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# Financial results Presentation

## For 6-month Period Ended September 30, 2022



“SANCTUARY COURT NIKKO JAPANESE MODERN RESORT” (Started Membership Sales on October 20, 2022 )

\*The pictures above are conceptual drawings and for illustrative purposes only.

**Resorttrust, Inc. (Securities code 4681)**

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RESORTTRUST GROUP

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## ① Membership sales: Record contract volume in the six-month period.

**Contract Values of Membership 2Q FY2022 :**

**(Hotel) 40.5 billion yen, (Medical) 3.4 billion yen**

• The contract volume of 32.0 billion for the new product “SANCTUARY COURT BIWAKO”, which was launched for membership sales on March 23, led the overall performance. The contract value was 7% higher than the previous record of 37.9 billion yen, a figure reached in the previous fiscal year led by the launch of membership sales of SANCTUARY COURT TAKAYAMA.

( Overall membership contract value, including medical and golf memberships, reached a record high of 44.3 billion yen. )

• Medical memberships also recorded strong sales of 3.4 billion yen, the second highest, following the record high in the same period of the previous year.

## ② Hotel and Restaurant Operations and Medical Operations remained strong, net sales of each operation reached a record high for the six-month period under review

• Occupancy rates of membership hotel operations exceeded the pre-COVID levels, offsetting the negative effect of the transfer of Hotel Trusty facilities, and reached a record high net sales for the 2Q.

Operating income for Hotel and Restaurant Operations, which had recorded loss of approximately 3.0 billion yen in 2Q FY2020 due to the impact of the spread of COVID-19, increased by approximately 3.0 billion yen for the second consecutive period. (Return to profit in 2Q FY2021, a profit of 3,075 million yen for 2Q FY2022)

• Medical Operations reached a record net sales for the six-month period under review, and also a record high level of segment income.

(Operating income for 2Q FY2022 was 3,037 million yen, compared to the record 3,040 million yen for 2Q FY2019)

## ③ Upward revision of full-year consolidated earnings forecast

**(Operating income 9.2 billion yen ⇒ 11.5 billion yen)**

**Dividend forecast for full year revised upwards.**

**(annual dividend 40 yen ⇒ 45 yen).**

• In Membership Operations, in addition to the upswing in the first half of the year, effects associated with SANCTUARY COURT NIKKO, which was launched for membership sales on October 20, are expected in the second half, leading to the upward revision of full-year contract value

In Hotel and Restaurant Operations and Medical Operations, some unused expenses in the first half are factored in as an increase in expenses in the second half.

• The year-end dividend forecast was increased by 5 yen from 20 yen to 25 yen, and the full-year forecast was revised upwards to 45 yen, including the interim dividend of 20 yen.

# Financial Highlights 2Q FY2022

(April to September) RESORTTRUST GROUP

(Million yen)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	YoY Difference	Change FY2019 (vs. Pre-Covid)	2022/9 initial targets	vs. initial plan
<b>Net Sales</b>	84,197	86,276	76,430	<b>84,016</b>	+9.9%	(0.2%)	81,000	+3.7%
<b>Operating Income</b>	8,501	9,980	5,132	<b>7,161</b>	+39.5%	(15.8%)	4,700	+52.4%
<b>Ordinary Income</b>	8,750	11,159	6,810	<b>7,442</b>	+9.3%	(15.0%)	4,400	+69.1%
<b>Net Income</b>	5,499	5,696	5,408	<b>12,144</b>	+124.5%	+120.8%	8,000	+51.8%
<b>Evaluated net sales</b>	89,626	66,198	87,052	<b>100,514</b>	+15.5%	+12.1%	93,900	+7.0%
<b>Evaluated Operating Income</b>	10,324	(704)	10,013	<b>11,824</b>	+18.1%	+14.5%	9,100	+29.9%

## < Evaluated net sales, Evaluated Operating Income >

Evaluated net sales increased by 15% and evaluated operating income increased by 18% from FY2021 as strong sales of SANCTUARY COURT BIWAKO, which began in March 2022, led to a record contract value in membership sales, driving performance, and Hotel and Restaurant Operations improved significantly. Compared to FY2019, pre-COVID times, results continued to remain very strong with a 12% increase in sales and a 14% increase in income.

## < Net sales, Operating Income >

As SANCTUARY COURT BIWAKO, whose membership sales accounted for approximately 80% of total membership sales for the current fiscal year, is an unopened property, accounting figures for real estate sales and income are not recorded until the time of the hotel's opening, and are realized in the period of opening. Accordingly, the recorded amount of net sales and operating income for the current fiscal year was limited on an evaluation base; however, each operation contributed to income, and overall net sales and operating income exceeded the plan and the previous year.

## < Net Income >

The already announced gain on sales of non-current assets of 9.0 billion yen from the transfer of seven Hotel Trusty facilities was recorded under extraordinary income for the current fiscal year.

\*Income attributable to owners of parent is labelled as "Net income" in this document.

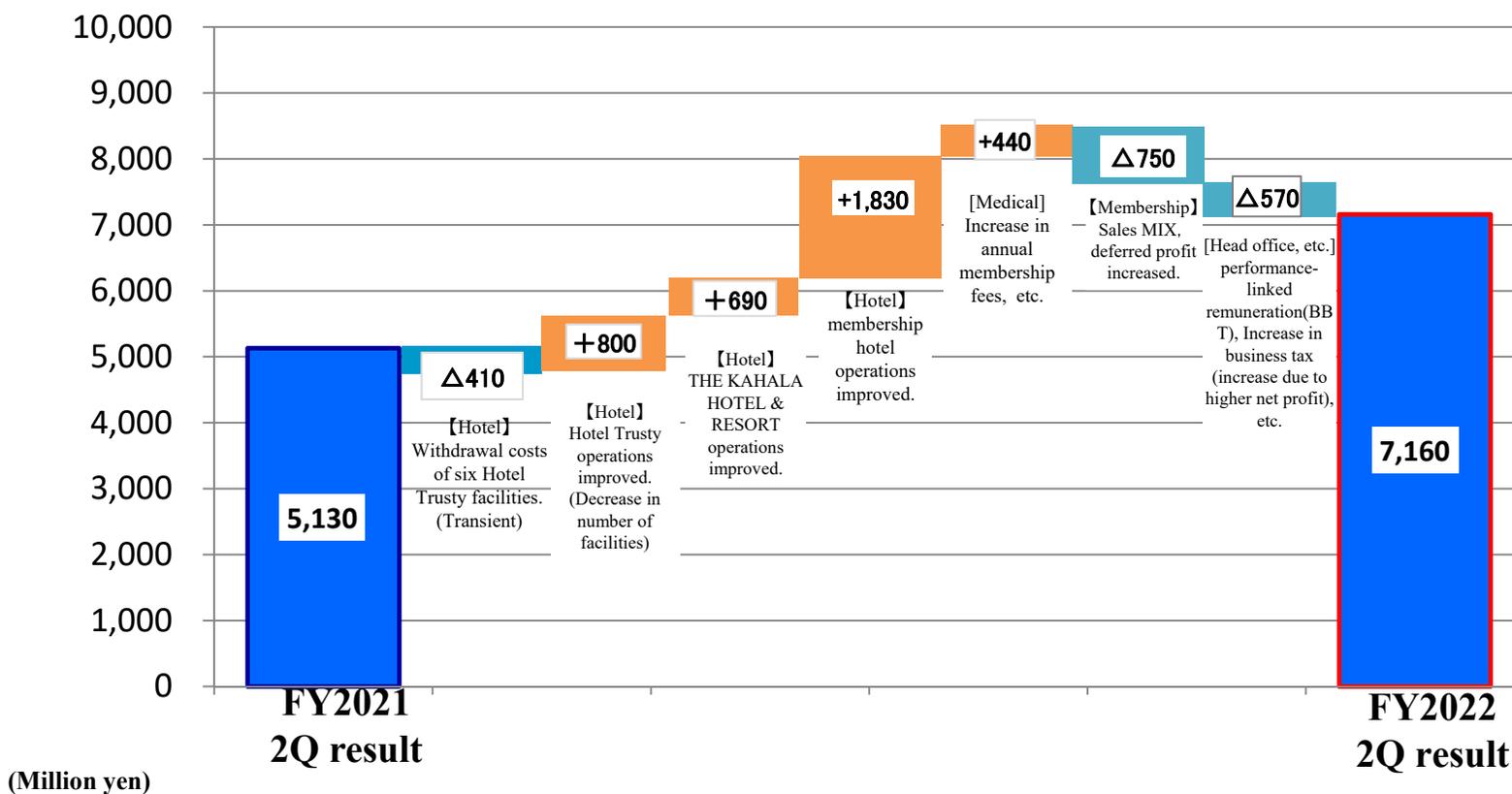
## [Evaluated Net Sales/Operating Income] \*Please refer to p.44 for the method for evaluation calculation.

Figures calculated on a sales evaluation basis after deducting accounting factors specific to the spread of COVID-19 infections as well as the effects of deferral of revenue from real estate sales and realization of the deferred revenue upon opening the facilities. Adoption of new accounting standard is not a temporary factor; however, evaluation was conducted using the same standard as in the past to compare with figures in the previous years. Indicators of real performance of sales activities for the current fiscal year.

# Actual results for 2Q FY2022 : Operating Income (compared with the same period of the previous FY)

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**In Hotel and Restaurant Operations, although a temporary expense of 0.41 billion yen for the transfer of Hotel Trusty facilities was recorded, profit improved significantly due to a rise in occupancy rate, particularly at membership hotels. In Medical Operations, we also achieved profit growth. Overall, we achieved an improvement of approximately 2.0 billion yen.**



# Segment Sales and Operation Income 2Q FY2022

## 3 main business segments

(April to September)

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### <Accounting Base>

(Million yen)

		2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	YoY Change	Change FY2019	2022/9 initial targets	vs. initial plan
Membership	Sales	22,164	42,036	20,855	17,953	(13.9%)	(19.0%)	15,260	+ 17.6%
	Operating Income	8,147	14,390	6,296	5,542	(12.0%)	(32.0%)	4,070	+ 36.2%
Hotel and Restaurant	Sales	42,167	25,143	34,382	43,748	+27.2%	+3.7%	43,290	+ 1.1%
	Operating Income	1,478	(3,181)	128	3,075	+2286.5%	+108.0%	2,340	+ 31.4%
Medical	Sales	19,532	18,764	20,840	21,939	+ 5.3%	+ 12.3%	22,020	(0.4%)
	Operating Income	3,040	2,515	2,594	3,037	+ 17.1%	(0.1%)	2,600	+ 16.8%

### <Evaluation Base>

Membership	Evaluated net sales	27,593	21,958	30,480	33,910	+11.3%	+22.9%	27,845	+21.8%
	Evaluated Operating Income	9,970	7,248	10,180	9,664	(5.1%)	(3.1%)	8,155	+ 18.5%
Hotel and Restaurant	Evaluated net sales	42,167	25,143	34,382	43,748	+27.2%	+3.7%	43,290	+1.1%
	Evaluated Operating Income	1,478	(6,399)	128	3,485	+ 2604.7%	+ 135.8%	2,740	+ 27.2%
Medical	Evaluated net sales	19,532	18,764	21,836	22,480	+2.9%	+15.1%	22,335	+0.6%
	Evaluated Operating Income	3,040	2,190	3,591	3,578	(0.4%)	+ 17.7%	2,915	+ 22.8%

- \*Membership : Adjusted for deferred sales and income on real estate portion of revenue from sales of unopened properties (added, this period :Biwako).
- \*Hotel and Restaurant : Deducting the temporary expense for the transfer of six Hotel Trusty facilities in FY2022. Including fixed costs that were recorded as an extraordinary losses in accounting at the closure in FY2020.
- \*Medical/Membership : Deducting the negative effect of adoption of new revenue recognition standard from FY2021 (calculated by the previous method)

[\\*Breakdown of consolidated figures including the “Other” and “Head Office” classifications is shown in p.36.](#)

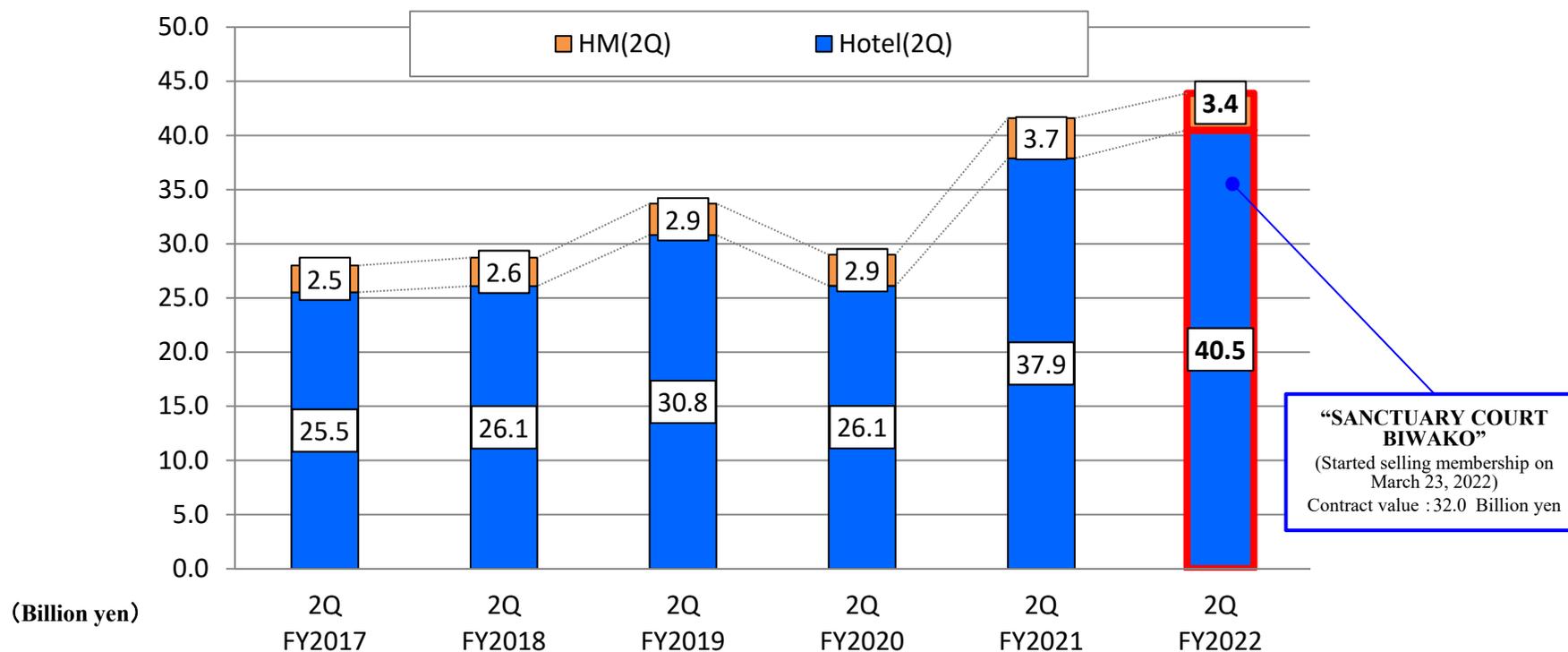
# Progress of contract values for 2Q FY2022 (April to September)

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Contract value of hotel memberships remained very strong mainly for the new product, SANCTUARY COURT BIWAKO, whose membership sales began in March 2022.

Contracts at the end of the previous fiscal year increased, of which the amount received and recorded in the current fiscal year, which was supposed to be received and recorded in the previous fiscal year, increased by approximately 2.0 billion yen compared to the usual fiscal year, hitting a new record high for the first half of the year, including said effect (the highest was 37.9 billion yen in the previous fiscal year).

HIMEDIC membership sales as well remained strong.

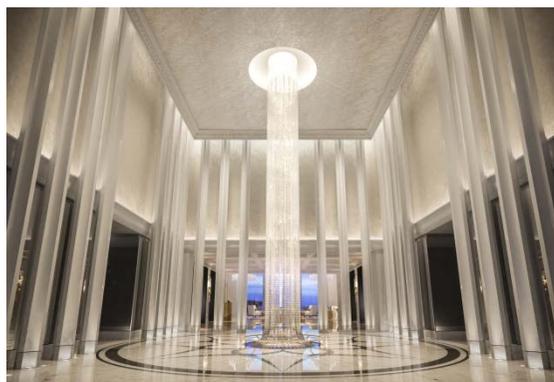


# New brand “SANCTUARY COURT BIWAKO” membership launched

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## ●“SANCTUARY COURT BIWAKO VENETIAN MODERN RESORT” Overview

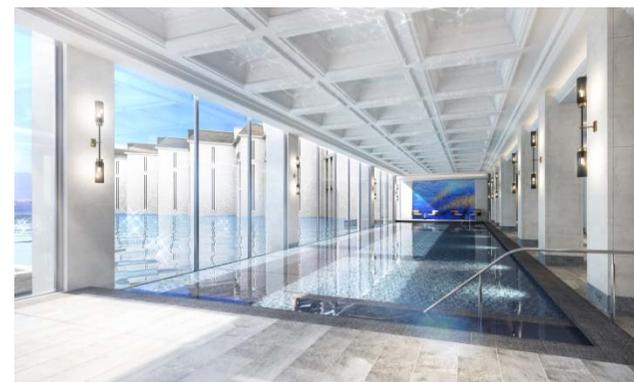
Start of sales	23 March 2022.
Scheduled date of opening	October 2024 (planned)
Total number of rooms	167
Supplemental facilities	Italian restaurant, Chinese restaurant, Japanese restaurant, Lounge&Bar, Ballroom ,Spa (indoor bath, Carbonic acid spring bath, outdoor bath, sauna) ,Treatment Salon, Indoor Pool, training gym, Executive Room, Boutique, Dog run,,etc.
Membership price	¥7.43 million(annual 10 stay nights-type) ~ ¥34.75 million(annual 20 stay nights-type)



Entrance



Room(Royal Suite)



Indoor pool

### ◆SDGs initiatives

• Solar power generation facilities have been installed to reduce CO2 emissions, and approximately 80% of the electricity consumed is expected to be covered by in-house power generation. of the electricity consumed is expected to be covered by in-house power generation.

• Under an agreement with Takashima City, the hotel will be operated in a community-based manner.

• Actively provide local produce, contribute to the local economy, improve customer satisfaction and reduce food mileage.



### ◆ spa and wellness (health) facilities

- Hot spring outdoor baths, steam sauna, carbonic acid baths, etc.
- Full activity programme, including simulated golf.

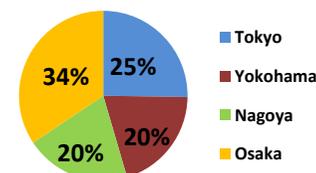
### ◆Rooms that can accommodate accompanying dogs ( 29 rooms)

- The largest of our facilities. number of rooms and a dog run.

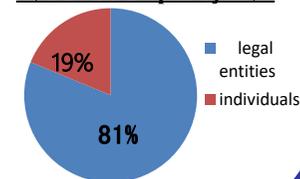
### ◆ Contracts (The end of March)

- Number of Members Final Target : 6,012 members (If all are sold as 10-stay night products)
- Sale of 2,807 units on a contract basis (March 23 to September 30)

#### <Ratio by region (branch)>



#### <Membership subject>



# New brand “SANCTUARY COURT NIKKO” membership launched

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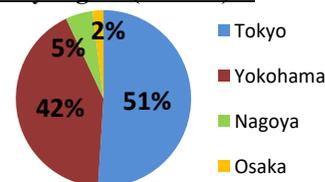
## ●“SANCTUARY COURT NIKKO JAPANESE MODERN RESORT” Overview

Start of sales	20 October, 2022
Scheduled date of opening	February 2026 (planned)
Total number of rooms	162
Supplemental facilities	Japanese restaurant, Chinese restaurant, Lounge&Bar, Spa(indoor bath, outdoor bath, sauna), Treatment Salon, Executive Room, Boutique, Dog run, etc.
Membership price	¥7.44 million(annual 10 stay nights-type) ~ ¥34.76 million(annual 20 stay nights-type)

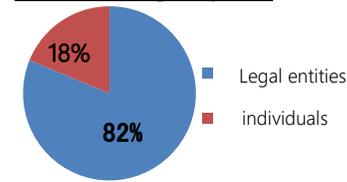
### ◆ Contracts in October (not included in first half results, recorded in 3Q results)

- Number of Members Final Target : 5,832 members (If all are sold as 10-stay night products)
- Sale of 499 units on a contract basis (20 to 31 October.)

#### <Ratio by region (branch)>



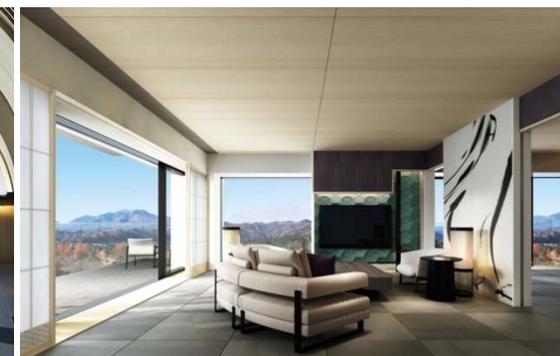
#### <Membership subject>



Lobby



Outdoor hot spring bath



Room(Royal Suite)

### ◆SDGs initiatives

- Solar power generation facilities and electric shuttle buses are planned to be installed. Electric vehicle (EV) charging facilities are installed in parking lots
- A disaster prevention cooperation agreement will be concluded in collaboration with the local community association.
- In order to vitalize and revitalize the region, tourist attractions in the surrounding area will be developed in cooperation with the local community.



### ◆All-room temperature spring view baths

- All rooms are equipped with a hot spring view bath and balcony to provide guests with the feeling of being in an outdoor bath. The amount of hot spring water gushing from the ground within the site is abundant, which is “Bijin-no-yu (hot spring of beauty)” with a PH of 9.1.

### ◆Doggy room (23 rooms)

- The facility has the largest number of doggy rooms among our facilities in eastern Japan, and a dog park is also installed.

### “SANCTUARY COURT” Overview

\*Common to Takayama and Biwako.

#### Membership is valid/Form of rights

- Membership is valid for 50 years from opening of the hotel
- Land: General fixed term land lease right, building: unit ownership (same as before)

#### Number of stay nights granted

- annual 20 stay nights-type: 1 room/available to 18 members
- annual 10 stay nights-type: 1 room/available to 36 members

#### Use of assigned stay nights through exchange

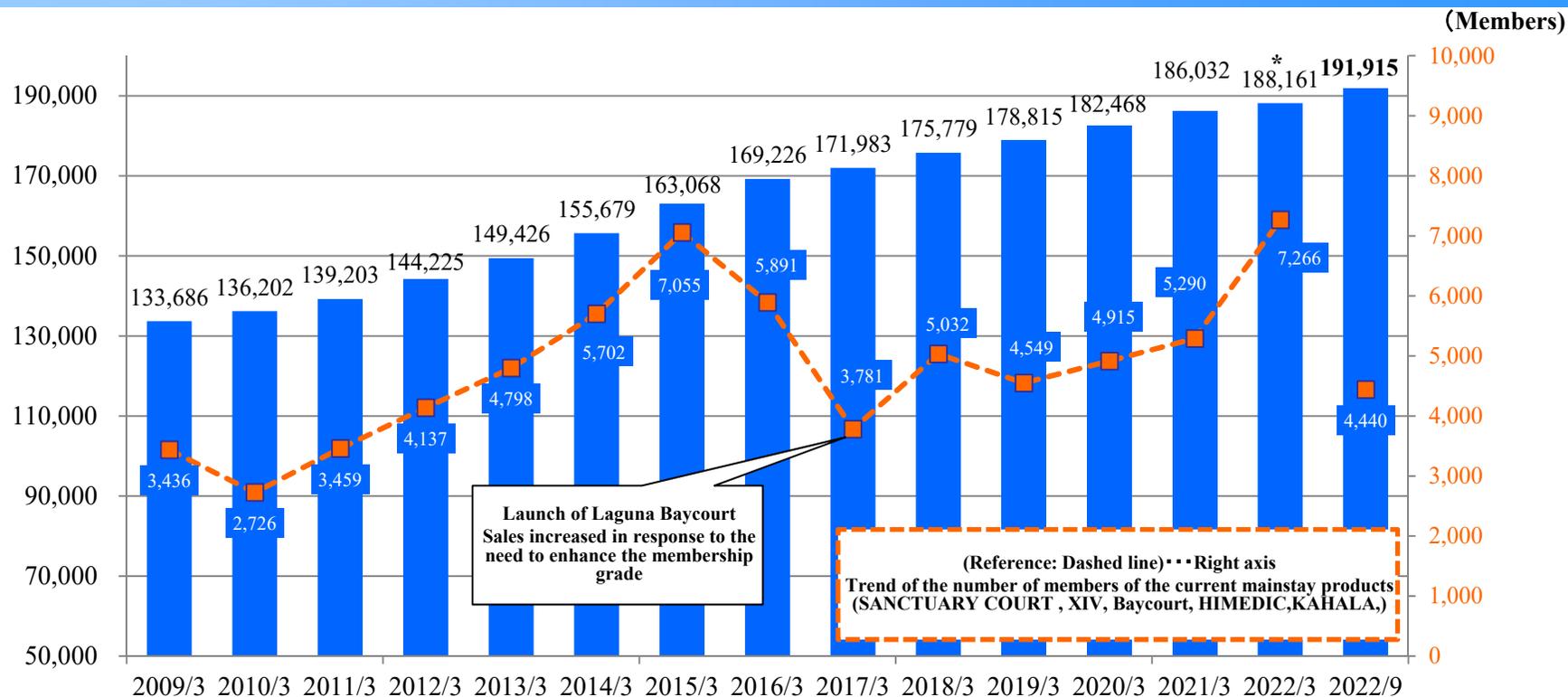
- Exchange of stay nights is available between membership resort hotels XIV and Baycourt Club

#### Unused rights for stay nights when using the floating system (with upper limit)

- Use of a certain number of stay nights through using the floating system without losing rights is possible, only for use of facilities with membership. (annual 20 stay nights-type: 10 nights a month/ annual 10 stay nights-type: 5 nights a month)

# Number of Members

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\*In Sun Members, as the decrease due to the closure of the Excellent Club (3,934 decrease in restaurant membership) was not reflected in the count, and was included in the overall figure in the previous material (disclosed in May 2022). From the 1Q documents, the decrease has been retroactively reflected to the time of the Club's closure (4Q, FY2021).

	(Members)								
	SANCTUARY COURT	Baycourt	XIV	Sun Members	Golf	Medical	Cruiser	KAHALA	Total
2022/3	2,990	23,737	79,346	* 24,479	30,114	26,237	411	847	188,161
<b>2022/9</b>	<b>5,663</b>	<b>23,922</b>	<b>79,771</b>	<b>23,700</b>	<b>30,190</b>	<b>27,246</b>	<b>428</b>	<b>995</b>	<b>191,915</b>
Change April - June 2022	+2,673	+185	+425	(779)	+76	+1,009	+17	+148	+3,754
Change April - June 2021	+1,575	±0	+1,157	(684)	+120	+1,278	+5	+76	+3,527

SANCTUARY COURT+XIV+BCC+HM +KAHALA

+4,440

+4,086

\*For cases in which members are in possession of multiple memberships, each of the memberships is counted as one member

# Examples of initiatives for (1) growth based on “Membership Model”

Increase in affluent sector, increased appeal of membership during the COVID-19 crisis

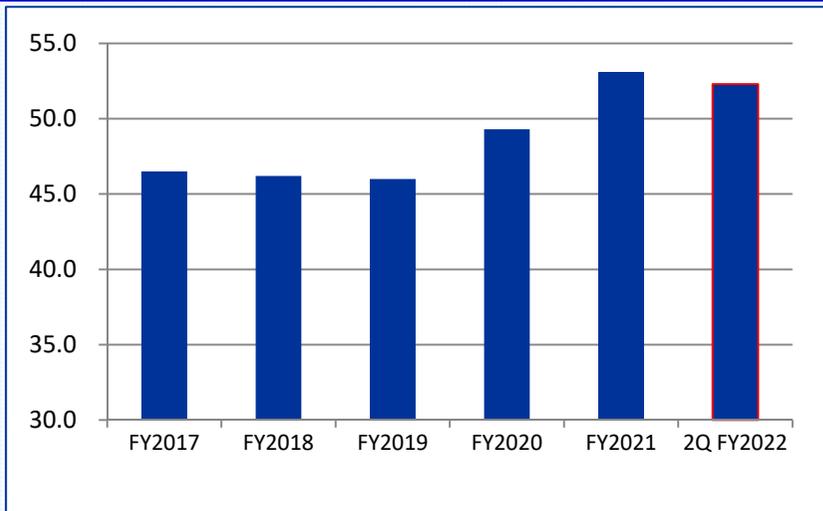
## ① Increase in the number of customers (members)

**New membership subscription routes, channels, product enhancement, contract numbers (contract values), improvement of contract efficiency**  
 ⇒ Sales strategies, use of digitalization

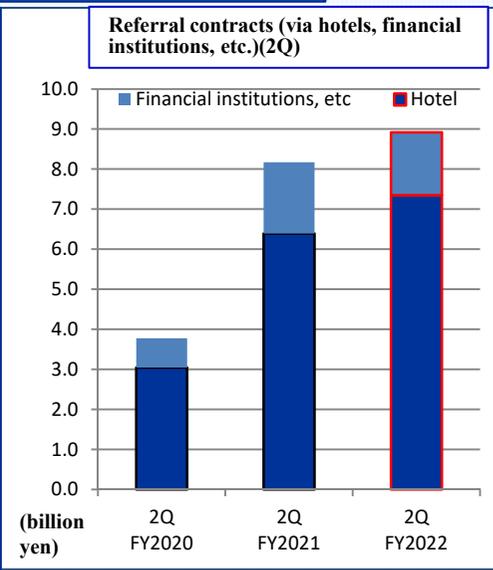
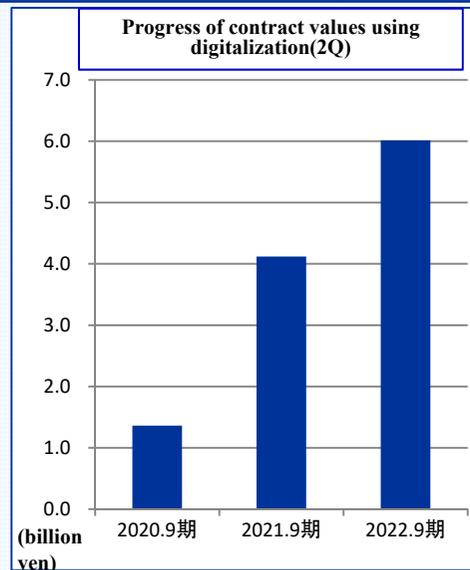
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**Expansion of targeted customers and development areas (Kanto, overseas)**  
 ⇒ Brand strategies, enhancement of recognition

New sales ratio (ratio of units sold other than by switching or additional purchase)



Expansion of sales channels and improvement of contract efficiency



### 【Digital marketing】

Use email newsletter and other means to contribute to efficient sales activities based on customers’ interests and desired timing. The annual target of 8.0 billion yen for the final year (FY2023) of the Rolling Plan has already been achieved. Targeting 10.0 billion yen in the Business Forecast for FY2022.

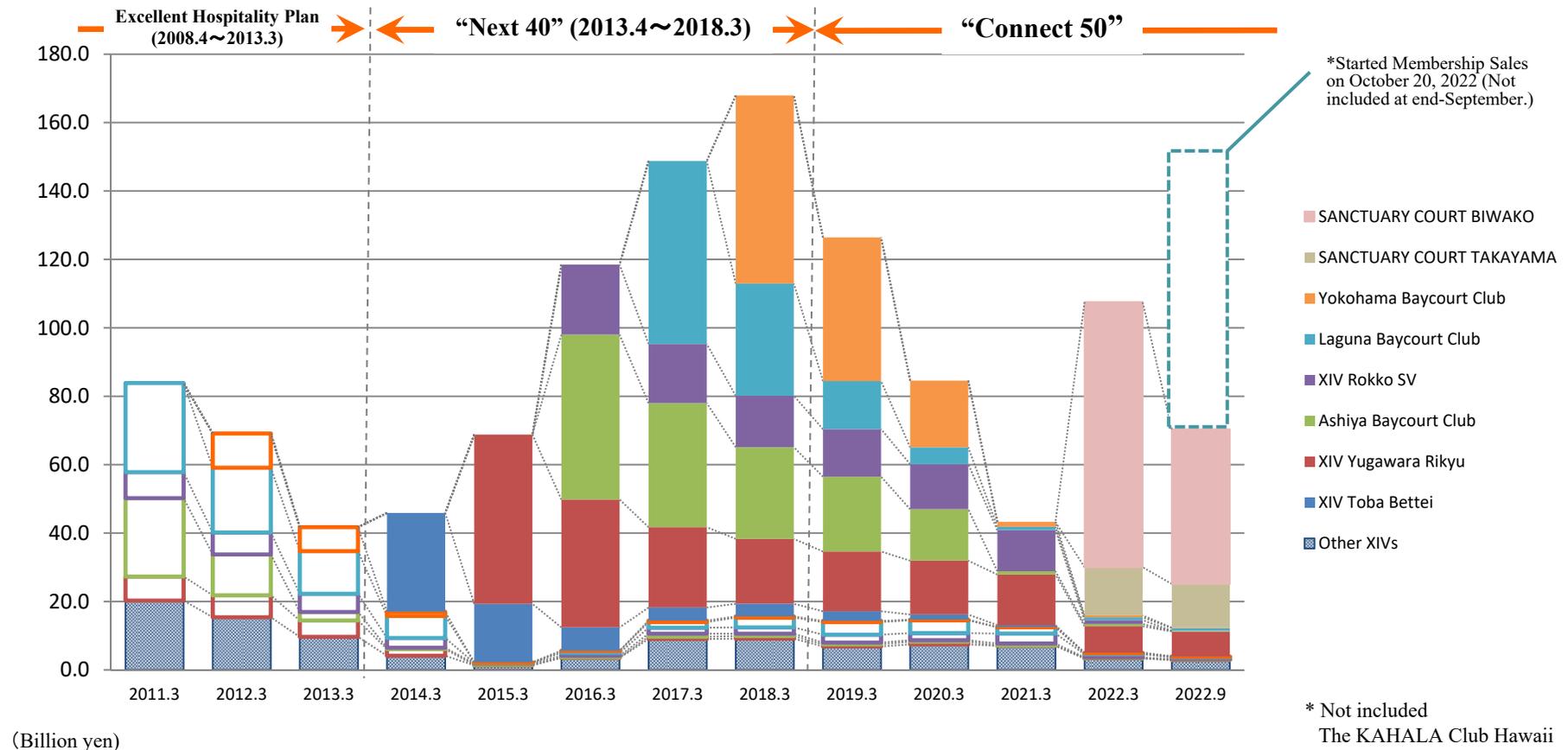
### 【Increase in referral contracts】

Number of referral contracts via hotels, financial institutions, and other organizations has increased around FY2021. Significant progress compared to the last two years.

# Trend of sales inventories (contract value basis)

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- During the period of the before the last medium-term management plan (April 2008 to March 2013) when the Group postponed development in view of the collapse of Lehman Brothers and the impact of the earthquake, inventories shrank.
- During the period of the previous medium-term management plan (April 2013 to March 2018), inventories temporarily increased to over 160 billion yen as the Group accelerated development and sales in response to the accumulated demand.
- Two properties began construction in the FY2021 under review, and the Group has inventories amounting to Approx. 70.0 billion yen as of September 30, 2022 (Not including the KAHALA Club Hawaii) In addition, Nikko started sales in October, with a recent significant increase.



# Group's Development Schedule(~FY2023)

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(Membership resort hotel) In consideration of the inventory situation, properties for sale will be expanded in the Chubu, Kanto and Kansai regions between FY2021 and FY2023. While maintaining a constant development pace in line with sales plans, the scale of guest room numbers will be somewhat smaller than before on average. Aim to realize destination hotels, where guests can relax in hotel rooms and the hotel stay itself becomes the purpose of travel.

(Medical examination club on a membership basis) Plan to expand the capacity of existing facilities through the extension of floors and other means at the Nagoya facility, and to open new facilities in Kanto and in Kansai in FY 2024.

<Sales and business commencement schedule \_ November 9, 2022>

- Commencement of business and acquisition
- Commencement of sales

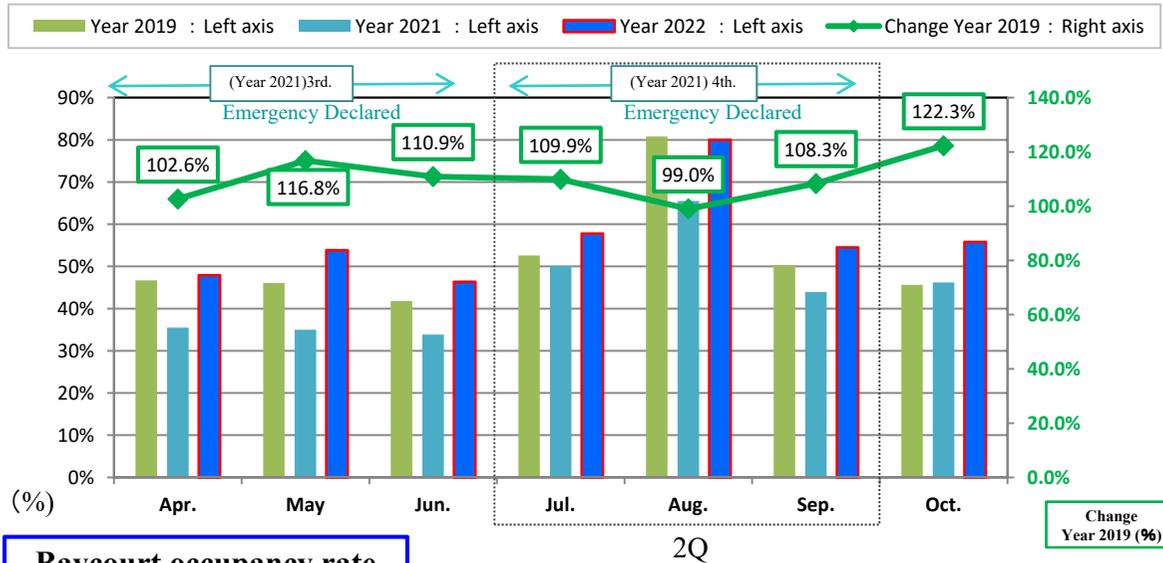
Medium-term management plan		Previous medium-term management plan Next40			Current medium-term management plan Connect 50			「Connect 50」Rolling plan			Remarks. (Expected date of opening).
Fiscal year		2015	2016	2017	2018	2019	2020	2021	2022	2023	
Sales and business commencement schedule	Membership resort hotels	XIV Toba Bettei XIV Yugaawara Rikyu Ashiya Baycourt Club XIV Rokko SV Laguna Baycourt Club			Yokohama Baycourt Club (KAHALA YOKOHAMA)			The KAHALA Club Hawaii Takayama Biwako Nikko			Already open (sold at any time).  Scheduled to open in FY2024. (October 2024) Scheduled to open in FY2025. (February 2026)
		Medical examination club on a membership basis  Senior residence (SR)	HIMEDIC Kyoto University Hospital HIMEDIC Tokyo Bay HIMEDIC Nagoya			Shirakabe Bashamichi Ogikubo 5 facilities*			Tokyo Nihonbashi Floor expansion of Nagoya facility.  Reviewing schedules and preparing new products on the occasion of COVID-19 crisis.		

\* Private Nursing Home "Felio Tamagawa" "Felio Seiyō" "Felio Tenjin" "Felio Momochi" & "Resius Momochi"

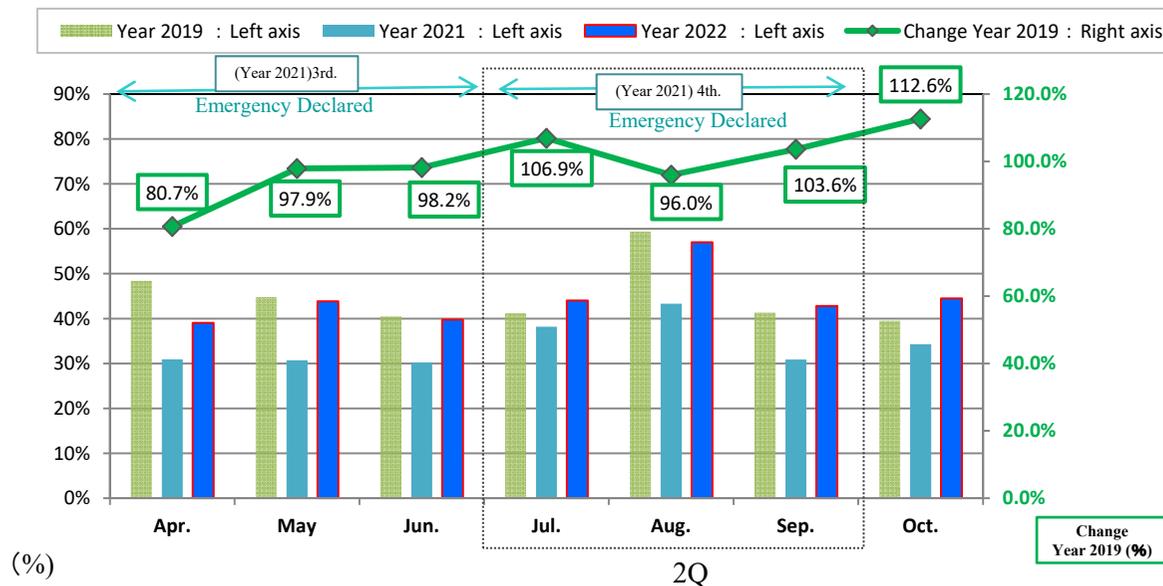
# Trends in Hotel occupancy rate by months①

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## XIV occupancy rate



## Baycourt occupancy rate



## Outline of XIV and Baycourt

- Comparison with the same period in 2019 is shown as a broken line. In the last three months, COVID-19 containment measures were lifted, and occupancy rate remained strong, exceeding that in pre-COVID times.
- The trajectories of recovery of occupancy rates of XIV and Baycourt Club were generally similar. Recovery in occupancy rate of Baycourt Club had been slow, but recently exceeded that in FY2019.
- Although occupancy rate was affected by the impact of the spread of COVID-19 in August and by typhoons in the three day weekends in September of the current fiscal year, it remained generally strong.

## Results forecast for October and beyond

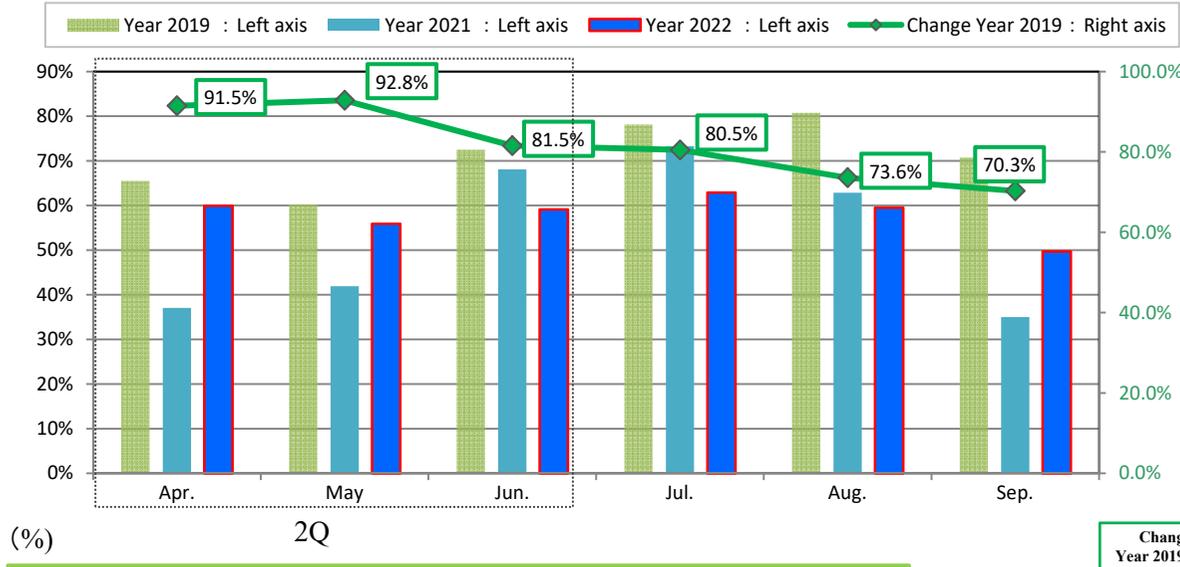
Occupancy rate remained strong in the most recent month of October. Partly supported by the national travel assistance program. (from November onwards, price revisions).

# Trends in Hotel occupancy rate by months②

RESORTTRUST GROUP

## THE KAHALA HOTEL & RESORT occupancy rate

\* There is a three-month time lag for inclusion in consolidated profit and loss



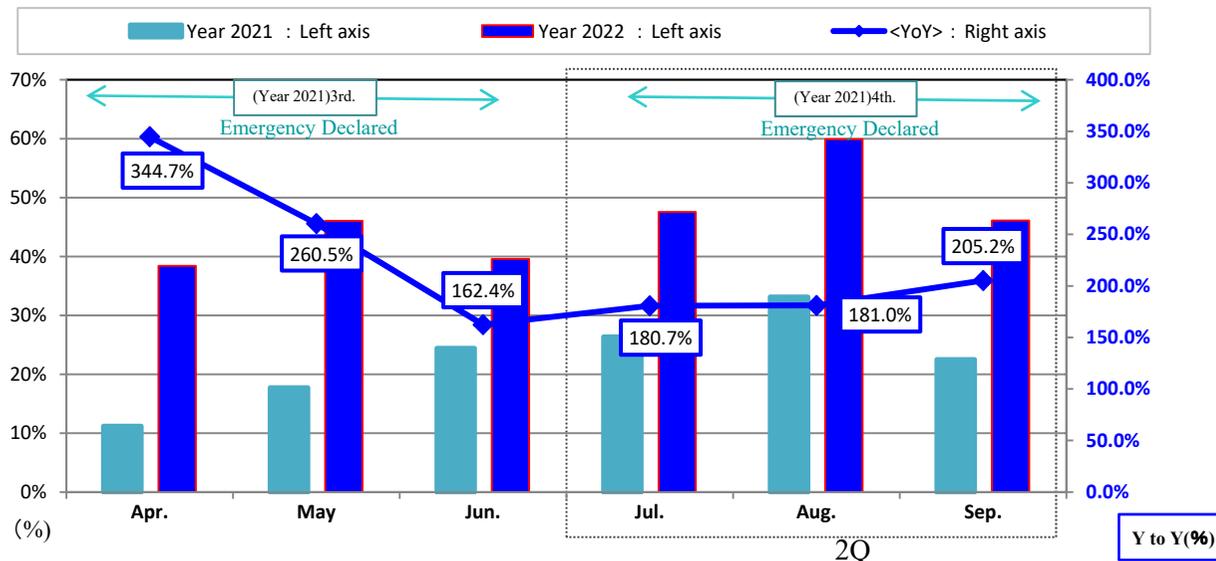
## Outline of THE KAHALA HOTEL & RESORT

Apr-Jun (2Q), operations were generally steady, returning 80-90% of pre-Corona levels; since July, they have declined slightly, due to a lull in revamped consumption, higher airfares, a stronger US dollar and higher prices. The majority of use is still from the US mainland. Occupancy is expected to improve as the number of travellers increases in the future.

\* There is a three-month time lag for inclusion in consolidated profit and loss.

## THE KAHALA HOTEL & RESORT YOKOHAMA occupancy rate

\*No data for FY2019 due to opening in September 2020 (YoY change)



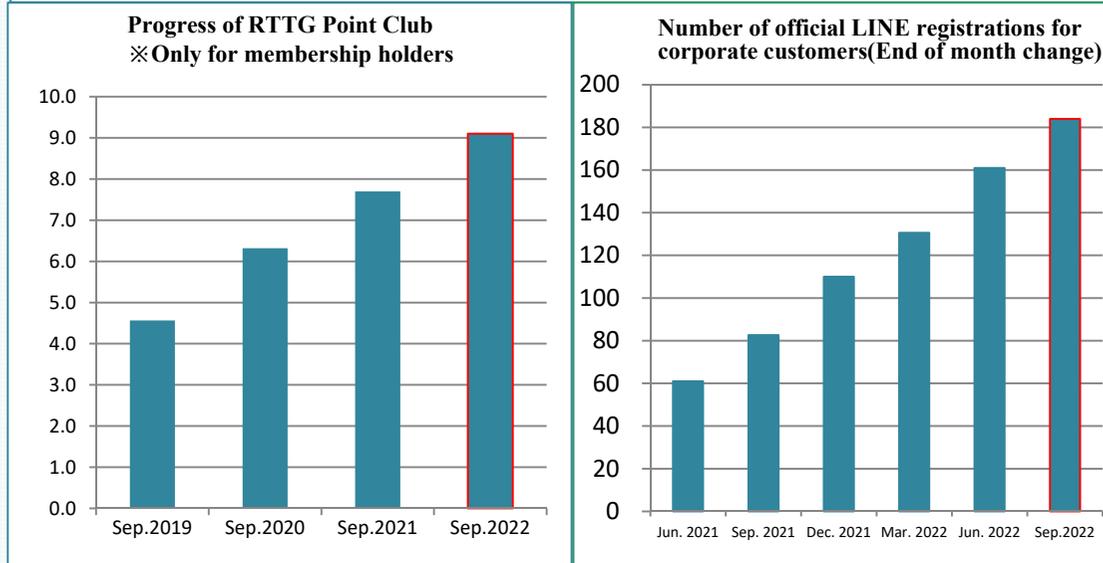
## Outline of THE KAHALA HOTEL & RESORT YOKOHAMA

Opened in September 2020 in the COVID-19 crisis. It had a difficult start, as inbound travelers were expected to account for approximately half of the expected occupancy. However, occupancy has been supported by members, and the occupancy rate has risen to around 200% year-on-year this quarter. ADR is close to 50,000 yen, and further improvement in occupancy is expected if inbound tourism recovers in Yokohama following Tokyo in the future.

# Examples of initiatives for (2)-1 growth based on “Membership Model”

## Initiatives to increase guest(member) spend

### Introduce a system for customers that leads to strengthening points of customer contact and cross selling



#### 【 RTTG Point Club 】

Introduction from April 2019(Approximately 70% of hotel members join)

Promptly provide information about plans and other matters, which were previously provided in printed newsletters, and also provide information about the Group’s products.

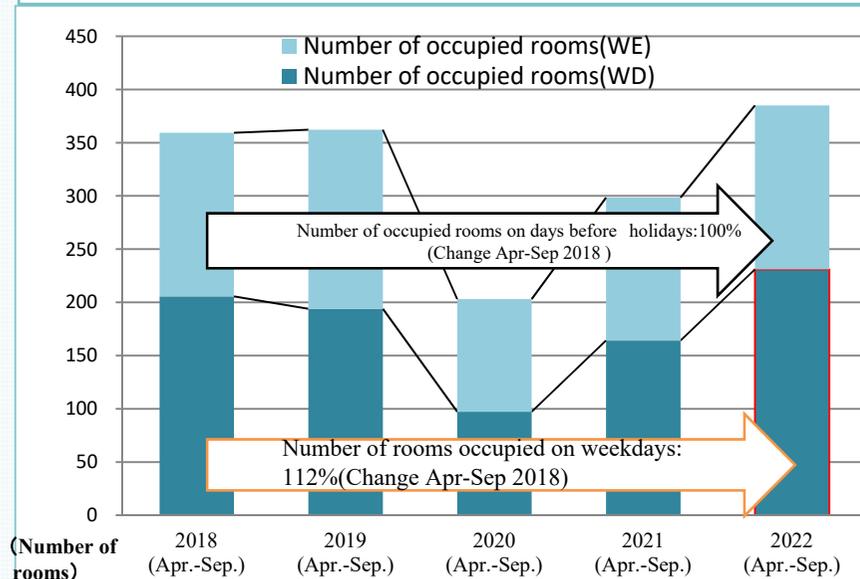
#### 【Registering to the official LINE app】

Introduction from September 2020. Focus our efforts on providing information to corporate employees on an individual basis. For the time being, we aim for 300 thousand registrations.

#### 【Enrich the internal evaluation system for cross selling】

Promote reciprocal use by connecting the group's businesses horizontally. Strengthen the design of incentives for sales promotion.

### Decomposition of factors contributing to the increase in 1Q XIV occupancy (increase in the number of rooms occupied on weekdays)



The occupancy rate in in the first half of the financial year was boosted by the return of owner use and the use of corporate employees, with the progress in weekday use in particular contributing to the bottom-up. (Unit prices fell slightly as a result.)The current weekday occupancy rate is 45.9% (88.6% the day before a holiday), so there is still significant room for growth on weekdays. (Number of days : WD136/WE47)

**Increase stay duration per guest, expand service domains**

⇒ close membership ties that last for a lifetime, cross selling

+

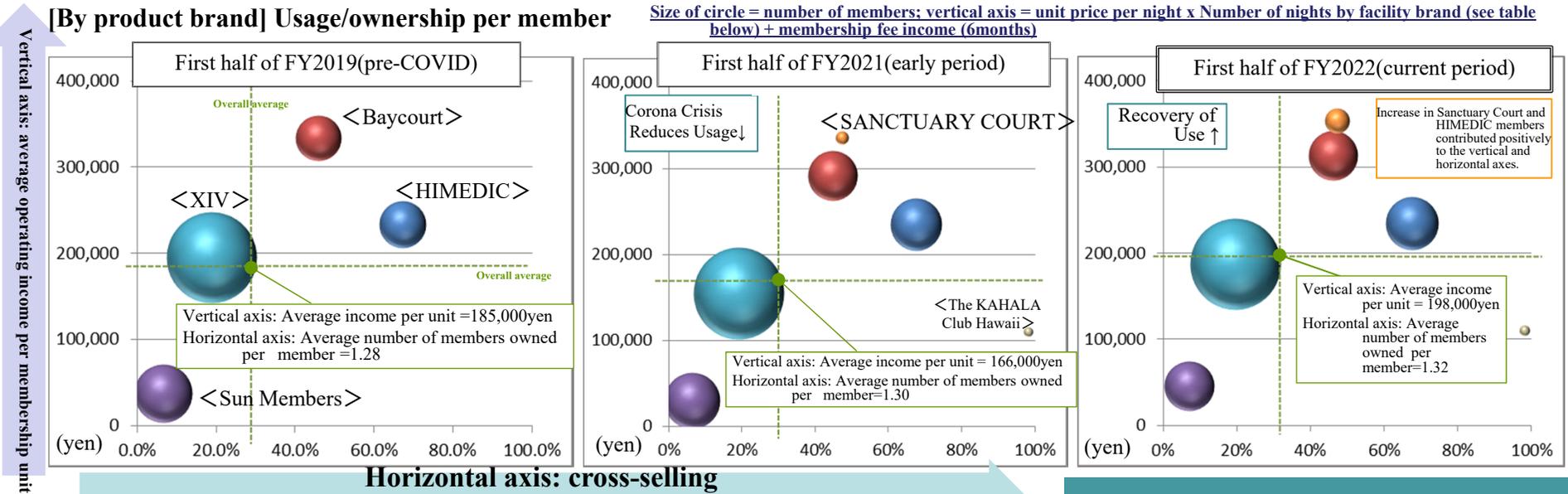
**Increase frequency of use per guest, expand to families, employees, etc.**

⇒ Promotion of “Connect,” strengthen points of contact

② Increase spending per guest (member)

# Examples of initiatives for (2)-2 growth based on "Membership Model"

## Usage and ownership by membership



Utilization in the first half of FY2022 / Membership (Reference figures: approximate basis)		Number of nights spent by facility brand (2Q)				Percentage of other membership interests held		
		BCC	XIV	Sun M	Total	Other Hotels	HM	Total
Membership	<b>SANCTUARY COURT</b>	1.8	2.9	0.0	<b>4.7nights</b>	about 30%	about 30%	<b>about 50%</b>
	Baycourt	1.8	2.0	0.0	3.8nights	about 20%	about 30%	about 50%
	HIMEDIC					about 70%		about 70%
	XIV	0.2	3.0	0.1	3.3nights	about 10%	about 10%	about 20%
	The KAHALA Club Hawaii					about 90%	about 50%	about 100%
	Sun Members		0.6	0.3	0.9nights	less than 10%	less than 10%	about 10%

【 Amount used per member (reference value) = Vertical axis × Horizontal axis 】

- First half of FY2019: 185,000 × 1.28 = 237,000yen
- First half of FY2021: 166,000 × 1.30 = 215,000yen
- First half of FY2022: 198,000 × 1.32 = 261,000yen

⇒ Compared to FY2019 + 24,000yen (Approx. 10% increase)

**Increase stay duration per guest, expand service domains**  
 ⇒ close membership ties that last for a lifetime, cross selling

**Increase frequency of use per guest, expand to families, employees, etc.**  
 ⇒ Promotion of "Connect," strengthen points of contact

### Sanctuary Court Membership Trends, Membership Features/ Operational advantages (after opening)

Multi-ownership	HIMEDIC has a high ownership rate, as well as a relatively large number of xiv and bcc members buying more.
Facilities used	There is a willingness to use both XIV and BCC, and it is easy to use the exchange after opening.
Frequency of use	① Reservations at your own facility made one month or more prior to the date of use will not be forfeited up to 5 times per month. ② 80% corporate members are expected to use the service as a welfare program ⇒ Stable operation due to ① and ②
Deposit Ratio	About 15% of the membership price (about 5% higher than existing, stable). Relatively large funds for repair and maintenance.

※ The golf portion is not included in the amount spent per member (calculated as hotel + medical).  
 For the purpose of comparison of merchantability, the vertical axis for Sanctuary Court includes the estimated annual membership fee (actual results are not recorded because the hotel has not yet opened). Kahala Club counts income when travel is possible (not recorded in this period's results).

## ② Increase spending per guest (member)

# <Reference> Offering information and communications by using social media

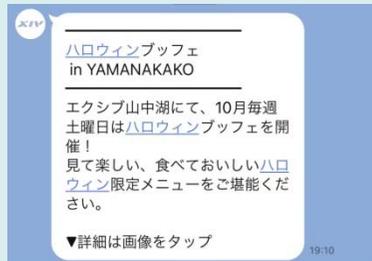
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LINE official

Distribute latest hotel information, such as accommodation plans and recommended events information, by using pictures on a timely manner

Example of distribution: corporate S&M



RTTG App

Distribution of group-wide information, including promotion of RTTG app-only point redemption services and time-limited campaigns.



LINEWORKS

Used by sales staff to make communication with members that they are responsible for. Means following the face-to-face and telephone communications. Not only announce individually the information about recommended plans, etc. but accept reservation.

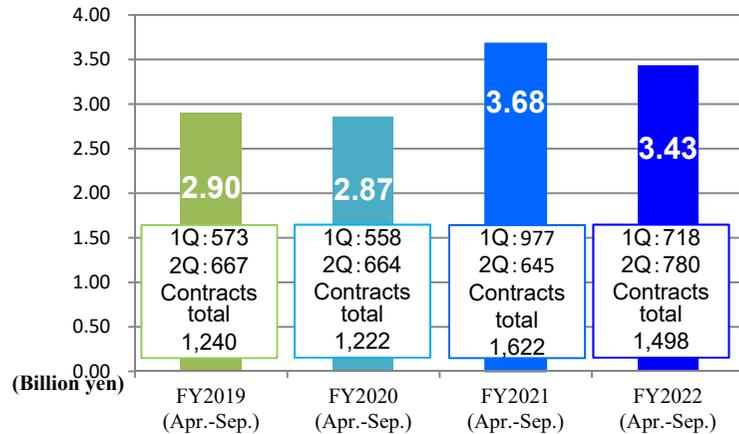
# Progress of Medical business

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**Sales of HIMEDIC memberships in 2Q FY2021 remained strong.**

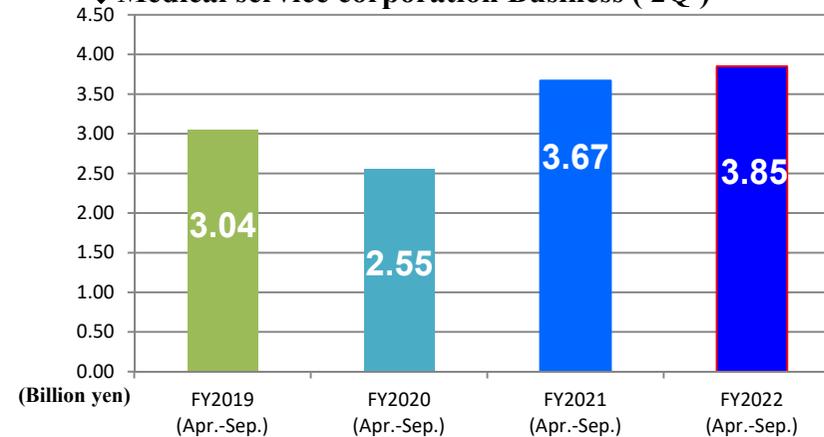
**Non-membership health check-ups, which were temporarily closed from April to May in 2020, and Aging Care Business were also solid. Senior residence operations continued to be affected by COVID-19. Consideration of new products is underway.**

## ◆ HIMEDIC sales ( 2Q ) Contract unit price (Billion yen)



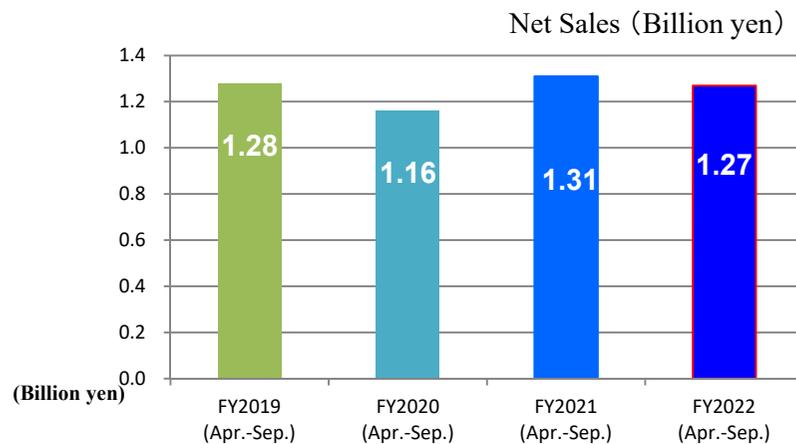
Needs expanded even during the COVID-19 crisis. Although it did not reach the level of the previous fiscal year, which saw a sharp increase partly due to a decrease in hotel membership inventory, it was the second highest level ever in the current fiscal year.

## ◆ Medical service corporation Business ( 2Q )



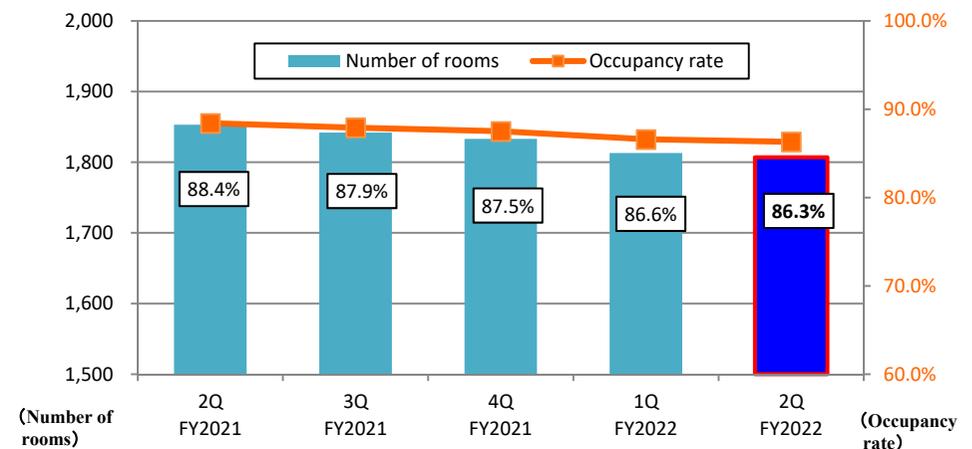
Recovered from the effect caused by the spread of COVID-19 infection in FY2020, and remained strong in the current fiscal year.

## ◆ Sales of Aging Care Business ( 2Q ) ※ Product Sales



Product sales also grew steadily on a year-on-year basis, especially for the Munoage brand. Most recently, a new brand “est’re” was released, which contributed to increasing net sales.

## ◆ Quarterly trends of occupied rooms in Senior Lifestyle Business

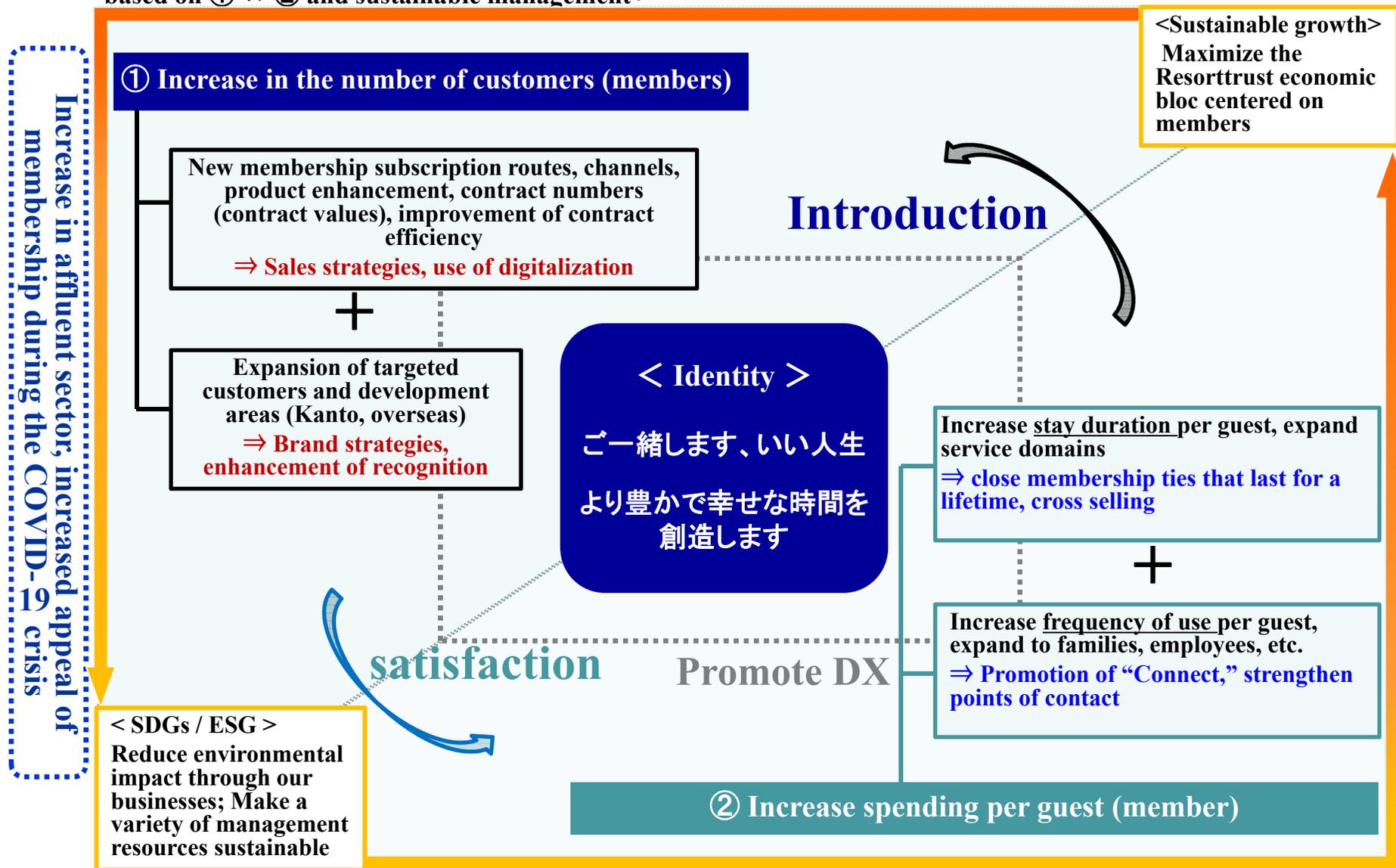


The situation has continued to be particularly difficult in facilities of healthy occupant type, partly due to the impact of COVID-19; however, the impact on revenue is limited, as many occupants move out after amortization of occupancy fees.

# Vision for growth based on membership model ①×②

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< Management that takes maximum advantage of strengths of membership model ... Promote sustainable growth based on ① × ② and sustainable management >



Growing needs for services related to peace of mind, safety, and health under the COVID-19 crisis

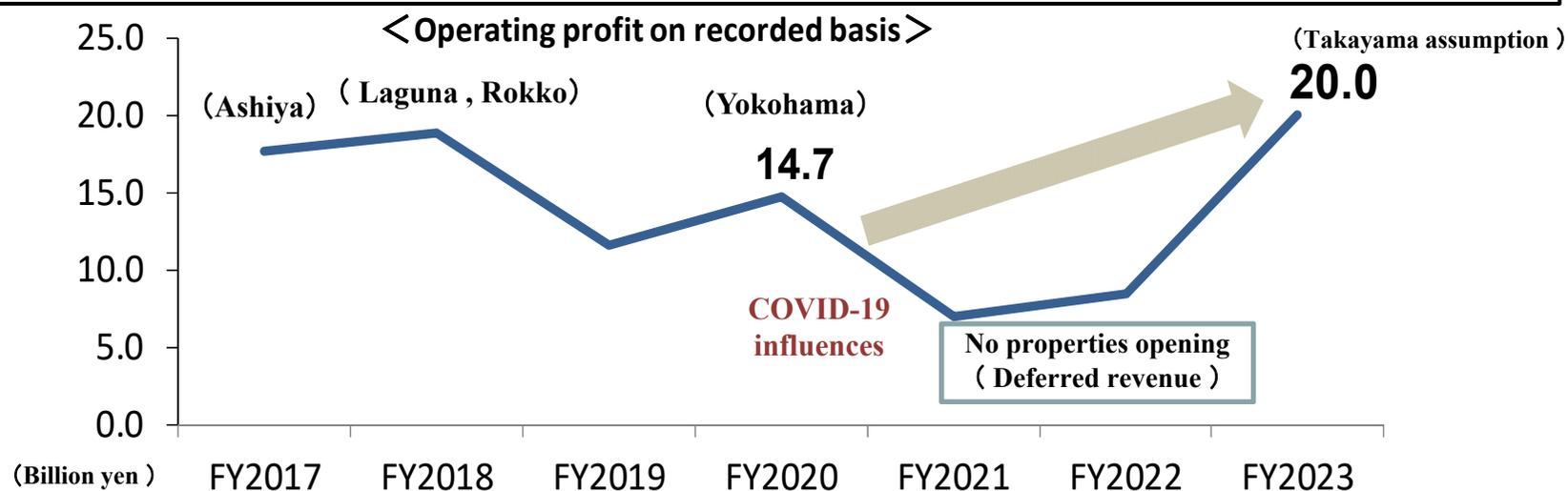
# Quantitative Image (~FY2023)

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(billion yen)

index	3rd year of current medium-term management plan (FY2020)	Rolling Plan (Final FY2023)	Remarks
Net sales	167.5	190.0	Expect record high sales and profits.
Operating income	14.7	20.0	
Ordinary income	17.6	20.0	
Net income attributable to owners of parent	(10.2)	13.0	
Dividend payout ratio	— ※final deficit	Approximate 40%	Expect record high dividend amount
ROE	(8.4) %	Approximate 10%	No change from the past

**Anticipate recovery to levels exceeding pre-COVID times in the period of this rolling plan**



# Consolidated Balance Sheets

RESORTTRUST GROUP

	2022/3	2022/9	Change		2022/3	2022/9	Change
<b>Total current assets</b>	<b>139,538</b>	<b>168,011</b>	<b>+28,472</b>	<b>Total current liabilities</b>	<b>133,353</b>	<b>138,130</b>	<b>+4,777</b>
Cash and deposits	28,794	29,253	+459	Notes and accounts payable-trade	1,354	1,450	+96
Notes and accounts receivable-trade	9,609	10,204	+595	Short-term loans payable	27,386	20,019	(7,367)
Operating loans and installment account receivable	77,405	85,731	+8,326	Current portion of bonds	150	75	(75)
Short-term investment securities	3,601	11,835	+8,234	Accounts payable-other and accrued expenses	20,688	20,909	+220
Merchandise, raw materials and supplies	2,199	2,407	+208	Advance received	63,728	77,716	+13,988
Real estate for sale	5,896	4,949	(946)	Unearned revenue	14,714	12,120	(2,593)
Real estate for sale in process	6,703	17,302	+10,598	Other	5,330	5,838	+507
Other	5,328	6,325	+996	<b>Total noncurrent liabilities</b>	<b>154,222</b>	<b>160,066</b>	<b>+5,843</b>
<b>Total noncurrent assets</b>	<b>254,869</b>	<b>252,133</b>	<b>(2,736)</b>	Bonds payable and long-term loans payable	24,787	18,639	(6,148)
Property, plant and equipment, net	175,900	176,347	+447	Long-term guarantee deposited	109,295	110,306	+1,011
Intangible assets	7,579	6,910	(669)	Long-term unearned revenue	28	30	+2
Deferred tax assets	18,568	18,255	(312)	Long-term lease obligations	11,406	22,432	+11,026
Other	52,822	50,620	(2,201)	Other	8,706	8,656	(49)
				<b>Total liabilities</b>	<b>287,575</b>	<b>298,196</b>	<b>+10,620</b>
				<b>Total liabilities</b>	<b>106,832</b>	<b>121,947</b>	<b>+15,115</b>
				Shareholders' equity	101,727	111,974	+10,247
				Treasury shares	(3,513)	(3,072)	+441
				Accumulated Other Comprehensive Income	3,174	7,184	+4,009
				Subscription rights to shares	313	—	(313)
				Non-controlling interests	5,130	5,861	+731
<b>Total assets</b>	<b>394,408</b>	<b>420,144</b>	<b>+25,736</b>	<b>Total liabilities and net assets</b>	<b>394,408</b>	<b>420,144</b>	<b>+25,736</b>

# Consolidated Cash Flows FY2022 (April to September)

RESORTTRUST GROUP

(Million yen)

	2021/9	2022/9
Cash flows from operating activities	(1,073)	<b>1,319</b>
Cash flows from investing activities	3,325	<b>14,645</b>
Cash flows from financing activities	(20,703)	<b>(15,634)</b>
Effect of exchange rate changes on cash and cash equivalents	57	<b>146</b>
Net increase (decrease) in cash and cash equivalents	(18,393)	<b>476</b>
Cash and cash equivalents at beginning of period	52,756	<b>29,210</b>
Cash and cash equivalents at end of period	34,362	<b>29,686</b>

# Business Forecast for FY2022 (April to March)

※Upward Revision of Full-Year Earnings  
Forecasts (November 9, 2022)

RESORTTRUST GROUP

	2020/3 (results)	2021/3 (results)	2022/3 (results)	2023/3 (revision targets)	YoY Difference	Change FY2019	(Million yen)	
							2023/3 initial targets	vs. initial plan
<b>Net Sales</b>	159,145	167,538	157,782	166,500	+5.5%	+4.6%	161,000	+3.4%
<b>Operating Income</b>	11,652	14,707	8,693	11,500	+32.3%	(1.3%)	9,200	+25.0%
<b>Ordinary Income</b>	12,476	17,647	11,123	12,000	+7.9%	(3.8%)	8,800	+36.4%
<b>Net Income</b>	7,135	(10,213)	5,775	15,000	+159.7%	+110.2%	10,800	+38.9%
<b>Evaluated net sales</b>	169,665	147,460	178,627	199,500	+11.7%	+17.6%	186,800	+6.8%
<b>Evaluated Operating Income</b>	15,030	4,008	18,081	20,800	+15.0%	+38.4%	17,360	+19.8%

## < Evaluated Net Sales/ Evaluated Operating Income >

In addition to SANCTUARY COURT BIWAKO, whose membership sales began in March 2022, membership sales of SANCTUARY COURT NIKKO, which began in October, are expected to be strong, and full-year contract value is expected to exceed that of the previous fiscal year to a record high. Furthermore, significant profit improvement in Hotel and Restaurant Operations and progress in Medical Operations will also contribute to the business performance. As a result, on an evaluation basis, net sales and operating income are expected to exceed the target figures for FY2023 (Net Sales 190 billion yen and Operation Income 20 billion yen) stated in the Mediumterm Management Plan “Connect 50” Rolling Plan one year ahead of schedule.

## < Net Sales/ Each profits >

As the three SANCTUARY COURT properties, whose membership sales accounted for approximately 80% of total membership sales for the current fiscal year, are unopened properties, accounting figures for real estate sales and income are not recorded until the time of the hotel’s opening, and are realized in the period of opening. Accordingly, the recorded amount of net sales and operating income for the current fiscal year was limited on an evaluation base; however, each operation contributed to income, and overall net sales and operating income are expected to exceed those in the initial plan and the previous year.

\*Income attributable to owners of parent is labelled as “Net income” in this document.

## [Evaluated Net Sales/ Operating Income]

Figures calculated on a sales evaluation basis after deducting accounting factors specific to the spread of COVID-19 infections as well as booking of real estate profits of sales of unopened properties. Adoption of new accounting is not a temporary factor; however, evaluation was conducted using the same standard as in the past to compare with figures in the previous years.

# Business Forecast for FY2022

RESORTTRUST GROUP

## <Consolidated Targets>

(Million yen)

	FY2021 results	FY2022 revision targets	Change
Net sales	157,782	166,500	+8,717
Operating income	8,693	11,500	+2,806
Ordinary income	11,123	12,000	+876
Net income	5,775	15,000	+9,224
Net income per share (yen)	54.27	141.18	+86.91
Annual Cash dividend (yen)	30.0	45.0	+15.0
Evaluated Operating Income	18,081	20,800	+2,718

## <Operating Income by Segment (before allocation)>

(Million yen)

		FY2021 results	FY2022 revision targets	Change
Membership	Sales	40,946	34,160	(6,786)
	Operating income	11,887	10,880	(1,007)
	Evaluated Operating Income	19,353	19,324	(28)
Hotel and Restaurant	Sales	73,699	87,350	+13,650
	Operating income	261	4,070	+3,808
Medical	Sales	42,432	44,260	+1,827
	Operating income	5,736	5,960	+223
	Evaluated Operating Income	7,659	6,816	(843)
Other	Sales	704	730	+25
	Operating income	766	830	+63
head office costs	Operating income	(9,959)	(10,240)	(280)
Total	Sales	157,782	166,500	+8,717
	Operating income	8,693	11,500	+2,806
	Evaluated Operating Income	18,081	20,800	+2,718

## <Net Sales / Operating Income >

### ▪Hotel membership Contract value

FY2021: 72.7 billion yen (Properties that will go on sale during the fiscal year : Takayama, Biwako )

FY2022: 79.8 billion yen (Properties that will go on sale during the fiscal year : Nikko \*20 October Launch.)

### ▪Revenue deferred during the fiscal year (due to sales of unopened properties)

FY2021: Operating income of 7.3 billion yen fall for Takayama, Biwako.

FY2022: Operating income of 8.2 billion yen fall for Takayama, Biwako, Nikko.

### ▪Annual membership fees, security deposit amortisation income, etc.

Hotel : No change expected \* No open properties

HM : Increase in annual fees \* Increase in the number of medical examination (increase in examination commission )

### ▪Hotel occupancy rate

XIV・・・FY2021: 44.8% FY2022: 53.1%

BCC・・・FY2021: 36.8% FY2022: 45.8%

Kahala Hawaii・・・FY2021: 45.1% FY2022: 56.2%

## <Non-operating >

### ▪Subsidy income

FY2021 : 2.5 billion yen ( Grant for cooperation on operating shorter hours, subsidies for employment adjustment, etc. )

FY2022 : None

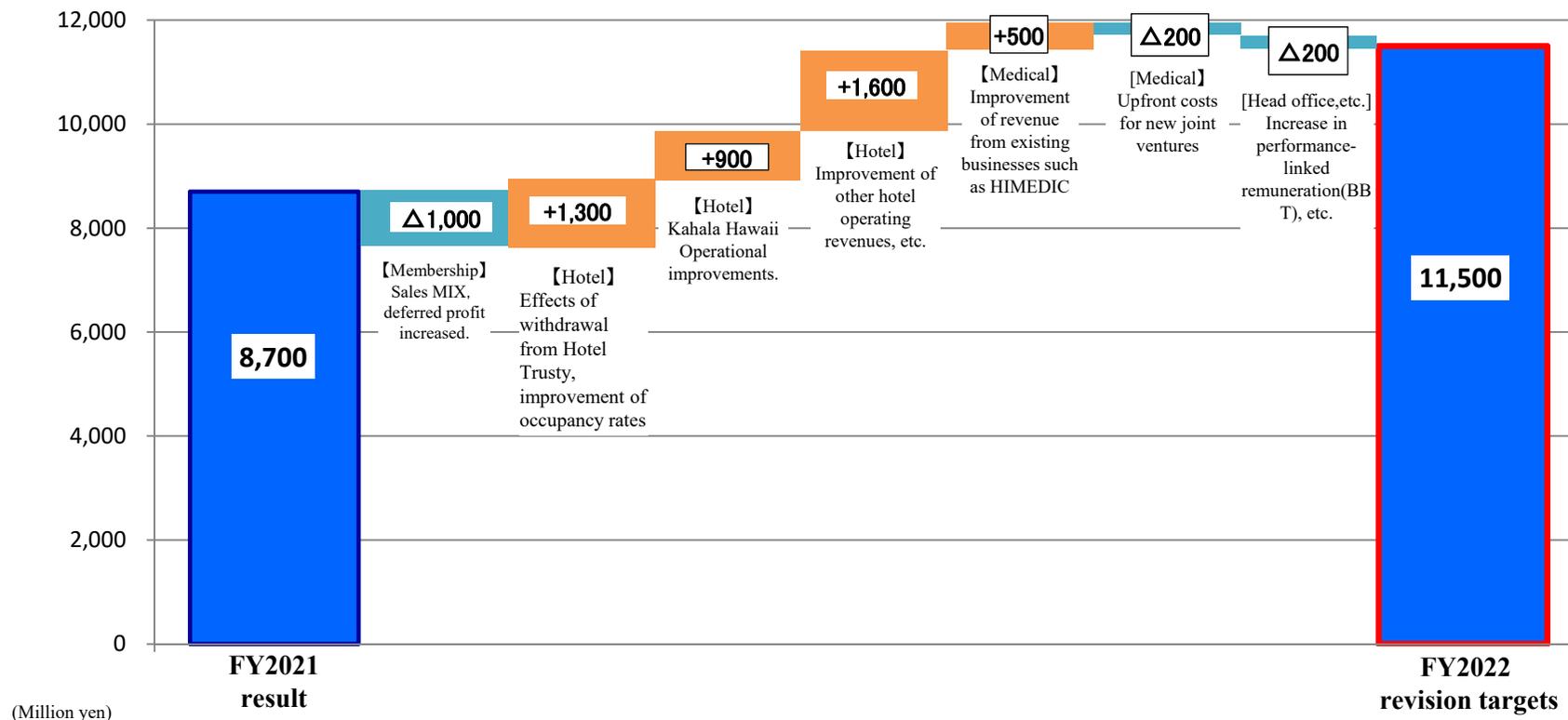
## <Extraordinary Items >

FY2022 : Gain on sale of 7 Hotel Trusty facilities 9.0 billion yen (extraordinary income)

# Operating Income for FY2022 (compared with the same period of the previous FY)

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- In Hotel and Restaurant Operations, we expect to see a recovery in occupancy rates for each brand, and to significantly improve revenue.
- Although contract value of hotel memberships is assumed to increase from the previous fiscal year, they are expected to be slightly negative due to an increase in uncompleted property sales (the estimated contract value was reduced to -1.1 billion yen in the revised plan from -4.4 billion yen in the plan at the beginning of the period).



# Initiatives by Segment

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## FY2021 (“Connect 50” Rolling Plan First Year)

## FY2022 (“Connect 50” Rolling Plan Year 2.)

Members  
hip

- ▶ Achieving record contract value, permeation of new product SANCTUARY COURT
- ▶ Contracted value of digital utilisation : 9.0 billion (YoY Difference +250%)
- ▶ Increase in new sales ratio
- ▶ Significantly lower retirement rates (lowest in the last five years)

- ▶ 'Kanto' memberships on sale. Permeation and wide-scale development of 3 properties of SANCTUARY COURT
- ▶ Contracted value of digital utilisation : 10.0 billion target
- ▶ Further promotion of women's activities. Continuation of high retention rate.

Hotel and  
Restaurant

- ▶ Returning segment income for the full year to the black
- < Membership hotel >
  - ▶ Promotion of “Smart check-in/out” (Contributes to infection prevention)
  - ▶ Enhanced in-room dining (established as an option in the COVID-19 crisis).
  - ▶ Enhancement of in-room dining (established as an option under the COVID-19 crisis)
- ▶ Progress in initiatives for vitalization of pleasure program (Customer Delight)
- ▶ Initiatives for LINE customers (for corporate employees), Over 130,000 (from September 2020).
- < Non-membership Hotel >
  - ▶ Determining and implementing sale of some facilities in the Hotel Trusty business
  - ▶ THE KAHALA HOTEL & RESORT, realisation of profit turnaround (profit +2.0 billion compared to previous year).

- ▶ Progress in income through increasing segment income by 3.5 billion year on year
- ▶ Organizational restructuring in April ⇒ Strengthening of brand power through new organizational structure
- ▶ Strengthening of ability to attract customers through connections and synergies (collaboration with Sales & Marketing)
- ▶ Vitalization of pleasure program (Customer Delight) and development of “brand employees”
- ▶ Establishment of marketing strategies that utilize IT and data analysis
- ▶ Initiatives for LINE customers (for corporate employees) increase (target to reach 300,000)
- ▶ Improvement of the work environment, ES, and retention rates
- ▶ Consideration of measures to address higher costs such as higher raw material and utility costs
- ▶ Turning full-year operating income for the kahala hotel & resort Honolulu, Hawaii into the black

Medical

- < HIMEDIC >
  - ▶ Record high annual contract value and number of memberships sold for membership sales
  - ▶ Launch of a new re-sale product at Yamanakako: “Double Course neo” – All 500 sold
  - ▶ Implemented an increase in sales capacity (Nagoya)
- <Medical service corporation Business and Aging Care Business etc.>
  - ▶ Expanding the revenue base(Newly consolidated Dia Medical Net, Inc. contributed to revenue)
  - ▶ Implementation of vaccination at workplaces, dissemination of information related to COVID-19 prevention
  - ▶ Release of new brand “est're” in Aging Care Business
  - ▶ Establishment of a joint venture with DeNA Co., Ltd. “Well-Compass Inc.,” promotion of DX

- <HIMEDIC>
  - ▶ Consideration of development at new locations (Kanto, Kansai)
- <Senior Lifestyle Business>
  - ▶ Strengthening of Group synergies and sales foundations ⇒ Strengthening of brand
  - ▶ Improvement of profitability, consideration of new products for more stable business operations
- <Medical service corporation Business and Aging Care Business>
  - ▶ Permeation of new brands and new products in Aging Care Business
  - ▶ Use of databases and AI to strengthen marketing
  - ▶ Progression to second phase of clinical trials in BNCT business

Head  
Office

- ▶ Redemption of convertible bonds maturing in 2021 (29.7 billion)
- ▶ Implementation of purchase of treasury shares (1.2 million shares)
- ▶ Listing on a new market category “Prime Market”(4 April 2022)
- ▶ Launch of sustainability management development project (4 PJs)
- ▶ Strengthening of customer response departments (launch of Member Support Department)

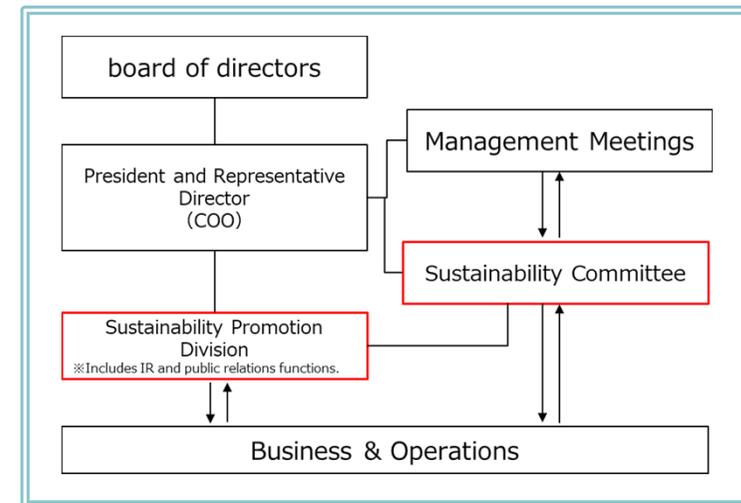
- ▶ Brand strategy: permeation of brand identity, strengthening of activities regarding SDGs
- ▶ Human Capital Strategy: consolidation of information on the Group's human resources and development of the system.
- ▶ IT Strategy: Digital utilisation, Strengthening of information security and revisiting thoroughness of information management
- ▶ Compliance with the Corporate Governance Code for Prime Market companies
- ▶ Promotion of sustainable management development project and review of long-term vision

## Strengthening of the Structure to Promote Sustainability Management

The Group decided to establish a Sustainability Committee, to increase corporate value over the medium to long term, and contribute to the realization of a sustainable society.

The Sustainability Promotion Dept. which is responsible for the administrative office, was also established. ( 1 April 2022. )

As a leading company in the industry, the Group will increase the sustainability of its management and enhance its contribution to the achievement of a sustainable society, by promoting sustainability management, further improving productivity through investments in digital transformation, creating new businesses, and promoting the development of permanent business models for the existing businesses.



## Four internal projects led by each of which has respective Head/Officer in charge of Division as a leader

Ahead of our milestone, the 50th anniversary in April 2023, we will shift into high gear on the discussions on every kind of management issues in anticipation of the next ten years, to develop the “Sustainable Model” with the unique capabilities of the Resorttrust Group.

**< Sustainable management development project >** (launched in January 2022)

### 4 Themes

- ① Perpetuation of membership hotels
- ② Development of innovation (new pillars)
- ③ Human resources
- ④ SDGs / ESG

# SDGs and Sustainable Management Initiatives<sup>②</sup>

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Since the establishment of the Sustainability Promotion Department in April, the Group has considered **the Group's materiality items** and evaluated their significance and selected materialities after deliberations at the first meeting of the Sustainability Committee (held on July 6, 2022).



×



Since the establishment of the Sustainability Promotion Department in April, the Group has considered the Group's materiality items and evaluated their significance in the three-month period under review, and selected materialities after deliberations at the first meeting of the Sustainability Committee (held on July 6, 2022).

Furthermore, as for **CO2 emissions**, which had been previously calculated on a non-consolidated basis, we begun **calculating CO2 emissions for SCOPE 1 and 2 on a consolidated basis, in accordance with the Greenhouse Gas (GHG) Protocol**. We also started to **calculate CO2 emissions for SCOPE 3 (on a non-consolidated basis)**, which had not yet been initiated (CO2 emissions calculations for FY 2019-2021 have been completed and disclosed).

From the six-month period under review and onward, we will endorse the Task Force on Climate-related Financial Disclosures (TCFD), establish evaluation indicators and targets for materialities and CO2 emission reductions, and formulate action plans. In parallel with the above, we will promote permeation activities within the Resorttrust Group and disseminate information outside the Group from time to time as decisions are made.

FY2022	1Q	2Q	Initiatives for the second half and beyond	
Material Issues	<ul style="list-style-type: none"> <li>• Select proposed materiality items</li> <li>• Study risk/opportunity scenarios</li> <li>• Evaluate significance</li> </ul>	<ul style="list-style-type: none"> <li>• First meeting of the Sustainability Committee (held on July 6, 2022)</li> <li>• Determination of Material Issues</li> </ul>	<ul style="list-style-type: none"> <li>• Determine materiality goals/indicator items</li> </ul>	<ul style="list-style-type: none"> <li>• Second meeting of the Sustainability Committee (planned for January)</li> </ul>
CO <sub>2</sub>	<ul style="list-style-type: none"> <li>• calculation of CO2 emissions for FY2019-FY2020</li> </ul>	<ul style="list-style-type: none"> <li>• Endorse TCFD</li> <li>• calculation of CO2 emissions for FY2021</li> </ul>	<ul style="list-style-type: none"> <li>• CO2 emission reduction targets/plans Decision</li> </ul>	
Permeation within the Group Information Disclosure	<ul style="list-style-type: none"> <li>• Distribute SDGs color wheel pin badges</li> </ul>	<ul style="list-style-type: none"> <li>• Sustainability website updates</li> <li>• Permeation activities within the Group such as case studies presentation through internal SNS</li> </ul>	<ul style="list-style-type: none"> <li>• e-Learning</li> <li>• Project to collect value-creation ideas from staff (training)</li> <li>• Clarify site-specific goals regarding materialities/CO2</li> </ul>	

# SDGs and Sustainable Management Initiatives<sup>③</sup>

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## <Calculation results of GHG emissions (FY2019-FY2021)>

\*Currently, discussions are underway regarding details of initiatives and targets for reduction

### Scope1,2(Consolidated)

Details of emissions	FY2019	FY2020	FY2021
Emissions from fuel (gasoline, heavy oil, etc.) and electricity consumption at each facility	142,706	131,270	136,522

### Scope3 (non-consolidated)

Details of emissions	FY2019	FY2020	FY2021
Emissions upstream and downstream of business such as purchasing and capital investment	139,786	153,406	116,915

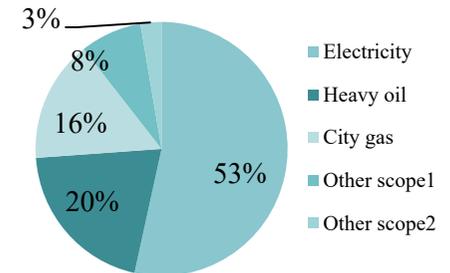
### Scope2(Consolidated) Breakdown by segment

Segment	FY2019	FY2020	FY2021
Hotel + Golf	129,033	116,498	123,192
Medicl	11,824	12,891	11,547
Othe	1,849	1,882	1,783
Total	142,706	131,270	136,522

\*Calculated in accordance with the GHG Protocol Accounting and Reporting Standard  
\*unit : tCO<sub>2</sub>

### <Reference>

Scope 1,2 breakdown by energy (FY2019: Calculated from non-consolidated emissions)



## <Materiality items (tentative)>

\* Currently, discussions are underway regarding external presentation, target values, etc. including overall stories

Category	The Group's vision	Material Issues	SDGs
prosperity	Realize "Together for a Wonderful Life" Foster RTG's unique brand value	Provide services that closely support each and every person's life Pursue quality, safety, and innovation of services Pursue regional vitalization and contribution	9 産業と雇用の高品質化 (産業と雇用の高品質化) 12 持続可能な消費と生産 (持続可能な消費と生産) 3 持続可能な成長 (持続可能な成長) 17 パートナーシップ (パートナーシップ) 11 持続可能な都市とコミュニティ (持続可能な都市とコミュニティ)
People	"Wonderful Life" of staff	Achieve diversity and inclusion Pursue "happiness" of all staff Develop capabilities and careers	4 質の高い教育をみんなに (質の高い教育をみんなに) 5 性別平等 (性別平等) 8 豊かで持続可能な成長をみんなに (豊かで持続可能な成長をみんなに) 10 人や国を超えて公正な社会を (人や国を超えて公正な社会を)
Earth	Reduce environmental burden (Continue to live with nature)	Reduce greenhouse gas emissions Reduce waste plastic and food loss Biodiversity Conservation	7 再生可能エネルギーをみんなに (再生可能エネルギーをみんなに) 13 気候変動に具体的な対策を (気候変動に具体的な対策を) 14 海の豊かさを守ろう (海の豊かさを守ろう) 15 陸の豊かさも守ろう (陸の豊かさも守ろう)
Governance	Strengthening governance	Highly transparent business operations Disclose non-financial information, and Promote dialogue with stakeholders	16 公正な裁判と法の支配 (公正な裁判と法の支配)

\* Categories are organized in accordance with the ESG reporting guidelines "Stakeholder Capitalism Metrics," released by the World Economic Forum (WEF) in September 2020.

## <Development pillar for future sustainable management of the Resorttrust Group>

### Together with our customers

We hope to co-create new values based on “empathy” from membership holders and customers who support the Resorttrust Group, just as we have developed new businesses with the feedback of membership holders.

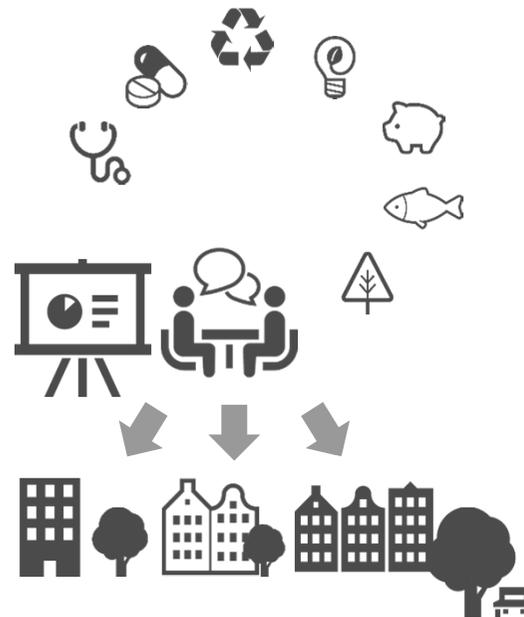
We aim to work on initiatives that are unique to the Group, such as “using XIV is earth-friendly,” and “partnering with the Resorttrust Group makes everyone healthy and smile.”



### Together with our business partners

We collaborate with our business partners to resolve issues in the Resorttrust Group and in our industry.

We aim to contribute to a sustainable society by sharing knowledge through collaboration with other organizations that have already implemented advanced initiatives, and initiatives and development led by the Group.



### Group as one

We work as one to realize the Resorttrust Group’s identity “Together for a Wonderful Life ~Creating a more affluent, happy time” which is essential for our sustainable management. We collect ideas from our daily operations that lead to improvements and new products, and create new values not only through initiatives connected to individual businesses, but also through the linkage to and collaboration with each business.

(e.g.) Group idea contests



proposal



selection



Presentation



Launch of project team



Realisation  
Creating new value

# SDGs and Sustainable Management Initiatives⑤

## Hotel and Restaurant Segment

RESORTTRUST GROUP

### SDGs initiatives (examples) in the Resorttrust Group's businesses (excerpt)

\* For details of initiatives, please refer to our Sustainability website. <https://www.resorttrust.co.jp/csr/>



#### Toward the Realization of a Sustainable Society

#### The Group has decided to install solar power generation systems at all of its 37 locations in Japan

The investment is expected to be approximately 2 billion yen, and from fiscal 2022 onward, solar power generation facilities will be installed on the rooftops of buildings and parking lots in accordance with the conditions at each location, with the aim of reducing environmental impact through in-house consumption of the electricity generated.

(Sanctuary Court BIWAKO is expected to cover approximately 80% of its daytime power consumption with in-house power generation. )



#### Reduction of waste plastics

#### Elimination of plastic straws

Approximately 1 million plastic straws are used annually in the Group's hotels and restaurants. We have banned the use of plastic straws in principle, and replaced them with paper straws.

#### Introduction of 100% recycled plastic bottles and review and study of amenities materials

We are reviewing materials of bottled water and amenities provided in hotel rooms. We use 100% recycled plastic bottles, and starting in July, plastic bottles that are not made of recycled materials are gradually being replaced with 100% recycled plastic bottles.



#### Environment

#### Biodiversity conservation

When constructing a hotel, we take care of existing forests and plant trees so that we can preserve as much of the natural environment as possible. We also give consideration to preserving ecosystem.

#### Proposal for ECO stays

We provide an ECO stay program with our customers' support and cooperation. This is an initiative to contribute to the reduction of global environmental impact by eliminating the need of room cleaning and changing amenities when they stay for consecutive nights, thereby reducing the amount of cleaning and consumables used.

## Create a society where cancer claims no precious lives

- **High-precision cancer screening**(Cancer detection rate = Disease rate)
- **Cancer treatment, BNCT, Advanced medicine**
- **HIMEDIC Yamanakako Course**  
First in the world to introduce PET scanners for cancer screening  
Known as the “Yamanakako System” for its achievements, it has contributed greatly to the spread of PET in Japan and the improvement of cancer detection rates.
- **HIMEDIC・Tokyo University Hospital Course**  
Establishment of donation lectures  
“Computerized Diagnostic Imaging / Preventive Medicine Course”
- **HIMEDIC Kyoto University Hospital Course**  
Collaborative Research. “Research on factors involved in the development and progression of lifestyle diseases and complications, and the development of preventive strategies.”
- **Boron Neutron Capture Therapy (BNCT) Clinical trials** are underway  
The National Cancer Center Hospital Clinical trials are underway.  
(Joint trial with STELLA PHARMA Co., Ltd)



Extend healthy life expectancy

Work on both

## Healthy longevity in the age of 100-year life

- **Preventive examinations for the elderly**  
HIMEDIC Tokyo Nihonbashi medical examination course: Introduction of examinations for lifestyle diseases and hormone balance. Aims to prevent the three major factors that lead to the need for nursing care.
- **Senior residences (Serviced senior residences, Private Nursing Home )rehabilitation**  
Nationally-qualified “training instructors” are in charge of rehabilitation.  
Such as physiotherapist, occupational therapist, and speech therapist.
- **Supplements / Healthy eating**  
Development of dietary supplements by Advanced Medical Care Corporation, a company that provides support for medical facilities
- **Alzheimer disease check-ups**  
Analysis of HIMEDIC’s Brain MRI Data by Professor Mori, Johns Hopkins University, USA. Effective utilization for medical checkups.

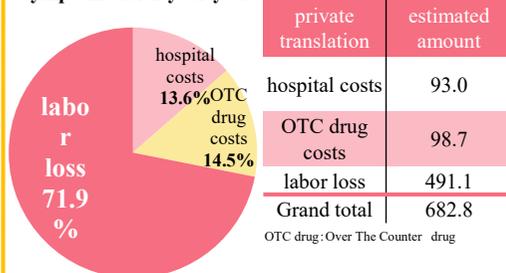
※1 “dementia” “ Heart disease / cerebrovascular disease ” “ Sarcopenia frail / Osteoporosis ”



## Support the Health of Working Women

### FEMTEC Operations (FEMTEC=female+technology)

■ Social burden of menstrual-associated symptoms for 1 year year (billion yen)



Current issues related to women's health in the workplacez

- Issues in professions with relatively large numbers of women  
ex.)Increase in mental health and smoking rates in customer service roles, roles requiring a lot of standing, call center roles, and similar professions
- Issues in Menstruation  
ex.)Loss of presenteeism and lack of literacy.
- Issues in Diseases Specific to Women.  
ex.)Balancing work and gynecological checkups.
- Challenges in pregnancy and childbirth  
ex.)Loss of career opportunities, etc.
- Issues in Menopause  
ex.)Balancing work and family care, and lost opportunities in the workplace

Possible improvements and effects

- Improvement of absenteeism
- Improvement of presenteeism
- Long-term human resource
- Improvement of Engagement

### 【Market Opportunities in FEMTEC operations】

- Global Femtec Market Size Forecast 2025: Approximately 5.5 trillion yen (CB Insights, Inc.)
- Japan ranks 120th in the Gender Gap Index (156 countries) G7 bottom position

• Using technology to solve and support women's specific health issues. Contributing to the improvement of productivity and corporate performance by promoting a social environment in which women can work comfortably.

### 【 Efforts in the development of the Group's business 】

In addition to enriching our customers' lives and solving social issues, we will further enhance the quality of health management by addressing the health of women, who account for nearly half of all Group employees.

### Promotion of women to management positions in the medical business

Currently about 40% ⇒ Target 50%. ( Reference : 25% target for the entire group )

⇒ Launch a new brand ” est're“for women under the supervision of obstetricians and gynecologists.

Created based on Tanaka E Momoeda M,osuga Y et al.J Med Econ2013;16(11):1255-1266

※ Source: Health Care Industry Division, Ministry of Economy, Trade and Industry, “Women's Health Initiatives in Health Management,” March, 2019

# Our group's ESG certification, etc.

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## <External evaluation associated with ESG>

 <p>2022 Sompo Sustainability Index</p>	<p>Selected as a constituent of the SOMPO Sustainability Index for FY2022 list. (Selected in past, FY2019 and FY2020)</p>	<p>June. 2022</p>
 <p>2022 健康経営優良法人 Health and productivity</p>	<p>Certified as one of the enterprises in the “Health and Productivity Enterprises 2021 list for the Sixth consecutive year (Ministry of Economy, Trade and Industry, Nippon Kenko Kaigi)</p>	<p>March 2022</p>
 <p>Smart Meal スマートミール</p>	<p>The Company’s 24 employee cafeterias received the highest recognition (three stars) under the Healthy Meal and Dietary Environment Consortium Smart Meal certification system.</p>	<p>August. 2021</p>
<p>Selected as a constituent of the MSCI-japan-empowering-women-index(WIN)</p>		<p>June. 2021</p>
	<p>Received “Ikumen Ikuboss Award” as part of the Aichi Prefecture Family Friendly Company Commendations for FY2018 (Aichi Prefecture)</p>	<p>February. 2020</p>
<p>Reception of Encouragement Award (President of Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers Award) for “Fiscal Year 2019 Good Example of Workplace Improvement for Employment of Persons with Disabilities” (Sponsor: Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers (independent administrative organization); Benefactor: Ministry of Health, Labour and Welfare)</p>		<p>January. 2020</p>
 <p>あいち女性輝きカンパニー</p>	<p>Selected as an excellent company from among the “Aichi Shining Women Companies” for FY2019 (Aichi Prefecture)</p>	<p>October. 2019</p>



Obtained the Next-generation Certification Mark known as “Kurumin certification” for the second time in 2019 (Ministry of Health, Labour and Welfare)  
\*Obtained Kurumin certification for the first time in 2016.

January. 2019

Received the Excellent Company Award for Employment of Persons with Disabilities under Tokyo Metropolis’ program for commendation of excellent companies for employment of persons with disabilities for FY2017 (Tokyo Metropolis)

September. 2017

Received the FY2015 Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers President’s Award for Effort (excellent site for employment of persons with disabilities) (Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers)

September. 2015



Selected for inclusion in FY2014 Diversity Management Selection 100 (Ministry of Economy, Trade and Industry)

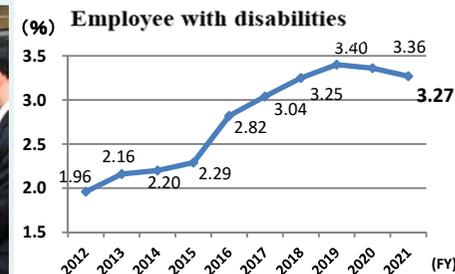
March. 2015

Received the Minister of Health, Labour and Welfare Award (the highest award) for FY2013 for “Workplace improvement best practices for employment of persons with disabilities” (hosted by Japan Organization for Employment of the Elderly, Persons with Disabilities and Job Seekers under the auspices of the Ministry of Health, Labour and Welfare)

September. 2013



The former Emperor and the Empress visited the Tokyo Head Office Clerical Work Support Center in connection with the Company’s receipt of the Minister of Health, Labour and Welfare Award



<Reference>

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- (1) **Strengthening of the Structure to Promote Sustainability Management.** The Group decided to establish a 'Sustainability Committee', a 'Sustainability Promotion Department' was established to serve as the secretariat (April 1, 2022).
- (2) **Listing on a new market category “Prime Market”** (April 4, 2022.)
- (3) **Notice Concerning Merger of Subsidiaries (HIMEDIC, Inc. and Trust Garden Co., Ltd. in Medical Operations.** (May 9, 2022.)
- (4) **Held with spectators of the Resorttrust Ladies golf championship was held at Maple Point Golf Club.(from May 26 to May 29, 2022)**
- (5) **Notice Concerning Transfer of Fixed Assets(Hotel Trusty Nagoya ).** (June 14,2022)
- (6) **Notice Concerning Disposal of Treasury Shares as Restricted Share Compensation.** (June 28,2022)
- (7) **Notice Concerning Completion of Allotment of Treasury Shares Disposed as Restricted Share Compensation.** (July 28, 2022)
- (8) **Endorsement of TCFD (Task Force on Climate-related Financial Disclosure) (August 8, 2022).**
- (9) **Cancer Intelligence Care Systems, Inc. (consolidated subsidiary of the Company) completed the observation period for the primary endpoints of the domestic Phase I clinical trial of Boron Neutron Capture Therapy (“BNCT”) for malignant melanoma and angiosarcoma (September 9) and started a domestic phase II clinical trial (announced 9 November).**
- (10) **Full-year forecasts and dividend forecasts revised upwards.** (November 9, 2022)

# <Reference> Segment Sales and Operation Income 2Q FY2022

(April to September) RESORTTRUST GROUP

## <Accounting Base>

(Million yen)

		2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	YoY Change	Change FY2019	2022/9 initial targets	vs. initial plan
<b>Membership</b>	Sales	22,164	42,036	20,855	<b>17,953</b>	(13.9%)	(19.0%)	15,260	+ 17.6%
	Operating Income	8,147	14,390	6,296	<b>5,542</b>	(12.0%)	(32.0%)	4,070	+ 36.2%
<b>Hotel and Restaurant</b>	Sales	42,167	25,143	34,382	<b>43,748</b>	+27.2%	+3.7%	43,290	+ 1.1%
	Operating Income	1,478	(3,181)	128	<b>3,075</b>	+2286.5%	+108.0%	2,340	+ 31.4%
<b>Medical</b>	Sales	19,532	18,764	20,840	<b>21,939</b>	+ 5.3%	+ 12.3%	22,020	(0.4%)
	Operating Income	3,040	2,515	2,594	<b>3,037</b>	+ 17.1%	(0.1%)	2,600	+ 16.8%
<b>Other</b>	Sales	332	333	352	<b>374</b>	+6.5%	+12.7%	430	(12.8%)
	Operating Income	255	254	271	<b>321</b>	+18.4%	+25.8%	310	+ 3.8%
<b>Head Office</b>	Operating Income	(4,420)	(3,998)	(4,159)	<b>(4,815)</b>	(656)	(395)	(4,620)	(195)
<b>Total</b>	Sales	84,197	86,276	76,430	<b>84,016</b>	+ 9.9%	(0.2%)	81,000	+ 3.7%
	Operating Income	8,501	9,980	5,132	<b>7,161</b>	+ 39.5%	(15.8%)	4,700	+ 52.4%

# <Reference> Contract Values of Membership 2Q FY2022

(April to September) RESORTTRUST GROUP

(Billion yen)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2022/9 Progress rate of contract (cumulative)	2023/3 revision targets
SANCTUARY COURT NIKKO	—	—	—	—	—	24.9
SANCTUARY COURT BIWAKO	—	—	—	32.0	42.5%	39.5
SANCTUARY COURT TAKAYAMA	—	—	20.5	1.6	76.5%	4.0
The KAHALA Club Hawaii	—	0.3	0.2	0.5	—	0.7
Yokohama Baycourt Club	11.4	12.0	1.0	0.8	—	1.2
Laguna Baycourt Club	6.8	3.1	0.7	0.5	—	0.8
XIV Rokko SV	0.5	(0.4)	4.6	1.1	—	1.1
Ashiya Baycourt Club	4.7	8.9	0.3	0.8	—	1.2
XIV Yugawara Rikyu	1.6	(0.9)	5.3	0.8	94.6%	1.4
Other Hotels	5.7	3.1	5.3	2.5	—	5.1
<b>Hotel Membership Total</b>	<b>30.8</b>	<b>26.1</b>	<b>37.9</b>	<b>40.5</b>	<b>—</b>	<b>79.8</b>
Golf	0.2	0.4	0.5	0.4	—	0.6
HIMEDIC	2.9	2.9	3.7	3.4	—	6.6
<b>Total</b>	<b>33.9</b>	<b>29.4</b>	<b>42.2</b>	<b>44.3</b>	<b>—</b>	<b>86.9</b>

\* Progress rate of the total contract amount

# <Reference> Sales of Membership Segment 2Q FY2022

(April to September)

RESORTTRUST GROUP

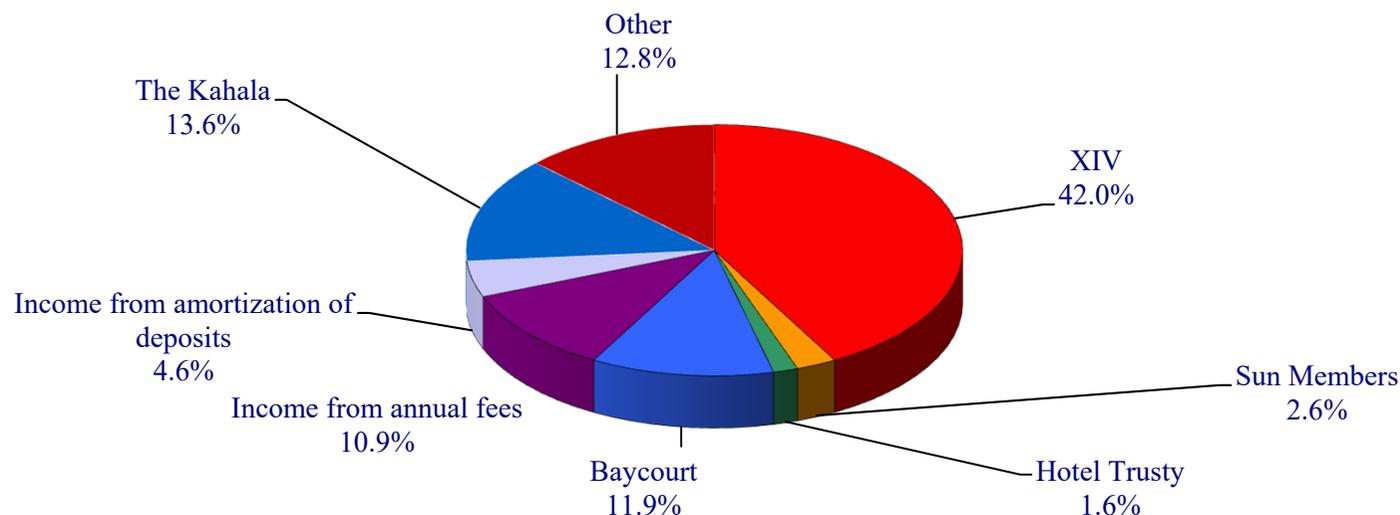
(Billion yen)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2023/3 revision targets
SANCTUARY COURT NIKKO	—	—	—	—	21.1
SANCTUARY COURT BIWAKO	—	—	—	27.3	33.7
SANCTUARY COURT TAKAYAMA	—	—	17.4	1.4	3.4
The KAHALA Club Hawaii	—	0.1	0.1	0.2	0.3
Yokohama Baycourt Club	10.3	10.4	0.8	0.7	1.0
Laguna Baycourt Club	6.2	2.7	0.6	0.4	0.7
XIV Rokko SV	0.4	(0.3)	4.1	1.0	1.0
Ashiya Baycourt Club	4.3	7.9	0.2	0.7	1.1
XIV Yugawara Rikyu	1.4	(0.9)	4.0	0.6	1.1
Other Hotels	4.7	1.7	3.7	1.7	3.7
<b>Hotel Membership Total</b>	<b>27.4</b>	<b>21.7</b>	<b>31.0</b>	<b>34.1</b>	<b>67.0</b>
<b>Deferred Sales</b>	Yokohama Baycourt Club	(5.5)	20.1	—	—
	SANCTUARY COURT NIKKO	—	—	—	(11.5)
	SANCTUARY COURT BIWAKO	—	—	—	(15.1)
	SANCTUARY COURT TAKAYAMA	—	—	(9.5)	(0.6)
<b>All Hotels</b>	<b>21.9</b>	<b>41.8</b>	<b>21.5</b>	<b>18.3</b>	<b>35.2</b>
Other	0.3	0.3	(0.6)	(0.4)	(1.0)
<b>Membership Operations Total</b>	<b>22.2</b>	<b>42.0</b>	<b>20.9</b>	<b>18.0</b>	<b>34.2</b>

# <Reference> Sales of Hotel and Restaurant Segment 2Q FY2022

(April to September)

RESORTTRUST GROUP



(Million yen)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	<b>2022/9 results</b>	2023/3 revision targets
XIV	17,636	10,207	14,161	<b>18,354</b>	36,820
Sun Members	2,392	520	589	<b>1,137</b>	2,288
Hotel Trusty	3,243	854	1,075	<b>702</b>	1,465
Baycourt	4,794	2,851	3,846	<b>5,197</b>	10,886
Income from annual fees	4,182	4,247	4,724	<b>4,783</b>	9,602
Income from amortization of deposits	1,788	1,756	2,025	<b>2,030</b>	4,170
The Kahala	3,735	1,904	3,272	<b>5,947</b>	12,489
Other	4,394	2,800	4,687	<b>5,595</b>	9,628
<b>Total</b>	<b>42,167</b>	<b>25,143</b>	<b>34,382</b>	<b>43,748</b>	<b>87,350</b>

# <Reference> Operations by category 2Q FY2022

(April to September) RESORTTRUST GROUP

## <HOTEL>

Number of overnight visitors

(Thousands)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2023/3 revision targets
XIV	987	536	770	<b>1,007</b>	1,870
Sun Members	212	39	48	<b>97</b>	185
Hotel Trusty	348	90	124	<b>89</b>	182
Baycourt	152	90	131	<b>172</b>	348

Occupancy rates

(%)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2023/3 revision targets
XIV	52.9	29.7	43.6	<b>56.3</b>	53.1
Sun Members	61.8	13.1	25.9	<b>51.6</b>	49.6
Hotel Trusty	88.3	18.8	30.2	<b>71.1</b>	74.0
Baycourt	46.0	28.0	34.1	<b>44.5</b>	45.8

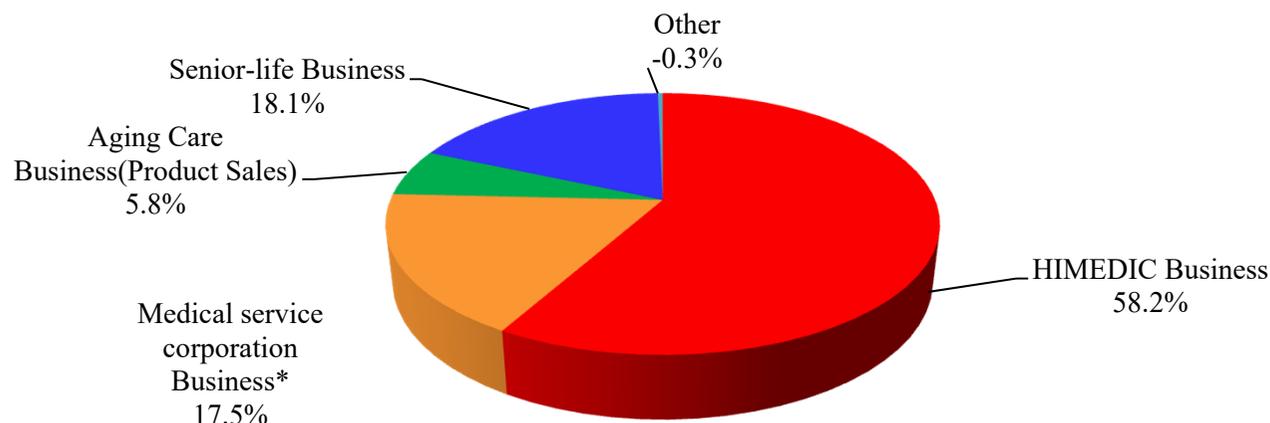
Spending per visitor

(yen)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2023/3 revision targets
XIV	17,857	19,039	18,387	<b>18,231</b>	19,687
Sun Members	11,273	10,238	9,618	<b>10,345</b>	12,379
Hotel Trusty	9,314	9,487	8,675	<b>7,902</b>	8,050
Baycourt	31,497	31,372	31,335	<b>31,962</b>	31,323

# <Reference> Sales of Medical Segment 2Q FY2022

(April to September) RESORTTRUST GROUP



(Millions yen)

	2019/9 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2023/3 revision targets
HIMEDIC Business	8,211	8,490	9,127	<b>9,946</b>	20,197
Medical service corporation Business*	3,043	2,549	3,676	<b>3,850</b>	7,534
Aging Care Business(Product Sales)	1,282	1,157	1,307	<b>1,269</b>	2,727
Senior-life Business	5,645	6,587	6,771	<b>6,839</b>	13,909
Other	1,347	(19)	(42)	<b>32</b>	(107)
Total	19,532	18,764	20,840	<b>21,939</b>	44,260

※Operation support for general medical service business, etc.

## <Senior residences and private nursing homes>

	2019/6 (pre-COVID) results	2020/9 results	2021/9 results	2022/9 results	2023/3 initial targets
Occupancy rates(%)	86.5	87.3	88.4	<b>86.3</b>	90.9
number of rooms	2,100	2,100	2,095	<b>2,094</b>	2,094

# <Reference> Income and Accounting for a Core XIV Facility

(Before completion of construction)

RESORTTRUST GROUP

	Contract	Framework	Completion of Construction	
Total payment (100%)	60% of sale price received	80% of sale price received	100% of sale price received	
Security deposit (10%)	Member pays deposit upon signing contract			Liability incurred when contract signed*2
Registration fee (40%)	Member pays registration fee upon signing contract			Sale recorded when contract signed
Real estate cost (50%)	Member pays 10% of total payment upon signing contract	Member pays 20% of total at framework raising	Member pays 20% of total upon completion	Sale recorded when facility opens

\*2 After facility opens, sale is amortized.

Example: Membership price of 10 million yen

	Contract	Framework	Completion of Construction	At Opening	Earnings Recorded
Security deposit: 1 million yen	1 million yen				Balance-sheet liability recorded *2
Registration fee: 4 million yen	4 million yen				Sale recorded (when contract signed)
Real estate: 5 million yen	1 million yen*1	2 million yen*1	2 million yen*1		Sale recorded (when facility opens)
Total contract amount: 10 million yen	6 million yen	2 million yen	2 million yen		
<b>Sale amount recorded</b>	4 million yen	—	—	5 million yen*1	
				Cost of Sales 3.5 million yen	
				Annual fee: 0.13 million yen	

\*1 The real estate cost is deferred until the facility opens and is treated as revenue after the facility opens.  
 \*2 After facility opens, sale is amortized.

# <Reference> Effects of Deferred Revenue from properties before hotel opening (FY)

RESORTTRUST GROUP

« Method of recording sales and income from property before hotel opening » P.42

Registration fee treated as Sales upon signing.

Sales or Cost of the real estate  deferred until the Hotel opens

\*Discribed "+" is in realized period. And discribed "0" is in unrealized period.

(Billion yen)

Fiscal year	Results for FY2014 (2015/3)	Results for FY2015 (2016/3)	Results for FY2016 (2017/3)	Results for FY2017 (2018/3)	Results for FY2018 (2019/3)	Results for FY2019 (2020/3)	Results for FY2020 (2021/3)	Results for FY2021 (2022/3)									
Contract amount of properties before completion of construction	(XIV Yugawara) 9.2 billion (XIV Toba Bettei) 11.8 billion	(XIV Rokko SV) 4.5 billion (Ashiya Baycourt) 30.1 billion (XIV Yugawara) 12.3 billion	(Laguna Baycourt) 20.0 billion (XIV Rokko SV) 3.2 billion (Ashiya Baycourt) 12.5 billion	(Yokohama Baycourt) 7.2 billion (Laguna Baycourt) 20.8 billion (XIV Rokko SV) 2.5 billion	(Yokohama Baycourt) 13.0 billion	(Yokohama Baycourt) 22.7 billion	Yokohama Opened	(Biwako) 1.6 billion (Takayama) 39.0 billion									
Deferred sales and income from properties	Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income	
Kanto																	
Value deferred																	
Value realized																	
SANCTUARY COURT BIWAKO																(0.7)	(0.2)
Value deferred																	
Value realized																	
SANCTUARY COURT TAKAYAMA																	
Value deferred																	
Value realized																	
Yokohama Baycourt																	
Value deferred								(3.5)	(1.2)	(6.2)	(2.1)	(10.5)	(3.4)				
Value realized																	
Laguna Baycourt																	
Value deferred								(10.2)	(3.2)	(10.4)	(3.4)						
Value realized																	
XIV Rokko SV																	
Value deferred								(2.1)	(0.4)	(1.4)	(0.3)	(1.1)	(0.2)				
Value realized																	
Ashiya Baycourt																	
Value deferred								(15.3)	(5.4)	(6.1)	(2.2)						
Value realized																	
XIV Yugawara Rikyu																	
Value deferred	(4.7)	(1.3)	(5.5)	(1.7)													
Value realized																	
XIV Toba Bettei (From FY 2013)																	
Value deferred	(6.3)	(1.7)															
Value realized																	
Value affected(Single Year)	(11.0)	(3.0)	(13.2)	(4.6)	(7.5)	(2.3)	+6.2	+3.4	+18.9	+6.1	(10.5)	(3.4)	+20.1	+7.1	(18.8)	(7.3)	

\*Realized Value(Result) includes the difference between the preliminary cost and the fixed cost.

# <Reference> Highlight Page: Breakdown of Evaluated net sales/operating income

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The following factors are added to the accounting figures on pages 3 to calculate the valuation figures.

## Financial Highlights 2Q FY2022(April to September)

(Millions yen)

	2019/9 (pre-COVID results)	2020/9 (results)	2021/9 (results)	2022/9 (results)
Deferred revenue (real estate sales)	+5,429	(20,078)	+9,513	+15,761
Changes in revenue recognition standard	-	-	+1,107	+736
<b>Adding evaluation on net sales</b>	<b>+5,429</b>	<b>(20,078)</b>	<b>+10,621</b>	<b>+16,498</b>

Deferred revenue (real estate sales)	+1,823	(7,142)	+3,773	+3,927
Changes in revenue recognition standard	-	-	+1,107	+736
Recording of extraordinary losses during the closure	-	(3,542)	-	-
<b>Adding evaluation on operating income</b>	<b>+1,823</b>	<b>(10,684)</b>	<b>+4,880</b>	<b>+4,663</b>

\*Effect of changes in revenue recognition standard, not including accounting for loyalty points.

# <Reference> Effect of change in revenue recognition standard

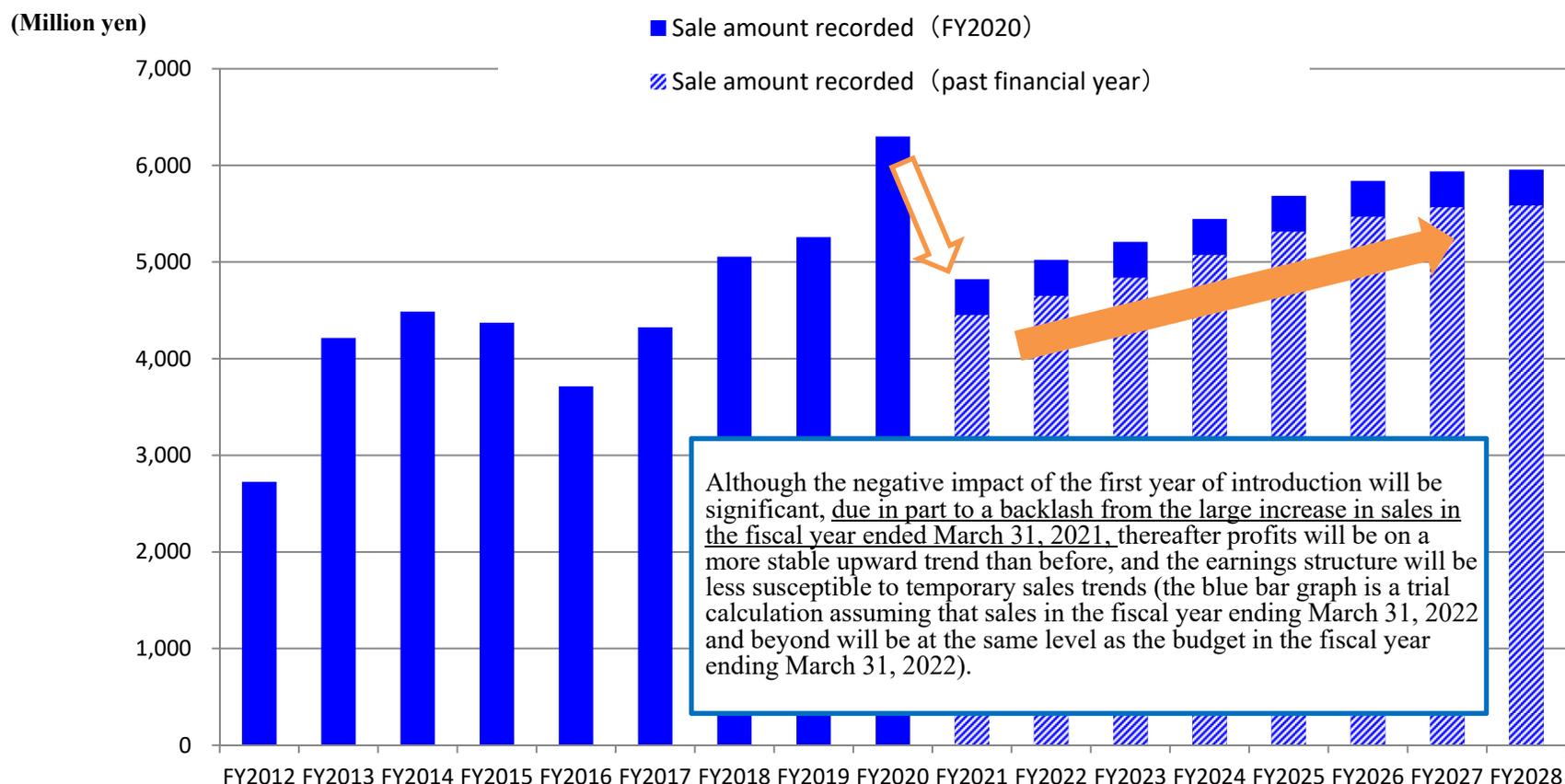
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## <Effect of change in revenue recognition standard (HIMEDIC registration fees)>

From the fiscal year ending March 31, 2022 onward, registration fees associated with sales will be pro-rated over a period of 8 years.

⇒The amount recorded for the year is recalculated by taking into account past sales over the most recent 8 years.

(As a result, the amount recorded in the fiscal year ending March 31, 2022 will be at the same level as the average of the sales amount for each single year from the fiscal year ended March 31, 2013 to the fiscal year ending March 31, 2022.)



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**Any statements in this presentation document, other than those of historical fact, are forward-looking statements about the future performance of Resorttrust, Inc. and its group companies, which are based on management's assumptions and beliefs in light of information currently available, and involve risks and uncertainties. Actual results may differ materially from these forecasts.**