

This PDF document is an updated note on the company. A comprehensive version of the report on the company, including this latest update, is available on [our website](#) and various professional platforms.

On **May 21, 2020**, Resorttrust Inc. announced earnings results for full-year FY03/20.

Cumulative (JPYmn)	FY03/19				FY03/20				FY03/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	% of FY	FY Est.
Sales	39,897	77,334	114,394	179,542	39,258	84,197	123,339	159,145	99.5%	160,000
YoY	18.0%	10.3%	7.7%	8.5%	-1.6%	8.9%	7.8%	-11.4%		-10.9%
Gross profit	31,619	64,312	96,465	137,374	33,093	70,303	103,972	135,133		
YoY	7.4%	5.2%	4.1%	4.4%	4.7%	9.3%	7.8%	-1.6%		
GPM	79.3%	83.2%	84.3%	76.5%	84.3%	83.5%	84.3%	84.9%		
SG&A expenses	29,476	58,237	87,112	118,497	30,650	61,802	92,937	123,480		
YoY	5.9%	4.6%	4.2%	4.1%	4.0%	6.1%	6.7%	4.2%		
SG&A ratio	73.9%	75.3%	76.2%	66.0%	78.1%	73.4%	75.4%	77.6%		
Operating profit	2,143	6,074	9,352	18,877	2,442	8,501	11,035	11,652	97.1%	12,000
YoY	32.6%	11.4%	2.5%	6.4%	14.0%	40.0%	18.0%	-38.3%		-36.4%
OPM	5.4%	7.9%	8.2%	10.5%	6.2%	10.1%	8.9%	7.3%		7.5%
Recurring profit	2,394	6,507	9,947	19,528	2,557	8,750	11,500	12,476	99.8%	12,500
YoY	14.2%	1.7%	-5.5%	0.5%	6.8%	34.5%	15.6%	-36.1%		-36.0%
RPM	6.0%	8.4%	8.7%	10.9%	6.5%	10.4%	9.3%	7.8%		7.8%
Net income	1,380	3,998	5,959	12,358	1,492	5,499	7,104	7,135	100.5%	7,100
YoY	20.2%	5.6%	-6.2%	4.5%	8.1%	37.5%	19.2%	-42.3%		-42.5%
Net margin	3.5%	5.2%	5.2%	6.9%	3.8%	6.5%	5.8%	4.5%		4.4%

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	39,897	37,437	37,060	65,148	39,258	44,939	39,142	35,806
YoY	18.0%	3.1%	2.5%	10.1%	-1.6%	20.0%	5.6%	-45.0%
Gross profit	31,619	32,693	32,153	40,909	33,093	37,210	33,669	31,161
YoY	7.4%	3.1%	2.0%	5.1%	4.7%	13.8%	4.7%	-23.8%
GPM	79.3%	87.3%	86.8%	62.8%	84.3%	82.8%	86.0%	87.0%
SG&A expenses	29,476	28,761	28,875	31,385	30,650	31,152	31,135	30,543
YoY	5.9%	3.2%	3.6%	3.6%	4.0%	8.3%	7.8%	-2.7%
SG&A ratio	73.9%	76.8%	77.9%	48.2%	78.1%	69.3%	79.5%	85.3%
Operating profit	2,143	3,931	3,278	9,525	2,442	6,059	2,534	617
YoY	32.6%	2.5%	-10.7%	10.5%	14.0%	54.1%	-22.7%	-93.5%
OPM	5.4%	10.5%	8.8%	14.6%	6.2%	13.5%	6.5%	1.7%
Recurring profit	2,394	4,113	3,440	9,581	2,557	6,193	2,750	976
YoY	14.2%	-4.4%	-16.5%	7.6%	6.8%	50.6%	-20.1%	-89.8%
RPM	6.0%	11.0%	9.3%	14.7%	6.5%	13.8%	7.0%	2.7%
Net income	1,380	2,618	1,961	6,399	1,492	4,007	1,605	31
YoY	20.2%	-0.8%	-23.5%	16.8%	8.1%	53.1%	-18.2%	-99.5%
Net margin	3.5%	7.0%	5.3%	9.8%	3.8%	8.9%	4.1%	0.1%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Quarterly results by segment (before allocating company-wide (indirect) expenses)

Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	39,897	77,334	114,394	179,542	39,258	84,197	123,339	159,145
YoY	18.0%	10.3%	7.7%	8.5%	-1.6%	8.9%	7.8%	-11.4%
Membership	12,431	19,204	26,144	64,029	10,431	22,164	30,053	38,948
YoY	73.4%	38.9%	25.5%	18.3%	-16.1%	15.4%	15.0%	-39.2%
Hotel and Restaurant	19,271	40,799	62,095	80,383	19,917	42,167	63,607	80,659
YoY	0.7%	0.4%	0.7%	1.0%	3.4%	3.4%	2.4%	0.3%
Medical	8,025	16,997	25,663	34,478	8,744	19,532	29,177	38,867
YoY	9.5%	11.2%	10.5%	11.3%	9.0%	14.9%	13.7%	12.7%
Other	169	333	490	651	164	332	499	670
Total segment profit	2,143	6,074	9,352	18,877	2,442	8,501	11,035	11,652
YoY	32.6%	11.4%	2.5%	6.4%	14.0%	40.0%	18.0%	-38.3%
Segment profit margin	5.4%	7.9%	8.2%	10.5%	6.2%	10.1%	8.9%	7.3%
Membership	2,942	4,901	6,946	19,004	3,278	8,147	10,512	13,559
YoY	68.3%	46.8%	25.7%	17.5%	11.4%	66.2%	51.3%	-28.7%
Segment profit margin	23.7%	25.5%	26.6%	29.7%	31.4%	36.8%	35.0%	34.8%
Hotel and Restaurant	305	2,401	3,849	2,624	12	1,478	2,130	92
YoY	-46.8%	-20.4%	-18.0%	-29.7%	-96.1%	-38.4%	-44.7%	-96.5%
Segment profit margin	1.6%	5.9%	6.2%	3.3%	0.1%	3.5%	3.3%	0.1%
Medical	1,068	2,955	4,567	6,144	1,206	3,040	4,441	5,829
YoY	-2.4%	13.2%	14.0%	16.5%	12.9%	2.9%	-2.8%	-5.1%
Segment profit margin	13.3%	17.4%	17.8%	17.8%	13.8%	15.6%	15.2%	15.0%
Other	61	223	391	572	75	255	427	663
Company-wide expenses	-2,234	-4,408	-6,403	-9,468	-2,130	-4,420	-6,475	-8,491

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	39,897	37,437	37,060	65,148	39,258	44,939	39,142	35,806
YoY	18.0%	3.1%	2.5%	10.1%	-1.6%	20.0%	5.6%	-45.0%
Membership	12,431	6,773	6,940	37,885	10,431	11,733	7,889	8,895
YoY	73.4%	1.7%	-1.0%	13.8%	-16.1%	73.2%	13.7%	-76.5%
Hotel and Restaurant	19,271	21,528	21,296	18,288	19,917	22,250	21,440	17,052
YoY	0.7%	0.1%	1.3%	2.0%	3.4%	3.4%	0.7%	-6.8%
Medical	8,025	8,972	8,666	8,815	8,744	10,788	9,645	9,690
YoY	9.5%	12.8%	9.1%	13.5%	9.0%	20.2%	11.3%	9.9%
Other	169	164	157	161	164	168	167	171
Total segment profit	2,143	3,931	3,278	9,525	2,442	6,059	2,534	617
YoY	32.6%	2.5%	-10.7%	10.5%	14.0%	54.1%	-22.7%	-93.5%
Segment profit margin	5.4%	10.5%	8.8%	14.6%	6.2%	13.5%	6.5%	1.7%
Membership	2,942	1,959	2,045	12,058	3,278	4,869	2,365	3,047
YoY	68.3%	23.1%	-6.5%	13.2%	11.4%	148.5%	15.6%	-74.7%
Segment profit margin	23.7%	28.9%	29.5%	31.8%	31.4%	41.5%	30.0%	34.3%
Hotel and Restaurant	305	2,096	1,448	-1,225	12	1,466	652	-2,038
YoY	-46.8%	-14.2%	-13.7%	-	-96.1%	-30.1%	-55.0%	-
Segment profit margin	1.6%	9.7%	6.8%	-	0.1%	6.6%	3.0%	-
Medical	1,068	1,887	1,612	1,577	1,206	1,834	1,401	1,388
YoY	-2.4%	24.4%	15.6%	24.2%	12.9%	-2.8%	-13.1%	-12.0%
Segment profit margin	13.3%	21.0%	18.6%	17.9%	13.8%	17.0%	14.5%	14.3%
Other	61	162	168	181	75	180	172	236
Company-wide expenses	-2,234	-2,174	-1,995	-3,065	-2,130	-2,290	-2,055	-2,016

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Membership contracts

Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	14,400	28,900	42,800	57,200	15,000	33,900	47,000	62,800
YoY	0.7%	2.8%	-1.6%	-3.7%	4.2%	17.3%	9.8%	9.8%
Membership segment total	13,400	26,100	38,700	51,600	13,600	30,800	42,400	56,700
YoY	2.3%	2.0%	-2.0%	-5.0%	1.5%	18.0%	9.6%	9.9%
Unopened hotels	7,900	16,200	24,700	13,000	3,400	11,400	16,900	22,700
Existing hotels	5,500	9,900	14,000	38,700	10,200	19,400	25,500	34,000
Golf	100	200	200	300	100	200	300	400
HIMEDIC	1,000	2,600	4,000	5,300	1,300	2,900	4,300	5,700
YoY	-9.1%	4.0%	8.1%	12.8%	30.0%	11.5%	7.5%	7.5%

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	14,400	14,500	13,900	14,400	15,000	18,900	13,100	15,800
YoY	0.7%	5.1%	-9.7%	-9.4%	4.2%	30.3%	-5.8%	9.7%
Membership segment total	13,400	12,700	12,600	12,900	13,600	17,200	11,600	14,300
YoY	2.3%	1.6%	-9.4%	-12.8%	1.5%	35.4%	-7.9%	10.9%
Unopened hotels	7,900	8,300	8,500	-11,700	3,400	8,000	5,500	5,800
Existing hotels	5,500	4,400	4,100	24,700	10,200	9,200	6,100	8,500
Golf	100	100	-	100	100	100	100	100
HIMEDIC	1,000	1,600	1,400	1,300	1,300	1,600	1,400	1,400
YoY	-9.1%	14.3%	16.7%	30.0%	30.0%	0.0%	0.0%	7.7%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Membership segment: contract value per facility

Cumulative (JPYbn)	FY03/19				FY03/20				FY03/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	% of Est.	Est.
Membership segment total	13.4	26.1	38.7	51.6	13.6	30.8	42.4	56.7	105.8%	536
Yokohama Baycourt	3.1	6.7	10.0	13.0	3.4	11.4	16.9	22.7	157.6%	144
Laguna Baycourt	4.8	9.5	14.7	19.6	4.1	6.8	8.6	10.9	79.6%	137
XIV Rokko SV	0.4	0.6	0.9	1.2	0.3	0.5	0.7	0.8	40.0%	20
Ashiya Baycourt	1.8	3.3	4.7	6.2	2.2	4.7	6.1	7.9	100.0%	79
XIV Yugawara	0.5	0.8	1.3	2.0	0.6	1.6	2.1	2.4	68.6%	35
Other	2.8	5.2	7.1	9.7	3.0	5.7	7.9	10.2	84.3%	121

Quarterly (JPYbn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Membership segment total	13.4	12.7	12.6	12.9	13.6	17.2	11.6	14.3
Yokohama Baycourt	3.1	3.6	3.3	3.0	3.4	8.0	5.5	5.8
Laguna Baycourt	4.8	4.7	5.2	4.9	4.1	2.7	1.8	2.3
XIV Rokko SV	0.4	0.2	0.3	0.3	0.3	0.2	0.2	0.1
Ashiya Baycourt	1.8	1.5	1.4	1.5	2.2	2.5	1.4	1.8
XIV Yugawara	0.5	0.3	0.5	0.7	0.6	1.0	0.5	0.3
Other	2.8	2.4	1.9	2.6	3.0	2.7	2.2	2.3

Source: Shared Research based on company data

Note: Estimates represent company's initial forecast at the start of FY03/20.

Membership segment sales

Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Membership segment total	12,400	19,200	26,100	64,000	10,400	22,200	30,100	38,900
YoY	72.2%	39.1%	25.5%	18.3%	-16.1%	15.6%	15.3%	-39.2%
Hotel total	12,400	19,300	26,100	63,800	10,200	21,900	29,500	38,200
YoY	74.6%	39.9%	24.9%	16.8%	-17.7%	13.5%	13.0%	-40.1%
Hotel membership total	11,700	22,700	33,700	44,900	11,900	27,400	37,600	48,900
Unopened hotels	7,200	14,700	22,400	11,700	3,100	10,300	15,100	20,200
Existing hotels	4,300	8,100	11,200	33,200	8,800	17,100	22,500	28,700
Deferred hotel membership sales	-3,900	-8,000	-12,300	-6,200	-1,700	-5,500	-8,000	-10,700
Realized earnings on hotel membership	4,700	4,700	4,700	25,200	-	-	-	-
Others	100	-100	100	200	200	300	500	700

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Membership segment total	12,400	6,800	6,900	37,900	10,400	11,800	7,900	8,800
YoY	72.2%	3.0%	-1.4%	13.8%	-16.1%	73.5%	14.5%	-76.8%
Hotel total	12,400	6,900	6,800	37,700	10,200	11,700	7,600	8,700
YoY	74.6%	3.0%	-4.2%	11.9%	-17.7%	69.6%	11.8%	-76.9%
Hotel membership total	11,700	11,000	11,000	11,200	11,900	15,500	10,200	11,300
Unopened hotels	7,200	7,500	7,700	-10,700	3,100	7,200	4,800	5,100
Existing hotels	4,300	3,800	3,100	22,000	8,800	8,300	5,400	6,200
Deferred hotel membership sales	-3,900	-4,100	-4,300	6,100	-1,700	-3,800	-2,500	-2,700
Realized earnings on hotel membership	4,700	-	-	20,500	-	-	-	-
Others	100	-200	200	100	200	100	200	200

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Membership segment: sales by facility

Cumulative (JPYbn)	FY03/19				FY03/20				FY03/20	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	% of Est.	Est.
Hotel	12.4	19.3	26.1	63.9	10.2	21.9	29.5	38.2	100.5%	38.0
Membership segment total	11.7	22.7	33.7	44.9	11.9	27.4	37.6	48.9	108.9%	44.9
Yokohama Baycourt	2.8	6.1	9.0	11.7	3.1	10.3	15.1	20.2	155.4%	13.0
Laguna Baycourt	4.4	8.6	13.4	17.8	3.7	6.2	7.8	9.8	78.4%	12.5
XIV Rokko SV	0.3	0.6	0.8	1.1	0.2	0.4	0.7	0.7	38.9%	1.8
Ashiya Baycourt	1.6	3.0	4.2	5.6	2.0	4.3	5.6	7.1	98.6%	7.2
XIV Yugawara	0.4	0.7	1.1	1.7	0.5	1.4	1.8	2.0	62.5%	3.2
Other	2.0	3.8	5.1	7.0	2.4	4.7	6.6	8.3	116.9%	7.1
Deferred revenue	0.8	-3.3	-7.6	19.0	-1.7	-5.5	-8.0	-10.7	-	-6.9
Yokohama Baycourt	-1.5	-3.2	-4.8	-6.2	-1.7	-5.5	-8.0	-10.7	-	-6.9
Laguna Baycourt	-2.4	-4.8	-7.5	20.5	-	-	-	-	-	-
XIV Rokko SV	4.7	4.7	4.7	4.7	-	-	-	-	-	-

Quarterly (JPYbn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Hotel	12.4	6.9	6.8	37.8	10.2	11.7	7.6	8.7
Membership segment total	11.7	11.0	11.0	11.2	11.9	15.5	10.2	11.3
Yokohama Baycourt	2.8	3.3	2.9	2.7	3.1	7.2	4.8	5.1
Laguna Baycourt	4.4	4.2	4.8	4.4	3.7	2.5	1.6	2.0
XIV Rokko SV	0.3	0.3	0.2	0.3	0.2	0.2	0.3	-
Ashiya Baycourt	1.6	1.4	1.2	1.4	2.0	2.3	1.3	1.5
XIV Yugawara	0.4	0.3	0.4	0.6	0.5	0.9	0.4	0.2
Other	2.0	1.8	1.3	1.9	2.4	2.3	1.9	1.7
Deferred revenue	0.8	-4.1	-4.3	26.6	-1.7	-3.8	-2.5	-2.7
Yokohama Baycourt	-1.5	-1.7	-1.6	-1.4	-1.7	-3.8	-2.5	-2.7
Laguna Baycourt	-2.4	-2.4	-2.7	28.0	-	-	-	-
XIV Rokko SV	4.7	-	-	-	-	-	-	-

Source: Shared Research based on company data

Note: Estimates represent company's initial forecast at the start of FY03/20.

In the case of memberships to resort hotels that have not yet opened, approximately 10% of the membership price is booked under sales in the Hotel and Restaurant segment as a security deposit. About 40% of the membership price is booked to sales under the Membership segment as a registration fee when the contract is signed. The remaining 50% is booked to sales under the Membership segment as a property fee once the hotel is opened. In the case of existing resort hotels, after taking out 10% for the security deposit, 90% of the membership price is booked as sales under the Membership segment. In other words, in the case of hotels that have not yet opened, after subtracting the property fee (50% of the membership price), the remaining 40% of the membership price is booked to sales under the Membership segment as a registration fee.

Membership segment sales breakdown

Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	12,431	19,204	26,144	64,029	10,431	22,164	30,053	38,948
YoY	73.4%	38.9%	25.5%	18.3%	-16.1%	15.4%	15.0%	-39.2%
Registration fees	4,818	9,308	13,833	18,545	5,026	11,567	16,057	21,823
YoY	13.8%	13.2%	6.7%	1.8%	4.3%	24.3%	16.1%	17.7%
Real estate sales revenues	6,263	7,247	8,168	39,765	3,958	7,673	9,984	11,962
YoY	452.8%	262.9%	204.0%	34.2%	-36.8%	5.9%	22.2%	-69.9%
% of total sales (ex. Other)	56.5%	43.8%	37.1%	68.2%	44.1%	39.9%	38.3%	35.4%
Other	1,350	2,649	4,143	5,719	1,447	2,924	4,012	5,163
YoY	-25.0%	-26.5%	-20.1%	-8.8%	7.2%	10.4%	-3.2%	-9.7%
Operating profit	2,942	4,901	6,946	19,004	3,278	8,147	10,512	13,559
YoY	68.3%	46.8%	25.7%	17.5%	11.4%	66.2%	51.3%	-28.7%
OPM	23.7%	25.5%	26.6%	29.7%	31.4%	36.8%	35.0%	34.8%

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	12,431	6,773	6,940	37,885	10,431	11,733	7,889	8,895
YoY	73.4%	1.7%	-1.0%	13.8%	-16.1%	73.2%	13.7%	-76.5%
Registration fees	4,818	4,490	4,525	4,712	5,026	6,541	4,490	5,766
YoY	13.8%	12.5%	-4.5%	-10.2%	4.3%	45.7%	-0.8%	22.4%
Real estate sales revenues	6,263	984	921	31,597	3,958	3,715	2,311	1,978
YoY	452.8%	13.9%	33.5%	17.3%	-36.8%	277.5%	150.9%	-93.7%
% of total sales (ex. Other)	56.5%	18.0%	16.9%	87.0%	44.1%	36.2%	34.0%	25.5%
Other	1,350	1,299	1,494	1,576	1,447	1,477	1,088	1,151
YoY	-25.0%	-27.9%	-5.5%	44.9%	7.2%	13.7%	-27.2%	-27.0%
Operating profit	2,942	1,959	2,045	12,058	3,278	4,869	2,365	3,047
YoY	68.3%	23.1%	-6.5%	13.2%	11.4%	148.5%	15.6%	-74.7%
OPM	23.7%	28.9%	29.5%	31.8%	31.4%	41.5%	30.0%	34.3%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Hotel and Restaurant segment sales

Sales by format Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	19,271	40,799	62,095	80,383	19,917	42,167	63,607	80,659
YoY	0.7%	0.4%	0.7%	1.0%	3.4%	3.4%	2.4%	0.3%
XIV	8,056	18,136	27,447	34,802	7,740	17,636	26,085	32,626
YoY	-4.1%	-4.3%	-3.8%	-3.5%	-3.9%	-2.8%	-5.0%	-6.3%
Sun Members	1,094	2,300	3,556	4,719	1,151	2,392	3,462	4,117
YoY	2.4%	-2.8%	-1.7%	-1.8%	5.2%	4.0%	-2.6%	-12.8%
Hotel Trusty	1,672	3,375	5,138	6,631	1,612	3,243	5,294	6,511
YoY	-0.8%	-1.7%	-2.0%	-2.3%	-3.6%	-3.9%	3.0%	-1.8%
Baycourt	1,677	3,488	5,431	7,116	2,329	4,794	7,187	9,035
YoY	57.3%	58.6%	58.1%	48.6%	38.9%	37.4%	32.3%	27.0%
Membership sales	1,910	3,818	5,770	7,694	2,090	4,182	6,323	8,449
YoY	6.9%	8.0%	8.6%	8.0%	9.4%	9.5%	9.6%	9.8%
Security deposit deduction	796	1,592	2,388	3,189	893	1,788	2,665	3,544
YoY	7.4%	7.2%	6.9%	6.5%	12.2%	12.3%	11.6%	11.1%
Others	4,066	8,090	12,365	16,232	4,102	8,129	12,588	16,377

Sales by format Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	19,271	21,528	21,296	18,288	19,917	22,250	21,440	17,052
YoY	0.7%	0.1%	1.3%	2.0%	3.4%	3.4%	0.7%	-6.8%
XIV	8,056	10,080	9,311	7,355	7,740	9,896	8,449	6,541
YoY	-4.1%	-4.5%	-2.8%	-2.3%	-3.9%	-1.8%	-9.3%	-11.1%
Sun Members	1,094	1,206	1,256	1,163	1,151	1,241	1,070	655
YoY	2.4%	-7.1%	0.5%	-2.1%	5.2%	2.9%	-14.8%	-43.7%
Hotel Trusty	1,672	1,703	1,763	1,493	1,612	1,631	2,051	1,217
YoY	-0.8%	-2.6%	-2.6%	-3.4%	-3.6%	-4.2%	16.3%	-18.5%
Baycourt	1,677	1,811	1,943	1,685	2,329	2,465	2,393	1,848
YoY	57.3%	59.8%	57.1%	24.4%	38.9%	36.1%	23.2%	9.7%
Membership sales	1,910	1,908	1,952	1,924	2,090	2,092	2,141	2,126
YoY	6.9%	9.2%	9.6%	6.4%	9.4%	9.6%	9.7%	10.5%
Security deposit deduction	796	796	796	801	893	895	877	879
YoY	7.4%	7.0%	6.3%	5.5%	12.2%	12.4%	10.2%	9.7%
Others	4,066	4,024	4,275	3,867	4,102	4,027	4,459	3,789

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Hotel and Restaurant segment: operations

Hotel operations: number of rooms (cumulative)		FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
XIV	3,613	3,613	3,613	3,613	3,613	3,613	3,613	3,613	
YoY	1.3%	1.3%	1.3%	1.3%	0.0%	0.0%	0.0%	0.0%	
Baycourt	493	493	493	493	686	686	686	686	
YoY	68.8%	68.8%	68.8%	0.0%	39.1%	39.1%	39.1%	39.1%	

Hotel operations (cumulative)		FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Visitors ('000)									
XIV	393	986	1,445	1,839	395	987	1,411	1,761	
YoY	-3.2%	-2.8%	-1.8%	-1.3%	0.5%	0.1%	-2.4%	-4.2%	
Sun Members	100	210	316	418	101	212	308	366	
YoY	1.0%	-3.2%	-2.8%	-3.0%	1.0%	1.0%	-2.5%	-12.4%	
Hotel Trusty	171	349	525	689	170	348	553	685	
YoY	-1.2%	-2.0%	-1.3%	-1.0%	-0.6%	-0.3%	5.3%	-0.6%	
Baycourt	48	105	163	217	71	152	223	281	
YoY	50.0%	54.4%	56.7%	49.7%	47.9%	44.8%	36.8%	29.5%	
Occupancy rate									
XIV	44.1%	52.7%	52.3%	50.2%	44.2%	52.9%	51.2%	48.0%	
YoY change	-1.6%	-1.9%	-1.1%	-0.6%	0.1%	0.2%	-1.1%	-2.2%	
Sun Members	56.9%	58.3%	60.2%	60.4%	60.8%	61.8%	61.7%	57.5%	
YoY change	-0.8%	-1.9%	-0.6%	0.0%	3.9%	3.5%	1.5%	-2.9%	
Hotel Trusty	90.3%	91.1%	91.3%	90.4%	88.7%	88.3%	88.4%	77.0%	
YoY change	-1.8%	-2.0%	-1.6%	-1.3%	-1.6%	-2.8%	-2.9%	-13.4%	
Baycourt	43.5%	46.2%	48.5%	48.3%	44.6%	46.0%	45.6%	43.1%	
YoY change	-11.2%	-9.0%	-8.0%	-6.3%	1.1%	-0.2%	-2.9%	-5.2%	
Customer spend (JPY)									
XIV	20,463	18,380	18,990	18,915	19,587	17,857	18,482	18,523	
YoY	-1.0%	-1.6%	-2.0%	-2.2%	-4.3%	-2.8%	-2.7%	-2.1%	
Sun Members	10,871	10,920	11,232	11,268	11,375	11,273	11,228	11,228	
YoY	1.2%	0.2%	1.1%	1.2%	4.6%	3.2%	0.0%	-0.4%	
Hotel Trusty	9,776	9,654	9,783	9,612	9,476	9,314	9,573	9,492	
YoY	0.6%	0.2%	-0.6%	-1.4%	-3.1%	-3.5%	-2.1%	-1.2%	
Baycourt	34,776	33,142	33,214	32,671	32,482	31,497	32,114	32,098	
YoY	6.5%	2.9%	1.2%	-0.8%	-6.6%	-5.0%	-3.3%	-1.8%	

Hotel operations (cumulative)		FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Visitors ('000)									
XIV	393	593	459	394	395	592	424	350	
YoY	-3.2%	-2.5%	0.4%	0.3%	0.5%	-0.2%	-7.6%	-11.2%	
Sun Members	100	110	106	102	101	111	96	58	
YoY	1.0%	-6.8%	-1.9%	-3.8%	1.0%	0.9%	-9.4%	-43.1%	
Hotel Trusty	171	178	176	164	170	178	205	132	
YoY	-1.2%	-2.7%	0.0%	0.0%	-0.6%	0.0%	16.5%	-19.5%	
Baycourt	48	57	58	54	71	81	71	58	
YoY	50.0%	58.3%	61.1%	31.7%	47.9%	42.1%	22.4%	7.4%	
Occupancy rate									
XIV	44.1%	61.2%	51.5%	43.6%	44.2%	61.5%	47.9%	38.4%	
YoY change	-1.6%	-2.2%	0.4%	0.6%	0.1%	0.3%	-3.6%	-5.2%	
Sun Members	56.9%	59.8%	64.4%	61.0%	60.8%	62.7%	61.5%	42.2%	
YoY change	-0.8%	-2.8%	2.4%	1.8%	3.9%	2.9%	-2.9%	-18.8%	
Hotel Trusty	90.3%	92.0%	91.8%	87.5%	88.7%	87.9%	82.2%	53.8%	
YoY change	-1.8%	-2.1%	-0.8%	-0.6%	-1.6%	-4.1%	-9.6%	-33.7%	
Baycourt	43.5%	48.8%	53.2%	47.8%	44.6%	47.4%	44.8%	35.6%	
YoY change	-11.2%	-6.9%	-5.9%	-2.1%	1.1%	-1.4%	-8.4%	-12.2%	
Customer spend (JPY)									
XIV	20,463	16,997	20,300	18,640	19,587	16,703	19,937	18,688	
YoY	-1.0%	-2.0%	-3.1%	-2.9%	-4.3%	-1.7%	-1.8%	0.3%	
Sun Members	10,871	10,964	11,850	11,380	11,375	11,180	11,129	11,228	
YoY	1.2%	-0.6%	2.8%	1.2%	4.6%	2.0%	-6.1%	-1.3%	
Hotel Trusty	9,776	9,538	10,039	9,065	9,476	9,159	10,013	9,153	
YoY	0.6%	-0.2%	-2.2%	-4.1%	-3.1%	-4.0%	-0.3%	1.0%	
Baycourt	34,776	31,760	33,344	31,032	32,482	30,634	33,435	32,036	
YoY	6.5%	-0.1%	-1.9%	-6.6%	-6.6%	-3.5%	0.3%	3.2%	

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Hotel and Restaurant segment sales breakdown

Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	19,271	40,799	62,095	80,383	19,917	42,167	63,607	80,659
YoY	0.7%	0.4%	0.7%	1.0%	3.4%	3.4%	2.4%	0.3%
Food and beverages sales	6,456	13,917	21,353	27,364	6,499	14,121	21,251	26,604
YoY	3.6%	1.9%	2.2%	1.9%	0.7%	1.5%	-0.5%	-2.8%
Lodging fee sales	4,776	10,591	15,981	20,522	4,967	10,940	16,332	20,197
YoY	1.3%	0.9%	1.7%	1.6%	4.0%	3.3%	2.2%	-1.6%
Hotel shops and amenities sales	1,268	2,792	4,239	5,382	1,366	3,005	4,446	5,487
YoY	-0.2%	-0.1%	0.6%	0.1%	7.7%	7.6%	4.9%	2.0%
Revenue from administrative fees	1,910	3,818	5,770	7,694	2,090	4,182	6,323	8,449
YoY	6.9%	8.0%	8.6%	8.0%	9.4%	9.5%	9.6%	9.8%
Revenue from security deposit deduction	796	1,592	2,388	3,189	893	1,788	2,665	3,544
YoY	7.4%	7.2%	6.9%	6.5%	12.2%	12.3%	11.6%	11.1%
Overseas hotels	1,867	3,797	6,031	8,260	1,880	3,735	5,898	7,998
YoY	-5.5%	0.1%	-1.4%	0.6%	0.7%	-1.6%	-2.2%	-3.2%
Other	2,198	4,292	6,333	7,972	2,222	4,396	6,692	8,380
YoY	-8.8%	-11.9%	-11.7%	-9.8%	1.1%	2.4%	5.7%	5.1%
Operating profit	305	2,401	3,849	2,624	12	1,478	2,130	92
YoY	-46.8%	-20.4%	-18.0%	-29.7%	-96.1%	-38.4%	-44.7%	-96.5%
OPM	1.6%	5.9%	6.2%	3.3%	0.1%	3.5%	3.3%	0.1%

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total sales	19,271	21,528	21,296	18,288	19,917	22,250	21,440	17,052
YoY	0.7%	0.1%	1.3%	2.0%	3.4%	3.4%	0.7%	-6.8%
Food and beverages sales	6,456	7,461	7,436	6,011	6,499	7,622	7,130	5,353
YoY	3.6%	0.5%	2.7%	0.8%	0.7%	2.2%	-4.1%	-10.9%
lodging fee sales	4,776	5,815	5,390	4,541	4,967	5,973	5,392	3,865
YoY	1.3%	0.5%	3.4%	1.1%	4.0%	2.7%	0.0%	-14.9%
Hotel shops and amenities sales	1,268	1,524	1,447	1,143	1,366	1,639	1,441	1,041
YoY	-0.2%	-0.1%	2.0%	-1.6%	7.7%	7.5%	-0.4%	-8.9%
Revenue from administrative fees	1,910	1,908	1,952	1,924	2,090	2,092	2,141	2,126
YoY	6.9%	9.2%	9.6%	6.4%	9.4%	9.6%	9.7%	10.5%
Revenue from security deposit deduction	796	796	796	801	893	895	877	879
YoY	7.4%	7.0%	6.3%	5.5%	12.2%	12.4%	10.2%	9.7%
Overseas hotels	1,867	1,930	2,234	2,229	1,880	1,855	2,163	2,100
YoY	-5.5%	6.0%	-3.9%	6.8%	0.7%	-3.9%	-3.2%	-5.8%
Other	2,198	2,094	2,041	1,639	2,222	2,174	2,296	1,688
YoY	-8.8%	-14.9%	-11.4%	-1.4%	1.1%	3.8%	12.5%	3.0%
Operating profit	305	2,096	1,448	-1,225	12	1,466	652	-2,038
YoY	-46.8%	-14.2%	-13.7%	27.2%	-96.1%	-30.1%	-55.0%	66.4%
OPM	1.6%	9.7%	6.8%	-6.7%	0.1%	6.6%	3.0%	-12.0%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Medical segment, HIMEDIC contract value and number, senior life room count and occupancy

Cumulative	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
HIMEDIC contract value	1,000	2,610	4,000	5,290	1,300	2,900	4,300	5,690
YoY	-	-	-	-	30.0%	11.1%	7.5%	7.6%
HIMEDIC number of contracts	465	1,266	1,866	2,428	573	1,240	1,842	2,425
YoY	-	-	-	-	23.2%	-2.1%	-1.3%	-0.1%
HIMEDIC average contract value	215	206	212	218	227	234	234	235
YoY	-	-	-	-	5.5%	13.6%	10.4%	7.8%

Quarterly	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
HIMEDIC contract value	1,000	1,610	1,390	1,290	1,300	1,600	1,400	1,390
YoY	-	-	-	-	30.0%	-0.6%	0.7%	7.8%
HIMEDIC number of contracts	465	801	600	562	573	667	602	583
YoY	-	-	-	-	23.2%	-16.7%	0.3%	3.7%
HIMEDIC average contract value	215	201	232	230	227	240	233	238
YoY	-	-	-	-	5.5%	19.3%	0.4%	3.9%
Senior life number of rooms	1,513	1,587	1,587	1,659	1,659	2,100	2,100	2,100
YoY	3.7%	8.8%	8.8%	8.4%	9.6%	32.3%	32.3%	26.6%
Senior life occupancy	86.8%	86.6%	86.5%	86.4%	86.6%	86.5%	87.1%	88.5%
YoY	1.1%	0.7%	0.6%	1.3%	0%	-0.1%	0.6%	2.1%

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Medical segment sales breakdown

Cumulative (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	8,025	16,997	25,663	34,478	8,744	19,532	29,177	38,867
YoY	9.5%	12.2%	11.4%	11.6%	9.0%	14.9%	13.7%	12.7%
HIMEDIC	3,490	7,617	11,527	15,437	3,982	8,211	12,342	16,479
YoY	8.6%	11.0%	10.2%	11.0%	14.1%	7.8%	7.1%	6.8%
Medical service – Corporations	1,439	2,994	4,502	6,093	1,516	3,043	4,617	6,275
YoY	16.1%	18.3%	17.1%	19.0%	5.4%	1.6%	2.6%	3.0%
Aging care	680	1,363	2,071	2,743	609	1,282	1,936	2,540
YoY	3.3%	3.8%	16.0%	4.4%	-10.4%	-5.9%	-6.5%	-7.4%
Senior lifestyle	2,435	5,056	7,646	10,401	2,684	5,645	8,984	12,299
YoY	9.6%	11.0%	10.6%	11.6%	10.2%	11.6%	17.5%	18.2%
Others	-19	-35	-85	-196	-48	1,347	1,296	1,272

Quarterly (JPYmn)	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	8,025	8,972	8,666	8,815	8,744	10,788	9,645	9,690
YoY	9.5%	14.7%	10.0%	12.0%	9.0%	20.2%	11.3%	9.9%
HIMEDIC	3,490	4,127	3,910	3,910	3,982	4,229	4,131	4,137
YoY	8.6%	13.0%	8.8%	13.3%	14.1%	2.5%	5.7%	5.8%
Medical service – Corporations	1,439	1,555	1,508	1,591	1,516	1,527	1,574	1,658
YoY	16.1%	20.4%	14.6%	24.9%	5.4%	-1.8%	4.4%	4.2%
Aging care	680	683	708	672	609	673	654	604
YoY	3.3%	4.3%	50.0%	-20.2%	-10.4%	-1.5%	-7.6%	-10.1%
Senior lifestyle	2,222	2,621	2,590	2,755	2,684	2,961	3,339	3,315
YoY	0.0%	12.3%	9.7%	14.6%	20.8%	13.0%	28.9%	20.3%
Others	-19	-16	-50	-111	-48	1,395	-51	-24

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Membership numbers

	FY03/19				FY03/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total number of memberships	176,835	177,859	178,351	178,815	179,939	180,754	181,650	182,468
YoY	2.1%	2.2%	1.8%	1.7%	1.8%	1.6%	1.8%	2.0%
Baycourt	16,470	17,124	17,595	18,255	18,858	19,488	20,096	20,507
YoY	18.8%	19.0%	16.3%	15.6%	14.5%	13.8%	14.2%	12.3%
XIV	77,541	77,664	77,608	77,592	77,897	77,914	78,074	77,982
YoY	0.9%	0.9%	0.5%	0.5%	0.5%	0.3%	0.6%	0.5%
Sun Members	33,378	33,115	32,802	32,478	32,221	32,002	31,753	31,485
YoY	-2.4%	-2.5%	-2.9%	-3.3%	-3.5%	-3.4%	-3.2%	-3.1%
Golf	30,581	30,539	30,436	30,260	30,235	30,217	30,129	30,001
YoY	-1.3%	-1.2%	-1.3%	-1.3%	-1.1%	-1.1%	-1.0%	-0.9%
Medical	18,471	19,016	19,512	19,839	20,330	20,734	21,203	21,534
YoY	9.6%	9.7%	9.5%	9.5%	10.1%	9.0%	8.7%	8.5%
Cruiser	394	401	398	391	398	399	395	381
YoY	-5.3%	-0.2%	-1.2%	-2.0%	1.0%	-0.5%	-0.8%	-2.6%
KAHARA CLUB	-	-	-	-	-	-	-	578
YoY	-	-	-	-	-	-	-	-

Source: Shared Research based on company data

Note: Figures may differ from company materials due to differences in rounding methods.

Results for full-year FY03/20

- ▷ Sales: JPY159.1bn (-11.4% YoY)
- ▷ Operating profit: JPY11.7bn (-38.3% YoY)
- ▷ Recurring profit: JPY12.5bn (-36.1% YoY)
- ▷ Net income*: JPY7.1bn (-42.3% YoY)

*Net income attributable to owners of the parent

Sales and all profit categories were down YoY. Revenue from Laguna Baycourt Club, which opened in March 2019, contributed to results. In addition, the medical and senior life businesses continued to grow. The sale of hotel memberships also progressed favorably, centered on highly profitable existing hotels. However, in FY03/20 there was absence of a large booking of property fees in full from a large hotel opening occurred in FY03/19, drop in travel demand during the March 2020 spring tourist season and spring break period due to the government's request to limit unnecessary outings, and the increasing closure of businesses and schools due to the spread of COVID-19.

Versus company forecasts, sales fell short of plan by 7.1%, operating profit by 27.2%, recurring profit by 22.0%, and net income attributable to owners of the parent by 28.6%.

Membership

- ▷ Sales: JPY38.9bn (-39.2% YoY)
- ▷ Segment profit: JPY13.6bn (-28.7% YoY)

The company booked a lump sum real estate revenue following the opening of a new hotel in FY03/19, but there were no hotel openings during FY03/20. Regardless, hotel membership sales were brisk, primarily for existing hotels.

Relative to the company plan, segment sales was 0.5% and profit was 3.0% below the targets.

Hotel and Restaurant

- ▷ Sales: JPY80.7bn (+0.3% YoY)
- ▷ Segment profit: JPY92mn (-96.5% YoY)

Revenue from Laguna Baycourt Club (opened March 2019) contributed to segment sales, but rising expenses in several areas weighed down on profit. These included increased hotel opening expenses, as well as repair and depreciation expenses. The segment was also hit with lower demand due to the spread of COVID-19, higher upfront expenses from the transition to diverse working styles including increased time off and mandatory paid vacation along with the introduction of more IT and technology to increase productivity. As a result, segment sales rose but profit declined.

Relative to the company plan, segment sales were 11.0% and segment profit was 97.1% below the targets.

Medical

- ▷ Sales: JPY38.9bn (+12.7% YoY)
- ▷ Segment profit: JPY5.8bn (-5.1% YoY)

Annual fee revenue increased due to a rise in the number of members for the comprehensive medical support club (Grand HIMEDIC Club). The segment also benefited from an expansion in the number of operating senior residence facilities and growth of the medical examination business. Meanwhile, increases in advertising expenses aimed at elevating brand recognition, personnel expenses, and refurbishment costs to improve facilities resulted in a lower YoY profit despite segment sales growth.

Relative to the company plan, segment sales were 5.2% and segment profit was 13.8% below the targets.

Others

- ▷ Sales: JPY670mn (+3.0% YoY)
- ▷ Segment profit: JPY663mn (+15.9% YoY)

Thanks to an increase in revenue from contracted services at consolidated subsidiary R.F.S. Co., Ltd., segment sales and profit were up YoY, finishing 9.9% and 12.4% above targets, respectively.

Full-year company forecast

Resorttrust has not announced its FY3/21 forecast due to the difficulty of formulating a reasonable forecast with the current market uncertainty caused by the spread of the COVID-19. The company also did not set a dividend forecast.

This note is the most recent addition to the [full report](#).

We offer corporate clients comprehensive report coverage, a service that allows them to better inform investors and other stakeholders by presenting a continuously updated third-party view of business fundamentals, independent of investment biases. Shared Research can be found on the web at <https://sharedresearch.jp>.

Disclaimer

This document is provided for informational purposes only. No investment opinion or advice is provided, intended, or solicited. Shared Research Inc. offers no warranty, either expressed or implied, regarding the veracity of data or interpretations of data included in this report. We shall not be held responsible for any damage caused by the use of this report.

The copyright of this report and the rights regarding the creation and exploitation of the derivative work of this and other Shared Research Reports belong to Shared Research. This report may be reproduced or modified for personal use; distribution, transfer, or other uses of this report are strictly prohibited and a violation of the copyright of this report. Our officers and employees may currently, or in the future, have a position in securities of the companies mentioned in this report, which may affect this report's objectivity.

Japanese Financial Instruments and Exchange Law (FIEL) Disclaimer

The report has been prepared by Shared Research under a contract with the company described in this report ("the company"). Opinions and views presented are ours where so stated. Such opinions and views attributed to the company are interpretations made by Shared Research. We represent that if this report is deemed to include an opinion from us that could influence investment decisions in the company, such an opinion may be in exchange for consideration or promise of consideration from the company to Shared Research.

Contact Details

Shared Research Inc.

3-31-12 Sendagi Bunkyo-ku Tokyo, Japan

<https://sharedresearch.jp>

Phone: +81 (0)3 5834-8787

Email: info@sharedresearch.jp