

Analysis of Operating Results

1. Operating results

The Japanese economy picked up due to the effect of various policies and the improvement of overseas economies, while the severe situation caused by COVID-19 has been relieved. However, there is uncertainty due to the situation in Ukraine, etc. and it is necessary to pay close attention to the downside risk due to rising raw material prices and fluctuations in the financial and capital markets.

New supply of condominium units from January through December 2021 stood at 32,872 units (up 13.2% year on year) in the Tokyo metropolitan area and 18,160 units (up 11.8% year on year) in the Kinki area. The number of units exceeded 30,000 for the first time in three years in the Tokyo metropolitan area, and it exceeded the previous fiscal year for the first time in three years in the Kinki area. The upward trend of the unit price and the average market price continues both in the Tokyo metropolitan area and in the Kinki area. The unit price increased to 953 thousand yen/m² (up 5.2% year on year) and the average market price increased to 63.60 million yen (up 6.1% year on year) in the Tokyo metropolitan area, surpassing the amount recorded for the fiscal year 1990 (949 thousand yen/m² and 62.14 million yen) and reaching a record high. The unit price increased to 759 thousand yen/m² (up 8.7% year on year) and the average market price increased to 46.51 million yen (up 11.8% year on year) in the Kinki area. The unit price achieved a record high and the average market price reached the highest level since the fiscal year 1991 (54.64 million yen).

Under such circumstances, for the fiscal year 2021, which represents the second year of the “HASEKO Next Stage Plan” (“Plan NS”), the Company’s medium-term business plan, net sales were 909.7 billion yen because real estate sales increased significantly. Ordinary income exceeded the initial forecast of 75.0 billion yen and reached 81.9 billion yen because sales of new for-sale condominiums by consolidated subsidiaries in the Real Estate-Related Business progressed smoothly and each subsidiary of the Service-Related Business steadily accumulated profits.

For the fiscal year 2021, net sales were up 12.4% at 909.7 billion yen because real estate sales increased due to an increase in a transaction volume of real estate for the purpose of receiving construction orders by the Company and an increase in a transaction volume of real estate by consolidated subsidiaries despite a decrease in the sales of completed construction contracts posted by the Company. Mainly due to an increase in the gross profit of real estate sales, operating income was up 13.4% at 82.7 billion yen, ordinary income was up 14.0% at 81.9 billion yen, and net income attributable to owners of parent was up 12.9% at 54.5 billion yen, all on a year-on-year basis. The operating income ratio was 9.1% (up by 0.1 percentage points year on year) and ordinary income ratio came to 9.0% (up by 0.1 percentage points year on year).

Construction-Related Business

For construction works, project owners have had high regard for the Company’s ability in gathering land information as well as product planning, its attitude toward construction quality and maintaining construction schedules, its efficient production systems, and such. The gross profit margin of completed construction contracts improved partly due to cost reduction efforts implemented for the properties under construction.

In terms of orders for new construction of for-sale condominiums, the Company won orders for 91 projects in total throughout Japan consisting of 64 in the Tokyo metropolitan area including 15 large projects of at least 200 units, and 27 in the Kinki and Tokai areas including eight large projects of at least 200 units. In addition, aside from construction of for-sale condominiums, the Company received construction orders for 15 projects for rental housing, etc.

As for construction completion, the Company completed construction of 104 projects, including 9 projects for rental housing, etc.

The segment posted sales of 646.5 billion yen, a year-on-year increase of 5.6%, due to an increase in the transaction volume of land for the purpose of receiving construction orders by the Company despite the decrease in the sales of completed construction contracts. Operating income was 63.3 billion yen, a year-on-year decrease of 2.1%, with a decrease in profit on construction associated with lower sales of completed construction contracts, despite an improvement in gross profit margin of completed construction contracts.

Real Estate-Related Business

As deliveries of new for-sale condominiums and sales of finished inventory by consolidated subsidiaries progressed smoothly, the segment posted sales of 108.1 billion yen, a year-on-year increase of 45.6%, and operating income of 15.6 billion yen, a year-on-year increase of 83.5%.

Service-Related Business

Sales and profits for large-scale repair work and interior remodeling increased year on year due to the increased volume of repair work in large-scale repair work and interior remodeling. There was a rebound from the previous fiscal year when self-restraint in business activities was conducted due to COVID-19.

In the management of rental condominiums and corporate housing management agency services, the number of units the Company operates reached a combined total of 174,951 units, an increase of 3.4% from the end of the previous fiscal year, due to a steady increase in new consignment of these services and continuation of ongoing consignment.

In the consignment sales of newly built condominiums, the number of delivered units increased partly due to sales in the Tokyo metropolitan area being strong.

In real estate brokerage operations, the number of brokered units and the number of sold units in the renovation business both increased year on year.

In for-sale condominium management operations, the number of units the Haseko Group is consigned to manage reached 419,060 units (up 2.1% year on year) with new consignment remaining strong.

In the senior services business, the number of paid facilities for the elderly and housing for elderly in operation totaled 2,297 units (up 0.7% year on year) mainly as a result of progress seen in move-ins to paid facilities for the elderly and housing for elderly.

The segment posted sales of 211.1 billion yen, a year-on-year increase of 13.7%, and operating income of 13.2 billion yen, a year-on-year increase of 90.0%.

Overseas-Related Business

Real estate sales decreased in Oahu, Hawaii. Construction and sales of new for-sale detached houses and development of a commercial facility are still progressing. The segment posted sales of 0.0 billion yen, a year-on-year decrease of 98.5%, and operating loss of 4.3 billion yen (in contrast to operating loss of 1.1 billion yen in the previous fiscal year) due to the impact of a one-time recording of some assets as an expense because of the review of asset usability.

2. Financial position

Total assets at the end of the fiscal year ended March 31, 2022 increased by 128.2 billion yen from the end of the previous fiscal year to 1,081.9 billion yen. This is attributable to an increase in costs and advances for real estate operations resulting from the investment of funds in land for the purpose of receiving construction orders and the new for-sale condominium business.

Total liabilities were 664.2 billion yen, an increase of 104.9 billion yen from the end of the previous fiscal year. This is attributable to borrowing of debt and an increase in advances received for real estate sales.

Consolidated net assets were 417.7 billion yen, an increase of 23.3 billion yen from the end of the previous fiscal year stemming from such factors as increase in retained earnings due to the recording of net income attributable to owners of parent despite the balance of retained earnings at the beginning of the fiscal year decreasing by 11.9 billion yen due to the impact of the application of the “Accounting Standard for Revenue Recognition,” in addition to the payment of cash dividends and purchase of treasury stock.

As a result, the equity ratio was 38.6% compared with 41.4% at the end of the previous fiscal year.

The real estate owned by the Haseko Group increased due to such factors as acquisition of real estate on a short-term basis for the purpose of construction orders and the purchase of for-sale real estate. In this regard, the Company conducts appropriate risk management in implementing its business operations.

Construction-Related Business

Assets of the Construction-Related Business amounted to 353.8 billion yen as of the end of the fiscal year ended March 31, 2022, up 29.7 billion yen from the end of the previous fiscal year due to such factors as increases in real estate for sale and costs and advances for real estate operations associated with lands for the purpose of receiving construction orders.

Real Estate-Related Business

Assets of the Real Estate-Related Business amounted to 331.7 billion yen as of the end of the fiscal year ended March 31, 2022, up 26.9 billion yen from the end of the previous fiscal year, as new for-sale condominiums were delivered and notes and accounts receivable for sale of finished inventory were collected, while costs and advances for real estate operations increased in accordance with steady progress in the purchase of for-sale condominiums, among other factors.

Service-Related Business

Assets of the Service-Related Business totaled 203.0 billion yen as of the end of the fiscal year ended March 31, 2022, up 16.3 billion yen from the end of the previous fiscal year, mainly because cash and bank deposits increased in accordance with an increase in deposits.

Overseas-Related Business

Assets of the Overseas-Related Business increased by 18.9 billion yen from the end of the previous fiscal year to 67.9 billion yen as of the end of the fiscal year ended March 31, 2022 due to an increase in construction in progress in accordance with the development of retail facilities as well as equity investment in affiliates, among other factors.

3. Cash Flows

Net cash provided by operating activities in the fiscal year 2021 was 65.4 billion yen, an increase of 33.6 billion yen compared with the net cash provided by operating activities totaling 31.9 billion yen in the previous fiscal year. Major factors included a decrease of 40.0 billion yen in cash in accordance with an increase in inventories (compared with a decrease of 53.2 billion yen in cash for the previous fiscal year).

Net cash used in investing activities was 31.6 billion yen, a decrease of 4.2 billion yen compared with the net cash used in investing activities totaling 35.8 billion yen in the previous fiscal year. Major factors included a decrease of 26.8 billion yen in cash in accordance with purchase of property, equipment and intangible assets (compared with a decrease of 29.8 billion yen in cash for the previous fiscal year).

Net cash provided by financing activities was 15.7 billion yen, a decrease of 51.1 billion yen compared with the net cash provided by financing activities totaling 66.8 billion yen in the previous fiscal year. Major factors included an increase of 40.1 billion yen in cash as a result of new long-term debt and newly issuing corporate bonds offset by repayments of long-term debt and redemption of corporate bonds (compared with an increase of 115.7 billion yen in cash for the previous fiscal year).

As a result of the above, the balance of cash and cash equivalents at the end of the fiscal year ended March 31, 2022 totaled 264.9 billion yen, an increase of 50.6 billion yen from 214.3 billion yen at the end of the previous fiscal year.

The balance of cash and cash equivalents at the end of the fiscal year ended March 31, 2022 increased significantly from the end of the previous fiscal year. The increase is mainly due to an increase in cash flows from operating activities as a result of an increase in income before income taxes as well as an increase in cash flows from financing activities as a result of new long-term debt and newly issuing corporate bonds.

Consolidated Balance Sheet

	(Millions of yen)	
	As of Mar. 31, 2021	As of Mar. 31, 2022
ASSETS		
Current assets		
Cash and bank deposits	216,107	266,891
Notes and accounts receivable, trade	132,346	147,945
Marketable securities	516	576
Costs on uncompleted construction contracts	10,774	11,379
Real estate for sale	166,708	165,818
Costs and advances for real estate operations	113,272	176,887
Real estate for development projects	25,723	26,027
Other	24,175	14,642
Allowance for doubtful accounts	(94)	(84)
Total current assets	689,527	810,079
Fixed assets		
Property and equipment		
Buildings and structures	82,382	83,854
Machinery, vehicles, equipment and furniture	9,707	10,239
Land	100,156	96,325
Leased assets	1,274	1,203
Construction in progress	9,105	13,956
Accumulated depreciation	(29,615)	(31,396)
Total property and equipment	173,010	174,182
Intangible assets		
Land leasehold rights	1,876	1,895
Goodwill	2,590	2,387
Other	5,392	5,810
Total intangible assets	9,858	10,092
Investments and other assets		
Investment securities	40,880	43,125
Long-term loans receivable	3,077	2,333
Net defined benefit asset	18,458	20,416
Deferred tax assets	5,803	8,918
Other	13,839	13,548
Allowance for doubtful accounts	(793)	(787)
Total investments and other assets	81,264	87,554
Total fixed assets	264,132	271,828
Total assets	953,659	1,081,907

	(Millions of yen)	
	As of Mar. 31, 2021	As of Mar. 31, 2022
LIABILITIES		
Current liabilities		
Notes and accounts payable	87,095	86,480
Electronically recorded obligations	54,899	55,562
Current portion of long-term debt	5,971	31,841
Income taxes payable	15,397	16,495
Advances received on uncompleted construction contracts	17,636	25,472
Advances received for real estate sales	22,349	38,095
Warranty	4,303	5,487
Allowance for losses on construction contracts	151	384
Accrued bonuses for employees	4,797	5,322
Accrued bonuses for director	127	157
Other	59,238	85,249
Total current liabilities	271,963	350,543
Long-term liabilities		
Straight bonds	90,000	90,000
Long-term debt	171,981	190,000
Provision for loss on litigation	2,245	2,484
Provision for employee stock ownership plan	2,787	3,446
Provision for board benefit trust	347	421
Liability for retirement benefit	1,361	1,446
Deferred tax liabilities	22	18
Other	18,589	25,883
Total long-term liabilities	287,331	313,697
Total liabilities	559,294	664,240
NET ASSETS		
Shareholders' equity		
Capital stock	57,500	57,500
Capital surplus	7,373	7,373
Retained earnings	369,335	392,149
Treasury stock	(31,353)	(34,333)
Total shareholders' equity	402,855	422,689
Accumulated other comprehensive income		
Net unrealized gain (loss) on other securities	4,254	2,358
Translation adjustment	(7,320)	(2,180)
Retirement benefits liability adjustments	(5,429)	(5,205)
Total accumulated other comprehensive income (loss)	(8,495)	(5,027)
Non-controlling interests	5	5
Total net assets	394,365	417,667
Total liabilities and net assets	953,659	1,081,907

Consolidated Statement of Income

	(Millions of yen)	
	FY 2020	FY 2021
Net sales		
Construction contracts	479,244	482,866
Design and supervision	9,933	11,262
Leasing and management	86,335	85,416
Real estate sale	217,070	312,576
Others	16,857	17,588
Total net sales	809,438	909,708
Cost of sales		
Construction contracts	397,824	399,910
Design and supervision	5,475	5,719
Leasing and management	66,989	66,160
Real estate sale	188,045	274,439
Others	14,874	15,171
Total cost of sales	673,207	761,399
Gross profit		
Construction contracts	81,420	82,956
Design and supervision	4,458	5,543
Leasing and management	19,346	19,255
Real estate sale	29,025	38,137
Others	1,983	2,417
Total gross profit	136,231	148,309
Selling, general and administrative expenses	63,322	65,607
Operating income	72,909	82,702
Non-operating income		
Interest income	104	84
Dividend income	386	1,142
Share of profit of entities accounted for using equity method	0	—
Other	1,919	1,179
Total non-operating income	2,410	2,405
Non-operating expenses		
Interest expenses	1,353	1,675
Share of loss of entities accounted for using equity method	—	2
Bond issuance costs	377	—
Incidental expenses for loan	1,484	1,465
Other	272	96
Total non-operating expenses	3,486	3,237
Ordinary income	71,832	81,871
Special income		
Gain on sale of property and equipment	7	3
Gain on sale of investment securities	1	218
Other	—	3
Total special income	7	224
Special losses		
Loss on disposal of property and equipment	54	66
Impairment loss on fixed assets	156	166
Impairment loss on investment securities	764	36
Other	—	3
Total special losses	973	270
Income before income taxes	70,866	81,825
Income taxes – current	22,994	25,478
Income taxes – deferred	(386)	1,857
Total income taxes	22,608	27,335
Net income	48,258	54,490
Net income (loss) attributable to non-controlling Interests	(0)	(0)
Net income attributable to owners of parent	48,258	54,490

Consolidated Statement of Comprehensive Income

(Millions of yen)

	FY 2020	FY 2021
Net income	48,258	54,490
Other comprehensive income		
Net unrealized gain (loss) on other securities	4,781	(1,897)
Translation adjustments	(1,989)	5,140
Retirement benefits liability adjustments	2,223	225
Total other comprehensive income	5,015	3,468
Comprehensive income	53,273	57,958
Comprehensive Income Attributable to:		
Comprehensive income attributable to owners of parent	53,273	57,958
Comprehensive income attributable to non-controlling interests	(0)	(0)

Consolidated Statement of Changes in Net Assets

(Millions of yen)

FY 2020	Shareholders' equity					Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Net unrealized gain (loss) on other securities	Translation adjustments	Retirement benefits liability adjustments	Total accumulated other comprehensive income (loss)		
Balance at beginning of period	57,500	7,623	346,039	(9,975)	401,187	(526)	(5,331)	(7,653)	(13,510)	6	387,682
Cumulative effects of changes in accounting policies					—						—
Restated balance	57,500	7,623	346,039	(9,975)	401,187	(526)	(5,331)	(7,653)	(13,510)	6	387,682
Changes during period											
Cash dividend			(24,962)		(24,962)						(24,962)
Net income attributable to owners of parent			48,258		48,258						48,258
Purchase of treasury stock				(21,524)	(21,524)						(21,524)
Disposal of treasury stock		0		146	146						146
Change in treasury shares of parent arising from transactions with non-controlling shareholders		(250)			(250)						(250)
Change in scope of consolidation					—						—
Net changes in items other than those in shareholders' equity					—	4,781	(1,989)	2,223	5,015	(0)	5,015
Total changes during period	—	(250)	23,296	(21,378)	1,668	4,781	(1,989)	2,223	5,015	(0)	6,683
Balance at March 31, 2021	57,500	7,373	369,335	(31,353)	402,855	4,254	(7,320)	(5,429)	(8,495)	5	394,365

(Millions of yen)

FY 2021	Shareholders' Equity					Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	Net unrealized gain (loss) on other securities	Translation adjustments	Retirement benefits liability adjustments	Total accumulated other comprehensive income (loss)		
Balance at beginning of period	57,500	7,373	369,335	(31,353)	402,855	4,254	(7,320)	(5,429)	(8,495)	5	394,365
Cumulative effects of changes in accounting policies			(11,881)		(11,881)						(11,881)
Restated balance	57,500	7,373	357,454	(31,353)	390,973	4,254	(7,320)	(5,429)	(8,495)	5	382,483
Changes during period											
Cash dividend			(19,503)		(19,503)						(19,503)
Net income attributable to owners of parent			54,490		54,490						54,490
Purchase of treasury stock				(3,087)	(3,087)						(3,087)
Disposal of treasury stock		0		108	108						108
Change in treasury shares of parent arising from transactions with non-controlling shareholders					—						—
Change in scope of consolidation			(292)		(292)						(292)
Net changes in items other than those in shareholders' equity					—	(1,897)	5,140	225	3,468	(0)	3,468
Total changes during period	—	0	34,695	(2,979)	31,716	(1,897)	5,140	225	3,468	(0)	35,183
Balance at end of period	57,500	7,373	392,149	(34,333)	422,689	2,358	(2,180)	(5,205)	(5,027)	5	417,667

Consolidated Statements of Cash Flows

(Millions of yen)

	FY 2020	FY 2021
Cash Flows from Operating Activities		
Income before income taxes	70,866	81,825
Depreciation	5,266	5,895
Impairment loss on fixed assets	156	166
Amortization of goodwill	203	203
Provision (reversal) of allowance for doubtful accounts	(4)	(16)
Increase (decrease) in provision for loss on litigation	(111)	(26)
Interest and dividend income	(490)	(1,226)
Interest expenses	1,353	1,675
Share of loss (profit) of entities accounted for using equity method	(0)	2
Loss (gain) on sale of investment securities	(1)	(218)
Impairment loss on investment securities	764	36
Loss (gain) on disposal of property and equipment	47	63
Valuation loss on inventories	713	5,034
Decrease (increase) in notes and accounts receivable	9,174	(15,390)
Decrease (increase) in costs on uncompleted construction contracts	272	(605)
Decrease (increase) in inventories	(53,151)	(40,023)
Increase (decrease) in notes, accounts payable and accrued expenses	3,832	(7)
Increase (decrease) in amounts received for uncompleted construction contracts	(1,089)	4,187
Increase (decrease) in deposits	11,395	11,294
Other, net	(5,906)	37,582
Subtotal	43,288	90,450
Interest and dividends received	516	1,229
Interest paid	(1,306)	(1,617)
Income taxes paid	(10,622)	(24,614)
Net cash provided by (used in) operating activities	31,876	65,448
Cash flows from investing activities		
Payment for purchase of securities	—	(576)
Proceeds from redemption of securities	2,064	576
Purchase of property, equipment and intangible assets	(29,818)	(26,806)
Proceeds from sale of property, equipment and intangible assets	8	12
Payment for purchase of investment securities	(8,254)	(6,379)
Proceeds from sale of investment securities	16	1,031
Loan advances	(4,691)	(11,665)
Proceeds from collection of loans receivable	4,605	12,076
Payments of leasehold and guarantee deposits	(802)	(904)
Proceeds from refund of leasehold and guarantee deposits	720	960
Other	381	74
Net cash provided by (used in) investing activities	(35,772)	(31,601)
Cash flows from financing activities		
Increase in long-term debt	60,000	50,000
Repayments of long-term debt	(4,311)	(9,882)
Bonds issuance	70,000	—
Redemption of bonds	(10,000)	—
Purchase of treasury stock	(21,524)	(3,087)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	(286)	—
Bond issuance cost	(377)	—
Incidental expenses for loan	(1,485)	(1,461)
Cash dividends paid	(24,962)	(19,503)
Other	(256)	(339)
Net cash provided by (used in) financing activities	66,799	15,728
Effect of exchange rate changes on cash and cash equivalents	(359)	982
Net increase (decrease) in cash and cash equivalents	62,545	50,558
Cash and cash equivalents at beginning of period	151,754	214,299
Increase (decrease) in cash and cash equivalents resulting from change in scope of consolidation	—	7
Cash and cash equivalents at end of period	214,299	264,864

Corporate Overview (as of June 30, 2022)

Corporate overview

Company name	Haseko Corporation	License and permit registration number	Building Lots and Buildings Transaction Business: Granted by the Minister of Land, Infrastructure, Transport and Tourism (16) No.68
Head Office	32-1 Shiba 2-chome, Minato-ku, Tokyo 105-8507, Japan Tel: 813-3456-5451		Special Construction Business License: Issued by the Minister of Land, Infrastructure, Transport and Tourism (Special 2) No.3792
Founded:	February 11, 1937		First-class Registered Architects Office: Registered with the Governor of Tokyo, No. 27765. Registered with the Governor of Osaka (G) No.12327.
Incorporated:	August 22, 1946		Specified Joint Real Estate Ventures Permission: Granted by the Commissioner of the Financial Services Agency, the Minister of Land, Infrastructure, Transport and Tourism No.8
Capital stock:	57.5 billion yen		Type II Financial Instruments Business: Registered with the Director-General of the Kanto Local Finance Bureau (Kinsho) No.1447
Number of employees:	2,510		
Business activities	Construction, real estate, engineering	Major member associations	KEIDANREN (Japan Business Federation) Japan Federation of Construction Contractors The Real Estate Companies Association of Japan The Association of Real Estate Agents of Japan Association of New Urban Housing Technology The Remodeling Promotion Committee for Condominium Type II Financial Instruments Firms Association

Offices

- Haseko Corporation
Kansai Office
- Haseko Corporation
Urban development division
- Haseko Corporation
Yokohama Branch
- Haseko Corporation
Nagoya Branch
- Haseko Corporation
Kyoto Branch
- Haseko Corporation
Kyushu and Okinawa Operations Division
- Haseko Corporation
Chugoku and Shikoku regions Business Promotion Department
- Haseko Corporation
Technical Research Institute
- Haseko Corporation
Hanoi Representative Office

Group companies

- Fujikensetsu Co., Ltd.
Hasec Inc.
Foris Corporation
Hosoda Corporation
HC Katsushimacho Jutaku Co., Ltd.
Haseko Real Estate Development Holdings Inc.
Haseko Real Estate Development, Inc.
Sohgoh Real Estate Co., Ltd.
Haseko Home, Co.,Ltd.
Haseko Anesis Corporation
Haseko Reform Inc.
Haseko Livenet, Inc.
Haseko Business Proxy, Inc.
Haseko Urbest Inc.
Haseko Real Estate, Inc.
Haseko Intech Inc.
Haseko Systems Inc.
Haseko Property Management Holdings Inc.
- Haseko Community, Inc.
Haseko Community Kyushu Inc.
Haseko Community Nishinihon Inc.
Haseko Community Okinawa Inc.
Joint Property Co., Ltd.
Haseko Senior Well Design Co., Ltd.
Haseko Job Create Co. Ltd.
Haseko Research Institute Inc.
Haseko America, Inc., and more

Stock Information (as of September 30, 2022)

Stock information

Securities code	1808	Shareholder register administrator (and special account management institution)	Mitsubishi UFJ Trust and Banking Corporation 1-4-5 Marunouchi, Chiyoda-ku, Tokyo 100-0005
Stock exchange listing	Tokyo Stock Exchange Prime Market		
Date of listing	October 1961	Handling office	Corporate Agency Division, Mitsubishi UFJ Trust and Banking Corporation 1-4-5 Marunouchi, Chiyoda-ku, Tokyo 100-0005
Number of shares constituting one unit	100		
Total number of shares authorized to be issued	420,000,000		
Total number of shares issued	300,794,397		
Number of shareholders	50,277		
End of period	March 31		

Major shareholders

Major shareholder	Number of shares held (shares)	Shareholding ratio (%)
Ichigo Trust Pte. Ltd.	53,185,600	19.15%
The Master Trust Bank of Japan, Ltd. (Trust account)	39,345,200	14.17%
Custody Bank of Japan, Ltd (Trust account)	23,442,600	8.44%
Resona Bank, Limited	12,609,992	4.54%
Sumitomo Realty & Development Co., Ltd.	9,916,200	3.57%

*Excluding 23,183,411 shares of treasury stock. The shareholder ratio is calculated based on the total number of shares issued, net of 23,183,411 shares of treasury stock.

Ownership and share distribution

