



CREATION OF ATTRACTIVE TOWN DEVELOPMENT

LA HOLDINGS

Financial Results for the Third Quarter of 2023

November 9, 2023

Summary (YoY)	Net sales	Ordinary profit	Profit	Total assets
	¥22.67 billion (+114.5%)	¥3.25 billion (+184.0%)	¥2.08 billion (+149.8%)	¥58.1 billion (+14.7%)

Third quarter highlights

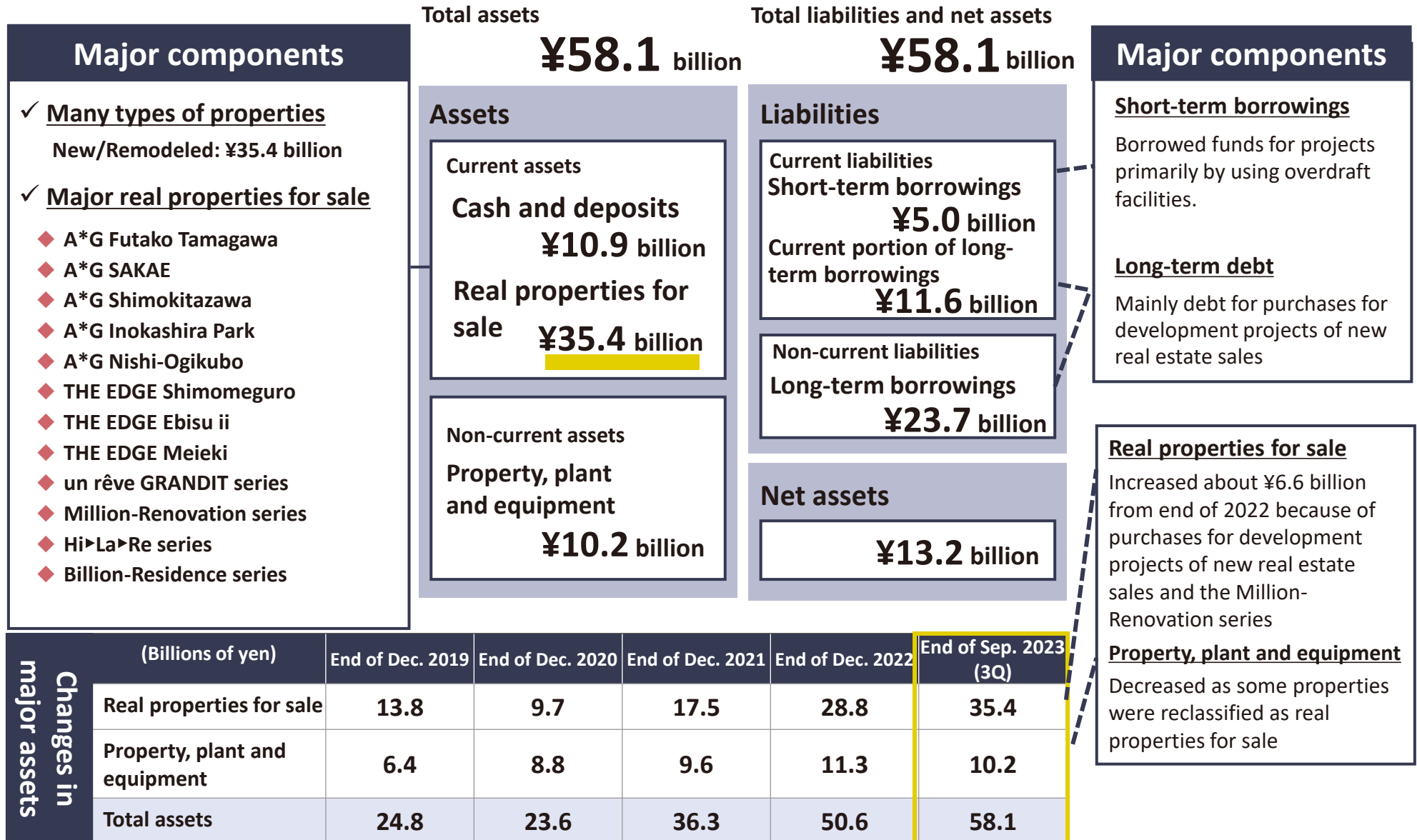
- ✓ Completed the sales of THE EDGE (Ebisu) office building and A*G Nishi-Nakasu (Fukuoka) commercial building
- ✓ Sales of “L’attrait Premium-Renovation®” series remained strong
- ✓ Finished construction and started closing sales of “L’attrait RESIDENCE Meinohama” in Fukuoka and “un rêve GRANDIT YAESE” in Okinawa new condominium buildings whose units were promptly delivered

Ongoing projects

- ✓ Completed construction of A*G Futako Tamagawa and A*G SAKAE (Nagoya) commercial buildings and THE EDGE Shimomeguro and THE EDGE Reisen (Fukuoka) office buildings

Others

- ✓ Increased purchases of land for new development projects and premium renovation properties, raising real properties for sale about ¥6.6 billion from the end of 2022.
- ✓ Completed procurement of a cumulative total of approximately ¥3.3 billion by exercising share acquisition rights through a third-party allotment.
- ✓ Dually listed on the Main Board of Fukuoka Stock Exchange (June 14, 2023)



Note: All indices are calculated based on consolidated figures.

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

(Millions of yen)

	3Q 2022 results	3Q 2023 results	2023 plan	Progress ratio
Net sales	10,571	22,678	30,000	75.6%
Operating profit	1,474	3,705	5,500	67.4%
Ordinary profit	1,145	3,254	4,800	67.8%
Profit	835	2,086	3,400	61.4%

Note: All indices are calculated based on consolidated figures.

1 - (4) 3Q 2023 Sales by Business Segment

(Millions of yen)

	1Q-3Q 2022 results	1Q-3Q 2023 results	YoY	Overview
Net sales	10,571	22,678	114.5%	
I Real Estate Sales	9,856	21,887	122.1%	
1 New Real Estate Sales	5,893	10,138	72.0%	Sales significantly increased year on year due to the sales of income-producing properties and condominium buildings.
(1) Land planning and sales	2,557	1,380	(46.0)%	
(2) Newly-built property sales	3,335	8,758	162.6%	
2 Revitalized Real Estate Sales	3,963	11,748	196.4%	Sales more than doubled due to the large volume of sales of renovated condominiums. Sales of large properties completed in the investment business.
(1) Renovated condominiums	3,963	7,468	88.4%	
(2) Others	-	4,279	-	
II Real Estate Leasing	660	762	15.5%	Increased year on year due to the purchase of a healthcare facility.

Note: All indices are calculated based on consolidated figures.

1 - (5) 3Q 2023 Gross Profit by Business Segment

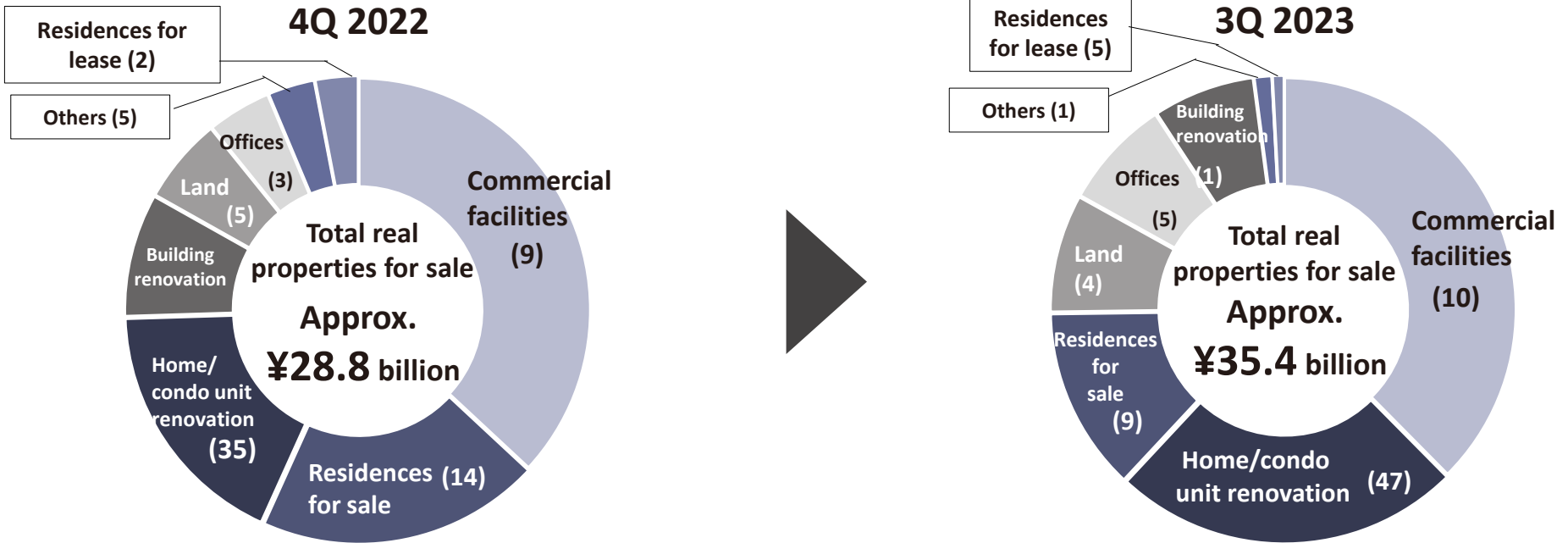
(Millions of yen)

	1Q-3Q 2022 results		1Q-3Q 2023 results		Overview
	Gross profit	Profit margin	Gross profit	Profit margin	
Total	2,640	25.0%	5,872	25.9%	
I Real Estate Sales	2,247	22.8%	5,414	24.7%	
1 New Real Estate Sales	1,589	27.0%	3,314	32.7%	Gross profit significantly increased year on year due to the sales of income-producing properties and condominium buildings.
(1) Land planning and sales	579	22.7%	162	11.8%	
(2) Newly-built property sales	1,010	30.3%	3,151	36.0%	
2 Revitalized Real Estate Sales	658	16.6%	2,100	17.9%	Gross profit doubled year on year due to the large volume of sales of renovated condominiums. Sales of large properties completed in the investment business.
(1) Renovated condominiums	658	16.6%	1,290	17.3%	
(2) Others	-	-	809	18.9%	
II Real Estate Leasing	338	51.3%	428	56.2%	Increased year on year due to the purchase of a healthcare facility.

Note: All indices are calculated based on consolidated figures.

1 - (6)

3Q 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



■ A*G Shimokitazawa



■ THE EDGE Shimomeguro



■ THE EDGE Reisen



■ THE EDGE Meieki





*Number of properties is in parentheses.

Primary owned real estate

Healthcare facilities



Offices



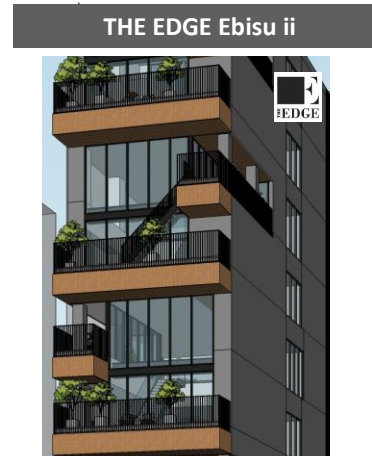
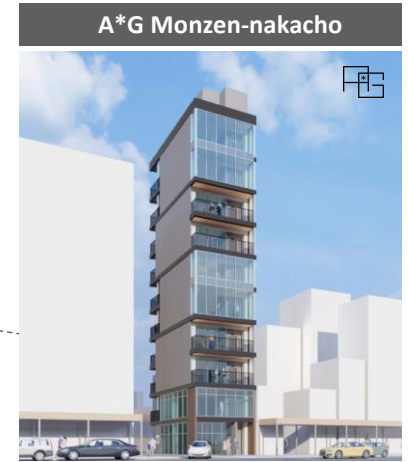
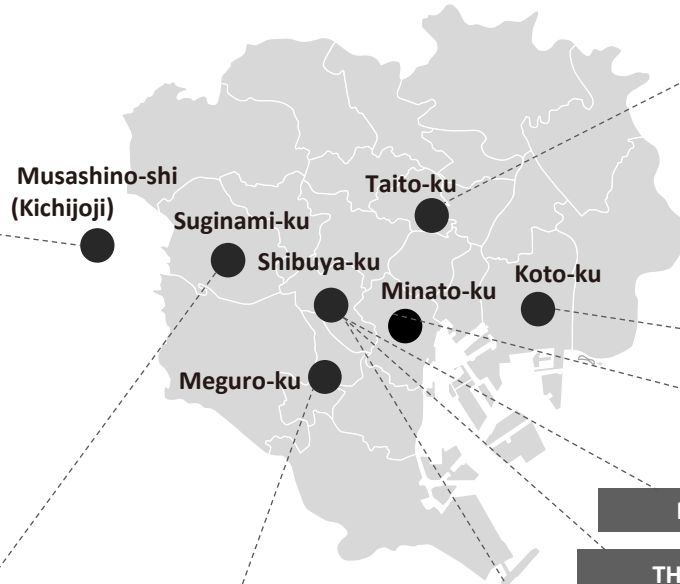
Commercial facilities



Residential hotels



Many residential and commercial developments are ongoing



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 (All units were delivered in September 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

Domus Tokiwamatsu

L'attrait Ebisu Grand Garden

Kudanzaka House

Domus Takanawa

Towa Hanzomon Coop

Azabu Higashimachi Mansion

2 - (4)

Completed Properties

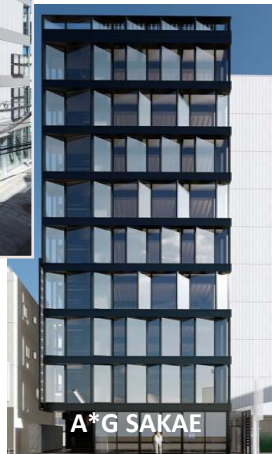
“A*G” commercial buildings



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 Reisen

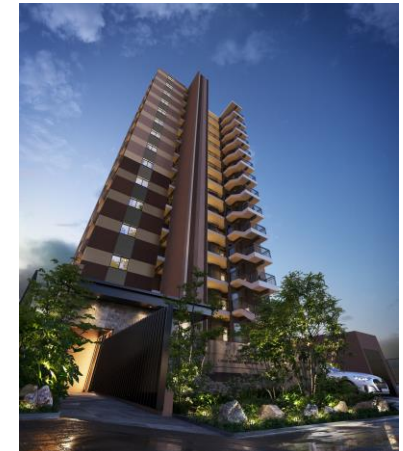


THE EDGE Shimomeguro

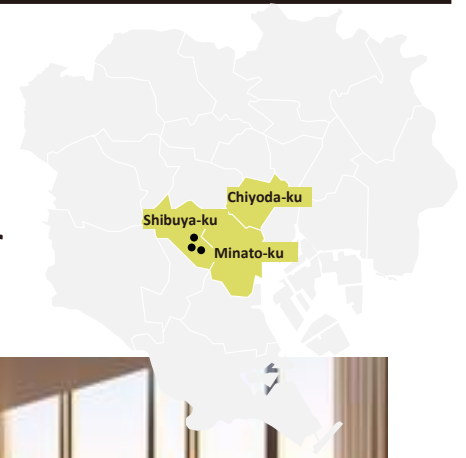
Condominium L’attrait RESIDENCE

--A New Style of Living--

L’attrait RESIDENCE Meinohama



- ✓ Develop new "Billion-Residence" high-grade residences priced at over ¥1 billion
- ✓ 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)

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.



October 29, 2022 Sapporo (about 110 participants)
 July 29, 2023 Sapporo (about 120 participants)
 October 28, 2023 Sapporo (about 130 participants)

November 19, 2022 Nagoya (about 150 participants)
 February 18, 2023 Nagoya (about 120 participants)

March 25, 2023 Matsuyama (about 70 participants)

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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