



Information Meeting

For the Year Ended December 31, 2015

February 29, 2016
SBS Holdings, Inc.

Message from the President

**SBS Holdings, Inc.
President**

Masahiko Kamata

Results of FY2015 and Plan for FY2016

2

(Billions of yen)

	FY2015		FY2016			
	Actual	% of Total	Planned	% of Total	YOY Change (amount)	YOY Change (%)
Net Sales	157.9	100%	145.0	100%	-12.9	-8.2%
Operating Income	5.3	3.4%	6.2	4.3%	0.8	16.0%
Ordinary Income	5.7	3.7%	6.2	4.3%	0.4	7.4%
Net Income	-3.8	—	3.6	2.5%	7.4	—

■ FY2015

- Year end dividend of 16 yen ⇒ No dividend due to current term net loss

■ FY2016

- Quarterly dividend
 - Base date: March 31, 2016
 - Amount of dividend per share: 16 yen
- Year end dividend
 - Base date: December 31, 2016
 - Amount of dividend per share: 16 yen

Extraordinary Losses Related to Transpole and Transfer of the Company's Stocks

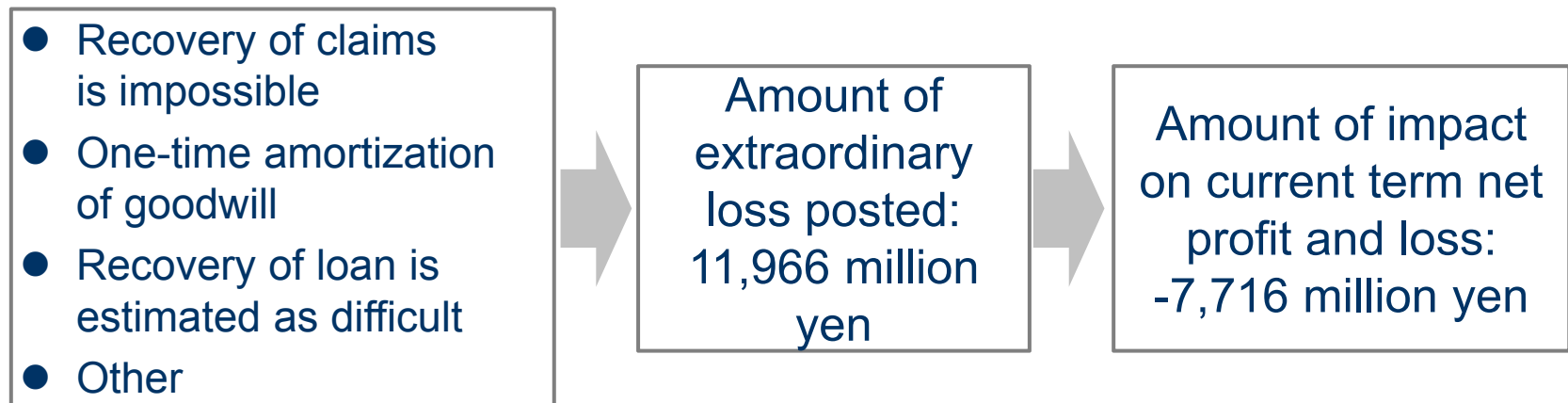
SBS Holdings, Inc.

Managing Director

Kenichi Iriyama

Extraordinary Losses Related to Transpole 5

- Concerns about recovery of claims regarding large amount transactions
- Announcement of financial statements is postponed and survey is continued
- Recovery of claims is estimated as highly difficult
- Total amount of investment balance is charged off



■ Reason for Stock Transfer

- Difficulties with recovery of claims ⇒ Damage to shareholders' equity, deteriorating cash flows
- Mortal wound to the forwarder business, which needs funds
- With aggravation of the situation in the world economy, market environment gets even more severe
- Taking into consideration possibility of expansion of loss with additional support
- Deemed the power of our company alone not sufficient for reconstruction

■ Complete Withdrawal from Management of Transpole

- Total amount of the money invested into the company is charged off
- All shares of the company are offered for sale to a third party
- Occurrence of additional loss prevented



【Memo】

Business Results for FY2015 and Forecasts for FY2016

SBS Holdings, Inc.

Executive Officer, Director of Finance Division

Koki Takehashi

Consolidated Performance (YOY Comparison)

8

(Millions of yen)

	FY2015		FY2016			
	Actual	% of Total	Planned	% of Total	YOY Change (amount)	YOY Change (%)
Net Sales	141,535	100%	157,996	100%	16,460	11.6%
Operating Income	4,098	2.9%	5,347	3.4%	1,249	30.5%
Ordinary Income	3,648	2.6%	5,772	3.7%	2,123	58.2%
Net Income	2,725	1.9%	-3,815	-	-6,541	-

Consolidated Performance (Actual vs. Planned)

9

(Millions of yen)

	FY2015					
	Planned	% of Total	Actual	% of Total	Difference	Achievement Ratio
Net Sales	165,000	100%	157,996	100%	-7,004	95.8%
Operating Income	5,500	3.3%	5,347	3.4%	-153	97.2%
Ordinary Income	4,900	3.0%	5,772	3.7%	872	117.8%
Net Income	3,800	2.3%	-3,815	-	-7,615	—

FY2015 (For the year ended December 31, 2015)

(Millions of yen)

	Logistics	Property Management	Other	Adjusted Total
Net Sales	143,391	8,641	5,963	157,996
YOY Change (%)	10.4%	69.3%	-8.9%	11.6%
Operating Income (Loss)	2,072	3,292	238	5,347
YOY Change (%)	27.6%	39.6%	-30.8%	30.5%
Operating Margin	1.4%	38.1%	4.0%	3.4%

Reference: FY2014 (For the year ended December 31, 2014)

	Logistics	Property Management	Other	Adjusted Total
Net Sales	129,884	5,103	6,548	141,535
YOY Change (%)	7.5%	-8.1%	11.6%	7.1%
Operating Income (Loss)	1,624	2,359	344	4,098
YOY Change (%)	33.2%	-7.5%	70.4%	-0.4%
Operating Margin	1.3%	46.2%	5.3%	2.9%

※Net sales indicated on this page are figures after elimination.

Logistics Business: Full Fiscal Year Results (Domestic/Overseas) 11

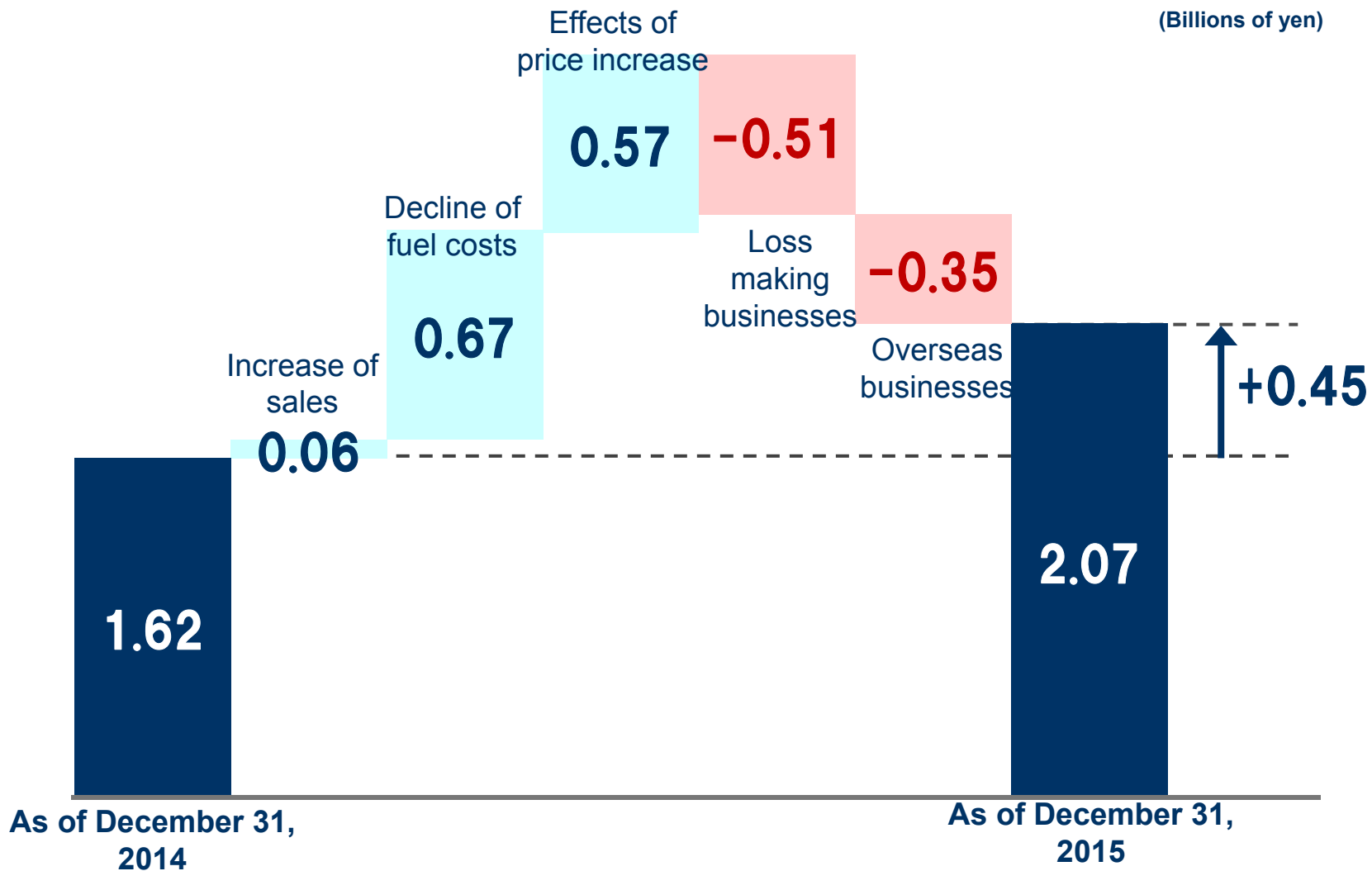
(Millions of yen)

Logistics Business	FY2014 Actual	FY2015 Actual	FY2015		
			% of Total	YOY Change (amount)	YOY Change (%)
Net Sales	129,884	143,391	100.0%	13,507	10.4%
Japan	122,335	125,409	87.5%	3,074	2.5%
Abroad	7,549	17,982	12.5%	10,433	138.2%
Operating Income	1,914	2,780	100.0%	866	45.2%
Operating income margin	1.5%	1.9%			
Japan	1,700	2,417	86.9%	717	42.2%
Operating income margin	1.4%	1.9%			
Abroad	214	363	13.1%	149	69.6%
Operating income margin	2.8%	2.0%			
Amortization of goodwill (abroad)	290	708			
Operating Income	1,624	2,072			
Operating income margin	1.3%	1.4%			
Japan	1,700	2,417			
Operating income margin	1.4%	1.9%			
Abroad	-76	-345			
Operating income margin	-	-			

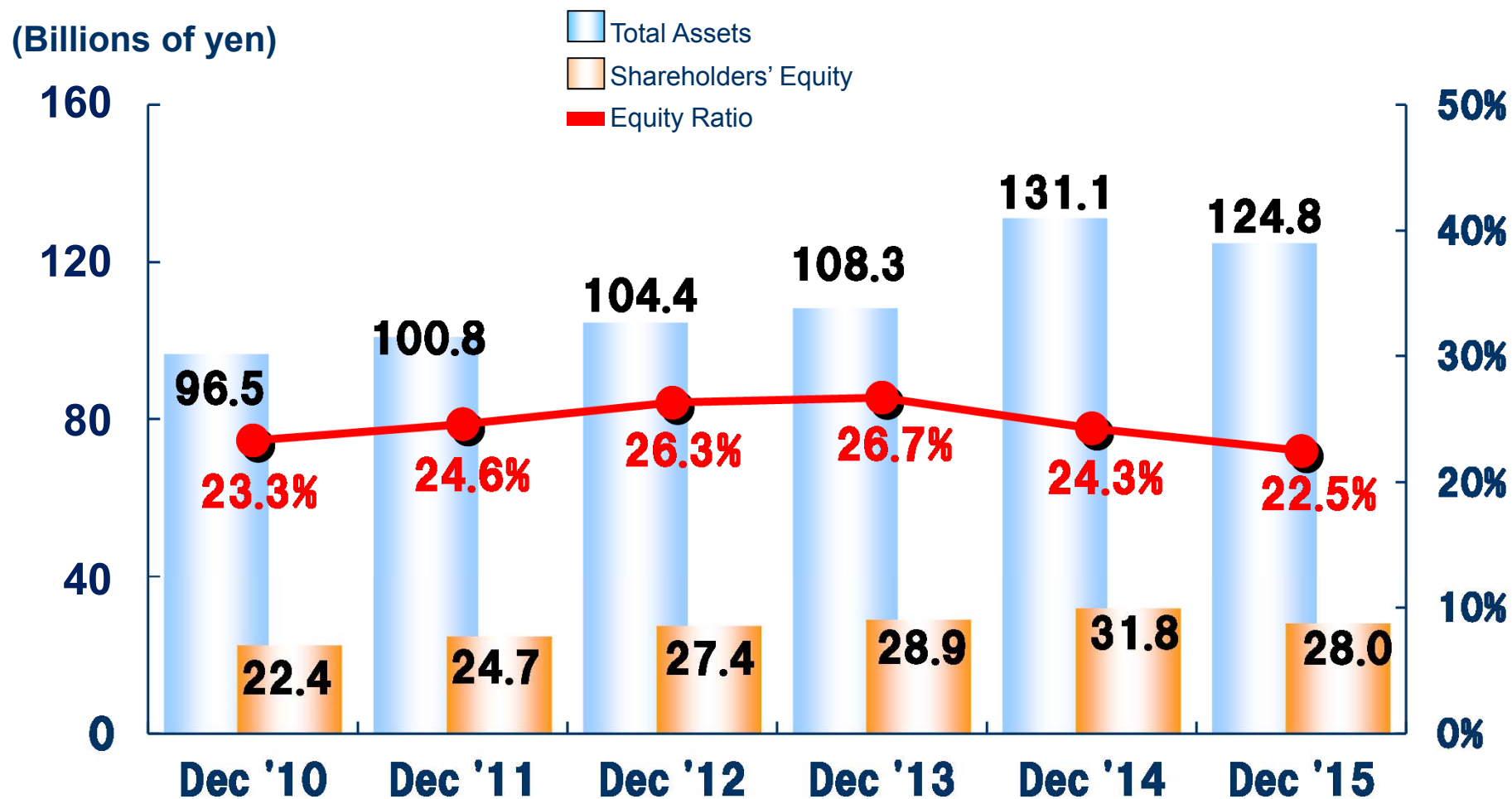
Company name Accounting term	Net Sales	Operating Income	Operating income margin	Amortiza-tion of goodw ill	Operating profit after amortization of goodw ill
Transpole Dec. 2014 - Sep. 2015	13,787	386	2.8%	569	-183
Atlas Dec. 2014 - Sep. 2015	3,299	-57	-1.7%	127	-184
SLHS/SLSG Jan. 2015 - Dec. 2015	896	34	3.8%	12	22
Total	17,982	363	2.0%	708	-345

※Goodwill amortization expense also includes PPA.

Primary Causes of Increases and Decreases of Operating Income in Logistics as Compared with the Previous Term 12

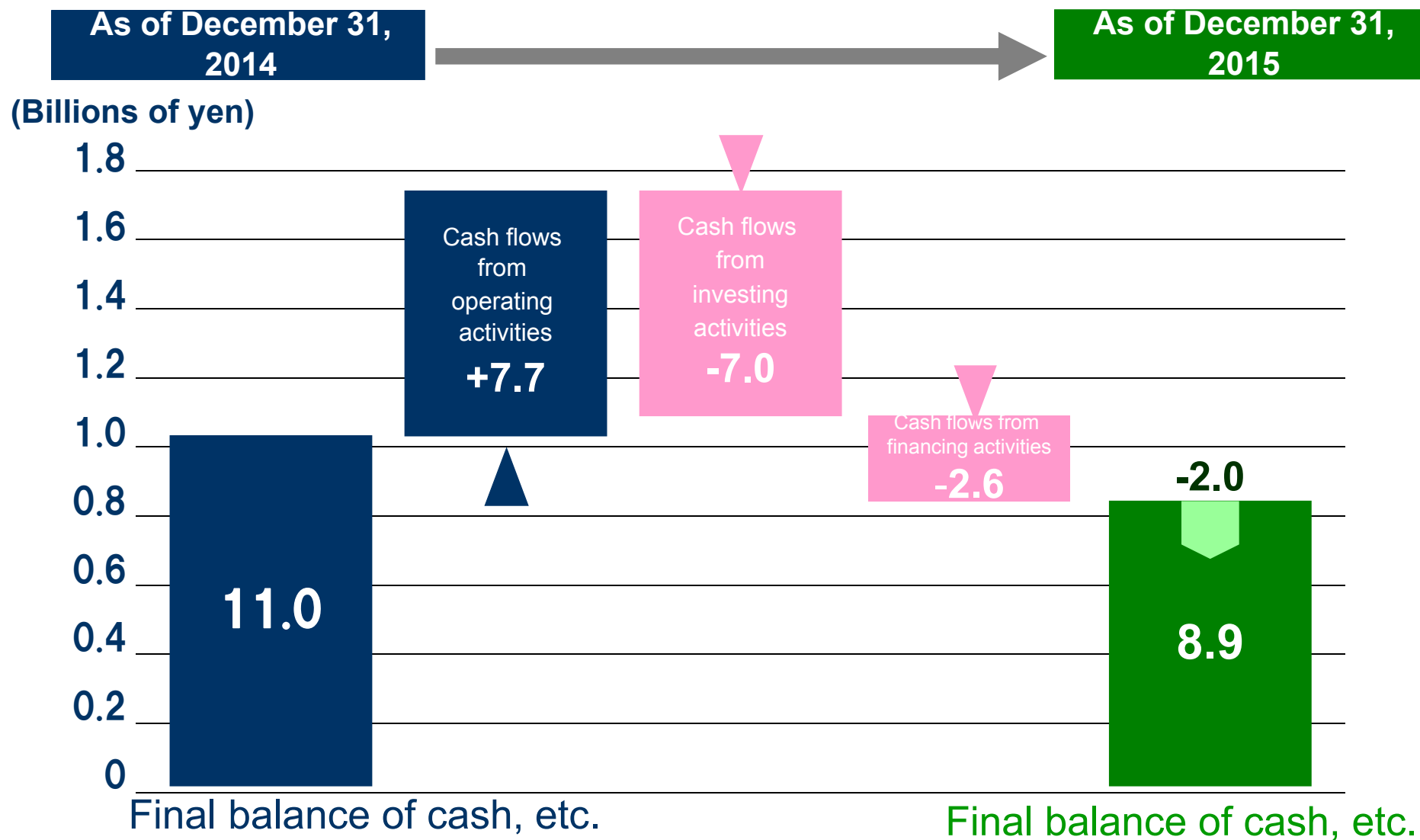


Trends in the Financial Base



Outline of Cash Flows (Consolidated)

15



(Millions of yen)

	FY2015		FY2016			
	Actual	% of Total	Planned	% of Total	YOY Change (amount)	YOY Change (%)
Net Sales	157,996	100%	145,000	100%	-12,996	-8.2%
Operating Income	5,347	3.4%	6,200	4.3%	853	16.0%
Ordinary Income	5,772	3.7%	6,200	4.3%	428	7.4%
Net Income	-3,815	—	3,600	2.5%	7,415	—

FY2016 Forecast by Segment

17

■ FY2016 Forecast (For the year ending December 31, 2016) (Millions of yen)

	Logistics	Property Management	Other	Adjusted Total
Net Sales	128,200	10,500	6,300	145,000
YOY Change (%)	-10.6%	21.5%	5.7%	-8.2%
Operating Income (Loss)	1,200	4,700	300	6,200
YOY Change (%)	-42.1%	42.8%	26.1%	16.0%
Operating Margin	0.9%	44.8%	4.8%	4.3%

Reference: FY2015 Actual (For the year ended December 31, 2015)

	Logistics	Property Management	Other	Adjusted Total
Net Sales	143,391	8,641	5,963	157,996
YOY Change (%)	10.4%	69.3%	-8.9%	11.6%
Operating Income (Loss)	2,072	3,292	238	5,347
YOY Change (%)	27.6%	39.6%	-30.8%	30.5%
Operating Margin	1.4%	38.1%	4.0%	3.4%

※Net sales indicated on this page are figures after elimination.



SBS GROUP

For Your Dreams.

1. Business Results of and Plan for the 3PL Business	19
2. Outline of Opening of Logistics Centers Totaling 165,000m ²	20
3. Business Results of and Plan for the Property Management Business	21
4. Business Results of and Plan for the Leasing Business	22
5. Business Results of and Plan for the Development Business (Liquidation)	23
6. Business Results of and Plan for the Other Business	24
7. Current State of the Solar Power Generation Business	25

Results of Main Operations

- Drugstore chain (operation of logistics center in Tottori and Tokushima)
- Major supermarket chain (operation of a 30,000m² scale logistics center)
- Food manufacturer (operation of a 16,500m² logistics center)
- Wine logistics (operation of a joint center for premium wines)
- CD/DVD wholesale business (operation of a logistics center)

Trends of Sales in the 3PL Business

(Billions of yen)

	FY2013	FY2014	FY2015	FY2016 Plan
Net sales (domestic logistics)	117.5	122.8	125.4	128.2
Among these, 3PL net sales	46.1	48.5	51.2	54.5
YOY Change (%)	4.1%	5.2%	5.6%	6.4%
% of Total	39.2%	39.5%	40.8%	42.5%

Outline of Opening of Logistics Centers Totaling 165,000m²

20

■ Main Centers Opened (First Half of the FY2016)

Location	Floor space	Type of industry/work handled
Sugita/Yokohama	39,600m ²	Wine, Internet-order sales of apparel, etc.
Tokorozawa/Saitama	30,360m ²	Department stores, etc.
Sakura/Chiba	17,820m ²	Supermarkets, wholesale of foodstuffs
Inzai/Chiba	29,700m ²	Internet-order sales, etc.
Ichikawa/Chiba	14,520m ²	Supplies
Sanda/Hyogo	33,000m ²	Drugstores
Ginza/Tokyo	49,500m ²	On-site logistics for business complexes

※ Total floor space excluding on-site logistics is 165,000m².

Business Results of and Plan for the Property Management Business

21

(Millions of yen)

Real Estate Business	FY2013	FY2014	FY2015	FY2016 Plan
Net Sales	5,554	5,103	8,641	10,500
YOY Change (%)	121.8%	-8.1%	69.3%	21.5%
Leasing Business	2,672	2,285	2,685	3,200
Development Business	2,881	2,818	5,956	7,300
Operating Income	2,550	2,359	3,292	4,700
YOY Change (%)	111.4%	-7.5%	39.6%	42.8%
Leasing Business	1,358	1,119	1,378	1,600
Development Business	1,191	1,240	1,914	3,100

※Leasing Business: renting out logistics facilities, office complexes, residences, etc. owned

※Development Business: developing logistics facilities and selling (liquidating) them to funds and institutional investors





(Millions of yen)

Leasing Business	FY2013	FY2014	FY2015	FY2016 Plan
Net Sales	2,672	2,285	2,685	3,200
YOY Change (%)	6.7%	-14.5%	17.5%	19.2%
Operating Income	1,358	1,119	1,378	1,600
YOY Change (%)	12.6%	-17.6%	23.1%	16.1%
Completed facilities	Noda Yoshiharu Logistics Center		Nagatsuta Logistics Center	Sinsugita Logistics Center Tokorozawa Logistics Center
Sold facilities	West Japan Logistics Center (51%)	West Japan Logistics Center (49%)	Noda Yoshiharu Logistics Center Tokorozawa Logistics Center	Kawagoe Logistics Center

Business Results of and Plan for the Development Business (Liquidation)

23

(Millions of yen)

Development Business	FY2013	FY2014	FY2015	FY2016 Plan
Net Sales	2,881	2,818	5,956	7,300
Operating Income	1,191	1,240	1,914	3,100
Property	West Japan Logistics Center	West Japan Logistics Center	(1) Tokorozawa Warehouse (2) Noda Yoshiharu Logistics Center	Kawagoe Logistics Center
			 Noda Yoshiharu Logistics Center	
Buyer	SBS Logifund No.1 (Private placement fund)	SBS Logifund No.1 (Private placement fund)	(1) General enterprise (2) GLP J-REIT	To be determined
Notes	Sold 51% interest of our trust beneficiary right	Sold 49% interest of our trust beneficiary right	(1) Sold through regular market channels (2) Sold our trust beneficiary right through Central Compass Co., Ltd.	Our trust beneficiary right to be sold

Business Results of and Plan for the Other Business 24

(Millions of yen)

Other Business	FY2013	FY2014	FY2015	FY2016 Plan
Net Sales	5,865	6,548	5,963	6,300
YOY Change (%)	-3.9%	11.6%	-8.9%	5.7%
Staffing	3,934	4,338	3,938	4,200
Solar	102	272	356	400
Other	1,828	1,738	1,514	1,700
Operating Income	202	344	238	300
YOY Change (%)	359.1%	70.3%	-30.8%	26.1%
Staffing	69	220	128	160
Solar	22	70	76	100
Other	110	53	33	40

Current State of the Solar Power Generation Business 25

- Number of facilities operated reached 13
- In 2016, the Group will increase the number further to 14 and total power generation capacity will reach 10MW

Facility name	Launch date	Power generation capacity (kW)
1 Noda Yoshiharu Logistics Center	Mar. 2013	514
2 Chikuma Logistics Center	Jul. 2013	604
3 Shibayama Solar Power Plant	Aug. 2013	2,826
4 Kawagoe Logistics Center	Aug. 2013	830
5 West Japan Logistics Center	Mar. 2014	617
6 Shibayama No. 2 Solar Power Plant	Sep. 2014	710
7 Kimitsu Branch, SBS Logicom	Oct. 2014	268
8 Yoshikawa Branch, SBS Logicom	Oct. 2014	223
9 Takasaki Office, SBS Logicom	Oct. 2014	161
10 Odawara Branch, SBS Freight Service	Dec. 2014	210
11 Nagatsuta Logistics Center	Feb. 2015	935
12 Toyohashi Logistics Center	Sep. 2015	221
13 Sinsugita Logistics Center	Feb. 2016	1,000
Already operating:		9,119
14 Tokorozawa Center (under construction)	Jul. 2016	970
Total		10,089



Solar power generation equipment installed on the roof of the Sinsugita Logistics Center of SBS Logicom (completed February, 2016)

(Millions of yen)

Solar Power Generation Business	FY2015	FY2016 Plan
Net Sales	356	400
YOY Change (%)	130.9%	112.4%
Operating Income	76	100
YOY Change (%)	108.6%	131.6%



【Memo】