October 30, 2019
Company Name: Hulic Co., Ltd.
(Stock Code: 3003JP TSE 1st section)
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Financial Information of 3rd Quarter FY2019（Jan～Sep）【SUMMARY】

Ⅰ. FY2019 3rd Quarter performance result Summary

(Billion of Japanese Yen)

	FY2017 Q3	FY2018 Q3	**FY2019 Q3**	19Q3/18Q3	**Annual forecast revision**
Operating Revenue	126.8	170.1	**215.7**	up 26.7 %	**345.0** (N.A)
Operating Income	42.3	51.0	**55.7**	up 9.1 %	**87.0**(←85.0)
Ordinary Income	40.4	48.6	**52.1**	up 7.1 %	**83.0**(←80.0)
Net Income	27.2	33.4	**36.8**	up 10.2 %	**57.0**(←54.5)
Total annual Dividend	21.0yen	25.5yen	**30.5yen(F)**		**30.5 yen*** (←28.5 yen)

(*) mid-year dividend 14.0 yen has already paid out of here.

[Summary]

- **HULIC revised up all annual income and dividend forecast, in addition to our latest revenue forecast.**
- **Newly revised forecast of annual dividend suggests that payout ratio will exceed 35%.**
- Operating Revenue = 3Q up 26.7% yoy. We are promoting property reshuffle in this good environment.
- INCOMEs = 3Q all up around 10% yoy. 4Q profit drive-up will be expected mostly from property sales.

[Environment in 3Q]

- Office market is still improving in major cities. Residential market got soften except Tokyo central apartment.
- Funding is easy and cost stayed super-low for both large developers and Reits.
- Hotels are good during Rugby World-Cup season, decline of Korean offset by increasing Chinese and Westerners.
- Potential Hotel properties in urban zone catches most strong interests from investors.
- Retails are not as bad as other countries. Increase in sales tax may hinder the revenue in the future.
- Share-office, including 'wework' is growing, but not all the investors see this as positive.
- Frequent powerful Typhoon damaged many cities, and hurt tourism and agriculture in some area.

[Activities in Q3]

- Acquition, Development, Sales activities are relatively quiet due to seasonal effect. (summer vacation, hot summer)
- We still like to promote portfolio reshuffle to relocate the portfolio matching to our business strategy.
- Japanese Developers and Reit shares are turning around under global decling interests rates.

Ⅱ. Share Price and Market Cap history.

(Japanese Yen)

	2016/12	2017/12	2018/12	2019/9
NIKKEI Index	19,114	22,764	20,014	21,756
HULIC share price	1,039 yen	1,266 yen	985 yen	1,105 yen
Market Capitalization	688.7 Billion	839.4 Billion	653.1 Billion	744.7 Billion
EPS	53.00 yen	64.38 yen	75.18 yen	86.20 yen (F)
BPS	511.68 yen	570.02 yen	608.49 yen	646.06 yen
unrealized value of leasing asset	253.6 Billion	293.3 Billion	323.2 Billion	n.a.(*)

(*) We will publish this figure with annual financial report in March.

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