

Translation

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**Summary of Consolidated Financial Results
for the Year Ended March 31, 2017
(Based on Japanese GAAP)**

April 28, 2017

Company name: Fuji Corporation Limited
 Stock exchange listing: Tokyo
 Stock code: 8860 URL <http://www.fuji-jutaku.co.jp/>
 Representative: President and Representative Director Nobutsuna Miyawaki
 Director, General Manager of
 Inquiries: Investor Relations Office Kenichi Ishimoto TEL 072-437-9010
 Scheduled date of ordinary general meeting of shareholders: June 21, 2017
 Scheduled date to file Securities Report: June 22, 2017
 Scheduled date to commence dividend payments: June 22, 2017
 Preparation of supplementary material on financial results: Yes
 Holding of financial results meeting: Yes (for institutional investors and general investors)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the year ended March 31, 2017 (from April 1, 2016 to March 31, 2017)

(1) Consolidated operating results

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Year ended March 31, 2017	99,359	9.5	5,969	9.7	5,721	8.0	3,945	15.0
Year ended March 31, 2016	90,726	14.0	5,441	24.7	5,298	22.6	3,430	24.5

	Earnings per share	Diluted earnings per share	Profit attributable to owners of parent/equity	Ordinary profit/total assets	Operating profit/net sales
	Yen	Yen	%	%	%
Year ended March 31, 2017	110.06	110.04	13.1	5.4	6.0
Year ended March 31, 2016	95.18	94.97	12.5	5.6	6.0

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2017	114,872	31,740	27.6	883.73
As of March 31, 2016	96,900	28,493	29.4	796.64

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Year ended March 31, 2017	(3,123)	(5,977)	12,650	12,271
Year ended March 31, 2016	4,740	(3,320)	(1,311)	8,721

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Dividend payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Year ended March 31, 2016	–	13.00	–	13.00	26.00	934	27.3	3.4
Year ended March 31, 2017	–	13.00	–	13.00	26.00	933	23.6	3.1
Year ending March 31, 2018 (Forecast)	–	14.00	–	13.00	27.00		23.4	

3. Forecast of consolidated financial results for the year ending March 31, 2018 (from April 1, 2017 to March 31, 2018)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2017	46,400	(3.1)	2,100	(36.1)	2,000	(37.6)	1,380	(36.9)	38.44
Full year	103,000	3.7	6,300	5.5	6,000	4.9	4,150	5.2	115.61

4. Notes

(1) Changes in significant subsidiaries during the year ended March 31, 2017

(changes in specified subsidiaries resulting in the change in scope of consolidation): No

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements: No

(3) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2017	36,849,912 shares	As of March 31, 2016	36,849,912 shares
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Number of treasury shares at the end of the period

As of March 31, 2017	954,358 shares	As of March 31, 2016	1,125,858 shares
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Average number of shares during the period

Year ended March 31, 2017	35,846,016 shares	Year ended March 31, 2016	36,047,173 shares
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Consolidated financial statements
Consolidated balance sheets

(Thousands of yen)

	As of March 31, 2016	As of March 31, 2017
Assets		
Current assets		
Cash and deposits	8,721,840	12,271,581
Accounts receivable from completed construction contracts	86,836	109,401
Real estate for sale	21,893,098	23,284,681
Real estate for sale in process	14,867,626	21,026,161
Real estate under development	36,223,776	38,473,176
Costs on uncompleted construction contracts	68,106	34,006
Supplies	33,625	37,413
Deferred tax assets	454,693	414,343
Other	1,611,654	1,678,831
Allowance for doubtful accounts	(27,500)	(21,649)
Total current assets	83,933,757	97,307,948
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	4,041,260	4,885,269
Machinery, equipment and vehicles, net	149	0
Tools, furniture and fixtures, net	120,722	249,559
Land	7,505,551	10,500,112
Leased assets, net	3,185	1,059
Construction in progress	34,285	130,788
Total property, plant and equipment	11,705,154	15,766,789
Intangible assets	85,477	152,993
Investments and other assets		
Investment securities	472,697	608,472
Long-term loans receivable	80,645	73,557
Deferred tax assets	27,440	149
Other	599,541	963,779
Allowance for doubtful accounts	(4,413)	(1,502)
Total investments and other assets	1,175,911	1,644,455
Total non-current assets	12,966,542	17,564,238
Total assets	96,900,300	114,872,186

(Thousands of yen)

	As of March 31, 2016	As of March 31, 2017
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts	4,379,174	3,650,026
Electronically recorded obligations - operating	372,815	619,068
Short-term loans payable	11,600,506	15,781,689
Lease obligations	2,296	826
Income taxes payable	1,058,295	976,712
Advances received	3,985,563	4,926,425
Provision for bonuses	196,600	216,300
Provision for performance-linked directors' compensations	–	36,350
Other	2,657,352	3,477,355
Total current liabilities	24,252,603	29,684,754
Non-current liabilities		
Long-term loans payable	43,929,304	53,222,681
Lease obligations	1,144	317
Deferred tax liabilities for land revaluation	52,645	52,645
Other	170,950	170,950
Total non-current liabilities	44,154,044	53,446,595
Total liabilities	68,406,647	83,131,349
Net assets		
Shareholders' equity		
Capital stock	4,872,064	4,872,064
Capital surplus	5,695,146	5,747,639
Retained earnings	18,549,709	21,564,043
Treasury shares	(567,572)	(497,081)
Total shareholders' equity	28,549,347	31,686,665
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(164,915)	(39,433)
Revaluation reserve for land	74,904	74,904
Total accumulated other comprehensive income	(90,011)	35,470
Subscription rights to shares	34,316	18,700
Total net assets	28,493,652	31,740,836
Total liabilities and net assets	96,900,300	114,872,186

Consolidated statements of income and consolidated statements of comprehensive income
Consolidated statements of income

(Thousands of yen)

	Fiscal year ended March 31, 2016	Fiscal year ended March 31, 2017
Net sales	90,726,814	99,359,979
Cost of sales	75,836,692	82,629,166
Gross profit	14,890,121	16,730,813
Selling, general and administrative expenses		
Sales commission	1,465,365	1,649,971
Advertising expenses	1,591,676	2,091,898
Promotion expenses	93,272	91,579
Salaries and bonuses	2,615,433	2,676,376
Provision for bonuses	99,620	102,829
Provision for performance-linked directors' compensations	–	36,350
Provision of allowance for doubtful accounts	9,159	11,161
Enterprise tax	89,300	150,200
Consumption Taxes	351,968	515,355
Depreciation	85,608	81,700
Rent expenses	391,053	402,504
Other	2,656,302	2,951,402
Total selling, general and administrative expenses	9,448,759	10,761,330
Operating profit	5,441,362	5,969,483
Non-operating income		
Interest income	1,983	1,590
Dividend income	16,766	15,103
Commission fee	186,111	161,438
Penalty income	37,985	33,980
Other	57,323	103,682
Total non-operating income	300,171	315,795
Non-operating expenses		
Interest expenses	389,327	351,782
Commitment fee	12,000	177,217
Other	41,736	34,774
Total non-operating expenses	443,064	563,775
Ordinary profit	5,298,468	5,721,503
Extraordinary income		
Gain on sales of non-current assets	3,298	1,416
Total extraordinary income	3,298	1,416
Extraordinary losses		
Loss on sales of non-current assets	5,768	1,409
Loss on retirement of non-current assets	220	3,174
Impairment loss	88,388	–
Total extraordinary losses	94,377	4,583
Profit before income taxes	5,207,390	5,718,337
Income taxes - current	1,738,300	1,715,600
Income taxes - deferred	38,105	57,348
Total income taxes	1,776,405	1,772,948
Profit	3,430,984	3,945,389
Profit attributable to non-controlling interests	–	–
Profit attributable to owners of parent	3,430,984	3,945,389

Consolidated statements of comprehensive income

(Thousands of yen)

	Fiscal year ended March 31, 2016	Fiscal year ended March 31, 2017
Profit	3,430,984	3,945,389
Other comprehensive income		
Valuation difference on available-for-sale securities	(157,805)	125,481
Revaluation reserve for land	2,819	—
Total other comprehensive income	(154,985)	125,481
Comprehensive income	3,275,999	4,070,871
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	3,275,999	4,070,871
Comprehensive income attributable to non-controlling interests	—	—

Consolidated statements of changes in equity

Fiscal year ended March 31, 2016

(Thousands of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	4,872,064	5,557,016	16,057,953	(225,409)	26,261,625
Changes of items during period					
Dividends of surplus			(939,228)		(939,228)
Profit attributable to owners of parent			3,430,984		3,430,984
Purchase of treasury shares				(508,260)	(508,260)
Disposal of treasury shares		138,129		166,097	304,227
Net changes of items other than shareholders' equity					
Total changes of items during period	-	138,129	2,491,755	(342,162)	2,287,722
Balance at end of current period	4,872,064	5,695,146	18,549,709	(567,572)	28,549,347

	Accumulated other comprehensive income			Subscription rights to shares	Total net assets
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Total accumulated other comprehensive income		
Balance at beginning of current period	(7,110)	72,084	64,974	56,166	26,382,765
Changes of items during period					
Dividends of surplus					(939,228)
Profit attributable to owners of parent					3,430,984
Purchase of treasury shares					(508,260)
Disposal of treasury shares					304,227
Net changes of items other than shareholders' equity	(157,805)	2,819	(154,985)	(21,850)	(176,835)
Total changes of items during period	(157,805)	2,819	(154,985)	(21,850)	2,110,887
Balance at end of current period	(164,915)	74,904	(90,011)	34,316	28,493,652

Fiscal year ended March 31, 2017

(Thousands of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	4,872,064	5,695,146	18,549,709	(567,572)	28,549,347
Changes of items during period					
Dividends of surplus			(931,054)		(931,054)
Profit attributable to owners of parent			3,945,389		3,945,389
Purchase of treasury shares				(87,688)	(87,688)
Disposal of treasury shares		52,492		158,179	210,672
Net changes of items other than shareholders' equity					
Total changes of items during period	-	52,492	3,014,334	70,490	3,137,317
Balance at end of current period	4,872,064	5,747,639	21,564,043	(497,081)	31,686,665

	Accumulated other comprehensive income			Subscription rights to shares	Total net assets
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Total accumulated other comprehensive income		
Balance at beginning of current period	(164,915)	74,904	(90,011)	34,316	28,493,652
Changes of items during period					
Dividends of surplus					(931,054)
Profit attributable to owners of parent					3,945,389
Purchase of treasury shares					(87,688)
Disposal of treasury shares					210,672
Net changes of items other than shareholders' equity	125,481	-	125,481	(15,615)	109,866
Total changes of items during period	125,481	-	125,481	(15,615)	3,247,183
Balance at end of current period	(39,433)	74,904	35,470	18,700	31,740,836

Consolidated statements of cash flows

(Thousands of yen)

	Fiscal year ended March 31, 2016	Fiscal year ended March 31, 2017
Cash flows from operating activities		
Profit before income taxes	5,207,390	5,718,337
Depreciation	347,203	397,568
Loss (gain) on sales of property, plant and equipment	2,470	(7)
Loss on retirement of property, plant and equipment	220	3,174
Increase (decrease) in allowance for doubtful accounts	79	(8,762)
Increase (decrease) in provision for bonuses	23,200	19,700
Increase (decrease) in provision for performance-linked directors' compensations	–	36,350
Impairment loss	88,388	–
Interest and dividend income	(18,750)	(16,693)
Interest expenses	389,327	351,782
Decrease (increase) in notes and accounts receivable - trade	(28,303)	(22,565)
Decrease (increase) in inventories	(448,600)	(8,658,243)
Decrease (increase) in other current assets	325,291	(64,290)
Increase (decrease) in notes and accounts payable - trade	753,745	(482,895)
Increase or decrease in other liabilities	421,625	1,785,204
Other, net	745	3,693
Subtotal	7,064,031	(937,648)
Interest and dividend income received	18,750	16,693
Interest expenses paid	(388,568)	(354,473)
Income taxes paid	(1,954,150)	(1,848,017)
Net cash provided by (used in) operating activities	4,740,063	(3,123,445)
Cash flows from investing activities		
Purchase of property, plant and equipment	(3,421,099)	(5,744,340)
Proceeds from sales of property, plant and equipment	85,050	152,651
Purchase of intangible assets	(24,074)	(96,879)
Collection of loans receivable	6,704	7,087
Other, net	32,820	(295,542)
Net cash provided by (used in) investing activities	(3,320,598)	(5,977,022)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	(970,090)	(993,200)
Proceeds from long-term loans payable	18,583,300	41,294,225
Repayments of long-term loans payable	(17,498,856)	(26,826,464)
Repayments of lease obligations	(2,598)	(2,296)
Redemption of bonds	(260,000)	–
Proceeds from sales of treasury shares	284,033	196,688
Purchase of treasury shares	(508,260)	(87,688)
Cash dividends paid	(939,228)	(931,054)
Net cash provided by (used in) financing activities	(1,311,700)	12,650,208
Net increase (decrease) in cash and cash equivalents	107,764	3,549,741
Cash and cash equivalents at beginning of period	8,614,076	8,721,840
Cash and cash equivalents at end of period	8,721,840	12,271,581