

## A. Company Information

### I. Overview of the Tosei Group

#### 1. Trends in principal management benchmarks

Term	66th term First nine months	67th term First nine months	66th term
Accounting period	From December 1, 2014 to August 31, 2015	From December 1, 2015 to August 31, 2016	From December 1, 2014 to November 30, 2015
Revenue (¥ thousand) [Third quarter of the current fiscal year]	27,627,851 [5,284,687]	39,139,416 [8,484,199]	43,006,964
Profit before tax (¥ thousand)	4,743,243	8,203,330	6,040,311
Profit attributable to owners of the parent (¥ thousand) [Third quarter of the current fiscal year]	3,049,170 [395,223]	5,379,001 [635,019]	4,135,816
Comprehensive income attributable to owners of the parent (¥ thousand)	3,287,427	5,333,508	4,081,386
Total equity (¥ thousand)	35,435,856	40,822,067	36,228,378
Total assets (¥ thousand)	94,326,807	111,393,983	93,196,052
Basic earnings per share (¥) [Third quarter of the current fiscal year]	63.15 [8.19]	111.40 [13.15]	85.66
Diluted earnings per share (¥)	—	—	—
Ratio of equity attributable to owners of the parent to total assets (%)	37.6	36.6	38.9
Net cash from (used in) operating activities (¥ thousand)	(10,901,526)	(1,550)	(4,443,093)
Net cash from (used in) investing activities (¥ thousand)	(172,267)	(6,274,825)	481,605
Net cash from (used in) financing activities (¥ thousand)	9,702,047	9,589,908	6,661,097
Cash and cash equivalents at end of period (¥ thousand)	14,719,794	22,097,993	18,791,081

Notes: 1. Filing company's trends in principal management benchmarks are not disclosed as the Company prepares quarterly consolidated financial statements.

2. Revenue does not include consumption taxes.

3. Diluted earnings per share for the nine months ended August 31, 2015 of the 66th term is not presented due to an absence of potential shares. Diluted earnings per share for the 66th term and the nine months ended August 31, 2016 of the 67th term are not presented because there were no potential shares that have dilutive effects.

4. The above indexes are based on the quarterly consolidated financial statements and consolidated financial statements that were prepared in compliance with the International Financial Reporting Standards (hereinafter "IFRS").

#### 2. Business description

During the nine months ended August 31, 2016, there were no significant changes in business activities operated by the Tosei Group (the Company and its subsidiaries and affiliates) from the previous fiscal year.

With respect to changes in principal subsidiaries and affiliates, Urban Home Corporation, Urban Next Co., Ltd., Kishino Corporation, Kishino Real Estate Corporation and Four Big Corporation were acquired through M&A transactions, and Tosei Hotel Management Co., Ltd. and Tosei Chintai Hoshō LLC were established. Those entities have been included in the scope of consolidation.

Also, Tosei international, Inc. former consolidated subsidiaries which went into liquidation, are excluded from the scope of consolidation as of August 5, 2016 after the trade name of a consolidated subsidiary NAI Tosei Japan, Inc. has been changed to Tosei international, Inc. as of January 31, 2016.

Reportable segment classifications have been changed effective from the first quarter of the fiscal year ending November 30, 2016. For details, please refer to "5. Segment information" in "IV. Accounting, 1. Condensed Quarterly Consolidated Financial Statements, (5) Notes to Condensed Quarterly Consolidated Financial Statements."