



# The Daibiru Group Business Performance For Fiscal 2021 2<sup>nd</sup> Quarter

November 1, 2021  
DAIBIRU CORPORATION

- 1. Consolidated Operating Results for Fiscal 2021 2<sup>nd</sup> Quarter P.2**
- 2. Forecast for Fiscal 2021 P.7**
- 3. References P.14**

## Consolidated Operating Results for the Six Months Ended September 30, 2021

The fourth year of the medium-term management plan “Design 100” Project Phase – II (fiscal year 2018 through 2022)

- Operating revenue and profit decreased year on year, mainly due to a decrease in revenue resulting from tenants moving out of buildings scheduled for reconstruction.

Revenue was supported by optimization of the office rent rates and reduction of costs in the facility management business.

[By segment]

- Leasing:

- 1) Revenue decreased due to the closure of and tenants moving out of buildings scheduled for reconstruction (Midosuji Daibiru Building and Yaesu Daibiru Building)
- 2) A high occupancy rate above the market average was maintained, and revenue was supported by optimization of the office rent rates, etc.
- 3) Deferred or reduced rent in individual cases for certain commercial tenants who refrained from business activities in order to prevent the spread of COVID-19.

- Facility Management:

Revenue decreased due to cancellation of contracts for certain commissioned properties, while profit increased due to a reduction in operating expenses.

[Extraordinary income and losses]

- Gain on sales of investment securities of ¥618 million (proceeded with sales of cross shareholdings)
- Loss on building reconstructions of ¥403 million (loss on reconstructions of buildings scheduled for reconstruction)

## Forecasts for Fiscal 2021

- No change from the forecasts published on April 30, 2021.
- Despite stable revenue expected from existing buildings, operating revenue and profit are expected to decrease year on year due to a decrease in revenue resulting from the closure of office buildings scheduled for reconstruction, etc.

## Dividend Policy

- Interim dividend of ¥10.5 per share (no change from the initial forecasts)

# Consolidated Operating Results for Fiscal 2021 2Q – Highlight –

- Operating revenue and profit decreased year on year, mainly due to a decrease in revenue resulting from tenants moving out of buildings scheduled for reconstruction. Revenue was supported by optimization of the office rent rates and reduction of costs in the facility management business.

(Millions of yen)

	Results Q1+2/20	Results Q1+2/21	Difference	Key points	Forecasts FY/21	Achieve ment Rate
Operating Revenue	21,245	20,923	△322 (△1.5%)	→Please refer to Key points on page 4.	41,500	(50.4%)
Operating Profit	6,403	6,284	△119 (△1.9%)	→Please refer to Key points on page 4.	10,500	(59.8%)
Ordinary Profit	6,202	6,124	△77 (△1.3%)	• Decreases in interest expenses, etc.	10,000	(61.2%)
Profit attributable to owners of the Parent	4,644	4,350	△293 (△6.3%)	Extraordinary income and loss < Q1+2/Fiscal 2021 > • Extraordinary income: ¥618 million in total (Gain on sales of investment securities) • Extraordinary loss: ¥412 million in total (Loss on building reconstructions, Loss on retirement of non-current assets) < Q1+2/Fiscal 2020 > • Extraordinary income: ¥599million in total (Gain on sales of investment securities) • Extraordinary loss: ¥119 million in total (Loss on building reconstructions, Loss on retirement of non-current assets)	7,000	(62.2%)

# Consolidated Operating Results for Fiscal 2021 2Q – By Segment –

(Millions of yen)

	Results Q1+2/20	Results Q1+2/21	Difference	Key points
<b>Operating Revenue</b>	<b>21,245</b>	<b>20,923</b>	<b>△322 (△1.5%)</b>	
Leasing	16,983	16,554	△429 (△2.5%)	<ul style="list-style-type: none"> <li>• Decrease in revenue resulting from the closure of Midosuji Daibiru Building and Yaesu Daibiru Building.</li> <li>• Deferring or reducing rents for some commercial tenants, etc.</li> </ul>
Facility Management	5,258	5,239	△19 (△0.4%)	<ul style="list-style-type: none"> <li>• cancellation of contracts for certain commissioned properties</li> <li>• Contributions to income from Nowatec Co., Ltd., etc.</li> </ul>
Other Businesses	257	387	130 (50.7%)	<ul style="list-style-type: none"> <li>• Increase in construction subcontracting values, etc.</li> </ul>
Adjustment	△ 1,253	△ 1,257	△4 –	
<b>Operating Profit</b>	<b>6,403</b>	<b>6,284</b>	<b>△119 (△1.9%)</b>	
Leasing	7,018	6,834	△183 (△2.6%)	<ul style="list-style-type: none"> <li>• Decreases in repair cost and utilities expenses, etc.</li> </ul>
Facility Management	150	279	129 (86.0%)	<ul style="list-style-type: none"> <li>• Decreases in operating expenses, etc.</li> </ul>
Other Businesses	62	70	7 (12.8%)	
Adjustment	△ 827	△ 900	△73 –	

(Millions of yen)

	As of Mar-31, 2021	As of Sep-30, 2021	Difference	Key points
Current assets	21,844	18,507	△3,337	
Non-current assets	372,083	372,039	△ 43	<ul style="list-style-type: none"> <li>• Decrease in cash and deposits</li> <li>• Depreciation, etc.</li> </ul>
<b>Total assets</b>	<b>393,928</b>	<b>390,547</b>	<b>△3,380</b>	
Current liabilities	27,625	25,642	△ 1,983	
Non-current liabilities	198,956	192,187	△6,768	<ul style="list-style-type: none"> <li>• Decrease in interest-bearing debts (Balance as of Sep-30,2021 ¥159,724 million) (Balance as of Mar-31,2021 ¥166,408 million)</li> </ul>
<b>Total liabilities</b>	<b>226,581</b>	<b>217,829</b>	<b>△8,752</b>	
<b>Total net assets</b>	<b>167,346</b>	<b>172,717</b>	<b>5,371</b>	<ul style="list-style-type: none"> <li>• Retained earnings + 3,032 million ,etc</li> </ul>
<b>Total liabilities and net assets</b>	<b>393,928</b>	<b>390,547</b>	<b>△3,380</b>	

# Consolidated Operating Results for Fiscal 2021 2Q – Cash Flows –

(Millions of yen)

	Results Q1+2/20	Results Q1+2/21	Difference	Key points
Cash flows from operating activities	7,410	6,554	△855	
Cash flows from investing activities	792	△1,157	△1,950	• Payments for acquisition of property and equipment, etc.
Cash flows from financing activities	△1,865	△ 8,001	△ 6,136	• Repayment of long-term debt, etc
Net increase (decrease) in cash and cash equivalents	6,347	△2,417	△8,764	
Cash and cash equivalents at beginning of period	16,336	17,889	1,552	
Cash and cash equivalents at end of period	22,683	15,471	△7,211	

# Forecasts for Fiscal 2021 – Highlight –

- Despite stable revenue expected from existing buildings, operating revenue and profit are expected to decrease, reflecting the current assumptions regarding a decline in revenue from the closure of office buildings scheduled for reconstruction.  
(No change from the announced value on April 30, 2021)

(Millions of yen)

	Fiscal 2020	Fiscal 2021 (forecast)	Difference	Key points
Operating Revenue	42,909	41,500	△ 1,409 (△3.3%)	➡Please refer to Key points on page 8.
Operating Profit	12,101	10,500	△ 1,601 (△13.2%)	➡Please refer to Key points on page 8.
Ordinary Profit	11,672	10,000	△ 1,672 (△14.3%)	
Profit attributable to owners of the Parent	8,437	7,000	△ 1,437 (△17.0%)	Increase in reconstruction-related loss (extraordinary loss)



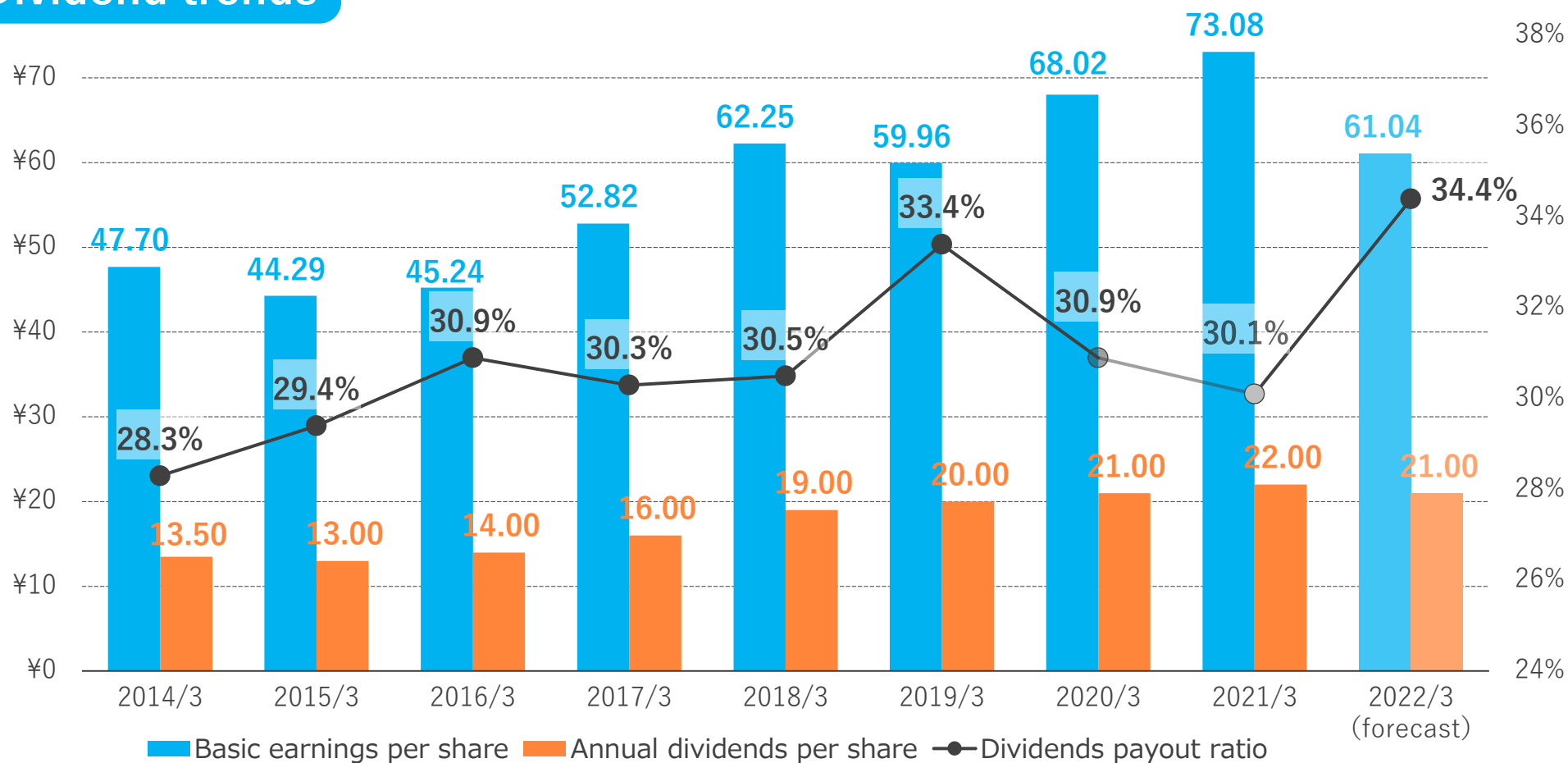
# Forecasts for Fiscal 2020 – By Segment –

(Millions of yen)

	Fiscal 2020 Results	Fiscal 2021 forecasted	Difference	Key points
<b>Operating Revenue</b>	<b>42,909</b>	<b>41,500</b>	<b>△ 1,409 (△3.3%)</b>	
Leasing	33,659	32,500	△ 1,159 (△3.4%)	• Decrease in revenue resulting from the closure of Midosuji Daibiru Building and Yaesu Daibiru Building.
Facility Management	11,037	11,000	△ 37 (△0.3%)	
Other Businesses	703	500	△ 203 (△29.0%)	• Decrease in construction subcontracting values, etc.
Adjustment	△ 2,491	△ 2,500	△ 8 –	
<b>Operating Profit</b>	<b>12,101</b>	<b>10,500</b>	<b>△ 1,601 (△13.2%)</b>	
Leasing	13,268	12,000	△ 1,268 (△9.6%)	• Increases in repair cost, etc.
Facility Management	522	400	△ 122 (△23.5%)	
Other Businesses	149	100	△ 49 (△33.3%)	
Adjustment	△ 1,839	△ 2,000	△ 160 –	

- **Dividend Policy:** Stable dividends with a target dividends payout ratio of 30-35%
- **Annual dividend:** Fiscal 2021-¥22.0, Fiscal 2022-¥21.0(forecast)
- **Dividend payout ratio:** Fiscal 2021-30.1%(total return ratio 56.9%), Fiscal 2022-34.4%

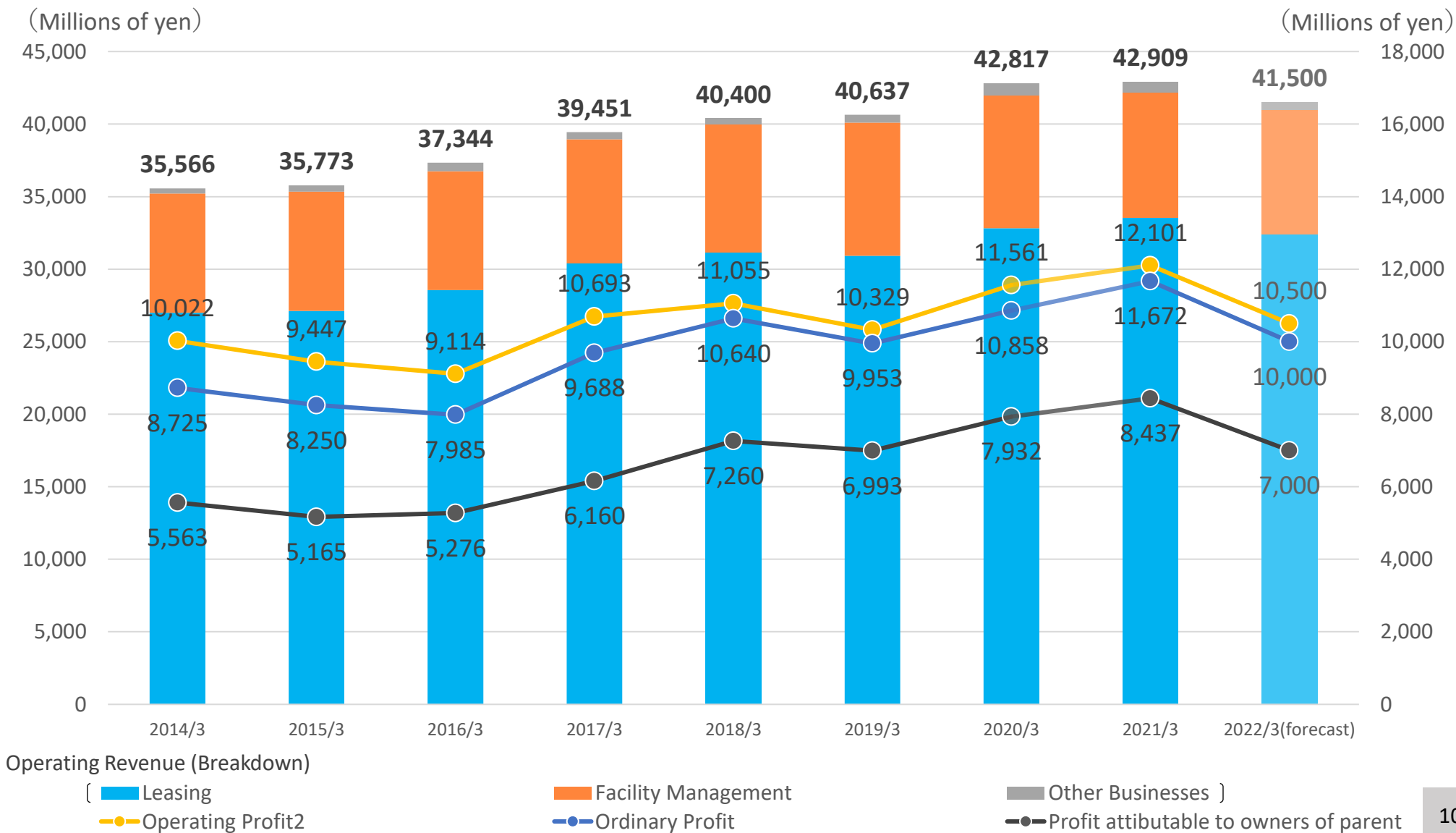
## Dividend trends



※For 2014/3, the Company paid a commemorative dividend (+1.5 yen)

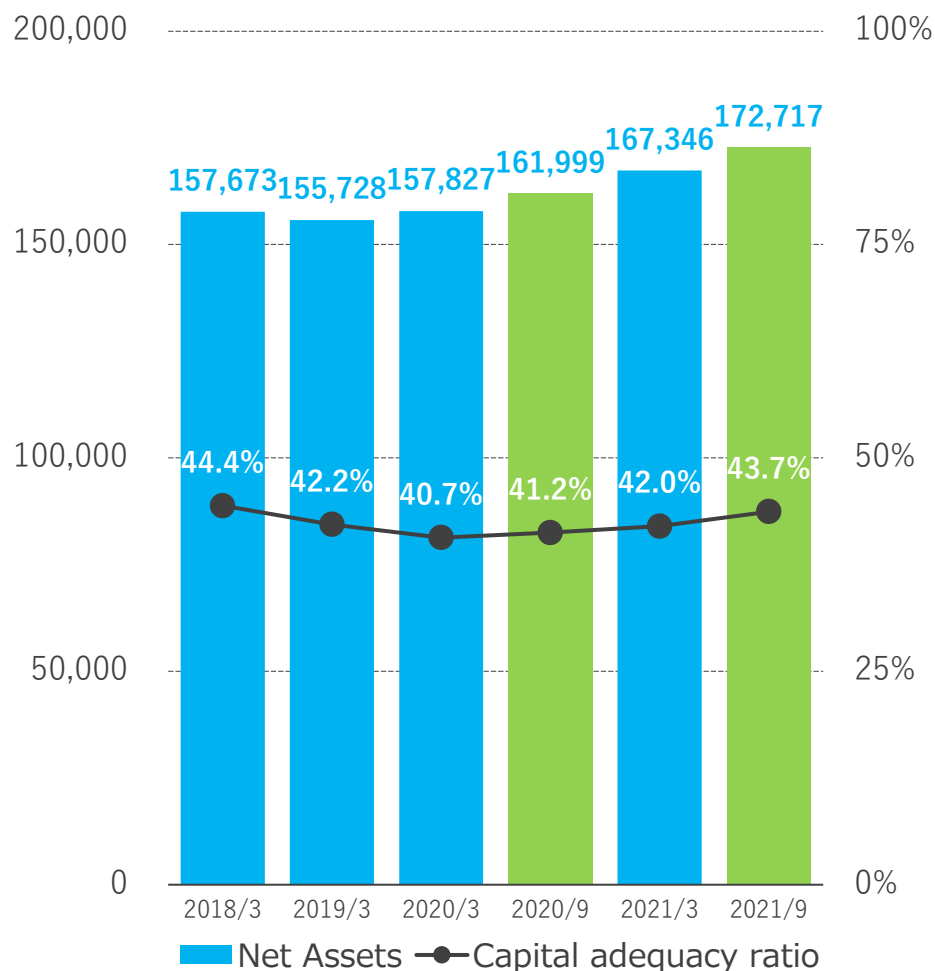
# Trends in operating revenue and profit items

Operating revenue/Operating profit/Ordinary profit/Profit attributable to owners of the parent



### Net Assets/Capital adequacy ratio

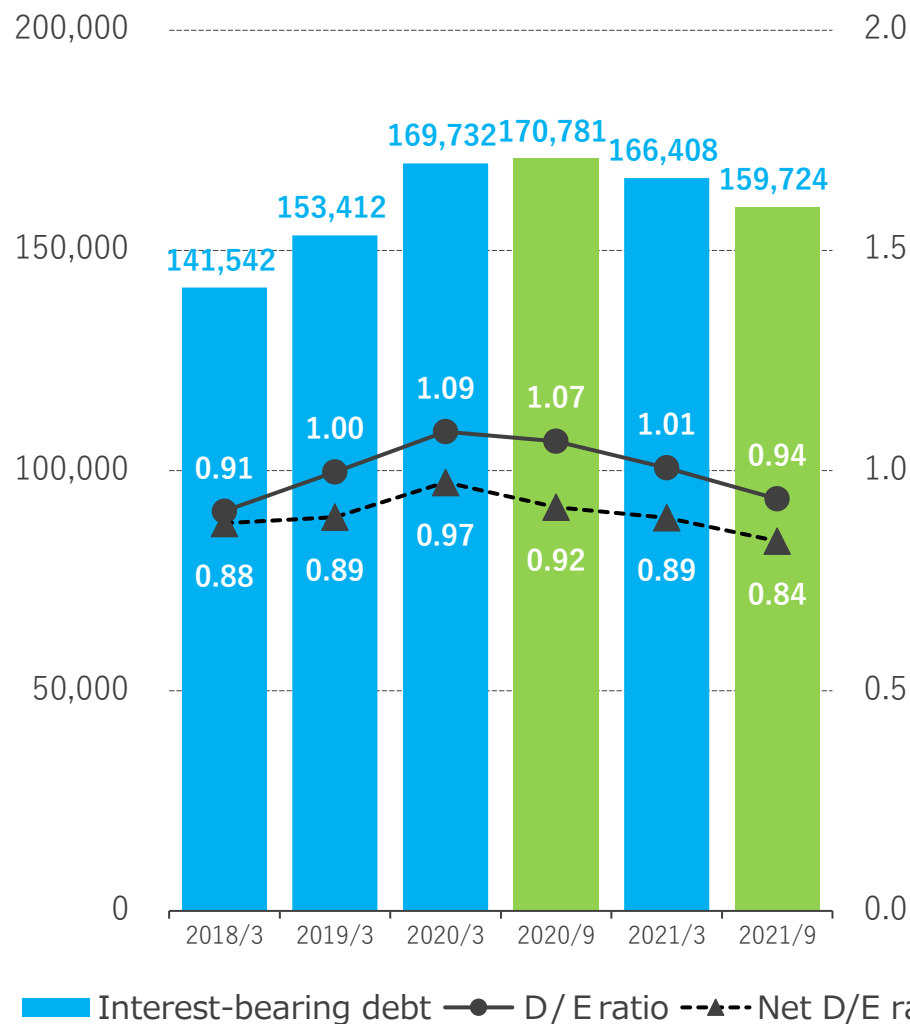
(Millions of yen)



(Note) Capital adequacy ratio=Equity/Total assets

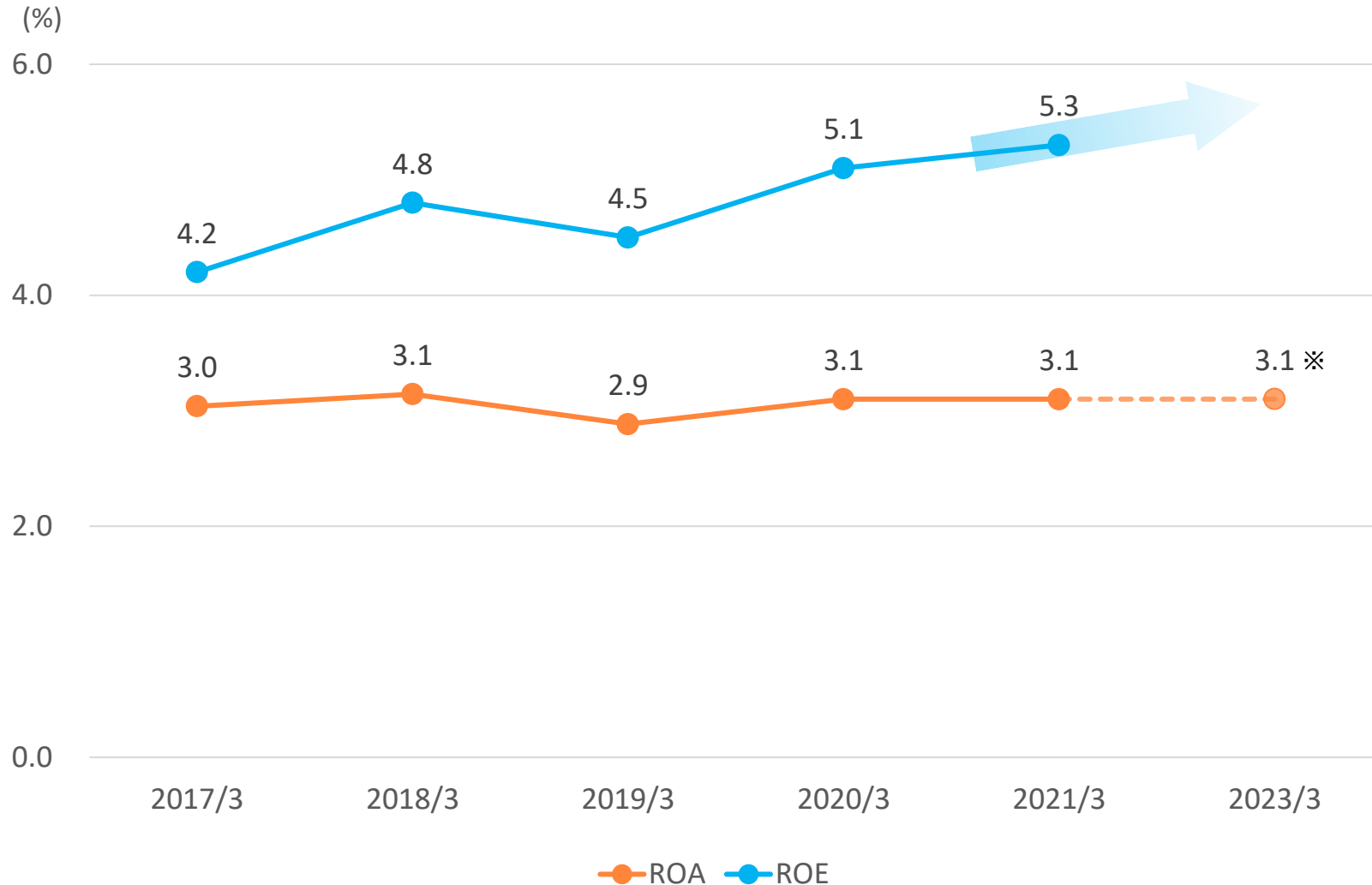
### Interest-bearing debt/D/E ratio

(Millions of yen)



(Note) D/E Ratio=Interest-bearing debt/Equity  
Net D/E Ratio = (Interest-bearing debt - Cash)/Equity

## ROA / ROE



(Note) ROA = Operating profit/total assets (average of the beginning and end of the term)

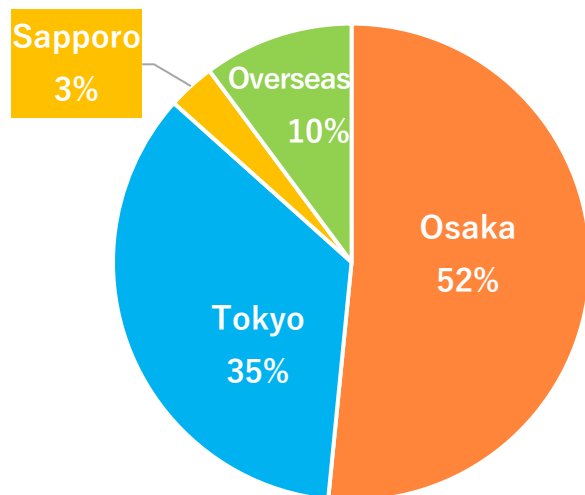
ROE = Profit attributable to owners of parent/shareholders' equity (average of the beginning and end of the term)

※The figures for fiscal years 2022 is ideal figures made at the time of formulating the medium-term management plan.

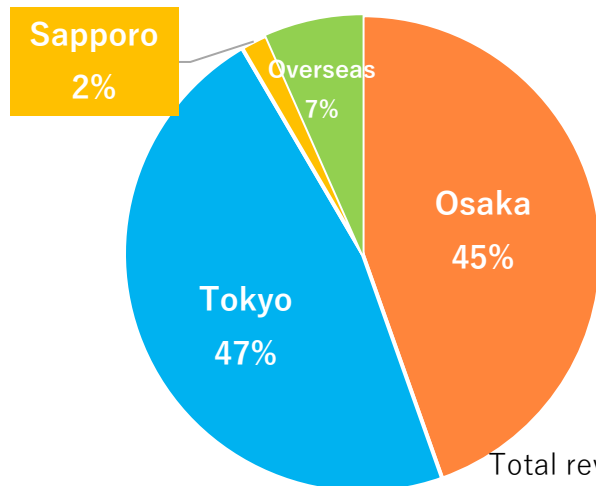
# 〈 MEMO 〉



## Gross floor area ratio



## Revenue ratio (Leasing)



Total revenue Q1+2/21 ¥16.6billion

(Note) Before the elimination of intersegment amounts

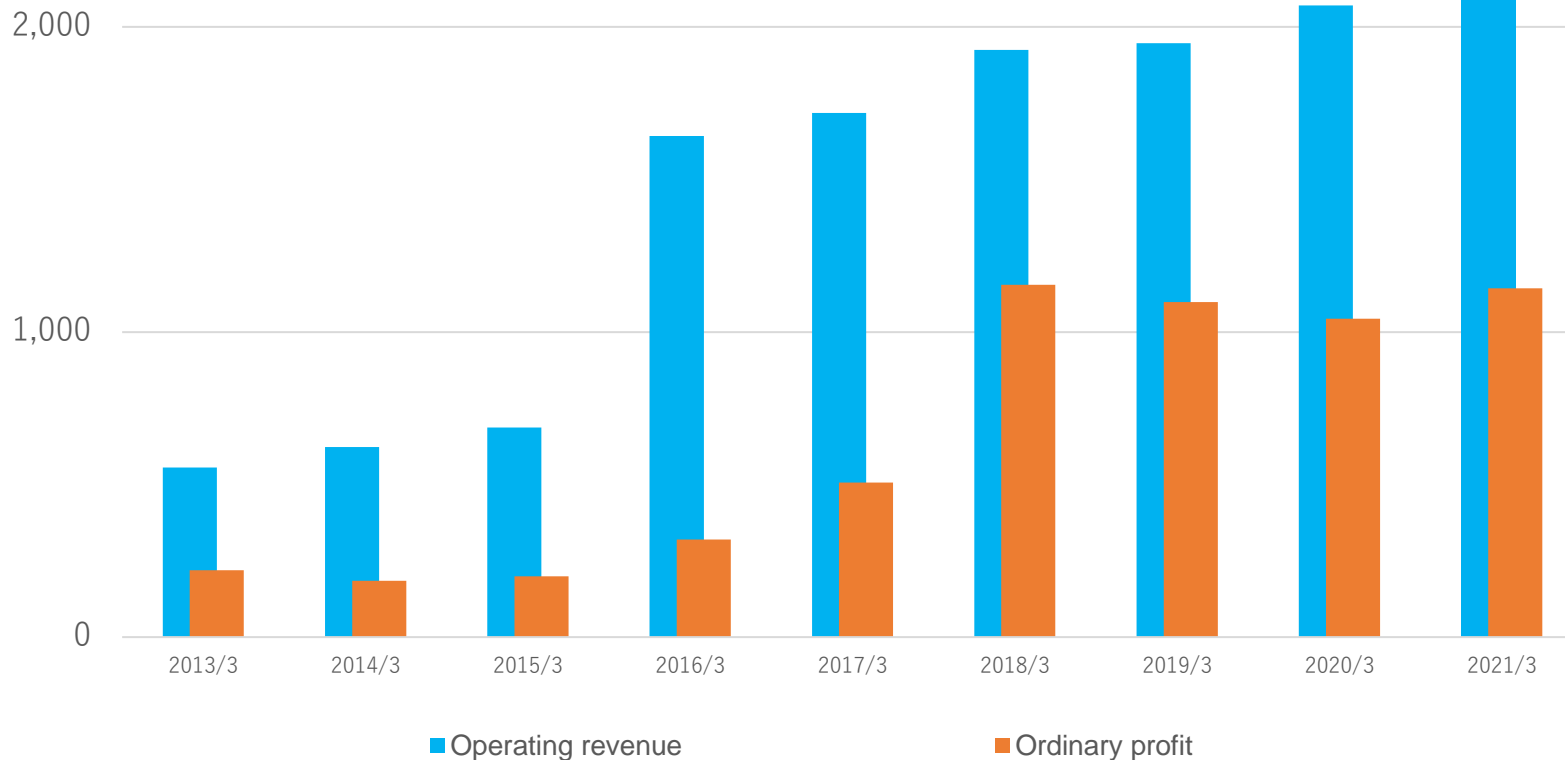
	Number of properties	Gross floor area	
<b>Office buildings and Commercial Buildings</b>	<b>32</b>	<b>694,976m<sup>2</sup></b>	<b>(210,230<sub>tsubo</sub>)</b>
Osaka area	11	365,480m <sup>2</sup>	(110,558 <sub>tsubo</sub> )
Tokyo area	15	231,254m <sup>2</sup>	(69,954 <sub>tsubo</sub> )
Sapporo area	3	23,595m <sup>2</sup>	(7,137 <sub>tsubo</sub> )
Overseas	3	74,647m <sup>2</sup>	(22,581 <sub>tsubo</sub> )
<b>Residences</b>	<b>15</b>	<b>39,335m<sup>2</sup></b>	<b>(11,899<sub>tsubo</sub>)</b>
Osaka area	2	13,184m <sup>2</sup>	(3,988 <sub>tsubo</sub> )
Tokyo area	13	26,151m <sup>2</sup>	(7,911 <sub>tsubo</sub> )
<b>Total</b>	<b>47</b>	<b>734,311m<sup>2</sup></b>	<b>(222,129<sub>tsubo</sub>)</b>

(Note) Properties in operation as of September 30, 2021.  
As to the co-owned properties, our share is stated.

## Operating revenue and ordinary profit of our Vietnam businesses

- The major part comes from Daibiru's two properties in Vietnam—Saigon Tower (acquired in January 2012) and the CornerStone Building (acquired in December 2014)
- The results for the fiscal years ended March 31, 2018 and 2019 include equity in earnings of affiliated companies associated with participation in the office building development project in Ho Chi Minh

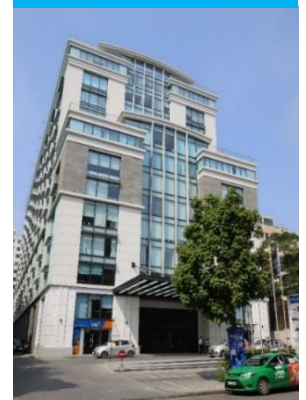
(Million yen)



Saigon Tower



CornerStone Building





## Our business development in Vietnam

- Acquired the Saigon Tower, an office building in Ho Chi Minh, in January 2012, making its first foray into Vietnam. Subsequently acquired the CornerStone Building, an office building in Hanoi, in December 2014.
- Differentiated itself and demonstrated its competitiveness also in Vietnam, leveraging its experience and know-how acquired from managing office buildings in Japan over many years.
- Participated in an office building development project in Ho Chi Minh as an equity investor in 2017 and exited early by consensus with investment partners, thereby making profits.
- There is an increasing number of requests for collaboration in promising local projects, and our presence is leading to a favorable cycle such as participation in the office building development project in STARLAKE, Hanoi.

【Office buildings owned by Japanese property companies in Vietnam\*1】

City	Area	Building name	Building grade	Floor area (m <sup>2</sup> )	Owner (share)
Ho Chi Minh	<b>CBD*2</b>	<b>Saigon Tower</b>	<b>A</b>	<b>Approx. 18,000</b>	<b>DAIBIRU (100%)</b>
	CBD	Building a	B	Approx. 12,000	Company X (100%)
	CBD	Building b	A	Approx. 32,000	Company Y (24%)
	CBD	Building c	B	Approx. 17,000	Company Y (100%)
	CBD	Building d	A	Approx. 13,000	Company Z (23%)
	CBD	Building e	A	Approx. 40,000	Company Z (23%)
Hanoi	<b>CBD</b>	<b>CornerStone Building</b>	<b>A</b>	Approx. 48,000	<b>DAIBIRU (virtually 100%)</b>
	West	Building f	A	Approx. 17,000	Company Z (60%)

\*1 Only properties regarding which information has been disclosed are listed.

\*2 CBD: Central Business District

# References -List of Our Properties (Osaka)-

**Daibiru-Honkan Building**



Gross floor area: 48,198㎡  
Size: 22 floors above ground,  
2 floors below ground  
Completion: Feb. 2013

**Nakanoshima Daibiru Building**



Gross floor area: 79,543㎡  
Size: 35 floors above ground,  
2 floors below ground  
Completion: Mar. 2009

**Shin-Daibiru Building**



Gross floor area: 77,388㎡  
Size: 31 floors above ground,  
2 floors below ground  
Completion: Mar. 2015

**Umeda Daibiru Building**



Gross floor area: 42,363㎡  
Size: 23 floors above ground,  
3 floors below ground  
Completion: May 2000

**Tosabori Daibiru Building**



Gross floor area: 37,497㎡  
Size: 17 floors above ground,  
1 floor below ground  
Completion: Jul. 2009

**Yodoyabashi Daibiru Building**



Gross floor area: 11,273㎡  
Size: 14 floors above ground,  
2 floors below ground  
Completion: Feb. 1997

**Awajimachi Daibiru Building**



Gross floor area: 10,344㎡  
Size: 8 floors above ground,  
1 floor below ground  
Completion: May 1986

**Dokita Daibiru Building**



Gross floor area: 4,283㎡  
Size: 7 floors above ground,  
1 floor below ground  
Completion: Mar. 1986

**Kita-Umeda Daibiru Building**



Gross floor area: 4,185㎡  
Size: 8 floors above ground,  
1 floor below ground  
Completion: Jan. 1997

**Estate Tosabori Building**



Gross floor area: 5,635㎡  
Size: 5 floors above ground,  
1 floor below ground  
Completion: Oct. 1997

**Dojima Daibiru Building (ANA Crowne Plaza Osaka)**



Gross floor area: 44,770㎡  
Size: 23 floors above ground,  
3 floors below ground  
Completion: Sep. 1984



# References -List of Our Properties (Tokyo)-

**Hibiya Daibiru Building**



Gross floor area: 29,961m<sup>2</sup>  
Size: 21 floors above ground,  
3 floors below ground  
Completion: Oct. 1989

**Akihabara Daibiru Building**



Gross floor area: 50,290m<sup>2</sup>  
Size: 31 floors above ground,  
2 floors below ground  
Completion: Mar. 2005

**Shosen Mitsui Building  
(Toranomom Daibiru Building)**



Gross floor area: 34,655m<sup>2</sup>  
Size: 16 floors above ground,  
3 floors below ground  
Completion: Nov. 1979

**Yaesu Daibiru Building**



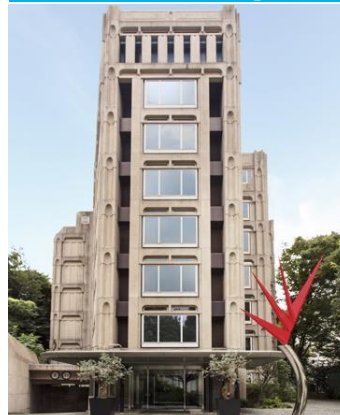
Gross floor area: 26,723m<sup>2</sup>  
Size: 9 floors above ground,  
5 floors below ground  
Completion: Jun. 1968

**Aoyama Rise Square**



Gross floor area: 25,011m<sup>2</sup>  
\*Including portions owned by co-owners  
Size: 16 floors above ground,  
2 floors below ground  
Completion: Apr. 2003

**Kojimachi Daibiru Building**



Gross floor area: 11,610m<sup>2</sup>  
Size: 7 floors above ground,  
2 floors below ground  
Completion: Sep. 1976

**Shiba Daibiru Building**



Gross floor area: 10,833m<sup>2</sup>  
Size: 10 floors above ground,  
1 floor below ground  
Completion: Jun. 1989

**Uchisaiwaicho Daibiru Building**



Gross floor area: 10,122m<sup>2</sup>  
\*Including portions owned by co-owners  
Size: 9 floors above ground,  
2 floors below ground  
Completion: Jan. 1983

# References -List of Our Properties (Tokyo)-

**Mita Nitto  
Daibiru Building**



Gross floor area: 10,008m<sup>2</sup>  
\*Including portions owned by co-owners  
Size: 8 floors above ground,  
1 floor below ground  
Completion: Sep. 1986

**Estate Shiba  
Building**



Gross floor area: 499m<sup>2</sup>  
Size: 5 floors above ground  
Completion: Dec. 1987

**Seavans South**



Gross floor area: 74,222m<sup>2</sup>  
\*Including portions owned by co-owners  
Size: 24 floors above ground,  
2 floors below ground  
Completion: Jan. 1991

**Shinjuku Daibiru  
Building (Shinjuku ALTA)**



Gross floor area: 11,255m<sup>2</sup>  
Size: 8 floors above ground,  
3 floors below ground  
Completion: Apr. 1980

**BiTO AKIBA**



Gross floor area: 4,948m<sup>2</sup>  
Size: 11 floors above ground,  
2 floors below ground  
Completion: Jul. 2019

**BiTO AKIBA PLAZA**



Gross floor area: 3,201m<sup>2</sup>  
Size: 9 floors above ground,  
1 floor below ground  
Completion: Mar. 2005

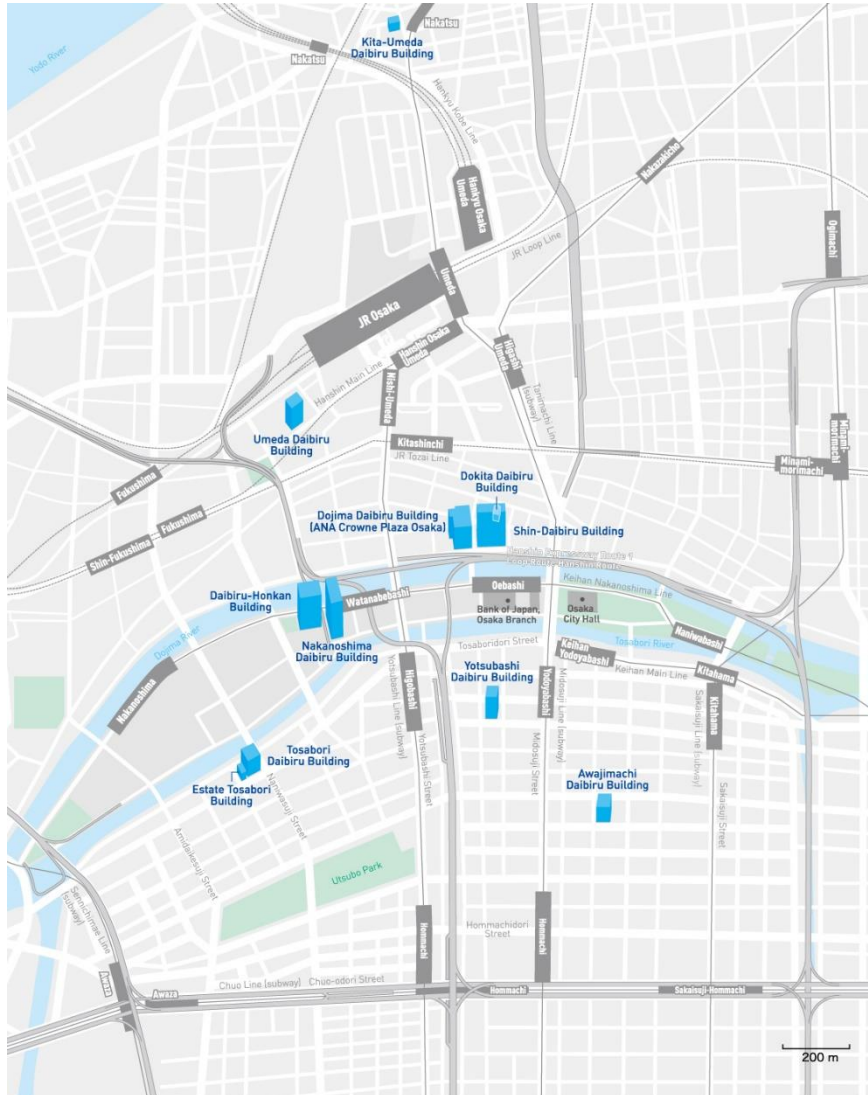
**Nihonbashi  
3-Chome Building**



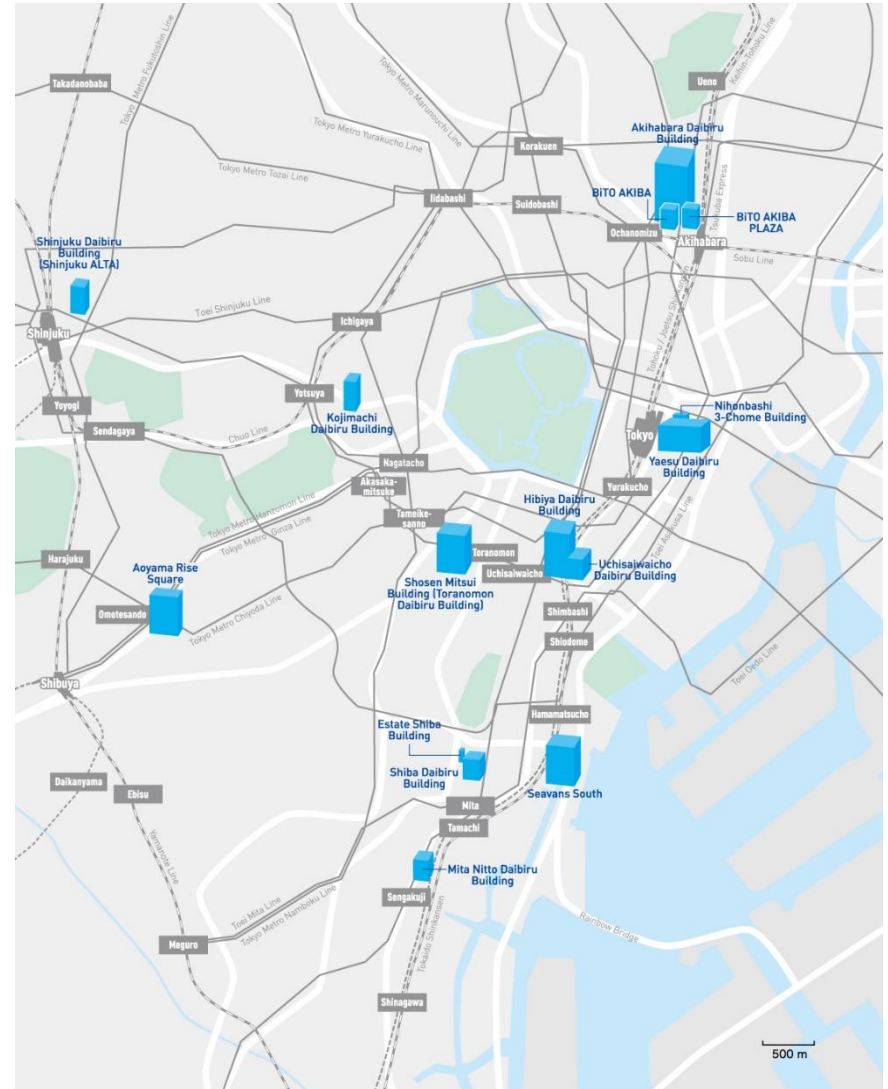
Gross floor area: 2,305m<sup>2</sup>  
Size: 7 floors above ground,  
2 floor below ground  
Completion: Mar. 1989



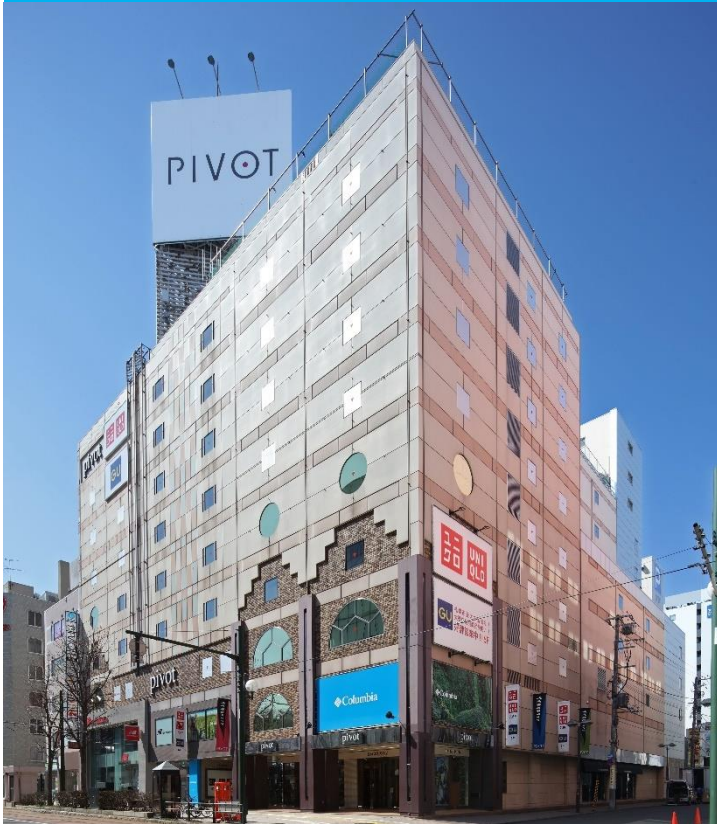
## Osaka area



## Tokyo area



## DAIBIRU PIVOT



Gross floor area: 20,814m<sup>2</sup>  
Size: 9 floors above ground, 3 floors below ground  
Completion: Aug. 1969

## DAIBIRU PIVOT WEST

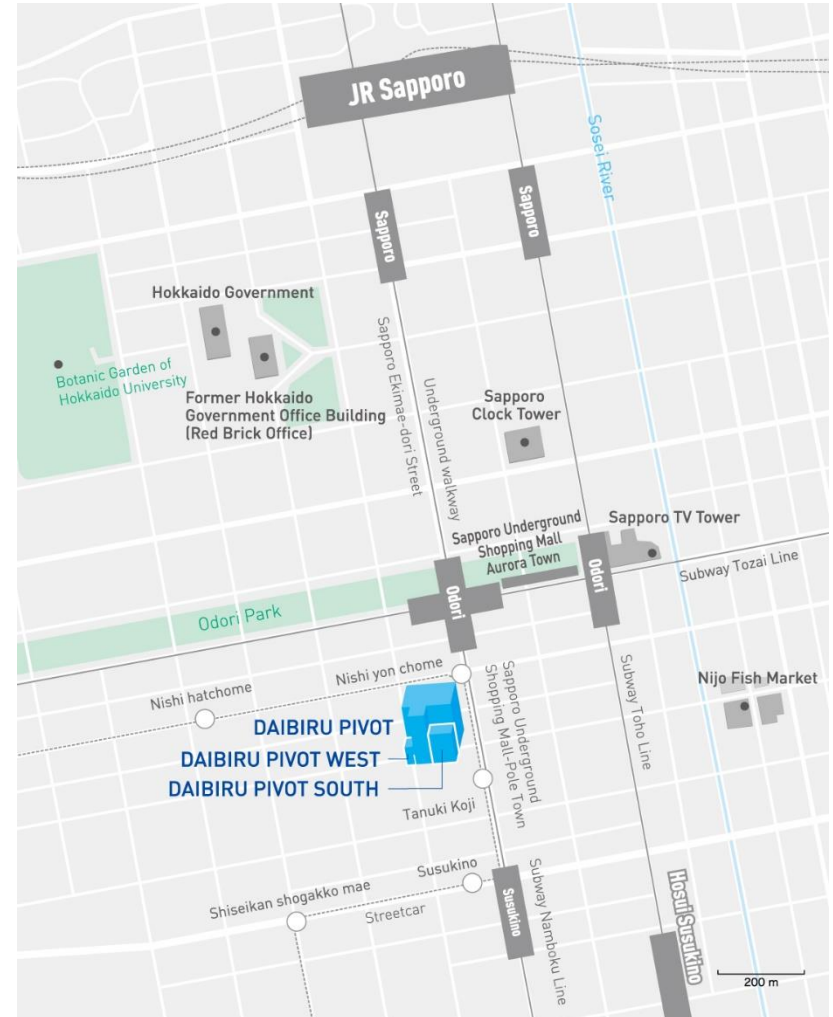


Gross floor area: 214m<sup>2</sup>  
Size: 3 floors above ground  
Completion: Dec. 1985

## DAIBIRU PIVOT SOUTH



Gross floor area: 2,567m<sup>2</sup>  
Size: 7 floors above ground, 2 floors below ground  
Completion: Aug. 1969





# References -List of Our Properties (Overseas)-

## Vietnam

### Saigon Tower



Gross floor area: 17,986 $\text{m}^2$   
Size: 18 floors above ground,  
2 floors below ground  
Completion: Dec. 1996

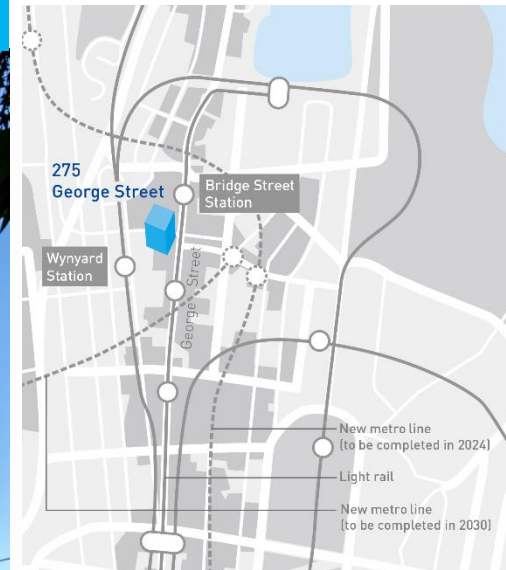
### CornerStone Building



Gross floor area: 48,494 $\text{m}^2$   
Size: 14 floors above ground,  
3 floors below ground  
Completion: Jun. 2013

## Australia

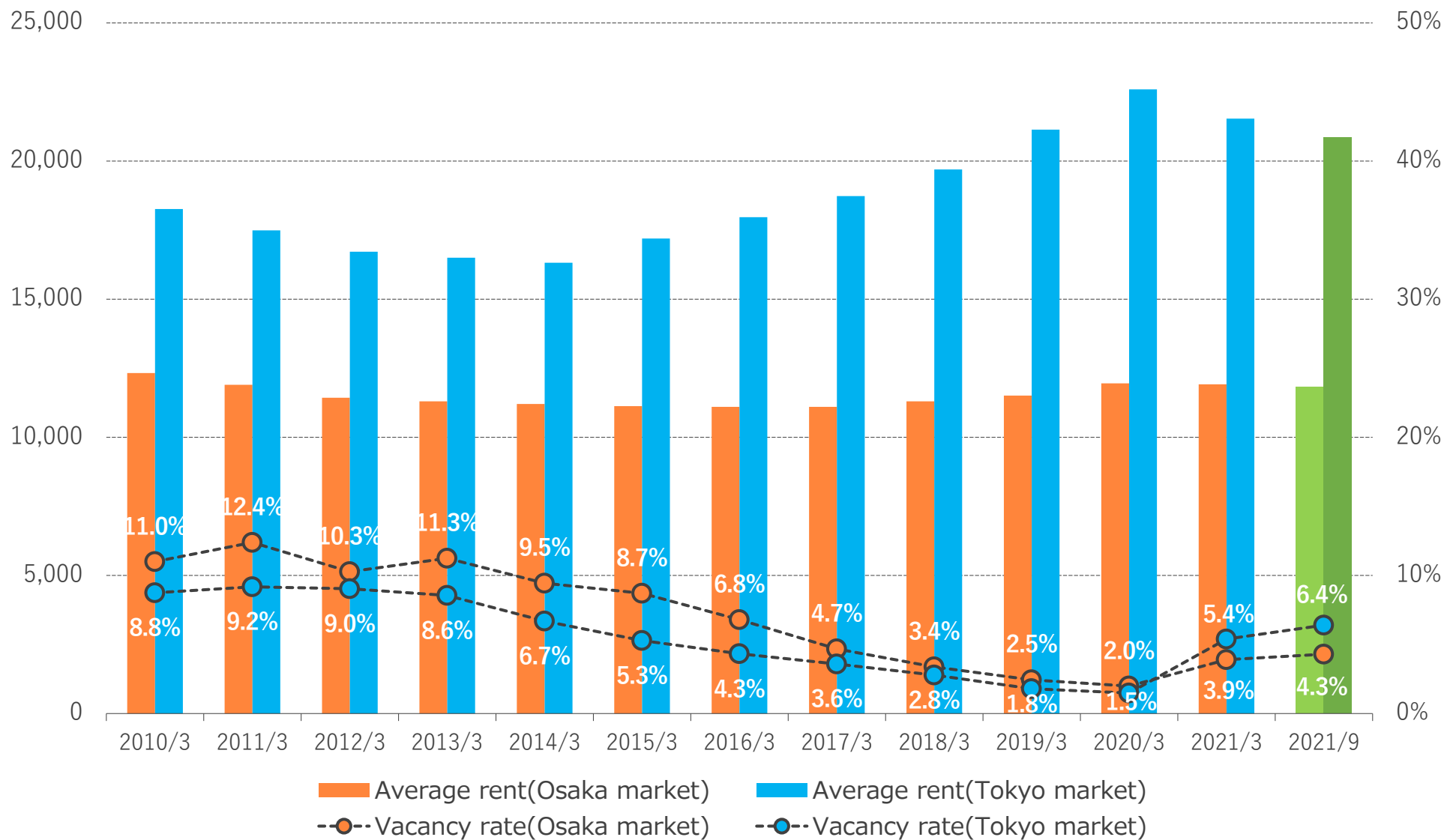
### 275 George Street



Net leasable area: 7,298 $\text{m}^2$   
Size: 15 floors above ground,  
3 floors below ground  
Completion: Dec. 2020

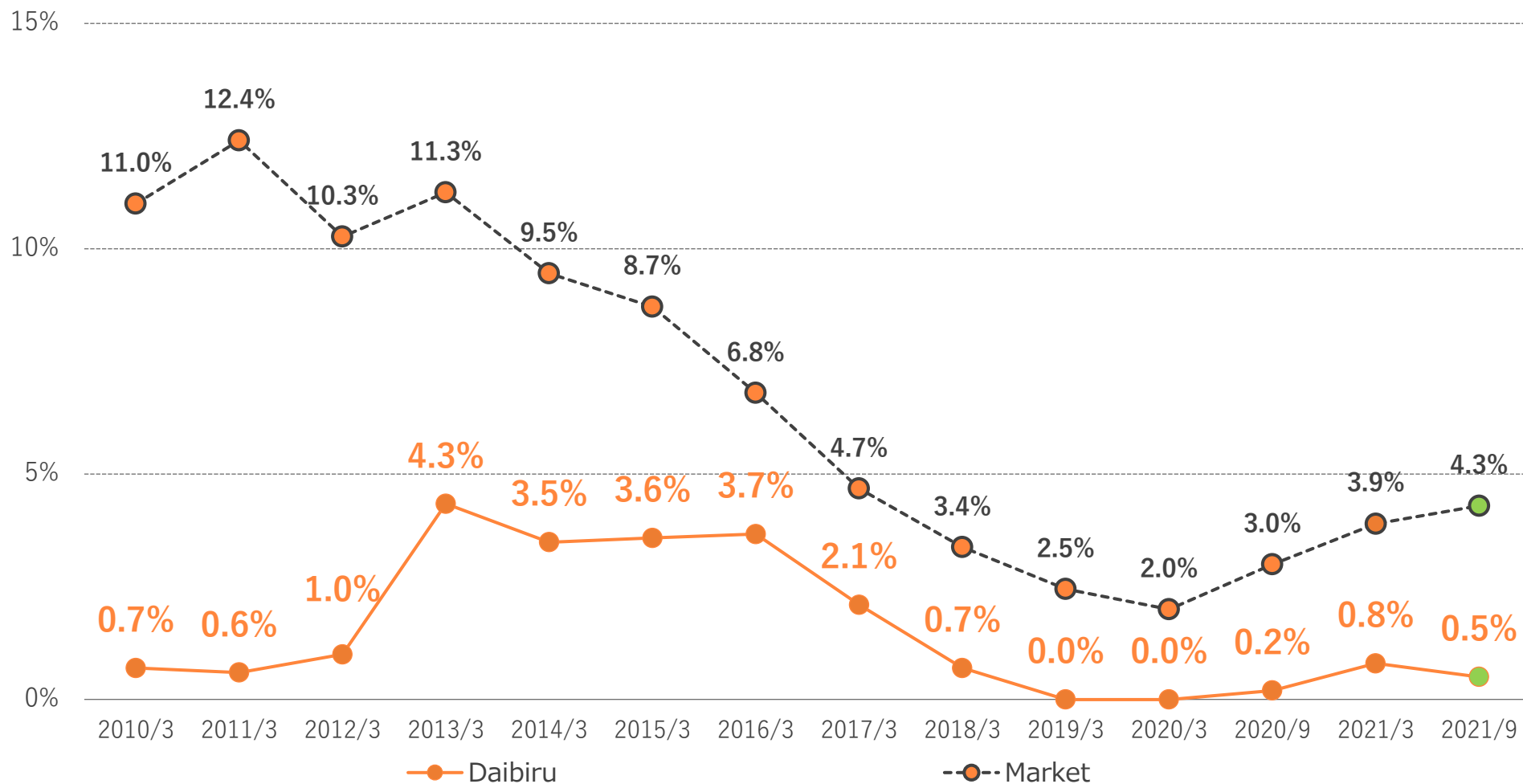
# References -Vacancy Rates · Average Rents (Market)-

(yen/tsubo)





# References -Vacancy Rates For The Company (Osaka area)-

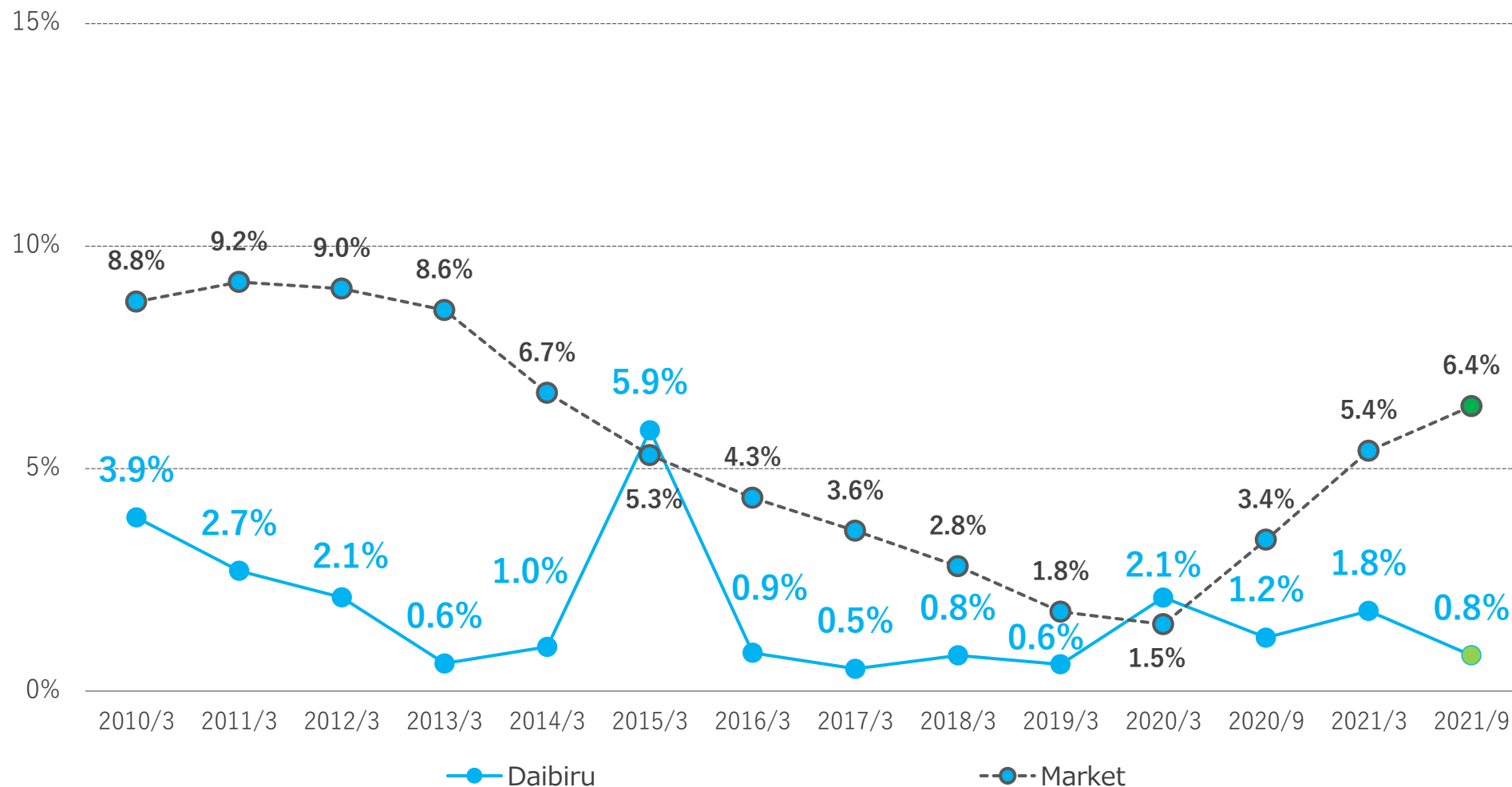


	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2021/9
Vacancy rates for the whole Company	2.1%	1.6%	1.5%	2.8%	2.4%	4.4%	2.6%	1.5%	0.7%	0.2%	0.8%	1.2%	0.6%

(Note) From 2019/3, Daibiru vacancy rates are calculated excluding two buildings (Midosuji Daibiru Bldg. in Osaka and Yaesu Daibiru Bldg. in Tokyo) which are planned to be reconstructed.

Source: Miki Shoji Co., Ltd. OFFICE MARKET DATA

# References -Vacancy Rates For The Company (Tokyo area)-



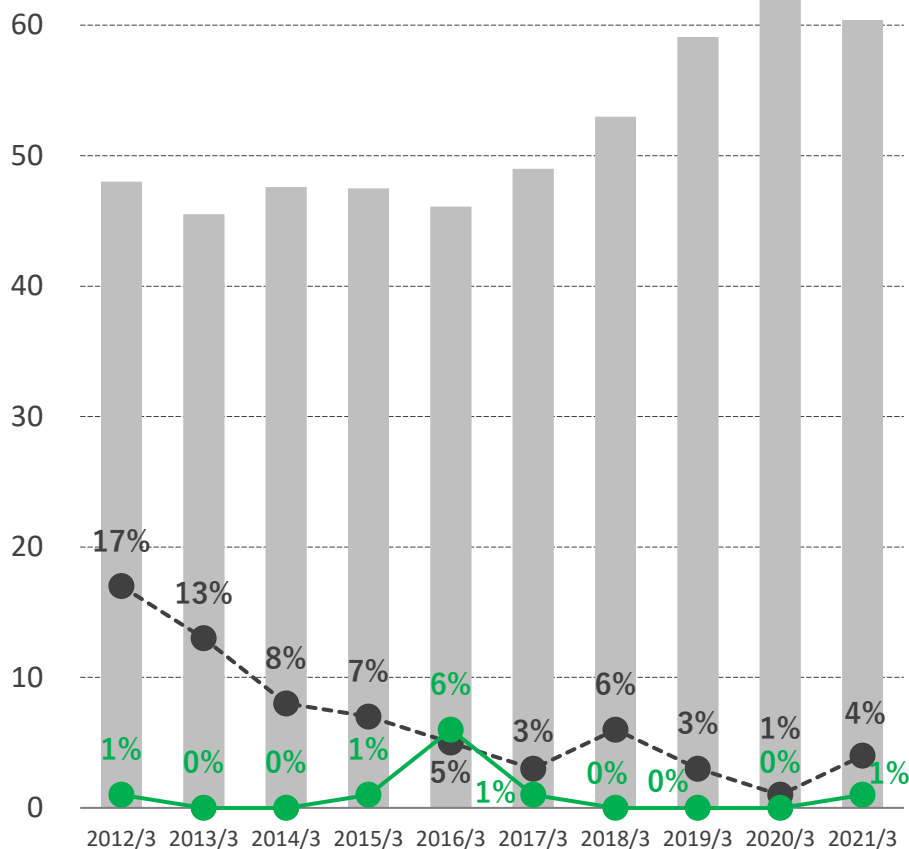
	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2021/9
Vacancy rates for the whole Company	2.1%	1.6%	1.5%	2.8%	2.4%	4.4%	2.6%	1.5%	0.7%	0.2%	0.8%	1.2%	0.6%

(Note) From 2019/3, Daibiru vacancy rates are calculated excluding two buildings (Midosuji Daibiru Bldg. in Osaka and Yaesu Daibiru Bldg. in Tokyo) which are planned to be reconstructed.

Source: Miki Shoji Co., Ltd. OFFICE MARKET DATA

## Ho Chi Minh

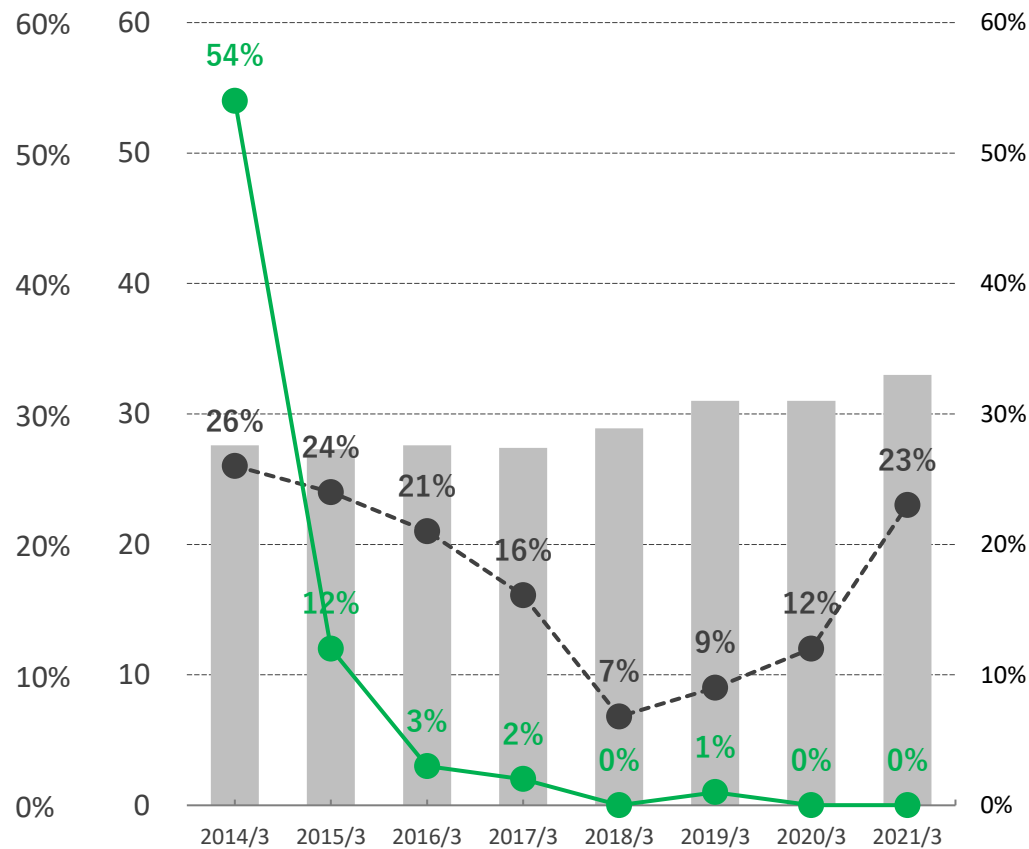
(US\$/m<sup>2</sup>/month)



Average rent (Grade A)  
 Vacancy rate (Grade A)  
 Vacancy rate (Saigon Tower)

## Hanoi

(US\$/m<sup>2</sup>/month)



Average rent (Grade A)  
 Vacancy rate (Grade A)  
 Vacancy rate (Corner Stone Building)

## **Contact Information**

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**Corporate Planning Department**

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**<https://www.daibiru.co.jp/english/>**

### **<Note>**

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We do not guarantee their accuracy. Please bear in mind that future business performance may differ from the information in this document due to a variety of factors including market conditions.