

FY2019 Financial Earnings Summary



FIRST BROTHERS

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First Brothers Co., Ltd. (3454)

January 10, 2020

Management Message

To our shareholders and investors

We at First Brothers would like to take this opportunity to thank you for your continued support.

Since our founding, First Brothers has been dedicated to the principle of putting the client first and has focused on offering the value customers desire. We apply this dedication to our investment and real estate business activities. While we have altered aspects of our business in response to changes in our environment, there is no change in this fundamental stance. First Brothers will continue to increase profits in our existing business while pioneering new domains and fostering businesses that will become pillars for future growth.

FY2019 (“the previous fiscal year” below) performance for First Brothers Co., Ltd. delivered gross profit of 5.32 billion yen and profit attributable to owners of parent of 2.18 billion yen, representing final profits of 9.2% above our earnings forecasts of 2.0 billion yen.

Regarding rental real estate, a source of stable profits, for the full-year we conducted approximately 9.5 billion yen in new acquisitions. With the addition of Higashinihon Fudosan Co., Ltd. to the Group, FY2019 (“the previous fiscal year” below) we have expanded our portfolio to include the 12.7 billion yen (25 properties) retained by Higashinihon Fudosan Co., Ltd.

Looking at the current real estate transaction market, transaction prices remain high and economic conditions are subject to dramatic fluctuations. As such, there is no change in our view that now is the time to be cautious of future developments.

We will continue to conduct sales incidental to updating our portfolio while working to improve portfolio quality and focus on new property acquisition activities to increase our rental real estate balance, a cornerstone of long-term, stable profits.

As part of this initiative, we initiated area investments beginning from the previous fiscal year. We are beginning to see benefits in Aomori, the founding place of Higashinihon Fudosan Co., Ltd., which joined our Group last year in April, where we launched specific initiatives aimed at resolving regional issues and realizing latent value. This fiscal year, we will expand these initiatives to other regions. By making a long-term commitment to each region and contributing to regional development, we believe we can expect stable profits and long-term increases to asset value.

Regarding dividends, our business involves large transaction amounts and can result in fluctuations in performance each year. We aim to be a company that shareholders will continue to support over the medium- to long-term. With this in mind, our policy is to engage in stable and sustainable profit dividends. As such, we aim for a dividend payout ratio equivalent to 2.0% of shareholder capital. We are gradually accumulating shareholder capital and, as planned, will implement a per share dividend of 21 yen per share (up by 3 yen YoY) as a year-end dividend for the previous fiscal year. For the current fiscal year, we are planning on an additional increase of 3 yen per share for a year-end dividend of 24 yen. We will continue to evaluate and implement a shareholder return policy that promotes medium- to long-term retention by our shareholders.

We ask for your continued understanding and support.

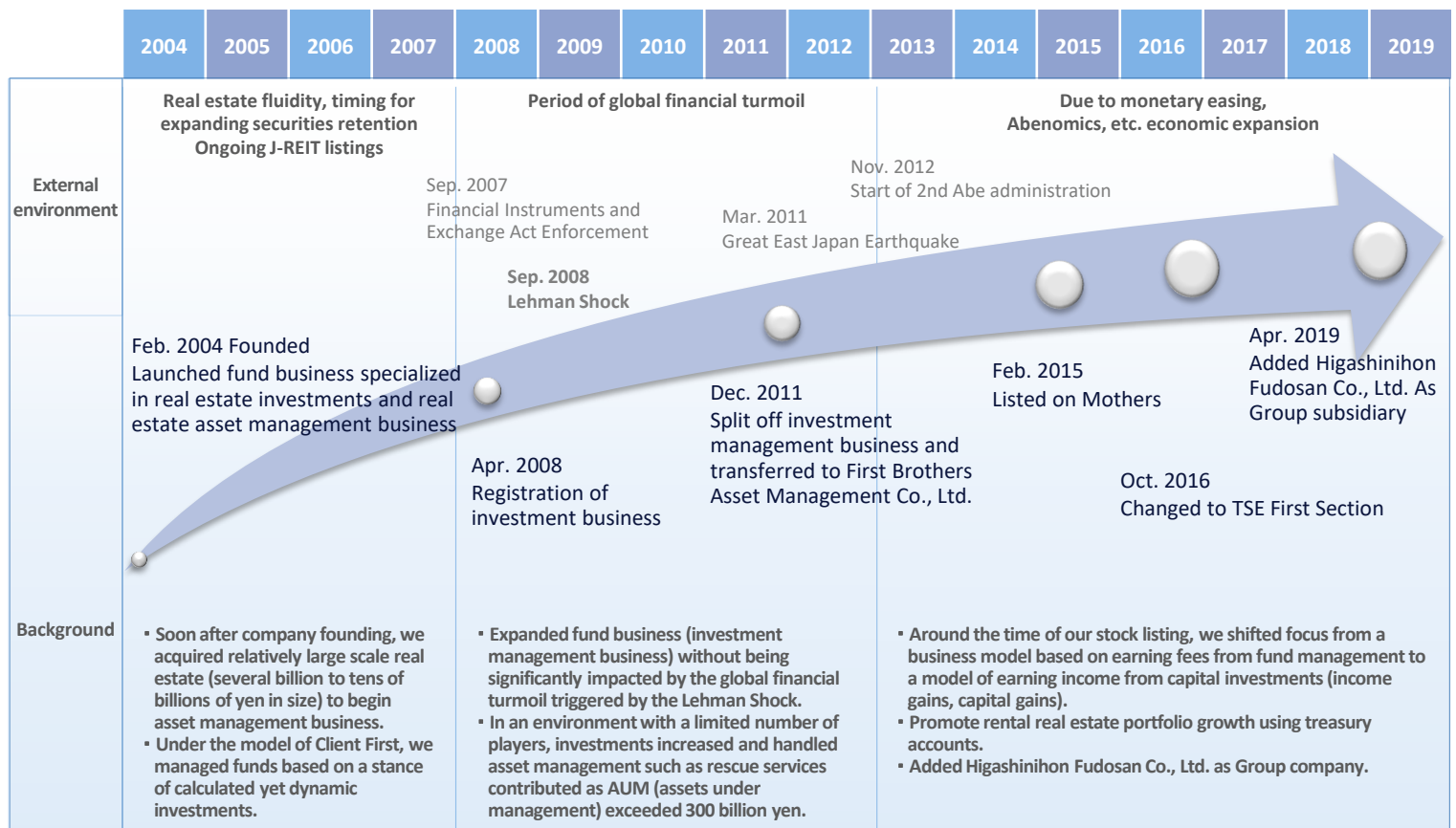
January 10, 2020
Tomoki Yoshihara
First Brothers Co., Ltd.
President

About Us

Company overview

Company name	First Brothers Co., Ltd.
Established	February 4, 2004
Address	Marunouchi Bldg., 25th Fl. 2-4-1 Marunouchi, Chiyoda-ku, Tokyo
Capital	1,589,830,800 yen
Stock code	3454 (Tokyo Stock Exchange First Section)
Number of employees	69 employees (as of November 30, 2019 / Group consolidated)
Major subsidiaries	First Brothers Capital Co., Ltd. First Brothers Asset Management Co., Ltd. First Brothers Development Co., Ltd. Higashinihon Fudosan Co., Ltd.

Group background



Group major businesses

Since our founding in February 2004, our Group has formed a fund that focuses on investments in real estate and we have developed into a business whose core operations involve asset management for institutional investors*¹. Around the time of our stock listing in February 2015, we made significant changes to our business structure. Today, as an investment firm conducting our own asset management*², we use real estate investment as a core business for securing stable income while investing in various peripheral domains.

(1) Real estate investments

We retain a rental real estate portfolio that is projected to return stable income over the medium- to long-term. For individual real estate properties in our portfolio, we carefully select and invest in small- to mid-scale properties from among the vast number of properties available on existing markets and use various methods to increase property values. Additionally, we also engage in new development when we can anticipate sufficient returns. We refresh our rental real estate portfolios as necessary and generate unrealized gains by increasing property values.

If we find opportunities for investments in large scale real estate projects, we will also conduct joint investments with institutional investors.

(2) Private equity investments

In addition to real estate, we also invest in various other projects, including defaulted debt, venture capital, and unlisted company stocks.

(3) Renewable energy

Among the various forms of renewable energy, we are particularly involved in business development in the geothermal energy sector. Although commercialization will take several years, we have focused on this field as an investment in which we can apply our Group knowhow and make visible contributions to society.

(4) Fund business

This is the business of creating a fund and conducting asset management for institutional investors. Funds target relatively large real estate investments (several billion to tens of billions of yen) and aim to secure both income gains and capital gains. Under the model of Client First, the First Brothers Group places our highest priority on providing investment services that put client satisfaction above all else. By conducting investment transactions based on the timing that generates the greatest level of income, Group assets under management fluctuate significantly along with fluctuations on the real estate market.

Furthermore, we apply the knowledge we have built up in the fund business to at times handle asset management of active real estate investments that investors are running independently.

***1 Investment management business ((4) above)**

This business conducts client asset management through private funds that target mainly real estate and real estate trust beneficiary rights. This involves a series of business activities, including investment strategy planning, proposals and property acquisitions, property management during the investment period, and disposition (sale of investment property). The investment management business represents the origin of our growth.

***2 Investment banking business ((1), (2), (3) above)**

This business represents the investment activities conducted by our Group, and focuses on investments in rental real estate that is projected to return stable income. This business also includes private equity investments that utilize the platform and strengths of our existing businesses, investments in renewable energy and other social infrastructure, and joint investments (same boat investments) in private funds formed by our Group. These investment activities form the pillar of our Group's growth.

Topics for FY2019 (1)

Rental real estate portfolio / Overview

Our Group policy is to enhance our portfolio by acquiring a rental real estate that is projected to return stable income over the medium- to long-term.

During FY2019, we continued to acquire high quality rental real estate. The acquisition and addition of Higashinihon Fudosan Co., Ltd., which owns and operates numerous high quality rental real estate properties in the Tohoku area, as a Group company contributed to the significant growth of our rental real estate portfolio. We sold certain properties as part of the refreshing of our portfolio.

Our balance of rental real estate portfolio and the relative book value, market value, unrealized gains, and NOI yield are as follows.

(1 million yen)	FY2017 (as of end of year)	FY2018 (as of end of year)	FY2019 (as of end of year)	1H/FY2019 (as of end of 1H)	2H/FY2019 (2H change)
Balance* ¹ (Properties)	28,050 (28 properties)	33,012 (27 properties)	43,377 (49 properties)	49,130 (54 properties)	-
Increase* ¹	15,527	17,934	22,171	17,929	4,242
Decrease* ¹	12,586	12,971	11,807	1,811	9,996
Book value* ²	28,789	34,014	44,340	50,290	-
Market value* ³	34,099	38,502	49,990	54,648	-
Unrealized gain* ³	5,309	4,487	5,650	4,357	-
NOI yield* ⁴	6.1%	6.4%	6.9%	6.8%	-

*1 Balance, increase, and decrease amounts are based on acquisition price (pre-tax), including balances incidental the consolidation of Higashinihon Fudosan Co., Ltd.

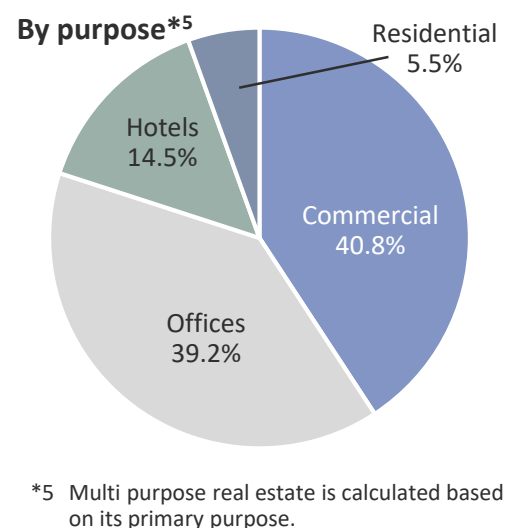
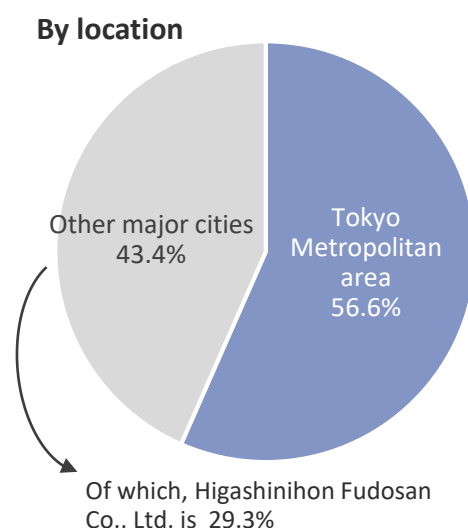
Furthermore, the acquisition price for Higashinihon Fudosan Co., Ltd. is based on the consolidated book value as of the start of consolidation.

*2 Book value is adjusted by adding transaction costs at the time of acquisition to acquisition costs and reflecting capital expenditures and depreciation costs for the investment period.

*3 Market value is the most recent appraised value or assessment value based on the appraised value and unrealized gains are the difference compared to the book value.

*4 Assume APR for stable operation (cash-based net income from rents excluding administrative expenses, etc./ acquisition costs)

A breakdown of our rental real estate portfolio by location and purpose (a breakdown of balances based on acquisition costs) is shown in the following graph. (as of the end of FY2019)



Topics for FY2019 (2)

Effect of adding Higashinihon Fudosan Co., Ltd. as a consolidated subsidiary

On April 26 2019, we acquired stock in Higashinihon Fudosan Co., Ltd.* to make the company a Group subsidiary. With this acquisition the rental real estate held by Higashinihon Fudosan has been added to our Group rental real estate portfolio.

As of the end of FY2019, the breakdown of rental real estate separated by Group holdings and Higashinihon Fudosan Co., Ltd. holdings prior to this acquisition are as indicated in the tables below.

* Group voting rights: 99.6%

(1 million yen)		(1 million yen)	
	FY2019 (as of end of year)	First Brothers (as of end of FY2019)	Higashinihon Fudosan (as of end of FY2019)
Balance (Properties)	43,377 (49 properties)	30,668 (24 properties)	12,709 (25 properties)
Increase	22,171	9,462	12,709
Decrease	11,807	11,807	0
Book value	44,340	31,630	12,709
Market value	49,990	36,847	13,143
Unrealized gain	5,650	5,216	433
NOI yield	6.9%	6.4%	7.9%

Breakdown
→

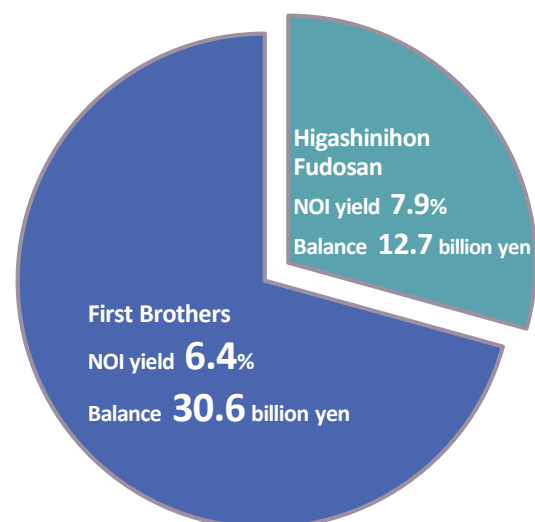
* See the previous page for a definition of "balance", etc.

■ Higashinihon Fudosan Co., Ltd. characteristics

Higashinihon Fudosan is a real estate company that has been deeply rooted in the Tohoku region of Japan for many years. The company owns and manages numerous quality office buildings and commercial facilities in major cities throughout the region. The company has developed a reputation for reliability and performance, and has achieved corporate growth while contributing to the development of the region.

Rent revenues are stable thanks to a favorable demand and supply balance in the rental markets of major cities in the Tohoku region. The company's rental real estate portfolio has maintained a relatively high income return rate (average NOI yield of approx. 8%).

As such, adding the company to our Group will have the effect of increasing our annual NOI by approximately 1 billion yen (before depreciation).



Topics for FY2019 (3)

Rental real estate portfolio / stable income and SGA cover rate

As we enhance* our rental real estate portfolio, we plan to earn more stable gross profit* from rent at those properties, but due to such factors as property sales accompanying a portfolio refresh and vacancy losses accompanying value improvement activities, gross profit from renting and the SGA cover rate may drop temporarily. During FY2019, the addition of high quality rental real estate properties owned and operated by Higashinihon Fudosan Co., Ltd. to our portfolio contributed as we succeeded in increasing gross profit to a level that exceeded SGA.

	FY2017 (12-month total)	FY2018 (12-month total)	FY2019 (12-month total)	1H/FY2019 (6-month total)	2H/FY2019 (6-month total)
Gross profit from renting* ¹ (1 million)	1,241	1,156	1,591* ³	664	927
SGA cover rate* ²	98%	85%	104%	96%	111%

*1 Net income gained from rental real estate (NOI (excludes special factors) - depreciation expenses)

*2 Gross profit from rent / selling, general and administrative expenses (excludes special factors)

*3 About the correlation between NOI yield during stable operation (see P 5) and rental real estate gross profit (FY2019)

• FY2019 NOI during stable operation	2,558 million yen
(38,194 million yen (average retained property balance at beginning / end of FY2019	
x 6.7% (average NOI yield balance at beginning/end of FY2019)	
• Term depreciation expenses	-519 million yen
• Vacancy losses incidental to value improvement activities and rent from properties acquired during the fiscal year	-448 million yen

• Gross profit from rental real estate (FY2019)	1,591 million yen

Sales incidental to rental real estate portfolio / refreshing portfolio

For acquired real estate, we work to increase property value while conducting timely market transactions by refreshing our rental real estate portfolio to earn capital gains. During FY2019, we sold multiple properties to capture unrealized gains from our portfolio.

Sales of rental real estate are as follows.

(1 million yen)	FY2017 (12-month total)	FY2018 (12-month total)	FY2019 (12-month total)	1H/FY2019 (6-month total)	2H/FY2019 (6-month total)
Sell value* ¹	16,450	19,646	16,541	2,800	13,741
Gross profit from sales* ¹	3,397	5,332	3,833	606	3,226

*1 Includes sale of real estate for sale in process (including land for rental real estate development)

■ Fluctuations in volume of sales and gross profit from sales

From the perspective of refreshing our portfolio, we sell certain properties in cases where a property has achieved a significant increase in value or we have a buyer presenting favorable conditions. We consider the status of the increase in when selecting properties to sell but each individual property involves relatively large transaction amounts and transactions are subject to various factors. As such, quarterly and annual sales amounts fluctuate significantly depending on the scale of the sale transaction. Also, gross profit from sales will fluctuate due to differences in the profit margin from sales of each property.

Sales plans during FY2019 were moderate compared to the previous fiscal year but we conducted sales that were largely on par with plans.

Topics for FY2019 (4)

Status of rental real estate portfolio / capital procurement

Since we execute loans when acquiring rental real estate, our loan balances tend to increase relative to our investment activities.

In principle, we execute super long-term loans (10 years or longer) and use interest swaps*¹ to secure fixed rates for a certain percentage of interest.

- *1 Interest swap agreement market price fluctuates with interest market trends. During FY2019, interest market rates trended downward. As such, we incurred interest swap agreement valuation losses (86 million yen). However, these interest payments are stretched out over a long period of time to avoid the risk of rising interest rates, which contributes to cash flow stabilization.

	FY2017 (as of end of year)	FY2018 (as of end of year)	FY2019 (as of end of year)
Loan balances (1 million)	24,377	27,930	37,646
(portion of non-recourse loans)	748	629	613
Leverage* ²	84.7%	82.1%	84.9%
Weighted average residual period	22.4 years	16.2 years	13.9 years
Weighted average interest* ³	0.92%	0.79%	0.84%
Set fixed interest ratio	56.1%	61.6%	55.1%

*2 Loan balance / rental real estate book value

*3 Prior to fixed interest rates

Fund business (investment management business)

During FY2019, the relatively large scale properties primarily targeted by the fund for investment are subject to more intense acquisition competition compared to the small- to medium-sized properties we target for capital investments. As such, we have refrained from new acquisitions in funds in which the Group is managing investments independently.

The increase during FY2019 is attributable to contracted asset management services for investor led real estate investment activities accepted by the Group during the fiscal year.

Note that the Group continues uncovering new projects for us to invest in independently in funds.

(1 million yen)	FY2017 (as of end of year)	FY2018 (as of end of year)	FY2019 (as of end of year)	1H/FY2019 (as of end of 1H)	2H/FY2019 (2H change)
AUM	0	8,733	13,583	13,583	-
Increase* ¹	0	8,733	4,850	4,850	0
Decrease* ¹	32,183	0	0	0	0

*1 Increase and Decrease include conclusion and expiration of asset management agreement.

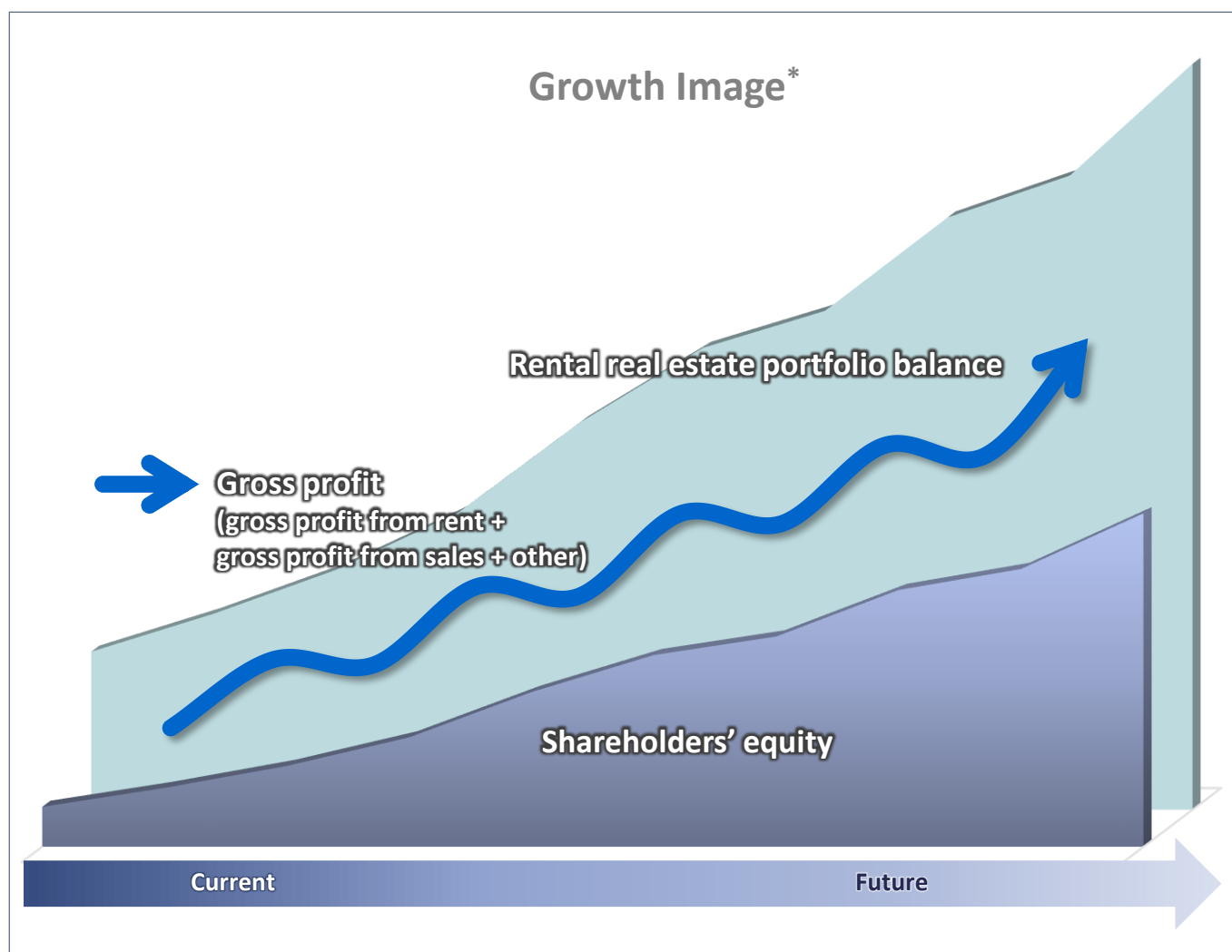
Growth Strategy / Strategy of Expanding Rental Real Estate Portfolio

Around the time of our stock listing in February 2015, our Group shifted focus from a business model based on earning fees from asset management to a model of earning income from capital investments (income gains, capital gains).

We are particularly focusing on investments in rental real estate as part of our capital investment strategy. We plan to continue expanding this portfolio consisting of multiple properties. By expanding our rental real estate portfolio, we (1) improve stable income (income from rents), (2) increase unrealized gains by improving the value of each rental real estate, and (3) further refresh our portfolio (sale of certain properties) to generate unrealized gains and secure appropriate income from sale of real estate.

Our Group is positioning the expansion of our rental real estate portfolio as a core growth strategy. We will continue to acquire and manage real estate with potential for future value improvements. We also will engage in development as necessary to ensure coexistence with the community and achieve sustainable corporate growth.

Our Group policy is to enhance our rental real estate portfolio while also increasing profits and shareholders' equity. At present, as our ratio of profit from the property sales accompanying a portfolio refresh is relatively high, fiscal year profits or losses may fluctuate depending on the results of property sales.



*This is a concept image. Scale and growth rates do not reflect actual Group profit plans.

FY2020 Full-year Earnings Forecast

Our Group is positioning the expansion of our rental real estate portfolio as a core growth strategy. We will continue to acquire and manage real estate with potential for future value improvements. We also will engage in development as necessary to ensure coexistence with the community and achieve sustainable corporate growth.

Regarding our consolidated earnings forecast for FY2020, we project that earnings incidental to the consolidation of Higashinihon Fudosan Co., Ltd. will contribute to profits throughout the year and we expect sales of properties incidental to refreshing our portfolio will increase year on year. As a result, we forecast increased sales and profits.

Our Group manages earnings on a full-year basis and thus our earnings forecasts are for the full-year only.

(1 million yen)	FY2018 Full-year results	FY2019 Full-year results	FY2020 Full-year forecast	YoY
Net sales	21,864	19,838	22,820	+15.0%
Gross profit	6,488	5,326	6,450	+21.1%
Investment management business	43	94	51	-45.0%
Investment banking business	6,444	5,231	6,398	+22.3%
Operating income	5,130	3,462	4,580	+32.3%
Ordinary income	4,700	2,810	3,930	+39.8%
Profit attributable to owners of parent	2,885	2,183	2,500	+14.5%

About Group performance

Our Group policy is to enhance our rental real estate portfolio while also increasing profits and shareholders' equity. At present, as our ratio of profit from the sale of real estate is relatively high, our business has the following characteristics.

(1) Short-term performance fluctuations

While the majority of our selling, general and administrative expenses are fixed expenses (personnel expenses, rent, etc.), we tend to record massive sales and income amounts when we sell real estate. As such, quarterly and annual performance may fluctuate wildly depending on sales.

In addition, as the profit margin from the sale of individual real estate investments may vary, profit margins in individual categories are also relatively susceptible to fluctuations compared to the Group's consolidated sale performance.

Furthermore, while real estate transactions are influenced by a variety of circumstances, there are no specific seasonal tendencies (ex.: sales concentrated in first half, etc.).

(2) We focus on gross profit over net sales

Net sales are included in the actual sales price for real estate so we focus on gross profit when looking at Group Performance. This means that our Group prefers investments with a small transaction volume and high rate of return over large volumes of low return investments.

Shareholder Returns

Dividend basic policy

- Dividends are issued once per year (term end)
- Issued continuously and stably regardless of short-term fluctuation in earnings
- To be increased over the medium- to long-term in line with company growth
- Goal dividend ratio on equity (DOE) of 2.0%

[Formula for calculating per share dividend amount]

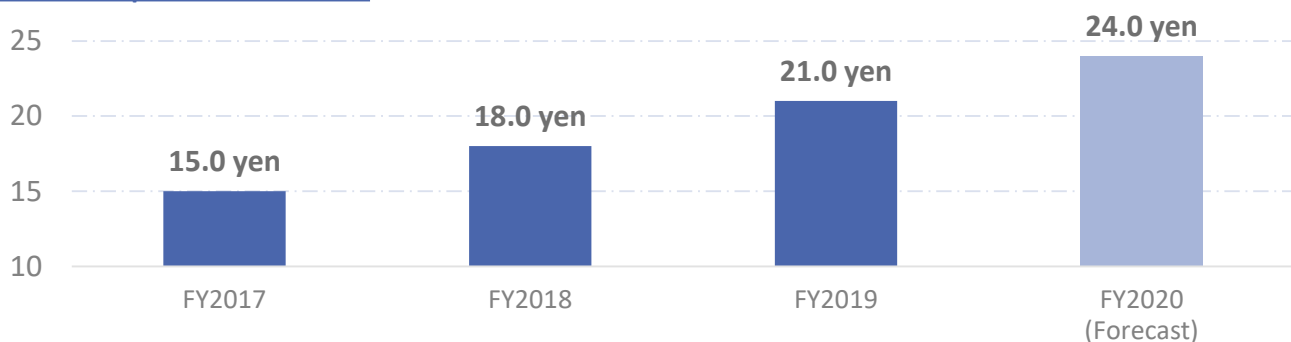
Consolidated shareholders' equity (average for term beginning and term end) x 2.0% / average number of shares for fiscal year

It is typical for dividend payout ratio to be used as the standard for calculating dividends. However, instead of a dividend payout ratio that would fluctuate with each year's profits, our policy is to use consolidated shareholders' equity, a recording category on our balance sheets, to issue continuous, stable dividends regardless of fluctuations in short-term performance.

If net income results in a profit, then consolidated shareholders' equity will increase gradually each term, which enables us to increase dividends over the medium- to long-term in line with company growth.

We also view share buy-backs as a dynamic method for producing shareholder returns.

Transitions in per share dividends



About shareholder benefit plan

(1) Applicable shareholders

Shall apply to shareholders registered in the shareholder ledger retaining at least one unit of company stock (100 shares) as of November 30 of each year.

(2) Details of shareholder benefits

Applicable shareholders	Benefit details
Retained shares of 100 shares or more (persons not applicable indicated below)	Original 1,000 yen QUO Card
Shareholders retaining stock for one year or longer (Note 1) as well as retained shares of 100 or more shares, less than 200 shares	Original 2,000 yen QUO Card
Shareholders retaining stock for one year or longer (Note 1) as well as retained shares of 200 shares or more	Original 4,000 yen QUO Card

(Note 1) Shall apply to shareholders registered in the company shareholder register for three consecutive times under the same shareholder number each year as of the end of May and the end of November.

(3) Distribution timing

We send the certificates together with the Regular General Meeting of Shareholders Convening Notice issued every year in early February. Acceptance of requests for reissuance to shareholders unable to receive the certificates shall be up to the end of August for the year in question.

FY2019 Earnings Summary

Matters concerning consolidated statements of income (summary)

Sales and profits decreased due to a year-on-year decrease in sales incidental to the refreshing of our portfolio but consolidated earnings for FY2019 were largely on par with our original earnings forecast.

As a breakdown of gross profit, gross profit from sales decreased but we continue to acquire high-quality rental real estate and the high-quality rental real estate properties retained by Higashinihon Fudosan Co., Ltd. in the Tohoku area also contributed, resulting in increased gross profit from rent.

(1 million yen)	FY2017	FY2018	FY2019	YoY	Earnings forecasts	Rate of progress
Net sales	18,766	21,864	19,838	-9.3%	20,020	99.1%
Gross profit	4,720	6,488	5,326	-17.9%	5,380	99.0%
Selling, general and administrative expenses	1,347	1,357	1,863	+37.2%	-	-
Operating income	3,373	5,130	3,462	-32.5%	3,850	89.9%
Ordinary income	3,060	4,700	2,810	-40.2%	3,170	88.6%
Profit attributable to owners of parent	2,048	2,885	2,183	-24.3%	2,000	109.2%

Gross profit breakdown

(1 million yen)	FY2017	FY2018	FY2019	YoY
Investment management business	10	43	94	+113.9%
Investment banking business	4,710	6,444	5,231	-18.8%
Gross profit from real estate sales	3,397	5,332	3,833	-28.1%
Gross profit from rental real estate	1,221	1,052	1,409	+34.0%
Other	90	59	-10 ^{*1}	N/A
Gross profit total	4,720	6,488	5,326	-17.9%

*1 Includes investment losses from the private equity investment business.

Selling, general and administrative expenses breakdown

(1 million yen)	FY2017	FY2018	FY2019	YoY
Personnel expenses	779	835	950	+115
Land and rent	145	153	176	+23
Commission fee/compensation	156	172	477 ^{*2}	+304
Duties and public taxes	155	126	111	-15
Other	110	69 ^{*1}	146	+77
Selling, general and administrative expense total	1,347	1,357	1,863	+505

*1 The reversal of allowance for doubtful account (41 million yen) due to an overdue account receivable was deducted from this item.

*2 Includes expenses related to the acquisition of Higashinihon Fudosan Co., Ltd. Stock (158 million yen)

Consolidated balance sheet (summary)

Although rental real estate is mainly retained to secure stable profits, on the balance sheet we record these properties as real estate for sale to enable us to conduct dynamic sales of real estate when we seek to refresh our portfolio.

During FY2019, the acquisition of Higashinohon Fudosan Co., Ltd. contributed to increasing our portfolio, and as a result real estate for sale and long-term loans payable increased.

Consolidated / Assets (1 million yen)	FY2017 Year-end	FY2018 Year-end	FY2019 Year-end	Change
Total current assets	38,309	47,180	62,336	+15,156
Cash and deposits	6,161	7,672	7,705	+32
Trust deposits	536	505	501	-4
Real estate for sale	28,789	34,014	44,365	+10,350
Real estate for sale in process	1,215	3,265	6,315	+3,049
Other	1,606	1,722	3,449	+1,727
Total non-current assets	843	862	1,532	+669
Total assets	39,153	48,043	63,869	+15,825

Consolidated / Liabilities and net assets (1 million yen)	FY2017 Year-end	FY2018 Year-end	FY2019 Year-end	Change
Total liabilities	27,542	33,760	47,572	+13,811
Total current liabilities	2,660	3,363	5,216	+1,853
Short-term loans payable	860	600	1,763	+1,163
Current portion of long-term loans payable	698	779	1,398	+618
Current portion of long-term non-recourse loans payable	7	15	15	0
Other	1,094	1,968	2,040	+71
Total non-current liabilities	24,882	30,396	42,355	+11,958
Long-term loans payable	22,931	28,521	38,182	+9,661
Long-term non-recourse loans payable	740	613	598	-15
Other	1,210	1,261	3,574* ¹	+2,313
Total net assets	11,610	14,283	16,296	+2,013
Total shareholders' equity	11,576	14,251	16,181	+1,929
Other	33	31	115	+83
Total liabilities and net assets	39,153	48,043	63,869	+15,825
Net D/E ratio* ²	1.54	1.52	2.05	-

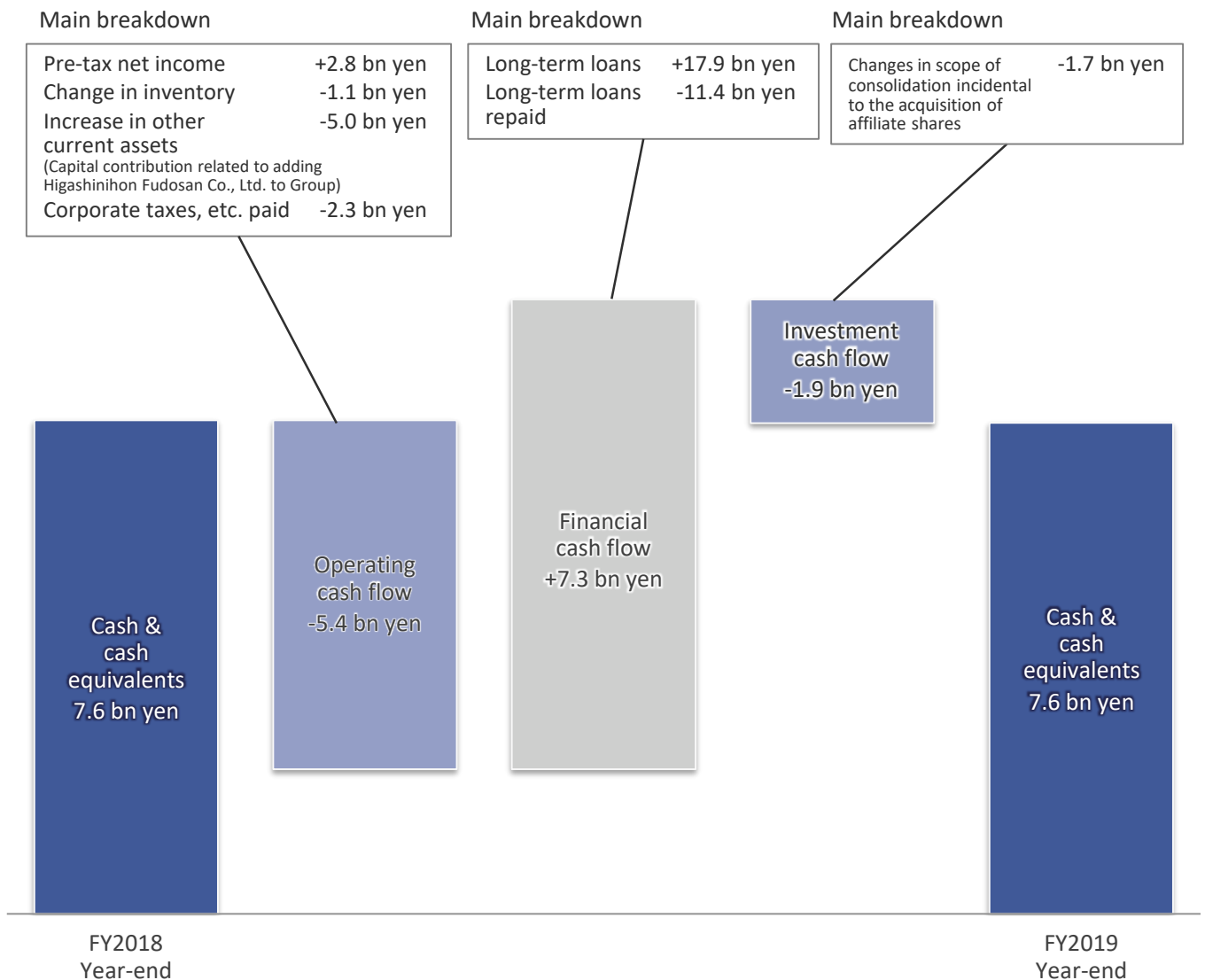
*1 Deferred tax liabilities and deposits incidental to the Group acquisition of Higashinohon Fudosan Co., Ltd.

*2 Net D/E ratio = (interest bearing loans excluding non-recourse loans - (cash and deposits + trust deposits)) / shareholders' equity

Cash flow situation

Because we produce capital via loans, to acquire rental real estate (inventory), our operating cash flow tends to be negative and our cash flow from financing operations to be positive.

During FY2019, cash flow from operating activities decreased by 5.4 billion yen, cash flow from financing activities increased by 7.3 billion yen and cash flow from investment activities decreased by 1.9 billion yen due to the impact of increasing our rental real estate portfolio through new acquisition and the impact of acquiring Higashinihon Fudosan Co., Ltd.



Reference Materials

Group strengths

Our Group boasts a team of numerous elite professionals with advanced expertise, from people who have been active at the forefront of the industry since the early days of asset backed securities in Japan to accountants, real estate appraisers, and attorneys. The depth of our elite personnel and their respective experiences as key individuals in our industry is the core strength of our Group.

Our management

First Brothers Co., Ltd.
President

**Tomoki
Yoshihara**

- Founder of First Brothers Group Has been involved in numerous large scale transactions and continues to be active on the front lines of the industry.
- After spending time at a trust bank where he was involved in scheme development from the early days of asset backed securities, he experienced further success at a foreign investment bank in real estate investments before going on his own in 2004.
- Has vast experience, success and connections in the investment industry.

First Brothers Co., Ltd.
Executive Director

**Kazutaka
Tsuji**

- Joined our Group after time at a trust bank, a foreign investment bank and an asset management company
- Expert in compliance and risk management
- Real estate appraiser

First Brothers Co., Ltd.
Executive Director

**Kohtaro
Tamura**

- Partner attorney at Ushijima & Partners, Attorneys at Law
- MLIT Real Estate Investment Market Policy Workgroup Chairman
- Pioneer of legal affairs related to real estate securitization

First Brothers Co., Ltd.
Corporate Strategic Business
Development Department, Director

**Akihito
Sato**

- Joined our Group after time at real estate appraisal office and an asset management company
- Vast experience and knowledge related to real estate investment and portfolio management
- Real estate appraiser

First Brothers Co., Ltd.
Executive Director

**Yoshinobu
Hotta**

- Joined our Group after time at a trust bank, auditing firm, and a consulting company
- Expert in investment structures
- Certified Public Accountant, real estate appraiser

First Brothers Co., Ltd.
Executive Director (External)

**Tatsuo
Watanabe**

- Formerly with the Ministry of Finance, Director of FSA Securities and Exchanges Audit Committee Office, Deposit Insurance Organization board member, Vice Chairman of Japan Securities Association, Chairman of Financial Information System Center. Has long history in the field of financial administration

First Brothers Co., Ltd.
Corporate Advisor

**Tadashi
Iwashita**

- Formerly with the Ministry of Finance. Previous posts at the ministry include Deputy Vice Minister of Finance. Also served during this time as a Japanese envoy in the USA and Secretary to the Prime Minister
- Former director of the board at the Japan Bank for International Cooperation, former chairman of Lone Star Japan, former advisor at the Daiwa Securities Group's head office
- Representative Director and Chairman of Lawson Bank Inc.

**First Brothers Capital Co., Ltd.
President**
**Taichi
Kano**

- Assumed current position after time as a trust bank executive and as a director of J-REIT Assets Management
- Has vast experience and connections in the financial industry
- Oversees capital investments for our Group

**First Brothers Asset
Management Co., Ltd.
Senior Executive Managing Director**
**Daisuke
Taniguchi**

- Assumed current position after time at a major general contractor and a foreign investment fund
- Involved in investment projects totaling over 1 trillion yen
- Oversees asset management for our Group

**First Brothers Capital Co., Ltd.
Executive Officer**
**Tomo
Aoki**

- Joined our Group after time at a real estate company and an asset management company
- Vast experience as a private fund asset manager
- Vast experience in sourcing and disposition within our Group

**First Brothers Capital Co., Ltd.
Executive Officer**
**Taichi
Ishikawa**

- Joined our Group after time at a general real estate corporation, a foreign investment fund and an investment bank
- Expert in finance administration and real estate fund business
- Diverse experience in property acquisition and asset management

**First Brothers Capital Co., Ltd.
Executive Officer**
**Kazunori
Sawada**

- Joined our Group after time at the head of asset management administration at a domestic bank
- Diverse experience in traditional and alternative investments
- Has vast connections with numerous domestic and international financial institutions and investors

**First Brothers Capital Co., Ltd.
Executive Officer**
**Yoshinori
Tajima**

- Joined our Group after time at a hotel management company, a foreign investment bank and an asset management company
- Vast knowledge and experience in underwriting and the hospitality business

**First Brothers Development
Co., Ltd.
President**
**Yasushi
Kotani**

- Joined our Group after time at a major general contractor and an asset management company
- Vast experience and knowledge related to real estate development and infrastructure projects
- First class architect

**First Brothers Asset
Management Co., Ltd.
Investment Management
Business Director**
**Masaki
Minemura**

- Joined our Group after time at a major general contractor and a foreign investment fund
- Experience in a wide range of asset management, including real estate investments, stocks, and infrastructure businesses

Thank you for your attention.

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Inquiries

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