

Takara Leben Co., Ltd.

F A C T B O O K

The Fiscal Year Ended March 31, 2016



Takara
Leben

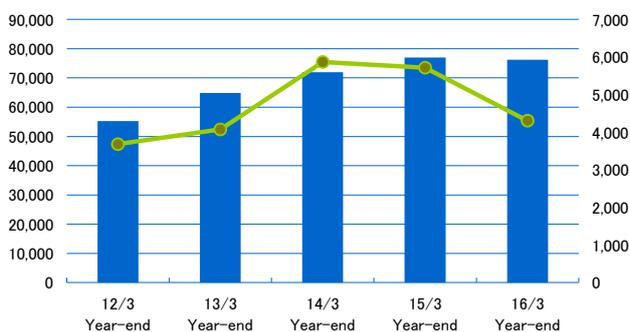
Consolidated Financial Highlights



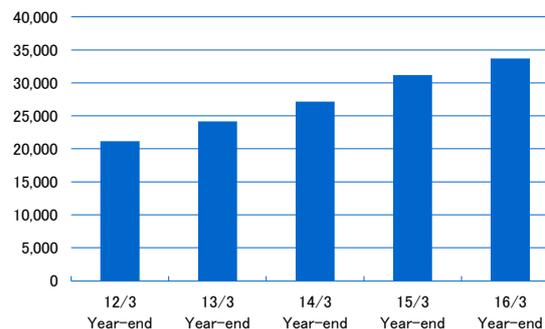
	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	(Million yen) 17/3 (forecast)
Net Sales	55,191	64,907	71,963	76,956	76,268	105,000
Real Estate Sales Business	50,281	59,310	65,757	66,907	63,383	—
Real Estate Rental Business	1,419	1,485	1,696	2,898	4,307	—
Real Estate Management Business	2,282	2,582	2,739	2,978	3,362	—
Other Business	1,206	1,529	1,768	4,172	5,215	—
Gross Profit	13,490	14,378	18,199	18,311	17,835	—
Operating Profit	5,930	6,361	9,798	9,257	7,563	15,000
Ordinary Profit	5,071	5,792	9,181	8,540	6,708	13,900
Net Income	3,681	4,074	5,869	5,718	4,308	9,000
Total Assets	70,277	75,013	95,891	101,738	129,744	—
Net Assets	21,138	24,147	27,138	31,189	33,677	—
Equity Ratio (%)	30.1	32.2	28.2	30.6	25.8	—

*Described in the total period.

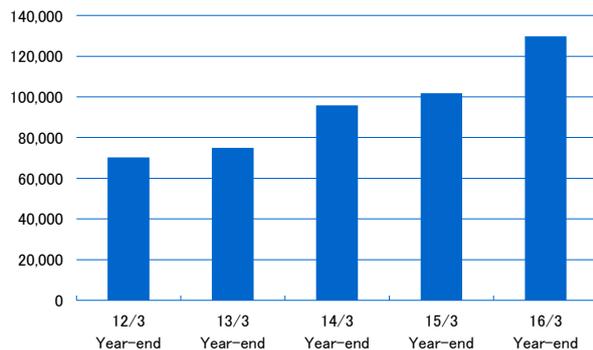
■ Net Sales (left axis: Million yen)



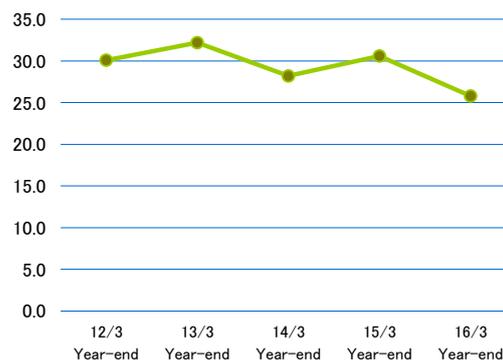
■ Net Assets (Million yen)



■ Total Assets (Million yen)



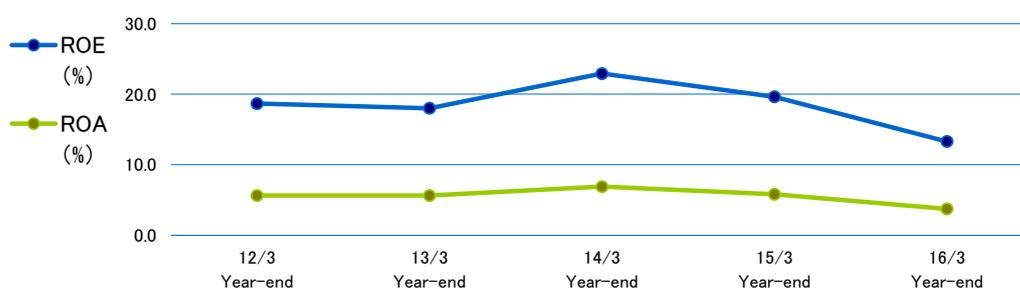
—●— Equity Ratio (%)



Profitability-related Indicators

(%)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
ROE	18.6	18.0	22.9	19.6	13.3
ROA	5.6	5.6	6.9	5.8	3.7
Gross Profit Margin	24.4	22.2	25.3	23.8	23.4
Operating Profit Margin	10.7	9.8	13.6	12.0	9.9
Ordinary Profit Margin	9.2	8.9	12.8	11.1	8.8
Net Income Margin	6.7	6.3	8.2	7.4	5.6
Total Asset Turnover (times / year)	0.8	0.9	0.8	0.8	0.7

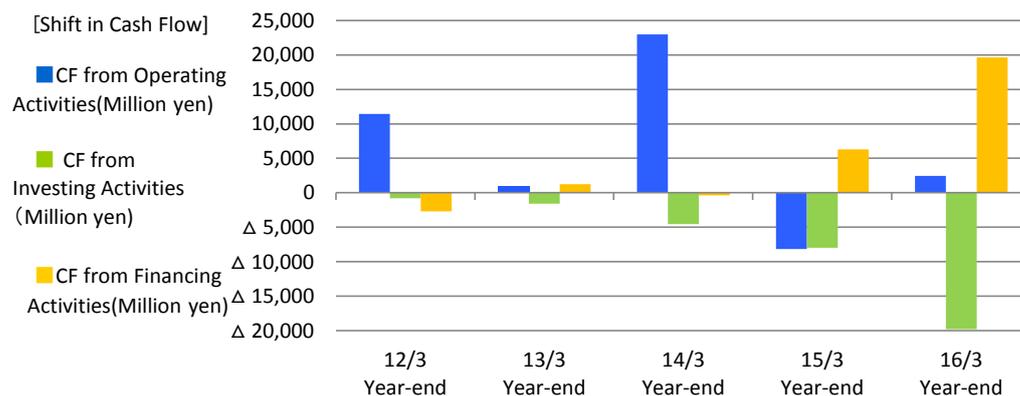


Cash Flow-related Indicators

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Cash Flow from Operating Activities	11,464	875	22,996	△ 8,155	2,428
Cash Flow from Investing Activities	△ 792	△ 1,590	△ 4,567	△ 7,998	△ 19,816
Cash Flow from Financing Activities	△ 2,685	1,229	△ 366	6,314	19,663
Cash and Cash Equivalents at End of Year	17,377	17,893	35,954	26,114	28,390

*Described in the total period.

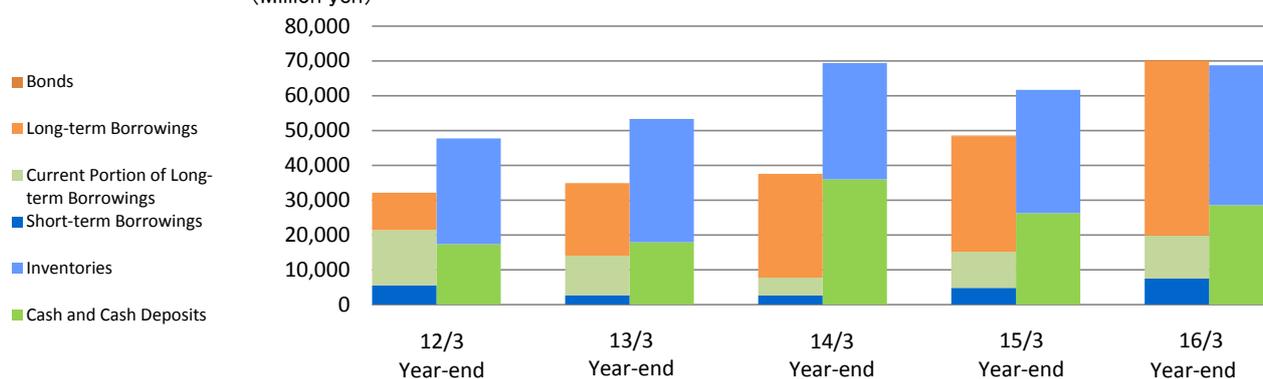


BS-related Indicators

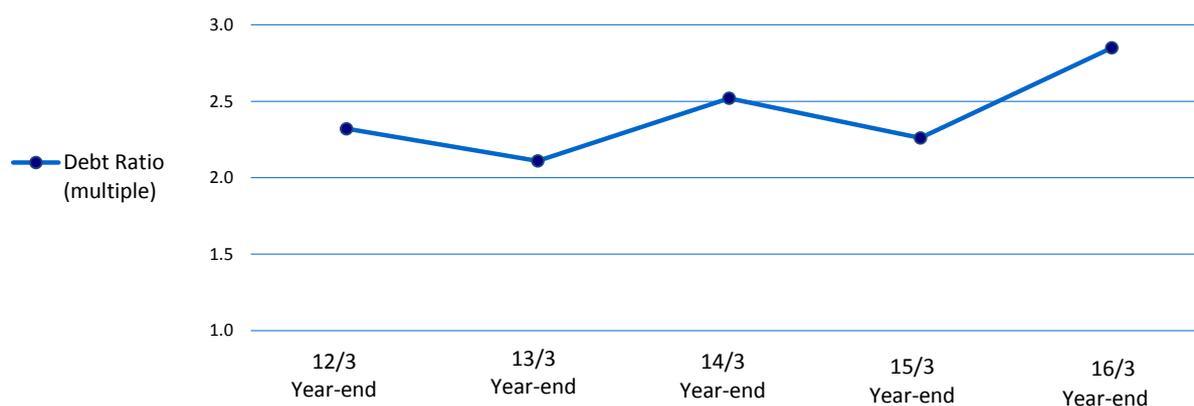
(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Cash and Cash Deposits	17,394	17,911	35,964	26,281	28,515
Inventories	30,294	35,376	33,445	35,345	40,208
Short-term Borrowings	5,494	2,629	2,590	4,742	7,412
Current Portion of Long-term Borrowings	15,887	11,375	5,101	10,378	12,410
Long-term Borrowings	10,774	20,849	29,861	33,235	50,147
Bonds	-	-	-	200	200
Total	32,156	34,854	37,553	48,556	70,171

(Million yen)



	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Debt Ratio (multiple)	2.3	2.1	2.5	2.3	2.9
Current Ratio (%)	136.3	192.7	192.3	194.6	176.7
Interest Expense (Million yen)	979	766	832	892	996
Inventory Turnover Ratio (times / year)	1.9	2.0	2.1	2.2	2.0



Consolidated Statements of Income



	(Million yen)				
	12/3	13/3	14/3	15/3	16/3
	Year-end	Year-end	Year-end	Year-end	Year-end
Net Sales	55,191	64,907	71,963	76,956	76,268
Cost of Sales	41,700	50,528	53,763	58,645	58,433
Gross Profit	13,490	14,378	18,199	18,311	17,835
Selling, General and Administrative Expenses	7,560	8,017	8,400	9,053	10,272
Operating Profit	5,930	6,361	9,798	9,257	7,563
Ordinary Profit	5,071	5,792	9,181	8,540	6,708
Income Before Income Taxes and Minority Interests	4,695	5,869	9,444	8,577	6,456
Net Income	3,681	4,074	5,869	5,718	4,308

*Described in the total period.

Consolidated Balance Sheets

	(Million yen)				
	12/3	13/3	14/3	15/3	16/3
	Year-end	Year-end	Year-end	Year-end	Year-end
Assets					
Current Assets	50,919	55,932	72,524	67,319	75,753
Cash and Cash Deposits	17,394	17,911	35,964	26,281	28,515
Inventories	30,294	35,376	33,445	35,345	40,208
Real Estate Held for Sale	7,430	2,067	1,156	4,901	4,073
Real Estate Held for Sale In Progress	22,863	33,308	32,288	30,444	36,134
Fixed Assets	19,357	19,081	23,366	34,400	53,945
Total Assets	70,277	75,013	95,891	101,738	129,744
Liabilities					
Current Liabilities	37,372	29,025	37,711	34,800	42,859
Notes and Accounts Payable, Trade	10,165	7,920	20,692	10,023	12,037
Short-term Borrowings	5,494	2,629	2,590	4,742	7,412
Current Portion of Long-term Debt Due within One Year	15,887	11,375	5,101	10,378	12,410
Fixed Liabilities	11,765	21,840	31,041	35,748	53,207
Long-term Borrowings	10,774	20,849	29,861	33,235	50,147
Total Liabilities	49,138	50,866	68,752	70,549	96,066
Net Assets					
Capital Stock	4,819	4,819	4,819	4,819	4,819
Other Shareholders' Equity	16,318	19,328	22,318	26,369	28,857
Net Assets	21,138	24,147	27,138	31,189	33,677
Total Liabilities and Net Assets	70,277	75,013	95,891	101,738	129,744

Consolidated Statements of Cash Flows

	(Million yen)				
	12/3	13/3	14/3	15/3	16/3
	Year-end	Year-end	Year-end	Year-end	Year-end
Cash Flows from Operating Activities	11,464	875	22,996	△ 8,155	2,428
Net income before taxes and minority interests	4,695	5,869	9,444	8,577	6,456
Decrease (increase) in accounts receivable trade (△ : increase)	38	54	△ 81	△ 484	△ 30
Decrease (increase) in inventories (△ : increase)	△ 1,577	△ 3,294	2,051	△ 911	△ 2,600
Increase (decrease) in accounts payable trade (△ : decrease)	6,380	△ 2,244	12,772	△ 10,717	2,013
Cash Flows from Investing Activities	△ 792	△ 1,590	△ 4,568	△ 7,998	△ 19,816
Cash Flows from Financing Activities	△ 2,685	1,229	△ 366	6,314	19,663
Increase (Decrease) in Cash and Cash equivalent (△ : decrease)	7,986	515	18,061	△ 9,840	2,275
Cash and Cash Equivalent at Beginning of year	9,391	17,377	17,893	35,954	26,114
Increase in cash and cash equivalent in conjunction with a change in the scope of consolidation	-	-	-	-	-
Cash and cash equivalent at end of year	17,377	17,893	35,954	26,114	28,390

*Described in the total period.

Consolidated Segment Information

【Real Estate Sales Business – Condominiums】

(Million yen)

	15/3 4Q	16/3 1Q	16/3 2Q	16/3 3Q	16/3 4Q
Net Sales	28,036	4,724	11,664	2,381	34,787
Gross Profit (Before the cost transfer)	6,828	1,029	3,410	541	8,533
Gross Profit Margin (%) (Before the cost transfer)	24.4	21.8	29.2	22.7	24.5
Cost (General and administrative expenses)	110	36	45	21	208
Gross Profit (After the cost transfer)	6,718	993	3,365	520	8,324
Gross Profit Margin (%) (After the cost transfer)	24.0	21.0	28.8	21.8	23.9
Impact of Lower of Cost or Market Value Method	—	—	—	—	—
Gross Profit (Except the impact of lower of cost or market value method)	6,718	993	3,365	520	8,324
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	24.0	21.0	28.8	21.8	23.9

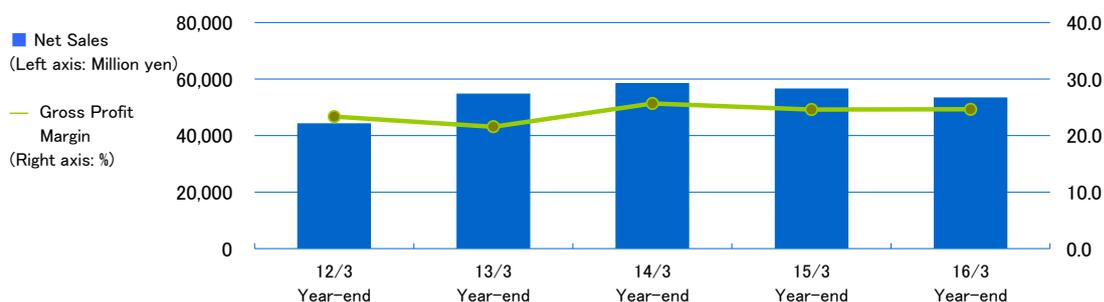
*Described in the accounting period.

【Real Estate Sales Business – Condominiums】

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Net Sales	44,354	54,827	58,597	57,963	53,558
Gross Profit (Before the cost transfer)	10,614	12,159	15,396	14,609	13,514
Gross Profit Margin (%) (Before the cost transfer)	23.9	22.2	26.3	25.2	25.2
Cost (General and administrative expenses)	252	326	344	305	311
Gross Profit (After the cost transfer)	10,361	11,832	15,052	14,303	13,203
Gross Profit Margin (%) (After the cost transfer)	23.4	21.6	25.7	24.7	24.7
Impact of Lower of Cost or Market Value Method	△ 1,340	△ 119	—	—	—
Gross Profit (Except the impact of lower of cost or market value method)	9,020	11,713	15,052	14,303	13,203
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	20.3	21.4	25.7	24.7	24.7

*Described in the total period.



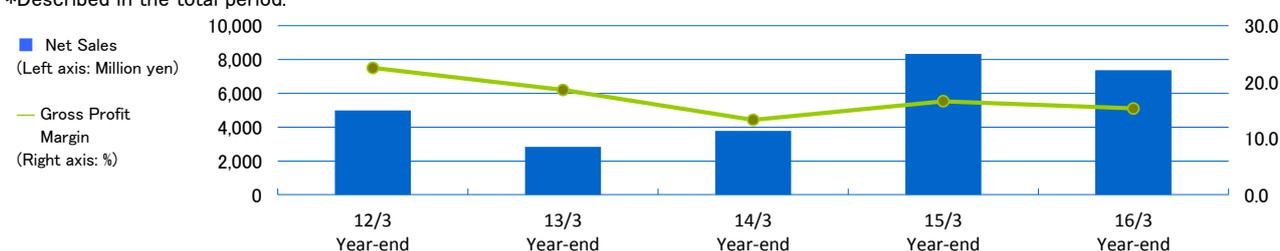
Consolidated Segment Information

【Real Estate Sales Business – Detached Housing】

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Net Sales	4,995	2,838	3,781	8,336	7,361
Gross Profit (Before the cost transfer)	1,235	613	591	1,526	1,289
Gross Profit Margin (%) (Before the cost transfer)	24.7	21.6	15.6	18.3	17.5
Cost (General and administrative expenses)	113	85	87	143	161
Gross Profit (After the cost transfer)	1,122	527	504	1,382	1,128
Gross Profit Margin (%) (After the cost transfer)	22.5	18.6	13.3	16.6	15.3
Impact of Lower of Cost or Market Value Method	△ 158	△ 100	—	△ 151	△ 138
Gross Profit (Except the impact of lower of cost or market value method)	963	426	504	1,230	989
Gross Profit Margin (%) (Except the impact of lower of cost or market value method)	19.3	15.0	13.3	14.8	13.4

*Described in the total period.

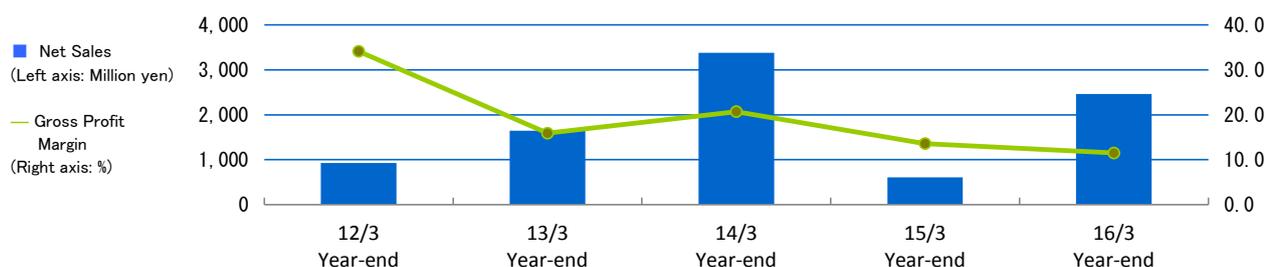


【Real Estate Sales Business – Other】

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Net Sales	931	1,643	3,378	607	2,463
Gross Profit (Before the cost transfer)	322	288	785	107	294
Gross Profit Margin (%) (Before the cost transfer)	34.7	17.6	23.3	17.7	12.0
Cost (General and administrative expenses)	5	27	86	25	11
Gross Profit (After the cost transfer)	317	261	698	82	282
Gross Profit Margin (%) (After the cost transfer)	34.1	15.9	20.7	13.6	11.5

*Described in the total period.



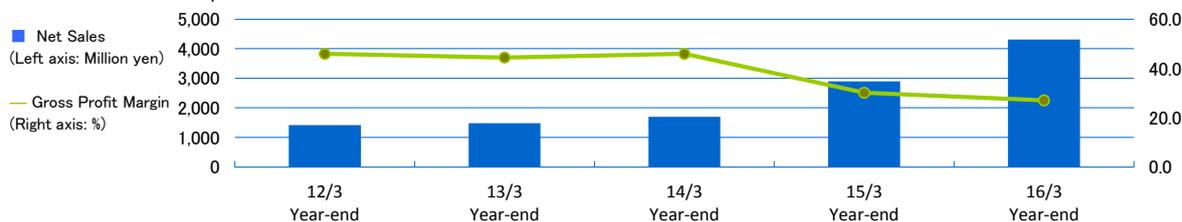
Consolidated Segment Information

【Real Estate Rental Business】

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Net Sales	1,419	1,485	1,696	2,898	4,307
Gross Profit	652	659	778	871	1,164
Gross Profit Margin (%)	45.9	44.4	45.9	30.1	27.0
Cost (General and Gross Profit (After the cost transfer)	-	-	-	-	27
Gross Profit (After the cost transfer)	652	659	778	871	1,137
Gross Profit Margin (%) (After the cost transfer)	45.9	44.4	45.9	30.1	26.4

*Described in the total period.

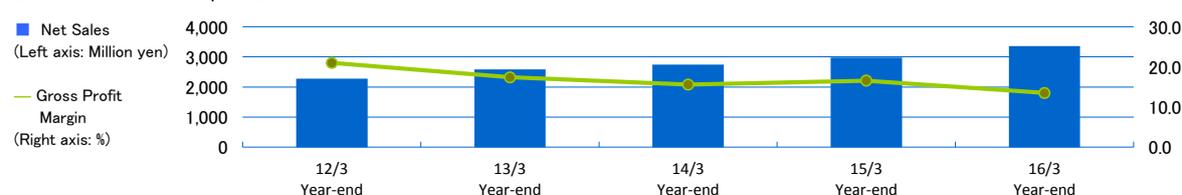


【Management Services Business】

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Net Sales	2,282	2,582	2,739	2,978	3,362
Gross Profit (Before the cost transfer)	1,042	1,148	1,184	1,301	1,335
Gross Profit Margin (%) (Before the cost transfer)	45.7	44.5	43.2	43.7	39.7
Cost (General and administrative expenses)	562	699	757	808	881
Gross Profit (After the cost transfer)	479	449	427	492	453
Gross Profit Margin (%) (After the cost transfer)	21.0	17.4	15.6	16.6	13.5

*Described in the total period.

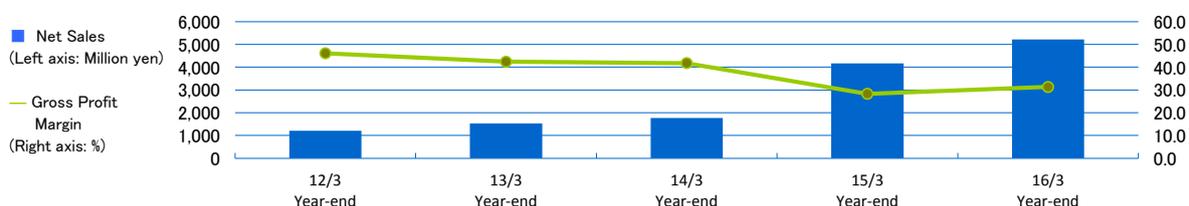


【Other Business】

(Million yen)

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end
Net Sales	1,206	1,529	1,768	4,172	5,215
Gross Profit (Before the cost transfer)	688	802	928	1,402	1,999
Gross Profit Margin (%) (Before the cost transfer)	57.1	52.5	52.5	33.6	38.3
Cost (General and administrative expenses)	132	155	190	223	369
Gross Profit (After the cost transfer)	556	647	738	1,179	1,630
Gross Profit Margin (%) (After the cost transfer)	46.1	42.4	41.8	28.3	31.3

*Described in the total period.

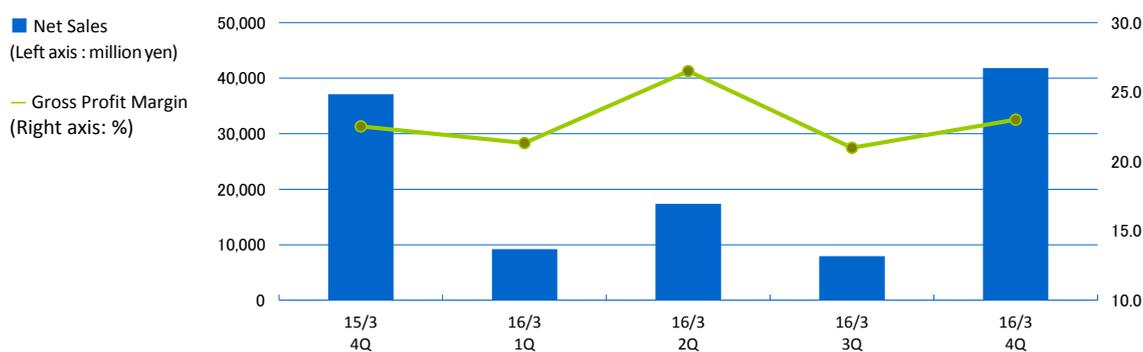


Quarterly Performance

(Million yen)

	15/3 4Q	16/3 1Q	16/3 2Q	16/3 3Q	16/3 4Q
Net Sales	37,098	9,199	17,336	7,915	41,815
Gross Profit	8,354	1,961	4,594	1,660	9,618
Gross Profit Margin (%)	22.5	21.3	26.5	21.0	23.0
Operating Profit	5,697	△ 316	2,128	△ 755	6,505
Ordinary Profit	5,627	△ 532	1,994	△ 1,056	6,302
Net Income	3,853	△ 410	1,285	△ 684	4,117

*Described in the accounting period.



Cash Dividends

	12/3 Year-end	13/3 Year-end	14/3 Year-end	15/3 Year-end	16/3 Year-end	17/3 (forecast)
Cash Dividends (yen)	13.0 *1	15.0	5.0 *2	6.0	13.0	15.0
Total Dividends(annual) (Million yen)	404	429	572	671	1,430	1,650
Dividends Yield (%)	1.7	1.0	1.6	0.9	2.0	-
Dividend Payout Ratio (consolidated) (%)	11.2	11.2	9.9	11.9	33.3	18.3
Dividend on Equity Ratio (consolidated) (%)	2.0	1.9	2.3	2.3	4.4	-

*1 commemorative dividends of ¥2.00

*2 Stock split at the ratio of 1:4 for one common stock effective as of July 1, 2013.

Preferential treatment(gift certificates)

	16/3 gift certificates for packages of rice
100 shares or more to less than 500 shares	1kg (440Yen)
500 shares or more to less than 1,000 shares	3kg (1,320Yen)
1,000 shares or more	5kg (2,200Yen)

Supply Ranking

【Companies In Japan】

	11	12	13	14	15
1	Mitsubishi Estate	Nomura Real Estate Development	Mitsui Fudosan Residential	Sumitomo Realty & Development	Sumitomo Realty & Development
2	Nomura Real Estate Development	Mitsui Fudosan Residential	Nomura Real Estate Development	Mitsubishi Estate	Nomura Real Estate Development
3	Mitsui Fudosan Residential	Mitsubishi Estate	Sumitomo Realty & Development	Nomura Real Estate Development	Mitsui Fudosan Residential
4	Daikyo	Sumitomo Realty & Development	Mitsubishi Estate	Mitsui Fudosan Residential	Mitsubishi Estate
5	Sumitomo Realty & Development	Daiwa House Industry	Daikyo	Tokyu land Corporation	Daiwa House Industry
6	Daiwa House Industry	Daikyo	Daiwa House Industry	Daiwa House Industry	Pressance Corporation
7	Tokyu land Corporation	ANABUKI KOSAN	Pressance Corporation	Pressance Corporation	Tokyu land Corporation
8	Pressance Corporation	Pressance Corporation	Tokyu land Corporation	Daikyo	Tokyo Tatemono
9	KINTETSU Real Estate	KINTETSU Real Estate	Nippon Steel Kowa Real Estate	Takara Leben	Daikyo
10	ANABUKI KOSAN	Tokyu land Corporation	Takara Leben	Meitetsu Real Estate Development	Takara Leben
11	Takara Leben	Tokyo Tatemono	Tokyo Tatemono	Tokyo Tatemono	NIHON ESLEAD Corporation
12	Marimo	Hankyu Realty	NTT Urban Development Company	Hajime Construction	Taisei-Yuraku Real Estate
13	Orix Real Estate	Takara Leben	KINTETSU Real Estate	Hankyu Realty	KINTETSU Real Estate
14	ITOCHU Property development	Orix Real Estate	Sumitomo Corporation	ANABUKI KOSAN	Hajime Construction
15	Meitetsu Real Estate Development	ANABUKI Construction	Sekisui House	Nippon Steel Kowa Real Estate	ANABUKI KOSAN
16	Cosmos Initia	Meitetsu Real Estate Development	ANABUKI KOSAN	KINTETSU Real Estate	Hoosiers Corporation
17	Hankyu Realty	Marimo	ITOCHU Property development	NTT Urban Development Company	NTT Urban Development Company
18	Yuraku Real Estate	NIHON ESLEAD Corporation	Hankyu Realty	Taisei-Yuraku Real Estate	Sekisui House
19	Nice Corporation	ITOCHU Property development	Meitetsu Real Estate Development	ITOCHU Property development	Toray
20	Tokyo Tatemono	Sekisui House	NIHON ESLEAD Corporation	NIHON ESLEAD Corporation	Cosmos Initia

*Source: "Real Estate Economic Institute"

【Stock Information】

Total number of authorized shares	248,000,000
Total number of shares issued	126,000,000
Number of shares of treasury stock	15,938,307
Number of shareholders	9,251

【Major Shareholders】

Name of Shareholder	Shares Held (number:thousand)	Shareholding Ratio (%)
Yoshio Murayama	25,633	20.34
Takara Leben Co., Ltd.	15,938	12.64
Japan Trustee Services Bank, Ltd.	4,970	3.94
The Master Trust Bank of Japan, Ltd.	4,552	3.61
JP MORGAN CHASE BANK 380634	2,753	2.18
BNYM SA/NV FOR BNYM FOR FMSF-FRANKLIN MUTUAL FINANCIAL SERVICES FUND	2,419	1.92
CREDIT SUISSE SECURITIES (USA)	2,418	1.91
BBH BOSTON FOR GMO FOREIGN SMALL COMPANIES FUND	2,253	1.78
MSCO CUSTOMER SECURITIES	2,232	1.77
STATE STREET BANK AND TRUST COMPANY	2,136	1.69

【Share Distribution by Owner】

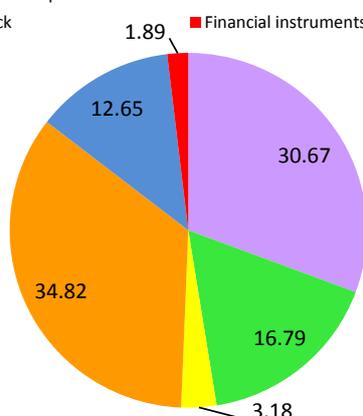
Owner Category	Percentage of shareholders (%)	Percentage of Total Number (%)
Japanese individuals and others	96.34	30.67
Japanese financial institutions	0.39	16.79
Other Japanese corporations	0.94	3.18
Foreign institutions and individuals	2.01	34.82
Treasury stock	0.01	12.65
Financial instruments firms	0.31	1.89
Total	100	100

【Shareholder Distribution by Region】

Region	Percentage of shareholders (%)	Region	Percentage of Total Number (%)
Hokkaido	1.70	Chugoku	4.20
Tohoku	2.89	Shikoku	2.02
Kanto	50.55	Kyushu, Okinawa	4.67
Chubu	14.27	Overseas regions	1.88
Kinki	17.83	Total	100

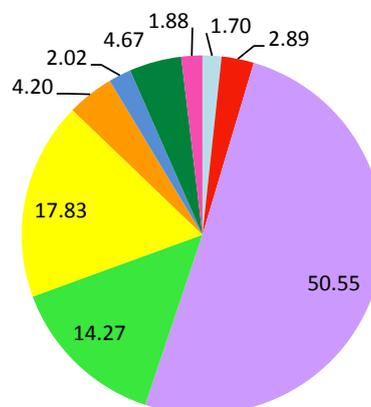
【Percentage of Total Number of Shares】

■ Japanese individuals and others ■ Japanese financial institutions
■ Other Japanese corporations ■ Foreign institutions and individuals
■ Treasury stock ■ Financial instruments firms



【Shareholder Distribution by Region】

■ Hokkaido ■ Tohoku ■ Kanto ■ Chubu ■ Kinki ■ Chugoku ■ Shikoku ■ Kyushu, Okinawa ■ Overseas regions



Disclaimer

These materials were prepared to provide information regarding business performance for the year ended March 31, 2016 and do not constitute a solicitation for investment in securities issued by Takara Leben Co., Ltd. These materials were prepared based on data available as of March 31, 2016. 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.