

# RESORTTRUST FINANCIAL DATE

## CONSOLIDATED FINANCIAL SUMMARY

1Q FY 2015 (from April 2015 to June 2015)



RESORTTRUST  
GROUP

(securities code: 4681)

# CONSOLIDATED FINANCIAL SUMMARY

Years Ended March 31,2014,2015 and 2016

	1Q			Fiscal year	
	June 30,2013	June 30,2014	June 30,2015	2015/3	2016/3 revision target
Net sales	27,342	27,559	<b>31,680</b>	120,401	144,900
Operating income	3,068	2,993	<b>3,431</b>	16,041	19,500
Ordinary income	4,224	3,266	<b>3,994</b>	20,206	20,600
Net income (interim)	1,668	1,918	<b>3,281</b>	11,851	13,300
Net assets	73,993	82,914	<b>105,717</b>	104,769	
Assets	256,756	296,948	<b>383,192</b>	390,832	
Net assets per share (yen)	※ 691.16	770.84	<b>977.06</b>	963.99	
Net income per share (yen) (Primary)	※ 17.26	19.55	<b>31.59</b>	120.30	
Net income per share (yen) (Fully Diluted)	※ 17.00	18.12	<b>28.49</b>	108.69	
Equity rate (%)	26.1	25.5	<b>26.9</b>	25.5	
Return on assets (%)	-	-	-	3.43	
Return on equity (%)	-	-	-	13.61	
Net cash provided by (used in) operating activities	2,567	1,802	<b>(5,283)</b>	22,057	
Net cash provided by (used in) investment activities	(10,366)	(16,729)	<b>(18,002)</b>	(71,837)	
Net cash provided by (used in) financing activities	1,517	2,304	<b>(2,119)</b>	60,359	
Cash and cash equivalents	32,436	39,343	<b>40,022</b>	66,404	

A 1-for-2 stock split has been conducted as of January 1, 2014.

revised on Aug. 6,2015

**Net sales****(Millions of Yen)**

	1Q		
	2014/3	2015/3	2016/3
Membership Operations	8,619	7,805	8,919
Hotel and Restaurant Operations	14,522	14,987	17,392
Medical Operations	4,007	4,369	5,023
Others	192	397	345
Total	27,342	27,559	31,680

**Operating income****(Millions of Yen)**

	1Q		
	2014/3	2015/3	2016/3
Membership Operations	1,270	975	1,659
Hotel and Restaurant Operations	751	1,081	920
Medical Operations	978	821	782
Others	68	115	68
Total	3,068	2,993	3,431

# Business Results

## Overview of The Fiscal Year Ending March 31, 2016

### 1. Summary of Business Results

(¥ million)

	2014/6 (Results)	2015/6		Year-on-year Change	Results vs. Targets
		(Results)	(target)		
Net sales	27,559	31,680	30,300	+15.0%	+4.6%
Operating income	2,993	3,431	1,600	+14.6%	+114.4%
Ordinary income	3,266	3,994	1,900	+22.3%	+110.2%
Net income	1,918	3,281	1,600	+71.0%	+105.1%

The Japanese economy during the first quarter under review was on a moderate recovery trend as a trend toward improvement in corporate earnings and the employment and wage environment continued against a backdrop of the economic and fiscal policies of the government.

Under such circumstances, the conditions of the Group during the first quarter under review were positively affected by favorable sales of hotel memberships for hotels such as the "Ashiya Baycourt Club," which began sales in June 2015 as the second property in the Baycourt Club series, "XIV Toba Bettei," and "XIV Yugawara Rikyu," resulting in net sales of ¥31,680 million (an increase of 15.0% year on year), operating income of ¥3,431 million (an increase of 14.6% year on year), ordinary income of ¥3,994 million (an increase of 22.3% year on year), and profit attributable to owners of parent of ¥3,281 million (an increase of 71.0% year on year).

### 2. Summary of Business Segments

#### [Membership Operations]

(¥ million)

	2014/6 (Results)	2015/6		Year-on-year Change	Results vs. Targets
		(Results)	(target)		
Net sales	7,805	8,919	7,900	+14.3%	+12.9%
Operating income	975	1,659	820	+70.1%	+102.4%

Membership Operations Segments resulted in increased sales and income from effect of the favorable sales of hotel memberships for hotels such as the "Ashiya Baycourt Club," which began sales in June 2015 as the second property in the Baycourt Club series, "XIV Toba Bettei," and "XIV Yugawara Rikyu,".

#### [Hotel and Restaurant Operations]

(¥ million)

	2014/6 (Results)	2015/6		Year-on-year Change	Results vs. Targets
		(Results)	(target)		
Net sales	14,987	17,392	17,330	+16.0%	+0.4%
Operating income	1,081	920	270	(14.9%)	+240.9%

Hotel and Restaurant Segments resulted in increased sales and decreased income as robust sales in the "Hotel Trusty" series targeting the general public and a contribution to sales expansion from "The Kahala Hotel & Resort" in Hawaii, the United States, which was acquired in October 2014, were unable to offset increased personnel expenses, etc., related to the strengthening of the employee structure in preparation for new hotel openings.

[Medical Operations] (¥ million)

	2014/6 (Results)	2015/6		Year-on-year Change	Results vs. Targets
		(Results)	(target)		
Net sales	4,369	5,023	4,720	+15.0%	+6.4%
Operating income	821	782	480	(4.8%)	+63.0%

Medical Operations Segments resulted in increased sales and income, primarily increasing sales of Senior-life Division and due to an increase in income from annual membership fees accompanying the growth in membership.

[Others] (¥ million)

	2014/6 (Results)	2015/6		Year-on-year Change	Results vs. Targets
		(Results)	(target)		
Net sales	397	345	350	(13.1%)	(1.4%)
Operating income	115	68	30	(40.5%)	+129.0%

Other Operations Segments resulted in decreased sales and income. This was primarily attributable to a decrease in rent revenue from the rental office building by the consolidated subsidiary R.T. DEVELOPMENT CO.,LTD and an increase in property tax etc.

### 3. Cash Flows

(¥ million)

	2014/6 (Results)	2015/6 (Results)
Operating cash flows	1,802	(5,283)
Investing cash flows	(16,729)	(18,002)
Financing cash flows	2,304	(2,119)
Cash and cash equivalents	39,343	40,022

### 4. Outlook for the Fiscal Year Ending March 31, 2016

(¥ million)

	2015/3 (Results)	2016/3 (Revision target)	Year-on-year Change
Net sales	120,401	144,900	+20.3%
Operating income	16,041	19,500	+21.6%
Ordinary income	20,206	20,600	+1.9%
Net income	11,851	13,300	+12.2%

revised on Aug 6,2015

Concerning forecasts for the full year, "XIV Toba Bettei," which began sales in January 2014, is scheduled to open in March 2016, resulting in a one-time recording of real estate sales and income which have been carried over, membership sales will continue for "XIV Yugawara Rikyu," which began sales in October 2014, and development and membership sales for "Ashiya Baycourt Club," which is the second facility in the Baycourt Club series, began in June 2015. Membership sales for these unopened hotels are forecast to be robust, and as a result, the Company Group forecasts net sales of ¥144,900 million (an increase of 20.3% year on year), operating income of ¥19,500 million (an increase of 21.6% year on year), ordinary income of ¥20,600 million (an increase of 1.9% year on year), and profit attributable to owners of parent of ¥13,300 million (an increase of 12.2% year on year), for increases in both sales and income.

# Quarterly Consolidated Financial Statements

## (1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	Fiscal 2014 (April 1, 2014 to March 31, 2015)	Fiscal 2015 (April 1, 2015 to June 30, 2015)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	53,687	34,206
Notes and accounts receivable - trade	5,994	7,713
Operating loans	27,448	28,457
Securities	42,193	32,432
Merchandise	728	731
Real estate for sale	2,010	2,022
Raw materials and supplies	900	867
Real estate for sale in process	18,497	23,910
Deferred tax assets	3,714	2,885
Other	3,921	5,875
Allowance for doubtful accounts	(773)	(860)
<b>Total current assets</b>	<b>158,323</b>	<b>138,242</b>
<b>Non-current assets</b>		
Property, plant and equipment		
Buildings and structures, net	90,369	89,327
Machinery, equipment and vehicles, net	1,769	1,953
Golf courses	9,563	7,550
Land	40,417	40,097
Leased assets, net	2,506	2,430
Construction in progress	4,007	6,031
Other, net	5,150	5,013
<b>Total property, plant and equipment</b>	<b>153,784</b>	<b>152,403</b>
Intangible assets		
Goodwill	231	201
Software	678	1,121
Other	2,442	2,033
<b>Total intangible assets</b>	<b>3,351</b>	<b>3,356</b>
Investments and other assets		
Investment securities	60,805	76,394
Shares of subsidiaries and associates	1,603	1,676
Long-term loans receivable	1,428	2,169
Net defined benefit asset	1,348	1,346
Deferred tax assets	123	1,272
Other	16,452	7,877
Allowance for doubtful accounts	(6,390)	(1,547)
<b>Total investments and other assets</b>	<b>75,372</b>	<b>89,189</b>
<b>Total non-current assets</b>	<b>232,508</b>	<b>244,949</b>
<b>Total assets</b>	<b>390,832</b>	<b>383,192</b>

	Fiscal 2014 (April 1, 2014 to March 31, 2015)	Fiscal 2015 (April 1, 2015 to June 30, 2015)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable - trade	1,096	975
Short-term loans payable	5,000	5,000
Current portion of long-term loans payable	6,663	6,424
Current portion of bonds	450	450
Current portion of bonds with subscription rights to shares	-	1,329
Lease obligations	369	328
Accounts payable - other	9,301	7,081
Income taxes payable	4,482	1,165
Accrued consumption taxes	2,602	1,253
Advances received	13,304	18,215
Unearned revenue	10,619	12,728
Provision for loss on guarantees	151	156
Other	7,555	11,499
<b>Total current liabilities</b>	<b>61,595</b>	<b>66,607</b>
<b>Non-current liabilities</b>		
Bonds payable	4,150	4,150
Bonds with subscription rights to shares	35,558	30,275
Long-term loans payable	67,211	63,840
Lease obligations	2,367	2,282
Deferred tax liabilities	1,639	729
Provision for directors' retirement benefits	2,102	2,127
Provision for stocks payment	458	652
Net defined benefit liability	860	821
Long-term guarantee deposited	103,154	98,900
Negative goodwill	462	432
Other	6,500	6,655
<b>Total non-current liabilities</b>	<b>224,466</b>	<b>210,867</b>
<b>Total liabilities</b>	<b>286,062</b>	<b>277,475</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	16,977	18,923
Capital surplus	19,984	21,951
Retained earnings	57,807	58,662
Treasury shares	(2,705)	(2,570)
<b>Total shareholders' equity</b>	<b>92,062</b>	<b>96,966</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	4,742	3,476
Foreign currency translation adjustment	2,671	2,385
Remeasurements of defined benefit plans	257	243
<b>Total accumulated other comprehensive income</b>	<b>7,670</b>	<b>6,105</b>
Subscription rights to shares	57	31
Non-controlling interests	4,978	2,614
<b>Total net assets</b>	<b>104,769</b>	<b>105,717</b>
<b>Total liabilities and net assets</b>	<b>390,832</b>	<b>383,192</b>

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

(Millions of yen)

	Fiscal 2014 (April 1, 2014 to June 30, 2014)	Fiscal 2015 (April 1, 2015 to June 30, 2015)
Net sales	27,559	31,680
Cost of sales	4,289	3,754
Gross profit	23,269	27,925
Selling, general and administrative expenses		
Salaries and bonuses	8,145	9,987
Provision for directors' retirement benefits	17	34
Repair and maintenance	565	732
Provision of allowance for doubtful accounts	7	67
Provision for loss on guarantees	10	5
Utilities expenses	1,242	1,308
Depreciation	1,304	1,591
Other	8,982	10,768
Total selling, general and administrative expenses	20,275	24,494
Operating income	2,993	3,431
Non-operating income		
Interest income	327	480
Dividend income	16	28
Interests and charge for installment payment	0	0
Amortization of negative goodwill	30	30
Reversal of allowance for doubtful accounts	8	1
Share of profit of entities accounted for using equity method	-	2
Foreign exchange gains	-	163
Other	67	62
Total non-operating income	450	769
Non-operating expenses		
Interest expenses paid on loans and bonds	112	129
Share of loss of entities accounted for using equity method	10	-
Guarantee charge of unearned revenue	2	12
Nondeductible consumption tax	28	51
Other	23	13
Total non-operating expenses	177	206
Ordinary income	3,266	3,994
Extraordinary income		
Compensation income	7	-
Gain on sales of non-current assets	1	0
Gain on sales of investment securities	-	1,249
Gain on sales of shares of subsidiaries and associates	5	5
Gain on reversal of subscription rights to shares	13	11
Total extraordinary income	28	1,266
Extraordinary losses		
Loss on retirement of non-current assets	11	18
Loss on change in equity	-	1,398
Other	0	2
Total extraordinary losses	11	1,419
Income before income taxes and minority interests	3,284	3,841
Income taxes - current	378	1,141
Income taxes - deferred	898	(627)
Total income taxes	1,276	514
Profit	2,007	3,327
Profit attributable to non-controlling interests	89	45
Profit attributable to owners of parent	1,918	3,281



## [Quarterly Consolidated Statements of Comprehensive Income]

(Millions of yen)

	<b>Fiscal 2014</b> (April 1, 2014 to June 30, 2014)	<b>Fiscal 2015</b> (April 1, 2015 to June 30, 2015)
Profit	2,007	3,327
Other comprehensive income		
Valuation difference on available-for-sale securities	77	(1,267)
Foreign currency translation adjustment	-	(285)
Remeasurements of defined benefit plans, net of tax	(1)	(14)
Total other comprehensive income	75	(1,567)
Comprehensive income	2,083	1,759
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	1,992	1,715
Comprehensive income attributable to non-controlling interests	90	44

## (3) Quarterly Consolidated Statements of Cash Flows

(Millions of yen)

	Fiscal 2014 (April 1, 2014 to June 30, 2014)	Fiscal 2015 (April 1, 2015 to June 30, 2015)
Cash flows from operating activities		
Income before income taxes and minority interests	3,284	3,841
Depreciation	1,375	1,669
Amortization of goodwill (negative goodwill)	4	(0)
Increase (decrease) in allowance for doubtful accounts	(0)	66
Increase (decrease) in net defined benefit liability	16	(20)
Increase (decrease) in provision for directors' retirement benefits	17	24
Interest and dividend income	(343)	(509)
Interest expenses paid on loans and bonds	112	129
Foreign exchange losses (gains)	0	(177)
Decrease (increase) in notes and accounts receivable - trade	575	(2,820)
Decrease (increase) in inventories	908	(5,485)
Increase (decrease) in notes and accounts payable - trade	(61)	(116)
Increase (decrease) in accounts payable - other	(1,353)	(971)
Increase (decrease) in advances received	1,510	4,911
Increase (decrease) in long-term guarantee deposits received	(4,265)	(4,085)
Increase (decrease) in accrued consumption taxes	732	(1,346)
Other, net	3,748	3,651
Subtotal	6,261	(1,241)
Interest and dividend income received	135	512
Interest expenses paid	(100)	(133)
Income taxes paid	(4,494)	(4,420)
Net cash provided by (used in) operating activities	1,802	(5,283)
Cash flows from investing activities		
Payments into time deposits	(210)	(200)
Proceeds from withdrawal of time deposits	260	250
Purchase of securities	(12,997)	(23,497)
Proceeds from sales and redemption of securities	7,000	27,500
Purchase of investment securities	(9,877)	(26,879)
Proceeds from sales and redemption of investment securities	1,200	8,500
Proceeds from sales of shares of subsidiaries and associates	7	7
Purchase of property, plant and equipment and intangible assets	(1,309)	(3,375)
Payments of loans receivable	(16)	(37)
Collection of loans receivable	33	31
Other, net	(818)	(301)
Net cash provided by (used in) investing activities	(16,729)	(18,002)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	(750)	-
Proceeds from long-term loans payable	3,210	-
Repayments of long-term loans payable	(2,376)	(1,949)
Proceeds from issuance of bonds	2,487	-
Redemption of bonds	(925)	-
Purchase of treasury shares	(0)	(0)
Proceeds from disposal of treasury shares	135	112
Cash dividends paid	(1,603)	(2,425)
Other, net	2,127	2,144
Net cash provided by (used in) financing activities	2,304	(2,119)
Effect of exchange rate change on cash and cash equivalents	(0)	(33)
Net increase (decrease) in cash and cash equivalents	(12,621)	(25,437)
Cash and cash equivalents at beginning of period	51,965	66,404
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	-	(944)
Cash and cash equivalents at end of period	39,343	40,022

## **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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