



DAITO TRUST CONSTRUCTION CO., LTD.

Report on Settlement of Accounts for FY ended in March 31, 2020

Financial Highlights, Year ended in March 31, 2020

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I . About Coronavirus(COVID-19) Infection

Impacts of infectious disaster on business

■ Impacts on each segment

Segments	Current situation	Scheduled to resume
Construction business	<ul style="list-style-type: none">• All offices temporarily stopped construction sales activities.• 1,750 construction sites were closed until May 7th.	<ul style="list-style-type: none">➔ With canceling the self-restraint request➔ With consent of owner
Real estate business	<ul style="list-style-type: none">• All offices temporarily stopped tenant recruitment activities. (using TV phone for explanation or preview of room, etc.)• Building management business continues only providing minimum services required for life.	<ul style="list-style-type: none">➔ With canceling the self-restraint request
Other businesses	<ul style="list-style-type: none">• Gas providing business continues by working in turns.• No facility closed in nursing care and childcare businesses.• Hotels in Malaysia stopped accepting new reservations until May 12th.	<ul style="list-style-type: none">➔ Undecided

Response to infection disaster ①

■ Rent payment grace

Applicable area	The whole country
Available person or corporation	Those who have difficulty in paying rent due to a disaster ※Limited to whole-building lease property
Applicable payment	Rent, parking fee, common service fee, etc. (※Up to 3 months)
Grace payment	Up to 2 years installment payment ※If they leave on the way, one-time payment at the time
Application procedure	No proof of income reduction required

■ Image of system (ex. Rent: ¥60,000, Split period of rent payment: two-year, Application in Apr.)

Month	4/2020	5/2020	6/2020	7/2020	8/2020	9/2020	...	6/2022	7/2022
Rent	¥60,000	¥60,000	¥60,000	¥60,000	¥60,000	¥60,000	...	¥60,000	¥60,000
Grace	※Apply	Rent payment grace			+¥7,500	+¥7,500	...	+¥7,500	+¥7,500

Grace amount
¥180,000

Up to 2 years installment payment

Response to infectious disaster ②

■ Gas fee grace

Applicable area	The whole country
Available person or corporation	Those who have difficulty in paying gas fee due to a disaster ※Limited to contractor with Gaspal Group
Applicable payment	Gas fee up to 3 months
Grace payment	Up to 2 years grace period for payment of gas fee

■ Gas fee discount

Applicable area	The whole country
Available person or corporation	Contractor with Gaspal Group
Applicable fee	Basic gas fee for June–Aug. 2020
Discount	5% discount on basic fee (tax excluded)

II. Results in FY ended in March 31, 2020

Highlights

Results in FY ended in March 31, 2020

- Increase in profit for 12 consecutive FY
- Decrease in sales(YoY)

Key Figures

- Orders received : ¥519.2bn (△18.3% YoY)
- Occupancy rate(rent basis※) : 97.2% (△0.2p YoY)

Keep safety level

Management index

- ROE : 30.6%
- Operating income margin : 8.1%

Shareholder return

- Annual dividend : ¥653 (Dividend increase +¥47)
- Acquisition of treasury stock : ¥59.1bn • 4.16mn shares
(Extinguished in March 31, 2020)

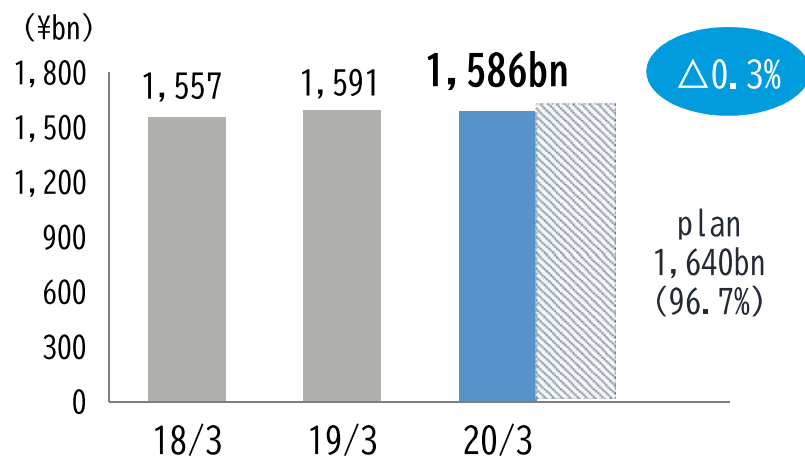
Dividend increase
for 11 consecutive FY

※ Rent basis as occupancy rate
= 100% - {(Lease fee payment for vacant rental housing) / (Aggregate amount of rent [%])}

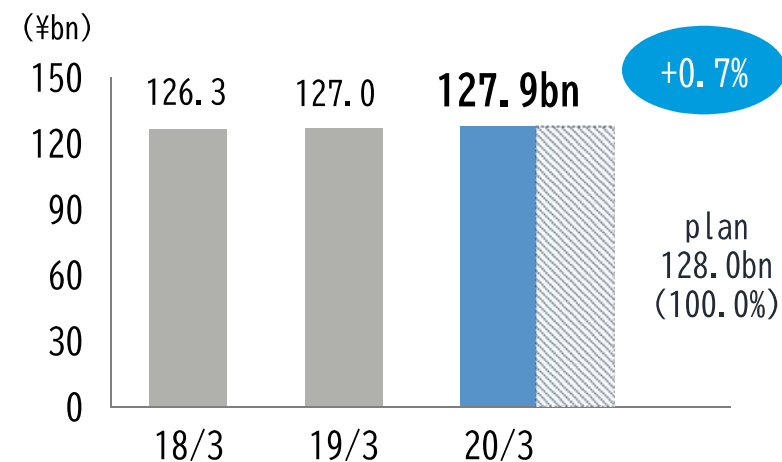
PL (Consolidated PL)

● : YoY

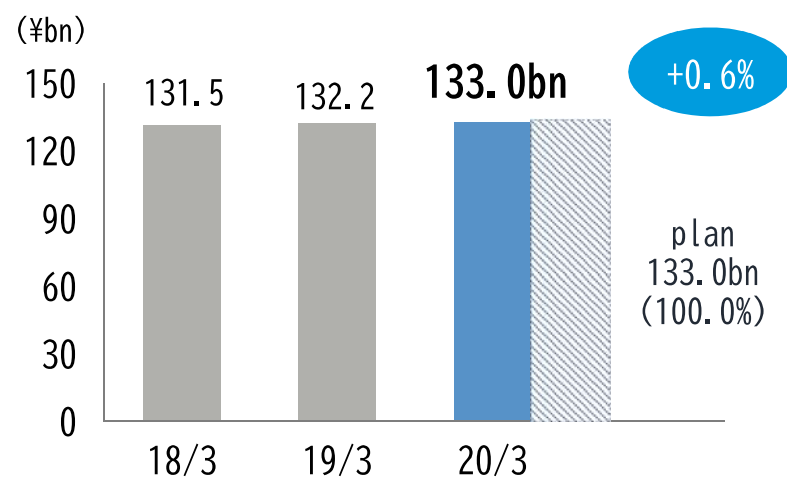
■ Net sales



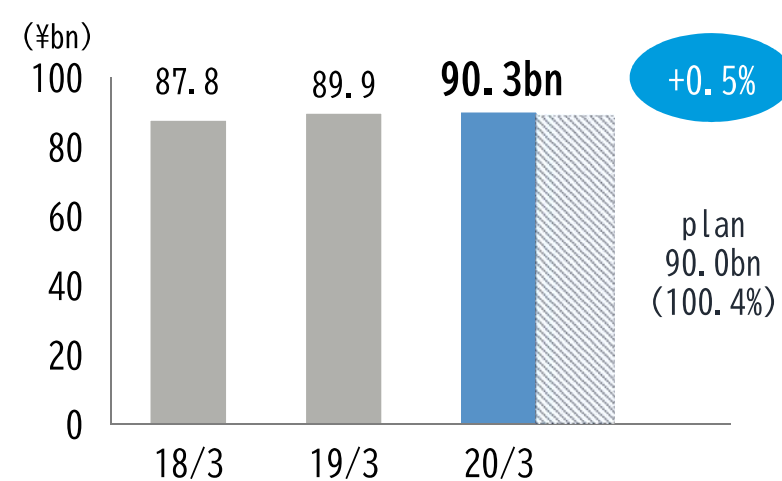
■ Operating income



■ Ordinary income



■ Net income attributable to owners of parent



PL (Factors of fluctuation in operating income) <YoY>

■ Major factors of fluctuation (Operating income +¥0.9bn)

<p>Gross profit on completed construction contracts <△¥24.6bn></p>	<ul style="list-style-type: none"> • Decrease in completed construction (¥609.7bn→¥551.1bn) △¥17.68bn • Decrease in gross profit margin (30.1%→28.9%) △¥6.97bn
<p>Gross profit on real estate business <+¥9.8bn></p>	<ul style="list-style-type: none"> • Increase in profit from whole-building lease business +¥6.43bn • Increase in restoration to original condition or repairing construction +¥1.29bn • Increase in profit from rent guarantee business +¥1.26bn • Increase in profit from brokerage of rental estate business +¥0.83bn • Decrease in profit from electricity business △¥0.30bn • Increase in profit from monthly leasing business +¥0.30bn
<p>Gross profit on other businesses <+¥1.3bn></p>	<ul style="list-style-type: none"> • Increase in profit from gas business +¥1.21bn • Increase in profit from financial business +¥0.52bn • Decrease in profit from overseas hotel business △¥0.26bn • Decrease in profit from the other business △¥0.22bn
<p>SG&A expenses <+¥14.4bn></p>	<ul style="list-style-type: none"> • Decrease in personnel expenses +¥14.52bn • Decrease in advertising & general publicity expenses +¥3.90bn • Increase in other expenses. (Purchase of PCs, etc.) △¥4.00bn

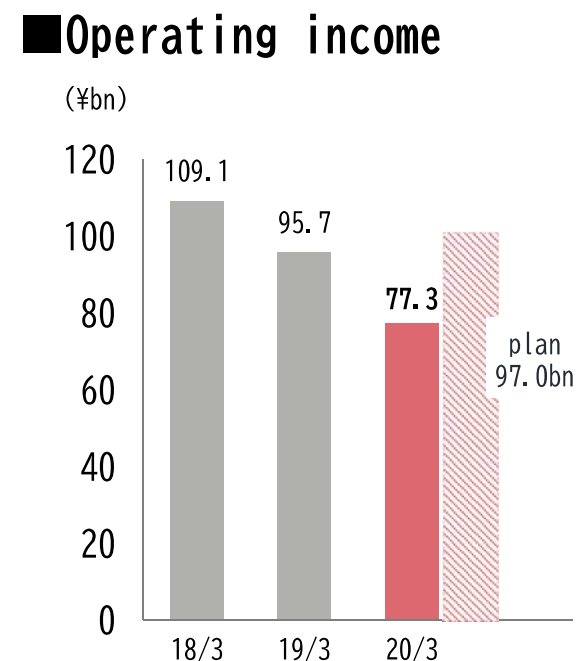
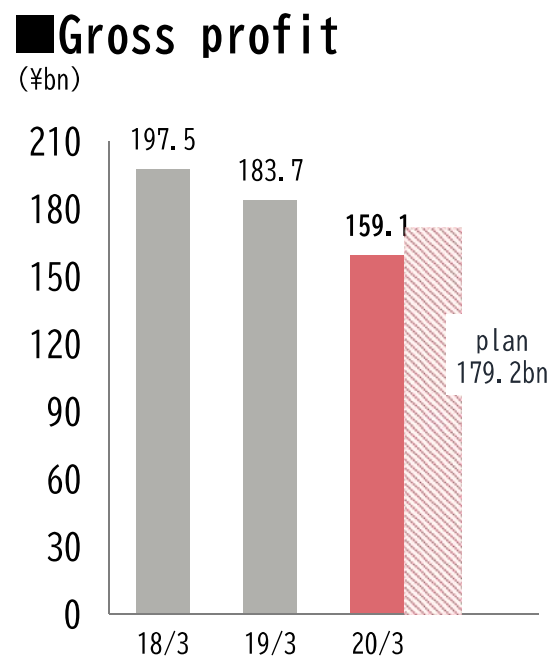
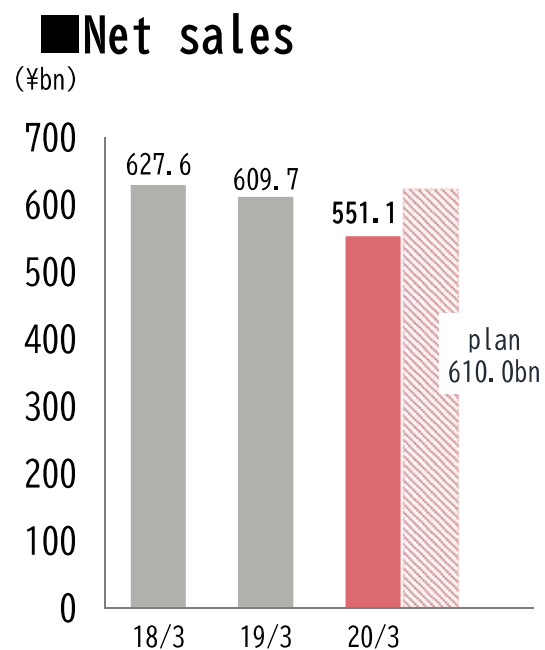
■Major factors of fluctuation (Operating income Δ ¥0.1bn)

<p>Gross profit on completed construction contracts <Δ¥20.1bn></p>	<ul style="list-style-type: none"> • Decrease in completed construction (¥610.0bn→¥551.1bn) Δ¥17.30bn • Decrease in gross profit margin (29.4%→28.9%) Δ¥2.79bn
<p>Gross profit on real estate business <+¥4.6bn></p>	<ul style="list-style-type: none"> • Increase in profit from whole-building lease business +¥2.82bn • Increase in restoration to original condition or repairing construction +¥1.14bn • Increase in profit from rent guarantee business +¥0.63bn
<p>Gross profit on the other businesses <Δ¥0.4bn></p>	<ul style="list-style-type: none"> • Decrease in profit from nursing care business Δ¥0.17bn • Decrease in profit from overseas hotel business Δ¥0.25bn
<p>SG&A expenses <+¥15.8bn></p>	<ul style="list-style-type: none"> • Decrease in personnel expenses +¥16.25bn • Decrease in advertising & general publicity expenses +¥0.27bn • Increase in the other expenses (Purchase of PCs, etc.) Δ¥0.75bn

Profit & Loss by segment (Construction segment ①)

(¥bn)

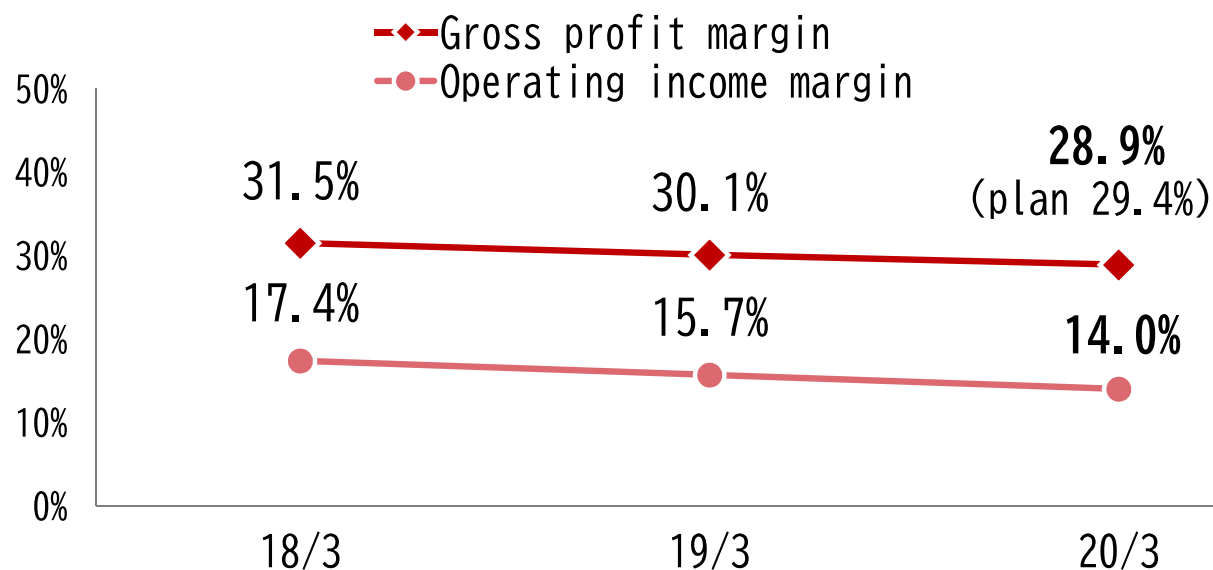
	2019/3	2020/3	(YoY)
Net sales	609.7	551.1	(△9.6%)
Gross profit	183.7	159.1	(△13.4%)
Operating income	95.7	77.3	(△19.2%)



Profit & Loss by segment (Construction segment ②)

	2019/3	2020/3	(YoY)
Gross profit margin	30.1%	28.9%	($\Delta 1.2\text{p}$)
Operating income margin	15.7%	14.0%	($\Delta 1.7\text{p}$)

■ Gross profit margin • Operating income margin



Major breakdown of the variance($\Delta 1.2\text{p}$)

① Labor cost	$\Delta 0.9\text{p}$
② Material cost	$\pm 0.0\text{p}$
③ Exchange	$+0.3\text{p}$
④ Recognition of deferred income	$\Delta 0.6\text{p}$

Major breakdown of the variance($\Delta 0.5\text{p}$)

① Labor cost	$\Delta 0.9\text{p}$
② Material cost	$+0.2\text{p}$
③ Exchange	$+0.5\text{p}$
④ Recognition of deferred income	$\Delta 0.3\text{p}$

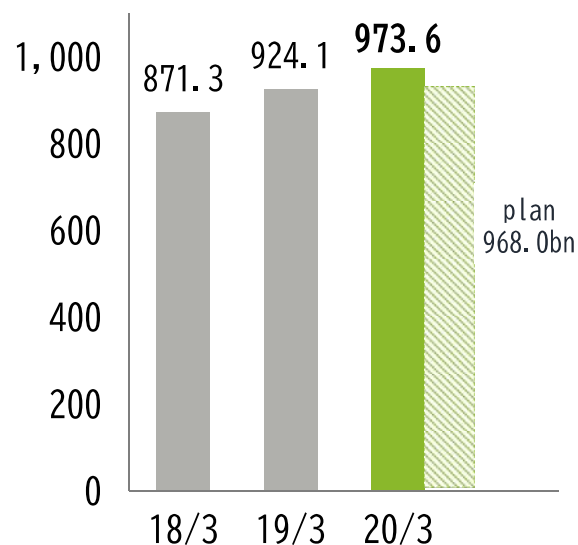
Profit & Loss by segment (Real estate business ①)

(¥bn)

	2019/3	2020/3	(YoY)
Net sales	924.1	973.6	(+5.4%)
Gross profit	88.9	98.7	(+11.0%)
Operating income	44.0	56.5	(+28.2%)

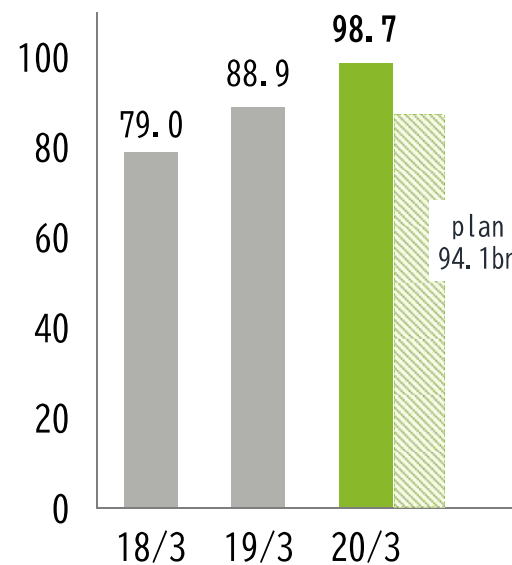
Net sales

(¥bn)



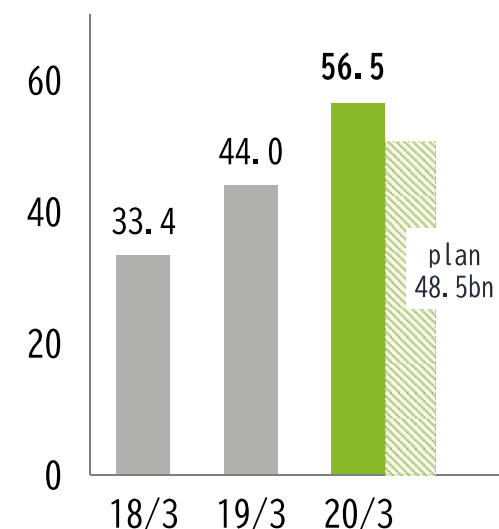
Gross profit

(¥bn)



Operating income

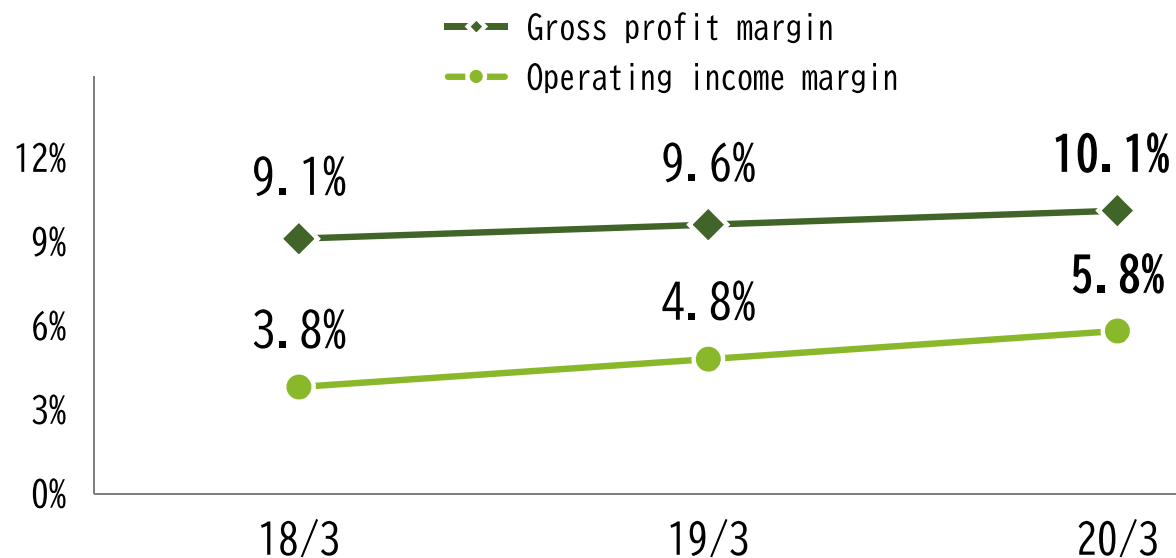
(¥bn)



Profit & Loss by segment (Real estate business ②)

	2019/3	2020/3	(YoY)
Gross profit margin	9.6%	10.1%	(+0.5p)
Operating income margin	4.8%	5.8%	(+1.0p)

■ Gross profit margin • Operating income margin



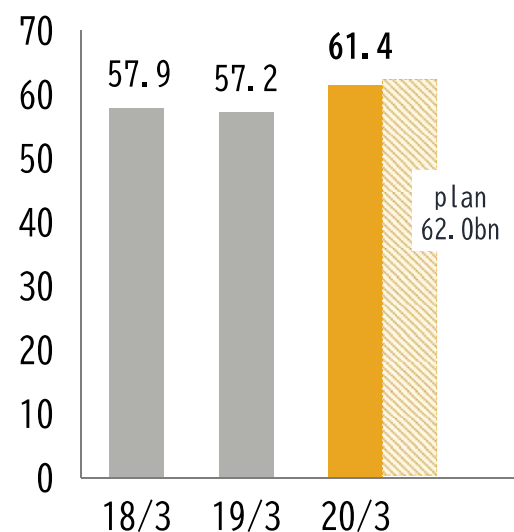
Profit & Loss by segment (Other businesses)

(¥bn)

	2019/3	2020/3	(YoY)
Net sales	57.2	61.4	(+7.3%)
Gross profit	23.3	24.6	(+5.4%)
Operating income	12.1	12.7	(+4.3%)

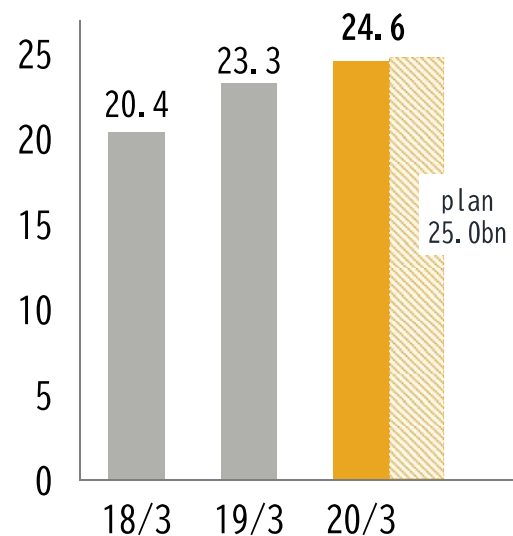
Net sales

(¥bn)



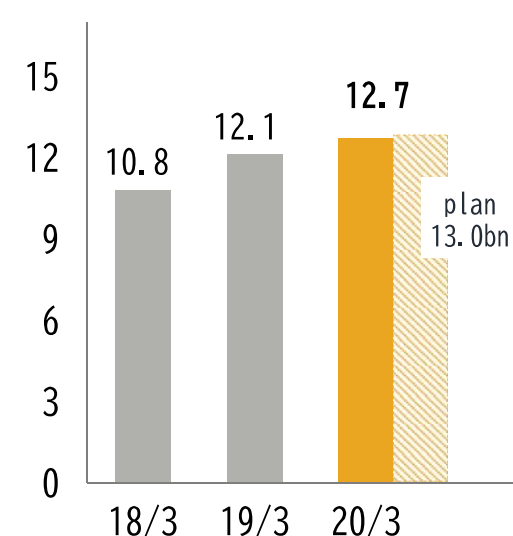
Gross profit

(¥bn)



Operating income

(¥bn)



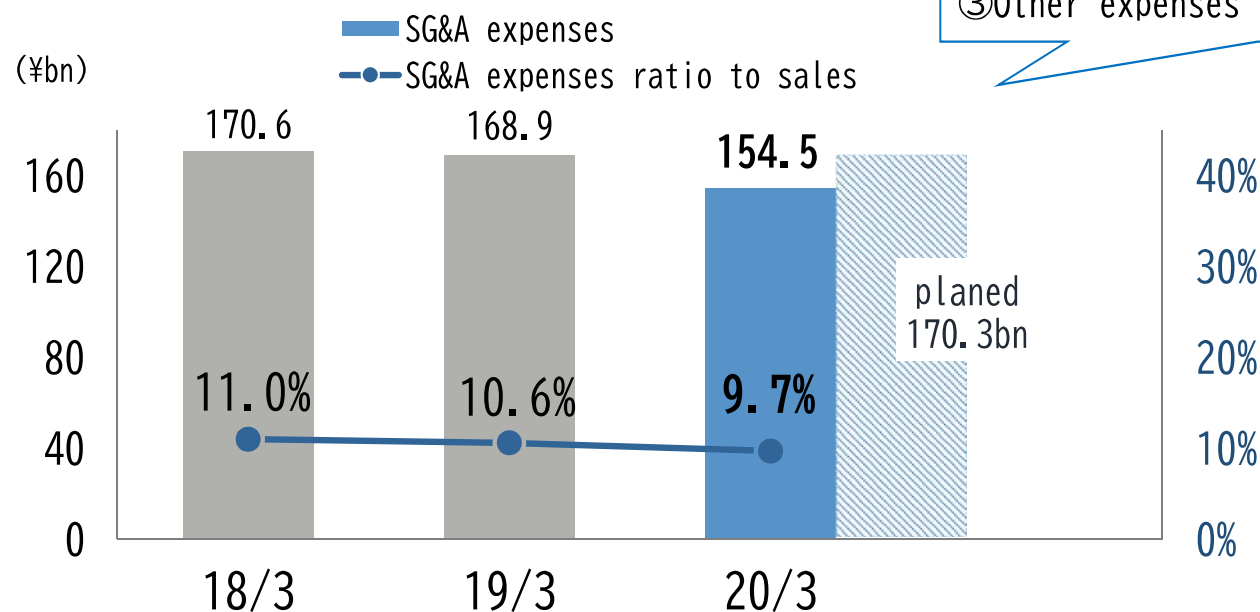
Selling, general and administrative expenses

(¥bn)

	2019/3	2020/3	(YoY)
SG&A expenses	168.9	154.5	(△8.6%)
SG&A expenses ratio to sales	10.6%	9.7%	[△0.9p]

[] : Difference from same period in previous year

■ SG&A expenses • SG&A expenses ratio to sales



Major breakdown of the variance (△¥14.4bn)

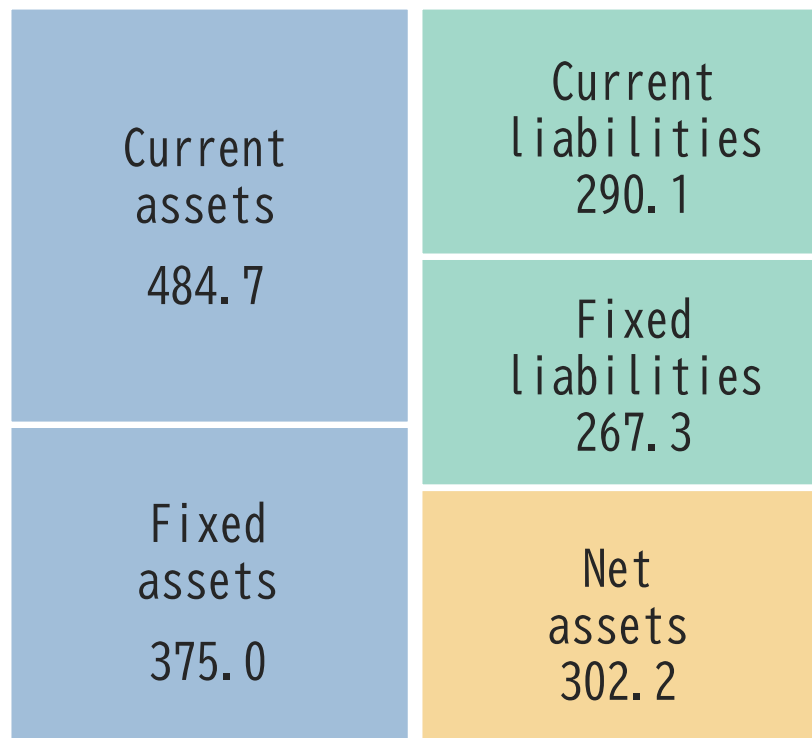
- ① Labor cost △¥14.5bn
- ② Advertising & general publicity expenses △¥3.9bn
- ③ Other expenses +¥4.0bn

Financial review (Consolidated BS)

(¥bn)

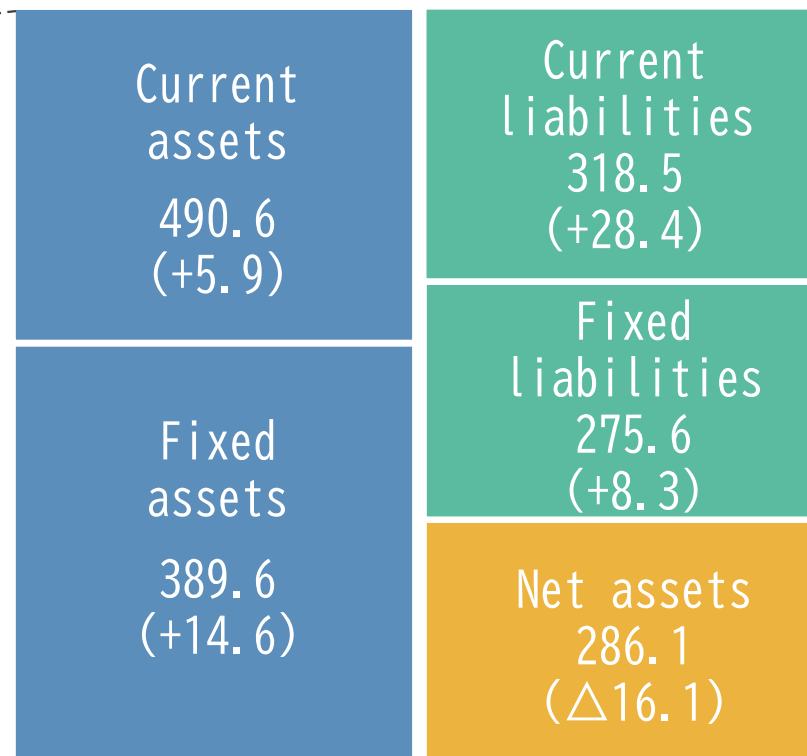
End of Mar. 2019

Total assets ¥859.7bn



End of Mar. 2020

Total assets ¥880.2bn
(+¥20.5bn)



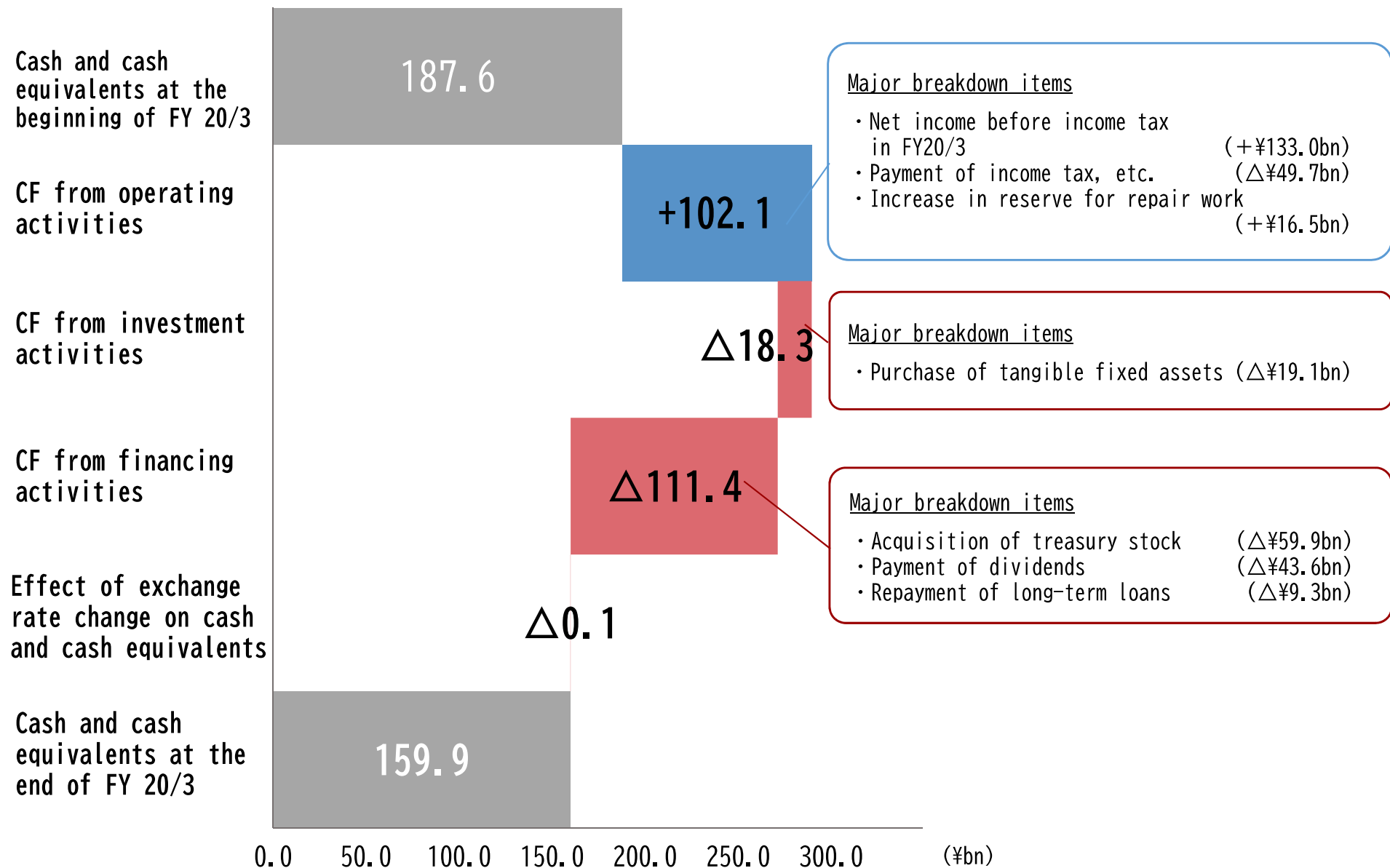
Equity ratio	35.3%
B P S	¥4,191.58
E P S	¥1,212.20

Equity ratio	32.5%
B P S	¥4,186.91
E P S	¥1,306.71

※B P S:Net assets per share

※E P S:Quarterly (current year) net income per share

Financial review (Consolidated CF)

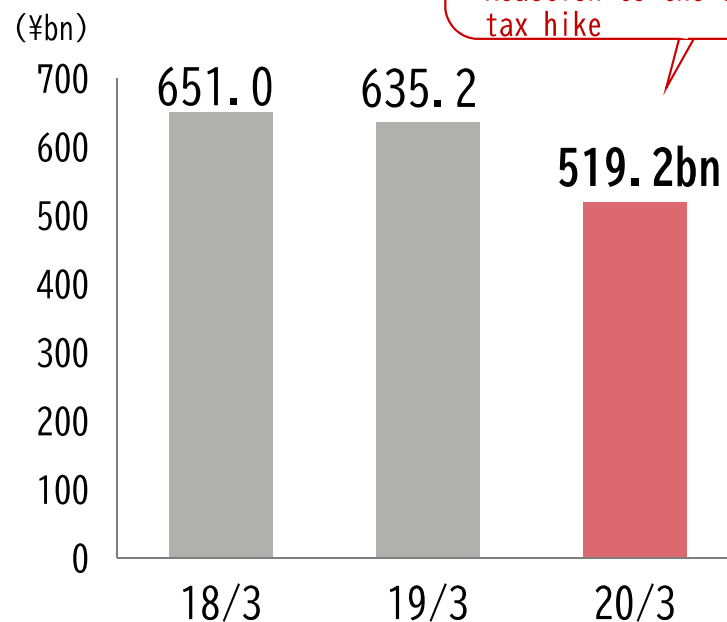


III. Key Figures

Orders received **¥519.2bn (△18.3% YoY)**

Orders in hand **¥829.9bn (△ 7.2% YoY)**

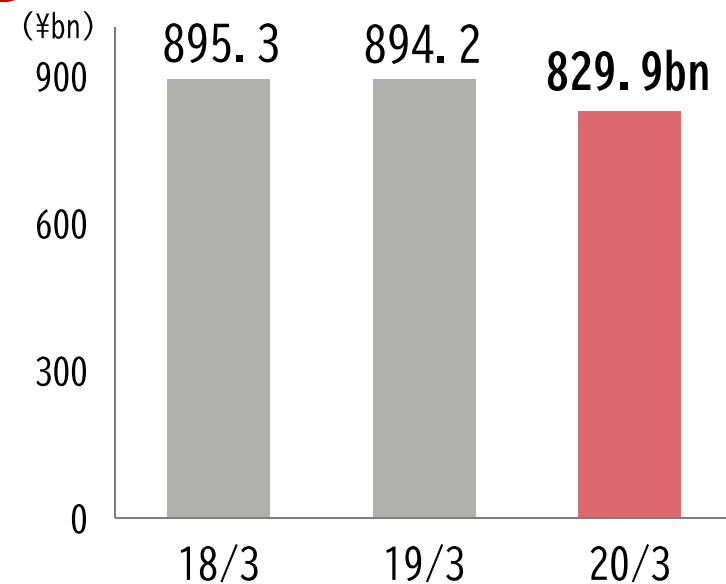
■ Orders received



Main cause of decrease in orders

- Strict financing
- Distrust of the industry due to construction problems of other companies
- Reduction of working hours (work style reform)
- Reaction to the consumption tax hike

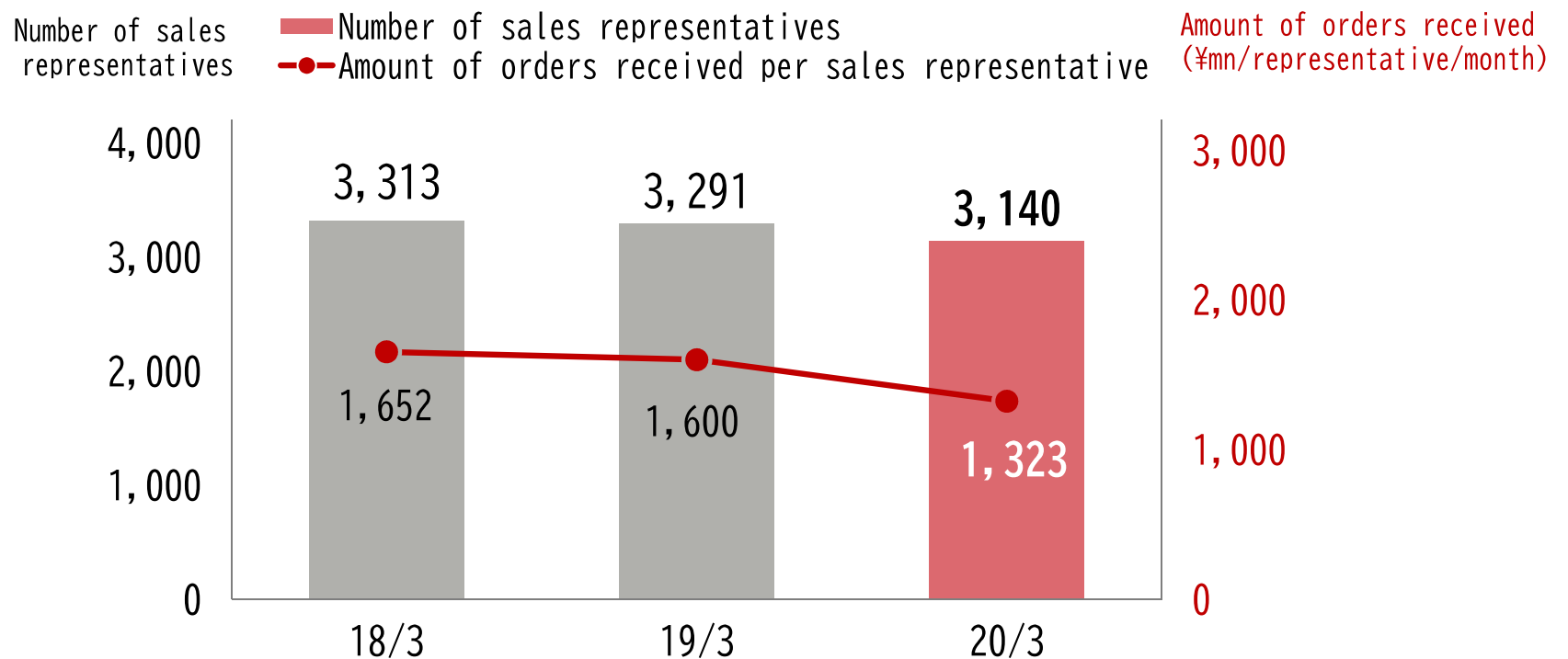
■ Orders in hand



Orders received (Efficiency in receiving orders)

Number of sales representatives 〈End of the FY〉 3,140 (△151 YoY)

Amount of orders received per sales representative
¥13.23mn/month (△¥2.77mn YoY)

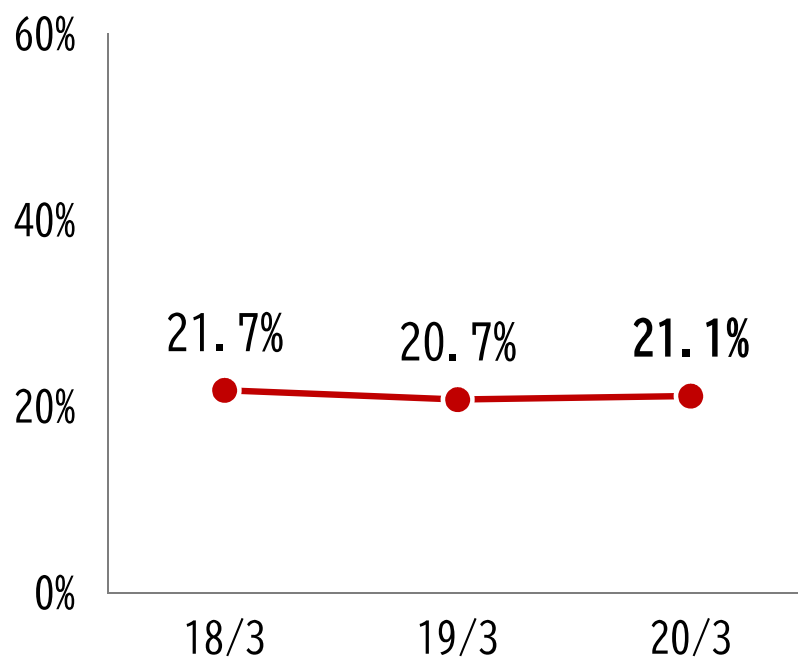


Orders received (Mid-rise ratio and rebuild ratio)

Mid-rise ratio 21.1% (+0.4p YoY)

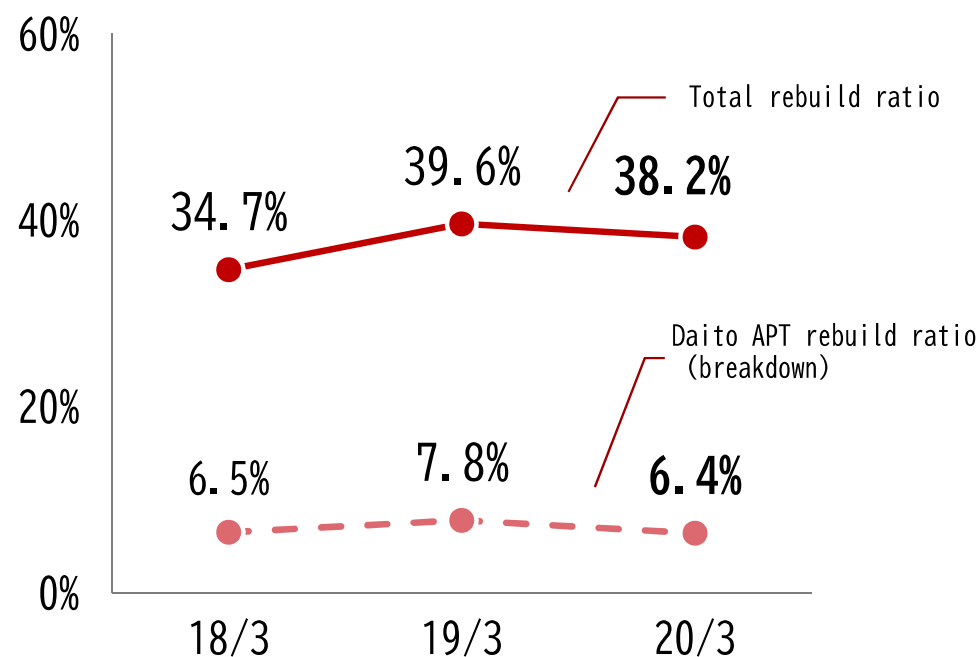
Rebuild ratio 38.2% (Δ 1.4p YoY)

■ Mid-rise ratio ※1



※1 Mid-rise ratio = Number of orders received for APT house with 3 or more stories / Total number of orders received

■ Rebuild ratio ※2



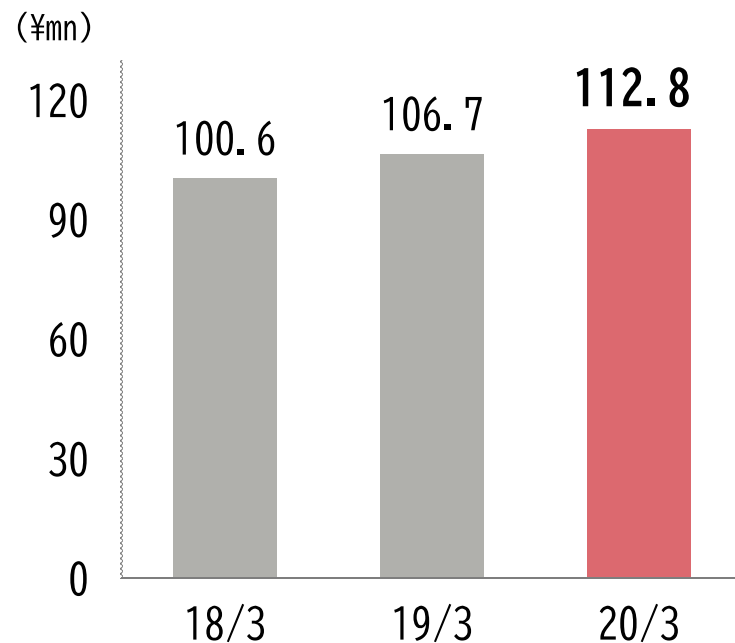
※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received
Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

Orders received (Average price of orders received and cancellation ratio)

Average price of orders received ¥112.88mn (+¥6.09mn YoY)

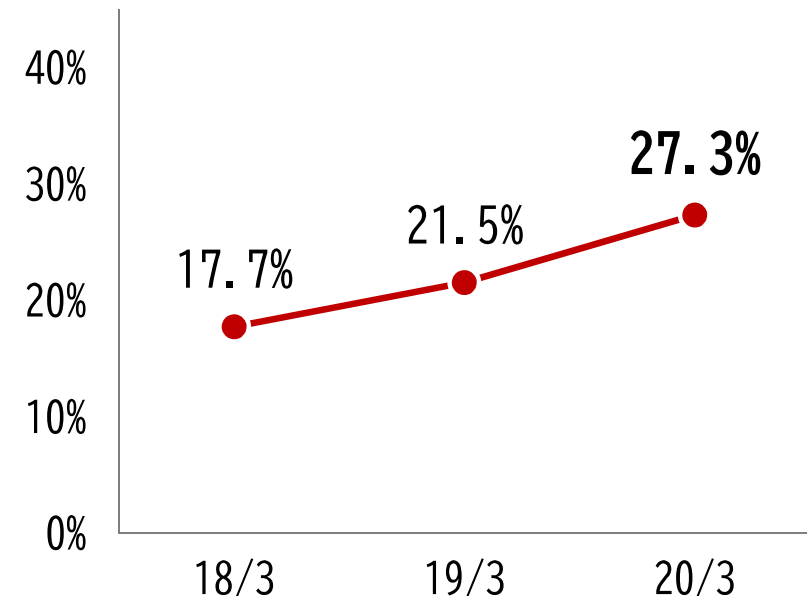
Cancellation ratio	27.3%	(+5.8p YoY)
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■Average price of orders received ※1



※1 Average price of order received = Amount of new orders received / Number of orders received

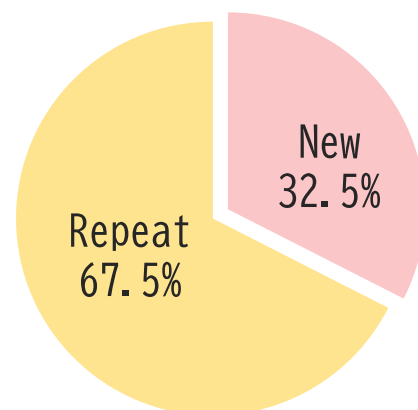
■Cancellation ratio ※2



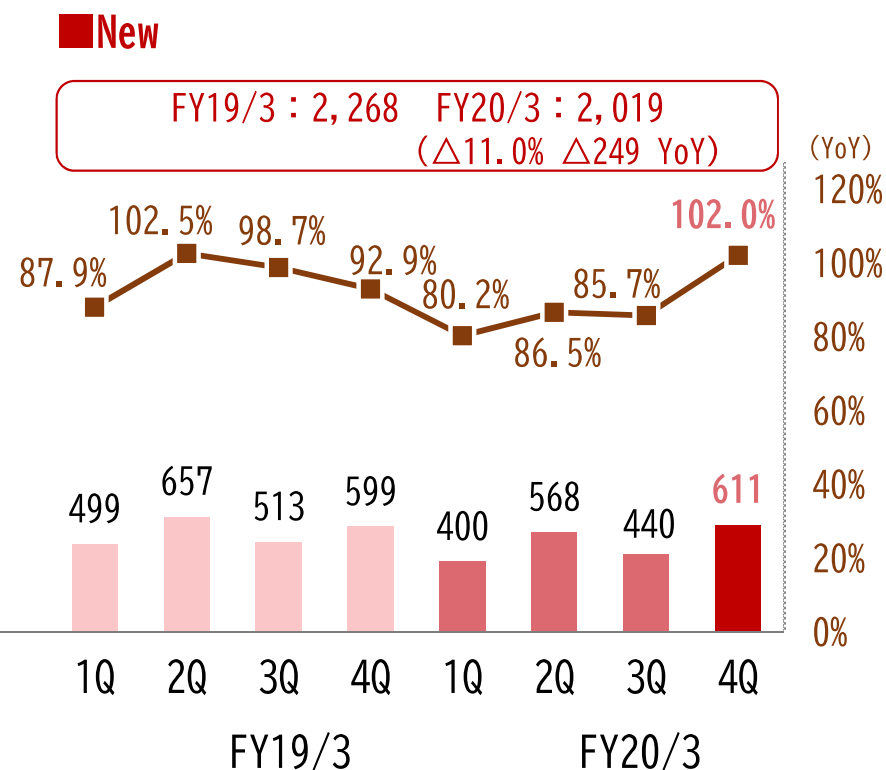
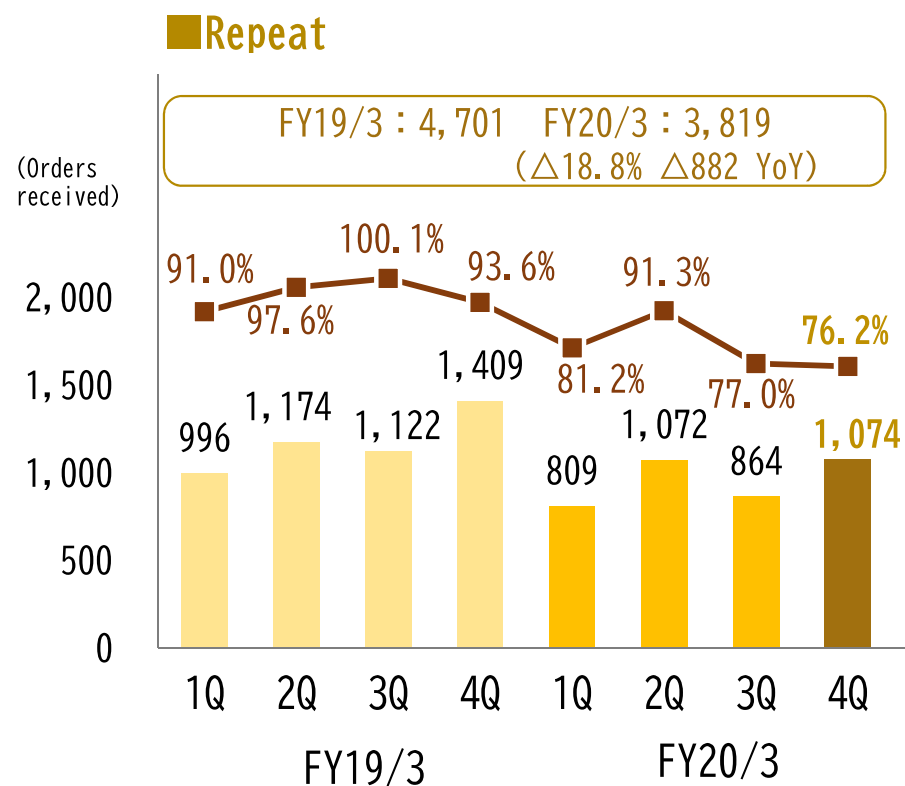
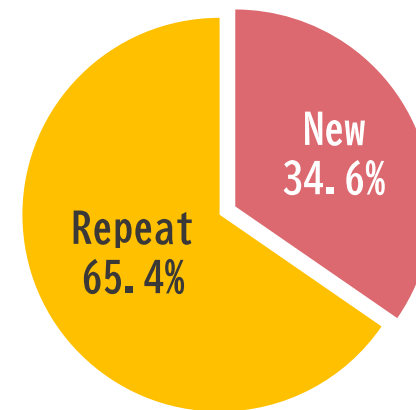
※2 Cancellation ratio
= Amount of cancellation / Amount of new orders received
Orders received
= Amount of new orders received - Amount of cancellation

Orders received (Number of orders received and their channels)

FY19/3 full-year



FY20/3 full-year



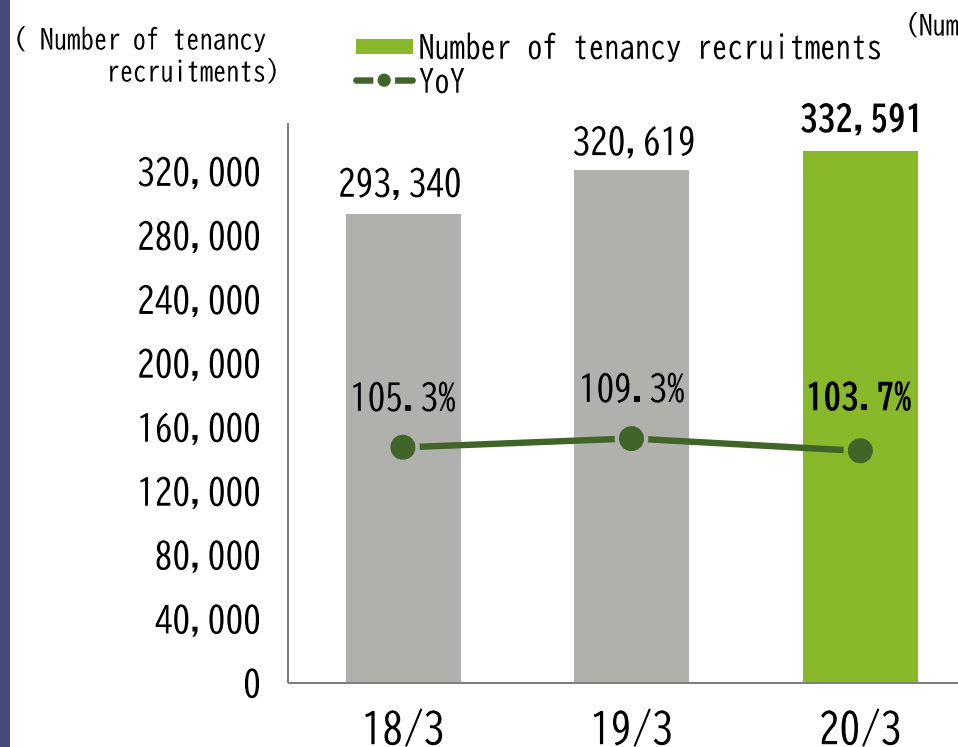
Tenancy recruitment (Number of recruitment)

Number of tenancy recruitments 334,854 (+3.6% YoY)

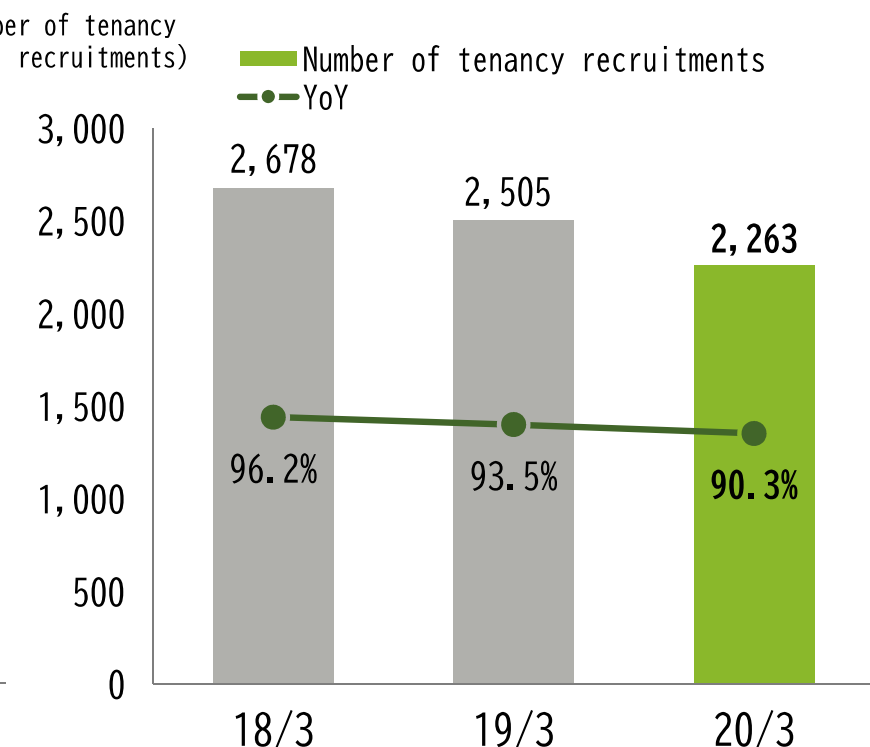
Residential use 332,591 (+3.7% YoY)

Commercial use 2,263 (△9.7% YoY)

■ Residential use



■ Commercial use



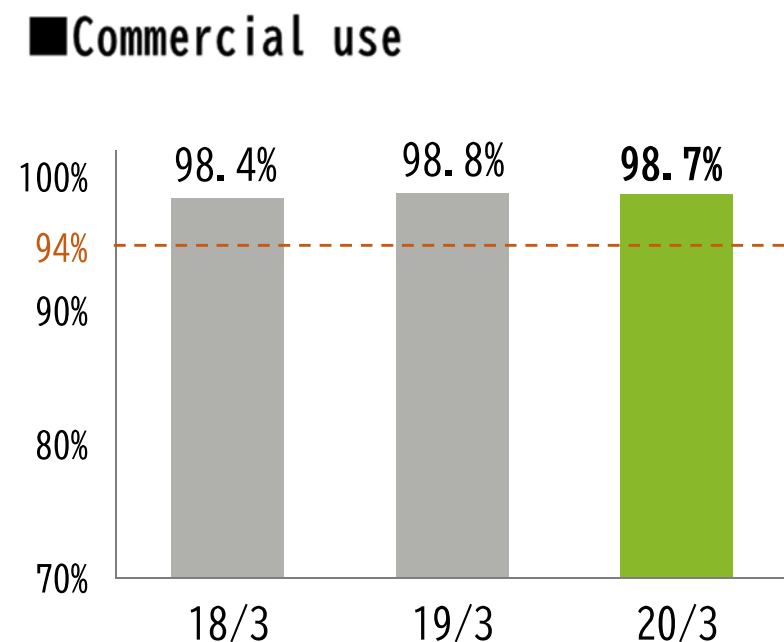
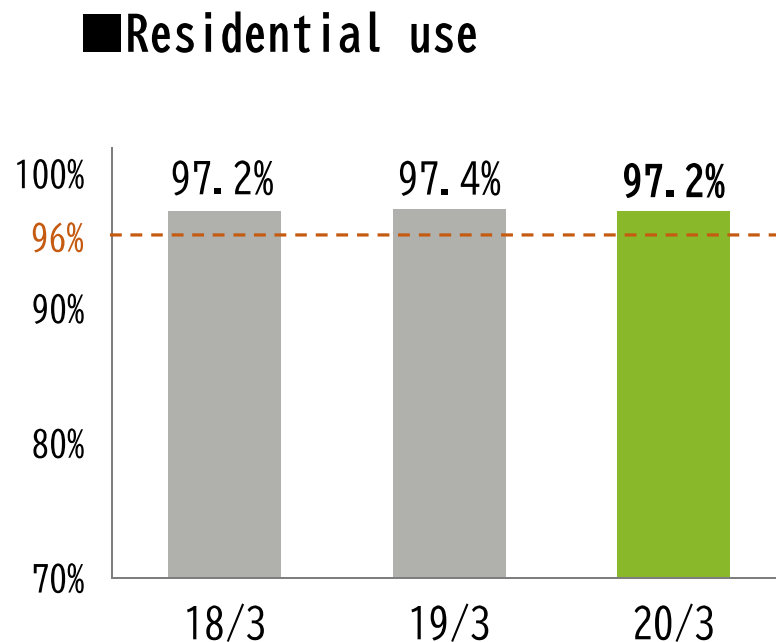
※Including the number of tenant recruitments for units managed by other companies

Tenancy recruitment (Rent-based occupancy rate※)

Continuously maintains safety level of occupancy
(residential use : 96% · commercial use : 94%)

Residential use 97.2% (△0.2p YoY)

Commercial use 98.7% (△0.1p YoY)



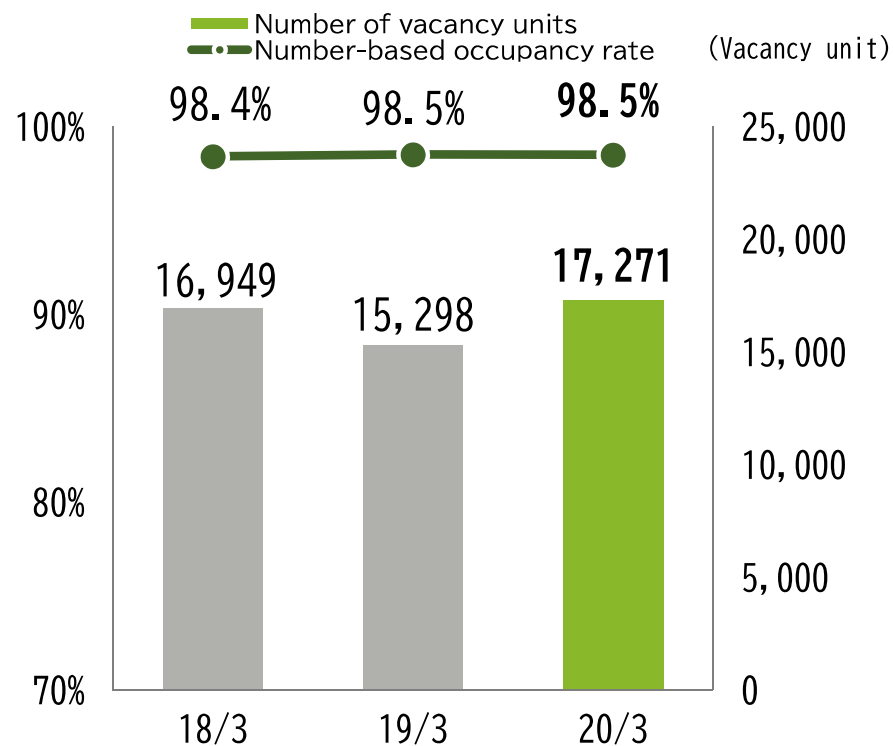
※Rent-based occupancy rate = 100% - (Lease fee payment for vacant units / Aggregate amount of rent [%])

Tenancy recruitment (Number-based occupancy rate※)

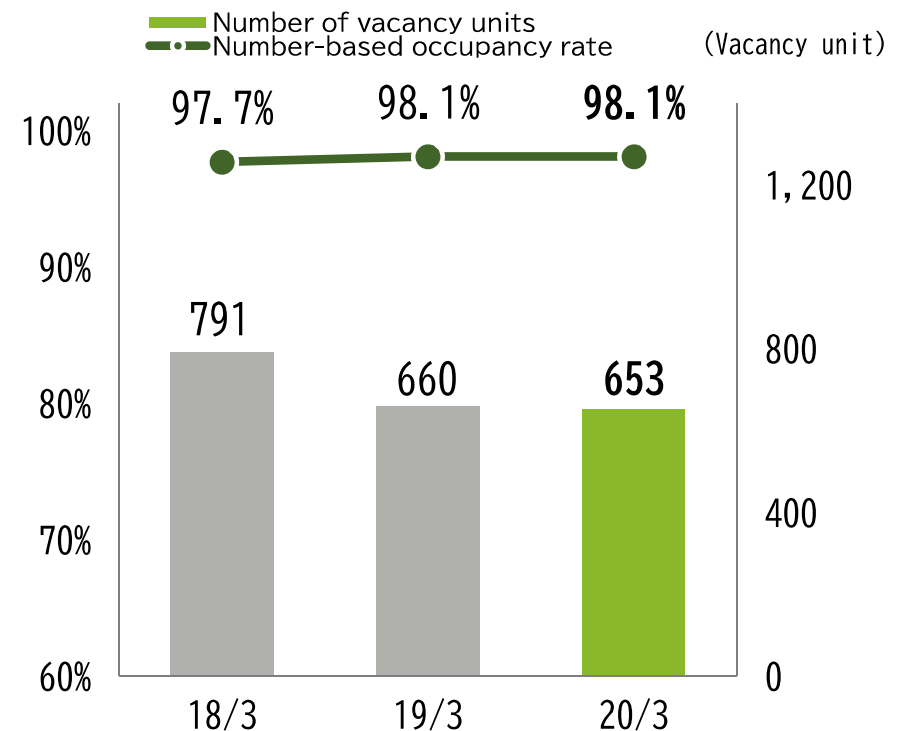
Residential use units 98.5% (± 0.0 p YoY)

Commercial use units 98.1% (± 0.0 p YoY)

■ Residential use



■ Commercial use

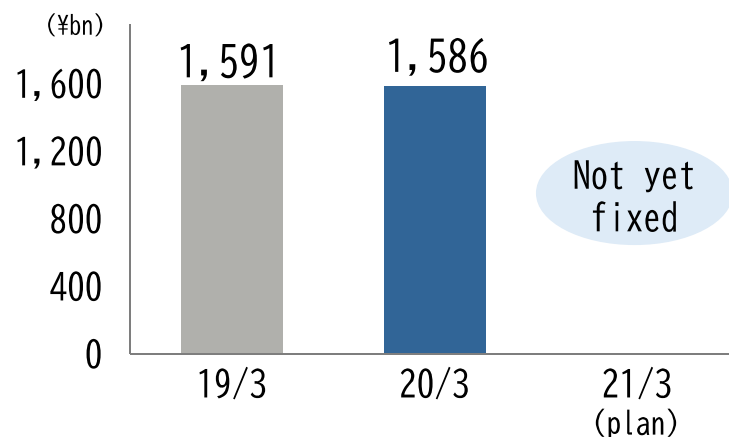


※Number-based occupancy rate = (Number of occupancy units) / (Number of units under management)

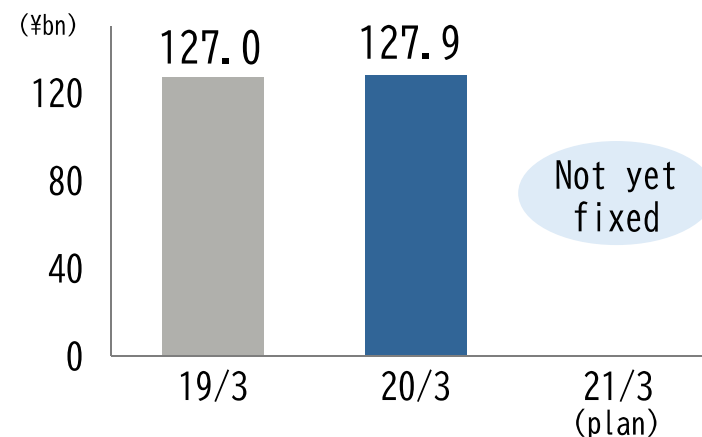
IV. Forecasts of FY ending in March 31, 2021

Financial forecasts (Consolidated PL)

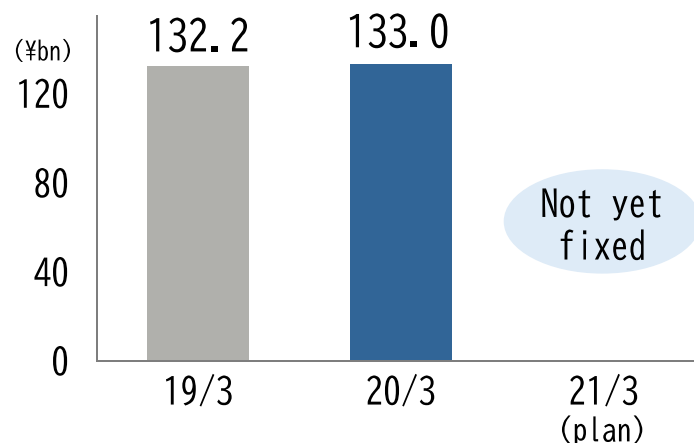
■ Net sales



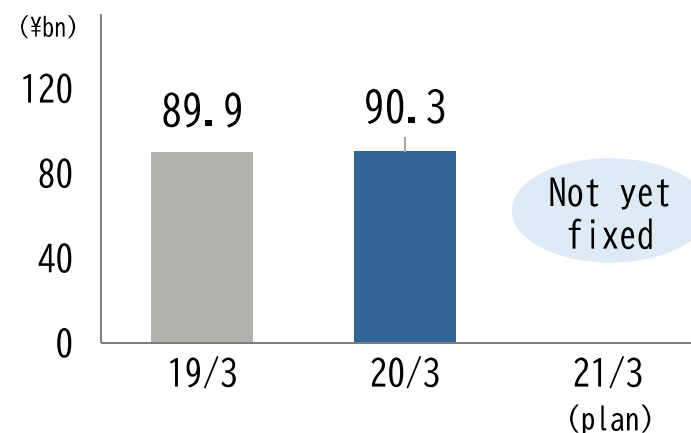
■ Operating income



■ Ordinary income



■ Net income attribute to owners of parent



The consolidated earnings forecast is undecided because it is difficult to calculate a reasonable forecast at the moment due to the impact of the coronavirus infection.

We will carefully assess the impact on our business performance and will make a public announcement as soon as we can disclose a reasonable forecast.

■ Major risks expected from infectious disaster

Construction business

- Decrease in orders received due to stop of construction sales activities.
- Decrease in net income of completed construction contracts due to stop of construction works.

Real estate business

- Decrease in number of tenant recruitment and occupancy rate.
- Increase in number of people leaving due to economic downturn and deterioration of employment situation.

Other businesses

- Decrease in gas sales.
- Decrease in users of nursing and childcare facilities due to request for leave.
- Decrease in occupancy rate of hotels in Malaysia.

■ Impacts of infectious disaster on finance

Although we currently have sufficient working capital such as cash and deposits and will not have a significant impact on our business activities for the time being, we are requesting major trading banks to set a commitment line in case the impact will be long-term.

V. Shareholder Return

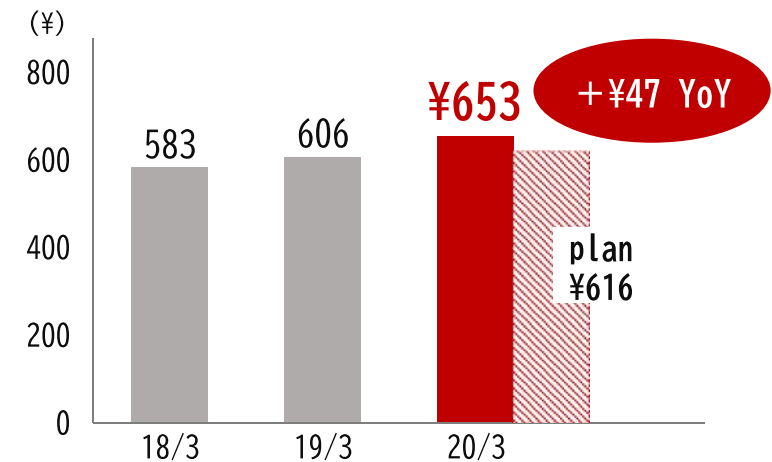
Result of dividend payment and acquisition/extinguishment of treasury stock

■ Annual dividend per share

〈plan〉 ¥616

〈actual〉 **¥653** (mid ¥308 + end ¥345)

» **Payout ratio 50%**



■ Acquisition/extinguishment of treasury stock

Completed acquisition and extinguishment of total approximately **¥100bn** treasury stocks.

Total acquisition		Approx. ¥100bn , 6.709mn shares (8.87 % of the total shares authorized)
(FY 2019/03)	acquired : Approx. ¥40.9 bn 2.542mn shares	(FY 2020/03) acquired : Approx. ¥59.1 bn 4.167mn shares

Equivalent to the number of shares can be acquired for more than 4 years

(Dividend and extinguishment of treasury stock)

» **Total return ratio 115.7%**

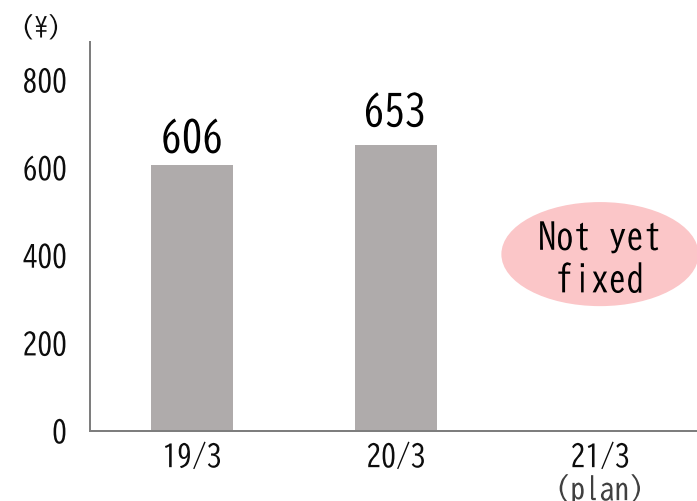
Shareholder return for the fiscal year ending in March 31, 2021

■ About annual dividend plan in FY21/03

It will be decided according to the existing policy “Payout ratio 50%”, but concrete amount of dividend is not yet fixed at the moment. We will carefully assess the financial forecast and will make a public announcement as soon as we can disclose a reasonable forecast.

» Payout ratio 50%

■ Annual dividend



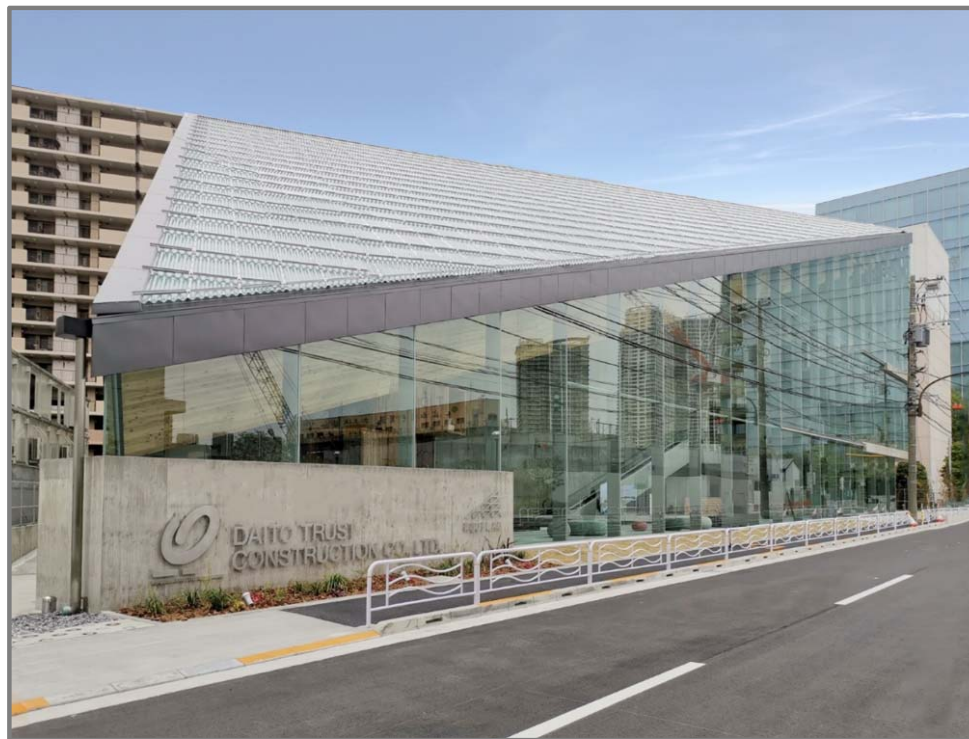
VI. Topics

Completion of rental housing future exhibition hall “ROOFLAG”

What is ROOFLAG?

ROOFLAG is the exhibition facility specialized for rental housing, that gives experience of “Future life”. Large triangular “roof” reflecting the image of a large “flag” is made of CLT structure with excellent energy saving effect and earthquake resistance.

※CLT(Cross-Laminated-Timber)



The opening date is undecided. We will inform you as soon as decided.

Introduction of exhibition area

■ Wellhole exhibition space



■ Business / service introduction space



■ Technology exhibition space ex.) Sound insulation performance



■ Real building display



“Law Concerning Proper Management of Rental Housing”

was decided by the Cabinet.

Regarding the lease agreement between the sublease agent and the owner

① Prohibition of acts that intentionally do not tell the truth or misrepresent about matters such as the risk of rent reduction.

② Before signing the contract, please give a document stating the rent, contract period, etc. and explain.

We have already done and will operate it more accurately.

Creation of registration system for rental housing management

① Mandatory registration of businesses that manage rental housing.

② Obligation in the business of rental housing management companies.

(1) Assignment of business managers

(2) Explanation of important matters before concluding the management contract

(3) Separate management of property (4) Regular report

① Already registered as a business person.

② Some works has already been carried out. ➡ There is little impact.

VII. Appendix

■ Construction business

■ Strengthening of referral sales

- The number of referrals from partners has doubled(YoY).
We further diversify feedback channels and increase the number of orders.



■ Renovation sales of other companies' housing

- Started renovation sales in 32 prefectures.
- Proposal of renovation can lead to rebuilding orders.



■ Detached rental housing

- Commercialized detached rental housings,
and will get occupancy demand toward them.



■ Real estate business

■ Introduction of AI to rent examination

- Reduce manpower involved in the survey and calculate the appropriate rent using AI.
- Partially introduced in Tokyo, Nagoya, Osaka, Fukuoka area.

■ Daito Kentaku Leasing Co., Ltd. established the first overseas office

- Operating sales activities of tenant recruitment for international students and Japanese corporations in Shanghai, the largest inbound market in China.
(Oct. 1 /2019 ~)



■ Daito Kentaku Leasing Co., Ltd. started real estate sales brokerage

- Daito Kentaku Leasing Co., Ltd. newly started real estate sales brokerage in addition to existing real estate leasing brokerage.

■ Comprehensive leasing business

■ Rental office business

- We formed strategic alliance with JustCo Holdings Pte. Ltd., and will make full-scale entry into the flexible workspace business.



■ Real estate investment

- Acquired profitable property in Ginza that is operating a hotel “Remm plus GINZA” .



■ Non-residential buildings

- Increase orders of commercial buildings such as drugstore and sports gym.
- We will also arrange for branch companies.



■ Life supporting business (Expansion of business field)

■ Renewable energy

- Gaspal group acquired mega solar power plant in Ibaragi prefecture. They will shift to “comprehensive energy company”.



■ Shopping agency service

- We formed business alliance with WFrontier, Inc., operating shopping agency service “Twidy”, and started trial in the Tokyo metropolitan area.



■ On-demand delivery storage service

- We formed capital and business alliance with AIR TRUNK Corporation, operating delivery-type trunk room.
- We will offer on-demand delivery storage service for free shipping first time in Japan.



Profit & Loss of each segment <FY20/3>

(¥mn)

《 Construction business 》	19/3	20/3	YoY	21/3 (plan)
Net sales	609,778	551,103	△9.6%	—
Gross profit	183,764	159,111	△13.4%	—
(Gross profit margin)	30.1%	28.9%	△1.2p	—
Operating income	95,723	77,391	△19.2%	—
(Operating income margin)	15.7%	14.0%	△1.7p	—

《 Real estate business 》	19/3	20/3	YoY	21/3 (plan)
Net sales	924,112	973,694	+5.4%	—
Gross profit	88,918	98,731	+11.0%	—
(Gross profit margin)	9.6%	10.1%	+0.5p	—
Operating income	44,070	56,514	+28.2%	—
(Operating income margin)	4.8%	5.8%	+1.0p	—

《 Other businesses 》	19/3	20/3	YoY	21/3 (plan)
Net sales	57,286	61,494	+7.3%	—
Gross profit	23,361	24,620	+5.4%	—
(Gross profit margin)	40.8%	40.0%	△0.8p	—
Operating income	12,193	12,721	+4.3%	—
(Operating income margin)	21.3%	20.7%	△0.6p	—

Profit & Loss (Non-consolidated) <FY20/3>

(¥mn)

	19/3	20/3	YoY	21/3(plan)
Net sales	614,059	553,359	△9.9%	—
Construction	610,468	551,382	△9.7%	—
Real estate & others	3,591	1,977	△44.9%	—
Gross profit	189,772	168,176	△11.4%	—
Construction	187,984	166,764	△11.3%	—
Real estate & others	1,788	1,412	△21.0%	—
SG&A expenses	128,304	112,702	△12.2%	—
Operating income	61,468	55,474	△9.8%	—
Ordinary income	110,612	97,875	△11.5%	—
Net income	88,932	78,464	△11.8%	—

Sales structure of real estate business <FY20/3>

(¥mn)

	18/3		19/3		20/3		
	Amount	(Ratio)	Amount	(Ratio)	Amount	(Ratio)	YoY
Lease up of rental housing units※1	798,799	(91.7%)	843,537	(91.3%)	884,186	(90.8%)	+4.8%
Building and repairs	24,567	(2.8%)	26,612	(2.9%)	32,023	(3.3%)	+20.3%
Brokerage of rental estate	16,964	(1.9%)	19,048	(2.0%)	20,302	(2.1%)	+6.6%
Rental guarantee business	10,954	(1.3%)	13,007	(1.4%)	14,256	(1.5%)	+9.6%
Electricity business	7,311	(0.8%)	7,306	(0.8%)	7,241	(0.7%)	△0.9%
Leasing business※2	6,071	(0.7%)	6,401	(0.7%)	6,628	(0.7%)	+3.6%
Others	6,719	(0.8%)	8,199	(0.9%)	9,056	(0.9%)	+10.4%
Total	871,388	(100.0%)	924,112	(100.0%)	973,694	(100.0%)	+5.4%

※1 Sub-lease contract in Lease Management Trust System by Daito Kentaku Partners.

※2 Mainly Shinagawa East One Tower

Profit & Loss of major subsidiaries (Construction business) <FY20/3>

(¥mn)

Construction business								
	Daito Construction				Daito Steel			
	19/3	20/3	YoY	21/3 (plan)	19/3	20/3	YoY	21/3 (plan)
Net sales	7,347	7,385	+0.5%	—	4,932	4,885	△1.0%	—
Gross profit	349	383	+9.7%	—	274	216	△21.1%	—
SG&A expenses	151	179	+18.2%	—	82	86	+4.6%	—
Operating income	197	204	+3.2%	—	191	130	△32.2%	—
Ordinary income	269	277	+3.1%	—	182	127	△30.1%	—
Net income	192	189	△1.6%	—	112	80	△28.1%	—

Profit & Loss of major subsidiaries (Real estate businesses-1) <FY20/3>

(¥mn)

Real estate business								
	Daito Kentaku Partners				Daito Kentaku Leasing			
	19/3	20/3	YoY	21/3 (plan)	19/3	20/3	YoY	21/3 (plan)
Net sales	885,927	932,812	+5.3%	—	22,590	25,394	+12.4%	—
Gross profit	66,724	74,274	+11.3%	—	10,142	10,949	+8.0%	—
SG&A expenses	22,897	21,396	△6.6%	—	6,072	6,465	+6.5%	—
Operating income	43,826	52,878	+20.7%	—	4,069	4,483	+10.2%	—
Ordinary income	48,837	53,874	+10.3%	—	5,049	5,262	+4.2%	—
Net income	34,634	36,869	+6.5%	—	2,654	3,223	+21.4%	—

Profit & Loss of major subsidiaries (Real estate businesses-2) <FY20/3>

(¥mn)

	Real estate business							
	House Leave				Housecom Group			
	19/3	20/3	YoY	21/3 (plan)	19/3	20/3	YoY	21/3 (plan)
Net sales	13,007	14,256	+9.6%	—	—	13,015	—	—
Gross profit	12,273	13,531	+10.3%	—	—	11,063	—	—
SG&A expenses	3,367	3,453	+2.6%	—	—	10,065	—	—
Operating income	8,905	10,077	+13.2%	—	—	997	—	—
Ordinary income	8,915	10,088	+13.2%	—	—	1,163	—	—
Net income	6,229	7,075	+13.6%	—	—	659	—	—

Profit & Loss of major subsidiaries (Financial businesses) <FY20/3>

(¥mn)

Other businesses (Financial business)												
	Daito Finance				House Guard				D. T. C			
	19/3	20/3	YoY	21/3 plan	19/3	20/3	YoY	21/3 plan	19/3	20/3	YoY	21/3 plan
Net sales	1,850	2,337	+26.3%	—	2,855	3,665	+28.4%	—	3,214	3,127	△2.7%	—
Gross profit	1,614	2,024	+25.4%	—	1,285	1,418	+10.4%	—	1,050	916	△12.7%	—
SG&A expenses	215	262	+21.9%	—	1,003	1,196	+19.2%	—	16	16	△1.2%	—
Operating income	1,398	1,761	+26.0%	—	281	222	△21.0%	—	1,033	900	△12.9%	—
Ordinary income	1,398	1,495	+6.9%	—	281	222	△21.0%	—	1,034	900	△12.9%	—
Net income	968	1,036	+7.1%	—	299	160	△46.3%	—	1,034	900	△12.9%	—

Profit & Loss of major subsidiaries (Other businesses-1) <FY20/3>

(¥mn)

Other businesses (Gas supply business ・ Energy business)								
	Gaspal Group				Daito Energy			
	19/3	20/3	YoY	21/3 plan	19/3	20/3	YoY	21/3 plan
Net sales	26,854	29,132	+8.5%	—	4,106	1,141	△72.2%	—
Gross profit	12,258	14,207	+13.4%	—	307	270	△12.0%	—
SG&A expenses	6,950	7,516	+8.1%	—	119	16	△86.3%	—
Operating income	5,577	6,691	+20.1%	—	187	253	+35.1%	—
Ordinary income	5,158	6,326	+22.2%	—	155	239	+53.7%	—
Net income	3,548	4,026	+16.0%	—	1,636	204	△87.5%	—

Profit & Loss of major subsidiaries (Other businesses-2) <FY20/3>

(¥mn)

Other businesses (Care business)												
	Care Partner				Sakura Care				Ume Care			
	19/3	20/3	YoY	21/3 plan	19/3	20/3	YoY	21/3 plan	19/3	20/3	YoY	21/3 plan
Net sales	12,260	13,217	+7.8%	—	173	438	+153.5%	—	179	549	+206.5%	—
Gross profit	1,334	1,406	+5.4%	—	25	62	146.4%	—	24	55	+130.0%	—
SG&A expenses	1,058	1,146	+8.3%	—	22	52	+118.1%	—	21	44	+110.6%	—
Operating income	275	259	△5.8%	—	2	10	+314.6%	—	2	10	+269.3%	—
Ordinary income	258	228	△11.5%	—	12	9	△19.4%	—	7	10	+49.9%	—
Net income	174	116	△33.2%	—	8	2	△68.1%	—	△2	0	—	—

Profit & Loss of major subsidiaries (Other businesses-3) <FY20/3>

(¥mn)

Other businesses (Overseas business)								
	DAITO ASIA DEVELOPMENT (MALAYSIA) SDN. BHD.				DAITO ASIA DEVELOPMENT (MALAYSIA) II SDN. BHD.			
	19/3	20/3	YoY	21/3 plan	19/3	20/3	YoY	21/3 plan
Net sales	2,986	2,915	△2.4%	—	4,328	3,990	△7.8%	—
Gross profit	1,338	1,286	△3.9%	—	2,105	1,896	△9.9%	—
SG&A expenses	987	967	△2.1%	—	1,308	1,338	+2.3%	—
Operating income	350	319	△9.0%	—	797	558	△30.0%	—
Ordinary income	199	330	+65.8%	—	563	473	△15.9%	—
Net income	371	311	△16.3%	—	483	375	△22.4%	—

Amount of orders in received, and Amount from construction completed <FY20/3>

■Amount of order received

(¥mn)

	18/3	19/3	20/3	YoY	21/3(plan)
Residential use	616,216	587,156	470,248	△19.9%	—
Rental housing	614,300	584,478	467,574	△20.0%	—
Detached housing	1,915	2,678	2,674	△0.1%	—
Commercial use	4,350	6,188	7,125	+15.2%	—
Building and repairs	30,510	41,929	41,896	△0.1%	—
Total	651,077	635,273	519,271	△18.3%	—

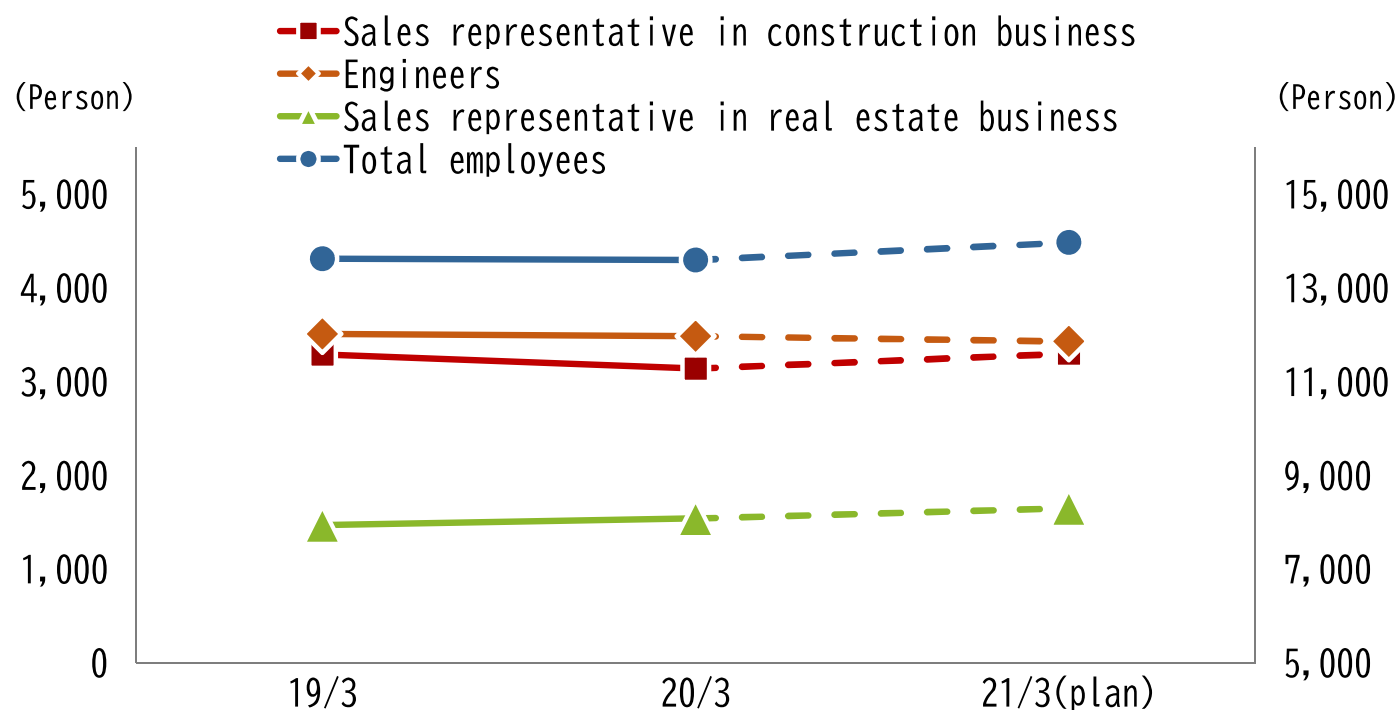
■Net income from completed construction

(¥mn)

	18/3	19/3	20/3	YoY	21/3(plan)
Residential use	620,307	600,272	536,551	△10.6%	—
Rental housing	617,936	597,547	534,334	△10.6%	—
Detached housing	2,371	2,724	2,216	△18.6%	—
Commercial use	3,597	3,315	5,175	+56.1%	—
Building and repairs	24,567	26,612	32,023	+20.3%	—
Total	648,471	630,199	573,749	△9.0%	—

Transition of number of employees in each business section (Major 3 companies)

	19/3	20/3	YoY	21/3(plan)
Total employees	13,620	13,595	△25	13,970
Sales representative in construction business※	3,291	3,140	△151	3,300
Engineers	3,507	3,486	△21	3,430
Sales representative in real estate business	1,471	1,540	+69	1,650



※ Include customer support division

Orders received compared with FY19/3

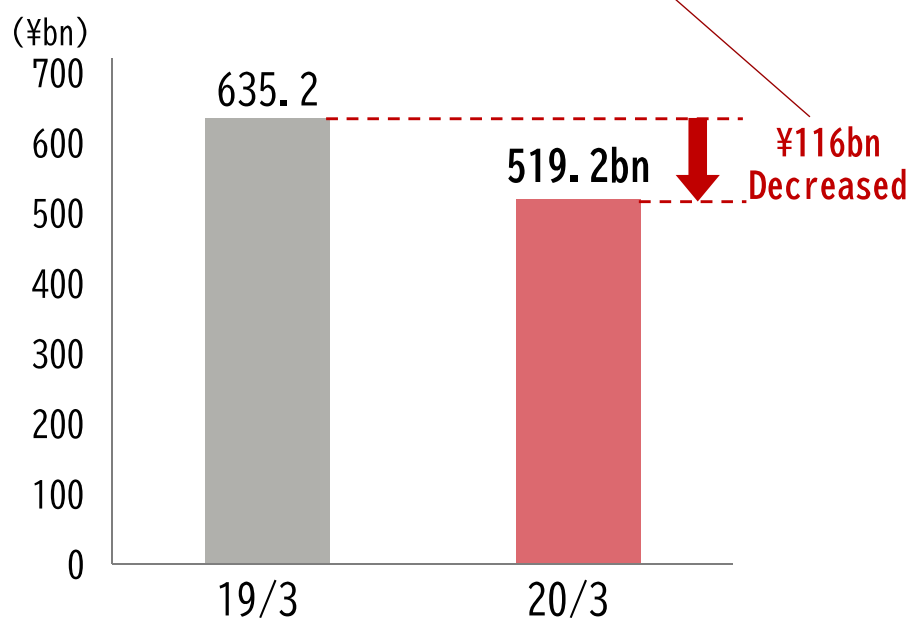
■ Full-year comparison

- ① Number of orders (project) Δ ¥120.7bn
(6,968 → 5,838)
- ② Cancellation Δ ¥21.7bn
(23.1% → 30.5%)
- ③ Per project price $+\Delta$ ¥35.5bn
(¥106.79mn/project → ¥112.88mn/project)
- ④ Optional construction contracts Δ ¥9.1bn
(¥64.7bn → ¥55.6bn)

- Strict financing
- Distrust of the industry due to construction problems of other companies
- Reduction of working hours (work style reform)
- Reaction to the consumption tax hike

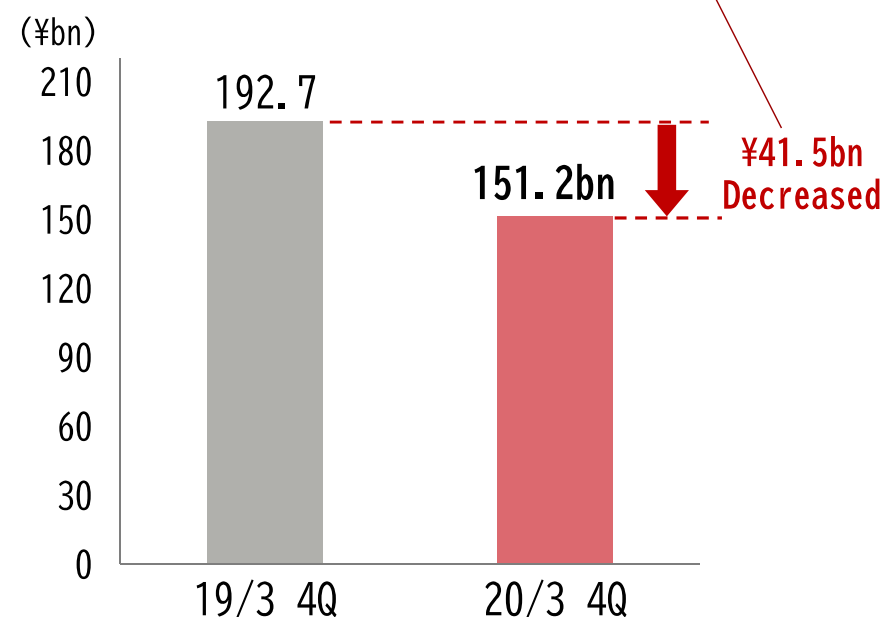
- Orders of multiple buildings construction
- Change of product structure

- Discount after contract due to strict financing

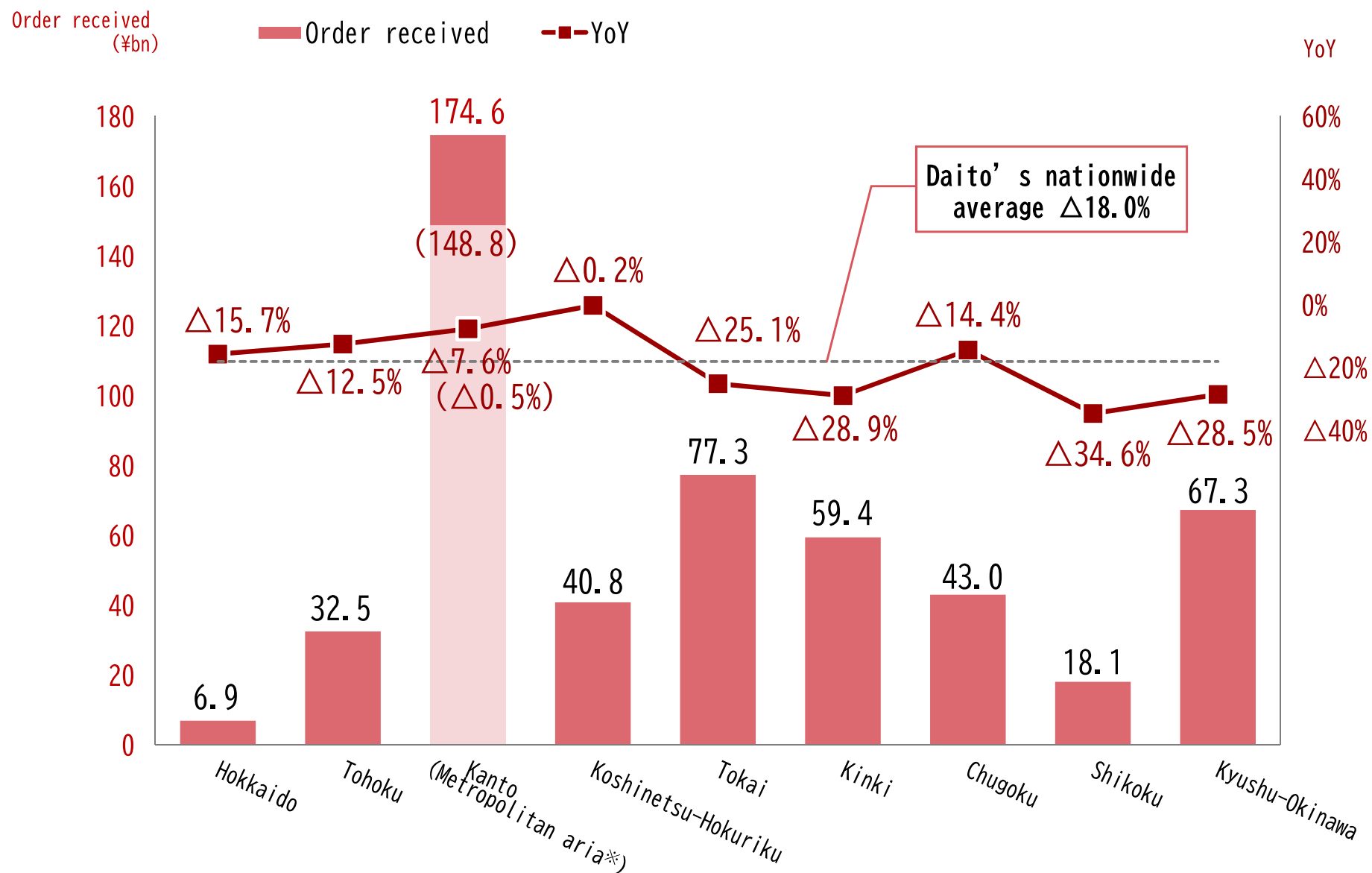


■ 4Q comparison

- ① Number of orders (project) Δ ¥35.4bn
(2,007 → 1,685)
- ② Cancellation Δ ¥0.5bn
(19.8% → 24.1%)
- ③ Per project price Δ ¥1.6bn
(¥110.08mn/project → ¥109.10mn/project)
- ④ Optional construction contracts Δ ¥4.0bn
(¥19.3bn → ¥15.3bn)

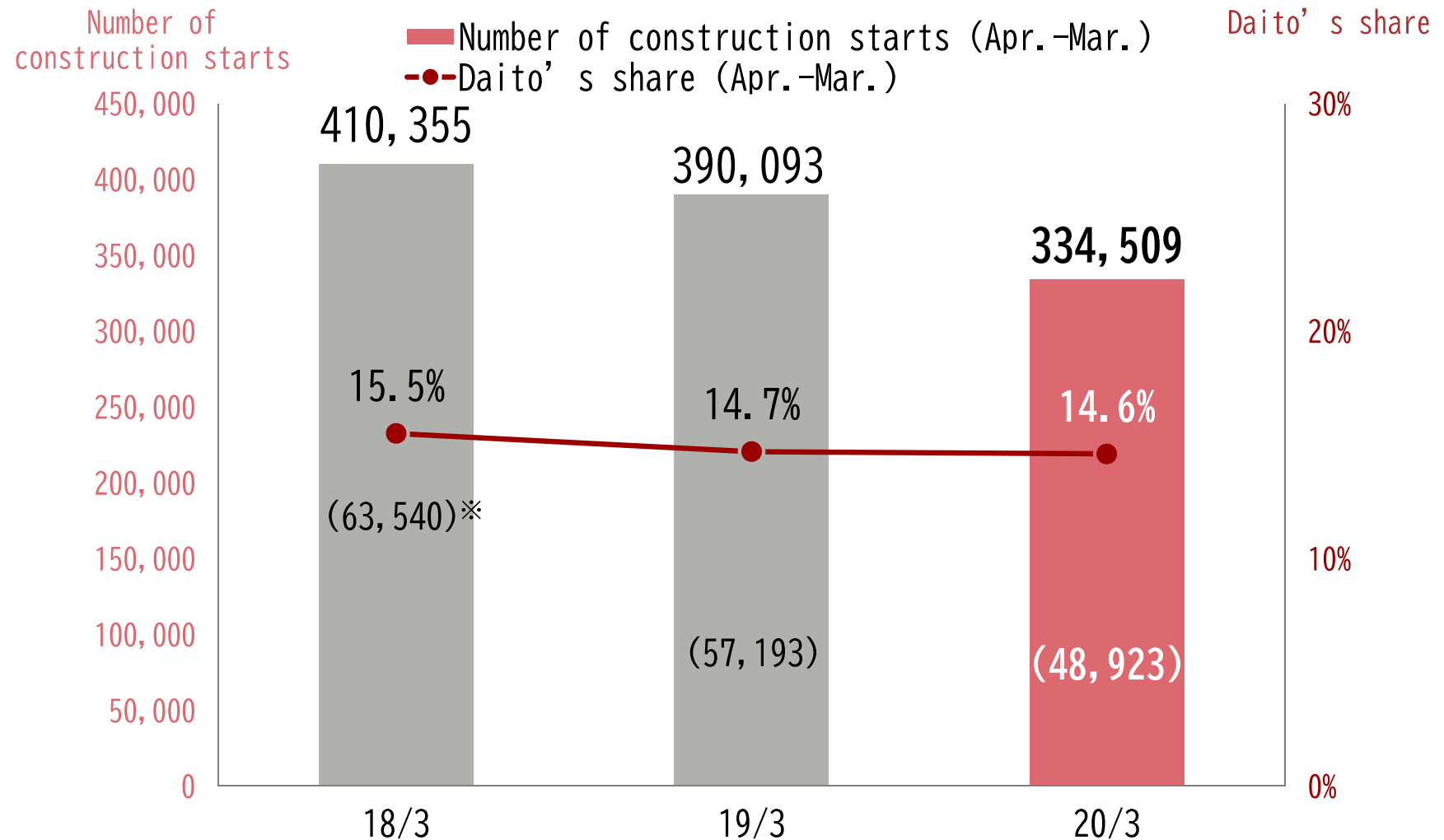


Amount of orders received in each region



※ Metropolitan area ... Tokyo, Kanagawa, Chiba, Saitama Prefecture

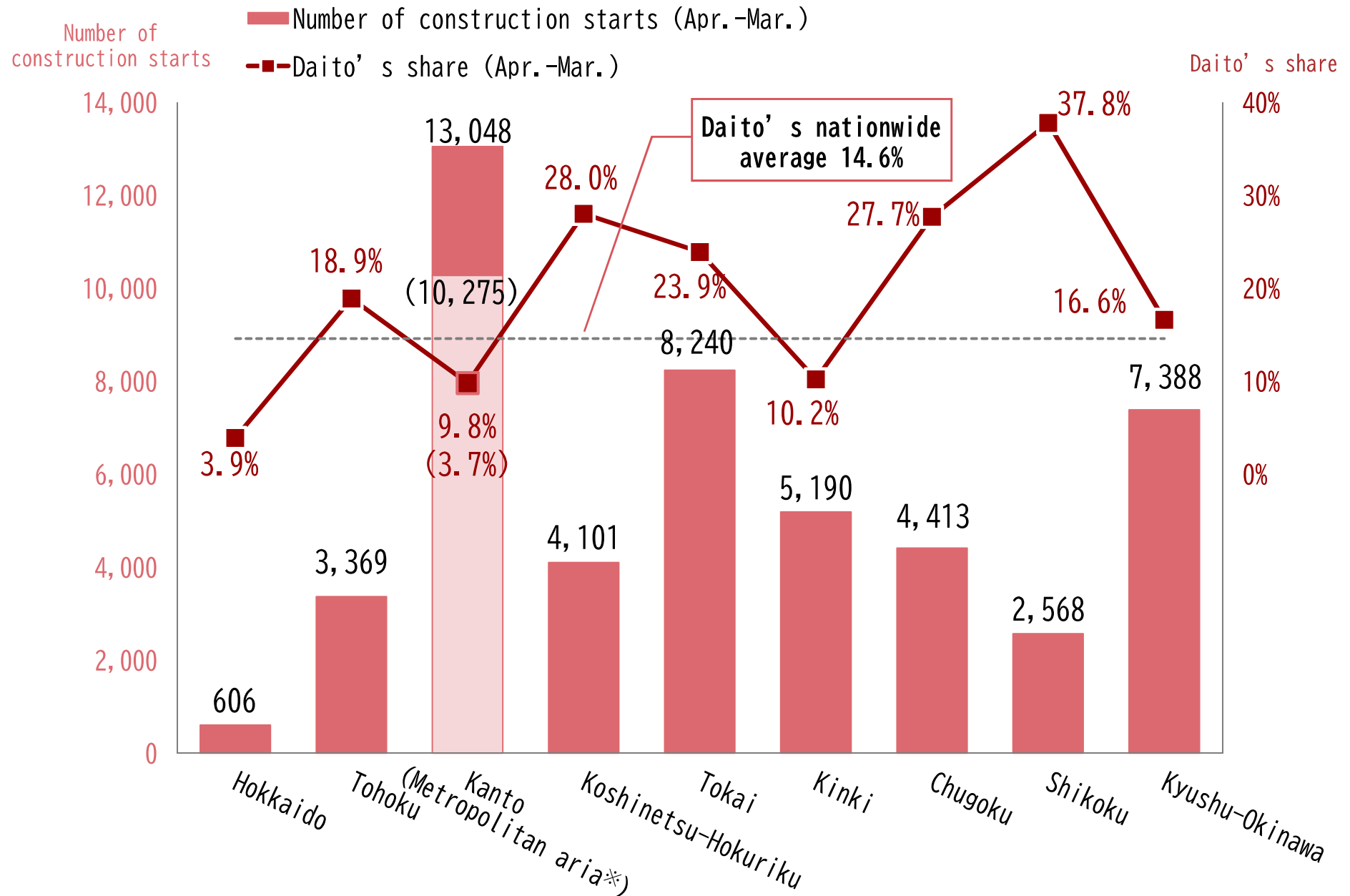
Number of construction starts & Daito's share (Year on Year)



※(Number of construction starts by Daito group)

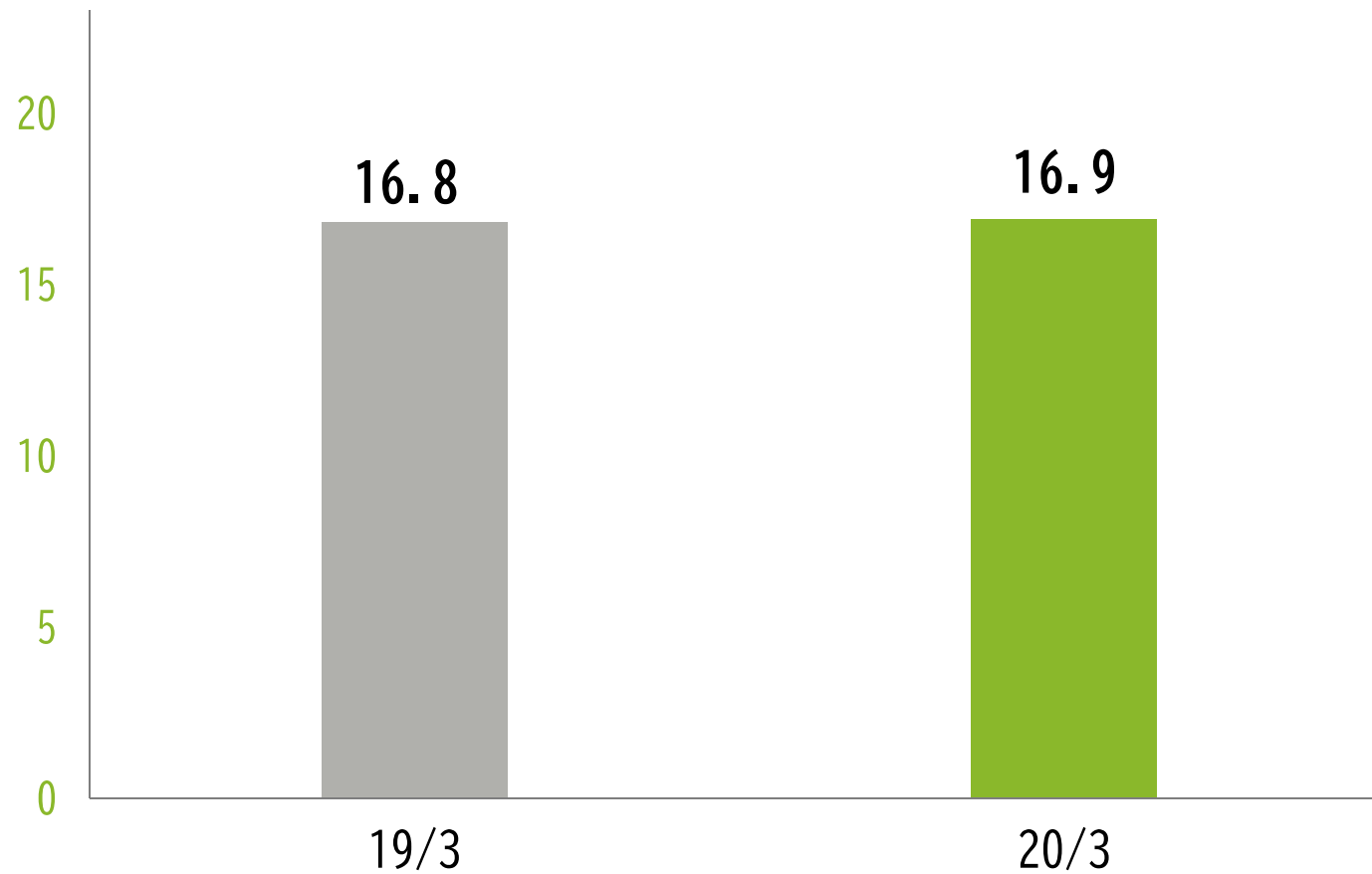
(Ministry of Land, Infrastructure, Transport and Tourism : "Housing Starts Statistics")

Number of construction starts by area & Daito's share



Transition of the number of tenant recruitment per sales representatives (YoY)

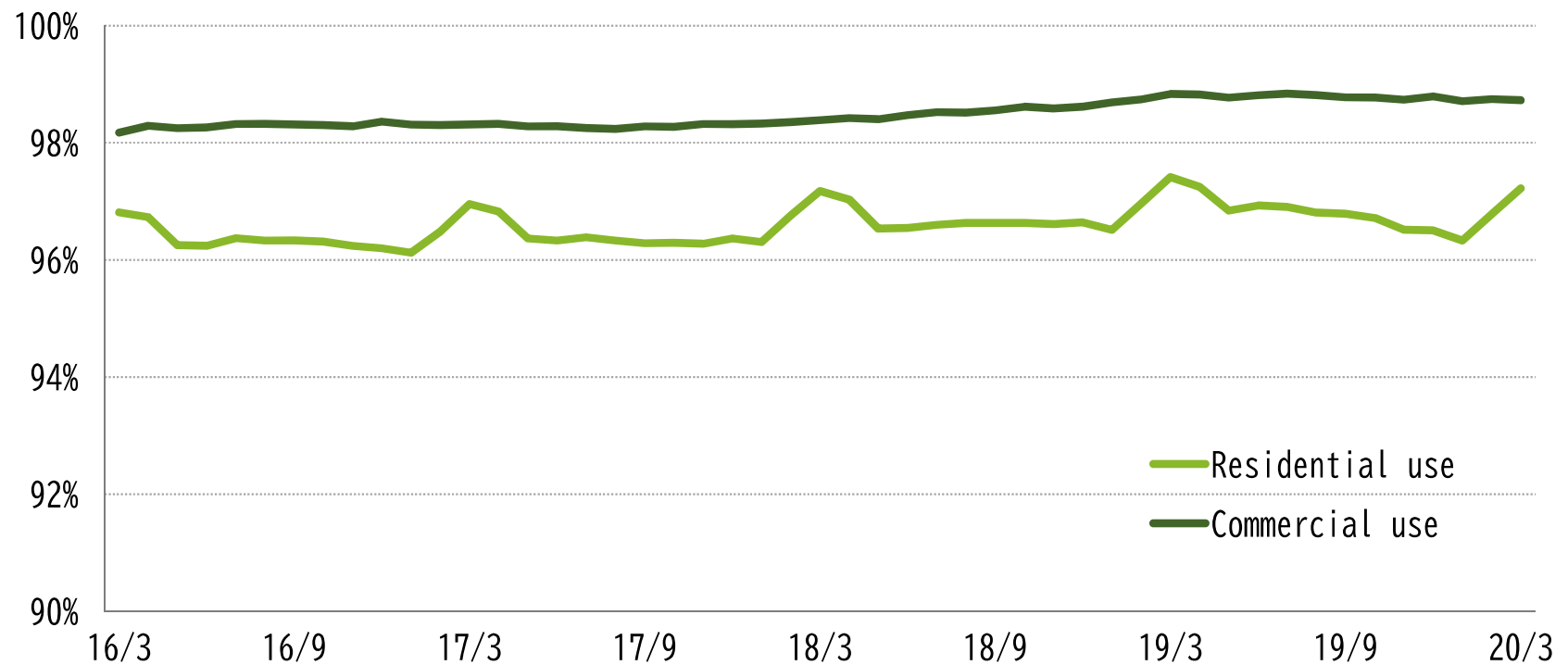
Number of tenant recruitment/
representatives/ m



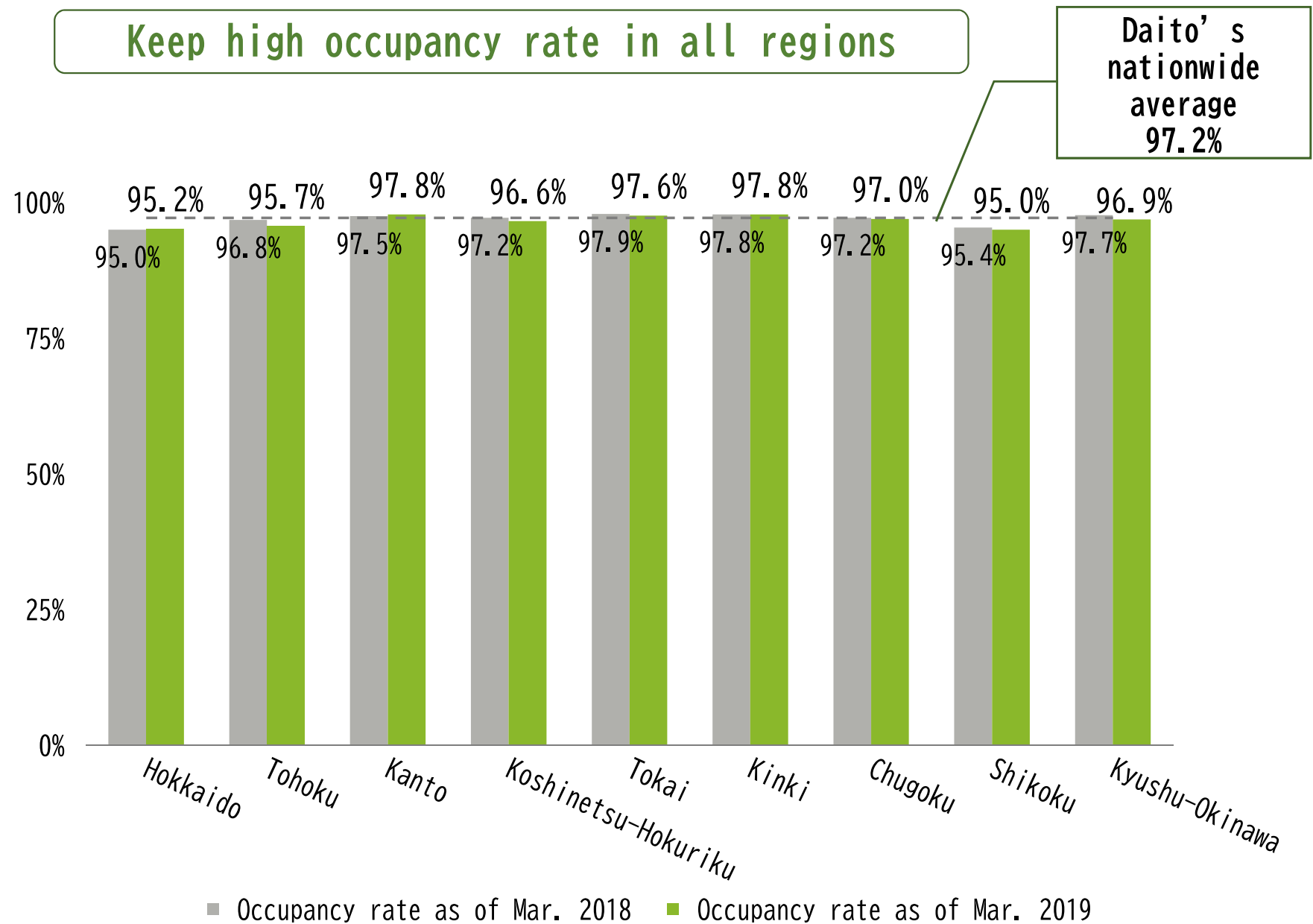
Transition of rent-based occupancy rate

Rent-based occupancy rate	16/3	17/3	18/3	19/3	20/3	YoY
Residential use (%)	96.8%	96.9%	97.2%	97.4%	97.2%	△0.2p
Commercial use (%)	98.2%	98.3%	98.4%	98.8%	98.7%	△0.1p

Rent-based occupancy rate

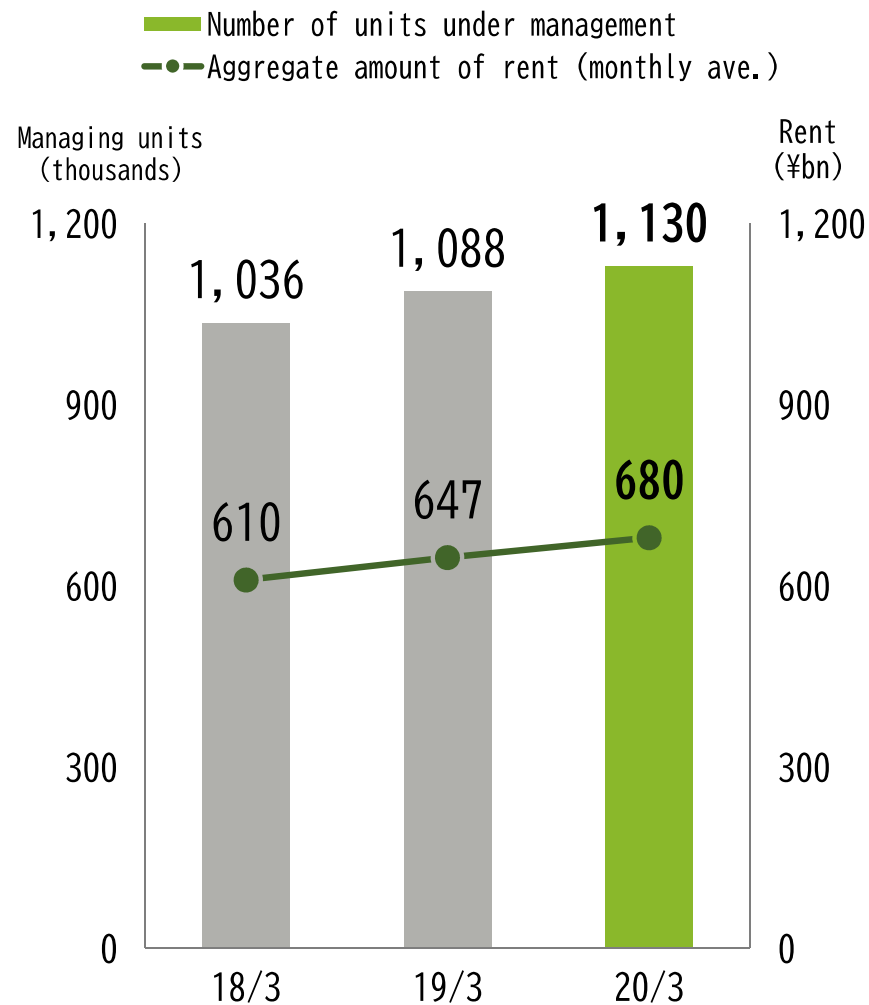


Rent-based occupancy rate in each region (as of Mar. : Residential use)

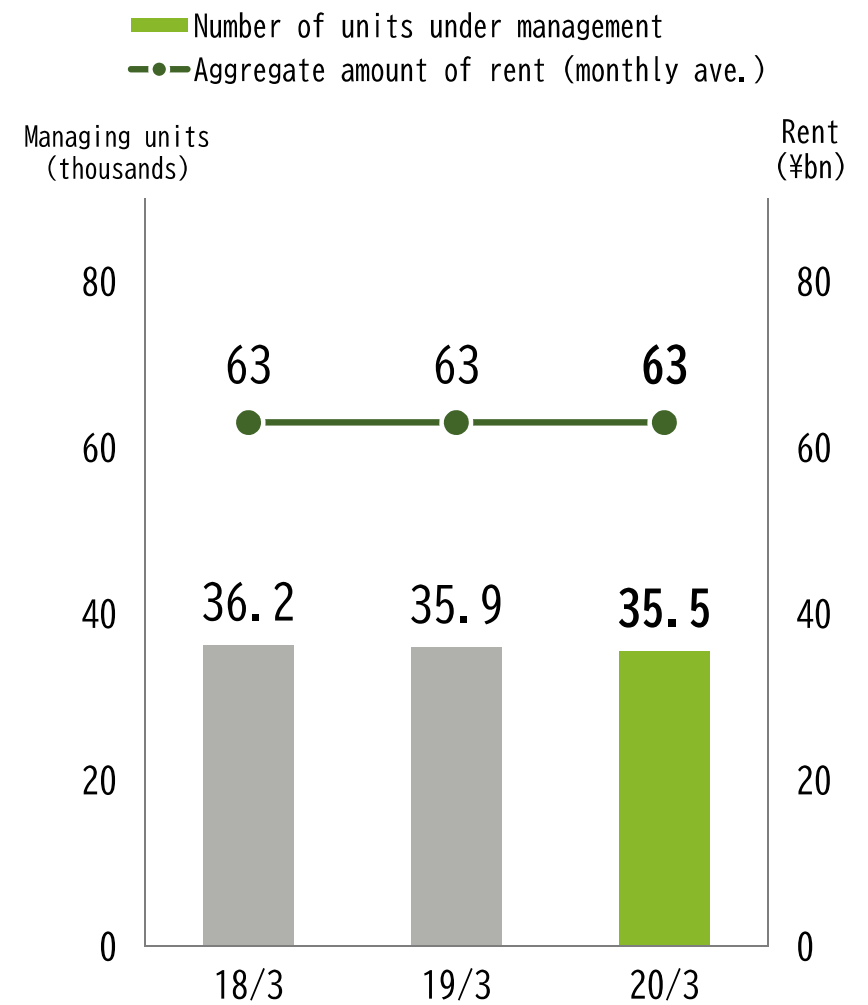


Number of units under management & aggregate amount of rent

■ Residential use

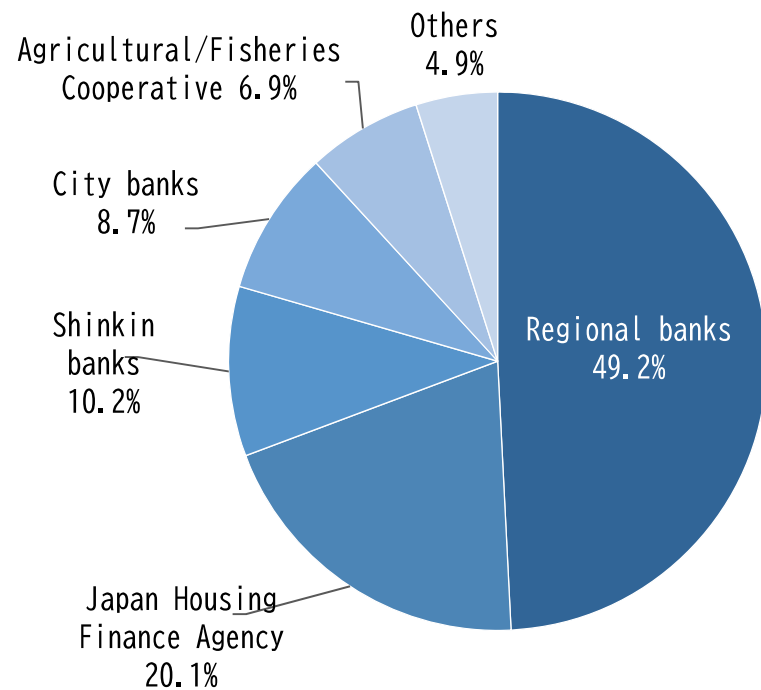


■ Commercial use



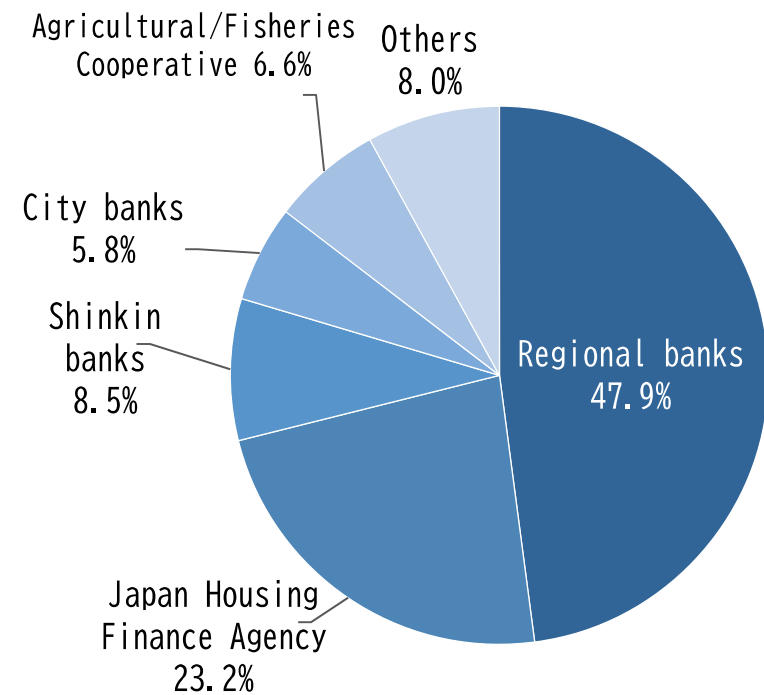
Customer's funds route

FY2019/3



Total ¥851.4bn

FY2020/3



Total ¥756.5bn

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