RESORTTRUST FINANCIAL DATA

CONSOLIDATED FINANCIAL SUMMARY

FY 2020 (from April 1, 2020 to March 31, 2021)

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(securities code: 4681)

CONSOLIDATED FINANCIAL SUMMARY

For the Year Ended March 31, 2017, 2018, 2019, 2020 and 2021

| | Fiscal Year | | | | | |
|--|-------------|----------|----------|----------|----------|---------|
| | 2017/3 | 2018/3 | 2019/3 | 2020/3 | 2021/3 | 2022/3 |
| Net sales | 143,541 | 165,413 | 179,542 | 159,145 | 167,538 | 158,200 |
| Operating income | 13,514 | 17,742 | 18,877 | 11,652 | 14,707 | 7,000 |
| Ordinary income | 14,806 | 19,422 | 19,528 | 12,476 | 17,647 | 6,700 |
| Net income (interim) | 11,010 | 11,830 | 12,358 | 7,135 | (10,213) | 4,700 |
| Net assets | 118,379 | 125,190 | 132,050 | 132,991 | 120,791 | |
| Assets | 421,606 | 421,440 | 401,426 | 400,833 | 407,243 | |
| Net assets per share (yen) | 1,068.20 | 1,130.11 | _ | 1,193.69 | 1,079.40 | |
| Net income per share (yen) (Primary) | 103.40 | 110.82 | 115.53 | 66.65 | (95.39) | |
| Net income per share (yen) (Fully Diluted) | 95.09 | 101.99 | | 61.29 | - | |
| Equity ratio (%) | 27.0 | 28.7 | 31.7 | 31.9 | 28.4 | |
| Return on assets (%) | 3.57 | 4.61 | 4.75 | 3.11 | 4.37 | |
| Return on equity (%) | 9.91 | 10.10 | 9.96 | 5.59 | (8.39) | |
| Net cash provided by (used in) operating activities | 26,249 | 8,456 | 16,674 | 19,096 | 22,981 | |
| Net cash provided by (used in) investment activities | 3,881 | (7,282) | (2,057) | (8,247) | (13,577) | |
| Net cash provided by (used in) financing activities | (15,593) | (9,177) | (23,198) | (13,364) | 22,012 | |
| Cash and cash equivalents | 40,365 | 32,469 | 23,895 | 21,376 | 52,756 | |

Business Results

Overview of The Fiscal Year 2020(Ending March 31, 2021)

1. Summary of Business Results

| - | | | (Millions of Yen) |
|------------------|-----------|-----------|-------------------|
| | FY2019 | FY2020 | Year-on-Year |
| | (Results) | (Results) | Change |
| Net sales | 159,145 | 167,538 | +5.3% |
| Operating income | 11,652 | 14,707 | +26.2% |
| Ordinary income | 12,476 | 17,647 | +41.5% |
| Net income | 7,135 | (10,213) | _ |

The Japanese economy during the fiscal year under review saw shrinking economic activities due to the global spread of COVID-19, and many companies are being forced to restrict their business activities. The future outlook remains extremely uncertain, with no signs of the ending of the outbreak.

Under these circumstances, various factors had large impacts on the Company Group's business operations during the period of April-June: membership sales activities were restricted and shrank in Membership Operations due to people refraining from non-essential and non-urgent movements and a significant decrease in the number of foreign tourists visiting Japan as a result of the spread of COVID-19 in Japan; some hotels and other facilities were closed in Hotel and Restaurant Operations; and health check-up facilities were closed, and the intake of new occupants in senior residences slowed in Medical Operations.

Amid such a situation, sales activities centered on membership businesses remained resilient during the period of July-December. While overseas travel was restricted, people's motivation for domestic travel started to pick up mainly owing to the government-led "Go to Travel Campaign." Due to growing demand for luxury resorts as well as rising health consciousness and increasing demand for membership medical services attributable to avoidance of medical institutions, sales of high-grade hotel memberships, high-priced travel plans, and medical memberships recovered more than anticipated. In addition, YOKOHAMA BAYCOURT CLUB and THE KAHALA HOTEL & RESORT YOKOHAMA opened as scheduled in September, and real estate profits that had been deferred were booked in a lump sum.

Even in the midst of the COVID-19 crisis, we reconfirmed the strengths of the membership business as our membership holders continued to use our hotels and introduce potential membership customers. To meet the expectations of our membership holders and customers, the Group is carrying out the "lifetime" strategy that addresses new normals, by renewing our commitment to the "characteristics of the membership system" and strengthening and creating more of connections between people, while implementing the Group's unique measures against the 3Cs, providing information that makes use of knowledge gained in Medical Operations, and offering telephone consultations to our membership holders. During the period of January-March, concerns about the new wave of COVID-19 have spread again, and the "Go to Travel Campaign" was suspended, but we focused our efforts on supporting our customers.

As mentioned above, owing to the impact of the spread of COVID-19, recognition of profits associated with the opening of the membership hotel, and other factors, as a result, net sales were JPY 167,538 million (up 5.3% yoy), operating income was JPY 14,707 million (up 26.2% yoy), ordinary income was JPY 17,647 million (up 41.5% yoy), and net loss attributable to owners of parent was JPY 10,213 million, due to the recording of impairment losses.

In addition, the Company has reduced the book value to the recoverable amount and posted an impairment loss of 22,034 million yen for business sites with uncertain future demand prospects, such as the hotel business for the general public, which was severely affected by the Corona disaster.

"Loss due to new COVID-19 infection" of 3,553 million yen was recorded as an extraordinary loss during the third quarter . Due to additional recording, bringing the total "loss due to new COVID-19 infection" recorded for the fiscal year to 3,556 million yen.

2. Summary of Business Segments

[Membership Operations] (Millions of Yen)

| | FY2019 | FY2020 | Year-on-Year |
|------------------|-----------|-----------|--------------|
| | (Results) | (Results) | Change |
| Net sales | 38,948 | 66,523 | +70.8% |
| Operating income | 13,559 | 22,951 | +69.3% |

Membership Operation Segment recorded higher sales and higher income, as YOKOHAMA BAYCOURT CLUB opened in September 2020 and real estate profits that had been deferred were booked in a lump sum, and sales of high-grade hotel memberships, whose demand increased due to restrictions on overseas travel, remained strong. In the period of April-June, the volume of membership sales compared to the same period of the previous year declined due to the impact of the spread of COVID-19 restricting sales activities especially in the Tokyo metropolitan area and preventing face-to-face sales activities that are the Group's strength. Under such circumstances, we continuously take on challenges for the future, including studying measures for telework and other new sales styles and new sales channels such as via the internet and business partners.

[Hotel and Restaurant Operations] (Millions of Yen)

| | FY2019 | FY2020 | Year-on-Year |
|------------------|-----------|-----------|--------------|
| | (Results) | (Results) | Change |
| Net sales | 80,659 | 60,322 | (25.2%) |
| Operating income | 92 | (6,165) | _ |

Hotel and Restaurant Operation Segment recorded lower sales and lower income. Lower numbers were attributable to the closure of facilities in the period of April-June due to the impact of the government's request to refrain from non-essential and non-urgent outings resulting from the spread of COVID-19, reduced hotel occupancy rates caused by a drop in consumer confidence for travel and sightseeing, especially by a decline in the usage by corporate employees and groups and for weddings, banquets, and conferences, and non-membership hotels, in particular, being hit by a sharp fall in the number of foreign tourists visiting Japan and business travelers. Meanwhile, since July, with hotel occupancy rates on a recovery trend partly due to the reassurance the guests have found in our operation of membership facilities, Although sales of high-priced plans had been robust and spending per visitor had been trending upward, there was a spate of cancellations due to the suspension of the "Go to Travel Campaign" and the new wave of COVID-19 after January. Under such circumstances, we continue to create sustainable value for our business by implementing the Group's own measures against the 3Cs that leverage knowledge gained in Medical Operations and pursuing safe and secure services that are unique to the membership system.

[Medical Operations] (Millions of Yen)

| | FY2019 | FY2020 | Year-on-Year |
|------------------|-----------|-----------|--------------|
| | (Results) | (Results) | Change |
| Net sales | 38,867 | 40,022 | +3.0% |
| Operating income | 5,829 | 6,341 | +8.8% |

Medical Operation Segment, Although an increase in annual fees, etc. in line with an increased number of memberships of "Grand HIMEDIC Club," a comprehensive medical support club, in addition to an increase in the number of senior residences operated by the Group and growth of the medical examination business, etc. contributed to revenue, lower income was attributable to restricted sales activities to solicit members and residents due to the spread of COVID-19, as well as the closure of health check-up facilities. Meanwhile, due to rising health consciousness, membership medical services have been drawing attention, and sales of medical memberships have remained strong, leading to increases in sales and income. Under such circumstances, we continue to create cutting-edge medical and nursing services while contributing to synergy creation through provision of information and support for the Group's business.

[Others] (Millions of Yen)

| | FY2019 | FY2020 | Year-on-Year |
|------------------|-----------|-----------|--------------|
| | (Results) | (Results) | Change |
| Net sales | 670 | 670 | +0.0% |
| Operating income | 663 | 531 | (19.9%) |

Others cover business segments that are not part of reportable segments and include real estate leasing, management of holiday homes, and other businesses.

3. Cash Flows

(Millions of Yen)

| | 1. | viillions of 1 cm |
|---------------------------|-----------|-------------------|
| | FY2019 | FY2020 |
| | (Results) | (Results) |
| Operating cash flows | 19,096 | 22,981 |
| Investing cash flows | (8,247) | (13,577) |
| Financing cash flows | (13,364) | 22,012 |
| Cash and cash equivalents | 21,376 | 52,756 |

4. Outlook for the Fiscal Year 2021(Ending March 31, 2022)

(Millions of Yen)

| | FY2020 | FY 2021 | Year-on-year |
|------------------|-----------|-----------|--------------|
| | (Results) | (Targets) | Change |
| Net sales | 167,538 | 158,200 | (5.6%) |
| Operating income | 14,707 | 7,000 | (52.4%) |
| Ordinary income | 17,647 | 6,700 | (62.0%) |
| Net income | (10,213) | 4,700 | +14,913 |

Regarding the future economic climate of Japan, with the promotion of government-led initiatives to prevent further spread of COVID-19 infections, economic activities have resumed, and many industries have started to return to normal. On the other hand, the severe climate is expected to continue in the tourism, food and beverage service and entertainment industries. Under circumstances in which there is still no clear outlook for vaccination and the possibility of the outbreak of highly contagious variants is undeniable, the future outlook is extremely uncertain.

Regarding the trends of the tourism industry, in the runup to the "Tokyo 2020 Olympic and Paralympic Games," improvement of the environment for tourism in Japan was promoted, which was expected to lead to greater business opportunities and market expansion. However, due to the new wave of COVID-19 prompting another state of emergency declaration and the threat of an outbreak of highly contagious variants, people's movements are being restricted, and remote work is expanding. As a result, there is little prospect for business travel demand, and with aircraft grounded around the world, there is also no prospect for demand from foreign visitors to Japan. As these circumstances show, even more serious obstacles have been placed in the path than last year toward realizing Japan's aim to establish tourism as a key industry and become a tourism-oriented country.

Moreover, due to population aging combined with a declining birth rate and decreased working population, labor shortages remain an urgent issue. On the other hand, there are growing expectations for the creation of innovation as new needs are being explored, such as "workations (work + vacation)," "bleisure (business + leisure)," and "city hotel long-stay programs."

Regarding the trends of the healthcare industry, amid rapid population aging, expenses for social security benefits and annual medical bills are rising. To solve these social issues, countermeasures to pre-symptomatic illness, disease prevention, and health management and the creation of healthcare businesses rooted in local communities are essential tasks. It is also essential to establish a society where all people can stay healthy and active and feel secure in their lifestyles, with the initiative for expanding healthy longevity in an era of a 100-year life expectancy. Amid such an environment, the Company Group established and has been implementing "Connect 50: Together for a wonderful life" as part of the medium-term management plan targeting the five years from April 2018 to March 2023. Today, we announce a rolling plan up to March 2024, based on the changes in the environment caused by the COVID-19 pandemic.

In this medium-term management plan, we emphasize "group management" to realize a more solid and high-grade Group brand through efforts aimed at making the most of Group synergy effects while firmly protecting the unique brand established in our businesses. Through this approach, we aim to become a group with close membership ties that last for a "lifetime" by being attentive so that our customers can stay healthy and enjoy a better quality of life for longer.

As key measures for achieving this goal, we vigorously invest in education and training to develop "brand employees," who embody the Group's management principles and are capable of making the optimum proposals to customers. We also invest in digitization to achieve workstyle reform so as to improve productivity by establishing a working environment where employees have more time to attend to customers and thereby work becomes a source of pleasure and vitality for them.

In the years ahead, drawing on the know-how we have cultivated, including our tailor-made and high-value-added services that capitalize on "the characteristics of the membership system," which is a strength of the Group, and robust connections with our customers, we will seize extensive business opportunities in the markets related to the "travel" and "health" fields, and continue to create further added value. At the same time, we will enhance our membership medical services and focus on "preventive medicine" for cancer and other underlying conditions.

In these circumstances, the Group will always be at the side of our membership holders and other customers, and renewing our commitment to the "characteristics of the membership system," to maintain and enhance the relationships of trust. At the same time, the Group will vigorously address the resolution of issues related to customers' health by utilizing the expertise and information cultivated and accumulated through Medical Operations' commitment to preventive medicine and early diagnoses for early treatment.

Advancing toward the milestone of our 50th anniversary, to redouble our efforts to mobilize the collective strengths of the Group, we have established the Group identity, "Together for a wonderful life, we will create richer and happier times." We will fulfill our social responsibility in "environment, social and governance" and maintain sustainable growth-oriented management to realize a richer and happier society.

Under these circumstances, regarding the forecast for the full year ending March 31, 2021, with YOKOHAMA BAYCOURT CLUB and THE KAHALA HOTEL & RESORT YOKOHAMA opening as scheduled in September 2020, real estate profits that had been deferred were booked in a lump sum. Hotel operations are expected to return to normal and the launch of a new brand and sale of memberships in membership hotels are planned in the following year. The recognition of profits from the real estate portion of the membership sales will be deferred until the opening of the hotels, and, in the non-membership hotel business, business travel demand and inbound tourism demand are not likely to return. Therefore, the Company Group forecasts net sales will decrease 5.6% year-on-year to 158,200 million yen, operating income will decrease 52.4% year-on-year to 7,000 million yen, ordinary income will decrease 62.0% year-on-year to 6,700 million yen. Net loss attributable to owners of parent will be eliminated and the Company Group forecasts net profit attributable to owners of parent of 4,700 million yen (up 14,913 million yen yoy). Dividends are forecast to remain unchanged from the previous year with annual dividends (forecast) of 30 yen per share.

Consolidated Financial Statements (1) Consolidated Balance Sheets

| Assets Current assets Cash and deposits Cash and deposits Notes and accounts receivable - trade S,233 Operating loans Scurrities Hortzandise Scurrities Hortzandise Hortzandise Hortzandise Hortzandise Real estate for sale Raw materials and supplies Real estate for sale in process 12,357 3,688 Other Allowance for doubtful accounts Hortzandise | | | (Millions of yen) |
|--|------------------------------------|----------|----------------------------------|
| Current assets | | | FY 2020 (as of Mar. 31, 2021) |
| Current assets | Assets | | |
| Cash and deposits | | | |
| Notes and accounts receivable - trade 8.233 9.03 Operating loans 53,549 58,266 Securities 499 10,699 Merchandise 1,167 97 Real estate for sale 22,077 15,666 Raw materials and supplies 1,014 1,200 Real estate for sale in process 12,357 3,688 Real estate for sale in process 12,357 3,688 Other 6,232 5,98 Allowance for doubtful accounts (1,000) (1,020 Total current assets 125,296 152,856 Non-current assets 125,296 152,856 Non-current assets 125,296 152,856 Non-current assets 193,974 198,266 Accumulated depreciation (90,412) (94,324 Buildings and structures 193,974 198,266 Accumulated depreciation (90,412) (94,324 Buildings and structures, net 103,562 103,934 Machinery, equipment and vehicles 11,301 11,476 Accumulated depreciation (8,679) (9,234 Golf courses 7,634 7,631 Land 44,886 48,588 Leased assets 17,801 12,444 Accumulated depreciation (4,080) (4,877 Leased assets, net 13,721 7,577 Construction in progress 16,885 2,300 Other 22,103 22,899 Accumulated depreciation (17,667) (18,800 Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,364 Intaggible assets 10,580 9,211 Intaggible assets 10,580 9,211 Investments and other assets 1,368 1,322 Investments and other assets 1,368 1,322 Investments and other assets 1,368 1,325 Investment securities 36,016 29,866 Shares of subsidiaries and associates 1,368 1,325 Deferred tax assets 8,918 11,55 Other 2,55 2,55 Otter | Cash and deposits | 21.164 | 48,367 |
| Securities Sec | | | 9,032 |
| Securities | | | 58,268 |
| Merchandise | | | 10,695 |
| Real estate for sale 22,077 15,666 Raw materials and supplies 1,014 1,207 Real estate for sale in process 12,357 3,683 Other 6,232 5,98 Allowance for doubtful accounts (1,000) (1,022 Total current assets 125,296 152,856 Non-current assets 193,974 198,266 Accumulated depreciation (90,412) (94,432 Accumulated depreciation (8,679) (92,236 Accumulated depreciation (4,080) (4,870) Leased assets 13,721 7,577 Constru | Merchandise | 1,167 | 971 |
| Raw materials and supplies 1,014 1,20 Real estate for sale in process 12,357 3,68 Other 6,232 5,98° Allowance for doubtful accounts (1,000) (1,02 Total current assets 125,296 152,856 Non-current assets 193,974 198,266 Property, plant and equipment 193,974 198,266 Accumulated depreciation (90,412) (94,320 Buildings and structures, net 103,562 103,93 Machinery, equipment and vehicles 11,301 11,47 Accumulated depreciation (8,679) (9,23 Machinery, equipment and vehicles, net 2,621 2,24* Golf courses 7,634 7,634 Land 44,886 48,58 Leased assets 17,801 12,44* Accumulated depreciation (4,080) (4,87* Leased assets, net 13,721 7,57* Construction in progress 16,885 2,30 Other 22,103 2,28* Accumu | | | 15,668 |
| Real estate for sale in process 12,357 3,68 Other 6,232 5,98 Allowance for doubtful accounts (1,000) (1,02 Total current assets 125,296 152,856 Non-current assets 125,296 152,856 Non-current assets 125,296 152,856 Non-current assets 193,974 198,26 Accumulated depreciation (90,412) (94,320 Buildings and structures 103,562 103,936 Buildings and structures, net 103,562 103,936 Machinery, equipment and vehicles 11,301 11,47 Accumulated depreciation (8,679) (9,230 Machinery, equipment and vehicles, net 2,621 2,24 Golf courses 7,634 7,63 Land 44,886 48,58 Leased assets 17,801 12,44 Accumulated depreciation (4,080) (4,87 Leased assets, net 13,721 7,57 Construction in progress 16,885 2,300 Other 22,103 22,89 Accumulated depreciation (17,667) (18,800 Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets (3,094 2,51 Software 4,969 4,15 Other 2,516 2,55 Total intangible assets 1,368 1,32 Investments and other assets 1,368 1,32 Investments ecurities 36,016 29,86 Shares of subsidiaries and associates 1,368 1,32 Long-term loans receivable 5,743 6,05 Retirement benefit asset 235 18 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470) | | | 1,202 |
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| Allowance for doubtful accounts 1,000 1,002 | | | 5,987 |
| Total current assets | Allowance for doubtful accounts | | (1,022) |
| Non-current assets | Total current assets | | 152,856 |
| Buildings and structures 193,974 198,26 Accumulated depreciation (90,412) (94,32) Buildings and structures, net 103,562 103,93 Machinery, equipment and vehicles 11,301 11,47 Accumulated depreciation (8,679) (9,23 Machinery, equipment and vehicles, net 2,621 2,24 Golf courses 7,634 7,63 Land 44,886 48,58 Leased assets 17,801 12,44 Accumulated depreciation (4,080) (4,87) Leased assets, net 13,721 7,57 Construction in progress 16,885 2,30 Other 22,103 22,89 Accumulated depreciation (17,667) (18,80 Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,36 Intangible assets 30,94 2,51 Software 4,969 4,15 Other 2,516 2,55 Total intangible assets 10,580 | | | , |
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| Golf courses | Accumulated depreciation | | (9,236) |
| Land 44,886 48,586 Leased assets 17,801 12,444 Accumulated depreciation (4,080) (4,875) Leased assets, net 13,721 7,577 Construction in progress 16,885 2,300 Other 22,103 22,894 Accumulated depreciation (17,667) (18,802 Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets 500dwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,55 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,05 Retirement benefit asset 235 18 Deferred tax assets 8,918 11,55 Other 19,536 20,286 Allowance for doubtful accounts (611) (470 | | | 2,242 |
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| Accumulated depreciation (4,080) (4,87) Leased assets, net 13,721 7,57) Construction in progress 16,885 2,300 Other 22,103 22,894 Accumulated depreciation (17,667) (18,80) Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets 3,094 2,51 Goodwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,556 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86° Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 18 Deferred tax assets 8,918 11,55 Other 19,536 20,286 Allowance for doubtful accounts (611) (470 | | | 48,580 |
| Leased assets, net 13,721 7,573 Construction in progress 16,885 2,300 Other 22,103 22,894 Accumulated depreciation (17,667) (18,802 Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,360 Intangible assets 193,748 176,360 Goodwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,55 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,867 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 18 Deferred tax assets 8,918 11,55 Other 19,536 20,286 Allowance for doubtful accounts (611) (470 | | | |
| Construction in progress 16,885 2,300 Other 22,103 22,894 Accumulated depreciation (17,667) (18,802 Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets 3,094 2,51 Goodwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,55 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86° Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 18 Deferred tax assets 8,918 11,55 Other 19,536 20,286 Allowance for doubtful accounts (611) (470 | | | (4,872) |
| Other 22,103 22,894 Accumulated depreciation (17,667) (18,802) Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets 3,094 2,51 Goodwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (476 | | | |
| Accumulated depreciation (17,667) (18,802) Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets 3,094 2,51 Goodwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (476) | | | 2,306 |
| Other, net 4,436 4,09 Total property, plant and equipment 193,748 176,366 Intangible assets 600dwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 8,916 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | | 22,894 |
| Total property, plant and equipment 193,748 176,366 Intangible assets 3,094 2,51 Software 4,969 4,15 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86° Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | | |
| Intangible assets 3,094 2,51 Software 4,969 4,15 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 1 29,86° Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | | |
| Goodwill 3,094 2,51 Software 4,969 4,15 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,32 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | 193,748 | 176,366 |
| Software 4,969 4,152 Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 8 Investment securities 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | 2.004 | 2.511 |
| Other 2,516 2,554 Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | | |
| Total intangible assets 10,580 9,218 Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 183 Deferred tax assets 8,918 11,55 Other 19,536 20,283 Allowance for doubtful accounts (611) (470 | | | |
| Investments and other assets 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 183 Deferred tax assets 8,918 11,55 Other 19,536 20,283 Allowance for doubtful accounts (611) (470 | | 2,516 | 2,554 |
| Investment securities 36,016 29,86 Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | 10,580 | 9,218 |
| Shares of subsidiaries and associates 1,368 1,322 Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470 | | 26.016 | 20.867 |
| Long-term loans receivable 5,743 6,052 Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470) | | | |
| Retirement benefit asset 235 188 Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470) | | | |
| Deferred tax assets 8,918 11,55 Other 19,536 20,288 Allowance for doubtful accounts (611) (470) | | | |
| Other 19,536 20,288 Allowance for doubtful accounts (611) (470) | | | |
| Allowance for doubtful accounts (611) | | · | |
| | | - | 20,288 |
| Total investments and other assets 71.208 68.80 | | / | (470) |
| 7.7.200 | Total investments and other assets | 71,208 | 68,801 |
| | Total non-current assets | 275.537 | 254,386 |
| | | | 407,243 |

| | | (Millions of yen) |
|--|-----------------------|---|
| | | |
| | EX 2010 | EX 2020 |
| | FY 2019 | FY 2020 |
| | (as of Mar. 31, 2020) | (as of Mar. 31, 2021) |
| | | |
| Liabilities | | |
| Current liabilities | | |
| Notes and accounts payable - trade | 1,117 | 1,335 |
| Short-term borrowings | 1,117 | 2,125 |
| Current portion of long-term borrowings | 8,107 | 19,954 |
| Current portion of bonds payable | 150 | 150 |
| Current portion of bonds with share acquisition rights | - | 29,728 |
| Lease obligations | 1,212 | 1,164 |
| Accounts payable - other | 6,861 | 7,924 |
| Income taxes payable | 1,785 | 5,726 |
| Accrued consumption taxes | 1,929 | 2,153 |
| Advances received | 22,028 | 3,548 |
| Unearned revenue | 17,002 | 18,103 |
| Provision for loss on guarantees | 52 | 40 |
| Provision for point card certificates | 588 | 1,297 |
| Other | 6,356 | 7,522 |
| Total current liabilities | 67,192 | 100,777 |
| Non-current liabilities | , | , in the second |
| Bonds payable | 300 | 150 |
| Bonds with share acquisition rights | 29,770 | _ |
| Long-term borrowings | 31,016 | 44,004 |
| Lease obligations | 13,538 | 12,435 |
| Deferred tax liabilities | 376 | 671 |
| Provision for retirement benefits for directors (and other office | | 2,156 |
| Provision for stocks payment | 1,803 | 2,014 |
| Retirement benefit liability | 2,231 | 2,453 |
| Long-term guarantee deposits | 31,870 | 30,796 |
| Amortizable long-term guarantee deposits received | 69,898 | 73,153 |
| Other | 17,744 | 17,837 |
| Total non-current liabilities | 200,649 | 185,673 |
| Total liabilities | 267,842 | 286,451 |
| Net assets | | |
| Shareholders' equity | 10.500 | 10.500 |
| Share capital | 19,590 | 19,590 |
| Capital surplus | 21,767 | 21,701 |
| Retained earnings | 88,294 | 74,612 |
| Treasury shares | (1,802) | (1,787) |
| Total shareholders' equity | 127,849 | 114,116 |
| Accumulated other comprehensive income Valuation difference on available-for-sale securities | (450) | 1 001 |
| | (450) 728 | 1,801 |
| Foreign currency translation adjustment Remeasurements of defined benefit plans | (328) | (443) 104 |
| Total accumulated other comprehensive income | (50) | 1,462 |
| Share acquisition rights | 313 | 313 |
| Non-controlling interests | 4,878 | 4,898 |
| Total net assets | 132,991 | 120,791 |
| Total liabilities and net assets | 400,833 | 407,243 |
| Total Havillues and het assets | 400,033 | 407,243 |

(2) Consolidated Statements of Income and Comprehensive Income [Consolidated Statements of Income]

| | 1 | (Millions of yen) |
|--|------------------|-------------------|
| | | |
| | FY 2019 | FY 2020 |
| | | |
| | (Apr. 1, 2019 | (Apr. 1, 2020 |
| | - Mar. 31, 2020) | - Mar. 31, 2021) |
| Net sales | 159,145 | 167,538 |
| Cost of sales | 24,012 | 37,854 |
| Gross profit | 135,133 | 129,684 |
| Selling, general and administrative expenses | | |
| Advertising expenses | 2,428 | 1,533 |
| Menbership service expenses | 1,135 | 1,523 |
| Repair and maintenance expenses | 4,442 | 4,283 |
| Linen expenses | 4,305 | 3,068 |
| Provision of allowance for doubtful accounts | 79 | 44 |
| Remuneration for directors (and other officers) | 883 | 796 |
| Salaries and bonuses | 47,204 | 44,864 |
| Retirement benefit expenses | 1,268 | 1,326 |
| Provision for retirement benefits for directors (and other officers) | 97 | 69 |
| Legal welfare expenses | 6,369 | 6,359 |
| Welfare expenses | 1,838 | 1,386 |
| Commission expenses | 8,637 | 7,602 |
| Rent expenses | 6,809 | 6,308 |
| Utilities expenses | 5,888 | 4,738 |
| Communication and transportation expenses | 3,173 | 2,635 |
| Depreciation | 9,849 | 9,572 |
| Taxes and dues | 2,668 | 3,075 |
| Supplies expenses | 2,625 | 2,853 |
| Amortization of goodwill | 590 | 544 |
| Other | 13,183 | 12,390 |
| Total selling, general and administrative expenses | 123,480 | 114,977 |
| Operating profit | 11,652 | 14,707 |
| Non-operating income | 1.260 | 1.040 |
| Interest income | 1,260 | 1,049 |
| Dividend income | 96 | 93 |
| Share of profit of entities accounted for using equity method | 60 | _ |
| Reversal of allowance for doubtful accounts | 153 | 154 |
| Reversal of provision for loss on guarantees | 11 | 11 |
| Subsidy income | 54 | 2,317 |
| Other | 447 | 533 |
| Total non-operating income | 2,083 | 4,159 |
| Non-operating expenses | | |
| Interest expenses paid on loans and bonds | 550 | 444 |
| Share of loss of entities accounted for using equity method | _ | 32 |
| Nondeductible consumption tax | 333 | 385 |
| Foreign exchange losses | 117 | 25 |
| Other | 258 | 332 |
| Total non-operating expenses | 1,260 | 1,219 |
| Ordinary profit | 12,476 | 17,647 |

[Consolidated Statements of Income]

(Millions of yen)

| r | | (Infilitella et jein) |
|--|--|--|
| | FY 2019 (Apr. 1, 2019 - Mar. 31, 2020) | FY 2020 (Apr. 1, 2020 - Mar. 31, 2021) |
| Extraordinary income | | |
| Gain on sales of non-current assets | _ | 2 |
| Gain on sales of investment securities | 147 | 6 |
| Gain on sales of shares of subsidiaries and associates | _ | 1 |
| Subsidy income | _ | 1,496 |
| Total extraordinary income | 147 | 1,507 |
| Extraordinary losses | | |
| Loss on sales of non-current assets | _ | 1 |
| Loss on retirement of non-current assets | 35 | 46 |
| Impairment loss | 1,245 | 22,034 |
| Loss on sales of investment securities | 144 | 218 |
| Loss on sales of shares of subsidiaries and associates | _ | 3 |
| Retirement benefits for directors (and other officers) | 30 | _ |
| Loss due to new coronavirus infection | _ | 3,556 |
| Other | 14 | 247 |
| Total extraordinary losses | 1,470 | 26,109 |
| Profit (loss) before income taxes | 11,153 | (6,953) |
| Income taxes - current | 4,146 | 6,714 |
| Income taxes - deferred | (382) | (3,504) |
| Total income taxes | 3,763 | 3,209 |
| Profit (loss) | 7,389 | (10,163) |
| Profit attributable to non-controlling interests | 254 | 50 |
| Profit (loss) attributable to owners of parent | 7,135 | (10,213) |

[Consolidated Statements of Comprehensive Income]

| | | (Willions of yell) |
|--|--|--|
| | FY 2019 (Apr. 1, 2019 - Mar. 31, 2020) | FY 2020 (Apr. 1, 2020 - Mar. 31, 2021) |
| Profit (loss) | 7,389 | (10,163) |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | (1,272) | 2,252 |
| Foreign currency translation adjustment | (129) | (1,171) |
| Remeasurements of defined benefit plans, net of tax | (5) | 433 |
| Total other comprehensive income | (1,407) | 1,514 |
| Comprehensive income | 5,981 | (8,649) |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 5,728 | (8,700) |
| Comprehensive income attributable to non-controlling interests | 253 | 51 |

(3) Consolidated Statements of Cash Flows

| | 1 | (Willions of yell) |
|--|--|--|
| | FY 2019 (Apr. 1, 2019 - Mar. 31, 2020) | FY 2020 (Apr. 1, 2020 - Mar. 31, 2021) |
| Cash flows from operating activities | | |
| Profit (loss) before income taxes | 11,153 | (6,953) |
| Depreciation | 10,944 | 11,331 |
| Impairment loss | 1,245 | 22,034 |
| Amortization of goodwill | 590 | 594 |
| Increase (decrease) in allowance for doubtful accounts | (80) | (119) |
| Increase (decrease) in retirement benefit liability | 718 | 860 |
| Increase (decrease) in provision for retirement benefits for directors (and other offi | cers) (34) | 56 |
| Interest and dividend income | (1,356) | (1,142) |
| Interest expenses on borrowings and bonds | 550 | 444 |
| Foreign exchange losses (gains) | 310 | 34 |
| Decrease (increase) in trade receivables | (5,976) | (5,442) |
| Decrease (increase) in inventories | 6,343 | 14,295 |
| Increase (decrease) in trade payables | (351) | 227 |
| Increase (decrease) in accounts payable - other | (12,233) | 854 |
| Increase (decrease) in advances received | 9,827 | (18,453) |
| Increase (decrease) in long-term guarantee deposits received | 173 | 2,181 |
| Increase (decrease) in accrued consumption taxes | 888 | 283 |
| Other, net | 2,273 | 3,094 |
| Subtotal | 24,986 | 24,181 |
| Interest and dividends received | 1,471 | 1,136 |
| Interest paid | (552) | (353) |
| Income taxes paid | (6,809) | (1,981) |
| Net cash provided by (used in) operating activities | 19,096 | 22,981 |

| Т | I | (Millions of yen) |
|--|--|--|
| | FY 2019 (Apr. 1, 2019 - Mar. 31, 2020) | FY 2020 (Apr. 1, 2020 - Mar. 31, 2021) |
| Cash flows from investing activities | | |
| Payments into time deposits | (10) | (10) |
| Proceeds from withdrawal of time deposits | 3,015 | 153 |
| Purchase of securities | _ | (8,998) |
| Proceeds from sales and redemption of securities | 4,621 | 6,500 |
| Purchase of investment securities | (1) | (111) |
| Proceeds from sales and redemption of investment securities | 5,166 | 5,460 |
| Proceeds from sales of shares of subsidiaries and associates | _ | 8 |
| Purchase of property, plant and equipment | (10,279) | (14,070) |
| Purchase of intangible assets | (1,702) | (1,170) |
| Loan advances | (24) | (829) |
| Collection of loans receivable | 247 | 356 |
| Purchase of shares of subsidiaries resulting in change in scope of consolidation | (6,876) | (127) |
| Other, net | (2,403) | (737) |
| Net cash provided by (used in) investing activities | (8,247) | (13,577) |
| Cash flows from financing activities | | |
| Net increase (decrease) in short-term borrowings | (5,100) | 2,017 |
| Proceeds from long-term borrowings | _ | 35,000 |
| Repayments of long-term borrowings | (1,839) | (10,164) |
| Redemption of bonds | (250) | (150) |
| Purchase of treasury shares | (0) | (0) |
| Dividends paid | (4,984) | (3,467) |
| Purchase of shares of subsidiaries not resulting in change in scope of consolidation | (67) | (100) |
| Net increase (decrease) in deposits received from subsidiaries and affiliates | 80 | 95 |
| Other, net | (1,200) | (1,215) |
| Net cash provided by (used in) financing activities | (13,364) | 22,012 |
| Effect of exchange rate change on cash and cash equivalents | (3) | (37) |
| Net increase (decrease) in cash and cash equivalents | (2,518) | 31,379 |
| Cash and cash equivalents at beginning of period | 23,895 | 21,376 |
| Cash and cash equivalents at end of period | 21,376 | 52,756 |

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.



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