# Consolidated Financial Results for the First Nine Months of the Fiscal Year ending March 31, 2016

Our goal is to become the real estate company best loved and most chosen by customers worldwide.

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# **Company Overview**



Corporate name

Sun Frontier Fudousan Co., Ltd.

**Head Office** 

Toho Hibiya Building (Hibiya Chanter) 14F 2-2, Yurakucho 1-chome, Chiyoda-ku, Tokyo

**Established** 

Apr. 8, 1999

Capital

¥8,387 million (as of Dec. 31, 2015)

Representative

President, Director: Tomoaki Horiguchi

No. of employees

269 Consolidated (as of Dec. 31, 2015)

**Business contents** 

- 1. Real Estate Revitalization Business
  Replanning Business/ Building Rental Business/ Real Estate Securitization
  Business
- 2. Real Estate Services Business Rental Brokerage/ Property Management/ Building Maintenance/ Sales Brokerage/ Construction Solutions/ Delinquent Rent Guarantees

Fiscal year end

March

Listed in

First Section of the Tokyo Stock Exchange (securities code: 8934)







# < Executive Summary > Results for the First Nine Months of the FY ending Mar 31, 2016

# Highlights of the results for the 3rd. quarter | Sun Frontier



### Revision of Full-Year Earnings Forecasts for Fiscal Year Ending Mar. 31, 2016 and Revision of Dividend Forecasts

(¥ million)

|                  | 9 months ended<br>Dec. 31, 2015 | l yr/yr<br>change | %            | Previous forecasts announced May 8 | Revised forecasts announced Feb. 4 | Percentage change |
|------------------|---------------------------------|-------------------|--------------|------------------------------------|------------------------------------|-------------------|
| Sales            | 17,356                          | -2,706            | -13.5%       | 33,000                             | 33,000                             | _                 |
| Operating income | 4,521                           | -65               | -1.4%        | 6,300                              | 7,300                              | +15.9%            |
| Ordinary income  | 4,221                           | -168              | -3.8%        | 6,000                              | 7,000                              | +16.7%            |
| Net income       | 4,283                           | +404              | +10.4%       | 5,300                              | 7,200                              | +35.8%            |
|                  | A                               | nnual dividend    | ls per share | ¥17.5                              | ¥25.0                              | +42.9%            |

The profit margin of the Revitalization business increased. Segment Profit margin is 30.2%, which is higher than the profit margin for the 3rd quarter of the previous year (23.8%). As for the projects expected, we have revised our forecasts.

On the strategic assets management taking into consideration for the importance of scale and term of each project, the gain on fixed asset sold contributed the highest profit for the period.

# Summary of the results for the 3rd. quarter Sunfrontier



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|----|-----|------|---|
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|                         | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Profit<br>margin to<br>sales | Increase<br>from the<br>same period<br>of the<br>previous year | Revised forecasts<br>for the FY ending<br>Mar 31, 2016 | Progress<br>rate with<br>respect to<br>the initial<br>forecast |
|-------------------------|---|--|------------------------------|--|--|--|
| Sales                   | 20,062  | 17,356   | _                            | -13.5%   | 33,000   | 52.6%  |
| <b>Operating</b> income | 4,587   | 4,521  | 26.1%                        | - 1.4%   | 7,300  | 61.9%  |
| <b>Ordinary</b> income  | 4,390   | 4,221  | 24.3%                        | - 3.8%   | 7,000  | 60.3%  |
| Net<br>income           | 3,878   | 4,283  | 24.7%                        | + 10.4%  | 7,200  | 59.5%  |

# **Revenue/Profit Summary**



(¥ million)

|   | Apr. to Dec. in the FY ended Mar 31, 2015 | Apr. to Dec. in the FY ending Mar 31, 2016 |
|---|---|--|
| Sales                                       | 20,062                                    | 17,356                                     |
| Real estate revitalization                  | 15,980                                    | 12,821                                     |
| Real estate securitization                  | 403                                       | 145  |
| Rental building business                    | 1330                                      | 1,592                                      |
| Brokerage                                   | 878                                       | 1,233                                      |
| Property management                         | 955                                       | 1,097                                      |
| Other businesses                            | 514                                       | 466  |
| Gross profit on sales                       | 6,853                                     | 7,048                                      |
| Real estate revitalization                  | 4,315                                     | 4,246                                      |
| Real estate securitization                  | 403                                       | 145  |
| Rental building business                    | 714                                       | 825  |
| Brokerage                                   | 746                                       | 1,082                                      |
| Property management                         | 417                                       | 499  |
| Other businesses                            | 255                                       | 248  |
| Selling and general administrative expenses | 2,265                                     | 2,526                                      |

|                              |  | (+ 111111011                               |
|------------------------------|--|--|
|                              | Apr. to Dec. in the FY<br>ended Mar 31, 2015 | Apr. to Dec. in the FY ending Mar 31, 2016 |
| Operating income             | 4,587  | 4,521                                      |
| Non-operating income         | 14   | 13   |
| Non-operating expenses       | 211  | 313  |
| Ordinary income              | 4,390  | 4,221                                      |
| Extraordinary loss/income    | 13   | 1,245                                      |
| Corporate income tax, etc.   | 437  | 1,186                                      |
| Minority interests in income | 88   | -2   |
| Net income                   | 3,878  | 4,283                                      |
|                              |  |  |

- The profit margin of the Revitalization business increased, improving ordinary income margin.
- The gain on fixed asset sold contributed the highest profit for the period.
- The Brokerage business grew considerably.
- Stable income structure covering SG&A

  The income from rental building and realty service businesses
  (2,656 million yen) exceeds the SG&A(2,305 million yen),
  excluding Revitalization sales commissions.

### Consolidated balance sheet

### -Assets-



(¥ million)

|                              | End of Mar.<br>2014 | End of Mar. 2015 | End of Dec. 2015 | Increase/decrease<br>(from the end of<br>Mar. 2015) |
|------------------------------|---------------------|------------------|------------------|---|
| Current assets               | 31,446              | 37,452           | 47,412           | +9,959  |
| Cash and deposits            | 11,180              | 12,686           | 11,853           | -833  |
| Inventory assets             | 18,729              | 23,480           | 33,856           | +10,375   |
| Other current assets         | 1,536               | 1,285            | 1,702            | +416  |
| Noncurrent assets            | 2,464               | 2,971            | 3,299            | +327  |
| Property plant and equipment | 2,164               | 2,483            | 2,481            | -1  |
| Intangible assets            | 11                  | 76               | 249              | +173  |
| Investments and other assets | 287                 | 412              | 567              | +155  |
| Total assets                 | 33,910              | 40,424           | 50,711           | +10,286   |

# Consolidated balance sheet -Liabilities/Equity-



|                                   | ¥                |                  |                  |   |  |
|-----------------------------------|------------------|------------------|------------------|---|--|
|                                   | End of Mar. 2014 | End of Mar. 2015 | End of Dec. 2015 | Increase/decrease<br>(from the end of<br>Mar. 2015) |  |
| Current liabilities               | 3,023            | 3,550            | 5,577            | +2,027  |  |
| Short-term loans payable, etc.    | 1,006            | 1,004            | 1,995            | +990  |  |
| Income taxes payable, etc.        | 266              | 221              | 1,041            | +819  |  |
| Other current liabilities         | 1,750            | 2,324            | 2,541            | +216  |  |
| Noncurrent liabilities            | 12,417           | 14,172           | 18,855           | +4,682  |  |
| Long-term loans and bonds payable | 11,359           | 12,988           | 17,514           | +4,526  |  |
| Other noncurrent liabilities      | 1,057            | 1,183            | 1,340            | +156  |  |
| <b>Total liabilities</b>          | 15,440           | 17,723           | 24,433           | +6,710  |  |
| Shareholders' equity              | 18,217           | 22,693           | 26,270           | +3,577  |  |
| Others                            | 252              | 8                | 7                | -0  |  |
| Total net assets                  | 18,469           | 22,701           | 26,278           | +3,576  |  |
| Total capital and liabilities     | 33,910           | 40,424           | 50,711           | +10,286   |  |

capital adequacy ratios of at least 50%

End of Mar. 2014 End of Mar. 2015 End of Dec. 2015
53.7% 56.2% 51.8%

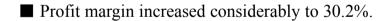
As the purchasing of revitalized property progressed, the interest-bearing liabilities increased from 13.9 billion yen as of the end of the previous year to 19.5 billion yen.

Retained earnings increased doe to the difference between quarterly net income (+4.2 billion yen) and term-end dividend payment (-700 million yen).

## **Revitalization business**

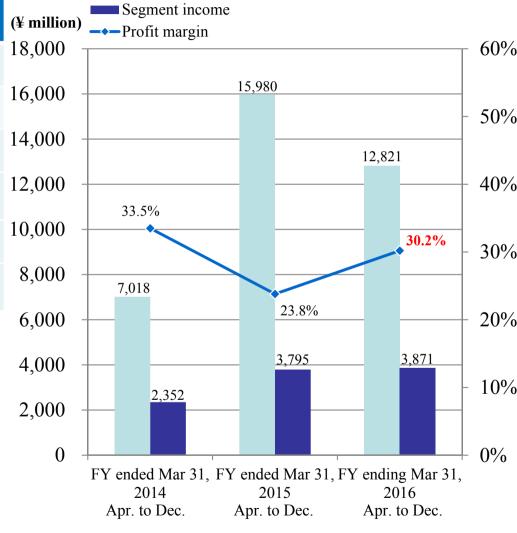


| (¥ million)   | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Increase/<br>decrease |
|---|---|--|-----------------------|
| Sales   | 15,980  | 12,821   | -19.8%                |
| Segment income (Note 1)                             | 3,795   | 3,871  | +2.0%                 |
| Profit margin                                       | 23.8%   | 30.2%  | +6.4%p                |
| No. of procured buildings                           | 26  | 24   | +2                    |
| No. of sold buildings                               | 20  | 16   | -4                    |
| No. of buildings in stock as of the end of the term | 27  | 35   | +8                    |



<sup>■</sup> The average business period for selling a property is 287 days.

<sup>■</sup> The stocks of revitalization property as of the end of the third quarter are 35 buildings, worth 33.8 billion yen.

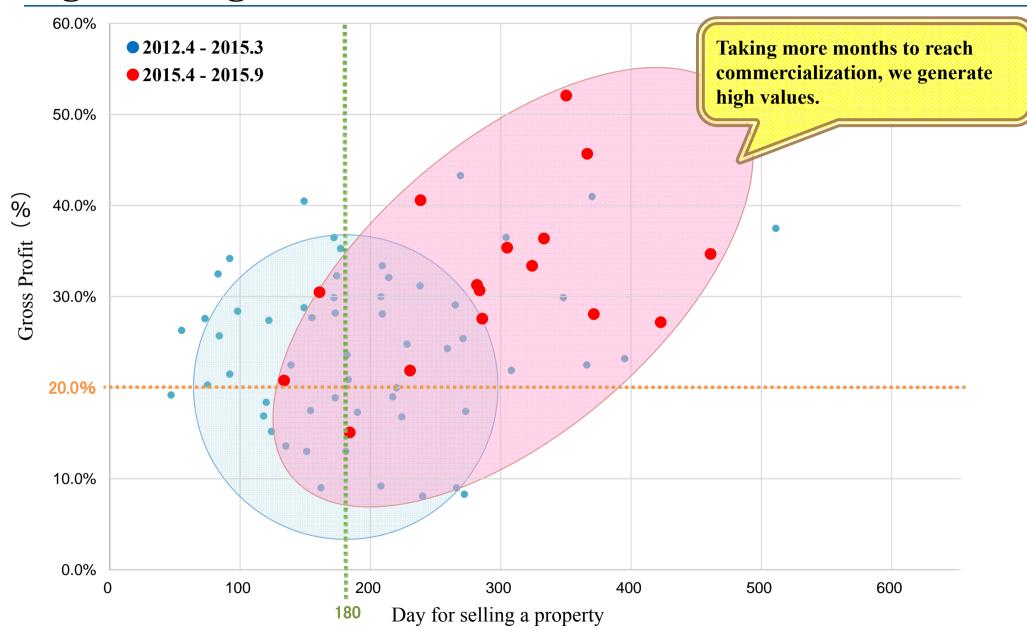


Sales

(Note 1) "Segment income" is calculated by subtracting the expenses for respective businesses, such as interest paid, sales commission, and goodwill amortization, from gross profit on sales.

# **Extended the processing period to create** higher-margin



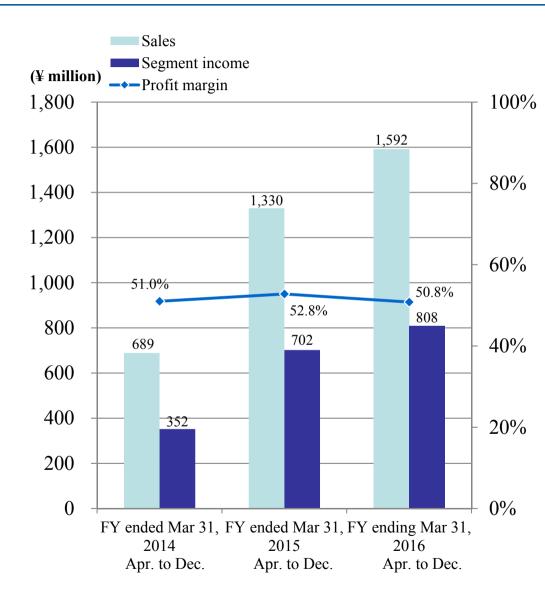


# Rental building business



| (¥ million)    | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Increase/<br>decrease |
|----------------|---|--|-----------------------|
| Sales          | 1,330   | 1,592  | +19.7%                |
| Segment income | 702   | 808  | +15.0%                |
| Profit margin  | 52.8%   | 50.8%  | -2.0%p                |

- Increasing stable income, as a result of steady growth of sales and profit.
- The increase in income from rents of mid to longterm revitalized properties contributed.

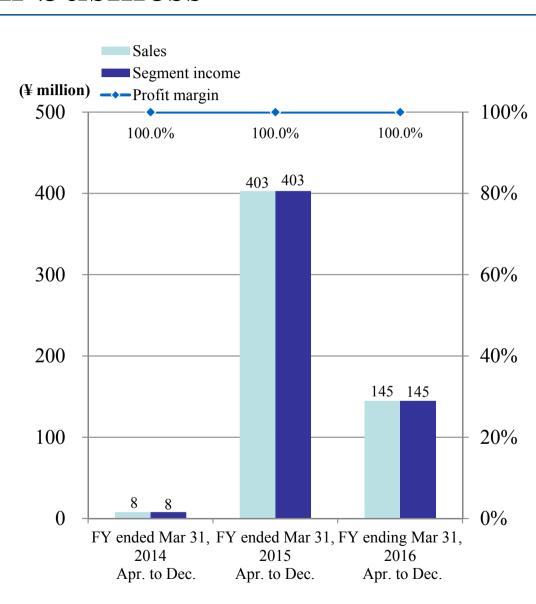




### Real estate securitization business

| (¥ million)    | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Increase/<br>decrease |
|----------------|---|--|-----------------------|
| Sales          | 403   | 145  | -63.9%                |
| Segment income | 403   | 145  | -63.9%                |
| Profit margin  | 100.0%  | 100.0%   | _                     |

There was the income from investment allocation in conformity with the sale of collaborative investment projects, but both sales and profits dropped.



# **Brokerage business**



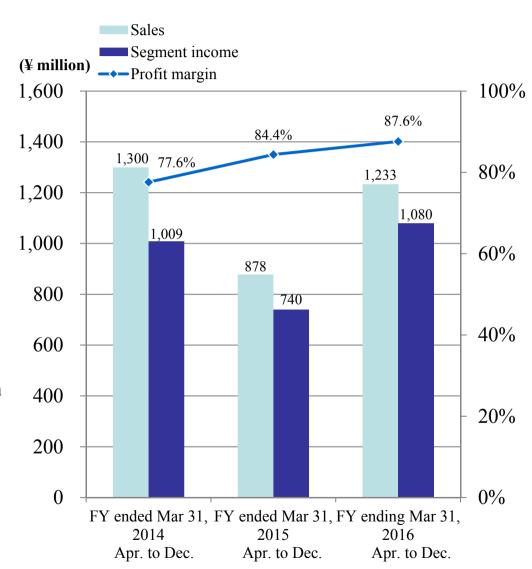
| (¥ million)    | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Increase/<br>decrease |
|----------------|---|--|-----------------------|
| Sales          | 878   | 1,233  | +40.4%                |
| Segment income | 740   | 1,080  | +45.9%                |
| Profit margin  | 84.4%   | 87.6%  | +3.2%p                |

#### < Sales brokerage>

As for the sales brokerage business, we mostly focused on the relationship with the other departments or the agents to obtain the effective information and introduction, put more time, made effort into them and added the value on. In such a way we succeeded to take some chances as repeated business from customer to another customer, both sales and profits grew considerably in comparison to the same period of the previous year.

#### < Rental brokerage>

■ We concentrated on solving the worries and difficulties of owners and finding tenants for revitalized buildings, which is generating to the creation of the future profits for the entire company.



# Property management business



| (¥ million)    | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Increase/<br>decrease |
|----------------|---|--|-----------------------|
| Sales          | 955   | 1,097  | +14.9%                |
| Segment income | 417   | 499  | +19.7%                |
| Profit margin  | 43.7%   | 45.5%  | +1.8%p                |

#### <Property management business>

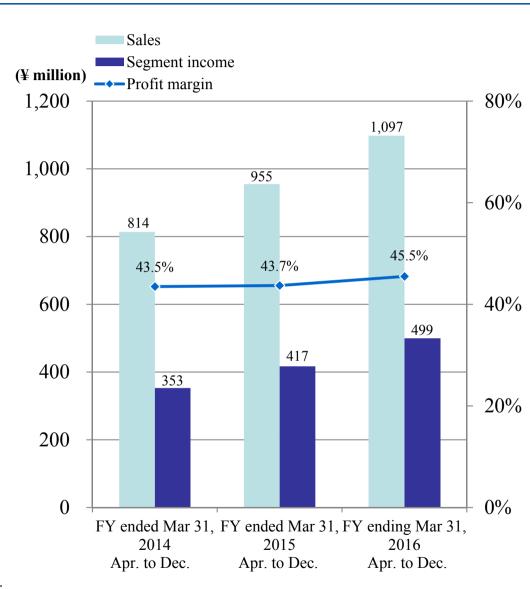
- Sales increased about 15%, and profits increased about 20%.
- No. of entrusted buildings: 315 (up 60 compared to the same period of the previous year)
- Occupancy rate: 96.3% (down by 0.9%)

(the number of entrusted buildings and occupancy rate)

|             | No. of entrus | sted buildings | Occupancy rate |
|-------------|---------------|----------------|----------------|
| End of Dec. | 2013          | 190            | 96.4%          |
| End of Dec. | 2014          | 243            | 97.2%          |
| End of Dec  | . 2015        | 306            | 96.3%          |

#### <Building maintenance business>

We made efforts to increase projects in cooperation with other business divisions. As a result, both sales and profits increased.



# Other Business (delinquent rent guarantee, construction solution, space rental, hotel)



| (¥ million)    | Apr. to Dec. in<br>the FY ended<br>Mar 31, 2015 | Apr. to Dec. in<br>the FY ending<br>Mar 31, 2016 | Increase/<br>decrease |  |
|----------------|---|--|-----------------------|--|
| Sales          | 514   | 466  | -9.4%                 |  |
| Segment income | 255   | 248  | -2.7%                 |  |
| Profit margin  | 49.7%   | 53.4%  | +3.6%p                |  |

#### < Delinquent rent guarantee business>

We strengthened the relationship with in-house departments including real estate broker and partner companies, so that both sales and profits increased.

#### <Construction solution business>

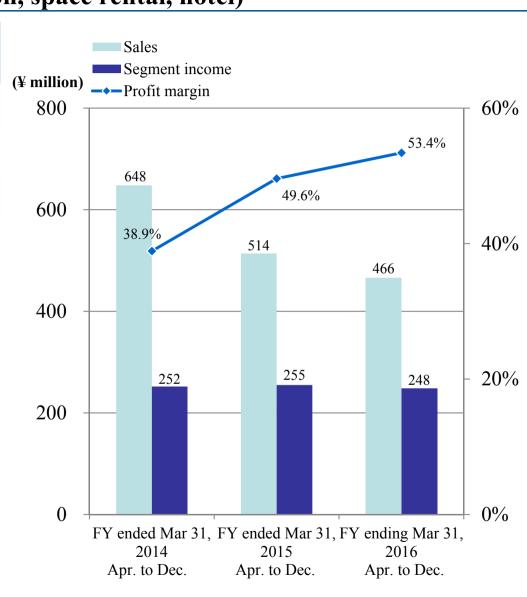
■ Sales and profits decreased compared to the previous year

#### <Space rental business>

Income covered the whole expenditure during the third quarter of consolidated fiscal year by the improvement of the recognition by active marketing.

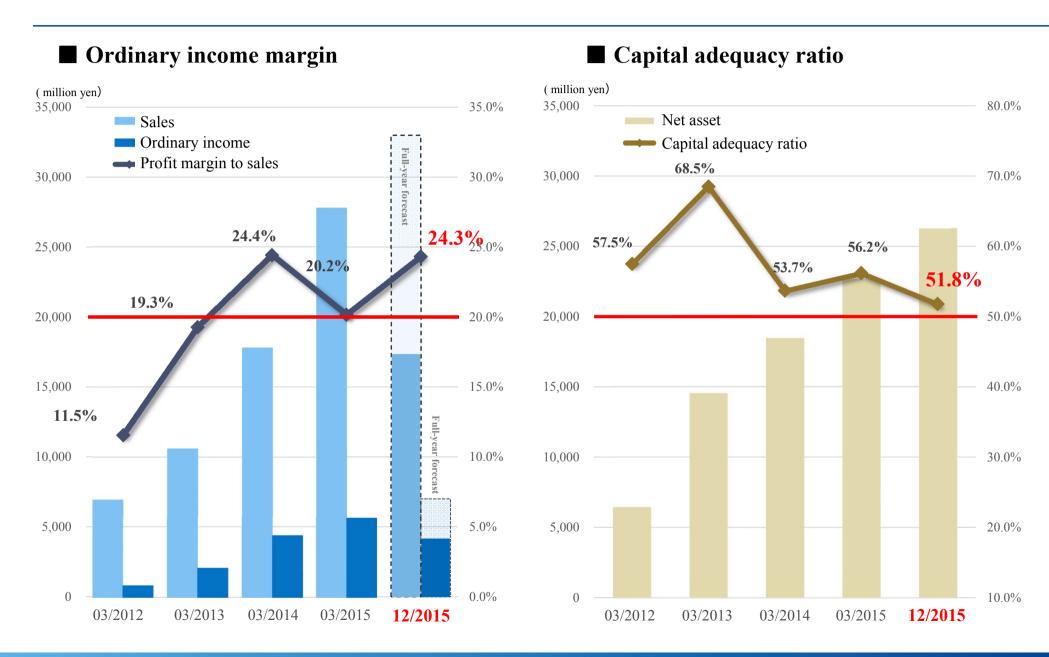
#### < Hotel business >

■ We have agreed to make a business alliance for the hotel business in Japan with Spring Group, which runs tour services and airline in China and Japan. We get a move into proactive approach toward the needs of foreign tourists.



# **Key Performance Indicators**

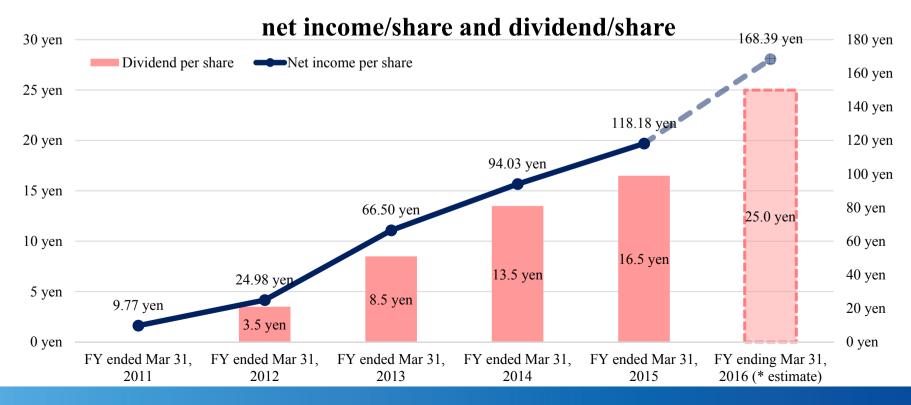




## Profits and dividend



|                                | 03/2011 | 03/2012 | 03/2013 | 03/2014 | 03/2015 | 03/2016<br>forecast |
|--------------------------------|---------|---------|---------|---------|---------|---------------------|
| Ordinary income<br>(¥ million) | 541     | 799     | 2,039   | 4,341   | 5,593   | 7,000               |
| Net income<br>(¥ million)      | 363     | 928     | 2,483   | 4,020   | 5,053   | 7,200               |
| Net income per share<br>(yen)  | 9.77    | 24.98   | 66.50   | 94.03   | 118.18  | 168.39              |
| Dividends per share<br>(yen)   | 0.00    | 3.50    | 8.50    | 13.50   | 16.50   | 25.00               |
| dividend payout ratio          | 0.0%    | 14.0%   | 12.8%   | 14.4%   | 14.0%   | 14.8%               |





# < Future activities>

- 1. Business environment
- 2. Managerial policy and business model
- 3. Growth strategies

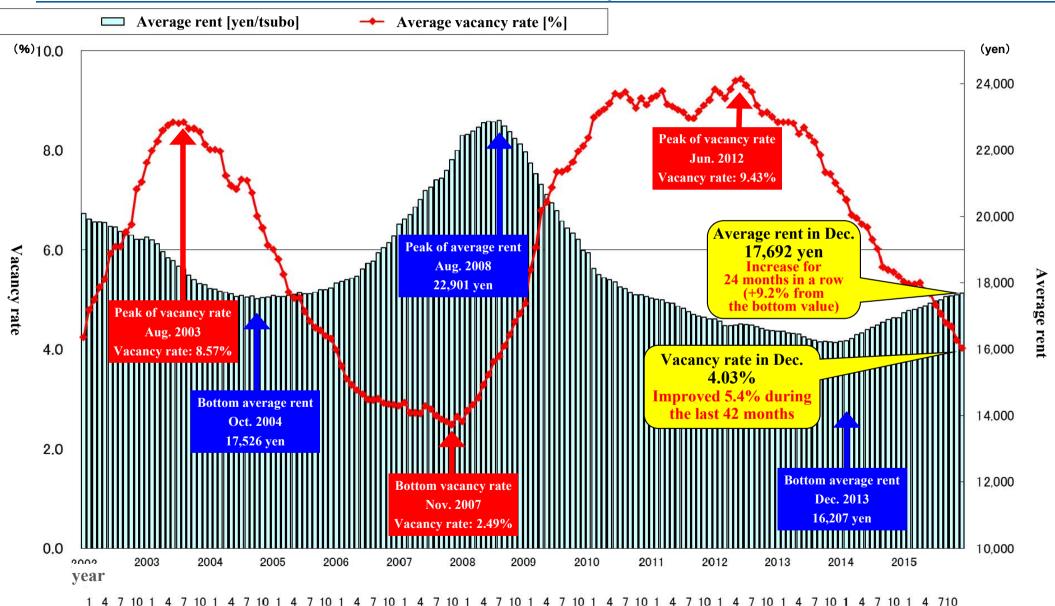
# **Business environment**



| The global economy   | The global economy is expected to grow moderately, because of low oil prices and the healthy U.S. economy, but we need to pay attention to the sluggish growth of the Chinese economy, the downturn of Europe, etc.  |
|--|--|
| moderates to a sustainable                                 | The Japanese economy will keep recovering sustainably for getting out of deflation, as corporate performances, employment situations, and incomes are being improved, thanks to the monetary easing policy, the yen depreciation, etc.   |
| growth.  | Under the vision with Tokyo Olympics 2020 being a springboard, urban infrastructure will be upgraded, and "the world's best city Tokyo" in the aspects of the environment, safety, convenience, etc. is about to be actualized.  |
| Financial inflow by strengthen                             | Negative interest policy provides a financial inflow to the real estate market.  |
| the easy-money policy, and growth of                       | As population is aging and the fund procurement environment is favorable because of low interest rates, there is a growing demand for the purchase of real estate, for coping with inheritance tax, managing assets, and bracing for inflation   |
| foreign tourists' consumption                              | The number of foreign tourists to Japan reached 19.7 million people in the end of December, the government had set a target "20 million people in 2020" ware likely to be achieved this year. Along with this, the supply of accommodation in hotels and in metropolitan areas has become a socially urgent.                 |
| The demand of urban office building market will be growing | Based on healthy corporate performance, the transaction of relocating to a larger office, enlarging the office spaces etc. becomes more achieve than before. In the five wards of Tokyo, the demand-supply balance will be tightened due to the decline in supply, and this leads the rent upward and vacancy rate downward. |
|  | Mainly for urban office buildings in good locations, the advertised rents will be raised, or rent increase negotiation at the renewal of contract is necessary. This enhances the advantage of lessors.  |

# Changes in office rent and vacancy rate in center district 5 wards in Tokyo





<sup>\*</sup> Source: Produced by our company based on the "office report" of Miki Shoji. This researched the office buildings whose reference floor's area is over 100 tsubo in 5 wards in Tokyo.



# 2. Managerial policy and business model

forwarding the management for ensure medium— to long—term growth

Emphasize high—margin, wealthy individuals and operational capability

# Sun Frontier's Vision and Policies



Vision

We aim to become the real estate company loved and chosen the most by clients in the world as "professionals in real estate utilization"

Clients

Building owners, asset holders, and wealthy individuals

**Core business** 

Real estate revitalization (utilization)

**Policies** 

To focus on people, rather than property

To keep the viewpoint of customers, and solve any real estaterelated difficulties

**Strategies** 

**Urban center** 

Office

Strength

Tenant finding capability

Real estate Revitalization capability

**Building operation** capability

# **Group Statement**



### How we want to be

#### Philosophy

 Secure all employees, pursue happiness and coexistence while contributing to the prosperity of society and humanity.

#### Vision

 Our Goal is to Become the Real Estate Company Best Loved and Most Chosen by Customers Worldwide.

#### Policy

Stay true to the perspective of clients and solve problems.

#### Clients

Building owners, investors, the wealthy

#### **Core Business**

Real Estate Property Revitalization

#### **Specialties**

 Skilled at finding tenants for small and medium office buildings in central Tokyo and with the conceptual power of real estate revitalization, the company sincerely works on managing buildings and utilizing real estate properties

# Classification chart of our business



# Office buildings

#### **Real Estate Revitalization Business**



Re-planning Business
Building Rental Business
Real Estate Securitization Business

#### **Real Estate Services Business**

Rental Brokerage
Property Management
Building Maintenance
Sales Brokerage
Construction Solutions
Delinquent Rent Guarantees

### Hotel business

Operations
Development, Regeneration
Stock holdings, Funding

#### **Abroad**

Taking over the investment by Taiwanese investors Public housing in Indonesia Hotel and housing Developments in Vietnam

# High-quality, swift management system specialized in the urban center



1. Specializing in the center of Tokyo

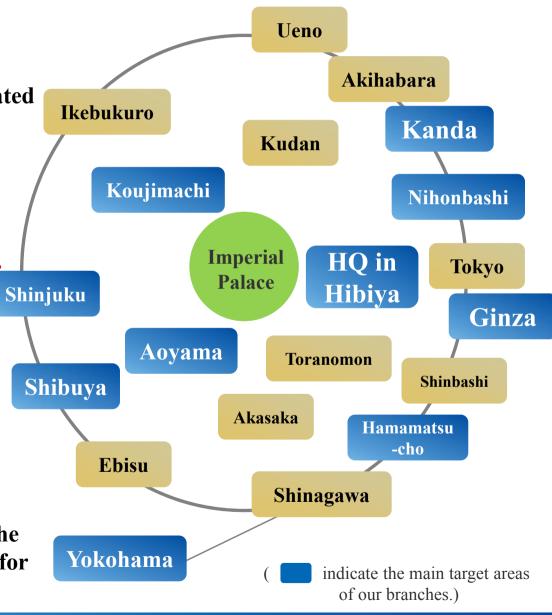
Our Head Quarter and 8 branches are all located in Tokyo Central Business District
So that we have Strong leasing capabilities in finding tenants for Office and Commercial buildings.

2. Various Solutions to Property Owner

Not only leasing brokerage related services, we provide the property owners with various solutions to their problems and produce various revenue opportunities.

3. Procure buildings for Revitalization

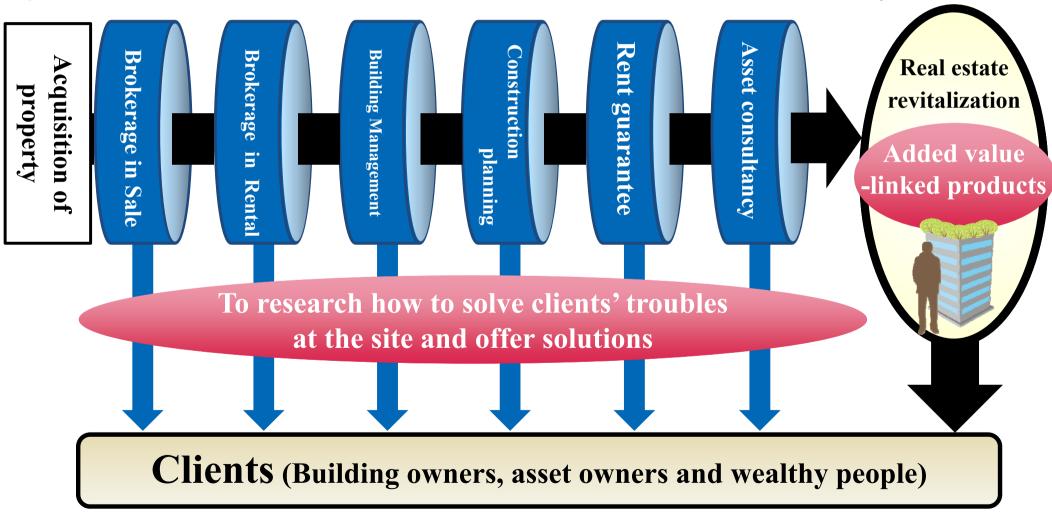
Close relationship with and consultation for the property owners, we may purchase buildings for revitalization business purpose.



# Real Estate Revitalization and the Cycle of Added Value



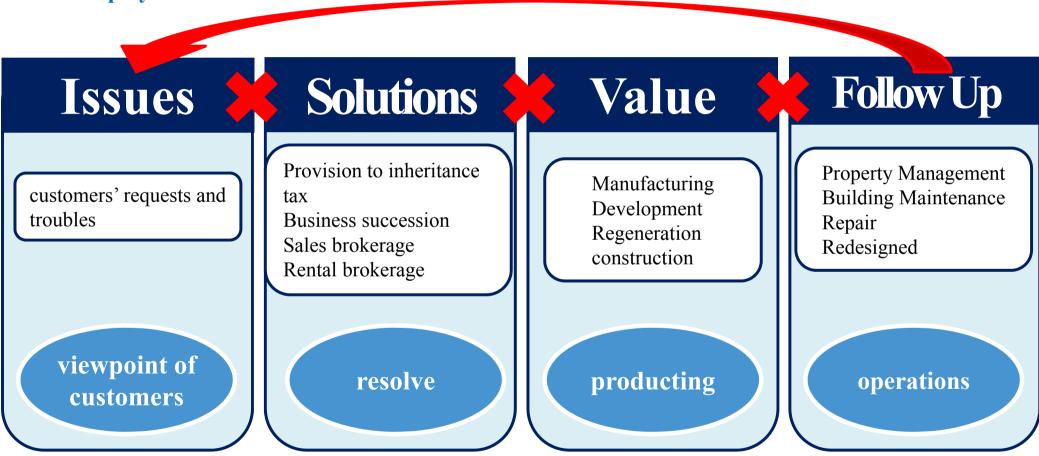
- 1 In the vertical service business, we survey and solve complaints, inconveniences, and discomforts, while listening to clients' voices. We combine the know-how and grasped needs, apply them to used buildings we acquired, and then
- 2 Revitalize the real estate with added values in the horizontal real estate revitalization business, and sell them.



# Company credo "altruism"



We aim to offer greater happiness to customers and promote the business operation among all employees.



Maximization of customers' profit is just "altruism".

# Earning Opportunities even after sale



"Revitalized buildings with one price for one buildings" located at good places in the urban center. We increase market values with excellent quality and attractive features, and sell real estate to asset holders and wealthy people at the right price. Even after the sale, we have important earning opportunities.

#### Menu of after-sale services

# Sale of revitalized property

# Building management/maintenance

- •Account management
- •To listen to opinions
- •Accounting report
- Negotiation with tenants
- •Building
- maintenance
  •Emergency
  measures
- •Equipment management

# Rental brokerage

- •To find occupants
- brokage for furnished office
- Marketing
- Consultancy

# Rent guarantee

- •Nonpayment is immediately guaranteed
- •To guarantee rent, etc. for up to 18 months

# **Interior finishing**

- Interior planning
- •Design
- Interior finishing
- •Restoration to the original state
- •Undertaking of tenant's construction

#### Renewal

- •Renewal of the entrance, airconditioner, outer walls,
- etc.
- •Repair
- Building inspection

# **Asset** consultancy

- Specialist consultation
- •Measures for inheritance tax
- •Asset
- management
  •Business
- succession Consultancy

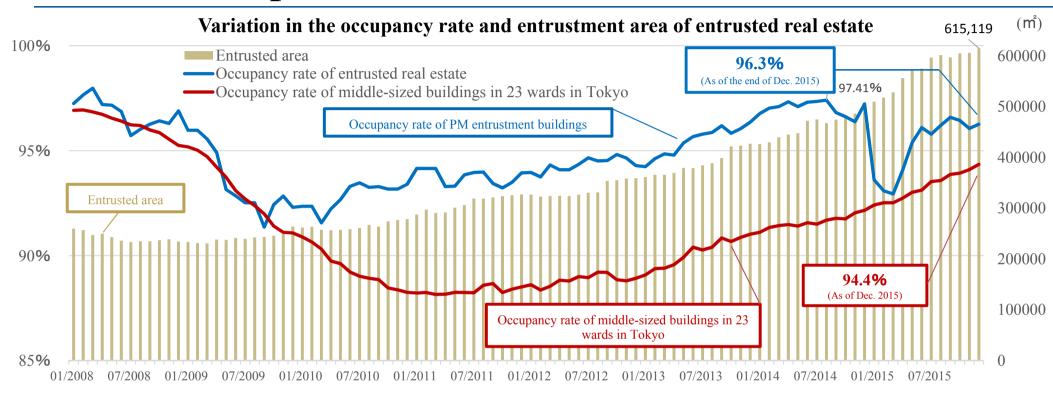
#### Sales brokerage

- Purchase of new real estate
- •Sale of assets
- •Replacement by purchase of new real estate for business
- •Replacement of assets

Businesses of both revitalizing real estate and operating rental buildings

# **Maintain Higher Occupancy Rate and Enhance PM operations**





#### Top-ranked companies in the number of owners\*

|   |                               | 2015 | 2014 |
|---|-------------------------------|------|------|
| 1 | Vortex                        | 360  | 283  |
| 2 | XYMAX                         | 251  | 243  |
| 3 | Sun Frontier Fudousan         | 207  | 159  |
| 4 | RIO CONSULTING                | 191  | _    |
| 5 | <b>Itochu Urban Community</b> | 180  | 180  |

# Note: Occupancy rate of entrusted buildings under our company for management

In the 4<sup>th</sup> quarter of fiscal year 2014, important tenants relocated to larger offices, vacating some units. Consequently, occupancy rate declined temporarily at the end of the term.

Later, tenants have been moving in steadily, recovering occupancy rate.

\*\*Source: Produced by our company based on the Nov. 2015 issue of "Monthly Property Management"

# **Building operation capability**



(the reason why customers chose us)

### A general management company

**1** leasing management

Continuation of full occupancy

2 property management

Repression for vacancy and delinquency

**3**construction management

**Maintaining compliance** 

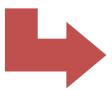
4 High added-value product

**Maximization in assets value** 

**5** solution capability

to solve troubles of clients' whole of assets

#### Sun Frontier Fudousan



We offer customers one-stop consecutive real estate services. We provide fuss-free after sale services with self-manufactured operations.

# **Basic Principles for our business**



# 1. Mental management based on our ethos and philosophy

- We have upheld "altruism" since the establishment of our company.
- We together clean our office, etc. and read the philosophy booklet every morning, to share the value "the pleasure of others pleases us."
- We aim to offer greater happiness to customers, and contribute to actualize a prosperity of our society.

# 2. Management among all employees based on the accounting for each division

• By developing and diffusing the accounting system for each division (Amoeba management), we enhance employees' profit awareness and promote the business operation among all employees with management perspective.

# 3. Business management based on the viewpoint of customers

- We listen to customers' requests carefully, deal with and solve even minor troubles, without stint.
- We change ourselves from the viewpoint of customers, challenge, create and advance.
- Based on the collaboration among different sections, we create high added values that are linked to one another.

Business management based on the viewpoint of customers

Mental management based on our ethos and philosophy

Management among all employees based on the account for each division

**Employees play major roles. Resonant business administration.** 

# High added-value generated from our all-hands operation





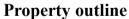
PSO—Premium setup office

entry hall with a premium feel

Indoor After

Our renovation is from the viewpoint of applicants.

Lease contracts have been signed with rent being about 30% higher than the market value.



■Location: Kudan-kita, Chiyoda-ku, Tokyo

■Structure: a steel reinforced concrete and light-gauge steel flat-roofed 6-story building

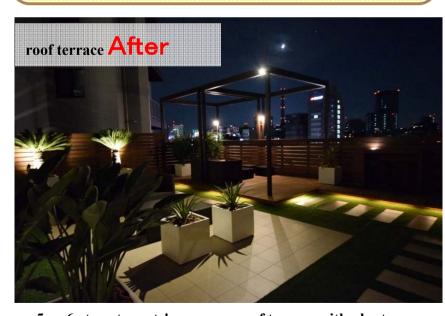
■ Date of completion: 1990

**■**Purposes of use: office, parking

■Land area: 233.24m<sup>\*</sup>

■Gross floor area: 995.40m²



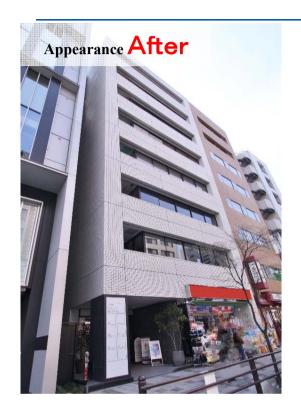


5 or 6-story tenants' very own roof terrace with plants, having views of the moat around the castle

roof terrace Before

### We offer comfortable office lives, by utilizing space.





**Property outline** 

■ Location: Shiba, Minato-ku, Tokyo

■ Structure: a steel reinforced concrete and light-gauge steel flat-roofed 9-story building

**■** Date of completion: 1981

**■**Purposes of use: office, shop

■Land area: 182.21m<sup>2</sup>

■Gross floor area: 1,191.09m<sup>2</sup>



reassurance by antiseismic reinforcement

Lease contracts have been signed with rent being about 20% higher than the amount at purchase.









# 3. Growth strategies

# activities of "three growth directions"



1) Strengthen our existing business

Expanding office business & notel business, high demand of inbound

2) M&A

capital alliance business alliance

3) Overseas expansion

Indonesia Vietnam

### **Rental Assets for Hotels**











- Location: Daikumachi, Taira, Iwaki-shi, Fukushima Prefecture (6 min. on foot from Iwaki Station of JR Joban Line)
- No. of guest rooms: 150 (equipped with a communal bathroom, a bedrock bath, a loess bath, etc.)
- ■Year built: Mar. 2007 (8 years old)









- Location: Ohte-machi, Numazu-shi, Shizuoka Prefecture
  (2 min. on foot from Numazu Station of JR Tokaido Main Line)
- No. of guest rooms: 152 (1st and 2nd floors are occupied by stores)
- Year built: Nov. 2007 (8 years old)

# Hotel development, revitalization, and operation businesses



As for hotel operation, we have surveyed the market, and discussed business plans and commercialization. As the number of foreign visitors who stay in Japan has been increasing rapidly, our company decided to develop and revitalize hotels by utilizing our accumulated know-how. Furthermore, we will develop a system for operating hotels, and establish a hotel planning/operation company inside our corporate group, in order to offer investment products to wealthy people in Asia, including Japan.

#### [Outline of the company to be established]

■ Corporate name: Sun Frontier Hotel Management Inc.

■ Representative: Tomoaki Horiguchi

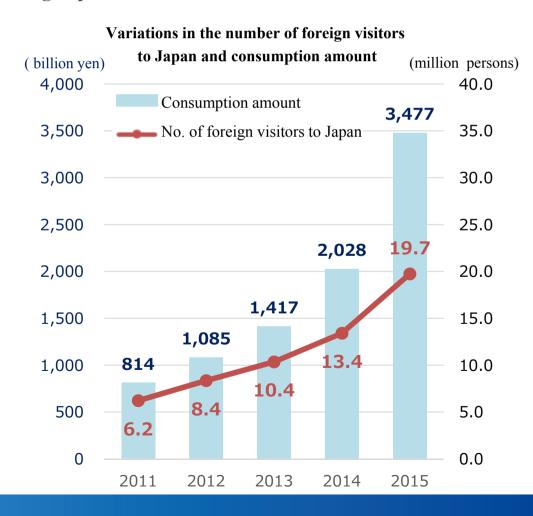
■ Location: Chuo-ku, Tokyo

■ Date of establishment: Aug. 2015 (scheduled)

■ Capital: 200 million yen

■ Business contents: Planning, operation, etc. of accommodation

facilities, such as hotels



# Strategic Alliance with The Spring Group

### - Hotel Business



Our company has agreed to make an business alliance with Shanghai Spring Investment Management Co., Ltd. for the hotel business in Japan.

Through this partnership, we aim to accelerate the expansion of "urban hotels for enjoying the Japanese style" targeted at foreign visitors to Japan, by combining our ability to revitalize real estate, our "altruistic" spirit, and the Spring Group's capability of escorting Chinese tourists to Japan.







# **SpringSunny Hotel Nagoya Tokoname** newly opened





Location: 3-174-1 Shinkaichou, Tokoname, Aichi, Japan

Rooms: 194

Date of completion: 2008



Feb. 1 pre-opend
Apr. 25 complete open



HOTEL

SPRINGSUNNY
Hotels & Resorts

We aim to be heat-warming for excursion tourists or personal travelers.

#### M&A—Capital and business tie-ups

# Reorganization of an asset consulting/housing management company into an affiliate

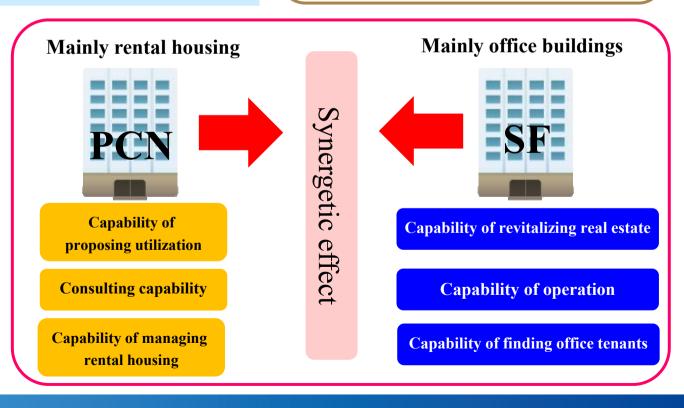


#### **[Outline of the invested company]**

- Corporate name: Power Consulting Networks Co., Ltd.
- Location of the headquarters: 6-12-20 Jingu-mae, Shibuya-ku, Tokyo
- ■Business contents: consulting about real estate, rental management, seminar business, etc.
- Capital: 75 million yen (capital reserve: 35 million yen)
- ■No. of employees: 50 for the non-consolidated (105 for the corporate group)
- No. of shares acquired: 20% of outstanding shares

When the two companies, having different business fields and client bases, cooperate each other, it is possible to exert the strengths of both and provide more customers with high added values. It will improve our corporate value.





# Overseas expansion - Two directions 🐹





#### Overseas expansion — Two directions —

### (2) Start of local businesses in Indonesia and Vietnam





# Jakarta, Indonesia --Sale of urban housing

《Images of houses under construction》



We are constructing urban houses for sale, in the center of Jakarta. We are preparing for the establishment of a local affiliate in order to operate the business in Indonesia on a full scale.



# Da Nang, Vietnam --Urban hotel business

《Images of a business hotel under construction》



On the riverside of the largest ward Da Nang in central Vietnam, we will commercialize a small-scale hotel as a development project. We are preparing for the establishment of a local affiliate.

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