

Takara Leben Co., Ltd.

F A C T B O O K

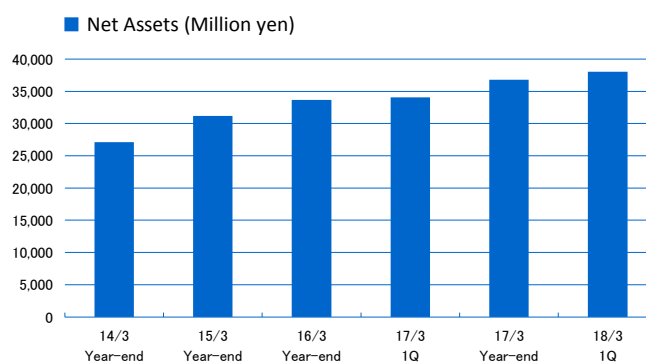
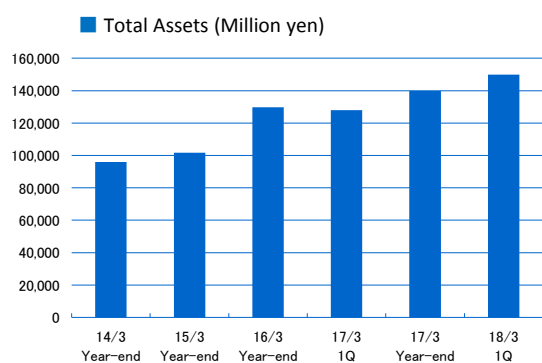
Three Months Ended June 30, 2017



Takara
Leben

Consolidated Financial Highlights

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	(Million yen) 18/3 (forecast)
Net Sales	71,963	76,956	76,268	21,196	103,599	21,361	110,000
Real Estate Sales Business	65,757	66,907	63,383	9,872	79,638	4,700	—
Real Estate Rental Business	1,696	2,898	4,307	1,229	5,056	1,344	—
Real Estate Management Business	2,739	2,978	3,362	909	3,665	980	—
Electric Power Generation Business	94	405	909	8,565	11,108	13,636	—
Other Business	1,673	3,766	4,305	619	4,130	698	—
Gross Profit	18,199	18,311	17,835	5,999	21,869	6,513	—
Operating Profit	9,798	9,257	7,563	3,033	10,349	3,791	10,550
Ordinary Profit	9,181	8,540	6,708	2,731	9,496	3,505	9,500
Net Income	5,869	5,718	4,308	1,788	6,107	2,409	6,300
Total Assets	95,891	101,738	129,744	127,893	139,874	149,853	—
Net Assets	27,138	31,189	33,677	34,088	36,792	38,051	—
Equity Ratio (%)	28.2	30.6	25.8	26.5	26.2	25.3	—



Profitability-related Indicators

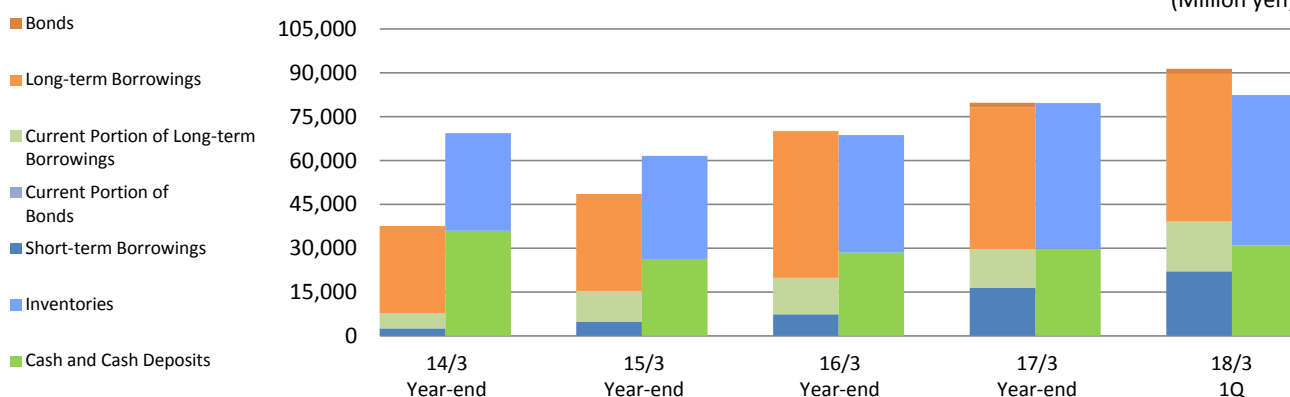
	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q
Gross Profit Margin (%)	25.3	23.8	23.4	28.3	21.1	30.5
Operating Profit Margin (%)	13.6	12.0	9.9	14.3	10.0	17.8
Ordinary Profit Margin (%)	12.8	11.1	8.8	12.9	9.2	16.4
Net Income Margin (%)	8.2	7.4	5.6	8.4	5.9	11.3

BS-related Indicators

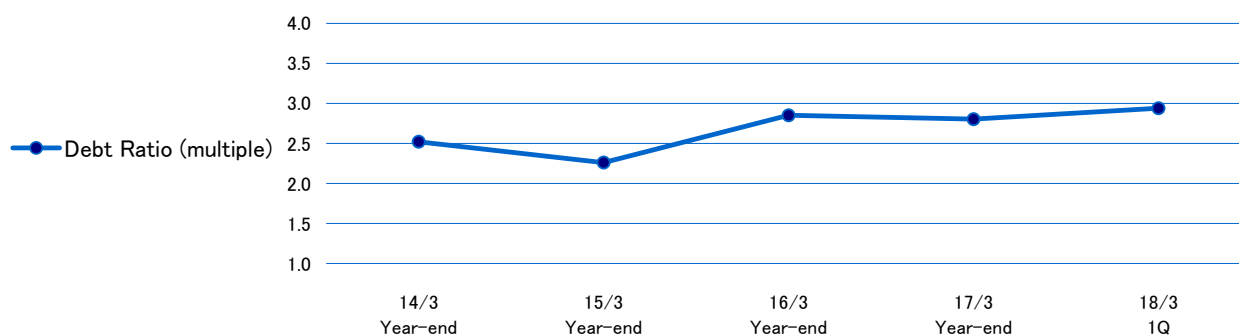
(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 1Q
Cash and Cash Deposits	35,964	26,281	28,515	29,780	30,964
Inventories	33,445	35,345	40,208	49,933	51,449
Short-term Borrowings	2,590	4,742	7,412	16,490	22,043
Current Portion of Bonds	—	200	—	60	60
Current Portion of Long-term Borrowings	5,101	10,378	12,410	13,098	17,060
Long-term Borrowings	29,861	33,235	50,147	48,439	50,616
Bonds	—	—	200	1,640	1,640
Total Borrowings and Bonds	37,553	48,556	70,171	79,727	91,420

(Million yen)



	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 1Q
Debt Ratio (multiple)	2.5	2.3	2.9	2.8	2.9
Current Ratio (%)	192.3	194.6	176.7	171.5	156.5
Interest Expense (Million yen)	832	892	996	1,036	288
Inventory Turnover Ratio (times / year)	2.1	2.2	2.0	2.5	1.7



Consolidated Statements of Income

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q
Net Sales	71,963	76,956	76,268	21,196	103,599	21,361
Cost of Sales	53,763	50,528	58,433	15,197	81,729	14,847
Gross Profit	18,199	18,311	17,835	5,999	21,869	6,513
Selling, General and Administrative Expenses	8,400	8,017	10,272	2,965	11,520	2,722
Operating Profit	9,798	9,257	7,563	3,033	10,349	3,791
Ordinary Profit	9,181	8,540	6,708	2,731	9,496	3,505
Income Before Income Taxes and Minority Interests	9,444	5,869	6,456	2,731	8,547	3,407
Net Income	5,869	5,718	4,308	1,788	6,107	2,409

Consolidated Balance Sheets

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 1Q
Assets					
Current Assets	72,524	67,319	75,753	86,585	87,873
Cash and Cash Deposits	35,964	26,281	28,515	29,780	30,964
Inventories	33,445	35,345	40,208	49,933	51,449
Real Estate Held for Sale	1,156	4,901	4,073	9,658	7,540
Power Generation Facilities for Sale	—	—	—	7,885	—
Real Estate Held for Sale in Progress	32,288	30,444	36,134	32,390	43,909
Fixed Assets	23,366	34,400	53,945	53,237	61,932
Total Assets	95,891	101,738	129,744	139,874	149,853
Liabilities					
Current Liabilities	37,711	34,800	42,859	50,482	56,133
Notes and Accounts Payable, Trade	20,692	10,023	12,037	12,173	8,847
Short-term Borrowings	2,590	4,742	7,412	16,490	22,043
Current Portion of Long-term Debt Due within One Year	5,101	10,378	12,410	13,098	17,060
Fixed Liabilities	31,041	35,748	53,207	52,599	55,668
Long-term Borrowings	29,861	33,235	50,147	48,439	50,616
Total Liabilities	68,752	70,549	96,066	103,081	111,802
Net Assets					
Capital Stock	4,819	4,819	4,819	4,819	4,819
Other Shareholders' Equity	22,318	26,369	28,857	31,972	33,231
Net Assets	27,138	31,189	33,677	36,792	38,051
Total Liabilities and Net Assets	95,891	101,738	129,744	139,874	149,853

Consolidated Segment Information

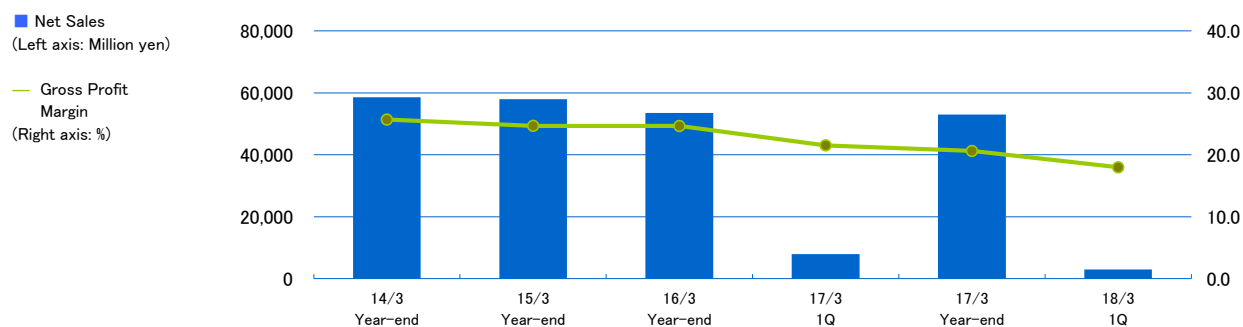
【Total for Each Segment】

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	71,963	76,956	76,268	21,196	103,599	21,361	110,000
Real Estate Sales Business	65,757	66,907	63,383	9,872	79,638	4,700	78,972
Percentage of Net Sales	91.4%	86.9%	83.1%	46.6%	76.9%	22.0%	71.8%
Real Estate Rental Business	1,696	2,898	4,307	1,229	5,056	1,344	4,755
Percentage of Net Sales	2.4%	3.8%	5.6%	5.8%	4.9%	6.3%	4.3%
Real Estate Management Business	2,739	2,978	3,362	909	3,665	980	4,296
Percentage of Net Sales	3.8%	3.9%	4.4%	4.3%	3.5%	4.6%	3.9%
Electric Power Generation Business	94	405	909	8,565	11,108	13,636	15,987
Percentage of Net Sales	0.1%	0.5%	1.2%	40.4%	10.7%	63.8%	14.5%
Other Business	1,673	3,766	4,305	619	4,130	698	5,990
Percentage of Net Sales	2.3%	4.9%	5.6%	2.9%	4.0%	3.3%	5.4%

【Real Estate Sales Business – Condominiums】

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	58,597	57,963	53,558	7,882	52,988	2,947	60,400
Gross Profit	15,052	14,303	13,203	1,696	10,925	529	12,380
Gross Profit Margin (%)	25.7	24.7	24.7	21.5	20.6	18.0	20.5
Number of Delivery Units	1,719	1,620	1,448	223	1,503	80	1,600
Metropolitan Area Ratio(%)	86.3	75.8	46.8	93.7	52.8	68.8	49.3

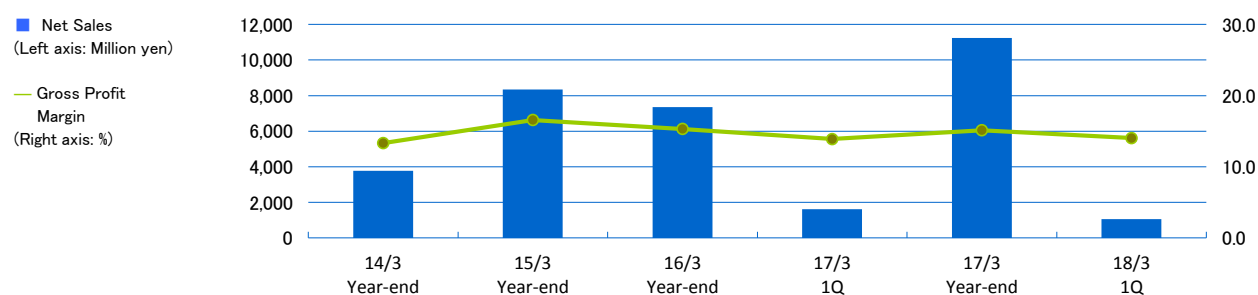
※Metropolitan Area = Tokyo Metropolis, Kanagawa Prefecture, Saitama Prefecture and Chiba Prefecture



Consolidated Segment Information

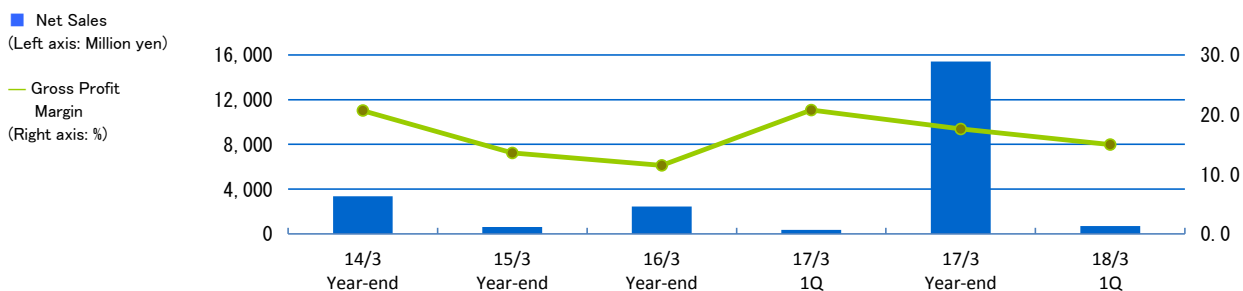
【Real Estate Sales Business – Detached Housing】

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	3,781	8,336	7,361	1,617	11,237	1,057	9,307
Gross Profit	504	1,382	1,128	224	1,701	148	1,177
Gross Profit Margin (%)	13.3	16.6	15.3	13.9	15.1	14.0	12.6
Impact of Lower of Cost or Market Value Method	—	△ 151	△ 138	—	—	—	—
Gross Profit (Except the impact of lower of cost or market value method)	504	1,230	989	224	1,701	148	1,177
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	13.3	14.8	13.4	13.9	15.1	14.0	12.6
Number of Delivery Units	109	251	205	43	275	27	160



【Real Estate Sales Business – Other】

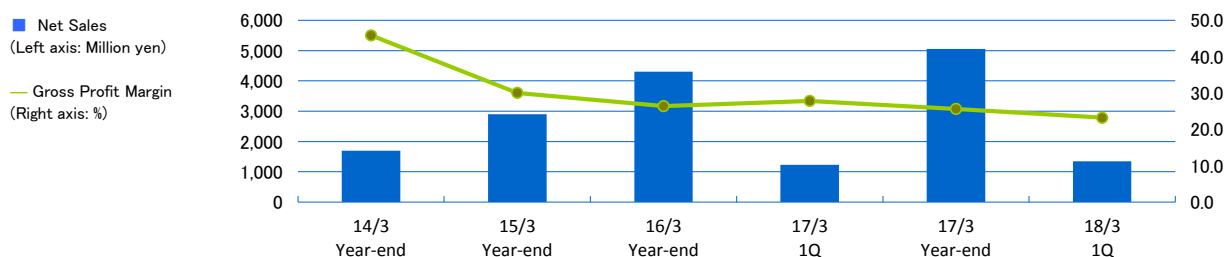
	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	3,378	607	2,463	371	15,413	696	9,265
Gross Profit	698	82	282	77	2,499	104	1,468
Gross Profit Margin (%)	20.7	13.6	11.5	20.8	16.2	15.0	15.8
Impact of Lower of Cost or Market Value Method	—	—	—	—	210	—	—
Gross Profit (Except the impact of lower of cost or market value method)	698	82	282	77	2,709	104	1,468
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	20.7	13.6	11.5	20.8	17.6	15.0	15.8



【Real Estate Rental Business】

(Million yen)

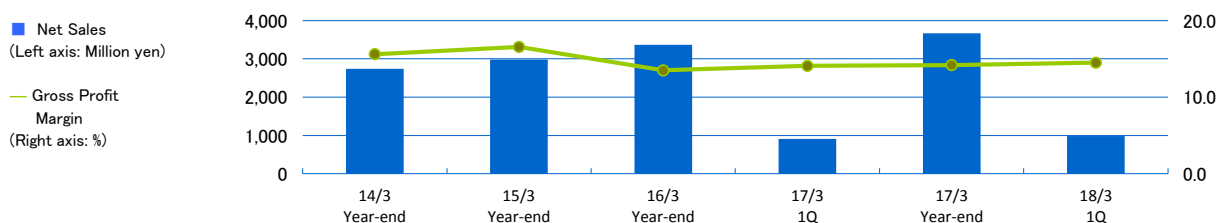
	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	1,696	2,898	4,307	1,229	5,056	1,344	4,755
Gross Profit	778	871	1,137	342	1,296	311	1,167
Gross Profit Margin (%)	45.9	30.1	26.4	27.8	25.6	23.2	24.5



【Real Estate Management Business】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	2,739	2,978	3,362	909	3,665	980	4,296
Gross Profit	427	492	453	128	520	142	652
Gross Profit Margin (%)	15.6	16.6	13.5	14.1	14.2	14.5	15.2
Number of Managed Units	35,860	38,700	41,131	41,890	44,656	45,149	47,900



Consolidated Segment Information

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

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	94	405	909	695	2,703	1,027	3,380
Gross Profit	20	75	49	192	158	214	135
Gross Profit Margin (%)	21.2	18.7	5.4	27.6	5.9	20.9	4.0
MW of Facilities in Operation (Including Lease Amount)	4	16	51	51	80	80	90

【Electric Power Generation Business—Facilities sale】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	—	—	—	7,870	8,405	12,607	12,607
Gross Profit	—	—	—	3062	3281	4,670	4,671
Gross Profit Margin (%)	—	—	—	39	39	37.1	37.1
Sold MW to Infrastructure Funds	—	—	—	18	19	31	31

【Electric Power Generation Business—Upfront expenditure】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	—	—	—	—	—	—	—
Gross Profit	—	—	—	△ 23	△ 49	—	—
Gross Profit Margin (%)	—	—	—	—	—	—	—

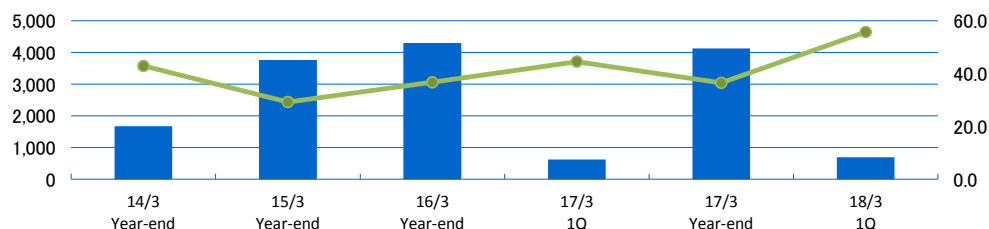
【Other Business】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 1Q	17/3 Year-end	18/3 1Q	18/3 (forecast)
Net Sales	1,673	3,766	4,305	619	4,130	698	5,990
Gross Profit	718	1,103	1,580	276	1,507	389	2,900
Gross Profit Margin (%)	42.9	29.3	36.7	44.6	36.5	55.8	48.4

■ Net Sales
(Left axis: Million yen)

— Gross Profit
Margin
(Right axis: %)

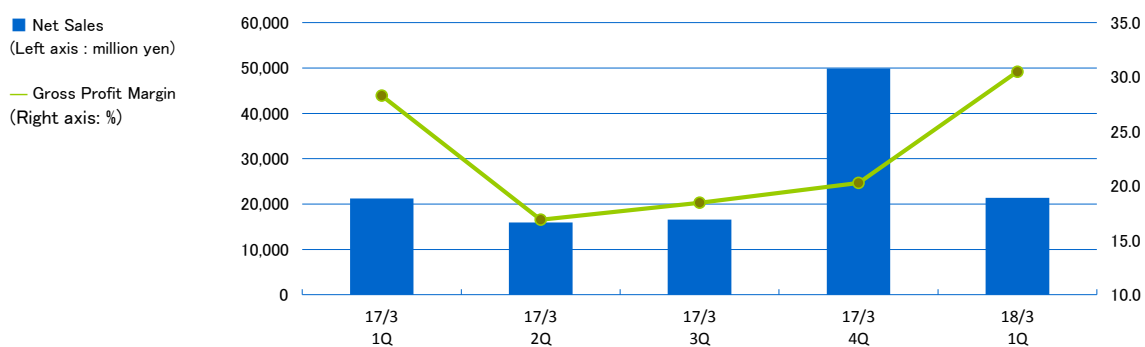


Quarterly Performance

(Million yen)

	17/3 1Q	17/3 2Q	17/3 3Q	17/3 4Q	18/3 1Q
Net Sales	21,196	15,923	16,584	49,893	21,361
Gross Profit	5,999	2,690	3,061	10,118	6,513
Gross Profit Margin(%)	28.3	16.9	18.5	20.3	30.5
Operating Profit	3,033	△ 38	558	6,796	3,791
Ordinary Profit	2,731	△ 273	307	6,732	3,505
Net Income	1,788	△ 239	291	4,267	2,409

*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	-

【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】

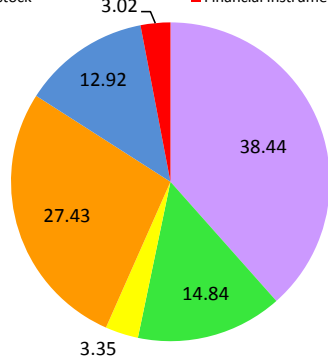
Total number of authorized shares	248,000,000
Total number of shares issued	124,000,000
Number of shares of treasury stock	16,022,507
Number of shareholders	18,284

【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】

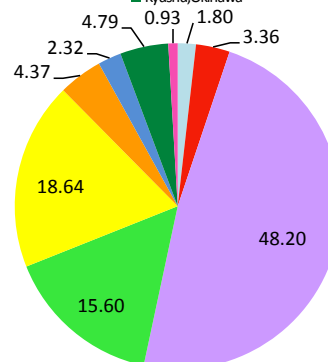
Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	97.66	38.44
Japanese financial institutions	0.19	14.84
Other Japanese corporations	0.76	3.35
Foreign institutions and individuals	1.08	27.43
Treasury stock	0.01	12.92
Financial instruments firms	0.30	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, 2018 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, 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.