# Walden Research Japan

URL: <u>https://walden.co.jp/</u> Written by Yoshiyuki Muroya / Yusuke Maeda E-mail: <u>info@walden.co.jp</u> Tel: 81-(0)3-3553-3769

# **MUGEN ESTATE (3299)**

Consolidated Fiscal Year (Million Yen)		Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY12/2022		31,242	2,976	2,309	1,564	66.56	20.00	1,044.67
FY12/2023		51,640	5,936	5,243	3,653	155.27	63.00	1,177.77
FY12/2024CoE		61,224	8,945	8,154	5,372	229.07	92.00	-
FY12/2023	YoY	65.3%	99.4%	127.1%	133.5%	-	-	-
FY12/2024CoE	YoY	18.6%	50.7%	55.5%	47.0%	-	-	-
Consolidated Q1 to Q3		Salaa	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	<b>Owners of Parent</b>	(Yen)	(Yen)	(Yen)
Q1 to Q3 FY12/2023		39,993	5,164	4,587	3,047	-	-	-
Q1 to Q3 FY12/2024		48,352	7,577	6,998	4,613	-	-	-
Q1 to Q3 FY12/2024	YoY	20.9%	46.7%	52.6%	51.4%	-	-	-

Source: Company Data, WRJ Calculation

# 1.0 Results Update (22 November 2024)

#### **High Profitability**

On 14 November 2024, MUGEN ESTATE, running purchase and resale of pre-owned real estate mostly in the Tokyo metropolitan area, released its Q1 to Q3 (January to September) FY12/2024 results. It has been revealed that the Company continues to see a significant increase in sales and earnings. While the real estate market continues to boom, the Company's policy of focusing on expanding sales of high-priced properties, which are highly profitable, is succeeding, which results in a steady uptick trend of gross profit margin. It appears to be another important factor for the strengths of the Company's performance that it steadily meets buoyant demand for investment-type properties from investors based in ex-Japan Asian counties such as China and Taiwan or so-called "inbound demand", which is boosted by yen's depreciation and so on. According to the Company, this trend is also applicable for residential-type properties as well. Thus, sales are expanding favorably, while the Company is increasingly purchasing properties, resulting in a high level ongoing for the balance of real estate for sale outstanding (inventory), which is the source for the Company to post sales for FY12/2025 and thereafter. The Company suggests that it reveals its prospective performance target for FY12/2025 and thereafter in the form of new midterm management plan when it releases the actual results for FY12/2024.

The Company's business model, etc.: MUGEN ESTATE (3299) Outperform (9 October 2024)

IR Representative: Norihito Hosokawa, Senior Executive Officer General Manager of Corporate Planning & Strategy Department (81-(0)3-6665-0581/ir@mugen-estate.co.jp)

# 2.0 Company Profile

Company Name MUGEN ESTATE Co., Ltd.   Company HP IR Information	
Share Price (Japanese) MUGEN ESTATE	
Established 2 May 1990	
Listing 20 October 2023: Tokyo Stock Exchange Standard Market (ticker: 3299)	
4 April 2022: Tokyo Stock Exchange Prime Market	
5 February 2016: Tokyo Stock Exchange 1st section	
18 June 2014: Tokyo Stock Exchange Mothers	
Capital¥2,552m (as of the end of September 2024)	
No. of Shares 24,361,000 shares, including 772,825 treasury shares (as of the end of Ju	ne 2024)
Main Features • Operations mostly in the Tokyo metropolitan area (Tokyo, Kanagawa	,
Saitama and Chiba by prefecture)	
• Solid capability to identify quality of pre-owned real estate and accur	nulation
of knowhow	
• Purchase and resale of properties via real estate brokers	
Segments I. Real Estate Trading Business	
(purchase and resale of pre-owned real estate, etc.)	
II. Real Estate Leasing and Other Business	
(acquisition of income from lease, etc.)	
Representatives Chairperson & Representative Director: Susumu Fujita	
President & Representative Director : Shinichi Fujita	
Shareholders Susumu Fujita 19.4%, Shinichi Fujita 7.2%, Dream Come True Co., Ltd. '	7.2%,
MUGEN KIKAKU Co., Ltd. 4.9%, Celanese Co., Ltd. 4.2% (as of the end	of June
2024, but for treasury shares)	
Head Office Chiyoda-ku, Tokyo, JAPAN	
<b>No. of Personnel</b> Consolidated: 452, Parent: 361 (as of the end of September 2024)	

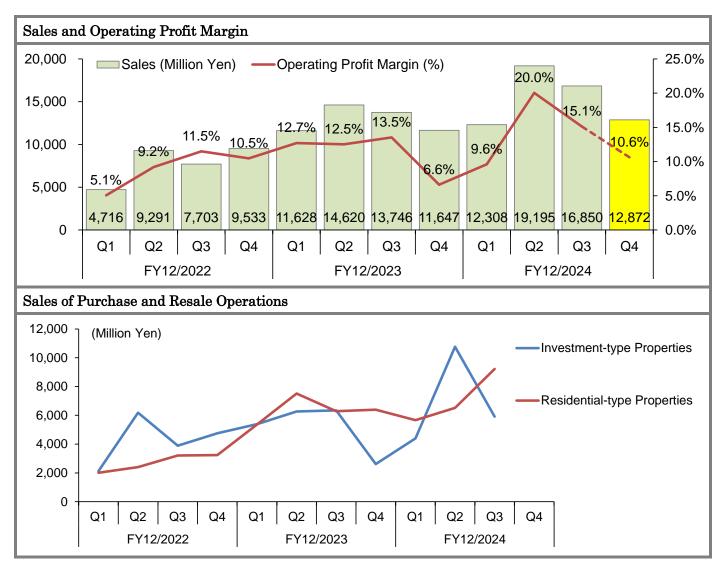
**Creating New Value in Real Estate** 

Source: Company Data

# **3.0 Recent Trading and Prospects**

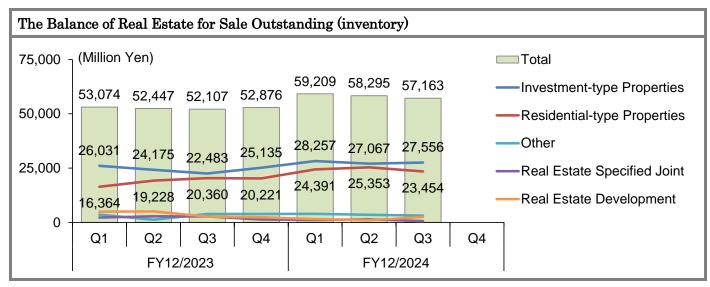
#### Q1 to Q3 (January to September) FY12/2024

For Q1 to Q3 (January to September) FY12/2024, sales came in at ¥48,352m (up 20.9% YoY), operating profit ¥7,577m (up 46.7%), recurring profit ¥6,998m (up 52.6%) and profit attributable to owners of parent ¥4,613m (up 51.4%). Meanwhile, gross profit came in at ¥12,722m (up 40.0%) and SG&A expenses ¥5,144m (up 31.1%), implying gross profit margin of 26.3% (up 3.6% points) and SG&A ratio of 10.6% (up 0.8% points), having resulted in operating profit margin of 15.7% (up 2.8% points).



Source: Company Data, WRJ Calculation

On the mainstay Real Estate Trading Business side (purchase and resale of pre-owned real estate, etc.), sales came in at \$46,550m (up 21.6%), segment profit \$8,812m (up 43.2%) and segment profit margin 18.9% (up 2.9% points). By domain, sales of purchase and resale operations for investment-type properties (mostly pre-owned condos on a single building basis) came in at \$21,073m (up 17.1%) and \$21,402m (up 11.7%) for residential-type properties (mostly pre-owned condos on a unit-by-unit basis), while the Company's performance hinges on the collective trading of both. Meanwhile, sales of real estate development operations came in at \$2,509m (up 307.2%), sales of real estate specified joint operations \$1,483m (up 501.6%) and sales of other operations \$82m (down 69.3%).



Source: Company Data, WRJ Calculation

The balance of real estate for sale (inventory) increased by \$4,286m (8.1%) from the end of FY12/2023 to the end of Q3 (January to September). During the relevant period, sales have expanded as above-mentioned and the amount purchased also expanded a lot at the same time, which is the reason for the high level ongoing for the balance of real estate for sale outstanding (inventory). The amount purchased came in at \$34,321m(30.5%), implying a trend of a major expansion. The Company is enhancing purchases for both residentialtype properties and investment-type properties, while the latter in particular as the market conditions are quite strong.

#### FY12/2024 Company Forecasts

FY12/2024 Company forecasts have been revised upward on 5 November 2024, from the initial ones ,announced on 14 February 2024. Currently, FY12/2024 Company forecasts are going for prospective sales of  $\pm 61,224$ m (up 18.6% YoY), operating profit of  $\pm 8,945$ m (up 50.7%), recurring profit of  $\pm 8,154$ m (up 55.5%) and profit attributable to owners of parent of  $\pm 5,372$ m (up 47.0%), while operating profit margin of 14.6% (up 3.1% points).

Prospective sales have been revised up by \$328m (0.5%) in sales and \$2,084m (30.4%) in operating profit. Thus, prospective sales have remained almost unchanged, but the major upward revision at the operating level, which is attributable to the success of the Company's policy of focusing on expanding sales of highpriced properties to generate a high profitability. Given earnings running ahead, planned annual dividend has been revised up from \$68.00 to \$92.00, implying payout ratio of 40.2%.

1 1 1 2/2												
	Consolidated Fiscal Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent					
	FY12/2024CoE	14-Feb-24	Q4 Results	60,896	6,861	6,036	3,985					
	FY12/2024CoE	10-May-24	Q1 Results	60,896	6,861	6,036	3,985					
	FY12/2024CoE	09-Aug-24	Q2 Results	60,896	6,861	6,036	3,985					
	FY12/2024CoE	05-Nov-24	Revision	61,224	8,945	8,154	5,372					
			Amount of Gap	328	2,084	2,118	1,387					
			Rate of Gap	0.5%	30.4%	35.1%	34.8%					
	FY12/2024CoE	14-Nov-24	Q3 Results	61,224	8,945	8,154	5,372					
			Amount of Gap	0	0	0	0					
			Rate of Gap	0.0%	0.0%	0.0%	0.0%					
	FY12/2024CoE	14-Feb-24	Q4 Results	60,896	6,861	6,036	3,985					
	FY12/2024CoE	14-Nov-24	Q3 Results	61,224	8,945	8,154	5,372					
			Amount of Gap	328	2,084	2,118	1,387					
			Rate of Gap	0.5%	30.4%	35.1%	34.8%					
	Consolidated Half Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent					
	Q1 to Q2 FY12/2024CoE	14-Feb-24	Q4 Results	-	-	-	-					
	Q1 to Q2 FY12/2024CoE	10-May-24	Q1 Results	-	-	-	-					
	Q1 to Q2 FY12/2024Act	09-Aug-24	Q2 Results	31,502	5,029	4,645	3,064					
			Amount of Gap	-	-	-	-					
			Rate of Gap	-	-	-	-					
	Q1 to Q2 FY12/2024CoE	14-Feb-24	Q4 Results	-	-	-	-					
	Q1 to Q2 FY12/2024Act	09-Aug-24	Q2 Results	31,502	5,029	4,645	3,064					
			Amount of Gap	-	-	-	-					
			Rate of Gap	-	-	-	-					
	Consolidated Half Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Profit Attributable to Owners of Parent					
	Q3 to Q4 FY12/2024CoE	14-Feb-24	Q4 Results	-	-	-	-					
	Q3 to Q4 FY12/2024CoE	10-May-24	Q1 Results	-	-	-	-					
	Q3 to Q4 FY12/2024CoE	09-Aug-24	Q2 Results	29,394	1,832	1,391	921					
	Q3 to Q4 FY12/2024CoE	05-Nov-24	Revision	29,722	3,916	3,509	2,308					
			Amount of Gap	328	2,084	2,118	1,387					
			Rate of Gap	1.1%	113.8%	152.3%	150.6%					
	Q3 to Q4 FY12/2024CoE	14-Nov-24	Q3 Results	29,722	3,916	3,509	2,308					
			Amount of Gap	0	0	0	0					
		00 4	Rate of Gap	0.0%	0.0%	0.0%	0.0%					
	Q3 to Q4 FY12/2024CoE	09-Aug-24	Q2 Results	29,394	1,832	1,391	921					
	Q3 to Q4 FY12/2024CoE	14-Nov-24	Q3 Results	29,722	3,916 2,084	3,509	2,308					
			Amount of Gap Rate of Gap	328 1.1%	2,084 113.8%	2,118 152.3%	1,387 150.6%					
			Rate of Gap	1.1%	113.8%	152.3%	150.6%					

# 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)	12/2023	12/2023	12/2023	12/2023	12/2024	12/2024	12/2024	12/2024	Net Chg.
Sales	11,627	26,247	39,993	51,640	12,307	31,502	48,352		+8,359
Cost of Sales	8,922	20,354	30,904	40,233	9,648	23,178	35,629	-	+4,725
Gross Profit	2,704	5,893	9,088	11,406	2,659	8,323	12,722		+3,634
SG&A Expenses	1,233	2,589	3,924	5,469	1,477	3,294	5,144		+1,220
Operating Profit	1,470	3,303	5,164	5,936	1,182	5,029	7,577	-	+2,413
Non Operating Balance	(191)	(385)	(577)	(693)	(189)	(384)	(579)	-	(2)
Recurring Profit	1,279	2,918	4,587	5,243	993	4,645	6,998		+2,411
Extraordinary Balance	-	(1)	(21)	(21)	-	2	3	-	+24
Profit before Income Taxes	1,279	2,917	4,566	5,222	993	4,647	7,001	-	+2,435
Total Income Taxes	433	988	1,519	1,568	341	1,583	2,387	-	+868
Profit Attributable to Owners of Parent	845	1,929	3,047	3,653	651	3,064	4,613	-	+1,566
Sales YoY	+146.6%	+87.4%	+84.2%	+65.3%	+5.8%	+20.0%	+20.9%	-	-
Operating Profit YoY	+513.0%	+202.2%	+161.1%	+99.4%	(19.6%)	+52.2%	+46.7%	-	-
Recurring Profit YoY	-	+267.8%	+207.5%	+127.1%	(22.4%)	+59.2%	+52.6%	-	-
Profit Attributable to Owners of Parent YoY	+676.7%	+228.1%	+199.4%	+133.5%	(23.0%)	+58.8%	+51.4%		-
Gross Profit Margin	23.3%	22.5%	22.7%	22.1%	21.6%	26.4%	26.3%		+3.6%
SG&A Ratio	10.6%	9.9%	9.8%	10.6%	12.0%	10.5%	10.6%		+0.8%
Operating Profit Margin	12.7%	12.6%	12.9%	11.5%	9.6%	16.0%	15.7%		+2.8%
Recurring Profit Margin	11.0%	11.1%	11.5%	10.2%	8.1%	14.7%	14.5%		+3.0%
Profit Attributable to Owners of Parent Margin	7.3%	7.3%	7.6%	7.1%	5.3%	9.7%	9.5%		+1.9%
Total Income Taxes / Profit before Income Taxes	33.9%	33.9%	33.3%	30.0%	34.3%	34.1%	34.1%	· · ·	+0.8%
Income Statement	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)	12/2023	12/2023	12/2023	12/2023	12/2024	12/2024	12/2024	12/2024	Net Chg.
Sales	11,627	14,619	13,745	11,646	12,307	19,195	16,850	-	+3,105
Cost of Sales	8,922	44 400							
	- , -	11,432	10,550	9,329	9,648	13,530	12,451	-	+1,901
Gross Profit	2,704	11,432 3,189	10,550 3,195	9,329 2,318	9,648 2,659	13,530 5,664	12,451 4,399		+1,901 +1,204
Gross Profit SG&A Expenses	2,704 1,233				2,659 1,477			-	+1,204 +515
	2,704	3,189	3,195	2,318	2,659	5,664	4,399		+1,204
SG&A Expenses	2,704 1,233	3,189 1,356	3,195 1,335	2,318 1,545	2,659 1,477	5,664 1,817	4,399 1,850	-	+1,204 +515
SG&A Expenses Operating Profit	2,704 1,233 <b>1,470</b>	3,189 1,356 <b>1,832</b>	3,195 1,335 <b>1,860</b>	2,318 1,545 <b>771</b>	2,659 1,477 <b>1,182</b>	5,664 1,817 <b>3,847</b>	4,399 1,850 <b>2,548</b>		+1,204 +515 <b>+688</b>
SG&A Expenses Operating Profit Non Operating Balance	2,704 1,233 <b>1,470</b> (191)	3,189 1,356 <b>1,832</b> (194)	3,195 1,335 <b>1,860</b> (192)	2,318 1,545 <b>771</b> (116)	2,659 1,477 <b>1,182</b> (189)	5,664 1,817 <b>3,847</b> (195)	4,399 1,850 <b>2,548</b> (195)	-	+1,204 +515 <b>+688</b> (3)
SG&A Expenses Operating Profit Non Operating Balance Recurring Profit	2,704 1,233 <b>1,470</b> (191)	3,189 1,356 <b>1,832</b> (194) <b>1,638</b>	3,195 1,335 <b>1,860</b> (192) <b>1,669</b>	2,318 1,545 <b>771</b> (116)	2,659 1,477 <b>1,182</b> (189)	5,664 1,817 <b>3,847</b> (195) <b>3,652</b>	4,399 1,850 <b>2,548</b> (195) <b>2,353</b>	-	+1,204 +515 <b>+688</b> (3) <b>+684</b>
SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	2,704 1,233 <b>1,470</b> (191) <b>1,279</b>	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1)	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20)	2,318 1,545 <b>771</b> (116) <b>655</b>	2,659 1,477 <b>1,182</b> (189) <b>993</b>	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1		+1,204 +515 <b>+688</b> (3) <b>+684</b> +21
SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> - 1,279	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649	2,318 1,545 <b>771</b> (116) <b>655</b> - 656	2,659 1,477 <b>1,182</b> (189) <b>993</b>	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354		+1,204 +515 +688 (3) +684 +21 +705
SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> - 1,279 433	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649 531	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49	2,659 1,477 <b>1,182</b> (189) <b>993</b> - 993 341	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804	-	+1,204 +515 +688 (3) +684 +21 +705 +273
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> - 1,279 433 <b>845</b>	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b>	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649 531 <b>1,117</b>	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b>	2,659 1,477 <b>1,182</b> (189) <b>993</b> - 993 341 <b>651</b>	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b>	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b>	-	+1,204 +515 +688 (3) +684 +21 +705 +273
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> 433 <b>845</b> +146.6%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3%	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649 531 <b>1,117</b> +78.4%	2,318 1,545 <b>771</b> (116) <b>655</b> 656 49 <b>606</b> +22.2%	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8%	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3%	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b> +22.6%	-	+1,204 +515 +688 (3) +684 +21 +705 +273
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> 433 <b>845</b> +146.6%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3% +114.5%	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649 531 <b>1,117</b> +78.4% +110.2%	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b> +22.2% (22.7%)	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8% (19.6%)	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3% +110.0%	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b> +22.6% +37.0%	-	+1,204 +515 +688 (3) +684 +21 +705 +273
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> 433 <b>845</b> +146.6% +513.0%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3% +114.5% +136.4%	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649 531 <b>1,117</b> +78.4% +110.2% +139.1%	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b> +22.2% (22.7%) (19.9%)	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8% (19.6%) (22.4%)	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3% +110.0% +123.0%	4,399 1,850 <b>2,548</b> (195) <b>2,354</b> 804 <b>1,549</b> +22.6% +37.0% +41.0%	-	+1,204 +515 +688 (3) +684 +21 +705 +273
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> 433 <b>845</b> +146.6% +513.0% - +676.7%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3% +114.5% +136.4% +125.8%	3,195 1,335 <b>1,860</b> (192) <b>1,669</b> (20) 1,649 531 <b>1,117</b> +78.4% +110.2% +139.1% +160.4%	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b> +22.2% (22.7%) (19.9%) +10.8%	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8% (19.6%) (22.4%) (23.0%)	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3% +110.0% +123.0% +122.6%	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b> +22.6% +37.0% +41.0% +38.7%	-	+1,204 +515 +688 (3) +684 +21 +705 +273 +432 - - -
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> 433 <b>845</b> +146.6% +513.0% - +676.7% 23.3%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3% +114.5% +136.4% +125.8%	3,195 1,335 1,860 (192) 1,669 (20) 1,649 531 1,117 +78.4% +110.2% +139.1% +160.4% 23.2%	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b> +22.2% (22.7%) (19.9%) +10.8%	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8% (19.6%) (22.4%) (23.0%) 21.6%	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3% +110.0% +123.0% +122.6% 29.5%	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b> +22.6% +37.0% +41.0% +38.7% 26.1%	-	+1,204 +515 +688 (3) +684 +21 +705 +273 +432 - - - - - - - - - - - - - - - - - - -
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	2,704 1,233 <b>1,470</b> (191) <b>1,279</b> 433 <b>845</b> +146.6% +513.0% - +676.7% 23.3% 10.6%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3% +114.5% +136.4% +125.8% 21.8% 9.3%	3,195 1,335 1,860 (192) 1,669 (20) 1,649 531 1,117 +78.4% +110.2% +139.1% +160.4% 23.2% 9.7%	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b> +22.2% (22.7%) (19.9%) +10.8% 19.9% 13.3%	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8% (19.6%) (22.4%) (23.0%) 21.6% 12.0%	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3% +110.0% +123.0% +122.6% 29.5% 9,5%	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b> +22.6% +37.0% +41.0% +38.7% 26.1% 11.0%	-	+1,204 +515 +688 (3) +684 +21 +705 +273 +432 - - - - - - - - - - - - - - - - - - -
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	2,704 1,233 1,470 (191) 1,279 433 845 +146.6% +513.0% - +676.7% 23.3% 10.6% 12.7%	3,189 1,356 <b>1,832</b> (194) <b>1,638</b> (1) 1,638 555 <b>1,084</b> +57.3% +114.5% +136.4% +125.8% 21.8% 9.3% 12.5%	3,195 1,335 1,860 (192) 1,669 (20) 1,649 531 1,117 +78.4% +110.2% +139.1% +160.4% 23.2% 9,7% 13.5%	2,318 1,545 <b>771</b> (116) <b>655</b> - 656 49 <b>606</b> +22.2% (22.7%) (19.9%) +10.8% 19.9% 13.3% 6.6%	2,659 1,477 <b>1,182</b> (189) <b>993</b> 341 <b>651</b> +5.8% (19.6%) (22.4%) (23.0%) 21.6% 12.0% 9.6%	5,664 1,817 <b>3,847</b> (195) <b>3,652</b> 2 3,654 1,242 <b>2,413</b> +31.3% +110.0% +123.0% +122.6% 29.5% 9.5% 20.0%	4,399 1,850 <b>2,548</b> (195) <b>2,353</b> 1 2,354 804 <b>1,549</b> +22.6% +37.0% +41.0% +38.7% 26.1% 11.0% 15.1%	-	+1,204 +515 +688 (3) +684 +21 +705 +273 +432 - - - - - - - - - - - - - - - - - - -

# Segmented Information (Cumulative / Quarterly)

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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)	12/2023	12/2023	12/2023	12/2023	12/2024	12/2024	12/2024	12/2024	Net Chg.
Real Estate Trading	11,067	25,121	38,287	49,353	11,730	30,309	46,550	-	+8,263
Real Estate Leasing and Other	560	1,126	1,706	2,286	577	1,193	1,802	-	+96
Sales	11,627	26,247	39,993	51,640	12,307	31,502	48,352	-	+8,359
Real Estate Trading	1,757	4,001	6,153	7,194	1,539	5,799	8,812	-	+2,659
Real Estate Leasing and Other	182	374	579	771	177	378	569	-	(10)
Segment Profit	1,939	4,375	6,732	7,966	1,716	6,177	9,381	-	+2,649
Adjustment	(468)	(1,071)	(1,568)	(2,030)	(534)	(1,148)	(1,803)	-	(235)
Operating Profit	1,470	3,303	5,164	5,936	1,182	5,029	7,577	-	+2,413
Real Estate Trading	15.9%	15.9%	16.1%	14.6%	13.1%	19.1%	18.9%	-	+2.9%
Real Estate Leasing and Other	32.5%	33.2%	33.9%	33.8%	30.7%	31.7%	31.6%	-	(2.4%)
Adjustment	(4.0%)	(4.1%)	(3.9%)	(3.9%)	(4.3%)	(3.6%)	(3.7%)	-	+0.2%
Operating Profit Margin	12.6%	12.6%	12.9%	11.5%	9.6%	16.0%	15.7%	-	+2.8%
Segmented Information	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
Segmented Information	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
Segmented Information (Million Yen)									YoY Net Chg.
, č	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
(Million Yen)	Q1 12/2023	Q2 12/2023	Q3 12/2023	Q4 12/2023	Q1 12/2024	Q2 12/2024	Q3 12/2024	Q4	Net Chg.
(Million Yen) Real Estate Trading	Q1 12/2023 11,067	Q2 12/2023 14,054	Q3 12/2023 13,166	Q4 12/2023 11,066	Q1 12/2024 11,730	<b>Q2</b> <b>12/2024</b> 18,579	<b>Q3</b> <b>12/2024</b> 16,241	Q4	Net Chg. +3,075
(Million Yen) Real Estate Trading Real Estate Leasing and Other	Q1 12/2023 11,067 560	Q2 12/2023 14,054 566	Q3 12/2023 13,166 580	Q4 12/2023 11,066 580	Q1 12/2024 11,730 577	Q2 12/2024 18,579 616	Q3 12/2024 16,241 609	Q4	Net Chg. +3,075 +29
(Million Yen) Real Estate Trading Real Estate Leasing and Other Sales	Q1 12/2023 11,067 560 <b>11,627</b>	Q2 12/2023 14,054 566 <b>14,619</b>	Q3 12/2023 13,166 580 <b>13,745</b>	Q4 12/2023 11,066 580 <b>11,646</b>	Q1 12/2024 11,730 577 12,307	Q2 12/2024 18,579 616 19,195	Q3 12/2024 16,241 609 16,850	Q4	Net Chg. +3,075 +29 +3,105
(Million Yen) Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading	Q1 12/2023 11,067 560 <b>11,627</b> 1,757	Q2 12/2023 14,054 566 <b>14,619</b> 2,244	Q3 12/2023 13,166 580 <b>13,745</b> 2,152	Q4 12/2023 11,066 580 <b>11,646</b> 1,041	Q1 12/2024 11,730 577 12,307 1,539	Q2 12/2024 18,579 616 19,195 4,260	Q3 12/2024 16,241 609 16,850 3,013	Q4	Net Chg. +3,075 +29 <b>+3,105</b> +861
(Million Yen) Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading Real Estate Leasing and Other	Q1 12/2023 11,067 560 <b>11,627</b> 1,757 182	Q2 12/2023 14,054 566 <b>14,619</b> 2,244 192	Q3 12/2023 13,166 580 <b>13,745</b> 2,152 205	Q4 12/2023 11,066 580 <b>11,646</b> 1,041 192	Q1 12/2024 11,730 577 12,307 1,539 177	Q2 12/2024 18,579 616 19,195 4,260 201	Q3 12/2024 16,241 609 16,850 3,013 191	Q4	Net Chg. +3,075 +29 +3,105 +861 (14)
(Million Yen) Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading Real Estate Leasing and Other Segment Profit	Q1 12/2023 11,067 560 11,627 1,757 182 1,939	Q2 12/2023 14,054 566 14,619 2,244 192 2,436	Q3 12/2023 13,166 580 13,745 2,152 205 2,357	Q4 12/2023 11,066 580 <b>11,646</b> 1,041 192 <b>1,234</b>	Q1 12/2024 11,730 577 12,307 1,539 1,777 1,716	Q2 12/2024 18,579 616 19,195 4,260 201 4,461	Q3 12/2024 16,241 609 16,850 3,013 191 3,204	Q4	Net Chg. +3,075 +29 +3,105 +861 (14) +847
(Million Yen) Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading Real Estate Leasing and Other Segment Profit Adjustment	Q1 12/2023 11,067 560 11,627 1,757 182 1,939 (468)	Q2 12/2023 14,054 566 14,619 2,244 192 2,436 (603)	Q3 12/2023 13,166 580 13,745 2,152 205 2,357 (497)	Q4 12/2023 11,066 580 11,646 1,041 192 1,234 (462)	Q1 12/2024 11,730 577 12,307 1,539 1777 1,716 (534)	Q2 12/2024 18,579 616 19,195 4,260 201 4,461 (614)	Q3 12/2024 16,241 609 16,850 3,013 191 3,204 (655)	Q4	Net Chg. +3,075 +29 +3,105 +861 (14) +847 (158)
(Million Yen) Real Estate Trading Real Estate Leasing and Other Sales Real Estate Trading Real Estate Leasing and Other Segment Profit Adjustment Operating Profit	Q1 12/2023 11,067 560 11,627 1,757 182 1,939 (468) 1,470	Q2 12/2023 14,054 566 14,619 2,244 192 2,436 (603) 1,832	Q3 12/2023 13,166 580 13,745 2,152 2,05 2,357 (497) 1,860	Q4 12/2023 11,066 580 11,646 1,041 192 1,234 (462) 771	Q1 12/2024 11,730 577 12,307 1,539 1777 1,716 (534) 1,182	Q2 12/2024 18,579 616 19,195 4,260 201 4,461 (614) 3,847	Q3 12/2024 16,241 609 16,850 3,013 191 3,204 (655) 2,548	Q4	Net Chg. +3,075 +29 +3,105 +861 (14) +847 (158) +688
(Million Yen) 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	Q1 12/2023 11,067 560 11,627 1,757 182 1,939 (468) 1,470 15.9%	Q2 12/2023 14,054 566 14,619 2,244 192 2,436 (603) 1,832 16.0%	Q3 12/2023 13,166 580 13,745 2,152 2,055 2,357 (497) 1,860 16.3%	Q4 12/2023 11,066 580 11,646 1,041 192 1,234 (462) 771 9,4%	Q1 12/2024 11,730 577 12,307 1,539 1777 1,716 (534) 1,182 13.1%	Q2 12/2024 18,579 616 19,195 4,260 201 4,461 (614) 3,847 22.9%	Q3 12/2024 16,241 609 16,850 3,013 191 3,204 (655) 2,548 18.6%	Q4	Net Chg. +3,075 +29 +3,105 +861 (14) +847 (158) +688 +2.2%
(Million Yen) 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 Leasing and Other	Q1 12/2023 11,067 560 11,627 1,757 182 1,939 (468) 1,470 15.9% 32.5%	Q2 12/2023 14,054 566 14,619 2,244 192 2,436 (603) 1,832 16.0% 33.9%	Q3 12/2023 13,166 580 13,745 2,152 2,055 2,357 (497) 1,860 16.3% 35.3%	Q4 12/2023 11,066 580 11,646 1,041 192 1,234 (462) 771 9,4% 33.1%	Q1 12/2024 11,730 577 12,307 1,539 1777 1,716 (534) 1,182 13.1% 30.7%	Q2 12/2024 18,579 616 19,195 4,260 201 4,461 (614) 3,847 22.9% 32.6%	Q3 12/2024 16,241 609 16,850 3,013 191 3,204 (655) 2,548 18.6% 31.4%	Q4	Net Chg. +3,075 +29 +3,105 +861 (14) +847 (158) +688 +2.2% (4.0%)

### Balance Sheet (Quarterly)

			•	• •					
Balance Sheet	Cons.Act								
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	12/2023	12/2023	12/2023	12/2023	12/2024	12/2024	12/2024	12/2024	Net Chg.
Cash and Deposit	18,033	18,450	20,803	20,420	18,754	20,101	20,929	-	+126
Accounts Receivables	44	39	65	35	42	50	55		(10)
Real Estate for Sale	52,874	52,234	51,898	52,644	58,968	58,098	56,964		+5,066
Real Estate for Sale in Process	553	644	342	477	335	619	190		(152)
Other	760	539	440	613	1,468	1,033	719		+279
Current Assets	72,264	71,906	73,548	74,189	79,567	79,901	78,857		+5,309
Tangible Assets	6,397	6,373	6,346	5,156	5,251	5,321	5,302		(1,044)
Intangible Assets	82	80	79	81	79	78	77		(2)
Investments and Other Assets	720	738	810	880	870	871	946		+136
Fixed Assets	7,201	7,192	7,236	6,119	6,201	6,271	6,326		(910)
Deferred Assets	54	49	55	53	52	49	45		(10)
Total Assets	79,520	79,148	80,840	80,362	85,820	86,223	85,229		+4,389
Accounts Payables	472	625	499	466	782	694	570	-	+71
Short-Term Debt	9,091	9,745	8,980	9,153	10,524	9,207	7,271		(1,709)
Current Portion of Bonds Payable	3,068	3,095	980	1,041	1,078	4,110	3,971		+2,991
Current Portion of Long-term Debt	5,926	3,589	4,718	5,407	4,727	4,994	5,643		+925
Other	2,291	3,197	3,552	3,417	2,305	3,641	3,801		+249
Current Liabilities	20,848	20,251	18,729	19,484	19,416	22,646	21,256		+2,527
Bonds Payable	4,467	4,315	6,101	6,150	6,222	3,149	3,120		(2,981)
Long-Term Debt	28,538	27,769	28,088	25,894	32,111	29,804	28,997		+909
Other	686	693	684	990	1,060	1,134	1,217		+533
Fixed Liabilities	33,691	32,777	34,873	33,034	39,393	34,087	33,334		(1,539)
Total Liabilities	54,540	53,028	53,603	52,518	58,809	56,733	54,591		+988
Shareholders' Equity	24,887	26,027	27,144	27,751	26,918	29,397	30,545		+3,401
Other	93	93	93	93	92	92	92		(1)
Net Assets	24,980	26,120	27,237	27,844	27,011	29,489	30,637		+3,400
Total Liabilities and Net Assets	79,520	79,148	80,840	80,362	85,820	86,223	85,229		+4,389
Equity Capital	24,887	26,027	27,144	27,751	26,918	29,397	30,545	-	+3,401
Interest-Bearing Debt	51,090	48,513	48,867	47,645	54,662	51,264	49,002		+135
Net Debt	33,057	30,063	28,064	27,225	35,908	31,163	28,073		+9
Equity Ratio	31.3%	32.9%	33.6%	34.5%	31.4%	34.1%	35.8%	-	-
Net Debt-to-Equity Ratio	132.8%	115.5%	103.4%	98.1%	133.4%	106.0%	91.9%	-	-
ROE (12 months)	9.6%	11.7%	14.1%	14.0%	13.4%	17.3%	18.1%	-	-
ROA (12 months)	4.9%	5.9%	6.9%	6.6%	6.0%	8.4%	9.2%		-
Days for Inventory Turnover	546	422	451	519	560	396	418	-	-
Quick Ratio	87%	91%	111%	105%	97%	89%	99%	-	-
Current Ratio	347%	355%	393%	381%	410%	353%	371%		-
Source: Company Data, WRJ Calculation									

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)	12/2023	12/2023	12/2023	12/2023	12/2024	12/2024	12/2024	12/2024	Net Chg.
Operating Cash Flow	-	2,006	-	5,374	-	(2,204)	-	-	-
Investing Cash Flow	-	(128)	-	(498)	-	(294)	-		-
Operating Cash Flow and Investing Cash Flow	-	1,878	-	4,876	-	(2,498)	-		-
Financing Cash Flow	-	(1,266)	-	(2,153)	-	2,023	-	<u> </u>	-

### 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.

Company name: Walden Research Japan Incorporated Head office: Level 4 Ginza Ishii Building, 6-14-8 Ginza Chuo-ku Tokyo 104-0061, JAPAN URL: <u>https://walden.co.jp/</u> E-mail: <u>info@walden.co.jp</u> Tel: 81-(0)3-3553-3769