

Takara Leben Co., Ltd.

F A C T B O O K

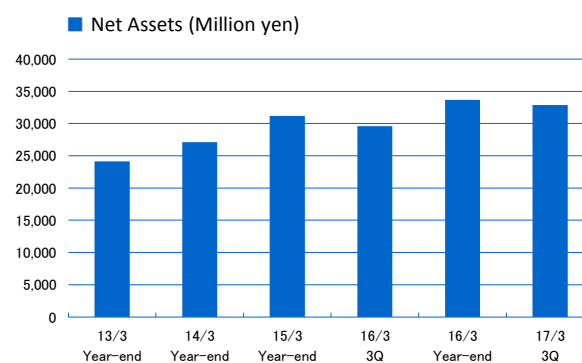
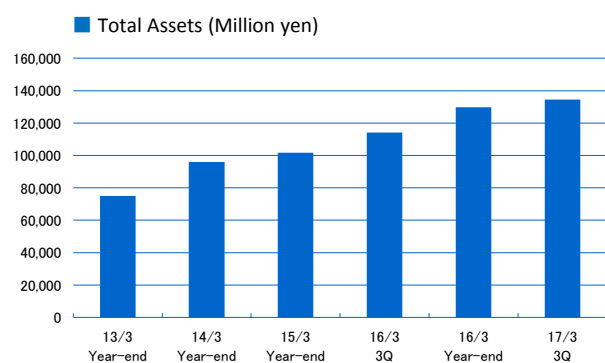
Nine Months Ended December 31, 2016



Takara
Leben

Consolidated Financial Highlights

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q	(Million yen) 17/3 (forecast)
Net Sales	64,907	71,963	76,956	34,452	76,268	53,705	105,000
Real Estate Sales Business	59,310	65,757	66,907	25,469	63,383	35,568	—
Real Estate Rental Business	1,485	1,696	2,898	3,201	4,307	3,714	—
Real Estate Management Business	2,582	2,739	2,978	2,501	3,362	2,729	—
Electric Power Generation Business	—	94	405	611	909	9,774	—
Other Business	1,529	1,673	3,766	2,668	4,305	1,918	—
Gross Profit	14,378	18,199	18,311	8,216	17,835	11,751	—
Operating Profit	6,361	9,798	9,257	1,057	7,563	3,552	15,000
Ordinary Profit	5,792	9,181	8,540	405	6,708	2,764	13,900
Net Income	4,074	5,869	5,718	190	4,308	1,840	9,000
Total Assets	75,013	95,891	101,738	114,079	129,744	134,404	—
Net Assets	24,147	27,138	31,189	29,609	33,677	32,863	—
Equity Ratio (%)	32.2	28.2	30.6	25.8	25.8	24.3	—



Profitability-related Indicators

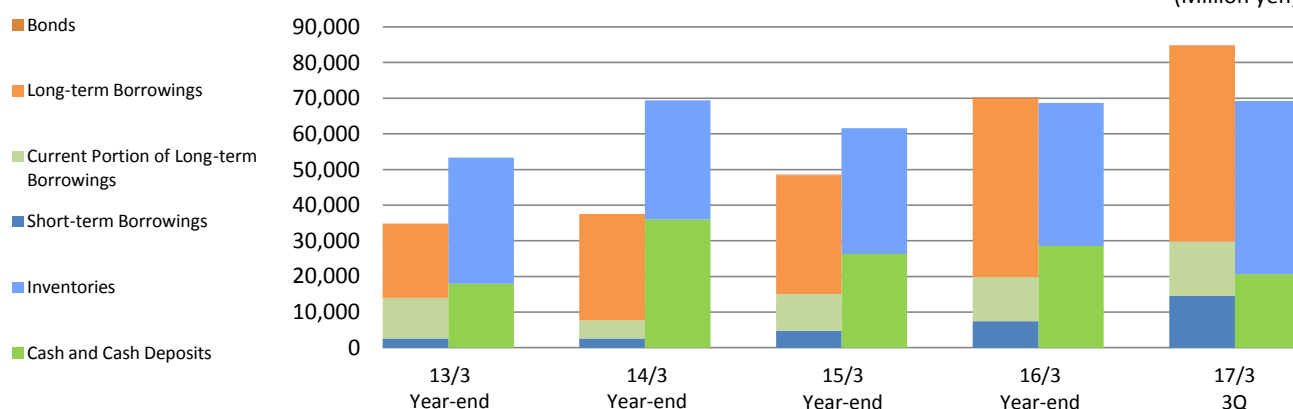
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Gross Profit Margin (%)	22.2	25.3	23.8	23.8	23.4	21.9
Operating Profit Margin (%)	9.8	13.6	12.0	3.1	9.9	6.6
Ordinary Profit Margin (%)	8.9	12.8	11.1	1.2	8.8	5.1
Net Income Margin (%)	6.3	8.2	7.4	0.6	5.6	3.4

BS-related Indicators

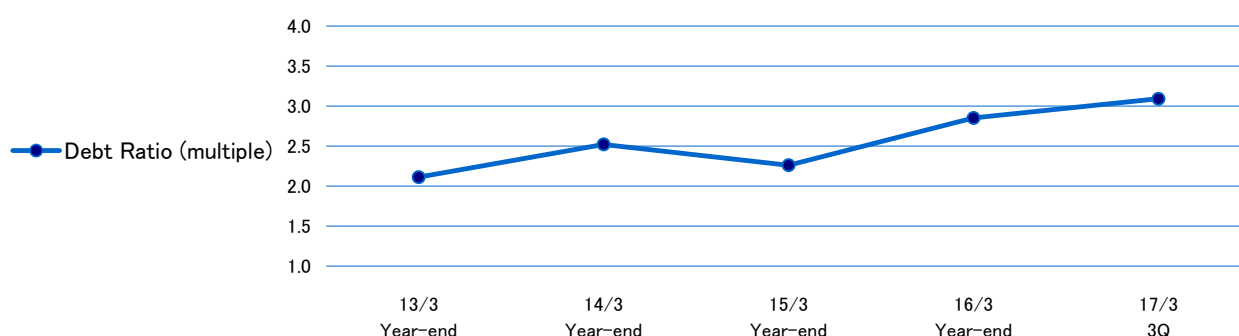
(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q
Cash and Cash Deposits	17,911	35,964	26,281	28,515	20,639
Inventories	35,376	33,445	35,345	40,208	48,599
Short-term Borrowings	2,629	2,590	4,742	7,412	14,655
Current Portion of Bonds	-	-	-	-	-
Current Portion of Long-term Borrowings	11,375	5,101	10,378	12,410	15,155
Long-term Borrowings	20,849	29,861	33,235	50,147	54,858
Bonds	-	-	200	200	200
Total Borrowings and Bonds	34,854	37,553	48,556	70,171	84,869

(Million yen)



	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q
Debt Ratio (multiple)	2.1	2.5	2.3	2.9	3.1
Current Ratio (%)	192.7	192.3	194.6	176.7	175.4
Interest Expense (Million yen)	766	832	892	996	772
Inventory Turnover Ratio (times / year)	2.0	2.1	2.2	2.0	1.6



Consolidated Statements of Income

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	64,907	71,963	76,956	34,452	76,268	53,705
Cost of Sales	58,645	53,763	50,528	26,236	58,433	41,954
Gross Profit	14,378	18,199	18,311	8,216	17,835	11,751
Selling, General and Administrative Expenses	9,053	8,400	8,017	7,158	10,272	8,198
Operating Profit	6,361	9,798	9,257	1,057	7,563	3,552
Ordinary Profit	5,792	9,181	8,540	405	6,708	2,764
Income Before Income Taxes and Minority Interests	8,577	9,444	5,869	303	6,456	2,764
Net Income	4,074	5,869	5,718	190	4,308	1,840

Consolidated Balance Sheets

(Million yen)

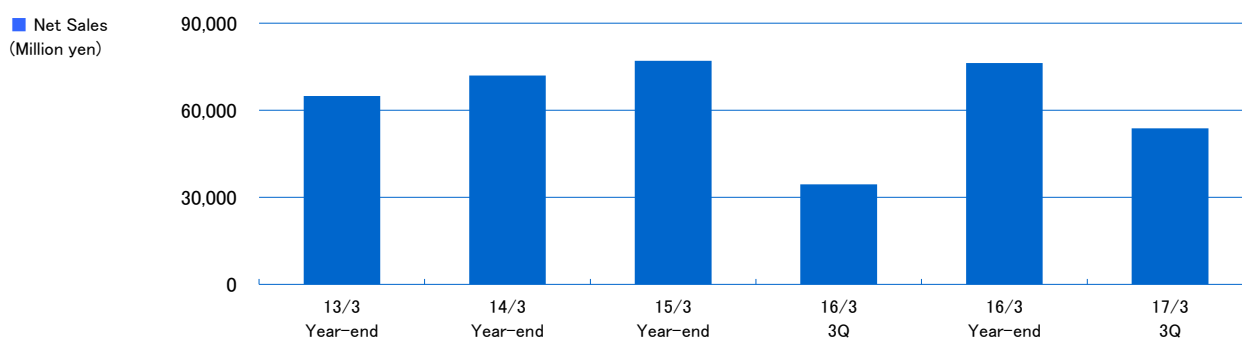
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q
Assets					
Current Assets	55,932	72,524	67,319	75,753	75,791
Cash and Cash Deposits	17,911	35,964	26,281	28,515	20,639
Inventories	35,376	33,445	35,345	40,208	48,599
Real Estate Held for Sale	2,067	1,156	4,901	4,073	5,987
Real Estate Held for Sale In Progress	33,308	32,288	30,444	36,134	42,612
Fixed Assets	19,081	23,366	34,400	53,945	58,544
Total Assets	75,013	95,891	101,738	129,744	134,404
Liabilities					
Current Liabilities	29,025	37,711	34,800	42,859	43,199
Notes and Accounts Payable, Trade	7,920	20,692	10,023	12,037	4,261
Short-term Borrowings	2,629	2,590	4,742	7,412	14,655
Current Portion of Long-term Debt Due within One Year	11,375	5,101	10,378	12,410	15,155
Fixed Liabilities	21,840	31,041	35,748	53,207	58,341
Long-term Borrowings	20,849	29,861	33,235	50,147	54,858
Total Liabilities	50,866	68,752	70,549	96,066	101,541
Net Assets					
Capital Stock	4,819	4,819	4,819	4,819	4,819
Other Shareholders' Equity	19,328	22,318	26,369	28,857	28,043
Net Assets	24,147	27,138	31,189	33,677	32,863
Total Liabilities and Net Assets	75,013	95,891	101,738	129,744	134,404

Consolidated Segment Information

【Total for Each Segment】

(Million yen)

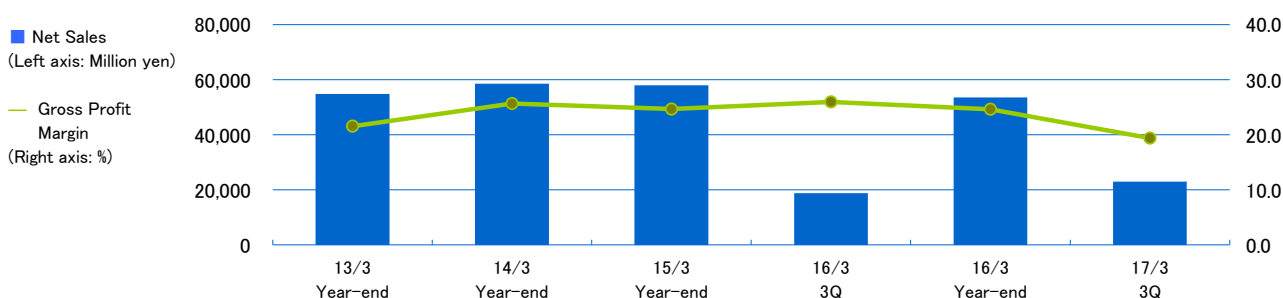
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	64,907	71,963	76,956	34,452	76,268	53,705
Real Estate Sales Business	59,310	65,757	66,907	25,469	63,383	35,568
Percentage of Net Sales	91.4%	91.4%	86.9%	73.9%	83.1%	66.2%
Real Estate Rental Business	1,485	1,696	2,898	3,201	4,307	3,714
Percentage of Net Sales	2.3%	2.4%	3.8%	9.3%	5.6%	6.9%
Real Estate Management Business	2,582	2,739	2,978	2,501	3,362	2,729
Percentage of Net Sales	4.0%	3.8%	3.9%	7.3%	4.4%	5.1%
Electric Power Generation Business	—	94	405	611	909	9,774
Percentage of Net Sales	—	0.1%	0.5%	1.8%	1.2%	18.2%
Other Business	1,529	1,673	3,766	2,668	4,305	1,918
Percentage of Net Sales	2.4%	2.3%	4.9%	7.7%	5.6%	3.6%



【Real Estate Sales Business – Condominiums】

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	54,827	58,597	57,963	18,770	53,558	23,029
Gross Profit	11,832	15,052	14,303	4,878	13,203	4,470
Gross Profit Margin (%)	21.6	25.7	24.7	26.0	24.7	19.4
Impact of Lower of Cost or Market Value Method	△ 119	—	—	—	—	—
Gross Profit (Except the impact of lower of cost or market value method)	11,713	15,052	14,303	4,878	13,203	4,470
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	21.4	25.7	24.7	26.0	24.7	19.4

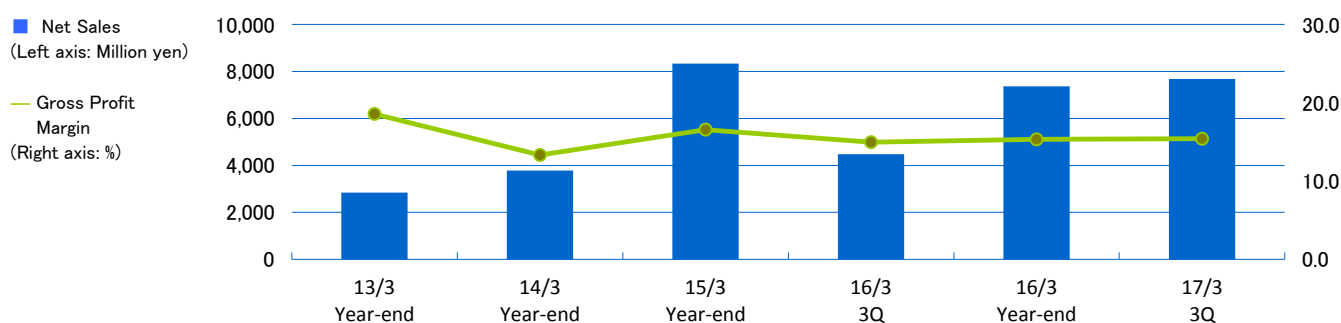


Consolidated Segment Information

【Real Estate Sales Business – Detached Housing】

(Million yen)

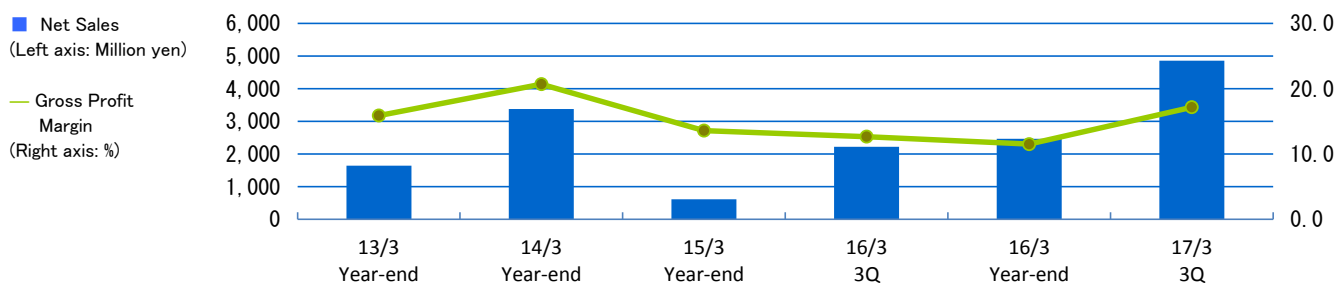
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	2,838	3,781	8,336	4,484	7,361	7,685
Gross Profit	527	504	1,382	671	1,128	1,184
Gross Profit Margin (%)	18.6	13.3	16.6	15.0	15.3	15.4
Impact of Lower of Cost or Market Value Method	△ 100	–	△ 151	△ 138	△ 138	–
Gross Profit (Except the impact of lower of cost or market value method)	426	504	1,230	532	989	1,184
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	15.0	13.3	14.8	11.9	13.4	15.4



【Real Estate Sales Business – Other】

(Million yen)

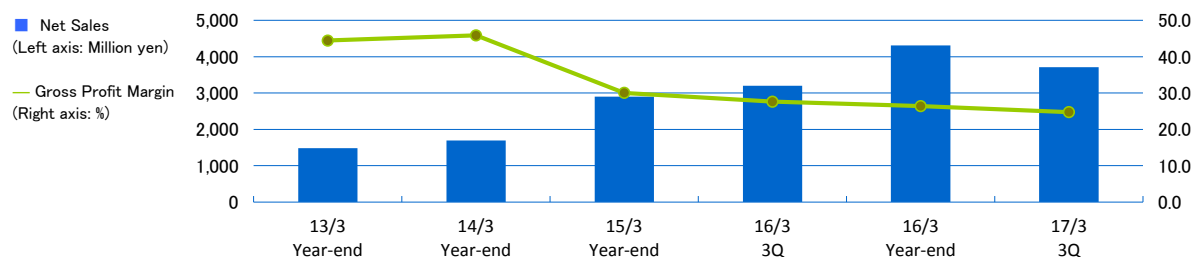
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	1,643	3,378	607	2,214	2,463	4,853
Gross Profit	261	698	82	280	282	832
Gross Profit Margin (%)	15.9	20.7	13.6	12.7	11.5	17.2



【Real Estate Rental Business】

(Million yen)

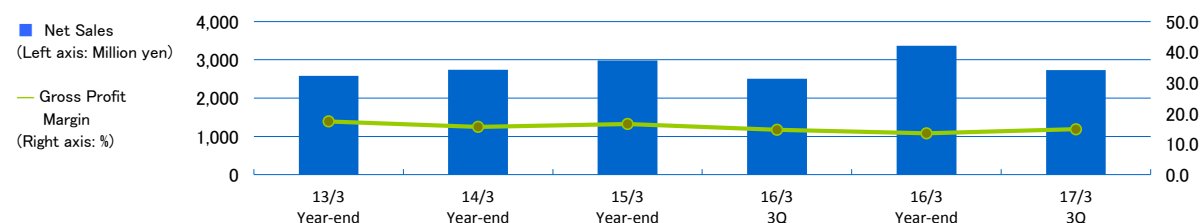
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	1,485	1,696	2,898	3,201	4,307	3,714
Gross Profit	659	778	871	884	1,137	919
Gross Profit Margin (%)	44.4	45.9	30.1	27.6	26.4	24.8



【Real Estate Management Business】

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	2,582	2,739	2,978	2,501	3,362	2,729
Gross Profit	449	427	492	366	453	404
Gross Profit Margin (%)	17.4	15.6	16.6	14.7	13.5	14.8



Consolidated Segment Information

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

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	–	94	405	611	909	1,904
Gross Profit	–	20	75	105	49	77
Gross Profit Margin (%)	–	21.2	18.7	17.3	5.4	4.1

【Electric Power Generation Business—Facilities sale】

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	–	–	–	–	–	7,870
Gross Profit	–	–	–	–	–	3,056
Gross Profit Margin (%)	–	–	–	–	–	38.8

【Electric Power Generation Business—Upfront expenditure】

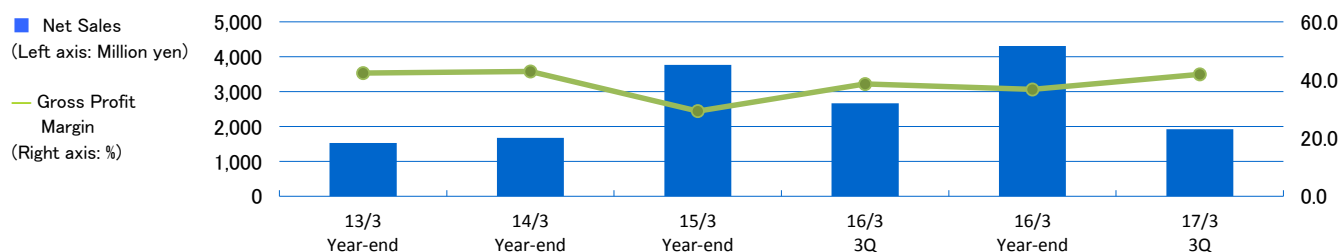
(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	–	–	–	–	–	–
Gross Profit	–	–	–	–	–	△45
Gross Profit Margin (%)	–	–	–	–	–	–

【Other Business】

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 3Q	16/3 Year-end	17/3 3Q
Net Sales	1,529	1,673	3,766	2,668	4,305	1,918
Gross Profit	647	718	1,103	1,029	1,580	804
Gross Profit Margin (%)	42.4	42.9	29.3	38.6	36.7	41.9

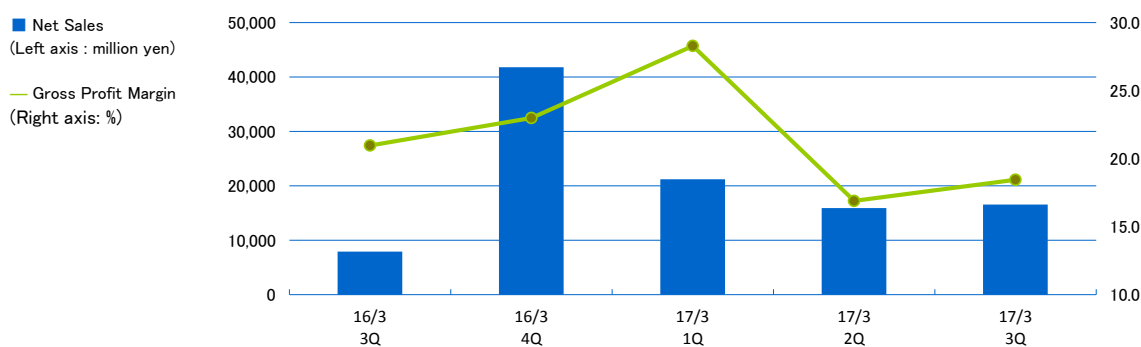


Quarterly Performance

(Million yen)

	16/3 3Q	16/3 4Q	17/3 1Q	17/3 2Q	17/3 3Q
Net Sales	7,915	41,815	21,196	15,923	16,584
Gross Profit	1,660	9,618	5,999	2,690	3,061
Gross Profit Margin(%)	21.0	23.0	28.3	16.9	18.5
Operating Profit	△ 755	6,505	3,033	△ 38	558
Ordinary Profit	△ 1,056	6,302	2,731	△ 273	307
Net Income	△ 684	4,117	1,788	△ 239	291

*Described in the accounting period.



Cash Dividends

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 (forecast)
Cash Dividends (yen)	15.0	5.0 ※	6.0	13.0	15.0
Total Dividends(annual) (Million yen)	429	572	671	1,430	1,650
Dividends Yield(%)	1.0	1.6	0.9	2.0	-
Dividend Payout Ratio (consolidated)(%)	11.2	9.9	11.9	33.3	18.3
Dividend on Equity Ratio (consolidated)(%)	1.9	2.3	2.3	4.4	-

※ Stock split at the ratio of 1:4 for one common stock effective as of July 1, 2013.

【Companies In Japan】

	2011	2012	2013	2014	2015
1	Mitsubishi Jisho Residence	Nomura Real Estate Development	Mitsui Fudosan Residential	Sumitomo Realty & Development	Sumitomo Realty & Development
2	Nomura Real Estate Development	Mitsui Fudosan Residential	Nomura Real Estate Development	Mitsubishi Jisho Residence	Nomura Real Estate Development
3	Mitsui Fudosan Residential	Mitsubishi Jisho Residence	Sumitomo Realty & Development	Nomura Real Estate Development	Mitsui Fudosan Residential
4	Daikyo	Sumitomo Realty & Development	Mitsubishi Jisho Residence	Mitsui Fudosan Residential	Mitsubishi Jisho Residence
5	Sumitomo Realty & Development	Daiwa House Industry	Daikyo	Tokyu Land Corporation	Daiwa House Industry
6	Daiwa House Industry	Daikyo	Daiwa House Industry	Daiwa House Industry	Pressance Corporation
7	Tokyu Land Corporation	Anabuki Kosan	Pressance Corporation	Pressance Corporation	Tokyu Land Corporation
8	Pressance Corporation	Pressance Corporation	Tokyu Land Corporation	Daikyo	Tokyo Tatemono
9	Kintetsu Real Estate	Kintetsu Real Estate	Nippon Steel Kowa Real Estate	Takara Leben	Daikyo
10	Anabuki Kosan	Tokyu Land Corporation	Takara Leben	Meitetsu Real Estate Development	Takara Leben
11	Takara Leben	Tokyo Tatemono	Tokyo Tatemono	Tokyo Tatemono	Nihon Eslead Corporation
12	Marimo	Hankyu Realty	NTT Urban Development Corporation	Hajime Construction	Taisei-Yuraku Real Estate
13	Orix Real Estate	Takara Leben	Kintetsu Real Estate	Hankyu Realty	Kintetsu Real Estate
14	Itochu Property Development	Orix Real Estate	Sumitomo Corporation	Anabuki Kosan	Hajime Construction
15	Meitetsu Real Estate Development	Anabuki Construction	Sekisui House	Nippon Steel Kowa Real Estate	Anabuki Kosan
16	Cosmos Initia	Meitetsu Real Estate Development	Anabuki Kosan	Kintetsu Real Estate	Hoosiers Corporation
17	Hankyu Realty	Marimo	Itochu Property Development	NTT Urban Development Corporation	NTT Urban Development Corporation
18	Yuraku Real Estate	Nihon Eslead Corporation	Hankyu Realty	Taisei-Yuraku Real Estate	Sekisui House
19	Nice Corporation	Itochu Property Development	Meitetsu Real Estate Development	Itochu Property Development	Toray Construction
20	Tokyo Tatemono	Sekisui House	Nihon Eslead Corporation	Nihon Eslead Corporation	Cosmos Initia

*Source: "Real Estate Economic Institute"

【Stock Information】

Total number of authorized shares	248,000,000
Total number of shares issued	126,000,000
Number of shares of treasury stock	17,553,207
Number of shareholders	7,518

【Share Distribution by Owner】

Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	95.41	29.51
Japanese financial institutions	0.51	15.12
Other Japanese corporations	0.92	3.16
Foreign institutions and individuals	2.61	37.19
Treasury stock	0.01	13.93
Financial instruments firms	0.55	1.08
Total	100	100

【Major Shareholders】

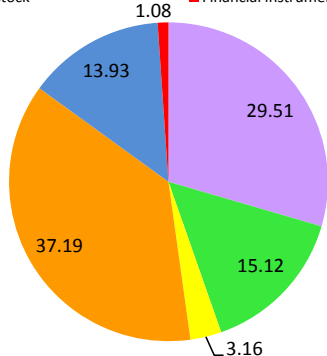
Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	20.34
Takara Leben Co., Ltd.	17,553	13.93
Japan Trustee Services Bank, Ltd.	5,174	4.10
The Master Trust Bank of Japan, Ltd.	3,385	2.68
STATE STREET BANK AND TRUST COMPANY	3,287	2.60
JP MORGAN CHASE BANK 380634	2,659	2.11
BNYM SA/NV FOR BNYM FOR FMSF-FRANKLIN MUTUAL FINANCIAL SERVICES FUND	2,419	1.92
ML PRO SEGREGATION ACCOUNT	2,109	1.67
STATE STREET BANK AND TRUST COMPANY	2,015	1.59
Murayama Kikaku Co., Ltd.	2,000	1.58

【Shareholder Distribution by Region】

Region	Percentage of shareholders	Region	Percentage of shareholders
Hokkaido	1.57	Chugoku	3.99
Tohoku	2.90	Shikoku	2.26
Kanto	50.09	Kyushu, Okinawa	4.62
Chubu	14.45	Overseas regions	2.53
Kinki	17.58	Total	100

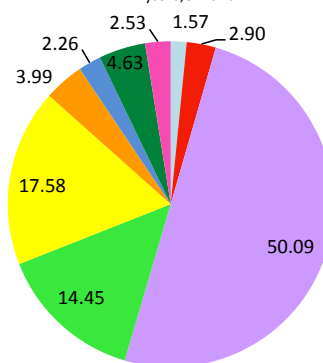
【Percentage of Total Number of Shares】

- Japanese individuals and others
- Japanese financial institutions
- Other Japanese corporations
- Foreign institutions and individuals
- Treasury stock
- 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, 2017 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 December 31, 2016. 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.