



Echigo Yuzawa hot Spring Yukemuri no Yado Yuki no Hana

Yumegurinoyado Katsuragawa at Shuzenji Hot Springs

Explanation of Financial Results for the Second Quarter of the Fiscal Year Ending March 2021



Agenda

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La Vista Furano Hills

Summary of Financial Results for the Second Quarter of the Fiscal Year Ending March 2021





Hosei University Komagome Dormitory



Consolidated operating income returned to the black in July-September, as the Hotels Business recovered

- > In the Dormitory Business segment, despite lower occupancy rates at the start of the period due to decreased demand from international students and for new-employee training as a result of COVID-19, some companies have begun new-employee training that had been postponed by the pandemic and universities began to move toward reopening in-person classes and other activities.
- > The Hotels Business segment showed considerable improvement in revenues compared to Q1, as domestic demand recovered due to the easing of stay-at-home orders since June and the effects of the "Go To" travel campaign and the Company's unique new products introduced in response to COVID-19.
- > With an eye toward future growth, businesses will be revised in order to realize further structural enhancement, including closure of one facility in South Korea and of the Global Cabin business.

Projected full-year business results and projected dividends

- 2
- > While a clear recovery trend is apparent as a rebound from the first quarter, in consideration of the future impacts of COVID-19 net sales are projected to be 132 billion yen, while operating loss is projected at 3 billion yen.
- > Midyear dividends are projected to be 10 yen/share based on the Company's fundamental stance of providing steady and stable long-term returns to shareholders. Year-end dividends have not yet been determined.

FY 3/21 H1 Consolidated Financial Results and KPIs

(Unit: 100 million yen)

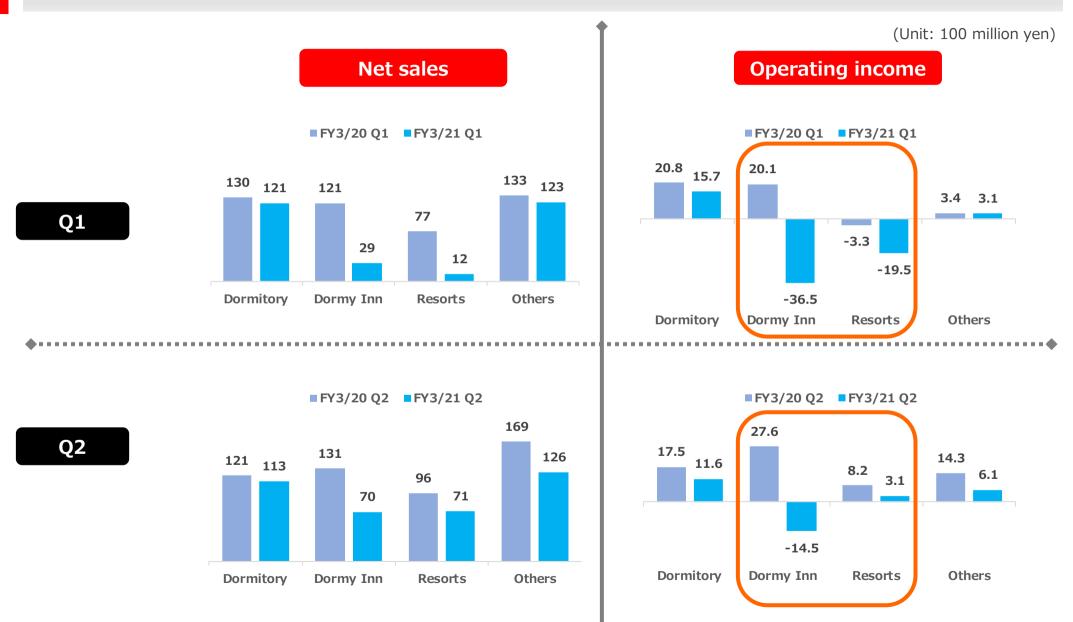
	FY 3/20	FY 3/21				
	H1 Act (2019/4-9)	H1 Act (2020/4-9)	YoY change		Q1 Act (2020/4-6)	Q2 Act (2020/7-9)
Net sales	938.1	562.5	-375.6	-40.0%	236.0	326.4
Operating income	90.6	-44.8	-135.5	-	-45.2	0.3
Ordinary income	89.7	-44.8	-134.5	-	-48.0	3.1
Net income	61.1	-78.5	-139.7	-	-64.2	-14.3
EPS (JPY)	156.8	-201.4	-358.3	-	-164.7	-36.7

Capital investment	110.4	46.8	-63.5	-57.6%	26.0	20.7
Depreciation expense	25.0	25.7	+0.7	+2.9%	12.7	13.0
Cash flow*	86.2	-52.7	-138.9	-	-51.5	-1.2
Net D/E Ratio	0.8x	1.3x	+0.4x	-	-	-

^{*} Cash flow: Net profit + depreciation



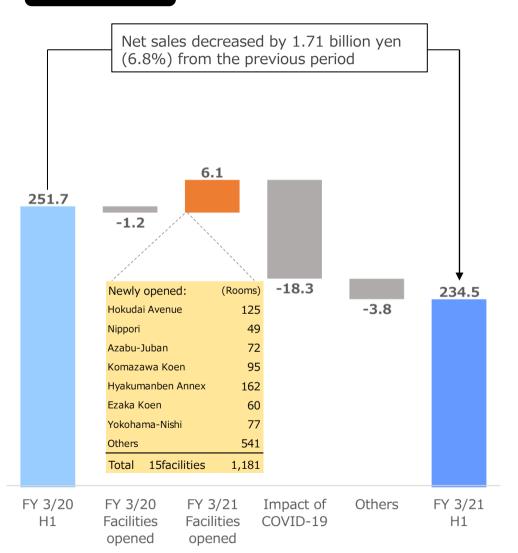
FY 3/21 H1 sales and operating income broken down by segment





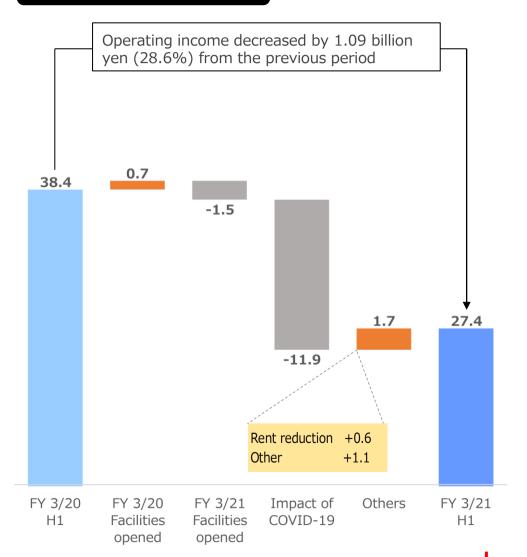
Dormitory Business: FY 3/21 H1 Net sales and operating income



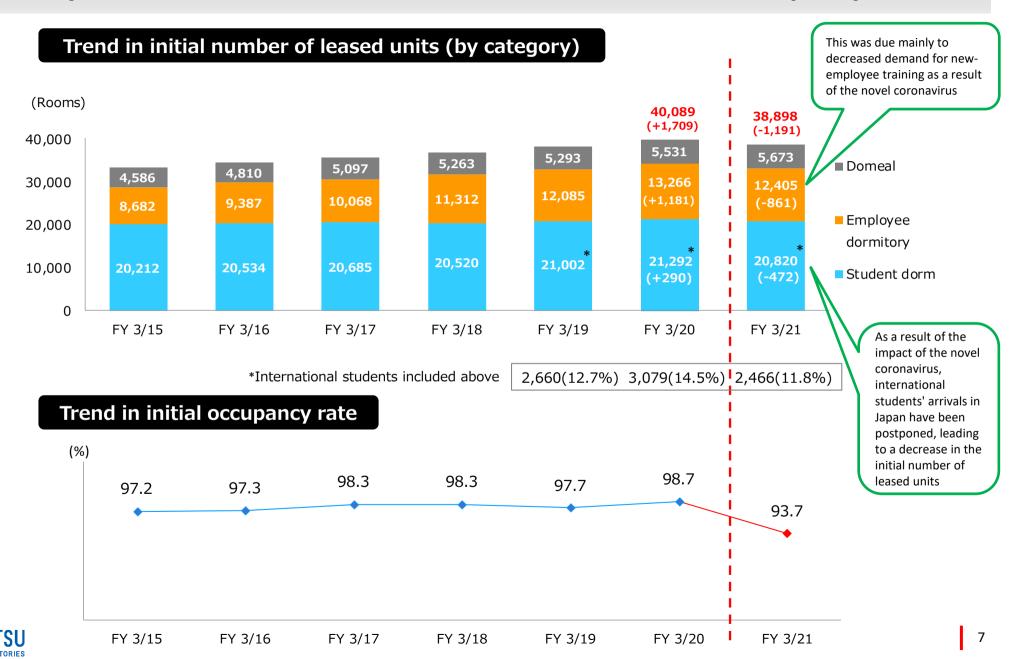


Operating income

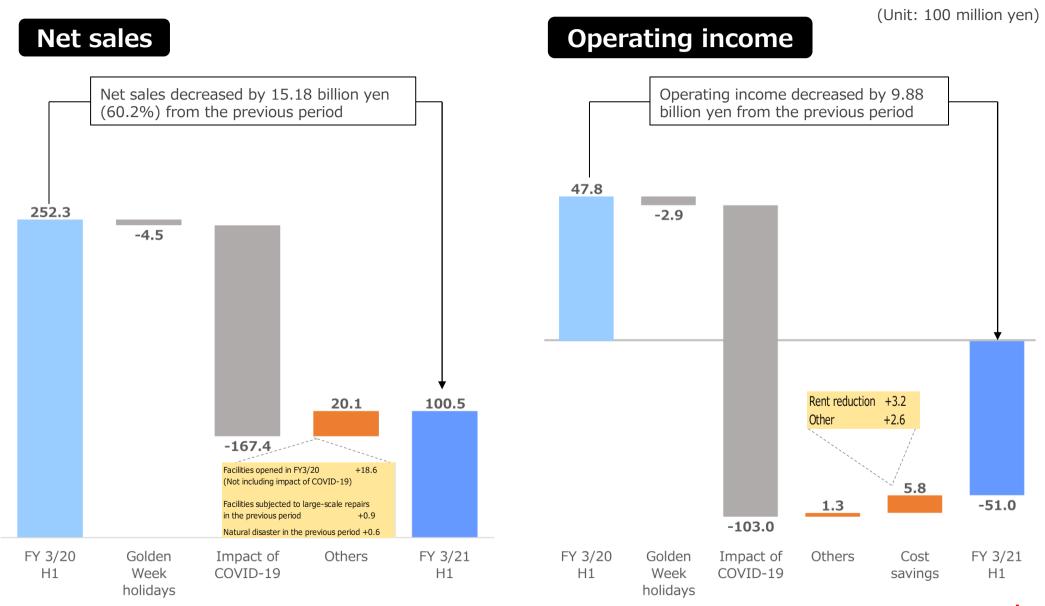




Dormitory Business: Trends in initial number of leased units/occupancy rate

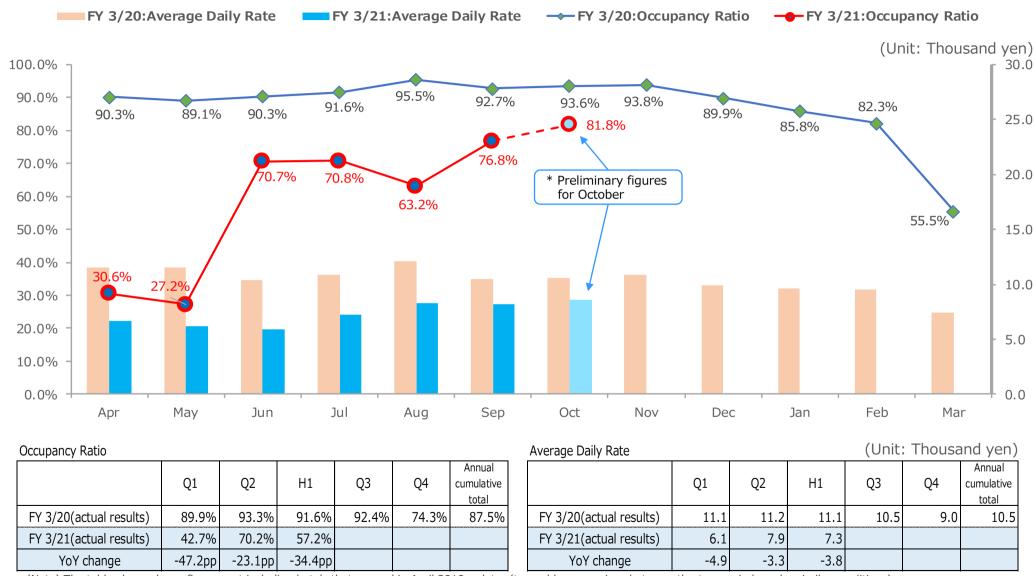


Dormy Inn Business: FY 3/21 H1 Net sales and operating income





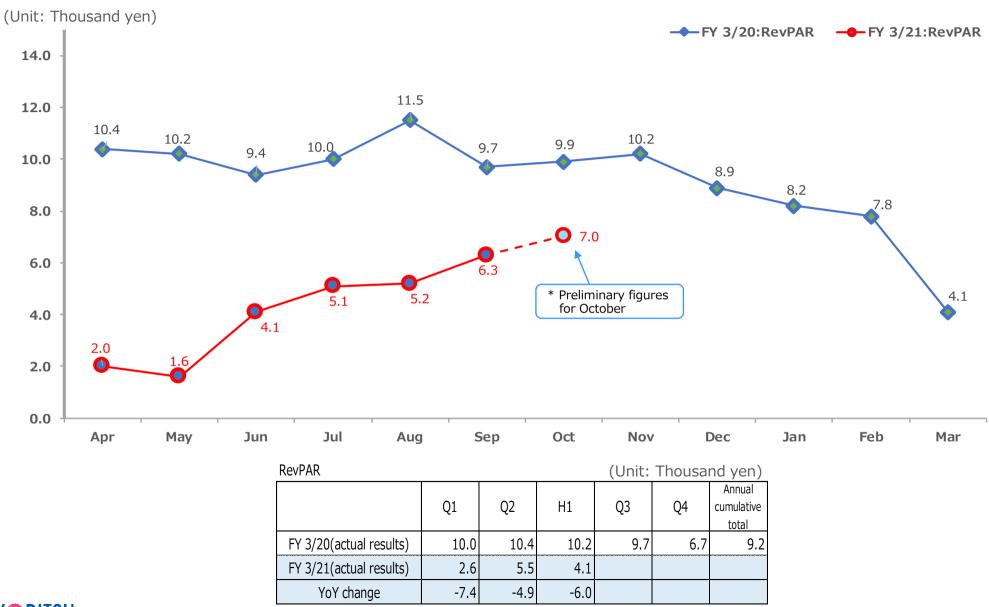
Dormy Inn Business: Monthly trends in Occupancy Ratio and Average Daily Rate



(Note) The table above shows figures not including hotels that opened in April 2019 or later (to enable comparison between the two periods under similar conditions)



Dormy Inn Business: RevPAR by month



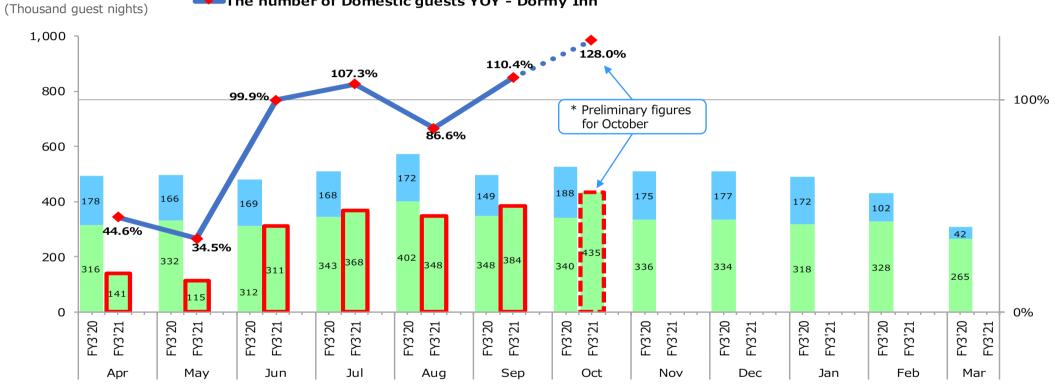


Dormy Inn Business: the number of guests of Dormy Inn

The number of Inbound guests -Dormy Inn

The number of Domestic quests -Dormy Inn

→The number of Domestic guests YOY - Dormy Inn



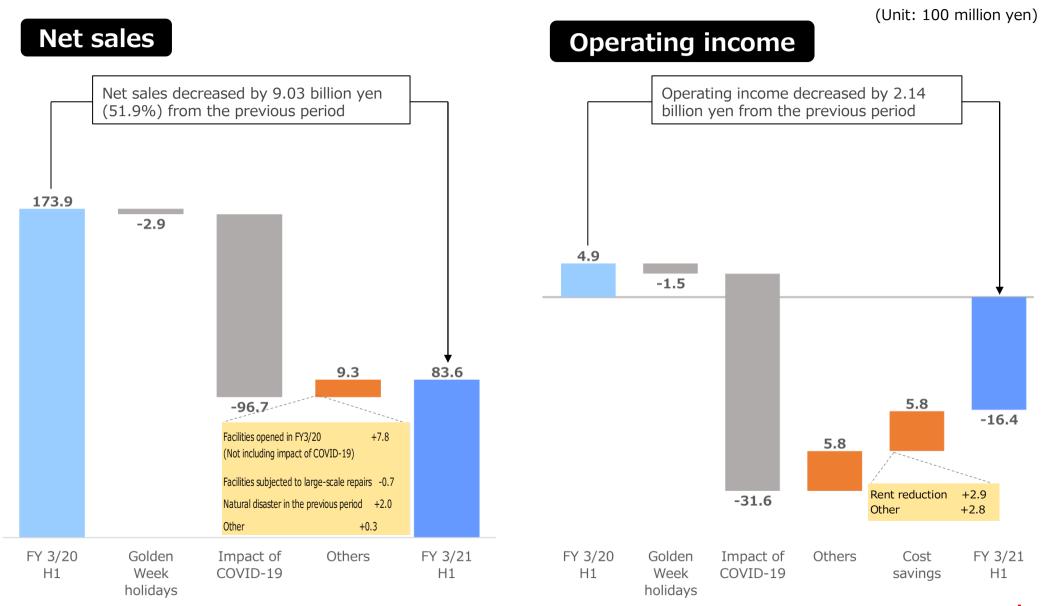
The number of Domestic guests - Dormy Inn

(Thousand guest nights)

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Annual cumulative total
FY 3/20 (actual results)	316	332	312	343	402	348	340	336	334	318	328	265	3,974
FY 3/21 (actual results)	141	115	311	368	348	384	435						
YOY change	-175	-217	-0	+25	-54	+36	+95						
101 change	44.6%	34.5%	99.9%	107.3%	86.6%	110.4%	128.0%						

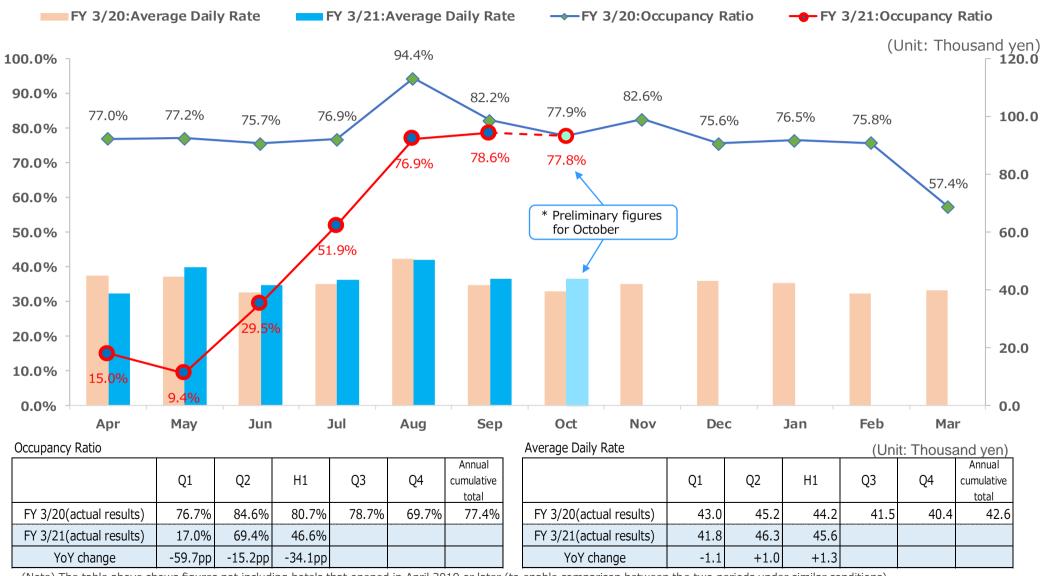


Resorts Business: FY 3/21 H1 Net sales and operating income





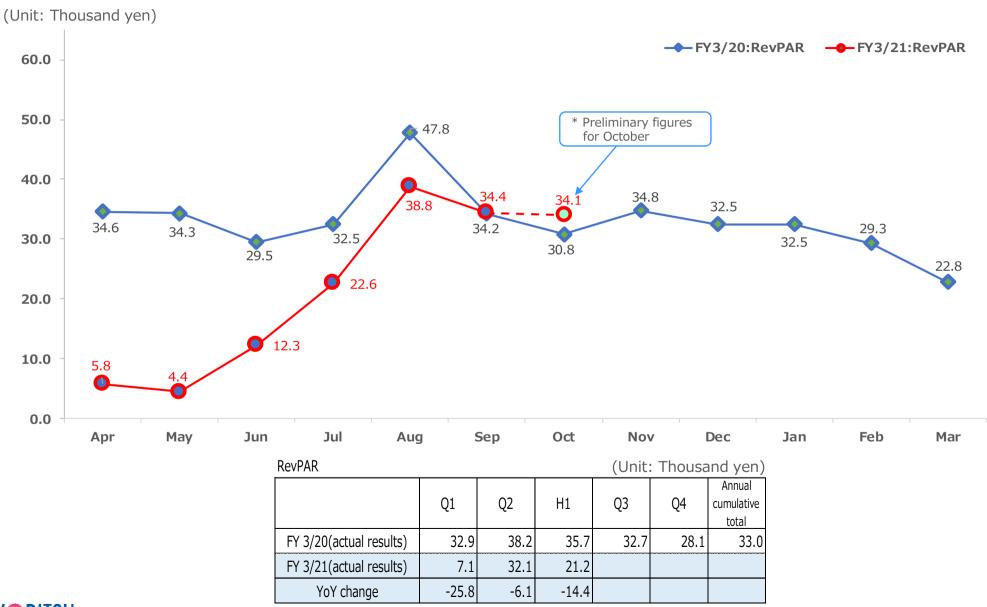
Resorts Business: Monthly trends in Occupancy Ratio and Average Daily Rate



(Note) The table above shows figures not including hotels that opened in April 2019 or later (to enable comparison between the two periods under similar conditions)



Resorts Business: RevPAR by month



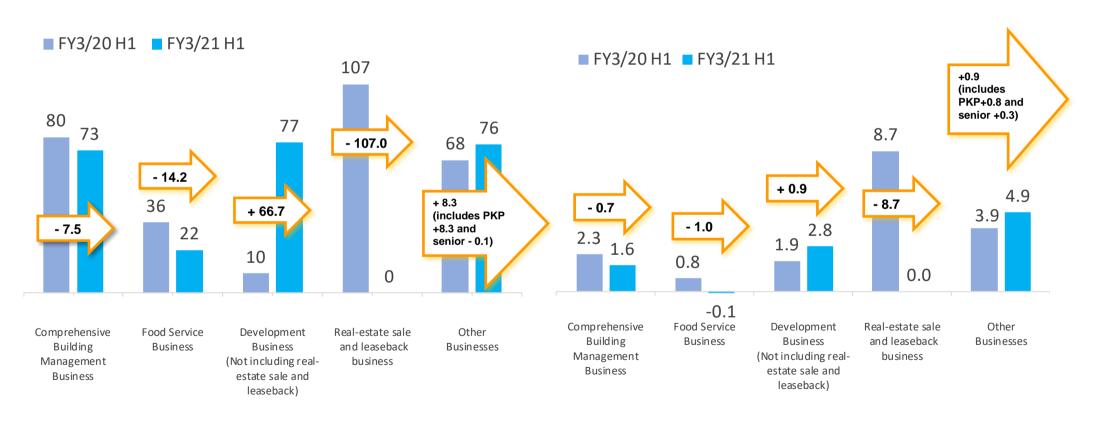


Other Businesses: FY 3/21 H1 Net sales and operating income

(Unit: 100 million yen)

Net sales: Down 5.27 billion yen year on year

Operating income: Down 850 million yen year on year





Balance sheet

End of September 2019

End of March 2020

End of September 2020

Assets
208.9 billion yen

Cash and deposits 20.4 billion yen

Interest-bearing debt 89.7 billion yen

Liabilities

124.5 billion yen

*Includes CB of 19.9 billion yen

Non-current assets
160.5 billion yen

Net assets 84.3 billion yen

Treasury stock -0.3 billion yen Assets
217.0 billion yen
(+8.1 billion yen)
Cash and
deposits
18.3 billion yen
(-2.1 billion yen)

Non-current assets 165.9 billion yen (+5.3 billion yen) Net Assets 83.9 billion yen (-0.4 billion yen)

Liabilities

133.1 billion yen

(+8.5 billion yen)

Interest-bearing

liabilities

93.0 billion yen

(+3.3 billion yen)

*Includes CB of

19.9 billion yen

Treasury shares
-0.3 billion yen

Assets 227.2 billion yen (+10.1 billion yen) Liabilities 151.9 billion yen (+18.8 billion yen)

Cash and deposits
20.9 billion yen
(+2.6 billion yen)

Interest-bearing debt 116.3 billion yen (+23.3 billion yen)

*Includes CB of 19.9 billion yen

Non-current assets 170.0 billion yen (+4.1 billion yen)

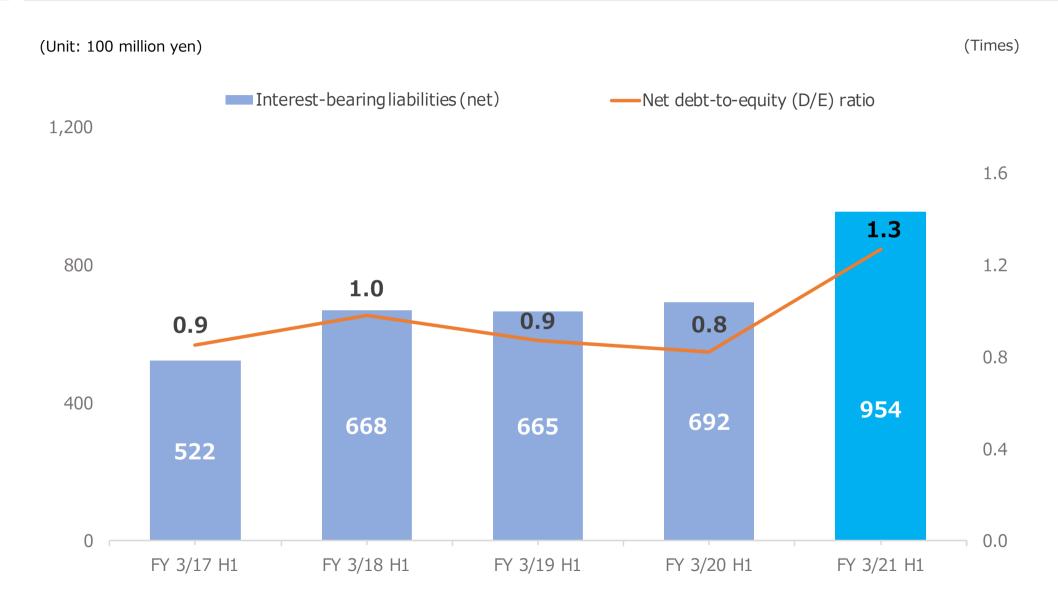
Net assets 75.2 billion yen (-8.7 billion yen)

Treasury stock -0.3 billion yen

Interest-bearing liabilities = Short-term loans payable + Current portion of bonds + Bonds + Long-term loans payable + Convertible bonds (CB)



Interest-bearing debt and Net D/E ratio





Ogihama Hot Spring Dormy Inn Kawasaki

Projected results for FY 3/21



Yumegurinoyado Katsuragawa at Shuzenji Hot Springs



FY3/21 Consolidated Financial Forecast and KPIs

(Unit: 100 million yen)

	FY 3/20	FY 3/21					
	Act	Forecast			Q1 Act	Q2 Act	H2 Forecast
	(2019/4-2020-3)	(2020/4-2021-3)	YoY change		(2020/4-6)	(2020/7-9)	(2020/10-2021/3)
Net sales	1,697.7	1,320.0	-377.7	-22.2%	236.0	326.4	757.4
Operating income	112.0	-30.0	-142.0	-	-45.2	0.3	14.8
Ordinary income	124.9	-30.0	-154.9	-	-48.0	3.1	14.8
Net income	69.2	-68.0	-137.2	-	-64.2	-14.3	10.5
EPS (JPY)	177.6	-174.4	-352.1	-	-164.7	-36.7	27.0

Capital investment	226.3	Undecided	-	-	26.0	20.7	Undecided
Depreciation expense	52.6	53.5	+0.9	+1.8%	12.7	13.0	27.7
Cash flow*	121.8	-14.4	-136.3	_	-51.5	-1.2	38.3
Dividends per share (yen)	45.0	Undecided	-	-	-	-	Undecided
Payout ratio	25.3%	-	-	-	-	-	-

^{*} Cash flow: Net profit + depreciation



Forecasts of consolidated business results for FY 3/21 (assumptions)

<Second-half results are expected to show further improvement from first-half profits due to the following factors>

- Dormitory Business: A gentle recovery is projected as schools move toward resumption of in-person classes.
- ➤ Hotels Business: Travel demand is projected to remain favorable due to factors including plans to extend the period of the "Go To" travel campaign and development of the Company's own unique products. Our hotel occupancy rates and unit prices per room have continued steady recovering trends since October as well.
- > Other businesses: The hotel cleaning and food service businesses are recovering thanks to increasing hotel occupancy rates.
- Extraordinary profit/loss: With an eye toward future growth, businesses are being revised in order to realize further structural enhancement, including closure of one facility in South Korea and of the Global Cabin business. Total losses from these measures along with those resulting from temporary closures to stop the spread of COVID-19 and other causes, are 4.8 billion yen.



Measures taken in response to COVID-19 for the FY 3/21

"Chokko Ofukubin" from home to the resort

- New lodging plans that include round-trip taxi transportation, jointly developed with taxi companies, have been introduced.
- These new plans help guests enjoy a relaxing trip by ensuring convenient door-to-door transportation.
- Lodging plans including dinner and breakfast that offer hot-springs bathing and luxurious meals at 26 facilities in a total of 16 areas across Japan.
 (As of November 24, 2020) * Subject areas and facilities are expanding steadily.





- Use of Dormy Inn facilities for teleworking offices and long-term-stay plans to stop the spread of COVID-19 introduced
- Measures have been introduced to support school attendance in response to COVID-19 by lending funds to students interest free to lessen their economic burdens.





Medium-term management plan



Main quantitative goals of the medium-term management plan (March 2018 – March 2022) and state of progress on them

The medium-term management plan now underway is being reviewed in response to the spread of COVID-19. These revisions will be announced as soon as they are ready.

(progress rate: 107%)

Quantitative targets of the "Kyoritsu Jump Up Plan" medium-term management plan

Main quantitative goals	R of
Net sales	
Operating profit	
Net D/E Ratio	
Payout ratio	
ROE	
Development plans	F

Results in FY 3/17, the starting point of the medium-term management plan
135.8 billion yen
11.8 billion yen
0.9 times
16.8%
11.7%

-	
Development plans	Results in FY 3/17, the starting point of the medium-term management plan
Dormitory	37,000 rooms
Dormy Inn	10,200 rooms
Resorts	2,200 rooms

Progress as of FY 3/20
169.7 billion yen (CAGR: +8%)
11.2 billion yen(CAGR: —)
0.9 times
25.3%
8.5%
(FY 3/18 - FY 3/21 H1 cumulative)
Progress at the end of FY 3/21 H1 (FY 3/18 - FY 3/21 H1 cumulative)
 Development basis: 5,498 rooms Projects on which the institutions already have made decisions: Approximately 7,300 rooms (progress rate: 104%)
 Development basis: 4,636 rooms Projects on which the institutions already have made decisions: Approximately 9,000 rooms
(progress rate: 100%)
 Development basis: 659 rooms Projects on which the institutions already have made decisions: Approximately 1,500 rooms

Results in FY 3/22, the final fiscal year of the medium-term management plan
220 billion yen (CAGR: +10%)
19 billion yen (CAGR: +10%)
No greater than 1.0, the financial soundness target
Gradually increasing, aiming for a target of more than 20%
10% or more

End of FY 3/22, the final fiscal year of the medium-term management plan
7,000 rooms
9,000 rooms
1,400 rooms



Dormitory and hotel development plans to realize sustained growth

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	FY 3/18 Results		FY 3/19 Results		FY 3/20 Results		FY 3/21 Planned		FY 3/22	
	+10 facilities* +963 rooms*								Planned	
Dormitories, Domeal		+963 rooms*	+14 facilities*	+1,780 rooms*	+15 facilities*	+1,574 rooms*		+1,181 rooms*	+23 facilities*	+1,886 rooms*
End of FY 3/17:	Number of facilities in operation at end of year	473 facilities	Number of facilities in operation at end of year	485 facilities	Number of facilities in operation at end of year	494 facilities	Number of facilities in operation at end of year	505 facilities	Number of facilities in operation at end of year	516 facilities
463 facilities/37,000 rooms	Leasing rate	88.5%	Leasing rate	88.5%	Leasing rate	87.6%	Leasing rate	87.8%	Leasing rate	87.3%
Medium-term plan: 7,000 rooms	Number of rooms in operation at end of year	38,166 rooms	Number of rooms in operation at end of year	39,450 rooms	Number of rooms in operation at end of year	40,633 rooms	Number of rooms in operation at end of year	41,567 rooms	Number of rooms in operation at end of year	42,630 rooms
Projects on which the institutions already have made decisions Around 7,300 rooms	Noda ANNEX, [L]Senjunakamachi, [L]Tsunashimaekimae, Higashiosaka, [L]Maihama, [L]Minamikoshigaya, [L]Irinaka II , [L]Koroen ,and others.		[L]Waseda, [L]Hikifune, [L]Keiotsunashima, [L]Tsurugashima, Omoromachi, [L]Kaihinmakuhari, [L]Tokorozawa, [L]Hakataekiminami II, [L]Kokuraekimae,		[L] Sendai Higashiguchi V, [L] Motoyama, [L] Osaka Tenma, [L] Kagoshima, [L] Kobe, [L] Ichigaya, [L] Komagome, Meiji University Global Village,		[L] Hokudai Avenue, [L] Nippori, [L] Sendai Tsutsujigaoka, [L] Nagakute, [L] Hamadayama, [L] Komazawa Koen, [L] Esaka Koen, [L] Azabu-Juban,		[L] Sakado II, Niigata II, [L] Kyoto-Kuinabashi, [L] Iriya, [L] Hirao-Ekimae, [L] Kameari, [L] Setagaya Todoroki, [L] Sapporo kita 14-jo, and others	
Progress rate	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		and others.		[L] Setagaya Todoriki, and others		[L] Hyakumanben Annex, [L] Yokohama-Nishi, and others		3,,	
104%	+9 facilities*	+1.571 rooms*	+9 facilities*	+1,530 rooms*	+7 facilities*	+1.535 rooms*	+7 facilities*	+1.797 rooms*	+13 facilities*	+2,694 rooms*
Dormy Inn	Number of facilities in operation at end of year	72 facilities	Number of facilities in operation at end of year	80 facilities	Number of facilities in operation at end of year	87 facilities	Number of facilities in operation at end of year	89 facilities	Number of facilities in operation at end of year	102 facilities
End of FY 3/17:	Leasing rate	98.8%	Leasing rate	98.9%	Leasing rate	99.0%	Leasing rate	99.1%	Leasing rate	99.2%
63 facilities/10,200 rooms Medium-term plan: 9,000	Number of rooms in	11,811 rooms	Number of rooms in	13,248 rooms	Number of rooms in	14,783 rooms	Number of rooms in	15 941 rooms	Number of rooms in	18,635 rooms
rooms	operation at end of year [L]PREMIUM Kanda, [L]Miyazaki, [L]global cabin Suidobashi,		operation at end of year [L]Honhachinohe, [L]Osakatanimachi, [L]Korakuen, [L]Oita, [L]qlobal cabin Hamamatsu,		operation at end of year [L]Maebashi, [L]Fukui, [L]Morioka, [L]Nono Asakusa, [L]Kawasaki, [L]Furano,		operation at end of year [L] Nono Kyoto-Shichijo, [L] Kobe, [L] PREMIUM Ginza, [L] Ikebukuro,		[L] Gotemba, [L] Nono Matsumoto, [L] Nono Sendai, [L] Fukuyama [L] Tokyo Bay (Toyosu),	
Projects on which the institutions already have made decisions Around 9,000 rooms			[L]global cabin Yokohamachukagai, [L]Takamatsuchuokoenmae, [L]PREMIUM Namba ANNEX, [L]PREMIUM Osakakitahama		[L]Mito		[L] Nagasaki-Ekimae, [L] Toyohashi, [L] Nono Kanazawa		[L] Hiroshima ANNEX, [L] Aomori, [L] NonoYodoyabashi, [L] Okayama, [L] Nono Matsue,	
Progression rate			[L]FKLIMON OSAKAKILAHAMA						[L] Nono Kumamoto, [L] Yokohama, [L] Nono Asakusa Bettei,	
100%									, , , , , , , , , , , , , , , , , , , ,	,
Resorts	+4 facilities*	+253 rooms*	+2 facilities*	+171 rooms*	+3 facilities*	+235 rooms*	+6 facilities*	+486 rooms*	+4 facilities*	+407 rooms*
End of FY3/17:	Number of facilities in operation at end of year	29 facilities	Number of facilities in operation at end of year	31 facilities	Number of facilities in operation at end of year	34 facilities	Number of facilities in operation at end of year	39 facilities	Number of facilities in operation at end of year	43 facilities
25 facilities/2,200 rooms	Leasing rate	58.7%	Leasing rate	60.2%	Leasing rate	61.6%	Leasing rate	60.9%	Leasing rate	69.4%
Medium-term plan: 1,400 rooms	Number of rooms in operation at end of year	2,478 rooms	Number of rooms in operation at end of year	2,649 rooms	Number of rooms in operation at end of year	2,884 rooms	Number of rooms in operation at end of year		Number of rooms in operation at end of year	3,748 rooms
Projects on which the institutions already have made decisions	Keiun (Izumo), Tsukiyo no Usagi (Izumo), [L]Le Chien Kyu-Karuizawa, [L]Suiun (Gora)		[L]La Vista Kirishima (Kagoshima), [L]Shirakawago (Gifu)		[L]Echiqoyuzawa (Niiqata), [L]Kotohira (Kaqawa), Inazumi (Akita)		[L] La Vista Kusatsu (Gunma), [L] Nasu-Shiohara Rengetsu (Tochigi), [L] Wakura Hot Spring (Ishikawa), Kikuya Bettei Suigetsu (Shizuoka), and others		[L] Kawazu Hot Spring (Shizuoka), [L] Kyoto Umekoji, [L] La Vista Hakodate Bay ANNEX, [L] Jozankei	
Around 1,500 rooms Progression rate	<u> </u>						and outers			
107%	20.40		20.70		00.55		00.004		22 -24	
Companywide leasing rate	89.4%		89.7%		89.2%		89.3%		89.7%	

Note: While as noted above development is proceeding during the period of the medium-term management plan, the timing of opening for business could vary depending on COVID-19 conditions.



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