

Hoosiers Holdings

FACT BOOK

First Quarter Fiscal Year Ending March 31, 2022

Consolidated Financial Highligts

(Unit: Million yen)

	FY3/20 1st Quarter	FY3/20 End of Year	FY3/21 1st Quarter	FY3/21 End of Year	FY3/22 1st Quarter	FY3/22 Forecast
Net sales	10,153	85,231	10,346	80,222	9,585	76,000
Real Estate Developmnet	6,706	46,508	7,940	55,315	5,238	-
CCRC	298	8,947	307	11,466	1,454	-
Real Estate Investment	1,329	21,826	958	7,409	1,385	-
Condominium Management and Related Services	1,798	7,857	1,122	5,959	1,492	-
Other	20	90	16	72	14	-
Gross profit	2,234	18,011	2,047	16,077	2,113	-
Operating income	-152	6,692	-173	5,435	19	5,700
Ordinary income	-402	5,513	-177	4,616	-115	5,000
Net income	-289	276	-367	2,878	-194	3,100
Total assets	151,014	143,897	148,457	136,030	133,278	-
Net assets	43,215	42,827	41,383	36,368	35,735	-
Equity Ratio (%)	28.1%	29.3%	27.4%	21.2%	21.1%	-

※Cumulative period

※Net income…Net income attributable to parent company shareholders

Profitability-Related Indicators

	FY3/20 1st Quarter	FY3/20 End of Year	FY3/21 1st Quarter	FY3/21 End of Year	FY3/22 1st Quarter	FY3/22 Forecast
Gross margin ratio (%)	22.0%	21.1%	19.8%	20.0%	22.0%	-
Operating margin (%)	-1.5%	7.9%	-1.7%	6.8%	0.2%	7.5%
Ordinary income ratio (%)	-4.0%	6.5%	-1.7%	5.8%	-1.2%	6.6%
Net profit margin (%)	-2.8%	0.3%	-3.6%	3.6%	-2.0%	4.1%
ROE (%)	-	0.6%	-	8.1%	-	Over 10%

※Cumulative period

※Net income…Net income attributable to parent company shareholders

BS-related Indicators

(Unit: Million yen)

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 1st Quarter
Cash and deposits	31,736	29,293	29,170
Real estate for sale	25,888	31,122	30,383
Real estate for sale in process	50,283	37,029	36,033
Non-current assets	29,135	30,888	30,657
Land	11,048	11,166	11,241
Buildings	10,389	11,280	11,596
Total assets	143,897	136,030	133,278
Total interest-bearing debt	84,920	84,099	83,352
Short-term interest-bearing debt	32,859	29,625	29,783
Long-term interest-bearing debt	52,060	54,474	53,568
Total liabilities	101,070	99,661	97,542
Total net assets	42,827	36,368	35,735
Total liabilities and net assets	143,897	136,030	133,278

Safety Index

(Unit: Million yen)

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 1st Quarter
Net asset ratio (%)	29.3%	21.2%	21.1%
Net adequacy capital ratio (%)	37.5%	27.0%	27.1%
Current ratio (%)	253.3%	253.2%	254.8%
Interest coverage ratio	6.9	5.6	-

※Net adequacy capital ratio = Capital /(total assets -cash and deposits etc.)

Profit and Loss Statement (Accounting Period/Cumulative Period)

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	10,346	18,903	22,437	28,535	9,585
Cost of sales	8,298	15,177	17,680	22,989	7,471
Gross profit	2,047	3,725	4,757	5,546	2,113
Selling, general and administrative expenses	2,221	2,623	2,636	3,160	2,093
Operating income	-173	1,102	2,120	2,385	19
Ordinary income	-177	904	1,996	1,892	-115
Income before income taxes	-432	1,370	1,984	426	-176
Net income	-367	1,199	1,367	678	-194

※Accounting period

※Net income…Net income attributable to parent company shareholders

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	10,346	29,249	51,686	80,222	9,585
Cost of sales	8,298	23,475	41,155	64,145	7,471
Gross profit	2,047	5,773	10,530	16,077	2,113
Selling, general and administrative expenses	2,221	4,844	7,481	10,642	2,093
Operating income	-173	928	3,049	5,435	19
Ordinary income	-177	726	2,723	4,616	-115
Income before income taxes	-432	938	2,922	3,349	-176
Net income	-367	832	2,199	2,878	-194

※Cumulative period

※Net income…Net income attributable to parent company shareholders

Consolidated Balance Sheets

(Unit: Million yen)

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 1st Quarter	Increase/ decrease
Assets				
Current assets	114,734	105,142	102,621	-2,521
Cash and deposits	31,736	29,293	29,170	-122
Real estate for sale	25,888	31,122	30,383	-739
Real estate for sale in process	50,283	37,029	36,033	-995
Other	6,826	7,697	7,033	-663
Non-current assets	29,135	30,888	30,657	-230
Land	11,048	11,166	11,241	75
Buildings	10,389	11,280	11,596	316
Other	7,698	8,441	7,818	-623
Deferred assets	28	-	-	-
Total assets	143,897	136,030	133,278	-2,752
Liabilities				
Current liabilities	45,294	41,530	40,280	-1,250
Short-term loans payable	9,362	11,216	11,178	-38
Current portion of long-term loans payable	22,875	14,826	15,022	196
Current portion of bonds	622	3,582	3,582	-
Other	12,434	11,905	10,496	-1,408
Non-current liabilities	55,776	58,131	57,262	-869
Bonds payable	4,210	2,628	2,618	-10
Long-term loans payable	47,849	51,845	50,950	-895
Other	3,716	3,657	3,693	36
Total liabilities	101,070	99,661	97,542	-2,119
Net Assets				
Shareholders' equity	42,226	28,934	28,095	-838
Accumulated other comprehensive income	-114	-72	74	146
Subscription rights to shares	0	0	0	-
Non-controlling interests	714	7,507	7,566	59
Total net assets	42,827	36,368	35,735	-632
Total liabilities and net assets	143,897	136,030	133,278	-2,752

Segment Information

Real Estate Developmnet

〔Accounting period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	7,979	12,359	16,864	18,274	5,258
Condominiums (Land sales is included)	6,549	8,724	14,668	15,398	4,758
Houses (Land sales is included)	1,354	3,549	2,072	2,781	448
Others	76	85	122	94	52
Gross profit	1,655	2,372	3,311	3,658	1,174
Condominiums	1,447	1,845	2,904	3,299	1,082
Houses	147	453	300	280	55
Others	60	73	106	78	36
Gross margin ratio(%)	20.7%	19.2%	19.6%	20.0%	22.3%
Condominiums	22.1%	21.2%	19.8%	21.4%	22.8%
Houses	10.9%	12.8%	14.5%	10.1%	12.3%
Operating income	316	876	1,571	1,886	22
Operating margin(%)	4.0%	7.1%	9.3%	10.3%	0.4%
Units of condominiums	190	252	395	432	132
Units of houses	15	45	33	31	7

〔Cumulative period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	7,979	20,339	37,203	55,478	5,258
Condominiums (Land sales is included)	6,549	15,273	29,942	45,340	4,758
Houses (Land sales is included)	1,354	4,904	6,976	9,758	448
Others	76	162	284	378	52
Gross profit	1,655	4,028	7,340	10,998	1,174
Condominiums	1,447	3,293	6,197	9,497	1,082
Houses	147	601	901	1,182	55
Others	60	134	240	319	36
Gross margin ratio(%)	20.7%	19.8%	19.7%	19.8%	22.3%
Condominiums	22.1%	21.6%	20.7%	20.9%	22.8%
Houses	10.9%	12.3%	12.9%	12.1%	12.3%
Operating income	316	1,192	2,763	4,650	22
Operating margin(%)	4.0%	5.9%	7.4%	8.4%	0.4%
Units of condominiums	190	442	837	1,270	132
Units of houses	15	60	94	125	7

— CCRC

〔Accounting period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	339	3,988	1,501	5,741	1,515
Gross profit	69	979	394	977	420
Gross margin ratio(%)	20.5%	24.5%	26.3%	17.0%	27.8%
Operating income	-271	317	18	295	-33
Operating margin(%)	-80.1%	8.0%	1.3%	5.1%	-2.2%
Units	5	98	34	131	29

〔Cumulative period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	339	4,328	5,829	11,571	1,515
Gross profit	69	1,048	1,443	2,421	420
Gross margin ratio(%)	20.5%	24.2%	24.8%	20.9%	27.8%
Operating income	-271	45	64	359	-33
Operating margin(%)	-80.1%	1.0%	1.1%	3.1%	-2.2%
Units	5	103	137	268	29

— Real Estate Investment

〔Accounting period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	1,054	1,164	2,552	3,293	1,521
Gross profit	217	135	745	665	299
Gross margin ratio(%)	20.7%	11.6%	29.2%	20.2%	19.7%
Operating income	-84	-175	368	297	-61
Operating margin(%)	-8.0%	-15.1%	14.4%	9.0%	-4.0%
Units	2	6	7	14	4
Buildings	1	1	2	6	2

〔Cumulative period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	1,054	2,218	4,770	8,064	1,521
Gross profit	217	353	1,099	1,764	299
Gross margin ratio(%)	20.7%	15.9%	23.0%	21.9%	19.7%
Operating income	-84	-260	107	404	-61
Operating margin(%)	-8.0%	-11.7%	2.3%	5.0%	-4.0%
Units	2	8	15	29	4
Buildings	1	2	4	10	2

— Condominium Management and Related Services

〔Accounting period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	1,198	1,677	1,751	1,650	1,576
Gross profit	173	336	389	340	365
Gross margin ratio(%)	14.4%	20.0%	22.2%	20.6%	23.2%
Operating income	-146	10	66	9	56
Operating margin(%)	-12.3%	0.6%	3.8%	0.5%	3.6%

〔Cumulative period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	1,198	2,876	4,627	6,278	1,576
Gross profit	173	509	898	1,239	365
Gross margin ratio(%)	14.4%	17.7%	19.4%	19.7%	23.2%
Operating income	-146	-136	-69	-60	56
Operating margin(%)	-12.3%	-4.7%	-1.5%	-1.0%	3.6%

— Other

〔Accounting period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	18	10	30	21	17
Gross profit	16	13	23	19	14
Gross margin ratio(%)	87.9%	120.8%	77.7%	89.6%	87.0%
Operating income	0	-4	9	3	5
Operating margin(%)	2.2%	-42.7%	29.9%	16.2%	30.1%

〔Cumulative period〕

(Unit: Million yen)

	FY3/21 1st Quarter	FY3/21 2nd Quarter	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 1st Quarter
Net sales	18	29	59	81	17
Gross profit	16	29	52	72	14
Gross margin ratio(%)	87.9%	100.0%	88.7%	88.9%	87.0%
Operating income	0	-4	4	8	5
Operating margin(%)	2.2%	-14.4%	8.1%	10.3%	30.1%

※Inter-segment transactions are not consolidated

Others

【Area information】 (condominiums)

	FY3/17 End of Year	FY3/18 End of Year	FY3/19 End of Year	FY3/20 End of Year	FY3/21 End of Year	FY3/22 (Forecast)
Unit Delivered (Building)	9	9	21	13	17	12
Other regions	6	5	12	9	8	5
Tokyo metropolitan area	2	1	5	2	2	3
Compact	1	3	4	2	7	4
Other region ratio (%)	75.0%	83.3%	70.6%	81.8%	80.0%	62.5%

Dividends

	FY3/17	FY3/18	FY3/19	FY3/20	FY3/21	FY3/22 (Forecast)
Dividend per share (yen)	24	24	25	35	24	36
Midyear (yen)	12	14	12	17	6	17
Year-end (yen)	12	10	13	18	18	19
Total dividend (Million yen)	669	971	1,439	2,009	988	1,288
Payout ratio (%)	19.7	20.2	44.9	720.1	47.1	41.1
Purchase of own shares (Million yen)	285	237	753	-	14,800	-
Total distributions ratio	29.0	26.5	68.5	720.1	548.4	41.1