

Fact Book 2021

27th term (January 1 – December 31, 2021)

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(Consolidated) Main financial past over 5 years

(Units: million yen)

	23rd term Ended Dec. 2017	24th term Ended Dec. 2018	25th term Ended Dec. 2019	26th term Ended Dec. 2020	27th term Ended Dec. 2021
Fiscal year					
Sales	44,724	54,325	72,106	77,308	79,017
Gross profit	11,559	16,927	19,767	19,679	20,588
Operating income	7,042	11,561	12,912	12,202	10,381
Ordinary income	5,988	10,498	11,810	11,164	9,099
Net income attributable to parent	5,456	7,226	8,155	7,663	5,961
Cash flow from business activities	△ 10,694	△ 7,123	122	119	△ 10,810
Cash flow from investment activities	9,167	223	△ 4,770	△ 9,732	△ 29,721
Cash flow from financial activities	3,979	12,818	10,501	11,007	50,293
Information per share (yen)					
Net income	81.77	105.98	119.17	111.94	67.48
Diluted net income per share	79.81	105.48	118.93	111.37	67.30
Net assets	315.14	400.47	490.08	563.07	657.50
Dividend amount	18	32	36	38	38
End of fiscal year					
Total assets	86,435	109,747	132,696	149,423	252,771
Net assets	21,433	27,359	33,546	38,627	62,628
Cash and deposits	10,667	16,598	22,511	23,870	33,667
Real estate for sale	4,162	15,308	24,234	6,262	7,541
Real estate for sale in process	60,057	65,890	59,619	82,316	123,419
Interest-bearing liabilities	56,544	70,661	85,019	98,506	163,034
Total no. of employees	158	181	234	278	344
Main management indicators					
Operating profit margin ratio (%)	15.7	21.3	17.9	15.8	13.1
ROA *1 (%)	6.8	7.4	6.7	5.4	3.0
ROE *2 (%)	28.1	29.6	26.8	21.2	11.8
ROIC*3 (%)	8.4	10.2	7.5	6.6	3.2
Dividend payout ratio (%)	22.0	30.2	30.2	33.9	56.3
Debt-to-equity ratio (%)	65.4	64.4	64.1	65.9	64.5
Capital adequacy ratio (%)	24.8	24.9	25.3	25.8	24.8
Total return ratio*4 (%)	30.9	30.2	31.0	33.9	56.3

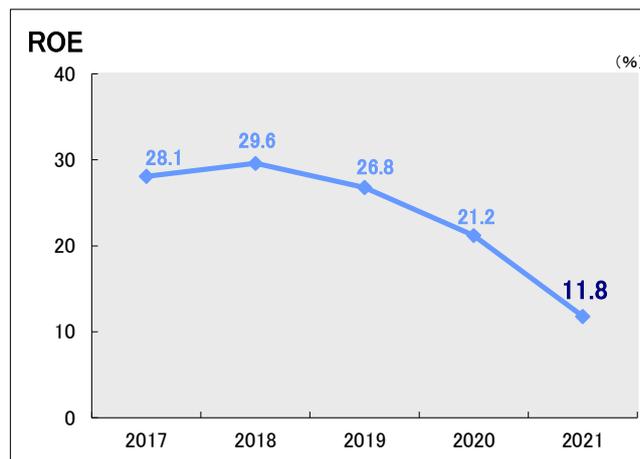
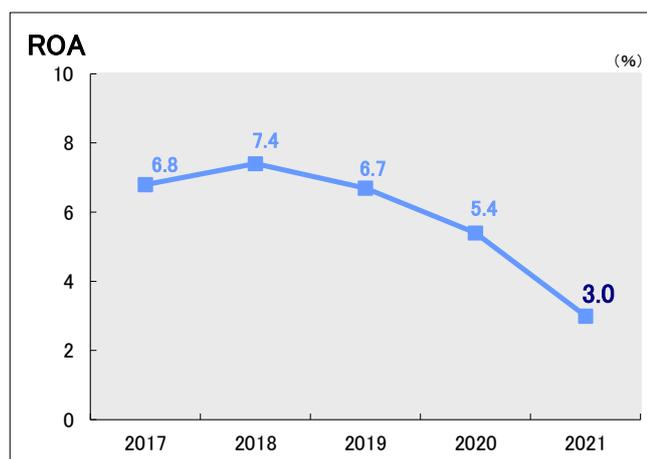
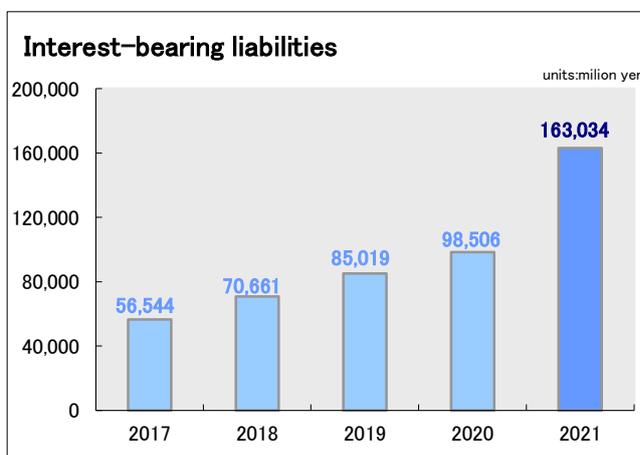
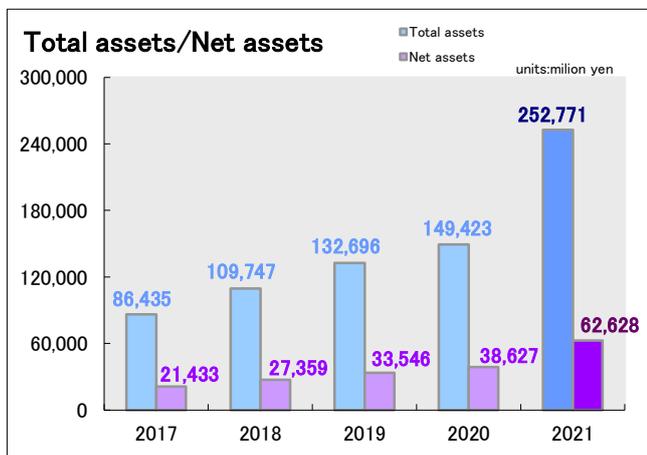
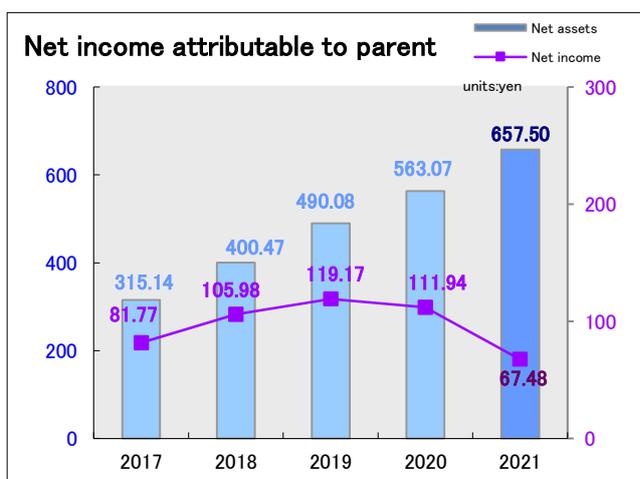
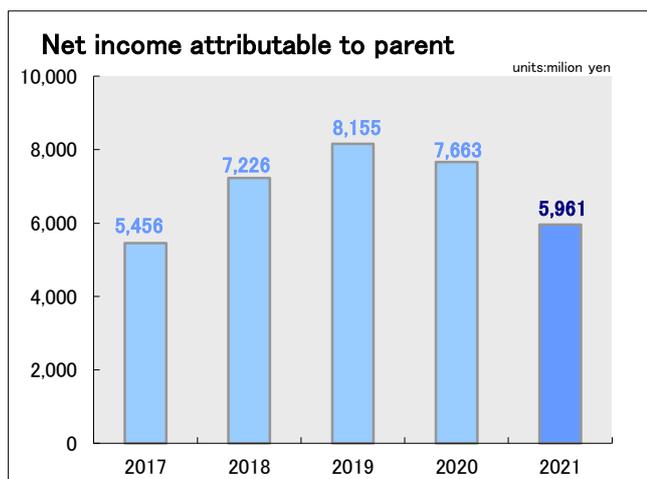
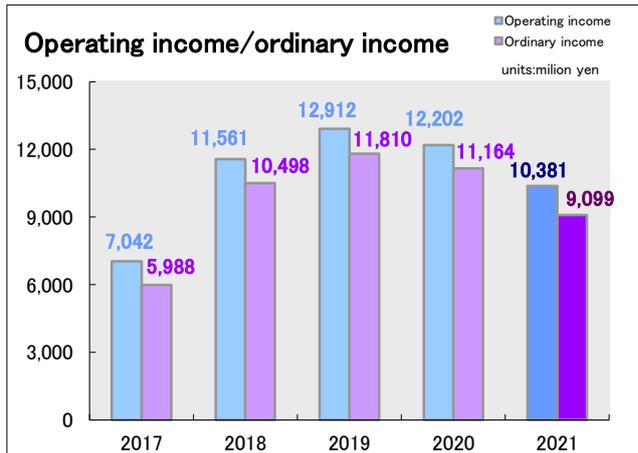
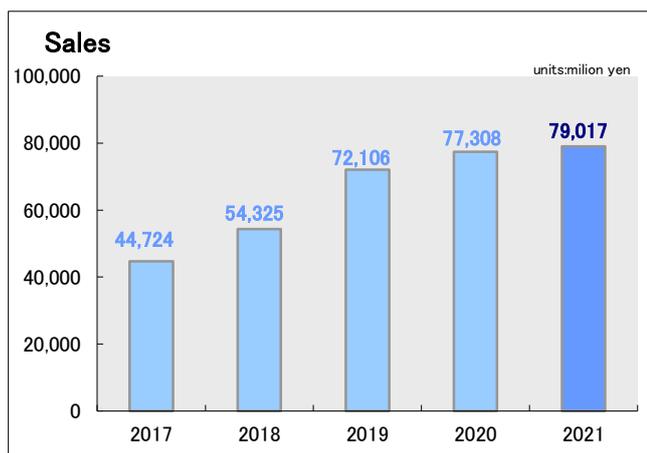
*1 ROA: Return on assets

*2 ROE: Return on equity

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

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

(Consolidated) Main changes to financial data - Changes

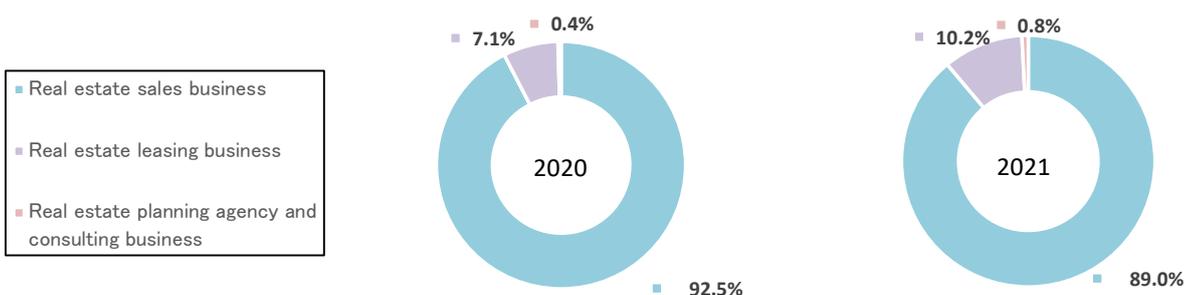


(Consolidated) Segment information

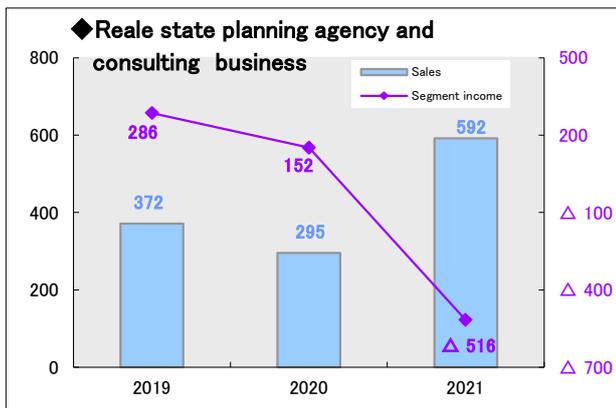
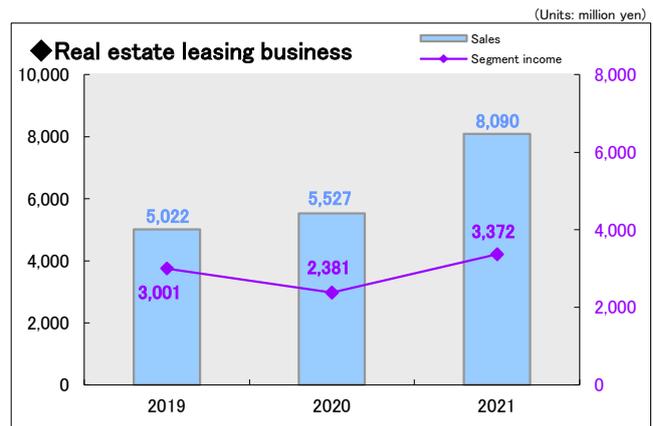
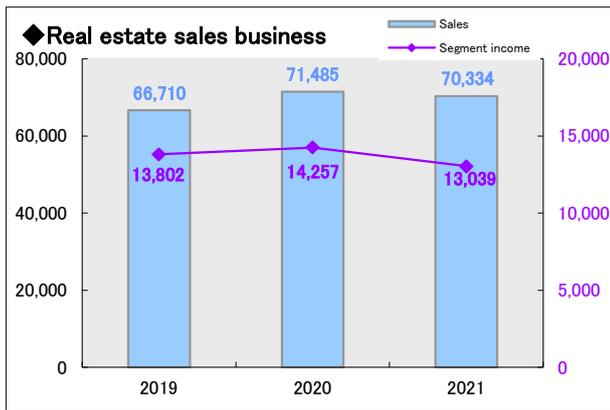
(Units: million yen)

	25rd term Ended Dec. 2019	26th term Ended Dec. 2020	27th term Ended Dec. 2021
Sales			
Real estate sales business	66,710	71,485	70,334
Real estate leasing business	5,022	5,527	8,090
Real estate planning agency and consulting business	372	295	592
Total	72,106	77,308	79,017
Segment margin			
Real estate sales business	13,802	14,257	13,039
Real estate leasing business	3,001	2,381	3,372
Real estate planning agency and consulting business	286	152	△ 516
Total	17,091	16,791	15,895

Sales distribution ratio by segment



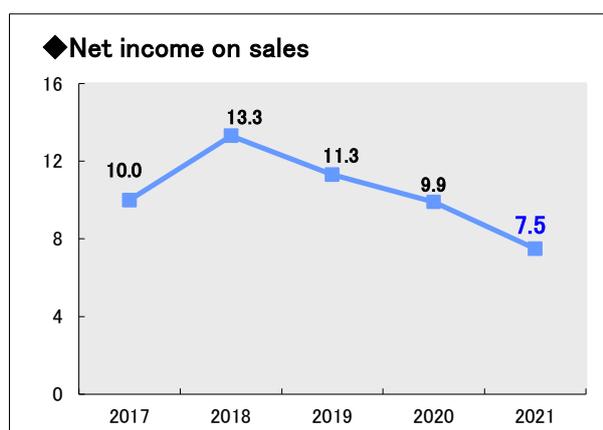
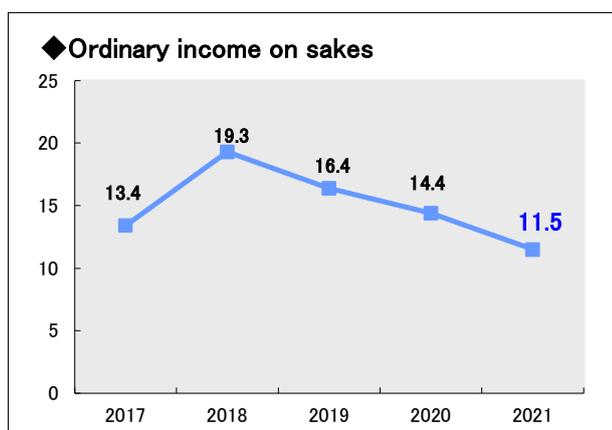
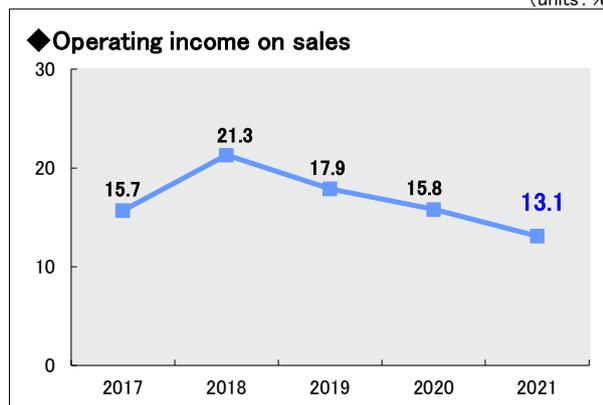
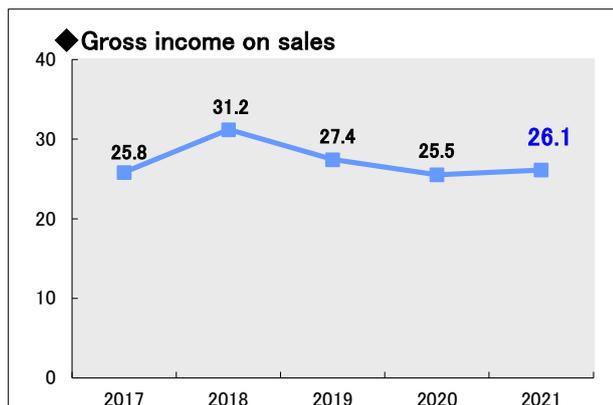
(Consolidated) Changes by segment



(Consolidated) Changes to main management indicators

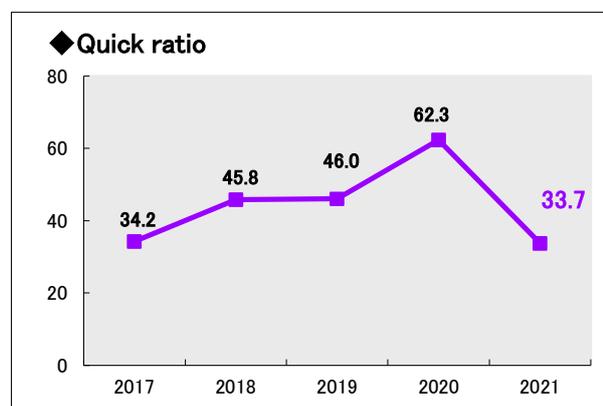
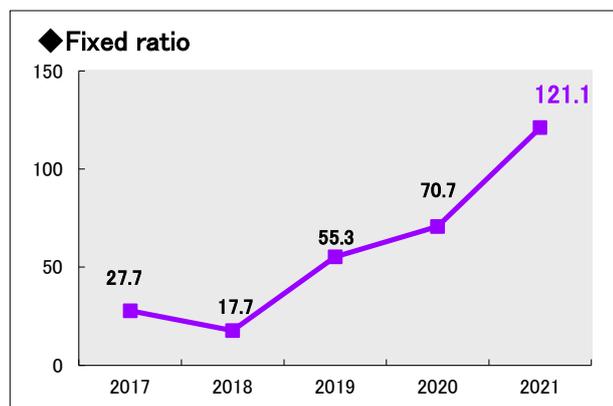
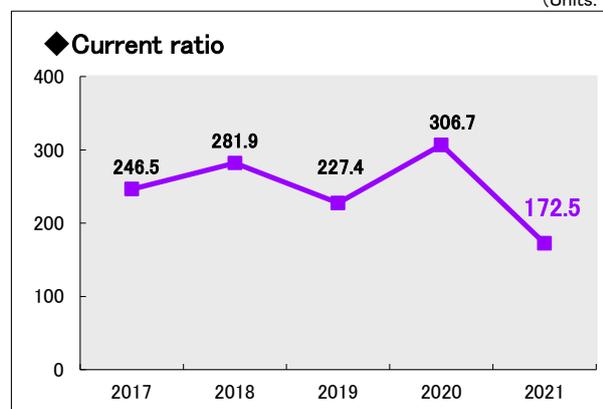
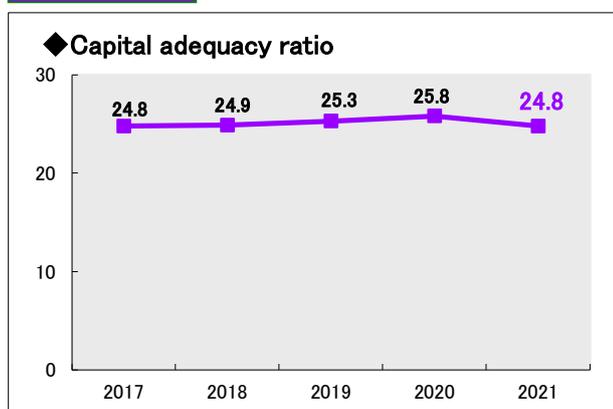
Profitability

(units: %)



Security

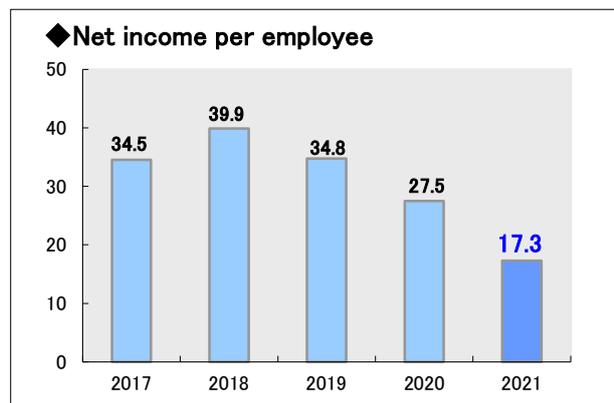
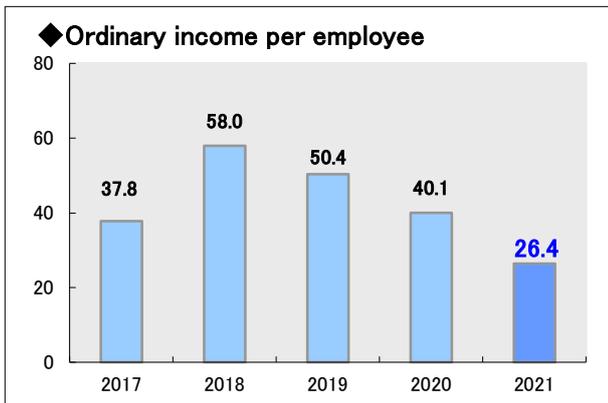
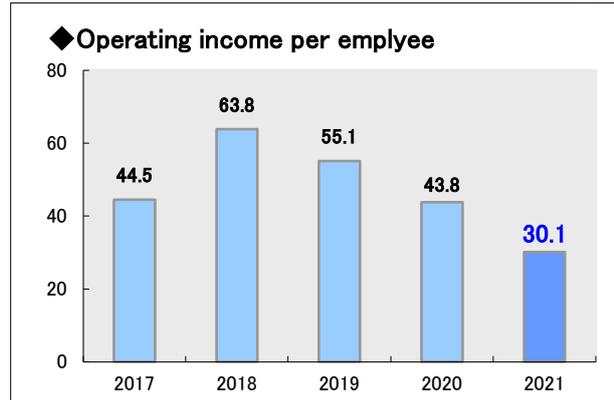
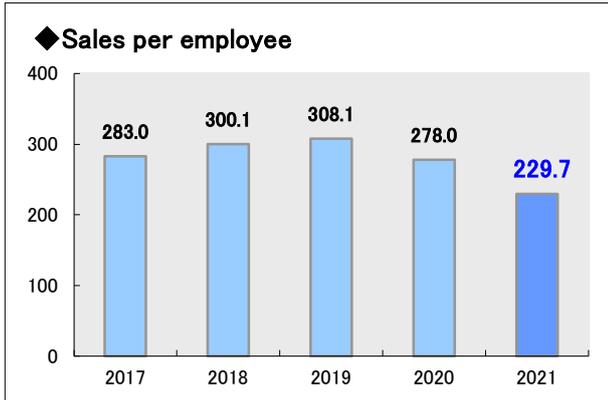
(Units: %)



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

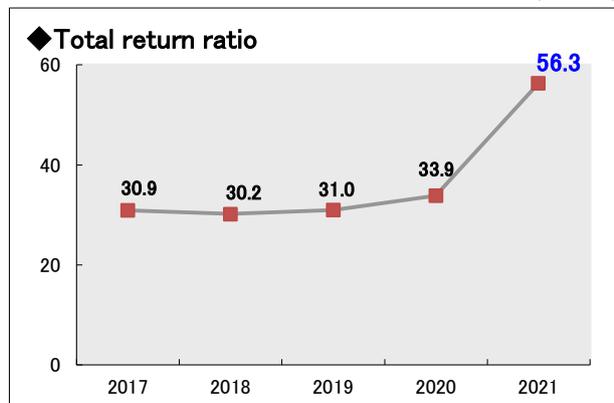
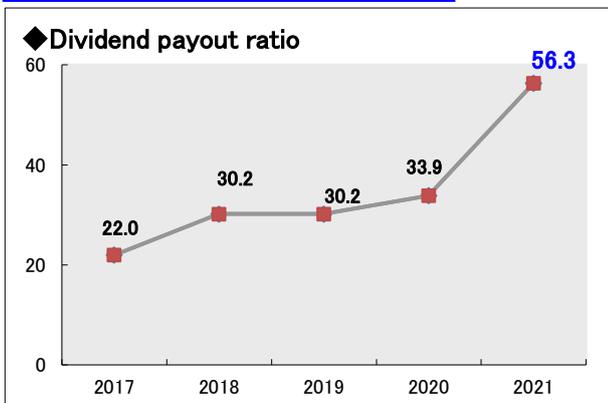
Productivity

(Units: million yen)



Dividend payout ratio/Total return

(Units: %)



Stock conditions

Share information (as of December 31, 2021)

Total no. of shares	99,000,000shares
Total no. of shares issued	98,580,887shares
Total number of shareholder	16,603

※As a result of a partial amendment to the Articles of Incorporation pursuant to the resolution of the 26th Regular General Meeting of Shareholders held on March 26, 2021, the total number of shares authorized for issuance was changed from 72,000,000 shares to 99,000,000 shares on March 26, 2021.

Major shareholders (as of December 31, 2021)

Name/title	No. of shares owned (shares)	Shareholding ratio (%)
CHUBU Electric Power Co., Inc.	49,599,000	50.3
Nissei Build Kogyo Co., Ltd.	6,500,000	6.7
The Master Trust Bank of Japan, Ltd. (account in trust)	4,274,800	4.4
Tenma Seiryu Co., Ltd.	3,610,000	3.7
Koryu Oh	2,100,000	2.2
Custody Bank of Japan, Ltd. (trust account)	1,981,000	2.1
Takatoshi Ito	1,280,000	1.3
Keiko Akashi	531,000	0.5
NS Corporation Co., Ltd.	500,300	0.5
Ark Real Estate Co., Ltd.	449,000	0.5

* ES-CON Japan, Ltd., retains 2,020,200 shares of its own stock but is not among the major shareholders listed above.

* Shareholding ratio is calculated without including treasury stock (2,020,200 shares) and is rounded to the first decimal place.

* Treasury stock does not include the 1,076,700 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	Nov. 2014 Exercise of stock option by executives (addition of 569,000 shares) Acquisition of treasury stock (1,405,400 shares)
21st term - 2015	6,029	70,511,887	2,552,400	Oct. 2015 Exercise of stock option by executives (addition of 194,000 shares) Acquisition of treasury stock (1,138,900 shares)
22nd term - 2016	6,034	70,594,887	2,794,100	Feb. 2016 Exercise of stock option by executives (addition of 83,000 shares) Acquisition of treasury stock (241,700 shares)
23rd term - 2017	6,224	71,203,387	2,416,900	Mar. 2017 Jan.-Dec. 2017 Exercise of stock option by executives (addition of 2,408,500 shares) Retirement of treasury stock (decrease of 1,800,000 shares) Acquisition of treasury stock (1,422,800 shares)
24th term - 2018	6,259	71,649,387	2,613,400	Jan. 2018 Exercise of stock option by executives (addition of 446,000 shares) Acquisition of treasury stock (196,500 shares)
25th term - 2019	6,275	71,841,887	2,674,400	Aug. 2019 Exercise of stock option by executives (addition of 192,500 shares) Acquisition of treasury stock (61,000 shares)
26th term - 2020	6,284	71,961,887	2,344,400	May. 2020 Exercise of stock option by executives (addition of 120,000 shares) Disposal of Treasury Shares Through Third-Party Allotment
27th term - 2021	16,519	98,580,887	2,020,200	Apr. 2021 Total number of issued shares increased by 26,619,000 shares due to the issuance of shares offered through third-party allotment

Company overview (as of December 31, 2021)

Established	April 18th, 1995
Capital stock	16,519 million yen (as of end of 2021)
Sales	79,017 million yen (consolidated; fiscal year ended December 2021)
No. of employees	344(consolidated),221 (parent only)
Locations	<p><Tokyo Head Office> 20F The Okura Prestige Tower, 2-10-4 Toranomon, Minato-ku,Tokyo 105-0001</p> <p><Osaka Head Office> 13th Floor, Meiji Yasuda Seimei Osaka Midosuji Building, 4-1-1 Fushimimachi, Chuo-ku, Osaka-shi, Osaka 541-0044</p> <p><Nagoya Branch> 5th Floor, Hirokoji Sakae Building, 2-4-1 Sakae, Naka-ku, Nagoya-shi, Aichi 460-0008</p> <p><Kyushu Branch> 9th floor, Yasuda No. 7 Building, 13-15 Kamikawabata-machi, Hakata-ku, Fukuoka-shi, Fukuoka 812-0026</p> <p><Hokkaido Branch> 13F Nissay Sapporo Building, 4-1-1 Kita 3-jo Nishi, Chuo-ku, Sapporo-shi, Hokkaido, 060-0003 Japan</p>
Main business activities	Real estate sales business, real estate leasing business, real estate planning agency and consulting business

Affiliated companies(as of December 31, 2021)

Company name	Capital stock (million yen)	Main business activities	Ratio of voting rights owned (%)
(Consolidated subsidiary) ES-CON Property Co., Ltd.	20	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
Picasso Co., Ltd.,	90	Real estate leasing business	100.0
Ryomon Co., Ltd	100	Real estate planning agency and consulting business	51.0
ESCON JAPAN (THAILAND) CO.,LTD.	THB 1,000	Real estate sales business	49.0 [26.0]
(Equity-method affiliates) ORIGIN KNIGHTSBRIDGE THEPHARAK CO.,LTD.	THB 265,000	Real estate sales business	49.0 (49.0)
TSUNAGU Community Farm LLC	490	Real estate planning agency and consulting business	48.0
Chubu Electric Power Co., Inc.	430,777	Renewable energy business	—

* 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)

