

# Sansei Landic

## Supplementary Materials for Consolidated Financial Results

**Sansei Landic Co., Ltd.**

**TSE Standard : 3277**

**3Q of FY12/25**



For overly complicated real  
estate problems.  
Solving them with our human  
capabilities for 50 years

- The Company is making steady progress toward achieving the revised full-year earnings forecast disclosed in August this year
- Given that there are few properties for which sales are expected in 4Q as initially planned, the Company expects full-year results to progress in line with the revised forecast
- Property for sale has reached a record high. Although there are differences in market conditions by region, the Company is promoting purchases proactively while maintaining a cautious stance
- Purchases of large properties are also scheduled in 4Q, and property for sale is expected to increase further

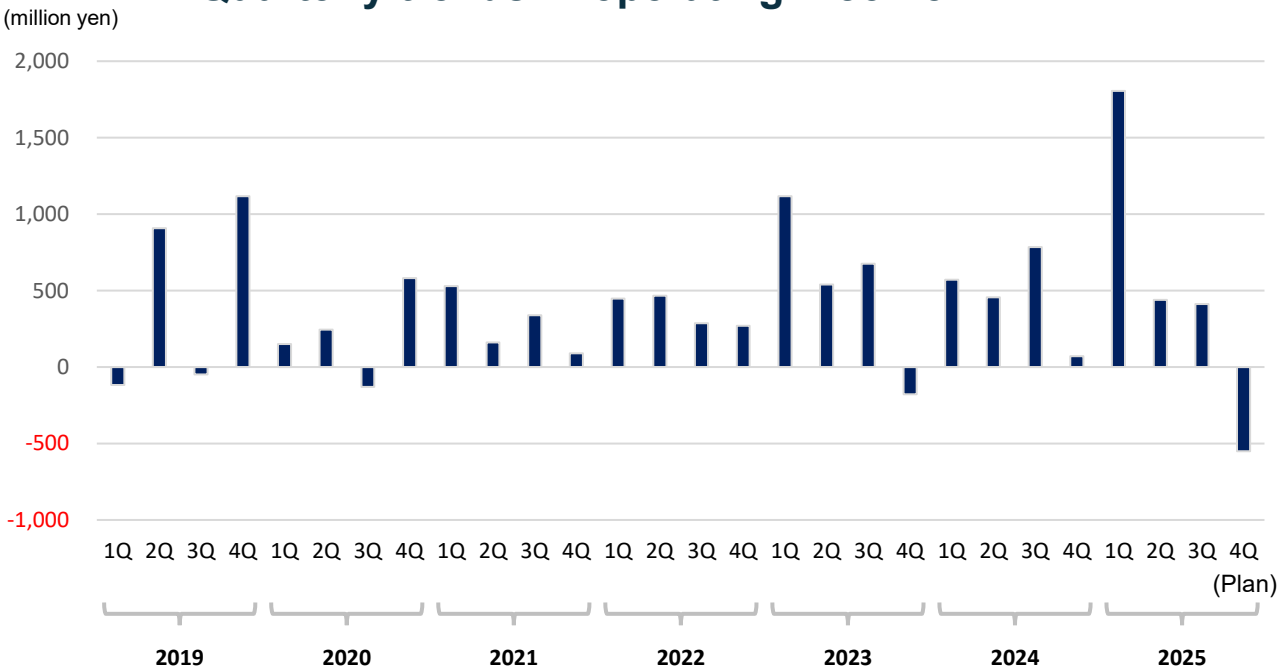
- Progress is generally steady against the plan revised in August this year

(Unit: Million yen)

	23/3Q	24/3Q	25/3Q		
	Results	Results	Revised plan	Results	Difference
Net sales	19,464	21,350	20,571	19,714	-856
Gross profit	5,605	5,153	-	6,126	-
SG&A	3,272	3,342	-	3,475	-
Operating income	2,332	1,811	2,669	2,650	-18
Ordinary income	2,019	1,589	2,405	2,390	-14
Net income attributable to owners of parent	1,326	1,057	1,632	1,623	-8

- As initially planned, sales for the current fiscal year are skewed toward the first half, and the Company expects to post a loss for 4Q on a single-quarter basis, while full-year results are expected to progress in line with the revised full-year earnings forecast

Quarterly trends in operating income



Business characteristics

- Since the level of purchases each quarter is not constant, sales each quarter tend to fluctuate
- As large-scale projects have increased in line with business expansion, the impact of the timing of sales of individual projects on business performance has become greater
- Business model with large quarterly fluctuations in performance
- However, despite quarterly fluctuations in performance, the company will achieve stable growth over the medium to long term as it expands its purchasing

As the medium-term management plan states, the company will prioritize new initiatives that promote stable medium-to long-term growth over short-term, upward-sloping performance expansion.

Although quarterly and annual results may fluctuate, we aim to improve financial stability and reduce business risk by achieving stable medium- to long-term growth

# Summary of Consolidated Balance Sheet

(Unit: Million yen)

	FY24/12	25/3Q		
	Results	Amount	Vs. end of previous term	Pct. change
Cash and deposits	5,012	5,319	+306	+6.1%
Property for sale	25,333	27,137	+1,804	+7.1%
Interest-bearing liabilities	18,505	20,002	+1,496	+8.1%
Net assets	12,758	13,876	+1,118	+8.8%
Total assets	33,107	35,708	+2,601	+7.9%
Shareholders' equity ratio	38.5%	38.9%	+0.4pt	—

■ Property for sale  
Increased significantly due to steady progress in purchases

■ Interest-bearing liabilities  
Interest-bearing liabilities also increased due to an increase in purchases

# Sales by Business Segment

- Although Old unutilized properties fell short of the revised plan due to changes in the timing of sales, Leasehold land and Freehold are generally progressing in line with the revised plan

(Unit: Million yen)					
	23/3Q	24/3Q	25/3Q		
	Results	Results	Revised plan	Results	Vs. plan
Real Estate Sales business	19,464	21,350	20,571	19,714	-857
Leasehold land	6,640	7,719	10,223	10,314	+91
Old unutilized properties	11,317	12,158	7,805	6,881	-923
Freehold	1,213	1,133	2,087	2,086	-1
Others	292	339	455	431	-23

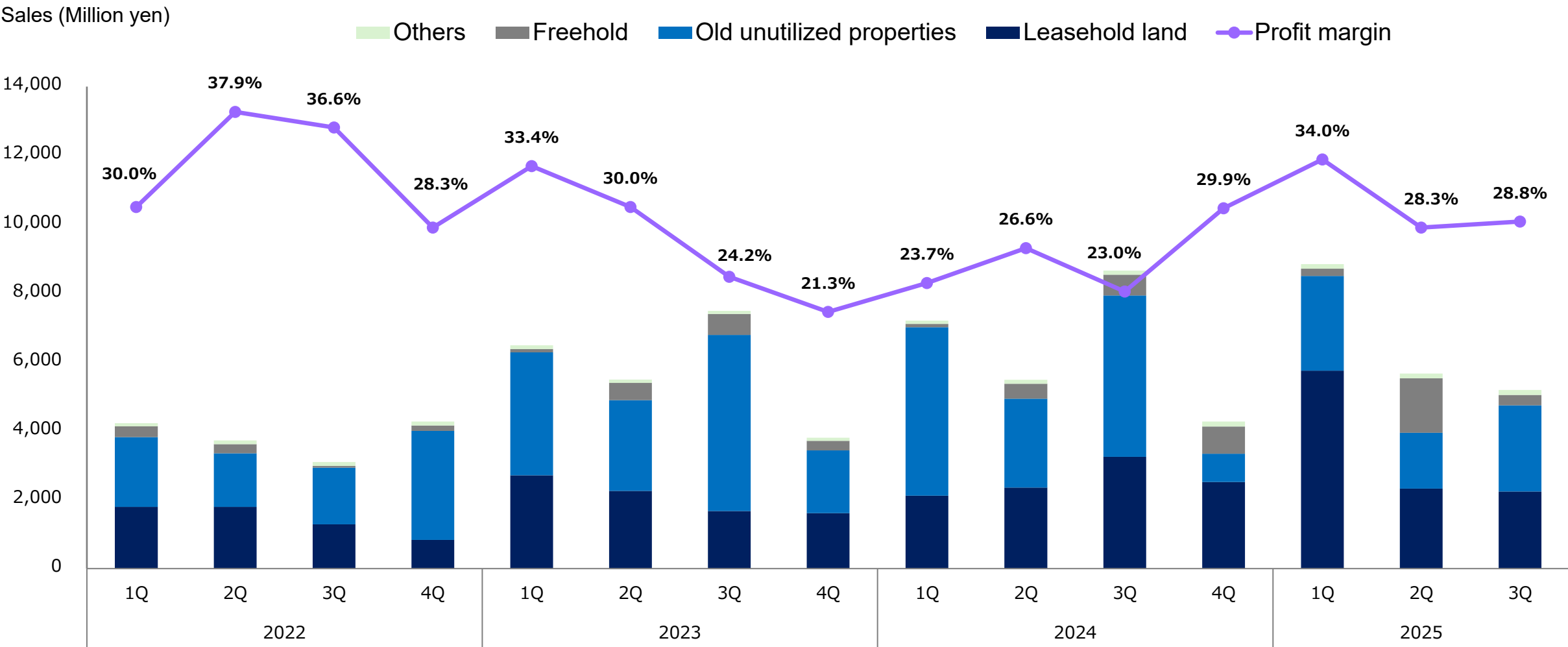
■ Leasehold land  
Both net sales and profit exceeded the plan

■ Old unutilized properties  
Both net sales and profit fell short of the plan

■ Freehold  
Progress is generally in line with the plan

# Quarterly Changes in the Real Estate Sales Business

- Sales activities are progressing steadily while maintaining a stable profit margin



# Purchases by Business Segment

- Annual purchase plan; Revised to 22.0 billion yen (announced in August 2025)  
Both Leasehold land and Old unutilized properties increased YoY. Steady purchases are also expected to continue in 4Q, and full-year results are expected to end at a high level

(Unit: Million yen)

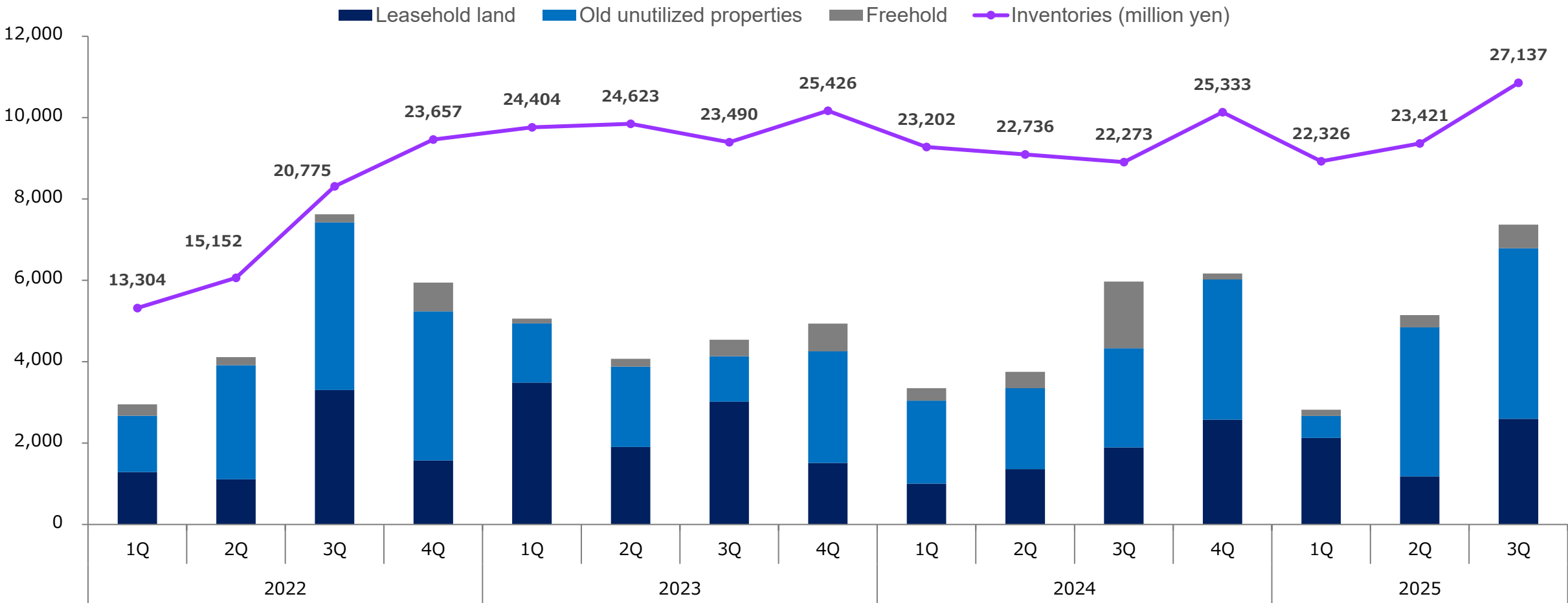
	22/3 Q	23/3 Q	24/3Q	25/3Q	
	Results	Results	Results	Results	YoY
Real Estate Sales Business	14,694	13,679	13,075	15,338	+17.3%
Leasehold land	5,700	8,410	4,262	5,906	+38.6%
Old unutilized properties	8,314	4,546	6,464	8,398	+29.9%
Freehold	678	722	2,348	1,032	-56.0%



# Changes in the Amount of Purchases and Inventories

- Inventories have reached a record high due to an increase in the amount of purchases
- Property for sale is steadily accumulating toward earnings growth from the next fiscal year onward

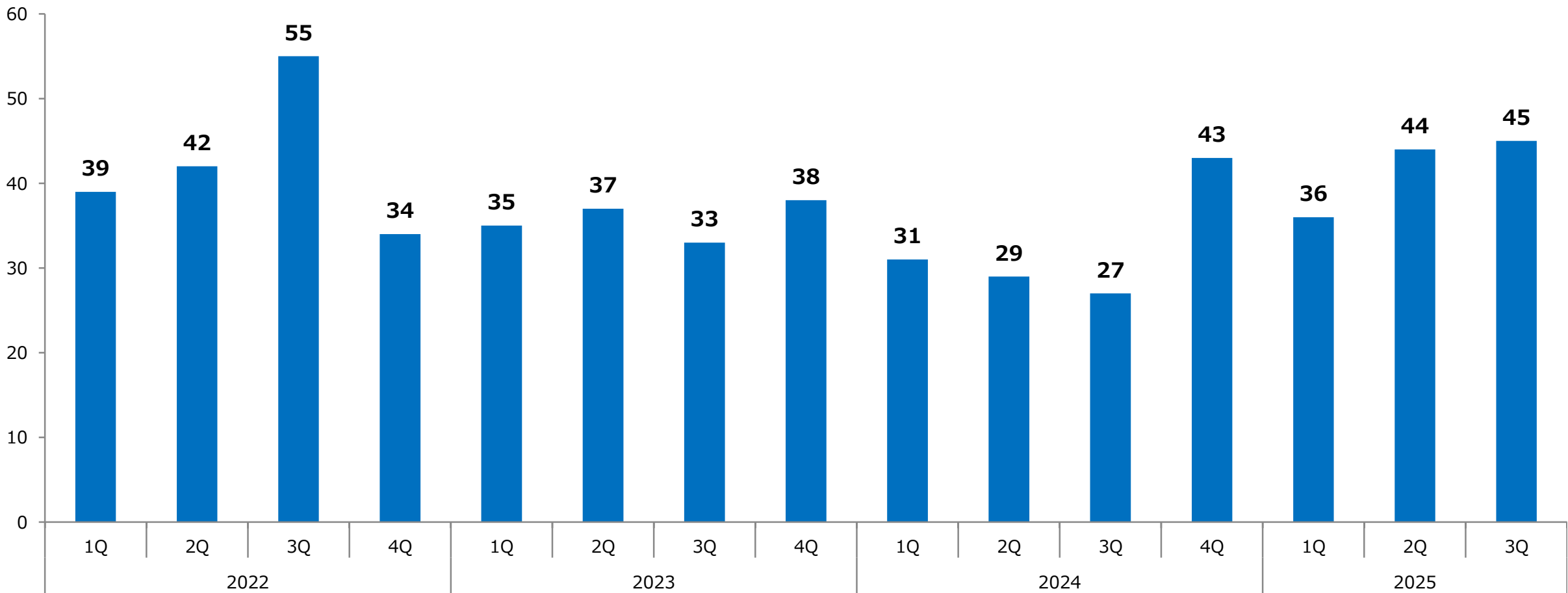
Purchase amount (Million yen)



# Changes in the Number of Purchasing Contracts

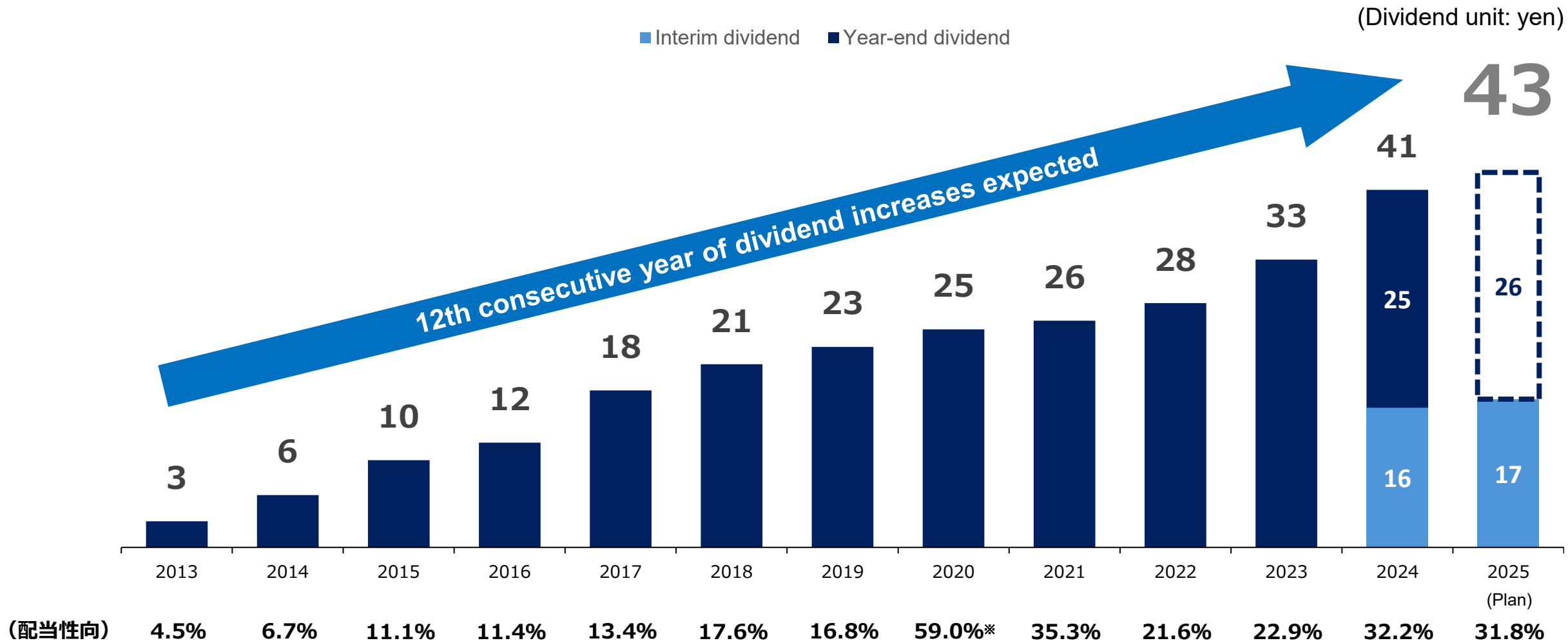
- The number of purchasing contracts is also steadily maintaining a high level

Number of purchasing contracts (Contracts)



# Shareholder Returns (dividend trends)

- In the second quarter of FY12/2025, the Company paid an interim dividend of 17 yen per share. It plans to pay a year-end dividend of 26 yen per share, a dividend increase of 1 yen
- The annual dividend will be 43 yen per share, marking the 12th consecutive year of dividend increases



\* In 2020, the dividend payout ratio temporarily increased due to a decline in EPS caused by COVID-19

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<<Contact>>  
Corporate Planning Office, Sansei Landic Co., Ltd.  
TEL : 03-5252-7511  
E-mail : [ir@sansei-l.co.jp](mailto:ir@sansei-l.co.jp)