



# Accounts Briefing Materials for Second Quarter of Term Ending December 2017

**ES CON**  
JAPAN

IDEAL to REAL

August 30, 2017



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# Summary of Second Quarter of Term Ending December 2017 (23<sup>rd</sup> Term)

# Main Activity in Second Quarter, 2017

- Jan** Announcement of broadcasting of the new advertisement for “Le JADE series”
- Feb** Acquisition of new commercial complex (Kitanagoya-shi, Aichi)  
Acquisition of new business sites (Yakumo 3-chome, Meguro-ku, Tokyo) (Kosobecho, Takatsuki-shi, Osaka)  
Sales of “Le JADE Southern Gate Toyoda” commenced  
Acquisition of new logistic facility site (Kato-shi, Hyogo)
- Mar** Acquisition of new commercial leaseholds (Kurashiki-shi, Okayama) (Tsukumodai, Suita-shi, Osaka) (Daisennishimachi, Sakai-ku, Sakai-shi, Osaka)  
Transfer of fixed assets of our consolidated subsidiaries  
Acquisition of new business sites (Shirokane, Minato-ku, Tokyo) (Nakano, Nakano-ku, Tokyo) (Tsujiido, Fujisawa-shi, Kanagawa) (Tenjinmachi, Takatsuki-shi, Osaka) (Katasekaigan, Fujisawa-shi, Kanagawa)  
“Le JADE Musashino Residence” sold out  
Retirement of own stock
- Apr** Sales of “Le JADE Fushimi Chushojima” commenced  
“Park JADE Akatsuka-koen” and “Grand Le JADE Shukugawa Kurakuenguchi” sold out  
Shareholder special benefit plan partially amended  
Acquisition of new business sites (Sanbancho, Chiyoda-ku, Tokyo) (Kobunakicho, Omihachiman-shi, Shiga)
- May** Launch of commercial facility brand “tonarie”  
Sales of “Le JADE Takatsuki Cross,” “Grand Le JADE Shibuya Tomigaya” and “Le JADE Yokohama Hananoki” commenced  
Agreement of land planning business agency (Genboen, Koga-shi, Fukuoka)
- Jun** Sales of “Le JADE Kawasaki” commenced  
Announcement of opening of hotel development business “Hotel The M Kanazawa Uan”  
“Le JADE Minami Kasai Park Arena” and “Le JADE Sakurajosui Tiara” sold out  
Acquisition of new commercial facility development site (Toga-Mikita Station front, Sakai-shi, Osaka)



	Metro-politan area	Kinki region	Others	Total
Condominium	6	2	-	8
Commercial	-	3	2	5
Hotel	-	1	-	1
Logistics	-	1	-	1
Total	6	7	2	15

◀ No. of new business sites acquired



## P/L in Second Quarter, 2017

Along with the progress of our core real estate lot sales business, due to the sales of revenue-generating real estate such as hotels and commercial facilities, profits were increased against both the same term in the previous year and the initial forecast.

(Unit: Million yen)

	Second quarter of term ending December 2017 (current term)	Second quarter of term ended December 2016 (previous term)	Amount of increase/decrease	Compared to previous term	Second quarter of term ending December 2017 (initial forecast)	Difference between forecast and results	Forecast to results ratio	Consolidated term ending December 2017 (forecast)
<b>Sales</b>	<b>11,701</b>	<b>12,541</b>	-840	-6.7%	<b>12,100</b>	-399	-3.3%	<b>45,500</b>
<b>Gross profit</b>	<b>3,807</b>	<b>3,499</b>	308	8.8%				
<b>Selling, general and administrative expenses</b>	<b>1,437</b>	<b>1,655</b>	-218	-13.2%				
Selling expenses	180	663	-483	-72.9%				
General administrative expenses	1,256	992	264	26.6%				
<b>Operating profit</b>	<b>2,369</b>	<b>1,844</b>	525	<b>28.5%</b>	<b>2,200</b>	169	<b>7.7%</b>	<b>5,700</b>
Interest expenses	506	437	69	15.8%				
<b>Ordinary income</b>	<b>1,878</b>	<b>1,379</b>	499	<b>36.2%</b>	<b>1,750</b>	128	<b>7.3%</b>	<b>4,800</b>
<b>Net income in current term</b>	<b>1,879</b>	<b>1,544</b>	335	<b>21.7%</b>	<b>1,550</b>	329	<b>21.2%</b>	<b>4,400</b>
<b>Earnings per share in current term</b>	<b>28.35</b>	<b>23.04</b>	5.31	23.0%				

# Segment Results in Second Quarter of Term Ending December 2017

## 1. Real estate sales business

(1) 425 real estate lot sales were made (including contracts as of Aug. 28), 79% of the 541 planned sales.

(2) Sales in businesses other than real estate lot sales increased compared to the same period a year earlier, resulting in an increase in income and profits.

## 2. Real estate leasing business

(3) The leasing business made steady progress as a stable revenue-generating business.

(Unit: Million yen)

	Sales					Segment income		
	Second quarter of term ending December 2017 (current term)	Second quarter of term ended December 2016 (previous term)	Compared to same period in previous term	Initial forecast	Forecast to results ratio	Second quarter of term ending December 2017 (current term)	Second quarter of term ended December 2016 (previous term)	Compared to same period in previous term
1 Real estate sales business	9,895	10,871	-9.0%	10,300	-3.9%	2,732	1,861	46.8%
2 Condominium sales	2,157	5,194	-58.5%	2,600	-17.0%	256	419	-38.9%
3 Other sales	7,737	5,676	36.3%	7,700	0.5%	2,474	1,442	71.6%
Real estate leasing business	1,768	1,641	7.7%	1,700	4.0%	857	945	-9.3%
Real estate planning agency and consulting business	37	28	32.1%	100	-63.0%	37	28	32.1%
<b>Total</b>	<b>11,701</b>	<b>12,541</b>	<b>-6.7%</b>	<b>12,100</b>	<b>-3.3%</b>	<b>3,626</b>	<b>2,836</b>	<b>27.9%</b>

### 1 Condominium sales

(Unit: Residences)

Condominium business	Location	Total no. of residences	Initial inventory for term ended December 2016	No. of residences delivered in 2nd quarter of term ending December 2017	Closing inventory for 2nd quarter of term ending December 2017	Contract and delivery progress as of August 28 (inventory)
Park JADE Suginami Izumi	Suginami-ku, Tokyo	18	2	2	0	Sold out
Park JADE Akatsuka-koen	Itabashi-ku, Tokyo	12	1	1	0	Sold out
Grand Le JADE Shukugawa Kurakuenguchi	Nishinomya-shi, Hyogo	71	9	9	0	Sold out
Le JADE Musashino Residence	Musashino-shi, Tokyo	25	11	11	0	Sold out
Le JADE Setagaya Kinuta	Setagaya-ku, Tokyo	25	5	1	4	4
Le JADE Minami Kasai	Edogawa-ku, Tokyo	33	5	2	3	Sold out
Le JADE Minami Kasai Park Arena	Edogawa-ku, Tokyo	35	19	18	1	Sold out
Le JADE Komagome	Kita-ku, Tokyo	36	-	-	-	11
Le JADE Vert Komagome	Kita-ku, Tokyo	33	-	-	-	5
Grand Le JADE Wakamatsucho Residence	Shinjuku-ku, Tokyo	31	-	-	-	10
Le JADE Sakurajosui Tiara	Setagaya-ku, Tokyo	42	-	-	-	Sold out
Le JADE Yokohama Hananoki	Yokohama-shi, Kanagawa	69	-	-	-	36
Le JADE Otsu Nagisakoen	Otsu-shi, Shiga	44	-	-	-	11
Le JADE Fushimi Chushojima	Fushimi-ku, Kyoto	83	-	-	-	43
Le JADE Takatsuki The Marks	Takatsuki-shi, Osaka	95	-	-	-	Sold out
Le JADE Takatsuki Cross	Takatsuki-shi, Osaka	80	-	-	-	20
<b>Total</b>			<b>52</b>	<b>44</b>	<b>8</b>	<b>140</b>

	No. of units for sale	No. of units contracted (inc. units delivered) as of Aug. 28	Achievement rate
Second quarter of term ending December 2017 (current term)	541	425	78.6%

### 2 Other sales

Other businesses	Possession status	Business scheme
tonarie Seiwadai	Commercial facility	Sale (Bridge)
Kayabacho, Nihonbashi	Hotel	Sale
Bakurocho, Nihonbashi	Hotel	Sale
2-chome, Kawaguchi, Nishi-ku	Land planning and sales	Sale
Fukuoka Kasuga	Commercial land with leasehold	Sale
Fukuoka Kasuga District 7	Residential land	Sale

### 3 Leasing business owned properties

Leasing business (main properties owned)	Location	Possession status
Hakuyukai Kuzuha Hospital	Hirakata-shi, Osaka	Fixed asset
tonarie Minamisenri	Suita-shi, Osaka	Fixed asset, current asset (for sale in process)
Oak Town Yamato-Takada	Yamatotakada-shi, Nara	Current asset (for sale in process)
Asumigaoka	Chiba-shi, Chiba	Current asset (for sale in process)
Daisennishi I & II, Sakai-ku, Sakai-shi	Sakai-shi, Osaka	Current asset (for sale in process)
Soyoka Fujimino	Fujimino-shi, Saitama	Current asset (for sale in process)
Kitatsumori	Nishi-ku, Osaka-shi	Current asset (for sale in process)
Oimatsucho, Kurashiki-shi	Kurashiki-shi, Okayama	Current asset (for sale in process)
Nishishiroi	Shiroi-shi, Chiba	Current asset (for sale in process)
Kakegawa	Kakegawa-shi, Shizuoka	Current asset (for sale in process)
Pare Marche Nishiharu	Kitanagoya-shi, Aichi	Current asset (for sale in process)

# B/S in Second Quarter, 2017

In addition to real estate sales and commercial sites, and hotels, logistics development was launched; diverse business sites were actively acquired.

In terms of fixed assets and inventory, consideration was given to balancing assets through transfers of commercial projects as part of initiatives in preparation for REIT formation.

(Unit: Million yen)

	Second quarter of term ending December 2017 (current term)	Term ended December 2016 (previous term)	Amount of increase/decrease
<b>Current assets</b>	<b>84,453</b>	<b>57,654</b>	<b>26,799</b>
Cash and deposits	7,225	8,204	-979
<b>Real estate for sale</b>	<b>3,187</b>	<b>6,103</b>	<b>-2,916</b>
<b>Real estate for sale in process</b>	<b>67,834</b>	<b>30,319</b>	<b>28,515</b>
<b>Fixed assets</b>	<b>7,571</b>	<b>16,048</b>	<b>-8,477</b>
<b>Tangible fixed assets</b>	<b>4,751</b>	<b>13,147</b>	<b>-8,396</b>
Intangible fixed assets	17	17	0
Investments and other assets	2,802	2,883	-81
<b>Total assets</b>	<b>92,024</b>	<b>73,703</b>	<b>18,321</b>

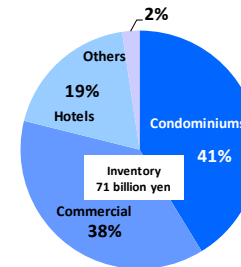
(Unit: Million yen)

	Second quarter of term ending December 2017 (current term)	Term ended December 2016 (previous term)	Amount of increase/decrease
<b>Current liabilities</b>	<b>37,213</b>	<b>25,492</b>	<b>11,721</b>
Short-term loans	6,561	4,308	2,253
Current portion of long-term loans	24,204	16,753	7,451
Current portion of bonds	40	40	0
<b>Fixed liabilities</b>	<b>36,948</b>	<b>30,847</b>	<b>6,101</b>
Corporate bonds	130	150	-20
Long-term loans	36,170	29,784	6,386
<b>Total liabilities</b>	<b>74,161</b>	<b>56,339</b>	<b>17,822</b>
<b>Total net assets</b>	<b>17,862</b>	<b>17,363</b>	<b>499</b>
<b>Total liabilities and net assets</b>	<b>92,024</b>	<b>73,703</b>	<b>18,321</b>
<b>Equity ratio</b>	<b>19.4%</b>	<b>23.6%</b>	<b>-4.2 points</b>

## Assets by business type

(Unit: Million yen)

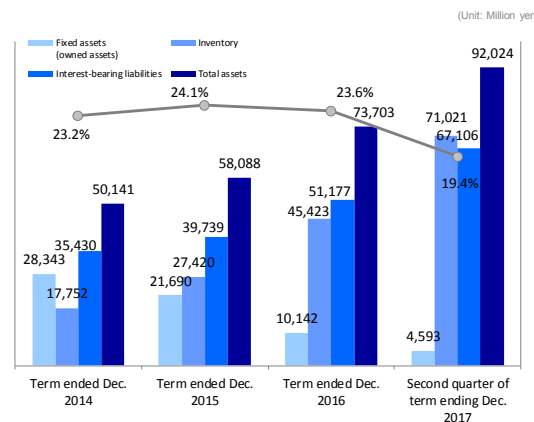
Business type	Amount
Condominium	29,299
Commercial	26,713
Hotel	13,334
Others	1,675
<b>Total</b>	<b>71,021</b>



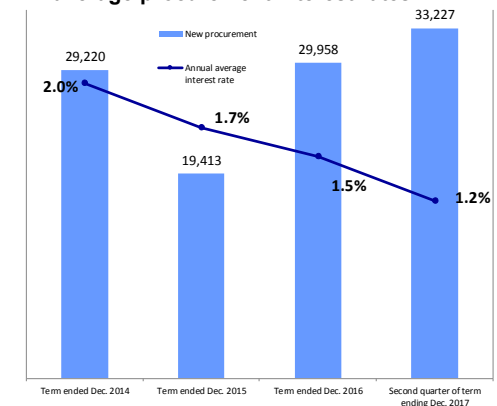
## Leasing business owned assets

Leasing business (main properties owned)	Location	Possession status
Hakuyukai Kuzuha Hospital	Hirakata-shi, Osaka	Fixed asset
tonarie Minamisenri	Suita-shi, Osaka	Fixed asset, current asset (for sale in process)
Oak Town Yamato-Takada	Yamatotakada-shi, Nara	Current asset (for sale in process)
Asumigaoka	Chiba-shi, Chiba	Current asset (for sale in process)
Daisennishi I & II, Sakai-ku, Sakai-shi	Sakai-shi, Osaka	Current asset (for sale in process)
Soyoka Fujimino	Fujimino-shi, Saitama	Current asset (for sale in process)
Kitatsumori	Nishi-ku, Osaka-shi	Current asset (for sale in process)
Oimatsucho, Kurashiki-shi	Kurashiki-shi, Okayama	Current asset (for sale in process)
Nishishiroy	Shiroy-shi, Chiba	Current asset (for sale in process)
Kakegawa	Kakegawa a-shi, Shizuoka	Current asset (for sale in process)
Pare Marche Nishiharu	Kitanagoya-shi, Aichi	Current asset (for sale in process)

Rental income assets (inventory + fixed assets) **25.3 billion yen**  
 NOI of owned revenue-generating real estate is approx. 6.5%



## Changes in new procurement and average procurement interest rates



# 2<sup>nd</sup> Medium-Term Management Plan IDEAL to REAL 2019



### Basic Policy

# IDEAL to REAL 2019

Turning ideals into reality and  
creating a new future.

We will follow our basic policy of putting our customers first,  
fully accomplishing our mission as  
“Life Developers” who develop the living styles of our customers,  
and continuing to evolve and grow as a company indispensable to society.

### Corporate Strategy

1. Maximization of company value and returns to shareholders
2. Construction of a firm management foundation that can withstand any economic environment
3. Diversification of business for continuous and stable growth
4. Construction of a firm management foundation (quality), rather than expansion of company size (quantity)
5. Fulfillment of corporate social responsibility to return not only to shareholders but also to all stakeholders and society

# 2<sup>nd</sup> Medium-term Management Plan – Growth Action Plan & Current Progress

## 1. Further strengthening of core business

For the condominium sales business, which is our core business, instead of merely increasing the number of lots, we aim to provide a stable supply of 500 to 600 lots per year. In FY2019, the final year of our 2<sup>nd</sup> medium-term management plan, we aim to completely shift the sales of condominiums to our own sales structure, further acquiring our customers' trust and improving the profit ratio by internalizing the sales expenses that had been flowing out in the conventional sales structure.

## Current progress

For our core condominium sales business, sites for FY2018 and 2019 were secured. Currently 30 staff members are assigned in East and West Japan, and our own sales structure is steadily being established.

## 2. Improving company value through diversification of multiple core business

While keeping the condominium sales business as our main core business, we will also establish the commercial development business and the hotel development business as new core businesses. In addition, we aim to diversify real estate related businesses and to become a comprehensive developer that can repeatedly grasp business opportunities through multiple core businesses.

In addition to the condominium sales, commercial development, and hotel development businesses, we launched a logistics development business to ensure steady diversification of our businesses.

## 3. Securing stable long-term stock revenue through active development of real estate leasing business

Through the active development of the real estate leasing business, we aim to reduce the risk of price fluctuation of our real estate products caused by diversification of businesses, hold high-quality assets that produce stable long-term rental income, and further improve the management stability. Specifically, at the end of FY2019, the final year of our 2<sup>nd</sup> medium-term management plan, we aim to hold or develop lease assets that can fully cover general administrative expenses with rental income.

Commercial and hotel, and new logistics development is steady, and by giving consideration to balancing with REIT and external sale, we will select long-term owned assets.

## 4. Expansion of real estate sales business through stable supply of high-quality real estate as a main sponsor of the listed REIT formation

We aim to achieve the listing of the new investment corporation established in August 2016 on the Tokyo Stock Exchange early, and as a main sponsor of the REIT's external growth strategy, we will ensure the stable supply of high-quality real estate with a focus on leasehold commercial facilities, supporting sustainable growth of the REIT and expanding the real estate sales business of our company.

While checking the market and other conditions, we will continuously aim at listed REIT formation.

## 5. Expanding the range and depth of real estate development capabilities through enhancement of real estate operation business

We aim to be a peerless comprehensive developer that not only develops real estate but also possessing operational function suited to the utility form of the real estate. Specifically, in addition to AM businesses and PM businesses such as commercial facilities, we will actively engage in the management of hotels, food and beverage businesses such as cafés, apartment building management and renovation businesses of our group companies, maximizing the value of real estates in the process.

In addition to AM businesses, PM businesses such as commercial facilities, apartment building management, and food and beverage businesses like cafes, we plan to develop renovation businesses in the immediate future, and will continue to maximize the value of our real estate.

## 6. Improving corporate brand power

We will implement aggressive public relations strategies and improve our corporate brand power. We will also thoroughly pursue improvement in the quality of our condominium brand "Le JADE" in order to gain the overwhelming trust and support of our customers, thereby improving the awareness of the product brand.

In January 2017, "Le JADE" TVCM started; we are continuously committed to improve our corporate brand power.

## 2<sup>nd</sup> Medium-term Management Plan – Management Index & Performance Plan

### ■ Management index

	Term ended December 2016 22nd term	Term ending December 2019 25th term
	Results	
Equity ratio	23.6%	33.0%–35.0%
ROE (return on equity)	25.1%	18.0%–21.0%
ROA (return on assets)	6.0%	6.0%–7.0%
ROIC (return on invested capital)	6.5%	7.0%–9.0%
EPS (earnings per share)	58.76 yen	75 yen–85 yen

\*ROIC (return on invested capital): Net operating profit after tax / (Shareholders' equity + Interest-bearing liabilities)

### ■ Dividend policy

In order to achieve a stable return to shareholders, progressive dividend policy will be introduced for dividend per share (DPS) during the period covered by the 2<sup>nd</sup> Medium-term Management Plan (2017 to 2019), whereby the DPS of the previous fiscal year will be set as the lower limit and, depending on the progress of business performance, either maintain or increase the DPS (“no reductions” in principle).

This progressive dividend policy with a clear policy of “no reductions in dividends, only maintained or increased” in principle is a promise of sustainable improvement of value to all our shareholders.

By introducing this progressive dividend policy, we will strive to achieve stable dividends, enhance transparency of future dividend scales, along with further strengthening returns to shareholders and improving sustainable company value.

### ■ Performance plan

(Unit: Million yen)

Performance plan	Term ended December 2016 22nd term	Term ending December 2017 23rd term		Term ending December 2018 24th term	Term ending December 2019 25th term
	Results	Second quarter (Results)	Plan	Plan	Plan
<b>Sales</b>	<b>34,347</b>	<b>11,701</b>	<b>45,500</b>	<b>57,000</b> –58,000	<b>60,000</b> –62,000
Real estate sales business	30,687	9,895	42,700	54,900 –55,800	57,800 –59,700
Real estate leasing business	3,594	1,768	2,600	1,900 –2,000	2,000 –2,100
Real estate planning agency and consulting business	65	37	200	200	200
<b>Operating income</b>	<b>4,680</b>	<b>2,369</b>	<b>5,700</b>	<b>7,500</b> –8,500	<b>8,200</b> –9,500
<b>Ordinary income</b>	<b>3,575</b>	<b>1,878</b>	<b>4,800</b>	<b>6,500</b> –7,500	<b>7,200</b> –8,500

# Plan for Term Ending December 2017 (23<sup>rd</sup> Term)

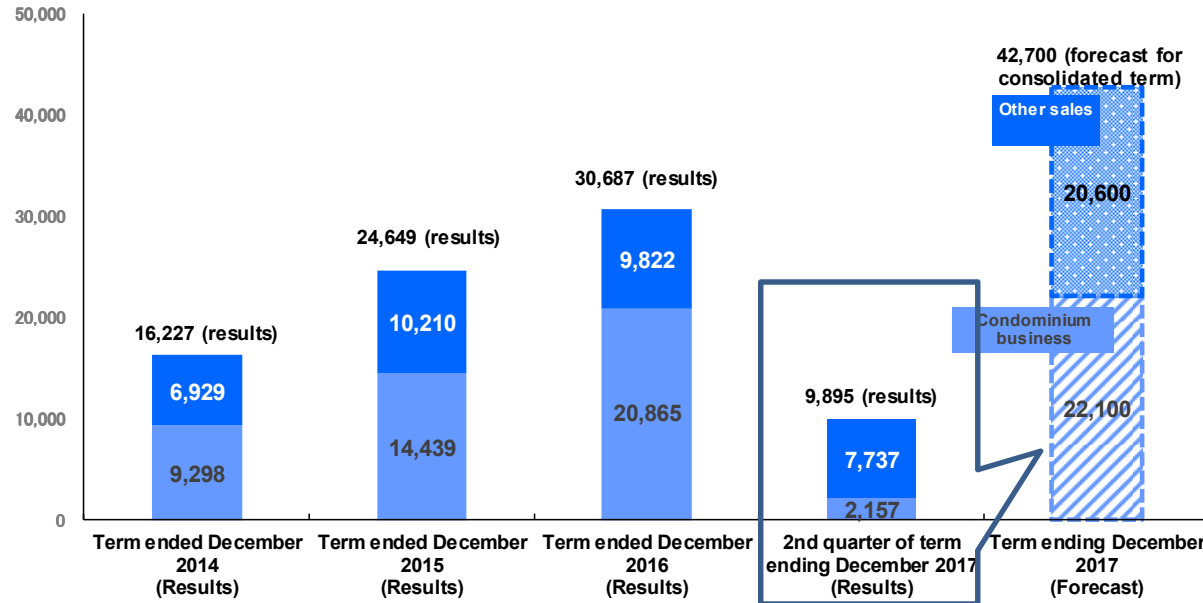
# Term Ending December 2017 – Real Estate Sales Business

1. Regarding the real estate lot sales business, sales of 541 units and 22.1 billion yen are planned mainly in the Metropolitan and Kinki areas, and from the present term, sales in the Metropolitan area account for 51%.

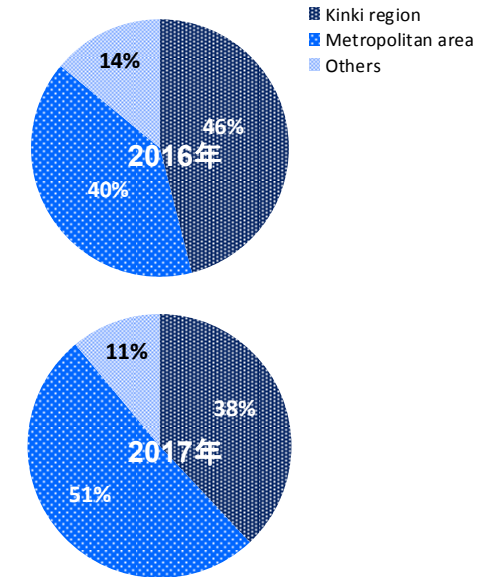
In addition to hard development, to develop lifestyles we will provide competitive products through specialized planning as a “life developer.”

2. By developing diverse businesses ahead of the times, we differentiate ourselves from other companies, and we budget for 20.6 billion yen other sales, a considerable increase on the previous year.

(Unit: Million yen)



■ Sales share by area



2014 (20th term)	2015 (21st term)	2016 (22nd term)	2017 (23rd term)
<ul style="list-style-type: none"> <li>Le JADE IX (Kinki region)</li> <li>Le JADE Esaka (Kinki region)</li> <li>Neverland Himeji Eki-mae The Station Front (Kinki region)</li> <li>Neverland Benteicho Hagakuri-no-machi (Kinki region)</li> <li>Le JADE Shimomeguro (Metropolitan area)</li> <li>Le JADE Higashi-Mukojima (Metropolitan area)</li> </ul>	<ul style="list-style-type: none"> <li>The Neverland Akashi Harbor Gate (Kinki region)</li> <li>Grand Le JADE Kyoto Kawaramachi (Kinki region)</li> <li>Le JADE Kasai (Metropolitan area)</li> <li>Park JADE Suginami Izumi (detached houses) (Metropolitan area)</li> <li>Park JADE Akatsuka-koen (detached houses) (Metropolitan area)</li> </ul>	<ul style="list-style-type: none"> <li>Grand Le JADE Shukugawa Kurakueguchi (Kinki region)</li> <li>Le JADE Takatsuki (Kinki region)</li> <li>Le JADE Nishitarabe Abeno Hanancho (Metropolitan area)</li> <li>Le JADE Yokohama Tsurumi (Metropolitan area)</li> <li>Le JADE Musashisakai (Metropolitan area)</li> <li>Le JADE Toyota (Metropolitan area)</li> <li>Le JADE Minami Kasai (Metropolitan area)</li> <li>Le JADE Musashino Residence (Metropolitan area)</li> <li>Le JADE Minami Kasai Park Arena (Metropolitan area)</li> <li>Le JADE Setagaya Kinuta (Metropolitan area)</li> </ul>	<ul style="list-style-type: none"> <li>Le JADE Takatsuki The Marks (Kinki region)</li> <li>Le JADE Takatsuki Cross (Kinki region)</li> <li>Le JADE Fushimi Chushojima (Kinki region)</li> <li>Le JADE Otsu Nagisa-koen (Kinki region)</li> <li>Le JADE Komagome (Metropolitan area)</li> <li>Le JADE Vert Komagome (Metropolitan area)</li> <li>Grand Le JADE Wakamatsucho Residence (Metropolitan area)</li> <li>Le JADE Sakurajosui Tera (Metropolitan area)</li> <li>Le JADE Yokohama Hananoki (Metropolitan area)</li> </ul>
<b>309 units (results)</b>	<b>349 units (results)</b>	<b>491 units (results)</b>	<b>541 units (forecast)</b>
<ul style="list-style-type: none"> <li>Kobe Akamatsudai Project (commercial leasehold) (Kinki region)</li> <li>Yodogawa-ku Hgashi-nakajima Project (revenue-generating real estate) (Kinki region)</li> <li>Koto-ku Hirano Project (revenue-generating real estate) (Metropolitan area)</li> </ul>	<ul style="list-style-type: none"> <li>Yao-shi Takamicho Project (commercial leasehold) (Kinki region)</li> <li>Yodogawa-ku Miyahara Project (revenue-generating real estate) (Kinki region)</li> <li>Kyoto Rokkaku Project (revenue-generating real estate) (Kinki region)</li> <li>Nishi-ku Utsubohomachi Project (revenue-generating real estate) (Kinki region)</li> <li>Shibuya-ku Honmachi Project (land planning) (Metropolitan area)</li> <li>Nishitokyo-shi Nishihara Project (revenue-generating real estate) (Metropolitan area)</li> </ul>	<ul style="list-style-type: none"> <li>Chuo-ku Shimamachi Project (revenue-generating real estate) (Kinki region)</li> <li>Kobe-shi Nishi-ku Otsukadai Project (commercial leasehold) (Kinki region)</li> <li>Takatsuki-shi Jososho Project (land planning) (Kinki region)</li> <li>Ibaraki Tsuchiura-shi Project (commercial leasehold) (Metropolitan area)</li> <li>Chigasaki-shi Misumicho Project (land planning) (Metropolitan area)</li> <li>Fukuoka Kasuga Project (land planning) (Others)</li> <li>Nagoya Sunadabashi Project (anonymous partnership investment) (Others)</li> <li>Mie Nabari-shi Project (land planning) (Others)</li> <li>Tochigi Nikko-shi Project (commercial leasehold) (Others)</li> </ul>	<ul style="list-style-type: none"> <li>Chuo-ku Hirano Project (hotel) (Kinki region)</li> <li>tonarie Seiwada Project (commercial leasehold) (Kinki region)</li> <li>tonarie Minamisenri Project (commercial leasehold) (Kinki region)</li> <li>Sakai-shi Daisen I &amp; II Project (commercial leasehold) (Kinki region)</li> <li>Nihonbashi Kayabacho Project (hotel) (Metropolitan area)</li> <li>Nihonbashi Bakurocho Project (hotel) (Metropolitan area)</li> <li>Nishi-ku Kawaguchi Project (land planning) (Metropolitan area)</li> <li>Sendagaya Project (revenue-generating real estate) (Metropolitan area)</li> <li>Kanazawa-shi Oyamamachi Project (hotel) (Others)</li> <li>Sapporo-shi Project (hotel) (Others)</li> <li>Kurashiki-shi Oimatsucho Project (commercial leasehold) (Others)</li> <li>Fukuoka Kasuga Project (land planning) (Others)</li> </ul>
			<ul style="list-style-type: none"> <li>Contracted</li> <li>Completed</li> <li>Completed</li> <li>Completed</li> <li>Completed</li> <li>Contracted</li> <li>Completed</li> </ul>

# Real Estate Lot Sales Business: “Le JADE Series”

FY2017

## Le JADE Yokohama Hananoki (Metropolitan area) ▶

Location: Yokohama-shi, Kanagawa  
Access: 4 mins. walk from Maiba Station on Yokohama Municipal Subway Blue Line, 10 mins. walk from Minamiota Station, 14 mins. walk from Idogaya Station on Keiiky Main Line  
No. of residences: 69  
Occupancy date: To start at end of November 2017



## Grand Le JADE Wakamatsucho Residence (Metropolitan area)

Location: Shinjuku-ku, Tokyo  
Access: 3 mins. walk from Wakamatsu-kawada Station on Toei Oedo Line  
No. of residences: 31 (plus management office)  
Occupancy date: Immediate



## Le JADE Sakurajosui Tiara (Metropolitan area)

**Sold out**

Location: Setagaya-ku, Tokyo  
Access: 4 mins. walk from Sakurajosui Station on Keio Line  
No. of residences: 42 (plus management office)  
Occupancy date: August 26, 2017

## Le JADE Komagome (Metropolitan area) ▶

Location: Kita-ku, Tokyo  
Access: 6 mins. walk from Komagome Station on JR Yamanote Line  
No. of residences: 36 (including 6 lots not for sale)  
Occupancy date: Immediate



## Le JADE Otsu Nagisako (Kinki region)

Location: Otsu-shi, Shiga  
Access: 11 mins. walk from Zeze Station on JR Tokaido Main Line, 4 mins. walk from Ishiba Station on Keihan Ishiyama Sakamoto Line  
No. of residences: 44  
Occupancy date: To start at end of November 2017



## Le JADE Fushimi Chushojima (Kinki region)

Location: Fushimi-ku, Kyoto  
Access: 7 mins. walk from Chushojima Station on Keihan Main Line and Uji Line  
No. of residences: 83 (plus management office)  
Occupancy date: To start at end of November 2017



## Le JADE Takatsuki The Marks (Kinki region)

Location: Takatsuki-shi, Osaka  
Access: 10 mins. walk from Takatsuki Station on JR Kyoto Line  
No. of residences: 95 (plus management office and a library lounge)  
Occupancy date: To start at end of November 2017

**Contracts sold out**



## Le JADE Takatsuki Cross (Kinki region)

Location: Takatsuki-shi, Osaka  
Access: 12 mins. walk from Tonda Station, 15 mins. walk from Sojiji Station on Hankyu Kyoto Line, 14 mins. walk from Settsu-Tonda Station on JR Kyoto Line  
No. of residences: 80 (plus management office and a meeting room)  
Occupancy date: To start at end of December 2017



## Le JADE Vert Komagome (Metropolitan area)

Location: Kita-ku, Tokyo  
Access: 7 mins. walk from Komagome Station on JR Yamanote Line  
No. of residences: 33  
Occupancy date: To start at end of October 2017

# Real Estate Lot Sales Business: “Le JADE Series”

FY2018



**Grand Le JADE Shibuya Tomigaya (Metropolitan area)**

Location: Shibuya-ku, Tokyo  
 Access: 5 mins. walk from Yoyogi-Koen Station on Tokyo Metro Chiyoda Line,  
 5 mins. walk from Yoyogi-Hachiman Station on Odakyu Odawara Line  
 No. of residences: 25 (plus management office)  
 Occupancy date: To start at end of March 2018



**Le JADE Southern Gate Toyoda (Metropolitan area)**

Location: Hino-shi, Tokyo  
 Access: 2 mins. walk from Toyoda Station on JR Chuo Line  
 No. of residences: 51 (including 7 lots not for sale, a shop and management office)  
 Occupancy date: To start at end of February 2018

**Contracts sold out**



**Le JADE Kawasaki (Metropolitan area)**

Location: Kawasaki-shi, Kanagawa  
 Access: 17 mins. walk from Kawasaki Station on Keikyu Line,  
 18 mins. walk from Kawasaki Station on JR Tokaido Line and Keihin-Tohoku Line  
 No. of residences: 79 (plus a shop and management office)  
 Occupancy date: To start at end of March 2018



**Grand Le JADE Ochanomizu (Metropolitan area)**

Location: Bunkyo-ku, Tokyo  
 Access: 7 mins. walk from Ochanomizu Station on JR Chuo Line and Sobu Line,  
 7 mins. walk from Ochanomizu Station on Tokyo Metro Marunouchi Line  
 No. of residences: 53 (including one lot for the Le JADE Club staff)  
 Occupancy date: To start at end of September 2018



**Grand Le JADE Okamoto (Kinki region)**

Location: Higashinada-ku, Kobe-shi  
 Access: 3 mins. walk from Okamoto Station on Hankyu Kobe Line,  
 2 mins. walk from Settsu-Motoyama Station on JR Kobe Line  
 No. of residences: 18 (plus management office and a shop)  
 Occupancy date: To start at end of September 2018



**FEEL GARDEN Minamisenni (Kinki region)**

Location: Suita-shi, Osaka  
 Access: 11 mins. walk from Senriyama Station on Hankyu Senri Line  
 No. of residences: 214 (plus management office and a meeting room)  
 Occupancy date: To start at end of March 2018

**Contracts sold out**



**Le JADE Minamimorimachi (Kinki region)**

Location: Kita-ku, Osaka-shi  
 Access: 6 mins. walk from Minamimorimachi Station on Subway Tanimachi Line and Sakaisuji Line,  
 5 mins. walk from Osakatemmangu Station on JR Tozai Line  
 No. of residences: 29

- **Katase Kaigan Project (Metropolitan area)**
- **Meguro-ku Yakumo Project (Metropolitan area)**
- **Nakano-ku Nakano Project (Metropolitan area)**
- **Funabashi-shi Renovation Project (Metropolitan area)**
- **Kyoto Nagaokakyo-shi Project (Kinki region)**



**Mirakita City Himeji (Kinki region)**

Location: Himeji-shi, Hyogo  
 Access: 4 mins. walk from Nozato Station on JR Bantan Line  
 No. of residences: 143 (including 13 lots not for sale), plus food/beverage and general shops, clinic, and a library are planned  
 Occupancy date: To start at mid-February 2018

FY2019

- **Shinjuku-ku Daikyocho Project (Metropolitan area)**
- **Shinjuku-ku Shimochiai Project (Metropolitan area)**
- **Tsujido-Higashikaigan Project (Metropolitan area)**
- **Minato-ku Shirokane Project (Metropolitan area)**
- **Chiyoda-ku Sanbancho Project (Metropolitan area)**
- **Honkomagome Project (Metropolitan area)**
- **Kuzuha Project (Kinki region)**
- **Takatsuki-shi Tenjin Project (Kinki region)**
- **Hamaotsu Project (Kinki region)**
- **Takatsuki-shi Kosobe Project (Kinki region)**
- **Shinkanaoka Project (Kinki region)**

# Hotel Business



**Kayabacho, Nihonbashi**  
**Opened** in December 2016  
 102 rooms

Sold



**Bakurocho, Nihonbashi**  
**Opened** in April 2017  
 63 rooms

Sold



**Hiranomachi, Chuo-ku, Osaka-shi**  
**Opened** in April 2017  
 96 rooms

Contracted



**Sapporo-shi, Hokkaido**  
**Opened** in July 2017  
 144 rooms

Sold

Kinki region	9 projects
Metropolitan area	3 projects
Others	3 projects
<b>Total</b>	<b>15 projects</b>



**Oyamamachi, Kanazawa-shi**  
 Scheduled for December 2017  
 47 rooms

Contracted



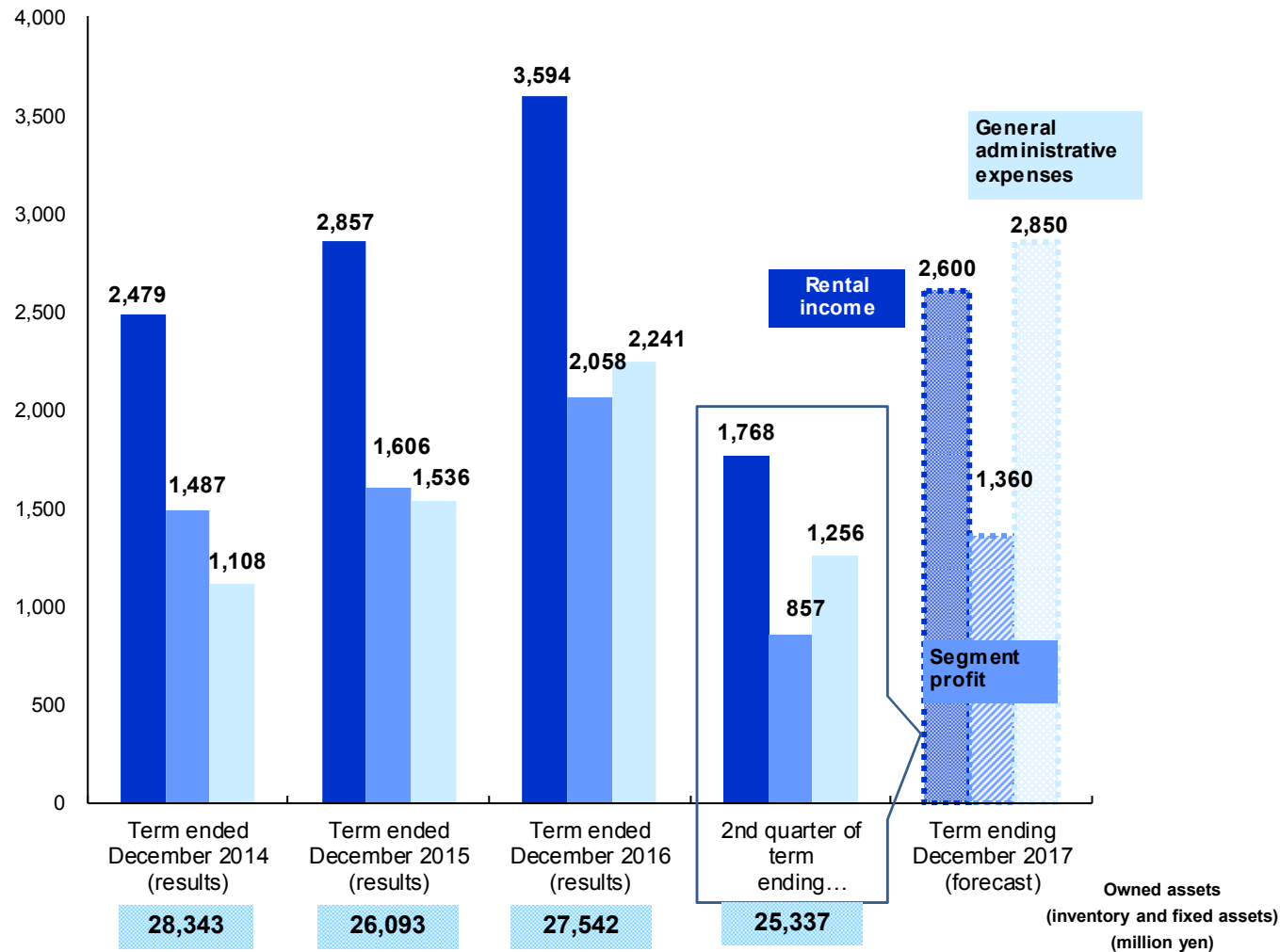
**Hayabusacho, Chiyoda-ku**  
 Scheduled for Apr 2018  
 102 rooms

- Osaka-shi Chuo-ku Awajicho I Project
- Osaka-shi Chuo-ku Awajicho II Project
- Osaka-shi Chuo-ku Awajicho III Project
- Osaka-shi Chuo-ku Minamisenba I Project
- Osaka-shi Chuo-ku Minamisenba II Project
- Osaka-shi Chuo-ku Minamisenba III Project
- Osaka-shi Kitakyuhojimachi Project
- Osaka-shi Kita-ku Tsurunocho Project
- Kanazawa-shi Horikawashinmachi Project



# Term Ending December 2017 – Real Estate Leasing Business

Due to replacement of assets, income was down on the previous year, but as a stable revenue-generating business, real estate leasing is proceeding smoothly as planned.



# Commercial Development, Logistics, and Other Business



tonarie Minamiseri (Suita-shi, Osaka)



Hakuyukai Kuzuha Hospital  
(Hirakata-shi, Osaka)



Oak Town Yamato-Takada (Yamato-Takada-shi, Nara)

(Provisional name) tonarie  
Yamato-Takada  
(Artist's impression of the  
building exterior)



Daisennishi, Sakai-ku, Sakai-shi, Osaka



Daisennishi II, Sakai-ku, Sakai-shi, Osaka



Shiroi-shi, Chiba



Asumigaoka Brand-New Mall (Chiba-shi, Chiba)



Soyoka Fujimino (Fujimino-shi, Saitama)



Pare Marche Nishiharu (Kitanagoya-shi, Aichi)



Sakai-shi, Osaka (Toga-Mikita Station front)

■ Logistics business  
Kato-shi, Hyogo

■ Land planning business  
Genboen, Koga-shi, Fukuoka

# Commercial Development Business (NSC Development) “(Provisional Name) tonarie Yamato-Takada Development”

The acquired facility in 2015



Oak Town Yamato-Takada

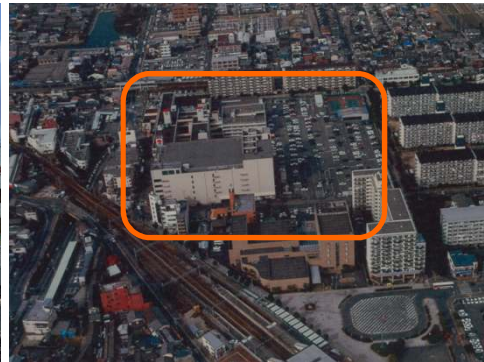
Location: Yamato-Takada-shi, Nara

1 min. walk from Yamato-Takada Station on Kintetsu Osaka Line,  
3 min. walk from Takada Station on JR Wakayama Line

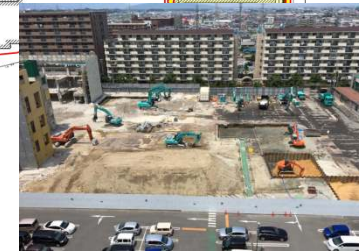
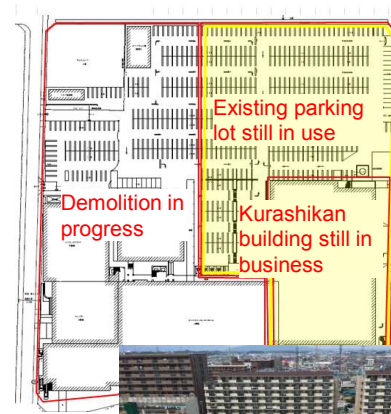
Completed: November 1975 (42 years old, 2017)

Acquisition by ES-CON Japan: July 2015

Site area: Approx. 9,226 tsubo (30,500 m<sup>2</sup>)



As of 2017



After purchase, we consulted with about 90 tenants and selected stores to be opened in the new facility.

To the side of the demolition site, about 30 stores centered around a food supermarket are currently open.

Demolition work (as of August 2017)

A neighborhood shopping center scheduled to open in autumn 2018:  
Successive opening of facilities during and after Stage II

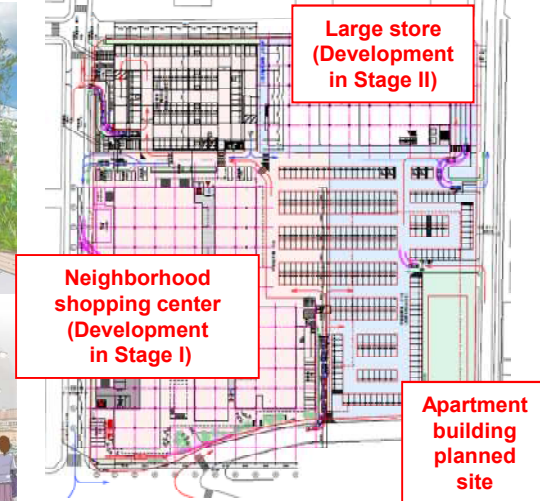


Mock-up of Initial plan



(Provisional name) tonarie Yamato-Takada  
(Artist's impression of the building exterior)

In 2018, scheduled opening of a new NSC with about 70 shops. The overall plan is for a station-front commercial area with new facilities including a neighborhood shopping center, DIY store, and apartment building.



# Business Expansion of ES-CON JAPAN Group

A comprehensive developer operating a multifaceted real estate business, with the real estate lot sales business as its core, in addition to commercial development, hotel development and logistics development

**IDEAL to REAL** -Turning ideals into reality and creating a new future-

Rather than just focusing on hard development, we imagine the happiness of future residents and develop their new lifestyle.



# Memo



# Memo



# Thank You!

## Information

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