

May 10, 2019

Consolidated Financial Results for the Fiscal Year Ended March 31, 2019 <under J-GAAP>

Company name: **Pressance Corporation Co., Ltd.**
 Listing: First Section of the Tokyo Stock Exchange
 Securities code: 3254
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Scheduled date of ordinary general meeting of shareholders: June 21, 2019
 Scheduled date of start of dividend payment: June 24, 2019
 Scheduled date of filing of annual securities report: June 24, 2019
 Preparation of supplementary material on financial results: Yes
 Holding of financial results presentation meeting: None

(Amounts less than one million yen have been omitted.)

1. Consolidated operating results for the fiscal year ended March 31, 2019 (from April 1, 2018 to March 31, 2019)

(1) Consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended March 31, 2019	160,580	19.8	27,118	33.2	26,531	33.6	18,296	33.0
Fiscal year ended March 31, 2018	134,059	32.6	20,362	30.1	19,858	28.8	13,757	30.7

Note: Comprehensive income Fiscal year ended March 31, 2019: 18,304 million yen [32.9%]
 Fiscal year ended March 31, 2018: 13,768 million yen [30.9%]

	Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to net sales
	Yen	Yen	%	%	%
Fiscal year ended March 31, 2019	296.43	285.09	22.1	9.7	16.9
Fiscal year ended March 31, 2018	232.58	222.29	20.8	9.2	15.2

Reference: Share of profit (loss) of entities accounted for using equity method
 Fiscal year ended March 31, 2019: (43) million yen
 Fiscal year ended March 31, 2018: 24 million yen

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2019	301,942	94,618	30.7	1,493.54
As of March 31, 2018	245,399	75,172	29.8	1,221.10

Reference: Equity
 As of March 31, 2019: 92,715 million yen
 As of March 31, 2018: 73,209 million yen

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
As of March 31, 2019	(24,480)	(2,192)	36,735	39,400
As of March 31, 2018	(40,184)	(1,905)	42,963	29,314

2. Dividends

	Annual dividends per share					Total cash dividends (Full-year)	Payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Annual total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended March 31, 2018	—	12.50	—	16.90	29.40	1,762	12.6	2.6
Fiscal year ended March 31, 2019	—	17.50	—	23.00	40.50	2,524	13.7	3.0
Fiscal year ending March 31, 2020 (Forecast)	—	26.00	—	26.00	52.00		15.0	

3. Consolidated results forecasts for the fiscal year ending March 31, 2020
(from April 1, 2019 to March 31, 2020)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Half year	122,058	0.6	20,487	(20.5)	19,935	(22.1)	13,649	(21.6)	219.88
Full year	209,219	30.3	32,531	20.0	31,429	18.5	21,520	17.6	346.67

*** Notes**

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Changes in accounting policies, changes in accounting estimates, and restatement after error corrections
 - a. Changes in accounting policies due to amendments to accounting standards and other regulations: None
 - b. Changes in accounting policies due to other reasons than a. above: None
 - c. Changes in accounting estimates: None
 - d. Restatement after error corrections: None

(3) Number of issued shares (common stock)**a. Number of issued shares at end of period (including treasury shares)**

As of March 31, 2019	62,941,385 shares
As of March 31, 2018	62,365,600 shares

b. Number of treasury shares at end of period

As of March 31, 2019	863,744 shares
As of March 31, 2018	2,412,152 shares

c. Average number of shares during the period

Fiscal year ended March 31, 2019	61,722,251 shares
Fiscal year ended March 31, 2018	59,152,969 shares

***Notes**

Due to the introduction of the share-based payment type ESOP, certain number of shares of the Company held by the trust account are included in the “Number of treasury shares at end of period” (313,980 shares for the fiscal year ended March 31, 2019, and 313,980 shares for the fiscal year ended March 31, 2018) and certain number of shares are included in the treasury shares that were deducted in the calculation of the “Average number of outstanding shares during the period” (313,980 shares for the fiscal year ended March 31, 2019 and 314,660 shares for the fiscal year ended March 31, 2018).

* Financial results reports are not required to be audited

* Explanation related to the appropriate use of the results forecasts and other items warranting special mention

Forward-looking statements in this document, including the results forecasts, are based on the information available to the Company at the time of disclosure and on certain assumptions deemed to be reasonable by the Company. These statements do not purport that the Company pledges or ensures to achieve such statements. Actual business and other results may differ substantially due to various factors. For preconditions to the assumptions and other important notes concerning the financial forecasts, please refer to “1. Business Results (4) Future Outlook” on page 5 of the attachment.

1. Business Results and Financial Position

(1) Business Results

During the consolidated fiscal year under review, the Japanese economy remained on a gradual recovery track as consumer spending was fueled by improving income and employment opportunities.

In the real estate industry, in addition to mounting construction costs, the cost of land for development increased as publicly assessed land values continued to rise in Japan's three largest cities of Tokyo, Osaka, and Nagoya as well as in other large cities. Although this and other factors remain causes for concern, the interest rates on housing loans remain low while the Japanese government's ongoing measures to help homebuyers are still on track, contributing to a stable economy. The demand for condominiums has also remained solid as more people have been moving into cities, featuring the trend of people seeking the convenience of urban living.

Under the environment above, Pressance Corporation Co, Ltd. (the "Company") has focused on acquiring the lands in selected locations of its primary sales areas covering the Kinki and Tokai-Chukyo regions as well as regional urban centers, supplying condominiums intensively to the center of major cities.

With the result of business operation above, the Company posted the following consolidated performance for the fiscal year ended March 31, 2019, net sales amounted to 160,580 million yen (up 19.8% year on year), operating profit amounted to 27,118 million yen (up 33.2% year on year), ordinary profit amounted to 26,531 million yen (up 33.6% year on year) and profit attributable to owners of parent amounted to 18,296 million yen (up 33.0% year on year).

An overview of operating results by product segment is as follows:

Real Estate Sale Business

The real estate sale business enjoyed favorable sales of condominium units such as Pressance Legend Biwako, a 486-unit condominium designed for families, and Pressance Itachibori Parkcity, a condominium featuring 148 studio units. With the result of business operation above, sales of studio condominium amounted to 43,011 million yen (2,363 rooms), sale of family-type condominium amounted to 77,375 million yen (2,078 rooms), sale of condominium building amounted 12,459 million yen (880 rooms), sale of hotel property amounted to 17,625 million yen (980 rooms), sale of other type of housing amounted to 1,509 million yen (98 rooms), sale of other real estate amounted to 1,429 million yen, business accompanying real estate sale amounted to 1,633 million yen. Total sales of real estate sale business posted 155,044 million yen (up 19.8% year on year), and segment profit amounted to 26,589 million yen (up 33.8% year on year).

Other Business

The sales of other business, such as the Rental housing business and the Real estate management fee business, amounted to 5,535 million yen (up 20.1% year on year), and segment profit amounted to 1,752 million yen (up 15.0% year on year) due to an increase in rents revenue with high occupancy rate of owned real estates for rent.

(2) Analysis on Financial Position

With the adoption and application of the Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28 dated February 16, 2018) from the beginning of the fiscal year under review ended March 31, 2019, financial figures are compared to the recalculated figures for the fiscal year ended March 31, 2018.

Current Assets

Total current assets as of the end of this consolidated reporting fiscal year amounted to 280,591 million yen (up 23.5% year on year), increased by 53,430 million yen. This was mainly due to a 43,238-million yen increase in inventory as a result of actively acquiring lands for condominium development.

Fixed Assets

Total fixed assets as of the end of this consolidated reporting fiscal year increased by 3,112 million yen and amounted to 21,350 million yen (up 17.1% year on year). This was largely due to a 1,033-million-yen increase in long-term loans to affiliates as well as an increase of 1,315 million yen in real estate for rent as a result of transferring of 4,875 million yen from the Real estate for sale to the Real estate for rent after five condominium buildings, such as Pressance Marunouchi Fort, were repositioned as rental properties from properties for sale.

Liabilities

Total liabilities as of the end of this consolidated reporting fiscal year amounted to 207,323 million yen (up 21.8% year on year), increased by 37,096 million yen. This was mainly due to an increase in loan payable by 38,492 million yen as a result of actively acquiring lands for condominium development.

Net Assets

Total net assets as of the end of this consolidated reporting fiscal year amounted to 94,618 million yen (up 25.9% year on year), increased by 19,446 million yen. This was principally due to the increase in retained earnings by 16,188 million yen because of the posting of profit attributable to owners of parent.

(3) Analysis on Cash Flows

Cash and cash equivalents as of the end of the fiscal year ended March 31, 2019, totaled 39,400 million yen (up 34.4% year on year), increased by 10,085 million yen.

The state of and factors in each cash flow of the fiscal year are as follows:

Cash Flows from Operating Activities

Net cash used in operating activities came to 24,480 million yen (Compared with 40,184 million yen used in the previous fiscal year).

This was mainly due to cash outflows with an increase in inventories in line with proactive procurement of lands for condominium development and the payment of income taxes, while income before income taxes amounted 26,530 million yen. Inventories increased by 44,820 million yen, and payment of income tax was 7,302 million yen.

Cash Flows from Investment Activities

Net cash used in investment activities came to 2,192 million yen (Compared with 1,905 million yen used in the previous fiscal year).

This was primarily due to cash outflows that resulted from loans to affiliates totaling 1,074 million yen, payments into time deposits totaling 530 million yen, and investments in affiliates amounting to 455 million yen.

Cash Flows from Financing Activities

Net cash provided by financing activities came to 36,735 million yen (Compared with 42,963 million yen provided in the previous fiscal year).

The main reason for this was an increase in loan payable to bank. Loan debt to bank increased by 38,492 million yen.

(4) Future Outlook

The real estate market, which is our prime market, is expected to remain robust because of the strong demand for housing as well as the Japanese government's ongoing measures to assist homebuyers and other factors that will drive consumers to buy homes, even though we still need to keep a close eye on any changes in financial markets and the future of the economy. In the condominium market, we expect demand to remain strong in our major sales areas as the population continues to flow into urban centers.

Under these market conditions, the Pressance Group will continue to move forward on a solid footing as it supplies condominiums that offer all the conveniences of urban living and the right specifications at the right price in order to meet customer needs. We will also work to strengthen our sales capability through further education and training of our sales force as well as the use of AI and other technologies. At the same time, we will endeavor to create new added value to satisfy a diverse range of needs with an eye to achieving further growth.

Real Estate Sale Business

The Company forecasts the following operating results in the financial year ending March 2020; sales of studio-type condominium of 70,901 million yen (up 64.8% year on year), sales of family-type condominium of 74,757 million yen (down 3.4% year on year), sales of condominium building of 24,715 million yen (up 98.4% year on year), sales of hotel property of 18,292 million yen (up 3.8% year on year), sales of other type of housing of 2,835 million yen (up 87.9% year on year), sales of other real estate of

9,200 million yen (up 543.4% year on year). We expect to post business accompanying real estate sale of 1,189 million yen (down 27.2% year on year). As a result of forecast in each segment, the Company forecasts total sales amount of real estate sale business of 201,891 million yen (up 30.2% year on year).

Other Business

In the Rental housing business and Real estate management fee business, we expect to increase rental revenue due to an increase of condominium owned by the Company. The Company forecasts sales of other business of 7,327 million yen (up 32.4% year on year).

Cost of Sales and Expenses

Cost of sales, such as land acquisition and construction costs, is expected to increase. In regard to selling, general and administration expenses, the Company forecasts an increase in personnel expenses effected by staff increase for expansion of business and sales increase of condominium.

For the fiscal year ending March 31, 2020, the Company expects consolidated net sales of 209,219 million yen (up 30.3% year on year), operating profit of 32,531 million yen (up 20.0% year on year), ordinary profit of 31,429 million yen (up 18.5% year on year), profit attributable to owners of parent of 21,520 million yen (up 17.6% year on year).

For the period of consolidated cumulative second quarter, the Company forecasts consolidated net sales of 122,058 million yen, profit attributable to owners of parent of 13,649 million yen.

(5) Basic Policy on Profit Distribution, Dividend for the Current and Next Fiscal Years

The Company has always considered returning profits to shareholders a top priority and has set a dividend payout ratio target. The Company will strive to provide more proactive shareholder return with a higher ratio of profit return.

Setting its targets on returning profits, the Company aims to gradually increase its dividend payout ratio up to 20% by the end of the fiscal year ending March 2023. Also, the Company is aiming an increase of dividend in total by 15% or greater year on year, backed by the growth in operating profits by 10% or greater year on year.

According to the Article of Incorporation of the Company, the dividends of surplus is subject to the resolution of the Board of Directors of the Company, and the Company has set a basic policy of paying two dividends a year, including an interim dividend and a year-end dividend.

For the year ended March 31, 2019, the Company plans to pay out a year-end dividend of 23.0 yen per share, annual total of which to be 40.5 yen per share for the full year in addition to an interim dividend per share.

For the next fiscal year ending March 31, 2020, the Company plans to pay out interim dividend of 26.0 yen per share and a year-end dividend of 26.0 per share, totaling 52.0 yen per share for the full year.

2. Basic Approach to the Selection of Accounting Standards

The Group prepares consolidated financial statements with Japanese accounting standards. The Group intends to continue examining the application of international accounting standards with considering situations both in Japan and abroad.

Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Thousands of yen)

	As of March 31, 2018	As of March 31, 2019
Assets		
Current assets		
Cash and deposits	31,374,433	41,990,249
Accounts receivable - trade	79,318	64,570
Real estate for sale	11,275,614	9,603,436
Real estate for sale in process	180,461,550	225,302,024
Raw materials and supplies	207,921	278,592
Other	3,762,667	3,352,807
Total current assets	227,161,506	280,591,681
Non-current assets		
Property, plant and equipment		
Buildings and structures	329,039	390,058
Accumulated depreciation	(128,852)	(157,867)
Buildings and structures, net	200,186	232,191
Real estate for rent	14,677,100	16,220,953
Accumulated depreciation	(741,276)	(969,145)
Real estate for rent, net	13,935,823	15,251,807
Land	271,702	271,702
Other	308,752	284,047
Accumulated depreciation	(222,715)	(191,514)
Other, net	86,037	92,532
Total property, plant and equipment	14,493,751	15,848,235
Intangible assets	431,820	332,282
Investments and other assets		
Investment securities	86,133	73,056
Long-term loans receivable	20,900	35,800
Long-term loans receivable from subsidiaries and associates	1,427,267	2,460,423
Deferred tax assets	1,325,971	1,584,676
Other	451,820	1,016,157
Total investments and other assets	3,312,092	5,170,114
Total non-current assets	18,237,664	21,350,632
Total assets	245,399,170	301,942,314

	As of March 31, 2018	As of March 31, 2019
Liabilities		
Current liabilities		
Notes and accounts payable - trade	796,037	117,986
Electronically recorded obligations - operating	5,955,930	7,085,448
Short-term loans payable	7,965,955	9,920,000
Current portion of long-term loans payable	32,507,172	44,547,399
Income taxes payable	4,190,984	5,417,339
Advances received	12,492,345	11,503,048
Provision for bonuses	170,067	218,490
Other	3,458,537	4,106,663
Total current liabilities	67,537,029	82,916,376
Non-current liabilities		
Bonds with share acquisition rights	6,400,000	3,500,000
Long-term loans payable	95,621,800	120,119,750
Provision for directors' retirement benefits	569,350	623,483
Provision for share-based payment	89,905	146,152
Other	8,393	17,678
Total non-current liabilities	102,689,448	124,407,065
Total liabilities	170,226,478	207,323,441
Net assets		
Shareholders' equity		
Capital stock	1,973,996	2,404,047
Capital surplus	2,113,852	3,406,237
Retained earnings	71,588,931	87,777,208
Treasury shares	(2,471,817)	(887,796)
Total shareholders' equity	73,204,962	92,699,695
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	6,980	311
Foreign currency translation adjustment	(2,840)	15,544
Total accumulated other comprehensive income	4,139	15,855
Subscription rights to shares	180,329	123,803
Non-controlling interests	1,783,260	1,779,517
Total net assets	75,172,692	94,618,872
Total liabilities and net assets	245,399,170	301,942,314

(2) Consolidated statements of income and comprehensive income
Consolidated Statements of Income

(Thousands of yen)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019
Net sales	134,059,492	160,580,068
Cost of sales	99,575,438	116,378,482
Gross profit	34,484,054	44,201,586
Selling, general and administrative expenses		
Sales commission	5,857,632	6,745,436
Advertising expenses	436,573	565,122
Directors' compensations	569,220	623,737
Salaries and allowances	3,627,888	4,798,522
Bonuses	214,687	247,677
Provision for bonuses	144,568	210,737
Retirement benefit expenses	22,573	51,944
Provision for directors' retirement benefits	51,700	54,133
Provision for share-based payment	51,874	56,247
Depreciation	61,402	87,068
Other	3,083,178	3,642,034
Total selling, general and administrative expenses	14,121,298	17,082,662
Operating profit	20,362,755	27,118,923
Non-operating income		
Interest income	7,595	3,511
Dividend income	1,350	1,440
Purchase discounts	5,417	318
Share of profit of entities accounted for using equity method	24,118	-
Foreign exchange gains	-	101,293
Commission fee	90,984	57,568
Penalty income	106,818	69,991
Other	63,598	75,206
Total non-operating income	299,883	309,330
Non-operating expenses		
Interest expenses	614,501	745,526
Share of loss of entities accounted for using equity method	-	43,784
Foreign exchange losses	39,948	-
Commission fee	132,542	93,514
Other	17,119	13,896
Total non-operating expenses	804,112	896,722
Ordinary profit	19,858,526	26,531,531
Extraordinary income		
Gain on sales of non-current assets	3,708	3,440
Total extraordinary income	3,708	3,440
Extraordinary losses		
Loss on sales of non-current assets	-	584
Loss on retirement of non-current assets	7,314	3,546
Loss on valuation of investment securities	25,956	-
Total extraordinary losses	33,270	4,131
Profit before income taxes	19,828,964	26,530,841
Income taxes - current	6,482,826	8,493,852
Income taxes - deferred	(412,037)	(255,767)
Total income taxes	6,070,788	8,238,084
Net income	13,758,175	18,292,756
Profit (Loss) attributable to non-controlling interests	462	(3,743)
Profit attributable to owners of parent	13,757,713	18,296,500

Consolidated statements of comprehensive income

(Thousands of yen)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019
Net income	13,758,175	18,292,756
Other comprehensive income		
Valuation difference on available-for-sale securities	13,192	(6,669)
Foreign currency translation adjustment	(2,840)	4,384
Share of other comprehensive income of entities accounted for using equity method	-	14,001
Total other comprehensive income	10,352	11,716
Comprehensive income	13,768,527	18,304,473
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	13,768,065	18,308,216
Comprehensive income attributable to non-controlling interests	462	(3,743)

(3) Consolidated statements of changes in equity

Fiscal year ended March 31, 2018

(Thousands of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	1,472,694	1,406,871	59,308,110	(2,869,119)	59,318,556
Changes of items during period					
Issuance of new shares	501,302	501,302			1,002,604
Dividends of surplus			(1,476,891)		(1,476,891)
Profit attributable to owners of parent			13,757,713		13,757,713
Purchase of treasury shares				(71)	(71)
Disposal of treasury shares		204,389		397,373	601,763
Change in ownership interest of parent due to transactions with non-controlling interests		1,288			1,288
Net changes of items other than shareholders' equity					
Total changes of items during period	501,302	706,980	12,280,821	397,301	13,886,405
Balance at end of current period	1,973,996	2,113,852	71,588,931	(2,471,817)	73,204,962

	Accumulated other comprehensive income			Subscription rights to shares	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at beginning of current period	(6,212)	—	(6,212)	287,248	15,816	59,615,408
Changes of items during period						
Issuance of new shares						1,002,604
Dividends of surplus						(1,476,891)
Profit attributable to owners of parent						13,757,713
Purchase of treasury shares						(71)
Disposal of treasury shares						601,763
Change in ownership interest of parent due to transactions with non-controlling interests						1,288
Net changes of items other than shareholders' equity	13,192	(2,840)	10,352	(106,918)	1,767,444	1,670,878
Total changes of items during period	13,192	(2,840)	10,352	(106,918)	1,767,444	15,557,283
Balance at end of current period	6,980	(2,840)	4,139	180,329	1,783,260	75,172,692

Fiscal year ended March 31, 2019

(Thousands of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	1,973,996	2,113,852	71,588,931	(2,471,817)	73,204,962
Changes of items during period					
Issuance of new shares	430,051	430,051			860,102
Dividends of surplus			(2,108,223)		(2,108,223)
Profit attributable to owners of parent			18,296,500		18,296,500
Disposal of treasury shares		862,334		1,584,021	2,446,355
Net changes of items other than shareholders' equity					
Total changes of items during period	430,051	1,292,385	16,188,276	1,584,021	19,494,733
Balance at end of current period	2,404,047	3,406,237	87,777,208	(887,796)	92,699,695

	Accumulated other comprehensive income			Subscription rights to shares	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income			
Balance at beginning of current period	6,980	(2,840)	4,139	180,329	1,783,260	75,172,692
Changes of items during period						
Issuance of new shares						860,102
Dividends of surplus						(2,108,223)
Profit attributable to owners of parent						18,296,500
Disposal of treasury shares						2,446,355
Net changes of items other than shareholders' equity	(6,669)	18,385	11,716	(56,526)	(3,743)	(48,553)
Total changes of items during period	(6,669)	18,385	11,716	(56,526)	(3,743)	19,446,180
Balance at end of current period	311	15,544	15,855	123,803	1,779,517	94,618,872

(4) Consolidated Statements of Cash Flows

(Thousands of yen)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019
Cash flows from operating activities		
Income before income taxes	19,828,964	26,530,841
Depreciation	405,680	471,149
Amortization of goodwill	100,212	100,212
Interest and dividend income	(8,946)	(4,951)
Interest expenses	614,501	745,526
Foreign exchange losses (gains)	39,900	(100,513)
Share of (profit) loss of entities accounted for using equity method	(24,118)	43,784
Decrease (increase) in inventories	(57,359,750)	(44,820,142)
Increase (decrease) in notes and accounts payable - trade	(957,096)	532,074
Share-based compensation expenses	52,091	-
Increase (decrease) in provision for bonuses	38,257	48,423
Increase (decrease) in provision for directors' retirement benefits	46,700	54,133
Loss (gain) on valuation of investment securities	25,956	-
Loss (gain) on sales of non-current assets	(3,708)	(2,855)
Loss on retirement of non-current assets	7,314	3,546
Increase (decrease) in advances received	1,653,868	(1,005,652)
Decrease (increase) in consumption taxes refund receivable	142,915	789,470
Increase (decrease) in accrued consumption taxes	(196,641)	526,100
Increase (decrease) in provision for share-based payment	51,874	56,247
Other	819,371	(356,102)
Subtotal	(34,722,654)	(16,388,708)
Interest and dividend income received	8,946	4,951
Interest expenses paid	(614,662)	(794,622)
Income taxes paid	(4,855,818)	(7,302,055)
Net cash provided by (used in) operating activities	(40,184,188)	(24,480,435)
Cash flows from investing activities		
Purchase of non-current assets	(673,901)	(147,074)
Proceeds from sales of non-current assets	3,708	15,783
Purchase of investment securities	(1,944)	(2,028)
Proceeds from sales of investment securities	70	200
Payments of loans receivable from subsidiaries and associates	(1,094,850)	(1,074,116)
Payments for investments in capital of subsidiaries and associates	-	(455,760)
Payments into time deposits	-	(530,000)
Proceeds from withdrawal of time deposit	35,010	-
Purchase of shares of subsidiaries and associates	(10,978)	-
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(162,993)	-
Net cash provided by (used in) investing activities	(1,905,878)	(2,192,995)

(Thousands of yen)

	Fiscal year ended March 31, 2018	Fiscal year ended March 31, 2019
Cash flows from financing activities		
Proceeds from long-term loans payable	69,432,045	88,142,550
Repayments of long-term loans payable	(41,118,222)	(51,604,372)
Proceeds from issuance of common shares	834,720	303,575
Purchase of treasury shares	(71)	-
Cash dividends paid	(1,478,402)	(2,106,674)
Net increase (decrease) in short-term loans payable	6,525,955	1,954,045
Proceeds from stock issuance to minority shareholders	1,782,000	-
Proceeds from disposal of treasury shares	-	46,355
Proceeds from issuance of bonds with share acquisition rights	6,990,279	-
Other	(4,460)	-
Net cash provided by (used in) financing activities	42,963,842	36,735,478
Effect of exchange rate change on cash and cash equivalents	1,580	23,768
Net increase (decrease) in cash and cash equivalents	875,355	10,085,815
Cash and cash equivalents at beginning of period	28,439,078	29,314,433
Cash and cash equivalents at end of period	29,314,433	39,400,249

Others

(1) Orders and sales

a. Actual orders

Fiscal year ended March 31, 2018

Name of segment	Category	Total amount of contracts				Outstanding balance of contracts			
		Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)	Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)
Real estate sale business	Studio condominiums	2,435	141.3	43,388,576	147.6	1,502	191.8	27,103,251	204.6
	Family condominiums	1,948	92.1	72,747,421	93.1	2,144	104.3	80,407,205	102.0
	Sale of condominium building	1,229	98.5	18,690,623	99.8	1,140	91.6	16,794,869	90.6
	Sale of hotel property	534	124.5	10,391,444	155.6	834	166.5	16,108,748	190.4
	Sale of other type of housing	86	245.7	2,093,668	208.4	8	114.3	126,995	58.5
	Sale of other real estate	2	-	3,065,785	451.9	-	-	-	-
Total amount of reportable segments		6,234	112.3	150,377,519	111.7	5,628	122.6	140,541,070	117.8

Fiscal year ended March 31, 2019

Name of segment	Category	Total amount of contracts				Outstanding balance of contracts			
		Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)	Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)
Real estate sale business	Studio condominiums	3,099	127.3	60,050,741	138.4	2,238	149.0	44,142,712	162.9
	Family condominiums	2,057	105.6	74,556,554	102.5	2,123	99.0	77,588,324	96.5
	Sale of condominium building	1,644	133.8	25,092,929	134.3	1,904	167.0	29,428,022	175.2
	Sale of hotel property	1,200	224.7	27,225,793	262.0	1,054	126.4	25,708,715	159.6
	Sale of other type of housing	109	126.7	1,839,340	87.9	19	237.5	457,280	360.1
	Sale of other real estate	-	-	10,629,875	346.7	-	-	9,200,000	-
Total amount of reportable segments		8,109	130.1	199,395,233	132.6	7,338	130.4	186,525,055	132.7

Notes:

1. In the table above, “total amount of orders” has been replaced with “total amount of contracts.
2. Consumption taxes are not included in the above amounts.
3. Amounts of additional constructions are included in the above amounts.
4. The sale of condominium building refers to the method of wholesaling the whole or part of each condominium building mainly to condominium dealers.
5. The sale of other type of housing refers to the sale of houses, including used houses and detached houses, other than newly built condominiums.
6. The sale of other real estate refers to the sale of real estate, including commercial stores and sites for development, other than housing.
7. Amounts of contracts of other real estate in previous fiscal year refers to commercial stores (68,136 thousand yen) and to lands for development (2,997,649 thousand yen).
Amounts of contracts and outstanding balance of contracts of other real estate in the fiscal year ended March 31, 2019 refers to lands for development.
8. Number of rooms in total amount of contracts and the outstanding balance of contracts may fluctuate due to change of business plan.
9. Business segments which are not included in the reportable segments are not applicable.

b. Actual sales

Name of segment	Category	FY ended March 31, 2018 (from April 1, 2017 to March 31, 2018)				FY ended March 31, 2019 (from April 1, 2018 to March 31, 2019)			
		Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)	Number of units	Year on year (%)	Amount (Thousands of yen)	Year on year (%)
Real estate sale business	Studio condominiums	1,726	91.2	29,707,185	91.5	2,363	136.9	43,011,280	144.8
	Family condominiums	1,860	120.5	71,156,692	141.0	2,078	111.7	77,375,435	108.7
	Sale of condominium building	1,246	138.4	19,318,038	161.4	880	70.6	12,459,776	64.5
	Sale of hotel property	183	-	2,744,091	-	980	535.5	17,625,826	642.3
	Sale of other type of housing	85	236.1	2,183,883	210.3	98	115.3	1,509,055	69.1
	Sale of other real estate	2	-	3,065,785	349.0	-	-	1,429,875	46.6
	Business accompanying real estate sale	-	-	1,276,139	252.9	-	-	1,633,567	128.0
Total amount of reportable segments		5,102	116.7	129,451,818	133.0	6,399	125.4	155,044,816	119.8
Other		-	-	4,607,674	121.7	-	-	5,535,252	120.1
Total		5,102	116.7	134,059,492	132.6	6,399	125.4	160,580,068	119.8

Notes:

1. Consumption taxes are not included in the above amounts.
2. Amounts of additional constructions are included in the above amounts.
3. The sale of condominium building refers to the method of wholesaling the whole or part of each condominium building mainly to condominium dealers.
4. The sale of other type of housing refers to the sale of houses, including used houses and detached houses, other than newly built condominiums.
5. The sale of other real estate refers to the sale of real estate, including commercial stores and lands for development, other than housing
6. Business accompanying real estate sales include fees for optional post-delivery work, such as floor coating, and agent commissions for real estate sales.
7. The net sales for sale of other real estate in previous fiscal year refers to commercial stores (68,136 thousand yen) and lands for development (2,997,649 thousand yen)
The net sales for sale of other real estate in the fiscal year ended March 31, 2019 refers to lands for development.