

# Sun Frontier Fudousan Co., Ltd. Business Report

## Shareholder Newsletter 2017

Fiscal Year Ended March 31, 2017



Stock Code: 8934



**SUN FRONTIER**

As real estate professionals, our goal is to be

“  
the company that customers  
love and choose  
the most over any other worldwide.”



## Summary of 18th Fiscal Year

### Sales and Ordinary Income Increased for the Sixth Straight Fiscal Year

Thank you all very much for your continued patronage.

Regarding consolidated performance in fiscal year ended March, 2017 (Herein below abbreviated as “FY 2017/3”), sales totaled ¥40,394 million (up 31.9% year over year), operating income amounted to ¥9,380 million (up 27.0% year over year), ordinary income amounted to ¥8,894 million (up 26.6% year over year), profit attributable to owners of parent amounted to ¥6,452 million (down 20.9% year over year). Ordinary income reached the highest-ever level. Sales and ordinary income increased for the sixth straight fiscal year. All of these achievements were made possible by our shareholders' support and we would like to express our deepest gratitude to all of you.

As for dividend per share, we increased it by 5 yen compared with the previous fiscal year, now totaling 30 yen per share.

### Introduction of Special Benefit Plan for Shareholders

As we are deeply indebted to our shareholders for their ongoing support, we decided to introduce a special benefit plan for shareholders. We would like to invite our shareholders to enjoy the stay in our first original brand hotel “Hiyori Hotel Maihama”, which opened on April 28, 2017 to experience the hotel's “Heart-warming” theme.

### Enhancing the Stock-type Business

To achieve sustainable growth over the medium to long term, we are making efforts in the following 3 aspects: 1. Establish the base of flow-type business and expand

stock-type business. Shift to an income structure which stands both on “flow” and “stock”. 2. Dig deeply into our core business specialized in central Tokyo, while entering the hotel business and overseas business targeting at the growing market in the future. 3. Business means doing things that can benefit others. Develop and enhance genuine real estate professional personnel who can work from “the perspective of the customer”.

“Focus on people rather than property.” Instead of focusing on each property, we closely communicate with our customers and solve even their smallest problems sincerely. Earn the customer's trust through long-term business relationships, and make them become our permanent customers. This is the goal that our stock-type business is aiming at. By enhancing our stock-type business, we are raising our corporate value through the improvement of stability, profitability and growth potential in the future.

### A strong sense of unity amongst employees is the source of added value

Our strength lies in the philosophy and value of altruism in which our employee have a strong sense of unity and are connected by bonds of the heart. By combining the professional strength of every employee and linking up all the added value that is created by each employee focusing on the customer's needs, we achieved a high added value. Striving to achieve a higher growth and welcome even more capable personnel to our ranks, we will use this philosophy based on a strong sense of unity to our advantage to create a genuine and professional real estate group.

We hope to receive your increased support from here on out.

June, 2017

Sun Frontier Fudousan Co., Ltd.

President **Tomoaki Horiguchi**

## Consolidated Performance Highlights (Fiscal Year Ended March 31, 2017)

### Net Sales

**40.3** billion yen

up 31.9 % year over year

### Operating Income

**9.3** billion yen

up 27.0 % year over year

### Ordinary Income

**8.8** billion yen

up 26.6 % year over year

### Profit attributable to owners of parent

**6.4** billion yen

down 20.9 % year over year

## Key Performance Indicators

Ordinary Income Ratio

**22.0%**

Equity Ratio

**56.0%**

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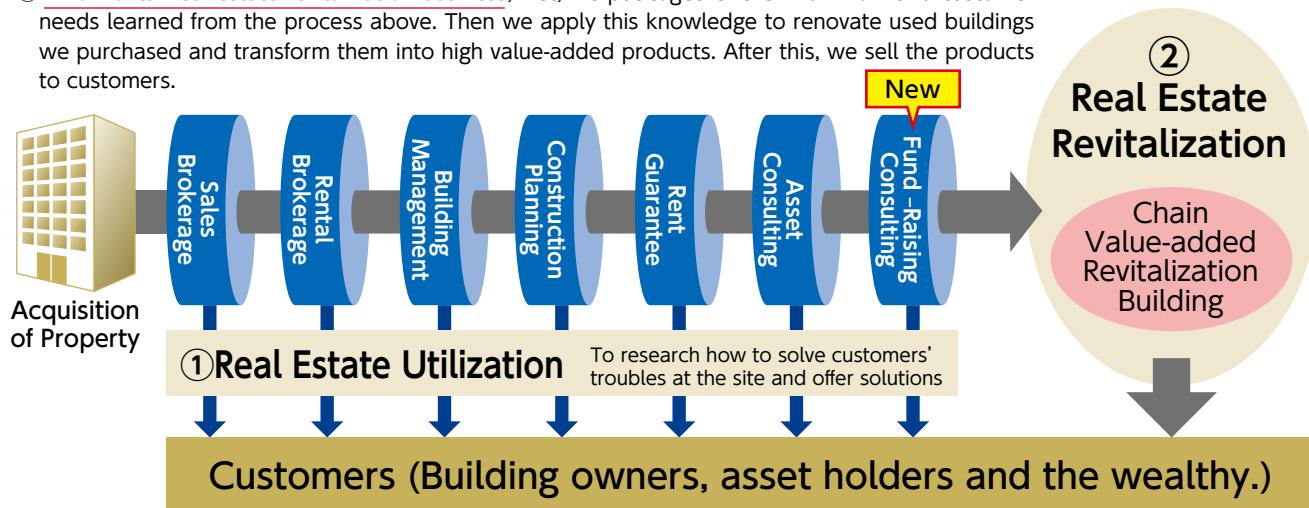
## Vision and Policy of Sun Frontier



## Model of Office Building Business

① In **vertical real estate utilization business**, we survey and solve difficulties by listening to customers' concerns.

② In **horizontal real estate revitalization business**, first, we put together the know-how and customer needs learned from the process above. Then we apply this knowledge to renovate used buildings we purchased and transform them into high value-added products. After this, we sell the products to customers.



## An Office Building Was Converted into a Societally Important Day Care Center ("Licensed Day Care Center" Building in Ningyocho)

In Replanning Business, we purchase the building with a low occupancy rate or which needs renovation, then we plan and design the facade and entrance, renovate the interior well as pre-setup office, set green roof garden on the roof, not to mention the facility modification such as air conditioner, water supply equipment and elevator, etc. By realizing the optimal utility to match the needs of people and society, we sell the properties to investors and the wealthy.



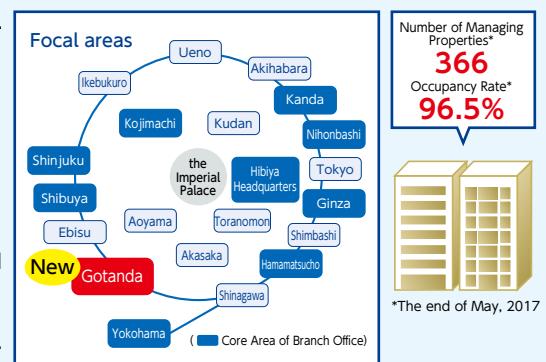
As in this project case, we purchased a head office building in Nihonbashi area that bristles with numerous condominium apartments, changed the use of the building by converting it into a licensed day care center and then sold it to wealthy customers. From the local features and social needs, **we set the project significance as "Rehabilitation of Women and Decline in the Number of Children on the Waiting List."** Then we invited a tenant, a licensed day care center into the building. After the conversion, we utilized the governmental subsidy on the facilities maintenance and operation. Eventually, **as a property which has a 30-year fixed-term lease tenant and could contribute to society, we sold it** to wealthy people who has a deep interest in education.

## A Rental Team of 10 Footholds and A Professional Management Team of 80 Members in Central Tokyo

In office building business, we developed 10 footholds in 5 wards of central Tokyo. We have a rental team of 72 members who have very good tenant finding capability derived from the good understanding of the customers' needs. We also have a professional management team of 80 members who have high operation capability proved by high occupancy rate. Our strength lies in the two strong capabilities.

We don't just do tenant recruitment, but also listen to customers and help them with internal cooperation.

To meet the rapid change of environment, we started building revitalization business. As additional loans from financial institutions is conditional on company creditworthiness and stable profitability of property, we lease the whole building and sublease it to other tenants and act as an agent for various services from renewal construction to building operation. With the powerful trinity of owners, banks and our company, we are proceeding the "Efficient Utilization Business of Office Building".



Theme of  
Business Hotel

## "Heart-warming Hotel"

Each hotel under our brand should be a hotel

1. which grows continuously with the staffs' efforts from the perspective of customer
2. which cherishes the local culture and history, and can dig its charm.
3. which one can enjoy high quality and exclusive service.

Hotel  
News

## Launch of Original Hotel Brand "HIYORI HOTELS & RESORTS"

In March, 2017, we launched our original hotel brand "HIYORI HOTELS & RESORTS". As "City-type Hospitality Hotel", brand "HIYORI" is aiming at creating heart-warming hotels. Hotels under this brand will provide Japanese style hospitality "Omotenashi" and customers all over the world can enjoy the stay at the hotel peacefully and pleasantly. Through our service, customers can also experience the atmosphere and culture which he/she could only experience in a very local place.

The first hotel under this brand "Hiyori Hotel Maihama" opened on April 28, 2017.

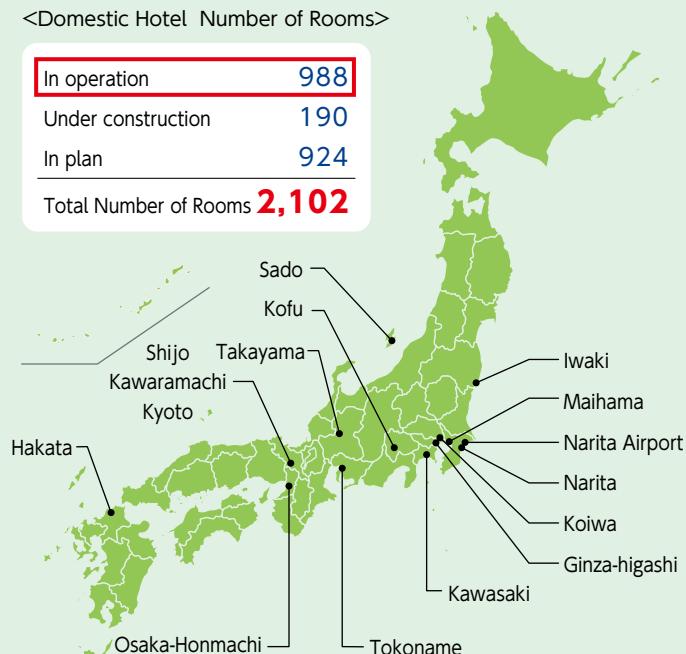


**HIYORI**  
HOTELS & RESORTS

<Brand Logo>

<Domestic Hotel Number of Rooms>

In operation	988
Under construction	190
In plan	924
Total Number of Rooms	<b>2,102</b>



<国内ホテル一覧>

Status	Open	Brand	Location	No. of Rooms
Rented	—	Other Company	Iwaki	150
In operation	April, 2016	Collaborative	Tokoname	194
In operation	—	Original	Kawasaki	200
In operation	—	Original	Koiwa	105
In operation	—	Original	Narita	100
In operation	—	Original	Hakata	159
In operation	April, 2017	Original	Maihama	80
Under construction	July, 2017	Other Company	Kofu	190
In plan	April, 2018	Original	Takayama	80
In plan	1st half of 2018	Original	Ginza-higashi	137
In plan	1st half of 2018	Original	Sado	115
In plan	1st half of 2018	Undecided	Narita Airport	210
In plan	2nd half of 2018	Original	Osaka-Honmachi	193
In plan	1st half of 2019	Original	Shijo Kawaramachi Kyoto	189

(Note) Schedule & scale are still being planned, may change in future.

Theme of  
Overseas  
Business**"To Realize the Happiness  
of Everyone in Asia with People  
who Share the Same Values"**

Make inroads into large cities in Southeast Asia and contribute to the happiness and prosperity of local people.

Overseas  
Business**Aiming at Playing the Role of Receiving Investments from Wealthy People in Asia.**

Setting the theme of overseas business as "To Realize the Happiness of Everyone in Asia with People who Share the Same Values", in inbound business, we're promoting inbound investment from wealthy overseas by incorporating Asia's growth into Tokyo. Meanwhile, in outbound business, we are making inroads into rapidly-growing Southeast Asia, aiming at contributing to the happiness and prosperity of local people.

In August, 2016, our first overseas hotel "The Blossom City" opened in Da Nang, which is No.1 economic and cultural city in central Vietnam. In June, 2017, work to construct "HIYORI Garden Tower", the high-rise condominium of 28 floors started. In addition, in Jakarta, Indonesia, we started running the serviced apartment "Kyo Serviced Apartment" in December, 2016. We are also proceeding the construction of city-type ready-built house.

(For the information of overseas projects, please refer to P7 ~ P10.)



## &lt;Outbound Projects&gt;



## Projects in Vietnam

Status	Open	Location/Use	Scale
In operation	August, 2016	Danang Hotel "The Blossom City"	45 rooms
Under construction	1st half of 2019	Danang Condominium Residence "HIYORI Garden Tower"	306 houses
In plan	Undecided	Danang Commercial Complex	Hotel / SA 156 rooms + Residence 229 houses + shop

\* "SA" is abbreviation of "Serviced Apartment". Fully furnished apartment available for monthly stay, providing all the hotel-like service.

## Projects in Indonesia

Status	Open	Location/Use	Scale
All sold	—	Jakarta detached house	5 houses
Under construction	July, 2017	Jakarta detached house "CASA EMERALD GANDARIA"	9 houses
In operation	—	Jakarta Residence + SA "Kyo Serviced Apartment"	90 rooms

(Note) Schedule & scale are still being planned, may change in future.



# Important News about Our Active Efforts in the FY

## 4/1 Offered a Donated Course in Kyoto University Graduate School of Management.

As part of contribution to society, course donated by our company started in Kyoto University Graduate School of Management.

By starting this donated course, business management specialists who majored in managerial accounting can be trained and we hope this can contribute to sound development of Japan society.

Under title of "Strong will can guide one's life", President Horiguchi gave a lecture to undergraduates of Kyoto University on October 21, 2016.



Lecture in Kyoto University Graduate School

## 8/1 First Overseas Hotel "The Blossom City" opened

"The Blossom City" opened in Da Nang, the beautiful city in central Vietnam which is becoming a very attractive world tourist destination. Good location for beautiful waterside view, about 25 m<sup>2</sup> for each commodious room, big separate bathroom of Japanese style, restaurant and bar where you could comfortably enjoy the extensive city view of Da Nang downtown, are features of our hotel. Through the charm of Vietnam and sincere Japanese "Omotenashi" such as providing free foot sole massager, we make sure that customers can enjoy a relaxing and clean space.



Clean Guest Room (Han River could be seen)

Year 2016

April

May

June

July

August

## 4/25 First Domestic Hotel Opened ~ SPRINGSUNNY Hotel Nagoya Tokoname

We made a business alliance with Shanghai Spring Investment Management Co. Ltd. of Shanghai Spring Group, launched collaborative brand "SPRINGSUNNY", and the first hotel under this brand opened in Tokoname city, Aichi prefecture.

This hotel is located near the "Tokoname" station which is only one stop from the Chubu Centrair International Airport. As "Inbound City-tourism Hotel", it is used by many tourists to Japan most of which are Chinese.

After our operation started, we renewed the facilities. As a result of Spring Group's ability to attract customers and send foreign tourists to Japan, as well as the successful training of our staff to become a "heart-warming hotel" and their voluntary efforts to provide a good product, our occupancy rate improved greatly. Furthermore, as average daily rate also improved, sales increased a lot. Good performance of this hotel is contributing a lot to the profit of Hotel Operation Business



Open Ceremony



Corridor laid by tatami



Japanese-style room



SPRINGSUNNY Hotel Nagoya Tokoname

# Ended March, 2017

12/1

## Acquired 100% issued shares of hotel management company Sky Court Hotel Co., Ltd. (Kawasaki / Koiwa / Narita / Hakata)

Our company acquired 100% issued shares of Sky Court Hotel Co., Ltd. which is operating 4 hotels (564 rooms) mainly located in Tokyo and adjacent prefectures. This acquisition is conducted through our subsidiary Sun Frontier Hotel Management Inc.

The location and grade of each hotel is very suitable for accommodating inbound tour and foreign individual tourist. From now on, we will try our best to boost customers' satisfaction by increasing the added value of each hotel. Also, we will strive to improve the profitability and make contributions for the growth and development of our company.



Hotel Sky Court Kawasaki



Hotel Sky Court Narita

September

October

November

December

11/25

## Sponsorship to Japanese Language Course in the University of Danang

As part of contribution to society through human resource development, with the purpose of cultivating international talents, we sponsored the Japanese Language Course in National Danang University. In this course, we would like to strongly support Vietnamese students who majored in high-level profession in Danang to acquire fluent Japanese ability which can overcome the language barrier and learn culture of Japan. As Vietnamese has the same national characters like Japan such as diligence and conscientiousness, our purpose is to increase competent Vietnamese personnel who are able to play active roles in Japanese corporates. Through this kind of support activities for the friendship between Japan and Vietnam as well as social development, we are fulfilling our responsibilities as a corporate citizen.



Signing Ceremony

12/1

## Started Running the Serviced Apartment in Jakarta ~Kyo Serviced Apartment~

We acquired the existing serviced apartment and started the operation under our group.

Serviced apartment is fully furnished apartment available for monthly stay, providing all the hotel-like service such as laundry, cleaning and breakfast. Usually the employees assigned to overseas countries use this kind of apartment.

Inside this hotel, there are pool and gymnasium, and the hospitality of local staff with smile all over the face and Japanese food of chef's pride as well. Customers can enjoy the stay comfortably.



Clean and Tidy Room



Inside Pool

December

## 12/15 Selected as one of the issues to compose the index "JPX-Nikkei Mid and Small Cap Index"

Our company has been selected as one of the issues to compose the index "JPX-Nikkei Mid and Small Cap Index" which is jointly developed by Tokyo Stock Exchange Co., Ltd. and Nikkei Inc. The new index is composed of companies with high appeal for investors, which meet requirements of global investment standards, such as efficient use of capital and investor-focused management perspectives. Eligible Issues would be selected from common stocks whose main market is the TSE 1st Section, 2nd Section, Mothers, or JASDAQ market, and the index will start to be calculated from the March 13, 2017.

We will continue to keep close contact with customers, make efforts to resolve customers' any kind of problems about real estate, and keep on researching the needs of customers with all staffs' working as one. By providing ultimate added value and improving customer satisfaction, we are striving to raise corporate value continuously.



# Important News about Our Active Efforts in the FY

## 1/5 Started Construction of Tract House “CASA EMERALD GANDARIA” in Jakarta

We started construction of 9 city-type houses in Jakarta, the capital of Indonesia and the 4<sup>th</sup> populous city in the world. Indonesia has a very high population increase rate of 1.2%, especially the supply and demand condition in urban area is very tight. As solution of housing shortage has become a very important and long-term problem, our company would like to contribute to the further development of Indonesia through the housing provision business.



Effect Drawing

## 2/1 Guest House for Foreign Tourists to Japan “Planetyze Hostel” was newly opened

We purchased an office building which is about 4 minutes' walk from Higashi-nihonbashi Station that can be directly accessed from Haneda Airport and Narita Airport directly. By utilizing the experience gained from real estate revitalization business, we transformed it into an accommodation facility for foreign visitors to Japan. “A place where you could find your next destination during your stay” is our service concept. Foreign guests will be able to use sightseeing video and attendant services provided by Licensed Guide Interpreters. By increasing people who admire Japan, we are to continuously exert efforts like this and it is our hope to help in realizing the goal of Japan as a tourism-oriented nation.



Dormitory Type (Guest room which can be shared by multiple people.)

○ Year 2017

January

February

March

## 3/1 As in Rental Conference Room and Rental Office Business, Two Branches will be Newly Opened. ~ Vision Center Tamachi · Vision Center Yokohama ~

As in rental conference room and rental office business, our vision is to “contribute to the development of local community through the maximization of building's space and time value.” Since we opened “Vision Center Tokyo” in April 2015, we have been exerted our efforts to draw out the potential of buildings of central Tokyo to maximum and aimed at realizing the optimal use which can contribute to building owners, tenants and local community as well. As for “Vision Center Tokyo”, it became profitable in just half a year after its opening. Under the introduction from the leasing brokerage department which has strong familiarity and good sense for the market of central Tokyo, subsequent cases in good locations are also progressing well.

On March 1, 2017, we opened two new branches “Vision Center Tamachi” and “Vision Center Yokohama”, increasing the total number to 6. Other branches are also under planning.

We will keep on combining the strength of all employees in our group, aiming at creating the service and products of space and time utilization without being constrained by the existing frameworks.



Vision Center Tamachi



Inside of Rental Conference Room  
Vision Center Tamachi  
Which can seat up to 150 people  
maximally



Vision Center Yokohama

# Ended March, 2017

## 4/28 Opened First Original Brand Hotel "Hiyori Hotel Maihama"

As first hotel under the original hotel brand "HIYORI HOTELS & RESORTS", "Hiyori Hotel Maihama" was opened.

It is 5 minutes from Tokyo Disneyland by vehicle and its concept is "Heart-warming Hotel". With the intention that customers could enjoy their stay at this hotel in heartfelt relaxation, we are exerting ingenious efforts to every detail. Setting our main target customer as "family, girls' lunch or night out, couple", we provide guest room where Ryukyu tatami is laid and little children can walk around with bare feet, connecting room which have rooms connected with each other and can be used by multiple families and groups, we also provide a rich variety of amenities and equipment that female customer can just come empty-handed. For all guest rooms, we also prepared hair iron, foot sole massager and shoe dryer. Furthermore, there are also "Happy Presents" and free rental high class pillows at "Pillow Bar" that customers can choose when they check in. As can be felt, we opened a "Heart-warming Hotel" where customers can feel personalized "Omotenashi (Japanese Hospitality)".



Ryukyu Tatami Twin Room



Lobby



Breakfast Buffet

April

May

June

## 4/3 Opened New Branch in Gotanda Area

Under the influence of the establishment of new station in contemplation between "JR Tamachi Station ~ Shinagawa Station", it is hoped that Gotanda area where Gotanda Branch is open, will develop further as a business district. As new line "JR Haneda Airport Access line" is under planning, direct operation to Haneda Airport from Tokyo Station, Shinjuku Station and Shinkiba Station will become possible in future. It is expected that attention to Gotanda area will become higher and higher. At this new branch, we will strive to connect with local community more deeply than before. We have a deep understanding of local needs. Aiming at becoming the beloved branch, we are to utilize this strength to solve all kinds of real estate issues for our customer.



Members of New Gotanda Branch

6/6

## Started the construction of condominium in Danang ~ HIYORI Garden Tower ~

This project is a high-rise condominium project that our company develops and sells as sole proprietorship in central Danang. In Danang city, it is the first project developed by a wholly Japanese-owned company. Facing Vo Van Kiet street which runs through Danang International Airport, central area of Danang, sightseeing spots, Dragon Bridge and My Khe beach, its highly convenient location is the distinguishing feature. High-rise condominium of 28 floors (306 houses) has a high visibility and this project will become the new landmark of Danang city.

"Japanese quality", such as attentive, simple and stylish interior design, specifications and equipment, the overview of whole Danang city, were incorporated into this product throughout. It should sufficiently meet the purchase needs of local wealthy people and overseas investors.



Effect Drawing

## Accelerate Four-pronged Strategy for Future Growth

Aiming at long and medium term growth, we released four-pronged strategy for future growth.

We are proceeding “Hotel Business” and “Overseas Business” as the future core business while expanding the core office building business.

As real estate professional, in the pursuit of maximum service quality from the perspective of customers, and products’ making of high added value, we are exerting ingenious efforts in work. Meanwhile, we are building disciplined organization and endeavouring to improve the product quality.

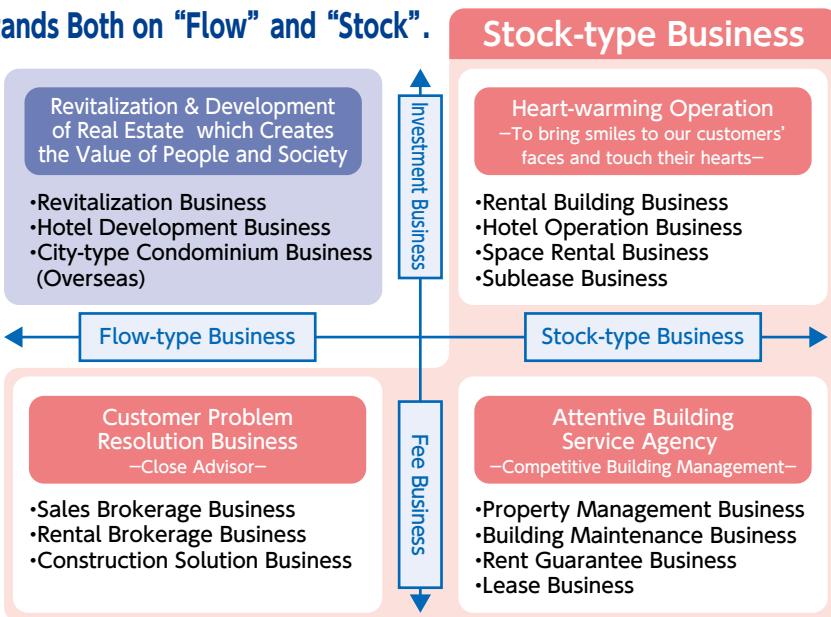
Not content with existing conditions, we boldly challenge ourselves to new business with the intention of realizing the solid growth as a high profitability company.



## Shift to an Income Structure which Stands Both on “Flow” and “Stock”.

By changing the income structure that inclines toward the profit from revitalized property sale of Replanning Business to the income structure that develop the profit which is hardly influenced by the trends of real estate market condition, we are proceeding the shift to stable income structure.

While accumulating rental income and income from property management that the monthly amount is fixed and stable, we are also developing operation business. As in operation business, such as Hotel Business and Rental Conference Room or Office Business, profit is increasable according to operation capability. By all these efforts, we are enhancing the Stock-type Business by keeping in close touch with customers.



## Continue stable growth while boldly taking challenges.

Regarding the consolidated results forecast for fiscal year ending March, 2018, the sales will be 50 billion yen (up 23.8% year over year), operating income will be 10.5 billion yen (up 11.9% year over year), ordinary income will be 10 billion yen (up 12.4% year over year), and profit attributable to owners of parent will be 7 billion yen (up 8.5% year over year). As for dividend per share, we will increase it by 2 yen compared with FY 2017/3, totaling 32 yen.

As real estate professional, by exhaustively pursuing maximum service quality from the perspective of customers, and products' making of high added value through ingenious efforts, we are expanding office building business which is our core business. We are also continuously proceeding hotel business and overseas business as our core business of entire group in future. While continuing the stable growth of stock-type business, we are boldly challenging ourselves to new business without being satisfied with existing conditions.



From left, Executive Vice President Seiichi Saito,  
Executive President Tomoaki Horiguchi,  
Senior Managing Director Izumi Nakamura,  
Managing Director Yasushi Yamada

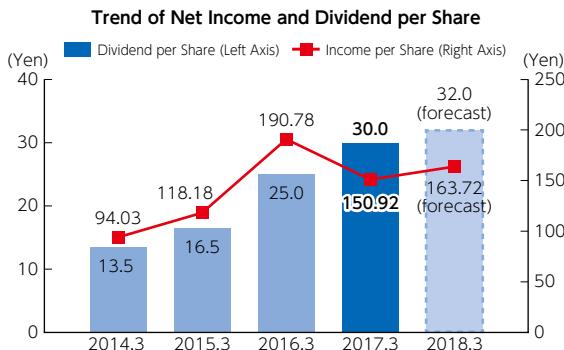
### Consolidated Results Forecast (April 1, 2017 ~ March 31, 2018)



Basic Policy  
Concerning Profit  
Distribution

## Returning Profits to Shareholders on a Long-term and Stable Basis

Our company has a fundamental policy of returning profits to shareholders on a long-term and stable basis, while securing the investment capital for hotel business and overseas business to take on challenges aggressively for the growth of the future. At the same time, in consideration of the stabilization and enhancement of finance, we are endeavouring to contribute to the benefit of shareholders comprehensively.

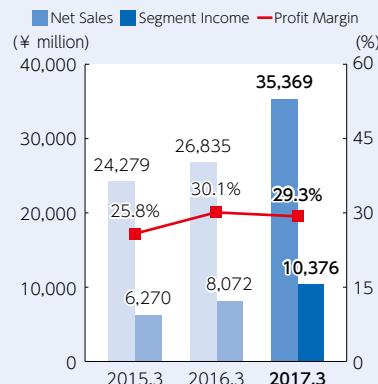


### About Special Benefit Plan for Shareholders.

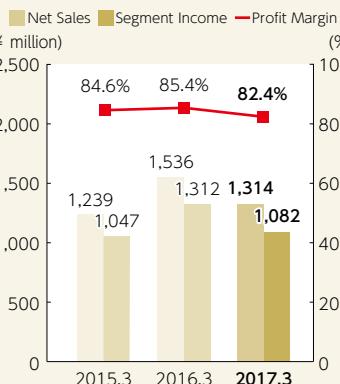
We are happy to provide you with accommodation complimentary tickets of our original brand hotel "Hiyori Hotel Maihama". We look forward to seeing you at our hotel.



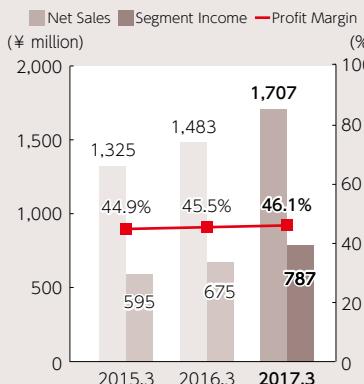
## Overview of respective segment

**Real Estate Revitalization Business**

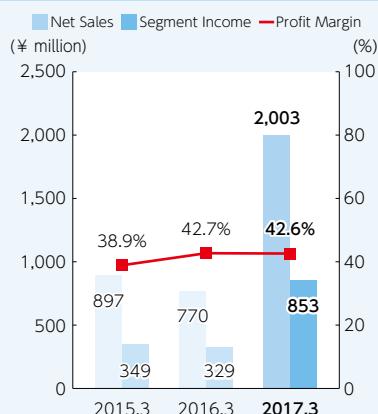
While making ingenious efforts towards commodification and procurement, direct sales to our customers also increased. As a result, profit margin maintains at a high level.

**Brokerage Business**

As for sale brokerage, both sales and profits decreased compared to previous fiscal year. Regarding rental brokerage, we focused efforts on the solution of problems from the perspective of customers, both sales and profit increased.

**Property Management Business**

Compared to previous fiscal year, managing properties increased by 29 buildings, totalling 362 buildings. Occupancy rate is consistently above 96 percent. Both sales and profit increased steadily.

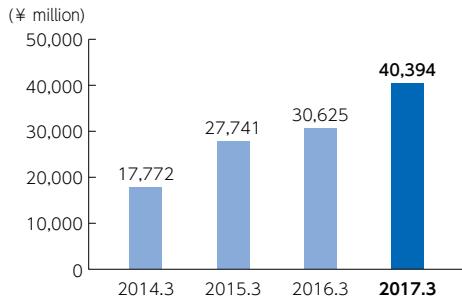
**Others**

Segment profit of stock-type business represented by operation business increased by 2.6 times compared to previous fiscal year.

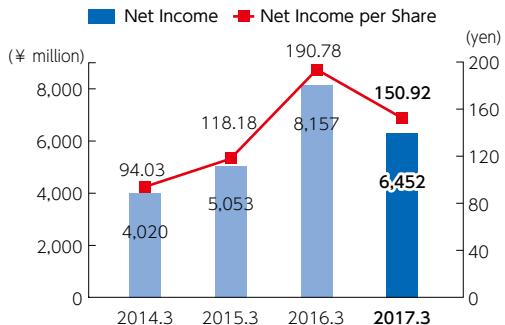
**Segment-basis Composition Ratio of Sales****Property Management Business 4%****Others 5%****Brokerage Business 3%**

"Segment income" is calculated by subtracting the expenses for respective businesses, such as interest paid, sales commission, and goodwill amortization from gross profit on sales.

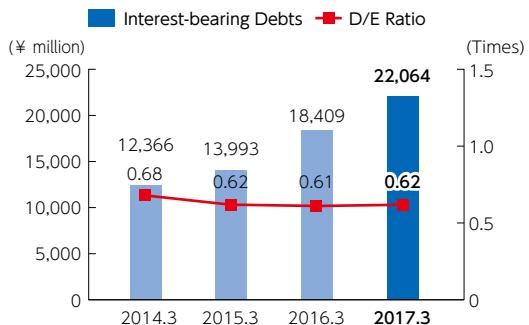
### ■ Net Sales



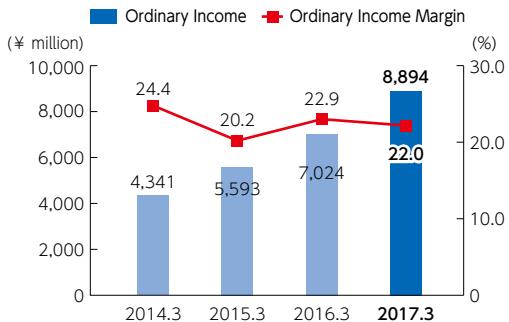
### ■ Net Income・Net Income per Share



### ■ Interest-bearing Debts・D/E Ratio\*1



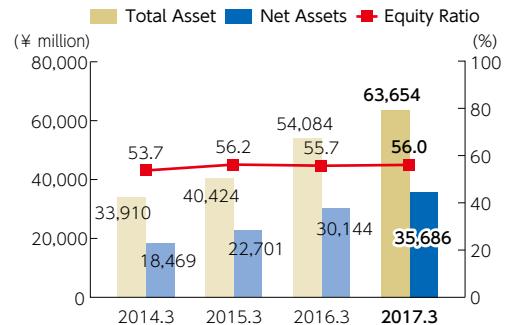
### ■ Ordinary Income・Ordinary Income Margin ..... [1]



### Point [1]

The average ordinary income ratio in the real estate industry is around 10%, but our company has maintained a high standard of 20%.

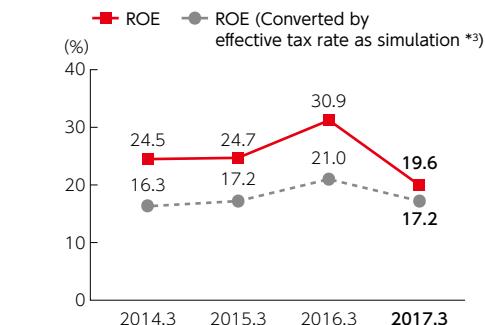
### ■ Total Assets, Net Assets, Equity Ratio ..... [2]



### Point [2]

Our equity ratio also compares favorably with the industry, tracking above 50% compared to the 30% average.

### ■ Return on Equity (ROE\*2) ..... [3]



### Point [3]

Return on equity is consistently above 20%, compared to the industry average of 8%.

\*1 D/E ratio is calculated by interest-bearing debts /equity capital, and is an indicator of financial soundness.

\*2 ROE is calculated by net income/equity capital (average of year beginning and ending)× 100, and is an indicator for capital efficiency.

\*3 Calculated by effective tax rate--It is a trial calculation on the assumption that our company is taxed at effective tax rate (30.86% for FY Ended March, 2017) for the influence of tax burden reduction which is a result of the tax loss carried forward is eliminated.

Please refer to our homepage for the detailed financial information.

[Sun Frontier IR](#)

[Search](#)

## Share information

Total Number of authorized shares	91,200,000
Total Number of shares issued	42,755,500
Number of shareholders	9,229

### ■ Major Shareholders (Top 10)

Shareholder name	Number of shares held	Shareholding Ratio*
Houon	17,957,500	42.00
Tomoaki Horiguchi	3,005,200	7.03
Japan Trustee Services Bank, Ltd. (Account in trust)	1,845,100	4.32
The Master Trust Bank of Japan, Ltd. (Account in trust)	1,399,900	3.27
MSCO CUSTOMER SECURITIES	461,200	1.08
KBL EPB S.A. 107704	401,700	0.94
Keiko Horiguchi	399,000	0.93
Japan Trustee Services Bank, Ltd. (Account in trust5)	390,200	0.91
Japan Trustee Services Bank, Ltd. (Account in trust1)	353,900	0.83
VICTORY TRIVALENT INTERNATIONAL SMALL-CAP FUND	330,300	0.77

\*Numbers displayed are rounded off to the second decimal place.  
Ownership ratio is calculated after deducting treasury shares (143 shares).

### ■ Breakdown of Shareholders (by share number)



(As of March 31, 2017)

## Shareholder memo

Fiscal year	From April 1 to March 31 of the following year
Annual shareholder meeting	June
Date of record	March 31
Announcement listing method	Electronic public notice (the Company homepage) If an electronic public notice is not possible due to accident or any other unavoidable circumstances, the notice will be published in the Nihon Keizai Shimbun.
Shareholder registry administrator	Mizuho Trust and Banking Co., Ltd. 1-2-1 Yaesu, Chuo-ku, Tokyo
Location for handling this business	Security Agency Department. Mizuho Trust and Banking Co., Ltd.
Contact address	[Number for inquiries only] 0120-288-324

## Company overview

Name	Sun Frontier Fudousan Co., Ltd. (Code number: 8934)			
Headquarters	Toho Hibiya Building, 1-2-2, Yurakucho, Chiyoda-ku, Tokyo 100-0006 Tel.03-5521-1301 <a href="https://www.sunfrt.co.jp">https://www.sunfrt.co.jp</a>			
Branches	Ginza, Nihonbashi, Kanda, Kojimachi, Shinjuku, Shibuya, Gotanda*, Yokohama *1 Gotanda branch was opened on April 3, 2017.			
Capital	¥8,387 million			
Number of employees	329 (consolidated)			
Executives (As of June 23, 2017)	Executive President	Tomoaki Horiguchi	Vice President	Seiichi Saito* <sup>2</sup>
	Executive Vice President	Izumi Nakamura	Senior Executive Officer	Izumi Nakamura* <sup>2</sup>
	Senior Managing Director	Yasushi Yamada	Managing Executive Officer	Yasushi Yamada* <sup>2</sup>
	Outside Director	Toshio Takahara	Executive Officer	Kenji Honda
	Outside Director	Yukitoshi Kubo	Executive Officer	Mitsuhiko Ninomiya
	Full-time Auditor	Shinji Ohsawa	Executive Officer	Yuji Nozaki
	Outside Auditor	Koichi Kase	Executive Officer	
	Outside Auditor	Hirokazu Moriya	Executive Officer	

\*2 This means combined post with the director position.

Principal Consolidated Subsidiaries	Sun Frontier Hotel Management Co., Ltd. Sky Court Hotel Co., Ltd. Sun Frontier Community Arrangement Co., Ltd. SF Building Support Inc. K.K. Yubi Sun Frontier Fudousan Taiwan Co., Ltd. SUN FRONTIER VIETNAM CO., LTD. PT.SUN FRONTIER INDONESIA
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