# **Walden Research Japan**

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# **MUGEN ESTATE (3299)**

Consolidated Fiscal Ye	ar	Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)	Yen)		Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY12/2021		33,956	2,342	1,770	1,276	53.25	15.00	986.47
FY12/2022		31,242	2,976	2,309	1,564	66.56	20.00	1,044.67
FY12/2023CoE		45,865	3,625	2,840	1,863	79.21	32.00	_
FY12/2022	YoY	(8.0%)	27.1%	30.4%	22.6%	-	-	-
FY12/2023CoE	YoY	46.8%	21.8%	23.0%	19.1%	-	-	-
Consolidated Quarter		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 FY12/2022		4,715	239	100	108	-	-	-
Q1 FY12/2023		11,627	1,470	1,279	845	-	-	
Q1 FY12/2023	YoY	146.6%	513.0%	-	676.7%	-	-	-

Source: Company Data, WRJ Calculation

### 1.0 Results Update (18 May 2023)

#### **Great Momentum**

On 12 May 2023, MUGEN ESTATE, running operations to purchase and resell secondhand real estate in Tokyo and the three surrounding prefectures, released its Q1 FY12/2023 results. It has been revealed that sales are surging compared to the same period of the previous year, while earnings are remarkably improving. During the same period of the previous year, the Company had focused on purchasing properties, while it appears that the Company's aggressive sales activities are currently resulting in accelerating sales. At the same time, the Company has been making steady progress in purchasing properties and the balance of real estate for sale (inventory) has been rising consistently. For earnings, it appears that the Company has been well benefiting from a high level of gross profit margin being persisting. Full-year Company forecasts assume prospective gross profit margin of 19.0% (down 3.9% points YoY), presumably in light of an uncertainty for future real estate market, while the Company saw gross profit margin of 23.3% for the actual results of Q1, which is unchanged compared to the same period of the previous year. At the same time, the Company is now advocating a penetration into western Japan for the sake of further enhancing sales, having opened its Osaka Sales Office on 12 May 2023, which is expected to serve as a bridgehead for development of local operations. By the way, FY12/2023 Company forecasts have remained unchanged, but planned annual dividend per share (as of the end of the year only), having upgraded from \(\frac{2}{2}4.00\) to \(\frac{2}{3}2.00\), implying payout ratio of 40.4%. The Company has stated that it will treat all shareholders fairly and will increase shareholder returns, having abolished its shareholder special benefit plan and raised its target dividend payout ratio from "30% or more" to "40% or more" at the same time.

Company's business model, etc.: MUGEN ESTATE (3299) Growth Rate of 30% (13 April 2023)

IR Representative: Norihito Hosokawa, Executive Officer

Department Manager of Corporate, Planning & Strategy Department

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## 2.0 Company Profile

#### **Creating New Value in Real Estate**

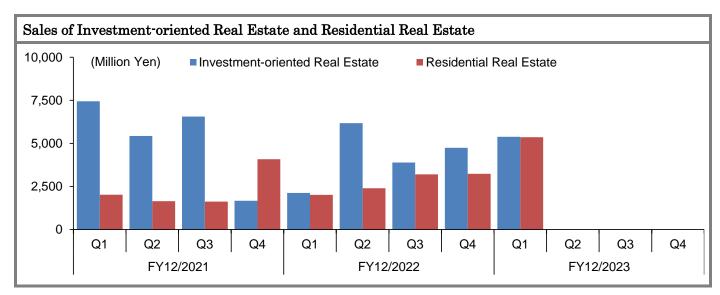
	Creating New Value in Real Estate
Company Name	MUGEN ESTATE Co., Ltd.  Company HP  IR Information  Share Price (Japanese)  MUGEN ESTATE
	<u>bhare rrice (oupunese)</u>
Established	2 May 1990
Listing	4 April 2022: Tokyo Stock Exchange Prime Market (ticker: 3299)
	5 February 2016: Tokyo Stock Exchange 1st section
	18 June 2014: Tokyo Stock Exchange Mothers
Capital	$ imes 2,552  ext{m}$ (as of the end of March 2023)
No. of Shares	24,361,000 shares, including 897,325 treasury shares (as of the end of March 2023)
Main Features	• Operations in Tokyo and the three surrounding prefectures, i.e., Kanagawa,
	Saitama and Chiba
	Solid capability to identify qualities of secondhand real estate and
	accumulation of knowhow
	Purchase and resale via real estate brokers
Segments	I . Real Estate Trading Business (purchase and resale of secondhand real estate)
	II. Real Estate Leasing and Other Business (acquisition of income from lease)
Representatives	Chairperson & Representative Director: Susumu Fujita
	President & Representative Director: Shinichi Fujita
Shareholders	Susumu Fujita 19.90%, Shinichi Fujita 10.66%, Dream Come True Co., Ltd.
	7.25%, Master Trust Bank of Japan, T. 5.51% (as of the end of December. 2022,
	but for treasury shares)
Head Office	Chiyoda-ku, Tokyo, JAPAN
No. of Personnel	Consolidated: 300, Parent: 228 (as of the end of March 2023)

Source: Company Data

## 3.0 Recent Trading and Prospects

#### Q1 FY12/2023

For Q1 FY12/2023, sales came in at ¥11,627m (up 146.6% YoY), operating profit ¥1,470m (up 513.0%), recurring profit ¥1,279m (versus ¥100m during the same period of the previous year) and profit attributable to owners of parent ¥845m (up 676.7%). Meanwhile, gross profit came in at ¥2,704m (up 146.7%) and SG&A expenses ¥1,233m (up 44.1%), implying gross profit margin of 23.3% (versus 23.3% during the same period of the previous year) and SG&A ratio of 10.6% (down 7.6% points), having resulted in operating profit margin of 12.7% (up 7.6% points).

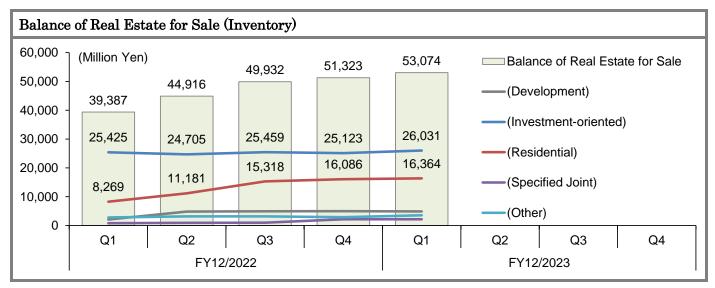


Source: Company Data, WRJ Calculation

#### Real Estate Trading Business (95.2% of sales, 90.6% of segment profit)

On the Real Estate Trading Business side (purchase and resale of secondhand real estate), sales came in at \\ \frac{\pmathbb{\pmanh}\pmathbb{\pmath

In other words, the Company's substantial increase in earnings is largely attributable to effect on increased sales associated with the mainstay investment-oriented real estate and residential real estate. Meanwhile, the Company has been suffering from delayed takeoff for new operations of real estate development and real estate specified joint due mainly to soaring material and labor costs as well as delayed hiring. However, all those negative factors have remained insignificant in terms of the impact to the Company's performance as a whole.



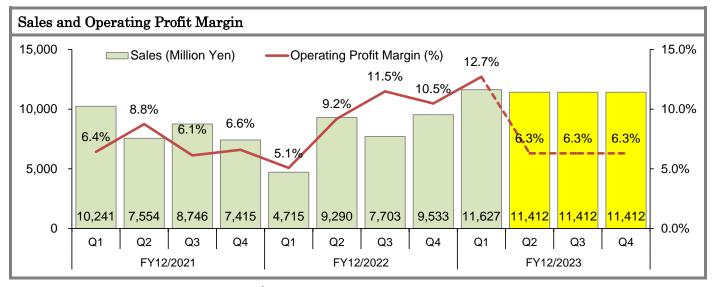
Source: Company Data, WRJ Calculation

#### Real Estate Leasing and Other Business (4.8% of sales, 9.4% of segment profit)

On the Real Estate Leasing and Other Business side (acquisition of income from lease), sales came in at ¥560m (up 3.7%), segment profit ¥182m (down 2.3%) and segment profit margin 32.5% (down 1.9 % points). Sales were driven by an increase in balance of real estate for sale (inventory) associated with investment-oriented real estate to generate income from lease, but it was rather more than offset by the impact of increased expenses, according to the Company.

#### FY12/2023 Company Forecasts

FY12/2023 Company forecasts (announced on 14 February 2023) have remained unchanged, going for prospective sales of ¥45,865m (up 46.8% YoY), operating profit of ¥3,625m (up 21.8%), recurring profit of ¥2,840m (up 23.0%) and profit attributable to owners of parent of ¥1,863m (up 19.1%), while operating profit margin of 7.9% (down 1.6% points). Still, at the releases of the actual results for Q1, the Company has revised up planned annual dividend per share from ¥24.00 to ¥32.00, implying payout ratio of 40.4%.



Source: Company Data, WRJ Calculation (Q2, Q3 and Q4 in FY12/0223: Q1 results deducted from full year Company forecasts, pro rata)

## 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	
meone statement	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Sales	4,715	14,006	21,709	31,242	11,627	-	-	-	+6,912
Cost of Sales	3,618	10,963	16,723	24,092	8,922	_	_	_	+5,304
Gross Profit	1,096	3,043	4,986	7,150	2,704	_	_	_	+1,608
SG&A Expenses	856	1,949	3,008	4,173	1,233	_	_	_	+377
Operating Profit	239	1,093	1,978	2,976	1,470	_	_		+1,231
Non Operating Balance	(139)	(300)	(487)	(667)	(191)	-	-		(52)
Recurring Profit	100	793	1,491	2,309	1,279	_	_	-	+1,179
Extraordinary Balance	-	-		(31)	, <u>-</u>	-	-		· -
Profit before Income Taxes	100	793	1,491	2,278	1,279	-	-		+1,179
Total Income Taxes	(8)	205	473	713	433	-	_		+441
Profit Attributable to Owners of Parent	108	588	1,017	1,564	845	-	-	-	+737
Sales YoY	(54.0%)	(21.3%)	(18.2%)	(8.0%)	+146.6%	-	-		-
Operating Profit YoY	(63.5%)	(17.1%)	+6.7%	+27.1%	+513.0%	-	-	-	-
Recurring Profit YoY	(80.6%)	(24.5%)	+3.4%	+30.4%	-	-	-	-	-
Profit Attributable to Owners of Parent YoY	(68.8%)	(20.3%)	(5.0%)	+22.6%	+676.7%	-	-	-	-
fit Margin	23.3%	21.7%	23.0%	22.9%	23.3%	-	-	-	0.0%
iio	18.2%	13.9%	13.9%	13.4%	10.6%	-	-	-	(7.6%)
Profit Margin	5.1%	7.8%	9.1%	9.5%	12.7%	-	-	-	+7.6%
Profit Margin	2.1%	5.7%	6.9%	7.4%	11.0%	-	-	-	+8.9%
butable to Owners of Parent Margin	2.3%	4.2%	4.7%	5.0%	7.3%	-	-	-	+5.0%
Total Income Taxes / Profit before Income Taxes	(8.0%)	25.9%	31.7%	31.3%	33.9%	-	-	-	+41.9%
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Income Statement	Cons.Act 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.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
(Million Yen)	Q1 12/2022	Q2 12/2022	Q3 12/2022	Q4 12/2022	Q1 12/2023	Q2	Q3	Q4	Net Chg.
(Million Yen) Sales	Q1 12/2022 4,715	Q2 12/2022 9,291	Q3 12/2022 7,703	Q4 12/2022 9,533	Q1 12/2023 11,627	Q2	Q3	Q4	Net Chg. +6,912
(Million Yen) Sales Cost of Sales	Q1 12/2022 4,715 3,618	Q2 12/2022 <b>9,291</b> 7,345	Q3 12/2022 <b>7,703</b> 5,760	Q4 12/2022 <b>9,533</b> 7,369	Q1 12/2023 11,627 8,922	Q2	Q3	Q4	Net Chg. +6,912 +5,304
(Million Yen) Sales Cost of Sales Gross Profit	Q1 12/2022 4,715 3,618 1,096	Q2 12/2022 <b>9,291</b> 7,345 1,947	Q3 12/2022 <b>7,703</b> 5,760 1,943	Q4 12/2022 <b>9,533</b> 7,369 2,164	Q1 12/2023 11,627 8,922 2,704	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608
(Million Yen) Sales Cost of Sales Gross Profit SG&A Expenses	Q1 12/2022 <b>4,715</b> 3,618 1,096 856	Q2 12/2022 9,291 7,345 1,947 1,093	Q3 12/2022 <b>7,703</b> 5,760 1,943 1,059	Q4 12/2022 9,533 7,369 2,164 1,165	Q1 12/2023 11,627 8,922 2,704 1,233	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377
(Million Yen)  Sales  Cost of Sales  Gross Profit  SG&A Expenses  Operating Profit	Q1 12/2022 4,715 3,618 1,096 856 239	Q2 12/2022 9,291 7,345 1,947 1,093 854	Q3 12/2022 7,703 5,760 1,943 1,059 885	Q4 12/2022 9,533 7,369 2,164 1,165 998	Q1 12/2023 11,627 8,922 2,704 1,233 1,470	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231
(Million Yen)  Sales  Cost of Sales  Gross Profit  SG&A Expenses  Operating Profit  Non Operating Balance	Q1 12/2022 4,715 3,618 1,096 856 239 (139)	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161)	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187)	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180)	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191)	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52)
(Million Yen)  Sales  Cost of Sales  Gross Profit  SG&A Expenses  Operating Profit  Non Operating Balance  Recurring Profit	Q1 12/2022 4,715 3,618 1,096 856 239 (139)	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161)	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191)	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52)
(Million Yen)  Sales  Cost of Sales Gross Profit SG&A Expenses  Operating Profit Non Operating Balance  Recurring Profit Extraordinary Balance	Q1 12/2022 4,715 3,618 1,096 856 239 (139) 100	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161) 693	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31)	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179
(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 12/2022 4,715 3,618 1,096 856 239 (139) 100	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161) 693	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 - +1,179
(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 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8)	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 - 693 213	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 -	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 - 1,279 433	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 - +1,179 +441
(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 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8)	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 - 693 213 480	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 - 698 268 429	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 - 1,279 433 845	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 - +1,179 +441
(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	Q1 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8) 108 (54.0%) (63.5%) (80.6%)	Q2 12/2022 9,291 7,345 1,947 1,093 854 (161) 693  693 213 480 +23.0% +29.2% +29.8%	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 - 698 268 429 (11.9%) +65.4% +78.1%	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547 +28.6% +104.1% +149.4%	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 - 1,279 433 845 +146.6% +513.0%	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 - +1,179 +441
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(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 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8) 108 (54.0%) (63.5%) (80.6%) (68.8%) 23.3%	92 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 213 480 +23.0% +29.2% +29.8% +23.4% 21.0%	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 268 429 (11.9%) +65.4% +78.1% +28.4%	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547 +28.6% +104.1% +149.4% +166.8%	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 - 1,279 433 845 +146.6% +513.0% - +676.7%	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 - +1,179 +441 +737 0.0%
(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  fit Margin io	Q1 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8) 108 (54.0%) (63.5%) (80.6%) (68.8%) 23.3% 18.2%	92 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 213 480 +23.0% +29.2% +29.8% +23.4% 21.0% 11.8%	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 268 429 (11.9%) +65.4% +78.1% +28.4% 25.2% 13.7%	9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547 +28.6% +104.1% +149.4% +166.8% 22.7% 12.2%	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 - 1,279 433 845 +146.6% +513.0% - +676.7% 23.3% 10.6%	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 -4441 +737 0.0% (7.6%)
(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  fit Margin io Profit Margin	Q1 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8) 108 (54.0%) (63.5%) (80.6%) (68.8%) 23.3% 18.2% 5.1%	92 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 213 480 +23.0% +29.2% +29.8% +23.4% 21.0% 11.8% 9.2%	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 268 429 (11.9%) +65.4% +78.1% +28.4% 25.2% 13.7% 11.5%	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547 +28.6% +104.1% +149.4% +166.8% 22.7% 12.2% 10.5%	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 433 845 +146.6% +513.0% - +676.7% 23.3% 10.6% 12.7%	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 -441 +737 0.0% (7.6%) +7.6%
(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  fit Margin tio Profit Margin Profit Margin Profit Margin	Q1 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8) 108 (54.0%) (63.5%) (80.6%) (68.8%) 23.3% 18.2% 5.1% 2.1%	92 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 213 480 +23.0% +29.2% +29.8% +23.4% 21.0% 11.8% 9.2% 7.5%	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 268 429 (11.9%) +65.4% +78.1% +28.4% 25.2% 13.7% 11.5% 9.1%	9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547 +28.6% +104.1% +149.4% +166.8% 22.7% 12.2% 10.5% 8.6%	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 - 1,279 433 845 +146.6% +513.0% - +676.7% 23.3% 10.6% 12.7% 11.0%	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 -4441 +737 0.0% (7.6%) +7.6% +8.9%
(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  fit Margin io Profit Margin	Q1 12/2022 4,715 3,618 1,096 856 239 (139) 100 - 100 (8) 108 (54.0%) (63.5%) (80.6%) (68.8%) 23.3% 18.2% 5.1%	92 12/2022 9,291 7,345 1,947 1,093 854 (161) 693 213 480 +23.0% +29.2% +29.8% +23.4% 21.0% 11.8% 9.2%	Q3 12/2022 7,703 5,760 1,943 1,059 885 (187) 698 268 429 (11.9%) +65.4% +78.1% +28.4% 25.2% 13.7% 11.5%	Q4 12/2022 9,533 7,369 2,164 1,165 998 (180) 818 (31) 787 240 547 +28.6% +104.1% +149.4% +166.8% 22.7% 12.2% 10.5%	Q1 12/2023 11,627 8,922 2,704 1,233 1,470 (191) 1,279 433 845 +146.6% +513.0% - +676.7% 23.3% 10.6% 12.7%	Q2	Q3	Q4	Net Chg. +6,912 +5,304 +1,608 +377 +1,231 (52) +1,179 -1,179 +441 +737 - 0.0% (7.6%) +7.6%

Source: Company Data, WRJ Calculation

## Segmented Information (Cumulative/Quarterly)

	J		•		•	•			
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)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Real Estate Trading	4,175	12,925	20,052	29,016	11,067	-	-	-	+6,892
Real Estate Leasing and Other	540	1,080	1,657	2,226	560	-	-	-	+20
Sales	4,715	14,006	21,709	31,242	11,627	-	-	-	+6,912
Real Estate Trading	438	1,616	2,751	4,051	1,757	-	-	-	+1,319
Real Estate Leasing and Other	186	362	584	780	182	-	-	-	(4)
Segment Profit	624	1,978	3,335	4,831	1,939	-	-	-	+1,315
Adjustment	(384)	(885)	(1,357)	(1,854)	(468)	-	-	-	(84)
Operating Profit	239	1,093	1,978	2,976	1,470	-	-	-	+1,231
Real Estate Trading	10.5%	12.5%	13.7%	14.0%	15.9%	-	-	-	+5.4%
Real Estate Leasing and Other	34.4%	33.5%	35.2%	35.1%	32.5%	-	-	-	(1.9%)
Adjustment	(8.1%)	(6.3%)	(6.3%)	(5.9%)	(4.0%)	-	-	-	+4.1%
Operating Profit Margin	5.1%	7.8%	9.1%	9.5%	12.6%	-	-	-	+7.6%
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)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
(Million Yen) Real Estate Trading	12/2022 4,175	12/2022 8,750		12/2022 8,964	<b>12/2023</b> 11,067	12/2023	12/2023	12/2023	
			12/2022	_		12/2023 - -	12/2023 - -	12/2023 - -	Net Chg.
Real Estate Trading	4,175	8,750	12/2022 7,127	8,964	11,067	12/2023 - - -	12/2023 - - -	12/2023 - - -	Net Chg. +6,892
Real Estate Trading Real Estate Leasing and Other	4,175 540	8,750 540	12/2022 7,127 577	8,964 569	11,067 560	12/2023 - - - -	12/2023 - - - -	12/2023 - - - -	Net Chg. +6,892 +20
Real Estate Trading Real Estate Leasing and Other Sales	4,175 540 <b>4,715</b>	8,750 540 <b>9,291</b>	12/2022 7,127 577 <b>7,703</b>	8,964 569 <b>9,533</b>	11,067 560 <b>11,627</b>	12/2023 - - - -	12/2023 - - - -	12/2023 - - - -	Net Chg. +6,892 +20 +6,912
Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading	4,175 540 <b>4,715</b> 438	8,750 540 <b>9,291</b> 1,178	12/2022 7,127 577 <b>7,703</b> 1,135	8,964 569 <b>9,533</b> 1,300	11,067 560 <b>11,627</b> 1,757	12/2023 - - - - -	12/2023 - - - - -	12/2023 - - - - -	Net Chg. +6,892 +20 +6,912 +1,319
Real Estate Trading Real Estate Leasing and Other  Sales  Real Estate Trading Real Estate Leasing and Other	4,175 540 <b>4,715</b> 438 186	8,750 540 <b>9,291</b> 1,178 176	12/2022 7,127 577 <b>7,703</b> 1,135 222	8,964 569 <b>9,533</b> 1,300 196	11,067 560 <b>11,627</b> 1,757 182	12/2023 - - - - -	12/2023 - - - - - -	12/2023 - - - - - -	Net Chg. +6,892 +20 +6,912 +1,319 (4)
Real Estate Trading Real Estate Leasing and Other  Sales  Real Estate Trading Real Estate Leasing and Other  Segment Profit	4,175 540 <b>4,715</b> 438 186 <b>624</b>	8,750 540 <b>9,291</b> 1,178 176 <b>1,354</b>	12/2022 7,127 577 <b>7,703</b> 1,135 222 <b>1,357</b>	8,964 569 <b>9,533</b> 1,300 196 <b>1,496</b>	11,067 560 <b>11,627</b> 1,757 182 <b>1,939</b>	12/2023	12/2023 - - - - - - -	12/2023	Net Chg. +6,892 +20 +6,912 +1,319 (4) +1,315
Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading Real Estate Leasing and Other Segment Profit Adjustment	4,175 540 <b>4,715</b> 438 186 <b>624</b> (384)	8,750 540 <b>9,291</b> 1,178 176 <b>1,354</b> (501)	7,127 577 7,703 1,135 222 1,357 (472)	8,964 569 <b>9,533</b> 1,300 196 <b>1,496</b> (497)	11,067 560 <b>11,627</b> 1,757 182 <b>1,939</b> (468)	12/2023 - - - - - - -	12/2023	12/2023	Net Chg. +6,892 +20 +6,912 +1,319 (4) +1,315 (84)
Real Estate Trading Real Estate Leasing and Other  Sales  Real Estate Trading Real Estate Leasing and Other  Segment Profit Adjustment  Operating Profit	4,175 540 <b>4,715</b> 438 186 <b>624</b> (384) <b>239</b>	8,750 540 <b>9,291</b> 1,178 176 <b>1,354</b> (501)	7,127 577 7,703 1,135 222 1,357 (472) 885	8,964 569 <b>9,533</b> 1,300 196 <b>1,496</b> (497) <b>998</b>	11,067 560 11,627 1,757 182 1,939 (468) 1,470		12/2023 	12/2023	Net Chg. +6,892 +20 +6,912 +1,319 (4) +1,315 (84) +1,231
Real Estate Trading Real Estate Leasing and Other  Sales  Real Estate Trading Real Estate Leasing and Other  Segment Profit Adjustment  Operating Profit  Real Estate Trading	4,175 540 <b>4,715</b> 438 186 <b>624</b> (384) <b>239</b>	8,750 540 <b>9,291</b> 1,178 176 <b>1,354</b> (501) <b>854</b>	7,127 577 7,703 1,135 222 1,357 (472) 885	8,964 569 <b>9,533</b> 1,300 196 <b>1,496</b> (497) <b>998</b>	11,067 560 11,627 1,757 182 1,939 (468) 1,470		12/2023 	12/2023	Net Chg. +6,892 +20 +6,912 +1,319 (4) +1,315 (84) +1,231 +5.4%
Real Estate Trading Real Estate Leasing and Other  Sales  Real Estate Trading Real Estate Leasing and Other  Segment Profit Adjustment Operating Profit Real Estate Trading Real Estate Trading Real Estate Leasing and Other	4,175 540 <b>4,715</b> 438 186 <b>624</b> (384) <b>239</b> 10.5% 34.4%	8,750 540 <b>9,291</b> 1,178 176 <b>1,354</b> (501) <b>854</b> 13.5% 32.6%	7,127 577 7,703 1,135 222 1,357 (472) 885 15.9% 38.5%	8,964 569 <b>9,533</b> 1,300 196 <b>1,496</b> (497) <b>998</b> 14.5% 34.4%	11,067 560 11,627 1,757 182 1,939 (468) 1,470 15.9% 32.5%		12/2023 	12/2023	Net Chg. +6,892 +20 +6,912 +1,319 (4) +1,315 (84) +1,231 +5.4% (1.9%)

Source: Company Data, WRJ Calculation

## **Balance Sheet (Quarterly)**

Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Cash and Deposit	14,539	17,836	16,651	17,754	18,033	-	-	-	+3,494
Accounts Receivables	27	23	32	23	44	-	-	-	+17
Real Estate for Sale	39,206	44,759	49,739	51,116	52,874	-	-	-	+13,668
Real Estate for Sale in Process	479	438	498	517	553	-	-	-	+74
Other	731	642	629	764	760	-	-	-	+29
Current Assets	54,982	63,698	67,549	70,174	72,264	-	-	-	+17,282
Tangible Assets	7,596	7,604	7,569	6,430	6,397	-	-	-	(1,199)
Intangible Assets	91	92	89	84	82	-	-	-	(9)
Investments and Other Assets	715	624	679	698	720	-	-	-	+5
Fixed Assets	8,403	8,320	8,338	7,213	7,201	-	-	-	(1,202)
Deferred Assets	43	66	62	60	54	-	-	-	+11
Total Assets	63,429	72,086	75,950	77,448	79,520	-	-	-	+16,091
Accounts Payables	436	472	583	495	472	-	-	-	+36
Short Term Debt	5,793	6,120	6,005	6,023	9,091	-	-	-	+3,298
Current Portion of Bonds Payable	865	1,007	3,052	3,091	3,068	-	-	-	+2,203
Current Portion of Long-term Debt	3,882	4,791	6,806	6,520	5,926	-	-	-	+2,044
Other	1,342	1,503	1,792	2,372	2,291	-	-	-	+949
Current Liabilities	12,318	13,893	18,238	18,501	20,848	-	-	-	+8,530
Bonds Payable	3,436	6,861	4,637	4,623	4,467	-	-	-	+1,031
Long Term Debt	23,870	27,072	28,384	29,049	28,538	-	-	-	+4,668
Other	649	631	633	670	686	-	-	-	+37
Fixed Liabilities	27,955	34,564	33,654	34,342	33,691	-	-	-	+5,736
Total Liabilities	40,273	48,458	51,893	52,843	54,540	-	-	-	+14,267
Shareholders' Equity	23,063	23,535	23,964	24,511	24,887	-	-	-	+1,824
Other	93	92	93	93	93	-	-	-	0
Net Assets	23,156	23,627	24,057	24,604	24,980	-	-	-	+1,824
Total Liabilities & Net Assets	63,429	72,086	75,950	77,448	79,520	-	-	-	+16,091
Equity Capital	23,063	23,535	23,964	24,511	24,887	-	-	-	+1,824
Interest Bearing Debt	37,846	45,851	48,884	49,306	51,090	-	-	-	+13,244
Net Debt	23,307	28,015	32,233	31,552	33,057	-	-	-	+9,750
Equity Ratio	36.4%	32.6%	31.6%	31.6%	31.3%	-	-	-	
Net Debt Equity Ratio	101.1%	119.0%	134.5%	128.7%	132.8%	-	-	-	
ROE (12 months)	4.5%	4.8%	5.2%	6.5%	9.6%	-	-	-	
ROA (12 months)	2.2%	2.3%	2.6%	3.3%	4.9%	-	-	-	
Days for Inventory Turnover	1,000	561	795	639	546	-	-	-	
Quick Ratio	118%	129%	91%	96%	87%	-	-	-	
Current Ratio	446%	458%	370%	379%	347%	-	-	-	

Source: Company Data, WRJ Calculation

## **Cash Flow Statement (Cumulative)**

Cash Flow Statement	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)	12/2022	12/2022	12/2022	12/2022	12/2023	12/2023	12/2023	12/2023	Net Chg.
Operating Cash Flow	-	(8,042)	-	(11,491)	-	-	-	-	-
Investing Cash Flow	-	(185)	-	(157)	-	-	-	-	-
Operating Cash Flow and Investing Cash Flow	-	(8,227)	-	(11,648)	-	-	-	-	-
Financing Cash Flow	-	8,399	-	11,847	-	-	-	-	-

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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