Walden Research Japan

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Sanyo Homes (1420)

Consolidated Fiscal Year		Sales	Operaitng	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY03/2023		40,970	(149)	(191)	(245)	(22.15)	25.00	1,308.19
FY03/2024		45,860	952	935	648	58.31	25.00	1,338.62
FY03/2025CoE		53,000	1,350	1,200	800	71.56	25.00	-
FY03/2024	YoY	11.9%	-	-	-	-	-	-
FY03/2025CoE	YoY	15.6%	41.7%	28.3%	23.4%	-	-	-
Consolidated Q1 to Q3		Sales	Operaitng	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 to Q3 FY03/2024		27,139	(863)	(901)	(622)	-	-	-
Q1 to Q3 FY03/2025		25,965	(380)	(126)	(125)	-	-	-
Q1 to Q3 FY03/2025	YoY	(4.3%)	-	-	-	-	-	-

Source: Company Data, WRJ Calculation

1.0 Results Update (19 February 2025)

Improvement of Cost Rate

On 5 February 2025, Sanyo Homes, running operations of building houses on a contract basis and developing condos for sale, released its Q1 to Q3 (April to December) FY03/2025 results. It has been revealed that operating profit margin is improving over the same period of the previous year despite a decline in sales. Meanwhile, the Company suggests that it is to intensively post sales for Q4 (January to March) and thus FY03/2025 Company forecasts, going for operating profit margin of 2.5% (up 0.5% points), are to be met. According to the Company, it is now beginning to see an improvement in cost rate, due mainly to the trend that it has begun posting sales in earnest with respect to those of properties whose unit prices being after a passalong of higher cost of labor in the fields of construction work and higher material prices at the stage of order placements. In particular, the Company is seeing a major improvement of cost rate for detached houses, while there was an improvement for a large-scale property completed and delivered for Q3 (October to December) as well. Another factor is that the Company benefits from an increased rate of capacity utilization in its own factory to manufacture materials in line with a policy to exploit them as much as possible. Meanwhile, the Company is to see an intensiveness in completion and delivery for properties on the Condos Business side for Q4 (January to March), which is to post a large amount of sales during the relevant period.

The Company's business model and so on: Sanyo Homes (1420) Phase of Recovery (9 July 2024).

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2.0 Company Profile

Putting forward a Comprehensive Proposal for Housing Life

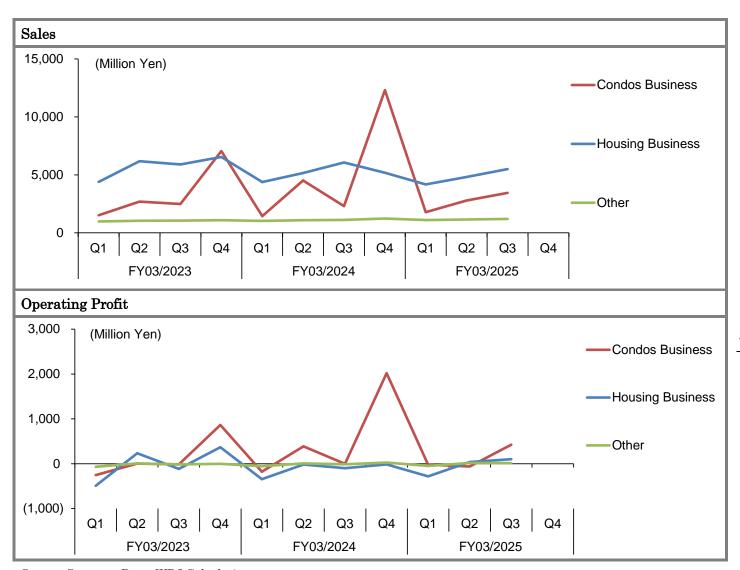
Company Name	Sanyo Homes Corporation
	Company Website IR Information SANYO HOMES
	IR Information
	Share price (Japanese)
Founded	11 October 1996
Listing	4 April 2022: Tokyo Stock Exchange Standard Market (ticker: 1420)
	9 April 2014: Tokyo Stock Exchange 1st section
	9 April 2013: Tokyo Stock Exchange 2nd section
Capital	¥5,945m (as of the end of December 2024)
No. of Shares	12,620,000 shares, including 1,414,086 treasury shares (as of the end of Dec. 2024)
Main Features	Rooted in Kubota House Co. Ltd. or provider of custom-built houses (steel-
	framed and prefabricated)
	• Operations mainly in the Kinki region (Kansai) and the Kanto region (the Tokyo
	metropolitan area, etc.)
	Condos Business, developing condos for sale, the key earnings pillar
Business Segments	I . Housing Business (operations of building houses on a contract basis: detached
	houses, real estate solution, renovation, renewal distribution and frontier)
	II. Condos Business (operations of developing condos for sale)
	III. Other (life support, etc.)
Representative	President & Representative Director: Hisashi Matsuoka
Shareholders	LIXIL Corp. 26.05%, ORIX Corp. 15.11%, Kansai Electric Power 12.86%, SECOM Co.
	10.92%, Custody Bank of Japan 6.14% (as of the end of September 2024, but for
	treasury shares)
Head Office	Nishi-ku, Osaka-city, JAPAN
No. of Personnel	Consolidated: 760, Parent: 337 (as of the end of September 2024)

Source: Company Data

3.0 Recent Trading and Prospects

Q1 to Q3 (April to December) FY03/2025

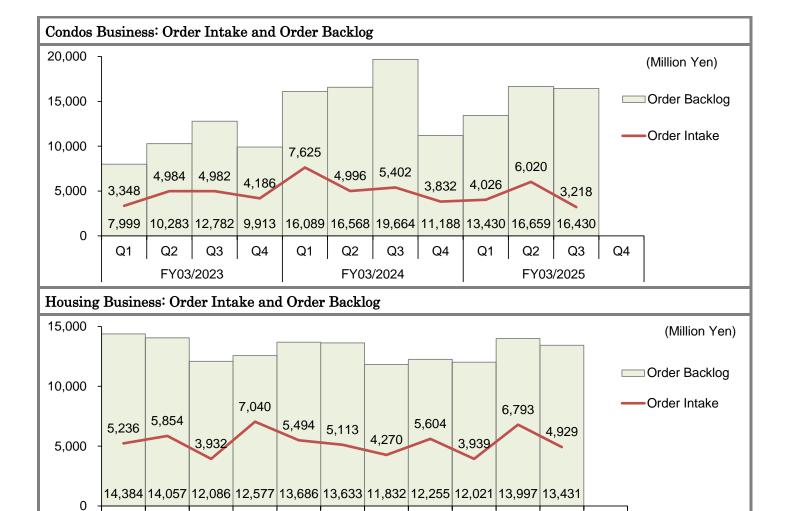
For Q1 to Q3 (April to December) FY03/2025, sales came in at ¥25,965m (down 4.3% YoY), operating profit minus ¥380m (versus minus ¥863m during the same period of the previous year), recurring profit minus ¥126m (minus ¥901m) and profit attributable to owners of parent minus ¥125m (minus ¥622m), while operating profit margin minus 1.5% (up 1.7% points).



Source: Company Data, WRJ Calculation

Condos Business (30.9% of sales)

On the Condos Business side, which is responsible for developing condos for sale, sales came in at \(\frac{\pmathbf{\text{\text{q}}}}{3.0\%}\), operating profit \(\frac{\pmathbf{\text{\text{\text{q}}}}}{340m}\) (up 65.7%) and operating profit margin 4.2% (up 1.8% points). Meanwhile, order intake came in at \(\frac{\pmathbf{\text{\text{q}}}}{3.264m}\) (down 26.4%) and order backlog stood at \(\frac{\pmathbf{\text{\text{q}}}}{16.430m}\) (down 16.4%). The Company was posting sales of properties already completed only, for Q1 (April to June) and Q2 (July to September) as no new properties were completed during the relevant period, while sales for Q3 (October to December) were driven by sales of one property newly completed and delivered during the relevant period, having made the operations return to profitability on a quarter-on-quarter basis. More importantly, the Company is going for posting sales of no less than six properties newly completed and delivered for Q4 (January to March).



Source: Company Data, WRJ Calculation

Q2

FY03/2023

Q1

Housing Business (55.8% of sales)

Q3

Q4

Q1

Q2

Q3

FY03/2024

Q4

Q1

Q2

FY03/2025

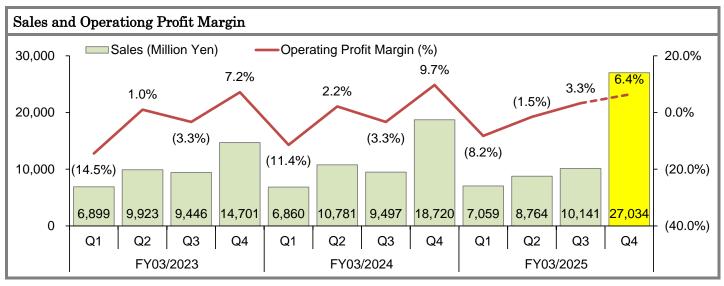
Q3

Q4

On the Housing Business side, which is responsible for building houses on a contract basis, sales came in at \\ \frac{\text{\$}}{14,486m} (down 7.3%), operating profit minus \(\frac{\text{\$}}{140m} (versus minus \(\frac{\text{\$}}{467m} during the same period of the previous year or improvement by \(\frac{\text{\$}}{327m} \) on a year-on-year basis) and operating profit margin minus 1.0% (up 2.0% points), implying a major improvement for income and expenses. Meanwhile, order intake came in at \(\frac{\text{\$}}{15,662m} (up 5.3%) \) and order backlog stood at \(\frac{\text{\$}}{13,431m} (up 13.5%) \). With respect to real estate solution, which proposes efficient use of land, the Company suggests strengths in order intake and sales, while the latter was driven by a large-scale property newly completed and delivered for Q3 (October to December) in particular, as far as we could gather. Meanwhile, there is an aspect that the Company sees an improvement of cost rate due to an increased rate of capacity utilization in own factory to manufacture lightweight steel-structure building frames for houses, driven by a success to exploit them for properties of real estate solution. For detached houses, meanwhile, there is a major improvement of cost rate as a result of passalong of increased costs to unit prices, while suffering from a sluggishness in sales and order intake. Nevertheless, order intake on the Housing Business side as a whole is favorable, being more than compensated for by strengths of real estate solution, as far as we could gather.

FY03/2025 Company Forecasts

FY03/2025 initial Company forecasts, announced on 10 May 2024, have remained unchanged, going for prospective sales of \$53,000m (up 15.6% YoY), operating profit of \$1,350m (up 41.7%), recurring profit of \$1,200m (up 28.3%) and profit attributable to owners of parent of \$800m (up 23.4%), while operating profit margin of 2.5% (up 0.5% points). At the same time, Company forecasts have remained unchanged also for planned annual dividend, going for \$25.00 per share for FY03/2025, implying payout ratio of 34.9%.



Source: Company Data, WRJ Calculation

4.0 Financial Statements

Income Statement (Cumulative / Quarterly)

Income Statement	Cons.Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2024	03/2024	03/2024	03/2024	03/2025	03/2025	03/2025	03/2025	Net Chg.
Sales	6,860	17,641	27,139	45,860	7,059	15,823	25,965	-	(1,173)
Cost of Sales	5,694	14,252	21,998	36,722	5,635	12,608	20,369	-	(1,628)
Gross Profit	1,165	3,389	5,140	9,137	1,424	3,214	5,595	-	+454
SG&A Expenses	1,946	3,938	6,004	8,184	2,006	3,928	5,976	-	(27)
Operating Profit	(781)	(549)	(863)	952	(582)	(713)	(380)	-	+482
Non Operating Balance	(21)	(24)	(38)	(17)	(11)	(33)	254	-	+293
Recurring Profit	(802)	(573)	(901)	935	(593)	(747)	(126)	-	+775
Extraordinary Balance	(0)	(0)	(0)	(14)	-	-	-	-	+0
Profit before Income Taxes	(802)	(573)	(901)	921	(593)	(747)	(126)	-	+775
Total Income Taxes	(242)	(191)	(279)	272	(175)	(206)	(0)	-	+278
Profit Attributable to Owners of Parent	(559)	(382)	(622)	648	(417)	(541)	(125)	-	+496
Sales YoY	(0.6%)	+4.9%	+3.3%	+11.9%	+2.9%	(10.3%)	(4.3%)	-	-
Operating Profit YoY	-	-	-	-	-	-	-	-	-
Recurring Profit YoY	-	-	-	-	-	-	-	-	-
Profit Attributable to Owners of Parent YoY	-	-	-	-	-	-	-	-	-
Gross Profit Margin	17.0%	19.2%	18.9%	19.9%	20.2%	20.3%	21.6%	-	+2.6%
SG&A Ratio	28.4%	22.3%	22.1%	17.8%	28.4%	24.8%	23.0%	-	+0.9%
Operating Profit Margin	(11.4%)	(3.1%)	(3.2%)	2.1%	(8.2%)	(4.5%)	(1.5%)	-	+1.7%
Recurring Profit Margin	(11.7%)	(3.3%)	(3.3%)	2.0%	(8.4%)	(4.7%)	(0.5%)	-	+2.8%
Profit Attributable to Owners of Parent Margin	(8.2%)	(2.2%)	(2.3%)	1.4%	(5.9%)	(3.4%)	(0.5%)	-	+1.8%
Total Income Taxes / Profit before Income Taxes	-	-	-	29.6%	-	-	-	-	-
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Income Statement	Cons. Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Income Statement	Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	Cons.Act Q1	Cons.Act Q2	Cons.Act Q3	Cons.Act Q4	YoY
Income Statement (Million Yen)									YoY Net Chg.
(Million Yen) Sales	Q1 03/2024 6,860	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Net Chg. +643
(Million Yen) Sales Cost of Sales	Q1 03/2024	Q2 03/2024 10,781 8,557	Q3 03/2024	Q4 03/2024 18,720 14,724	Q1 03/2025 7,059 5,635	Q2 03/2025	Q3 03/2025 10,141 7,760	Q4	Net Chg. +643 +14
(Million Yen) Sales Cost of Sales Gross Profit	Q1 03/2024 6,860 5,694 1,165	Q2 03/2024 10,781 8,557 2,223	Q3 03/2024 9,497	Q4 03/2024 18,720	Q1 03/2025 7,059 5,635 1,424	Q2 03/2025 8,764 6,973 1,790	Q3 03/2025 10,141 7,760 2,380	Q4	Net Chg. +643
(Million Yen) Sales Cost of Sales	Q1 03/2024 6,860 5,694	Q2 03/2024 10,781 8,557 2,223 1,991	Q3 03/2024 9,497 7,746	Q4 03/2024 18,720 14,724	Q1 03/2025 7,059 5,635	Q2 03/2025 8,764 6,973	Q3 03/2025 10,141 7,760 2,380 2,048	Q4	+643 +14 +629 (17)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 03/2024 6,860 5,694 1,165 1,946 (781)	Q2 03/2024 10,781 8,557 2,223 1,991 232	Q3 03/2024 9,497 7,746 1,751 2,065 (313)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816	Q1 03/2025 7,059 5,635 1,424 2,006 (582)	Q2 03/2025 8,764 6,973 1,790 1,922 (131)	Q3 03/2025 10,141 7,760 2,380 2,048 332	Q4	Net Chg. +643 +14 +629 (17) +646
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	Q1 03/2024 6,860 5,694 1,165 1,946	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3)	Q3 03/2024 9,497 7,746 1,751 2,065	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20	Q1 03/2025 7,059 5,635 1,424 2,006	Q2 03/2025 8,764 6,973 1,790 1,922	Q3 03/2025 10,141 7,760 2,380 2,048 332 288	Q4	Net Chg. +643 +14 +629 (17) +646 +302
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802)	Q2 03/2024 10,781 8,557 2,223 1,991 232	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816	Q1 03/2025 7,059 5,635 1,424 2,006 (582)	Q2 03/2025 8,764 6,973 1,790 1,922 (131)	Q3 03/2025 10,141 7,760 2,380 2,048 332	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13)	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 - 228 51	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 - 228 51	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) - (154) (30) (123)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205 416	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 - 228 51	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) - (154) (30) (123)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205 416	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239)	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) - (154) (30) (123)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205 416	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6% +125.8%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239) +0.5%	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9% +75.5% +97.1%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417) +2.9%	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) - (154) (30) (123)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205 416 +6.8%	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293 +655
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6% +125.8% - +251.9%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239) +0.5%	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9% +75.5% +97.1%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) (175) (417) +2.9%	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) - (154) (30) (123) (18.7%)	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293 +655 +5.0%
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559) (0.6%)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6% +125.8% - +251.9%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239) +0.5%	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9% +75.5% +97.1% 21.3% 11.6%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417) +2.9% - - - - 20.2% 28.4%	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) - (154) (30) (123) (18.7%) - - - - - - - - - - - - - - - - - - -	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205 416 +6.8% - - - - 23.5% 20.2%	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293 +655 +5.0% (1.6%)
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio Operating Profit Margin	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559) (0.6%) 17.0% 28.4% (11.4%)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6% +125.8% - +251.9% 20.6% 18.5% 2.2%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239) +0.5%	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9% +75.5% +97.1% 21.3% 11.6% 9.7%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417) +2.9% - - - 20.2% 28.4% (8.2%)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) (30) (123) (18.7%) 	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 621 205 416 +6.8% - - 23.5% 20.2% 3.3%	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293 +655 +5.0% (1.6%) +6.6%
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio Operating Profit Margin Recurring Profit Margin	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559) (0.6%) 17.0% 28.4% (11.4%) (11.7%)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6% +125.8% - +251.9% 20.6% 18.5% 2.2% 2.1%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239) +0.5%	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9% +75.5% +97.1% 21.3% 11.6% 9.7% 9.8%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417) +2.9% - - - 20.2% 28.4% (8.2%) (8.4%)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) (30) (123) (18.7%) - - - - - - - - - - - - - - - - - - -	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 - 621 205 416 +6.8% - - - 23.5% 20.2% 3.3% 6.1%	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293 +655 +5.0% (1.6%) +6.6% +9.6%
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin SG&A Ratio Operating Profit Margin	Q1 03/2024 6,860 5,694 1,165 1,946 (781) (21) (802) (0) (802) (242) (559) (0.6%) 17.0% 28.4% (11.4%)	Q2 03/2024 10,781 8,557 2,223 1,991 232 (3) 228 51 177 +8.6% +125.8% - +251.9% 20.6% 18.5% 2.2%	Q3 03/2024 9,497 7,746 1,751 2,065 (313) (13) (327) (0) (327) (87) (239) +0.5%	Q4 03/2024 18,720 14,724 3,996 2,180 1,816 20 1,836 (13) 1,822 551 1,270 +27.3% +71.9% +75.5% +97.1% 21.3% 11.6% 9.7%	Q1 03/2025 7,059 5,635 1,424 2,006 (582) (11) (593) - (593) (175) (417) +2.9% - - - 20.2% 28.4% (8.2%)	Q2 03/2025 8,764 6,973 1,790 1,922 (131) (22) (154) (30) (123) (18.7%) 	Q3 03/2025 10,141 7,760 2,380 2,048 332 288 621 621 205 416 +6.8% - - 23.5% 20.2% 3.3%	Q4	Net Chg. +643 +14 +629 (17) +646 +302 +949 +0 +949 +293 +655 +5.0% (1.6%) +6.6%

Source: Company Data, WRJ Calculation

Segmented Information (Cumulative / Quarterly)

Segmented Information	Cons.Act	Cons. Act	Cons. Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2024	03/2024	03/2024	03/2024	03/2025	03/2025	03/2025	03/2025	Net Chg.
Housing Business	4,384	9,550	15,622	20,803	4,173	8,991	14,486	-	(1,135)
Condos Business	1,449	5,967	8,273	20,582	1,784	4,575	8,022	-	(251)
Other	1,026	2,123	3,243	4,474	1,101	2,257	3,456	-	+213
Sales	6,860	17,641	27,139	45,860	7,059	15,823	25,965	-	(1,173)
Housing Business	(346)	(366)	(467)	(483)	(281)	(243)	(140)	-	+327
Condos Business	(178)	209	205	2,224	(22)	(85)	340	-	+135
Other	(57)	(50)	(63)	(38)	(48)	(33)	(20)	-	+42
Total	(583)	(207)	(325)	1,702	(352)	(361)	179	-	+505
Elimination	(197)	(342)	(537)	(749)	(229)	(352)	(560)	-	(22)
Operating Profit	(781)	(549)	(863)	952	(582)	(713)	(380)	-	+482
Housing Business	(7.9%)	(3.8%)	(3.0%)	(2.3%)	(6.7%)	(2.7%)	(1.0%)	-	+2.0%
Condos Business	(12.3%)	3.5%	2.5%	10.8%	(1.2%)	(1.9%)	4.2%	-	+1.8%
Other	(5.6%)	(2.4%)	(2.0%)	(0.9%)	(4.4%)	(1.5%)	(0.6%)	-	+1.4%
Elimination	(2.9%)	(1.9%)	(2.0%)	(1.6%)	(3.3%)	(2.2%)	(2.2%)	-	(0.2%)
Operating Profit Margin	(11.4%)	(3.1%)	(3.2%)	2.1%	(8.2%)	(4.5%)	(1.5%)	-	+1.7%
Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2024	03/2024	03/2024	03/2024	03/2025	03/2025	03/2025	03/2025	Net Chg.
Housing Business	4,384	5,166	6,071	5,181	4,173	4,817	5,495	-	(576)
Condos Business	1,449	4,518	2,306	12,308	1,784	2,790	3,447	-	+1,140
Other	1,026	1,096	1,120	1,231	1,101	1,156	1,199	-	+79
Sales	6,860	10,781	9,497	18,720	7,059	8,764	10,141	-	+643
Housing Business	(346)	(19)	(101)	(15)	(281)	38	102	-	+204
Condos Business	(178)	388	(4)	2,019	(22)	(62)	425	-	+429
Other	(57)	7	(12)	25	(48)	15	12	-	+25
Total	(583)	376	(118)	2,028	(352)	(8)	540	-	+659
Elimination	(197)	(144)	(195)	(212)	(229)	(122)	(207)	-	(12)
Operating Profit	(781)	232	(313)	1,816	(582)	(131)	332	-	+646
Harrison Brooks and	(7.9%)	(0.4%)	(1.7%)	(0.3%)	(6.7%)	0.8%	1.9%	-	+3.5%
Housing Business	(,								
Condos Business	(12.3%)	8.6%	(0.2%)	16.4%	(1.2%)	(2.3%)	12.3%	-	+12.5%
•	, ,	8.6% 0.7%	(0.2%) (1.1%)	16.4% 2.0%	(1.2%) (4.4%)	(2.3%) 1.3%	12.3% 1.0%	-	+12.5% +2.2%
Condos Business	(12.3%)		, ,			, ,		-	

Source: Company Data, WRJ Calculation

Cash Flow Statement (Cumulative)

Cash Flow Statement	Cons.Act	Cons. Act	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	03/2024	03/2024	03/2024	03/2024	03/2025	03/2025	03/2025	03/2025	Net Chg.
Operating Cash Flow	-	(429)	-	3,538	-	(13,265)	-	-	-
Investing Cash Flow	-	(9)	-	(16)	-	(109)	-	-	-
Operating CF and Investing CF	-	(438)	-	3,521	-	(13,374)	-	-	-
Financing Cash Flow	-	(2,500)	-	(5,134)	-	10,215	-	-	-

Source: Company Data, WRJ Calculation

Balance Sheet (Quarterly)

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Balance Sheet	Cons. Act	Cons.Act	Cons. Act	Cons. Act	Cons. Act	Cons. Act	Cons.Act	Cons.Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	03/2024	03/2024	03/2024	03/2024	03/2025	03/2025	03/2025	03/2025	Net Chg.
Cash and Deposit	8,915	10,313	7,539	11,639	7,641	8,480	7,329	-	(209)
Accounts Receivables	2,430	2,134	2,710	1,566	1,775	1,701	2,130	-	(579)
Inventory	30,168	31,288	32,355	26,654	28,553	35,083	35,390	-	+3,034
Other	876	1,121	1,497	847	910	1,245	1,426	-	(71)
Current Assets	42,390	44,858	44,102	40,708	38,881	46,511	46,276	-	+2,174
Tangible Assets	3,337	3,309	3,287	3,239	3,208	3,241	3,207	-	(79)
Intangible Assets	54	49	44	80	71	63	58	-	+13
Investments and Other Assets	2,665	2,669	2,759	2,378	2,549	2,643	2,396	-	(363)
Fixed Assets	6,057	6,028	6,091	5,698	5,830	5,947	5,662	-	(429)
Total Assets	48,448	50,886	50,193	46,406	44,711	52,458	51,939	-	+1,745
Accounts Payables	3,491	7,068	3,943	6,615	2,629	2,954	3,186	-	(756)
Short-Term Debt	14,146	10,695	15,746	10,778	11,888	15,458	15,026	-	(720)
Corporate Bond (Less Than 1 Year)	100	100	100	100	100	100	100	-	0
Advances Re. on Uncompleted Contracts	3,450	4,032	3,473	3,425	3,361	3,877	3,866	-	+392
Advances Received	587	569	935	270	404	587	589		(346)
Other	1,302	3,834	2,076	2,354	1,851	1,622	1,586	-	(489)
Current Liabilities	23,077	26,300	26,275	23,543	20,235	24,599	24,354	-	(1,920)
Long-Term Debt	9,396	8,488	8,057	5,821	8,168	11,704	10,996	-	+2,939
Corporate Bond	300	250	250	200	200	150	150	-	(100)
Other	2,008	1,980	1,983	1,936	1,919	1,889	1,907	-	(76)
Fixed Liabilities	11,704	10,718	10,290	7,957	10,287	13,743	13,053	-	+2,762
Total Liabilities	34,781	37,018	36,566	31,501	30,523	38,342	37,407	-	+841
Shareholders' Equity	13,688	13,889	13,649	14,920	14,205	14,135	14,551	-	+901
Other	(21)	(21)	(22)	(15)	(17)	(18)	(20)	-	+1
Net Assets	13,666	13,867	13,627	14,905	14,188	14,116	14,531	-	+903
Total Liabilities and Net Assets	48,448	50,886	50,193	46,406	44,711	52,458	51,939	-	+1,745
Equity Capital	13,666	13,867	13,627	14,905	14,188	14,116	14,531	-	+904
Interest-Bearing Debt	23,942	19,533	24,153	16,899	20,356	27,412	26,272	-	+2,119
Net Debt	15,026	9,219	16,613	5,259	12,714	18,931	18,942	-	+2,328
Equity Ratio	28.2%	27.3%	27.2%	32.1%	31.7%	26.9%	28.0%	-	-
Net Debt-to-Equity Ratio	110.0%	66.5%	121.9%	35.3%	89.6%	134.1%	130.4%	-	-
ROE (12 months)	(0.8%)	0.1%	0.2%	4.4%	5.7%	3.5%	8.1%	-	
ROA (12 months)	0.0%	0.3%	0.3%	1.9%	2.5%	1.5%	3.3%	-	
Days for Inventory Turnover	483	334	381	165	462	459	416	-	
Quick Ratio	49%	47%	39%	56%	47%	41%	39%		
Current Ratio	184%	171%	168%	173%	192%	189%	190%		

Source: Company Data, WRJ Calculation

Disclaimer

Information here is a summary of "IR Information" of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. "IR Information" of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

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