

Financial Highlights, Year ended March 31, 2012



Contents

I. Financial Results	3
II. Financial Forecasts	11
III. Mid-term Plan	21
IV. Topics	24
V. Appendix	27

I . Financial results

I -1 Financial highlights

- Increase in sales for 4th straight periods
- Increase in operating income for 2nd straight periods
- Increase in ordinary income for 3rd straight periods

Best
performance

- Orders received **¥608.7 billion**
(+20.9% y/y)

Best
performance

- Occupancy rate **96.8%**
(Residential use in March) (+0.8P y/y)

Sound
level

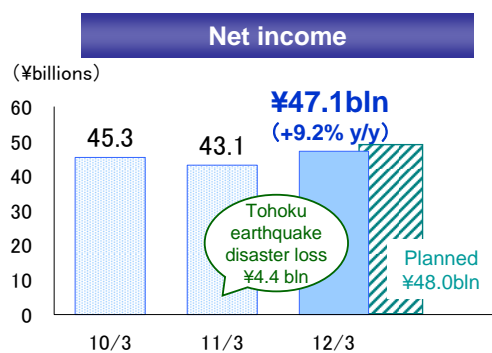
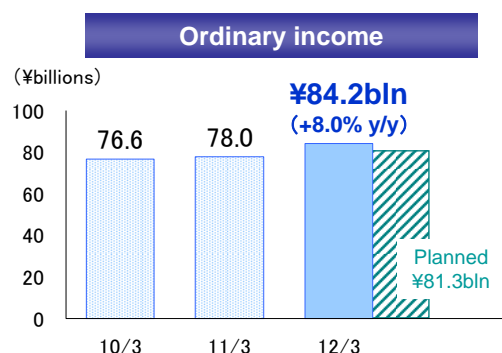
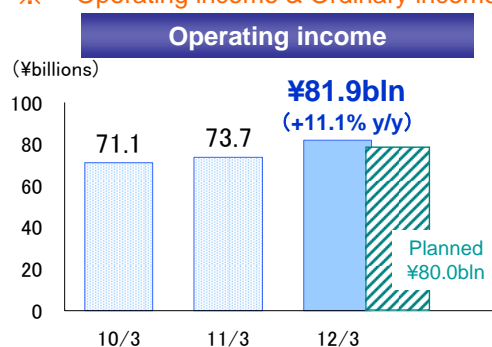
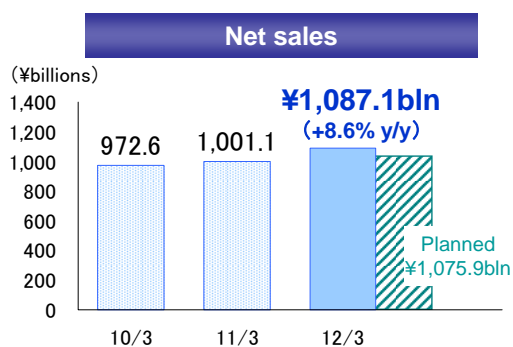
- Annual dividend **“297 yen”**
(As planned)

+ 68 yen

I -2 Income summary

Increase both in sales and income* for four straight periods

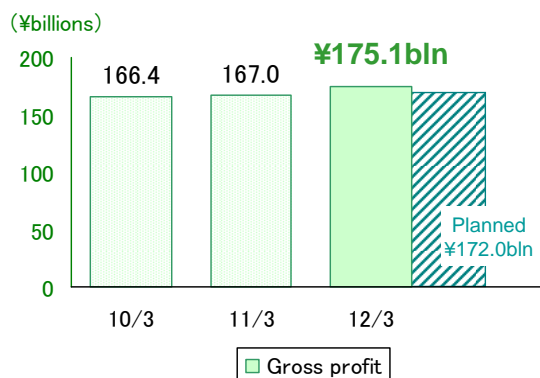
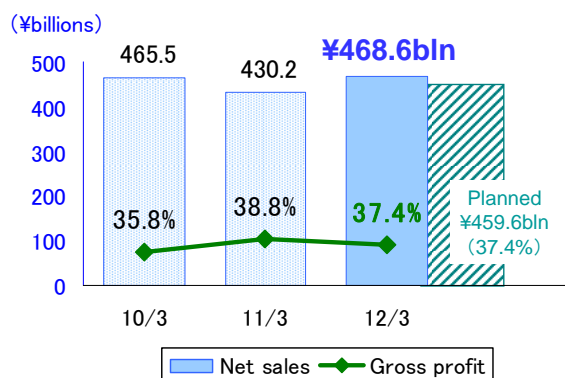
※ 「Operating income & Ordinary income」



I -3 Income summary by segment (Construction)

	(¥ billions)		
	FY 2010	FY 2011	(y / y)
Net sales	430.2	468.6	(+8.9%)
Gross profit	167.0	175.1	(+4.8%)
Gross profit margin	38.8%	37.4 %	[- 1.4p]

[] : Difference from previous year

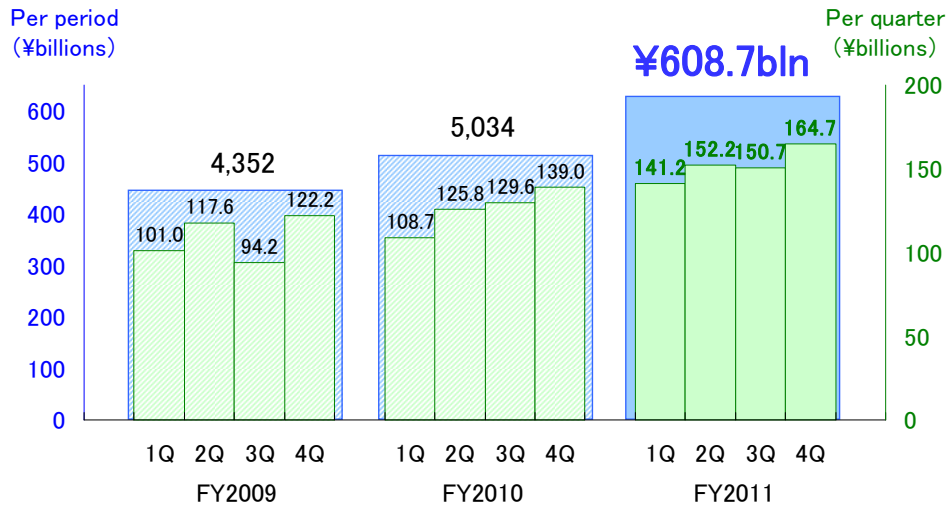


Due to the revision of accounting standard by "Management Approach", the segment of "Building and Repairs" of Daito Building Management has been categorized under "Real estate" instead of "Construction" since FY 2010.

Segment	Building & Repairs /Daito Building Management (¥billions)		
	10/3	11/3	12/3
Net sales	21.8	28.0	30.0
Gross profit	4.2	5.6	6.1
Segment	Construction	Real estate	Real estate

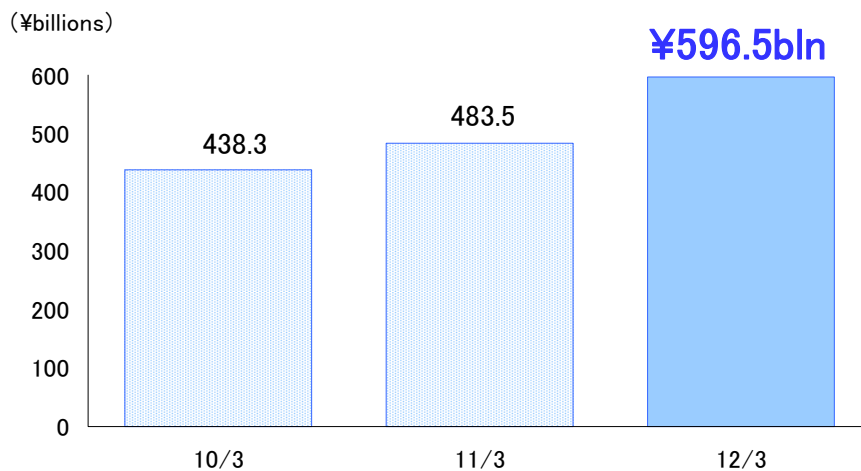
I -4 Orders received

◇Orders received **¥608.7bln (+20.9% y/y)**



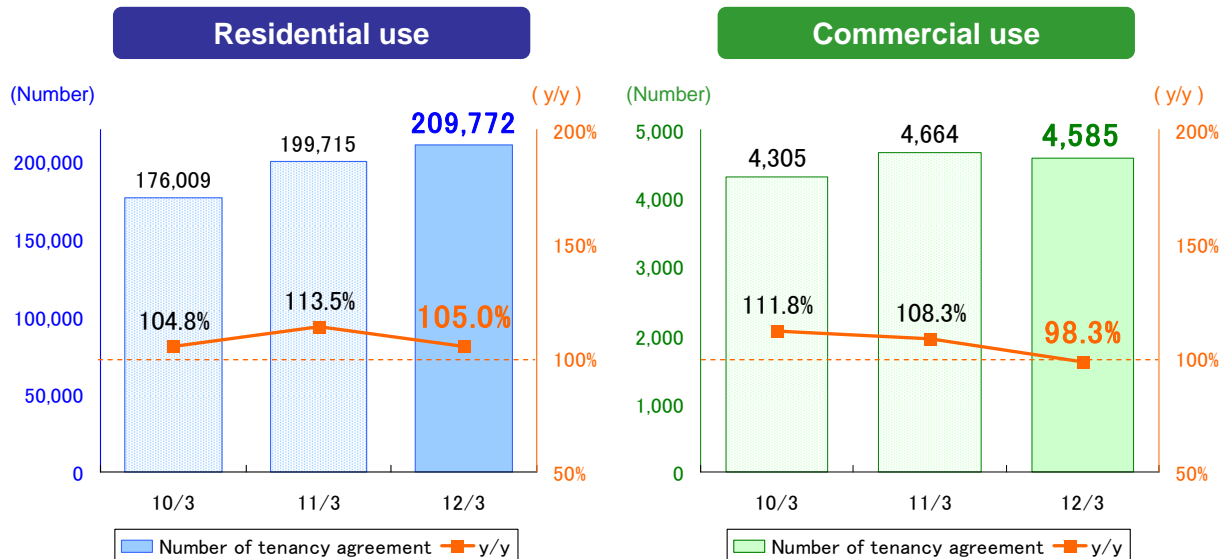
I -5 Orders received backlog

◇Orders received backlog **¥596.5bln (+23.4% y/y)**

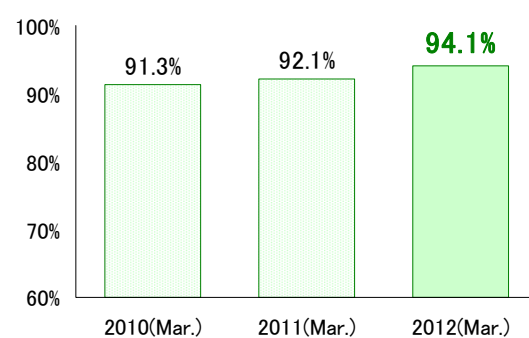
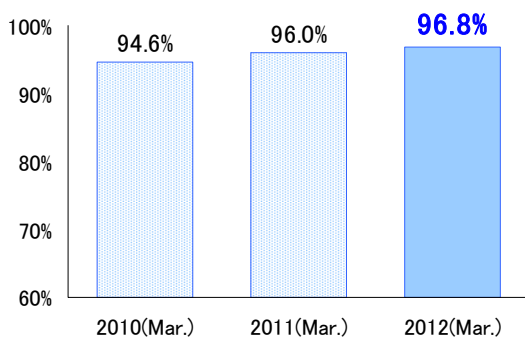
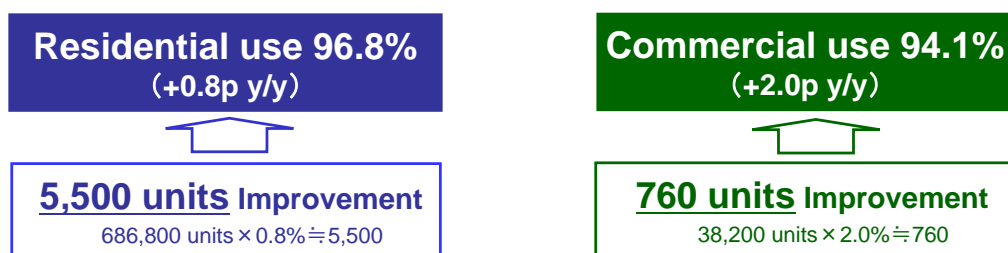


I -6 Tenancy agreement

◇ Tenancy agreement 214,357 (104.9% y/y)



I -7 Rent basis occupancy rate



※ Rent basis occupancy rate = 1 - (rent guarantee for vacant rooms / total rent)

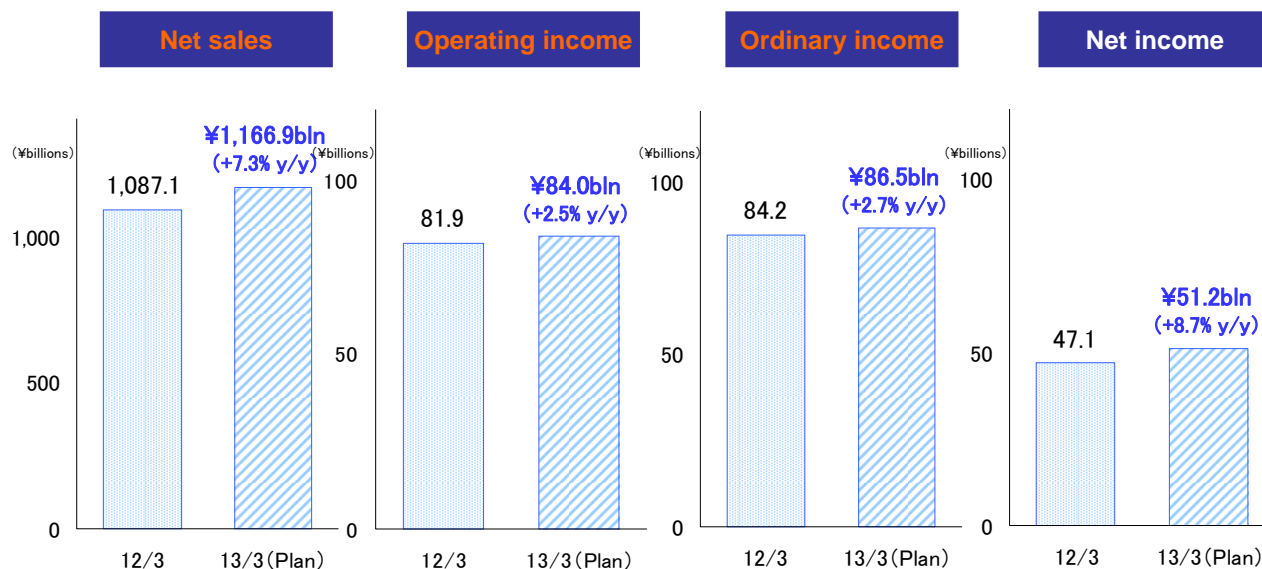
II . Financial forecasts

II -1 Compared with Mid-term plan

	FY2012		Mid-term plan (on May, 2011)	
		y / y		to the plan
Net sales	¥1,166.9 bln	+7.3%	(¥1,136.5 bln)	(+2.7%)
Net sales on construction	502.4 bln	+7.2%	(477.5 bln)	(+5.2%)
Gross profit margin on construction	35.6%	-1.8p	(36.9%)	(-1.3p)
Operating income	84.0 bln	+2.5%	(84.0 bln)	(±0%)
Ordinary income	86.5 bln	+2.7%	(85.5 bln)	(+1.2%)
Net income	51.2 bln	+8.7%	(49.9 bln)	(+2.6%)
Return to shareholders (Dividend per share)	318 yen	+21yen	(309 yen)	(+9yen)

II -2 Financial forecasts

[PLAN] Increase both in sales and income for five straight periods



II -3 Sales and gross profit margin on construction completed

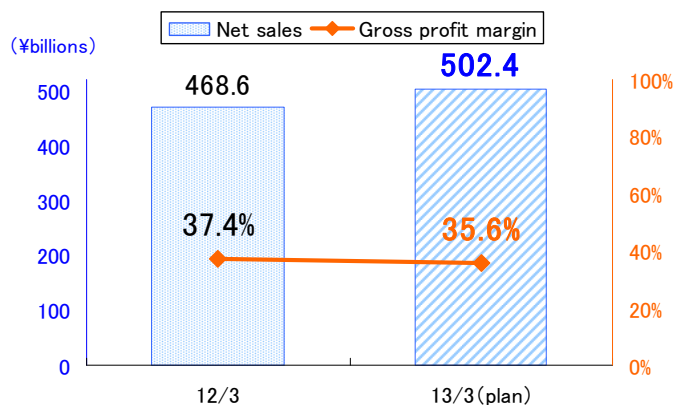
	FY2011	FY2012 (plan)	(y / y)
Net sales	468.6	502.4	(+7.2%)
Gross profit	175.1	178.9	(+2.2%)
Gross profit margin	37.4%	35.6%	[-1.8p]

(¥billions)

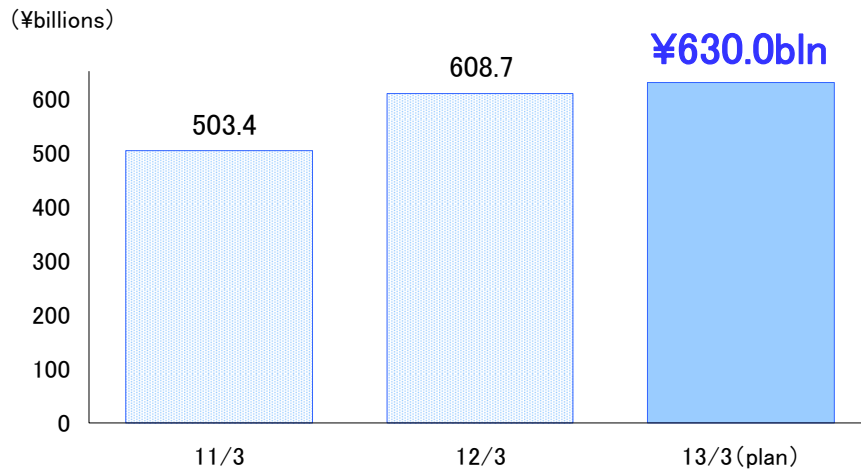
[] : Difference from previous year

※ Major breakdown of gross profit margin 35.6% (- 1.8P y/y)

- Increase in labor cost : 1.76%
- Increase in material cost : 0.04%



Orders received **¥630.0bln (+3.5% y/y)**



Area Strategy

Activity for metropolis & urban areas

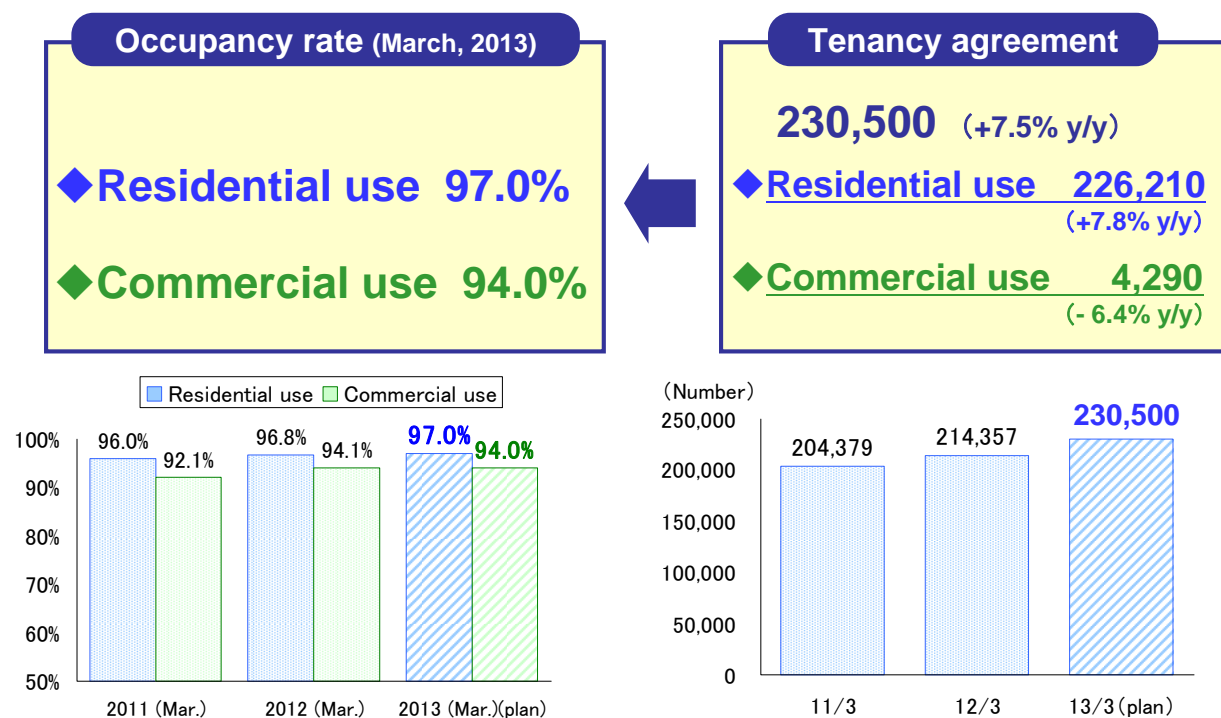


1. Over 10% of construction share at each metropolis
2. Opening branches and recruiting sales reps at each metropolis
3. Promotion for rebuilding and combining with home
4. Promotion for a land owned by corporation
5. Acting property management

Persuing innovative spirit for leasing business

1. Proposal for “Asset succession and use”
2. Support for Inheritance
3. Information transmission (seminar, PR etc.)
4. Leasing property with living service
5. Symbiosis with residential energy problem
(Electric aggregator business and saving energy activity)

II -7 Plan for tenancy agreement and occupancy rate



<p>Variety of Channel</p>	<ul style="list-style-type: none">● “Partnership shop system ”● “Satellite shop” / “e-Heya Station” (+20/285 in total) (+39/50 in total)● “ e-Heya Net” website (web calling)● “24-hour call center” (nighttime and holiday)● “Convention with local real estate agencies”
<p>Improving Property value</p>	<ul style="list-style-type: none">● Key-Free-Exchange plan● Special reform plan● Increasing properties with aggregator

Ⅲ. Mid-term plan

Ⅲ-1 Revised Mid-term Plan (Key figures)

	2016/3 (ex) ※		2016/3 (Revised)	fluctuation
Sales reps	3,550		3,630	+2.3%
Orders received	¥630.0bln		¥666.0bln	+5.7%
Construction completed	¥564.0bln	Upward revision	¥594.5bln	+5.4%
Gross profit margin	35.9%		35.5%	- 0.4p
Occupancy rate for Residential use (March)	97.0%		97.0%	±0
Construction starts※	67,500		72,500	+7.4%
Daito's share※	18.7%		20.1%	+1.4p

※ (ex) : Released on May,2011

III-2 Revised Mid-term Plan (Financial forecast etc.)

(¥billions)

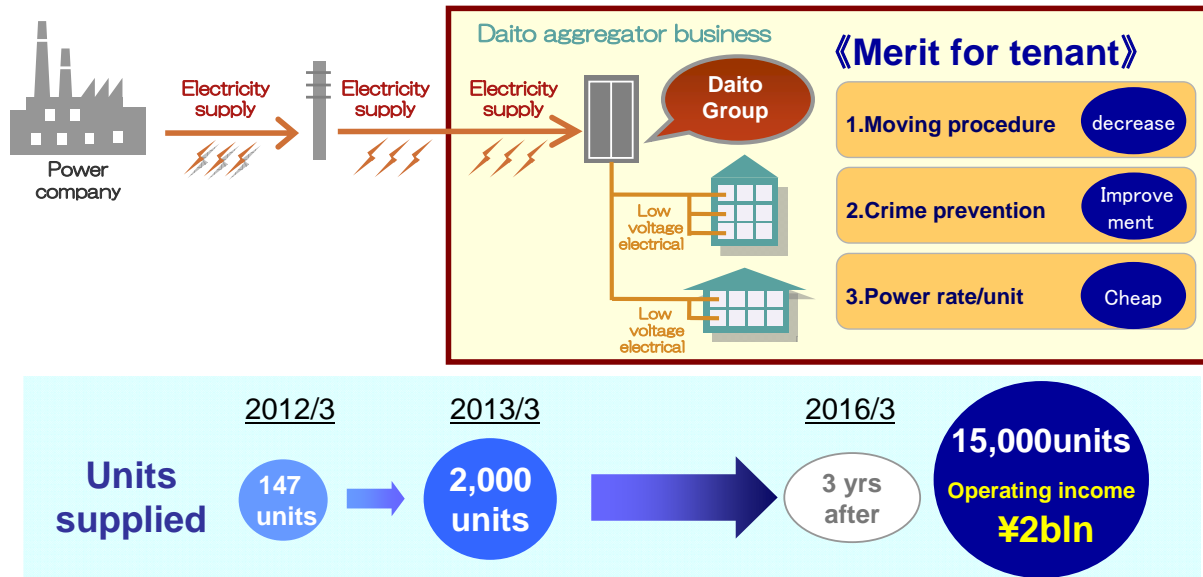
		Result	Plan			
		2012/3	2013/3	2014/3	2015/3	2016/3
Net sales	Revised	1,087.1	1,166.9	1,244.3	1,324.2	1,405.7
	(Ex)*	(1,068.8)	(1,136.5)	(1,209.9)	(1,290.4)	(1,373.8)
Sales on construction	Revised	468.6	502.4	531.8	564.4	594.5
	(Ex)*	(452.5)	(477.5)	(504.8)	(533.3)	(564.2)
Gross profit margin on construction	Revised	37.4%	35.6%	35.6%	35.5%	35.5%
	(Ex)*	(37.5%)	(36.9%)	(36.9%)	(35.9%)	(35.9%)
Operating income	Revised	81.9	84.0	92.0	100.0	110.0
	(Ex)*	(77.7)	(84.0)	(91.6)	(94.0)	(97.0)
Ordinary income	Revised	84.2	86.5	94.8	102.8	112.8
	(Ex)*	(79.0)	(85.5)	(92.6)	(95.3)	(98.4)
Net income	Revised	47.1	51.2	56.0	60.8	66.7
	(Ex)*	(46.5)	(49.9)	(54.0)	(55.6)	(57.4)
Dividend per share	Revised	297yen	318yen	347yen	377yen	414yen
	(Ex)*	(288yen)	(309yen)	(335yen)	(345yen)	(356yen)
ROE	Revised	27.8%	30.8%	32.7%	34.5%	36.2%
	(Ex)*	(27.9%)	(30.6%)	(33.1%)	(35.2%)	(37.0%)

※ (ex) : Released on May,2011

IV. Topics

Electric Aggregator Business

+ Saving energy activity



IV-2 Reconstruction support for Tohoku earthquake

① Support earthquake orphans / “Daito Ashinaga Fund” is established New

Usage	Donation to “Ashinaga Scholarship association” (Constructing & operating cost for Rainbow house)	
Fund raising	Employee	<ul style="list-style-type: none"> Establishment / June 1st, 2012 Target / Employee of Daito group (13,875) Fund raising / 200 – 1,000 yen/month
	Daito	<ul style="list-style-type: none"> “Matching-gift system” (The same amount with employee’s fund)



※ Donating performance bonus by employee (15 million yen / April 26)

② Free provision of house and tool to general contractors Continuation

〈 State of support Nov. 2011 – Mar. 2012 〉

- Free provision of house / Used room **351 rooms**
User **958 people**
- Free provision of tool / General contractor **102 companies**
Craftsman **340 people**
- Economical support / Outfit allowance (Dispatch cost) **60 people**
Leasing furniture **284 rooms**

V. Appendix

V-1 Non-consolidated statement of income

(¥ millions)

	FY2011	FY2010	y / y	FY2012 (Plan)
Net sales	491,599	460,230	+6.8%	521,600
Construction	470,966	435,186	+8.2%	503,500
Real estate & others	20,632	25,043	-17.6%	18,100
Gross profit	170,527	163,707	+4.2%	173,900
Construction	173,767	167,957	+3.5%	177,000
Real estate & others	-3,239	-4,250	—	-3,100
SG & A expenses	112,402	102,174	+10.0%	120,300
Operating income	58,125	61,532	-5.5%	53,600
Ordinary income	61,469	66,707	-7.9%	57,300
Net income	34,119	37,815	-9.8%	34,200

V-2 Financial summaries of major subsidiaries (Construction)

(¥ millions)

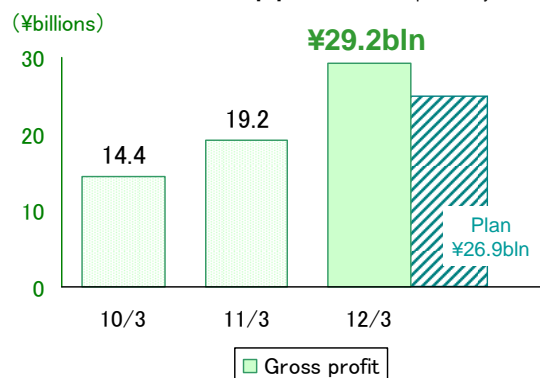
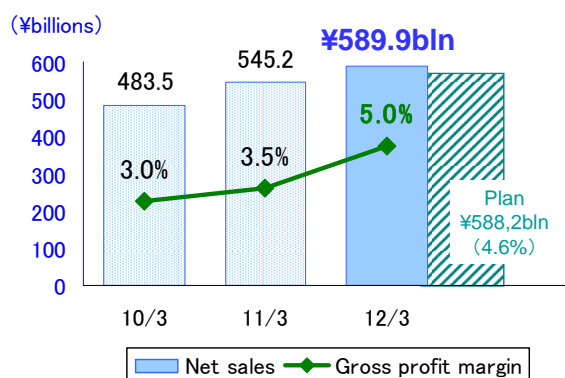
	Construction business							
	Daito Construction				Daito Steel			
	FY2011	FY2010	y / y	FY2012 (Plan)	FY2011	FY2010	y / y	FY2012 (Plan)
Net sales	5,143	5,596	-8.1%	5,350	3,997	3,448	+15.9%	4,200
Gross profit	289	451	—	295	184	179	+2.8%	163
SG&A expenses	99	88	+12.5%	113	70	70	0.0%	72
Operating income	189	362	—	182	114	108	+5.6%	92
Ordinary income	246	414	—	234	112	102	+9.8%	90
Net income	203	413	—	165	65	62	+4.8%	55

V-3 Income summary by segment (Real estate)

(¥ billions)

	FY2010	FY2011	(y / y)
Net sales	545.2	589.9	(+8.2%)
Gross profit	19.2	29.2	(+52.1%)
Gross profit margin	3.5%	5.0%	[+1.5p]

[] : Difference from previous year



Due to the revision of accounting standard by "Management Approach", the segment of "Building and Repairs" of Daito Building Management has been categorized under "Real estate" instead of "Construction" since FY 2010.

(¥ billions)

	10/3	11/3	12/3
Net sales	21.8	28.0	30.0
Gross profit	4.2	5.6	6.1
Segment	Construction	Real estate	Real estate

V-4 Sales Structure of Real estate business

(¥ millions)

	10/3		11/3		12/3		
	Amount	(Ratio)	Amount	(Ratio)	Amount	(Ratio)	y / y
Whole-building lease ※ ¹	448,808	(92.8%)	486,951	(89.3%)	533,439	(90.4%)	+9.5%
Building and repairs ※ ²	—	—	28,043	(5.1%)	30,095	(5.1%)	+7.3%
Brokerage	11,797	(2.5%)	11,975	(2.2%)	13,525	(2.3%)	+12.9%
Lease business ※ ³	6,371	(1.3%)	6,001	(1.1%)	5,986	(1.0%)	- 0.2%
Sub-lease ※ ⁴	15,596	(3.2%)	9,956	(1.8%)	3,964	(0.7%)	- 60.2%
Others	972	(0.2%)	2,367	(0.5%)	2,911	(0.5%)	+23.0%
Total	483,547	(100.0%)	545,296	(100.0%)	589,924	(100.0%)	+8.2%

※¹ Sub-lease contract as Lease Management Trust System by Daito Building Management

※² Building and repairs by Daito Building Management (recorded sales on construction till FY2009)

※³ Mainly Shinagawa East One Tower

※⁴ Sub-lease contract by Daito Trust Construction (Contracted from 1994-2000)

V-5 Financial summaries of major subsidiaries (Real estate)

(¥ millions)

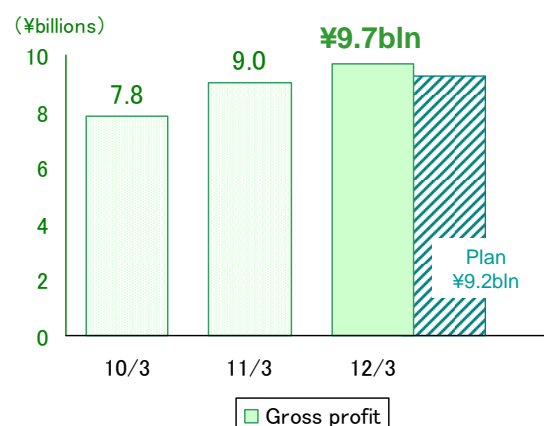
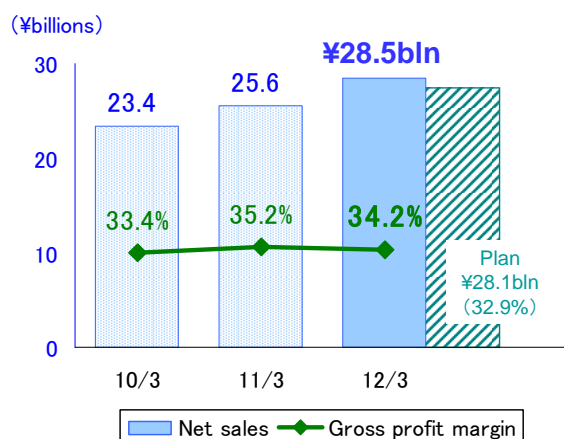
	Real estate business											
	Daito Building Management				Housecom				House Leave			
	FY11	FY10	y / y	FY12 (Plan)	FY11	FY10	y / y	FY12 (Plan)	FY11	FY10	y / y	FY12 (Plan)
Net sales	567,818	519,237	+9.4%	611,900	7,908	7,562	+4.6%	8,523	1,649	1,309	+26.0%	2,076
Gross profit	28,752	19,848	+44.9%	34,600	7,908	7,562	+4.6%	8,523	1,180	895	+31.8%	1,449
SG&A expenses	10,929	10,570	+3.4%	11,500	7,388	7,054	+4.7%	8,023	222	159	+39.6%	265
Operating income	17,822	9,278	+92.1%	23,100	520	508	+2.4%	500	957	735	+30.2%	1,183
Ordinary income	18,184	9,662	+88.2%	23,450	685	643	+6.5%	706	964	736	+31.0%	1,204
Net income	10,073	4,263	+136.3%	14,300	321	293	+9.6%	376	517	422	+22.5%	698

V-6 Income summary by segment (Other business)

(¥ billions)

	FY2010	FY2011	(y / y)
Net sales	25.6	28.5	(+11.4%)
Gross profit	9.0	9.7	(+8.2%)
Gross profit margin	35.2%	34.2%	[-1.0p]

[] : Difference from previous year



V-7 Financial summaries of major subsidiaries (Others - 1)

(¥ millions)

	Other business (Financial business)							
	Daito Finance				D.T.C			
	FY2011	FY2010	y / y	FY2012 (Plan)	FY2011	FY2010	y / y	FY2012 (Plan)
Net sales	1,341	1,624	-17.4%	977	2,561	2,287	+12.0%	2,878
Gross profit	813	988	-17.7%	576	987	755	+30.7%	1,100
SG&A expenses	147	186	-21.0%	139	9	9	+0.0%	9
Operating income	666	802	-17.0%	437	978	745	+31.3%	1,091
Ordinary income	668	813	-17.8%	438	978	750	+30.4%	1,095
Net income	386	471	-18.0%	271	978	750	+30.4%	1,095

V-8 Financial summaries of major subsidiaries (Others - 2)

(¥ millions)

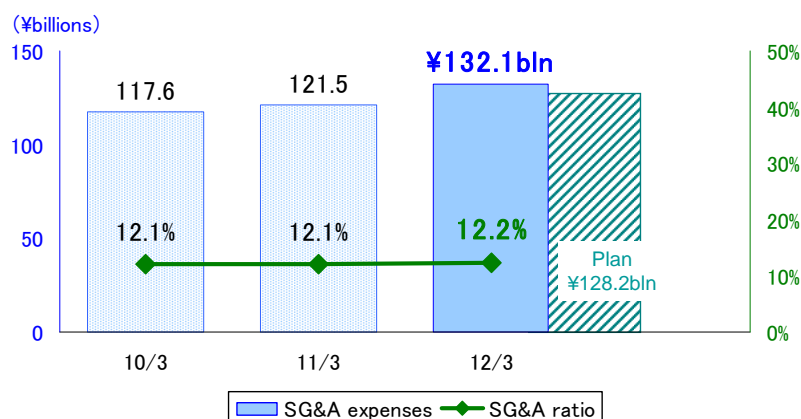
	Other business (Other)											
	Care Partner				Gaspal				D. A. D. (M)			
	FY11	FY10	y / y	FY12 (Plan)	FY11	FY10	y / y	FY12 (Plan)	FY11	FY10	y / y	FY12 (Plan)
Net sales	6,786	6,194	+9.6%	7,438	19,176	16,547	+15.9%	21,253	1,889	1,934	-2.3%	2,128
Gross profit	830	1,258	-34.0%	927	4,766	3,707	+28.6%	5,631	1,013	914	+10.8%	1,202
SG&A expenses	512	1,081	-52.6%	596	3,069	2,565	+19.6%	3,572	662	696	-4.9%	759
Operating income	318	177	+79.7%	332	1,696	1,141	+48.6%	2,059	350	217	+61.3%	443
Ordinary income	317	68	—	327	1,719	1,150	+49.5%	2,075	152	840	-81.9	402
Net income	418	53	—	164	992	904	+9.7%	1,286	149	838	-82.2	402

V-9 Selling, general and administrative expenses

(¥ billions)

	FY2010	FY2011	(y / y)
SG&A expenses	121.5	132.1	(+8.7%)
SG&A ratio	12.1%	12.2%	[+0.1p]

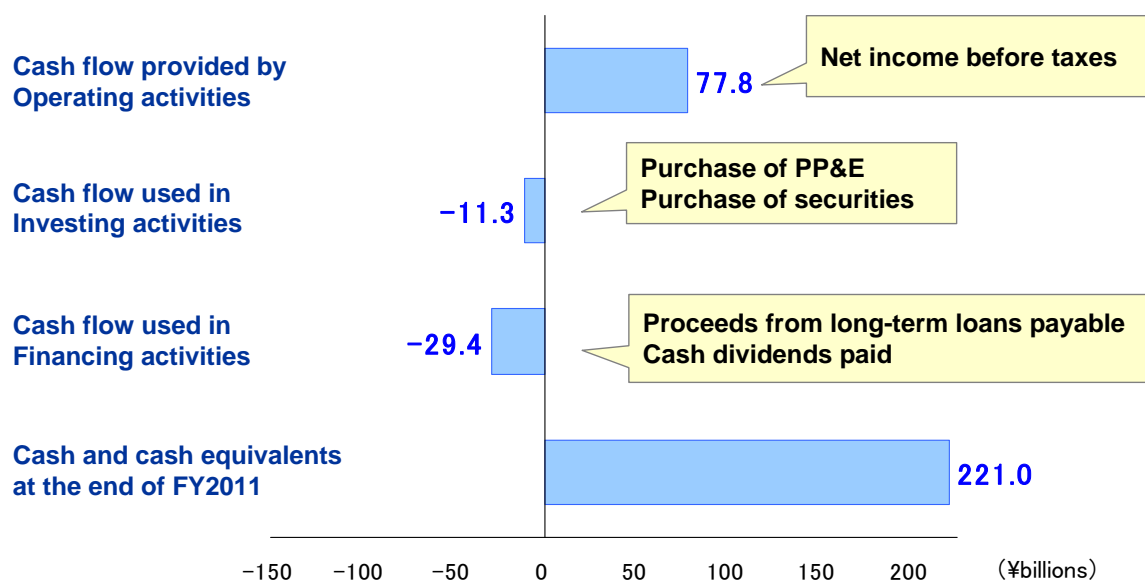
[] : Difference from previous year



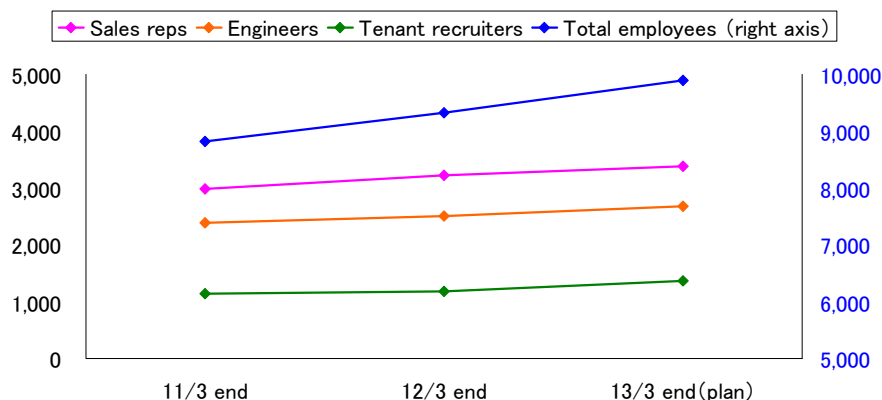
V-10 Financial conditions

End of FY2011				End of FY2010			
(¥billions)							
Current assets	397.7 (+28.6)	Current liabilities	201.1 (+7.9)	Current assets	369.1	Current liabilities	193.2
		Noncurrent liabilities	215.8 (+8.4)			Noncurrent liabilities	207.4
Noncurrent assets	171.3 (+7.5)	Total liabilities	417.0 (+16.3)	Noncurrent assets	163.8	Total liabilities	400.7
		Net assets	152.0 (+19.7)			Net assets	132.2
Total	569.0 (+36.1)	Total	569.0	Total	532.9	Total	532.9
BPS				BPS			
¥1,991.37				¥1,662.65			
Equity ratio				Equity ratio			
27.8%				24.6%			

V-11 Cash flows

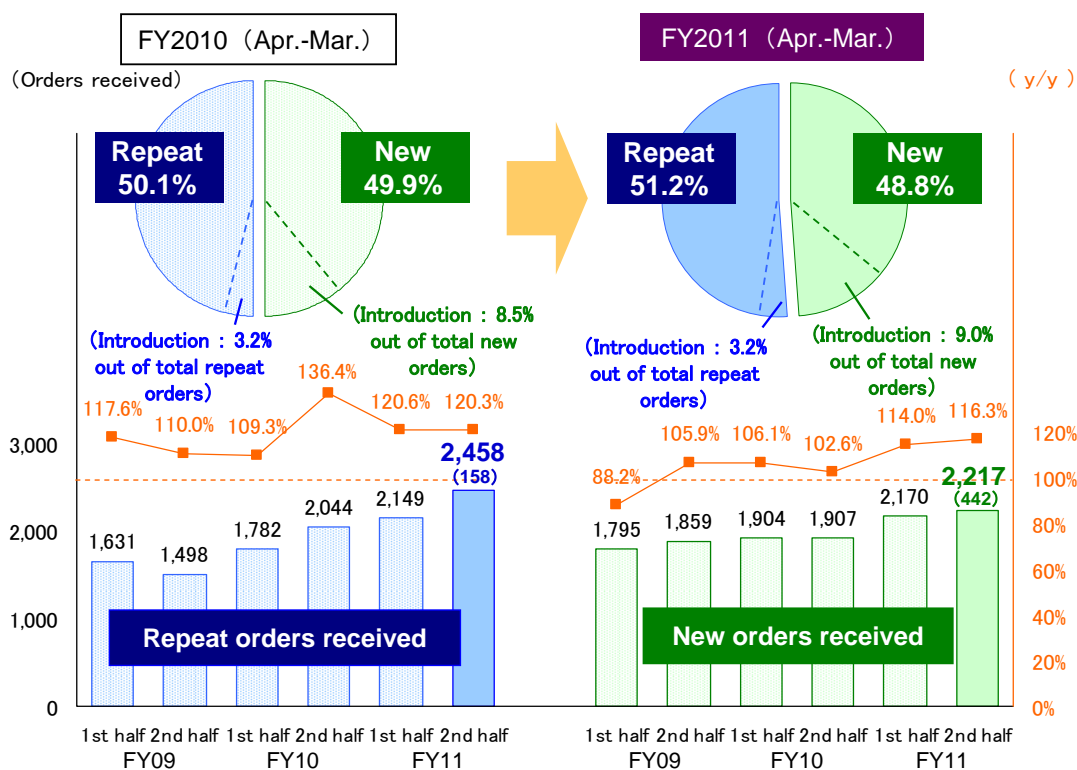


V-12 Number of employees by each occupations (Non-consolidated)



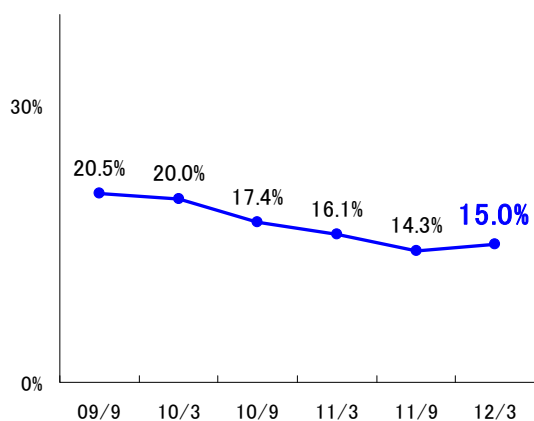
	11/3 end	12/3 end	(y / y)	13/3 plan
Total employees	8,822	9,317	+495	9,900
Sales reps	2,981	3,222	+241	3,380
Engineers	2,382	2,504	+190	2,684
Tenant recruiters	1,146	1,186	+40	1,370

V-13 Channels of orders received

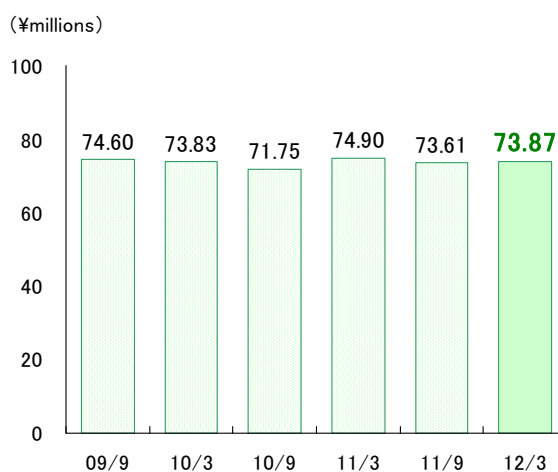


V-14 Cancellation rate and Unit price of orders received (Semiannual comparison)

Cancellation rate^{※1}



Unit price^{※2}



※1 Cancellation rate = the amount of cancellation / the amount of new orders received
Orders received = the amount of new orders received - the amount of cancellation

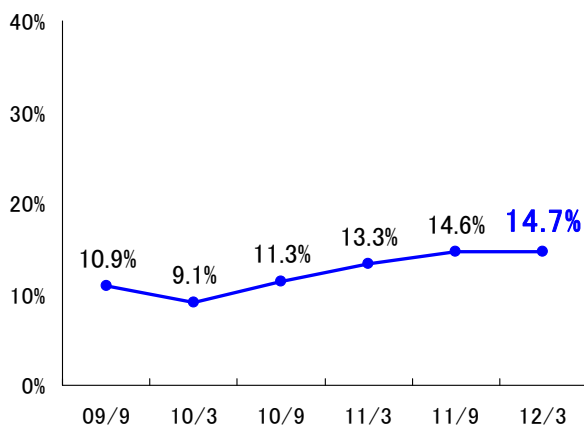
※2 Unit price = the amount of Orders received / the number of orders received

V-15 Analysis of Orders received

◇ **Medium-rise rate** 14.7% (+1.4p y/y)

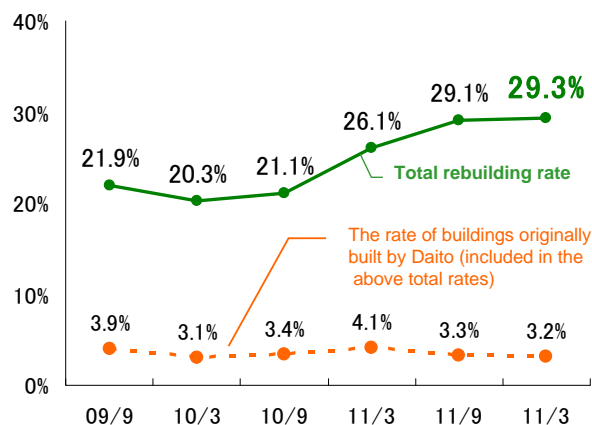
◇ **Rebuilding rate** 29.3% (+3.2p y/y)

Medium-rise rate^{※1}



※1 Middle-rise rate =
Number of orders received for 3 stories and up / The total orders received

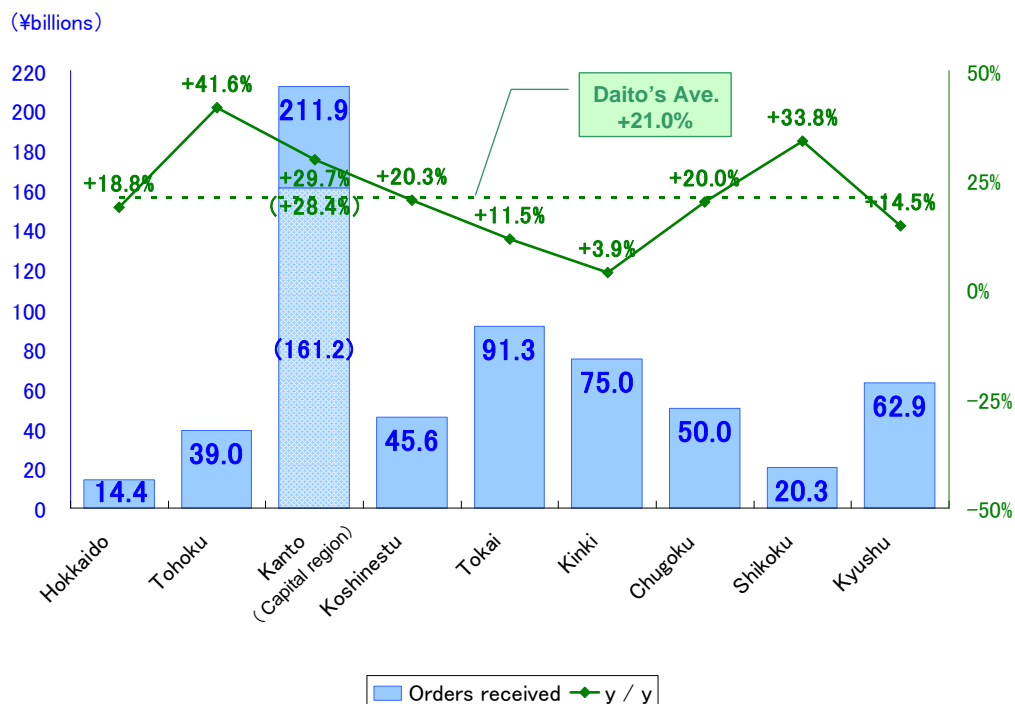
Rebuilding rate^{※2}



※2 Total rebuilding rate =
The no. of orders received for rebuilding / The total orders received

The rate of bldgs originally built by Daito =
The no. of orders received for buildings originally built by Daito / The total orders received

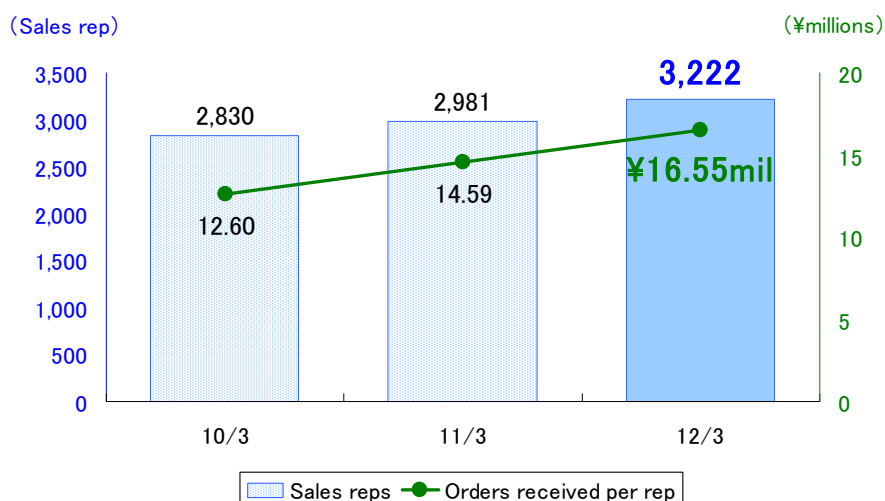
V-16 Orders received by area



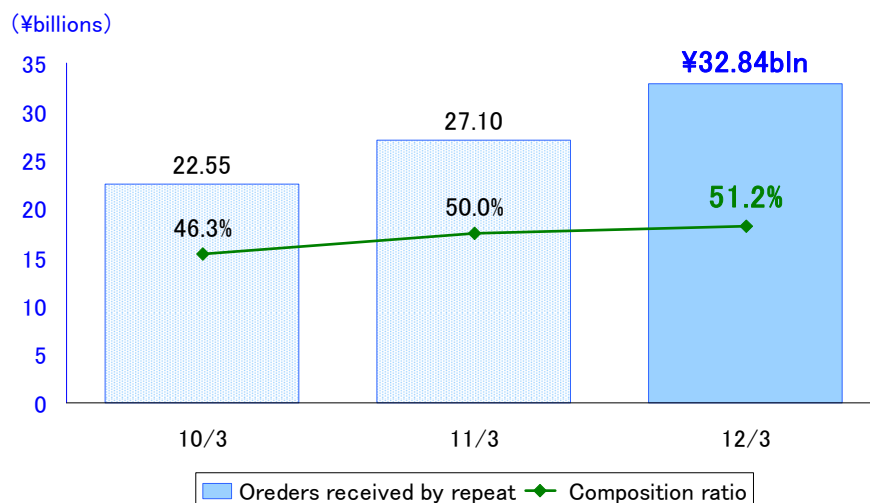
V-17 Sales reps and sales efficiency

◇ Sales reps 3,222 (+241人 y/y)

◇ Orders received per rep ¥16.54mil/month (+1.95mil y/y)

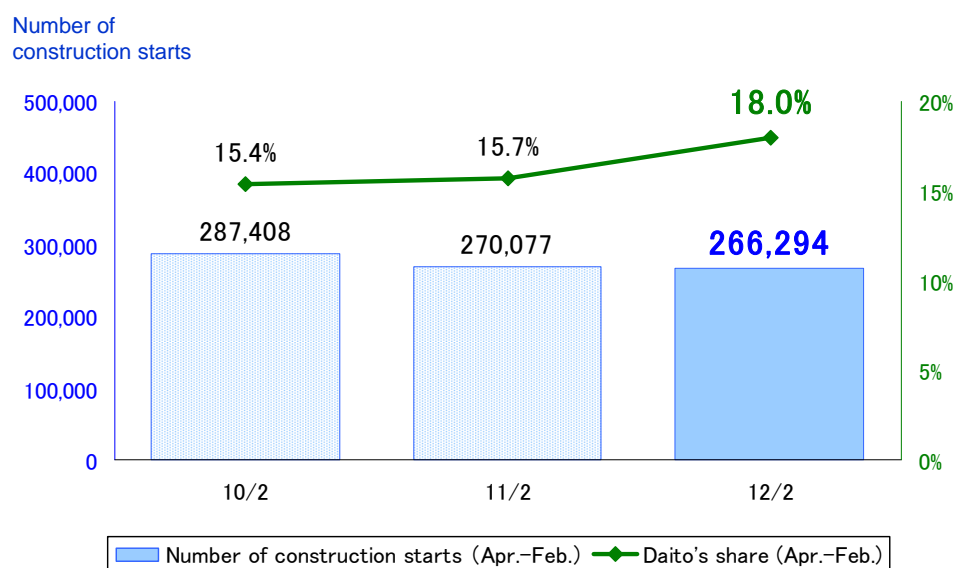


V-18 Orders received by repeat



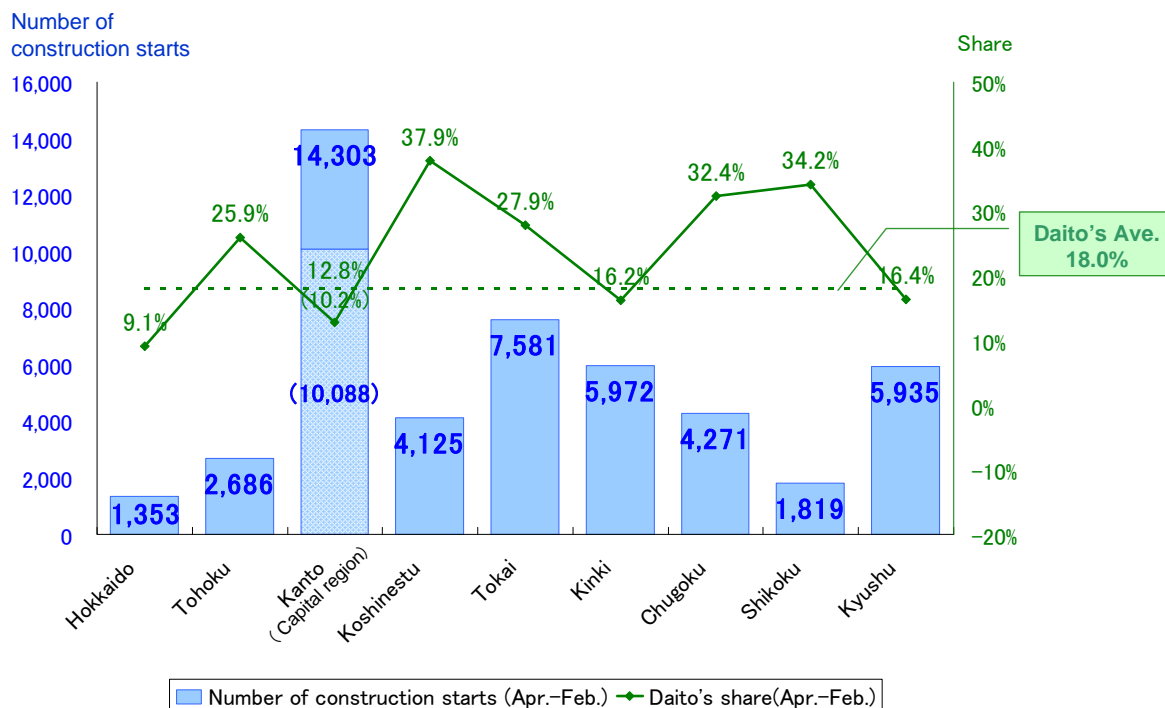
$$\text{Composition ratio} = \frac{\text{Number of orders received by repeat from our existing customers}}{\text{Total number of orders received}}$$

V-19 Number of construction starts & Daito's share

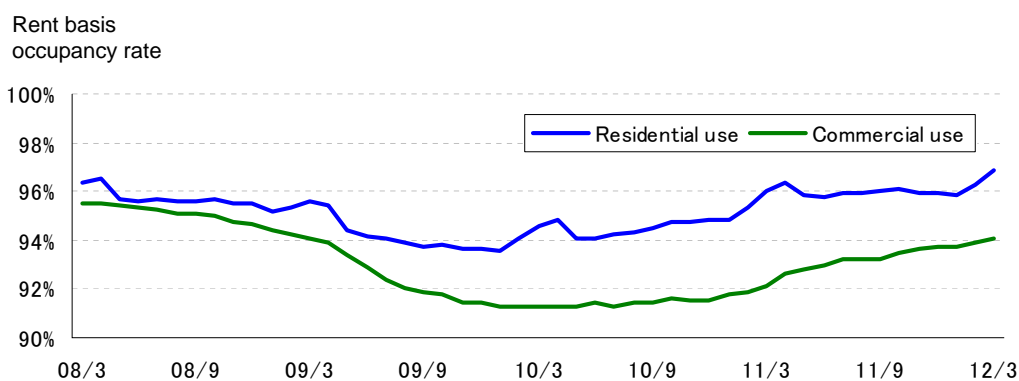


(Ministry of Land, Infrastructure, Transport and Tourism : "Housing and Land Survey")

V-20 Number of construction starts by area & Daito's share

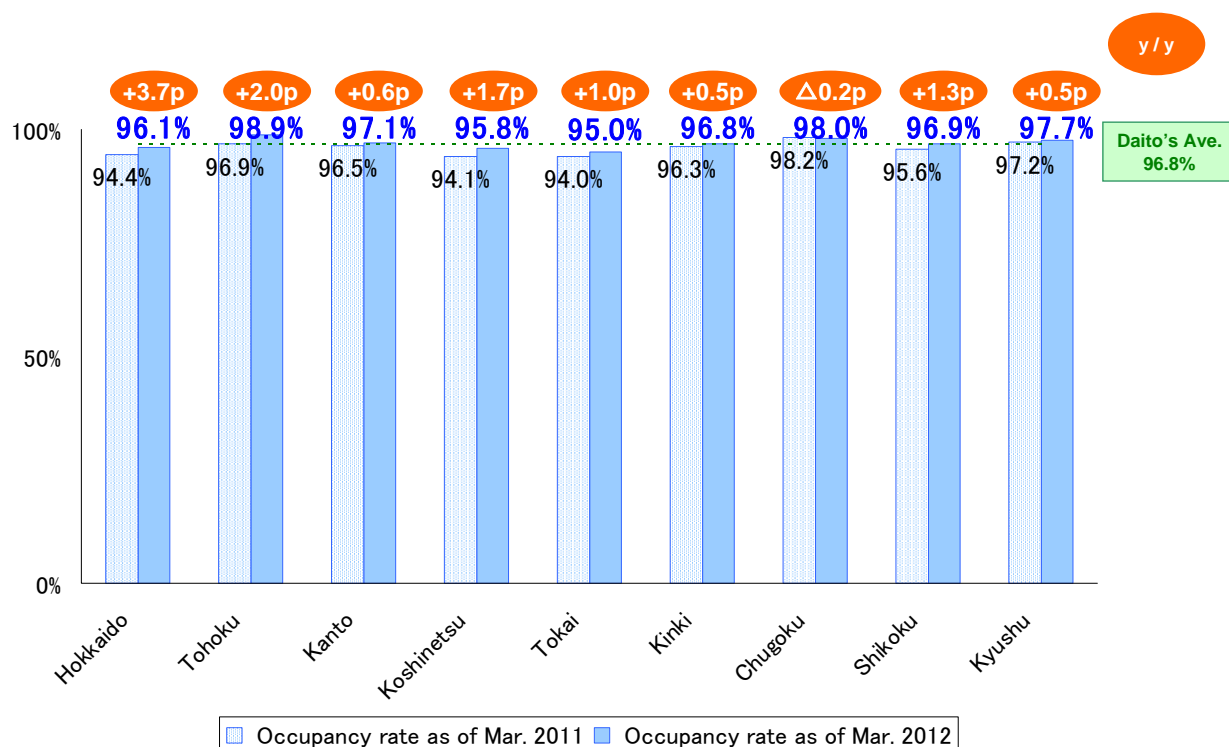


V-21 Rent basis occupancy rate

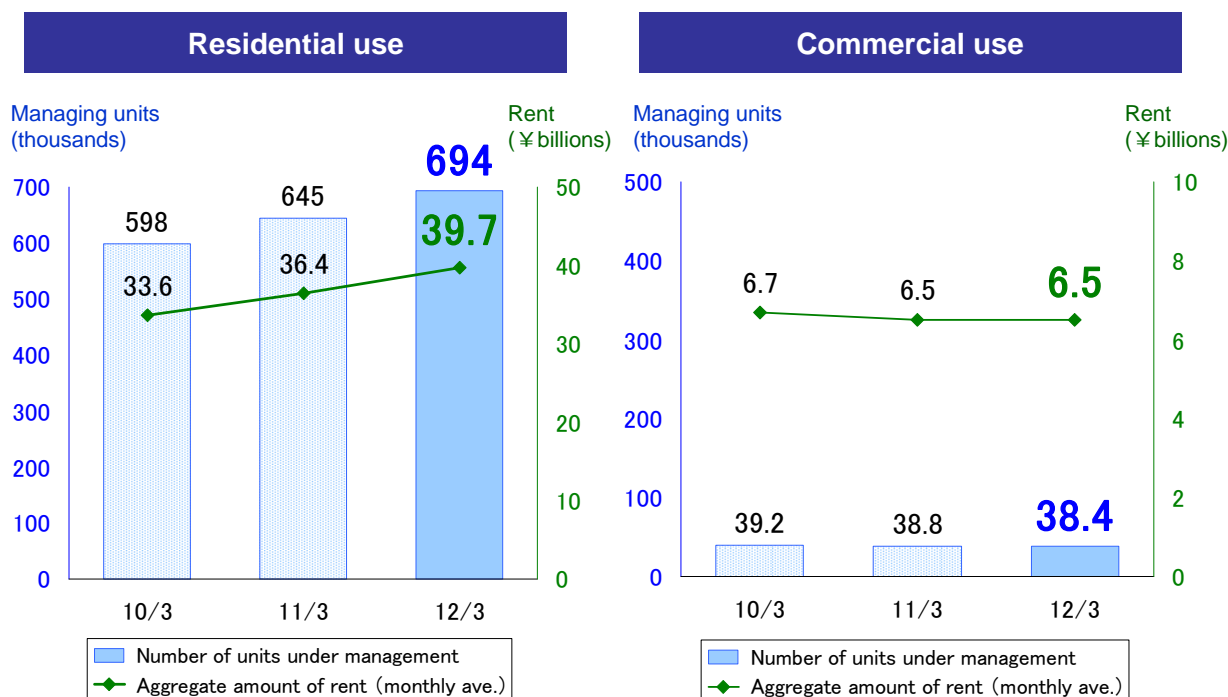


Rent basis occupancy rate	2008(Mar.)	2009(Mar.)	2010(Mar.)	2011(Mar.)	2012(Mar.)	y / y
Residential use (%)	96.4%	95.6%	94.6%	96.0%	96.8%	+0.8p
Commercial use (%)	95.5%	94.1%	91.3%	92.1%	94.1%	+2.0p

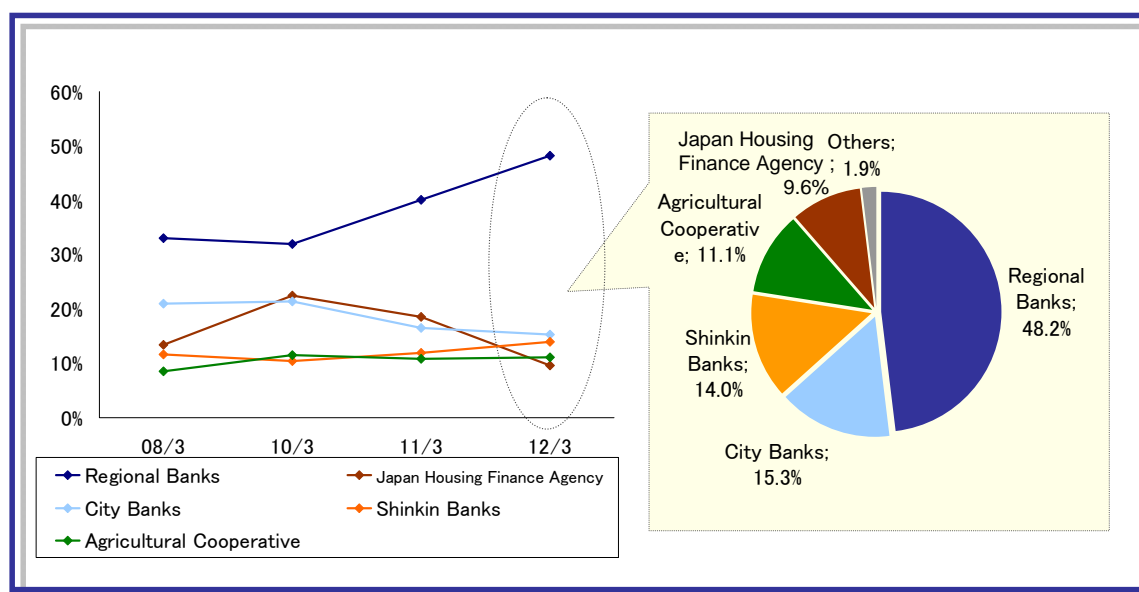
V-22 Rent basis occupancy rate by area (Residential use / March)



V-23 Number of units under management & aggregate amount of rent



Shares of financial institutions (Construction starts basis)



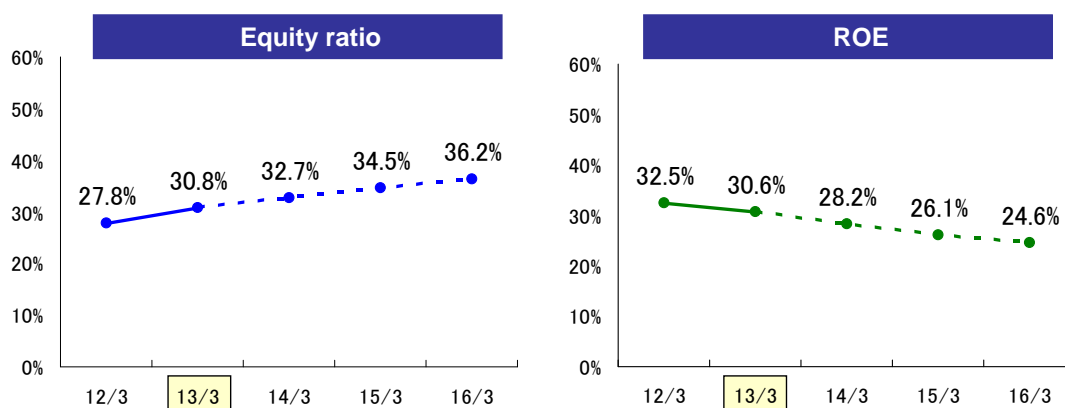
V-24 Mid-term plan (Profit and loss statement)

(¥billions)

	Result	Plan			
	2012/3	2013/3	2014/3	2015/3	2016/3
Net sales	1,087.1	1,166.9	1,244.3	1,324.2	1,405.7
Construction	468.6	502.4	531.8	564.4	594.5
Real estate	589.9	632.9	678.0	722.3	770.2
Other	28.5	31.6	34.5	37.5	41.0
Gross profit	214.1	225.8	240.1	256.7	273.7
Construction	175.1	178.9	189.0	200.5	211.4
Real estate	29.2	36.1	39.3	43.4	48.9
Other	9.7	10.8	11.7	12.7	13.7
SG & A expenses	132.1	141.8	148.1	156.7	163.7
Operating income	81.9	84.0	92.0	100.0	110.0
Ordinary income	84.2	86.5	94.8	102.8	112.8
Net income	47.1	51.2	56.0	60.8	66.7

※The influence of IFRS is not considered.

V-25 Mid-term plan (Equity ratio & ROE)

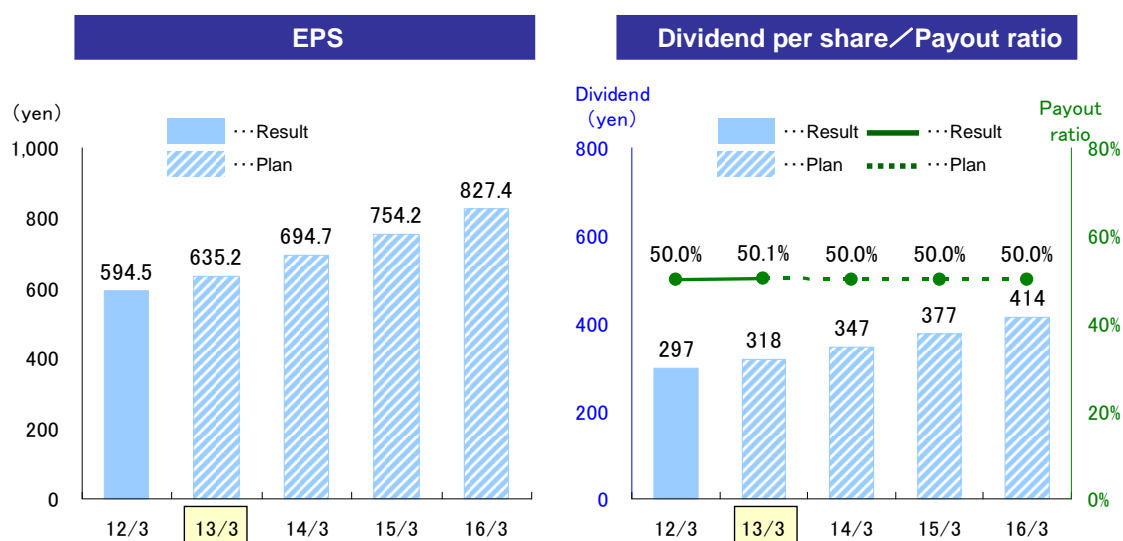


(¥billions)

	Result	Plan			
	2012/3	2013/3	2014/3	2015/3	2016/3
Total asset	569.0	608.4	665.8	726.8	797.5
(Loans payable)	(124.5)	(111.2)	(94.9)	(80.2)	(65.4)
Net asset	152.0	182.5	214.2	251.3	291.1
Equity ratio	27.8%	30.8%	32.7%	34.5%	36.2%
ROE	32.5%	30.6%	28.2%	26.1%	24.6%

※The influence of IFRS is not considered.

V-25 Mid-term plan (EPS & Payout ratio)



1. Disclaimer of warranties for the contents

Daito pays careful attention about the information carried on this homepage. However, Daito can not offer the guarantee about the accuracy, reliability, safety, etc. Please recognize the information about future forecast that Daito may offer is prediction of Daito at a certain time and is uncertain. In addition, please note that Daito may discontinue or change the contents of the website without a prior announcement.

2. Copyright etc.

All the information offered on this website is protected by the law of the Copyright Act and others. Quotation, reproduction and the duplicate without Daito's authorization are prohibited.

Daito Trust Construction Co. Ltd

URL : <http://www.kentaku.co.jp>

E-Mail : keiki@kentaku.co.jp