



JOINT CORPORATION

株式会社ジョイント・コーポレーション

Operating Results and Business Overview for
the Fiscal Year ended March 31, 2009

May 27, 2009

Security code: 8874

Tokyo Stock Exchange First Section

I	Operating Results and Business Overview for the Fiscal Year ended March 31, 2009	
	Analysis of Income Statements	3
	Results by Segment	4
	Analysis of Balance Sheet	5
II	Our Efforts in the Fiscal Year ended March 31, 2009	
	Efforts during the Fiscal Year ended March 31, 2009	7
	Right-sizing the Balance Sheet	8
	Group Restructuring	10
	ORIX Group's Investment in Joint Corporation etc.	11
	Stepping Up Condominium Sales Promotion	12
	Business Environment	13
III	Reference Materials	
	Condominium Supply in Greater Tokyo	15
	Trends in the Value of J-REIT Assets	16
	Comparison of International REIT Markets	17
	Condominium Development Data (1)	18
	Condominium Development Data (2)	19
	Securitization Development Data (1)	20
	Securitization Development Data (2)	21
	Key Financial Data and Benchmarks	22
	Consolidated Cash Flow Statement	23



JOINT CORPORATION

株式会社ジョイント・コーポレーション

I. Operating Results and Business Overview for the Fiscal Year ended March 31, 2009

Consolidated income statements

(million yen)

	Year ended Mar. 31, 2008	Year ended Mar. 31, 2009	% Change
Net sales	187,785	119,583	-36.3%
Cost of sales	144,462	147,817	2.3%
Gross income (Gross income margin)	43,323 (23.1%)	-28,233 (-)	—
Selling, general and administrative (SG&A)	15,767	19,857	25.9%
Operating income (Operating margin)	27,555 (14.7%)	-48,091 (-)	—
Ordinary income (Ordinary margin)	23,060 (12.3%)	-53,086 (-)	—
Extraordinary gain/loss, net	-7,142	-4,675	—
Net income before tax	15,918	-57,762	—
Net income (Net margin)	9,112 (4.9%)	-64,555 (-)	—

POINT

» Decline of sales due to sluggish securitization development business

POINT

» Write-down of inventory: ¥35.0 bil.

POINT

» Allowances for bad debts: ¥3.5 bil.

POINT

» Loss on sale of non-performing loans: ¥2.2 bil.

» Loss on valuation of securities:
¥2.2bil. (Joint Reit Investment Corporation)

POINT

» Reversal of deferred tax assets: ¥6.0 bil.

Consolidated results by segment

(million yen)

	Net sales		Operating income		Operating margin	
		YoY (% Change)		YoY (% Change)		YoY (% Change)
Condominium development	77,590	55,724 (39.2%)	-10,854	3,128 (-)	—	5.6% (-)
Securitization development	25,742	116,149 (-77.8%)	-35,426	23,293 (-)	—	20.1% (-)
Real estate-related businesses*	17,099	17,132 (-0.2%)	-568	2,293 (-)	—	13.4% (-)
Segment adjustments	-849	-1,221	-1,242	-1,160	—	—
Total	119,583	187,785 (-36.3%)	-48,091	27,555 (-)	—	14.7% (-)

POINT

» Write-down of inventory: ¥6.5 bil.

POINT

» Write-down of inventory: ¥28.5 bil.

POINT

» Allowances for bad debts in the real estate finance business: ¥2.5 bil.

Reference data:

Condominium development

 - Completed inventory: 151 units
 as of March 31, 2009

(March 31, 2008: 148)

*Real estate-related businesses denotes the sum of real estate leasing, property management, and other activities as they appear under segment information in Joint Corporation's earnings reports.

Consolidated balance sheet

(million yen)

	Mar. 31, 2008		Mar. 31, 2009		Change
	Amount	Share	Amount	Share	
Cash and deposits	40,755		11,258		-29,497
Inventory*	235,461	68.4%	163,207	76.4%	-72,254
Other current assets	32,870		8,397		-24,473
Fixed assets	34,946		30,855		-4,090
Total assets	344,033	100.0%	213,718	100.0%	-130,315
Interest-bearing liabilities	218,191	63.4%	153,654	71.9%	-64,537
Other liabilities	46,779		35,313		-11,466
Total liabilities	264,971	77.0%	188,968	88.4%	-76,003
Shareholders' equity	78,638	22.9%	23,451	11.0%	-55,186
Other	424		1,298		874
Total net assets	79,062	23.0%	24,750	11.6%	-54,311
Total liabilities and net assets	344,033	100.0%	213,718	100.0%	-130,315

POINT

» New purchases held back and priority given to property sales

POINT

» Decrease in real estate finance business loans

» Allowance for bad debts

» Decrease in deferred tax assets

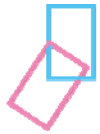
POINT

» Decrease in accrued corporate taxes

POINT

» Loss on valuation and loss on sale of properties

*Inventory denotes the sum of financial statement figures for Real estate for sale, In-process real estate for sale in process, and Stored goods.



JOINT CORPORATION

株式会社ジョイント・コーポレーション

II. Our Efforts in the Fiscal Year ended March 31, 2009

■ Right-sizing the Balance Sheet

- » Emphasize the reduction of inventory and interest-bearing liabilities in line with our fundamental focus on maintaining a healthy balance sheet

■ Group Restructuring

- » Establish a business structure that improves productivity and profitability

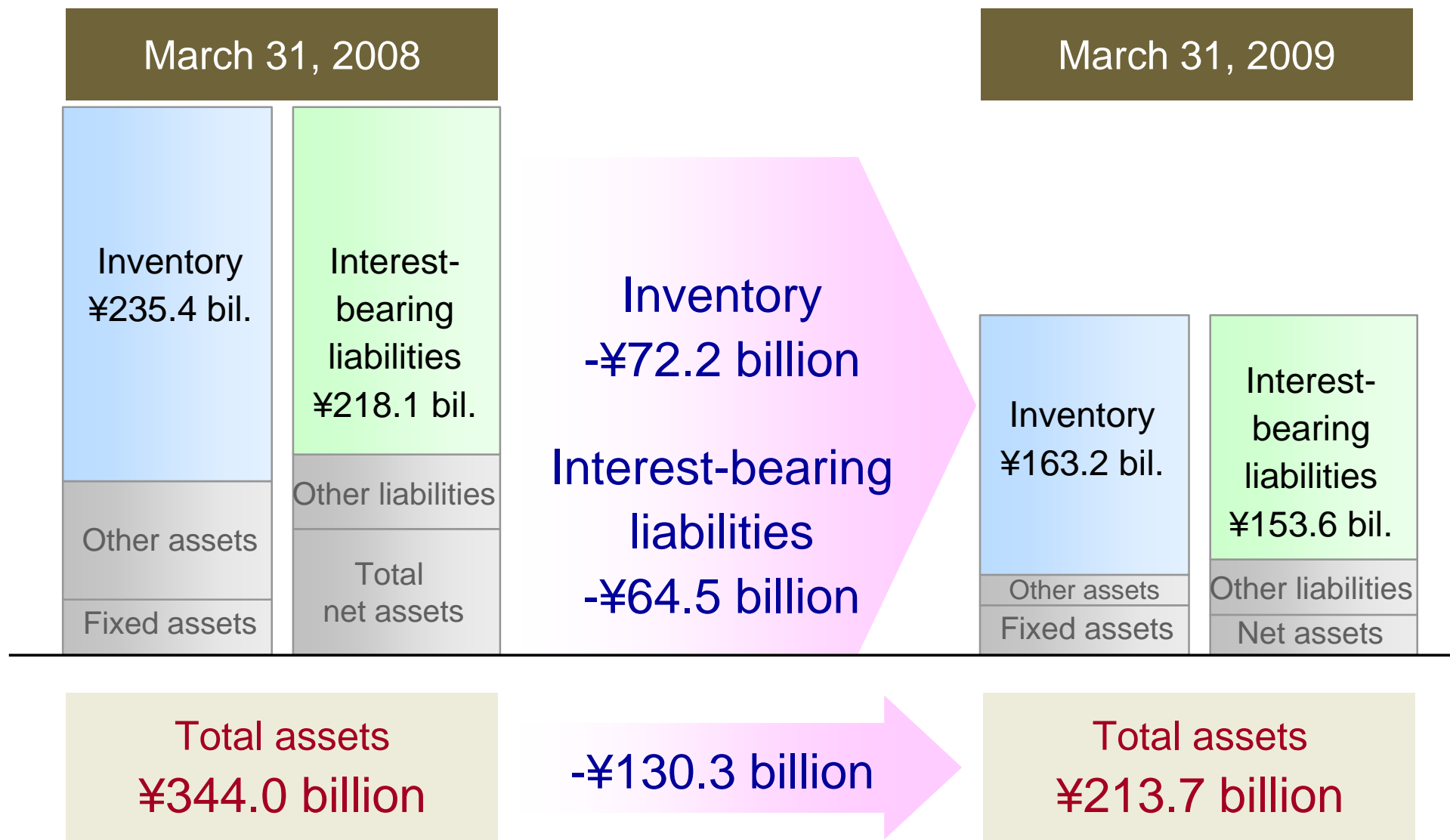
■ ORIX Group's investment in Joint Corporation etc.

- » Build a stable management base backed by credit support
- » Business cooperation with the ORIX Group

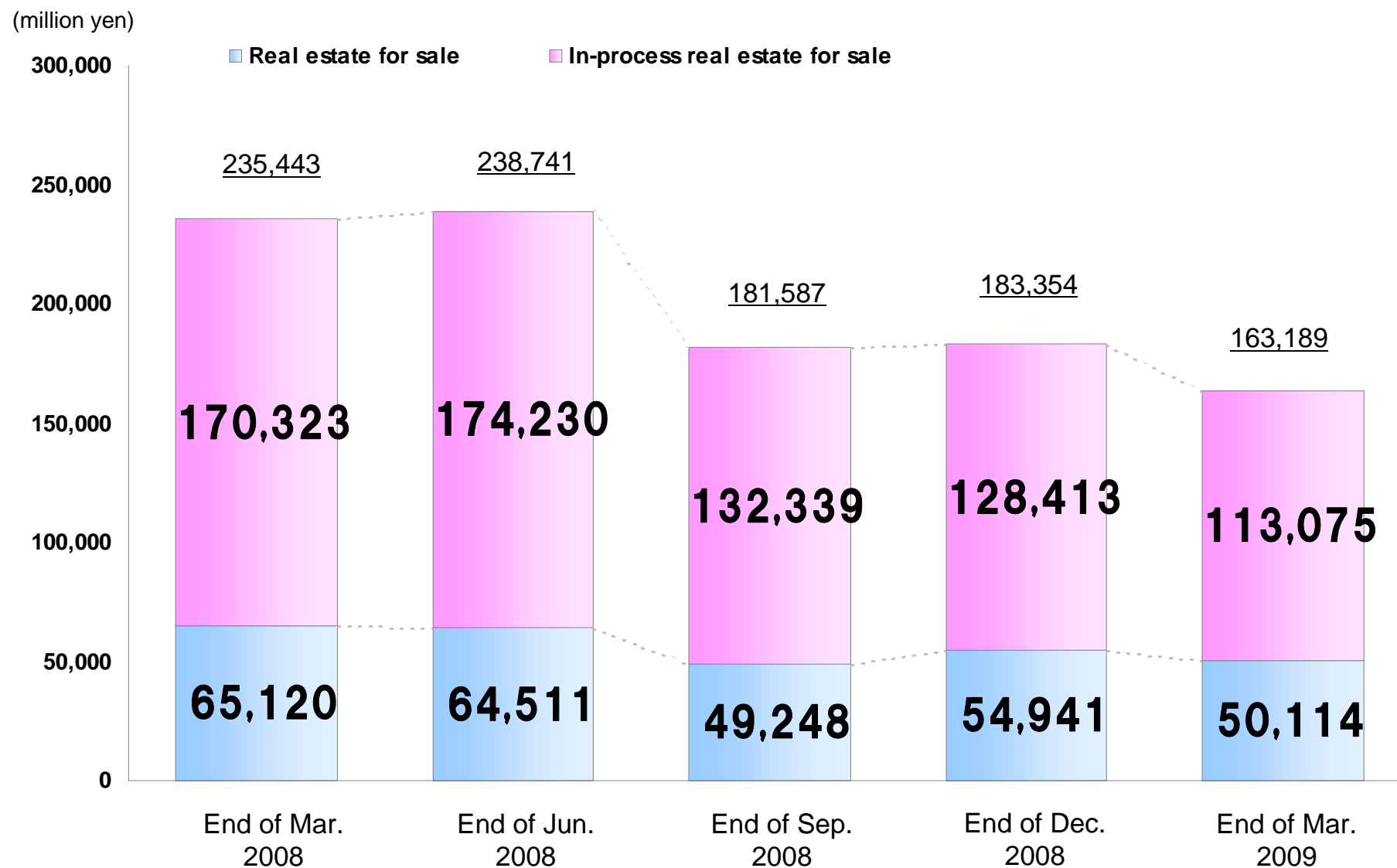
■ Strengthening condominium sales promotion

- » Attracted strong customer numbers through sales promotions
- » Focus human resources on properties delivered in the fiscal year ended March 31, 2009

Emphasize the reduction of inventory and interest-bearing liabilities in line with our basic focus on maintaining a healthy balance sheet



Quarterly trends in real estate for sale etc.



Establish a business structure that improves productivity and profitability

Business consolidation and integration

■ Create group synergy

(Increase productivity by sharing business and management know-how)

- » Consolidate condominium sales businesses into Joint Residential Fudosan
- » Consolidate administrative and development-related businesses* into company headquarters

* Development-related businesses: purchasing, product planning, business promotion, etc.

■ Selectively focus resources on specific group businesses

- » Sell J-COMS stock, integrate PM business, withdraw from finance business

■ Reduce personnel expenses etc.

- » Reduced by around 12.6% vs. previous year
 - » Early retirement support scheme
- * Reduced hiring
* Review of personnel systems (review of compensation plans)

Reference data: Change in headcount



*Based on securities filings.

Build a stable management base backed by credit support

■ Third-party share allocation (i.e., private placement)

Underwriter ORIX Group

Amount underwritten Approximately ¥10.0 billion (both common and preferred stock)

■ Line of credit

Maximum limit ¥20.0 billion **Purpose of funds** Purchasing

Business cooperation with the ORIX Group

■ Business cooperation with the ORIX Group

» Collaboration in leasing, including the Kyoto VINOWA project

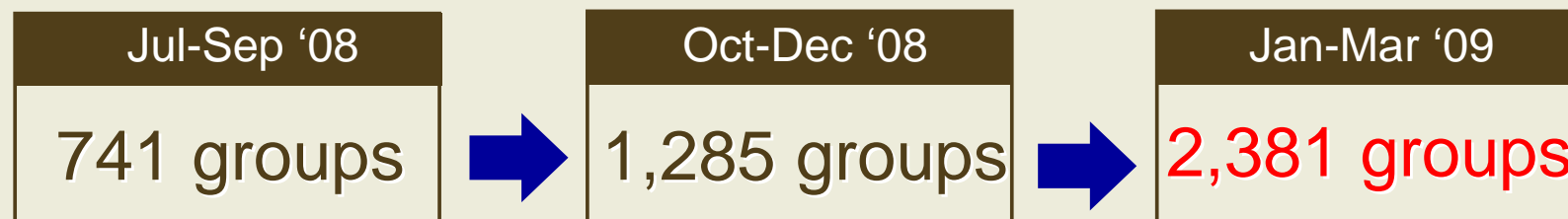
» Collaboration, informational exchange, etc., in the condominium development business

■ **Personnel deployed** 8 persons (as of May 2009)

Attract strong customer numbers through sales promotions

- Sales promotions that offer winners gifts of funds toward their home purchase (carried out in 4Q)
 - » Carried out two sales promotions with total gifts amounting to ¥500 million and ¥200 million respectively
- Intensively allocate human resources to properties delivered in the year ended March 31, 2009
- The campaigns drove large increases in the number of visitors to showrooms and contracts signed

Number of visitors to showrooms (monthly average)



Number of contracts signed (quarterly total)



The real estate market downturn persists

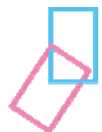
- » Global financial market turmoil
- » Unprecedented economic slowdown
- » Slumping stock markets
- » Sharp deterioration in employment situation
- » Drastic fall in real estate prices
- » Financial institutions curtailing lending
- » Fewer real estate investors and operators in the securitization business

Global financial crisis

Global economic downturn

Real estate market stagnation

Perilous
Business
Environment

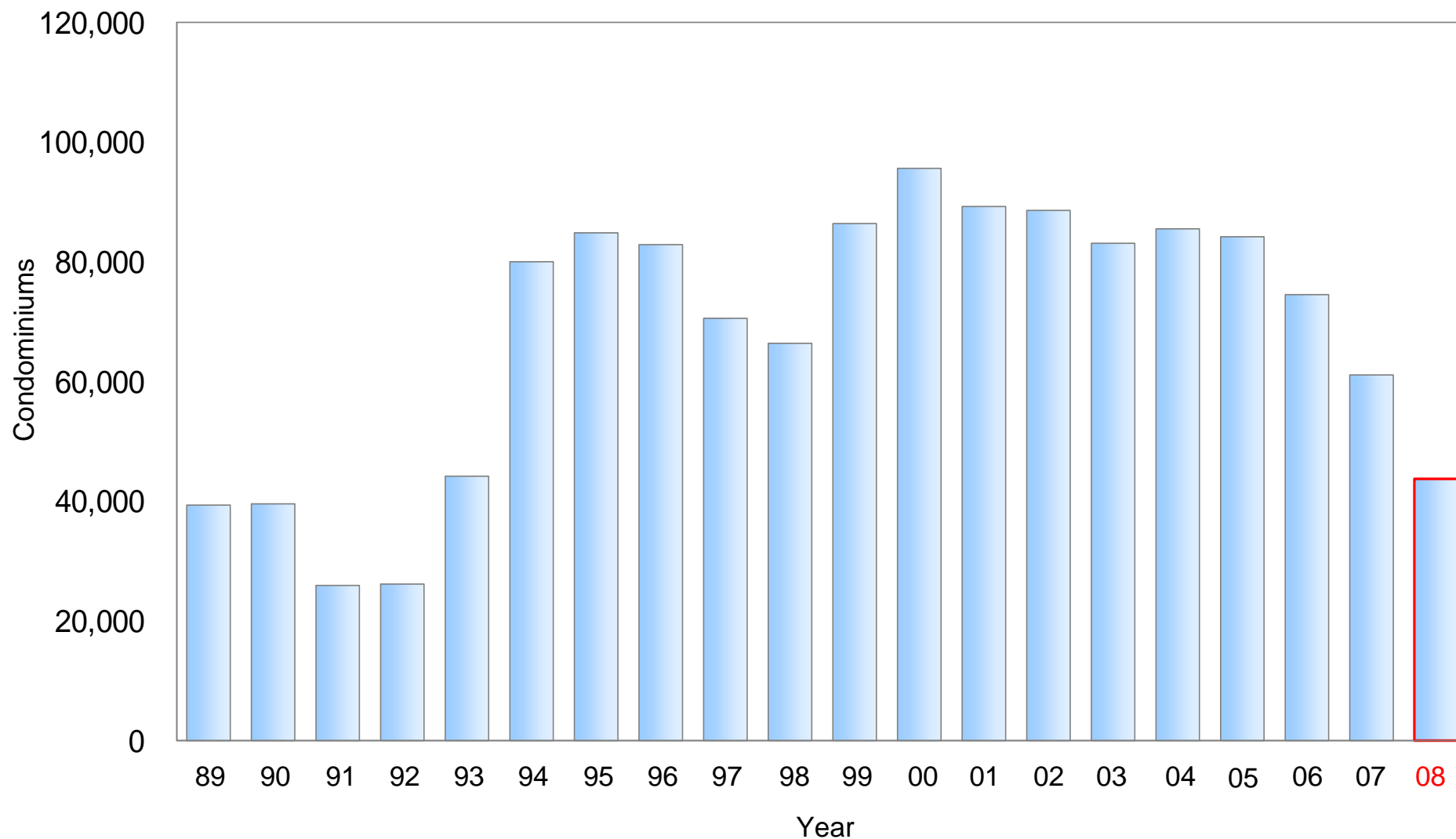


JOINT CORPORATION

株式会社ジョイント・コーポレーション

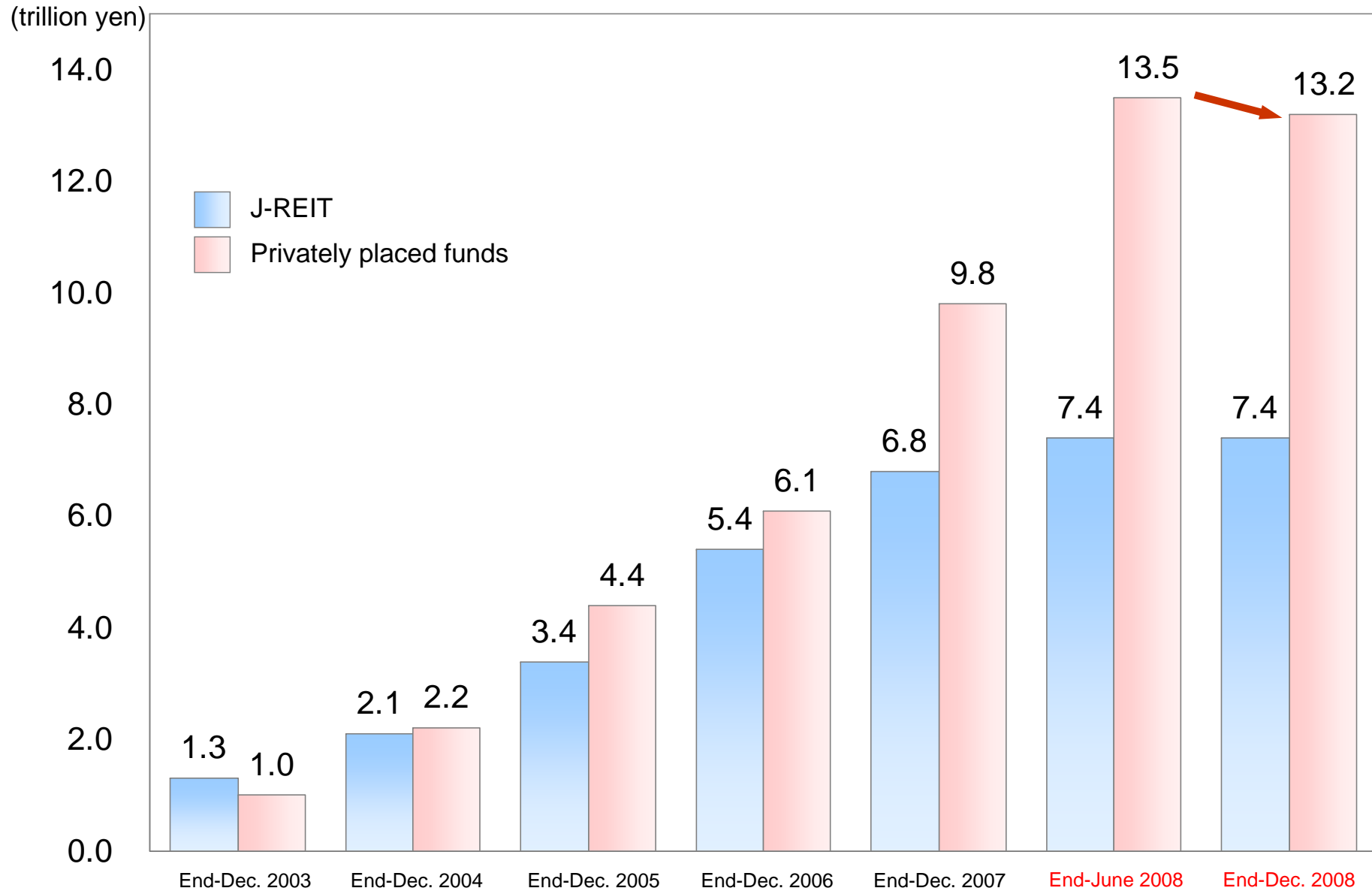
III. Reference Materials

Condominium supply was 43,733 units in 2008, down 28.3% versus 2007



Source: Real Estate Economic Institute

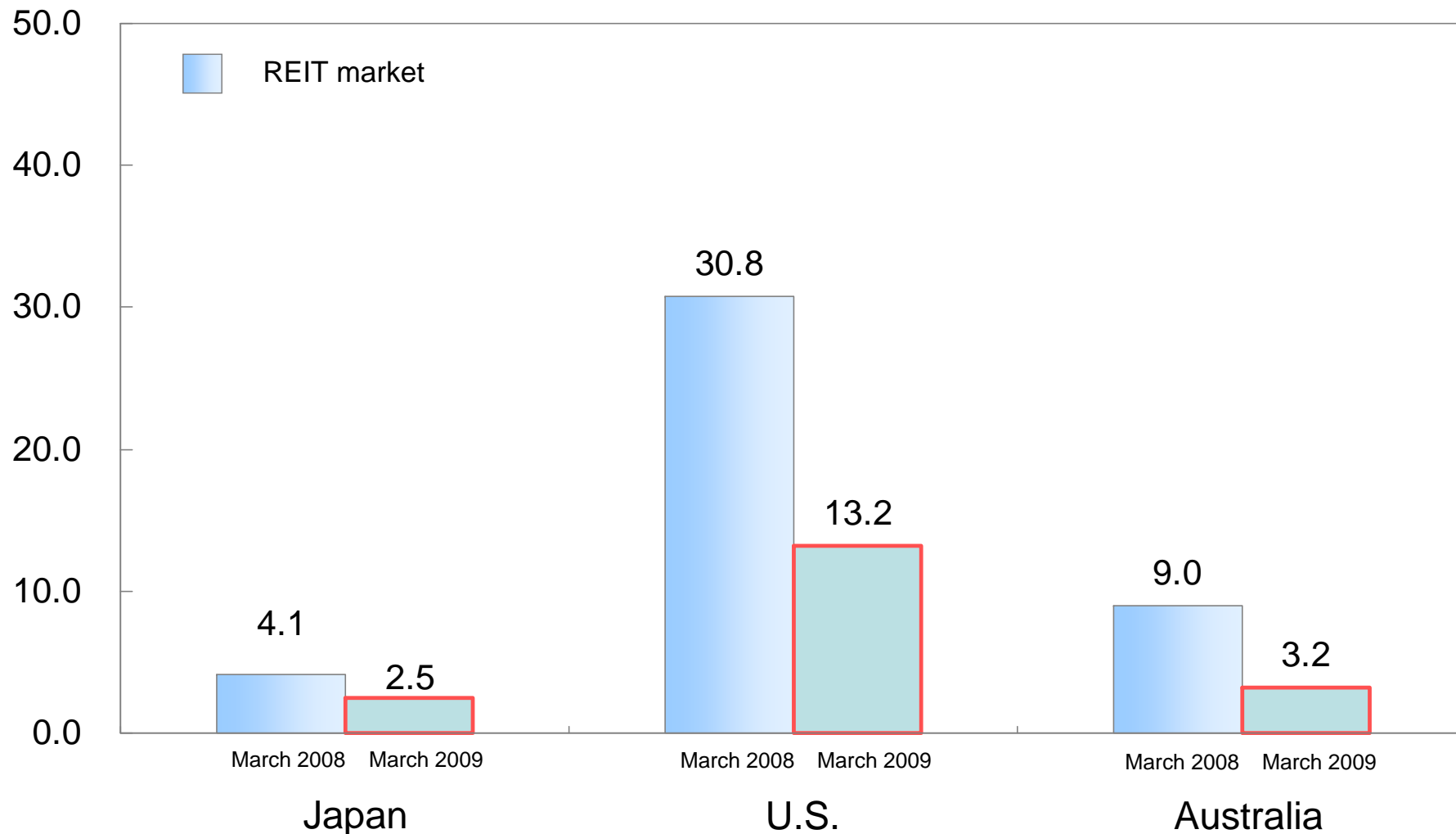
Assets acquired by J-REITs and privately placed real estate funds



Source: STB Research Institute Co., Ltd.

Comparison of REIT markets in Japan, the U.S., and Australia (March 2009)

REIT market
(trillion yen)



Source: STB Research Institute Co., Ltd.

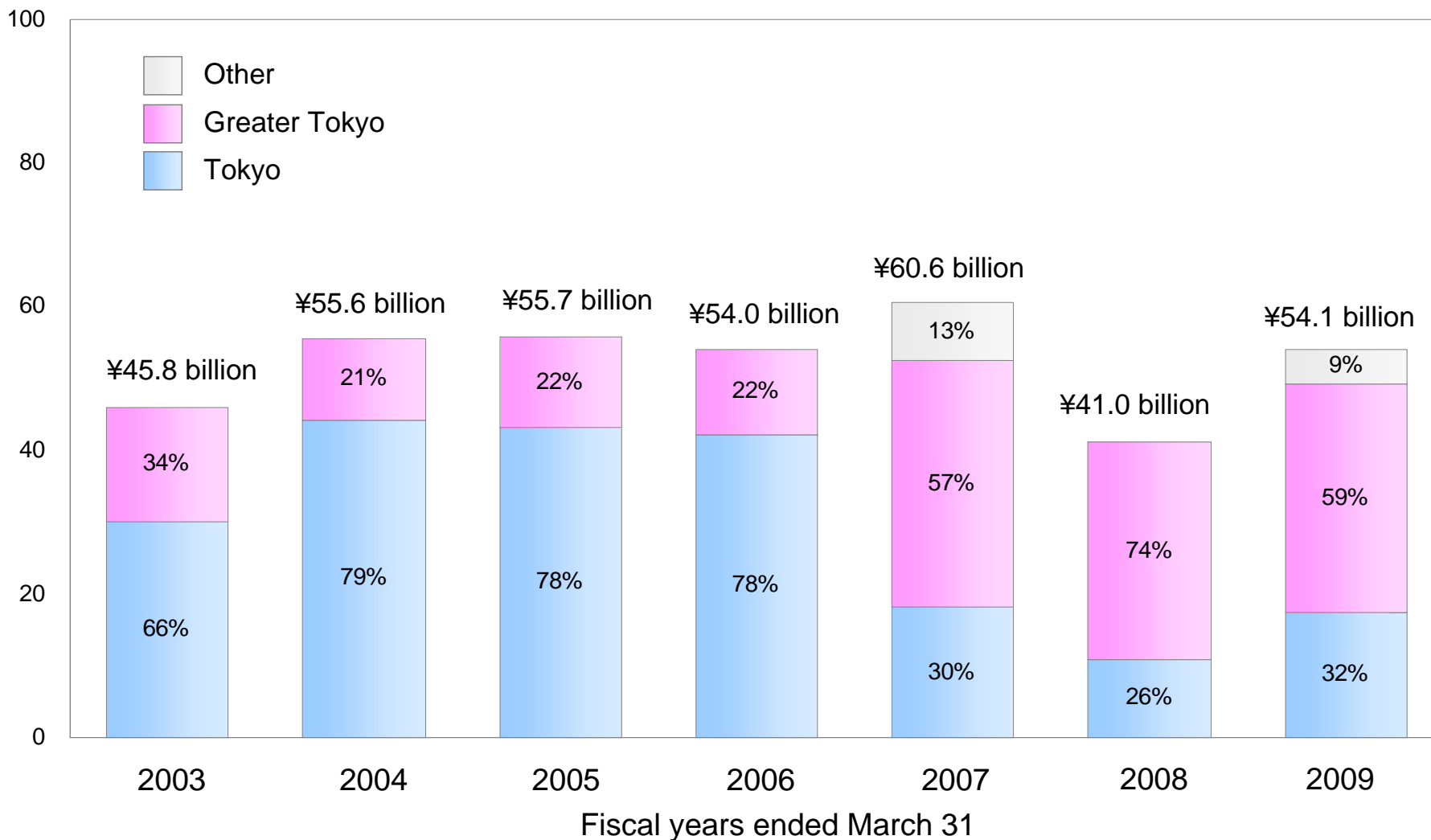
Condominium sales (consolidated)

(million yen)

	Fiscal Year ended March 31, 2007		Fiscal Year ended March 31, 2008		Fiscal Year ended March 31, 2009	
Offered for sale	20 bldgs. (1,230 units)	48,102	16 bldgs. (1,260 units)	49,001	13 bldgs. (1,524 units)	72,895
Contracts signed	42 bldgs. (1,454 units)	53,171	31 bldgs. (1,013 units)	36,966	41 bldgs. (1,339 units)	42,902
Delivered	27 bldgs. (1,713 units)	60,657	19 bldgs. (1,133 units)	41,059	34 bldgs. (1,572 units)	54,126

Area strategy for newly built condominiums: Condos delivered, by location (consolidated)

(billion yen)

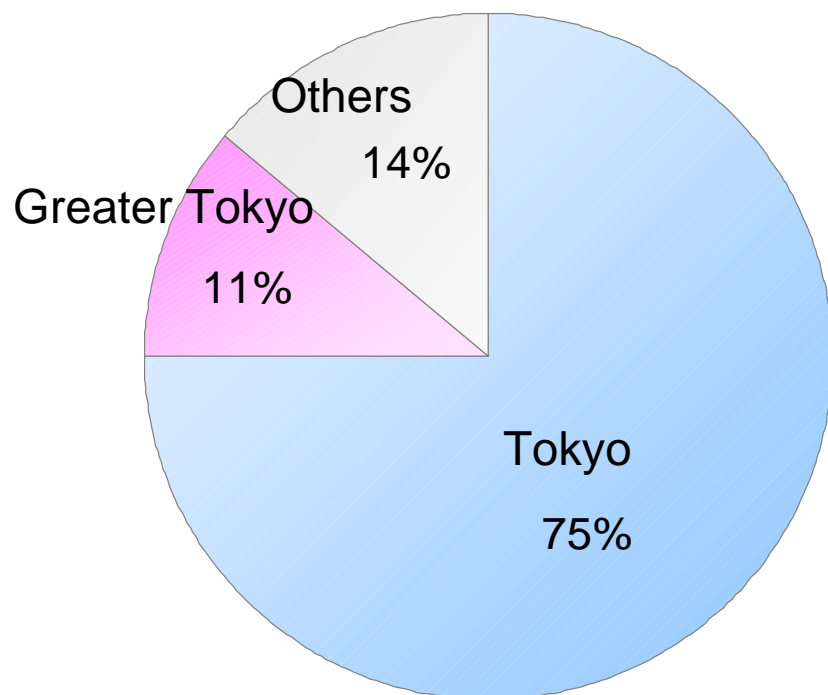


Metropolitan area: Kanagawa prefecture, Chiba prefecture and Saitama prefecture

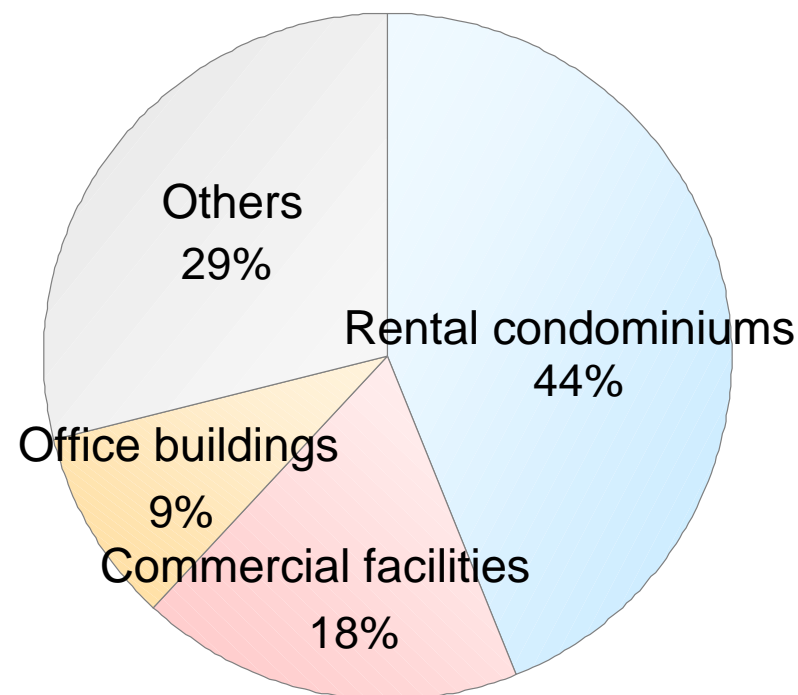
Securitization properties delivered

Total for April 1, 2002, through March 31, 2009: ¥312.8 billion

Regional breakdown

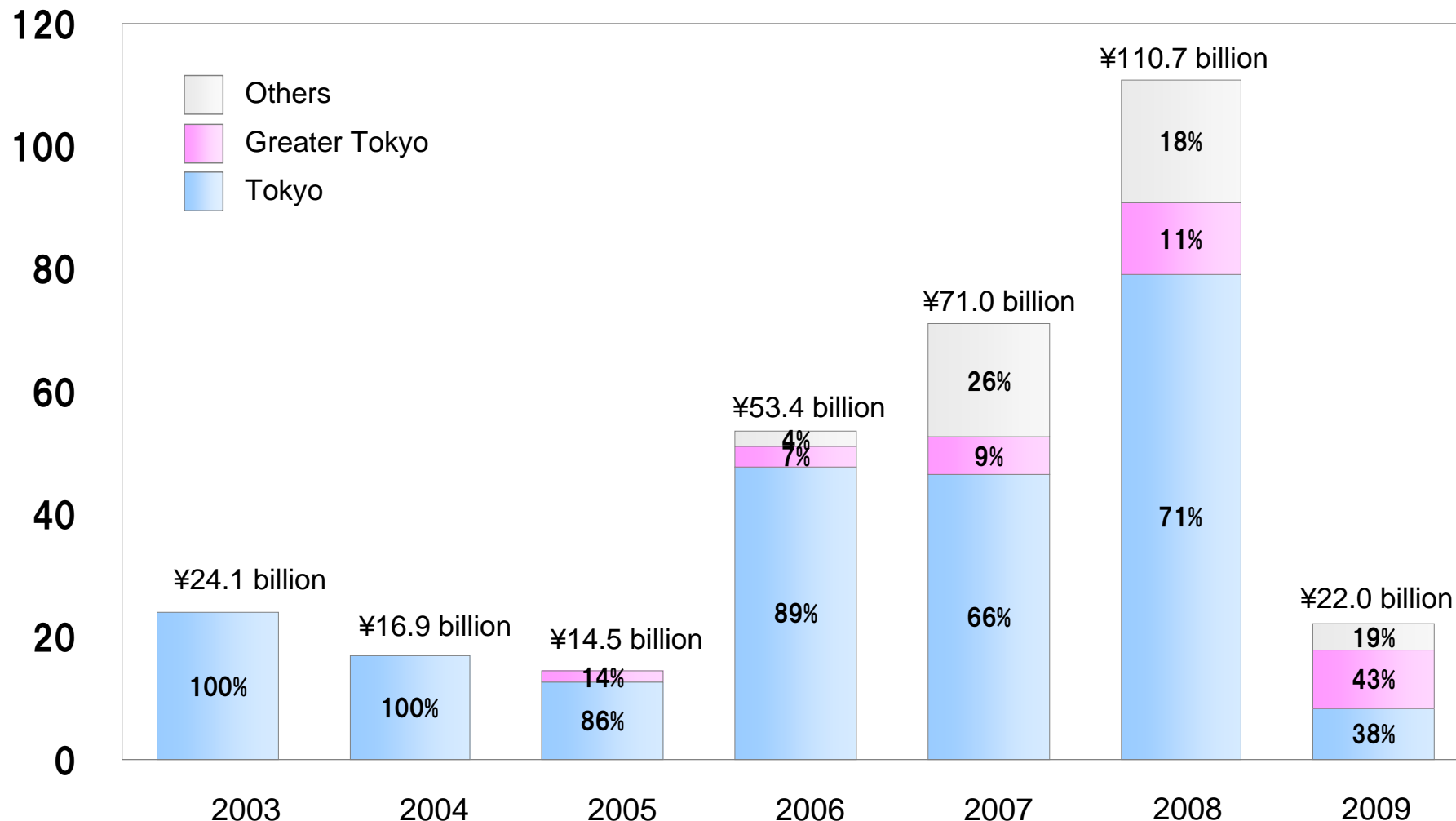


Breakdown by use



Securitization property area strategy: Properties delivered, by location (consolidated)

(billion yen)



Greater Tokyo: Kanagawa prefecture, Chiba prefecture, and Saitama prefecture

Note: Joint Corporation reorganized its business segments in the fiscal year ended March 31, 2006.

Figures for the fiscal year ended March 31, 2005, and earlier are presented on a pro forma basis.

Changes in key financial data etc.

Millions of yen, except per-share data and percentages/ratios

Fiscal year ended March 31,	2005	2006	2007	2008	2009
Net sales	96,470	136,720	168,526	187,785	119,583
Condominium development	65,541 (66%)	63,782 (46%)	76,293 (45%)	55,724 (29%)	77,590 (64%)
Securitization development	17,497 (18%)	59,842 (43%)	76,043 (45%)	116,149 (61%)	25,742 (21%)
Real estate-related	16,206 (16%)	16,326 (12%)	17,154 (10%)	17,132 (9%)	17,099 (14%)
Segment adjustments	-2,774	-3,230	-965	-1,221	-849
Ordinary income	7,536	13,009	20,641	23,060	-53,086
Net income	4,174	11,928	12,934	9,112	-64,555
Net assets	33,670	61,584	74,879	79,062	24,750
Total assets	182,840	217,625	291,817	344,033	213,718
Net assets per share (yen)	1,807.69	1,408.92	1,687.41	1,813.39	243.40
Net income per share (yen)	221.76	294.86	295.70	210.60	-1,125.60
Net income per share (diluted) (yen)	219.86	292.37	294.67	210.34	-
Equity capital ratio (%)	18.4%	28.3%	25.4%	22.6%	11.0%
Return on equity capital (%)	13.1%	25.0%	19.1%	12.0%	-127.7%

Consolidated Cash Flow Statement

(million yen)

	March 2008	March 2009
Cash flow from operating activities	-33,306	26,014
Income before taxes and other adjustments	15,918	-57,762
Inventory write-downs	7,117	34,990
Loss on sale of receivables	-	2,231
Increase (decrease) in allowance for bad debts	118	3,487
Loss from reduction of value of securities	-	2,216
Increase (decrease) in business loans	-10,649	7,282
Increase (decrease) in inventory	-38,988	39,680
Other	-6,822	-6,110
Cash flow from investing activities	-2,813	-262
Cash flow from financing activities	37,855	-55,261
Change in cash and cash equivalents	1,734	-29,509
Cash and cash equivalents at end of period	40,707	11,198

POINT

» Significant increase in cash flow from operating activities

POINT

» Sales of assets following basic principles of maintaining a healthy balance sheet

POINT

» Decrease due to reduction of interest-bearing liabilities

Joint Corporation
Corporate Planning Office
Public Relations / Investor Relations Team
ir@joint-group.co.jp

- These materials were prepared for the purpose of presenting operating results for the fiscal year ended March 31, 2009, and the company's future business strategy. This presentation is not a solicitation to purchase any securities issued by the company.
- Information in these materials is current as of March 31, 2009.
- Opinions, plans, estimates, and other forward-looking statements are based on management's judgments as of May 27, 2009, and do not constitute guarantees or promises regarding future results. The company makes no guarantees or promises that this information is accurate or complete.
- The opinions and other applicable items in this report are forward-looking statements made by Joint Corporation at the time of printing. The Company does not guarantee that any of the outcomes expressed or implied by the information herein will be realized or achieved, and the Company does not guarantee the accuracy or completeness of said information.