**April 28, 2020**
**Company Name: Hulic Co., Ltd.**
**(Stock Code: 3003JP TSE 1st section)**
**President : Manabu Yoshidome**
**Contact: Shin Ito (GM: Corporate Communications & IR)**
**itou.shin@hulic.co.jp**

# Financial Information of 1st Quarter FY2020（January～March）【SUMMARY】

## Ⅰ. FY2020 1st Quarter performance result Summary

(Billion of Japanese Yen)

| | FY2019 1Q | FY2020 1Q | 20/1Q - 19/1Q | % 20/19 1Q | FY2020 forecast |
|---|---|---|---|---|---|
| Operating Revenue | **40.8** | **78.0** | 37.1 | up 90.9% | N.A. |
| Operating Income | **10.1** | **21.0** | 10.9 | up 108.1% | 100.0 |
| Ordinary Income | **8.5** | **19.8** | 11.2 | up 131.4% | 92.0 |
| Net Income | **6.6** | **13.1** | 6.5 | up 98.5% | 62.0 |
| Annual Dividend | - | - | - | - | 34.5 yen |

[Summary]
・FY2020 1Q results were stronger than same period of last year due to property sales to the J-Reits and others.
('WeWork Shimbashi' to the 3rd party, 'Tsukiji', 'Mejiro', 'Ryogoku', 'Asakusa-Bashi-Edo Street' to J-Reit)
・Acquisition in the 1Q was made more than 100 bn yen - fair amount and according to the annual plan.

## Ⅱ. Coronavirus Covid-19 Effect.

Although we had little damage in our 1Q, mostly-lockdown situation in the entire country could cause unexpected loss after 2Q. Hotel sector could be affected negatively, where many of them have been closed down after mid-March. Although marjority of them are master-leasing and fixing rent scheme, we will not be able to escape from losses at some point but we cannot figure out when and how much will be.
On the other hand, office and nursery leasing are OK and our cash position remains strong.
We will take a defensive position for a while and keep watching the market more carefully before taking a next action. So far there are no rent reduction but there are growing number of requests from retail-shop owners.
We still keep the current mid-term and long-term plans which were published in January, but if economic damage continues longer than expected, we will be updating all the guidance.

## Ⅲ. Share Price and Market Cap history.

(Japanese Yen)

| | 2017/12 | 2018/12 | 2019/12 | 2020/3 |
|---|---|---|---|---|
| Share Price | 1,266 yen | 985 yen | 1,316 yen | 1,098 yen |
| Market Capitalization (yen) | 839.4 Billion | 653.1 Billion | 886.8 Billion | 739.9 Billion |
| EPS | 64.38yen | 75.18yen | 88.93yen | n.a. |
| BPS | 570.02yen | 608.49yen | 687.01yen | 660.48yen |
| unrealized value of leasing asset | 293.3 Billion | 323.2 Billion | 370.0 Billion | n.a. |

## Ⅳ. The New 3 year Mid-term Management Plan (FY2020～FY2022)

(Japanese Yen)

| | FY2019 | | **FY2022 target** |
|---|---|---|---|
| Operating Income | 88.3 billion | | **120.0 billion** |
| Ordinary Income | 84.6 billion | | **110.0 billion** |
| Net Income | 58.8 billion | | **73.5 billion** |
| Debt/EBITDA | 10.1 | | **<=12.0** |
| ROE | 13.6 | | **>=10.0%** |
| Net D/E ratio | 2.0 | | **<=3.0** |
| Payout ratio | 35.4 % | | **<>=40%** |

END