



Daiwa House[®]
Group

Financial Highlights for FY2009

(From April 1, 2009 to March 31, 2010)

Daiwa House Industry Co.,Ltd.

(2010.5)

Daiwa House
Group

- Notes: 1. The business forecasts are based on assumptions in light of information available as of the date of announcement of this material, and the factors of uncertainty that may possibly impact the future results of operations. The Company's actual results may differ significantly from those presented herein as a consequence of numerous factors .
2. Amounts below ¥100 million are omitted in this material.

1. Summary of Accounts Settlement in FY2009: Overview

(¥ billion)

	Consolidated				Non-consolidated			
	FY2008	FY2009	YOY		FY2008	FY2009	YOY	
			Amounts	Ratio			Amounts	Ratio
Net sales	1,690.9	1,609.8	-81.0	-4.8%	1,152.4	1,034.8	-117.5	-10.2%
Operating income	73.5	62.7	-10.8	-14.8%	47.5	38.7	-8.7	-18.4%
Ordinary income	39.8	60.0	20.1	50.6%	28.3	39.0	10.7	37.9%
Net income	4.1	19.1	14.9	358.3%	5.5	12.9	7.3	132.5%
Net income per share (¥)	7.20	33.00	25.80	358.3%				

(¥ billion)

	Consolidated				Non-consolidated			
	Mar. 31, 2009	Mar. 31, 2010	YOY		Mar. 31, 2009	Mar. 31, 2010	YOY	
			Amounts	Ratio			Amounts	Ratio
Total assets	1,810.5	1,916.9	106.3	5.9%	1,337.5	1,418.1	80.6	6.0%
Net assets	607.4	617.7	10.3	1.7%	542.1	545.3	3.1	0.6%
Net assets per share (¥)	1,047.50	1,065.15	17.65	1.7%				
Dividend per share (¥)	24.00	17.00	-7.00	-29.2%				

Financial Highlights/FY2009, the year ended March 31, 2010

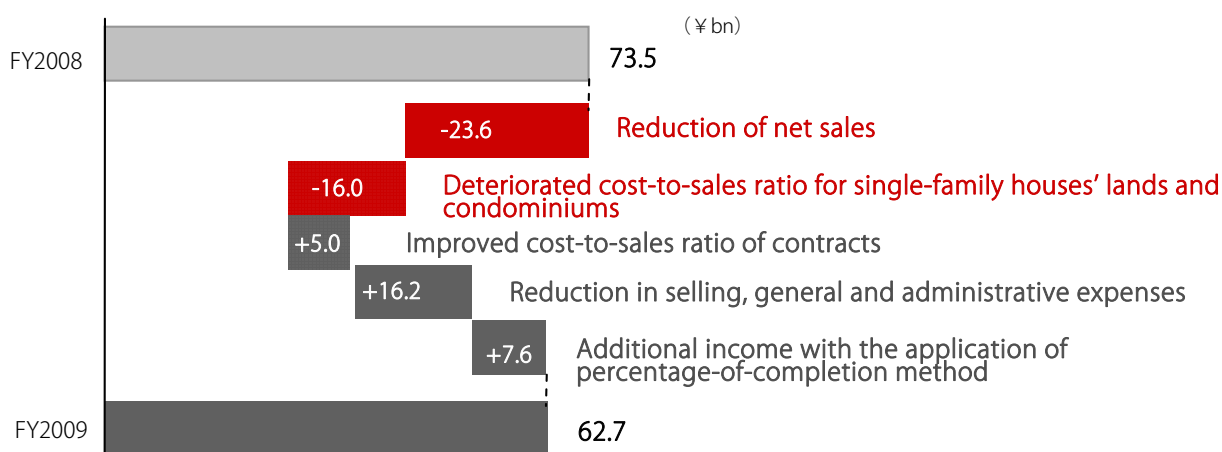
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【MEMO】

■ On both a consolidated and non-consolidated basis, net sales and operating income decreased from the previous year, reflecting mainly the influence of the slow economy. In contrast, ordinary income and net income exceeded the previous term's level, with a reduction in the extraordinary loss and the amortization of the actuarial loss for employees' retirement benefits.

■ Factors contributing to changes in operating income



■ Comparison with the consolidated full-year forecasts announced in February 2010 (Reference)

Net sales, operating income, and ordinary income for the reporting term exceeded the forecasts revised in Feb. 2010.

(¥ bn)

	Forecasts revised in Feb. 2010	Results for FY2009	Comparison	
			Amounts	Ratio
Net sales	1,570.0	1,609.8	39.8	2.5%
Operating income	62.0	62.7	0.7	1.2%
Ordinary income	56.5	60.0	3.5	6.3%
Net income	24.0	19.1	-4.8	-20.4%

2. Group Companies

	Number of companies			Notes
	Mar. 31, 2009	Mar. 31, 2010	Changes	
Parent Company (Daiwa House Industry Co., Ltd.)	1	1	—	
Consolidated subsidiaries	57	59	2	Inclusion: 6 companies; Exclusion: 4 companies
Equity-method affiliates	13	13	—	
Unconsolidated	1	1	—	Daiwa House REIT Investment Corporation
Total	72	74	2	

【MEMO】

■ Major factors in changes in the scope of consolidation during FY2009

Inclusion	Hachioji Shisetsu Kaihatsu Special Purpose Company	Logistics facilities development (transfer and disposition of real estate) Daiwa House Industry's equity share: 100% Established in July 2009
	Daiwa LifeNext Co., Ltd. (former Cosmos Life Co., Ltd.)	Management of condominiums and other buildings Daiwa House Industry's equity share: 100% Equity acquisition in Sept. 2009
	Life Clean Service Co., Ltd.	Cleaning services Daiwa LifeNext's (former Cosmos Life) equity share: 100% Equity acquisition in Sept. 2009
	Daiwa House (China) Investment Co., Ltd.	Investment company in China Daiwa House Industry's equity share: 100% Established in Sept. 2009
Exclusion	Shin-misato Development One Special Purpose Company	Logistics facilities development Daiwa House Industry's equity share: 100% Exclusion of a subsidiary from consolidation in June 2009, due to the dissolution resolution
	Daiwa Monthly Co., Ltd.	Leasing and management of real estates and properties Daiwa House Industry's equity share: 100% Exclusion of a subsidiary from consolidation in October 2009, due to the merger with Daiwa Living
	Higashi Matsuyama Shisetsu Kaihatsu Limited Liability Company	Logistics facilities development Daiwa House Industry's equity share: 100% Exclusion of a subsidiary from consolidation in July 2009, due to the completion of the liquidation process

3. Summary of Profits

(¥ billion)

	FY2008	FY2009							
		Results	(Ref) Effect on Percentage-of-completion method			Results	Composition	YOY	
			Bef. Application	Composition	Amounts			Amounts	Ratio
Net sales	1,690.9	1,571.3	100.0%	38.5	1,609.8	100.0%	-81.0	-4.8%	
Cost of sales	1,357.8	1,272.9	81.0%	30.9	1,303.8	81.0%	-53.9	-4.0%	
Gross profit	333.1	298.3	19.0%	7.6	306.0	19.0%	-27.1	-8.1%	
SG&A expenses	259.5	243.2	15.5%	—	243.2	15.1%	-16.2	-6.3%	
Operating income	73.5	55.0	3.5%	7.6	62.7	3.9%	-10.8	-14.8%	
Non-operating income	12.6	12.3	0.8%	—	12.3	0.8%	-0.3	-2.5%	
Non-operating expenses	46.3	15.0	1.0%	—	15.0	0.9%	-31.3	-67.6%	
Ordinary income	39.8	52.4	3.3%	7.6	60.0	3.7%	20.1	50.6%	
Extraordinary income	1.0	0.2	0.0%	—	0.2	0.0%	-0.7	-75.0%	
Extraordinary losses	27.1	22.2	1.4%	—	22.2	1.4%	-4.9	-18.2%	
Income before income taxes and minority interests	13.7	30.4	1.9%	7.6	38.0	2.4%	24.3	177.5%	
Net income	4.1				19.1	1.2%	14.9	358.3%	

Financial Highlights/FY2009, the year ended March 31, 2010

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【MEMO】

■ Effect on the percentage-of-completion method

Net sales increased by ¥38.5 bn;

Operating income, ordinary income, and income before income taxes and minority interests increased by ¥7.6 bn.

■ Lower of cost or market method

	(¥ bn)		
	FY2008	FY2009	Changes
Lower of cost or market method (inventories)	7.8	16.1	8.3

Condominiums : FY2009 ¥14.6 bn FY2008 ¥6.1 bn
Single-Family Houses: FY2009 ¥0.7 bn FY2008 ¥1.5 bn

■ SG&A expenses

	(¥ bn)		
	FY2008	FY2009	Changes
Personnel costs (incl. welfare expense)	145.6	143.2	-2.4
Advertising & promotion expenses	31.5	24.6	-6.8
Sales commission	11.9	10.7	-1.1
Goodwill amortization	1.2	—	-1.2
Communication & transportation expenses	14.9	12.6	-2.2
Others	54.2	52.0	-2.2
Total	259.5	243.2	-16.2

SG&A expenses decreased by ¥16.2 bn, due to cost cutting measures.

■ Amortization of actuarial gain/loss for employees' retirement benefits

	(¥ bn)		
	FY2008	FY2009	Changes
Amortization of actuarial gain for employees' retirement benefits	—	0.4	0.4
Amortization of actuarial loss for employees' retirement benefits	31.4	—	-31.4

Ordinary income increased by ¥31.9 bn, due to improvement of operation in the pension asset management

■ Extraordinary loss

	(¥ bn)		
	FY2008	FY2009	Change
Loss on valuation of investment securities	7.5	9.6	2.1
Impairment loss of noncurrent assets	14.8	10.9	-3.9

Loss at special purpose company: ¥9.2 bn

Lease properties: ¥4.7 bn
Hotels: ¥3.7 bn
Offices and plants: ¥1.1 bn
Home centers: ¥0.9 bn
Idle assets: ¥0.3 bn

4. Business Segment Information ① (Current Five Business Segments)

(¥ billion)

		FY2008	FY2009					
		Results	Forecasts revised in Feb. 2010	(Ref) Effect on Percentage-of-completion method		Results	YOY	
				Before application	Amounts		Amounts	Ratio
Sales	Residential	959.0	930.4	927.0	14.4	941.5	-17.4	-1.8%
	Commercial Construction	545.1	461.4	456.5	23.9	480.5	-64.6	-11.9%
	Resort Hotels and Sports Life	60.1	56.5	56.0	—	56.0	-4.0	-6.7%
	Home Center	63.5	61.0	61.2	—	61.2	-2.2	-3.6%
	Other Businesses	143.9	135.0	137.8	0.1	137.9	-5.9	-4.2%
	(Elimination/Corporate)	(80.8)	(74.3)	(67.4)	—	(67.4)	13.3	—
	Total	1,690.9	1,570.0	1,571.3	38.5	1,609.8	-81.0	-4.8%
Operating income	Residential	28.5	33.4	25.6	3.4	29.1	0.5	2.0%
	Commercial Construction	66.1	49.2	51.1	4.1	55.2	-10.8	-16.5%
	Resort Hotels and Sports Life	-1.1	0.0	-0.5	—	-0.5	0.5	—
	Home Center	1.1	1.0	0.7	—	0.7	-0.3	-32.4%
	Other Businesses	2.5	1.1	-0.2	0.0	-0.2	-2.7	—
	(Elimination/Corporate)	(23.6)	(22.7)	(21.6)	—	(21.6)	2.0	—
	Total	73.5	62.0	55.0	7.6	62.7	-10.8	-14.8%

Note: Sales and operating income by segment are shown prior to consolidation adjustment.

【MEMO】

■ New Eight Business Segments

(Reference) Current business segments	New business segments	Businesses	Main group companies
Residential	Single-Family Houses	Contracting, subdivisions	Daiwa House Industry
	Rental Housing	Development, construction & management of rental housing, rental housing intermediation services	Daiwa House Industry, Daiwa Living, Daiwa Estate, Nihon Jyutaku Ryutu
	Condominiums	Development & construction of condominium, condominium management	Daiwa House Industry, Nihon Jyutaku Ryutu, Daiwa Service, Daiwa LifeNext (former Cosmos Life)
Commercial Construction	Existing Home Business	Contracting (home renovation), real estate agency services	Daiwa House Industry, Daiwa House Renew, Daiwa Service, Nihon Jyutaku Ryutu
	Commercial Facilities	Development, construction, management & operation of commercial facilities	Daiwa House Industry, Daiwa Lease, Daiwa Un-ei Kanri, Daiwa Information Service, DH Property One, Daiwa Royal, Daiwa Service
Resort Hotels & Sports Life	Business & Corporate Facilities	Development, construction & management of logistics, medical and nursing-care facilities and office buildings	Daiwa House Industry, Daiwa Lease, Higashi-Fuji
Home Center	Health & Leisure	Management of resort hotels, golf courses, fitness clubs, nursing care facilities	Daiwa Resort, Daiwa Royal Golf, Nippon Athletic Service, Jukeikai, Shinwa Agency
	Other Businesses	Other Businesses	Construction material logistics services, construction materials, home centers
			City hotels, energy, and financial services businesses
		Overseas businesses	DH (Dalian) Administrative Management Consulting Center, Tianjin Jiuhel International Villa, Daiwa House (Suzhou) Real Estate Development

4. Business Segment Information ② (New Eight Business Segments)

(¥ billion)

	FY2008		(Ret) Effect on percentage-of-completion method		FY2009		YOY		
	Results	Composition	Before application		Results	Composition	Amounts	Ratio	
			Amounts	Ratio					
Sales	Single-Family Houses	356.1	21.1%	320.6	5.3	325.9	20.2%	-30.2	-8.5%
	Rental Housing	449.6	26.6%	440.2	8.7	449.0	27.9%	-0.5	-0.1%
	Condominiums	118.7	7.0%	119.2	0.1	119.3	7.4%	0.5	0.5%
	Existing Home Business	34.8	2.1%	46.7	0.2	46.9	2.9%	12.1	34.8%
	Commercial Facilities	303.9	18.0%	277.3	8.3	285.6	17.8%	-18.1	-6.0%
	Business & Corporate Facilities	243.5	14.4%	180.6	15.6	196.2	12.2%	-47.2	-19.4%
	Health & Leisure	61.2	3.6%	57.1	—	57.1	3.5%	-4.0	-6.6%
	Other Businesses	222.3	13.1%	210.7	0.1	210.9	13.1%	-11.4	-5.1%
	(Elimination/Corporate)	(99.2)	-5.9%	(81.2)	—	(81.2)	-5.0%	—	—
Total	1,690.9	100.0%	1,571.3	38.5	1,609.8	100.0%	-81.0	-4.8%	
Operating Income	Single-Family Houses	3.0	4.1%	4.8	1.3	6.2	9.9%	3.2	107.1%
	Rental Housing	34.1	46.3%	36.5	2.0	38.6	61.6%	4.5	13.4%
	Condominiums	-10.1	-13.8%	-18.3	0.0	-18.3	-29.2%	-8.1	—
	Existing Home Business	0.7	0.9%	1.7	0.0	1.7	2.8%	1.0	163.9%
	Commercial Facilities	33.9	46.1%	32.3	2.1	34.4	54.9%	0.5	1.6%
	Business & Corporate Facilities	33.3	45.2%	19.7	2.0	21.7	34.7%	-11.5	-34.6%
	Health & Leisure	-1.0	-1.4%	-0.5	—	-0.5	-0.8%	0.5	—
	Other Businesses	4.9	6.7%	1.0	0.0	1.0	1.7%	-3.8	-78.8%
	(Elimination/Corporate)	(25.3)	-34.1%	(22.2)	—	(22.2)	-35.6%	—	—
Total	73.5	100.0%	55.0	7.6	62.7	100.0%	-10.8	-14.8%	

Note: Sales and operating income by segment are shown prior to consolidation adjustment.

Financial Highlights/FY2009, the year ended March 31, 2010

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【MEMO】

■ Difference between the actual results and revised forecasts on Feb 10, 2010 (at 3Q in FY2009)

	Forecasts revised in Feb. 2010	Result for FY2009	Comparison		Main reasons	
			Amounts	Ratio		
						(¥ bn)
Sales	Single-Family Houses	320.2	325.9	5.7	1.8%	※1 Application of percentage-of-completion methods (¥5.0 bn → ¥8.7 bn) ※2 Application of percentage-of-completion methods (¥7.0 bn → ¥15.6 bn)
	Rental Housing	447.0	449.0	2.0	0.4%	
	Condominiums	117.8	119.3	1.5	1.3%	
	Existing Home Business	45.4	46.9	1.5	3.5%	
	Commercial Facilities	277.0	285.6	8.6	3.1%	
	Business & Corporate Facilities	185.8	196.2	10.4	5.6%	
	Health & Leisure	57.5	57.1	-0.3	-0.6%	
	Other Businesses	211.0	210.9	0.0	0.0%	
	(Elimination/Corporate)	(91.7)	(81.2)	10.4	—	
Total	1,570.0	1,609.8	39.8	2.5%		
Operating Income	Single-Family Houses	4.3	6.2	1.9	44.3%	※3 Sales increased and cost-to-sales ratio improved (0.2%)
	Rental Housing	38.2	38.6	0.4	1.2%	
	Condominiums	-12.5	-18.3	-5.8	46.6%	※4 Effect by lower of cost or market method (¥9.5 bn → ¥14.6 bn)
	Existing Home Business	2.4	1.7	-0.6	-27.5%	※5 cost-to-sales ratio deteriorated (-2.7%)
	Commercial Facilities	29.6	34.4	4.8	16.3%	※6 Sales increased and cost-to-sales ratio improved (1.2%)
	Business & Corporate Facilities	20.5	21.7	1.2	6.2%	※7 Application of percentage-of-completion methods (¥1.4 bn → ¥2.0 bn)
	Health & Leisure	0.0	-0.5	-0.5	—	
	Other Businesses	2.5	1.0	-1.4	-58.4%	
	(Elimination/Corporate)	(23.0)	(22.2)	0.7	—	
Total	62.0	62.7	0.7	1.2%		

Note: Sales and operating income by segment are shown prior to consolidation adjustment.

5. Consolidated Balance Sheets ① Assets

	Mar. 31, 2009	Mar. 31, 2010	YOY	
			(¥ billion)	
			Amounts	Ratio
Current assets	661.1	678.7	17.5	2.7%
Noncurrent assets	1,149.3	1,238.1	88.7	7.7%
Property, plant and equipment	728.9	778.6	49.6	6.8%
Intangible assets	13.1	20.1	6.9	53.0%
Investment and other assets	407.2	439.4	32.1	7.9%
Total assets	1,810.5	1,916.9	106.3	5.9%

Financial Highlights/FY2009, the year ended March 31, 2010

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【MEMO】

■ Major factors in changes

- Cash and deposits increased by ¥73.9 billion after bonds payable were issued (up 69.9% yoy).
- Real estate for sale decreased by ¥49.2 billion (down 15.7% yoy).
- Costs on uncompleted construction contracts decreased by ¥ 28.0 billion following the application of the percentage-of-completion method.
- Property, plant and equipment increased by ¥49.6 billion with the purchase of land and buildings (Up 6.8% yoy).

■ Inventories

	Mar. 31, 2009	Mar. 31, 2010	YOY	
			(¥ bn)	
			Amounts	Ratio
Costs on uncompleted construction contracts	57.4	15.0	-42.3	-73.7%
Land for sale	237.6	213.4	-24.1	-10.2%
for houses	100.4	84.2	-16.1	-16.0%
for condominiums	96.3	85.7	-10.5	-11.0%
Buildings for sale	76.5	51.5	-25.0	-32.7%
for houses	15.0	9.1	-5.8	-38.9%
for condominiums	57.0	36.6	-20.4	-35.8%
Others	24.8	19.9	-4.8	-19.7%
Total	396.4	300.0	-96.4	-24.3%

■ Noncurrent assets

	Mar. 31, 2009	Mar. 31, 2010	YOY		Main properties/reasons
			(¥ bn)		
			Amounts	Ratio	
Buildings & structures	315.6	333.7	18.0	5.7%	Pacific Minatomirai Urban Tower, Royal Parks Wakabadai
Land	356.0	389.5	33.5	9.4%	D-Project Hachioji (Tokyo), D-Project Kawagoe (Saitama)
Other	57.2	55.2	-1.9	-3.5%	
Property, plant and equipment	728.9	778.6	49.6	6.8%	
Intangible assets	13.1	20.1	6.9	53.0%	Goodwill for consolidation of Daiwa LifeNext (former Cosmos Life)

5. Consolidated Balance Sheets ② Liabilities and Net Assets

	Mar. 31, 2009	Mar. 31, 2010	YOY	
			(¥ billion)	
			Amounts	Ratio
Liabilities	1,203.1	1,299.1	96.0	8.0%
Current liabilities	372.6	344.6	-28.0	-7.5%
Noncurrent liabilities	830.5	954.5	124.0	14.9%
Net assets	607.4	617.7	10.3	1.7%
Shareholders' equity	687.6	692.4	4.8	0.7%
Valuation & translation adjustments	-80.9	-75.6	5.2	—
Minority interests	0.7	0.9	0.2	27.4%
Total liabilities & net assets	1,810.5	1,916.9	106.3	5.9%

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【MEMO】

■ Major factors in changes

- Due to the issuance of bonds, D/E ratio was 0.75, and net D/E ratio was 0.46.
- Net asset ratio decreased by 1.3 points to 32.2%.

■ Interest-bearing liabilities

	Mar. 31, 2009	Mar. 31, 2010	YOY	
			(¥ bn)	
			Amounts	Ratio
Short-term loans payable	16.4	14.7	-1.6	-10.0%
Current portion of long-term loans payable	5.6	2.9	-2.7	-48.3%
Lease obligations (current)	0.4	1.1	0.6	157.9%
Bonds payable	—	105.3	105.3	—
Long-term loans payable	319.9	335.3	15.4	4.8%
Long-term lease obligations (noncurrent)	2.1	5.9	3.8	181.7%
Total	344.5	465.4	120.9	35.1%
Debt-Equity Ratio	0.57	0.75	0.18pt	
Net Debt-Equity Ratio	0.39	0.46	0.07pt	
Net asset ratio	33.5%	32.2%	-1.3pt	

6. Full-Year Forecasts for FY2010

(¥ billion)

	Consolidated			Nonconsolidated		
	FY2009	FY2010 (forecasts)		FY2009	FY2010 (forecasts)	
	Results	Amounts	YOY ratio	Results	Amounts	YOY ratio
Net sales	1,609.8	1,610.0	0.0%	1,034.8	980.0	-5.3%
Cost of sales	1,303.8	1,296.0	-0.6%	832.7	777.0	-6.7%
SG&A expenses	243.2	248.0	1.9%	163.2	164.0	0.5%
Operating income	62.7	66.0	5.2%	38.7	39.0	0.6%
Ordinary income	60.0	60.5	0.8%	39.0	38.0	-2.7%
Net income	19.1	24.0	25.6%	12.9	16.1	24.1%

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【MEMO】

■ Application of the percentage-of-completion methods (Reference)

A 2.8% yoy increase in net sales in FY2010 is expected before application of percentage of completion methods.

■ Consolidated	FY2009			FY2010 (forecasts)				Comparison of "before-application" (E)-(B)
	(Reference) Effect on %-of-completion method		Results (A)+(B)	(Reference) Effect on %-of-completion method		Forecasts (D)+(E)		
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D)=(C)-(A)			
Net sales	38.5	1,571.3	1,609.8	33.5	-5.0	1,615.0	1,610.0	43.7
Operating income	7.6	55.0	62.7	6.7	-0.9	66.9	66.0	11.9
Ordinary income	7.6	52.4	60.0	6.7	-0.9	61.4	60.5	9.0

The fiscal year ending March 2011 is the second year following the application of the percentage-of-completion method. Consequently, the relationship between net sales using the percentage-of-completion method and net sales using the completed-contract method is as follows:

Net sales after application of the percentage-of-completion method
 = Net sales with the completed-contract method
 - Net sales with the percentage-of-completion method as at the end of the previous fiscal year
 + Net sales with the percentage-of-completion method as at the end of the current fiscal year

■ The Accounting Standards for Asset Retirement Obligations will be applied in the fiscal year ending Mar. 2011.

Herewith, where the retirement (demolition or dismantlement) of property, plant and equipment (elimination of harmful substances, restoration of leased land to original state, etc.) is mandatory under laws, ordinances or contracts, etc., expenses for this work are to be posted as assets at the time of depreciation, etc. The Company therefore anticipates that operating expenses will increase by ¥1.5 billion yen. (The expenses will be incurred mainly for noncurrent assets on leased land.)

The Company also anticipates an extraordinary loss of ¥4.0 billion because the expenses for previous fiscal years are to be booked as losses in a lump sum for the first year of application.

■ Extraordinary Loss

Impairment loss on noncurrent assets:	FY2009	¥10.9 bn	FY2010 (forecasts)	¥6.0 bn
Loss on valuation of investment securities:		¥9.6 bn		—
Loss on application of asset retirement obligation for initial year:		—		¥4.0 bn

7. Full-Year Forecasts by Segment (Eight New Business Segments)

(¥ billion)

	FY2009		FY2010 (Forecasts)				
	Results	Compositon	Amounts	Compositon	Comparison		
					Amounts	Ratio	
Sales	Single-Family Houses	325.9	20.2%	313.5	19.5%	-12.4	-3.8%
	Rental Housing	449.0	27.9%	474.5	29.5%	25.4	5.7%
	Condominiums	119.3	7.4%	116.0	7.2%	-3.3	-2.8%
	Existing Home Business	46.9	2.9%	53.5	3.3%	6.5	13.9%
	Commercial Facilities	285.6	17.8%	279.5	17.4%	-6.1	-2.2%
	Business & Corporate Facilities	196.2	12.2%	177.5	11.0%	-18.7	-9.6%
	Health & Leisure	57.1	3.5%	58.5	3.6%	1.3	2.4%
	Other Businesses	210.9	13.1%	219.0	13.6%	8.0	3.8%
	(Elimination/Corporate)	(81.2)	-5.0%	(82.0)	-5.1%	—	—
Total	1,609.8	100.0%	1,610.0	100.0%	0.1	0.0%	
Operating income	Single-Family Houses	6.2	9.9%	6.7	10.1%	0.4	8.0%
	Rental Housing	38.6	61.6%	32.0	48.5%	-6.6	-17.2%
	Condominiums	-18.3	-29.2%	0.1	0.2%	18.4	—
	Existing Home Business	1.7	2.8%	3.5	5.3%	1.7	101.2%
	Commercial Facilities	34.4	54.9%	31.0	47.0%	-3.4	-10.0%
	Business & Corporate Facilities	21.7	34.7%	14.0	21.2%	-7.7	-35.7%
	Health & Leisure	-0.5	-0.8%	0.0	0.0%	0.5	—
	Other Businesses	1.0	1.7%	2.7	4.1%	1.6	159.8%
	(Elimination/Corporate)	(22.2)	-35.6%	(24.0)	-36.4%	—	—
Total	62.7	100.0%	66.0	100.0%	3.2	5.2%	

Note: Sales and operating income by segment are shown prior to consolidation adjustment.

【MEMO】

■ Application of the percentage-of-completion methods (Reference)

■ Net sales:

(¥ bn)

	FY2009			FY2010 (forecasts)				Comparison of "before-application" (E)-(B)
	(Reference) Effect on %-of-completion method		Results (A)+(B)	(Reference) Effect on %-of-completion method			Amounts (D)+(E)	
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D)=(C)-(A)	Bef. application (E)		
Single-Family Houses	5.3	320.6	325.9	5.3	—	313.5	313.5	-7.1
Rental Housing	8.7	440.2	449.0	8.7	—	474.5	474.5	34.3
Condominiums	0.1	119.2	119.3	0.1	—	116.0	116.0	-3.2
Existing Home Business	0.2	46.7	46.9	0.2	—	53.5	53.5	6.8
Commercial Facilities	8.3	277.3	285.6	8.3	—	279.5	279.5	2.2
Business & Corporate Facilities	15.6	180.6	196.2	10.6	-5.0	182.5	177.5	1.9
Health & Leisure	—	57.1	57.1	—	—	58.5	58.5	1.4
Other Businesses	0.1	210.7	210.9	0.1	—	219.0	219.0	8.3
(Elimination/Corporate)	—	(81.2)	(81.2)	—	—	(82.0)	(82.0)	—
Total	38.5	1,571.3	1,609.8	33.5	-5.0	1,615.0	1,610.0	43.7

Note: Sales by segment are shown prior to consolidation adjustment.

■ Operating income:

(¥ bn)

	FY2009			FY2010 (forecasts)				Comparison of "before-application" (E)-(B)
	(Reference) Effect on %-of-completion method		Results (A)+(B)	(Reference) Effect on %-of-completion method			Amounts (D)+(E)	
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D)=(C)-(A)	Bef. application (E)		
Single-Family Houses	1.3	4.8	6.2	1.3	—	6.7	6.7	1.9
Rental Housing	2.0	36.5	38.6	2.0	—	32.0	32.0	-4.5
Condominiums	0.0	-18.3	-18.3	0.0	—	0.1	0.1	18.4
Existing Home Business	0.0	1.7	1.7	0.0	—	3.5	3.5	1.8
Commercial Facilities	2.1	32.3	34.4	2.1	—	31.0	31.0	-1.3
Business & Corporate Facilities	2.0	19.7	21.7	1.1	-0.9	14.9	14.0	-4.8
Health & Leisure	—	-0.5	-0.5	—	—	0.0	0.0	0.5
Other Businesses	0.0	1.0	1.0	0.0	—	2.7	2.7	1.7
(Elimination/Corporate)	—	(22.2)	(22.2)	—	—	(24.0)	(24.0)	—
Total	7.6	55.0	62.7	6.7	-0.9	66.9	66.0	11.9

Note: Operating income by segment is shown prior to consolidation adjustment.

(Reference) Order Received and Net Sales (Non-consolidated)

(¥ billion)

		FY2009			FY2010 (forecasts)			
		Units	Amounts	YOY Amounts	Units	Amounts	YOY Amounts	
Order received	Housing	Single-family houses, contracting	8,166	232.9	-3.8	8,548	240.0	0.7
		Subdivisions	1,331	32.8	-7.9	1,252	31.0	-1.8
		Land for subdivisions	—	41.3	-17.7	—	44.0	2.6
		Subtotal	9,497	307.1	-29.6	9,800	315.0	7.8
	Home Renovations	—	39.3	11.9	—	44.5	5.1	
	Rental houses	25,433	244.3	-5.0	27,250	269.5	25.1	
	Condominiums	2,675	87.4	-4.1	2,200	75.0	-12.4	
	Commercial facilities	—	156.2	-35.1	—	161.2	4.9	
	Business and corporate facilities	—	126.6	-16.1	—	120.6	-6.0	
	Real estate agency services, etc.	—	6.6	1.9	—	7.0	0.3	
Resort hotels and golf courses	—	7.2	-0.6	—	7.2	-0.0		
Total	37,605	975.0	-76.9	39,250	100.0	24.9		

		FY2009				FY2010 (forecasts)				
		Units	Amounts	YOY Amounts	Gross profit ratio (%)	Units	Amounts	YOY Amounts	Gross profit ratio (%)	
Net sales	Housing	Single-family houses, contracting	8,609	248.5	-5.5	23.2%	8,556	239.4	-9.1	21.9%
		Subdivisions	1,308	32.2	-9.5	21.7%	1,244	30.8	-1.4	18.5%
		Land for subdivisions	—	44.3	-13.7	-15.2%	—	42.4	-1.9	0.0%
		Subtotal	9,917	325.1	-28.8	17.8%	9,800	312.6	-12.5	18.6%
	Home Renovations	—	36.8	9.0	30.2%	—	42.5	5.6	30.6%	
	Rental houses	26,538	266.9	-18.7	25.2%	27,100	266.8	-0.1	21.9%	
	Condominiums	2,863	92.1	-17.2	-10.5%	2,050	72.0	-20.1	12.1%	
	Commercial facilities	—	168.7	-23.0	25.1%	—	159.6	-9.1	24.2%	
	Business and corporate facilities	—	131.3	-39.9	22.9%	—	112.3	-19.0	18.7%	
	Real estate agency services, etc.	—	6.4	1.7	20.9%	—	7.0	0.5	48.6%	
Resort hotels and golf courses	—	7.2	-0.6	20.7%	—	7.2	-0.0	23.6%		
Total	39,318	1,034.8	-117.5	19.5%	38,950	980.0	-54.8	20.7%		

Financial Highlights/FY2009, the year ended March 31, 2010

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【MEMO】

■ Application of the percentage-of-completion methods (Reference)

(¥ bn)

■ Net sales:

	FY2009			FY2010 (Forecasts)			Comparison of "before- application" (E)-(B)	
	(Reference) Effect on %-of-completion method		Results (A)+(B)	(Reference) Effect on %-of-completion method		Total Amounts (D)+(E)		
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D)=(C)-(A)		Before application (E)	
Single-family houses	5.3	319.8	325.1	5.3	0.0	312.6	312.6	-7.2
Rental housing	8.7	258.1	266.9	8.7	0.0	266.8	266.8	8.6
Commercial facilities	11.0	157.6	168.7	11.0	0.0	159.6	159.6	1.9
Business & corporate facilities	14.8	116.4	131.3	9.8	-5.0	117.3	112.3	0.8
Home renovations	0.2	36.6	36.8	0.2	0.0	42.5	42.5	5.8
Condominiums and others	—	105.8	105.8	—	—	86.2	86.2	-19.6
Total	40.2	994.5	1,034.8	35.2	-5.0	985.0	980.0	-9.5