



MEIWA ESTATE Co., Ltd. (8869)
Financial Results for FY03/23

May 11, 2023

■ Summary	P. 02
■ FY03/23 Consolidated Financial Results	P. 03
■ FY03/24 Consolidated Financial Results Forecast	P. 14
■ Progress of Five-Year Strategy	P. 29
■ Shareholder Returns	P. 46
■ Compliance with Continued Listing Criteria (Prime Market)	P. 49
■ Segment Status	P. 65
■ Fact Sheet	P. 84

- In FY03/23, **net sales and profits were up YoY and exceeded full-year forecasts.**
 - We forecast a year-end dividend of **¥45, up ¥10 YoY.**
- Our FY03/24 outlook anticipates **sales and profit growth on an operating and ordinary profit basis.**
 - **Contracts concluded already amount to 89% of our full-year condominium sales forecast, of ¥60 billion.**
 - We forecast an annual dividend of **¥50 per share, up ¥5 YoY.**
 - We expect profit attributable to owners of parent to decline due to the effect of taxes.
- We were **compliant with all Prime Market continued listing criteria** as of end-March 2023.
 - Our tradable share market cap came to ¥11.0 billion, exceeding the criterion of ¥10.0 billion.
- **Our five-year strategy is off to smooth start.**
 - In the first year (FY03/23), we met targets for both net sales and profits.
 - Our strategy is proceeding ahead of target.

FY03/23 Consolidated Financial Results

■ Consolidated Financial Results for Full-Year FY03/23

- **Both net sales and profits increased. Net sales were ¥62.3 billion (up 8.9% YoY), ordinary profit was ¥4.9 billion (up 57.9% YoY), profit attributable to owners of parent was ¥4.4 billion (up 70.0% YoY), and EPS was ¥188.32 (up ¥78.28 YoY).**
- **We forecast a year-end dividend of ¥45 per share, up ¥10 YoY.**
- **In the Residential Development business, our efforts to differentiate ourselves from our competitors and develop high-value-added properties resulted in strong sales.**
- **Our gross profit margin in condominiums improved (from 20.1% to 22.8%).**
- **The Real Estate Agency business grew in scope as we increased our workforce and added and expanded stores. We maintained double-digit growth.**
- **In the Wealth Solution business for high-net-worth (HNW) individuals, we completed the delivery of two rental condominium buildings.**
- **Performance was favorable in the Condominium Management business, with switchover from other property management companies leading to a 7.8-fold increase YoY.**

FY03/23 Consolidated Financial Results

- Net sales: ¥62.3 billion (up ¥5.1 billion YoY)
- Operating profit: ¥5.9 billion (up ¥1.7 billion YoY), ordinary profit: ¥4.9 billion (up ¥1.8 billion YoY)

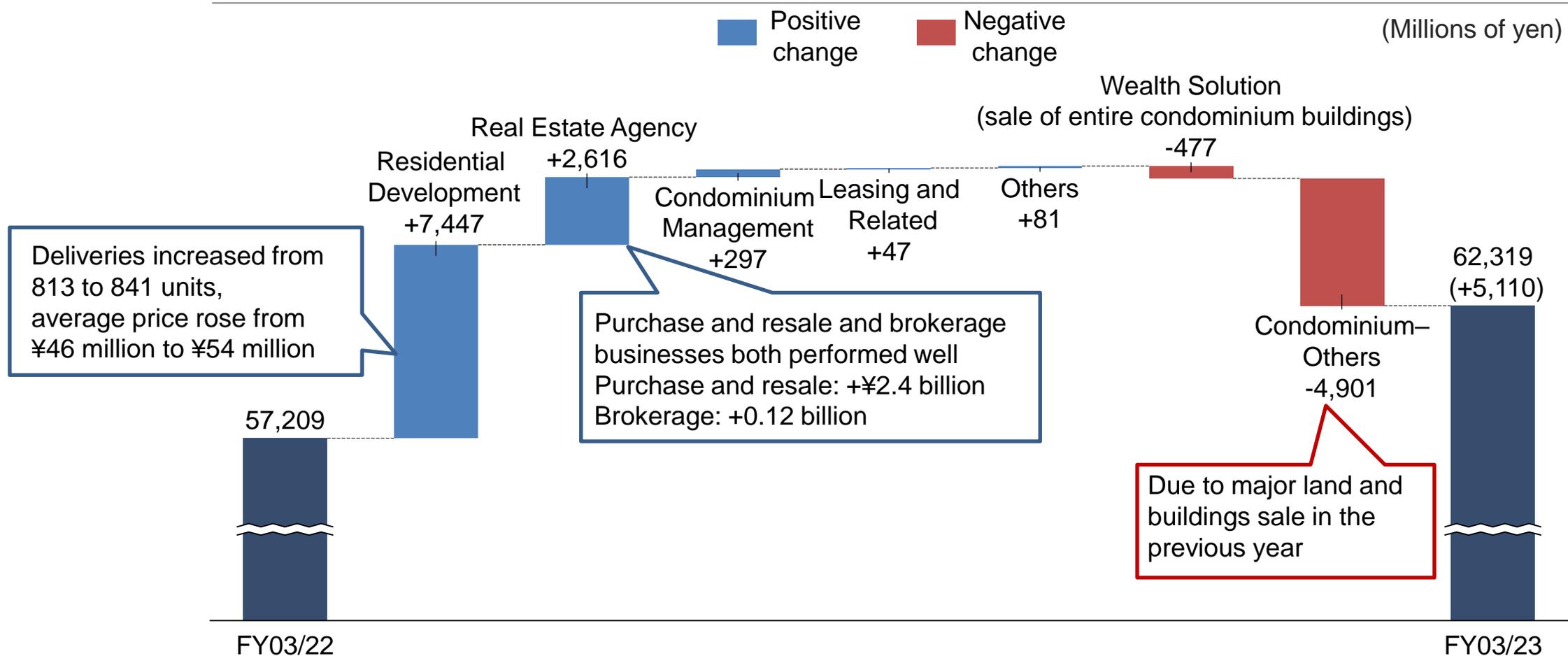
(Millions of yen)

	FY03/22 Actual (Cons.)	FY03/23 Actual (Cons.)	Change	Change (%)	FY03/23 revised forecast (Announced Feb. 13, 2023)	Attainment (%)
Net sales	57,209	62,319	5,110	8.9%	62,300	100.0%
Gross profit	12,932	15,656	2,723	21.1%	15,200	103.0%
(Gross profit margin)	(22.6%)	(25.1%)	(2.5pp)	—	(24.4%)	—
SG&A expenses	8,762	9,714	951	10.9%	9,300	104.5%
Operating profit	4,169	5,941	1,771	42.5%	5,900	100.7%
(Operating profit margin)	(7.3%)	(9.5%)	(2.2pp)	—	(9.5%)	—
Non-operating income	129	132	2	1.7%	—	—
Non-operating expenses	1,139	1,083	-55	-4.9%	—	—
Ordinary profit	3,160	4,989	1,829	57.9%	4,600	108.5%
(Ordinary profit margin)	(5.5%)	(8.0%)	(2.5pp)	—	(7.4%)	—
Extraordinary income	6	6	0	0.0%	—	—
Extraordinary loss	24	145	121	499.3%	—	—
Profit before income taxes	3,142	4,850	1,708	54.4%	—	—
Profit attributable to owners of parent	2,597	4,415	1,818	70.0%	3,800	116.2%
(Profit margin)	(4.5%)	(7.1%)	(2.5pp)	—	(6.1%)	—

Factors Behind Change in Net Sales (by Business Segment)

- The Residential Development and Real Estate Agency businesses performed well, with sales up year on year.

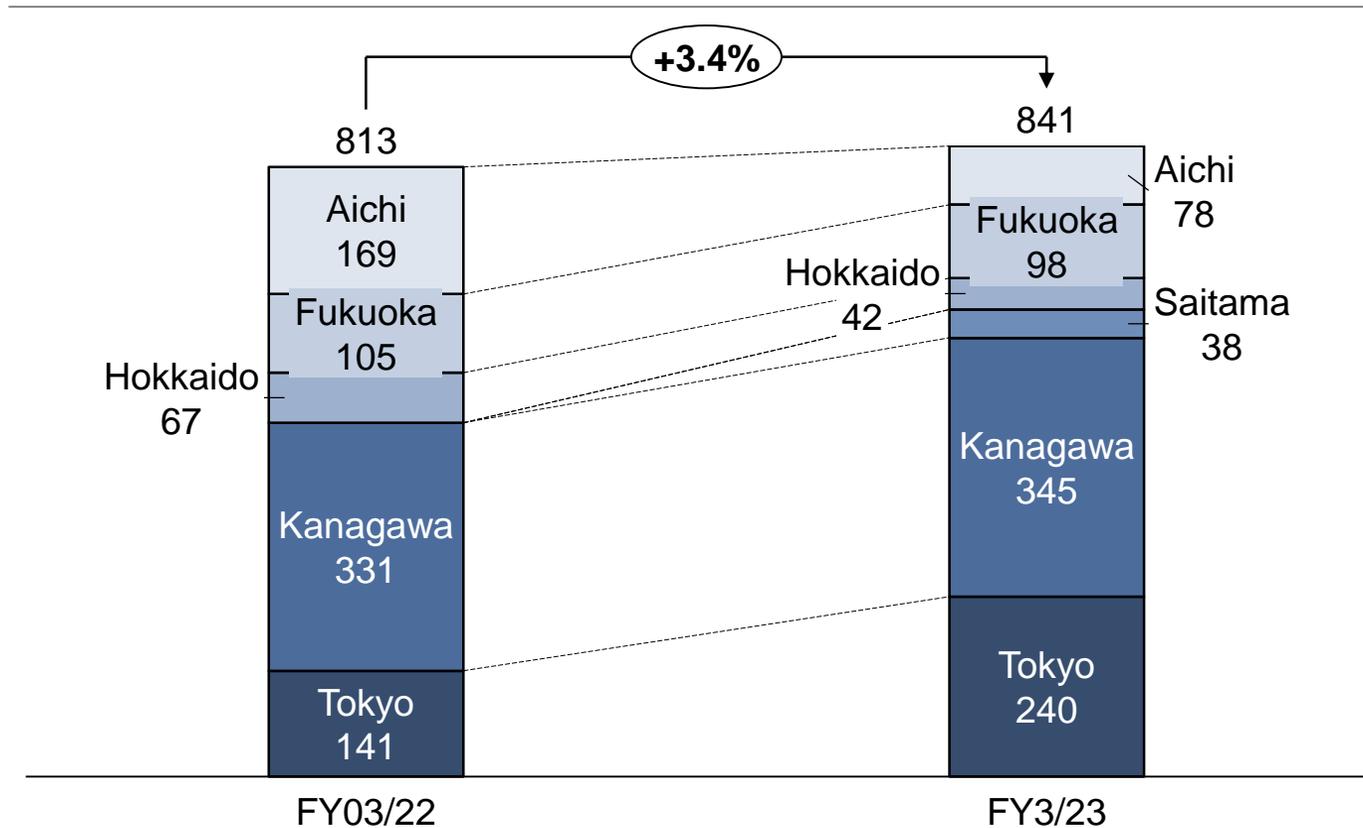
Analysis of factors behind change in net sales



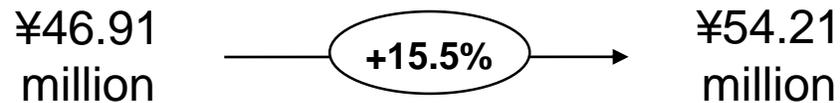
FY03/23 Completions and Deliveries

- Volume was up only slightly, but a rise in the average price drove sales growth.

No. of units delivered by prefecture



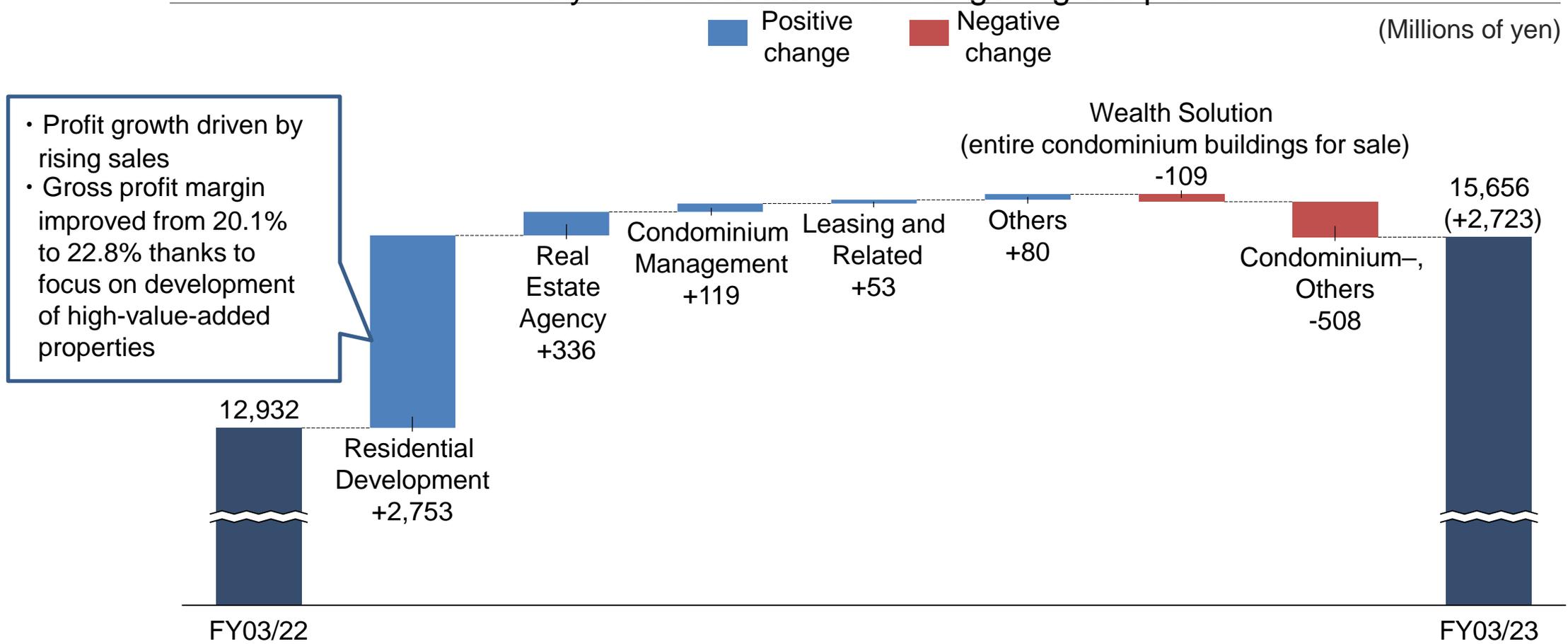
Average price per unit



Factors Behind Change in Gross Profit (by business segment)

- In the Residential Development business, gross profit increased thanks to increases in sales and improvements in the profit margin.

Analysis of factors behind change in gross profit



- We developed high-value-added properties.

CLiO クリオ横濱ベイフォート
CLIO YOKOHAMA BAY FORT



Yokohama, Kanagawa
Total number of units: 49
Completed and delivered in March 2023

CLiO クリオ湘南江ノ島グランマーレ
CLIO SHONAN ENOSHIMA GRAND MARE



Fujisawa, Kanagawa
Total number of units: 68
Completed and delivered in March 2023

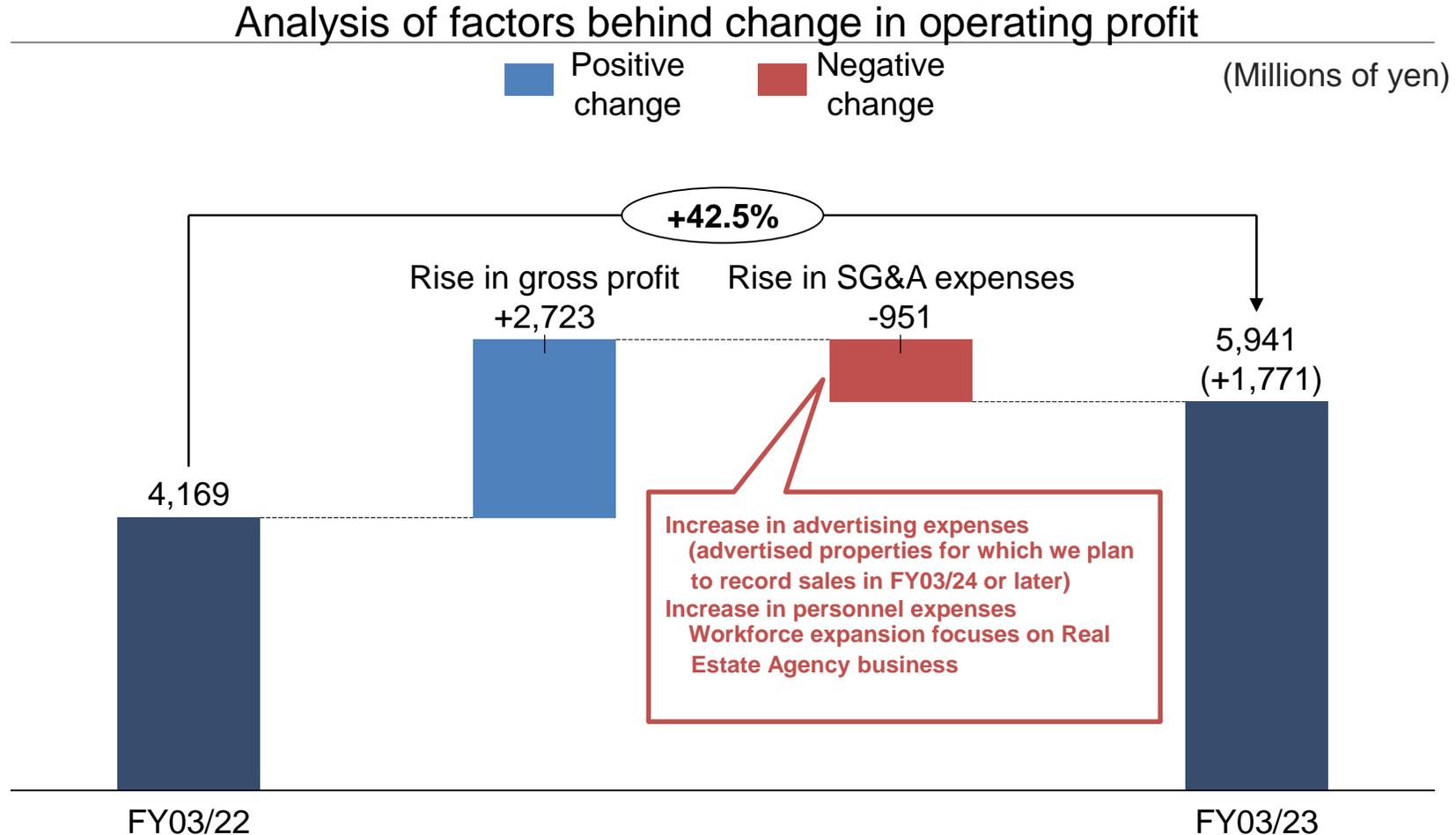
CLiO クリオ横濱蒔田公園
CLIO YOKOHAMA MAITAKOEN



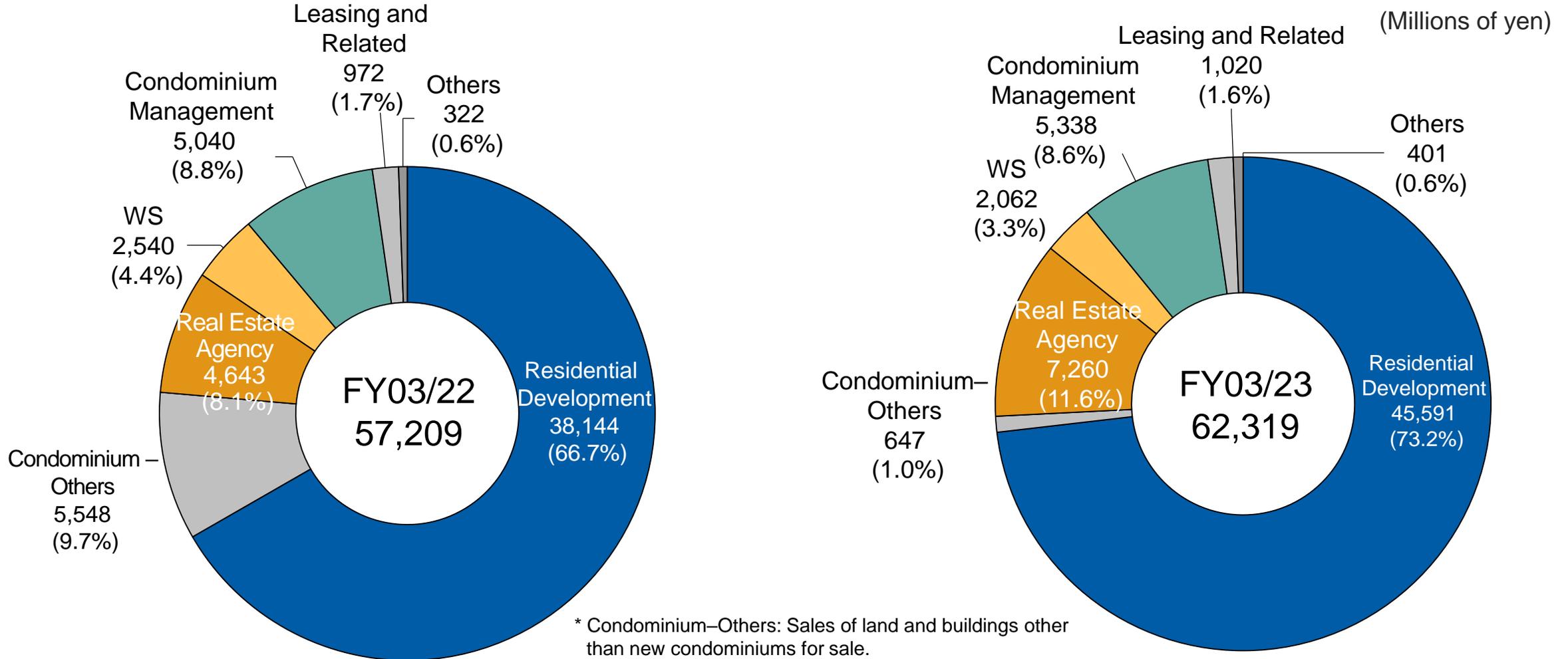
Yokohama, Kanagawa
Total number of units: 64
Completed and delivered in March 2023

Factors Behind Change in Operating Profit (by Expense Item)

- A rise in gross profit absorbed a ¥0.95 billion increase in SG&A expenses that went to strengthen our selling power, thus driving operating profit growth.



Composition of consolidated net sales by segment



* Condominium—Others: Sales of land and buildings other than new condominiums for sale.
 * WS: Wealth Solution. Sales of entire condominium buildings to HNW individuals.
 * Due to rounding, totals may not add up precisely to 100%.

- In March 2023, our supply of properties in Kanagawa Prefecture reached 500.



KANAGAWA

500

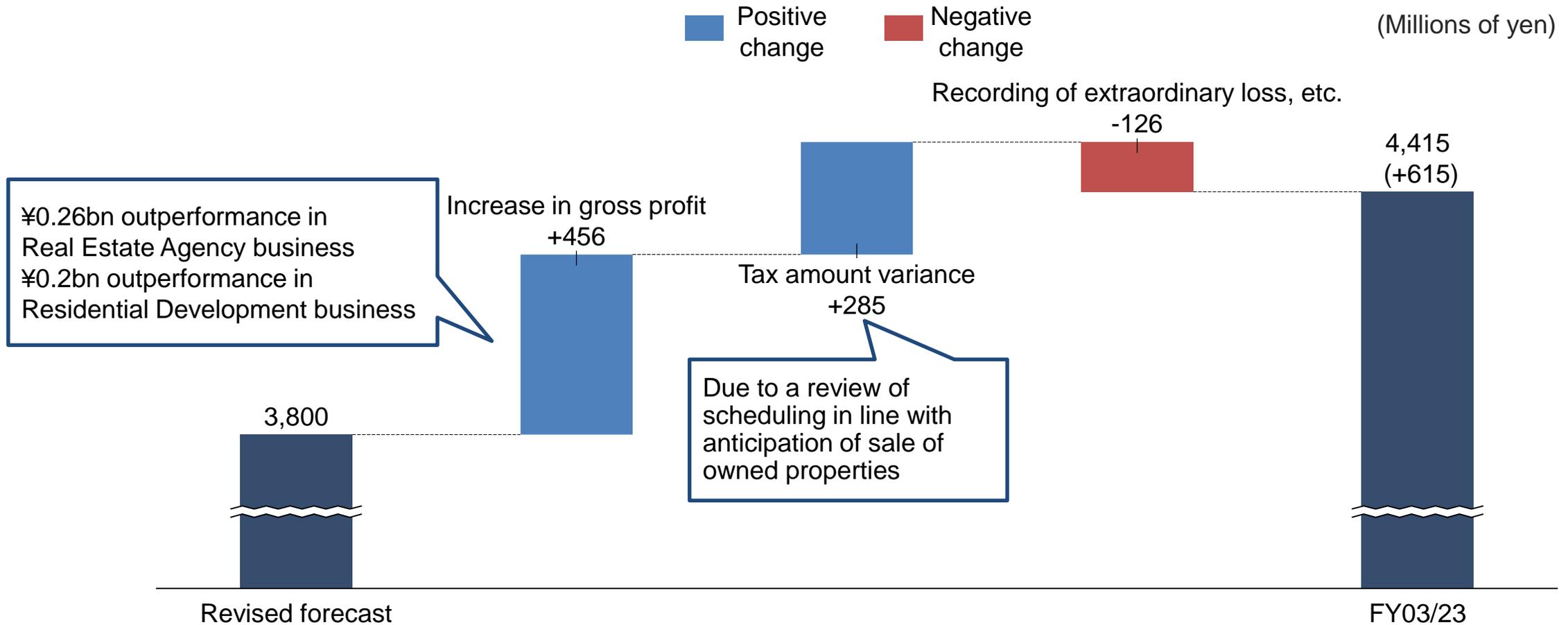
In FY2022, thanks to your support, Meiwa Estate's supply of properties in Kanagawa Prefecture reached 500 buildings. We would like to express our sincere gratitude for your patronage.



Profit Attributable to Owners of Parent: Difference between Revised Forecast and Actual Figure

- Due to outperformance in gross profit and tax amount variance, etc., we saw a difference of ¥0.6 billion between actual profit attributable to owners of parent and our revised forecast.

Analysis of factors behind change in profit attributable to owners of parent





FY03/24 Consolidated Financial Results Forecasts



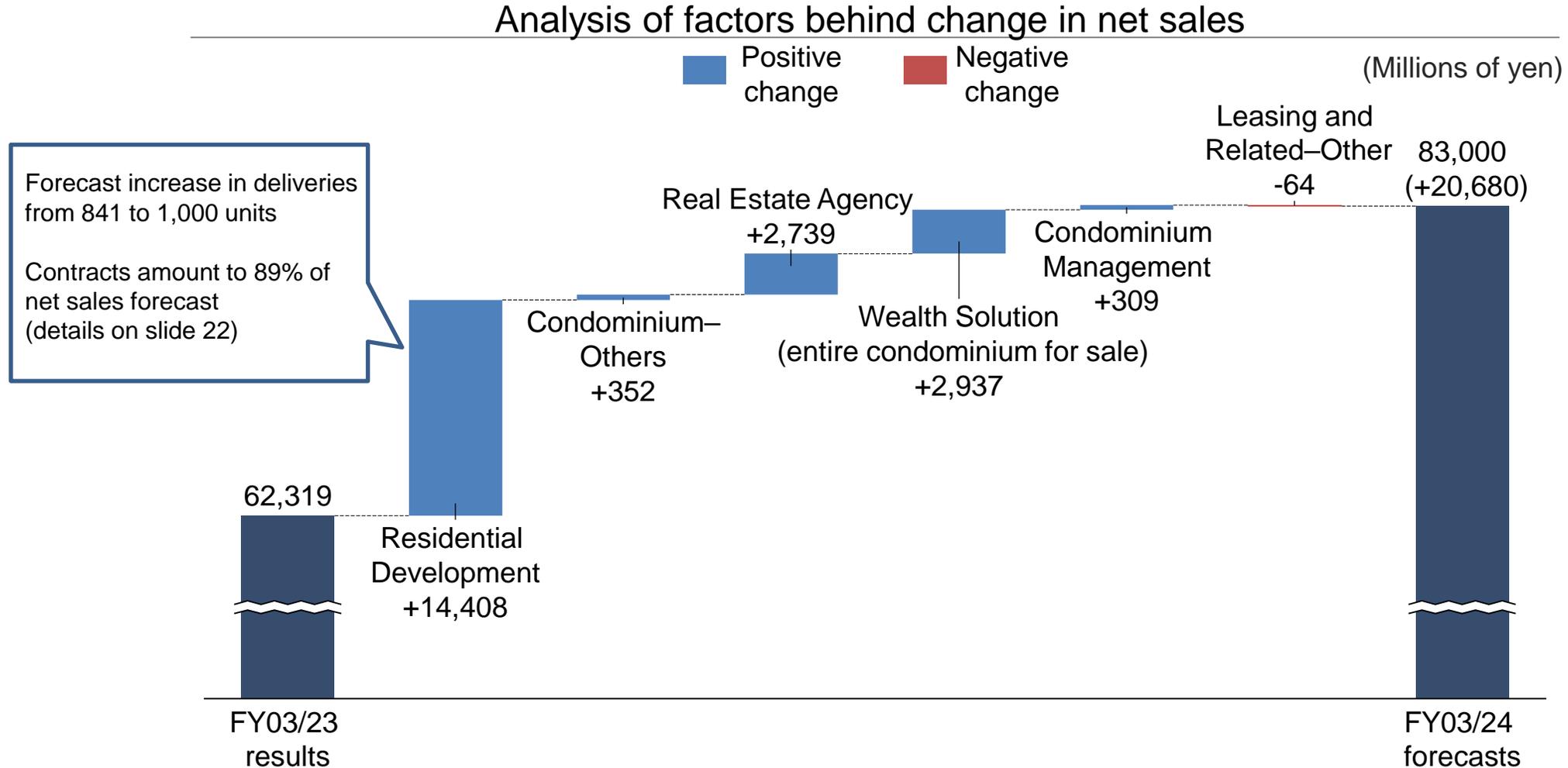
FY03/24 Consolidated Financial Results Forecast

- Forecast calls for net sales of ¥83.0 billion, operating profit of ¥6.3 billion, and profit attributable to owners of parent of ¥3.8 billion
- Anticipated growth in net sales, operating profit, and ordinary profit

	FY03/23 results	FY03/24 full-year forecasts (Announced May 11, 2023)	Change	Change (%)
Net sales	62,319	83,000	20,680	33.2%
Gross profit	15,656	17,500	1,843	11.8%
(Gross profit margin)	(25.1%)	(21.1%)	(-4.0pp)	—
SG&A expenses	9,714	11,200	1,485	15.3%
Operating profit	5,941	6,300	358	6.0%
(Operating profit margin)	(9.5%)	(7.6%)	(-1.9pp)	—
Ordinary profit	4,989	5,200	210	4.2%
(Ordinary profit margin)	(8.0%)	(6.3%)	(-1.7pp)	—
Profit attributable to owners of parent	4,415	3,800	-615	-13.9%
(Profit margin)	(7.1%)	(4.6%)	(-2.5pp)	—

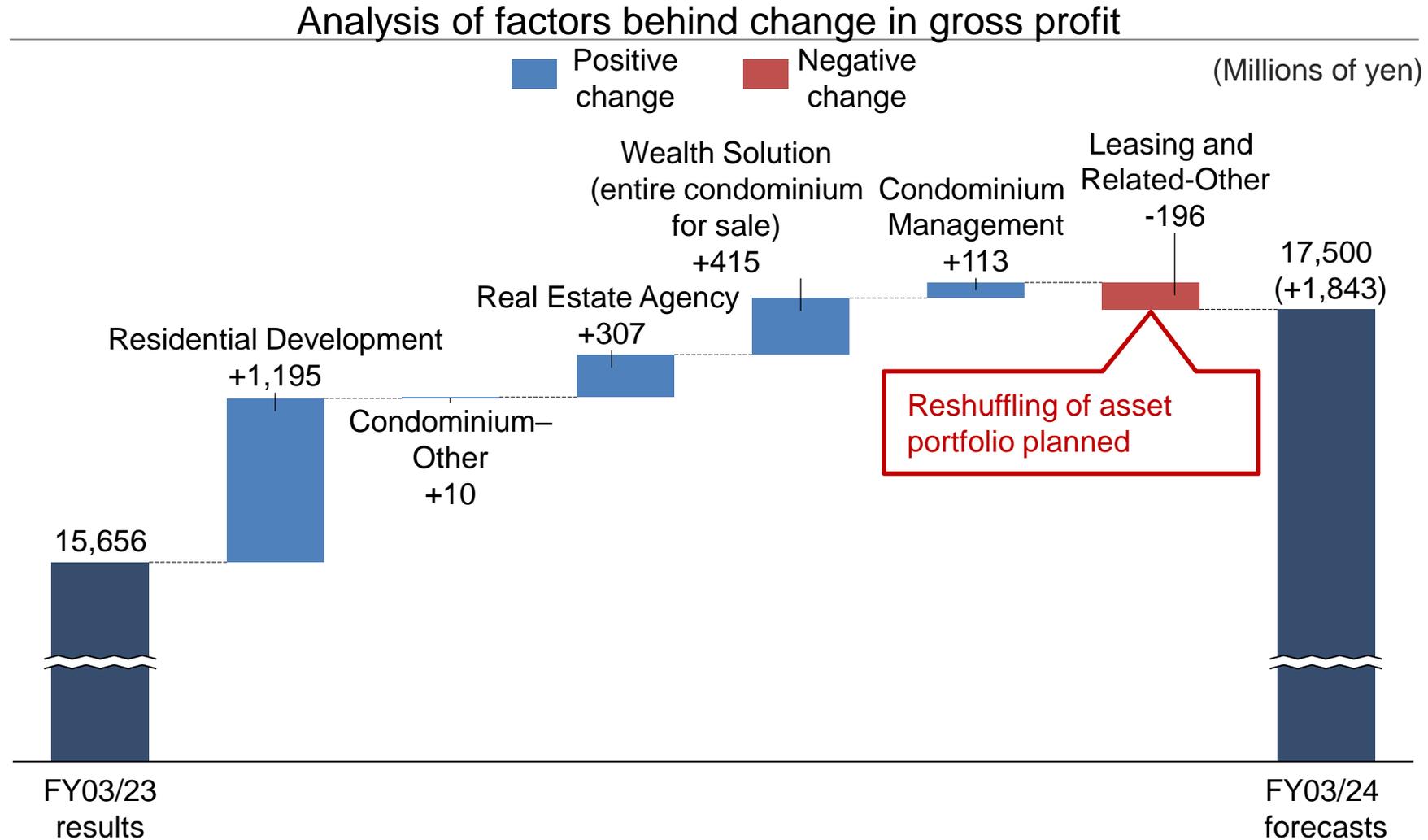
Factors Behind Change in Net Sales (by Business Segment)

- Forecast sales growth focuses on the Residential Development, Real Estate Agency, and Wealth Solution businesses



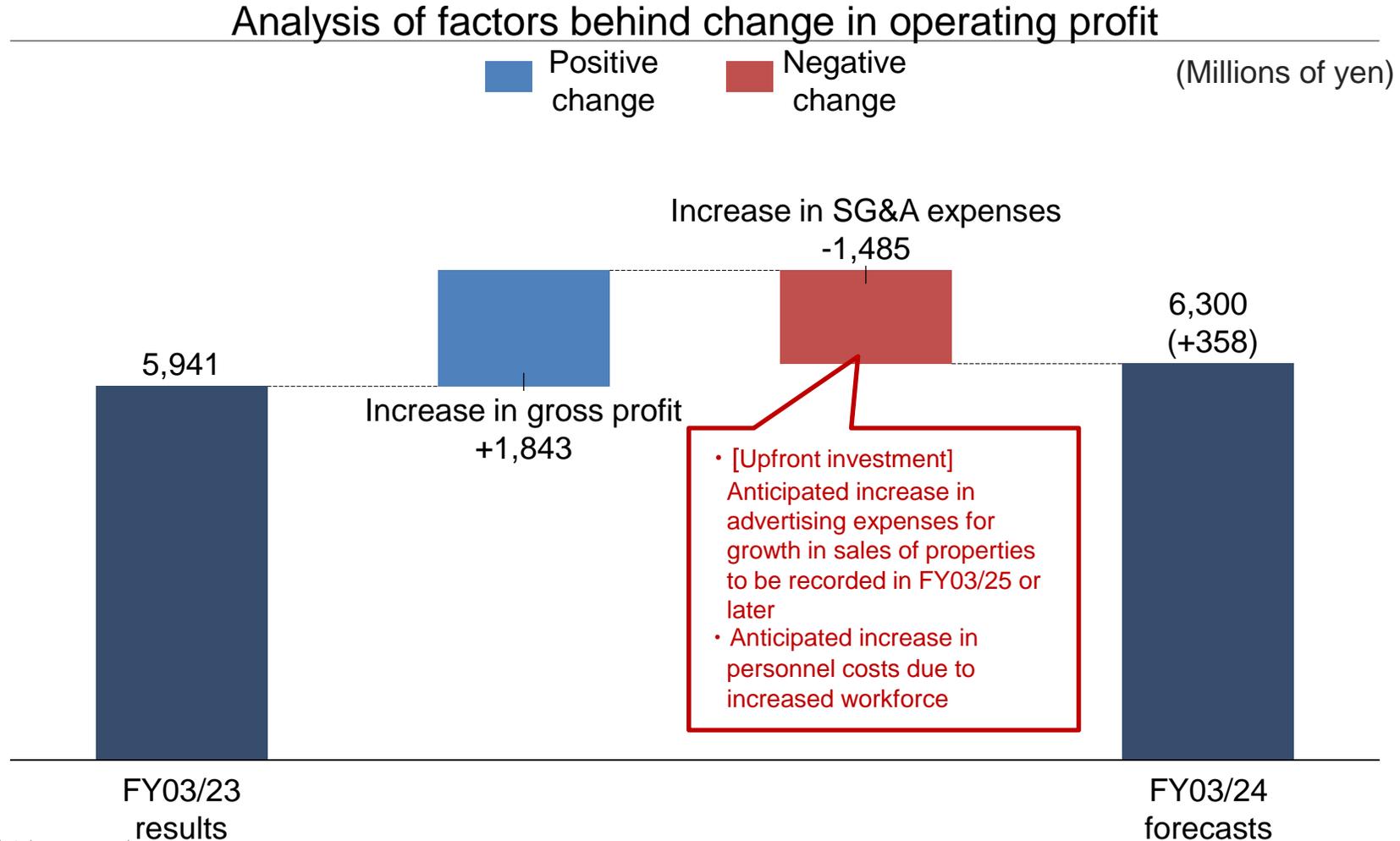
Factors Behind Change in Gross Profit (by business segment)

- Gross profit growth expected in all segments other than the Leasing and Related businesses



Factors Behind Change in Operating Profit (by expense item)

- We forecast a ¥6.3 billion in operating profit, with gross profit growth to compensate for a rise in SG&A expenses due to increase in supply (sale of properties to be booked in FY03/25 or later).



- We plan to supply 1,300 units, primarily in the greater Tokyo area.
- We will start to supply properties to be recorded as net sales in FY03/25 or later.

➤ Major project supply plans

Location	No. of units
Chuo Ward, Tokyo	27
Taito Ward, Tokyo	44
Shinjuku Ward, Tokyo	53
Yokohama, Kanagawa	26
Yokohama, Kanagawa	72
Yokohama, Kanagawa	57
Funabashi, Chiba	60
Kawagoe, Saitama	99
Sapporo, Hokkaido	73
Onojo, Fukuoka	36
Nagoya, Aichi	91

CLIO クリオ ラベルヴィ船橋 CLIO la belle vie FUNABASHI

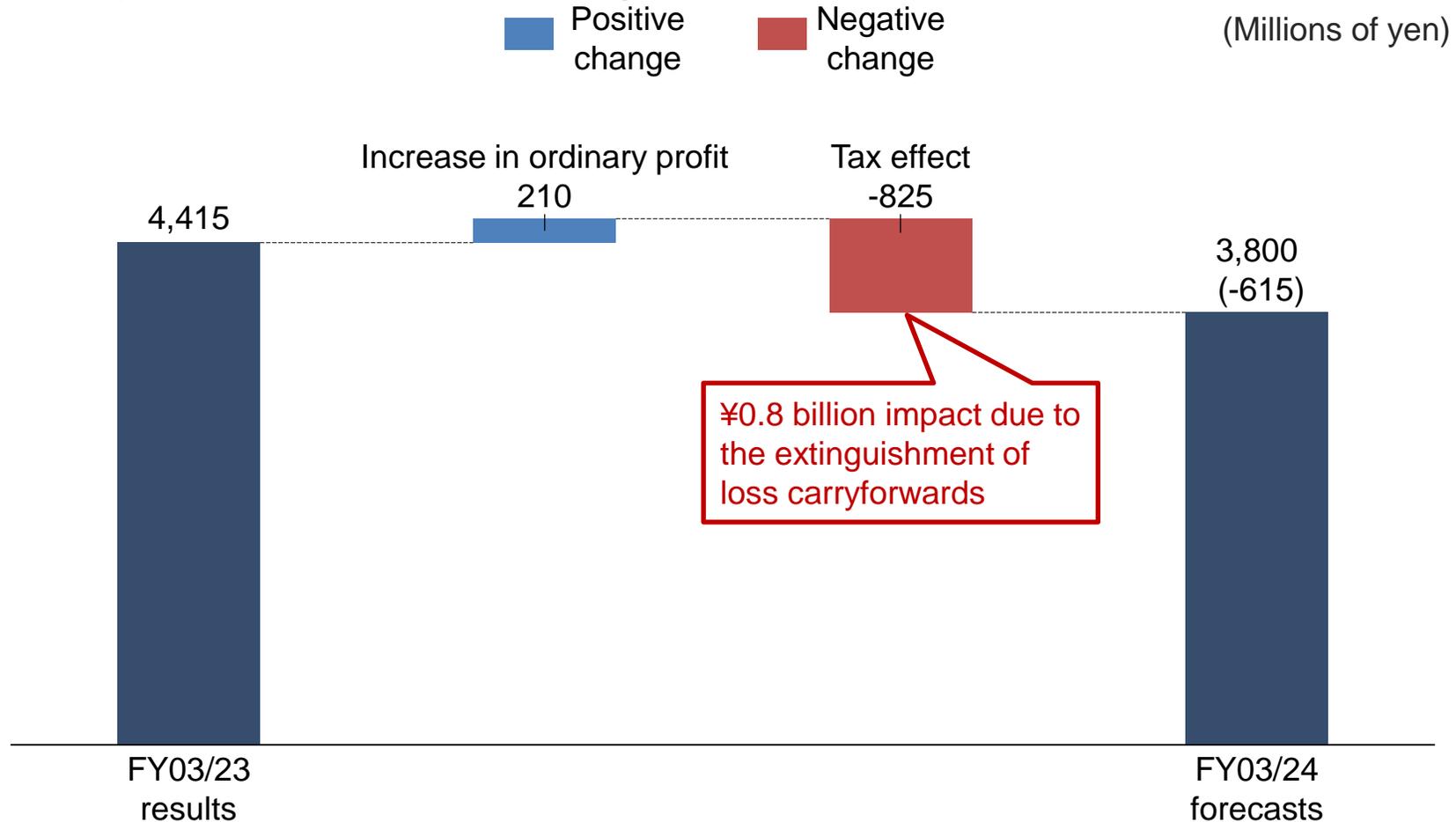


Funabashi, Chiba
 Total number of units: 60
 Sales launched in April 2023
 Scheduled to be completed in October 2024

Forecast for Consolidated Profit Attributable to Owners of Parent

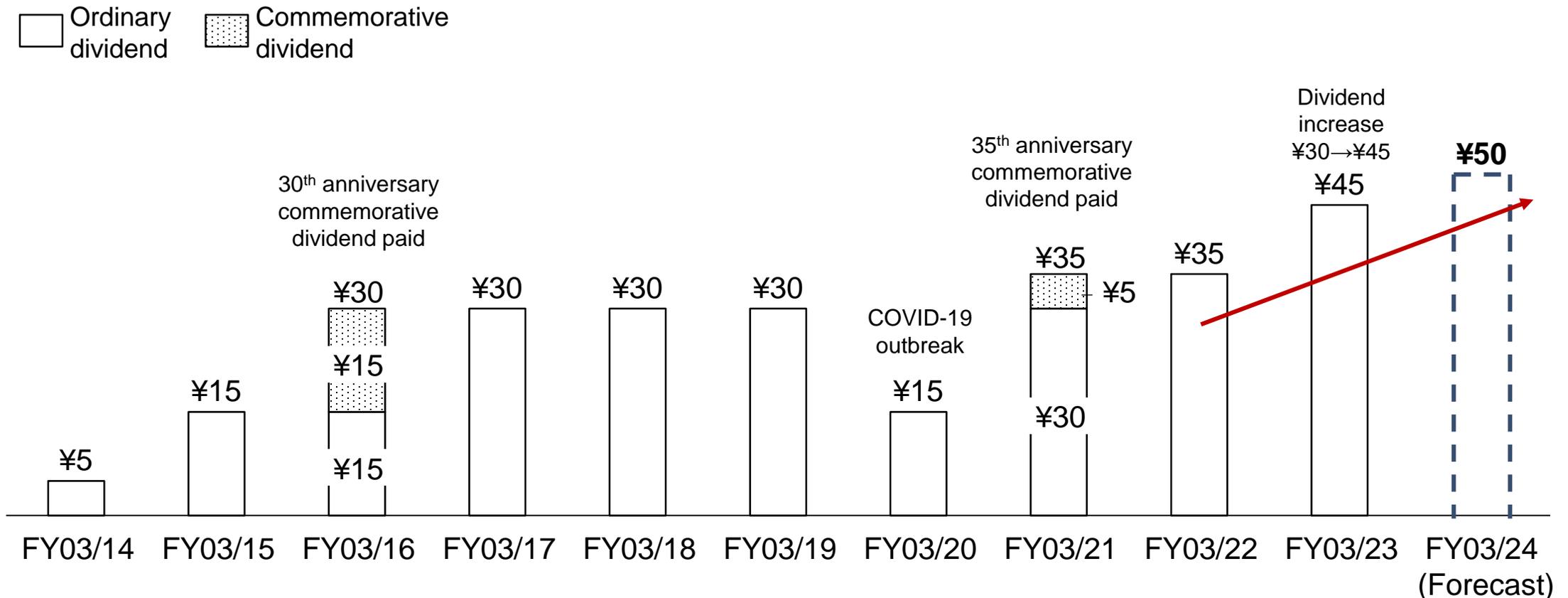
- In spite of growth in ordinary profit, we forecast a decrease in profit attributable to owners of parent due to negative tax effect, of ¥0.8 billion.

Analysis of factors behind change in profit attributable to owners of parent

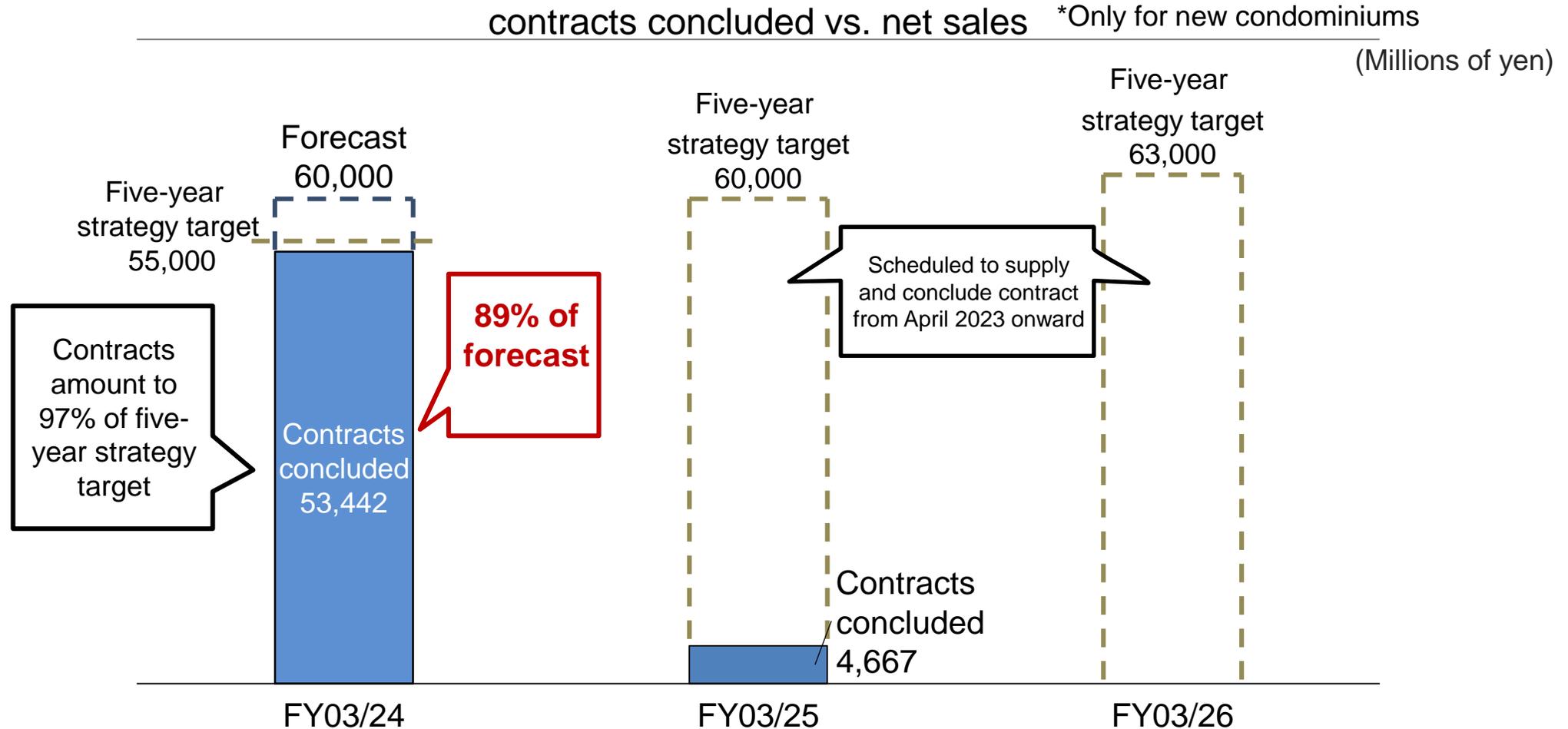


- We plan to pay dividends of ¥45 per share for FY03/23.
- We expect to pay dividends of ¥50 per share for FY03/24, an increase of ¥5 per share.
- We aim for stable dividends, with a payout ratio of around 30%.

Dividends



- Sales contracts at the start of the term were equivalent to 89% of forecast net sales.



Residential Development Business: Main Properties Scheduled for Completion

- Below are the main properties scheduled for completion.
- Many properties are completely sold.

CLIO クリオ学芸大学ザ・クラシック
CLIO GAKUGEI-DAIGAKU THE CLASSIC



Setagaya, Tokyo
Total number of units: 26
Scheduled to be completed in August 2023

All units sold*

CLIO クリオ世田谷松原ザ・クラシック
CLIO SETAGAYA MATSUBARA THE CLASSIC



Setagaya, Tokyo
Total number of units: 46
Scheduled to be completed in March 2024

All units sold *

CLIO クリオ ラベルヴィ大崎グランクラス
CLIO la belle vie OSAKI GRAND CLASS



Shinagawa, Tokyo
Total number of units: 30
Scheduled to be completed in July 2023

All units sold *

Residential Development Business: Main Properties Scheduled for Completion

- Below are the main properties scheduled for completion.
- Many properties already completely sold.

CLIO クリオ鶴沼海岸グランロワ
CLIO KUGENUMAKAIGAN GRAND ROI



Fujisawa, Kanagawa
Total number of units: 28
Scheduled to be completed in June 2023

All units sold*

CLIO クリオ茅ヶ崎中海岸グランヴィラ
CLIO CHIGASAKI NAKAKAIGAN GRAND VILLA



Chigasaki, Kanagawa
Total number of units: 88
Scheduled to be completed in June 2023

All units sold*

CLIO クリオ横濱綱島グレイステラス
CLIO YOKOHAMA TSUNASHIMA GRACE TERRACE



Yokohama, Kanagawa
Total number of units: 46
Scheduled to be completed in June 2023

All units sold*

Residential Development Business: Main Properties Scheduled for Completion

- Below are the main properties scheduled for completion.
- Many properties already completely sold.

CLIO クリオ レジダンス川崎南幸町
CLIO RESIDENCE KAWASAKI MINAMISAIWAICHO



Kawasaki, Kanagawa
Total number of units: 95
Scheduled to be completed in February 2024

All units sold*

CLIO クリオ レジダンス新札幌駅前
CLIO RESIDENCE SHINSAPPORO EKIMAE



Sapporo, Hokkaido
Total number of units: 118
Scheduled to be completed in
March 2024

All units sold*

CLIO クリオ渡辺通サザンマークス
CLIO WATANABE-DORI SOUTHERN MARKS

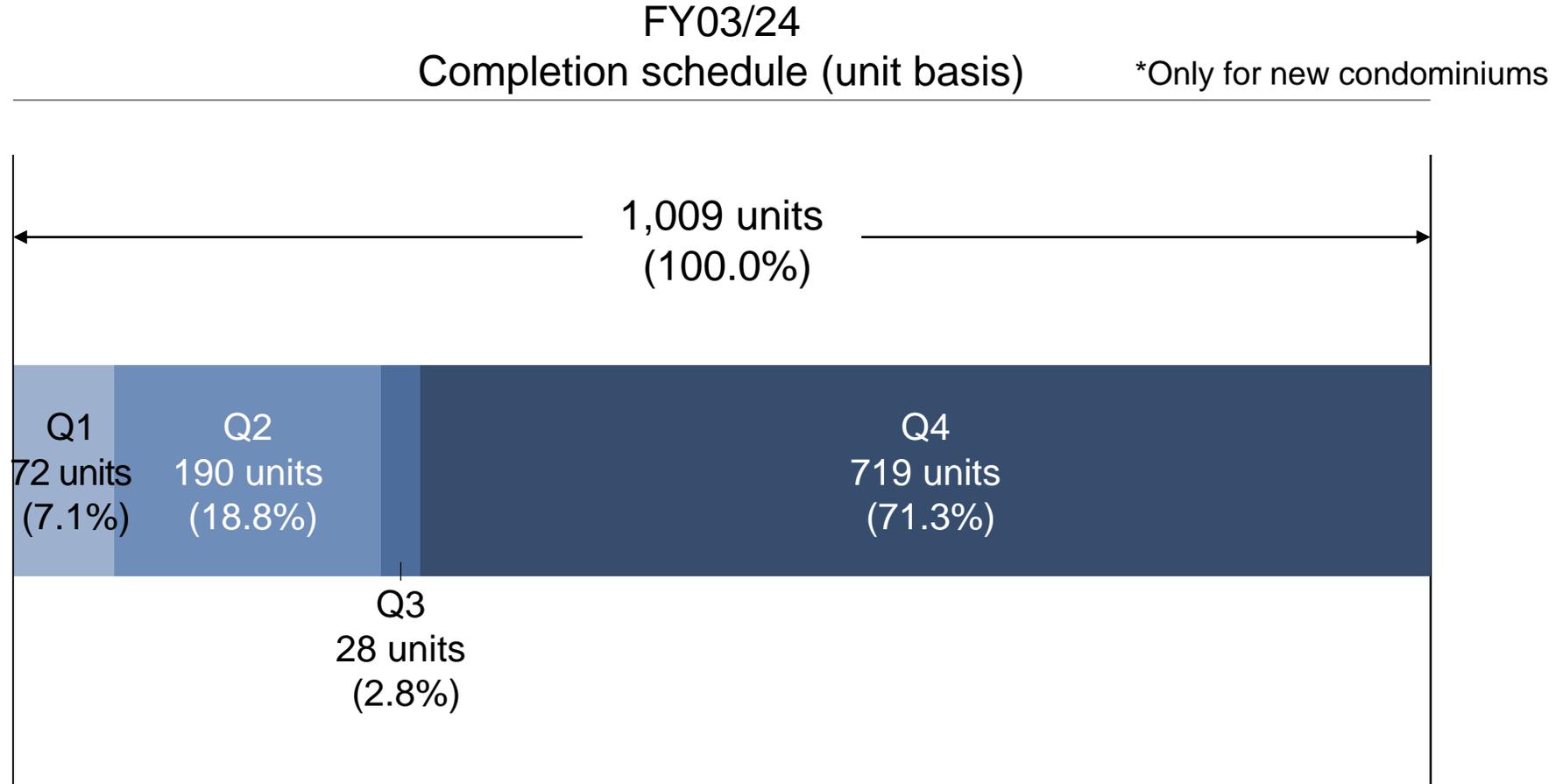


Fukuoka, Fukuoka
Total number of units: 42
Scheduled to be completed in
March 2024

All units sold*

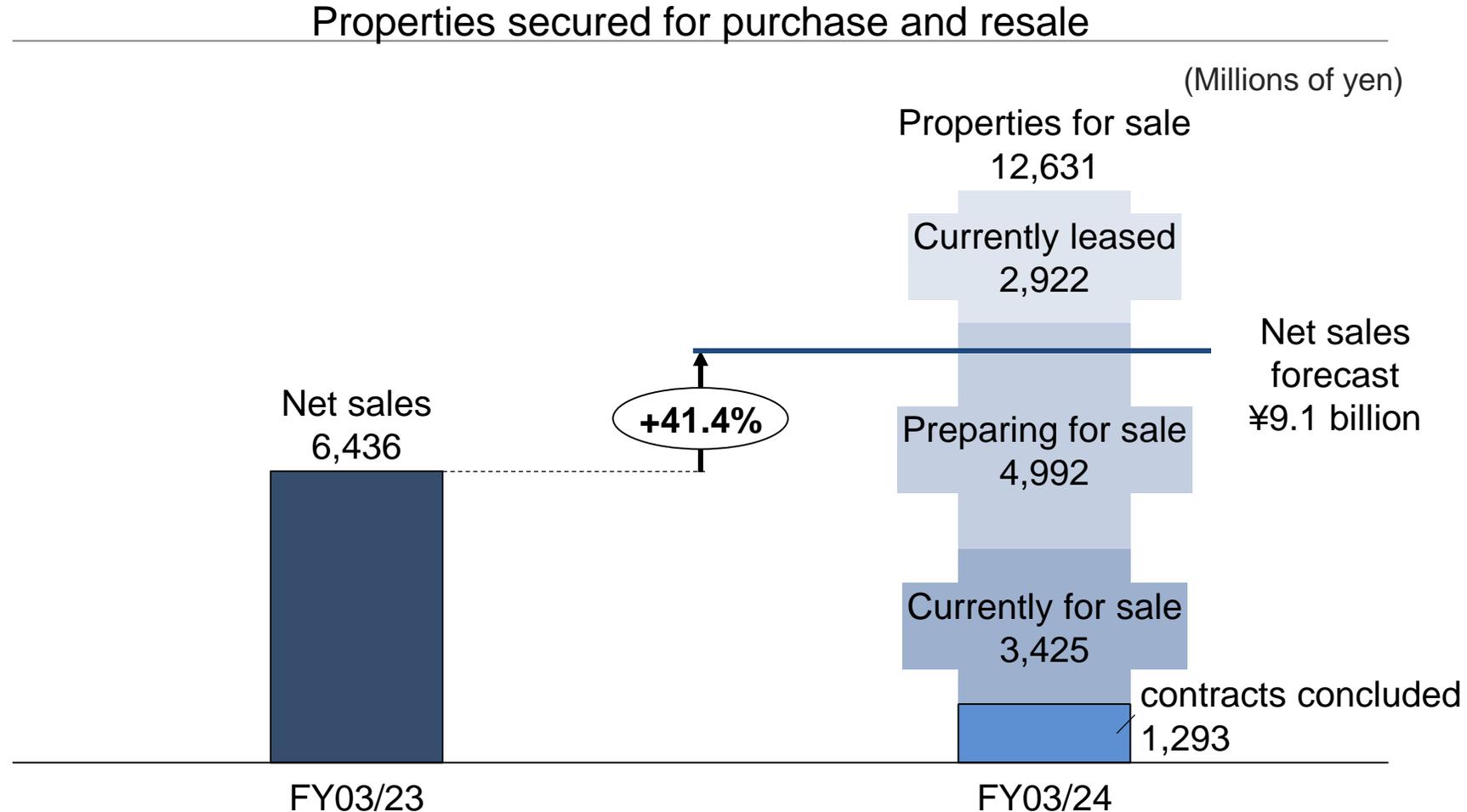
Residential Development Business: Completion Schedule

- Property completions concentrated in Q4 FY03/24 (sales recorded upon completion and delivery)
→ Net sales forecast weighted toward Q4



Real Estate Agency Business: Purchase and Resale

- We aim for ¥9.1 billion in purchase and resale net sales, up 41.1% vs. FY03/23.
- As of the start of the term, we have secured sufficient properties for sale.



Change in Reporting Segments

- Change in reporting segments to suit our current management structure (effective from April 2023)

➤ Former reporting segments



➤ New reporting segments



Progress of Five-Year Strategy

- In **FY03/23**, the first year of our strategy, both net sales and profits exceeded targets.
- Our Residential Development and other businesses are **performing ahead of target**.
- In the Residential Development business, contracts at the beginning of the term amount to 97% of the FY03/24 net sales target.
- The Residential Development business **secured enough properties for sale to cover through FY03/25**.
- **At the start of the term**, Purchase and Resale in the Real Estate Agency business **secured enough properties for sale to exceed sales targets for FY03/24**.
- Brisk management contracts obtained in the Condominium Management business **exceed the number of management units targeted for end-FY03/24**.

Progress of Five-Year Strategy

- We are performing ahead of plan.
- The FY03/24 forecast for profit attributable to owners of parent is on a par with the FY03/26 target.

(Billions of yen)

	FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Net sales	59.0	74.0	84.0	90.0	100.0
Residential Development business	45.0	55.0	60.0	63.0	66.0
Real Estate Agency business	8.0	10.0	12.0	15.0	18.0
Wealth Solution business	1.2	4.0	6.0	7.0	10.0
Condominium Management business	5.2	5.3	5.5	5.6	5.8
Ordinary profit	3.7	4.2	4.8	5.5	6.0
Profit attributable to owners of parent	2.6	2.9	3.3	3.8	4.1

Plan achieved

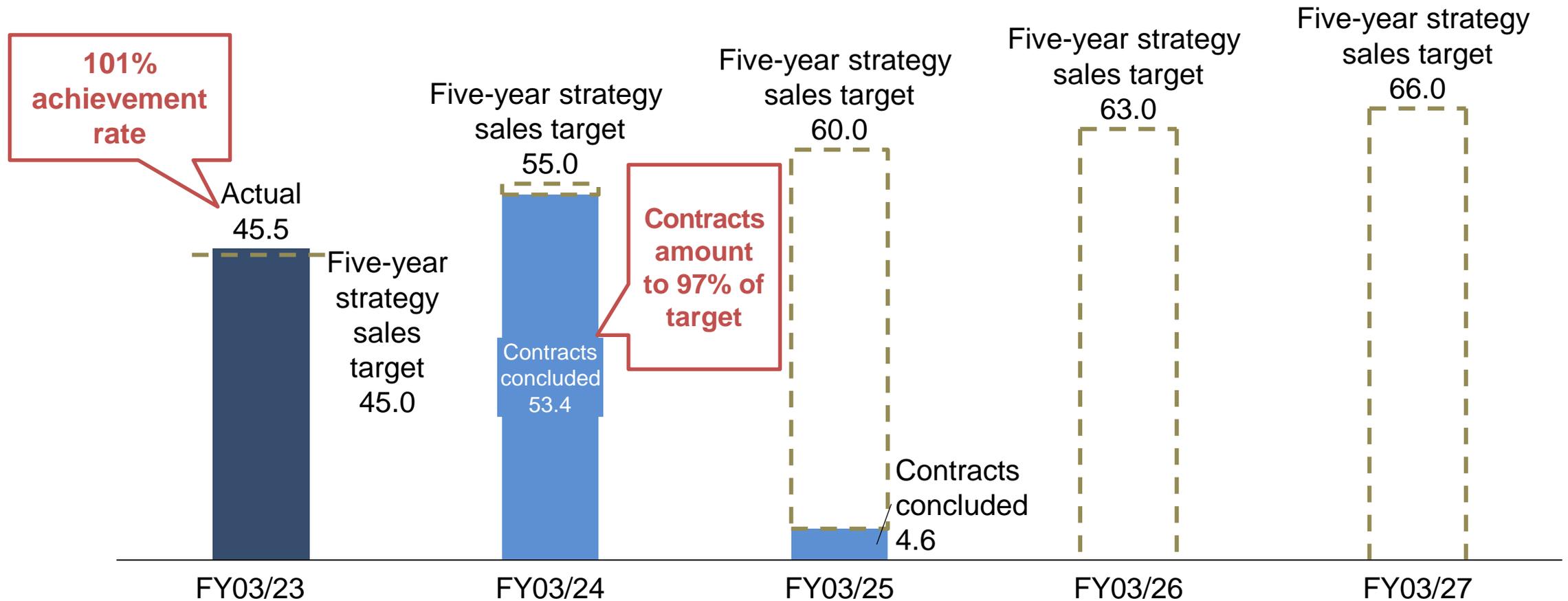
FY03/24 forecast

Residential Development Business: Progress Against Sales Targets

- Sales performing steadily (contracts amount to 97% of target in FY03/24)
- Pursuing sales of properties to be recorded as sales in FY03/25 onward

Residential Development business sales targets

(Billions of yen)

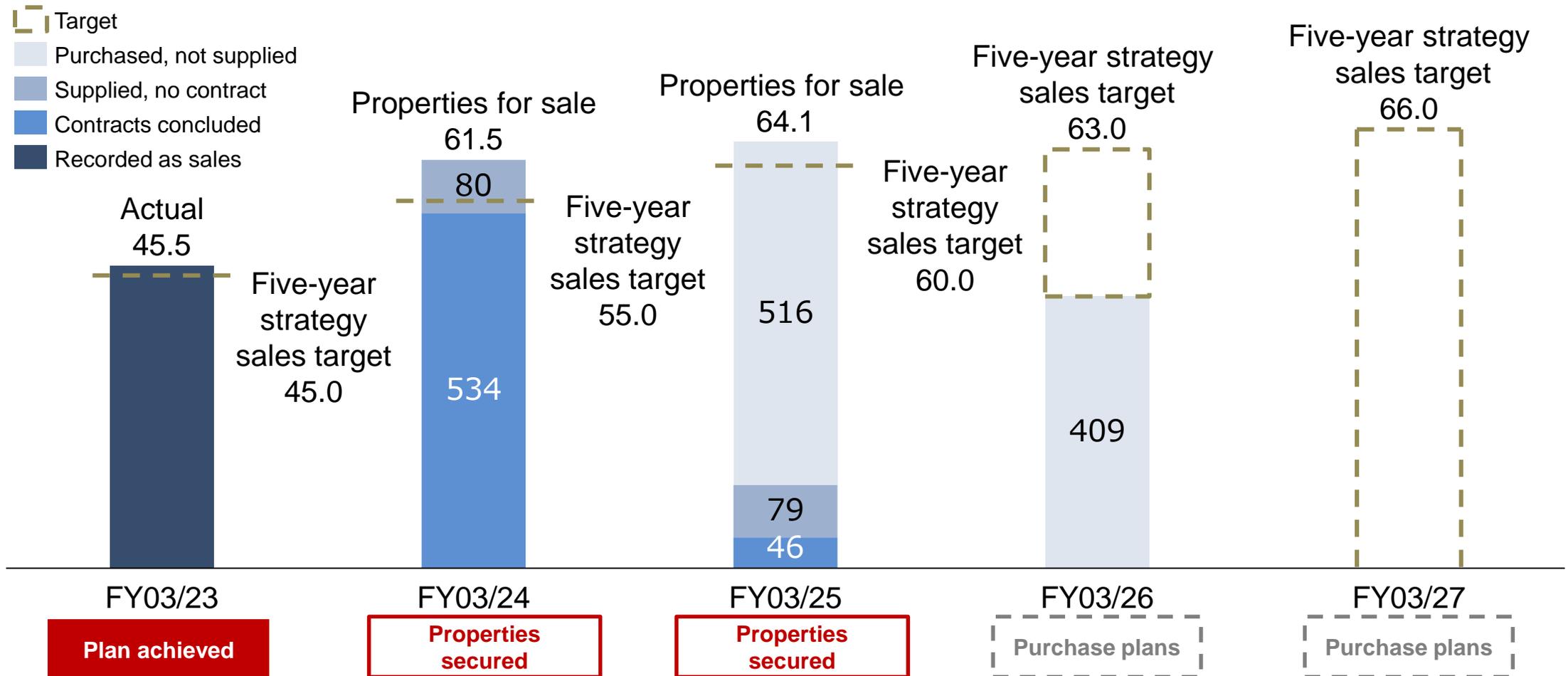


Residential Development Business: Progress Against Sales Targets

- Properties for sale secured sufficient through FY03/25
- Proceeding with purchases for FY03/26 and FY03/27

Residential Development business sales targets

(Billions of yen)



[Ref.] Residential Development Business: Progress Against Sales Targets 明和地所

- Plan achieved in inaugural year, FY03/23
- Sales performing smoothly in FY03/24

(Billions of yen)

		FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Plan	Net Sales (Residential Development)	45.0	55.0	60.0	63.0	66.0
	Net sales recorded (①)	45.5	—	—	—	—
Progress	Contracts concluded (②)	—	53.4	4.6	—	—
	Expected net sales (①+②)	45.5	53.4	4.6	—	—
	Progress against full- year target	101%	97%	7%	—	—

**Plan
achieved**

[Ref.] Residential Development Business: Progress Against Sales Targets

- Smooth performance in properties for sale secured (purchased)
- Properties secured sufficient through FY03/25

(Billions of yen)

		FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Plan	Net Sales (Residential Development)	45.0	55.0	60.0	63.0	66.0
	Net sales recorded (①)	45.5	—	—	—	—
Progress	Contracts concluded(②)	—	53.4	4.6	—	—
	Supplied, no contract (③)	—	8.0	7.9	—	—
	Purchased, not supplied (④)	—	—	51.6	40.9	—
	Sales & properties for sale (①+②+③+④)	45.5	61.5	64.1	40.9	—
	Progress against full-year target	101%	112%	107%	64%	—

Plan achieved

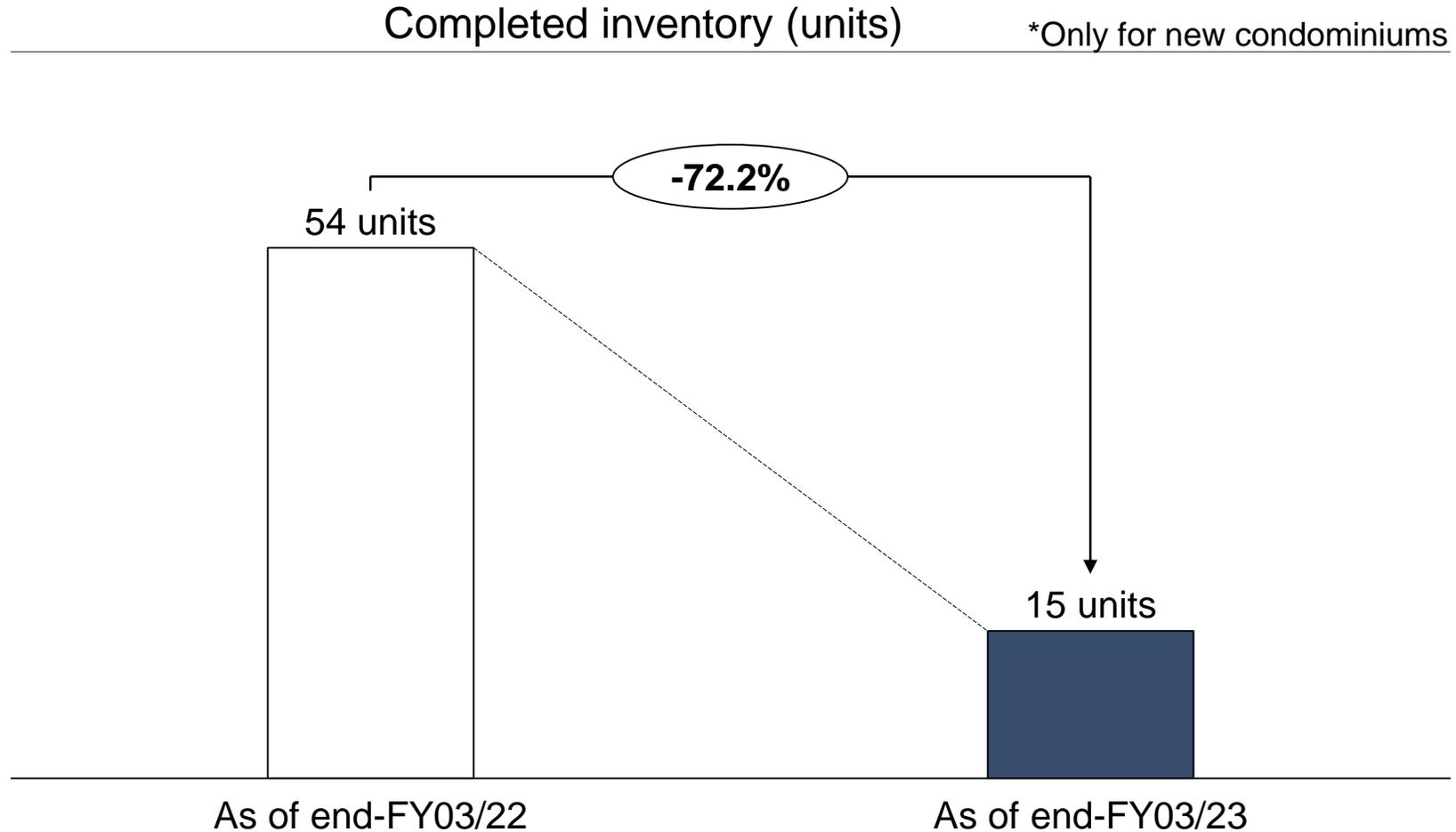
Properties secured

Properties secured

Purchase plans

Purchase plans

- Completed inventory at end of FY03/23 was low, at 15 units

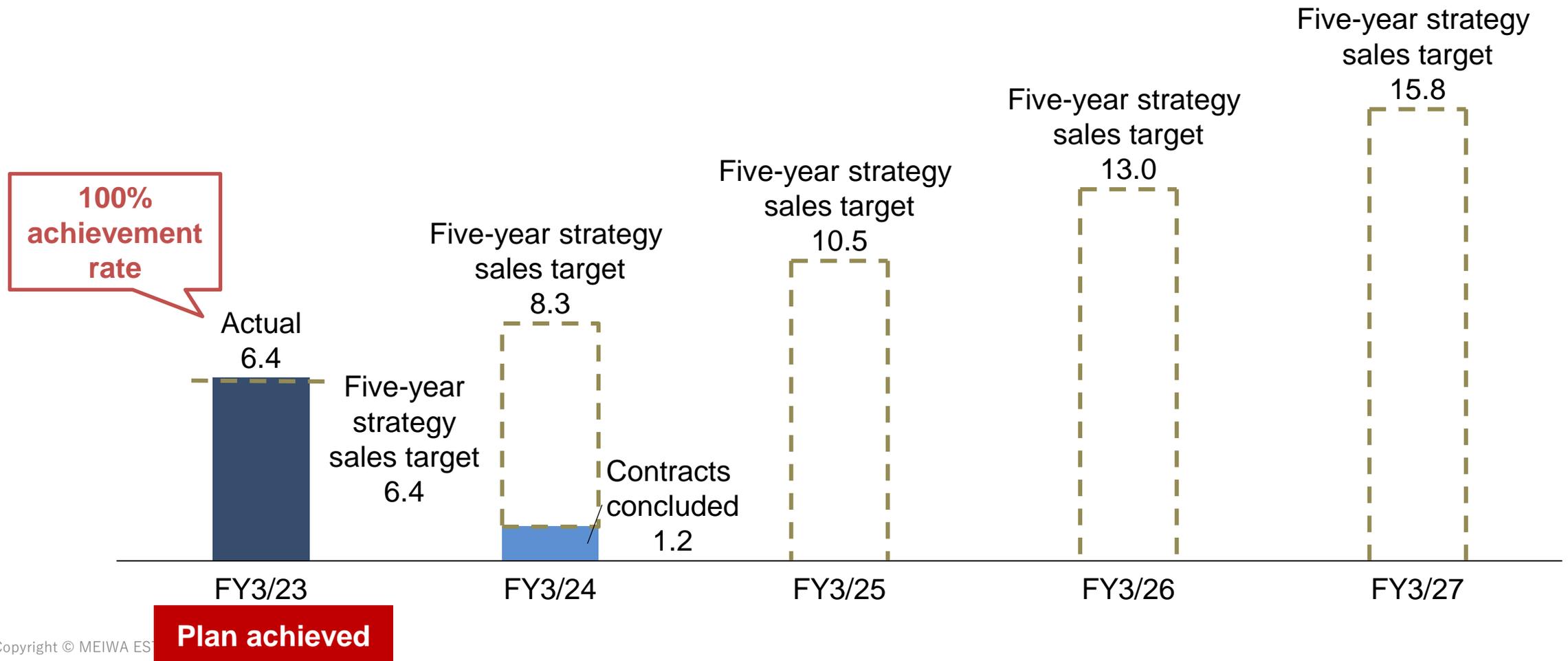


Real Estate Agency Business, Purchase and Resale: Progress Against Sales Targets

- Plan achieved in inaugural year
- Pursuing sales of properties to be recorded as sales in FY03/24

(Billions of yen)

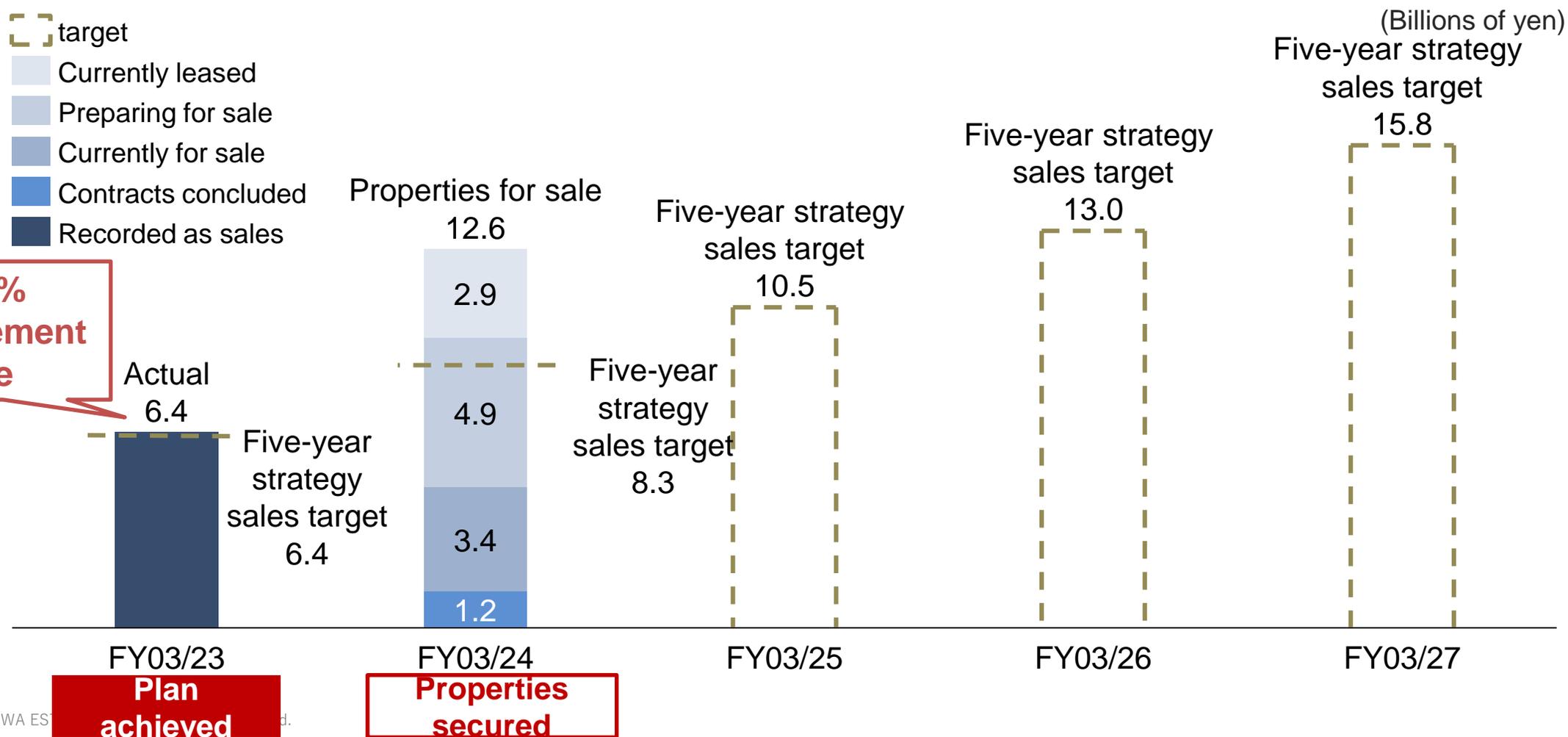
Purchase and Resale sales targets



Real Estate Agency Business, Purchase and Resale: Progress Against Sales Targets

- Ample properties for sale secured for FY03/24

Purchase and Resale sales targets



[Ref.] Real Estate Agency Business, Purchase and Resale: Progress Against Sales Targets

- FY03/23 purchase and resale net sales on target

(Billions of yen)

		FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Plan	Net sales (Real Estate Agency)	8.0	10.0	12.0	15.0	18.0
	Purchase and Resale	6.4	8.3	10.5	13.0	15.8
Progress	Net sales recorded (①)	6.4	—	—	—	—
	Contracts concluded (②)	—	1.2	—	—	—
	Expected net sales (①+②)	6.4	1.2	—	—	—
	Progress against full-year target	100%	14%	—	—	—

Plan achieved

[Ref.] Real Estate Agency Business, Purchase and Resale: Progress Against Sales Targets

- Properties secured to achieve FY03/24 sales plan

(Billions of yen)

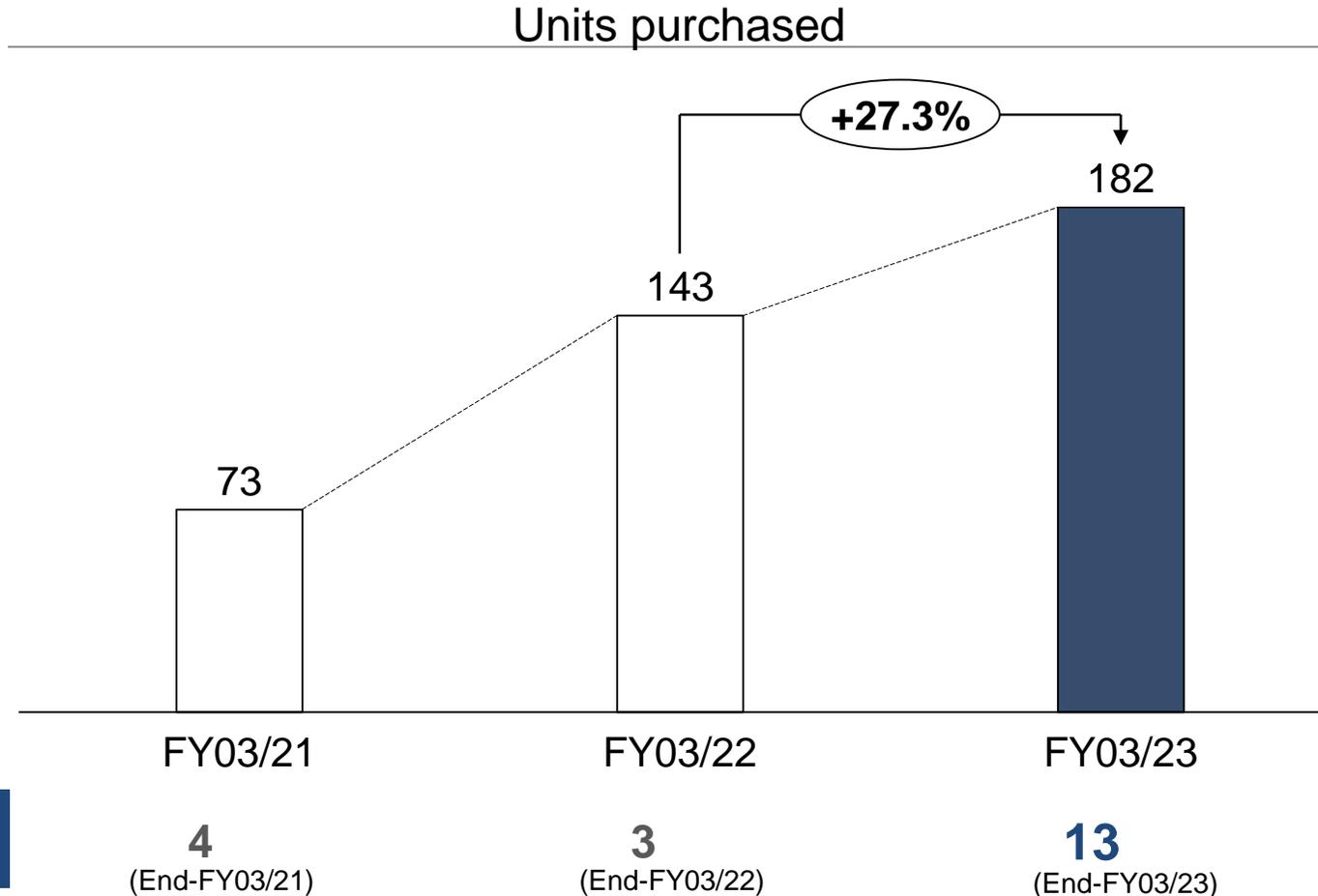
		FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Plan	Net sales (Real Estate Agency)	8.0	10.0	12.0	15.0	18.0
	Purchase and Resale	6.4	8.3	10.5	13.0	15.8
Progress	Net sales recorded (①)	6.4	—	—	—	—
	Contracts concluded(②)	—	1.2	—	—	—
	Currently for sale (③)	—	3.4	—	—	—
	Currently in sales preparation (④)	—	4.9	—	—	—
	Currently leased (⑤)	—	2.9	—	—	—
	Sales & properties for sale (sum of ① to ⑤)	6.4	12.6	—	—	—
	Progress against full-year target	100%	151%	—	—	—

Plan achieved

Properties secured

Progress of Real Estate Agency Business: Purchase and Resale

- In April 2022, we formed a team dedicated to purchasing, in order to strengthen our purchasing activities.
- In FY03/23, the number of units purchased increased by 27.3% YoY.



No. of purchasing staff

4
(End-FY03/21)

3
(End-FY03/22)

13
(End-FY03/23)

Real Estate Agency Business, Brokerage: Progress Against Sales Targets

- FY03/23 net sales exceeded plan

(Billions of yen)

		FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Plan	Net sales (Real Estate Agency)	8.0	10.0	12.0	15.0	18.0
	Brokerage	0.6	0.7	0.8	0.9	1.1
	No. of stores	11	13	15	15	15
Progress	Net sales	0.8	—	—	—	—
	Progress against full-year target	137%	—	—	—	—
	No. of stores	11	—	—	—	—

Plan achieved

- We are opening new stores and expanding our workforce.



Condominium Management Business: Progress Against Sales Targets 明和地所

- In the inaugural year, FY03/23, both net sales and units under management exceeded our plans.
- Including units scheduled to commence management at the start of the period, the number of units under management reached the planned levels for FY03/24.

(Billions of yen)

		FY03/23	FY03/24	FY03/25	FY03/26	FY03/27
Plan	Net sales	5.2	5.3	5.5	5.6	5.8
	No. of units under management (end of period)	45,000	47,000	49,000	51,000	53,000
Progress	Net sales	5.3	—	—	—	—
	Achievement rate	102%	—	—	—	—
	No. of units under management (end of period)	45,759	More than 47,902*1	—	—	—
	No. of units scheduled to commence management (at start of period)	—	2,143*2			
	Achievement rate	101%	102%			

Plan achieved

*1 This is the sum of the no. of units under management at end-FY03/23 and the no. of units scheduled to be managed on FY03/24 (as of the start of the period).

*2 This is the total of 1,009 units scheduled for completion of our own condominiums and 1,134 condominiums managed by other companies that have been contracted as of the start of the period.

Condominium Management Business: New Management Contracts

- FY03/23 saw a sharp increase in number of condominiums switching from other management companies (7.8x YoY).
- We will continue strengthening sales activities for winning new management contracts.

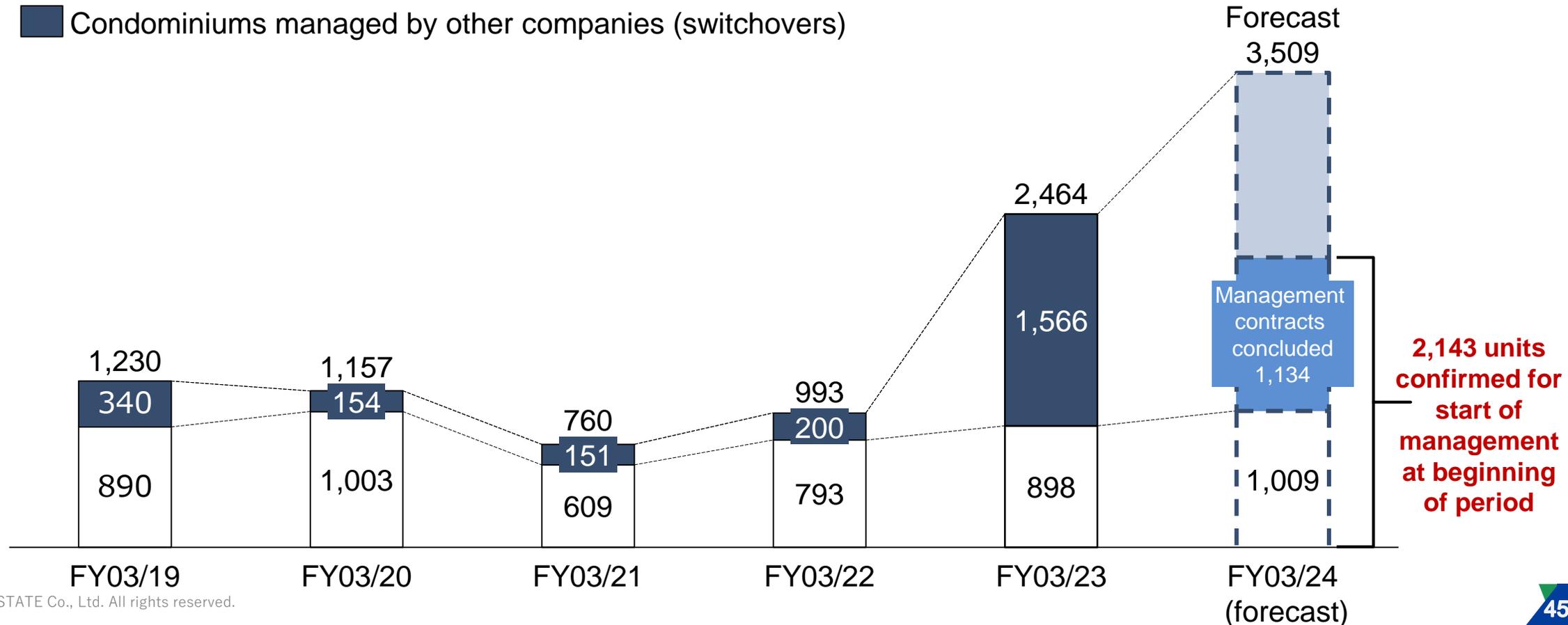
Composition of no. of units under new management contract

*Based on start of management

(Units)

□ Own condominiums (CLIO condominiums)

■ Condominiums managed by other companies (switchovers)



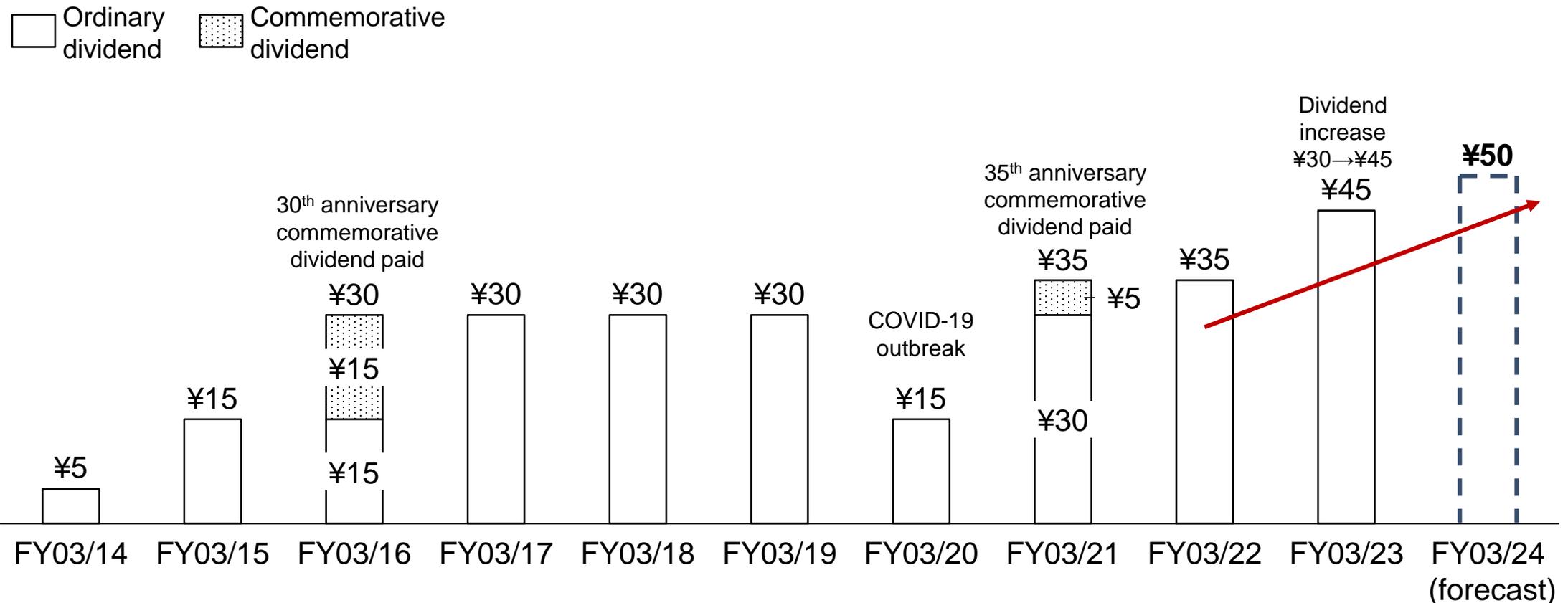


Shareholder Returns



- We plan to pay dividends of ¥45 per share for FY03/23.
- We plan to pay dividends of ¥50 per share for FY03/24, an increase of ¥5 per share.
- We aim for stable dividends, with a payout ratio of around 30%.

Dividends



Shareholder Benefits

- The introduction of a shareholder benefit program to improve share liquidity was announced in December 2022.
- Points will be awarded based on the number of shares held as of March 31 each year.

Shareholder benefit points are awarded based on the number of shares held

Number of shares held	Benefit points	Timing of reward
600 shares to 699 shares	4,000 points	Early May 2023
700 shares to 799 shares	6,000 points	
800 shares to 1,499 shares	12,000 points	
1,500 shares to 1,999 shares	20,000 points	
2,000 shares to 2,499 shares	25,000 points	
2,500 shares to 2,999 shares	30,000 points	
3,000 shares or more	50,000 points	

- Click here for details on the Meiwa Estate Premium Club
<https://meiwajisyo.premium-yutaiclub.jp/>





Compliance with Continued Listing Criteria (Prime Market)



Compliance with Continued Listing Criteria (Prime Market)

- Compliance status as of March 31, 2023 is as follows.
- We met requirements for continued prime market listing for all criteria.

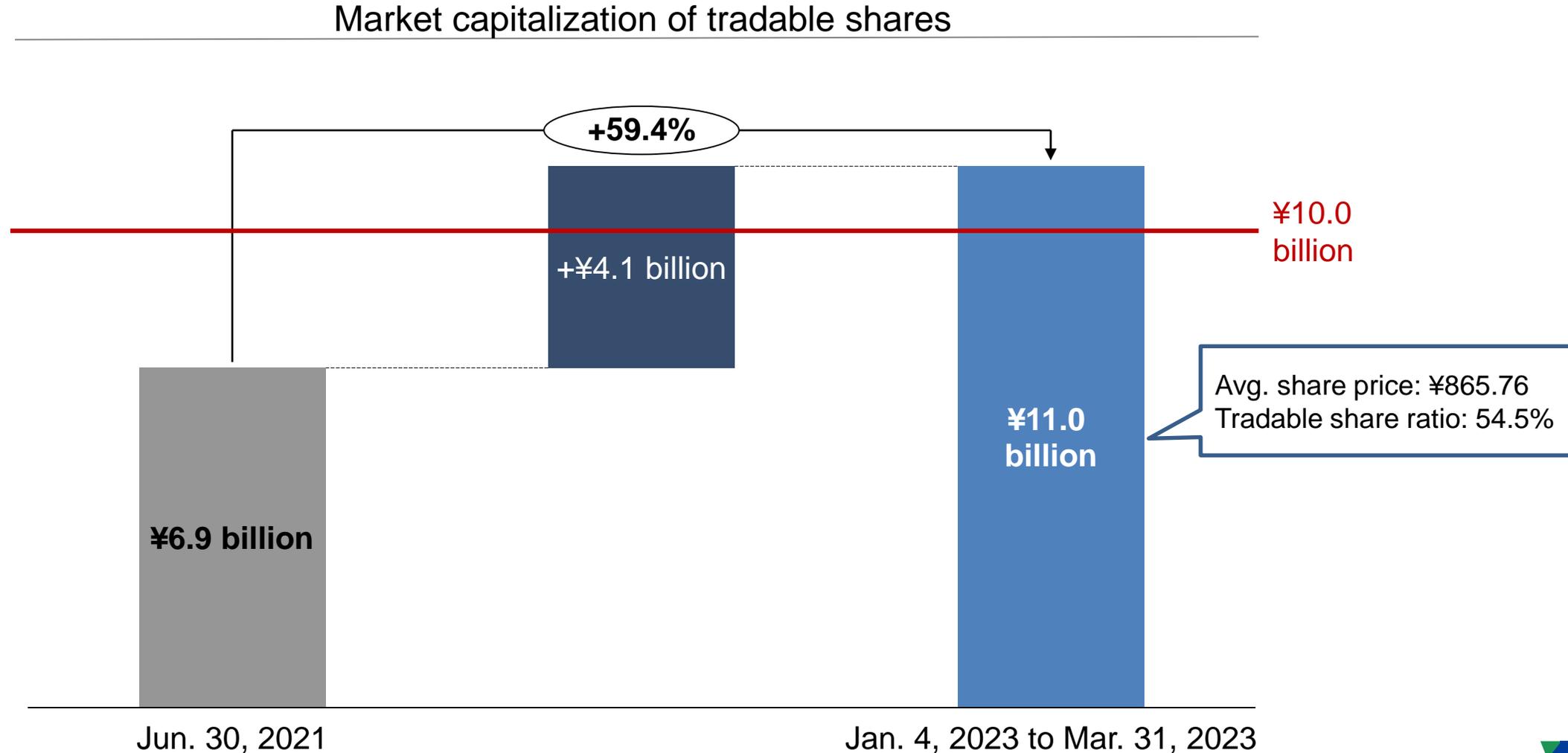
	No. of shareholders (people)	No. of tradable Shares (Units)	Tradable share market capitalization (billions of yen)	Tradable share ratio (%)	Daily avg. trading value (millions of yen)
Continued listing criteria (Prime Market)	800 people	20,000 units	¥10 billion	35%	¥20 million
Compliance status met?	Yes	Yes	Yes	Yes	Yes
As of March 31, 2023 ^{*1}	10,199 people	127,967 units	¥11.07 billion	54.5%	¥35 million
As of June 30, 2021 ^{*2} (As of the transition base date)	8,757 people	108,216 units	¥6.93 billion	43.4%	¥50 million

*1 For compliance status as of March 31, 2023, the daily average trading value is the average of the daily value for the one-year period from January 1, 2022 to December 31, 2022, as informed by the TSE on January 11, 2023. Other criteria are listed in accordance with "Status of Compliance with Listing Maintenance Standards (Distribution Standards)" received from the TSE.

*2 The status of compliance as of June 30, 2021 is calculated based on the distribution of the Company's share certificates, etc. as of the record date of the TSE.

Market Capitalization of Tradable Shares

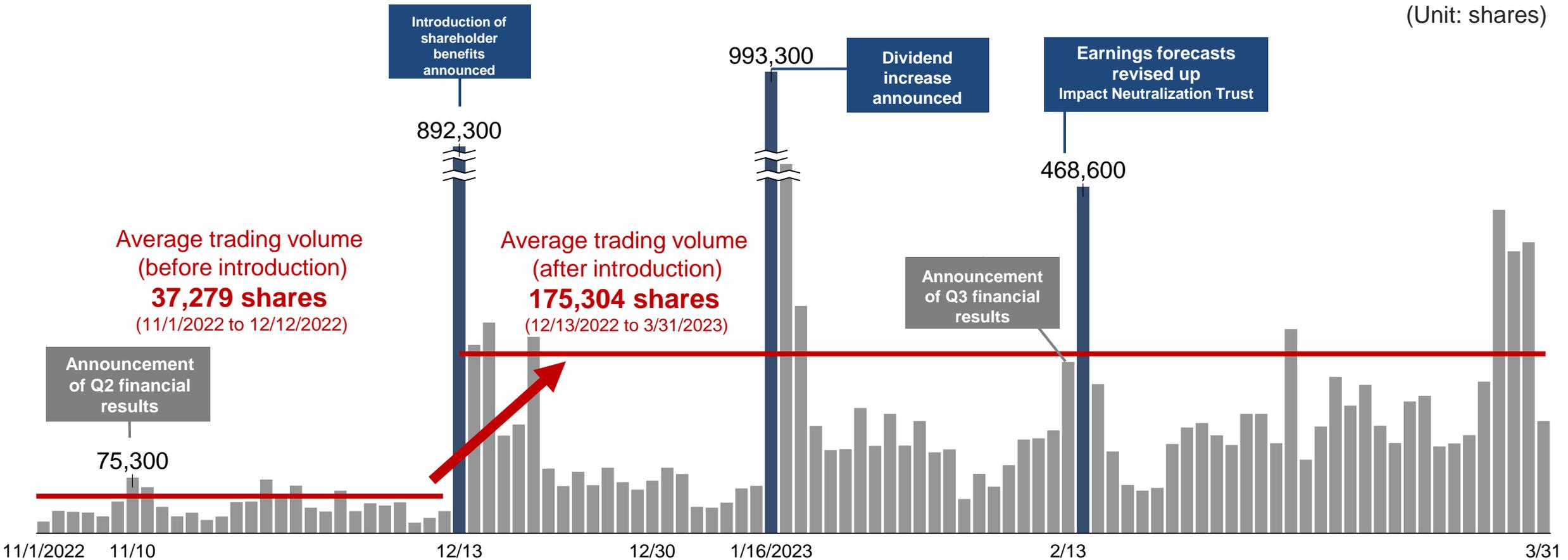
- Market capitalization of tradable shares was ¥11.0 billion as of March 31, 2023.
- We are in compliance with Prime Market continued listing criteria.



- Liquidity increased 4.7-fold upon introduction of a shareholder benefit program.

Trading volume of the Company's shares

(Unit: shares)



- We pursued the following initiatives in FY03/23.

		Policy	Initiative status and results
Improve our share price	Improve our earnings	<ul style="list-style-type: none"> • Increase our medium- to long-term profits • Maintain stable financial management • Expand stable businesses (expand recurring / fee businesses) 	<ul style="list-style-type: none"> • Steady progress on Five-Year strategy • Profits exceeded plan in inaugural year FY03/23
	Improve our stock valuation multiples (P/E, etc.)	<ul style="list-style-type: none"> • Improve liquidity, expand investor base • Enhance shareholder returns • IR enhancement • Review and publication of growth strategy 	<ul style="list-style-type: none"> • Announcement of dividend increase (January 2023) • Redefined dividend policy (January 2023) • Adoption of shareholder benefit program • Implementation of IR enhancements
Raise our ratio of tradable shares		<ul style="list-style-type: none"> • Optimization of shareholder composition • Retirement of treasury stock 	<ul style="list-style-type: none"> • Establishment of Impact Neutralization Trust (February 2023) • Implemented retirement of treasury stock (February 2023)

■ The following is the current status of our IR enhancement measures.

- Implemented
- Partially implemented
- × Not implemented

	As of Apr. 2022	As of May 16, 2023	Upcoming
Medium-Term Management Plan	○: Published	○: Explained progress in Q2 and Q4	• Medium-term plan to be updated on a rolling basis (full year)
Financial results briefing	-: Distributed recording	○: Live streaming in Q2 In person + live in Q4	• Conduct for 1H and full-year
Q&A session in briefing meetings	×: Not provided	○: Provided in Q2 and Q4	• Conduct for 1H and full-year
Quarterly financial results presentation material	-: Provided for 1H and full-year	○: Now available	• Provide quarterly updates
IR website (Japanese)	○: Provided	○: Renewed	
IR website (English)	×: Not provided	○: Now available	
Translate IR materials into English	×: Not provided	○: Now available	• Content to be expanded
Briefing meetings for individual investors	-: Radio Nikkei	○: Held one time	• To be held on May 27 and July 11
External reports (Japanese, English)	×: Not provided	○: Released	• To be updated quarterly
One-on-one meetings	×: None	○: 5 meetings held	• To be offered and implemented for each quarterly results announcement

- We spoke at results briefings and individual investor events in FY03/23.

➤ Addresses made in FY03/23

Event	Date	For institutional investors and analysts	For individual investors	Details
FY03/22 financial results briefing	May 26, 2022	Yes		<ul style="list-style-type: none"> • Videos explaining FY03/22 financial results and FY03/23 earnings forecasts
Q2 FY03/23 financial results briefing	November 15, 2022	Yes		<ul style="list-style-type: none"> • Live streaming of Q2 FY03/23 financial results, progress of Five-Year strategy, etc.
IR seminar for individual investors	February 17, 2023		Yes	<ul style="list-style-type: none"> • In-venue + live streaming of Company profile, shareholder returns, etc.

- Addresses are planned for multiple events in FY03/24, as well.

➤ Addresses planned in FY03/24

Event	Date	For institutional investors and analysts	For individual investors	Details
FY03/23 financial results briefing	May 16, 2023	Yes		<ul style="list-style-type: none"> • Overview of FY03/23 financial results, FY03/24 earnings forecast, progress of Five-Year strategy, etc. • In-venue and live streaming
IR seminar for individual investors	May 27, 2023		Yes	<p>Speaker</p>  <p>President and CEO Hideaki HARADA</p> <p>代表取締役社長 原田 英明 (はらだ ひであき)</p>
IR seminar for individual investors	July 11, 2023		Yes	
Q2 FY03/24 financial results briefing	Mid-November 2023	Yes		

Enhancement of IR: 1on1 Meetings

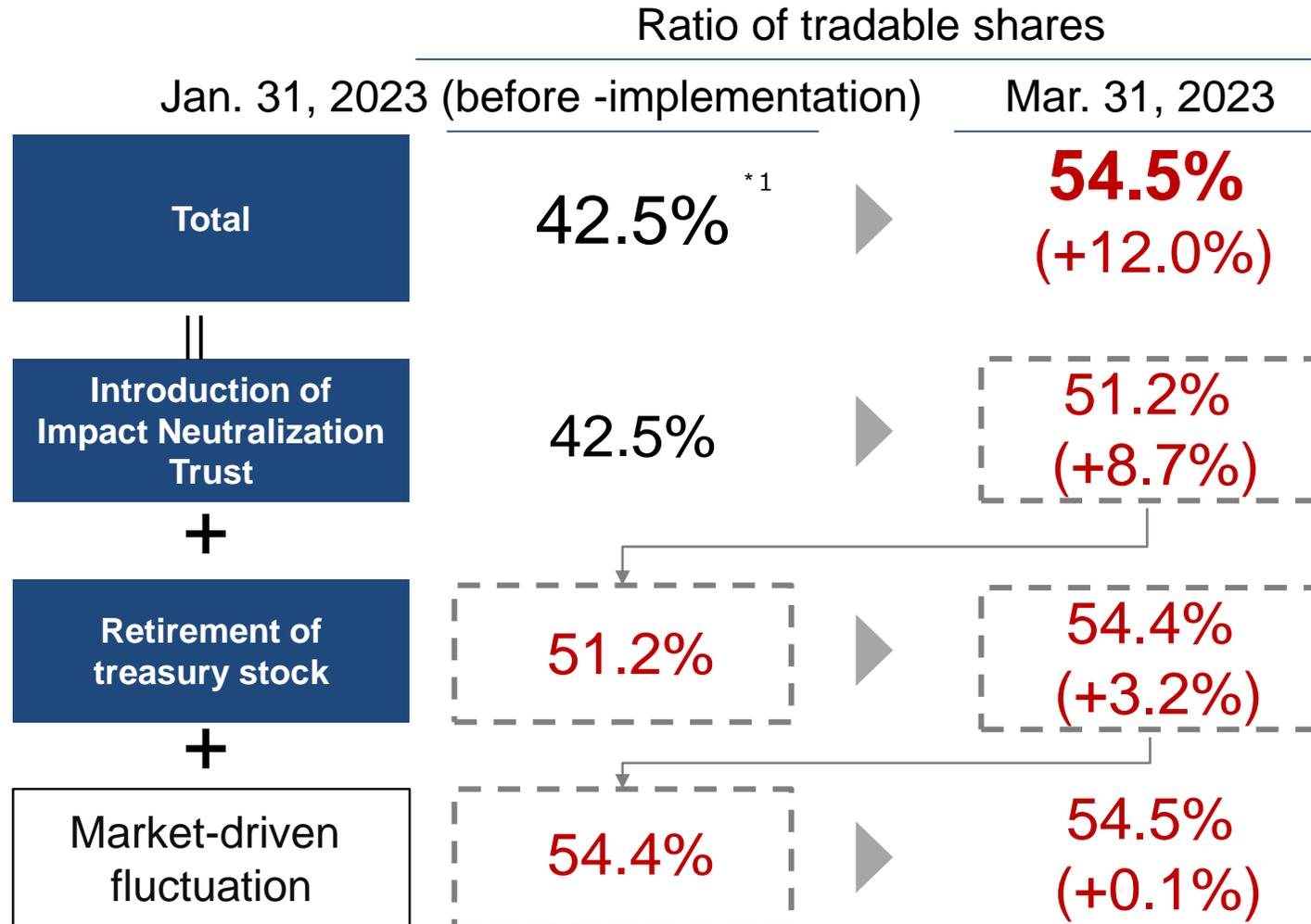
- Five one-on-one meetings held in February and March 2023
- Now accepting requests for meetings for May and June 2023

➤ Status of one-on-one meeting implementation

Meeting destination	Date	Participants from Meiwa Estate		
		Koji Kakizaki Executive Director & Executive Officer	Shunsuke Yoshizawa Executive Director & Executive Officer	Satoshi Ibaraki Executive Officer & General Manager of Corporate Planning Department
Securities Company A	Feb. 2023	Yes	Yes	Yes
Securities Company B	Mar. 2023	Yes	Yes	Yes
Securities Company C	Mar. 2023	—	—	Yes
Securities Company D	Mar. 2023	—	—	Yes
Report issuing company	Mar. 2023	Yes	—	Yes

[Ref] Measures to Increase Ratio of Tradable Shares

- In order to comply with the TSE Prime Market criteria for continued listing, we introduced measures to increase the ratio of tradable shares from 42.5% as of January 31 to 54.5% as of March 31.



Outline of the measures

- Increased the ratio of tradable shares by purchasing non-tradable shares and gradually selling them. (Implemented in February 2023)
- Reduced the number of issued shares, increasing the ratio of tradable shares due to the retirement of treasury stocks already held. (Implemented in February 2023)

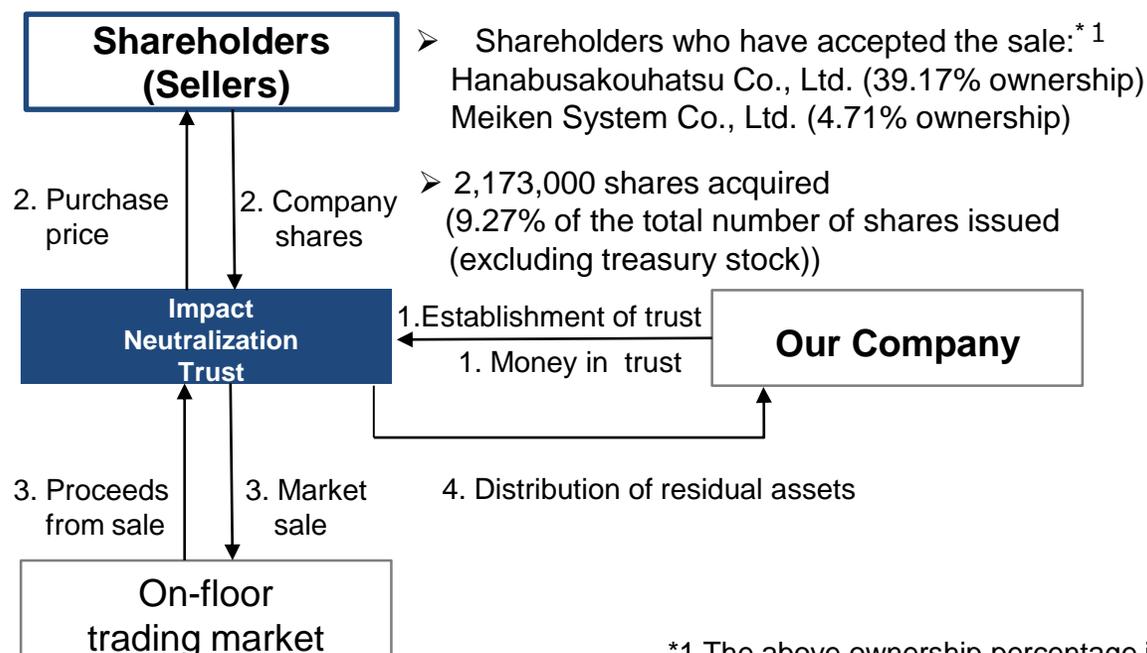
*1 The ratio of tradable shares on Jan. 31, 2023, is calculated by the Company based on the shareholder register as of September 30, 2022.

[Ref] Measures to Increase Ratio of Tradable Shares: Impact Neutralization Trust

- To increase tradable share market capitalization, we negotiated with major shareholders to optimize the composition of our shareholders and implemented measures to increase the ratio of tradable shares. To minimize the impact on the supply and demand of the stock market, we used the Impact Neutralization Trust. (Implemented on February 13, 2023)

Outline of the Impact Neutralization Trust

1. The Company establishes a trust for which the Company is the beneficiary and places money in the trust.
2. The Trust acquires shares from major shareholders of the Company through off-floor trading (ToSTNet-2).
3. The Trust gradually sells the shares in the on-floor trading market.
4. After the sale, the residual assets will be distributed to the Company, which is the beneficiary.



*1 The above ownership percentage is based on the total number of issued shares as of the end of September 2022.

Merits of the Trust

➤ Increases the ratio of tradable shares

Shares held by major shareholders (i.e., non-tradable shares) are sold to a financial institution (the Trust) to become tradable shares.

(= **Helps to improve the total market value of tradable shares**, a Prime Market continued listing criteria)

➤ Improves market liquidity

By reducing the daily sales volume (market participation rate) and providing ample time to sell shares, we expect the market liquidity of the Company's shares to improve, and the impact of the sale of shares on the market supply and demand to decrease.

- For details on this matter, please refer to the “Notice Concerning Establishment of Impact Neutralization Trust for Improvement of Market Capitalization of Tradable Shares” disclosed on February 13, 2023. (Japanese only)

[Ref] Measures to Increase the Ratio of Tradable Shares: Retirement of Treasury Stock

- Retirement of treasury stock on February 28, 2023
- Decrease in number of shares issued and increase in ratio of tradable shares

Retirement of treasury stock

1. Type of shares retired: Common shares
2. Total number of shares retired: 1,446,050 shares
(Percentage of the total number of issued shares before retirement: 5.80%)
3. Date of retirement: February 28, 2023
4. (Reference) Status of shares after retirement

The total number of shares issued decreased and the **ratio of tradable shares increased**

	Before retirement	After retirement
Issued shares	24,893,734 shares	23,447,684 shares
Shares of treasury stock	1,446,050 shares	0 shares

[Ref] Enhance Shareholder Returns: Dividend Increase, Dividend Policy

- We plan to raise the dividend from ¥35 to ¥45 in FY03/23
- The Company has decided to set a dividend payout ratio of around 30%.

Year-end dividend per share for the fiscal year ending
March 2023 (scheduled)

¥ 35  ¥ 45

(Announced on May 12, 2022)

(Announced on January 16, 2023)

➤ January 16, 2023
Announcement of Revision to Dividend Forecast
(Dividend Increase)

➤ February 13, 2023
Announcement of Change in Dividend Policy

Before

The Company recognizes that returning profits to shareholders through long-term stable dividends is an important management task while also securing internal reserves, which are indispensable for strengthening its financial position. Also, one of the basic policies of the Five-year strategy is to enhance shareholder returns by increasing dividends in line with business performance.

It is possible to pay dividends from surplus twice a year in the form of an interim dividend by resolution of the Board of Directors and a year-end dividend by resolution of the Annual Shareholders Meeting. However, in view of the current business environment, etc., the Company believes that it is most appropriate to pay dividends at the year-end.

After

One of the basic policies of the Five-year strategy is to enhance shareholder returns by increasing dividends in line with business performance.

The Company will strive to increase corporate value, that is, shareholder value, by improving business performance, while at the same time enhancing internal reserves to strengthen its financial position. At the same time, the Company will continuously pay stable dividends. During the period of the Five-year strategy, we aim to return profits to shareholders with a **dividend payout ratio of around 30%**.

It is possible to pay dividends from surplus twice a year in the form of an interim dividend by resolution of the Board of Directors and a year-end dividend by resolution of the Annual Shareholders Meeting and consideration will be made as needed.

[Ref] Liquidity Improvement Measures: Improvement of Employee Stock Ownership Plan

- By strengthening the employee stock ownership plan, we increased membership 2.2 times YoY.
- Our aim is to expand liquidity by stimulating stable buying demand.

Membership in Employee Stock Ownership Plan

(April 30, 2022)

51 members

(April 30, 2023)

116 members

Improvement of the Employee Stock Ownership Plan

Outline of measures

- Establish a 10% incentive rate for regular contributions in the existing employee stock ownership plan
- Plan to increase the size of the employee stock ownership plan
- Through participation in the employee stock ownership plan, aim to enhance employees' sense of belonging and participation in management
- Implemented in April 2023

Expected effects in the stock market

➤ **Improve liquidity**

- The plan should improve liquidity by boosting demand for regular purchases through the employee stock ownership plan.
- * Shares held under the employee stock ownership plan are treated as tradable shares.

[Ref] Enhancement of IR: Disclosure of External Reports

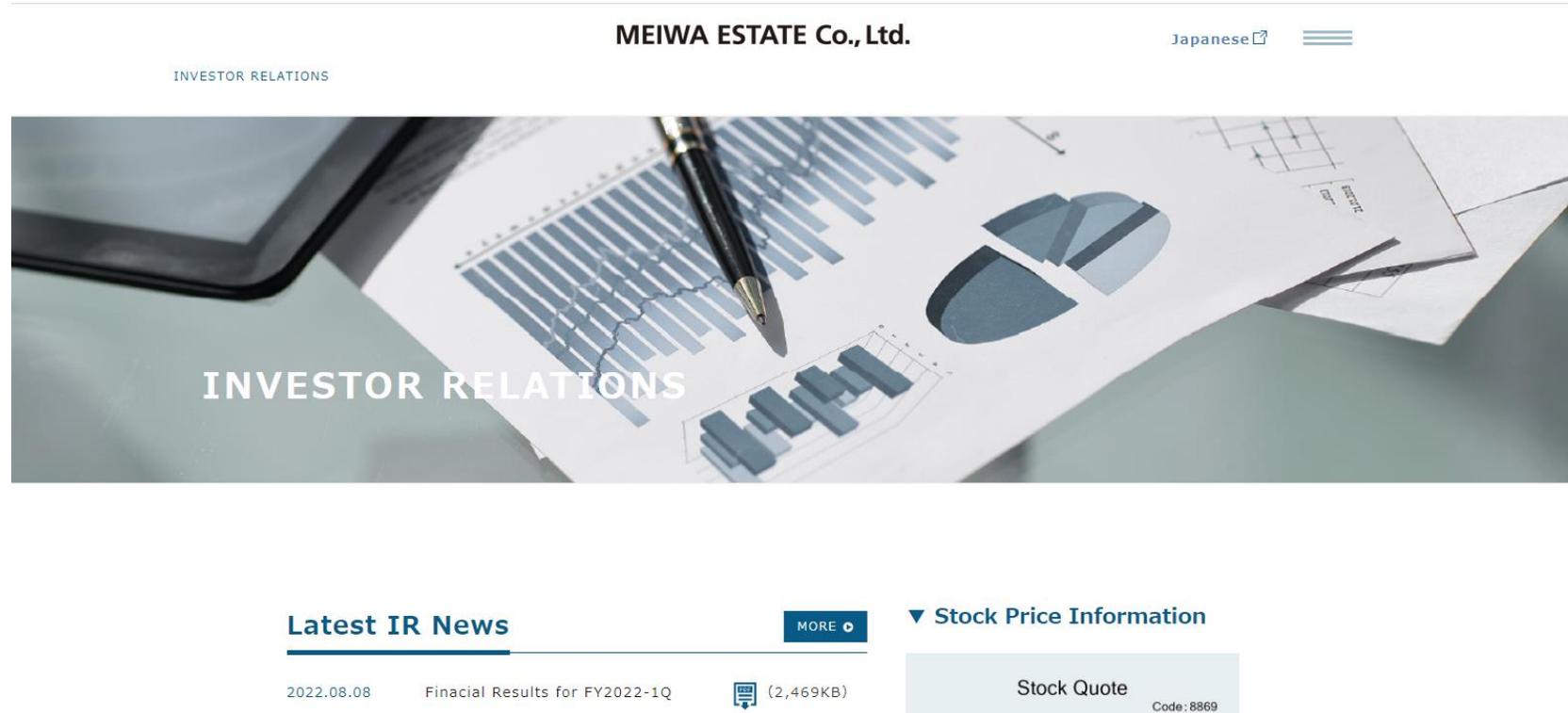
- Report on the Company released by Shared Research Inc.
- We will hold one-on-one meetings with institutional investors and analysts to actively disclose information.



- Click here for Shared Research's report on our Company.
<https://sharedresearch.jp/en/companies/8869>



- English IR website launched in November



➤ Click here for our English IR website.

https://www.meiwajisyo.co.jp/corp/ir/index_en.html





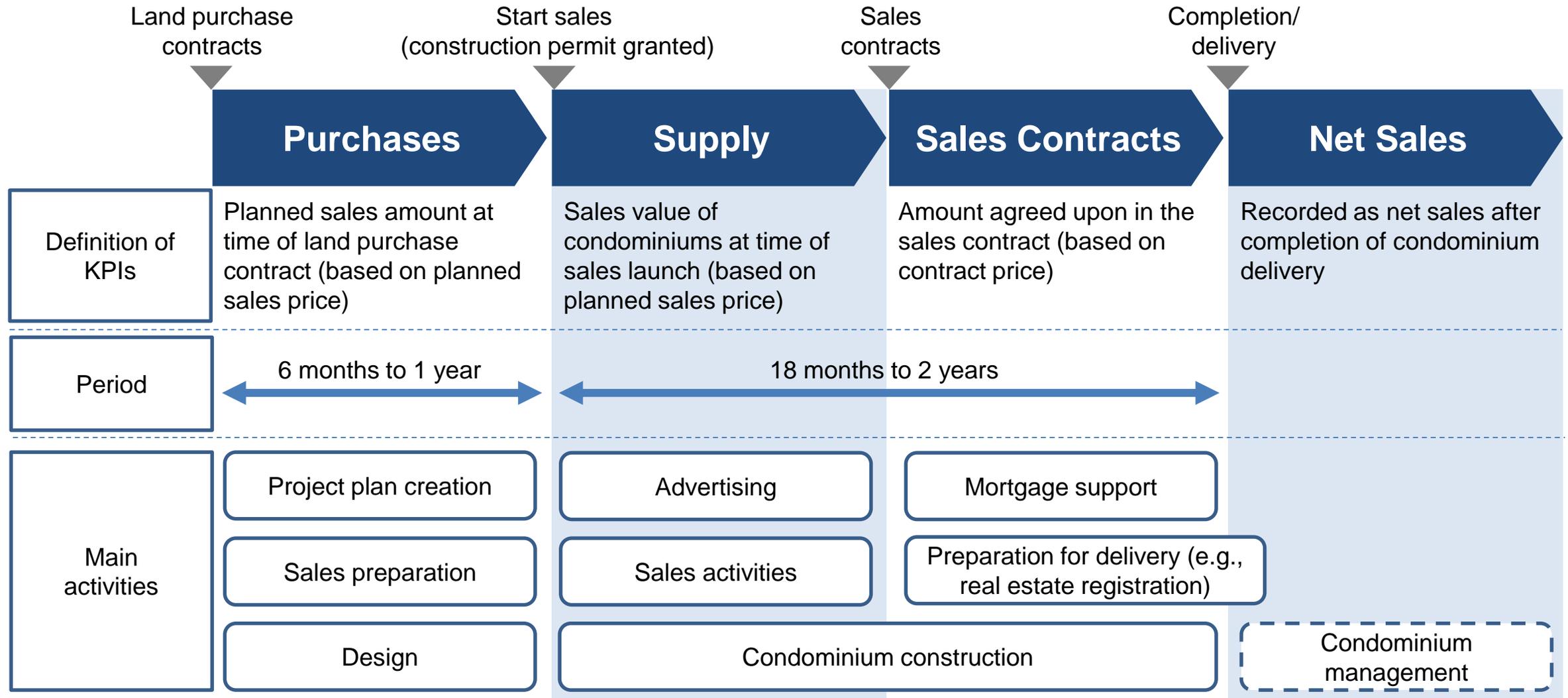
Segment Status



- Thanks to steady contract performance, net sales in the Residential Development business were up 19.5% YoY in FY03/23, to ¥45.5 billion.
- In FY03/24, we forecast net sales in the Residential Development business of ¥60.0 billion, up 31.6% YoY.
 - Sales contracts amount to 89% of the full-year net sales forecast.
- Since we have successfully secured properties for sale, we are focusing on carefully selected purchases.
- Completely inventory at fiscal year-end was 15 units, thanks to strong contract performance.
- Purchases: ¥67.6 billion (down 17.4% YoY)
 - We have secured sufficient properties for sale through FY03/25.
- Supply: ¥54.4 billion (up 6.0% YoY)
 - We have made a steady start toward the supply of properties scheduled to be recorded as net sales from FY03/25 onward.
- Contracts: ¥51.2 billion (up 5.3% YoY)
 - Strong growth supported by steady demand

[Ref] Leading Sales Indicators (KPIs) for the Residential Development Business

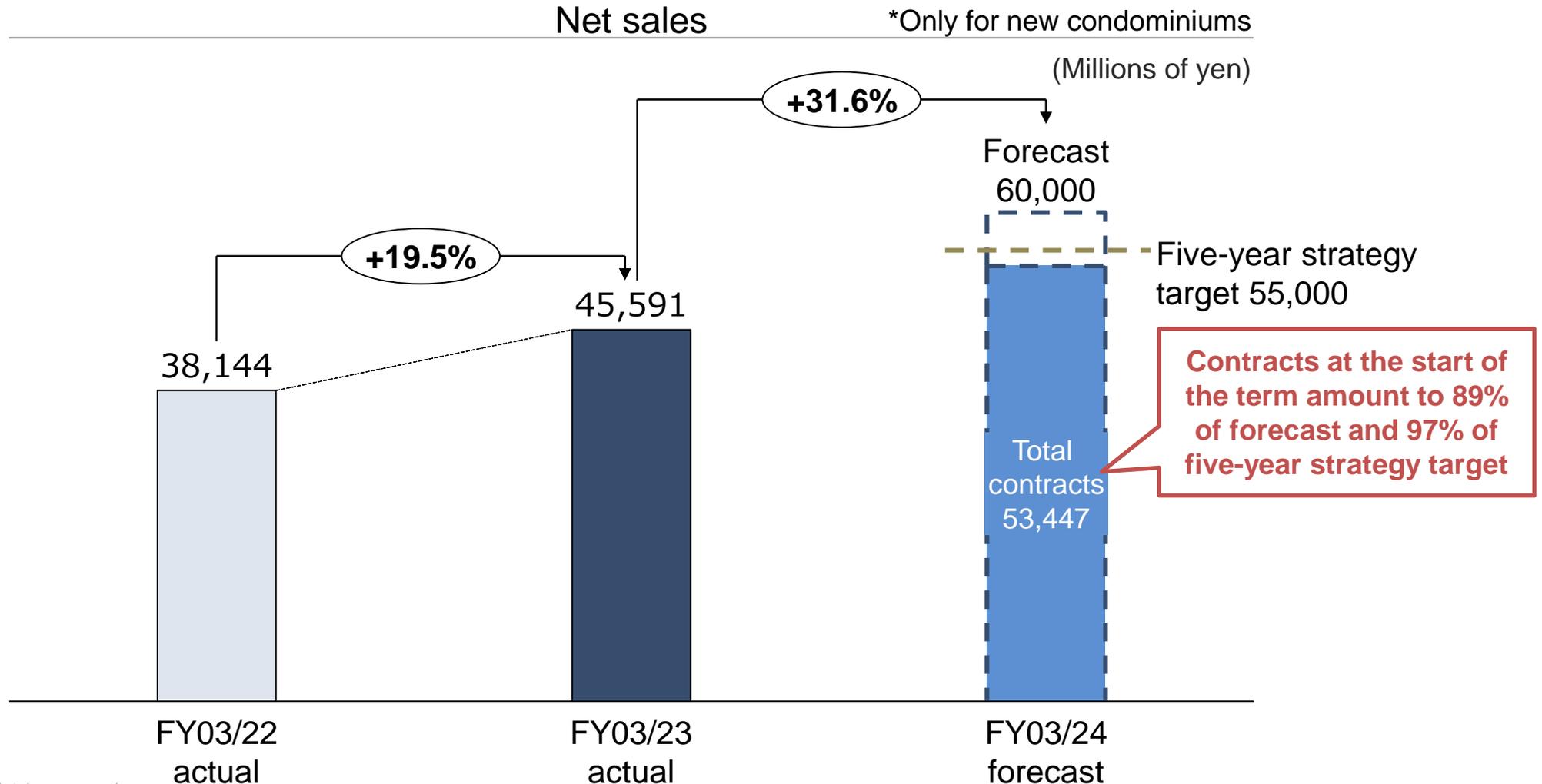
- We defined our KPIs for the Residential Development business as follows.



Net Sales in the Residential Development Business

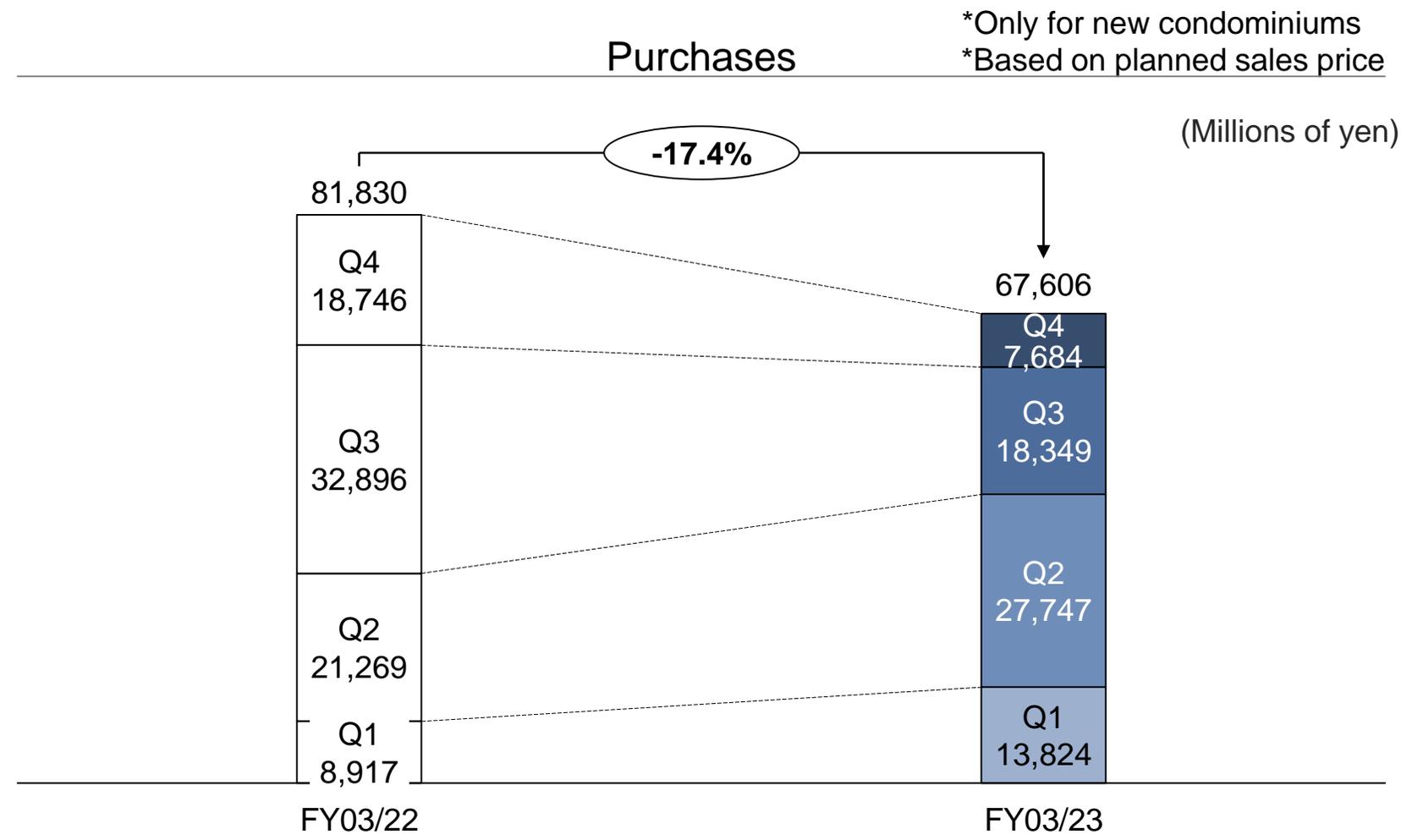


- Net sales in FY03/23 totaled ¥45.5 billion (up 19.5% YoY).
- For FY03/24, we forecast net sales of ¥60.0 billion (up 31.6% YoY).

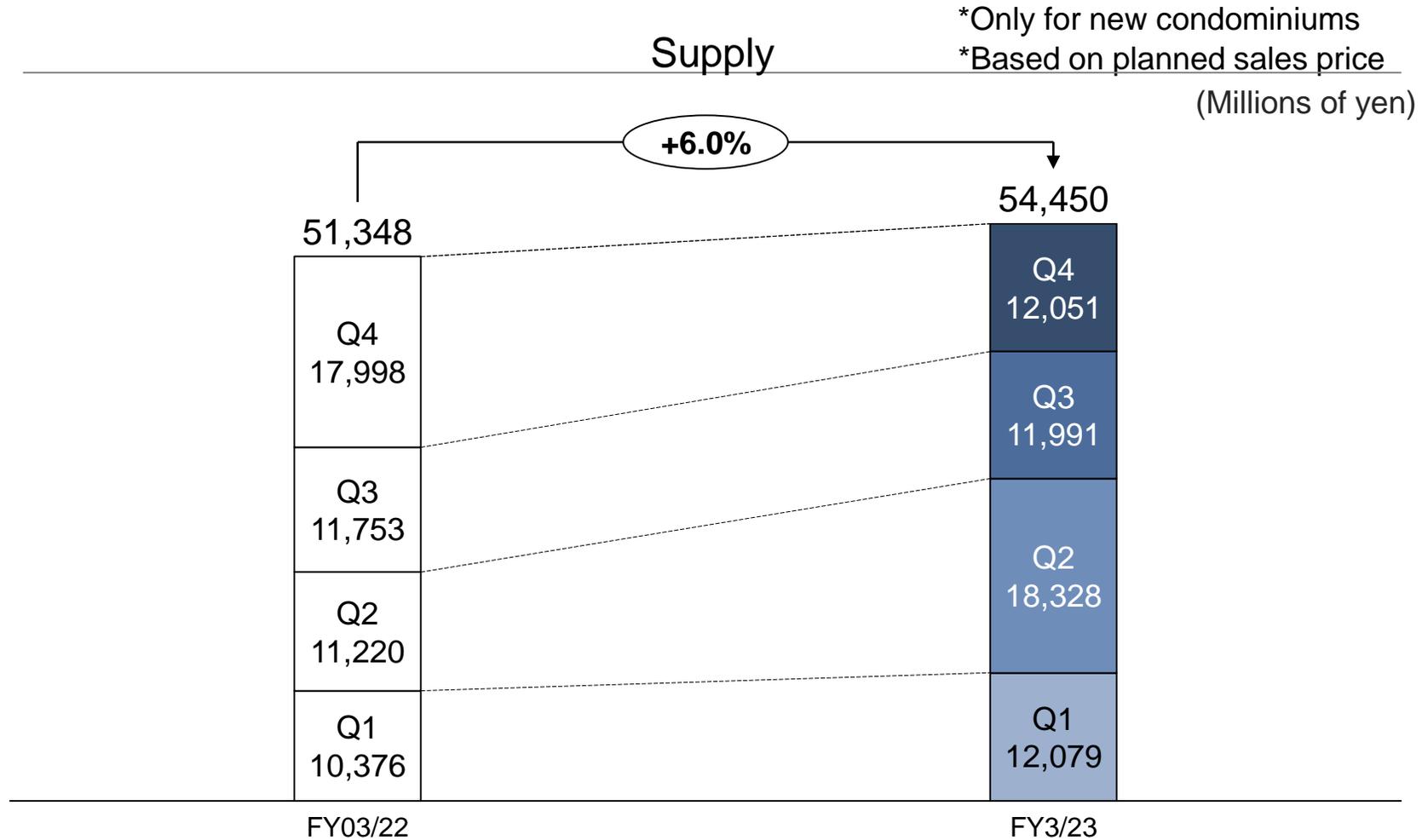


Residential Development Business: Purchases

- Purchases in FY03/23 were ¥67.6 billion (down 17.4% YoY).
- We carefully selected properties for purchase based on the status of securing properties for sale over the medium to long term.



- In FY03/23, supply amounted to ¥54.4 billion (up 6.0% YoY).



Residential Development Business: Properties Supplied in Q4

Purchases

Supply

Contracts

Net Sales

MEIWA 明和地所

CLiO クリオ横濱桜木町ミッドグレイス
CLIO YOKOHAMA SAKURAGICHO MID GRACE



Yokohama, Kanagawa
Total number of units: 42
Sales launched in March 2023
Scheduled to be completed in March 2024

CLiO クリオ横濱保土ヶ谷ブライトマークス
CLIO YOKOHAMA HODOGAYA BRIGHT MARKS



Yokohama, Kanagawa
Total number of units: 53
Sales launched in March 2023
Scheduled to be completed in January 2025

Residential Development Business: Properties Supplied in Q4

CLiO クリオ藤沢善行グランヒルコート CLIO FUJISAWA ZENGYO GRAND HILL COURT



Fujisawa, Kanagawa
Total number of units: 58
Sales launched in March 2023
Scheduled to be completed in July 2024

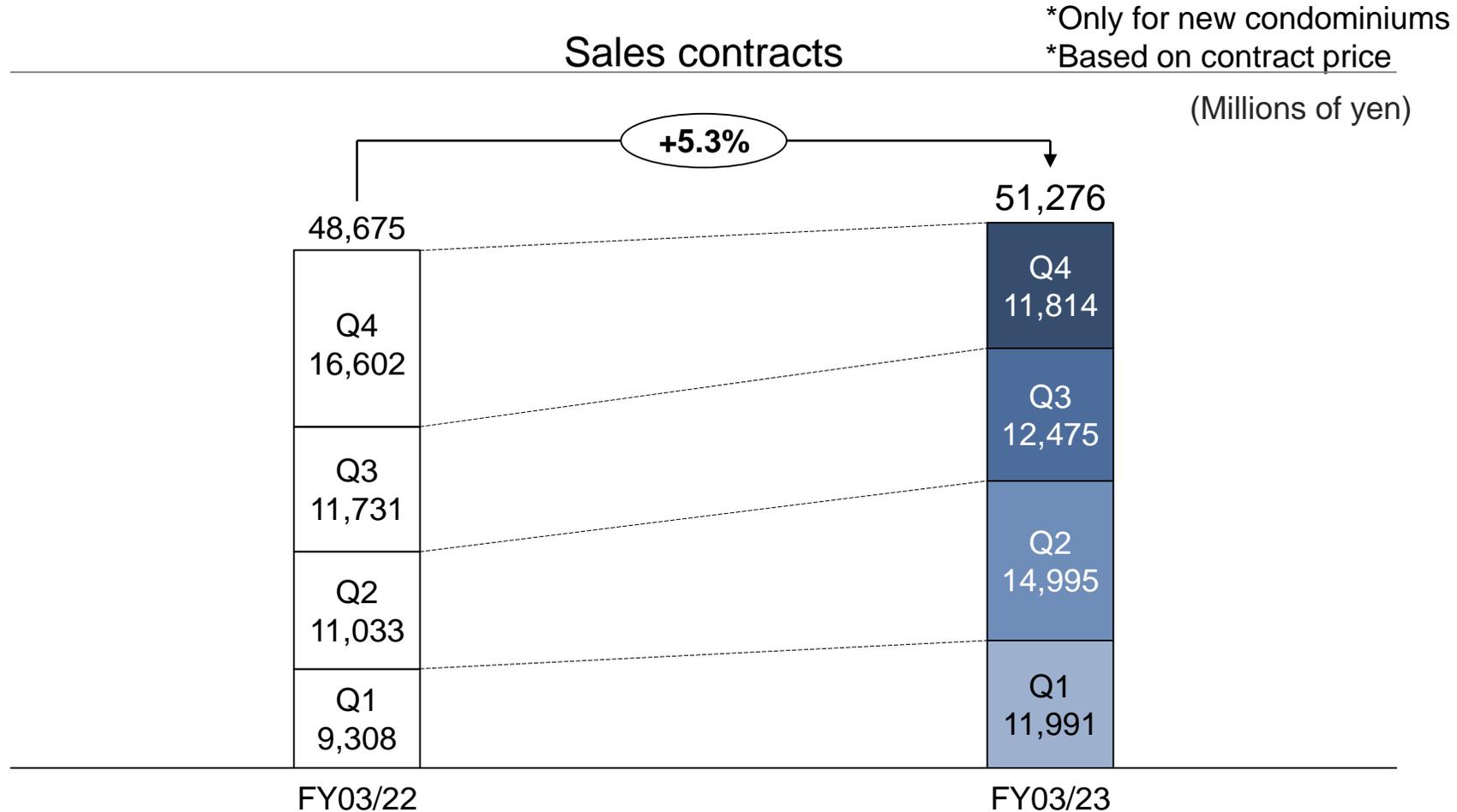
CLiO クリオ福岡博多ミッドグレイス CLIO FUKUOKA HAKATA MID GRACE



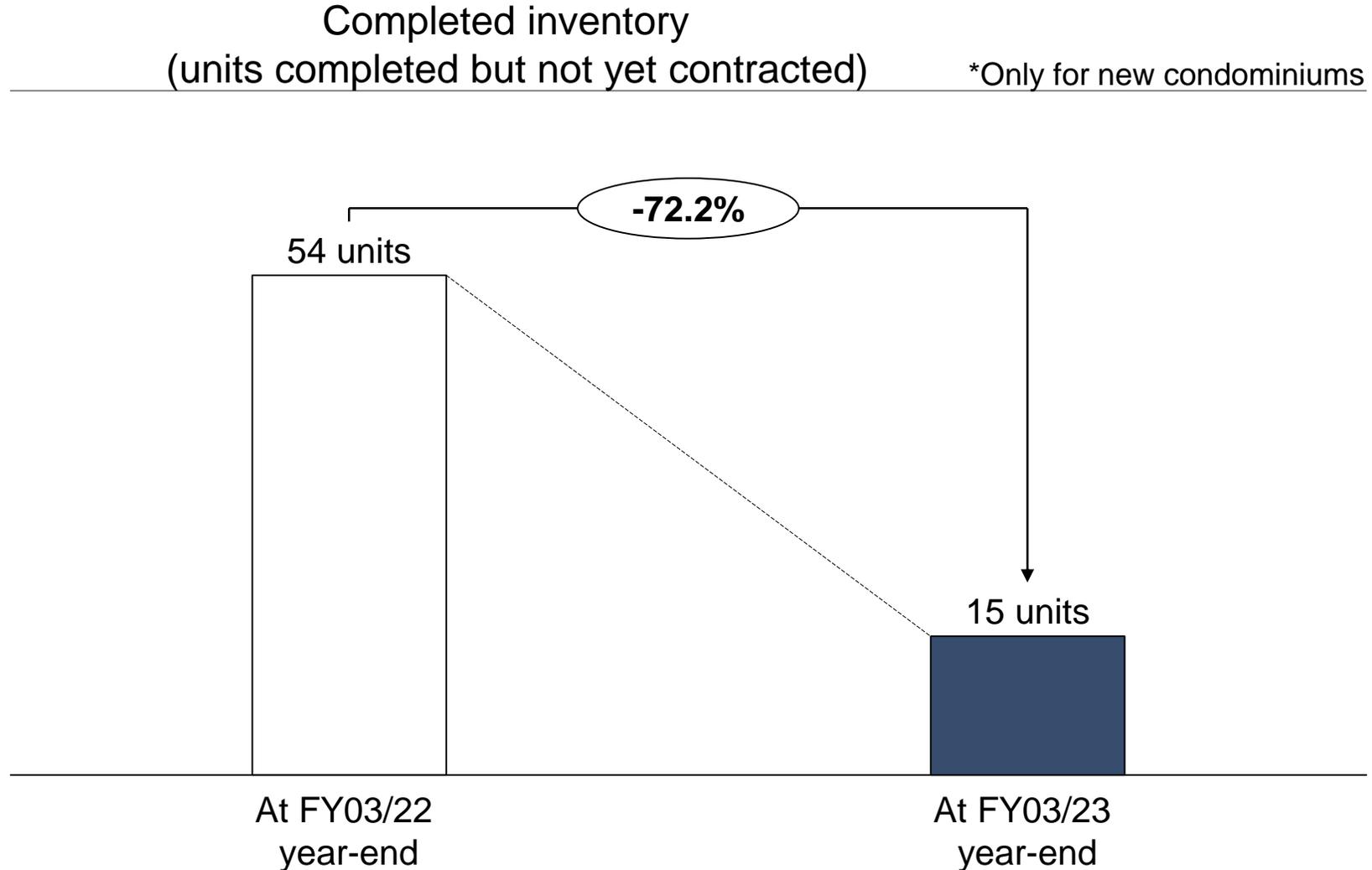
Hakata, Fukuoka
Total number of units: 66
Sales launched in February 2023
Scheduled to be completed in August 2024

Residential Development Business: Sales Contracts

- Sales contracts in FY03/23 amounted to ¥51.2 billion (up 5.3% YoY).



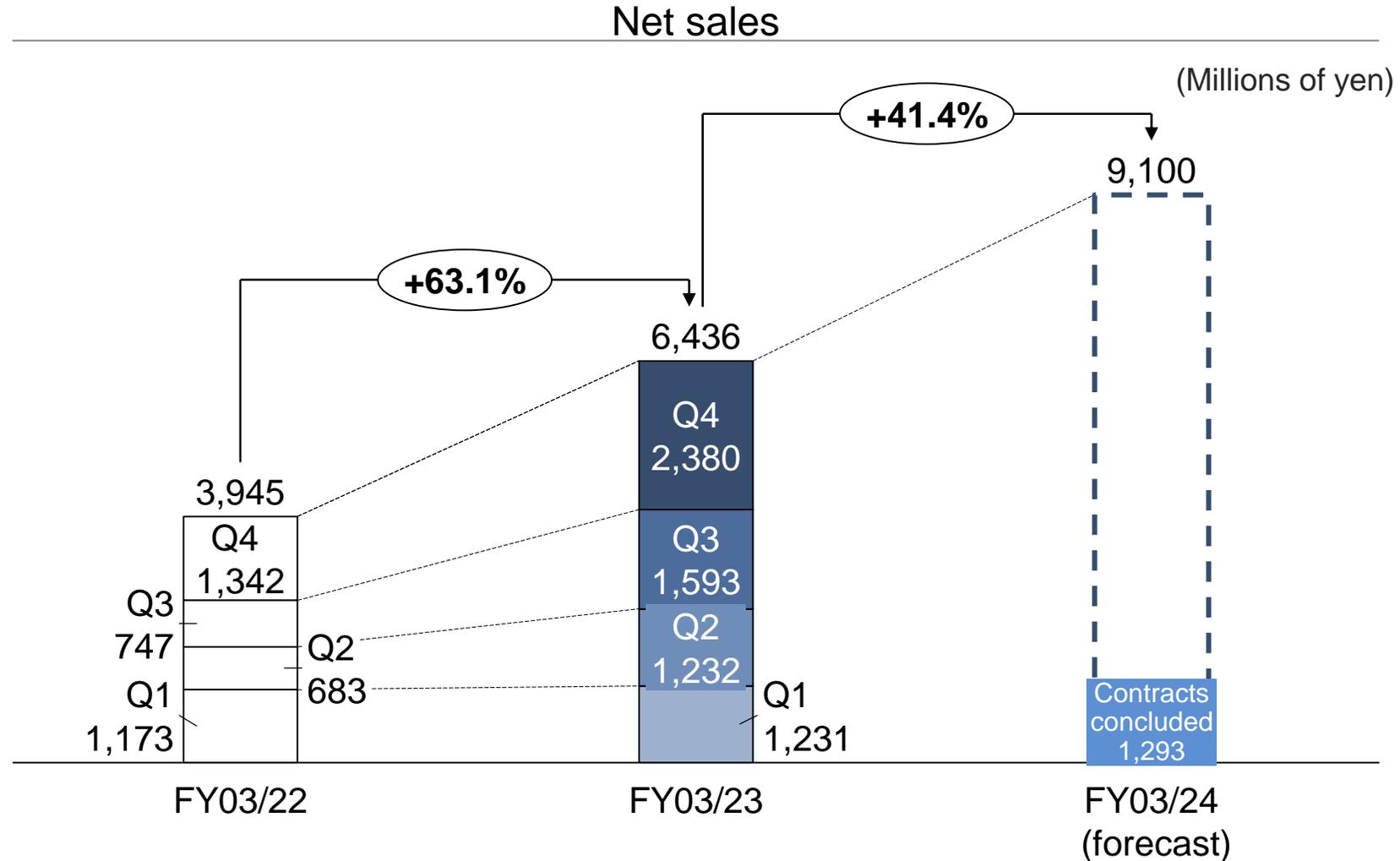
- Completed inventory at FY03/23 year-end was low, at 15 units.



- **The purchase and resale business is expanding steadily thanks to our growing purchasing workforce.**
 - **FY03/23 net sales: ¥6.4 billion (+63.1% YoY)**
- **Sales grew in the brokerage business thanks to store openings and expansions/relocations, as well as to increased staff.**
 - **FY03/23 net sales: ¥0.82 billion (+18.2% YoY)**
- **The wealth solution business for high-net-worth (HNW) individuals is making solid progress.**
 - **Two properties delivered in Q2**
 - **One property sold in Q4**

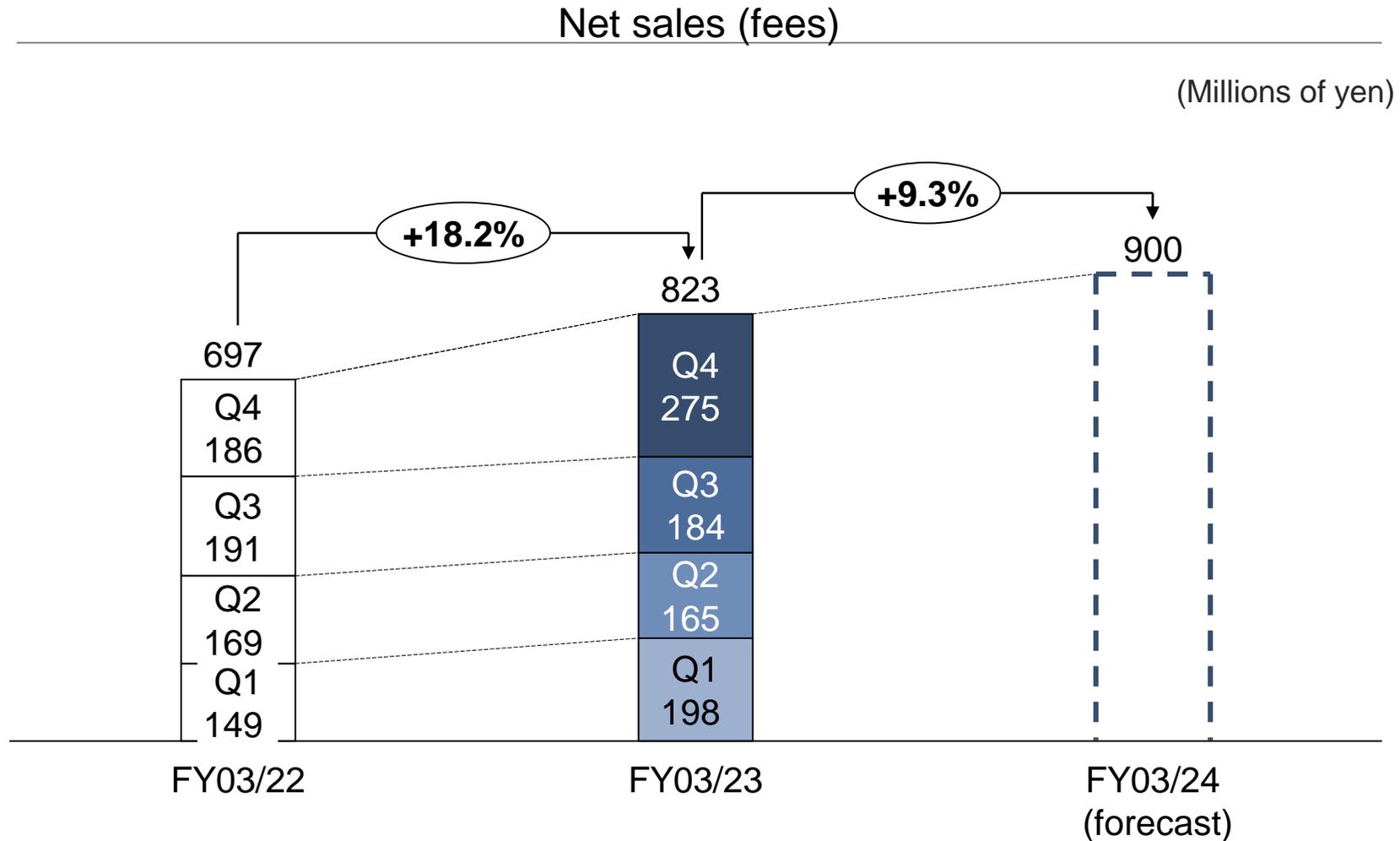
Real Estate Agency Business: Purchase and Resale

- Net sales in FY03/23 amounted ¥6.4 billion (up 63.1% YoY).
- In FY03/24, we aim for net sales of ¥9.1 billion (up 41.1% YoY).



Real Estate Agency Business: Brokerage

- Net sales in FY03/23 amounted to ¥0.82 billion (up 18.2% YoY).
- In FY03/24, we aim for net sales of ¥0.9 billion (up 9.3% YoY).



Real Estate Agency Business: Wealth Solution (Sale of Entire Condominium Buildings)

- Settlement and delivery of two properties in Q2 (July-Sep)
- Sale completed of one property in Q4 (delivered in April 2023)

FY03/23 property sales

CLIO la belle vie RYOGOKU



Sumida, Tokyo
Total number of units: 35
Delivered in July 2022

CLIO la belle vie NAGOYA HANANOKI



Nagoya, Aichi
Total number of units: 28
Delivered in September 2022

- We maintained high customer satisfaction.
- We saw a significant increase in switchovers of condominiums managed by other companies (7.8-fold YoY).
- The number of units under management as of FY03/23 year-end was 45,759 (+2,288 YoY).
- Net sales were a solid ¥5.3 billion (+¥0.3 billion YoY).

On April 1, 2023, “Meiwa Kanri Co., Ltd.” changed its name to
“Meiwa Estate Community Co., Ltd.”

➤ New company name



明和地所コミュニティ株式会社

We will further strengthen the sense of unity as the Meiwa Estate Group and aim for further growth.

* For other details, please refer to the “Notice Concerning Change in Trade Name of Consolidated Subsidiary” disclosed on January 16, 2023.

- We have achieved high levels of customer satisfaction.



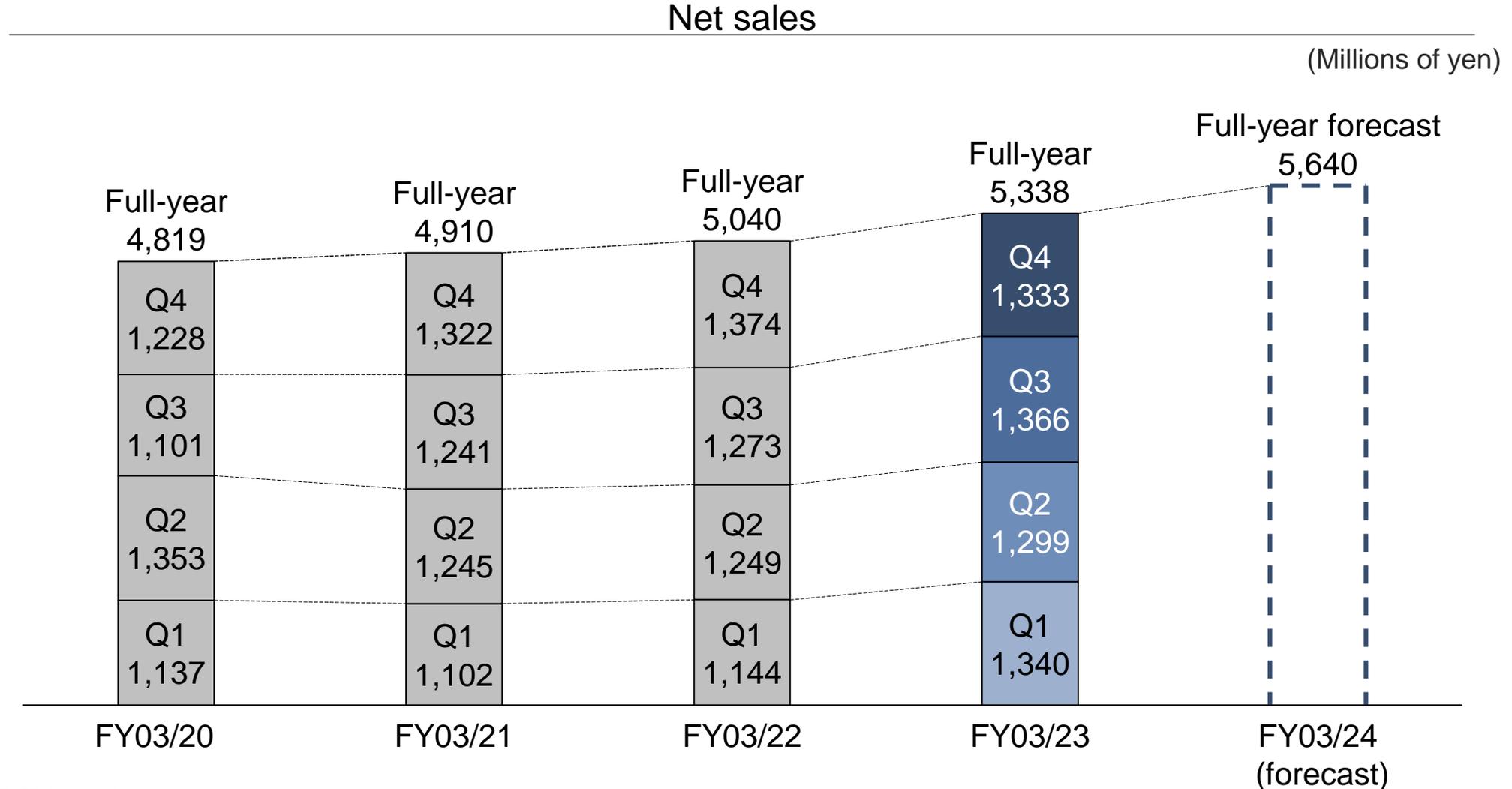
Won the SUUMO AWARD 2022
Excellence Award



Highly rated in Oricon Customer
Satisfaction Ranking

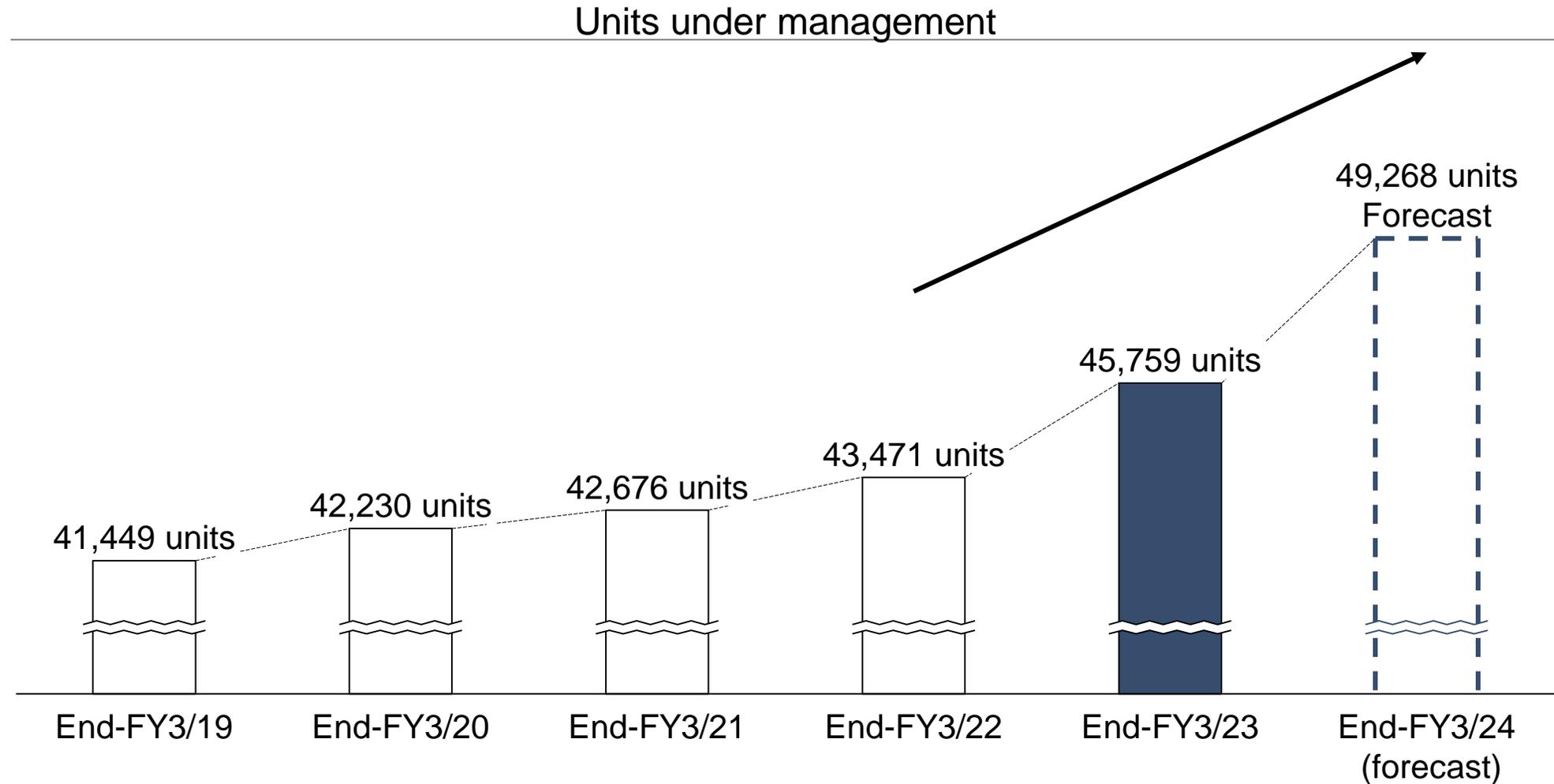
Condominium Management Business: Net Sales

- Net sales for FY03/23 were ¥5.3 billion (up ¥0.29 billion YoY).
- In FY03/24, we aim for net sales of ¥5.6 billion (up ¥0.3 billion YoY)



Condominium Management Business: Units Under Management

- Units under management rose to 45,759 as of March 31, 2023.



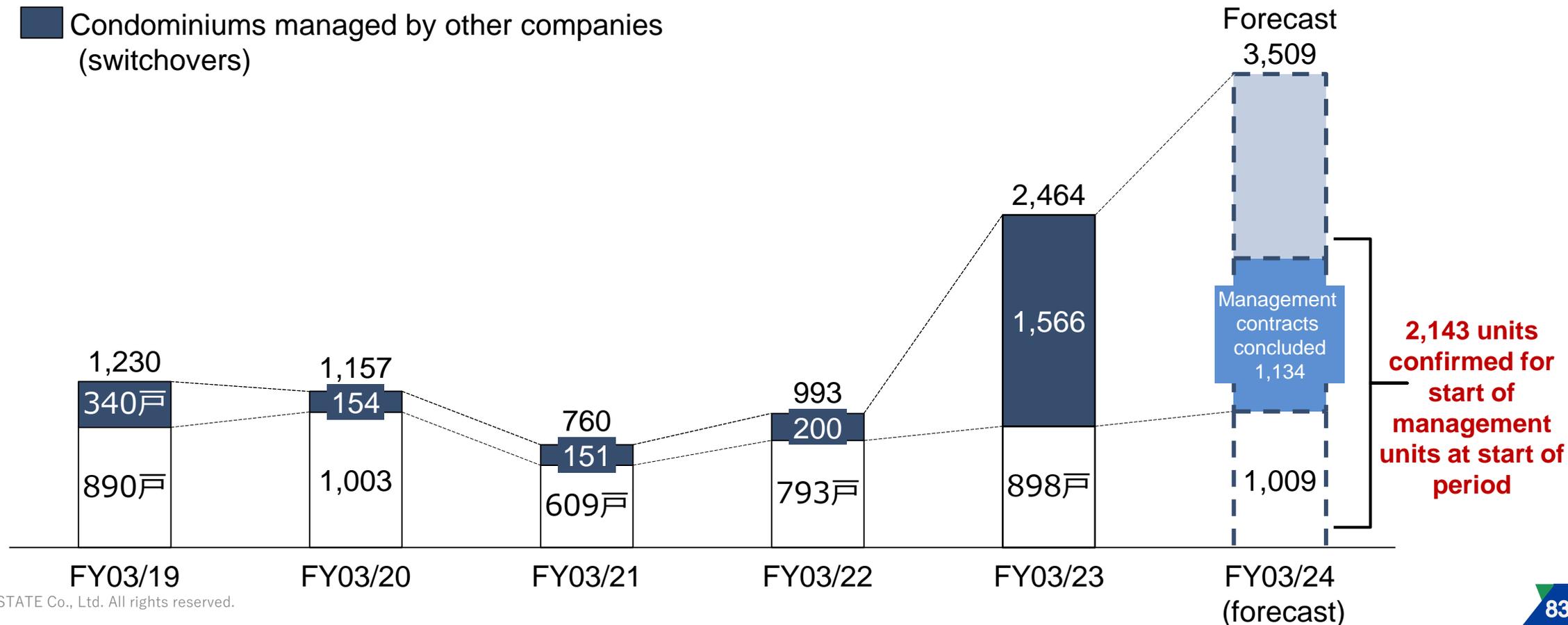
Condominium Management Business: New Management Contracts

- FY03/23 saw dramatic growth in the number of condominiums switching from other management companies (up 7.8-fold YoY).
- We will continue strengthening sales activities for winning new management contracts.

Composition of units under new management contracts

*Based on start of management

- Own condominiums (CLIO condominiums)
- Condominiums managed by other companies (switchovers)





Fact Sheet



Consolidated Balance Sheet as of End of FY03/23

(Millions of yen)

	End-FY03/22	End-FY03/23	Change	Change (%)
Total assets	95,708	116,538	20,829	21.8%
Current assets	85,838	104,242	18,403	21.4%
Cash and deposits	27,699	34,147	6,447	23.3%
Real estate for sale	8,867	7,015	-1,851	-20.9%
Real estate for sale in process	47,794	61,371	13,577	28.4%
Non-current assets	9,869	12,295	2,425	24.6%
Property, plant and equipment	7,662	7,544	-118	-1.5%
Intangible assets	68	251	182	265.3%
Total liabilities	69,139	86,539	17,400	25.2%
Interest-bearing liabilities	48,770	58,092	9,322	19.1%
Other liabilities	20,369	28,447	8,077	39.7%
Net assets	26,568	29,998	3,429	12.9%
Equity ratio	27.8%	25.7%	-2.1pp	—

Real Estate Sales Business: Sales Breakdown

(Millions of yen)

	FY03/22 actual	FY03/23 actual	Change	Change (%)
Sales	50,931	55,618	4,687	9.2%
Condominiums	38,144	45,591	7,447	19.5%
Units delivered	(813)	(841)	(28)	3.4%
Land and buildings	5,548	647	-4,901	-88.3%
Purchase and resale	3,947	6,436	2,489	63.1%
Units delivered	(86)	(114)	(28)	32.6%
Brokerage fees	696	823	126	18.2%
No. of transactions	(528)	(599)	(71)	13.4%
Sales of entire condominium	2,540	2,062	-477	-18.8%
Others	54	56	2	4.2%

<Gross profit margin>

Condominiums	20.1%	22.8%	2.7pp	—
Purchase and resale	17.3%	13.8%	-3.5pp	—

Residential Development Business: Sales Leading Indicators

(Millions of yen)

	FY03/22 actual	FY03/23 Actual	Change	Change (%)
Purchases	87,151	68,651	-18,500	-21.2%
Condominiums	81,830	67,606	-14,223	-17.4%
Land and buildings	5,321	1,045	-4,276	-80.4%
Supply	56,616	55,858	-758	-1.3%
Condominiums	51,348	54,450	3,101	6.0%
No. of units	(1,030)	(865)	(-165)	-16.0%
Land and buildings	5,268	1,407	-3,860	-73.3%
Contracts	53,943	52,684	-1,258	-2.3%
Condominiums	48,675	51,276	2,601	5.3%
No. of units	(969)	(885)	(-84)	-8.7%
Land and buildings	5,268	1,407	-3,860	-73.3%

Real Estate Agency Business: Sales Indicators

(Millions of yen)

		FY03/22 actual	FY03/23 Actual	Change	Change (%)
Purchase and Resale	Units purchased	143	182	39	27.3%
	Contracts	3,617	7,043	3,425	94.7%
	No. of units	78	128	50	64.1%
Brokerage	Brokerage fees	696	823	126	18.2%
	No. of transactions	528	599	71	13.4%
WS	Purchases	4,124	1,102	-3,022	-73.3%
	Contracts	2,540	4,061	1,521	59.9%

*WS: Wealth Solution. Sales of entire condominium buildings to HNW individuals.

Condominium Management Business: Sales Breakdown

(Millions of yen)

	FY03/22 actual	FY03/23 actual	Change	Change (%)
Net sales	5,040	5,338	297	5.9%
Management fees	4,176	4,314	137	3.3%
Construction-related	812	938	125	15.4%
Others	51	85	34	67.4%

- In the Financial Results for Q1 FY03/23 presentation material that we published on August 8, 2022, we disclosed actual results for purchases (p. 13), supply (p. 14), and sales contracts (p. 18) related to the Residential Development business as the sum of new condominiums and land and buildings. In this presentation material, we have only disclosed actual figures for new condominiums with respect to purchases (p. 69), supply (p. 70), and contracts (p. 73). As a result, the actual values for Q1 disclosed in this material differ from those disclosed in the presentation material published on August 8, 2022.
- We continue to disclose results broken down by new condominiums and land and buildings in the Fact Sheet.
- This presentation material is not subject to audit by a certified public accountant or auditing firm.

想いをかなえ、時をかなでる。



明和地所

Contact

Corporate Planning Dept.,
MEIWA ESTATE Co., Ltd.

Contact

https://www.meiwajisyo.co.jp/corp/ir/contact/index_en.html

E-mail

IR8869@meiwajisyo.co.jp

*This material is for informational purposes only and is not intended as an offer, solicitation, or sales for any specific product.

*This material was prepared based on data as of the date of publication.

Plans and projections in this material are based on the Company's judgement at the time the material was prepared. We do not guarantee or promise the accuracy or completeness of the information. We reserve the right to change or discontinue the contents of this material at any time without notice.

This document is an excerpt translation of the original Japanese document and is only for reference purposes. In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.