

February 7, 2019

Consolidated Financial Results for the First Nine Months of the Fiscal Year Ending March 31, 2019 <under J-GAAP>

Company name: **Pressance Corporation Co., Ltd.**
 Listing: First Section of the Tokyo Stock Exchange
 Section code: 3254
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Scheduled date of filing of quarterly securities report: February 12, 2019
 Scheduled starting date for dividend payments: —
 Preparation of supplementary quarterly materials for financial results: Yes, it will be released in English on the Company's web site around Feb. 15, 2019
 Holding of quarterly financial results presentation meeting: No

(Values of less than one million rounded down)

1. Consolidated operating results for the first nine months of the fiscal year ending March 31, 2019 (from April 1, 2018 to December 31, 2018)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes compared to the same period of the previous FY)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First nine months of the fiscal year ending March 31, 2019	138,987	37.6	26,842	58.9	26,447	59.7	17,933	59.5
First nine months of the fiscal year ended March 31, 2018	101,024	38.5	16,891	35.7	16,557	34.7	11,247	36.6

Note: Comprehensive income First nine months of the fiscal year ending March 31, 2019: 17,932 million yen [59.4 %]
 First nine months of the fiscal year ended March 31, 2018: 11,247 million yen [36.7 %]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
First nine months of the fiscal year ending March 31, 2019	291.02	279.47
First nine months of the fiscal year ended March 31, 2018	190.56	183.79

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2018	268,150	94,142	34.4
As of March 31, 2018	245,399	75,172	29.8

Reference: Equity
 As of December 31, 2018: 92,217 million yen
 As of March 31, 2018: 73,209 million yen

2. Dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Annual total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2018	–	12.50	–	16.90	29.40
Fiscal year ending March 31, 2019	-	17.50	-		
Fiscal year ending March 31, 2019 (Forecast)				23.00	40.50

Note: Revisions to the dividends forecasts most recently announced: Yes

For the revisions to our dividend payout forecast, please see “Upward Revision of the results forecast and dividend forecast” published today (February 7, 2019).

3. Forecasts of consolidated operating results for the fiscal year ending March 31, 2019 (from April 1, 2018 to March 31, 2019)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	157,851	17.7	27,014	32.7	26,248	32.2	17,856	29.8	289.32

Note: Revisions to the results forecasts most recently announced: Yes

For the revisions to our consolidated financial forecast, please see “Upward Revision of the results forecast and dividend forecast” published today (February 7, 2019).

* Notes

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Adoption of specific accounting policies for quarterly consolidated financial statements: Yes
(Corporate Income Tax Calculation Standards)

Regarding taxes, a reasonable estimate of the effective tax rate for the projected full-year pretax income for the current fiscal year, including the actual income figure for the first nine months of the fiscal year, has been arrived at using the tax-effect accounting method.

(Additional Information)

(Adoption and application of the Partial Amendment to Accounting Standard for Tax Effect Accounting, etc.)

With the adoption and application of the Partial Amendment to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28) from the first three months of the fiscal year, deferred tax asset is now indicated in the segment of total investments and other assets, and deferred tax liabilities is now indicated in Non-current liabilities.

(3) Changes in accounting policies, changes in accounting estimates and restatement after error corrections

- Changes in accounting policies due to amendments to accounting standards and other regulations: None
- Changes in accounting policies due to other reasons than a. above: None
- Changes in accounting estimates: None
- Restatement after error corrections: None

(4) Number of issued shares (common stock)

a. Number of issued shares at the end of each period (including treasury shares)

As of December 31, 2018	62,847,785 shares
As of March 31, 2018	62,365,600 shares

b. Number of treasury shares at the end of each period

As of December 31, 2018	863,744 shares
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As of March 31, 2018	2,412,152 shares
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c. Average number of shares during the period

First nine months of the fiscal year ending March 31, 2019	61,623,911 shares
First nine months of the fiscal year ended March 31, 2018	59,021,861 shares

Notes:

1. Due to the introduction of the share-based payment type ESOP, a certain number of shares of the Company held in the trust account is included in the “Number of treasury shares at the end of period” (313,980 shares for the 3rd quarter of the fiscal year ending March 31, 2019 and the 313,980 shares for the fiscal year ended March 31, 2018). And a certain number of shares held in the trust account is included in the treasury shares that were deducted in the calculation of the “Average number of outstanding shares during the period” (313,980 shares for the 3rd quarter of the fiscal year ending March 31, 2019 and 314,882 shares for the 3rd quarter of the fiscal year ended March 31, 2018).

* Quarterly financial results reports by public accountants or auditing firms are not required

* Explanations about the proper use of financial forecasts and other important notes

(Caution Concerning Forward-looking Statements)

Forward-looking statements in this document, including the results forecasts, are based on the information available to the Company at the time of disclosure and on certain assumptions deemed to be practicable by the Company. These statements do not purport that the Company pledges or ensures to achieve such statements. Actual business and other results may differ substantially due to various factors. For preconditions to the assumptions and other important notes concerning the financial forecasts, please refer to “1. Quarterly Qualitative Information (3) Explanation for the Forecast of Consolidated Financial Results ending March 31, 2019 on page 5 of the attachment.

(Method of Obtaining Supplementary Materials for Quarterly Financial Results)

Supplementary materials for quarterly financial results are available on the Company’s website.

1. Quarterly Qualitative Information

(1) Business Results

During the first nine months of consolidated fiscal year, the Japanese economy steadily recovered with moderate increase in consumer spending along with improvements of employment, personal income environment and also business surroundings. On the other hand, attention should be given to the effects of the trade friction caused by the movement toward protectionism in the U.S.A. as well as the effects of fluctuations in the financial and capital markets.

In the real estate industry, the cost of land for development increased as publicly assessed land values continued to rise in Japan's three largest cities of Tokyo, Osaka and Nagoya as well as in other large cities, and also the cost of construction increased. Although this and other factors remain causes for concern, the demand to acquire condominiums continues to be solid as the interest rates on housing loans remain low, and the Japanese government's ongoing measures to support the acquisition of housing stay on track. More people have also been moving into urban areas they see as offering greater convenience. Consequently, the condominium market has stayed sound.

In these business circumstances, Pressance Corporation Co, Ltd. (the "Company") is aiming to supply condominiums in the central area of major cities in Kinki, Tokai-Chukyo region as well as local major cities of our main business fields, focusing on acquiring selected lands in demanding locations.

Under such business condition, the Company posted the following consolidated performance for the first nine months of the fiscal year ending March 31, 2019, net sales amounted to 138,987 million yen (up 37.6% year on year), operating profit amounted to 26,842 million yen (up 58.9% year on year), ordinary profits amounted to 26,447 million yen (up 59.7% year on year) and profit attributable to shareholders of the parent company amounted to 17,933 million yen (up 59.5% year on year).

An overview of operating results by product segment is as follows:

Real Estate Sale Business

In the real estate sale business, the sale of family-type condominium "Pressance Legend Biwako" (486 units in total) and studio condominium "Pressance Itachibori Parkcity" (148 units in total) soundly contributed to total sales in the first nine months of the fiscal year ending March 2019. The sales of studio condominium amounted to 34,202 million yen (1,883 units), sale of family-type condominium amounted to 68,933 million yen (1,839 units), sale of condominium building amounted 10,872 million yen (765 units), sale of hotel property amounted to 17,625 million yen (980 units), sale of other type of housing amounted to 803 million yen (62 units), sale of other real estate amounted to 986 million yen, business accompanying real estate sale amounted to 1,443 million yen. Total sales of real estate sale business posted 134,867 million yen (up 38.3% year on year) and, operating profit amounted to 26,318 million yen (up 61.5% year on year).

Other Business

There was an increase in the rent revenue with a high occupancy rate of company-owned real estate for rent. As a result of this increase in rent revenue and other factors, sales in other business amounted to 4,120 million yen (up 18.6% year on year), and operating profit came to 1,395 million yen (up 2.8% year on year).

(2) Financial Position

With the adoption and application of the Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28 dated February 16, 2018) from the first three months of the fiscal year, financial figures are compared to the recalculated figures for the fiscal year ended March 31, 2018.

Current Assets

Total current assets as of the end of the first nine months of the fiscal year amounted to 249,051 million yen (up 9.6%), which represents an increase of 21,889 million yen compared to the end of the previous fiscal year. This was mainly due to a 15,186-million-yen increase in inventory as a result of actively acquiring land for development.

Fixed Assets

Total fixed assets as of the end of the first nine months of the fiscal year amounted to 19,099 million yen (up 4.7%), which represents an increase of 861 million yen compared to the end of the previous fiscal year. This

was mainly due to a 664-million-yen increase in long-term loans to subsidiaries and associates.

Liabilities

Total liabilities as of the end of the first nine months of the fiscal year amounted to 174,008 million yen (up 2.2%), which represents an increase of 3,781 million yen compared to the end of the previous fiscal year. This was mainly due to a 15,372-million-yen increase in loans payable to banks despite a 5,754-million-yen decrease in electronically recorded obligations whose payment became due as well as a 4,586-million-yen decrease in advances received due to the delivery of condominiums.

Net Assets

Total net assets as of the end of the first nine months of the fiscal year amounted to 94,142 million yen (up 25.2 %), which represents an increase of 18,969 million yen compared to the end of the previous fiscal year. This was primarily due to an increase of 15,825 million yen in retained earnings as a result of the posting of quarterly profits attributable to the shareholders of the parent company.

Analysis on Cash Flows

Cash and cash equivalents as of the end of the first nine months of the fiscal year ending March 31, 2019, totaled 36,580 million yen (up 24.8 %), which represents an increase of 7,266 million yen compared to the end of the previous fiscal year.

The status and factors in each cash flow for the first nine months of the fiscal year are as follows:

Cash Flows from Operating Activities

Net cash used in operating activities came to 4,575 million yen (compared with 27,592 million yen used in the same period of previous fiscal year).

This was mainly due to cash outflows as a result of actively acquiring land for development, etc., which increased inventories by 15,104 million yen, a payment of income taxes totaling 7,205 million yen, as well as a decrease of 6,075 million yen in trade payables due to the scheduled payment of electronically recorded obligations related to the cost of large-scale construction among other factors. On the other hand, there was a cash inflow resulting from the posting of income before income taxes amounting to 26,446 million yen.

Cash Flows from Investment Activities

Net cash used in investment activities came to 1,696 million yen (Compared with 1,814 million yen used in the same period of previous fiscal year).

This was principally due to the outflows that resulted from loans to affiliates of 653 million yen, payments into time deposits of 500 million yen and investments in affiliates amounting to 455 million yen.

Cash Flows from Financing Activities

Net cash provided by financing activities came to 13,513 million yen (Compared with 30,242 million yen provided in the same period of previous fiscal year).

The main reason for this was an increase in the cash balance caused by an increase in loan payable to bank of 15,372 million yen on a net basis. On the other hand, cash was used to pay dividends amounting to 2,105 million yen.

(3) Explanation for the Forecast of Consolidated Financial Results ending March 31, 2019

The company revised the consolidated financial forecast for the fiscal year ending March 31, 2019, which was announced on May 10, 2018, in light of the consolidated results for the first nine months of the year. The company also made an upward revision to the dividend payout forecast.

For more details, please see “Upward Revision of the results forecast and dividend forecast” published on February 7, 2019.

Quarterly Consolidated Financial Statements
(1) Quarterly Consolidated Balance Sheets

(Thousands of yen)

	As of March 31, 2018	As of December 31, 2018
Assets		
Current assets		
Cash and deposits	31,374,433	39,140,433
Accounts receivable - trade	79,318	95,017
Real estate for sale	11,275,614	16,523,919
Real estate for sale in process	180,461,550	190,321,237
Raw materials and supplies	207,921	286,700
Other	3,762,667	2,683,953
Total current assets	227,161,506	249,051,262
Non-current assets		
Property, plant and equipment		
Real estate for rent, net	13,935,823	13,398,809
Other, net	557,927	810,626
Total property, plant and equipment	14,493,751	14,209,435
Intangible assets	431,820	353,542
Investments and other assets	3,312,092	4,536,443
Total non-current assets	18,237,664	19,099,422
Total assets	245,399,170	268,150,684

(Thousands of yen)

As of March 31, 2018

As of December 31, 2018

Liabilities		
Current liabilities		
Notes and accounts payable - trade	796,037	377,292
Electronically recorded obligations - operating	5,955,930	201,690
Short-term loans payable	7,965,955	8,880,352
Current portion of long-term loans payable	32,507,172	39,611,972
Income taxes payable	4,190,984	5,555,621
Advances received	12,492,345	7,906,279
Provision for bonuses	170,067	90,683
Other	3,458,537	4,161,728
Total current liabilities	67,537,029	66,785,619
Non-current liabilities		
Bonds with share acquisition rights	6,400,000	3,500,000
Long-term loans payable	95,621,800	102,975,600
Provision for directors' retirement benefits	569,350	609,808
Provision for share-based payment	89,905	118,339
Other	8,393	18,704
Total non-current liabilities	102,689,448	107,222,452
Total liabilities	170,226,478	174,008,072
Net assets		
Shareholders' equity		
Capital stock	1,973,996	2,341,650
Capital surplus	2,113,852	3,343,841
Retained earnings	71,588,931	87,414,401
Treasury shares	(2,471,817)	(887,796)
Total shareholders' equity	73,204,962	92,212,097
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	6,980	(211)
Foreign currency translation adjustment	(2,840)	5,410
Total accumulated other comprehensive income	4,139	5,199
Subscription rights to shares	180,329	144,699
Non-controlling interests	1,783,260	1,780,616
Total net assets	75,172,692	94,142,612
Total liabilities and net assets	245,399,170	268,150,684

(2) Quarterly Consolidated Statements of Income and Comprehensive Income
 Quarterly Consolidated Statements of Income

(Thousands of yen)

	First nine months of the fiscal year ended March 31, 2018	First nine months of the fiscal year ending March 31, 2019
Net sales	101,024,238	138,987,289
Cost of sales	73,692,429	99,618,805
Gross profit	27,331,808	39,368,483
Selling, general and administrative expenses	10,440,775	12,526,093
Operating profit	16,891,033	26,842,389
Non-operating income		
Interest income	2,384	943
Dividend income	1,350	1,440
Purchase discounts	4,246	318
Foreign exchange gains	37,853	100,056
Commission fee	51,040	49,796
Penalty income	86,137	40,007
Other	50,597	55,428
Total non-operating income	233,610	247,991
Non-operating expenses		
Interest expenses	458,231	535,054
Share of loss of entities accounted for using equity method	32,181	63,242
Financing expenses	64,631	30,877
Other	12,232	13,608
Total non-operating expenses	567,277	642,783
Ordinary profit	16,557,366	26,447,597
Extraordinary income		
Gain on sales of non-current assets	3,708	3,440
Total extraordinary income	3,708	3,440
Extraordinary losses		
Loss on sales of non-current assets	-	584
Loss on retirement of non-current assets	7,307	3,546
Total extraordinary losses	7,307	4,131
Profit before income taxes	16,553,767	26,446,907
Income taxes	5,307,396	8,515,857
Net income	11,246,370	17,931,049
Profit attributable to non-controlling interests	(717)	(2,644)
Profit attributable to owners of parent	11,247,087	17,933,693

Quarterly Consolidated Statements of Comprehensive Income

(Thousands of yen)

	First nine months of the fiscal year ended March 31, 2018	First nine months of the fiscal year ending March 31, 2019
Net income	11,246,370	17,931,049
Other comprehensive income		
Valuation difference on available-for-sale securities	1,404	(7,191)
Foreign currency translation adjustment	-	3,661
Share of other comprehensive income of entities accounted for using equity method	-	4,590
Total other comprehensive income	1,404	1,060
Comprehensive income	11,247,775	17,932,109
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	11,248,492	17,934,753
Comprehensive income attributable to non-controlling interests	(717)	(2,644)

(3) Quarterly Consolidated Statements of Cash Flows

(Thousands of yen)

	First nine months of the fiscal year ended March 31, 2018	First nine months of the fiscal year ending March 31, 2019
Cash flows from operating activities		
Income before income taxes	16,553,767	26,446,907
Depreciation	293,406	351,010
Amortization of goodwill	75,159	75,159
Interest and dividend income	(3,735)	(2,384)
Interest expenses	458,231	535,054
Foreign exchange losses (gains)	(37,853)	(100,056)
Share of (profit) loss of entities accounted for using equity method	32,181	63,242
Decrease (increase) in inventories	(37,151,633)	(15,104,281)
Increase (decrease) in notes and accounts payable - trade	(2,450,351)	(6,075,178)
Share-based compensation expenses	52,091	-
Increase (decrease) in provision for bonuses	(52,390)	(79,383)
Increase (decrease) in provision for directors' retirement benefits	33,675	40,458
Increase (decrease) in provision for share-based payment	24,434	28,434
Loss (gain) on sales of non-current assets	(3,708)	(2,855)
Loss on retirement of non-current assets	7,307	3,546
Increase (decrease) in advances received	(853,800)	(4,572,062)
Decrease (increase) in consumption taxes refund receivable	916,368	654,377
Increase (decrease) in accrued consumption taxes	290,133	1,106,503
Other	(586,102)	(156,560)
Subtotal	(22,402,816)	3,211,931
Interest and dividend income received	3,735	2,384
Interest expenses paid	(456,724)	(584,150)
Income taxes paid	(4,736,623)	(7,205,461)
Net cash provided by (used in) operating activities	(27,592,429)	(4,575,295)
Cash flows from investing activities		
Purchase of non-current assets	(604,170)	(101,749)
Proceeds from sales of non-current assets	3,708	15,783
Purchase of investment securities	(1,643)	(1,728)
Payments of loans receivable from subsidiaries and associates	(1,084,850)	(653,567)
Payments for investments in capital of subsidiaries and associates	-	(455,760)
Payments into time deposits	-	(500,000)
Proceeds from withdrawal of time deposits	35,010	-
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(162,993)	-
Other	70	200
Net cash provided by (used in) investing activities	(1,814,869)	(1,696,820)

(Thousands of yen)

	First nine months of the fiscal year ended March 31, 2018	First nine months of the fiscal year ending March 31, 2019
Cash flows from financing activities		
Proceeds from long-term loans payable	46,506,000	61,506,800
Repayments of long-term loans payable	(30,781,249)	(47,048,199)
Proceeds from issuance of common shares	547,008	199,679
Cash dividends paid	(1,476,293)	(2,105,182)
Net increase (decrease) in short-term loans payable	6,666,000	914,397
Proceeds from share issuance to non-controlling shareholders	1,782,000	-
Proceeds from disposal of treasury shares	-	46,355
Proceeds from issuance of bonds with share acquisition rights	6,990,279	-
Other	8,873	-
Net cash provided by (used in) financing activities	30,242,617	13,513,849
Effect of exchange rate change on cash and cash equivalents	30,845	24,266
Net increase (decrease) in cash and cash equivalents	866,164	7,266,000
Cash and cash equivalents at beginning of period	28,439,078	29,314,433
Cash and cash equivalents at end of period	29,305,242	36,580,433

Others

(1) Orders and sales

a. Actual orders

First nine months of the fiscal year ended March 31, 2018 (from April 1, 2017 to December 31, 2017)

Name of segment	Category	Total amount of contracts				Outstanding balance of contracts			
		Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)	Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)
Real estate sale business	Studio condominiums	1,738	136.7	30,473,562	139.4	880	111.5	15,545,315	116.4
	Family-type condominiums	1,482	96.7	55,232,147	98.2	2,245	113.0	88,871,442	120.9
	Sale of condominium building	973	152.0	13,775,007	168.0	1,044	132.2	14,123,316	139.4
	Sale of hotel property	360	324.3	6,041,444	202.8	660	360.7	11,758,748	247.0
	Sale of other type of housing	49	188.5	1,659,494	239.6	21	2,100.0	638,876	1,950.8
	Sale of other real estate	2	–	3,063,677	1,026.8	–	–	952,000	–
Total amount of reportable segments		4,604	128.6	110,245,333	122.2	4,850	129.4	131,889,699	129.6

First nine months of the fiscal year ending March 31, 2019 (from April 1, 2018 to December 31, 2018)

Name of segment	Category	Total amount of contracts				Outstanding balance of contracts			
		Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)	Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)
Real estate sale business	Studio condominiums	2,402	138.2	46,528,320	152.7	2,021	229.7	39,429,001	253.6
	Family-type condominiums	1,370	92.4	49,662,641	89.9	1,675	74.6	61,136,193	68.8
	Sale of condominium building	1,275	131.0	19,846,135	144.1	1,650	158.0	25,768,993	182.5
	Sale of hotel property	960	266.7	23,290,237	385.5	814	123.3	21,773,160	185.2
	Sale of other type of housing	71	144.9	1,125,528	67.8	17	81.0	448,870	70.3
	Sale of other real estate	–	–	5,384,600	175.8	–	–	4,398,600	462.0
Total amount of reportable segments		6,078	132.0	145,837,462	132.3	6,177	127.4	152,954,817	116.0

Notes:

- In the table above, “total amount of orders” has been replaced with “total amount of contracts.
- Consumption taxes are not included in the above amounts.
- Amounts of additional constructions are included in the above amounts.
- The sale of condominium building refers to the method of wholesaling the whole or part of each condominium building mainly to condominium dealers.
- The sale of other type of housing refers to the sale of houses other than newly built condominiums, including used houses and detached houses.
- The sale of other real estate refers to the sale of real estate other than housing, including commercial stores and lands for development.
- Amounts of contracts for sale of other real estate in the first nine months of the previous fiscal year refer to commercial stores (68,136 thousand yen) and land for development (2,995,541 thousand yen). The outstanding balance of contracts refers to land for development.
Amounts of contracts for sale of other real estate in the first nine months of the fiscal year refers to lands for development.
- Number of units in total amount of contracts and the outstanding balance of contracts may fluctuate due to change of business plan and others.

※ The amounts of outstanding balance of contracts in family-type condominium decreased drastically, compared to the first nine months of the previous fiscal year. This was due to steep rise in the number of completion and delivery of family-type condominium including our big project such as “Pressance Legend Biwako” in the first nine months of this fiscal year. As a result, the sales amount of family-type condominium in the first nine months of this fiscal year marked steep increase amounting 68,933,653 thousand yen (up 152.6 % year on year) as stated in “b. Actual sales” below.

b. Actual sales

Name of segment	Category	The first nine months of FY ended March 31, 2018 (from April 1, 2017 to December 31, 2017)				The first nine months of FY ending March 31, 2019 (from April 1, 2018 to December 31, 2018)			
		Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)	Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)
Real estate sale business	Studio condominiums	1,651	115.1	28,350,107	114.3	1,883	114.1	34,202,570	120.6
	Family-type condominiums	1,293	125.4	45,177,182	133.4	1,839	142.2	68,933,653	152.6
	Sale of condominium building	1,086	145.6	17,073,976	173.4	765	70.4	10,872,011	63.7
	Sale of hotel property	183	–	2,744,091	–	980	535.5	17,625,826	642.3
	Sale of other type of housing	35	106.1	1,237,829	135.9	62	177.1	803,653	64.9
	Sale of other real estate	2	–	2,111,676	423.7	–	–	986,000	46.7
	Business accompanying real estate sale	–	–	855,276	261.7	–	–	1,443,545	168.8
Total amount of reportable segments		4,250	131.0	97,550,141	138.9	5,529	130.1	134,867,261	138.3
Other		–	–	3,474,097	128.1	–	–	4,120,028	118.6
Total		4,250	131.0	101,024,238	138.5	5,529	130.1	138,987,289	137.6

※

Notes:

1. Consumption taxes are not included in the above amounts.
2. Amounts of additional constructions are included in the above amounts.
3. The sale of condominium building refers to the method of wholesaling the whole or part of each condominium building mainly to condominium dealers.
4. The sale of other type of housing refers to the sale of houses other than newly built condominiums, including used houses and detached houses.
5. The sale of other real estate refers to the sale of real estate other than housing, including commercial stores and lands for development.
6. Business accompanying real estate sale includes agent commission for condominium sale and administrative fee accompanying real estate sale.
7. Amounts of sales for other real estate in the first nine months of the previous fiscal year refers to commercial stores (68,136 thousand yen) and lands for development (2,043,540 thousand yen).
Amounts of sales for other real estate in the first nine months of this fiscal year refers to lands for development.

※ Please refer to ※ above on page 13.