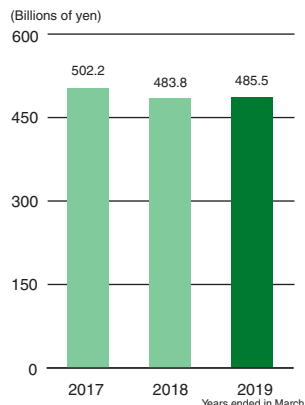


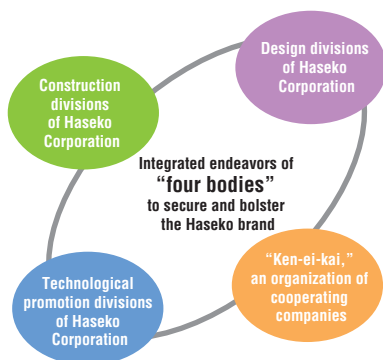
**Orders received**  
(Non-consolidated basis)



Haseko has a variety of accompanying businesses to the condominium business within its Group, and has the strength that allows it to propose business plans integrating not only orders for construction but also for post-completion services including the sale and building management of condominiums. Such proposals are utilized to secure orders in the form of Haseko Exclusive Contracts, the largest feature of the Company. Moreover, Haseko constructs condominiums with its construction and design sections working as one. The Company has established the system that exerts cost reduction effects through receiving orders for design and construction in packages, with the two sections conducting close organizational coordination and by reflecting such aspects as enhanced workability and economic designing in designs.

### Construction

Haseko has specialized in condominium construction, as shown by its track record of over 640,000 units built. The Company constructs condominiums by employing state-of-the-art, efficient (no reconstruction) and highly precise (minimal complaints) construction methods, and has established a construction management system that keeps to budgets with no major gaps and promotes smooth implementation of project schedules. This allows Haseko to maintain high productivity. This system is bolstered by the good long-term relationships with cooperating companies. On top of their proficiency in construction with full knowledge of Haseko's construction methods, such companies can adopt Haseko's new products and new technologies, etc. as quickly as possible through training courses and other measures. These measures are what have maintained Haseko's high productivity, which secures sufficient competitiveness and serves as a source of its high profitability.



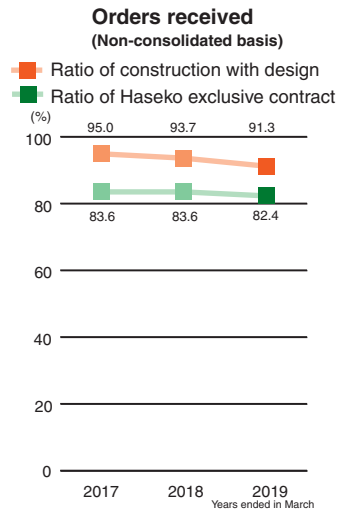
### Conduct "Haseko Value Enhancement Activities" to provide customers with product quality and satisfaction

Integrate endeavors of the "four bodies" (the construction divisions, design divisions and technological promotion divisions of Haseko Corporation and "Ken-ei-kai," an organization of cooperating companies) to ensure smooth communications among them, in order to secure high quality and eventually improve customer satisfaction

### Design

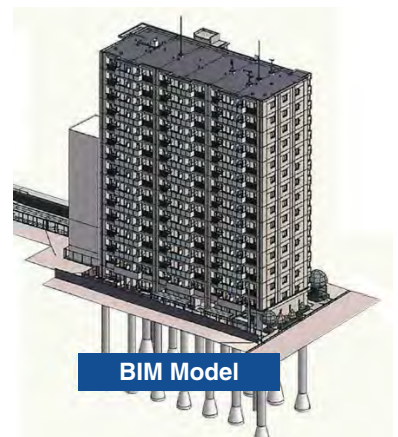
The design section is always pursuing “what is best for residents,” and conducts design work from the viewpoint of the end users, receiving feedback from customers. In addition, it proactively works to enhance performance aspects, such as enriching the fundamental performance of condominiums, improving versatility and securing environmental and disaster prevention performances, by utilizing its accumulated know-how from the cumulative construction track record of over 640,000 units as well as new products and new technologies developed by Haseko Technical Research Institute.

Moreover, at “LIPS,” which is the presentation space for condominiums that regularly exhibits products of approximately 70 manufacturers including exterior finishing materials, builders' hardware, steel fittings, interior finishing materials and housing equipment. The space enables selection of products and materials in a prompt and secure manner, as it allows project owners and Haseko staff to jointly “see” and “touch” actual offerings as samples at the design stage.



### Adopt Haseko-version BIM to the full by the end of fiscal 2019

BIM (Building Information Modeling) is an advanced design technique to construct a three-dimensional building model on the computer screen. The model includes not only the shape and space composition of a building but also the attribute data such as the quantity, quality and specifications of construction materials, and makes it possible to check them stereoscopically. Haseko utilizes the Haseko-version BIM as a three-dimensional design technique specialized for condominiums. It can be applied widely in the condominium business for not only design but also construction, sales, management, repairs and remodeling.



THE GARDENS TOKYO OJI

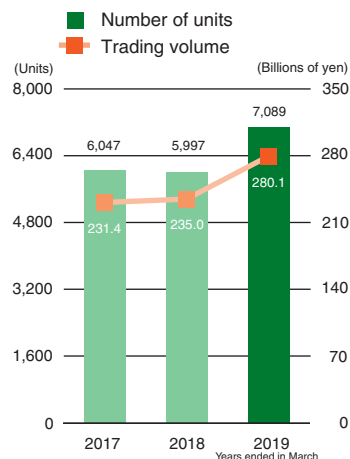


PRESSANCE LEGEND BIWAKO





## Consignment sales of newly-built for-sale condominiums (Haseko Urbest)



Haseko, which boasts having the top performance in Japan in constructing for-sale condominiums, also conducts the for-sale condominiums business on its own, utilizing its know-how of Haseko Exclusive Contracts in which the Company provides land for project owners. The Haseko Group was joined by SOHGOH REAL ESTATE and Joint Corporation in 2015, and together we established Haseko Real Estate Development Holdings Inc. in 2017. By consolidating the functions commonly shared by the for-sale real estate businesses in the Haseko Group, the Company integrates the know-how and experience that have been fostered at each operating company to date in an effort to enhance product and service offerings for customers.

## Strengths of Implementing the Total Condominium Business

The Haseko Group, which implements the condominium business in its totality, can complete all tasks required for implementing the condominium business, including planning, development and design of condominiums using information that is fed back from the construction sites, salesforce of for-sale condominiums and condominium managers, etc. as well as construction, within the group. Enjoying the benefits of this completeness, the Group's for-sale condominiums have been highly evaluated in terms of customer satisfaction and confidence for such factors as product offerings that reflect customer needs, secured construction quality and high cost performance.

SEA FOREST KOBE RENAI ROKKOISLAND CITY



### Haseko Real Estate Development Holdings

The company supervises the for-sale real estate businesses of the Haseko Group, integrating their common functions, working to enhance the business implementation system and reinforcing governance, among other endeavors, in order to achieve higher profitability.

#### Haseko Real Estate Development, Inc.

(renamed from Joint Corporation on April 1, 2019)

The company is an integrated real estate developer that not only conducts for-sale real estate business in which it plans, develops and sells newly-built for-sale condominiums, but also develops profit-generating properties with a track record of developing a variety of assets including rental condominiums, apartments, retail facilities, office buildings and warehouses.

#### Sohgoh Real Estate

The company is engaged in the for-sale housing business, as represented by the Renai brand, with an accumulated sales record of approximately 65,000 units primarily in the Tokyo metropolitan area and the Kinki area. It offers comfortable living through an integrated business system that covers acquisition of project sites, product planning, sales, delivery and administration.

#### Joint Property

Joint Property Co., Ltd. is an expert in operations and administration for condominium and apartment management. It supports owners of such properties by offering its proprietary know-how fostered over many years of experience.



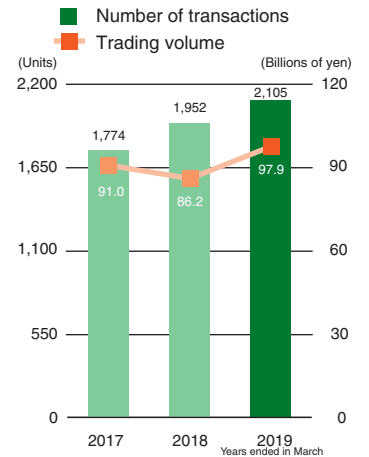
### Haseko Urbest

Having a leading position in consigned sales of condominiums, Haseko Urbest works as an integrated real estate service company and conducts all operations from product planning and proposals to sales, contracting and delivery of new condominiums that reflect the opinions of customers.

Haseko Real Estate, Inc. was born through the integration of the Haseko Group's real estate brokerage business, with an aim to proactively work on "vitalizing the transaction of existing housing" as an important area of the Group's growth strategy. As an integrated real estate brokerage company, Haseko Real Estate handles all types of real properties, from residential real estate to commercial and investment real estate.

Moreover, to realize the Haseko Group's basic philosophy of "creating good housing, taking proper care of housing and living in housing over a long period of time," the firm is proactively engaged in the renovation business, where it refurbishes used condominiums for future inhabitants to live.

## Brokerage of real estate (Haseko Real Estate)



### Real Estate Brokerage

Selling and buying, exchanging, leasing, agency and brokerage of real estate

**Building:** Condominiums, stand-alone houses, profit-generating buildings, facilities for the elderly, hospitals and medical facilities, company housing, etc.

**Land:** Sites for condominiums and stand-alone houses, commercial sites, sites for facilities for the elderly, sites for hospitals and medical facilities, sites for warehouses and plants, sites for large-scale, multi-use developments, land for consideration of equivalent exchange or effective use, etc.

### Purchase and Resale

Purchase and resale of condominiums and profit-generating properties

**Property acquisition:** Condominiums and stand-alone houses (from entire buildings to single units), profit-generating properties

**Temporary holding:** For renovation and conversion

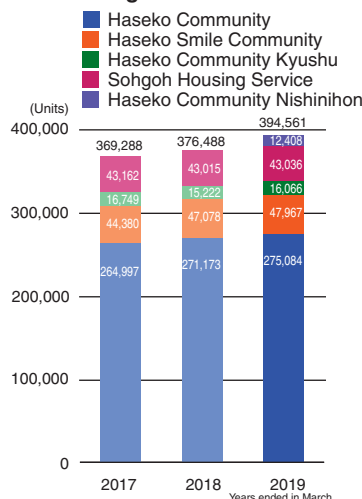
**Sale:** For the real estate market and business corporations

### Real Estate Solution

Consultation for effective use of land, asset management, consultation for real estate investment Management and administration of real estate and project proposals

The company fully utilizes the networks of the Haseko Group to provide total support for business planning to operations and management of condominium projects, offices, retail stores, facilities for the elderly and other properties, helping customers to conduct asset management by realizing the property value to the maximum.

## Four companies Condominium building management



## Haseko Community Owl 24 Center

A comprehensive monitoring facility that was integrated into Haseko Technical Center in 2018



The Haseko Group companies that conduct for-sale condominium management operations are commissioned by management associations, which are comprised of residents of condominiums, to provide services that should maintain and improve the asset values of the buildings and enrich life in condominiums. As managing companies belonging to a general contractor group, the companies accept not only the problems related to construction or management but also whatever issues and troubles customers may have, investigate the causes and solve them. In 2017, Haseko Property Management Holdings Inc. was established as the intermediate holding company that supervises the for-sale condominium management operations of the Haseko Group

The operating areas of the five for-sale condominium management companies in the Haseko Group, supervised by Haseko Property Management Holdings Inc., extend broadly throughout the Tokyo metropolitan area, Tokai area, Kansai area, Kyushu and Okinawa areas. The companies of the Haseko Property Management Holdings group have a track record of management amounting to approximately 390,000 units in total.

## Haseko Property Management Holdings

Working as an intermediary holding company that supervises the for-sale condominium management operations of the Haseko Group, the company integrates the knowledge, experience and know-how obtained by the respective companies engaged in this business through their management operations, and provides even a wider-range of services.

### Haseko Community

### Haseko Smile Community

### Sohgoh Housing Service

### Haseko Community Kyushu

### Haseko Community Nishinihon

On August 1, 2018, Haseko Community Nishinihon Inc., a newly established company, succeeded the for-sale condominium management operations of Sayco Building Management Co., Ltd. in order to further reinforce and expand the for-sale condominium management business of the Haseko Group.

### Comprehensive Monitoring

Comprehensive monitoring operations conducted around the clock; security personnel dispatched in emergencies, and specialized technical staff available day-and-night.

### Management and Cleaning

Reception, surveillance, attendance services and cleaning services of common areas by staff who have mastered professional knowledge and skills.

### Maintenance and Management

Periodical inspection of elevators, water supply and drainage, fire prevention facilities and other accessorial facilities; proposals for repairs of defects; proposals for repair work plans and financing plans for forecasted future deterioration of buildings over time.

### Clerical Services

In place of management associations, the company collects and keeps management fees and repair deposits, gives reminders for payment of unpaid proceeds, reports financial statements and providing accounting services including financial settlements.

### Life Support Services

The company provides services that support the daily lives of residents, including acceptance of clothes for cleaning, arranging for taxis and catering services, and conducting a variety of community events. Moreover, it offers services that enrich the living at condominiums, such as cafes and culture schools operated in condominiums as well as car sharing.



# Management and Operation of Rental Condominiums

## Haseko's Business

In the domains where rental condominiums, corporate real estate and for-investment condominiums are mutually interrelated, Haseko Livenet implements lease management and operations of condominiums, consulting on rental operations, and rental brokerage of condominiums. The company conducts business in major rental condominium markets in Japan – Tokyo metropolitan area, Kinki area, Sapporo, Sendai, Nagoya, Hiroshima and Fukuoka, with the Shizuoka Branch established in June 2019. In addition, Haseko Business Proxy, an offshoot of Haseko Livenet, is engaged in introducing properties for use as rental corporate housing or dormitories, and managing corporate housing as an agency.



Cafeteria

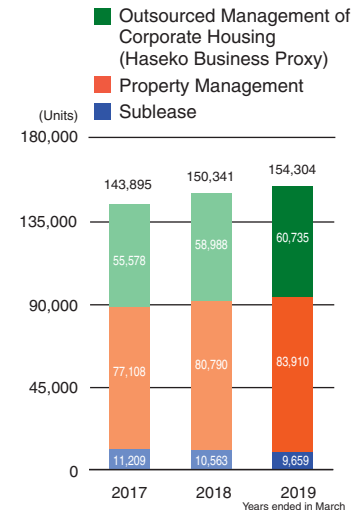


Bar style



Display light

### Haseko Livenet Rental condominium management and operation



### BRANSIESTA Hakusan

The property is a condominium with all units set as conceptual rooms, comprising eight types of conceptual rooms designed by combining a variety of factors such as cities and nature, working and relaxing, Japanese and Western tastes, luxury and common touch, and Japanese culture from the old days and modern lifestyles. BRANSIESTA is a rental condominium brand of Haseko Corporation aimed at offering a high-grade residence that provides both the quality of a for-sale condominium and the level of freedom available in a rental condominium.

#### Haseko Livenet

##### Property Management

Sublease system in which the company rents the entire properties for lease, and handling of various procedures and work for rental operations as an agency; the "total package management" service in which the company performs building management on its own, and the full support for all aspects down to exit strategies.

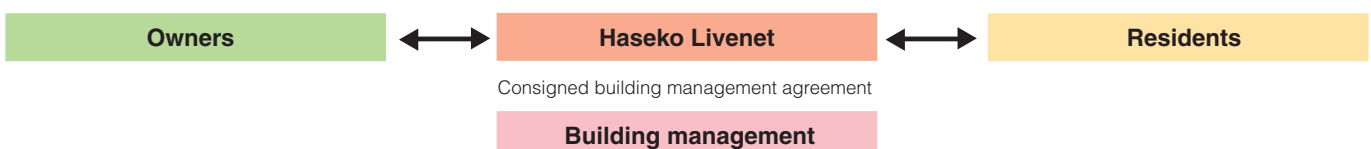
##### Development of For-Investment Rental Condominiums

The company coordinates development of rental condominiums and prepares plans based on marketing results. It can achieve high occupancy rates by being simultaneously consigned for property management.

#### Property Management

Agency service agreement for rental operations

Lease agreement



Total package management: Building management, handling of procedures and work as an agency, and sublease system

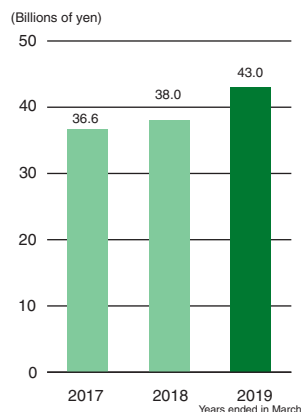
#### Haseko Business Proxy

As a pioneer of the business model, the company is characterized by the high-quality service chosen by global companies.

##### Management Agency for Corporate Housing

Conducts review of the corporate housing systems and provides support to the corporate real estate strategy of clients; implements a solution business for corporate real estate, including rehabilitation of client owned corporate housing and proposals for efficient use of corporate land, and provides total support to clients' employees who are the "lessees" living in the company housing.

## Orders received (Haseko Reform)



Large-scale repair: Lift-climber construction method



Large-scale repair: Under construction



Large-scale repair: After construction



Interior remodeling

## Initiatives on Areas Other than Condominiums

Including diversification of buildings, the Company is proactively working on renovation works for buildings other than condominiums in order to meet social demand.

- Suma Gakuen Shukugawa High School and Junior High School
- Kontai-ji Temple
- Building No. 11 of the Faculty of Engineering, The University of Tokyo

Reflecting the experience and achievements of condominiums totaling approximately 640,000 units, the company has a track record of renewal construction and maintenance work for condominiums counting about 580,000 units.

## Offerings for Extending Building Life

### Large-scale repairs

- Consideration given to repair work conducted with residents remaining in their units.
- Proposes construction methods that negate the need for scaffolds or curing sheets.

### Renovations of earthquake-resistant structures

- Renovations of earthquake-resistant structures with residents continuing to live in their units.
- Conducts procedures to apply for subsidies to local governments and provides support for resident briefings.

### Facility renovations

- The SAPS R method for replacing water supply pipes realizes durability of 60 years; the HAM-J method for drainage pipes completes work in a day for a single system.

### Renovations for environmental friendliness and energy saving

- Renovations for energy saving, including heat insulation of buildings and adoption of multi-layer glass; advice on obtaining subsidies, etc.

## Offerings for enhancing assets and lifestyle

### Renovations for value enhancement.

- Employs barrier-free design, which is indispensable for the aged society.
- Renovations of entrances for improving the image.
- Prevents deterioration of building frame through external insulation.
- Replaces window sashes as a countermeasure against condensation.

## Remodeling work

- Proposes optimum remodeling for not only unit floor plans and designs but also for replacement of water supply, drainage pipes and electricity facilities.
- Female interior coordinators make arrangements based on the condominium construction record data.
- Addresses a variety of themes such as lifestyles and adoption of natural materials.
- Conducts remodeling of stand-alone houses as well.

# Condominium Rehabilitation and Building Replacement Business

## Haseko's Business

In conducting the condominium building replacement business, a variety of requests must be met from the management associations, including investigations for choosing repairs or building replacement, building diagnosis, evaluation of seismic capacity, comparison of rough estimates for repairs and building replacement costs, establishment of a building replacement investigation committee, consensus building, mediation of temporary housing, resettlement of the residents and management after the resettlement. This is why the number of condominium building replacement cases remains extremely small, standing at 278 properties (including those under preparation) as of April 1, 2019, of which 244 properties were completed.

In conducting condominium replacement, Haseko has proposed more specific options for building consensus and solving problems to the owners and management associations through coordination among the Group companies. As such, the Company has conducted condominium replacement in 35 cases the most in Japan, as of April 2019.

### AIR HILLS FUJISAWA:

**One of the largest building replacement projects (by number of units before replacement) in Kanagawa Prefecture, based on the Act to Facilitate Reconstruction of Condominiums for the first time in Fujisawa City**

Fujisawa Residence was a cluster of seven buildings and 170 units subdivided for sale in 1965, faced with multiple problems including the aging of buildings and residential facilities, etc. and the need to consider making improvements for barrier-free access in line with the aging of its residents. A resolution for its full-scale rebuilding was passed on the condition that the right holders' wishes are reflected as much as possible in terms of the layout of each room, communal areas, etc. and that designs are modified in accordance with their budget. We successfully rebuilt Fujisawa Residence into a single-building condominium consisting of 360 units, which has not only resulted in the rehabilitation of the buildings themselves, but has also led to the increase in new residents and even the revitalization of the town.

### Facility Overview of AIR HILLS FUJISAWA

Location: Fujisawa-shi, Kanagawa  
Former name: Fujisawa Residence  
(170 for-sale units sold in 1965)  
Completion: August 2018  
Total number of units: 360 units (120 units with entitled floors)  
Structure and size: Reinforced concrete structure, 15 floors  
Project owner: Nomura Real Estate Development Co., Ltd.  
NIPPON STEEL KOWA REAL ESTATE CO.,LTD.  
URLinkage Co., LTD.  
Haseko Corporation  
Constructor: Haseko Corporation  
Property manager: Nippon Steel Community Service Co. Ltd.



Fujisawa Residence



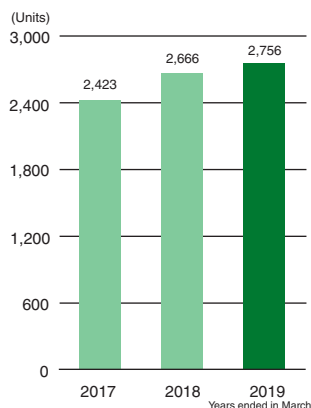
AIR HILLS FUJISAWA

## Comprehensive Strengths of the Haseko Group Utilized in Condominium Rehabilitation

Total advisor of condominium rehabilitation:	Condominium Rehabilitation Division of Haseko Corporation
Purchase of redundant floors and sale to general consumers:	Haseko Real Estate Development, Sohgo Real Estate
Planning and design of condominium building replacement:	Engineering Division of Haseko Corporation
Mediation of temporary housing and advisory for negotiations on displacement of tenants:	Haseko Livenet, Residential Service, Haseko INET
Condominium building replacement construction:	Construction divisions of Haseko Corporation
Proposal on condominium management and operation:	Haseko Community, Haseko Smile Community, Haseko Community Kyushu, Sohgo Housing Service, Haseko Community Nishinohon
Sale of for-sale condominiums and mediation of housing for mover:	Haseko Urbest , Haseko Real Estate
Mediation of paid facilities for the elderly and housing for the elderly:	Century Life , Seikatsu Kagaku Un-Ei



**Changes in the number of paid facilities for the elderly**



In the Haseko Group, which takes the aging society into account, Century Life Co., Ltd. has been planning and operating paid care houses for elderly people. In 2013, the Haseko Group incorporated Seikatsu Kagaku Un-Ei Co., Ltd., which operates paid facilities for the elderly and other facilities, to reinforce the business. Moreover, in 2016, Haseko Senior Holdings, Co., Ltd., a holding company controlling the senior living business as a whole and conducting project management, etc., was established, and Furusato Co., Ltd., which operates Furusato day services and short-stay facilities in Kawasaki and Yokohama specialized for users with dementia, was incorporated into the Haseko Group the same year. With these arrangements, the Haseko Group has expanded its senior business, operating 52 facilities for the elderly, including paid care houses for the elderly, and 63 bases for home nursing care services in total.

## New Endeavors for Nursing Care

- Adoption of "communication robots" supporting such activities as preventive care exercises, music and quiz games.
- "Niyari Hotto," a care program for those with dementia with a focus on making residents smile and doing "what they can do" and reflecting it in care plans.
- "No Lifting Policy" that reduces physical burdens of both people cared for and caring staff by employing transfer aid nursing care that utilizes assistive equipment.
- Next-generation housing for the elderly that forms a large-scale multi-use community comprising residential, retail, educational and medical facilities and incorporates the mechanism and scheme that comfortably ties multiple generations, ranging from the elderly to children, both in terms of operational know-how and physical products.



## Haseko Senior Holdings

Haseko Senior Holdings supervises the entire operations while giving support to the operating companies that are subsidiaries under its umbrella.

### Century Life

The company provides senior living with security and comfort by offering well-equipped facilities and a variety of services, centering on facilities with nursing care.

### Seikatsu Kagaku Un-Ei

The company operates housing for elderly people, including paid facilities for the elderly, in Kanto, Chubu and Kansai areas, attaching importance to communities.

### Furusato

Dementia specialized facilities for day and stay-type care services.

### ■ Management of paid facilities for the elderly

Conducts management of paid facilities for the elderly, totaling approximately 2,700 units for the entire Group. Implements living support services to the residents, including eating, bathing and living rehabilitation, medical treatment and nursing in coordination with medical institutions, and periodical health checks and other daily health management.

### ■ Home nursing care service

Conducts preparation of nursing care plans by care managers, periodical review of the plans and consultation on nursing care, etc., and communicates and makes arrangements with service providers. Also visiting nursing care services by the helpers including physical nursing care, providing services to suit the physical conditions of the users.

### ■ Planning and consulting business

Conducts planning for paid facilities for the elderly, housing for the elderly and multi-generation housing, offering services for planning and consultation of nursing care and welfare.

### ■ Others

Develops and provides life support systems, holds lectures, symposiums and seminars on lifestyle and living, and coordinates community creation and town creation.

### ■ Day service and short stay

The company operates Furusato, dementia specialized day service and short stay facilities, in Kawasaki and Yokohama.

### Haseko Technical Center



Housing Test Building (for apartments)

Haseko Technical Center was established in March 2018 as a development base by integrating Haseko Technical Research Institute, Haseko Group Technical Training Center and Haseko Community Owl 24 Center with an aim to secure future progress in research and technological development. The center conducts research and technological development to secure safe and comfortable living from a lifestyle perspective, offers education and training for the Company's staff, and provides information on a variety of issues. In addition, Haseko Condominium Museum has been newly established in the main building. The museum displays exhibits explaining the history of the Haseko Group, track record and concepts of future housing, and features a section in which visitors can experience construction using virtual reality systems, etc. The Company works to enhance the center as a base to provide information on new technologies, new products and technical verifications, etc.



Haseko Technical Center



A multi-purpose test building with wall greenery effective for mitigating global warming and reducing CO<sub>2</sub> emissions



Main Building

### Haseko Condominium Museum

The museum allows visitors to learn all about condominiums, as they can see, touch and feel everything related to condominiums. Through actual offerings, visitors can experience the history of condominiums, from the birth of humankind through the establishment of apartments, and the differences between condominiums of earlier days and present times. The museum also shows the production flow and specification changes of condominiums, including design, construction and structures, introduces cases of repair and building replacement to maintain the asset value, and demonstrates the future prospects of condominiums. Visitors can also browse pamphlets of properties handled by the Haseko Group.



### Haseko Technical Research Institute

Haseko Technical Research Institute features a Housing Test Building (for apartments), a full-scale model of an actual condominium, and a Multi-Purpose Test Building, which houses test areas for such subjects as structures, materials and environmental issues, and conducts a variety of performance tests and research and development on apartments. Aiming to create "housing in which residents can live securely and comfortably over a long time," the institute is responding to the new needs of customers and society through such efforts as extending the life of buildings, improving seismic performance and environmental issues including reduction of CO<sub>2</sub> emissions.