



## 2. Dividends

	Annual dividends per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
Fiscal year ended November 30, 2018	(¥) –	(¥) 0.00	(¥) –	(¥) 30.00	(¥) 30.00
Fiscal year ending November 30, 2019	–	0.00	–	–	–
Fiscal year ending November 30, 2019 (Forecast)				37.00	37.00

Note: Revision to the most recently released dividend forecasts: No

## 3. Consolidated Earnings Forecasts for the Fiscal Year Ending November 30, 2019 (December 1, 2018 – November 30, 2019)

(Percentages indicate year-on-year changes.)

	Revenue		Operating profit		Profit before tax		Profit attributable to owners of the parent		Basic earnings per share
	(¥ million)	(%)	(¥ million)	(%)	(¥ million)	(%)	(¥ million)	(%)	(¥)
Fiscal year ending November 30, 2019	71,510	16.2	12,052	10.8	11,230	10.4	7,708	12.5	158.79

Note: Revision to the most recently released earnings forecasts: No

### \* Notes

(1) Changes in significant subsidiaries during the period  
(changes in specified subsidiaries resulting in changes in the scope of consolidation): No  
Newly added: – Excluded: –

(2) Changes in accounting policies and changes in accounting estimates

(a) Changes in accounting policies required by IFRS: Yes

(b) Changes in accounting policies due to other reasons: No

(c) Changes in accounting estimates: No

(3) Number of issued shares (ordinary shares)

(a) Number of issued shares at the end of the period (including treasury shares)

As of August 31, 2019	48,557,300 shares
As of November 30, 2018	48,544,800 shares

(b) Number of treasury shares at the end of the period

As of August 31, 2019	1,008,805 shares
As of November 30, 2018	105 shares

(c) Average number of outstanding shares during the period (cumulative)

Nine months ended August 31, 2019	47,980,595 shares
Nine months ended August 31, 2018	48,450,511 shares

\* These consolidated Financial Results are not subject to quarterly review procedures by a certified public accountant or an audit corporation.

### \* Proper use of earnings forecasts and other notes

The forward-looking statements, including outlook of future performance, contained in these materials are based on information currently available to the Company and on certain assumptions deemed to be reasonable by the Company. Actual performance and other results may differ substantially from these statements due to various factors. For the assumptions on which the earnings forecasts are based and cautions concerning the use thereof, please refer to “1. Qualitative Information on Quarterly Consolidated Financial Performance (3) Qualitative Information Regarding Consolidated Earnings Forecasts” on page 4 of the attached materials.

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## 1. Qualitative Information on Quarterly Consolidated Financial Performance

### (1) Qualitative Information Regarding Consolidated Operating Results

During the nine months ended August 31, 2019, the Japanese economy continued to make a moderate recovery. This recovery trend is expected to continue, supported by stable personal consumption, despite some indications of a slowdown in the global economy against a backdrop of trade frictions between the United States and China.

In the real estate industry where Tosei Group operates, commercial real estate transactions for the first half of 2019, from January to June, amounted to ¥2.2 trillion, roughly unchanged year on year. Sales to individual investors remain weak as financial institutions adopt a stricter stance on lending, but transactions for the whole of 2019 are expected to remain at the same level as the previous year, due to favorable property acquisitions by J-REITs and others supported by a favorable financing environment (according to a survey by a private research institute).

In the Tokyo metropolitan area condominium market, the number of newly supplied units from January to July 2019 decreased 16.9% year on year to 15,368 units, as persistently high property prices brought a decrease in the number of buyers, and each company limited new supply and concentrated on the sale of existing inventory. The average contract rate for the first month remained below the 70% threshold from which market conditions are viewed as favorable during the same period. In the build-for-sale detached house market, housing starts from January to July 2019 numbered 37,000 units, an increase of 7.0% year on year. Despite little evidence of a spike in demand in anticipation of the consumption tax increase, favorable demand continues for detached houses, which appear reasonably priced relative to condominiums (according to surveys by a private research institute and the Ministry of Land, Infrastructure, Transport and Tourism).

The office leasing market of Tokyo's five business wards has been performing favorably. The average vacancy rate as of July 2019 remained low at 1.71% (a decrease of 0.87% year on year). The average asking rent was ¥21,665 (an increase of ¥1,463 year on year), rising for the 67th consecutive month. Rent is expected to continue to rise, as companies continue to experience a high level of need for increased floor space, expansion and relocation supported by the need to secure human resources and respond to work style reform (according to a survey by a private research institute).

In the real estate fund market, the market scale continues to expand. The total value of assets under management as of July 2019 grew to ¥18.8 trillion in J-REITs (an increase of ¥1.3 trillion year on year). Combined with the total value of assets under management in private placement funds of ¥17.7 trillion (as of December 2018), the securitization market scale expanded to ¥36.5 trillion (according to a survey by a private research institute).

In the Tokyo business hotel market, monthly guest room occupancy rates from January to June 2019 generally exceeded the 80% threshold from which market conditions are viewed as favorable. The number of nights stayed by foreign visitors to Tokyo in all types of accommodation increased 15% year on year. The proportion of overseas guests was 38% (a three percentage point increase year on year), with growth in visitors from Europe, the United States and Australia in particular (according to a survey by the Japan Tourism Agency).

Amid this operating environment, in the Revitalization Business, the Group made steady progress in selling assets such as income-generating office buildings and apartments, while in the Development Business, the Group pushed ahead with sales of condominiums, detached houses and commercial facilities. In addition, the Group also proceeded with the proactive acquisition of income-generating properties and land for development as future sources of income.

As a result, consolidated revenue for the nine months ended August 31, 2019 totaled ¥45,742 million (up 1.0% year on year), operating profit was ¥11,618 million (up 12.2%), profit before tax was ¥11,163 million (up 13.4%), and profit for the period was ¥7,649 million (up 15.1%).

Performance by business segment is shown below.

Reportable segment classifications have been changed effective from the first quarter of the fiscal year ending November 30, 2019, and in the following quarterly comparisons figures for the same period of the previous fiscal year have been recalculated according to the segment after such change.

#### Revitalization Business

During the nine months ended August 31, 2019, the segment sold 35 properties it had renovated, including Seiseki C-kan Building (Tama-shi, Tokyo), Ryogoku Tosei Building I,II (Sumida-ku, Tokyo),

T's garden Ojima (Koto-ku, Tokyo), Grosvenor Square Building (Yokohama-shi, Kanagawa). In addition, the segment sold nine units in the Restyling Business from Hilltop Yokohama Negishi (Yokohama-shi, Kanagawa) etc.

During the nine months ended August 31, 2019, it acquired a total of 29 income-generating office buildings and apartments for renovation and sales purposes and four land lots.

As a result, revenue in this segment was ¥22,701 million (down 6.6% year on year) and the segment profit was ¥8,013 million (up 16.3%).

### **Development Business**

During the nine months ended August 31, 2019, the segment focused on the sale of condominium and detached houses for which there was firm demand. The segment sold 160 units at THE Palms Chofu Manorgarden (Chofu-shi, Tokyo), etc. and sold 61 detached houses at such properties as THE Palms Court Funabashi Hoten (Funabashi-shi, Chiba), THE Palms Court Mitsuike-Koen II (Yokohama-shi, Kanagawa), THE Palms Court Kamakura shiromeguri (Kamakura-shi, Kanagawa), etc. In addition, the segment sold one commercial facility, one newly-built apartment and six land lots.

During the nine months ended August 31, 2019, it also acquired three land lots for hotel projects, two land lots for logistics facility projects, one land lot for commercial facility project, one land lot for apartment and land lots for 93 detached houses.

As a result, revenue in this segment was ¥12,333million (up 8.8% year on year) and the segment profit was ¥1,640 million (up 9.1%).

### **Rental Business**

During the nine months ended August 31, 2019, while the segment sold 23 buildings of its inventory assets held for leasing purposes, it newly acquired 19 properties including income-generating office buildings and apartments. In addition, the segment made efforts to lease vacancies out following acquisitions and also focused on leasing activities for its holding non-current assets and inventory assets.

As a result, revenue in this segment was ¥4,416 million (up 1.7% year on year) and the segment profit was ¥1,801 million (down 3.6%).

### **Fund and Consulting Business**

During the nine months ended August 31, 2019, while ¥99,118 million was subtracted from the balance of Assets under management mainly due to property dispositions by funds, ¥175,747 million was added to the balance of assets under management (Note) ¥663,359 million for the end of the previous fiscal year, due to new asset management contracts. The balance of assets under management as of August 31, 2019, was ¥739,987 million.

As a result, revenue in this segment was ¥2,024 million (up 6.9% year on year) and the segment profit was ¥1,047 million (up 13.8%).

Note: The balance of assets under management includes the balance of assets that were subject to consulting contracts, etc.

### **Property Management Business**

During the nine months ended August 31, 2019, the segment made efforts to win new contracts and maintain existing contracts. Consequently, the total number of properties under management was 647 as of August 31, 2019, a decrease of 20 from August 31, 2018, with the total comprising 407 office buildings, hotels, schools and other such properties, and 240 condominiums and apartments.

As a result, although the total number of properties under management decreased, revenue in this segment was ¥3,433 million (up 13.9% year on year) and segment profit was ¥425 million (up 7.0%).

### **Hotel Business**

During the nine months ended August 31, 2019, the Group worked towards increasing the average daily rate and occupancy rate for TOSEI HOTEL COCONE Kanda, opened in December 2017, as well as TOSEI HOTEL COCONE Ueno which newly opened in December 2018 contributed to revenue.

As a result, revenue in this segment was ¥832 million (up 104.7% year on year) and segment profit was ¥122 million (down 6.2%).

## **(2) Qualitative Information Regarding Consolidated Financial Positions**

### **1. Analysis of financial positions**

As of August 31, 2019, total assets were ¥157,181 million, an increase of ¥18,412 million compared with November 30, 2018, while total liabilities were ¥99,786 million, an increase of ¥13,039 million.

Total assets increase is mainly due to an increase in cash and cash equivalents and an increase in inventories. Increase in liabilities were primarily due to an increase in trade and other payables and an increase in borrowing, and due to a decrease in current income tax liabilities.

Total equity increased by ¥5,372 million to ¥57,394 million, mainly due to an increase in retained earnings, payment of cash dividends and purchase of treasury shares.

### **2. Analysis of Cash Flows**

Cash and cash equivalents (hereinafter “cash”) as of August 31, 2019 totaled ¥32,748 million, up ¥6,227 million compared with November 30, 2018.

The cash flows for the nine months ended August 31, 2019 and factors contributing to those amounts are as follows:

#### **Cash Flows from Operating Activities**

Net cash used in operating activities totaled ¥2,997 million (in comparison with segment net cash provided by operating activities of ¥2,233 million in the same period of the previous fiscal year). This is mainly due to profit before tax of 11,163 million, an increase in inventories of ¥12,646 million, which was a result of property acquisitions in the Revitalization Business and Development Business, and income taxes paid of ¥3,928 million.

#### **Cash Flows from Investing Activities**

Net cash used in investing activities totaled ¥358 million (down 79.6% year on year). This is primarily due to purchase of investment properties of ¥326 million.

#### **Cash Flows from Financing Activities**

Net cash provided by financing activities totaled ¥9,585 million (up 222.4% year on year). This mainly reflects ¥32,199 million in proceeds from non-current borrowings, despite ¥20,003 million in the repayments of non-current borrowings, ¥1,454 million in cash dividends paid and ¥999 million in the purchase of treasury shares.

## **(3) Qualitative Information Regarding Consolidated Earnings Forecasts**

The business results during the nine months ended August 1, 2019 basically remained stable as planned and there is no change on the full-year consolidated earnings forecasts, announced on January 10, 2019.

The forward-looking statements contained in these materials, including forecasts of the future performance, are based on the information available to the Company as of the date of announcement and on certain assumptions deemed to be reasonable by the Company. Actual performance and other results may differ from these forecasts due to various factors.

## 2. Matters Related to Summary Information (Notes)

### (1) Changes in Significant Subsidiaries during the Period

No item to report.

### (2) Changes in Accounting Policies and Changes in Accounting Estimates

With the exception of the following items, significant accounting policies that the Group applies in condensed quarterly consolidated financial statements are the same as the accounting policies used in the consolidated financial statements for the previous fiscal year.

#### Changes in accounting policies

The Group applied the following standards effective from the first quarter of the fiscal year ending November 30, 2019.

Standard	Name of standard	Overview of new establishment and amendment
IFRS 9	Financial Instruments	Replacement of IAS 39 with IFRS 9 regarding classification, measurement and impairment of financial assets, classification and measurement of financial liabilities, and hedge accounting
IFRS 15	Revenue from Contracts with Customers	Accounting for and disclosure of revenue recognition for contracts with customers
IAS 40	Investment properties	Clarification of requirements for transfers to, or from, investment properties

The above standards have no material impact on the condensed quarterly consolidated financial statements.

#### (1) IFRS 9 Financial Instruments

##### 1) Classification and measurement of financial instruments

Regarding financial instruments, the Group classified as “Financial instruments measured at amortized cost,” “Financial instruments measured at fair value through other comprehensive income” and “Financial instruments measured at fair value through profit or loss.”

Equity instruments previously classified as “Available-for-sale financial assets” are now classified into “Financial assets measured at fair value through other comprehensive income” and “Financial assets measured at fair value through profit or loss.” “Available-for-sale financial assets” have been reclassified to “Other financial assets” in the Condensed Consolidated Statement of Financial Position. In accordance with transition provisions, the Group has not applied IFRS 9 retrospectively to consolidated financial statements for the previous fiscal year.

##### 2) Impairment loss of financial assets

The method of recognizing impairment on financial assets measured at amortized cost has been changed to recognize a loss allowance for expected credit losses on these assets.

#### (2) IFRS 15 Revenue from Contracts with Customers

With the application of IFRS 15, revenue from contracts with customers is recognized based on the five-step approach shown below. In applying IFRS 15, the Group applies the transition provisions and recognizes the cumulative effect of the standard at the date of initial application. For this reason, the Group has not applied IFRS 15 retrospectively to consolidated financial statements for each prior reporting period.

Step 1: Identify the contract(s) with a customer

Step 2: Identify the performance obligations in the contract(s)

Step 3: Determine the transaction price

Step 4: Allocate the transaction price to the performance obligations in the contract

Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

### 3. Condensed Quarterly Consolidated Financial Statements and notes

#### (1) Condensed Consolidated Statement of Financial Position

(¥ thousand)

	As of November 30, 2018	As of August 31, 2019
<b>Assets</b>		
Current assets		
Cash and cash equivalents	26,520,569	32,748,094
Trade and other receivables	3,090,237	2,845,818
Inventories	62,457,864	75,303,947
Other current assets	30,495	12,098
Total current assets	92,099,167	110,909,959
Non-current assets		
Property, plant and equipment	8,785,869	8,688,490
Investment properties	33,752,847	33,489,327
Intangible assets	87,966	80,960
Other financial assets	2,244,831	2,436,079
Trade and other receivables	865,235	1,163,227
Deferred tax assets	903,707	409,004
Other non-current assets	28,914	4,014
Total non-current assets	46,669,371	46,271,103
Total assets	138,768,538	157,181,063
<b>Liabilities and equity</b>		
Liabilities		
Current liabilities		
Trade and other payables	4,075,579	5,428,705
Borrowings	7,308,494	9,682,184
Current income tax liabilities	2,445,597	1,248,216
Provisions	593,669	307,947
Total current liabilities	14,423,341	16,667,054
Non-current liabilities		
Trade and other payables	3,708,969	3,735,813
Borrowings	67,716,752	78,098,270
Retirement benefits obligations	493,554	515,169
Provisions	6,817	6,933
Deferred tax liabilities	397,320	763,102
Total non-current liabilities	72,323,414	83,119,289
Total Liabilities	86,746,756	99,786,343
Equity		
Share capital	6,554,139	6,560,502
Capital reserves	6,544,924	6,555,553
Retained earnings	38,843,309	45,036,860
Treasury shares	(128)	(1,000,037)
Other components of equity	79,537	241,840
Total equity attributable to owners of parent	52,021,782	57,394,719
Total equity	52,021,782	57,394,719
Total liabilities and equity	138,768,538	157,181,063

**(2) Condensed Consolidated Statement of Comprehensive Income**

(¥ thousand)

	Nine months ended August 31, 2018	Nine months ended August 31, 2019
Revenue	45,308,339	45,742,345
Cost of revenue	29,312,301	28,123,963
Gross profit	15,996,038	17,618,381
Selling, general and administrative expenses	5,683,847	6,050,454
Other income	136,145	62,418
Other expenses	90,523	12,323
Operating profit	10,357,812	11,618,021
Finance income	84,503	101,810
Finance costs	599,155	556,595
Profit before tax	9,843,160	11,163,236
Income tax expense	3,197,951	3,513,343
Profit for the period	6,645,209	7,649,892
Other comprehensive income		
Other comprehensive income Items that will not be reclassified to profit or loss		
Net change in financial assets measured at fair values through other comprehensive income	—	199,526
Subtotal	—	199,526
Other comprehensive income Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	(5,552)	(16,916)
Net change in fair values of available-for-sale financial assets	37,883	—
Net change in fair values of cash flow hedges	2,519	(20,307)
Subtotal	34,850	(37,223)
Other comprehensive income for the period, net after tax	34,850	162,303
Total comprehensive income for the period	6,680,059	7,812,195
Profit attributable to:		
Owners of the parent	6,645,209	7,649,892
Total comprehensive income attributable to:		
Owners of the parent	6,680,059	7,812,195
Earnings per share attributable to owners of the parent		
Basic earnings per share (¥)	137.15	159.44
Diluted earnings per share (¥)	136.88	159.21

### (3) Condensed Consolidated Statement of Changes in Equity

Nine months ended August 31, 2018 (December 1, 2017 – August 31, 2018)

(¥ thousand)

	Share capital	Capital reserves	Retained earnings	Treasury shares	Other components of equity	Total equity attributable to owners of parent	Total equity
Balance at December 1, 2017	6,421,392	6,464,240	33,209,210	—	64,024	46,158,867	46,158,867
Profit for the period			6,,645,209			6,645,209	6,645,209
Other comprehensive income					34,850	34,850	34,850
Total comprehensive income for the period	—	—	6,645,209	—	34,850	6,680,059	6,680,059
Amount of transactions with owners							
Issuance of new shares	127,657	72,869				200,526	200,526
Purchase of treasury shares				(61)		(61)	(61)
Dividends of surplus			(1,207,100)			(1,207,100)	(1,207,100)
Share-based payment		4,935				4,935	4,935
Balance at August 31, 2018	6,549,049	6,542,045	38,647,319	(61)	98,874	51,837,227	51,837,227

Nine months ended August 31, 2019 (December 1, 2018 – August 31, 2019)

(¥ thousand)

	Share capital	Capital reserves	Retained earnings	Treasury shares	Other components of equity	Total equity attributable to owners of parent	Total equity
Balance at December 1, 2018	6,554,139	6,544,924	38,843,309	(128)	79,537	52,021,782	52,021,782
Profit for the period			7,649,892			7,649,892	7,649,892
Other comprehensive income					162,303	162,303	162,303
Total comprehensive income for the period	—	—	7,649,892	—	162,303	7,812,195	7,812,195
Amount of transactions with owners							
Issuance of new shares	6,362	3,443				9,806	9,806
Purchase of treasury shares		(2,711)		(999,909)		(1,002,620)	(1,002,620)
Dividends of surplus			(1,456,340)			(1,456,340)	(1,456,340)
Share-based payment		9,896				9,896	9,896
Balance at August 31, 2019	6,560,502	6,555,553	45,036,860	(1,000,037)	241,840	57,394,719	57,394,719

#### (4) Condensed Consolidated Statement of Cash Flows

(¥ thousand)

	Nine months ended August 31, 2018	Nine months ended August 31, 2019
Cash flows from operating activities		
Profit before tax	9,843,160	11,163,236
Depreciation expense	437,355	652,310
Increase (decrease) in provisions and retirement benefits obligations	(216,943)	(255,633)
Interest and dividend income	(84,503)	(101,810)
Interest expenses	599,155	556,595
Loss on retirement of property, plant and equipment	608	—
Decrease (increase) in trade and other receivables	(318,168)	279,133
Decrease (increase) in inventories	(5,939,084)	(12,646,359)
Increase (decrease) in trade and other payables	(54,944)	1,178,475
Other, net	(75,924)	2,740
Subtotal	4,190,710	828,689
Interest and dividend income received	84,503	101,810
Income taxes paid	(2,041,238)	(3,928,350)
Net cash from (used in) operating activities	2,233,975	(2,997,850)
Cash flows from investing activities		
Proceeds from withdrawal of time deposits	—	20,000
Purchase of property, plant and equipment	(54,035)	(46,969)
Purchase of investment properties	(185,580)	(326,969)
Purchase of intangible assets	(25,368)	(15,961)
Purchase of other financial assets	(280)	(51,920)
Collection of other financial assets	655	6,914
Proceeds from sales of other financial assets	3,329	151,509
Payments of loans receivable	—	(126,730)
Collection of loans receivable	57	11,351
Purchase of investments in subsidiaries resulting in change in scope of consolidation	(1,502,160)	—
Other, net	3,715	20,413
Net cash from (used in) investing activities	(1,759,666)	(358,360)
Cash flows from financing activities		
Net increase (decrease) in current borrowings	169,500	557,000
Proceeds from non-current borrowings	26,401,950	32,199,845
Repayments of non-current borrowings	(21,873,293)	(20,003,632)
Proceeds from issuance of new shares	200,140	9,703
Cash dividends paid	(1,206,624)	(1,454,872)
Interest expenses paid	(715,660)	(720,015)
Purchase of treasury shares	(61)	(999,909)
Other, net	(2,741)	(2,841)
Net cash from (used in) financing activities	2,973,209	9,585,277
Net increase (decrease) in cash and cash equivalents	3,447,518	6,229,066
Cash and cash equivalents at beginning of period	23,750,239	26,520,569
Effect of exchange rate change on cash and cash equivalents	(568)	(1,542)
Cash and cash equivalents at end of period	27,197,189	32,748,094

## (5) Notes on Going Concern Assumption

No item to report.

## (6) Notes on Condensed Quarterly Consolidated Financial Statements

### 1. Segment Information

The Group's reportable segments are components of the Group about which separate financial information is available that the Board of Directors regularly conducts deliberations to determine the allocation of management resources and to assess the performance. The Group draws up comprehensive strategies for each of the following six business segments and conducts business activities accordingly; "Revitalization Business", "Development Business", "Rental Business", "Fund and Consulting Business", "Property Management Business" and "Hotel Business". In the Revitalization Business, the Group acquires the properties whose asset values have declined, renovates, and resells them. In the Development Business, the Group sells condominium units and detached houses to individual customers as well as apartment and office buildings to investors. In the Rental Business, the Group leases office buildings and apartments. The Fund and Consulting Business mainly provides asset management services for the properties placed in real estate funds. The Property Management Business provides comprehensive property management services. The Hotel Business provides mainly hotel operating services.

The Tosei Group has made changes to its reportable segments, increasing the number of such segments from five up through the end of the previous fiscal year to six as of the first quarter of the fiscal year ending November 30, 2019. Accordingly, the reportable segments are now: the Revitalization Business, Development Business, Rental Business, Fund and Consulting Business, Property Management Business and Hotel Business.

As the quantitative importance of "Hotel Business", which was included in "Rental Business" and "Others", increased, it is now classified as a separate reportable segment.

Segment information for the Nine months ended August 31, 2018 has been prepared in accordance with the new reportable segment classifications.

The Group's revenue and profit/loss by reportable segment are as follows:

### Nine months ended August 31, 2018

(December 1, 2017 – August 31, 2018)

	Reportable Segments						Adjustment	Total
	Revitalization Business	Development Business	Rental Business	Fund and Consulting Business	Property Management Business	Hotel Business		
Revenue								
Revenue from external customers	24,312,328	11,339,368	4,340,951	1,893,143	3,015,936	406,611	—	45,308,339
Intersegment revenue	—	—	32,986	45,306	900,434	950	(979,677)	—
Total	24,312,328	11,339,368	4,373,938	1,938,449	3,916,371	407,561	(979,677)	45,308,339
Segment profit	6,890,049	1,503,758	1,868,632	920,446	397,357	131,010	(1,353,442)	10,357,812
Finance income/costs, net								(514,652)
Profit before tax								9,843,160

Nine months ended August 31, 2019

(December 1, 2018 – August 31, 2019)

(¥ thousand)

	Reportable Segments						Adjustment	Total
	Revitalization Business	Development Business	Rental Business	Fund and Consulting Business	Property Management Business	Hotel Business		
Revenue								
Revenue from external customers	22,701,567	12,333,730	4,416,001	2,024,646	3,433,982	832,417	—	45,742,345
Intersegment revenue	—	—	35,952	15,104	929,671	2,780	(983,508)	—
Total	22,701,567	12,333,730	4,451,954	2,039,750	4,363,654	835,197	(983,508)	45,742,345
Segment profit	8,013,585	1,640,350	1,801,039	1,047,662	425,146	122,827	(1,432,590)	11,618,021
Finance income/costs, net								(454,785)
Profit before tax								11,163,236

**2. Dividends**

Dividends paid in the nine months ended August 31, 2018 and August 31, 2019 are as follows:

Nine months ended August 31, 2018				
Resolution	Dividends per share (¥)	Total dividends (¥ thousand)	Record date	Effective date
Ordinary General Meeting of Shareholders held on February 27, 2018	25	1,207,100	November 30, 2017	February 28, 2018

Nine months ended August 31, 2019				
Resolution	Dividends per share (¥)	Total dividends (¥ thousand)	Record date	Effective date
Ordinary General Meeting of Shareholders held on February 27, 2019	30	1,456,340	November 30, 2018	February 28, 2019

### 3. Earnings per Share

	Nine months ended August 31, 2018	Nine months ended August 31, 2019
Profit attributable to owners of the parent (¥ thousand)	6,645,209	7,649,892
Net income used to figure diluted net income per share (¥ thousand)	6,645,209	7,649,892
Weighted average number of outstanding ordinary shares (shares)	48,450,511	47,980,595
The number of increased ordinary shares used to figure diluted earnings per share (shares)	98,062	69,692
The weighted-average number of ordinary shares used to figure diluted earnings per share (shares)	48,548,573	48,050,287
Basic earnings per share (¥)	137.15	159.44
Diluted net income per share (¥)	136.88	159.21

### (7) Notes on Significant Subsequent Events

No item to report.