



Opened “Ashiya Baycourt Club”
(On February 26, 2018)

Financial results Presentation For the Year Ended March 31, 2018

Resorttrust, Inc. (Securities code 4681)

Business Results Summary, Medium- to Long-term Strategy

- **Overview of FY 2017** **P. 3**
- **Segment Highlights** **P. 4**
- **Review of “Next40”** **P. 5-7**

Financial Highlights

Highest-ever net sales for the full year. Income items increased, too

(Million yen)

	2018/3 (results)	2018/3 (targets)	Difference	2017/3 (results)	YoY Change
Net Sales	165,413	171,000	(3.3%)	143,541	+15.2%
Operating Income	17,742	17,000	+4.4%	13,514	+31.3%
Ordinary Income	19,422	18,200	+6.7%	14,806	+31.2%
Net Income	11,830	11,800	+0.3%	11,010	+7.4%

<Difference>

- Net sales were slightly lower than the target owing mainly to weather factors that affected hotel operations. However, operating income, ordinary income, and net income were higher than the targets mainly because personnel expenses and other selling expenses were lower than the targets.

<YoY Change>

- Sales and income increased owing to such factors as recording of higher revenue from properties in line with the opening of “Ashiya Baycourt Club,” new contributions by “XIV Yugawara Rikyu,” and expansion of the medical business.

Segment Sales and Operation Income before allocation for Fiscal Year 2017

<Sales>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other		Total
2018/3 (results)	56,254	77,715	30,735	707		165,413
2018/3 (targets)	57,650	80,090	32,500	760		171,000
Difference	(2.4%)	(3.0%)	(5.4%)	(6.9%)		(3.3%)
2017/3 (results)	42,530	74,193	25,702	1,114		143,541
YoY Change	+32.3%	+4.7%	+19.6%	(36.5%)		+15.2%

<Operating Income before allocation of head office costs (indirect costs)>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other	Overhead expenses	Total
2018/3 (results)	16,387	3,563	5,236	554	(7,999)	17,742
2018/3 (targets)	13,770	4,570	5,860	560	(7,760)	17,000
Difference	+19.0%	(22.0%)	(10.6%)	(1.0%)	(240)	+4.4%
2017/3 (results)	10,572	4,554	4,556	761	(6,930)	13,514
YoY Change	+55.0%	(21.8%)	+14.9%	(27.2%)	(1,070)	+31.3%

"Difference" and "YoY Change" are the difference in the amount.

Factors causing changes to the Medium-term Management Plan

“Next 40” since its launch No.1

FY2013 ~ FY2017

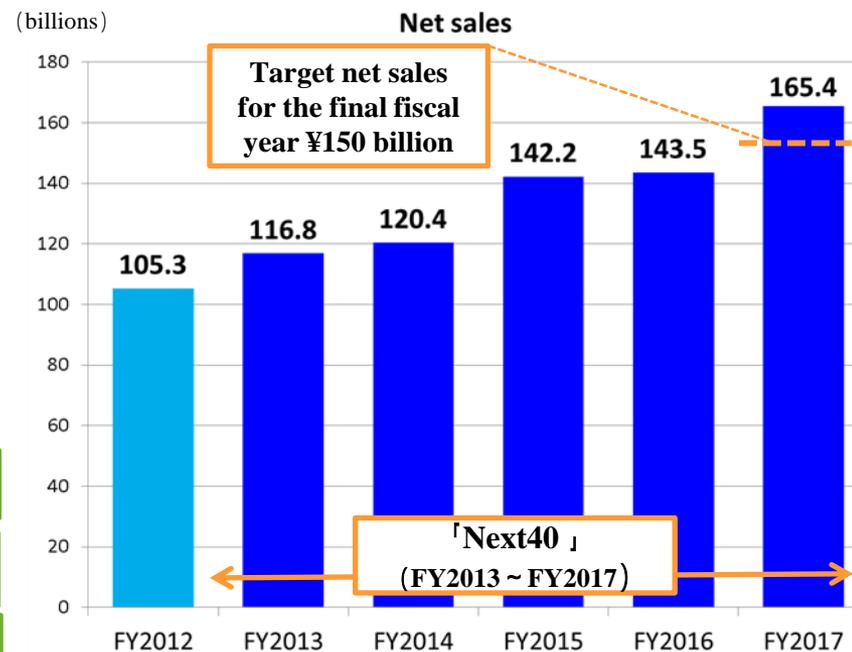
- During the period under the Excellent Hospitality Plan, our development schedule had been postponed due to factors such as the impact of earthquakes, and thus, demand for new properties has accumulated.
- Since the speed of progress exceeds our expectations thanks to “Next 40,” which accelerates new business development in various fields based on our Fundamental Group Strategy, net sales exceeded our initial plans significantly.

< 「Next40」 Fundamental Group Strategy >

1. Further enhancement and establishment of a permanent model for the membership resort business
2. Expansion of the medical and senior life businesses
3. Expansion of combined and peripheral businesses leveraging the collective Group-wide capabilities

Accelerate supply to meet the robust demand, steadily strengthen and expand management resources for the growth of the Group.

	Results	Initial expectation
Number of new Membership resort facility construction works	6 projects	5 projects
Growth rate of contract amounts	about 8% per year	about 5% per year
Number of newly opened HIMEDIC bases	4 courses	2 courses
Increase in number of operating facilities for seniors	8 facilities (about 1,000 room increase)	5 facilities
Increase in number of operational support for examination facilities for general consumers	10 facilities (Acquired Shinko medical support Co., Ltd.) →	— previous name: Kosei Co., Ltd.
Operation of hotels overseas	Acquired “The Kahala Hotel & Resort”	—



Net sales (estimate) for the final fiscal year greatly exceeded our initial estimation of ¥150 billion

Compared to the final fiscal year of the previous Medium-term Management Plan approximately **157%**

On the other hand, business commencement expenses and forward expenses increased (please refer to P.6 for details on costs)

Factors causing changes to the Medium-term Management Plan

“Next 40” since its launch No.2

FY2013~FY2017

- Due to the decision to host the 2020 Tokyo Olympics and the increase in inbound businesses, etc., personnel expenses and construction expenses soared, and the service industry experiences a labor shortage.
- We promptly recognize it as a direct risk to our businesses, and strive to continuously secure our personnel and improve working environments in our newly opened facilities.
- As a result of increased investment in reinforcing human resource base and group strengths, we were lower than our targets in terms of income. However, the investment contributes highly to the improvement in retirement rate, personnel recruitment and ES (Employee Satisfaction), and the foundation for the future has steadily been built.

<「Next40」 Fundamental Group Strategy>

4. Reinforcing human resource base and group strengths

EX.

• Enhancement of working environments to reinforce human resource base

Salary increase (FY2015, FY2016); promoting personnel recruitment; enhancing and improving staff dormitories, dormitory leasing, staff canteen and other welfares; implementing diversity management; conducting educational programs such as e-learning; improving the internal information sharing system, etc.

• Reinforcing group strengths, enhancing the risk management system

Developing and enhancing a Group-wide compliance management system; transition to a company with an Audit & Supervisory Committee, etc.

<Measures against soaring construction cost>

XIV Yugawara Rikyu (Opened in March 2017)	XIV Hakone Rikyu (Opened in March 2010)
Total project cost: Approximately ¥26.3billion	Total project cost: Approximately ¥22.0billion
Room grade : amount	
S : 55	S : 20
SE : 36	SE : 23
-	EC : 89
CB : 96	CB : 55
Total : 187 rooms	Total : 187rooms

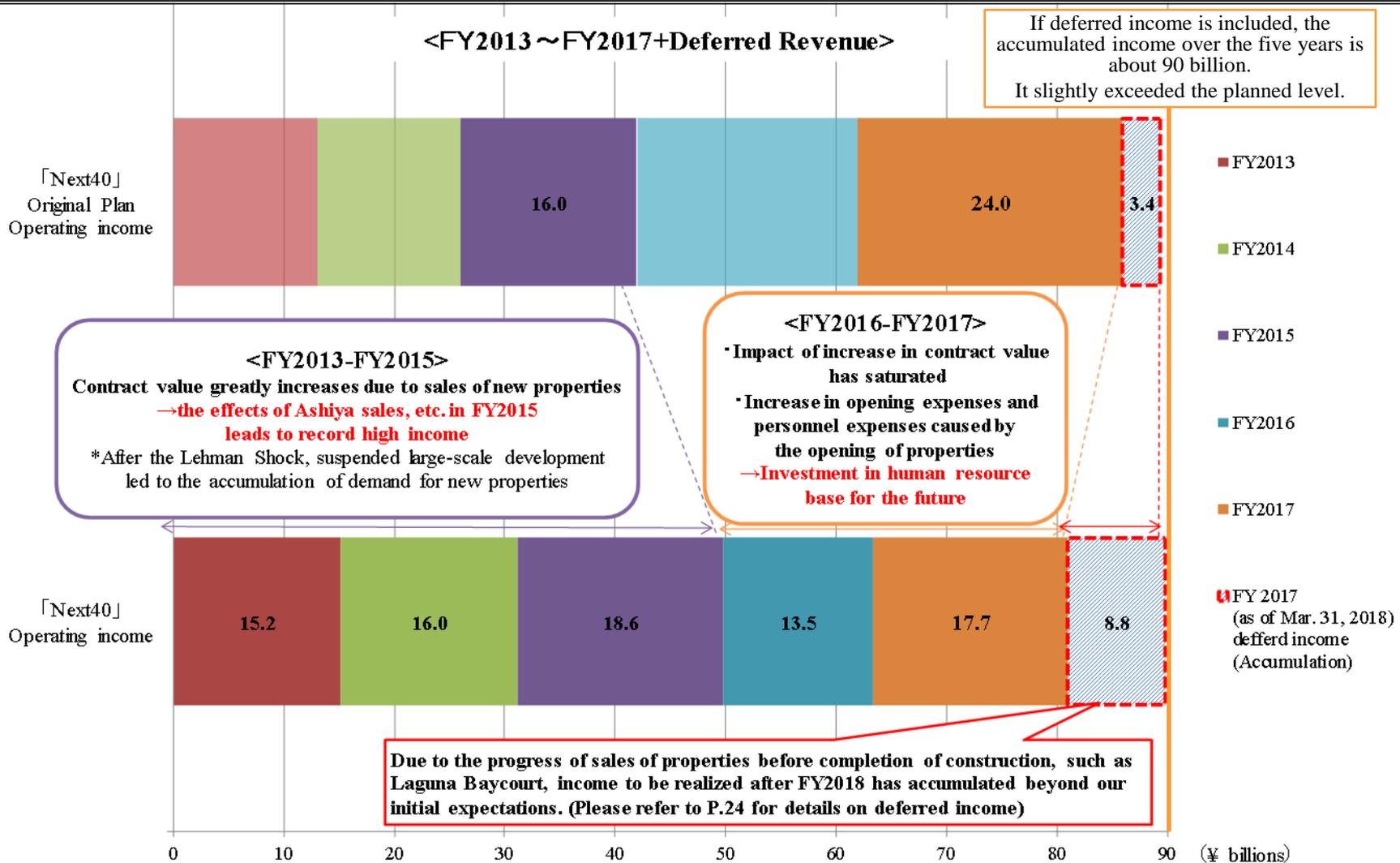
Increase revenue by raising the percentage of high-grade rooms, which has a higher demand (However, opening expenses, etc. exceed that of the original plan)

Declaration of “Health and Productivity Enterprise” (January, 2016), certified as a “White 500” (February, 2017 & February, 2018)

“Next 40” Operating income of each FY and the accumulation

FY2013~FY2017

- During the first half of the plan up to FY2015, contract values increased significantly, more than expected due to factors such as the impact of sales. (This saturated during the next period.)
- During the second half, active investment in recruitment, building and reinforcing the foundation put pressure on income.
- New business development and sales of properties before completion of construction progress steadily, deferred income to be realized after FY2018 increase.



Results Details for FY 2017

- **Topics for Fiscal Year 2017** **P. 9-10**
- **Results Details for FY2017** **P. 11-18**
(by Segment, Operations, BS · CF, etc.)

Topics for Fiscal Year 2017 No.1

- (1) Started to operate a private nursing home “Activa Biwa,” in Otsu, Shiga Pref.
(April 1, 2017)**
- (2) Holding of the Resorttrust Ladies golf championship was held at Oakmont Golf Club.
(from May 26 to May 28, 2017)**
- (3) Resolved issuance of stock acquisition rights as stock option. (June 29, 2017)**
- (4) Hotel facility site acquisition for
“Minato Mirai 21 Central District Block 20 MICE Facility Development Business”
(July 18, 2017)**
- (5) The Dunlop Srixon Fukushima Open was held
at Grandee Nasu Shirakawa Golf Club’s course for consenitive years.
(from July 27 to July 30, 2017)**
- (6) Announcement of Development of “KAHALA” brand Luxury Hotels
around the World. (October 16, 2017)**
- (7) Start of Construction of Exclusive Membership Resort Hotel
“YOKOHAMA BAYCOURT CLUB” and Non-membership luxury hotel
“THE KAHALA HOTEL & RESORT YOKOHAMA.”(October 17, 2017)**

Topics for Fiscal Year 2017 No.2

- (8) “Midtown Clinic Meieki*” opened. *Meieki is an abbreviation for Nagoya Station. Advanced Medical Care Inc. , a member of the Resort Trust Group, provides operational support for Midtown Clinic Meieki.(October 17, 2017)**
- (9) Received the “Excellent Company Award for Employment of Persons with Disabilities” hosted by the Tokyo Metropolitan Government.(October 17, 2017)**
- (10) Announcement of new branded hotel scheduled opening of “Hotel Trusty Premier” hotels in Nihonbashi Hamacho, Tokyo and Kumamoto. (December 13, 2017)**
- (11) Started Membership Sales for Exclusive Membership Resort “Yokohama Baycourt Club.” (December 18, 2017)**
- (12) Certified as a “Childcare Support Company” of FY 2017 by Nagoya city. (January 29, 2018)**
- (13) Announcement of Acquisition of Land for the Purpose of Business Development. (February 9, 2018)**
- (14) Has been selected as one of the enterprises in the “Health and Productivity Enterprises 2018 ~ White 500 ~” for the Second Consecutive Year.(February 20, 2018)**
- (15) Opening of “Ashiya Baycourt Club”Exclusive Membership Resort. (February 26, 2018)**
- (16) Opening of a Private Nursing Home “Trust Garden Shijo Karasuma.” (March 1, 2018)**

Contract Values of Membership

(Billion yen)

	2018/3 results	2018/3 targets	Difference	2017/3 results	YoY Change	2018/3 Progress rate of contract (cumulative)	2019/3 targets
Yokohama Baycourt Club*	7.2	13.5	(6.2)	-	+7.2	11.6%	14.1
Laguna Baycourt Club	20.8	14.9	+6.0	20.0	+0.8	55.5%	11.5
XIV Rokko SV	2.5	4.0	(1.4)	3.2	(0.6)	40.8%	2.5
Ashiya Baycourt Club	10.3	10.7	(0.4)	12.5	(2.2)	67.6%	8.2
XIV Yugawara Rikyu	5.1	4.9	+0.3	14.4	(9.3)	69.9%	5.5
Other Hotels	8.3	7.8	+0.5	4.7	+3.5	-	9.9
Hotel Membership Total	54.3	55.7	(1.4)	54.9	(0.6)	-	51.7
Golf	0.4	0.1	+0.2	0.3	+0.1	-	0.2
Membership Operations Total	54.7	55.8	(1.2)	55.2	(0.5)	-	51.9
HIMEDIC	4.7	4.9	(0.2)	4.2	+0.6	-	5.1
Total	59.4	60.8	(1.4)	59.3	+0.1	-	57.0

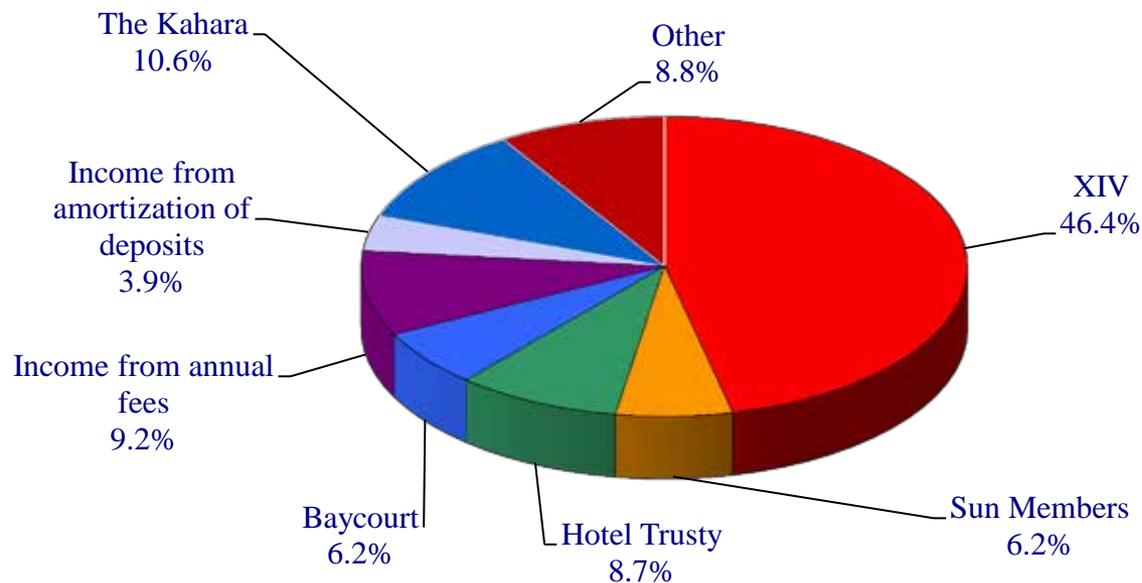
*The membership of Yokohama Baycourt Club started selling on December 18, 2017.
The target of Yokohama Baycourt Club start selling on September, 2017.

Sales of Membership Segment

(Billion yen)

		2018/3 results	2018/3 targets	Difference	2017/3 results	YoY Change	2019/3 targets
Yokohama Baycourt Club		6.5	12.2	(5.7)	-	+6.5	12.6
Laguna Baycourt Club		19.0	13.5	+5.5	18.3	+0.7	10.3
XIV Rokko SV		2.2	3.6	(1.4)	2.8	(0.5)	2.2
Ashiya Baycourt Club		9.3	9.7	(0.4)	11.3	(2.1)	7.4
XIV Yugawara Rikyu		4.6	4.5	+0.1	12.3	(7.7)	4.8
Other Hotels		7.0	6.9	+0.1	3.8	+3.2	6.0
Hotel Membership Total		48.6	50.5	(1.9)	48.5	+0.1	43.3
Deferred Sales	Yokohama Baycourt Club	(3.5)	(6.8)	+3.4	-	(3.5)	(6.7)
	Laguna Baycourt Club	(10.5)	(7.5)	(3.0)	(10.2)	(0.4)	20.6
	XIV Rokko SV	(1.2)	(2.0)	+0.8	(1.5)	+0.3	4.7
	Ashiya Baycourt Club	21.2	21.4	(0.2)	(6.4)	+27.6	-
	XIV Yugawara Rikyu	-	-	-	10.2	(10.2)	-
All Hotels		54.6	55.6	(1.0)	40.6	+14.0	61.8
Golf		0.1	0.1	+0.0	0.1	+0.0	0.1
Subtotal		54.7	55.6	(0.9)	40.7	+14.0	61.9
Other		1.6	2.0	(0.5)	1.8	(0.3)	(0.7)
Membership Operations Total		56.3	57.7	(1.4)	42.5	+13.7	61.2

Sales of Hotel and Restaurant Segment



(Million yen)

	2018/3 results	2018/3 targets	2017/3 results	2019/3 targets
XIV	36,058	37,718	33,664	37,659
Sun Members	4,804	4,892	4,707	4,901
Hotel Trusty	6,789	6,717	6,460	6,917
Baycourt	4,790	4,611	4,443	8,337
Income from annual fees	7,124	7,194	6,927	7,632
Income from amortization of deposits	2,993	3,041	2,929	3,236
The Kahara	8,207	8,339	7,950	7,983
Other	6,947	7,574	7,107	8,302
Total	77,715	80,090	74,193	84,970

Operations by category

Number of overnight visitors

(Thousands)

	2018/3 results	2018/3 targets	2017/3 results	2019/3 targets
XIV	1,864	1,956	1,812	1,943
Sun Members	431	453	444	439
Hotel Trusty	696	688	662	697
Baycourt*	145	144	143	272

<Reference>

(Thousands)

2015/3 results	2016/3 results
1,815	1,786
496	477
603	637
135	150

Occupancy rates

(%)

	2018/3 results	2018/3 targets	2017/3 results	2019/3 targets
XIV	50.8	53.7	52.6	52.7
Sun Members	60.4	63.4	62.7	61.8
Hotel Trusty	91.7	91.8	91.2	91.8
Baycourt*	54.6	57.8	57.1	59.6

(%)

2015/3 results	2016/3 results
54.0	54.0
64.7	65.2
89.7	92.5
53.2	59.5

Spending per visitor

(yen)

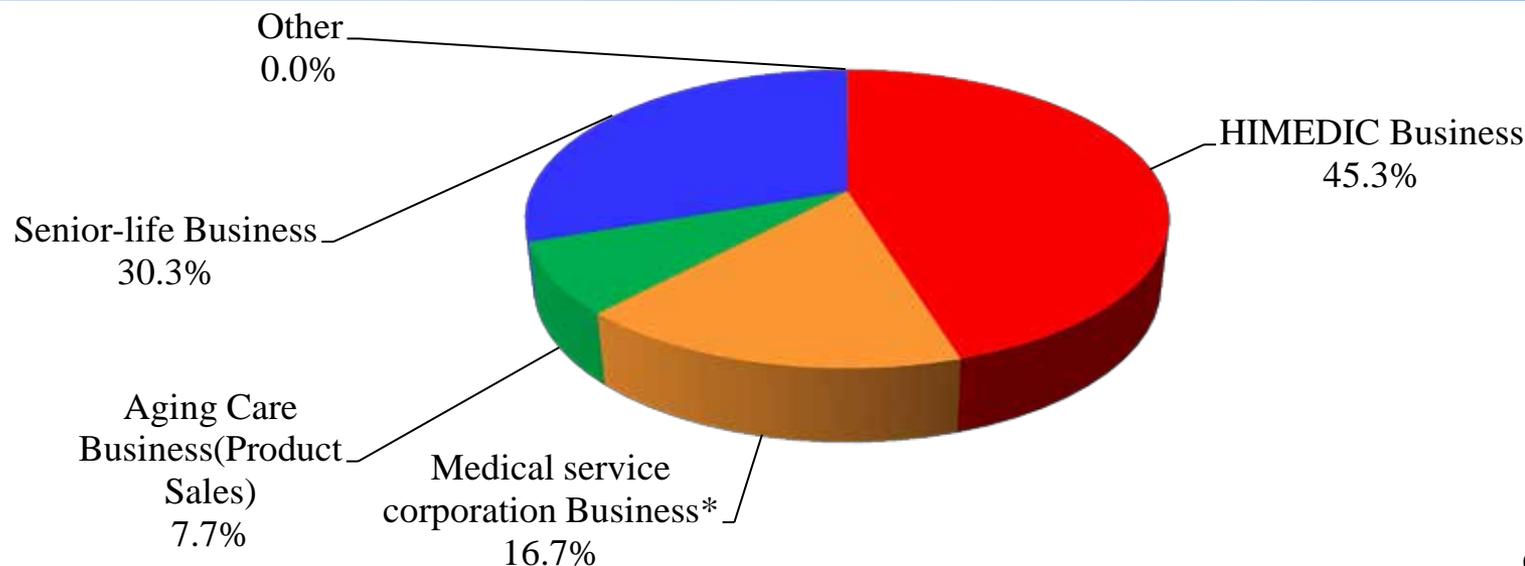
	2018/3 results	2018/3 targets	2017/3 results	2019/3 targets
XIV	19,340	19,279	18,573	19,381
Sun Members	11,139	10,787	10,589	11,159
Hotel Trusty	9,752	9,751	9,754	9,912
Baycourt*	32,940	32,025	30,898	30,412

(yen)

2015/3 results	2016/3 results
17,822	17,901
9,591	9,759
8,835	9,667
32,458	30,206

*Results for the fiscal year ended March 31, 2018, include Ashiya Baycourt Club (opened on February 26, 2018).

Sales of Medical Segment



(Millions yen)

	2018/3 results	2018/3 targets	2017/3 results	FY2019 targets
HIMEDIC Business	13,908	14,605	12,575	15,078
Medical service corporation Business*	5,120	4,802	3,912	5,492
Aging Care Business(Product Sales)	2,370	2,186	1,904	3,114
Senior-life Business	9,321	9,471	7,283	11,672
Other	14	1,434	26	1,351
Total	30,735	32,500	25,702	36,710

Operation support for general medical service business, etc.

< Senior residences and private nursing homes >

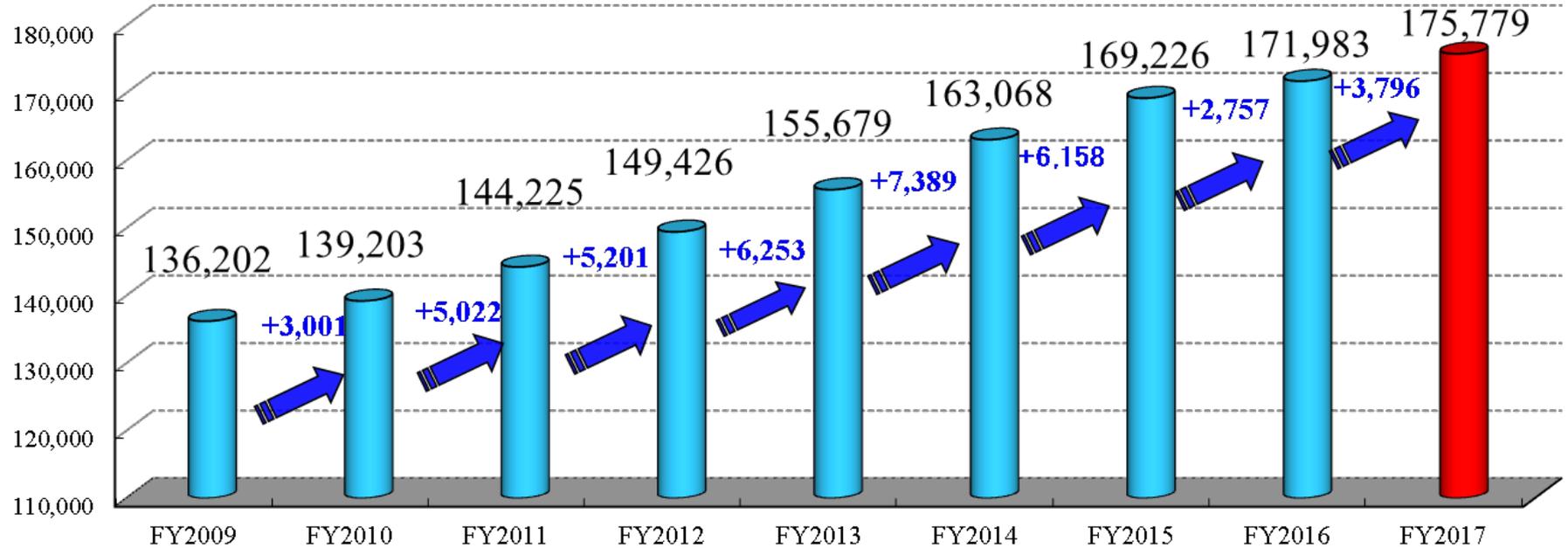
	2018/3 results	2018/3 targets	2017/3 results	FY2019 targets
Occupancy rates(%)	85.1	89.3	90.0	89.7
number of rooms	1,513	1,513	1,075	1,661

*Activa Biwa : Started to operate on April, 2017. Trust Garden Shijo Karasuma : Opened on March, 2018

*Life Assist Bashamichi : Start to operate on July, 2018

Number of Members

(Members)



(Members)

	Baycourt	XIV	Sun Members	Golf	Medical	Cruiser	Total
2017/3	13,115	76,517	34,429	31,032	16,473	417	171,983
2018/3	15,793	77,220	33,572	30,671	18,124	399	175,779
Change April - March 2017	+2,678	+703	(857)	(361)	+1,651	(18)	+3,796
Change April - March 2016	+2,469	(29)	(674)	(311)	+1,341	(39)	+2,757

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

Consolidated Balance Sheets

(Million yen)

	2017/3	2018/3	Change		2017/3	2018/3	Change
Total current assets	151,430	151,652	+221	Total current liabilities	95,778	106,153	+10,374
Cash and deposits	39,063	29,366	(9,696)	Notes and accounts payable-trade	1,401	1,355	(46)
Notes and accounts receivable-trade	9,437	7,689	(1,747)	Short-term loans payable	13,816	28,078	+14,261
Operating loans	41,553	44,041	+2,487	Current portion of bonds	250	2,750	+2,500
Short-term investment securities	6,215	6,404	+188	Accounts payable-other and accrued expenses	31,761	28,959	(2,802)
Merchandise, raw materials and supplies	2,232	2,346	+114	Advance received	33,532	28,564	(4,967)
Real estate for sale	15,634	22,776	+7,141	Other	15,016	16,445	+1,429
Real estate for sale in process	26,931	28,116	+1,184	Total noncurrent liabilities	207,447	190,172	(17,275)
Deferred tax assets	4,810	5,557	+747	Bonds payable and long-term loans payable	53,708	32,769	(20,939)
Other	5,550	5,352	(198)	Long-term guarantee deposited	102,492	101,541	(951)
Total noncurrent assets	270,175	269,863	(311)	Bonds with subscription rights to shares	30,200	29,855	(344)
Property, plant and equipment, net	155,824	170,600	+14,775	Other	21,046	26,005	+4,959
Intangible assets	10,391	11,001	+609	Total liabilities	303,226	296,325	(6,900)
Investments and other assets	103,959	88,262	(15,697)	Net Assets	118,379	125,190	+6,810
				Shareholders' equity	113,597	120,553	+6,956
				Treasury shares	(2,788)	(2,212)	+575
				Accumulated Other Comprehensive Income	3,089	2,421	(668)
				Subscription rights to shares	-	229	+229
				Non-controlling interests	4,480	4,198	(282)
Total assets	421,606	421,515	(90)	Total liabilities and net assets	421,606	421,515	(90)

Consolidated Cash Flows

(Million yen)

	2017/3	2018/3
Cash flows from operating activities	26,249	8,456
Cash flows from investing activities	3,881	(7,282)
Cash flows from financing activities	(15,593)	(9,177)
Effect of exchange rate changes on cash and cash equivalents	23	40
Net increase (decrease) in cash and cash equivalents	14,561	(7,962)
Increase (decrease) in cash and cash equivalents resulting from changes of scope of consolidation	326	66
Cash and cash equivalents at end of period	40,365	32,469

Plans for Fiscal Year 2018

- **Topics for Fiscal Year 2018** **P. 20**
- **Targets for FY 2018** **P. 21**
(by Consolidated Target, Segment)

Topics for Fiscal Year 2018

- (1) Change of Representative Directors.
Set up “Hotels & Resorts Division” and “Hotels & Tourism Division” to split Hotel & Restaurant Division.(April 1, 2018)**
- (2) Regarding the Formulation of Resorttrust Group Medium-term Management Plan “Connect 50”.(April 2, 2018)**
- (3) Opening of “XIV Rokko Sanctuary Villa” Membership Resort Hotel . (April 22, 2018)**
- (4) Announcement of Decision on Business Succession of “Life Assist Bashamichi (Yokohama City)” Private Nursing Home of Hitachi Life, Ltd.(May 10, 2018)**
- (5) Holding of the Resorttrust Ladies golf championship will be held at Kansai Golf Club.(from May 25 to May 27, 2018)**
- (6) The Dunlop Srixon Fukushima Open will be held at Grandee Nasu Shirakawa Golf Club’s course for conservative years. (from July 21 to July 24, 2018)**
- (7) “Laguna Baycourt Club” is scheduled to be opened.(March, 2019)**

Business Forecast for FY 2018

Consolidated Targets

(Million yen)

	FY2017 results	FY2018 targets	Change
Net sales	165,413	183,600	+18,186
Operating income	17,742	19,000	+1,257
Ordinary income	19,422	19,500	+77
Net income	11,830	12,400	+569
Net income per share (yen)	110.82	116.16	
Annual Cash dividend (yen)	46.00	46.00	
Contract Values of Membership	59.4	57.0	2.4

(Billion yen)

<Operating Income by Segment (before allocation)>

(Million yen)

		FY2017 results	FY2018 targets	Change
Membership	Sales	56,254	61,240	+4,985
	Operating income	16,387	16,890	+502
Hotel and Restaurant	Sales	77,715	84,970	+7,254
	Operating income	3,563	4,170	+606
Medical	Sales	30,735	36,710	+5,974
	Operating income	5,236	5,980	+743
Other	Sales	707	680	(27)
	Operating income	554	570	+15
head office costs	Operating income	(7,999)	(8,610)	(610)
Total	Sales	165,413	183,600	+18,186
	Operating income	17,742	19,000	+1,257

<Net Sales>

- Decrease in deferred Sales (sales of properties before completion of construction)
 - < In the previous FY : Laguna · Rokko · Yokohama
In this FY : Yokohama(only) >
- Difference in deferred realization
 - < In the previous FY : Ashiya In this FY : Rokko /Laguna >
- Decrease in contract values of hotel membership
(There is no starting sales of new facility membership)
- A full-year contribution from operation of Ashiya Baycourt Club(Feb, 2018) & XIV Rokko SV(Apr, 2018)
- Increase in Existing Hotel operation etc.
- Increase in Income from annual fees and amortization of deposits
(Hotel / HIMEDIC)
- Expansion of Medical Service corporation Business & Aging Care Business
- Expansion of Senior lifestyle business (Increased facilities)
- Revenue on BNCT equipment (Deviation from the previous FY)

<Operating Income>

- Increase in cost due to increased real estate sales and Difference in cost of sales ratio in new facility
- Decrease in contract values of hotel membership
(There is no starting sales of new facility membership)
- Increase in Income from annual fees and amortization of deposits (Hotel / HIMEDIC)
- Increase in Hotel operation including new opening hotels
- Expansion of Medical Service corporation Business & Aging Care Business
- Expansion of Senior lifestyle business (Increased facilities)
- Increase in overhead expenses (Depreciation about System cost etc.)

<Reference>

- **Plans for First Half Fiscal Year 2018** **P. 23**
- **Effects of Deferred Revenue** **P. 24**
- **Three months date: Results for 4th Quarter** **P. 26-31**
- **Others**

Business Forecast for six months(1H) of FY 2018

Consolidated Targets

(Million yen)

	1H FY2017 results	1H FY2018 targets	Change
Net sales	70,110	81,900	+11,789
Operating income	5,452	6,300	+847
Ordinary income	6,400	6,700	+299
Net income	3,787	4,000	+212

Net income per share (¥)	35.50	37.47	
Annual Cash dividend (¥)	23.00	23.00	

(Billion yen)

Contract Values of Membership	28.1	28.5	+0.4
-------------------------------	------	------	------

<Operating Income by Segment (before allocation)>

(Million yen)

		1H FY2017 results	1H FY2018 targets	Change
Membership	Sales	14,977	19,860	+4,882
	Operating income	3,510	4,560	+1,049
Hotel and Restaurant	Sales	39,611	43,090	+3,478
	Operating income	2,865	3,020	+154
Medical	Sales	15,153	18,610	+3,456
	Operating income	2,590	2,850	+259
Other	Sales	367	340	(27)
	Operating income	216	230	+13
head office costs	Operating income	(3,731)	(4,360)	(628)
Total	Sales	70,110	81,900	+11,789
	Operating income	5,452	6,300	+847

<Net Sales>

- Decrease in deferred Sales (sales of properties before completion of construction)
 - < In the previous 1H: Ashiya · Laguna · Rokko
 - In this 1H: Laguna · Yokohama >
- Difference in deferred realization < In this 1H: Rokko >
- A full-year contribution from operation of Ashiya Baycourt Club(Feb, 2018) & XIV Rokko SV(Apr, 2018)
- Increase in Existing Hotel operation etc.
- Increase in Income from annual fees and amortization of deposits (Hotel / HIMEDIC)
- Expansion of Medical Service corporation Business & Aging Care Business
- Expansion of Senior lifestyle business (Increased facilities)
- Revenue on BNCT equipment (Deviation from the previous FY)

<Operating Income>

- Difference in deferred realization < In this 1H: Rokko >
- Increase in Income from annual fees and amortization of deposits (Hotel / HIMEDIC)
- Increase in Hotel operation including new opening hotels
- Increase in Training expenses and Welfare expenses etc.
- Expansion of Medical Service corporation Business & Aging Care Business
- Expansion of Senior lifestyle business (Increased facilities)
- Increase in overhead expenses (Depreciation about System cost etc.)

<Reference> Effects of Deferred Revenue from properties before hotel opening

Method of recording sales and income from property before hotel opening p36

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 "()" is in unrealized period.

(Billion yen)

Fiscal year	Results for FY2013 (2014/3)	Results for FY2014 (2015/3)	Results for FY2015 (2016/3)	Results for FY2016 (2017/3)	Results for FY2017 (2018/3)	Targets for FY2018 (2019/3)	(For reference) Predictions for FY2019 (2020/3)
Contract amount of properties before completion of construction	(XIV Toba Bettei) 6.6 billion	(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) 14.1 billion	

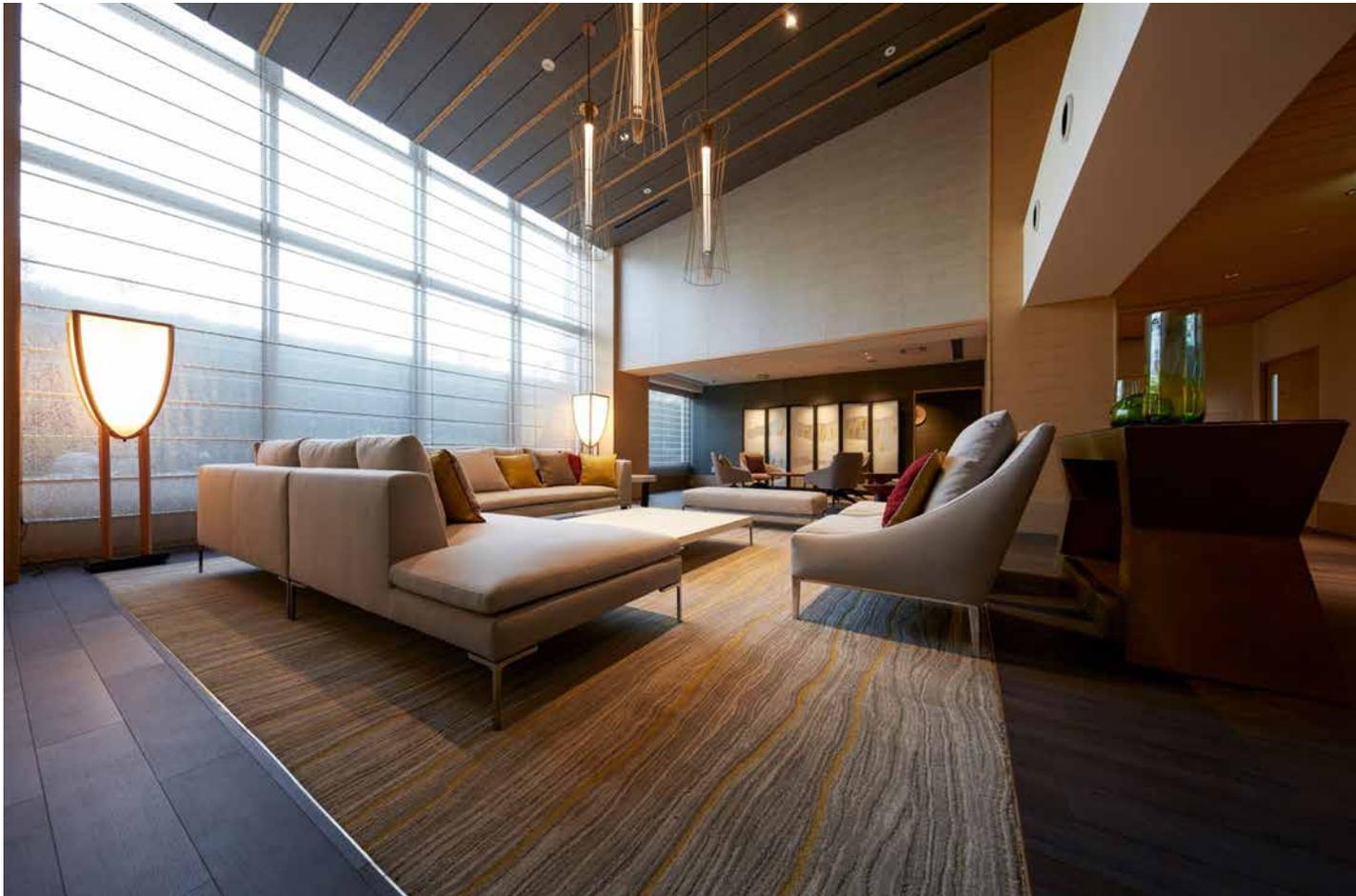
Deferred sales and income from properties		Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income	Sales	Income
Yokohama Baycourt	Value deferred									(3.5)	(1.2)	(6.7)	(2.2)	(Unspecified)	(Unspecified)
	Value realized														
Laguna Baycourt	Value deferred					(10.2)	(3.2)	(10.4)	(3.4)						
	Value realized											+20.6	+6.6		
XIV Rokko SV	Value deferred					(2.1)	(0.4)	(1.4)	(0.3)	(1.1)	(0.2)				
	Value realized											+4.7	+1.0		
Ashiya Baycourt	Value deferred					(15.3)	(5.4)	(6.1)	(2.2)						
	Value realized									+21.2	* +8.2				
XIV Yugawara Rikyu	Value deferred			(4.7)	(1.3)	(5.5)	(1.7)								
	Value realized							+10.2	* +3.4						
XIV Toba Bettei	Value deferred	(3.6)	(1.1)	(6.3)	(1.7)										
	Value realized					+9.8	* +3.0								
Value affected(Single Year)		(3.6)	(1.1)	(11.0)	(3.0)	(13.2)	(4.6)	(7.5)	(2.3)	+6.2	+3.4	+18.5	+5.4	(Unspecified)	(Unspecified)

* Realized Value (Results) includes the difference between the preliminary cost and the fixed cost

Membership other than the above may also be on sale.

Financial highlights of consolidated results	Results for FY2013 (2014/3)		Results for FY2014 (2015/3)		Results for FY2015 (2016/3)		Results for FY2016 (2017/3)		Results for FY2017 (2018/3)		Targets for FY2018 (2019/3)	
	Sales	Operating income										
Disclosed figures (Recorded value)	116.8	15.1	120.4	16.0	142.2	18.6	143.5	13.5	165.4	17.7	189.1	19.0
(For reference) Value excluding effects of deferred values	120.4	16.2	131.4	19.1	155.4	23.2	151.0	15.8	159.2	14.3	170.6	13.6
(For reference) + Excluding effects of extra costs	120.4	16.2	131.4	19.1	155.4	23.8	151.0	17.0	159.2	16.2	170.6	15.5

Extra costs for hotel will be added upon opening. Laguna Baycourt & part of XIV Rokko SV:(1.9) billion (Targets for FY2018)
Ashiya Baycourt & part of XIV Rokko SV:(1.9) billion (Results for FY2017)



**Opened a Private Nursing Home “Trust Garden Shijo Karasuma.”
(On March 1, 2018)**

Segment Sales and Operation Income before allocation (4th Quarter) (Jan. to Mar.)

<Sales>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other		Total
2018/1-3 (results)	33,660	17,619	7,702	168		59,150
2018/1-3 (targets)	34,100	18,050	7,950	200		60,300
Difference	(1.3%)	(2.4%)	(3.1%)	(15.9%)		(1.9%)
2017/1-3 (results)	21,780	16,690	6,401	188		45,060
YoY Change	+54.5%	+5.6%	+20.3%	(10.6%)		+31.3%

<Operating Income before allocation of head office costs (indirect costs)>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other	Overhead expenses	Total
2018/1-3 (results)	10,567	(869)	1,262	175	(2,515)	8,621
2018/1-3 (targets)	9,460	(430)	1,550	180	(1,960)	8,800
Difference	+11.7%	(439)	(18.6%)	(2.4%)	(555)	(2.0%)
2017/1-3 (results)	5,939	(330)	890	148	(1,701)	4,947
YoY Change	+77.9%	(539)	+41.8%	+17.9%	(814)	+74.3%

"Difference" and
"YoY Change" are
the difference in
the amount.

Contract Values of Membership (4th Quarter)

(Jan. to Mar.)

(Billion yen)

	2018/1-3 results	2018/1-3 targets	Difference	2017/1-3 results	YoY Change
Yokohama Baycourt Club	5.8	5.6	+0.2	-	+5.8
Laguna Baycourt Club	3.8	3.4	+0.4	8.8	(5.0)
XIV Rokko SV	0.3	0.9	(0.6)	0.4	(0.1)
Ashiya Baycourt Club	2.3	2.6	(0.3)	2.1	+0.2
XIV Yugawara Rikyu	0.9	0.6	+0.3	4.4	(3.5)
Other Hotels	1.7	1.5	+0.2	(1.4)	+3.1
Hotel Membership Total	14.8	14.5	+0.3	14.2	+0.6
Golf	0.1	0.0	+0.0	0.0	+0.1
Membership Operations Total	14.8	14.5	+0.3	14.2	+0.6
HIMEDIC	1.0	1.2	(0.2)	0.9	+0.2
Total	15.9	15.7	+0.1	15.1	+0.8

*The membership of Yokohama Baycourt Club started selling on December 18, 2017.

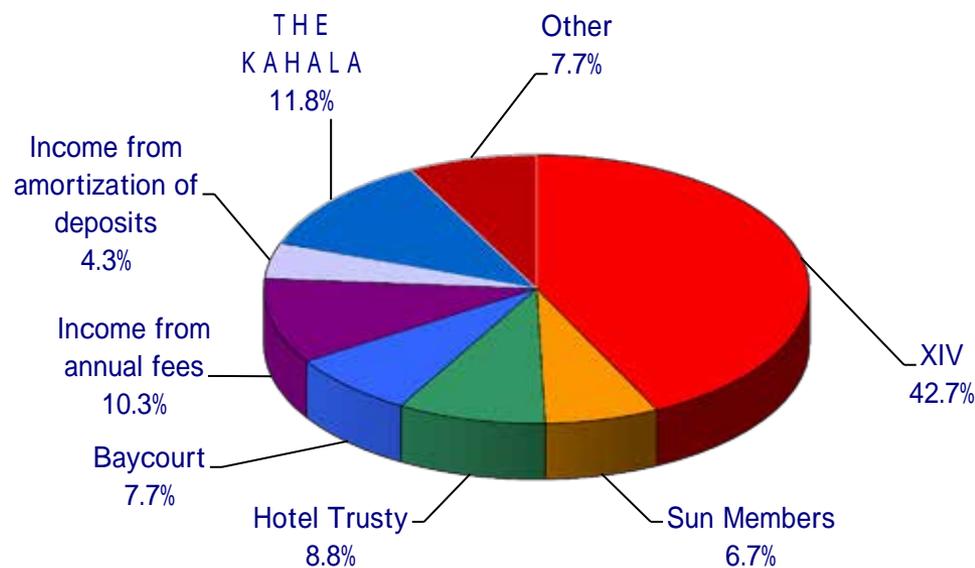
Sales of Membership Segment (4th Quarter)

(Jan. to Mar.)

(Billion yen)

		2018/1-3 results	2018/1-3 targets	Difference	2017/1-3 results	YoY Change
Yokohama Baycourt Club		5.2	5.1	+0.1	-	+5.2
Laguna Baycourt Club		3.4	3.1	+0.4	8.0	(4.6)
XIV Rokko SV		0.3	0.9	(0.5)	0.4	(0.0)
Ashiya Baycourt Club		2.1	2.3	(0.3)	1.9	+0.2
XIV Yugawara Rikyu		0.8	0.5	+0.2	3.9	(3.2)
Other Hotels		1.5	1.4	+0.1	(1.4)	+2.8
Hotel Membership Total		13.3	13.2	+0.0	12.8	+0.5
Deferred Sales	Yokohama Baycourt Club	(2.8)	(2.8)	+0.1	-	(2.8)
	Laguna Baycourt Club	(1.9)	(1.7)	(0.2)	(4.5)	+2.6
	XIV Rokko SV	(0.2)	(0.5)	+0.3	(0.2)	+0.0
	Ashiya Baycourt Club	25.3	25.6	(0.3)	(1.0)	+26.3
	XIV Yugawara Rikyu	-	-	-	14.5	(14.5)
All Hotels		33.7	33.8	(0.1)	21.6	+12.1
Golf		0.0	0.0	(0.0)	(0.0)	+0.0
Subtotal		33.7	33.8	(0.1)	21.6	+12.1
Other		(0.0)	0.3	(0.4)	0.2	(0.2)
Membership Operations Total		33.7	34.1	(0.4)	21.8	+11.9

Sales of Hotel and Restaurant Segment (4th Quarter)



(¥ millions)

	2018/1-3 results	2018/1-3 targets	2017/1-3 results
XIV	7,531	8,072	7,141
Sun Members	1,188	1,166	1,158
Hotel Trusty	1,544	1,549	1,500
Baycourt	1,353	1,124	1,094
Income from annual fees	1,809	1,809	1,716
Income from amortization of deposits	758	760	716
THE KAHALA	2,087	2,170	2,005
Other	1,346	1,396	1,357
Total	17,619	18,050	16,690

Operations by category (4th Quarter)

(Jan. to Mar.)

Number of overnight visitors (Thousands)

	2018/1-3 results	2018/1-3 targets	2017/1-3 results
XIV	392	417	381
Sun Members	105	109	108
Hotel Trusty	163	164	156
Baycourt	40	35	36

Occupancy rates (%)

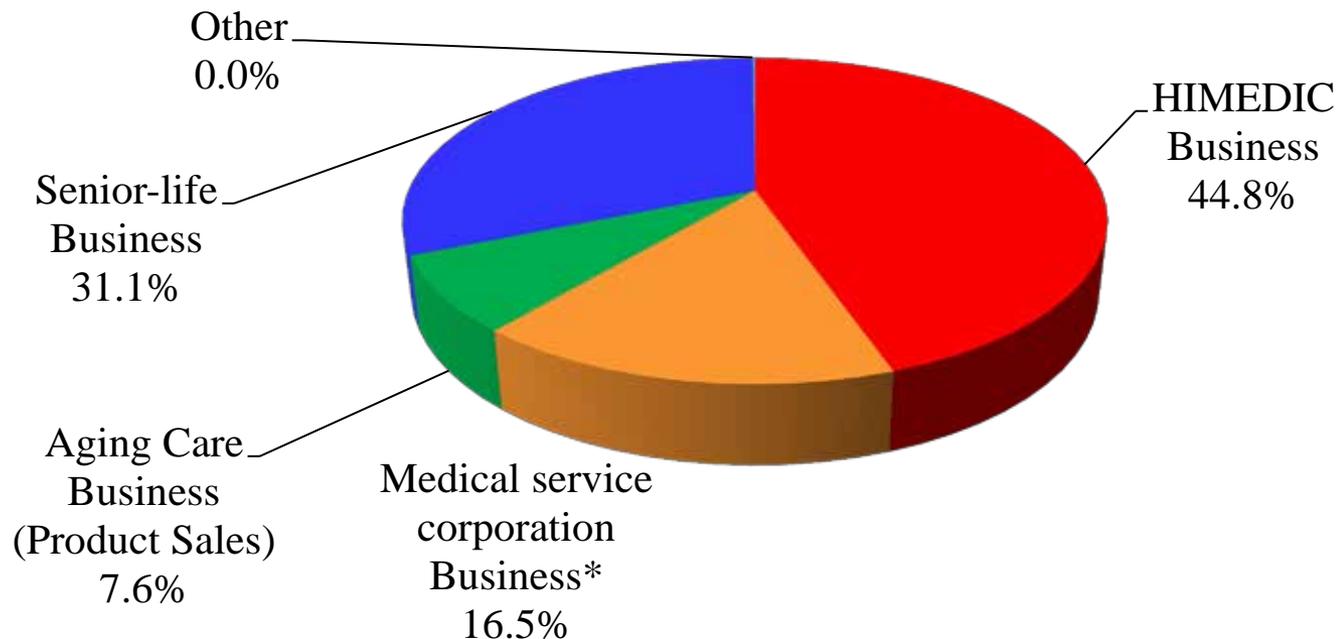
	2018/1-3 results	2018/1-3 targets	2017/1-3 results
XIV	43.0	46.4	44.7
Sun Members	59.2	62.1	61.1
Hotel Trusty	88.1	89.5	89.9
Baycourt	49.9	59.0	58.6

Spending per visitor (¥)

	2018/1-3 results	2018/1-3 targets	2017/1-3 results
XIV	19,188	19,353	18,704
Sun Members	11,240	10,641	10,717
Hotel Trusty	9,454	9,401	9,597
Baycourt	33,232	31,459	30,143

Sales of Medical Segment (4th Quarter)

(Jan. to Mar.)



(Millions yen)

	2018/1-3 results	2018/1-3 targets	2017/1-3 results
HIMEDIC Business	3,449	3,761	2,972
Medical service corporation Business*	1,273	1,175	1,057
Aging Care Business(Product Sales)	584	573	534
Senior-life Business	2,405	2,432	1,843
Other	(10)	7	(5)
Total	7,702	7,950	6,401

Operation support for general medical service business, etc.

Notice: operating income by segment

<Amendments related to the allocation of head office costs (indirect costs)>

Starting from FY2017, in order to further clarify the income status of each segment and the income levels born directly by each department, the method of disclosure regarding **operating income by segment has been partially amended.**

<Previous method ~FY2016>

Head office costs (indirect costs) which cannot be associated with segments are allocated according to the ratio (composition proportion) of operating income before the allocation for each segment, and the operating income after the allocation is disclosed.

<Amended method FY2017~>

Operating income before the allocation of head office costs (indirect costs) is disclosed. Head office costs (indirect costs) are to be disclosed separately.

***Since we are in the transition period, both the previous method and amended method are included in this Presentation.**

Segment Sales, Operating Income for Final Year 2017

after allocation of head office costs (indirect costs)*previous method

<Sales>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other	Total
2018/3 (results)	56,254	77,715	30,735	707	165,413
2018/3 (targets)	57,650	80,090	32,500	760	171,000
Difference	(2.4%)	(3.0%)	(5.4%)	(6.9%)	(3.3%)
2017/3 (results)	42,530	74,193	25,702	1,114	143,541
YoY Change	+32.3%	+4.7%	+19.6%	(36.5%)	+15.2%

<Operating Income after allocating Overhead expenses>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other	Total
2018/3 (results)	11,294	2,455	3,609	381	17,742
2018/3 (targets)	9,440	3,140	4,030	390	17,000
Difference	+19.6%	(21.8%)	(10.4%)	(2.1%)	+4.4%
2017/3 (results)	6,988	3,010	3,011	503	13,514
YoY Change	+61.6%	(18.4%)	+19.8%	(24.1%)	+31.3%

Segment Sales, Operating Income (4th Quarter) (Jan. to Mar.)

after allocation of head office costs (indirect costs)*previous method

<Sales>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other	Total
2018/1-3 (results)	33,660	17,619	7,702	168	59,150
2018/1-3 (targets)	34,100	18,050	7,950	200	60,300
Difference	(1.3%)	(2.4%)	(3.1%)	(15.9%)	(1.9%)
2017/1-3 (results)	21,780	16,690	6,401	188	45,060
YoY Change	+54.5%	+5.6%	+20.3%	(10.6%)	+31.3%

<Operating Income after allocating Overhead expenses>

(Million yen)

	Membership	Hotel and Restaurant	Medical	Other	Total
2018/1-3 (results)	7,660	(312)	1,127	145	8,621
2018/1-3 (targets)	6,940	200	1,490	170	8,800
Difference	+10.4%	(512)	(24.3%)	(14.4%)	(2.0%)
2017/1-3 (results)	4,111	(23)	735	122	4,947
YoY Change	+86.3%	(289)	+53.3%	+18.4%	+74.3%

< Reference >

Group's Development schedule

<Sales and business commencement schedule_May 14, 2018>

- Commencement of business and acquisition
- Commencement of sales
- Renewal opening

Medium-term management plan		Previous medium-term management plan Next40					Current medium-term management plan Connect 50					
Fiscal year		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
Sales and business commencement schedule	Membership resort hotels		● XIV Toba Bettei				● Yokohama Baycourt Club					
				● XIV Yugawara Rikyu				● International				
				● Ashiya Baycourt Club				● Kansai				
				● XIV Rokko SV				● Kanto				
				● Laguna Baycourt Club								
Business commencement schedule	Luxury hotel (LH)		● THE KAHALA					● THE KAHALA Yokohama	● LH①			
	Hotel Trusty (HT)	● Kanazawa			● Nagoya Shirakawa		● Nihonbashi Hamacho	● HT①		● HT②		
	Medical examination club on a membership basis	● HIMEDIC Midtown		● HIMEDIC Tokyo Bay	● HIMEDIC Kyoto University Hospital		● Kanto		● (Increase existing facility capacity)			
	Senior residence (SR)	● Mikage	● Todoroki	● Hongo	● Tokiwamatsu	● Activa Biwa	● Bashamichi	● SR①	● SR②	● SR④	● SR⑥	
		● Higashinemachi			● Shijo Karasuma			● SR③	● SR⑤	● SR⑦		
Renewal	● Hakone		● Beppu	● Shirakawa	● Toba				● Atami	● Shinjuku		

Income and Accounting for a Core XIV Facility

(Before completion of construction)

	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		
Sale amount recorded	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.

Disclaimer Regarding Forward-looking Statements

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.

Resorttrust, Inc.



RESORTTRUST
GROUP

Resorttrust, Inc. IR Section

<https://www.resorttrust.co.jp/>