# Financial Results for First Quarter of Fiscal Year Ending March 31, 2014 <br> (Based on Japanese GAAP) 

## (Translation of Japanese Flash Report, Released on August 7, 2013)

Company name: Sun Frontier Fudousan Co., Ltd.
Stock listing: Tokyo Stock Exchange 1st Section
Code number: 8934
URL: http://www.sunfrt.co.jp
Address: 14F, Toho Hibiya Building, 2-2, Yurakucho 1-chome, Chiyoda-ku, Tokyo 100-0006
Representative: Tomoaki Horiguchi, President
Inquiry: Seiichi Saito, Executive Vice-president
(Phone: +81-3-5521-1301)
*Amounts under one million yen have been rounded down.

## 1. Consolidated Performance in First Quarter of Fiscal Year Ending March 31, 2014

(1) Operating results
*Percentage figures shown under sales, operating income, ordinary income, and net income columns indicate year-on-year changes for those items.

|  | (Millions of yen, except for per share |  |  |
| :--- | :---: | :---: | :---: |
|  | Net Sales | Operating Income | Ordinary Income |
| 1st Quarter of FY ending March 31, 2014 | $¥ 2,270(7.5 \%)$ | $¥ 278(-35.7 \%)$ | $¥ 255(-38.7 \%)$ |
| 1st Quarter of FY ended March 31, 2013 | $¥ 2,111(-0.4 \%)$ | $¥ 433(119.3 \%)$ | $¥ 417(140.1 \%)$ |


|  | Net Income | Net Income per Share <br> (Yen) | Fully Diluted <br> Net Income per <br> Share(Yen) |
| :--- | :---: | :---: | :---: |
| 1st Quarter of FY ending March 31, 2014 | $¥ 252(-38.1 \%)$ | $¥ 591.64$ | - |
| 1st Quarter of FY ended March 31, 2013 | $¥ 408(213.5 \%)$ | $¥ 1,100.68$ | $¥ 1,100.57$ |

(2) Financial Position (at end of the term)

|  |  | (Millions of yen, except for per share |  |
| :---: | :---: | :---: | :---: |
|  | Total Assets | Net Assets | Equity Ratio <br> $(\%)$ |
| $1^{\text {st }}$ Quarter of FY ending March 31, 2014 | $¥ 21,490$ | $¥ 14,451$ | $67.2 \%$ |
| FY ended March 31, 2013 | $¥ 21,265$ | $¥ 14,561$ | $68.5 \%$ |

Reference) Equity at term-end: 1st Quarter of FY ending March 31, 2014 (as of December 31, 2013): ¥14,451 million
FY ended March 31, 2013 (as of March 31, 2013): $¥ 14,561$ million

| - | Cash Dividends per Share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter period | 2nd quarter period | 3rd quarter period | Year end | Annual total |
| FY ended March 31, 2013 | - | $¥ 0.00$ | - | $¥ 850.00$ | $¥ 850.00$ |
| FY ending March 31, 2014 | - |  |  |  |  |
| FY ending March 31, 2014 (Projections) |  | $¥ 0.00$ | - | $¥ 850.00$ | $¥ 850.00$ |

Note: Changes from the latest released dividend forecasts:No

## 3. Projections for Consolidated Performance in the Fiscal Year Ending March 31, 2014

(From April 1, 2013 to March 31, 2014) *Percentage figures are indicated year-on year changes for those items.

| (Millions of yen, except for per share figures) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales | Operating Income <br> (Loss) | Ordinary Income <br> (Loss) | Net Income <br> (Loss) | Net Income (Loss) per <br> Share (Yen) |  |  |  |  |
| FY ending March 31, <br> 2014 | $¥ 16,000(51.2 \%)$ | $¥ 2,950(36.8 \%)$ | $¥ 2,800(37.3 \%)$ | $¥ 2,600(4.7 \%)$ | $¥ 6,081.08$ |  |  |  |  |

Note: Changes from the latest released performance:No

## Reference: Overview of Non-consolidated Performance

(1) Significant changes in scope of consolidation during the period (change of specified subsidiaries that lead to a change in the scope of consolidation): None

New Companies: -- Company (Company Name)
Excluded Companies: -- Company (Company Name)
(2) Application of accounting methods which are exceptional for quarterly consolidated financial statement: None
(3) Changes in accounting policies, accounting estimates and restatement of corrections

1) Changes caused by revision of accounting standards: None
2) Changes other than those included in 1): None
3) Changes in accounting estimates: None
4) Restatement of corrections: None
(4) Number of shares issued and outstanding (common shares)
5) Number of shares issued and outstanding at the end of the period (including treasury stock):

June 2013: 427,555 shares March 2013: 427,555 shares
2) Number of treasury stock at the end of period:

June 2013: - shares March 2013: - shares
3) Weighted average number of shares for the second quarter period (July 1 - September 30):

June 2013: 427,555 shares June 2012: 371,495 shares
※Disclosure concerning status of implementation of quarterly review procedure
This quarterly financial results report is exempt from the quarterly review procedure based on the Financial Instruments and Exchange Law. At the time of disclosure of this quarterly financial results report, such review procedure for quarterly reports based on the Financial Instruments and Exchange Law had been under development.

## ※Appropriate use of projections for performance, other notes

The projections for performance in this report contain forward-looking statements based on information available to the Company at the date of publication, and on certain set assumptions that have been deemed reasonable. Actual earnings may vary greatly in accordance with a wide range of factors. Refer to Item 3, "Qualitative information on consolidated earnings forecasts" on page 4.

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## 1. Qualitative Information Concerning Consolidated Business Performance for the Quarter Under Review (1) Qualitative information on consolidated operating results

In the first quarter of this consolidated fiscal year, the Japanese economy showed improvements in production and personal consumption, due to the economic measures and drastic monetary easing of the Japanese government and the Bank of Japan, etc. and the expectations toward economic recovery are being intensified.

In the real estate industry, the supply of large office buildings that peaked in 2012 has settled down, putting a brake on vacancy rates and decreases in rent for the office building market in Tokyo. In the real estate investment market, there has been clear signs of recovery for the market with an increase in real estate investment needs for the wealthy and active trading, on the background of hopes that easing of monetary policy will lead to an influx of capital into real estate.

In this circumstance, the Group continued to improve approaches to building owners in central Tokyo. By responding to a wide variety of issues building owners face with property, from rental negotiations to sales, construction and revitalization, the Company worked on creating a range of business opportunities. In the replanning business, we have actively promoted the procurement of real estate, in order to meet the needs in the vibrant real estate investment market.

As a result, our operating results for the first quarter of fiscal year ending March 2014 were as follows:
Sales of $¥ 2,270$ million (up by $7.5 \%$ from the same period of the previous fiscal year), operating income of $¥ 278$ million (down by $35.7 \%$ ), and ordinary income of $¥ 255$ million (down by $38.7 \%$ ). Net income was $¥ 252$ million (down by $38.1 \%$ ).

The performance of each segment is as follows. The business segment titled "Construction Planning Business" in the category of "Others" was renamed "Construction Solution Business" in the first quarter of this consolidated fiscal year in response to the change of the name for internal administration. We changed the name only, and segment categories, etc. were not changed.

## Real Estate Revitalization

As for the replanning business, we sold 3 buildings, by attracting tenants and revising commercialization processes, including renovation. Part of real estate sale was postponed till the second quarter or the following period, in order to concentrate on procurement activities, grasp the trend of the recovering market, and conduct more effective sales activities. As a result, sales were nearly equal to the sales for the same period of the previous year, while income decreased slightly. Although income declined as from the same period of the previous fiscal year, the segment profit margin for the first quarter of this consolidated fiscal year was as high as $20.7 \%$, indicating that this business is healthy and future sales plans are promising.

As for the rental building business, we sold one building for rent in September of the previous consolidated fiscal year, but the income from rents of replanning real estate increased. Consequently, sales and income increased from the same period of the previous fiscal year.

As a result of the above activities, sales were $¥ 1,501$ million (up by $11.6 \%$ from the same period of the previous fiscal year) and segment income was $¥ 380$ million (down by $10.7 \%$ ).

## Real Estate Brokerage

In our sales brokerage business, we strengthened our efforts to take on property introductions from internal departments and financial institutions, etc. In view of the recovery of the real estate investment market, etc., we have been working to increase the number and amount of transactions. However, sales and income decreased from the same period of the previous fiscal year.

In the rental brokerage business, we continued to focus our efforts on building owners. Although both sales and income decreased from the same period of the previous fiscal year, we put our efforts into resolving the various concerns held by owners regarding building management by cooperating with internal departments. In addition, we contribute to the expansion of the entire group's businesses, by introducing our own properties and the replanning properties that is undergoing commercialization for tenants.

As a result of the above activities, sales were $¥ 288$ million (down by $9.2 \%$ from the same period of the previous fiscal year) and segment income was $¥ 239$ million (down by $12.8 \%$ ).

## Property Management

In the property management business, we aimed to create business opportunities from taking on the sales, construction, and revitalization needs arising from administrative tasks, and put our efforts in increasing the number of rental properties. Also, adding to the increase in rental operations, we put our efforts into increasing the occupancy rate of rental properties as well as preventing vacancies by aiming to increase customer satisfaction through smooth tenant communications. As a result, both sales and income increased from the same period of the previous fiscal year.

As for the building maintenance business, we reconstructed the business foundation and improved the earning structure in cooperation with the property management business section, but sales and income declined from the same period of the previous fiscal year.

As a result of the above activities, sales were $¥ 272$ million (down by $5.0 \%$ from the same period of the previous fiscal year) and segment income was $¥ 112$ million (up by $2.5 \%$ ).

## Other Businesses

As for the construction solution business, we increased the number of transactions steadily in collaboration with related divisions such as intermediate businesses, and sales increased significantly. As for income, we did not receive orders for large-scale construction management like the first quarter of the previous consolidated fiscal year, and so income was approximately equal to that for the same period of the previous fiscal year.

In the delinquent rent guarantee business, adding to the existing service menu, we focused on digging up potential needs of customers through proposing new product plans. As a result, both sales and income increased from the same period of the previous fiscal year.

As a result of the above activities, sales were $¥ 208$ million (up by $27.9 \%$ from the same period of the previous fiscal year), and segment income was $¥ 77$ million (down by $5.3 \%$ ).

## (2) Qualitative information on consolidated financial position

At the end of the first quarter of this consolidated fiscal year, total assets were 21,490 million yen ( $1.1 \%$ increase compared with the end of the previous consolidated fiscal year), and liabilities were 7,039 million yen ( $5.0 \%$ increase). The main reason for the increase in total assets was that there was a 900 million yen increase in inventory assets, despite a 205 million yen decrease in cash and deposits, a 66 million yen decrease in accounts receivable-trade, a 226 million yen decrease in advance payments, which is included in the "others" section of current assets, and a 85 million yen decrease in investment securities, which is included in the "others" section of investments and other assets, etc. The main reason for the increase in liabilities was a long-term loans payable increased by 397 million yen and short-term loans payable increased by 70 million yen, although accounts payable-trade decreased by 108 million yen.

Net assets were 14,451 million yen ( $0.8 \%$ decrease). The main reason for the decrease in net assets was 363 million yen in payments of year-end dividends, although a quarterly net income of 252 million yen was posted.

## (3) Qualitative information on consolidated earnings forecasts

As for the results for the term ending March 2014, the forecasted values announced on May 10, 2013 have not been revised.
2. Summary Information (Notes)
(1) Significant changes in scope of consolidation during the period Not applicable.
(2) Application of accounting methods which are exceptional for quarterly consolidated financial statements Not applicable.
(3) Changes to accounting policies/ changes to accounting estimates/restatements Not applicable.

## 3. Consolidated Financial Statements

*Amounts under one thousand yen have been rounded down.
(1) Quarterly Consolidated Balance Sheets

|  | (Thousands of yen) |  |
| :--- | :---: | :---: |
|  | FY ended March 31, 2013 | End of 1Q of FY ending |
| (as of March 31, 2013) | March 31, 2014 |  |
| (as of June 30, 2013) |  |  |

## ASSETS

| Current assets |  |  |
| :---: | :---: | :---: |
| Cash and deposits | 11,008,528 | 10,802,685 |
| Accounts receivable-trade | 324,426 | 258,247 |
| Real estate for sale | 589,712 | 2,214,065 |
| Real estate for sale in process | 5,834,510 | 5,110,429 |
| Supplies | 916 | 967 |
| Deferred tax assets | 481,722 | 474,902 |
| Other | 640,490 | 333,844 |
| Allowance for doubtful accounts | $\triangle 6,347$ | $\triangle 3,817$ |
| Total current assets | 18,873,960 | 19,191,326 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings, net | 447,273 | 441,749 |
| Land | 1,167,307 | 1,167,307 |
| Other, net | 13,038 | 13,093 |
| Total property, plant and equipment | 1,627,618 | 1,622,150 |
| Intangible assets |  |  |
| Goodwill | 396,068 | 383,660 |
| Other | 2,993 | 2,911 |
| Total intangible assets | 399,062 | 386,571 |
| Investments and other assets |  |  |
| Deferred tax assets |  | 406 |
| Other | 371,415 | 296,716 |
| Allowance for doubtful accounts | $\triangle 6,417$ | $\triangle 6,457$ |
| Total investments and other assets | 364,997 | 290,665 |
| Total noncurrent assets | 2,391,678 | 2,299,387 |
| Total assets | 21,265,638 | 21,490,713 |


| (Thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | FY ended March 31, 2013 (as of March 31, 2013) | End of 1 Q of FY ending <br> March 31, 2014 <br> (as of June 31, 2013) |
| LIABILITIES |  |  |
| Current liabilities |  |  |
| Accounts payable-trade | 380,782 | 272,400 |
| Short-term loans payable | 130,000 | 200,000 |
| Current portion of long-term loans payable | 274,320 | 281,320 |
| Income taxes payable | 114,639 | 32,969 |
| Provision for bonuses | 90,555 | 46,427 |
| Provision for directors' bonuses | 15,000 | 3,750 |
| Construction warranty reserve | 26,955 | 36,800 |
| Provision for loss on guarantees for rent | 2,700 | 2,800 |
| Provison for office transfer expenses | 3,140 | 4,158 |
| Other | 808,943 | 905,254 |
| Total current liabilities | 1,847,036 | 1,785,879 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 4,246,860 | 4,644,780 |
| Deferred tax liabilities | 30,646 |  |
| Other | 579,691 | 608,393 |
| Total noncurrent liabilities | 4,857,197 | 5,253,173 |
| Total liabilities | 6,704,234 | 7,039,052 |
|  |  |  |
| NET ASSETS |  |  |
| Shareholders' equity |  |  |
| Capital stock | 8,387,211 | 8,387,211 |
| Capital surplus | 2,871,767 | 2,871,767 |
| Retained earnings | 3,301,465 | 3,191,006 |
| Total shareholders' equity | 14,560,445 | 14,449,985 |
| Accumulated other comprehensive in come |  |  |
| Valuation difference on available-for-sale securities | 2,606 | 2,019 |
| Foreign currency translation adjustment | $\triangle 1,647$ | $\triangle 344$ |
| Total accumulated other comprehensive income | 959 | 1,675 |
| Total net assets | 14,561,404 | 14,451,661 |
| Total liabilities and net assets | 21,265,638 | 21,490,713 |

(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of comprehensive income Quarterly Consolidated Statements of Income

| (Thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | 1Q of FY ended <br> March 31, 2013 <br> (April 1-June 30, 2013) | 1Q of FY ending <br> March 31, 2014 <br> (April 1-June 30, 2013) |
| Net sales | 2,111,909 | 2,270,265 |
| Cost of sales | 1,159,070 | 1,399,396 |
| Gross profit | 952,838 | 870,869 |
| Selling, general and administrative expenses | 519,560 | 592,443 |
| Operating income | 433,278 | 278,425 |
| Non-operating income |  |  |
| Interest income | 399 | 548 |
| Dividends income | 243 | 243 |
| Interest on refund |  | 1,818 |
| Subsidy income | 845 |  |
| Other | 233 | 92 |
| Total non-operating income | 1,721 | 2,703 |
| Non-operating expenses |  |  |
| Interest expenses | 15,412 | 23,554 |
| Other | 2,498 | 2,052 |
| Total non-operating expenses | 17,911 | 25,606 |
| Ordinary income | 417,088 | 255,521 |
| Extraordinary loss |  |  |
| Loss on sales of noncurrent assets | 73 |  |
| Loss on valuation of membership | 26 |  |
| Provision for loss office transfer expenses |  | 2,006 |
| Total extraordinary losses | 99 | 2,006 |
| Income before income taxes and minority interests | 416,989 | 253,515 |
| Income taxes-current | 30,241 | 24,461 |
| Income taxes-deferred | $\triangle 22,149$ | $\triangle 23,908$ |
| Total income taxes | 8,092 | 553 |
| Income before minority interests | 408,897 | 252,962 |
| Net income | 408,897 | 252,962 |

Quarterly Consolidated Statements of comprehensive income

| (Thousands of yen) |  |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { 1Q of FY ended } \\ \text { March 31, 2013 } \\ \text { (April 1-June 30, 2012) } \end{gathered}$ | 1Q of FY ending <br> March 31, 2014 <br> (April 1-June 30, 2013) |
| Consolidated quarterly statements of comprehensive income |  |  |
| Income before minority interests | 408,897 | 252,962 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | $\triangle 58$ | $\triangle 586$ |
| Foreign currency translation adjustment |  | 1,302 |
| Total other comprehensive income | $\triangle 58$ | 715 |
| Comprehensive income | 408,839 | 253,678 |
| Comprehensive income attributable to |  |  |
| Comprehensive income at tributable to owners of the parent | 408,839 | 253,678 |

## (3) Notes to quarterly financial statements

(Notes regarding the conditions of going business)
Not applicable.
(Notes in the case of major changes in shareholders' equity)
Not applicable.
(Segment information, etc.)
I First Quarter of Fiscal Year Ended March 31, 2013 (April 1, 2012 - June 30, 2012)

1. Information concerning sales and income or loss amount by reporting segment


Notes: 1. The classification "other business" refers to business segments that are not included in reporting segments, and includes construction solution business and delinquent rent guarantee business, etc.
2. The segment income adjustments amount, $-459,864$ thousand yen, includes $-475,108$ thousand yen in company-wide expenses that are not allocated to reporting segments and 15,243 thousand yen in adjustment amounts for interest expense. The company-wide expenses are mainly selling, general and administrative expenses that are not allocated to reporting segments.
3. Segment income (loss) is adjusted with operating incomes calculated in consolidated quarterly statements of income.
2. Information on impairment of non-current assets and goodwill etc. for each reporting segment Not applicable.

II First Quarter of Fiscal Year Ending March 31, 2014 (April 1, 2013 - June 30, 2013)

1. Information concerning sales and income or loss amount by reporting segment

 (Thousands of yen)

Notes: 1. The classification "other business" refers to business segments that are not included in reporting segments, and includes construction solution business and delinquent rent guarantee business, etc. The former "construction planning business" has been renamed as "construction solution business" from the first quarter of this fiscal year in response to the change of the name for internal administration. This change has no influence on the segment information.
2. The segment income adjustments amount, $-532,342$ thousand yen, includes $-555,896$ thousand yen in company-wide expenses that are not allocated to reporting segments and 23,554 thousand yen in adjustment amounts for interest expense. The company-wide expenses are mainly selling, general and administrative expenses that are not allocated to reporting segments.
3. Segment income (loss) is adjusted with operating incomes calculated in consolidated quarterly statements of income.
2. Information on impairment of non-current assets and goodwill etc. for each reporting segment

Not applicable.

