Summary of Financial Statements

- For the three months ended June 30, 2024 -

HASEKO Corporation

August 2024

Disclaimer:
Forecasts or assessment figures on this document is depend and based on data available at the date of issue.
Results or actual performances may be different from those estimates because of unexpected affairs.

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Summary of Financial Results for FY2024 1Q

- In Consolidated financial results for FY2024 1Q, Net Sales increased 7.9% year-on-year to 284.8 billion yen due to increases in Net sales of Completed construction contracts and Real estate sales, but Ordinary profit decreased 31.8% year-on-year to 15.5 billion yen due to no sales to Private REIT or large bulk transaction.
- Orders Received (Non-consolidated) for FY2024 1Q increased 7.4% year-on-year to 119.4 billion yen and the progress for Orders Received is in line with FY2024 Annual Forecast.

Billions of yen

Consolidated	FY2023 1Q (A)	FY2024 1Q (B)	Change		FY2024 Annual	
			(B)-(A)	%	Forecast	Progress
Net sales	263.9	284.8	20.9	7.9%	1,180.0	24.1%
Gross profit	40.7	32.7	(8.0)	(19.6%)	164.5	19.9%
Operating profit Operating profit ratio	22.6 8.6%	13.3 4.7%	(9.3) (3.9pt)	(41.2%)	82.0 6.9%	16.2%
Ordinary profit Ordinary profit ratio	22.7 8.6%	15.5 5.4%	(7.2) (3.2pt)	(31.8%)	80.0 6.8%	19.4%
Profit ※ Profit ratio	15.0 5.7%	10.8 3.8%	(4.2) (1.9pt)	(27.7%)	53.0 4.5%	20.5%
Order received (Non-consolidated)	111.2	119.4	8.2	7.4%	580.0	20.6%

※ Profit attributable to owners of parent

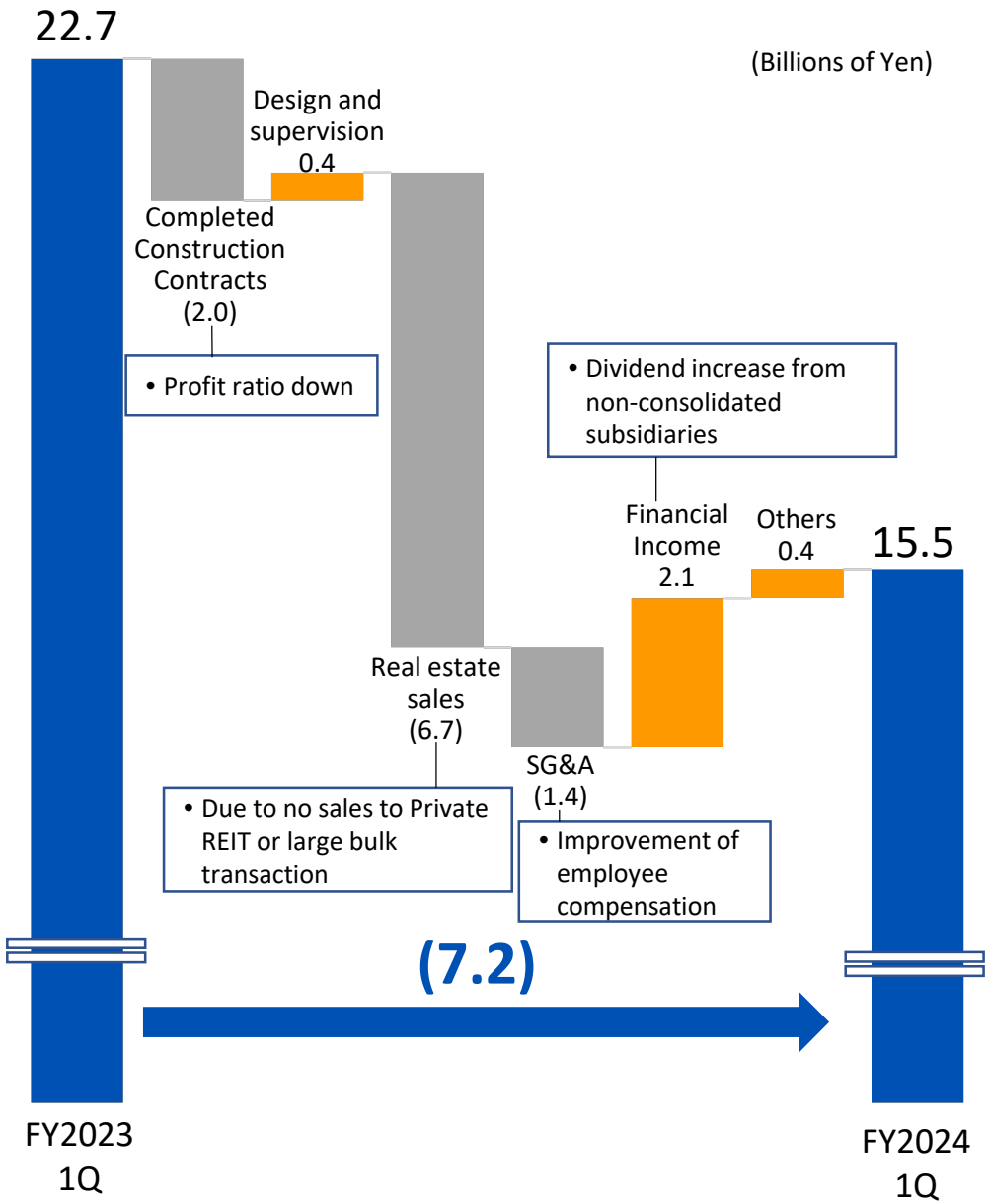
Consolidated Income Statements

Billions of yen

	FY2023 1Q Result < A >	FY2024 1Q Result < B >	Change Amount < B - A >	Change %
Net sales	**263.9**	**284.8**	**20.9**	**7.9%**
Completed construction contracts	127.4	139.7	12.3	9.6%
Design and supervision	1.1	1.9	0.9	81.3%
Leasing and management	22.2	23.2	1.0	4.3%
Real estate sales	108.7	115.0	6.4	5.8%
Others businesses	4.6	5.0	0.4	8.7%
Gross profit	**40.7**	**32.7**	**(8.0)**	**(19.6%)**
Completed construction contracts	19.3	17.3	(2.0)	(10.6%)
[Profit ratio of completed construction contracts]	15.2%	12.4%	(2.8p)	
Design and supervision	0.5	1.0	0.4	82.6%
Leasing and management	5.0	5.2	0.2	3.6%
Real estate sales	15.0	8.3	(6.7)	(44.5%)
Others businesses	0.8	0.9	0.2	21.4%
Selling, general and administrative expense	18.1	19.5	1.4	7.5%
Operating profit	**22.6**	**13.3**	**(9.3)**	**(41.2%)**
[Operating profit ratio]	8.6%	4.7%	(3.9p)	
Financial income (expenses) *	(0.3)	1.7	2.1	
Others, net	0.5	0.5	0.0	
Ordinary profit	**22.7**	**15.5**	**(7.2)**	**(31.8%)**
[Ordinary profit ratio]	8.6%	5.4%	(3.2p)	
Extraordinary income or loss	(0.0)	0.0	0.0	
Profit before income taxes	22.7	15.5	(7.2)	(31.8%)
Income taxes - current	5.6	2.9	(2.8)	
Income taxes - deferred	2.1	1.8	(0.3)	
Profit (loss) attributable to non-controlling interests	(0.0)	-	0.0	
Profit attributable to owners of parent	**15.0**	**10.8**	**(4.2)**	**(27.7%)**

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

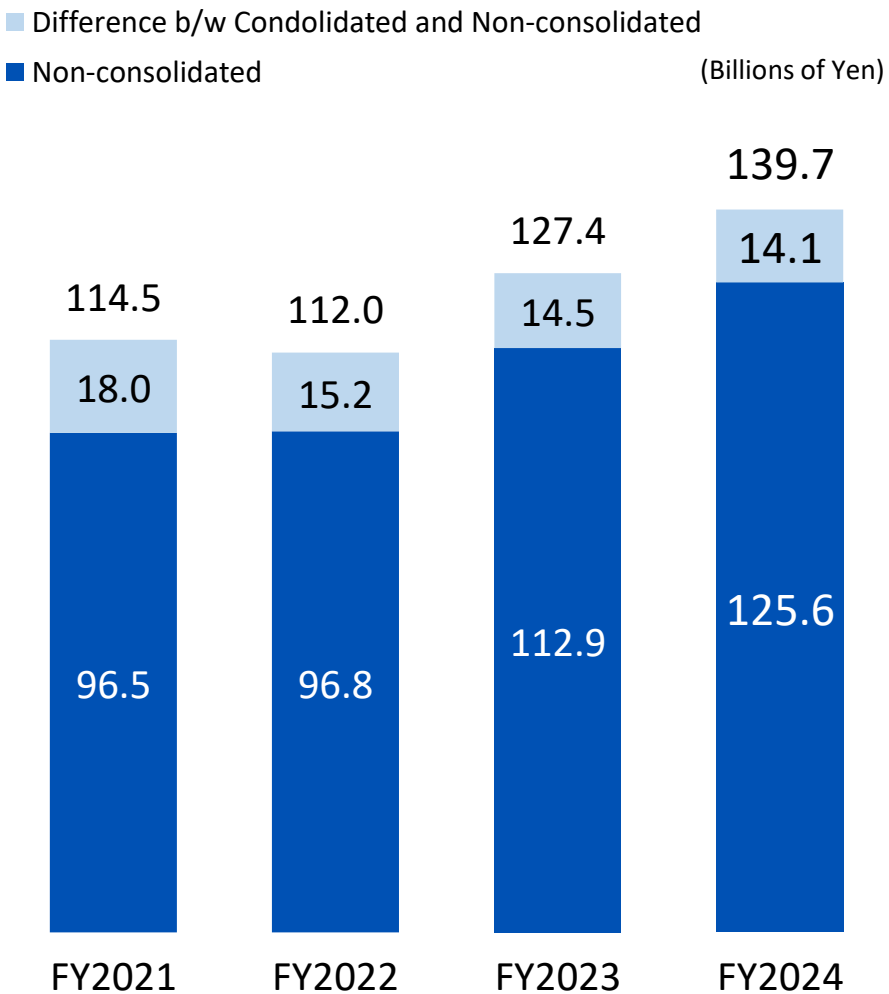
Main changing factor in consolidated ordinary profit



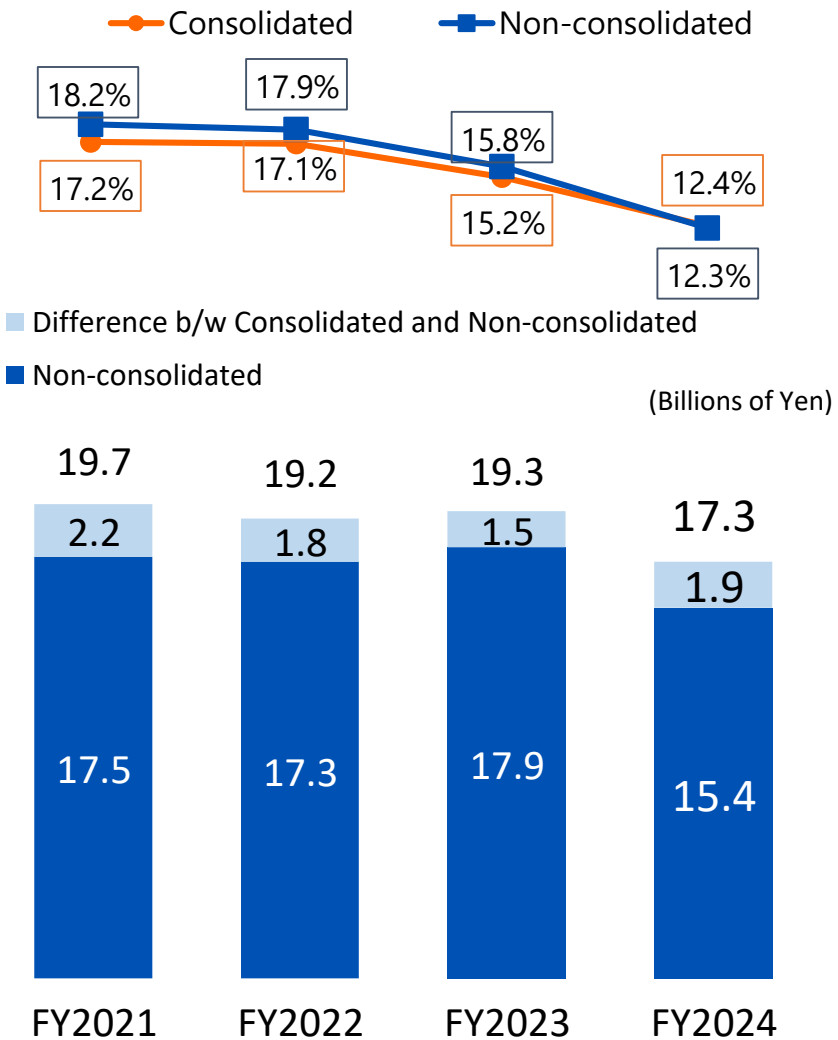
Net sales & Gross profit of Completed construction contracts

- Net sales of Completed construction contracts year-on-year increased due to an increase in Non-consolidated construction volume.
- Gross profit of Completed construction contracts year-on-year decreased because the Profit ratio of Completed construction contracts declined due to rising in prices and labor costs, etc.

Net sales of Completed construction contracts (1Q)※



Gross profit & Profit ratio (1Q)※



※Non-consolidated Net sales of and Gross Profit of Completed construction contracts include Non-consolidated Net Sales and Gross profit of Commissioned works, respectively.

Order Received (Non-consolidated) Result

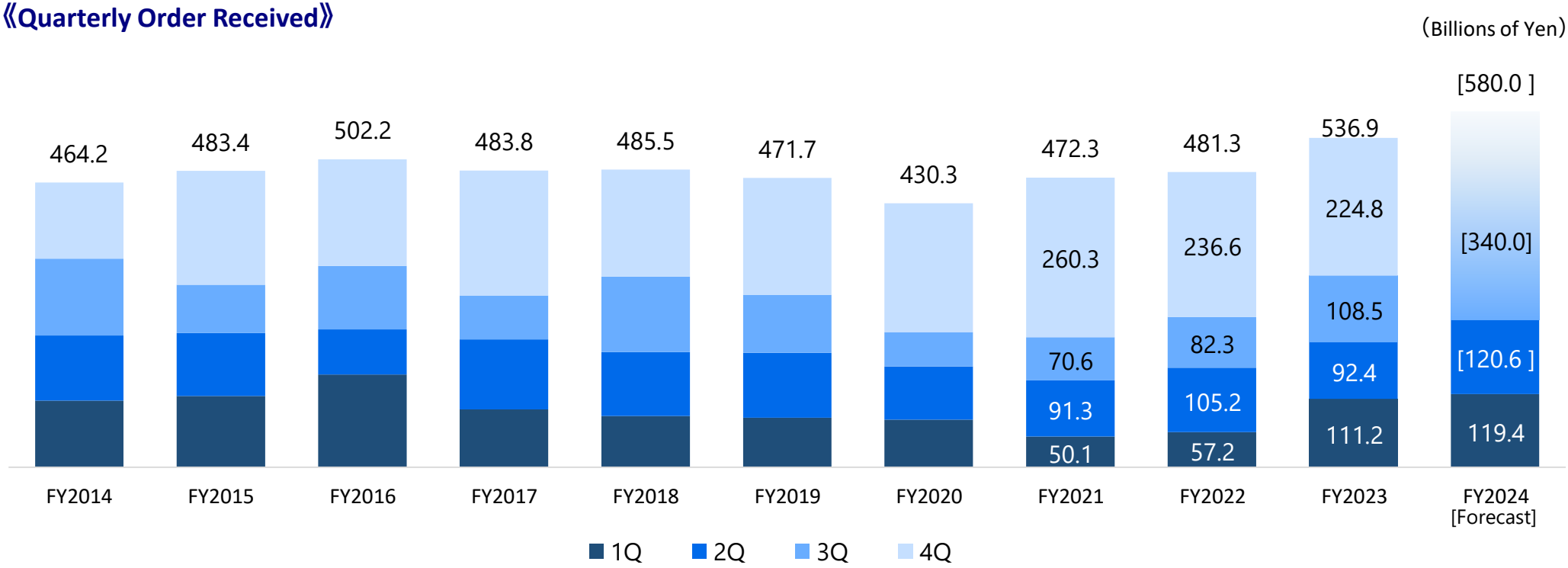
- Orders Received (Non-consolidated) for FY2024 1Q increased 7.4% year-on-year to 119.4 billion yen, progressing as expected for FY2024 Annual Forecast.

(Billions of Yen)

	FY2023	FY2024 Result			FY2024 Forecast				
	1Q	1Q	Change	%	1st Half	Progress	Annual	Change	Progress
Construction business	107.6	116.5	8.8	8.2%	234.0	49.8%	565.0	45.4	20.6%
Private-sector condominiums	81.9	105.4	23.5	28.7%	213.0	49.5%	531.0	98.9	19.8%
Rental condominiums Company housing. Etc.	17.0	6.8	(10.1)	(59.8%)	12.0	56.8%	13.0	(44.3)	52.5%
Non-Residence	2.5	0.0	(2.4)	(99.6%)	-	-	2.0	(2.5)	0.5%
Other	4.5	2.9	(1.6)	(35.9%)	6.0	47.7%	12.0	(6.9)	23.9%
Consulting contracts	1.9	1.4	(0.5)	(25.3%)	3.0	46.8%	7.0	0.2	20.0%
Design and supervision	3.6	3.0	(0.6)	(17.1%)	6.0	49.5%	15.0	(2.4)	19.8%
Order Received	111.2	119.4	8.2	7.4%	240.0	49.8%	580.0	43.1	20.6%

Order Received (Quarterly trends)

《Quarterly Order Received》

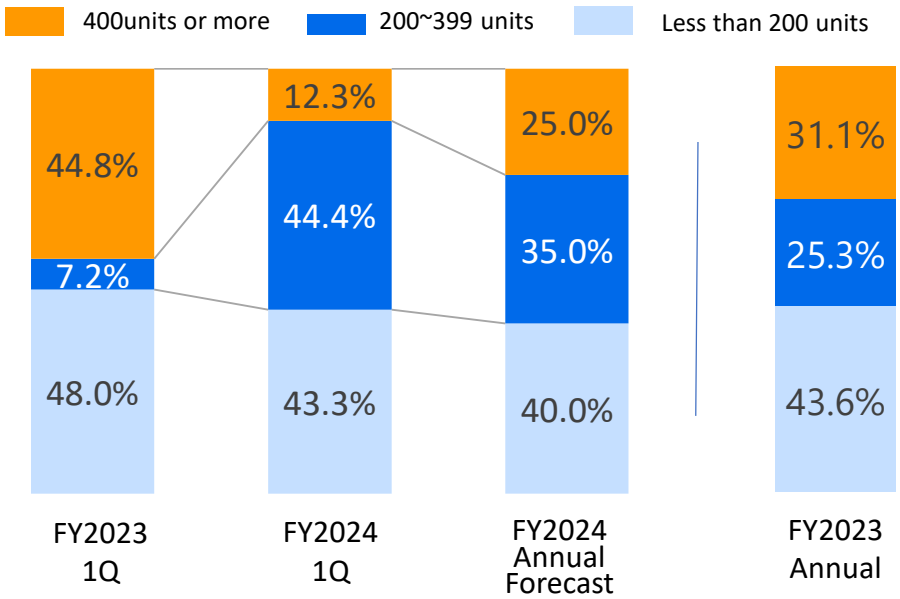


Main Order Property	Property Owners	Location	Units
RENAI Kashiwa Dear Park	Sohgoh Real Estate Co., Ltd., etc.	Kashiwa-shi, Chiba	389
PREMIST Akishima MoriPark Gran	Daiwa House Industry Co., Ltd., etc.	Akishima-shi, Tokyo	277
BRANZ City Shinagawa RENAI Canal	Tokyu Land Corporation, etc.	Minato-ku, Tokyo	233
※ Kyoto-shi Ukyo-ku Uzumasa Araki-cho project new construction	Sekisui Chemical Co., Ltd., etc.	Ukyo-ku, Kyoto-shi	183
※ Toyohashi-shi Hanada Ichiban-cho project new construction	Nishi-Nippon Railroad Co., Ltd., etc.	Toyohashi-shi, Aichi	183

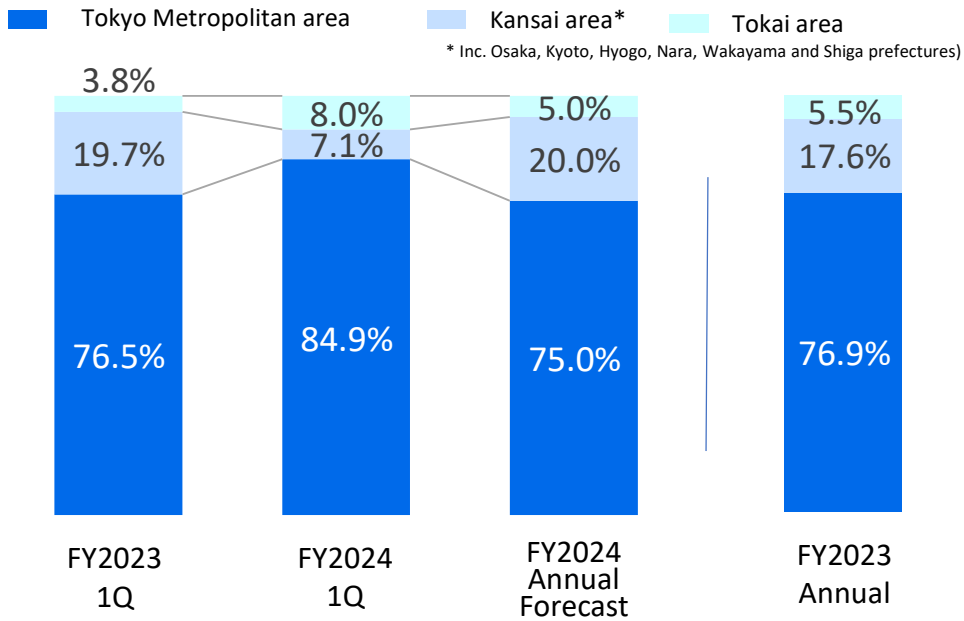
※ Tentative name

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

Orders received by Size (Private-sector condominiums)

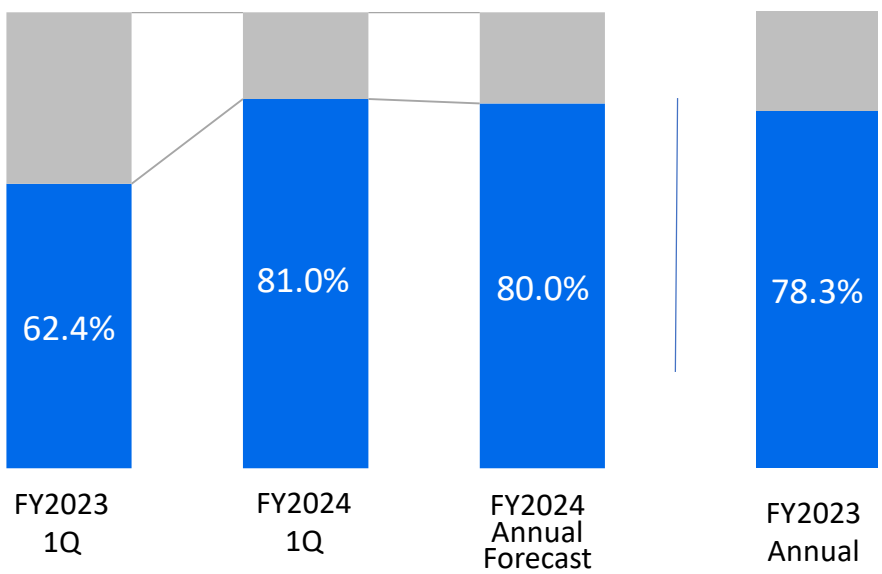


Orders received by Region

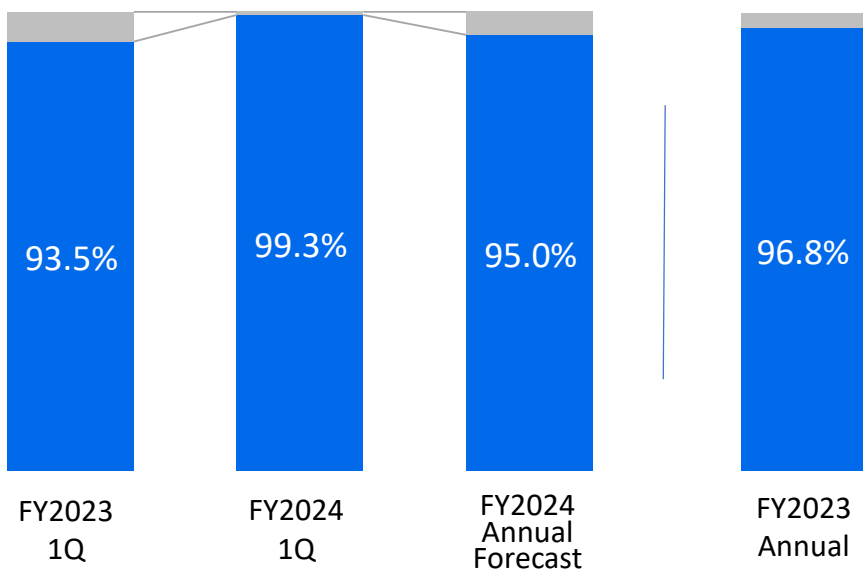


*Excluding orders from overseas businesses

Exclusive contract



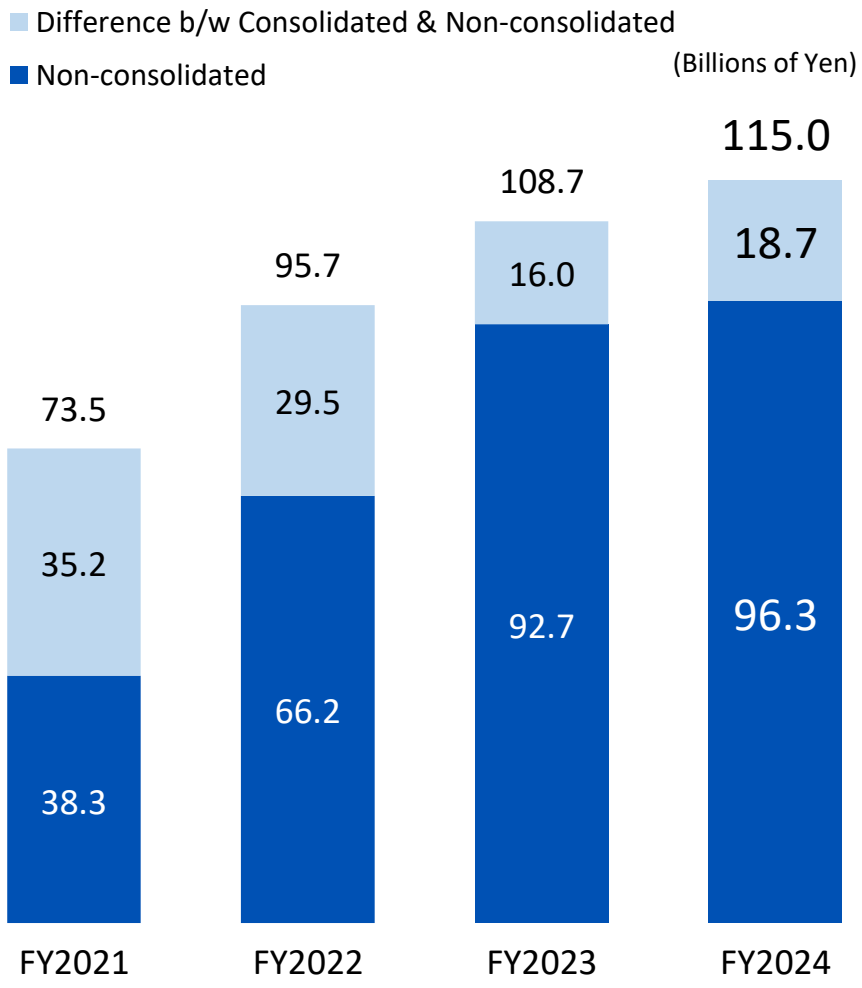
Construction-with-design orders



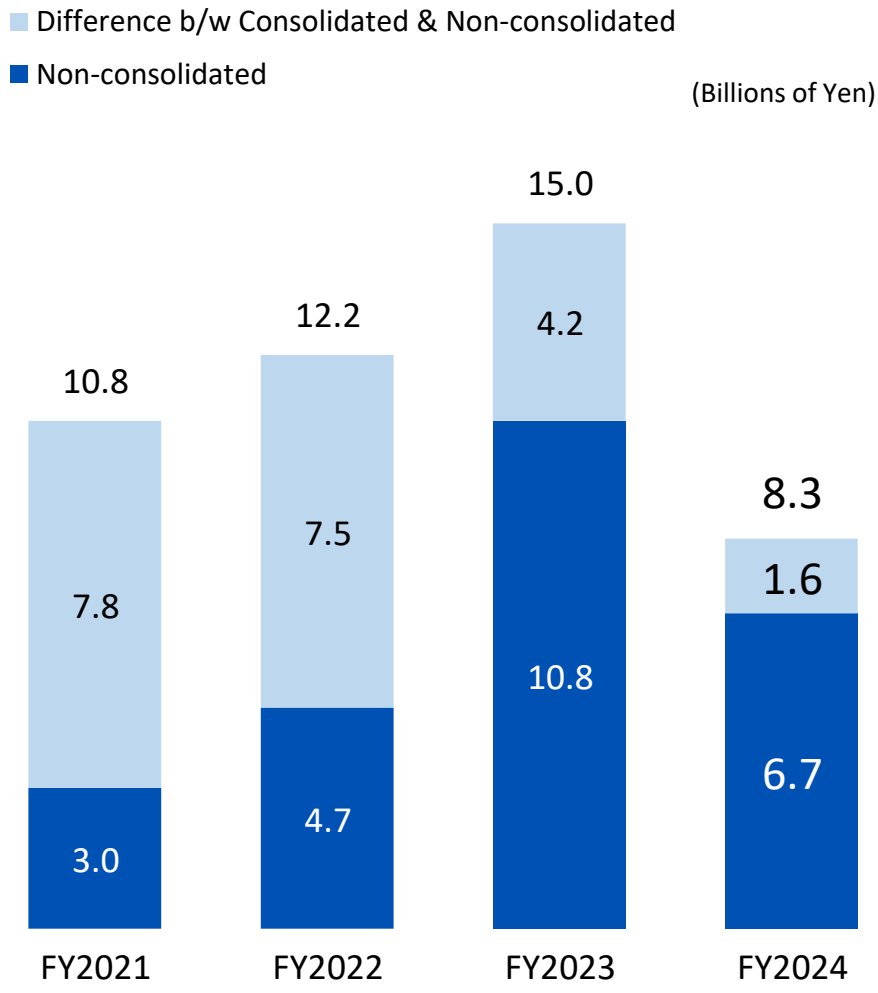
Net sales and Gross profit of Real estate sales

- Net sales of Real estate sales increased due to increases in non-consolidated sales of income properties. On the other hand, Gross profit of Real estate sales decreased due to no sales to the Private REIT or large bulk properties.
- Because the deliveries of completed condominiums are concentrated in the second half of FY2024, Net sales and Gross profit of for-sale condominium business are expected to post mainly in the second half of FY2024.

Net sales of Real estate sales (1Q)

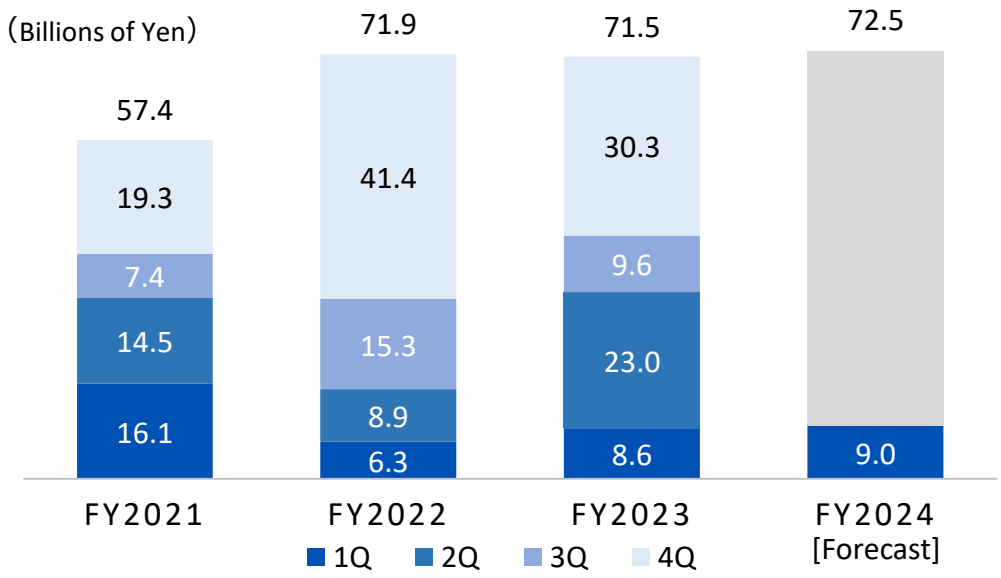


Gross profit of Real estate sales (1Q)

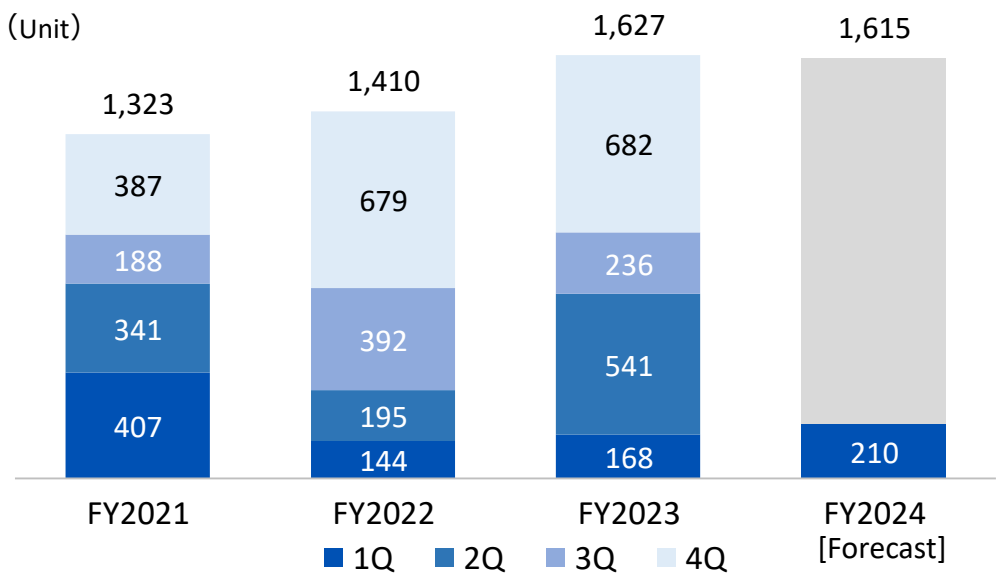


Key indicators of For-sale Condominiums business

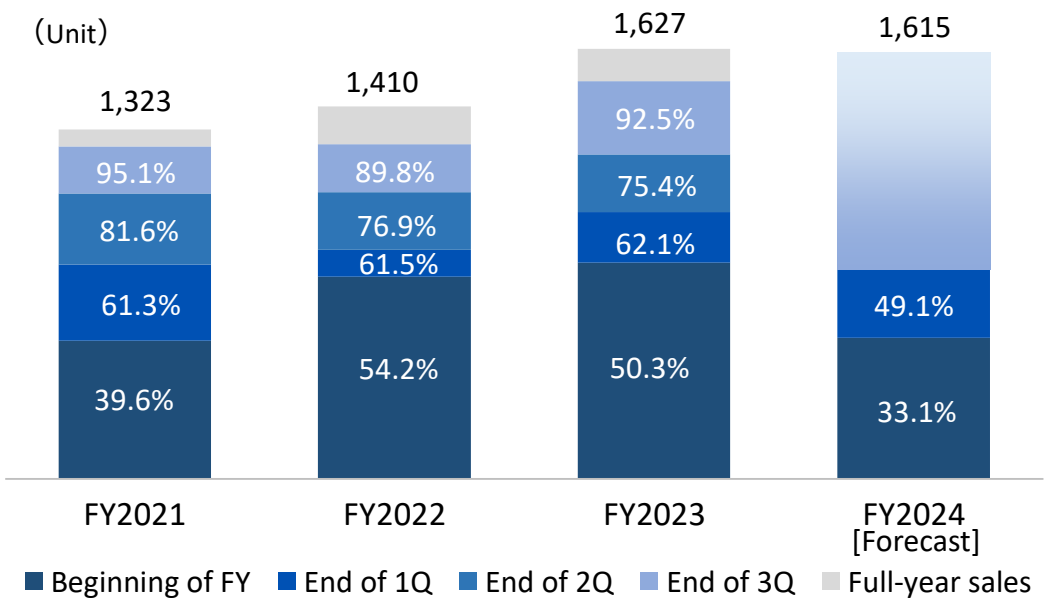
Sales of For-sale Condominium business



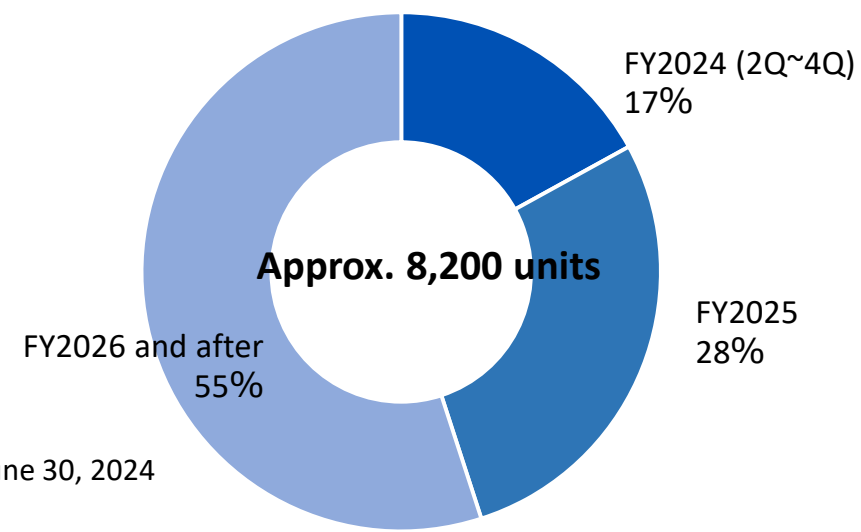
Number of units for For-sale Condominium Sales



Contract progress rate against the number of annual expected units



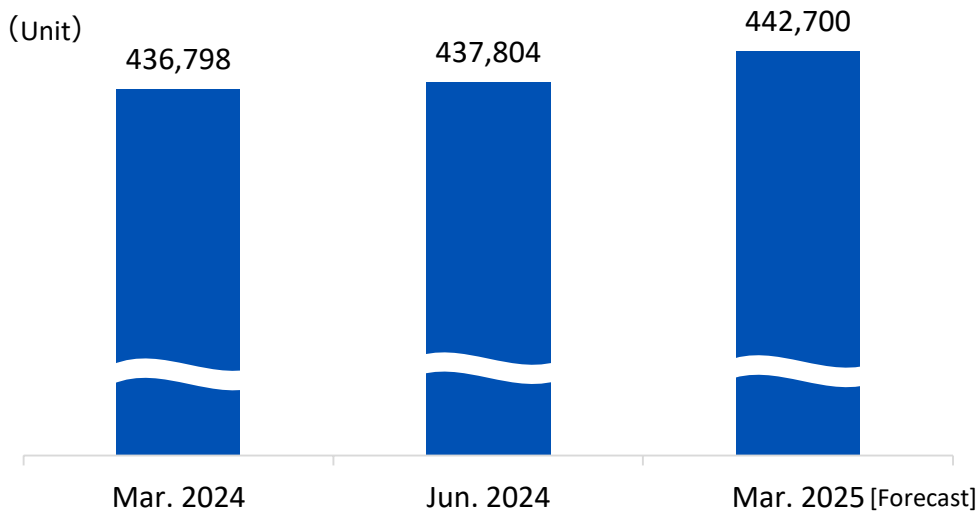
For-sale Condominium units planning by fiscal year



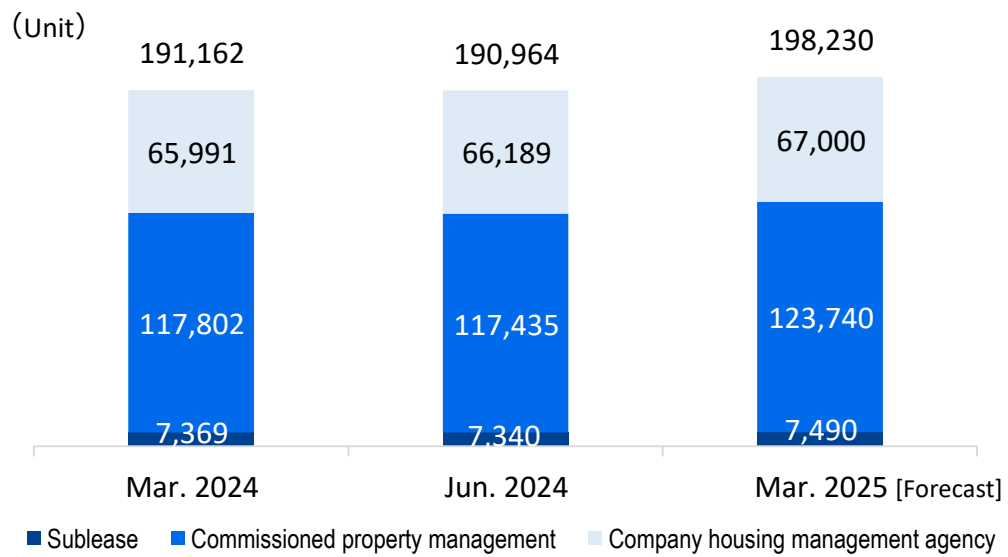
(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgoh Real Estate after considering the companies' share.

Operational Benchmarks of Service-Related Business

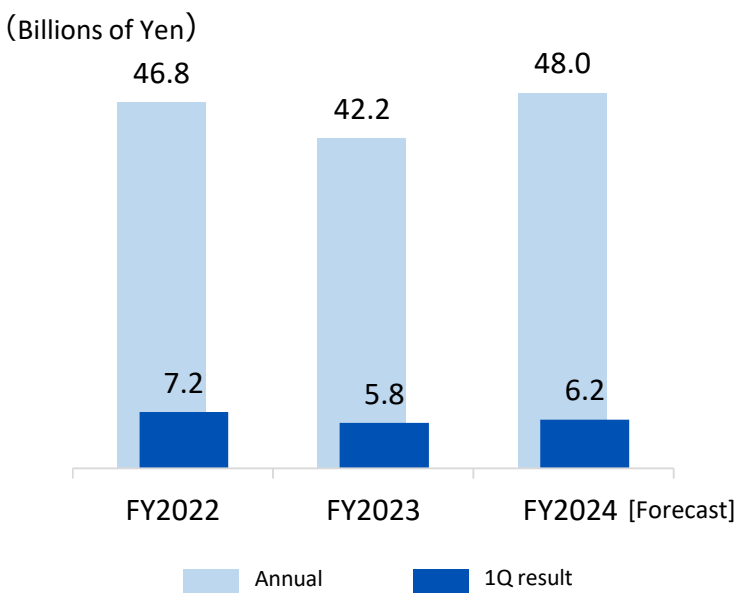
Condominium Building Management



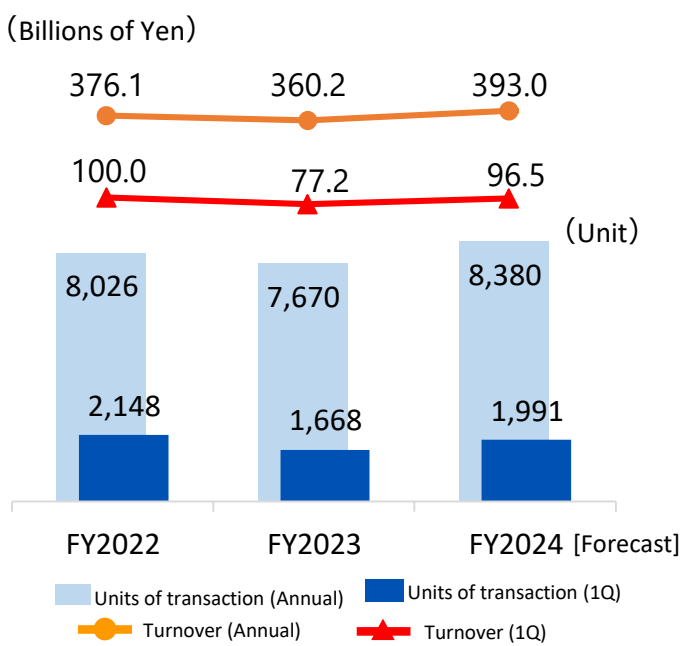
Rental Apartment Management Operation



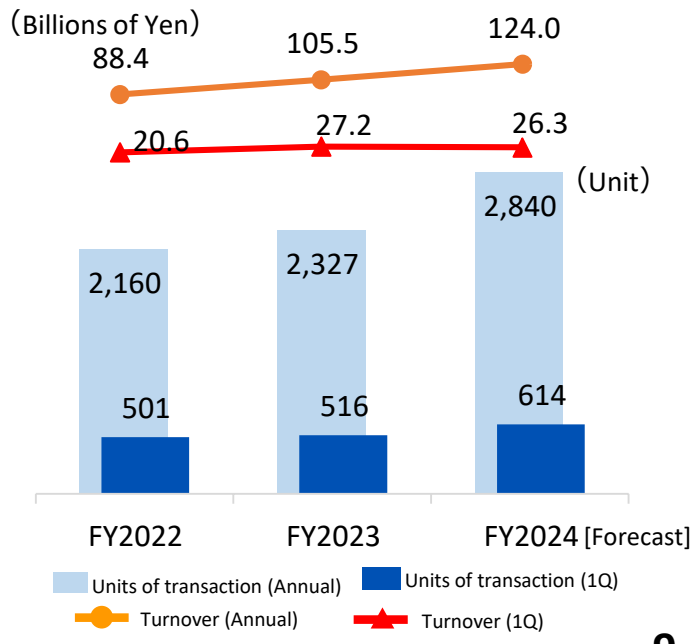
Extensive Refurbishment and Interior improvement Orders



Consignment Sales

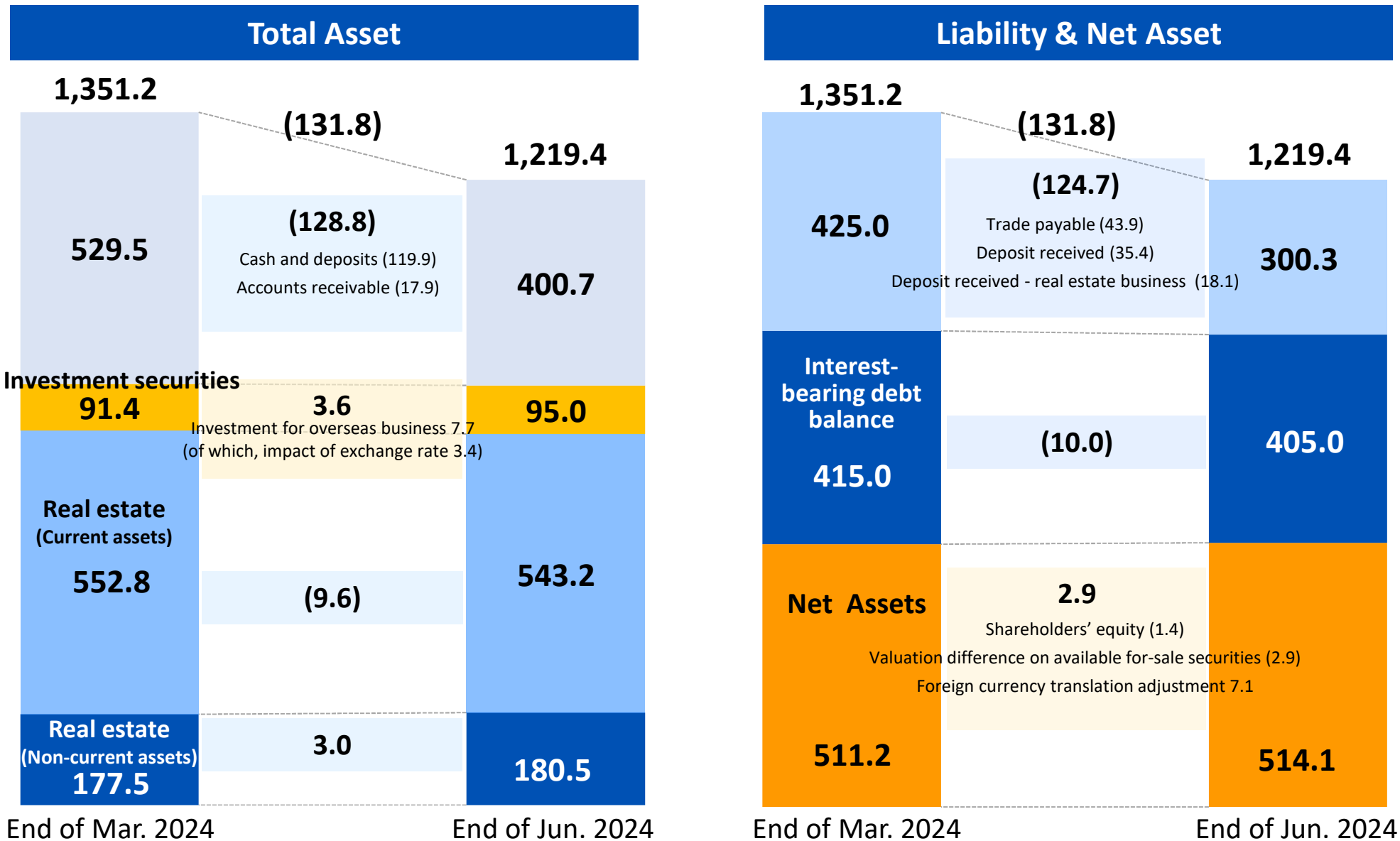


Real estate brokerage



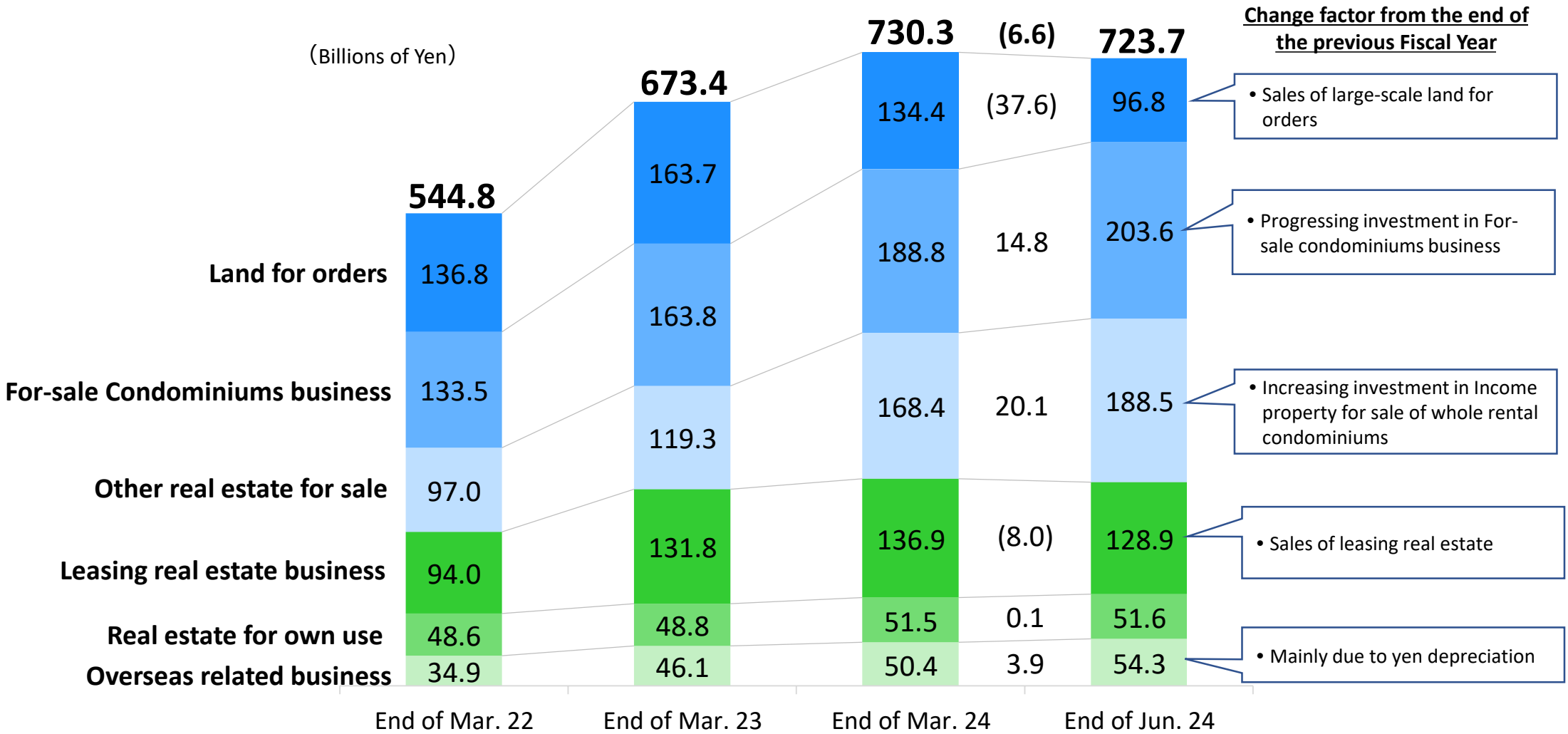
Main factors for changes in Consolidated Balance Sheets

(Billions of Yen)



(Note) Real estate (Current assets) : Real estate for sale + Costs on real estate business + Real estate for development
Real estate (Non-current assets) : Property, plant and equipment + Leasehold interests in land

Breakdown of Real estate balance by use

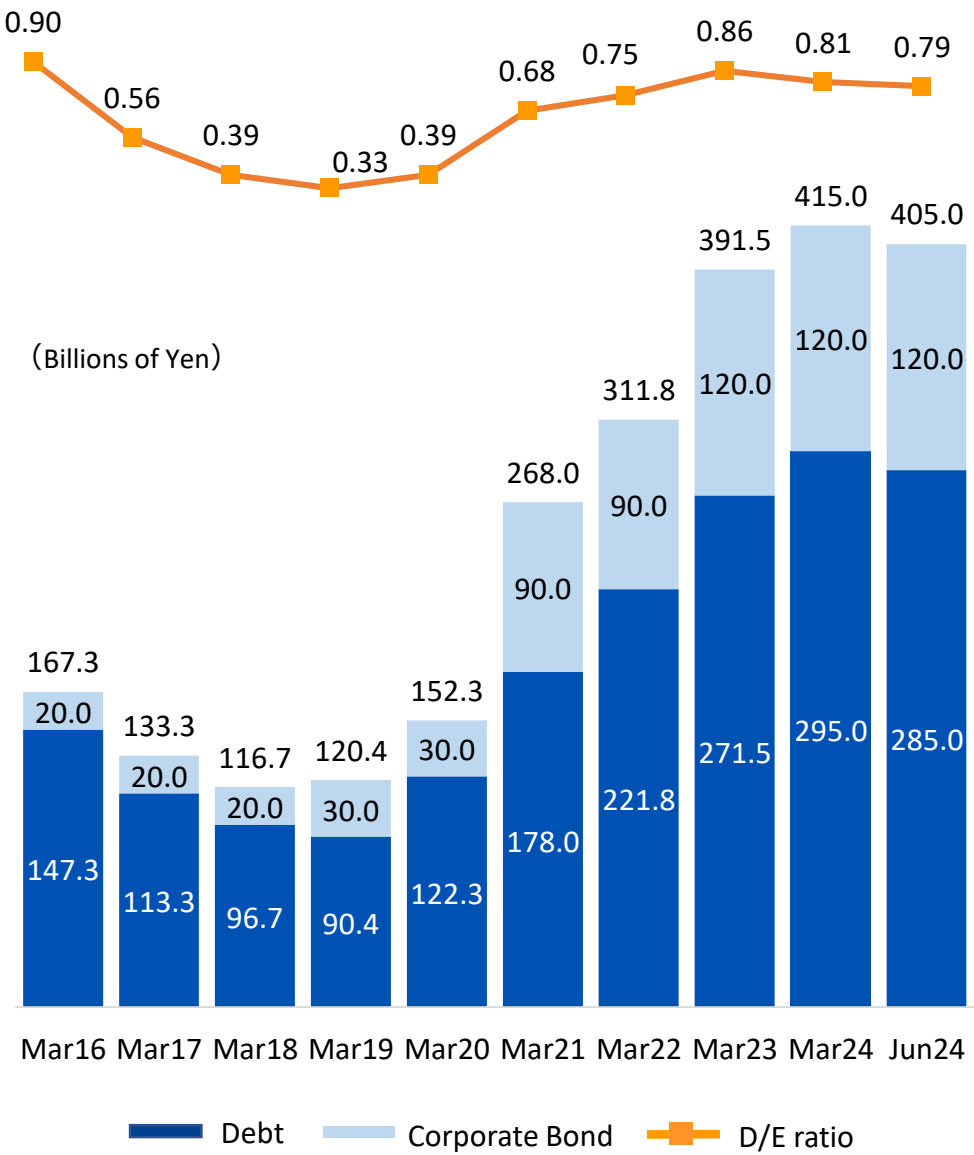


The above real estate balance are total of Real estate for sale, Costs and advances for real estate operations, Real estate for development projects, Property and equipment Land leasehold rights on Consolidated Balance Sheets

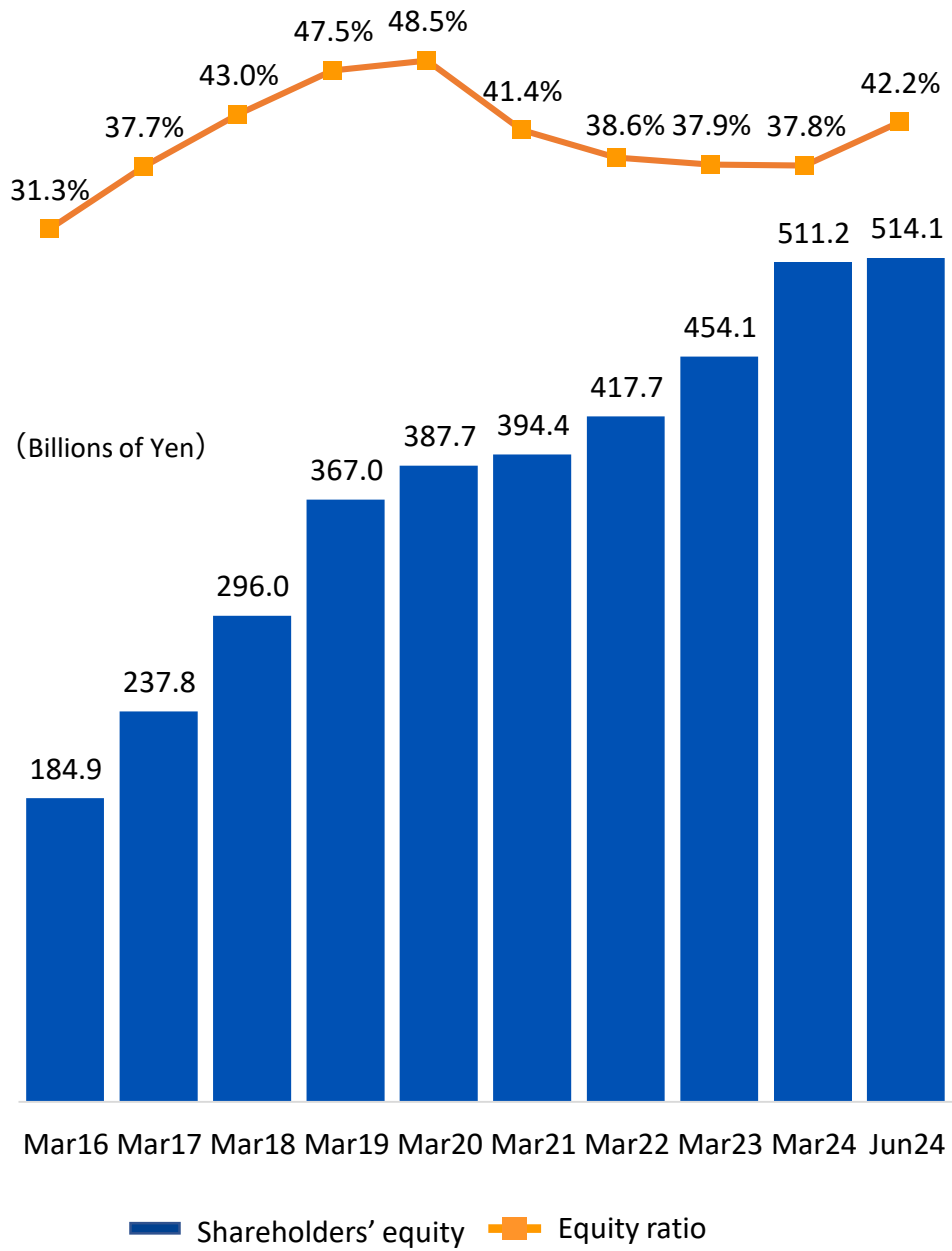
- **Land for orders**: Land for receiving construction orders, etc. by providing land for project owners
- **For-sale Condominium business**: For-sale condominiums business and new for-sale houses business
- **Other real estate for sale**: Income property for sale of whole rental condominiums, renovation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

Interest-bearing debt and Shareholders' equity

Interest-bearing debt



Shareholder's equity



Reference Information

Summary of Consolidated Income Statements

Billions of yen

	FY2023 1Q Result < A >	FY2024 1Q Result < B >	Change Amount < B - A >	Change %	FY2023 Result <C>	FY2024 Forecast Interim	Interim Progress	FY2024 Forecast Annual <D>	Annual <D-C>	Annual Progress
Net sales	**263.9**	**284.8**	**20.9**	**7.9%**	**1,094.4**	**530.0**	**53.7%**	**1,180.0**	**85.6**	**24.1%**
Completed construction contracts	127.4	139.7	12.3	9.6%	546.8	263.0	53.1%	566.0	19.2	24.7%
Design and supervision	1.1	1.9	0.9	81.3%	11.8	6.0	31.9%	12.5	0.7	15.3%
Leasing and management	22.2	23.2	1.0	4.3%	92.1	44.0	52.6%	92.0	(0.1)	25.2%
Real estate sales	108.7	115.0	6.4	5.8%	424.3	207.0	55.6%	489.5	65.2	23.5%
Others businesses	4.6	5.0	0.4	8.7%	19.5	10.0	50.2%	20.0	0.5	25.1%
Gross profit	**40.7**	**32.7**	**(8.0)**	**(19.6%)**	**160.6**	**68.0**	**48.1%**	**164.5**	**3.9**	**19.9%**
Completed construction contracts	19.3	17.3	(2.0)	(10.6%)	75.2	33.5	51.6%	73.0	(2.2)	23.7%
[Profit ratio of completed construction contracts]	15.2%	12.4%	(2.8p)		13.7%	12.7%		12.9%	(0.8p)	
Design and supervision	0.5	1.0	0.4	82.6%	6.1	3.0	32.3%	6.0	(0.1)	16.1%
Leasing and management	5.0	5.2	0.2	3.6%	21.4	9.5	55.0%	19.5	(1.9)	26.8%
Real estate sales	15.0	8.3	(6.7)	(44.5%)	54.7	20.5	40.7%	63.0	8.3	13.2%
Others businesses	0.8	0.9	0.2	21.4%	3.1	1.5	61.5%	3.0	(0.1)	30.7%
Selling, general and administrative expense	18.1	19.5	1.4	7.5%	74.9	39.0	49.9%	82.5	7.6	23.6%
Operating profit	**22.6**	**13.3**	**(9.3)**	**(41.2%)**	**85.7**	**29.0**	**45.7%**	**82.0**	**(3.7)**	**16.2%**
[Operating profit ratio]	8.6%	4.7%	(3.9p)		7.8%	5.5%		6.9%	(0.9p)	
Financial income (expenses) *	(0.3)	1.7	2.1		(3.7)	0.7		(2.5)	1.2	
Others, net	0.5	0.5	0.0		1.3	0.3		0.5	(0.8)	
Ordinary profit	**22.7**	**15.5**	**(7.2)**	**(31.8%)**	**83.3**	**30.0**	**51.6%**	**80.0**	**(3.3)**	**19.4%**
[Ordinary profit ratio]	8.6%	5.4%	(3.2p)		7.6%	5.7%		6.8%	(0.8p)	
Extraordinary income or loss	(0.0)	0.0	0.0		(0.5)	-		-	0.5	
Profit before income taxes	22.7	15.5	(7.2)	(31.8%)	82.8	30.0	51.7%	80.0	(2.8)	19.4%
Income taxes - current	5.6	2.9	(2.8)		28.3					
Income taxes - deferred	2.1	1.8	(0.3)		(1.5)	10.0		27.0	0.2	
Profit (loss) attributable to non-controlling interests	(0.0)	-	0.0		0.0					
Profit attributable to owners of parent	**15.0**	**10.8**	**(4.2)**	**(27.7%)**	**56.0**	**20.0**	**54.2%**	**53.0**	**(3.0)**	**20.5%**

Depreciation and amortization, excluding goodwill-amortization	1.7	2.0	0.2	14.4%

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

Summary of Non-Consolidated Income Statements

Billions of yen

	FY2023 1Q Result < A >	FY2024 1Q Result < B >	Change Amount < B - A >	Change %	FY2023 Result <C>	FY2024 Forecast Interim	Interim Progress	FY2024 Forecast Annual <D>	Annual <D-C>	Annual Progress
Net sales	**208.2**	**225.4**	**17.2**	**8.3%**	**747.2**	**365.0**	**61.7%**	**800.0**	**52.8**	**28.2%**
Completed construction contracts	111.5	124.5	13.0	11.7%	460.1	230.0	54.1%	490.0	29.9	25.4%
Commissioned works	1.4	1.1	(0.3)	(22.9%)	7.5	3.0	35.1%	6.5	(1.0)	16.2%
Design and supervision	1.1	2.0	0.9	77.7%	13.1	6.0	32.7%	14.0	0.9	14.0%
Lease rentals of buildings	1.5	1.6	0.0	2.4%	6.2	2.5	62.1%	5.5	(0.7)	28.2%
Real estate sales	92.7	96.3	3.6	3.9%	260.3	123.5	78.0%	284.0	23.7	33.9%
Gross profit	**29.6**	**23.6**	**(6.0)**	**(20.3%)**	**95.0**	**42.0**	**56.1%**	**96.5**	**1.5**	**24.4%**
Completed construction contracts	16.9	14.6	(2.3)	(13.4%)	58.7	27.5	53.2%	59.0	0.3	24.8%
Commissioned works	1.0	0.8	(0.2)	(18.7%)	4.8	2.0	39.5%	3.5	(1.3)	22.6%
[Profit ratio of completed construction works]	15.8%	12.3%	(3.5p)		13.6%	12.7%		12.6%	(1.0p)	
Design and supervision	0.5	1.0	0.4	78.9%	6.9	3.0	32.7%	6.5	(0.4)	15.1%
Lease rentals of buildings	0.4	0.5	0.1	31.6%	2.0	1.0	46.1%	1.5	(0.5)	30.7%
Real estate sales	10.8	6.7	(4.1)	(37.9%)	22.6	8.5	79.1%	26.0	3.4	25.9%
Selling, general and administrative expense	10.7	11.1	0.4	4.2%	43.4	22.0	50.5%	47.0	3.6	23.6%
Operating profit	**18.9**	**12.5**	**(6.5)**	**(34.1%)**	**51.6**	**20.0**	**62.4%**	**49.5**	**(2.1)**	**25.2%**
[Operating profit ratio]	9.1%	5.5%	(3.6p)		6.9%	5.5%		6.2%	(0.7p)	
Financial income (expenses) *	10.6	5.3	(5.3)		10.6	5.6		5.2	(5.4)	
Others, net	0.3	0.6	0.2		1.1	0.4		0.8	(0.3)	
Ordinary profit	**29.8**	**18.3**	**(11.5)**	**(38.5%)**	**63.3**	**26.0**	**70.5%**	**55.5**	**(7.8)**	**33.0%**
[Ordinary profit ratio]	14.3%	8.1%	(6.2p)		8.5%	7.1%		6.9%	(1.6p)	
Extraordinary income or loss	0.0	-	(0.0)		(0.0)	-		-	0.0	
Profit before income taxes	29.8	18.3	(11.5)	(38.5%)	63.3	26.0	70.5%	55.5	(7.8)	33.0%
Income taxes - current	5.3	3.1	(2.2)		17.2	7.0		17.0	0.9	
Income taxes - deferred	1.2	1.1	(0.1)		(1.0)					
Profit	**23.4**	**14.1**	**(9.3)**	**(39.6%)**	**47.2**	**19.0**	**74.2%**	**38.5**	**(8.7)**	**36.6%**
Depreciation and amortization, excluding goodwill-amortization	1.0	0.9	(0.1)	(9.0%)						

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

Summary of Consolidated Balance Sheets

Billions of yen

	Mar.31 2024	Jun.30 2024	Change Amount	Change %
Current assets:	**1,021.7**	**882.4**	**(139.3)**	**(13.6%)**
Cash and deposits	284.1	164.2	(119.9)	(42.2%)
Notes receivable, accounts receivable from completed construction contracts and other	148.5	130.6	(17.9)	(12.1%)
Securities	2.3	1.7	(0.6)	(26.2%)
Costs on construction contracts in progress	12.7	15.4	2.7	20.8%
Real estate for sale	266.3	220.8	(45.5)	(17.1%)
Costs on real estate business	253.4	286.5	33.1	13.1%
Real estate for development	33.1	35.9	2.8	8.5%
Other	21.4	27.5	6.1	28.7%
Allowance for doubtful accounts	(0.1)	(0.1)	(0.0)	-%
Non-current assets:	**329.5**	**337.0**	**7.5**	**2.3%**
Property, plant and equipment + Leasehold interests in land	177.5	180.5	3.0	1.7%
Goodwill	2.0	1.9	(0.1)	(2.6%)
Investment securities	91.4	95.0	3.6	3.9%
Deferred tax assets	5.5	5.0	(0.6)	(10.4%)
Other	54.0	55.5	1.6	2.9%
Allowance for doubtful accounts	(1.0)	(1.0)	0.0	-%
Total assets	**1,351.2**	**1,219.4**	**(131.8)**	**(9.8%)**

	Mar.31 2024	Jun.30 2024	Change Amount	Change %
Current liabilities:	**394.4**	**269.0**	**(125.4)**	**(31.8%)**
Notes payable, accounts payable for construction contracts and other	100.7	89.1	(11.6)	(11.5%)
Electronically recorded obligations	73.2	40.9	(32.3)	(44.2%)
Current portion of long-term borrowings	10.0	10.0	-	-%
Advances received on construction contracts in progress	47.2	41.7	(5.4)	(11.5%)
Deposits received	62.8	27.4	(35.4)	(56.4%)
Other	100.5	59.9	(40.6)	(40.4%)
Non-current liabilities:	**445.6**	**436.3**	**(9.3)**	**(2.1%)**
Bonds payable	120.0	120.0	-	-%
Long-term borrowings	285.0	275.0	(10.0)	(3.5%)
Retirement benefit liability	1.8	1.8	0.1	3.2%
Provision for loss on litigation	3.0	3.2	0.2	7.2%
Other	35.8	36.2	0.4	1.1%
Total liabilities	**840.0**	**705.3**	**(134.7)**	**(16.0%)**
Shareholders' equity:	**489.3**	**488.0**	**(1.4)**	**(0.3%)**
Share capital	57.5	57.5	-	-%
Capital surplus	7.4	7.4	-	-%
Retained earnings	461.7	460.1	(1.6)	(0.4%)
Treasury shares	(37.2)	(37.0)	0.3	-%
Accumulated other comprehensive income:	**21.9**	**26.2**	**4.3**	**19.5%**
Valuation difference on available-for-sale securities	10.5	7.6	(2.9)	(27.5%)
Foreign currency translation adjustment	11.1	18.2	7.1	63.7%
Remeasurements of defined benefit plans	0.3	0.4	0.1	22.1%
Total net assets	**511.2**	**514.1**	**2.9**	**0.6%**
Total liabilities and net assets	**1,351.2**	**1,219.4**	**(131.8)**	**(9.8%)**

Summary of financial results of Major Subsidiaries

Billions of yen

	FY2023 1Q result			FY2024 1Q result			FY2024 Annual forecast		
	Net sales	Ordinary profit	Profit	Net sales	Ordinary profit	Profit	Net sales	Ordinary profit	Profit
Haseko Corporation	208.2	29.8	23.4	225.4	18.3	14.1	800.0	55.5	38.5
Construction-Related Business									
Fuji Kensetsu, Co., Ltd.	7.0	0.3	0.2	7.6	0.1	0.1	39.1	2.0	1.3
Hasec, Inc.	0.2	0.1	0.1	0.2	0.1	0.1	0.8	0.5	0.4
Haseko Furnishing Co., Ltd.	1.9	0.0	0.0	2.3	0.2	0.1	10.0	0.5	0.3
Hosoda Corporation	2.1	(0.3)	(0.3)	3.3	(0.3)	(0.2)	24.5	0.8	0.5
Real Estate-Related Business									
Haseko Real Estate Development Holdings, Inc.									
Haseko Real Estate Development, Inc.	4.0	(0.5)	(0.3)	6.9	(0.5)	(0.3)	55.7	3.8	2.7
Sohgoh Real Estate, Co., Ltd.	10.7	1.3	0.8	5.8	(0.1)	(0.0)	62.1	4.0	2.6
Haseko Homes, Co., Ltd.	0.1	(0.1)	(0.1)	1.9	0.0	0.0	5.8	0.0	0.0
Service-Related Business									
Haseko Anesis Corporation	7.4	7.0	7.0	11.3	10.9	10.9	12.6	10.8	10.8
Haseko Reform, Inc.	10.2	0.2	0.2	9.4	0.2	0.1	47.5	2.0	1.4
Haseko Livenet, Inc.	10.6	1.0	0.7	10.5	1.6	1.4	52.7	5.9	4.1
Haseko Business Proxy, Inc.	0.6	0.1	0.1	0.8	0.1	0.1	2.7	0.4	0.2
Haseko Urbest, Inc.	2.7	0.8	0.5	2.3	0.1	0.1	13.5	4.0	2.8
Haseko Real Estate, Inc.	15.3	0.7	0.4	10.9	0.0	(0.0)	72.5	4.5	2.9
Haseko Intec, Inc.	1.7	0.1	0.1	1.5	0.0	0.0	7.7	0.7	0.5
Haseko Systems, Inc.	2.4	0.3	0.2	2.5	0.4	0.3	10.6	1.5	1.1
Haseko Property Management Holdings, Inc.									
Haseko Community, Inc.	13.4	0.8	0.6	14.5	0.9	0.6	63.1	4.1	2.8
Haseko Community Kyushu, Inc.	0.6	0.0	0.0	0.7	0.0	0.0	3.0	0.2	0.1
Haseko Community Nishinihon, Inc.	0.2	0.0	0.0	0.2	0.0	0.0	1.3	0.1	0.1
Haseko Community Okinawa, Inc.	0.1	0.0	0.0	0.1	0.0	0.0	0.5	0.1	0.1
JOINT PROPERTY, CO., LTD	0.4	0.0	0.0	0.4	0.0	0.0	2.0	0.2	0.1
Haseko Senior Well Design, Co., Ltd.	3.3	0.2	0.2	3.6	0.2	0.2	14.4	0.2	0.2
Furusato, Co., Ltd.	0.5	0.1	0.0	0.5	0.0	0.0	2.2	0.1	0.1
Overseas-Related Business									
Haseko America, Inc.	0.0	(0.8)	(0.8)	0.3	(1.8)	(1.8)	3.5	(5.4)	(5.4)
Consolidated	263.9	22.7	15.0	284.8	15.5	10.8	1,180.0	80.0	53.0

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

Tokyo metropolitan area

	FY 2022 (From April 1, 2022 to March 31, 2023)					FY 2023 (From April 1, 2023 to March 31, 2024)					FY 2024 (From April 1, 2024 to June 30, 2024)				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko
Under 50 units	4,272	-	-	75.2%	-	4,480	-	-	74.8%	-	744	-	-	73.3%	-
50 ～ 99 units	7,609	1,241	16.3%	75.0%	72.5%	6,438	1,177	18.3%	67.1%	63.9%	841	203	24.1%	60.3%	54.2%
100 ～ 199 units	5,901	3,184	54.0%	63.0%	64.2%	4,936	2,007	40.7%	62.8%	66.3%	1,032	553	53.6%	60.1%	67.5%
200 ～ 399 units	4,471	2,612	58.4%	70.1%	65.0%	5,143	2,522	49.0%	72.1%	68.7%	606	361	59.6%	69.0%	68.4%
400 units or more	6,379	2,751	43.1%	70.4%	48.8%	5,788	2,788	48.2%	73.5%	54.5%	961	426	44.3%	50.8%	21.4%
Total: Fiscal year base	28,632	9,788	34.2%	70.7%	61.1%	26,785	8,494	31.7%	69.9%	62.8%	4,184	1,543	36.9%	61.6%	53.2%
Of which 20 stories and above	4,099	624	15.2%	—	—	4,361	775	17.8%	—	—	927	288	31.1%	—	—
Total: Calendar year base	29,569	10,420	35.2%	(Jan. 22～Dec. 22)		26,873	8,173	30.4%	(Jan. 23～Dec. 23)		9,066	3,518	38.8%	(Jan. 24～Jun. 24)	

Kansai area (*excluding Tokai area)

	FY 2022 (From April 1, 2022 to March 31, 2023)					FY 2023 (From April 1, 2023 to March 31, 2024)					FY 2024 (From April 1, 2024 to June 30, 2024)				
	Supplied			Initial month sales rate		Supplied			Initial month sales rate		Supplied			Initial month sales rate	
	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko	Total	Haseko	Share	Total	Haseko
Under 50 units	3,393	1	0.0%	74.4%	100.0%	2,463	-	-	75.6%	-	502	-	-	71.3%	-
50 ～ 99 units	5,294	345	6.5%	75.7%	63.2%	5,078	225	4.4%	76.5%	64.9%	1,193	103	8.6%	67.5%	81.6%
100 ～ 199 units	5,573	917	16.5%	69.9%	58.3%	4,888	1,009	20.6%	70.4%	64.3%	765	271	35.4%	72.7%	71.2%
200 ～ 399 units	1,920	1,076	56.0%	61.7%	63.9%	2,342	1,233	52.6%	73.7%	74.3%	518	253	48.8%	69.7%	68.0%
400 units or more	1,072	506	47.2%	57.9%	51.4%	1,017	703	69.1%	68.7%	67.4%	198	97	49.0%	84.8%	72.2%
Total: Fiscal year base	17,252	2,845	16.5%	70.9%	59.8%	15,788	3,170	20.1%	73.5%	68.9%	3,176	724	22.8%	70.8%	71.7%
Of which 20 stories and above	2,450	332	13.6%	—	—	1,278	296	23.2%	—	—	431	49	11.4%	—	—
Excluding studio apartment	14,213	2,845	20.0%	69.4%	59.8%	12,630	3,170	25.1%	70.0%	68.9%	2,716	724	26.7%	68.9%	71.7%
Total: Calendar year base	17,858	3,188	17.9%	(Jan. 22～Dec. 22)		15,385	2,979	19.4%	(Jan. 23～Dec. 23)		6,410	1,351	21.1%	(Jan. 24～Jun. 24)	

Six years Summary

Billions of yen,Thousand shares

	1Q					
	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Consolidated						
Net sales	192.1	172.0	213.7	234.1	263.9	284.8
Operating profit	17.4	12.0	20.4	20.0	22.6	13.3
Ordinary profit	17.5	10.9	21.3	20.0	22.7	15.5
Profit attributable to owners of parent	12.5	7.5	14.7	13.3	15.0	10.8
Total assets	712.0	817.0	923.7	1,022.4	1,144.9	1,219.4
Inventories *	199.1	274.4	292.2	366.2	452.3	543.2
Property, plant and equipment + Leasehold interests in land	140.8	157.5	179.0	183.1	217.5	180.5
Real estate balance total	339.8	431.8	471.3	549.3	669.7	723.7
Interest-bearing debt balance	116.5	211.6	267.3	311.2	360.0	405.0
Equity	356.8	376.9	387.4	422.8	461.7	514.1
Equity ratio	50.1%	46.1%	41.9%	41.4%	40.3%	42.2%
Net cash provided by (used in) operating activities	(58.9)	(30.3)	8.2	(30.6)	33.6	(88.3)
Net cash provided by (used in) investing activities	(18.7)	(4.1)	(6.6)	(10.3)	(12.6)	(10.2)
Net cash provided by (used in) financing activities	(25.0)	38.6	(13.6)	(13.2)	(42.6)	(22.5)
Cash and cash equivalents at end of the period	110.4	156.0	202.7	211.2	186.8	163.0
Number of employees	7,341	7,620	7,798	7,829	8,008	8,353
Non-Consolidated						
Net sales	144.9	128.8	137.0	165.3	208.2	225.4
Operating profit	15.9	11.8	12.4	13.0	18.9	12.5
Ordinary profit	36.1	20.9	20.8	21.5	29.8	18.3
Profit	31.1	17.8	16.7	17.2	23.4	14.1
Total assets	582.4	698.0	772.1	869.4	964.1	1,018.3
Equity	311.4	332.4	339.2	361.9	388.4	407.3
Equity ratio	53.5%	47.6%	43.9%	41.6%	40.3%	40.0%
Order received	80.9	77.7	50.1	57.2	111.2	119.4
Number of employees	2,535	2,484	2,523	2,510	2,523	2,569
Issued shares						
Total number of issued shares (including treasury shares)	300,794	300,794	300,794	300,794	300,794	300,794
Treasury shares	3,374	11,444	26,152	25,980	28,043	27,819
(Treasury shares remaining in the trust)	3,172	3,084	2,973	2,797	4,859	4,631
The average number of shares	297,410	290,898	275,121	274,769	272,684	272,924

* Real estate for sale + Costs on real estate business + Real estate for development


HASEKO
HASEKO Corporation