# Walden Research Japan

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Written by Yoshiyuki Muroya / Yusuke Maeda

E-mail: <u>info@walden.co.jp</u> Phone: +81 3 3553 3769

# **URBANET CORPORATION (3242)**

Consolidated Fiscal Year		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
FY06/2018		16,085	1,668	1,440	988	39.36	16.00	296.01
FY06/2019		20,084	2,148	1,913	1,310	52.09	18.00	332.15
FY06/2020CoE		21,380	2,380	2,090	1,450	50.70	20.00	
FY06/2019	YoY	24.9%	28.7%	32.8%	32.5%	-	-	-
FY06/2020CoE	YoY	6.5%	10.8%	9.2%	10.7%	-	-	
Consolidated Q1 to Q3		Sales	Operating	Recurring	Profit Attributable to	EPS	DPS	BPS
(Million Yen)		Sales	Profit	Profit	Owners of Parent	(Yen)	(Yen)	(Yen)
Q1 to Q3 FY06/2019		18,125	2,296	2,115	1,465	-	-	-
Q1 to Q3 FY06/2020		11,147	1,070	839	575	-	-	
Q1 to Q3 FY06/2020	YoY	(38.5%)	(53.4%)	(60.3%)	(60.8%)	-	-	-

Source: Company Data, WRJ Calculation

## 1.0 Results Update (26 May 2020)

#### **New Principles**

On 14 May 2020, URBANET CORPORATION, mainly developing investment-oriented one-room apartments for selling on a building basis, released its Q1 to Q3 FY06/2020 results. It has been revealed that recent trading is in line with assumptions of initial Company forecasts. Meanwhile, the Company has disclosed information on the impacts from new coronavirus infections and the status of responses by means of delivering video presentation (on the same day) instead of holding financial results briefing. According to Shinji Hattori, the president and CEO, the current pandemic is an unexpected situation, which could have negative impacts on the economy, far exceeding those of the Bankruptcy of Lehman Brothers. Nevertheless, Hattori, having had foreseen inevitable advent of turmoil of the economy prior to this, given that 12 years have passed since the crisis, came up with New Principles at the beginning of February 2020 and identified them in-house across the board. Specifically, he goes for three principles, i.e., a) curbing acquisition of business sites by autumn 2020, b) cutting back on development inventories and c) raising cash positions. That is to say, it is assumed that there will be opportunities to acquire high-quality business sites at low prices in the near future and then the Company will move into action at once with an objective to maximize earnings from a long-term perspective. We have postponed resuming coverage on the Company because of uncertainty on the impacts from new coronavirus infections, but we are to interview with management to discuss the issues, including details of New Principles this time, at a web conference, so that we should be able to resume coverage on the Company as we planned earlier.

IR Representative: Wataru Akai, Senior Executive Officer (03 6630 3051/<u>akai.wataru@urbanet.co.jp</u>)

## 2.0 Company Profile

## **Developing Investment-oriented One-room Apartments for Selling on a Building Basis**

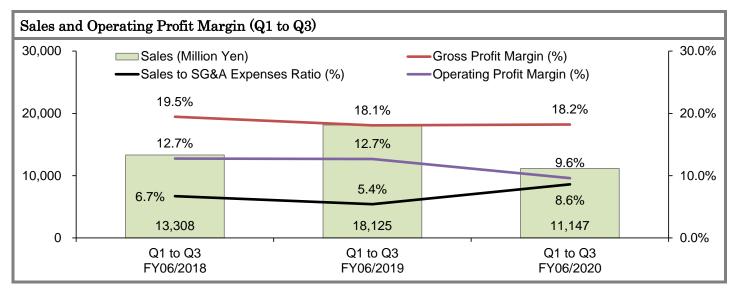
Company Name	URBANET CORPORATION CO., LTD.
	Company Website (Japanese only)
	IR Information
	Share Price (Japanese)
Established	7 July 1997
Listing	28 March 2007: Tokyo Stock Exchange JASDAQ Standard (ticker: 3242)
Capital	¥2,693m (as of the end of March 2020)
No. of Shares	31,374,100 shares, including 62 treasury shares (as of the end of March 2020)
Main Features	Developer of apartments, holding small personnel and fixed cost and thus
	relatively lower downside risk for earnings
	• Focus on design and procurement of lands, selling to marketers of apartments
	and/or to funds on a building basis
	Aggressively taking advantage of outsourcing for construction, etc.
Business Segments	I . Real Estate Business, mainly comprising development as well as stocking and
	selling of investment-oriented apartments and condominiums
Top Management	President and CEO: Shinji Hattori
Shareholders	Hattori Co.: 17.90%, Goda Kohmuten: 1.87%, J.P. Morgan Bank Luxembourg S.A.
	1300002: 1.42%, SBI SECURITIES Co., Ltd.: 1.38% (as of the end of March 2020)
Headquarters	Chiyoda-ku, Tokyo, JAPAN
No. of Employees	Consolidated: 49, Parent: 41 (ss of the end of March 2020)

Source: Company Data

## 3.0 Recent Trading and Prospects

#### Q1 to Q3 FY06/2020 Results

In Q1 to Q3 FY06/2020, sales came in at ¥11,147m (down 38.5% YoY), operating profit ¥1,070m (down 53.4%), recurring profit ¥839m (down 60.3%) and profit attributable to owners of parent ¥575m (down 60.8%), while operating profit margin 9.6% (down 3.1% points). In Q3, new coronavirus infections have rapidly spread worldwide, but the Company, having already concluded sales contracts for all the properties under development assumed to book sales in FY06/2020, saw results in line with expectations.



Source: Company Data, WRJ Calculation

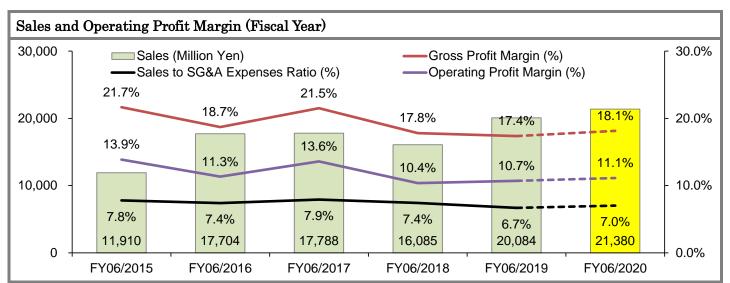
Real Estate Development and Sale saw sales of ¥10,739m (down 39.0%) and sales composition ratio of 96.3%, implying that sales and earnings as a whole for the Company hinge on those in this division, where it runs real estate business to mainly develop investment-oriented apartments for selling on a building basis (wholesaling), sticking to ones located within 10 minutes' walk of train stations in the 23 wards of Tokyo. In Q1 to Q3, the Company sold 8 buildings or 362 units of investment-oriented one-room apartments and one building or three units of stores. Compared with the same period of the previous year, the number of units sold came down and thus sales as Real Estate Development and Sale. At the same time, the progress rate against full-year Company forecasts have remained low. More importantly, however, the Company spots that sales in FY06/2020 are to massively concentrate in Q4.

The Company is going for selling three large-scale buildings of investment-oriented apartments in Q4. At present, the Company raises a factor of uncertainty that sales could be delayed, if completion is delayed to more than a certain extent in line with delayed construction due to the impacts from new coronavirus infections, leading to a possibility that sales of any of the said buildings are to be booked in the following fiscal year, i.e., FY06/2021. At the same time, another possibility raised is that sales by marketers of apartments become sluggish due to lowered human mobility by the impacts of the infections.

On the other hand, the Company raised \(\frac{\pmathbb{2}}{2},016\)m in December 2019 by capital increase, which was followed by another funding as much as \(\frac{\pmathbb{1}}{1},500\)m by consolidated subsidiary (URBANET LIVING CO., LTD.) in March 2020 through the issuance of preferred shares, having resulted in consistent enhancement of financial background for the Company.

#### FY06/2020 Company Forecasts

FY06/2020 initial Company forecasts have remained unchanged, going for prospective sales of \(\pm\)21,380m (up 6.5% YoY), operating profit of \(\pm\)2,380m (up 10.8%), recurring profit of \(\pm\)2,090m (up 9.2%) and profit attributable to owners of parent of \(\pm\)1,450m (up 10.7%), while operating profit margin of 11.1% (up 0.4% points). Company forecasts are also going for prospective annual dividend of \(\pm\)20.00 per share, implying payout ratio of 39.4%.



## 4.0 Financial Statements

## Income Statement (Cumulative/Quarterly)

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Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	V-V
(Millian Van)	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY Not Char
(Million Yen)	06/2019	06/2019	06/2019	06/2019	06/2020	06/2020	06/2020	06/2020	Net Chg.
Sales	6,559	11,473	18,125	20,084	4,357	8,256	11,147		(6,977)
Cost of Sales	5,246	9,426	14,847	16,595	3,546	6,842	9,116	-	(5,731)
Gross Profit	1,312	2,046	3,277	3,488	811	1,414	2,030	-	(1,246)
SG&A Expenses	301	634	981	1,340	316	666	960	-	(20)
Operating Profit	1,011	1,411	2,296	2,148	494	747	1,070	-	(1,225)
Non Operating Balance	(49)	(105)	(180)	(234)	(62)	(156)	(230)	-	(49)
Recurring Profit	961	1,306	2,115	1,913	431	591	839	-	(1,275)
Extraordinary Balance	-	-	-	-	-	-	-	-	-
Profit before Income Taxes	961	1,306	2,115	1,913	431	591	839	-	(1,275)
Total Income Taxes	290	399	650	603	131	184	264	-	(385)
NP Belonging to Non-Controlling SHs	-	-	-	-	-	-	-	-	-
Profit Attributable to Owners of Parent	670	906	1,465	1,310	300	406	575	-	(890)
Sales YoY	+48.1%	+29.9%	+36.2%	+24.9%	(33.6%)	(28.0%)	(38.5%)	-	-
Operating Profit YoY	+62.0%	+15.9%	+35.4%	+28.7%	(51.1%)	(47.0%)	(53.4%)		-
Recurring Profit YoY	+69.8%	+18.2%	+37.8%	+32.8%	(55.1%)	(54.8%)	(60.3%)	-	_
Profit Attributable to Owners of Parent YoY	+72.0%	+19.6%	+39.8%	+32.5%	(55.2%)	(55.2%)	(60.8%)	-	_
Gross Profit Margin	20.0%	17.8%	18.1%	17.4%	18.6%	17.1%	18.2%	-	+0.1%
Sales to SG&A Expenses Ratio	4.6%	5.5%	5.4%	6.7%	7.3%	8.1%	8.6%		+3.2%
Operating Profit Margin	15.4%	12.3%	12.7%	10.7%	11.3%	9.1%	9.6%		(3.1%)
Recurring Profit Margin	14.7%	11.4%	11.7%	9.5%	9.9%	7.2%	7.5%	_	(4.1%)
Profit Attributable to Owners of Parent Margin	10.2%	7.9%	8.1%	6.5%	6.9%	4.9%	5.2%		(2.9%)
Total Income Taxes / Profit before Income Taxes	30.3%	30.6%	30.7%	31.5%	30.4%	31.2%	31.5%		+0.8%
Income Statement	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	10.070
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									YoY
(Million Van)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY Net Cha
(Million Yen)	Q1 06/2019	Q2 06/2019	Q3 06/2019	Q4 06/2019	Q1 06/2020	Q2 06/2020	Q3 06/2020	Q4 06/2020	Net Chg.
Sales	Q1 06/2019 6,559	Q2 06/2019 4,913	Q3 06/2019 6,651	Q4 06/2019 1,958	Q1 06/2020 4,357	Q2 06/2020 3,899	Q3 06/2020 2,890	Q4	Net Chg. (3,761)
Sales Cost of Sales	Q1 06/2019 6,559 5,246	Q2 06/2019 <b>4,913</b> 4,180	Q3 06/2019 <b>6,651</b> 5,420	Q4 06/2019 1,958 1,747	Q1 06/2020 4,357 3,546	Q2 06/2020 3,899 3,296	Q3 06/2020 2,890 2,274	Q4 06/2020	Net Chg. (3,761) (3,146)
Sales Cost of Sales Gross Profit	Q1 06/2019 6,559 5,246 1,312	Q2 06/2019 <b>4,913</b> 4,180 733	Q3 06/2019 <b>6,651</b> 5,420 1,230	Q4 06/2019 1,958 1,747 211	<b>Q1 06/2020 4,357</b> 3,546 811	<b>Q2</b> 06/2020 3,899 3,296 603	Q3 06/2020 2,890 2,274 616	Q4 06/2020	Net Chg. (3,761) (3,146) (614)
Sales Cost of Sales Gross Profit SG&A Expenses	Q1 06/2019 6,559 5,246 1,312 301	Q2 06/2019 4,913 4,180 733 333	Q3 06/2019 6,651 5,420 1,230 346	Q4 06/2019 1,958 1,747 211 359	Q1 06/2020 4,357 3,546 811 316	Q2 06/2020 3,899 3,296 603 350	Q3 06/2020 2,890 2,274 616 293	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit	Q1 06/2019 6,559 5,246 1,312 301 1,011	Q2 06/2019 4,913 4,180 733 333 400	Q3 06/2019 6,651 5,420 1,230 346 884	Q4 06/2019 1,958 1,747 211 359 (148)	Q1 06/2020 4,357 3,546 811 316 494	Q2 06/2020 3,899 3,296 603 350 253	Q3 06/2020 2,890 2,274 616 293 322	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49)	Q2 06/2019 4,913 4,180 733 333 400 (55)	Q3 06/2019 6,651 5,420 1,230 346 884 (74)	Q4 06/2019 1,958 1,747 211 359 (148) (53)	Q1 06/2020 4,357 3,546 811 316 494 (62)	Q2 06/2020 3,899 3,296 603 350 253 (93)	Q3 06/2020 2,890 2,274 616 293 322 (73)	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49)	Q2 06/2019 4,913 4,180 733 333 400	Q3 06/2019 6,651 5,420 1,230 346 884 (74)	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431	Q2 06/2020 3,899 3,296 603 350 253 (93) 159	Q3 06/2020 2,890 2,274 616 293 322 (73) 248	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961	Q2 06/2019 4,913 4,180 733 333 400 (55) 345	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431	Q2 06/2020 3,899 3,296 603 350 253 (93) 159	Q3 06/2020 2,890 2,274 616 293 322 (73) 248	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961	Q2 06/2019 4,913 4,180 733 333 400 (55) 345	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431	Q2 06/2020 3,899 3,296 603 350 253 (93) 159	Q3 06/2020 2,890 2,274 616 293 322 (73) 248	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961	Q2 06/2019 4,913 4,180 733 333 400 (55) 345	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431	Q2 06/2020 3,899 3,296 603 350 253 (93) 159	Q3 06/2020 2,890 2,274 616 293 322 (73) 248	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961	Q2 06/2019 4,913 4,180 733 333 400 (55) 345	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431	Q2 06/2020 3,899 3,296 603 350 253 (93) 159	Q3 06/2020 2,890 2,274 616 293 322 (73) 248	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961	Q2 06/2019 4,913 4,180 733 333 400 (55) 345	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431	Q2 06/2020 3,899 3,296 603 350 253 (93) 159	Q3 06/2020 2,890 2,274 616 293 322 (73) 248	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 -	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) - (560) (170)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 -	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) - (560) (170)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6%	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 250 - 558 +48.7%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131 - 300 (33.6%)	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) - (560) (170)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670 +48.1% +62.0%	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6% (32.6%)	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558 +48.7% +85.4%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131 - 300 (33.6%) (51.1%)	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106 (20.6%) (36.8%)	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168 (56.5%) (63.5%)	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) - (560) (170)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670 +48.1% +62.0% +69.8%	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6% (32.6%) (36.0%)	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558 +48.7% +85.4% +88.1%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155) (29.5%)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131 - 300 (33.6%) (51.1%)	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106 (20.6%) (36.8%) (53.8%)	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168 (56.5%) (63.5%)	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) - (560) (170)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670 +48.1% +62.0% +69.8% +72.0%	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6% (32.6%) (36.0%) (35.8%)	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558 +48.7% +85.4% +88.1% +92.5%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155) (29.5%)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131 - 300 (33.6%) (51.1%) (55.1%)	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106 (20.6%) (36.8%) (53.8%)	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168 (56.5%) (63.5%) (69.2%) (69.9%)	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) (170) - (390)
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670 +48.1% +62.0% +69.8% +72.0%	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6% (32.6%) (36.0%) (35.8%)	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558 +48.7% +85.4% +88.1% +92.5%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155) (29.5%) 10.8%	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 300 (33.6%) (51.1%) (55.1%) (55.2%)	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106 (20.6%) (36.8%) (53.8%) (55.1%)	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168 (56.5%) (63.5%) (69.2%) (69.9%)	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) (170) - (390) - +2.8%
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin Sales to SG&A Expenses Ratio	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670 +48.1% +62.0% +69.8% +72.0% 20.0% 4.6%	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6% (32.6%) (36.0%) (35.8%)	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558 +48.7% +85.4% +88.1% +92.5% 18.5% 5.2%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155) (29.5%) 10.8% 18.4%	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131 - 300 (33.6%) (51.1%) (55.1%) (55.2%)	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106 (20.6%) (36.8%) (53.8%) (55.1%)	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168 (56.5%) (63.5%) (69.2%) (69.9%) 21.3% 10.2%	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) (170) - (390) - +2.8% +4.9%
Sales Cost of Sales Gross Profit SG&A Expenses Operating Profit Non Operating Balance Recurring Profit Extraordinary Balance Profit before Income Taxes Total Income Taxes NP Belonging to Non-Controlling SHs Profit Attributable to Owners of Parent Sales YoY Operating Profit YoY Recurring Profit YoY Profit Attributable to Owners of Parent YoY Gross Profit Margin Sales to SG&A Expenses Ratio Operating Profit Margin	Q1 06/2019 6,559 5,246 1,312 301 1,011 (49) 961 - 961 290 - 670 +48.1% +62.0% +69.8% +72.0% 20.0% 4.6%	Q2 06/2019 4,913 4,180 733 333 400 (55) 345 - 345 108 - 236 +11.6% (32.6%) (36.0%) (35.8%) 14.9% 6.8% 8.2%	Q3 06/2019 6,651 5,420 1,230 346 884 (74) 809 - 809 250 - 558 +48.7% +85.4% +88.1% +92.5% 18.5% 5.2% 13.3%	Q4 06/2019 1,958 1,747 211 359 (148) (53) (201) - (201) (46) - (155) (29.5%) 10.8% 18.4% (7.6%)	Q1 06/2020 4,357 3,546 811 316 494 (62) 431 - 431 131 - 300 (33.6%) (51.1%) (55.1%) (55.2%) 18.6% 7.3% 11.3%	Q2 06/2020 3,899 3,296 603 350 253 (93) 159 - 159 53 - 106 (20.6%) (36.8%) (53.8%) (55.1%)	Q3 06/2020 2,890 2,274 616 293 322 (73) 248 - 248 80 - 168 (56.5%) (63.5%) (69.2%) (69.9%) 21.3% 10.2%	Q4 06/2020	Net Chg. (3,761) (3,146) (614) (52) (561) +1 (560) (170) - (390) - +2.8% +4.9% (2.1%)

## Sales by Business (Cumulative/Quarterly)

Sales by Business	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	06/2019	06/2019	06/2019	06/2019	06/2020	06/2020	06/2020	06/2020	Net Chg.
Real Estate Development and Sale	6,432	11,180	17,614	19,392	4,180	7,973	10,739	-	(6,875)
Real Estate Purchase and Sale	31	76	181	250	70	70	70	-	(111)
Other	95	216	328	440	106	212	337	-	+9
Sales	6,559	11,473	18,125	20,084	4,357	8,256	11,147	-	(6,977)
Real Estate Development and Sale	+49.9%	+30.8%	+37.4%	+25.5%	(35.0%)	(28.7%)	(39.0%)	-	-
Real Estate Purchase and Sale	(41.4%)	(29.2%)	+6.2%	+15.1%	+122.4%	(8.0%)	(61.3%)	-	-
Other	+12.5%	+20.1%	+3.0%	+5.0%	+11.7%	(1.7%)	+2.7%	-	-
Sales (YoY)	+48.1%	+29.9%	+36.2%	+24.9%	(33.6%)	(28.0%)	(38.5%)	-	-
Real Estate Development and Sale	98.1%	97.4%	97.2%	96.6%	95.9%	96.6%	96.3%	-	-
Real Estate Purchase and Sale	0.5%	0.7%	1.0%	1.2%	1.6%	0.8%	0.6%	-	-
Other	1.4%	1.9%	1.8%	2.2%	2.4%	2.6%	3.0%	-	-
Sales (Composition Ratio)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-
Sales by Business	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons. Act	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)		Q2 06/2019	Q3 06/2019		Q1 06/2020	Q2 06/2020	Q3 06/2020	Q4 06/2020	YoY Net Chg.
(Million Yen)  Real Estate Development and Sale	Q1			Q4	•	•		•	
	Q1 06/2019	06/2019	06/2019	Q4 06/2019	06/2020	06/2020	06/2020	•	Net Chg.
Real Estate Development and Sale	Q1 06/2019 6,432	06/2019 4,748	06/2019 6,434	Q4 06/2019 1,778	<b>06/2020</b> 4,180	<b>06/2020</b> 3,793	06/2020	•	Net Chg. (3,668)
Real Estate Development and Sale Real Estate Purchase and Sale	Q1 06/2019 6,432 31	06/2019 4,748 45	06/2019 6,434 105	Q4 06/2019 1,778 69	<b>06/2020</b> 4,180 70	<b>06/2020</b> 3,793	<b>06/2020</b> 2,766	•	Net Chg. (3,668) (105)
Real Estate Development and Sale Real Estate Purchase and Sale Other	Q1 06/2019 6,432 31 95	06/2019 4,748 45 121	06/2019 6,434 105 112	Q4 06/2019 1,778 69 112	<b>06/2020</b> 4,180 70 106	<b>06/2020</b> 3,793 - 106	<b>06/2020</b> 2,766 - 125	•	Net Chg. (3,668) (105) +13
Real Estate Development and Sale Real Estate Purchase and Sale Other Sales	Q1 06/2019 6,432 31 95 6,559	06/2019 4,748 45 121 4,913	06/2019 6,434 105 112 6,651	Q4 06/2019 1,778 69 112 1,958	06/2020 4,180 70 106 4,357	06/2020 3,793 - 106 3,899	2,766 - 125 2,890	•	Net Chg. (3,668) (105) +13
Real Estate Development and Sale Real Estate Purchase and Sale Other Sales Real Estate Development and Sale	Q1 06/2019 6,432 31 95 6,559 +49.9%	06/2019 4,748 45 121 <b>4,913</b> +11.6%	06/2019 6,434 105 112 6,651 +50.6%	Q4 06/2019 1,778 69 112 1,958 (32.4%)	06/2020 4,180 70 106 4,357 (35.0%)	06/2020 3,793 - 106 3,899	2,766 - 125 2,890	•	Net Chg. (3,668) (105) +13
Real Estate Development and Sale Real Estate Purchase and Sale Other Sales Real Estate Development and Sale Real Estate Purchase and Sale	Q1 06/2019 6,432 31 95 6,559 +49.9% (42.6%)	06/2019 4,748 45 121 <b>4,913</b> +11.6% (16.7%)	06/2019 6,434 105 112 6,651 +50.6% +66.7%	Q4 06/2019 1,778 69 112 1,958 (32.4%) +50.0%	06/2020 4,180 70 106 4,357 (35.0%) +122.4%	06/2020 3,793 - 106 3,899 (20.1%)	06/2020 2,766 - 125 2,890 (57.0%)	•	Net Chg. (3,668) (105) +13
Real Estate Development and Sale Real Estate Purchase and Sale Other  Sales  Real Estate Development and Sale Real Estate Purchase and Sale Other	Q1 06/2019 6,432 31 95 6,559 +49.9% (42.6%) +13.1%	06/2019 4,748 45 121 <b>4,913</b> +11.6% (16.7%) +26.0%	06/2019 6,434 105 112 <b>6,651</b> +50.6% +66.7% (19.4%)	Q4 06/2019 1,778 69 112 1,958 (32.4%) +50.0% +12.0%	06/2020 4,180 70 106 4,357 (35.0%) +122.4% +11.7%	06/2020 3,793 - 106 3,899 (20.1%) - (12.4%)	06/2020 2,766 - 125 2,890 (57.0%) - +11.6%	•	Net Chg. (3,668) (105) +13
Real Estate Development and Sale Real Estate Purchase and Sale Other Sales Real Estate Development and Sale Real Estate Purchase and Sale Other Sales (YoY)	Q1 06/2019 6,432 31 95 6,559 +49.9% (42.6%) +13.1% +48.1%	06/2019 4,748 45 121 4,913 +11.6% (16.7%) +26.0% +11.6%	06/2019 6,434 105 112 <b>6,651</b> +50.6% +66.7% (19.4%) +48.7%	Q4 06/2019 1,778 69 112 1,958 (32.4%) +50.0% +12.0% (29.5%)	06/2020 4,180 70 106 4,357 (35.0%) +122.4% +11.7% (33.6%)	06/2020 3,793 - 106 3,899 (20.1%) - (12.4%) (20.6%)	06/2020 2,766 - 125 2,890 (57.0%) - +11.6% (56.5%)	-	Net Chg. (3,668) (105) +13
Real Estate Development and Sale Real Estate Purchase and Sale Other Sales Real Estate Development and Sale Real Estate Purchase and Sale Other Sales (YoY) Real Estate Development and Sale	Q1 06/2019 6,432 31 95 6,559 +49.9% (42.6%) +13.1% +48.1%	06/2019 4,748 45 121 4,913 +11.6% (16.7%) +26.0% +11.6%	06/2019 6,434 105 112 6,651 +50.6% +66.7% (19.4%) +48.7%	Q4 06/2019 1,778 69 112 1,958 (32.4%) +50.0% +12.0% (29.5%) 90.8%	06/2020 4,180 70 106 4,357 (35.0%) +122.4% +11.7% (33.6%) 95.9%	06/2020 3,793 - 106 3,899 (20.1%) - (12.4%) (20.6%) 97.3%	06/2020 2,766 - 125 2,890 (57.0%) - +11.6% (56.5%) 95.7%	-	Net Chg. (3,668) (105) +13

## **Balance Sheet (Quarterly)**

Balance Sheet	Cons. Act	Cons.Act							
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YoY
(Million Yen)	06/2019	06/2019	06/2019	06/2019	06/2020	06/2020	06/2020	06/2020	Net Chg.
Cash and Deposit	3,973	4,431	5,759	5,305	5,753	7,250	8,536	-	+2,777
Real Estate for Sale	3,267	3,483	951	3,762	255	997	6,669	-	+5,718
Real Eestate for Sale in Process	13,611	16,197	16,954	15,499	17,887	18,256	16,161	-	(792)
Other	513	284	198	305	189	275	405	-	+207
Current Assets	21,366	24,396	23,864	24,872	24,085	26,779	31,773	-	+7,909
Tangible Assets	4,902	4,881	4,991	4,996	4,960	5,009	5,119	-	+127
Intangible Assets	3	4	3	3	2	2	1	-	(2)
Investments and Other Assets	576	573	592	595	569	564	560	-	(31)
Fixed Assets	5,481	5,458	5,587	5,594	5,533	5,576	5,681	-	+94
Total Assets	26,848	29,855	29,451	30,467	29,618	32,356	37,455	-	+8,003
Accounts Payables, etc.	1,578	2,075	753	2,046	305	1,040	3,155	-	+2,402
Short-term Borrowings	258	114	394	723	890	719	1,196	-	+802
Current Portion of Bonds	20	20	-	-	-	-	-	-	-
Current Portion of Long-term Loans Payable	8,082	8,574	9,387	8,879	10,678	8,857	11,297	-	+1,910
Other	860	1,191	1,763	1,859	1,502	1,051	985	-	(777)
Current Liabilities	10,799	11,975	12,298	13,508	13,375	11,668	16,636	-	+4,337
Bonds Payable	-	-	-	-	-	-	-	-	-
Long-term Borrowings	8,012	9,604	8,497	8,473	7,740	10,067	8,847	-	+350
Other	141	138	136	120	114	109	106	-	(29)
Fixed Liabilities	8,153	9,742	8,633	8,594	7,854	10,176	8,953	-	+320
Total Liabilities	18,953	21,718	20,932	22,103	21,230	21,845	25,590	-	+4,657
Shareholders' Equity	7,887	8,129	8,511	8,356	8,379	10,503	10,357	-	+1,845
Other	7	7	7	7	7	7	1,507	-	+1,500
Net Assets	7,895	8,137	8,519	8,363	8,387	10,510	11,865	-	+3,345
Total Liabilities and Net Assets	26,848	29,855	29,451	30,467	29,618	32,356	37,455	-	+8,003
Equity Capital	7,887	8,129	8,511	8,356	8,379	10,503	10,357	-	+1,846
Interest Bearing Debt	16,372	18,313	18,278	18,076	19,309	19,644	21,342	-	+3,063
Net Debt	12,398	13,882	12,519	12,771	13,556	12,393	12,805	-	+286
Equity Ratio	29.4%	27.2%	28.9%	27.4%	28.3%	32.5%	27.7%	-	-
Net Debt Equity Ratio	157.2%	170.8%	147.1%	152.8%	161.8%	118.0%	123.6%	-	
ROE (12 months)	17.0%	14.7%	17.6%	16.6%	11.6%	8.7%	4.4%	-	
ROA (12 months)	7.0%	5.9%	7.3%	6.5%	4.9%	3.9%	1.9%	-	-
Quick Ratio	37%	37%	47%	39%	43%	62%	51%	-	-
Current Ratio	198%	204%	194%	184%	180%	229%	191%	-	-

Source: Company Data, WRJ Calculation

## Cash Flow Statement (Cumulative/Quarterly)

Cash Flow Statement	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	
	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	YoY
(Million Yen)	06/2019	06/2019	06/2019	06/2019	06/2020	06/2020	06/2020	06/2020	Net Chg.
Operating Cash Flow	1,986	586	2,153	2,043	(537)	(1,242)	(2,754)	-	(4,907)
Investing Cash Flow	(0)	(8)	(67)	(167)	(21)	(97)	(235)	-	(168)
Operating Cash Flow and Investing Cash Flow	1,986	578	2,086	1,875	(559)	(1,339)	(2,989)	-	(5,075)
Financing Cash Flow	(2,243)	(378)	(558)	(801)	1,007	3,284	6,220	-	+6,779
Cash Flow Statement	Cons. Act	Come Ast	0	O A-1	C 1-4	Come Act	0	0	
Sasii i iow Statement	COIIS. ACI	Cons.Act	Cons. Act	Cons.Act	Cons.Act	Cons.Act	Cons.Act	Cons. Act	
Cash Flow Glatement	Q1	Q2	Cons. Act Q3	Cons.Act Q4	Q1	Q2	Q3	Cons. Act Q4	YoY
(Million Yen)									YoY Net Chg.
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
(Million Yen)	Q1 06/2019	Q2 06/2019	Q3 06/2019	Q4 06/2019	Q1 06/2020	Q2 06/2020	Q3 06/2020	Q4	Net Chg.
(Million Yen) Operating Cash Flow	Q1 06/2019 1,986	Q2 06/2019 (1,400)	Q3 06/2019 1,567	Q4 06/2019 (110)	Q1 06/2020 (537)	<b>Q2 06/2020</b> (704)	Q3 06/2020 (1,512)	Q4	Net Chg. (3,079)

#### Disclaimer

Information here is a summary of "IR Information" of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. "IR Information" of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

Company name: Walden Research Japan Incorporated

Head office: 4F Hulic Ginza 1-chome Building, 1-13-1 Ginza, Chuo-ku, Tokyo 104-0061 JAPAN

URL: <a href="www.walden.co.jp">www.walden.co.jp</a>
E-mail: <a href="mailto:info@walden.co.jp">info@walden.co.jp</a>
Phone: +81 3 3553 3769