

JASDAQ Ticker 8909

# 3Q FY2019 Business Overview



2020 marks the 30<sup>th</sup> anniversary of Shinoken Group

- 1. Highlights of 3Q FY2019
- 2. Business Segments
- 3. Recent Topics
- 4. Business Transformation
- 5. Return for our Shareholders

Appendix



## 1. Highlights 3Q FY2019

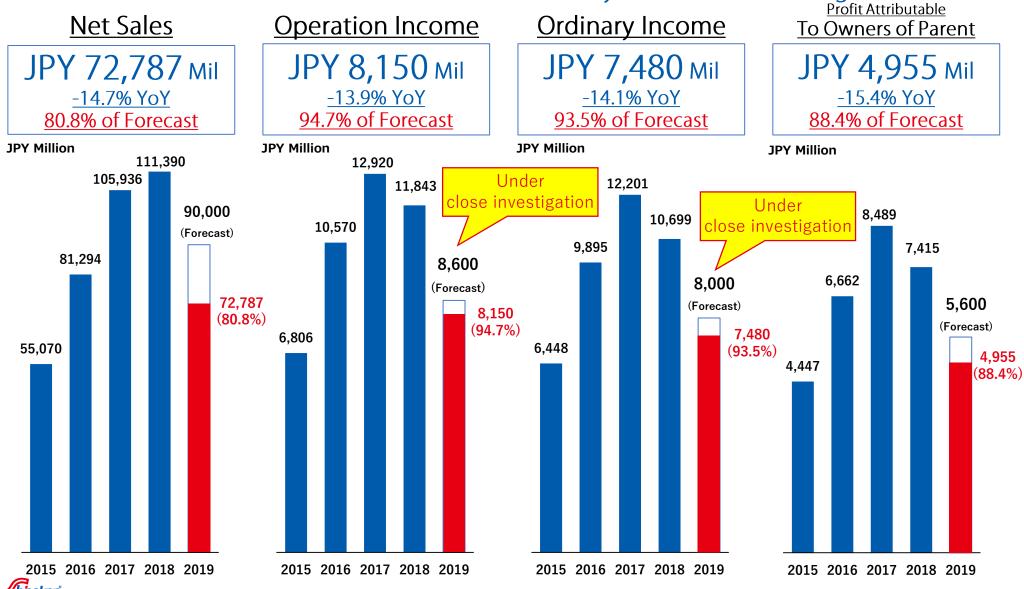


## 1. Highlights ~Entire Summary

General	<ul> <li>As of 3Q, consolidated Net Sales progressed 80% and Income progressed around 90% against the forecast for FY2019</li> <li>Pursuing our original business concept, and organizing personnel, process and technology to drive business transformation</li> </ul>		
Domestic Apartment Sales	<ul> <li>Though Net sales proceeded as planned, Operating Income exceeded the internal forecast</li> <li>Apartment land purchase proceeding well in the preparation for the next fiscal year and beyond</li> <li>Mortgages for individual customers by partner financial companies/banks still continuing</li> </ul>		
Condominium Sales	<ul> <li>Both Sales and Income exceeded the</li> </ul>	<ul> <li>Achieved high revenue from not only B2C but also B2B sales</li> <li>Rooms sold as of 3Q already close to that of the entire FY2018</li> </ul>	
General Contractor	<ul> <li>results YoY</li> <li>Both Sales and Income exceeded the internal forecast</li> <li>Approximately 80% of the total sum of each segment Operation Income</li> <li>Recurring business, produced steady income</li> </ul>	Both Sales and	• Steadily achieved orders from outside of the group, both government and private projects. Orders for 2021 and beyond, after the Tokyo Olympics are already increasing
Real Estate Service		<ul> <li>Proceeded well</li> <li>Occupancy rate reaching over 98% as of Sep 30 2019, and the whole average of Jan to Sep 2019.</li> </ul>	
Energy		each segment Operation Income	• Stable increase of LP Gas and Electricity supply (Exeeded 20,000 for the first time after starting in 2017)
Elderly Care Overseas Etc.		<ul> <li>Maintaining high occupancy level ≒98% (As of Sep 30 2019)</li> <li>Management of the first "Sakura Terrace" started in Jakarta, Indonesia.</li> </ul>	

## 1. Highlights $\sim$ Results

Both Sales and Income showing good progress against the current forecast for FY2019 Forecast of the result for the whole FY2019 is currently under close investigation.



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## 1. Highlights ~Summary of Business Segments

### Each segment progressed more rapidly than planned.

	3Q FY2018		3Q FY2019		Sales • Income	Against
JPY Thousand	Net Sales <sup>*1</sup>	Ordinary Income	Net Sales <sup>*1</sup>	Ordinary Income	YoY	Internal Plan
Real Estate Sales	60,911,046	7,180,094	44,148,213	5,385,551	(Apartments) DOWN • DOWN (Condominiums) UP • UP	Sales : As Planned Income : Exceeded
Real Estate Service	9,649,958	1,896,175	12,320,746	2,709,363	UP•UP	Both Sales and Income Exceeded
General Contractor	15,215,613	1,187,601	17,064,362	1,271,227	UP•UP	Both Sales and Income As Planned
Energy	1,426,143	308,450	1,934,562	435,259	UP•UP	Both Sales and Income Exceeded
Lifecare	1,075,020	141,174	1,150,326	150,063	UP•UP	Both Sales and Income As Planned
Consolidation Adjustments, etc	▲2,928,878	▲1,245,813	▲3,831,151	▲1,801,133	-	-
TOTAL	85,348,904	9,467,684	72,787,059	8,150,331		Sales : As Planned Income : Exceeded

## 1. Highlights ~Liabilities and Assets

Inventory and liability shrink resulting in capital adequacy ratio over 40% and stronger financial status. Actual results of land purchase re-strengthening are still yet to be seen.

#### Assets

[Includes]

JPY Million	FY2017 End	FY2018 End	FY2019 3Q End	Increase Decrease
Cash and Deposits	23,502	22,886	26,488	3,602
Real Estate for Sale	28,631	38,441	26,617	<mark>▲11,823</mark>
Costs on Real Estate Business	19,285	17,656	11,439	▲6,217
Other Inventories	21	1	1	0
Property, Plant and Equipment	6,881	7,542	7,575	32
Other Assets	12,649	14,602	14,546	▲55
Total Assets	90,972	101,130	86,669	<b>▲14,461</b>

Apartment Sales 13,620 Million Condo Sales 4,555 Million

+136 Million

Liabilities and Net Assets

JPY Million	End	End	3Q End	Decrease
Current Portion of Bonds	925	802	767	▲35
Short-term Loans payable	23,611	27,015	16,525	▲10,489
Bonds	1,585	1,566	1,444	▲122
Long-term Loans Payable	22,400	22,117	18,870	▲3,246
Total of Liabilities with interest	48,521	51,500	37,607	<b>▲13,893</b>
Other Liabilities	16,060	17,047	12,684	▲4,363
Total Liabilities	64,582	68,548	50,291	▲18,256
Total Net Assets	26,390	32,582	36,378	3,795
Total Liabilities and Net Assets	90,972	101,130	86,669	▲14,461
Capital adequacy Ratio	29.0%	32.1%	<b>41.8%</b>	+9.7pt

### Capital adequacy ratio exceeded 40%

Others(Overseas etc.) ······



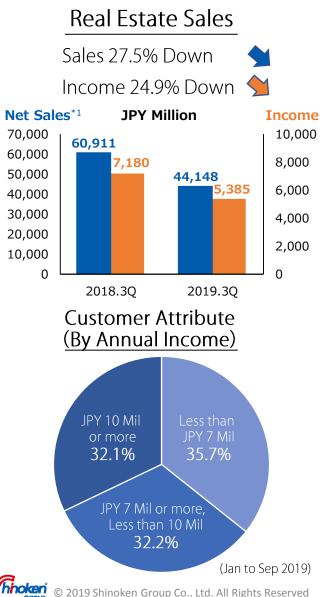
## 2. Business Segments



## 2. Business Segments $\sim$ Real Estate Sales

Decrease in Sales / Income

Apartment Sales : Sales and Income dropped YoY, but favorable against Internal Forecast
 Condominium Sales : Cumulative results exceeding YoY

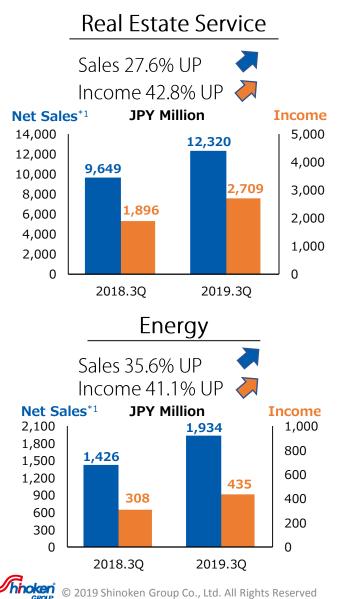


- Re-strengthening land purchase from July. Proceeding well in the preparation for the next fiscal year and beyond
- ✓ Income ratio increased (11.7% to 12.2% YoY) due to the Condominium sales maintaining good trend, exceeding in both sales and income YoY. Rooms sold as of 3Q already close to that of the entire FY2018

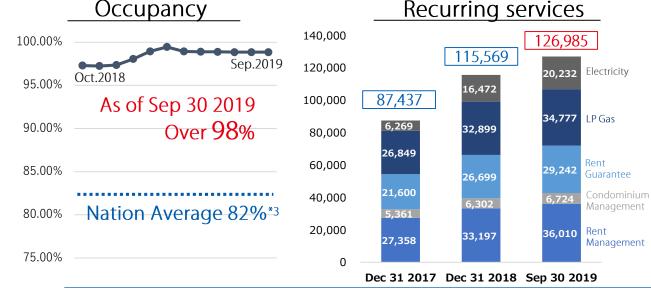
- ✓ The record of over 98% Occupancy (As of Sep 30 2019), including the earliest property from 29 years ago shows the trust, thus Shinoken is still sustaining exclusive mortgage plans with financial companies, and is keeping the same business
- ✓ In a time that more anxiety for retirement life grows, our products and services enjoy high reviews from various types of customers

## 2. Business Segments ~Real Estate Service / Energy Sales / Income Increase

Real Estate Service : Continuous high Occupancy of over 98% (As of Sep 30 2019)
 Energy : LP Gas to 34,777 Households, Electricity to 20,232 Households



- Strong product ability (Design rent rating) and leasing ability resulting in high Occupancy (Over 98% (As of Sep 30 2019 and the whole average of Jan to Sep 2019))
- ✓ High competitiveness in Rent guarantee service (Overdue Rate 0.25% vs. Monthly average 2.6% in the industry<sup>\*1</sup>)
- ✓ The total number of recurring services are steadily growing. Electricity exceeded 20,000 for the first time



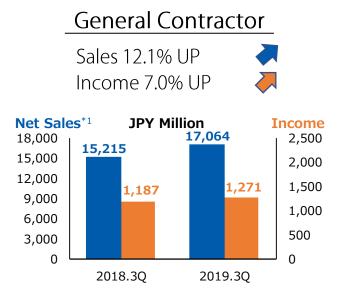
\*1 Including internal sales between segments

\*2 Japan Property Management Association "Market sentiment research on rental homes" (Jun. 2019)

\*3 The Statistics Bureau 2018 survey for Land and Housing (Apr. 26, 2019)

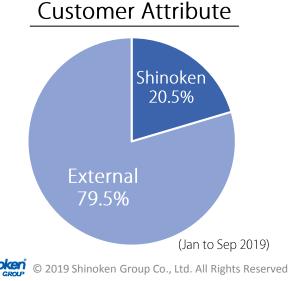
## 2. Business Segments ~General Contractor

Domestic: Strong demand. Orders not only from Shinoken but also from leading trading companies
 Indonesia Personnel exchange, contributing to our Overseas Business



✓ Both Sales and Income steadily increased YoY

✓ Orders for 2020 exceeds the forecast for the entire 2019. continuous growth can be expected since orders for 2021 and beyond, after the Tokyo Olympics are already adding up



- ✓ Founded in 1909, 110 years of Business, earning trust from existing customers with repetitive orders and new customers
  - ✓ Approximately 80% of sales are external, which indicates that the revenue basis is independent of the group

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## 2. Business Segments ~Life Care

Sales / Income Increase

Housing with Services for the Elderly: Occupancy 98.0% (As of Sep 30 2019)
 Group Home: Occupancy 99.3% (As of Sep 30 2019)



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\*1 Including internal sales between segments



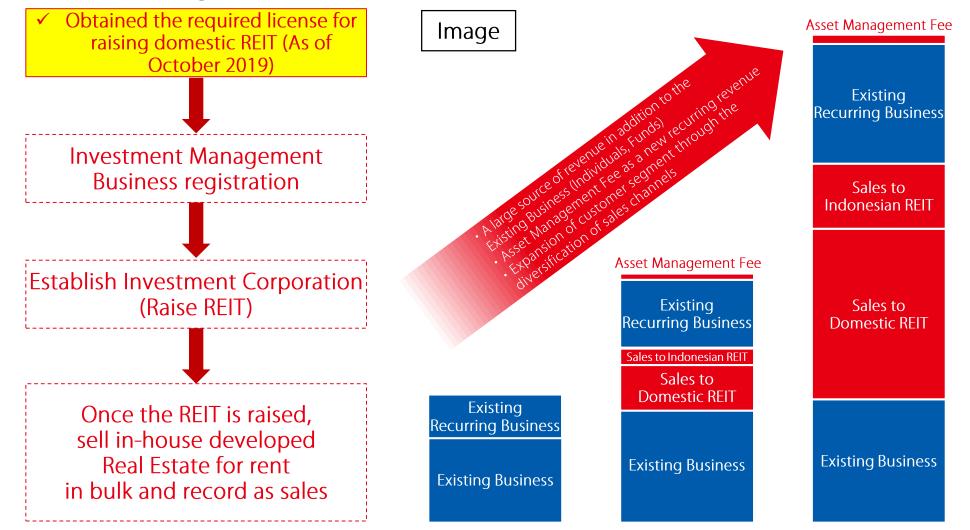
## 3. Recent Topics



- ① Obtained the required license for raising domestic REIT
- ② Strategic alliance with SBI : Indonesian Real Estate Fund
- ③ Establishment of "Bacchiri Chintai"
- ④ Entering a partnership with an Indonesian University
- 5 Evaluation from the market

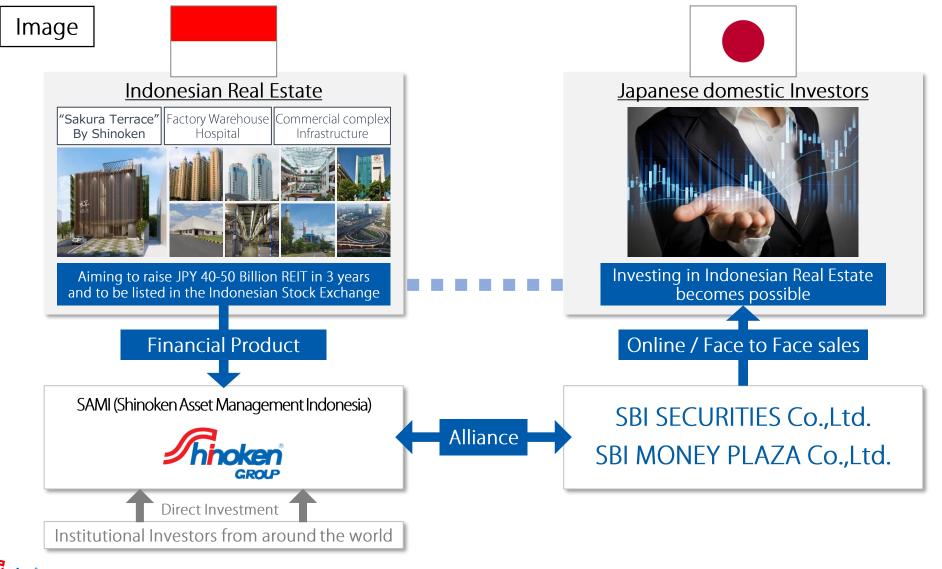
3. Recent Topics 1 ~Obtained the required license for raising domestic REIT

Raising a domestic REIT will be possible, and it will become a large source of revenue in addition to the existing business. Asset Management Fee will also add up as a new source of recurring revenue.



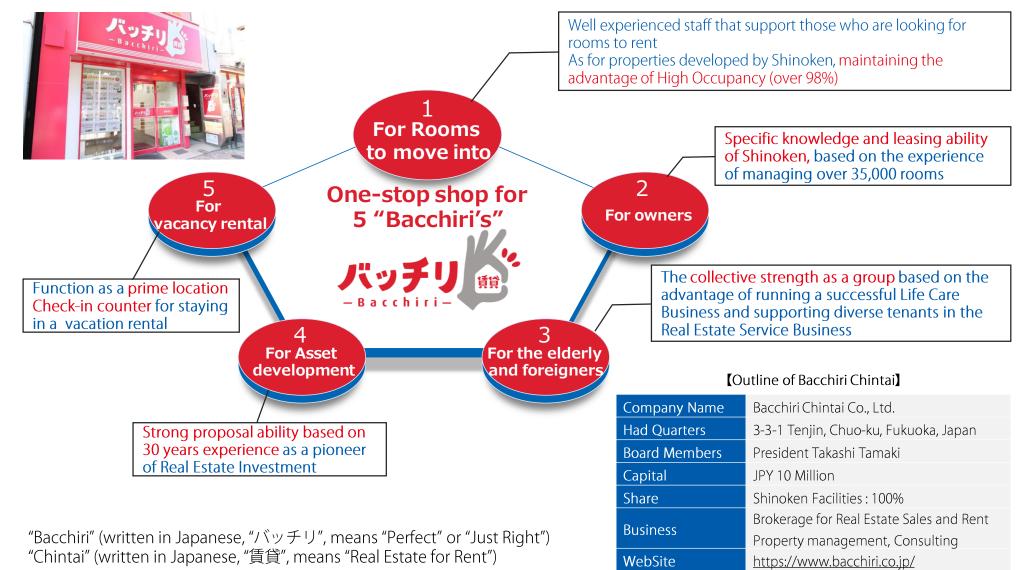
3. Recent Topics ② ~ Strategic alliance with SBI : Indonesian Real Estate Fund

Indonesian Real Estate attracts global attention. As part of the strategy to sell this unique product through various channels, we have entered a strategic alliance with SBI.



## 3. Recent Topics ③ ~ Establishment of Bacchiri Chintai

In the attempt of insourcing Real Estate Rent brokerage and producing synergy effects with our existing business.



3. Recent Topics ④ ~ Entering a partnership with an Indonesian University

Entered a basic partnership agreement as part of the strategy to secure elderly care personnel, on the premise that it will be exclusive between the two parties.



Located in Semarang, one of the five largest cities in Indonesia. UNW is a major University (Approximately 3,000 students) where many students study in the field of Nursing and Medicine



[ Pictures: Facilities, campus, teachers, staff and students ]

Opening a Japanese learning center within UNW, so that students (mainly Nursing and Medical) can learn Japanese

#### Mainly using the system of Specified Skilled Worker (i)

• Elderly care facilities of Shinoken (Aiming for Summer of 2020)



• Other companies that are in the elderly care business(Planning)

To cope with the estimation that the shortage of elderly care personnel can reach  $\Rightarrow$  340,000 by the year of 2025 In Japan<sup>\*1</sup>

#### (In the future)

We plan to accept students from other faculties also and to mediate foreign personnel to various businesses besides elderly care, thus further expanding Shinoken's Life Care business, adding human resource business to our scope

## 3. Recent Topics ⑤ ~ Evaluation from the market

President Hideaki Shinohara ranked 2<sup>nd</sup> in the ranking of Toyo Keizai ONLINE

 Toyo Keizai ONLINE
 Oct 4 2019 Article

 https://toyokeizai.net/articles/-/305968?page=3

Ranking for Enterprise Managers evaluated by the market

2nd Place Of all listed companies in Japan

For details, Please refer to the URL Above(%All in Japanese)

Received the "Good Design Award" Third time in our group (First time for our Condominiums)



Hermony Residence Shinjyuku-Gyoen THE WEST  $\cdot$  THE EAST



#### Outline

The two buildings located opposite each other across the road have a large impact on the cityscape. In a large city called Shinjuku, we proposed a "void" apartment house that asks people on the road and people living here what the real richness is.



## 4. Business Transformation



Business Concept	Platform of "Life support"		
Elements	Previous	Future	Philosophy
Domain	Apartment Sales	Provide products & services Throughout the lifetime of the customer	<ul> <li>Meeting the expanding / more variating demands of all generations, for safe, convenient services</li> </ul>
Profit Model	Flow business (One time business)	Expanding Recurring Business	<ul> <li>Strengthening the Sustainable and stable base of revenue generation, such as Tenant Management, Infrastructure, Elderly Care</li> </ul>
Channel Configuration	B2C	H B2B Multi-channel	<ul> <li>Expansion of B2B, by raising Real Estate Funds and REIT in Japan and Indonesia</li> <li>Widening the range to Small Amount Investment Channel, etc.</li> </ul>
Market	Domestic	+ Strengthen Overseas	<ul> <li>Formulating a revenue basis, especially in Emerging Countries, even when the domestic business declines</li> </ul>
Technology	Generous Sales	+ Technology	<ul> <li>R &amp; D of the latest technology</li> <li>Aim to become the Life Support Business Platformer for the next generation</li> </ul>

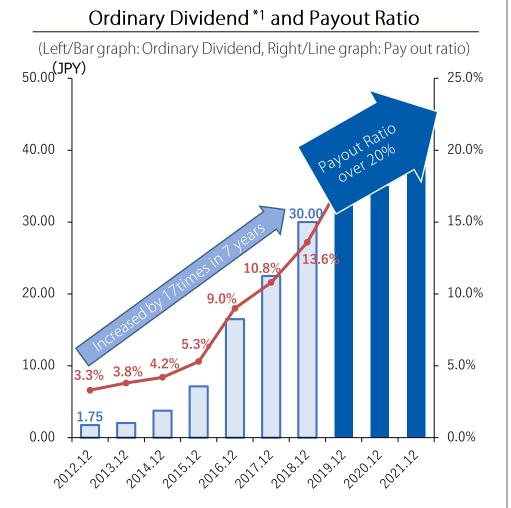


## 5. Return for our Shareholders



## 5. Policies for this year ~Return for our Shareholders

### We aim to steadily increase Ordinary Dividend, payout ratio to reach over 20%.



\*1:The Graph above reflects the Stock split as of Jul.1 2018

3 <sup>moken Group</sup>	Sharehol	Special Shareholder benefits		
anniver	Record Date Dec 31 2019 & 2020	Continuously held for more than 10 years Record Date Jun 30 2020		
100 or more	QUO Card JPY 1,000 (Usually None)	JPY 3,000		
500 or more	JPY 2,000 (Usually JPY1,000)	JPY 5,000		
1,000 or more	Continuously held Less than 3 years JPY 3,000 (Usually JPY 2,000) 3 years or more JPY 6,000 (Usually JPY 5,000) 10 years or more JPY 10,000	JPY 10,000		

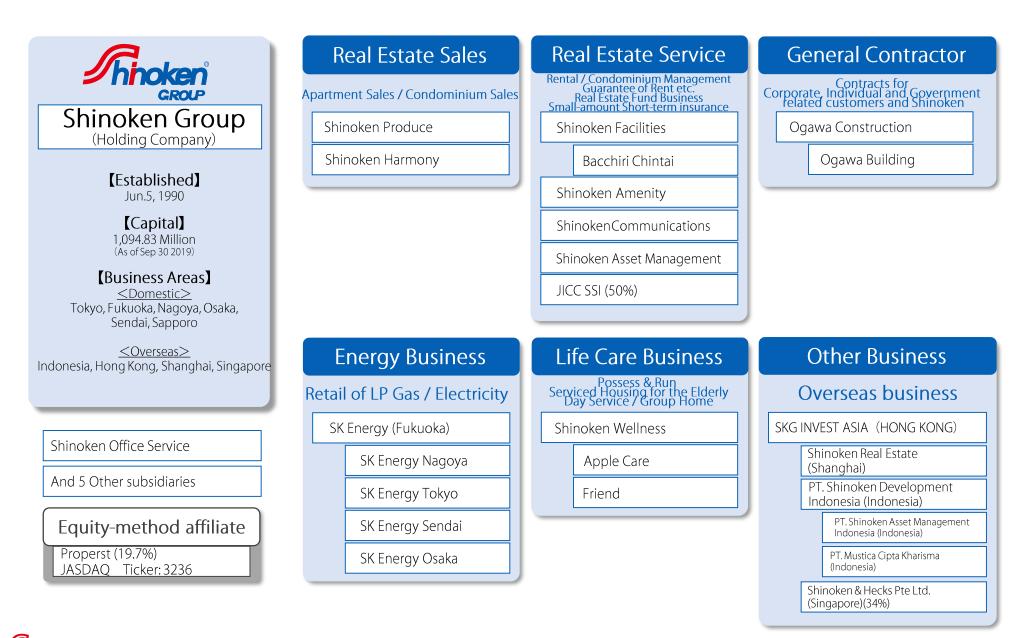
To confirm the retention period of 3 years or more, subjected shareholders are those who had been recorded in the shareholder list 7 or more times consecutively with the same registration number and more than 1,000 shares held on both Dec 31 and Jun 30 every year.
To confirm the retention period of 10 years or more, subjected shareholders are those who had been recorded in the shareholder list for more tan 10 consecutive years with more than 100 shares held on each record dates every year.



# Appendix



## Appendix ~About our Group



## Appendix ~Carefully selected land



## Appendix ~Our Product

#### Compact but spacy Unique Design



### 🞸 GOOD DESIGN AWARD

「New Standard "BRICK" / "PLATFORM" | Achieving 2 Good Design Awards





Adjusted to the area and the land Shape Planning and Product Range



**Enabling Stable Rent Management Rent Rate Setting** 

### 10 min from Station **Designers** Apartment

It may be possible to set a high Rent Rate (Especially while the building is new)

Shinoken sets the rent rate according to the market

To enable long term steady management, not temporary high yield

## Appendix ~High Occupancy

Including rooms that exist from our establishment in 1990 To provide property that Will be more selected

#### Reflecting the needs of our customers

Initiating a survey Towards more than 30,000 of our residences

### Shinoken Intelligent Apartment



No Running Cost Needed Higher security, convenience, and more safe and comfortable stylish lifestyle through one Smartphone



Staircase with Storage

Location Х **Design Ability** X Continuous R&D ∜ Long Term High Occupancy



\*1 2018 survey for Land and Housing Disclosed by The Statistics Bureau on Apr. 26, 2019

Understanding their needs, Immediately reflecting them to our products



Intercom with color display



Independent sink



## Appendix ~Condominiums

Purchase decent land within the Capital area, Plan and Develop Condominiums for single households

#### Condominiums are relatively lower price than Apartments, therefore work as introductory products

#### [Newly built]



#### [Second Hand]

#### [Renovation ×Condominium] Our new strategy in Minato, Chiyoda, Chuo wards, etc.

#### Second hand Condominiums For Lower Prices

Carefully selecting High-Quality establishments that are old but high demand for renting out

Not a mare "Repair" Full-Renovation Initiated by Shinoken

> Meets both demands of Owner and Tenant

Ideal as a property for Investment Good Location and High Revenue Potential

(Partial)



## Appendix ~Small amount Short term Insurance

For Residents to "Live in their Rooms without worries"			
Developed Original products (First in Japan) for the Residents and started selling them in Jul. 2014.			
Solitary Death Insurance	Pet Expense Insurance	Stalker Expense Insurance	Home Helper Expense Insurance
Covers expenses for: Repairs and cleaning of stains/soiled interiors in order to return the room to its original state	Covers expenses for: Expenses for Pet hotels or other expenses related to the death or injury and damage of/caused by a pet	Covers expenses for: Necessary costs upon dealing with stalkers; such as Cameras (to provide proof) or lawyer fees etc.	Covers expenses for: Expenses for home helpers to temporarily come and assist with house work when necessary

#### For Owners to "Rent out their Rooms without worries"

#### Developed Original product "Rent management support insurance" and started selling it from Sep 2015

Insurance for Restoration	Loss Insurance for Rental Income, etc.
Covers expenses for: Restoring the state of the Room to its original condition • Cleaning / deodorizing, • Maintenance • Cleaning up of mementos of the deceased after "Becoming a property that experienced an accident" Limit of the amount to be paid: 6 Months worth of rent	Covers expenses for: • Loss of rental income • Costs for taking care of soiled parts that occur from "Becoming a property that experienced an accident" Limit of the amount to be paid: <b>30% of 3 years (36 months) worth of rent</b> **Actual compensation : 10.8 months worth of rent

## Appendix ~Elderly Care (Life Care) Business Facilities



## Appendix ~Overseas Bases

Establishing a Global Business Network that does not get effected by the economical situation of one region.

#### Singapore

#### Real Estate / Rental Brokerage

#### Shinoken & Hecks Pte Ltd

- Real Estate / Rental Brokerage
- Rental brokerage for Japanese expats
- Real Estate sales for local wealthy consumers





### China

#### Real Estate / Rental Brokerage SHINOKEN REAL ESTATE (SHANGHAI)

- Rental brokerage for Japanese expats
- Real Estate sales for local wealthy consumers



#### Indonesia

#### **Construction**

#### PT Mustica Cipita Kharisma

- Advisary to Local General Contractors
- JO for Government/Private projects

Real Estate Development, Planning, Sales

PT. Shinoken Development Indonesia

Real Estate Fund PT. Shinoken Asset Management Indonesia



Shinoken's office is located in the blue building in the middle

## DISCLAIMER

This document includes estimations that are based on presumptions, forecasts and plans concerning the future of Shinoken business using Nov 13<sup>th</sup>, 2019 as the date of reference. Thus, actual business results may greatly differ from any estimations contained herein due to a variety of unforeseen reasons and circumstances such as economic trends and the changing states of business environments.

### For Inquiries Please Contact Investor Relations

Shinoken Group Co., Ltd. Investor Relations Office TEL: +81 92 714 0040 WEB: https://www.shinoken.co.jp/ir/