

Takara Leben Co., Ltd.

F A C T B O O K

Three Months Ended June 30, 2020



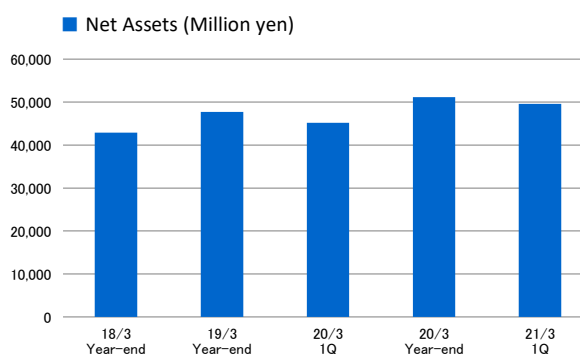
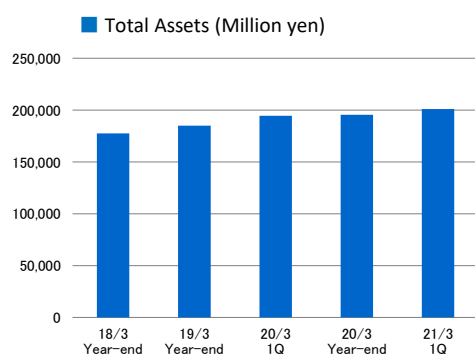
Takara
Leben

Consolidated Financial Highlights



(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	110,851	132,005	12,192	168,493	15,717
Real Estate Sales Business	79,341	104,823	6,161	129,649	10,496
Real Estate Rental Business	5,472	5,829	1,469	5,965	1,391
Real Estate Management Business	4,000	4,512	1,226	5,046	1,355
Electric Power Generation Business	18,239	10,794	1,616	20,982	1,514
Other Businesses	3,797	6,045	1,718	6,850	958
Gross Profit	25,779	26,886	2,125	30,516	3,672
Operating Income	12,597	10,046	△ 1,753	11,901	△ 194
Ordinary Income	11,792	9,027	△ 2,036	11,201	△ 273
Net Income Attributable to Owners of Parent	7,367	6,426	△ 1,556	5,361	△ 296
Total Assets	177,588	184,893	194,603	195,448	200,868
Net Assets	42,907	47,734	45,159	51,139	49,605
Equity Ratio (%)	24.1	25.6	23.0	25.9	24.5



Profitability-related Indicators

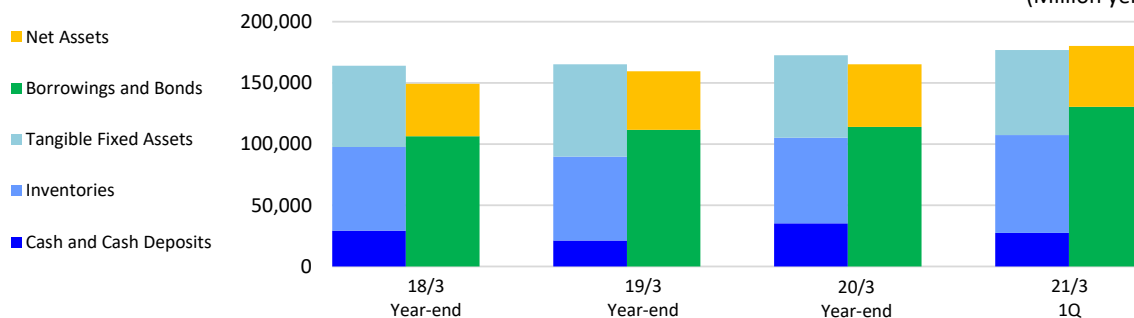
	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Gross Profit Margin (%)	23.3	20.4	17.4	18.1	23.4
Operating Income Margin (%)	11.4	7.6	△ 14.4	7.1	△ 1.2
Ordinary Income Margin (%)	10.6	6.8	△ 16.7	6.6	△ 1.7
Net Income Margin (%)	6.6	4.9	△ 12.8	3.2	△ 1.9

BS-related Indicators

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 1Q
Cash and Cash Deposits	29,223	21,165	35,311	27,383
Inventories	68,438	68,681	69,964	80,038
New Built-for-sale Condominiums	47,021	50,106	46,073	52,930
New Detached Houses	8,285	5,140	3,874	4,358
Renewal Resale	2,727	5,356	8,900	9,482
Liquidation	4,628	7,097	10,431	12,227
Power Generation Facilities	4,090	—	—	—
Others	1,686	980	684	1,039
Tangible Fixed Assets	66,340	75,224	67,220	69,494
Liquidation	52,724	52,137	46,674	47,184
Power Generation Facilities	11,067	20,853	18,630	20,257
Others	2,549	2,233	1,914	2,051
Cash and Cash Deposits, Inventories and Tangible Fixed Assets Total	164,003	165,072	172,497	176,915
Borrowings and Bonds	106,443	111,657	114,025	130,468
Net Assets	42,907	47,734	51,139	49,605
Borrowings and Bonds and Net Assets Total	149,350	159,392	165,164	180,074

(Million yen)



Liquidation Assets (Inventories and Tangible Fixed Assets)

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 1Q
Residence	20,014	20,822	16,386	19,309
Office	15,406	11,295	19,438	19,525
Hotel	14,727	19,463	14,293	13,802
Retail	7,203	7,653	6,988	6,773
Total	57,352	59,234	57,106	59,411

Borrowings and Bonds Details

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 1Q
New Built-for-sale Condominiums	38,787	41,588	36,657	46,027
New Detached Houses	8,245	4,667	2,237	3,178
Renewal Resale	2,481	3,055	6,857	7,741
Liquidation	38,258	38,947	38,131	38,826
Power Generation Facilities	17,297	18,546	18,995	20,209
Others	—	—	418	801
Borrowings and Bonds Not Linked to The Above Assets	1,372	4,851	10,727	13,684
Total	106,443	111,657	114,025	130,468

Financial Soundness-related Indicators

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 1Q
Debt Ratio (multiple)	3.1	2.9	2.8	3.0
D/E Ratio (multiple)	2.5	2.3	2.2	2.6
Current Ratio (%)	182.0	168.3	175.7	171.2
Interest Expense (Million yen)	1,067	1,103	1,147	261
Inventory Turnover Ratio (times / year)	1.9	1.9	2.4	0.8

Consolidated Statements of Income

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	(Million yen) 21/3 1Q
Net Sales	110,851	132,005	12,192	168,493	15,717
Cost of Sales	85,072	105,119	10,066	137,977	12,044
Gross Profit	25,779	26,886	2,125	30,516	3,672
Selling, General and Administrative Expenses	13,182	16,839	3,879	18,614	3,867
Operating Income	12,597	10,046	△ 1,753	11,901	△ 194
Ordinary Income	11,792	9,027	△ 2,036	11,201	△ 273
Net Income before Income Taxes	10,817	9,326	△ 2,036	9,373	△ 273
Net Income Attributable to Owners of Parent	7,367	6,426	△ 1,556	5,361	△ 296

Consolidated Balance Sheets

	18/3 Year-end	19/3 Year-end	20/3 Year-end	(Million yen) 21/3 1Q
Assets				
Current Assets	102,931	98,512	115,314	118,231
Cash and Cash Deposits	29,223	21,165	35,311	27,383
Inventories	68,438	68,681	69,964	80,038
Real Estate for Sale	20,279	18,821	23,861	24,615
Power Generation Facilities for Sale	4,090	—	—	—
Real Estate for Sale in Progress	44,068	49,860	46,102	55,422
Fixed Assets	74,618	86,286	79,874	82,404
Total Assets	177,588	184,893	195,448	200,868
Liabilities				
Current Liabilities	56,876	58,539	65,616	69,070
Notes and Accounts Payable – Trade	15,786	7,790	11,858	5,845
Short-term Borrowings	18,389	17,831	17,148	26,126
Current portion of bonds payable	—	—	296	296
Current Portion of Long-term Debt Due within One Year	12,838	19,743	22,119	26,080
Fixed Liabilities	77,804	78,619	78,692	82,192
Long-term Borrowings	75,015	73,882	69,656	72,859
Bonds payable	200	200	4,804	5,106
Total Liabilities	134,681	137,158	144,309	151,262
Net Assets				
Capital Stock	4,819	4,819	4,819	4,819
Other Shareholders' Equity	38,087	42,914	46,319	44,785
Net Assets	42,907	47,734	51,139	49,605
Total Liabilities and Net Assets	177,588	184,893	195,448	200,868

Consolidated Segment Information



【Total for Each Segment】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	110,851	132,005	12,192	168,493	15,717
Real Estate Sales Business	79,341	104,823	6,161	129,649	10,496
Percentage of Net Sales	71.6%	79.4%	50.5%	76.9%	66.8%
Real Estate Rental Business	5,472	5,829	1,469	5,965	1,391
Percentage of Net Sales	4.9%	4.4%	12.0%	3.5%	8.9%
Real Estate Management Business	4,000	4,512	1,226	5,046	1,355
Percentage of Net Sales	3.6%	3.4%	10.1%	3.0%	8.6%
Electric Power Generation Business	18,239	10,794	1,616	20,982	1,514
Percentage of Net Sales	16.5%	8.2%	13.3%	12.5%	9.6%
Other Businesses	3,797	6,045	1,718	6,850	958
Percentage of Net Sales	3.4%	4.6%	14.1%	4.1%	6.1%

【Real Estate Sales Business – New Built-for-sale Condominiums】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	60,368	57,203	1,376	77,171	5,746
Gross Profit	13,313	11,977	175	15,650	1,580
Gross Profit Margin(%)	22.1	20.9	12.7	20.3	27.5
Impact of Lower of Cost or Market Value Method	57	101	45	△ 98	△ 3
Gross Profit (Except the impact of lower of cost or market value method)	13,370	12,079	220	15,551	1,577
Gross Profit Margin(%) (Except the impact of lower of cost or market value method)	22.1	21.1	16.0	20.2	27.4
Number of Delivery Units	1,619	1,656	53	1,955	126
Metropolitan Area Ratio(%) ※	53.4	57.8	26.4	42.7	65.1

※Metropolitan Area = Capital Area, Chubu, Kinki

【Real Estate Sales Business – New Detached Houses】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	6,335	8,817	785	7,808	727
Gross Profit	830	701	73	720	105
Gross Profit Margin(%)	13.1	8.0	9.3	9.2	14.5
Impact of Lower of Cost or Market Value Method	4	△ 1	△ 2	42	△ 14
Gross Profit (Except the impact of lower of cost or market value method)	834	699	70	762	90
Gross Profit Margin(%) (Except the impact of lower of cost or market value method)	13.2	7.9	9.0	9.8	12.4
Number of Delivery Units	116	131	15	154	16

Consolidated Segment Information



【Real Estate Sales Business – Liquidation】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	9,707	33,502	3,339	37,854	3,646
Gross Profit	2,322	7,235	531	4,828	1,220
Gross Profit Margin (%)	23.9	21.6	15.9	12.8	33.5
Impact of Lower of Cost or Market Value Method	—	—	—	1,008	—
Gross Profit (Except the impact of lower of cost or market value method)	2,322	7,235	531	5,837	1,220
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	23.9	21.6	15.9	15.4	33.5

【Real Estate Sales Business – Renewal Resale】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	588	3,305	602	3,431	327
Gross Profit	78	537	88	421	28
Gross Profit Margin (%)	13.4	16.3	14.7	12.3	8.8
Impact of Lower of Cost or Market Value Method	—	—	—	2	—
Gross Profit (Except the impact of lower of cost or market value method)	78	537	88	424	28
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	13.4	16.3	14.7	12.4	8.8

【Real Estate Sales Business – Others】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	2,340	1,993	58	3,382	48
Gross Profit	541	608	11	997	7
Gross Profit Margin (%)	23.1	30.5	19.5	29.5	16.5
Impact of Lower of Cost or Market Value Method	—	△155	—	19	△19
Gross Profit (Except the impact of lower of cost or market value method)	541	452	11	1,016	△11
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	23.1	22.7	19.5	30.1	△23.1

【Real Estate Rental Business】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	5,472	5,829	1,469	5,965	1,391
Gross Profit	1,346	1,207	356	1,589	299
Gross Profit Margin (%)	24.6	20.7	24.3	26.7	21.5

【Real Estate Management Business】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	4,000	4,512	1,226	5,046	1,355
Gross Profit	504	633	147	576	155
Gross Profit Margin (%)	12.6	14.0	12.1	11.4	11.4
Number of Managed Units	49,650	54,036	54,799	59,747	60,400

Consolidated Segment Information



【Electric Power Generation Business -The Company's own power generation】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	3,552	4,694	1,616	4,999	1,514
Gross Profit	204	8	174	116	△ 53
Gross Profit Margin (%)	5.7	0.2	10.8	2.3	△ 3.6
MW of Facilities in Operation (Including Sale Amount)	103	119	119	125	125

【Electric Power Generation Business-Facilities sale】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	14,687	6,100	—	15,983	—
Gross Profit	5,068	1,414	—	3,020	—
Gross Profit Margin (%)	34.5	23.2	—	18.9	—
Sold MW to Infrastructure Funds	36	17	—	41	—

【Electric Power Generation Business-Upfront expenditure】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	—	—	—	—	—
Gross Profit	—	—	△ 12	—	—
Gross Profit Margin (%)	—	—	—	—	—

【Other Businesses】

(Million yen)

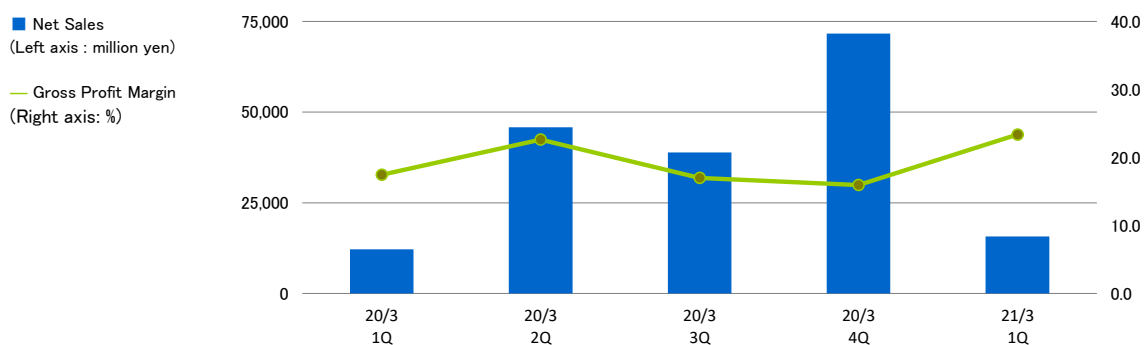
	18/3 Year-end	19/3 Year-end	20/3 1Q	20/3 Year-end	21/3 1Q
Net Sales	3,797	6,045	1,718	6,850	958
Gross Profit	1,568	2,561	578	2,593	329
Gross Profit Margin (%)	41.3	42.4	33.7	37.9	34.4

Quarterly Performance

(Million yen)

	20/3 1Q	20/3 2Q	20/3 3Q	20/3 4Q	21/3 1Q
Net Sales	12,192	45,806	38,844	71,649	15,717
Gross Profit	2,125	10,365	6,605	11,420	3,672
Gross Profit Margin(%)	17.4	22.6	17.0	15.9	23.4
Operating Income	△ 1,753	5,633	2,297	5,724	△ 194
Ordinary Income	△ 2,036	5,451	2,252	5,533	△ 273
Net Income Attributable to Owners of Parent	△ 1,556	3,816	1,595	1,505	△ 296

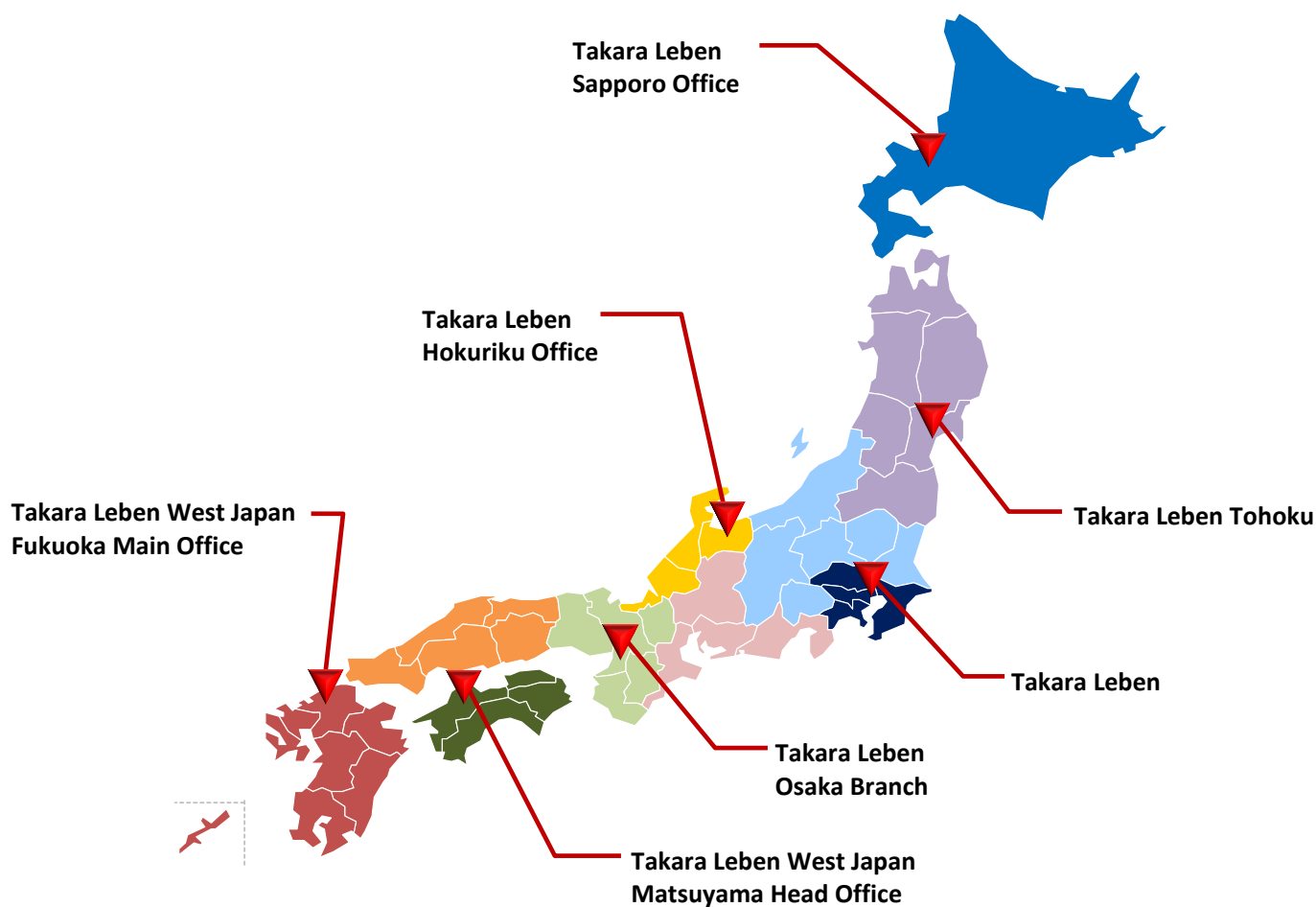
*Described in the accounting period.



Cash Dividends

	17/3 Year-end	18/3 Year-end	19/3 Year-end	20/3 Year-end
Cash Dividends (yen)	15.0	16.0	16.0	19.0
Total Dividends(annual) (Million yen)	1,622	1,731	1,734	2,059
Dividends Yield(%)	3.0	3.5	4.7	5.4
Dividend Payout Ratio (consolidated)(%)	26.7	23.5	27.0	38.4
Dividend on Equity Ratio (consolidated)(%)	4.6	4.3	3.8	4.2

Land Lots for Condominiums by Area



*as of June 30, 2020

(Units)

Chubu	388	Hokkaido	229
Kinki	762	Tohoku	1,340
Chugoku	92	Kanto -Koshinetsu	859
Shikoku	164	Capital Area	2,276
Kyushu	324	Hokuriku	320
		Total	6,754

【Stock Information】

Total number of authorized shares	248,000,000
Total number of shares issued	121,000,000
Number of shares of treasury stock	12,587,307
Number of shareholders	47,085

【Share Distribution by Owner】

Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	98.90	48.12
Japanese financial institutions	0.07	17.48
Other Japanese corporations	0.45	3.33
Foreign institutions and individuals	0.52	19.41
Treasury stock	0.00	10.40
Financial instruments firms	0.06	1.26
Total	100	100

【Major Shareholders】

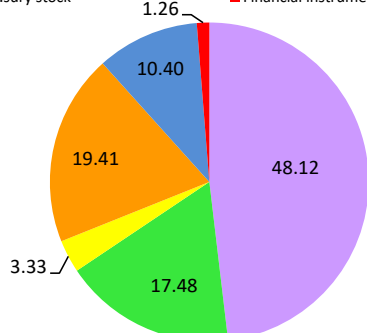
Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	21.18
Takara Leben Co., Ltd.	12,587	10.40
The Master Trust Bank of Japan, Ltd. (for trust account)	5,177	4.28
Japan Trustee Services Bank, Ltd. (for trust account 9)	3,843	3.18
JPMC GOLDMAN SACHS TRUST JASDEC LENDING ACCOUNT	2,626	2.17
Japan Trustee Services Bank, Ltd. (for trust account)	2,408	1.99
Murayama Kikaku Co., Ltd.	2,000	1.65
Japan Trustee Services Bank, Ltd. (for trust account 5)	1,849	1.53
JP MORGAN CHASE BANK 385151	1,380	1.14
SSBTC CLIENT OMNIBUS ACCOUNT	1,337	1.11

【Shareholder Distribution by Region】

Region	Percentage of shareholders	Region	Percentage of shareholders
Hokkaido	2.46	Chugoku	4.50
Tohoku	3.60	Shikoku	2.31
Kanto	45.84	Kyushu, Okinawa	5.07
Chubu	16.90	Overseas regions	0.37
Kinki	18.95	Total	100

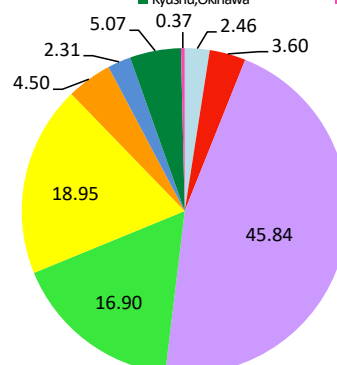
【Percentage of Total Number of Shares】

- Japanese individuals and others
- Other Japanese corporations
- Treasury stock
- Japanese financial institutions
- Foreign institutions and individuals
- Financial instruments firms



【Shareholder Distribution by Region】

- Hokkaido
- Chubu
- Shikoku
- Tohoku
- Kinki
- Kyushu, Okinawa
- Kanto
- Chugoku
- Overseas regions



Disclaimer

These materials were prepared to provide information regarding business performance for the year ended March 31, 2021 and do not constitute a solicitation for investment in securities issued by Takara Leben Co., Ltd. These materials were prepared based on data available as of June 30, 2020. These materials, as well as answers, projections, estimates, and other information provided in the subsequent question and answer session are based on Takara Leben's best judgment as of the preparation of this material, and do not constitute a guarantee or promise that anything contained within will be realized or achieved, nor do they provide any guarantees or promises with regard to the accuracy or completeness of the information. The content of these materials is subject to change.