

Hoosiers Holdings

FACT BOOK

Fiscal Year Ending March 31, 2022

Consolidated Financial Highlights

(Unit: Million yen)

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 End of Year	FY3/23 Forecast
Net sales	85,231	80,222	79,542	80,000
Real Estate Developmnet	46,508	55,315	36,436	-
CCRC	8,947	11,466	20,539	-
Real Estate Investment	21,826	7,409	16,143	-
Condominium Management and Related Services	7,857	5,959	6,353	-
Other	90	72	68	-
Gross profit	18,011	16,077	16,681	-
Operating income	6,692	5,435	6,694	7,300
Ordinary income	5,513	4,616	5,692	6,500
Net income	276	2,878	3,068	4,200
Total assets	143,897	136,030	127,905	-
Net assets	42,827	36,368	38,960	-
Equity Ratio (%)	29.3%	21.2%	24.4%	-

※Cumulative period

※Net income…Net income attributable to parent company shareholders

Profitability-Related Indicators

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 End of Year	FY3/23 Forecast
Gross margin ratio (%)	21.1%	20.0%	21.0%	-
Operating margin (%)	7.9%	6.8%	8.4%	9.1%
Ordinary income ratio (%)	6.5%	5.8%	7.2%	8.1%
Net profit margin (%)	0.3%	3.6%	3.9%	5.3%
ROE (%)	0.6%	8.1%	10.2%	12%以上

※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 End of Year
Cash and deposits	31,736	29,293	32,035
Real estate for sale	25,888	31,122	23,659
Real estate for sale in process	50,283	37,029	33,599
Non-current assets	29,135	30,888	31,233
Land	11,048	11,166	9,423
Buildings	10,389	11,280	14,411
Total assets	143,897	136,030	127,905
Total interest-bearing debt	84,920	84,099	72,656
Short-term interest-bearing debt	32,859	29,625	23,874
Long-term interest-bearing debt	52,060	54,474	48,782
Total liabilities	101,070	99,661	88,945
Total net assets	42,827	36,368	38,960
Total liabilities and net assets	143,897	136,030	127,905

Safety Index

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 End of Year
Net asset ratio (%)	29.3%	21.2%	24.4%
Net adequacy capital ratio (%)	37.5%	27.0%	32.6%
Current ratio (%)	253%	253%	271%
Interest coverage ratio	6.9	5.6	6.8

※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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	10,346	18,903	22,437	28,535	9,585	17,278	19,012	33,666
Cost of sales	8,298	15,177	17,680	22,989	7,471	13,296	14,621	27,471
Gross profit	2,047	3,725	4,757	5,546	2,113	3,982	4,390	6,195
Selling, general and administrative expenses	2,221	2,623	2,636	3,160	2,093	2,442	2,487	2,962
Operating income	-173	1,102	2,120	2,385	19	1,539	1,903	3,232
Ordinary income	-177	904	1,996	1,892	-115	1,193	1,662	2,951
Income before income taxes	-432	1,370	1,984	426	-176	1,162	1,641	2,524
Net income	-367	1,199	1,367	678	-194	677	1,086	1,498

※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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	10,346	29,249	51,686	80,222	9,585	26,863	45,876	79,542
Cost of sales	8,298	23,475	41,155	64,145	7,471	20,768	35,389	62,861
Gross profit	2,047	5,773	10,530	16,077	2,113	6,095	10,486	16,681
Selling, general and administrative expenses	2,221	4,844	7,481	10,642	2,093	4,536	7,023	9,986
Operating income	-173	928	3,049	5,435	19	1,559	3,462	6,694
Ordinary income	-177	726	2,723	4,616	-115	1,078	2,741	5,692
Income before income taxes	-432	938	2,922	3,349	-176	985	2,626	5,151
Net income	-367	832	2,199	2,878	-194	483	1,569	3,068

※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 End of Year	Increase/ decrease
Assets				
Current assets	114,734	105,142	96,672	-8,470
Cash and deposits	31,736	29,293	32,035	2,742
Real estate for sale	25,888	31,122	23,659	-7,463
Real estate for sale in process	50,283	37,029	33,599	-3,430
Other	6,826	7,697	7,377	-319
Non-current assets	29,135	30,888	31,233	345
Land	11,048	11,166	9,423	-1,742
Buildings	10,389	11,280	14,411	3,131
Other	7,698	8,441	7,397	-1,044
Deferred assets	28	-	-	-
Total assets	143,897	136,030	127,905	-8,124
Liabilities				
Current liabilities	45,294	41,530	35,722	-5,808
Short-term loans payable	9,362	11,216	7,166	-4,050
Current portion of long-term loans payable	22,875	14,826	16,111	1,285
Current portion of bonds	622	3,582	595	-2,986
Other	12,434	11,905	11,848	-56
Non-current liabilities	55,776	58,131	53,223	-4,908
Bonds payable	4,210	2,628	7,487	4,858
Long-term loans payable	47,849	51,845	41,295	-10,550
Other	3,716	3,657	4,440	783
Total liabilities	101,070	99,661	88,945	-10,716
Net Assets				
Shareholders' equity	42,226	28,934	30,749	1,815
Accumulated other comprehensive income	-114	-72	513	586
Subscription rights to shares	0	0	0	-
Non-controlling interests	714	7,507	7,696	189
Total net assets	42,827	36,368	38,960	2,591
Total liabilities and net assets	143,897	136,030	127,905	-8,124

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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	7,979	12,359	16,864	18,274	5,258	6,536	6,613	18,111
Condominiums (Land sales is included)	6,549	8,724	14,668	15,398	4,758	4,111	5,051	16,091
Houses (Land sales is included)	1,354	3,549	2,072	2,781	448	2,376	1,468	1,956
Others	76	85	122	94	52	48	94	63
Gross profit	1,655	2,372	3,311	3,658	1,174	1,335	1,500	3,636
Condominiums	1,447	1,845	2,904	3,299	1,082	925	1,185	3,253
Houses	147	453	300	280	55	368	267	327
Others	60	73	106	78	36	42	47	55
Gross margin ratio(%)	20.7%	19.2%	19.6%	20.0%	22.3%	20.4%	22.7%	20.1%
Condominiums	22.1%	21.2%	19.8%	21.4%	22.8%	22.5%	23.5%	20.2%
Houses	10.9%	12.8%	14.5%	10.1%	12.3%	15.5%	18.2%	16.7%
Operating income	316	876	1,571	1,886	22	205	426	2,031
Operating margin(%)	4.0%	7.1%	9.3%	10.3%	0.4%	3.2%	6.5%	11.2%
Units of condominiums	190	252	395	432	132	122	116	441
Units of houses	15	45	33	31	7	34	23	27

[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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	7,979	20,339	37,203	55,478	5,258	11,795	18,408	36,520
Condominiums (Land sales is included)	6,549	15,273	29,942	45,340	4,758	8,870	13,921	30,012
Houses (Land sales is included)	1,354	4,904	6,976	9,758	448	2,824	4,292	6,249
Others	76	162	284	378	52	100	194	258
Gross profit	1,655	4,028	7,340	10,998	1,174	2,510	4,010	7,646
Condominiums	1,447	3,293	6,197	9,497	1,082	2,007	3,193	6,446
Houses	147	601	901	1,182	55	423	691	1,018
Others	60	134	240	319	36	78	126	182
Gross margin ratio(%)	20.7%	19.8%	19.7%	19.8%	22.3%	21.3%	21.8%	20.9%
Condominiums	22.1%	21.6%	20.7%	20.9%	22.8%	22.6%	22.9%	21.5%
Houses	10.9%	12.3%	12.9%	12.1%	12.3%	15.0%	16.1%	16.3%
Operating income	316	1,192	2,763	4,650	22	228	655	2,686
Operating margin(%)	4.0%	5.9%	7.4%	8.4%	0.4%	1.9%	3.6%	7.4%
Units of condominiums	190	442	837	1,270	132	254	370	811
Units of houses	15	60	94	125	7	41	64	91

— 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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	339	3,988	1,501	5,741	1,515	5,965	9,187	4,112
Gross profit	69	979	394	977	420	1,487	2,251	996
Gross margin ratio(%)	20.5%	24.5%	26.3%	17.0%	27.8%	24.9%	24.5%	24.2%
Operating income	-271	317	18	295	-33	712	1,377	445
Operating margin(%)	-80.1%	8.0%	1.3%	5.1%	-2.2%	11.9%	15.0%	10.8%
Units	5	98	34	131	29	145	216	94

[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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	339	4,328	5,829	11,571	1,515	7,480	16,668	20,781
Gross profit	69	1,048	1,443	2,421	420	1,907	4,159	5,156
Gross margin ratio(%)	20.5%	24.2%	24.8%	20.9%	27.8%	25.5%	25.0%	24.8%
Operating income	-271	45	64	359	-33	678	2,056	2,502
Operating margin(%)	-80.1%	1.0%	1.1%	3.1%	-2.2%	9.1%	12.3%	12.0%
Units	5	103	137	268	29	174	390	484

— 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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	1,054	1,164	2,552	3,293	1,521	3,346	1,800	10,279
Gross profit	217	135	745	665	299	880	354	1,431
Gross margin ratio(%)	20.7%	11.6%	29.2%	20.2%	19.7%	26.3%	19.7%	13.9%
Operating income	-84	-175	368	297	-61	468	-41	757
Operating margin(%)	-8.0%	-15.1%	14.4%	9.0%	-4.0%	14.0%	-2.3%	7.4%
Units	2	6	7	14	4	1	3	1
Buildings	1	1	2	6	2	3	3	10

[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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 End of Year
Net sales	1,054	2,218	4,770	8,064	1,521	4,868	6,669	16,948
Gross profit	217	353	1,099	1,764	299	1,179	1,533	2,965
Gross margin ratio(%)	20.7%	15.9%	23.0%	21.9%	19.7%	24.2%	23.0%	17.5%
Operating income	-84	-260	107	404	-61	407	366	1,123
Operating margin(%)	-8.0%	-11.7%	2.3%	5.0%	-4.0%	8.4%	5.5%	6.6%
Units	2	8	15	29	4	5	8	9
Buildings	1	2	4	10	2	5	8	18

— 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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 3rd Quarter
Net sales	1,198	1,677	1,751	1,650	1,576	1,706	1,680	1,696
Gross profit	173	336	389	340	365	401	407	378
Gross margin ratio(%)	14.4%	20.0%	22.2%	20.6%	23.2%	23.5%	24.2%	22.3%
Operating income	-146	10	66	9	56	92	83	38
Operating margin(%)	-12.3%	0.6%	3.8%	0.5%	3.6%	5.5%	5.0%	2.3%

〔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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 3rd Quarter
Net sales	1,198	2,876	4,627	6,278	1,576	3,282	4,963	6,659
Gross profit	173	509	898	1,239	365	767	1,174	1,552
Gross margin ratio(%)	14.4%	17.7%	19.4%	19.7%	23.2%	23.4%	23.7%	23.3%
Operating income	-146	-136	-69	-60	56	149	232	271
Operating margin(%)	-12.3%	-4.7%	-1.5%	-1.0%	3.6%	4.6%	4.7%	4.1%

— 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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 3rd Quarter
Net sales	18	10	30	21	17	25	17	18
Gross profit	16	13	23	19	14	23	15	15
Gross margin ratio(%)	87.9%	120.8%	77.7%	89.6%	87.0%	89.6%	85.9%	86.5%
Operating income	0	-4	9	3	5	5	5	5
Operating margin(%)	2.2%	-42.7%	29.9%	16.2%	30.1%	20.9%	29.7%	28.1%

〔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	FY3/22 2nd Quarter	FY3/22 3rd Quarter	FY3/22 3rd Quarter
Net sales	18	29	59	81	17	42	60	78
Gross profit	16	29	52	72	14	38	53	68
Gross margin ratio(%)	87.9%	100.0%	88.7%	88.9%	87.0%	88.5%	87.7%	87.5%
Operating income	0	-4	4	8	5	10	15	20
Operating margin(%)	2.2%	-14.4%	8.1%	10.3%	30.1%	24.6%	26.0%	26.5%

※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 End of Year	FY3/23 (Forecast)
Unit Delivered (Building)	9	9	21	13	17	12	15
Other regions	6	5	12	9	8	5	7
Tokyo metropolitan area	2	1	5	2	2	3	5
Compact	1	3	4	2	7	4	3
Other region ratio (%)	75%	83%	71%	82%	80%	63%	58%

Dividends

	FY3/17	FY3/18	FY3/19	FY3/20	FY3/21	FY3/22	FY3/23 (Forecast)
Dividend per share (yen)	24	24	25	35	24	36	48
Midyear (yen)	12	14	12	17	6	17	24
Year-end (yen)	12	10	13	18	18	19	24
Total dividend (Million yen)	669	971	1,439	2,009	988	1,288	1,718
Payout ratio (%)	19.7	20.2	44.9	720.1	47.1	41.5	40.4
Purchase of own shares (Million yen)	285	237	753	-	14,800	-	-
Total distributions ratio	29.0	26.5	68.5	720.1	548.4	41.5	40.4