

Summary of Financial Statements

- For the year ended March 31, 2013 -



May 2013

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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1. Summary of Consolidated Income Statements

P.1

Billions of yen

	March 2012	March 2013	Change		March 2014 Forecast		YoY Change	
	Result < A >	Result < B >	Amount < B - A >	%	Interim	Annual < C >	Amount < C - B >	%
Net sales	500.9	558.9	58.0	11.6%	260.0	575.0	16.1	2.9%
Construction contracts	330.3	338.0	7.7	2.3%	172.5	366.0	28.0	8.3%
Design and supervision	7.8	8.1	0.2	3.0%	4.0	9.0	0.9	11.5%
Leasing and management	66.4	70.0	3.6	5.5%	30.0	63.0	(7.0)	(10.0%)
Real estate sale	92.1	138.0	45.9	49.9%	51.0	131.6	(6.4)	(4.6%)
Others	4.3	4.8	0.5	10.7%	2.5	5.4	0.6	13.0%
Gross profit	49.7	53.5	3.8	7.6%	26.4	58.1	4.6	8.7%
Construction contracts	31.2	30.2	(1.1)	(3.4%)	13.8	31.0	0.8	2.7%
[Profit ratio of construction contracts]	[9.5%]	[8.9%]	[(0.6p)]		[8.0%]	[8.5%]	[(0.4p)]	
Design and supervision	4.1	4.6	0.5	12.0%	2.3	5.0	0.4	8.0%
Leasing and management	10.5	11.4	0.9	8.9%	5.6	11.8	0.4	3.6%
Real estate sale	2.7	6.0	3.3	121.2%	4.0	9.0	3.0	49.8%
Others	1.1	1.2	0.1	12.2%	0.7	1.3	0.1	4.4%
Selling, general and administrative expense	28.1	29.1	1.1	3.8%	15.4	31.1	2.0	6.8%
Operating income	21.6	24.3	2.7	12.6%	11.0	27.0	2.7	11.0%
[Operating income ratio]	[4.3%]	[4.4%]	[0.1p]		[4.2%]	[4.7%]	[0.3p]	
Other income (expenses), net	(3.4)	(4.4)	(0.9)		(2.0)	(4.0)	0.4	
Interest income (expenses), net	(4.6)	(4.9)	(0.3)		(2.1)	(4.3)	0.6	
Others, net	1.2	0.6	(0.6)		0.1	0.3	(0.3)	
Ordinary income	18.2	20.0	1.8	9.8%	9.0	23.0	3.0	15.1%
[Ordinary income ratio]	[3.6%]	[3.6%]	(0.0p)		[3.5%]	[4.0%]	[0.4p]	
Special income (losses), net	0.5	(8.3)	(8.7)		-	-	8.3	
Income before income taxes and minority interests	18.7	11.7	(7.0)	(37.3%)	9.0	23.0	11.3	96.5%
Income taxes and minority interests	7.4	(1.4)	(8.8)		3.0	8.0	9.4	
Current tax	0.9	1.0	0.1					
Deferred tax	6.5	(2.4)	(8.9)					
Minority interests	0.0	0.0	0.0					
Net income	11.2	13.1	1.8	16.2%	6.0	15.0	1.9	14.8%
Depreciation and amortization, excluding goodwill-amortization	3.6	3.3	(0.3)	(8.2%)				
Number of employees	4,549	4,640	91	2.0%				

2.Summary of Non-consolidated Income Statements

P.2

Billions of yen

	March 2012 Result < A >	March 2013 Result < B >	Change		March 2014 Forecast		YoY Change	
			Amount < B - A >	%	Interim	Annual < C >	Amount < C - B >	%
Net sales	368.0	411.4	43.4	11.8%	190.0	415.0	3.6	0.9%
Construction contracts	278.1	278.3	0.2	0.1%	140.0	295.0	16.7	6.0%
Commissioned works	5.2	5.3	0.1	2.0%	2.5	6.0	0.7	12.9%
Design and supervision	7.9	8.1	0.3	3.4%	4.0	9.0	0.9	10.9%
Lease rentals of buildings	2.9	2.8	(0.1)	(4.0%)	1.4	2.8	0.0	1.0%
Real estate sale	74.0	116.9	42.9	58.0%	42.1	102.2	(14.7)	(12.6%)
Gross profit	29.5	30.9	1.4	4.9%	15.5	33.7	2.8	9.0%
Construction contracts	21.8	19.4	(2.4)	(11.1%)	8.4	19.2	(0.2)	(0.9%)
Commissioned works	3.1	3.4	0.3	10.8%	1.6	3.4	0.0	0.5%
[Profit ratio of construction works]	[8.8%]	[8.0%]	[(0.8p)]		[7.0%]	[7.5%]	[(0.5p)]	
Design and supervision	4.1	4.7	0.5	12.4%	2.3	5.0	0.3	7.4%
Lease rentals of buildings	1.0	0.9	(0.0)	(3.8%)	0.5	0.9	(0.0)	(2.5%)
Real estate sale	(0.5)	2.6	3.1	(- %)	2.7	5.2	2.6	100.9%
Selling, general and administrative expense	14.3	14.3	(0.0)	(0.3%)	7.5	15.2	0.9	6.6%
Operating income	15.2	16.7	1.5	9.8%	8.0	18.5	1.8	11.0%
[Operating income ratio]	[4.1%]	[4.0%]	[(0.1p)]		[4.2%]	[4.5%]	[0.5p]	
Other income (expenses), net	(0.5)	(2.1)	(1.6)		0.5	(1.5)	0.6	
Interest income (expenses), net	(1.2)	(2.5)	(1.3)		0.1	(1.8)	0.7	
Others, net	0.7	0.4	(0.3)		0.4	0.3	(0.1)	
Ordinary income	14.6	14.5	(0.1)	(0.7%)	8.5	17.0	2.5	16.9%
[Ordinary income ratio]	[4.0%]	[3.5%]	[(0.5p)]		[4.5%]	[4.1%]	[0.6p]	
Special income (losses), net	0.5	(3.7)	(4.2)		-	-	3.7	
Income before income taxes	15.1	10.8	(4.3)	(28.6%)	8.5	17.0	6.2	57.4%
Income taxes	4.0	(5.2)	(9.2)		2.5	5.0	10.2	
Current tax	(1.8)	(2.1)	(0.3)					
Deferred tax	5.9	(3.1)	(8.9)					
Net income	11.1	16.0	4.9	44.0%	6.0	12.0	(4.0)	(24.8%)
Depreciation and amortization	0.8	0.5	(0.2)	(31.8%)				
Number of employees	2,017	2,005	(12.0)	(0.6%)				

3-1. Summary of Consolidated Balance Sheets

P.3

Billions of yen

	3/31/2012	3/31/2013	Change			3/31/2012	3/31/2013	Change	
			Amount	%				Amount	%
Current assets:	333.3	352.6	19.3	5.8%	Current liabilities:	211.7	215.0	3.4	1.6%
Cash and bank deposits	89.2	118.6	29.4	32.9%	Notes and accounts payable	112.7	112.9	0.2	0.2%
Notes and accounts receivable, trade	101.7	95.1	(6.5)	(6.4%)	Short-term borrowings	12.9	10.4	(2.5)	(19.5%)
Costs incurred on uncompleted contracts	6.5	7.9	1.4	21.8%	Current portion of long-term debt	42.4	47.5	5.1	12.1%
Real estate for sale	36.4	26.5	(9.9)	(27.1%)	Advances received on uncompleted contracts	14.3	12.5	(1.8)	(12.8%)
Costs and advances for real estate operations	44.7	48.6	3.9	8.8%	Other current liabilities	29.4	31.8	2.4	8.1%
Real estate for development projects	35.3	37.6	2.3	6.4%	Long-term liabilities:	153.4	132.0	(21.4)	(13.9%)
Deferred tax assets	7.2	7.7	0.5	7.2%	Long-term debt	143.0	123.9	(19.0)	(13.3%)
Other current assets	12.8	10.8	(2.0)	(15.4%)	Other long-term liabilities	10.4	8.1	(2.4)	(22.8%)
Allowance for doubtful accounts	(0.5)	(0.3)	0.2	-%	Total liabilities	365.1	347.1	(18.0)	(4.9%)
Fixed assets:	133.8	108.2	(25.5)	(19.1%)	Capital stock	57.5	57.5	-	-%
Property and equipment, leasehold rights	94.4	67.6	(26.8)	(28.4%)	Capital surplus	7.5	7.5	-	-%
Investment securities	6.7	8.4	1.6	24.2%	Retained earnings	52.1	59.6	7.5	14.5%
Deferred tax assets	15.9	16.7	0.7	4.4%	Treasury stock	(0.1)	(0.1)	(0.0)	-%
Other fixed assets	17.8	16.7	(1.1)	(6.0%)	Net unrealized gain on other securities	1.1	2.2	1.1	102.0%
Allowance for doubtful accounts	(1.1)	(1.1)	0.0	-%	Translation adjustments	(16.2)	(13.1)	3.1	-%
					Minority interests	0.2	0.2	0.0	14.2%
Total assets	467.1	460.9	(6.2)	(1.3%)	Total net assets	102.0	113.8	11.8	11.6%
					Total liabilities and net assets	467.1	460.9	(6.2)	(1.3%)

《 Summary of Consolidated Statements of Change in Net Assets 》

Billions of yen

	3/31/2012	Dividend on preferred stock	Treasury stock	Net Income	By other reasons	3/31/2013
Capital stock	57.5					57.5
Capital surplus	7.5					7.5
Retained earnings	52.1	(0.6)	(5.0)	13.1	0	59.6
Treasury stock	(0.1)		(0.0)			(0.1)
Adjustments and others:	(15.1)				4.3	(10.8)
Minority interests:	0.2				0.0	0.2
Total net assets	102.0	(0.6)	(5.0)	13.1	4.3	113.8

《Notes and accounts receivable, trade》

Billions of yen

	3/31/2012	3/31/2013	Change	
			Amount	%
PFI projects	84.4	81.3	(3.1)	(3.7%)
Others	17.3	13.8	(3.4)	(19.9%)
Total	101.7	95.1	(6.5)	(6.4%)

《Real estate balance》

Billions of yen

	3/31/2012	3/31/2013	Change	
			Amount	%
Real estate for sale	36.4	26.5	(9.9)	(27.1%)
Costs and advances for real estate operations	44.7	48.6	3.9	8.8%
Real estate for development projects	35.3	37.6	2.3	6.4%
Inventories	116.4	112.7	(3.7)	(3.2%)
Property and equipment, leasehold rights	94.4	67.6	(26.8)	(28.4%)
Total	210.9	180.3	(30.5)	(14.5%)

《Interest-bearing debt balance》

Billions of yen

	3/31/2012	3/31/2013	Change	
			Amount	%
Short-term borrowings	12.9	10.4	(2.5)	(19.5%)
(Of which, amount utilized of C.L. of credit)	12.6	10.1	(2.5)	(20.0%)
Current portion of long-term debt	39.2	44.3	5.1	13.1%
Long-term debt	130.0	114.2	(15.8)	(12.1%)
Total	182.1	168.9	(13.2)	(7.2%)
PFI projects	16.2	12.9	(3.2)	(20.0%)
Total	198.3	181.8	(16.4)	(8.3%)

《Equity ratio》

Billions of yen

	3/31/2012	3/31/2013	Change	
			Amount	%
Shareholders' equity	101.8	113.6	11.8	11.6%
[Equity ratio]	[21.8%]	[24.7%]	[2.9p]	

4.Summary of Non-consolidated Balance Sheets

P.5

	3/31/2012	3/31/2013	Change	
			Amount	%
Current assets:	246.8	260.6	13.8	5.6%
Cash and bank deposits	66.4	89.7	23.3	35.1%
Notes and A/R, construction contracts	66.2	62.6	(3.7)	(5.6%)
AR; Real estate and Lease rental of building	3.6	3.4	(0.3)	(7.0%)
Cost incurred on uncompleted contracts	5.1	6.0	0.9	16.6%
Real estate for sale	36.0	25.5	(10.5)	(29.2%)
Costs and advances for real estate operations	44.7	48.7	4.0	9.0%
Real estate for development projects	9.3	8.8	(0.5)	(5.2%)
Deferred tax assets	6.4	7.1	0.7	10.4%
Other current assets	9.0	8.9	(0.1)	(1.0%)
Fixed assets:	143.2	125.4	(17.8)	(12.4%)
Property and equipment, leasehold rights	20.2	20.3	0.1	0.5%
Investment securities	2.7	4.3	1.7	62.5%
Investments in subsidiaries	50.7	51.2	0.5	1.0%
Investments in affiliates	11.7	12.0	0.4	3.0%
Long-term loans to subsidiaries and affiliates	37.0	14.5	(22.5)	(60.8%)
Long-term deferred tax assets	14.2	16.0	1.8	12.7%
Other fixed assets	9.0	8.2	(0.8)	(9.3%)
Allowance for doubtful accounts	(2.2)	(1.1)	1.1	-%
Total assets	390.0	386.0	(4.0)	(1.0%)
Current liabilities:	173.2	170.7	(2.5)	(1.4%)
Notes and A/P, construction contracts	100.8	94.5	(6.3)	(6.3%)
Short-term borrowings	12.6	10.1	(2.5)	(20.0%)
Current portion of long-term debt	32.6	37.8	5.2	15.9%
Advances received on uncompleted contracts	13.2	10.7	(2.4)	(18.5%)
Other current liabilities	14.0	17.6	3.6	26.0%
Long-term liabilities:	121.0	108.1	(13.0)	(10.7%)
Long-term debt	105.1	93.3	(11.8)	(11.3%)
Long-term debt to affiliates	13.9	12.4	(1.4)	(10.4%)
Other long-term liabilities	2.0	2.4	0.3	15.5%
Total liabilities	294.2	278.8	(15.4)	(5.2%)
Capital stock	57.5	57.5	-	-%
Capital surplus	7.5	7.5	-	-%
Retained earnings	30.0	40.4	10.4	34.5%
Treasury stock	(0.1)	(0.1)	(0.0)	-%
Adjustments and others	0.9	2.0	1.1	115.4%
Total net assets	95.8	107.2	11.4	11.9%
Total liabilities and net assets	390.0	386.0	(4.0)	(1.0%)

《Excess of work taken on》

	3/31/2012	3/31/2013	Change	
			Amount	%
Costs incurred on uncompleted contracts	5.1	6.0	0.9	16.6%
Advances received on uncompleted contracts	13.2	10.7	(2.4)	(18.5%)
Receipt (payment) in advance, net	8.0	4.8	(3.3)	(40.9%)
Notes and A/R, construction contracts	66.2	62.6	(3.7)	(5.6%)
Notes and A/P, construction contracts	100.8	94.5	(6.3)	(6.3%)
Excess (shortage) of work taken on	42.6	36.7	(5.9)	(13.9%)

《Real estate balance》

	3/31/2012	3/31/2013	Change	
			Amount	%
Inventories	90.0	83.0	(7.0)	(7.8%)
Property and equipment, leasehold rights	20.2	20.3	0.1	0.5%
Real estate balance, total	110.2	103.3	(6.9)	(6.3%)

《Interest-bearing debt balance》

	3/31/2012	3/31/2013	Change	
			Amount	%
Short-term borrowings	12.6	10.1	(2.5)	(20.0%)
(Of which, amount utilized of C.L. of credit)	12.6	10.1	(2.5)	(20.0%)
Current portion of long-term debt	32.6	37.8	5.2	15.9%
Long-term debt	105.1	93.3	(11.8)	(11.3%)
Long-term debt to affiliates	13.9	12.4	(1.4)	(10.4%)
Interest-bearing debt balance, total	164.2	153.6	(10.6)	(6.5%)

《Equity ratio》

	3/31/2012	3/31/2013	Change	
			Amount	%
Shareholders' equity	95.8	107.2	11.4	11.9%
[Equity ratio]	[24.6%]	[27.8%]	[3.2p]	

5.Summary of Cash Flows Statements

P.6

	Billions of yen		
	March 2012	March 2013	Change
	< A >	< B >	Amount
			< B - A >
Cash flows from Operating activities			
Income (loss) before income taxes and minority interests	18.7	11.7	(7.0)
Depreciation and amortization, except goodwill-amortization	3.6	3.3	(0.3)
Special income (losses)	(0.4)	8.3	8.7
Provision (reversal) of allowance for doubtful accounts, net	(0.8)	(0.3)	0.4
Valuation loss on inventories	3.9	2.2	(1.7)
Decrease (increase) in costs incurred on uncompleted contracts	1.1	(1.5)	(2.6)
Increase (decrease) in amounts received for uncompleted contracts	1.2	(1.8)	(3.0)
Decrease (increase) in notes and accounts receivable	(17.8)	6.0	23.8
Increase (decrease) in notes, accounts payable and accrued expenses	27.4	0.8	(26.6)
Decrease (increase) in inventories	(0.3)	4.8	5.1
Others	(1.8)	5.7	7.5
Income taxes paid	(1.1)	(0.9)	0.2
Net cash provided by (used in) operating activities	33.7	38.2	4.5
Cash flows from Investing activities			
Purchases of property, equipment and intangible assets	(2.2)	(2.1)	0.1
Proceeds from sale of property, equipment and intangible assets	5.0	0.0	(4.9)
Proceeds from sales of subsidiaries which operate hotels	-	17.4	17.4
Others	(0.4)	(0.4)	(0.0)
Net cash provided by (used in) investing activities	2.4	14.8	12.5
Cash flows from Financing activities			
Increase (decrease) in short-term borrowings, net	(9.5)	(2.5)	6.9
Increase in long-term debt	32.2	53.4	21.2
Repayment of long-term debt	(44.3)	(67.5)	(23.1)
Cash dividends paid	(0.7)	(0.6)	0.1
Redemption of treasury stock	(5.1)	(5.0)	0.1
Acquisition of treasury stock	(0.0)	(0.0)	(0.0)
Financing cost	(1.4)	(1.8)	(0.4)
Others	(0.1)	(0.1)	(0.0)
Net cash provided by (used in) financing activities	(28.8)	(24.1)	4.7
Effect of exchange rate changes on cash and cash equivalents	(0.0)	0.1	0.1
Net increase (decrease) in cash and cash equivalents	7.2	29.1	21.8
Cash and cash equivalents at beginning of the year	81.7	88.9	7.2
Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries	-	0.3	0.3
Cash and cash equivalents at end of the year	88.9	118.2	29.4

6-1.Orders Received (Non-consolidated)

P.7

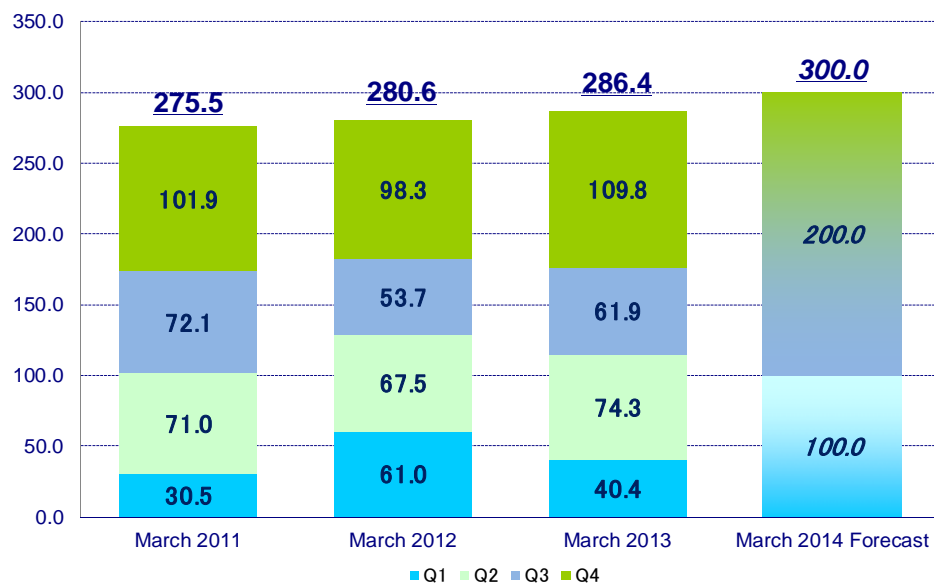
《Orders》

Billions of yen

	March 2012	March 2013			March 2014 Forecast			
	Annual	Interim	Annual	Change	Interim	Change	Annual	Change
Orders	280.6	114.7	286.4	5.8	100.0	(14.7)	300.0	13.6
Construction business	272.3	110.5	277.8	5.5	95.5	(15.0)	291.0	13.2
Private-sector condominiums	256.3	101.7	260.0	3.7	87.0	(14.7)	274.0	14.0
General construction	9.0	5.2	11.2	2.2	5.0	(0.2)	10.0	(1.2)
Civil engineering	2.8	0.5	0.8	(2.0)	1.0	0.5	2.0	1.2
Consulting contracts	4.2	3.0	5.7	1.6	2.5	(0.5)	5.0	(0.7)
Design and supervision	8.3	4.2	8.6	0.4	4.5	0.3	9.0	0.4

《Orders received, quarterly》

(Billions of yen)



《Primary Orders》

Project name	Project Owner	Location	Total Units
CITY TERRACE TODA-KOEN	Sumitomo Realty & Development Co.,Ltd.	Toda-shi Saitama	497
OHANA FUJIMINO-UENODAI BLOSSOM	Nomura Real Estate Development	Fujimino-shi Saitama	381
SOLAIE PREMIUM TERRACE	Meitetsu Real Estate Development Co.,Ltd., Tobu Railway Co.,Ltd.	Sumida-ku Tokyo	336
(tentative name) AWAZA Project	Meitetsu Real Estate Development Co.,Ltd.,etc.	Nishi-ku Osaka	565
CENT HEART FUJIGAOKA	Meitetsu Real Estate Development Co.,Ltd.,etc.	Nagakute-shi Aichi	352

《Backlogs》

Billions of yen

	3/31/2012	3/31/2013	Difference
Backlogs	292.9	287.6	(5.4)

《Order by Size(Private-sector condominiums)》

Billions of yen

	March 2012		March 2013		Change	
	Annual	Share	Annual	Share	Amount	%
Less than 200 units	124.8	50.4%	157.3	62.4%	32.5	26.1%
200 to 399 units	58.7	23.7%	64.2	25.5%	5.5	9.3%
400 units or more	64.2	25.9%	30.6	12.1%	(33.6)	(52.3%)
Total	247.6	100.0%	252.0	100.0%	4.4	1.8%

* Excluding construction incidental to the condominiums

《Order by Region》

Billions of yen

	March 2012		March 2013		Change	
	Annual	Share	Annual	Share	Amount	%
Tokyo metropolitan area	179.3	63.9%	214.1	74.7%	34.9	19.5%
Kinki area	84.1	30.0%	58.3	20.4%	(25.8)	(30.7%)
Tokai area	17.2	6.1%	14.0	4.9%	(3.2)	(18.9%)
Total	280.6	100.0%	286.4	100.0%	5.8	2.1%

《Exclusive contract and Construction-with-design orders》

	March 2012	March 2013	Change
Exclusive contract	81.2%	86.6%	5.4p
Construction-with-design orders	97.0%	95.4%	(1.6p)

*Excluding commissioned works

Billions of yen

	March 2013			March 2014			Amount of assets and number of employees as of 3/31/2013		
	Results			Forecast			Total assets	Net assets, etc.	Employees
	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income			
Service-related business group *1	94.5	5.9	3.5	107.7	6.9	4.2	-	-	1,613
Haseko Community Inc.	32.6	2.3	1.5	34.1	2.4	1.4	25.0	8.9	596
Haseko Smile Community Co., Ltd.	8.1	0.6	0.5	9.0	0.7	0.4	6.6	3.9	170
Haseko Community Kyushu Inc.	1.7	0.0	0.0	1.7	0.0	0.0	0.8	0.5	49
Haseko Livenet Inc.	22.9	1.6	0.7	24.0	1.8	1.1	15.0	3.8	337
Haseko Reform Inc.	22.5	0.4	0.2	31.6	1.1	0.7	7.5	0.9	216
Century Life Co., Ltd.	2.3	0.2	0.2	2.4	0.2	0.1	6.9	0.4	150
Haseko Systems Inc.	4.3	0.7	0.4	4.8	0.7	0.4	3.1	1.3	95
Haseko Urbest Inc. *2	7.7	1.1	0.7	7.5	1.9	1.1	12.8	5.1	301
Haseko Real Estate Inc. *2	4.4	0.2	0.1	8.6	0.4	0.2	2.4	0.8	167
Haseko Intec Inc.	5.3	0.3	0.2	6.1	0.4	0.2	2.8	0.7	44
Brighton Corporation *3	11.1	0.1	(1.0)	-	-	-	-	-	-
Fuji Kensetsu Co., Ltd.	21.2	0.4	0.2	20.3	0.7	0.4	9.6	1.7	181
Foris Corporation	8.2	0.1	0.1	8.8	0.2	0.1	3.1	1.0	100
Hasec Inc.	64.7	0.2	0.1	66.7	0.2	0.1	10.1	1.0	26
Haseko America Inc.	9.7	(0.4)	(0.6)	12.1	(0.5)	(0.5)	32.1	27.5	97
Oak Development Co., Ltd.	1.6	0.1	0.0	1.8	0.2	0.2	21.5	10.1	-

*1. Figures for "Service related business group" is simply added of each company.

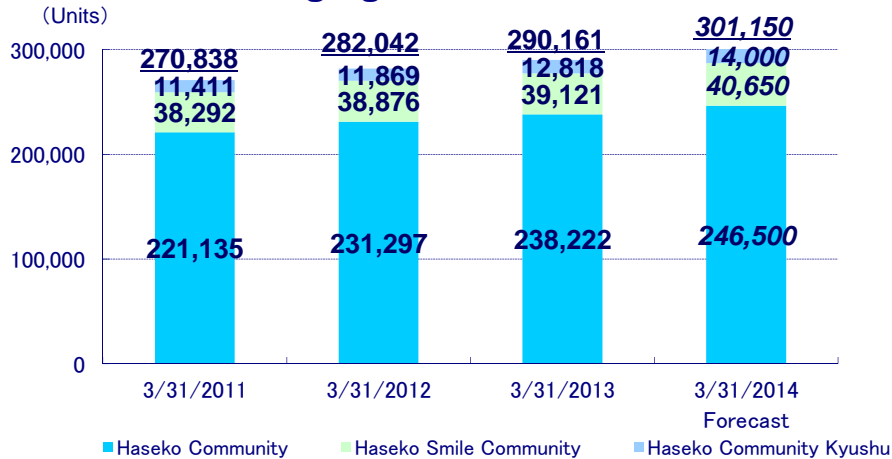
*2. Real estate brokering operations has transferred from Haseko Urbest to Haseko Real Estate Inc. (Previous corporate name: Haseko Partners Inc.) since July 1, 2012.

*3. Haseko Corporation transferred of all shares of Brighton Corporation , a 100% - owned subsidiary of the Company , to Milial Resort Hotels Co., Ltd. at March 29 , 2013.

Condominium Building Management

HASEKO COMMUNITY Inc. HASEKO SMILE COMMUNITY Co.,Ltd. HASEKO COMMUNITY KYUSHU Inc.

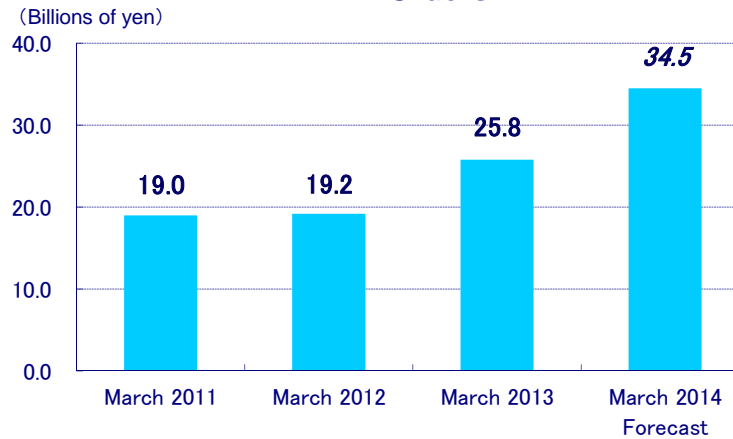
Managing condominium units



Extensive Refurbishment and Interior improvement

HASEKO REFORM Inc.

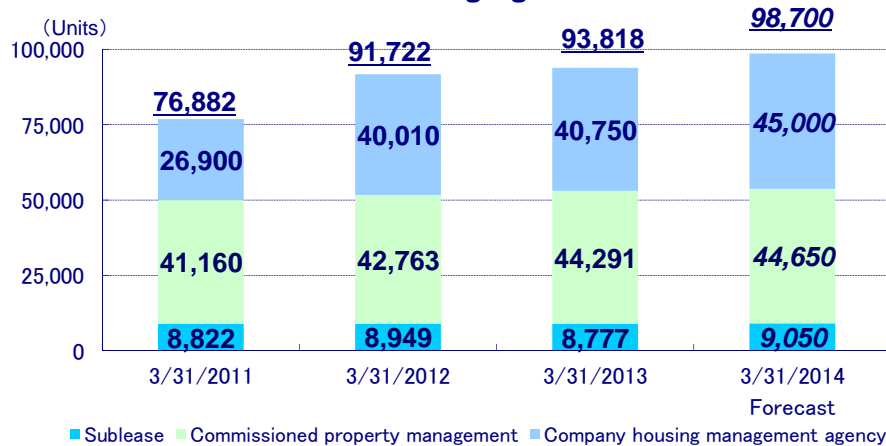
Orders



Rental Apartment Management and Operation

HASEKO LIVENET Inc.

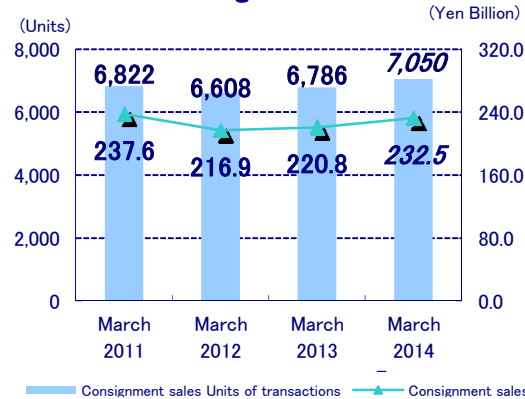
Managing units



Consignment Sales and Brokerage of Real Estate

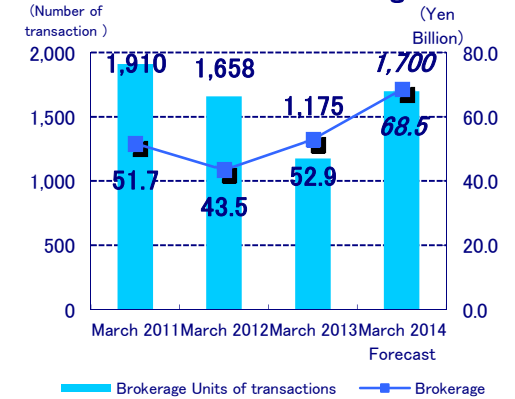
HASEKO URBEST Inc.

Consignment sale



HASEKO REAL ESTATE Inc.

Real estate brokerage



* Real estate brokering operations has transferred from Haseko Urbest to Haseko Real Estate Inc. (Previous corporate name: Haseko Partners Inc.) since July 1, 2012.

《Preferred stock》

Class B I

As of 3/31/2013

Issued amount	35 billion yen	
Number of issued shares	70,000,000 shares	
Issued price	500 yen per share	
Voting rights	No	
Preferred dividends	Dividend rate	Until March/2014: Japanese yen TIBOR (6-month) +1.00%
		Since March/2015: Japanese yen TIBOR (6-month) +1.80%
Distribution of residual property	500 yen per share	
Mandatory redemption right	Period	Until Sep. 30, 2015
	Amount	The amount equal to 500 yen plus accumulated unpaid dividends and the accrued dividends equivalent
Redemption requesting right	Period	During the period from Jul. 1 to Jul. 31 of each fiscal year from FY2009 up to FY2032
	Restrictions	Shareholders are entitled to make redemption request, in case the retained earnings carried forward of the Company at the end of the fiscal year immediately before exceeds 10 billion yen. The amount of the said redemption shall not exceed, the calculated by deducting the amount equivalent to double the dividends payment during the fiscal year immediately before, or the amount of 9 billion, whichever is greater
	Amount	The amount equal to 500 yen plus accumulated unpaid dividends and the accrued dividends equivalent
Conversion request right	Period	From Oct. 1, 2015 to Sep. 30, 2032
	Conversion price	Initial conversion price: Market price 1 year before conversion start date(however, not below 72 yen) Ceiling price: 300% of initial conversion price Floor price: 50% of initial conversion price
Mandatory conversion	Exercise of right day	On the date determined by the Board of directors held on or after Oct. 1, 2032

《Assumed Schedule for Redeeming the Preferred Stocks》

Redeem all existing preferred stocks (Preferred Stocks Class B I) by the arrival of their conversion period that starts in October 2015, by using profits for the period, in order to avoid dilution caused by the conversion of the preferred stocks into common stocks.

Preferred Stocks Class B I

	March,2012	July, 2012	July, 2013	FY2014 March/2015	FY2015 March/2016
Conversion to common stocks				October/2014 Initial conversion price to be decided	October/2015 Conversion may be requested
Mandatory redemption period	(Previous: Until the end of September 2014)			Until the end of September 2015	
Redemption schedule	Redeemed and retired 5 billion yen	Redeemed and retired 5 billion yen	Redeem 10 billion yen	Redeem 25 billion yen	

	FY 2011	FY2012	FY2013(Estimate)
Net income (Consolidated)	11.2 Billion yen	13.1 Billion yen	15.0 Billion yen

《Number of shares outstanding at year-end (as of March 31, 2013)》

Common stock (including treasury stock):1,503,971,989

Treasury stock: 814,601

Preferred stock: 70,000,000

Class B I preferred stock: 70,000,000

<Consolidation of Shares, Revision of the Number of Shares Constituting one unit of Stock and, Revision of Total Number of shares authorized to be issues>

Haseko Corporation submit a proposal for a consolidation of shares and a revision of the number of shares constituting one unit of stock to the 96th Ordinary General Shareholders' Meeting to be held on June 27, 2013.

◆ Consolidation of Shares of our common stock (Consolidating five shares into one share)
Revision of the Number of Shares constituting one unit of stock from five hundred (500) to one hundred (100)

Purpose

The Japanese Stock Exchange Conference has announced an “Action Plan for Consolidation of Trading Units” calling for the consolidation of the share trading unit of all listed domestic shares into one hundred(100) shares with finally. In an effort to promote this plan, the Conference has decided to consolidate trading units into two kinds, namely, units of one hundred (100) shares and units of one thousands(1,000) shares ,by April 1, 2014. In addition, the Conference has also decided to consolidated trading units into one hundred (100) shares, of which the share trading units is not one thousand hundred (1,000) shares.

Haseko Corporation, which is a listed company, abides by this decision and intends to revise the number of shares **constituting one unit of stock from five hundred (500) to one hundred (100)**.With this decision, we will consolidate shares of our common stock (**consolidating five shares into one share**), in order for the investment unit conform to amount that Tokyo Stock Exchange stipulate the price of the trading unit desirable for investors is between 50,000 yen and 500,000 yen.

◆ Consolidation of Shares of preferred stock (Consolidating five shares into one share)
Revision of the Number of Shares constituting one unit of stock from five hundred (500) to one hundred (100)

Purpose

We will revise the number of shares **constituting one unit of stock from five hundred (500) to one hundred (100)** and consolidate shares (**consolidating five shares into one share**), in order to do not cause a changes in rights of Preferred stock Class BI caused by common stock consolidation and revision of the number of shares, as described above.

Details of the Amendment

	As of March 31,2013	After the consolidation
Issued price	500 yen	2,500 yen
Initial conversion floor price	72 yen	360 yen

◆ Consolidation of Shares of our common stock
Revision of the Number of Shares constituting one unit of

	Number of shares issued before the consolidation (As of March 31, 2013)	Number of shares to be decreased by the consolidation	Number of shares issued after the consolidation
Common stock	1,503,971,989 shares	1,203,177,592 shares	300,794,397 shares
Preferred stock Class BI	70,000,000 shares	56,000,000 shares	14,000,000 shares

◆ Number of shares authorized to be issued

	Total number of shares authorized to be issued before the consolidation (as of March 31, 2013)	Total number of shares authorized to be issued after the consolidation
Total	2,346,000,000 shares	434,000,000 shares
Common stock	2,100,000,000 shares	420,000,000 shares
Preferred stock Class A	156,000,000 shares	0
Preferred stock Class B	90,000,000 shares	14,000,000 shares

(For reference) Schedule

May 9, 2013 (Thursday)	Resolution to be made by the Board of Directors
June 26, 2013 (Wednesday)	Resolution to be made by the Class Meeting of Preferred Shareholders' of Class BI (tentative)
June 27, 2013 (Thursday)	Resolution to be made by the Ordinary General Shareholders' Meeting and the Class Meeting of Ordinary Shareholders' (tentative)
October 1, 2013 (Tuesday)	Effective date for the consolidation (tentative)
October 1, 2013 (Tuesday)	Effective date for the revision of the number of shares constituting one unit of stock (tentative)

Tokyo metropolitan area

	From 4/1/2010 to 3/31/2011					From 4/1/2011 to 3/31/2012					From 4/1/2012 to 3/31/2013				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko constructed	Share	Total	Haseko constructed	Total	Haseko constructed	Share	Total	Haseko constructed	Total	Haseko constructed	Share	Total	Haseko constructed
Under 30 units	1,433	0	-	71.9%	-	2,623	43	1.6%	69.9%	34.9%	2,103	54	2.6%	71.7%	68.5%
30 ~ 49 units	6,441	234	3.6%	74.2%	84.2%	7,410	279	3.8%	74.0%	76.7%	6,194	271	4.4%	75.4%	75.6%
50 ~ 99 units	11,351	1,224	10.8%	79.6%	87.2%	11,830	1,502	12.7%	74.0%	83.2%	12,030	2,014	16.7%	73.9%	75.6%
100 ~ 199 units	7,450	2,666	35.8%	81.1%	79.1%	7,967	2,453	30.8%	73.1%	78.2%	8,696	2,914	33.5%	76.4%	77.8%
200 ~ 399 units	9,285	4,383	47.2%	83.3%	82.3%	8,517	4,124	48.4%	82.4%	83.4%	8,973	3,868	43.1%	76.7%	80.0%
400 units or more	9,052	2,870	31.7%	77.8%	89.2%	6,826	2,572	37.7%	84.9%	86.5%	8,758	3,140	35.9%	83.1%	82.5%
Total	45,012	11,377	25.3%	79.2%	83.9%	45,173	10,973	24.3%	76.8%	82.6%	46,754	12,261	26.2%	76.7%	79.3%

	From 1/1/2010 to 12/31/2010			
Total	44,535	10,634	23.9%	

	From 1/1/2011 to 12/31/2011			
Total	44,499	10,804	24.3%	

	From 1/1/2012 to 12/31/2012			
Total	45,602	12,444	27.3%	

Kinki area

	From 4/1/2010 to 3/31/2011					From 4/1/2011 to 3/31/2012					From 4/1/2012 to 3/31/2013				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko constructed	Share	Total	Haseko constructed	Total	Haseko constructed	Share	Total	Haseko constructed	Total	Haseko constructed	Share	Total	Haseko constructed
Under 30 units	916	0	-	61.6%	-	810	0	-	62.3%	-	786	11	1.4%	66.5%	72.7%
30 ~ 49 units	2,080	93	4.5%	73.0%	73.1%	2,299	17	0.7%	68.1%	88.2%	3,114	192	6.2%	72.6%	76.6%
50 ~ 99 units	5,296	718	13.6%	68.1%	69.6%	5,823	890	15.3%	75.2%	73.1%	6,403	835	13.0%	77.2%	73.1%
100 ~ 199 units	5,493	1,343	24.4%	70.9%	70.1%	5,960	1,995	33.5%	73.3%	77.6%	4,829	1,562	32.3%	79.5%	76.7%
200 ~ 399 units	4,786	1,561	32.6%	78.4%	75.2%	2,993	1,008	33.7%	67.3%	66.6%	4,537	1,227	27.0%	77.7%	83.3%
400 units or more	3,038	804	26.5%	75.0%	71.9%	2,530	975	38.5%	74.6%	69.4%	4,445	1,842	41.4%	85.6%	87.7%
Total	21,609	4,519	20.9%	72.2%	72.2%	20,415	4,885	23.9%	72.1%	72.9%	24,114	5,669	23.5%	78.4%	82.6%

	From 1/1/2010 to 12/31/2010			
Total	21,716	4,261	19.6%	

	From 1/1/2011 to 12/31/2011			
Total	20,219	4,608	22.8%	

	From 1/1/2012 to 12/31/2012			
Total	23,266	6,090	26.2%	

