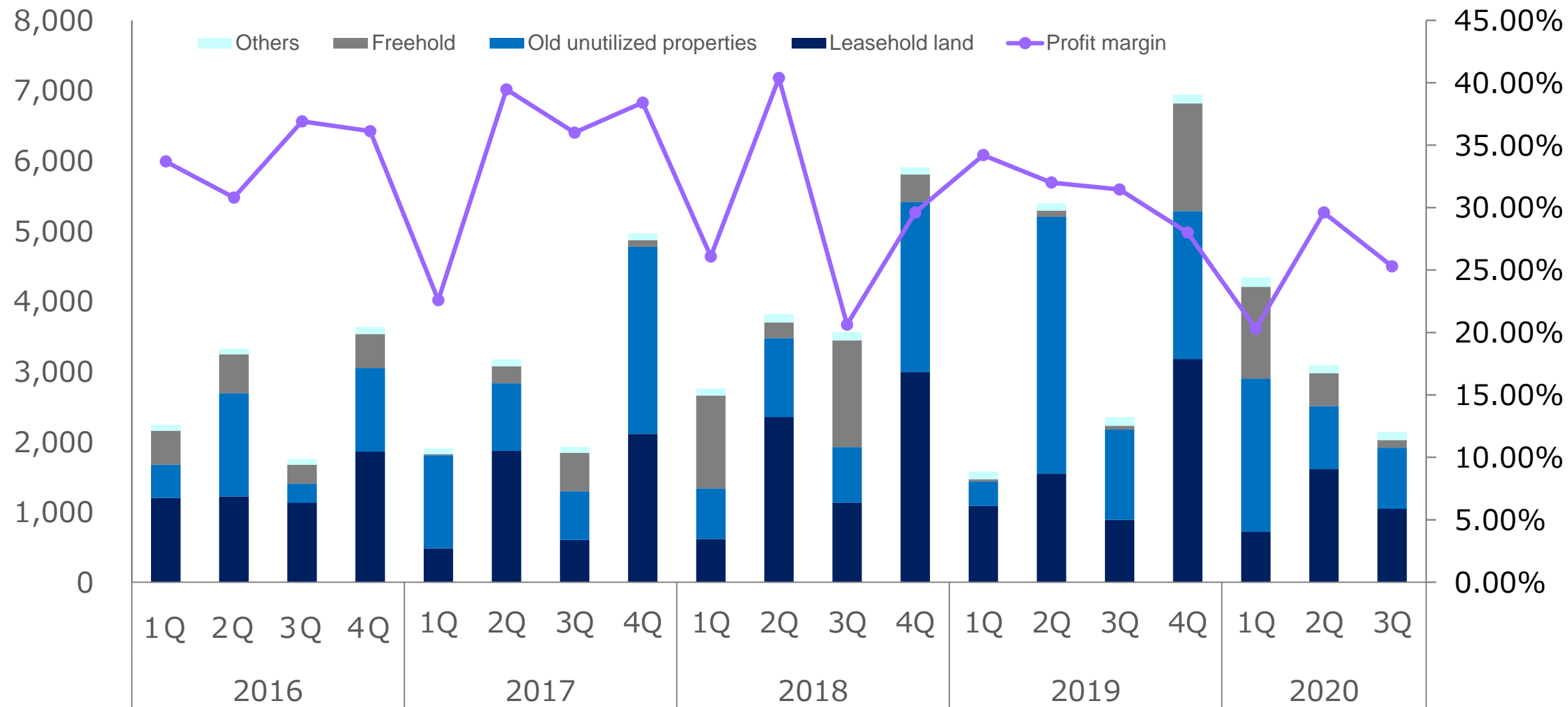
## ■ Construction Business

Net sales increased by 6.8% YoY.

# Quarterly Changes in the Real Estate Sales Business



Sales (million yen)



# Purchases and Orders Received by Business Segment



(Million yen)

	18/3 Q	19/3 Q	20/3 Q	
	Results	Results	Results	YoY
Real Estate Sales business	8,645	9,587	11,078	+ 15.5%
Leasehold land	4,092	3,359	3,855	+14.7%
Old unutilized properties	3,950	4,719	5,654	+ 19.8%
Freehold	602	1,508	1,568	+4.0%
Construction business (Orders received)	1,020	1,671	736	-56.0%

## ■ Real Estate Sales Business

Annual purchase plan: 14.2 billion yen

It exceeded the year-on-year results, although purchase growth temporarily slowed due to a decrease in the number of projects reflecting the voluntary restraint in sales activities in 2Q.

## ■ Construction Business

Orders decreased significantly from the year-on-year results due to a decrease in negotiation opportunities and delays in contracts reflecting the voluntary restraint in sales activities.

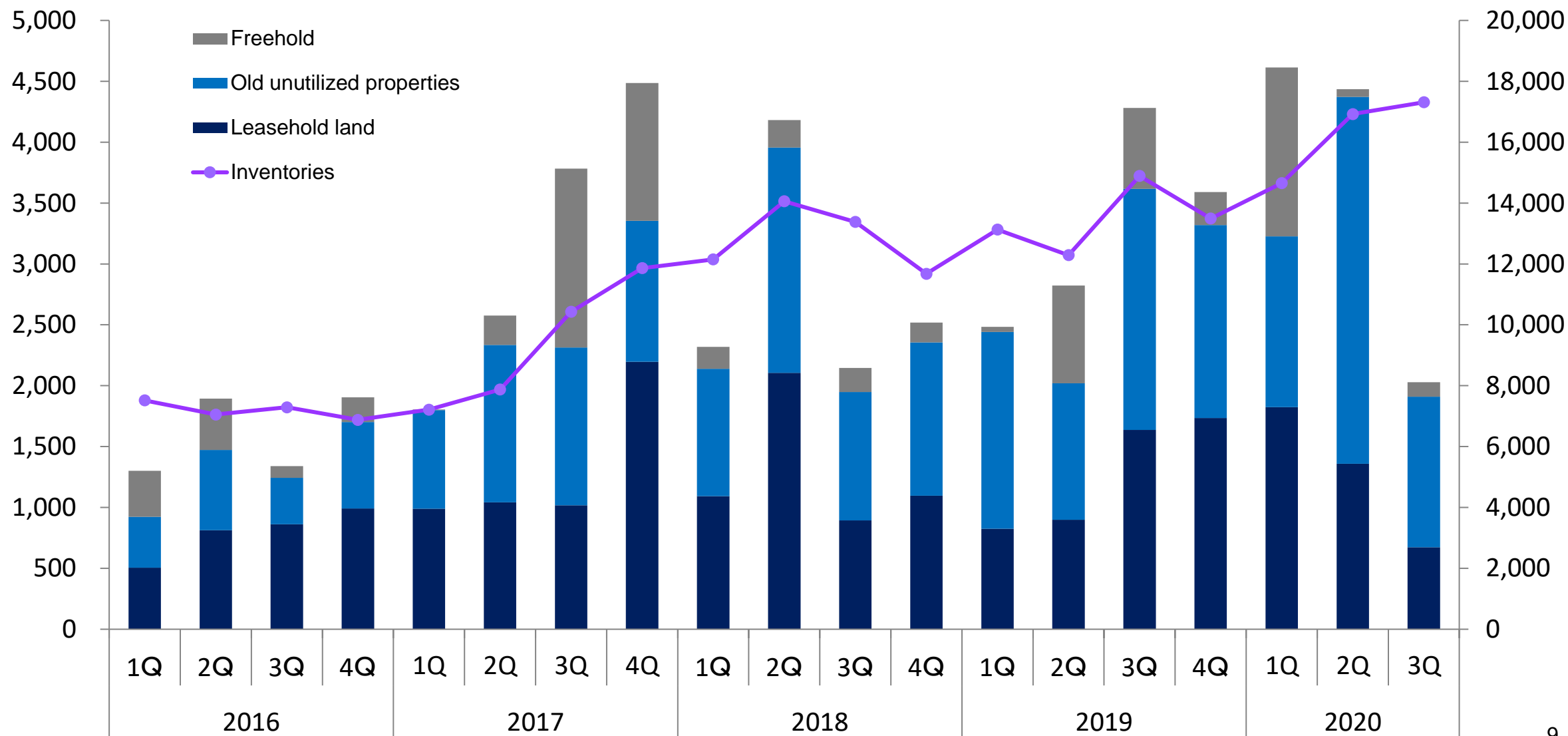


# Changes in the Amount of Purchases and Inventories



Purchase amount (Million yen)

Inventories (Million yen)



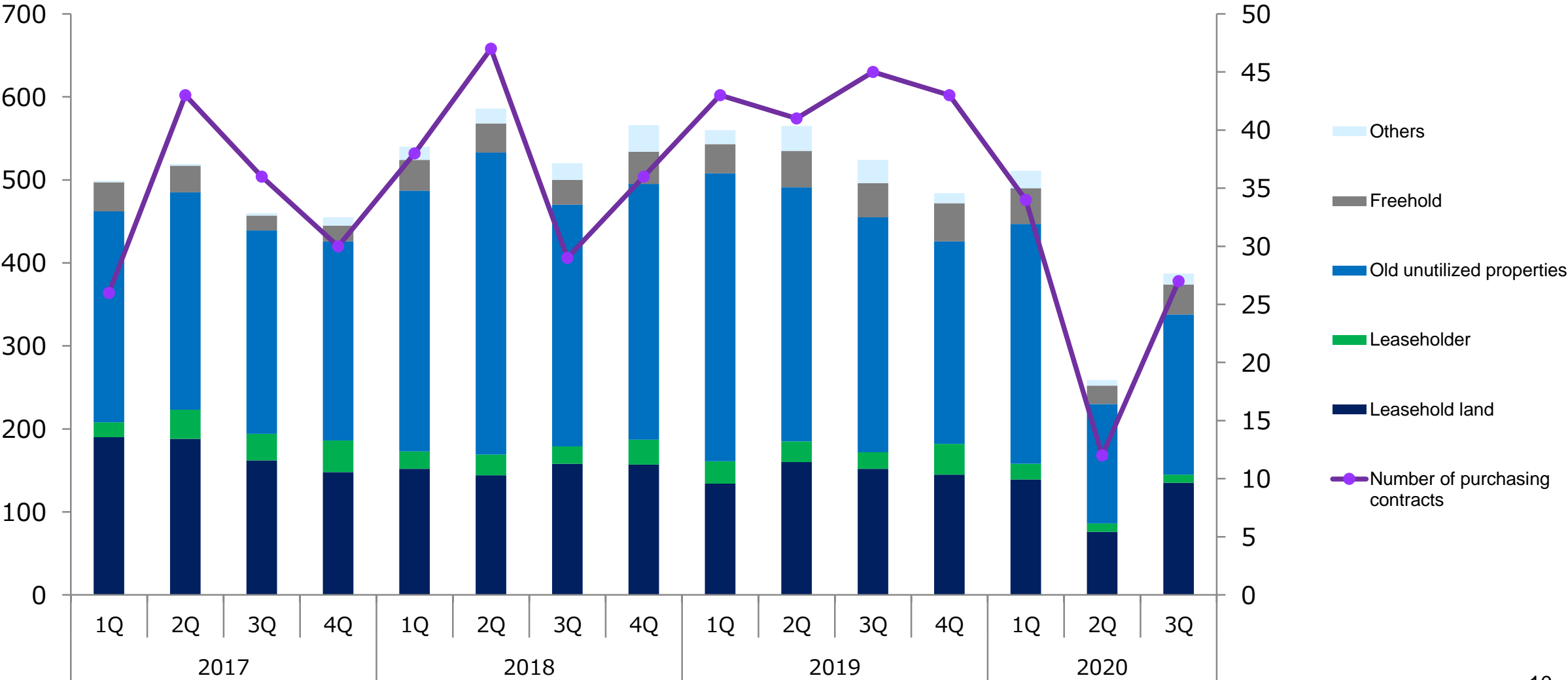
# Changes in the Number of Projects and Number of Purchasing Contracts



Number of projects

During the period of voluntary restraint of sales activities (April and May), the number of projects fell to around **50% YoY**, but began to recover from June after the lifting of the State of Emergency, and it recovered to higher **70% level YoY** in 3Q.

Number of purchasing contracts (contracts)



# Contact



- 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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