

Translation

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.

Summary of Consolidated Financial Results for the Nine Months Ended December 31, 2022 (Based on Japanese GAAP)

January 31, 2023

Company name: Fuji Corporation Limited
 Stock exchange listing: Tokyo
 Stock code: 8860 URL <https://www.fuji-jutaku.co.jp/>
 Representative: President and Representative Director Nobutsuna Miyawaki
 Operating Officer, General Manager of
 Inquiries: Investor Relations Office Noguchi Yasuhisa TEL 072-437-9010
 Scheduled date to file Quarterly Securities Report: February 14, 2023
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on quarterly financial results: Yes
 Holding of quarterly financial results meeting: Yes (for general investors)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the nine months ended December 31, 2022 (from April 1, 2022 to December 31, 2022)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2022	86,571	5.8	4,733	3.4	4,546	3.8	3,024	(0.5)
Nine months ended December 31, 2021	81,800	(7.3)	4,579	14.3	4,379	16.9	3,038	24.1

	Earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended December 31, 2022	84.46	–
Nine months ended December 31, 2021	84.59	–

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2022	153,614	46,323	30.2
As of March 31, 2022	153,512	44,349	28.9

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2022	–	14.00	–	13.00	27.00
Year ending March 31, 2023	–	14.00	–		
Year ending March 31, 2023 (Forecast)				13.00	27.00

3. Forecast of consolidated financial results for the year ending March 31, 2023 (from April 1, 2022 to March 31, 2023)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	110,600	(6.8)	6,000	2.2	5,700	1.3	3,800	(1.8)	106.29

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended December 31, 2022
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2022	36,849,912 shares	As of March 31, 2022	36,849,912 shares
-------------------------	-------------------	----------------------	-------------------

Number of treasury shares at the end of the period

As of December 31, 2022	1,097,559 shares	As of March 31, 2022	864,369 shares
-------------------------	------------------	----------------------	----------------

Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2022	35,811,174 shares	Nine months ended December 31, 2021	35,920,233 shares
-------------------------------------	-------------------	-------------------------------------	-------------------

Quarterly consolidated financial statements

Consolidated balance sheets

(Thousands of yen)

	As of March 31, 2022	As of December 31, 2022
Assets		
Current assets		
Cash and deposits	19,644,839	19,936,664
Notes receivable - trade	52,370	76,764
Accounts receivable from completed construction contracts	289,279	63,534
Contract assets	271,722	481,550
Real estate for sale	22,091,473	25,174,231
Real estate for sale in process	27,027,488	27,651,955
Real estate under development	31,838,137	27,769,708
Costs on construction contracts in progress	4,768	7,271
Supplies	38,662	39,217
Other	2,260,959	2,312,024
Allowance for doubtful accounts	(33,016)	(36,920)
Total current assets	103,486,686	103,476,002
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	15,989,474	15,753,365
Machinery, equipment and vehicles, net	193,544	164,973
Tools, furniture and fixtures, net	240,654	200,466
Land	27,933,748	28,063,924
Leased assets, net	94,654	66,887
Construction in progress	89,271	950,777
Total property, plant and equipment	44,541,348	45,200,396
Intangible assets		
Goodwill	138,180	117,424
Other	454,065	447,711
Total intangible assets	592,246	565,135
Investments and other assets		
Investment securities	464,144	561,024
Long-term loans receivable	43,421	39,197
Deferred tax assets	2,023,530	1,434,764
Other	2,363,208	2,340,258
Allowance for doubtful accounts	(2,204)	(2,042)
Total investments and other assets	4,892,100	4,373,202
Total non-current assets	50,025,694	50,138,734
Total assets	153,512,381	153,614,736

(Thousands of yen)

	As of March 31, 2022	As of December 31, 2022
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts	6,599,107	3,932,843
Electronically recorded obligations - operating	1,275,672	499,195
Contract liabilities	991,578	1,661,019
Short-term borrowings	28,416,955	21,748,161
Current portion of bonds payable	725,000	800,000
Lease liabilities	45,325	46,089
Income taxes payable	1,344,306	427,150
Advances received	3,318,465	3,340,656
Provision for bonuses	314,700	124,500
Other	5,192,158	5,052,452
Total current liabilities	48,223,269	37,632,068
Non-current liabilities		
Bonds payable	1,150,000	1,450,000
Long-term borrowings	58,642,500	67,333,861
Lease liabilities	109,300	78,116
Asset retirement obligations	27,874	28,061
Deferred tax liabilities	9,194	9,194
Deferred tax liabilities for land revaluation	52,645	52,645
Other	947,619	707,235
Total non-current liabilities	60,939,136	69,659,115
Total liabilities	109,162,406	107,291,184
Net assets		
Shareholders' equity		
Share capital	4,872,064	4,872,064
Capital surplus	5,663,006	5,642,979
Retained earnings	34,371,828	36,410,641
Treasury shares	(557,449)	(685,821)
Total shareholders' equity	44,349,449	46,239,864
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(77,338)	8,783
Revaluation reserve for land	74,904	74,904
Total accumulated other comprehensive income	(2,434)	83,688
Share acquisition rights	2,960	—
Total net assets	44,349,974	46,323,552
Total liabilities and net assets	153,512,381	153,614,736

Consolidated statements of income (cumulative) and consolidated statements of comprehensive income (cumulative)

Consolidated statements of income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2021	Nine months ended December 31, 2022
Net sales	81,800,589	86,571,342
Cost of sales	69,170,876	73,869,841
Gross profit	12,629,713	12,701,500
Selling, general and administrative expenses		
Sales commission	1,087,701	1,063,422
Advertising expenses	1,063,073	1,001,520
Promotion expenses	36,267	51,795
Salaries and bonuses	2,223,240	2,148,113
Provision of allowance for doubtful accounts	7,358	9,321
Provision for bonuses	59,326	56,042
Enterprise tax	105,400	87,700
Consumption Taxes	567,165	643,504
Depreciation	278,369	252,928
Amortization of goodwill	28,836	20,756
Rent expenses	244,172	241,676
Other	2,349,402	2,390,833
Total selling, general and administrative expenses	8,050,312	7,967,615
Operating profit	4,579,400	4,733,885
Non-operating income		
Interest income	826	704
Dividend income	14,151	20,700
Commission income	152,316	179,703
Penalty income	28,921	16,512
Subsidy income	148,837	153,975
Other	47,573	43,498
Total non-operating income	392,625	415,093
Non-operating expenses		
Interest expenses	574,767	564,024
Bond issuance costs	—	14,168
Other	18,210	24,464
Total non-operating expenses	592,977	602,657
Ordinary profit	4,379,047	4,546,321
Extraordinary income		
Gain on sale of non-current assets	254,426	1,724
Gain on reversal of share acquisition rights	296	2,960
Total extraordinary income	254,722	4,684
Extraordinary losses		
Loss on sale of non-current assets	2,413	3,667
Loss on retirement of non-current assets	57,710	110
Total extraordinary losses	60,124	3,777
Profit before income taxes	4,573,645	4,547,228
Income taxes - current	1,237,500	944,703
Income taxes - deferred	297,524	578,008
Total income taxes	1,535,024	1,522,712
Profit	3,038,621	3,024,516
Profit attributable to non-controlling interests	—	—
Profit attributable to owners of parent	3,038,621	3,024,516

Consolidated statements of comprehensive income (cumulative)

(Thousands of yen)

	Nine months ended December 31, 2021	Nine months ended December 31, 2022
Profit	3,038,621	3,024,516
Other comprehensive income		
Valuation difference on available-for-sale securities	(54,199)	86,122
Total other comprehensive income	(54,199)	86,122
Comprehensive income	2,984,421	3,110,638
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,984,421	3,110,638
Comprehensive income attributable to non-controlling interests	—	—