

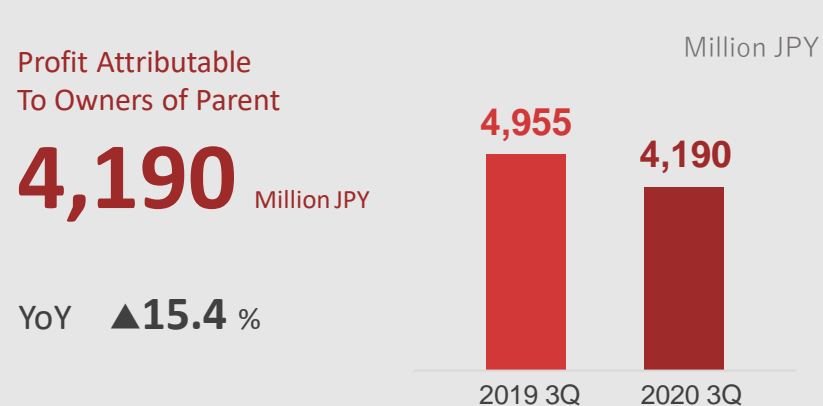
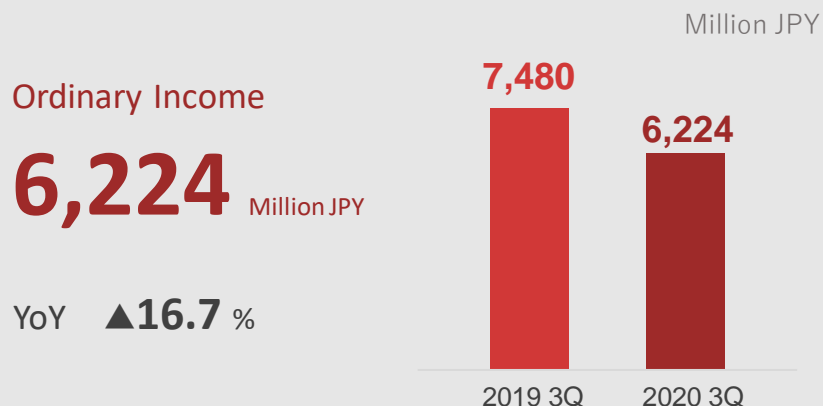
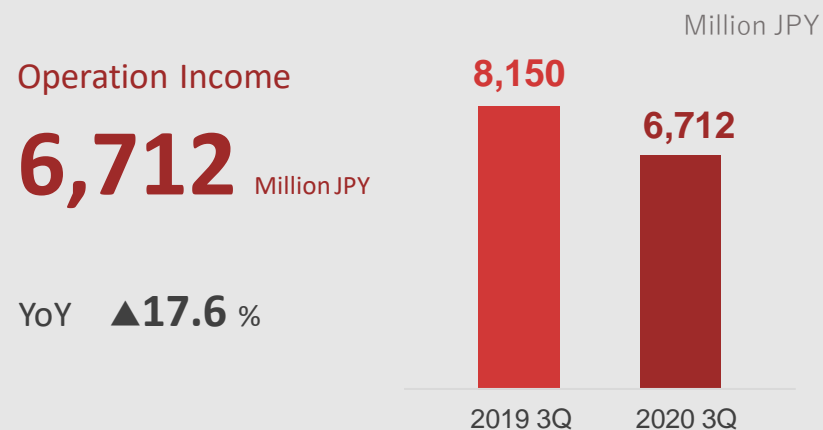
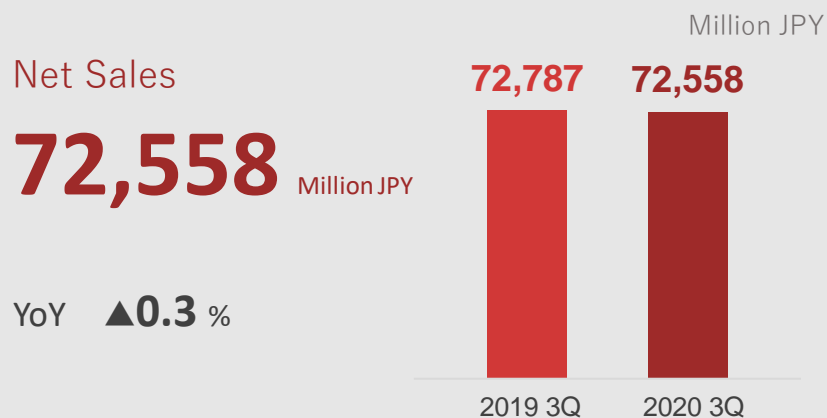
# Business Overview

FY2020 3Q (Jan - Sep)



# 1 Highlights of Results





Million JPY

	2019 End	2020 3Q End	Increase/Decrease
Current Assets	74,404	73,686	▲717
<b>Cash and Deposits</b>	<b>29,034</b>	<b>34,997</b>	<b>+5,962</b>
Non-current Assets	11,553	12,745	+1,191
<b>Total Assets</b>	<b>85,957</b>	<b>86,431</b>	<b>+474</b>
Current Liabilities	26,709	26,285	▲423
⇒ <b>Current portion of Bonds</b>	<b>692</b>	<b>594</b>	<b>▲98</b>
⇒ <b>Short-term loans payable</b>	<b>11,181</b>	<b>14,546</b>	<b>+3,365</b>
Non-current Liabilities	21,837	20,657	▲1,179
⇒ <b>Bonds</b>	<b>1,324</b>	<b>1,350</b>	<b>+26</b>
⇒ <b>Long-term loans payable</b>	<b>19,509</b>	<b>18,192</b>	<b>▲1,317</b>
Total Net Assets	37,411	39,488	+2,077
<b>(Capital Adequacy Ratio)</b>	<b>(43.4%)</b>	<b>(45.6%)</b>	<b>(+2.2pt)</b>
<b>Total Liabilities and Net Assets</b>	<b>85,957</b>	<b>86,431</b>	<b>+474</b>

**■ Cash and Deposits : +5,962**

※2019 End 29,034

※2020 3Q End 34,997

**Assets besides Cash and Deposits**

• Real Estate for sale\*1 : ▲6,890

• Costs on Real Estate Business\*2 : +2,425

\*1 Land for Apartments, etc.

\*2 Condominium Land and Construction in progress, etc.

**■ Interest-bearing debt : +1,975**

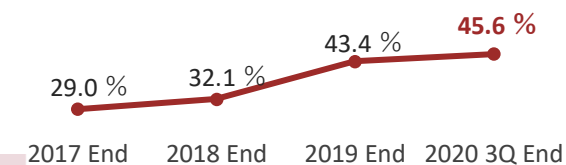
※2019 End 32,707

※2020 3Q End 34,682

**Liabilities besides Interest-bearing debt**

• Current Liabilities : ▲3,691

• Non-current Liabilities : +112

**■ Capital Adequacy Ratio**

# 1 Highlights of Results – COVID-19 influence to Business Segments –

## Real Estate Sales



In the Condominium sales, mortgage approval process partially stopped, and the wider / longer than expected spread effected sales activities

## Real Estate Service



Proving the strength of recurring business, Rooms managed, Rent Guarantee increased steadily

## General Contractor



Construction projects proceeded and received orders steadily, taking the utmost care to prevent the disease on site

## Energy



Proving the strength of recurring business, less effected by external situations

## Life Care



Continued the business without stopping, taking the utmost care to prevent the disease

## Others(Overseas, etc.)



Driving the development of “Sakura Terrace” projects No.2 to No.4, taking the utmost care to prevent the disease

## Whole Group

- Net Sales resulting in the same level YoY. Though Real Estate Sales Business was effected by COVID, the other segments were hardly effected
- Stronger financial position(Cash and Deposits ≒ 35 Billion JPY, 45.6% CAR)

## Real Estate Sales



- Apartment sales resulted in forecast level
- Condominium sales dropped 25% from forecast, due to temporary halt in bank operation, etc.
- Raising the REIT in the end of July contributed to the result as a strong alternative sales channel

## Real Estate Service



- Increasing Rooms managed, high occupancy resulting in YoY increase in Net Sales (by 16.1%)
- Due to COVID, Move-in/outs were 32% less than forecasted. Prior investment for investment management business and Real Estate technology, resulting in YoY decrease in Income (by 1.7%)

## General Contractor



- Construction proceeded steadily, resulting in YoY increase in Net Sales (by 6.0%), but due to the rising material and labor costs, Income decreased (by 6.6%)
- New orders increased YoY

## Energy



- LPG Retail (LP Gas) and Power Retail (Electricity, est.2017) both steadily added up. YoY increase in Net Sales (by 12.4%), and Income (by 23.8%)

## Life Care

Others(Overseas, etc.)

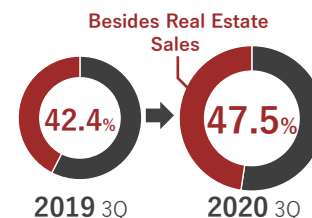


- Maintaining high occupancy and service quality, resulting in YoY increase in Net Sales (by 7.9%) and Income (by 18.3%)
- In Indonesia, multiple “Sakura Terrace” projects are in progress

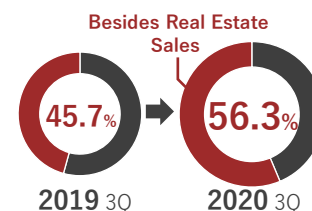
## Besides Real Estate Sales Business

Recurring business especially functioned as a large base of income, showing resilience to the changes of the external environment

**Net Sales\*<sup>1</sup>**  
※Against the simple sum



**Ordinary Income**  
(Segment Income)  
※Against the simple sum



\*1 Including Internal transactions

Million JPY

	2019 3Q		2020 3Q		YoY
	Net Sales*1	Ordinary Income (Segment Income)	Net Sales*1	Ordinary Income (Segment Income)	
Real Estate Sales	44,148	5,385	39,582	3,559	DOWN • DOWN
Real Estate Service	12,320	2,709	14,306	2,660	UP • DOWN
General Contractor	17,064	1,271	18,095	1,186	UP • DOWN
Energy Business	1,934	435	2,175	538	UP • UP
Life Care Business	1,150	150	1,241	177	UP • UP
Others(Overseas, etc.)	102	▲33	130	27	UP • UP
Adjustments	▲3,933	▲1,768	▲2,973	▲1,439	-
<b>P/L Figures</b>	<b>72,787</b>	<b>8,150</b>	<b>72,558</b>	<b>6,712</b>	<b>DOWN • DOWN</b>

\*1 Including Internal transactions

## Net Sales

**39,582** Million JPY YoY **▲10.3 %**

## Operating Income (Segment Income)

**3,559** Million JPY YoY **▲33.8 %**

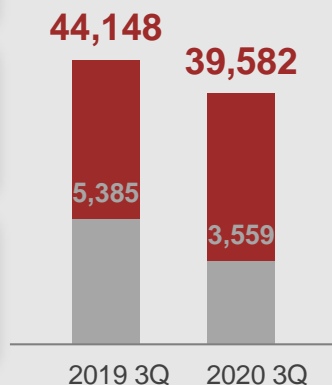
### The private REIT contributed as a new sales channel

Apartment sales results were roughly as forecasted

Condominium sales were down by 25% from the internal forecast

Driving land purchase for both individual and REIT purposes

■ Net Sales(Million JPY)  
■ Segment Income(Million JPY)



#### 【BtoC】

Apartment mortgages for individual customers by partner financial companies/banks still continuing

#### 【BtoB】

The private REIT, raised in the end of July, contributed to the results, showing the strength of multi-sales channels

Net Sales<sup>\*1</sup>

**14,306** Million JPY YoY **+16.1 %**

Operating Income (Segment Income)

**2,660** Million JPY YoY **▲1.7 %**

## Steadily added up according to sales

Move In/Outs decreased by 32% from the forecast, effecting the revenue

Started achieving asset management fee revenue from the private REIT

Overdue Rate 0.16% in Rent guarantee cases (Nation average 2.1%<sup>\*2</sup>)

■ Net Sales(Million JPY)  
■ Segment Income(Million JPY)

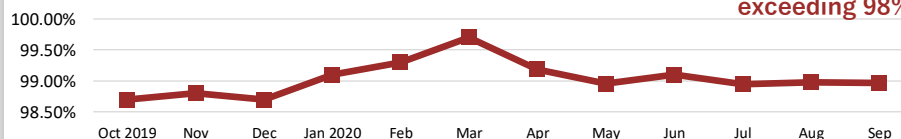
**12,320** **14,306**

**2,709** **2,660**

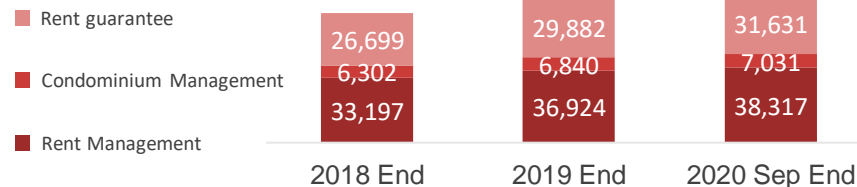
2019 3Q 2020 3Q

## Occupancy rate of recent 12 months (Property Developed by Shinoken)

As of end of Sep 2020 exceeding 98%



## Transition of cases



## Investment Management (Shinoken Asset Management)



## App, Face recognition, Security system



<sup>\*1</sup> Including Internal transactions

<sup>\*2</sup> Japan Property Management Association "Market sentiment research on rental homes"(Jun. 2020)

Net Sales<sup>\*1</sup>

**18,095** Million JPY YoY **+6.0 %**  
 ※2,231 Million JPY from Shinoken Projects

Operating Income (Segment Income)

**1,186** Million JPY YoY **+6.6 %**

## Construction and new orders steadily proceeded

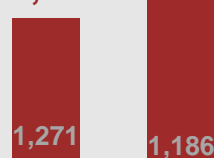
New orders increased YoY

Over 87% of Net Sales come from external projects

Keeping the appropriate income level by cost management

■ Net Sales(Million JPY)  
 ■ Segment Income(Million JPY)

**17,064** **18,095**



2019 3Q 2020 3Q



### Composition ratio of Net Sales

**External Projects**  
 (15,863 Million JPY)

**87.7 %**

- Factories of manufacturers
- Condominiums
- Civil Engineering (Private/Government)
- Elderly/welfare facilities

**Shinoken Projects**  
 (2,231 Million JPY)

**12.3 %**

- Condominiums developed by Shinoken Harmony

\*1 Including Internal transactions

Net Sales\*<sup>1</sup>

**2,175** Million JPY YoY **+12.4 %**

Operating Income (Segment Income)

**538** Million JPY YoY **+23.8 %**

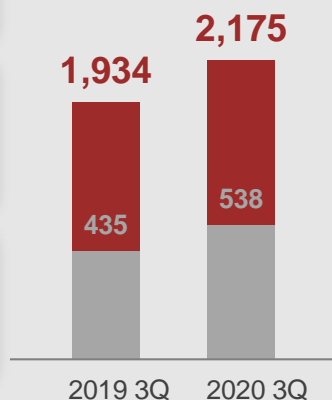
## Steady increase

LPG Retail (Gas) and Power Retail (Electricity) increased steadily

Usage in both LPG and Electricity increased due to spending more time at home from Teleworking

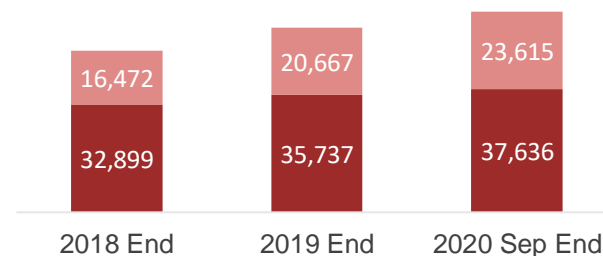
Higher income ratio due to appropriate management of Purchase and operation costs

■ Net Sales(Million JPY)  
■ Segment Income(Million JPY)



## Transition of cases

■ Power Retail  
■ LPG Retail



\*1 Including Internal transactions

Net Sales\*<sup>1</sup>**1,241** Million JPYYoY **+7.9 %**

Operating Income (Segment Income)

**177** Million JPYYoY **+18.3 %**

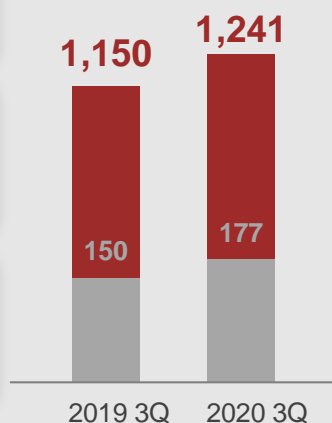
## Facilities kept high occupancy. Expanding business field

Wide range of facilities and services in the field of elderly care

Entering the field of care for people with disabilities

Focusing on training and securing personnel for business expansion

■ Net Sales(Million JPY)  
■ Segment Income(Million JPY)



## Usage and Occupancy As of end of Sep 2020

**Safety**  
housing for elderly  
**130** Rooms



**Housing with Services**  
3 Facilities  
302 Rooms

**99.0%**

**Group Homes**  
7 Facilities  
144 Rooms

**99.3%**

\*1 Including Internal transactions

Net Sales<sup>\*1</sup>**130** Million JPYYoY **+26.7** %

Ordinary Income(Segment Income)

**27** Million JPYYoY **-** %

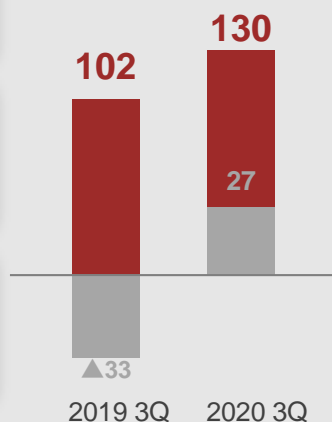
## Development and REIT preparation proceeded

Construction on “Sakura Terrace” No.2 and No.3 started, and No.4 is planned

After completion, it is possible to choose the better option between obtaining income gain (operation), or selling it to the REIT

Currently in the process of selecting external large scale property that can be added to the REIT

■ Net Sales(Million JPY)  
■ Segment Income(Million JPY)



“Sakura Terrace” No.1 operating as a Service Apartment(Built in Mar 2019, 58 Rooms)



Construction kick-offs in No.2 and beyond (See also P.25)

No.2



No.3



No.4



\*1 Including Internal transactions

## **2** Revision in Forecast and Future Outlook



## Revision of consolidated forecast

Given the recent business situation, the initial forecast (Disclosed on Feb 14, 2020) has been revised

## Net Sales

102,000 Million JPY

⇒ 96,000 Million JPY

▲5.8%

## Operation Income

10,500 Million JPY

⇒ 8,800 Million JPY

▲16.1%

## Regular Income

10,000 Million JPY

⇒ 8,300 Million JPY

▲17.0%

Profit Attributable  
To Owners of Parent

7,000 Million JPY

⇒ 5,900 Million JPY

▲15.7%

## YoY

## Increase in Net Sales and Profit Attributable to Owners of Parent

YoY+0.2%

Increase

95,786 96,000

2019 Revised 2020

YoY▲9.7%

9,754 8,800

2019 Revised 2020

YoY▲7.9%

9,018 8,300

2019 Revised 2020

YoY+0.4%

Increase

5,875 5,900

2019 Revised 2020

### Main reasons of not reaching the initial forecast

- ✓ In the Condominium sales dropped 25% from forecast, due to temporary halt in bank operation during the state of emergency, and changes in sales activity styles taking time to catch with the situation regarding COVID-19
- ✓ In the Real Estate Service Business, Move-in/outs were 32% less than planned due to COVID-19, resulting in the decrease of revenue opportunities from move-in/out fees
- ✓ Exchange loss of the Working capital in Indonesia

### Future Outlook

- Apartment sales moved steadily, and further growth can be expected, not only from the conventional Individual customers, but also from additional sales regarding the REIT, and increasing inquiries from foreign investors that show interest in our Apartments and Real Estate Funds
- Condominium sales, relatively effected by COVID, has pretty much hit rock bottom, so sales are expected to get back on track and show additional growth from the REIT
- Driving development in Indonesia, enhancing Investment Management regarding the REIT and mutual fund products
- Pro-active M&A strategies, both domestic and foreign, to enlarge the business scale
- Third-party allotment of shares of Properst (TSE JASDAQ 3236), Strengthening synergy as a pipeline for REIT properties

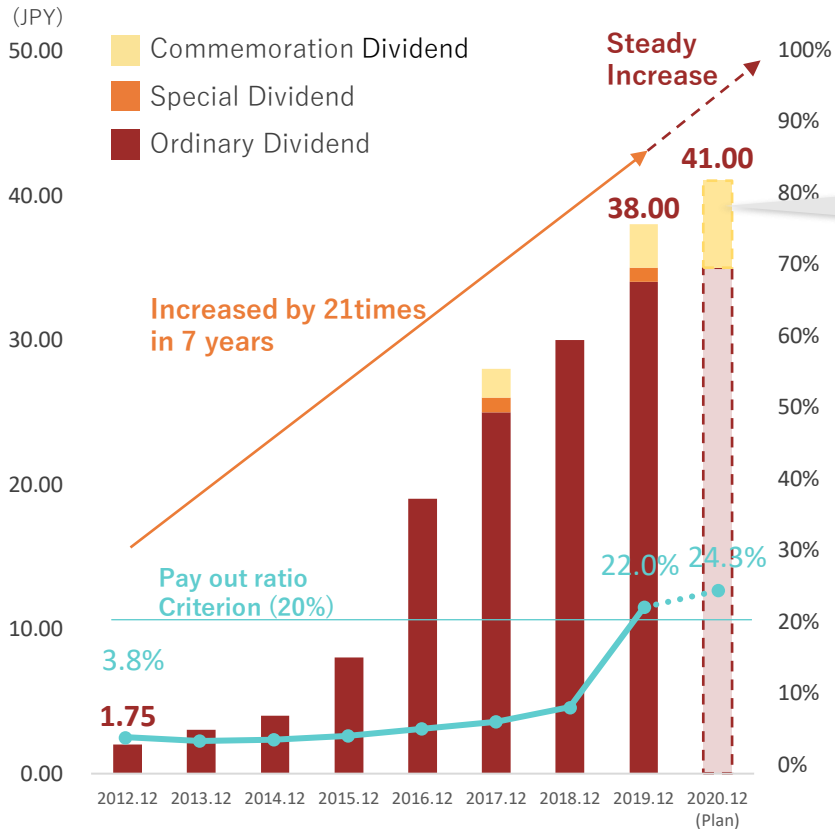
**Mid / Long term vision (Japanese) planned to be released on Nov. 18 2020 !**

## 3 Topics



## Dividend\*1 and Payout Ratio

(Left/Bar graph: Ordinary Dividend, Right/Line graph: Pay out ratio)



\*1: Including all three kinds of Dividends

The Graph above reflects the Stock split as of Jan.1 2013, Jan.1 2015 and Jul.1 2018

**NEW**

## Revised the Dividend Forecast

### YoY addition of 3 JPY per share

For achieving the mid-term financial goals disclosed in 2016, meeting the commitments

#### Goal

**Capital Adequacy Ratio Over 40%**

**Positive NET CASH**

#### Result

2019 End : 43.4%  
2020 3Q End : 45.6%

As of 2020 3Q End,  
Cash and Deposits exceeded  
Interest-bearing debt  
(34,997 Mil JPY > 34,682 Mil JPY)

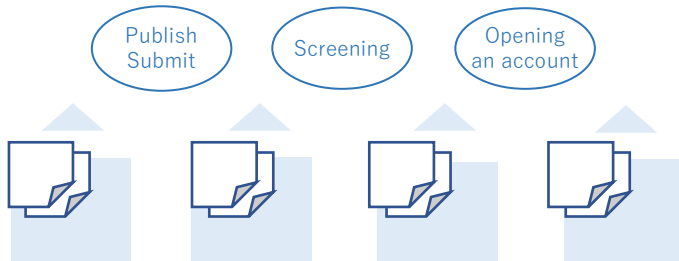
## Trust Service, which makes Real Estate transactions clearer, resolving the tasks of personal authentication and preventing falsification, not only rationalization and adding value

Setting REaaS (Real Estate as a Service) <sup>\*1</sup> as our mission

### Conventional Real Estate Transaction

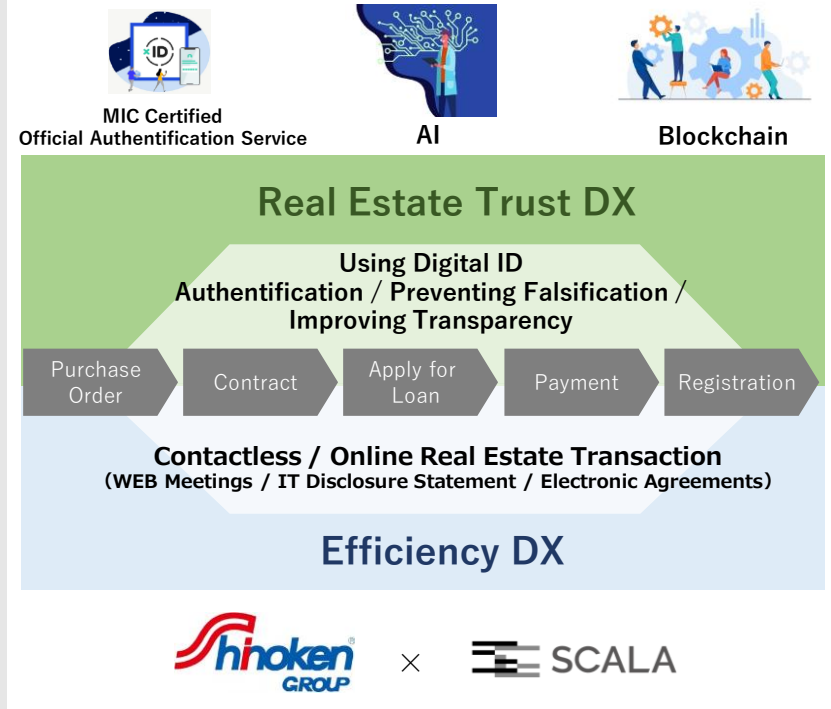


Transaction based on  
Face to Face / Paper / Stamps



Filling in Documents / Effort and toil of  
Identification

### Real Estate Trust DX Platform Jointly Developed



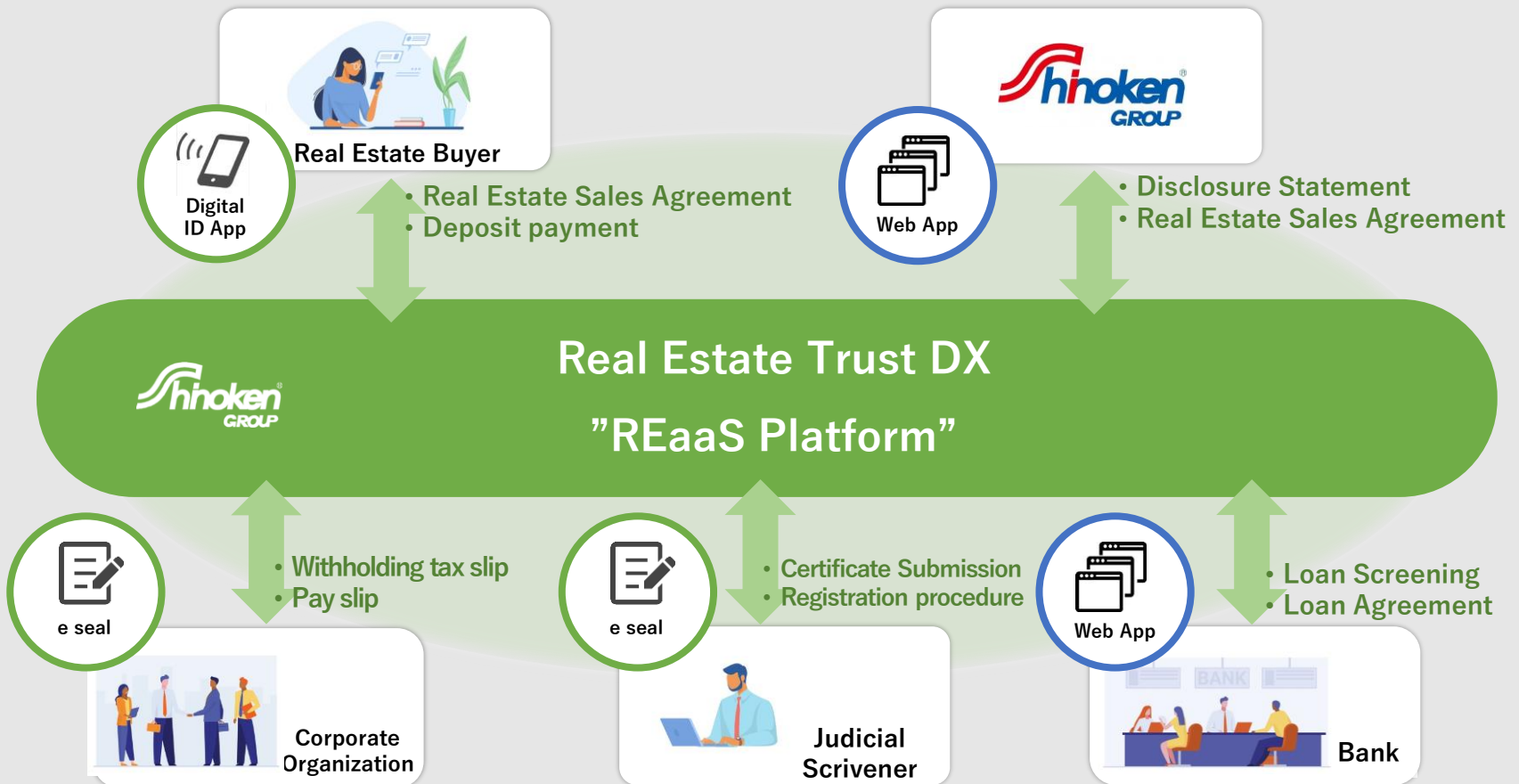
Designed by pch.vector / Freepik

<sup>\*1</sup> A concept advocated by Shinoken, where more people can easily, safely take place in Real Estate Transaction from a small amount of money, by combining business model innovation and technology

## Applying Digital ID to Real Estate based on the knowledge of Scala Co-develop Trust DX Platform to realize Real Estate Trust Service

Driving the concept of REaaS by providing safe and handy environment for Real Estate Transaction

### Image of Real Estate Trust DX



Designed by pch.vector / Freepik

**Coordinating with the Indonesian FSA and state government to raise a mutual fund**  
 SAMI leading the First scheme in Indonesia, for a fund that is specialized for Transmigration residences



### Financial Inclusion

The availability and equality of opportunities to access financial services. The efforts typically target those who are unbanked and underbanked, and directs sustainable financial services to them

## Alliance with an education institute, second case following Universitas Ngudi Waluyo (UNW)

Showing our advantage of holding a business base in Indonesia, to contribute to our Life Care Business



New Partner

## STIKES Bathesda Yakkum (SBY)

A school for nursing, located in Yogyakarta, on the island of Java.

It holds 660 students, and has a history of over 130 years since its original establishment in 1889

- Opening a Japanese learning center, where the students will take a 6-month course followed by the necessary exams
- Planning to initiate part of the training by connecting with facilities in Japan on-line, to cope with COVID-19
- By using the system of Specified Skilled Worker (i), the students will join Shinoken's elderly care facilities in Japan, aiming to be around next summer

### Japanese learning center 6 months course

- Nursing Care Skills Test
- Basic Japanese Test
- Nursing care Japanese evaluation Test

Once ended and passed, sent to Japan

Allocated to the facilities of Shinoken  
Aiming to add external facilities in the future

## Enhancing elderly care business, and expanding care for people with disabilities

Additional facilities and personnel procurement

### Elderly Care

#### Growing demand and high occupancy of conventional facilities

Additional unit in Friend Tennoji (Osaka)  
Acquiring / Constructing new facilities (Planned)



#### Personnel procurement to enhance the business scale

Procure from Indonesia  
Inhouse training

Introduction movie (Japanese)



### Care for people with disabilities

#### For the growing social demand

"Kids Life",  
A daycare service for children with disabilities



"YUTAKA COLLEGE" (Alliance)



<https://yutaka-college.com/>



## Introducing Shinoken's concept apartment model 『ORIGINO』, to adapt to the New Normal era Meeting the demands of the way of life with / after COVID-19

### 『ORIGINO』 = "Origine", "Starting point"

Also bearing the meaning of "The beginning of the new lifestyle", and "Minimum design of the lifestyle"

#### The four features of 『ORIGINO』



#### ① Sink in the entrance

The sink placed next to the entrance door will make it possible to wash the hands immediately after coming home

#### ② Higher Ventilation performance

The space above the entrance is open, and combined with the 24-hour ventilation system, the air will circulate more effectively

#### ③ Antiviral material

Antiviral materials are used in interior wallpapers and remote-work counter

#### ④ Remote workable

A workspace is set according to the spreading of remote work and online learning

#### Urban Room Type "To Meet various needs"

Urban Room Type			
Product Type	AVAND(Wood)	AVAND(Steel Frame)	ORIGINO
Target	General	Mainly for paid workers	New Normal
Design	Mass-product design (White)	Abundance, Calmness (Wood pattern)	Stylish (Monotone)
Image			

Lifestyles of the residences are diversifying rapidly. Shinoken is continuously developing products to meet the various needs of the residences, and as a type that specializes in the Tokyo 23 ward area, we have the conventional 『AVAND』, followed by the new 『ORIGINO』

**Sales start from Dec. 2020, and handovers, planned from summer of 2021**

**With our full-inhouse process, No.2 and 3 has kicked-off, No.4 and beyond also making progress**

Options “Owning and managing the property while achieving recurring revenue”, and “selling the property to the REIT” can be taken

### Project No.2



Land Size	Plan	Structure	Completion (Planned)
512sqm	Total : 60 single room residences, 17 parking spaces	Reinforced Concrete 1 basement floor, 4 floors above ground level	Around Fall of 2021
Transportation LRT (Monorail) Station (under construction), 10 minutes on foot		Contractor PT. Mustica Cipta Kharisma (Subsidiary of Shinoken)	



### Project No.3

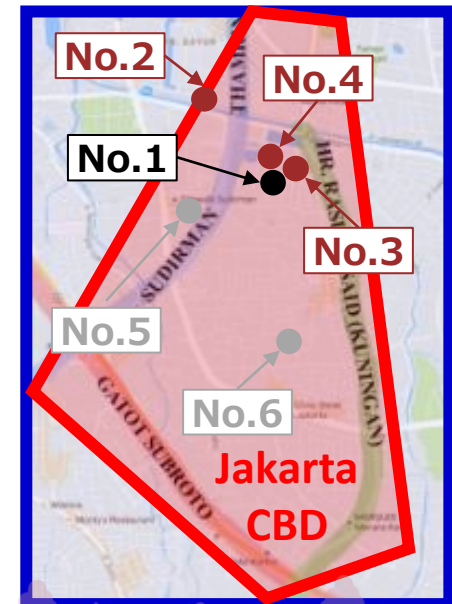


Land Size	Plan	Structure	Completion (Planned)
218sqm	Total : 33 single room residences	Reinforced Concrete 4 floors above ground level	Around Spring of 2022
Transportation MRT (Subway) Setiabudi Astra Station, 8 minutes on foot		Contractor PT. Mustica Cipta Kharisma (Subsidiary of Shinoken)	

### Project No.4



Land Size	Plan	Structure	Completion (Planned)
352sqm	Total : 38 single room residences	Reinforced Concrete 4 floors above ground level	Around Spring of 2022
Transportation MRT (Subway) Setiabudi Astra Station, 8 minutes on foot		Contractor PT. Mustica Cipta Kharisma (Subsidiary of Shinoken)	



# 4 Defining our New Group Vision and Mission



Having reached 30 years from the establishment of our group, we have defined the new vision and mission for the next generation, and we will all strive to make them come true

## Vision

**A Life Support Company  
for every generation across the world**

Shionken, having innovated the way of Real Estate transaction in Japan over the course of 30 years, developed its distinctive life support model that stays close throughout the lives of our customers. Now, we will extend it from Japan to the world, across borders, and to the generations of our children and grandchildren

## Mission

**Resolve the problems of  
the people and society through REaaS<sup>※</sup>**

※REaaS : "Real Estate as a Service"

By driving REaaS, more people can take place in Real Estate transaction easily and safely for a smaller price. REaaS is possible by combining innovation of business model and technology, and will resolve not only future financial anxiety but also various problems in society, which includes elderly care and the shortage of workforce

## Value

- All for customers success
- Never forget Gratitude
- Challenge Spirit

The unchangeable values in achieving the Vision and Mission, and the common code of conduct for all employees of Shinoken since the establishment

## 5 Actions regarding SDGs



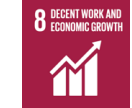
# 5 Actions regarding SDGs – Our contribution to achieving SDGs –



Shinoken will contribute to achieving SDGs in our entire business

## Production (Construction)

- CO2 off-set (research stage) by afforesting the same amount as material used
- Electric vehicles for company owned vehicles
- Wooden architecture Reducing CO2 Emission through shorter construction periods
- Pro active use of recycled aggregate
- Technical interns from overseas
- CO2 storage effect of wooden architecture and carbon-neutral disposal



## Sales / Service

- Rent rooms for elderly with low income / foreigners
- Patent for original technology
- Solar Panel and Biomass power generation and electricity sales
- Supporting people with disabilities in getting jobs / becoming independent
- Day care service for children with disabilities
- No smoking of all employees
- Train and produce care personnel to improve the shortage of workforce
- Aiming for all employees to obtain qualifications
- Employment support



## Indirect Operations

- Scholarship (Benefit) / Repayment Support program
- Issuance of SDGs related private placement bonds
- Promoting Female managers
- Promoting employment of people with disabilities
- Compliance training
- Creating jobs through partner company organization



## Shinoken's wooden Apartments are contributing to suppressing CO2 emission

13

CLIMATE ACTION



Take urgent action to combat climate change and its impacts

15

LIFE ON LAND



Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss

### Non-wooden apartments

#### Procurement



Deforestation upon material procurement

#### Manufacturing • Logistics



CO2 Emission in Construction / Logistics

#### Maintenance

#### Disposal



CO2 Emission in disposal



### Shinoken's wooden Apartments

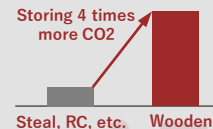
Planning afforestation (Rain forests near Jakarta, Indonesia)  
Realizing Carbon-offset



Reducing CO2 Emission through shorter construction periods



CO2 absorption and storage effect of wooden architecture



Actions for recycling scrap wood  
Realizing Carbon-neutral



## **6 Appendix**





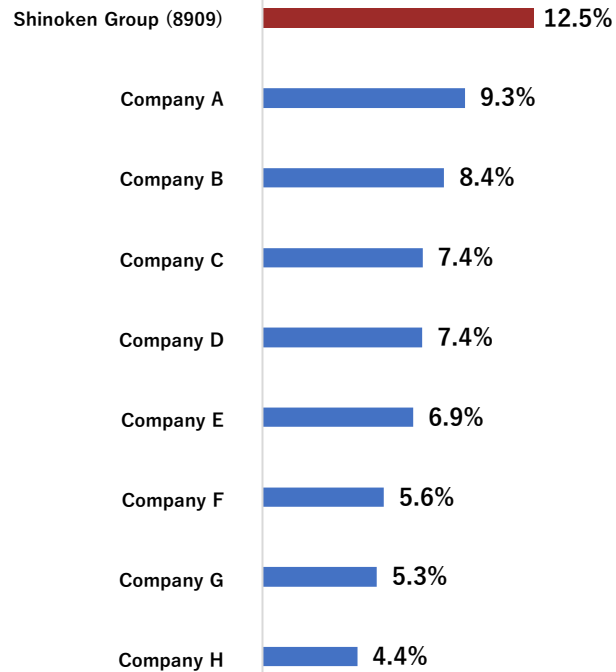
## Feasibility of the scenario of the double market capitalization

Industry-classified analysis report about corporate value Condominium development /sales/real estate agency Written by J-Phoenix Research, Inc. (JPR) 2020/10/28

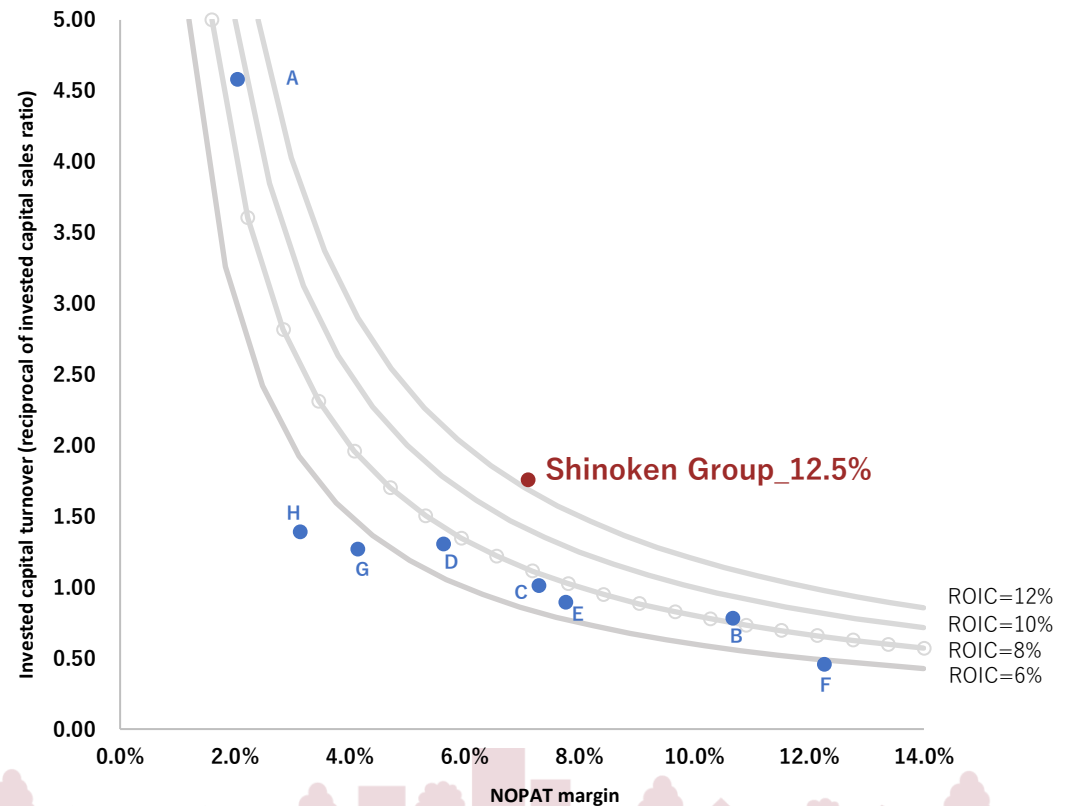
companies with company planned sales of 30 billion yen or more in classified as condominium development / sales / real estate agency in the industry classification by Nikkei at the time of analysis

### 【From the report\*1】 ROIC \*2 Ranking

(Invested capital is analyzed based at the end of the most recent quarter, and operating income after tax is analyzed based on this term's plan)



### 【From the report】 Invested capital turnover and NOPAT margin



\*1 Partially arranged under approval of JPR

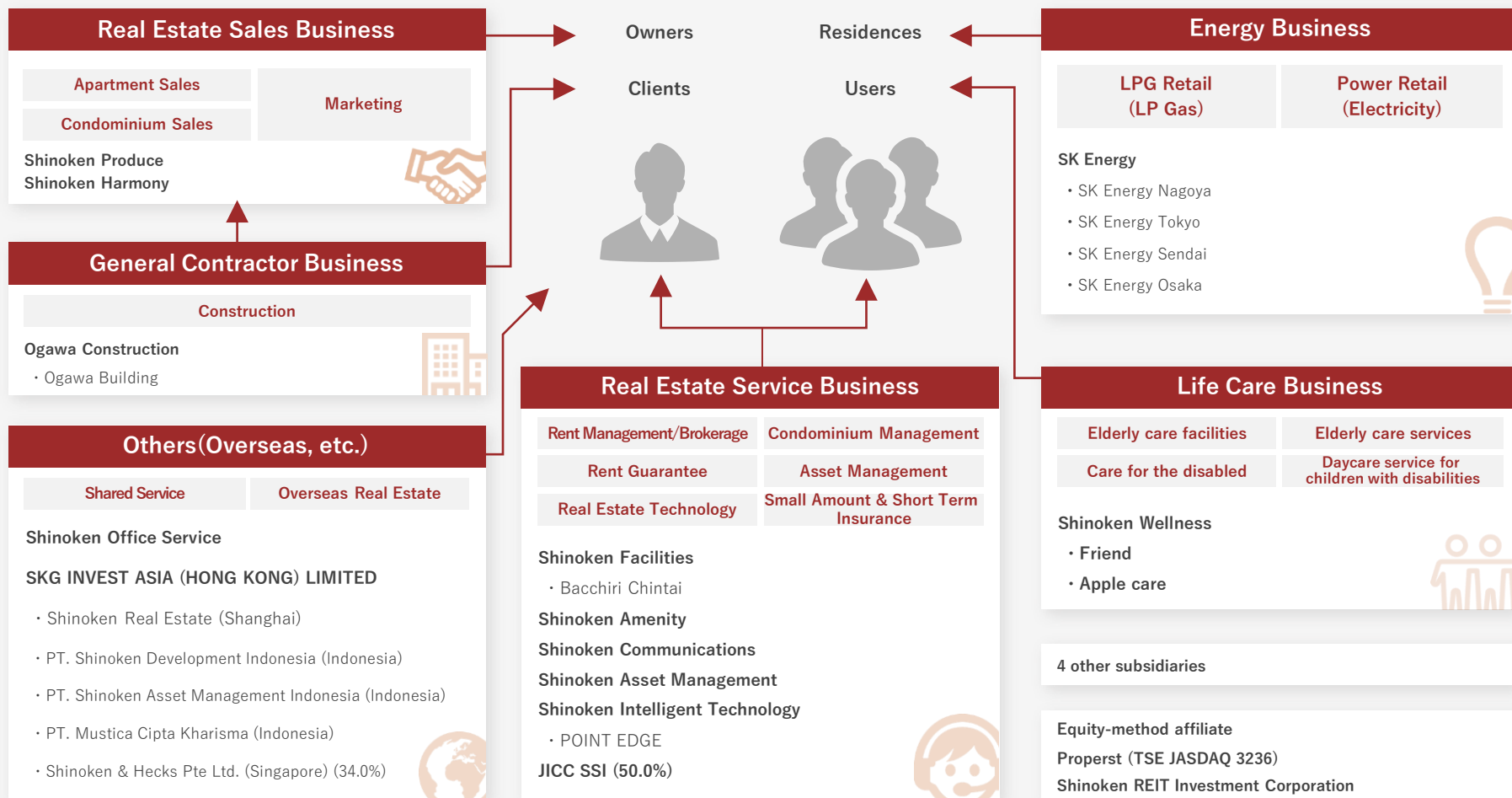
\*2 NOPAT margin × Invested capital turnover

Report : [https://www.j-phoenix.com/report/condominium-development-sales-real-estate-agency\\_eng/](https://www.j-phoenix.com/report/condominium-development-sales-real-estate-agency_eng/)

## Holding Company

## Shinoken Group Co., Ltd.

【Established】 Jun.5, 1990 【Capital】 JPY1,094 Million



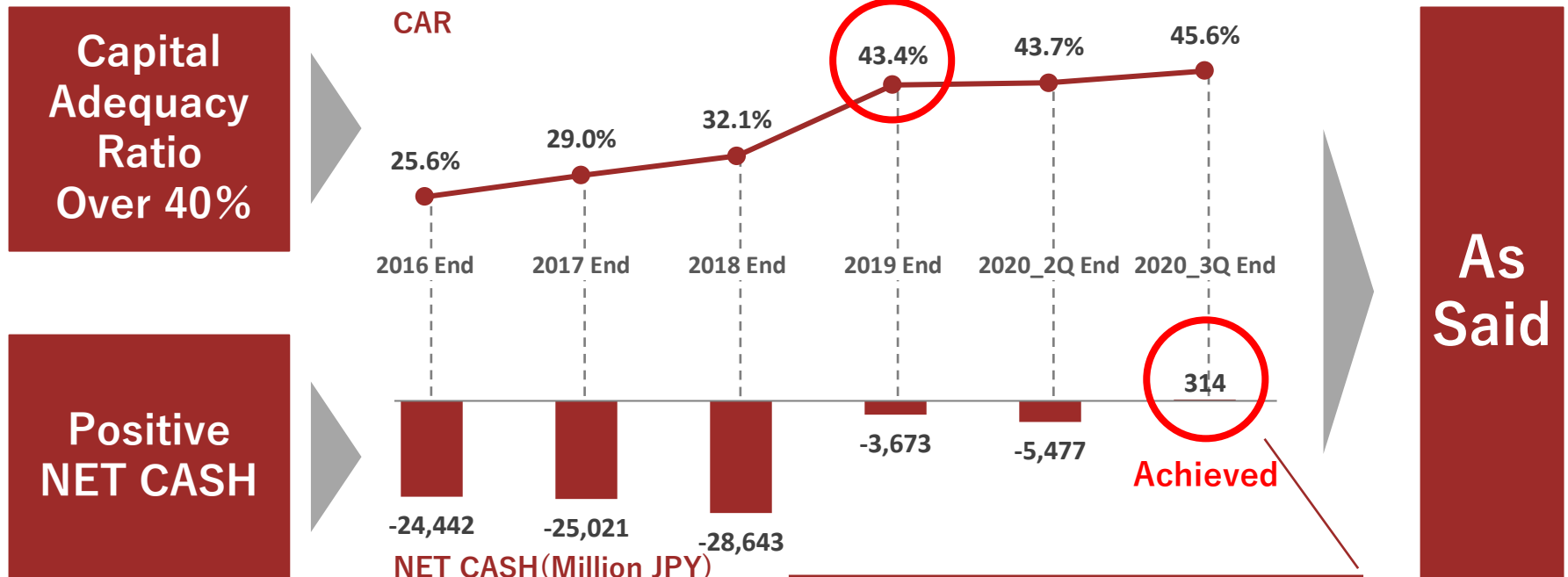
## 【Mid-term forecast disclosed on Nov. 2016】

*“On the third year of the Mid-term forecast, Fiscal Year ending in December 2019, we are looking at the Capital adequacy ratio to exceed 40%, and positive NET CASH” (Extracted and translated from the disclosed document)*

【Result】 CAR goal achieved in Dec. 2019, Positive NET CASH goal achieved in Jul. 2020 (six months late)

### Financial Goals

### Result



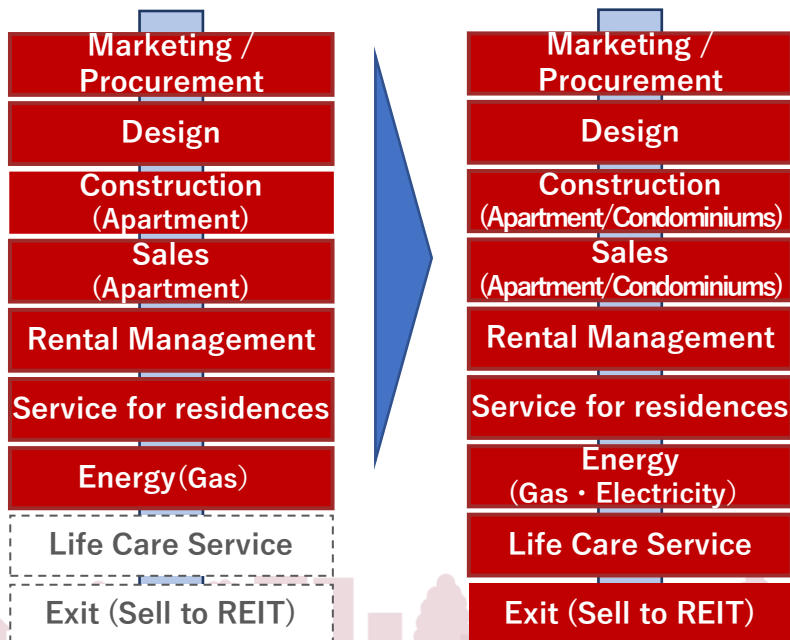
Temporary changes may occur in CAR and NET CASH due to increase of inventory (for REIT), Continuous control of financial balance

# Success model that started in Fukuoka, to Tokyo and nation wide Next, reproducing the domestic model to overseas countries

**Domestic : Full in-house model  
evolving to Life time value producing model**

**Fukuoka**

**Tokyo**

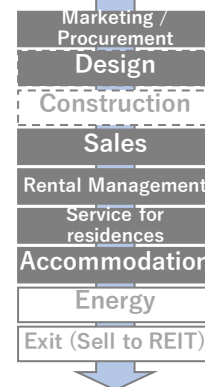


**Overseas : Establish competitive  
in-house model**

**Indonesia**

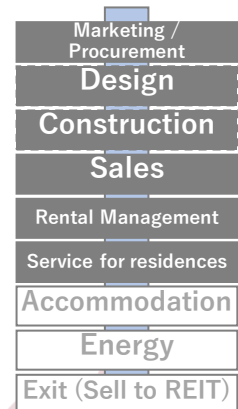
NEXT...

**Country I**



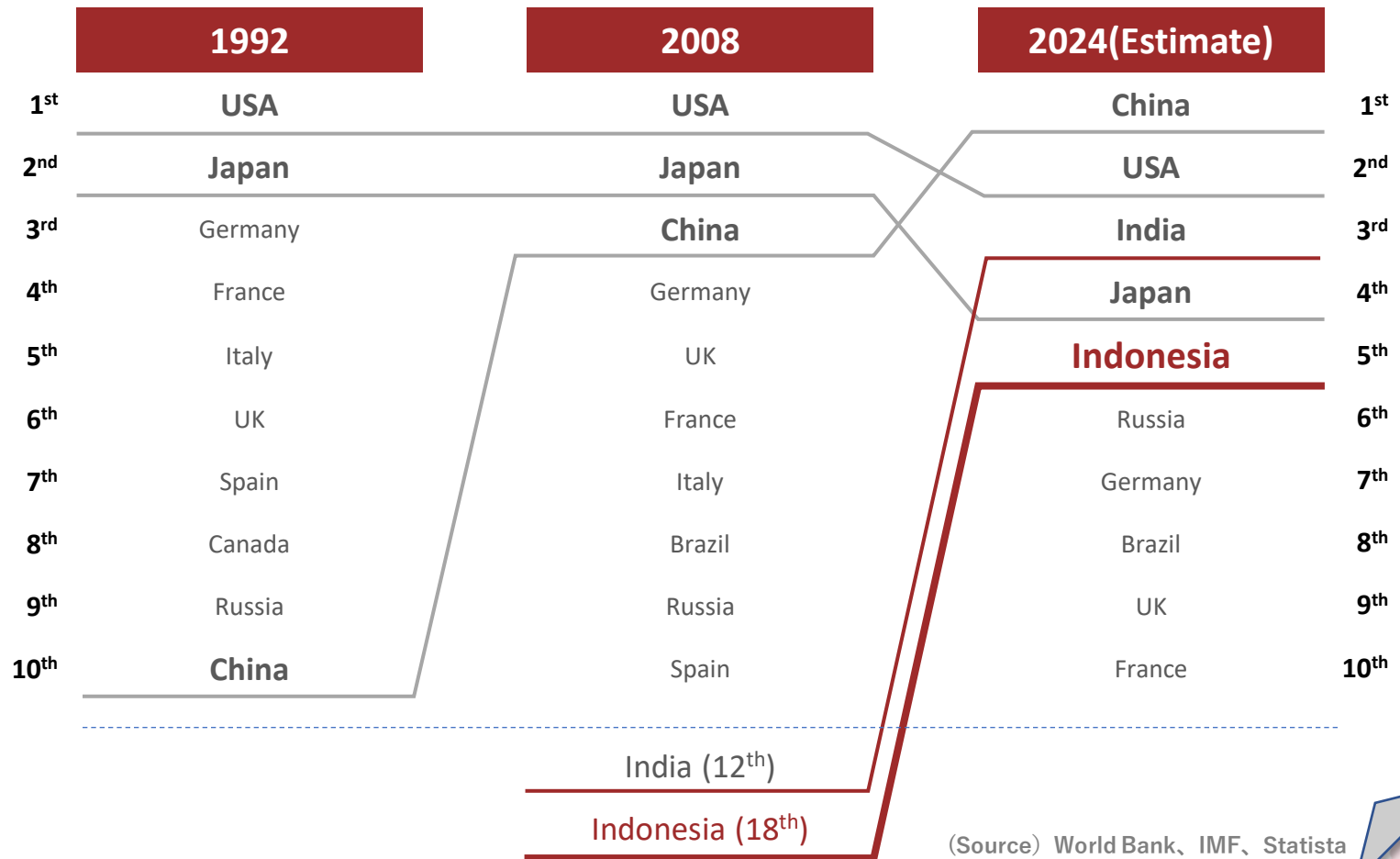
NEXT...

**Country A**



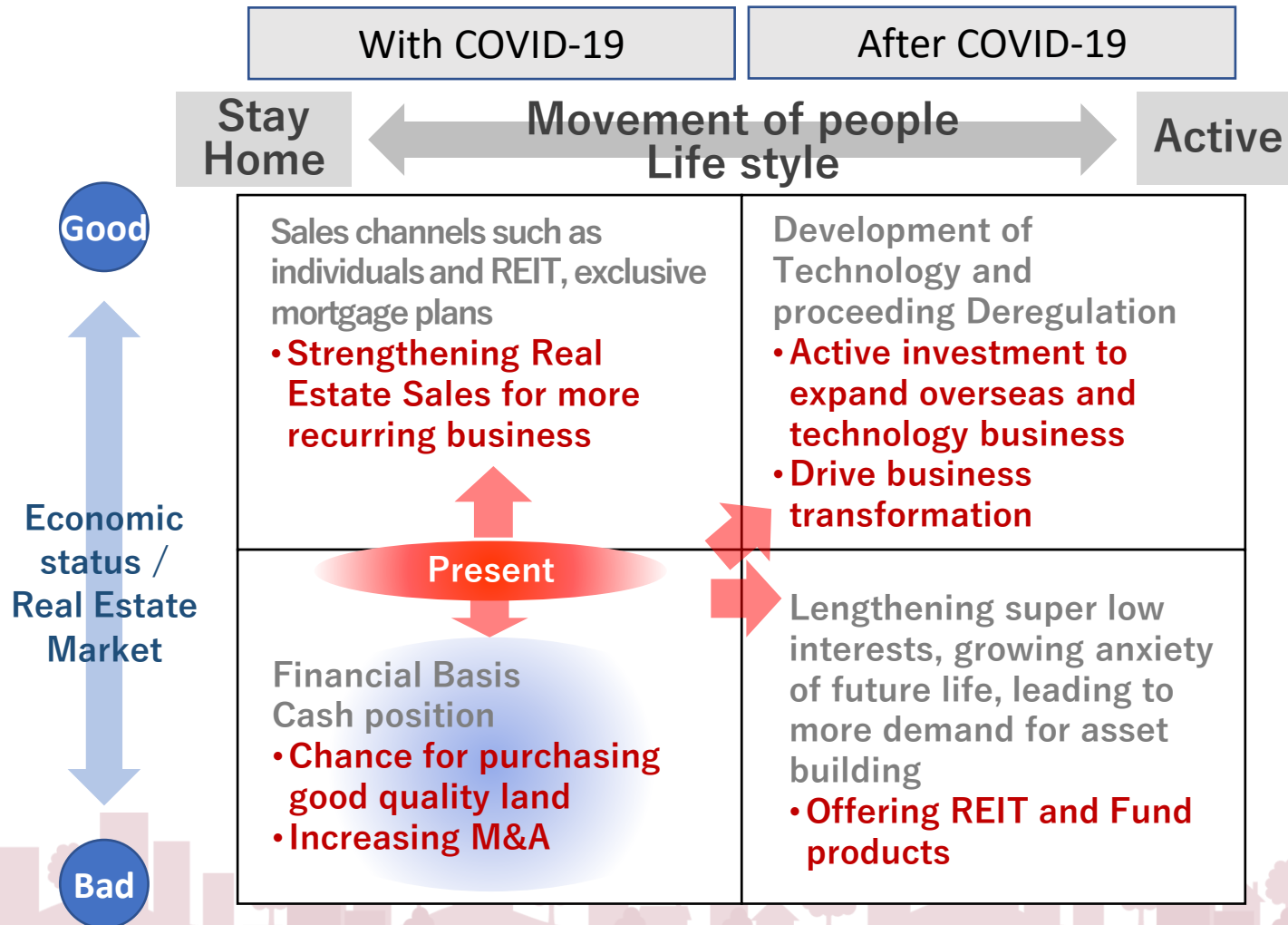
According to the calculations of World Bank and the IMF  
GDP of Indonesia will be the 5<sup>th</sup> largest in the world

### Changes of the Top 10 GDP countries



## Competitiveness in With / After COVID-19

### Business basis and All-direction strategy options that can meet any situation



## Designing, Planning and Leasing abilities that realizes stable Rent income and Yield

**Occupancy, the essential aspect of Rent Management exceeding 98%**  
(Property developed by Shinoken, including the earliest ones : As of end of Sep 2020)



Compact but spacy  
**Space design**



Adjusted to  
the area and land Shape  
**Product range**



To be chosen more  
**Reflecting the needs  
of the residences /  
Intelligent setting**



To succeed  
in the Long run  
**Appropriate  
Rent pricing**

 **GOOD DESIGN AWARD**



**Reflecting the Residences needs**



Intercom with color display



Independent sink



Staircase with Storage

**Shinoken Intelligent Apartment**



Introduction Video  
(Japanese)



### Apartment mortgages with Cancer GCLI

#### Group credit life insurance(Normal GCLI)

If the debtor of the mortgage dies or enters a severe disability state during the repaying period and becomes unable to pay, the insurance covers the remaining debt. Shinoken also adapts this for Real Estate investment mortgages

#### Cancer GCLI ※Optional

In addition to the coverage of Normal GCLI (Death / Severe Disability), when the debtor is diagnosed as Cancer (certain malignant neoplasms), the remaining debt is covered and no further repayment is necessary

	Normal GCLI	Cancer GCLI
Death	Remaining debt Covered	Remaining debt Covered
Severe Disability	Remaining debt Covered	Remaining debt Covered
Diagnosed as Cancer	Not covered	Remaining debt Covered
Stroke (In hospital for over 180 consecutive days)	Not covered	Remaining debt Covered
Myocardial infarction (In hospital for over 180 consecutive days)	Not covered	Remaining debt Covered

Not only does the remaining debt disappear,  
but also rent revenue continues to come in after the cancer is cured,  
which is a major advantage compared to Normal GCLI

### Small Amount and Short Term Insurance

#### For Residences

##### First in Japan

Original product “Solitary Death Insurance” for residences

##### First as SSI

Selling “Stalker Expense Insurance”, etc.

#### Solitary Death Insurance

Repairs and cleaning of stains/soiled interiors to return the room to its original state

► **Limit of Payment** 1 Million JPY

#### Stalker Expense Insurance

Necessary costs such as Cameras (to provide proof) or lawyer fees etc.

#### Pet Expense Insurance

Pet hotels or other expenses related to the death or injury and damage of/caused by a pet

#### Home Helper Expense Insurance

Home helpers to temporarily come and assist with house work when necessary

#### For Owners

Original product “Rent management support insurance” started selling it from Sep 2015

#### Insurance for Restoration

Covers the expenses of Restoring the state of the Room to its original condition

- Cleaning / deodorizing,
- Maintenance
- Cleaning up of mementos after becoming an “Accident Property”

##### ► **Limit of Payment**

6 months rent

#### Loss Insurance for Rental Income, etc.

Covers the Loss of rental income that occur from becoming an “Accident Property”

##### ► **Limit of Payment**

30% of 3 years (36 months) of rent  
※Equivalent of 10.8 months

# DISCLAIMER

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This document includes statements that are based on presumptions, forecasts and plans as of November 11<sup>th</sup>, 2020. Actual 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.

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