



**Daiwa House**<sup>®</sup>  
Group

## **Financial Highlights for FY2010 3Q**

(For the nine months from April 1 to December 31, 2010)

**Daiwa House Industry Co.,Ltd.**

(2011.02)

- 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 Account Settlement in FY2010 3Q: Overview

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

	Consolidated				Non-consolidated			
	3Q FY2009	3Q FY2010	YOY		3Q FY2009	3Q FY2010	YOY	
			Amounts	Ratio			Amounts	Ratio
Net Sales	1,166.4	1,235.0	68.5	5.9%	745.8	765.4	19.6	2.6%
Operating income	50.3	71.8	21.4	42.7%	32.0	48.3	16.2	50.7%
Ordinary income	50.1	72.8	22.7	45.4%	34.3	54.7	20.4	59.7%
Net income	28.0	44.7	16.6	59.3%	20.4	37.1	16.6	81.3%
Basic net income per share (¥)	48.47	77.20	28.73	59.3%				

■ At March 31, 2010 and Dec. 31, 2010

(¥ billion)

	Consolidated				Non-consolidated			
	Mar. 31, 2010	Dec. 31, 2010	Change		Mar. 31, 2010	Dec. 31, 2010	Change	
			Amounts	Ratio			Amounts	Ratio
Total assets	1,916.9	1,900.0	-16.9	-0.9%	1,418.1	1,389.1	-29.0	-2.0%
Net assets	617.7	651.6	33.8	5.5%	545.3	573.6	28.3	5.2%
Net assets per share (¥)	1,065.15	1,123.81	58.66	5.5%				

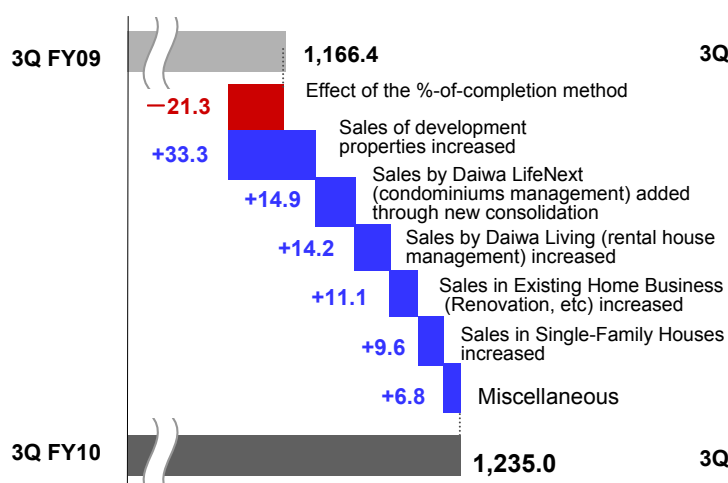
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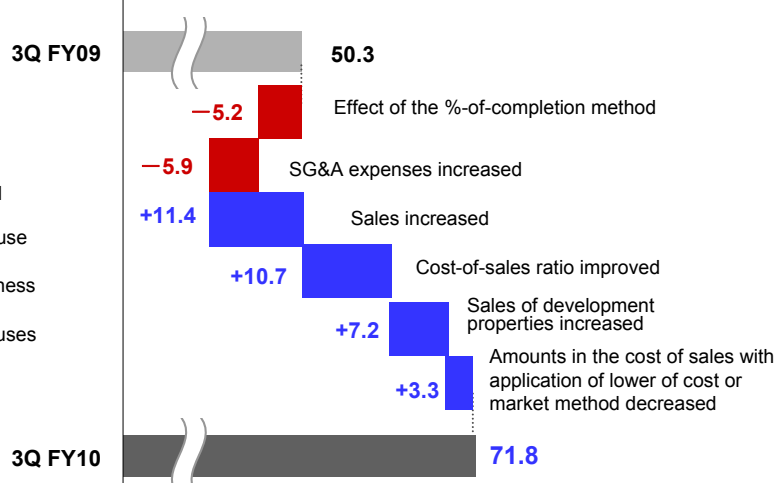
## (MEMO)

- Net sales increased 5.9% yoy, mainly due to an increase of the sales in the Rental Housing segment. Operating income increased 42.7% yoy, mainly due to the improvement of the cost-of-sales ratio.
- Net income increased 59.3% yoy, due to an increase in the operating income, in spite of the posting of ¥1.1 billion in operating expenses and ¥2.8 billion in extraordinary losses with the application of the accounting standard for asset retirement obligations.
- Major factors in the net sales and operating income increase

■ Net sales (¥bn)



■ Operating income (¥bn)



■ Group companies

	Number of companies			Notes
	Mar. 31, 2010	Dec. 31, 2010	Change	
Parent Company (Daiwa House Industry)	1	1	—	
Consolidated subsidiaries	59	58	-1	Inclusion: 1; Exclusion: 2
Equity-method affiliates	13	12	-1	Exclusion: 1
Unconsolidated subsidiary	1	1	—	Daiwa House REIT Investment Corporation
<b>Total</b>	<b>74</b>	<b>72</b>	<b>-2</b>	

## 2. Summary of Profits

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

	3Q FY2009		3Q FY2010			
	Results	Composition	Results	Composition	YOY	
					Amounts	Ratio
<b>Net sales</b>	<b>1,166.4</b>	<b>100.0%</b>	<b>1,235.0</b>	<b>100.0%</b>	68.5	5.9%
Cost of sales	936.2	80.3%	977.3	79.1%	41.1	4.4%
Gross profit	230.2	19.7%	257.6	20.9%	27.4	11.9%
SG&A expenses	179.8	15.4%	185.8	15.1%	5.9	3.3%
<b>Operating income</b>	<b>50.3</b>	<b>4.3%</b>	<b>71.8</b>	<b>5.8%</b>	<b>21.4</b>	<b>42.7%</b>
Non-operating income	8.4	0.7%	9.2	0.8%	0.7	8.7%
Non-operating expenses	8.7	0.7%	8.1	0.7%	-0.5	-6.2%
<b>Ordinary income</b>	<b>50.1</b>	<b>4.3%</b>	<b>72.8</b>	<b>5.9%</b>	<b>22.7</b>	<b>45.4%</b>
Extraordinary income	0.2	0.0%	3.5	0.3%	3.2	—
Extraordinary losses	1.1	0.1%	8.0	0.7%	6.9	618.7%
Income before income taxes and minority interests	49.2	4.2%	68.3	5.5%	19.0	38.8%
<b>Net income</b>	<b>28.0</b>	<b>2.4%</b>	<b>44.7</b>	<b>3.6%</b>	<b>16.6</b>	<b>59.3%</b>

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### 【MEMO】

■ (Reference) Effect of the percentage-of-completion method

Excluding the effect on the percentage-of-completion method, net sales increased by ¥89.8 billion, operating income increased by ¥26.7 billion, ordinary income increased by ¥27.9 billion.

(¥ bn)

	3Q FY2009		FY2009 (Full Year)	3Q FY2010			Comparison of "before application" (F) - (B)		
	(Reference) Effect of %-of-completion method			(Reference) Effect of %-of-completion method					
	Amounts (A)	Before application (B)		Results (A) + (B)	Amounts (D)	Amounts, net (E) = (D) - (C)		Before application (F)	Results (E) + (F)
Net sales	46.2	1,120.2	1,166.4	38.5	63.4	24.9	1,210.1	1,235.0	89.8
Operating income	9.4	40.8	50.3	7.6	11.8	4.2	67.5	71.8	26.7
Ordinary income	9.4	40.6	50.1	7.6	11.8	4.2	68.6	72.8	27.9

■ SG&A expenses

	(¥ bn)		
	3Q FY09	3Q FY10	Change
Personnel costs (incl. welfare expense)	106.8	109.8	2.9
Advertising & promotion expenses	18.2	18.7	0.5
Sales commission	7.4	8.4	0.9
Communication & transportation expenses	9.5	9.9	0.4
Others	37.7	38.9	1.1
<b>Total</b>	<b>179.8</b>	<b>185.8</b>	<b>5.9</b>

■ Extraordinary income

	(¥ bn)		
	3Q FY09	3Q FY10	Change
Gain on sales of investment securities	—	1.6	1.6
Reversal of liabilities for loss on disaster	—	1.3	1.3
Gain on transfer of business	—	0.2	0.2
Gain on sales of investments in capital of subsidiaries and affiliates	—	0.1	0.1
Others	0.2	0.1	-0.1
<b>Total</b>	<b>0.2</b>	<b>3.5</b>	<b>3.2</b>

■ Extraordinary losses

	(¥ bn)		
	3Q FY09	3Q FY10	Change
Loss on adjustment for changes of accounting standard for asset retirement obligations	—	2.8	2.8
Loss on prior period adjustment	—	1.4	1.4
Loss on valuation of investment securities	0.4	0.9	0.5
Impairment loss on noncurrent assets	0.1	0.8	0.6
Others	0.5	2.0	1.4
<b>Total</b>	<b>1.1</b>	<b>8.0</b>	<b>6.9</b>

### 3. Business Segment Information ① Sales

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

	3Q FY09	3Q FY10				
		Results	Results	Composition	YOY	
					Amounts	Ratio
Single-Family Houses	235.0	239.1	19.4%	4.1	1.8%	
Rental Housing	324.7	366.0	29.6%	41.3	12.7%	
Condominiums	82.3	94.6	7.7%	12.3	15.0%	
Existing Home Business	33.1	44.4	3.6%	11.2	33.9%	
Commercial Facilities	211.9	199.7	16.2%	-12.1	-5.7%	
Business & Corporate Facilities	138.9	138.5	11.2%	-0.3	-0.3%	
Health & Leisure	44.5	46.0	3.7%	1.5	3.4%	
Other Businesses	154.7	165.0	13.4%	10.3	6.7%	
(Adjustment)	(58.9)	(58.7)	-4.8%	0.1	—	
<b>Total</b>	<b>1,166.4</b>	<b>1,235.0</b>	<b>100.0%</b>	<b>68.5</b>	<b>5.9%</b>	

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

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#### 【MEMO】

■ (Reference) Effect on the percentage-of-completion method

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

	3Q FY09		Results (A) + (B)	FY09 Effect of %-of- completion method (C)	3Q FY10			Results (E) + (F)	Comparison of "before application" (F) - (B)
	(Reference) Effect of %-of-completion method				(Reference) Effect of %-of-completion method				
	Amounts (A)	Before application (B)			Amounts (D)	Amounts, net (E) = (D) - (C)	Before application (F)		
Single-Family Houses	14.0	220.9	235.0	5.3	13.8	8.5	230.5	239.1	9.6
Rental Housing	10.0	314.7	324.7	8.7	15.7	6.9	359.1	366.0	44.4
Condominiums	0.1	82.1	82.3	0.1	0.0	-0.0	94.6	94.6	12.5
Existing Home Business	—	33.1	33.1	0.2	0.2	0.0	44.3	44.4	11.1
Commercial Facilities	9.8	202.0	211.9	8.3	9.9	1.6	198.1	199.7	-3.9
Business & Corporate Facilities	11.9	126.9	138.9	15.6	23.4	7.8	130.6	138.5	3.7
Health & Leisure	—	44.5	44.5	—	—	—	46.0	46.0	1.5
Other Businesses	0.0	154.6	154.7	0.1	0.0	-0.1	165.2	165.0	10.5
(Adjustment)	—	(58.9)	(58.9)	—	—	—	(58.7)	(58.7)	0.1
<b>Total</b>	<b>46.2</b>	<b>1,120.2</b>	<b>1,166.4</b>	<b>38.5</b>	<b>63.4</b>	<b>24.9</b>	<b>1,210.1</b>	<b>1,235.0</b>	<b>89.8</b>

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

### 3. Business Segment Information ② Operating Income/Loss

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

	3Q FY09	3Q FY10				
		Results	Results	Composition	YOY	
					Amounts	Ratio
Single-Family Houses	4.0	10.9	15.2%	6.9	172.7%	
Rental Housing	27.5	35.9	50.2%	8.4	30.7%	
Condominiums	-8.5	2.4	3.4%	10.9	—	
Existing Home Business	1.3	3.2	4.6%	1.9	148.0%	
Commercial Facilities	25.5	24.2	33.7%	-1.3	-5.1%	
Business & Corporate Facilities	15.3	9.5	13.3%	-5.8	-37.9%	
Health & Leisure	0.0	0.2	0.4%	0.2	382.3%	
Other Businesses	1.5	3.0	4.2%	1.5	102.7%	
(Adjustment)	(16.4)	(17.9)	-24.9%	-1.5	—	
<b>Total</b>	<b>50.3</b>	<b>71.8</b>	<b>100.0%</b>	<b>21.4</b>	<b>42.7%</b>	

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

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#### 【MEMO】

■ (Reference) Effect on the percentage-of-completion method

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ bn)

	3Q FY09		Results (A) + (B)	FY09 Effect of %- of- completion method (C)	3Q FY10			Results (E) + (F)	Comparison of "before application" (F) — (B)
	(Reference) Effect of %-of-completion method				(Reference) Effect of %-of-completion method				
	Amounts (A)	Before application (B)			Amounts (D)	Amounts, net (E) = (D) — (C)	Before application (F)		
Single-Family Houses	3.4	0.6	4.0	1.3	3.9	2.6	8.3	10.9	7.6
Rental Housing	2.2	25.2	27.5	2.0	3.6	1.5	34.4	35.9	9.1
Condominiums	0.0	-8.5	-8.5	0.0	0.0	-0.0	2.4	2.4	11.0
Existing Home Business	—	1.3	1.3	0.0	0.0	0.0	3.2	3.2	1.9
Commercial Facilities	1.8	23.6	25.5	2.1	1.8	-0.3	24.5	24.2	8.0
Business & Corporate Facilities	1.9	13.4	15.3	2.0	2.3	0.3	9.1	9.5	-4.2
Health & Leisure	—	0.0	0.0	—	—	—	0.2	0.2	0.2
Other Businesses	-0.0	1.5	1.5	0.0	0.0	-0.0	3.0	3.0	1.5
(Adjustment)	—	(16.4)	(16.4)	—	—	—	(17.9)	(17.9)	-1.5
<b>Total</b>	<b>9.4</b>	<b>40.8</b>	<b>50.3</b>	<b>7.6</b>	<b>11.8</b>	<b>4.2</b>	<b>67.5</b>	<b>71.8</b>	<b>26.7</b>

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

## 4. Consolidated Balance Sheets ①Assets

	Mar. 31, 2010	Dec. 31, 2010	Changes	
			(¥ billion)	
			Amounts	Ratio
<b>Current assets</b>	<b>678.7</b>	<b>635.8</b>	<b>-42.8</b>	<b>-6.3%</b>
<b>Noncurrent assets</b>	<b>1,238.1</b>	<b>1,264.1</b>	<b>25.9</b>	<b>2.1%</b>
Property, plant and equipment	778.6	782.3	3.7	0.5%
Intangible assets	20.1	20.4	0.3	1.5%
Investment and other assets	439.4	461.3	21.9	5.0%
<b>Total assets</b>	<b>1,916.9</b>	<b>1,900.0</b>	<b>-16.9</b>	<b>-0.9%</b>

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## 【MEMO】

## ■ Major factors in changes from the previous fiscal year-end

- **【Current assets】** Cash and deposits decreased by ¥53.7 billion, 29.9% from the previous fiscal year-end, mainly due to a decrease in loans payable.
- **【Investment and other assets】** Investment securities increased by ¥5.9 billion, 5.7% from the previous fiscal year-end, due to an additional investment.

## ■ Inventories

	Mar. 31, 2010	Dec. 31, 2010	Change	
			(¥ bn)	
			Amounts	Ratio
<b>Costs on uncompleted construction contracts</b>	<b>15.0</b>	<b>15.4</b>	<b>0.3</b>	<b>2.1%</b>
<b>Land for sale</b>	<b>213.4</b>	<b>213.4</b>	<b>-0.0</b>	<b>-0.0%</b>
for houses	84.2	85.1	0.8	1.0%
for condominiums	85.7	89.8	4.1	4.8%
<b>Buildings for sale</b>	<b>51.5</b>	<b>49.6</b>	<b>-1.8</b>	<b>-3.7%</b>
for houses	9.1	10.4	1.3	14.2%
for condominiums	36.6	33.0	-3.5	-9.6%
<b>Others</b>	<b>19.9</b>	<b>23.4</b>	<b>3.5</b>	<b>17.8%</b>
<b>Total</b>	<b>300.0</b>	<b>301.9</b>	<b>1.9</b>	<b>0.6%</b>

✓ Number of inventory units of condominiums  
(including contract-completed units)

(End of)	
Mar. 2010	834
Sept. 2010	468
Dec. 2010	284
	(Including 40 contract-completed units)

## ■ Noncurrent assets

	Mar. 31, 2010	Dec. 31, 2010	Change	
			(¥ bn)	
			Amounts	Ratio
Buildings & structures	333.7	340.3	6.6	2.0%
Land	389.5	393.2	3.6	0.9%
Other	55.2	48.6	-6.5	-11.9%
<b>Total property, plant and equipment</b>	<b>778.6</b>	<b>782.3</b>	<b>3.7</b>	<b>0.5%</b>

A ¥15.5 billion increase with the application of accounting standard for asset retirement obligations

## 4. Consolidated Balance Sheets ② Liabilities and Net Assets

	(¥ billion)			
	Mar. 31, 2010	Dec. 31, 2010	Changes	
			Amounts	Ratio
<b>Liabilities</b>	<b>1,299.1</b>	<b>1,248.4</b>	<b>-50.7</b>	<b>-3.9%</b>
Current liabilities	344.6	341.6	-2.9	-0.9%
Noncurrent liabilities	954.5	906.7	-47.8	-5.0%
<b>Net assets</b>	<b>617.7</b>	<b>651.6</b>	<b>33.8</b>	<b>5.5%</b>
Shareholders' equity	692.4	714.1	21.6	3.1%
Valuation & translation adjustments	-75.6	-63.5	12.0	—
Minority interests	0.9	1.0	0.0	8.2%
<b>Total liabilities &amp; net assets</b>	<b>1,916.9</b>	<b>1,900.0</b>	<b>-16.9</b>	<b>-0.9%</b>

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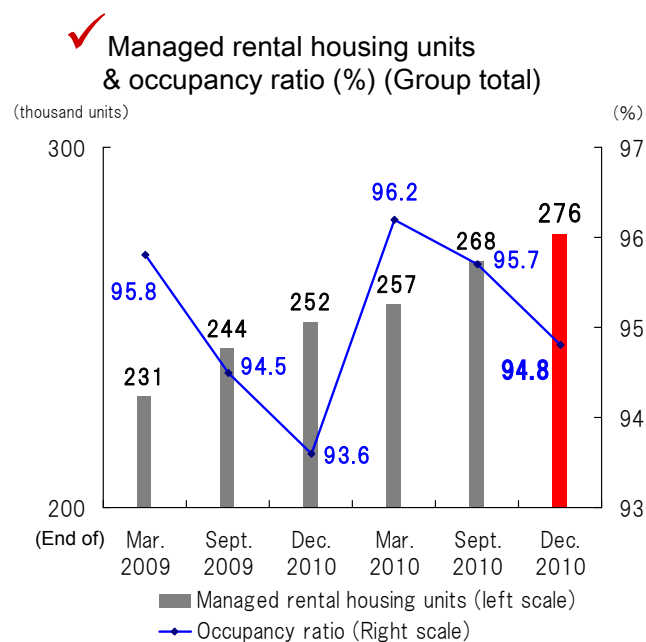
### 【MEMO】

#### ■ Major factors in changes from the previous fiscal year-end

- 【Noncurrent liabilities】 Long-term loans payable decreased by ¥69.8 billion, 20.8% from the previous fiscal year-end, due to payments of loans.
- 【Current liabilities and noncurrent liabilities】  
¥23.4 billion posted in asset retirement obligations, including ¥1.5 billion in current liabilities and ¥21.8 billion in noncurrent liabilities.

#### ■ Interest-bearing liabilities

	(¥ bn)			
	Mar. 31, 2010	Dec. 31, 2010	Change	
			Amounts	Ratio
Short-term loans payable	14.7	10.5	-4.1	-28.4%
Current portion of long-term bonds payable	—	4.5	4.5	—
Current portion of long-term loans payable	2.9	17.8	14.9	515.3%
Bonds payable	105.3	100.8	-4.5	-4.3%
Long-term loans payable	335.3	265.5	-69.8	-20.8%
<b>Total (excl. lease obligations)</b>	<b>458.3</b>	<b>399.3</b>	<b>-59.0</b>	<b>-12.9%</b>
<b>Debt-equity ratio</b>	<b>0.74</b>	<b>0.61</b>	<b>-0.13pt</b>	
<b>Net debt-equity ratio</b>	<b>0.45</b>	<b>0.42</b>	<b>-0.03pt</b>	
<b>Net asset ratio</b>	<b>32.2%</b>	<b>34.2%</b>	<b>2.0pt</b>	



## 5. Full-Year Forecasts for FY2010 ① Business Performance

( ¥ billion )

	FY2009		FY2010 (Forecasts)			
	Results	Composition	Forecasts	Composition	YOY	
					Amounts	Ratio
<b>Net sales</b>	<b>1609.8</b>	<b>100.0%</b>	<b>1,660.0</b>	<b>100.0%</b>	<b>50.1</b>	<b>3.1%</b>
Cost of sales	1303.8	81.0%	1,325.2	79.8%	21.3	1.6%
Gross profit	306.0	19.0%	334.8	20.2%	28.7	9.4%
SG&A expenses	243.2	15.1%	249.8	15.1%	6.5	2.7%
<b>Operating income</b>	<b>62.7</b>	<b>3.9%</b>	<b>85.0</b>	<b>5.1%</b>	<b>22.2</b>	<b>35.5%</b>
Non-operating income	12.3	0.7%	12.0	0.7%	-0.3	-2.9%
Non-operating expenses	15.0	0.9%	17.0	1.0%	1.9	13.1%
<b>Ordinary income</b>	<b>60.0</b>	<b>3.7%</b>	<b>80.0</b>	<b>4.8%</b>	<b>19.9</b>	<b>33.3%</b>
Extraordinary income	0.2	0.0%	3.5	0.2%	3.2	—
Extraordinary losses	22.2	1.3%	23.8	1.4%	1.5	7.1%
Income before income taxes and minority interests	38.0	2.4%	59.7	3.6%	21.6	56.8%
<b>Net income</b>	<b>19.1</b>	<b>1.2%</b>	<b>36.0</b>	<b>2.2%</b>	<b>16.8</b>	<b>88.4%</b>

### 【MEMO】

- Full-year (ending Mar. 31, 2011) consolidated forecasts for business performance remain unchanged from the revised forecasts released on Nov. 9, 2010.



## 5. Full-Year Forecasts for FY2010 ② Segment Information

(¥ billion )

		FY2009		FY2010 (Forecasts)			
		Results	Composition	Forecasts	Composition	YOY	
						Amounts	Ratio
Sales	Single-Family Houses	325.9	20.2%	325.0	19.6%	-0.9	-0.3%
	Rental Housing	449.0	27.9%	480.5	29.0%	31.4	7.0%
	Condominiums	119.3	7.4%	133.5	8.0%	14.1	11.9%
	Existing Home Business	46.9	2.9%	59.5	3.6%	12.5	26.7%
	Commercial Facilities	285.6	17.8%	276.0	16.6%	-9.6	-3.4%
	Business & Corporate Facilities	196.2	12.2%	186.5	11.2%	-9.7	-5.0%
	Health & Leisure	57.1	3.5%	59.5	3.6%	2.3	4.1%
	Other Businesses	210.9	13.1%	221.0	13.3%	10.0	4.8%
	(Adjustment)	(81.2)	-5.0%	(81.5)	-4.9%	-0.2	—
	<b>Total</b>	<b>1,609.8</b>	<b>100.0%</b>	<b>1,660.0</b>	<b>100.0%</b>	<b>50.1</b>	<b>3.1%</b>
Operating Income/loss	Single-Family Houses	6.2	9.9%	14.8	17.4%	8.5	138.5%
	Rental Housing	38.6	61.6%	41.5	48.9%	2.8	7.4%
	Condominiums	-18.3	-29.2%	3.0	3.5%	21.3	—
	Existing Home Business	1.7	2.8%	4.0	4.7%	2.2	130.0%
	Commercial Facilities	34.4	54.9%	32.5	38.2%	-1.9	-5.6%
	Business & Corporate Facilities	21.7	34.7%	12.0	14.1%	-9.7	-44.9%
	Health & Leisure	-0.5	-0.8%	0.0	0.0%	0.5	—
	Other Businesses	1.0	1.7%	2.7	3.2%	1.6	159.8%
	(Adjustment)	(22.2)	-35.6%	(25.5)	-30.0%	-3.2	—
	<b>Total</b>	<b>62.7</b>	<b>100.0%</b>	<b>85.0</b>	<b>100.0%</b>	<b>22.2</b>	<b>35.5%</b>

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

### 【MEMO】

- Full-year (ending Mar. 31, 2011) consolidated forecasts for business performance remain unchanged from the revised forecasts released on Nov. 9, 2010.

**(Reference ①) Orders Received by Business Segment (Non-Consolidated)**

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

		3Q FY2009		3Q FY2010				
		Units	Amounts	Units	Amounts	YOY		
						Amounts	Ratio	
Orders received	Single-Family Houses	Custom-built houses	6,315	179.9	6,489	187.9	7.9	4.4%
		Houses (of housing subdivisions)	919	22.5	1,072	25.7	3.2	14.2%
		Land (including land for housing subdivisions)	—	31.3	—	37.2	5.9	19.0%
		<b>Subtotal</b>	<b>7,234</b>	<b>233.8</b>	<b>7,561</b>	<b>250.9</b>	<b>17.0</b>	<b>7.3%</b>
		Rental Housing	19,963	195.4	20,650	225.6	30.2	15.5%
		Condominiums	2,000	65.2	1,807	66.3	1.1	1.7%
		Existing Home Business	—	30.3	—	39.9	9.5	31.5%
		Commercial Facilities	—	120.4	—	114.0	-6.4	-5.3%
		Business & Corporate Facilities	—	85.7	—	93.2	7.4	8.7%
		Resort Business	—	3.7	—	3.5	-0.1	-3.7%
	Other Businesses	—	3.0	—	3.8	0.8	29.2%	
	<b>Total</b>	<b>29,197</b>	<b>737.8</b>	<b>30,018</b>	<b>797.6</b>	<b>59.8</b>	<b>8.1%</b>	

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**【MEMO】**

■ Full-year (ending Mar. 31, 2011) forecasts for orders received remain unchanged from the revised forecasts released on Nov. 9, 2010.

## ■ Orders received (non-consolidated)

(¥ bn)

		FY2010 forecasts revised in Nov. 2010			
		Units	Amounts	YOY	
				Amounts	Ratio
Single-Family Houses	Custom-built houses	8,560	246.2	12.4	5.3%
	Houses (of housing subdivisions)	1,340	32.7	-0.1	-0.5%
	Land (including land for housing subdivisions)	—	46.4	5.0	12.2%
	<b>Subtotal</b>	<b>9,900</b>	<b>325.3</b>	<b>17.3</b>	<b>5.6%</b>
	Rental Housing	27,300	287.4	42.4	17.3%
	Condominiums	2,400	85.7	-2.0	-2.3%
	Existing Home Business	—	50.8	8.6	20.4%
	Commercial Facilities	—	155.1	-1.4	-0.9%
	Business & Corporate Facilities	—	120.8	-6.1	-4.8%
	Resort Business	—	4.6	0.1	4.2%
	Other Businesses	—	4.9	0.8	22.2%
	<b>Total</b>	<b>39,600</b>	<b>1,035.0</b>	<b>59.9</b>	<b>6.1%</b>

## Notes:

1. The presentation of the non-consolidated segments has been changed in accordance with the change in consolidated segments.
2. In the Single-Family Houses segment, we engage in construction by order of "Custom-built house," and sale of a package of a new house with land ("Housing subdivision").
3. In Rental Housing, Condominiums, Commercial Facilities, and Business & Corporate Facilities businesses, the figures in the charts include lands and buildings.
4. The YOY ratios are calculated based on the amounts.

## (Reference ②) Sales by Business Segment (Non-consolidated)

■ For the nine months ended Dec. 31, 2009 and 2010

(¥ billion)

		3Q FY2009			3Q FY2010						
		Units	Amounts	Gross profit ratio(%)	Units	Amounts	YOY		Gross profit ratio(%)		
							Amounts	Ratio		Change	
Sales	Single-Family Houses	Custom-built houses	5,897	181.4	22.8%	6,005	181.9	0.4	0.3%	24.5%	1.6pt
		Houses (of housing subdivisions)	864	21.1	20.1%	1,008	24.2	3.1	15.1%	22.7%	2.6pt
		Land (including land for housing subdivisions)	—	31.1	-12.9%	—	32.9	1.7	5.7%	-2.9%	10.1pt
		<b>Subtotal</b>	<b>6,761</b>	<b>233.7</b>	<b>17.8%</b>	<b>7,013</b>	<b>239.1</b>	<b>5.4</b>	<b>2.3%</b>	<b>20.5%</b>	<b>2.7pt</b>
		Rental Housing	18,430	189.4	25.5%	18,320	209.3	19.8	10.5%	26.4%	0.8pt
		Condominiums	2,095	65.9	-3.7%	1,735	63.7	-2.2	-3.4%	13.7%	17.4pt
		Existing Home Business	—	29.5	33.3%	—	39.7	10.2	34.7%	33.5%	0.2pt
		Commercial Facilities	—	125.5	25.2%	—	109.2	-16.2	-13.0%	25.4%	0.3pt
		Business & Corporate Facilities	—	94.9	23.3%	—	97.0	2.0	2.1%	16.8%	-6.4pt
		Resort Business	—	3.7	24.9%	—	3.5	-0.1	-3.7%	25.0%	0.1pt
	Other Businesses	—	2.8	20.1%	—	3.5	0.7	24.7%	5.6%	-14.5pt	
	<b>Total</b>	<b>27,286</b>	<b>745.8</b>	<b>20.5%</b>	<b>27,068</b>	<b>765.4</b>	<b>19.6</b>	<b>2.6%</b>	<b>22.4%</b>	<b>1.9pt</b>	

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## 【MEMO】

■ Full-year (ending Mar. 31, 2011) non-consolidated forecasts for sales remain unchanged from the revised forecasts released on Nov. 9, 2010.

(¥ bn)

## ■ Sales (non-consolidated)

FY2010 Forecasts revised in Nov.2010

		Units	Amounts	YOY		Gross profit ratio (%)	
				Amounts	Ratio		YOY Change
Single-Family Houses	Custom-built houses	8,540	246.8	-2.5	-1.0%	24.0%	0.7 pt
	Houses (of housing subdivisions)	1,360	33.1	0.8	2.7%	22.4%	0.7 pt
	Land (including land for housing subdivisions)	—	44.9	0.5	1.2%	-2.5%	12.8 pt
	<b>Subtotal</b>	<b>9,900</b>	<b>324.8</b>	<b>-1.1</b>	<b>-0.4%</b>	<b>20.2%</b>	<b>2.3 pt</b>
	Rental Housing	25,400	273.9	6.3	2.4%	25.4%	0.1 pt
	Condominiums	2,500	90.1	-2.3	-2.5%	13.3%	23.7 pt
	Existing Home Business	—	50.8	11.1	28.2%	32.7%	3.3 pt
	Commercial Facilities	—	154.6	-14.4	-8.6%	25.2%	0.0 pt
	Business & Corporate Facilities	—	127.1	-4.5	-3.4%	16.7%	-6.3 pt
	Resort Business	—	4.6	0.1	4.2%	22.9%	0.6 pt
	Other Businesses	—	4.8	0.8	22.7%	10.1%	6.4 pt
	<b>Total</b>	<b>37,800</b>	<b>1,031.0</b>	<b>-3.8</b>	<b>-0.4%</b>	<b>21.9%</b>	<b>2.3 pt</b>

Notes:

1. The presentation of the non-consolidated segments has been changed in accordance with the change in consolidated segments.
2. In the Single-Family Houses segment, we engage in construction by order of "Custom-built house," and sale of a package of a new house with land ("Housing subdivision").
3. In Rental Housing, Condominiums, Commercial Facilities, and Business & Corporate Facilities businesses, the figures in the charts include lands and buildings.
4. The YOY ratios are calculated based on the amounts.