

**Engaged in sales of for-sale detached houses for first-time home buyers in Tokai and Kanto Regions**

This report is an English translation of part of the report issued on June 24, 2022.  
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**[2999 Home Position Sector : Real Estate]**

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Aug. 2020	9,985	-14.4	-137	-	-196	-	-167	-	-36.6	589.2	0.0
Aug. 2021	13,425	34.5	725	-	658	-	419	-	91.4	680.6	0.0
Aug. 2022 f	17,895	33.3	875	20.7	780	18.5	504	20.3	105.0	-	25.0

Note: Non-consolidated basis. Figures for the fiscal year ending August 2022 are the company's forecasts.  
It conducted 1-to-2 stock split on May 18, 2022. Per share indices are adjusted retroactively.

**Engaged in Sales of For-Sale Detached Houses for First-Time Home Buyers in Tokai and Kanto**

Home Position mainly engages in the sale of for-sale detached houses including custom-built homes and land in the Tokai Region (Shizuoka, Aichi and Gifu Prefectures) and the Kanto Region (Saitama, Tokyo, Chiba and Kanagawa Prefectures), as Shizuoka Prefecture is the company's home ground since its foundation. The target is first-time home buyers. In the fiscal year ended August 2021, the Tokai Region accounted for 81.9% of the sales while the Kanto Region accounted for 18.1%.

Of the 486 unit sales in the fiscal year ended August 2021, the number of sales of for-sale detached houses excluding custom-built homes and land was 422.

By sales price range, of the 422 for-sale detached houses, 147 were between 20 million yen and 25 million yen accounting for the largest proportion at 34.8% of sales, followed by between 25 million yen and 30 million yen (121 or 28.7%). Thus, 268 or 63.5% fall under these price ranges.

Reflecting the difference in land prices, the core range of home sales prices appears to be between mid-20 million yen and low-30 million yen in the Tokai Region and between 30 million yen and mid-40 million yen in the Kanto Region.

In the Tokai Region, the company mainly conducts direct sales utilizing its website. It posts property information on the website and creates in-house sales brochures with detailed specifications as well as videos showing interviews with customers who have purchased homes and such. In the Kanto Region, since the company is not widely known, sales are conducted through brokers with proven track records.

**Home Position (2999 TSE Standard) - - - - - June 24 ,2022****Financial Statements**

Statement of income	Fiscal Year	Aug.2020		Aug.2021		Six months to Feb. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		9,985	100.0	13,425	100.0	10,167	100.0
Cost of sales		8,874	88.9	11,215	83.5	8,663	85.2
Gross profit		1,110	11.1	2,209	16.5	1,504	14.8
Selling, general and administrative expenses		1,247	12.5	1,483	11.0	858	8.4
Operating profit		-137	-1.4	725	5.4	645	6.3
Non-operating income		19	-	23	-	13	-
Non-operating expenses		79	-	90	-	60	-
Ordinary profit		-196	-2.0	658	4.9	598	5.9
Profit before income taxes		-224	-2.2	648	4.8	598	5.9
Profit attributable to owners of parent		-167	-1.7	419	3.1	393	3.9

Balance sheet	Fiscal Year	Aug.2020		Aug.2021		Feb. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		8,786	96.0	11,666	97.1	11,594	97.0
Cash and deposits		1,028	11.2	854	7.1	1,683	14.1
Accounts receivable-trade		46	0.5	-	-	2	0.0
Inventories		7,364	80.5	10,417	86.7	9,669	80.9
Non-current assets		366	4.0	352	2.9	357	3.0
Property, plant and equipment		228	2.5	222	1.8	222	1.9
Intangible assets		9	0.1	19	0.2	21	0.2
Investments and other assets		129	1.4	109	0.9	113	0.9
Total assets		9,153	100.0	12,018	100.0	11,951	100.0
Current liabilities		5,282	57.7	7,549	62.8	7,318	61.2
Accounts payable - trade		647	7.1	649	5.4	689	5.8
Short-term borrowings		3,997	43.7	6,132	51.0	5,671	47.5
Current portion of long-term borrowings		258	2.8	198	1.6	327	2.7
Current portion of bonds payable		82	0.9	82	0.7	182	1.5
Non-current liabilities		1,166	12.7	1,345	11.2	1,114	9.3
Bonds payable		352	3.8	270	2.2	129	1.1
Long-term borrowings		804	8.8	1,063	8.8	974	8.1
Net assets		2,704	29.5	3,123	26.0	3,517	29.4
Owners' equity		2,704	29.5	3,123	26.0	3,517	29.4

Statement of cash flows	Fiscal Year	Aug.2020	Aug.2021	Six months to Feb. 2022
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		-2,380	-2,403	1,306
Depreciation		31	28	15
Cash flows from investing activities		-60	-22	-16
Cash flows from financing activities		2,000	2,251	-461
Dividends paid		-	-	-
Net increase in cash and cash equivalents		-440	-174	828
Cash and cash equivalents		1,028	854	1,683

Note: Non-consolidated basis.

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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