

Star Mica (3230) FY Nov 2018 1st Quarter (1Q) Annual Financial Result (Summary)

Getting off to a good start in 1st quarter to achieve best ever sales and profit in FY 2018

★PL

(Unit : million)

	FY2016	FY2017	FY2017 1Q	FY2018 1Q	FY2018 (Forecast)
Sales	20,973	23,075	5,934	10,146	26,059
Gross Profit	5,519	6,159	1,797	2,394	6,501
Operating Income	3,258	3,575	1,284	1,746	3,669
Recurring profit	2,581	2,982	1,118	1,589	3,112
Net income	1,678	2,068	788	1,083	2,144
Dividend per share ※	23.0	29.0	-	-	31.0

- ✓ Observing high interest in pre-owned condominiums from real demand, with the price rise of new condominiums.
- ✓ Accelerating condominium sales activities to meet increasing demand. Recurring profit expanded to 1.4 times (YoY*)

(YoY*) = year-on-year, = over the same period of the previous year, = 2017 1st quarter vs. 2018 1st quarter

(※) Past figures reflect following stock splits. Stock split: 2 for 1 on Oct. 1, 2017.

★Composition of Gross profit

	FY2016	FY2017	FY2017 1Q	FY2018 1Q	FY2018 (Forecast)
Pre-owned Condos	3,857	4,158	1,015	1,168	4,617
Rent	1,797	1,874	445	500	2,234
Sales	2,204	2,332	577	669	2,443
MTM Loss	-143	-48	-8	-1	-60
Investment business	1,334	1,711	692	1,151	1,575
MTM Loss	-0	-	-	-	-
Advisory business	328	290	90	74	309
Gross Profit	5,519	6,159	1,797	2,394	6,501

- ✓ Pre-owned condominium business realized higher sales and profit (YoY), from customized sales and marketing strategy.
- ✓ Investment business contributed to gross profit from sales of properties as part of portfolio adjustment.

★BS

	FY2016	FY2017	FY2018 1Q
Cash and deposits	3,260	2,265	2,201
Inventories	39,221	44,808	47,242
Tangible fixed asset	8,004	6,366	2,722
Total assets	51,651	54,683	53,404
Short-term liabilities	4,941	5,196	5,358
Long-term liabilities	32,804	33,976	31,747
Shareholder's equity	13,846	15,450	16,237
Capital to asset ratio	26.8%	28.3%	30.4%

- ✓ We are expanding sales areas, hiring quality staff and strengthening acquisitions.

★Recent updates

Feb. 2018	Opened Nagoya Office.
Jan. 2018	Initiated "Rent Clip".
Jan. 2018	Started business partnership with WhatzMoney Inc. to provide support service for mortgage loan.
Jan. 2018	Released 5-year business development plan, "Challenge 2022".
Dec. 2017	Initiated "Anshin Lease Back".

• This presentation is summary of full contents, please refer to Financial Results for full information that were disclosed at the same time.

• This presentation contains forward-looking statements, including forecasts of business performance and operation plans and targets. These statements are based on information available to the company's management when this material was prepared and on current assumptions for uncertain factors affecting future earnings. Actual results may differ from the information presented in this report