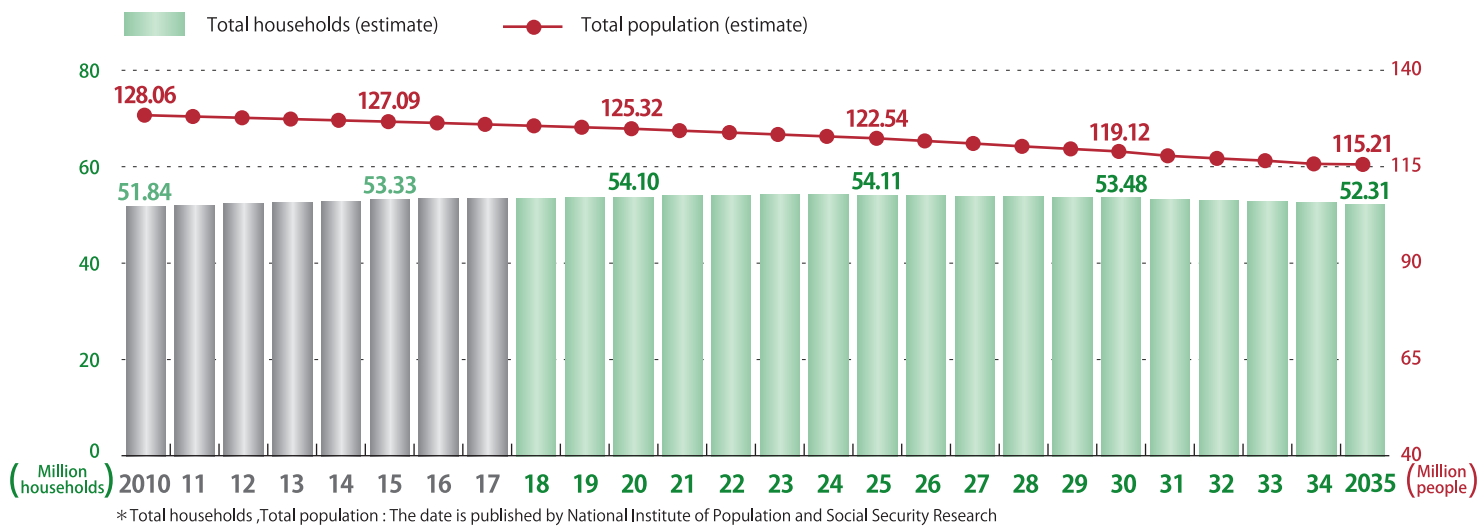
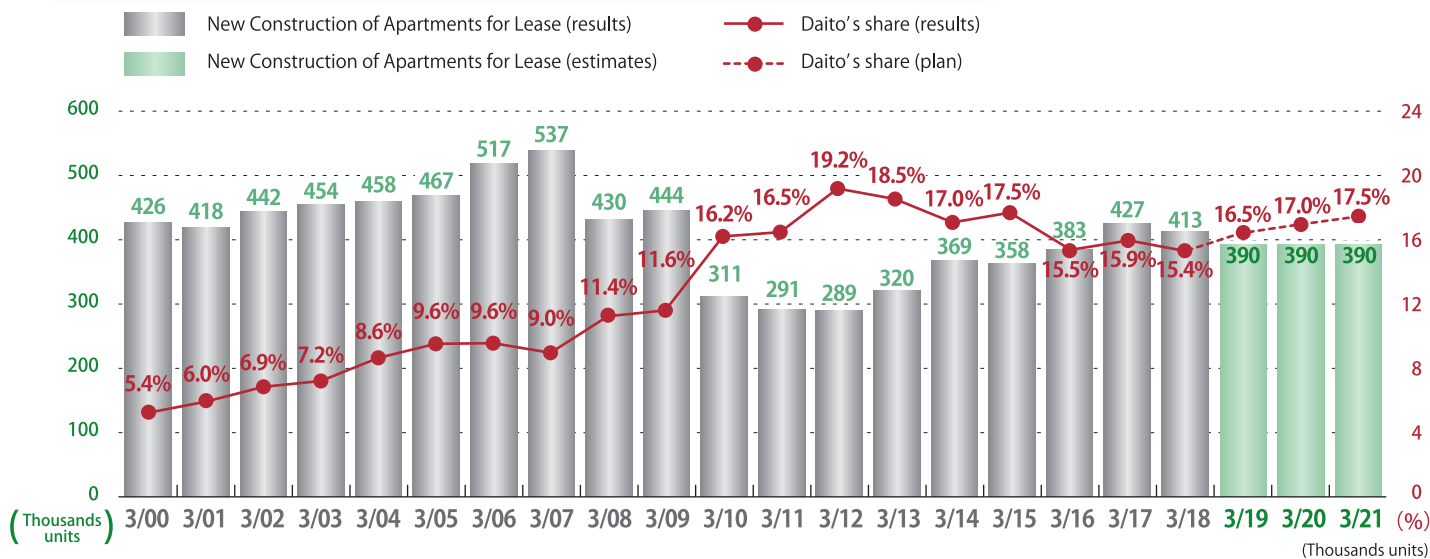


## Total population / Future estimate of the total households



## New Construction of Apartments for Lease / Daito's share



Fiscal year	3/00	3/01	3/02	3/03	3/04	3/05	3/06	3/07	3/08	3/09	3/10	3/11	3/12	3/13	3/14	3/15	3/16	3/17	3/18	3/19	3/20	3/21
New Construction of Apartments for Lease A	426	418	442	454	458	467	517	537	430	444	311	291	289	320	369	358	383	427	413	390	390	390
Daito's starts B	22	25	30	32	39	44	49	48	48	51	50	48	55	59	63	62	59	67	63	64	66	68
Daito's share B/A	5.4%	6.0%	6.9%	7.2%	8.6%	9.6%	9.6%	9.0%	11.4%	11.6%	16.2%	16.5%	19.2%	18.5%	17.0%	17.5%	15.5%	15.9%	15.4%	16.5%	17.0%	17.5%

\* New Construction of Apartments for Lease; The results are referred from Ministry of Land, Infrastructure, Transport and Tourism, and the estimates are our own and not referred from the government agencies.

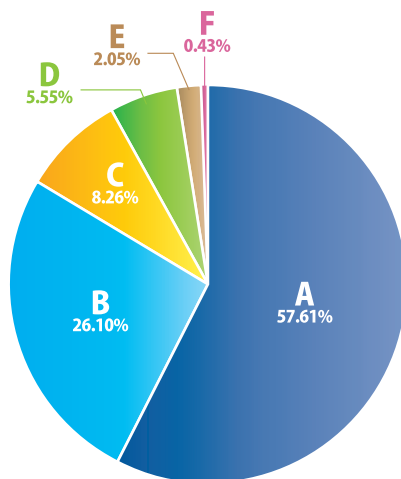
## Number of shares and shareholders

Number of shares authorized	329,541,100
Number of shares issued	75,628,879
Number of shareholders [person]	16,043

## Composition of shareholders

A Foreign investors	43,572,028 (57.61%)
B Financial institutions	19,737,914 (26.10%)
C individuals and others	6,247,996 ( 8.26%)
D Domestic corporations	4,193,869 ( 5.55%)
E Securities firms	1,554,199 ( 2.05%)
F Daito Trust Construction Co.,Ltd.	322,873 ( 0.43%)

\*As of March 31st 2018



Daito Kentaku Group is the SUPPORTING COMPANY of the Japan National Football Team.

DAITO TRUST CONSTRUCTION CO., LTD.  
2-16-1 Konan, Minato - ku, Tokyo 108-8211, Japan  
TEL : +81-3-6718-9111 <http://www.kentaku.co.jp/e/>

Life is Built on Trust.

## Mid-Term Business Plan 2018

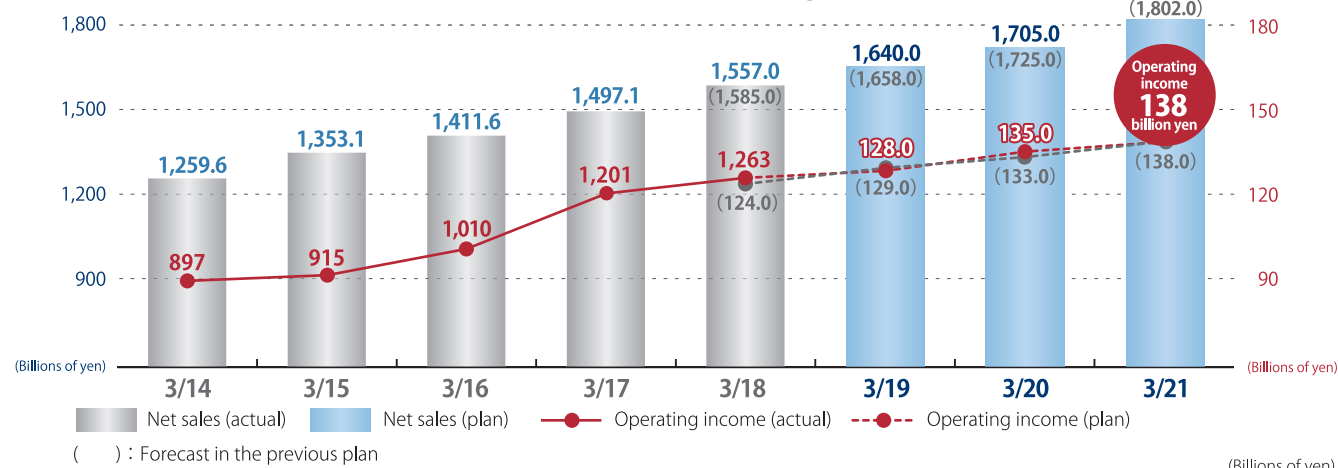
DAITO KENTAKU GROUP

# FY3/21 Plan

Net sales: **1,791 billion yen** [+4.9% annual growth FY3/16]  
 Operating income: **138 billion yen** [+6.6% annual growth FY3/16]

## Income Statement

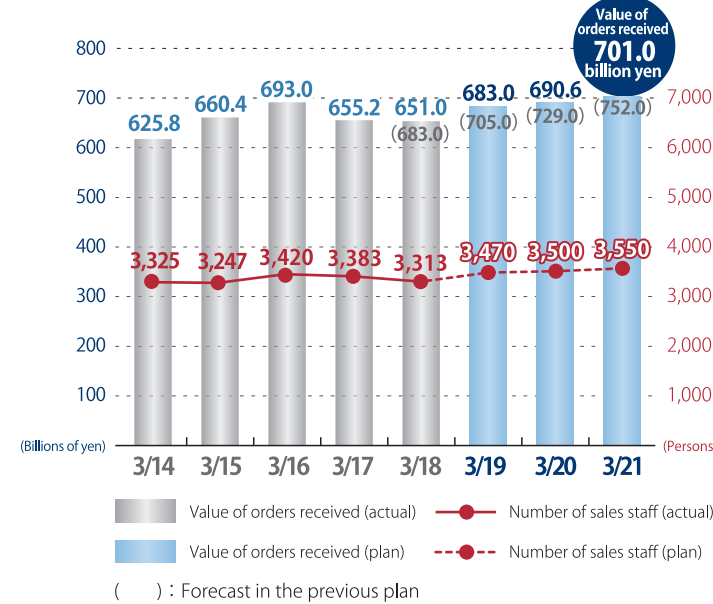
### Net sales and operating income



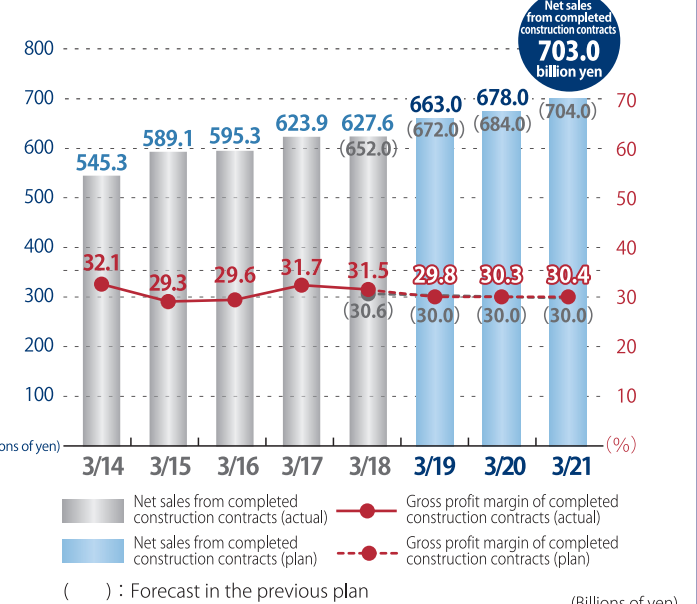
Fiscal year	3/14	3/15	3/16	3/17	3/18	3/19	3/20	3/21
Net sales	1,259.6	1,353.1	1,411.6	1,497.1	1,557.0	1,640.0	1,705.0	1,791.0
Construction	545.3	589.1	595.3	623.9	627.6	663.0	678.0	703.0
Real estate	677.6	723.8	774.8	824.6	871.3	920.0	966.8	1,022.7
Other	36.6	40.1	41.4	48.5	57.9	57.0	60.2	65.3
Gross profit	233.0	238.9	254.4	285.5	297.0	303.2	312.6	323.3
Construction	175.2	172.5	176.2	197.6	197.5	197.3	205.7	213.6
Real estate	45.3	52.2	62.6	72.7	79.0	83.5	84.4	87.3
Other	12.4	14.1	15.5	15.2	20.4	22.4	22.5	22.4
SG&A expenses	143.3	147.4	153.4	165.4	170.6	175.2	177.6	185.3
Operating income	89.7	91.5	101.0	120.1	126.3	128.0	135.0	138.0
Ordinary income	93.3	95.8	105.5	124.5	131.5	133.0	140.0	143.0
Net income	55.2	56.1	67.2	82.1	87.8	90.0	95.0	97.0

## Construction Business

### Value of orders received and number of sales staff



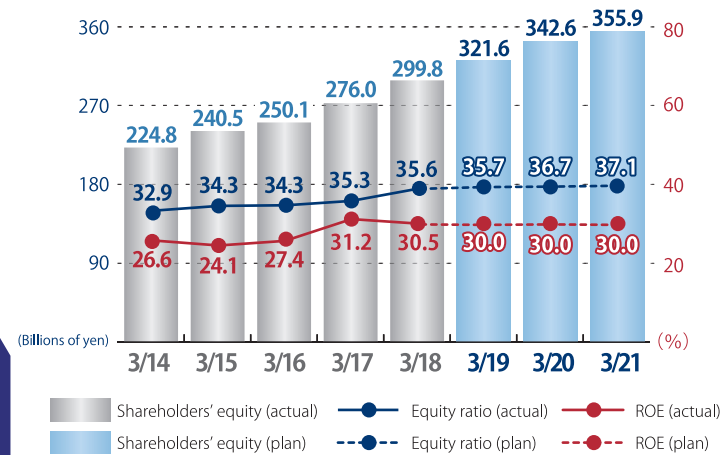
### Net sales from completed construction contracts



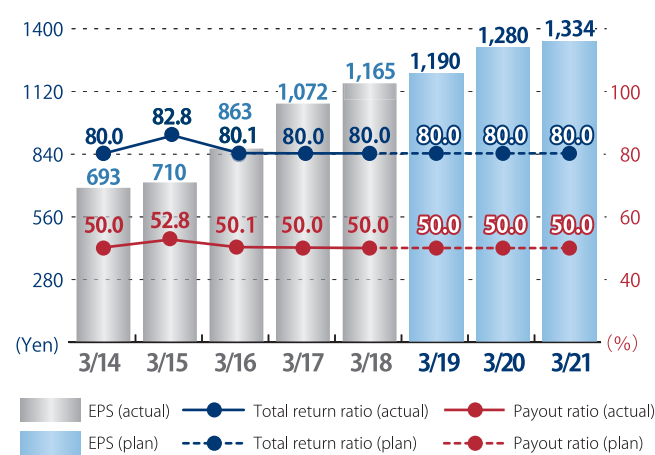
Fiscal year	3/14	3/15	3/16	3/17	3/18	3/19	3/20	3/21
Orders received	625.8	660.4	693.0	655.2	651.0	683.0	690.6	701.0
Sales staff (persons)	3,325	3,247	3,420	3,383	3,313	3,470	3,500	3,550
Net sales from completed construction contracts	545.3	589.1	595.3	623.9	627.6	663.0	678.0	703.0
Gross profit margin of completed construction contracts	32.1%	29.3%	29.6%	31.7%	31.5%	29.8%	30.3%	30.4%

## Financial Indicators/Return to Shareholders

### Shareholders' equity, equity ratio, ROE



### EPS, payout ratio, total return ratio

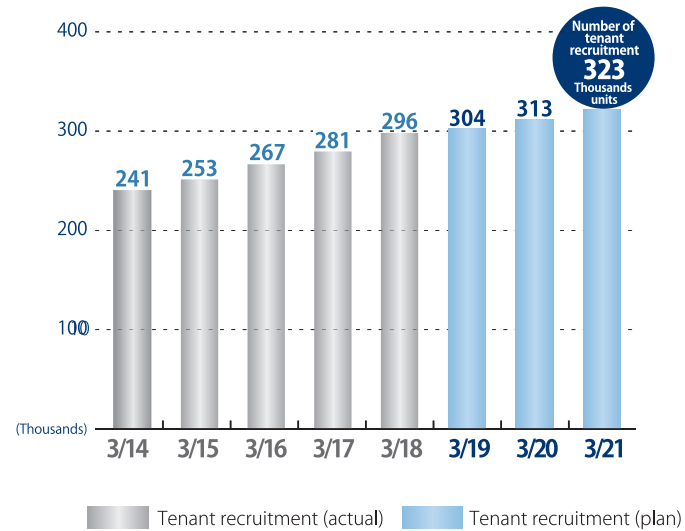


Fiscal year	3/14	3/15	3/16	3/17	3/18	3/19	3/20	3/21
Shareholders' equity	224.8	240.5	250.1	276.0	299.8	321.6	342.6	355.9
Equity ratio	32.9%	34.3%	34.3%	35.3%	35.6%	35.7%	36.7%	37.1%
ROE	26.6%	24.1%	27.4%	31.2%	30.5%	30.0%	30.0%	30.0%
EPS (yen)	693	710	863	1,072	1,165	1,190	1,280	1,334
Cash dividends per share (yen)	347	375	432	536	583	595	640	668
Payout ratio	50.0%	52.8%	50.1%	50.0%	50.0%	50.0%	50.0%	50.0%
Total return ratio (including acquisition of treasury stock*)	80.0%	82.8%	80.1%	80.0%	80.0%	80.0%	80.0%	80.0%

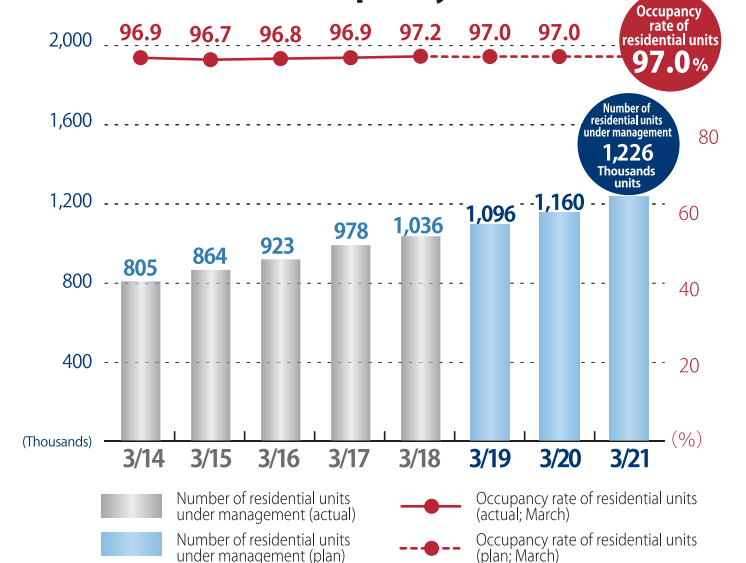
ROE: Return on equity  
 EPS: Earnings per share  
 \*When consolidated net income exceeds 10 billion yen and when certain conditions are met—for example, there is no large-scale capital demand—the company acquires treasury stock and retires it on an ongoing basis. The amount acquired shall be no more than 30% of consolidated net income.

## Real Estate Business

### Tenant recruitment



### Residential units under management and occupancy rate



Fiscal year	3/14	3/15	3/16	3/17	3/18	3/19	3/20	3/21
Number of tenant recruitment (thousands)	241	253	267	281	296	304	313	323
Number of residential units under management (thousands)	805	864	923	978	1,036	1,096	1,160	1,226
Occupancy rate of residential units (March)	96.9%	96.7%	96.8%	96.9%	97.2%	97.0%	97.0%	97.0%