

Summary of Financial Statements

- For the three months ended June 30, 2018 -



August 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.

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1. Summary of Consolidated Income Statements

P.1

Billions of yen

	March 2018 1Q Result < A >	March 2019 1Q Result < B >	Change		March 2018 Result	March 2019 Forecast			
			Amount < B - A >	%		Interim	Annual		Progress
							Progress	Progress	
Net sales	184.8	223.5	38.7	21.0%	813.3	435.0	51.4%	880.0	25.4%
Construction contracts	123.0	133.9	10.8	8.8%	518.1	272.0	49.2%	545.0	24.6%
Design and supervision	0.8	0.5	(0.3)	(38.3%)	12.4	4.0	12.4%	12.5	4.0%
Leasing and management	20.0	20.8	0.8	3.9%	84.5	39.3	53.0%	83.5	24.9%
Real estate sale	37.1	64.3	27.2	73.5%	182.5	111.2	57.8%	222.0	29.0%
Others	3.8	4.1	0.2	5.8%	15.8	8.5	47.9%	17.0	23.9%
Gross profit	31.1	37.2	6.0	19.4%	157.2	74.0	50.2%	156.0	23.8%
Construction contracts	23.6	25.3	1.7	7.1%	109.2	51.2	49.4%	103.0	24.6%
[Profit ratio of construction contracts]	[19.2%]	[18.9%]	[(0.3p)]		[21.1%]	[18.8%]		[18.9%]	
Design and supervision	0.5	0.2	(0.2)	(48.9%)	6.8	2.2	10.6%	7.0	3.3%
Leasing and management	4.3	4.1	(0.2)	(4.4%)	18.5	8.7	47.3%	19.2	21.4%
Real estate sale	2.3	6.9	4.7	205.0%	20.4	10.6	65.5%	24.5	28.4%
Others	0.5	0.6	0.1	23.5%	2.3	1.3	45.3%	2.3	25.6%
Selling, general and administrative expense	13.3	13.6	0.3	2.6%	56.4	30.0	45.5%	59.5	22.9%
Operating income	17.8	23.5	5.7	32.0%	100.8	44.0	53.5%	96.5	24.4%
[Operating income ratio]	[9.6%]	[10.5%]	[0.9p]		[12.4%]	[10.1%]		[11.0%]	
Interest income (expenses), net	0.2	0.2	(0.0)		(1.1)	(0.2)		(1.7)	
Others, net	0.1	0.1	0.0		0.8	0.2		0.2	
Ordinary income	18.1	23.8	5.7	31.2%	100.5	44.0	54.1%	95.0	25.0%
[Ordinary income ratio]	[9.8%]	[10.6%]	[0.8p]		[12.4%]	[10.1%]		[10.8%]	
Special income (losses), net	1.7	0.0	(1.7)		0.5	21.0		18.0	
Income before income taxes	19.8	23.8	4.0	20.0%	101.0	65.0	36.6%	113.0	21.1%
Current tax	4.2	4.5	0.3		29.0	} 20.0	}	38.0	
Deferred tax	2.0	2.2	0.2		(0.5)				
Net income attributable to non-controlling interests	0.1	0.1	0.0		0.2				
Net Income attributable to owners of parent	13.6	17.0	3.4	25.2%	72.3	45.0	37.8%	75.0	22.7%

Depreciation and amortization, excluding goodwill-amortization	0.8	1.1	0.2	27.0%
Number of employees	6,946	7,120	174	2.5%

	March 2018	March 2019
Dividends per share	¥50.00	¥50.00
Total amount (Billions of yen)	15.03	-



2.Summary of Non-Consolidated Income Statements

P.2

Billions of yen

	March 2018 1Q Result < A >	March 2019 1Q Result < B >	Change		March 2018 Result	March 2019 Forecast			
			Amount < B - A >	%		Interim	Annual		Progress
							Progress	Progress	
Net sales	141.1	168.7	27.5	19.5%	581.3	330.0	51.1%	640.0	26.4%
Construction contracts	106.6	114.0	7.5	7.0%	437.7	230.0	49.6%	460.0	24.8%
Commissioned works	0.8	1.4	0.6	68.9%	5.3	2.0	70.6%	5.0	28.2%
Design and supervision	0.9	0.5	(0.4)	(45.6%)	13.0	4.0	12.6%	12.5	4.0%
Lease rentals of buildings	0.6	0.9	0.2	39.2%	2.6	1.7	50.7%	3.5	24.6%
Real estate sale	32.2	51.8	19.6	61.0%	122.8	92.3	56.2%	159.0	32.6%
Gross profit	23.1	27.1	4.0	17.1%	113.2	53.5	50.6%	108.0	25.1%
Construction contracts	20.7	21.8	1.1	5.4%	93.0	44.3	49.3%	87.0	25.1%
Commissioned works	0.5	1.1	0.6	112.9%	3.1	1.2	94.4%	3.0	37.8%
[Profit ratio of construction works]	[19.8%]	[19.9%]	[0.1p]		[21.7%]	[19.6%]		[19.4%]	
Design and supervision	0.5	0.2	(0.3)	(55.7%)	7.2	2.2	11.0%	7.0	3.5%
Lease rentals of buildings	0.3	0.1	(0.2)	(53.5%)	1.1	0.6	23.2%	1.5	9.3%
Real estate sale	1.0	3.7	2.7	269.6%	8.9	5.2	71.5%	9.5	39.1%
Selling, general and administrative expense	6.5	7.2	0.8	12.0%	28.6	14.5	49.9%	29.5	24.5%
Operating income	16.6	19.8	3.2	19.1%	84.7	39.0	50.9%	78.5	25.3%
[Operating income ratio]	[11.8%]	[11.8%]	(-p)		[14.6%]	[11.8%]		[12.3%]	
Interest income (expenses), net	0.0	0.2	0.1		(0.6)	0.1		(0.7)	
Others, net	0.0	0.1	0.0		0.2	(0.1)		0.2	
Ordinary income	16.7	20.1	3.3	19.8%	84.3	39.0	51.4%	78.0	25.7%
[Ordinary income ratio]	[11.9%]	[11.9%]	(-p)		[14.5%]	[11.8%]		[12.2%]	
Special income (losses), net	(0.0)	0.0	0.0		0.6	-		-	
Income before income taxes	16.7	20.1	3.3	19.8%	84.9	39.0	51.4%	78.0	25.7%
Current tax	4.1	4.7	0.6		25.3	} 12.0		} 25.0	
Deferred tax	1.1	1.6	0.4		0.0				
Net income	11.5	13.8	2.3	20.4%	59.6	27.0	51.2%	53.0	26.1%
Depreciation and amortization, excluding goodwill-amortization	0.2	0.4	0.2	108.2%					
Number of employees	2,446	2,478	32	1.3%					



3-1. Summary of Consolidated Balance Sheets

P.3

Billions of yen

	3/31/2018	6/30/2018	Change			3/31/2018	6/30/2018	Change	
			Amount	%				Amount	%
Current assets:	505.3	469.4	(35.8)	(7.1%)	Current liabilities:	280.9	246.9	(34.0)	(12.1%)
Cash and bank deposits	208.1	153.3	(54.8)	(26.3%)	Notes and accounts payable	136.0	134.3	(1.7)	(1.2%)
Notes and accounts receivable, trade	110.6	115.8	5.2	4.7%	Short-term borrowings	10.0	10.0	-	-%
Negotiable Certificates of Deposit	3.8	3.6	(0.2)	(5.8%)	Current portion of long-term debt	26.5	29.7	3.2	12.0%
Costs on uncompleted construction contracts	9.2	11.3	2.0	22.2%	Advances received on uncompleted construction contracts	20.9	19.9	(1.0)	(4.6%)
Real estate for sale	71.7	70.8	(0.8)	(1.2%)	Other current liabilities	87.5	53.0	(34.5)	(39.5%)
Costs and advances for real estate operations	67.7	76.4	8.7	12.8%	Long-term liabilities:	110.0	118.7	8.7	7.9%
Real estate for development projects	23.4	21.7	(1.7)	(7.1%)	Straight bonds	20.0	20.0	-	-%
Other current assets	11.0	16.7	5.7	52.2%	Long-term debt	60.2	66.2	6.0	9.9%
Allowance for doubtful accounts	(0.2)	(0.2)	(0.0)	-%	Net defined benefit liability	0.9	1.0	0.0	3.6%
					Provision for loss on litigation	2.7	2.5	(0.2)	(6.4%)
					Other long-term liabilities	26.2	29.1	2.9	11.1%
					Total liabilities	390.9	365.6	(25.3)	(6.5%)
Fixed assets:	182.4	196.7	14.3	7.8%	Shareholders' Equity:	301.2	306.3	5.0	1.7%
Property and equipment, Land leasehold rights	127.0	141.4	14.4	11.3%	Capital stock	57.5	57.5	-	-%
Goodwill	3.5	3.4	(0.2)	(4.7%)	Capital surplus	7.5	7.5	-	-%
Investment securities	18.2	18.7	0.6	3.2%	Retained earnings	240.9	245.9	5.0	2.1%
Deferred tax assets	6.7	5.7	(1.0)	(14.5%)	Treasury stock	(4.6)	(4.6)	0.0	-%
Other fixed assets	27.9	28.4	0.5	1.8%	Accumulated Other Comprehensive Income:	(5.2)	(6.6)	(1.4)	-%
Allowance for doubtful accounts	(0.8)	(0.8)	(0.0)	-%	Net unrealized gain on other securities	4.3	4.2	(0.1)	(1.3%)
					Translation adjustments	(4.1)	(5.5)	(1.4)	-%
					Retirement benefits liability adjustments	(5.4)	(5.3)	0.1	-%
					Non-controlling interests	0.8	0.9	0.1	7.0%
					Total net assets	296.8	300.6	3.7	1.3%
Total assets	687.7	666.2	(21.5)	(3.1%)	Total liabilities and net assets	687.7	666.2	(21.5)	(3.1%)

* To adapt to the "Partial Amendments to Accounting Standard for Tax Effect Accounting" and other standards, the financial position as of March 31, 2018 is reclassified to reflect this change.

《 Summary of Consolidated Statements of Change in Net Assets 》

Billions of yen

	3/31/2018	Cash dividends	Treasury stock Purchased etc.	Profit attributable to owners of parent	other	6/30/2018
Shareholders' Equity:	301.2	(12.0)	0.0	17.0	-	306.3
Capital stock	57.5					57.5
Capital surplus	7.5					7.5
Retained earnings	240.9	(12.0)		17.0		245.9
Treasury stock	(4.6)		0.0			(4.6)
Accumulated other comprehensive income	(5.2)				(1.4)	(6.6)
Non-controlling interests	0.8				0.1	0.9
Total net assets	296.8	(12.0)	0.0	17.0	(1.3)	300.6

《Notes and accounts receivable, trade》

	Billions of yen			
	3/31/2018	6/30/2018	Change	
			Amount	%
PFI projects	3.5	2.8	(0.7)	(20.1%)
Others	107.2	113.0	5.9	5.5%
Notes and accounts receivable, trade, total	110.6	115.8	5.2	4.7%

《Equity ratio》

	Billions of yen			
	3/31/2018	6/30/2018	Change	
			Amount	%
Shareholders' equity	296.0	299.7	3.7	1.2%
[Equity ratio]	[43.0%]	[45.0%]	[2.0p]	

《Real estate balance》

	Billions of yen			
	3/31/2018	6/30/2018	Change	
			Amount	%
Real estate for sale	71.7	70.8	(0.8)	(1.2%)
Costs and advances for real estate operations	67.7	76.4	8.7	12.8%
Real estate for development projects	23.4	21.7	(1.7)	(7.1%)
Inventories	162.7	168.9	6.2	3.8%
Property and equipment, Land leasehold rights	127.0	141.4	14.4	11.3%
Real estate balance, total	289.7	310.3	20.5	7.1%

《Consolidated Cash Flows》

	Billions of yen		
	March 2018	March 2019	Change
	1Q Result < A >	1Q Result < B >	Amount < B - A >
Cash flows from operating activities	(16.9)	(39.2)	(22.3)
Cash flows from investing activities	(3.1)	(12.3)	(9.2)
Cash flows from financing activities	0.1	(2.9)	(3.0)
Cash and cash equivalents			
Increase (decrease)	(20.1)	(54.6)	(34.4)
Beginning of the year	201.5	206.9	5.4
End of period	181.3	152.3	(29.0)

《Interest-bearing debt balance》

	Billions of yen			
	3/31/2018	6/30/2018	Change	
			Amount	%
Short-term borrowings	10.0	10.0	-	-%
(Of which, amount utilized of C.L. of credit)	-	-	-	-%
Current portion of long-term debt	25.8	29.0	3.2	12.3%
Long-term debt	57.7	64.3	6.6	11.5%
Straight bonds	20.0	20.0	-	-%
Total	113.5	123.3	9.8	8.6%
PFI projects	3.2	2.5	(0.6)	(20.0%)
Loans payable, Bonds, total	116.7	125.8	9.2	7.9%
lease obligations	8.8	8.6	(0.2)	(2.4%)
Interest-bearing debt balance, total	125.4	134.4	9.0	7.1%



4-1.Orders Received (Non-consolidated)

《Orders》

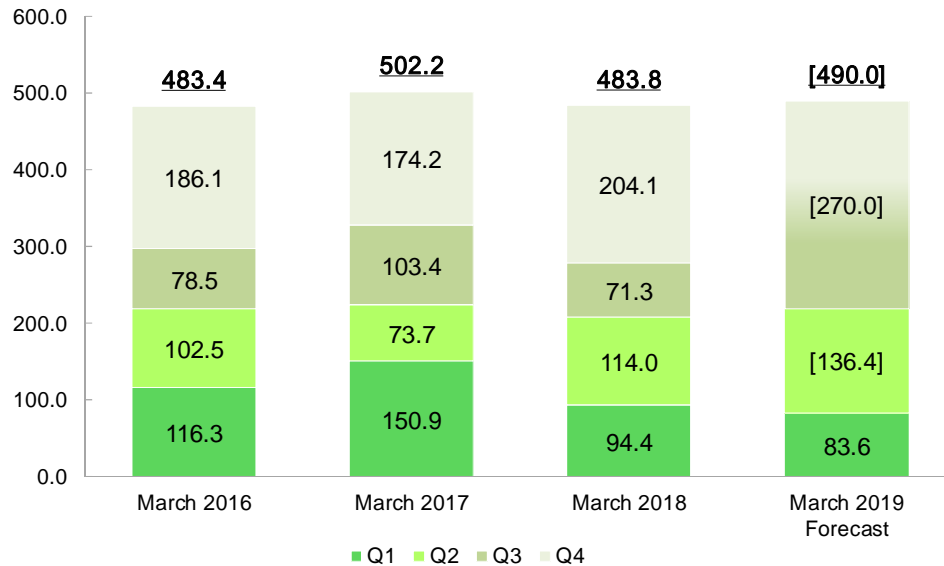
	March 2018 1Q Result	March 2019 1Q Result	Change
Orders	94.4	83.6	(10.8)
Construction business	91.3	81.0	(10.3)
Private-sector condominiums	85.6	62.9	(22.7)
General construction	3.2	16.6	13.4
Civil engineering	1.0	0.4	(0.6)
Consulting contracts	1.5	1.2	(0.4)
Design and supervision	3.0	2.5	(0.5)

Billions of yen

March 2018 Annual	March 2019 Forecast				
	Interim		Annual		
	Progress		Change	Progress	
483.8	220.0	38.0%	490.0	6.2	17.1%
470.3	213.5	38.0%	477.0	6.7	17.0%
428.0	185.5	33.9%	436.0	8.0	14.4%
34.4	25.0	66.4%	35.0	0.6	47.4%
1.9	0.5	75.2%	1.0	(0.9)	37.6%
6.0	2.5	47.8%	5.0	(1.0)	23.9%
13.5	6.5	39.0%	13.0	(0.5)	19.5%

《Orders received, quarterly》

(Billions of Yen)



《Primary Orders》

Project name	Project Owner	Location	Total Units
(tentative name)TAMADAIRA 2-chome Project	Nomura Real Estate Development Co., Ltd.	Hino-shi Tokyo	637
PROUD CITY SHINONOME CANAL MARKS	Nomura Real Estate Development Co., Ltd.	Koto-ku Tokyo	472
LIVIO CITY KAWAGUCHI MOTOGO	NIPPON STEEL KOWA REAL ESTATE CO., LTD., etc.	Kawaguchi-shi Saitama	291
(tentative name)TOYONAKA-SHI SAKURANOMACHI Project	Daiwa House Industry Co., Ltd.	Toyonaka-shi Osaka	93

《FYR: Condominium newly supplied》

	April 2017 - June 2017(3 months) Newly supplied			April 2018 - June 2018(3 months) Newly supplied		
	Total	Construction by Haseko	Construction share	Total	Construction by Haseko	Construction share
Tokyo metropolitan area	7,628	3,359	44.0%	7,463	3,034	40.7%
Kinki area	4,450	1,014	22.8%	4,433	1,032	23.3%
Total	12,078	4,373	36.2%	11,896	4,066	34.2%

[FYR] Share in Kinki area , Excluding studio apartment.

3,264	1,014	31.1%	3,040	1,032	33.9%
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《Order by Size(Private-sector condominiums)》

	March 2018		March 2019		Change	
	1Q result	Share	1Q result	Share	Amount	%
Less than 200 units	43.2	52.3%	22.5	36.8%	(20.7)	(47.9%)
200 to 399 units	23.4	28.4%	26.3	43.0%	2.8	12.1%
400 units or more	16.0	19.3%	12.4	20.2%	(3.6)	(22.6%)
Total	82.7	100.0%	61.2	100.0%	(21.5)	(26.0%)

Billions of yen

March 2018	
Annual	Share
185.6	44.4%
165.7	39.7%
66.4	15.9%
417.7	100.0%

* Excluding construction incidental to the condominiums

《Order by Region》

	March 2018		March 2019		Change	
	1Q result	Share	1Q result	Share	Amount	%
Tokyo metropolitan area	78.9	83.6%	76.2	91.1%	(2.7)	(3.5%)
Kinki area	13.7	14.5%	7.2	8.6%	(6.5)	(47.4%)
Tokai area	1.8	1.9%	0.2	0.3%	(1.6)	(88.0%)
Total	94.4	100.0%	83.6	100.0%	(10.8)	(11.4%)

Billions of yen

March 2018	
Annual	Share
357.2	73.9%
105.8	21.9%
20.6	4.2%
483.6	100.0%

*Excluding overseas orders

《Exclusive contract and Construction-with-design orders》

	March 2018	March 2019	Change	March 2018
	1Q result	1Q result		Annual
Exclusive contract	79.6%	78.8%	(0.8p)	83.6%
Construction-with-design orders	90.2%	93.8%	3.6p	93.7%

*Excluding commissioned works



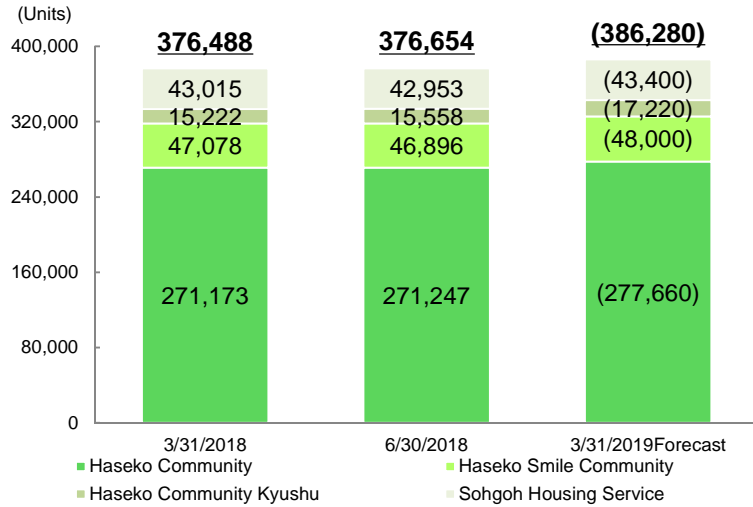
5.Segment Information (Consolidated)

P.7

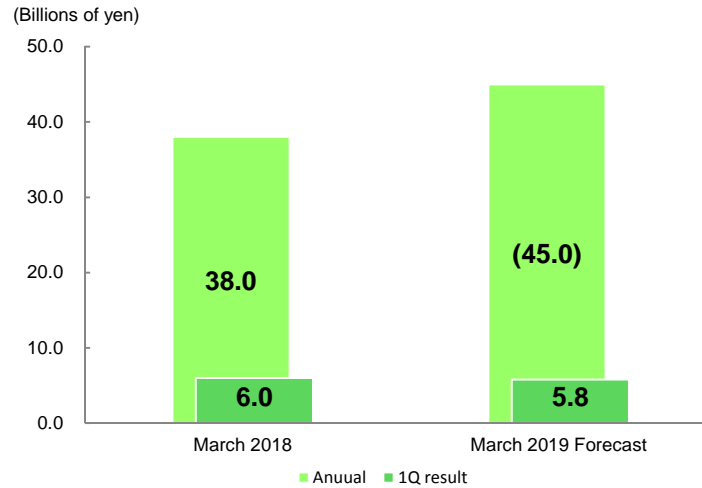
Billions of yen

	March 2018 1Q result			March 2019 1Q result			March 2019 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	141.1	16.7	11.5	168.7	20.1	13.8	640.0	78.0	53.0
Fuji Kensetsu, Co., Ltd.	7.7	0.7	0.7	9.5	0.9	0.7	32.0	2.5	1.6
Hasec, Inc.	17.7	0.2	0.1	19.2	0.2	0.1	65.8	0.5	0.4
Foris Corporation	0.7	(0.0)	(0.0)	2.5	0.1	0.1	10.5	0.5	0.3
Service related Business									
Haseko Anesis Corporation	5.0	2.9	2.9	5.6	3.3	3.3	5.9	3.1	17.7
Haseko Reform, Inc.	8.1	0.1	0.1	9.1	0.2	0.1	41.4	1.4	0.8
Haseko Livenet, Inc.	7.8	0.5	0.4	8.2	0.9	0.7	39.3	2.7	1.9
Haseko Business Proxy, Inc.	0.5	0.1	0.0	0.5	0.1	0.0	1.9	0.0	0.0
Haseko Urbest, Inc.	1.4	0.0	0.0	1.4	0.0	0.1	8.3	1.9	1.3
Haseko Real Estate, Inc.	3.5	0.2	0.1	3.6	0.0	0.0	21.9	1.6	1.1
Haseko Intec, Inc.	0.5	(0.1)	(0.1)	0.5	(0.1)	(0.1)	6.1	0.4	0.2
Haseko Systems, Inc.	1.3	0.1	0.1	1.5	0.2	0.1	5.8	0.4	0.2
Haseko Property Management Holdings, Inc.									
Haseko Community, Inc.	7.6	0.3	0.3	8.6	0.3	0.3	43.4	3.1	2.2
Haseko Smile Community, Co., Ltd.	1.7	(0.0)	(0.0)	1.7	0.1	0.1	10.0	0.7	0.7
Sohgoh Housing Service, Co., Ltd.	1.2	0.1	0.1	1.3	0.1	0.1	5.6	0.8	0.5
Haseko Community Kyushu, Inc.	0.4	(0.0)	(0.0)	0.4	(0.0)	(0.0)	2.1	0.1	0.0
Haseko Real Estate Development Holdings, Inc.	0.3	0.1	0.1	0.5	0.1	0.0	2.2	0.1	0.1
Sohgoh Real Estate, Co., Ltd.	4.6	0.1	3.1	7.4	0.7	0.7	26.3	0.8	0.8
JOINT CORPORATION	0.8	0.0	(0.0)	1.8	0.1	0.1	11.0	0.3	0.3
JOINT PROPERTY, CO., LTD	0.4	(0.0)	(0.0)	0.5	0.0	0.0	2.5	0.1	0.1
Haseko Senior Holdings, Co., Ltd.									
Century Life, Co., Ltd.	0.8	(0.0)	0.4	0.8	(0.1)	(0.1)	3.6	(0.1)	(0.1)
Seikatsu Kagaku Un-Ei, Co., Ltd.	1.8	(0.1)	(0.0)	2.0	0.1	0.1	8.2	0.2	0.1
Furusato, Co., Ltd.	0.5	0.0	0.0	0.5	(0.0)	(0.0)	2.2	0.1	0.1
Overseas related Business									
Haseko America, Inc.	1.9	(0.1)	(0.1)	1.7	0.0	0.0	4.8	(0.6)	(0.6)
Consolidated	184.8	18.1	13.6	223.5	23.8	17.0	880.0	95.0	75.0

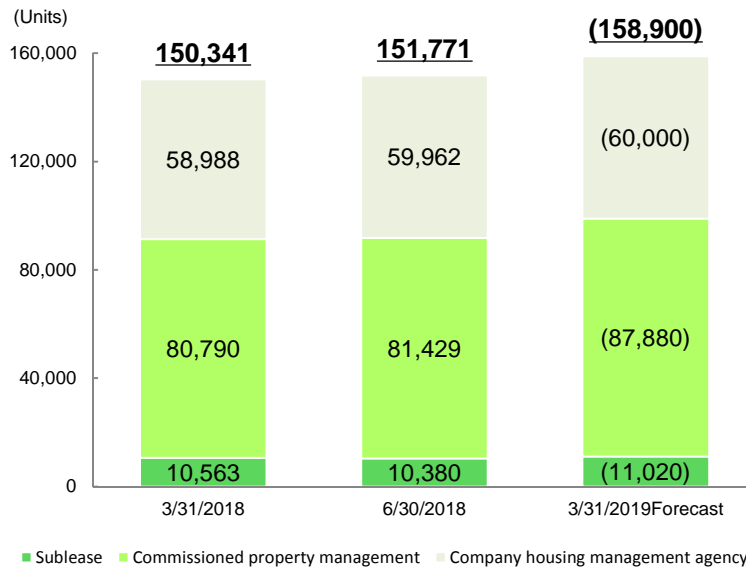
Condominium Building Management



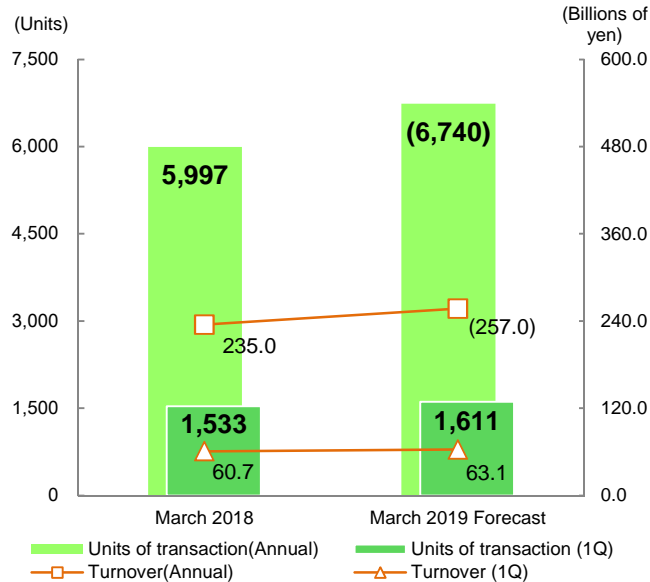
Extensive Refurbishment and Interior improvement Orders



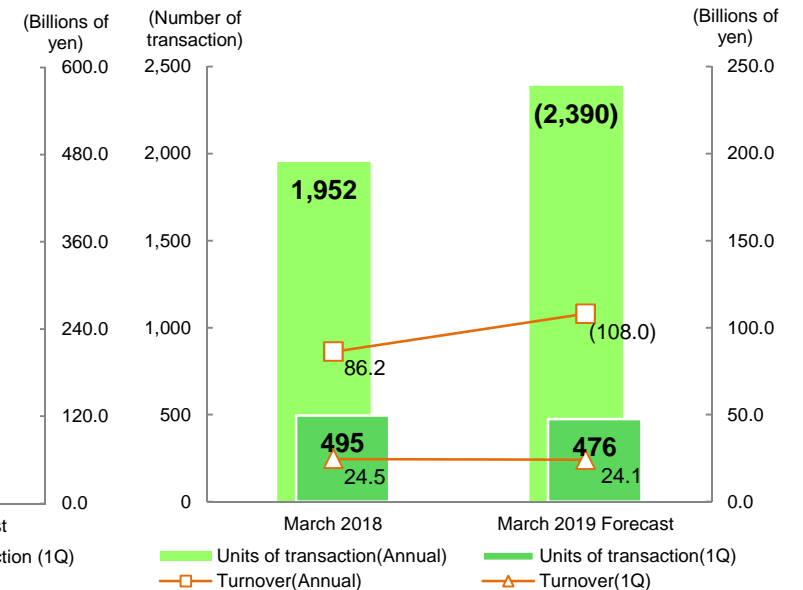
Rental Apartment Management and Operation



Consignment Sales



Real estate brokerage



Billions of yen, Thousand shares

	1Q Result					
	March 2014	March 2015	March 2016	March 2017	March 2018	March 2019
Consolidated						
Net Sales	122.9	130.5	166.9	171.9	184.8	223.5
Operating Income	3.8	5.5	11.3	14.6	17.8	23.5
Ordinary Income	3.2	5.4	11.4	15.4	18.1	23.8
Net income attributable to owners of parent	2.2	4.0	8.5	10.5	13.6	17.0
Total Assets	447.8	437.0	495.7	564.5	598.4	666.2
Inventories *1	117.2	99.9	144.2	146.9	136.8	168.9
Property and Equipment, Leasehold rights	67.6	55.4	71.4	109.1	115.8	141.4
Real Estate Balance total	184.8	155.2	215.6	256.0	252.6	310.3
Interest-bearing debt balance	179.3	144.8	150.7	172.4	151.0	134.4
Shareholders' equity	118.1	124.2	149.3	188.3	242.3	299.7
Equity ratio	26.4%	28.4%	30.1%	33.4%	40.5%	45.0%
Net cash provided by (used in) Operating activities	(5.8)	(3.9)	(1.5)	(12.6)	(16.9)	(39.2)
Net cash provided by (used in) Investing activities	(0.6)	(1.5)	(1.6)	(11.1)	(3.1)	(12.3)
Net cash provided by (used in) Financing activities	(4.2)	(4.9)	(26.0)	(7.2)	0.1	(2.9)
Cash and cash equivalents at end of the period	107.7	127.4	104.5	120.8	181.3	152.3
Non-Consolidated						
Net Sales	88.6	92.5	124.7	122.3	141.1	168.7
Operating Income	2.6	5.2	11.0	14.4	16.6	19.8
Ordinary Income	4.0	6.8	11.3	14.8	16.7	20.1
Net Income	3.7	5.3	8.7	11.3	11.5	13.8
Total Assets *2	378.3	349.2	366.9	447.5	489.6	532.2
Shareholders' equity	110.6	111.6	121.6	168.7	217.6	261.3
Equity ratio *2	29.2%	31.9%	33.1%	37.7%	44.4%	49.1%
Order	42.5	108.4	116.3	150.9	94.4	83.6
Outstanding shares						
Common stock (including treasury stock) *3	1,503,971	300,794	300,794	300,794	300,794	300,794
Treasury stock	824	176	184	188	192	3,419
(Treasury stock remaining in the trust)*4	[-]	[-]	[-]	[-]	[-]	[3,221]
The average number of shares	1,503,152	300,618	300,610	300,605	300,602	297,369

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

*2 To adapt to the "Partial Amendments to Accounting Standard for Tax Effect Accounting" and other standards, the column "March 2018" in this figure is reclassified to reflect this change.

*3 Haseko Corporation completed a reverse stock split of its common stocks, at a ratio of 1 share for 5 shares on October 1, 2013.

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

