

Summary of Financial Statements

- For the three months ended June 30, 2023 -



August 2023

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 FY2023 1Q

- In Consolidated financial results for FY2023 1Q, Net Sales increased 12.7% year-on-year to 263.9 billion yen due to increases in net sale of Construction contracts and Real estate sale, and Ordinary Income increased 13.7% year-on-year to 22.7 billion yen mainly due to an increase in Gross profit of Real estate sale.
- Orders Received (Non-consolidated) for FY2023 1Q increased 94.4% year-on-year to 111.2 billion yen but the progress for Orders Received is in line with FY2023 Annual Forecast.

Billions of yen

Consolidated	FY2022 1Q (A)	FY2023 1Q (B)	Change		FY2023 Annual	
			(B)-(A)	%	Forecast	Progress
Net Sales	234.1	263.9	29.8	12.7%	1,080.0	24.4%
Gross profit	37.3	40.7	3.4	9.1%	164.0	24.8%
Operating Income	20.0	22.6	2.6	13.1%	88.0	25.7%
Operating Income ratio	8.5%	8.6%	0.1pt		8.1%	
Ordinary Income	20.0	22.7	2.7	13.7%	83.0	27.4%
Ordinary Income ratio	8.5%	8.6%	0.1pt		7.7%	
Net Income ※	13.3	15.0	1.7	12.6%	55.5	27.0%
Net Income ratio	5.7%	5.7%	-pt		5.1%	
Order received (Non-consolidated)	57.2	111.2	54.0	94.4%	500.0	22.2%

※ Net Income attributable to owners of parent

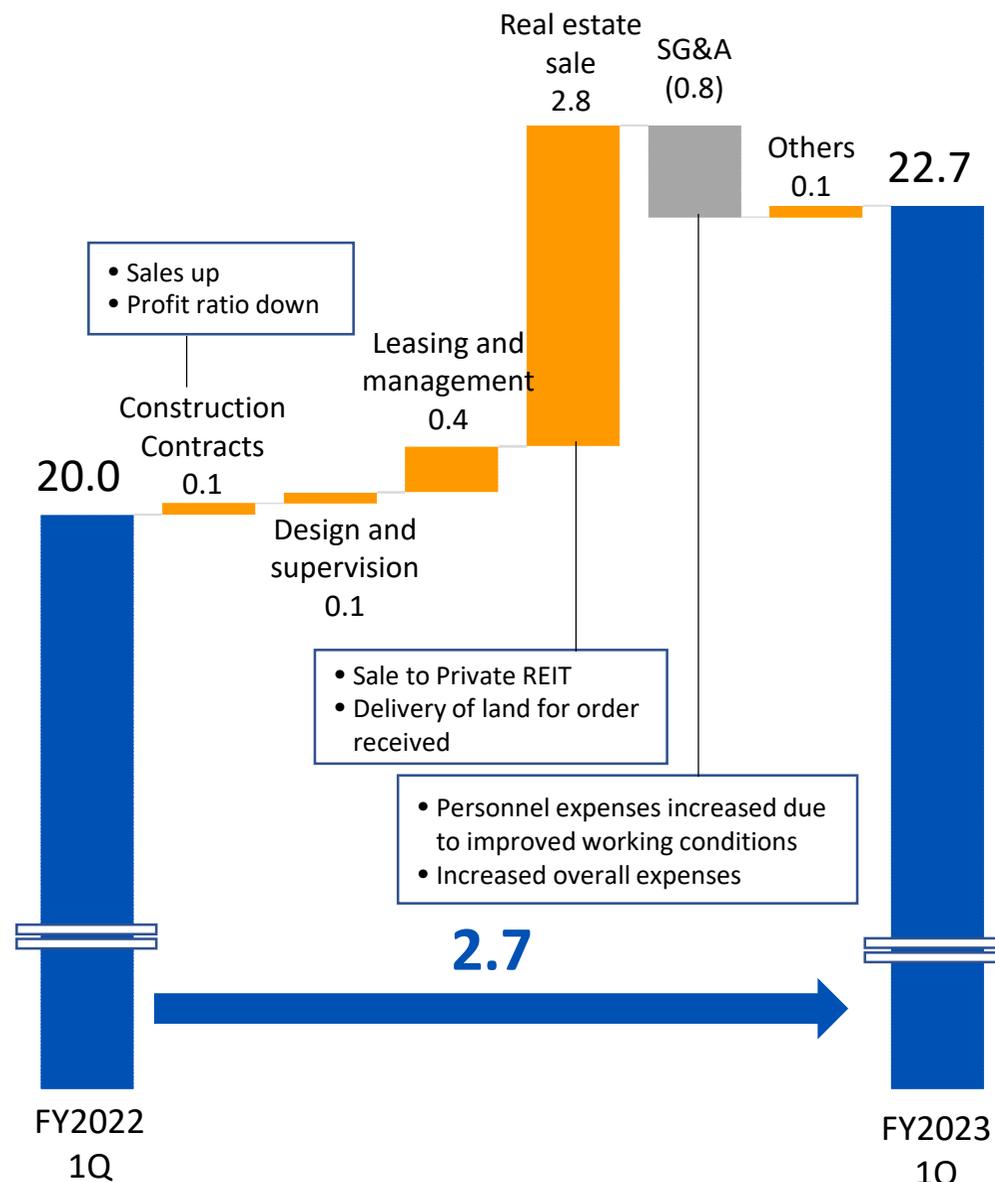
Consolidated Income Statements

Billions of yen

	FY2022 1Q Result < A >	FY2023 1Q Result < B >	Change	
			Amount < B - A >	%
Net sales	234.1	263.9	29.8	12.7%
Construction contracts	112.0	127.4	15.3	13.7%
Design and supervision	0.9	1.1	0.1	13.6%
Leasing and management	21.0	22.2	1.2	5.7%
Real estate sale	95.7	108.7	12.9	13.5%
Others	4.4	4.6	0.2	5.0%
Gross profit	37.3	40.7	3.4	9.1%
Construction contracts	19.2	19.3	0.1	0.8%
[Profit ratio of construction contracts]	17.1%	15.2%	(1.9p)	
Design and supervision	0.5	0.5	0.1	11.6%
Leasing and management	4.7	5.0	0.4	8.3%
Real estate sale	12.2	15.0	2.8	23.4%
Others	0.8	0.8	(0.0)	(3.6%)
Selling, general and administrative expense	17.3	18.1	0.8	4.5%
Operating income	20.0	22.6	2.6	13.1%
[Operating income ratio]	8.5%	8.6%	0.1p	
Financial income (expenses)	(0.2)	(0.3)	(0.1)	
Others, net	0.3	0.5	0.2	
Ordinary income	20.0	22.7	2.7	13.7%
[Ordinary income ratio]	8.5%	8.6%	0.1p	
Special income (losses), net	(0.0)	(0.0)	0.0	
Income before income taxes	20.0	22.7	2.8	13.8%
Current tax	4.7	5.6	0.9	
Deferred tax	2.0	2.1	0.2	
Net income attributable to non-controlling interests	(0.0)	(0.0)	0.0	
Net Income attributable to owners of parent	13.3	15.0	1.7	12.6%

Consolidated Ordinary Income

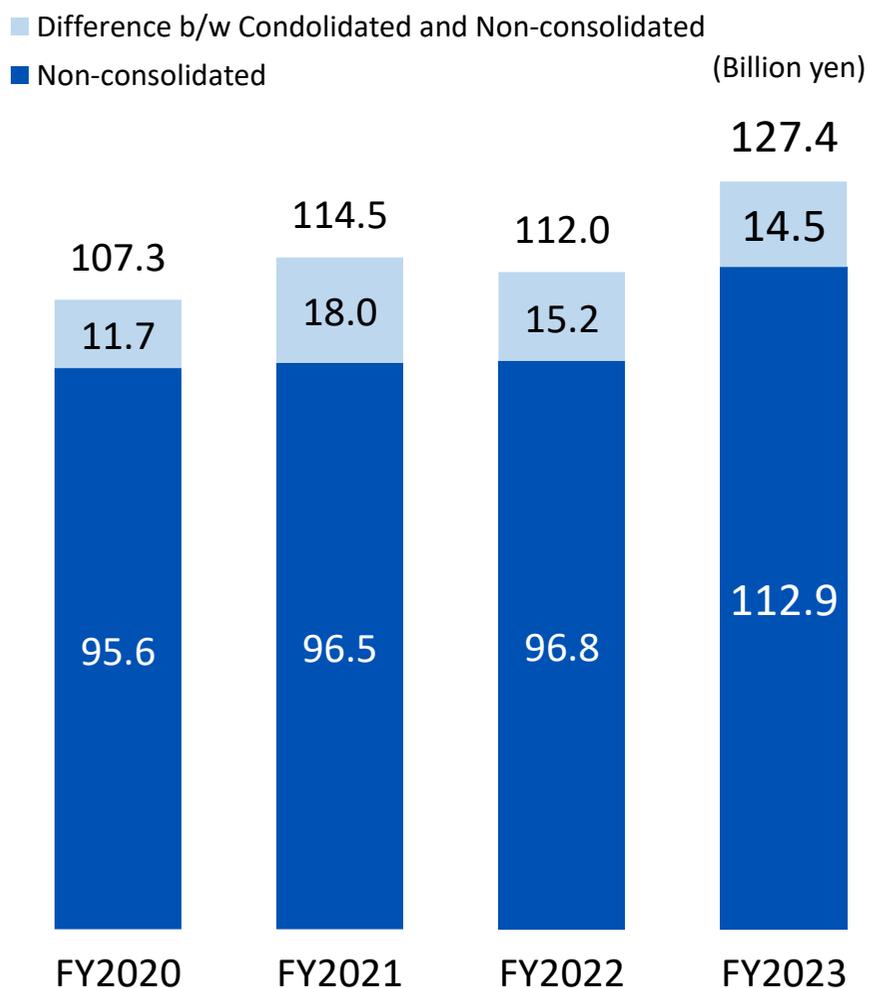
(Billion Yen)



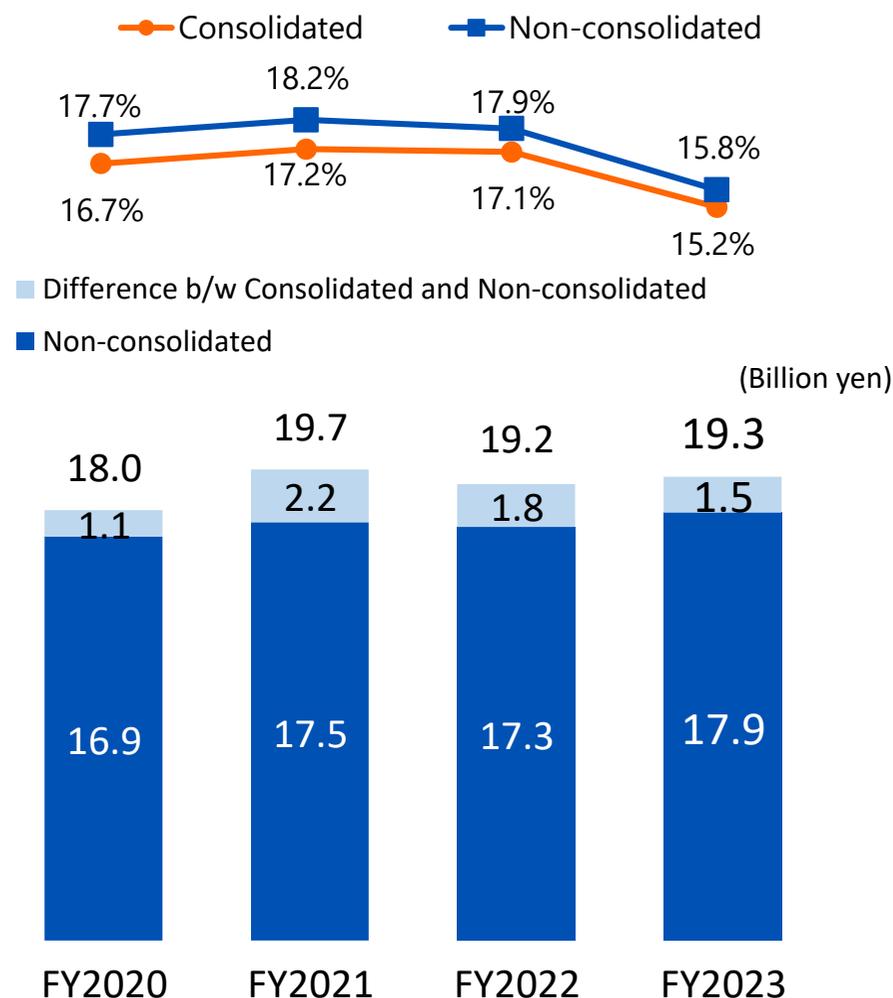
Net sale & Gross profit of Construction contracts

- Net sale of Construction contracts year-on-year increased due to an increase in Non-consolidated construction amount.
- Gross profit of Construction contracts year-on-year increased slightly because the Profit ratio of Construction contracts declined due to an increase in material costs, etc.

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 FY2023 1Q increased 94.4% year-on-year to 111.2 billion yen but the progress for Orders Received is in line with FY2023 Annual Forecast.

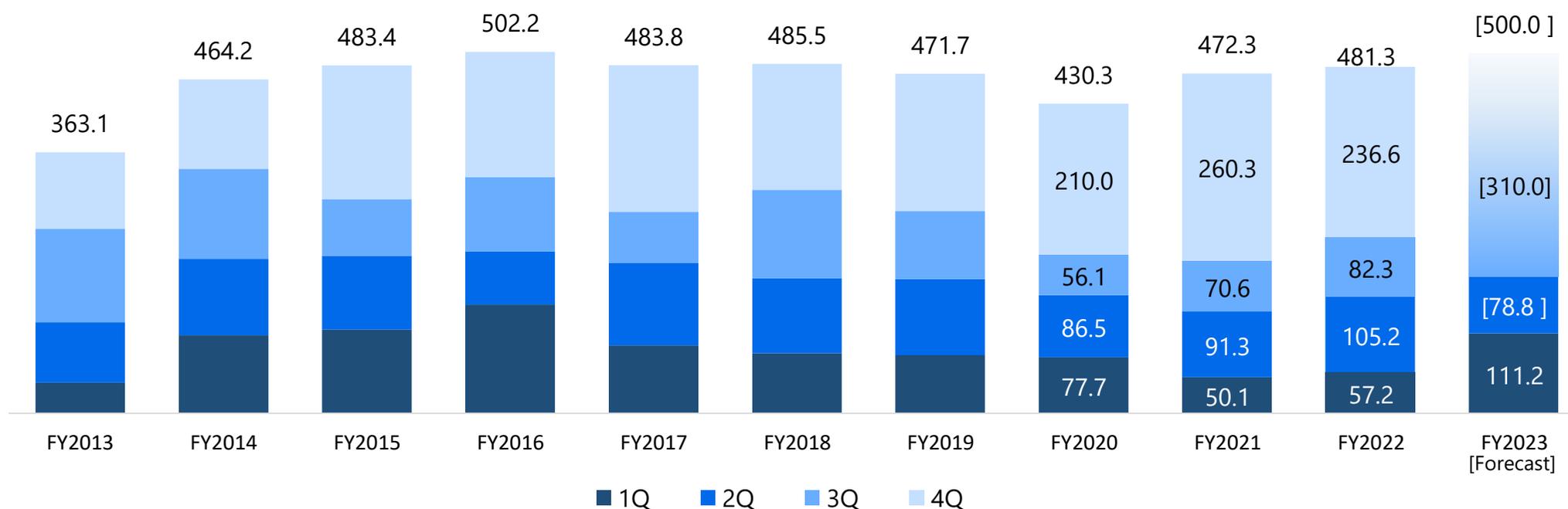
(Billion yen)

	FY2022	FY2023 Result			FY2023 Forecast				
	1Q	1Q	Change	%	1 st Half	Progress	Annual	Change	Progress
Construction business	54.2	107.6	53.5	98.8%	184.0	58.5%	487.0	19.2	22.1%
Private-sector condominiums	40.0	81.9	41.9	104.7%	150.0	54.6%	425.0	28.4	19.3%
Rental condominiums Company housing, Etc.	6.9	17.0	10.0	143.9%	25.0	67.8%	45.0	(0.5)	37.7%
Non-Residence	0.6	2.5	1.8	304.4%	2.5	98.2%	2.5	(5.3)	98.2%
Other	4.9	4.5	(0.4)	(9.0%)	3.5	127.7%	8.5	(2.3)	52.6%
Consulting contracts	1.7	1.9	0.2	11.2%	3.0	62.6%	6.0	(1.0)	31.3%
Design and supervision	3.1	3.6	0.5	17.0%	6.0	59.7%	13.0	(0.5)	27.5%
Order Received	57.2	111.2	54.0	94.4%	190.0	58.5%	500.0	18.7	22.2%

Order Received (Quarterly trends)

《Quarterly Order Received》

(Billion yen)

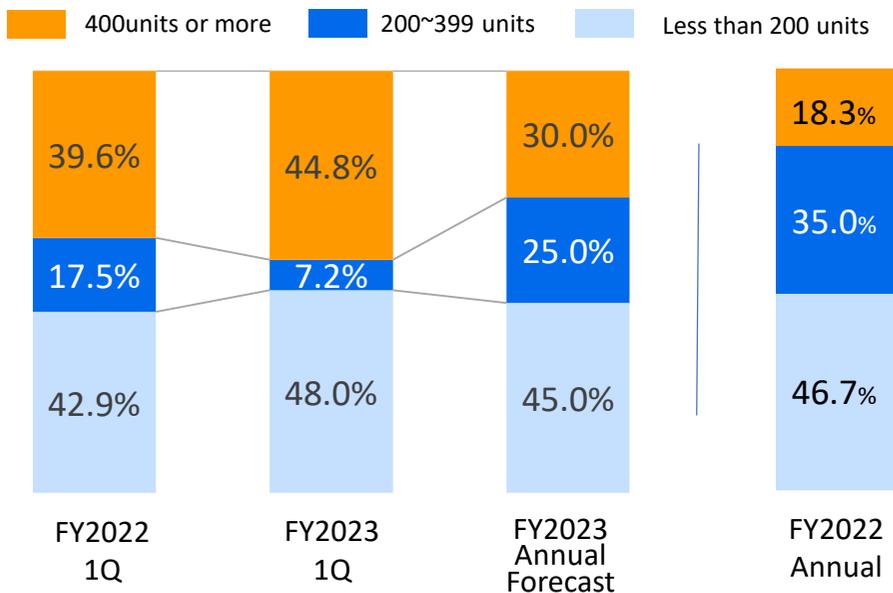


Main Order Property	Property Owners	Location	Units
※ Minato-ku Konan 3-7 Project New Construction	Nippon Steel Kowa Real Estate Co., Ltd.	Minato-ku Tokyo	815
※ Koto-ku Shiohama 2-chome Project New Construction (Rental condominium)	Asahi Kasei Realty & Residence Corporation, etc.	Koto-ku Tokyo	563
Soraie Terrace West	Sumitomo Realty & Development Co., Ltd., etc.	Soka-shi Saitama	417
※ Nakamozu Mikunigaoka Condominium Project	FUJI CORPORATION	Sakai-ku Sakai-shi	190
City Terrace Amagasaki	Sumitomo Realty & Development Co., Ltd.	Amagasaki-shi Hyogo	177
Construction associated with Ise City Eki-mae C District Type 1 Urban Redevelopment Project	Ise City Eki-mae C District Urban Redevelopment Association	Ise-shi Mie	102

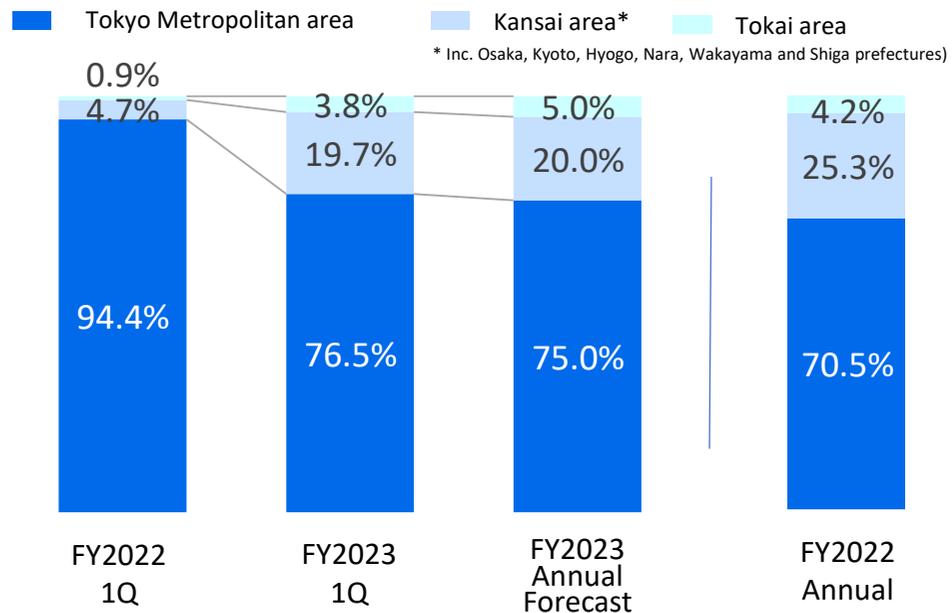
※ Tentative name

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

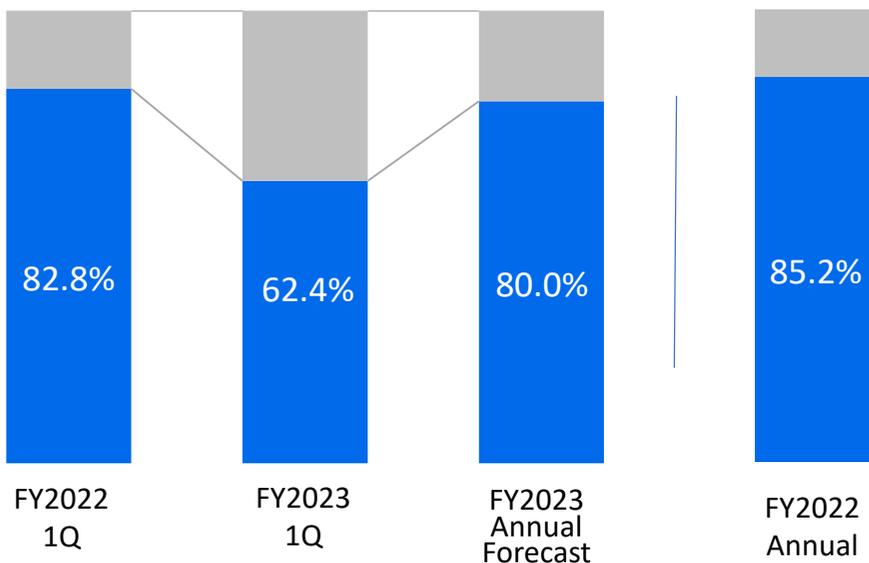
Orders received by Size (Private-sector condominiums)



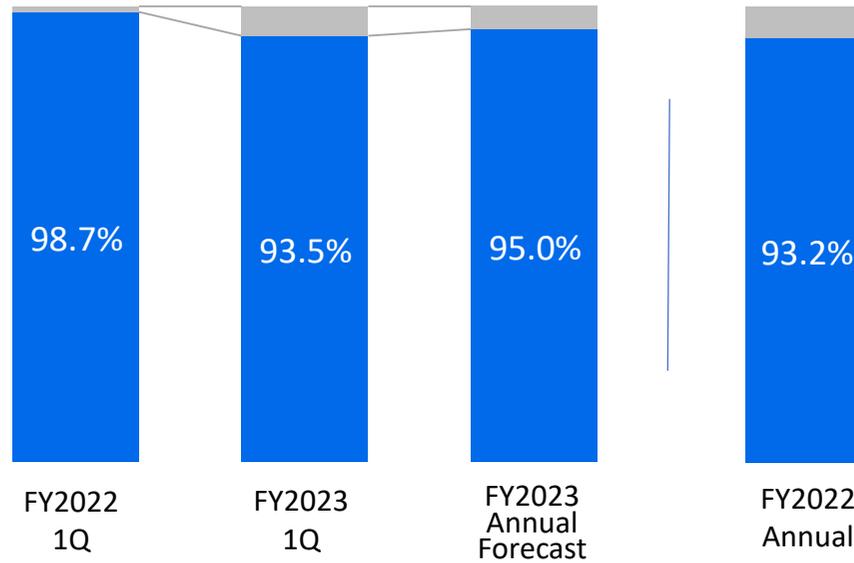
Orders received by Region



Exclusive contract



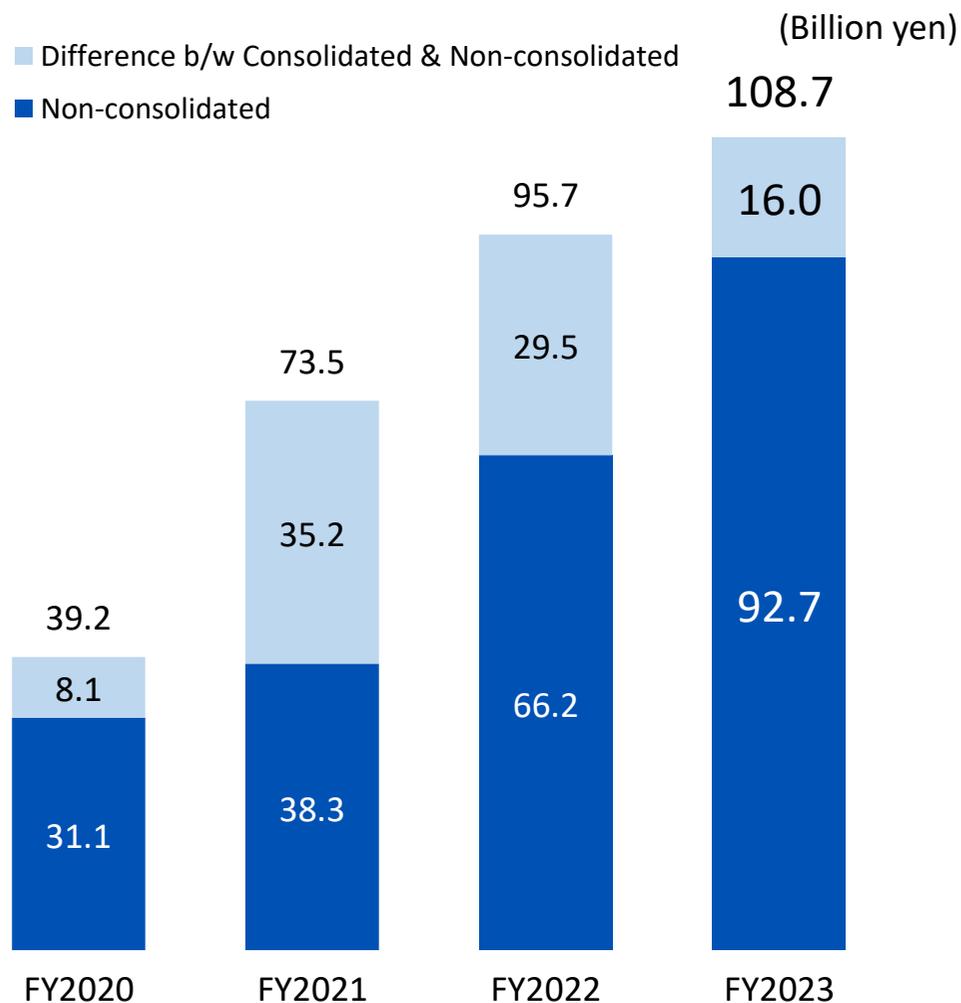
Construction-with-design orders



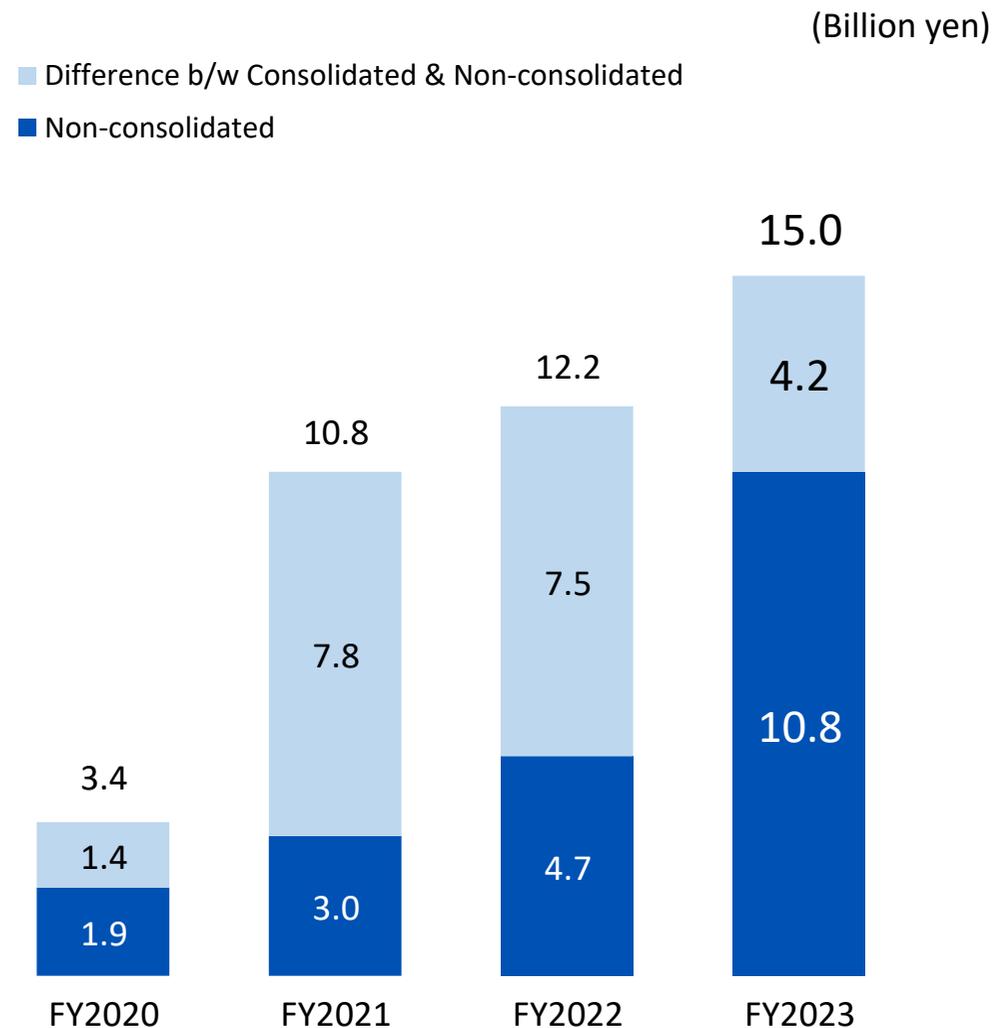
Net sale and Gross profit of Real estate sale

- Net sales and Gross profit of Real estate sale increased due to increases in sales of rental condominiums, etc. to the Private REIT and deliveries of land for orders received, despite a decrease in sales of Income property for sale of whole rental condominiums year-on-year.

Net sale of Real estate sale (1Q)

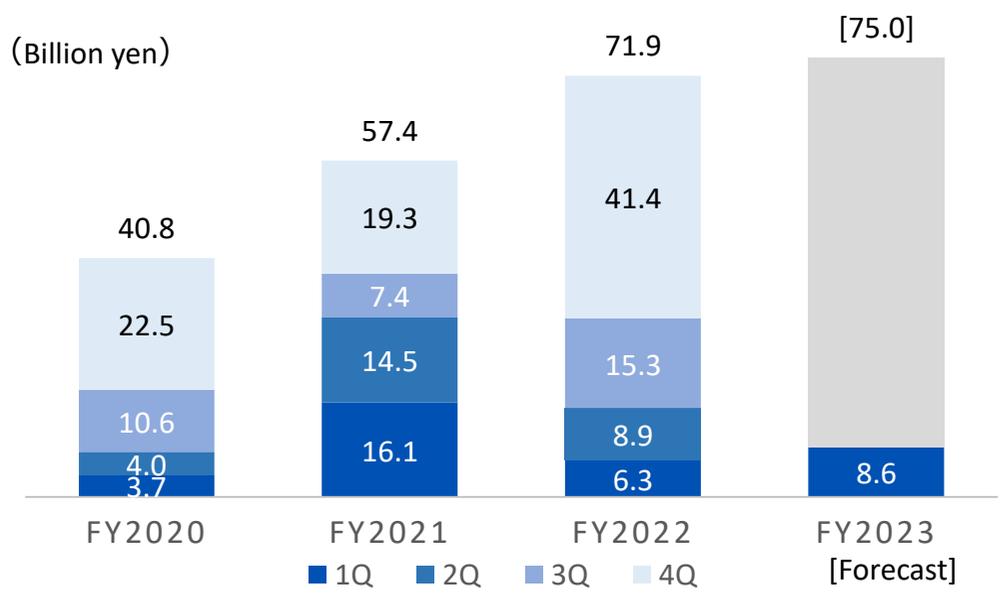


Gross profit of Real estate sale (1Q)

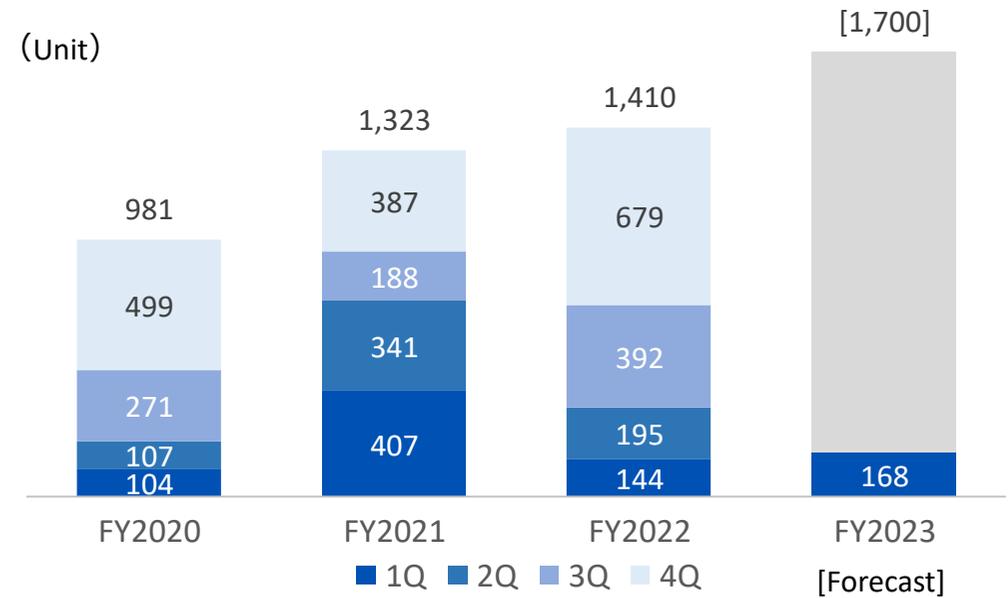


Key indicators of For-sale Condominiums business

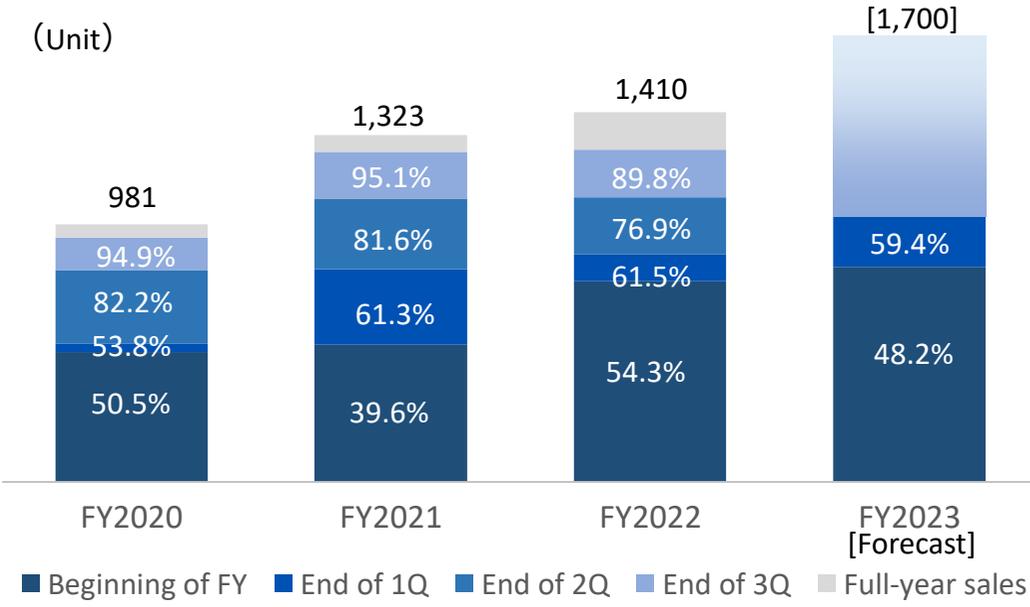
Sales of For-sale Condominium business



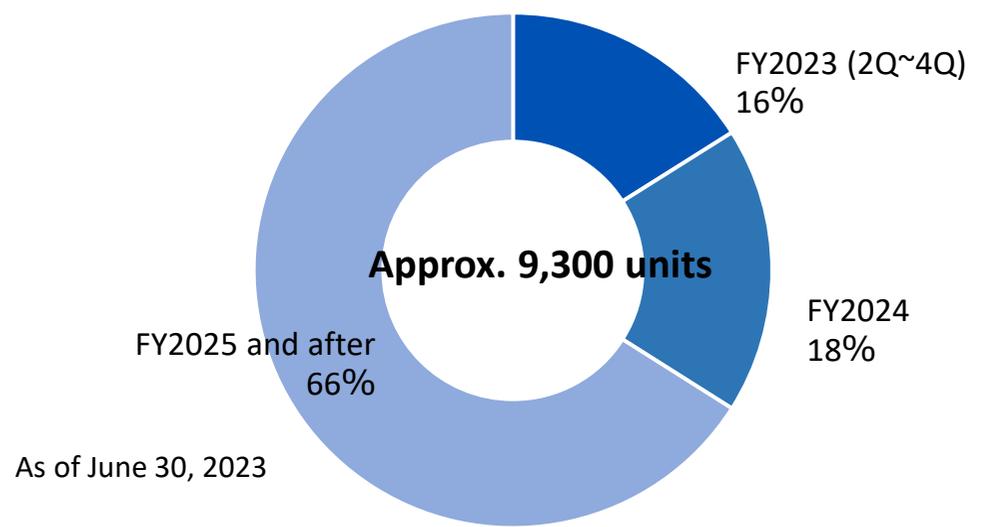
Number of units for For-sale Condominium Sales



Contract progress rate against the number of annual expected units



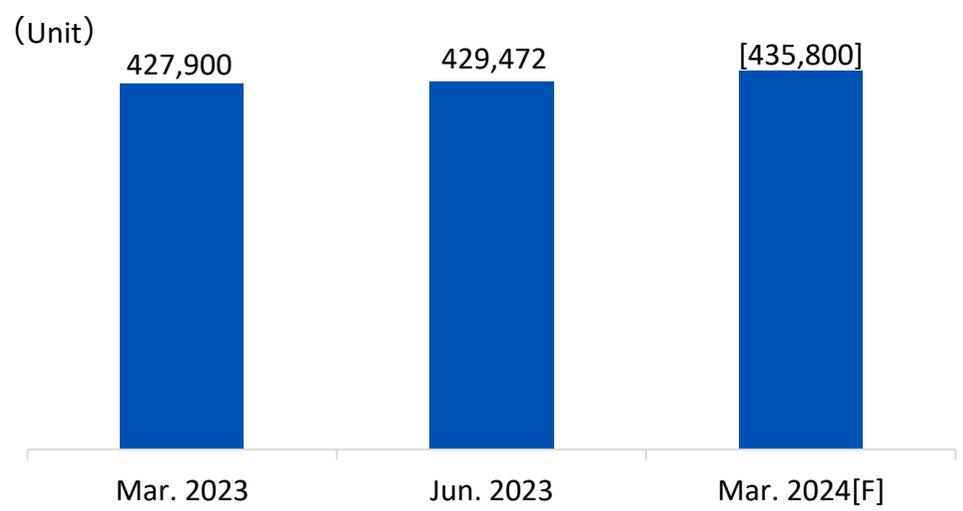
For-sale Condominium units planning by fiscal year



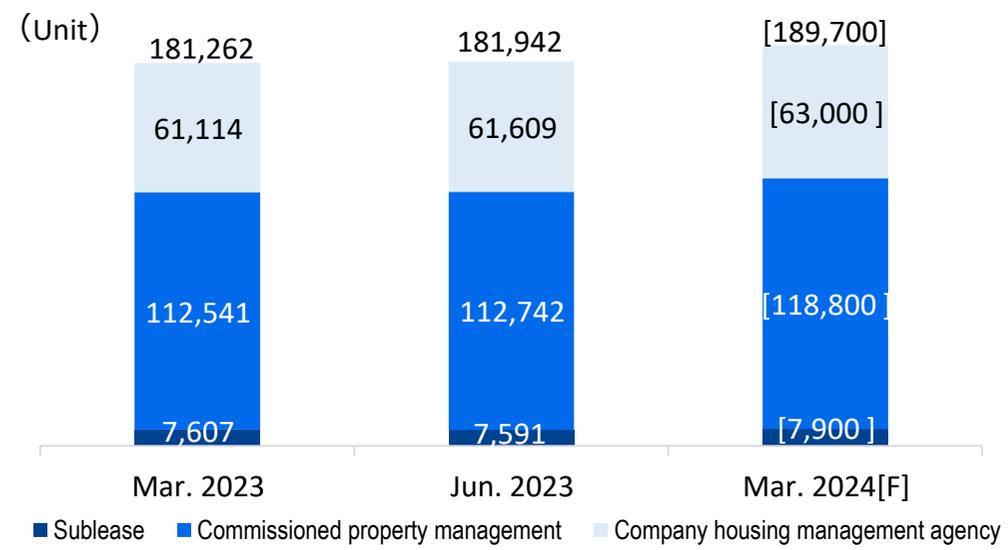
(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgho Real Estate after considering the companies' share.

Operational Benchmarks of Service-Related Business

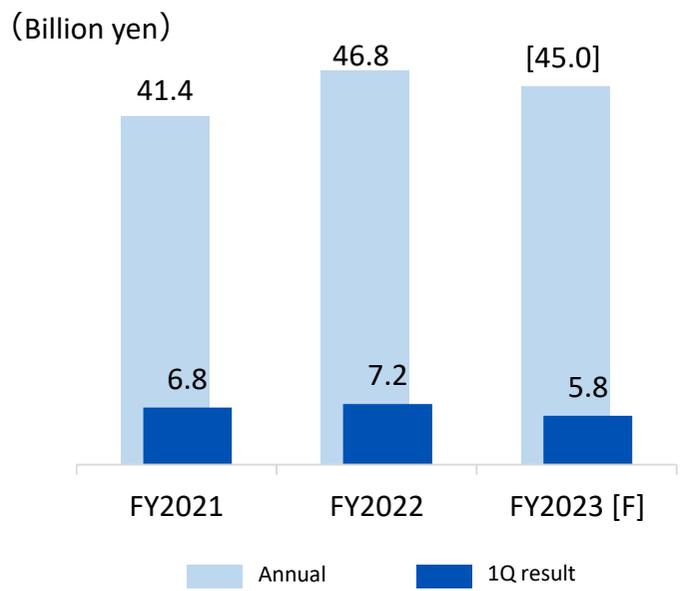
Condominium Building Management



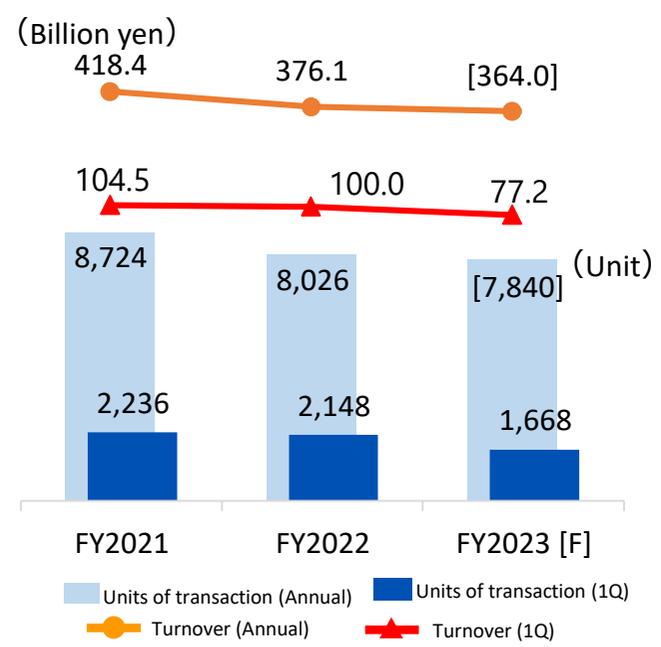
Rental Apartment Management Operation



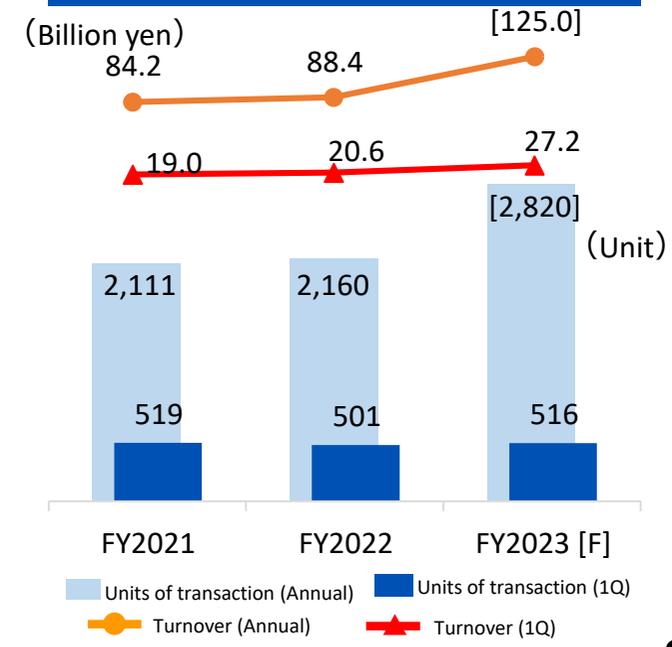
Extensive Refurbishment and Interior improvement Orders



Consignment Sales

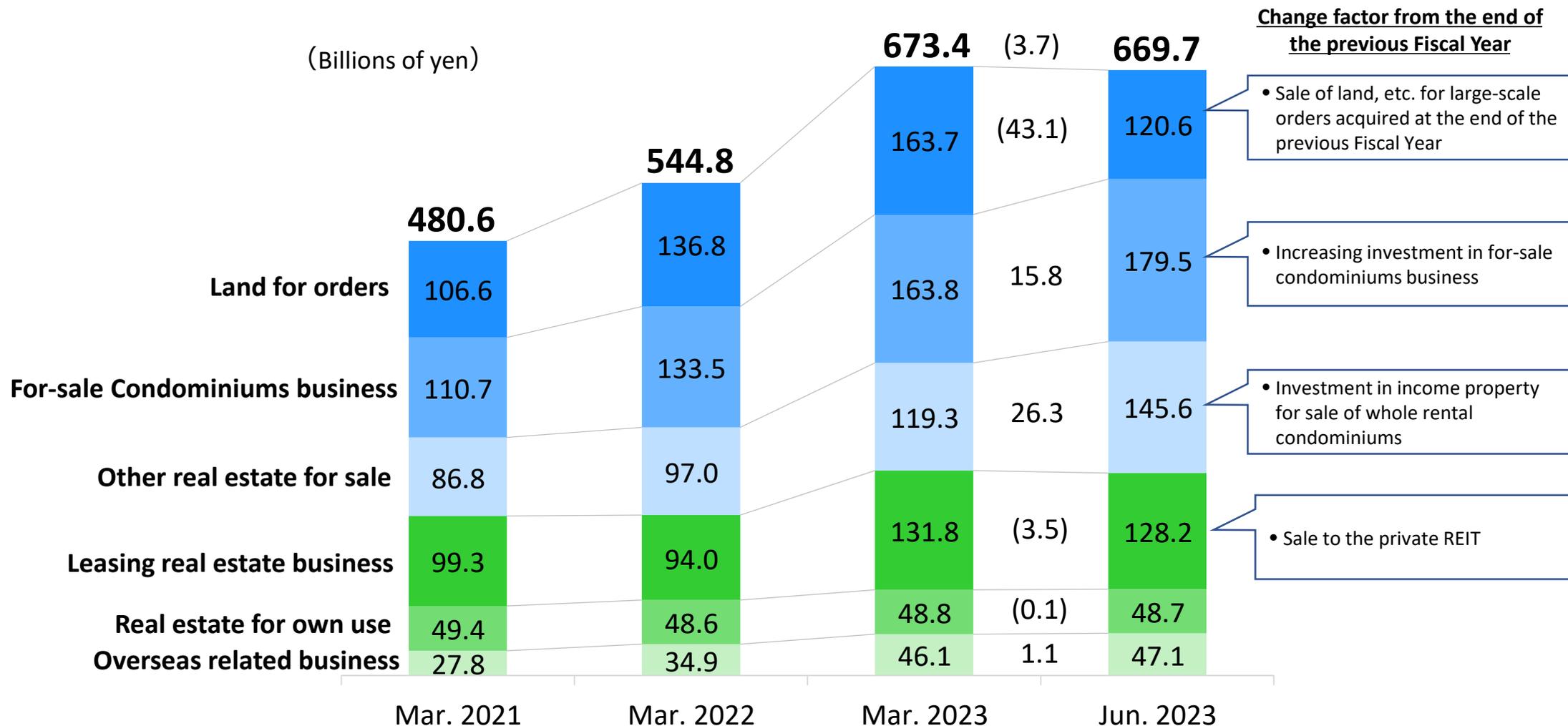


Real estate brokerage



Breakdown of Real estate balance by use

(Billion yen)

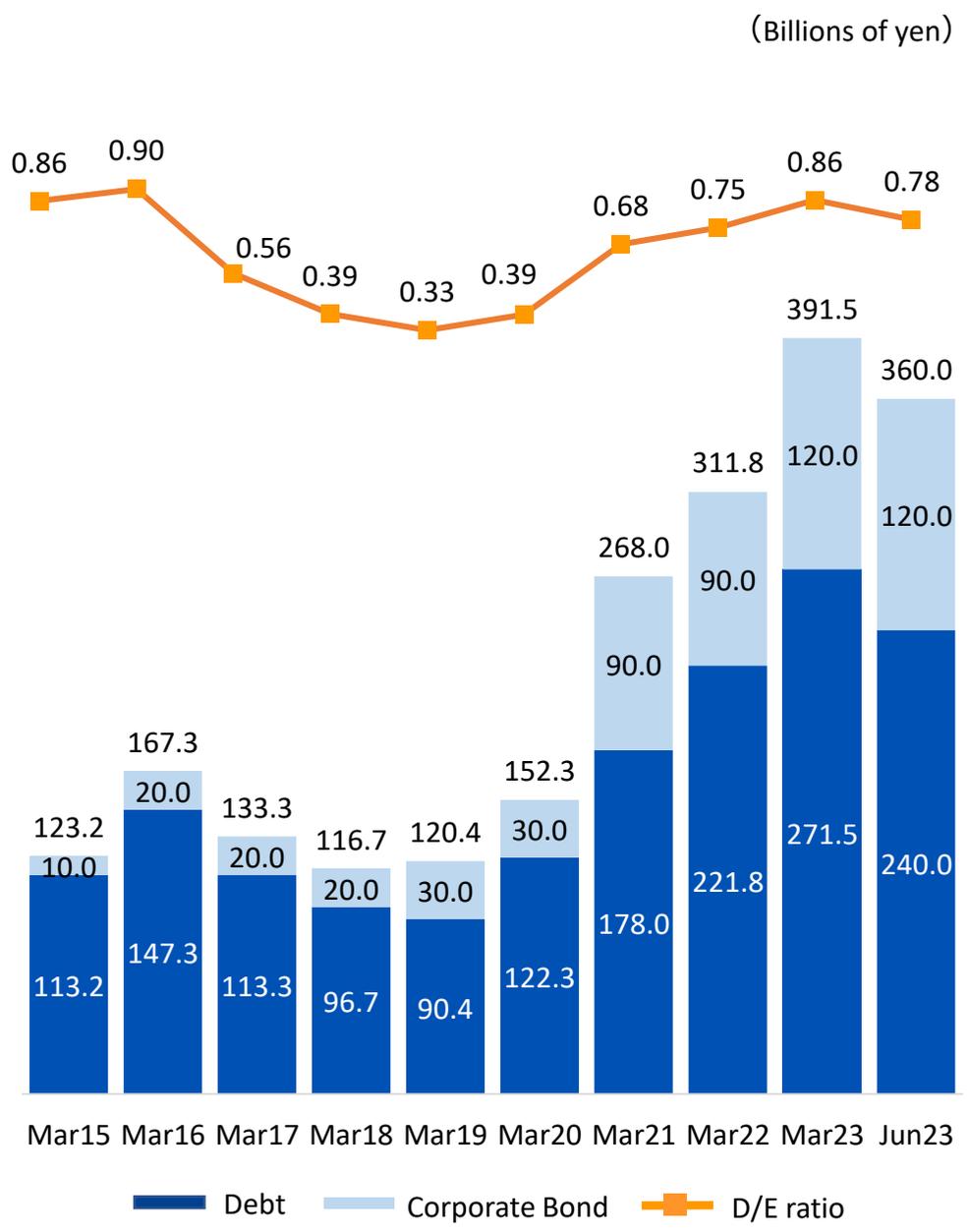


The above real estate balance are total of Real estate for sale, Costs and advances for real estate operations, Real estate for development projects, Property and equipment Land leasehold rights on Consolidated Balance Sheets

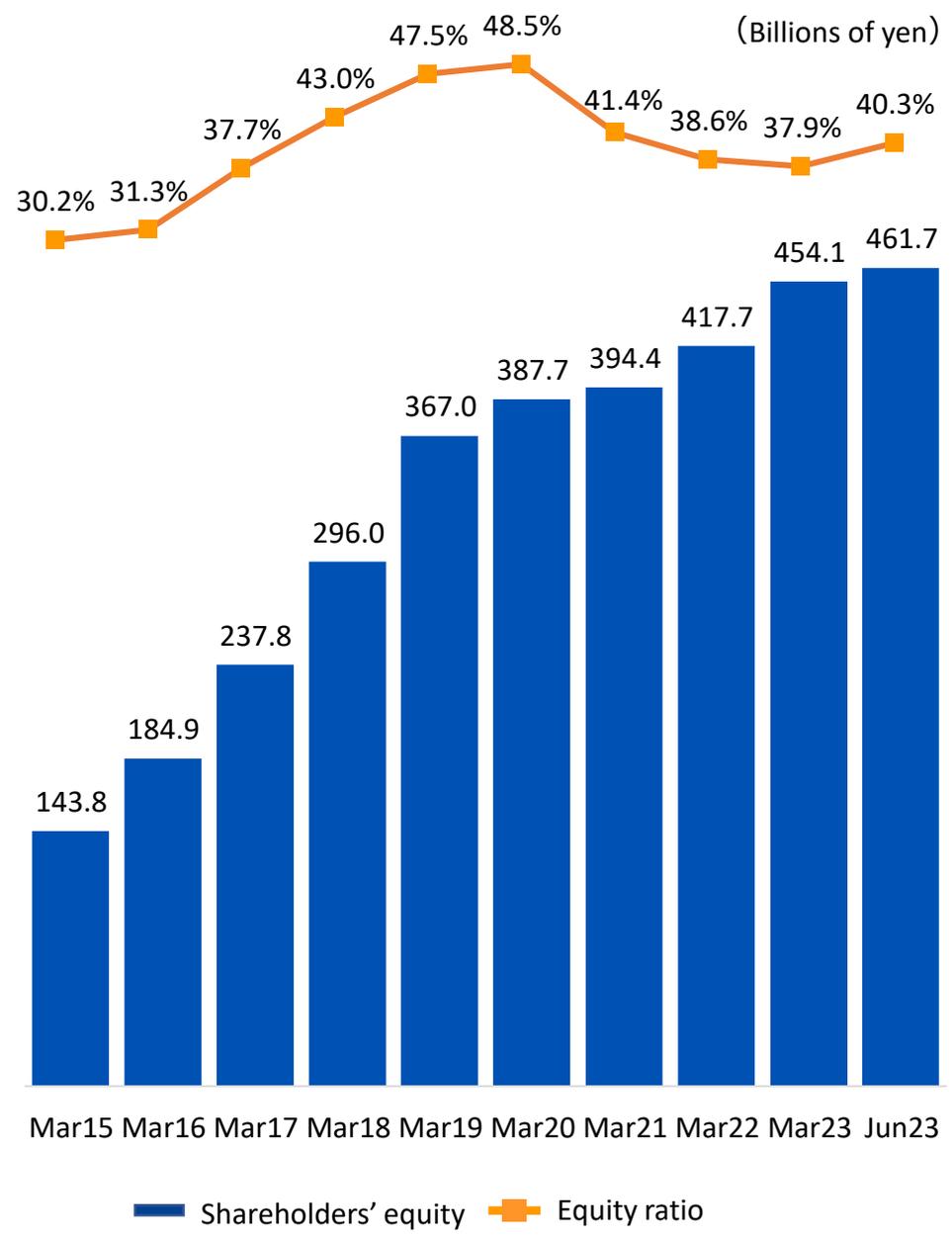
- **Land for orders:** Land for receiving construction orders, etc. by providing land for project owners
- **For-sale Condominium business:** For-sale condominiums business and new for-sale houses business
- **Other real estate for sale:** Income property for sale of whole rental condominiums, renovation business, etc.
- **Leasing real estate business:** Including sales to Private REIT
- **Real estate for own use:** Paid facilities for the elderly, Technical research institutes, and others
- **Overseas related business:** Development in Hawaii State

Interest-bearing debt and Shareholders' equity

Interest-bearing debt



Shareholder's equity



Reference Information

Summary of Consolidated Income Statements

Billions of yen

	FY2022	FY2023	Change		FY2022	FY2023 Forecast				
	1Q Result < A >	1Q Result < B >	Amount < B - A >	%	Result < C >	Interim		Annual	Annual	
						Progress	< D >	< D - C >	Progress	
Net sales	234.1	263.9	29.8	12.7%	1,027.3	530.0	49.8%	1,080.0	52.7	24.4%
Construction contracts	112.0	127.4	15.3	13.7%	502.4	250.0	50.9%	530.0	27.6	24.0%
Design and supervision	0.9	1.1	0.1	13.6%	11.8	3.5	30.1%	12.0	0.2	8.8%
Leasing and management	21.0	22.2	1.2	5.7%	86.6	44.5	49.9%	90.0	3.4	24.7%
Real estate sale	95.7	108.7	12.9	13.5%	408.5	223.0	48.7%	430.0	21.5	25.3%
Others	4.4	4.6	0.2	5.0%	18.0	9.0	51.3%	18.0	0.0	25.6%
Gross profit	37.3	40.7	3.4	9.1%	161.3	78.0	52.2%	164.0	2.7	24.8%
Construction contracts	19.2	19.3	0.1	0.8%	83.3	40.0	48.3%	85.0	1.7	22.7%
[Profit ratio of construction contracts]	17.1%	15.2%	(1.9p)		16.6%	16.0%		16.0%	(0.6p)	
Design and supervision	0.5	0.5	0.1	11.6%	6.4	1.5	35.3%	6.0	(0.4)	8.8%
Leasing and management	4.7	5.0	0.4	8.3%	19.3	9.5	53.1%	19.5	0.2	25.8%
Real estate sale	12.2	15.0	2.8	23.4%	49.9	25.5	59.0%	51.0	1.1	29.5%
Others	0.8	0.8	(0.0)	(3.6%)	2.4	1.5	50.6%	2.5	0.1	30.4%
Selling, general and administrative expense	17.3	18.1	0.8	4.5%	71.1	36.0	50.3%	76.0	4.9	23.8%
Operating income	20.0	22.6	2.6	13.1%	90.2	42.0	53.7%	88.0	(2.2)	25.7%
[Operating income ratio]	8.5%	8.6%	0.1p		8.8%	7.9%		8.1%	(0.7p)	
Financial income (expenses) *	(0.2)	(0.3)	(0.1)		(3.1)	(3.3)		(5.5)	(2.4)	
Others, net	0.3	0.5	0.2		1.2	0.3		0.5	(0.7)	
Ordinary income	20.0	22.7	2.7	13.7%	88.3	39.0	58.3%	83.0	(5.3)	27.4%
[Ordinary income ratio]	8.5%	8.6%	0.1p		8.6%	7.4%		7.7%	(0.9p)	
Special income (losses), net	(0.0)	(0.0)	0.0		(0.9)	-		-	0.9	
Income before income taxes	20.0	22.7	2.8	13.8%	87.3	39.0	58.3%	83.0	(4.3)	27.4%
Current tax	4.7	5.6	0.9		29.1	} 13.0				
Deferred tax	2.0	2.1	0.2		(1.1)			27.5	(0.5)	
Net income attributable to non-controlling interests	(0.0)	(0.0)	0.0		(0.0)					
Net Income attributable to owners of parent	13.3	15.0	1.7	12.6%	59.3	26.0	57.7%	55.5	(3.8)	27.0%

Depreciation and amortization, excluding goodwill-amortization	1.5	1.7	0.2	15.2%
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*Interest income + Dividend income - Interest expense - Interest on bonds - Incidental loan expenses, etc.

Summary of Non-Consolidated Income Statements

Billions of yen

	FY2022 1Q Result < A >	FY2023 1Q Result < B >	Change		FY2022 Result < C >	FY2023 Forecast				
			Amount < B - A >	%		Interim		Annual		
						Progress	< D >	< D - C >	Progress	
Net sales	165.3	208.2	42.9	25.9%	706.2	380.0	54.8%	730.0	23.8	28.5%
Construction contracts	95.3	111.5	16.2	17.0%	425.7	210.0	53.1%	450.0	24.3	24.8%
Commissioned works	1.5	1.4	(0.2)	(10.7%)	6.4	3.0	45.5%	6.0	(0.4)	22.7%
Design and supervision	0.9	1.1	0.2	17.5%	13.1	4.0	27.6%	13.0	(0.1)	8.5%
Lease rentals of buildings	1.3	1.5	0.2	15.5%	5.5	3.0	50.5%	6.0	0.5	25.3%
Real estate sale	66.2	92.7	26.5	39.9%	255.4	160.0	57.9%	255.0	(0.4)	36.4%
Gross profit	23.0	29.6	6.6	28.4%	95.4	50.5	58.6%	100.0	4.6	29.6%
Construction contracts	16.1	16.9	0.8	5.1%	68.4	33.0	51.2%	70.0	1.6	24.1%
Commissioned works	1.3	1.0	(0.3)	(23.9%)	4.4	1.5	64.8%	3.5	(0.9)	27.8%
[Profit ratio of construction works]	17.9%	15.8%	(2.1p)		16.8%	16.2%		16.1%	(0.7p)	
Design and supervision	0.5	0.5	0.1	14.1%	7.1	2.0	27.4%	6.5	(0.6)	8.4%
Lease rentals of buildings	0.5	0.4	(0.2)	(32.5%)	1.7	1.0	35.0%	2.0	0.3	17.5%
Real estate sale	4.7	10.8	6.1	130.9%	13.8	13.0	83.3%	18.0	4.2	60.1%
Selling, general and administrative expense	10.1	10.7	0.6	5.7%	41.5	20.5	52.0%	44.0	2.5	24.2%
Operating income	13.0	18.9	6.0	46.1%	53.9	30.0	63.1%	56.0	2.1	33.8%
[Operating income ratio]	7.8%	9.1%	1.3p		7.6%	7.9%		7.7%	0.1p	
Financial income (expenses) *	8.3	10.6	2.3		8.0	8.7		9.2	1.2	
Others, net	0.2	0.3	0.1		0.6	0.3		0.8	0.2	
Ordinary income	21.5	29.8	8.4	38.9%	62.5	39.0	76.5%	66.0	3.5	45.2%
[Ordinary income ratio]	13.0%	14.3%	1.3p		8.8%	10.3%		9.0%	0.2p	
Special income (losses), net	(0.0)	0.0	0.0		(0.3)	-		-	0.3	
Income before income taxes	21.5	29.8	8.4	38.9%	62.2	39.0	76.5%	66.0	3.8	45.2%
Current tax	3.1	5.3	2.2		17.1	} 9.0		18.0	1.4	
Deferred tax	1.2	1.2	0.0		(0.5)					
Net income	17.2	23.4	6.2	35.9%	45.6	30.0	77.9%	48.0	2.4	48.7%
Depreciation and amortization, excluding goodwill-amortization	0.9	1.0	0.1	12.8%						

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

Summary of Consolidated Balance Sheets

Billions of yen

	3/31/2023	6/30/2023	Change			3/31/2023	6/30/2023	Change	
			Amount	%				Amount	%
Current assets:	869.2	807.1	(62.1)	(7.1%)	Current liabilities:	378.8	326.5	(52.3)	(13.8%)
Cash and bank deposits	206.6	188.6	(18.1)	(8.7%)	Notes and accounts payable	93.2	86.1	(7.1)	(7.6%)
Notes and accounts receivable, trade	169.1	125.6	(43.5)	(25.7%)	Electronically recorded obligations	63.9	65.7	1.8	2.9%
Negotiable Certificates of Deposit	4.6	0.8	(3.8)	(82.7%)	Short-term debt	31.5	-	(31.5)	(100.0%)
Costs on uncompleted construction contracts	12.1	14.6	2.6	21.2%	Current portion of long-term debt	10.0	20.0	10.0	100.0%
Real estate for sale	217.0	175.8	(41.2)	(19.0%)	Current portion of bonds	20.0	20.0	-	0.0%
Cost and advances for real estate operations	212.6	245.6	33.0	15.5%	Advances received on uncompleted construction contracts	28.6	29.7	1.1	3.7%
Real estate for development projects	30.3	30.9	0.6	1.9%	Deposits	45.6	34.3	(11.3)	(24.7%)
Other current assets	16.9	25.3	8.4	49.3%	Other current liabilities	86.0	70.6	(15.4)	(17.9%)
Allowance for doubtful accounts	(0.1)	(0.1)	(0.1)	-%	Long-term liabilities:	365.2	356.7	(8.5)	(2.3%)
					Straight bonds	100.0	100.0	-	-%
					Long-term debt	230.0	220.0	(10.0)	(4.3%)
					Net defined benefit liability	1.6	1.7	0.0	1.7%
					Provision for loss on litigation	2.8	2.8	0.0	0.7%
					Other long-term liabilities	30.8	32.2	1.5	4.8%
					Total liabilities	744.0	683.2	(60.8)	(8.2%)
Fixed assets:	328.9	337.9	9.0	2.7%	Shareholders' Equity:	455.1	459.4	4.2	0.9%
Property and equipment, Land leasehold rights	213.5	217.5	3.9	1.8%	Capital stock	57.5	57.5	-	-%
Goodwill	2.2	2.1	(0.1)	(2.3%)	Capital surplus	7.4	7.4	-	-%
Investment securities	61.2	68.3	7.1	11.6%	Retained earnings	427.9	431.8	3.9	0.9%
Deferred tax assets	10.8	8.2	(2.5)	(23.4%)	Treasury stock	(37.6)	(37.3)	0.3	-%
Other fixed assets	42.0	42.5	0.5	1.2%	Accumulated Other Comprehensive Income:	(1.0)	2.4	3.4	-%
Allowance for doubtful accounts	(0.8)	(0.8)	0.0	-%	Net unrealized gain on other securities	0.7	3.3	2.5	357.8%
					Translation adjustments	5.2	5.9	0.6	11.9%
					Retirement benefits liability adjustments	(7.0)	(6.8)	0.2	-%
					Non-controlling interests	0.0	0.0	(0.0)	(3.5%)
					Total net assets	454.1	461.7	7.6	1.7%
Total assets	1,198.1	1,144.9	(53.2)	(4.4%)	Total liabilities and net assets	1,198.1	1,144.9	(53.2)	(4.4%)

Summary of financial results of Major Subsidiaries

Billions of yen

	FY2022 1Q result			FY2023 1Q result			FY2023 Annual forecast		
	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income
Haseko Corporation	165.3	21.5	17.2	208.2	29.8	23.4	730.0	66.0	48.0
Construction-Related Business									
Fuji Kensetsu, Co., Ltd.	7.2	0.7	0.5	7.0	0.3	0.2	38.2	3.3	2.1
Hasec, Inc.	0.2	0.1	0.1	0.2	0.1	0.1	0.8	0.6	0.4
Haseko Furnishing Co., Ltd.*	1.8	0.1	0.0	1.9	0.0	0.0	8.3	0.2	0.2
Hosoda Corporation	3.3	0.1	0.1	2.1	(0.3)	(0.3)	22.7	0.9	0.8
Real Estate-Related Business									
Haseko Real Estate Development Holdings, Inc.									
Haseko Real Estate Development, Inc.	13.8	1.3	0.9	4.0	(0.5)	(0.3)	54.0	2.2	1.3
Sohgoh Real Estate, Co., Ltd.	8.4	2.0	1.3	10.7	1.3	0.8	43.7	2.4	1.4
Haseko Homes	0.1	0.0	0.0	0.1	(0.1)	(0.1)	4.7	0.3	0.2
Service-Related Business									
Haseko Anesis Corporation	6.3	6.0	6.0	7.4	7.0	7.0	8.7	6.8	6.9
Haseko Reform, Inc.	10.0	0.4	0.2	10.2	0.2	0.2	45.1	1.6	1.1
Haseko Livenet, Inc.	8.9	1.0	0.7	10.6	1.0	0.7	53.5	4.8	3.2
Haseko Business Proxy, Inc.	0.5	0.1	0.0	0.6	0.1	0.1	2.2	0.3	0.2
Haseko Urbest, Inc.	1.9	0.1	0.0	2.7	0.8	0.5	12.9	3.5	2.4
Haseko Real Estate, Inc.	6.9	0.1	0.1	15.3	0.7	0.4	59.3	3.5	2.3
Haseko Intec, Inc.	1.2	0.0	0.0	1.7	0.1	0.1	7.2	0.6	0.4
Haseko Systems, Inc.	2.3	0.3	0.2	2.4	0.3	0.2	10.0	1.4	1.0
Haseko Property Management Holdings, Inc.									
Haseko Community, Inc.	12.7	0.7	0.4	13.4	0.8	0.6	60.2	4.6	3.2
Haseko Community Kyushu, Inc.	0.6	0.0	0.0	0.6	0.0	0.0	2.9	0.2	0.1
Haseko Community Nishinohon, Inc.	0.2	0.0	0.0	0.2	0.0	0.0	1.2	0.1	0.1
Haseko Community Okinawa, Inc.	0.1	0.0	0.0	0.1	0.0	0.0	0.5	0.1	0.1
JOINT PROPERTY, CO., LTD	0.5	0.0	0.0	0.4	0.0	0.0	2.4	0.2	0.1
Haseko Senior Well Design, Co., Ltd.	3.0	0.1	0.2	3.3	0.2	0.2	13.2	0.2	0.4
Furusato, Co., Ltd.	0.5	0.0	0.0	0.5	0.1	0.0	2.1	0.0	0.0
Overseas-Related Business									
Haseko America, Inc.	0.0	(0.7)	(0.7)	0.0	(0.8)	(0.8)	5.6	(2.8)	(2.8)
Consolidated	234.1	20.0	13.3	263.9	22.7	15.0	1,080.0	83.0	55.5

* On April 1, 2023, Folis Corporation was changed to Haseko Furnishing Co., Ltd.

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

Tokyo metropolitan area

	FY2021 (From April 1, 2021 to March 31, 2022)					FY 2022 (From April 1, 2022 to March 31, 2023)					FY 2023 (From April 1, 2023 to June 30, 2023)				
	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	5,421	-	-	76.8%	-	4,272	-	-	75.2%	-	911	-	-	79.8%	-
50 ~ 99 units	8,770	1,055	12.0%	73.8%	74.6%	7,609	1,241	16.3%	75.0%	72.5%	1,528	294	19.2%	72.0%	70.1%
100 ~ 199 units	7,336	3,987	54.3%	72.3%	73.0%	5,901	3,184	54.0%	63.0%	64.2%	1,028	515	50.1%	63.2%	65.6%
200 ~ 399 units	4,526	3,109	68.7%	60.8%	58.5%	4,471	2,612	58.4%	70.1%	65.0%	1,125	514	45.7%	74.8%	76.5%
400 units or more	6,819	3,137	46.0%	77.4%	68.5%	6,379	2,751	43.1%	70.4%	48.8%	940	416	44.3%	69.9%	42.5%
Total: Fiscal year base	32,872	11,288	34.3%	72.9%	67.9%	28,632	9,788	34.2%	70.7%	61.1%	5,532	1,739	31.4%	71.9%	64.1%
Of which 20 stories and above	4,487	394	8.8%	-	-	4,099	624	15.2%	-	-	982	118	12.0%	-	-
Total: Calendar year base	33,636	11,583	34.4%	(Jan. 21 ~ Dec. 21)		29,569	10,420	35.2%	(Jan. 22 ~ Dec. 22)		10,502	3,393	32.3%	(Jan. 23 ~ Jun. 23)	

Kansai area (*excluding Tokai area)

	FY2021 (From April 1, 2021 to March 31, 2022)					FY 2022 (From April 1, 2022 to March 31, 2023)					FY 2023 (From April 1, 2023 to June 30, 2023)				
	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	2,941	41	1.4%	72.3%	43.9%	3,393	1	0.0%	74.4%	100.0%	390	-	-	72.3%	-
50 ~ 99 units	5,505	630	11.4%	76.4%	72.2%	5,294	345	6.5%	75.7%	63.2%	992	135	13.6%	76.1%	80.0%
100 ~ 199 units	5,721	853	14.9%	66.4%	59.8%	5,573	917	16.5%	69.9%	58.3%	1,147	89	7.8%	66.7%	71.9%
200 ~ 399 units	2,851	1,594	55.9%	61.4%	66.1%	1,920	1,076	56.0%	61.7%	63.9%	482	236	49.0%	61.4%	56.4%
400 units or more	1,142	630	55.2%	73.4%	69.0%	1,072	506	47.2%	57.9%	51.4%	233	175	75.1%	60.1%	61.7%
Total: Fiscal year base	18,160	3,748	20.6%	70.0%	66.0%	17,252	2,845	16.5%	70.9%	59.8%	3,244	635	19.6%	69.0%	65.0%
Of which 20 stories and above	2,525	790	31.3%	-	-	2,450	332	13.6%	-	-	319	49	15.4%	-	-
Excluding studio apartment	14,934	3,748	25.1%	68.2%	66.0%	14,231	2,845	20.0%	69.4%	59.8%	2,595	635	24.5%	65.1%	65.0%
Total: Calendar year base	18,951	3,839	20.3%	(Jan. 21 ~ Dec. 21)		17,858	3,188	17.9%	(Jan. 22 ~ Dec. 22)		6,075	1,071	17.6%	(Jan. 23 ~ Jun. 23)	

Six years Summary

Billions of yen, Thousand shares

	1Q Result					
	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Consolidated						
Net Sales	223.5	192.1	172.0	213.7	234.1	263.9
Operating Income	23.5	17.4	12.0	20.4	20.0	22.6
Ordinary Income	23.8	17.5	10.9	21.3	20.0	22.7
Net income attributable to owners of parent	17.0	12.5	7.5	14.7	13.3	15.0
Total Assets	666.2	712.0	817.0	923.7	1,022.4	1,144.9
Inventories *	168.9	199.1	274.4	292.2	366.2	452.3
Property and Equipment, Leasehold rights	141.4	140.8	157.5	179.0	183.1	217.5
Real Estate Balance total	310.3	339.8	431.8	471.3	549.3	669.7
Interest-bearing debt balance	125.8	116.5	211.6	267.3	311.2	360.0
Shareholders' equity	299.7	356.8	376.9	387.4	422.8	461.7
Equity ratio	45.0%	50.1%	46.1%	41.9%	41.4%	40.3%
Net cash provided by (used in) Operating activities	(39.2)	(58.9)	(30.3)	8.2	30.6	33.6
Net cash provided by (used in) Investing activities	(12.3)	(18.7)	(4.1)	(6.6)	(10.3)	(12.6)
Net cash provided by (used in) Financing activities	(2.9)	(25.0)	38.6	(13.6)	(13.2)	(42.6)
Cash and cash equivalents at end of the period	152.3	110.4	156.0	202.7	211.2	186.8
Number of employees	7,120	7,341	7,620	7,798	7,829	8,008
Non-Consolidated						
Net Sales	168.7	144.9	128.8	137.0	165.3	208.2
Operating Income	19.8	15.9	11.8	12.4	13.0	18.9
Ordinary Income	20.1	36.1	20.9	20.8	21.5	29.8
Net Income	13.8	31.1	17.8	16.7	17.2	23.4
Total Assets	532.2	582.4	698.0	772.1	869.4	964.1
Shareholders' equity	261.3	311.4	332.4	339.2	361.9	388.4
Equity ratio	49.1%	53.5%	47.6%	43.9%	41.6%	40.3%
Order	83.6	80.9	77.7	50.1	57.2	111.2
Number of employees	2,478	2,535	2,484	2,523	2,510	2,523
Outstanding shares						
Common stock (including treasury stock)	300,794	300,794	300,794	300,794	300,794	300,794
Treasury stock	3,419	3,374	11,444	26,152	25,980	28,043
(Treasury stock remaining in the trust)	3,221	3,172	3,084	2,973	2,797	4,859
The average number of shares	297,369	297,410	290,898	275,121	274,769	272,684

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

