Hoosiers

Hoosiers Holdings

FACT BOOK

Third Quarter Fiscal Year Ending March 31,2022

Consolidated Financial Highligts

(Unit: Million yen)

	FY3/20 3rd Quarter	FY3/20 End of Year	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 3rd Quarter	FY3/22 Forecast
Net sales	54,673	85,231	51,686	80,222	45,876	76,000
Real Estate Developmnet	30,890	46,508	37,083	55,315	18,346	-
CCRC	7,656	8,947	5,725	11,466	16,487	-
Real Estate Investment	10,061	21,826	4,435	7,409	6,265	-
Condominium Management and Related Services	5,999	7,857	4,389	5,959	4,724	-
Other	65	90	52	72	53	-
Gross profit	12,037	18,011	10,530	16,077	10,486	-
Operating income	3,567	6,692	3,049	5,435	3,462	5,700
Ordinary income	2,808	5,513	2,723	4,616	2,741	5,000
Net income	1,846	276	2,199	2,878	1,569	3,100
Total assets	148,286	143,897	141,594	136,030	129,445	-
Net assets	44,404	42,827	43,286	36,368	37,157	-
Equity Ratio (%)	29.5%	29.3%	30.1%	21.2%	22.8%	-

※Cumulative period

※Net income…Net income attributable to parent company shareholders

Profitability-Related Indicators

	FY3/20 3rd Quarter	FY3/20 End of Year	FY3/21 3rd Quarter	FY3/21 End of Year	FY3/22 3rd Quarter	FY3/22 Forecast
Gross margin ratio (%)	22.0%	21.1%	20.4%	20.0%	22.9%	-
Operating margin (%)	6.5%	7.9%	5.9%	6.8%	7.5%	7.5%
Ordinary income ratio (%)	5.1%	6.5%	5.3%	5.8%	6.0%	6.6%
Net profit margin (%)	3.4%	0.3%	4.3%	3.6%	3.4%	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 3rd Quarter
Cash and deposits	31,736	29,293	27,056
Real estate for sale	25,888	31,122	34,098
Real estate for sale in process	50,283	37,029	32,406
Non-current assets	29,135	30,888	29,760
Land	11,048	11,166	9,372
Buildings	10,389	11,280	12,259
Total assets	143,897	136,030	129,445
Total interest-bearing debt	84,920	84,099	78,247
Short-term interest-bearing debt	32,859	29,625	26,620
Long-term interest-bearing debt	52,060	54,474	51,626
Total liabilities	101,070	99,661	92,287
Total net assets	42,827	36,368	37,157
Total liabilities and net assets	143,897	136,030	129,445

Safety Index

	FY3/20 End of Year	FY3/21 End of Year	FY3/22 3rd Quarter
Net asset ratio (%)	29.3%	21.2%	22.8%
Net adequacy capital ratio (%)	37.5%	27.0%	28.8%
Current ratio (%)	253.3%	253.2%	270.1%
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	FY3/22 3rd Quarter
Net sales	10,346	18,903	22,437	28,535	9,585	17,278	19,012
Cost of sales	8,298	15,177	17,680	22,989	7,471	13,296	14,621
Gross profit	2,047	3,725	4,757	5,546	2,113	3,982	4,390
Selling, general and administrative expenses	2,221	2,623	2,636	3,160	2,093	2,442	2,487
Operating income	-173	1,102	2,120	2,385	19	1,539	1,903
Ordinary income	-177	904	1,996	1,892	-115	1,193	1,662
Income before income taxes	-432	1,370	1,984	426	-176	1,162	1,641
Net income	-367	1,199	1,367	678	-194	677	1,086

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

※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 3rd Quarter	Increase/ decrease
Assets				
Current assets	114,734	105,142	99,685	-5,457
Cash and deposits	31,736	29,293	27,056	-2,236
Real estate for sale	25,888	31,122	34,098	2,975
Real estate for sale in process	50,283	37,029	32,406	-4,623
Other	6,826	7,697	6,124	-1,572
Non-current assets	29,135	30,888	29,760	-1,127
Land	11,048	11,166	9,372	-1,793
Buildings	10,389	11,280	12,259	979
Other	7,698	8,441	8,128	-313
Deferred assets	28	-	-	-
Total assets	143,897	136,030	129,445	-6,585
Liabilities				
Current liabilities	45,294	41,530	36,903	-4,627
Short-term loans payable	9,362	11,216	6,874	-4,342
Current portion of long-term loans payable	22,875	14,826	16,080	1,254
Current portion of bonds	622	3,582	3,666	84
Other	12,434	11,905	10,282	-1,622
Non-current liabilities	55,776	58,131	55,384	-2,747
Bonds payable	4,210	2,628	2,953	324
Long-term loans payable	47,849	51,845	48,673	-3,172
Other	3,716	3,657	3,757	100
Total liabilities	101,070	99,661	92,287	-7,374
Net Assets				
Shareholders' equity	42,226	28,934	29,250	316
Accumulated other comprehensive income	-114	-72	259	332
Subscription rights to shares	0	0	0	-
Non-controlling interests	714	7,507	7,647	140
Total net assets	42,827	36,368	37,157	789
Total liabilities and net assets	143,897	136,030	129,445	-6,585

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

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

– 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
Net sales	339	3,988	1,501	5,741	1,515	5,965	9,187
Gross profit	69	979	394	977	420	1,487	2,251
Gross margin ratio(%)	20.5%	24.5%	26.3%	17.0%	27.8%	24.9%	24.5%
Operating income	-271	317	18	295	-33	712	1,377
Operating margin(%)	-80.1%	8.0%	1.3%	5.1%	-2.2%	11.9%	15.0%
Units	5	98	34	131	29	145	216

〔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
Net sales	339	4,328	5,829	11,571	1,515	7,480	16,668
Gross profit	69	1,048	1,443	2,421	420	1,907	4,159
Gross margin ratio(%)	20.5%	24.2%	24.8%	20.9%	27.8%	25.5%	25.0%
Operating income	-271	45	64	359	-33	678	2,056
Operating margin(%)	-80.1%	1.0%	1.1%	3.1%	-2.2%	9.1%	12.3%
Units	5	103	137	268	29	174	390

– 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
Net sales	1,054	1,164	2,552	3,293	1,521	3,346	1,800
Gross profit	217	135	745	665	299	880	354
Gross margin ratio(%)	20.7%	11.6%	29.2%	20.2%	19.7%	26.3%	19.7%
Operating income	-84	-175	368	297	-61	468	-41
Operating margin(%)	-8.0%	-15.1%	14.4%	9.0%	-4.0%	14.0%	-2.3%
Units	2	6	7	14	4	1	3
Buildings	1	1	2	6	2	3	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
Net sales	1,054	2,218	4,770	8,064	1,521	4,868	6,669
Gross profit	217	353	1,099	1,764	299	1,179	1,533
Gross margin ratio(%)	20.7%	15.9%	23.0%	21.9%	19.7%	24.2%	23.0%
Operating income	-84	-260	107	404	-61	407	366
Operating margin(%)	-8.0%	-11.7%	2.3%	5.0%	-4.0%	8.4%	5.5%
Units	2	8	15	29	4	5	8
Buildings	1	2	4	10	2	5	8

– 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
Net sales	1,198	1,677	1,751	1,650	1,576	1,706	1,680
Gross profit	173	336	389	340	365	401	407
Gross margin ratio(%)	14.4%	20.0%	22.2%	20.6%	23.2%	23.5%	24.2%
Operating income	-146	10	66	9	56	92	83
Operating margin(%)	-12.3%	0.6%	3.8%	0.5%	3.6%	5.5%	5.0%

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

– 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
Net sales	18	10	30	21	17	25	17
Gross profit	16	13	23	19	14	23	15
Gross margin ratio(%)	87.9%	120.8%	77.7%	89.6%	87.0%	89.6%	85.9%
Operating income	0	-4	9	3	5	5	5
Operating margin(%)	2.2%	-42.7%	29.9%	16.2%	30.1%	20.9%	29.7%

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

※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