

# Fact Book 2020

26th term (January 1 - December 31, 2020)

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## (Consolidated) Main financial past over 5 years

(Units: million yen)

	22nd term Ended Dec. 2016	23rd term Ended Dec. 2017	24th term Ended Dec. 2018	25th term Ended Dec. 2019	26th term Ended Dec. 2020
<b>Fiscal year</b>					
Sales	34,347	44,724	54,325	72,106	<b>77,308</b>
Gross profit	8,852	11,559	16,927	19,767	<b>19,679</b>
Operating income	4,680	7,042	11,561	12,912	<b>12,202</b>
Ordinary income	3,575	5,988	10,498	11,810	<b>11,164</b>
Net income attributable to parent	3,936	5,456	7,226	8,155	<b>7,663</b>
Cash flow from business activities	△14,684	△10,694	△7,123	122	<b>119</b>
Cash flow from investment activities	7,656	9,167	223	△4,770	<b>△9,732</b>
Cash flow from financial activities	11,003	3,979	12,818	10,501	<b>11,007</b>
<b>Information per share (yen)</b>					
Net income	58.76	81.77	105.98	119.17	<b>111.94</b>
Diluted net income per share	57.41	79.81	105.48	118.93	<b>111.37</b>
Net assets	259.07	315.14	400.47	490.08	<b>563.07</b>
Dividend amount	15	18	32	36	<b>38</b>
<b>End of fiscal year</b>					
Total assets	73,703	86,435	109,747	132,696	<b>149,423</b>
Net assets	17,363	21,433	27,359	33,546	<b>38,627</b>
Cash and deposits	8,204	10,667	16,598	22,511	<b>23,870</b>
Real estate for sale	6,103	4,162	15,308	24,234	<b>6,262</b>
Real estate for sale in process	39,319	60,057	65,890	59,619	<b>82,316</b>
Interest-bearing liabilities	51,177	56,544	70,661	85,019	<b>98,506</b>
Total no. of employees	125	158	181	234	<b>278</b>
<b>Main management indicators</b>					
Operating profit margin ratio (%)	13.6	15.7	21.3	17.9	<b>15.8</b>
Interest coverage ratio <sup>*1</sup> (fold)	-	-	-	0.1	<b>0.1</b>
ROA <sup>*2</sup> (%)	6.0	6.8	7.4	6.7	<b>5.4</b>
ROE <sup>*3</sup> (%)	25.1	28.1	29.6	26.8	<b>21.2</b>
ROIC <sup>*4</sup> (%)	6.5	8.4	10.2	7.5	<b>6.6</b>
Dividend payout ratio (%)	25.5	22.0	30.2	30.2	<b>33.9</b>
Debt-to-equity ratio (%)	69.4	65.4	64.4	64.0	<b>65.9</b>
Capital adequacy ratio (%)	23.6	24.8	24.9	25.3	<b>25.8</b>
Total return ratio <sup>*5</sup> (%)	36.8	30.9	30.2	31.0	<b>33.9</b>

\*1 Interest coverage ratio= operating cash flow/interest payment

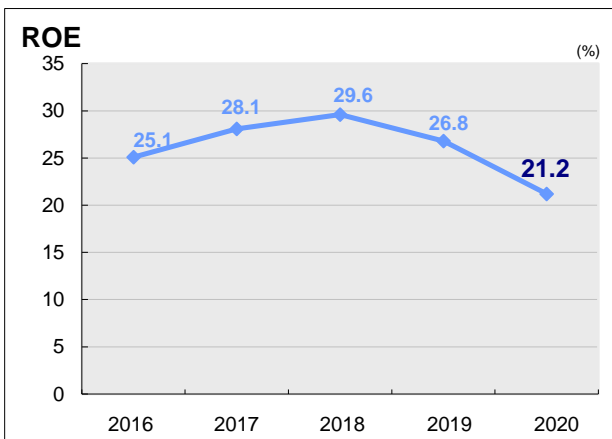
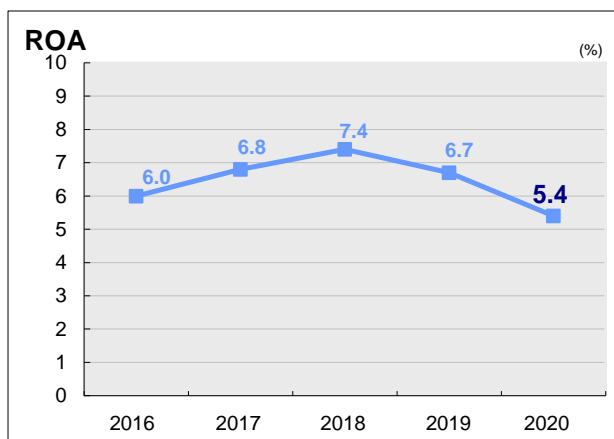
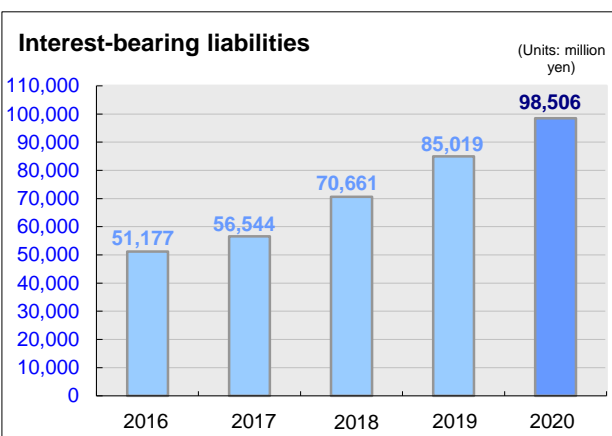
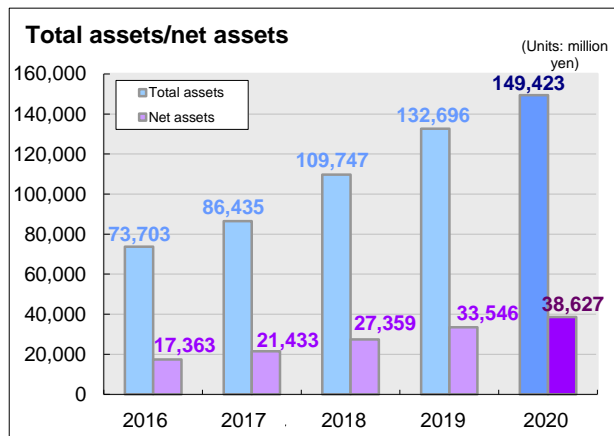
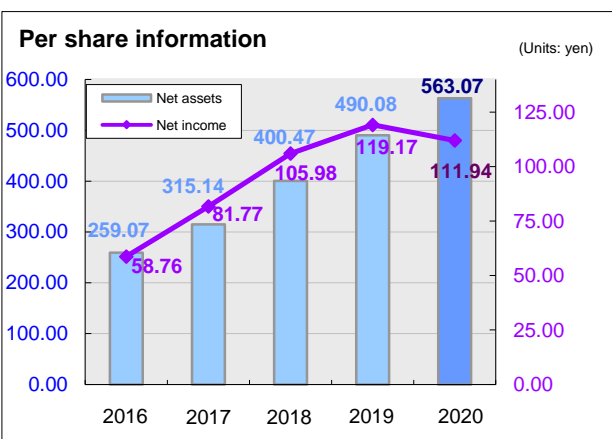
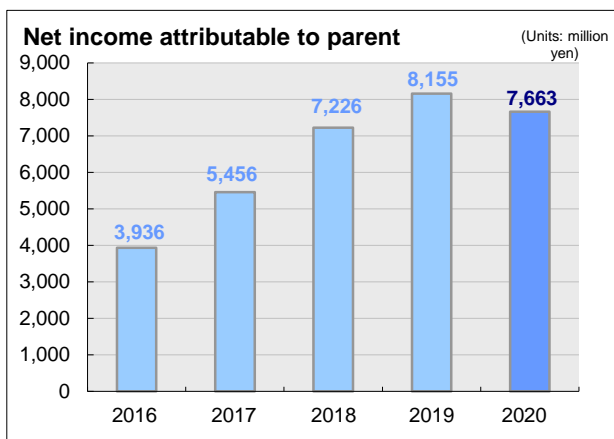
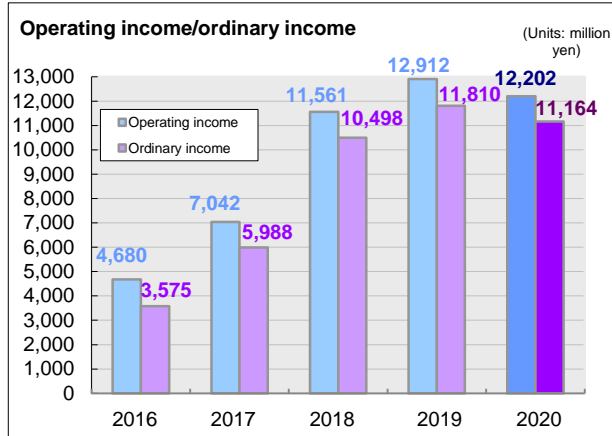
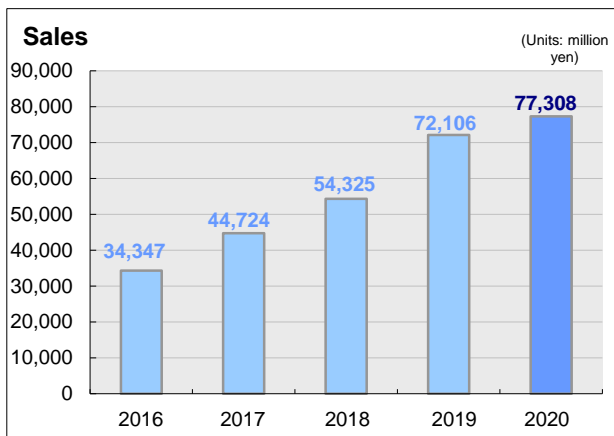
\*2 ROA: Return on assets

\*3 ROE: Return on equity

\*4 ROIC: Return on invested capital= operating profit after tax/(shareholders'equity+ interest-bearing liabilities)

\*5 Total return ratio= (total dividends+ total share buyback amount) /net income

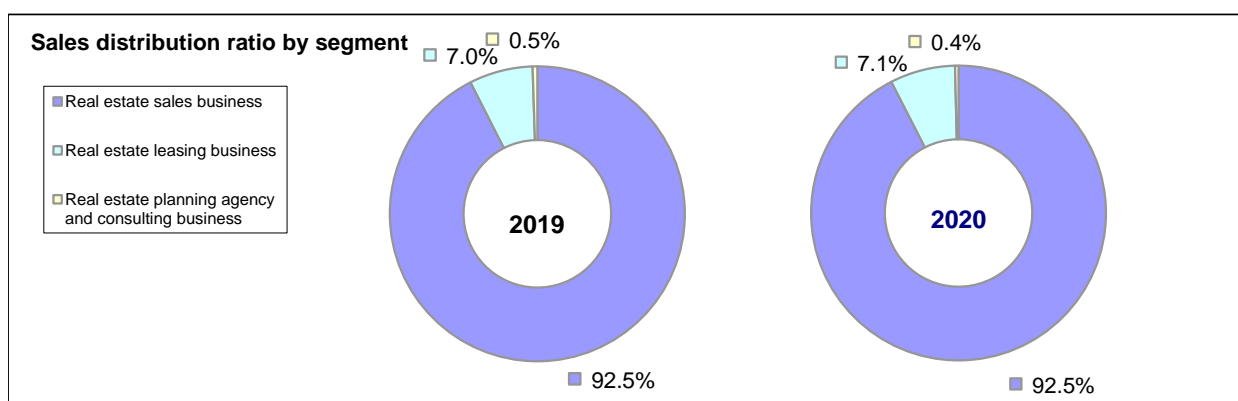
## (Consolidated) Main changes to financial data - Changes



## (Consolidated) Segment information

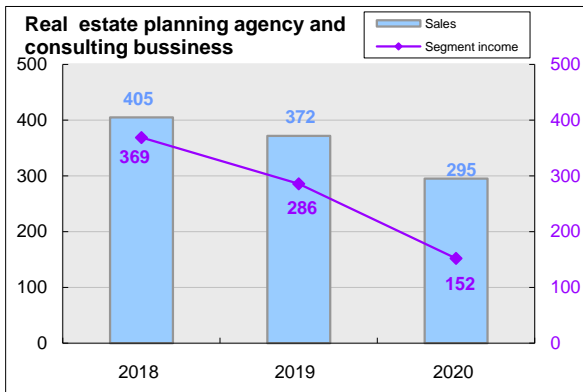
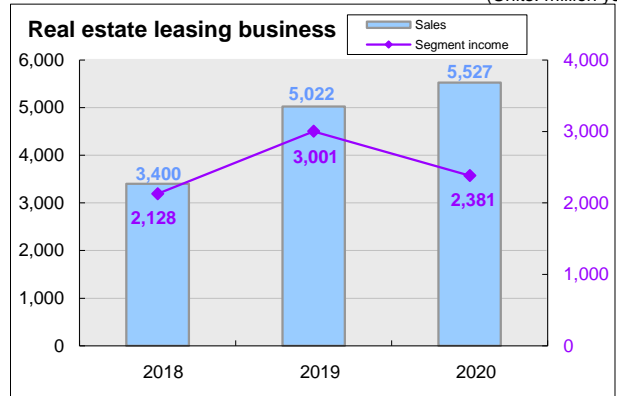
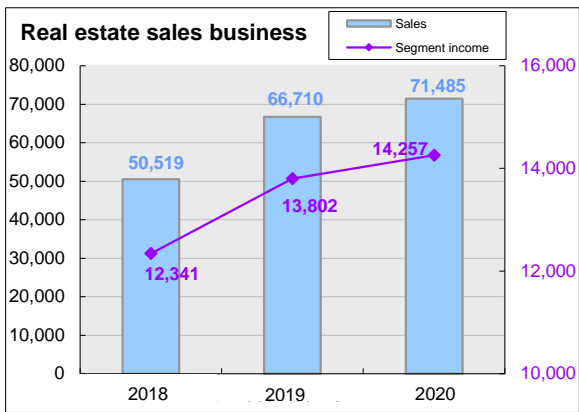
(Units: million yen)

	24rd term Ended Dec. 2018	25th term Ended Dec. 2019	26th term Ended Dec. 2020
<b>Sales</b>			
Real estate sales business	50,519	66,710	71,485
Real estate leasing business	3,400	5,022	5,527
Real estate planning agency and consulting business	405	372	295
<b>Total</b>	<b>54,325</b>	<b>72,106</b>	<b>77,308</b>
<b>Segment margin</b>			
Real estate sales business	12,341	13,802	14,257
Real estate leasing business	2,128	3,001	2,381
Real estate planning agency and consulting business	369	286	152
<b>Total</b>	<b>14,839</b>	<b>17,091</b>	<b>16,791</b>



## (Consolidated) Changes by segment

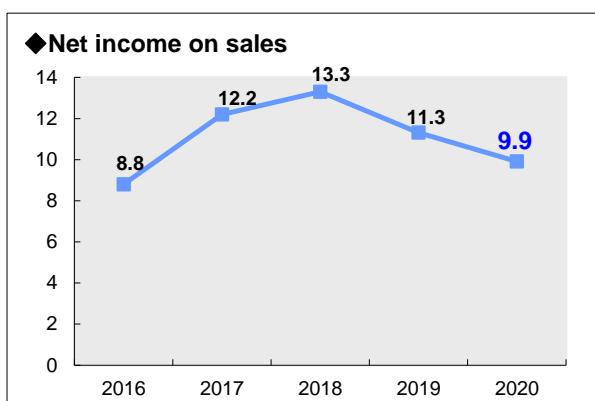
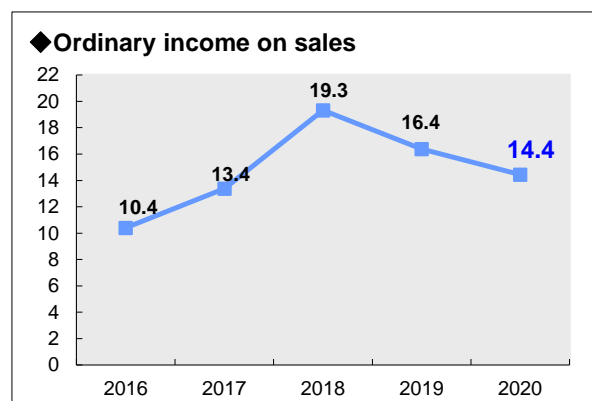
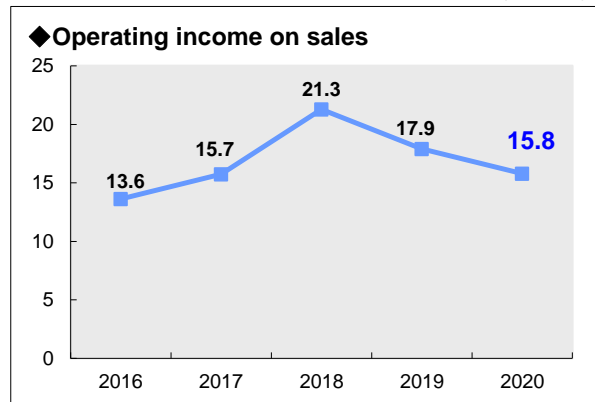
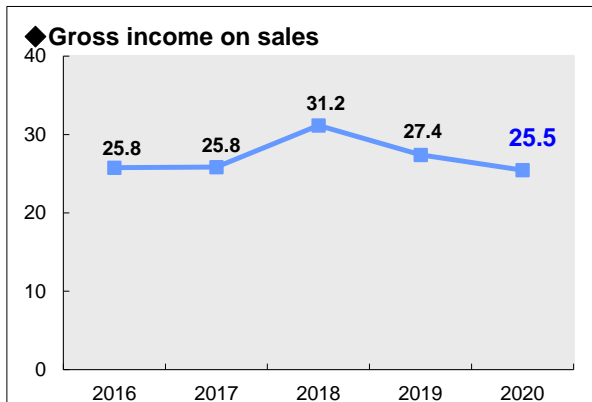
(Units: million yen)



## (Consolidated) Changes to main management indicators

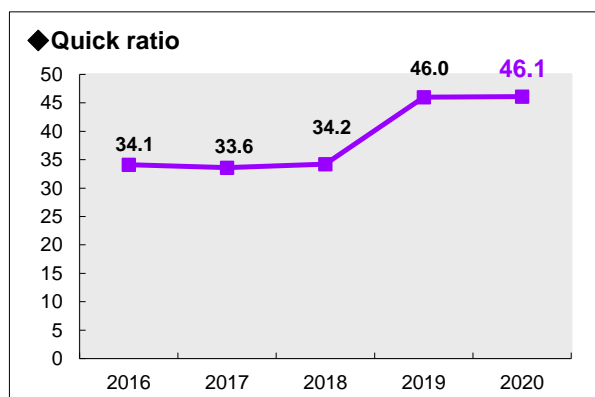
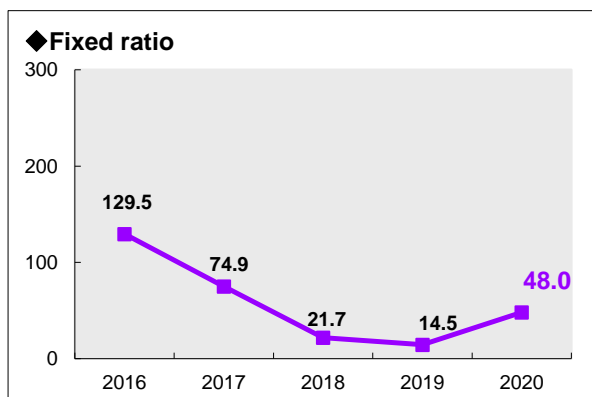
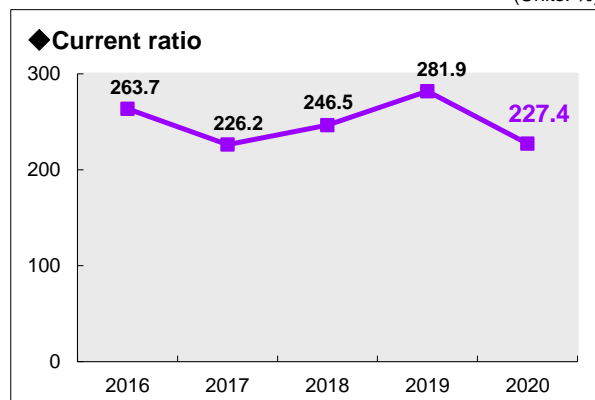
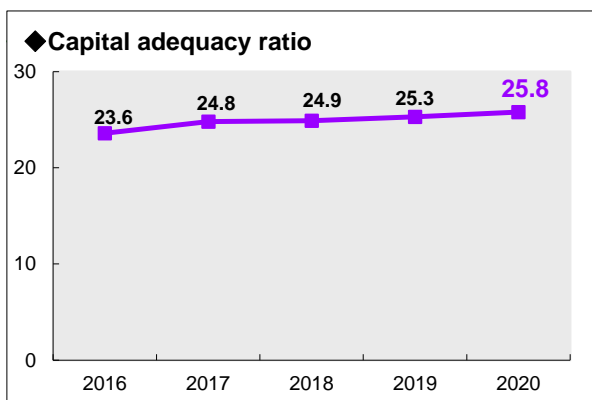
### Profitability

(Units: %)



### Security

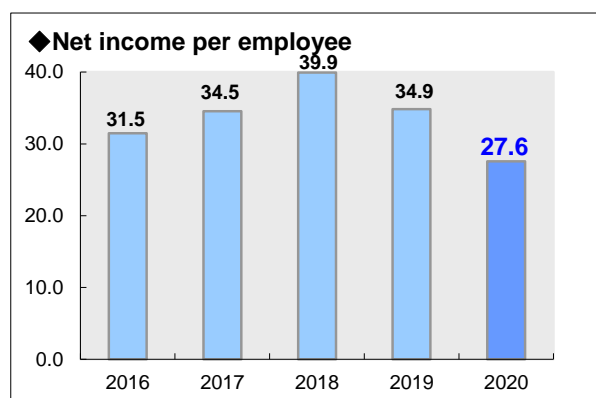
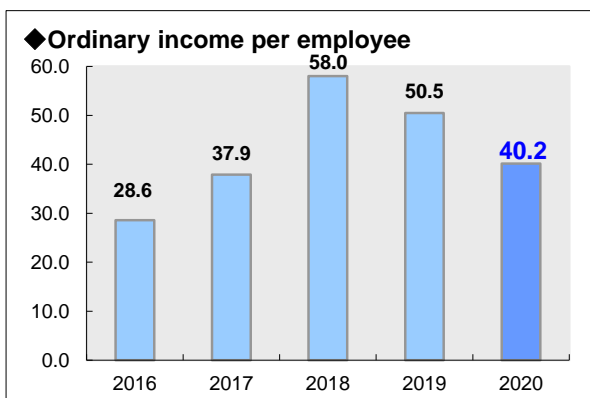
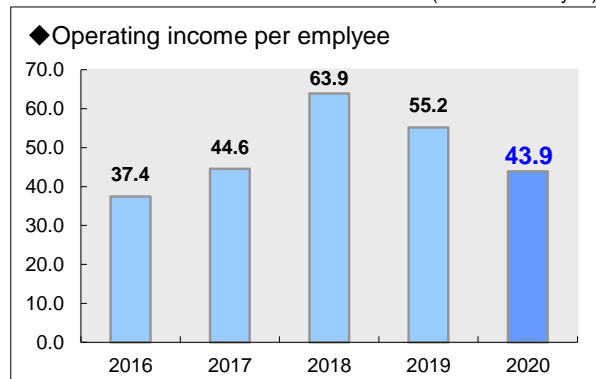
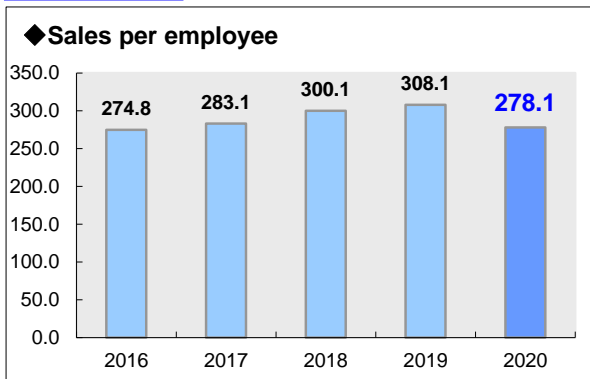
(Units: %)



Quick ratio (%) = [(cash and deposits + notes receivable) - allowance for doubtful accounts] ÷ current liabilities × 100

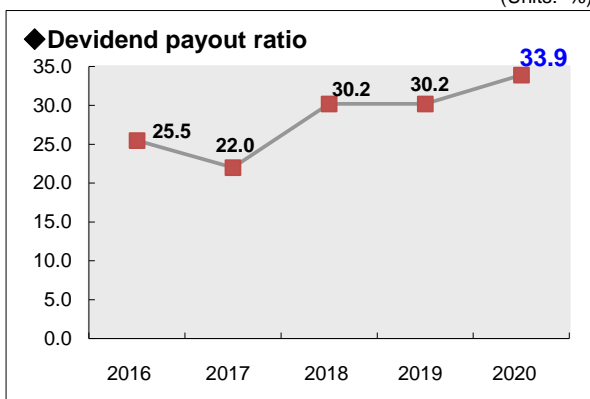
## Productivity

(Units: million yen)

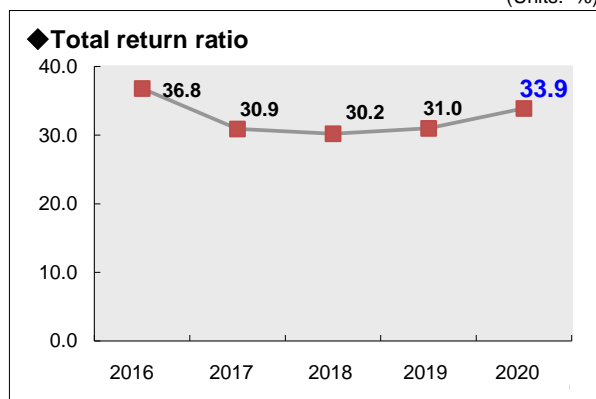


## Devidend payout ratio/Total return

(Units: %)



(Units: %)



## Stock conditions

### Share information (as of December 31, 2020)

<b>Total no. of shares</b>	72,000,000 shares
<b>Total no. of shares issued</b>	71,961,887 shares
<b>Total number of shareholder</b>	12,256

\* The total number of shares issued increased by 120,000 shares due to the exercise of share warrants.

### Major shareholders (as of December 31, 2020)

Name/title	No. of shares owned (shares)	Shareholding ratio (%)
CHUBU Electric Power Co., Inc.	22,980,000	33.0
Nissei Build Kogyo Co., Ltd.	6,500,000	9.3
Tenma Seiryu Co., Ltd.	3,610,000	5.2
The Master Trust Bank of Japan, Ltd. (account in trust)	2,488,100	3.6
Custody Bank of Japan, Ltd. (trust account)	2,186,300	3.1
Koryu Oh	2,100,000	3.0
Takatoshi Ito	1,207,600	1.7
Custody Bank of Japan, Ltd. (trust account 5)	565,900	0.8
Keiko Akashi	531,000	0.8
Custody Bank of Japan, Ltd. (trust account 6)	511,900	0.7

\* ES-CON Japan, Ltd., retains 2,344,400 shares of its own stock but is not among the major shareholders listed above.

\* Shareholding ratio is calculated without including treasury stock (2,344,400 shares) and is rounded to the first decimal place.

\* Treasury stock does not include the 1,084,000 shares held by Custody Bank of Japan, Ltd.(accounts in trust) for a share-based payment benefits trust for directors and a share-based payment benefits type ESOP trust.

### Changes in capital stock/no. of shares

	Capital stock at end of term (million yen)	No. of shares issued at end of term (Shares)	(Of which treasury stock) (Shares)	Remarks
17th term - 2011	4,211	333,964	81	
18th term - 2012	4,270	35,196,400	8,100	Nov. 2012 Dec. 2012 Third-party allocation of shares (18,000 shares) Stock split (1 share split into 100 shares)
19th term - 2013	5,998	69,748,887	8,100	Jul. 2013 Rights offering (addition of 34,552,487 shares)
20th term - 2014	6,019	70,317,887	1,413,500	Exercise of stock option by executives (addition of 569,000 shares) Nov.2014 Acquisition of treasury stock (1,405,400 shares)
21st term - 2015	6,029	70,511,887	2,552,400	Exercise of stock option by executives (addition of 194,000 shares) Oct. 2015 Acquisition of treasury stock (1,138,900 shares)
22nd term - 2016	6,034	70,594,887	2,794,100	Exercise of stock option by executives (addition of 83,000 shares) Feb. 2016 Acquisition of treasury stock (241,700 shares)
23rd term - 2017	6,224	71,203,387	2,416,900	Exercise of stock option by executives (addition of 2,408,500 shares) Mar. 2017 Retirement of treasury stock (decrease of 1,800,000 shares) Jan.-Dec. 2017 Acquisition of treasury stock (1,422,800 shares)
24th term - 2018	6,259	71,649,387	2,613,400	Exercise of stock option by executives (addition of 446,000 shares) Jan. 2018 Acquisition of treasury stock (196,500 shares)
25th term - 2019	6,275	71,841,887	2,674,400	Exercise of stock option by executives (addition of 192,500 shares) Aug. 2019 Acquisition of treasury stock (61,000 shares)
26th term - 2020	6,284	71,961,887	2,344,400	Exercise of stock option by executives (addition of 120,000 shares) May. 2020 Disposal of Treasury Shares Through Third-Party Allotment



## Company overview (as of December 31, 2020)

<b>Established</b>	April 18th, 1995
<b>Capital stock</b>	6,284,000,000 yen
<b>Sales</b>	77,308,000,000 yen
<b>No. of employees</b>	278 (consolidated), 192 (parent only)
<b>Locations</b>	<p>&lt;Tokyo Head Office&gt; 20F The Okura Prestige Tower, 2-10-4 Toranomom, Minato-ku, Tokyo 105-0001</p> <p>&lt;Osaka Head Office&gt; 13th Floor, Meiji Yasuda Seimei Osaka Midosuji Building, 4-1-1 Fushimimachi, Chuo-ku, Osaka-shi, Osaka 541-0044</p> <p>&lt;Nagoya Branch&gt; 5th Floor, Hirokoji Sakae Building, 2-4-1 Sakae, Naka-ku, Nagoya-shi, Aichi 460-0008</p> <p>&lt;Kyushu Branch&gt; 9th floor, Yasuda No. 7 Building, 13-15 Kamikawabata-machi, Hakata-ku, Fukuoka-shi, Fukuoka 812-0026</p> <p>&lt;Hokkaido Branch&gt; 13F Nissay Sapporo Building, 4-1-1 Kita 3-jo Nishi, Chuo-ku, Sapporo-shi, Hokkaido, 060-0003 Japan</p>
<b>Main business activities</b>	Real estate sales business, real estate leasing business, real estate planning agency and consulting business

## Affiliated companies

Company name	Capital stock (million yen)	Main business activities	Ratio of voting rights owned (%)
(Consolidated subsidiary) ES-CON Property Co., Ltd.	10	Real estate leasing business	100.0
ES-CON Asset Management Co., Ltd.	100	Real estate leasing business	100.0
ES-CON Living Service Co., Ltd.	40	Real estate sales business, Real estate leasing business and Real estate planning agency and consulting business	100.0
ES-CON HOME Co., Ltd.	30	Real estate sales business and Real estate planning agency and consulting business	100.0
ES-CON CRAFT Co., Ltd.	10	Real estate sales business and Real estate planning agency and consulting business	100.0
ES-CON Global Works Ltd.	10	Real estate planning agency and consulting business	100.0
Ryomon Co., Ltd	100	Real estate planning agency and consulting business	51.0
ESCON JAPAN(THAILAND)CO.,LTD.	THB1,000	Real estate sales business	49.0 [26.0]
(Equity-method affiliates) ORIGIN KNIGHTSBRIDGE THEPHARAK CO.,LTD.	THB265,000	Real estate sales business	49.0 (49.0)

\* The figures in brackets indicate the percentage of ownership of persons with close ties or consents, and are not included in the above numbers.

\* Figures in parentheses () are the proportions owned by consolidated subsidiaries.

\* Figures in the "Capital" column are in millions of yen when there is no local currency abbreviation. Figures with the same abbreviation are in thousands of local currencies

For inquiries regarding this matter:

**ES-CON Japan IR Information Inquiry Desk**

**03-6230-9308**

**ir@escon.jp**

(Operating hours: 9:00-18:00 on weekdays, closed on weekends and public holidays)

