

# Summary of Financial Statements

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- For the nine months ended December 31, 2022 -



**February 2023**

**Disclaimer:**

Forecasts or assessment figures on this document is depend and based on data available at the date of issue.

Results or actual performances may be different from those estimates because of unexpected affairs.

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# Summary of Financial Results & Topics

## Financial Results for FY2022 1Q-3Q

- In Consolidated financial results for FY2022 1Q-3Q, Net Sales increased 12.9% year-on-year to 706.5 billion yen mainly due to an increase in real estate sales. On the other hand, Ordinary Income decreased 9.7% year-on-year to 55.1 billion yen due to an increase in SG&A and a decrease in the profit of Construction contracts, etc.
- Although the progress rate of Ordinary Income to annual forecast for FY2022 is 64.8%, the progress is as expected since for-sale condominiums will be delivered intensively in FY2022 4Q, etc.
- Orders Received (non-consolidated) increased 15.4% year-on-year to 244.7 billion yen mainly due to increase in orders received from Private-sector condominiums, Rental condominiums and Company housing, etc. Although the progress rate of Orders Received to the annual forecast of 480 billion yen is 51.0%, Orders Received are progressing well in line with initial forecast due to increasing Orders Received in FY2022 4Q.

## Topics

- Haseko Corporation resolved to acquire our own shares through trusts in order to acquire additional shares for our company's stock benefit scheme (BBT/ESOP).

Total amount to be purchased : 3,529 million yen / Please check the details from the following URL.

[https://www.haseko.co.jp/hc/english/ir/news/upload\\_files/20230209\\_3e.pdf](https://www.haseko.co.jp/hc/english/ir/news/upload_files/20230209_3e.pdf)

- “HASEKO Group Integrated Report 2022” has been issued. We hope that this integrated report will help you understand our group. <https://www.haseko.co.jp/hc/csr/report.html>

(English version will be released around March 2023)

# Summary of Financial Results for FY2022 1Q-3Q

Billions of yen

Consolidated	FY2021 1Q-3Q (A)	FY2022 1Q-3Q (B)	Change		FY2022 Annual	
			(B)-(A)	%	Forecast	Progress
Net Sales	626.1	706.5	80.5	12.9%	960.0	73.6%
Gross profit	109.4	108.7	(0.7)	(0.7%)	157.5	69.0%
Operating Income	61.5	56.6	(4.9)	(7.9%)	87.0	65.0%
Operating income ratio	[9.8%]	[8.0%]	[(1.8pt)]		[9.1%]	
Ordinary Income	61.0	55.1	(5.9)	(9.7%)	85.0	64.8%
Ordinary income ratio	[9.7%]	[7.8%]	[(1.9pt)]		[8.9%]	
Net Income ※	41.8	36.9	(4.9)	(11.7%)	57.0	64.8%
Order received (Non-consolidated)	212.0	244.7	32.7	15.4%	480.0	51.0%

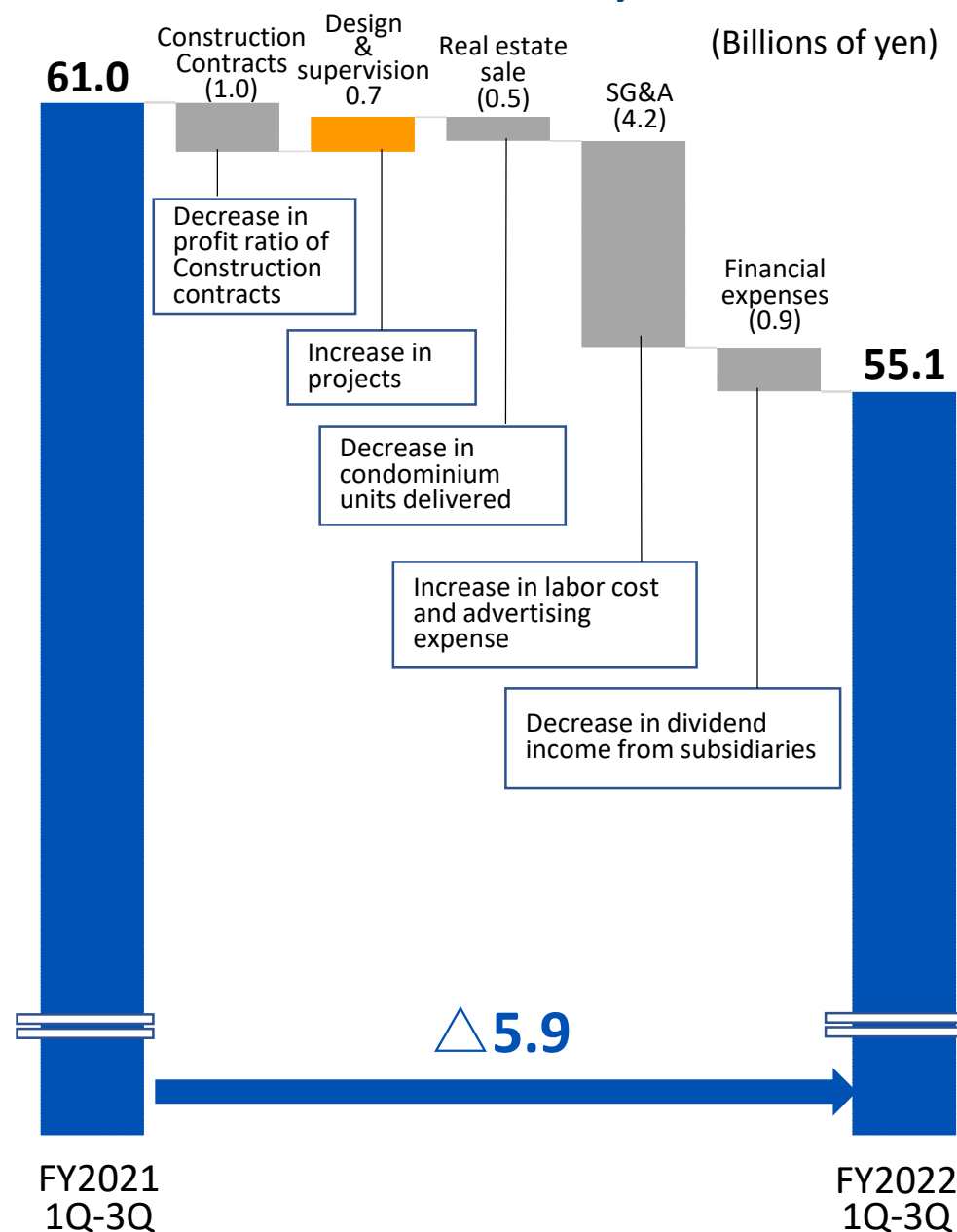
※ Net Income attributable to owners of parent

# Consolidated Income Statements

(Billions of yen)

	FY2021 1Q-3Q < A >	FY2022 1Q-3Q < B >	Change	
			Amount < B - A >	%
<b>Net sales</b>	<b>626.1</b>	<b>706.5</b>	<b>80.5</b>	<b>12.9%</b>
Construction contracts	350.3	359.1	8.7	2.5%
Design and supervision	5.2	5.7	0.5	10.5%
Leasing and management	61.7	62.8	1.1	1.8%
Real estate sale	195.7	265.5	69.8	35.7%
Others	13.2	13.5	0.2	1.9%
<b>Gross profit</b>	<b>109.4</b>	<b>108.7</b>	<b>(0.7)</b>	<b>( 0.7%)</b>
Construction contracts	61.8	60.7	(1.0)	( 1.7%)
[Profit ratio of construction contracts]	[ 17.6%]	[ 16.9%]	[(0.7p)]	
Design and supervision	2.5	3.2	0.7	28.9%
Leasing and management	13.9	13.9	(0.0)	( 0.1%)
Real estate sale	29.0	28.5	(0.5)	( 1.8%)
Others	2.2	2.3	0.1	6.1%
Selling, general and administrative expense	47.9	52.1	4.2	8.7%
<b>Operating income</b>	<b>61.5</b>	<b>56.6</b>	<b>(4.9)</b>	<b>( 7.9%)</b>
[Operating income ratio]	[ 9.8%]	[ 8.0%]	[(1.8p)]	
Financial income (expenses)	(1.4)	(2.2)	(0.9)	
Others, net	0.9	0.7	(0.2)	
<b>Ordinary income</b>	<b>61.0</b>	<b>55.1</b>	<b>(5.9)</b>	<b>( 9.7%)</b>
[Ordinary income ratio]	[ 9.7%]	[ 7.8%]	[(1.9p)]	
Special income (losses), net	0.2	(0.2)	(0.4)	
Income before income taxes	61.2	54.8	(6.3)	( 10.4%)
Current tax	15.0	16.4	1.3	
Deferred tax	4.3	1.5	(2.8)	
Net income attributable to non-controlling interests	(0.0)	(0.0)	0.0	
<b>Net Income attributable to owners of parent</b>	<b>41.8</b>	<b>36.9</b>	<b>(4.9)</b>	<b>( 11.7%)</b>

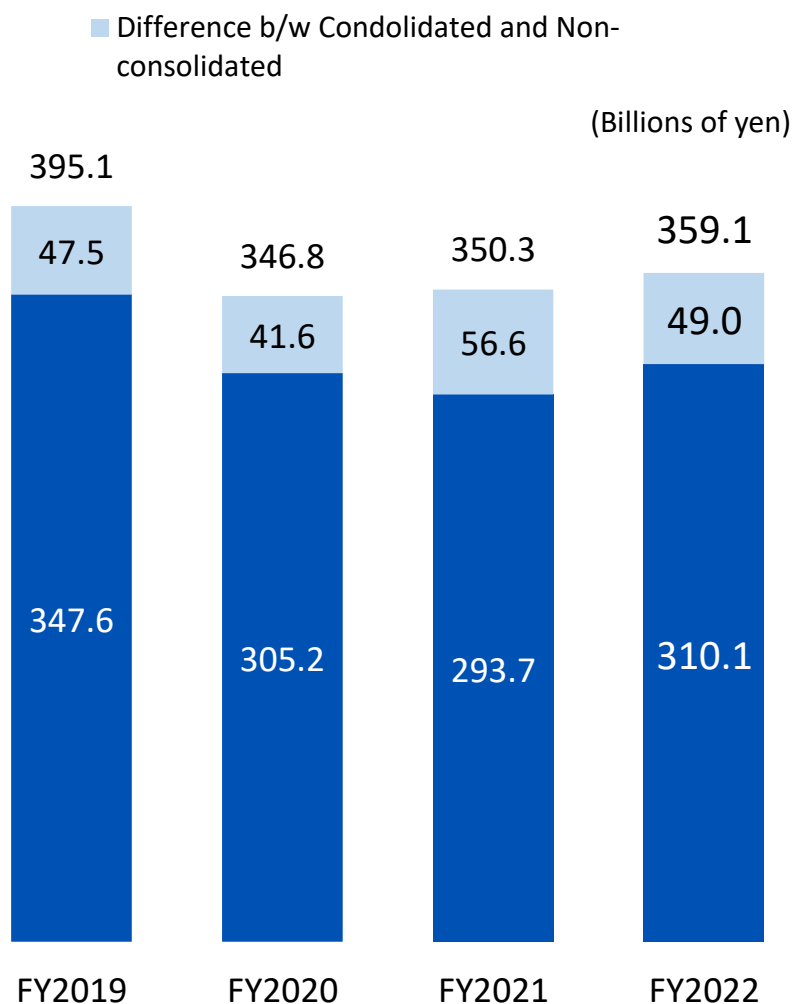
## Variable factor of Consolidated Ordinary Income



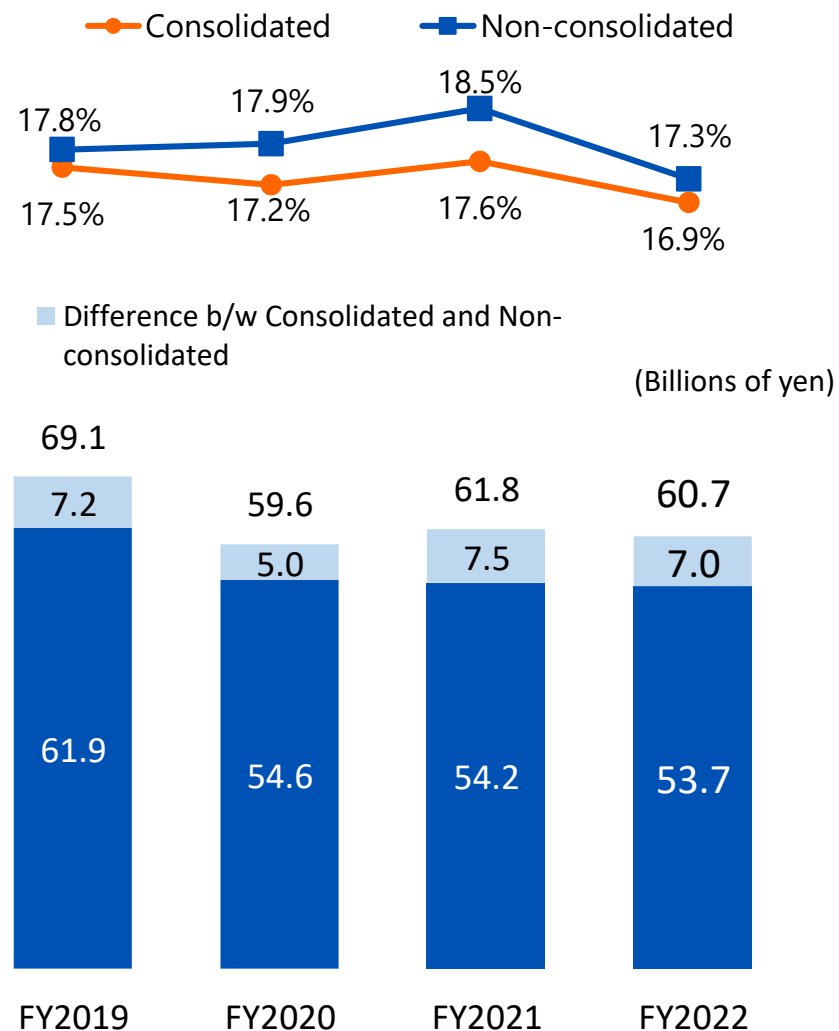
# Net sales & Gross profit of Construction contracts

- Net sales of Construction contracts slightly increased mainly due to an increase in amount of non-consolidated Construction contracts.
- Gross profit of Construction contracts slightly decreased due to a decrease in profit ratio of non-consolidated affected by rising material price as initial forecast.

## Net sales of Construction contracts (1Q-3Q)※



## Gross Profit & Profit Ratio (1Q-3Q)※



※Non-consolidated Net sales of Construction contracts and Gross Profit of Construction contracts include Non-consolidated Net sales and Gross profit of Commissioned works, respectively.

# Order Received (Non-consolidated) Result

- Orders Received (Non-consolidated) for FY2022 1Q-3Q increased 15.4% year-on-year to 244.7 billion yen. Although the progress rate to FY2022 annual forecast was 51.0%, Orders Received are progressing well in line with initial forecast due to increasing Orders Received in FY2022 4Q.

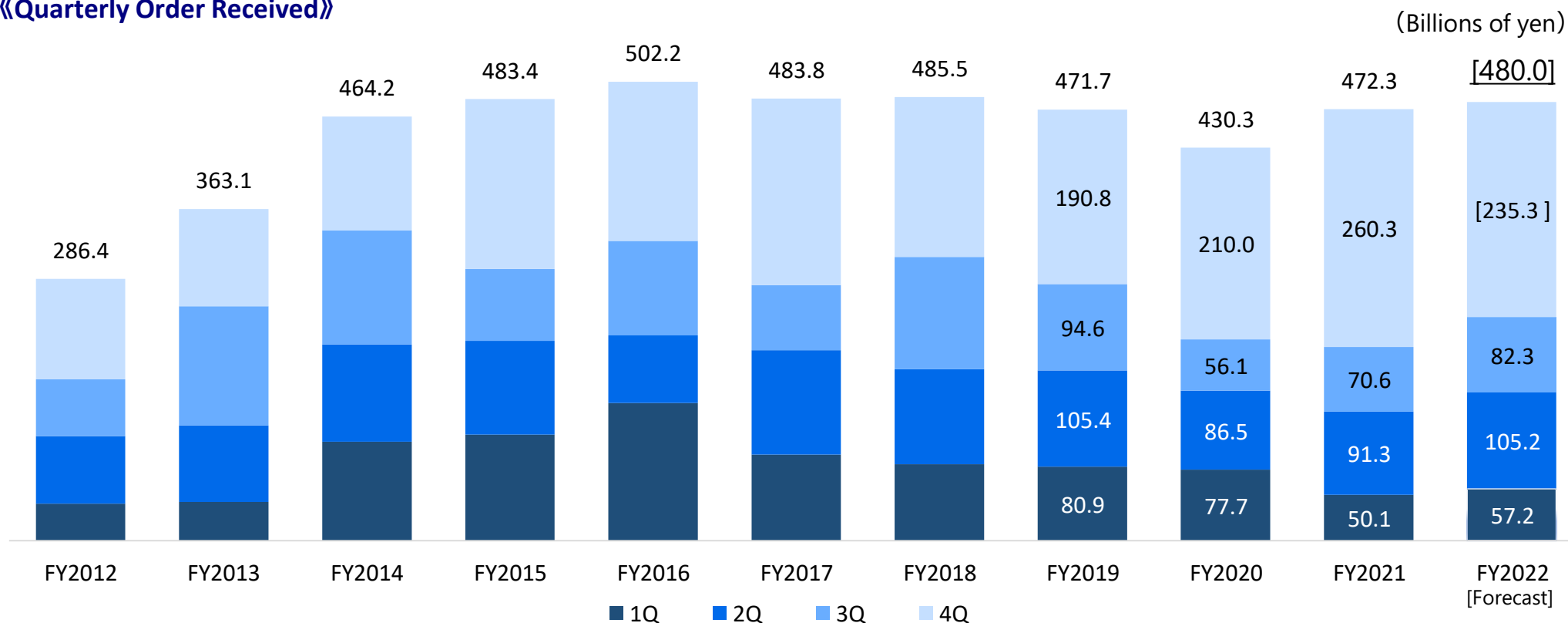
(Billions of yen)

	FY2021	FY2022 Result		FY2022 Forecast	
	1Q-3Q	1Q-3Q	Change	Annual	Progress
Construction business	204.5	234.7	30.2	468.0	50.1%
Private-sector condominiums	168.4	184.6	16.2	412.0	44.8%
Rental condominiums Company housing, etc.	22.0	34.3	12.3	35.0	98.0%
Non-Residence	0.7	3.4	2.7	8.0	42.2%
Other	9.2	7.5	(1.7)	8.0	93.9%
Consulting contracts	4.2	4.9	0.8	5.0	98.2%
Design and supervision	7.5	10.1	2.5	12.0	83.8%
<b>Order Received</b>	<b>212.0</b>	<b>244.7</b>	<b>32.7</b>	<b>480.0</b>	<b>51.0%</b>



# Order Received (Quarterly Order Received)

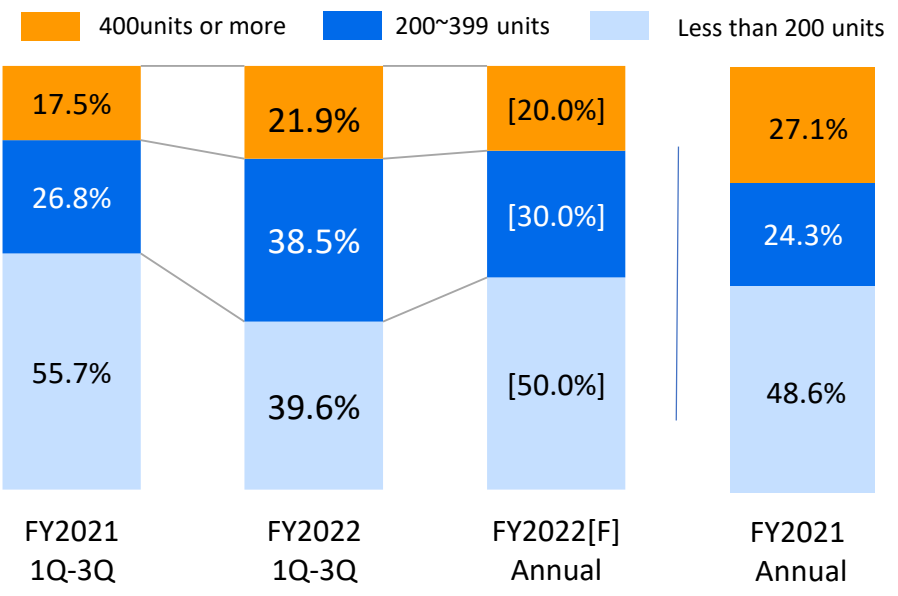
## 《Quarterly Order Received》



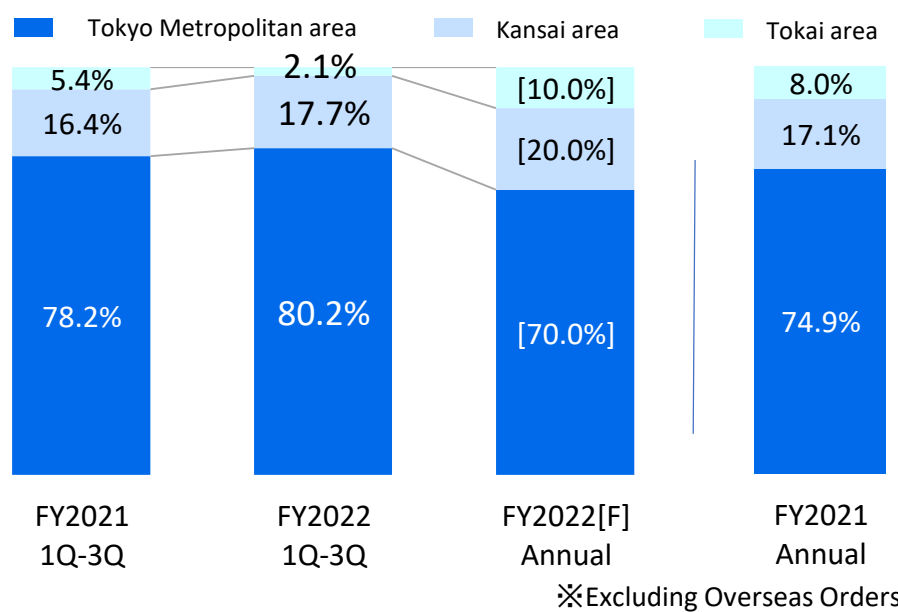
Main Projects	Property Owners	Location	Units
City Terrace Tamagawa	Tamagawa Housing HO Building Condominium Reconstruction Association, etc.	Chofu-shi, Tokyo	905
(Tentative name) Akishima A site plan New construction	Daiwa House Industry Co., Ltd., etc.	Akishima-shi, Tokyo	481
City Tower SenjuOhashi	Sumitomo Realty & Development Co., Ltd.	Adachi-ku, Tokyo	466
(Tentative name) Wonder City 571 Project 2-minute walk from Hankyu Inano Station	Mitsui Fudosan Residential Co., Ltd., etc.	Itami-shi, Hyogo	571
CIELIA City Hoshida Ekimae	Kanden Realty & Development Co., Ltd.	Katano-shi, Osaka	382
(Tentative name) Toyohashi-shi Ekimae Odori 2-chome Project New Construction	Sohgoh Real Estate, Co., Ltd., etc.	Toyohashi-shi, Aichi	156

# Order Received (Ratio by Size, Region, Exclusive contract and Construction-with-design orders)

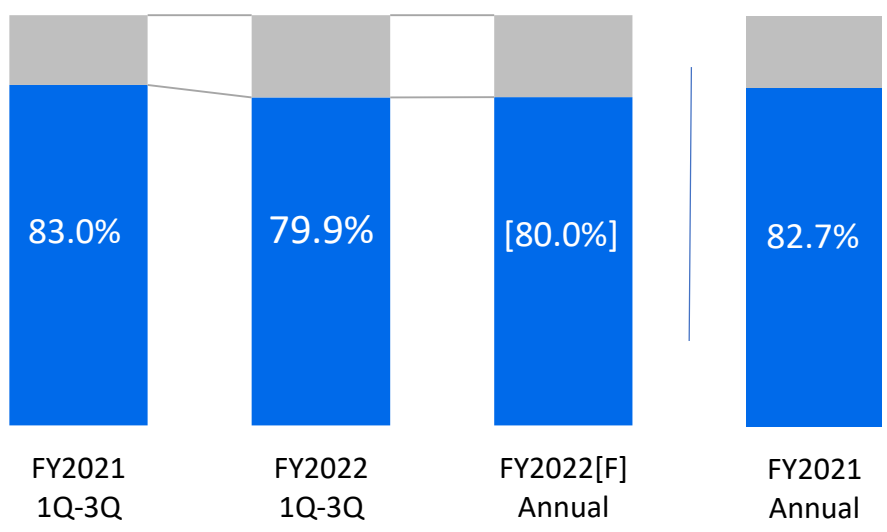
### Orders received by Size (Private-sector condominiums)



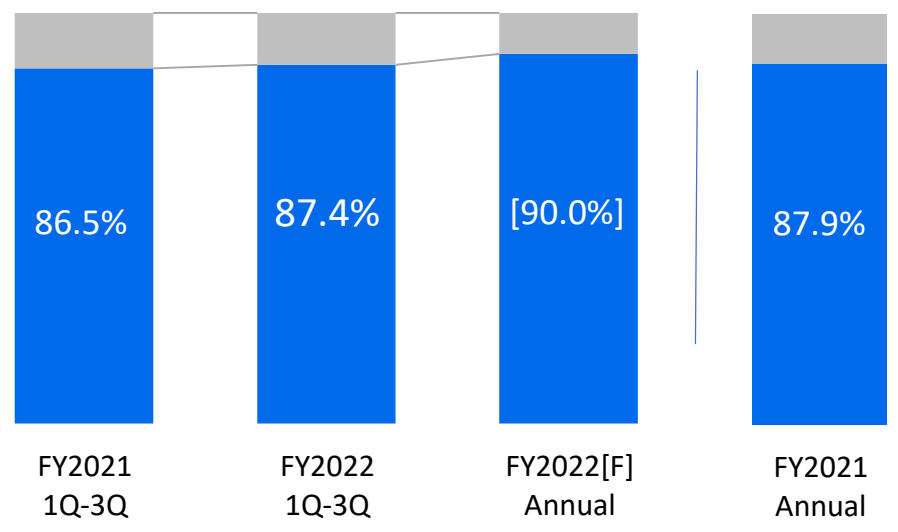
### Orders received by Region



### Exclusive contract



### Construction-with-design orders

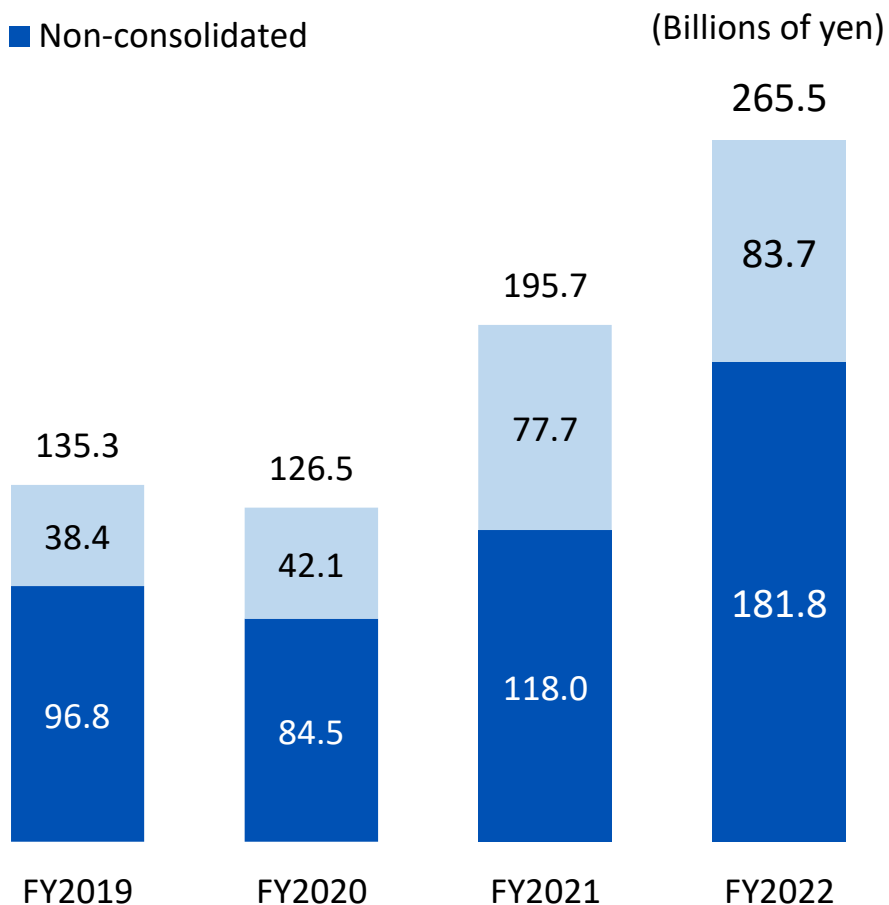


# Net sales & Gross profit of Real estate sale

- Net sales of Real estate sale increased, and Gross profit of Real estate sale decreased due to a decrease in deliveries of condominium units in subsidiaries despite of an increase in transaction volume of land of Non-consolidated.

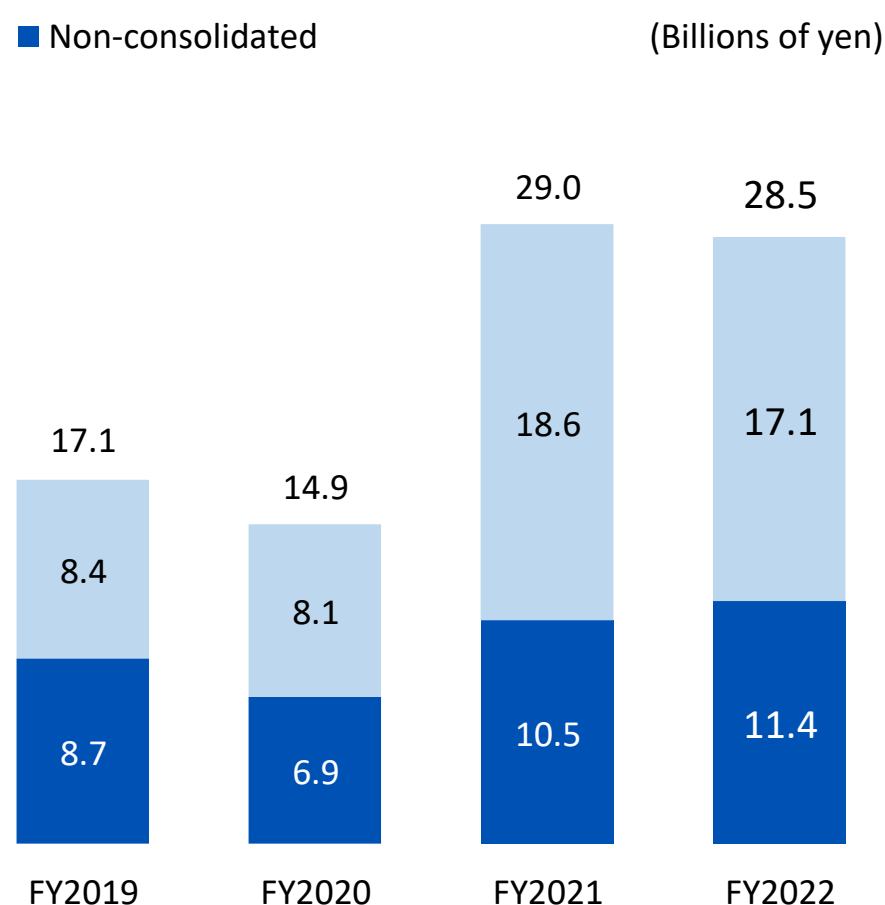
## Net sales of Real estate sale (1Q-3Q)

■ Difference b/w Consolidated & Non-consolidated  
■ Non-consolidated



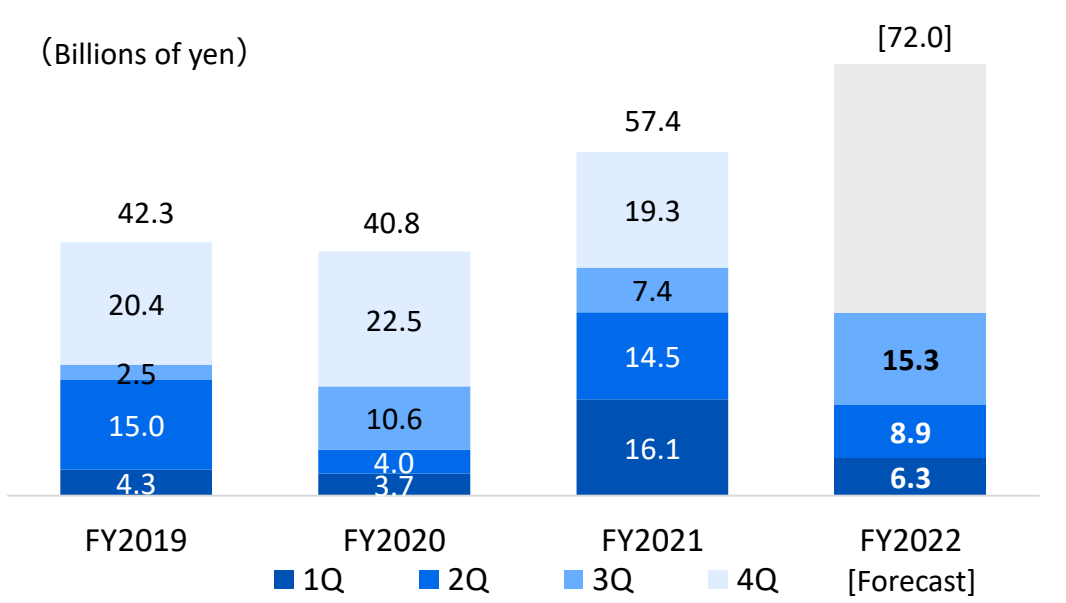
## Gross profit of Real estate sale (1Q-3Q)

■ Difference b/w Consolidated & Non-consolidated  
■ Non-consolidated

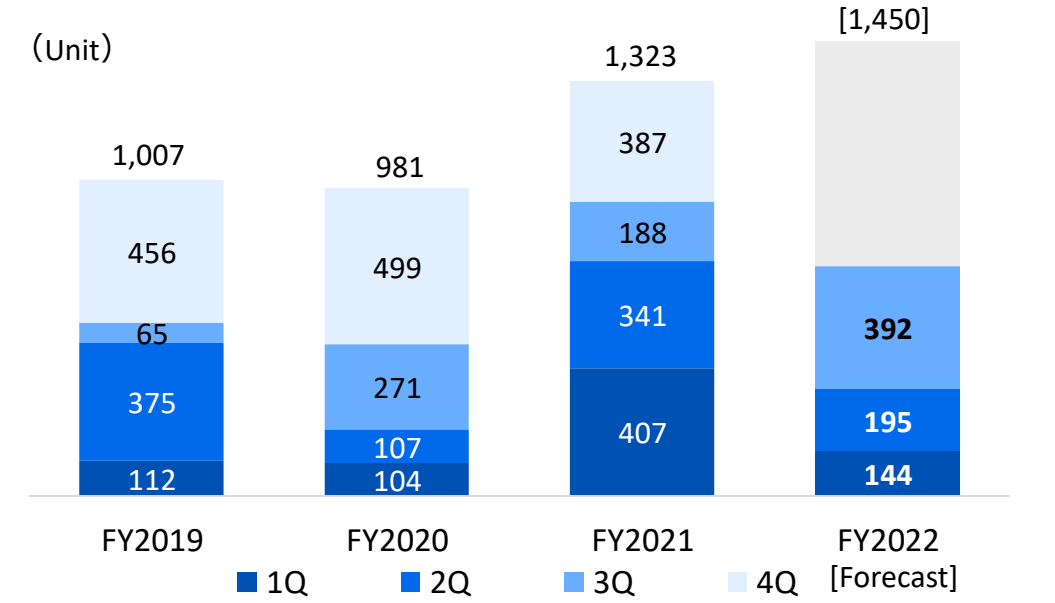


# Key indicators of For-sale Condominiums business

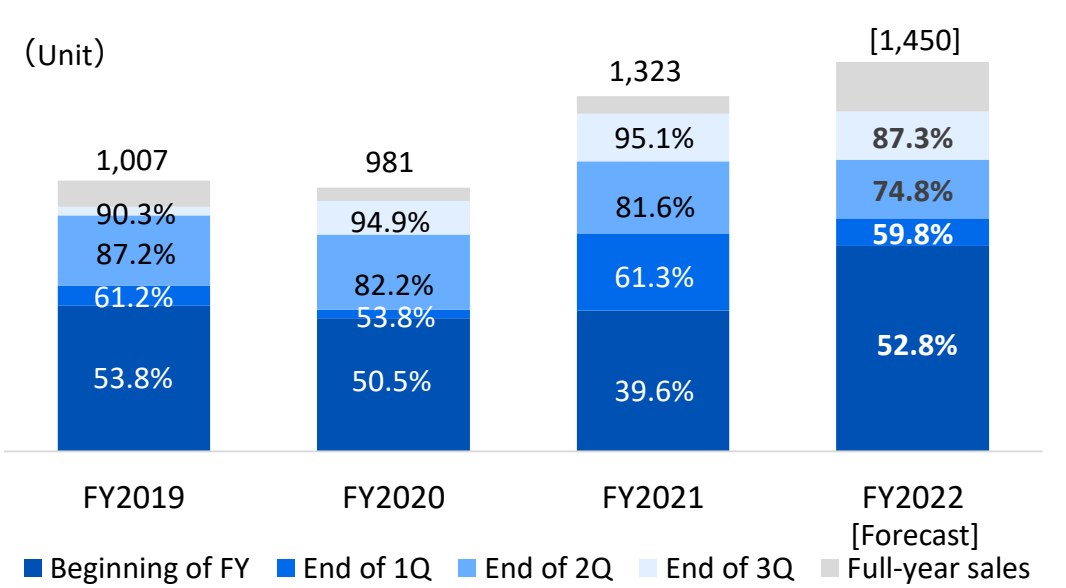
### Sales of For-sale Condominium business



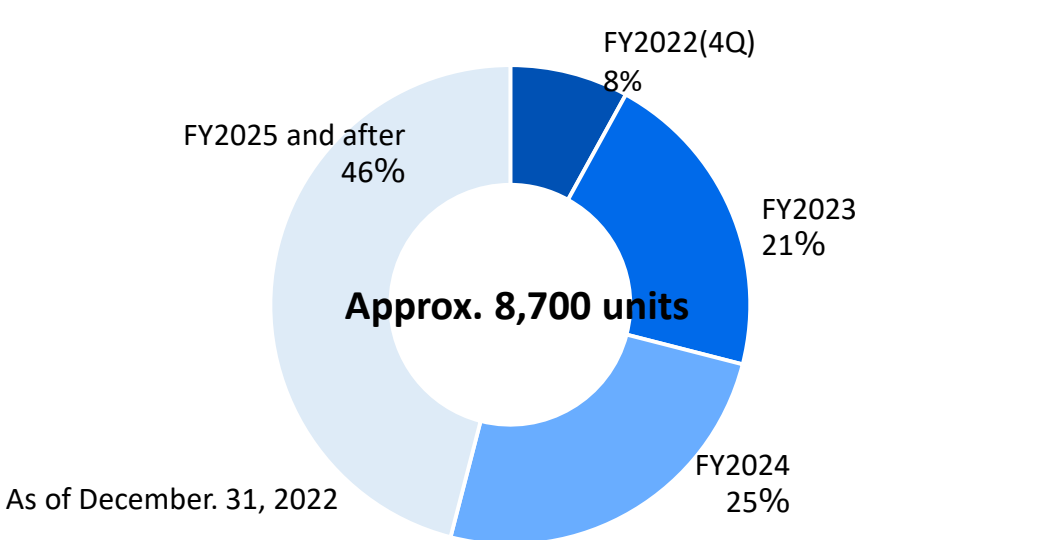
### Number of units for For-sale Condominium Sales



### Contract progress rate against the number of annual expected units



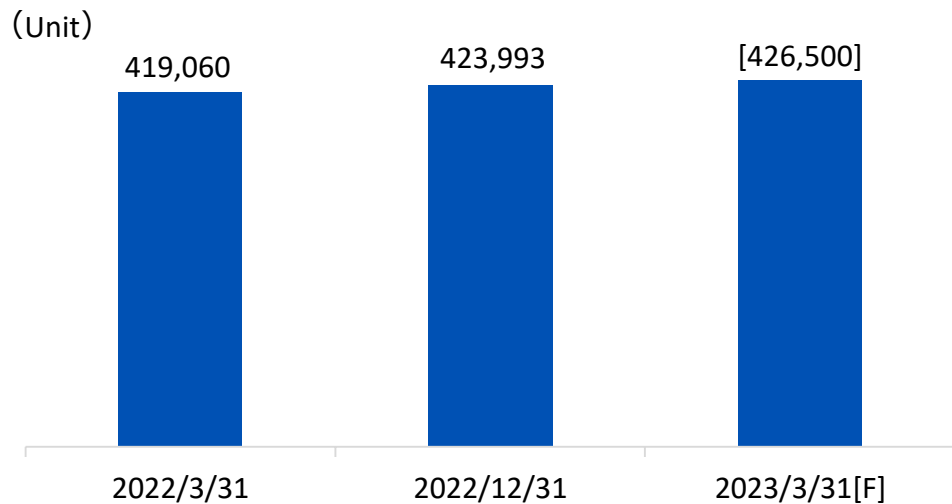
### For-sale Condominium units planning by fiscal year



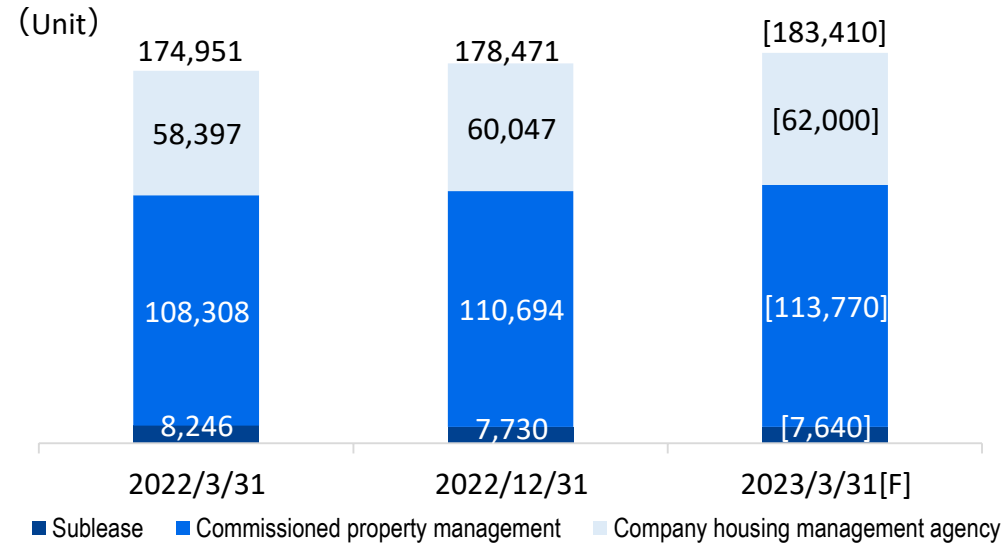
(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgho Real Estate after considering the companies' share.

# Operational Benchmarks of Service-Related Business

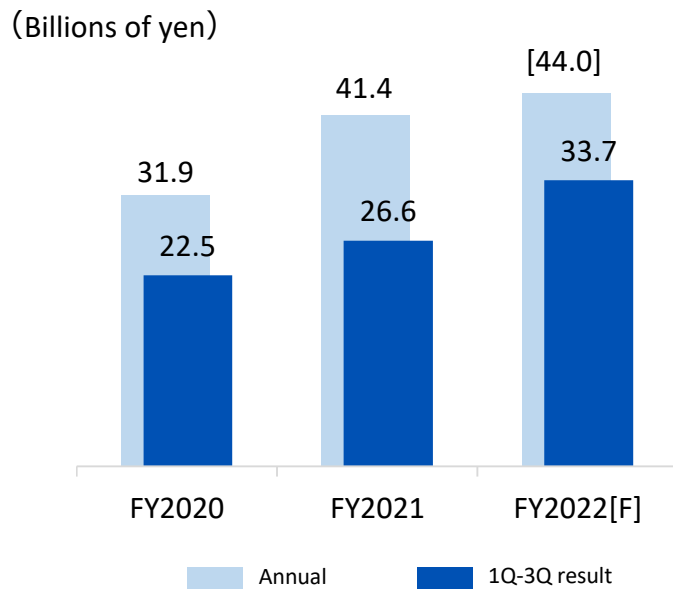
## Condominium Building Management



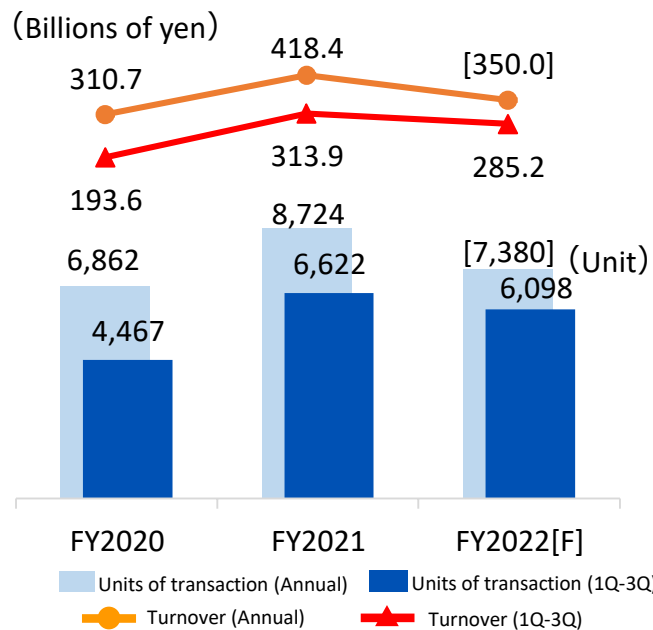
## Rental Apartment Management Operation



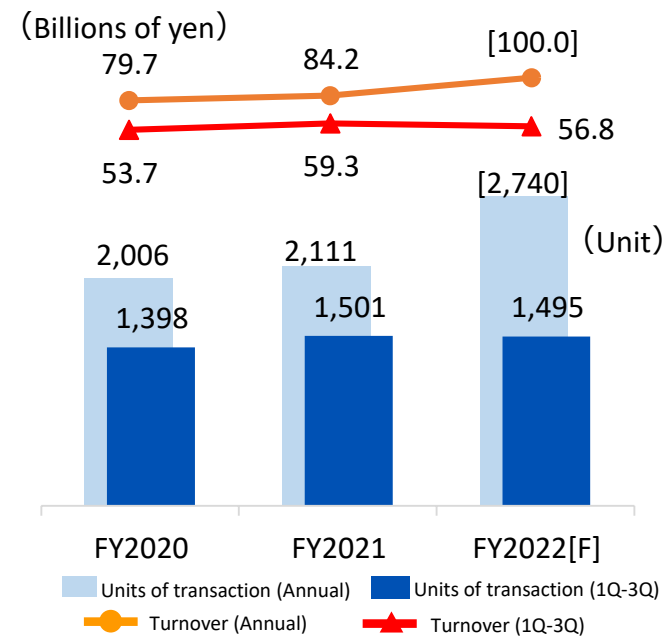
## Extensive Refurbishment and Interior improvement Orders



## Consignment Sales

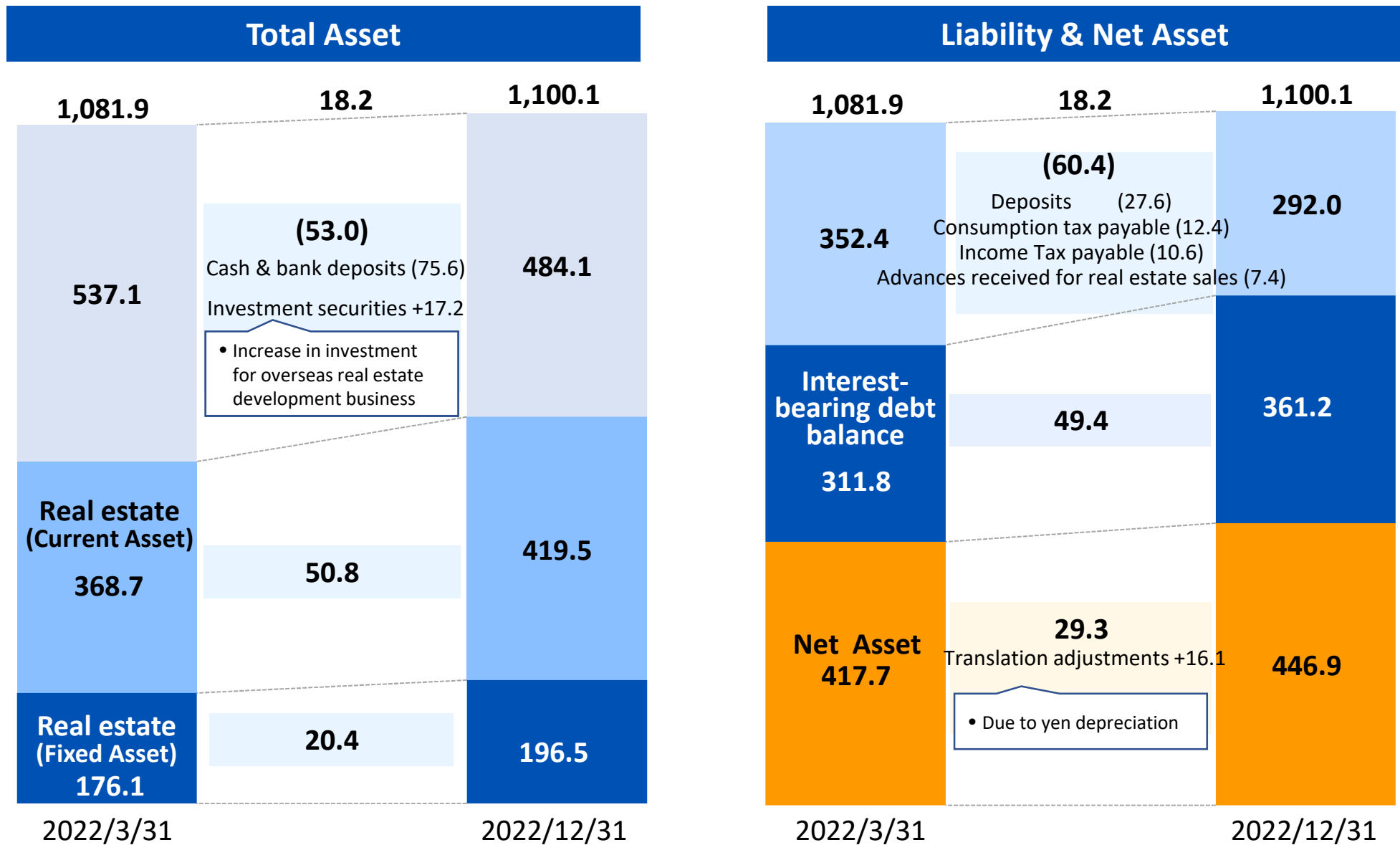


## Real estate brokerage



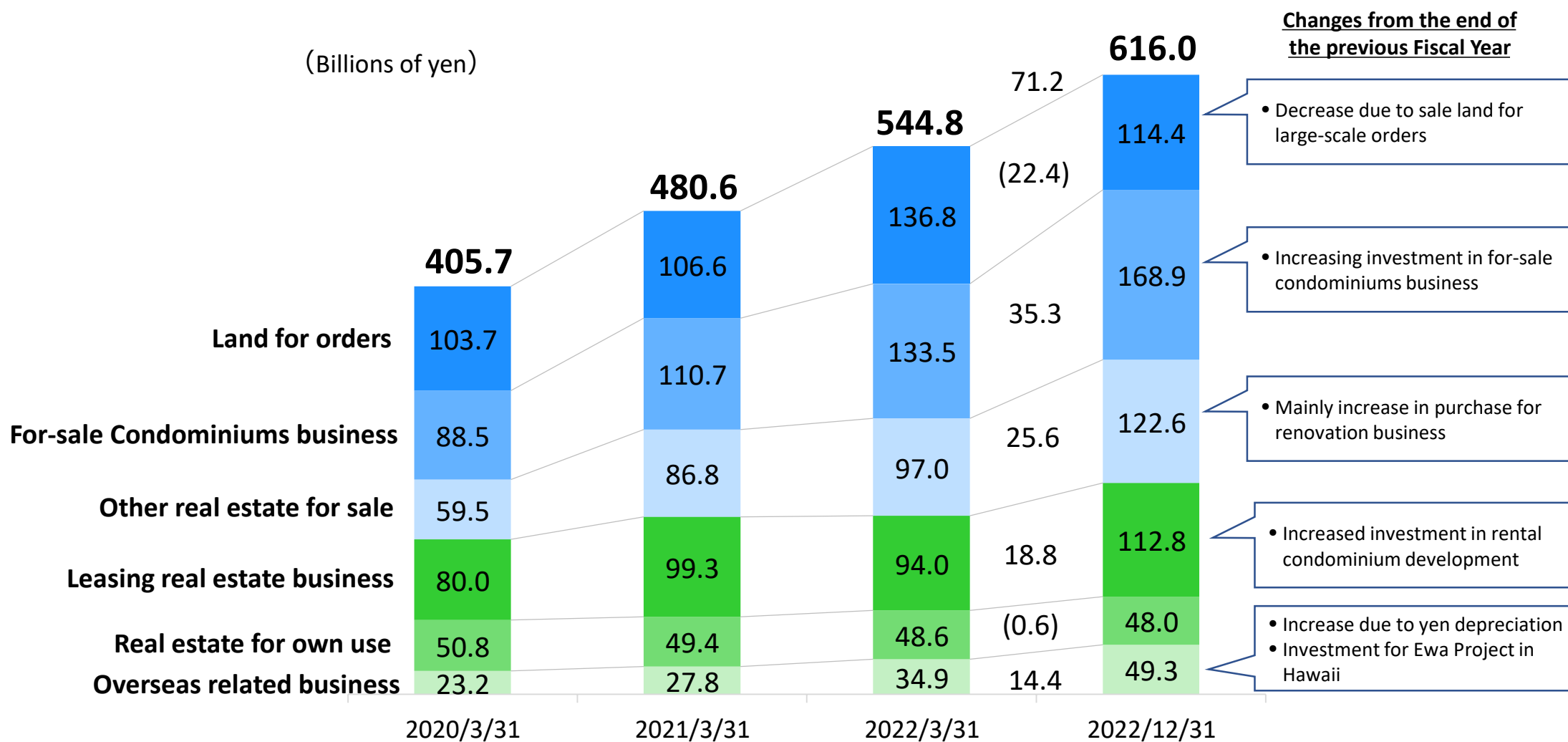
# Main factors for changes in Consolidated Balance Sheets

(Billions of yen)



(Note) Real estate (Current Asset) : Real estate for sale + Cost and advances for real estate operations + Real estate for development projects  
 Real estate (Fixed Asset) : Property and equipment Land leasehold rights

# Breakdown of Real estate balance by use

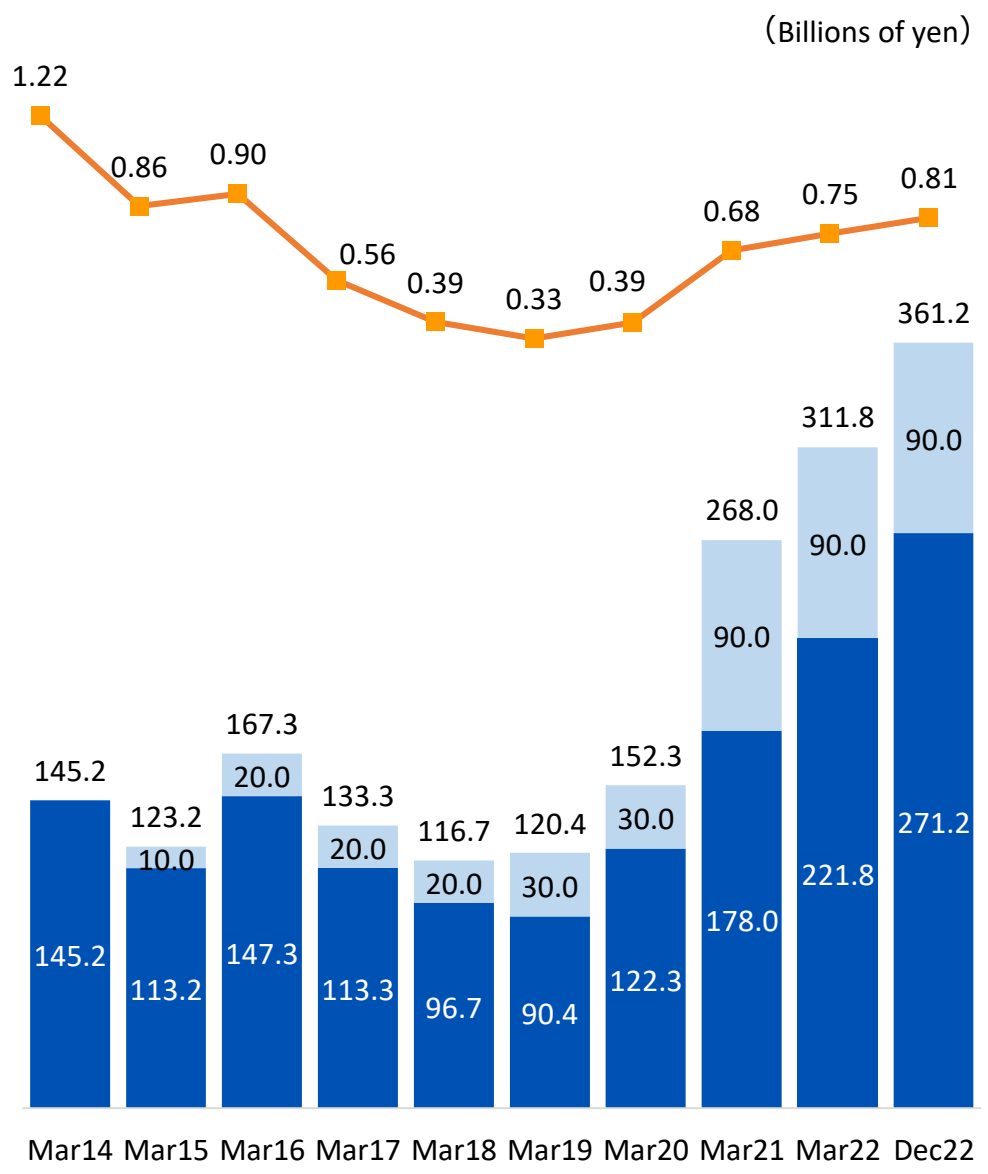


The above real estate balance are total of Real estate for sale, Costs and advances for real estate operations, Real estate for development projects, Property and equipment Land leasehold rights on Consolidated Balance Sheets

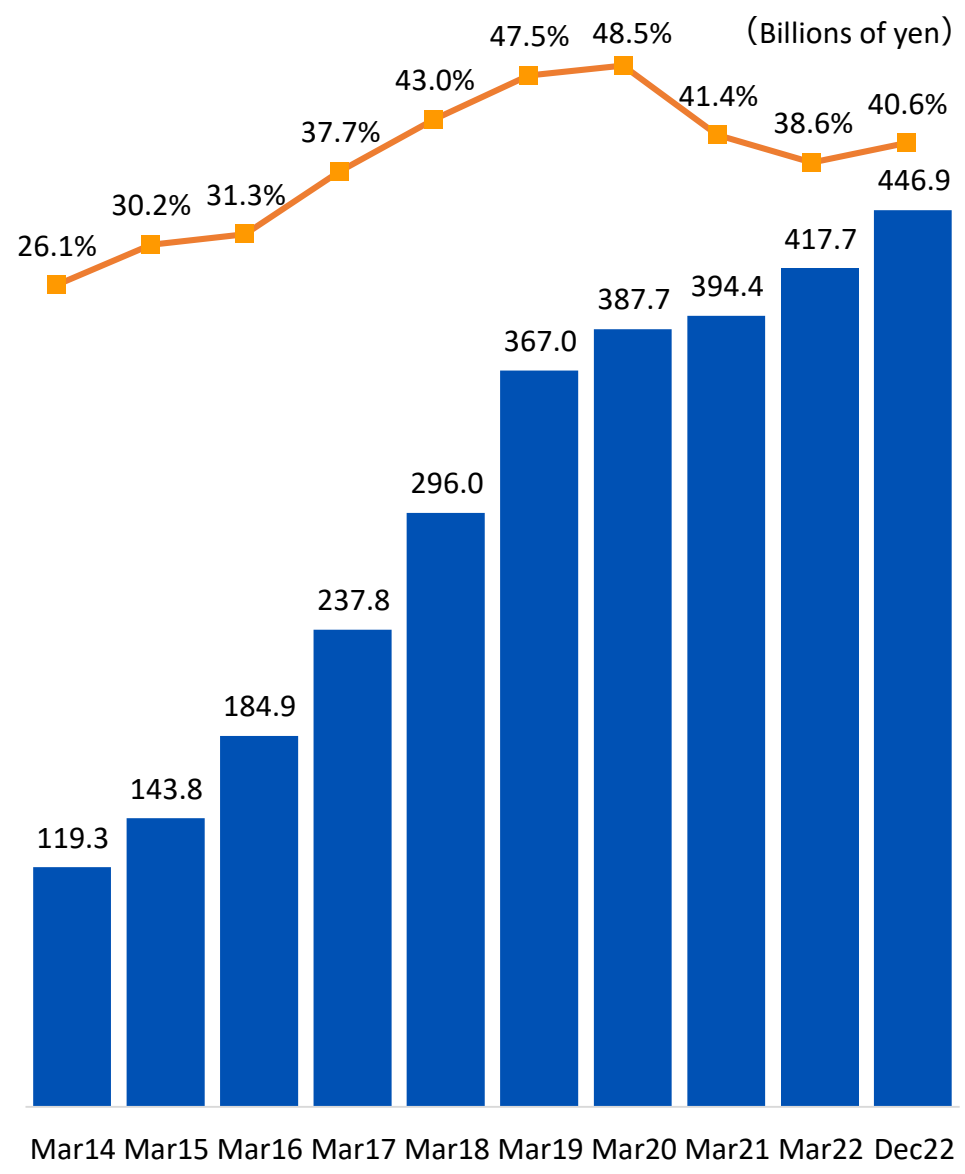
- **Land for orders:** Land for receiving construction orders, etc. by providing land for project owners
- **For-sale Condominium business:** For-sale condominiums business and new for-sale houses business
- **Other real estate for sale:** Income property for sale of whole rental condominiums, renovation business and etc.
- **Leasing real estate business:** Including sales to Private REIT
- **Real estate for own use:** Paid facilities for the elderly, Technical research institutes and others
- **Overseas related business:** Development in Hawaii State

# Interest-bearing debt and Shareholders' equity

## Interest-bearing debt



## Shareholder's equity



■ Debt    ■ Corporate Bond    — D/E ratio

■ Shareholders' equity    — Equity ratio



# Reference Information

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# Summary of Consolidated Income Statements

Billions of yen

	FY2021 1Q-3Q < A >	FY2022 1Q-3Q < B >	Change		FY2021 Result < C >	FY2022 Forecast		
			Amount < B - A >	%		Annual < D >	Change < D - C >	Progress
<b>Net sales</b>	<b>626.1</b>	<b>706.5</b>	<b>80.5</b>	<b>12.9%</b>	<b>909.7</b>	<b>960.0</b>	<b>50.3</b>	<b>73.6%</b>
Construction contracts	350.3	359.1	8.7	2.5%	482.9	514.0	31.1	69.9%
Design and supervision	5.2	5.7	0.5	10.5%	11.3	11.0	(0.3)	51.9%
Leasing and management	61.7	62.8	1.1	1.8%	85.4	87.0	1.6	72.2%
Real estate sale	195.7	265.5	69.8	35.7%	312.6	330.0	17.4	80.5%
Others	13.2	13.5	0.2	1.9%	17.6	18.0	0.4	74.8%
<b>Gross profit</b>	<b>109.4</b>	<b>108.7</b>	<b>(0.7)</b>	<b>( 0.7%)</b>	<b>148.3</b>	<b>157.5</b>	<b>9.2</b>	<b>69.0%</b>
Construction contracts	61.8	60.7	(1.0)	( 1.7%)	83.0	85.5	2.5	71.0%
[Profit ratio of construction contracts]	[ 17.6%]	[ 16.9%]	[(0.7p)]		[ 17.2%]	[ 16.6%]	[(0.6p)]	
Design and supervision	2.5	3.2	0.7	28.9%	5.5	5.5	(0.0)	57.9%
Leasing and management	13.9	13.9	(0.0)	( 0.1%)	19.3	19.5	0.2	71.5%
Real estate sale	29.0	28.5	(0.5)	( 1.8%)	38.1	45.0	6.9	63.4%
Others	2.2	2.3	0.1	6.1%	2.4	2.0	(0.4)	115.8%
Selling, general and administrative expense	47.9	52.1	4.2	8.7%	65.6	70.5	4.9	73.9%
<b>Operating income</b>	<b>61.5</b>	<b>56.6</b>	<b>(4.9)</b>	<b>( 7.9%)</b>	<b>82.7</b>	<b>87.0</b>	<b>4.3</b>	<b>65.0%</b>
[Operating income ratio]	[ 9.8%]	[ 8.0%]	[(1.8p)]		[ 9.1%]	[ 9.1%]	( -p)	
Financial income (expenses)	(1.4)	(2.2)	(0.9)		(1.9)	(3.2)	(1.3)	
Others, net	0.9	0.7	(0.2)		1.1	1.2	0.1	
<b>Ordinary income</b>	<b>61.0</b>	<b>55.1</b>	<b>(5.9)</b>	<b>( 9.7%)</b>	<b>81.9</b>	<b>85.0</b>	<b>3.1</b>	<b>64.8%</b>
[Ordinary income ratio]	[ 9.7%]	[ 7.8%]	[(1.9p)]		[ 9.0%]	[ 8.9%]	[(0.1p)]	
Special income (losses), net	0.2	(0.2)	(0.4)		(0.0)	-	0.0	
Income before income taxes	61.2	54.8	(6.3)	( 10.4%)	81.8	85.0	3.2	64.5%
Current tax	15.0	16.4	1.3		25.5	} 28.0	0.7	
Deferred tax	4.3	1.5	(2.8)		1.9			
Net income attributable to non-controlling interests	(0.0)	(0.0)	0.0		(0.0)			
<b>Net Income attributable to owners of parent</b>	<b>41.8</b>	<b>36.9</b>	<b>(4.9)</b>	<b>( 11.7%)</b>	<b>54.5</b>	<b>57.0</b>	<b>2.5</b>	<b>64.8%</b>
Depreciation and amortization, excluding goodwill-amortization	4.3	4.5	0.2	4.1%				

\*Interest income + Dividend income - Interest expense - Interest on bonds - Incidental loan expenses, etc.

# Summary of Non-Consolidated Income Statements

Billions of yen

	FY2021 1Q-3Q < A >	FY2022 1Q-3Q < B >	Change		FY2021 Result < C >	FY2022 Forecast		
			Amount < B - A >	%		Annual < D >	Change < D - C >	Progress
<b>Net sales</b>	<b>421.5</b>	<b>502.2</b>	<b>80.8</b>	<b>19.2%</b>	<b>630.9</b>	<b>650.0</b>	<b>19.1</b>	<b>77.3%</b>
Construction contracts	290.6	306.1	15.5	5.3%	406.0	440.0	34.0	69.6%
Commissioned works	3.1	4.0	0.9	29.3%	5.2	5.0	(0.2)	80.5%
Design and supervision	5.6	6.2	0.7	12.0%	12.1	12.0	(0.1)	51.9%
Lease rentals of buildings	4.3	4.1	(0.2)	( 4.7%)	5.6	5.5	(0.1)	73.8%
Real estate sale	118.0	181.8	63.9	54.2%	202.0	187.5	(14.5)	97.0%
<b>Gross profit</b>	<b>69.0</b>	<b>70.1</b>	<b>1.1</b>	<b>1.6%</b>	<b>94.7</b>	<b>97.5</b>	<b>2.8</b>	<b>71.9%</b>
Construction contracts	52.1	50.8	(1.3)	( 2.5%)	69.2	73.0	3.8	69.6%
Commissioned works	2.2	2.9	0.8	36.4%	3.4	3.0	(0.4)	98.1%
[Profit ratio of construction works]	[ 18.5%]	[ 17.3%]	[(1.2p)]		[ 17.7%]	[ 17.1%]	[(0.6p)]	
Design and supervision	2.7	3.4	0.8	27.8%	6.0	6.0	(0.0)	57.4%
Lease rentals of buildings	1.6	1.5	(0.1)	( 4.9%)	1.6	2.0	0.4	75.4%
Real estate sale	10.5	11.4	0.9	8.8%	14.3	13.5	(0.8)	84.4%
Selling, general and administrative expense	27.8	30.3	2.5	9.0%	38.4	41.5	3.1	73.1%
<b>Operating income</b>	<b>41.2</b>	<b>39.7</b>	<b>(1.4)</b>	<b>( 3.5%)</b>	<b>56.3</b>	<b>56.0</b>	<b>(0.3)</b>	<b>70.9%</b>
[Operating income ratio]	[ 9.8%]	[ 7.9%]	[(1.9p)]		[ 8.9%]	[ 8.6%]	[(0.3p)]	
Financial income (expenses)	7.2	7.9	0.7		7.2	8.2	1.0	
Others, net	0.5	0.3	(0.3)		0.6	0.8	0.2	
<b>Ordinary income</b>	<b>48.9</b>	<b>47.9</b>	<b>(1.0)</b>	<b>( 2.1%)</b>	<b>64.2</b>	<b>65.0</b>	<b>0.8</b>	<b>73.6%</b>
[Ordinary income ratio]	[ 11.6%]	[ 9.5%]	[(2.1p)]		[ 10.2%]	[ 10.0%]	[(0.2p)]	
Special income (losses), net	0.1	0.2	0.1		0.1	-	(0.1)	
Income before income taxes	49.0	48.1	(1.0)	( 2.0%)	64.3	65.0	0.7	73.9%
Current tax	10.8	11.2	0.4		18.0	18.0	(0.9)	
Deferred tax	2.1	1.1	(1.1)		0.9			
<b>Net income</b>	<b>36.1</b>	<b>35.8</b>	<b>(0.3)</b>	<b>( 0.9%)</b>	<b>45.5</b>	<b>47.0</b>	<b>1.5</b>	<b>76.1%</b>
Depreciation and amortization, excluding goodwill-amortization	2.4	2.7	0.3	12.8%				

\*Interest income + Dividend income - Interest expense - Interest on bonds - Incidental expenses for loan, etc.

# Summary of Consolidated Balance Sheets

Billions of yen

	Mar.31 2022	Dec.31 2022	Change			Mar.31 2022	Dec.31 2022	Change	
			Amount	%				Amount	%
<b>Current assets:</b>	<b>810.1</b>	<b>790.2</b>	<b>(19.9)</b>	<b>( 2.5%)</b>	<b>Current liabilities:</b>	<b>350.5</b>	<b>308.4</b>	<b>(42.1)</b>	<b>( 12.0%)</b>
Cash and bank deposits	266.9	191.3	(75.6)	( 28.3%)	Notes and accounts payable	86.5	80.9	(5.6)	( 6.4%)
Notes and accounts receivable, trade	147.9	139.8	(8.1)	( 5.5%)	Electronically recorded obligations	55.6	59.6	4.0	7.3%
Negotiable Certificates of Deposit	0.6	0.7	0.1	25.6%	Current portion of long-term debt	31.8	31.2	(0.6)	( 2.0%)
Costs on uncompleted construction contracts	11.4	14.9	3.5	30.7%	Current portion of bonds	-	20.0	20.0	-%
Real estate for sale	165.8	164.8	(1.0)	( 0.6%)	Advances received on uncompleted construction contracts	25.5	26.2	0.8	3.0%
Cost and advances for real estate operations	176.9	221.6	44.7	25.3%	Deposits	50.9	23.3	(27.6)	( 54.2%)
Real estate for development projects	26.0	33.1	7.1	27.3%	Other current liabilities	100.3	67.1	(33.1)	( 33.0%)
Other current assets	14.6	24.0	9.4	64.2%	<b>Long-term liabilities:</b>	<b>313.7</b>	<b>344.7</b>	<b>31.0</b>	<b>9.9%</b>
Allowance for doubtful accounts	(0.1)	(0.1)	(0.0)	-%	Straight bonds	90.0	70.0	(20.0)	( 22.2%)
					Long-term debt	190.0	240.0	50.0	26.3%
					Net defined benefit liability	1.4	1.6	0.2	10.6%
					Provision for loss on litigation	2.5	3.1	0.6	24.5%
					Other long-term liabilities	29.8	30.0	0.3	0.9%
					<b>Total liabilities</b>	<b>664.2</b>	<b>653.2</b>	<b>(11.1)</b>	<b>( 1.7%)</b>
<b>Fixed assets:</b>	<b>271.8</b>	<b>309.9</b>	<b>38.1</b>	<b>14.0%</b>	<b>Shareholders' Equity:</b>	<b>422.7</b>	<b>436.3</b>	<b>13.6</b>	<b>3.2%</b>
Property and equipment, Land leasehold rights	176.1	196.5	20.4	11.6%	Capital stock	57.5	57.5	-	-%
Goodwill	2.4	2.2	(0.2)	( 6.4%)	Capital surplus	7.4	7.4	-	-%
Investment securities	43.1	60.4	17.2	40.0%	Retained earnings	392.1	405.5	13.3	3.4%
Deferred tax assets	8.9	7.1	(1.8)	( 20.6%)	Treasury stock	(34.3)	(34.1)	0.2	-%
Other fixed assets	42.1	44.5	2.4	5.8%	<b>Accumulated Other Comprehensive Income:</b>	<b>(5.0)</b>	<b>10.7</b>	<b>15.7</b>	<b>-%</b>
Allowance for doubtful accounts	(0.8)	(0.8)	(0.0)	-%	Net unrealized gain on other securities	2.4	1.3	(1.0)	( 43.7%)
					Translation adjustments	(2.2)	13.9	16.1	-%
					Retirement benefits liability adjustments	(5.2)	(4.6)	0.6	-%
					<b>Non-controlling interests</b>	<b>0.0</b>	<b>0.0</b>	<b>(0.0)</b>	<b>( 9.5%)</b>
					<b>Total net assets</b>	<b>417.7</b>	<b>446.9</b>	<b>29.3</b>	<b>7.0%</b>
<b>Total assets</b>	<b>1,081.9</b>	<b>1,100.1</b>	<b>18.2</b>	<b>1.7%</b>	<b>Total liabilities and net assets</b>	<b>1,081.9</b>	<b>1,100.1</b>	<b>18.2</b>	<b>1.7%</b>

# Summary of financial results of Major Subsidiaries

Billions of yen

Company Name	FY2021 1Q-3Q			FY2022 1Q-3Q			FY2022 Annual forecast		
	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income
Haseko Corporation	421.5	48.9	36.1	502.2	47.9	35.8	650.0	65.0	47.0
<b>Construction-Related Business</b>									
Fuji Kensetsu, Co., Ltd.	25.8	2.4	1.6	23.0	2.2	1.5	34.0	3.2	2.1
Hasec, Inc.	0.6	0.4	0.3	0.6	0.4	0.3	0.8	0.6	0.4
Foris Corporation	6.0	0.4	0.3	5.8	0.2	0.1	9.5	0.6	0.4
Hosoda Corporation	11.6	0.4	0.5	10.9	0.3	0.3	19.0	0.8	0.6
<b>Real Estate-Related Business</b>									
Haseko Real Estate Development Holdings, Inc.									
Haseko Real Estate Development, Inc.	20.2	1.7	1.2	28.2	1.0	0.8	64.7	8.1	5.2
Sohgoh Real Estate, Co., Ltd.	40.1	5.0	3.4	22.5	2.7	1.7	31.7	2.3	1.4
<b>Service-Related Business</b>									
Haseko Anesis Corporation	4.2	2.9	2.9	7.2	6.0	6.0	7.5	5.7	5.8
Haseko Reform, Inc.	27.1	0.5	0.4	32.5	1.8	1.3	42.7	1.5	1.0
Haseko Livenet, Inc.	29.9	2.8	2.0	32.1	3.6	2.5	43.9	4.3	3.0
Haseko Business Proxy, Inc.	1.4	0.2	0.1	1.3	0.1	0.1	2.1	0.3	0.2
Haseko Urbest, Inc.	7.3	1.9	1.3	6.7	1.0	0.7	11.2	3.0	2.1
Haseko Real Estate, Inc.	19.2	0.9	0.6	25.9	1.1	0.7	40.3	2.4	1.6
Haseko Intec, Inc.	2.9	(0.1)	(0.0)	3.3	0.1	0.0	6.5	0.5	0.4
Haseko Systems, Inc.	6.6	0.9	0.6	7.0	1.0	0.7	9.5	1.3	0.9
Haseko Property Management Holdings, Inc.									
Haseko Community, Inc.	39.4	2.8	1.9	41.2	3.0	2.0	61.1	5.2	3.6
Haseko Community Kyushu, Inc.	1.9	0.1	0.1	2.0	0.1	0.1	2.8	0.2	0.1
Haseko Community Nishinohon, Inc.	0.8	0.0	0.0	0.8	0.1	0.0	1.1	0.1	0.1
Haseko Community Okinawa, Inc.	0.3	0.0	0.0	0.3	0.1	0.0	0.4	0.1	0.0
JOINT PROPERTY, CO., LTD	1.3	0.1	0.0	1.4	0.1	0.1	1.9	0.1	0.1
Haseko Senior Well Design, Co., Ltd. *	9.0	0.4	0.4	9.1	0.5	0.5	11.9	0.1	0.1
Furusato, Co., Ltd. *	1.6	0.1	0.1	1.6	0.0	0.0	2.2	0.0	0.0
<b>Overseas-Related Business</b>									
Haseko America, Inc.	0.0	(1.3)	(1.3)	0.0	(2.5)	(2.5)	0.0	(2.1)	(2.1)
<b>Consolidated</b>	<b>626.1</b>	<b>61.0</b>	<b>41.8</b>	<b>706.5</b>	<b>55.1</b>	<b>36.9</b>	<b>960.0</b>	<b>85.0</b>	<b>57.0</b>

\* Haseko Senior Holdings, Century Life, and Seikatsu Kagaku Un-Ei merged on October 1, 2021 and changed the company name to Haseko Senior Well Design, making Furusato a subsidiary of Haseko Senior Well Design. The figures for each period for Haseko Senior Well Design are the sum of the figures for Century Life and Seikatsu Kagaku Un-Ei before the merger.

# Number of units supplied by scale & Sales status in initial month

## Tokyo metropolitan area

	From 4/1/2020 to 3/31/2021					From 4/1/2021 to 3/31/2022					From 4/1/2022 to 12/31/2022				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko
Under 50 units	5,681	12	0.2%	71.6%	0.0%	5,421	0	0.0%	76.8%	-	3,465	0	0.0%	74.1%	-
50 ~ 99 units	7,211	1,507	20.9%	68.5%	68.2%	8,770	1,055	12.0%	73.8%	74.6%	6,694	1,092	16.3%	75.7%	74.5%
100 ~ 199 units	5,064	1,894	37.4%	67.6%	65.5%	7,336	3,987	54.3%	72.3%	73.0%	4,795	2,603	54.3%	64.2%	65.6%
200 ~ 399 units	4,498	3,426	76.2%	66.8%	64.9%	4,526	3,109	68.7%	60.8%	58.5%	3,693	2,262	61.3%	68.4%	64.2%
400 units or more	6,578	3,882	59.0%	64.9%	51.6%	6,819	3,137	46.0%	77.4%	68.5%	5,015	2,177	43.4%	66.9%	43.0%
<b>Total: Fiscal year base</b>	<b>29,032</b>	<b>10,721</b>	<b>36.9%</b>	<b>67.9%</b>	<b>60.6%</b>	<b>32,872</b>	<b>11,288</b>	<b>34.3%</b>	<b>72.9%</b>	<b>67.9%</b>	<b>23,662</b>	<b>8,134</b>	<b>34.4%</b>	<b>70.1%</b>	<b>60.4%</b>
Of which 20 stories and above	4,441	775	17.5%	-	-	4,487	394	8.8%	-	-	3,216	529	16.4%	-	-
<b>Total: Calendar year base</b>	<b>27,228</b>	<b>10,001</b>	<b>36.7%</b>	<b>(Jan.20~Dec.20)</b>		<b>33,636</b>	<b>11,583</b>	<b>34.4%</b>	<b>(Jan.21~Dec.21)</b>		<b>29,569</b>	<b>10,420</b>	<b>35.2%</b>	<b>(Jan.22~Dec.22)</b>	

## Kinki area (\*excluding Tokai area)

	From 4/1/2020 to 3/31/2021					From 4/1/2021 to 3/31/2022					From 4/1/2022 to 12/31/2022				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko
Under 50 units	2,111	7	0.3%	74.3%	28.6%	2,941	41	1.4%	72.3%	43.9%	2,739	1	0.0%	75.4%	100.0%
50 ~ 99 units	4,982	476	9.6%	71.4%	40.3%	5,505	630	11.4%	76.4%	72.2%	4,372	252	5.8%	77.9%	67.1%
100 ~ 199 units	5,240	1,144	21.8%	74.6%	57.6%	5,721	853	14.9%	66.4%	59.8%	4,724	736	15.6%	70.1%	53.1%
200 ~ 399 units	2,845	1,150	40.4%	79.2%	78.7%	2,851	1,594	55.9%	61.4%	66.1%	1,691	974	57.6%	61.9%	65.3%
400 units or more	1,061	253	23.8%	45.6%	72.7%	1,142	630	55.2%	73.4%	69.0%	895	446	49.8%	59.1%	49.3%
<b>Total: Fiscal year base</b>	<b>16,239</b>	<b>3,030</b>	<b>18.7%</b>	<b>72.5%</b>	<b>64.1%</b>	<b>18,160</b>	<b>3,748</b>	<b>20.6%</b>	<b>70.0%</b>	<b>66.0%</b>	<b>14,421</b>	<b>2,409</b>	<b>16.7%</b>	<b>71.8%</b>	<b>58.8%</b>
Of which 20 stories and above	1,590	362	22.8%	-	-	2,525	790	31.3%	-	-	2,030	303	14.9%	-	-
Excluding studio apartment	13,041	3,030	23.2%	69.3%	64.1%	14,934	3,748	25.1%	68.2%	66.0%	11,767	2,409	20.5%	70.2%	58.8%
<b>Total: Calendar year base</b>	<b>15,195</b>	<b>2,960</b>	<b>19.5%</b>	<b>(Jan.20~Dec.20)</b>		<b>18,951</b>	<b>3,839</b>	<b>20.3%</b>	<b>(Jan.21~Dec.21)</b>		<b>17,858</b>	<b>3,188</b>	<b>17.9%</b>	<b>(Jan.22~Dec.22)</b>	

# Six years Summary

Billions of yen, Thousand shares

	1Q-3Q Result					
	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
<b>Consolidated</b>						
Net Sales	580.2	655.4	611.1	553.7	626.1	706.5
Operating Income	66.0	71.0	61.1	46.6	61.5	56.6
Ordinary Income	66.3	71.3	61.3	45.7	61.0	55.1
Net income attributable to owners of parent	45.6	63.3	42.3	31.1	41.8	36.9
Total Assets	628.0	727.7	738.6	886.8	1,002.4	1,100.1
Inventories *	137.9	189.2	210.3	308.6	372.5	419.5
Property and Equipment, Leasehold rights	121.9	134.2	146.4	167.5	171.1	196.5
Real Estate Balance total	259.8	323.5	356.6	476.1	543.6	616.0
Interest-bearing debt balance	126.4	136.9	130.0	271.6	317.3	361.2
Shareholders' equity	268.6	343.6	380.2	382.6	403.7	446.9
Equity ratio	42.8%	47.2%	51.5%	43.1%	40.3%	40.6%
Net cash provided by (used in) Operating activities	4.1	(53.4)	(63.2)	(43.4)	(27.0)	(62.3)
Net cash provided by (used in) Investing activities	(9.4)	(0.5)	(28.3)	(27.5)	(25.5)	(40.7)
Net cash provided by (used in) Financing activities	(24.1)	4.7	(18.9)	79.6	21.4	24.4
Cash and cash equivalents at end of the period	172.1	157.7	102.1	160.3	183.7	189.3
Number of employees	6,952	7,091	7,277	7,600	7,691	7,729
<b>Non-Consolidated</b>						
Net Sales	422.9	493.0	454.0	398.3	421.5	502.2
Operating Income	59.0	63.1	50.7	39.7	41.2	39.7
Ordinary Income	59.2	63.6	71.2	49.5	48.9	47.9
Net Income	41.5	43.6	55.3	37.5	36.1	35.8
Total Assets	506.9	576.1	613.4	762.0	838.3	923.6
Shareholders' equity	241.3	287.4	329.6	334.7	347.2	367.7
Equity ratio	47.6%	49.9%	53.7%	43.9%	41.4%	39.8%
Order	279.7	310.5	280.9	220.3	212.0	244.7
Number of employees	2,434	2,479	2,512	2,488	2,509	2,475
<b>Outstanding shares</b>						
Common stock (including treasury stock)	300,794	300,794	300,794	300,794	300,794	300,794
Treasury stock	3,438	3,410	3,353	17,760	26,147	25,980
(Treasury stock remaining in the trust)	[3,242]	[3,209]	[3,150]	[3,043]	[2,966]	[2,797]
The average number of shares	299,189	297,378	297,429	288,179	274,803	274,799

\* Real estate for sale + Costs and advances for real estate operations + Real estate for development projects

