

Takara Leben Co., Ltd.

F A C T B O O K

Three Months Ended June 30, 2018

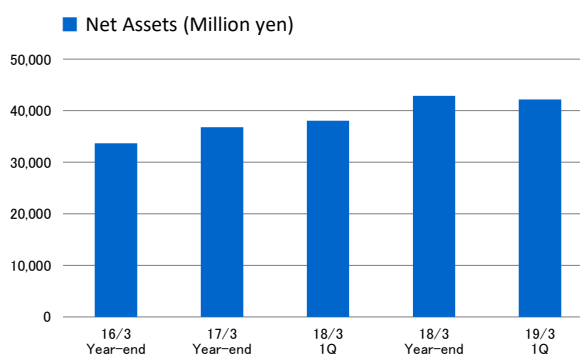
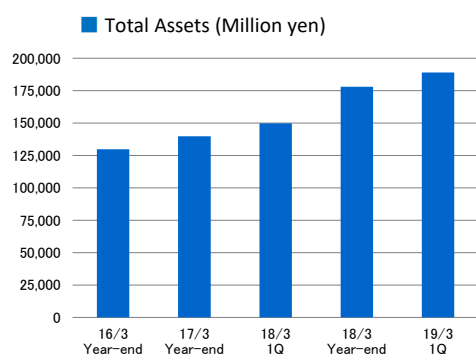


**Takara
Leben**

Consolidated Financial Highlights



	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	76,268	103,599	21,361	110,851	21,951	130,000
Real Estate Sales Business	63,383	79,638	4,700	79,341	12,053	105,700
Real Estate Rental Business	4,307	5,056	1,344	5,472	1,417	5,500
Real Estate Management Business	3,362	3,665	980	4,000	1,072	4,300
Electric Power Generation Business	909	11,108	13,636	18,239	6,259	10,800
Other Business	4,305	4,130	698	3,797	1,148	3,700
Gross Profit	17,835	21,869	6,513	25,779	4,339	26,400
Operating Profit	7,563	10,349	3,791	12,597	793	10,700
Ordinary Profit	6,708	9,496	3,505	11,792	536	9,600
Net Income	4,308	6,107	2,409	7,367	376	6,300
Total Assets	129,744	139,874	149,853	177,975	188,969	—
Net Assets	33,677	36,792	38,051	42,907	42,158	—
Equity Ratio (%)	25.8	26.2	25.3	24.0	22.2	—



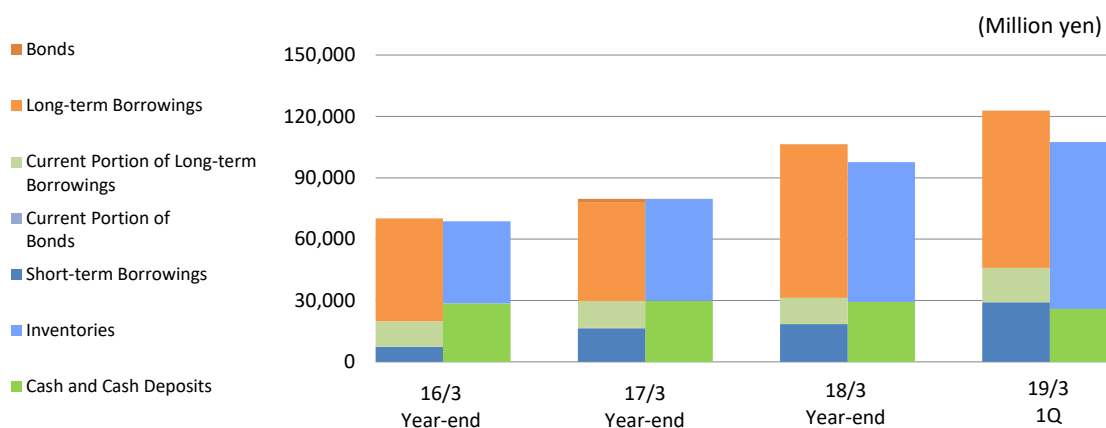
Profitability-related Indicators

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	19/3 (forecast)
Gross Profit Margin (%)	23.4	21.1	30.5	23.3	19.8	20.3
Operating Profit Margin (%)	9.9	10.0	17.8	11.4	3.6	8.2
Ordinary Profit Margin (%)	8.8	9.2	16.4	10.6	2.4	7.4
Net Income Margin (%)	5.6	5.9	11.3	6.6	1.7	4.8

BS-related Indicators

(Million yen)

	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 1Q
Cash and Cash Deposits	28,515	29,780	29,223	25,787
Inventories	40,208	49,933	68,438	81,731
Short-term Borrowings	7,412	16,490	18,389	29,088
Current Portion of Bonds	—	60	—	—
Current Portion of Long-term Borrowings	12,410	13,098	12,838	16,857
Long-term Borrowings	50,147	48,439	75,015	76,736
Bonds	200	1,640	200	200
Total Borrowings and Bonds	70,171	79,727	106,443	122,882



Borrowing Details

(Million yen)

	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 1Q
New Built-for-sale Condominiums	27,424	31,318	38,787	48,501
New Detached Houses, Used Condominiums	9,541	6,150	12,781	12,527
Real Estate for Revenue	16,493	24,903	36,203	42,141
Power Generation Facilities	14,501	14,167	17,297	15,732
Other	2,211	3,189	1,372	3,980
Total	70,171	79,727	106,443	122,882

Tangible Fixed Assets Details

(Million yen)

	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 1Q
Residence	17,851	17,522	17,074	20,546
Office and Retail	12,949	11,441	20,922	14,310
Hotel	282	4,769	14,727	14,681
Power Generation Facilities	15,166	9,747	11,067	15,079
Other	2,987	3,665	2,549	2,046
Total	49,237	47,146	66,340	66,664

Financial Soundness-related Indicators

	16/3 Year-end	17/3 Year-end	18/3 Year-end	19/3 1Q
Debt Ratio (multiple)	2.9	2.8	3.1	3.5
D/E Ratio (multiple)	2.1	2.2	2.5	2.9
Current Ratio (%)	176.7	171.5	182.0	169.9
Interest Expense (Million yen)	996	1,036	1,067	263
Inventory Turnover Ratio (times / year)	2.0	2.3	1.9	1.2

Consolidated Statements of Income

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	(Million yen) 19/3 1Q
Net Sales	76,268	103,599	21,361	110,851	21,951
Cost of Sales	58,433	81,729	14,847	85,072	17,611
Gross Profit	17,835	21,869	6,513	25,779	4,339
Selling, General and Administrative Expenses	10,272	11,520	2,722	13,182	3,546
Operating Profit	7,563	10,349	3,791	12,597	793
Ordinary Profit	6,708	9,496	3,505	11,792	536
Income Before Income Taxes and Minority Interests	6,456	8,547	3,407	10,817	728
Net Income	4,308	6,107	2,409	7,367	376

Consolidated Balance Sheets

	16/3 Year-end	17/3 Year-end	18/3 Year-end	(Million yen) 19/3 1Q
Assets				
Current Assets	75,753	86,585	103,498	113,323
Cash and Cash Deposits	28,515	29,780	29,223	25,787
Inventories	40,208	49,933	68,438	81,731
Real Estate Held for Sale	4,073	9,658	20,279	28,148
Power Generation Facilities for Sale	—	7,885	4,090	—
Real Estate Held for Sale in Progress	36,134	32,390	44,068	53,583
Fixed Assets	53,945	53,237	74,437	75,530
Total Assets	129,744	139,874	177,975	188,969
Liabilities				
Current Liabilities	42,859	50,482	56,876	66,685
Notes and Accounts Payable, Trade	12,037	12,173	15,786	12,145
Short-term Borrowings	7,412	16,490	18,389	29,088
Current Portion of Long-term Debt Due within One Year	12,410	13,098	12,838	16,857
Fixed Liabilities	53,207	52,599	78,191	80,125
Long-term Borrowings	50,147	48,439	75,015	76,736
Total Liabilities	96,066	103,081	135,067	146,810
Net Assets				
Capital Stock	4,819	4,819	4,819	4,819
Other Shareholders' Equity	28,857	31,972	38,087	37,338
Net Assets	33,677	36,792	42,907	42,158
Total Liabilities and Net Assets	129,744	139,874	177,975	188,969

Consolidated Segment Information

【Total for Each Segment】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	76,268	103,599	21,361	110,851	21,951	130,000
Real Estate Sales Business	63,383	79,638	4,700	79,341	12,053	105,700
Percentage of Net Sales	83.1%	76.9%	22.0%	71.6%	54.9%	81.3%
Real Estate Rental Business	4,307	5,056	1,344	5,472	1,417	5,500
Percentage of Net Sales	5.6%	4.9%	6.3%	4.9%	6.5%	4.2%
Real Estate Management Business	3,362	3,665	980	4,000	1,072	4,300
Percentage of Net Sales	4.4%	3.5%	4.6%	3.6%	4.9%	3.3%
Electric Power Generation Business	909	11,108	13,636	18,239	6,259	10,800
Percentage of Net Sales	1.2%	10.7%	63.8%	16.5%	28.5%	8.3%
Other Business	4,305	4,130	698	3,797	1,148	3,700
Percentage of Net Sales	5.6%	4.0%	3.3%	3.4%	5.2%	2.8%

【Real Estate Sales Business – Condominiums】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	53,558	52,988	2,947	60,368	6,120	60,000
Gross Profit	13,203	10,925	529	13,313	1,521	13,000
Gross Profit Margin (%)	24.7	20.6	18.0	22.1	24.9	21.7
Number of Delivery Units	1,448	1,503	80	1,619	144	1,700
Metropolitan Area Ratio(%)	46.8	52.8	68.8	48.7	68.8	55.5

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

【Real Estate Sales Business – Detached Housing】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	7,361	11,237	1,057	6,335	962	12,000
Gross Profit	1,128	1,701	148	830	0	1,600
Gross Profit Margin (%)	15.3	15.1	14.0	13.1	0.1	13.3
Impact of Lower of Cost or Market Value Method	△ 138	—	—	4	43	—
Gross Profit (Except the impact of lower of cost or market value method)	989	1,701	148	834	44	1,600
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	13.4	15.1	14.0	13.2	4.6	13.3
Number of Delivery Units	205	275	27	116	13	190

Consolidated Segment Information

【Real Estate Sales Business – Real Estate for Revenue】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	1,795	11,830	548	9,707	3,706	30,000
Gross Profit	164	1,245	74	2,322	707	5,500
Gross Profit Margin (%)	9.2	10.5	13.6	23.9	19.1	18.3

【Real Estate Sales Business – Used Condominiums】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	278	468	148	588	1,079	1,700
Gross Profit	50	131	29	78	157	220
Gross Profit Margin (%)	18.1	28.0	20.1	13.4	14.6	12.9

【Real Estate Sales Business – Other】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	389	3,114	—	2,340	185	2,000
Gross Profit	68	1,122	—	541	26	340
Gross Profit Margin (%)	17.5	36.1	—	23.1	14.3	17.0

【Real Estate Rental Business】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	4,307	5,056	1,344	5,472	1,417	5,500
Gross Profit	1,137	1,296	311	1,346	321	1,400
Gross Profit Margin (%)	26.4	25.6	23.2	24.6	22.7	25.5

【Real Estate Management Business】

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	(Million yen) 19/3 (forecast)
Net Sales	3,362	3,665	980	4,000	1,072	4,300
Gross Profit	453	520	142	504	142	590
Gross Profit Margin (%)	13.5	14.2	14.5	12.6	13.3	13.7
Number of Managed Units	41,131	44,656	45,149	49,650	50,226	53,300

Consolidated Segment Information

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

(Million yen)

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	19/3 (forecast)
Net Sales	909	2,703	1,027	3,552	1,329	3,800
Gross Profit	49	158	214	204	168	200
Gross Profit Margin(%)	5.4	5.9	20.9	5.7	12.7	5.3
MW of Facilities in Operation (Including Lease Amount)	51	80	80	103	105	147

【Electric Power Generation Business—Facilities sale】

(Million yen)

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	19/3 (forecast)
Net Sales	—	8,405	12,607	14,687	4,930	7,000
Gross Profit	—	3,281	4,670	5,068	872	1,430
Gross Profit Margin(%)	—	39.0	37	35	17.7	20.4
Sold MW to Infrastructure Funds	—	19.1	31	36	14	20

【Electric Power Generation Business—Upfront expenditure】

(Million yen)

	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	19/3 (forecast)
Net Sales	—	—	—	—	—	—
Gross Profit	—	△ 49	—	—	—	—
Gross Profit Margin(%)	—	—	—	—	—	—

【Other Business】

(Million yen)

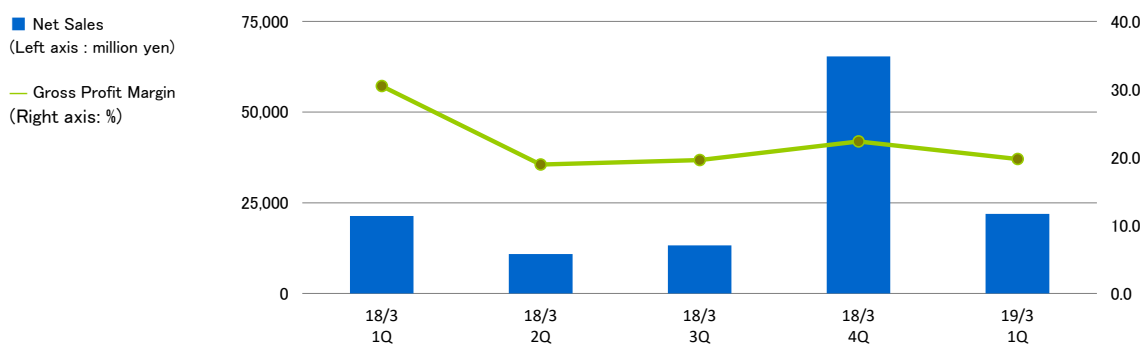
	16/3 Year-end	17/3 Year-end	18/3 1Q	18/3 Year-end	19/3 1Q	19/3 (forecast)
Net Sales	4,305	4,130	698	3,797	1,148	3,700
Gross Profit	1,580	1,507	389	1,568	421	2,120
Gross Profit Margin(%)	36.7	36.5	55.8	41.3	36.7	57.3

Quarterly Performance

(Million yen)

	18/3 1Q	18/3 2Q	18/3 3Q	18/3 4Q	19/3 1Q
Net Sales	21,361	10,864	13,281	65,344	21,951
Gross Profit	6,513	2,059	2,604	14,602	4,339
Gross Profit Margin(%)	30.5	19.0	19.6	22.3	19.8
Operating Profit	3,791	△ 936	△ 549	10,291	793
Ordinary Profit	3,505	△ 981	△ 858	10,126	536
Net Income	2,409	△ 785	△ 693	6,436	376

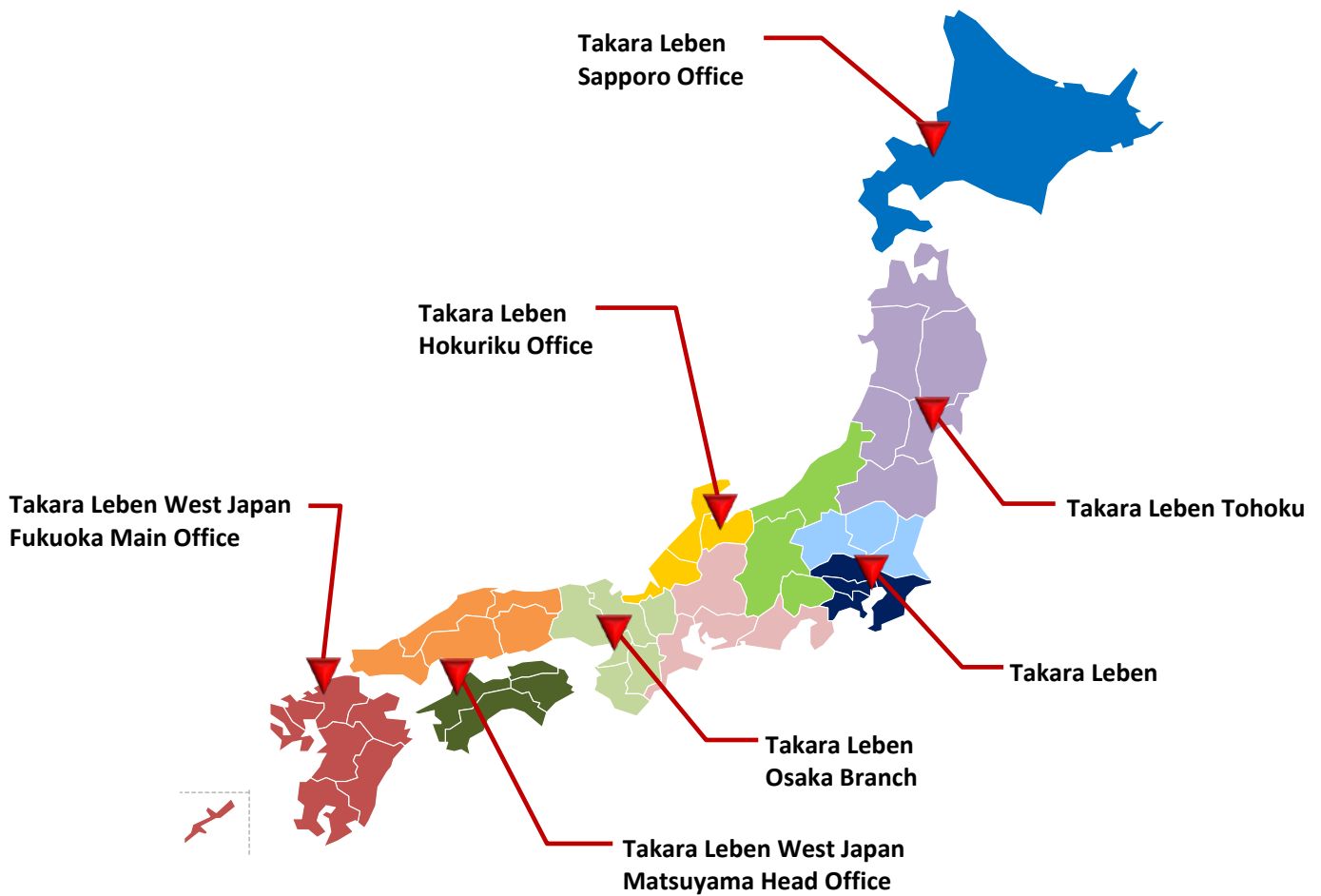
*Described in the accounting period.



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 June 30, 2018 (Units)

Hokuriku	459	Hokkaido	128
Tokai	448	Tohoku	865
Kinki	415	Northern Kanto	893
Chugoku	292	Metropolitan Area	2,129
Shikoku	176	Koshinetsu	255
Kyusyu, Okinawa	162	Total	6,222

【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】

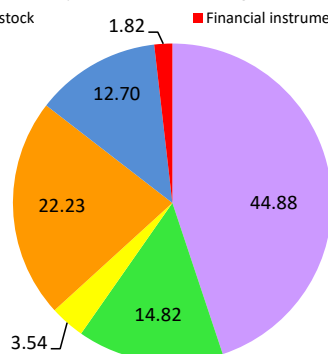
Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	20.67
Takara Leben Co., Ltd.	15,750	12.70
Japan Trustee Services Bank, Ltd. (for trust account)	3,103	2.50
Japan Trustee Services Bank, Ltd. (for trust account 9)	2,545	2.05
The Master Trust Bank of Japan, 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

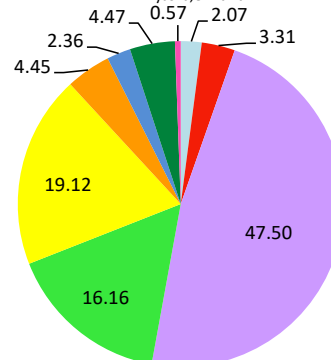
【Percentage of Total Number of Shares】

- 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, 2019 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, 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.