

Financial Results for the First Nine Months of the Fiscal Year 2018

Tosei Corporation

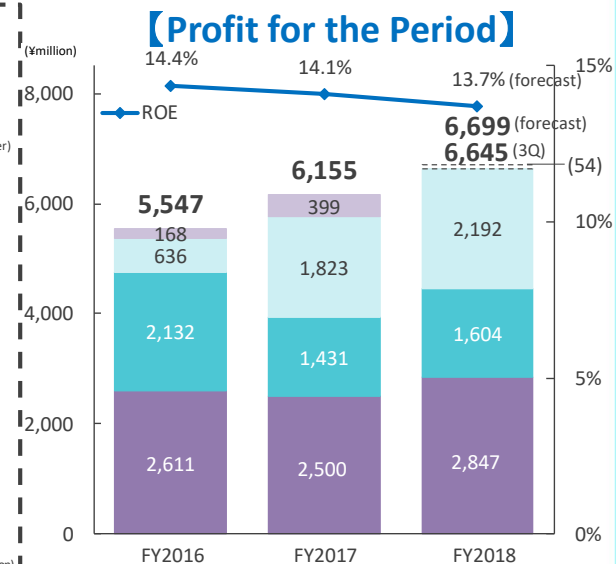
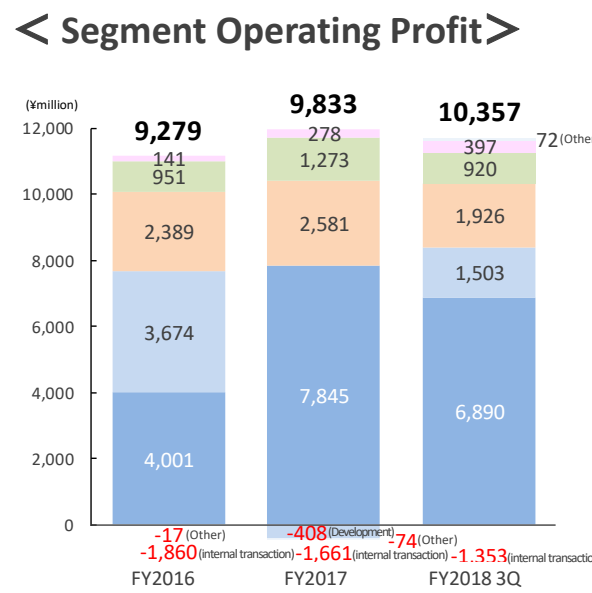
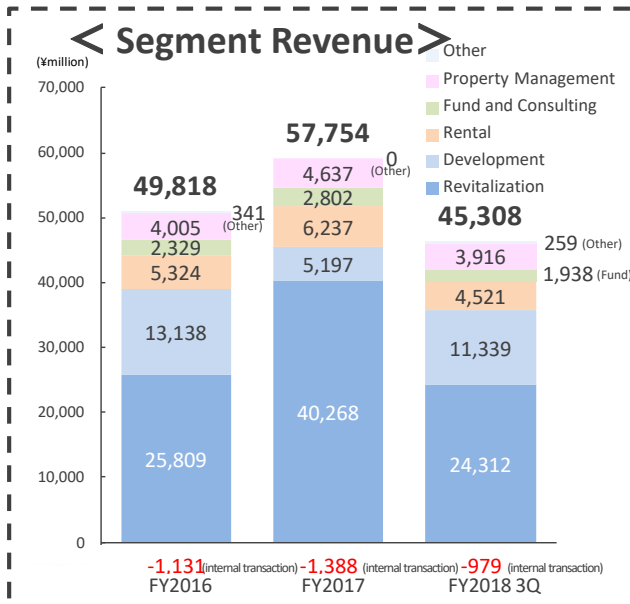
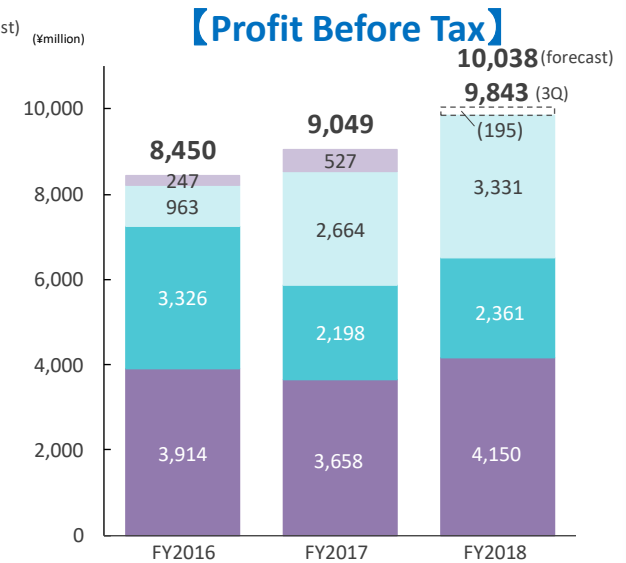
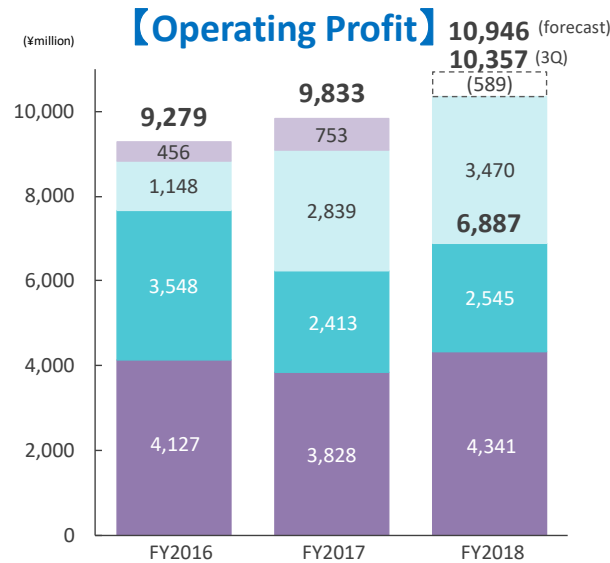
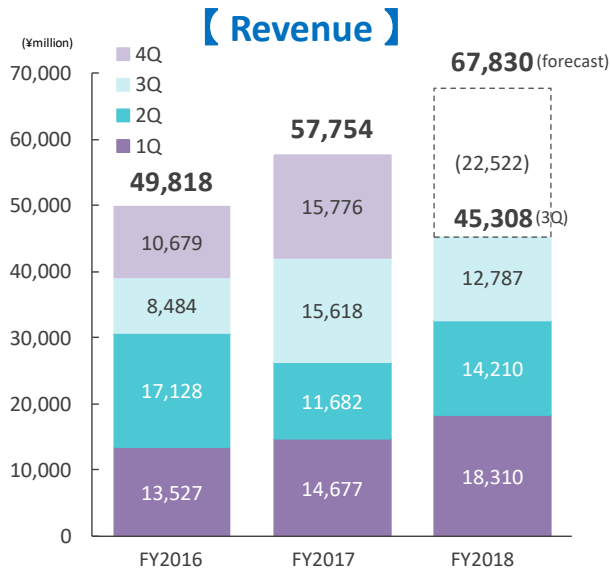
Tokyo Stock Exchange, First Section Code : 8923

Singapore Exchange, Mainboard Code : S2D

5 October, 2018

FY2018 First Nine Months / Full Year Forecasts - Highlights-

- ◆ Revenue ¥45.3 billion (up 7.9% yr/yr), Profit for the Period ¥6.6 billion (up 15.5% yr/yr).
- ◆ Profit rose to the level of the full-year forecast and are expected to reach record high this year.



Overview of Consolidated Financial Results

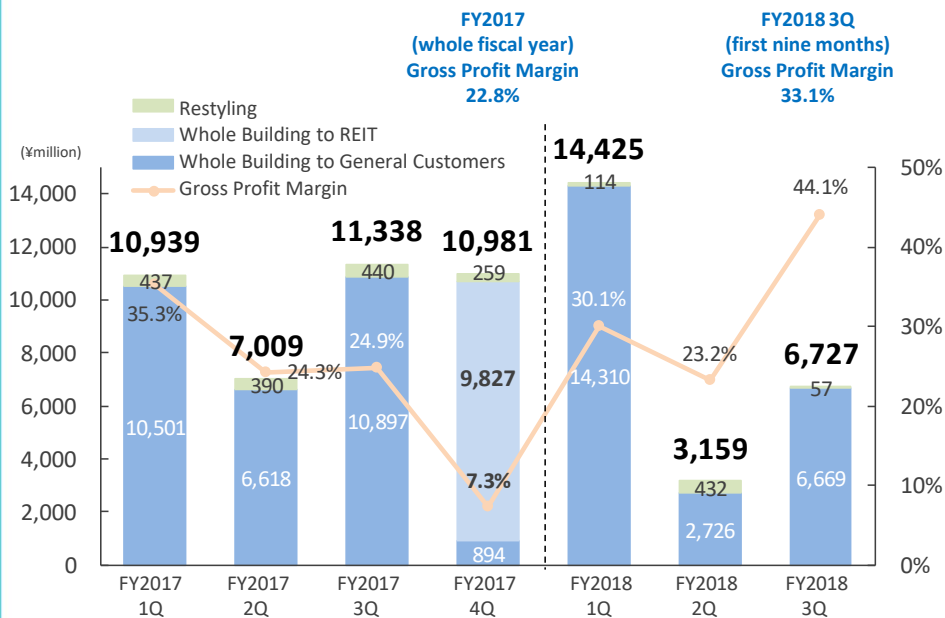
(¥million,%)

	FY2017 3Q		FY2018 3Q		yr/yr change	
		%		%		%
Revenue	41,978	100.0	45,308	100.0	3,330	7.9
Cost of Revenue	27,884	66.4	29,312	64.7	1,428	5.1
Gross Profit	14,094	33.6	15,996	35.3	1,901	13.5
Selling, General and Administrative Expenses	5,195	12.4	5,683	12.5	488	9.4
Expences Related to Property Marketing Activities	1,150	2.7	1,340	3.0	190	16.6
Selling, General and Administrative Expenses (Net of Expences Related to Property Marketing Activities)	4,045	9.6	4,343	9.6	298	7.4
Other Income	203	0.5	136	0.3	-66	-32.9
Other Expenses	20	0.0	90	0.2	69	331.5
Operating Profit	9,080	21.6	10,357	22.9	1,276	14.1
Finance Income/Cost (Net)	-559	-	-514	-	44	-
Profit Before Tax	8,521	20.3	9,843	21.7	1,321	15.5
Income Tax Expense	2,766	-	3,197	-	431	-
Profit For the Period	5,755	13.7	6,645	14.7	889	15.5
Comprehensive Income for the Period	5,769	13.7	6,680	14.7	910	15.8
EPS(¥)	119.20		137.15		17.95	15.1

Revitalization Business - First Nine Months of FY2018-

- ◆ Revenue ¥24.3 billion (down 17.0% yr/yr), Gross Profit ¥8.0 billion (down 4.1% yr/yr).
- ◆ A property acquired with completely vacant rooms was sold in a state of full occupancy by leasing, resulting in a high profit margin. Also a property acquired in the past through a real estate M&A was sold at a high profit margin.
By selling 31 properties (down 14 properties yr/yr), profit is expected to be almost equal to that of the previous year.

Revenue / Gross Profit Margin



(\\$million)	FY2017		FY2018	
	Nine Months	Full Year	Nine Months	Full Year (forecast)
Revenue	29,286	40,268	24,312	39,375
Gross Profit	8,386	9,186	8,038	9,023
Operating Profit	7,309	7,845	6,890	7,067
No. of Sales (Restyling)	38	45	17	26
No. of Sales (Whole buildings, Others)	45	58	31	59

*The gross profit is net of Cost of Revenues including the following write-down amounts under LCM: FY2017: -5 million

Major Properties Sold



Itabashi-ku
Income-generating Building



Hino-shi
Income-generating Apartment



Fujisawa-shi
Income-generating Apartment

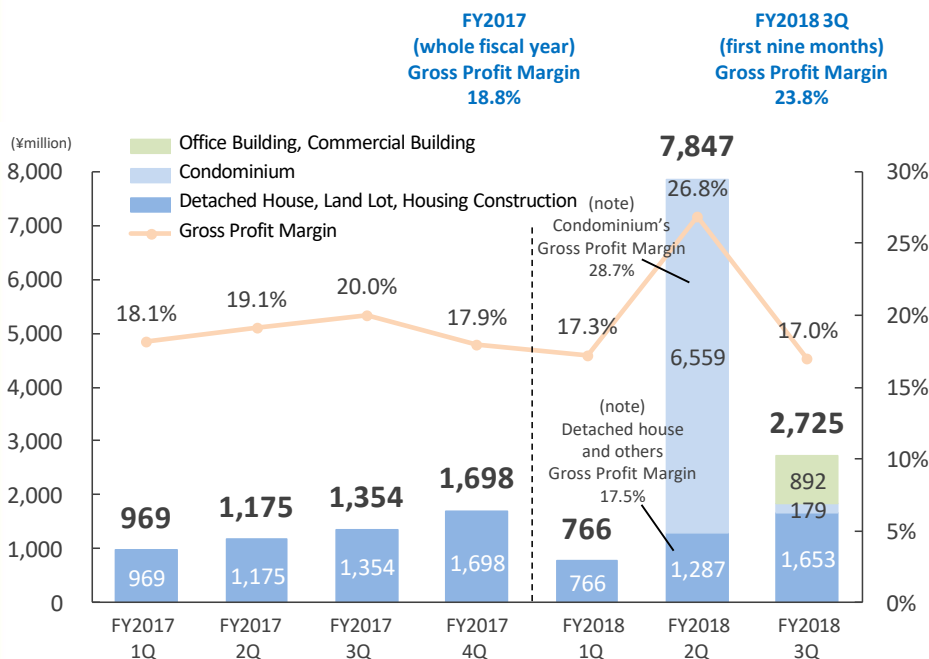


Sumida-ku
Income-generating Building

Development Business - First Nine Months of FY2018-

- ◆ Revenue ¥11.3 billion (up 224.1% yr/yr), Gross Profit ¥2.7 billion (up 302.2% yr/yr).
- ◆ The Development business' performance was driven by The Palms Yutenji Master Place which is a first condominium project in four years.
- ◆ Sold 77 detached houses (including land lots) in projects such as THE Palms Court Koshigaya Lake Town, and sold a commercial facility in Nishikasai.

Revenue / Gross Profit Margin



	FY2017		FY2018	
	Nine Months	Full Year	Nine Months	Full Year
Revenue (¥million)	3,498	5,197	11,339	14,880
Gross Profit	671	976	2,702	3,328
Operating Profit	-310	-408	1,503	1,657
No. of Sales (Sales in lots)	80	121	77	138
No. of Sales (Whole buildings)	-	-	87	89
No. of Sales (Condominiums)	-	-	1	2

*The gross profit is net of Cost of Revenues including the following write-down amounts under LCM: FY2017: -28 million

Major Properties Sold



THE Palms Yutenji Master Place
(Sold 87 out of 89 units)



THE Palms Court Higashi-Nakano



THE Palms Court Kunitachi

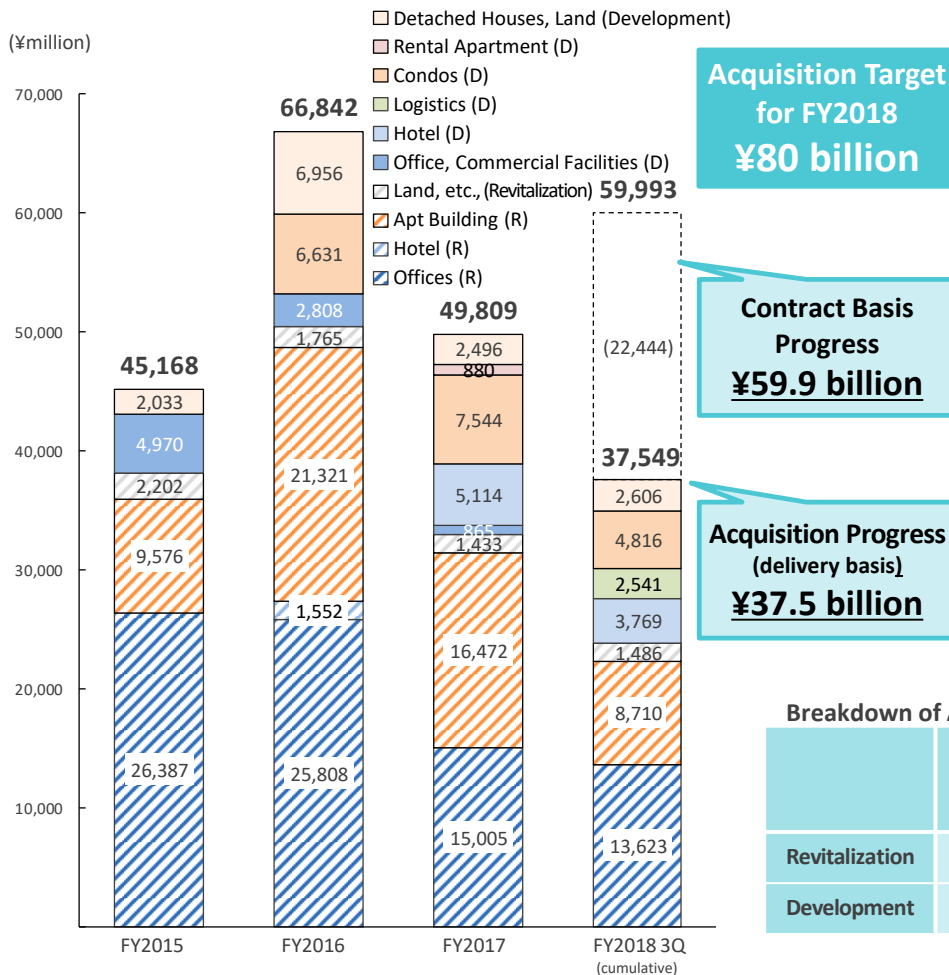


Comodo Casa Kamakura-Shiromeguri
(Urban Home)

Acquisitions in Revitalization and Development Businesses -Acquisition Amount and Inventories-

- ◆ Total acquisition amount (expected disposition values) was about ¥37.5 billion as a result of the acquisition of a wide variety of products, such as offices, condominiums, hotels, logistics facilities and detached houses.
- ◆ Total acquisition amount progressed to about ¥59.9 billion on a contract basis.

Trends in Annual Acquisition Amounts (delivery basis and expected revenues)



Breakdown of Inventories



Kawasaki-shi
Empty Apt Building



Yokohama-shi
Income-generating Building



Sagami-hara-shi
Income-generating Apt Building



Hlno-shi
Income-generating Building

Breakdown of Acquisition (for first the nine months of FY2018)

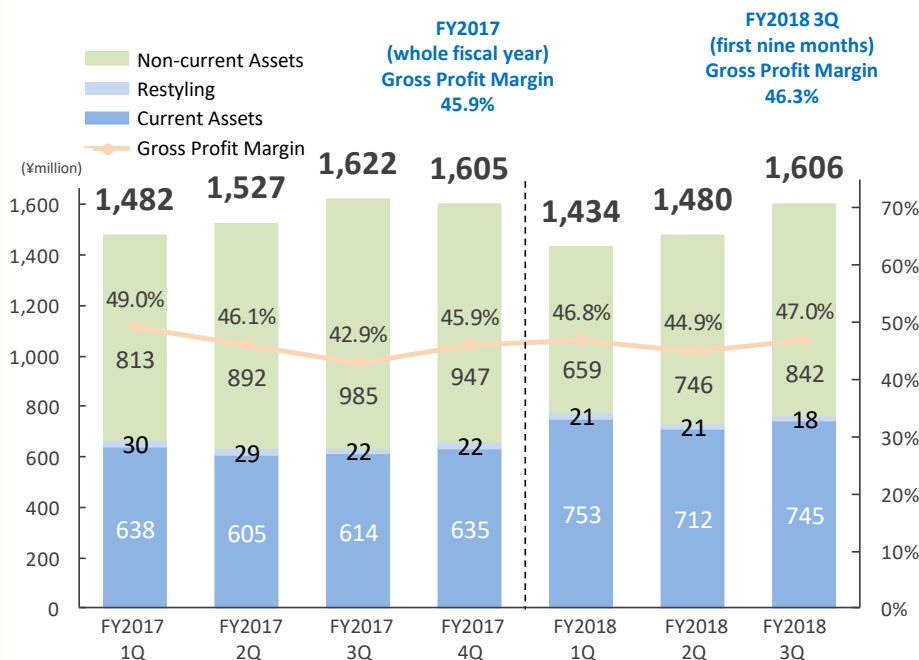
	Office BL	Apartment	Hotel	Logistics	Condos	Detached House, Land lots	Total
Revitalization	18	17	-	-	-	10	45
Development	-	-	1	1	1	5	8

*For more details for inventory expected disposition value please look P11~P12

Rental Business - First Nine Months of FY2018-

- ◆ Revenue ¥4.5 billion (down 2.4% yr/yr), Gross Profit ¥2.0 billion (down 1.7% yr/yr).
- ◆ Rent income from current assets is ¥2.2 billion (up 19.0% yr/yr), which accounts for 50% of rent income.
- ◆ The number of properties which have rent income owned by Tosei increased to 94 (an increase of 5 properties from the end of the previous year).

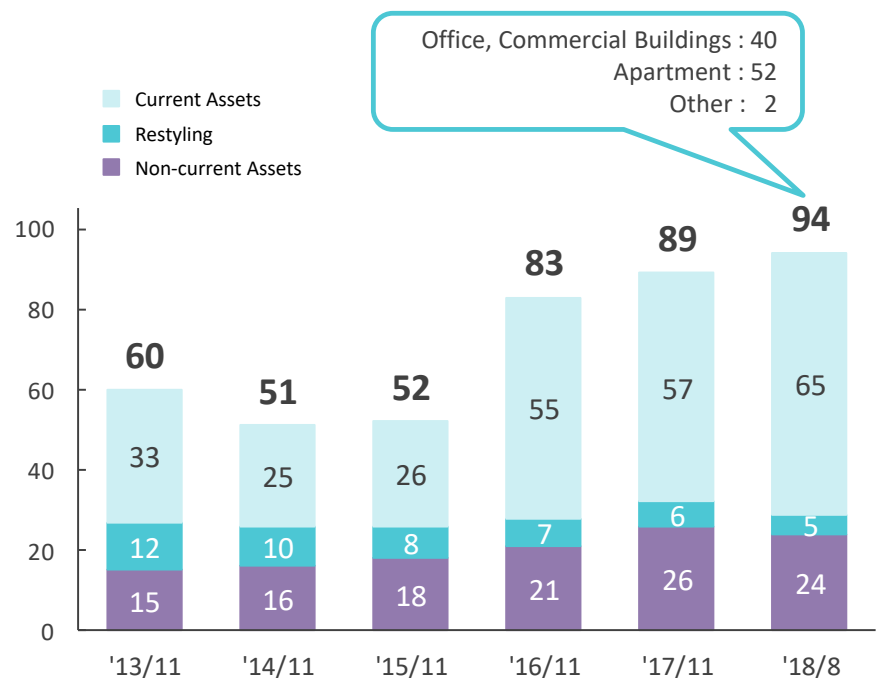
Revenue / Gross Profit Margin



Item	FY2017		FY2018	
	Nine Months	Full Year	Nine Months	Full Year (forecast)
Revenue	4,632	6,237	4,521	6,709
Gross Profit	2,127	2,864	2,091	3,304
Operating Profit	1,935	2,581	1,926	3,009

*The revenue includes internal transactions.

Breakdown of Properties* Held by Tosei



Office, Commercial Buildings : 40
Apartment : 52
Other : 2

*Only includes income-generating properties

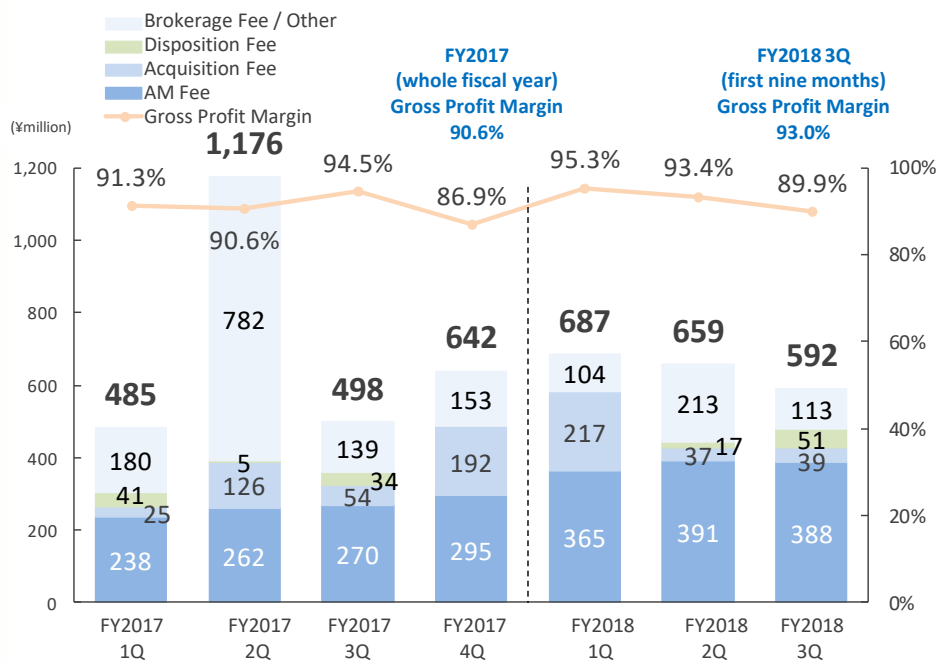
Increase and Decrease from the End of the Previous Fiscal Year

New Acquisition	+26
Decrease by Sale	-24
Other	+3

Fund and Consulting Business - First Nine Months of FY2018-

- ◆ Revenue ¥1.9 billion (down 10.3% yr/yr), Gross Profit ¥1.8 billion (down 8.9% yr/yr).
- ◆ Our company has newly started AM contracts with “Kawada-cho ComfoGarden”, the balance of AUM increase to ¥648.2 billion (an increase of ¥96.0 billion from the end of the previous year). Income from Asset Management (AM) fees for the nine months of FY2018 exceeded ¥1.1 billion. (up 48.3% yr/yr).

Revenue / Gross Profit Margin

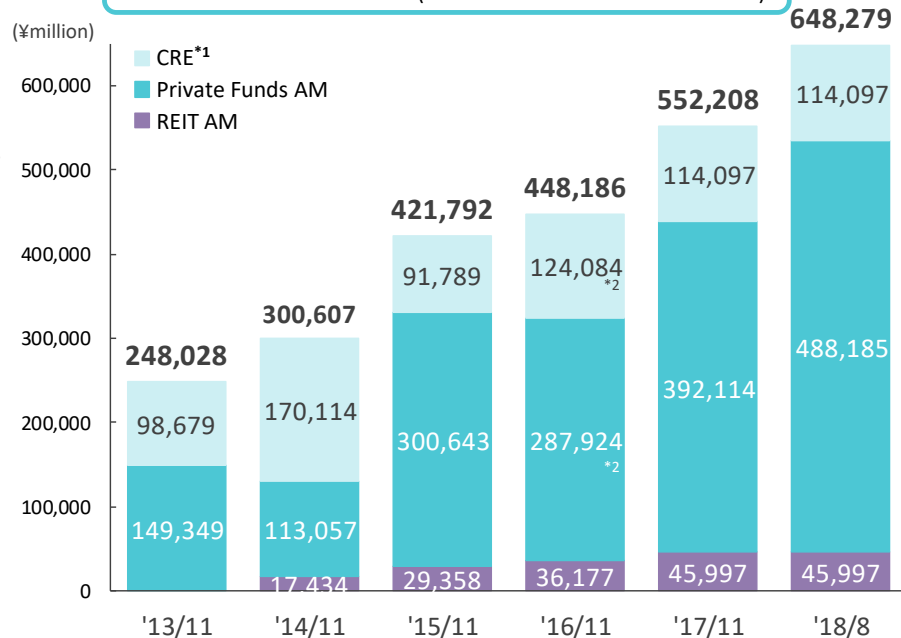


	FY2017		FY2018	
	Nine Months	Full Year	Nine Months	Full Year (forecast)
Revenue	2,160	2,802	1,938	2,715
Gross Profit	1,980	2,538	1,802	2,589
Operating Profit	1,070	1,273	920	1,187

*The revenue includes internal transactions.

Balance of Assets Under Management

Increase and Decrease from the End of the Previous Fiscal Year
Private Funds AM +¥96.0 B (Increase ¥125.6B Decrease ¥29.5B)



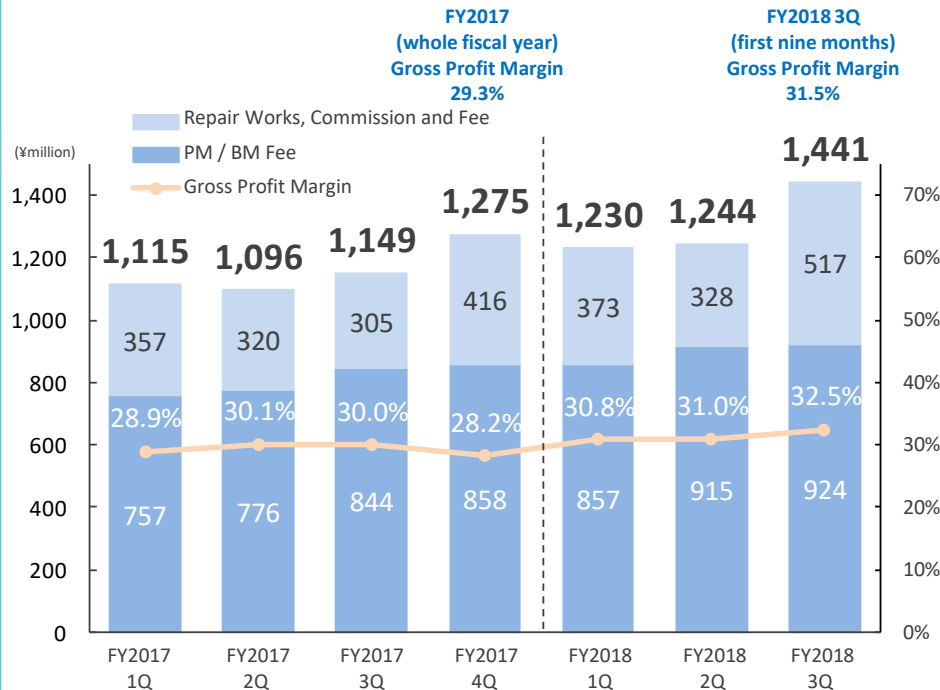
*1 The light blue portion indicates the assets under consulting agreements of CRE. CRE is methods of investing in and managing corporate real estate efficiently to maximize long-term enterprise value. By undertaking CRE, Tosei conducts comprehensive consulting services from the views of real estate professional.

*2 ¥45 billion was transferred from private funds AM to CRE at the end of November, 2016 after reviewing the management details. For comparison, revenue for the previous fiscal year (FY2016) are recalculated.

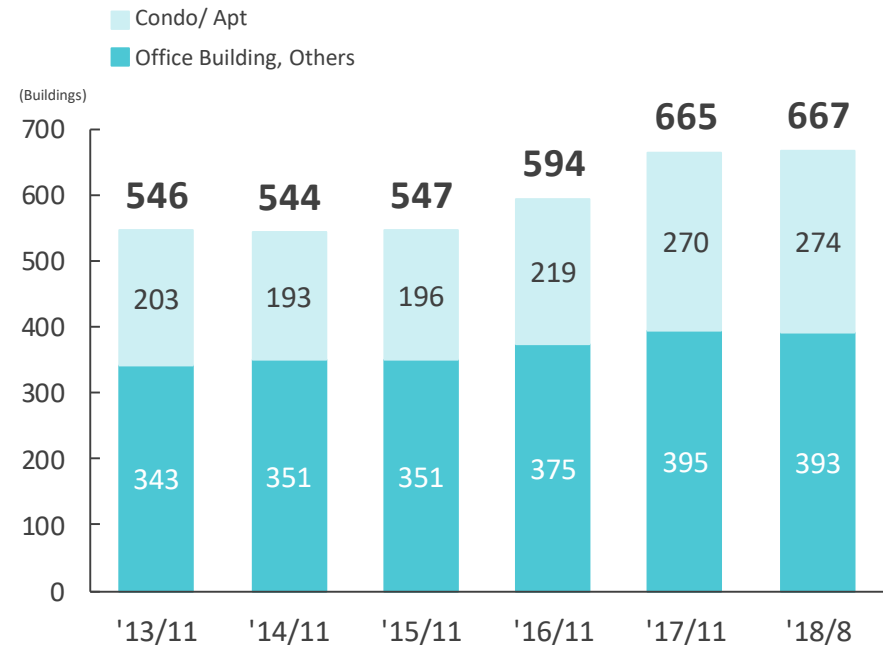
Property Management Business - First Nine Months of FY2018-

- ◆ Revenue ¥3.9 billion (up 16.5% yr/yr), Gross Profit ¥1.2 billion (up 23.6% yr/yr).
- ◆ The total number of properties under management is 667 (an increase of 2 properties from the end of the previous year).
- ◆ Contracts for repair work were steady, and revenue from one-off work and commissions also increased.

Revenue / Gross Profit Margin



The Number of Properties Under Management



Example of Properties Under Management



	FY2017		FY2018	
	Nine Months	Full Year	Nine Months	Full Year (forecast)
Revenue	3,362	4,637	3,916	5,201
Gross Profit	996	1,356	1,232	1,483
Operating Profit	212	278	397	283

*The revenue includes internal transactions.

Summary of Balance Sheet (Consolidated) –Assets-

(¥million)

	'17/11			'18/11			'18/8	Nine Months YTD	
		Decrease	Increase		Decrease	Increase		Decrease	Increase
Total Assets	122,550	+12,385		134,935	+62		134,998	+12,448	
Cash and Cash Equivalents	23,750	+2,076		25,827	+1,370		27,197	+3,446	
Inventories (Properties)	59,718	-18,864	+28,588	69,442	-6,209	+8,392	71,625	-25,074	+36,980
Investment Properties/PPE	33,665	-280	+222	33,607	-3,700	+5	29,912	-3,980	+228
Other Assets	5,416	+641		6,058	+204		6,263	+846	

A: Change in inventory

Inventories increased ¥11.9 billion from the end of the previous fiscal year. The increase was attributed to new properties purchase and new development, etc., which exceeded decreases due to properties sold.

		(¥million)	1Q	2Q	3Q	Total				
Increase Factor	Acquisition		+8,843	+12,667	+1,667	+23,178				
	Construction/Value-added etc.		+2,297	+4,780	+3,163	+10,241				
	Transfer from Current Assets				+3,561	+3,561				
Decrease Factor	Dispositions	-10,699	-8,165	-6,209		-25,074				
Total			-10,699	+11,140	-8,165	+17,448	-6,209	+8,392	-25,074	+36,980

Summary of Balance Sheet (Consolidated) -Liabilities/Equity-

(¥million)	'17/11	Decrease	Increase	'18/11	Decrease	Increase	'18/8	Nine Months YTD	
								Decrease	Increase
Total Liabilities/Equity	122,550	+12,385		134,935	+62		134,998	+12,448	
Total Liabilities	76,391	+8,908		85,299	-2,138		83,161	+6,769	
Borrowings	67,123	+5,712		72,836	-1,017		71,818	+4,695	
		-21,529	+27,242		-6,971	+5,954		-28,501	+33,196
Current Borrowings	6,449	-209		6,239	+174		6,414	-34	
		-5,171	+4,961		-1,658	+1,833		-6,829	+6,794
Non-current Borrowings	60,674	+5,922		66,596	-1,192		65,404	+4,730	
		-16,358	+22,280		-5,313	+4,121		-21,671	+26,401
Other Liabilities	9,268	+3,195		12,463	-1,121		11,342	+2,074	
Equity	46,158	+3,476		49,635	+2,201		51,837	+5,678	
Equity Ratio (%)	37.7	-0.9		36.8	+1.6		38.4	+0.7	
Net D/E Ratio	0.94	+0.01		0.95	-0.09		0.86	-0.08	

A: Change in borrowings

		(¥million)	1Q	2Q	3Q	Total			
Current	Increase Factor	New Borrowings	+143	+713	+29	+885			
	Decrease Factor	Non-current → Current Portion	+2,997	+1,107	+1,804	+5,909			
		Repayment upon Disposition	-474	-3,174	-474	-4,123			
Non-Current	Decrease Factor	Other (Refinance, Repayment, etc.)	-1,009	-512	-1,183	-2,705			
	Increase Factor	New Borrowings	+8,012	+10,898	+3,451	+22,361			
	Decrease Factor	Other (Refinance, etc.)	+1,020	+2,350	+670	+4,040			
		Repayments upon Disposition	-7,816	-1,910	-3,478	-13,204			
		Other Repayments (Refinance, Repayment, etc.)	-515	-2,010	-30	-2,557			
	Non-current → Current Portion	-2,997	-1,107	-1,804	-5,909				
	Total	-12,814	+12,173	-8,715	+15,069	-6,971	+5,954	-28,501	+33,169

- The debt balance increased by ¥4.6 billion from the end of the previous fiscal year. The increase was attributed to new borrowings for property purchase and new development, which exceeded decreases due to properties sold and scheduled payment, etc.

B: Change in Equity

- Total equity increased ¥5.6 billion from the end of the previous year, reflecting an increase of ¥6.6 billion in profits, the payment of ¥1.2 billion for dividends, and ¥0.2 billion for exercise of stock options.

C: Financial Soundness

- Equity ratio is 38.4% (up 0.7 points from the end of the previous year).
- Net D/E ratio is 0.86 times (down 0.08 points from the end of the previous year).

Inventories -Breakdown-

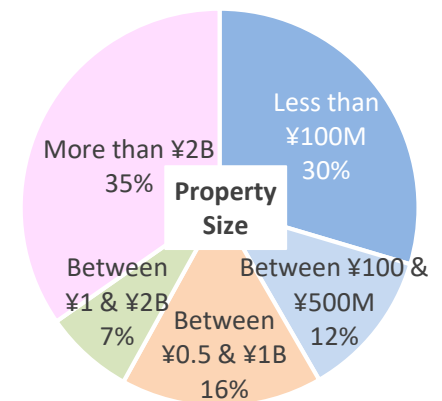
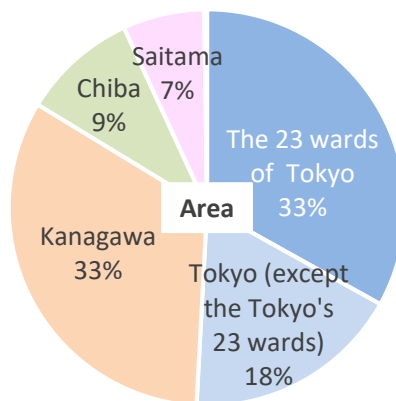
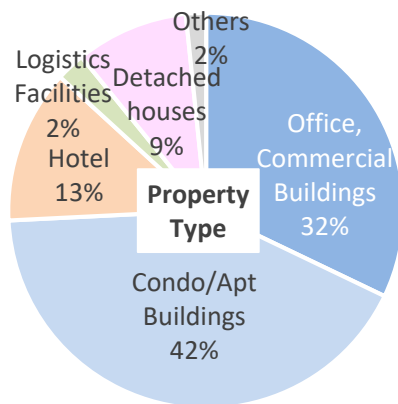
Balance of Inventories As of end of August, 2018	71,625 (121properties)	Total Expected Disposition Value	107,679
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Breakdown of Inventories

Property type	Inventories				Total (A)+(B)	Expected Disposition Values		Total expected disposition value
	Revitalization (A)	No. of properties	Development (B)	No. of properties		Revitalization	Development	
Office, Commercial Building	24,491	(30)	2,447	(3)	26,939	31,661	2,914	34,575
Condo/Apt Building	20,339	(54)	8,713	(5)	29,053	24,965	20,365	45,331
Hotel	3,062	(1)	4,328	(2)	7,390	4,539	9,015	13,555
Logistics Facility	-	-	710	(1)	710	-	2,540	2,540
Detached House	-	-	6,109	(16)	6,109	-	9,901	9,901
Other	1,421	(9)	-	-	1,421	1,774	-	1,774
TOTAL	49,316	(94)	22,309	(27)	71,625	62,942	44,737	107,679

- The expected disposition values above are based on Tosei's estimate of revenue corresponding to the properties currently in the inventories. Actual amounts may vary significantly from the estimates, due to various factors.
- The inventories above represent carrying amount and may increase due to such factors as value-added investments and construction costs.
- The condominium buildings and detached houses are counted as each project being one property.

Expected disposition values



Inventories -Expected Disposition Values-

◆ Inventories (expected disposition values) totaled ¥107.6 billion as of end of August, 2018.

(¥million)

	'08/11	'09/11	'10/11	'11/11	'12/11	'13/11	'14/11	'15/11	'16/11	'17/11	'18/8
Office, Commercial Building	60,487	31,264	22,251	15,206	18,595	18,497	27,185	34,998	37,820	29,740	34,575
Condo / Apt Building	14,327	12,844	30,589	26,627	23,476	22,709	13,881	23,497	39,573	44,749	45,331
Hotel	—	—	—	—	—	—	—	2,336	4,151	10,123	13,555
Logistics Facility	—	—	—	—	—	—	—	—	—	—	2,540
Detached House	—	—	558	3,727	7,701	13,225	15,247	11,184	13,673	11,138	9,901
Other	1,672	479	220	1,021	354	393	4,243	2,348	4,208	4,324	1,774
Total	76,487	44,588	53,620	46,581	50,127	54,825	60,557	74,365	99,428	100,076	107,679

Balance between inventories and sales volume –There are enough inventories for this fiscal year-

(¥million)

		'15/11	'16/11	'17/11	'18/11 (forecast)
(Beginning-of-period) Inventories ^{*1}	(A)	60,557	74,365	99,428	100,076
Revenue ^{*2}	(B)	32,592	38,948	45,465	54,255
Revenue ^{*2} ÷ (beginning-of-period) Inventories	(B) ÷ (A)	54%	52%	46%	54%

*1 Expected disposition values

*2 Sales from the trading business (Revitalization and Development business)

Investment properties and PPE -Breakdown-

◆ Unrealized profits (after tax) from investment properties and PPE stood at ¥13.8 billion.

Balance of Book Value as of end of August 2018		Unrealized Gains		(¥million)	
29,811		20,693			
Property Type	Balance of book value(A)	No. of Properties	Fair Values(B)	Unrealized Gains (B)-(A)	
Office, Commercial Building *1	22,106	(19)	34,647	12,540	
Condo/Apt Building	4,280	(6)	6,802	2,521	
Hotel	1,771	(1)	4,224	2,452	
Logistics Facility *2	997	(2)	1,512	514	
Land lot, etc.	654	(1)	3,319	2,664	
Investment Property	29,811	(29)	50,505	20,693	A
				Income Tax Expense	-6,829*3
				Unrealized Gains (After Tax)	13,864
					C (A+B)

*1 Includes one property which is partially is a hotel

*2 From FY2018 3Q "Logistics" is added to the property type

*3 Calculated by corporation tax rate 33%

* Fair values in above is based on the real estate appraisal by Tosei

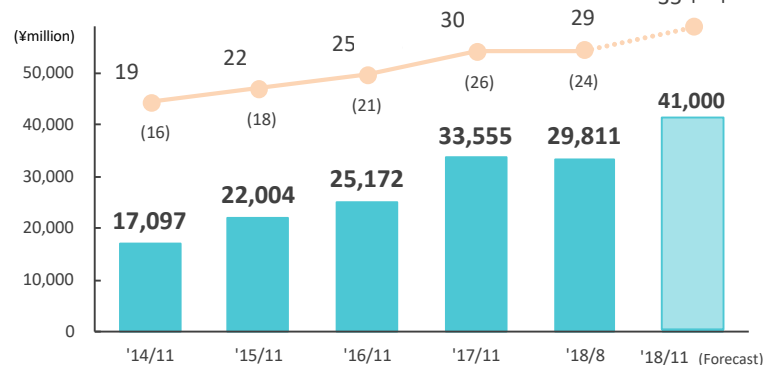
* PPE book value doesn't include book value of structures attached to the buildings.

Total Capital including unrealized gains (after tax) in above

	As of end of August, 2018	
	¥	Per Share
Equity [A]	¥51,837M	¥1,068.04
Unrealized Gains (after tax) [B]	¥13,864M	¥285.67
Total ([A]+[B])	¥65,702M	¥1,353.71

Changes in Investment Properties and PPE (Book Value)

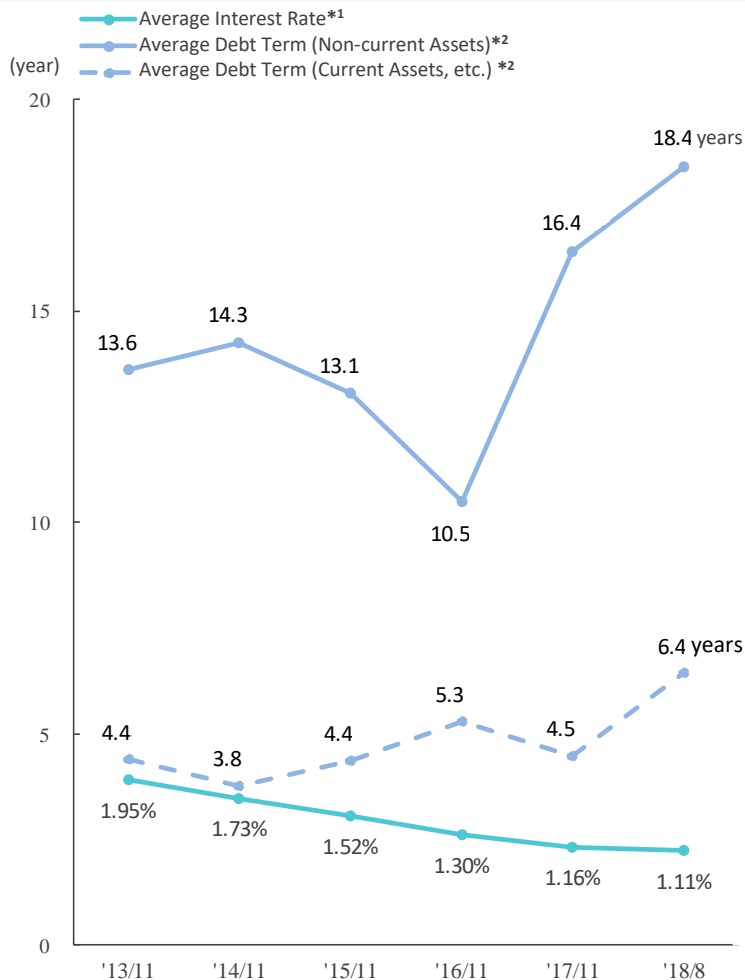
*() are the number of properties which have rental income



Borrowings from Financial Institutions

- ◆ The borrowing from banks were controlled under certain level of repayments to ease cash flow management.
- ◆ The average loan term of non-current assets is 18.4 years.
- ◆ Average annual interest rates on borrowings decrease to 1.11%

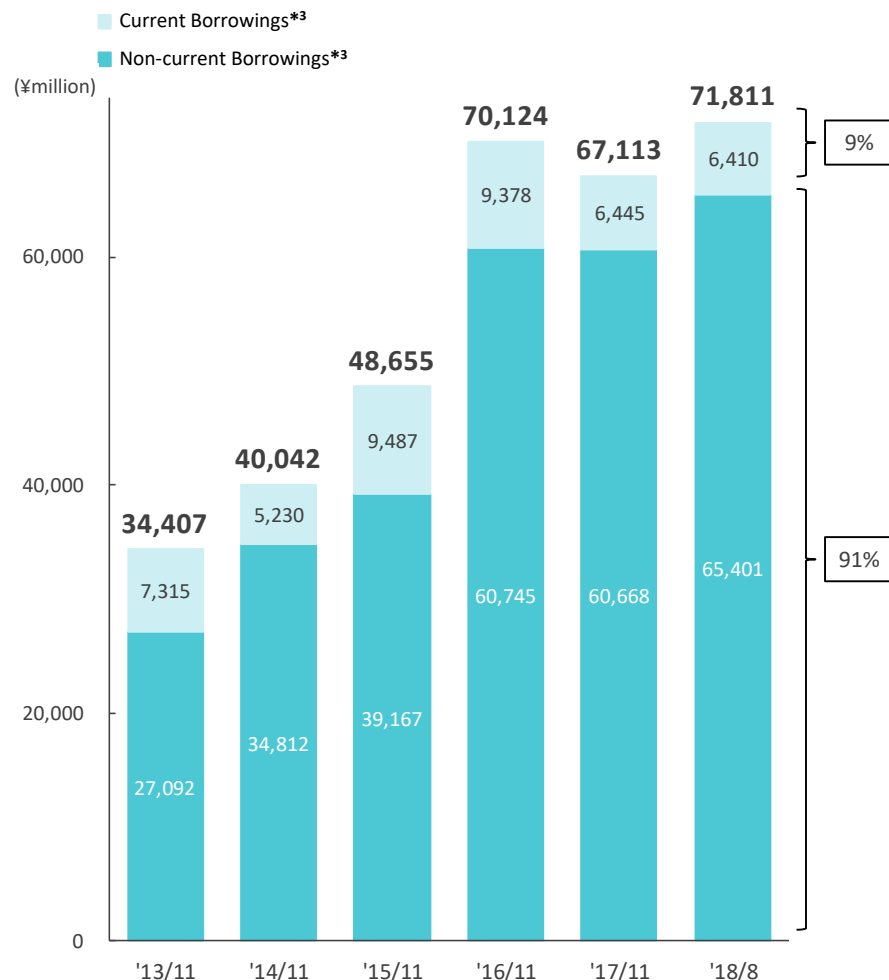
Changes in Borrowing Rate / Period



*1 The weighted-average rate of borrowing balance of end of each financial year

*2 Borrowing period are calculated using the weighted average of period from the date of borrowing until due date of borrowing depending on the borrowing balance. *3 lease debts are not included

Changes in Borrowing Balance



Overview of Segment Results (Consolidated) -Revenue and Cost of Revenue-

(¥million,%)

Revenue	FY 2017 3Q		FY 2018 3Q		yr/yr Change	
		%		%		%
Total	41,978	100.0%	45,308	100.0%	3,330	7.9%
Revitalization	29,286	69.8%	24,312	53.7%	-4,974	-17.0%
Development	3,498	8.3%	11,339	25.0%	7,840	224.1%
Rental	4,632	11.0%	4,521	10.0%	-111	-2.4%
Fund and Consulting	2,160	5.1%	1,938	4.3%	-221	-10.3%
Property Management	3,362	8.0%	3,916	8.6%	554	16.5%
Other	0	-	259	0.6%	259	-
Internal Transaction	-962	-2.3%	-979	-2.2%	-17	1.8%

Cost of Revenue	FY 2017 3Q		FY 2018 3Q		yr/yr Change	
		%		%		%
Total	27,884	66.4%	29,312	64.7%	1,428	5.1%
Revitalization	20,900	71.4%	16,273	66.9%	-4,626	-22.1%
Development	2,827	80.8%	8,637	76.2%	5,810	205.5%
Rental	2,505	54.1%	2,430	53.7%	-75	-3.0%
Fund and Consulting	179	8.3%	135	7.0%	-44	-24.7%
Property Management	2,365	70.3%	2,684	68.5%	318	13.5%
Other	-0	-	5	2.1%	6	-
Internal Transaction	-893	-	-853	-	39	-4.4%

Overview of Segment Results (Consolidated) -Gross Profit and Operating Profit-

(¥million,%)

Gross Profit	FY 2017 3Q		FY 2018 3Q		yr/yr Change	
		%		%		%
Total	14,094	33.6%	15,996	35.3%	1,901	13.5%
Revitalization	8,386	28.6%	8,038	33.1%	-347	-4.1%
Development	671	19.2%	2,702	23.8%	2,030	302.2%
Rental	2,127	45.9%	2,091	46.3%	-36	-1.7%
Fund and Consulting	1,980	91.7%	1,802	93.0%	-177	-8.9%
Property Management	996	29.7%	1,232	31.5%	235	23.6%
Other	0	-	254	97.9%	253	-
Internal Transaction	-69	-	-125	-	-56	82.1%

Operating Profit	FY 2017 3Q		FY 2018 3Q		yr/yr Change	
		%		%		%
Total	9,080	21.6%	10,357	22.9%	1,276	14.1%
Revitalization	7,309	25.0%	6,890	28.3%	-419	-5.7%
Development	-310	-8.9%	1,503	13.3%	1,814	-583.7%
Rental	1,935	41.8%	1,926	42.6%	-8	-0.4%
Fund and Consulting	1,070	49.6%	920	47.5%	-150	-14.0%
Property Management	212	6.3%	397	10.1%	184	86.7%
Other	0	-	72	27.9%	72	-
Corporate Expenses, etc.	-1,136	-	-1,353	-	-216	19.1%

Summary of Cash Flow Statements (Consolidated)

(¥million)

	FY2017 3Q (A)	FY2018 3Q (B)	yr/yr Change (B)-(A)
Cash flows from / used in operating activities	5,363	2,233	-3,129
Profit before tax	8,521	9,843	1,321
Depreciation expense	289	437	147
Increase / Decrease in inventories	-68	-5,939	-5,870
Income taxes paid	-3,554	-2,041	1,513
Other, net	175	-66	-242
Cash flows from/used in investing activities	410	-1,759	-2,170
Increase / Decrease in PPE	-13	-54	-40
Increase / Decrease in investment properties	-1,272	-185	1,087
Other, net	1,696	-1,520	-3,216
Cash flows from/used in financing activities	-4,073	2,973	7,046
Increase / Decrease in borrowings	-2,328	4,698	7,026
Cash dividends paid	-1,061	-1,206	-145
Interest expenses paid	-681	-715	-33
Other, net	-2	197	199
NET Increase / Decrease in cash and cash equivalents	1,701	3,447	1,746
Cash and cash equivalents at beginning of period	21,640	23,750	2,109
Effect of exchange rate change on cash and cash equivalents	0	-0	-1
Cash and cash equivalents at end of period	23,342	27,197	3,854

Cash Flows from Operating Activities

¥2.2 billion Increased

Mainly due to ;

- ¥9.8 billion of profit before tax
- ¥5.9 billion increase in inventories
- ¥2.0 billion decrease due to income taxes paid

Cash Flows from Investing Activities

¥1.7 billion Decrease

Mainly due to;

- ¥1.5 billion payment due to acquisition of subsidiaries' stock through M&A

Cash Flows from Financing Activities

¥2.9 billion Increase

Mainly due to;

- ¥4.6 billion net increase in borrowings
- ¥1.2 billion decrease of cash dividends paid
- ¥0.7 billion decrease of interest expenses paid

Earnings Forecasts for FY2018 -Segment Overview- (announced on 10 January, 2018)

	FY2016		FY2017		FY2018 (Forecast)		yr/yr Change		FY2018 Nine Months		Progress Rate
		%	[A]	%	[B]	%	[B]—[A]	%	[C]	%	[C ÷ B]
(¥million, %)											
Revenue	49,818	100.0%	57,754	100.0%	67,830	100.0%	10,076	17.4%	45,308	100.0%	66.8%
Revitalization	25,809	51.8%	40,268	69.7%	39,375	58.0%	-893	-2.2%	24,312	53.7%	61.7%
Development	13,138	26.4%	5,197	9.0%	14,880	21.9%	9,683	186.3%	11,339	25.0%	76.2%
Rental	5,324	10.7%	6,237	10.8%	6,709	9.9%	471	7.6%	4,521	10.0%	67.4%
Fund and Consulting	2,329	4.7%	2,802	4.9%	2,715	4.0%	-87	-3.1%	1,938	4.3%	71.4%
Property Management	4,005	8.0%	4,637	8.0%	5,201	7.7%	563	12.2%	3,916	8.6%	75.3%
Others	341	0.7%	0	0.0%	345	0.5%	345	-	259	0.6%	75.2%
Internal Transactions	-1,131	-	-1,388	-	-1,396	-	-7	-	-979	-	-
Gross Profit	16,349	32.8%	16,816	29.1%	19,811	29.2%	2,994	17.8%	15,996	35.3%	80.7%
Revitalization	5,214	20.2%	9,186	22.8%	9,023	22.9%	-163	-1.8%	8,038	33.1%	89.1%
Development	5,302	40.4%	976	18.8%	3,328	22.4%	2,352	241.0%	2,702	23.8%	81.2%
Rental	2,670	50.2%	2,864	45.9%	3,304	49.2%	440	15.4%	2,091	46.3%	63.3%
Fund and Consulting	2,193	94.2%	2,538	90.6%	2,589	95.4%	51	2.0%	1,802	93.0%	69.6%
Property Management	1,090	27.2%	1,356	29.3%	1,483	28.5%	126	9.3%	1,232	31.5%	83.1%
Others	14	4.3%	0	-	333	96.6%	333	-	254	97.9%	76.2%
Internal Transactions	-136	-	-106	-	-250	-	-144	-	-125	-	-
Selling, General and Administrative Expenses, etc	7,021	14.1%	7,153	12.4%	8,881	13.1%	1,727	24.2%	5,683	12.5%	64.0%
Expenses Related to Property Marketing Activities	1,806	3.6%	1,457	2.5%	2,207	3.3%	750	51.5%	1,340	3.0%	60.7%
Selling, General and Administrative Expenses (net of expenses related to property marketing activities)	5,214	10.5%	5,696	9.9%	6,674	9.8%	977	17.2%	4,343	9.6%	65.1%
Other Income	222	0.4%	215	0.4%	20	0.0%	-194	-90.3%	136	0.3%	-
Other Expenses	270	0.5%	44	0.1%	4	0.0%	-40	-91.0%	90	0.2%	-
Operating Profit	9,279	18.6%	9,833	17.0%	10,946	16.1%	1,112	11.3%	10,357	22.9%	94.6%
Revitalization	4,001	15.5%	7,845	19.5%	7,067	18.0%	-777	-9.9%	6,890	28.3%	97.5%
Development	3,674	28.0%	-408	-7.9%	1,657	11.1%	2,066	-505.6%	1,503	13.3%	90.7%
Rental	2,389	44.9%	2,581	41.4%	3,009	44.9%	427	16.6%	1,926	42.6%	64.0%
Fund and Consulting	951	40.8%	1,273	45.4%	1,187	43.7%	-85	-6.7%	920	47.5%	77.5%
Property Management	141	3.5%	278	6.0%	283	5.4%	4	1.7%	397	10.1%	140.4%
Others	-17	-5.2%	-74	-	-82	-23.7%	-7	9.6%	72	27.9%	-88.4%
Corporate Expenses, etc.	-1,860	-	-1,661	-	-2,177	-	-516	-	-1,353	-	-
Finance income/costs(net)	-829	-	-784	-	-907	-	-123	-	-514	-	-
Profit Before Tax	8,450	17.0%	9,049	15.7%	10,038	14.8%	989	10.9%	9,843	21.7%	98.1%
Income Tax Expenses	2,902	-	2,894	-	3,339	-	445	-	3,197	-	-
Profit for the Year / Period	5,547	11.1%	6,155	10.7%	6,699	9.9%	544	8.8%	6,645	14.7%	99.2%

*The orange portion shows gross profit margin and operating profit margin

Trends in Dividends

- ◆ Dividends for FY2018 are forecast to increase for the seventh consecutive year.

Trends in Dividends

	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018 (Forecast)
Annual Dividends Per Share(¥)	8.00	12.00	16.00	22.00	25.00	30.00
Payout Ratio(%)	18.6	20.2	18.7	19.1	19.6	21.6

Current Share Price

Market Capitalization (As of 29 September, 2018)	Net Book Value (As of end of August, 2018)	Unrealized Gain (After Tax)* ¹ (As of end of August, 2018)	Net Asset Value* (As of end of August, 2018)
¥57.0 billion	¥51.8 billion	¥13.8 billion	¥65.7 billion
Stock Price (A) (same as above)	Book Value per Share (B)	Unrealized Gain per Share* ¹	Net Asset Value per Share *(C)
¥1,175.00	¥1,068.04	¥285.67	¥1,353.71
PER (same as above)			P/NAV* (A) ÷ (C)
8.47			0.87

* Net Asset Value = Net Asset Value + Unrealized gains (after tax)

* Fair value of fixed assets are has been calculated by the Company based "Real Estate Appraisal Standards". For details, please see page 13.

* Corporate tax is calculated at 33%

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