

Third Quarter of Fiscal Year Ending March 31, 2025 Consolidated Earnings Announcement (Japanese GAAP)



February 13, 2025

Company Name: **Hoosiers Holdings Co., Ltd.**

Listed market: Tokyo Stock Exchange Prime Market

Stock Code: 3284

URL: <https://www.hoosiers.co.jp/>

Representative: (Title) President and Representative Director,
Executive Officer

(Name) Eiichi Ogawa

Contact: (Title) Head of Business Planning Section,
Executive Officer

(Name) Yoshiro Narukami Telephone: +81-3-3287-0704

Scheduled date to commence dividend payment: —

Preparation of supplemental information of financial results: Yes

Holding of financial results briefing: No

(Figures are rounded down to the nearest million yen)

1. Third Quarter of FY3/25 Consolidated Earnings Results (From April 1, 2024 to December 31, 2024)

(1) Consolidated Earnings (Cumulative)

(% indicates changes from the same period of the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Profit Attributable to Owners of Parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended								
December 31, 2024	45,866	6.5	3,252	37.5	2,493	38.0	1,251	22.9
December 31, 2023	43,079	4.2	2,365	(19.2)	1,806	(24.6)	1,018	(34.8)

(Note) Comprehensive income: Nine months ended December 31, 2024: ¥1,214 million [(38.9)%]

Nine months ended December 31, 2023: ¥1,988 million [(22.9)%]

	Earnings per Share	Diluted Earnings per Share
	Yen	Yen
Nine months ended		
December 31, 2024	35.19	—
December 31, 2023	28.68	28.67

(Note) Diluted earnings per share for the nine months ended December 31, 2024 is not reported as there are no dilutive shares.

(2) Consolidated Financial Position

	Total Assets	Net Assets	Equity Ratio
	Million yen	Million yen	%
As of December 31, 2024	177,770	45,563	21.2
As of March 31, 2024	164,399	46,858	23.6

(Reference) Shareholders' equity: As of December 31, 2024 ¥37,730 million As of March 31, 2024 ¥38,795 million

2. Dividends

	Dividend per Share				
	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of Year	Annual
	Yen	Yen	Yen	Yen	Yen
FY3/24	—	27.00	—	28.00	55.00
FY3/25	—	29.00	—		
FY3/25 (Forecast)				29.00	58.00

(Note) Changes in the latest forecasts released: No

3. Consolidated Earnings Forecasts for the Fiscal Year Ending March 2025 (From April 1, 2024 to March 31, 2025)

(% indicates changes from the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Profit Attributable to Owners of Parent		Earnings per Share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	97,000	12.2	9,400	5.1	8,000	5.3	5,100	6.1	143.45

(Note) Changes in the latest forecasts released: No

*** Matters to be noted**

(1) Significant changes in scope of consolidation during the period under review: Yes

Newly included: None

Excluded: 1 (WC Seattle V, LLC)

(2) Application of specific accounting treatments in preparing the consolidated quarterly financial statements: No

(3) Changes in accounting principles, changes in accounting estimates and retrospective restatements

(a) Changes in accounting principles in accordance with revisions to accounting and other standards: Yes

(b) Changes in accounting principles other than above (a): No

(c) Changes in accounting estimates: No

(d) Retrospective restatements: No

(Note) Please refer to “2. Consolidated Quarterly Financial Statements and Main Notes, (3) Matters to be Noted regarding Consolidated Quarterly Financial Statements (Notes on changes in accounting policies)” on page 8.

(4) Outstanding shares (Common stock)

(a) Number of outstanding shares at the end of period (Including treasury shares)

(b) Number of treasury shares at the end of period

(c) Average number of shares during the period

December 31, 2024	36,916,775 shares	March 31, 2024	36,916,775 shares
December 31, 2024	1,365,112 shares	March 31, 2024	1,365,112 shares
Nine months ended December 31, 2024	35,551,663 shares	Nine months ended December 31, 2023	35,508,859 shares

(Note) The number of treasury shares includes 498,150 shares of the Company held by Board Benefit Trust as of December 31, 2024.

* Review of the accompanying consolidated quarterly financial statements by certified public accountants or an audit corporation: Yes (voluntary)

* Explanatory statement regarding the proper use of financial forecasts and other notes

All forecasts provided in this document are based on certain reasonable assumptions and beliefs in light of information currently available and, therefore, it is not intended for guaranteeing to meet them. Actual results may differ from our forecasts due to various unforeseen reasons.

○ Table of contents of the attached document

1. Overview of Business Performance, etc. -----	2
(1) Overview of Business Performance for the Nine Months ended December 31, 2024-----	2
(2) Overview of Financial Position as of December 31, 2024 -----	3
(3) Qualitative Information on Consolidated Earnings Forecasts -----	3
2. Consolidated Quarterly Financial Statements and Main Notes -----	4
(1) Consolidated Quarterly Balance Sheet -----	4
(2) Consolidated Quarterly Income Statement and Comprehensive Income Statement -----	6
Consolidated Quarterly Income Statement -----	6
For the Nine Months Ended December 31, 2023 and 2024-----	6
Consolidated Quarterly Comprehensive Income Statement -----	7
For the Nine Months Ended December 31, 2023 and 2024-----	7
(3) Matters to be Noted regarding Consolidated Quarterly Financial Statements -----	8
(Notes on the premise of a going concern) -----	8
(Notes on the significant change in the shareholders' equity amount) -----	8
(Notes on changes in accounting policies) -----	8
(Segment information, etc.) -----	8
(Notes on cash flow statement) -----	9
3. Other Information -----	10
(1) Records of Sales -----	10
(2) Real Estate Sales Information -----	11

1. Overview of Business Performance, etc.

(1) Overview of Business Performance for the Nine Months Ended December 31, 2024

During the nine months ended December 31, 2024, the number of contracted units was 1,016 units and 17 buildings, and the number of delivered units was 404 units and 13 buildings. As of December 31, 2024, we managed 24,062 units. Consequently, as the results for the nine months ended December 31, 2024, we posted net sales of ¥45,866 million (up 6.5% year over year), operating income of ¥3,252 million (up 37.5% year over year), ordinary income of ¥2,493 million (up 38.0% year over year), and profit attributable to owners of parent of ¥1,251 million (up 22.9% year over year).

In our Real Estate Development, CCRC, and Real Estate Investment, sales are booked upon delivery to customers, not at the time purchase and sales contracts are executed. As a result, this tends to cause a deviation in quarterly sales depending on the timing of delivery.

Results by segment are as follows.

(I) Real Estate Development

During the nine months ended December 31, 2024, the Group recorded net sales of ¥22,680 million (up 2.1% year over year) and operating income of ¥1,335 million (up 245.4% year over year) with a delivery of 393 condominium units and houses such as “MID TOWER IWAKI.”

(II) CCRC

During the nine months ended December 31, 2024, the Group recorded net sales of ¥1,639 million (down 61.6% year over year) and operating loss of ¥182 million (operating income of ¥205 million a year earlier) with a delivery of 11 condominium units.

(III) Real Estate Investment

During the nine months ended December 31, 2024, the Group recorded net sales of ¥15,284 million (up 41.1% year over year) and operating income of ¥1,845 million (up 29.1% year over year).

(1) Real Estate Sales

Due to the sales of inventory assets, we recorded net sales of ¥12,669 million (up 52.3% year over year).

(2) Rental Revenue

We recorded net sales of ¥2,356 million (up 4.1% year over year) due to the stable operation of owned income-producing properties.

(IV) Condominium Management and Related Services

We recorded net sales of ¥6,261 million (up 8.6% year over year) and operating income of ¥320 million (up 29.1% year over year) during the nine months ended December 31, 2024.

(1) Condominium Management

We recorded net sales of ¥1,665 million (up 5.1% year over year) due to the start of the new management contracting of “MID TOWER IWAKI,” etc. in condominium management.

(2) Sports Club Operation Revenue

We recorded net sales of ¥2,813 million (up 1.2% year over year) mainly due to the operation of sports clubs.

(3) Other Income

We recorded net sales of ¥1,782 million (up 27.2% year over year) in hotel business and consigned construction, etc.

The progress status of the annual delivery plan in the Real Estate Sales is shown below. In Condominium apartments, the main business of the Group, 84.9% of the contracts have been executed.

FY3/25	Number of units to be delivered (Units)	Number of contracts signed (Units)	Progress
Condominium apartments	1,157	982	84.9%
Condominium apartments for seniors	67	42	62.7%
Detached houses	15	9	60.0%
Total	1,239	1,033	83.4%

(Notes) 1. “Condominium apartments” show the total number of family condominiums and compact condominiums.

2. The number of units for joint venture properties is shown with consideration for the joint venture ratio (by rounding down to the nearest integer).

(2) Overview of Financial Position as of December 31, 2024

As of December 31, 2024, total assets amounted to ¥177,770 million (up 8.1% from March 31, 2024), total liabilities amounted to ¥132,207 million (up 12.5% from March 31, 2024), and total net assets amounted to ¥45,563 million (down 2.8% from March 31, 2024), mainly due to increases in real estate for sale in process and loans payable.

(3) Qualitative Information on Consolidated Earnings Forecasts

The earnings forecasts for the fiscal year ending March 31, 2025 remain unchanged from those announced on May 14, 2024 as results and sales status for the nine months ended December 31, 2024 have progressed as planned and the Group’s operating environment is within the scope of the assumption.

2. Consolidated Quarterly Financial Statements and Main Notes

(1) Consolidated Quarterly Balance Sheet

(Million yen)

	For the Fiscal Year Ended March 31, 2024 (As of March 31, 2024)	For the Nine Months Ended December 31, 2024 (As of December 31, 2024)
Assets		
Current assets		
Cash and deposits	30,709	28,094
Accounts receivable - trade	991	898
Merchandise	19	19
Real estate for sale	19,279	14,214
Real estate for sale in process	75,748	97,776
Operational investment securities	909	823
Prepaid expenses	1,498	2,914
Other	3,611	4,814
Allowance for doubtful accounts	(124)	(136)
Total current assets	132,643	149,420
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	12,140	9,970
Machinery, equipment and vehicles, net	26	64
Tools, furniture and fixtures, net	85	81
Land	10,870	10,453
Leased assets, net	449	459
Construction in progress	119	466
Total property, plant and equipment	23,691	21,496
Intangible assets		
Goodwill	191	169
Other	631	626
Total intangible assets	822	796
Total investments and other assets	7,243	6,056
Total non-current assets	31,756	28,350
Total assets	164,399	177,770

(Million yen)

	For the Fiscal Year Ended March 31, 2024 (As of March 31, 2024)	For the Nine Months Ended December 31, 2024 (As of December 31, 2024)
Liabilities		
Current liabilities		
Notes and accounts payable - trade	3,294	2,152
Electronically recorded obligations - operating	6,289	738
Short-term loans payable	9,857	15,598
Current portion of bonds	2,804	3,328
Current portion of long-term loans payable	13,252	20,243
Income taxes payable	2,006	480
Advances received	5,256	9,843
Provision for bonuses	370	253
Provision for bonuses for directors (and other officers)	18	—
Provision for after-sales services	31	31
Other	5,160	3,091
Total current liabilities	48,342	55,761
Non-current liabilities		
Bonds payable	5,365	4,847
Long-term loans payable	59,384	67,777
Deferred tax liabilities	1,065	894
Provision for share awards for directors	257	253
Net defined benefit liability	12	12
Asset retirement obligations	895	798
Other	2,216	1,860
Total non-current liabilities	69,198	76,445
Total liabilities	117,541	132,207
Net assets		
Shareholders' equity		
Capital stock	5,000	5,000
Capital surplus	10,843	10,843
Retained earnings	21,743	20,939
Treasury shares	(893)	(893)
Total shareholders' equity	36,693	35,890
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	757	443
Foreign currency translation adjustment	1,343	1,396
Total accumulated other comprehensive income	2,101	1,840
Non-controlling interests	8,063	7,833
Total net assets	46,858	45,563
Total liabilities and net assets	164,399	177,770

(2) Consolidated Quarterly Income Statement and Comprehensive Income Statement

Consolidated Quarterly Income Statement

For the Nine Months Ended December 31, 2023 and 2024

(Million yen)

	For the Nine Months Ended December 31, 2023 (From April 1, 2023 to December 31, 2023)	For the Nine Months Ended December 31, 2024 (From April 1, 2024 to December 31, 2024)
Net sales	43,079	45,866
Cost of sales	33,246	34,011
Gross profit	9,833	11,855
Selling, general and administrative expenses	7,467	8,602
Operating income	2,365	3,252
Non-operating income		
Interest income	78	66
Dividend income	259	131
Contract cancellations	87	31
Foreign exchange gains	—	456
Gain on investments in partnership	154	—
Other	83	82
Total non-operating income	664	768
Non-operating expenses		
Interest expenses	905	1,119
Commission fee	183	332
Foreign exchange losses	13	—
Share of loss of entities accounted for using equity method	91	46
Other	30	28
Total non-operating expenses	1,223	1,527
Ordinary income	1,806	2,493
Extraordinary income		
Gain on sale of non-current assets	—	1
Gain on sales of other securities	5	—
Gain on sale of shares of subsidiaries and associates	—	55
Total extraordinary income	5	56
Extraordinary losses		
Loss on sale of non-current assets	—	10
Impairment losses	—	167
Loss on retirement of non-current assets	1	24
Loss on sale of shares of subsidiaries and associates	—	33
Loss on valuation of shares of subsidiaries and associates	19	—
Total extraordinary losses	20	235
Income before income taxes	1,790	2,314
Income taxes - current	469	754
Income taxes - deferred	151	62
Total income taxes	620	817
Profit	1,169	1,496
Profit attributable to non-controlling interests	151	245
Profit attributable to owners of parent	1,018	1,251

Consolidated Quarterly Comprehensive Income Statement
For the Nine Months Ended December 31, 2023 and 2024

(Million yen)

	For the Nine Months Ended December 31, 2023 (From April 1, 2023 to December 31, 2023)	For the Nine Months Ended December 31, 2024 (From April 1, 2024 to December 31, 2024)
Profit	1,169	1,496
Other comprehensive income		
Valuation difference on available-for-sale securities	244	(314)
Foreign currency translation adjustment	636	131
Share of other comprehensive income of entities accounted for using equity method	(62)	(97)
Total other comprehensive income	819	(281)
Comprehensive income	1,988	1,214
Comprehensive income attributable to:		
Owners of parent	1,826	990
Non-controlling interests	162	224

(3) Matters to be Noted regarding Consolidated Quarterly Financial Statements

(Notes on the premise of a going concern)

Not applicable.

(Notes on the significant change in the shareholders' equity amount)

Not applicable.

(Notes on changes in accounting policies)

(Application of "Accounting Standard for Current Income Taxes," etc.)

On April 1, 2024, the Company applied the "Accounting Standard for Current Income Taxes" (ASBJ Statement No. 27, October 28, 2022, "Revised Accounting Standard 2022").

Revisions to categories in which current income taxes, etc. (taxation on other comprehensive income) should be recorded conform to the transitional treatments prescribed in the proviso of Paragraph 20-3 of the Revised Accounting Standard 2022 and the proviso of Paragraph 65-2(2) of "Guidance on Accounting Standard for Tax Effect Accounting" (ASBJ Guidance No. 28, October 28, 2022, "Revised Guidance 2022"). The change in accounting policies has no impact on the consolidated quarterly financial statements.

With regard to revisions related to changes in the treatment in the consolidated financial statements when gains or losses on sales of shares of subsidiaries, etc. arising from transactions between consolidated companies are deferred for tax purposes, the Company applied the Revised Guidance 2022 effective April 1, 2024. The change in accounting policies were applied retrospectively to the consolidated quarterly financial statements for the nine months ended December 31, 2023 and the consolidated financial statements for the fiscal year ended March 31, 2024. The change has no impact on the consolidated quarterly financial statements for the nine months ended December 31, 2023 and the consolidated financial statements for the fiscal year ended March 31, 2024.

(Segment information, etc.)

[Segment information]

For the nine months ended December 31, 2023 (From April 1, 2023 to December 31, 2023)

1 Information on the amount of net sales and income or loss by reportable segment

	Reportable Segment					Adjustment	Consolidated Quarterly income statement amount
	Real Estate Development	CCRC	Real Estate Investment	Condominium Management and Related Services	Total		
Net sales							
Sales to external customers	22,213	4,270	10,831	5,764	43,079	—	43,079
Intersegment sales or transfers	—	—	575	104	679	(679)	—
Total	22,213	4,270	11,406	5,868	43,758	(679)	43,079
Segment income	386	205	1,429	248	2,269	96	2,365

(Notes) 1. The adjustment for segment income consists of elimination of intersegment transactions of ¥(20) million, the amounts unable to be allocated to reportable segments of ¥(0) million and income (loss) of the holding company (the filing company of the consolidated financial statements) not allocated to reportable segments of ¥117 million.

2. The segment income is adjusted with operating income in the consolidated quarterly income statement.

For the nine months ended December 31, 2024 (From April 1, 2024 to December 31, 2024)

1 Information on the amount of net sales and income or loss by reportable segment

(Million yen)

	Reportable Segment					Adjustment	Consolidated quarterly income statement amount
	Real Estate Development	CCRC	Real Estate Investment	Condominium Management and Related Services	Total		
Net sales							
Sales to external customers	22,680	1,639	15,284	6,261	45,866	—	45,866
Intersegment sales or transfers	74	1	781	62	920	(920)	—
Total	22,755	1,640	16,066	6,323	46,786	(920)	45,866
Segment income (loss)	1,335	(182)	1,845	320	3,319	(66)	3,252

- (Notes) 1. The adjustment for segment income (loss) consists of elimination of intersegment transactions of ¥(68) million, the amounts unable to be allocated to reportable segments of ¥(0) million and income (loss) of the holding company (the filing company of the consolidated financial statements) not allocated to reportable segments of ¥1 million.
2. The segment income (loss) is adjusted with operating income in the consolidated quarterly income statement.

2 Information on impairment loss of non-current assets or goodwill, etc. by reportable segment

(Significant impairment loss of non-current assets)

There was no significant impairment loss.

(Notes on cash flow statement)

Consolidated quarterly cash flow statement for the nine months ended December 31, 2024 is not prepared. Depreciation expenses, including amortization expenses on intangible assets except for goodwill, and amortization expenses of goodwill for the nine months ended December 31, 2024 are as follows:

(Million yen)

	Nine months ended December 31, 2023 (April 1, 2023 to December 31, 2023)	Nine months ended December 31, 2024 (April 1, 2024 to December 31, 2024)
Depreciation	1,129	1,138
Amortization of goodwill	21	21

3. Other Information

(1) Records of Sales

	For the Nine Months Ended December 31, 2023 (From April 1, 2023 to December 31, 2023)	For the Nine Months Ended December 31, 2024 (From April 1, 2024 to December 31, 2024)	YoY Change (%)
Segment Name	Net sales (Million yen)	Net sales (Million yen)	
(I) Real Estate Development			
(1) Real Estate Sales	21,476	21,609	100.6
(2) Other Income	736	1,070	145.3
Total Real Estate Development	22,213	22,680	102.1
(II) CCRC			
(1) Real Estate Sales	3,212	462	14.4
(2) Other Income	1,058	1,176	111.2
Total CCRC	4,270	1,639	38.4
(III) Real Estate Investment			
(1) Real Estate Sales	8,319	12,669	152.3
(2) Rental Revenue	2,262	2,356	104.1
(3) Other Income	248	259	104.3
Total Real Estate Investment	10,831	15,284	141.1
(IV) Condominium Management and Related Services			
(1) Condominium Management	1,583	1,665	105.1
(2) Sports Club Operation Revenue	2,778	2,813	101.2
(3) Other Income	1,401	1,782	127.2
Total Condominium Management and Related Services	5,764	6,261	108.6
Total	43,079	45,866	106.5

(Notes) 1. Intersegment transactions are offset and omitted.

2. In the Real Estate Development, CCRC, and Real Estate Investment, sales are booked upon delivery to customers, not at the time purchase and sales contracts are executed. As a result, this tends to cause a deviation in quarterly sales depending on the timing of delivery.
3. In the Real Estate Development and CCRC, Rental Revenue is included in Other Income as the amount is immaterial.

(2) Real Estate Sales Information

	For the Nine Months Ended December 31, 2023 (From April 1, 2023 to December 31, 2023)											
	Outstanding Contracts at Beginning of Period			New Contracts Signed during Period			Number of Delivery during Period			Outstanding Contracts at End of Period		
	Transaction volume			Transaction volume (YoY comparison)			Transaction volume (YoY comparison)			Transaction volume (YoY comparison)		
Real Estate Development	709 Units	1 Block	— Building	711 Units	1 Block	— Building	412 Units	2 Blocks	— Building	1,008 Unit	— Block	— Building
	¥30,447 million			¥32,676 million (88.6%)			¥21,476 million (102.1%)			¥41,647 million (100.7%)		
CCRC	92 Units	— Block	— Building	146 Units	— Block	— Building	86 Units	— Block	— Building	152 Units	— Block	— Building
	¥4,029 million			¥5,878 million (60.5%)			¥3,212 million (35.0%)			¥6,695 million (187.7%)		
Real Estate Investment	— Unit	— Block	1 Building	— Unit	— Block	12 Buildings	— Unit	— Block	11 Buildings	— Unit	— Block	2 Buildings
	¥357 million			¥8,639 million (214.9%)			¥8,319 million (349.6%)			¥ 677 million (29.4%)		
Total	801 Units	1 Block	1 Building	857 Units	1 Block	12 Buildings	498 Units	2 Blocks	11 Buildings	1,160 Units	— Block	2 Buildings
	¥34,834 million			¥47,194 million (93.2%)			¥33,008 million (101.3%)			¥49,020 million (103.8%)		

	For the Nine Months Ended December 31, 2024 (From April 1, 2024 to December 31, 2024)											
	Outstanding Contracts at Beginning of Period			New Contracts Signed during Period			Number of Delivery during Period			Outstanding Contracts at End of Period		
	Transaction volume			Transaction volume (YoY comparison)			Transaction volume (YoY comparison)			Transaction volume (YoY comparison)		
Real Estate Development	555 Units	— Block	— Building	911 Units	— Block	— Building	393 Units	— Block	— Building	1,073 Units	— Block	— Building
	¥24,316 million			¥48,925 million (149.7%)			¥21,609 million (100.6%)			¥51,632 million (124.0%)		
CCRC	15 Units	— Block	— Building	105 Units	— Block	— Building	11 Units	— Block	— Building	109 Units	— Block	— Building
	¥738 million			¥5,572 million (94.8%)			¥462 million (14.4%)			¥5,847 million (87.3%)		
Real Estate Investment	— Unit	— Block	1 Building	— Unit	— Block	17 Buildings	— Unit	— Block	13 Buildings	— Unit	— Block	5 Buildings
	¥850 million			¥29,903 million (346.1%)			¥12,669 million (152.3%)			¥18,083 million (2,669.5%)		
Total	570 Units	— Block	1 Building	1,016 Units	— Block	17 Buildings	404 Units	— Block	13 Buildings	1,182 Units	— Block	5 Buildings
	¥25,905 million			¥84,400 million (178.8%)			¥34,741 million (105.3%)			¥75,564 million (154.1%)		

(Note) 1 Transaction volume means the total amount of tax-excluded selling prices of condominium apartments, detached houses, etc. The number of units and transaction volume for joint venture properties are calculated by multiplying by the investment ratio and rounded down to the nearest integer.

2 In Real Estate Development, sale of interest in joint venture properties to joint venture partners is excluded from the number of units above.