# **Summary of Financial Statements**

- For the three months ended June 30, 2016 -



August 2016

### Disclaimer:

Forecasts or assessment figures on this document is depend and based on data available at the date of issue. Results or actual performances may be different from those estimates because of unexpected affairs.

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### 1.Summary of Consolidated Income Statements

**P.1** 

	March 2016	March 2017	Cha	inge	March 2016	<u> </u>	March 20	17 Forecast	lions or yen
	1Q Result	1Q Result	Amount	%	Result	Interi	m	Anı	nual
	< A >	< B >	< B - A >	70			Progress		Progress
Net sales	166.9	171.9	5.1	3.0%	787.4	360.0	47.8%	800.0	21.5%
Construction contracts	118.4	116.3	(2.1)	( 1.8%)	501.6	250.0	46.5%	516.0	22.5%
Design and supervision	1.2	1.5	0.3	27.8%	12.1	3.5	43.8%	12.5	12.3%
Leasing and management	15.0	19.4	4.4	29.4%	73.7	39.0	49.8%	81.0	24.0%
Real estate sale	29.1	31.4	2.3	7.9%	186.9	60.0	52.4%	175.5	17.9%
Others	3.1	3.3	0.1	4.4%	13.1	7.5	43.8%	15.0	21.9%
Gross profit	21.8	29.1	7.3	33.7%	113.3	59.5	49.0%	132.5	22.0%
Construction contracts	14.8	19.1	4.3	28.9%	79.4	40.5	47.2%	83.5	22.9%
[Profit ratio of construction contracts]	[ 12.5%]	[ 16.4%]	[3.9p]		[ 15.8%]	[ 16.2%]		[ 16.2%]	
Design and supervision	0.7	1.0	0.3	40.8%	7.4	2.0	49.0%	7.5	13.1%
Leasing and management	2.8	4.2	1.4	49.8%	15.3	8.0	52.1%	17.5	23.8%
Real estate sale	2.9	4.4	1.5	50.1%	8.8	7.5	58.3%	21.0	20.8%
Others	0.6	0.5	(0.1)	( 11.9%)	2.5	1.5	33.7%	3.0	16.8%
Selling, general and administrative expense	10.6	14.6	4.0	37.9%	44.6	26.5	54.9%	52.5	27.7%
Operating income	11.3	14.6	3.3	29.7%	68.8	33.0	44.2%	80.0	18.2%
[Operating income ratio]	[ 6.7%]	[ 8.5%]	[1.8p]		[ 8.7%]	[ 9.2%]		[ 10.0%]	
Interest income (expenses), net	(0.0)	0.5	0.6		(2.6)	(0.6)		(2.1)	
Others, net	0.2	0.2	0.1		1.2	0.6		0.1	
Ordinary income	11.4	15.4	4.0	35.0%	67.3	33.0	46.6%	78.0	19.7%
[Ordinary income ratio]	[ 6.8%]	[ 8.9%]	[2.1p]		[ 8.6%]	[ 9.2%]		[ 9.8%]	
Special income (losses), net	0.0	(0.1)	(0.2)		1.5	-		-	
Income before income taxes and profit attributable to non-controlling interests	11.4	15.2	3.8	33.1%	68.8	33.0	46.1%		19.5%
Income taxes and profit attributable to non-controlling interests	2.9	4.7	1.8		17.5	11.0		24.0	
Current tax	1.1	3.3	2.2		10.9				
Deferred tax	1.9	1.4	(0.5)		6.5				
Income attributable to non-controlling interests	0.0	0.0	0.0		0.1				
Profit attributable to owners of parent	8.5	10.5	2.0	23.8%	51.2	22.0	47.8%	54.0	19.5%
Depreciation and amortization, excluding goodwill-amortization	0.5	0.8	0.3	55.2%				March 2016	March 2017
Number of employees	6,049	6,781	732	12.1%	Dividends p			¥15.00	¥20.00
					Total amour	nt (Billions of	yen)	4.50	_

	March 2016	March 2017	Cha	ange	March 2016		March 201	7 Forecast	ions or yen
	1Q Result	1Q Result	Amount	%	Result	Interi	m	Ann	ual
	< A >	< B >	< B - A >	70			Progress		Progress
Net sales	124.7	122.3	(2.4)	( 1.9%)	560.9	250.0	48.9%	565.0	21.6%
Construction contracts	100.5	98.7	(1.8)	( 1.8%)	422.4	210.0	47.0%	430.0	22.9%
Commissioned works	1.1	1.0	(0.1)	( 10.4%)	5.4	2.5	41.2%	6.0	17.2%
Design and supervision	1.2	1.6	0.4	32.5%	12.3	3.5	45.4%	12.5	12.7%
Lease rentals of buildings	0.3	0.5	0.2	60.3%	1.4	1.0	47.8%	2.0	23.9%
Real estate sale	21.6	20.5	(1.1)	( 4.9%)	119.3	33.0	62.2%	114.5	17.9%
Gross profit	15.7	20.2	4.5	28.6%	86.2	40.5	49.9%	89.0	22.7%
Construction contracts	12.1	16.3	4.3	35.5%	64.4	33.5	48.8%	69.5	23.5%
Commissioned works	0.7	0.5	(0.2)	( 28.7%)	3.6	1.5	32.8%	3.5	14.1%
[Profit ratio of construction works]	[ 12.6%]	[ 16.9%]	[4.3p]		[ 15.9%]	[ 16.5%]		[ 16.7%]	
Design and supervision	0.7	1.0	0.3	45.3%	7.5	2.0	50.5%	7.5	13.5%
Lease rentals of buildings	0.1	0.2	0.1	78.2%	0.5	0.4	56.4%	0.9	25.1%
Real estate sale	2.1	2.1	(0.0)	( 0.7%)	10.2	3.1	68.5%	7.6	27.9%
Selling, general and administrative expense	4.7	5.8	1.1	23.9%	19.8	10.5	55.2%	22.0	26.4%
Operating income	11.0	14.4	3.4	30.5%	66.4	30.0	48.0%	67.0	21.5%
[Operating income ratio]	[ 8.8%]	[ 11.8%]	[3.0p]		[ 11.8%]	[ 12.0%]		[ 11.9%]	
Interest income (expenses), net	0.2	0.4	0.2		(1.5)	(0.0)		(1.1)	
Others, net	0.1	0.0	(0.0)		0.5	0.0		0.1	
Ordinary income	11.3	14.8	3.5	31.5%	65.4	30.0	49.4%	66.0	22.5%
[Ordinary income ratio]	[ 9.0%]	[ 12.1%]	[3.1p]		[ 11.7%]	[ 12.0%]		[ 11.7%]	
Special income (losses), net	0.0	1.1	1.1		(1.1)	-		-	
Income before income taxes	11.3	15.9	4.6	40.9%	64.4	30.0	53.1%	66.0	24.1%
Income taxes	2.6	4.6	2.0		13.2	9.0		20.0	
Current tax	1.1	3.2	2.1		6.8				
Deferred tax	1.5	1.4	(0.1)		6.4				
Net income	8.7	11.3	2.6	29.7%	51.1	21.0	53.9%	46.0	24.6%

Depreciation and amortization, excluding goodwill-amortization	0.1	0.2	0.1	51.6%
Number of employees	2,300	2,384	84	3.7%

### 3-1.Summary of Consolidated Balance Sheets

P.3

Billions of yen

	3/31/2016	6/30/2016	Char	nge		3/31/2016	6/30/2016	Char	nge
	3/31/2010	0/30/2010	Amount	%		3/31/2010	0/30/2010	Amount	%
Current assets:	448.1	418.3	(29.8)	( 6.7%)	Current liabilities:	260.0	228.0	(31.9)	( 12.3%)
Cash and bank deposits	152.8	121.1	(31.7)	( 20.7%)	Notes and accounts payable	135.4	119.4	(16.0)	( 11.8%)
Notes and accounts receivable, trade	130.3	117.4	(12.9)	( 9.9%)	Current portion of long-term debt	48.3	41.2	(7.0)	( 14.6%)
Negotiable Certificates of Deposit	-	3.7	3.7	-%	Advances received on uncompleted contracts	10.3	13.2	2.9	28.2%
Costs incurred on uncompleted contracts	10.0	10.9	0.9	9.1%	Other current liabilities	66.0	54.2	(11.8)	( 17.9%)
Real estate for sale	39.9	48.4	8.5	21.3%					
Costs and advances for real estate operations	70.3	73.0	2.6	3.8%	Long-term liabilities:	144.7	147.7	3.0	2.1%
Real estate for development projects	26.8	25.5	(1.3)	( 4.7%)	Straight bonds	20.0	20.0	-	-%
Deferred tax assets	6.4	4.4	(2.0)	( 30.8%)	Long-term debt	99.0	103.5	4.4	4.5%
Other current assets	11.9	14.1	2.2	18.2%	Liability for retirement benefits	3.8	3.1	(0.7)	( 17.6%)
Allowance for doubtful accounts	(0.2)	(0.2)	0.0	-%	Other long-term liabilities	21.9	21.1	(0.7)	(3.3%)
					Total liabilities	404.6	375.7	(28.9)	( 7.1%)
					Capital stock	57.5	57.5	-	-%
Fixed assets:	141.9	146.2	4.3	3.1%	Capital surplus	7.5	7.5	(0.0)	( 0.0%)
Property and equipment, leasehold rights	102.3	109.1	6.9	6.7%	Retained earnings	126.7	132.3	5.5	4.4%
Goodwill	8.0	7.8	(0.2)	( 2.8%)	Treasury stock	(0.1)	(0.1)	(0.0)	-%
Investment securities	15.6	13.1	(2.4)	( 15.7%)	Net unrealized gain on other securities	1.8	1.3	(0.5)	( 25.3%)
Other fixed assets	16.8	16.9	0.1	0.7%	Translation adjustments	(2.4)	(4.2)	(1.8)	-%
Allowance for doubtful accounts	(0.8)	(8.0)	0.0	-%	Retirement benefits liability adjustments	(6.0)	(6.0)	0.1	-%
					Non-controlling interests	0.4	0.5	0.0	6.7%
					Total net assets	185.4	188.8	3.4	1.8%
Total assets	590.0	564.5	(25.5)	( 4.3%)	Total liabilities and net assets	590.0	564.5	(25.5)	( 4.3%)

### 《Summary of Consolidated Statements of Change in Net Assets》

	3/31/2016	Cash dividends	Treasury stock	Profit attributable to owners of parent	By other reasons	6/30/2016
Capital stock	57.5					57.5
Capital surplus	7.5		0		(0.0)	7.5
Retained earnings	126.7	(4.5)		10.5	(0.5)	132.3
Treasury stock	(0.1)		(0.0)			(0.1)
Adjustments and others:	(6.6)		, ,		(2.2)	(8.8)
Non-controlling interests:	0.4				0.0	0.5
Total net assets	185.4	(4.5)	(0.0)	10.5	(2.6)	188.8

### 3-2.Summary of Consolidated Balance Sheets

《Notes and accounts receivable, trade》

Billions of yen

	3/31/2016	6/30/2016	Chai	nge
	3/31/2010	0/30/2010	Amount	%
PFI projects	119.2	113.2	(6.0)	( 5.0%)
Others	11.0	4.2	(6.9)	( 62.2%)
Notes and accounts receivable, trade, total	130.3	117.4	(12.9)	( 9.9%)

《Real estate balance》

Billions of yen

	3/31/2016	6/30/2016	Chai	nge
	3/31/2010	0/30/2010	Amount	%
Real estate for sale	39.9	48.4	8.5	21.3%
Costs and advances for real estate operations	70.3	73.0	2.6	3.8%
Real estate for development projects	26.8	25.5	(1.3)	( 4.7%)
Inventories	137.0	146.9	9.9	7.2%
Property and equipment, leasehold rights	102.3	109.1	6.9	6.7%
Real estate balance, total	239.3	256.0	16.7	7.0%

Billions of yen

	3/31/2016	6/30/2016	Chai	nge
	3/31/2010	0/30/2010	Amount	%
Current portion of long-term debt	40.6	40.6	-	-%
Long-term debt	99.0	100.3	1.2	1.3%
Straight bonds	20.0	20.0	-	-%
Total	159.6	160.9	1.2	0.8%
PFI projects	7.7	3.8	(3.9)	(50.3%)
Loans payable,Bonds, total	167.3	164.7	(2.6)	( 1.6%)
lease obligations	7.4	7.7	0.3	3.6%
Interest-bearing debt balance, total	174.7	172.4	(2.4)	( 1.3%)

**《**Equity ratio**》** 

	3/31/2016	6/30/2016	Chai	nge
	3/31/2016	0/30/2010	Amount	%
Shareholders' equity	184.9	188.3	3.4	1.8%
[Equity ratio]	[ 31.3%]	[ 33.4%]	[2.1p]	

### 4.Summary of Non-consolidated Balance Sheets

	2/24/2046	6/30/2016	Cha	nge
			Amount	%
Current assets:	271.5	254.9	(16.7)	( 6.1%)
Cash and bank deposits	86.1	65.2	(20.8)	( 24.2%)
Notes and A/R, construction contracts	97.4	90.5	(7.0)	(7.1%)
AR; Real estate and Lease rental of building	2.9	4.1	1.2	40.9%
Cost incurred on uncompleted contracts	6.8	6.4	(0.4)	(5.2%)
Real estate for sale	21.9	34.0	12.1	55.3%
Costs and advances for real estate operations	42.7	40.9	(1.8)	( 4.2%)
Deferred tax assets	5.1	3.5	(1.6)	( 30.9%)
Other current assets	8.6	10.2	1.6	18.2%
Fixed assets:	184.7	192.7	7.9	4.3%
Property and equipment, leasehold rights	28.2	33.1	4.9	17.5%
Investment securities	7.8	7.2	(0.5)	( 6.8%)
Investments in subsidiaries	86.0	85.7	(0.3)	( 0.3%)
Investments in affiliates	1.0	1.0	-	-%
Long-term loans to subsidiaries	53.3	56.8	3.5	6.5%
Other fixed assets	9.2	9.5	0.3	3.5%
Allowance for doubtful accounts	(0.7)	(0.7)	-	-%
	450.0	445.5	(O =)	
Total assets	456.3	447.5	(8.7)	(1.9%)
Current liabilities:	185.1	170.3	(14.7)	( 8.0%)
Notes and A/P, construction contracts	111.2	99.5	(11.8)	( 10.6%)
Current portion of long-term debt	30.3	30.3	-	-%
Advances received on uncompleted contracts		9.7	1.9	23.8%
Other current liabilities	35.7	30.9	(4.9)	( 13.6%)
Long-term liabilities:	108.8	108.5	(0.3)	( 0.3%)
Straight bonds	20.0	20.0	(0.5)	-%
Long-term debt	87.0	87.0	_	-%
Other long-term liabilities	1.7	1.4	(0.3)	( 17.5%)
	293.9	278.8	(15.1)	(5.1%)
Lotal liabilities			\ I \ J I I J	( )/3/
Total liabilities Capital stock			_	-%
Capital stock	57.5	57.5	-	-% 0.0%
Capital stock Capital surplus	57.5 7.5	57.5 7.5	0.0	0.0%
Capital stock Capital surplus Retained earnings	57.5 7.5 96.4	57.5 7.5 103.2	0.0 6.8	
Capital stock Capital surplus	57.5 7.5	57.5 7.5	0.0 6.8 (0.0)	0.0% 7.1%
Capital stock Capital surplus Retained earnings Treasury stock	57.5 7.5 96.4 (0.1)	57.5 7.5 103.2 (0.1)	0.0 6.8	0.0% 7.1% -%

\( \) Excess of work taken on \( \)    \( \)     \( \)   \					
	3/31/2016	6/30/2016	Char	nge	
	3/31/2010	0/30/2010	Amount	%	
Costs incurred on uncompleted contracts	6.8	6.4	(0.4)	( 5.2%)	
Advances received on uncompleted contracts	7.8	9.7	1.9	23.8%	
Receipt (payment) in advance, net	1.1	3.3	2.2	207.5%	
Notes and A/R, construction contracts	97.4	90.5	(7.0)	( 7.1%)	
Notes and A/P, construction contracts	111.2	99.5	(11.8)	( 10.6%)	
Excess (shortage) of work taken on	14.9	12.3	(2.6)	( 17.4%)	

《Real estate balance》	Billio	ns of yen		
	3/31/2016 6/30/2016 Change		nge	
	3/31/2010	0/30/2010	Amount	%
Inventories *	64.6	74.9	10.3	15.9%
Property and equipment, leasehold rights	28.2	33.1	4.9	17.5%
Real estate balance, total	92.8	108.0	15.2	16.4%

<sup>\*</sup>Total amount of Real estate for sale, Costs and advances for real estate operations and Real estate for development projects

《Interest-bearing debt balance》

Billions of yen

	3/31/2016	6/30/2016	Char	nge
	3/31/2010	0/30/2010	Amount	%
Current portion of long-term debt	30.3	30.3	-	-%
Long-term debt	87.0	87.0	-	-%
Straight bonds	20.0	20.0	-	-%
Loans payable,Bonds, total	137.3	137.3	-	-%
lease obligations	0.1	0.1	(0.0)	( 10.7%)
Interest-bearing debt balance, total	137.4	137.4	(0.0)	( 0.0%)

**《**Equity ratio**》** 

Billions of yen Change 3/31/2016 6/30/2016 Amount Shareholders' equity 162.4 168.7 6.3 3.9% [ 35.6%] [ 37.7%] [Equity ratio] [2.1p]

## 5.Summary of Cash Flows Statements

				Billions of yen
	March 2016	March 2017	Change	March 2016
	1Q Result	1Q Result	Amount	Result
	< A >	< B >	< B - A >	
Cash flows from Operating activities				
Income (loss) before income taxes and profit attributable to non-controlling interests	11.4	15.2	3.8	68.8
Depreciation and amortization, except goodwill-amortization	0.5	0.8	0.3	2.8
Special income (losses)	(0.0)	0.1	0.2	(1.3)
Amortization of goodwill	1.2	2.2	1.0	1.8
Provision (reversal) of allowance for doubtful accounts, net	(0.0)	(0.0)	(0.0)	(0.4)
Valuation loss on inventories	0.0	0.0	0.0	11.1
Decrease (increase) in costs incurred on uncompleted contracts	(3.6)	(0.9)	2.7	(3.2)
Increase (decrease) in amounts received for uncompleted contracts	(1.6)	`2.9	4.5	(4.9)
Decrease (increase) in notes and accounts receivable	`3.4	13.2	9.8	(26.7)
Increase (decrease) in notes, accounts payable and accrued expenses	(0.1)	(15.8)	(15.7)	` 7.1 <sup>′</sup>
Decrease (increase) in inventories	0.7	(11.7)	(12.4)	8.0
Others	(10.8)	(9.1)	1.7	6.9
Income taxes paid	(2.6)	(9.7)	(7.1)	(4.4)
Net cash provided by (used in) operating activities	(1.5)	(12.6)	(11.1)	65.6
Cash flows from Investing activities	(110)	(1210)	(1111)	
Decrease in Negotiable Certificates of Deposit	_	(3.1)	(3.1)	_
Purchases of property, equipment and intangible assets	(2.2)	(8.9)	(6.7)	(18.9)
Proceeds from sale of property, equipment and intangible assets	0.0	1.4	1.3	0.2
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	-	-	(18.1)
Proceeds from purchase of shares of subsidiary resulting in change in scope of consolidation	1.7	_	(1.7)	1.7
Payment for escrow deposit due to purchase of shares of subsidiary		(2.5)	(2.5)	
Others	(1.1)	2.0	3.2	4.2
Net cash provided by (used in) investing activities	(1.6)	(11.1)	(9.5)	(30.8)
Cash flows from Financing activities	(110)	( 1 1 1 1 7	(0.07	(00.0)
Increase (decrease) in short-term borrowings, net	(13.4)	_	13.4	(23.0)
Increase in long-term debt	4.3	7.8	3.5	77.9
Repayment of long-term debt	(13.7)	(10.3)	3.5	(75.5)
Proceeds from issuance of straight bonds	(10.7)	(10.07	-	10.0
Cash dividends paid	(3.0)	(4.5)	(1.5)	(3.0)
Acquisition of treasury stock	(0.0)	(0.0)	0.0	(0.0)
Financing cost	(0.0)	(0.0)	(0.0)	(1.3)
Others	(0.1)	(0.2)	(0.1)	(1.4)
Net cash provided by (used in) financing activities	(26.0)	(7.2)	18.8	(16.3)
Effect of exchange rate changes on cash and cash equivalents	0.0	(0.4)	(0.4)	0.0
Net increase (decrease) in cash and cash equivalents	(29.1)	(31.3)	(2.2)	18.5
Cash and cash equivalents at beginning of the year	133.6	152.1	18.6	133.6
Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries	-	102.1	- 10.0	0.0
Cash and cash equivalents at end of the period	104.5	120.8	16.4	152.1
Cach and Cach additioned at and at the political	טידטי	120.0	10.7	102.1

### 6-1.Orders Received (Non-consolidated)

**《Orders》** 

	March 2016	March 2017	
	1Q	1Q	Change
	Result	Result	
Orders	116.3	150.9	34.6
Construction business	112.8	147.2	34.5
Private-sector condominiums	110.4	139.8	29.4
General construction	1.3	5.8	4.5
Civil engineering	0.1	0.3	0.2
Consulting contracts	0.9	1.3	0.4
Design and supervision	3.6	3.7	0.1

	· · · · · · · · · · · · · · · · · · ·						
March 2016		March 2017 Forecast					
Annual	Inte	erim	Annual				
		Progress		Change	Progress		
483.4	220.0	68.6%	490.0	6.6	30.8%		
470.4	213.5	69.0%	477.0	6.6	30.9%		
451.0	201.3	69.5%	458.5	7.5	30.5%		
12.8	9.0	64.4%	12.0	(8.0)	48.3%		
1.0	0.5	66.7%	1.0	0.0	33.4%		
5.6	2.7	47.6%	5.5	(0.1)	23.3%		
13.0	6.5	56.9%	13.0	-	28.4%		

#### 《Orders received, quarterly》



<sup>\*</sup> Figures for 2Q and annual of March 2017 are forecast

#### 《Primary Orders》

Project name	Project Owner	Location	Total Units
CITY TERRACE YASHIO	Sumitomo Realty & Development Co., Ltd.	Yashio-shi Saitama	493
City Terrace Kawasakisuzukicho Grand Seasons	Sumitomo Realty & Development Co., Ltd.	Kawasaki-ku Kawasaki-shi	475
(tentative name)EBINA Project	THE SANKEI BUILDING CO., LTD.,etc.	Ebina-shi Kanagawa	412
ROKA-KOEN THE RESIDENCE	MITSUBISHI JISHO RESIDENCE CO.,LTD.,etc.	Setagaya-ku Tokyo	389
(tentative name)SUITA Project	KINTETSU REAL ESATE Co.,Ltd. ,etc.	Settsu-shi Osaka	824
NAKAMOZU ALLZ Project	ORIX Real Estate Corporation ,etc.	Kita-ku Sakai-shi	257

#### ⟨FYR: Condominium newly supplied⟩

	April 2015 - June 2015 (3 months)			April 201	April 2016 - June 2016(3 months)		
	Newly supplied				Newly supplied	l	
	Total Constrction by Construction Haseko share			Total	Constrction by Haseko	Construction share	
Tokyo metropolitan area	9,284	2,618	28.2%	8,030	3,016	37.6%	
Kinki area	4,864	1,420	29.2%	4,259	930	21.8%	
Total	14,148	4,038	28.5%	12,289	3,946	32.1%	

6-2.Orders Received P.8

《Order by Size(Private-sector condominiums)》

	March	March 2016		March 2017		Change	
	1Q result	Share	1Q result	Share	Amount	%	
Less than 200 units	28.8	26.7%	37.0	27.6%	8.2	28.5%	
200 to 399 units	36.7	34.0%	53.2	39.6%	16.5	45.1%	
400 units or more	42.4	39.3%	44.1	32.8%	1.7	4.0%	
Total	107.9	100.0%	134.3	100.0%	26.4	24.5%	

Billions of yen

Dilliono or you				
March 2016				
Annual	Share			
164.2	37.3%			
156.4	35.6%			
119.3	27.1%			
440.0	100.0%			

《Order by Region》

	March	March 2016		March 2017		ınge
	1Q result	Share	1Q result	Share	Amount	%
Tokyo metropolitan area	93.0	79.9%	118.2	78.3%	25.3	27.2%
Kinki area	23.2	20.0%	32.7	21.7%	9.5	40.9%
Tokai area	0.2	0.1%	0.0	0.0%	(0.1)	( 90.6%)
Total	116.3	100.0%	150.9	100.0%	34.6	29.8%

Billions of yen

March 2016				
Annual	Share			
353.8	73.2%			
111.1	23.0%			
18.5	3.8%			
483.4	100.0%			

《Exclusive contract and Construction-with-design orders》

	March 2016	March 2017	Ob an an
	1Q result	1Q result	Change
Exclusive contract	89.5%	94.0%	4.5p
Construction-with-design orders	98.3%	97.8%	( 0.5p)

<sup>\*</sup> Excluding construction incidental to the condominiums

<sup>\*</sup>Excluding overseas orders

March 2016
Annual
91.5%
97.2%

<sup>\*</sup>Excluding commissioned works

									Billions of yen
	March 2016			March 2017			March 2017		
	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	124.7	11.3	8.7	122.3	14.8	11.3	565.0	66.0	46.0
Fuji Kensetsu Co., Ltd.	8.2	0.5	0.3	7.5	0.6	0.4	28.0	1.8	1.0
Hasec Inc.	19.7	0.1	0.1	16.0	0.1	0.1	65.1	0.5	0.3
Foris Corporation	0.7	0.0	0.0	0.8	0.0	0.0	10.8	0.6	0.4
Service related Business									
Haseko Anesis Corporation	2.7	1.1	1.3	5.0	3.1	3.1	9.7	0.7	0.8
Haseko Community Inc.	7.5	0.4	0.3	7.4	0.8	0.7	37.7	3.0	2.2
Haseko Smile Community Co., Ltd.	1.5	0.0	(0.0)	1.8	0.0	0.0	10.1	0.7	0.5
Haseko Community Kyushu Inc.	0.4	(0.0)	(0.0)	0.4	(0.1)	(0.1)	2.3	0.1	0.1
Haseko Livenet Inc.	5.5	0.5	0.4	6.1	0.6	0.5	32.4	2.2	1.4
Haseko Business Proxy Inc.	0.4	0.0	(0.0)	0.5	0.1	0.0	1.8	0.1	0.0
Haseko Reform Inc.	6.9	0.0	0.0	7.5	(0.0)	(0.0)	40.7	0.9	0.6
Haseko Urbest Inc.	1.2	(0.1)	(0.1)	1.1	(0.2)	(0.1)	7.7	2.0	1.4
Haseko Real Estate Inc.	3.1	0.0	0.0	3.6	0.3	0.2	17.7	1.2	0.8
Haseko Intec Inc.	0.8	(0.1)	(0.0)	0.6	(0.1)	(0.1)	6.1	0.5	0.3
Century Life Co., Ltd.	0.7	0.0	0.0	0.7	(0.1)	(0.1)	3.4	0.1	0.1
Seikatsu Kagaku Un-Ei Co.,Ltd.	1.8	0.2	0.1	2.3	0.6	0.2	8.0	0.9	0.5
Haseko Systems Inc.	1.0	0.1	0.1	1.2	0.1	0.1	4.8	0.4	0.3
Sohgoh Real Estate Co., Ltd. *1	-	-	_	4.5	(0.2)	(0.2)	32.3	0.7	0.7
Sohgoh Housing Service Co., Ltd. *1	-	-	_	1.2	0.1	0.1	5.5	0.6	0.3
JOINT CORPORATION CO., LTD *2	-	-	-	3.0	1.1	1.7	7.6	0.9	0.5
JOINT PROPERTY CO., LTD *2	_	-		0.5	0.0	0.0	2.0	0.1	0.0
Overseas related Business									
Haseko America Inc.	3.7	0.1	0.1	2.5	(0.1)	(0.4)	15.7	0.0	0.0
Consolidated	166.9	11.4	8.5	171.9	15.4	10.5	800.0	78.0	54.0

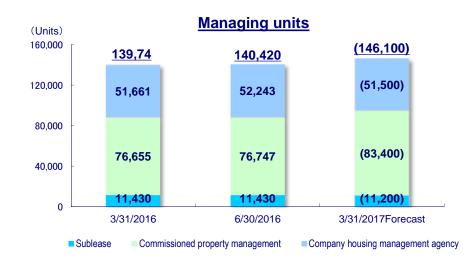
<sup>\*1</sup> Haseko acquired all shares of SOHGOH REAL ESTATE CO., LTD., as of 5/28/2015, and newly consolidation date was 6/30/2015. Results of March 2016 only take part in the 2Q-4Q term.

<sup>\*2</sup> Haseko acquired all shares of JOINT CORPORATION CO., LTD., as of 12/17/2015, and newly consolidation date was 12/31/2015. Results of March 2016 only take part in the 4Q term.

#### **Condominium Building Management**

#### **Managing condominium units** (Units) 450,000 (371,550)361,204 363,944 360,000 (43,550) (16,300) (44,900) 43,466 15,752 43,793 43,487 15,407 41,738 270,000 180,000 260.572 260.933 (266,800)90,000 0 3/31/2016 6/30/2016 3/31/2017Forecast ■ Haseko Community Haseko Smile Community

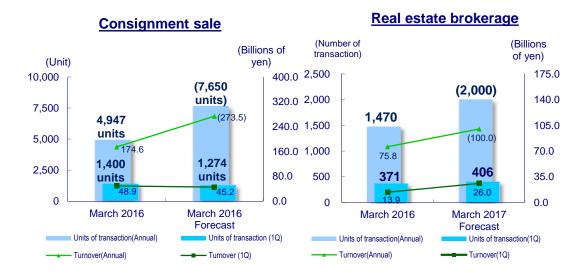
#### **Rental Apartment Management and Operation**



### **Extensive Refurbishment and Interior improvement**



#### **Consignment Sales and Brokerage of Real Estate**



9.Six Years Summary P.11

Billions of yen, Thousand shares n, Thousand shares

	Billions of yen, I housand shares n, I housand shares  1Q Result									
	March 2012	March 2013	March 2014	March 2015	March 2016	March 2017				
Consolidated	Maich 2012	Maich 2013	March 2014	March 2013	Maich 2010	March 2017				
Net Sales	112.5	110.6	122.9	130.5	166.9	171.9				
Operating Income	4.3	3.1	3.8	5.5	11.3	14.6				
Ordinary Income	3.8	2.4	3.2	5.4	11.4	15.4				
Profit attributable to owners of parent	2.7	1.4	2.2	4.0	8.5	10.5				
Total Assets	447.1	451.5	447.8	437.0	495.7	564.5				
Inventories *1	114.1	116.4	117.2	99.9	144.2	146.9				
Property and Equipment, Leasehold rights	100.0	94.2	67.6	55.4	71.4	109.1				
Real Estate Balance total	214.0	210.5	184.8	155.2	215.6	256.0				
Interest-bearing debt balance	215.9	194.5	179.3	144.8	150.7	172.4				
Shareholders' equity	99.7	104.3	118.1	124.2	149.3	188.3				
Equity ratio	22.3%	23.1%	26.4%	28.4%	30.1%	33.4%				
Net cash provided by (used in) Operating acitivities	6.8	3.7	(5.8)	(3.9)	(1.5)	(12.6)				
Net cash provided by (used in) Investing acitivities	(1.0)	(1.0)	(0.6)	(1.5)	(1.6)	(11.1)				
Net cash provided by (used in) Financing acitivities	(5.1)	(4.8)	(4.2)	(4.9)	(26.0)	(7.2)				
Cash and cash equivalents at end of the period	82.4	86.9	107.7	127.4	104.5	120.8				
Non-Consolidated										
Net Sales	83.3	80.5	88.6	92.5	124.7	122.3				
Operating Income	3.6	2.9	2.6	5.2	11.0	14.4				
Ordinary Income	5.9	4.2	4.0	6.8	11.3	14.8				
Net Income	4.9	3.4	3.7	5.3	8.7	11.3				
Total Assets	375.5	381.3	378.3	349.2	366.9	447.5				
Shareholders' equity	94.1	98.6	110.6	111.6	121.6	168.7				
Equity ratio	25.1%	25.9%	29.2%	31.9%	33.1%	37.7%				
Order	61.0	40.4	42.5	108.4	116.3	150.9				
Outstanding shares										
Common stock (including treasury stock) *2	1,503,971	1,503,971	1,503,971	300,794	300,794	300,794				
Treasury stock	797	803	824	176	184	188				
The average number of shares	1,503,175	1,503,168	1,503,152	300,618	300,610	300,610				

<sup>\*1</sup> Real estate for sale + Costs and advances for real estate operations + Real estate for development projects

<sup>\*2</sup> Haseko Corporation completed a reverse stock split of its common stocks, at a ratio of 1 share for 5 shares on October 1, 2013.

