

(REIT) Summary of Financial Results for Fiscal Period Ended January 2019

March 15, 2019

REIT Securities Issuer: Samty Residential Investment Corporation
("Samty Residential")

Listing: Tokyo Stock Exchange

Securities Code: 3459

URL: <https://www.samty-residential.com/en/>

Representative: Masafumi Takahashi, Executive Director

Asset Management Company: Samty Asset Management Co., Ltd.

Inquiries: Hidekazu Nizawa

Representative: Yosuke Masuda, President

Director and General Manager of
Business Management Department
Phone: +81-3-5220-3841

Scheduled date of submission of securities report: April 26, 2019

Scheduled date of commencement of distribution payout: April 22, 2019

Preparation of supplementary financial results briefing materials: Yes

Holding of financial results briefing session: Yes (for institutional investors and analysts)

(Amounts are rounded down to the nearest million yen)

1. Status of Management and Assets for Fiscal Period Ended January 2019 (from August 1, 2018 to January 31, 2019)

(1) Management Status

(% figures are the rate of period-on-period increase (decrease))

	Operating revenue		Operating income		Ordinary income		Net income	
	mn yen	%	mn yen	%	mn yen	%	mn yen	%
Fiscal period ended Jan. 2019	3,216	11.4	1,606	14.4	1,321	30.6	1,320	30.7
Fiscal period ended July 2018	2,888	57.4	1,404	77.8	1,011	63.0	1,010	63.0

	Net income per unit	Ratio of net income to equity	Ratio of ordinary income to total assets	Ratio of ordinary income to operating revenue
	yen	%	%	%
Fiscal period ended Jan. 2019	2,654	3.0	1.4	41.1
Fiscal period ended July 2018	2,213	3.0	1.4	35.0

(2) Distribution Status

	Distribution per unit (including distribution in excess of earnings)	Distribution per unit (excluding distribution in excess of earnings)	Distribution in excess of earnings per unit	Total distribution (including distribution in excess of earnings)	Total distribution (excluding distribution in excess of earnings)	Total distribution in excess of earnings	Payout ratio	Ratio of distribution to net assets
	yen	yen	yen	mn yen	mn yen	mn yen	%	%
Fiscal period ended Jan. 2019	3,076	2,620	456	1,550	1,320	229	100.0	2.9
Fiscal period ended July 2018	2,681	2,213	468	1,224	1,010	213	100.0	2.4

(Note 1) The entire amount of Total distribution in excess of earnings is refund of capital contribution to unitholders applicable to distribution reducing unitholders' capital for tax purpose.

(Note 2) The ratios of decrease in surplus, etc. from implementing distribution in excess of earnings (refund of capital contribution to unitholders applicable to distribution reducing unitholders' capital for tax purpose) in the fiscal period ended January 2019 and the fiscal period ended July 2018 are 0.006 and 0.005, respectively.

(Note 3) Payout ratio is calculated by the following formula.

Total distribution (excluding distribution in excess of earnings) ÷ Net income × 100

(3) Financial Position

	Total assets	Net assets	Equity ratio	Net assets per unit
	mn yen	mn yen	%	yen
Fiscal period ended Jan. 2019	95,797	45,696	47.7	90,650
Fiscal period ended July 2018	87,122	41,483	47.6	90,853

(4) Status of Cash Flows

	Net cash provided by (used in) operating activities	Net cash provided by (used in) investing activities	Net cash provided by (used in) financing activities	Cash and cash equivalents at end of period
	mn yen	mn yen	mn yen	mn yen
Fiscal period ended Jan. 2019	3,616	(8,637)	7,173	4,663
Fiscal period ended July 2018	1,660	(31,302)	30,498	2,511

2. Forecasts of Management Status for Fiscal Periods Ending July 2019 (from February 1, 2019 to July 31, 2019) and January 2020 (from August 1, 2019 to January 31, 2020)

(% figures are the rate of period-on-period increase (decrease))

	Operating revenue		Operating income		Ordinary income		Net income		Distribution per unit (including distribution in excess of earnings)	Distribution per unit (excluding distribution in excess of earnings)	Distribution in excess of earnings per unit
	mn yen	%	mn yen	%	mn yen	%	mn yen	%	yen	yen	yen
Fiscal period ending July 2019	3,649	13.5	1,848	15.1	1,631	23.5	1,630	23.4	3,722	3,234	488
Fiscal period ending Jan. 2020	3,153	(13.6)	1,440	(22.1)	1,110	(31.9)	1,109	(32.0)	2,672	2,200	472

(Reference) Forecast net income per unit for fiscal period ending July 2019: 3,234 yen.

Forecast net income per unit for fiscal period ending January 2020: 2,200 yen.

* Other

(1) Changes in Accounting Policies, Changes in Accounting Estimates and Retrospective Restatement

- ① Changes in accounting policies accompanying amendments to accounting standards, etc.: No
- ② Changes in accounting policies other than ①: No
- ③ Changes in accounting estimates: No
- ④ Retrospective restatement: No

(2) Total Number of Investment Units Issued and Outstanding

① Total number of investment units issued and outstanding (including own investment units) at end of period

Fiscal period ended January 2019	504,100 units
Fiscal period ended July 2018	456,600 units

② Number of own investment units at end of period

Fiscal period ended January 2019	0 units
Fiscal period ended July 2018	0 units

* Presentation of the status of implementation of audit procedures

At the time of disclosure of this summary of financial results, audit procedures for financial statements pursuant to the Financial Instruments and Exchange Act have not been completed.

* Explanation of the appropriate use of the forecast of management status, and other matters of special note

The management status outlook and other forward-looking statements contained in this document are based on information currently available to and certain assumptions deemed reasonable by Samty Residential, and actual management status, etc. may differ materially due to various factors. In addition, the forecast is not a guarantee of the amount of distributions.

Assumptions Underlying Forecasts of Management Status for Fiscal Period Ending July 2019 and for Fiscal Period Ending January 2020

Item	Assumption
Fiscal period	<ul style="list-style-type: none"> Fiscal period ending July 2019 (from February 1, 2019 to July 31, 2019) (181 days) Fiscal period ending January 2020 (from August 1, 2019 to January 31, 2020) (184 days)
Managed assets	<ul style="list-style-type: none"> For the fiscal period ending July 2019, it is assumed that Samty Residential will continue to own the real estate or the trust beneficiary interests in real estate for a total of 97 properties, including the 93 properties it owns as of today and the 4 properties to be acquired announced in "Notice Concerning Acquisition and Lease of Domestic Real Estate (Trust Beneficiary Interests in Real Estate and Real Estate (in Kind)) and Disposition and Cancellation of Lease of Trust Beneficiary Interests in Domestic Real Estate (Asset Replacement)" (the "Notice") dated January 25, 2019, through the end of the fiscal period ending July 2019, and that no other property will be newly acquired. For the fiscal period ending January 2020, it is assumed that Samty Residential will continue to own a total of 96 properties, after disposition of 1 property to be disposed announced in the Notice, through the end of the fiscal period ending January 2020, and that no other property will be newly acquired. In practice, changes may arise due to acquisitions of new properties other than the property to be acquired or dispositions of owned properties, etc.
Operating revenue	<ul style="list-style-type: none"> Real estate rent revenue from the assets to be acquired is calculated by taking into account the information provided from the current owners, etc. of the respective properties, concluded lease agreements, market trends and other factors. Real estate rent revenue from the already acquired assets is calculated on the basis of historical data (or the past results disclosed by the previous owners, etc. for the periods for which Samty Residential does not have past results) and by taking into account the status of leasing. Gain on sale of the property to be disposed on July 31, 2019 announced in the Notice is assumed to be 429 million yen. However, the gain on sale of real estate properties is the assumption as of the date of this document and may change in the future. Operating revenue is based on the assumption that there will be no accrual of gain or loss on sale of real estate properties other than the above one property.
Operating expenses	<ul style="list-style-type: none"> Expenses related to the rent business, which are the principal operating expenses, are calculated on the basis of past results of Samty Residential (or the past results disclosed by the previous owners, etc. for the periods for which Samty Residential does not have past results), taking into account the fluctuation factors of expenses. Real estate rent income (excluding gain on sales of real estate properties) after deducting expenses related to the rent business (including depreciation) is assumed to be 1,838 million yen for the period ending July 2019 and 1,871 million yen for the period ending January 2020. The property taxes and city planning taxes, etc. to be recorded as expenses are assumed to be 191 million yen for the period ending July 2019 and 183 million yen for the period ending January 2020. In general practice, the property taxes and city planning taxes, etc. levied on transactions of real estate properties are settled at the time of acquisition by prorating for the period with the current owner. However, as Samty Residential includes the amount equivalent to such settlement in the acquisition costs for the property, the amount is not recorded as expenses. Accordingly, property taxes and city planning taxes, etc. for the 5 properties (to be) acquired in the fiscal period ending July 2019 will be recorded as expenses from the fiscal period ending July 2020, and 11 million yen is assumed to be recorded as expenses. Depreciation is calculated using the straight line method and is assumed to be 703 million yen for the period ending July 2019 and 680 million yen for the period ending January 2020. Repair expenses for buildings are assumed to be 115 million yen for the period ending July 2019 and 88 million yen for the period ending January 2020, based on the medium- to long-term repair plans prepared by the asset management company. However, the amounts could differ significantly from the assumed figures, as increased or additional repair expenses may arise due to unpredictable factors.
Non-operating revenue	<ul style="list-style-type: none"> With application of the provision for adjustment of the amount of the tax deductions for taxable purchase in case of significant changes in the proportion of taxable revenues (Article 33 of the Consumption Tax Act), non-operating revenue of 130 million yen is assumed to arise in the fiscal period ending July 2019. (Note) The Consumption Tax Act stipulates that adjustment of the amount of the tax deductions for taxable purchase should be made in the third fiscal period of the taxable period (including the date when three years have elapsed since the first day of the taxable period for purchase), in case of significant increase/decrease in the proportion of taxable revenues. Since the cumulative total of the proportion of taxable revenues from the fiscal period ended January 2017 is expected to increase significantly in the fiscal period ending July 2019, the amount of consumption tax for the properties acquired in the fiscal period ended January 2017 is expected to be adjusted.
Non-operating expenses	<ul style="list-style-type: none"> As for amortized expenses for issuance of investment units, 11 million yen in the fiscal period ending July 2019 and 7 million yen in the fiscal period ending January 2020 are assumed. As for amortized expenses for issuance of investment corporation bonds, 5 million yen in the fiscal period ending July 2019 and 6 million yen in the fiscal period ending January 2020 are assumed. Interest expenses and other borrowing related expenses are assumed to be 329 million yen for the period ending July 2019 and 317 million yen for the period ending January 2020.

Samty Residential Investment Corporation (3459) Summary of Financial Results for Fiscal Period Ended January 2019

Item	Assumption
Interest-bearing liabilities	<ul style="list-style-type: none"> • The calculation is made assuming that the entire amount of interest-bearing liabilities maturing during the fiscal period ending July 2019 (after the date of this document) and the fiscal period ending January 2020 will be refinanced. In addition, 4,350 million yen is assumed to be borrowed upon the acquisition of 4 properties announced in “Notice Concerning Borrowing of Funds” dated February 28, 2019. Of the borrowings, 3,100 million yen is scheduled to be repaid at the end of July 2019, and the total interest-bearing liabilities is assumed to be 50,150 million yen at the end of the fiscal period ending July 2019 and 50,150 million yen at the end of the fiscal period ending January 2020.
Investment units	<ul style="list-style-type: none"> • The total number of investment units issued and outstanding is assumed to be 504,100 units, which is the figure as of today. • In addition to the above, it is assumed that there will be no change in the number of investment units due to issuance of new investment units, etc. through the end of the fiscal period ending July 2019 and through the end of the fiscal period ending January 2020.
Distribution per unit (excluding distribution in excess of earnings)	<ul style="list-style-type: none"> • Distribution per unit (excluding distribution in excess of earnings) is calculated on the assumption that the amount of earnings is distributed pursuant to the cash distribution method stipulated in Samty Residential’s Articles of Incorporation. • There is the possibility that the distribution per unit (excluding distribution in excess of earnings) may vary due to various factors, including changes of managed assets, variation in real estate rental revenue in accordance with changes of tenants, and occurrence of unpredicted repairs.

Item	Assumption
Distribution in excess of earnings per unit	<ul style="list-style-type: none"> • Distribution in excess of earnings per unit is calculated pursuant to the cash distribution method stipulated in Samty Residential's Articles of Incorporation as well as the asset management company's internal regulations. • As of today, Samty Residential believes that no significant deterioration is likely to take place for the current external economic environment, the real estate market conditions and Samty Residential's financial conditions. • Samty Residential anticipates that there will be ample opportunities, etc. to acquire new properties as investments that should contribute to increasing portfolio earnings power in the fiscal periods ending July 2019 and January 2020, although part of the real estate transaction market appears to be overheated. Accordingly, it is highly necessary to reserve certain amounts of funds to make it possible to respond to such opportunities flexibly. On the other hand, in consideration of such factors as Samty Residential's financial conditions and the prospect of its ability to refinance interest-bearing liabilities, Samty Residential considers itself not to be in a position in the said fiscal periods to allocate funds preferentially for reinforcing its financial base through such measures as reducing interest-bearing liabilities. While depreciation for a total of 97 properties including acquired assets (93 properties) and the Property to be Acquired (4 properties) is anticipated to be 703 million yen in the fiscal period ending July 2019 and 680 million yen in the fiscal period ending January 2020, the six-month average of the sum total of the estimated urgent repair expenses, estimated short-term repair expenses and estimated long-term repair expenses for the said 97 properties described in the building condition survey reports will be only 98 million yen (estimated amounts of 98 million yen for the fiscal period ending July 2019, and of 91 million yen for the fiscal period ending January 2020). Accordingly, Samty Residential expects to have residual free cash flow even after making certain reserves from the cash and deposits on hand equivalent to the depreciation amount at the end of each of the said fiscal periods as reserves for capital expenditures (CAPEX) to maintain the building functions, etc., as funds equivalent to the estimated amount of working capital, etc. and as reserves in preparation for investments that should contribute to increasing portfolio earnings power as stated above. • Considering the above, Samty Residential believes as of today that it is appropriate to implement distribution in excess of earnings for the fiscal periods ending July 2019 and January 2020 and anticipates 246 million yen and 238 million yen as total distribution in excess of earnings for each fiscal period (Note). In this case, the payout ratio for each period is anticipated to be 80.4% and 75.3%, and total distribution in excess of earnings is anticipated to be equivalent to 35.0% and 35.0% for each period of depreciation expected to accrue in each of the said fiscal periods. <p>(Note) Distribution in excess of earnings shall be implemented only when the total continuous appraisal value of the real estate properties owned by Samty Residential at the end of each fiscal periods (refers to the appraisal value indicated in the real estate appraisal reports (or the investigated value indicated in the valuation reports (appraised value at end of period)) obtained for the real estate properties owned by Samty Residential with the fiscal period end as the date of value; the same follows hereafter) is greater than the total adjusted book value of the owned real estate properties (refers to the book value of the respective owned real estate properties at the end of the fiscal period of Samty Residential, after deducting the amount equivalent to the incidental expenses upon acquisition of the owned real estate properties; the same follows hereafter) plus total reserves for the planned construction work amount (capital expenditures) of the repair and renewal expenses scheduled for the next fiscal period as well as other planned reserves (Please refer to B. Implementation Method in < (Reference) Samty Residential's Basic Policy and Implementation Method for Distributions in Excess of Earnings > below.). If these requirements are not satisfied, therefore, Samty Residential will not implement distribution in excess of earnings for the 8th fiscal period ending July 2019 and 9th fiscal period ending January 2020 despite the above forecast. Moreover, if any significant deterioration or other changes newly occur in the external economic environment, the real estate market conditions or Samty Residential's financial conditions, etc. or if any major changes, etc. in Samty Residential's financial conditions (including, but not limited to, LTV level and conflicts with financial covenants established for Samty Residential's borrowings) occur as a result of new borrowing of funds or issuance of investment corporation bonds in accompanying acquisition of new assets (including to-be-acquired assets), the policy as of today to implement distribution in excess of earnings for the 8th fiscal period ending July 2019 and 9th FP ending January 2020 as part of the cash management may be changed and, despite the above forecast, distribution in excess of earnings may not be implemented for the 8th fiscal period ending July 2019 and 9th fiscal period ending January 2020.</p> <p>In addition, Samty Residential, in pursuant to the cash management policy, has a policy to determine every fiscal period whether to implement distribution in excess of earnings with target payout ratio (the ratio of total cash distribution, including distribution in excess of earnings, to net income and depreciation combined) of around 70% and up to the amount equivalent to 35% of depreciation in the fiscal period. Samty Residential believes as of today that it is appropriate to implement distribution in excess of earnings for the 8th fiscal period ending July 2019 and 9th fiscal period ending January 2020 with payout ratio of 80.4% and 75.3%, respectively, and amount equivalent to 35.0% and 35.0% of depreciation for each. However, such an amount or percentage may be reviewed if there newly arises a major change in the revenue and expense structure of the portfolio due to significant additions of new assets, etc. or important changes take place in the financial environment and the real estate investment trust market conditions, etc. As a result, the amount of distribution in excess of earnings for the 8th fiscal period ending July 2019 and 9th fiscal period ending January 2020 as anticipated above may be changed.</p>
Other	<ul style="list-style-type: none"> • It is assumed that there will be no revision to laws and regulations, tax system, accounting standards, regulations applying to publicly listed companies and rules of The Investment Trusts Association, Japan, etc. that will impact the aforementioned forecast figures. • It is also assumed that there will be no unexpected material changes in general economic trends and real estate market conditions, etc.