

<Consolidated Operating Results>

(Millions of yen)

																FY2019/3	YY Change	
	FY2015/6	FY2015/9	FY2015/12	FY2016/3	FY2016/6	FY2016/9	FY2016/12	FY2017/3	FY2017/6	FY2017/9	FY2017/12	FY2018/3	FY2018/6	FY2018/9	FY2018/12		Volume	%
Sales	45,420	91,132	135,970	183,280	49,683	98,499	148,519	205,117	55,445	110,218	165,405	225,437	60,271	122,642	183,409	250,864	+25,427	+11.3%
Operating Profit	2,555	4,908	7,483	10,840	3,154	5,891	8,513	13,264	3,521	7,188	10,291	15,359	3,961	8,687	12,244	17,867	+2,508	+16.3%
Recurring Profit	2,618	5,237	8,156	11,854	3,240	6,182	9,015	14,238	3,703	7,711	11,151	16,943	4,088	9,355	13,539	20,072	+3,129	+18.5%
Net income attributable to parent shareholders	1,648	3,423	5,322	7,158	2,158	4,238	6,082	9,151	2,426	5,070	7,333	10,782	2,689	6,225	9,112	13,005	+2,223	+20.6%

<Segment Operating Incomes>

■ Domestic Business

(Millions of yen)

																FY2019/3	YY Change	
	FY2015/6	FY2015/9	FY2015/12	FY2016/3	FY2016/6	FY2016/9	FY2016/12	FY2017/3	FY2017/6	FY2017/9	FY2017/12	FY2018/3	FY2018/6	FY2018/9	FY2018/12		Volume	%
Sales	35,568	71,741	108,504	147,678	39,870	79,830	120,706	167,514	44,904	89,830	134,880	185,805	50,197	102,585	153,015	210,384	+24,579	+13.2%
Domestic Relocation	30,991	62,491	94,084	129,764	35,604	71,318	107,669	148,398	40,085	79,554	119,338	163,686	44,132	87,945	132,161	182,095	+18,409	+11.2%
Leased Corporate Housing Management	24,343	48,638	72,938	100,040	27,751	55,767	84,170	115,054	31,703	63,094	94,675	128,864	35,156	70,380	105,926	144,219	+15,355	+11.9%
Property Management	4,992	10,296	15,564	21,225	5,608	11,242	16,849	23,030	5,843	11,498	17,077	23,802	5,871	11,991	17,684	23,894	+92	+0.4%
Other (including elimination)	1,655	3,556	5,581	8,498	2,243	4,308	6,650	10,312	2,538	4,961	7,586	11,054	3,104	5,573	8,550	13,981	+2,962	+26.9%
Fringe Benefit	4,576	9,250	14,420	17,914	4,266	8,511	13,036	19,116	4,818	10,275	15,541	22,118	6,065	14,639	20,853	28,288	+6,170	+27.9%
Relo Club & Club-Off Alliance	2,808	5,518	8,255	11,925	3,304	6,421	9,704	13,644	3,529	6,962	10,433	14,636	4,152	8,066	12,064	16,935	+2,299	+15.7%
Other (including elimination)	1,767	3,731	6,164	5,989	961	2,090	3,332	5,472	1,289	3,313	5,108	7,482	1,913	6,573	8,788	11,353	+3,871	+51.7%
Operating Profit	2,079	4,157	6,596	9,853	2,593	5,041	7,436	11,976	2,958	5,958	8,746	13,317	3,437	7,770	11,150	16,368	+3,051	+22.9%
Domestic Relocation	1,094	2,182	3,275	5,208	1,383	2,598	3,775	6,358	1,491	2,700	3,952	6,521	1,820	3,198	4,672	7,509	+988	+15.2%
Fringe Benefit	985	1,974	3,321	4,645	1,210	2,442	3,661	5,618	1,466	3,257	4,802	6,796	1,616	4,572	6,477	8,859	+2,063	+30.4%

■ Global Business

(Millions of yen)

																FY2019/3	YY Change	
	FY2015/6	FY2015/9	FY2015/12	FY2016/3	FY2016/6	FY2016/9	FY2016/12	FY2017/3	FY2017/6	FY2017/9	FY2017/12	FY2018/3	FY2018/6	FY2018/9	FY2018/12		Volume	%
Sales	9,027	17,655	24,874	32,146	8,872	16,691	24,830	33,668	9,336	17,745	26,609	34,373	8,636	17,052	25,845	34,495	+122	+0.4%
Relocation House Rental Management	4,193	8,435	12,665	17,047	4,345	8,638	12,927	17,347	4,327	8,676	13,011	17,700	4,340	8,627	12,928	17,624	(76)	(0.4%)
Global Relocation Support	2,382	4,612	6,510	7,783	2,131	3,990	5,533	7,187	2,373	4,413	6,497	8,834	1,525	3,029	4,506	6,063	(771)	(11.3%)
Other (including elimination)	2,496	4,606	5,698	7,314	2,395	4,062	6,369	9,133	2,635	4,655	7,100	9,839	2,771	5,395	8,410	10,807	+968	+9.8%
Operating Profit	703	1,219	1,556	2,087	829	1,389	1,858	2,516	776	1,508	2,105	2,990	881	1,637	2,165	3,231	+241	+8.1%

■ Other

(Millions of yen)

																FY2019/3	YY Change	
	FY2015/6	FY2015/9	FY2015/12	FY2016/3	FY2016/6	FY2016/9	FY2016/12	FY2017/3	FY2017/6	FY2017/9	FY2017/12	FY2018/3	FY2018/6	FY2018/9	FY2018/12		Volume	%
Sales	824	1,735	2,591	3,455	941	1,977	2,982	3,933	1,204	2,642	3,915	5,258	1,436	3,005	4,549	5,983	+725	+13.8%
Resort	687	1,465	2,187	2,910	796	1,688	2,548	3,346	1,049	2,334	3,451	4,625	1,268	2,660	4,063	5,334	+709	+15.3%
Finance and Insurance	136	269	404	544	144	289	433	586	154	308	463	632	168	345	485	648	+16	+2.5%
Operating Profit	178	400	592	598	188	395	625	679	281	714	953	1,134	202	409	637	702	(432)	(38.1%)
Resort	169	389	571	560	203	429	667	745	274	727	982	1,173	216	434	679	802	(371)	(31.6%)
Finance and Insurance	8	10	20	37	(15)	(34)	(42)	(66)	7	(12)	(28)	(39)	(13)	(24)	(42)	(99)	(60)	+153.8%

<Performance Indicators>

■ Domestic Business

																FY2019/3	YY Change	
	FY2015/6	FY2015/9	FY2015/12	FY2016/3	FY2016/6	FY2016/9	FY2016/12	FY2017/3	FY2017/6	FY2017/9	FY2017/12	FY2018/3	FY2018/6	FY2018/9	FY2018/12		Volume	%
Domestic Relocation																		
Number of Units under Management																		
Leased Corporate Housing Management	104,845	107,662	106,772	117,146	118,335	128,642	135,451	144,447	144,466	146,622	147,554	159,470	160,026	161,773	161,994	175,797	+16,327	+10.2%
Property Management	31,595	39,329	42,057	43,034	46,974	47,364	48,370	50,125	51,030	52,134	56,300	56,761	58,406	60,910	61,296	65,574	+8,813	+15.5%
Fringe Benefit																		
Membership (Million)	4.72	4.79	4.85	4.93	5.02	5.15	5.22	5.44	5.70	5.82	5.93	6.11	6.22	6.41	6.49	6.72	+0.61	+10.0%
Number of Member Companies	8,502	8,596	8,662	8,383	8,481	8,692	8,834	9,054	9,123	9,355	9,460	9,678	9,783	10,028	10,189	10,413	+735	+7.6%

■ Global Business

																FY2019/3	YY Change	
	FY2015/6	FY2015/9	FY2015/12	FY2016/3	FY2016/6	FY2016/9	FY2016/12	FY2017/3	FY2017/6	FY2017/9	FY2017/12	FY2018/3	FY2018/6	FY2018/9	FY2018/12		Volume	%
Number of Units under Management																		
Relocation House Rental Management	8,882	8,867	8,790	8,688	8,728	8,761	8,701	8,637	8,628	8,659	8,621	8,636	8,639	8,599	8,589	8,511	(125)	(1.4%)
Number of Households Supported																		
Global Relocation Support*	1,441	2,723	4,057	5,177	2,031	3,598	4,877	6,431	2,126	3,754	5,747	7,266	2,384	4,549	6,385	8,766	+1,500	+20.6%

*As a result of careful examination of data, we corrected the number of global relocation support in the fiscal year ended March 2017.

This document is prepared for the purpose of providing operating results of the company. All information is based on data that were current as of May 31st, 2019. The company makes no guarantees that this information is accurate or complete. The contents of this document may be changed at any time without prior notice.