

Takara Leben Co., Ltd.

F A C T B O O K

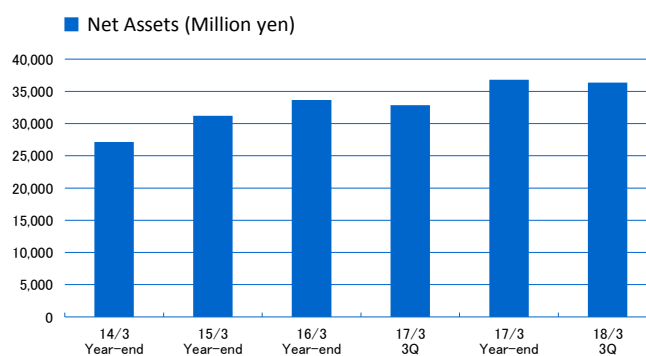
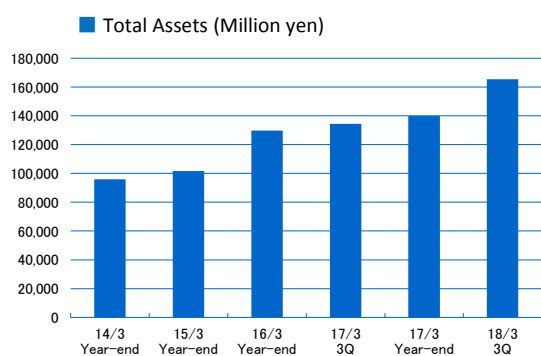
Nine Months Ended December 31, 2017



Takara
Leben

Consolidated Financial Highlights

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	71,963	76,956	76,268	53,705	103,599	45,507	110,000
Real Estate Sales Business	65,757	66,907	63,383	35,568	79,638	19,722	—
Real Estate Rental Business	1,696	2,898	4,307	3,714	5,056	4,053	—
Real Estate Management Business	2,739	2,978	3,362	2,729	3,665	2,971	—
Electric Power Generation Business	94	405	909	9,774	11,108	16,847	—
Other Business	1,673	3,766	4,305	1,918	4,130	1,913	—
Gross Profit	18,199	18,311	17,835	11,751	21,869	11,177	—
Operating Profit	9,798	9,257	7,563	3,552	10,349	2,305	10,550
Ordinary Profit	9,181	8,540	6,708	2,764	9,496	1,665	9,500
Net Income	5,869	5,718	4,308	1,840	6,107	930	6,300
Total Assets	95,891	101,738	129,744	134,404	139,874	165,388	—
Net Assets	27,138	31,189	33,677	32,863	36,792	36,343	—
Equity Ratio (%)	28.2	30.6	25.8	24.3	26.2	21.9	—



Profitability-related Indicators

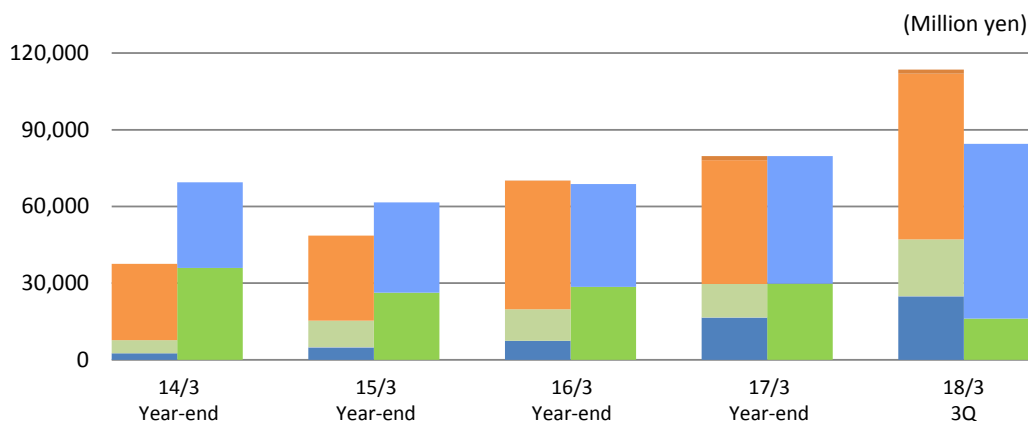
	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q
Gross Profit Margin (%)	25.3	23.8	23.4	21.9	21.1	24.6
Operating Profit Margin (%)	13.6	12.0	9.9	6.6	10.0	5.1
Ordinary Profit Margin (%)	12.8	11.1	8.8	5.1	9.2	3.7
Net Income Margin (%)	8.2	7.4	5.6	3.4	5.9	2.0

BS-related Indicators

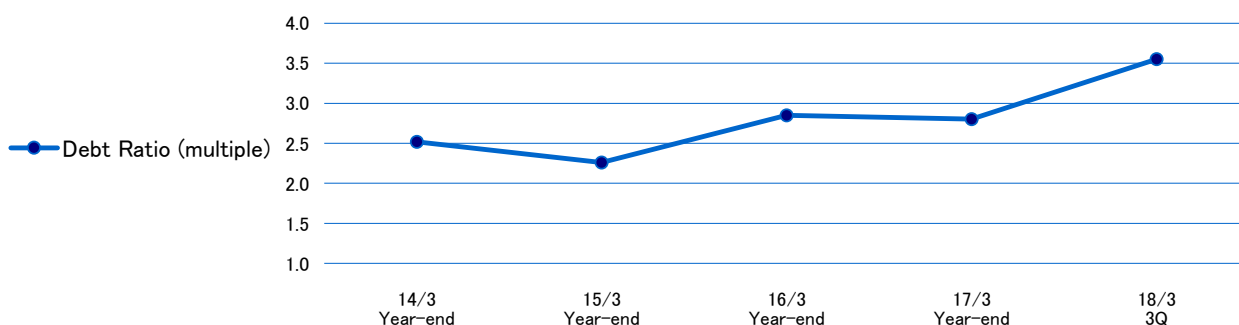
(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 3Q
Cash and Cash Deposits	35,964	26,281	28,515	29,780	16,142
Inventories	33,445	35,345	40,208	49,933	68,342
Short-term Borrowings	2,590	4,742	7,412	16,490	24,814
Current Portion of Bonds	—	200	—	60	60
Current Portion of Long-term Borrowings	5,101	10,378	12,410	13,098	22,206
Long-term Borrowings	29,861	33,235	50,147	48,439	64,809
Bonds	—	—	200	1,640	1,610
Total Borrowings and Bonds	37,553	48,556	70,171	79,727	113,500

- Bonds
- Long-term Borrowings
- Current Portion of Long-term Borrowings
- Current Portion of Bonds
- Short-term Borrowings
- Inventories
- Cash and Cash Deposits



	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 3Q
Debt Ratio (multiple)	2.5	2.3	2.9	2.8	3.6
Current Ratio (%)	192.3	194.6	176.7	171.5	158.0
Interest Expense (Million yen)	832	892	996	1,036	787
Inventory Turnover Ratio (times / year)	2.1	2.2	2.0	2.5	1.0



Consolidated Statements of Income

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q
Net Sales	71,963	76,956	76,268	53,705	103,599	45,507
Cost of Sales	53,763	50,528	58,433	41,954	81,729	34,329
Gross Profit	18,199	18,311	17,835	11,751	21,869	11,177
Selling, General and Administrative Expenses	8,400	8,017	10,272	8,198	11,520	8,871
Operating Profit	9,798	9,257	7,563	3,552	10,349	2,305
Ordinary Profit	9,181	8,540	6,708	2,764	9,496	1,665
Income Before Income Taxes and Minority Interests	9,444	5,869	6,456	2,764	8,547	1,478
Net Income	5,869	5,718	4,308	1,840	6,107	930

Consolidated Balance Sheets

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 3Q
Assets					
Current Assets	72,524	67,319	75,753	86,585	92,870
Cash and Cash Deposits	35,964	26,281	28,515	29,780	16,142
Inventories	33,445	35,345	40,208	49,933	68,342
Real Estate Held for Sale	1,156	4,901	4,073	9,658	7,963
Power Generation Facilities for Sale	—	—	—	7,885	465
Real Estate Held for Sale in Progress	32,288	30,444	36,134	32,390	59,913
Fixed Assets	23,366	34,400	53,945	53,237	72,476
Total Assets	95,891	101,738	129,744	139,874	165,388
Liabilities					
Current Liabilities	37,711	34,800	42,859	50,482	58,762
Notes and Accounts Payable, Trade	20,692	10,023	12,037	12,173	2,582
Short-term Borrowings	2,590	4,742	7,412	16,490	24,814
Current Portion of Long-term Debt Due within One Year	5,101	10,378	12,410	13,098	22,206
Fixed Liabilities	31,041	35,748	53,207	52,599	70,282
Long-term Borrowings	29,861	33,235	50,147	48,439	64,809
Total Liabilities	68,752	70,549	96,066	103,081	129,045
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	31,523
Net Assets	27,138	31,189	33,677	36,792	36,343
Total Liabilities and Net Assets	95,891	101,738	129,744	139,874	165,388

Consolidated Segment Information

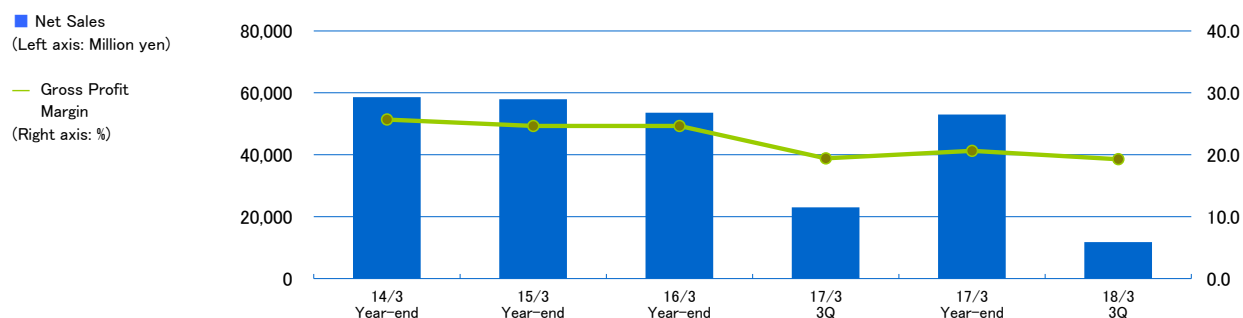
【Total for Each Segment】

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	71,963	76,956	76,268	53,705	103,599	45,507	110,000
Real Estate Sales Business	65,757	66,907	63,383	35,568	79,638	19,722	78,972
Percentage of Net Sales	91.4%	86.9%	83.1%	66.2%	76.9%	43.3%	71.8%
Real Estate Rental Business	1,696	2,898	4,307	3,714	5,056	4,053	4,755
Percentage of Net Sales	2.4%	3.8%	5.6%	6.9%	4.9%	8.9%	4.3%
Real Estate Management Business	2,739	2,978	3,362	2,729	3,665	2,971	4,296
Percentage of Net Sales	3.8%	3.9%	4.4%	5.1%	3.5%	6.5%	3.9%
Electric Power Generation Business	94	405	909	9,774	11,108	16,847	15,987
Percentage of Net Sales	0.1%	0.5%	1.2%	18.2%	10.7%	37.0%	14.5%
Other Business	1,673	3,766	4,305	1,918	4,130	1,913	5,990
Percentage of Net Sales	2.3%	4.9%	5.6%	3.6%	4.0%	4.2%	5.4%

【Real Estate Sales Business – Condominiums】

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	58,597	57,963	53,558	23,029	52,988	11,801	60,400
Gross Profit	15,052	14,303	13,203	4,470	10,925	2,274	12,380
Gross Profit Margin (%)	25.7	24.7	24.7	19.4	20.6	19.3	20.5
Number of Delivery Units	1,719	1,620	1,448	637	1,503	316	1,600
Metropolitan Area Ratio(%)	86.3	75.8	46.8	67.5	52.8	52.2	49.3

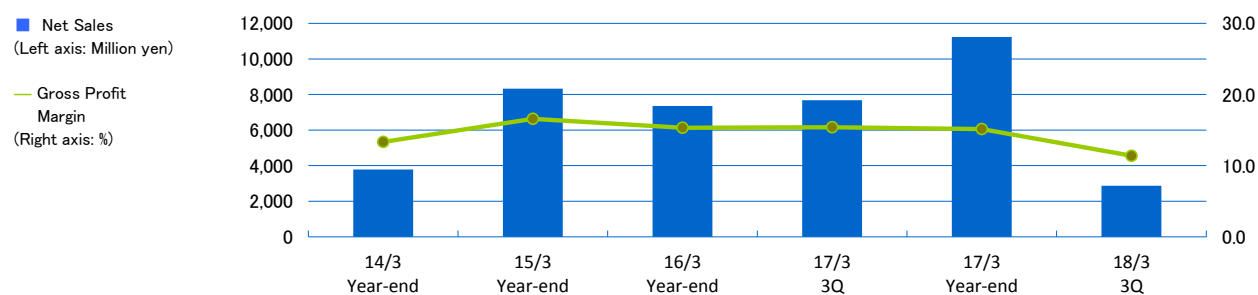
※Metropolitan Area = Tokyo Metropolis, Kanagawa Prefecture, Saitama Prefecture and Chiba Prefecture



Consolidated Segment Information

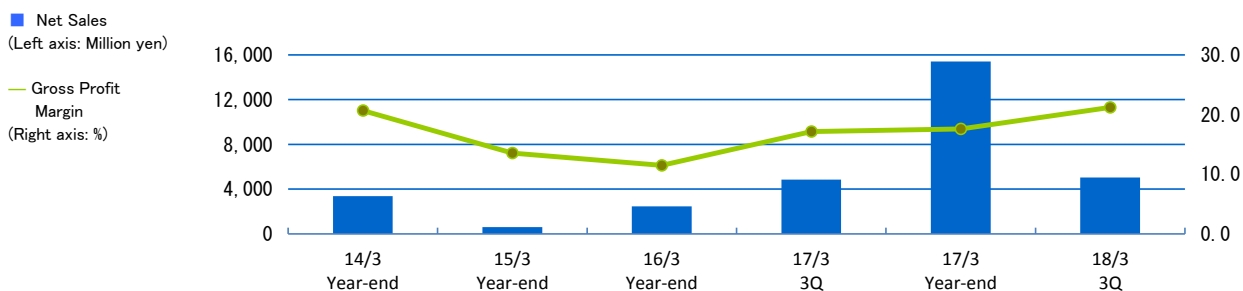
【Real Estate Sales Business – Detached Housing】

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	3,781	8,336	7,361	7,685	11,237	2,867	9,307
Gross Profit	504	1,382	1,128	1,184	1,701	326	1,177
Gross Profit Margin (%)	13.3	16.6	15.3	15.4	15.1	11.4	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	1,184	1,701	326	1,177
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	13.3	14.8	13.4	15.4	15.1	11.4	12.6
Number of Delivery Units	109	251	205	191	275	68	160



【Real Estate Sales Business – Other】

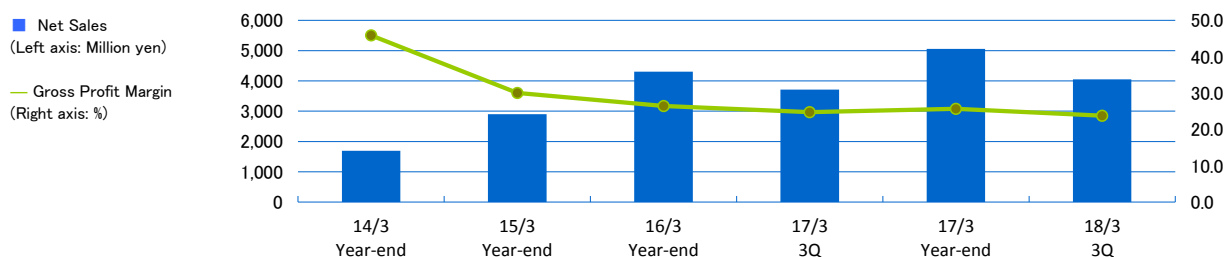
	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	3,378	607	2,463	4,853	15,413	5,053	9,265
Gross Profit	698	82	282	832	2,499	1,071	1,468
Gross Profit Margin (%)	20.7	13.6	11.5	17.2	16.2	21.2	15.8
Impact of Lower of Cost or Market Value Method	—	—	—	—	210	—	—
Gross Profit (Except the impact of lower of cost or market value method)	698	82	282	832	2,709	1,071	1,468
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	20.7	13.6	11.5	17.2	17.6	21.2	15.8



【Real Estate Rental Business】

(Million yen)

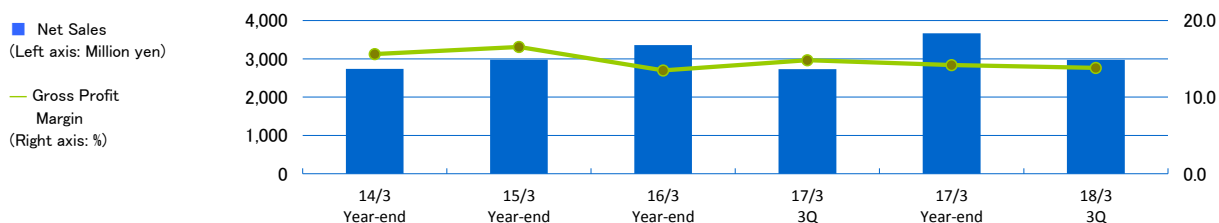
	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	1,696	2,898	4,307	3,714	5,056	4,053	4,755
Gross Profit	778	871	1,137	919	1,296	963	1,167
Gross Profit Margin (%)	45.9	30.1	26.4	24.8	25.6	23.8	24.5



【Real Estate Management Business】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	2,739	2,978	3,362	2,729	3,665	2,971	4,296
Gross Profit	427	492	453	404	520	410	652
Gross Profit Margin (%)	15.6	16.6	13.5	14.8	14.2	13.8	15.2
Number of Managed Units	35,860	38,700	41,131	43,109	44,656	47,761	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 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	94	405	909	1,904	2,703	2,644	3,380
Gross Profit	20	75	49	77	158	151	135
Gross Profit Margin (%)	21.2	18.7	5.4	4.1	5.9	5.7	4.0
MW of Facilities in Operation (Including Lease Amount)	4	16	51	69	80	83	90

【Electric Power Generation Business—Facilities sale】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	—	—	—	7,870	8,405	14,203	12,607
Gross Profit	—	—	—	3056	3281	5,050	4,671
Gross Profit Margin (%)	—	—	—	39	39	35.6	37.1
Sold MW to Infrastructure Funds	—	—	—	18	19	35	31

【Electric Power Generation Business—Upfront expenditure】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	—	—	—	—	—	—	—
Gross Profit	—	—	—	△ 45	△ 49	—	—
Gross Profit Margin (%)	—	—	—	—	—	—	—

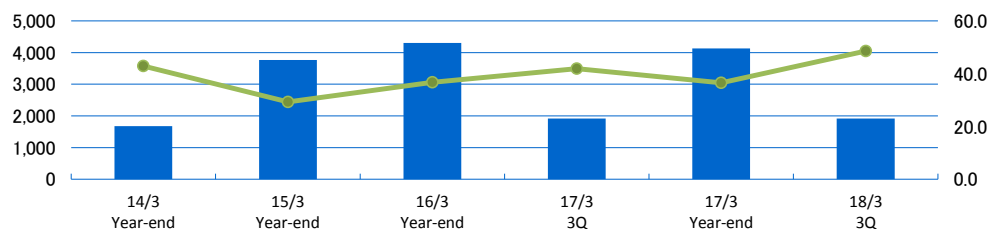
【Other Business】

(Million yen)

	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 3Q	17/3 Year-end	18/3 3Q	18/3 (forecast)
Net Sales	1,673	3,766	4,305	1,918	4,130	1,913	5,990
Gross Profit	718	1,103	1,580	804	1,507	929	2,900
Gross Profit Margin (%)	42.9	29.3	36.7	41.9	36.5	48.6	48.4

■ Net Sales
(Left axis: Million yen)

— Gross Profit
Margin
(Right axis: %)

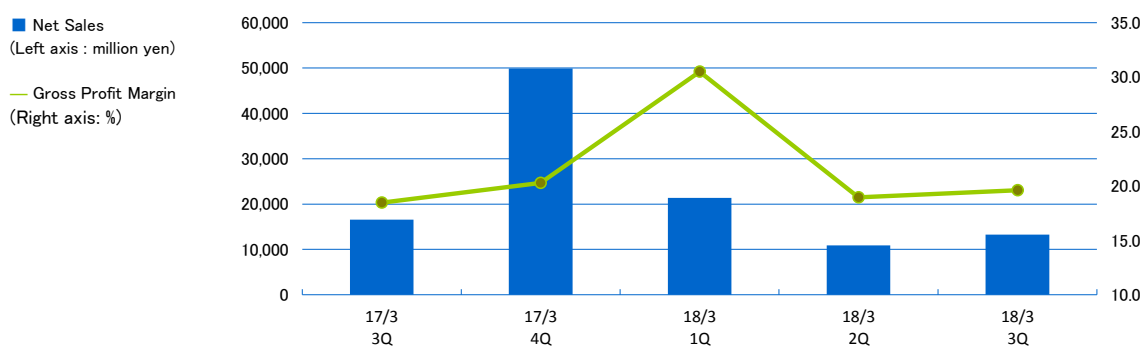


Quarterly Performance

(Million yen)

	17/3 3Q	17/3 4Q	18/3 1Q	18/3 2Q	18/3 3Q
Net Sales	16,584	49,893	21,361	10,864	13,281
Gross Profit	3,061	10,118	6,513	2,059	2,604
Gross Profit Margin(%)	18.5	20.3	30.5	19.0	19.6
Operating Profit	558	6,796	3,791	△ 936	△ 549
Ordinary Profit	307	6,732	3,505	△ 981	△ 858
Net Income	291	4,267	2,409	△ 785	△ 693

*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	15,803,707
Number of shareholders	16,788

【Share Distribution by Owner】

Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	97.66	39.25
Japanese financial institutions	0.20	13.88
Other Japanese corporations	0.69	3.39
Foreign institutions and individuals	1.16	28.51
Treasury stock	0.01	12.74
Financial instruments firms	0.29	2.23
Total	100	100

【Major Shareholders】

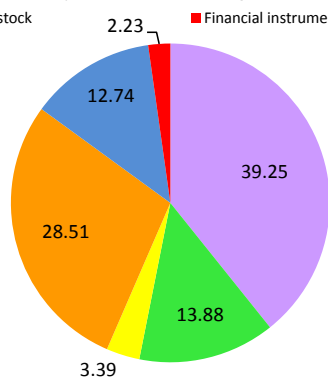
Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	20.67
Takara Leben Co., Ltd.	15,803	12.74
The Master Trust Bank of Japan, Ltd. (for trust account)	3,201	2.58
Japan Trustee Services Bank, Ltd. (for trust account)	2,922	2.36
JPMC GOLDMAN SACHS TRUST JASDEC LENDING ACCOUNT	2,470	1.99
BNYM SA/NV FOR BNYM FOR FMSF-FRANKLIN MUTUAL FINANCIAL SERVICES FUND	2,419	1.95
Murayama Kikaku Co., Ltd.	2,000	1.61
THE BANK OF NEW YORK 133612	1,750	1.41
THE BANK OF NEW YORK MELLON 140044	1,635	1.32
Japan Trustee Services Bank, Ltd. (for trust account 5)	1,595	1.29

【Shareholder Distribution by Region】

Region	Percentage of shareholders	Region	Percentage of shareholders
Hokkaido	1.86	Chugoku	4.43
Tohoku	3.18	Shikoku	2.30
Kanto	48.22	Kyushu, Okinawa	4.56
Chubu	15.80	Overseas regions	1.01
Kinki	18.63	Total	100

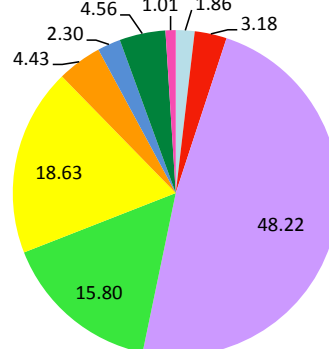
【Percentage of Total Number of Shares】

- 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, 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 December 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.