

Summary of Financial Statements

- For the nine months ended December 31, 2021 -



February 2022

— Contents —

| | | |
|---|-------|-----------|
| 1. Summary of Consolidated Income Statements | • • • | P.1 |
| 2. Summary of Non-consolidated Income Statements | • • • | P.2 |
| 3. Summary of Consolidated Balance Sheets | • • • | P.3 - P.4 |
| 4. Orders Received (Non-consolidated) | • • • | P.5 - P.6 |
| 5. Key indicators of For-sale Condominiums business | • • • | P.7 |
| 6. Operational Benchmarks of Service-Related Business | • • • | P.8 |
| 7. Principal Consolidated Companies | • • • | P.9 |
| 8. Six Years Summary | • • • | P.10 |

Summary of Financial Results & Topics

- In the consolidated financial results for the 3rd quarter of the fiscal year ending March 31, 2022, Net sales increased 13.1% year-on-year to 626.1 billion yen, Ordinary income increased 33.3% year-on-year to 61.0 billion yen, and Net Income attributable to owners of parent increased 34.5% year-on-year to 41.8 billion yen, which was going well against the full-year forecast.
- Orders received (non-consolidated) decreased by 8.3 billion yen year-on-year to 212.0 billion yen. Although the progress rate toward the full-year forecast of 470.0 billion yen was only 45.1%, Orders received for the current fiscal year are expected heavily weighted in the 4th quarter and the progress is in line with initial forecast.
- Haseko Group established "Haseko Residential Private Investment Corporation" and started operating the private REIT in February 2022.
- Haseko Group has instituted the Haseko Group's Climate Change Response Policy "HASEKO ZERO-Emission" to achieve carbon neutrality by 2050. (<https://www.haseko.co.jp/hc/english/csr/environment/climate.html>)
- Haseko Group has instituted the Haseko Group's Human Rights Policy to clarify the concept to respect for human rights and to deepen efforts to respect human rights. (https://www.haseko.co.jp/hc/english/csr/pdf/human_rights.pdf)

Billions of yen

| | March 2021 1Q-3Q < A > | March 2022 1Q-3Q < B > | Change | | March 2021 Result < C > | March 2022 Forecast | | |
|--|------------------------------|------------------------------|---------------------|--------------|-------------------------------|---------------------|---------------------|--------------|
| | | | Amount < B - A > | % | | Annual < D > | Change < D - C > | Progress |
| Net sales | 553.7 | 626.1 | 72.4 | 13.1% | 809.4 | 850.0 | 40.6 | 73.7% |
| Construction contracts | 346.8 | 350.3 | 3.5 | 1.0% | 479.2 | 489.0 | 9.8 | 71.6% |
| Design and supervision | 4.9 | 5.2 | 0.3 | 6.1% | 9.9 | 10.0 | 0.1 | 51.6% |
| Leasing and management | 62.9 | 61.7 | (1.2) | (2.0%) | 86.3 | 84.5 | (1.8) | 73.0% |
| Real estate sale | 126.5 | 195.7 | 69.1 | 54.6% | 217.1 | 249.5 | 32.4 | 78.4% |
| Others | 12.6 | 13.2 | 0.6 | 5.1% | 16.9 | 17.0 | 0.1 | 77.7% |
| Gross profit | 92.4 | 109.4 | 17.0 | 18.4% | 136.2 | 143.5 | 7.3 | 76.2% |
| Construction contracts | 59.6 | 61.8 | 2.2 | 3.7% | 81.4 | 83.0 | 1.6 | 74.4% |
| [Profit ratio of construction contracts] | [17.2%] | [17.6%] | [0.4p] | | [17.0%] | [17.0%] | (-p) | |
| Design and supervision | 2.2 | 2.5 | 0.2 | 10.5% | 4.5 | 4.5 | 0.0 | 54.9% |
| Leasing and management | 14.0 | 13.9 | (0.1) | (0.4%) | 19.3 | 19.0 | (0.3) | 73.4% |
| Real estate sale | 14.9 | 29.0 | 14.1 | 94.3% | 29.0 | 35.0 | 6.0 | 83.0% |
| Others | 1.6 | 2.2 | 0.5 | 32.5% | 2.0 | 2.0 | 0.0 | 109.2% |
| Selling, general and administrative expense | 45.8 | 47.9 | 2.2 | 4.7% | 63.3 | 65.5 | 2.2 | 73.2% |
| Operating income | 46.6 | 61.5 | 14.8 | 31.8% | 72.9 | 78.0 | 5.1 | 78.8% |
| [Operating income ratio] | [8.4%] | [9.8%] | [1.4p] | | [9.0%] | [9.2%] | [0.2p] | |
| Financial income (expenses) | (2.3) | (1.4) | 0.9 | | (2.7) | (3.7) | (1.0) | |
| Others, net | 1.4 | 0.9 | (0.5) | | 1.7 | 0.7 | (1.0) | |
| Ordinary income | 45.7 | 61.0 | 15.2 | 33.3% | 71.8 | 75.0 | 3.2 | 81.3% |
| [Ordinary income ratio] | [8.3%] | [9.7%] | [1.4p] | | [8.9%] | [8.8%] | [(0.1p)] | |
| Special income (losses), net | (0.1) | 0.2 | 0.3 | | (1.0) | - | 1.0 | |
| Income before income taxes | 45.7 | 61.2 | 15.5 | 34.0% | 70.9 | 75.0 | 4.1 | 81.5% |
| Current tax | 12.7 | 15.0 | 2.4 | | 23.0 | } 24.0 | 1.4 | |
| Deferred tax | 1.9 | 4.3 | 2.4 | | (0.4) | | | |
| Net income attributable to non-controlling interests | (0.0) | (0.0) | (0.0) | | (0.0) | | | |
| Net Income attributable to owners of parent | 31.1 | 41.8 | 10.7 | 34.5% | 48.3 | 51.0 | 2.7 | 82.0% |
| Depreciation and amortization, excluding goodwill-amortization | 3.8 | 4.3 | 0.5 | 13.5% | | | | |

Billions of yen

| | March 2021 1Q-3Q < A > | March 2022 1Q-3Q < B > | Change | | March 2021 Result < C > | March 2022 Forecast | | |
|--|------------------------------|------------------------------|---------------------|----------------|-------------------------------|---------------------|---------------------|--------------|
| | | | Amount < B - A > | % | | Annual < D > | Change < D - C > | Progress |
| Net sales | 398.3 | 421.5 | 23.2 | 5.8% | 563.3 | 580.0 | 16.7 | 72.7% |
| Construction contracts | 302.6 | 290.6 | (12.0) | (4.0%) | 412.6 | 410.0 | (2.6) | 70.9% |
| Commissioned works | 2.6 | 3.1 | 0.5 | 20.4% | 4.9 | 5.0 | 0.1 | 62.3% |
| Design and supervision | 5.1 | 5.6 | 0.4 | 8.3% | 11.1 | 11.0 | (0.1) | 50.6% |
| Lease rentals of buildings | 3.5 | 4.3 | 0.8 | 22.3% | 4.8 | 5.5 | 0.7 | 77.4% |
| Real estate sale | 84.5 | 118.0 | 33.5 | 39.7% | 130.0 | 148.5 | 18.5 | 79.4% |
| Gross profit | 65.5 | 69.0 | 3.5 | 5.4% | 90.4 | 93.5 | 3.1 | 73.8% |
| Construction contracts | 53.0 | 52.1 | (0.9) | (1.7%) | 70.8 | 70.0 | (0.8) | 74.4% |
| Commissioned works | 1.6 | 2.2 | 0.5 | 32.5% | 3.0 | 3.0 | (0.0) | 71.9% |
| [Profit ratio of construction works] | [17.9%] | [18.5%] | [0.6p] | | [17.7%] | [17.6%] | [(0.1p)] | |
| Design and supervision | 2.3 | 2.7 | 0.4 | 15.2% | 5.1 | 5.0 | (0.1) | 53.9% |
| Lease rentals of buildings | 1.6 | 1.6 | (0.0) | (2.8%) | 1.7 | 2.0 | 0.3 | 79.2% |
| Real estate sale | 6.9 | 10.5 | 3.6 | 52.7% | 9.8 | 13.5 | 3.7 | 77.5% |
| Selling, general and administrative expense | 25.7 | 27.8 | 2.1 | 8.2% | 35.8 | 38.0 | 2.2 | 73.2% |
| Operating income | 39.7 | 41.2 | 1.4 | 3.6% | 54.6 | 55.5 | 0.9 | 74.2% |
| [Operating income ratio] | [10.0%] | [9.8%] | [(0.2p)] | | [9.7%] | [9.6%] | [(0.1p)] | |
| Financial income (expenses) | 9.1 | 7.2 | (1.9) | | 9.2 | 7.0 | (2.2) | |
| Others, net | 0.6 | 0.5 | (0.1) | | 0.7 | 0.5 | (0.2) | |
| Ordinary income | 49.5 | 48.9 | (0.6) | (1.2%) | 64.6 | 63.0 | (1.6) | 77.6% |
| [Ordinary income ratio] | [12.4%] | [11.6%] | [(0.8p)] | | [11.5%] | [10.9%] | [(0.6p)] | |
| Special income (losses), net | (0.0) | 0.1 | 0.2 | | (0.7) | - | 0.7 | |
| Income before income taxes | 49.5 | 49.0 | (0.5) | (0.9%) | 63.8 | 63.0 | (0.8) | 77.8% |
| Current tax | 10.9 | 10.8 | (0.1) | | 17.6 | } 18.0 | 1.4 | |
| Deferred tax | 1.0 | 2.1 | 1.1 | | (1.0) | | | |
| Net income | 37.5 | 36.1 | (1.4) | (3.7%) | 47.2 | 45.0 | (2.2) | 80.2% |
| Depreciation and amortization, excluding goodwill-amortization | 2.0 | 2.4 | 0.3 | 16.5% | | | | |

Billions of yen

| | 3/31/2021 | 12/31/2021 | Change | | | 3/31/2021 | 12/31/2021 | Change | |
|---|--------------|----------------|--------------|---------------|---|--------------|----------------|---------------|---------------|
| | | | Amount | % | | | | Amount | % |
| Current assets: | 689.5 | 739.7 | 50.2 | 7.3% | Current liabilities: | 272.0 | 253.5 | (18.4) | (6.8%) |
| Cash and bank deposits | 216.1 | 185.2 | (30.9) | (14.3%) | Notes and accounts payable | 87.1 | 75.4 | (11.7) | (13.5%) |
| Notes and accounts receivable, trade | 132.3 | 149.0 | 16.6 | 12.6% | Electronically recorded obligations | 54.9 | 52.8 | (2.1) | (3.8%) |
| Negotiable Certificates of Deposit | 0.5 | 0.6 | 0.0 | 8.1% | Current portion of long-term debt | 6.0 | 5.9 | (0.0) | (0.8%) |
| Costs on uncompleted construction contracts | 10.8 | 15.2 | 4.4 | 41.3% | Advances received on uncompleted construction contracts | 17.6 | 26.1 | 8.5 | 48.1% |
| Real estate for sale | 166.7 | 187.6 | 20.8 | 12.5% | Deposits | 39.6 | 28.9 | (10.7) | (26.9%) |
| Cost and advances for real estate operations | 113.3 | 156.1 | 42.9 | 37.8% | Other current liabilities | 66.7 | 64.3 | (2.4) | (3.6%) |
| Real estate for development projects | 25.7 | 28.8 | 3.1 | 11.9% | Long-term liabilities: | 287.3 | 345.2 | 57.9 | 20.1% |
| Other current assets | 24.2 | 17.3 | (6.8) | (28.2%) | Straight bonds | 90.0 | 90.0 | - | -% |
| Allowance for doubtful accounts | (0.1) | (0.1) | (0.0) | -% | Long-term debt | 172.0 | 221.3 | 49.4 | 28.7% |
| | | | | | Net defined benefit liability | 1.4 | 1.4 | 0.1 | 6.0% |
| | | | | | Provision for loss on litigation | 2.2 | 2.4 | 0.2 | 7.2% |
| | | | | | Other long-term liabilities | 21.7 | 30.0 | 8.3 | 38.1% |
| | | | | | Total liabilities | 559.3 | 598.7 | 39.4 | 7.1% |
| Fixed assets: | 264.1 | 262.7 | (1.4) | (0.5%) | Shareholders' Equity: | 402.9 | 410.0 | 7.2 | 1.8% |
| Property and equipment, Land leasehold rights | 174.9 | 171.1 | (3.8) | (2.1%) | Capital stock | 57.5 | 57.5 | - | -% |
| Goodwill | 2.6 | 2.4 | (0.2) | (5.9%) | Capital surplus | 7.4 | 7.4 | 0.0 | 0.0% |
| Investment securities | 40.9 | 41.7 | 0.8 | 2.0% | Retained earnings | 369.3 | 379.5 | 10.1 | 2.7% |
| Deferred tax assets | 5.8 | 6.3 | 0.5 | 8.7% | Treasury stock | (31.4) | (34.3) | (3.0) | -% |
| Other fixed assets | 40.8 | 42.0 | 1.2 | 2.9% | Accumulated Other Comprehensive Income: | (8.5) | (6.3) | 2.2 | -% |
| Allowance for doubtful accounts | (0.8) | (0.8) | 0.0 | -% | Net unrealized gain on other securities | 4.3 | 2.4 | (1.9) | (43.6%) |
| | | | | | Translation adjustments | (7.3) | (3.9) | 3.4 | -% |
| | | | | | Retirement benefits liability adjustments | (5.4) | (4.8) | 0.6 | -% |
| | | | | | Non-controlling interests | 0.0 | 0.0 | (0.0) | (9.4%) |
| | | | | | Total net assets | 394.4 | 403.7 | 9.3 | 2.4% |
| Total assets | 953.7 | 1,002.4 | 48.8 | 5.1% | Total liabilities and net assets | 953.7 | 1,002.4 | 48.8 | 5.1% |

《Real estate balance》

Billions of yen

| | 3/31/2021 | 12/31/2021 | Change | |
|------------------------------------|--------------|--------------|-------------|--------------|
| | | | Amount | % |
| Land for orders | 106.6 | 125.3 | 18.7 | 17.5% |
| For-sale Condominiums business | 110.7 | 119.2 | 8.6 | 7.7% |
| Leasing real estate business | 99.3 | 107.0 | 7.7 | 7.7% |
| Overseas related business | 27.8 | 34.8 | 7.0 | 25.1% |
| Other short-term real estate | 86.8 | 108.4 | 21.7 | 25.0% |
| Real estate for own use | 49.4 | 48.8 | (0.6) | (1.1%) |
| Real estate balance, total* | 480.6 | 543.6 | 63.0 | 13.1% |

《Interest-bearing debt balance》

Billions of yen

| | 3/31/2021 | 12/31/2021 | Change | |
|-----------------------------------|--------------|--------------|-------------|--------------|
| | | | Amount | % |
| Current portion of long-term debt | 6.0 | 5.9 | (0.0) | (0.8%) |
| Long-term debt | 172.0 | 221.3 | 49.4 | 28.7% |
| Straight bonds | 90.0 | 90.0 | - | -% |
| Total | 268.0 | 317.3 | 49.3 | 18.4% |

* Real estate balance is the sum of Real estate for sale, Cost and advances for real estate operations, Real estate for development projects, and Property and equipment, Land leasehold rights, which are listed on the balance sheet.

《Dividend》

| | Dividend (Yen) | | | Amount (Bil. Yen) |
|---------------------------------------|----------------|----------|---------|----------------------|
| | Interim | Year-end | Total | |
| FY ended of March 31, 2021 | 35.00 | 35.00 | 70.00 | 19.945 |
| FY ended of March 31, 2022 (Forecast) | 35.00 | (35.00) | (70.00) | - |

《Equity ratio》

Billions of yen

| | 3/31/2021 | 12/31/2021 | Change | |
|----------------------|-----------|------------|----------|------|
| | | | Amount | % |
| Shareholders' equity | 394.4 | 403.7 | 9.3 | 2.4% |
| [Equity ratio] | [41.4%] | [40.3%] | [(1.1p)] | |

《Summary of Consolidated Statements of Change in Net Assets》

Billions of yen

| | 3/31/2021 | Cumulative effect of accounting change* | Cash dividends | Treasury stock Purchased etc. | Net Income attributable to owners of parent | Other | 12/31/2021 |
|--|--------------|---|----------------|-------------------------------|---|------------|--------------|
| | | | | | | | |
| Capital stock | 57.5 | | | | | | 57.5 |
| Capital surplus | 7.4 | | | 0.0 | | | 7.4 |
| Retained earnings | 369.3 | (11.9) | (19.5) | | 41.8 | (0.3) | 379.5 |
| Treasury stock | (31.4) | | | (3.0) | | | (34.3) |
| Accumulated other comprehensive income | (8.5) | | | | | 2.2 | (6.3) |
| Non-controlling interests | 0.0 | | | | | (0.0) | 0.0 |
| Total net assets | 394.4 | (11.9) | (19.5) | (3.0) | 41.8 | 1.9 | 403.7 |

《Consolidated Cash Flows》

Billions of yen

| | March 2021 3Q Result < A > | March 2022 3Q Result < B > | Change Amount < B - A > |
|--------------------------------------|----------------------------------|----------------------------------|-------------------------------|
| | | | |
| Cash flows from investing activities | (27.5) | (25.5) | 2.0 |
| Cash flows from financing activities | 79.6 | 21.4 | (58.3) |
| Cash and cash equivalents | | | |
| Increase (decrease) | 8.5 | (30.6) | (39.1) |
| Beginning of the year | 151.8 | 214.3 | 62.5 |
| End of period | 160.3 | 183.7 | 23.4 |

* Due to applying the "Accounting Standard for Revenue Recognition", etc., the cumulative impact of retroactively applying the new accounting policy before the beginning of the first quarter consolidated accounting period is adjusted to Retained earnings at the beginning of the first quarter consolidated accounting period.

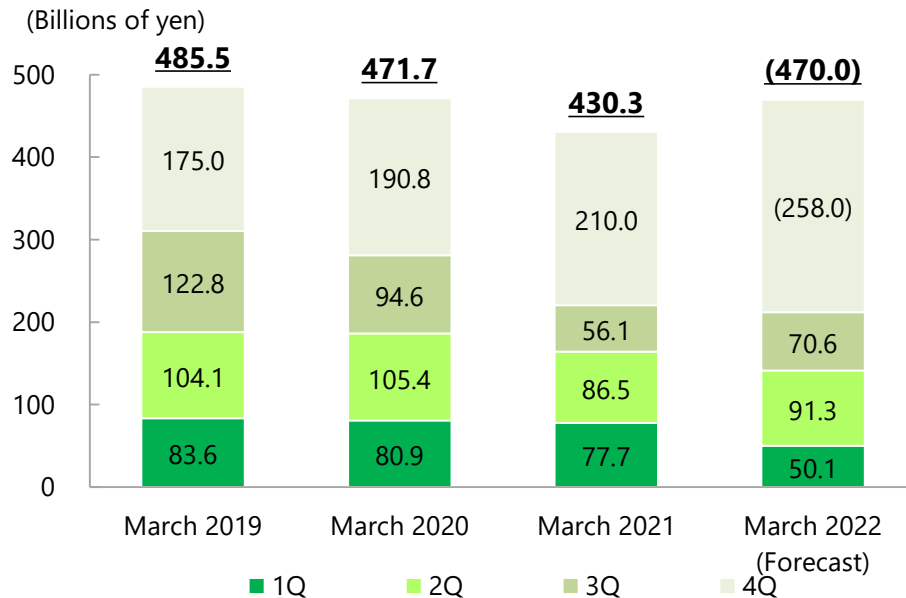
《Orders received》

| | March 2021 1Q-3Q Result | March 2022 1Q-3Q Result | Change |
|--|-------------------------------|-------------------------------|--------|
| Orders received | 220.3 | 212.0 | (8.3) |
| Construction business | 212.9 | 204.5 | (8.4) |
| Residence | 180.8 | 190.4 | 9.6 |
| Private-sector condominiums | 166.1 | 168.4 | 2.4 |
| Rental condominiums, Company housing, etc. | 14.8 | 22.0 | 7.2 |
| Non-Residence | 22.2 | 0.7 | (21.5) |
| Other | 7.1 | 9.2 | 2.1 |
| Consulting contracts | 2.7 | 4.2 | 1.4 |
| Design and supervision | 7.5 | 7.5 | 0.1 |

Billions of yen

| March 2021 Result < C > | March 2022 Forecast | | |
|-------------------------------|---------------------|---------------------|----------|
| | Annual < D > | Change < D - C > | Progress |
| 430.3 | 470.0 | 39.7 | 45.1% |
| 417.9 | 458.0 | 40.1 | 44.7% |
| 380.5 | 442.5 | 62.0 | 43.0% |
| 350.9 | 407.5 | 56.6 | 41.3% |
| 29.7 | 35.0 | 5.3 | 62.9% |
| 23.2 | 9.0 | (14.2) | 7.7% |
| 9.5 | 3.0 | (6.5) | 307.2% |
| 4.7 | 3.5 | (1.2) | 118.6% |
| 12.4 | 12.0 | (0.4) | 62.9% |

《Orders received, quarterly》



《Primary Orders》

| Project name | Project Owner | Location | Total units |
|---|--|--------------------------|-------------|
| Brillia City Shakujikoen ATLAS | Shakujikoen Condominium Complex Rebuilding Association | Nerima-ku, Tokyo | 844 |
| Mihama City Kemigahama Brock II | Nomura Real Estate Development Co., Ltd., etc. | Mihama-ku, Chiba-shi | 612 |
| (Tentative name) Minato-ku Konan 3-chome new construction plan (Rental apartment) | Daiwa House Industry Co., Ltd. | Minato-ku, Tokyo | 458 |
| City Terrace Wakae Iwata | Sumitomo Realty & Development Co., Ltd. | Higashi-Osaka-shi, Osaka | 436 |
| Classy House Kyoto Rokujizou Bright Tower Building | SUMITOMO CORPORATION, etc. | Uji-shi, Kyoto | 245 |
| Linear Gate Tower Nagoya | Sohgoh Real Estate Co., Ltd., etc. | Nakamura-ku, Nagoya-shi | 220 |

《Orders received by Size (Private-sector condominiums)》

| | March 2021 | | March 2022 | | Change | |
|---------------------|------------|--------|------------|--------|--------|----------|
| | 1Q-3Q | Share | 1Q-3Q | Share | Amount | % |
| Less than 200 units | 80.9 | 50.8% | 89.7 | 55.7% | 8.7 | 10.8% |
| 200 to 399 units | 42.0 | 26.3% | 43.1 | 26.8% | 1.2 | 2.8% |
| 400 units or more | 36.5 | 22.9% | 28.1 | 17.5% | (8.3) | (22.9%) |
| Total | 159.4 | 100.0% | 160.9 | 100.0% | 1.5 | 1.0% |

Billions of yen

| March 2021 | |
|------------|--------|
| Annual | Share |
| 162.1 | 47.6% |
| 133.8 | 39.2% |
| 45.0 | 13.2% |
| 340.9 | 100.0% |

* Excluding construction incidental to the condominiums

《Orders received by Region》

| | March 2021 | | March 2022 | | Change | |
|-------------------------|------------|--------|------------|--------|--------|----------|
| | 1Q-3Q | Share | 1Q-3Q | Share | Amount | % |
| Tokyo metropolitan area | 153.3 | 69.6% | 165.8 | 78.2% | 12.5 | 8.2% |
| Kinki area | 60.0 | 27.2% | 34.9 | 16.4% | (25.1) | (41.9%) |
| Tokai area | 7.0 | 3.2% | 11.4 | 5.4% | 4.4 | 62.0% |
| Total | 220.3 | 100.0% | 212.0 | 100.0% | (8.2) | (3.7%) |

Billions of yen

| March 2021 | |
|------------|--------|
| Annual | Share |
| 290.0 | 67.4% |
| 119.0 | 27.6% |
| 21.4 | 5.0% |
| 430.3 | 100.0% |

* Excluding orders received in overseas business

《Exclusive contract and Construction-with-design orders》

| | March 2021 | March 2022 | Change | March 2021 | |
|---------------------------------|------------|------------|---------|------------|-------|
| | 1Q-3Q | 1Q-3Q | | Annual | Share |
| Exclusive contract | 72.9% | 83.0% | 10.1p | 77.3% | |
| Construction-with-design orders | 88.3% | 86.5% | (1.8p) | 91.8% | |

*Excluding Consulting contracts in Construction business

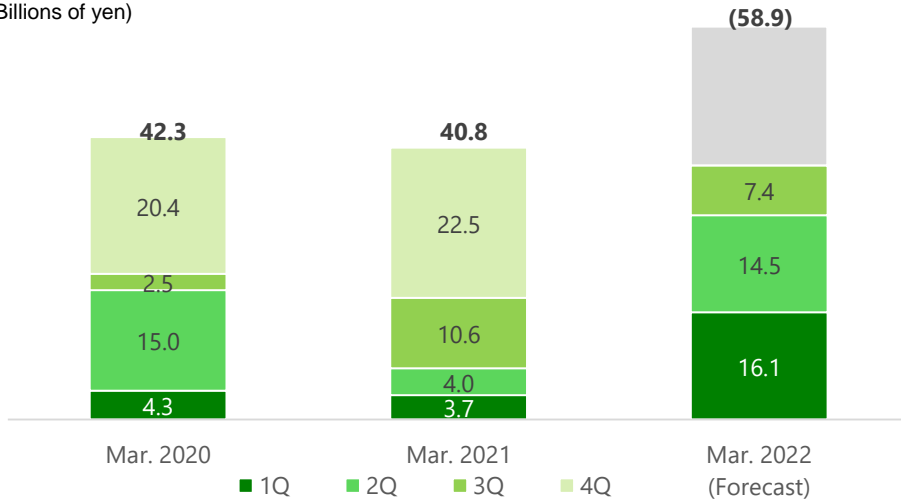
[Reference] 《Condominium newly supplied》

Unit

| | Newly supplied (Apr. 2020 - Dec. 2020) | | | Newly supplied (Apr. 2021- Dec. 2021) | | |
|-----------------------------------|--|------------------------|--------------------|---------------------------------------|------------------------|--------------------|
| | Total | Construction by Haseko | Construction share | Total | Construction by Haseko | Construction share |
| Tokyo metropolitan area | 22,361 | 8,140 | 36.4% | 26,965 | 9,002 | 33.4% |
| Of which 20 stories and above | 3,230 | 520 | 16.1% | 3,317 | 345 | 10.4% |
| Kinki area (excluding Tokai area) | 12,011 | 2,160 | 18.0% | 14,723 | 2,969 | 20.2% |
| Of which 20 stories and above | 1,286 | 191 | 14.9% | 2,109 | 650 | 30.8% |
| Excluding studio apartment | 9,823 | 2,160 | 22.0% | 12,183 | 2,969 | 24.4% |

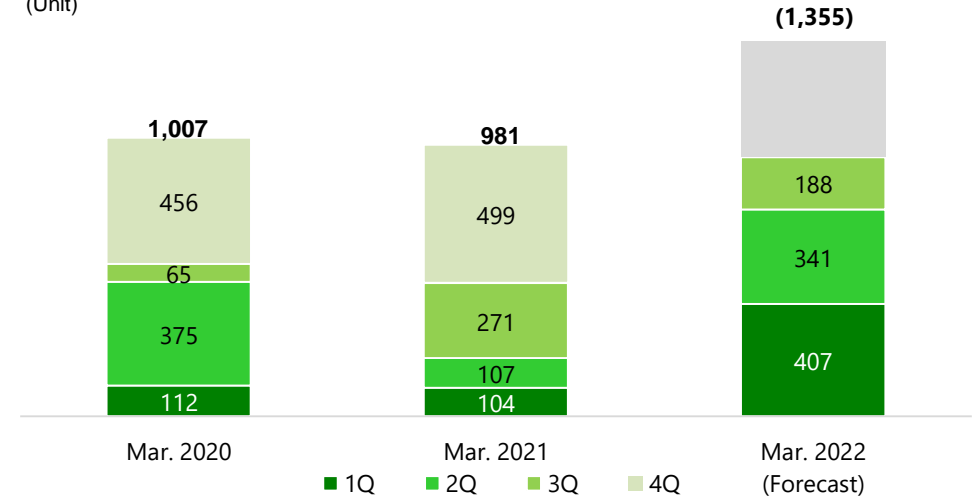
Sales of For-sale Condominium business

(Billions of yen)



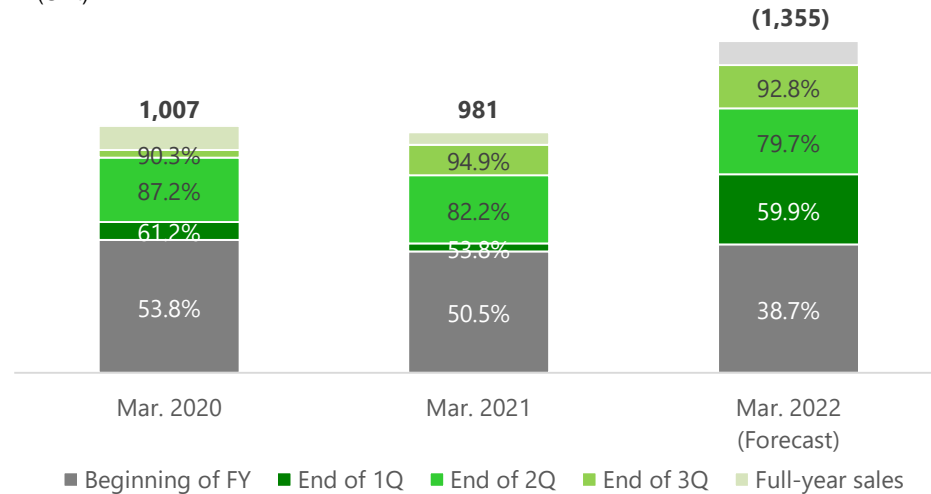
Number of units for For-sale Condominium Sales

(Unit)

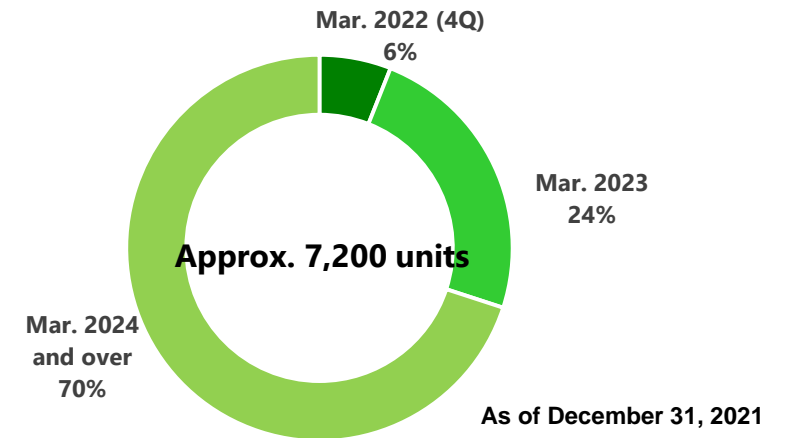


Contract progress rate against the number of annual expected units

(Unit)

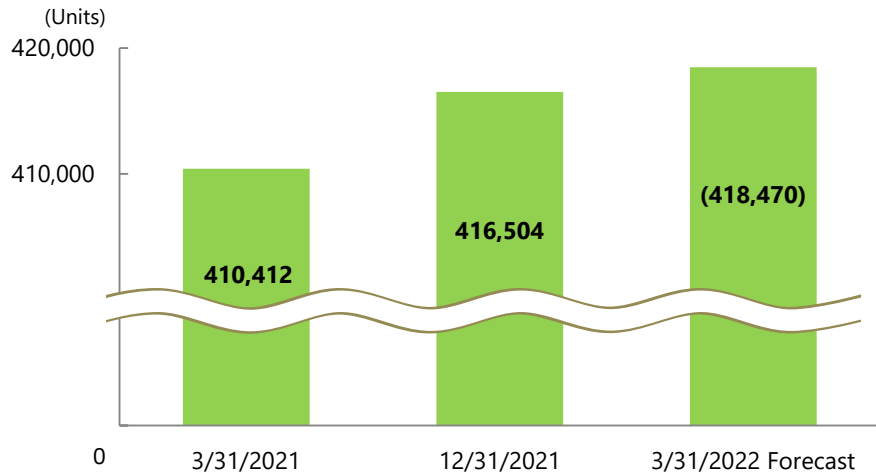


For-sale Condominium units planning by fiscal year

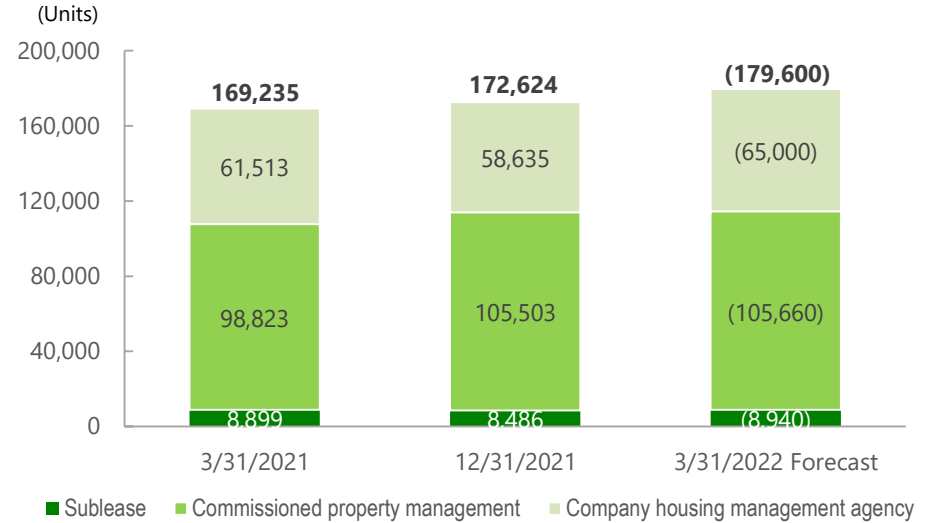


(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgho Real Estate after considering the companies' share.

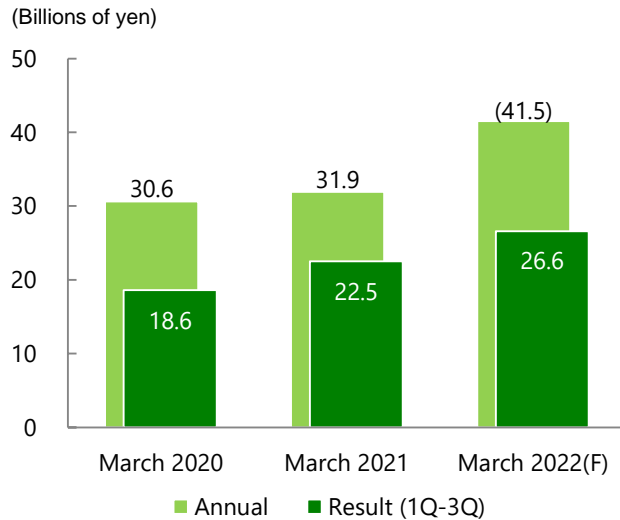
Condominium Building Management



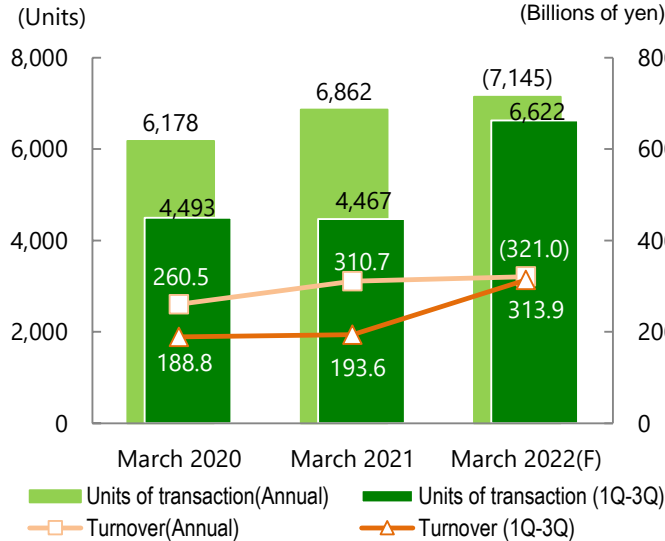
Rental Apartment Management and Operation



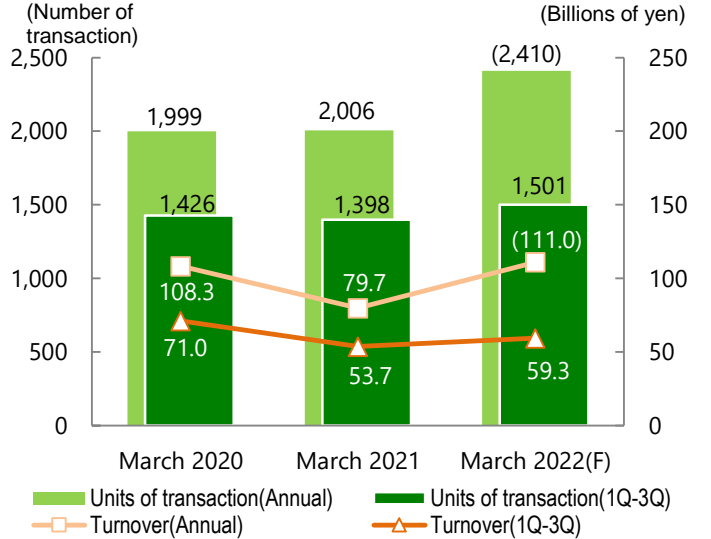
Extensive Refurbishment and Interior



Consignment Sales



Real estate brokerage





7. Principal Consolidated Companies

P.9

Billions of yen

| Company Name | March 2021 1Q-3Q | | | March 2022 1Q-3Q | | | March 2022 Annual forecast | | |
|---|---------------------|--------------------|-------------|---------------------|--------------------|-------------|-------------------------------|--------------------|-------------|
| | Net sales | Ordinary income | Net income | Net sales | Ordinary income | Net income | Net sales | Ordinary income | Net income |
| Haseko Corporation | 398.3 | 49.5 | 37.5 | 421.5 | 48.9 | 36.1 | 580.0 | 63.0 | 45.0 |
| Construction-Related Business | | | | | | | | | |
| Fuji Kensetsu, Co., Ltd. | 26.8 | 2.3 | 1.6 | 25.8 | 2.4 | 1.6 | 34.0 | 3.1 | 2.0 |
| Hasec, Inc. *1 | 49.3 | 0.4 | 0.2 | 0.6 | 0.4 | 0.3 | 0.8 | 0.5 | 0.3 |
| Foris Corporation | 7.2 | 0.4 | 0.3 | 6.0 | 0.4 | 0.3 | 9.3 | 0.5 | 0.3 |
| Hosoda Corporation | 9.8 | 0.0 | (0.0) | 11.6 | 0.4 | 0.5 | 15.2 | 0.2 | 0.3 |
| Real Estate-Related Business | | | | | | | | | |
| Haseko Real Estate Development Holdings, Inc. | | | | | | | | | |
| Haseko Real Estate Development, Inc. | 12.0 | 0.6 | 0.4 | 20.2 | 1.7 | 1.2 | 33.6 | 1.3 | 0.9 |
| Sohgoh Real Estate, Co., Ltd. | 17.5 | 1.5 | 1.1 | 40.1 | 5.0 | 3.4 | 37.2 | 3.1 | 2.0 |
| Service-Related Business | | | | | | | | | |
| Haseko Anesis Corporation | 6.4 | 4.8 | 4.8 | 4.2 | 2.9 | 2.9 | 4.7 | 2.6 | 2.6 |
| Haseko Reform, Inc. | 21.4 | (0.2) | (0.2) | 27.1 | 0.5 | 0.4 | 37.6 | 0.9 | 0.6 |
| Haseko Livenet, Inc. | 24.2 | 1.5 | 1.1 | 29.9 | 2.8 | 2.0 | 38.2 | 3.6 | 2.7 |
| Haseko Business Proxy, Inc. | 1.4 | 0.2 | 0.1 | 1.4 | 0.2 | 0.1 | 2.1 | 0.2 | 0.1 |
| Haseko Urbest, Inc. | 4.9 | 0.2 | 0.1 | 7.3 | 1.9 | 1.3 | 10.1 | 2.4 | 1.6 |
| Haseko Real Estate, Inc. | 16.9 | 0.4 | 0.3 | 19.2 | 0.9 | 0.6 | 30.1 | 1.9 | 1.2 |
| Haseko Intec, Inc. | 2.8 | 0.0 | 0.0 | 2.9 | (0.1) | (0.0) | 6.1 | 0.4 | 0.3 |
| Haseko Systems, Inc. | 6.0 | 0.8 | 0.5 | 6.6 | 0.9 | 0.6 | 9.0 | 1.2 | 0.8 |
| Haseko Property Management Holdings, Inc. | | | | | | | | | |
| Haseko Community, Inc. | 37.0 | 1.7 | 0.9 | 39.4 | 2.8 | 1.9 | 59.8 | 4.5 | 3.1 |
| Haseko Community Kyushu, Inc. | 1.8 | 0.1 | 0.0 | 1.9 | 0.1 | 0.1 | 2.7 | 0.2 | 0.1 |
| Haseko Community Nishinohon, Inc. | 0.7 | (0.0) | (0.0) | 0.8 | 0.0 | 0.0 | 1.1 | 0.0 | 0.0 |
| Haseko Community Okinawa, Inc. | 0.3 | 0.0 | 0.0 | 0.3 | 0.0 | 0.0 | 0.5 | 0.1 | 0.0 |
| JOINT PROPERTY, CO., LTD | 1.2 | 0.0 | 0.0 | 1.3 | 0.1 | 0.0 | 1.8 | 0.1 | 0.1 |
| Haseko Senior Well Design, Co., Ltd. *2 | 8.6 | (0.3) | (0.3) | 9.0 | 0.4 | 0.4 | 11.5 | 0.0 | (0.0) |
| Furusato, Co., Ltd. *2 | 1.6 | (0.0) | (0.0) | 1.6 | 0.1 | 0.1 | 2.1 | 0.0 | 0.0 |
| Overseas-Related Business | | | | | | | | | |
| Haseko America, Inc. | 0.1 | (0.9) | (0.9) | 0.0 | (1.3) | (1.3) | 0.0 | (1.5) | (1.5) |
| Consolidated | 553.7 | 45.7 | 31.1 | 626.1 | 61.0 | 41.8 | 850.0 | 75.0 | 51.0 |

*1 By applying the "Accounting Standard for Revenue Recognition", etc., Hasec's Net sales of March 2022 1Q-3Q y/y have decreased significantly, and Net sales of March 2022 Annual forecast have also changed. However, Hasec's sales do not affect much consolidated results, because most of Hasec's sales come from the Haseko group.

*2 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.

Billions of yen, Thousand shares

| | 1Q-3Q Result | | | | | |
|---|--------------|------------|------------|------------|------------|------------|
| | March 2017 | March 2018 | March 2019 | March 2020 | March 2021 | March 2022 |
| Consolidated | | | | | | |
| Net Sales | 529.2 | 580.2 | 655.4 | 611.1 | 553.7 | 626.1 |
| Operating Income | 58.8 | 66.0 | 71.0 | 61.1 | 46.6 | 61.5 |
| Ordinary Income | 59.5 | 66.3 | 71.3 | 61.3 | 45.7 | 61.0 |
| Net income attributable to owners of parent | 40.9 | 45.6 | 63.3 | 42.3 | 31.1 | 41.8 |
| Total Assets | 577.9 | 628.0 | 727.7 | 738.6 | 886.8 | 1,002.4 |
| Inventories *1 | 137.5 | 137.9 | 189.2 | 210.3 | 308.6 | 372.5 |
| Property and Equipment, Leasehold rights | 101.1 | 121.9 | 134.2 | 146.4 | 167.5 | 171.1 |
| Real Estate Balance total | 238.5 | 259.8 | 323.5 | 356.6 | 476.1 | 543.6 |
| Interest-bearing debt balance | 144.5 | 126.4 | 136.9 | 130.0 | 271.6 | 317.3 |
| Shareholders' equity | 216.9 | 268.6 | 343.6 | 380.2 | 382.6 | 403.7 |
| Equity ratio | 37.5% | 42.8% | 47.2% | 51.5% | 43.1% | 40.3% |
| Net cash provided by (used in) Operating activities | 31.2 | 4.1 | (53.4) | (63.2) | (43.4) | (27.0) |
| Net cash provided by (used in) Investing activities | (7.9) | (9.4) | (0.5) | (28.3) | (27.5) | (25.5) |
| Net cash provided by (used in) Financing activities | (27.7) | (24.1) | 4.7 | (18.9) | 79.6 | 21.4 |
| Cash and cash equivalents at end of the period | 146.9 | 172.1 | 157.7 | 102.1 | 160.3 | 183.7 |
| Number of employees | 6,743 | 6,952 | 7,091 | 7,277 | 7,600 | 7,691 |
| Non-Consolidated | | | | | | |
| Net Sales | 374.2 | 422.9 | 493.0 | 454.0 | 398.3 | 421.5 |
| Operating Income | 54.0 | 59.0 | 63.1 | 50.7 | 39.7 | 41.2 |
| Ordinary Income | 54.5 | 59.2 | 63.6 | 71.2 | 49.5 | 48.9 |
| Net Income | 41.1 | 41.5 | 43.6 | 55.3 | 37.5 | 36.1 |
| Total Assets | 465.5 | 506.9 | 576.1 | 613.4 | 762.0 | 838.3 |
| Shareholders' equity | 199.2 | 241.3 | 287.4 | 329.6 | 334.7 | 347.2 |
| Equity ratio | 42.8% | 47.6% | 49.9% | 53.7% | 43.9% | 41.4% |
| Order | 328.0 | 279.7 | 310.5 | 280.9 | 220.3 | 212.0 |
| Number of employees | 2,372 | 2,434 | 2,479 | 2,512 | 2,488 | 2,509 |
| Outstanding shares | | | | | | |
| Common stock (including treasury stock) | 300,794 | 300,794 | 300,794 | 300,794 | 300,794 | 300,794 |
| Treasury stock | 190 | 3,438 | 3,410 | 3,353 | 17,760 | 26,147 |
| (Treasury stock remaining in the trust)*2 | [-] | [3,242] | [3,209] | [3,150] | [3,043] | [2,966] |
| The average number of shares | 300,605 | 299,189 | 297,378 | 297,429 | 288,179 | 274,803 |

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

*2 The company has introduced system of "Board Benefit Trust" and "Employee Stock Ownership Plan" since the second quarter of March 2018.

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.

