## ENGLISH TRANSLATIN OF JAPANESE-LANGUAGE DOCUMENT.

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# SUMMARY OF FINANCIAL STATEMENTS (Non-Consolidated) for the First Three Quarters of the Fiscal Year ending March 31, 2014 (Japanese Standard)

February 3, 2014

Shin-Nihon Tatemono Co., Ltd.

Stock Exchange: Tokyo
Code Number: 8893

URL: http://www.kksnt.co.jp/

Representative: Tomohiko Ikeda, President and Chief Executive Officer

IR Contacts: Hiroaki Sato, Director, Executive Officer, Administrative Department Manager

Tel: +81-3-5962-0775

Scheduled date of filing of Quarterly Report: February 10, 2014

Scheduled date for commencing payment of dividend:

Preparation of explanatory materials for quarterly financial results:

Yes
Information meetings arranged relating to financial results:

None

(Note that all amounts have been rounded down to the nearest million yen)

## 1. Business Results (April 1 to December 31, 2013)

(1) Results of Operations (cumulative)

(Figures in percentages represent the year-on-year change)

|  | Net sales   |      | Operating inc | come | Ordinary inc | ome    | Net incon   | ne     |
|--|-------------|------|---------------|------|--------------|--------|-------------|--------|
|  | Million yen | %    | Million yen   | %    | Million yen  | %      | Million yen | %      |
| Nine months ended<br>December 31, 2013 | 7,399       | 21.5 | 238           | 1.5  | 76           | (31.0) | 73          | (34.0) |
| Nine months ended<br>December 31, 2012 | 6,091       | _    | 234           | _    | 111          | _      | 111         | _      |

|  | Net income per share | Diluted net income per share |
|--|----------------------|------------------------------|
|  | Yen                  | Yen                          |
| Nine months ended<br>December 31, 2013 | 0.74                 | 0.64                         |
| Nine months ended<br>December 31, 2012 | 1.12                 | 0.94                         |

### (2) Financial Condition

|                   | Total assets | Net assets  | Ratio of shareholders' equity to total assets |
|-------------------|--------------|-------------|---|
|                   | Million yen  | Million yen | %   |
| December 31, 2013 | 7,652        | 1,832       | 24.0  |
| March 31, 2013    | 7,784        | 1,757       | 22.6  |

(Reference) Shareholders' equity: December 31, 2013: 1,832 million yen March 31, 2013: 1,757 million yen

## 2. Dividends

|  | Dividend per share     |                        |                        |          |        |
|--|------------------------|------------------------|------------------------|----------|--------|
| (Declared Date)                              | End of the 1st quarter | End of the 2nd quarter | End of the 3rd quarter | Year end | Annual |
|  | Yen                    | Yen                    | Yen                    | Yen      | Yen    |
| Fiscal Year ended<br>March 31, 2013          | _                      | 0.00                   | _                      | 0.00     | 0.00   |
| Fiscal Year ending<br>March 31, 2014         | _                      | 0.00                   | _                      |          |        |
| (Forecast) Fiscal Year ending March 31, 2014 |                        |                        |                        | 0.00     | 0.00   |

(Note) Revisions to the dividend forecast published most recently: None

The information in the above table is only for dividends on common stocks. Please refer to "Dividends on preferred stocks" with regard to dividends on other types of stocks (unlisted) issued by us.

# 3. Forecast of Business Results (April 1, 2013 to March 31, 2014)

(Figures in percentages represent the year-on-year change)

|        |               |                  | (1 iguies in percent | iges represent the year-on | -year change) |
|--------|---------------|------------------|----------------------|----------------------------|---------------|
|        | Net sales     | Operating income | Ordinary income      | Net income                 | Net income    |
|        | ret sales     | Operating meome  | Ordinary meome       | ret meome                  | per share     |
|        | Million yen % | Million yen %    | Million yen %        | Million yen %              | Yen           |
| Annual | 12,700 16.6   | 620 18.0         | 405 (3.1)            | 400 (4.2)                  | 4.02          |

(Note) Revisions to the business results forecast published most recently: None

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#### \* Notes

(1) Application of specific accounting treatment to the preparation of Quarterly Financial Statements: Not applicable

(2) Changes in accounting principles and changes or restatement of accounting estimates

(i) Changes in accounting principles due to the amendment of accounting standards, etc.: Not applicable

(ii) Changes in accounting principles other than (i): Not applicable

(iii) Changes in accounting estimates:

(iv) Restatement:

Not applicable

Not applicable

(3) Number of Shares Outstanding (Common Stock)

(i) Total number of shares outstanding (including treasury stock):

December 31, 2013: 99,573,086 shares March 31, 2013: 99,573,086 shares

(ii) Total number of treasury stock:

December 31, 2013: 725 shares March 31, 2013: 725 shares (iii) Average number of issued shares (cumulative period):

Nine months ended December 31, 2013: 99,572,361 shares Nine months ended December 31, 2012: 99,572,361 shares

## (Implementation status of quarterly review processes)

- This summary of financial statements is not subject to quarterly review processes under the Financial Products and Exchange Law. At the time of release of this document, a quarterly review of the quarterly financial statements is currently undertaken.

## (Cautionary note regarding use of the forecast of financial results, and other special notations)

- The forecasts and other statements on future performance described in this summary are based on information available to the Company at the time of the announcement, as well as certain assumptions that are deemed to be reasonable by the Company. The Company makes no warrantee as to the achievability of these forecasts, and please note that actual results may differ materially from forecasts due to various factors.
- Presentation material on operating performance will be posted on the website of the Company on February 3, 2014.

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## Dividends on preferred stocks

Dividends per share relating to preferred stocks are as follows:

Class A preferred shares

| Class II protetted shares |                    |            |                |           |        |
|---------------------------|--------------------|------------|----------------|-----------|--------|
|                           | Dividend per share |            |                |           |        |
| (Declared Date)           | End of the 1st     | End of 2nd | End of the 3rd | Year end  | Ammuol |
|                           | quarter            | quarter    | quarter        | i ear end | Annual |
|                           | Yen                | Yen        | Yen            | Yen       | Yen    |
| Fiscal Year ended         |                    | _          | _              | _         | _      |
| March 31, 2013            |                    |            |                |           |        |
| Fiscal Year ending        |                    |            |                |           |        |
| March 31, 2014            |                    |            |                |           |        |
| (Forecast)                |                    |            |                |           |        |
| Fiscal Year ending        |                    |            |                | _         | _      |
| March 31, 2014            |                    |            |                |           |        |

<sup>(</sup>Note) The Company will not make any dividend payments until the fiscal year ending March 31, 2018, in accordance with the Articles of Incorporation.

# **Financial Statements**

# (1) Balance Sheets

|   | March 31, 2013 | December 31, 2013 |
|---|----------------|-------------------|
| ussets  |                |                   |
| Current assets  |                |                   |
| Cash and deposits   | 901,682        | 891,916           |
| Accounts receivable-trade   | 1,596          | 1,909             |
| Real estate for sale  | 1,446,438      | 850,552           |
| Real estate for sale in process   | 4,829,526      | 4,935,325         |
| Raw materials and supplies  | 602            | 822               |
| Advance payments-trade  | 87,700         | 230,650           |
| Prepaid expenses  | 25,510         | 70,454            |
| Advances paid   | 4              | 7,967             |
| Others  | 20,451         | 134,555           |
| Allowance for doubtful accounts   | (133)          | (593)             |
| Total current assets  | 7,313,379      | 7,123,561         |
| Noncurrent assets   |                |                   |
| Property, plant and equipment   |                |                   |
| Buildings   | 147,809        | 147,809           |
| Accumulated depreciation  | (84,507)       | (87,555)          |
| Buildings, net  | 63,301         | 60,253            |
| Structures  | 22,259         | 22,259            |
| Accumulated depreciation  | (15,848)       | (16,372)          |
| Structures, net   | 6,410          | 5,886             |
| Tools, furniture and fixtures   | 15,412         | 15,412            |
| Accumulated depreciation  | (9,407)        | (10,788)          |
| Tools, furniture and fixtures, net  | 6,005          | 4,623             |
| Land  | 110,008        | 110,008           |
| Total property, plant and equipment   | 185,725        | 180,772           |
| Intangible assets   |                |                   |
| Software  | 17,149         | 16,084            |
| Others  | 382            | _                 |
| Total intangible assets   | 17,531         | 16,084            |
| Investments and other assets  |                |                   |
| Investment securities   | 60,494         | 61,881            |
| Stocks of subsidiaries and affiliates                                       | 0              | 20,000            |
| Investments in other securities of subsidiaries and affiliates              | 55             | 0                 |
| Investments in capital  | 15,540         | 15,510            |
| Claims provable in bankruptcy, claims provable in rehabilitation and others | 10,968         | 10,788            |
| Guarantee deposits  | 189,577        | 232,479           |
| Others  | 2,509          | 1,818             |
| Allowance for doubtful accounts   | (10,968)       | (10,788)          |
| Total investments and other assets  | 268,176        | 331,689           |
| Total noncurrent assets   | 471,433        | 528,545           |
| Total assets  | 7,784,813      | 7,652,106         |

|   | M 1 21 2012    | (Thousand         |
|---|----------------|-------------------|
| ***   | March 31, 2013 | December 31, 2013 |
| Liabilities   |                |                   |
| Current liabilities                                   |                |                   |
| Accounts payable—trade                                | 1,000          | 1,000             |
| Accounts payable for construction contracts           | 111,139        | 126,363           |
| Short-term loans payable                              | 1,241,000      | 3,223,200         |
| Current portion of long-term loans payable            | 1,424,128      | 515,698           |
| Accounts payable-other                                | 4,888          | 4,888             |
| Accrued expenses                                      | 114,580        | 71,489            |
| Income taxes payable                                  | 4,885          | 3,419             |
| Advances received                                     | 53,068         | 61,809            |
| Deposits received                                     | 13,492         | 12,432            |
| Provision for bonuses                                 | 17,858         | 9,463             |
| Others  | 21,320         | 134,728           |
| Total current liabilities                             | 3,007,362      | 4,164,493         |
| Noncurrent liabilities                                |                |                   |
| Long-term loans payable                               | 2,946,619      | 1,578,075         |
| Provision for retirement benefits                     | 59,081         | 62,678            |
| Deferred tax liabilities                              | 303            | 797               |
| Others  | 13,596         | 13,596            |
| Total noncurrent liabilities                          | 3,019,600      | 1,655,148         |
| Total liabilities                                     | 6,026,962      | 5,819,641         |
| Net assets  |                |                   |
| Shareholders' equity                                  |                |                   |
| Capital stock   | 854,500        | 854,500           |
| Capital surplus                                       |                |                   |
| Legal capital surplus                                 | 40,983         | 40,983            |
| Total capital surplus                                 | 40,983         | 40,983            |
| Retained earnings                                     |                |                   |
| Other retained earnings                               |                |                   |
| Retained earnings brought forward                     | 862,207        | 935,930           |
| Total retained earnings                               | 862,207        | 935,930           |
| Treasury stock  | (388)          | (388)             |
| Total shareholders' equity                            | 1,757,302      | 1,831,024         |
| Valuation and translation adjustments                 |                | 1,031,024         |
| Valuation difference on available-for-sale securities | 548            | 1,440             |
| Total valuation and translation adjustments           | 548            | 1,440             |
| Total net assets                                      |                |                   |
|   | 1,757,850      | 1,832,465         |
| Total liabilities and net assets                      | 7,784,813      | 7,652,106         |

|   | Nine months<br>ended December 31, 2012 | Nine months<br>ended December 31, 2013 |
|---|--|--|
| Net sales   | (April 1 to December 31, 2012)         | (April 1 to December 31, 2013)         |
| Net sales from the liquidation business   | 696,908                                | 2,698,800                              |
| Net sales from the condominium unit sales business  | 3,303,119                              | 2,756,470                              |
| Net sales from the condominum unit sales business   | 2,011,862                              | 1,909,637                              |
| Others  | 79,635                                 | 34,265                                 |
| Total net sales   | 6,091,526                              | 7,399,175                              |
| Cost of sales   | 0,091,320                              | 7,399,173                              |
|   | 637,584                                | 2,382,877                              |
| Cost of sales of the liquidation business  Cost of sales of the condominium unit sales business               | 2,552,984                              | 2,235,438                              |
| Cost of sales of the condominant unit sales business  Cost of sales of the residential housing sales business | 1,603,655                              | 1,570,771                              |
| Others  | 56,851                                 | 19,459                                 |
| Total cost of sales   |  | ·                                      |
|   | 4,851,075                              | 6,208,546                              |
| Gross profit  | 1,240,451                              | 1,190,628                              |
| Selling, general and administrative expenses  | 1.42.005                               | 115 704                                |
| Sales commission  | 143,025                                | 115,784                                |
| Advertising expenses  | 226,907                                | 224,080                                |
| Provision of allowance for doubtful accounts  | (1,547)                                | 279                                    |
| Directors' compensations  | 37,614                                 | 33,043                                 |
| Salaries and allowances   | 247,067                                | 270,767                                |
| Provision for bonuses   | 7,685                                  | 7,961                                  |
| Retirement benefit expenses   | 9,838                                  | 7,466                                  |
| Legal welfare expenses  | 34,895                                 | 38,209                                 |
| Welfare expenses  | 6,632                                  | 8,555                                  |
| Entertainment expenses  | 27,468                                 | 32,350                                 |
| Commission fee  | 82,189                                 | 57,767                                 |
| Rent expenses   | 12,632                                 | 7,243                                  |
| Taxes and dues  | 25,517                                 | 26,533                                 |
| Rents   | 26,287                                 | 25,737                                 |
| Depreciation  | 16,725                                 | 10,688                                 |
| Others  | 102,948                                | 85,994                                 |
| Total selling, general and administrative expenses  | 1,005,887                              | 952,463                                |
| Operating income  | 234,563                                | 238,164                                |
| Non-operating income  |  |  |
| Interest income   | 383                                    | 259                                    |
| Dividends income  | 1,705                                  | 607                                    |
| Land and house rent received  | 22,965                                 | 23,773                                 |
| Penalty income  | -                                      | 9,111                                  |
| Fiduciary obligation fee  | 1,200                                  | _                                      |
| Others  | 5,066                                  | 6,140                                  |
| Total non-operating income  | 31,322                                 | 39,892                                 |
| Non-operating expenses  |  |  |
| Interest expenses   | 147,871                                | 201,028                                |
| Others  | 6,510                                  | 79                                     |
| Total non-operating expenses  | 154,382                                | 201,108                                |
| Ordinary income (loss)  | 111,503                                | 76,949                                 |
| Extraordinary income  |  |  |
| Gain on sales of investment securities  | 4,229                                  | 99                                     |
| Total extraordinary income  | 4,229                                  | 99                                     |
| Extraordinary loss  |  |  |
| Loss on valuation of investment securities  | _                                      | 55                                     |
| Total extraordinary loss  | _                                      | 55                                     |
| Income (loss) before income taxes   | 115,733                                | 76,994                                 |
| Income taxes—current  | 4,065                                  | 3,271                                  |
| Total income taxes  | 4,065                                  | 3,271                                  |
|   |  | <u> </u>                               |
| Net income (loss)   | 111,668                                | 73,722                                 |