Summary of Financial Statements

- For the nine months ended December 31, 2024 -

HASEKO Corporation

February 2025

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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Financial Summary and Topics

Financial Results for 1Q-3Q FY2024

- In Consolidated financial results for 1Q-3Q FY2024, Net sales increased by 8.8% year-on-year to 836.7 billion yen due to an increase in Net sales of Completed construction contracts. Ordinary profit decreased by 3.5% year-on-year to 58.4 billion yen due to a decrease in Gross profits of Completed construction contracts and an increase in SG&A.
- Extraordinary loss amounted to 20.7 billion yen. The main factors are as follows:
  1. Impairment loss on commercial facilities in Hawaii, USA (14.7 billion yen)
  2. Loss due to the additional provision following the receipt of the appellate court opinion on ongoing litigation case in Hawaii, USA (3.1billion yen)
  3. Loss due to the decision to sell the investment in the mainland United States (2.7 billion yen)
- Orders Received (non-consolidated) increased by 39.0% year-on-year to 433.8 billion yen that are progressing well toward the annual forecast of 580 billion yen.

Revisions to annual forecasts

- Due to the impact of the aforementioned extraordinary losses, the consolidated profit for the current fiscal year is expected to fall significantly below the initial forecast. Consequently, we have disclosed a revision to the annual forecast. For details, please refer to the next page.
- On the other hand, the annual dividend for FY2024 will maintain 85 yen per share as initially forecasted.

Announcement of new medium-term business plan

- We have announced a new medium-term business plan starting from the next fiscal year. For details, please refer to “Notice Concerning Formulating the HASEKO Group Medium-Term Business Plan”.

  https://www.haseko.co.jp/hc/english/ir/news/upload_files/20250213_4e.pdf

Revised Annual Forecasts

Due to the impact of the extraordinary losses, we have revised our annual forecasts downward.
The revised forecasts are as follows. The annual dividend for FY2024 will maintain 85 yen per share as initially forecasted.

(Billons of yen)

(Consolidated)	Previously announced forecast (A)	Revised forecast (B)	Change (B-A)	Change (%)
Net sales	1,180.0	1,180.0	—	—
Operating profit	82.0	82.0	—	—
Ordinary profit	80.0	80.0	—	—
Profit attributable to owners of parent	53.0	30.0	(23.0)	(43.4%)
EPS	¥194.29	¥109.87	(¥84.42)	(43.4%)
ROE	10.1%	5.8%	(4.3pt)	—
Dividend per share	85 yen	85 yen	—	—
Payout ratio	43.7%	77.4%	33.7pt	—

Summary of Financial Results for 1Q-3Q FY2024

Billions of yen

Consolidated	FY2023 1Q-3Q (A)	FY2024 1Q-3Q (B)	Change (B)-(A)	Change %	FY2024 Annual Revised forecast	FY2024 Annual Progress
Net Sales	768.9	836.7	67.9	8.8%	1,180.0	70.9%
Gross profit	115.7	116.9	1.2	1.0%	164.5	71.0%
Operating profit	61.4	57.4	(4.0)	(6.5%)	82.0	70.1%
Operating profit ratio	8.0%	6.9%	(1.1pt)		6.9%	
Ordinary profit	60.5	58.4	(2.1)	(3.5%)	80.0	73.0%
Ordinary profit ratio	7.9%	7.0%	(0.9pt)		6.8%	
Profit ※	39.6	18.4	(21.2)	(53.6%)	30.0	61.2%
Profit ratio	5.1%	2.2%	(2.9pt)		2.5%	
Order received (Non-consolidated)	312.1	433.8	121.7	39.0%	580.0	74.8%

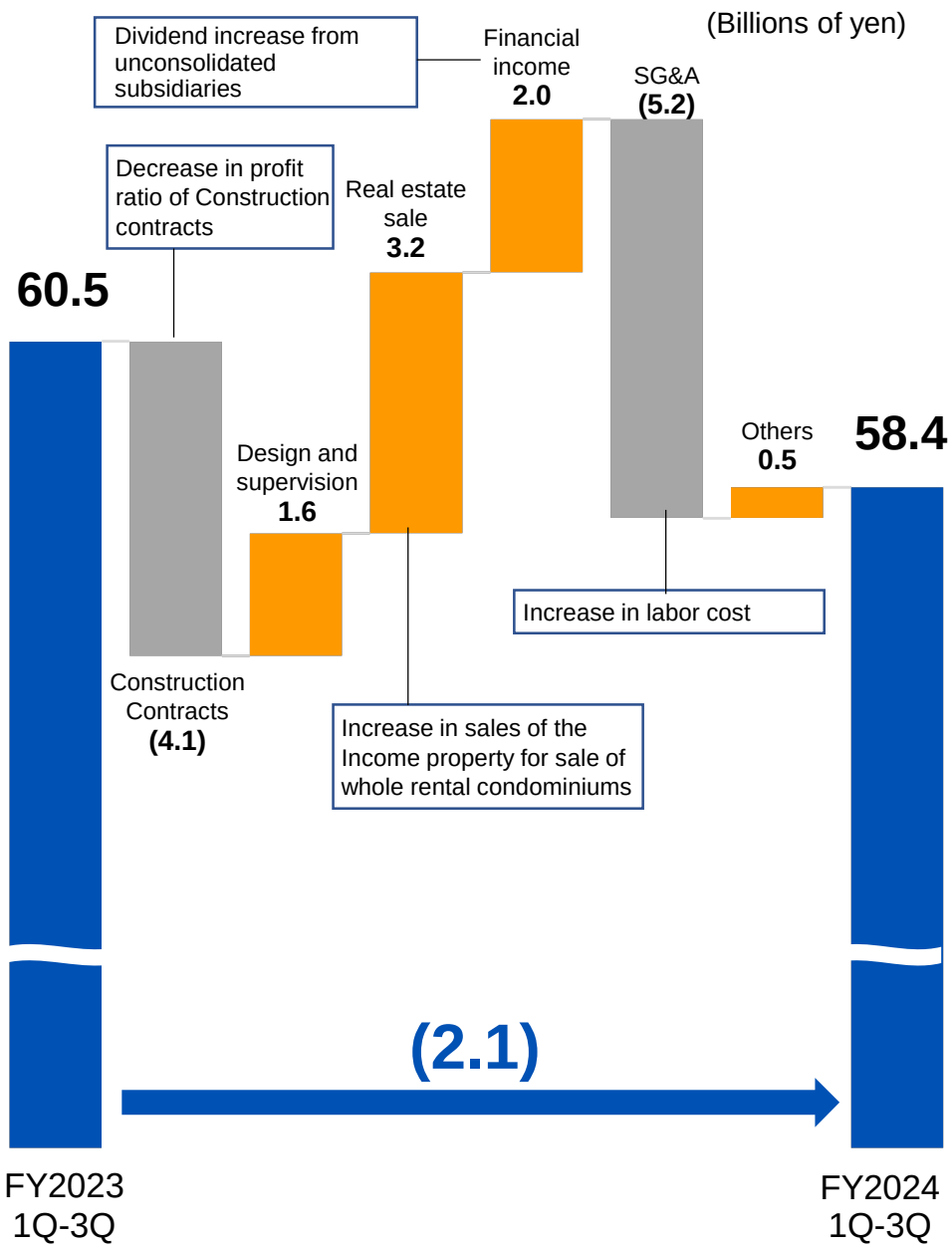
※ Profit attributable to owners of parent

Consolidated Income Statements

Billions of yen

	FY2023 1Q-3Q < A >	FY2024 1Q-3Q < B >	Change Amount < B - A >	Change %
Net sales	**768.9**	**836.7**	**67.9**	**8.8%**
Completed construction contracts	404.1	443.7	39.6	9.8%
Design and supervision	5.5	8.5	2.9	53.0%
Leasing and management	66.7	68.8	2.1	3.2%
Real estate sales	278.1	300.1	21.9	7.9%
Others businesses	14.4	15.7	1.3	9.0%
Gross profit	**115.7**	**116.9**	**1.2**	**1.0%**
Completed construction contracts	59.8	55.7	(4.1)	(6.9%)
[Profit ratio of completed construction contracts]	14.8%	12.6%	(2.2p)	
Design and supervision	2.9	4.5	1.6	55.6%
Leasing and management	15.2	15.3	0.1	0.4%
Real estate sales	35.2	38.4	3.2	9.1%
Others businesses	2.6	3.0	0.5	18.8%
Selling, general and administrative expense	54.2	59.4	5.2	9.6%
Operating profit	**61.4**	**57.4**	**(4.0)**	**(6.5%)**
[Operating profit ratio]	8.0%	6.9%	(1.1p)	
Financial income (expenses) *	(1.7)	0.3	2.0	
Others, net	0.7	0.7	(0.1)	
Ordinary profit	**60.5**	**58.4**	**(2.1)**	**(3.5%)**
[Ordinary profit ratio]	7.9%	7.0%	(0.9p)	
Extraordinary income or loss	(0.0)	(20.6)	(20.6)	
Profit before income taxes	60.5	37.8	(22.7)	(37.5%)
Income taxes - current	18.6	17.0	(1.6)	
Income taxes - deferred	2.2	2.4	0.1	
Profit (loss) attributable to non-controlling interests	0.0	-	(0.0)	
Profit attributable to owners of parent	**39.6**	**18.4**	**(21.2)**	**(53.6%)**

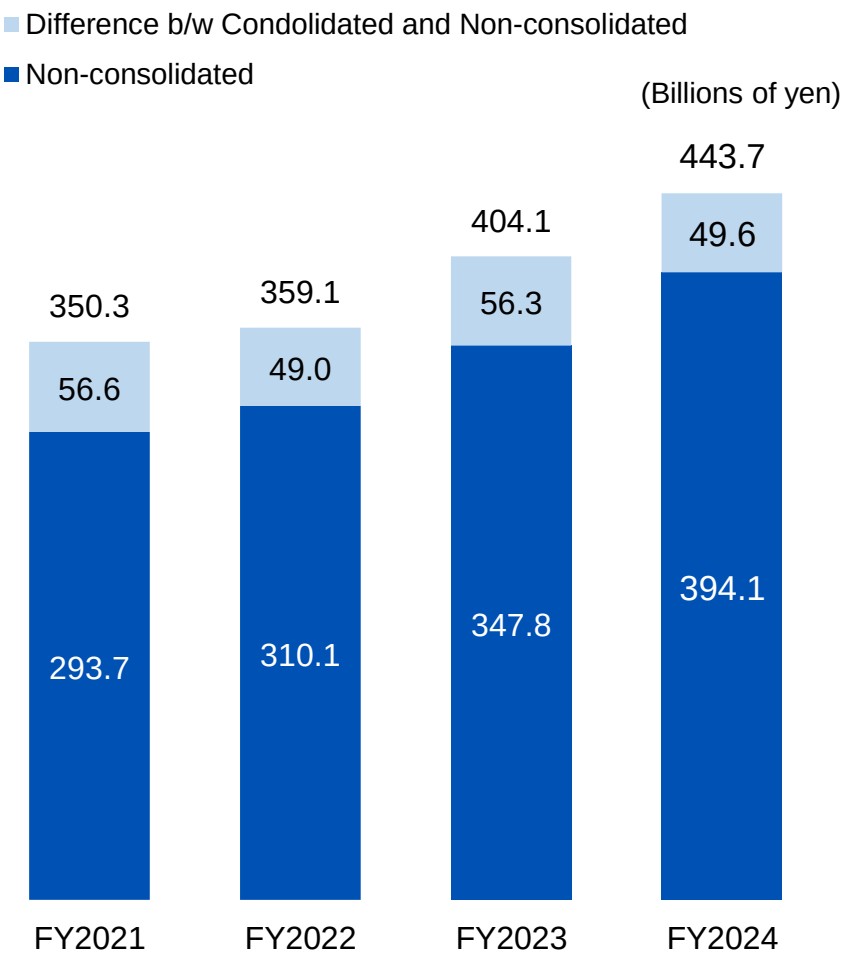
Variable factor of Consolidated Ordinary Profit



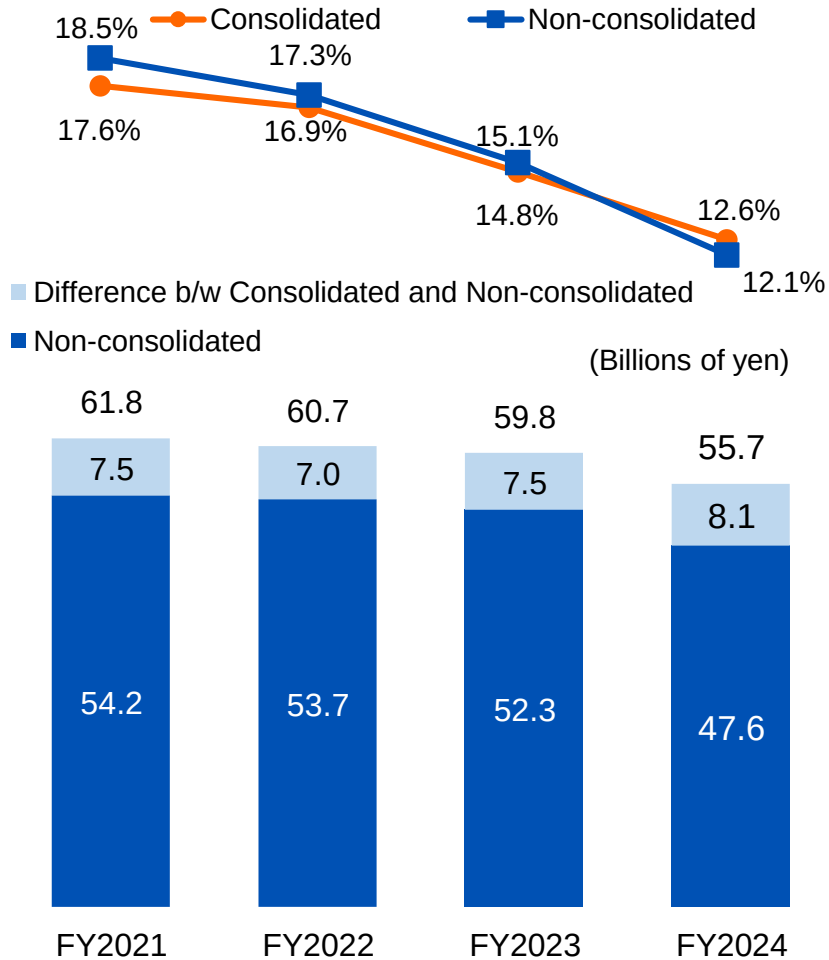
Net sales & Gross profit of Completed construction contracts

- Net sales of completed construction contracts increased mainly due to an increase in the volume of construction work on a non-consolidated basis.
- Gross profit of completed construction contracts decreased due to a decline in the profit margin of non-consolidated construction contracts, affected by rising material and labor costs.
- Although it is difficult to improve the construction profit margin during the current fiscal year, we aim for recovery from the second half of the next fiscal year by enhancing productivity and passing on costs.

Net sales of Completed construction contracts (1Q-3Q)※



Gross Profit & Profit Ratio (1Q-3Q)※



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

Order Received (Non-consolidated) Result

- Orders Received (Non-consolidated) for 1Q-3Q FY2024 was 433.8 billion yen, progressing well towards the annual forecast of 580billion yen.
- Orders Received in FY2024 expect to exceed the annual forecast by continuing to pass on the increased costs of materials and labor.

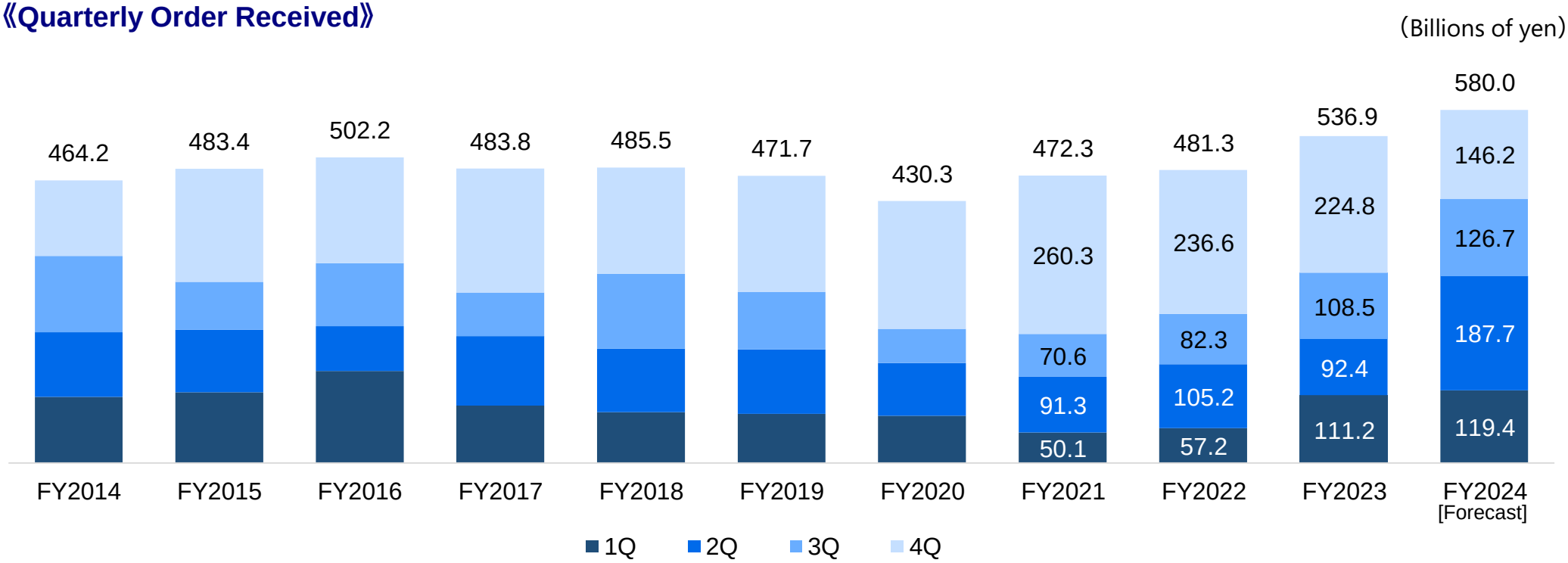
（Billions of yen）

	FY2023	FY2024 Result		FY2024 Forecast	
	1Q-3Q	1Q-3Q	Change	Annual	Progress
Construction business	300.9	423.6	122.7	565.0	75.0%
Private-sector condominiums	249.9	395.5	145.5	531.0	74.5%
Rental apartments Company housing, etc.	31.0	14.4	(16.6)	15.0	96.1%
Non-Residence	2.8	4.5	1.7	5.0	90.3%
Other	12.2	5.4	(6.8)	7.0	76.6%
Consulting contracts	4.9	3.8	(1.1)	7.0	54.5%
Design and supervision	11.2	10.2	(1.0)	15.0	67.8%
Order Received	**312.1**	**433.8**	**121.7**	**580.0**	**74.8%**

※We have revised the breakdown of the annual forecast. The forecast for “Rental apartments and Company housing, etc.” has been changed from 13 billion yen to 15 billion yen, and the forecast for “Other” has been changed from 9 billion yen to 7 billion yen."

Order Received (Quarterly trends)

《Quarterly Order Received》

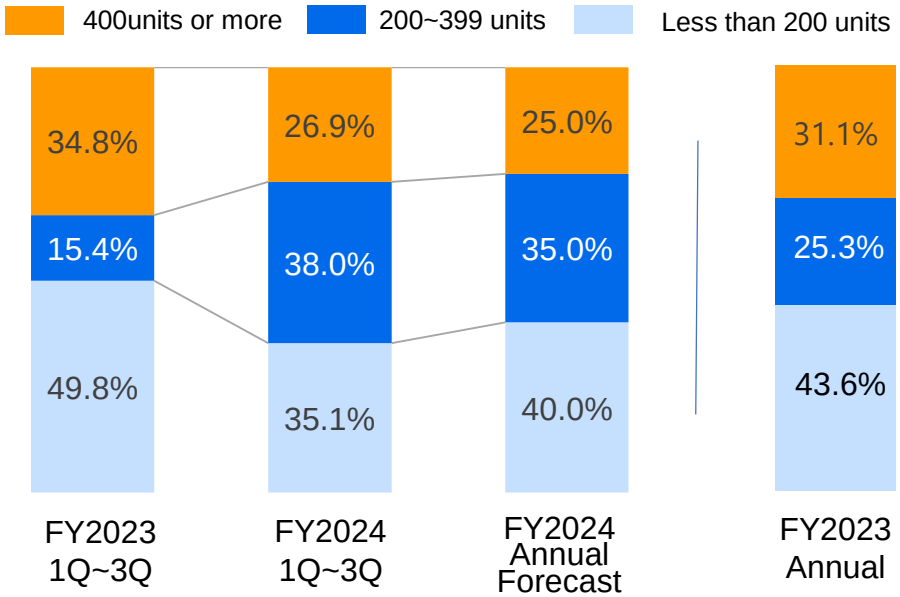


Main Order Property	Property Owners	Location	Units
※ Funabashi honcho 1 chome project new construction	Daiwa House Industry Co., Ltd., etc.	Funabashi-shi, Chiba	677
※ Chiba-shi Inage-ku Yayoicho project (Condominium I Construction Section)	Nomura Real Estate Development Co., Ltd., etc.	Inage-ku, Chiba-shi	512
※ Hachioji Teramachi project new construction	JR East Urban Development Corporation, etc.	Hachioji-shi, Tokyo	499
CIELIA Yokohama Higashi-totsuka	Kanden Realty & Development Co., Ltd., etc.	Totsuka-ku, Yokohama-shi	482
CREVIA CITY Kobe Maiko Ekimae	ITOCHU Property Development, Ltd., etc.	Tarumi-ku, Kobe-shi	356
PREDEAR Ichinomiya Heim Suite	JR West Properties Co., Ltd., etc.	Ichinomiya-shi, Aichi	204

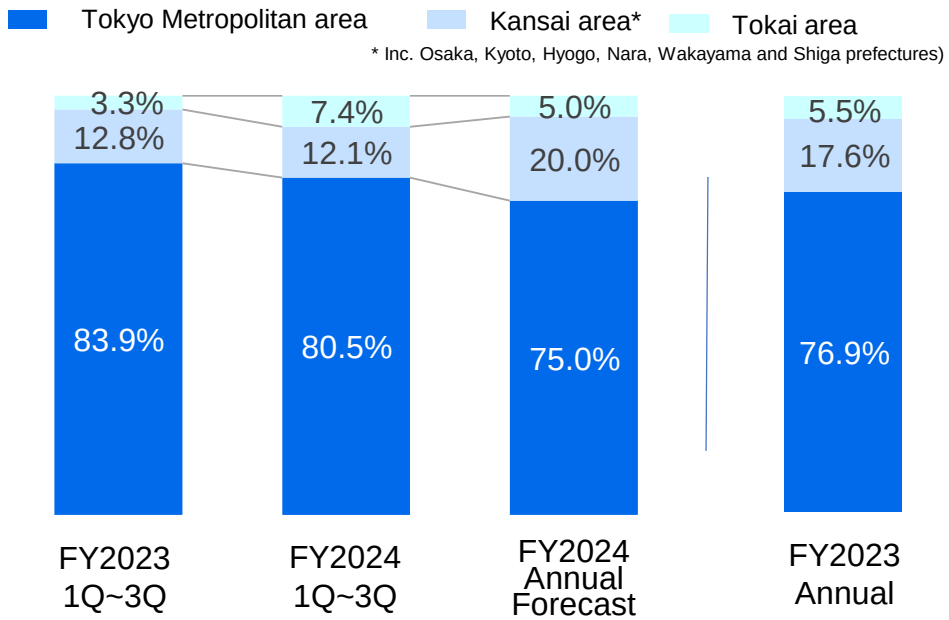
※ Tentative name

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

Orders received by Size
(Private-sector condominiums)

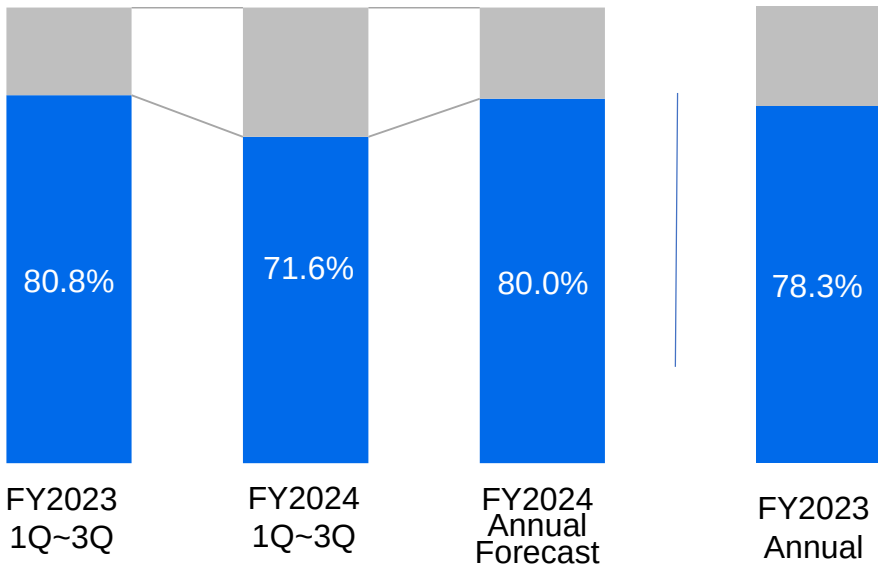


Orders received by Region



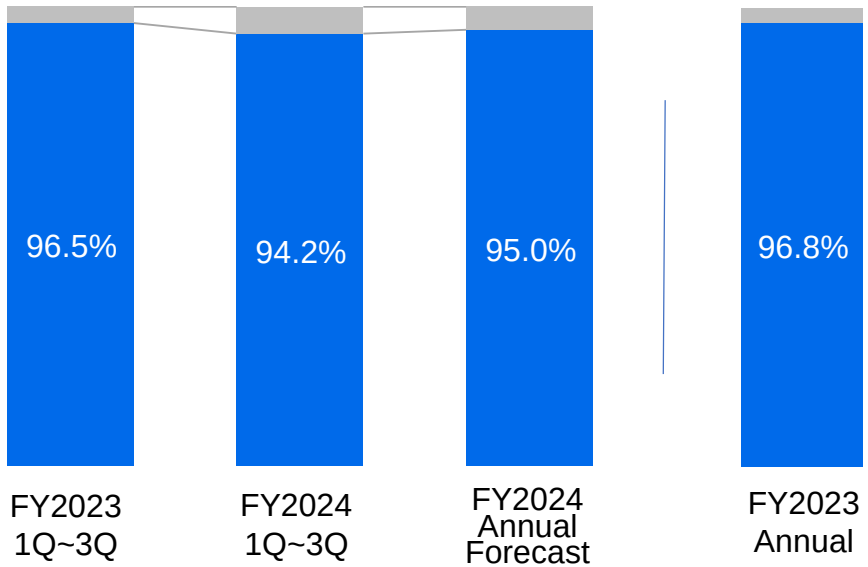
*Excluding orders from overseas businesses

Exclusive contract *



* Order format where clients directly designate without competitive bidding

Construction-with-design orders *

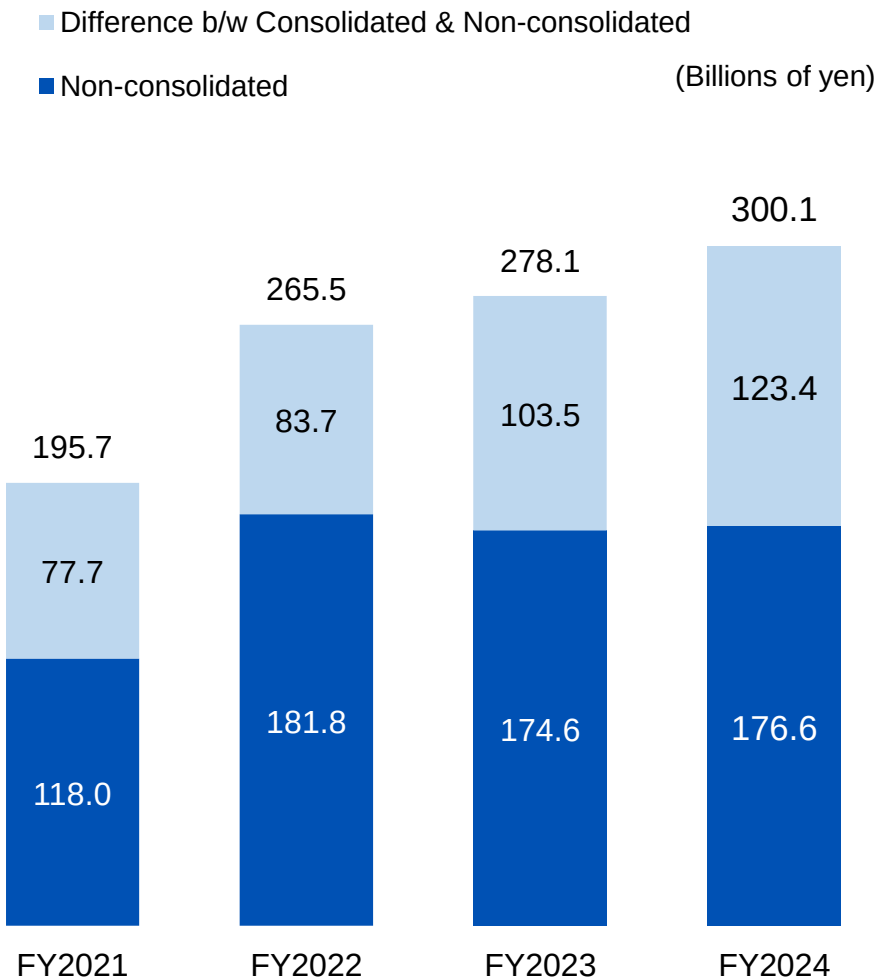


* Order format for both design and construction together. Contributes to an efficient construction system.

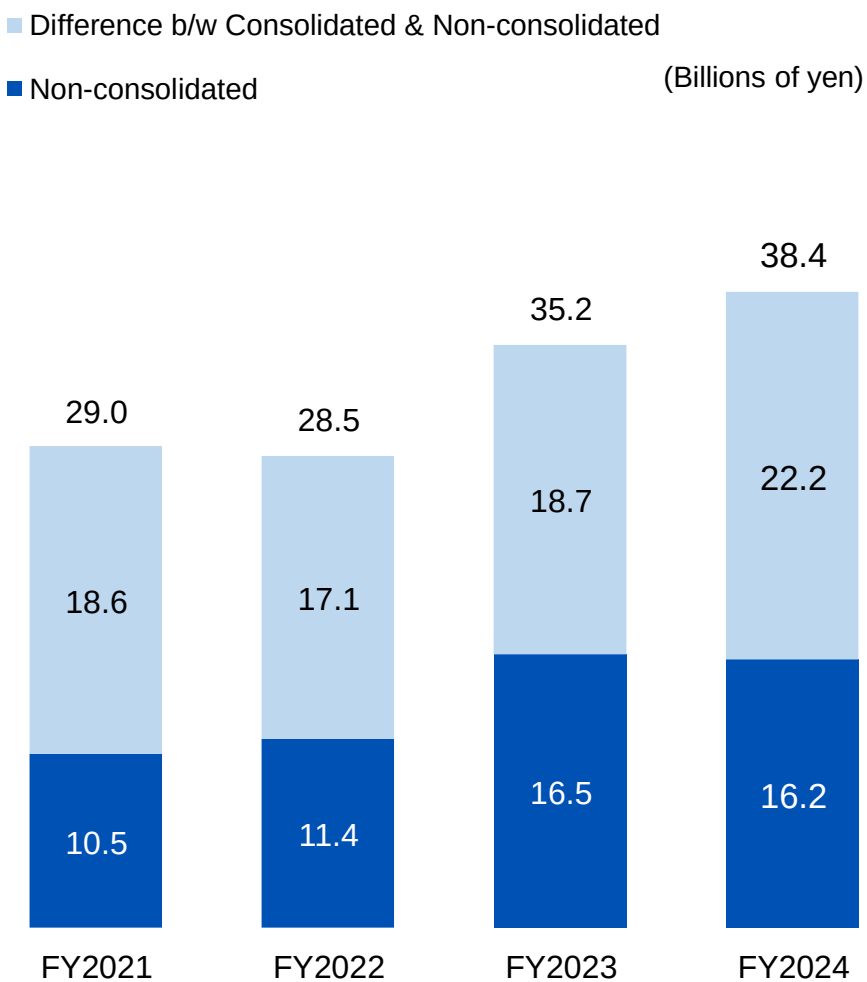
Net sales & Gross profit of Real estate sale

- Net sales and Gross profit of Real estate sale for 1Q-3Q FY2024 increased due to an increase in sales of income property of whole rental apartments of subsidiaries.

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

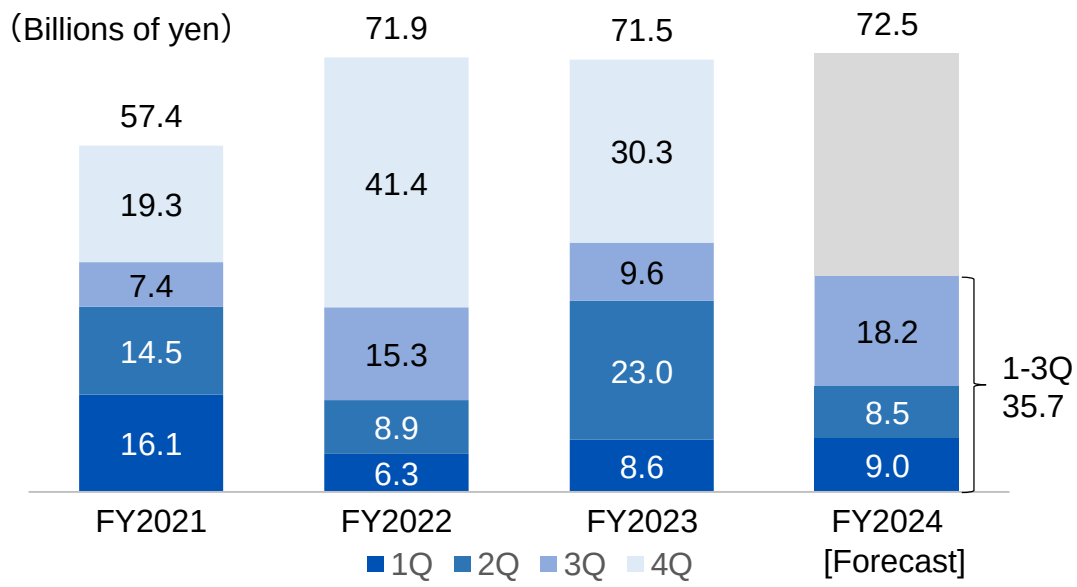


Gross profit of Real estate sale (1Q-3Q)

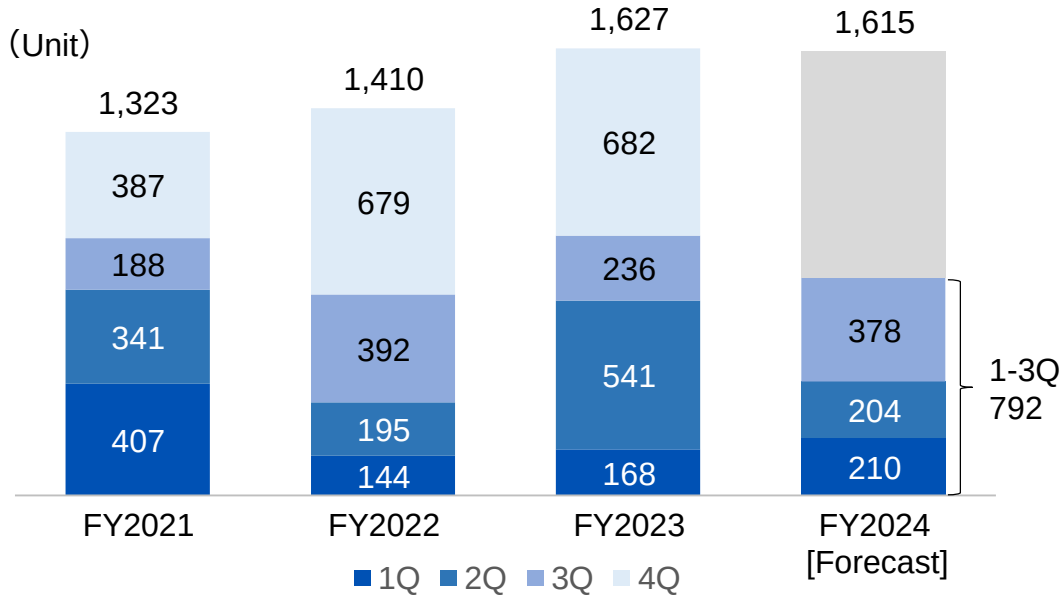


Key indicators of For-sale Condominiums business

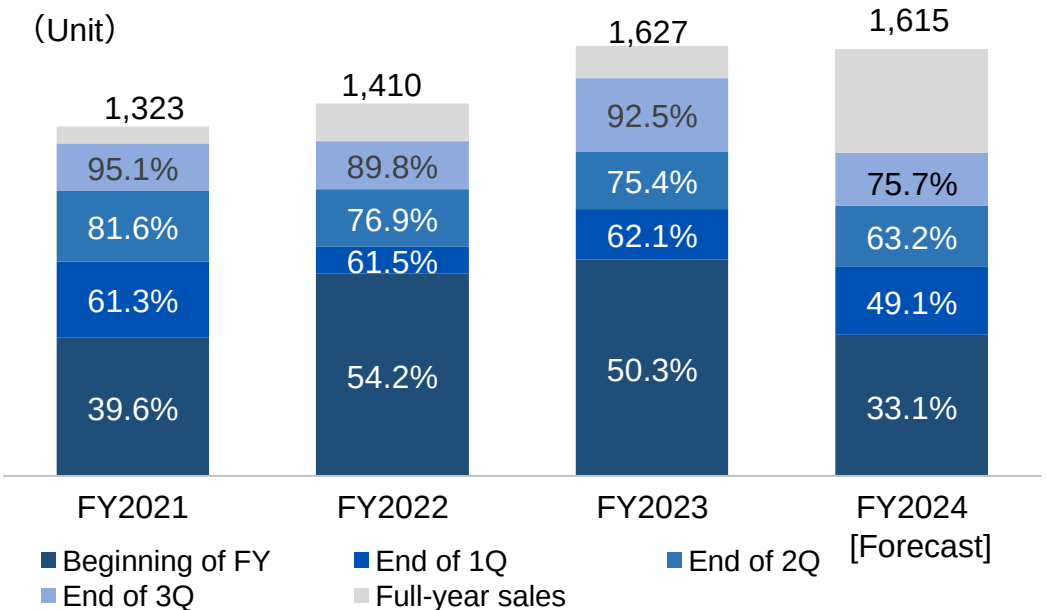
Sales of For-sale Condominium business



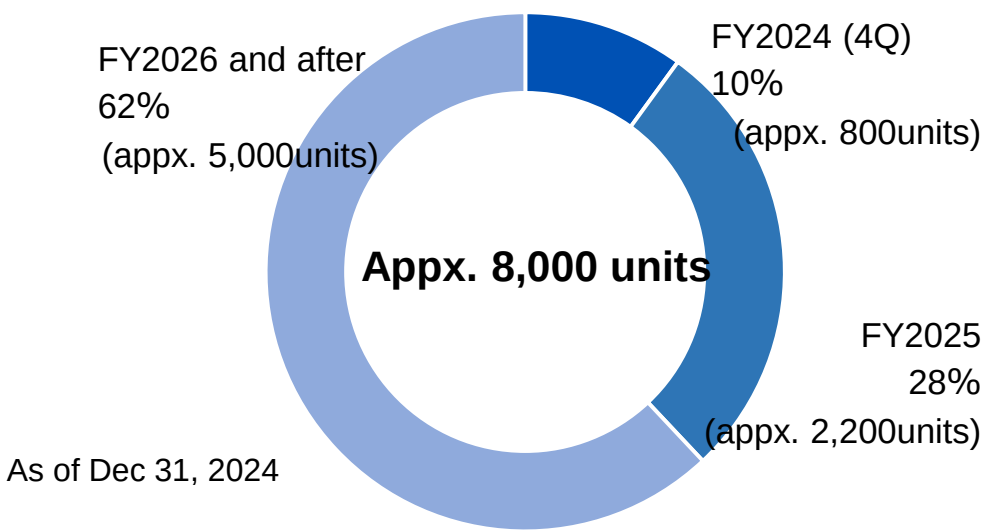
Number of units for For-sale Condominium Sales



Contract progress rate against the planned annual sales units



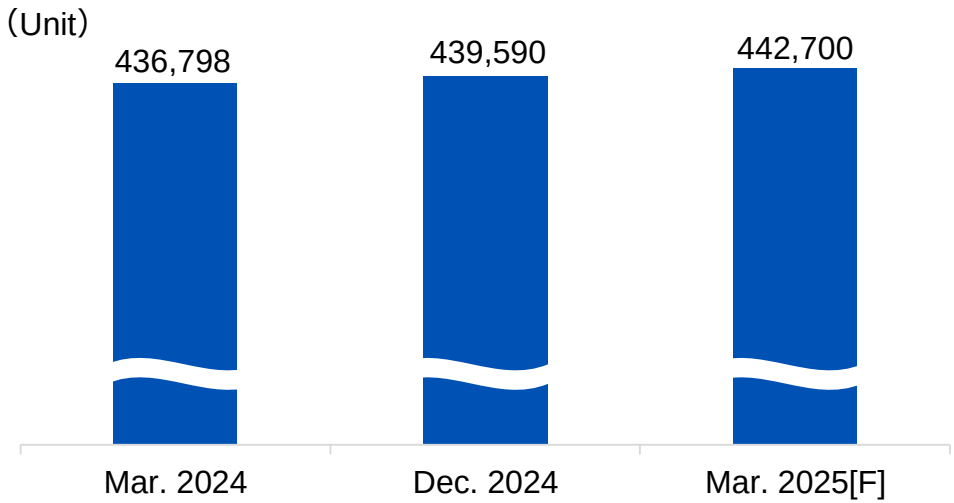
For-sale Condominium units planning by fiscal year



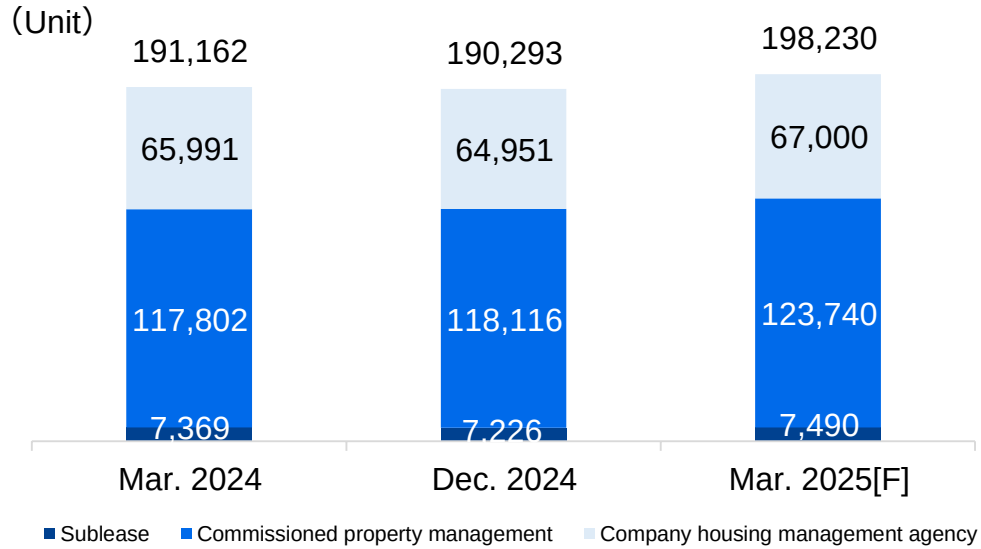
(Note) Each graph shows by total number of Haseko Corporation, Haseko Real Estate Development Holdings, Haseko Real Estate Development, and Sohgoh Real Estate after considering the companies' share.

Operational Benchmarks of Service-Related Business

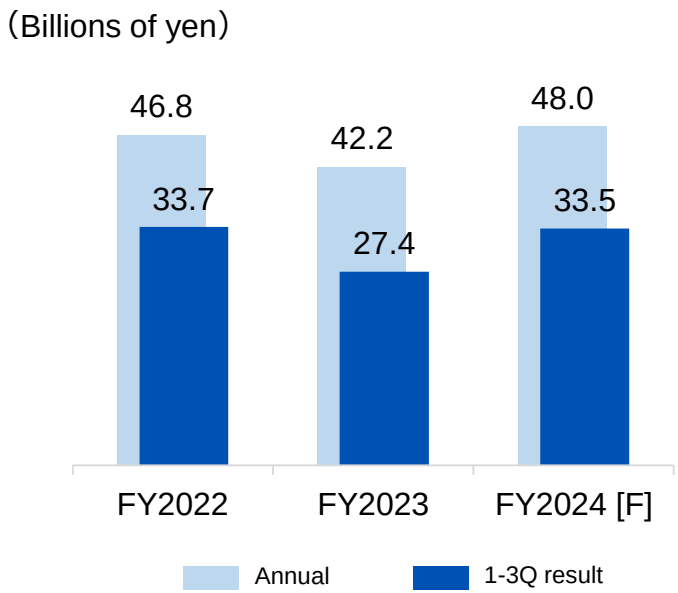
Condominium Building Management



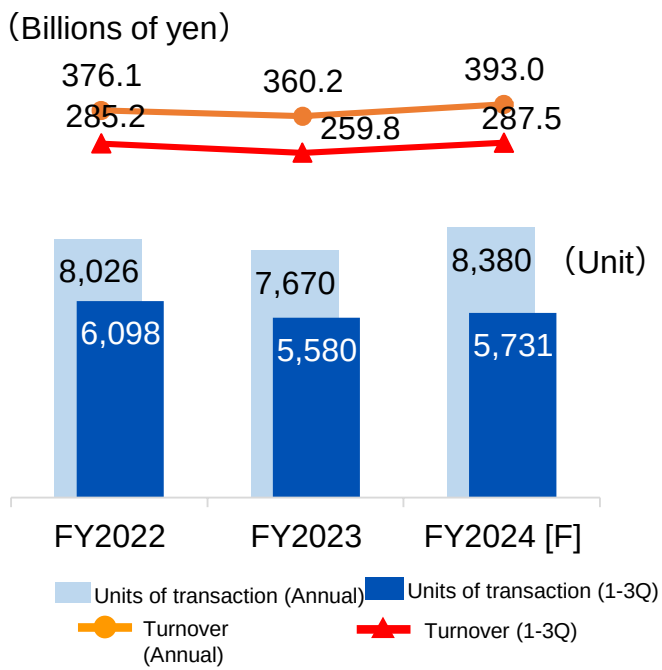
Rental Apartment Management Operation



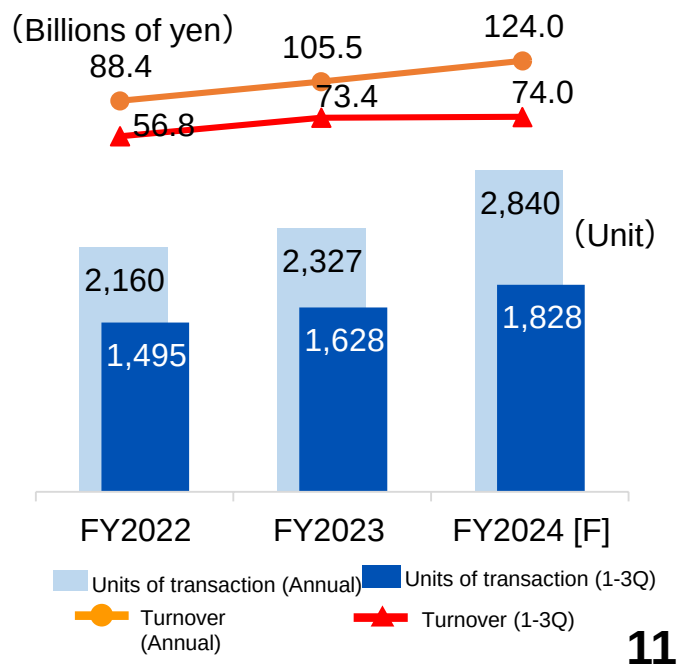
Extensive Refurbishment and Interior improvement Orders



Consignment Sales

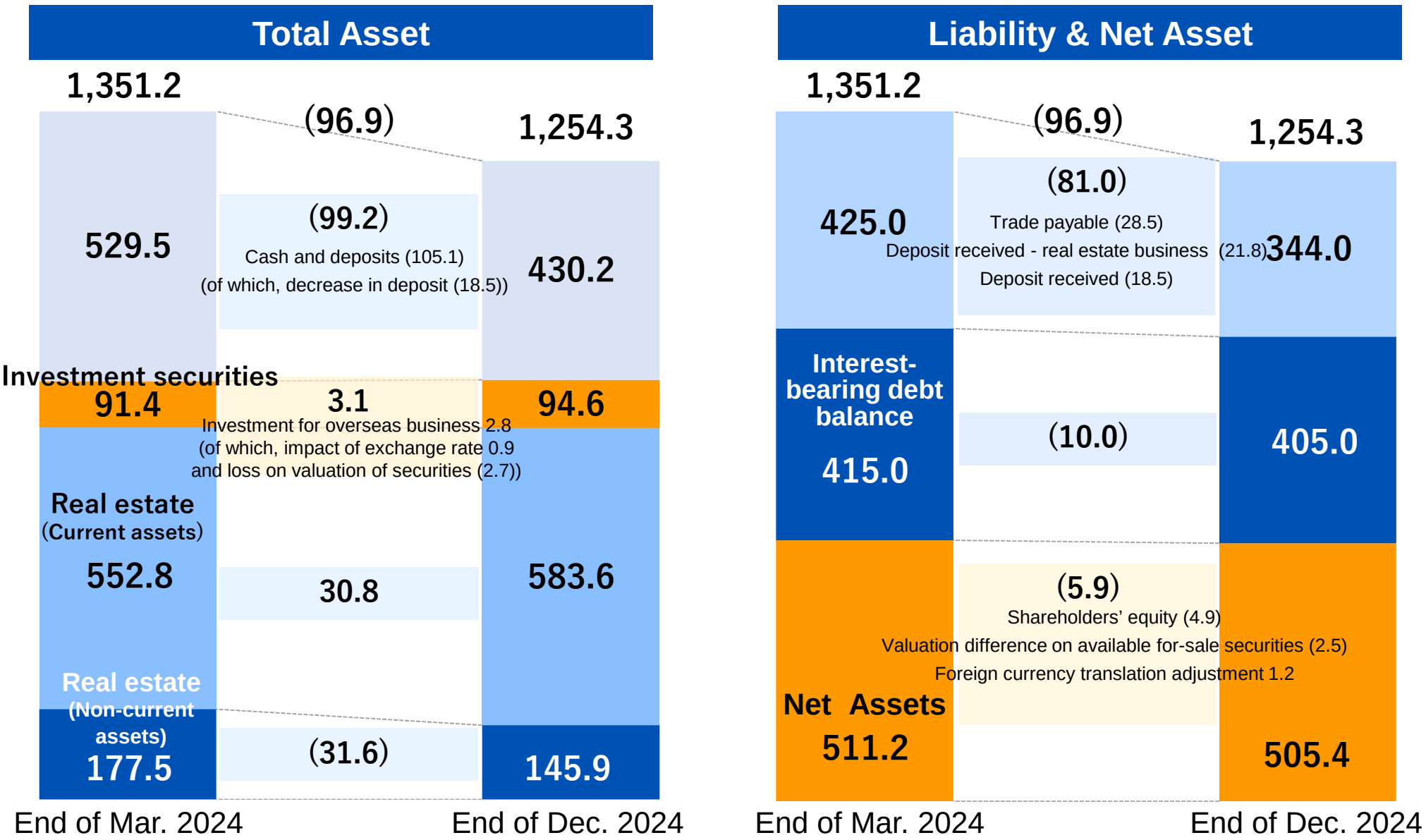


Real estate brokerage



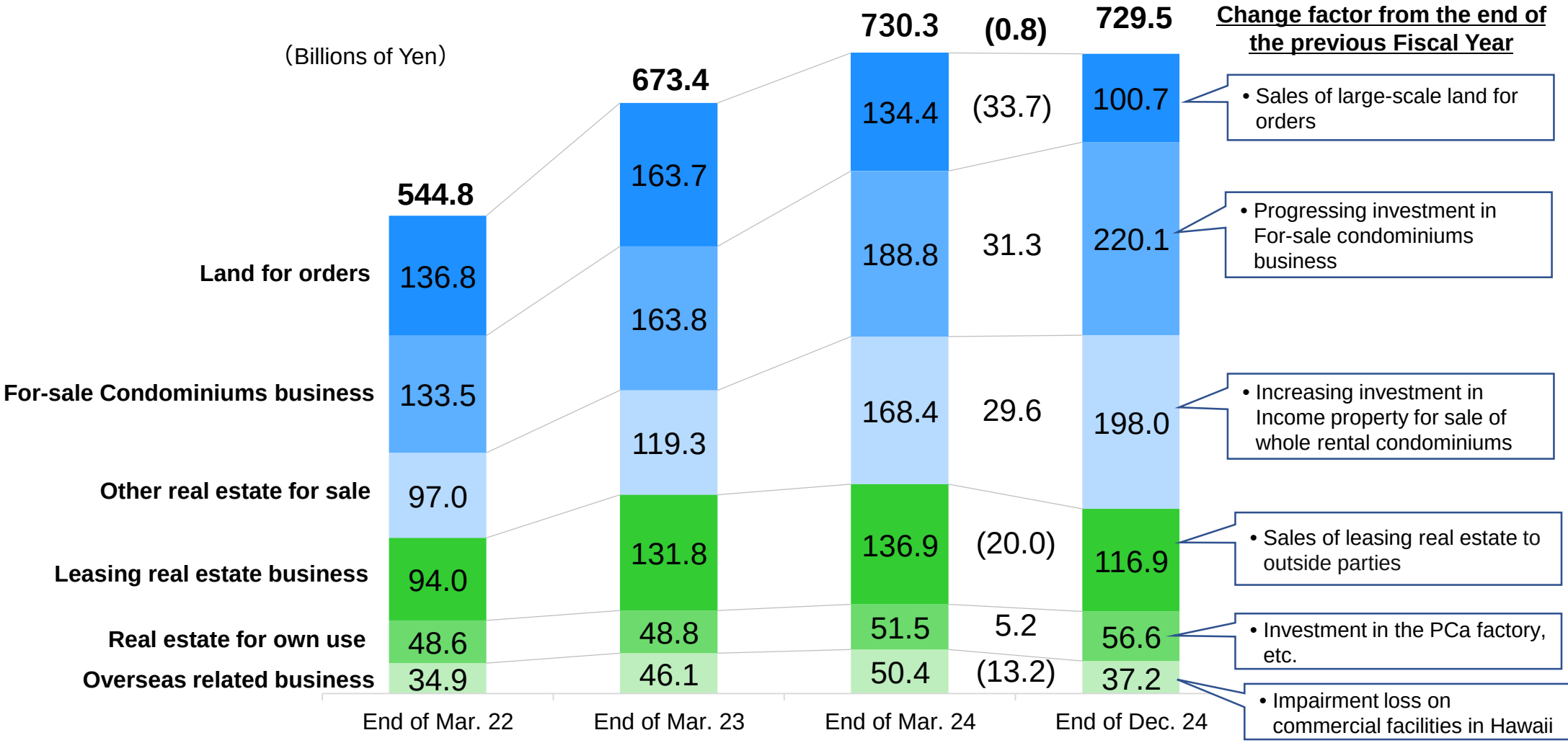
Main factors for changes in Consolidated Balance Sheets

(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

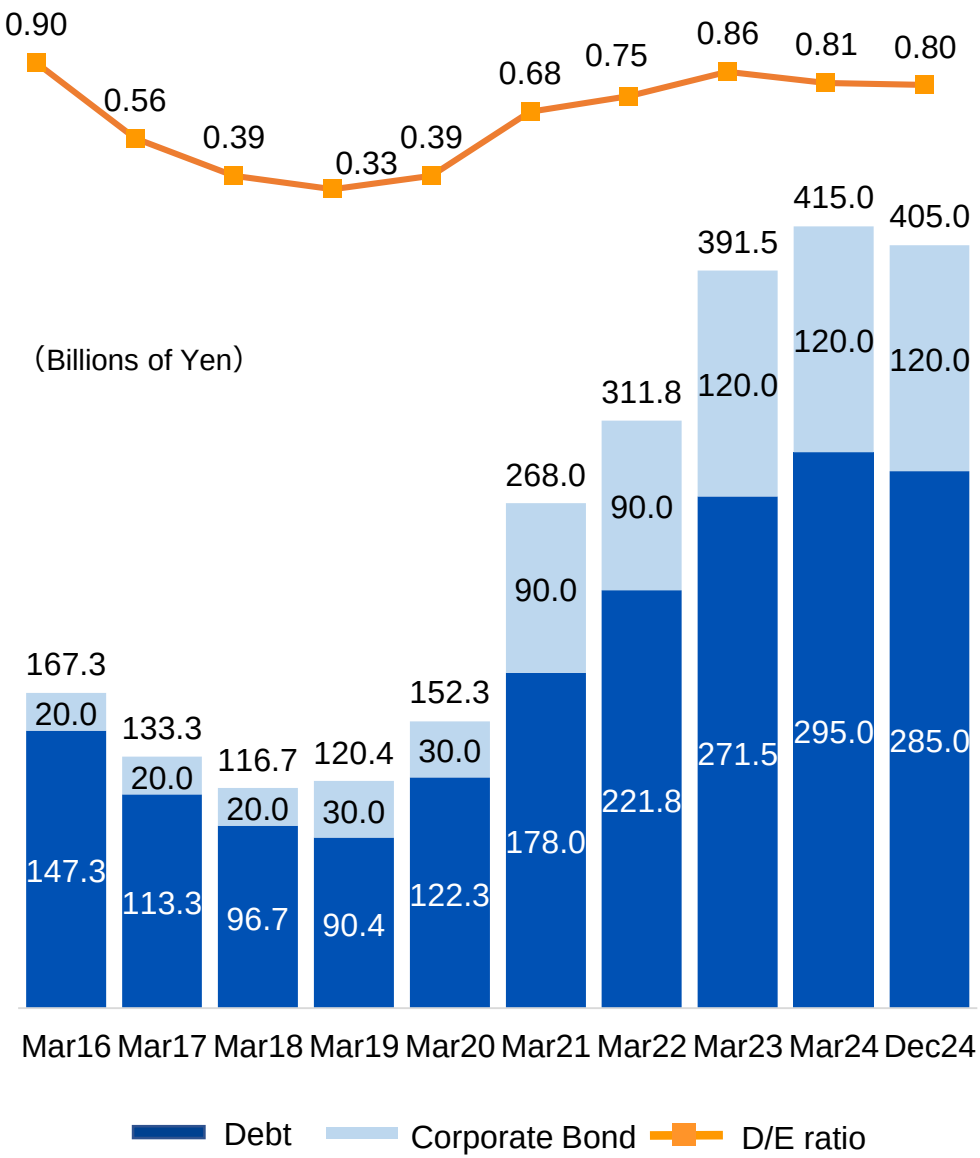


The above real estate balance are total of Real estate for sale, Costs and advances for real estate operations, Real estate for development projects, Property and equipment Land leasehold rights on Consolidated Balance Sheets

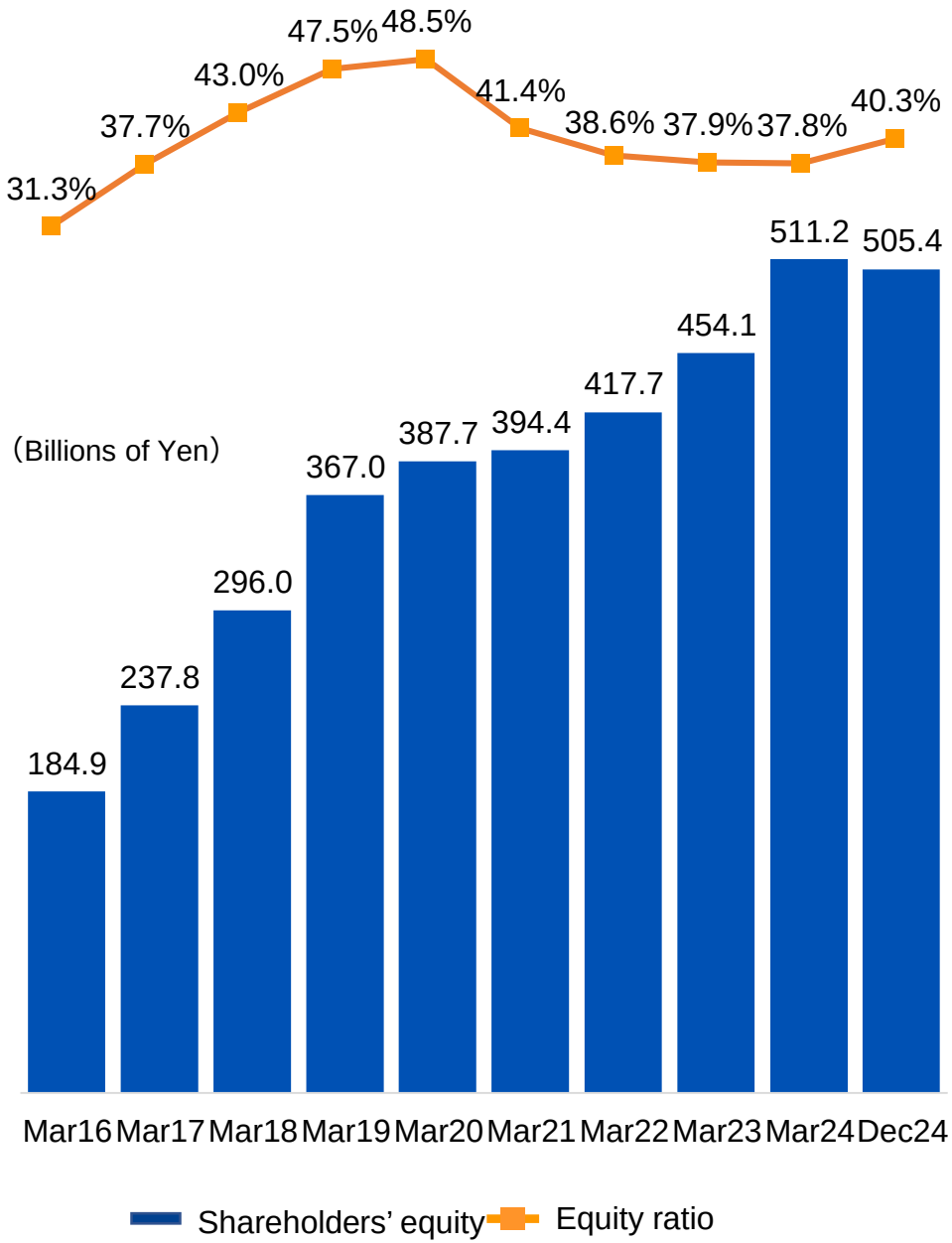
- **Land for orders**: Land for receiving construction orders, etc. by providing land for project owners
- **For-sale Condominium business**: For-sale condominiums business and new for-sale houses business
- **Other real estate for sale**: Income property for sale of whole rental condominiums, renovation 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-3Q < A >	FY2024 1Q-3Q < B >	Change Amount < B - A >	Change %	FY2023 Result <C>	FY2024 Revised forecast Annual <D>	FY2024 Revised forecast Annual <D-C>	FY2024 Revised forecast Annual Progress	FY2024 Initial forecast
Net sales	**768.9**	**836.7**	**67.9**	**8.8%**	**1,094.4**	**1,180.0**	**85.6**	**70.9%**	**1,180.0**
Completed construction contracts	404.1	443.7	39.6	9.8%	546.8	566.0	19.2	78.4%	566.0
Design and supervision	5.5	8.5	2.9	53.0%	11.8	12.5	0.7	67.6%	12.5
Leasing and management	66.7	68.8	2.1	3.2%	92.1	92.0	(0.1)	74.8%	92.0
Real estate sales	278.1	300.1	21.9	7.9%	424.3	489.5	65.2	61.3%	489.5
Others businesses	14.4	15.7	1.3	9.0%	19.5	20.0	0.5	78.6%	20.0
Gross profit	**115.7**	**116.9**	**1.2**	**1.0%**	**160.6**	**164.5**	**3.9**	**71.0%**	**164.5**
Completed construction contracts	59.8	55.7	(4.1)	(6.9%)	75.2	73.0	(2.2)	76.3%	73.0
[Profit ratio of completed construction contracts]	14.8%	12.6%	(2.2p)		13.7%	12.9%	(0.8p)		12.9%
Design and supervision	2.9	4.5	1.6	55.6%	6.1	6.0	(0.1)	74.4%	6.0
Leasing and management	15.2	15.3	0.1	0.4%	21.4	19.5	(1.9)	78.3%	19.5
Real estate sales	35.2	38.4	3.2	9.1%	54.7	63.0	8.3	61.0%	63.0
Others businesses	2.6	3.0	0.5	18.8%	3.1	3.0	(0.1)	101.0%	3.0
Selling, general and administrative expense	54.2	59.4	5.2	9.6%	74.9	82.5	7.6	72.0%	82.5
Operating profit	**61.4**	**57.4**	**(4.0)**	**(6.5%)**	**85.7**	**82.0**	**(3.7)**	**70.1%**	**82.0**
[Operating profit ratio]	8.0%	6.9%	(1.1p)		7.8%	6.9%	(0.9p)		6.9%
Financial income (expenses) *	(1.7)	0.3	2.0		(3.7)	(2.5)	1.2		(2.5)
Others, net	0.7	0.7	(0.1)		1.3	0.5	(0.8)		0.5
Ordinary profit	**60.5**	**58.4**	**(2.1)**	**(3.5%)**	**83.3**	**80.0**	**(3.3)**	**73.0%**	**80.0**
[Ordinary profit ratio]	7.9%	7.0%	(0.9p)		7.6%	6.8%	(0.8p)		6.8%
Extraordinary income or loss	(0.0)	(20.6)	(20.6)		(0.5)	(23.0)	(22.5)		-
Profit before income taxes	60.5	37.8	(22.7)	(37.5%)	82.8	57.0	(25.8)	66.2%	80.0
Income taxes - current	18.6	17.0	(1.6)		28.3				-
Income taxes - deferred	2.2	2.4	0.1		(1.5)	27.0	0.2		27.0
Profit (loss) attributable to non-controlling interests	0.0	-	(0.0)		0.0				-
Profit attributable to owners of parent	**39.6**	**18.4**	**(21.2)**	**(53.6%)**	**56.0**	**30.0**	**(26.0)**	**61.2%**	**53.0**
Depreciation and amortization, excluding goodw ill-amortization	5.4	6.0	0.6	11.1%					

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

Summary of Non-Consolidated Income Statements

Billions of yen

	FY2023 1Q-3Q < A >	FY2024 1Q-3Q < B >	Change Amount < B - A >	Change %	FY2023 Result <C>	FY2024 Forecast Annual <D>	FY2024 Forecast Annual <D-C>	FY2024 Forecast Annual Progress
Net sales	**533.2**	**584.2**	**51.0**	**9.6%**	**747.2**	**800.0**	**52.8**	**73.0%**
Completed construction contracts	343.4	390.7	47.4	13.8%	460.1	490.0	29.9	79.7%
Commissioned works	4.4	3.4	(1.0)	(22.6%)	7.5	6.5	(1.0)	51.9%
Design and supervision	6.2	9.1	2.9	46.7%	13.1	14.0	0.9	65.2%
Lease rentals of buildings	4.6	4.3	(0.3)	(6.6%)	6.2	5.5	(0.7)	77.6%
Real estate sales	174.6	176.6	2.0	1.2%	260.3	284.0	23.7	62.2%
Gross profit	**73.5**	**69.7**	**(3.8)**	**(5.1%)**	**95.0**	**96.5**	**1.5**	**72.3%**
Completed construction contracts	49.5	45.6	(3.9)	(7.9%)	58.7	59.0	0.3	77.2%
Commissioned works	2.9	2.0	(0.9)	(30.8%)	4.8	3.5	(1.3)	57.1%
[Profit ratio of completed construction works]	15.1%	12.1%	(3.0p)		13.6%	12.6%	(1.0p)	
Design and supervision	3.2	4.8	1.6	50.6%	6.9	6.5	(0.4)	73.9%
Lease rentals of buildings	1.5	1.2	(0.3)	(20.9%)	2.0	1.5	(0.5)	77.5%
Real estate sales	16.5	16.2	(0.3)	(1.7%)	22.6	26.0	3.4	62.3%
Selling, general and administrative expense	31.2	34.0	2.9	9.2%	43.4	47.0	3.6	72.4%
Operating profit	**42.3**	**35.7**	**(6.6)**	**(15.6%)**	**51.6**	**49.5**	**(2.1)**	**72.2%**
[Operating profit ratio]	7.9%	6.1%	(1.8p)		6.9%	6.2%	(0.7p)	
Financial income (expenses) *	11.5	6.2	(5.3)		10.6	5.2	(5.4)	
Others, net	0.6	0.8	0.2		1.1	0.8	(0.3)	
Ordinary profit	**54.4**	**42.7**	**(11.7)**	**(21.6%)**	**63.3**	**55.5**	**(7.8)**	**76.9%**
[Ordinary profit ratio]	10.2%	7.3%	(2.9p)		8.5%	6.9%	(1.6p)	
Extraordinary income or loss	(0.0)	0.0	0.0		(0.0)	-	0.0	
Profit before income taxes	54.4	42.7	(11.7)	(21.5%)	63.3	55.5	(7.8)	77.0%
Income taxes - current	13.0	10.8	(2.3)		17.2	17.0	0.9	
Income taxes - deferred	1.2	1.4	0.1		(1.0)			
Profit	**40.1**	**30.6**	**(9.6)**	**(23.8%)**	**47.2**	**38.5**	**(8.7)**	**79.4%**

Depreciation and amortization, excluding goodwill-amortization	2.9	2.7	(0.2)	(7.0%)

*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	Dec.31 2024	Change Amount	Change %
Current assets:	**1,021.7**	**951.6**	**(70.1)**	**(6.9%)**
Cash and deposits	284.1	179.1	(105.1)	(37.0%)
Notes receivable, accounts receivable from completed construction contracts and other	148.5	137.0	(11.6)	(7.8%)
Securities	2.3	2.3	0.0	1.7%
Costs on construction contracts in progress	12.7	15.5	2.8	21.6%
Real estate for sale	266.3	244.5	(21.8)	(8.2%)
Costs on real estate business	253.4	304.5	51.0	20.1%
Real estate for development	33.1	34.6	1.5	4.7%
Other	21.4	34.4	13.0	60.8%
Allowance for doubtful accounts	(0.1)	(0.1)	(0.0)	-%
Non-current assets:	**329.5**	**302.7**	**(26.8)**	**(8.1%)**
Property, plant and equipment + Leasehold interests in land	177.5	145.9	(31.6)	(17.8%)
Goodwill	2.0	1.8	(0.2)	(7.7%)
Investment securities	91.4	94.6	3.1	3.4%
Deferred tax assets	5.5	4.2	(1.4)	(25.1%)
Other	54.0	57.2	3.2	5.9%
Allowance for doubtful accounts	(1.0)	(1.0)	0.0	-%
Total assets	**1,351.2**	**1,254.3**	**(96.9)**	**(7.2%)**

	Mar.31 2024	Dec.31 2024	Change Amount	Change %
Current liabilities:	**394.4**	**328.9**	**(65.5)**	**(16.6%)**
Notes payable, accounts payable for construction contracts and other	100.7	98.1	(2.6)	(2.6%)
Electronically recorded obligations	73.2	47.3	(25.9)	(35.4%)
Current portion of long-term borrowings	10.0	10.0	-	-%
Current portion of bonds payable	-	20.0	20.0	-%
Advances received on construction contracts in progress	47.2	49.3	2.1	4.5%
Deposits received	62.8	44.3	(18.5)	(29.5%)
Other	100.5	59.9	(40.6)	(40.4%)
Non-current liabilities:	**445.6**	**420.1**	**(25.5)**	**(5.7%)**
Bonds payable	120.0	100.0	(20.0)	(16.7%)
Long-term borrowings	285.0	275.0	(10.0)	(3.5%)
Retirement benefit liability	1.8	2.0	0.2	10.1%
Provision for loss on litigation	3.0	6.1	3.1	102.9%
Other	35.8	37.1	1.2	3.5%
Total liabilities	**840.0**	**749.0**	**(91.0)**	**(10.8%)**
Shareholders' equity:	**489.3**	**484.5**	**(4.9)**	**(1.0%)**
Share capital	57.5	57.5	-	-%
Capital surplus	7.4	7.4	0.0	0.0%
Retained earnings	461.7	456.5	(5.2)	(1.1%)
Treasury shares	(37.2)	(36.9)	0.4	-%
Accumulated other comprehensive income:	**21.9**	**20.9**	**(1.0)**	**(4.6%)**
Valuation difference on available-for-sale securities	10.5	8.0	(2.5)	(23.5%)
Foreign currency translation adjustment	11.1	12.3	1.2	11.1%
Remeasurements of defined benefit plans	0.3	0.6	0.2	66.2%
Total net assets	**511.2**	**505.4**	**(5.9)**	**(1.1%)**
Total liabilities and net assets	**1,351.2**	**1,254.3**	**(96.9)**	**(7.2%)**

Summary of financial results of Major Subsidiaries

Billions of yen

	FY2023 1Q-3Q			FY2024 1Q-3Q			FY2024 Annual forecast		
	Net sales	Ordinary profit	Profit	Net sales	Ordinary profit	Profit	Net sales	Ordinary profit	Profit
Haseko Corporation	533.2	54.4	40.1	584.2	42.7	30.6	800.0	55.5	38.5
Construction-related Business									
Fujikensetsu Co., Ltd.	26.7	1.2	0.8	29.2	1.1	0.8	39.1	2.0	1.3
Hasec Inc.	0.6	0.4	0.3	0.6	0.4	0.3	0.8	0.5	0.4
Haseko Furnishing Co., Ltd.*	6.3	0.3	0.2	7.0	0.5	0.3	10.0	0.5	0.3
Hosoda Corporation	11.6	0.1	0.1	13.0	0.1	0.1	24.5	0.8	0.5
Real Estate-related Business									
Haseko Real Estate Development Holdings Inc.									
Haseko Real Estate Development, Inc.	36.5	2.6	1.7	41.3	5.2	3.3	55.7	3.8	2.7
Sohgoh Real Estate Co., Ltd.	33.4	3.3	2.1	34.7	4.2	2.7	62.1	4.0	2.6
Haseko Home, Co., Ltd.	1.6	(0.2)	(0.1)	4.6	0.2	0.1	5.8	0.0	0.0
Service-related Business									
Haseko Anesis Corporation	8.1	7.0	7.0	12.1	11.0	11.0	12.6	10.8	10.8
Haseko Reform Inc.	33.0	1.7	1.2	30.0	1.5	1.0	47.5	2.0	1.4
Haseko Livenet, Inc.	33.0	2.7	1.9	33.8	3.7	2.8	52.7	5.9	4.1
Haseko Business Proxy, Inc.	1.6	0.2	0.1	2.1	0.2	0.1	2.7	0.4	0.2
Haseko Urbest Inc.	7.4	1.5	1.0	6.9	0.5	0.3	13.5	4.0	2.8
Haseko Real Estate, Inc.	42.8	1.9	1.2	40.8	1.5	1.0	72.5	4.5	2.9
Haseko Intec Inc.	4.8	0.3	0.2	4.6	0.2	0.1	7.7	0.7	0.5
Haseko Systems Inc.	7.5	1.0	0.7	7.8	1.2	0.8	10.6	1.5	1.1
Haseko Property Management Holdings Inc.									
Haseko Community, Inc.	44.8	3.8	2.5	47.0	3.9	2.7	63.1	4.1	2.8
Haseko Community Kyushu Inc.	2.0	0.1	0.1	2.1	0.1	0.1	3.0	0.2	0.1
Haseko Community Nishinihon Inc.	0.8	0.1	0.0	0.9	0.1	0.1	1.3	0.1	0.1
Haseko Community Okinawa Inc.	0.3	0.1	0.0	0.4	0.1	0.0	0.5	0.1	0.1
Joint Property Co., Ltd.	1.2	0.1	0.1	1.3	0.1	0.1	2.0	0.2	0.1
Haseko Senior Well Design Co., Ltd.	10.0	0.3	0.2	11.2	0.7	0.6	14.4	0.2	0.2
Furusato Co., Ltd.	1.6	0.1	0.1	1.6	0.1	0.1	2.2	0.1	0.1
Overseas-Related Business									
Haseko America, Inc.	0.7	(3.9)	(3.9)	1.3	(4.3)	(24.7)	3.5	(5.4)	(28.4)
Consolidated	768.9	60.5	39.6	836.7	58.4	18.4	1,180.0	80.0	30.0

In line with the revision of the annual forecasts, the profit for our overseas subsidiary, HASEKO America, Inc. is also revised.

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

Tokyo metropolitan area

	FY2022 (From Apr. 1, 2022 to Mar. 31, 2023)					FY 2023 (From Apr. 1, 2023 to Mar. 31, 2024)					FY 2024 (From Apr. 1, 2024 to Dec. 31, 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%	-	2,691	-	-	69.7%	-
50 ～ 99 units	7,609	1,241	16.3%	75.0%	72.5%	6,438	1,177	18.3%	67.1%	63.9%	4,849	817	16.8%	64.8%	54.7%
100 ～ 199 units	5,901	3,184	54.0%	63.0%	64.2%	4,936	2,007	40.7%	62.8%	66.3%	3,514	1,407	40.0%	59.5%	57.7%
200 ～ 399 units	4,471	2,612	58.4%	70.1%	65.0%	5,143	2,522	49.0%	72.1%	68.7%	2,718	1,494	55.0%	75.0%	73.2%
400 units or more	6,379	2,751	43.1%	70.4%	48.8%	5,788	2,788	48.2%	73.5%	54.5%	4,349	1,782	41.0%	63.4%	34.7%
Total: Fiscal year base	28,632	9,788	34.2%	70.7%	61.1%	26,785	8,494	31.7%	69.9%	62.8%	18,121	5,500	30.4%	65.7%	54.0%
Of which 20 stories and above	4,099	624	15.2%	—	—	4,361	775	17.8%	—	—	3,735	519	13.9%	—	—
Total: Calendar year base	29,569	10,420	35.2%	(Jan. ~ Dec. 2022)		26,873	8,173	30.4%	(Jan. ~ Dec. 2023)		23,003	7,475	32.5%	(Jan. ~ Dec. 2024)	

Kansai area (*excluding Tokai area)

	FY2022 (From Apr. 1, 2022 to Mar. 31, 2023)					FY 2023 (From Apr. 1, 2023 to Mar. 31, 2024)					FY 2024 (From Apr. 1, 2024 to Dec. 31, 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%	-	1,652	-	-	68.2%	-
50 ～ 99 units	5,294	345	6.5%	75.7%	63.2%	5,078	225	4.4%	76.5%	64.9%	4,004	269	6.7%	72.9%	79.2%
100 ～ 199 units	5,573	917	16.5%	69.9%	58.3%	4,888	1,009	20.6%	70.4%	64.3%	2,872	913	31.8%	69.8%	58.5%
200 ～ 399 units	1,920	1,076	56.0%	61.7%	63.9%	2,342	1,233	52.6%	73.7%	74.3%	2,847	1,400	49.2%	79.6%	80.6%
400 units or more	1,072	506	47.2%	57.9%	51.4%	1,017	703	69.1%	68.7%	67.4%	528	254	48.1%	82.0%	65.0%
Total: Fiscal year base	17,252	2,845	16.5%	70.9%	59.8%	15,788	3,170	20.1%	73.5%	68.9%	11,903	2,836	23.8%	73.5%	72.0%
Of which 20 stories and above	2,450	332	13.6%	—	—	1,278	296	23.2%	—	—	1,202	139	11.6%	—	—
Excluding studio apartment	14,231	2,845	20.0%	69.4%	59.8%	12,630	3,170	25.1%	70.0%	68.9%	9,568	2,836	29.6%	71.6%	72.0%
Total: Calendar year base	17,858	3,188	17.9%	(Jan. ~ Dec. 2022)		15,385	2,979	19.4%	(Jan. ~ Dec. 2023)		15,137	3,463	22.9%	(Jan. ~ Dec. 2024)	

Six years Summary

Billions of yen,Thousand shares

	1Q-3Q Results					
	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Consolidated						
Net sales	611.1	553.7	626.1	706.5	768.9	836.7
Operating profit	61.1	46.6	61.5	56.6	61.4	57.4
Ordinary profit	61.3	45.7	61.0	55.1	60.5	58.4
Profit attributable to owners of parent	42.3	31.1	41.8	36.9	39.6	18.4
Total assets	738.6	886.8	1,002.4	1,100.1	1,198.7	1,254.3
Inventories *	210.3	308.6	372.5	419.5	549.8	583.6
Property, plant and equipment + Leasehold interests in land	146.4	167.5	171.1	196.5	176.1	145.9
Real estate balance total	356.6	476.1	543.6	616.0	725.9	729.5
Interest-bearing debt balance	130.0	271.6	317.3	361.2	370.0	405.0
Equity	380.2	382.6	403.7	446.9	488.8	505.4
Equity ratio	51.5%	43.1%	40.3%	40.6%	40.8%	40.3%
Net cash provided by (used in) operating activities	(63.2)	(43.4)	(27.0)	(62.3)	(4.2)	(46.2)
Net cash provided by (used in) investing activities	(28.3)	(27.5)	(25.5)	(40.7)	(32.0)	(24.7)
Net cash provided by (used in) financing activities	(18.9)	79.6	21.4	24.4	(44.3)	(33.8)
Cash and cash equivalents at end of the period	102.1	160.3	183.7	189.3	129.9	178.6
Number of employees	7,277	7,600	7,691	7,729	8,005	8,410
Non-Consolidated						
Net sales	454.0	398.3	421.5	502.2	533.2	584.2
Operating profit	50.7	39.7	41.2	39.7	42.3	35.7
Ordinary profit	71.2	49.5	48.9	47.9	54.4	42.7
Profit	55.3	37.5	36.1	35.8	40.1	30.6
Total assets	613.4	762.0	838.3	923.6	1,027.5	1,053.5
Equity	329.6	334.7	347.2	367.7	396.0	413.0
Equity ratio	53.7%	43.9%	41.4%	39.8%	38.5%	39.2%
Order received	280.9	220.3	212.0	244.7	312.1	433.8
Number of employees	2,512	2,488	2,509	2,475	2,515	2,592
Issued shares						
Total number of issued shares (including treasury shares)	300,794	300,794	300,794	300,794	300,794	300,794
Treasury shares	3,353	17,760	26,147	25,980	28,013	27,749
(Treasury shares remaining in the trust)	3,150	3,043	2,966	2,797	4,827	4,561
The average number of shares	297,429	288,179	274,803	274,799	272,745	272,998

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


HASEKO
HASEKO Corporation