# **Qualitative Information for the First Quarter Ended March 31, 2015**

May 12, 2015

C o m p a n y Shinoken Group Co., Ltd. Listed on the TSE

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Quarterly results briefing: None

# 1. Qualitative Information Regarding the Settlement of Accounts for the First Quarter

#### (1) Explanation on Business Performance

For the first quarter of the fiscal year ending December 2015, the Japan's economy generally performed well since the higher stock prices and the yen depreciation continued due mainly to the government's economic policy and the Bank of Japan's monetary policy, and improving corporate results also contributed to the performance. However, as there are concerns about recession after the consumption tax hike, prospects for the Japanese economy remains uncertainties.

In the real estate industry as well, the market direction was one of recovery, driven by heightened investment and a comeback in construction demand in the rental housing sector, but there are concerns about soaring personnel and materials expenses, and prospects for a further consumption tax hike.

In this environment the Company's Group as a whole has worked to strengthen the quality of its sales capabilities, technical capabilities and services, as well as improvement in corporate value, by means of linkages between its flow businesses (apartment sales, condominium sales and general contracting) and its stock businesses (real estate leasing and management, financing and guarantees, long-term care and LP gas supply and sales).

As a result of the foregoing, the Group's business results for the first quarter of the consolidated fiscal year ending December 2015, posted sales of \(\pm\)16,654 million (up by 45.5% from the same period of the previous fiscal year), operating income of \(\pm\)2,398 million (up by 39.1%), ordinary income of \(\pm\)2,437 million (up by 52.6%) and net income of \(\pm\)1,618 million (up by 49.4%).

In the Group's sales the normal business configuration shows a strong tendency for dealings with customers to be concentrated in the spring, and for seasonal variations by quarter.

The performance within each segment is as follows.

# ① Sales of apartment business

The Sales of apartment business has made proposals for apartment management mainly to salaried worker and civil servants. The Group worked for planned transfers of apartments and to secure land for new apartments.

Segment sales were ¥6,914 million (up by 157.7% from the same period of the previous fiscal year), with profit of ¥887 million (up by 218.3%).

#### ② Sales of condominium business

Strong trends were seen in sales of properties obtained in the previous consolidated fiscal year. Segment sales were ¥5,053 million (down by3.4%), with profit of ¥1,314 million (up by 4.5%).

#### ③ General contractor business

The General contractor business has made good progress in construction subcontracting on orders from corporations, individuals and government agencies.

Segment sales were ¥2,628 million (up by 43.1%), with profit of ¥317 million (up by 101.1%). The figures to compare are results of two months from February through March 2014 in the previous consolidated fiscal year.

# ④ Property management business

With a view to maintaining and improving managed property occupancy rates, the Group worked to promote occupancy by advertising and reinforcement of leasing capabilities. Starting in 1Q, Amenity Service Co., Ltd. and Mansion Life Co., Ltd, both engaged in the condominium management business are included in the scope of consolidation. Segment sales were ¥1,600 million (up by 20.7%), with profit of ¥109 million (down by 21.4%).

#### 5 Finance and guarantee business

With a view to augmenting guarantee plans to increase the number of home lease arrears guarantees and to increase the number of new customers, the Group worked to improve the collection rate and acquire new customers of small amounts and short term insurance. Segment sales were ¥156 million (up by 37.5%), with profit of ¥73 million (up by 47.6%).

# 6 Long-term care business

Owns and operates three buildings which provide nursing care and two facilities which provide day service. The Groups is striving to maintain and improve the occupancy rate of these three buildings and enrich the long-term care service.

Segment sales were ¥78 million (up by 102.9%), but in profit/loss a deficit of ¥24 million (operating loss for the segment of ¥16 million in the same period of the previous fiscal year) was posted.

### (7) Other businesses

At the end of the first quarter of the current consolidated fiscal year, the number of households being supplied with LP gas was 13,674, and profit trended well.

Segment sales were \$222 million (up by 6.9%), with profit of \$47 million (up by 54.1%).

### (2) Qualitative Information on Consolidated Financial Position

Total assets at the end of the first quarter of the current consolidated fiscal year rose by ¥1,489 million over the previous fiscal yearend level, to ¥40,114 million. The main reasons for the increase were the increase in cash and deposits by ¥2,348 million and in investment and other assets by ¥888 million. The main reasons for the decrease were decrease in real estate for sale by ¥1,551 million and in notes receivables and completed construction receivables by ¥344 million.

Over the same period, liabilities rose by ¥53 million to ¥30,569 million. The main reasons for the increase were the increase in the long term borrowings by ¥1,484 million and unpaid construction monies by ¥347 million. The main reasons for the decrease were the decrease in the long term borrowings by ¥1,338 million and unpaid real estate business monies by ¥496 million.

Over the same period, net assets increased by \$1,543 million from the end of the previous fiscal year to \$9,544 million. The main reasons for the increase were the increase in the retained earnings by \$1,537 million due mainly to the posting of net income.

(3) Explanation regarding information on consolidated business forecasts etc.

\*Forecasts regarding future performance in this material are based on information available at the time this report was prepared. Actual results may differ from the forecasts due to various factors. 2. Summary information (notes)

None

- (1) Important Change of Scope of Consolidation During the Period None
- (2) Application of accounting procedures specific to preparation of the consolidated quarterly financial statements
- (3) Changes in accounting policies, accounting estimates and restatement None

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