

Summary of Financial Statements

- For the nine months ended December 31, 2023 -



February 2024

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

- In Consolidated financial results for FY2023 1Q-3Q, Net Sales increased 8.8% year-on-year to 768.9 billion yen due to an increase in sales of Construction contracts and Real estate sale. Ordinary Income increased 9.9% year-on-year to 60.5 billion yen due to an increase in the gross profit of Real estate sale, etc.
- Orders Received (non-consolidated) increased 27.5% year-on-year to 312.1 billion yen mainly due to an increase in orders received from Private-sector condominiums.

Billions of yen

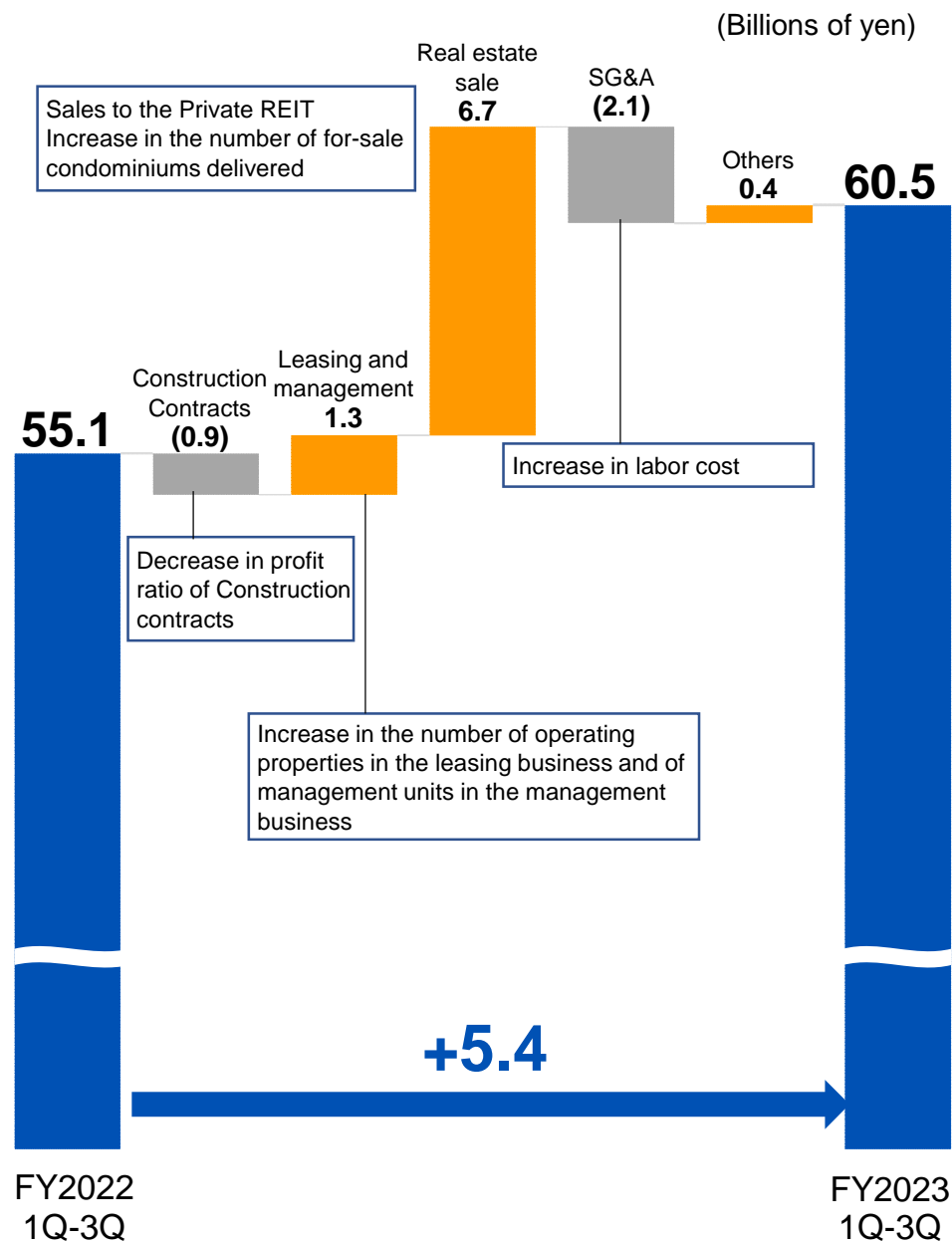
Consolidated	FY2022 1Q-3Q (A)	FY2023 1Q-3Q (B)	Change		FY2023 Annual	
			(B)-(A)	%	Forecast	Progress
Net Sales	706.5	768.9	62.3	8.8%	1,080.0	71.2%
Gross profit	108.7	115.7	7.0	6.4%	164.0	70.5%
Operating Income	56.6	61.4	4.9	8.6%	88.0	69.8%
Operating income ratio	8.0%	8.0%	-pt		8.1%	
Ordinary Income	55.1	60.5	5.4	9.9%	83.0	72.9%
Ordinary income ratio	7.8%	7.9%	0.1pt		7.7%	
Net Income ※	36.9	39.6	2.6	7.2%	55.5	71.3%
Net income ratio	5.2%	5.1%	(0.1pt)		5.1%	
Order received (Non-consolidated)	244.7	312.1	67.4	27.5%	500.0	62.4%

※ Net Income attributable to owners of parent

Consolidated Income Statements

	Billions of yen			
	FY2022 1Q-3Q < A >	FY2023 1Q-3Q < B >	Change	
			Amount < B - A >	%
Net sales	706.5	768.9	62.3	8.8%
Construction contracts	359.1	404.1	45.0	12.5%
Design and supervision	5.7	5.5	(0.2)	(3.1%)
Leasing and management	62.8	66.7	3.9	6.2%
Real estate sale	265.5	278.1	12.6	4.8%
Others	13.5	14.4	1.0	7.1%
Gross profit	108.7	115.7	7.0	6.4%
Construction contracts	60.7	59.8	(0.9)	(1.5%)
[Profit ratio of construction contracts]	16.9%	14.8%	(2.1p)	
Design and supervision	3.2	2.9	(0.3)	(9.9%)
Leasing and management	13.9	15.2	1.3	9.1%
Real estate sale	28.5	35.2	6.7	23.5%
Others	2.3	2.6	0.2	10.1%
Selling, general and administrative expense	52.1	54.2	2.1	4.0%
Operating income	56.6	61.4	4.9	8.6%
[Operating income ratio]	8.0%	8.0%	(-p)	
Financial income (expenses)	(2.2)	(1.7)	0.5	
Others, net	0.7	0.7	0.0	
Ordinary income	55.1	60.5	5.4	9.9%
[Ordinary income ratio]	7.8%	7.9%	0.1p	
Special income (losses), net	(0.2)	(0.0)	0.2	
Income before income taxes	54.8	60.5	5.6	10.3%
Current tax	16.4	18.6	2.3	
Deferred tax	1.5	2.2	0.7	
Net income attributable to non-controlling interests	(0.0)	0.0	0.0	
Net Income attributable to owners of parent	36.9	39.6	2.6	7.2%

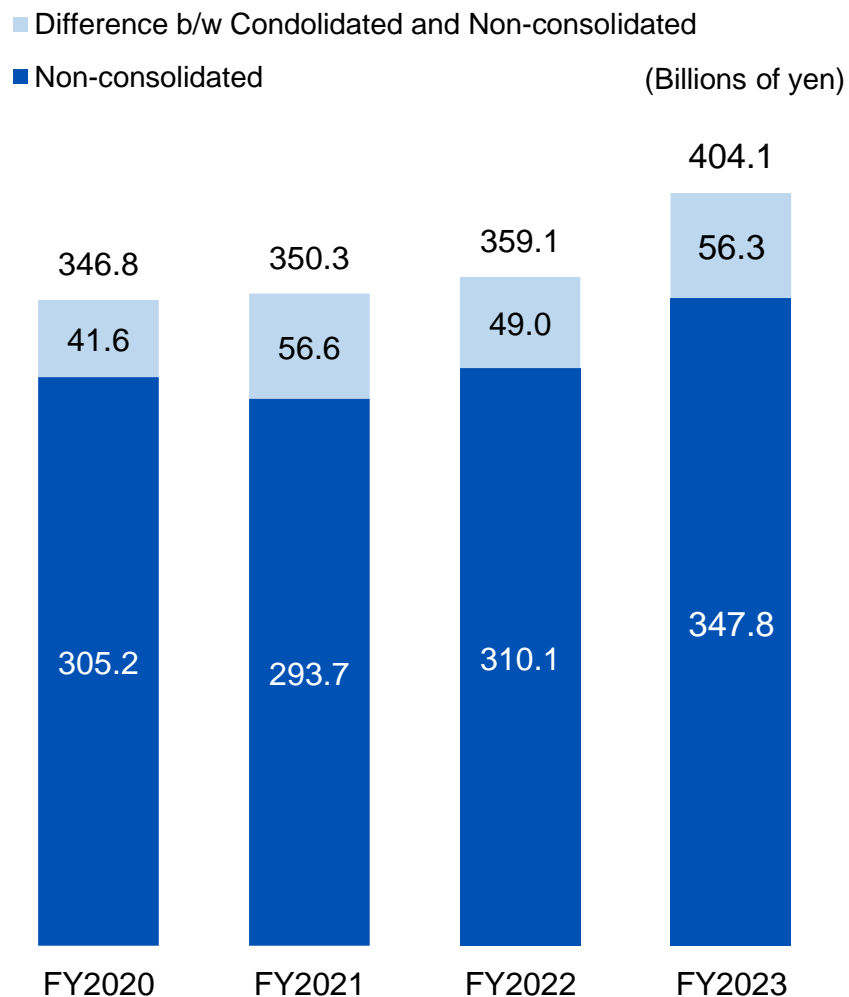
Variable factor of Consolidated Ordinary Income



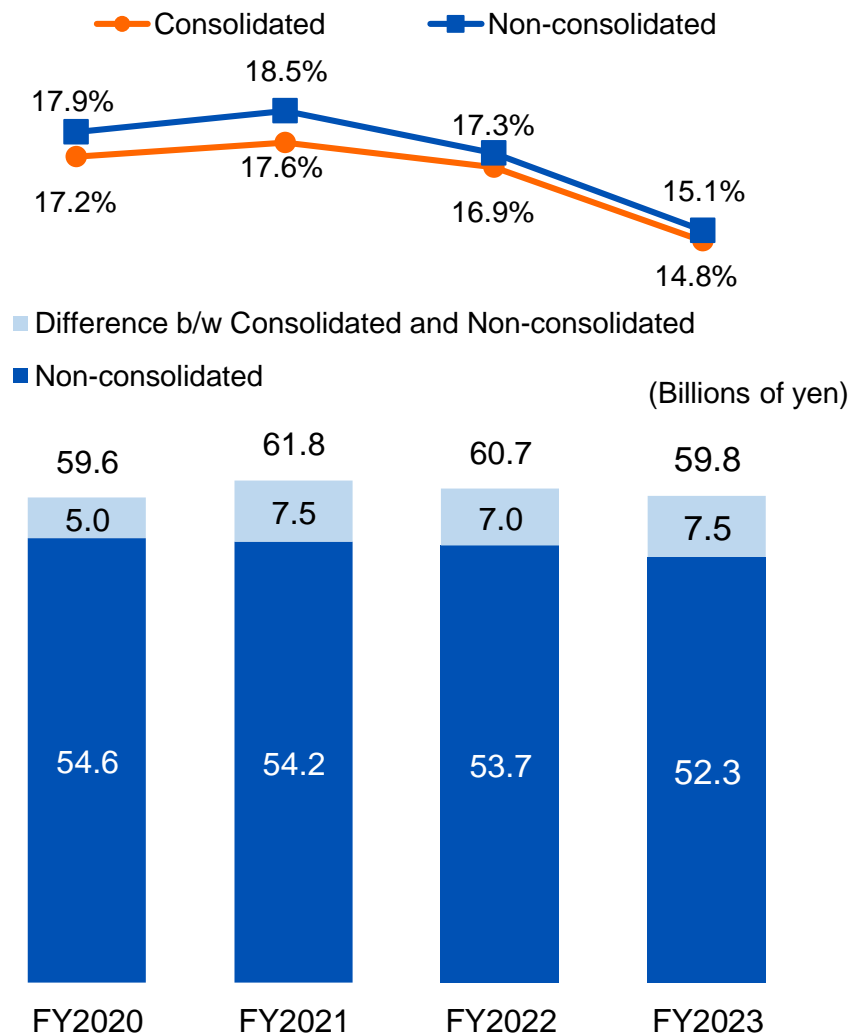
Net sales & Gross profit of Construction contracts

- Net sales of Construction contracts increased mainly due to an increase in the amount of non-consolidated Construction contracts.
- Gross profit of Construction contracts decreased due to a decrease in the profit ratio of non-consolidated Construction contracts affected by rising material cost and labor costs.

Net sales of Construction contracts (1Q-3Q)*



Gross Profit & Profit Ratio (1Q-3Q)*



*Non-consolidated Net sales of Construction contracts and Gross Profit of Construction contracts include Non-consolidated Net sales and Gross profit of Commissioned works, respectively.

Order Received (Non-consolidated) Result

- Mainly due to an increase in orders received from Private-sector condominiums, Orders Received (Non-consolidated) for FY2023 1Q-3Q was 312.1 billion yen (27.5% increase year-on-year, 62.4% progress rate against the full-year forecast) and keep progressing well.

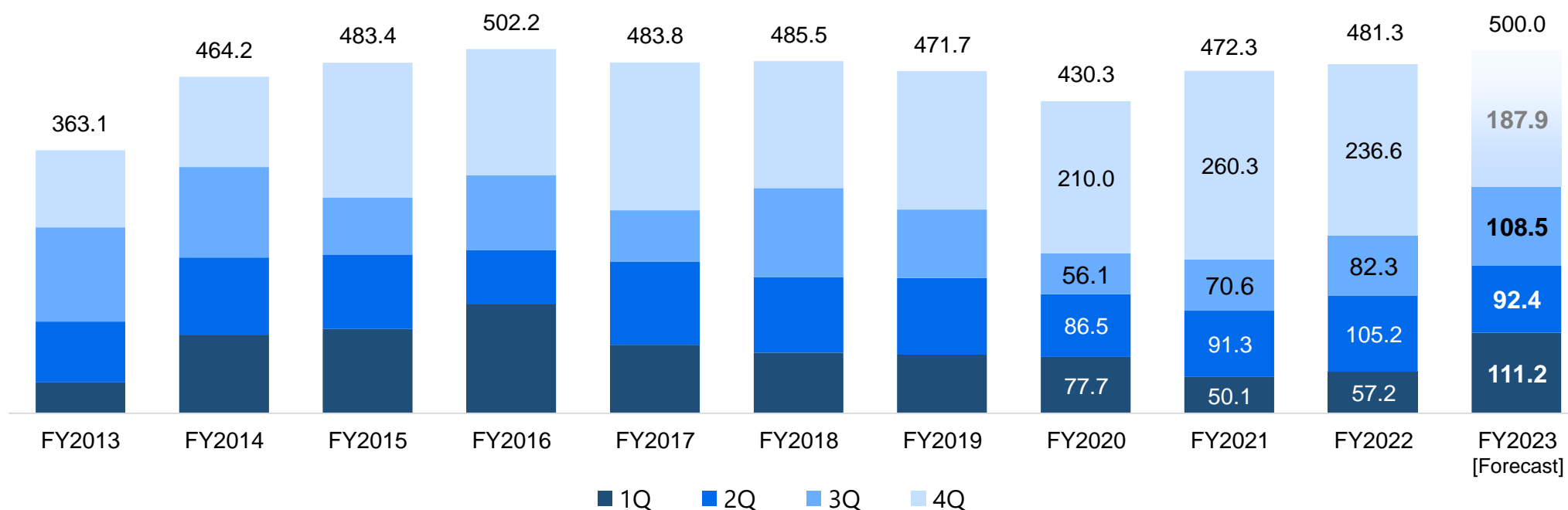
(Billions of yen)

	FY2022	FY2023 Result		FY2023 Forecast	
	1Q-3Q	1Q-3Q	Change	Annual	Progress
Construction business	234.7	300.9	66.2	487.0	61.8%
Private-sector condominiums	184.6	249.9	65.4	425.0	58.8%
Rental apartments Company housing, etc.	34.3	31.0	(3.3)	45.0	68.9%
Non-Residence	3.4	2.8	(0.5)	2.5	113.6%
Other	7.5	12.2	4.7	8.5	143.5%
Consulting contracts	4.9	4.9	0.0	6.0	81.9%
Design and supervision	10.1	11.2	1.2	13.0	86.2%
Order Received	244.7	312.1	67.4	500.0	62.4%

Order Received (Quarterly trends)

《Quarterly Order Received》

(Billions of yen)

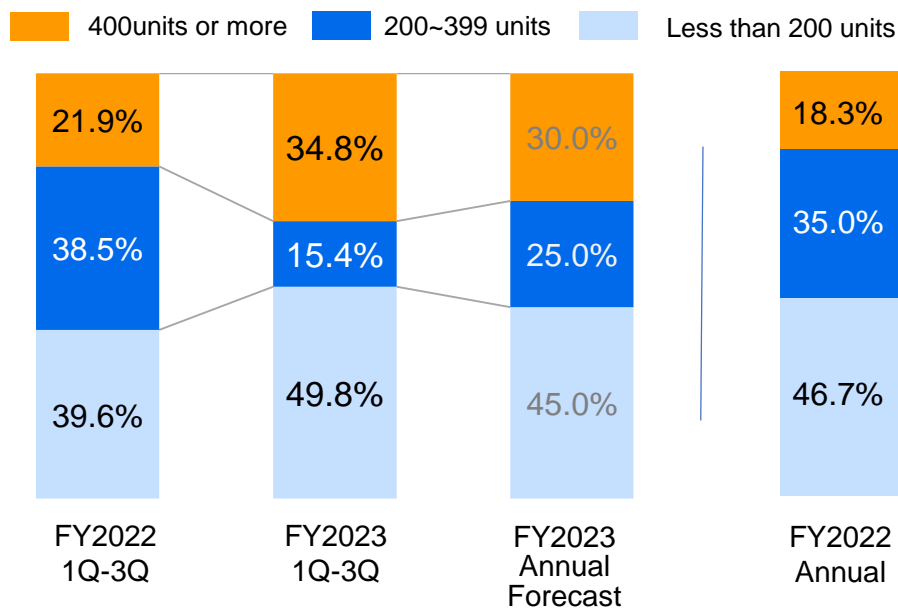


Main Order Property	Property Owners	Location	Units
LIVIO Tower Shinagawa	Nippon Steel Kowa Real Estate Co., Ltd.	Minato-ku Tokyo	815
※ New construction project for Ichikawa Minami 2-chome, Ichikawa-shi, Chiba	Mitsui Fudosan Residential Co., Ltd., etc.	Ichikawa-shi Chiba	674
Prime Parks Yokohama Namiki The Residence	Keikyu Corporation, etc.	Kanazawa-ku Yokohama-shi	509
Fine Residence Kyoto Gojo-dori	Keihan Real Estate Co., Ltd., etc	Shimogyo-ku Kyoto-shi	271
Renai Konoikeshinden	Sohgoh Real Estate Co., Ltd.	Higashiosaka-shi Osaka	201
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

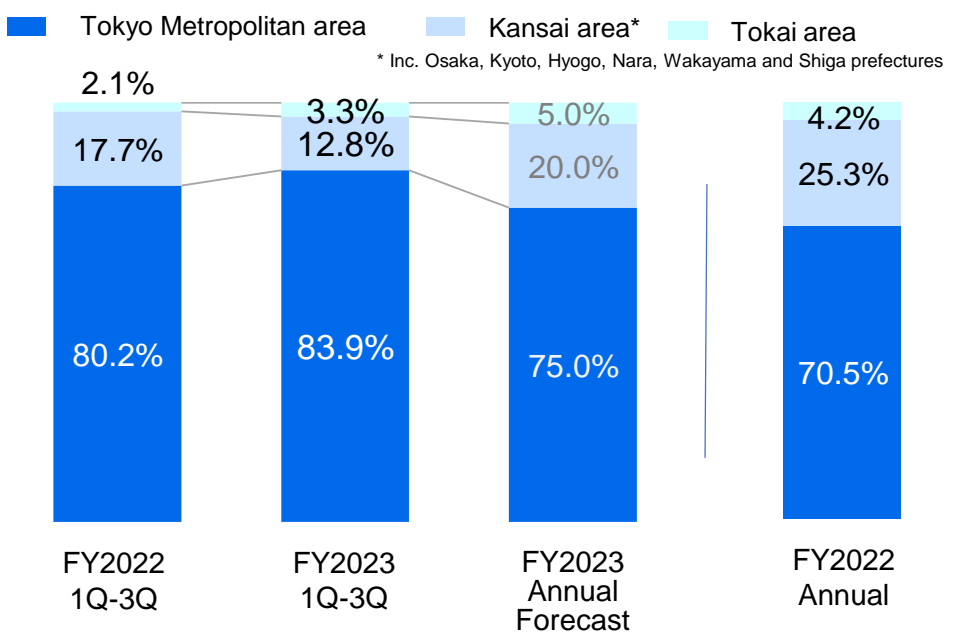
※ Tentative name

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

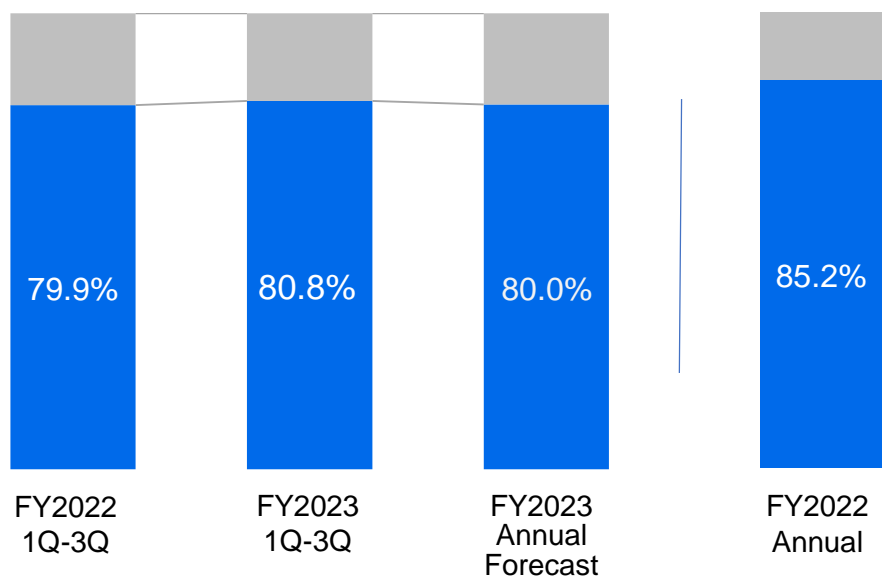
Orders received by Size (Private-sector condominiums)



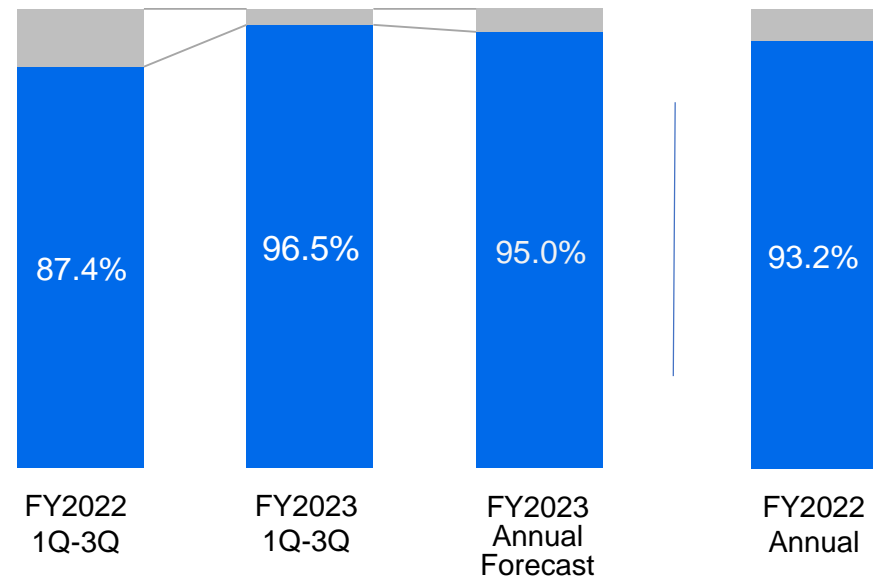
Orders received by Region



Exclusive contract



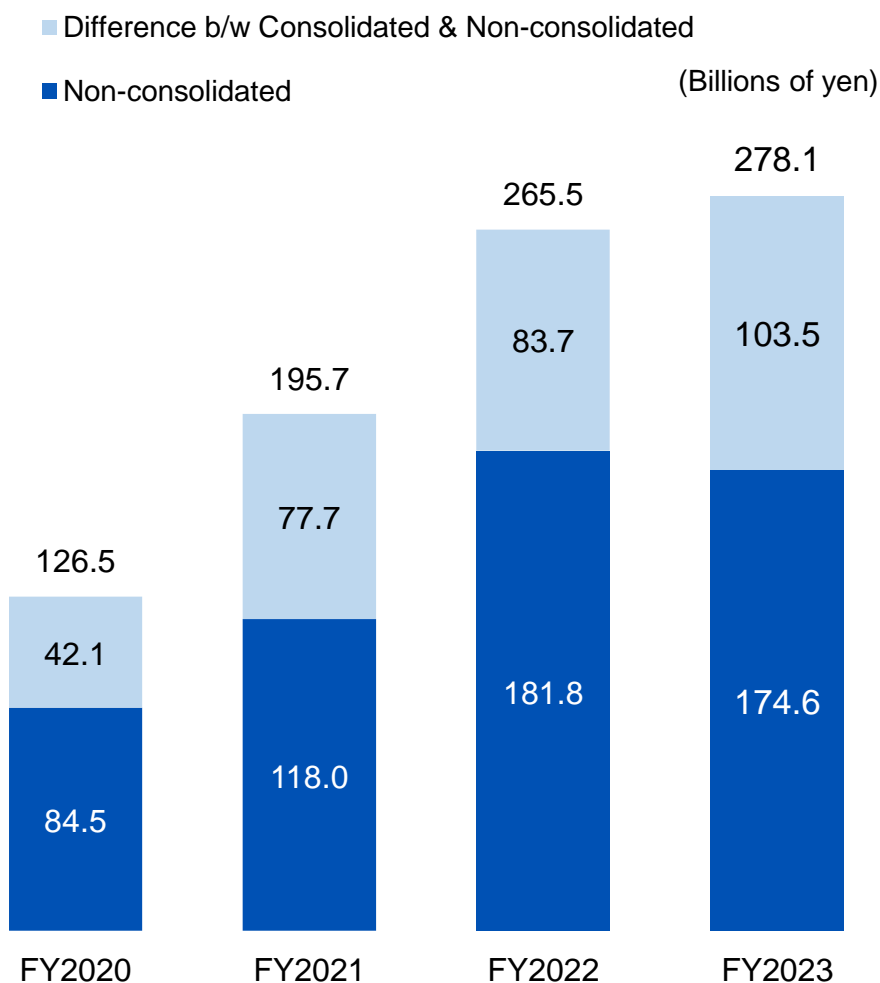
Construction-with-design orders



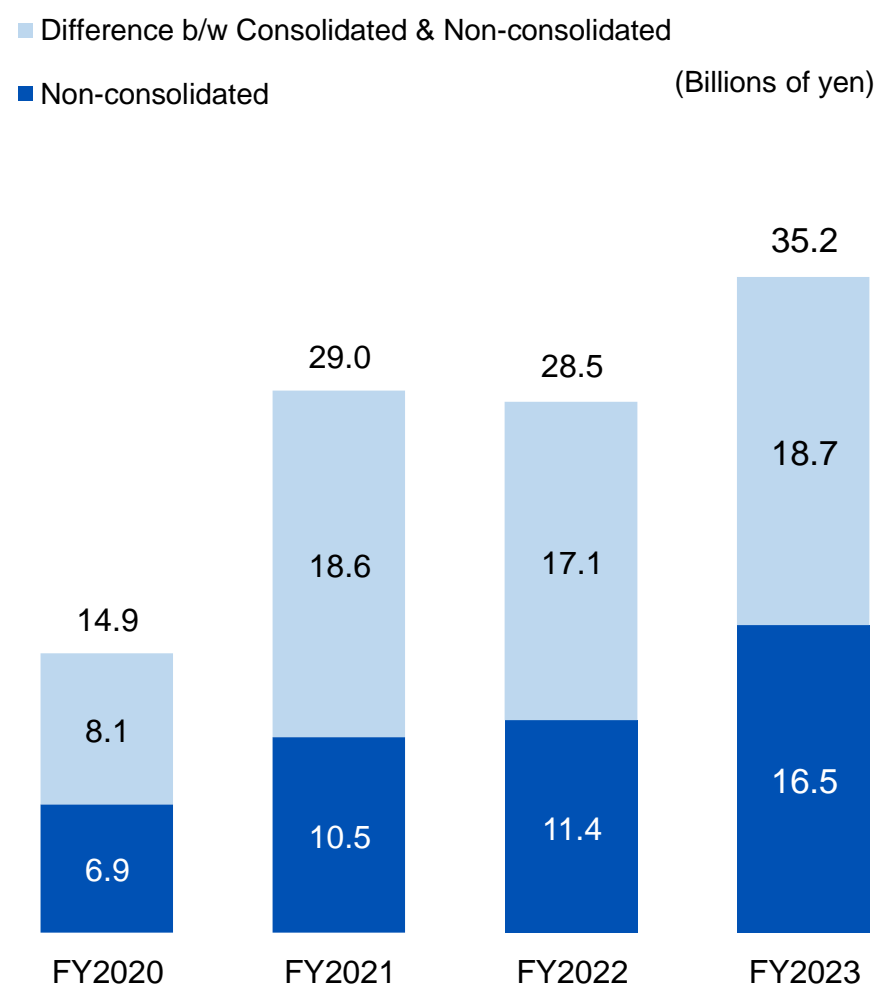
Net sales & Gross profit of Real estate sale

- Net sales and Gross profit of Real estate sale for 1Q-3Q FY2023 increased due to sales of rental apartments to the Private REIT, an increase in the number of for-sale condominiums delivered, and an increase in sales of income property of whole rental apartments.

Net sales of Real estate sale (1Q-3Q)

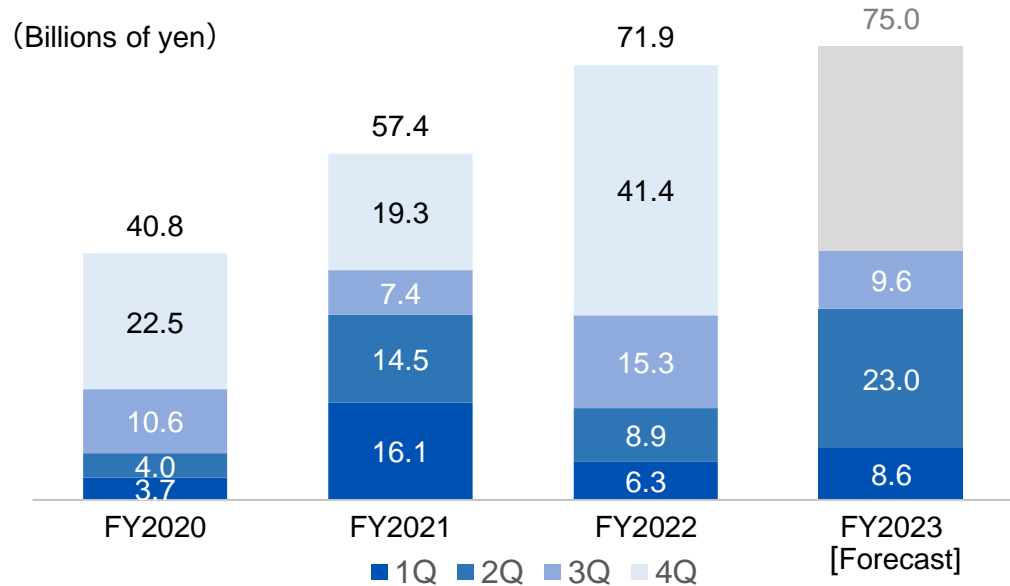


Gross profit of Real estate sale (1Q-3Q)

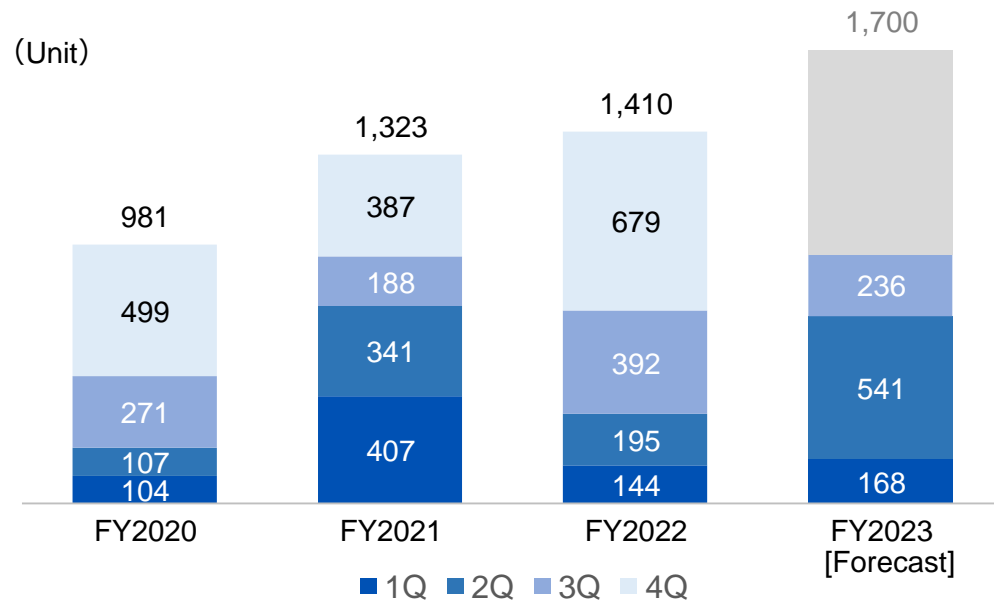


Key Indicators of For-sale Condominiums Business

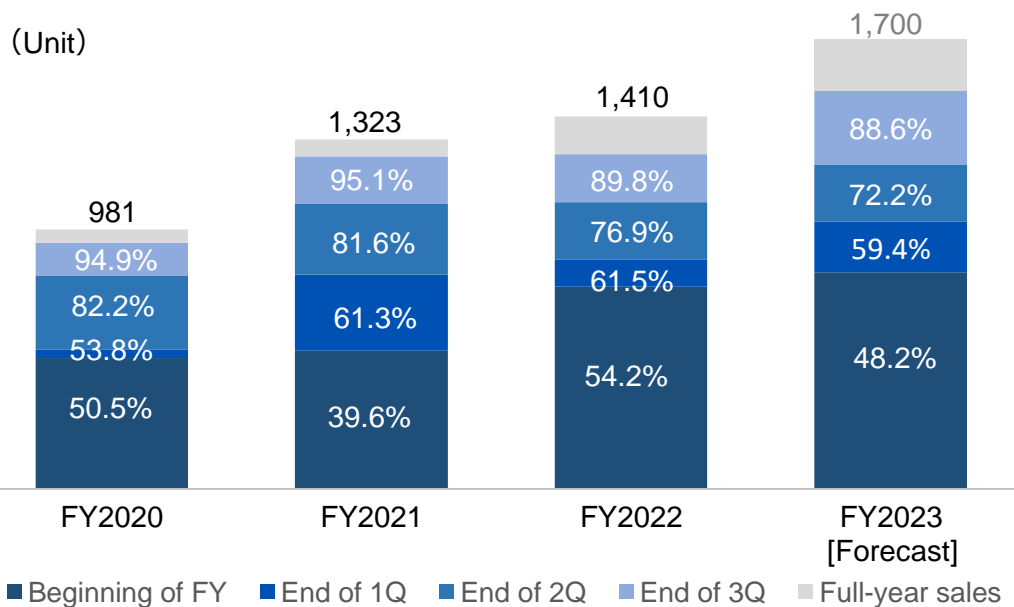
Sales of For-sale Condominium business



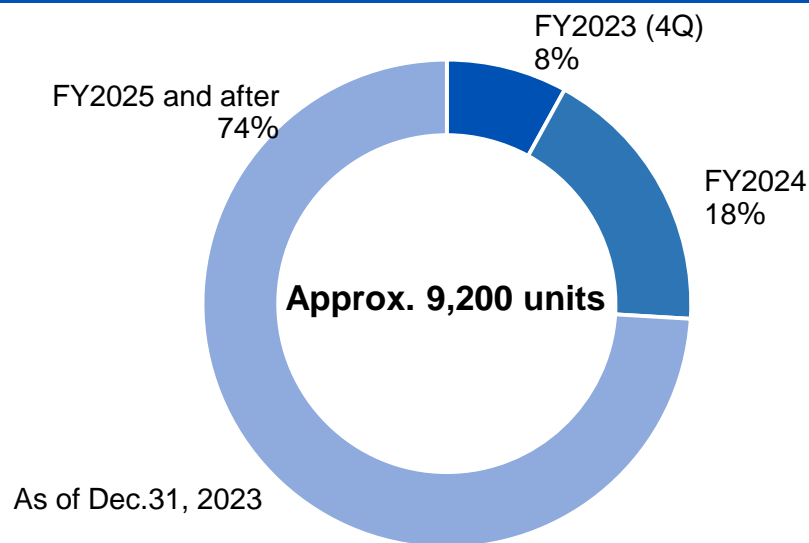
Number of units for For-sale Condominium Sales



Contract progress rate against the number of annual expected units



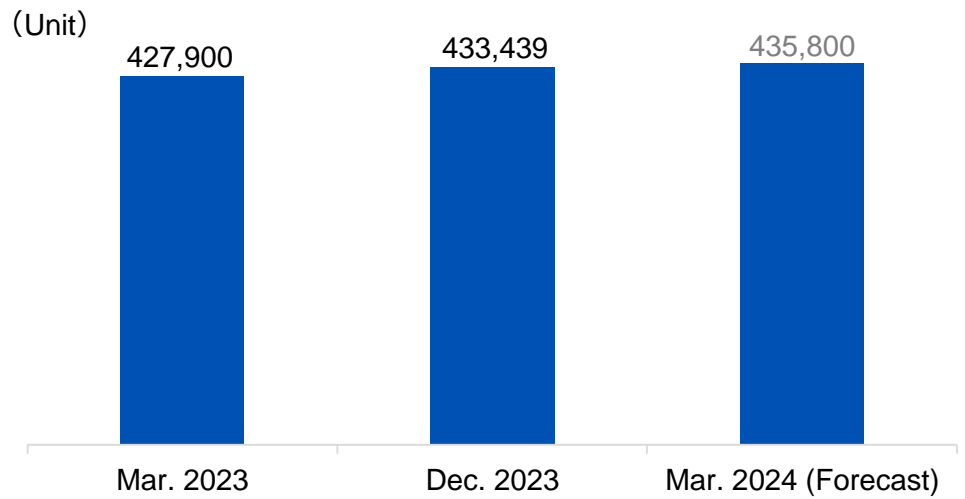
For-sale Condominium units planning by fiscal year



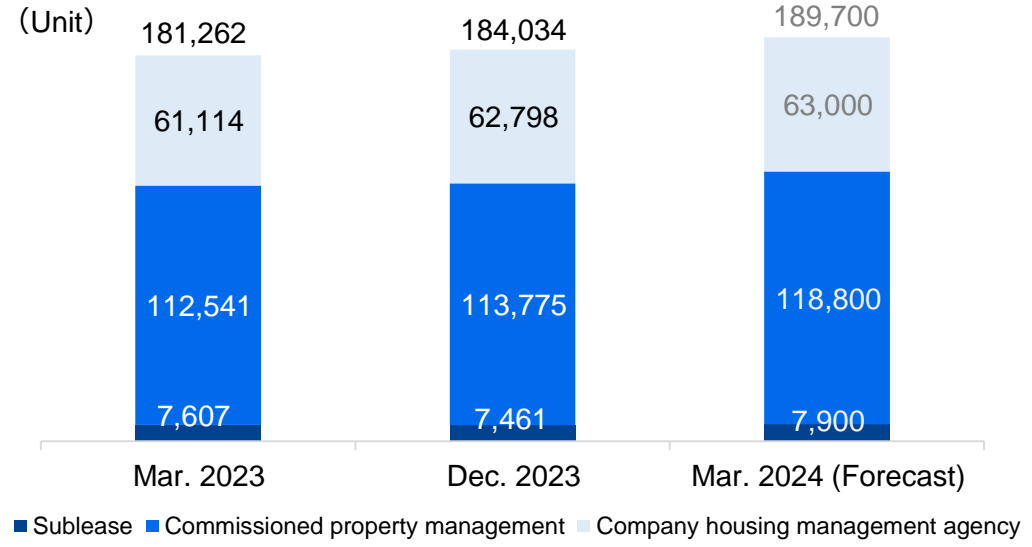
(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgho Real Estate after considering the companies' share.

Operational Benchmarks of Service-Related Business

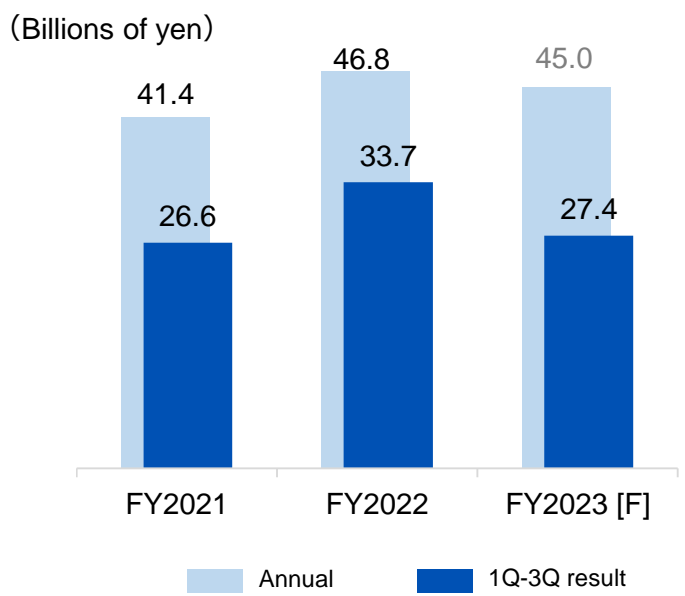
Condominium Building Management



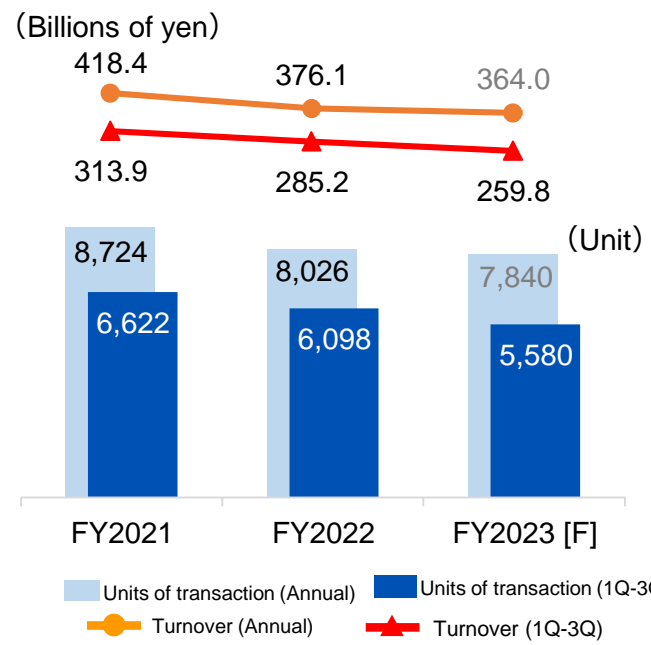
Rental Apartment Management Operation



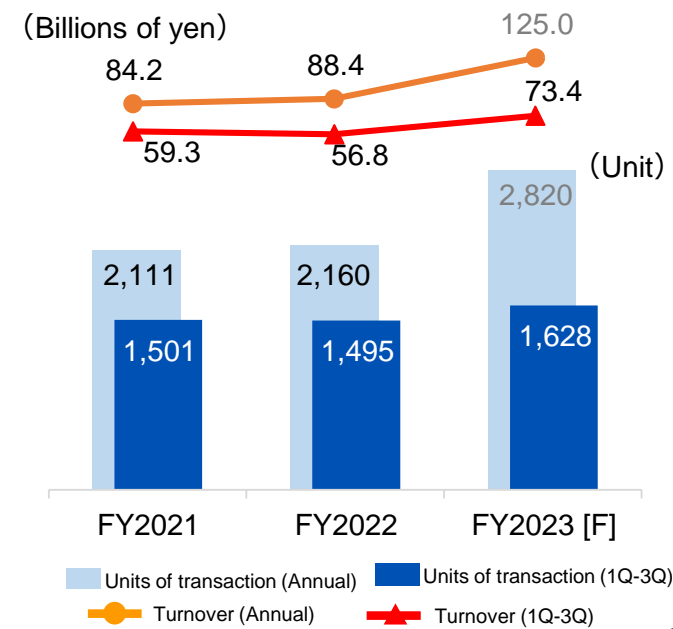
Extensive Refurbishment and Interior improvement Orders



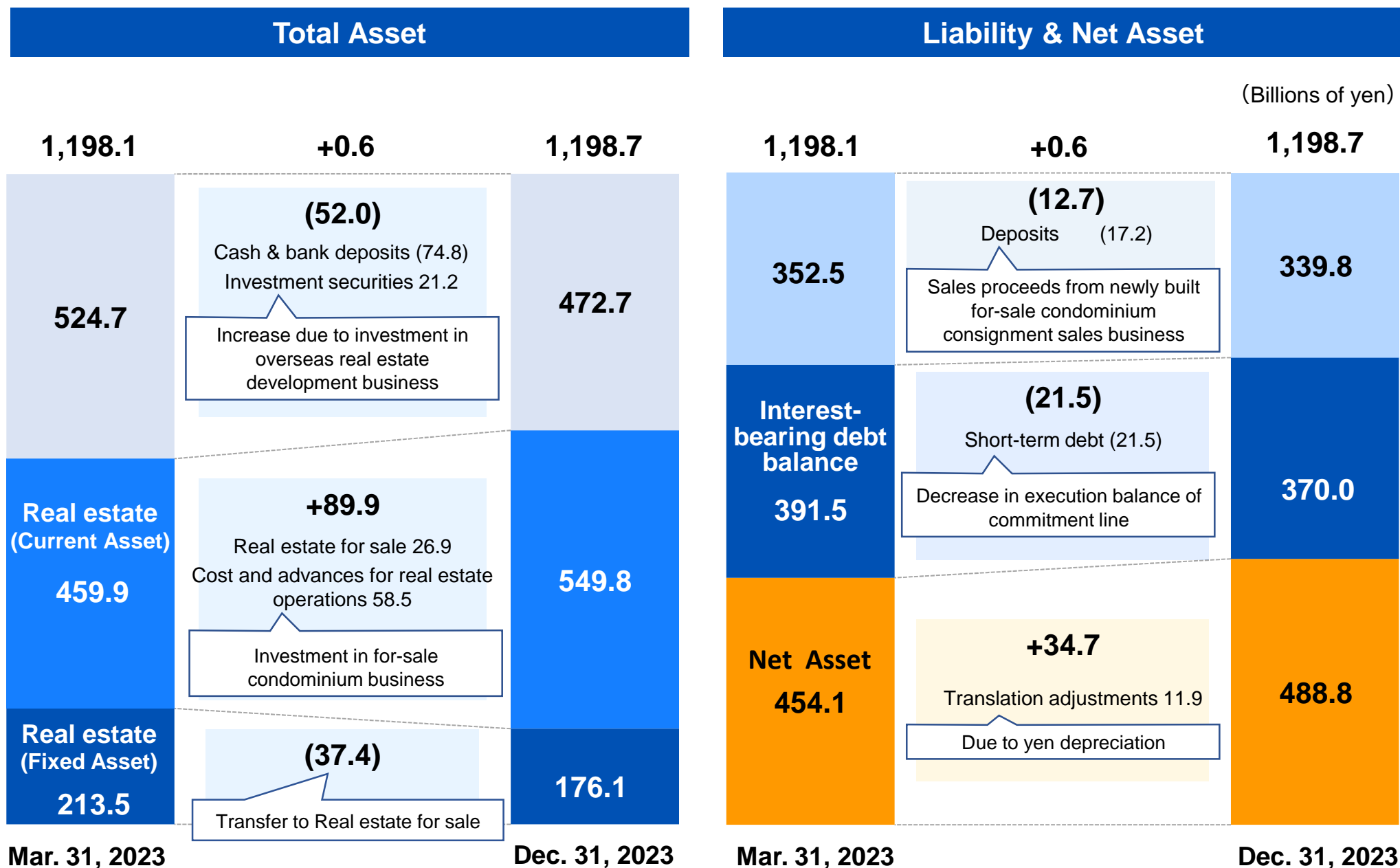
Consignment Sales



Real estate brokerage



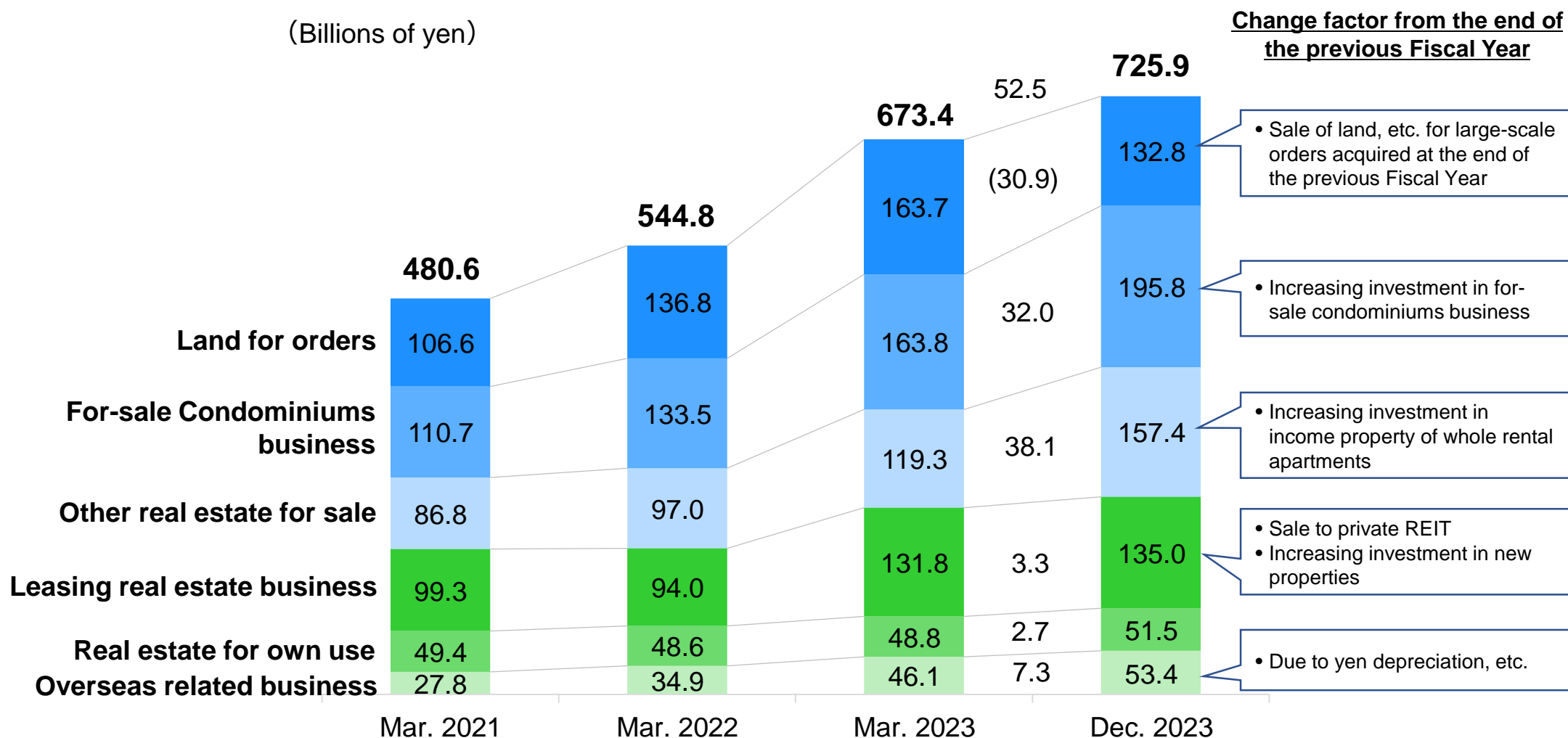
Main factors for changes in Consolidated Balance Sheets



(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

(Billions of yen)



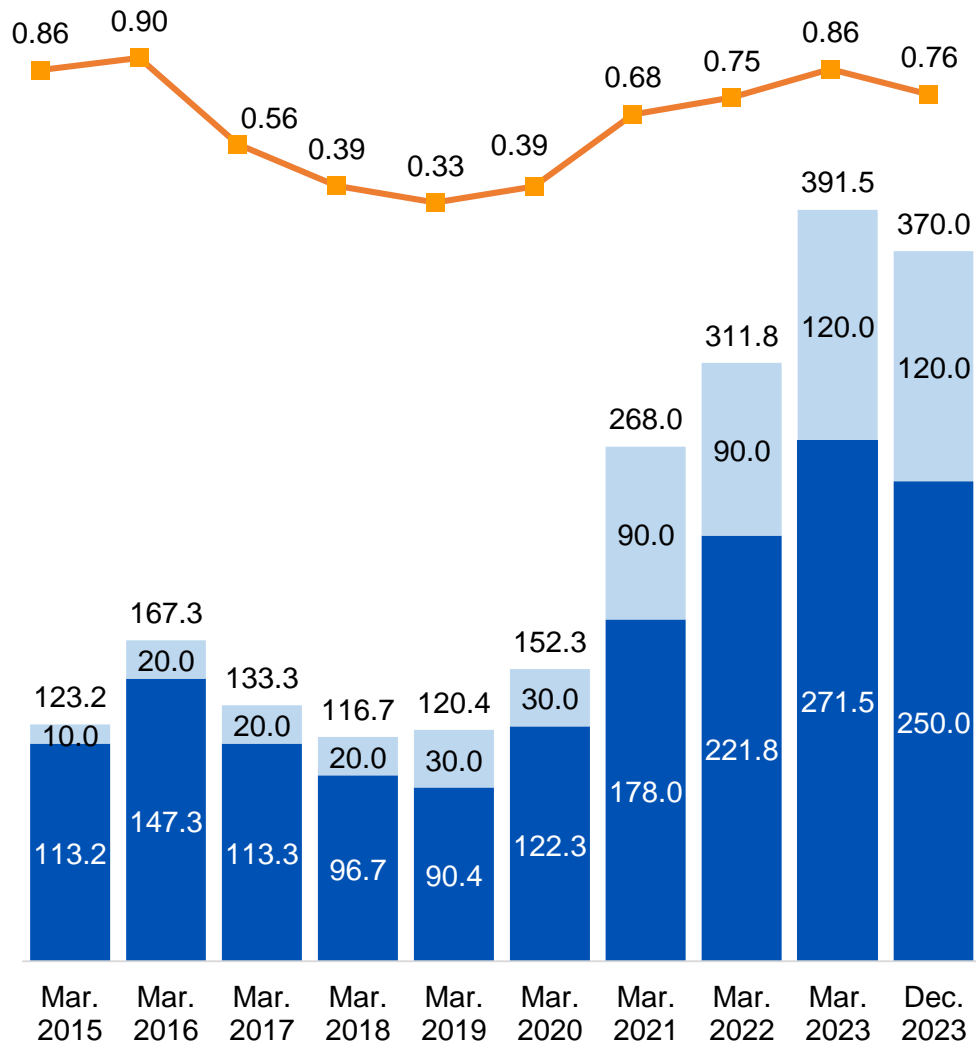
The above real estate balance is the total of Real estate for sale, Costs and advances for real estate operations, Real estate for development projects, Property and equipment Land leasehold rights on Consolidated Balance Sheets

- **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 apartments, 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

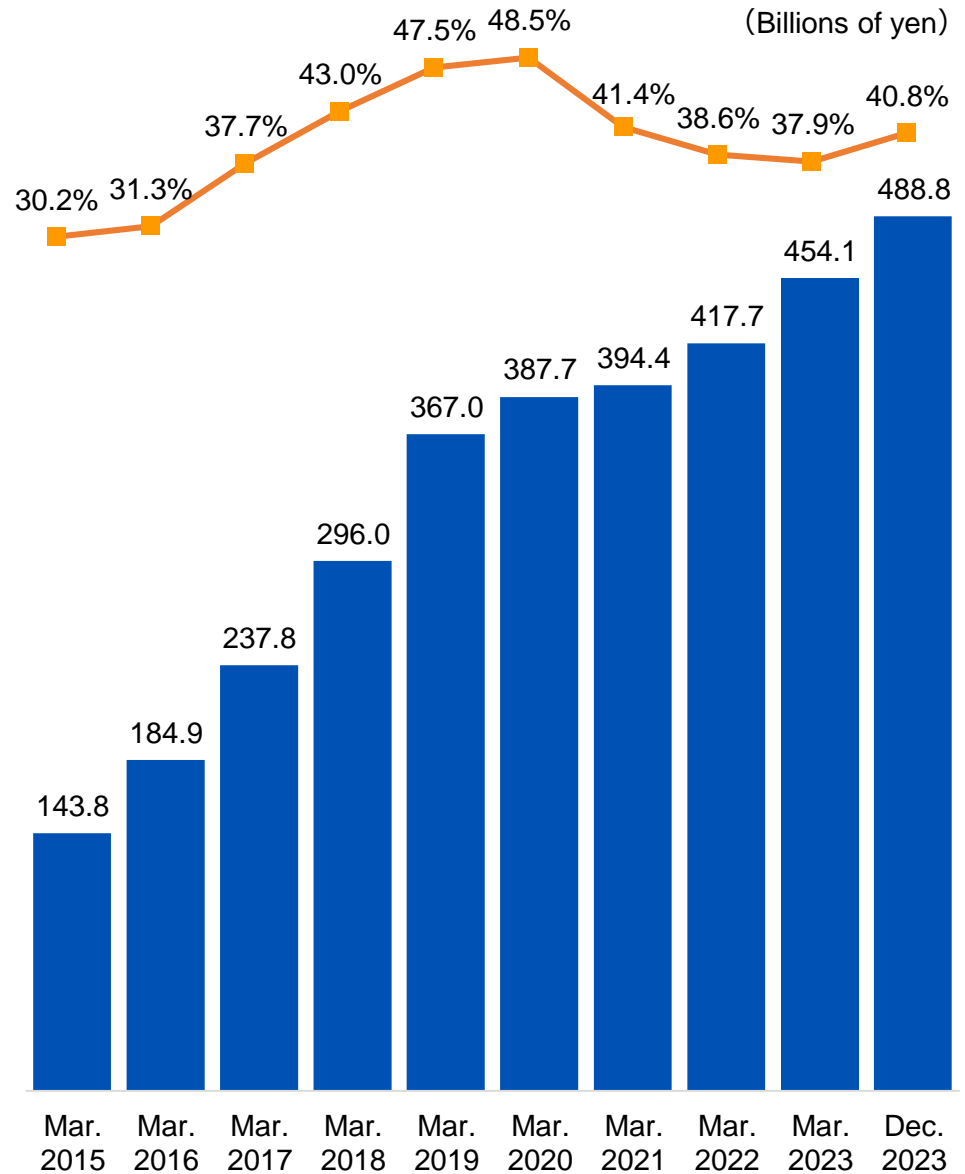
(Billions of yen)



■ Debt ■ Corporate Bond — D/E ratio

Shareholder's equity

(Billions of yen)



■ Shareholders' equity — Equity ratio

Reference Information

Summary of Consolidated Income Statements

Billions of yen

	FY2022 1Q-3Q < A >	FY2023 1Q-3Q < B >	Change		FY2022 Result < C >	FY2023 Forecast		
			Amount < B - A >	%		< D >	Annual	
							< D - C >	Progress
Net sales	706.5	768.9	62.3	8.8%	1,027.3	1,080.0	52.7	71.2%
Construction contracts	359.1	404.1	45.0	12.5%	502.4	530.0	27.6	76.2%
Design and supervision	5.7	5.5	(0.2)	(3.1%)	11.8	12.0	0.2	46.1%
Leasing and management	62.8	66.7	3.9	6.2%	86.6	90.0	3.4	74.1%
Real estate sale	265.5	278.1	12.6	4.8%	408.5	430.0	21.5	64.7%
Others	13.5	14.4	1.0	7.1%	18.0	18.0	0.0	80.1%
Gross profit	108.7	115.7	7.0	6.4%	161.3	164.0	2.7	70.5%
Construction contracts	60.7	59.8	(0.9)	(1.5%)	83.3	85.0	1.7	70.4%
[Profit ratio of construction contracts]	16.9%	14.8%	(2.1p)		16.6%	16.0%	(0.6p)	
Design and supervision	3.2	2.9	(0.3)	(9.9%)	6.4	6.0	(0.4)	47.8%
Leasing and management	13.9	15.2	1.3	9.1%	19.3	19.5	0.2	78.0%
Real estate sale	28.5	35.2	6.7	23.5%	49.9	51.0	1.1	69.0%
Others	2.3	2.6	0.2	10.1%	2.4	2.5	0.1	102.0%
Selling, general and administrative expense	52.1	54.2	2.1	4.0%	71.1	76.0	4.9	71.3%
Operating income	56.6	61.4	4.9	8.6%	90.2	88.0	(2.2)	69.8%
[Operating income ratio]	8.0%	8.0%	(-p)		8.8%	8.1%	(0.7p)	
Financial income (expenses) *	(2.2)	(1.7)	0.5		(3.1)	(5.5)	(2.4)	
Others, net	0.7	0.7	0.0		1.2	0.5	(0.7)	
Ordinary income	55.1	60.5	5.4	9.9%	88.3	83.0	(5.3)	72.9%
[Ordinary income ratio]	7.8%	7.9%	0.1p		8.6%	7.7%	(0.9p)	
Special income (losses), net	(0.2)	(0.0)	0.2		(0.9)	-	0.9	
Income before income taxes	54.8	60.5	5.6	10.3%	87.3	83.0	(4.3)	72.8%
Current tax	16.4	18.6	2.3		29.1	27.5	(0.5)	
Deferred tax	1.5	2.2	0.7		(1.1)			
Net income attributable to non-controlling interests	(0.0)	0.0	0.0		(0.0)			
Net Income attributable to owners of parent	36.9	39.6	2.6	7.2%	59.3	55.5	(3.8)	71.3%

Depreciation and amortization, excluding goodwill-amortization	4.5	5.4	0.9	20.4%
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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-3Q < A >	FY2023 1Q-3Q < B >	Change		FY2022 Result < C >	FY2023 Forecast		
			Amount < B - A >	%		< D >	Annual < D - C >	Progress
Net sales	502.2	533.2	30.9	6.2%	706.2	730.0	23.8	73.0%
Construction contracts	306.1	343.4	37.3	12.2%	425.7	450.0	24.3	76.3%
Commissioned works	4.0	4.4	0.3	8.3%	6.4	6.0	(0.4)	72.7%
Design and supervision	6.2	6.2	(0.0)	(0.0%)	13.1	13.0	(0.1)	47.9%
Lease rentals of buildings	4.1	4.6	0.5	12.5%	5.5	6.0	0.5	76.1%
Real estate sale	181.8	174.6	(7.2)	(4.0%)	255.4	255.0	(0.4)	68.5%
Gross profit	70.1	73.5	3.4	4.9%	95.4	100.0	4.6	73.5%
Construction contracts	50.8	49.5	(1.3)	(2.6%)	68.4	70.0	1.6	70.6%
Commissioned works	2.9	2.9	(0.1)	(1.9%)	4.4	3.5	(0.9)	82.5%
[Profit ratio of construction works]	17.3%	15.1%	(2.2p)		16.8%	16.1%	(0.7p)	
Design and supervision	3.4	3.2	(0.3)	(7.4%)	7.1	6.5	(0.6)	49.1%
Lease rentals of buildings	1.5	1.5	(0.0)	(2.5%)	1.7	2.0	0.3	73.5%
Real estate sale	11.4	16.5	5.1	44.8%	13.8	18.0	4.2	91.6%
Selling, general and administrative expense	30.3	31.2	0.8	2.7%	41.5	44.0	2.5	70.8%
Operating income	39.7	42.3	2.6	6.6%	53.9	56.0	2.1	75.6%
[Operating income ratio]	7.9%	7.9%	-p		7.6%	7.7%	0.1p	
Financial income (expenses) *	7.9	11.5	3.6		8.0	9.2	1.2	
Others, net	0.3	0.6	0.3		0.6	0.8	0.2	
Ordinary income	47.9	54.4	6.6	13.7%	62.5	66.0	3.5	82.5%
[Ordinary income ratio]	9.5%	10.2%	0.7p		8.8%	9.0%	0.2p	
Special income (losses), net	0.2	(0.0)	(0.2)		(0.3)	-	0.3	
Income before income taxes	48.1	54.4	6.4	13.2%	62.2	66.0	3.8	82.4%
Current tax	11.2	13.0	1.8		17.1	18.0	1.4	
Deferred tax	1.1	1.2	0.2		(0.5)			
Net income	35.8	40.1	4.4	12.3%	45.6	48.0	2.4	83.6%
Depreciation and amortization, excluding goodwill-amortization	2.7	2.9	0.2	6.9%				

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

Summary of Consolidated Balance Sheets

Billions of yen

	31 Mar.23	31 Dec.23	Change			31 Mar.23	31 Dec.23	Change	
			Amount	%				Amount	%
Current assets:	869.2	888.0	18.8	2.2%	Current liabilities:	378.8	330.5	(48.3)	(12.7%)
Cash and bank deposits	206.6	131.9	(74.8)	(36.2%)	Notes and accounts payable	93.2	90.7	(2.5)	(2.7%)
Notes and accounts receivable, trade	169.1	167.6	(1.5)	(0.9%)	Electronically recorded obligations	63.9	66.4	2.5	3.9%
Negotiable Certificates of Deposit	4.6	0.9	(3.7)	(80.6%)	Short-term debt	31.5	10.0	(21.5)	(68.3%)
Costs on uncompleted construction contracts	12.1	16.2	4.2	34.7%	Current portion of long-term debt	10.0	20.0	10.0	100.0%
Real estate for sale	217.0	243.8	26.9	12.4%	Current portion of bonds	20.0	-	(20.0)	(100.0%)
Cost and advances for real estate operations	212.6	271.1	58.5	27.5%	Advances received on uncompleted construction contracts	28.6	38.2	9.6	33.5%
Real estate for development projects	30.3	34.9	4.6	15.0%	Deposits	45.6	28.4	(17.2)	(37.7%)
Other current assets	16.9	21.6	4.7	27.7%	Other current liabilities	86.0	76.7	(9.2)	(10.7%)
Allowance for doubtful accounts	(0.1)	(0.1)	(0.0)	-%	Long-term liabilities:	365.2	379.3	14.1	3.9%
					Straight bonds	100.0	120.0	20.0	20.0%
					Long-term debt	230.0	220.0	(10.0)	(4.3%)
					Net defined benefit liability	1.6	1.7	0.1	6.9%
					Provision for loss on litigation	2.8	3.2	0.3	12.4%
					Other long-term liabilities	30.8	34.4	3.6	11.9%
					Total liabilities	744.0	709.8	(34.2)	(4.6%)
Fixed assets:	328.9	310.7	(18.2)	(5.5%)	Shareholders' Equity:	455.1	472.9	17.8	3.9%
Property and equipment, Land leasehold rights	213.5	176.1	(37.4)	(17.5%)	Capital stock	57.5	57.5	-	-%
Goodwill	2.2	2.0	(0.2)	(7.0%)	Capital surplus	7.4	7.4	0.0	0.0%
Investment securities	61.2	82.4	21.2	34.6%	Retained earnings	427.9	445.3	17.4	4.1%
Deferred tax assets	10.8	7.1	(3.7)	(34.3%)	Treasury stock	(37.6)	(37.2)	0.4	-%
Other fixed assets	42.0	43.8	1.8	4.3%	Accumulated Other Comprehensive Income:	(1.0)	15.9	17.0	-%
Allowance for doubtful accounts	(0.8)	(0.8)	0.0	-%	Net unrealized gain on other securities	0.7	5.1	4.4	612.5%
					Translation adjustments	5.2	17.1	11.9	227.0%
					Retirement benefits liability adjustments	(7.0)	(6.3)	0.7	-%
					Non-controlling interests	0.0	0.0	0.0	29.9%
					Total net assets	454.1	488.8	34.7	7.7%
Total assets	1,198.1	1,198.7	0.6	0.0%	Total liabilities and net assets	1,198.1	1,198.7	0.6	0.0%

Summary of financial results of Major Subsidiaries

Billions of yen

	FY2022 1Q-3Q			FY2023 1Q-3Q			FY2023 Annual forecast		
	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income	Net sales	Ordinary income	Net income
Haseko Corporation	502.2	47.9	35.8	533.2	54.4	40.1	730.0	66.0	48.0
Construction-related Business									
Fujikensetsu Co., Ltd.	23.0	2.2	1.5	26.7	1.2	0.8	38.2	3.3	2.1
Hasec Inc.	0.6	0.4	0.3	0.6	0.4	0.3	0.8	0.6	0.4
Haseko Furnishing Co., Ltd.*	5.8	0.2	0.1	6.3	0.3	0.2	8.3	0.2	0.2
Hosoda Corporation	10.9	0.3	0.3	11.6	0.1	0.1	22.7	0.9	0.8
Real Estate-related Business									
Haseko Real Estate Development Holdings Inc.									
Haseko Real Estate Development, Inc.	28.2	1.0	0.8	36.5	2.6	1.7	54.0	2.2	1.3
Sohgoh Real Estate Co., Ltd.	22.5	2.7	1.7	33.4	3.3	2.1	43.7	2.4	1.4
Haseko Home, Co., Ltd.	0.1	(0.1)	(0.0)	1.6	(0.2)	(0.1)	4.7	0.3	0.2
Service-related Business									
Haseko Anesis Corporation	7.2	6.0	6.0	8.1	7.0	7.0	8.7	6.8	6.9
Haseko Reform Inc.	32.5	1.8	1.3	33.0	1.7	1.2	45.1	1.6	1.1
Haseko Livenet, Inc.	32.1	3.6	2.5	33.0	2.7	1.9	53.5	4.8	3.2
Haseko Business Proxy, Inc.	1.3	0.1	0.1	1.6	0.2	0.1	2.2	0.3	0.2
Haseko Urbest Inc.	6.7	1.0	0.7	7.4	1.5	1.0	12.9	3.5	2.4
Haseko Real Estate, Inc.	25.9	1.1	0.7	42.8	1.9	1.2	59.3	3.5	2.3
Haseko Intec Inc.	3.3	0.1	0.0	4.8	0.3	0.2	7.2	0.6	0.4
Haseko Systems Inc.	7.0	1.0	0.7	7.5	1.0	0.7	10.0	1.4	1.0
Haseko Property Management Holdings Inc.									
Haseko Community, Inc.	41.2	3.0	2.0	44.8	3.8	2.5	60.2	4.6	3.2
Haseko Community Kyushu Inc.	2.0	0.1	0.1	2.0	0.1	0.1	2.9	0.2	0.1
Haseko Community Nishinohon Inc.	0.8	0.1	0.0	0.8	0.1	0.0	1.2	0.1	0.1
Haseko Community Okinawa Inc.	0.3	0.1	0.0	0.3	0.1	0.0	0.5	0.1	0.1
Joint Property Co., Ltd.	1.4	0.1	0.1	1.2	0.1	0.1	2.4	0.2	0.1
Haseko Senior Well Design Co., Ltd.	9.1	0.5	0.5	10.0	0.3	0.2	13.2	0.2	0.4
Furusato Co., Ltd.	1.6	0.0	0.0	1.6	0.1	0.1	2.1	0.0	0.0
Overseas-Related Business									
Haseko America, Inc.	0.0	(2.5)	(2.5)	0.7	(3.9)	(3.9)	5.6	(2.8)	(2.8)
Consolidated	706.5	55.1	36.9	768.9	60.5	39.6	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 Apr. 1, 2021 to Mar. 31, 2022)					FY 2022 (From Apr. 1, 2022 to Mar. 31, 2023)					FY 2023 (From Apr. 1, 2023 to Dec. 31, 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%	-	3,910	-	-	75.2%	-
50 ~ 99 units	8,770	1,055	12.0%	73.8%	74.6%	7,609	1,241	16.3%	75.0%	72.5%	5,427	816	15.0%	67.3%	63.6%
100 ~ 199 units	7,336	3,987	54.3%	72.3%	73.0%	5,901	3,184	54.0%	63.0%	64.2%	3,909	1,522	38.9%	60.4%	64.4%
200 ~ 399 units	4,526	3,109	68.7%	60.8%	58.5%	4,471	2,612	58.4%	70.1%	65.0%	3,849	1,941	50.4%	69.8%	64.5%
400 units or more	6,819	3,137	46.0%	77.4%	68.5%	6,379	2,751	43.1%	70.4%	48.8%	4,821	2,240	46.5%	74.8%	51.8%
Total: Fiscal year base	32,872	11,288	34.3%	72.9%	67.9%	28,632	9,788	34.2%	70.7%	61.1%	21,916	6,519	29.7%	69.6%	60.0%
Of which 20 stories and above	4,487	394	8.8%	-	-	4,099	624	15.2%	-	-	3,660	647	17.7%	-	-
Total: Calendar year base	33,636	11,583	34.4%	(Jan. ~ Dec. 2021)		29,569	10,420	35.2%	(Jan. ~ Dec. 2022)		26,886	8,173	30.4%	(Jan. ~ Dec. 2023)	

Kansai area (*excluding Tokai area)

	FY2021 (From Apr. 1, 2021 to Mar. 31, 2022)					FY 2022 (From Apr. 1, 2022 to Mar. 31, 2023)					FY 2023 (From Apr. 1, 2023 to Dec. 31, 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%	1,911	-	-	73.8%	-
50 ~ 99 units	5,505	630	11.4%	76.4%	72.2%	5,294	345	6.5%	75.7%	63.2%	4,254	195	4.6%	75.5%	69.2%
100 ~ 199 units	5,721	853	14.9%	66.4%	59.8%	5,573	917	16.5%	69.9%	58.3%	3,717	727	19.6%	69.7%	62.9%
200 ~ 399 units	2,851	1,594	55.9%	61.4%	66.1%	1,920	1,076	56.0%	61.7%	63.9%	1,655	762	46.0%	70.2%	66.9%
400 units or more	1,142	630	55.2%	73.4%	69.0%	1,072	506	47.2%	57.9%	51.4%	1,017	859	84.5%	72.0%	76.5%
Total: Fiscal year base	18,160	3,748	20.6%	70.0%	66.0%	17,252	2,845	16.5%	70.9%	59.8%	12,554	2,543	20.3%	72.5%	69.2%
Of which 20 stories and above	2,525	790	31.3%	-	-	2,450	332	13.6%	-	-	884	234	26.5%	-	-
Excluding studio apartment	14,934	3,748	25.1%	68.2%	66.0%	14,231	2,845	20.0%	69.4%	59.8%	9,945	2,543	25.6%	68.2%	69.2%
Total: Calendar year base	18,951	3,839	20.3%	(Jan. ~ Dec. 2021)		17,858	3,188	17.9%	(Jan. ~ Dec. 2022)		15,385	2,979	19.4%	(Jan. ~ Dec. 2023)	

Six years Summary

Billions of yen, Thousand shares

		1Q-3Q Results					
		FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Consolidated							
Net Sales		655.4	611.1	553.7	626.1	706.5	768.9
Operating Income		71.0	61.1	46.6	61.5	56.6	61.4
Ordinary Income		71.3	61.3	45.7	61.0	55.1	60.5
Net income attributable to owners of parent		63.3	42.3	31.1	41.8	36.9	39.6
Total Assets		727.7	738.6	886.8	1,002.4	1,100.1	1,198.7
Inventories *		189.2	210.3	308.6	372.5	419.5	549.8
Property and Equipment, Leasehold rights		134.2	146.4	167.5	171.1	196.5	176.1
Real Estate Balance total		323.5	356.6	476.1	543.6	616.0	725.9
Interest-bearing debt balance		136.9	130.0	271.6	317.3	361.2	370.0
Shareholders' equity		343.6	380.2	382.6	403.7	446.9	488.8
Equity ratio		47.2%	51.5%	43.1%	40.3%	40.6%	40.8%
Net cash provided by (used in) Operating activities		(53.4)	(63.2)	(43.4)	(27.0)	(62.3)	(4.2)
Net cash provided by (used in) Investing activities		(0.5)	(28.3)	(27.5)	(25.5)	(40.7)	(32.0)
Net cash provided by (used in) Financing activities		4.7	(18.9)	79.6	21.4	24.4	(44.3)
Cash and cash equivalents at end of the period		157.7	102.1	160.3	183.7	189.3	129.9
Number of employees		7,091	7,277	7,600	7,691	7,729	8,005
Non-Consolidated							
Net Sales		493.0	454.0	398.3	421.5	502.2	533.2
Operating Income		63.1	50.7	39.7	41.2	39.7	42.3
Ordinary Income		63.6	71.2	49.5	48.9	47.9	54.4
Net Income		43.6	55.3	37.5	36.1	35.8	40.1
Total Assets		576.1	613.4	762.0	838.3	923.6	1,027.5
Shareholders' equity		287.4	329.6	334.7	347.2	367.7	396.0
Equity ratio		49.9%	53.7%	43.9%	41.4%	39.8%	38.5%
Order		310.5	280.9	220.3	212.0	244.7	312.1
Number of employees		2,479	2,512	2,488	2,509	2,475	2,515
Outstanding shares							
Common stock (including treasury stock)		300,794	300,794	300,794	300,794	300,794	300,794
Treasury stock		3,410	3,353	17,760	26,147	25,980	28,013
(Treasury stock remaining in the trust)		3,209	3,150	3,043	2,966	2,797	4,827
The average number of shares		297,378	297,429	288,179	274,803	274,799	272,745

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

