# Financial Results for Third Quarter of Fiscal Year Ending <br> March 31, 2015 <br> (Based on Japanese GAAP) 

## (Translation of Japanese Flash Report, Released on Febuary 4, 2015)

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*Amounts under one million yen have been rounded down.

## 1. Consolidated Performance in Third Quarter of Fiscal Year Ending March 31, 2015

(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 figures)

|  | Net Sales | Operating Income | Ordinary Income |
| :--- | :---: | :---: | :---: |
| 3rd Quarter of FY ending March 31, 2015 | $¥ 20,062(91.2 \%)$ | $¥ 4,587(67.5 \%)$ | $¥ 4,390(66.1 \%)$ |
| 3rd Quarter of FY ended March 31, 2014 | $¥ 10,492(73.6 \%)$ | $¥ 2,738(96.9 \%)$ | $¥ 2,643(98.1 \%)$ |

(Note) Comprehensive income, 3rd quarter of FY ending March 2015: $¥ 3,971$ million ( $57.3 \%$ ), 3rd quarter of FY ended March 2014:
$¥ 2,524$ million ( $60.0 \%$ )

|  | Net Income | Net Income per Share <br> (Yen) | Fully Diluted <br> Net Income per <br> Share(Yen) |
| :--- | :---: | :---: | :---: |
| 3rd Quarter of FY ending March 31, 2015 | $¥ 3,878(53.8 \%)$ | $¥ 90.71$ | - |
| 3rd Quarter of FY ended March 31, 2014 | $¥ 2,521(59.8 \%)$ | $¥ 58.97$ | - |

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

|  |  |  | (Millions of yen, except for per sha |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Total Assets | Net Assets | Equity Ratio <br> $(\%)$ |  |
| 3rd Quarter of FY ending March 31, 2015 | $¥ 38,177$ | $¥ 21,864$ | $56.4 \%$ |  |
| FY ended March 31, 2014 | $¥ 33,910$ | $¥ 18,469$ | $53.7 \%$ |  |

(Note) Equity at term-end: 3rd Quarter of FY ending March 31, 2015 : $¥ 21,525$ million
FY ended March 31, 2014 : $¥ 18,219$ million

|  | Cash Dividends per Share |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | :---: |
|  | 1st quarter period | 2nd quarter period | 3rd quarter period | Year end | Annual total |
| FY ended March 31, 2014 | - | $¥ 0.00$ |  | - | $¥ 13.50$ |
| FY ending March 31, 2015 | - | $¥ 0.00$ |  |  |  |
| FY ending March 31, 2015 <br> (Projections) |  |  |  | $¥ 13.50$ |  |

(Note) Changes from the latest released dividend forecasts:Yes

## 3. Projections for Consolidated Performance in the Fiscal Year Ending March 31, 2015

(From April 1, 2014 to March 31, 2015) *Percentage figures are indicated year-on year changes for those items.

|  | Net Sales | Operating Income (Loss) | Ordinary Income (Loss) | Net Income (Loss) | Net Income (Loss) per Share (Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| FY ending March 31, 2015 | $¥ 27,500$ (54.7\%) | $¥ 5,600$ (23.6\%) | ¥5,400 (24.4\%) | $¥ 4,900$ ( $21.9 \%$ ) | $¥ 114.60$ |

(Note) Changes from the latest released performance:Yes

## 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):

3rd Quarter of FY ending March 31, 2015: 42,755,500 shares FY ended March 31, 2014: 42,755,500 shares
2) Number of treasury stock at the end of period:

3rd Quarter of FY ending March 31, 2015: 143 shares
FY ended March 31, 2014: 100 shares
3) Weighted average number of shares for the first quarter period (April 1 - June 30):

3rd Quarter of FY ending March 31, 2015: 42,755,372 shares 3rd Quarter of FY ended March 31, 2014: 42,755,472 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 5.

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

In this consolidated third quarter period, the Japanese economy was on a gentle recovery trend, partially because of the effects of weak yen and the expansion of the financial measures implemented from the year before last by the government and the Bank of Japan for getting out of deflation, though it was seen a weekness in a part including the individual consumption.

In the real estate industry, the vacancy rates of urban office buildings keep improving and rents are gently increasing, as firms are actively expanding their offices and so on. In the real estate investment market, there is the inflow of funds from overseas investors in Asia, etc. as well as Japanese investors, because of the favorable fund procurement environment, the yen depreciation, etc. and the needs for investment especially in urban real estate are high.

In such an environment, our corporate group focuses on the utilization and distribution of small to medium-sized office building in the urban center of Tokyo, and has helped building owners solve various troubles regarding real estate. We create multifaceted earning opportunities by providing each customer with one-stop services, including proposal and order receipt for the rental, brokerage of sale, management, maintenance, remodeling, and renovation of buildings; consultation regarding inheritance, tax affairs, etc.; the insurance for delinquency in rent payment, etc.

Furthermore, we revitalize real estate while adding high additional values, by acquiring relatively vacant buildings by injecting our own funds and linking a variety of specialized services. We have accumulated the know-how and experience of restoration of mainly office buildings in 5 cities in the center of Tokyo (Chiyoda, Chuo, Minato, Shinjuku, and Shibuya), by linking additional values, for example, by creating the optimal use to please local communities and renovating real estate to improve comfort for occupants, while utilizing our capability of finding tenants based on our familiarity with local areas. As for procurement, we obtain information on good real estate from leading real-estate companies and trust banks, and also an increasing number of pieces of information from "Kyoeikai (Co-prosperity Association)," which is our original network of affiliates. In addition, our employees make consistent efforts of directly visiting the houses, etc. of building owners and asking them about their worries, complaints, etc. to solve them, and these efforts have contributed to the direct procurement of real estate. By taking a closer position to suppliers (sellers), we became able to secure real estate more surely, and amid the thriving real estate market, we were able to procure competitive buildings that would be highly evaluated when renovated.

As a result, our operating results for the third quarter of fiscal year ending March 2015 were as follows:
Sales of $¥ 20,062$ million (up by $91.2 \%$ from the same period of the previous fiscal year), operating income of $¥ 4,587$ million (up by $67.5 \%$ ), ordinary income of $¥ 4,390$ million (up by $66.1 \%$ ), and net income was $¥ 3,878$ million (up by $53.8 \%$ ).

The performance of each segment is as follows.

## Real Estate Revitalization

For revitalizing buildings, we get versed in the market based on our branches' experience of rental, assess and procure real estate, and start "production" for realizing the optimal use. By injecting and linking each section's experience, technologies, and knowledge of planning, building management, construction, etc., we will gestate feasible plans. As we cherish our policy: "The satisfaction of buyers is from the satisfaction of tenants," we pursue demanded comfort and convenience we grasped through frequent dialogues with occupants, figure out potential complaints, and solve them in advance, to prevent occupants from moving out and achieve high occupancy rates. We also add values to every aspect of after-sale services, including the responsive management of hardware and software of buildings, warranty against construction defects, solving owners' troubles, and meeting new requests.

As for the replanning business, we determined target buyers at the stages of procurement and commercialization, pursued not only rate of return, but also "values" suited for target clients, including the locational characteristics and rarity of each property, stability as assets, and merits regarding taxation. Through these efforts, we sold 20 buildings ( 11 buildings in the same period of the previous year). As a result, sales and profits increased significantly from the same period of the previous year. We also engaged in the commercialization of real estate to be sold in this term, and the procurement of real estate to be sold in the next term or later.

As for the rental building business, sales and profits increased from the same period of the previous year, because the income from rents of the real estate to be revitalized increased.
In the real estate securitization business, etc., sales and profits increased from the same period of the previous year, because of the income from the sale of real estate for joint investment held by a special-purpose company, etc.

As a result of the above activities, sales were $¥ 17,714$ million (up by $129.2 \%$ from the same period of the previous fiscal year) and segment income was $¥ 4,901$ million (up by $79.8 \%$ ).

## Real Estate Brokerage

In the sales brokerage business, we were not able to swiftly respond to the shift from the buyers' market to the sellers' market (that is, the steep drop in rate of return) as the market got thriving and competitions were getting fierce, and so the number of orders we received declined. As a result, sales and profits decreased considerably.

In the rental brokerage business, while occupancy rates were improving in the market, we engaged in not only finding tenants, but also solving various troubles about building managements for building owners. As a result, sales and profits
increased from the same period of the previous year.
As a result of the above activities, sales were $¥ 878$ million (down by $32.5 \%$ from the same period of the previous fiscal year) and segment income was $¥ 740$ million (down by $26.6 \%$ ).

Both businesses contribute to the increase in income of the entire corporate group, by procuring and selling our own properties, finding tenants for buildings that are being renovated, and undertaking building management.

## Property Management

In the property management business, we visit tenants on a daily basis to solve hidden complaints beforehand, improve the satisfaction level of occupants, and then increase the occupancy rates of entrusted buildings. While keeping occupancy rates high, we have made efforts to increase the number of entrusted buildings, create business opportunities, including the brokerage of sale, the receipt of orders for construction, and the revision to contracts for making rents appropriate, and enhance customer satisfaction level by promoting rental and attending to tenants carefully while utilizing our familiarity with local areas. We have also offered continuous services linked with other businesses, as the clients who purchased real estate through our replanning or sales brokerage business entrust us with the management of buildings after purchase. As a result, sales and profits increased from the same period of the previous year.

|  | End of Dec. 2012 | End of Dec. 2013 | End of Dec 2014 |
| :--- | :---: | :---: | :---: |
| No. of entrusted buildings | 177 | 214 | 255 |
| Operation rate | $94.3 \%$ | $96.4 \%$ | $97.2 \%$ |

As for the building maintenance business, we made efforts to improve our earning system by refraining from receiving unprofitable orders by bidding and increasing transactions in cooperation especially with the property management section for enhancing the synergy with existing businesses. As a result, sales and profits increased from the same period of the previous year.

As a result of the above activities, sales were $¥ 955$ million (up by $17.4 \%$ from the same period of the previous fiscal year) and segment income was $¥ 417$ million (up by $18.0 \%$ ).

## Other Businesses

As for the construction solution business, although the number of replanning transactions increased, the ratio of in-company transactions also increased, and consequently sales and profits decreased considerably from the same period of the previous year.

In the delinquent rent guarantee business, we concentrated on the popularization of new product plans in the market and the cooperation with affiliated companies, and so the number of transactions was healthy. Consequently, sales and profits increased from the same period of the previous year.

As a result of the above activities, sales were $¥ 514$ million (down by $20.8 \%$ from the same period of the previous fiscal year) and segment income was $¥ 255$ million (up by $1.4 \%$ ).

## (2) Qualitative information on consolidated financial position

As of the end of the third quarter of this consolidated fiscal year, total assets were 38,177 million yen (up by $12.6 \%$ from the end of the previous consolidated fiscal year) and liabilities were 16,313 million yen (up by $5.6 \%$ ). The main reason for the increase in total assets was that cash and deposits increased 1,618 million yen and inventory assets increased 2,445 million yen. The main reason for increase in liabilities was that long-term loans payable increased 1,522 million yen, although corporate bonds decreased 795 million yen.

Net assets were 21,864 million yen (up by $18.4 \%$ ). The main reason for the increase in net assets was posting 3,878 million yen in quarterly net income, despite 577 million yen being paid out for year-end dividends.

## (3) Qualitative information on consolidated earnings forecasts

We are revising the values announced on May 9, 2014 with regard to performance for the fiscal year ending March 2015. For details of these revisions, please refer to the report that we are presenting today, "Notice of Revisions to the Projected Consolidated Performance for the Fiscal Year Ending March 2015, and Revision of Dividend Forecasts".
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, 2014 (as of March 31, 2014) | End of 3 Q of FY ending <br> March 31, 2015 <br> (as of December 31, 2014) |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets |  |  |
| Cash and deposits | 11,180,325 | 12,798,471 |
| Accounts receivable-trade | 285,231 | 416,979 |
| Real estate for sale | 3,213,910 | 4,123,949 |
| Real estate for sale in process | 15,515,223 | 17,032,353 |
| construction in process | - | 18,200 |
| Supplies | 791 | 928 |
| Deferred tax assets | 748,356 | 740,082 |
| Other | 515,005 | 549,888 |
| Allowance for doubtful accounts | $\Delta 12,425$ | $\Delta 17,716$ |
| Total current assets | 31,446,419 | 35,663,137 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings, net | 919,303 | 937,588 |
| Land | 1,232,679 | 1,232,143 |
| Other, net | 12,799 | 17,674 |
| Total property, plant and equipment | 2,164,782 | 2,187,406 |
| Intangible assets |  |  |
| Goodwill | 9,375 | 3,750 |
| Other | 2,331 | 27,397 |
| Total intangible assets | 11,706 | 31,147 |
| Investments and other assets |  |  |
| Deferred tax assets | 9,575 | - |
| Other | 283,351 | 300,438 |
| Allowance for doubtful accounts | -5,402 | $\triangle 4,902$ |
| Total investments and other assets | 287,524 | 295,535 |
| Total noncurrent assets | 2,464,013 | 2,514,090 |
| Total assets | 33,910,433 | 38,177,227 |

$\left.\begin{array}{lrr}\hline \text { LIABILITIES } & \begin{array}{c}\text { FY ended March } 31,2013 \\ \text { (as of March } 31,2013)\end{array} & \begin{array}{c}\text { End of 3Q of FY ending } \\ \text { March } 31,2015\end{array} \\ \hline \text { (as of December 31, 2014) }\end{array}\right]$
(2) Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of comprehensive income Quarterly Consolidated Statements of Income

|  |  |  |
| :--- | ---: | ---: |
|  | 3Q of FY ended <br> March 31, 2014 <br> (April 1-December 31, 2013) | 3Q of FY ending <br> March 31, 2015 |
| (Aprill 1-December 31, 2014) |  |  |

Quarterly Consolidated Statements of comprehensive income
$\left.\begin{array}{lrr}\hline & \begin{array}{c}\text { (Thousands of yen) }\end{array} \\ \hline \begin{array}{c}\text { 3Q of FY ending } \\ \text { March 31, 2015 }\end{array} \\ \text { March 31, 2014 } \\ \text { (April 1-December 31, 2013) }\end{array}\right)$
(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 Third Quarter of Fiscal Year Ended March 31, 2014 (April 1, 2013 - Decenber 31, 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.
2. The segment income adjustments amount, $\Delta 1,602,269$ thousand yen, includes $\Delta 1,696,783$ thousand yen in company-wide expenses that are not allocated to reporting segments and 94,513 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 Third Quarter of Fiscal Year Ending March 31, 2015 (April 1, 2014 - December 31, 2014)

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

|  |  |  |  |  |  |  | (Thousands of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reporting segment |  |  |  | Other business (Note 1) | Total | Adjustment amounts (Note 2) | $\qquad$ |
|  | Real Estate Revitalization | Real Estate Brokerage | Property Management | Total |  |  |  |  |
| Sales | 17,714,323 | 878,205 | 955,684 | 19,548,212 | 514,234 | 20,062,447 | - | 20,062,447 |
| $\begin{array}{\|c} \hline \text { Segment } \\ \text { income(loss) } \\ \hline \end{array}$ | 4,901,436 | 740,860 | 417,539 | 6,059,836 | 255,719 | 6,315,555 | $\triangle 1,727,782$ | 4,587,772 |

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, $\Delta 1,727,782$ thousand yen, includes $\Delta 1,908,437$ thousand yen in company-wide expenses that are not allocated to reporting segments and 180,654 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.
(Important Subsequent Events)
Not applicable

