## Summary of Financial Statements

- For the three months ended June 30, 2014 -

Inse HASEKO Corporation

August 2014

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

|  | $\begin{array}{\|c\|} \hline \text { March } 2014 \\ \text { 1Q Result } \\ \text { < A > } \\ \hline \end{array}$ | March 2015 <br> 1Q Result <br> < B > |  |  | Billions of yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Change |  | March 2015 Forecast |  |  |  | March 2014 Result |
|  |  |  | Amount | \% | Interim |  | Annual |  |  |
|  |  |  | <B-A > | \% |  | Progress |  | Progress |  |
| Net sales | 122.9 | 130.5 | 7.6 | 6.2\% | 300.0 | 43.5\% | 650.0 | 20.1\% | 587.6 |
| Construction contracts | 82.1 | 93.3 | 11.1 | 13.6\% | 200.0 | 46.6\% | 425.0 | 21.9\% | 364.3 |
| Design and supervision | 1.0 | 1.9 | 0.9 | 85.6\% | 4.5 | 41.9\% | 10.0 | 18.9\% | 9.5 |
| Leasing and management | 14.6 | 14.1 | (0.4) | ( 2.8\%) | 29.5 | 47.9\% | 63.6 | 22.2\% | 61.1 |
| Real estate sale | 24.0 | 18.0 | (5.9) | ( 24.7\%) | 59.5 | 30.3\% | 138.0 | 13.1\% | 145.8 |
| Others | 1.3 | 3.2 | 1.9 | 148.7\% | 6.5 | 49.4\% | 13.4 | 24.0\% | 6.9 |
| Gross profit | 11.8 | 14.0 | 2.1 | 18.1\% | 31.4 | 44.5\% | 70.0 | 20.0\% | 61.4 |
| Construction contracts | 6.0 | 8.0 | 2.0 | 33.5\% | 17.8 | 44.7\% | 40.5 | 19.6\% | 33.7 |
| [Profit ratio of construction contracts] | [ 7.3\%] | [ 8.5\%] | [1.2p] |  | [ 8.9\%] |  | [ 9.5\%] |  | [ 9.2\%] |
| Design and supervision | 0.5 | 1.1 | 0.6 | 123.9\% | 2.5 | 45.1\% | 5.5 | 20.5\% | 5.4 |
| Leasing and management | 3.0 | 2.7 | (0.2) | ( 7.6\%) | 5.7 | 48.0\% | 11.9 | 23.0\% | 11.0 |
| Real estate sale | 2.1 | 1.4 | (0.6) | ( 29.6\%) | 3.9 | 37.1\% | 9.1 | 15.9\% | 9.7 |
| Others | 0.4 | 0.7 | 0.4 | 100.2\% | 1.5 | 47.1\% | 3.0 | 23.6\% | 1.5 |
| Selling, general and administrative expense | 8.1 | 8.5 | 0.4 | 5.5\% | 18.4 | 46.3\% | 37.0 | 23.0\% | 32.5 |
| Operating income | 3.8 | 5.5 | 1.7 | 45.2\% | 13.0 | 42.0\% | 33.0 | 16.6\% | 28.8 |
| [Operating income ratio] | [ 3.1\%] | [ 4.2\%] | [1.1p] |  | [ 4.3\%] |  | [ 5.1\%] |  | [ 4.9\%] |
| Other income (expenses), net | (0.6) | (0.0) | 0.5 |  | (1.0) |  | (3.0) |  | (3.4) |
| Interest income (expenses), net | (0.8) | (0.4) | 0.4 |  | (1.2) |  | (3.2) |  | (4.0) |
| Others, net | 0.2 | 0.3 | 0.1 |  | 0.2 |  | 0.2 |  | 0.5 |
| Ordinary income | 3.2 | 5.4 | 2.2 | 70.6\% | 12.0 | 45.1\% | 30.0 | 18.1\% | 25.4 |
| [Ordinary income ratio] | [ 2.6\%] | [ 4.2\%] | [1.6p] |  | [ 4.0\%] |  | [ 4.6\%] |  | [ 4.3\%] |
| Special income (losses), net | (0.0) | (0.0) | 0.0 |  | - |  | - |  | 5.3 |
| Income before income taxes and minority interests | 3.1 | 5.4 | 2.3 | 72.2\% | 12.0 | 45.0\% | 30.0 | 18.0\% | 30.7 |
| Income taxes and minority interests | 0.9 | 1.4 | 0.5 |  | 4.0 |  | 12.0 |  | 5.9 |
| Current tax | 0.3 | 0.4 | 0.2 |  |  |  |  |  | 2.6 |
| Deferred tax | 0.6 | 1.0 | 0.4 |  |  |  |  |  | 3.3 |
| Minority interests | 0.0 | 0.0 | (0.0) |  |  |  |  |  | 0.0 |
| Net income | 2.2 | 4.0 | 1.8 | 78.2\% | 8.0 | 49.9\% | 18.0 | 22.2\% | 24.8 |


| Depreciation and amortization, excluding goodwill-amortization | 0.6 | 0.5 | $(0.0)$ | $(6.9 \%)$ |
| :--- | ---: | ---: | ---: | ---: |
| Number of employees | 4,912 | 5,522 | 610 | $12.4 \%$ |

2. Summary of Non-Consolidated Income Statements

|  | March 2014 <br> 1Q Result < A > | $\begin{array}{\|c\|} \hline \text { March } 2015 \\ \text { 1Q Result } \\ \text { < B > } \\ \hline \end{array}$ | Change |  | March 2015 Forecast |  |  |  | March 2014 Result |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \% | Interim |  | Annual |  |  |
|  |  |  | <B-A ${ }^{\text {c }}$ | \% |  | Progress |  | Progress |  |
| Net sales | 88.6 | 92.5 | 3.9 | 4.4\% | 210.0 | 44.1\% | 460.0 | 20.1\% | 422.2 |
| Construction contracts | 66.6 | 78.3 | 11.7 | 17.6\% | 160.0 | 48.9\% | 340.0 | 23.0\% | 286.4 |
| Commissioned works | 1.1 | 1.1 | 0.0 | 2.9\% | 2.4 | 45.3\% | 5.5 | 19.8\% | 6.2 |
| Design and supervision | 1.0 | 1.9 | 0.9 | 84.8\% | 4.5 | 41.9\% | 10.0 | 18.9\% | 9.6 |
| Lease rentals of buildings | 0.7 | 0.3 | (0.4) | ( 55.5\%) | 0.6 | 51.9\% | 1.3 | 24.0\% | 2.1 |
| Real estate sale | 19.3 | 11.0 | (8.3) | ( 43.1\%) | 42.5 | 25.8\% | 103.2 | 10.6\% | 117.9 |
| Gross profit | 6.7 | 9.3 | 2.6 | 39.5\% | 19.0 | 49.2\% | 41.5 | 22.5\% | 35.4 |
| Construction contracts | 4.0 | 6.2 | 2.2 | 53.7\% | 12.6 | 48.9\% | 28.5 | 21.6\% | 20.5 |
| Commissioned works | 0.6 | 0.7 | 0.0 | 4.2\% | 1.2 | 54.4\% | 3.0 | 21.8\% | 4.0 |
| [Profit ratio of construction works] | [ 6.9\%] | [ 8.6\%] | [1.7p] |  | [ 8.5\%] |  | [ 9.1\%] |  | [ 8.4\%] |
| Design and supervision | 0.5 | 1.1 | 0.6 | 121.7\% | 2.5 | 45.0\% | 5.5 | 20.5\% | 5.5 |
| Lease rentals of buildings | 0.2 | 0.1 | (0.1) | ( 46.6\%) | 0.3 | 41.3\% | 0.5 | 24.8\% | 0.7 |
| Real estate sale | 1.3 | 1.3 | (0.0) | ( 3.3\%) | 2.4 | 53.1\% | 4.0 | 31.8\% | 4.7 |
| Selling, general and administrative expense | 4.1 | 4.1 | 0.0 | 0.4\% | 9.0 | 46.0\% | 18.0 | 23.0\% | 16.3 |
| Operating income | 2.6 | 5.2 | 2.6 | 102.0\% | 10.0 | 52.1\% | 23.5 | 22.2\% | 19.1 |
| [Operating income ratio] | [ 2.9\%] | [ 5.6\%] | [2.7p] |  | [ 4.8\%] |  | [ 5.1\%] |  | [ 4.5\%] |
| Other income (expenses), net | 1.4 | 1.6 | 0.2 |  | 1.0 |  | (0.5) |  | (1.1) |
| Interest income (expenses), net | 1.2 | 1.4 | 0.2 |  | 0.7 |  | (0.8) |  | (1.3) |
| Others, net | 0.2 | 0.2 | 0.0 |  | 0.3 |  | 0.3 |  | 0.2 |
| Ordinary income | 4.0 | 6.8 | 2.8 | 70.0\% | 11.0 | 61.8\% | 23.0 | 29.6\% | 18.0 |
| [Ordinary income ratio] | [ 4.5\%] | [ 7.3\%] | [2.8p] |  | [ 5.2\%] |  | [ 5.0\%] |  | [4.3\%] |
| Special income (losses), net | (0.0) | (0.0) | 0.0 |  | - |  | - |  | 2.0 |
| Income before income taxes and minority interests | 4.0 | 6.8 | 2.8 | 70.7\% | 11.0 | 61.8\% | 23.0 | 29.5\% | 20.0 |
| Income taxes and minority interests | 0.3 | 1.5 | 1.2 |  | 3.0 |  | 8.0 |  | 1.1 |
| Current tax | 0.0 | 0.5 | 0.5 |  |  |  |  |  | (1.5) |
| Deferred tax | 0.3 | 0.9 | 0.6 |  |  |  |  |  | 2.6 |
| Net income | 3.7 | 5.3 | 1.7 | 45.5\% | 8.0 | 66.5\% | 15.0 | 35.5\% | 18.8 |


| Depreciation and amortization, excluding goodwill-amortization | 0.1 | 0.1 | $(0.0)$ | $(23.3 \%)$ |
| :--- | ---: | ---: | ---: | ---: |
| Number of employees | 2,094 | 2,196 | 102 | $4.9 \%$ |



《Summary of Consolidated Statements of Change in Net Assets》 Billions of yen

|  | 3/31/2014 | Cumulative effects <br> of changes in accounting policies* | Dividend on preferred stock | Treasury stock | Net Income | By other reasons | 6/30/2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital stock | 57.5 |  |  |  |  |  | 57.5 |
| Capital surplus | 7.5 |  |  |  |  |  | 7.5 |
| Retained earnings | 63.8 | 2.4 | (1.1) |  | 4.0 |  | 69.0 |
| Treasury stock | (0.1) |  |  | (0.0) |  |  | (0.1) |
| Adjustments and others: | (9.4) |  |  |  |  | (0.4) | (9.7) |
| Minority interests: | 0.2 | 0 |  |  |  | 0.0 | 0.2 |
| Total net assets | 119.5 | 2.4 | (1.1) | (0.0) | 4.0 | (0.4) | 124.4 |

[^0]《Notes and accounts receivable，trade》

|  | $3 / 31 / 2014$ | $6 / 30 / 2014$ | Chillions of yen |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  | Amount | $\%$ |
| PFI projects | 10.4 | 6.9 | $(3.5)$ | $(33.4 \%)$ |
| Others | 79.4 | 72.1 | $(7.3)$ | $(9.2 \%)$ |
|  | Total | 89.7 | 79.0 | $(10.8)$ |


| 《Real estate balance》 |  |  | Billions of yen |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3／31／2014 | 6／30／2014 | Change |  |
|  |  |  | Amount | \％ |
| Real estate for sale | 22.6 | 19.0 | （3．6） | （ 16．0\％） |
| Costs and advances for real estate operations | 38.5 | 39.9 | 1.5 | 3．8\％ |
| Real estate for development projects | 42.2 | 40.9 | （1．3） | （ 3．0\％） |
| Inventories | 103.3 | 99.9 | （3．4） | （ 3．3\％） |
| Property and equipment，leasehold rights | 54.6 | 55.4 | 0.8 | 1．5\％ |
| Total | 157.8 | 155.2 | （2．6） | （ 1．7\％） |


| 《Interest－bearing debt balance》 |  |  | Billions of yen |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3／31／2014 | 6／30／2014 | Change |  |
|  |  |  | Amount | \％ |
| Short－term borrowings | 0.3 | 0.3 | － | －\％ |
| （Of which，amount utilized of C．L．of credit） | － | － | － | －\％ |
| Current portion of long－term debt | 38.9 | 38.9 | － | －\％ |
| Long－term debt | 96.3 | 96.0 | （0．4） | （ 0．4\％） |
| Total | 135.5 | 135.2 | （0．4） | （0．3\％） |
| PFI projects | 9.7 | 6.5 | （3．2） | （ 33．3\％） |
| Total | 145.2 | 141.6 | （3．6） | （ $2.5 \%$ ） |

《Equity ratio》

|  | Billions of yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $3 / 31 / 2014$ | $6 / 30 / 2014$ | Change <br> Amount |  |
| Shareholders＇equity <br> ［Equity ratio］ | 119.3 | 124.2 | 4.9 | $4.1 \%$ |


|  | 3／31／2014 | 6／30／2014 | Change |  | 《Excess of work taken on》 |  |  | Billions of yen |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Amount | \％ |  | 3／31／2014 | 6／30／2014 | Cha |  |
| Current assets： | 239.4 | 237.6 | （1．7） | （ 0．7\％） |  | 3／31／2014 | 6／30／2014 | Amount | \％ |
| Cash and bank deposits | 95.9 | 95.3 | （0．6） | （ 0．6\％） | Costs incurred on uncompleted contracts | 3.5 | 4.7 | 1.2 | 34．3\％ |
| Notes and A／R，construction contracts | 56.6 | 55.7 | （1．0） | （ 1．8\％） | Advances received on uncompleted contracts | 12.4 | 10.6 | （1．8） | （ 14．6\％） |
| AR；Real estate and Lease rental of building | 2.1 | 0.7 | （1．3） | （ 65．3\％） | Receipt（payment）in advance，net | 8.9 | 5.9 | （3．0） | （ $33.9 \%$ ） |
| Cost incurred on uncompleted contracts | 3.5 | 4.7 | 1.2 | 34．3\％ | Notes and A／R，construction contracts | 56.6 | 55.7 | （1．0） | （ 1．8\％） |
| Real estate for sale | 20.4 | 16.8 | （3．6） | （ 17．7\％） | Notes and A／P，construction contracts | 85.6 | 86.3 | 0.7 | 0．9\％ |
| Costs and advances for real estate operations | 37.6 | 39.1 | 1.5 | 3．9\％ | Excess（shortage）of work taken on | 37.8 | 36.6 | （1．3） | （3．4\％） |
| Real estate for development projects | 5.7 | 5.7 | － | －\％ | 《Real estate balance》 |  |  |  |  |
| Deferred tax assets | 8.5 | 8.2 | （0．3） | （ 3．8\％） |  |  |  |  |  |
| Other current assets | 9.1 | 11.5 | 2.5 | 27．2\％ |  |  |  |  |  |
| Fixed assets： | 109.9 | 111.5 | 1.6 | 1．5\％ |  |  |  | Billions of yen |  |
| Property and equipment，leasehold rights | 10.0 | 10.4 | 0.4 | 4．1\％ |  | 3／31／2014 | 6／30／2014 | Cha |  |
| Investment securities | 4.7 | 4.6 | （0．1） | （ 2．2\％） |  | 3／31／2014 | 6／30／2014 | Amount | \％ |
| Investments in subsidiaries | 51.1 | 51.2 | 0.1 | 0．2\％ | Inventories | 63.7 | 61.5 | （2．2） | （ 3．4\％） |
| Investments in affiliates | 0.0 | － | （0．0） | （ 100．0\％） | Property and equipment，leasehold rights | 10.0 | 10.4 | 0.4 | 4．1\％ |
| Long－term loans to subsidiaries and affiliates | 27.2 | 28.8 | 1.7 | 6．1\％ | Real estate balance，total | 73.7 | 71.9 | （1．8） | （2．4\％） |
| Long－term deferred tax assets | 11.8 | 10.3 | （1．5） | （ 12．8\％） | 《Interest－bearing debt balance》 |  |  |  |  |
| Other fixed assets | 6.2 | 7.3 | 1.1 | 17．6\％ |  |  |  |  |  |
| Allowance for doubtful accounts | （1．0） | （1．0） | － | －\％ |  |  |  |  |  |
| Total assets | 349.3 | 349.2 | （0．1） | （ 0．0\％） |  |  |  | Billions of yen |  |
| Current liabilities： | 155.0 | 150.2 | （4．8） | （ 3．1\％） |  | 3／31／2014 | 6／30／2014 | Cha |  |
| Notes and A／P，construction contracts | 85.6 | 86.3 | 0.7 | 0．9\％ |  | 3／31／2014 | 6／30／2014 | Amount | \％ |
| Short－term borrowings |  |  | － | －\％ | Short－term borrowings | － |  | － | －\％ |
| Current portion of long－term debt | 38.6 | 38.6 | － | －\％ | （Of which，amount utilized of C．L．of credit） | － | － | － | －\％ |
| Advances received on uncompleted contracts | 12.4 | 10.6 | （1．8） | （ 14．6\％） | Current portion of long－term debt | 38.6 | 38.6 | － | －\％ |
| Other current liabilities | 18.4 | 14.7 | （3．7） | （ 20．1\％） | Long－term debt | 86.6 | 86.6 | － | －\％ |
| Long－term liabilities： | 88.6 | 87.4 | （1．2） | （ 1．3\％） | Interest－bearing debt balance，total | 125.3 | 125.3 | － | －\％ |
| Long－term debt | 86.6 | 86.6 | － | －\％ | 《Equity ratio》 |  |  |  |  |
| Other long－term liabilities | 2.0 | 0.8 | （1．2） | （ 61．0\％） |  |  |  |  |  |
| Total liabilities | 243.6 | 237.6 | （6．0） | （ 2．5\％） |  |  |  | Billions of yen |  |
| Capital stock | 57.5 | 57.5 | － | －\％ |  | 3／31／2014 | 6／30／2014 | Change |  |
| Capital surplus | 7.5 | 7.5 | － | －\％ |  |  |  | Amount | \％ |
| Retained earnings | 38.5 | 44.2 | 5.7 | 14．7\％ | Shareholders＇equity | 105.7 | 111.6 | 5.9 | 5．5\％ |
| Treasury stock | （0．1） | （0．1） | （0．0） | －\％ | ［Equity ratio］ | ［ 30．3\％］ | ［ 31．9\％］ | ［1．6p］ |  |
| Adjustments and others | 2.3 | 2.5 | 0.2 | 8．8\％ |  |  |  |  |  |
| Total net assets | 105.7 | 111.6 | 5.9 | 5．5\％ |  |  |  |  |  |
| Total liabilities and net assets | 349.3 | 349.2 | （0．1） | （ 0．0\％） |  |  |  |  |  |


|  | March 2014 1Q Result <A > | March 2015 1Q Result < B > | Change Amount <B-A > | March 2014 Result |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from Operating activities |  |  |  |  |
| Income (loss) before income taxes and minority interests | 3.1 | 5.4 | 2.3 | 30.7 |
| Depreciation and amortization, except goodwill-amortization | 0.6 | 0.5 | (0.0) | 2.3 |
| Special income (losses) | 0.0 | 0.0 | (0.0) | (5.3) |
| amortization of goodwill | 0.1 | 0.2 | 0.1 | 0.7 |
| Provision (reversal) of allowance for doubtful accounts, net | (0.0) | (0.0) | (0.0) | (0.2) |
| Valuation loss on inventories |  |  | - | 3.9 |
| Decrease (increase) in costs incurred on uncompleted contracts | (2.4) | (3.5) | (1.1) | 2.2 |
| Increase (decrease) in amounts received for uncompleted contracts | (1.0) | (0.2) | 0.8 | 1.8 |
| Decrease (increase) in notes and accounts receivable | 8.8 | 10.8 | 2.0 | 5.5 |
| Increase (decrease) in notes, accounts payable and accrued expenses | (6.3) | (3.6) | 2.7 | (5.4) |
| Decrease (increase) in inventories | (1.9) | 2.5 | 4.4 | 11.7 |
| Others | (6.1) | (13.9) | (7.8) | 9.2 |
| Income taxes paid | (0.7) | (2.0) | (1.3) | (1.9) |
| Net cash provided by (used in) operating activities | (5.8) | (3.9) | 1.9 | 55.3 |
| Cash flows from Investing activities |  |  |  |  |
| Purchases of property, equipment and intangible assets | (0.5) | (0.9) | (0.4) | (1.7) |
| Proceeds from sale of property, equipment and intangible assets | 0.0 | - | (0.0) | 35.6 |
| Purchase of investments in subsidiaries resulting in change in scope of consolidation | - | (0.5) | - | (6.8) |
| Others | (0.0) | (0.5) | (0.5) | 2.3 |
| Net cash provided by (used in) investing activities | (0.6) | (1.5) | (0.9) | 29.4 |
| Cash flows from Financing activities |  |  |  |  |
| Increase (decrease) in short-term borrowings, net | - | - | - | (10.1) |
| Increase in long-term debt | 2.3 | 2.6 | 0.3 | 43.1 |
| Repayment of long-term debt | (5.8) | (6.1) | (0.3) | (76.0) |
| Cash dividends paid | (0.5) | (1.1) | (0.6) | (0.5) |
| Redemption of treasury stock | - | - | - | (20.2) |
| Acquisition of treasury stock | (0.0) | (0.0) | 0.0 | (0.0) |
| Financing cost | (0.2) | (0.2) | 0.0 | (1.5) |
| Others | (0.0) | (0.1) | (0.0) | (0.3) |
| Net cash provided by (used in) financing activities | (4.2) | (4.9) | (0.6) | (65.4) |
| Effect of exchange rate changes on cash and cash equivalents | 0.1 | (0.0) | (0.1) | 0.2 |
| Net increase (decrease) in cash and cash equivalents | (10.5) | (10.3) | 0.2 | 19.4 |
| Cash and cash equivalents at beginning of the year | 118.2 | 137.7 | 19.4 | 118.2 |
| Cash and cash equivalents at end of the period | 107.7 | 127.4 | 19.7 | 137.7 |


| 《Orders》 |  |  |  |
| :---: | :---: | :---: | :---: |
|  | March 2014 | March 2015 | Change |
|  | 1Q | 1Q |  |
|  | Result | Result |  |
| Orders | 42.5 | 108.4 | 65.9 |
| Construction business | 40.1 | 105.5 | 65.4 |
| Private－sector condominiums | 35.6 | 95.5 | 59.9 |
| General construction | 3.3 | 8.5 | 5.2 |
| Civil engineering | 0.0 | 0.2 | 0.2 |
| Consulting contracts | 1.1 | 1.3 | 0.2 |
| Design and supervision | 2.4 | 2.9 | 0.5 |


| March 2014 | March 2015 Forecast |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Annual | Interim |  |  | Annual |  |
|  |  | Progress |  | Change | Progress |
| 363.1 | 200.0 | 54．2\％ | 400.0 | 36.9 | 27．1\％ |
| 351.2 | 195.0 | 54．1\％ | 389.0 | 37.8 | 27．1\％ |
| 326.3 | 176.5 | 54．1\％ | 360.0 | 33.7 | 26．5\％ |
| 18.6 | 15.0 | 56．7\％ | 22.0 | 3.4 | 38．7\％ |
| 0.9 | 1.0 | 18．3\％ | 2.0 | 1.1 | 9．1\％ |
| 5.4 | 2.5 | 51．3\％ | 5.0 | （0．4） | 25．6\％ |
| 11.9 | 5.0 | 57．7\％ | 11.0 | （0．9） | 26．2\％ |

《Orders received，quarterly》


[^1]《Primary Orders》

| Project name | Project Owner | Location | Total <br> Units |
| :--- | :--- | :---: | :---: |
| GRACIA City KAWASAKI－ <br> DAISHIGAWARA | SOTETSU REALSTATE Co．LTD．，etc． | Kawasaki－ku <br> Kawasaki | 558 |
| （tentative name）Hirai Project | Sumitomo Realty \＆Development Co．，Ltd． | Edogawa－ku <br> Tokyo | 357 |
| GRANDE MAISON <br> SENGAWA | Sekisui House，Ltd．，etc． | Chofu－shi <br> Tokyo | 305 |
| CITY TERRACE <br> KANZAKIGAWA EKIMAE | Sumitomo Realty \＆Development Co．，Ltd． | Yodogawa－Ku <br> Osaka | 411 |
| The Parkhouse AIOIYAMA | MITSUBISHI JISHO RESIDENCE Co．，LTD． <br> ，etc | Tempaku－ku <br> Nagoya | 274 |

## 《FYR：Condominium newly supplied》

|  | April 2013 －June 2013 （3 months） Newly supplied |  |  | April 2014 －June 2014 （3 months） Newly supplied |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Constrction by Haseko | Construction share | Total | Constrction by Haseko | Construction share |
| Tokyo metropolitan area | 13，948 | 3，242 | 23．2\％ | 10，276 | 2，815 | 27．4\％ |
| Kinki area | 5，753 | 1，285 | 22．3\％ | 4，500 | 1，401 | 31．1\％ |
| Total | 19，701 | 4，527 | 23．0\％ | 14，776 | 4，216 | 28．5\％ |

《Order by Size（Private－sector condominiums）》

|  | March 2014 |  | March 2015 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 1Q result | Share | 1Q result | Share | Amount | $\%$ |
|  | 19.2 | $56.4 \%$ | 44.4 | $47.2 \%$ | 25.2 | $131.5 \%$ |
|  | 7.2 | $21.1 \%$ | 34.7 | $36.9 \%$ | 27.6 | $383.6 \%$ |
|  | 7.7 | $22.5 \%$ | 15.0 | $15.9 \%$ | 7.3 | $95.8 \%$ |
|  | 34.0 | $100.0 \%$ | 94.1 | $100.0 \%$ | 60.1 | $176.7 \%$ |

＊Excluding construction incidental to the condominiums

## 《Order by Region》

|  | March 2014 |  | March 2015 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 1Q result | Share | 1Q result | Share | Amount | $\%$ |
| Tokyo metropolitan area | 34.0 | $79.9 \%$ | 86.3 | $79.7 \%$ | 52.4 | $154.2 \%$ |
| Kinki area | 8.2 | $19.3 \%$ | 11.8 | $10.9 \%$ | 3.6 | $43.7 \%$ |
| Tokai area | 0.3 | $0.8 \%$ | 10.3 | $9.4 \%$ | 9.9 | $-\%$ |
| Total | 42.5 | $100.0 \%$ | 108.4 | $100.0 \%$ | 65.9 | $155.0 \%$ |


| Billions of yen |  |
| ---: | ---: |
| March 2014 |  |
| Annual | Share |
| 172.4 | $54.8 \%$ |
| 90.0 | $28.6 \%$ |
| 52.0 | $16.6 \%$ |
| 314.5 | $100.0 \%$ |


| Millions of yen |  |
| ---: | ---: |
| March 2014 |  |
| 250.9 | Share |
| 93.7 | $25.1 \%$ |
| 18.5 | $5.1 \%$ |
| 363.1 | $100.0 \%$ |

《Exclusive contract and Construction－with－design orders》

|  | March 2014 | March 2015 | Change |
| :--- | ---: | ---: | ---: |
|  | 1Q result | 1Q result |  |
| Exclusive contract | $90.1 \%$ | $90.6 \%$ | 0.5 p |
| Construction－with－design orders | $94.9 \%$ | $100.0 \%$ | 5.1 p |

＊Excluding commissioned works

|  | March 2014 |  |  | March 2015 |  |  | March 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q result |  |  | 1Q result |  |  | Annual forecast |  |  |
|  | Net sales | Ordinary income | Net income | Net sales | Ordinary income | Net income | Net sales | Ordinary income | Net income |
| Construction-related Business |  |  |  |  |  |  |  |  |  |
| Haseko Corporation | 88.6 | 4.0 | 3.7 | 92.5 | 6.8 | 5.3 | 460.0 | 23.0 | 15.0 |
| Fuji Kensetsu Co., Ltd. | 5.7 | 0.2 | 0.1 | 5.0 | 0.2 | 0.1 | 21.3 | 0.7 | 0.4 |
| Foris Corporation | 0.8 | (0.0) | (0.0) | 0.6 | (0.0) | (0.0) | 9.8 | 0.3 | 0.2 |
| Hasec Inc. | 15.4 | 0.0 | 0.0 | 16.6 | 0.1 | 0.0 | 70.0 | 0.3 | 0.2 |
| Service related Business |  |  |  |  |  |  |  |  |  |
| Haseko Community Inc. | 7.5 | 0.4 | 0.3 | 7.3 | 0.5 | 0.4 | 37.5 | 2.8 | 1.6 |
| Haseko Smile Community Co., Ltd. | 1.7 | 0.0 | 0.0 | 1.9 | 0.1 | 0.0 | 9.8 | 0.8 | 0.5 |
| Haseko Community Kyushu Inc. | 0.4 | (0.0) | (0.0) | 0.4 | (0.0) | (0.0) | 1.9 | 0.0 | 0.0 |
| Haseko Livenet Inc. | 5.6 | 0.4 | 0.3 | 5.6 | 0.4 | 0.3 | 25.7 | 1.8 | 1.3 |
| Haseko Reform Inc. | 6.0 | (0.0) | (0.0) | 5.8 | (0.2) | (0.1) | 36.6 | 1.0 | 0.6 |
| Century Life Co., Ltd. | 0.6 | 0.1 | 0.0 | 0.6 | (0.1) | (0.0) | 2.9 | 0.0 | 0.0 |
| Seikatsu Kagaku Un-Ei Co.,Ltd. * | - | - | - | 1.9 | 0.2 | 0.2 | 7.5 | 0.9 | 0.6 |
| Haseko Systems Inc. | 1.2 | 0.2 | 0.1 | 1.3 | 0.2 | 0.2 | 4.4 | 0.5 | 0.3 |
| Haseko Urbest Inc. | 1.5 | 0.0 | (0.0) | 1.2 | (0.2) | (0.1) | 7.6 | 1.8 | 1.1 |
| Haseko Real Estate Inc. | 1.9 | 0.3 | 0.1 | 2.1 | 0.0 | 0.0 | 11.2 | 0.7 | 0.4 |
| Haseko Intec Inc. | 0.7 | (0.1) | (0.0) | 0.7 | (0.1) | (0.0) | 6.7 | 0.5 | 0.3 |
| Overseas related Business |  |  |  |  |  |  |  |  |  |
| Haseko America Inc. | 1.5 | (0.1) | (0.1) | 4.4 | (0.1) | (0.4) | 16.8 | (0.2) | (0.2) |
| Consolidated | 122.9 | 3.2 | 2.2 | 130.5 | 5.4 | 4.0 | 650.0 | 30.0 | 18.0 |

*Haseko acquired all shares of Seikatsu Kagaku Holdings, the parent company of Seikatsu Kagaku Un-Ei, as of 11/29/2013. Profit and loss during 1Q-3Q is not consolidated, due to newly consolidation was $12 / 31 / 2013$. The number of annual Results only take part in the 4Q term.

## Condominium Building Management

- -1 HASEKO COMMUNITY Inc.

Managing condominium units


Rental Apartment Management and Operation
HASEKO LIVENET Inc.

Managing units


## Extensive Refurbishment and Interior improvement

- 0 HASEKO REFORM Inc. unsxa



## Consignment Sales and Brokerage of Real Estate

наяеко HASEKO URBEST Inc.
Consignment sale


IA HASEKO REAL ESTATE Inc.
HASEKO

Real estate brokerage
$\begin{array}{cc}\text { (Number of } \\ \text { transaction) } & \begin{array}{c}\text { (Billions } \\ \text { of yen) }\end{array}\end{array}$

## 《Assumed Schedule for Redeeming the Preferred Stocks》

As we announced at February 2014 ，Redeemed all existing preferred stocks（Preferred Stocks Class B I：15 billion yen on July 14，2014）by using profits which earned until 3／31／2014 ．

| Preferred Stocks Class B I |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March，2012 | July， 2012 | July，2013 | March，2014 | July，2014 | FY2014 <br> March／2015 |  |  |
| Conversion to common stocks |  |  |  |  |  | October／2014 Initial conversion price to be decided |  | October／2015 Conversion may be requested |
| Mandatory redemption period |  |  |  |  |  | Until the end of September 2015 |  |  |
| Redemption schedule | Redeemed and retired 5 billion yen | Redeemed and retired 5 billion yen | Redeemed and retired 10 billion yen | Redeemed and retired 10 billion yen | Redeemed and retired 15 billion yen |  |  |  |
| Preferred stock （Class B I） | 40 billion yen | 35 billion yen | 25 billion yen | 15 billion yen |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  | FY 2011 | FY2012 | FY2013 | $\begin{gathered} \text { Cumulative } \\ \text { FY2012-2013 } \\ \text { (4N Plan Period) } \\ \hline \end{gathered}$ | Cumulative FY2011-2013 |  |  |  |
| Net income （Consolidated） | 11．2 Billion yen | 13．1 Billion yen | 24．8 Billion yen | 37．9 Billion yen | 49．1 Billion yen |  |  |  |

《Number of shares outstanding as of June 30，2014》
Common stock（including treasury stock）： $300,794,397$ shares
Treasury stock： 176,182 shares
Preferred stock（Class B I）：6，000，000 shares

|  | Billions of yen |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q Result |  |  |  |  |  |
|  | March 2010 | March 2011 | March 2012 | March 2013 | March 2014 | March 2015 |
| Consolidated |  |  |  |  |  |  |
| Net Sales | 97.4 | 99.1 | 112.5 | 110.6 | 122.9 | 130.5 |
| Operating Income | 3.1 | 4.8 | 4.3 | 3.1 | 3.8 | 5.5 |
| Ordinary Income | 3.2 | 4.3 | 3.8 | 2.4 | 3.2 | 5.4 |
| Net Income | 1.6 | 2.5 | 2.7 | 1.4 | 2.2 | 4.0 |
| Total Assets | 462.3 | 434.1 | 447.1 | 451.5 | 447.8 | 437.0 |
| Inventories * | 151.3 | 133.6 | 114.1 | 116.4 | 117.2 | 99.9 |
| Property and Equipment,Leasehold rights | 105.2 | 104.0 | 100.0 | 94.2 | 67.6 | 55.4 |
| Real Estate Balance total | 256.5 | 237.6 | 214.0 | 210.5 | 184.8 | 155.2 |
| Interest-bearing Debt Balance | 235.6 | 223.4 | 215.7 | 194.2 | 178.5 | 141.6 |
| Shareholders' equity | 75.3 | 93.7 | 99.7 | 104.3 | 118.1 | 124.2 |
| Equity ratio | 16.3\% | 21.6\% | 22.3\% | 23.1\% | 26.4\% | 28.4\% |
| Net cash provided by (used in) Operating acitivities | (12.5) | (11.1) | 6.8 | 3.7 | (5.8) | (3.9) |
| Net cash provided by (used in) Investing acitivities | 0.2 | (0.4) | (1.0) | (1.0) | (0.6) | (1.5) |
| Net cash provided by (used in) Financing acitivities | (1.6) | (1.4) | (5.1) | (4.8) | (4.2) | (4.9) |
| Cash and cash equivalents at end of the period | 41.4 | 47.0 | 82.4 | 86.9 | 107.7 | 127.4 |
| Non-Consolidated |  |  |  |  |  |  |
| Net Sales | 73.2 | 57.9 | 83.3 | 80.5 | 88.6 | 92.5 |
| Operating Income | 2.5 | 3.2 | 3.6 | 2.9 | 2.6 | 5.2 |
| Ordinary Income | 5.8 | 6.7 | 5.9 | 4.2 | 4.0 | 6.8 |
| Net Income | 5.5 | 5.5 | 4.9 | 3.4 | 3.7 | 5.3 |
| Total Assets | 396.8 | 353.6 | 375.5 | 381.3 | 378.3 | 349.2 |
| Inventories * | 104.5 | 99.7 | 84.8 | 88.0 | 83.9 | 61.5 |
| Property and Equipment,Leasehold rights | 50.1 | 26.7 | 24.6 | 20.1 | 20.1 | 10.4 |
| Real Estate Balance total | 154.5 | 126.4 | 109.4 | 108.1 | 104.0 | 71.9 |
| Interest-bearing Debt Balance | 225.8 | 183.3 | 180.3 | 164.2 | 153.6 | 125.3 |
| Shareholders' equity | 68.1 | 85.8 | 94.1 | 98.6 | 110.6 | 111.6 |
| Equity ratio | 17.2\% | 24.3\% | 25.1\% | 25.9\% | 29.2\% | 31.9\% |
| Order | 54.5 | 30.5 | 61.0 | 40.4 | 42.5 | 108.4 |

${ }^{*}$ Real estate for sale + Costs and advances for real estate operations + Real estate for development projects

## Ia HASEKO Corporation


[^0]:    

[^1]:    ＊Figures for 2Q and annual of March 2014 are forecast

