

Takara Leben Co., Ltd.

**F A C T B O O K**

Six Months Ended September 30, 2020

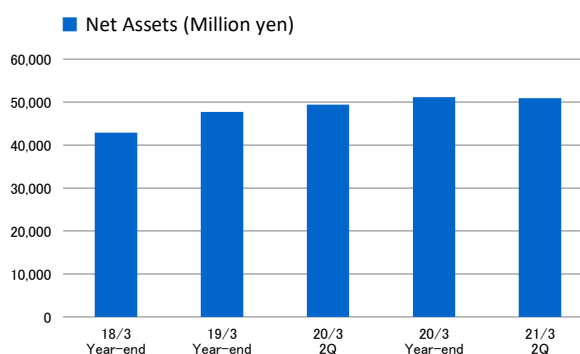
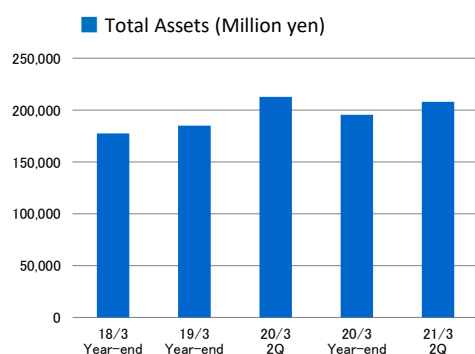


Takara  
Leben

# Consolidated Financial Highlights



	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	(Million yen) 21/3 (forecast)
Net Sales	110,851	132,005	57,998	168,493	51,581	136,800
Real Estate Sales Business	79,341	104,823	46,102	129,649	40,190	106,300
Real Estate Rental Business	5,472	5,829	2,886	5,965	2,815	5,500
Real Estate Management Business	4,000	4,512	2,468	5,046	2,720	5,400
Electric Power Generation Business	18,239	10,794	3,311	20,982	2,903	13,000
Other Businesses	3,797	6,045	3,230	6,850	2,951	6,600
Gross Profit	25,779	26,886	12,490	30,516	10,380	24,900
Operating Income	12,597	10,046	3,879	11,901	1,853	6,000
Ordinary Income	11,792	9,027	3,414	11,201	1,620	5,000
Net Income Attributable to Owners of Parent	7,367	6,426	2,260	5,361	893	3,400
Total Assets	177,588	184,893	212,721	195,448	207,947	—
Net Assets	42,907	47,734	49,394	51,139	50,886	—
Equity Ratio (%)	24.1	25.6	23.0	25.9	24.3	—



## Profitability-related Indicators

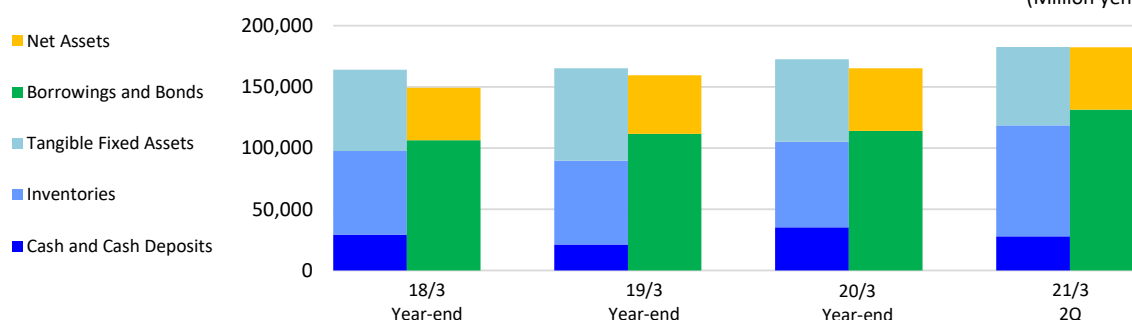
	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Gross Profit Margin (%)	23.3	20.4	21.5	18.1	20.1	18.2
Operating Income Margin (%)	11.4	7.6	6.7	7.1	3.6	4.4
Ordinary Income Margin (%)	10.6	6.8	5.9	6.6	3.1	3.7
Net Income Margin (%)	6.6	4.9	3.9	3.2	1.7	2.5

# BS-related Indicators

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 2Q
Cash and Cash Deposits	29,223	21,165	35,311	27,879
Inventories	68,438	68,681	69,964	90,641
New Built-for-sale Condominiums	47,021	50,106	46,073	54,992
New Detached Houses	8,285	5,140	3,874	3,038
Renewal Resale	2,727	5,356	8,900	8,638
Liquidation	4,628	7,097	10,431	17,581
Power Generation Facilities	4,090	—	—	5,334
Others	1,686	980	684	1,056
Tangible Fixed Assets	66,340	75,224	67,220	64,110
Liquidation	52,724	52,137	46,674	43,728
Power Generation Facilities	11,067	20,853	18,630	18,189
Others	2,549	2,233	1,914	2,192
Cash and Cash Deposits, Inventories and Tangible Fixed Assets Total	164,003	165,072	172,497	182,631
Borrowings and Bonds	106,443	111,657	114,025	131,462
Net Assets	42,907	47,734	51,139	50,886
Borrowings and Bonds and Net Assets Total	149,350	159,392	165,164	182,349

(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 2Q
Residence	20,014	20,822	16,386	21,382
Office	15,406	11,295	19,438	18,082
Hotel	14,727	19,463	14,293	14,385
Retail	7,203	7,653	6,988	7,460
Total	57,352	59,234	57,106	61,310

## Borrowings and Bonds Details

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 2Q
New Built-for-sale Condominiums	38,787	41,588	36,657	42,757
New Detached Houses	8,245	4,667	2,237	2,556
Renewal Resale	2,481	3,055	6,857	6,926
Liquidation	38,258	38,947	38,131	41,813
Power Generation Facilities	17,297	18,546	18,995	23,423
Others	—	—	418	936
Borrowings and Bonds Not Linked to The Above Assets	1,372	4,851	10,727	13,048
<b>Total</b>	<b>106,443</b>	<b>111,657</b>	<b>114,025</b>	<b>131,462</b>

## Financial Soundness-related Indicators

	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 2Q
Debt Ratio (multiple)	3.1	2.9	2.8	3.1
D/E Ratio (multiple)	2.5	2.3	2.2	2.6
Current Ratio (%)	182.0	168.3	175.7	200.7
Interest Expense (Million yen)	1,067	1,103	1,147	576
Inventory Turnover Ratio (times / year)	1.9	1.9	2.4	1.3

# Consolidated Statements of Income

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	(Million yen) 21/3 2Q
Net Sales	110,851	132,005	57,998	168,493	51,581
Cost of Sales	85,072	105,119	45,507	137,977	41,200
Gross Profit	25,779	26,886	12,490	30,516	10,380
Selling, General and Administrative Expenses	13,182	16,839	8,611	18,614	8,527
Operating Income	12,597	10,046	3,879	11,901	1,853
Ordinary Income	11,792	9,027	3,414	11,201	1,620
Net Income before Income Taxes	10,817	9,326	3,701	9,373	1,620
Net Income Attributable to Owners of Parent	7,367	6,426	2,260	5,361	893

# Consolidated Balance Sheets

	18/3 Year-end	19/3 Year-end	20/3 Year-end	(Million yen) 21/3 2Q
<b>Assets</b>				
Current Assets	102,931	98,512	115,314	130,484
Cash and Cash Deposits	29,223	21,165	35,311	27,879
Inventories	68,438	68,681	69,964	90,641
Real Estate for Sale	20,279	18,821	23,861	32,353
Power Generation Facilities for Sale	4,090	—	—	5,334
Real Estate for Sale in Progress	44,068	49,860	46,102	52,954
Fixed Assets	74,618	86,286	79,874	77,254
Total Assets	177,588	184,893	195,448	207,947
<b>Liabilities</b>				
Current Liabilities	56,876	58,539	65,616	65,013
Notes and Accounts Payable – Trade	15,786	7,790	11,858	10,066
Short-term Borrowings	18,389	17,831	17,148	18,521
Current portion of bonds payable	—	—	296	296
Current Portion of Long-term Debt Due within One Year	12,838	19,743	22,119	24,795
Fixed Liabilities	77,804	78,619	78,692	92,047
Long-term Borrowings	75,015	73,882	69,656	82,343
Bonds payable	200	200	4,804	5,506
Total Liabilities	134,681	137,158	144,309	157,060
<b>Net Assets</b>				
Capital Stock	4,819	4,819	4,819	4,819
Other Shareholders' Equity	38,087	42,914	46,319	46,066
Net Assets	42,907	47,734	51,139	50,886
Total Liabilities and Net Assets	177,588	184,893	195,448	207,947

# Consolidated Segment Information

## 【Total for Each Segment】

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	(Million yen) 21/3 (forecast)
Net Sales	110,851	132,005	57,998	168,493	51,581	136,800
Real Estate Sales Business	79,341	104,823	46,102	129,649	40,190	106,300
Percentage of Net Sales	71.6%	79.4%	79.5%	76.9%	77.9%	77.7%
Real Estate Rental Business	5,472	5,829	2,886	5,965	2,815	5,500
Percentage of Net Sales	4.9%	4.4%	5.0%	3.5%	5.5%	4.0%
Real Estate Management Business	4,000	4,512	2,468	5,046	2,720	5,400
Percentage of Net Sales	3.6%	3.4%	4.3%	3.0%	5.3%	3.9%
Electric Power Generation Business	18,239	10,794	3,311	20,982	2,903	13,000
Percentage of Net Sales	16.5%	8.2%	5.7%	12.5%	5.6%	9.5%
Other Businesses	3,797	6,045	3,230	6,850	2,951	6,600
Percentage of Net Sales	3.4%	4.6%	5.6%	4.1%	5.7%	4.8%

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

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	(Million yen) 21/3 (forecast)
Net Sales	60,368	57,203	24,874	77,171	26,148	74,000
Gross Profit	13,313	11,977	5,780	15,650	6,490	15,000
Gross Profit Margin (%)	22.1	20.9	23.2	20.3	24.8	20.3
Impact of Lower of Cost or Market Value Method	57	101	△ 26	△ 98	△ 3	—
Gross Profit (Except the impact of lower of cost or market value method)	13,370	12,079	5,754	15,551	6,487	15,000
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	22.1	21.1	23.1	20.2	24.8	20.3
Number of Delivery Units	1,619	1,656	670	1,955	667	1,980
Metropolitan Area Ratio(%) ※	53.4	57.8	28.4	42.7	54.0	48.4

※Metropolitan Area = Capital Area, Chubu, Kinki

## 【Real Estate Sales Business – New Detached Houses】

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	(Million yen) 21/3 (forecast)
Net Sales	6,335	8,817	2,092	7,808	2,268	5,900
Gross Profit	830	701	161	720	203	500
Gross Profit Margin (%)	13.1	8.0	7.7	9.2	9.0	8.5
Impact of Lower of Cost or Market Value Method	4	△ 1	△ 2	42	△ 7	—
Gross Profit (Except the impact of lower of cost or market value method)	834	699	158	762	196	500
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	13.2	7.9	7.6	9.8	8.7	8.5
Number of Delivery Units	116	131	39	154	48	126

# Consolidated Segment Information

## 【Real Estate Sales Business – Liquidation】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	9,707	33,502	16,491	37,854	5,360	20,000
Gross Profit	2,322	7,235	3,044	4,828	1,355	4,000
Gross Profit Margin (%)	23.9	21.6	18.5	12.8	25.3	20.0
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	3,044	5,837	1,355	4,000
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	23.9	21.6	18.5	15.4	25.3	20.0

## 【Real Estate Sales Business – Renewal Resale】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	588	3,305	1,578	3,431	1,920	4,200
Gross Profit	78	537	233	421	293	700
Gross Profit Margin (%)	13.4	16.3	14.8	12.3	15.3	16.7
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	233	424	293	700
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	13.4	16.3	14.8	12.4	15.3	16.7

## 【Real Estate Sales Business – Others】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	2,340	1,993	1,065	3,382	4,493	2,200
Gross Profit	541	608	653	997	334	100
Gross Profit Margin (%)	23.1	30.5	61.3	29.5	7.5	4.5
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	653	1,016	315	100
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	23.1	22.7	61.3	30.1	7.0	4.5

## 【Real Estate Rental Business】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	5,472	5,829	2,886	5,965	2,815	5,500
Gross Profit	1,346	1,207	753	1,589	575	1,100
Gross Profit Margin (%)	24.6	20.7	26.1	26.7	20.5	20.0

## 【Real Estate Management Business】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	4,000	4,512	2,468	5,046	2,720	5,400
Gross Profit	504	633	257	576	264	600
Gross Profit Margin (%)	12.6	14.0	10.4	11.4	9.7	11.1
Number of Managed Units	49,650	54,036	56,317	59,747	62,860	64,200

# 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 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	3,552	4,694	2,928	4,999	2,903	5,450
Gross Profit	204	8	153	116	△ 189	60
Gross Profit Margin (%)	5.7	0.2	5.2	2.3	△ 6.5	1.1
MW of Facilities in Operation (Including Sale Amount)	103	119	119	125	149	197

## 【Electric Power Generation Business—Facilities sale】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	14,687	6,100	383	15,983	—	7,550
Gross Profit	5,068	1,414	172	3,020	—	540
Gross Profit Margin (%)	34.5	23.2	45.0	18.9	—	7.2
MW Sold	36	17	1	41	—	24

## 【Electric Power Generation Business—Upfront expenditure】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	—	—	—	—	—	—
Gross Profit	—	—	△ 13	—	—	—
Gross Profit Margin (%)	—	—	—	—	—	—

## 【Other Businesses】

(Million yen)

	18/3 Year-end	19/3 Year-end	20/3 2Q	20/3 Year-end	21/3 2Q	21/3 (forecast)
Net Sales	3,797	6,045	3,230	6,850	2,951	6,600
Gross Profit	1,568	2,561	1,294	2,593	1,051	2,300
Gross Profit Margin (%)	41.3	42.4	40.1	37.9	35.6	34.8

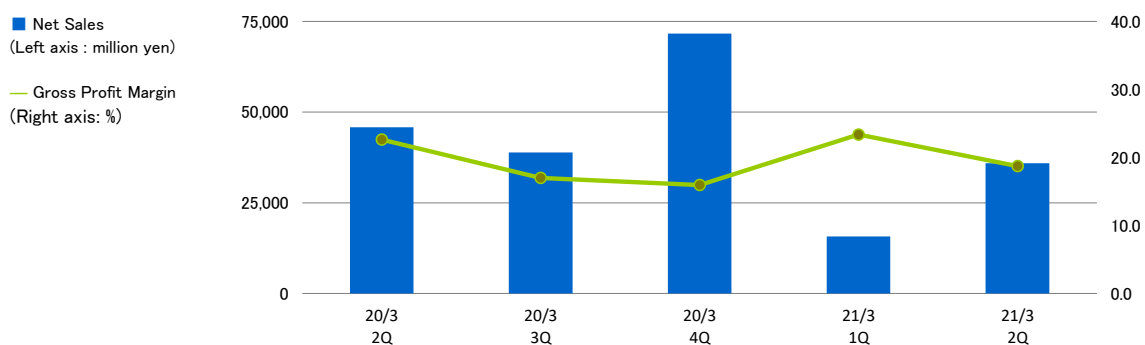


## Quarterly Performance

(Million yen)

	20/3 2Q	20/3 3Q	20/3 4Q	21/3 1Q	21/3 2Q
Net Sales	45,806	38,844	71,649	15,717	35,864
Gross Profit	10,365	6,605	11,420	3,672	6,707
Gross Profit Margin(%)	22.6	17.0	15.9	23.4	18.7
Operating Income	5,633	2,297	5,724	△ 194	2,048
Ordinary Income	5,451	2,252	5,533	△ 273	1,894
Net Income Attributable to Owners of Parent	3,816	1,595	1,505	△ 296	1,190

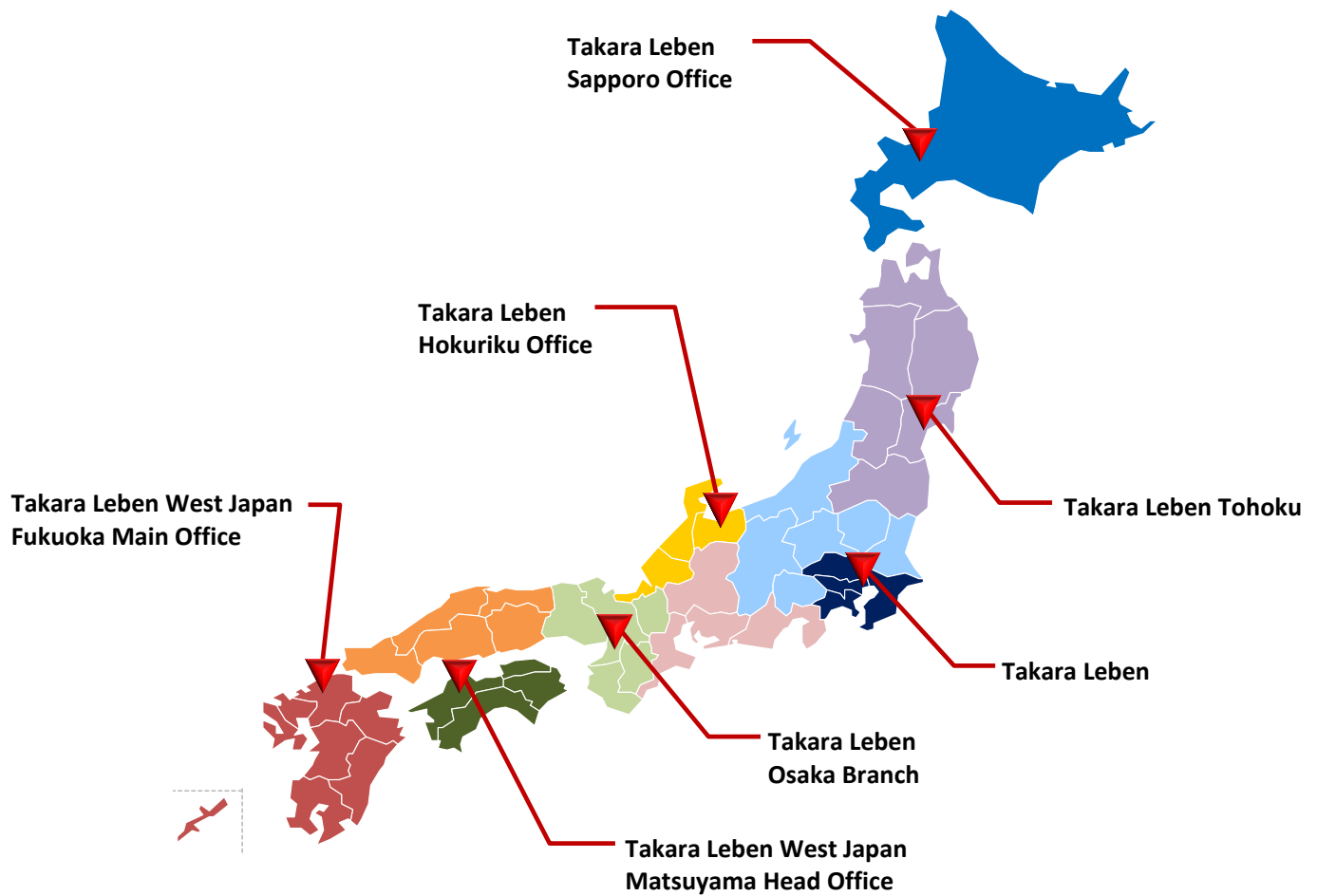
\*Described in the accounting period.



## Cash Dividends

	17/3 Year-end	18/3 Year-end	19/3 Year-end	20/3 Year-end	21/3 (forecast)
Cash Dividends (yen)	15.0	16.0	16.0	19.0	12.0
Total Dividends(annual) (Million yen)	1,622	1,731	1,734	2,059	1,303
Dividends Yield(%)	3.0	3.5	4.7	5.4	—
Dividend Payout Ratio (consolidated)(%)	26.7	23.5	27.0	38.4	38.3
Dividend on Equity Ratio (consolidated)(%)	4.6	4.3	3.8	4.2	—

# Land Lots for Condominiums by Area



\*as of September 30, 2020

(Units)

Chubu	394	Hokkaido	278
Kinki	664	Tohoku	1,301
Chugoku	134	Kanto -Koshinetsu	730
Shikoku	197	Capital Area	2,461
Kyushu	324	Hokuriku	320
		<b>Total</b>	<b>6,803</b>

**【Stock Information】**

Total number of authorized shares	248,000,000
Total number of shares issued	121,000,000
Number of shares of treasury stock	12,344,907
Number of shareholders	49,024

**【Share Distribution by Owner】**

Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	98.97	49.62
Japanese financial institutions	0.07	19.02
Other Japanese corporations	0.38	3.34
Foreign institutions and individuals	0.51	15.80
Treasury stock	0.00	10.20
Financial instruments firms	0.07	2.02
Total	100	100

**【Major Shareholders】**

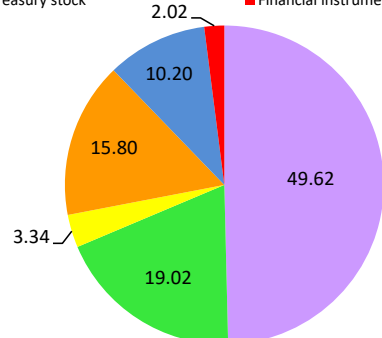
Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	21.18
Takara Leben Co., Ltd.	12,344	10.20
The Master Trust Bank of Japan, Ltd. (for trust account)	5,508	4.55
Custody Bank of Japan, Ltd. (for trust account 9)	3,726	3.08
Custody Bank of Japan, Ltd. (for trust account)	2,914	2.41
Murayama Kikaku Co., Ltd.	2,000	1.65
Custody Bank of Japan, Ltd. (for trust account 5)	1,893	1.57
JPMC GOLDMAN SACHS TRUST JASDEC LENDING ACCOUNT	1,705	1.41
JP MORGAN CHASE BANK 385781	1,345	1.11
SSBTC CLIENT OMNIBUS ACCOUNT	1,257	1.04

**【Shareholder Distribution by Region】**

Region	Percentage of shareholders	Region	Percentage of shareholders
Hokkaido	2.50	Chugoku	4.35
Tohoku	3.72	Shikoku	2.35
Kanto	45.90	Kyushu, Okinawa	5.31
Chubu	16.96	Overseas regions and others	0.37
Kinki	18.54	Total	100

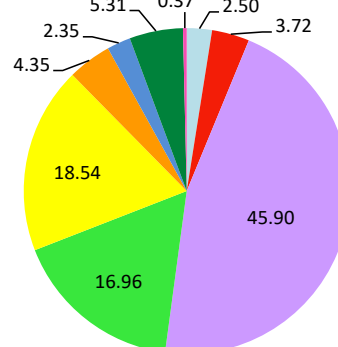
**【Percentage of Total Number of Shares】**

- 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 September 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.