

Briefing on results for 2nd quarter of term ending December 2018

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Summary of 2nd Quarter of Term Ending December 2018 (24th Term)

Main Activities in 2nd Quarter of 2018

January

Acquisition of treasury stock

All units in Le JADE Minamimorimachi, Le JADE Takatsuki Cross, and Le JADE Kawasaki sold

Participation in planning of Neolife Kuzuha Condominium Rebuilding Project

Acquisition of site for Genboen redevelopment project in Koga, Fukuoka

● No. of new business sites acquired in 2Q of Fiscal Year Ending December 2018 (January-June 2018)

	Metropolitan area	Kinki region	Other	Total
Condominium	4	9		13
Hotel			1	1
Land planning project			1	1
Total	4	9	2	15

February

All units sold in Grand Le JADE Okamoto and Le JADE Vert Komagome

Acquisition of new business sites (Sawaraginishi, Ibaraki-shi) (Miyanochi, Takatsuki-shi) (Masumicho, Ikeda-shi)

March

Acquisition of new business sites (Hamaotsu 3-chome, Otsu-shi) (Shinkanaoka, Kita-ku, Sakai-shi) (Matsubara, Setagaya-ku) (Hinokuchi, Nishinomiya-shi)

Sales commence for Grand Le JADE Jiyugaoka.

Details of growth strategies added to Medium-Term Management Plan IDEAL to REAL 2019

April

Acquisition of new business sites (Yasuicho, Nishinomiya-shi) (Aoba-ku, Yokohama-shi) (Kumata, Higashimurayama-shi)

Sales commence for Grand Le JADE Shonan Enoshima R134.

May

Sales commence for Le JADE Nagaokakyo, Grand Le JADE Takatsuki Tenjin, Le JADE Takatsuki Kosobe, and Le JADE Bio Funabashi Kitanarashino.

Le JADE Bio renovation business launched.

Acquisition of new business site (Kotoen, Nishinomiya-shi)

All units sold in Grand Le JADE Wakamatsucho Residence and Le JADE Otsu Nagisakoen

Work commences on Hyogo Tojo Interpark (tentative name) logistics facility project.

Tokyo Minato Ward Shirogane joint project (tentative name) with Mitsubishi Jisho Residence Co., Ltd. announced.

June

All units sold in Le JADE Fushimi Chushojima

Acquisition of new business sites (Shimotakaido 4-chome, Suginami-ku) (Nakasu 5-chome hotel project, Hakata-ku) (Zaimokuza, Kamakura-shi)

Projected consolidated results for Fiscal Year Ending December 2018 revised upward; increase in expected dividend

Five Company-owned hotels sold

July

All units sold in Le JADE Komagome

Acquisition of new business sites (Okurayama, Kohoku-ku) (Honjonishi, Kita-ku) (commercial leasehold, Shiroishi-ku, Sapporo-shi)

Upward revision to projected consolidated results for 2Q of Fiscal Year Ending December 2018

Efforts to promote ZEH-M commence.



P/L in 2Q 2018

**Both sales and profits increased from the previous term, driven by progress in our core condominium sales business and sales of hotels and other revenue-generating real estate.
Both sales and profits grew from the initial plan.**

(Unit: Million yen)

	2Q, term ending December 2018 (term under review)	2Q, term ended December 2017 (previous term)	Amount of increase/ decrease	Compared to previous term	2Q, term ending December 2018 (initial plan)	Difference between plan and results	Plan to results ratio	Full term ending December 2018 (forecast)
Sales	24,636	11,701	12,935	110.5%	24,400	236	1.0%	55,000
Gross profit	6,336	3,807	2,529	66.4%				
Selling, general and administrative expenses	2,651	1,437	1,214	84.5%				
Selling expenses	1,206	180	1,026	570.0%				
General administrative expenses	1,445	1,256	189	15.0%				
Operating profit	3,685	2,369	1,316	55.6%	2,950	735	24.9%	11,300
Interest expenses	492	506	-14	-2.8%				
Ordinary income	3,178	1,878	1,300	69.2%	2,400	778	32.4%	10,200
Net income in current term	2,148	1,879	269	14.3%	1,650	498	30.2%	7,000
Earnings per share in current term	31.55	28.35	3.20	11.3%				

New record profits

Segment Results for 2nd Quarter of Term Ending December 2018

- 1 We made steady progress with our condominium sales business. We sold 371 condominiums as of the end of the second quarter, or 63.4% of the full-year forecast. Sales of condominiums were up dramatically (624.2%) year on year (from 44 units sold as of the end of 2Q last term to 371 units sold as of the end of 2Q this term). Completed inventories declined from 89 units at the end of December 2017 to 10 units at the end of 2Q of the term ending December 2018.
- 2 As in the preceding term, sales of hotel properties contributed to profits.

(Unit: Million yen)

	Sales					Segment income		
	2Q, term ending December 2018 (term under review)	2Q, term ended December 2017 (previous term)	Compared to previous term	Initial plan	Plan to results ratio	2Q, term ending December 2018 (term under review)	2Q, term ended December 2017 (previous term)	Compared to previous term
Real estate sales business	22,786	9,895	130.3%	22,900	-0.5%	3,889	2,732	42.3%
Condominium sales	15,621	2,157	624.2%	15,750	-0.8%	2,142	256	736.7%
Other sales	7,165	7,737	-7.4%	7,150	0.2%	1,746	2,474	-29.4%
Real estate leasing business	1,525	1,768	-13.7%	1,350	13.0%	932	857	8.8%
Real estate planning agency and consulting business	324	37	775.7%	150	116.0%	308	37	732.4%
Total	24,636	11,701	110.5%	24,400	1.0%	5,130	3,626	41.5%

1 Condominium sales	Sales	
	Units sold	Amount (millions yen)
2Q, term ended December 2017 (previous term)	44	2,157
2Q, term ending December 2018 (term under review)	371	15,621

Segment Results for 2nd Quarter of Term Ending December 2018

1

(Unit: Residences)

Condominium sales	Location	Total no. of residences	Initial inventory for term ended December 2017	No. of units delivered in 2Q, term ending December 2018	Closing inventory for 2Q, term ending December 2018	Contract and delivery progress as of August 20 (inventory)
Le JADE Komagome	Kita-ku, Tokyo	36	7	6	1	Sold out
Le JADEVert Komagome	Kita-ku, Tokyo	33	2	2	0	Sold out
Grand Le JADE Wakamatsucho Residence	Shinjuku-ku, Tokyo	31	5	5	0	Sold out
Le JADE Yokohama Hananoki	Yokohama, Kanagawa	69	29	21	8	1
Le JADE Otsu Nagisakoen	Otsu, Shiga	44	8	8	0	Sold out
Le JADE Fushimi Chushojima	Fushimi-ku, Kyoto	83	31	31	0	Sold out
Le JADE Takatsuki Cross	Takatsuki, Osaka	80	7	7	0	Sold out
Le JADE Southern Gate Toyoda	Hino, Tokyo	52	-	52	0	Sold out
Le JADE Kawasaki	Kawasaki, Kanagawa	79	-	79	0	Sold out
Feel Garden Minamisenri	Suita, Osaka	107	-	107	0	Sold out
Grand Le JADE Shibuya Tomigaya	Shibuya-ku, Tokyo	25	-	24	1	1
Le JADE Minamimorimachi	Kita-ku, Osaka	29	-	29	0	Sold out
Grand Le JADE Ochanomizu	Bunkyo-ku, Tokyo	53	-	-	-	2
Grand Le JADE Okamoto	Higashinada-ku, Kobe	18	-	-	-	Contracts signed for all units
Grand Le JADE Jiyugaoka	Meguro-ku, Tokyo	23	-	-	-	19
Le JADE Nakano	Nakano-ku, Tokyo	25	-	-	-	24
Le JADE Nagaokakyo	Nagaokakyo, Kyoto	35	-	-	-	1
Le JADE Bio Funabashi Narashino	Funabashi, Chiba	50	-	-	-	25
Total			89	371	10	73

1

	No. of units for sale	No. of units delivered as of the end of 2Q	Achievement rate	No. of units contracted/delivered as of August 20	Achievement rate
2Q, term ending December 2018 (term under review)	585	371	63.4%	512	87.5%

1

2Q, term ending December 2018 (results for term under review)	Tokyo metropolitan area	Kinki region	Total
Units delivered	189	182	371
Price per unit (10,000 yen)	4,820	3,578	4,211

2

Other sales	Type	Business scheme	Sales (millions yen)
Horikawashinmachi, Kanazawa	Hotel	Sale	2,030
Minamisenba III, Chuo-ku	Hotel	Sale	1,850
31 Wakamatsucho, Shinjuku-ku	Revenue-generating real estate	Sale	1,968
Sendagaya, Shibuya-ku	Apartments	Sale	1,317

1

2

	Term ended December 2017 (results)		Term ending December 2018	
	2Q	Full term	2Q (results for term under review)	Full term (forecast)
Condominium project profit margin	11.9%	12.2%	13.7%	14.3%
Non-condominium project profit margin	31.9%	25.9%	24.4%	34.2%

*Project profit margin: Net sales minus cost of sales (not including personnel costs)

3

Leasing business (major owned properties)	Location	Possession status
Kansai Medical University Kuzuha Hospital	Hirakata, Osaka	Fixed asset
Mitani, Nishi-ku, Kobe	Nishi-ku, Kobe	Current asset (for sale in process)
Tonarie Yamatotakada	Yamatotakada, Nara	Current asset (for sale in process)
Asumigaoka	Chiba, Chiba	Current asset (for sale in process)
Daisennishi 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)
Ikaruga, Ikoma-gun	Ikoma-gun, Nara	Current asset (for sale in process)
Omiyachiman	Omiyachiman, Shiga	Current asset (for sale in process)
Nishishirai	Shirai-shi, Chiba	Current asset (for sale in process)
Kakegawa	Kakegawa-shi, Shizuoka	Current asset (for sale in process)
Chiba Oyumino	Chiba-shi, Chiba	Current asset (for sale in process)
Toga-Mikita	Sakai-shi, Osaka	Current asset (for sale in process)
Pare Marche Nishiharu	Kitanagoya-shi, Aichi	Current asset (for sale in process)

3

	Term ended December 2017 (results)		Term ending December 2018	
	2Q	Full term	2Q (results for term under review)	Full term (forecast)
Leasing business project profit margin	48.5%	50.9%	61.1%	60.6%

B/S in 2Q 2018

We took the initiative in acquiring sites for a wide range of businesses beyond condominiums, including hotels and land planning projects.

(Unit: Million yen)

	2Q, term ending December 2018 (term under review)	Term ended December 2017 (previous term)	Increase/decrease
Current assets	97,310	80,504	16,806
Cash and deposits	13,534	10,667	2,867
Real estate for sale	4,865	4,162	703
Real estate for sale in process	73,470	60,057	13,413
Fixed assets	4,796	5,930	-1,134
Tangible fixed assets	1,722	1,729	-7
Intangible fixed asset	23	28	-5
Investments and other assets	3,050	4,173	-1,123
Total assets	102,107	86,435	15,672

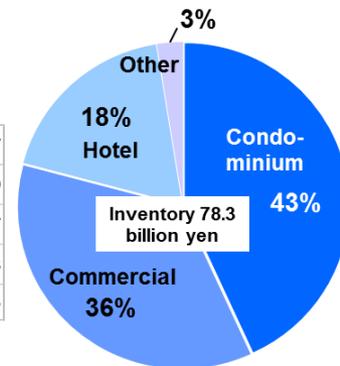
● Projects by business for real estate sales

Condominiums	30
Retail	15
Hotel	7
Logistics	1
Land planning	1
Total projects	54

● Assets by business type

(Unit: Million yen)

Condominium	33,807
Commercial	28,170
Hotel	14,357
Others	1,998
Total	78,335

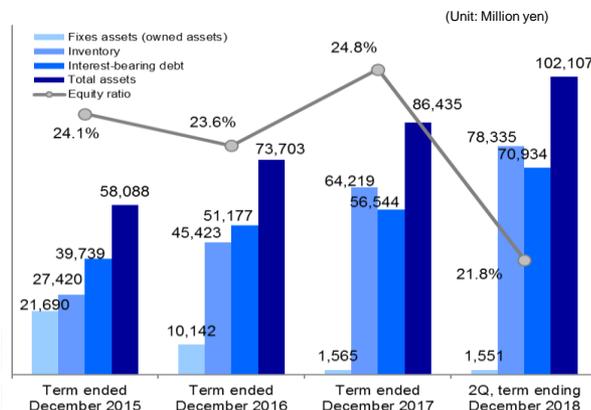


Rental income assets (inventory + fixed assets) **16.9 billion yen**

The NOI for owned revenue-generating real estate is approximately 5.7%

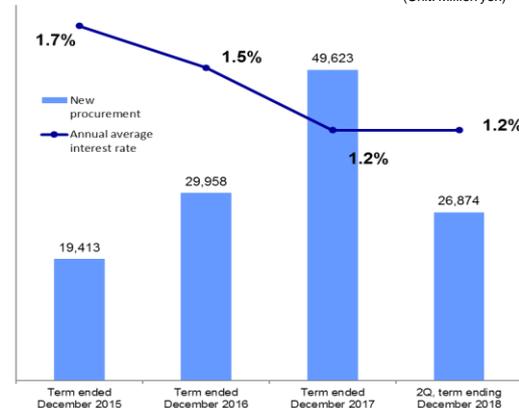
(Unit: Million yen)

	2Q, term ending December 2018 (term under review)	Term ended December 2017 (previous term)	Increase/decrease
Current liabilities	40,387	32,664	7,723
Short-term loans	6,425	1,953	4,472
Current portion of long-term loans	25,381	22,462	2,919
Current portion of bonds	40	40	0
Fixed liabilities	39,448	32,337	7,111
Corporate bonds	290	110	180
Long-term loans	38,797	31,874	6,923
Total liabilities	79,835	65,002	14,833
Total net assets	22,272	21,433	839
Total liabilities and net assets	102,107	86,435	15,672
Equity ratio	21.8%	24.8%	-3.0 points



● Changes in new procurement and average procurement interest rates

(Unit: Million yen)



2nd 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**

2nd Medium-term Management Plan – Growth Action Plan & Current Progress

	Further strengthening of core business	Improving company value through diversification of multiple core business	Securing stable long-term stock revenue through active development of real estate leasing business	Expansion of real estate sales business through stable supply of high-quality real estate as a main sponsor of the listed REIT formation
	<p>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.</p> <p>In FY2019, the final year of our 2nd 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.</p>	<p>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.</p> <p>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.</p>	<p>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.</p> <p>Specifically, at the end of FY2019, the final year of our 2nd medium-term management plan, we aim to hold or develop lease assets that can fully cover general administrative expenses with rental income.</p>	<p>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.</p>
Current progress	<p>For our core condominium sales business, we secured sites sufficient for about 800 units for each of the next two years (FY2019, FY2020). We are making steady progress in expanding our own sales force, which currently numbers around 34. The project profit margin is also increasing steadily (from 11.9% in the previous term to 13.7% in the current term).</p>	<p>To ensure steady diversification of our businesses beyond the condominium sales, commercial development, and hotel development businesses, we ventured into new domains, including logistics development and land planning projects.</p>	<p>In the commercial development business, we are strengthening NSC development efforts based on strong ties to local communities. We are identifying assets suitable for holding long-term to strike a balance with assets for the REIT and assets to be sold to third parties.</p>	<p>Last year, we completed a capital increase in ES-CON JAPAN REIT Investment Corporation as a privately held REIT with assets worth around 11 billion yen. Steady progress is underway to prepare for listing on the REIT market.</p>
	Expanding the range and depth of real estate development capabilities through enhancement of real estate operation business	Improving corporate brand power	ESG initiatives to create new value and achieve sustainable growth	
	<p>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.</p> <p>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.</p>	<p>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.</p>	<p>We're committed to enhancing corporate value by putting customers first and accounting for the needs of society, governance, and the environment. Through our urban development efforts, we rise to meet the changing values of these times and strive to address, as a life developer responsible for creating living spaces, the issues confronting society.</p> <p><small>E: Pursuing proactive initiatives to help solve global environmental issues and business activities that provide safe, comfortable lives and help establish sustainable societies</small></p> <p><small>S: Establishing management foundations to achieve stable growth and meet our corporate social responsibilities in local communities</small></p> <p><small>G: Enhancing our approach to governance companywide based on the Corporate Governance Code</small></p>	
Current progress	<p>In addition to the AM business, the PM business of commercial facilities, the operation of cafés and other food and beverage businesses, and apartment building management, we have launched a renovation business. In this and other ways, we intend to continue to maximize the value of our real estate.</p>	<p>We are continuing to air TV ads for the Le JADE brand as a sponsor for popular TV shows. We intend to continue focusing on strengthening our corporate brand.</p>	<p>As a new growth strategy, we are currently focusing on efforts to be the first company in the real estate industry to secure a GRESB rating.</p>	

2nd Medium-term Management Plan – Management Index & Performance Plan

We made steady progress in this second year of our Medium-term Management Plan (2018), setting a new record for profits. Ordinary income reached the 10 billion yen level for the first time ever. We plan to increase dividends by 6 yen to 26 yen per share.

● Management index

	Term ended December 2016 22nd term	Term ended December 2017 23rd term	Term ending December 2019 25th term Plan
	Results	Results	
Equity ratio	23.6%	24.8%	33.0%—35.0%
ROE (return on equity)	25.1%	28.1%	18.0%—21.0%
ROA (return on assets)	6.0%	6.8%	6.0%—7.0%
ROIC (return on invested capital)	6.5%	8.4%	7.0%—9.0%
EPS (earnings per share)	58.76 yen	81.77 yen	75 to 85 yen

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

● Dividend policy

To provide even more stable returns to shareholders, we have adopted a progressive dividend policy for the period covered by the 2nd Medium-term Management Plan (2017 to 2019). Under this policy, the dividend per share (DPS) must be equal to or greater than the DPS for the previous term. In other words, our basic stance is not to cut dividends. This progressive dividend policy, which clearly states that we will maintain or increase dividends, not reduce them, represents a promise to shareholders to enhance our value in a sustained manner. 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.

● Dividend trend

	Term ended December 2016 22nd term	Term ended December 2017 23rd term	Term ending December 2018 24th term	
	Results	Results	Initial plan	New plan
Dividend (yen)	15	18	20	[+6] 26
Dividend payout ratio	25.5%	22.0%	22.7%	[+2.3%] 25.0%
Acquisition of treasury stock	429	449	-	-
Total payout ratio	36.8%	30.9%	-	-

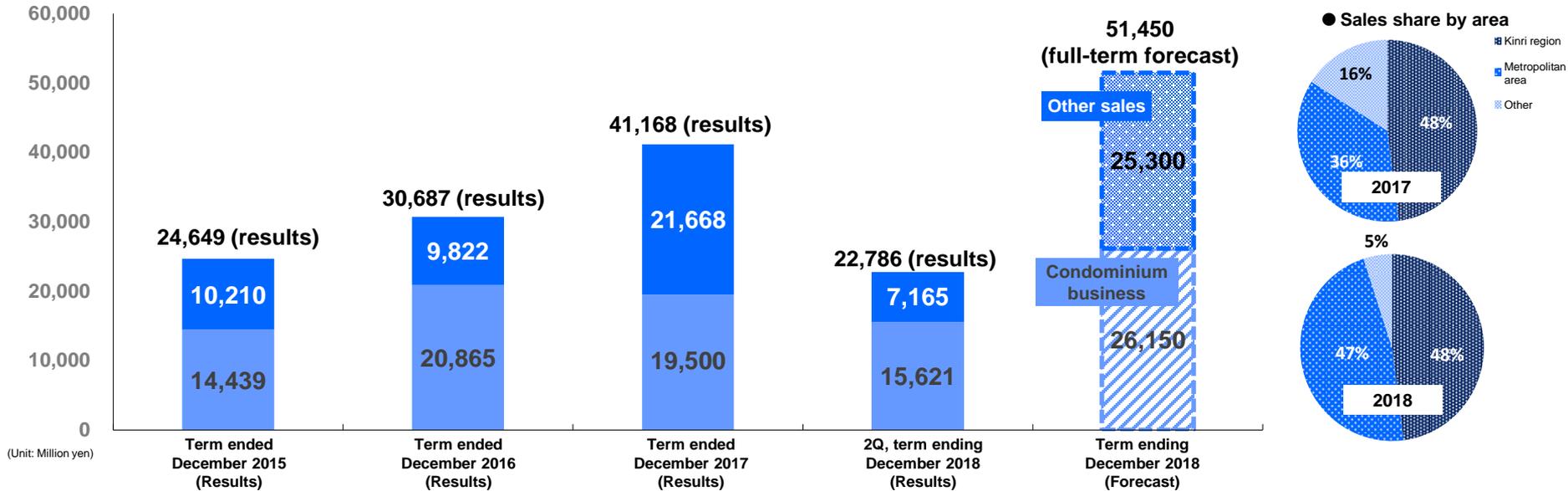
(Unit: Million yen)

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	Results	Initial plan	Initial plan (1)	Difference in plans (2)-(1)	Revised (June 29) plan (2)	2Q (results)	Plan
Sales	34,347	44,724	57,000 -58,000	55,700	-700	55,000	24,636	60,000 -62,000
Real estate sales business	30,687	41,168	54,900 -55,800	52,600	-1,150	51,450	22,786	57,800 -59,700
Real estate leasing business	3,594	3,459	1,900 -2,000	2,900	400	3,300	1,525	2,000 -2,100
Real estate planning, brokerage, and consulting businesses	65	96	200	200	50	250	324	200
Operating income	4,680	7,042	7,500 -8,500	9,900	1,400	11,300	3,685	8,200 -9,500
Ordinary income	3,575	5,988	6,500 -7,500	8,700	1,500	10,200	3,178	7,200 -8,500

Plan for Term Ending December 2018 (24th Term)

Term Ending December 2018 – Real Estate Sales Business

In condominium sales, we sold 371 condo units worth 15.6 billion yen (59.7% of sales plans) in 2Q and plan 585 units worth 26.1 billion yen for the full term. We expect an even split of sales between the Tokyo Metropolitan and Kinki areas. We also plan to book sales of 25.3 billion yen from other real estate, primarily hotels. All planned projects at this time are either sold or contracted for.



	2015 (21st term)	2016 (22nd term)	2017 (23rd term)	2018 (24th term)	
Condominium sales business	<ul style="list-style-type: none"> The Neverland Akashi Harbor Gate (Kinki region) Grand Le JADE Kyoto Kawaramachi (Kinki region) Le JADE Kasai (Metropolitan area) Park JADE Sugunami Izumi (detached houses) (Metropolitan area) Park JADE Akatsuka-koen (detached houses) (Metropolitan area) 	<ul style="list-style-type: none"> Grand Le JADE Shukugawa Kurakuenguchi (Kinki region) Le JADE Takatsuki (Kinki region) Le JADE Nishitanabe Abeno Hannancho (Kinki region) Le JADE Yokohama Tsurumi (Metropolitan area) Le JADE Musashisakai (Metropolitan area) Le JADE Toyoda (Metropolitan area) Le JADE Minami Kasai (Metropolitan area) Le JADE Musashino Residence (Metropolitan area) Le JADE Minami Kasai Park Arena (Metropolitan area) Le JADE Setagaya Kinuta (Metropolitan area) 	<ul style="list-style-type: none"> Le JADE Takatsuki The Marks (Kinki region) Le JADE Takatsuki Cross (Kinki region) Le JADE Fushimi Chushojima (Kinki region) Le JADE Otsu Nagisa-koen (Kinki region) Le JADE Komagome (Metropolitan area) Le JADE Vert Komagome (Metropolitan area) Grand Le JADE Wakamatsucho Residence (Metropolitan area) Le JADE Sakurajosui Tiara (Metropolitan area) Le JADE Yokohama Hananoki (Metropolitan area) 	<ul style="list-style-type: none"> Feel Garden Minamisenn (Kinki region) Le JADE Minamimomachi (Kinki region) Grand Le JADE Okamoto (Kinki region) Le JADE Nagakakyo (Kinki region) Le JADE Sazan Gate Toyota (Metropolitan area) Le JADE Kawasaki (Metropolitan area) Grand Le JADE Shibuya Tomiyaga (Metropolitan area) Grand Le JADE Ochanomizu (Metropolitan area) Le JADE Nakano (Metropolitan area) Le JADE Bio Funabashi Kitanarashino (Metropolitan area) Grand Le JADE Jiyugaoka (Metropolitan area) 	<ul style="list-style-type: none"> Sold out
		349 units (results)	491 units (results)	476 units (results)	585 units (forecast)
Commercial development, hotel development, revenue-generating real estate development, land planning, and sales	<ul style="list-style-type: none"> Yao-shi Takamicho Project (commercial leasehold) (Kinki region) Yodogawa-ku Miyahara Project (revenue-generating real estate) (Kinki region) Kyoto Rokkaku Project (revenue-generating real estate) (Kinki region) Nishi-ku Utsubohomachi Project (revenue-generating real estate) (Kinki region) Shibuya-ku Hornmachi Project (land planning) (Metropolitan area) Nishitokyo-shi Nishihara Project (revenue-generating real estate) (Metropolitan area) 	<ul style="list-style-type: none"> Chuo-ku Shimamachi Project (revenue-generating real estate) (Kinki region) Kobe-shi Nishi-ku Otsukodai Project (commercial leasehold) (Kinki region) Takatsuki-shi Josajochi Project (land planning) (Kinki region) Ibaraki Tauchiura-shi Project (commercial leasehold) (Metropolitan area) Chigasaki-shi Misumicho Project (land planning) (Metropolitan area) Fukuoka Kasuga Project (land planning) (Other) Nagoya Sunadabashi Project (anonymous partnership investment) (Other) Mie Nabari-shi Project (land planning) (Other) Tochigi Nikko-shi Project (commercial leasehold) (Other) 	<ul style="list-style-type: none"> Chuo-ku Hirano Project (hotel) (Kinki region) Tonarie Seiwada Project (commercial leasehold) (Kinki region) Tonarie Minamisenn Project (commercial leasehold) (Kinki region) Sakai-shi Daisen VII Project (commercial leasehold) (Kinki region) Nihonbashi Bakurocho Project (hotel) (Metropolitan area) Nihonbashi Kayabacho Project (hotel) (Metropolitan area) Nishi-ku Kawaguchi Project (land planning) (Metropolitan area) Sendagaya Project (revenue-generating real estate) (Metropolitan area) Kanazawa-shi Oyamamachi Project (hotel) (Other) Sapporo-shi Project (hotel) (Other) Kurashiki-shi Omatsucho Project (commercial leasehold) (Other) Fukuoka Kasuga Project (land planning) (Other) 	<ul style="list-style-type: none"> Minamisenna III Project (hotel) (Kinki region) Kiakyuhoji Project (hotel) (Kinki region) Awajicho I Project (hotel) (Kinki region) Awajicho II Project (hotel) (Kinki region) Kita-ku Tsurunochi Project (hotel) (Kinki region) Sendagaya Project (revenue-generating real estate) (Metropolitan area) Wakamatsucho 31 Project (revenue-generating real estate) (Metropolitan area) Chiyoda-ku Hayabusa-cho Project (hotel) (Metropolitan area) Kanazawa-shi Honkawahinmachi Project (hotel) (Other) Fukuoka Kasuga Project (land planning) (Other) 	<ul style="list-style-type: none"> Sold out Sold out Completed Completed Completed Completed Sold out Sold out Sold out Sold out Completed

Condominium Sales Business “Le JADE Series” Fiscal 2018



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: March 31, 2018



Le JADE Southern Gate Toyoda
(Metropolitan area)

Sold out

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), plus one shop and management office
Occupancy date: February 24, 2018



Le JADE Kawasaki
(Metropolitan area)

Sold out

Location: Kawasaki-shi, Kanagawa
Access: 17 mins. walk from Kawasaki Station on Keikyuu Line
18 mins. walk from Kawasaki Station on JR Tokaido/Keihin-Tohoku Line
No. of residences: 79 (plus one shop and management office)
Occupancy date: March 24, 2018



Grand Le JADE Ochanomizu
(Metropolitan area)

Location: Bunkyo-ku, Tokyo
Access: 7 mins. walk from Ochanomizu Station on JR Chuo/Sobu Lines
7 mins. walk from Ochanomizu Station on Tokyo Metro Marunouchi Line
No. of residences: 53 (including one unit for Le JADE Club member)
Occupancy date: Slated to start late September 2018



Grand Le JADE Jiyugaoka
(Metropolitan area)

Location: Meguro-ku, Tokyo
Access: 13 mins. walk from Jiyugaoka Station on Tokyu Toyoko/Tokyo Omichi Lines
No. of residences: 23 (including five units for Le JADE Club members)
Occupancy date: Slated to start late December 2018



Le JADE Nakano
(Metropolitan area)

Location: Nakano-ku, Tokyo
Access: 13 mins. walk from Nakano Station on JR Chuo/Sobu Lines
13 mins. walk from Nakano Station on Tokyo Metro Tozai Line
12 mins. walk from Higashi Nakano Station on JR Chuo/Sobu Lines
11 mins. walk from Higashi Nakano Station on Toei Oedo Line
No. of residences: 25 (including five units for Le JADE Club members)
Occupancy date: Slated to start late December 2018



Le JADE Bio Funabashi Kitanarashino (renovation project)
(Metropolitan area)

Location: Funabashi-shi, Chiba
Access: 9 mins. walk from Kitanarashino Station on Toyo Rapid Railway Line
7 mins. walk from Narashino Station on Shin Keisei Dentetsu Line
No. of residences: 50 (plus one management office)
Occupancy date: Slated to start late December 2018



Feel Garden Minamisenri
(Kinki region)

Sold out

Location: Suita-shi, Osaka
Access: 11 mins. walk from Senriyama Station on Hankyu Senri Line
No. of residences: 214 (plus management office, meeting room, etc.)
Occupancy date: March 24, 2018



Le JADE Minamimorimachi
(Kinki region)

Sold out

Location: Kita-ku, Osaka-shi
Access: 6 mins. walk from Minamimorimachi Station on Tanimachi Subway Line/Sakaisuji Subway Line
5 mins. walk from Osaka Tenmangu Station on JR Tozai Line
No. of residences: 29
Occupancy date: June 26, 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 Setsu-Motoyama Station on JR Kobe Line
No. of residences: 18 (plus management office and a shop)
Occupancy date: Slated to start late November 2018

Contracts sold out



Le JADE Nagaokakyo
(Kinki region)

Location: Nagaokakyo-shi, Kyoto
Access: 4 mins. walk from Nagaokakyo Station on JR Tokaido Main Line
9 mins. walk from Nagaoka Tenjin Station on Hankyu Kyoto Line
No. of residences: 35
Occupancy date: Slated to start late December 2018

Condominium Sales Business “Le JADE Series” Fiscal 2019

Fiscal 2019



Grand Le JADE Shonan Enoshima R134
(Metropolitan area)

Location: Fujisawa-shi, Kanagawa
Access: 9 mins. walk from Katase Enoshima Station on Odakyu Enoshima Line
9 mins. walk from Shonan Kaigan Koen Station on Enoshima Dentetsu Line
No. of residences: 24 (including 2 lots not for sale)
Occupancy date: Slated to start late March 2019



Grand Le JADE Sanbancho
(Metropolitan area)

Location: Chiyoda-ku, Tokyo
Access: 9 mins. walk from Ichigaya Station on Tokyo Metro Yurakucho/Nanboku Lines and Toei Shinjuku Line
12 mins. walk from Ichigaya Station on JR Chuo/ Sobu Lines
9 mins. walk from Hanzomon Station on Tokyo Metro Hanzomon Line
No. of residences: 19
Occupancy date: Slated to start late September 2019



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 units not for sale)
Occupancy date: Slated to start mid-February 2019



Le JADE Takatsuki Kosobe
(Kinki region)

Location: Takatsuki-shi, Osaka
Access: 15 mins. walk from Takatsuki Station on JR Kyoto Line
14 mins. walk from Takatsuki-shi Station on Hankyu Kyoto Line
No. of residences: 181 (plus one management office, one grand kitchen [conference room], one owners' library, one indoor park, and one guest room)
Occupancy date: Slated to start late September 2019



Grand Le JADE Takatsuki Tenjin
(Kinki region)

Location: Takatsuki-shi, Osaka
Access: 7 mins. walk from Takatsuki Station on JR Kyoto Line
17 mins. walk from Takatsuki-shi Station on Hankyu Kyoto Line
No. of residences: 28 (plus management office)
Occupancy date: Slated to start late June 2019



Le JADE Shinkanaoka Park Fields
(Kinki region)

Location: Sakai-shi, Osaka
Access: 4 min. walk from Shinkanaoka Station on the Osaka Metro Midosuji Line
No. of residences: 204 (plus one management office, one guest room, one party room and library/conference room)
Occupancy date: Slated to start late October 2019



Le JADE Sumakaihain Koen
(Kinki region)

Location: Kobe-shi, Hyogo
Access: 3 min. walk from Sumakaihain Koen Station on the JR Kobe Line
No. of residences: 30 (plus management office)
Occupancy date: Slated to start late September 2019

- Fujisawa-shi Tsujido Higashi Kaigan Project (Metropolitan area)
- Setagaya-ku Todoroki 7-chome Project (Metropolitan area)
- Suginami-ku Shimotakaido (A) Project (metropolitan area)

- Kamakura-shi Zaimokuza Project (Metropolitan area)
- Hino-shi Tamadaira Project (Metropolitan area)
- Nakano-ku Nakano (detached home) Project (metropolitan area)

- Otsu-shi Hama-Otsu 3-chome Project (Kinki region)
- Ibaraki-shi Sawaraginishi Project (Kinki region)
- Otsu-shi Uchidehama II Project (Kinki region)
- Nishinomiya-shi Yasui-cho Project (Kinki region)

Fiscal 2020



Le JADE Kuzuha Condominium Redevelopment Project
(Kinki region)

Location: Hirakata-shi, Osaka
Access: 16 min. walk from Kuzuha Station on the Kaihan Main Line
No. of residences: 78 (including 31 residences not for sale)
Occupancy date: Slated to start late February 2020

- Minato-ku Shirogane Project (metropolitan area)
- Shinjuku-ku Daikyocho Project (metropolitan area)
- Setagaya-ku Matsubara Project (Metropolitan area)
- Yokohama-shi Aoba-ku Utsukushigaoka 5-chome Project (Metropolitan area)
- Yokohama-shi Kohoku-ku Okurayama Project (metropolitan area)
- Nishinomiya-shi Kotoen Project (Kinki region)
- Nishinomiya-shi Hinokuchi Project (Kinki region)
- Takatsuki-shi Miyanochi Project (Kinki region)
- Higashi-Sumiyoshi-ku Kumata Project (Kinki region)
- Ikeda-shi Masumicho Project (Kinki region)

Hotel Development 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

Sold



Sapporo-shi, Hokkaido
Opened in July 2017
 144 rooms

Sold



Oyamamachi, Kanazawa-shi
Opened in December 2017
 47 rooms

Sold



Minamisenba III,
 Chuo-ku, Osaka-shi
Opened in January 2018
 100 rooms

Sold



Hayabusacho, Chiyoda-ku
Opened in April 2018
 102 rooms

Contracted



Horikawa Shinmachi,
 Kanazawa-shi
Opened in April 2018
 121 rooms

Sold



Awajicho I, Chuo-ku,
 Osaka
Opened in May 2018
 168 rooms

Contracted



Awajicho II, Chuo-ku,
 Osaka
Opened in June 2018
 168 rooms

Contracted



Kitakyuhojimachi,
 Osaka
Opened in June 2018
 182 rooms

Contracted



Tsurunocho, Kita-ku,
 Osaka-shi
 Slated for November
 2018
 134 rooms

Contracted



Nagahoribashi Station
 Slated for December
 2018
 96 rooms



Awajicho III, Chuo-ku,
 Osaka
 Slated for Feb. 2019
 184 rooms



Minamisenba I, Chuo-ku,
 Osaka-shi
 Slated for May 2019
 256 rooms

● Nakasu 5-chome Project, Hakata-ku
 Timing of commencement to be
 determined

● Numbers of hotel projects

	Tokyo metropolitan area	Kinki Region	Other	Total
Sold	2	2	3	7
Sales contract signed	1	4		5
Other		3	1	4
Total	3	9	4	16

Retail development business, logistics business, land planning business



Mitani, Nishi-ku, Kobe-shi



(Provisional name) tonarie Yamato-Takada (Yamato-Takada-shi, Nara) (Artist's impression of the building exterior) above and above right



Former Oak Town Yamato-Takada photo below



(Provisional name) tonarie Toga-Mikita (Sakai-shi, Osaka) (Artist's impression of the building exterior)



Soyoca Fujimino (Fujimino-shi, Saitama)



Pare Marche Nishiharu (Kitanagoya-shi, Aichi)



Shiroi-shi, Chiba



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



Hyogo Tojo Interpark (Kato-shi, Hyogo) (Artist's impression of the building exterior) above



Koga-shi Genboen land planning project (Koga-shi, Fukuoka)

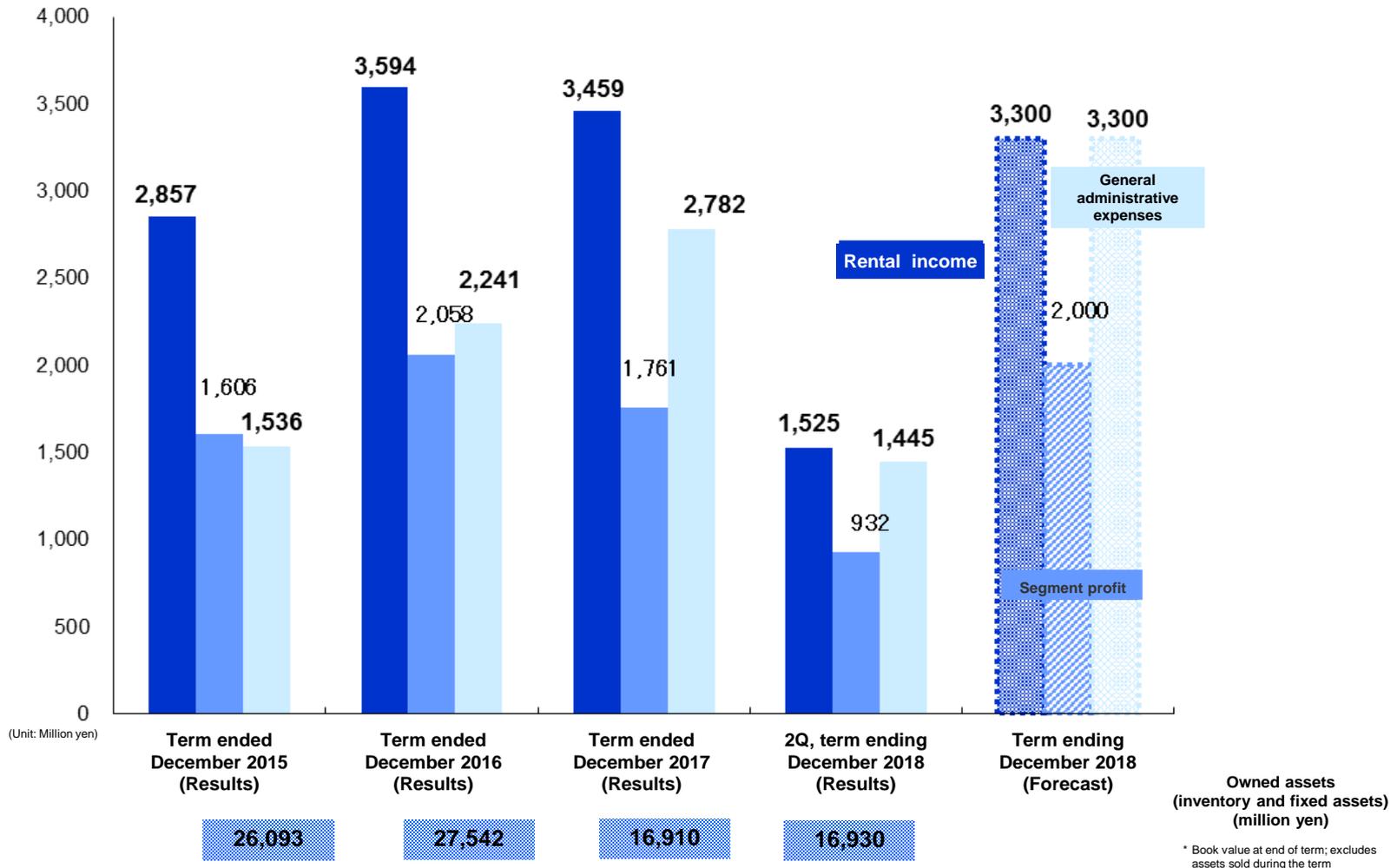


Left: aerial photo
Right: Current site plan, conditions of neighboring land

Term Ending December 2018 – Real Estate Leasing Business

Due to a turnover in assets, income is expected to be slightly lower than in the previous year. However, project profit margin has increased steadily from 50.9% last year to 60.6% this year.

We will continue to focus on this business that generates stable revenues.



Strategic Business Expansion of ES-CON JAPAN Group

Our business efforts primarily target the Tokyo metropolitan area and the Kinki area. We will consider branching out into development work in major cities nationwide in the future.

In the sphere of commercial development, we are currently at work developing projects in major cities across Japan and their environs. We are also focusing on NSC development projects with close ties to local communities.

Our hotel development business is active in major cities across Japan.

We also launched efforts in the logistics and land planning businesses and plan to intensify efforts in these areas.

■ Current state of development by area



- Condominiums: approx. 9,805 units As of August 8, 2018
(approx. 7,874 units in Kansai region; approx. 1,931 units in Kanto region)
- Detached houses/housing land development: approx. 700 sections
- Commercial development etc.:
Acquiring and developing properties throughout the country
- Hotel development: acquisition of land for over approx. 2,060 rooms
Developing in Tokyo, Osaka, Hokkaido, Kanazawa, and Fukuoka

We will maintain our focus on the Kansai region, which promises market vitalization thanks to the planned exposition, IR, etc. We will focus on continuing growth in the vast Tokyo metropolitan area.

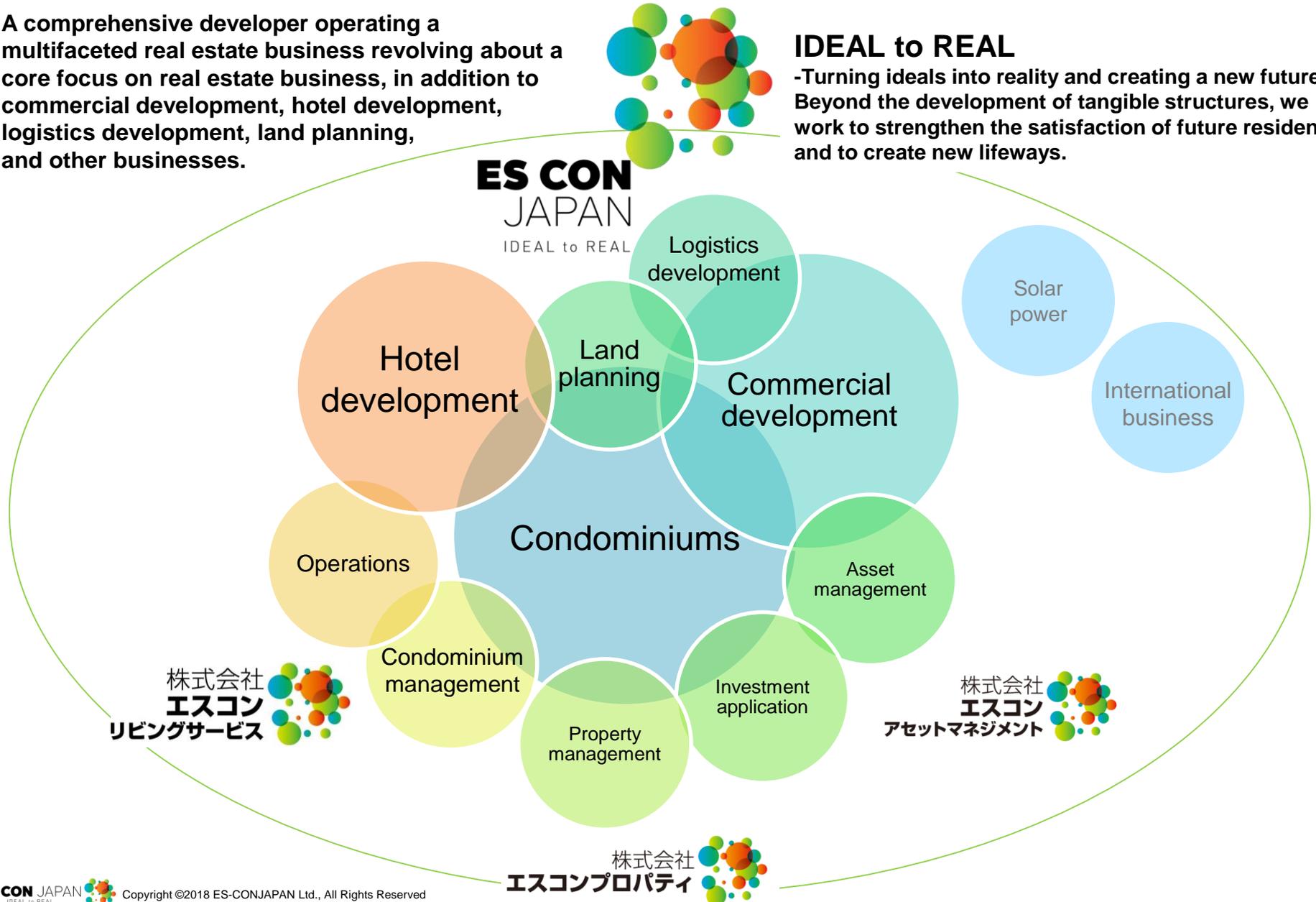
We will seek to identify globalization strategies, including overseas development.

Strategic Business Expansion of ES-CON JAPAN Group

A comprehensive developer operating a multifaceted real estate business revolving about a core focus on real estate business, in addition to commercial development, hotel development, logistics development, land planning, and other businesses.

IDEAL to REAL

-Turning ideals into reality and creating a new future -
Beyond the development of tangible structures, we work to strengthen the satisfaction of future residents and to create new lifeways.



Thank You!

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