

Takara Leben Co., Ltd.

F A C T B O O K

The Fiscal Year Ended March 31, 2018

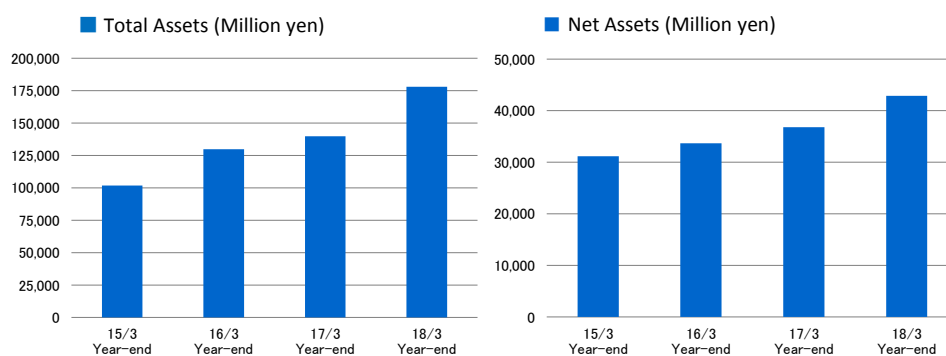


Takara
Leben

Consolidated Financial Highlights

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	76,956	76,268	103,599	110,851	130,000
Real Estate Sales Business	66,907	63,383	79,638	79,341	105,700
Real Estate Rental Business	2,898	4,307	5,056	5,472	5,500
Real Estate Management Business	2,978	3,362	3,665	4,000	4,300
Electric Power Generation Business	405	909	11,108	18,239	10,800
Other Business	3,766	4,305	4,130	3,797	3,700
Gross Profit	18,311	17,835	21,869	25,779	26,400
Operating Profit	9,257	7,563	10,349	12,597	10,700
Ordinary Profit	8,540	6,708	9,496	11,792	9,600
Net Income	5,718	4,308	6,107	7,367	6,300
Total Assets	101,738	129,744	139,874	177,975	—
Net Assets	31,189	33,677	36,792	42,907	—
Equity Ratio (%)	30.6	25.8	26.2	24.0	—



Profitability-related Indicators

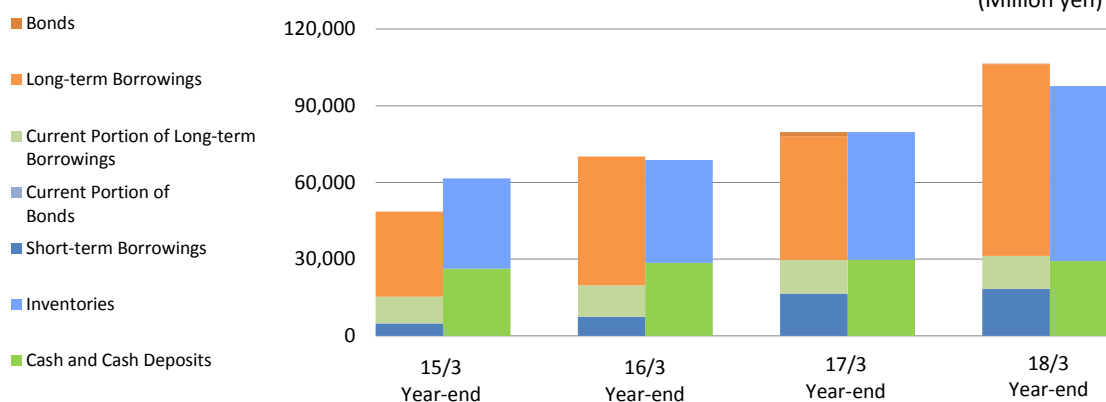
	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Gross Profit Margin (%)	23.8	23.4	21.1	23.3	20.3
Operating Profit Margin (%)	12.0	9.9	10.0	11.4	8.2
Ordinary Profit Margin (%)	11.1	8.8	9.2	10.6	7.4
Net Income Margin (%)	7.4	5.6	5.9	6.6	4.8

BS-related Indicators

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end
Cash and Cash Deposits	26,281	28,515	29,780	29,223
Inventories	35,345	40,208	49,933	68,438
Short-term Borrowings	4,742	7,412	16,490	18,389
Current Portion of Bonds	200	—	60	—
Current Portion of Long-term Borrowings	10,378	12,410	13,098	12,838
Long-term Borrowings	33,235	50,147	48,439	75,015
Bonds	—	200	1,640	200
Total Borrowings and Bonds	48,556	70,171	79,727	106,443

(Million yen)



Borrowing Details

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end
New Built-for-sale Condominiums	24,784	27,424	31,318	38,787
New Detached Houses, Used Condominiums	6,359	9,541	6,150	12,781
Real Estate for Revenue	9,774	16,493	24,903	36,203
Power Generation Facilities	6,380	14,501	14,167	17,297
Other	1,257	2,211	3,189	1,372
Total	48,556	70,171	79,727	106,443

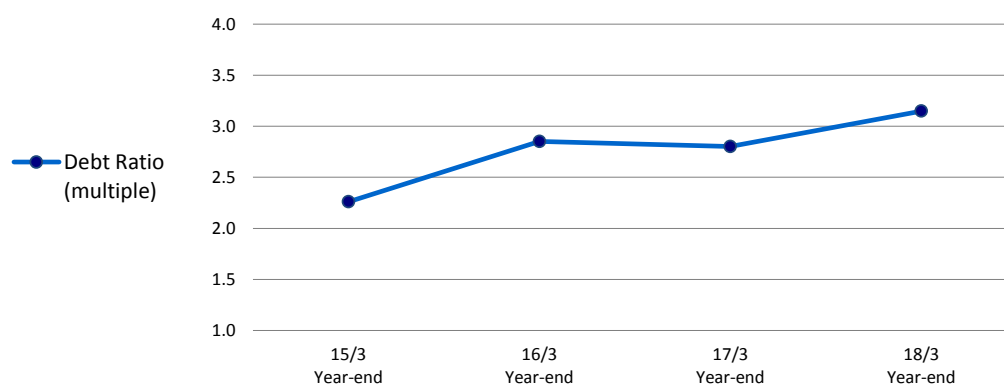
Tangible Fixed Assets Details

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end
Residence	16,021	17,851	17,522	17,074
Office and Retail	5,640	12,949	11,441	20,922
Hotel	0	282	4,769	14,727
Power Generation Facilities	6,322	15,166	9,747	11,067
Other	2,426	2,987	3,665	2,549
Total	30,412	49,237	47,146	66,340

Financial Soundness-related Indicators

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end
Debt Ratio (multiple)	2.3	2.9	2.8	3.1
Current Ratio (%)	194.6	176.7	171.5	182.0
Interest Expense (Million yen)	892	996	1,036	1,067
Inventory Turnover Ratio (times / year)	2.2	2.0	2.5	1.9



Consolidated Statements of Income



(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end
Net Sales	76,956	76,268	103,599	110,851
Cost of Sales	50,528	58,433	81,729	85,072
Gross Profit	18,311	17,835	21,869	25,779
Selling, General and Administrative Expenses	8,017	10,272	11,520	13,182
Operating Profit	9,257	7,563	10,349	12,597
Ordinary Profit	8,540	6,708	9,496	11,792
Income Before Income Taxes and Minority Interests	5,869	6,456	8,547	10,817
Net Income	5,718	4,308	6,107	7,367

Consolidated Balance Sheets

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end
Assets				
Current Assets	67,319	75,753	86,585	103,498
Cash and Cash Deposits	26,281	28,515	29,780	29,223
Inventories	35,345	40,208	49,933	68,438
Real Estate Held for Sale	4,901	4,073	9,658	20,279
Power Generation Facilities for Sale	—	—	7,885	4,090
Real Estate Held for Sale in Progress	30,444	36,134	32,390	44,068
Fixed Assets	34,400	53,945	53,237	74,437
Total Assets	101,738	129,744	139,874	177,975
Liabilities				
Current Liabilities	34,800	42,859	50,482	56,876
Notes and Accounts Payable, Trade	10,023	12,037	12,173	15,786
Short-term Borrowings	4,742	7,412	16,490	18,389
Current Portion of Long-term Debt Due within One Year	10,378	12,410	13,098	12,838
Fixed Liabilities	35,748	53,207	52,599	78,191
Long-term Borrowings	33,235	50,147	48,439	75,015
Total Liabilities	70,549	96,066	103,081	135,067
Net Assets				
Capital Stock	4,819	4,819	4,819	4,819
Other Shareholders' Equity	26,369	28,857	31,972	38,087
Net Assets	31,189	33,677	36,792	42,907
Total Liabilities and Net Assets	101,738	129,744	139,874	177,975

Consolidated Segment Information

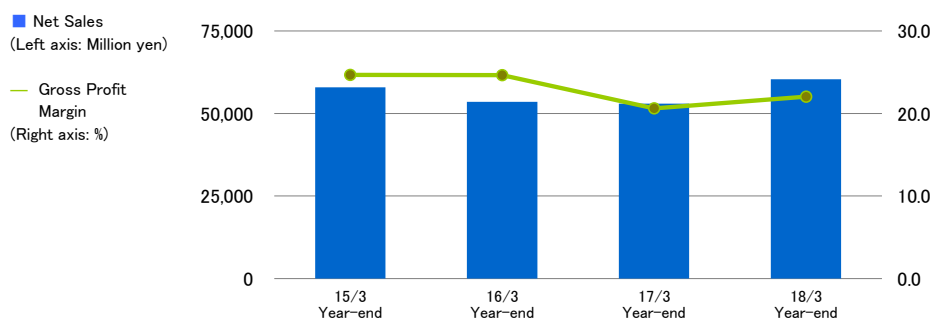
【Total for Each Segment】

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	(Million yen) 19/3 (forecast)
Net Sales	76,956	76,268	103,599	110,851	130,000
Real Estate Sales Business	66,907	63,383	79,638	79,341	105,700
Percentage of Net Sales	86.9%	83.1%	76.9%	71.6%	81.3%
Real Estate Rental Business	2,898	4,307	5,056	5,472	5,500
Percentage of Net Sales	3.8%	5.6%	4.9%	4.9%	4.2%
Real Estate Management Business	2,978	3,362	3,665	4,000	4,300
Percentage of Net Sales	3.9%	4.4%	3.5%	3.6%	3.3%
Electric Power Generation Business	405	909	11,108	18,239	10,800
Percentage of Net Sales	0.5%	1.2%	10.7%	16.5%	8.3%
Other Business	3,766	4,305	4,130	3,797	3,700
Percentage of Net Sales	4.9%	5.6%	4.0%	3.4%	2.8%

【Real Estate Sales Business – Condominiums】

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	(Million yen) 19/3 (forecast)
Net Sales	57,963	53,558	52,988	60,368	60,000
Gross Profit	14,303	13,203	10,925	13,313	13,000
Gross Profit Margin (%)	24.7	24.7	20.6	22.1	21.7
Number of Delivery Units	1,620	1,448	1,503	1,619	1,700
Metropolitan Area Ratio (%)	75.8	46.8	52.8	48.7	55.5

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

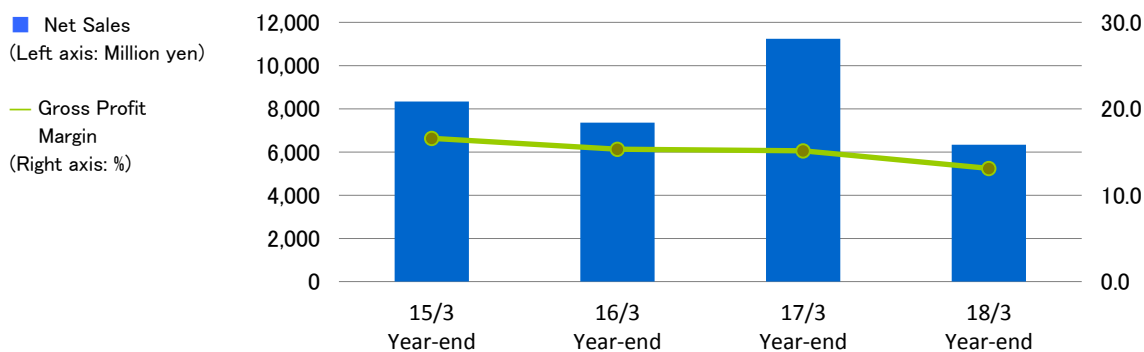


Consolidated Segment Information

【Real Estate Sales Business – Detached Housing】

(Million yen)

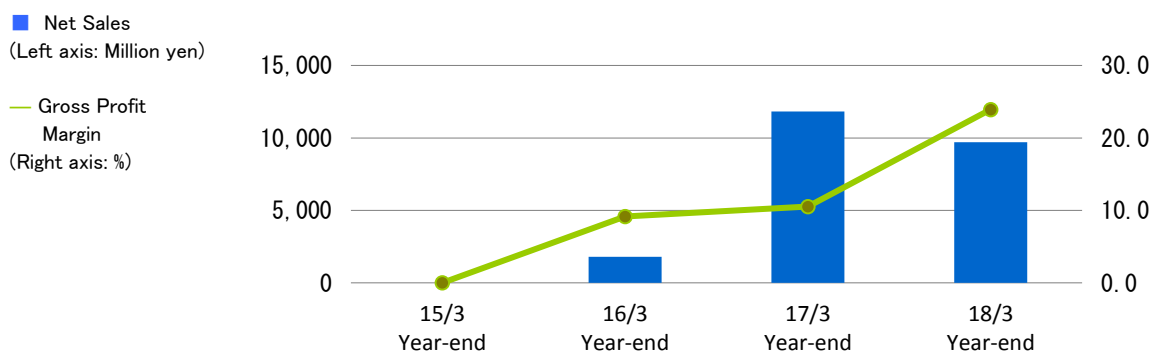
	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	8,336	7,361	11,237	6,335	12,000
Gross Profit	1,382	1,128	1,701	830	1,600
Gross Profit Margin (%)	16.6	15.3	15.1	13.1	13.3
Number of Delivery Units	251	205	275	116	190



【Real Estate Sales Business – Real Estate for Revenue】

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	—	1,795	11,830	9,707	30,000
Gross Profit	—	164	1,245	2,322	5,500
Gross Profit Margin (%)	—	9.2	10.5	23.9	18.3

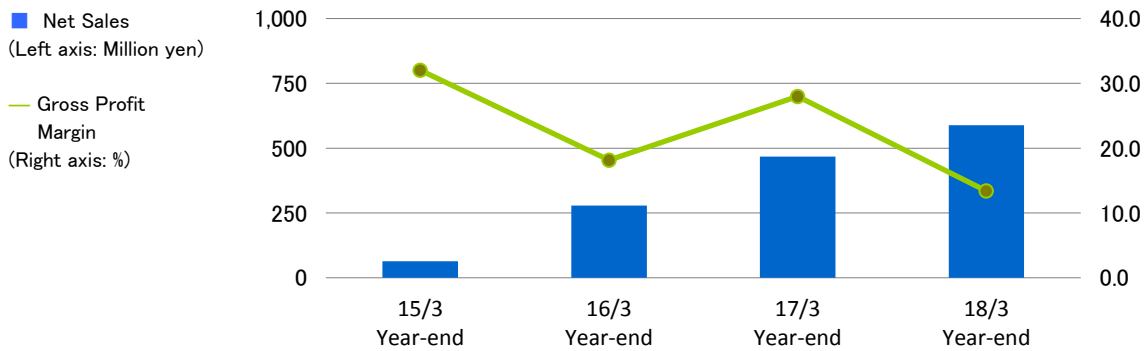


Consolidated Segment Information

【Real Estate Sales Business – Used Condominiums】

(Million yen)

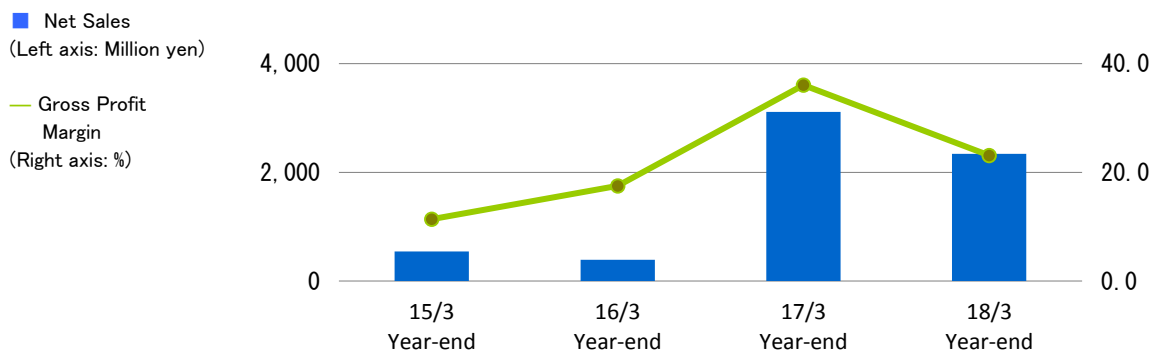
	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	64	278	468	588	1,700
Gross Profit	20	50	131	78	220
Gross Profit Margin (%)	32.0	18.1	28.0	13.4	12.9



【Real Estate Sales Business – Other】

(Million yen)

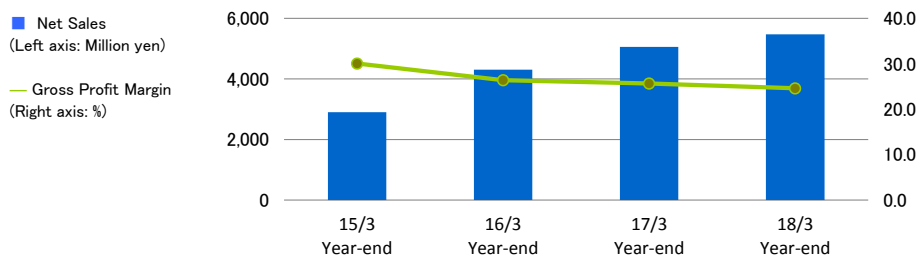
	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	542	389	3,114	2,340	2,000
Gross Profit	61	68	1,122	541	340
Gross Profit Margin (%)	11.4	17.5	36.1	23.1	17.0



【Real Estate Rental Business】

(Million yen)

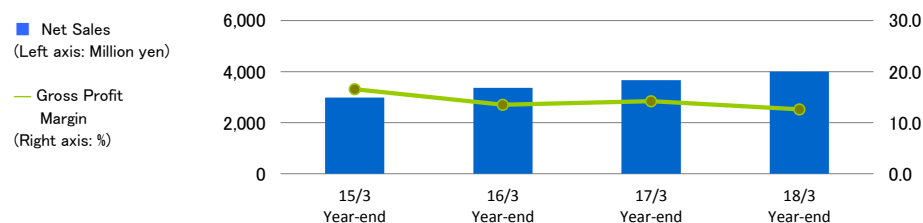
	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	2,898	4,307	5,056	5,472	5,500
Gross Profit	871	1,137	1,296	1,346	1,400
Gross Profit Margin (%)	30.1	26.4	25.6	24.6	25.5



【Real Estate Management Business】

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	2,978	3,362	3,665	4,000	4,300
Gross Profit	492	453	520	504	590
Gross Profit Margin (%)	16.6	13.5	14.2	12.6	13.7
Number of Managed Units	38,700	41,131	44,656	49,650	53,300



Consolidated Segment Information

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

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	405	909	2,703	3,552	3,800
Gross Profit	75	49	158	204	200
Gross Profit Margin (%)	18.7	5.4	5.9	5.7	5.3
MW of Facilities in Operation (Including Lease Amount)	16	51	80	103	147

【Electric Power Generation Business—Facilities sale】

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	—	—	8,405	14,687	7,000
Gross Profit	—	—	3,281	5,068	1,430
Gross Profit Margin (%)	—	—	39	34.5	20.4
Sold MW to Infrastructure Funds	—	—	19	36	20

【Electric Power Generation Business—Upfront expenditure】

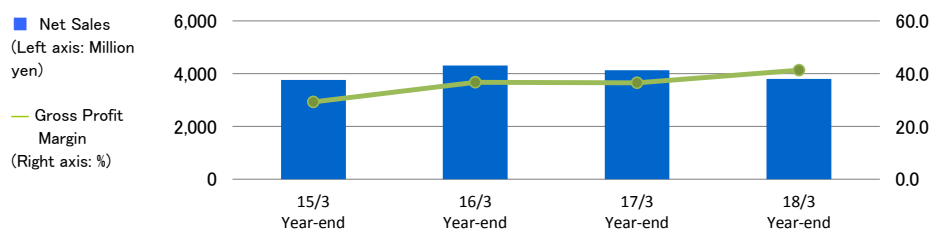
(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	—	—	—	—	—
Gross Profit	—	—	△ 49	—	—
Gross Profit Margin (%)	—	—	—	—	—

【Other Business】

(Million yen)

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Net Sales	3,766	4,305	4,130	3,797	3,700
Gross Profit	1,103	1,580	1,507	1,568	2,120
Gross Profit Margin (%)	29.3	36.7	36.5	41.3	57.3

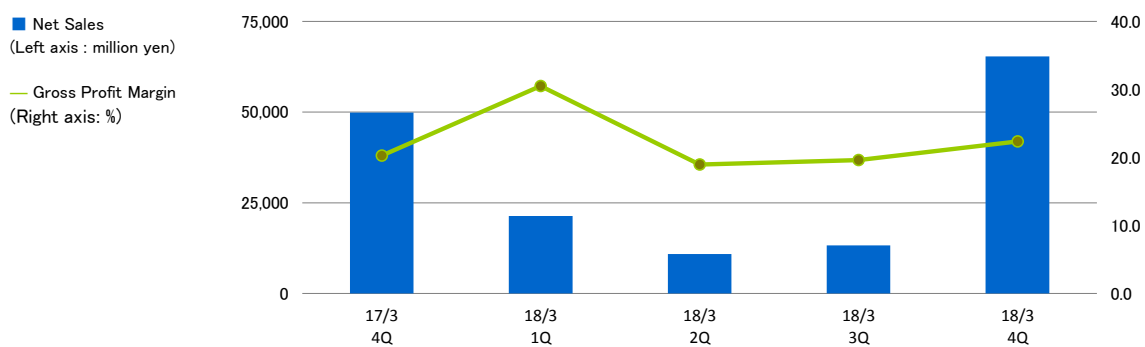


Quarterly Performance

(Million yen)

	17/3 4Q	18/3 1Q	18/3 2Q	18/3 3Q	18/3 4Q
Net Sales	49,893	21,361	10,864	13,281	65,344
Gross Profit	10,118	6,513	2,059	2,604	14,602
Gross Profit Margin(%)	20.3	30.5	19.0	19.6	22.3
Operating Profit	6,796	3,791	△ 936	△ 549	10,291
Ordinary Profit	6,732	3,505	△ 981	△ 858	10,126
Net Income	4,267	2,409	△ 785	△ 693	6,436

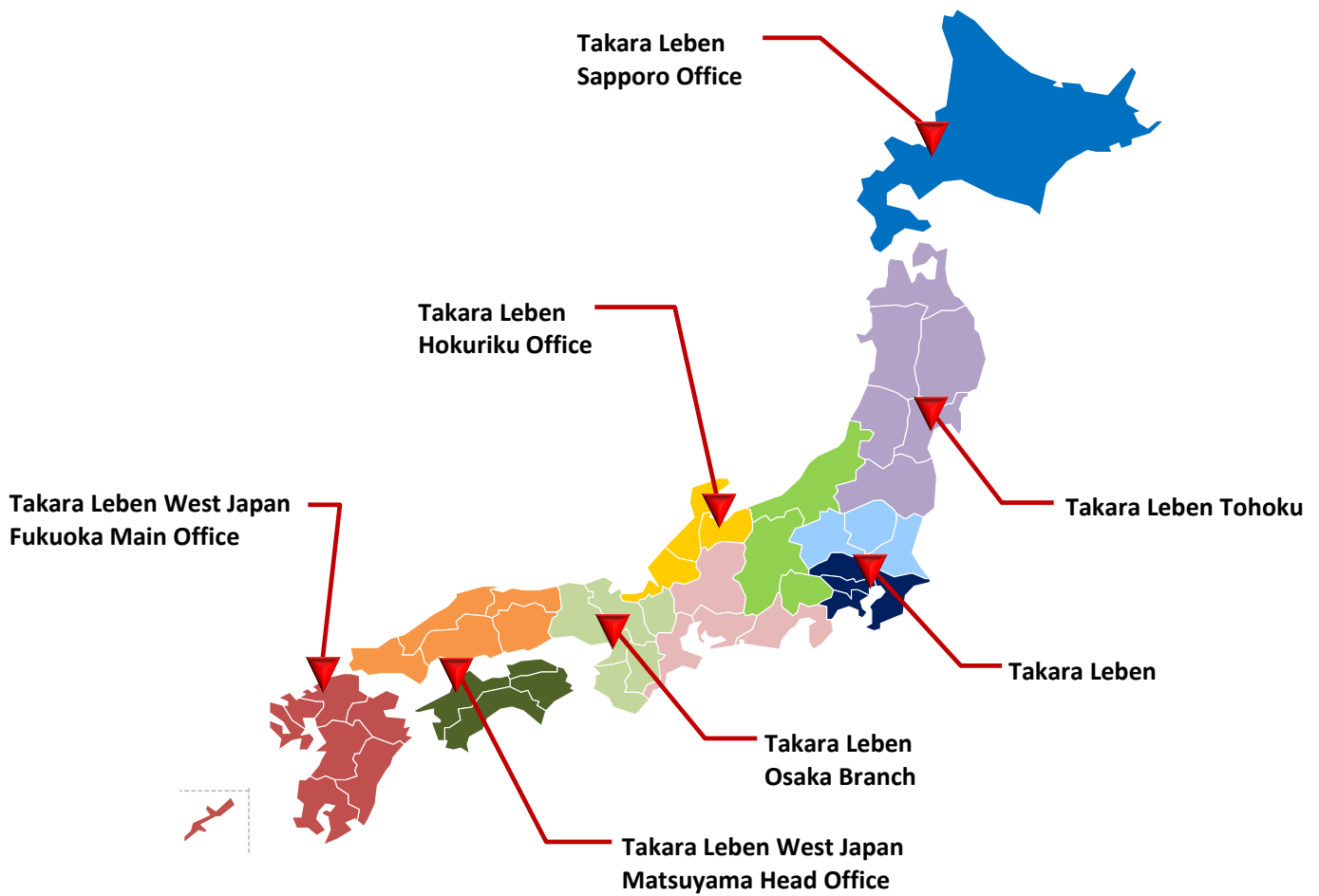
*Described in the accounting period.



Cash Dividends

	15/3 Year-end	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 (forecast)
Cash Dividends (yen)	6.0	13.0	15.0	16.0	16.0
Total Dividends(annual) (Million yen)	671	1,430	1,622	1,731	1,731
Dividends Yield(%)	0.9	2.0	3.0	3.5	—
Dividend Payout Ratio (consolidated)(%)	11.9	33.3	26.7	23.5	27.5
Dividend on Equity Ratio (consolidated)(%)	2.3	4.4	4.6	4.3	—

Land Lots for Condominiums by Area



***as of March 31, 2018** (Units)

Hokuriku	468	Hokkaido	128
Tokai	409	Tohoku	884
Kinki	415	Northern Kanto	898
Chugoku	292	Metropolitan Area	2,133
Shikoku	176	Koshinetsu	259
Kyusyu, Okinawa	118	Total	6,180

【Stock Information】

Total number of authorized shares	248,000,000
Total number of shares issued	124,000,000
Number of shares of treasury stock	15,750,907
Number of shareholders	28,832

【Share Distribution by Owner】

Owner Category	Percentage of shareholders	Percentage of Total Number
Japanese individuals and others	98.44	44.88
Japanese financial institutions	0.12	14.82
Other Japanese corporations	0.55	3.54
Foreign institutions and individuals	0.71	22.23
Treasury stock	0.00	12.70
Financial instruments firms	0.18	1.82
Total	100	100

【Major Shareholders】

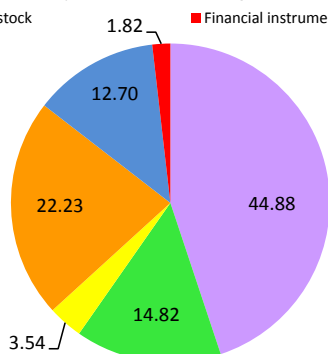
Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	20.67
Takara Leben Co., Ltd.	15,750	12.70
Japan Trustee Services Bank, Ltd. (for trust account)	3,103	2.50
Japan Trustee Services Bank, Ltd. (for trust account 9)	2,545	2.05
The Master Trust Bank of Japan, Ltd. (for trust account)	2,312	1.87
JPMC GOLDMAN SACHS TRUST JASDEC LENDING ACCOUNT	2,000	1.61
Murayama Kikaku Co., Ltd.	2,000	1.61
Japan Trustee Services Bank, Ltd. (for trust account 5)	1,765	1.42
THE BANK OF NEW YORK 133612	1,750	1.41
JP MORGAN CHASE BANK 385166	1,673	1.35

【Shareholder Distribution by Region】

Region	Percentage of shareholders	Region	Percentage of shareholders
Hokkaido	2.07	Chugoku	4.45
Tohoku	3.31	Shikoku	2.36
Kanto	47.50	Kyushu, Okinawa	4.47
Chubu	16.16	Overseas regions	0.57
Kinki	19.12	Total	100

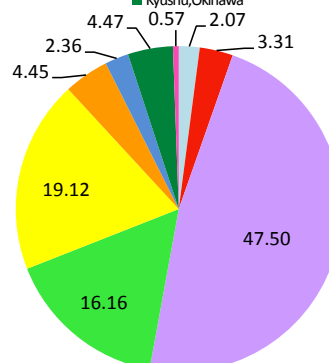
【Percentage of Total Number of Shares】

- 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, 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 March 31, 2018. 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.