Hoosiers

Hoosiers Holdings

FACT BOOK

Second Quarter Fiscal Year Ending March 31,2022

Consolidated Financial Highligts

(Unit: Million yen)

	FY3/20 2nd Quarter	FY3/20 End of Year	FY3/21 2nd Quarter	FY3/21 End of Year	FY3/22 2nd Quarter	FY3/22 Forecast
Net sales	34,007	85,231	29,249	80,222	26,863	76,000
Real Estate Developmnet	23,000	46,508	20,258	55,315	11,753	-
CCRC	2,670	8,947	4,235	11,466	7,359	-
Real Estate Investment	4,183	21,826	2,009	7,409	4,593	-
Condominium Management and Related Services	4,109	7,857	2,716	5,959	3,118	-
Other	42	90	29	72	38	-
Gross profit	7,499	18,011	5,773	16,077	6,095	-
Operating income	1,939	6,692	928	5,435	1,559	5,700
Ordinary income	1,505	5,513	726	4,616	1,078	5,000
Net income	1,016	276	832	2,878	483	3,100
Total assets	149,122	143,897	142,669	136,030	134,633	-
Net assets	44,472	42,827	42,438	36,368	36,587	-
Equity Ratio (%)	29.3%	29.3%	29.3%	21.2%	21.5%	-

※Cumulative period

※Net income…Net income attributable to parent company shareholders

Profitability-Related Indicators

	FY3/20 2nd Quarter	FY3/20 End of Year	FY3/21 2nd Quarter	FY3/21 End of Year	FY3/22 2nd Quarter	FY3/22 Forecast
Gross margin ratio (%)	22.1%	21.1%	19.7%	20.0%	22.7%	-
Operating margin (%)	5.7%	7.9%	3.2%	6.8%	5.8%	7.5%
Ordinary income ratio (%)	4.4%	6.5%	2.5%	5.8%	4.0%	6.6%
Net profit margin (%)	3.0%	0.3%	2.8%	3.6%	1.8%	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 2nd Quarter
Cash and deposits	31,736	29,293	33,784
Real estate for sale	25,888	31,122	29,885
Real estate for sale in process	50,283	37,029	35,019
Non-current assets	29,135	30,888	30,503
Land	11,048	11,166	11,242
Buildings	10,389	11,280	11,460
Total assets	143,897	136,030	134,633
Total interest-bearing debt	84,920	84,099	79,054
Short-term interest-bearing debt	32,859	29,625	26,413
Long-term interest-bearing debt	52,060	54,474	52,640
Total liabilities	101,070	99,661	98,045
Total net assets	42,827	36,368	36,587
Total liabilities and net assets	143,897	136,030	134,633

Safety Index

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 2nd Quarter
Net asset ratio (%)	29.3%	21.2%	21.5%
Net adequacy capital ratio (%)	37.5%	27.0%	28.7%
Current ratio (%)	253.3%	253.2%	249.5%
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	FY3/22 2nd Quarter
Net sales	10,346	18,903	22,437	28,535	9,585	17,278
Cost of sales	8,298	15,177	17,680	22,989	7,471	13,296
Gross profit	2,047	3,725	4,757	5,546	2,113	3,982
Selling, general and administrative expenses	2,221	2,623	2,636	3,160	2,093	2,442
Operating income	-173	1,102	2,120	2,385	19	1,539
Ordinary income	-177	904	1,996	1,892	-115	1,193
Income before income taxes	-432	1,370	1,984	426	-176	1,162
Net income	-367	1,199	1,367	678	-194	677

※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
Net sales	10,346	29,249	51,686	80,222	9,585	26,863
Cost of sales	8,298	23,475	41,155	64,145	7,471	20,768
Gross profit	2,047	5,773	10,530	16,077	2,113	6,095
Selling, general and administrative expenses	2,221	4,844	7,481	10,642	2,093	4,536
Operating income	-173	928	3,049	5,435	19	1,559
Ordinary income	-177	726	2,723	4,616	-115	1,078
Income before income taxes	-432	938	2,922	3,349	-176	985
Net income	-367	832	2,199	2,878	-194	483

※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 2nd Quarter	Increase/ decrease
Assets				
Current assets	114,734	105,142	104,129	-1,012
Cash and deposits	31,736	29,293	33,784	4,491
Real estate for sale	25,888	31,122	29,885	-1,236
Real estate for sale in process	50,283	37,029	35,019	-2,009
Other	6,826	7,697	5,440	-2,256
Non-current assets	29,135	30,888	30,503	-384
Land	11,048	11,166	11,242	76
Buildings	10,389	11,280	11,460	180
Other	7,698	8,441	7,799	-642
Deferred assets	28	-	-	-
Total assets	143,897	136,030	134,633	-1,397
Liabilities				
Current liabilities	45,294	41,530	41,742	211
Short-term loans payable	9,362	11,216	8,551	-2,664
Current portion of long-term loans payable	22,875	14,826	14,195	-630
Current portion of bonds	622	3,582	3,666	84
Other	12,434	11,905	15,328	3,423
Non-current liabilities	55,776	58,131	56,303	-1,828
Bonds payable	4,210	2,628	2,963	334
Long-term loans payable	47,849	51,845	49,677	-2,168
Other	3,716	3,657	3,662	5
Total liabilities	101,070	99,661	98,045	-1,616
Net Assets				
Shareholders' equity	42,226	28,934	28,772	-161
Accumulated other comprehensive income	-114	-72	202	275
Subscription rights to shares	0	0	0	-
Non-controlling interests	714	7,507	7,612	105
Total net assets	42,827	36,368	36,587	219
Total liabilities and net assets	143,897	136,030	134,633	-1,397

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
Net sales	7,979	12,359	16,864	18,274	5,258	6,536
Condominiums (Land sales is included)	6,549	8,724	14,668	15,398	4,758	4,111
Houses (Land sales is included)	1,354	3,549	2,072	2,781	448	2,376
Others	76	85	122	94	52	48
Gross profit	1,655	2,372	3,311	3,658	1,174	1,335
Condominiums	1,447	1,845	2,904	3,299	1,082	925
Houses	147	453	300	280	55	368
Others	60	73	106	78	36	42
Gross margin ratio(%)	20.7%	19.2%	19.6%	20.0%	22.3%	20.4%
Condominiums	22.1%	21.2%	19.8%	21.4%	22.8%	22.5%
Houses	10.9%	12.8%	14.5%	10.1%	12.3%	15.5%
Operating income	316	876	1,571	1,886	22	205
Operating margin(%)	4.0%	7.1%	9.3%	10.3%	0.4%	3.2%
Units of condominiums	190	252	395	432	132	122
Units of houses	15	45	33	31	7	34

〔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
Net sales	7,979	20,339	37,203	55,478	5,258	11,795
Condominiums (Land sales is included)	6,549	15,273	29,942	45,340	4,758	8,870
Houses (Land sales is included)	1,354	4,904	6,976	9,758	448	2,824
Others	76	162	284	378	52	100
Gross profit	1,655	4,028	7,340	10,998	1,174	2,510
Condominiums	1,447	3,293	6,197	9,497	1,082	2,007
Houses	147	601	901	1,182	55	423
Others	60	134	240	319	36	78
Gross margin ratio(%)	20.7%	19.8%	19.7%	19.8%	22.3%	21.3%
Condominiums	22.1%	21.6%	20.7%	20.9%	22.8%	22.6%
Houses	10.9%	12.3%	12.9%	12.1%	12.3%	15.0%
Operating income	316	1,192	2,763	4,650	22	228
Operating margin(%)	4.0%	5.9%	7.4%	8.4%	0.4%	1.9%
Units of condominiums	190	442	837	1,270	132	254
Units of houses	15	60	94	125	7	41

– 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
Net sales	339	3,988	1,501	5,741	1,515	5,965
Gross profit	69	979	394	977	420	1,487
Gross margin ratio(%)	20.5%	24.5%	26.3%	17.0%	27.8%	24.9%
Operating income	-271	317	18	295	-33	712
Operating margin(%)	-80.1%	8.0%	1.3%	5.1%	-2.2%	11.9%
Units	5	98	34	131	29	145

〔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
Net sales	339	4,328	5,829	11,571	1,515	7,480
Gross profit	69	1,048	1,443	2,421	420	1,907
Gross margin ratio(%)	20.5%	24.2%	24.8%	20.9%	27.8%	25.5%
Operating income	-271	45	64	359	-33	678
Operating margin(%)	-80.1%	1.0%	1.1%	3.1%	-2.2%	9.1%
Units	5	103	137	268	29	174

– 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
Net sales	1,054	1,164	2,552	3,293	1,521	3,346
Gross profit	217	135	745	665	299	880
Gross margin ratio(%)	20.7%	11.6%	29.2%	20.2%	19.7%	26.3%
Operating income	-84	-175	368	297	-61	468
Operating margin(%)	-8.0%	-15.1%	14.4%	9.0%	-4.0%	14.0%
Units	2	6	7	14	4	1
Buildings	1	1	2	6	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
Net sales	1,054	2,218	4,770	8,064	1,521	4,868
Gross profit	217	353	1,099	1,764	299	1,179
Gross margin ratio(%)	20.7%	15.9%	23.0%	21.9%	19.7%	24.2%
Operating income	-84	-260	107	404	-61	407
Operating margin(%)	-8.0%	-11.7%	2.3%	5.0%	-4.0%	8.4%
Units	2	8	15	29	4	5
Buildings	1	2	4	10	2	5

– 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
Net sales	1,198	1,677	1,751	1,650	1,576	1,706
Gross profit	173	336	389	340	365	401
Gross margin ratio(%)	14.4%	20.0%	22.2%	20.6%	23.2%	23.5%
Operating income	-146	10	66	9	56	92
Operating margin(%)	-12.3%	0.6%	3.8%	0.5%	3.6%	5.5%

〔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
Net sales	1,198	2,876	4,627	6,278	1,576	3,282
Gross profit	173	509	898	1,239	365	767
Gross margin ratio(%)	14.4%	17.7%	19.4%	19.7%	23.2%	23.4%
Operating income	-146	-136	-69	-60	56	149
Operating margin(%)	-12.3%	-4.7%	-1.5%	-1.0%	3.6%	4.6%

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

〔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
Net sales	18	29	59	81	17	42
Gross profit	16	29	52	72	14	38
Gross margin ratio(%)	87.9%	100.0%	88.7%	88.9%	87.0%	88.5%
Operating income	0	-4	4	8	5	10
Operating margin(%)	2.2%	-14.4%	8.1%	10.3%	30.1%	24.6%

※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