



# CREATION OF ATTRACTIVE TOWN DEVELOPMENT

**LA HOLDINGS**

**Financial Results for the Second Quarter of 2023**

**August 10, 2023**

Summary (YoY)	Net sales	Ordinary profit	Profit	Total assets
	<b>¥16.64</b> billion (+132.9%)	<b>¥2.66</b> billion (+274.6%)	<b>¥1.81</b> billion (+245.7%)	<b>¥54.4</b> billion (+7.5%)

## Second quarter highlights

- ✓ Completed the sale of THE EDGE (Ebisu) office building
- ✓ Sales of “L’attrait Premium-Renovation®” series remained strong
- ✓ Finished construction and started closing sales of “L’attrait RESIDENCE Meinohama” new condominium building in Fukuoka whose units were promptly delivered

## Ongoing projects

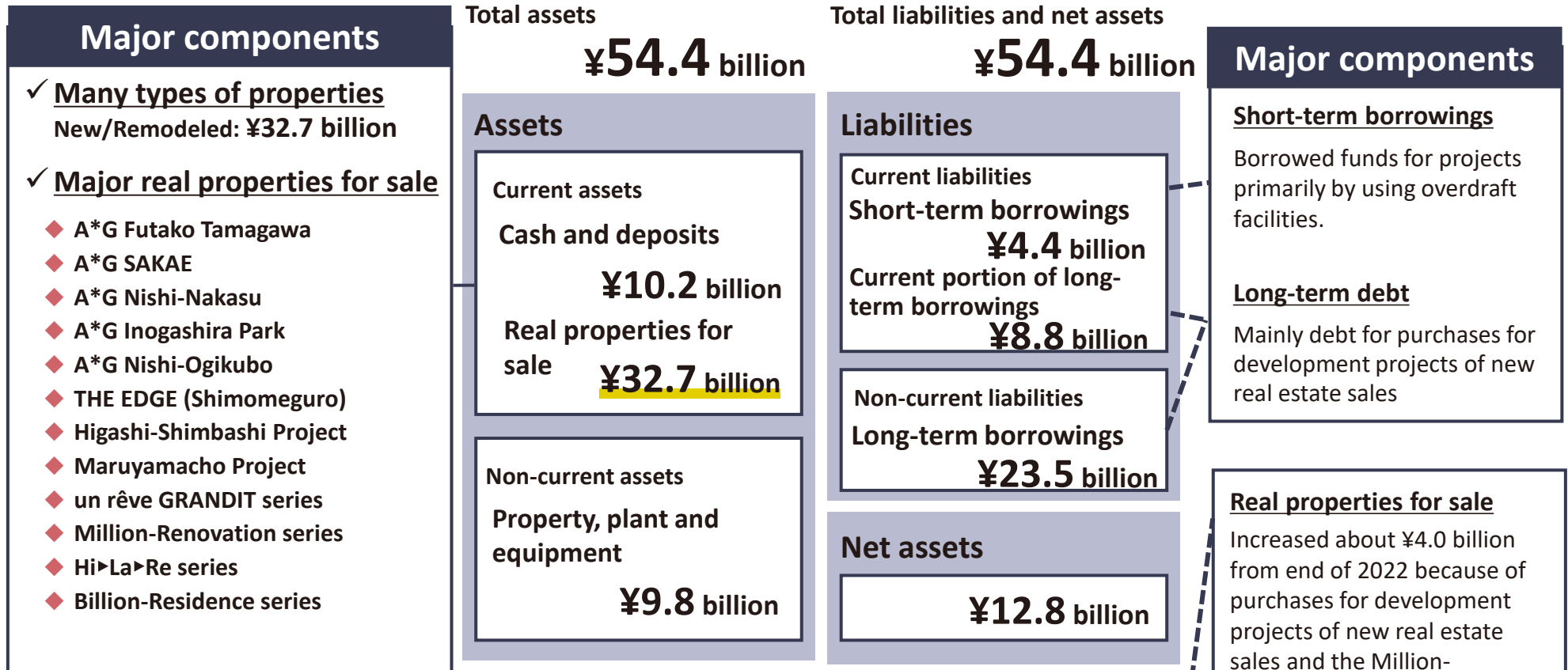
- ✓ Completed construction of a building in the A\*G Series of commercial buildings and THE EDGE (Shimomeguro) office building  
→Solid performance of leasing operations as many companies seek locations for new stores
- ✓ Plan to start closing sales in 3Q of 2023 at the newly constructed un rêve GRANDIT YAESE in Okinawa.

## Others

- ✓ Increased purchases of land for new development projects and premium renovation properties, raising real properties for sale about ¥4.0 billion from the end of 2022.
- ✓ Dually listed on the Main Board of Fukuoka Stock Exchange (June 14, 2023)

# 1 - (2)

## 2Q 2023 Balance Sheets



Changes in major assets	(Billions of yen)	End of Dec. 2019	End of Dec. 2020	End of Dec. 2021	End of Dec. 2022	End of Jun. 2023 (2Q)
	Real properties for sale	13.8	9.7	17.5	28.8	32.7
Property, plant and equipment	6.4	8.8	9.6	11.3	9.8	
<b>Total assets</b>	<b>24.8</b>	<b>23.6</b>	<b>36.3</b>	<b>50.6</b>	<b>54.4</b>	

Note: All indices are calculated based on consolidated figures.

**1 - (3)****2Q 2023 Statements of Income**

(Millions of yen)

	2Q 2022 results	2Q 2023 results	2023 plan	Progress ratio
<b>Net sales</b>	<b>7,148</b>	<b>16,648</b>	<b>30,000</b>	<b>55.5%</b>
<b>Operating profit</b>	<b>932</b>	<b>2,881</b>	<b>5,500</b>	<b>52.4%</b>
<b>Ordinary profit</b>	<b>711</b>	<b>2,665</b>	<b>4,800</b>	<b>55.5%</b>
<b>Profit</b>	<b>525</b>	<b>1,818</b>	<b>3,400</b>	<b>53.5%</b>

Note: All indices are calculated based on consolidated figures.

# 1 - (4) 2Q 2023 Sales by Business Segment

(Millions of yen)

	2Q 2022 results	2Q 2023 results	YoY	Overview
<b>Net sales</b>	<b>7,148</b>	<b>16,648</b>	<b>132.9%</b>	
<b>I Real Estate Sales</b>	<b>6,697</b>	<b>16,124</b>	<b>140.7%</b>	
<b>1 New Real Estate Sales</b>	<b>4,850</b>	<b>7,631</b>	<b>57.3%</b>	Sales significantly increased year on year due to the sale of an income-producing office building and a condominium building.
<b>(1) Land planning and sales</b>	<b>2,557</b>	<b>927</b>	<b>(63.7)%</b>	
<b>(2) Newly-built property sales</b>	<b>2,292</b>	<b>6,703</b>	<b>192.4%</b>	
<b>2 Revitalized Real Estate Sales</b>	<b>1,846</b>	<b>8,493</b>	<b>359.9%</b>	Sales more than doubled due to the large volume of sales of renovated condominiums. Sales of large properties completed in the investment business.
<b>(1) Renovated condominiums</b>	<b>1,846</b>	<b>4,240</b>	<b>129.6%</b>	
<b>(2) Others</b>	<b>-</b>	<b>4,252</b>	<b>-</b>	
<b>II Real Estate Leasing</b>	<b>423</b>	<b>502</b>	<b>18.7%</b>	Increased year on year due to the purchase of a healthcare facility.

Note: All indices are calculated based on consolidated figures.

# 1 - (5) 2Q 2023 Gross Profit by Business Segment

(Millions of yen)

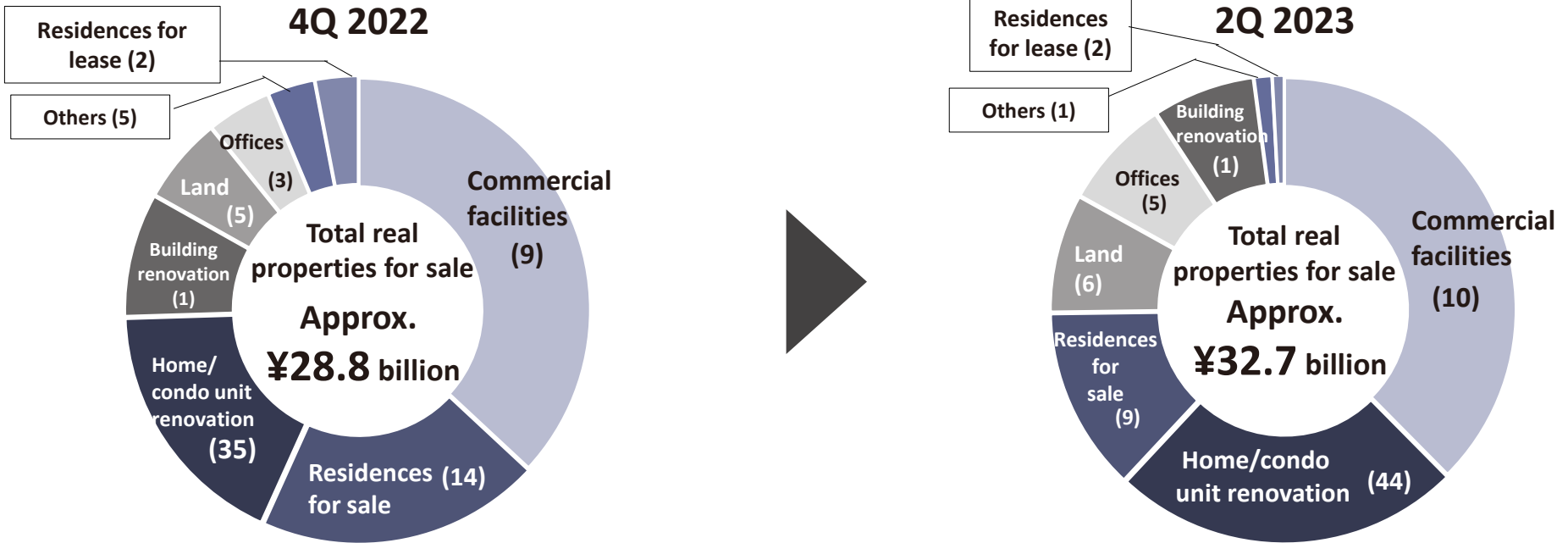
	2Q 2022 results		2Q 2023 results		Overview
	Gross profit	Profit margin	Gross profit	Profit margin	
<b>Total</b>	<b>1,736</b>	<b>24.3%</b>	<b>4,410</b>	<b>26.5%</b>	
<b>I Real Estate Sales</b>	<b>1,507</b>	<b>22.5%</b>	<b>4,120</b>	<b>25.6%</b>	
<b>1 New Real Estate Sales</b>	<b>1,240</b>	<b>25.6%</b>	<b>2,620</b>	<b>34.3%</b>	Gross profit significantly increased year on year due to the sale of an income-producing office building and a condominium building.
<b>(1) Land planning and sales</b>	<b>579</b>	<b>22.7%</b>	<b>100</b>	<b>10.8%</b>	
<b>(2) Newly-built property sales</b>	<b>660</b>	<b>28.8%</b>	<b>2,519</b>	<b>37.6%</b>	
<b>2 Revitalized Real Estate Sales</b>	<b>267</b>	<b>14.5%</b>	<b>1,500</b>	<b>17.7%</b>	Gross profit was 2.6 times that of the same period of the previous year due to the large volume of sales of renovated condominiums. Sales of large properties completed in the investment business.
<b>(1) Renovated condominiums</b>	<b>267</b>	<b>14.5%</b>	<b>702</b>	<b>16.6%</b>	
<b>(2) Others</b>	<b>-</b>	<b>-</b>	<b>798</b>	<b>18.8%</b>	
<b>II Real Estate Leasing</b>	<b>200</b>	<b>47.4%</b>	<b>267</b>	<b>53.2%</b>	Increased year on year due to the purchase of a healthcare facility.

Note: All indices are calculated based on consolidated figures.



# 1 - (6)

## 2Q 2023 Portfolio of Real Properties for Sale



\*Number of properties is in parentheses.

### Examples of ongoing projects

A\*G Nishi-Ogikubo



A\*G Futako Tamagawa



THE EDGE (Shimomeguro)



A\*G Shimokitazawa

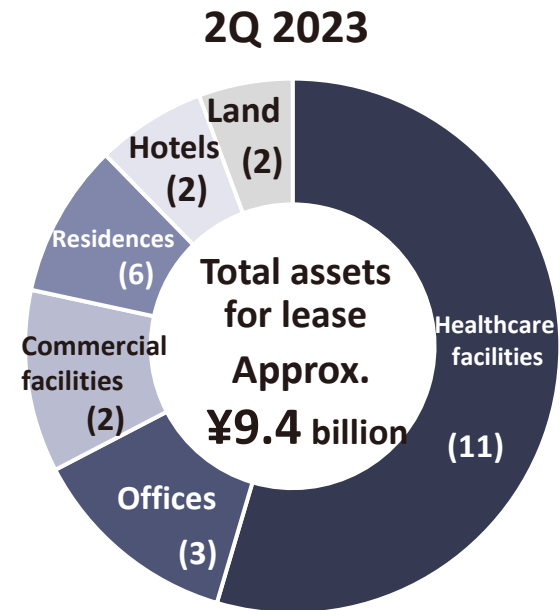
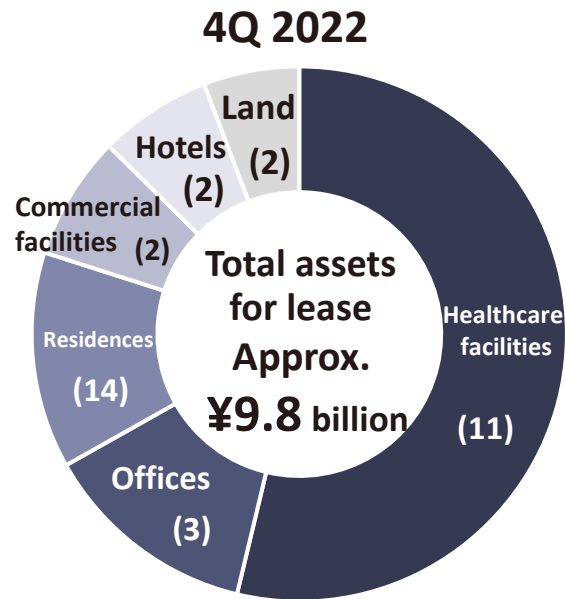


Ebisu 1-chome Project



Higashi-Shimbashi Project





\*Number of properties is in parentheses.

Primary owned real estate

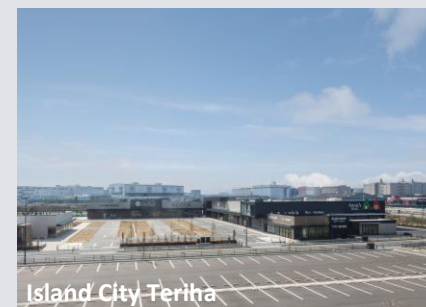
Healthcare facilities



Offices



Commercial facilities



Residential hotels





## 2 - (1)

# Ongoing Projects (New real estate sales, income-producing development)

Many residential and commercial developments are ongoing

A\*G Inogashira park



Musashino-shi  
(Kichijoji)

Suginami-ku

Shibuya-ku

Meguro-ku

Taito-ku

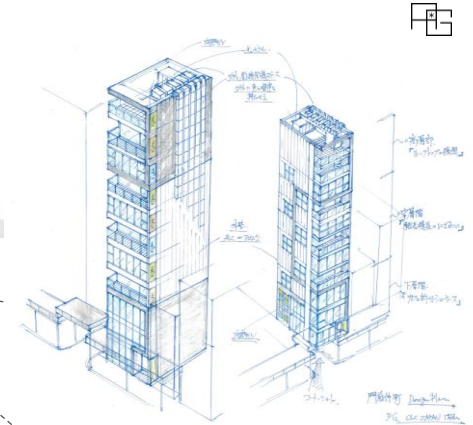
Minato-ku

Koto-ku

A\*G Asakusa



A\*G Monzen-nakacho



Maruyamacho Project

THE DOORS (Daikanyama)

THE EDGE (Shimomeguro)



Ebisu 1-chome Project



Higashi-Shimbashi Project



## Ongoing Projects (New real estate sales, condominium developments)

### ■ un rêve GRANDIT AGARIHAMA (Planned completion in 2024)



### ■ un rêve REALISER MIEBASHI (Planned completion in 2024)



### ■ un rêve GRANDIT YAESE (Plan to start closing sales in 3Q of 2023)



### ■ un rêve GRANDIT NAHA OMOROMACHI (Planned completion in 2024)



### ■ L'attrait Residence KYOTO (Planned completion in 2024)



Okinawa

Kyoto



## 2 - (3)

### Ongoing Projects (Revitalized real estate sales)

- ✓ Several projects in central Tokyo in Million-Renovation series with prices of ¥100 - ¥600 million
- ✓ Started Premium Renovation sales using the new Hi▶La▶Re brand.

Belte Omotesando



Shirokanedai House



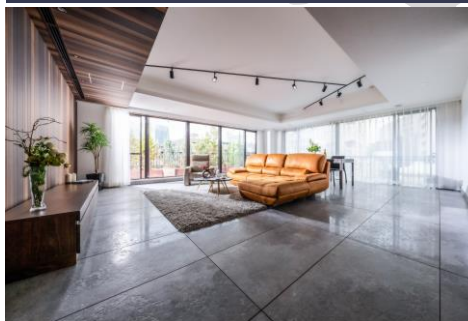
Towa Hanzomon Coop



L'attrait Ebisu Grand Garden



Domus Takanawa



Azabu Higashimachi Mansion



The Parkhouse Nishiazabu Kasumicho



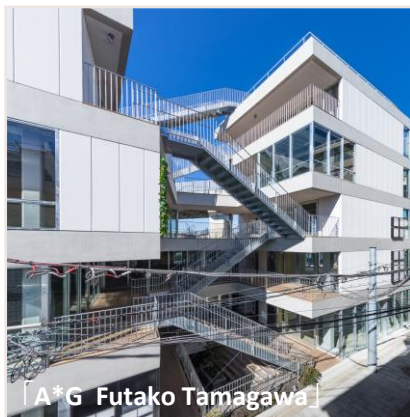
## 2 - (4)

### Completed Properties

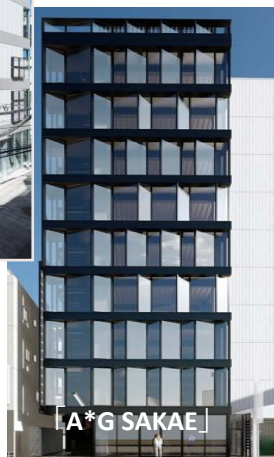
#### “A\*G” commercial buildings



The A\*G Series combines “Attrait,” which means appeal in French, and “Generator,” which are linked by an asterisk symbolizing a small star. This expresses the brand’s concept of creating “small projects that shine brightly.”



[A\*G Futako Tamagawa]



[A\*G SAKAE]

#### “THE EDGE” new office building



THE EDGE – Attractive and appealing office space

Based on the concept of offices with the atmosphere of a residence, THE EDGE is a new type of office building that provides comfort similar to a home with design elements that create a highly appealing and distinctive interior.



[THE EDGE] (Shimomeguro)



#### Condominium L’attrait RESIDENCE

--A New Style of Living--

#### L’attrait RESIDENCE Meinohama

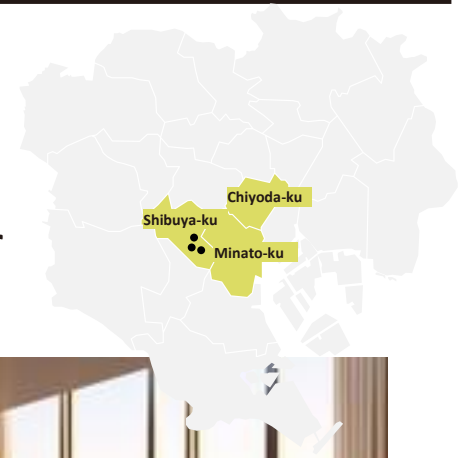




## 2 - (5)

### Creation of New Value

- ✓ Develop new "Billion-Residence" high-grade residences priced at over 1 billion yen
- ✓ Carefully select and supply the property based on the achievements and expertise cultivated over many years in the "L'attrait Premium-Renovation®" business and our extensive information network.



\* Image is for illustration purposes.



Note: All indices are calculated based on consolidated figures.

(Millions of yen)	2022 results	2023 plan	2024 plan	2025 plan
Net sales	18,253	30,000	33,000	40,000
Operating profit	4,226	5,500	5,700	6,400
Ordinary profit	3,730	4,800	5,000	5,700
Profit	<u>3,381</u> (Note)	3,400	3,500	4,000

Note: Includes extraordinary income of about ¥800 million due to negative goodwill.

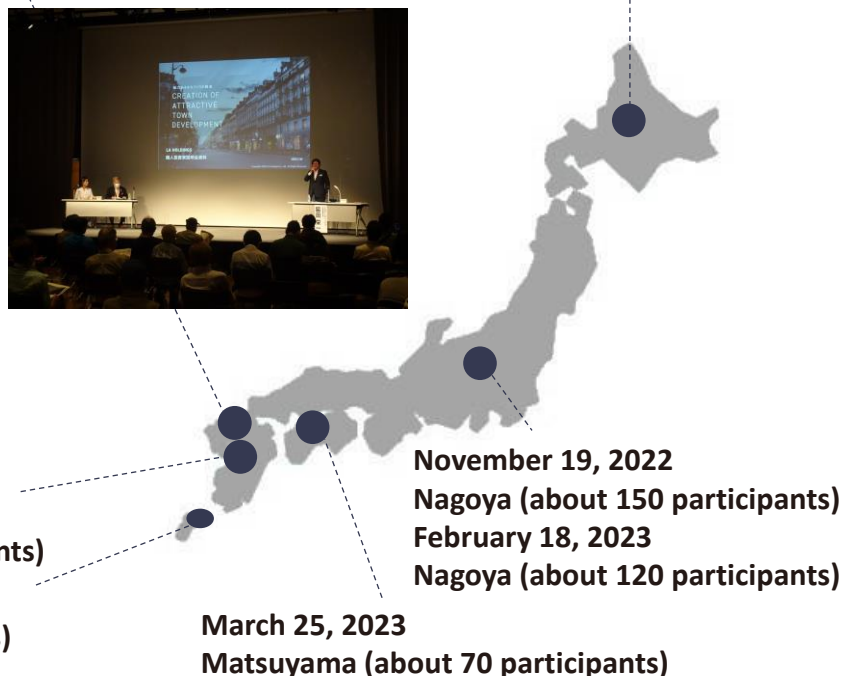
Targets for earnings in the 2022-2024 medium-term plan announced on February 14, 2022 were achieved one year early. Furthermore, a new three-year medium-term plan (2023 to 2025) has been established due to the acquisition of FAN STYLE HD Co., Ltd. that was announced on January 5, 2023 in a release titled "Notice of Purchase of Stock and Simple Exchange of Stock to Make FAN STYLE HD a Wholly Owned Subsidiary."

## IR seminars

February 5, 2022 Fukuoka (about 90 participants)  
 July 30, 2022 Fukuoka (about 70 participants)  
 November 9, 2022 Fukuoka (about 80 participants)  
 February 4, 2023 Fukuoka (about 120 participants)

October 29, 2022 Sapporo (about 110 participants)  
 July 29, 2023 Sapporo (about 120 participants)

LA Holdings participated in an IR seminar held by Radio NIKKEI, Pronexus and the Nihon Securities Journal. At the seminar, Eiichi Wakita, president of LA Holdings, talked about business activities, the medium-term plan, performance indicators, shareholder distributions and other subjects.



July 15, 2023 Kumamoto (about 70 participants)  
 May 20, 2023 Okinawa (about 80 participants)

## Radio programs

Radio NIKKEI “Market God of Happiness”Radio NIKKEI “Asazai”

LA Holdings conducts IR seminars on a regular basis for individual investors in major and regional cities of Japan where the company operates its real estate business. In addition to using IR events like this to provide information to investors, there are PR activities linked to IR for media exposure, such as appearances on radio programs.

**Securities Code**

**2986**

# **LA HOLDINGS**

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