

Fact Book 2014

20th term (January 1–December 31, 2014)

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[Consolidated] Main financial data for past 5 years

(millions of yen)

	16th term	17th term	18th term	19th term	20th term
	FY end ed Dec-10	FY end ed Dec-11	FY end ed Dec-12	FY end ed Dec-13	FY end ed Dec-14
Fiscal year					
Net sales	15,079	9,287	10,184	13,558	18,842
Total sales income	3,312	2,425	3,146	3,547	4,893
Operating income	1,497	935	1,504	1,844	2,815
Ordinary income	690	290	860	1,200	2,075
Net income	522	262	392	1,905	2,411
Cash flow from business activities	10,739	3,296	1,112	4,093	△ 1,803
Cash flow from investment activities	△ 164	△ 35	241	2,294	△ 1,041
Cash flow from financial activities	△ 12,082	△ 3,579	△ 556	△ 4,450	3,368
Information per share (yen)*¹					
Net income	10.33	5.18	7.72	31.14	34.59
Net income after potential stock adjustment	—	—	—	29.81	34.38
Shareholders' equity	67.84	73.02	78.88	137.14	169.05
Dividend amount	0	0	0	1	3
End of fiscal year					
Total assets	49,196	45,553	45,910	43,695	50,141
Shareholders' equity	3,430	3,692	4,212	9,587	11,656
Cash and deposits	1,732	1,426	2,234	4,161	4,733
Saleable real estate	4,531	5,813	5,716	2,050	5,054
Real estate for sale in progress	12,203	7,469	8,055	7,898	12,698
Interest-Bearing Liabilities	43,696	40,126	39,463	31,670	35,427
Total no. of employees	73	66	54	60	71
Main management indicators					
Operating margin (%)	9.9	10.1	14.8	13.6	14.9
Interest Coverage Ratio ^{*2} (increase by x no. of times)	13.8	5.0	1.6	6.1	—
ROA ^{*3} (%)	1.2	0.6	1.9	2.7	4.4
ROE ^{*4} (%)	16.5	7.4	10.0	27.7	22.7
ROIC ^{*5} (%)	—	—	—	4.5	6.7
Dividend payout ratio (%)	0.0	0.0	0.0	3.2	8.7
Interest-Bearing Liabilities dependence (%)	88.8	88.1	86.0	72.5	70.7
Capital adequacy ratio (%)	7.0	8.1	9.2	21.9	23.2
Total restoration payout* ⁶ (%)	—	—	—	3.2	21.0

*1 A stock split was carried out on December 1st, 2012, at a ratio of 100 shares to 1 share of normal stock, but the net income shareholders' equity per share are calculated on the basis that this stock split was carried out at the beginning of the 15th term performed a shareholder allocation of share warrants based on a rights offering dated May 26th, 2013 (free allocation of non-co warrants), and new stocks were issued in conjunction with this exercise of share warrants. Since the exercise price of the share market value, net income and shareholders' equity per share have been calculated by retroactively adjusting the number of stock corresponding to the stock split resulting from the issuance of new shares at the beginning of the 16th term, based on the 16th Standards relating to Net Income Per Share" (Corporate Accounting Standard Guidelines No. 4; March 25th, 2011).

*2 Interest Coverage Ratio = Business cash flow/interest payment

*3 ROA : Return on Assets

*4 ROE : Return on Equity

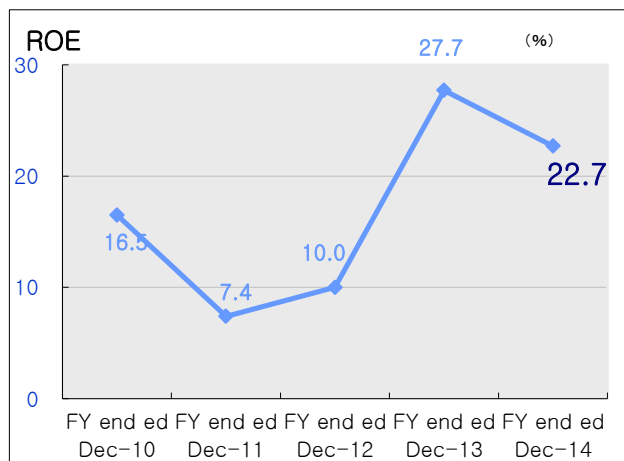
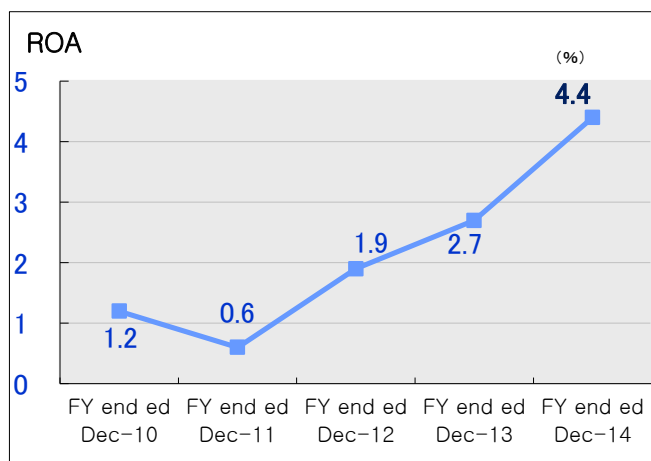
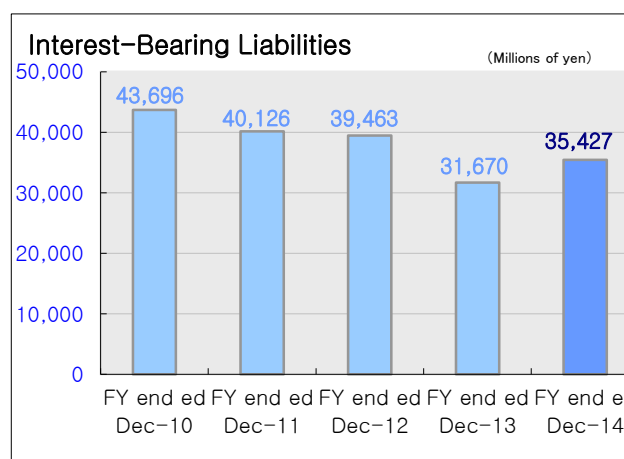
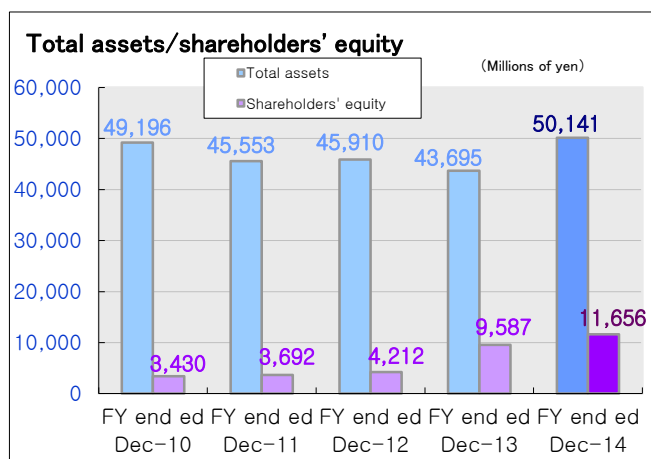
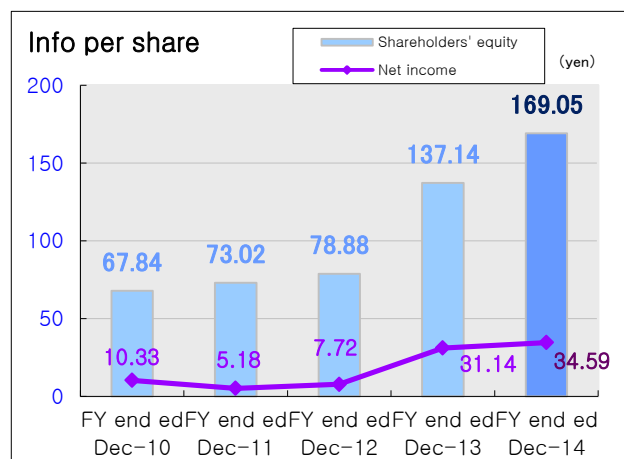
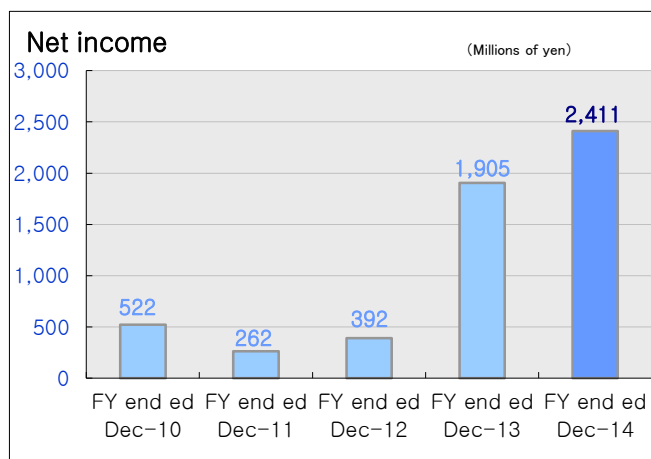
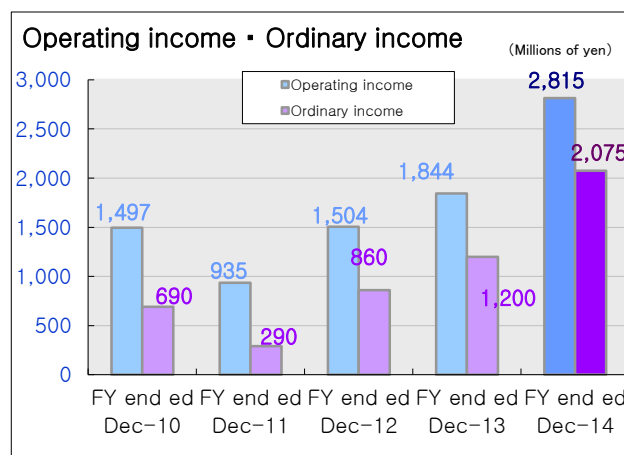
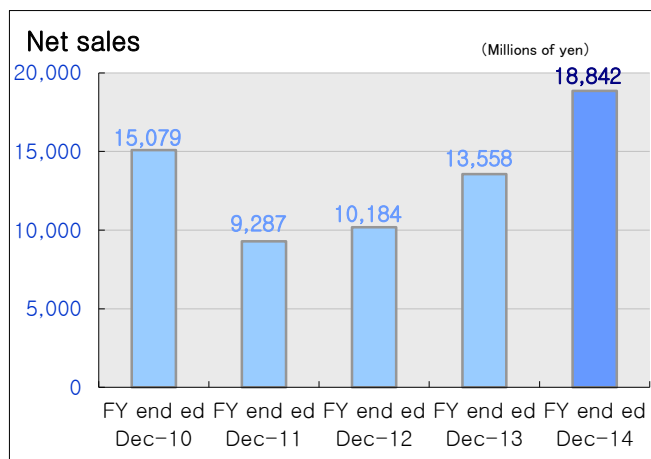
*5 ROIC : Return On Invested Capital=After Tax Net Income / (Shareholders' equity + interest-bearing liabilities)

*6 Total restoration payout = (total amount of dividends +total amount of share repurchases) / net income

* From November 17th to 18th, 2014, 1,405,400 shares of own stock were acquired (total amount of share repurchases: 299 million yen).

(Retained number of own stock as of end of term ended December 2014: 1,413,500 shares)

[Consolidated] Main financial data – Changes

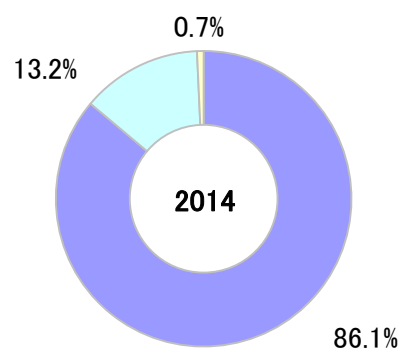
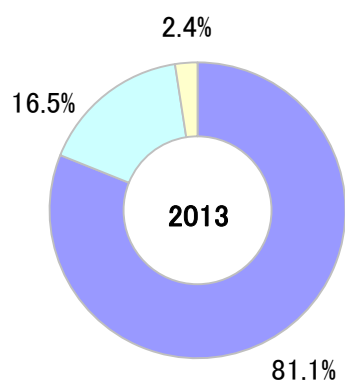


[Consolidated] Segment information

(Millions of yen)

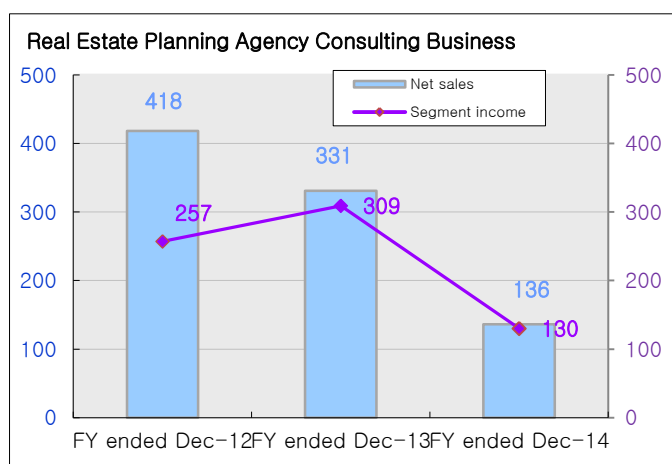
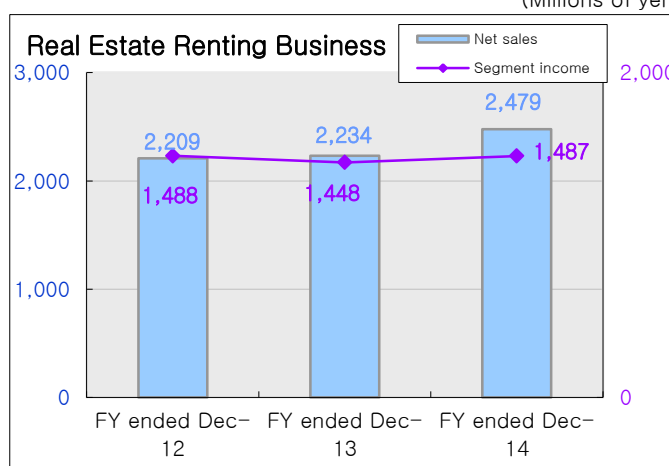
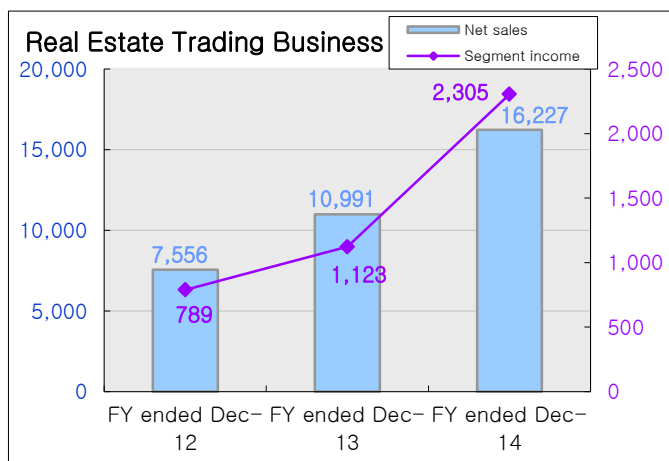
	18th term FY ended Dec-12	19th term FY ended Dec-13	20th term FY ended Dec-14
Net sales			
Real Estate Trading Business	7,556	10,991	16,227
Real Estate Renting Business	2,209	2,234	2,479
Real Estate Planning Agency Consulting Busin	418	331	136
Total	10,184	13,558	18,842
Segment income			
Real Estate Trading Business	789	1,123	2,305
Real Estate Renting Business	1,488	1,448	1,487
Real Estate Planning Agency Consulting Busin	257	309	130
Total	2,534	2,881	3,924

Sales Composition by Segment



[Consolidated] Segment information

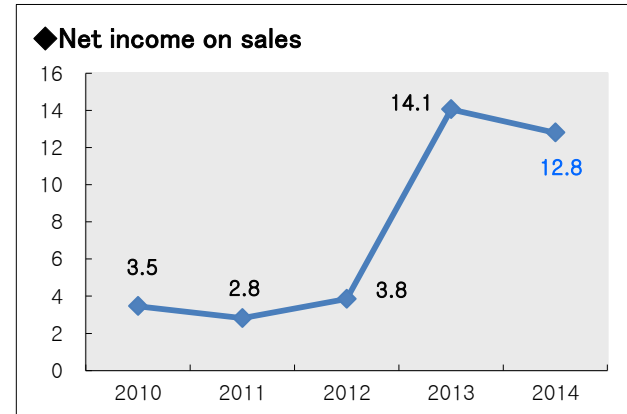
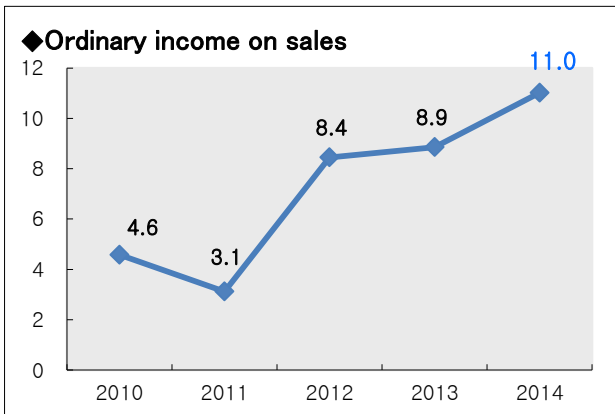
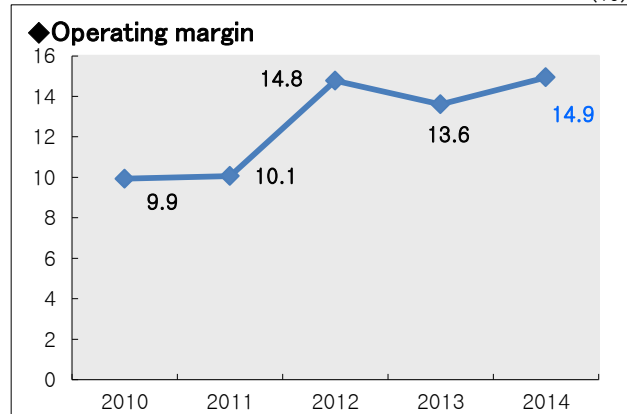
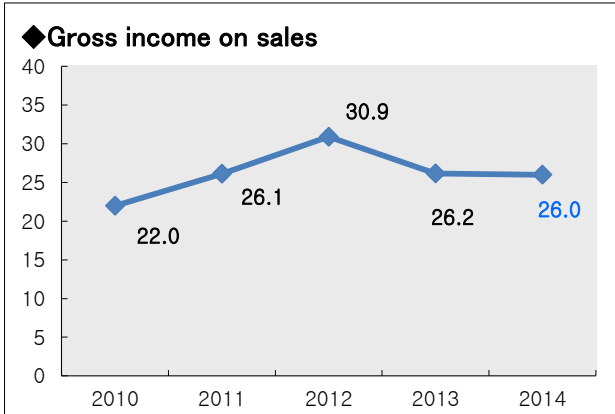
(Millions of yen)



[Consolidated] Main management indicators – Changes

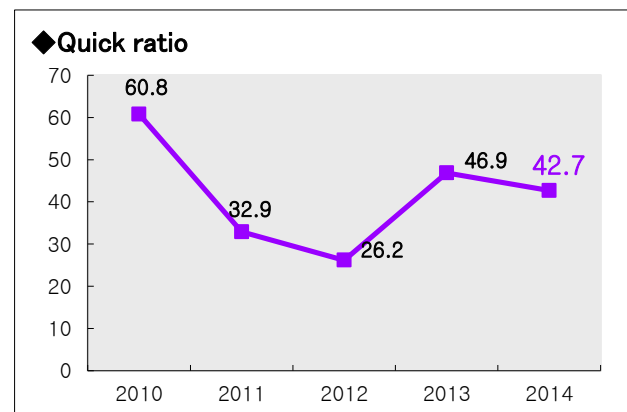
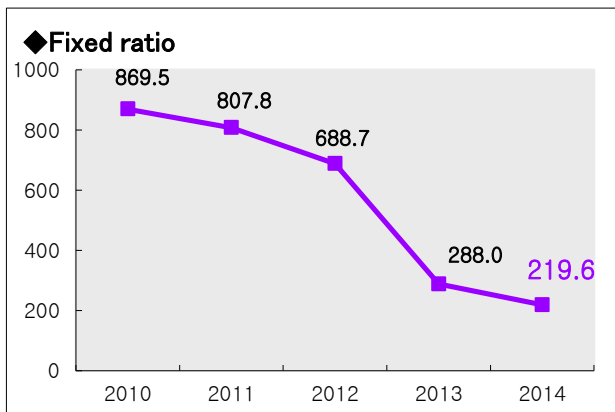
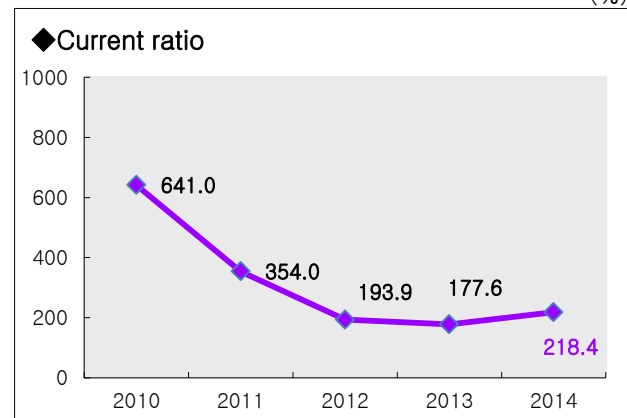
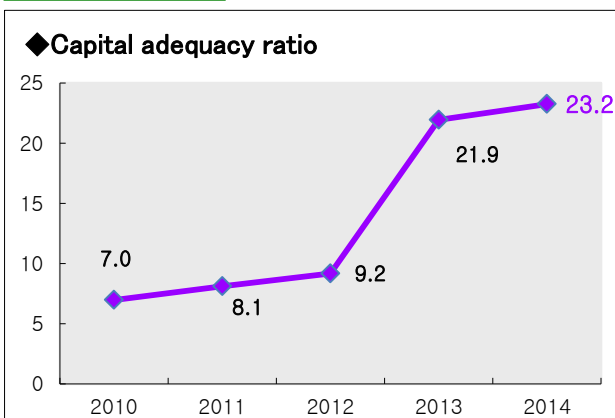
Profitability

(%)



Stability

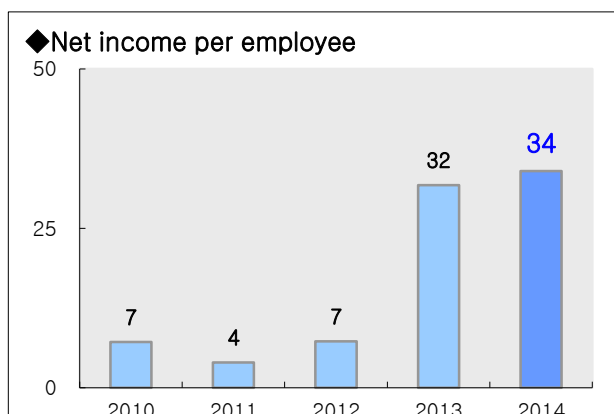
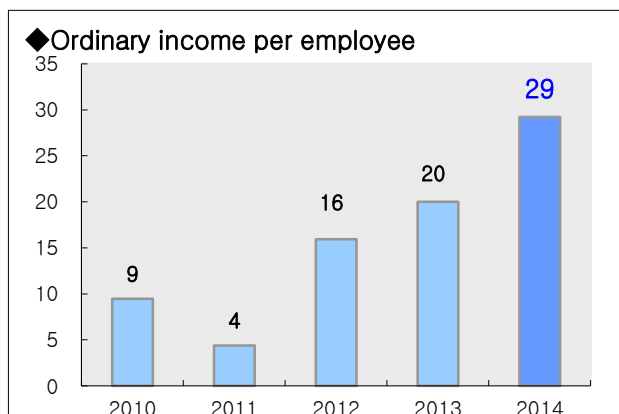
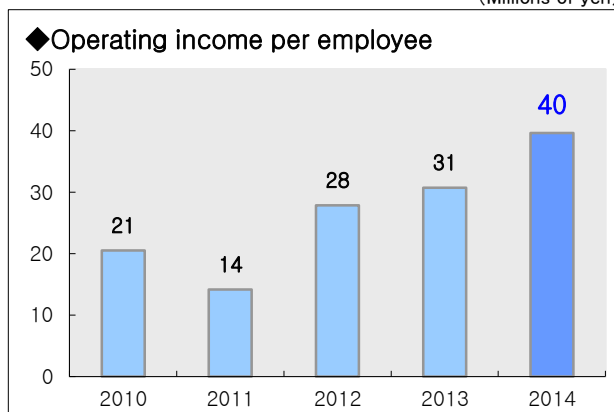
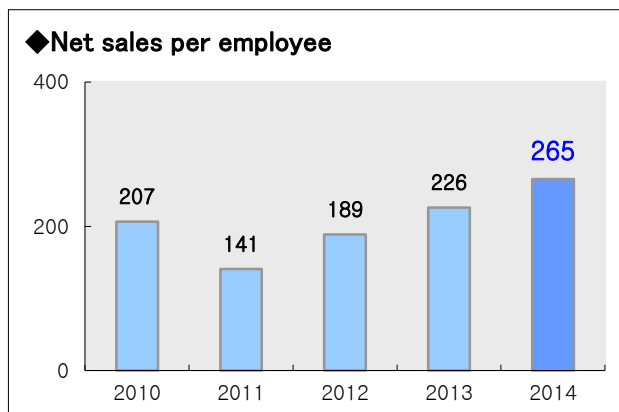
(%)



Quick assets ratio= {(Cash and cash equivalents + Time deposits with maturities more than three months) - Prepaid expenses} / Current liabilities * 100

Productivity

(Millions of yen)



Stock conditions

Total no. of stocks	72,000,000	shares
Total no. of stocks issued	70,317,887	shares
Total no. of shareholders	5,530	persons

*Total number of stocks issued has increased by 34,552,487 shares due to 4th exercise of share warrants resulting from rights offering on July 26th, 2013 (free allocation of non-commitment type/listed share warrants).

*By exercising a share warrant based on a resolution at the board of directors' meeting held on April 24th, 2012, the total number of issued stock

Status of Major Shareholders

Name/Title	No. of stocks owned (shares)	Ownership ratio (%)
Nissei Build Kogyo Co., Ltd.	6,500,000	9.2
Koryu Oh	6,100,000	8.7
Sanai Housing Corp.	6,090,000	8.7
Yoshika Oh	3,000,000	4.3
Seiryu Asset Management Co., Ltd.	3,000,000	4.3
Seiryu Amusement Co., Ltd.	3,000,000	4.3
Seiko Leisure Co., Ltd.	3,000,000	4.3
Tenma Seiryu Co., Ltd.	3,000,000	4.3
NS Corporation Ltd.	2,009,400	2.9
JAPAN SECURITIES FINANCE CO., LTD.	1,794,400	2.6

Trends of Capital and Number of Shares Issued

	Capital stock at end of term (millions of yen)	No. of stocks issued at end of term (shares)	(Of which treasury stock) (shares)	Remarks
16th term – 2010	4,211	333,964	81	
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 (split of 1 stock 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	Nov, 2014: Exercise of employee stock options (increase of 569,000 shares) Acquisition of own stock (1,405,400 shares)

Company overview

Established	April 18, 1995
Capital stock	6,019 million yen
Sales	18,842 million yen (consolidated)
No. of employees	71 (consolidated) , 61 (non-consolidated)
Location	Osaka Head Office 13th floor, Meiji Yasuda Life Osaka Midosuji building, 4-1-1 Fushimimachi, Chuo-ku, Osaka-shi, Osaka 541-0044 Tokyo Head Office 4th floor, Uchikanda 282 Building, 2-15-9, Uchikanda, Chiyoda-ku, Tokyo 101-0047
Main business activi	Real Estate Trading Business、 Real Estate Renting Business、 Real Estate Planning Agency Consulting Business

Associated companies

Company name	Capital (millions of yen)	Main business activities	Ratio of voting rights owned (%)
(Consolidated subsidiary) ES-CON Property Co., Ltd.	10	Real Estate Renting Business Real Estate Planning Agency Consulting Business	100
(Consolidated subsidiary) ES-CON Asset Management Co., Ltd.	50	Real Estate Renting Business Real Estate Planning Agency Consulting Business	100
(Consolidated subsidiary) E-STATE Co., Ltd.	10	Real Estate Trading Business Real Estate Renting Business	(100.0)
(Consolidated subsidiary) Pro Net ES-CON Eight, Ltd.	3	Real Estate Renting Business	(100.0)
(Consolidated subsidiary) Aries Investment, LLC	3	Real Estate Trading Business Real Estate Renting Business	(100.0)

※ () indicates indirect ownership

For inquiries regarding this matter:
ES-CON Japan IR Information Inquiry Desk

06 - 6223 - 8055

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