

Summary of Financial Statements

- For the three months ended June 30, 2022 -



August 2022

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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Summary of Financial Results for FY2022 1Q

- In Consolidated financial results for FY2022 1Q, Net Sales increased 9.5% year-on-year to 234.1 billion yen due to an increase in net sale of Real estate sale, and Ordinary Income decreased 6.3% year-on-year to 20.0 billion yen mainly due to an increase in SG&A and deterioration in Financial expenses.
- Orders Received (Non-consolidated) for FY2022 1Q increased 14.2% year-on-year to 57.2 billion yen and progress rate for FY2022 Annual Forecast was 11.9% as expected.

Consolidated	FY2021 1Q (A)	FY2022 1Q (B)	Change		Billions of yen	
			(B)-(A)	%	FY2022 Annual Forecast	Progress
Net Sales	213.7	234.1	20.4	9.5%	960.0	24.4%
Gross profit	36.2	37.3	1.1	2.9%	157.5	23.7%
Operating Income	20.4	20.0	(0.4)	(2.2%)	87.0	22.9%
Operating income ratio	9.5%	8.5%	(1.0pt)		9.1%	
Ordinary Income	21.3	20.0	(1.3)	(6.3%)	85.0	23.5%
Ordinary income ratio	10.0%	8.5%	(1.5pt)		8.9%	
Net Income ※	14.7	13.3	(1.4)	(9.3%)	57.0	23.4%
Order received (Non-consolidated)	50.1	57.2	7.1	14.2%	480.0	11.9%

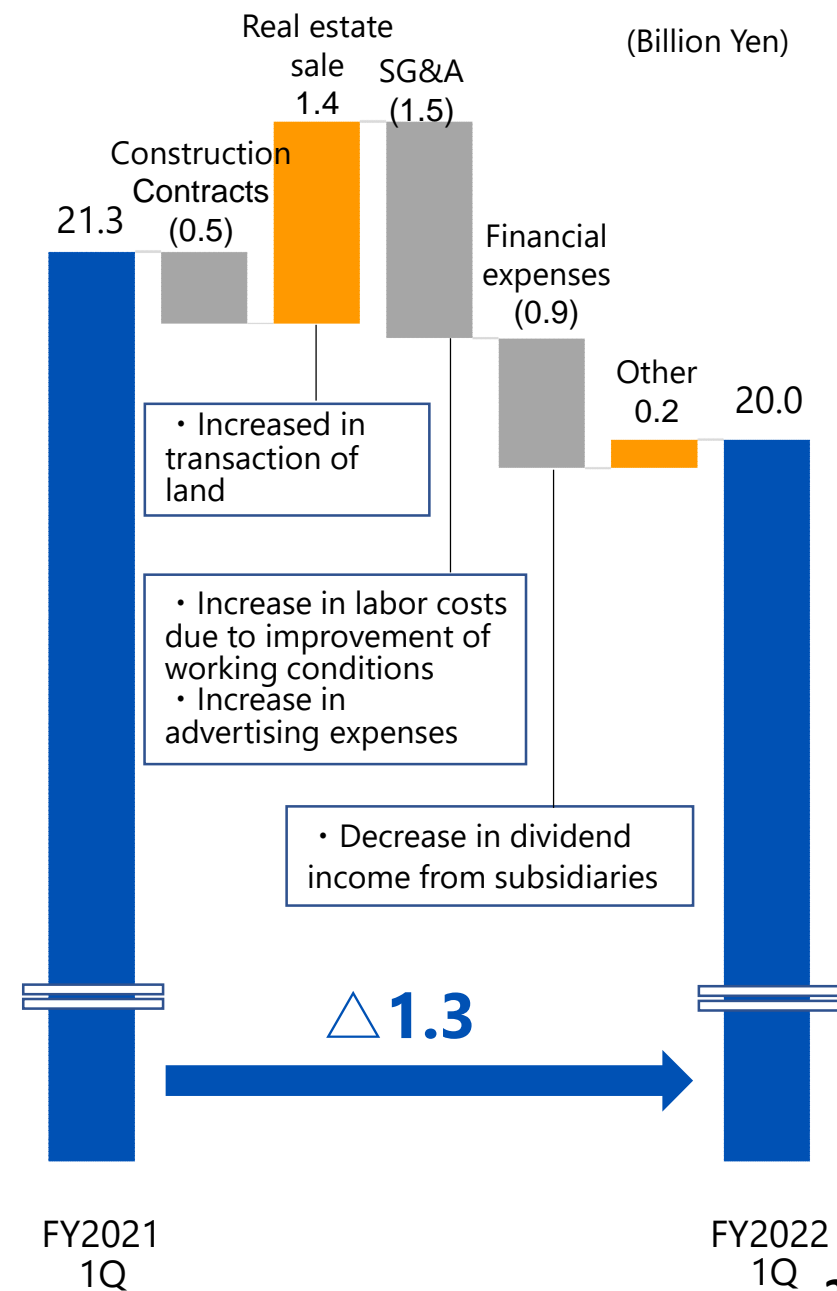
※ Net Income attributable to owners of parent

Consolidated Income Statements

Billions of yen

	March 2022 1Q Result < A >	March 2023 1Q Result < B >	Change	
			Amount < B - A >	%
Net sales	213.7	234.1	20.4	9.5%
Construction contracts	114.5	112.0	(2.5)	(2.2%)
Design and supervision	0.7	0.9	0.2	28.3%
Leasing and management	20.6	21.0	0.4	2.2%
Real estate sale	73.5	95.7	22.2	30.3%
Others	4.4	4.4	(0.0)	(0.2%)
Gross profit	36.2	37.3	1.1	2.9%
Construction contracts	19.7	19.2	(0.5)	(2.8%)
[Profit ratio of construction contracts]	[17.2%]	[17.1%]	[(0.1p)]	
Design and supervision	0.2	0.5	0.2	108.1%
Leasing and management	4.7	4.7	(0.1)	(1.1%)
Real estate sale	10.8	12.2	1.4	12.6%
Others	0.7	0.8	0.0	6.3%
Selling, general and administrative expense	15.8	17.3	1.5	9.5%
Operating income	20.4	20.0	(0.4)	(2.2%)
[Operating income ratio]	[9.5%]	[8.5%]	[(1.0p)]	
Financial income (expenses)	0.6	(0.2)	(0.9)	
Others, net	0.3	0.3	(0.0)	
Ordinary income	21.3	20.0	(1.3)	(6.3%)
[Ordinary income ratio]	[10.0%]	[8.5%]	[(1.5p)]	
Special income (losses), net	0.1	(0.0)	(0.1)	
Income before income taxes	21.4	20.0	(1.4)	(6.6%)
Current tax	3.8	4.7	1.0	
Deferred tax	3.0	2.0	(1.0)	
Net income attributable to non-controlling interests	(0.0)	(0.0)	0.0	
Net Income attributable to owners of parent	14.7	13.3	(1.4)	(9.3%)

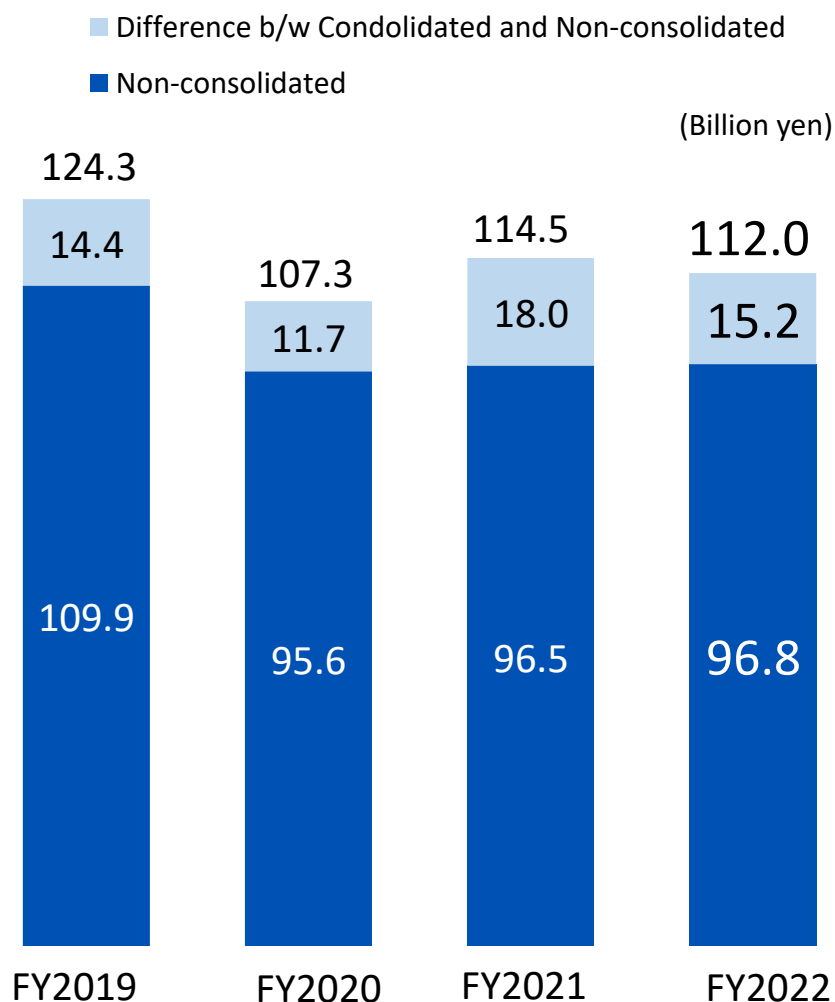
Consolidated Ordinary Income



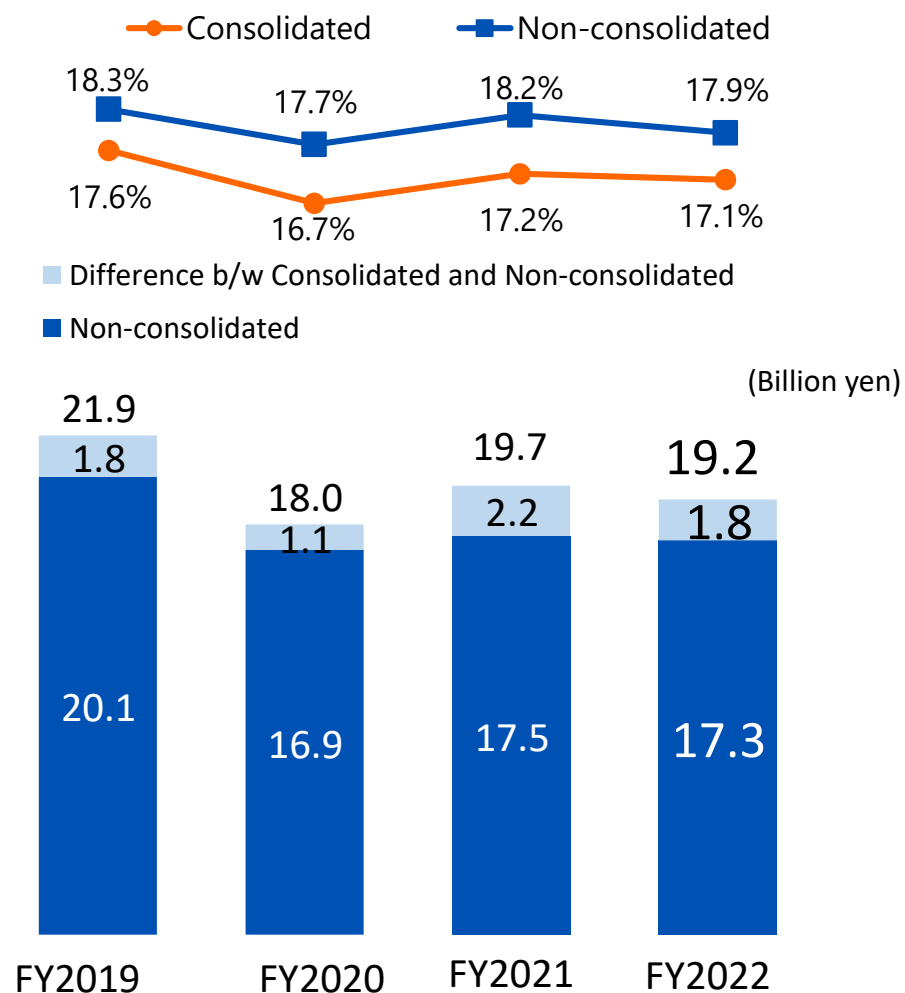
Net sale & Gross profit of Construction contracts

- Net sale of Construction contracts was almost flat. Gross profit & Profit ratio of Construction contracts year-on-year also continued almost flat.

Net sale of Construction contracts (1Q)※



Gross Profit & Profit Ratio of Construction contracts (1Q)※



※Non-consolidated Net sale of Construction contracts and Gross Profit of Construction contracts include Non-consolidated Net Sale and Gross profit of Commissioned works, respectively.

Order Received (Non-consolidated) Result

- Orders Received (Non-consolidated) for FY2022 1Q increased 14.2% year-on-year to 57.2 billion yen and progress rate for FY2022 Annual Forecast was 11.9% as expected.

(Billion yen)

	FY2021	FY2022 Result		FY2022 Forecast				
	1Q	1Q	Change	1 st Half	Progress	Annual	Change	Progress
Construction business	48.5	54.2	5.7	155.0	34.9%	468.0	7.0	11.6%
Private-sector condominiums	44.2	40.0	(4.2)	130.0	30.8%	412.0	37.5	9.7%
Rental condominiums Company housing, Etc.	0.2	6.9	6.8	19.0	36.6%	35.0	(18.0)	19.9%
Non-Residence	0.1	0.6	0.5	-	-	8.0	(2.5)	7.6%
Other	2.9	4.9	2.0	4.0	122.7%	8.0	(8.6)	61.4%
Consulting contracts	1.1	1.7	0.6	2.0	84.5%	5.0	(1.5)	33.8%
Design and supervision	1.6	3.1	1.4	5.0	61.2%	12.0	0.7	25.5%
Order Received	50.1	57.2	7.1	160.0	35.8%	480.0	7.7	11.9%

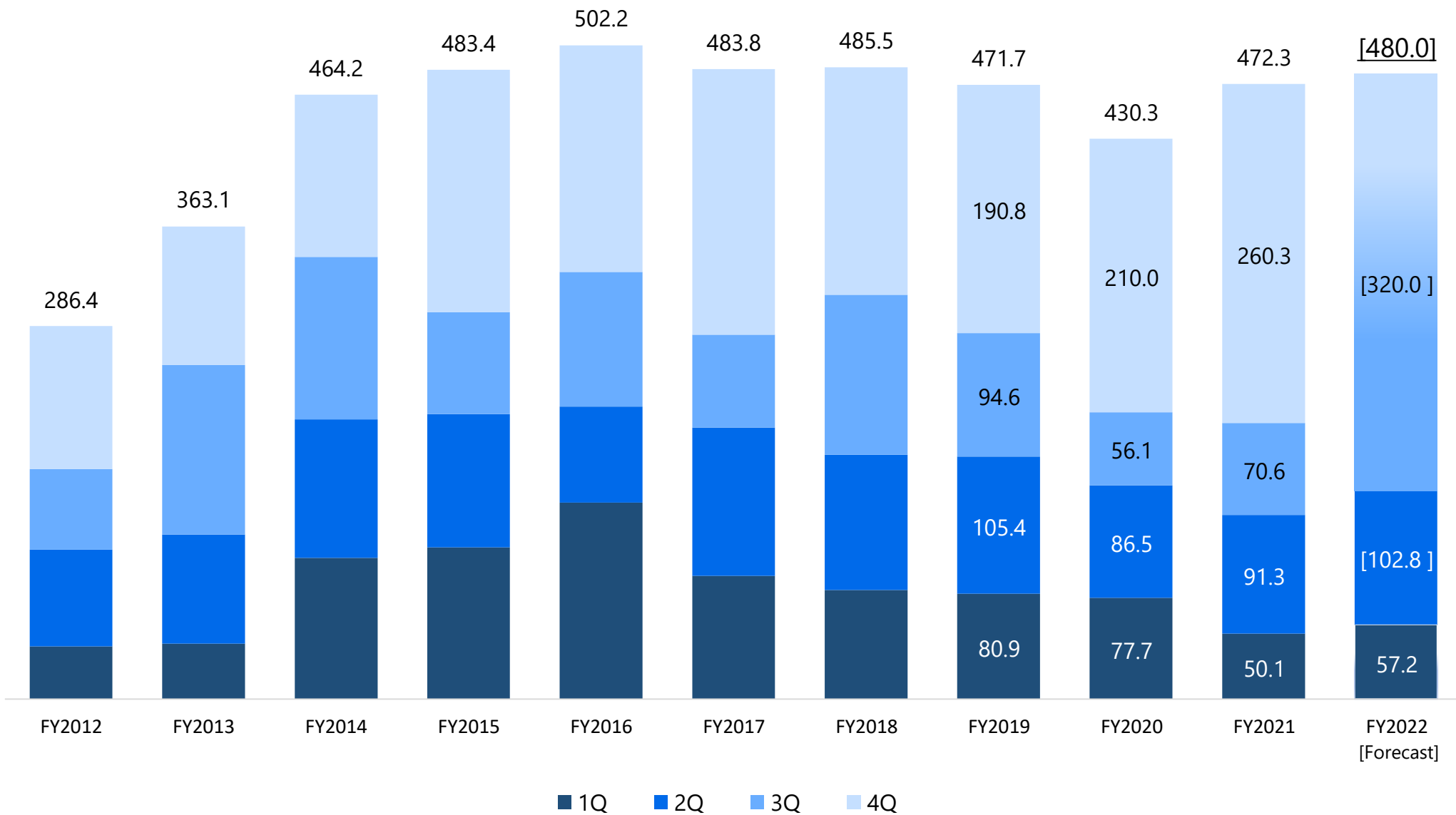
Main Order Property	Property Owners	Location	Units
CHALIER Asaka Granfield	TORAY CONSTRUCTION Co., Ltd., etc.	Asaka-shi, Saitama	355
• Ichikawa City Ichikawa 1-chome Plan New Construction (Rental condominiums)	Mitsui Fudosan Residential Co., Ltd.	Ichikawa-shi, Chiba	266
* Mukogaoka Yuen Apartment Planning New Construction	Nomura Real Estate Development Co., Ltd.	Tama-ku, Kawasaki-shi	168

* Tentative name

Order Received (Quarterly Order Received)

《Quarterly Order Received》

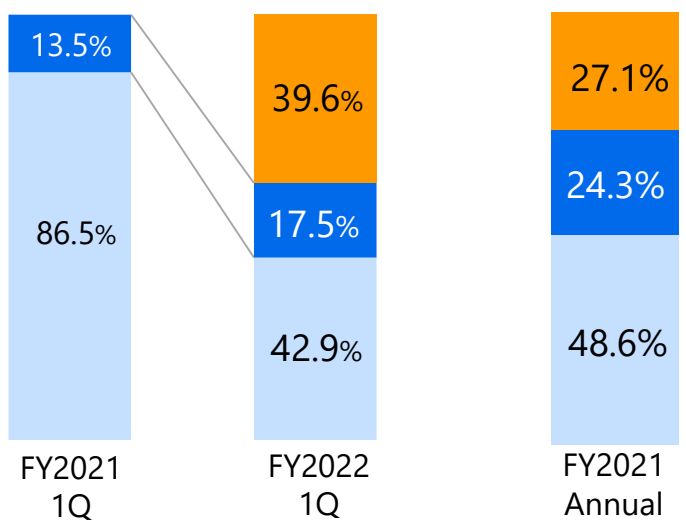
(Billion yen)



Order Received (Ratio by Size, Region, Exclusive contract and Construction-with-design orders)

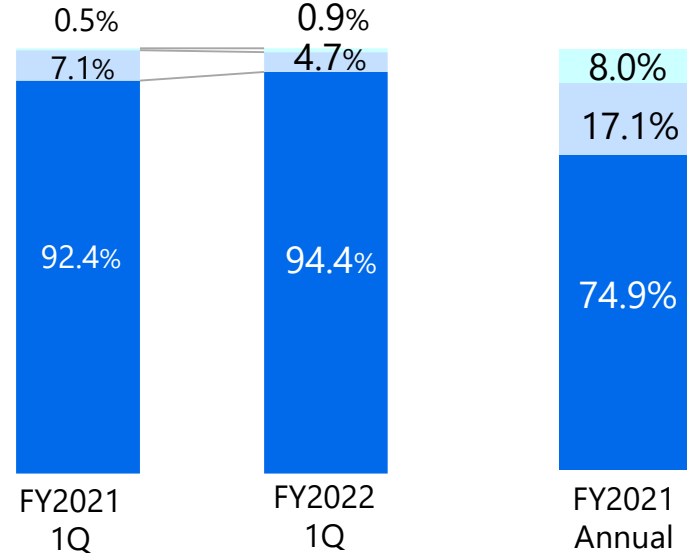
Orders received by Size (Private-sector condominiums)

■ 400units or more
 ■ 200~399 units
 ■ Less than 200 units

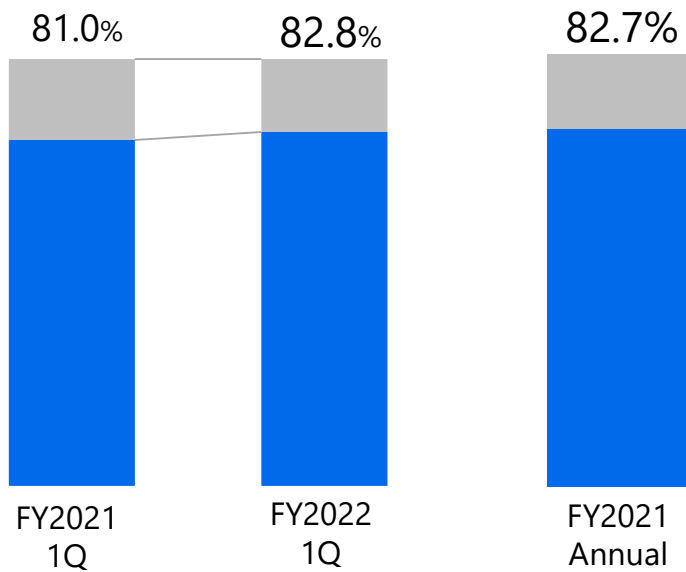


Orders received by Region

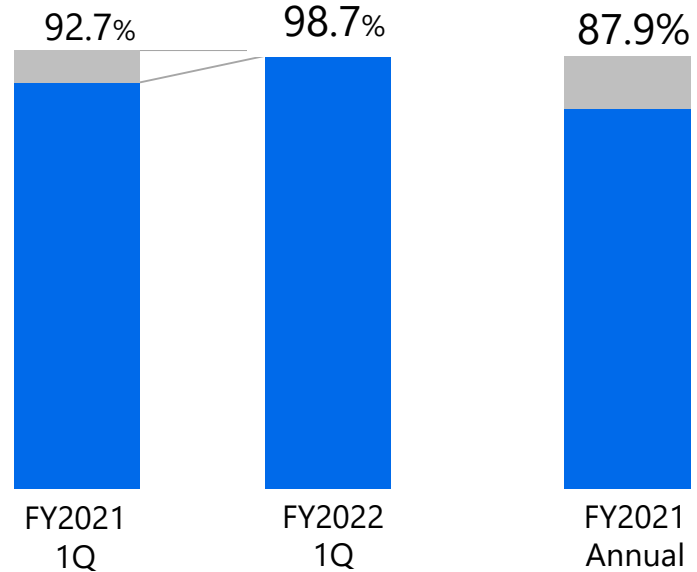
■ Tokyo Metropolitan area
 ■ Kansai area*
 ■ Tokai area
* Inc. Osaka, Kyoto, Hyogo, Nara, Wakayama and Shiga prefectures



Exclusive contract



Construction-with-design orders

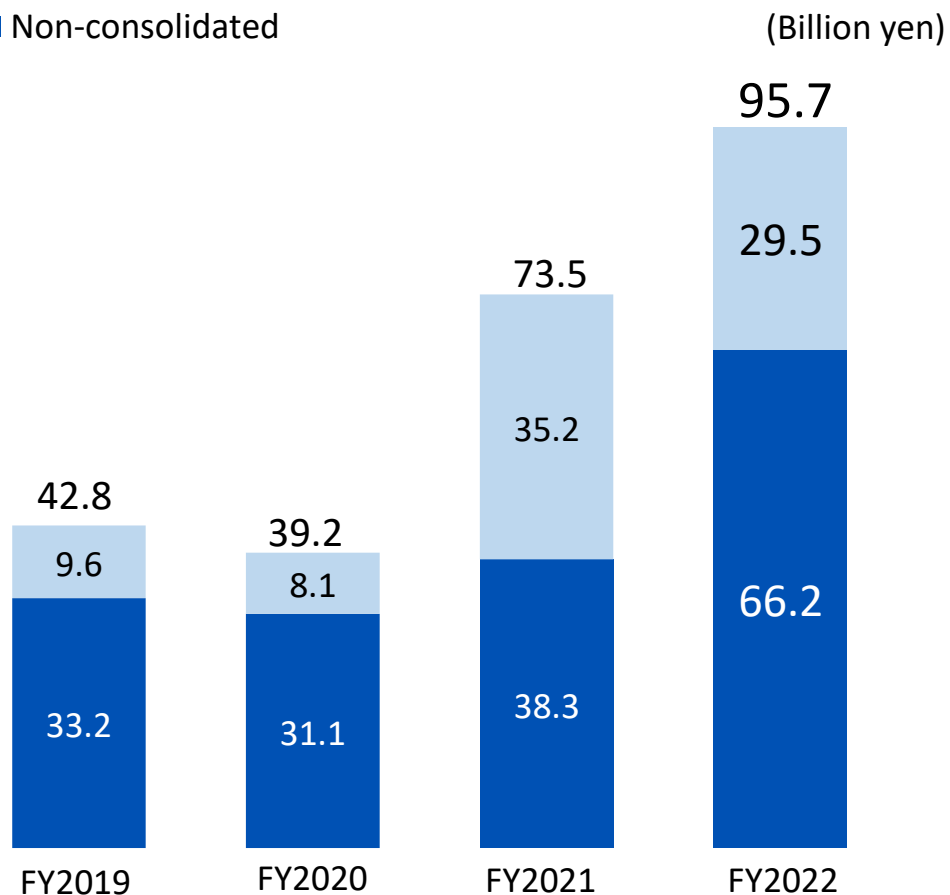


Net sale and Gross profit of Real estate sale

- Net sale of Real estate sale increased due to an increase in transaction of land (Non-consolidated).
- Gross profit of Real estate sale increased due to increases in sales of profitable real estate as like the previous 1Q (Subsidiaries) and sales of land (Non-consolidated) despite of a decrease in the number of units for-sale condominium sales.

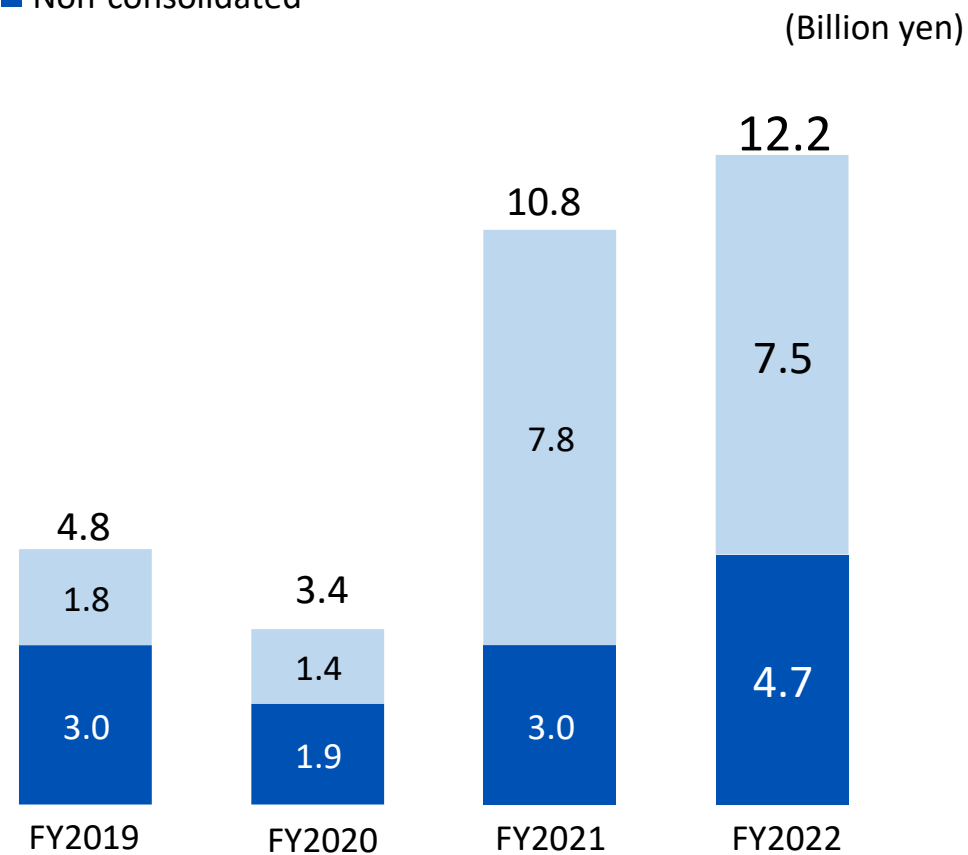
Net sale of Real estate sale (1Q)

■ Difference b/w Consolidated & Non-consolidated
■ Non-consolidated



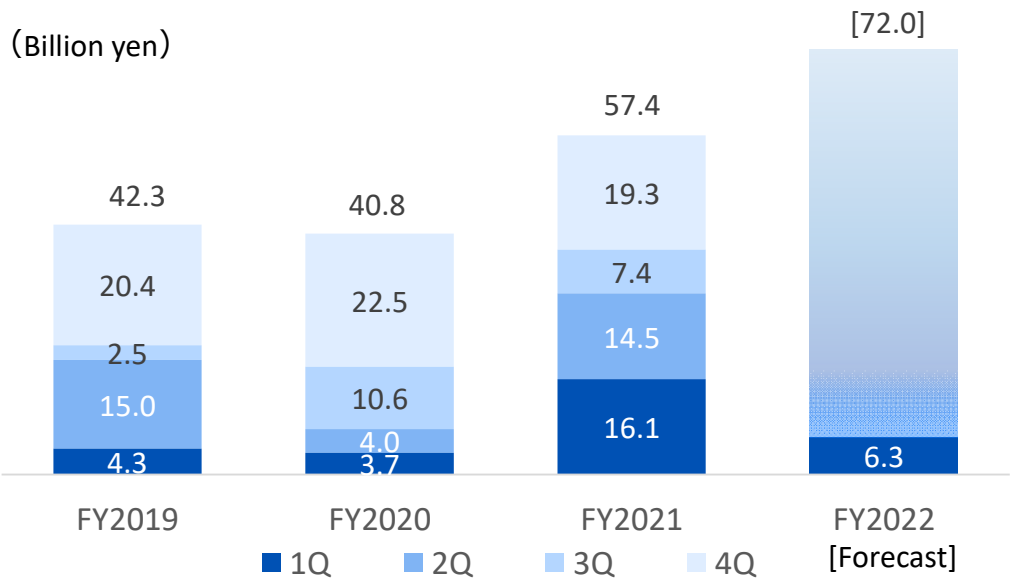
Gross profit of Real estate sale (1Q)

■ Difference b/w Consolidated & Non-consolidated
■ Non-consolidated

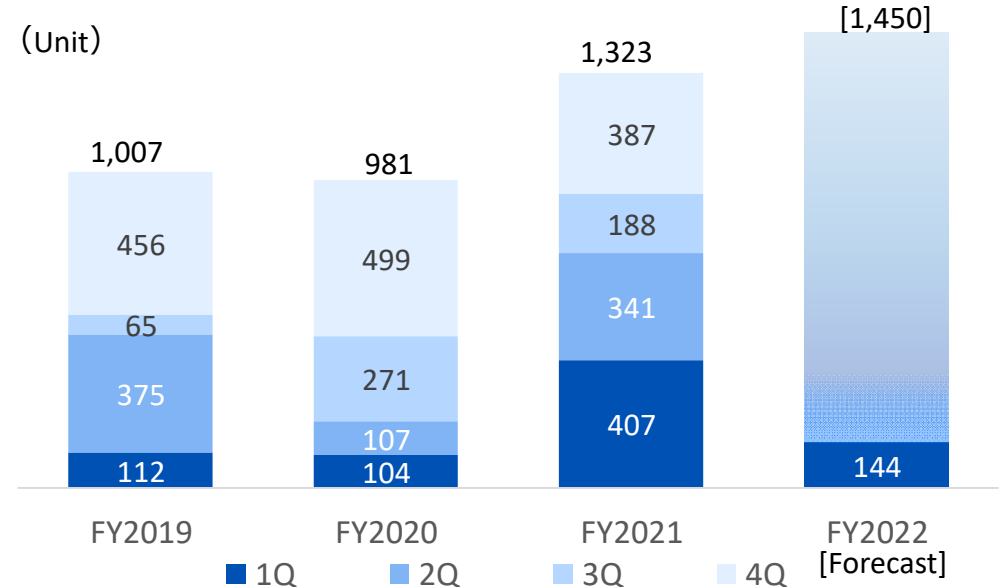


Key indicators of For-sale Condominiums business

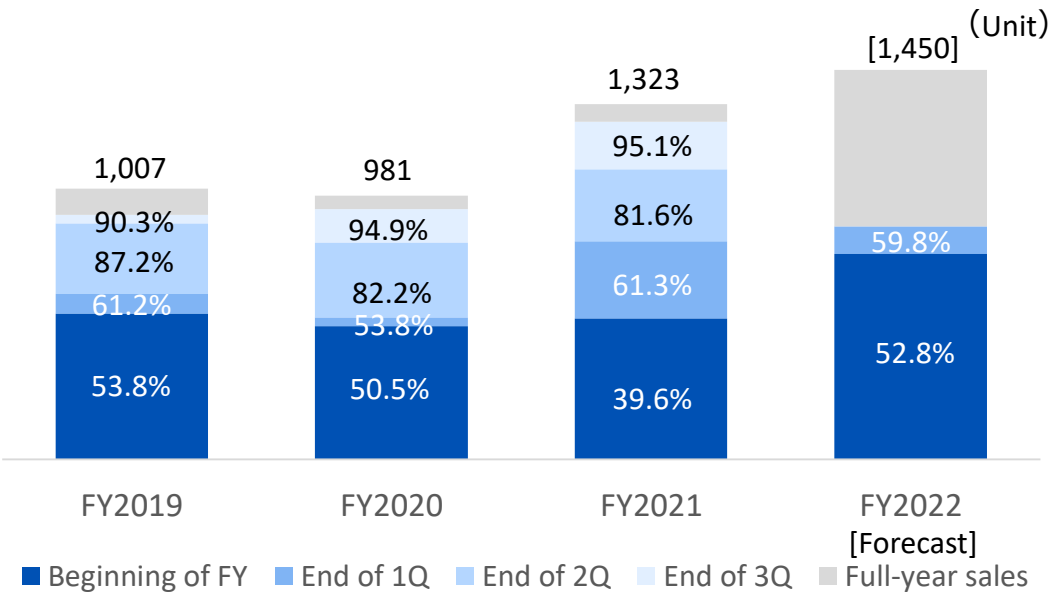
Sales of For-sale Condominium business



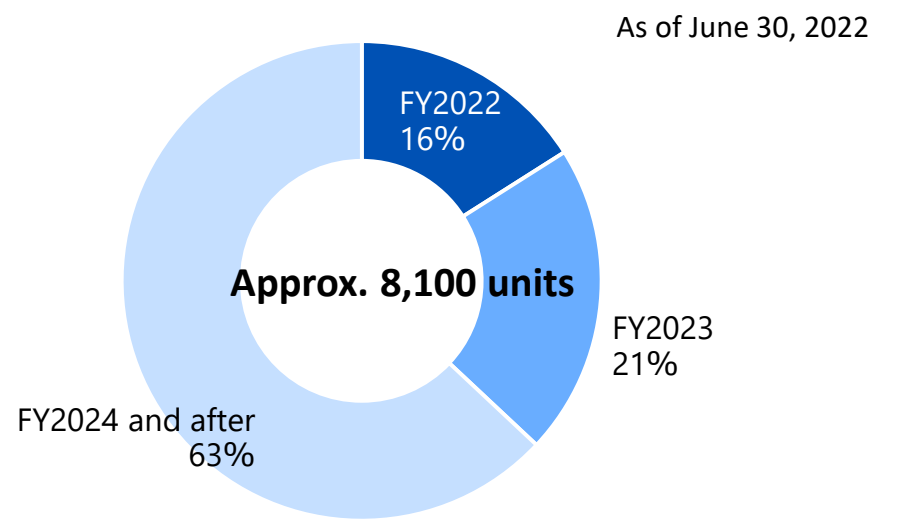
Number of units for For-sale Condominium Sales



Contract progress rate against the number of annual expected units



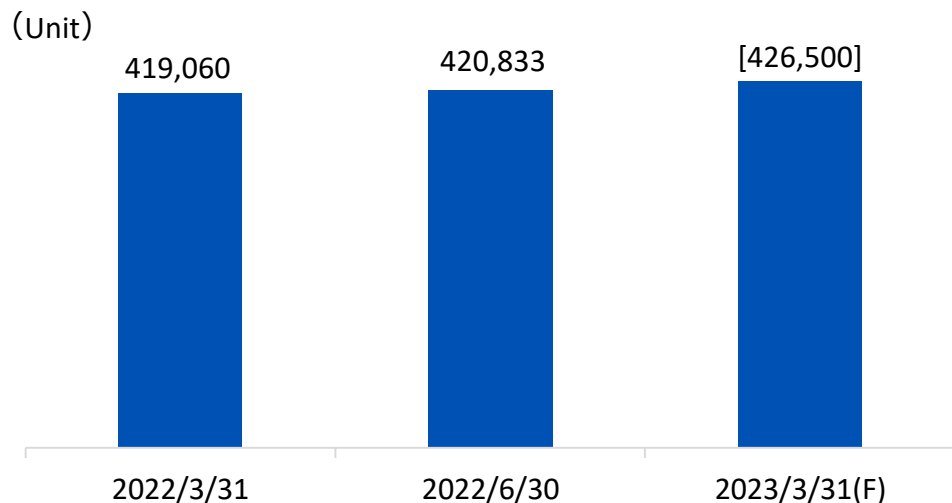
For-sale Condominium units planning by fiscal year



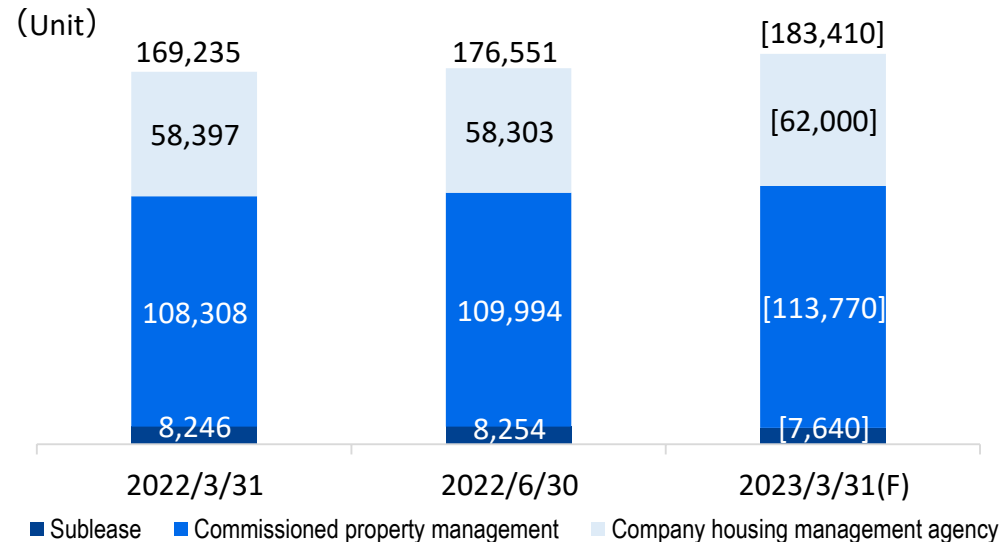
(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgho Real Estate after considering the companies' share.

Operational Benchmarks of Service-Related Business

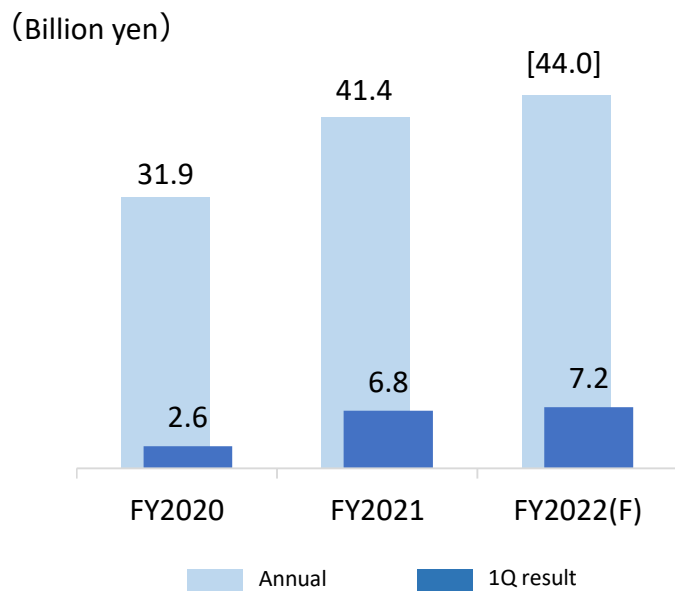
Condominium Building Management



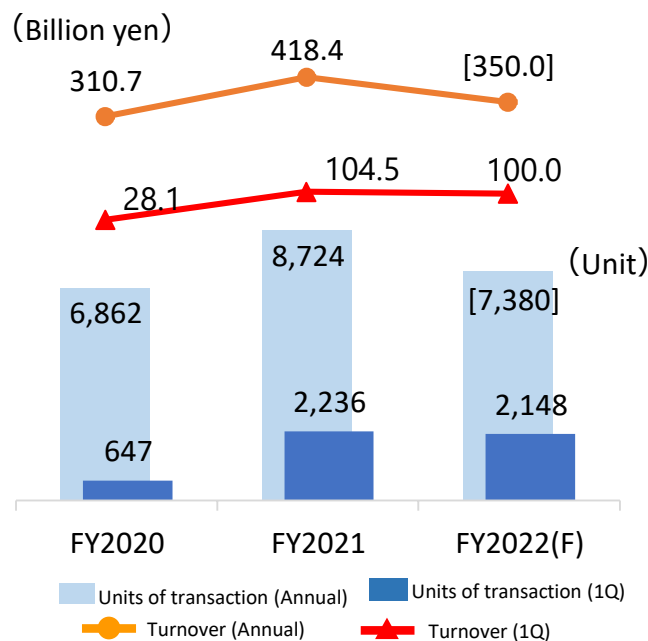
Rental Apartment Management Operation



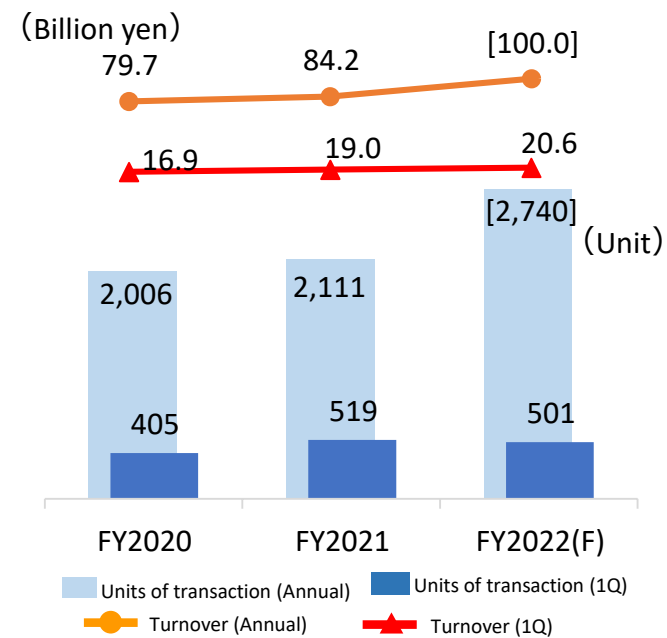
Extensive Refurbishment and Interior improvement Orders



Consignment Sales

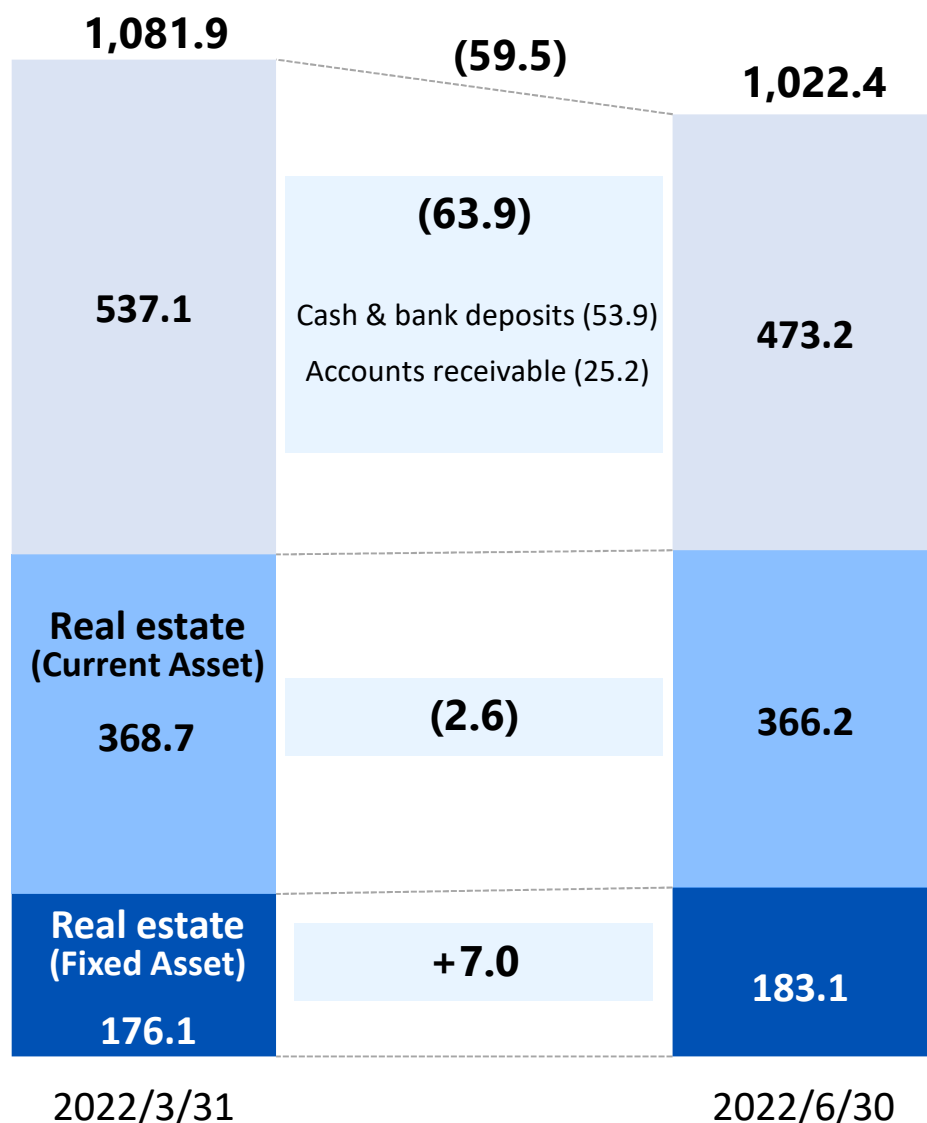


Real estate brokerage

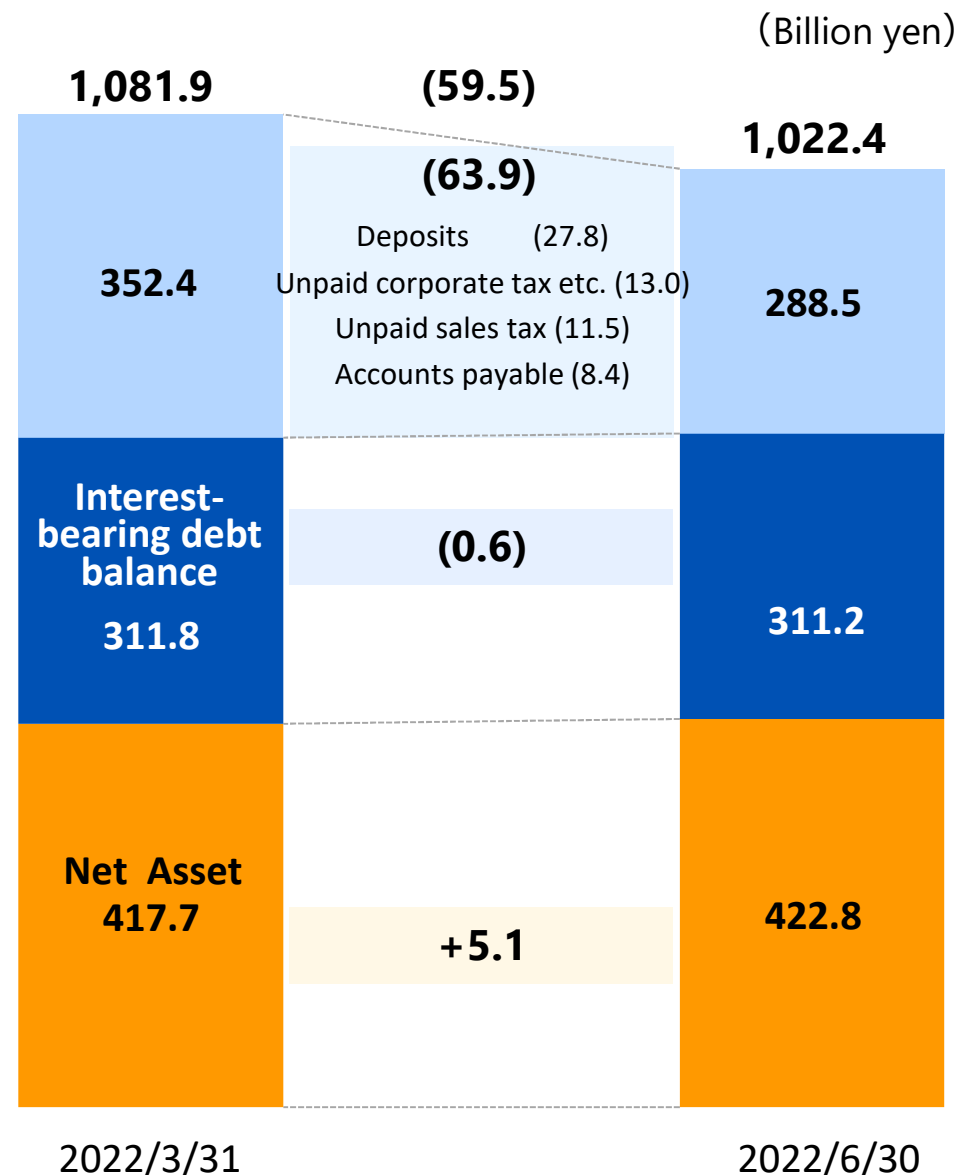


Main factors for changes in Consolidated Balance Sheets

Total Asset



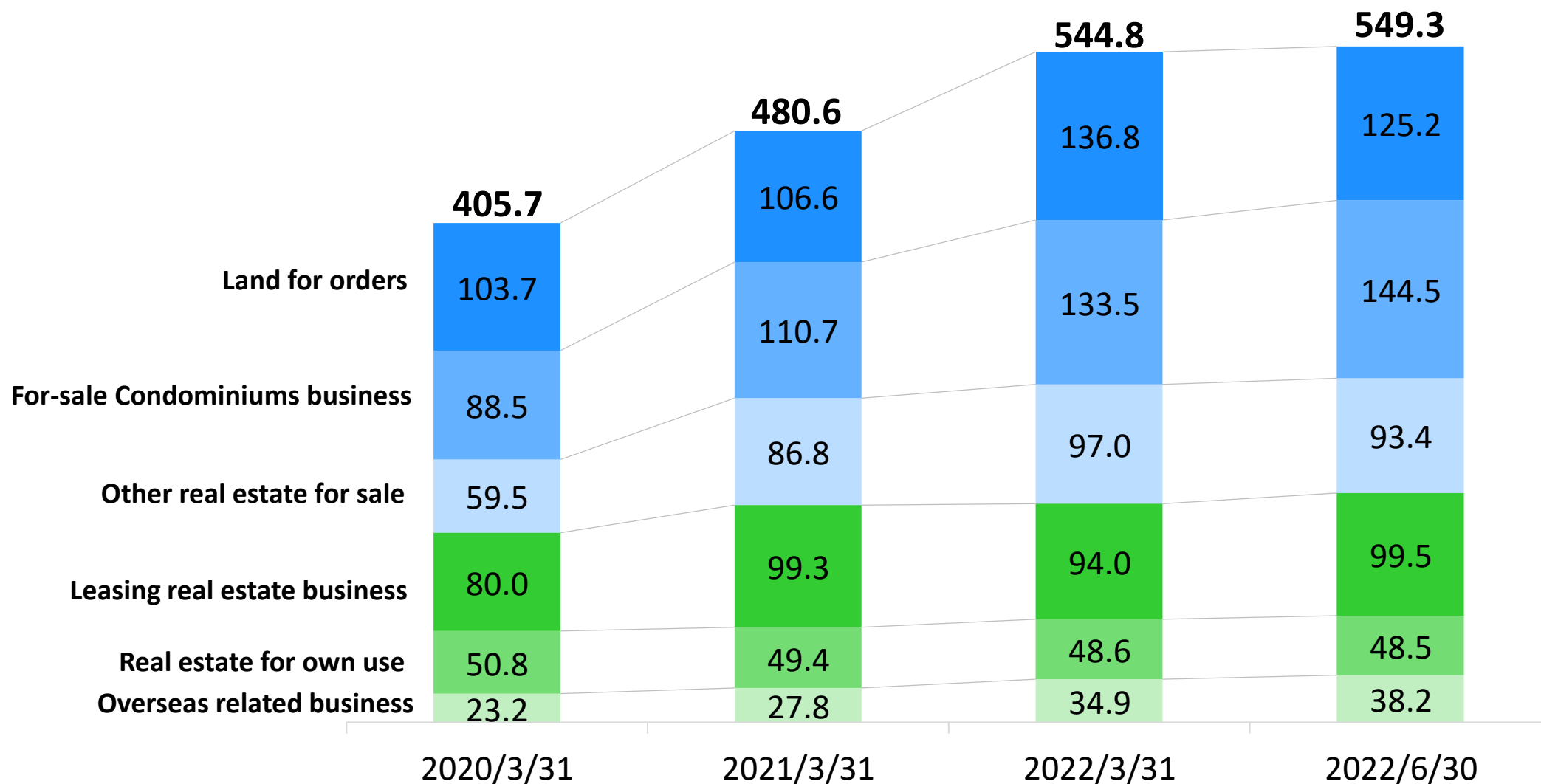
Liability & Net Asset



(Note) Real estate (Current Asset) : Real estate for sale + Cost and advances for real estate operations + Real estate for development projects
 Real estate (Fixed Asset) : Property and equipment Land leasehold rights

Breakdown of Real estate balance by use

(Billion yen)

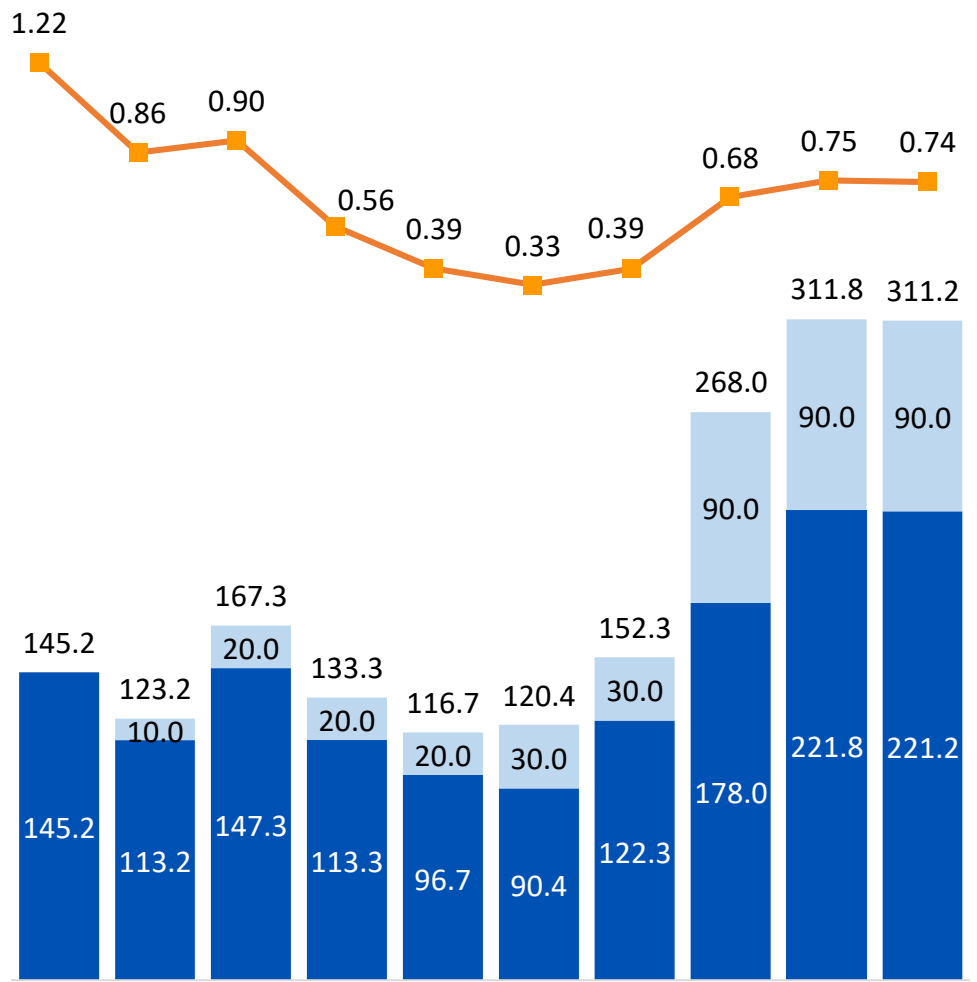


The above real estate balance are total of Real estate for sale, Costs and advances for real estate operations, Real estate for development projects, Property and equipment Land leasehold rights on Consolidated Balance Sheets

Interest-bearing debt and Shareholders' equity

Interest-bearing debt

(Billion yen)

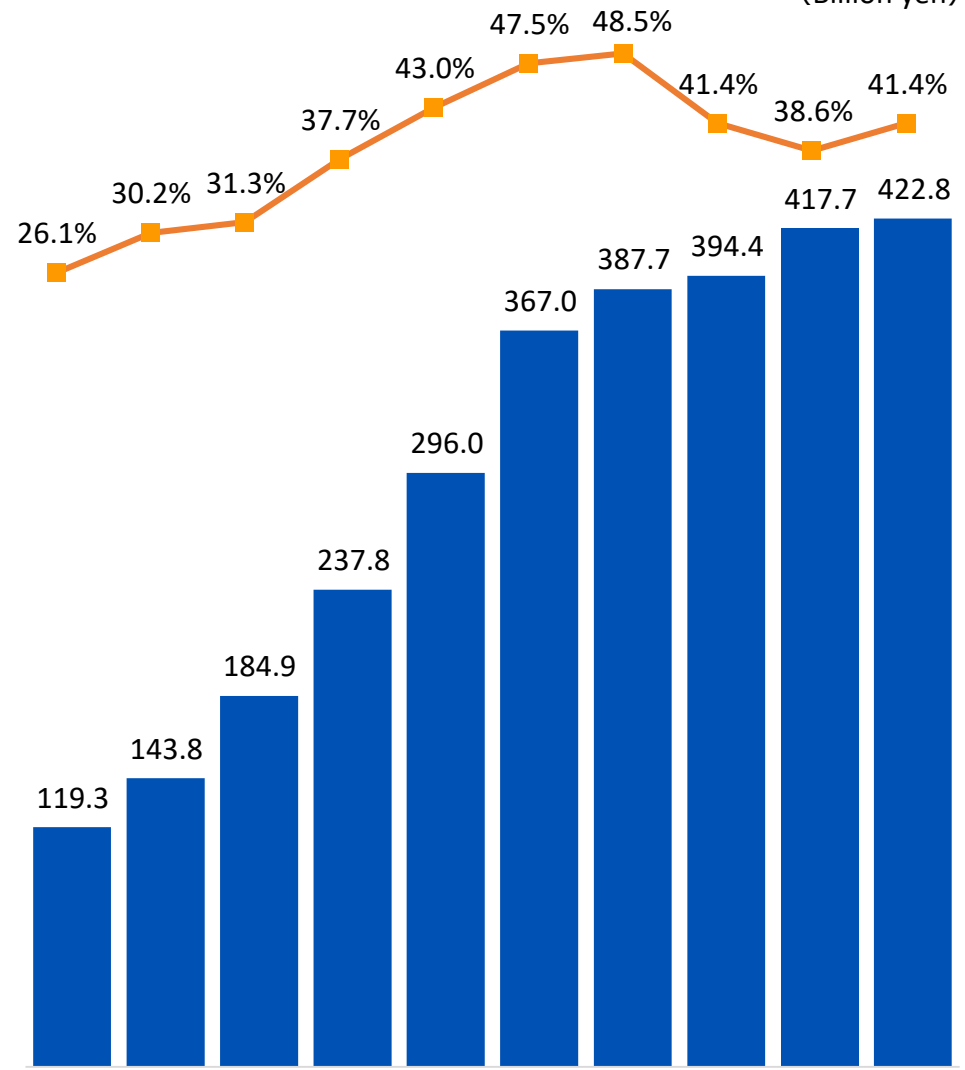


Mar14 Mar15 Mar16 Mar17 Mar18 Mar19 Mar20 Mar21 Mar22 Jun22

■ Debt ■ Corporate Bond — D/E ratio

Shareholder's equity

(Billion yen)



Mar14 Mar15 Mar16 Mar17 Mar18 Mar19 Mar20 Mar21 Mar22 Jun22

■ Shareholders' equity — Equity ratio

Reference Information

Summary of Consolidated Income Statements

Billions of yen

	March 2022 1Q Result < A >	March 2023 1Q Result < B >	Change		March 2022 Result < C >	March 2023 Forecast				
			Amount < B - A >	%		Interim Progress	< D >	Annual < D - C >	Progress	
Net sales	213.7	234.1	20.4	9.5%	909.7					450.0
Construction contracts	114.5	112.0	(2.5)	(2.2%)	482.9	252.0	44.5%	514.0	31.1	21.8%
Design and supervision	0.7	0.9	0.2	28.3%	11.3	3.5	26.5%	11.0	(0.3)	8.4%
Leasing and management	20.6	21.0	0.4	2.2%	85.4	42.0	50.0%	87.0	1.6	24.1%
Real estate sale	73.5	95.7	22.2	30.3%	312.6	143.5	66.7%	330.0	17.4	29.0%
Others	4.4	4.4	(0.0)	(0.2%)	17.6	9.0	48.8%	18.0	0.4	24.4%
Gross profit	36.2	37.3	1.1	2.9%	148.3	68.5	54.4%	157.5	9.2	23.7%
Construction contracts	19.7	19.2	(0.5)	(2.8%)	83.0	41.5	46.2%	85.5	2.5	22.4%
[Profit ratio of construction contracts]	[17.2%]	[17.1%]	[(0.1p)]		[17.2%]	[16.5%]		[16.6%]	[(0.6p)]	
Design and supervision	0.2	0.5	0.2	108.1%	5.5	1.3	36.5%	5.5	(0.0)	8.6%
Leasing and management	4.7	4.7	(0.1)	(1.1%)	19.3	9.5	49.0%	19.5	0.2	23.9%
Real estate sale	10.8	12.2	1.4	12.6%	38.1	15.0	81.3%	45.0	6.9	27.1%
Others	0.7	0.8	0.0	6.3%	2.4	1.2	65.7%	2.0	(0.4)	39.4%
Selling, general and administrative expense	15.8	17.3	1.5	9.5%	65.6	34.0	51.0%	70.5	4.9	24.6%
Operating income	20.4	20.0	(0.4)	(2.2%)	82.7	34.5	57.8%	87.0	4.3	22.9%
[Operating income ratio]	[9.5%]	[8.5%]	[(1.0p)]		[9.1%]	[7.7%]		[9.1%]	(-p)	
Financial income (expenses) *	0.6	(0.2)	(0.9)		(1.9)	(2.1)		(3.2)	(1.3)	
Others, net	0.3	0.3	(0.0)		1.1	0.6		1.2	0.1	
Ordinary income	21.3	20.0	(1.3)	(6.3%)	81.9	33.0	60.6%	85.0	3.1	23.5%
[Ordinary income ratio]	[10.0%]	[8.5%]	[(1.5p)]		[9.0%]	[7.3%]		[8.9%]	[(0.1p)]	
Special income (losses), net	0.1	(0.0)	(0.1)		(0.0)	-		-	0.0	
Income before income taxes	21.4	20.0	(1.4)	(6.6%)	81.8	33.0	60.5%	85.0	3.2	23.5%
Current tax	3.8	4.7	1.0		25.5	} 11.0	}	28.0	0.7	
Deferred tax	3.0	2.0	(1.0)		1.9					
Net income attributable to non-controlling interests	(0.0)	(0.0)	0.0		(0.0)					
Net Income attributable to owners of parent	14.7	13.3	(1.4)	(9.3%)	54.5	22.0	60.5%	57.0	2.5	23.4%
Depreciation and amortization, excluding goodwill-amortization	1.4	1.5	0.1	6.1%						

*Interest income + Dividend income - Interest expense - Interest on bonds - Incidental loan expenses, etc.

Summary of Non-Consolidated Income Statements

Billions of yen

	March 2022 1Q Result < A >	March 2023 1Q Result < B >	Change		March 2022 Result < C >	March 2023 Forecast				
			Amount < B - A >	%		Interim	Progress	< D >	Annual	
									< D - C >	Progress
Net sales	137.0	165.3	28.3	20.7%	630.9	315.0	52.5%	650.0	19.1	25.4%
Construction contracts	95.7	95.3	(0.4)	(0.4%)	406.0	210.0	45.4%	440.0	34.0	21.7%
Commissioned works	0.8	1.5	0.7	83.3%	5.2	2.5	61.1%	5.0	(0.2)	30.6%
Design and supervision	0.8	0.9	0.2	20.1%	12.1	3.8	24.7%	12.0	(0.1)	7.8%
Lease rentals of buildings	1.4	1.3	(0.1)	(5.6%)	5.6	2.5	52.5%	5.5	(0.1)	23.8%
Real estate sale	38.3	66.2	27.9	72.8%	202.0	96.2	68.9%	187.5	(14.5)	35.3%
Gross profit	21.4	23.0	1.7	7.9%	94.7	45.0	51.2%	97.5	2.8	23.6%
Construction contracts	17.0	16.1	(0.9)	(5.6%)	69.2	35.0	45.9%	73.0	3.8	22.0%
Commissioned works	0.5	1.3	0.7	142.2%	3.4	1.5	85.1%	3.0	(0.4)	42.5%
[Profit ratio of construction works]	[18.2%]	[17.9%]	[(0.3p)]		[17.7%]	[17.2%]		[17.1%]	[(0.6p)]	
Design and supervision	0.2	0.5	0.2	97.2%	6.0	1.6	30.0%	6.0	(0.0)	8.0%
Lease rentals of buildings	0.6	0.5	(0.1)	(11.3%)	1.6	0.9	57.7%	2.0	0.4	26.0%
Real estate sale	3.0	4.7	1.7	57.4%	14.3	6.0	78.2%	13.5	(0.8)	34.7%
Selling, general and administrative expense	9.0	10.1	1.1	12.1%	38.4	20.0	50.4%	41.5	3.1	24.3%
Operating income	12.4	13.0	0.6	4.8%	56.3	25.0	51.8%	56.0	(0.3)	23.1%
[Operating income ratio]	[9.0%]	[7.8%]	[(1.2p)]		[8.9%]	[7.9%]		[8.6%]	[(0.3p)]	
Financial income (expenses) *	8.3	8.3	0.1		7.2	7.5		8.2	1.0	
Others, net	0.1	0.2	0.1		0.6	0.5		0.8	0.2	
Ordinary income	20.8	21.5	0.7	3.5%	64.2	33.0	65.1%	65.0	0.8	33.1%
[Ordinary income ratio]	[15.1%]	[13.0%]	[(2.1p)]		[10.2%]	[10.5%]		[10.0%]	[(0.2p)]	
Special income (losses), net	-	(0.0)	(0.0)		0.1	-		-	(0.1)	
Income before income taxes	20.8	21.5	0.7	3.5%	64.3	33.0	65.1%	65.0	0.7	33.0%
Current tax	2.6	3.1	0.5		18.0	} 8.0	}	18.0	(0.9)	
Deferred tax	1.5	1.2	(0.3)		0.9					
Net income	16.7	17.2	0.5	3.1%	45.5	25.0	68.7%	47.0	1.5	36.6%

Depreciation and amortization, excluding goodwill-amortization	0.8	0.9	0.1	11.9%
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*Interest income + Dividend income - Interest expense - Interest on bonds - Incidental expenses for loan, etc.

Summary of Consolidated Balance Sheets



Billions of yen

	3/31/2022	6/30/2022	Change			3/31/2022	6/30/2022	Change	
			Amount	%				Amount	%
Current assets:	810.1	737.8	(72.3)	(8.9%)	Current liabilities:	350.5	285.8	(64.7)	(18.5%)
Cash and bank deposits	266.9	213.0	(53.9)	(20.2%)	Notes and accounts payable	86.5	76.3	(10.2)	(11.8%)
Notes and accounts receivable, trade	147.9	122.8	(25.2)	(17.0%)	Electronically recorded obligations	55.6	57.3	1.7	3.1%
Negotiable Certificates of Deposit	0.6	0.6	0.0	5.4%	Current portion of long-term debt	31.8	31.2	(0.6)	(2.0%)
Costs on uncompleted construction contracts	11.4	12.3	1.0	8.5%	Advances received on uncompleted construction contracts	25.5	24.9	(0.6)	(2.4%)
Real estate for sale	165.8	146.8	(19.0)	(11.5%)	Deposits	50.9	23.1	(27.8)	(54.6%)
Cost and advances for real estate operations	176.9	191.7	14.8	8.4%	Other current liabilities	100.3	73.0	(27.2)	(27.2%)
Real estate for development projects	26.0	27.6	1.6	6.1%	Long-term liabilities:	313.7	313.8	0.1	0.0%
Other current assets	14.6	23.0	8.4	57.3%	Straight bonds	90.0	90.0	-	-%
Allowance for doubtful accounts	(0.1)	(0.1)	0.0	-%	Long-term debt	190.0	190.0	-	-%
					Net defined benefit liability	1.4	1.5	0.0	3.1%
					Provision for loss on litigation	2.5	2.6	0.1	5.4%
					Other long-term liabilities	29.8	29.7	(0.1)	(0.2%)
					Total liabilities	664.2	599.7	(64.6)	(9.7%)
Fixed assets:	271.8	284.6	12.8	4.7%	Shareholders' Equity:	422.7	423.7	1.1	0.3%
Property and equipment, Land leasehold rights	176.1	183.1	7.0	4.0%	Capital stock	57.5	57.5	-	-%
Goodwill	2.4	2.3	(0.1)	(2.1%)	Capital surplus	7.4	7.4	-	-%
Investment securities	43.1	49.9	6.8	15.7%	Retained earnings	392.1	393.0	0.8	0.2%
Deferred tax assets	8.9	6.7	(2.2)	(25.2%)	Treasury stock	(34.3)	(34.1)	0.2	-%
Other fixed assets	42.1	43.4	1.3	3.1%	Accumulated Other Comprehensive Income:	(5.0)	(1.0)	4.1	-%
Allowance for doubtful accounts	(0.8)	(0.8)	0.0	-%	Net unrealized gain on other securities	2.4	3.0	0.6	25.5%
					Translation adjustments	(2.2)	1.1	3.3	-%
					Retirement benefits liability adjustments	(5.2)	(5.0)	0.2	-%
					Non-controlling interests	0.0	0.0	(0.0)	(9.3%)
					Total net assets	417.7	422.8	5.1	1.2%
Total assets	1,081.9	1,022.4	(59.5)	(5.5%)	Total liabilities and net assets	1,081.9	1,022.4	(59.5)	(5.5%)

Summary of financial results of Major Subsidiaries

Billions of yen

	March 2022 1Q result			March 2023 1Q result			March 2023 Annual forecast		
	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income
Haseko Corporation	137.0	20.8	16.7	165.3	21.5	17.2	650.0	65.0	47.0
Construction-Related Business									
Fuji Kensetsu, Co., Ltd.	7.9	0.8	0.5	7.2	0.7	0.5	34.0	3.2	2.1
Hasec, Inc.	0.2	0.2	0.1	0.2	0.1	0.1	0.8	0.6	0.4
Foris Corporation	2.4	0.2	0.1	1.8	0.1	0.0	9.5	0.6	0.4
Hosoda Corporation	4.1	0.1	0.2	3.3	0.1	0.1	19.0	0.8	0.6
Real Estate-Related Business									
Haseko Real Estate Development Holdings, Inc.									
Haseko Real Estate Development, Inc.	10.9	1.6	1.0	13.8	1.3	0.9	64.7	8.1	5.2
Sohgoh Real Estate, Co., Ltd.	16.5	2.5	1.6	8.4	2.0	1.3	31.7	2.3	1.4
Service-Related Business									
Haseko Anesis Corporation	3.3	2.9	2.9	6.3	6.0	6.0	7.5	5.7	5.8
Haseko Reform, Inc.	7.4	(0.2)	(0.1)	10.0	0.4	0.2	42.7	1.5	1.0
Haseko Livenet, Inc.	10.0	1.2	1.0	8.9	1.0	0.7	43.9	4.3	3.0
Haseko Business Proxy, Inc.	0.5	0.1	0.1	0.5	0.1	0.0	2.1	0.3	0.2
Haseko Urbest, Inc.	2.2	0.4	0.3	1.9	0.1	0.0	11.2	3.0	2.1
Haseko Real Estate, Inc.	4.3	(0.0)	(0.0)	6.9	0.1	0.1	40.3	2.4	1.6
Haseko Intec, Inc.	1.0	(0.0)	(0.0)	1.2	0.0	0.0	6.5	0.5	0.4
Haseko Systems, Inc.	2.2	0.3	0.2	2.3	0.3	0.2	9.5	1.3	0.9
Haseko Property Management Holdings, Inc.									
Haseko Community, Inc.	12.0	0.5	0.3	12.7	0.7	0.4	61.1	5.2	3.6
Haseko Community Kyushu, Inc.	0.6	0.0	0.0	0.6	0.0	0.0	2.8	0.2	0.1
Haseko Community Nishinohon, Inc.	0.2	(0.0)	(0.0)	0.2	0.0	0.0	1.1	0.1	0.1
Haseko Community Okinawa, Inc.	0.1	0.0	0.0	0.1	0.0	0.0	0.4	0.1	0.0
JOINT PROPERTY, CO., LTD	0.5	0.0	0.0	0.5	0.0	0.0	1.9	0.1	0.1
Haseko Senior Well Design, Co., Ltd. *	3.0	0.2	0.2	3.0	0.1	0.2	11.9	0.1	0.1
Furusato, Co., Ltd.	0.6	0.0	0.0	0.5	0.0	0.0	2.2	0.0	0.0
Overseas-Related Business									
Haseko America, Inc.	0.0	(0.5)	(0.5)	0.0	(0.7)	(0.7)	0.0	(2.1)	(2.1)
Consolidated	213.7	21.3	14.7	234.1	20.0	13.3	960.0	85.0	57.0

* Haseko Senior Holdings, Century Life, and Seikatsu Kagaku Un-Ei merged on October 1, 2021 and changed the company name to Haseko Senior Well Design, making Furusato a subsidiary of Haseko Senior Well Design. The figures for Haseko Senior Well Design in March2022 1Q result are the sum of the figures for Century Life and Seikatsu Kagaku Un-Ei before the merger.

Number of units supplied by scale & Sales status in initial month

Tokyo metropolitan area

	From 4/1/2020 to 3/31/2021					From 4/1/2021 to 3/31/2022					From 4/1/2022 to 6/30/2022				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko
Under 50 units	5,681	12	0.2%	71.6%	0.0%	5,421	0	0.0%	76.8%	-	914	0	0.0%	77.9%	-
50 ~ 99 units	7,211	1,507	20.9%	68.5%	68.2%	8,770	1,055	12.0%	73.8%	74.6%	1,572	301	19.1%	72.2%	66.4%
100 ~ 199 units	5,064	1,894	37.4%	67.6%	65.5%	7,336	3,987	54.3%	72.3%	73.0%	1,444	826	57.2%	65.8%	60.8%
200 ~ 399 units	4,498	3,426	76.2%	66.8%	64.9%	4,526	3,109	68.7%	60.8%	58.5%	915	512	56.0%	67.8%	57.2%
400 units or more	6,578	3,882	59.0%	64.9%	51.6%	6,819	3,137	46.0%	77.4%	68.5%	1,964	788	40.1%	78.6%	59.9%
Total: Fiscal year base	29,032	10,721	36.9%	67.9%	60.6%	32,872	11,288	34.3%	72.9%	67.9%	6,809	2,427	35.6%	72.9%	60.4%
Of which 20 stories and above	4,441	775	17.5%	-	-	4,487	394	8.8%	-	-	1,214	134	11.0%	-	-
Total: Calendar year base	27,228	10,001	36.7%	(Jan.20~Dec.20)		33,636	11,583	34.4%	(Jan.21~Dec.21)		12,716	4,713	37.1%	(Jan.22~Jun.22)	

Kansai area (*excluding Tokai area)

	From 4/1/2020 to 3/31/2021					From 4/1/2021 to 3/31/2022					From 4/1/2022 to 6/30/2022				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko
Under 50 units	2,111	7	0.3%	74.3%	28.6%	2,941	41	1.4%	72.3%	43.9%	570	1	0.2%	66.3%	100.0%
50 ~ 99 units	4,982	476	9.6%	71.4%	40.3%	5,505	630	11.4%	76.4%	72.2%	1,107	77	7.0%	75.5%	59.7%
100 ~ 199 units	5,240	1,144	21.8%	74.6%	57.6%	5,721	853	14.9%	66.4%	59.8%	1,238	174	14.1%	59.9%	46.0%
200 ~ 399 units	2,845	1,150	40.4%	79.2%	78.7%	2,851	1,594	55.9%	61.4%	66.1%	565	356	63.0%	74.7%	80.1%
400 units or more	1,061	253	23.8%	45.6%	72.7%	1,142	630	55.2%	73.4%	69.0%	308	205	66.6%	61.4%	52.7%
Total: Fiscal year base	16,239	3,030	18.7%	72.5%	64.1%	18,160	3,748	20.6%	70.0%	66.0%	3,788	813	21.5%	67.7%	64.0%
Of which 20 stories and above	1,590	362	22.8%	-	-	2,525	790	31.3%	-	-	435	120	27.6%	-	-
Excluding studio apartment	13,007	3,030	23.3%	69.1%	64.1%	14,934	3,748	25.1%	68.2%	66.0%	2,876	813	28.3%	70.2%	64.0%
Total: Calendar year base	15,195	2,960	19.5%	(Jan.20~Dec.20)		18,951	3,839	20.3%	(Jan.21~Dec.21)		7,225	1,592	22.0%	(Jan.22~Jun.22)	

Six years Summary

Billions of yen, Thousand shares

		1Q Result					
		March 2018	March 2019	March 2020	March 2021	March 2022	March 2023
Consolidated							
Net Sales		184.8	223.5	192.1	172.0	231.0	234.1
Operating Income		17.8	23.5	17.4	12.0	19.5	20.0
Ordinary Income		18.1	23.8	17.5	10.9	19.5	20.0
Net income attributable to owners of parent		13.6	17.0	12.5	7.5	13.0	13.3
Total Assets		598.4	666.2	712.0	817.0	1,081.9	1,022.4
	Inventories *1	136.8	168.9	199.1	274.4	368.7	366.2
	Property and Equipment, Leasehold rights	115.8	141.4	140.8	157.5	176.1	183.1
Real Estate Balance total		252.6	310.3	339.8	431.8	544.8	549.3
Interest-bearing debt balance		142.5	125.8	116.5	211.6	311.8	311.2
Shareholders' equity		242.3	299.7	356.8	376.9	417.7	422.8
Equity ratio		40.5%	45.0%	50.1%	46.1%	38.6%	41.4%
Net cash provided by (used in) Operating activities		(16.9)	(39.2)	(58.9)	(30.3)	8.2	30.6
Net cash provided by (used in) Investing activities		(3.1)	(12.3)	(18.7)	(4.1)	(6.6)	(10.3)
Net cash provided by (used in) Financing activities		0.1	(2.9)	(25.0)	38.6	(13.6)	(13.2)
Cash and cash equivalents at end of the period		181.3	152.3	110.4	156.0	202.7	211.2
Number of employees		6,946	7,120	7,341	7,620	7,798	7,829
Non-Consolidated							
Net Sales		141.1	168.7	144.9	128.8	163.8	165.3
Operating Income		16.6	19.8	15.9	11.8	12.8	13.0
Ordinary Income		16.7	20.1	36.1	20.9	21.3	21.5
Net Income		11.5	13.8	31.1	17.8	17.1	17.2
Total Assets		489.6	532.2	582.4	698.0	772.1	869.4
Shareholders' equity		217.6	261.3	311.4	332.4	339.2	361.9
Equity ratio		44.4%	49.1%	53.5%	47.6%	43.9%	41.6%
Order		94.4	83.6	80.9	77.7	62.7	57.2
Number of employees		2,446	2,478	2,535	2,484	2,523	2,510
Outstanding shares							
Common stock (including treasury stock)		300,794	300,794	300,794	300,794	300,794	300,794
Treasury stock		192	3,419	3,374	11,444	26,152	25,980
(Treasury stock remaining in the trust) *2		[-]	[3,221]	[3,172]	[3,084]	[2,973]	[2,797]
The average number of shares		300,602	297,369	297,410	290,898	275,121	274,769

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

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

