

Note: This financial information is a translation of a part of the original Japanese financial statements which are filed with Tokyo Stock Exchange on May 13, 2021. The translation is for reference purposes only. If and when there are any discrepancies between the original announcement and this English translation, the original announcement shall prevail.

## Consolidated Financial Results for the Year Ended March 31, 2021 (“FY2020”) [Japanese GAAP]

May 13, 2021

Company name: HASEKO Corporation      Stock exchange listing: Tokyo Stock Exchange, 1st section  
Code number: 1808                              URL: <https://www.haseko.co.jp/hc/>

(Amounts are rounded to the nearest million yen)

### 1. Consolidated Financial Results

#### (1) Consolidated Operating Results

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2020	809,438	(4.3)	72,909	(15.1)	71,832	(15.7)	48,258	(19.4)
FY2019	846,029	(5.0)	85,925	(12.7)	85,253	(15.1)	59,851	(31.5)

(Note) Comprehensive income:      FY2020:    ¥ 53,273 million [0.4%]                      FY2019:    ¥ 53,040 million [(38.5)%]

	Net income per share	Diluted net income per share	Return on equity	Ordinary income to total assets ratio	Operating income to net sales ratio
	Yen	Yen	%	%	%
FY2020	168.62	-	12.3	8.2	9.0
FY2019	201.36	-	15.9	10.8	10.2

(Reference) Equity in earnings (losses) of affiliated companies:    FY2020: ¥ 0 million      FY2019: ¥ 1 million

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
As of March 31, 2021	953,659	394,365	41.4	1,425.93
March 31, 2020	799,319	387,682	48.5	1,323.51

(Reference) Shareholder's Equity:    As of March 31, 2021:    ¥ 394,359 million                      As of March 31, 2020: ¥ 387,677 million

#### (3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at the end of period
	Million yen	Million yen	Million yen	Million yen
FY2020	31,876	(35,772)	66,799	214,299
FY2019	(15,263)	(37,222)	(8,356)	151,754

### 2. Dividends

	Annual dividends					Total dividends	Payout ratio (consolidated)	Dividends to net assets (consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
FY2019	-	20.00	-	50.00	70.00	20,815	34.8	5.5
FY2020	-	35.00	-	35.00	70.00	19,945	41.5	5.1
FY2021(Forecast)	-	35.00	-	35.00	70.00		38.0	

(Note1) Breakdown of the 2nd-quarter dividend for FY2019 :    Special dividend 10 yen

(Note2) Breakdown of the year-end dividend for FY2019 :    Special dividend 40 yen

### 3. Consolidated Financial Results Forecast for FY2021

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Net income attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Six months ended September 30, 2021	400,000	8.1	36,000	16.4	34,000	13.2	23,000	12.0	83.16
Full year	850,000	5.0	78,000	7.0	75,000	4.4	51,000	5.7	184.41

\* Notes:

(1) Changes in significant subsidiaries during the period under review (changes in specified subsidiaries resulting in changes in scope of consolidation): No

(2) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: No

2) Changes in accounting policies other than 1) above: No

3) Changes in accounting estimates: No

4) Retrospective restatement: No

(3) Total number of issued shares (common stocks)

1) Total number of issued shares at the end of the period (including treasury stocks):

March 31, 2021: 300,794,397 shares

March 31, 2020: 300,794,397 shares

2) Total number of treasury stocks at the end of the period:

March 31, 2021: 24,231,920 shares

March 31, 2020: 7,879,065 shares

3) Average number of shares during the period:

Fiscal Year ended March 31, 2021: 286,194,697 shares

Fiscal Year ended March 31, 2020: 297,225,586 shares

(Note) The number of treasury stocks above includes shares held as the trust assets for the Board Benefit Trust (BBT) and the Employee Stock Ownership Plan (ESOP).

Shares of the Company's own stock held in BBT and ESOP trust accounts are included in treasury stock subtracted from the calculation of the average number of shares during the period.

(Reference) Summary of Non-consolidated Financial Results

## 1. Non-consolidated Financial Results

### (1) Non-consolidated Operating Results

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY2020	563,346	(8.3)	54,614	(20.5)	64,553	(27.3)	47,185	(29.8)
FY2019	614,076	(5.9)	68,716	(15.7)	88,820	6.9	67,191	16.7

	Net income per share	Diluted net income per share
	Yen	Yen
FY2020	164.87	-
FY2019	226.06	-

### (2) Non-consolidated Financial Position

As of	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
March 31, 2021	792,444	338,031	42.7	1,222.26
March 31, 2020	649,002	332,563	51.2	1,135.35

(Reference) Shareholder's Equity: As of March 31, 2021: ¥ 338,031 million

As of March 31, 2020: ¥ 332,563 million

## 2. Non-consolidated Financial Results Forecast for FY2021

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Six months ended September 30, 2021	280,000	0.6	26,000	(7.4)	33,000	(12.0)	25,000	(14.8)	90.40
Full year	580,000	3.0	55,500	1.6	63,000	(2.4)	45,000	(4.6)	162.71

**This report is not subject to audit procedures by certified public accountants or audit firms.**

### Explanation regarding appropriate use of forecasts, and other specific comments

The forecasts contained herein are based on information available as of the date of this announcement, and the actual results may differ materially from forecasts due to various factors.

# Consolidated Financial Statements

## Consolidated Balance Sheets

(Million yen)

	As of March 31,2020	As of March 31,2021
<b>Assets</b>		
Current assets		
Cash and bank deposits	152,531	216,107
Notes and accounts receivable, trade	141,415	132,346
Marketable securities	3,260	516
Costs on uncompleted construction contracts	11,046	10,774
Real estate for sale	124,881	166,708
Costs and advances for real estate operations	102,379	113,272
Real estate for development projects	23,193	25,723
Other	13,756	24,175
Allowance for doubtful accounts	(128)	(94)
Total current assets	572,334	689,527
Fixed assets		
Property and equipment		
Buildings and structures	74,821	82,382
Machinery, vehicles, equipment and furniture	9,593	9,707
Land	91,029	100,156
Leased assets	1,349	1,274
Construction in progress	3,144	9,105
Accumulated depreciation	(26,546)	(29,615)
Total property and equipment	153,391	173,010
Intangible assets		
Land leasehold rights	1,877	1,876
Goodwill	2,793	2,590
Other	3,622	5,392
Total intangible assets	8,292	9,858
Investments and other assets		
Investment securities	28,106	40,880
Long-term loans receivable	2,936	3,077
Net defined benefit asset	13,766	18,458
Deferred tax assets	7,478	5,803
Other	13,780	13,839
Allowance for doubtful accounts	(763)	(793)
Total investments and other assets	65,303	81,264
Total fixed assets	226,985	264,132
Total assets	799,319	953,659

(Million yen)

	As of March 31,2020	As of March 31,2021
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable	83,619	87,095
Electronically recorded obligations	54,570	54,899
Current portion of long-term debt	4,171	5,971
Current portion of bonds	10,000	-
Income taxes payable	3,359	15,397
Advances received on uncompleted construction contracts	18,725	17,636
Advances received for real estate sales	14,246	22,349
Warranty	4,195	4,303
Allowance for losses on construction contracts	47	151
Accrued bonuses for employees	4,756	4,797
Accrued bonuses for director	146	127
Other	49,511	59,238
Total current liabilities	247,346	271,963
Long-term liabilities		
Straight bonds	20,000	90,000
Long-term debt	118,091	171,981
Provision for loss on litigation	2,474	2,245
Provision for employee stock ownership plan	2,144	2,787
Provision for board benefit trust	324	347
Liability for retirement benefit	1,375	1,361
Deferred tax liabilities	21	22
Other	19,862	18,589
Total long-term liabilities	164,291	287,331
Total liabilities	411,637	559,294
<b>Net assets</b>		
Shareholders' equity		
Capital stock	57,500	57,500
Capital surplus	7,623	7,373
Retained earnings	346,039	369,335
Treasury stock	(9,975)	(31,353)
Total shareholders' equity	401,187	402,855
Accumulated other comprehensive income		
Net unrealized gain(loss) on other securities	(526)	4,254
Translation adjustment	(5,331)	(7,320)
Retirement benefits liability adjustments	(7,653)	(5,429)
Total accumulated other comprehensive income	(13,510)	(8,495)
Non-controlling interests	6	5
Total net assets	387,682	394,365
Total liabilities and net assets	799,319	953,659

Consolidated Statements of Income and Comprehensive Income

Consolidated Statements of Income

(Million yen)

	For the fiscal year ended March 31,2020	For the fiscal year ended March 31,2021
<b>Net sales</b>		
Construction contracts	522,803	479,244
Design and supervision	11,999	9,933
Leasing and management	85,185	86,335
Real estate sale	208,467	217,070
Others	17,576	16,857
<b>Total net sales</b>	<b>846,029</b>	<b>809,438</b>
<b>Cost of sales</b>		
Construction contracts	430,662	397,824
Design and supervision	5,818	5,475
Leasing and management	65,451	66,989
Real estate sale	182,709	188,045
Others	14,629	14,874
<b>Total cost of sales</b>	<b>699,268</b>	<b>673,207</b>
<b>Gross profit</b>		
Construction contracts	92,141	81,420
Design and supervision	6,181	4,458
Leasing and management	19,734	19,346
Real estate sale	25,758	29,025
Others	2,947	1,983
<b>Total gross profit</b>	<b>146,762</b>	<b>136,231</b>
Selling, general and administrative expenses	60,837	63,322
<b>Operating income</b>	<b>85,925</b>	<b>72,909</b>
<b>Non-operating income</b>		
Interest income	212	104
Dividend income	346	386
Equity in earnings of affiliates	1	0
Subsidy income	61	1,101
Other	1,014	818
<b>Total non-operating income</b>	<b>1,635</b>	<b>2,410</b>
<b>Non-operating expenses</b>		
Interest expenses	901	1,353
Bond issuance cost	66	377
Incidental expenses for loan	1,148	1,484
Other	190	272
<b>Total non-operating expenses</b>	<b>2,307</b>	<b>3,486</b>
<b>Ordinary income</b>	<b>85,253</b>	<b>71,832</b>

(Million yen)

	For the fiscal year ended March 31,2020	For the fiscal year ended March 31,2021
<b>Special income</b>		
Gain on sale of property and equipment	29	7
Gain on negative goodwill	2,227	-
Other	149	1
<b>Total special income</b>	<b>2,405</b>	<b>7</b>
<b>Special losses</b>		
Loss on disposal of property and equipment	24	54
Impairment loss on fixed assets	121	156
Impairment loss on investment securities	352	764
Other	5	-
<b>Total special losses</b>	<b>503</b>	<b>973</b>
Income before income taxes	87,155	70,866
Income taxes - current	23,578	22,994
Income taxes - deferred	3,662	(386)
<b>Total income taxes</b>	<b>27,239</b>	<b>22,608</b>
Net income	59,916	48,258
Net income attributable to non-controlling interests	65	(0)
Net income attributable to owners of parent	59,851	48,258

Consolidated Statements of Comprehensive Income

(Million yen)

	For the fiscal year ended March 31,2020	For the fiscal year ended March 31,2021
Net income	59,916	48,258
Other comprehensive income		
Net unrealized gain(loss) on other securities	(5,581)	4,781
Translation adjustments	(562)	(1,989)
Retirement benefits liability adjustments	(733)	2,223
Total other comprehensive income (loss)	(6,876)	5,015
Comprehensive income	53,040	53,273
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	52,974	53,273
Comprehensive income attributable to non-controlling interests	65	(0)



Consolidated Statements of Changes in Net Assets

For the fiscal year ended March 31,2020

(Million yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of period	57,500	7,513	313,242	(4,609)	373,645
Changes during period					
Cash Dividend			(27,053)		(27,053)
Net income attributable to owners of parent			59,851		59,851
Purchase of treasury stock				(5,448)	(5,448)
Disposal of treasury stock		0		82	82
Change in treasury shares of parent arising from transactions with non-controlling shareholders		111			111
Net changes in items other than those in shareholders' equity					-
Total changes during period	-	111	32,797	(5,366)	27,542
Balance at end of period	57,500	7,623	346,039	(9,975)	401,187

	Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Net unrealized gain (loss) on other securities	Translation adjustments	Retirement benefits liability adjustments	Total accumulated other comprehensive income (loss)		
Balance at beginning of period	5,055	(4,769)	(6,920)	(6,634)	1,040	368,051
Changes during period						
Cash dividend						(27,053)
Net income attributable to owners of parent						59,851
Purchase of treasury stock						(5,448)
Disposal of treasury stock						82
Change in treasury shares of parent arising from transactions with non-controlling shareholders						111
Net changes in items other than those in shareholders' equity	(5,581)	(562)	(733)	(6,876)	(1,035)	(7,911)
Total changes during period	(5,581)	(562)	(733)	(6,876)	(1,035)	19,631
Balance at end of period	(526)	(5,331)	(7,653)	(13,510)	6	387,682

For the fiscal year ended March 31,2021

(Million yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of period	57,500	7,623	346,039	(9,975)	401,187
Changes during period					
Cash dividend			(24,962)		(24,962)
Net income attributable to owners of parent			48,258		48,258
Purchase of treasury stock				(21,524)	(21,524)
Disposal of treasury stock		0		146	146
Change in treasury shares of parent arising from transactions with non-controlling shareholders		(250)			(250)
Net changes in items other than those in shareholders' equity					-
Total changes during period	-	(250)	23,296	(21,378)	1,668
Balance at end of period	57,500	7,373	369,335	(31,353)	402,855

	Accumulated other comprehensive income				Non-controlling interests	Total net assets
	Net unrealized gain (loss) on other securities	Translation adjustments	Retirement benefits liability adjustments	Total accumulated other comprehensive income (loss)		
Balance at beginning of period	(526)	(5,331)	(7,653)	(13,510)	6	387,682
Changes during period						
Cash dividend						(24,962)
Net income attributable to owners of parent						48,258
Purchase of treasury stock						(21,524)
Disposal of treasury stock						146
Change in treasury shares of parent arising from transactions with non-controlling shareholders						(250)
Net changes in items other than those in shareholders' equity	4,781	(1,989)	2,223	5,015	(0)	5,015
Total changes during period	4,781	(1,989)	2,223	5,015	(0)	6,683
Balance at end of period	4,254	(7,320)	(5,429)	(8,495)	5	394,365

## Consolidated Statements of Cash Flows

(Million yen)

	For the fiscal year ended March 31,2020	For the fiscal year ended March 31,2021
<b>Cash flows from operating activities</b>		
Income before income taxes	87,155	70,866
Depreciation	4,752	5,266
Impairment loss on fixed assets	121	156
Amortization of goodwill	203	203
Gain on negative goodwill	(2,227)	-
Provision (reversal) of allowance for doubtful accounts	(47)	(4)
Increase (decrease) in provision for loss on litigation	(42)	(111)
Interest and dividend income	(559)	(490)
Interest expenses	901	1,353
Equity in earnings of affiliates	(1)	(0)
Loss (gain) on sale of investment securities	(139)	(1)
Impairment loss on investment securities	352	764
Loss (gain) on disposal of property and equipment	(4)	47
Valuation loss on inventories	3,684	713
Decrease (increase) in notes and accounts receivables	(1,262)	9,174
Decrease (increase) in costs on uncompleted construction contracts	(282)	272
Decrease (increase) in inventories	(56,030)	(53,151)
Increase (decrease) in notes, accounts payable and accrued expenses	(1,248)	3,832
Increase (decrease) in amounts received for uncompleted construction contracts	629	(1,089)
Increase (decrease) in deposits	(3,986)	11,395
Other, net	(6,047)	(5,906)
<b>Subtotal</b>	<b>25,923</b>	<b>43,288</b>
Interest and dividends received	554	516
Interest paid	(946)	(1,306)
Income taxes paid	(40,794)	(10,622)
<b>Net cash provided by (used in) operating activities</b>	<b>(15,263)</b>	<b>31,876</b>
<b>Cash flows from investing activities</b>		
Payment for purchase of securities	(7,064)	-
Proceeds from redemption of securities	5,768	2,064
Purchase of property, equipment and intangible assets	(25,061)	(29,818)
Proceeds from sale of property, equipment and intangible assets	100	8
Payment for purchase of investment securities	(10,311)	(8,254)
Proceeds from sale of investment securities	334	16
Payment for acquisition of shares of subsidiaries resulting in change in scope of consolidation	(963)	-
Payment for loans receivable	(4,341)	(4,691)
Collection of loans receivable	4,498	4,605
Payment for lease deposits	(740)	(802)
Collection of lease deposits	678	720
Other, net	(121)	381
<b>Net cash provided by (used in) investing activities</b>	<b>(37,222)</b>	<b>(35,772)</b>

(Million yen)

	For the fiscal year ended March 31,2020	For the fiscal year ended March 31,2021
<b>Cash flows from financing activities</b>		
Decrease in short-term borrowings, net	(1,805)	-
Increase in long-term debt	50,000	60,000
Repayments of long-term debt	(21,635)	(4,311)
Bonds issuance	10,000	70,000
Redemption of bonds	(10,000)	(10,000)
Purchase of treasury stock	(5,448)	(21,524)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	(989)	(286)
Bond issuance cost	(66)	(377)
Incidental expenses for loan	(1,161)	(1,485)
Cash dividends paid	(27,053)	(24,962)
Other, net	(198)	(256)
Net cash provided by (used in) financing activities	(8,356)	66,799
Effect of exchange rate change on cash and cash equivalents	(385)	(359)
Net increase (decrease) in cash and cash equivalents	(61,226)	62,545
Cash and cash equivalents at beginning of period	212,980	151,754
Cash and cash equivalents at end of period	151,754	214,299

## Segment information

### 1. Reportable segment information (net sales and income (loss))

FY2019(April 1, 2019- March 31, 2020)

(Millions of Yen)

	Reportable Segments				Total	Adjustments and eliminaions (Note 1,2)	Consolidated
	Construction- related business	Real estate- related business	Service- related business	Overseas- related business			
Net sales							
Sales to third parties	590,617	68,943	186,033	437	846,029	—	846,029
Inter-segment sales and transfer	40,263	589	8,059	—	48,912	(48,912)	—
Total	630,880	69,532	194,092	437	894,941	(48,912)	846,029
Segment income(loss)	73,908	8,514	11,749	(3,777)	90,394	(4,469)	85,925
Segment assets	300,668	233,281	161,071	40,083	735,102	64,217	799,319
Other items							
Depreciation	1,314	1,200	2,069	11	4,594	158	4,752
Investment in equity-method affiliates	—	—	—	1,413	1,413	—	1,413
Capital expenditures	1,557	21,521	1,986	10	25,073	103	25,176

Note 1 : Adjustment and eliminations for segment income include (195) million yen of elimination of inter-segment transactions and(4,274) million yen of corporate expenses, which are not allocable to the reportabl segments. These corporate expenses mainly consist of general and administrative expenses not attributable to reportable segments.

Note 2 : Adjustment and eliminations for segment assets include (11,074) million yen of elimination of receivables stemming from inter-segment transactions and 75,291 million yen of corporate assets. Corporate assets are primarily comprised of cash and cash deposits of the Company.

Note 3 : Segment income has been adjusted with operating income in the consolidated statement of income.

Note 4 : Since Hosoda Coporation is newly consolidated in the current fiscal year, segment assets in the construction-related business increased by 11,668 million yen compared with the end of the previous fiscal year.

FY2020(April 1, 2020- March 31, 2021)

(Millions of Yen)

	Reportable Segments				Total	Adjustments and eliminations (Note 1,2)	Consolidated
	Construction- related business	Real estate- related business	Service- related business	Overseas- related business			
Net sales							
Sales to third parties	556,859	73,226	178,649	703	809,438	—	809,438
Inter-segment sales and transfer	55,070	1,051	7,061	—	63,182	(63,182)	—
Total	611,929	74,277	185,711	703	872,620	(63,182)	809,438
Segment income(loss)	64,620	8,511	6,953	(1,134)	78,950	(6,041)	72,909
Segment assets	324,116	304,706	186,737	48,952	864,512	89,146	953,659
Other items							
Depreciation	1,502	1,482	2,201	7	5,193	73	5,266
Investment in equity-method affiliates	—	—	—	2,480	2,480	—	2,480
Capital expenditures	1,585	26,120	2,498	818	31,022	(117)	30,905

Note 1 : Adjustment and eliminations for segment income include (1,620) million yen of elimination of inter-segment transactions and (4,421) million yen of corporate expenses, which are not allocable to the reportable segments. These corporate expenses mainly consist of general and administrative expenses not attributable to reportable segments.

Note 2 : Adjustment and eliminations for segment assets include (25,347) million yen of elimination of receivables stemming from inter-segment transactions and 114,493 million yen of corporate assets. Corporate assets are primarily comprised of cash and cash deposits of the Company.

Note 3 : Segment income has been adjusted with operating income in the consolidated statement of income.

## 2. Changes in the reportable segment

From the first quarter ended June 30, 2021, Real estate-related business started to be disclosed because we positioned "Expansion of investment in real estate-related business" as one of its new focused strategies in the medium-term business plan that started in the current fiscal year. The part of the construction-related business and the Service-related business has been classified into the Real estate-related business.

Furthermore, the segment information for the previous year ended March 31, 2020 has been reclassified in line with the revised group of segmentation.

# Non-consolidated Orders received, Net sales and Backlog

Orders, Net sales and Backlog

[Millions of Yen]

	For the fiscal year ended March 31, 2020		For the fiscal year ended March 31, 2021		Increase (decrease)	
	Amount	%	Amount	%	Amount	%
Private-sector condominiums	428,698	(94.4%)	<b>350,865</b>	<b>(84.9%)</b>	(77,833)	(18.2%)
Rental condominiums, Company housing, etc	14,894	(3.3%)	<b>29,669</b>	<b>(7.2%)</b>	14,775	99.2%
Residence Total	443,592	(97.7%)	<b>380,534</b>	<b>(92.1%)</b>	(63,058)	(14.2%)
Non-Residence	10,552	(2.3%)	<b>32,672</b>	<b>(7.9%)</b>	22,120	209.6%
Construction Total	454,143	96.3%	<b>413,205</b>	<b>96.0%</b>	(40,938)	(9.0%)
Consulting Contracts	5,659	1.2%	<b>4,725</b>	<b>1.1%</b>	(934)	(16.5%)
Construction business	459,802	97.5%	<b>417,930</b>	<b>97.1%</b>	(41,871)	(9.1%)
Design and Supervision	11,947	2.5%	<b>12,380</b>	<b>2.9%</b>	433	3.6%
Orders Total	471,749	100.0%	<b>430,310</b>	<b>100.0%</b>	(41,439)	(8.8%)
Private-sector condominiums	405,886	(89.5%)	<b>370,732</b>	<b>(89.9%)</b>	(35,154)	(8.7%)
Rental condominiums, Company housing, etc	28,950	(6.4%)	<b>20,272</b>	<b>(4.9%)</b>	(8,679)	(30.0%)
Residence Total	434,836	(95.9%)	<b>391,003</b>	<b>(94.8%)</b>	(43,833)	(10.1%)
Non-Residence	18,575	(4.1%)	<b>21,585</b>	<b>(5.2%)</b>	3,010	16.2%
Construction Total	453,411	96.0%	<b>412,589</b>	<b>96.3%</b>	(40,822)	(9.0%)
Consulting Contracts	6,130	1.3%	<b>4,906</b>	<b>1.1%</b>	(1,224)	(20.0%)
Construction business	459,541	97.3%	<b>417,495</b>	<b>97.4%</b>	(42,046)	(9.1%)
Design and Supervision	12,658	2.7%	<b>11,091</b>	<b>2.6%</b>	(1,567)	(12.4%)
Net Sales Total	472,200	100.0%	<b>428,586</b>	<b>100.0%</b>	(43,613)	(9.2%)
Private-sector condominiums	537,778	(92.1%)	<b>517,911</b>	<b>(88.6%)</b>	(19,867)	(3.7%)
Rental condominiums, Company housing, etc	34,512	(5.9%)	<b>43,909</b>	<b>(7.5%)</b>	9,397	27.2%
Residence Total	572,290	(98.0%)	<b>561,820</b>	<b>(96.1%)</b>	(10,470)	(1.8%)
Non-Residence	11,772	(2.0%)	<b>22,858</b>	<b>(3.9%)</b>	11,086	94.2%
Construction Total	584,062	97.2%	<b>584,678</b>	<b>97.0%</b>	616	0.1%
Consulting Contracts	3,929	0.7%	<b>3,748</b>	<b>0.7%</b>	(181)	(4.6%)
Construction business	587,991	97.9%	<b>588,426</b>	<b>97.7%</b>	435	0.1%
Design and Supervision	12,856	2.1%	<b>14,144</b>	<b>2.3%</b>	1,289	10.0%
Backlog Total	600,847	100.0%	<b>602,571</b>	<b>100.0%</b>	1,724	0.3%

\* The figures in parentheses refer to the proportion of Construction Total.