

Market Data マーケットデータ

Housing Starts 住宅着工戸数

| | | (Thousands of units / 千戸) | | | | | | | | | |
|--|---------------|---------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
| Housing starts | 住宅着工戸数 | 775 | 819 | 841 | 893 | 987 | 880 | 921 | 974 | 946 | 952 |
| Custom-built houses | 持家 | 287 | 309 | 305 | 317 | 353 | 278 | 284 | 292 | 282 | 288 |
| Houses in housing development projects | 分譲(一戸建) | 95 | 113 | 118 | 125 | 134 | 124 | 126 | 135 | 138 | 145 |
| Rental housing | 貸家【賃貸住宅】 | 311 | 292 | 290 | 321 | 370 | 358 | 384 | 427 | 410 | 390 |
| Condominiums for sale | 分譲(マンション) | 67 | 98 | 120 | 124 | 124 | 110 | 118 | 112 | 108 | 120 |
| Prefabricated housing starts | プレハブ着工戸数 | 124 | 126 | 128 | 134 | 150 | 140 | 143 | 148 | 136 | 131 |
| Prefabricated housing share | プレハブシェア | 16.0% | 15.3% | 15.2% | 15.0% | 15.2% | 15.9% | 15.6% | 15.2% | 14.4% | 13.7% |
| Custom-built houses | 持家 | 52 | 55 | 55 | 56 | 57 | 47 | 45 | 46 | 43 | 44 |
| Prefabricated housing share | プレハブシェア | 18.0% | 17.7% | 18.2% | 17.7% | 16.3% | 16.8% | 15.9% | 15.8% | 15.4% | 15.2% |
| Rental housing | 貸家【賃貸住宅】 | 67 | 66 | 67 | 72 | 86 | 86 | 92 | 95 | 87 | 80 |
| Prefabricated housing share | プレハブシェア | 21.5% | 22.5% | 23.1% | 22.6% | 23.3% | 24.0% | 23.9% | 22.2% | 21.2% | 20.6% |
| Houses in housing development projects and condominiums for sale | 分譲(一戸建・マンション) | 4 | 5 | 5 | 5 | 6 | 6 | 6 | 5 | 5 | 5 |
| Prefabricated housing share | プレハブシェア | 2.7% | 2.1% | 2.0% | 2.1% | 2.2% | 2.7% | 2.3% | 2.2% | 2.0% | 2.0% |

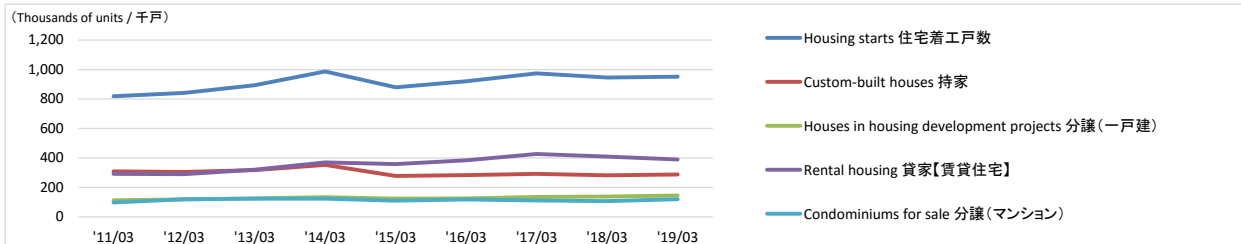
Source: Statistics for housing (including prefabricated) starts are from Housing Starts Survey by Ministry of Land, Infrastructure and Transport./ (注) 住宅着工戸数及びプレハブ着工戸数は、「住宅着工統計」(国土交通省)より

Sales of Houses (Non-consolidated) 住宅販売戸数(大和ハウス工業 個別)

| | | (Units / 戸) | | | | | | | | | |
|--|---------------|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
| Sales of Houses | 住宅販売戸数 | 39,318 | 37,414 | 39,486 | 43,203 | 46,018 | 49,087 | 51,207 | 54,925 | 51,641 | 48,410 |
| Single-family houses (Custom-built houses) | 戸建住宅 | 8,609 | 8,133 | 8,323 | 7,965 | 8,088 | 7,280 | 6,999 | 7,106 | 6,907 | 6,524 |
| Single-family houses in housing development projects | 分譲住宅 | 1,308 | 1,370 | 1,676 | 1,916 | 2,433 | 2,614 | 2,333 | 2,180 | 2,320 | 2,192 |
| Rental housing | 賃貸住宅 | 26,538 | 25,224 | 27,115 | 30,514 | 32,424 | 36,757 | 38,903 | 43,428 | 40,254 | 37,905 |
| Condominiums for sale | 分譲マンション | 2,863 | 2,687 | 2,372 | 2,808 | 3,073 | 2,436 | 2,972 | 2,211 | 2,160 | 1,789 |
| Reference: Cosmos Initia* | 参考: コスモスイニシア* | | | | | | | | | | |
| Condominiums for sale | 分譲マンション | - | - | - | - | 799 | 772 | 896 | 744 | 558 | 414 |

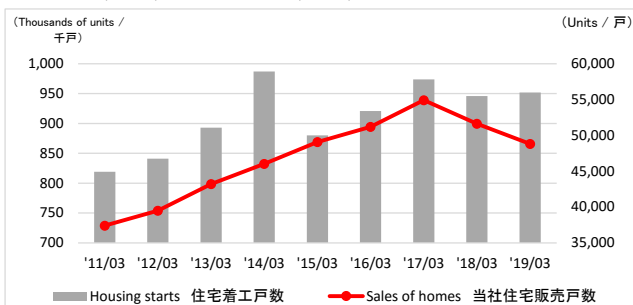
*Cosmos Initia Co., Ltd. became a consolidated subsidiary June 2013./ 株式会社コスモスイニシアは、2013年6月より連結子会社となりました。

Housing Starts 住宅着工戸数



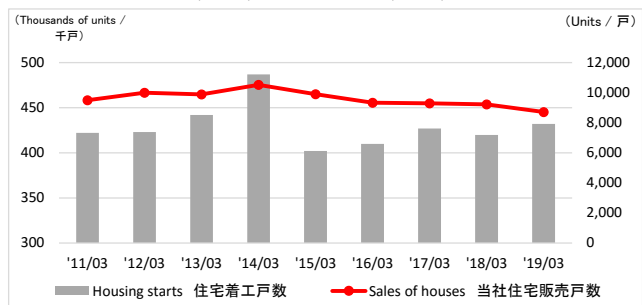
Housing starts (left scale), Sales of homes (right scale) (Non-consolidated)

住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



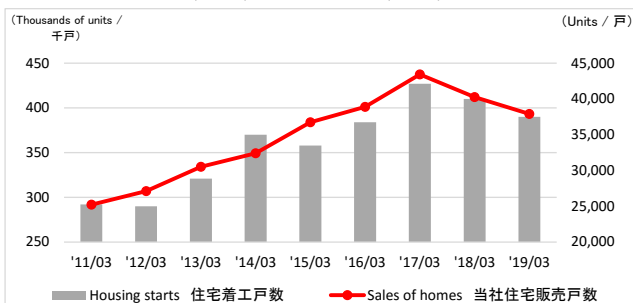
【Single-family houses】 Housing starts (left scale), Sales of homes (right scale)

【戸建住宅】 住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



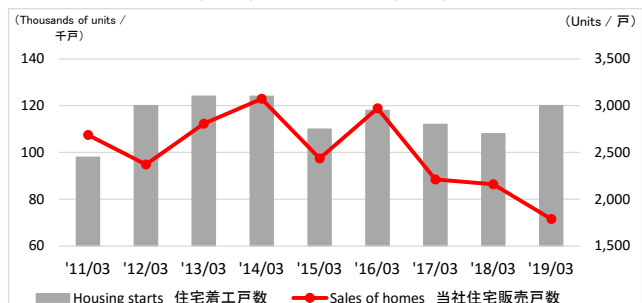
【Rental housing】 Housing starts (left scale), Sales of homes (right scale)

【賃貸住宅】 住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



【Condominiums】 Housing starts (left scale), Sales of homes (right scale)

【マンション】 住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



Financial Data 財務データ 1

Consolidated Balance Sheets 連結貸借対照表

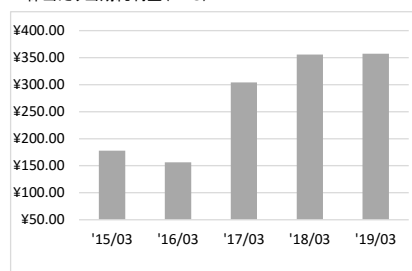
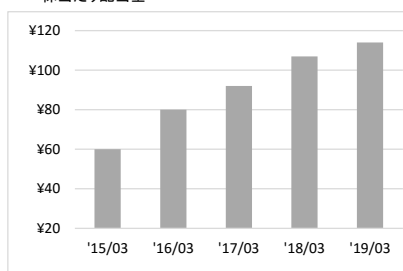
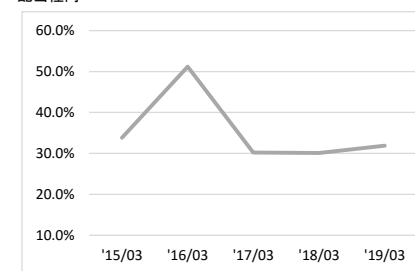
(¥ Million / 百万円)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Assets | 資産の部 | | | | | | | | | | |
| Current assets | 流動資産 | | | | | | | | | | |
| Cash and deposits | 現金預金 | 179,792 | 149,379 | 250,649 | 248,799 | 212,114 | 238,776 | 192,571 | 216,749 | 330,806 | 279,859 |
| Notes and accounts receivable from completed construction contracts and other | 受取手形・売掛金等 | 75,815 | 95,686 | 93,874 | 189,770 | 227,276 | 244,045 | 281,755 | 315,275 | 360,395 | 390,922 |
| Short-term investment securities | 有価証券 | 6 | 6 | 6 | 8 | 18 | 16 | 16 | 2,006 | 2,040 | 891 |
| Inventories | たな卸資産 | 300,002 | 301,987 | 371,938 | 398,584 | 455,578 | 598,690 | 640,165 | 624,285 | 784,256 | 955,665 |
| Costs on uncompleted construction contracts | 未成工事支出金 | 15,098 | 15,307 | 14,361 | 21,712 | 23,818 | 31,778 | 36,753 | 49,484 | 58,627 | 79,305 |
| Land for sale | 販売用土地 | 213,456 | 217,050 | 267,809 | 280,502 | 319,477 | 399,211 | 422,607 | 393,498 | 501,367 | 620,941 |
| Buildings for sale | 販売用建物 | 51,527 | 48,724 | 66,021 | 71,217 | 84,035 | 140,220 | 152,657 | 154,179 | 195,386 | 223,066 |
| Other | その他の流動資産 | 125,830 | 135,580 | 129,891 | 147,332 | 184,126 | 192,067 | 216,923 | 254,525 | 261,348 | 302,370 |
| Allowance for doubtful accounts | 貸倒引当金 | -2,690 | -1,379 | -1,604 | -2,949 | -3,382 | -3,347 | -2,583 | -7,653 | -8,836 | -8,665 |
| Total current assets | 流動資産合計 | 678,757 | 681,261 | 844,757 | 981,546 | 1,075,731 | 1,270,247 | 1,328,849 | 1,405,188 | 1,730,010 | 1,921,043 |
| Noncurrent assets | 固定資産 | | | | | | | | | | |
| Property, plant and equipment | 有形固定資産 | 778,610 | 760,123 | 748,548 | 802,634 | 943,886 | 1,070,121 | 1,190,704 | 1,407,380 | 1,501,499 | 1,608,548 |
| Buildings and structures | 建物及び構築物 | 333,731 | 327,808 | 334,305 | 345,000 | 384,466 | 417,638 | 428,046 | 482,076 | 546,337 | 581,738 |
| Land | 土地 | 389,587 | 387,343 | 364,954 | 396,353 | 485,813 | 566,139 | 652,043 | 759,813 | 776,342 | 811,205 |
| Other | その他 | 55,291 | 44,971 | 49,288 | 61,280 | 73,607 | 86,342 | 110,614 | 165,489 | 178,819 | 215,604 |
| Intangible assets | 無形固定資産 | 20,153 | 21,491 | 32,056 | 80,258 | 82,173 | 80,578 | 87,206 | 86,989 | 103,768 | 124,639 |
| Investments and other assets | 投資その他の資産 | 439,406 | 471,360 | 460,735 | 506,799 | 564,154 | 600,059 | 651,045 | 656,326 | 699,780 | 679,804 |
| Total noncurrent assets | 固定資産合計 | 1,238,170 | 1,252,975 | 1,241,340 | 1,389,691 | 1,590,215 | 1,750,759 | 1,928,955 | 2,150,696 | 2,305,048 | 2,412,993 |
| Total assets | 資産合計 | 1,916,927 | 1,934,236 | 2,086,097 | 2,371,238 | 2,665,946 | 3,021,007 | 3,257,805 | 3,555,885 | 4,035,059 | 4,334,037 |
| Liabilities | 負債の部 | | | | | | | | | | |
| Current liabilities | 流動負債 | | | | | | | | | | |
| Notes and accounts payable for construction contracts and other | 支払手形・工事未払金等 | 113,807 | 129,462 | 210,241 | 337,767 | 274,776 | 309,261 | 368,494 | 383,232 | 479,451 | 530,472 |
| Short-term loans payable | 短期借入金 | 14,771 | 9,136 | 2,559 | 7,495 | 22,302 | 70,892 | 54,291 | 78,944 | 93,843 | 97,631 |
| Current portion of bonds payable | 一年以内償還予定の社債 | - | 4,500 | 1,353 | 53 | 100,053 | 110 | 10,085 | 10 | 20,110 | 95,000 |
| Current portion of long-term loans payable | 一年以内返済予定の長期借入金 | 2,901 | 25,122 | 145,436 | 38,987 | 60,442 | 34,803 | 31,748 | 69,401 | 61,574 | 40,441 |
| Commercial papers | コマーシャル・ペーパー | - | - | - | - | - | 72,000 | - | - | - | - |
| Income taxes payable | 未払法人税・事業税 | 24,037 | 6,675 | 24,826 | 33,051 | 46,796 | 27,415 | 60,429 | 52,511 | 61,826 | 69,944 |
| Advances received on uncompleted construction contracts | 未成工事受入金 | 27,403 | 32,090 | 48,993 | 60,166 | 70,238 | 90,487 | 107,531 | 113,850 | 124,571 | 165,186 |
| Other | その他の流動負債 | 161,679 | 182,719 | 198,462 | 240,030 | 270,864 | 311,132 | 341,208 | 324,023 | 356,970 | 403,173 |
| Total current liabilities | 流動負債合計 | 344,601 | 389,705 | 631,872 | 717,551 | 845,474 | 916,104 | 973,790 | 1,021,973 | 1,198,349 | 1,401,849 |
| Noncurrent liabilities | 固定負債 | | | | | | | | | | |
| Bonds payable | 社債 | 105,300 | 101,300 | 100,720 | 130,667 | 30,614 | 110,595 | 100,010 | 200,000 | 287,342 | 192,000 |
| Long-term loans payable | 長期借入金 | 335,388 | 255,498 | 133,556 | 197,585 | 180,156 | 275,128 | 295,828 | 292,316 | 317,702 | 350,573 |
| Other | その他の固定負債 | 513,868 | 552,545 | 562,056 | 590,550 | 617,015 | 606,361 | 706,189 | 711,693 | 718,078 | 745,896 |
| Total noncurrent liabilities | 固定負債合計 | 954,556 | 909,343 | 796,334 | 918,803 | 827,786 | 992,085 | 1,102,028 | 1,204,009 | 1,323,124 | 1,288,470 |
| Total liabilities | 負債合計 | 1,299,157 | 1,299,049 | 1,428,206 | 1,636,354 | 1,673,260 | 1,908,190 | 2,075,818 | 2,225,983 | 2,521,474 | 2,690,320 |
| Net assets | 純資産の部 | | | | | | | | | | |
| Shareholders' equity | 株主資本 | | | | | | | | | | |
| Capital stock | 資本金 | 110,120 | 110,120 | 110,120 | 110,120 | 161,699 | 161,699 | 161,699 | 161,699 | 161,699 | 161,699 |
| Capital surplus | 資本剰余金 | 226,824 | 226,824 | 226,824 | 226,824 | 294,632 | 294,632 | 311,226 | 311,393 | 311,910 | 310,879 |
| Retained earnings | 利益剰余金 | 375,154 | 362,281 | 380,751 | 404,979 | 465,719 | 534,639 | 591,850 | 734,242 | 903,550 | 1,066,705 |
| Treasury stock | 自己株式 | -19,615 | -19,874 | -19,944 | -19,998 | -1,256 | -1,965 | -4,617 | -8,450 | -4,630 | -8,316 |
| Total shareholders' equity | 株主資本合計 | 692,484 | 679,351 | 697,751 | 721,926 | 920,794 | 989,005 | 1,060,158 | 1,198,884 | 1,372,528 | 1,530,968 |
| Accumulated other comprehensive income | その他の包括利益累計額 | | | | | | | | | | |
| Valuation difference on available-for-sale securities | その他有価証券評価差額金 | 6,696 | 7,582 | 7,566 | 24,326 | 50,498 | 84,678 | 84,983 | 88,642 | 75,257 | 51,016 |
| Deferred gains or losses on hedges | 繰延ヘッジ損益 | - | - | - | - | 10 | 84 | 35 | -5 | -35 | -21 |
| Revaluation reserve for land | 土地再評価差額金 | -77,593 | -47,314 | -40,738 | -13,160 | -5,241 | -457 | 702 | 3,495 | 6,188 | 6,453 |
| Foreign currency translation adjustment | 為替換算調整勘定 | -4,765 | -5,467 | -7,469 | 531 | 20,456 | 32,318 | 24,399 | 17,273 | 20,599 | 7,574 |
| Total accumulated other comprehensive income | その他の包括利益累計額合計 | -75,662 | -45,200 | -40,640 | 11,697 | 65,723 | 116,623 | 110,119 | 109,405 | 102,010 | 65,023 |
| Subscription rights to shares | 新株予約権 | - | - | - | - | 38 | 38 | 38 | 115 | 115 | 114 |
| Non-controlling interests | 非支配株主持分 | 948 | 1,035 | 779 | 1,259 | 6,129 | 7,149 | 11,669 | 21,495 | 38,929 | 47,610 |
| Total net assets | 純資産合計 | 617,769 | 635,186 | 657,891 | 734,883 | 992,686 | 1,112,817 | 1,181,986 | 1,329,901 | 1,513,585 | 1,643,717 |
| Total liabilities and net assets | 負債純資産合計 | 1,916,927 | 1,934,236 | 2,086,097 | 2,371,238 | 2,665,946 | 3,021,007 | 3,257,805 | 3,555,885 | 4,035,059 | 4,334,037 |

Financial Data 財務データ 2

Consolidated Statements of Income 連結損益計算書

| | | (¥ Million / 百万円) | | | | | | | | | | |
|--|------------------------|---------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------------|
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | '20/03 Forecast 計画 |
| Net sales | 売上高 | 1,609,883 | 1,690,151 | 1,848,797 | 2,007,989 | 2,700,318 | 2,810,714 | 3,192,900 | 3,512,909 | 3,795,992 | 4,143,505 | 4,250,000 |
| Cost of sales | 売上原価 | 1,303,881 | 1,352,937 | 1,468,844 | 1,592,218 | 2,192,414 | 2,269,846 | 2,560,483 | 2,791,596 | 3,002,160 | 3,300,738 | 3,379,000 |
| SG&A expenses | 販売費及び一般管理費 | 243,288 | 249,516 | 264,996 | 287,746 | 344,326 | 360,516 | 389,316 | 411,220 | 446,690 | 470,571 | 493,000 |
| Operating income | 営業利益 | 62,714 | 87,697 | 114,955 | 128,024 | 163,576 | 180,352 | 243,100 | 310,092 | 347,141 | 372,195 | 378,000 |
| Interest income and dividends income | 受取利息・配当金 | 3,103 | 4,463 | 4,758 | 5,041 | 6,357 | 6,576 | 7,015 | 6,895 | 7,221 | 8,444 | - |
| Equity in earnings of affiliates | 持分法による投資利益 | 1,242 | 992 | - | 500 | 1,453 | 11 | - | - | - | - | - |
| Total non-operating income | 営業外収益計 | 12,352 | 11,331 | 11,601 | 27,988 | 26,991 | 35,340 | 13,651 | 13,253 | 14,633 | 16,047 | 14,900 |
| Interest expenses | 支払利息 | 6,869 | 7,207 | 6,368 | 5,278 | 4,620 | 5,129 | 5,048 | 5,143 | 5,544 | 7,504 | - |
| Equity in losses of affiliates | 持分法による投資損失 | - | - | 1,431 | - | - | - | 574 | 1,274 | 62 | 13,080 | - |
| Total non-operating expenses | 営業外費用計 | 15,030 | 19,980 | 18,051 | 10,616 | 14,201 | 13,064 | 23,160 | 22,815 | 17,180 | 28,780 | 16,900 |
| Ordinary income | 経常利益 | 60,036 | 79,049 | 108,506 | 145,395 | 176,366 | 202,628 | 233,592 | 300,529 | 344,593 | 359,462 | 376,000 |
| Extraordinary income | 特別利益 | 261 | 3,606 | 1,356 | 32,436 | 1,332 | 14,397 | 14,955 | 1,783 | 15,358 | 5,033 | 0 |
| Extraordinary losses | 特別損失 | 22,229 | 41,942 | 16,840 | 64,569 | 9,189 | 15,934 | 92,333 | 7,448 | 13,636 | 12,265 | 60 |
| Income before income taxes and non-controlling shareholders' interests | 税金等調整前当期純利益 | 38,069 | 40,713 | 93,021 | 113,262 | 168,509 | 201,091 | 156,214 | 294,865 | 346,315 | 352,230 | 370,000 |
| Income taxes and others | 法人税等 | 18,933 | 13,371 | 59,853 | 47,092 | 66,000 | 83,552 | 51,545 | 92,072 | 106,412 | 110,198 | 116,100 |
| Net income attributable to non-controlling shareholders' interests | 非支配株主に帰属する当期純利益 | 22 | 74 | -32 | -103 | 413 | 406 | 1,091 | 1,092 | 3,546 | 4,592 | 1,900 |
| Net income attributable to owners of the parent | 親会社株主に帰属する当期純利益 | 19,113 | 27,267 | 33,200 | 66,274 | 102,095 | 117,133 | 103,577 | 201,700 | 236,357 | 237,439 | 252,000 |
| Basic net income per share | 一株当たり当期純利益 | ¥33.00 | ¥47.09 | ¥57.36 | ¥114.52 | ¥161.08 | ¥177.74 | ¥156.40 | ¥304.14 | ¥355.87 | ¥357.29 | ¥379.63 |
| Dividend per share | 一株当たり配当金 | ¥17 | ¥20 | ¥25 | ¥35 | ¥50 | ¥60 | ¥80 | ¥92 | ¥107 | ¥114 | ¥115 |
| of which interim dividend per share | うち、一株当たり中間配当 | - | - | - | - | ¥20 | ¥25 | ¥35 | ¥40 | ¥45 | ¥50 | ¥55 |
| Dividend payout ratio | 配当性向 | 51.5% | 42.5% | 43.6% | 30.6% | 31.0% | 33.8% | 51.2% | 30.2% | 30.1% | 31.9% | 30.3% |
| Balance between financial income and expenses | 金融収支 | -3,765 | -2,744 | -1,610 | -236 | 1,736 | 1,446 | 1,967 | 1,752 | 1,677 | 940 | - |
| Number of issued and outstanding shares (Thousands of share) | 発行済株式数(千株) | 579,091 | 578,806 | 578,715 | 578,672 | 659,121 | 658,802 | 663,808 | 663,546 | 664,755 | 663,801 | - |

Earnings per share (EPS)
一株当たり当期純利益 (EPS)Cash dividends per share
一株当たり配当金Payout ratio
配当性向

【Reference】The State of Share Distribution (Composition Ratio) 【参考】株式分布状況表 (構成比)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|------------------------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Financial Institutions | 金融機関 | 43.3% | 43.9% | 43.7% | 41.2% | 39.3% | 39.8% | 41.4% | 42.7% | 44.6% | 46.3% |
| Foreigners | 外国人 | 28.6% | 26.6% | 26.6% | 30.2% | 36.5% | 37.5% | 36.9% | 34.9% | 33.5% | 30.7% |
| Individuals & Others | 個人・その他 | 12.3% | 12.9% | 13.2% | 12.8% | 12.4% | 11.0% | 10.4% | 10.8% | 10.2% | 10.6% |
| Other Companies | その他国内法人 | 10.5% | 10.7% | 10.6% | 10.2% | 9.4% | 9.4% | 9.5% | 9.4% | 9.2% | 8.8% |
| Securities Companies | 証券会社 | 1.8% | 2.4% | 2.4% | 2.1% | 2.2% | 2.1% | 1.4% | 2.2% | 2.5% | 3.2% |
| Treasury Stock | 自己名義株式 | 3.5% | 3.5% | 3.5% | 3.5% | 0.2% | 0.2% | 0.4% | 0.0% | 0.0% | 0.3% |
| Total | 合計 | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

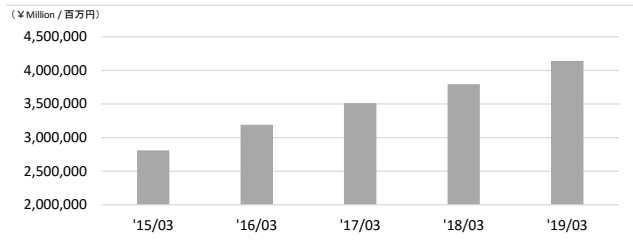
Index Data 指標データ 1

Profitability Indices (Consolidated) 収益性指標(連結)

| | | (¥ Million / 百万円) | | | | | | | | | |
|---|-----------------|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
| Net sales | 売上高 | 1,609,883 | 1,690,151 | 1,848,797 | 2,007,989 | 2,700,318 | 2,810,714 | 3,192,900 | 3,512,909 | 3,795,992 | 4,143,505 |
| Gross profit | 売上総利益 | 306,002 | 337,213 | 379,952 | 415,771 | 507,903 | 540,868 | 632,417 | 721,312 | 793,832 | 842,767 |
| | 売上高総利益率 | 19.0% | 20.0% | 20.6% | 20.7% | 18.8% | 19.2% | 19.8% | 20.5% | 20.9% | 20.3% |
| SG&A expenses | 管理販売費及び一般管理費 | 243,288 | 249,516 | 264,996 | 287,746 | 344,326 | 360,516 | 389,316 | 411,220 | 446,690 | 470,571 |
| Operating income | 営業利益 | 62,714 | 87,697 | 114,955 | 128,024 | 163,576 | 180,352 | 243,100 | 310,092 | 347,141 | 372,195 |
| | 営業利益率 | 3.9% | 5.2% | 6.2% | 6.4% | 6.1% | 6.4% | 7.6% | 8.8% | 9.1% | 9.0% |
| Ordinary income | 経常利益 | 60,036 | 79,049 | 108,506 | 145,395 | 176,366 | 202,628 | 233,592 | 300,529 | 344,593 | 359,462 |
| Net income attributable to owners of parent | 親会社株主に帰属する当期純利益 | 19,113 | 27,267 | 33,200 | 66,274 | 102,095 | 117,133 | 103,577 | 201,700 | 236,357 | 237,439 |

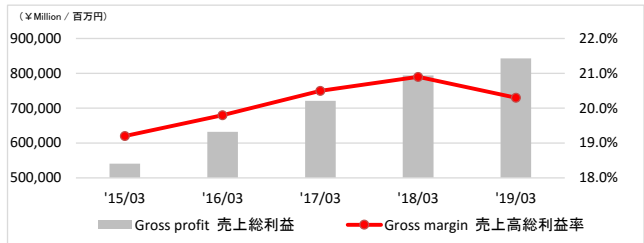
Net sales

売上高



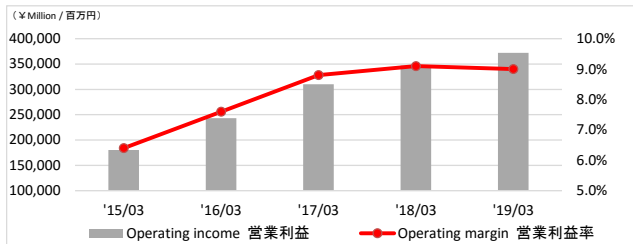
Gross profit (left scale), Gross margin (right scale)

売上総利益(左目盛)、売上高総利益率(右目盛)



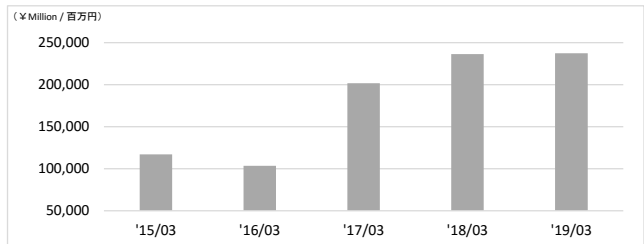
Operating income (left scale), Operating margin (right scale)

営業利益(左目盛)、営業利益率(右目盛)



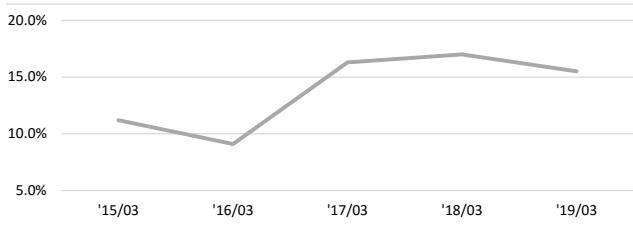
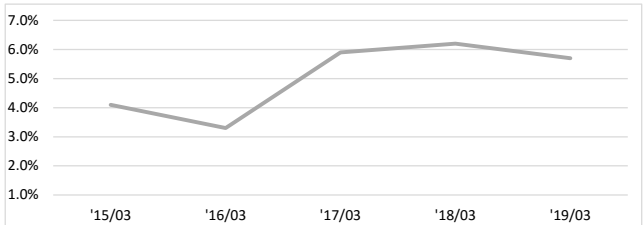
Net income attributable to owners of parent

親会社株主に帰属する当期純利益



Efficiency Indices (Consolidated) 効率性指標(連結)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|------------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Return on equity (ROE) | 株主資本利益率(ROE) | 3.1% | 4.4% | 5.1% | 9.5% | 11.9% | 11.2% | 9.1% | 16.3% | 17.0% | 15.5% |
| Return on assets (ROA) | 総資産利益率(ROA) | 1.0% | 1.4% | 1.7% | 3.0% | 4.1% | 4.1% | 3.3% | 5.9% | 6.2% | 5.7% |

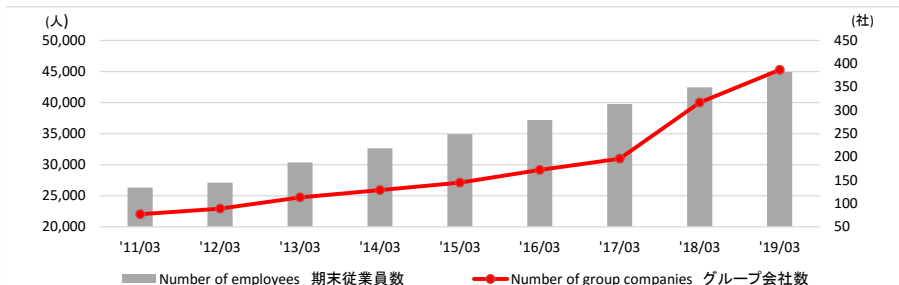
Return on equity (ROE)
株主資本利益率(ROE)Return on assets (ROA)
総資産利益率(ROA)

Productivity Indices (Consolidated) 生産性指標(連結)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|--|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Number of employees (End of the fiscal year) | 期末従業員数(人) | 26,542 | 26,310 | 27,130 | 30,361 | 32,628 | 34,903 | 37,191 | 39,770 | 42,460 | 44,947 |
| Number of group companies | グループ会社数(社) | 74 | 77 | 89 | 113 | 129 | 145 | 172 | 196 | 317 | 387 |

Number of employees (left scale), Number of group companies (right scale)

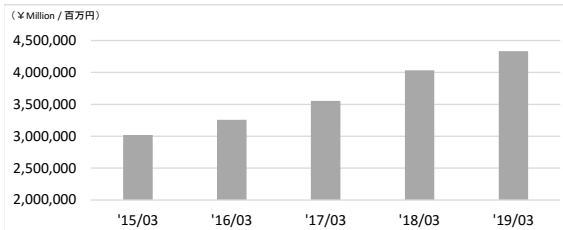
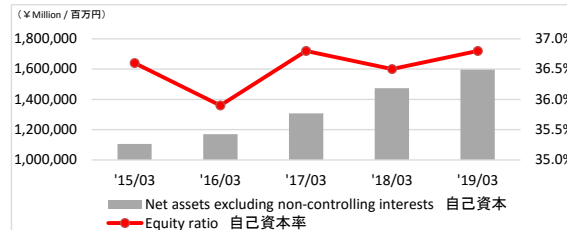
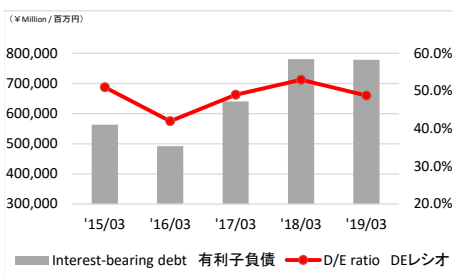
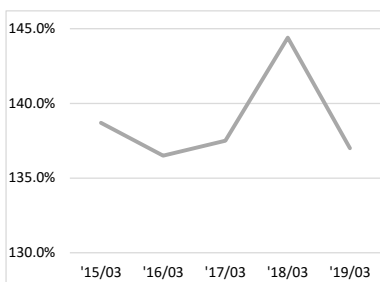
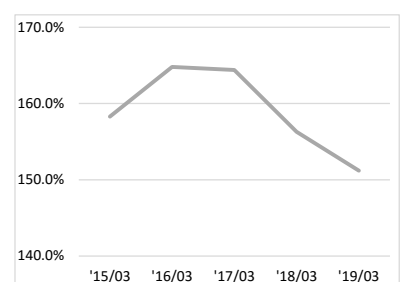
期末従業員数(左目盛)、グループ会社数(右目盛)



Index Data 指標データ 2

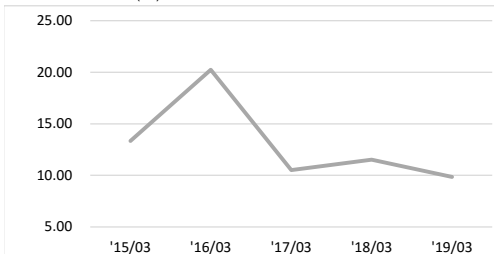
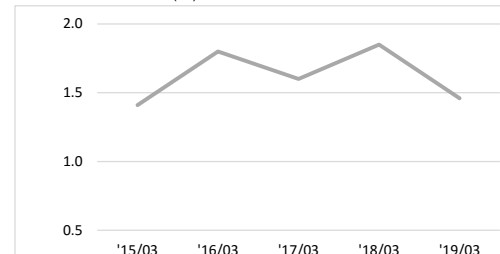
Stability Indices (Consolidated) 安全性指標(連結)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|--|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Total assets | 総資産 | 1,916,927 | 1,934,236 | 2,086,097 | 2,371,238 | 2,665,946 | 3,021,007 | 3,257,805 | 3,555,885 | 4,035,059 | 4,334,037 |
| Equity ratio | 自己資本比率 | 32.2% | 32.8% | 31.5% | 30.9% | 37.0% | 36.6% | 35.9% | 36.8% | 36.5% | 36.8% |
| Interest-bearing liabilities (excl. lease obligations) | 有利子負債(リース債務除く) | 458,360 | 395,556 | 383,625 | 374,788 | 393,568 | 563,530 | 491,964 | 640,671 | 780,574 | 778,546 |
| D/E ratio | DEレシオ | 74.3% | 62.4% | 58.4% | 51.1% | 39.9% | 51.0% | 42.0% | 49.0% | 52.9% | 48.8% |
| Net D/E ratio | ネットDEレシオ | 45.2% | 38.8% | 20.2% | 17.2% | 18.4% | 29.4% | 25.6% | 32.4% | 30.5% | 31.2% |
| Current ratio | 流動比率 | 197.0% | 174.8% | 133.7% | 136.8% | 127.2% | 138.7% | 136.5% | 137.5% | 144.4% | 137.0% |
| Fixed ratio | 固定比率 | 200.4% | 197.3% | 188.9% | 189.4% | 161.2% | 158.3% | 164.8% | 164.4% | 156.3% | 151.2% |

Total assets
総資産Net assets excluding non-controlling interests (left scale), Equity ratio (right scale)
自己資本(左目盛)、自己資本比率(右目盛)Interest-bearing debt(left scale), D/E ratio(right scale)
有利子負債(左目盛)、DEレシオ(右目盛)Current ratio
流動比率Fixed ratio
固定比率

Investment Indices (Consolidated) 投資指標(連結)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|-------------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Earnings per share (EPS) | 一株当たり当期純利益(EPS) | ¥33.00 | ¥47.09 | ¥57.36 | ¥114.52 | ¥161.08 | ¥177.74 | ¥156.40 | ¥304.14 | ¥355.87 | ¥357.29 |
| Book-value per share | 一株当たり純資産 | ¥1,065.15 | ¥1,095.62 | ¥1,135.46 | ¥1,267.77 | ¥1,496.72 | ¥1,678.24 | ¥1,762.97 | ¥1,971.66 | ¥2,218.17 | ¥2,404.32 |
| Dividend per share | 一株当たり配当金(円) | ¥17 | ¥20 | ¥25 | ¥35 | ¥50 | ¥60 | ¥80 | ¥92 | ¥107 | ¥114 |
| Payout ratio | 配当性向 | 51.5% | 42.5% | 43.6% | 30.6% | 31.0% | 33.8% | 51.2% | 30.2% | 30.1% | 31.9% |
| Price earnings ratio (PER)(Times) | 株価収益率(PER)(倍) | 31.97 | 21.70 | 19.07 | 15.89 | 10.87 | 13.34 | 20.24 | 10.51 | 11.52 | 9.85 |
| Price book-value ratio (PBR)(Times) | 株価純資産倍率(PBR)(倍) | 0.99 | 0.93 | 0.96 | 1.44 | 1.17 | 1.41 | 1.80 | 1.62 | 1.85 | 1.46 |

Price earnings ratio (PER) (Times)
株価収益率(PER)(倍)Price book-value ratio (PBR) (Times)
株価純資産倍率(PBR)(倍)

Operating Data 事業データ 1

Sales by Segment (Consolidated) セグメント別売上高(連結)

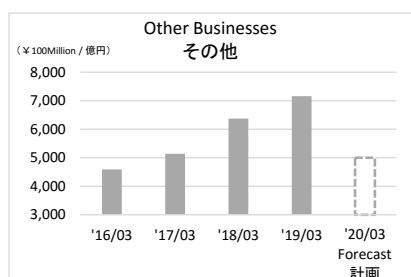
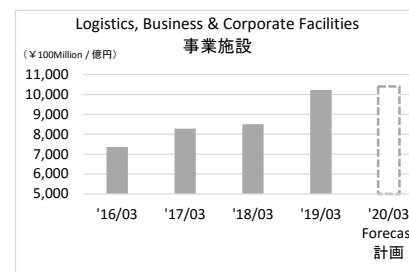
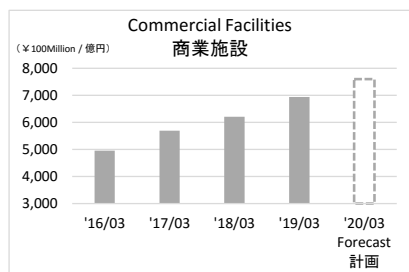
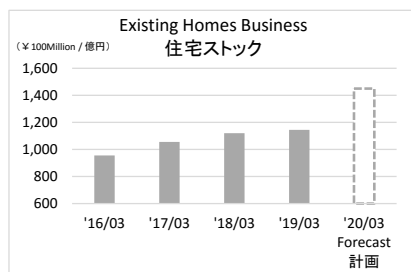
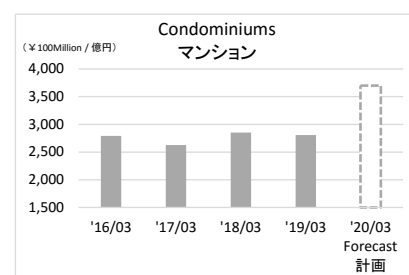
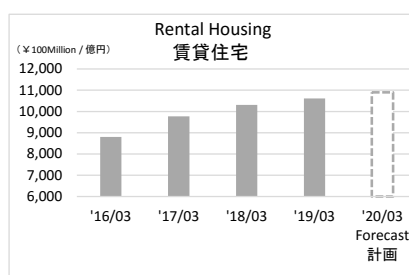
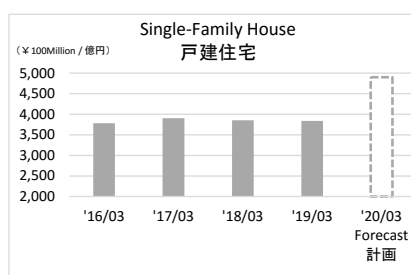
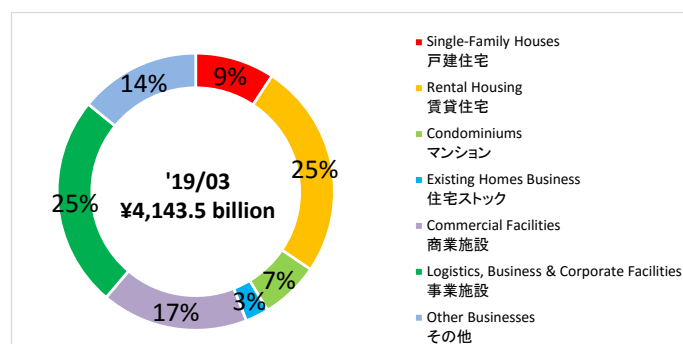
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | '20/03 Forecast 計画 |
|--|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|-----------------------|
| Single-Family Houses | 戸建住宅 | 3,259 | 3,224 | 3,363 | 3,511 | 3,944 | 3,753 | 3,783 | 3,903 | 3,853 | 3,838 | 4,900 |
| Rental Housing | 賃貸住宅 | 4,490 | 4,961 | 5,267 | 5,925 | 6,887 | 7,729 | 8,801 | 9,772 | 10,308 | 10,613 | 10,900 |
| Condominiums | マンション | 1,193 | 1,409 | 1,288 | 1,567 | 2,427 | 2,313 | 2,793 | 2,628 | 2,850 | 2,805 | 3,700 |
| Existing Homes Business | 住宅ストック | 469 | 607 | 681 | 764 | 867 | 916 | 955 | 1,055 | 1,121 | 1,145 | 1,450 |
| Commercial Facilities | 商業施設 | 2,856 | 2,740 | 3,069 | 3,472 | 4,219 | 4,562 | 4,955 | 5,697 | 6,208 | 6,939 | 7,600 |
| Logistics, Business & Corporate Facilities | 事業施設 | 1,962 | 1,943 | 2,570 | 2,514 | 5,921 | 5,815 | 7,363 | 8,284 | 8,502 | 10,223 | 10,400 |
| Other Businesses | その他 | 2,660 | 2,800 | 3,129 | 3,353 | 3,939 | 4,265 | 4,588 | 5,135 | 6,371 | 7,161 | 5,000 |
| Adjustment | 調整額 | (793) | (786) | (881) | (1,030) | (1,205) | (1,248) | (1,311) | (1,349) | (1,256) | (1,293) | (1,450) |
| Total | 合計 | 16,098 | 16,901 | 18,487 | 20,079 | 27,003 | 28,107 | 31,929 | 35,129 | 37,959 | 41,435 | 42,500 |

Note: 1.Sales by segment include intersegment transactions.

2.Regards to overseas business included in Other Businesses segment, we will reclassify the segments according to the business content from the fiscal year ending March 31, 2020. Also, we will change the forecasts of some subsidiaries to segments according to the content of their main business.

注: 1.上記業績には、セグメント間の内部取引を含んでいます。

2.「その他」セグメントに含めておりました海外事業につきましては、2020年3月期より事業内容に沿って各セグメントに変更を行っております。また、一部の子会社につきましても主要事業の内容に沿ったセグメントに変更を行っております。

Composition by business segment
セグメント別構成比率

Operating Data 事業データ 2

Operating Income and Operating margin by Segment (Consolidated) セグメント別営業利益・営業利益率(連結)

Operating income

営業利益

(¥100Million / 億円)

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | '20/03 Forecast 計画 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|
| Single-Family Houses | 戸建住宅 | 62 | 72 | 110 | 125 | 133 | 88 | 165 | 192 | 215 | 199 | 190 |
| Rental Housing | 賃貸住宅 | 386 | 469 | 529 | 522 | 642 | 695 | 819 | 942 | 1,066 | 1,022 | 1,120 |
| Condominiums | マンション | -183 | 53 | 37 | 99 | 107 | 108 | 157 | 134 | 133 | 135 | 140 |
| Existing Homes Business | 住宅ストック | 17 | 42 | 45 | 61 | 93 | 99 | 112 | 130 | 132 | 159 | 140 |
| Commercial Facilities | 商業施設 | 344 | 335 | 331 | 459 | 607 | 672 | 803 | 1,007 | 1,141 | 1,377 | 1,440 |
| Logistics, Business & Corporate Facilities | 事業施設 | 217 | 115 | 258 | 206 | 269 | 384 | 680 | 789 | 889 | 989 | 1,020 |
| Other Businesses | その他 | 4 | 27 | 82 | 96 | 140 | 102 | 95 | 168 | 230 | 325 | 190 |
| Adjustment | 調整額 | (222) | (239) | (246) | (291) | (358) | (348) | (403) | (265) | (337) | (486) | (460) |
| Total | 合計 | 627 | 876 | 1,149 | 1,280 | 1,635 | 1,803 | 2,431 | 3,100 | 3,471 | 3,721 | 3,780 |

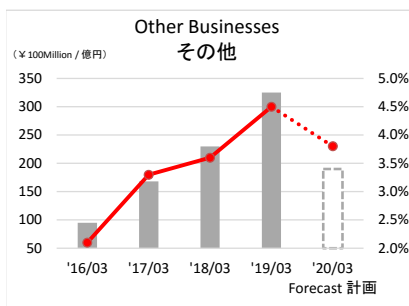
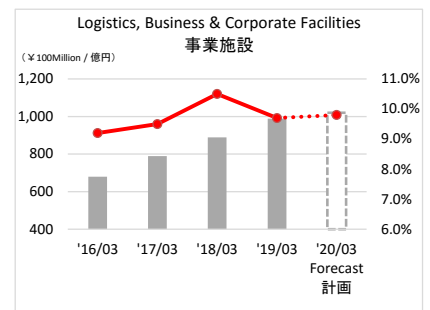
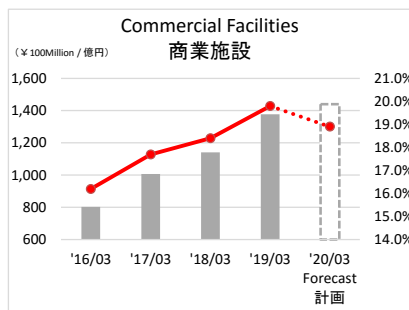
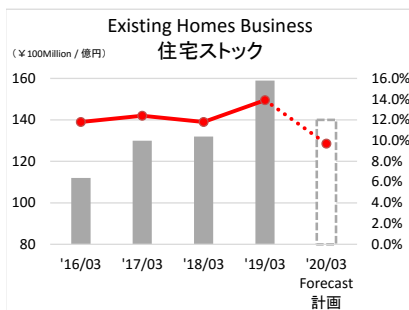
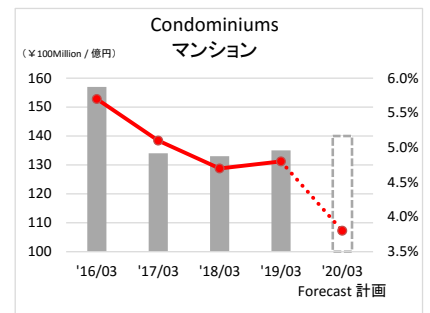
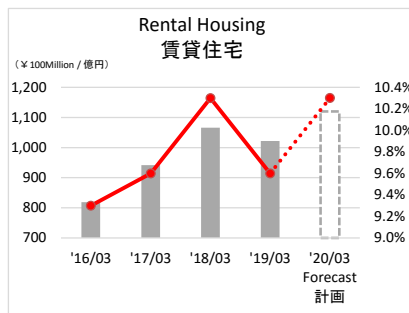
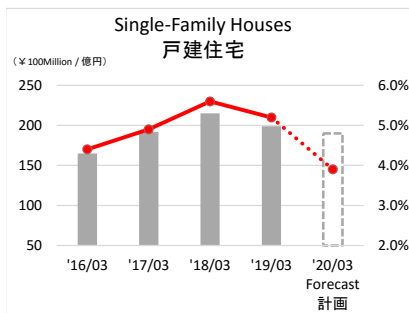
Operating margin

営業利益率

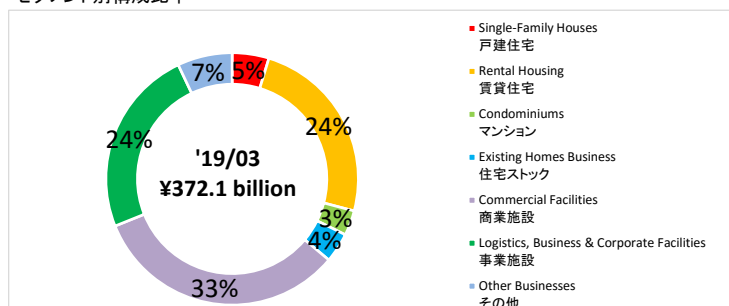
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | '20/03 Forecast 計画 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|
| Single-Family Houses | 戸建住宅 | 1.9% | 2.2% | 3.3% | 3.6% | 3.4% | 2.4% | 4.4% | 4.9% | 5.6% | 5.2% | 3.9% |
| Rental Housing | 賃貸住宅 | 8.6% | 9.5% | 10.1% | 8.8% | 9.3% | 9.0% | 9.3% | 9.6% | 10.3% | 9.6% | 10.3% |
| Condominiums | マンション | -15.3% | 3.8% | 2.9% | 6.4% | 4.4% | 4.7% | 5.7% | 5.1% | 4.7% | 4.8% | 3.8% |
| Existing Homes Business | 住宅ストック | 3.6% | 7.0% | 6.7% | 8.0% | 10.7% | 10.9% | 11.8% | 12.4% | 11.8% | 13.9% | 9.7% |
| Commercial Facilities | 商業施設 | 12.0% | 12.2% | 10.8% | 13.2% | 14.4% | 14.7% | 16.2% | 17.7% | 18.4% | 19.8% | 18.9% |
| Logistics, Business & Corporate Facilities | 事業施設 | 11.1% | 5.9% | 10.1% | 8.2% | 4.5% | 6.6% | 9.2% | 9.5% | 10.5% | 9.7% | 9.8% |
| Other Businesses | その他 | 0.2% | 1.0% | 2.6% | 2.9% | 3.6% | 2.4% | 2.1% | 3.3% | 3.6% | 4.5% | 3.8% |
| Total | 合計 | 3.9% | 5.2% | 6.2% | 6.4% | 6.1% | 6.4% | 7.6% | 8.8% | 9.1% | 9.0% | 8.9% |

Note: 1. Operating income by segment include intersegment transactions. 2. Only figures for the FY2019 forecasts are shown under new segments.
注: 1. 上記実績には、セグメント間の内部取引を含んでいます。2. 2020/3月期の計画は、新セグメントで記載しています。

■ Operating income (left scale) 営業利益(左目盛) ● Operating margin (right scale) 営業利益率(右目盛)



Composition by business segment
セグメント別構成比率



Operating Data 事業データ 3

Performance Indicators of Major Companies in the Daiwa House Group (1)

大和ハウスグループ主要各社の経営指標 (1)

| | | (¥ Million / 百万円) | | | | | | |
|---|---|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | |
| Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別) | Net Sales | 売上高 | 1,429,886 | 1,470,975 | 1,649,765 | 1,720,394 | 1,814,277 | 1,925,518 |
| | Operating income | 営業利益 | 104,030 | 118,665 | 167,638 | 198,673 | 237,990 | 240,628 |
| | Ordinary income | 経常利益 | 126,306 | 150,675 | 183,863 | 212,346 | 263,039 | 268,457 |
| | Net income | 当期純利益 | 80,881 | 96,956 | 81,991 | 147,582 | 198,223 | 182,528 |
| | Total assets | 総資産 | 1,798,797 | 2,069,958 | 2,174,782 | 2,410,655 | 2,711,058 | 2,856,636 |
| | Net assets | 純資産 | 820,683 | 908,137 | 959,592 | 1,050,139 | 1,174,649 | 1,253,846 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 298,000 | 424,960 | 326,880 | 482,284 | 571,183 | 526,116 |
| Daiwa Living Co., Ltd. 大和リビング | Net Sales | 売上高 | 63,475 | 68,760 | 78,109 | 82,851 | 91,537 | 94,823 |
| | Operating income | 営業利益 | 10,672 | 8,637 | 6,499 | 5,128 | 6,890 | 8,840 |
| | Ordinary income | 経常利益 | 11,208 | 9,432 | 6,866 | 5,486 | 7,125 | 9,209 |
| | Net income | 当期純利益 | 6,653 | 6,020 | 4,386 | 3,493 | 4,596 | 6,036 |
| | Total assets | 総資産 | 71,377 | 74,280 | 48,217 | 54,569 | 57,918 | 65,670 |
| | Net assets | 純資産 | 22,700 | 26,456 | 29,033 | 31,210 | 34,757 | 39,413 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | - | - | - | - | - |
| Daiwa Living Management Co., Ltd. 大和リビングマネジメント | Net Sales | 売上高 | 269,459 | 310,745 | 351,898 | 397,729 | 437,682 | 473,335 |
| | Operating income | 営業利益 | 763 | 787 | 5,838 | 6,053 | 6,255 | 8,340 |
| | Ordinary income | 経常利益 | 2,375 | 2,885 | 7,095 | 8,202 | 7,566 | 9,862 |
| | Net income | 当期純利益 | 1,988 | 2,499 | 3,342 | 5,739 | 5,378 | 6,888 |
| | Total assets | 総資産 | 48,651 | 55,931 | 66,340 | 78,917 | 88,981 | 114,258 |
| | Net assets | 純資産 | 11,602 | 11,897 | 13,125 | 16,428 | 19,379 | 23,587 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | - | - | - | - | - |
| Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通 | Net Sales | 売上高 | 28,940 | 29,840 | 33,067 | 37,738 | 42,288 | 42,860 |
| | Operating income | 営業利益 | 1,386 | 1,040 | 1,501 | 1,934 | 2,085 | 2,131 |
| | Ordinary income | 経常利益 | 1,436 | 1,083 | 1,389 | 1,893 | 2,072 | 2,134 |
| | Net income | 当期純利益 | 524 | 594 | 428 | 1,354 | 1,448 | 1,479 |
| | Total assets | 総資産 | 15,094 | 15,335 | 14,963 | 17,362 | 17,590 | 18,813 |
| | Net assets | 純資産 | 4,075 | 4,456 | 4,705 | 5,807 | 6,849 | 7,894 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 200 | 523 | 200 | 1,200 | 200 | 200 |
| Daiwa LifeNext Co., Ltd. 大和ライフネクスト (*1) | Net Sales | 売上高 | - | - | 69,666 | 73,022 | 79,065 | 85,294 |
| | Operating income | 営業利益 | - | - | 3,856 | 4,300 | 4,544 | 4,808 |
| | Ordinary income | 経常利益 | - | - | 4,001 | 4,477 | 4,751 | 5,081 |
| | Net income | 当期純利益 | - | - | 2,160 | 3,235 | 3,429 | 3,576 |
| | Total assets | 総資産 | - | - | 35,871 | 38,124 | 41,241 | 45,058 |
| | Net assets | 純資産 | - | - | 21,456 | 23,973 | 26,360 | 28,762 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | - | - | - | - | - |
| Daiwa House Reform Co., Ltd. 大和ハウスリフォーム | Net Sales | 売上高 | 71,657 | 75,180 | 77,191 | 82,870 | 85,628 | 88,001 |
| | Operating income | 営業利益 | 7,343 | 6,805 | 8,006 | 8,311 | 8,196 | 10,264 |
| | Ordinary income | 経常利益 | 7,313 | 7,158 | 7,819 | 8,559 | 8,191 | 10,280 |
| | Net income | 当期純利益 | 4,278 | 4,455 | 4,516 | 5,315 | 5,197 | 6,431 |
| | Total assets | 総資産 | 24,059 | 23,417 | 29,571 | 32,713 | 37,205 | 44,954 |
| | Net assets | 純資産 | 4,678 | 7,774 | 11,024 | 14,847 | 18,450 | 23,323 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | - | - | - | - | - |
| Daiwa Lease Co., Ltd. 大和リース | Net Sales | 売上高 | 162,694 | 172,367 | 179,877 | 200,656 | 207,317 | 212,096 |
| | Operating income | 営業利益 | 10,307 | 12,926 | 15,023 | 17,205 | 18,969 | 18,643 |
| | Ordinary income | 経常利益 | 11,084 | 14,615 | 13,660 | 17,778 | 18,605 | 18,515 |
| | Net income | 当期純利益 | 6,110 | 7,943 | 3,374 | 11,894 | 12,013 | 12,061 |
| | Total assets | 総資産 | 334,596 | 379,772 | 402,652 | 435,574 | 452,995 | 478,804 |
| | Net assets | 純資産 | 122,184 | 127,756 | 128,611 | 138,085 | 146,528 | 154,920 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 34,500 | 57,500 | 57,500 | 67,500 | 67,500 | 72,500 |
| Daiwa Information Service Co., Ltd. 大和情報サービス | Net Sales | 売上高 | 43,766 | 48,692 | 54,213 | 60,284 | 69,338 | 76,202 |
| | Operating income | 営業利益 | 4,302 | 5,089 | 6,498 | 7,161 | 8,019 | 8,861 |
| | Ordinary income | 経常利益 | 4,340 | 4,717 | 6,283 | 7,709 | 8,282 | 9,558 |
| | Net income | 当期純利益 | 2,352 | 2,722 | 3,663 | 5,220 | 5,766 | 5,420 |
| | Total assets | 総資産 | 100,148 | 107,041 | 118,418 | 133,551 | 151,413 | 171,340 |
| | Net assets | 純資産 | 12,872 | 14,868 | 17,715 | 21,788 | 25,989 | 29,680 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 4,760 | - | - | - | - | 4,530 |

*Note: 1. In April 2015, Daiwa Service Co., Ltd. merged with Daiwa LifeNext Co., Ltd., and the business name changed to Daiwa LifeNext Co., Ltd.

*注: 1. 株式会社ダイワサービスは、大和ライフネクスト株式会社と2015年4月に経営統合し、商号が大和ライフネクスト株式会社となりました。

Operating Data 事業データ 3

Performance Indicators of Major Companies in the Daiwa House Group (2)

大和ハウスグループ主要各社の経営指標 (2)

| | | (¥ Million / 百万円) | | | | | | |
|---|---|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | |
| Daiwa Royal Co., Ltd. ダイワロイヤル | Net Sales | 売上高 | 56,502 | 61,195 | 68,093 | 75,926 | 82,249 | 88,027 |
| | Operating income | 営業利益 | 6,634 | 7,521 | 10,106 | 12,554 | 14,534 | 15,564 |
| | Ordinary income | 経常利益 | 6,348 | 7,209 | 9,800 | 12,517 | 14,535 | 15,559 |
| | Net income | 当期純利益 | 3,642 | 4,102 | 6,179 | 8,649 | 9,875 | 9,882 |
| | Total assets | 総資産 | 125,045 | 132,840 | 139,834 | 146,228 | 154,716 | 170,263 |
| | Net assets | 純資産 | 15,754 | 18,735 | 23,684 | 30,419 | 37,700 | 44,619 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 19,770 | 19,270 | 17,070 | 14,070 | 11,070 | 8,300 |
| Fujita Corporation フジタ (*1) | Net Sales | 売上高 | 264,522 | 235,686 | 310,224 | 386,591 | 430,639 | 509,751 |
| | Operating income | 営業利益 | 3,709 | 5,409 | 14,556 | 22,390 | 21,800 | 21,898 |
| | Ordinary income | 経常利益 | 4,000 | 5,842 | 12,423 | 22,505 | 21,130 | 22,004 |
| | Net income | 当期純利益 | 2,501 | 5,792 | 14,956 | 16,201 | 14,931 | 15,293 |
| | Total assets | 総資産 | 164,014 | 169,006 | 261,161 | 296,500 | 336,680 | 396,232 |
| | Net assets | 純資産 | 21,967 | 28,392 | 55,539 | 69,516 | 80,021 | 91,850 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | 3,000 | 12,726 | 14,440 | 27,427 | 15,854 |
| DesignArc Co., Ltd. デザインアーク (*2) | Net Sales | 売上高 | 50,554 | 51,319 | 52,936 | 53,317 | 55,006 | 54,189 |
| | Operating income | 営業利益 | 1,756 | 1,872 | 1,744 | 1,832 | 1,950 | 1,570 |
| | Ordinary income | 経常利益 | 2,275 | 2,567 | 1,479 | 2,275 | 1,958 | 1,571 |
| | Net income | 当期純利益 | 1,328 | 711 | -565 | 1,544 | 1,202 | 203 |
| | Total assets | 総資産 | 41,781 | 41,520 | 43,074 | 41,021 | 41,554 | 42,130 |
| | Net assets | 純資産 | 22,929 | 23,059 | 22,170 | 23,364 | 24,067 | 23,894 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | - | - | - | - | - |
| Daiwa Logistics Co., Ltd. 大和物流 | Net Sales | 売上高 | 51,114 | 51,896 | 51,895 | 54,536 | 53,866 | 56,301 |
| | Operating income | 営業利益 | 2,000 | 2,490 | 3,038 | 3,630 | 3,340 | 3,549 |
| | Ordinary income | 経常利益 | 2,384 | 2,747 | 2,980 | 3,943 | 3,431 | 3,622 |
| | Net income | 当期純利益 | 1,266 | 1,836 | 850 | 2,766 | 2,368 | 2,178 |
| | Total assets | 総資産 | 47,893 | 47,925 | 46,034 | 47,345 | 49,902 | 53,330 |
| | Net assets | 純資産 | 19,312 | 20,587 | 20,776 | 22,902 | 24,391 | 25,837 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 7,490 | 5,790 | 5,620 | 2,730 | 2,200 | 2,900 |
| Royal Home Center Co., Ltd. ロイヤルホームセンター | Net Sales | 売上高 | 73,526 | 73,176 | 78,543 | 83,970 | 85,572 | 88,497 |
| | Operating income | 営業利益 | 1,488 | 1,562 | 1,817 | 1,529 | 1,294 | 2,055 |
| | Ordinary income | 経常利益 | 1,818 | 2,107 | 1,730 | 1,698 | 1,351 | 2,156 |
| | Net income | 当期純利益 | 480 | -3,893 | -116 | 1,060 | -3,334 | 1,356 |
| | Total assets | 総資産 | 56,853 | 52,088 | 54,964 | 58,897 | 59,833 | 60,810 |
| | Net assets | 純資産 | 34,746 | 30,555 | 30,439 | 31,400 | 27,741 | 29,098 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 10,000 | 10,000 | 10,000 | 13,000 | 11,500 | 11,500 |
| Daiwa Resort Co., Ltd. 大和リゾート | Net Sales | 売上高 | 45,593 | 43,990 | 46,934 | 46,360 | 46,698 | 47,299 |
| | Operating income | 営業利益 | 436 | 44 | 305 | 357 | 1,008 | 670 |
| | Ordinary income | 経常利益 | 1,203 | 1,123 | 134 | 1,096 | 1,050 | 743 |
| | Net income | 当期純利益 | 793 | -387 | -5,188 | -993 | -3,476 | 342 |
| | Total assets | 総資産 | 48,249 | 45,408 | 46,218 | 67,437 | 50,111 | 52,722 |
| | Net assets | 純資産 | 2,258 | 1,231 | -3,955 | 31,047 | 27,572 | 27,912 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | - | 950 | 2,450 | 4,700 | 4,700 | 4,700 |
| Daiwa House Industry Co., Ltd. (consolidated) 大和ハウス工業(連結) | Net Sales | 売上高 | 2,700,318 | 2,810,714 | 3,192,900 | 3,512,909 | 3,795,992 | 4,143,505 |
| | Operating income | 営業利益 | 163,576 | 180,352 | 243,100 | 310,092 | 347,141 | 372,195 |
| | Ordinary income | 経常利益 | 176,366 | 202,628 | 233,592 | 300,529 | 344,593 | 359,462 |
| | Net income | 当期純利益 | 102,095 | 117,133 | 103,577 | 201,700 | 236,357 | 237,439 |
| | Total assets | 総資産 | 2,665,946 | 3,021,007 | 3,257,805 | 3,555,885 | 4,035,059 | 4,334,037 |
| | Net assets | 純資産 | 992,686 | 1,112,817 | 1,181,986 | 1,329,901 | 1,513,585 | 1,643,717 |
| | Interest-bearing liabilities (excl. lease obligations) | 有利子負債 (リース債務除く) | 393,568 | 563,530 | 491,964 | 640,671 | 780,574 | 778,546 |
| Parent company's share of the Group total (Times) 連単倍率(倍) | Net Sales | 売上高 | 1.89 | 1.91 | 1.94 | 2.04 | 2.09 | 2.15 |
| | Operating income | 営業利益 | 1.57 | 1.52 | 1.45 | 1.56 | 1.46 | 1.55 |
| | Ordinary income | 経常利益 | 1.40 | 1.34 | 1.27 | 1.42 | 1.31 | 1.34 |
| | Net income | 当期純利益 | 1.26 | 1.21 | 1.26 | 1.37 | 1.19 | 1.30 |

*Note: 1. Fujita Corporation became a consolidated subsidiary in January 2013, and merged with Daiwa Odakyu Construction Co., Ltd. in October 2015.
2. In October 2014, the business name changed to DesignArc Co., Ltd. from Daiwa Rakuda Industry Co., Ltd.

*注: 1. 株式会社フジタは、2013年1月より連結子会社となりました。また、2015年10月に大和小田急建設株式会社と経営統合(合併)いたしました。
2. ダイワラダ工業株式会社は、2014年10月に社名を株式会社デザインアークへ変更しております。

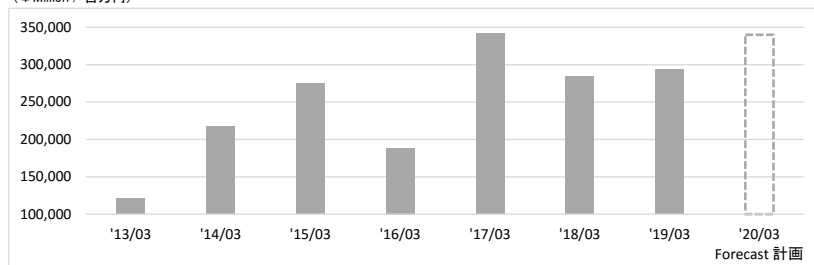
Operating Data 事業データ 4

Capital Investments (Consolidated) 設備投資額(連結)

(¥ Million / 百万円)

| | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | '20/03 Forecast 計画 |
|--|-----------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------------|
| Single-Family Houses | 戸建住宅 | 4,312 | 6,370 | 5,030 | 6,216 | 8,509 | 7,594 | 4,353 | 7,500 |
| Rental Housing | 賃貸住宅 | 10,479 | 13,450 | 33,258 | 19,910 | 37,554 | 30,025 | 31,987 | 50,500 |
| Condominiums | マンション | 4,321 | 5,365 | 4,572 | 3,330 | 6,184 | 5,091 | 5,427 | 8,000 |
| Existing Homes Business | 住宅ストック | 828 | 403 | 194 | 70 | 146 | 143 | 63 | - |
| Commercial Facilities | 商業施設 | 22,465 | 44,043 | 46,873 | 31,647 | 61,701 | 58,455 | 79,482 | 81,500 |
| Logistics, Business & Corporate Facilities | 事業施設 | 45,612 | 113,188 | 121,763 | 100,246 | 164,137 | 131,180 | 106,272 | 141,500 |
| Other Businesses | その他 | 33,222 | 34,155 | 42,126 | 28,307 | 62,985 | 52,299 | 66,474 | 51,000 |
| Adjustment | 調整額 | 141 | 381 | 21,171 | (1,416) | 437 | (199) | (908) | - |
| Total | 合計 | 121,383 | 217,358 | 274,990 | 188,312 | 341,656 | 284,590 | 293,151 | 340,000 |

(¥ Million / 百万円)

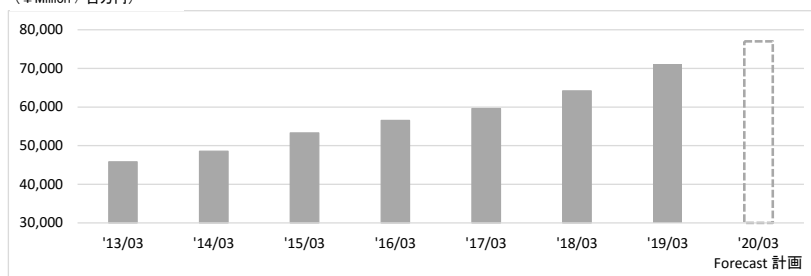


Depreciation (Consolidated) 減価償却費(連結)

(¥ Million / 百万円)

| | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | '20/03 Forecast 計画 |
|--|-----------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------------|
| Single-Family Houses | 戸建住宅 | 2,495 | 3,026 | 3,529 | 3,572 | 3,860 | 3,494 | 3,527 | 5,800 |
| Rental Housing | 賃貸住宅 | 6,509 | 6,701 | 7,042 | 7,816 | 8,636 | 8,994 | 8,801 | 9,500 |
| Condominiums | マンション | 1,331 | 1,842 | 2,023 | 1,789 | 2,112 | 1,717 | 1,947 | 2,400 |
| Existing Homes Business | 住宅ストック | 459 | 149 | 174 | 155 | 135 | 146 | 102 | 200 |
| Commercial Facilities | 商業施設 | 13,263 | 14,200 | 15,168 | 16,407 | 17,469 | 19,306 | 21,031 | 28,600 |
| Logistics, Business & Corporate Facilities | 事業施設 | 5,487 | 6,357 | 7,963 | 8,333 | 9,348 | 11,057 | 13,958 | 14,500 |
| Other Businesses | その他 | 15,534 | 15,516 | 16,510 | 17,261 | 16,985 | 18,255 | 20,395 | 14,500 |
| Adjustment | 調整額 | 755 | 738 | 870 | 1,180 | 1,049 | 1,190 | 1,256 | 1,500 |
| Total | 合計 | 45,836 | 48,533 | 53,283 | 56,515 | 59,597 | 64,163 | 71,020 | 77,000 |

(¥ Million / 百万円)



Notes: Only figures for the FY2019 forecasts are shown under new segments.

注: 2020/3月期の計画は、新セグメントで記載しています。

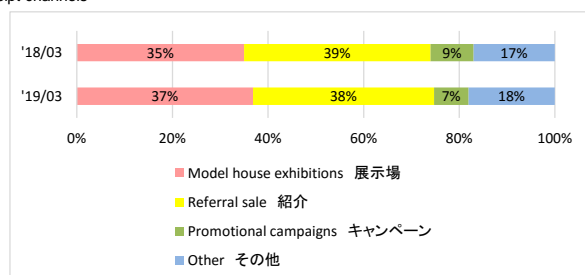
Reference Materials 参考データ1

Single-Family Houses Business 戸建住宅事業

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sales of Single-family houses | 住宅販売戸数 (Units / 戸) | 9,917 | 9,503 | 9,999 | 9,881 | 10,521 | 9,894 | 9,332 | 9,286 | 9,227 | 8,716 |
| Custom-built houses | 戸建住宅 | 8,609 | 8,133 | 8,323 | 7,965 | 8,088 | 7,280 | 6,999 | 7,106 | 6,907 | 6,524 |
| Houses in housing development projects | 分譲住宅 | 1,308 | 1,370 | 1,676 | 1,916 | 2,433 | 2,614 | 2,333 | 2,180 | 2,320 | 2,192 |
| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
| Number of model house exhibitions | 住宅展示場数 | 225 | 225 | 228 | 228 | 240 | 239 | 246 | 240 | 239 | 244 |
| Number of family groups visiting | 住宅展示場来場者数(組) | 85,792 | 80,654 | 76,917 | 79,154 | 71,164 | 69,242 | 64,642 | 67,602 | 65,307 | 68,360 |
| Average number of family group visits per single model house exhibition | 1展示場当たり住宅展示場来場者数(組) | 381 | 358 | 337 | 347 | 297 | 290 | 263 | 282 | 273 | 280 |
| Number of MACHINAKA-xevo | まちなかジーヴォ展示場数 | | | | | | | | | | |
| Display homes completed | 完成済 | 40 | 26 | 112 | 186 | 153 | 160 | 143 | 126 | 119 | 150 |
| Works in process | 仕掛中 | 5 | 15 | 23 | 44 | 74 | 54 | 49 | 55 | 56 | 0 |
| Average sales per unit | 一戸当たりの平均売上金額 (¥ Million / 百万円) | | | | | | | | | | |
| Custom-built houses | 戸建住宅 | 28.2 | 28.8 | 29.7 | 30.1 | 31.1 | 32.7 | 33.7 | 34.3 | 35.9 | 37.3 |
| Steel-frame | 鉄骨 | 28.2 | 28.8 | 29.7 | 30.1 | 31.3 | 32.9 | 33.6 | 34.4 | 36.0 | 37.3 |
| Wood-frame | 木造 | 27.6 | 27.3 | 27.3 | 27.9 | 27.3 | 30.6 | 35.3 | 32.5 | 34.6 | 35.9 |
| Housing development | 分譲住宅 | 24.6 | 24.0 | 24.0 | 23.8 | 23.5 | 24.0 | 24.5 | 25.3 | 24.0 | 24.3 |
| Steel-frame | 鉄骨 | 24.6 | 24.1 | 24.1 | 23.8 | 23.4 | 24.0 | 24.5 | 25.6 | 24.4 | 24.7 |
| Wood-frame | 木造 | 24.4 | 23.0 | 23.2 | 24.3 | 24.9 | 23.5 | 24.2 | 22.7 | 20.8 | 21.8 |
| Average area per unit | 一戸当たりの平均売上面積 (㎡) | | | | | | | | | | |
| Custom-built houses | 戸建住宅 | 133.2 | 133.1 | 132.8 | 131.9 | 132.0 | 132.9 | 131.9 | 132.7 | 134.1 | 135.7 |
| Steel-frame | 鉄骨 | 133.3 | 133.3 | 133.1 | 132.1 | 132.5 | 133.2 | 131.7 | 132.9 | 134.1 | 135.9 |
| Wood-frame | 木造 | 132.1 | 129.6 | 127.4 | 127.4 | 124.9 | 127.9 | 136.2 | 129.6 | 133.7 | 132.8 |
| Housing development | 分譲住宅 | 122.2 | 119.6 | 118.1 | 117.1 | 112.6 | 108.9 | 110.4 | 103.3 | 103.3 | 106.6 |
| Steel-frame | 鉄骨 | 122.1 | 119.6 | 118.1 | 116.9 | 112.1 | 108.8 | 110.2 | 104.4 | 104.5 | 108.4 |
| Wood-frame | 木造 | 123.4 | 119.4 | 118.9 | 120.0 | 119.1 | 109.9 | 113.2 | 93.6 | 94.2 | 95.5 |
| Percentage of reconstruction | 建替比率(建替+住替) | 27% | 28% | 29% | 27% | 31% | 27% | 25% | 24% | 23% | 25% |

Order receipt channels

受注経路



Reference Materials 参考データ 2

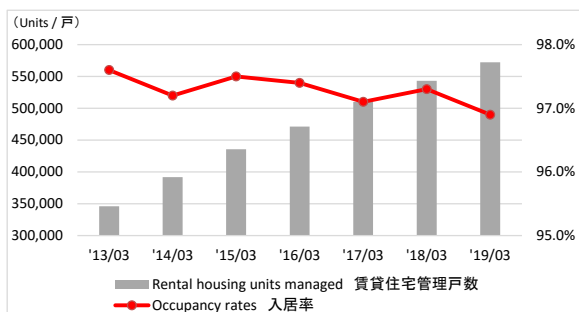
Rental Housing Business 賃貸住宅事業

| | | '10/03 | '11/03 | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sales of Rental housing | 賃貸住宅販売戸数 (Units / 戸) | 26,538 | 25,224 | 27,115 | 30,514 | 32,424 | 36,757 | 38,903 | 43,428 | 40,254 | 37,905 |
| Average sales per unit 一戸当たりの平均売上金額 (¥ Million / 百万円) | | | | | | | | | | | |
| Rental housing | 賃貸住宅 | 9.7 | 10.9 | 11.3 | 10.7 | 11.2 | 11.4 | 11.6 | 11.4 | 12.0 | 12.4 |
| Steel-frame (low-rise) | 低層 | 9.4 | 9.9 | 10.1 | 10.3 | 10.9 | 11.1 | 11.3 | 11.1 | 11.6 | 12.0 |
| Steel-frame (high and mid-rise) | 中高層 | 11.8 | 14.6 | 12.2 | 14.0 | 14.4 | 14.9 | 15.2 | 16.6 | 17.8 | 18.1 |
| Average area per unit 一戸当たりの平均売上面積 (㎡) | | | | | | | | | | | |
| Rental housing | 賃貸住宅 | 52.0 | 54.8 | 57.1 | 53.2 | 55.8 | 53.1 | 52.3 | 50.5 | 51.5 | 52.0 |
| Steel-frame (low-rise) | 低層 | 50.8 | 54.0 | 56.9 | 52.3 | 54.5 | 52.8 | 52.1 | 50.1 | 51.0 | 51.5 |
| Steel-frame (high and mid-rise) | 中高層 | 65.1 | 60.9 | 57.8 | 61.7 | 68.7 | 57.8 | 54.2 | 56.7 | 57.4 | 58.7 |

Number of rental housing units managed and occupancy rates

賃貸住宅管理戸数の推移

| | | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 | |
|---|--|--------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Daiwa Living Co., Ltd. 大和リビング Daiwa Living Management Co., Ltd. 大和リビングマネジメント | Rental housing units managed | 賃貸住宅管理戸数 | 292,478 | 331,676 | 376,760 | 418,382 | 452,401 | 490,145 | 522,118 | 550,214 |
| | Occupancy rates | 入居率 | 97.5% | 97.7% | 97.2% | 97.6% | 97.5% | 97.2% | 97.3% | 96.9% |
| Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通 | Rental housing units managed | 賃貸住宅管理戸数 | 14,108 | 14,392 | 15,018 | 17,133 | 18,941 | 20,063 | 21,006 | 22,024 |
| | Occupancy rates | 入居率 | 95.8% | 95.2% | 95.8% | 94.9% | 95.3% | 95.1% | 95.8% | 96.8% |
| Total 合計 | Rental housing units managed | 賃貸住宅管理戸数 | 306,586 | 346,068 | 391,778 | 435,515 | 471,342 | 510,208 | 543,124 | 572,238 |
| | Lump-sum contracted units (occupancy guarantee) | 一括借上(入居保証)戸数 | 265,219 | 305,808 | 352,341 | 397,282 | 433,628 | 471,845 | 505,313 | 531,356 |
| | Occupancy rates | 入居率 | 97.4% | 97.6% | 97.2% | 97.5% | 97.4% | 97.1% | 97.3% | 96.9% |

Rental housing units managed (left scale), Occupancy rates (right scale)
賃貸住宅管理戸数(左目盛)、入居率(右目盛)

Reference Materials 参考データ 3

Condominiums Business マンション事業

Sales (Non-Consolidated)

| 売上高の状況(個別) | | (㎡, ¥Million / 百万円) | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|-------------------|---------------------------------|---------------------|---------|---------|---------|---------|---------|---------|---------|
| Hokkaido 北海道 | Units | 戸数 | 205 | 255 | 137 | 285 | 131 | 145 | 24 |
| | Sales amount | 売上金額 | 5,997 | 7,250 | 4,453 | 10,810 | 5,532 | 6,251 | 963 |
| | Average sales per unit | 平均売上金額 | 29.3 | 28.4 | 32.6 | 37.9 | 42.3 | 43.2 | 40.1 |
| | Floor space(㎡) | 専有面積(㎡) | 16,866 | 21,227 | 11,969 | 22,774 | 11,249 | 11,378 | 1,936 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 82.4 | 83.2 | 87.6 | 79.9 | 86.0 | 78.7 | 80.7 |
| Tohoku 東北 | Units | 戸数 | 151 | 193 | 117 | 64 | 16 | 83 | 44 |
| | Sales amount | 売上金額 | 4,556 | 6,138 | 4,278 | 2,306 | 554 | 5,148 | 2,022 |
| | Average sales per unit | 平均売上金額 | 30.2 | 31.8 | 36.6 | 36.0 | 34.6 | 62.0 | 46.0 |
| | Floor space(㎡) | 専有面積(㎡) | 12,077 | 15,518 | 9,369 | 5,047 | 1,533 | 6,694 | 3,376 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 80.0 | 80.4 | 80.1 | 78.9 | 95.8 | 80.7 | 76.7 |
| Kanto 関東 | Units | 戸数 | 870 | 1,121 | 764 | 1,118 | 949 | 749 | 829 |
| | Sales amount | 売上金額 | 36,498 | 57,110 | 30,461 | 57,576 | 49,174 | 47,761 | 49,797 |
| | Average sales per unit | 平均売上金額 | 41.9 | 51.0 | 39.9 | 51.5 | 51.8 | 63.7 | 60.0 |
| | Floor space(㎡) | 専有面積(㎡) | 58,540 | 78,429 | 54,109 | 81,593 | 70,561 | 54,190 | 63,544 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 67.3 | 70.0 | 70.8 | 73.0 | 74.4 | 72.3 | 76.6 |
| Chubu 中部 | Units | 戸数 | 474 | 399 | 460 | 347 | 425 | 372 | 141 |
| | Sales amount | 売上金額 | 15,391 | 13,986 | 16,768 | 15,105 | 17,613 | 14,970 | 5,663 |
| | Average sales per unit | 平均売上金額 | 32.5 | 35.0 | 36.5 | 43.5 | 41.4 | 40.2 | 40.2 |
| | Floor space(㎡) | 専有面積(㎡) | 41,285 | 32,373 | 37,210 | 28,440 | 34,066 | 30,131 | 11,077 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 87.1 | 81.1 | 80.9 | 82.0 | 80.2 | 81.0 | 78.6 |
| Kinki 近畿 | Units | 戸数 | 694 | 531 | 511 | 465 | 506 | 480 | 318 |
| | Sales amount | 売上金額 | 21,460 | 21,969 | 21,523 | 20,144 | 27,191 | 26,988 | 14,706 |
| | Average sales per unit | 平均売上金額 | 30.9 | 41.4 | 42.2 | 43.3 | 53.7 | 56.2 | 46.3 |
| | Floor space(㎡) | 専有面積(㎡) | 49,123 | 39,118 | 36,994 | 34,904 | 38,819 | 35,303 | 22,783 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 70.7 | 73.7 | 72.5 | 75.1 | 76.7 | 73.5 | 71.7 |
| Chushikoku 中四国 | Units | 戸数 | — | — | — | 30 | 8 | — | 46 |
| | Sales amount | 売上金額 | — | — | — | 1,816 | 582 | — | 2,071 |
| | Average sales per unit | 平均売上金額 | — | — | — | 60.5 | 72.8 | — | 45 |
| | Floor space(㎡) | 専有面積(㎡) | — | — | — | 2,552 | 805 | — | 3,468 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | — | — | — | 85.1 | 100.6 | — | 75.4 |
| Kyushu 九州 | Units | 戸数 | 414 | 574 | 447 | 663 | 176 | 331 | 387 |
| | Sales amount | 売上金額 | 12,122 | 19,766 | 14,653 | 23,413 | 6,370 | 13,132 | 24,385 |
| | Average sales per unit | 平均売上金額 | 29.3 | 34.4 | 32.8 | 35.3 | 36.1 | 39.7 | 62.9 |
| | Floor space(㎡) | 専有面積(㎡) | 34,051 | 45,126 | 35,283 | 52,784 | 12,689 | 25,783 | 31,523 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 82.3 | 78.6 | 79.0 | 79.6 | 72.0 | 78.0 | 81.4 |
| Total 合計 | Units | 戸数 | 2,808 | 3,073 | 2,436 | 2,972 | 2,211 | 2,160 | 1,789 |
| | Sales amount | 売上金額 | 96,476 | 126,346 | 92,263 | 131,320 | 107,108 | 114,921 | 99,902 |
| | Average sales per unit | 平均売上金額 | 34.4 | 41.1 | 37.9 | 44.2 | 48.4 | 53.2 | 55.8 |
| | Floor space(㎡) | 専有面積(㎡) | 211,945 | 231,794 | 184,936 | 228,098 | 169,725 | 163,483 | 137,712 |
| | Average floor space per unit(㎡) | 平均専有面積(㎡) | 75.5 | 75.4 | 75.9 | 76.7 | 76.8 | 75.7 | 77.0 |

Number of condominium units managed

| 分譲型マンション管理戸数 | | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|--|---|-------------|---------|---------|---------|---------|---------|---------|---------|
| Daiwa LifeNext Co., Ltd. -New 大和ライフネクスト(新) | Number of managed units | 管理戸数 | — | — | — | 249,017 | 256,347 | 263,064 | 265,512 |
| | Number of managed buildings entrusted by HOAs | 管理組合からの受託棟数 | — | — | — | 4,047 | 4,153 | 4,236 | 4,256 |
| Daiwa Service Co., Ltd. ダイワサービス | Number of managed units | 管理戸数 | 79,147 | 84,819 | 87,520 | — | — | — | — |
| | Number of managed buildings entrusted by HOAs | 管理組合からの受託棟数 | 1,282 | 1,337 | 1,404 | — | — | — | — |
| Daiwa LifeNext Co., Ltd. -Former 大和ライフネクスト(旧) | Number of managed units | 管理戸数 | 141,535 | 147,487 | 152,729 | — | — | — | — |
| | Number of managed buildings entrusted by HOAs | 管理組合からの受託棟数 | 2,363 | 2,439 | 2,510 | — | — | — | — |
| Global Community Co., Ltd. グローバルコミュニティ | Number of managed units | 管理戸数 | 74,320 | 77,024 | 80,239 | 83,282 | 85,358 | 89,962 | 95,107 |
| | Number of managed buildings entrusted by HOAs | 管理組合からの受託棟数 | 1,695 | 1,758 | 1,843 | 1,882 | 2,018 | 2,096 | 2,210 |
| Total 合計 | Number of managed units | 管理戸数 | 295,002 | 309,330 | 320,488 | 332,299 | 341,705 | 353,026 | 360,619 |
| | Number of managed buildings entrusted by HOAs | 管理組合からの受託棟数 | 5,340 | 5,534 | 5,757 | 5,929 | 6,171 | 6,332 | 6,466 |

Note: In April 2015, Daiwa Service Co., Ltd. merged with Daiwa LifeNext Co., Ltd., and the business name changed to Daiwa LifeNext Co., Ltd.

注: 株式会社ダイワサービスは、大和ライフネクスト株式会社と2015年4月に経営統合し、商号が大和ライフネクスト株式会社となりました。

Reference Materials 参考データ 4

Commercial Facilities Business 商業施設事業

Subleasing areas of commercial facilities

| 転貸建物面積の推移 | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Daiwa Lease Co., Ltd. 大和リース | Total leasing floor space(m) 貸付可能面積(m ²) | 1,703,213 | 1,735,717 | 1,791,414 | 1,812,807 | 1,857,193 | 1,914,656 | 1,959,890 |
| | Leasing floor space occupied(m ²) 入居賃貸面積(m ²) | 1,686,105 | 1,722,074 | 1,774,437 | 1,794,208 | 1,835,597 | 1,892,830 | 1,936,155 |
| | Tenants テナント数 | 2,713 | 2,830 | 2,880 | 2,981 | 3,104 | 3,243 | 3,372 |
| | Occupancy rates* 入居率* | 99.0% | 99.2% | 99.1% | 99.0% | 98.8% | 98.9% | 98.8% |
| Daiwa Information Service Co., Ltd. 大和情報サービス | Total leasing floor space(m) 貸付可能面積(m ²) | 1,330,313 | 1,460,668 | 1,584,088 | 1,747,872 | 1,900,896 | 2,149,198 | 2,309,375 |
| | Leasing floor space occupied(m ²) 入居賃貸面積(m ²) | 1,323,568 | 1,454,766 | 1,576,780 | 1,740,654 | 1,894,110 | 2,140,286 | 2,299,191 |
| | Tenants テナント数 | 2,359 | 2,634 | 2,850 | 3,115 | 3,387 | 3,861 | 4,119 |
| | Occupancy rates* 入居率* | 99.5% | 99.6% | 99.5% | 99.6% | 99.6% | 99.6% | 99.6% |
| Daiwa Royal Co., Ltd. ダイワロイヤル | Total leasing floor space(m) 貸付可能面積(m ²) | 1,223,749 | 1,337,464 | 1,459,862 | 1,581,442 | 1,681,892 | 1,766,928 | 1,826,327 |
| | Leasing floor space occupied(m ²) 入居賃貸面積(m ²) | 1,216,103 | 1,329,841 | 1,446,087 | 1,568,503 | 1,666,314 | 1,743,771 | 1,803,217 |
| | Tenants テナント数 | 2,162 | 2,354 | 2,531 | 2,714 | 2,828 | 2,971 | 3,119 |
| | Occupancy rates* 入居率* | 99.4% | 99.4% | 99.1% | 99.2% | 99.1% | 98.7% | 98.7% |
| Total 合計 | Total leasing floor space(m) 貸付可能面積(m ²) | 4,257,275 | 4,533,849 | 4,835,365 | 5,142,121 | 5,439,981 | 5,830,782 | 6,095,592 |
| | Leasing floor space occupied(m ²) 入居賃貸面積(m ²) | 4,225,776 | 4,506,681 | 4,797,304 | 5,103,365 | 5,396,021 | 5,776,887 | 6,038,563 |
| | Tenants テナント数 | 7,234 | 7,818 | 8,261 | 8,810 | 9,319 | 10,075 | 10,610 |
| | Occupancy rates* 入居率* | 99.3% | 99.4% | 99.2% | 99.2% | 99.2% | 99.1% | 99.1% |

Management of owned commercial facilities

| 自社保有商業施設の運営状況 | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|---|---------|---------|---------|---------|---------|---------|---------|
| Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別) | Total leasing floor space(m) 貸付可能面積(m ²) | 444,288 | 296,053 | 298,909 | 299,483 | 296,331 | 326,505 | 279,686 |
| | Leasing floor space occupied(m ²) 入居賃貸面積(m ²) | 431,072 | 284,547 | 290,509 | 295,772 | 288,351 | 322,345 | 272,768 |
| | Tenants テナント数 | 702 | 706 | 728 | 722 | 719 | 768 | 610 |
| | Occupancy rates* 入居率* | 97.0% | 96.1% | 97.2% | 98.8% | 97.3% | 98.7% | 97.5% |

*Note: Leasing floor space occupied/Total leasing floor space

*注: 入居面積/貸付可能面積

Reference Materials 参考データ 5

Logistics, Business & Corporate Facilities Business 事業施設事業

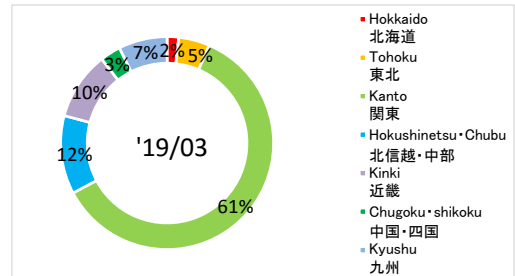
| Developed area of Logistics facility (accumulated) | | (Thousand m ² / 千m ²) |
|--|--------|--|
| 物流施設の開発延床面積(累計) | | '19/03 |
| Hokkaido | 北海道 | 117 |
| Tohoku | 東北 | 316 |
| Kanto | 関東 | 4,067 |
| Hokushinetsu・Chubu | 北信越・中部 | 798 |
| Kinki | 近畿 | 691 |
| Chugoku・Shikoku | 中国・四国 | 209 |
| Kyushu | 九州 | 495 |
| Total | 合計 | 6,697 |

| Composition of development (accumulated) | | (Thousand m ² / 千m ²) |
|--|--------------------------------|--|
| 開発構成(累計) | | '19/03 |
| Build-to-suit type BTS型 | Number of logistics facilities | 物件数 170 |
| | Floor areas | 延床面積 4,167 |
| Multi-tenant type マルチ型 | Number of logistics facilities | 物件数 36 |
| | Floor areas | 延床面積 2,428 |
| Total 合計 | Number of logistics facilities | 物件数 206 |
| | Floor areas | 延床面積 6,595 |

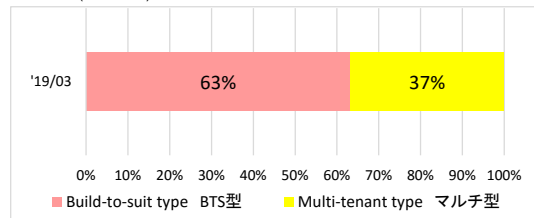
Note: Floor areas have accumulated since FY2003 in Build-to-suit type logistics, and since FY2013 in Multi-tenant type logistics.

注: BTSは2003年度、マルチは2013年度からの累積です。

Developed area of Logistics facility (accumulated)
物流施設の開発延床面積(累計)



Composition of development (floor areas)
開発構成(延床面積)



Other Businesses その他事業

Health & Leisure
健康余暇

| | | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---------------------------------|------------------------------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| DAIWA ROYAL HOTEL ダイワロイヤルホテル | Number of guests | 宿泊お客様数(人) | 3,203,659 | 3,335,181 | 3,235,586 | 3,423,267 | 3,293,950 | 3,388,581 | 3,321,392 |
| | Room occupancy rates | 客室稼働率 | 54.9% | 59.0% | 58.6% | 62.5% | 60.4% | 62.1% | 62.6% |
| | Number of Daiwa Royal Hotels | ホテル数 | 29 | 28 | 28 | 28 | 28 | 28 | 28 |
| DAIWA ROYAL GOLF ダイワロイヤルゴルフ | Number of guests | ゴルフ場ご利用お客様数(人) | 330,426 | 348,157 | 345,772 | 355,278 | 342,488 | 355,661 | 351,144 |
| | Number of members | 期末会員数(人) | 3,614 | 4,193 | 4,865 | 5,361 | 6,145 | 6,772 | 6,771 |
| | Number of golf courses | ゴルフ場数 | 10 | 10 | 10 | 10 | 10 | 10 | 10 |
| Sports Club NAS スポーツクラブNAS | Number of members | 期末会員数(人) | 131,363 | 150,328 | 165,084 | 175,233 | 179,151 | 188,696 | 191,092 |
| | Number of sports clubs | スポーツクラブ数 | 54 | 62 | 65 | 67 | 68 | 68 | 69 |

(Note) Including Nishiwaki Royal Hotel. / (注) 西脇ロイヤルホテルを含む

City-Center Hotels
都市型ホテル

| | | | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|------------------|------|--------|--------|--------|--------|--------|--------|--------|
| Number of Hotels | ホテル数 | | 37 | 38 | 40 | 46 | 52 | 54 | 72 |
| Number of Rooms | 客室数 | | 8,333 | 8,605 | 8,981 | 10,150 | 11,398 | 11,548 | 14,444 |
| Daiwa Roynet Hotels (Daiwa Royal Co., Ltd.) ダイワロイネットホテルズ (ダイワロイヤル) | Number of Hotels | ホテル数 | 35 | 36 | 37 | 42 | 45 | 46 | 52 |
| | Number of Rooms | 客室数 | 7,593 | 7,853 | 8,003 | 9,012 | 9,621 | 9,732 | 11,226 |
| Royton Sapporo (Daiwa House Industry Co., Ltd.) ロイトン札幌 (大和ハウス工業) | Number of Hotels | ホテル数 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| | Number of Rooms | 客室数 | 292 | 292 | 292 | 292 | 292 | 292 | 294 |
| OSAKA DAI-ICHI HOTEL (Osaka Marubiru Co., Ltd.) 大阪第一ホテル (大阪マルビル) | Number of Hotels | ホテル数 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| | Number of Rooms | 客室数 | 448 | 460 | 460 | 460 | 460 | 460 | 460 |
| La'gent Inn (Daiwa House Industry Co., Ltd.) ラ・ジェント・イン (大和ハウス工業) | Number of Hotels | ホテル数 | - | - | 1 | 2 | 2 | 2 | 2 |
| | Number of Rooms | 客室数 | - | - | 226 | 386 | 386 | 385 | 385 |
| La'gent Hotel (Daiwa House Industry Co., Ltd.) ラ・ジェント・ホテル (大和ハウス工業) | Number of Hotels | ホテル数 | - | - | - | - | 3 | 3 | 4 |
| | Number of Rooms | 客室数 | - | - | - | - | 639 | 639 | 827 |
| MIMARU (Cosmos Initia) MIMARU (コスモスイニシア) | Number of Hotels | ホテル数 | - | - | - | - | - | 1 | 8 |
| | Number of Rooms | 客室数 | - | - | - | - | - | 40 | 361 |
| Daiwa Royal Hotel City (Daiwa Resort Co., Ltd.) ダイワロイヤルホテルシティ (大和リゾート) | Number of Hotels | ホテル数 | - | - | - | - | - | - | 4 |
| | Number of Rooms | 客室数 | - | - | - | - | - | - | 891 |

Reference Materials 参考データ 6

Other Businesses その他事業

Home Center
ホームセンター

| | | '12/03 | '13/03 | '14/03 | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|-------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Number of customers (Thousands) | 購入お客様数(千人) | 24,762 | 25,989 | 26,975 | 26,598 | 27,493 | 28,678 | 28,526 | 28,660 |
| Sales account per customer (¥) | お客様1人当たり購入単価(円) | 2,424 | 2,434 | 2,516 | 2,550 | 2,658 | 2,689 | 2,767 | 2,857 |
| Sales floor space (except out-mall selling space) (㎡) | 期末店舗面積(外売場を除く)(㎡) | 222,353 | 231,560 | 241,237 | 250,437 | 259,064 | 292,296 | 295,813 | 296,782 |
| Number of stores | 期末店舗数 | 49 | 50 | 52 | 52 | 53 | 57 | 59 | 58 |

Environmental Energy Business
エネルギー事業

| | | | | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|---|----------------------|---------------------------------|-------------|--------|--------|--------|--------|--------|
| Group renewable energy generation facilities (in operation) グループ再生可能エネルギー(稼働中) | Solar power 太陽光 | Number of facilities | 物件数 | 120 | 154 | 191 | 225 | 266 |
| | | Solar power generation capacity | 太陽光発電出力(Mw) | 95.7 | 156.5 | 186.6 | 245.1 | 292.5 |
| | Wind power 風力 | Number of facilities | 物件数 | 7 | 5 | 4 | 1 | 1 |
| | | Wind power generation capacity | 風力発電出力(Mw) | 9.7 | 9.6 | 9.6 | 9.0 | 9.0 |
| | Water power 水力 | Number of facilities | 物件数 | - | - | - | 1 | 2 |
| | | Water power generation capacity | 風力発電出力(Mw) | - | - | - | 0.9 | 1.9 |
| Total 合計 | Number of facilities | 物件数 | 127 | 159 | 195 | 227 | 269 | |
| | Generation capacity | 発電出力(Mw) | 105.3 | 166.2 | 196.3 | 255.1 | 303.4 | |

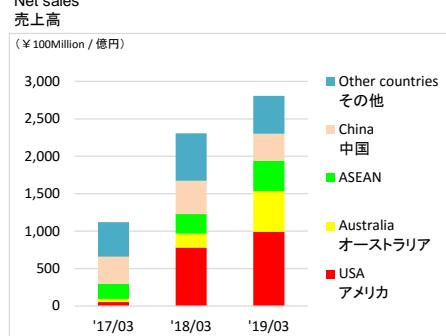
Car Parking Business
駐車場事業

| | | '15/03 | '16/03 | '17/03 | '18/03 | '19/03 |
|-----------------------|------|--------|--------|--------|--------|--------|
| Number of facilities | 施設数 | 2,095 | 2,197 | 2,475 | 2,747 | 3,828 |
| Number of car parking | 収容台数 | 29,775 | 34,177 | 42,051 | 53,375 | 73,898 |

Overseas Business

| Sales 海外事業 売上高 | | (¥100Million / 億円) | | |
|----------------------|---------|--------------------|--------|--------|
| | | '17/03 | '18/03 | '19/03 |
| USA | アメリカ | 55 | 783 | 990 |
| Australia | オーストラリア | 41 | 186 | 545 |
| ASEAN | ASEAN | 202 | 260 | 403 |
| China | 中国 | 361 | 445 | 362 |
| Other countries | その他 | 461 | 634 | 507 |
| Total | 合計 | 1,116 | 2,310 | 2,785 |

Net sales



Operating income

| 営業利益 | | (¥100Million / 億円) | | |
|-----------------|---------|--------------------|--------|--------|
| | | '17/03 | '18/03 | '19/03 |
| USA | アメリカ | 3 | 64 | 84 |
| Australia | オーストラリア | -2 | 13 | 45 |
| ASEAN | ASEAN | 16 | 7 | 15 |
| China | 中国 | 1 | 44 | 35 |
| Other countries | その他 | 6 | -5 | -4 |
| Total | 合計 | 25 | 106 | 129 |

Note: Adjustments included in total net sales.

注: 合計には連結調整額が含まれています。

Operating income

