

Takara Leben Co., Ltd.

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

The Fiscal Year Ended March 31, 2017

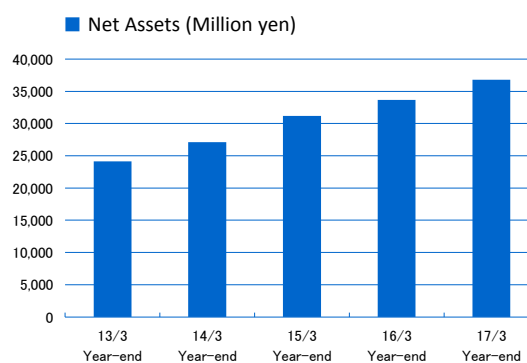
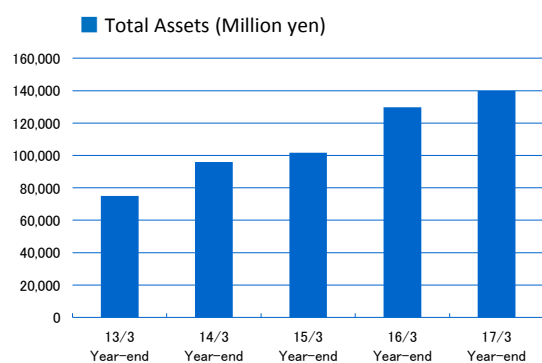


Takara  
Leben

# Consolidated Financial Highlights



	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	(Million yen) 18/3 (forecast)
Net Sales	64,907	71,963	76,956	76,268	103,599	110,000
Real Estate Sales Business	59,310	65,757	66,907	63,383	79,638	—
Real Estate Rental Business	1,485	1,696	2,898	4,307	5,056	—
Real Estate Management Business	2,582	2,739	2,978	3,362	3,665	—
Electric Power Generation Business	—	94	405	909	11,108	—
Other Business	1,529	1,673	3,766	4,305	4,130	—
Gross Profit	14,378	18,199	18,311	17,835	21,869	—
Operating Profit	6,361	9,798	9,257	7,563	10,349	10,550
Ordinary Profit	5,792	9,181	8,540	6,708	9,496	9,500
Net Income	4,074	5,869	5,718	4,308	6,107	6,300
Total Assets	75,013	95,891	101,738	129,744	139,874	—
Net Assets	24,147	27,138	31,189	33,677	36,792	—
Equity Ratio (%)	32.2	28.2	30.6	25.8	26.2	—



## Profitability-related Indicators

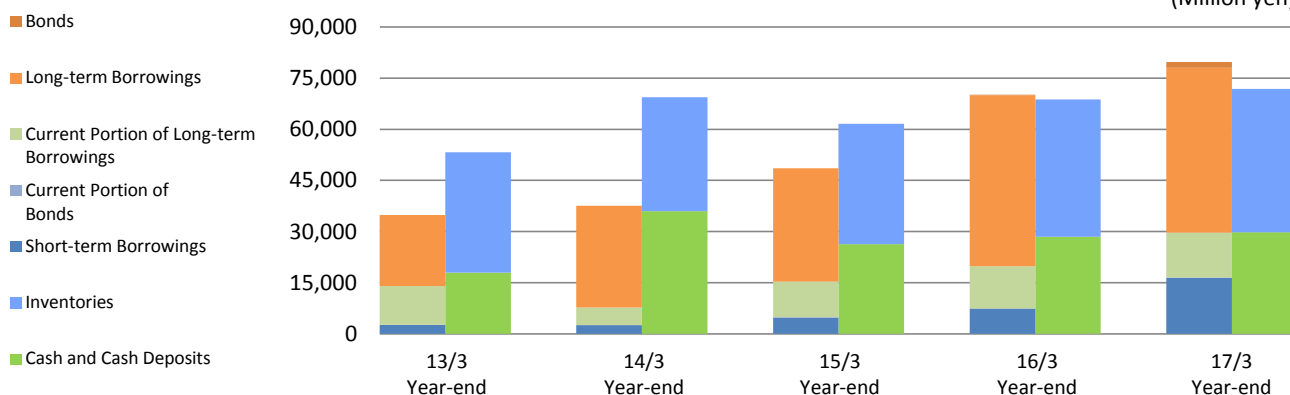
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end
Gross Profit Margin (%)	22.2	25.3	23.8	23.4	21.1
Operating Profit Margin (%)	9.8	13.6	12.0	9.9	10.0
Ordinary Profit Margin (%)	8.9	12.8	11.1	8.8	9.2
Net Income Margin (%)	6.3	8.2	7.4	5.6	5.9

# BS-related Indicators

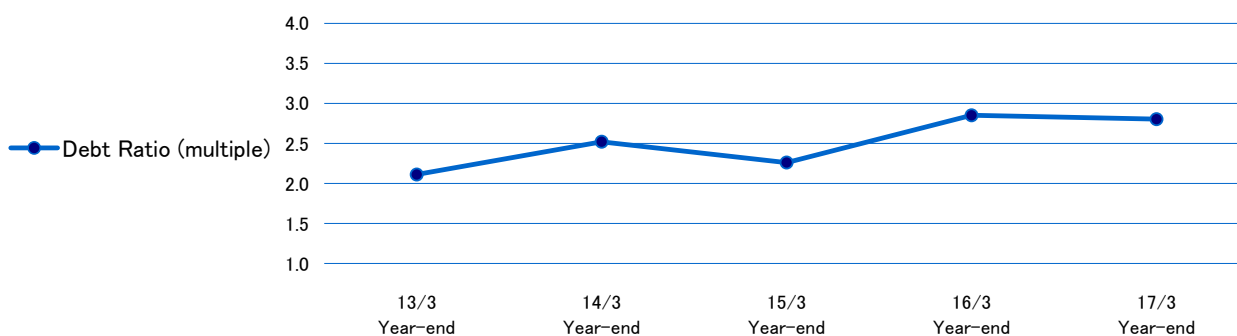
(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end
Cash and Cash Deposits	17,911	35,964	26,281	28,515	29,780
Inventories	35,376	33,445	35,345	40,208	42,048
Short-term Borrowings	2,629	2,590	4,742	7,412	16,490
Current Portion of Bonds	-	-	200	-	60
Current Portion of Long-term Borrowings	11,375	5,101	10,378	12,410	13,098
Long-term Borrowings	20,849	29,861	33,235	50,147	48,439
Bonds	-	-	-	200	1,640
Total Borrowings and Bonds	34,854	37,553	48,556	70,171	79,727

(Million yen)



	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end
Debt Ratio (multiple)	2.1	2.5	2.3	2.9	2.8
Current Ratio (%)	192.7	192.3	194.6	176.7	171.5
Interest Expense (Million yen)	766	832	892	996	1,036
Inventory Turnover Ratio (times / year)	2.0	2.1	2.2	2.0	2.5



## Consolidated Statements of Income

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end
Net Sales	64,907	71,963	76,956	76,268	103,599
Cost of Sales	58,645	53,763	50,528	58,433	81,729
Gross Profit	14,378	18,199	18,311	17,835	21,869
Selling, General and Administrative Expenses	9,053	8,400	8,017	10,272	11,520
Operating Profit	6,361	9,798	9,257	7,563	10,349
Ordinary Profit	5,792	9,181	8,540	6,708	9,496
Income Before Income Taxes and Minority Interests	8,577	9,444	5,869	6,456	8,547
Net Income	4,074	5,869	5,718	4,308	6,107

## Consolidated Balance Sheets

(Million yen)

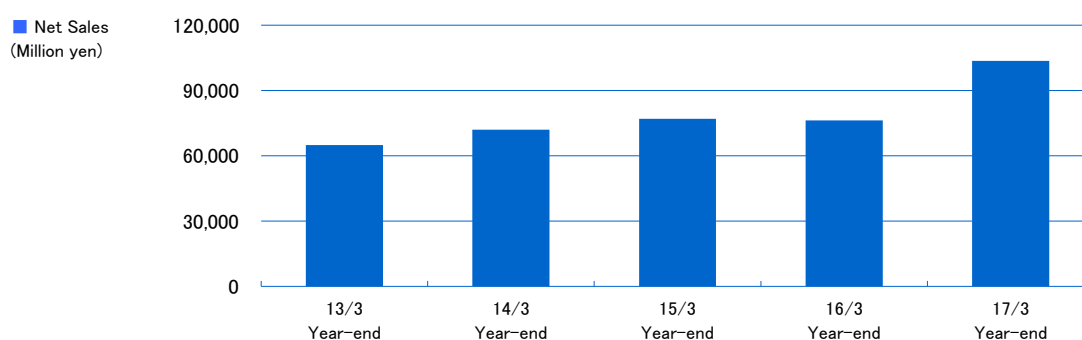
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end
<b>Assets</b>					
Current Assets	55,932	72,524	67,319	75,753	86,585
Cash and Cash Deposits	17,911	35,964	26,281	28,515	29,780
Inventories	35,376	33,445	35,345	40,208	42,048
Real Estate Held for Sale	2,067	1,156	4,901	4,073	9,658
Real Estate Held for Sale In Progress	33,308	32,288	30,444	36,134	32,390
Fixed Assets	19,081	23,366	34,400	53,945	53,237
Total Assets	75,013	95,891	101,738	129,744	139,874
<b>Liabilities</b>					
Current Liabilities	29,025	37,711	34,800	42,859	50,482
Notes and Accounts Payable, Trade	7,920	20,692	10,023	12,037	12,173
Short-term Borrowings	2,629	2,590	4,742	7,412	16,490
Current Portion of Long-term Debt Due within One Year	11,375	5,101	10,378	12,410	13,098
Fixed Liabilities	21,840	31,041	35,748	53,207	52,599
Long-term Borrowings	20,849	29,861	33,235	50,147	48,439
Total Liabilities	50,866	68,752	70,549	96,066	103,081
<b>Net Assets</b>					
Capital Stock	4,819	4,819	4,819	4,819	4,819
Other Shareholders' Equity	19,328	22,318	26,369	28,857	31,972
Net Assets	24,147	27,138	31,189	33,677	36,792
Total Liabilities and Net Assets	75,013	95,891	101,738	129,744	139,874

# Consolidated Segment Information

## 【Total for Each Segment】

(Million yen)

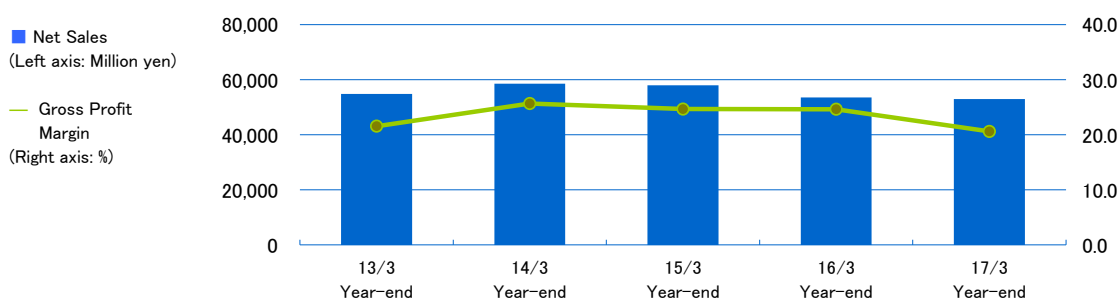
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end
Net Sales	64,907	71,963	76,956	76,268	103,599
Real Estate Sales Business	59,310	65,757	66,907	63,383	79,638
Percentage of Net Sales	91.4%	91.4%	86.9%	83.1%	76.9%
Real Estate Rental Business	1,485	1,696	2,898	4,307	5,056
Percentage of Net Sales	2.3%	2.4%	3.8%	5.6%	4.9%
Real Estate Management Business	2,582	2,739	2,978	3,362	3,665
Percentage of Net Sales	4.0%	3.8%	3.9%	4.4%	3.5%
Electric Power Generation Business	—	94	405	909	11,108
Percentage of Net Sales	—	0.1%	0.5%	1.2%	10.7%
Other Business	1,529	1,673	3,766	4,305	4,130
Percentage of Net Sales	2.4%	2.3%	4.9%	5.6%	4.0%



## 【Real Estate Sales Business – Condominiums】

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	54,827	58,597	57,963	53,558	52,988	60,400
Gross Profit	11,832	15,052	14,303	13,203	10,925	12,380
Gross Profit Margin (%)	21.6	25.7	24.7	24.7	20.6	20.5
Impact of Lower of Cost or Market Value Method	△ 119	—	—	—	2	—
Gross Profit (Except the impact of lower of cost or market value method)	11,713	15,052	14,303	13,203	10,927	12,380
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	21.4	25.7	24.7	24.7	20.6	20.5

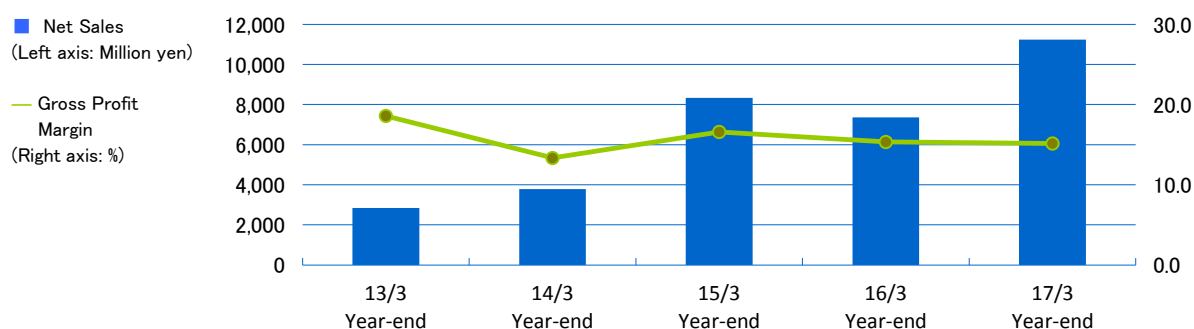


# Consolidated Segment Information

## 【Real Estate Sales Business – Detached Housing】

(Million yen)

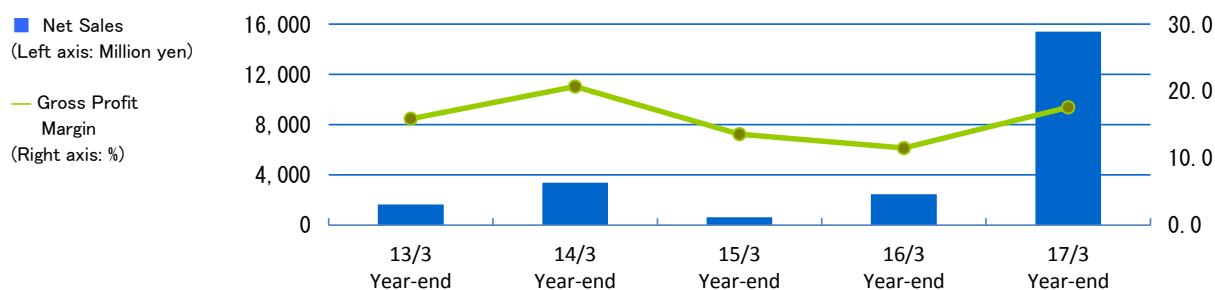
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	2,838	3,781	8,336	7,361	11,237	9,307
Gross Profit	527	504	1,382	1,128	1,701	1,177
Gross Profit Margin (%)	18.6	13.3	16.6	15.3	15.1	12.6
Impact of Lower of Cost or Market Value Method	△ 100	–	△ 151	△ 138	–	–
Gross Profit (Except the impact of lower of cost or market value method)	426	504	1,230	989	1,701	1,177
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	15.0	13.3	14.8	13.4	15.1	12.6



## 【Real Estate Sales Business – Other】

(Million yen)

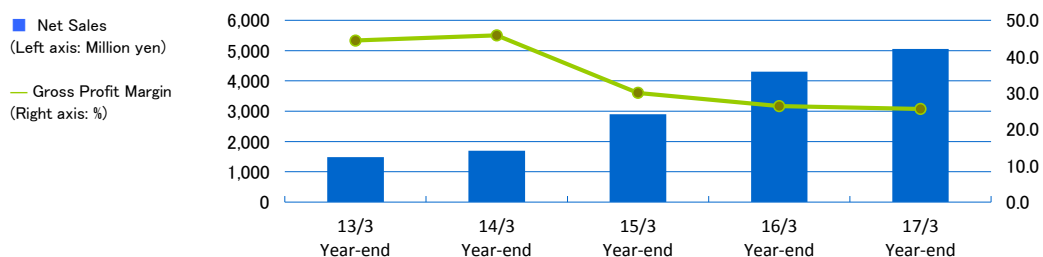
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	1,643	3,378	607	2,463	15,413	9,265
Gross Profit	261	698	82	282	2,499	1,468
Gross Profit Margin (%)	15.9	20.7	13.6	11.5	16.2	15.8
Impact of Lower of Cost or Market Value Method	–	–	–	–	210	–
Gross Profit (Except the impact of lower of cost or market value method)	261	698	82	282	2,709	1,468
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	15.9	20.7	13.6	11.5	17.6	15.8



## 【Real Estate Rental Business】

(Million yen)

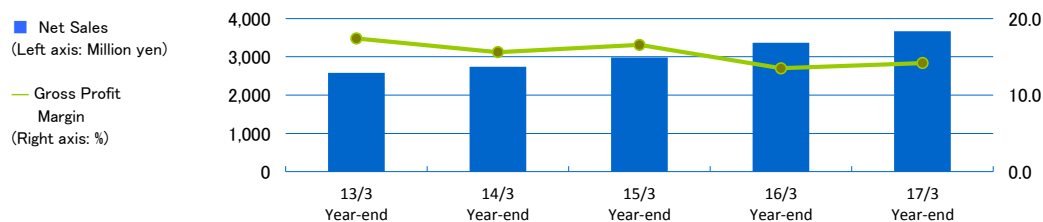
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	1,485	1,696	2,898	4,307	5,056	4,755
Gross Profit	659	778	871	1,137	1,296	1,167
Gross Profit Margin (%)	44.4	45.9	30.1	26.4	25.6	24.5



## 【Real Estate Management Business】

(Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	2,582	2,739	2,978	3,362	3,665	4,296
Gross Profit	449	427	492	453	520	652
Gross Profit Margin (%)	17.4	15.6	16.6	13.5	14.2	15.2



# 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 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	–	94	405	909	2,703	3,380
Gross Profit	–	20	75	49	158	135
Gross Profit Margin (%)	–	21.2	18.7	5.4	5.9	4.0

## 【Electric Power Generation Business—Facilities sale】 (Million yen)

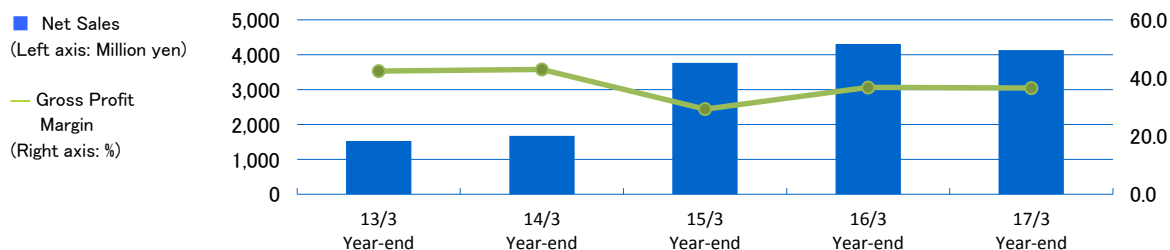
	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	–	–	–	–	8,405	12,607
Gross Profit	–	–	–	–	3,281	4,671
Gross Profit Margin (%)	–	–	–	–	39.0	37.1

## 【Electric Power Generation Business—Upfront expenditure】 (Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	–	–	–	–	–	–
Gross Profit	–	–	–	–	△ 49	–
Gross Profit Margin (%)	–	–	–	–	–	–

## 【Other Business】 (Million yen)

	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Net Sales	1,529	1,673	3,766	4,305	4,130	5,990
Gross Profit	647	718	1,103	1,580	1,507	2,900
Gross Profit Margin (%)	42.4	42.9	29.3	36.7	36.5	48.4



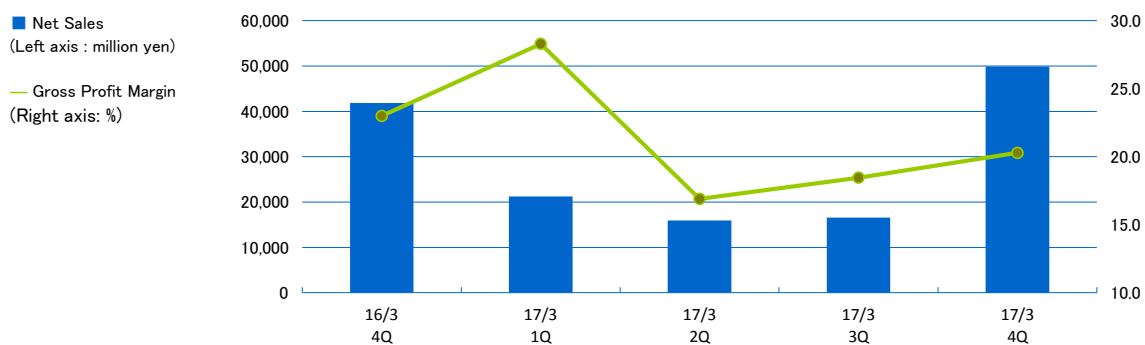


## Quarterly Performance

(Million yen)

	16/3 4Q	17/3 1Q	17/3 2Q	17/3 3Q	17/3 4Q
Net Sales	41,815	21,196	15,923	16,584	49,893
Gross Profit	9,618	5,999	2,690	3,061	10,118
Gross Profit Margin(%)	23.0	28.3	16.9	18.5	20.3
Operating Profit	6,505	3,033	△ 38	558	6,796
Ordinary Profit	6,302	2,731	△ 273	307	6,732
Net Income	4,117	1,788	△ 239	291	4,267

\*Described in the accounting period.



## Cash Dividends

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 (forecast)
Cash Dividends (yen)	5.0 ※	6.0	13.0	15.0	15.0
Total Dividends(annual) (Million yen)	572	671	1,430	1,622	1,619
Dividends Yield(%)	1.6	0.9	2.0	3.0	-
Dividend Payout Ratio (consolidated)(%)	9.9	11.9	33.3	26.7	25.7
Dividend on Equity Ratio (consolidated)(%)	2.3	2.3	4.4	4.6	-

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

## 【Companies In Japan】

	2012	2013	2014	2015	2016
1	Nomura Real Estate Development	Mitsui Fudosan Residential	Sumitomo Realty & Development	Sumitomo Realty & Development	Sumitomo Realty & Development
2	Mitsui Fudosan Residential	Nomura Real Estate Development	Mitsubishi Jisho Residence	Nomura Real Estate Development	Mitsui Fudosan Residential
3	Mitsubishi Jisho Residence	Sumitomo Realty & Development	Nomura Real Estate Development	Mitsui Fudosan Residential	Nomura Real Estate Development
4	Sumitomo Realty & Development	Mitsubishi Jisho Residence	Mitsui Fudosan Residential	Mitsubishi Jisho Residence	Pressance Corporation
5	Daiwa House Industry	Daikyo	Tokyu Land Corporation	Daiwa House Industry	Mitsubishi Jisho Residence
6	Daikyo	Daiwa House Industry	Daiwa House Industry	Pressance Corporation	Daiwa House Industry
7	Anabuki Kosan	Pressance Corporation	Pressance Corporation	Tokyu Land Corporation	Anabuki Kosan
8	Pressance Corporation	Tokyu Land Corporation	Daikyo	Tokyo Tatemono	Tokyu Land Corporation
9	Kintetsu Real Estate	Nippon Steel Kowa Real Estate	Takara Leben	Daikyo	Nihon Eslead Corporation
10	Tokyu Land Corporation	Takara Leben	Meitetsu Real Estate Development	Takara Leben	Takara Leben
11	Tokyo Tatemono	Tokyo Tatemono	Tokyo Tatemono	Nihon Eslead Corporation	Daikyo
12	Hankyu Realty	NTT Urban Development Corporation	Hajime Construction	Taisei-Yuraku Real Estate	Meitetsu Real Estate Development
13	Takara Leben	Kintetsu Real Estate	Hankyu Realty	Kintetsu Real Estate	Keihan Real Estate
14	Orix Real Estate	Sumitomo Corporation	Anabuki Kosan	Hajime Construction	Hankyu Realty
15	Anabuki Construction	Sekisui House	Nippon Steel Kowa Real Estate	Anabuki Kosan	Anabuki Construction
16	Meitetsu Real Estate Development	Anabuki Kosan	Kintetsu Real Estate	Hoosiers Corporation	Meiwa Estate
17	Marimo	Itochu Property Development	NTT Urban Development Corporation	NTT Urban Development Corporation	Sekisui House
18	Nihon Eslead Corporation	Hankyu Realty	Taisei-Yuraku Real Estate	Sekisui House	Kintetsu Real Estate
19	Itochu Property Development	Meitetsu Real Estate Development	Itochu Property Development	Toray Construction	Shinnihon Corporation
20	Sekisui House	Nihon Eslead Corporation	Nihon Eslead Corporation	Cosmos Initia	Hoosiers Corporation

\*Source: "Real Estate Economic Institute"

## 【Stock Information】

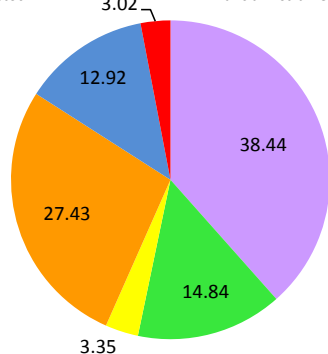
Total number of authorized shares	248,000,000
Total number of shares issued	124,000,000
Number of shares of treasury stock	16,022,507
Number of shareholders	18,284

## 【Major Shareholders】

Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	20.67
Takara Leben Co., Ltd.	16,022	12.92
The Master Trust Bank of Japan, Ltd.	3,486	2.81
Japan Trustee Services Bank, Ltd.	3,225	2.60
BNYM SA/NV FOR BNYM FOR FMSF-FRANKLIN MUTUAL FINANCIAL SERVICES FUND	2,419	1.95
Murayama Kikaku Co., Ltd.	2,000	1.61
CITIBANK EUROPE PLC, UK BR-STANDARD LIFE INVESTMENTS STRATEGIC BOND FUND	1,818	1.47
THE BANK OF NEW YORK 133612	1,750	1.411
Japan Trustee Services Bank, Ltd.	1,580	1.274
THE BANK OF NEW YORK 133524	1,452	1.17

### 【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



## 【Share Distribution by Owner】

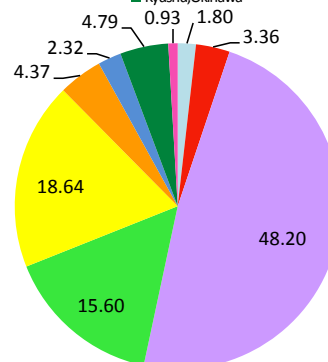
Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	97.66	38.44
Japanese financial institutions	0.19	14.84
Other Japanese corporations	0.76	3.35
Foreign institutions and individuals	1.08	27.43
Treasury stock	0.01	12.92
Financial instruments firms	0.30	3.02
Total	100	100

## 【Shareholder Distribution by Region】

Region	Percentage of shareholders	Region	Percentage of shareholders
Hokkaido	1.80	Chugoku	4.37
Tohoku	3.36	Shikoku	2.32
Kanto	48.20	Kyushu, Okinawa	4.79
Chubu	15.60	Overseas regions	0.93
Kinki	18.64	Total	100

### 【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 March 31, 2017. 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.