



**DAITO TRUST CONSTRUCTION CO., LTD.**

Report on Settlement of 1Q for FY ending in March 31, 2021



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## I. About Heavy Rain Disaster in July 2020 and Coronavirus(COVID-19) Infection

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## ■ Damage caused by heavy rain

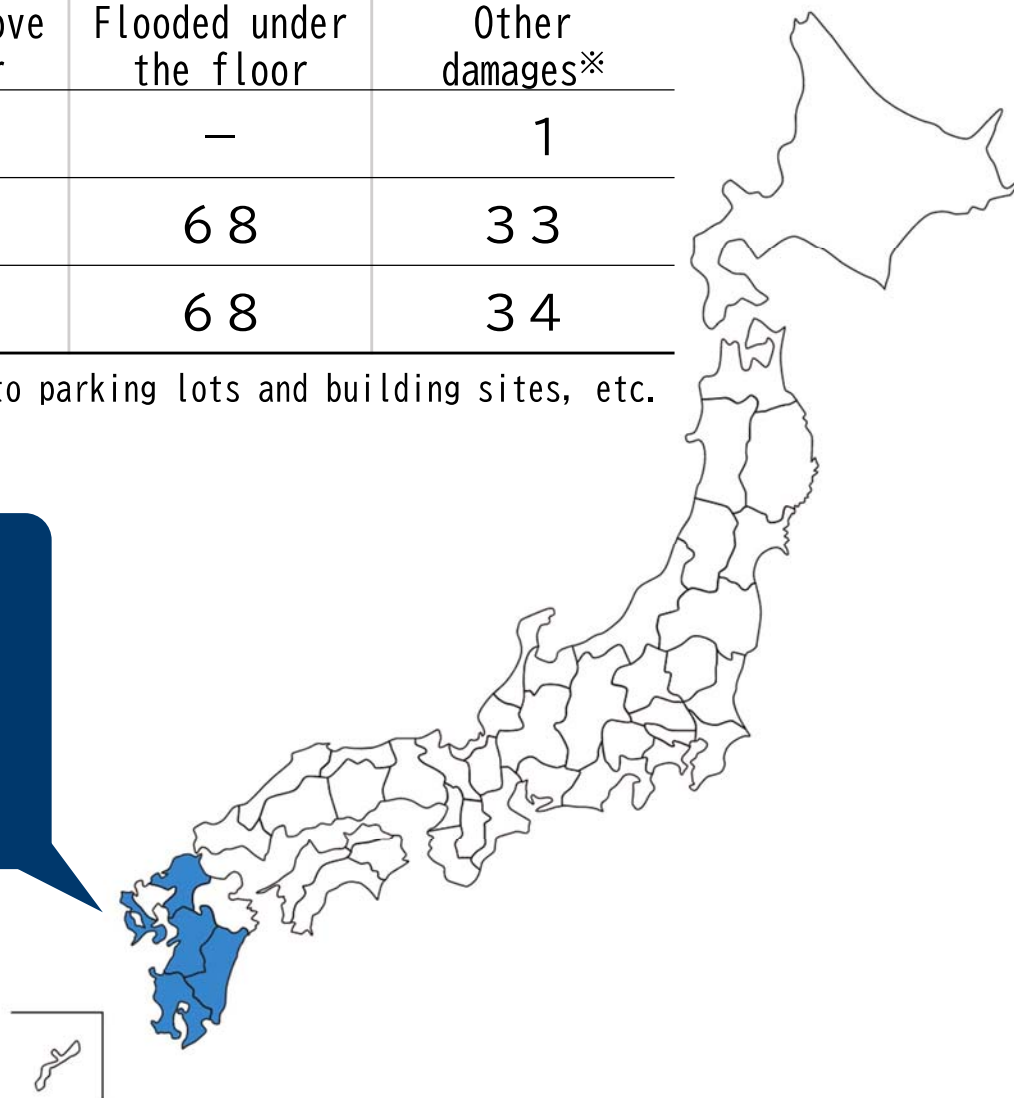
▼ Damage situation of buildings under construction or management (as of July 29)

	Flooded above the floor	Flooded under the floor	Other damages※
Under construction	—	—	1
Under management	83	68	33
Total	83	68	34

※ Damage to parking lots and building sites, etc.

### Kyushu 151

Fukuoka : 112  
 Kumamoto : 22  
 Nagasaki : 13  
 Kagoshima : 4



## ■Supports for victims of heavy rain disaster

### ■¥10 million donation to disaster-stricken areas

- ¥7 million from Daito Trust Construction Co., Ltd
- ¥2 million from Daito Kentaku Partners Co., Ltd
- ¥1 million from the Daito Group Mirai Fund

### ■Free provision of rental housing units, and free lease of furniture and appliances (※1)

- Exemption of rent, parking fee, key money, brokerage fee, etc.
- Exemption of restoration costs upon removal
- Premiums for household insurance, utility costs, moving costs are borne by the residents

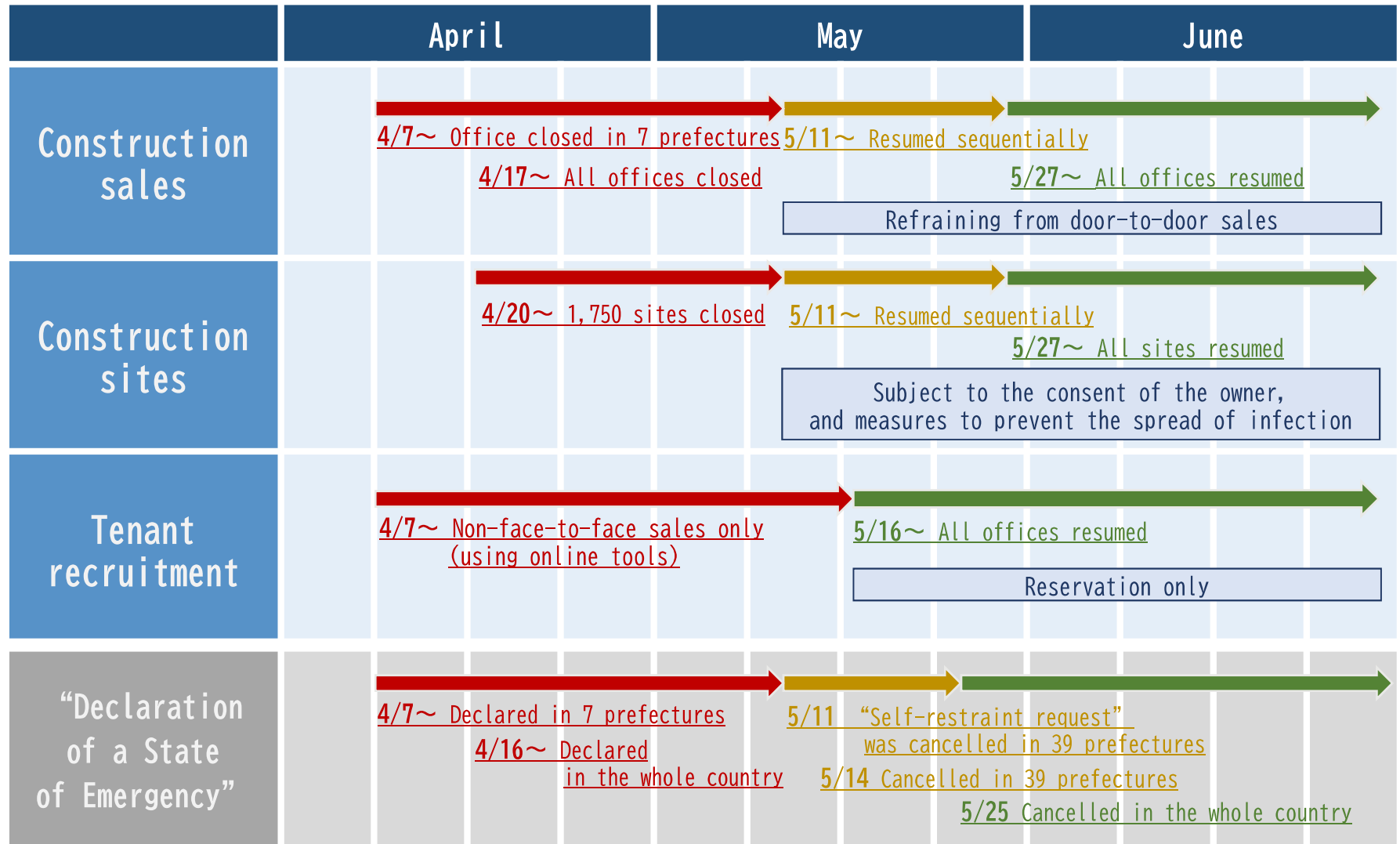
### ■Preferential treatment for relocation lease contract (※2)

- Free rent for 1 month
- Exemption of brokerage fee, key money, fixed cleaning fee, guarantee commission

(※1) Applicable to damaged owners and residents of our buildings until the end of August.

(※2) Applicable to damaged residents of our buildings until the end of August.

## ■Suspension and resumption of business activities



### ■Rent payment grace (Application deadline is the end of June)

Available person	Those who have difficulty in paying rent due to a disaster
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
<b>Results</b>	<b><u>Number of applications : 8,003</u>      <u>Application amount : ¥1.59bn</u></b>

### ■Gas fee grace (Application deadline is the end of June)

Available person	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
<b>Results</b>	<b><u>Number of applications : 1,141</u>      <u>Application amount : ¥12.5mn</u></b>

### ■Donation to Japan Medical Association

We donated to Japan Medical Association  
¥50mn from the company, and ¥14mn from the members.

**■ Initiatives to prevent the spread of infection****Construction sales****Sales activities with the utmost consideration to our customers**

- ▶ We promise to make an appointment before the deal and avoid long stays or “3Cs” .
- ▶ Taking into consideration the situation of infectious diseases and areas, we will resume approach to new customers.

**Construction sites****Initiatives to make social distance and avoid “3Cs”**

- ▶ We made rules about the distance from others (over 2 meters) and the number of staff.
- ▶ Mouse shields are provided to prevent infection disease and heat stroke.

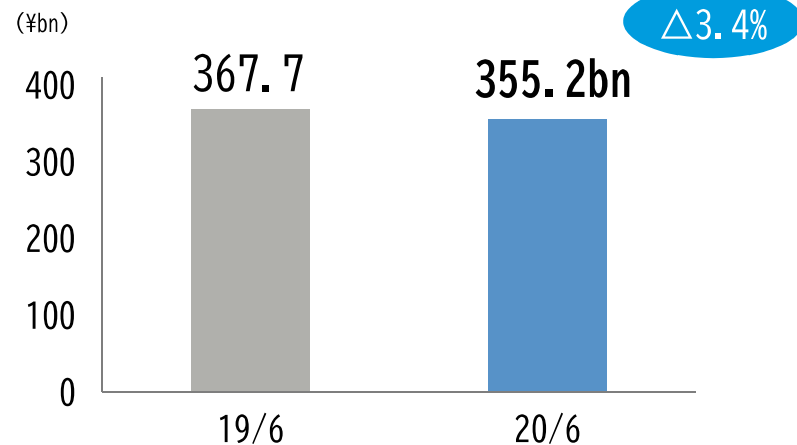
**Tenant recruitment****Efforts to control opportunities to visit stores**

- ▶ We introduced reservation system to control visitors.
- ▶ We use WEB preview system and online explanation of important matters.

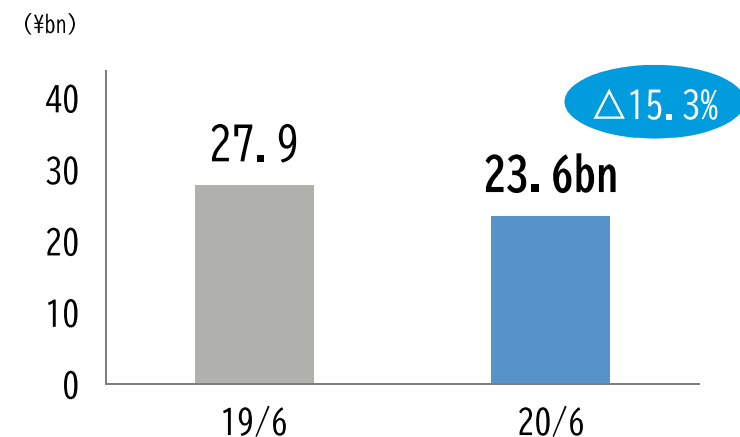


## II. Results in 1 Q FY ending in March 31, 2021

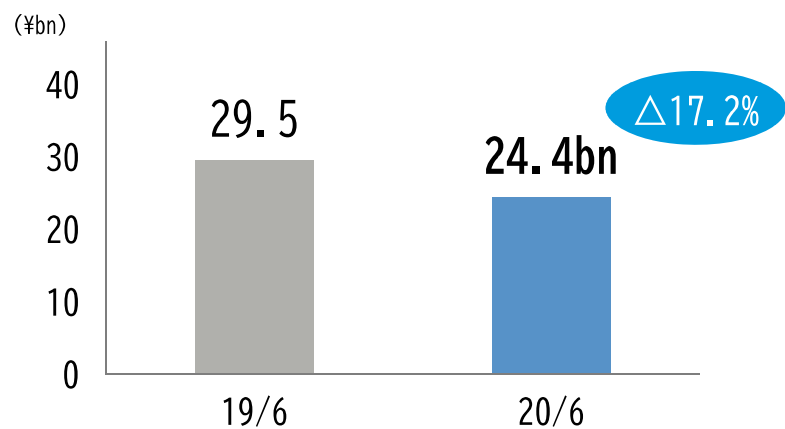
## ■ Net sales



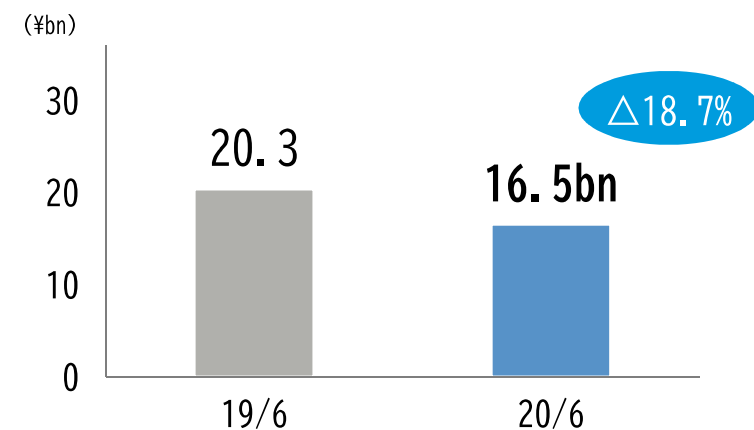
## ■ Operating income



## ■ Ordinary income



## ■ Net income attributable to owners of parent



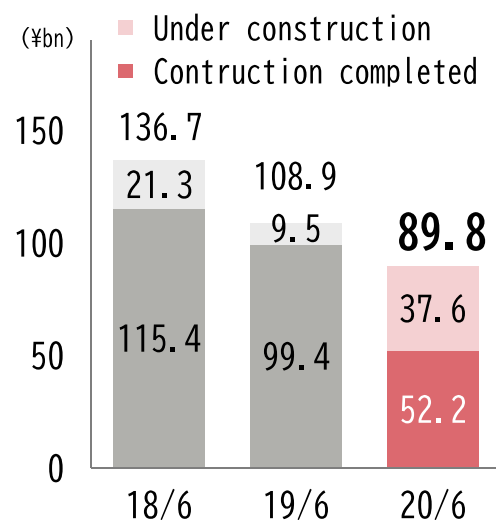
## ■ Major factors of fluctuation (Operating income $\Delta$ ¥4.3bn)

<p>Gross profit on completed construction contracts</p> <p>&lt;<math>\Delta</math>¥7.2bn&gt;</p>	<ul style="list-style-type: none"> <li>• Decrease in completed construction (¥108.9bn→¥89.8bn) <math>\Delta</math>¥5.37bn</li> <li>• Decrease in gross profit margin (28.1%→26.1%) <math>\Delta</math>¥1.81bn</li> </ul>
<p>Gross profit on real estate business</p> <p>&lt;<math>\Delta</math>¥0.2bn&gt;</p>	<ul style="list-style-type: none"> <li>• Decrease in profit from whole-building lease business <math>\Delta</math>¥0.24bn</li> <li>• Decrease in restoration to original condition or repairing construction <math>\Delta</math>¥0.50bn</li> <li>• Increase in profit from rent guarantee business +¥0.29bn</li> <li>• Decrease in profit from brokerage of rental estate business <math>\Delta</math>¥0.30bn</li> <li>• Increase in profit from electricity business +¥0.08bn</li> <li>• Increase in profit from monthly leasing business +¥0.32bn</li> </ul>
<p>Gross profit on the other businesses</p> <p>&lt;+¥0.2bn&gt;</p>	<ul style="list-style-type: none"> <li>• Increase in profit from gas business +¥0.50bn</li> <li>• Increase in profit from financial business +¥0.09bn</li> <li>• Decrease in profit from overseas hotel business <math>\Delta</math>¥0.54bn</li> <li>• Increase in profit from the other business +¥0.19bn</li> </ul>
<p>SG&amp;A expenses</p> <p>&lt;+¥2.9bn&gt;</p>	<ul style="list-style-type: none"> <li>• Decrease in personnel expenses +¥1.45bn</li> <li>• Decrease in advertising &amp; general publicity expenses +¥0.61bn</li> <li>• Decrease in recruitment fee/training fee +¥0.57bn</li> <li>• Decrease in other expenses. (Purchase of PCs, etc.) +¥0.26bn</li> </ul>

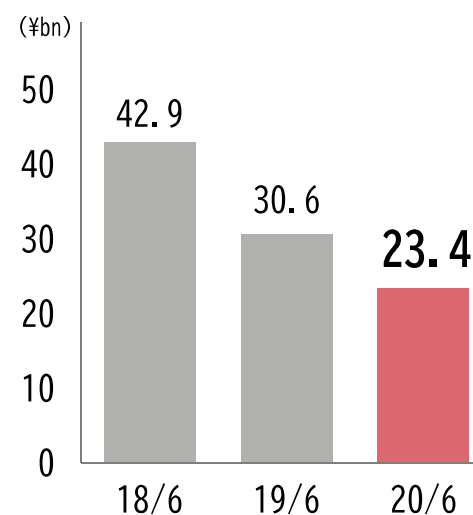
(¥bn)

	2019/6	2020/6	(YoY)
Net sales	108.9	89.8	(△17.5%)
Gross profit	30.6	23.4	(△23.4%)
Operating income	11.7	7.0	(△40.2%)

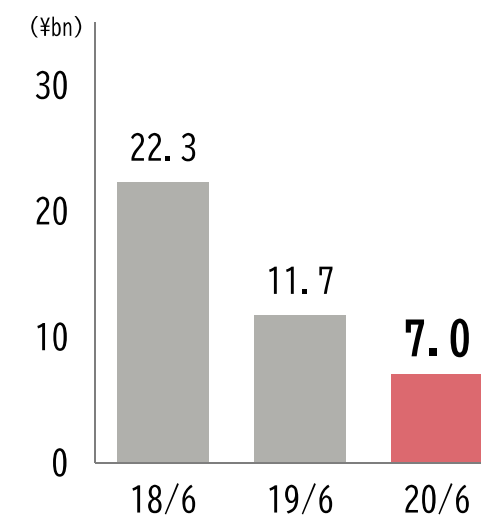
### ■ Net sales (Percentage of completion method)



### ■ Gross profit

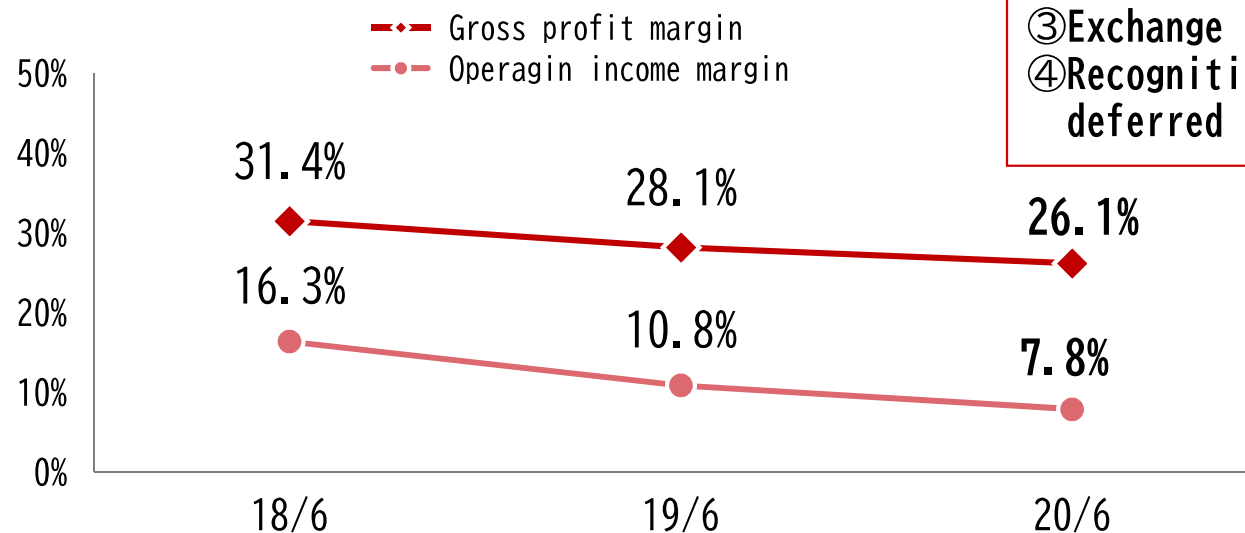


### ■ Operating income



	2019/6	2020/6	(YoY)
Gross profit margin	28.1%	26.1%	(△2.0p)
Operating income margin	10.8%	7.8%	(△3.0p)

### ■ Gross profit margin • Operating income margin



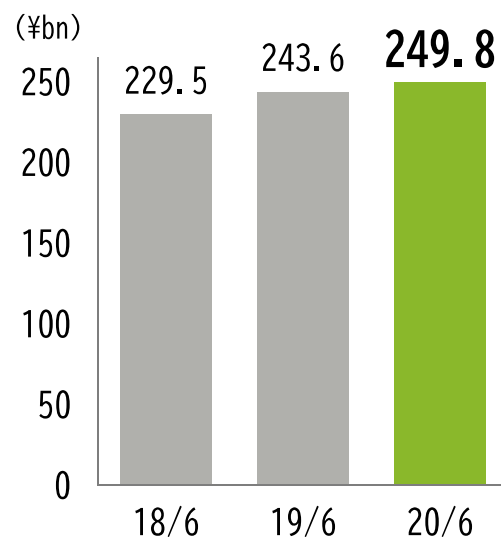
#### Major breakdown of the variance (△2.0p)

- ① Labor cost  $\Delta 1.6p$
- ② Material cost  $\pm 0.0p$
- ③ Exchange  $\pm 0.0p$
- ④ Recognition of deferred income  $\Delta 0.4p$

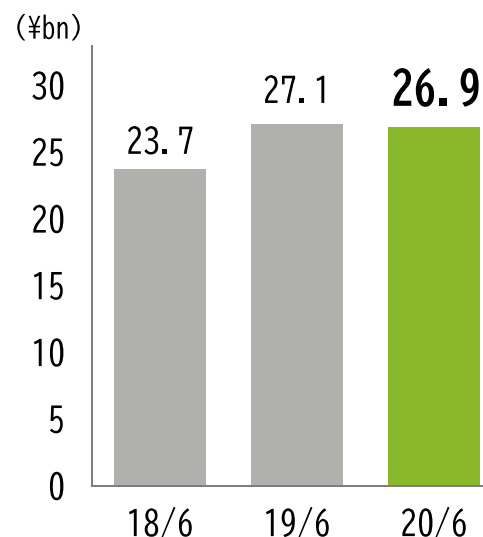
(¥bn)

	2019/6	2020/6	(YoY)
Gross profit margin	243.6	249.8	(+2.5%)
Gross profit	27.1	26.9	(△0.8%)
Operating income	17.3	17.4	(+0.5%)

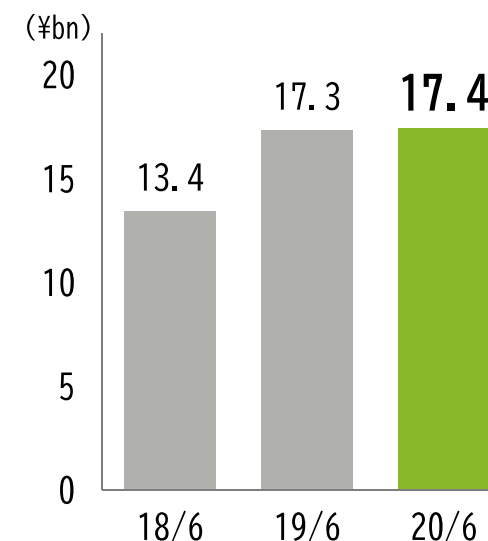
■ Net sales



■ Gross profit

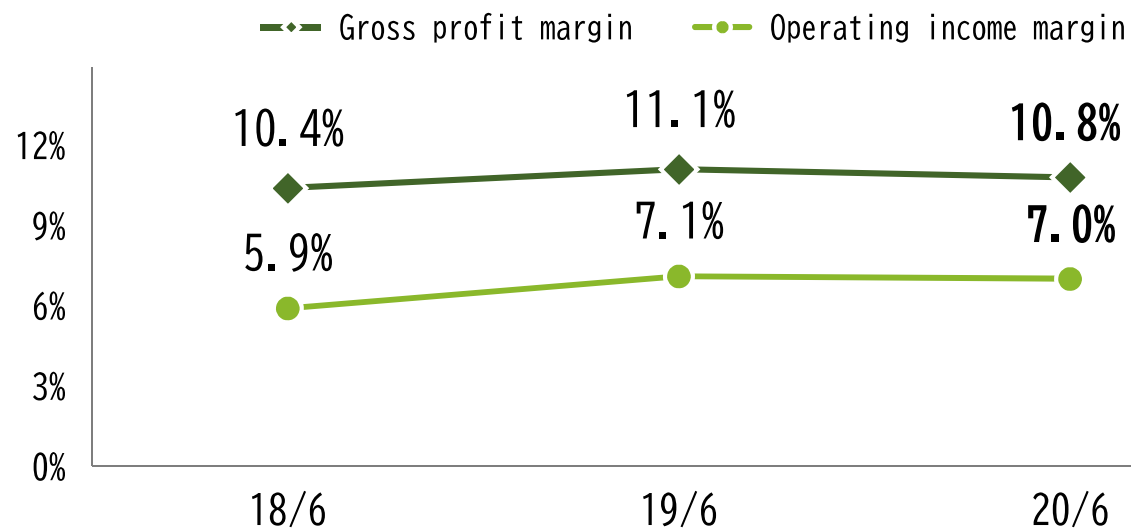


■ Operating income



	2019/6	2020/6	(YoY)
Gross profit margin	11.1%	10.8%	(△0.3p)
Operating income margin	7.1%	7.0%	(△0.1p)

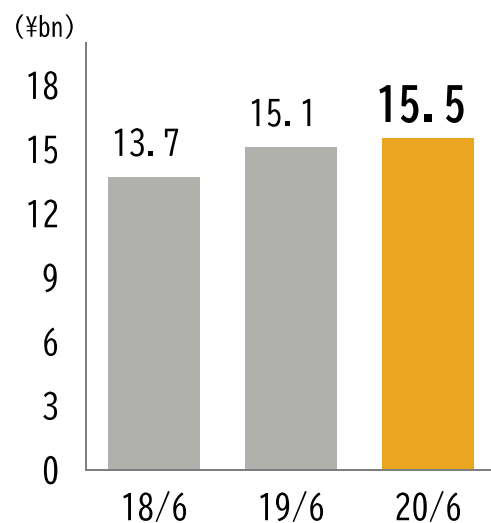
### ■ Gross profit margin・Operating income margin



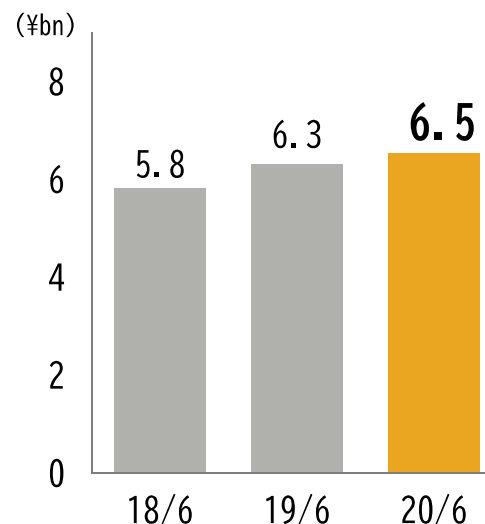
(¥bn)

	2019/6	2020/6	(YoY)
Net sales	15.1	15.5	(+2.9%)
Gross profit	6.3	6.5	(+3.5%)
Operating income	3.3	3.4	(+3.2%)

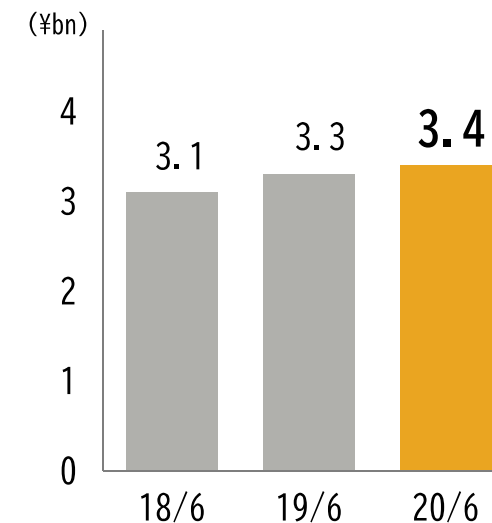
■ Net sales



■ Gross profit



■ Operating income



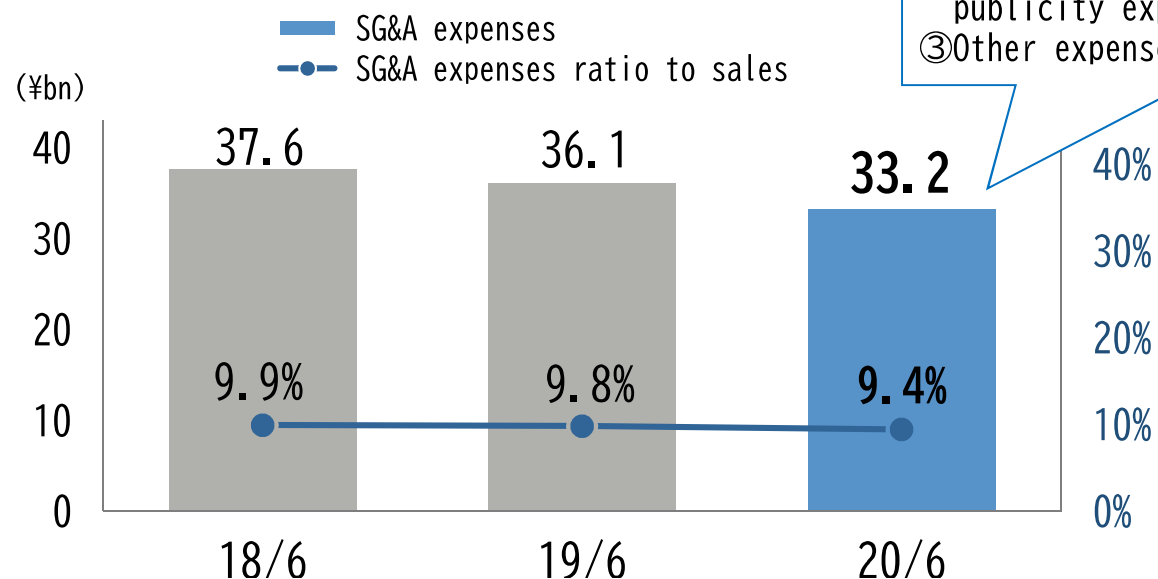


(¥bn)

	2019/6	2020/6	(YoY)
SG&A expenses	36.1	33.2	(△8.0%)
SG&A expenses ratio to sales	9.8%	9.4%	[△0.4p]

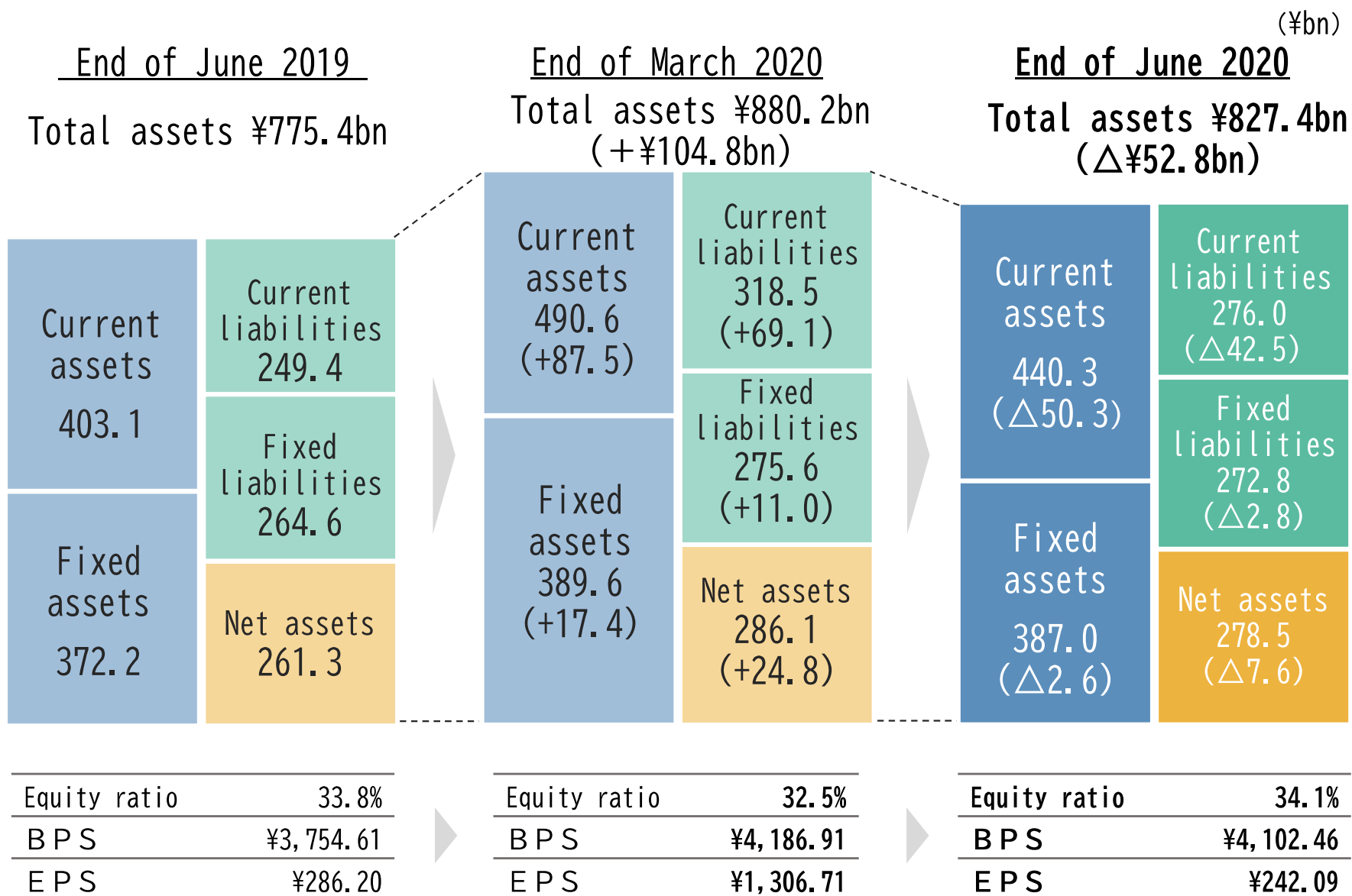
[ ] : Difference from same period in previous year

## ■ SG&amp;A expenses • SG&amp;A expenses ratio to sales



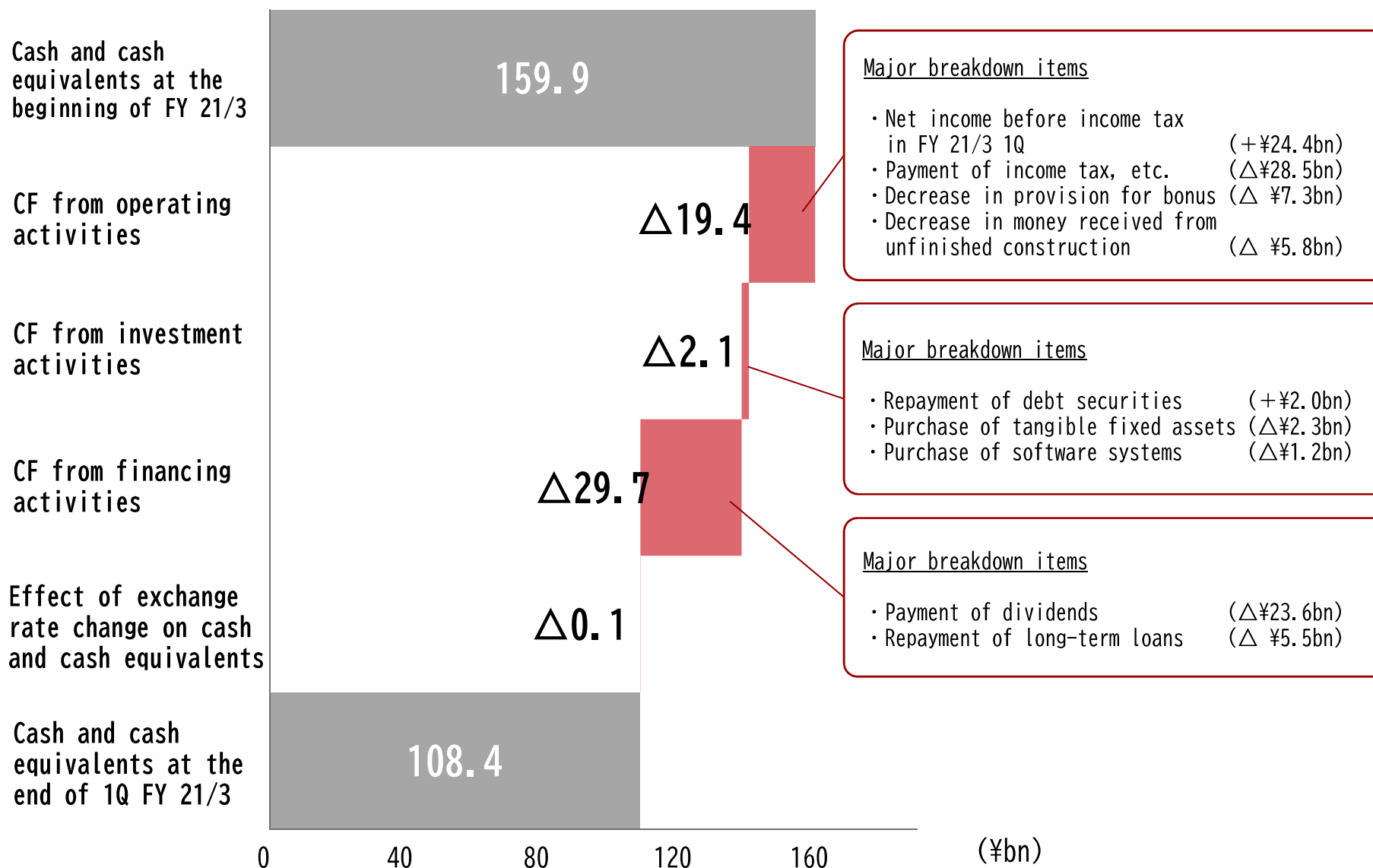
## Major breakdown of the variance (△¥2.9bn)

- ① Labor cost △¥1.4bn
- ② Advertising & general publicity expenses △¥1.2bn
- ③ Other expenses △¥0.3bn



※B P S:Net assets per share

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

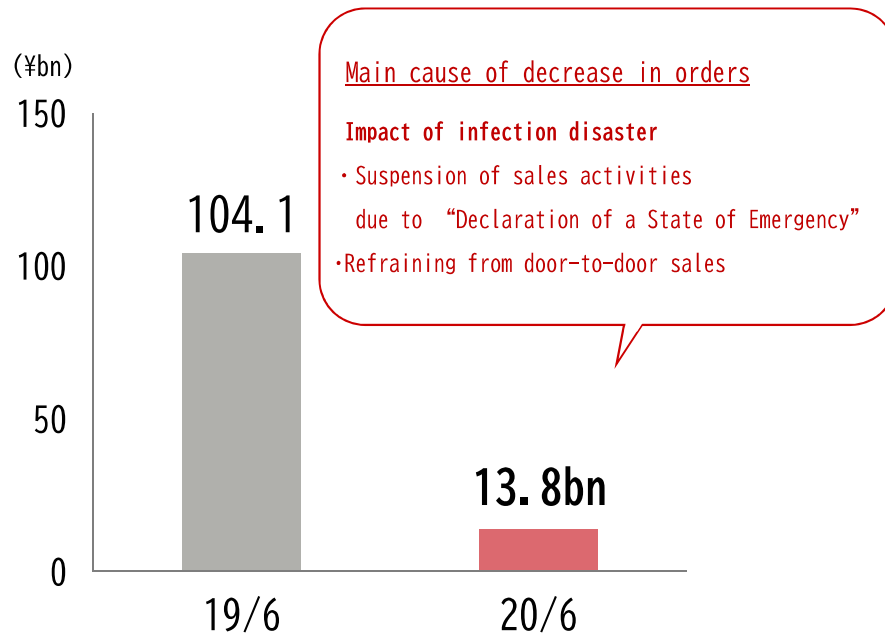


### III. Key Figures

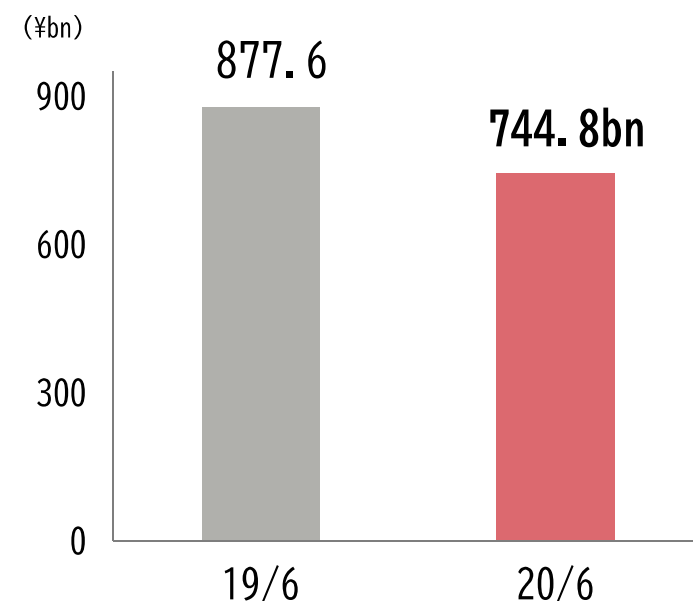
**Orders received    ¥13.8bn (△86.7% YoY)**

**Orders in hand    ¥744.8bn (△15.1% YoY)**

■ Orders received

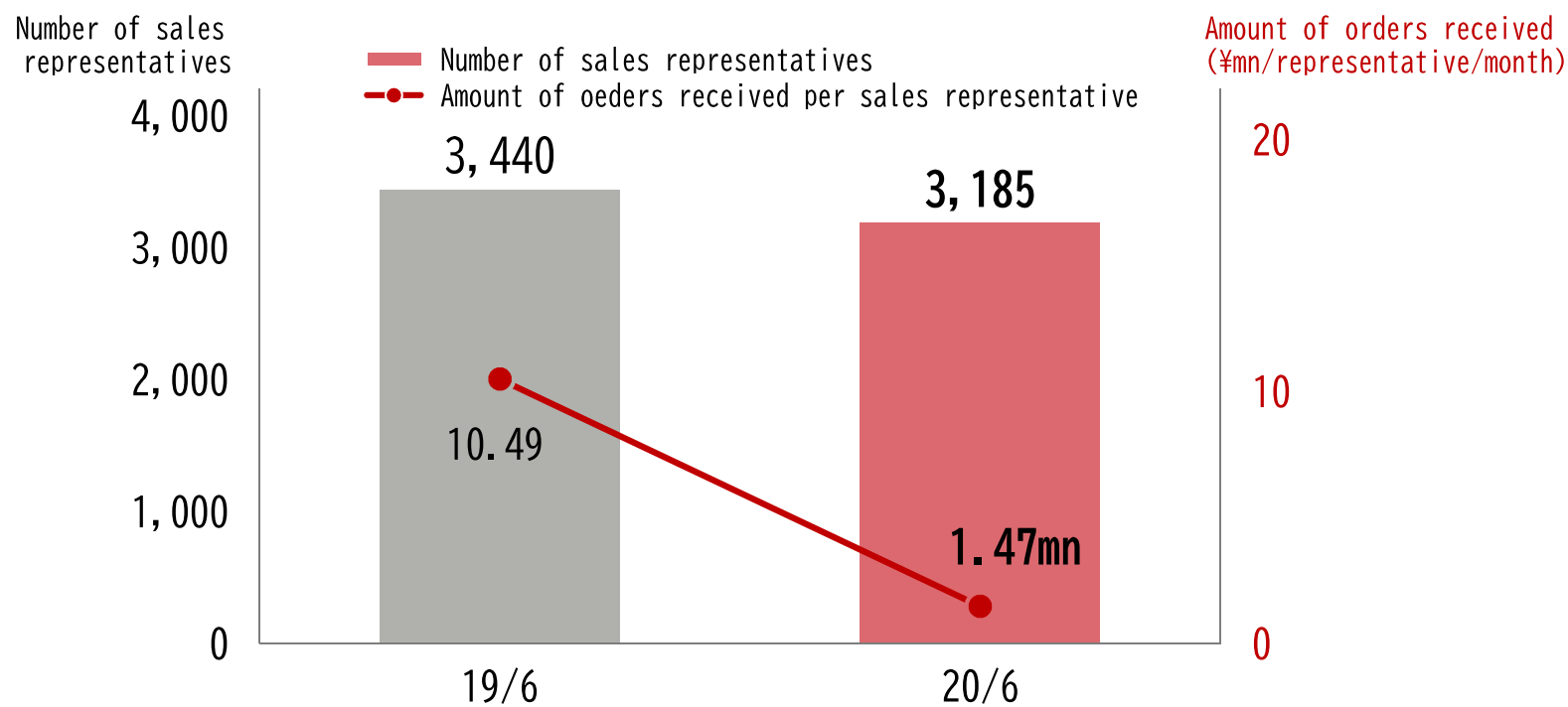


■ Orders in hand



Number of sales representatives <end of Jun.> 3,185 ( $\Delta 255$  YoY)

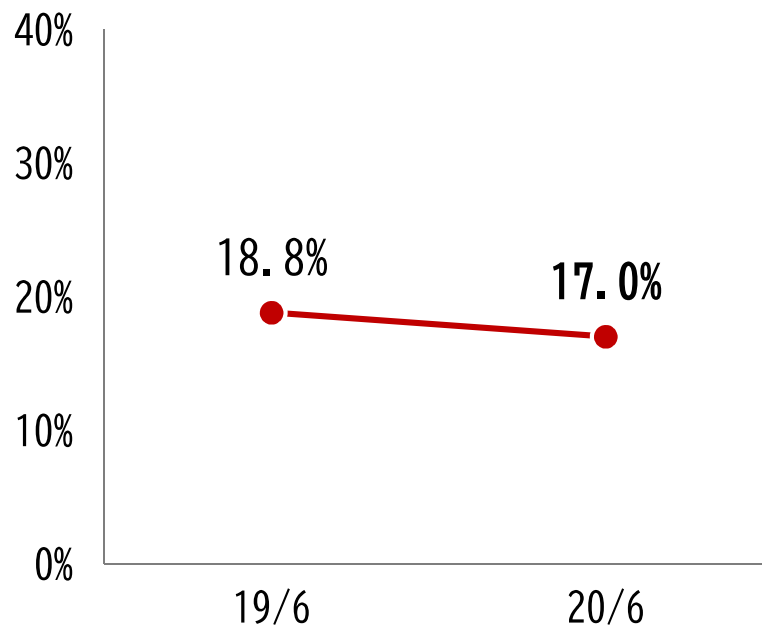
Amount of orders received per sales representative  
¥1.47mn/month ( $\Delta ¥9.02$ mn YoY)



**Mid-rise ratio 17.0% ( $\Delta 1.8\text{p}$  YoY)**

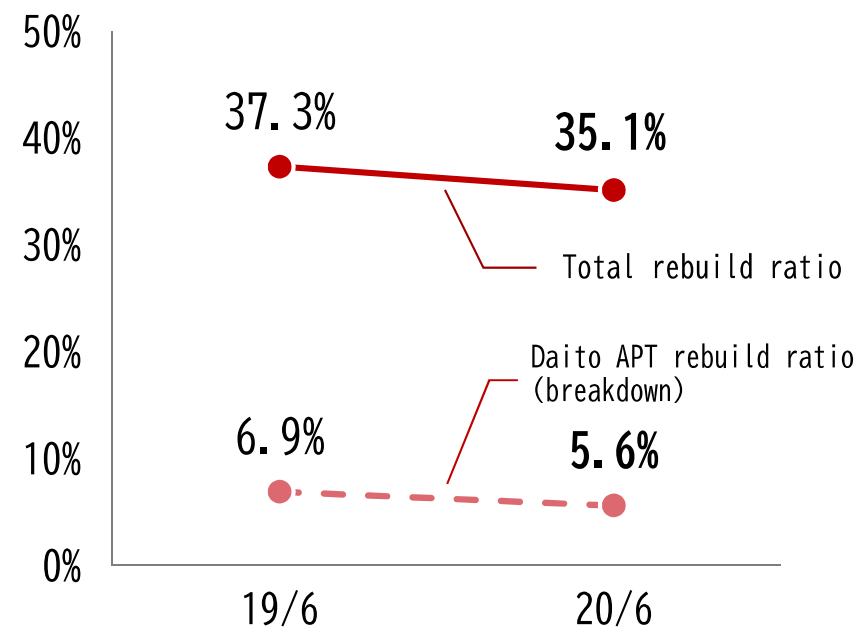
**Rebuild ratio 35.1% ( $\Delta 2.2\text{p}$  YoY)**

■ 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

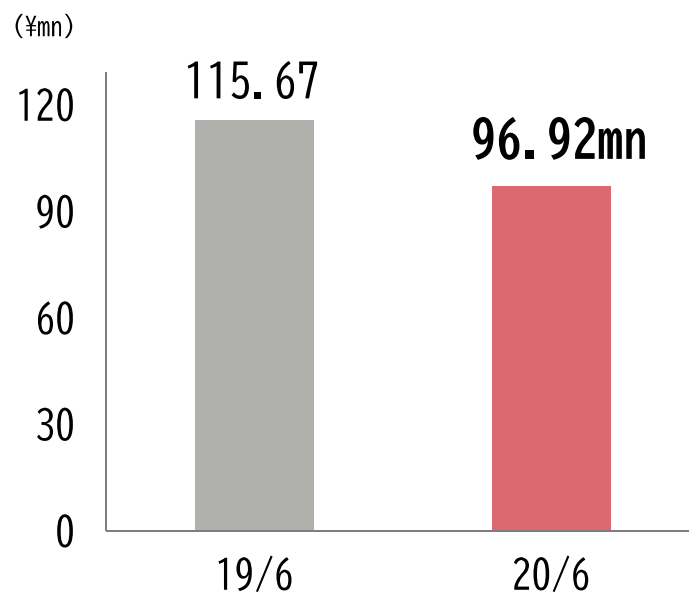


※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received  
Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

Average price of order received 96.92mn ( $\Delta 18.75$ mn YoY)

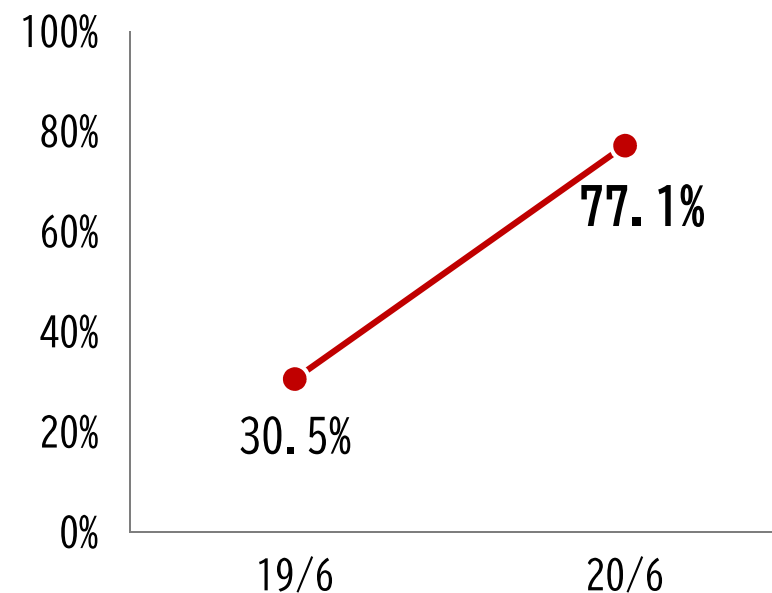
Cancellation ratio 77.1% (+46.6p YoY)

■ Average price of orders received※1



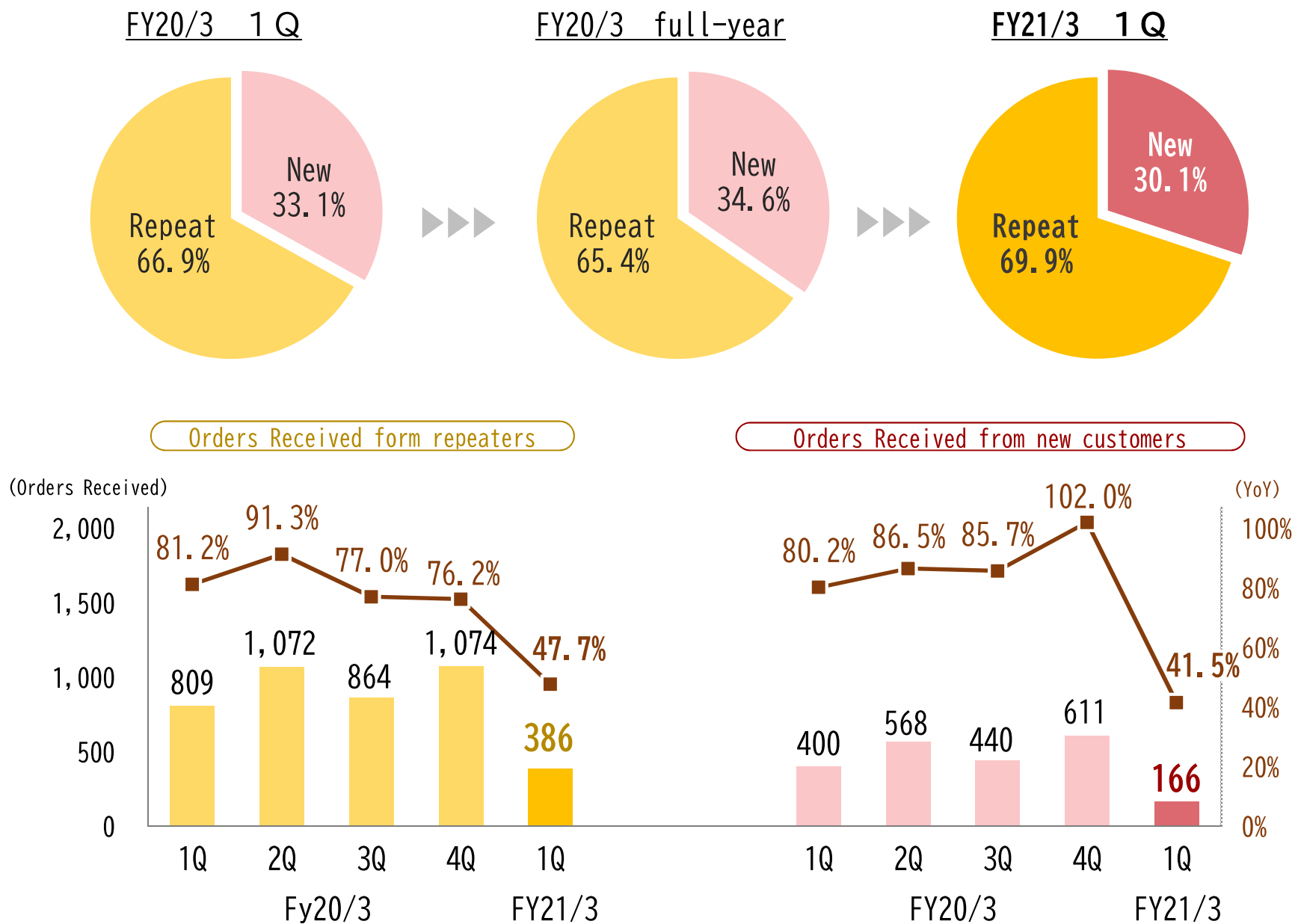
※1 Average price of order received = Amount of new orders received / Number of orders received

■ Cancellation ratio※2



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

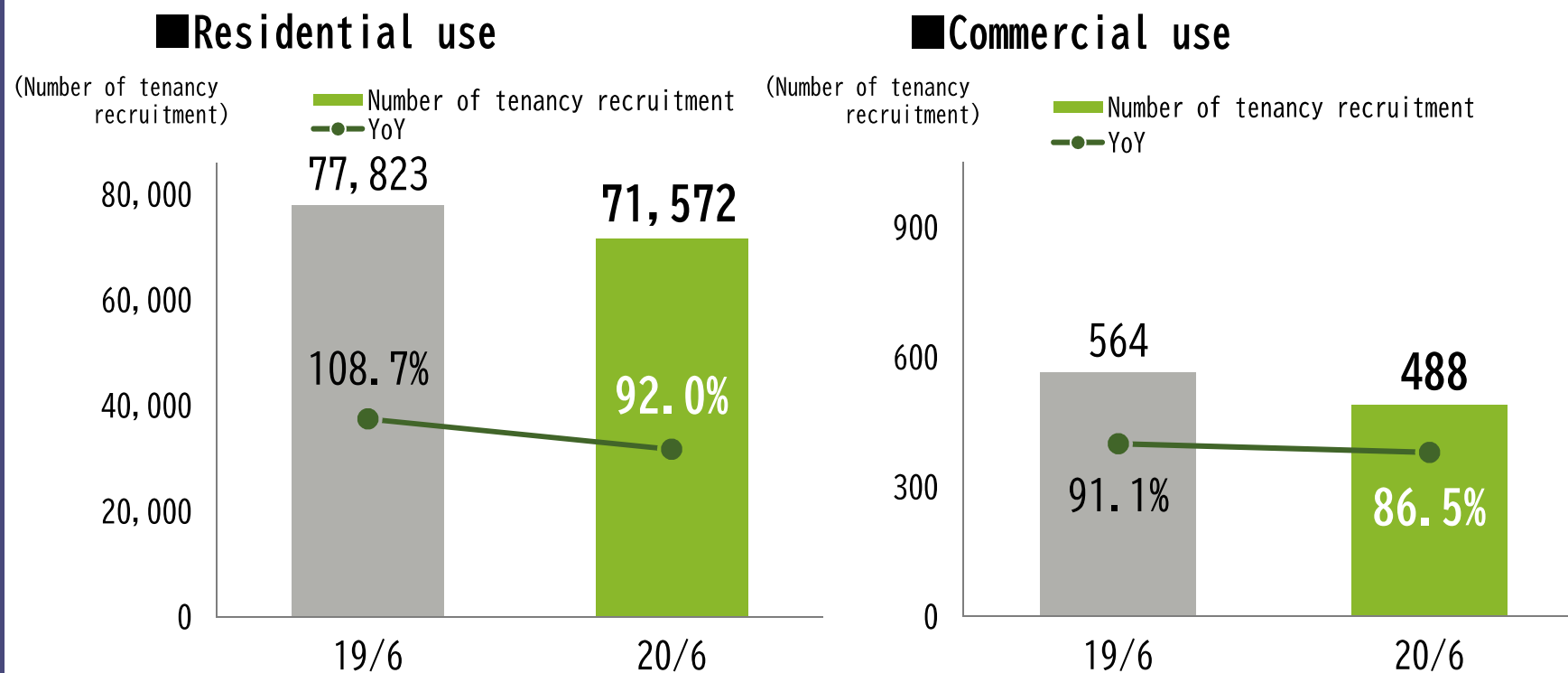




Number of tenancy recruitment 72,060 ( $\Delta 8.1\%$  YoY)

Residential use 71,572 ( $\Delta 8.0\%$  YoY)

Commercial use 488 ( $\Delta 13.5\%$  YoY)



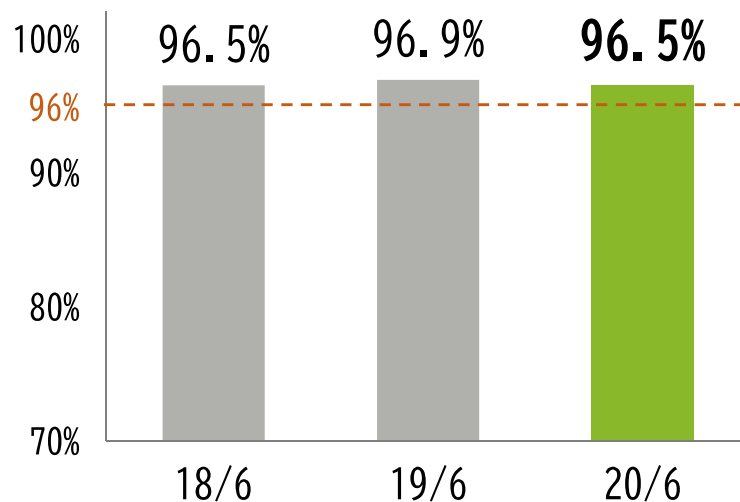
※Including the number of tenant recruitment for units managed by other companies

Continuously maintains sound level of occupancy  
(residential use : 96%・commercial use : 94%)

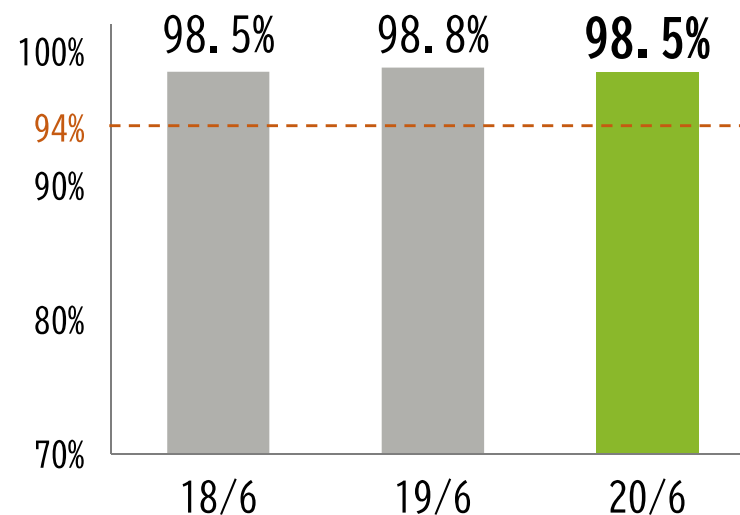
Residential use 96.5% (△0.4p YoY)

Commercial use 98.5% (△0.3p YoY)

■ Residential use



■ Commercial use

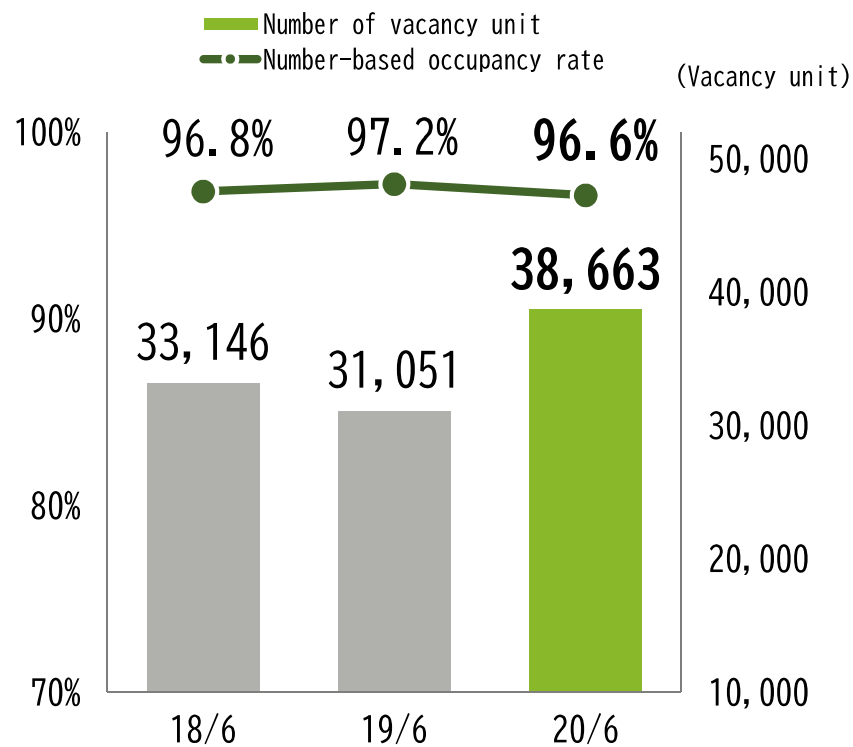


※Rent-based as occupancy rate = 100% - (Lease fee payment for vacant units / Aggregate amount of rent [%])

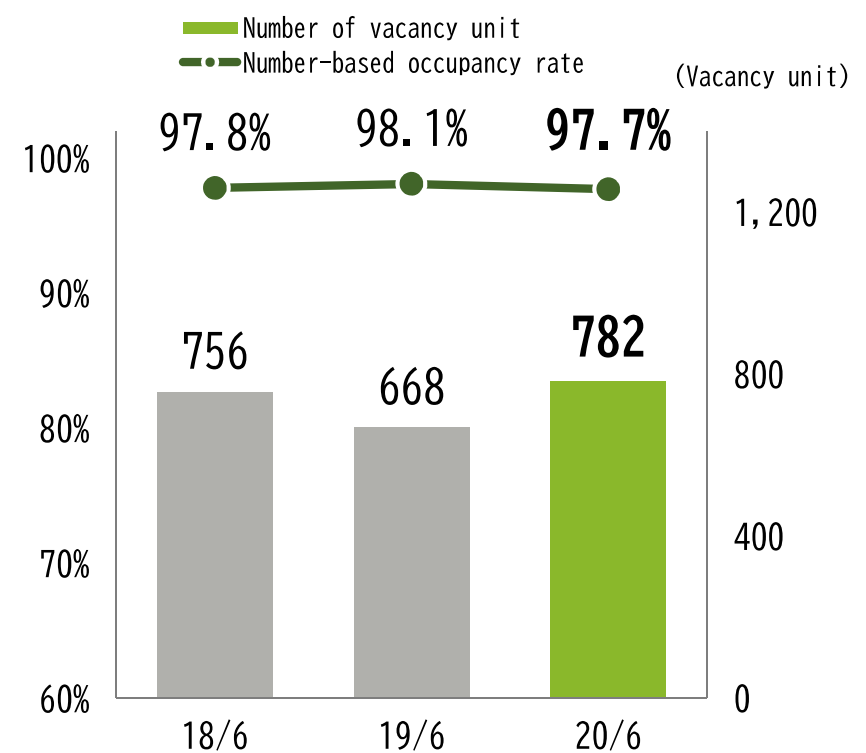
**Residential use units 96.6% (△0.6p YoY)**

**Commercial use units 97.7% (△0.4p YoY)**

### ■Residential use



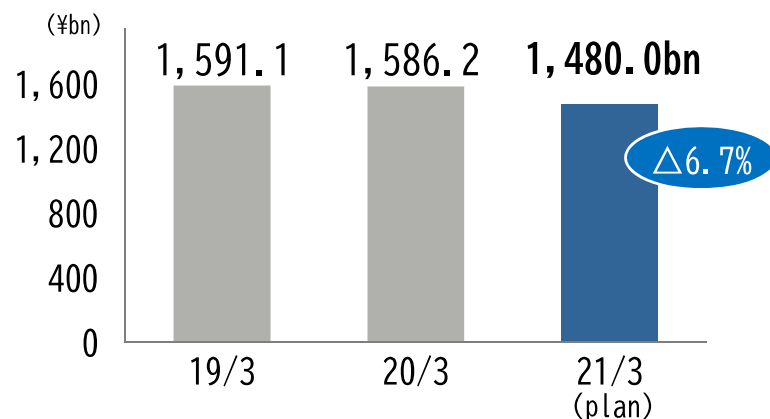
### ■Commercial use



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

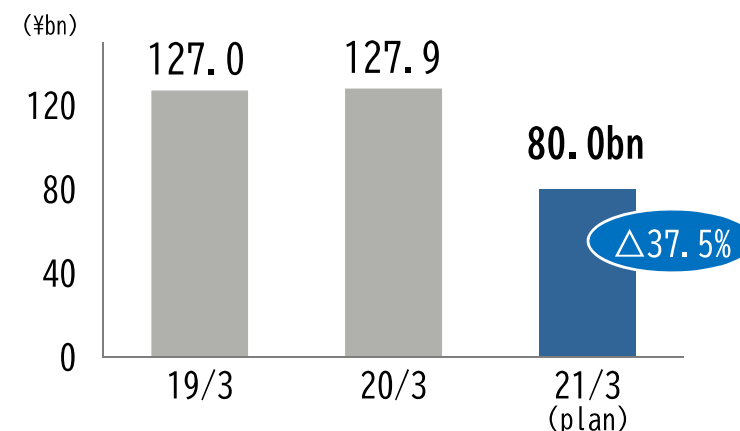
## IV. Forecasts of FY ending in March 31, 2021

## ■ Net sales

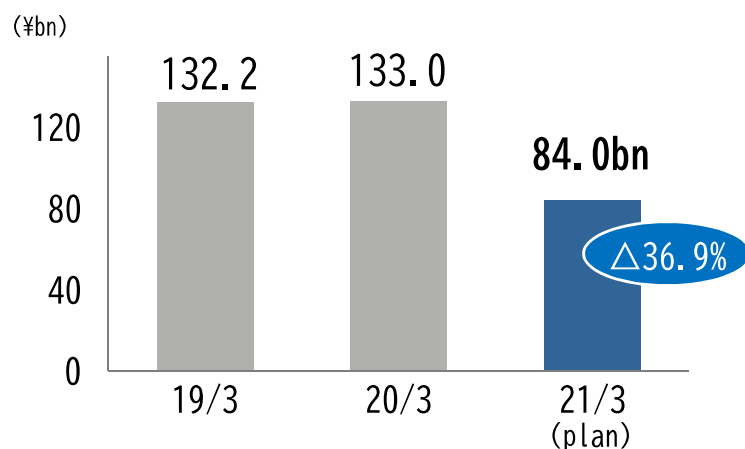


## ■ Operating income

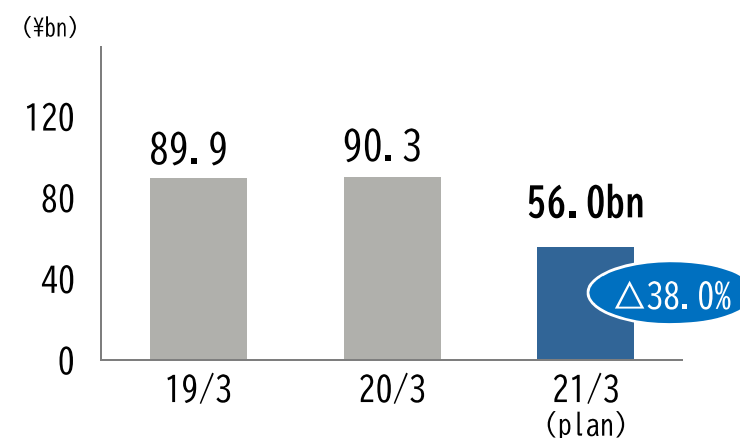
● : YoY



## ■ Ordinary income



## ■ Net income attribute to owners of parent

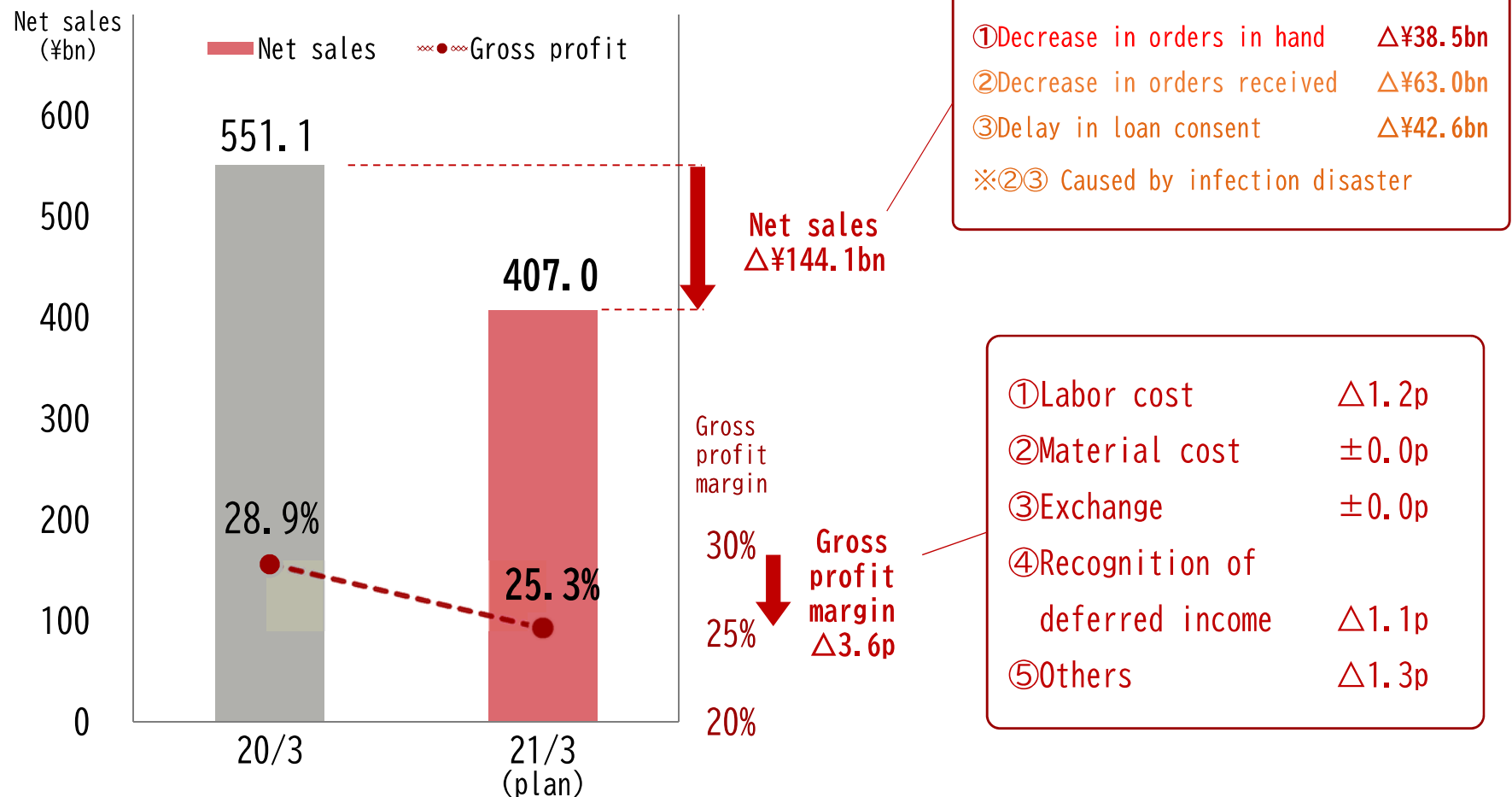


The above forecasts are based on the assumption that the spread of COVID-19 will gradually dissipate and our business activities are free from any social restriction such as "Declaration of a State of Emergency".

## ■ Major factors of fluctuation (Operating income $\Delta$ ¥47.9bn)

<p>Gross profit on completed construction contracts</p> <p><b>&lt; <math>\Delta</math>¥56.3bn &gt;</b></p>	<ul style="list-style-type: none"> <li>• Decrease in completed construction (¥551.1bn→¥407.0bn) <math>\Delta</math>¥41.6bn</li> <li>• Decrease in gross profit margin (28.9%→25.3%) <math>\Delta</math>¥14.7bn</li> </ul>
<p>Gross profit on real estate business</p> <p><b>&lt; +¥7.4bn &gt;</b></p>	<ul style="list-style-type: none"> <li>• Increase in profit from whole-building lease business +¥4.7bn</li> <li>• Increase in profit from guarantee business +¥1.8bn</li> <li>• Increase in profit from brokerage of rental estate business +¥0.9bn</li> </ul>
<p>Gross profit on other businesses</p> <p><b>&lt; <math>\Delta</math>¥1.3bn &gt;</b></p>	<ul style="list-style-type: none"> <li>• Decrease in profit from overseas hotel business <math>\Delta</math>¥3.4bn</li> <li>• Increase in profit from gas business +¥1.6bn</li> <li>• Increase in profit from nursing care business, insurance business, etc. +¥0.5bn</li> </ul>
<p>SG&amp;A expenses</p> <p><b>&lt; +¥2.2bn &gt;</b></p>	<ul style="list-style-type: none"> <li>• Increase in personnel expenses <math>\Delta</math>¥1.3bn</li> <li>• Decrease in advertising &amp; general publicity expenses +¥2.0bn</li> <li>• Decrease in other expenses. (Purchase of PCs, etc.) +¥1.5bn</li> </ul>

## Net sales <plan> ¥407.0bn (△26.1% YoY)



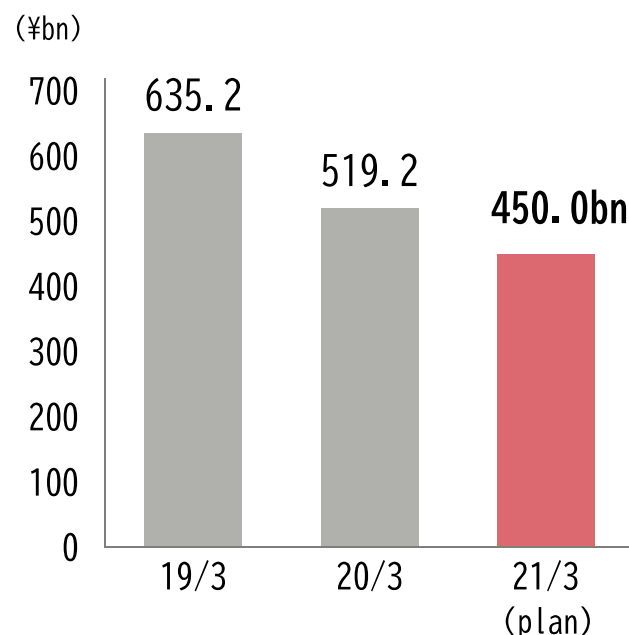


**Orders received <plan>                      ¥450.0bn (△13.3% YoY)**

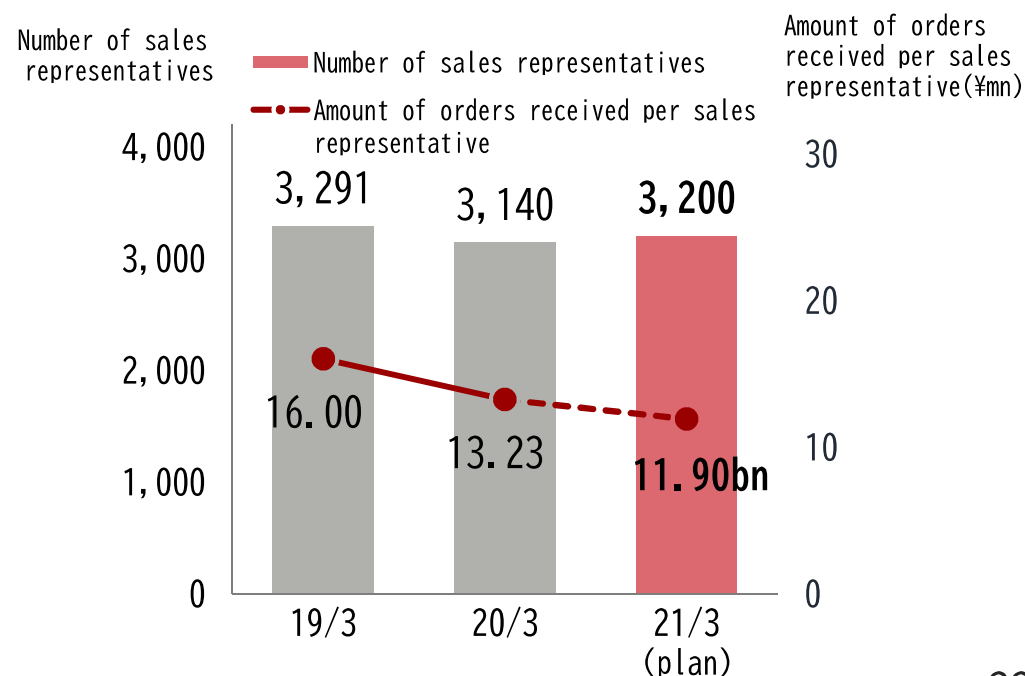
**Number of sales representatives <plan>                      3,200(+1.9% YoY)**

**Amount of orders received per sales representative <plan>  
¥11.90mn/month (△¥1.33mn YoY)**

### ■ orders received



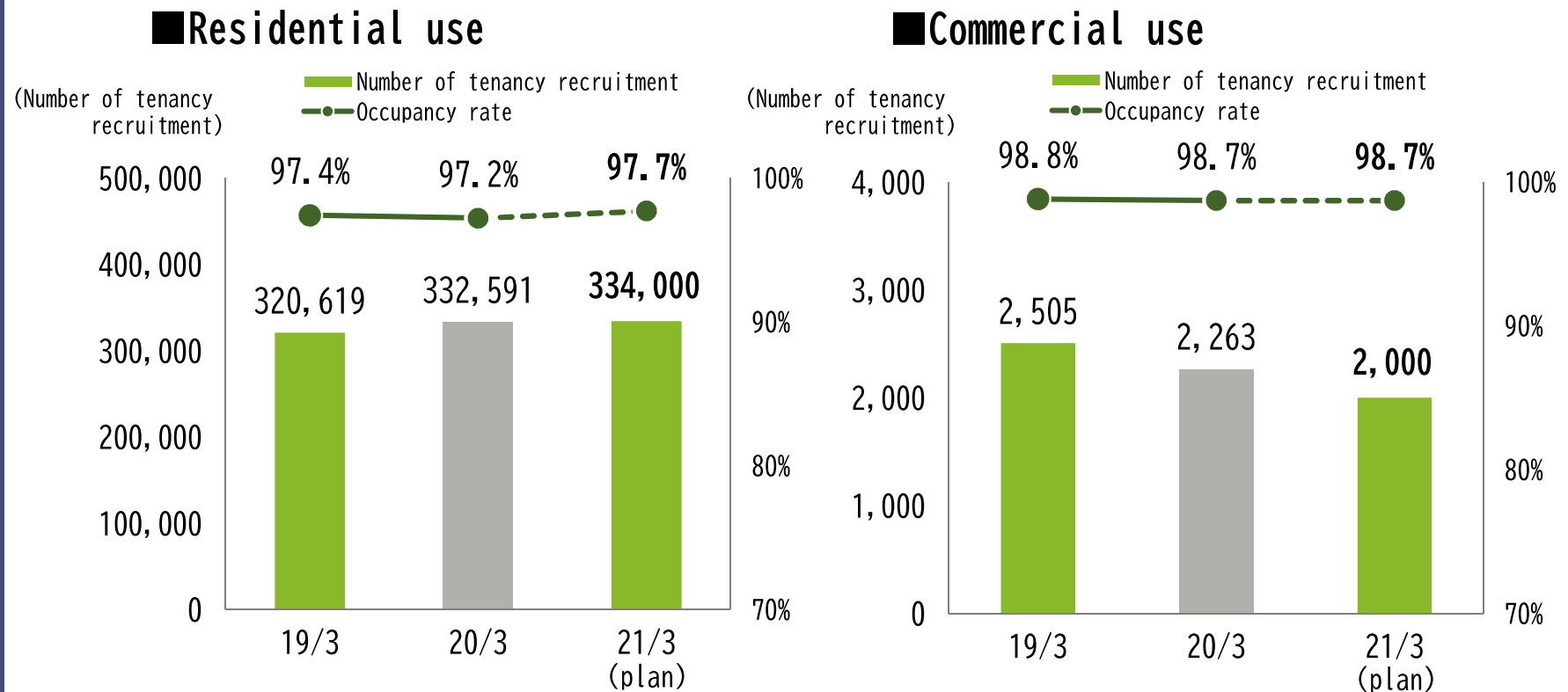
### ■ Amount of orders received per sales representative



Number of tenancy recruitment <plan> 336,000 (+0.3% YoY)

Residential use 334,000 (+0.4% YoY)

Commercial use 2,000 (△11.6% YoY)



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

## V. Shareholder Return

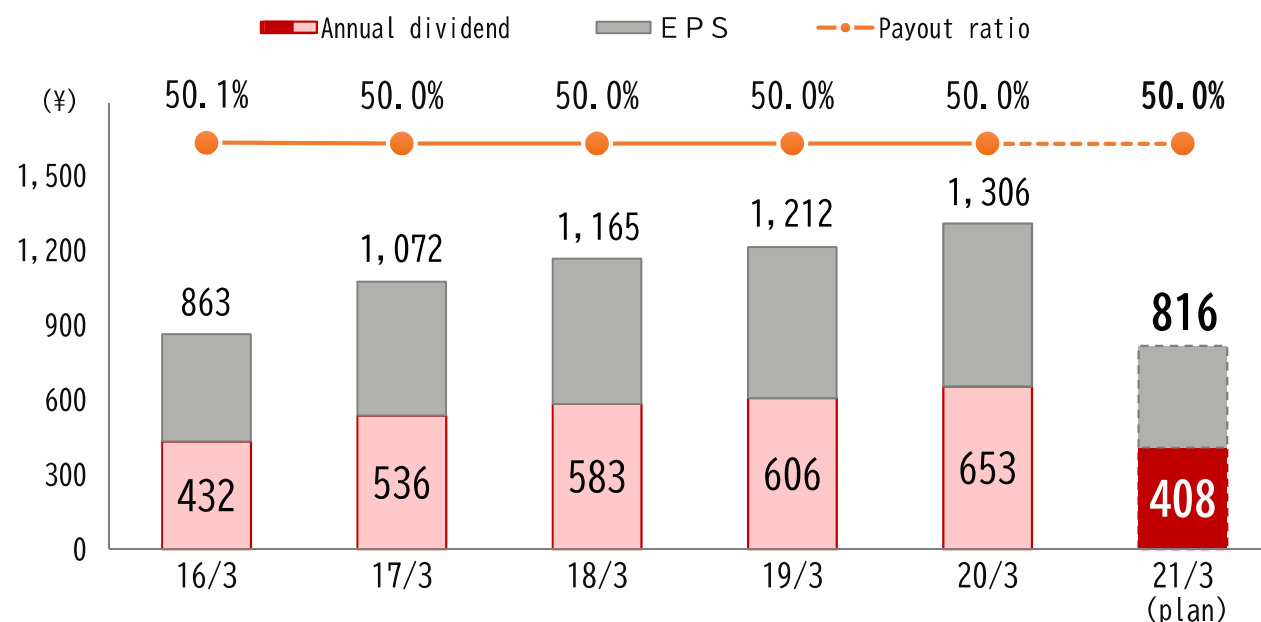
## ■ Annual dividend per share

**Annual <plan>      ¥408    (△¥245 YoY)**

**Mid-term <plan>      ¥204    (△¥104 YoY)**

**Year-end <plan>      ¥204    (△¥141 YoY)**

»» **Payout ratio 50% stands**



## VI. Appendix

(¥mn)

《 Construction business 》	20/3 1Q	21/3 1Q	YoY	21/3(plan)
Net sales	108,975	<b>89,881</b>	△17.5%	407,000
Gross profit	30,632	<b>23,450</b>	△23.4%	102,800
(Gross profit margin)	28.1%	<b>26.1%</b>	△2.0p	25.3%
Operating income	11,747	<b>7,021</b>	△40.2%	27,500
(Operating income margin)	10.8%	<b>7.8%</b>	△3.0p	6.8%

《 Real estate business 》	20/3 1Q	21/3 1Q	YoY	21/3(plan)
Net sales	243,693	<b>249,862</b>	+2.5%	1,013,000
Gross profit	27,164	<b>26,952</b>	△0.8%	106,200
(Gross profit margin)	11.1%	<b>10.8%</b>	△0.3p	10.5%
Operating income	17,331	<b>17,425</b>	+0.5%	61,700
(Operating income margin)	7.1%	<b>7.0%</b>	△0.1p	6.1%

《 Other businesses 》	20/3 1Q	21/3 1Q	YoY	21/3(plan)
Net sales	15,100	<b>15,542</b>	+2.9%	60,000
Gross Profit	6,303	<b>6,521</b>	+3.5%	23,300
(Gross profit margin)	41.7%	<b>42.0%</b>	+0.3p	38.8%
Operating income	3,381	<b>3,489</b>	+3.2%	12,000
(Operating income margin)	22.4%	<b>22.5%</b>	+0.1p	20.0%

(¥mn)

	20/3 1Q	21/3 1Q	YoY	21/3(plan)
<b>Net sales</b>	109,452	<b>90,610</b>	△17.2%	410,000
Construction	109,055	90,035	△17.4%	407,000
Real estate & others	397	575	+44.6%	3,000
<b>Gross profit</b>	32,258	<b>25,357</b>	△21.4%	114,000
Construction	31,994	24,943	△22.0%	112,300
Real estate & others	264	414	+56.8%	1,700
<b>SG&amp;A expenses</b>	26,587	<b>23,054</b>	△13.3%	108,000
<b>Operating income</b>	5,671	<b>2,302</b>	△59.4%	6,000
<b>Ordinary income</b>	43,371	<b>45,115</b>	+4.0%	54,000
<b>Net income</b>	41,064	<b>43,634</b>	+6.3%	49,000

(¥mn)

	19/3 1Q		20/3 1Q		21/3 1Q		
	Amount	(Ratio)	Amount	(Ratio)	Amount	(Ratio)	YoY
Lease up of rental housing units※1	207,553	(90.4%)	218,640	(89.7%)	<b>226,773</b>	(90.7%)	+3.7%
Building and repairs	9,258	(4.0%)	11,354	(4.7%)	<b>9,115</b>	(3.6%)	△19.7%
Brokerage of rental estate	4,139	(1.9%)	4,515	(1.8%)	<b>4,014</b>	(1.6%)	△11.1%
Rental guarantee business	3,039	(1.3%)	3,430	(1.4%)	<b>3,645</b>	(1.5%)	+6.3%
Electricity business	2,118	(0.9%)	2,090	(0.9%)	<b>2,218</b>	(0.9%)	+6.1%
Leasing business※2	1,535	(0.7%)	1,552	(0.6%)	<b>1,650</b>	(0.7%)	+6.3%
Others	1,945	(0.8%)	2,108	(0.9%)	<b>2,444</b>	(1.0%)	+15.9%
Total	229,590	(100.0%)	243,693	(100.0%)	<b>249,862</b>	(100.0%)	+2.5%

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

※2 Mainly Shinagawa East One Tower



(¥mn)

Construction Business								
	Daito Construction				Daito Steel			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
Net sales	1,443	1,000	△30.7%	6,000	873	792	△9.3%	4,192
Gross profit	79	29	△62.6%	372	44	28	△35.0%	148
SG&A expenses	40	33	△15.9%	167	21	20	△4.6%	84
Operating income	38	△4	—	205	22	8	△63.9%	63
Ordinary income	55	10	△80.3%	264	21	7	△65.5%	60
Net income	37	6	△82.1%	183	14	4	△69.2%	42

# 42 Profit & Loss of major subsidiaries (Real estate businesses-1) <FY21/3>

(¥mn)

Real estate business								
	Daito Kentaku Partners				Daito Kentaku Leasing			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
Net sales	234,218	240,372	+2.6%	968,961	5,803	5,978	+3.0%	26,982
Gross profit	21,694	21,149	△2.5%	77,514	2,368	2,618	+10.5%	12,163
SG&A expenses	4,724	5,088	+7.7%	23,012	1,553	1,581	+1.8%	7,310
Operating income	16,969	16,061	△5.3%	54,502	815	1,037	+27.2%	4,853
Ordinary income	17,229	16,299	△5.4%	55,481	843	1,067	+26.4%	5,943
Net income	11,935	11,438	△4.2%	38,395	540	703	+30.1%	4,083

# 43 Profit & Loss of major subsidiaries (Real estate businesses-2) <FY21/3>

(¥mn)

Real estate business								
	House Leave				Housecom Group			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
Net sales	3,430	3,645	+6.3%	16,099	2,977	2,643	△11.2%	13,351
Gross profit	3,223	3,521	+9.3%	15,312	2,523	2,186	△13.3%	11,457
SG&A expenses	815	791	△2.9%	4,401	2,458	2,444	△0.6%	10,276
Operating income	2,407	2,729	+13.4%	10,910	64	△257	—	1,181
Ordinary income	2,410	2,732	+13.3%	10,919	66	△242	—	1,355
Net income	1,673	1,897	+13.4%	7,575	37	△212	—	903

(¥mn)

Other businesses (Financial business)												
	Daito Finance				House Guard				D. T. C			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
Net sales	576	662	+15.0%	2,422	816	1,073	+31.4%	4,004	824	822	△0.2%	10,886
Gross profit	505	568	+12.5%	2,038	352	426	+20.8%	1,513	325	325	+0.1%	1,671
SG&A expenses	75	71	△4.6%	279	292	327	+12.0%	1,268	3	3	+7.5%	26
Operating income	430	496	+15.5%	1,758	60	98	+63.8%	244	321	321	+0.0%	1,645
Ordinary income	430	501	+16.5%	1,775	60	98	+63.8%	244	321	321	+0.0%	1,644
Net income	298	338	+13.4%	1,231	43	72	+66.9%	169	321	321	+0.0%	1,644

(¥mn)

Other businesses (Gas supply business ・ Energy business )								
	Gaspal Group				Daito Energy			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
Net sales	7,241	7,938	+9.6%	31,473	559	66	△88.2%	82
Gross profit	3,466	4,084	+17.8%	15,384	139	21	△84.7%	22
SG&A expenses	1,807	1,871	+3.6%	7,882	7	2	△65.6%	5
Operating income	1,659	2,212	+33.3%	7,502	132	18	△85.7%	17
Ordinary income	1,533	2,046	+33.5%	6,895	126	17	△85.8%	15
Net income	973	1,407	+44.6%	4,782	106	15	△85.9%	15

(¥mn)

Other businesses (Care business)												
	Care Partner				Sakura Care				Ume Care			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
Net sales	3,287	3,226	△1.9%	13,248	105	117	+11.2%	452	115	170	+47.2%	596
Gross profit	441	296	△32.9%	1,273	18	21	+14.3%	71	2	45	—	91
SG&A expenses	290	271	△6.4%	1,123	12	13	+7.0%	46	10	11	+15.2%	45
Operating income	151	24	△83.7%	150	6	7	+29.2%	24	△7	33	—	45
Ordinary income	145	20	△86.2%	126	6	7	+23.9%	24	△7	33	—	45
Net income	64	△72	—	86	6	5	△15.7%	16	△7	21	—	31

(¥mn)

Other businesses (Overseas business)								
	DAITO ASIA DEVELOPMENT (MALAYSIA) SDN. BHD.				DAITO ASIA DEVELOPMENT (MALAYSIA) II SDN. BHD.			
	20/3 1Q	21/3 1Q	YoY	21/3 Plan	20/3 1Q	21/3 1Q	YoY	21/3 Plan
<b>Net sales</b>	<b>703</b>	<b>412</b>	<b>△41.4%</b>	<b>821</b>	<b>1,045</b>	<b>578</b>	<b>△44.6%</b>	<b>1,465</b>
Gross profit	311	88	△71.5%	△81	473	149	△68.4%	150
SG&A expenses	243	195	△19.4%	533	335	252	△24.7%	888
<b>Operating Income</b>	<b>68</b>	<b>△107</b>	<b>△257.6%</b>	<b>△615</b>	<b>137</b>	<b>△102</b>	<b>△174.7%</b>	<b>△738</b>
<b>Ordinary income</b>	<b>140</b>	<b>△370</b>	<b>△363.3%</b>	<b>△704</b>	<b>175</b>	<b>△393</b>	<b>△324.5%</b>	<b>△838</b>
<b>Net income</b>	<b>140</b>	<b>△370</b>	<b>△363.3%</b>	<b>△704</b>	<b>175</b>	<b>△393</b>	<b>△324.5%</b>	<b>△838</b>

## ■ Amount of order received

(¥mn)

	19/3 1Q	20/3 1Q	21/3 1Q	YoY	21/3(Plan)
Residential use	123,157	96,138	8,149	△91.5%	404,100
Rental housing	122,325	95,728	7,710	△91.9%	401,800
Detached housing	831	409	439	+7.2%	2,300
Commercial use	682	164	△97	△159.2%	6,100
Building and repairs	5,781	7,870	5,823	△26.0%	39,800
Total	129,621	104,172	13,876	△86.7%	450,000

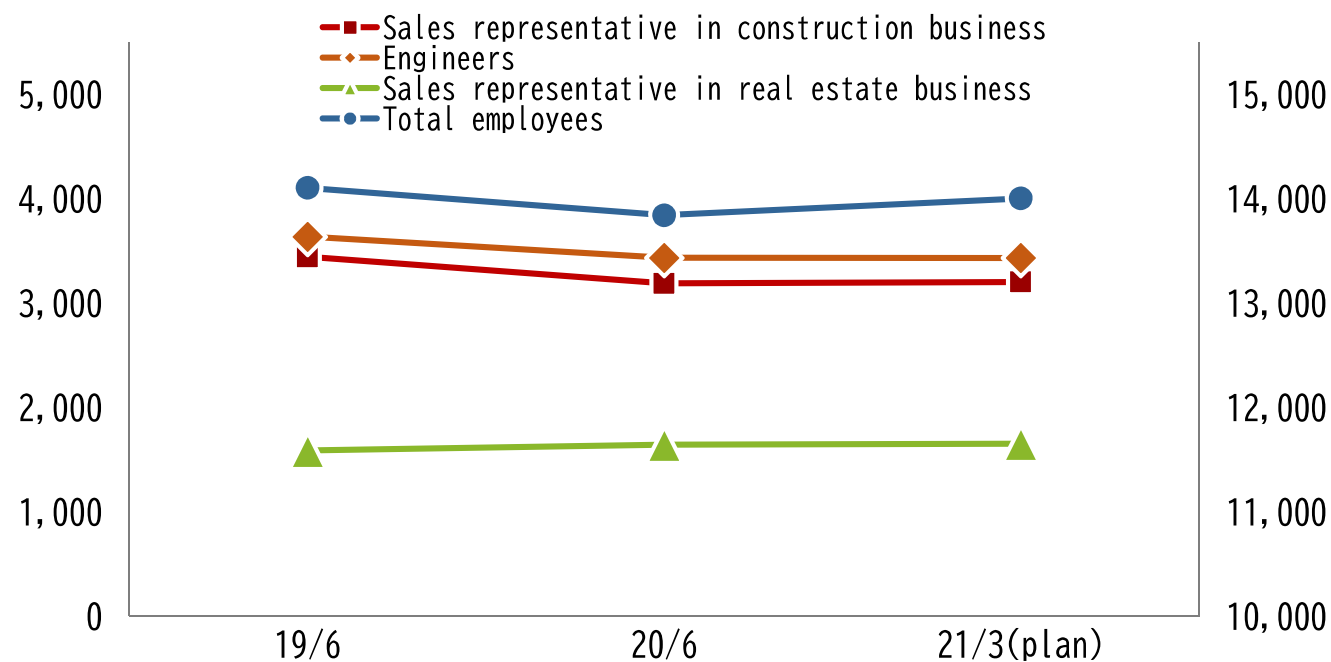
## ■ Net income from completed construction

(¥mn)

	19/3 1Q	20/3 1Q	21/3 1Q	YoY	21/3(Plan)
Residential use	135,713	106,996	86,462	△19.2%	396,200
Rental housing	135,267	106,571	86,152	△19.2%	394,500
Detached housing	446	425	310	△27.0%	1,700
Commercial use	618	847	1,190	+40.6%	3,800
Building and repairs	9,644	12,485	11,343	△9.1%	39,800
Total	145,977	120,329	98,997	△17.7%	439,800

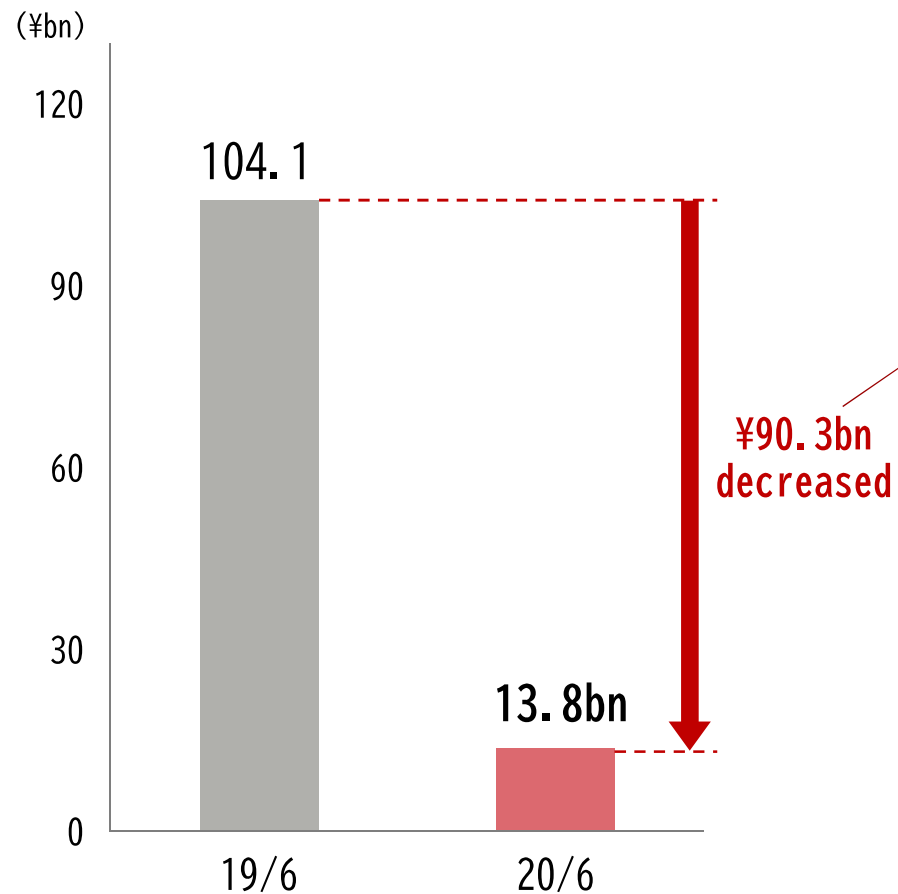


	19/6	20/6	YoY	21/3(Plan)
<b>Total employees</b>	14,102	13,839	△263	14,000
Sales representative in construction business※	3,440	3,185	△255	3,200
<b>Engineers</b>	3,634	3,431	△203	3,430
Sales representative in real estate business	1,583	1,641	+58	1,650

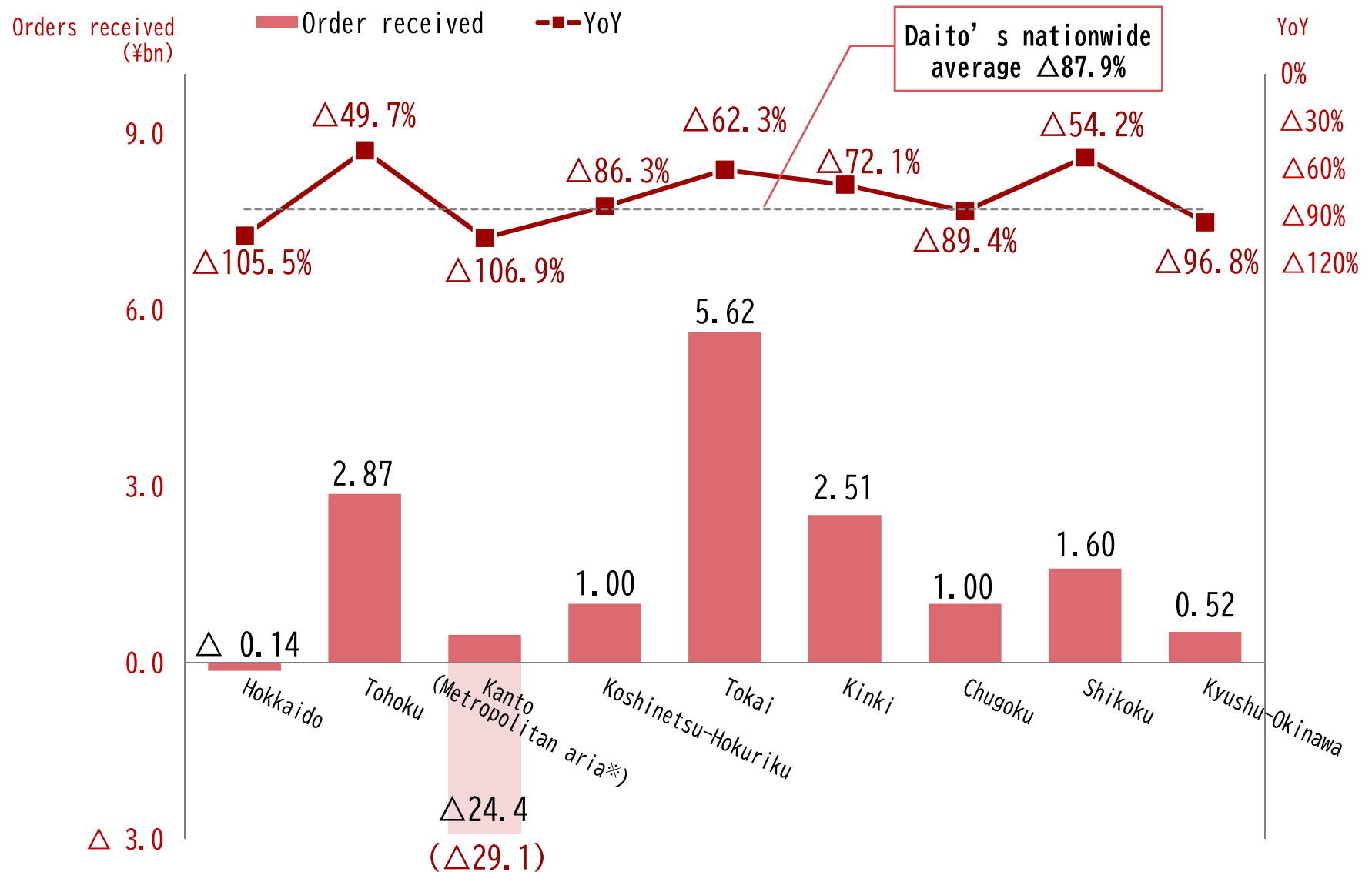


※ Including customer support division

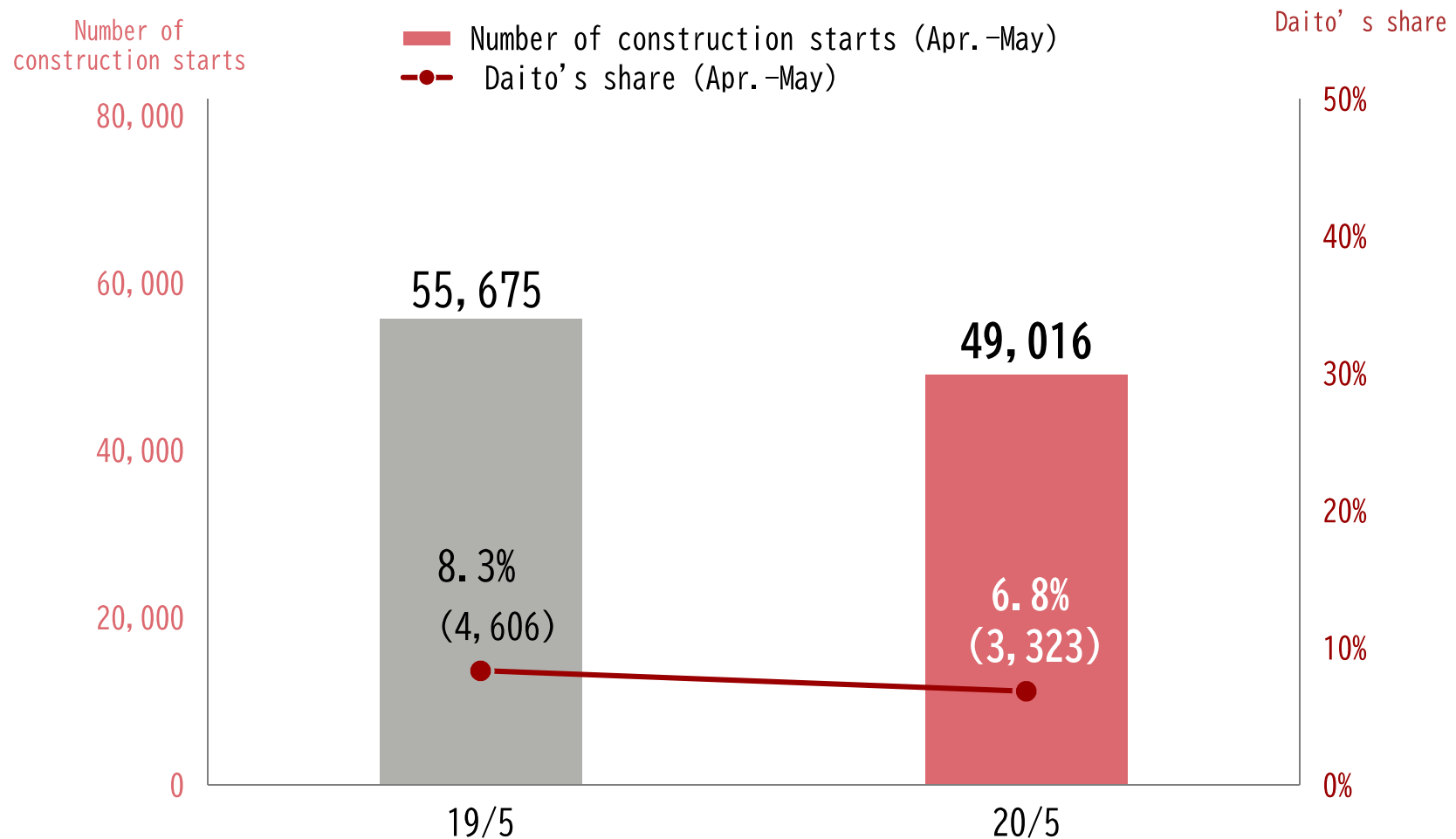
## ■ 1Q comparison



- ① Number of orders (project)  $\Delta$ ¥76.0bn  
(1,209 orders  $\rightarrow$  552 orders)
- ② Per project price  $\Delta$ ¥10.4bn  
(115.67mn/project  $\rightarrow$  96.92mn/project)
- ③ Cancellation  $\Delta$ ¥1.2bn  
(30.5%  $\rightarrow$  77.1%)
- ④ Optional construction contracts  $\Delta$ ¥2.7bn  
(¥9.9bn  $\rightarrow$  ¥7.2bn)

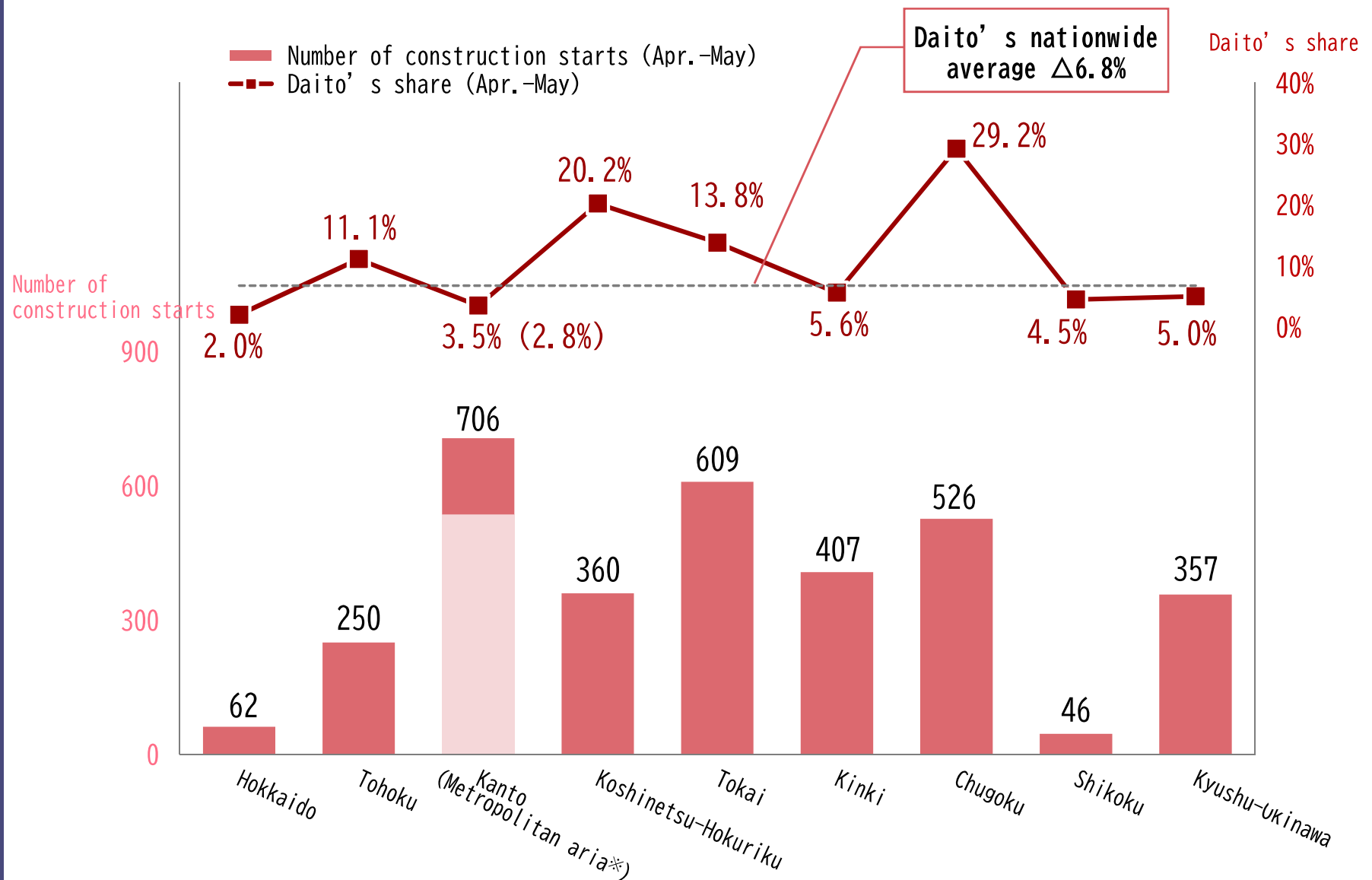


※ Metropolitan area ... Tokyo, Kanagawa, Chiba, Saitama Prefecture



※(Number of construction starts by Daito group)

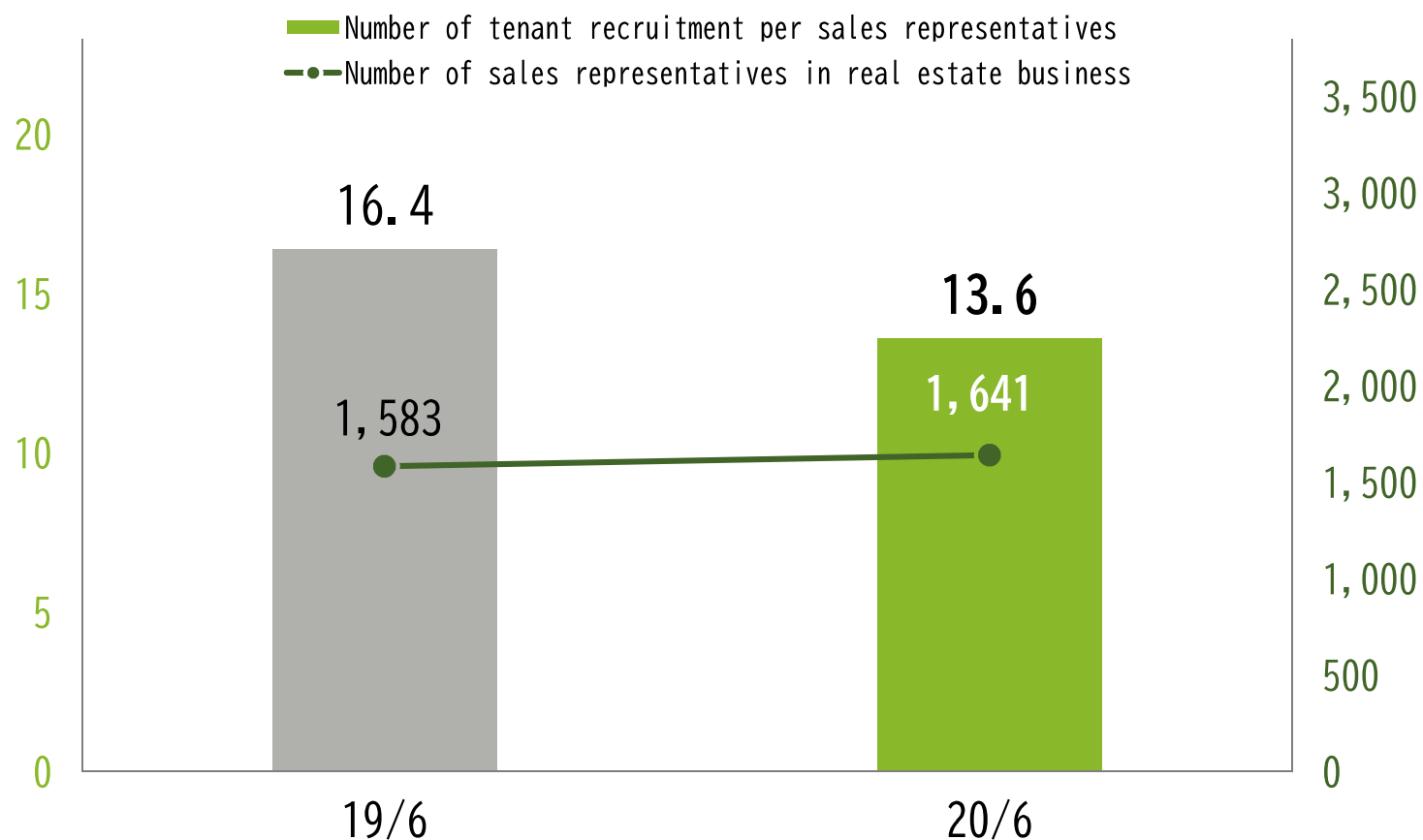
(Ministry of Land, Infrastructure, Transport and Tourism : "Housing Starts Statistics" )



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

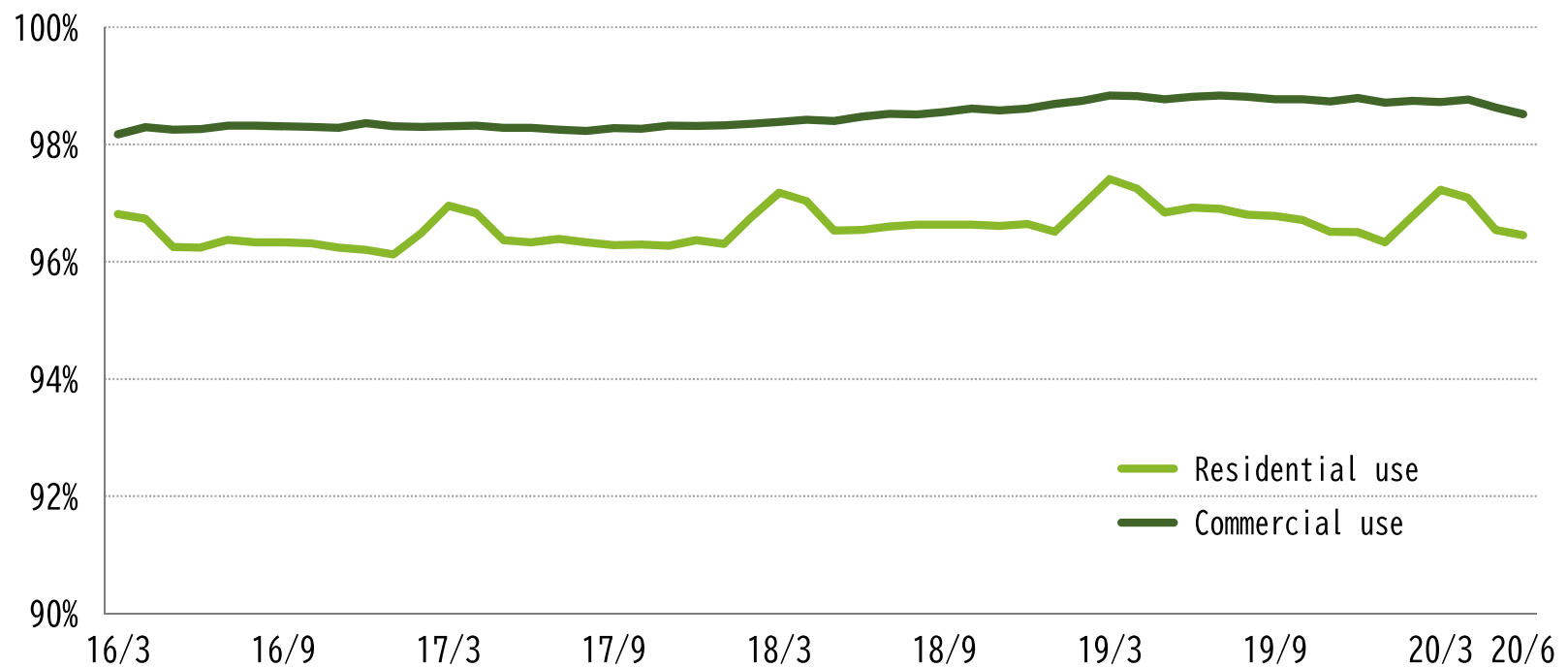
Number of tenant recruitment/  
representatives / month

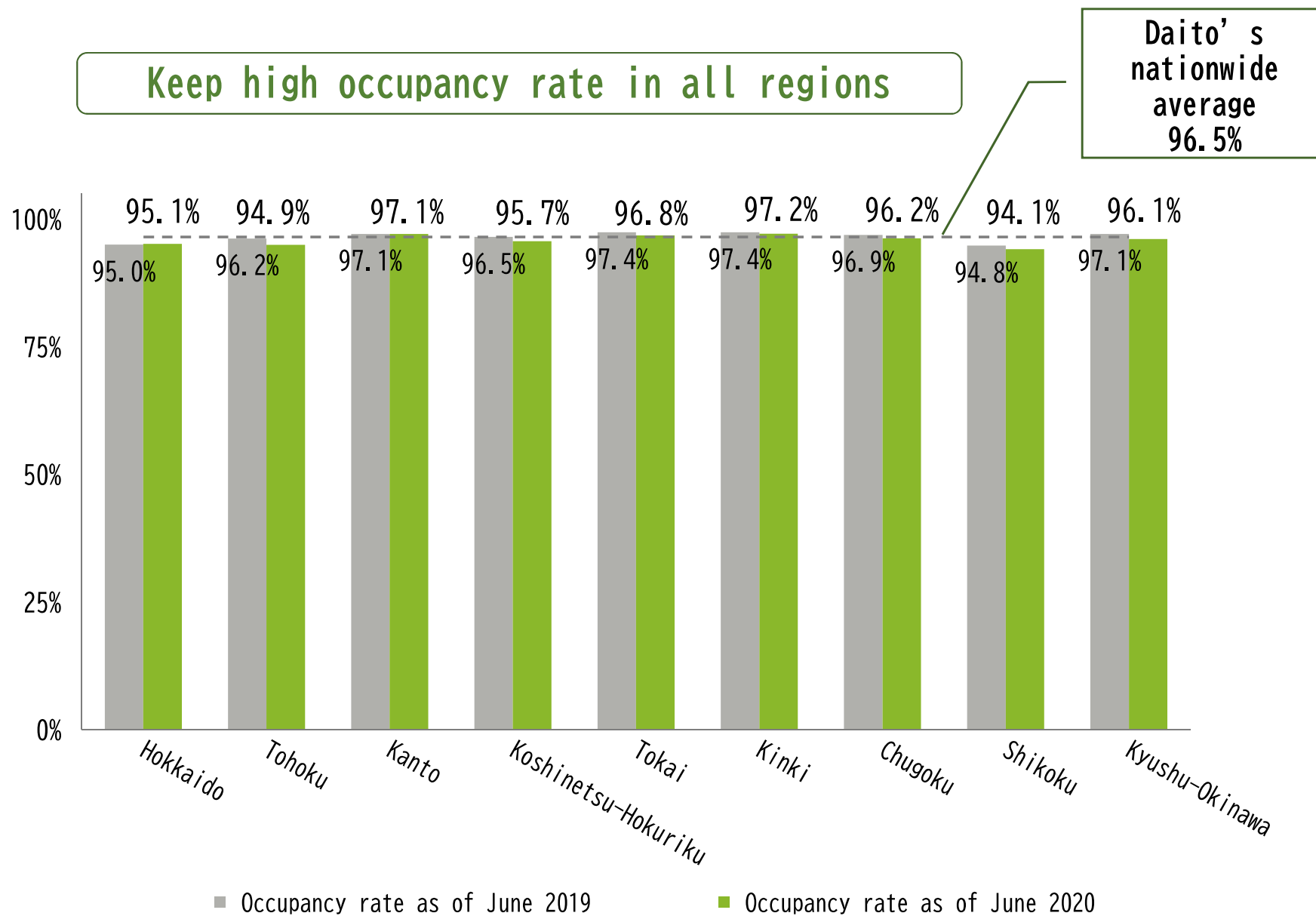
Number of sales representatives  
in real estate business



Rent-based occupancy rate	16/6	17/6	18/6	19/6	20/6	YoY
Residential use (%)	96.2%	96.3%	96.5%	96.9%	96.5%	△0.4p
Commercial use (%)	98.3%	98.3%	98.5%	98.8%	98.5%	△0.3p

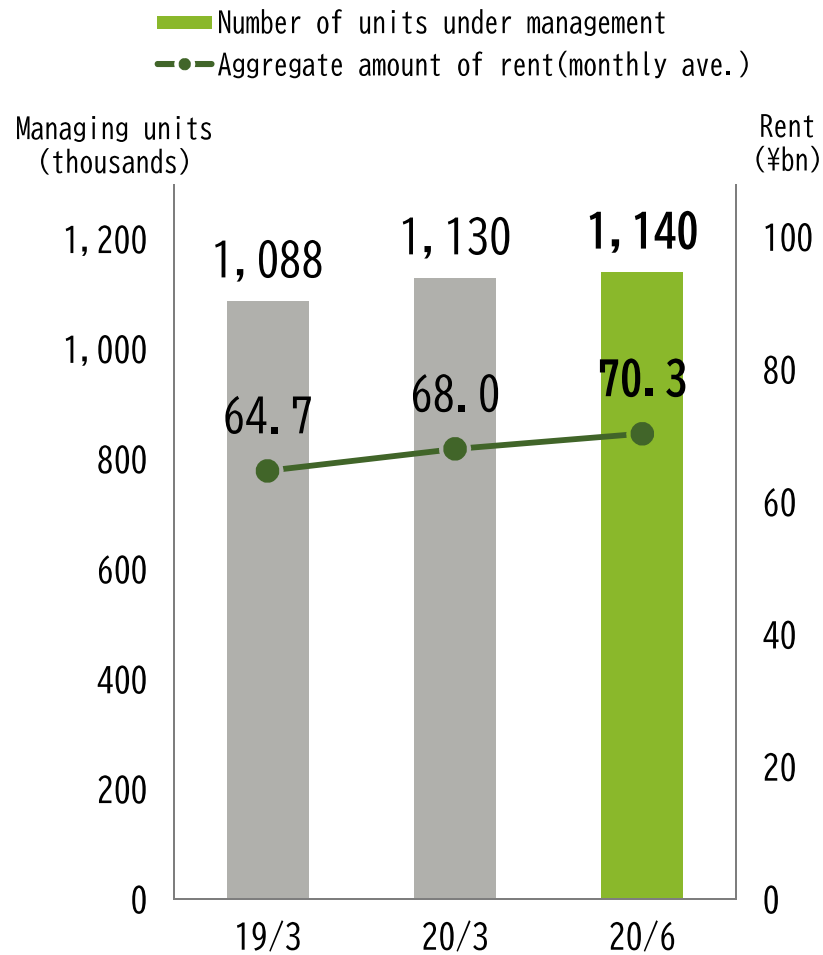
Rent-based occupancy rate



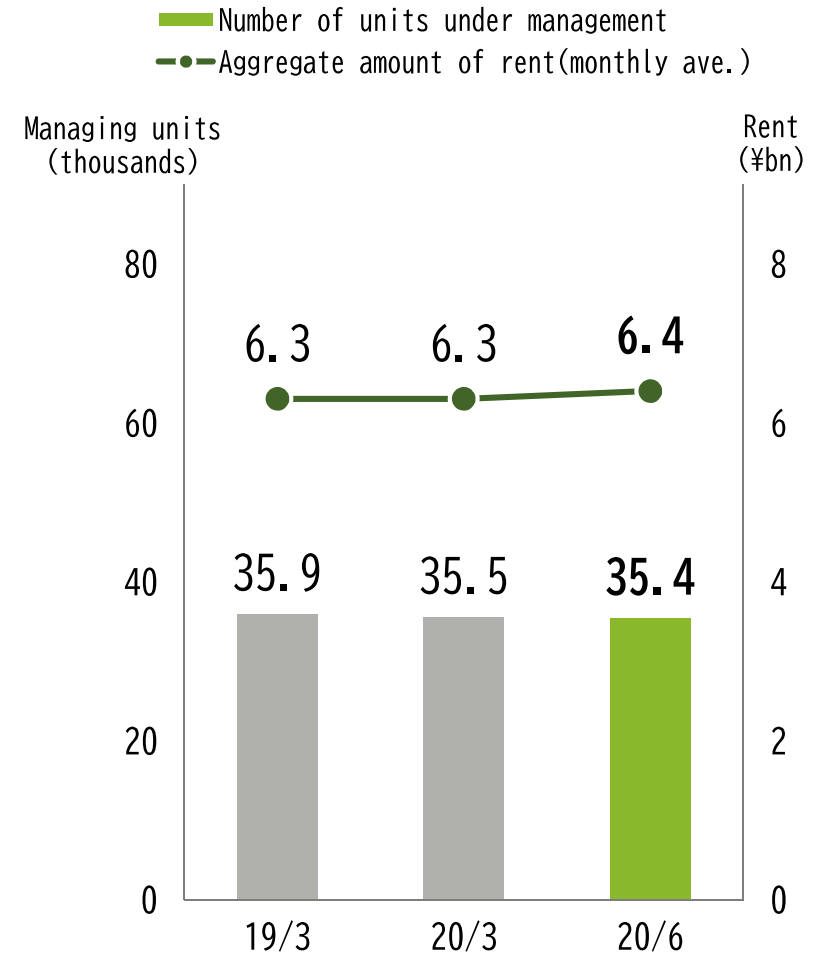




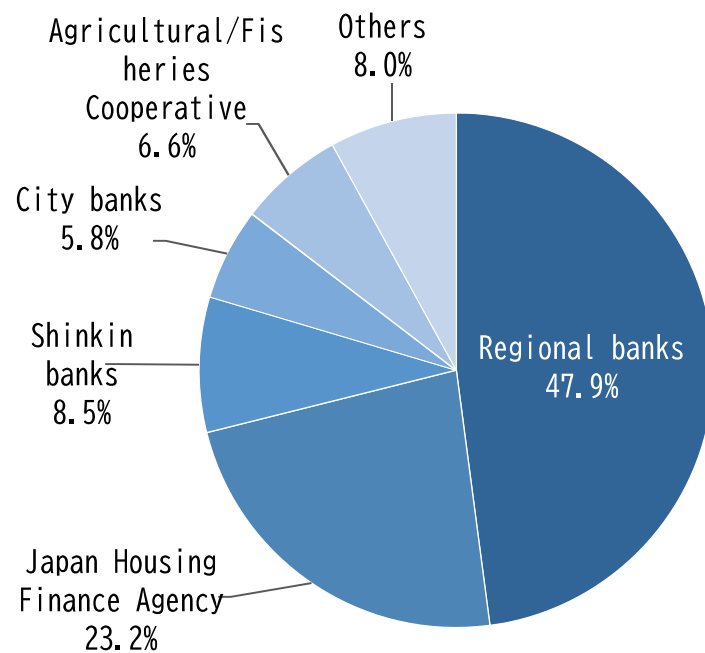
## ■ Residential use



## ■ Commercial use

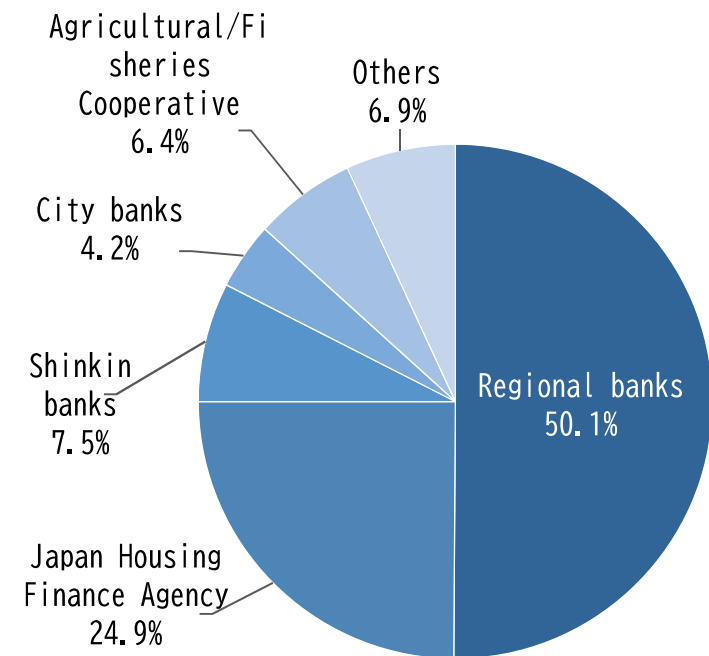


FY20/3 Full-year



Total ¥756.5bn

FY21 1Q



Total ¥159.5bn

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