

The Daibiru Group Business Performance For Fiscal 2019

May 20, 2020 DAIBIRU CORPORATION



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Consolidated financial results for Fiscal 2019

- The second year of the medium-term management plan "Design 100" Project Phase-II (fiscal year 2018 through 2022)
- Revenue from operations and profit at each stage both reached new highs due to improvements in the operating efficiency of existing buildings, contributions to income from new buildings (Nihonbashi 3-chome Building, BiTO AKIBA and DAIBIRU PIVOT (Sapporo)), and sales of crossshareholdings, etc.
- **ROE** (return on equity) increased to 5.1% (4.5% in Fiscal 2018)

Forecasts for Fiscal 2020

Despite the full-year contribution from the new buildings, operating revenue and profit are expected to decrease, reflecting the current assumptions regarding the impact of the spread of the new coronavirus infection(COVID-19).

Capital Policy

Dividends: The Company's policy is to pay stable dividends with a dividend payout ratio of 30% to 35%.

• In the fiscal year ending March 2020, the Company plans to pay an annual dividend of 21.0 yen/share (+1.0 yen/share from the previous year) (dividend payout ratio of 30.9%).

- In the fiscal year ending March 2021, while both revenue and profit are expected to decrease, the Company plans to maintain the annual dividend for the fiscal year ending March 2020 (21.0 yen/share) in view of the stable dividend policy (dividend payout ratio of 35.0%).
- Repurchase of treasury shares: The Company has decided to repurchase shares (upper limit value of 2.5 billion yen or upper limit of 2 million shares) in order to enhance shareholder returns and improve capital efficiency.





Consolidated Operating Results for Fiscal 2019 - Highlight -



Revenue from operations and profit at each stage both reached new highs
 Record-high operating revenue for seven consecutive years

	Fiscal 2018	Fiscal 2019	Differe	nce	Key points
Operating Revenue	40,637	42,817	2,179	(5.4%)	<leasing> Improvements in the operating efficiency of existing buildings such as Nakanoshima Daibiru Building Contributions to income from new buildings (Nihonbashi 3-chome Building, BiTO AKIBA and DAIBIRU PIVOT), etc </leasing>
Operating Profit	10,329	11,561	1,231	(11.9%)	 Decreases in depreciation Increase in real estate acquisition tax and fixed property tax, etc.
Ordinary Profit	9,953	10,858	905	(9.1%)	 Peeling off effect of the profit contribution from an equity-method company Increase in bond issuance costs etc.
Profit attributable to owners of the Parent	6,993	7,932	939	(13.4%)	 Extraordinary income and loss < Fiscal 2019 > • Extraordinary income: ¥842 million in total (Gain on sales of investment securities) • Extraordinary loss: ¥231 million in total (Loss on building reconstructions, Loss on retirement of non-current assets) < Fiscal 2018 > • Extraordinary income: ¥297 million in total (Gain on sales of investment securities) • Extraordinary loss ¥150 million (Loss on building reconstructions, Loss on retirement of non-current assets, Loss on retirement of non-current assets, Loss on valuation of investment securities, Loss on sales of investment securities etc.)

Consolidated Operating Results for Fiscal 2019 -By Segment- 🕥



	Fiscal 2018	Fiscal 2019	Differen	се	Key points
Operating Revenue	40,637	42,817	2,179	(5.4%)	
Leasing	31,029	32,947	1,917	(6.2%)	 Improvements in the operating efficiency of existing buildings such as Nakanoshima Daibiru Building Contributions to income from new buildings (Nihonbashi 3-chome Building, BiTO AKIBA and DAIBIRU PIVOT), etc
Facility Management	11,494	11,547	52	(0.5%)	
Other Businesses	534	842	307	(57.6%)	 Increase in construction subcontracting values, etc.
Adjustment	△2,420	△2,519	△ 98	_	
Operating Profit	10,329	11,561	1,231	(11.9%)	
Leasing	11,407	12,629	1,222	(10.7%)	 Decreases in depreciation Increase in real estate acquisition tax and fixed property tax, etc.
Facility Management	533	531	△ 1	(△0.2%)	
Other Businesses	206	186	△ 20	(∆9.7%)	
Adjustment	△1,817	△1,786	30	_	5

Consolidated Operating Results for Fiscal 2019 -Balance Sheets

	Fiscal 2018	Fiscal 2019	Difference	Key points
Current assets	17,958	21,035	3,077	 Increase in cash and deposits Acquisition and completion of new buildings
Noncurrent assets	346,796	362,390	15,593	(Nihonbashi 3-chome Building, BiTO AKIBA and DAIBIRU PIVOT), etc.Depreciation
Total assets	364,754	383,426	18,671	 Decrease in investment securities due to market valuation, etc.
Current liabilities	21,083	31,669	10,586	 Increase in interest-bearing debts (Balance at the end of Fiscal 2019
Non-current liabilities	187,942	193,928	5,986	¥169,732 million) (Balance at the end of Fiscal 2018 ¥153,412 million)
Total liabilities	209,025	225,598	16,572	 Issuance of the 20-year bond in July 2019 for the first time
Total net assets	155,728	157,827	2,098	• Retained earnings $+$ ¥5,479 million • Valuation difference on available-for sale securities \triangle ¥2,433million, etc.
Total liabilities and net assets	364,754	383,426	18,671	
Market price of owned leasing properties at the time of disclosure	528,418	570,777	42,359	
Unrealized gain in above properties	213,029	235,415	22,385	<net assets="" at="" end="" fy2019="" of="" per="" share="" the=""> • based on book value : ¥1,337(=BPS) • reflecting unrealized gain as shown in left columns less tax : ¥2,738</net>

Consolidated Operating Results for Fiscal 2019 – Cash Flows-

	Fiscal 2018	Fiscal 2019	Difference	Key points
Cash flows from operating activities	14,101	14,570	469	
Cash flows from investing activities	△ 12,565	∆27,303	∆14,738	 Purchase of property, plant and equipment, etc.
Cash flows from financing activities	9,453	13,685	4,231	 Proceed from issuance of bonds etc.
Net increase (decrease) in cash and cash equivalents	11,247	933	∆10,314	
Cash and cash equivalents at beginning of period	4,155	15,403	11,247	
Cash and cash equivalents at end of period	15,403	16,336	933	



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(Millions of yen)

Despite the full-year contribution from the new buildings, operating revenue and profit are expected to decrease, reflecting the current assumptions regarding the impact of the spread of the new coronavirus infection.

	Fiscal 2019	Fiscal 2020	Difference	Key points	Fiscal 2020 Plan
Operating Revenue	42,817	42,500	△ 317 (△0.7 %)	 Full-year contribution from the new buildings(BiTO AKIBA and DAIBIRU PIVOT) The impact of the COVID-19 	43,000
Operating Profit	11,561	10,500	△ 1,061 (△9.2%)	 Increase in repair costs and fixed property tax, etc. 	11,000
Ordinary Profit	10,858	10,000	∆ 858 (∆7.9%)		_
Profit attributable to owners of the Parent	7,932	7,000	△ 932 (∆11.8%)		7,000

Forecasts for Fiscal 2020 – By Segment-



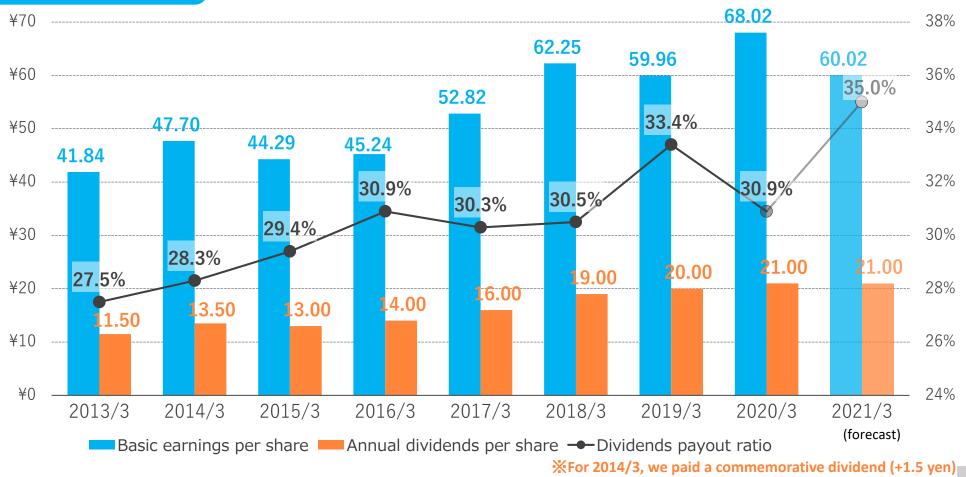
	Fiscal 2019	Fiscal 2020	Difference	Key points
Operating Revenue	42,817	42,500	∆ 317 (∆0.7%)	
Leasing	32,947	33,000	52 (0.2%)	 Full-year contribution from the new buildings(BiTO AKIBA and DAIBIRU PIVOT) Negative impact could be caused on the operating efficiency of existing buildings by COVID-19, etc.
Facility Management	11,547	11,500	△ 47 (△0.4%)	 Possible decrease in new contracts due to COVID-19, etc.
Other Businesses	842	500	△ 342 (△40.6%)	 Decrease in construction subcontracting values, etc.
Adjustment	m riangle 2,519	△ 2,500	19 -	
Operating Profit	11,561	10,500	△ 1,061 (△9.2%)	
Leasing	12,629	12,000	$\triangle 629 (address5.0\%)$	 Increases in repair costs and fixed property tax, etc.
Facility Management	531	400	△ 131 (△24.8%)	
Other Businesses	186	100	△ 86 (△46.4%)	
Adjustment	△1,786	△ 2,000	△ 213 –	9

Dividend policy



- > Dividend Policy : Stable dividends with a target <u>dividends payout ratio of 30-35%</u>
- Annual dividend will be : Fiscal 2019-¥21.0(expected), Fiscal 2020-¥21.0(forecast)
- > A target dividend payout ratio will be : Fiscal 2019-30.9%, Fiscal 2020-35.0%

Dividend trends



Share Repurchase



Outline

- Type of shares subject to repurchase: Common shares
- Total number of shares to be repurchased: 2,000,000 shares (upper limit)*

*1.71% of the total number of issued shares (excluding treasury shares)

(Reference) Status of treasury shares held as of March 31, 2020

Total number of issued shares (excluding treasury shares): 116,626,274 shares

Number of treasury shares: 224,775 shares

- Total amount of repurchase price: ¥2.5 billion (upper limit)
- Period of repurchase: May 7, 2020 to December 30, 2020
- Method of repurchase: Market purchase on the Tokyo Stock Exchange

Aim

To enhance shareholder returns and improve the capital efficiency

Remarks

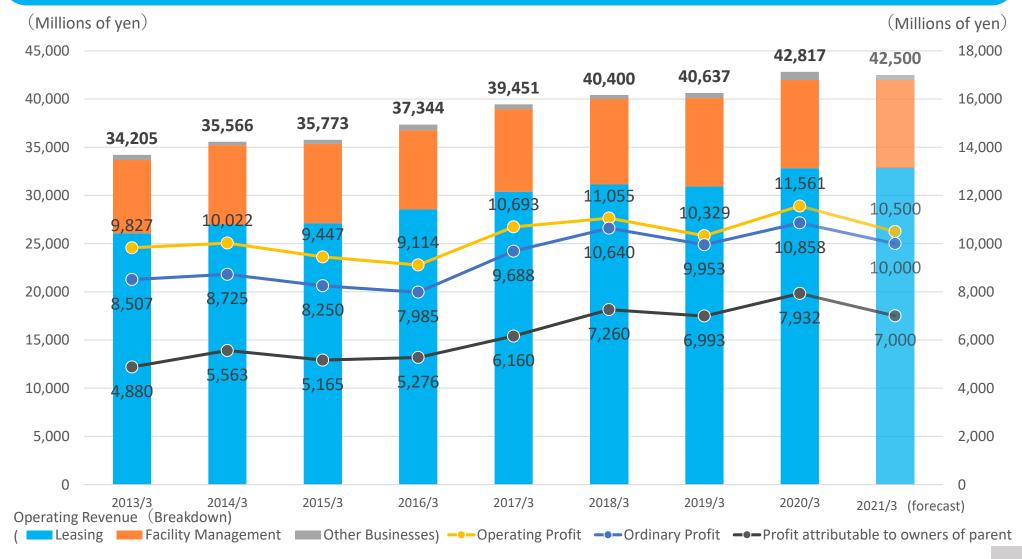
- It was judged feasible to be implemented without affecting financial health.
- Cancelation of the shares is not yet decided*.

*The Company will consider it in the future, including partial application for the allotment of shares under the restricted stock compensation plan that has been recently decided to be introduced.

Trends in operating revenue and profit items



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

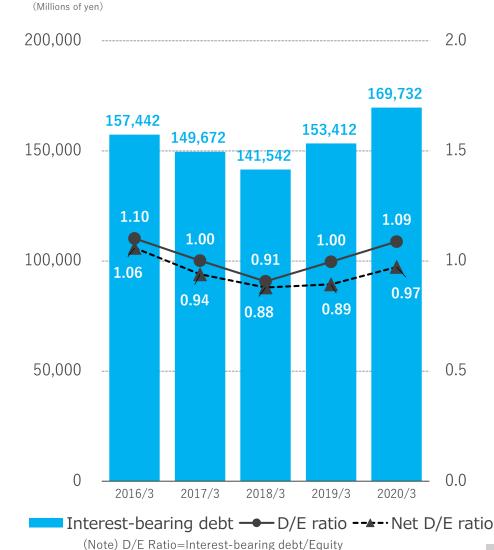


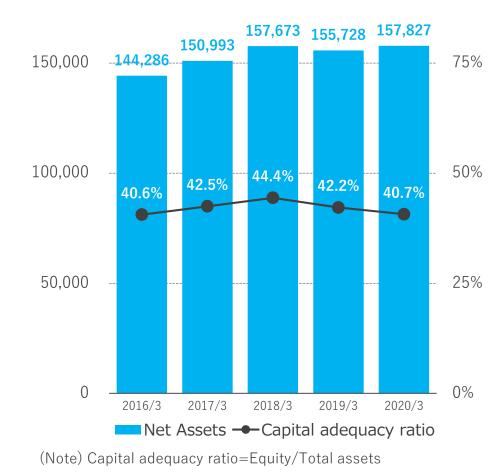


Net Assets/Capital adequacy ratio



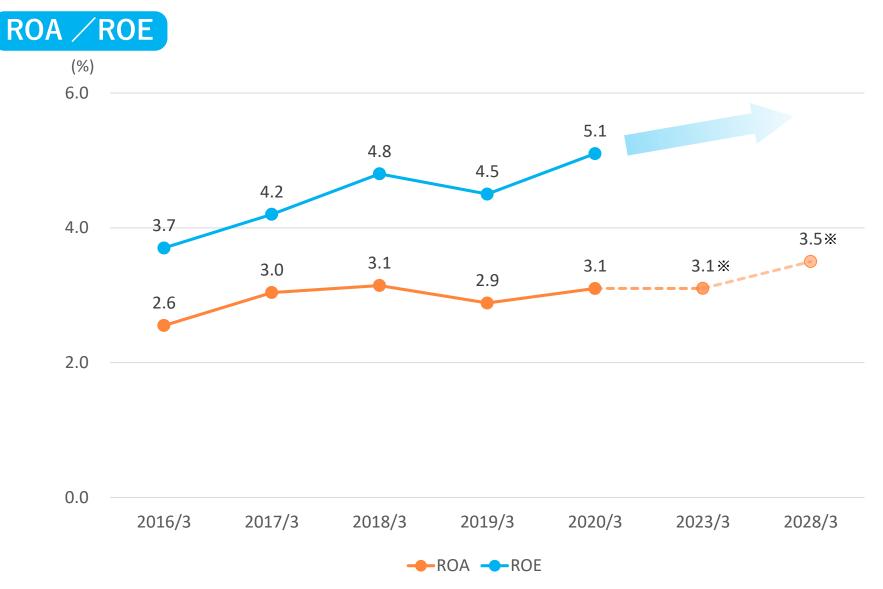
Interest-bearing debt / D/E ratio





$ROA \cdot ROE$ Trends





(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 and 2027 are ideal figures made at the time of formulating the medium-term management plan.

Medium-term Management Plan (Fiscal 2018 – 2022) **"Design 100" Project Phase- II**

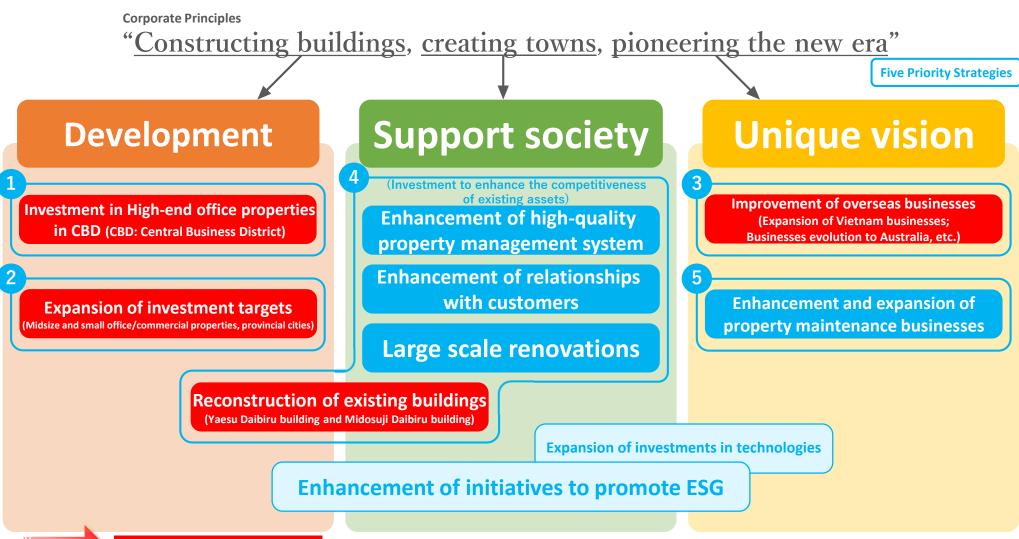
"Daibiru Excellence" towards Sustainable, Innovative & Global Next 100 (Century)

\sim Return to Corporate Principles \sim

< Progress update as of May 2020 >







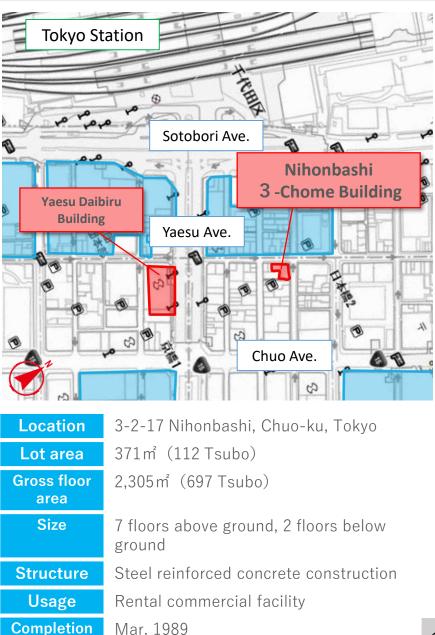
Priority Startegies 1 2 3 4 More details to follow from the next page



Nihonbashi 3-Chome Building

- Acquired in April 2019
- Excellent location
 4 minute walk from JR Tokyo Station Yaesu North Exit
- Adjacent to Yaesu Daibiru Building





Phase-II Progress < Priority Strategies ② Expansion of Investment Targets >



BiTO AKIBA

~ New commercial building for shopping, eating, and playing to liven up Akihabara more ~

- · Grand Opening in November 2019
- Full occupancy (14 stores in total)
- \cdot The first "BiTO," the newly launched brand of the

Company's commercial building series

• "BiTO" bears the meanings of "Beautiful (Bi) City (To) = BiTO"

and "People (*Hito-Bito*) gathering in the building = BiTO."

Location	1-18-19, Sotokanda, Chiyoda-ku, Tokyo
Site Area	577㎡ (175 Tsubo)
Gross Floor Area	4,948㎡ (1,497 Tsubo)
Number of Stories	11 floors above ground, 2 floors below ground
Structure	Reinforced concrete construction, steel frame construction
Usage	Rental commercial facility
Design	Nikken Sekkei Ltd
Construction	Kajima Corporation





Bito AKIBA

- The company's first entire commercial building development project
- \cdot 1 minute walk from Akihabara Station Electric Town Exit
- Adjacent to Akihabara Daibiru Building and Bito Akiba Plaza



BITO AKIBA





(Name changed from "Akihabara Daibiru Ekimae Plaza Building" on Nov. 20, 2019)



DAIBIRU PIVOT, etc.

- Acquired in November 2019
- 100m from Sapporo Subway Odori Station via direct underground passageway
- First investment project in core provincial cities



Name	DAIBIRU PIVOT	DAIBIRU PIVOT WEST	DAIBIRU PIVOT SOUTH
Location	Nishi 4-chome,	Chuo-ku, Minami Nijyo, Sa	pporo, Hokkaido
Usage		Rental commercial facility	
Site Area	2,790 ㎡(8	344 Tsubo)	323 m (98 Tsubo)
Gross Floor Area	20,814㎡ (6,296 Tsubo)	214㎡ (65 Tsubo)	2,567 m (777 Tsubo)
Number of Stories	9 floors above ground, 3 floors below ground	3 floors above ground	7 floors above ground, 2 floors below ground
Structure	Steel frame reinforced concrete construction (partially reinforced concrete construction)	Steel frame construction	Steel frame reinforced concrete construction
Completion	August, 1969	December, 1985	August, 1969



DAIBIRU PIVOT, etc.

Located in a traditional commercial area in Sapporo City, where street-side shops are concentrated, and directly connected to Sapporo Subway Odori Station and JR Sapporo Station via the underground shopping arcade and passageway.





DAIBIRU PIVOT, etc.

Reasons for choosing Sapporo

- High concentration of economy and population as the central city in the regional block area
- The gateway city of Hokkaido, which is rich in tourist resources
- Stable growth in economy and inbound demand in the future
- Promising factors such as extension of the Hokkaido Shinkansen to Sapporo City and the Sapporo Winter Olympics

Future Plans

- For the time being, the acquired buildings will be operated as PIVOT (the commercial facility) as before.
- The Sapporo Office (opened in January 2020) will strengthen collaboration with the region.
- Redevelopment will be planned so that it can contribute to the development of Sapporo City by taking advantage of a sizable block of nearly 3,300m² (1,000 tsubo) located in the center of the city, making it a rare find.

DAIBIRU GROUP

Seavans South

- Acquired in November 2019
- \cdot 7 minutes walk from Hamamatsucho Station (JR / Tokyo Monorail)

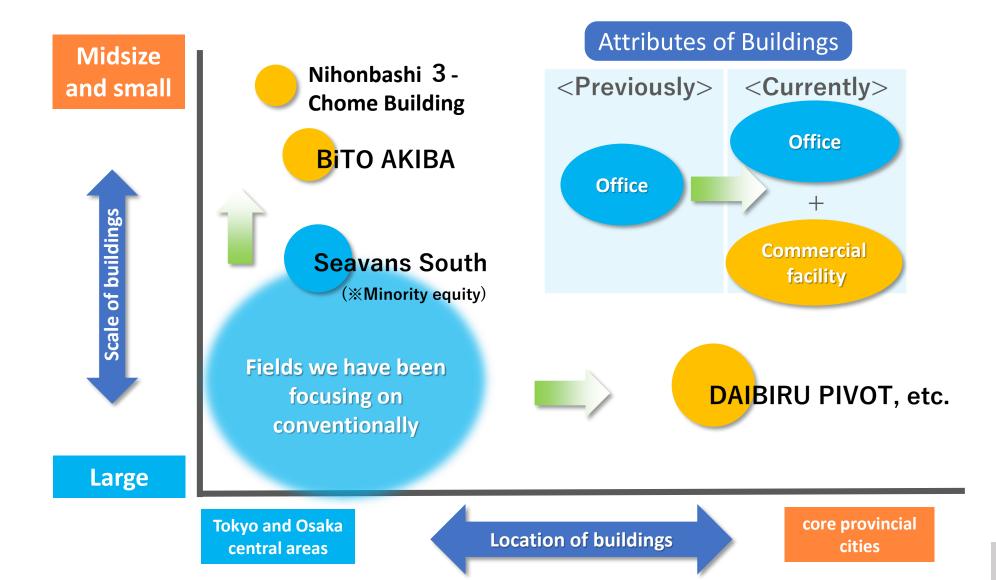
• The Company's first minority equity investment in Japan. The Company realized investment in the center of Tokyo by sharing in the investment instead of acquiring a majority share.

Location	2-3, Shibaura 1-chome, Minato-ku, Tokyo			
Gross Floor Area	74,222 m ² (22,452 Tsubo) X Including portions owned by co-owners			
Ownership Ratio	Approximately 10% (sole ownership)			
Number of Stories	24 floors above ground, 2 floors below ground			
Structure	Steel frame structure (partially steel frame reinforced concrete structure and reinforced concrete structure)			
Usage	Offices			
Completion	January, 1991			
Design/Construction	SHIMIZU CORPORATION			





> Extension of investment targets to "small and medium-sized office and commercial buildings in CBD" and "core provincial cities," in addition to "large-sized office buildings in CBD"









Office building development project in Sydney, Australia <u>"275 George Street"</u>

Very convenient location in CBD* center *Central Business District

- Completion scheduled in late Fiscal 2020
- \cdot Now under construction work

Location	275 George Street, Sydney, NSW, Australia
Lot area	626㎡ (189 tsubo)
Net leasable area	approx. 7,200m (approx. 2,200 tsubo)
Size	15 floors above ground, 3 floors below
Structure	Reinforced concrete construction
Usage	Office and Retail
Architect	Architectus
Constructor	John Holland Group



Phase – II Progress < Priority Strategies ③ Improvement of Overseas Businesses >

<u>"275 George Street"</u>

• Located on the north-south highway in the heart of the Sydney CBD, on the corner of George Street and Margaret Street

 \cdot Adjacent to Wynyard station, one of the main stations in the CBD

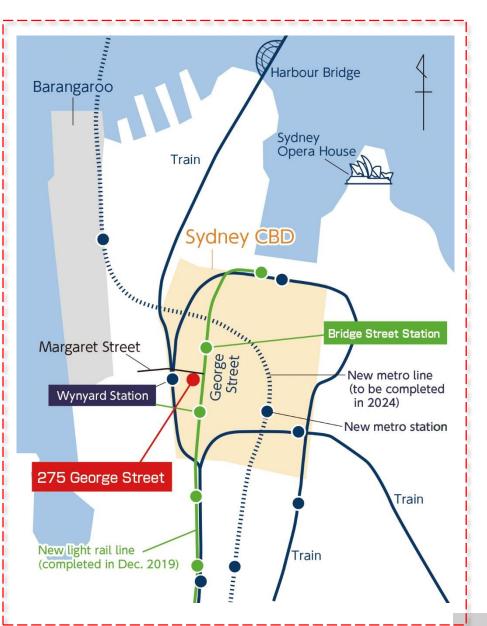
• Light rail service was started on the George Street from December 2019.

 \cdot A new subway line will be completed in 2024

• At Wynyard station and Barangaroo district, redevelopment is in progress

 Access available via a public walking tunnel (Wynyard Walk) to Barangaroo district

Very convenient location in CBD center
 Good access to the developing western area
 Location advantage is expected to increase further in the future





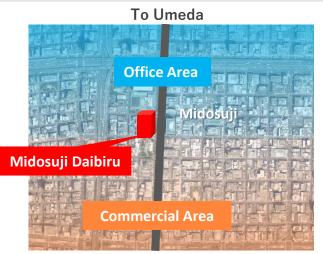


Promotion of Reconstruction of Midosuji Daibiru Building

• The location will serve as a node for the office area and the commercial area. In the future, with the abolition of the side roads of Midosuji, it is conceivable that the number of pedestrians and people will increase and the area will be vitalized.



- Completion in 1964 (56 years old)
- Scheduled to be closed at the end of 2020
- Target completion in fiscal 2023



To Namba



Conceptual drawing of car-free Midosuji street [pedestrian-centric street] (Source: "Midosuji future vision (proposal)" of Midosuji 80th Anniversary Project Promotion Committee)

Location	4-1-2 Minamikuboji-cho, Chuo-ku, Osaka
Lot Area	1,483㎡ (449 tsubo)
Architect	Nikken Sekkei Ltd



Promotion of Reconstruction of Yaesu Daibiru Building

• Located in the Yaesu area near Tokyo Station, the property is directly connected to the Yaesu underground shopping center and is in a premium location unaffected by a fluctuating office market.



- Completion in 1968 (52 years old)
- Scheduled to be closed at the end of 2021
- Target completion in fiscal 2025







The forecast for fiscal 2020 has been revised downward from the original plan in consideration of the impact from the new coronavirus infection(COVID-19).
(Billions of yen)

	Fiscal 2017	Fisca	2018	Fiscal 2019			Fiscal 2022		
	2011	Plan	Actual	Actual	Plan	Forecast	Plan		(Vision)
Operating Revenue	40.4	40.5	40.6	42.8	43.0	42.5	46.0		55.0
Operating Profit	11.1	10.0	10.3	11.6	11.0	10.5	13.0		18.0
Net Income	7.3	6.5	7.0	7.9	7.0	7.0	8.0		11.0
ROA Operating Profit /Total Assets]	3.1%	2.8%	2.9%	3.1%			3.1 %		3.5%
D/E Ratio	0.9	0.9	1.0	1.1			1.1		1.2

Phase – II Progress (Investment Targets)



- > Total Investments for five year will be ¥120.0 billion
- > About 50% of this total investments has been decided(as of the end of March 2020)

Priority Strategies	Investment (Fiscal 2018 -2022)	Decided (as of March 2020)
Investment for growth	(Billions of yen)	(Billions of yen)
(1) Investment in high-end office properties in CBD	65.0	about 30.0
(2) Expansion of investment targets	0010	
(3) Improvement of overseas businesses	40.0	about 20.0
Enhancement of business bases		
(4) Investment to enhance the competitiveness of existing assets	15.0	about 5.0
(5) Enhancement and expansion of property maintenance businesses		
Total	<u>120.0</u>	<u>About55.0</u>

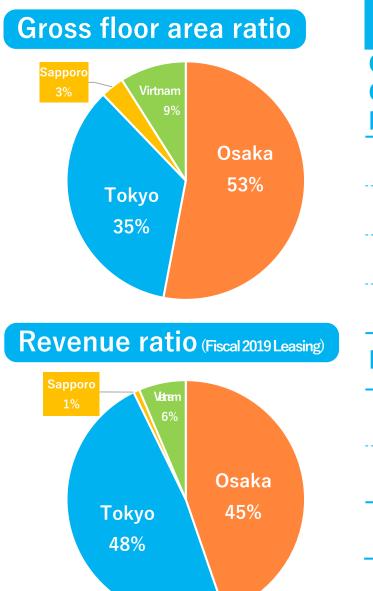


Steady progress on the medium-term investment plans

		2018FY	2019FY	2020FY	2021FY	2022FY	2023FY	2024FY	2025FY	2026FY
NEW	Nihonbashi 3-chome Building	Acqui	red							
NEW	ΒΙΤΟ ΑΚΙΒΑ	Constructio	n Grand Openin							
NEW	Seavans South		Acquired							
NEW	275 George Street	PJ acquire	d Construct	non	heduled con nd opening	npletion				
Reconst- ruction	Midosuji Daibiru Building	Decision)	Closure		Construction		heduled mpletion		
Reconst- ruction	Yaesu Daibiru Building	Decision			Closure		Constructio	n		duled pletion
Redevelop- ment	DAIBIRU PIVOT, etc		Acquired	Pla	nning					

References -Commercial Property-





	Number of properties	Gross flo	Gross floor area		
Office buildings and Commercial buildings	32	700,208 m ²	(211,813 tsubo)		
Osaka area	12	378,879m²	(114,611 _{tsubo})		
Tokyo area	15	231,254 m²	(69,954 _{tsubo})		
Sapporo area	3	23,595 m²	(7,137 _{tsubo})		
Vietnam	2	66,480 m²	(20,110 _{tsubo})		
Residences	15	39,335 m ²	(11,899 _{tsubo})		
Osaka area	2	13,184 m²	(3,988 _{tsubo})		
Tokyo area	13	26,151 m²	(7,911 _{tsubo})		
То	tal 47	739,543m	(223,712 _{tsubo})		
	(Note) Properties in operation as of March 31, 2020. As to the co-owned properties, our share is stated.				

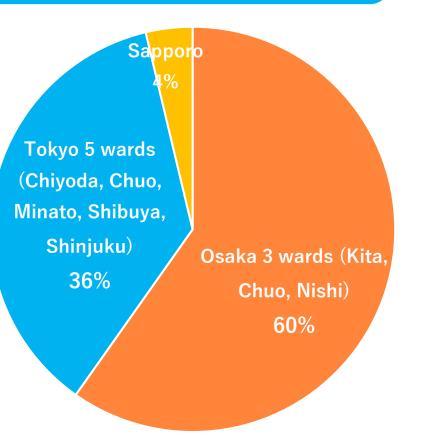
Total revenue ¥32.9 billion

(Note) Before the elimination of intersegment amounts

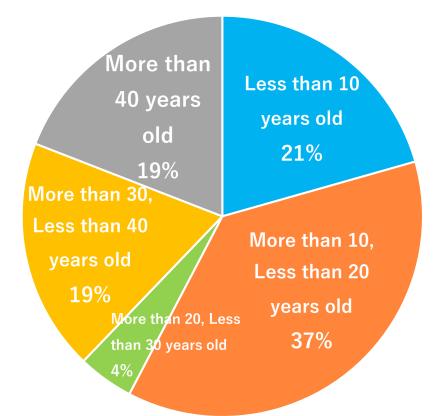
References \sim Building Portfolio (Domestic) \sim



Office buildings and Commercial buildings By location & Gross floor area ratio



Office buildings and Commercial buildings Gross floor area ratio by building age



Intensively focused on holding in CBD

Well-balanced holding of both new and older buildings

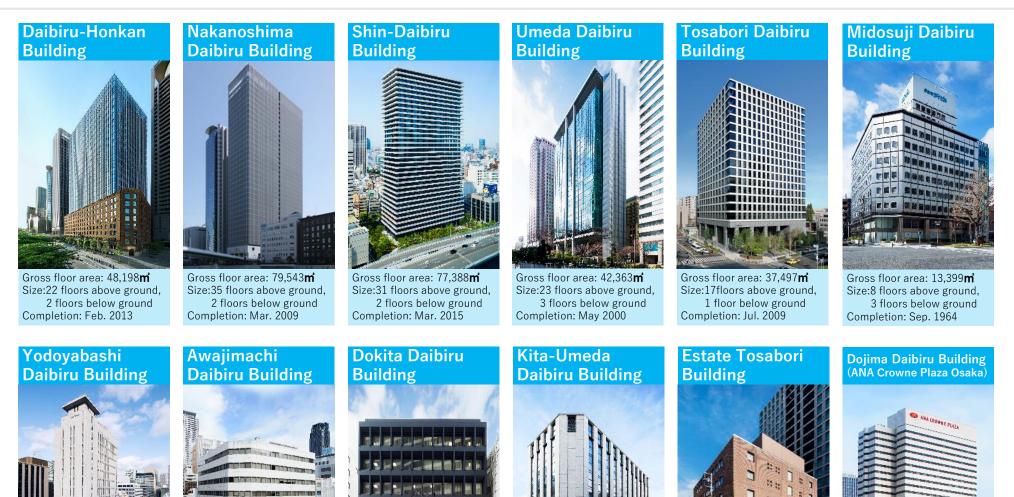
(Note) Properties in operation as of March 31, 2020. As to the co-owned properties, our share is stated.





References -List of Our Properties (Osaka)-





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

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



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



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



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

Gross floor area: 5,635m

Completion: Oct. 1997

Size:5 floors above ground,

1 floor below ground



References -List of Our Properties (Tokyo)-





Gross floor area: 29,961**m** Size:21 floors above ground, 3 floors below ground Completion: Oct. 1989

Aoyama Rise Square



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

Akihabara Daibiru Building



Gross floor area: 50,290**m** Size:31 floors above ground, 2 floors below ground Completion: Mar. 2005

Kojimachi Daibiru Building



Gross floor area: 11,610**mi** Size:7 floors above ground, 2 floors below ground Completion: Sep. 1976

Shosen Mitsui Building (Toranomon Daibiru Building)



Gross floor area: 34,655**m** Size:16 floors above ground, 3 floors below ground Completion: Nov. 1979

Shiba Daibiru Building



Gross floor area: 10,833**m** Size:10 floors above ground, 1 floor below ground Completion: Jun. 1989

Yaesu Daibiru Building



Gross floor area: 26,723**m** Size:9 floors above ground, 5 floors below ground Completion: Jun. 1968

Uchisaiwaicho Daibiru Building



Gross floor area: 10,122**mi** *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: 10,008**mi** *Including portions owned by co-owners Size:8 floors above ground, 1 floor below ground Completion: Sep. 1986

Estate Shiba Building



Gross floor area: 499**m** Size:5 floors above ground Completion: Dec. 1987

BITO AKIBA



Gross floor area: 4,948**m** Size:11 floors above ground, 2 floors below ground Completion: Jul. 2019

BITO AKIBA PLAZA



Gross floor area: 3,201**m** Size:9 floors above ground, 1 floor below ground Completion: Mar. 2005

Seavans South



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

Nihonbashi 3-Chome Building



Gross floor area: 2,305**m** Size:7 floors above ground, 2 floor below ground Completion: Mar. 1989

Shinjuku Daibiru Building (Shinjuku ALTA)



Gross floor area: 11,255**m** Size:8 floors above ground, 3 floors below ground Completion: Apr. 1980

References -Building Locations-



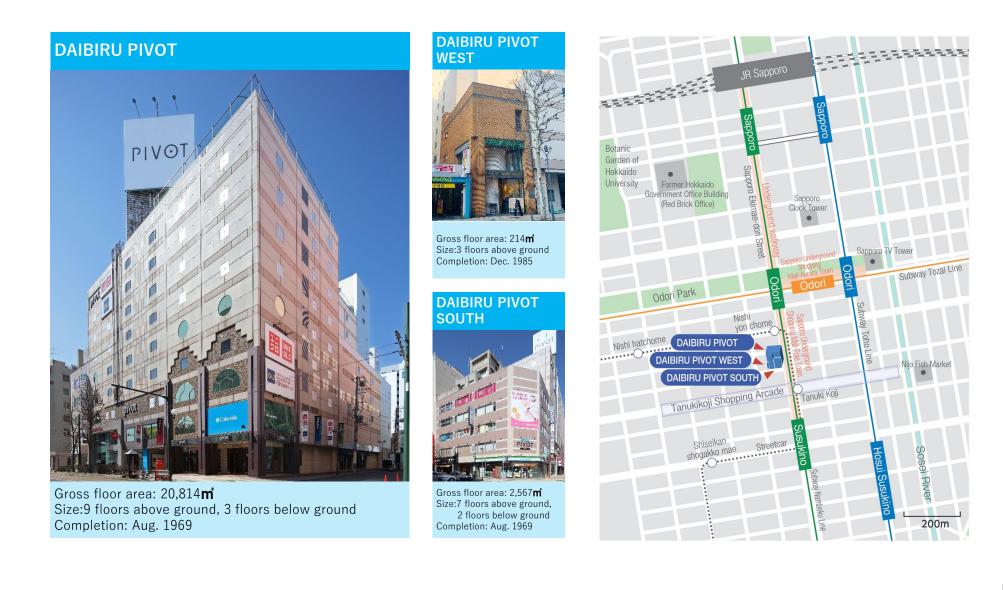
Osaka area



Tokyo area









CornerStone Building



Gross floor area: 48,494 m² Size:14 floors above ground, 3 floors below ground Completion: Jun. 2013

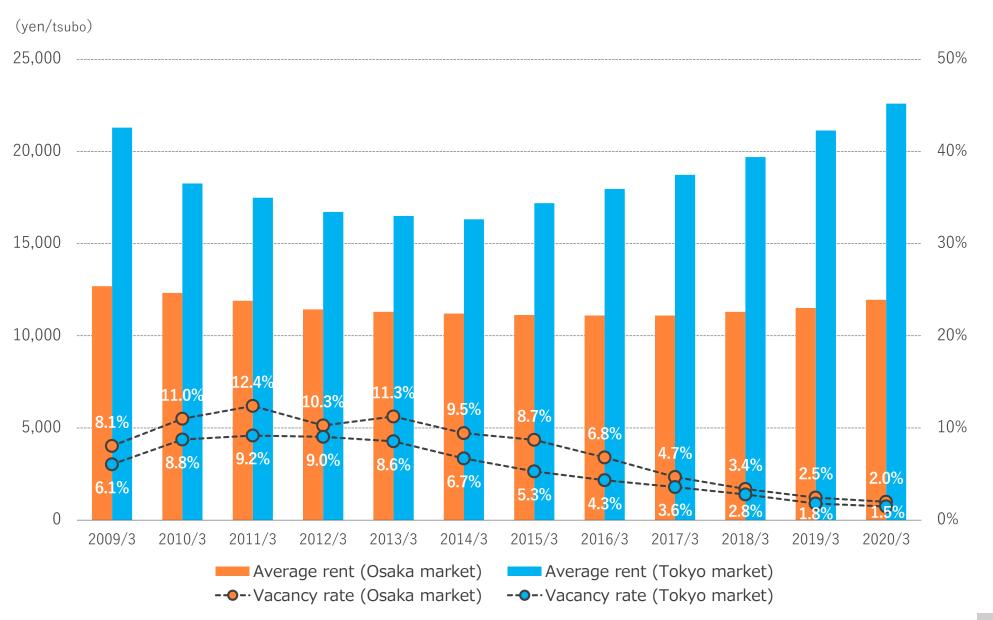




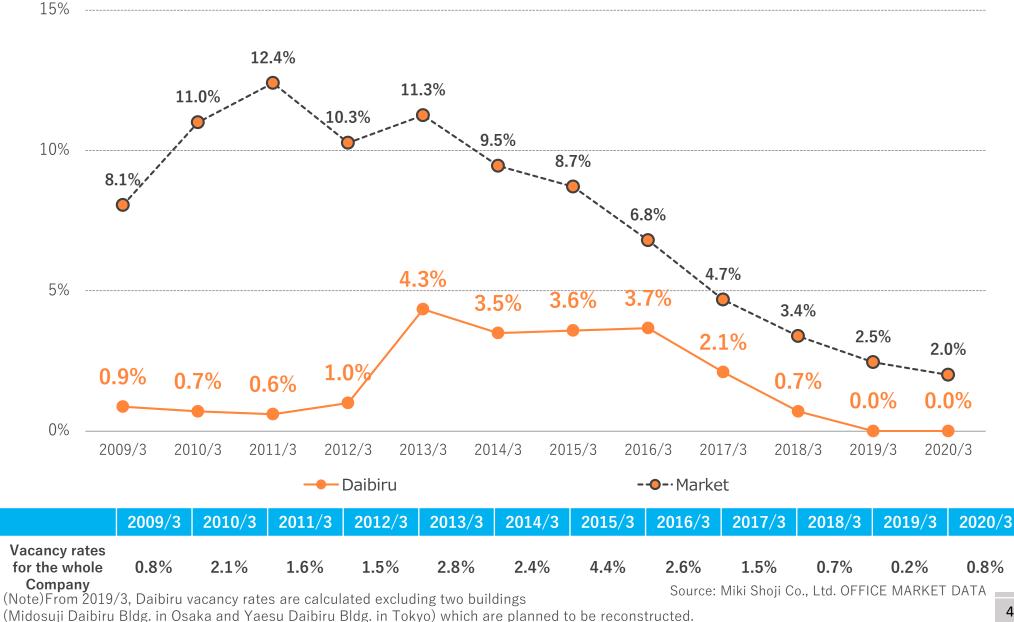
Gross floor area: 17,986m² Size:18 floors above ground, 2 floors below ground Completion: Dec. 1996

References - Vacancy Rates · Average Rents (Market)-





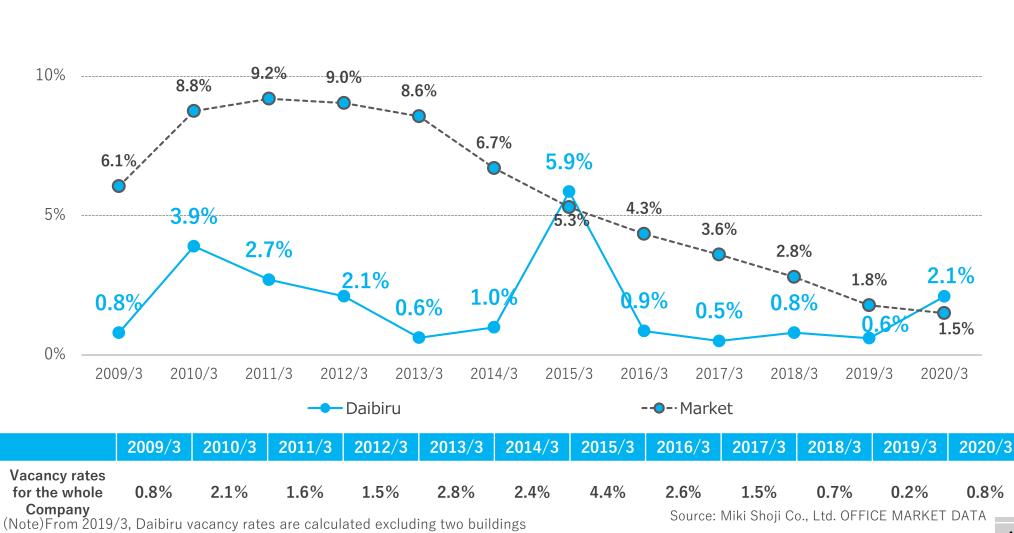
References - Vacancy Rates For The Company (Osaka area)-



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

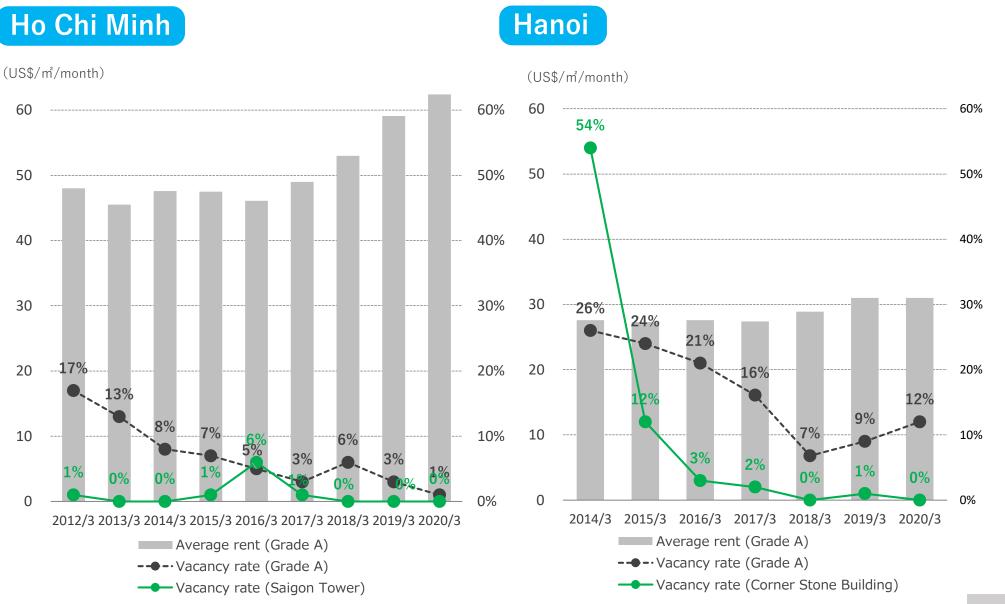
15%





(Midosuji Daibiru Bldg. in Osaka and Yaesu Daibiru Bldg. in Tokyo) which are planned to be reconstructed.





Source : Savills Market Report

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Contact Information

DAIBIRU CORPORATION Corporate Communications Section Corporate Planning Department

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<Note>

Information in this document, including opinions, forecasts, and projections, were prepared based on the Company's own analyses at the time of compilation of this document. 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.