



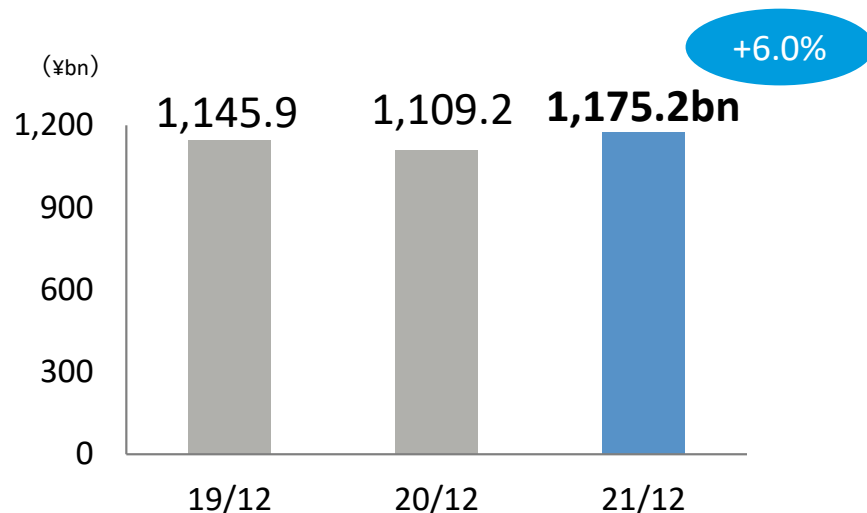
DAITO TRUST CONSTRUCTION CO., LTD.

Report on Settlement of 3Q of FY ending March 31, 2022

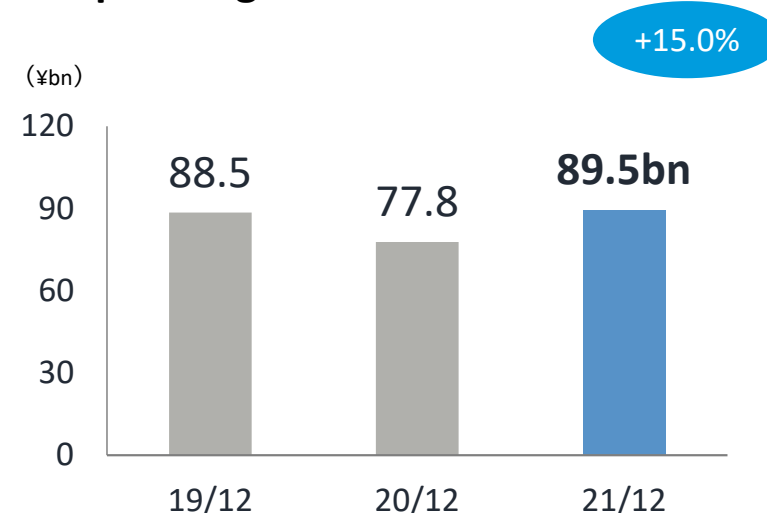
| | |
|--|-----------|
| I . Results in 3Q of FY ending March 31, 2022 | 2 |
| II . Key Figures | 13 |
| III . Forecasts of FY ending March 31, 2022 | 22 |
| IV . Topics | 24 |
| V . Appendix | 28 |

I . Results in 3Q of FY ending March 31, 2022

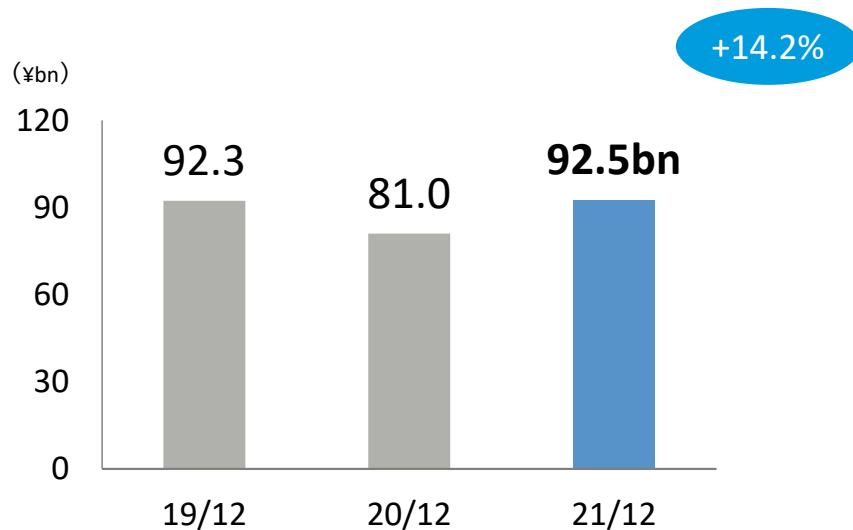
Net sales



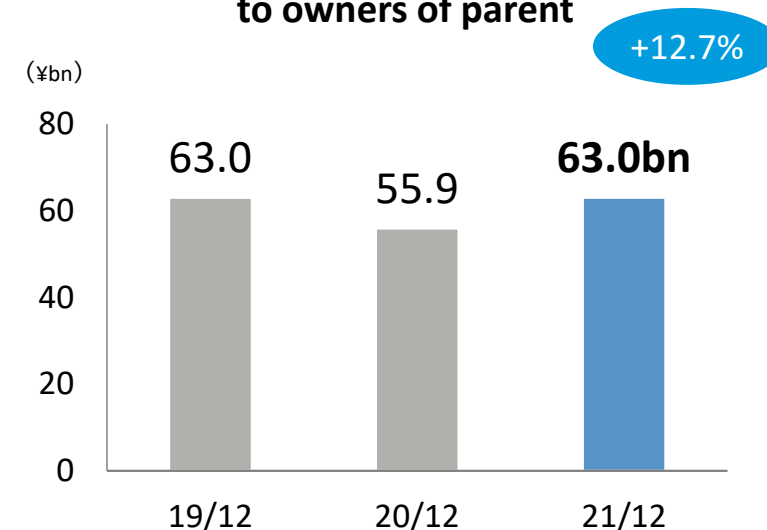
Operating income



Ordinary income



Net income attributable to owners of parent



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

Major factors of fluctuation (Operating income +¥11.7bn)

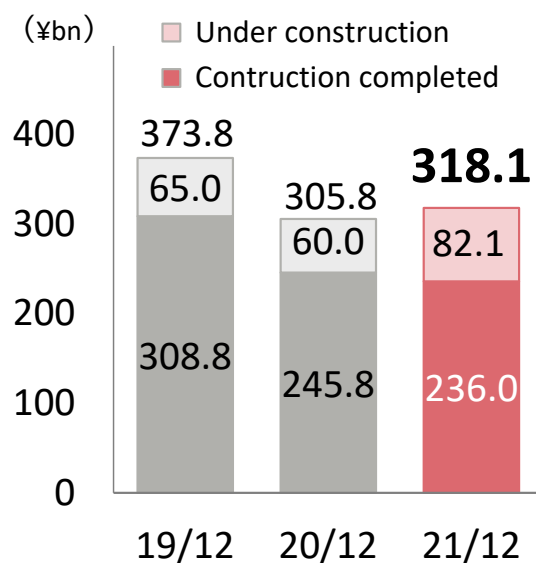
| | |
|---|--|
| Gross profit on completed construction contracts < +¥1.59bn > | <ul style="list-style-type: none"> • Increase in completed construction (¥305.8bn → ¥318.1bn) +¥3.31bn • Increase in gross profit margin (26.9%→26.3%) △¥1.72bn |
| Gross profit on real estate business < +¥14.20bn > | <ul style="list-style-type: none"> • Increase in profit from whole-building lease business +¥9.81bn • Increase in profit from guarantee business +¥1.32bn • Increase in profit from brokerage business +¥2.13bn • Increase in restoration to original condition or repairing construction +¥0.33bn • Decrease in profit from electricity business △¥0.17bn • Increase in profit from the other businesses +¥0.78bn |
| Gross profit on the other businesses < +¥0.81bn > | <ul style="list-style-type: none"> • Decrease in profit from gas business △¥0.38bn • Decrease in profit from overseas hotel business △¥0.45bn • Profit recording from INVALANCE Ltd., +¥1.42bn • Increase in profit from the other businesses +¥0.22bn |
| SG&A expenses < △¥4.91bn > | <ul style="list-style-type: none"> • Increase in personnel expenses △¥3.77bn • Increase in advertising & general publicity expenses △¥0.59bn • Increase in recruitment fee / training fee △¥0.24bn • Increase in the other expenses △¥0.31bn |

Profit & Loss by segment (Construction business-1)

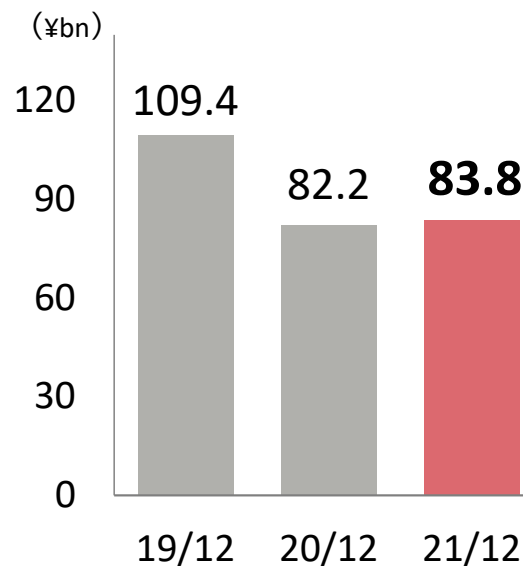
(¥bn)

| | 2020/12 | 2021/12 | (YoY) |
|-------------------------|---------|--------------|---------|
| Net sales | 305.8 | 318.1 | (+4.0%) |
| Gross profit | 82.2 | 83.8 | (+1.9%) |
| Operating income | 31.0 | 31.2 | (+0.5%) |

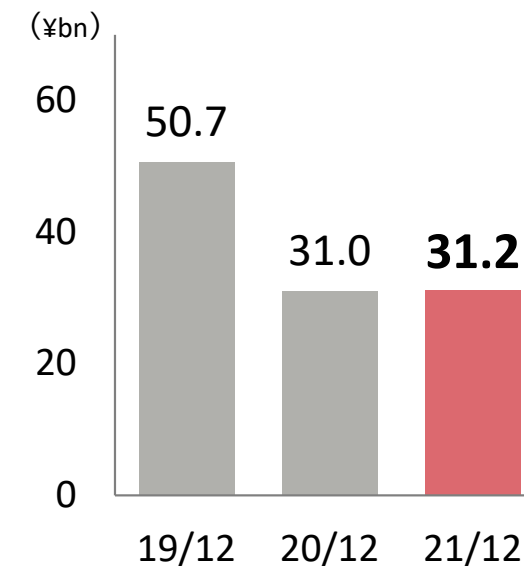
■ **Net sales** (Percentage of completion method)



■ **Gross profit**



■ **Operating income**



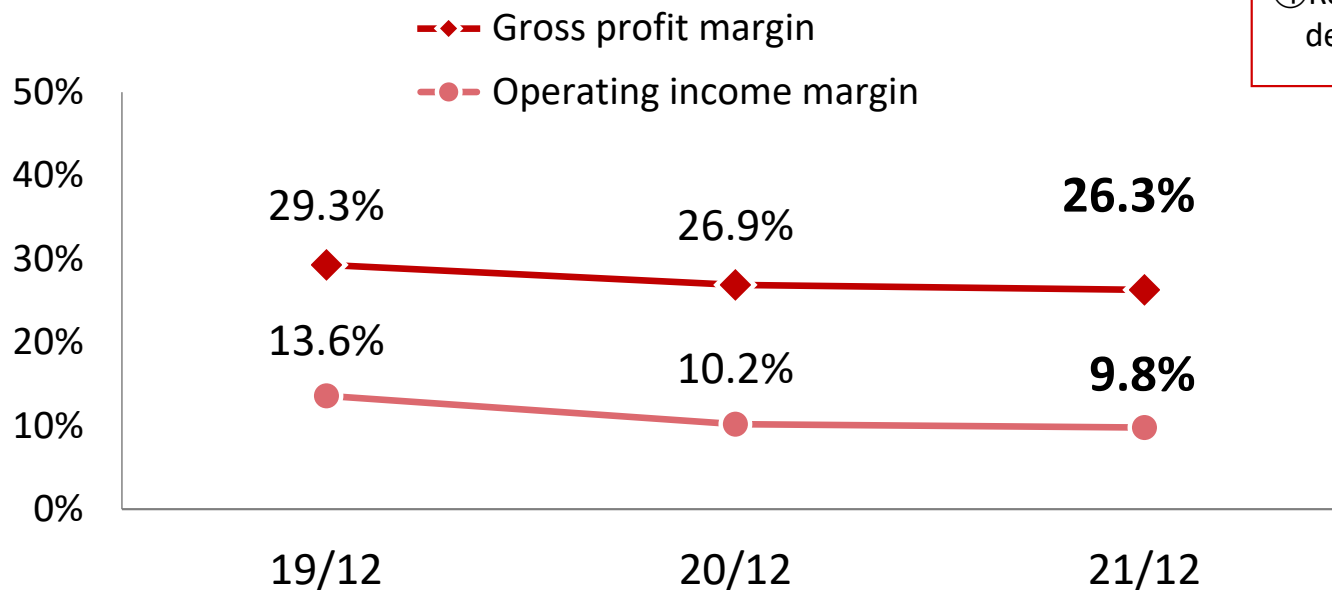
Profit & Loss by segment (Construction business-2)

| | 2020/12 | 2021/12 | (YoY) |
|--------------------------------|---------|--------------|-------------------|
| Gross profit margin | 26.9% | 26.3% | ($\Delta 0.6p$) |
| Operating income margin | 10.2% | 9.8% | ($\Delta 0.4p$) |

Major breakdown of the variance ($\Delta 0.6p$)

- ① Labor cost $\pm 0.0p$
- ② Material cost $\Delta 0.5p$
- ③ Exchange $\Delta 1.6p$
- ④ Recognition of deferred income $+1.5p$

■ Gross profit margin / Operating income margin

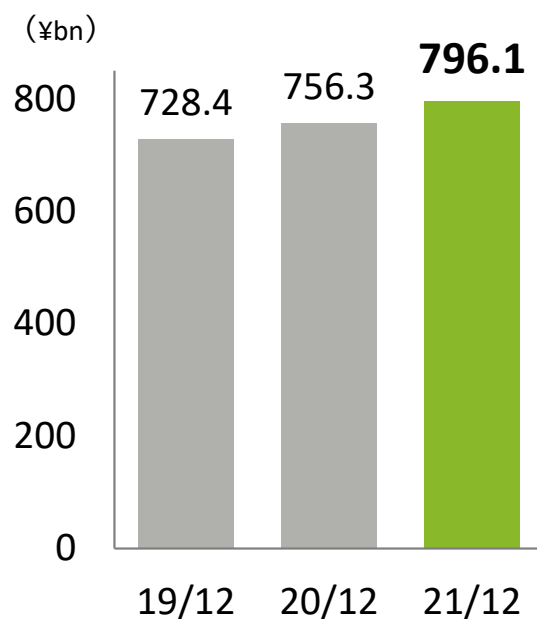


Profit & Loss by segment (Real estate business-1)

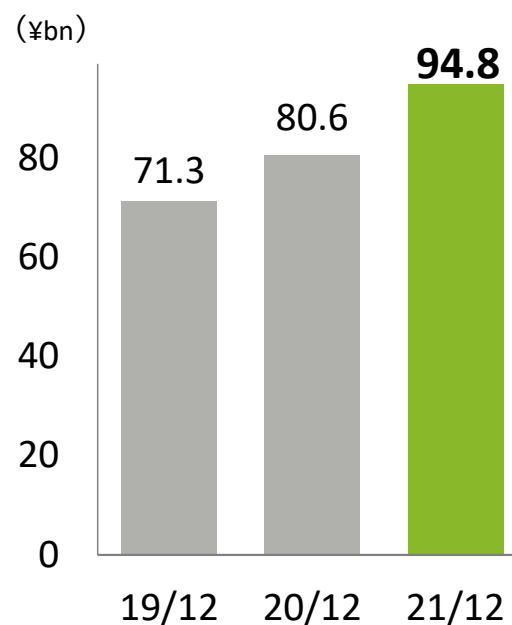
(¥bn)

| | 2020/12 | 2021/12 | (YoY) |
|---------------------|---------|--------------|----------|
| Gross profit margin | 756.3 | 796.1 | (+5.3%) |
| Gross profit | 80.6 | 94.8 | (+17.6%) |
| Operating income | 47.9 | 61.2 | (+27.7%) |

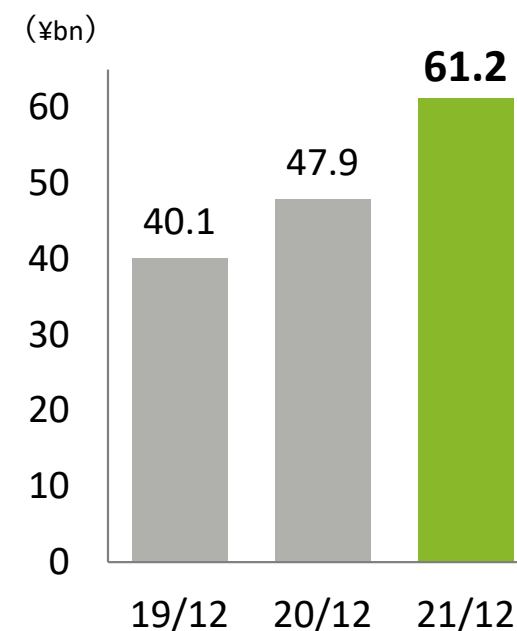
■ Net sales



■ Gross profit



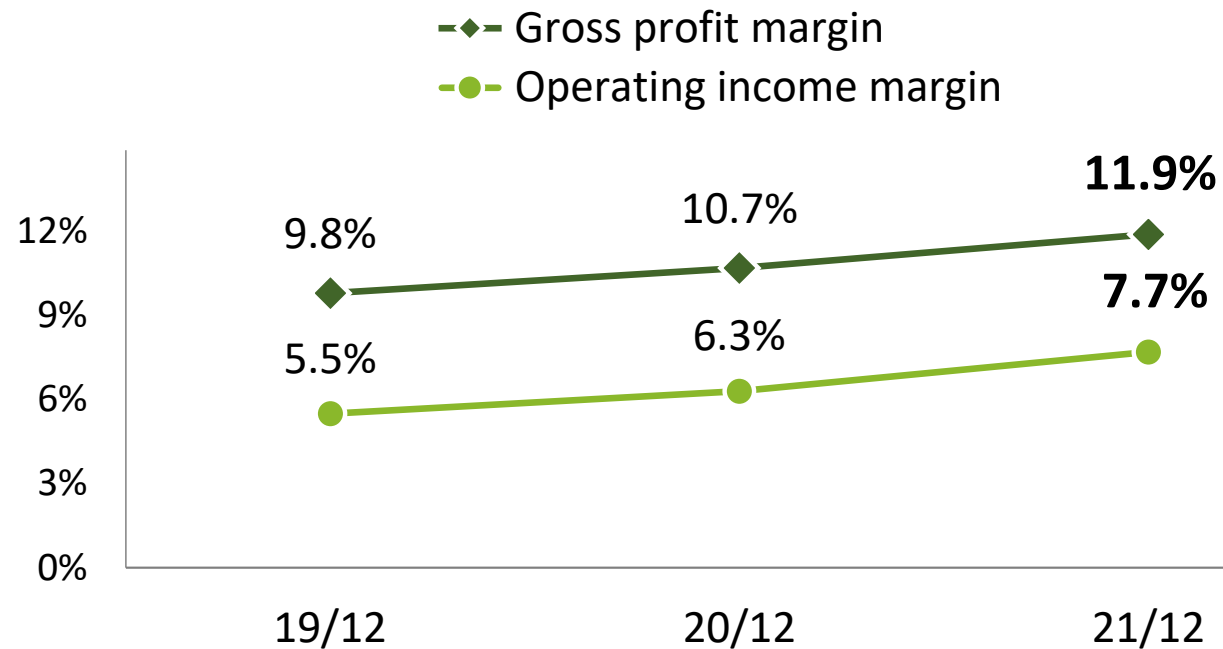
■ Operating income



Profit & Loss by segment (Real estate business-2)

| | 2020/12 | 2021/12 | (YoY) |
|-------------------------|---------|--------------|---------|
| Gross profit margin | 10.7% | 11.9% | (+1.2p) |
| Operating income margin | 6.3% | 7.7% | (+1.4p) |

■ Gross profit margin / Operating income margin

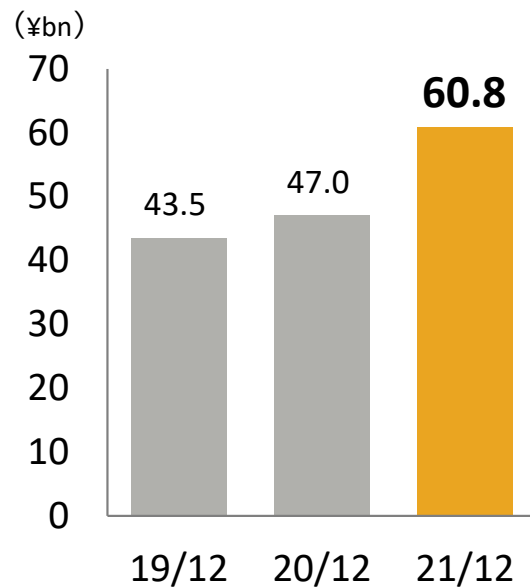


Profit & Loss by segment (Other businesses)

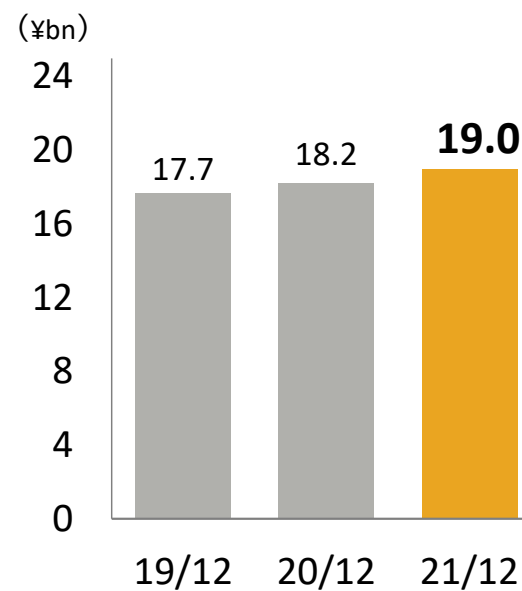
(¥bn)

| | 2020/12 | 2021/12 | (YoY) |
|------------------|---------|---------|----------|
| Net sales | 47.0 | 60.8 | (+29.3%) |
| Gross profit | 18.2 | 19.0 | (+4.5%) |
| Operating income | 9.6 | 8.1 | (△15.9%) |

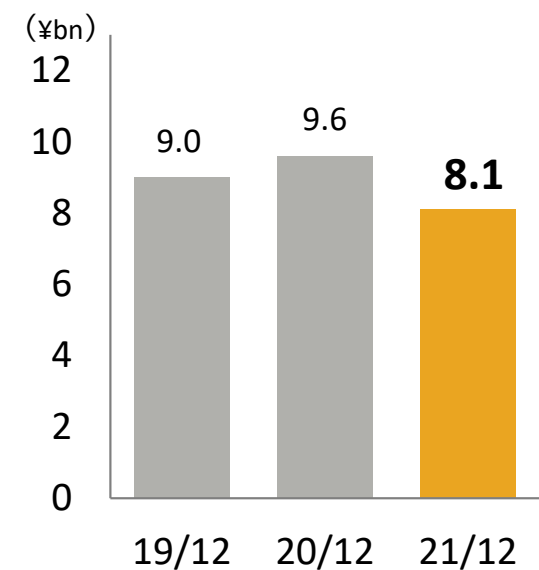
■ Net sales



■ Gross profit



■ Operating income



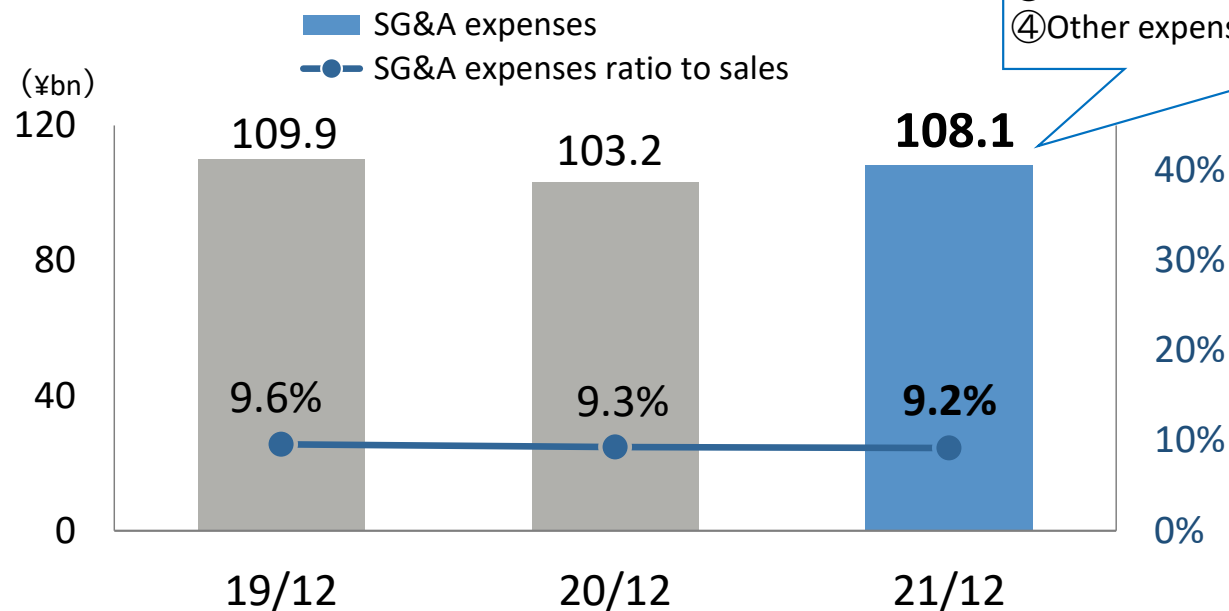
Profit & Loss (Selling, general and administrative expenses)

(¥bn)

| | 2020/12 | 2021/12 | (YoY) |
|------------------------------|---------|--------------|---------|
| SG&A expenses | 103.2 | 108.1 | (+4.8%) |
| SG&A expenses ratio to sales | 9.3% | 9.2% | [Δ0.1p] |

[] : Difference from same period in previous year

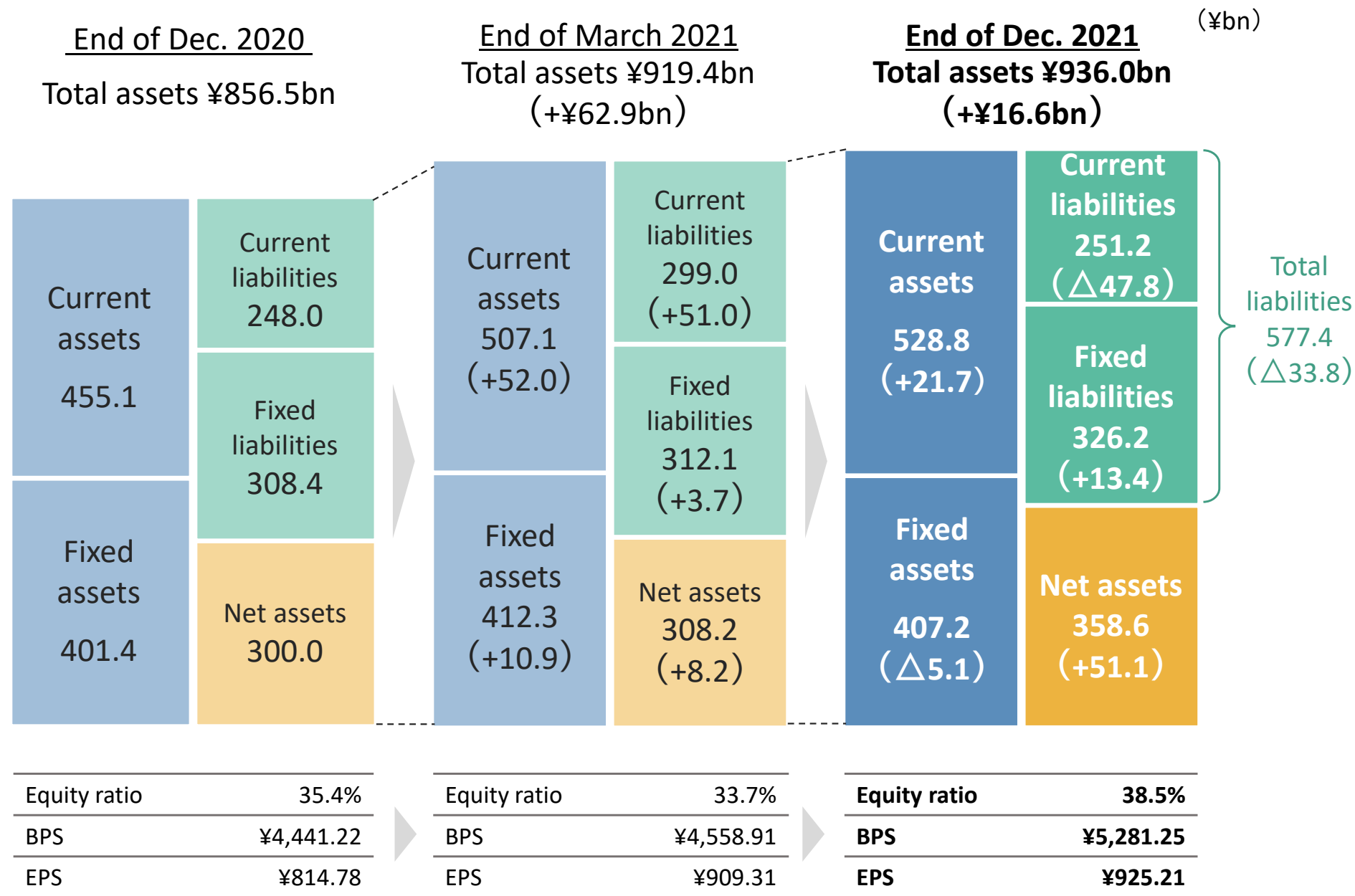
SG&A expenses / SG&A expenses ratio to sales



Major breakdown of the variance (+¥4.9bn)

- ① Labor cost +¥3.77bn
- ② Advertising & general publicity expenses +¥0.59bn
- ③ Recruitment and training expenses +¥0.24bn
- ④ Other expenses +¥0.31bn

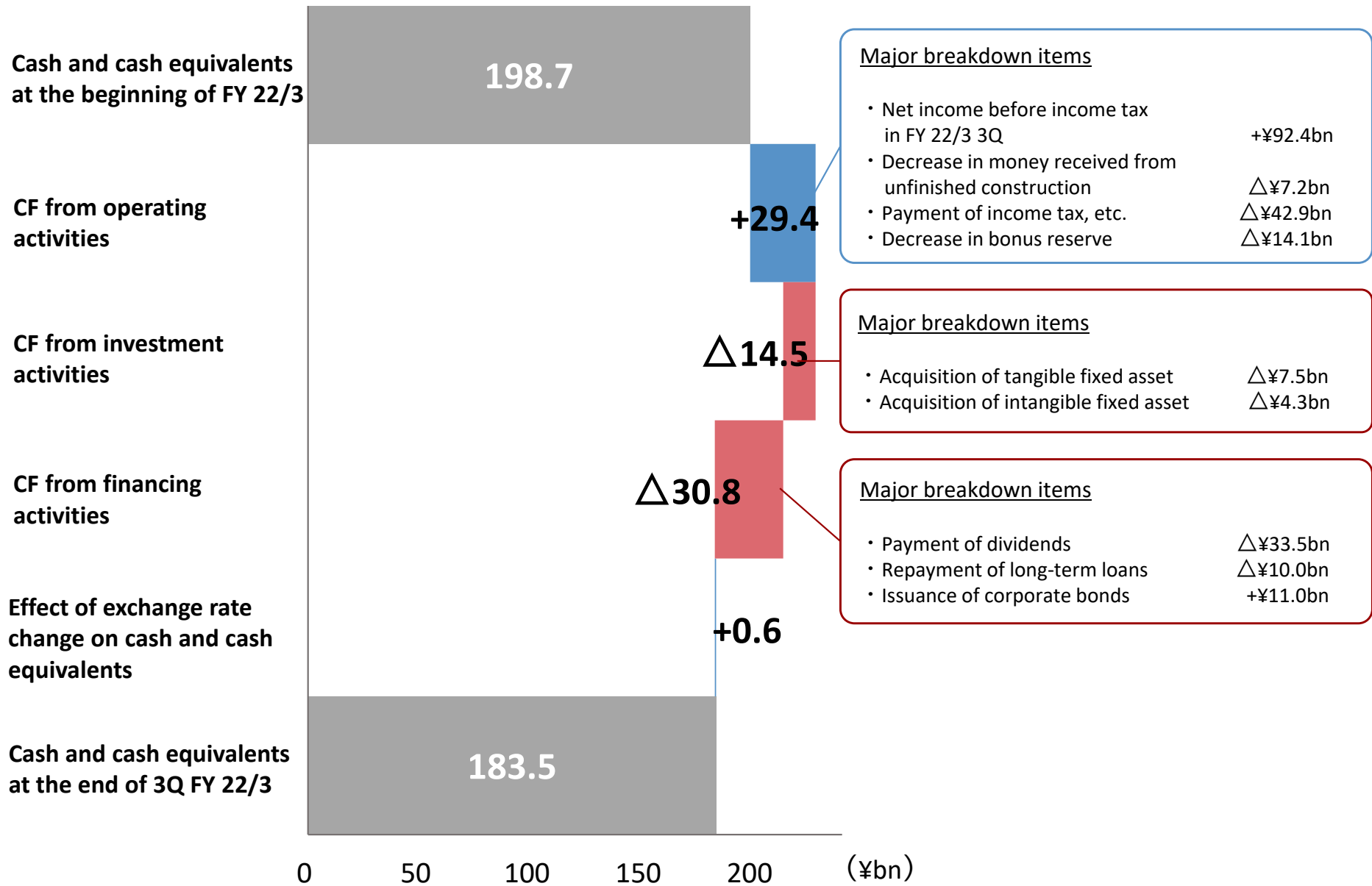
Financial review (Consolidated BS)



※BPS : Net assets per share

※EPS : Quarterly (current year) net income per share

Financial review (Consolidated CF)



Ⅱ . Key Figures

Orders received

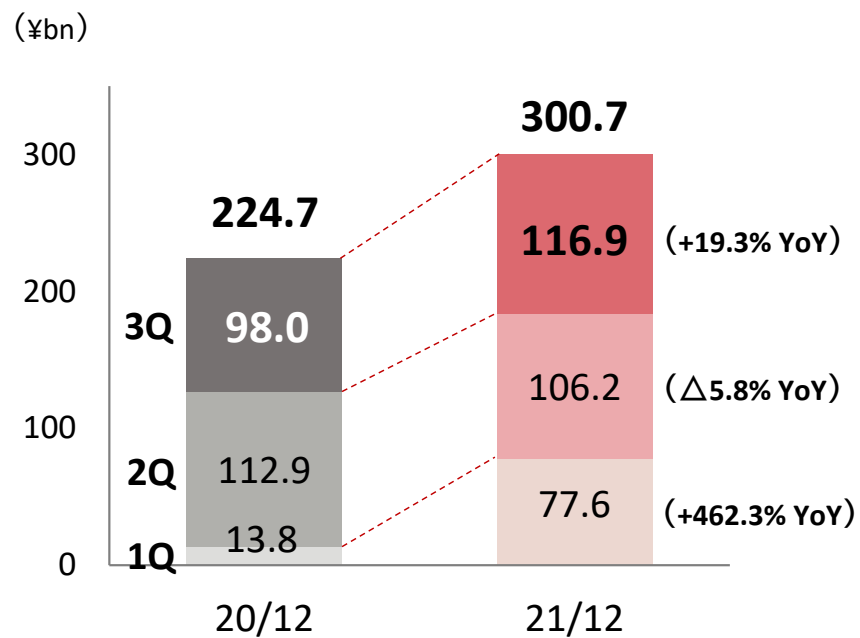
Orders received

¥300.7bn (+33.9% YoY)

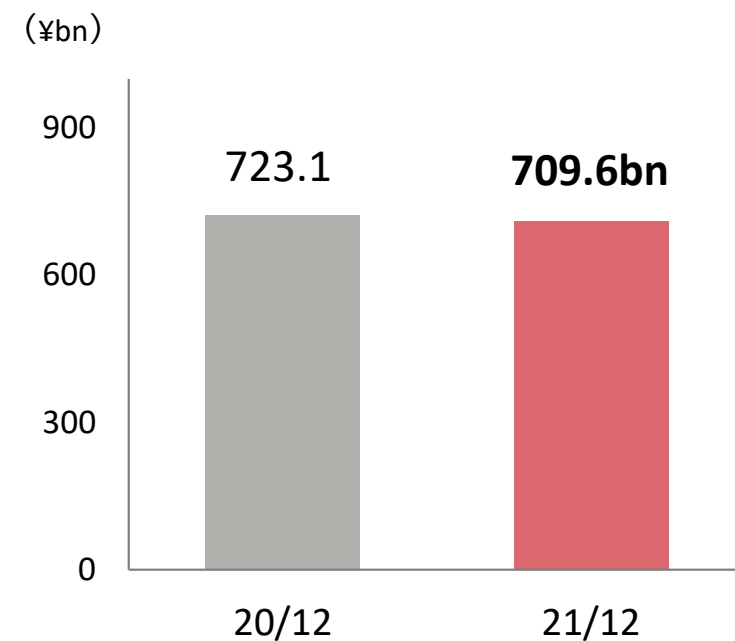
Orders in hand

¥709.6bn (Δ1.9% YoY)

■ Orders received



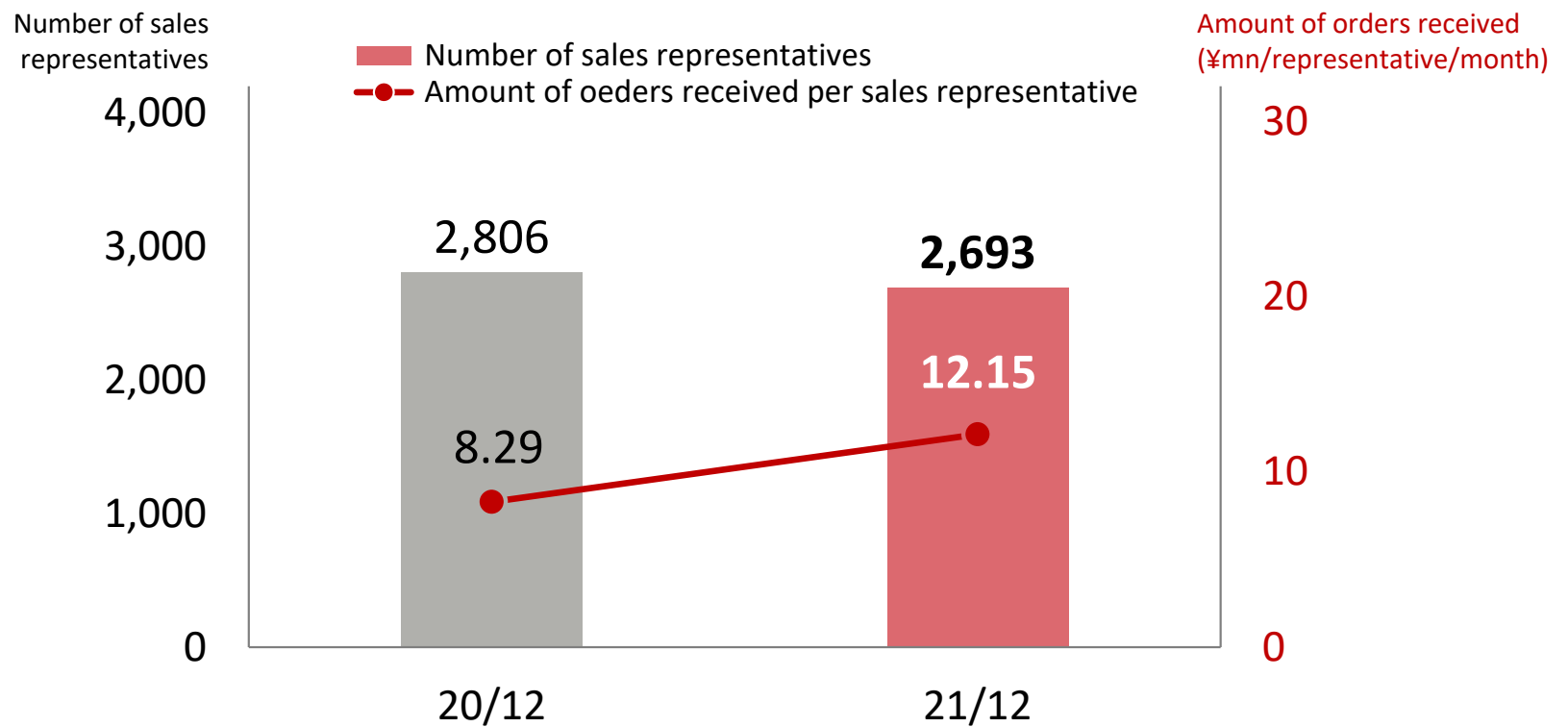
■ Orders in hand



Orders received (Efficiency in receiving orders)

Number of sales representatives <end of Dec.> 2,693 (△113 YoY)

**Amount of orders received per sales representative
¥12.15mn / month (+¥3.86mn YoY)**



Orders received (Mid-rise ratio and rebuild ratio)

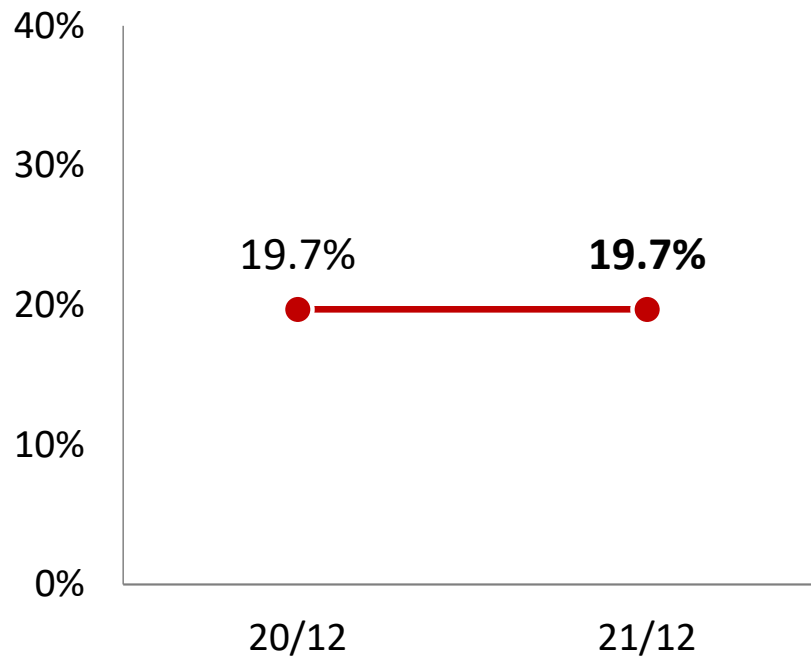
Mid-rise ratio

19.7% (±0.0p YoY)

Rebuild ratio

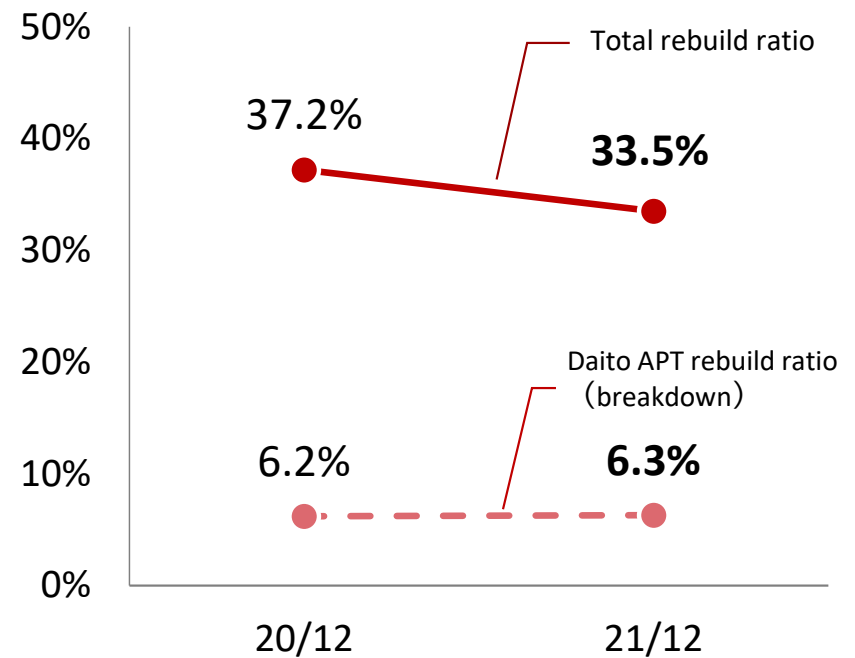
33.5% (Δ3.7p YoY)

■ **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



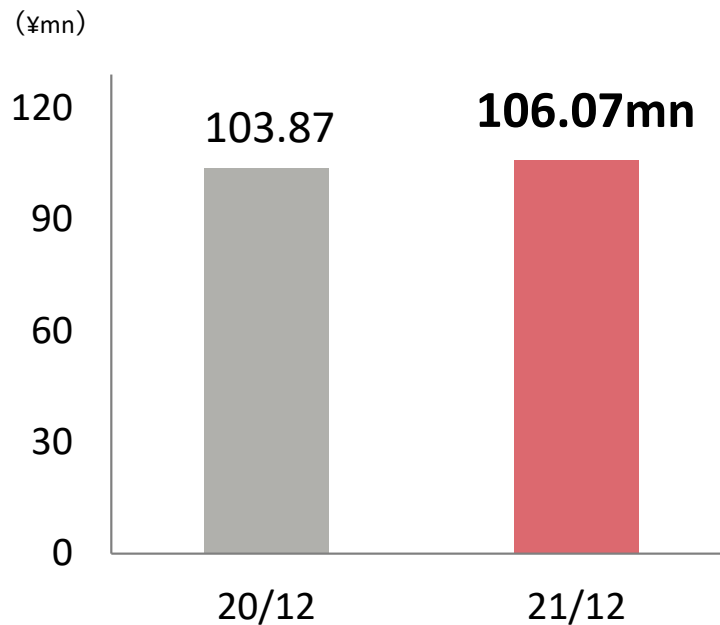
※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received
 Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

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

Average price of order received ¥106.07mn (+¥2.20mn YoY)

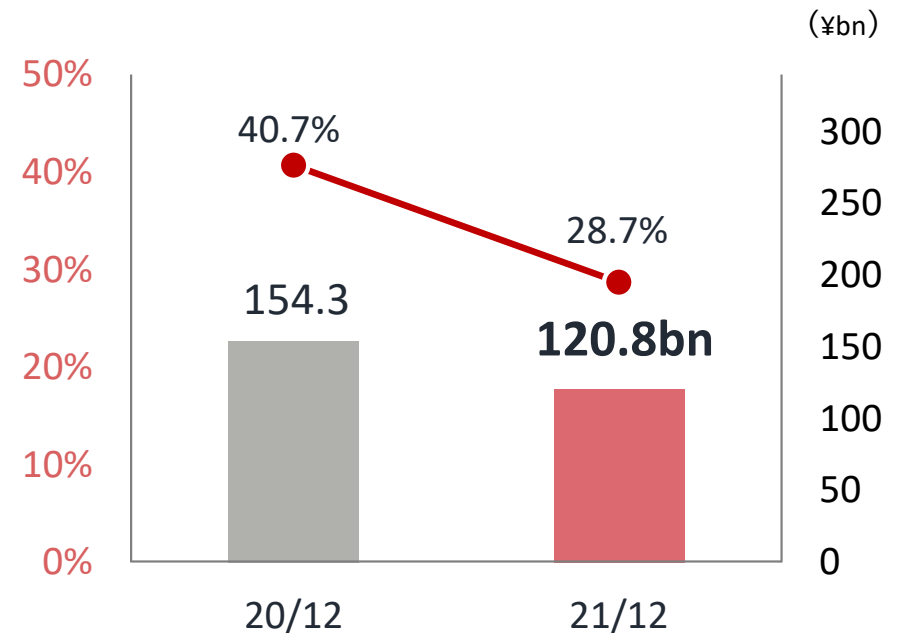
Cancellation ratio 28.7% (△12.0p YoY)

■ Average price of orders received※1



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

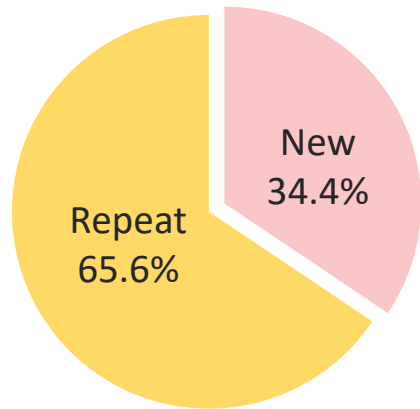
■ Cancellation ratio※2 / Amount of cancellation



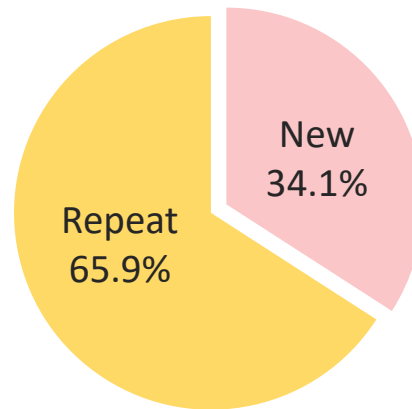
※2 Cancellation ratio = Amount of cancellation / Amount of new orders received Orders received = Amount of new orders received – Amount of cancellation

Orders received (Number of orders received & their channels)

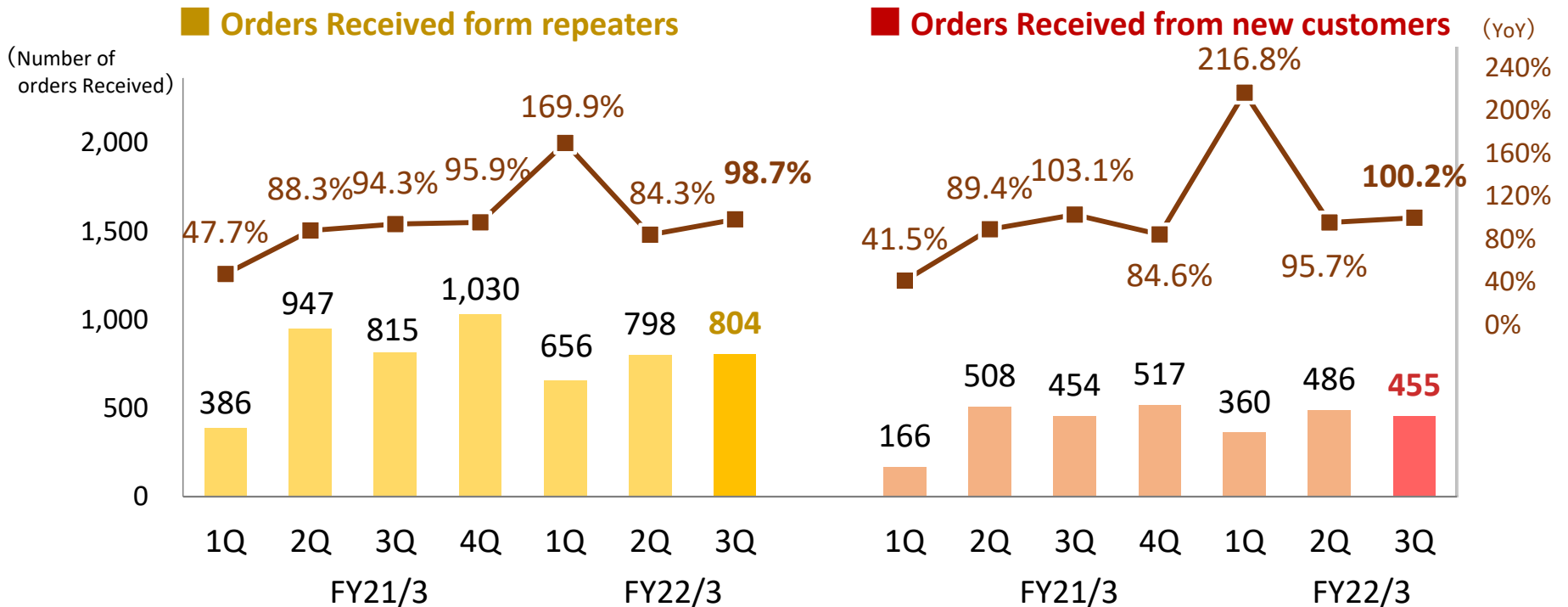
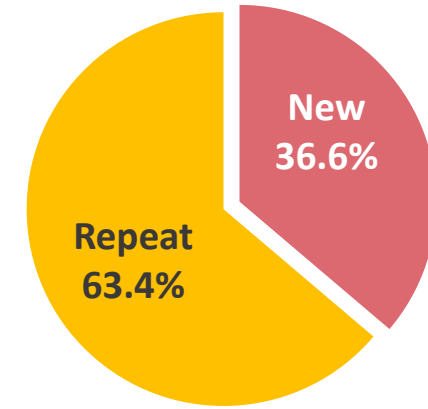
FY21/3 1-3Q



FY21/3 full-year

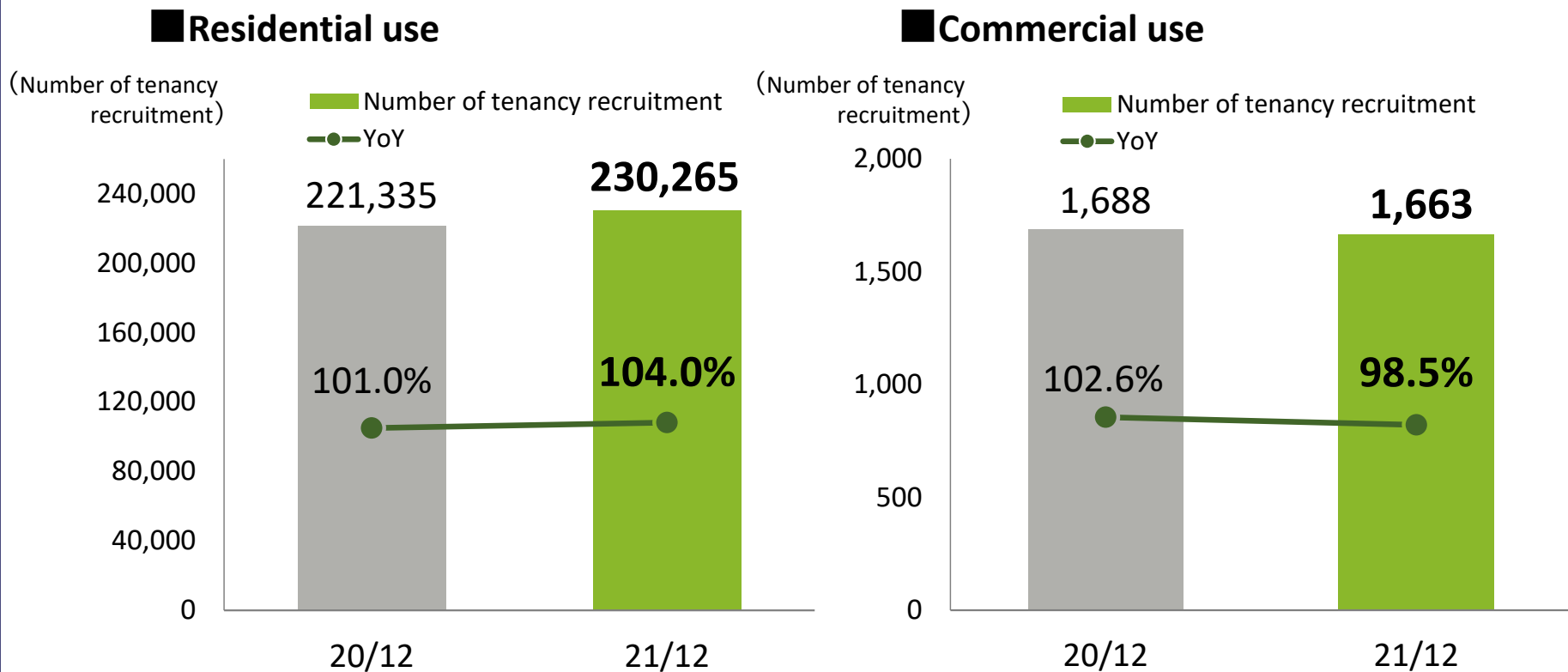


FY22/3 1-3Q



Tenancy recruitment (Number of recruitment)

| | | |
|--------------------------------------|----------------|--------------------|
| Number of tenancy recruitment | 231,928 | (+4.0% YoY) |
| Residential use | 230,265 | (+4.0% YoY) |
| Commercial use | 1,663 | (△1.5% YoY) |



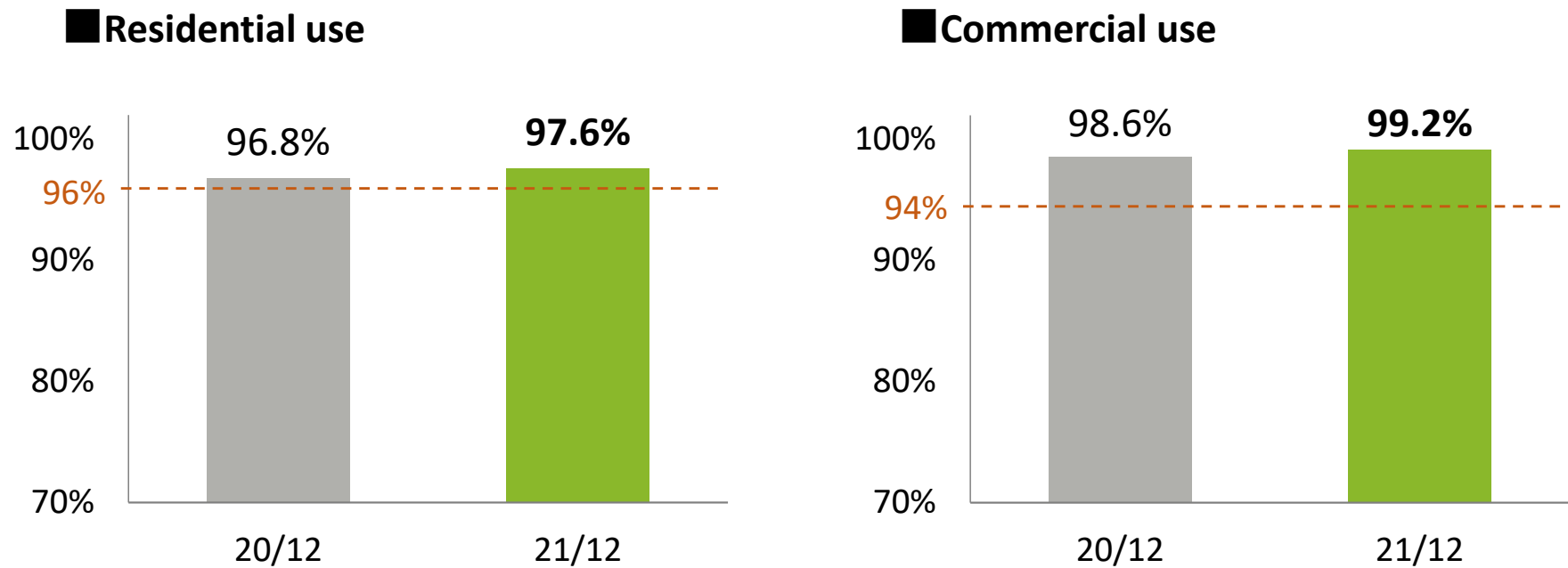
※Including the number of tenant recruitment for units managed by other companies

Tenancy recruitment (Rent-based occupancy rate※)

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

Residential use **97.6% (+0.8p YoY)**

Commercial use **99.2% (+0.6p YoY)**



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

Tenancy recruitment (Number-based occupancy rate※)

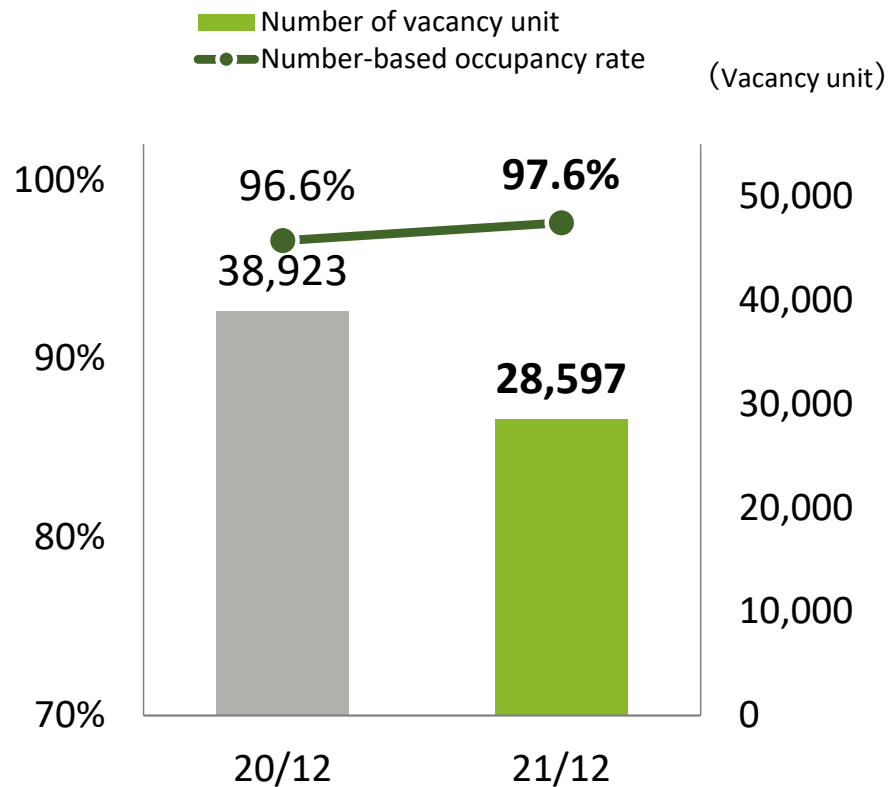
Residential use units

97.6% (+1.0p YoY)

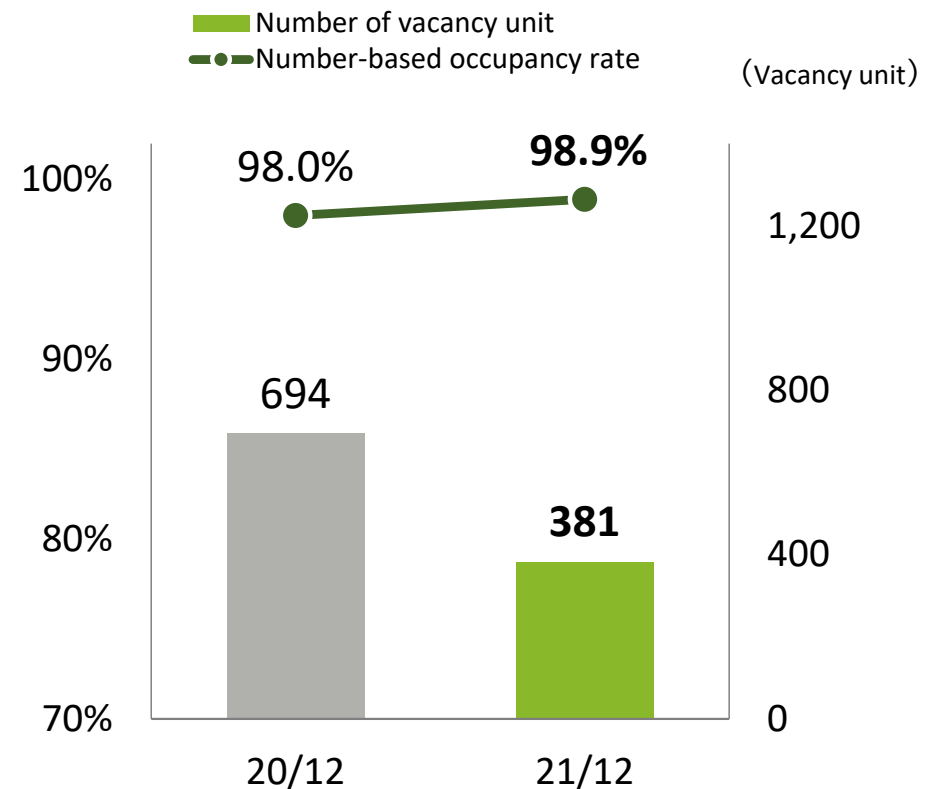
Commercial use units

98.9% (+0.9p YoY)

■ Residential use



■ Commercial use

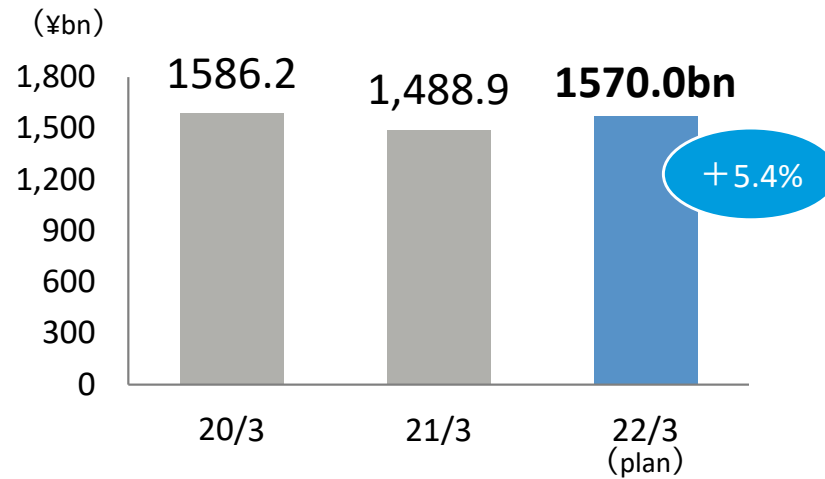


※Number-based occupancy rate = (Number of occupancy units) / (Number of units under management)

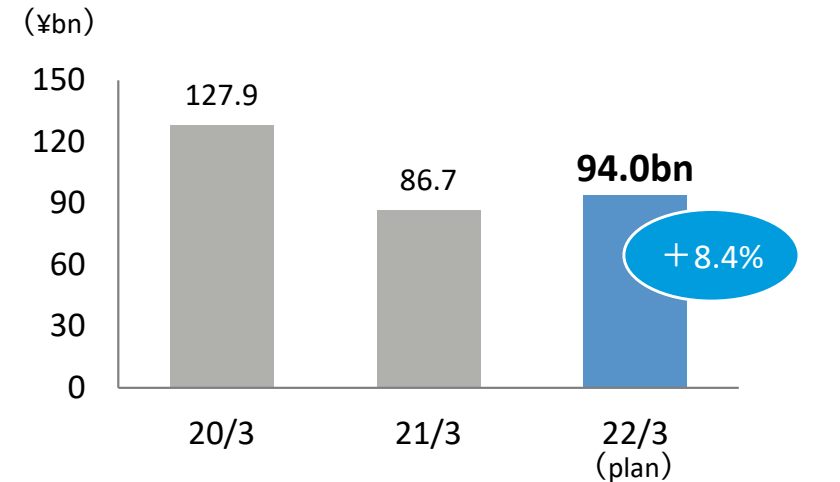
Ⅲ. Forecasts of FY ending March 31, 2022

There is no revision of the full-year plan from the initial forecasts.

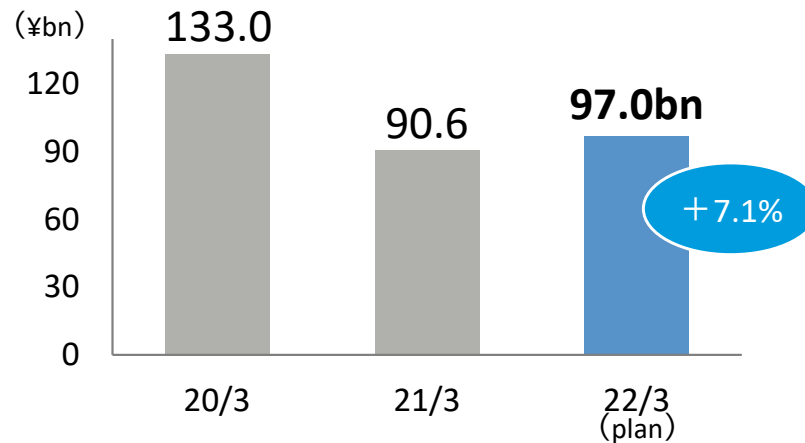
■ Net sales



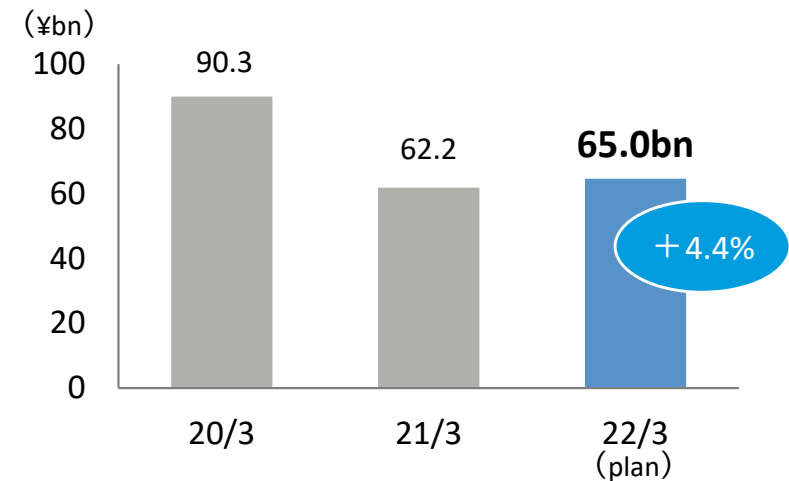
■ Operating income



■ Ordinary income



■ Net income attributable to owners of parent



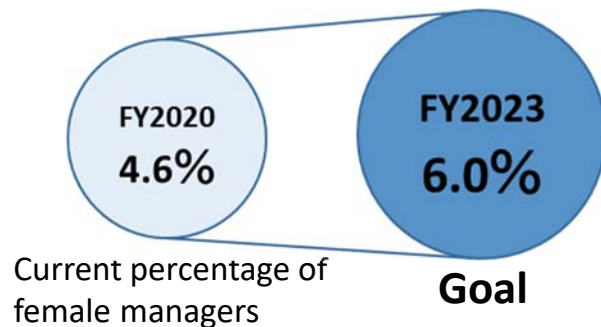
IV. Topics

Promotion of “Diversity and Inclusion”

Development of outstanding female employees

■ Quota system

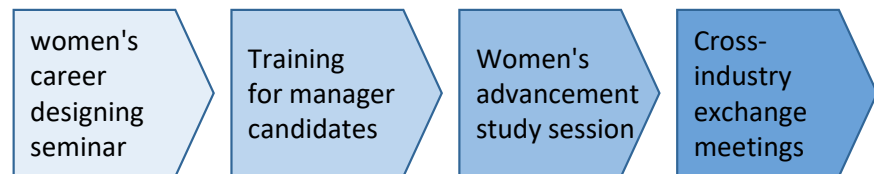
Determine the number of female managers three years later, and systematically train and promote them.



■ Female employee development program

Programs that support the promotion of female managers by revealing anxiety about appointing managers.

ex.)

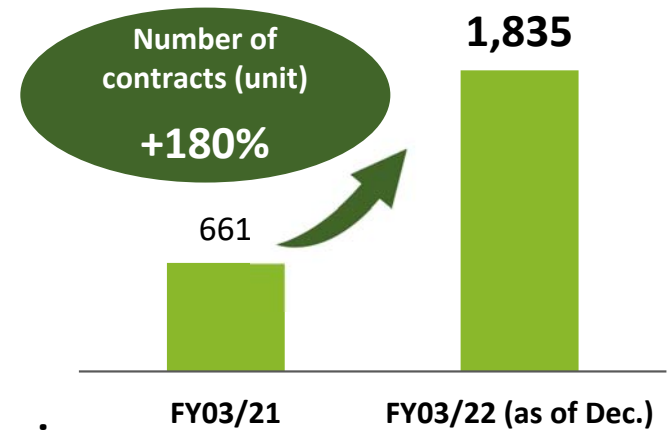


We received the best workplace award of “D & I awards” for creating a vibrant work environment.

Environmental Initiatives

Sales promotion of ZEH (Zero-Energy-House)

- ✓ Standardize proposal of ZEH rental housing business
- ✓ Enriching the lineup of ZEH compatible products
- ✓ Training for sales representatives to sale ZEH rental housing business



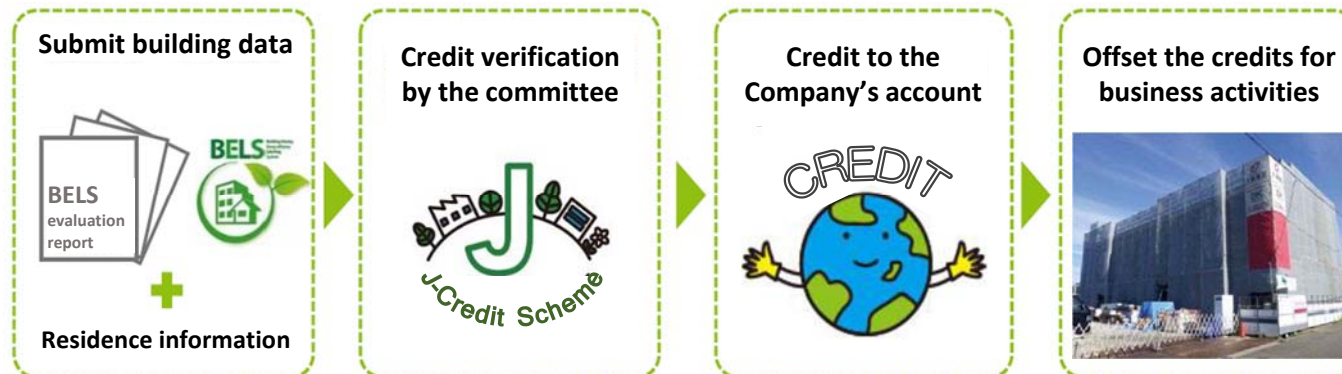
Obtained J-credit scheme certification to reduce CO2 emissions

Outline of J-Credit Scheme

The J-Credit Scheme is designed to certify the amount of greenhouse gas emissions reduced and removed by sinks within Japan by the central government. Credits created under the scheme can be used for various purposes, such as achieving the targets of the Nippon Keidanren's Commitment to a Low Carbon Society, and carbon offset. The company plans to use these credits to offset CO2 emissions in our business activities.

The Company's initiatives

It is expected to generate about 1,326t-CO2 credits annually emitted from 459 energy-saving housing such as ZEH rental housings. Of the various projects, we have obtained the first certification for a project that utilizes "new construction of energy-saving housing or renovation to energy-saving housing".



Flexible workspace “JustCo” store opening plan



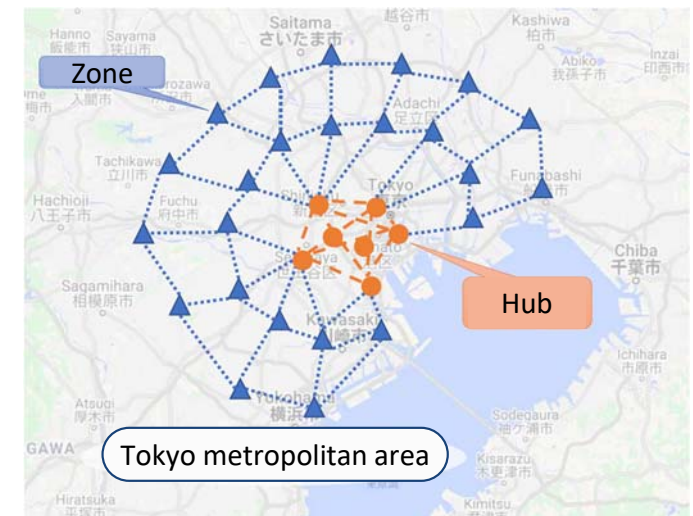
■ “JustCo Shibuya Hikarie” opens in January as a city center base (Hub)

- ✓ Seats number : 471 private rooms, 40 hot desks, and several private offices, etc.
- ✓ High occupancy rate at the opening



■ Expanding suburban bases (Zone) centered on Hub

- ✓ Three Zones are scheduled to open in the suburbs from February to March
- ✓ Relatively small space than Hubs (30~60 seats)
- ✓ Opening Zones not only in office buildings but also in stations and shopping malls



V . Appendix

Profit & Loss of each segment

(¥mn)

| 《 Construction business 》 | 21/3 3Q | 22/3 3Q | YoY | 22/3(plan) |
|---------------------------|---------|----------------|-------|----------------|
| Net sales | 305,850 | 318,186 | +4.0% | 430,000 |
| Gross profit | 82,210 | 83,801 | +1.9% | 112,000 |
| (Gross profit margin) | 26.9% | 26.3% | △0.6p | 26.0% |
| Operating income | 31,054 | 31,216 | +0.5% | 40,000 |
| (Operating income margin) | 10.2% | 9.8% | △0.4p | 9.3% |

| 《 Real estate business 》 | 21/3 3Q | 22/3 3Q | YoY | 22/3(plan) |
|---------------------------|---------|----------------|--------|------------------|
| Net sales | 756,325 | 796,198 | +5.3% | 1,055,000 |
| Gross profit | 80,609 | 94,807 | +17.6% | 113,000 |
| (Gross profit margin) | 10.7% | 11.9% | +1.2p | 10.7% |
| Operating income | 47,934 | 61,220 | +27.7% | 65,000 |
| (Operating income margin) | 6.3% | 7.7% | +1.4p | 6.2% |

| 《 Other businesses 》 | 21/3 3Q | 22/3 3Q | YoY | 22/3(plan) |
|---------------------------|---------|---------------|--------|---------------|
| Net sales | 47,058 | 60,859 | +29.3% | 85,000 |
| Gross Profit | 18,251 | 19,066 | +4.5% | 29,000 |
| (Gross profit margin) | 38.8% | 31.3% | △7.5p | 34.1% |
| Operating income | 9,692 | 8,152 | △15.9% | 14,000 |
| (Operating income margin) | 20.6% | 13.4% | △7.2p | 16.5% |

Profit & Loss (Non-consolidated)

(¥mn)

| | 21/3 3Q | 22/3 3Q | YoY | 22/3(plan) |
|--------------------------|----------------|----------------|---------------|----------------|
| Net sales | 307,586 | 322,189 | +4.8% | 432,000 |
| Construction | 305,852 | 319,609 | +4.5% | 430,000 |
| Real estate & others | 1,734 | 2,580 | +48.8% | 2,000 |
| Gross profit | 87,436 | 84,257 | △3.6% | 114,200 |
| Construction | 86,193 | 82,916 | △3.8% | 112,800 |
| Real estate & others | 1,243 | 1,341 | +7.9% | 1,400 |
| SG&A expenses | 70,364 | 69,904 | △15.9% | 104,200 |
| Operating income | 17,071 | 14,353 | +4.5% | 10,000 |
| Ordinary income | 59,349 | 58,685 | △1.1% | 55,000 |
| Net income | 52,118 | 51,940 | △0.3% | 48,000 |

Sales structure of real estate business

(¥mn)

| | 20/3 3Q | | 21/3 3Q | | 22/3 3Q | | | 22/3(plan) |
|--|----------------|-----------------|----------------|-----------------|----------------|-----------------|--------------|------------------|
| | Amount | (Ratio) | Amount | (Ratio) | Amount | (Ratio) | YoY | |
| Lease up of rental housing units ^{※1} | 659,616 | (90.5%) | 687,066 | (90.8%) | 718,677 | (90.3%) | +4.6% | 954,000 |
| Building and repairs | 27,678 | (3.8%) | 25,617 | (3.4%) | 28,993 | (3.6%) | +13.2% | 32,500 |
| Brokerage of rental estate | 13,541 | (1.9%) | 13,321 | (1.7%) | 15,820 | (2.0%) | +18.8% | 23,600 |
| Rental guarantee business | 10,314 | (1.4%) | 11,904 | (1.6%) | 13,293 | (1.7%) | +11.7% | 18,500 |
| Electricity business | 5,878 | (0.8%) | 6,025 | (0.8%) | 5,873 | (0.7%) | △2.5% | 7,600 |
| Leasing business ^{※2} | 4,903 | (0.7%) | 5,090 | (0.7%) | 4,942 | (0.6%) | △2.9% | 6,800 |
| Others | 6,535 | (0.9%) | 7,300 | (1.0%) | 8,597 | (1.1%) | +17.8% | 12,000 |
| Total | 728,468 | (100.0%) | 756,325 | (100.0%) | 796,198 | (100.0%) | +5.3% | 1,055,000 |

※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)

(¥mn)

| Construction Business | | | | | | | | |
|-------------------------|--------------------|--------------|----------------|--------------|--------------|--------------|----------------|--------------|
| | Daito Construction | | | | Daito Steel | | | |
| | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan |
| Net sales | 3,730 | 4,591 | +23.1% | 7,303 | 2,835 | 3,491 | +23.2% | 4,235 |
| Gross profit | 188 | 303 | +61.1% | 410 | 104 | 158 | +52.4% | 157 |
| SG&A expenses | 101 | 109 | +7.5% | 185 | 63 | 62 | △1.3% | 85 |
| Operating income | 87 | 194 | +123.4% | 225 | 40 | 95 | +136.5% | 72 |
| Ordinary income | 127 | 137 | +86.9% | 291 | 39 | 94 | +139.4% | 69 |
| Net income | 85 | 163 | +90.4% | 202 | 26 | 62 | +136.5% | 48 |

Profit & Loss of major subsidiaries (Real estate businesses-1)

(¥mn)

| Real estate business | | | | | | | | |
|-------------------------|------------------------|----------------|---------------|------------------|-----------------------|---------------|---------------|---------------|
| | Daito Kentaku Partners | | | | Daito Kentaku Leasing | | | |
| | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan |
| Net sales | 725,824 | 762,424 | +5.0% | 1,004,010 | 19,180 | 20,796 | +8.4% | 28,152 |
| Gross profit | 59,569 | 71,158 | +19.5% | 79,404 | 8,756 | 9,017 | +3.0% | 12,206 |
| SG&A expenses | 16,370 | 16,834 | +2.8% | 23,369 | 4,802 | 6,144 | +27.9% | 10,150 |
| Operating Income | 43,198 | 54,324 | +25.8% | 56,035 | 3,953 | 2,873 | △27.3% | 2,055 |
| Ordinary income | 43,864 | 55,032 | +25.5% | 56,972 | 4,062 | 3,154 | △22.3% | 3,017 |
| Net income | 31,393 | 38,219 | +21.7% | 39,295 | 2,586 | 2,093 | △19.1% | 1,803 |

Profit & Loss of major subsidiaries (Real estate businesses-2)

(¥mn)

| Real estate business | | | | | | | | |
|-------------------------|---------------|---------------|---------------|---------------|----------------|--------------|---------------|---------------|
| | House Leave | | | | Housecom Group | | | |
| | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan |
| Net sales | 11,904 | 13,293 | +11.7% | 18,500 | 8,328 | 9,687 | +16.3% | 14,630 |
| Gross profit | 11,468 | 12,786 | +11.5% | 17,822 | 7,090 | 8,500 | +19.8% | 12,736 |
| SG&A expenses | 2,991 | 3,274 | +9.5% | 4,822 | 7,447 | 8,929 | +19.9% | 12,242 |
| Operating income | 8,476 | 9,512 | +12.2% | 13,000 | △356 | △428 | — | 493 |
| Ordinary income | 8,483 | 9,520 | +12.2% | 13,008 | △336 | △417 | — | 656 |
| Net income | 5,899 | 6,609 | +12.0% | 9,025 | △331 | △337 | — | 486 |

Profit & Loss of major subsidiaries (Financial businesses)

(¥mn)

| Other businesses (Financial business) | | | | | | | | | | | | |
|---------------------------------------|---------------|--------------------|--------|--------------|--------------|--------------------|--------|--------------|--------------|--------------------|--------|---------------|
| | Daito Finance | | | | House Guard | | | | D.T.C | | | |
| | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 Plan |
| Net sales | 1,816 | 1,610 | △11.4% | 2,300 | 3,080 | 3,255 | +2.4% | 4,501 | 9,214 | 12,716 | +71.1% | 16,790 |
| Gross profit | 1,534 | 1,231 | △20.9% | 1,755 | 1,233 | 1,445 | +20.8% | 1,924 | 1,240 | 783 | △48.1% | 1,719 |
| SG&A expenses | 195 | 234 | +20.2% | 268 | 943 | 1,024 | +7.8% | 1,510 | 19 | 21 | +16.6% | 25 |
| Operating income | 1,339 | 979 | △26.9% | 1,487 | 289 | 421 | +73.8% | 413 | 1,221 | 762 | △50.3% | 1,694 |
| Ordinary income | 1,013 | 520 | △48.7% | 1,015 | 289 | 421 | +73.8% | 413 | 1,221 | 764 | △50.0% | 1,694 |
| Net income | 701 | 357 | △49.1% | 1,058 | 208 | 300 | +72.5% | 287 | 1,221 | 764 | △50.0% | 1,694 |

Profit & Loss of major subsidiaries (Other businesses-1)

(¥mn)

| Other businesses (Energy, Care, Investment condominium business) | | | | | | | | | | | | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|-----|---------------|
| | Gaspal Group | | | | Care Partner | | | | INVALANCE | | | |
| | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan |
| Net sales | 21,997 | 23,498 | +6.8% | 33,802 | 11,188 | 11,304 | +1.0% | 15,300 | 3,555 | 15,646 | — | 19,887 |
| Gross profit | 11,198 | 10,860 | △3.0% | 16,846 | 1,438 | 1,429 | △0.7% | 1,816 | 699 | 2,293 | — | 3,206 |
| SG&A expenses | 5,704 | 6,224 | +9.1% | 8,496 | 878 | 861 | △2.0% | 1,316 | 681 | 1,777 | — | 2,631 |
| Operating income | 5,494 | 4,635 | △15.6% | 8,350 | 560 | 568 | +1.4% | 500 | 18 | 515 | — | 575 |
| Ordinary income | 5,099 | 4,253 | △16.6% | 7,608 | 542 | 540 | △0.3% | 480 | 52 | 551 | — | 552 |
| Net income | 3,551 | 2,932 | △17.4% | 5,278 | 360 | 355 | △1.4% | 331 | △46 | 393 | — | 382 |

Profit & Loss of major subsidiaries (Other businesses-2)

(¥mn)

| Other businesses (Overseas business) | | | | | | | | |
|--------------------------------------|---|-------------|---------------|--------------|--|---------------|---------------|--------------|
| | DAITO ASIA DEVELOPMENT (MALAYSIA) SDN.BHD. | | | | DAITO ASIA DEVELOPMENT (MALAYSIA) II SDN.BHD. | | | |
| | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan | 21/3 3Q | 22/3 3Q | YoY | 22/3 plan |
| Net sales | 591 | 229 | △61.2% | 1,359 | 965 | 434 | △54.9% | 1,808 |
| Gross profit | △112 | △308 | — | 264 | 0 | △253 | — | 287 |
| SG&A expenses | 403 | 307 | △24.0% | 657 | | 495 | △14.2% | 844 |
| Operating Income | △516 | △615 | — | △393 | △577 | △748 | — | △557 |
| Ordinary income | △647 | △858 | — | △413 | △713 | △1,013 | — | △571 |
| Net income | △647 | △861 | — | △413 | △796 | △1,019 | — | △571 |

Amount of orders received, and amount from construction completed

■ Amount of orders received

(¥mn)

| | 20/3 3Q | 21/3 3Q | 22/3 3Q | YoY | 22/3(plan) |
|-----------------------------|---------|---------|----------------|---------|------------|
| Residential use | 333,674 | 186,222 | 261,988 | + 40.7% | 424,500 |
| Rental housing | 331,959 | 184,229 | 260,799 | + 41.6% | 422,000 |
| Detached housing | 1,714 | 1,992 | 1,189 | △40.3% | 2,500 |
| Commercial use | 4,144 | 7,183 | 7,380 | + 2.7% | 13,000 |
| Building and repairs | 30,250 | 31,311 | 31,429 | + 0.4% | 42,500 |
| Total | 368,069 | 224,717 | 300,799 | + 33.9% | 480,000 |

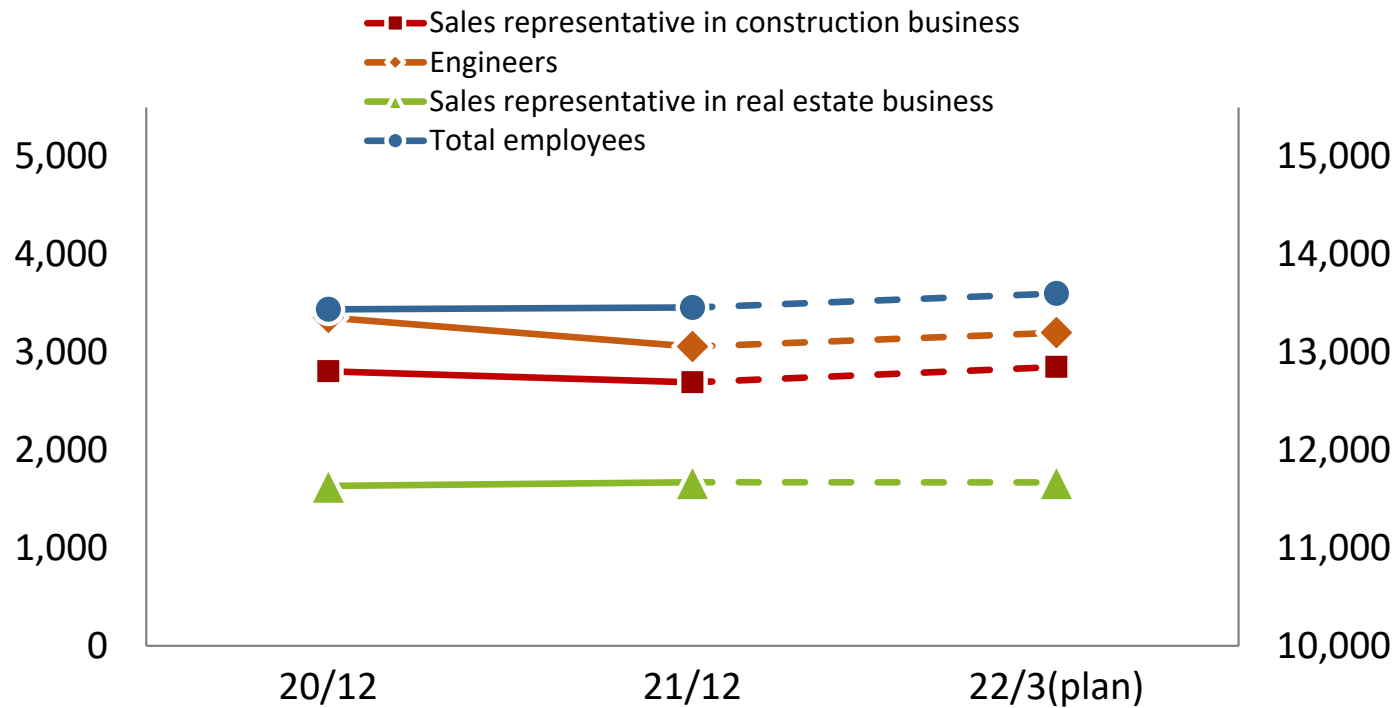
■ Net income from completed construction

(¥mn)

| | 20/3 3Q | 21/3 3Q | 22/3 3Q | YoY | 22/3(plan) |
|-----------------------------|---------|---------|----------------|---------|------------|
| Residential use | 366,041 | 294,232 | 304,679 | + 3.6% | 413,000 |
| Rental housing | 364,327 | 292,624 | 302,337 | + 3.3% | 410,500 |
| Detached housing | 1,714 | 1,608 | 2,341 | + 45.6% | 2,500 |
| Commercial use | 3,662 | 4,231 | 7,039 | + 66.4% | 7,000 |
| Building and repairs | 31,861 | 33,002 | 35,460 | + 7.4% | 42,500 |
| Total | 401,565 | 331,467 | 347,180 | + 4.7% | 462,500 |

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

| | 20/12 | 21/12 | YoY | 22/3(plan) |
|--|--------|---------------|------|------------|
| Total employees | 13,439 | 13,457 | + 18 | 13,600 |
| Sales representative in construction business [※] | 2,806 | 2,693 | △113 | 2,850 |
| Engineers | 3,355 | 3,058 | △277 | 3,200 |
| Sales representative In real estate business | 1,634 | 1,672 | + 38 | 1,670 |

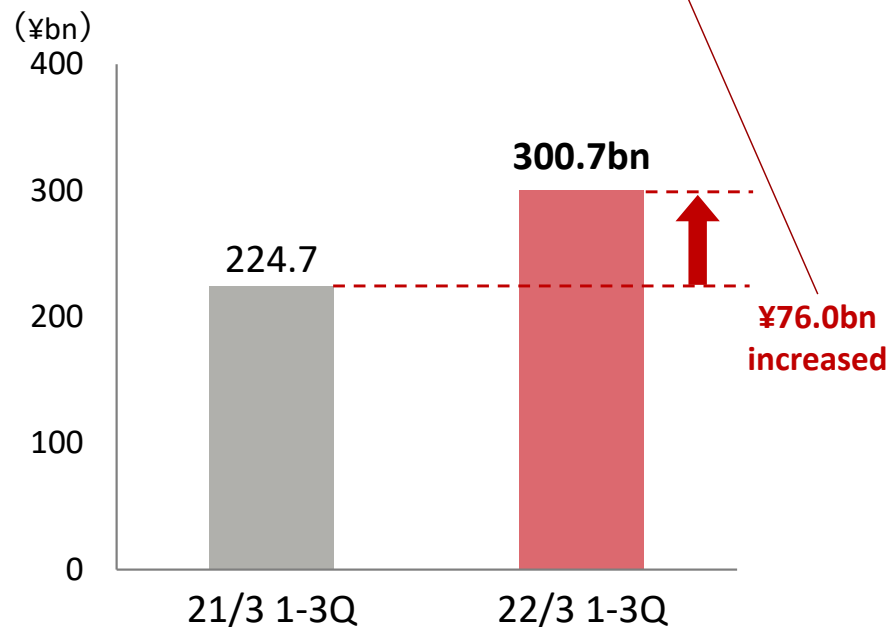


※ Including customer support division

Orders received compared with FY21/3

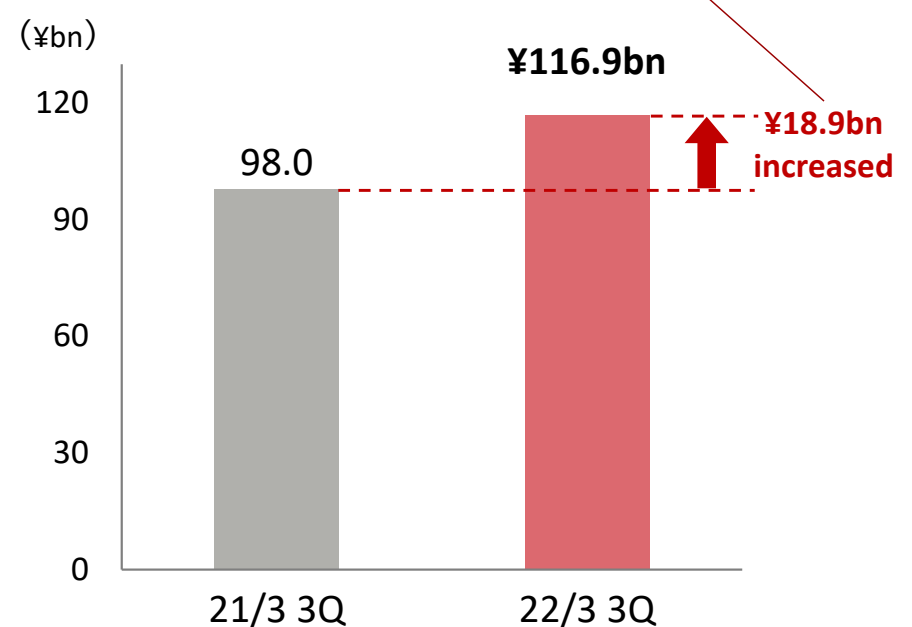
1-3Q comparison

- ① Number of orders (project) **+¥29.3bn**
(3,276 → 3,599)
- ② Per project price **+¥7.8bn**
(¥103.87mn/project → ¥106.07mn/project)
- ③ Cancellation **+¥33.4bn**
(40.7% → 28.7%)
- ④ Building & repairs **+¥5.3bn**
(¥38.7bn → ¥44.1bn)

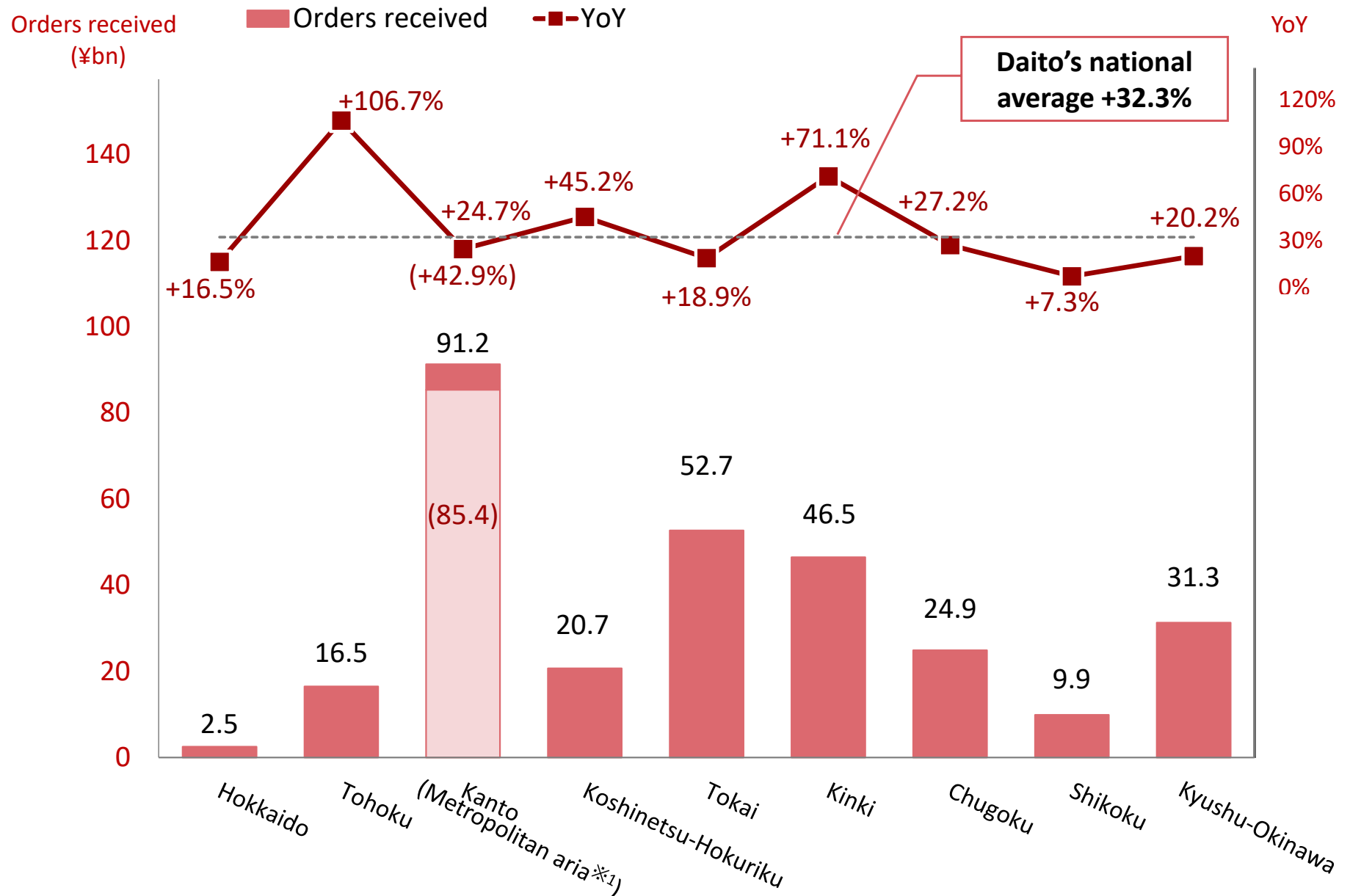


3Q comparison

- ① Number of orders (project) **△¥1.0bn**
(1,269 → 1,259)
- ② Per project price **+¥2.8bn**
(¥105.91mn/project → ¥108.15/project)
- ③ Cancellation **+¥13.9bn**
(35.0% → 25.0%)
- ④ Building & repairs **△¥3.2bn**
(¥16.4bn → ¥19.6bn)



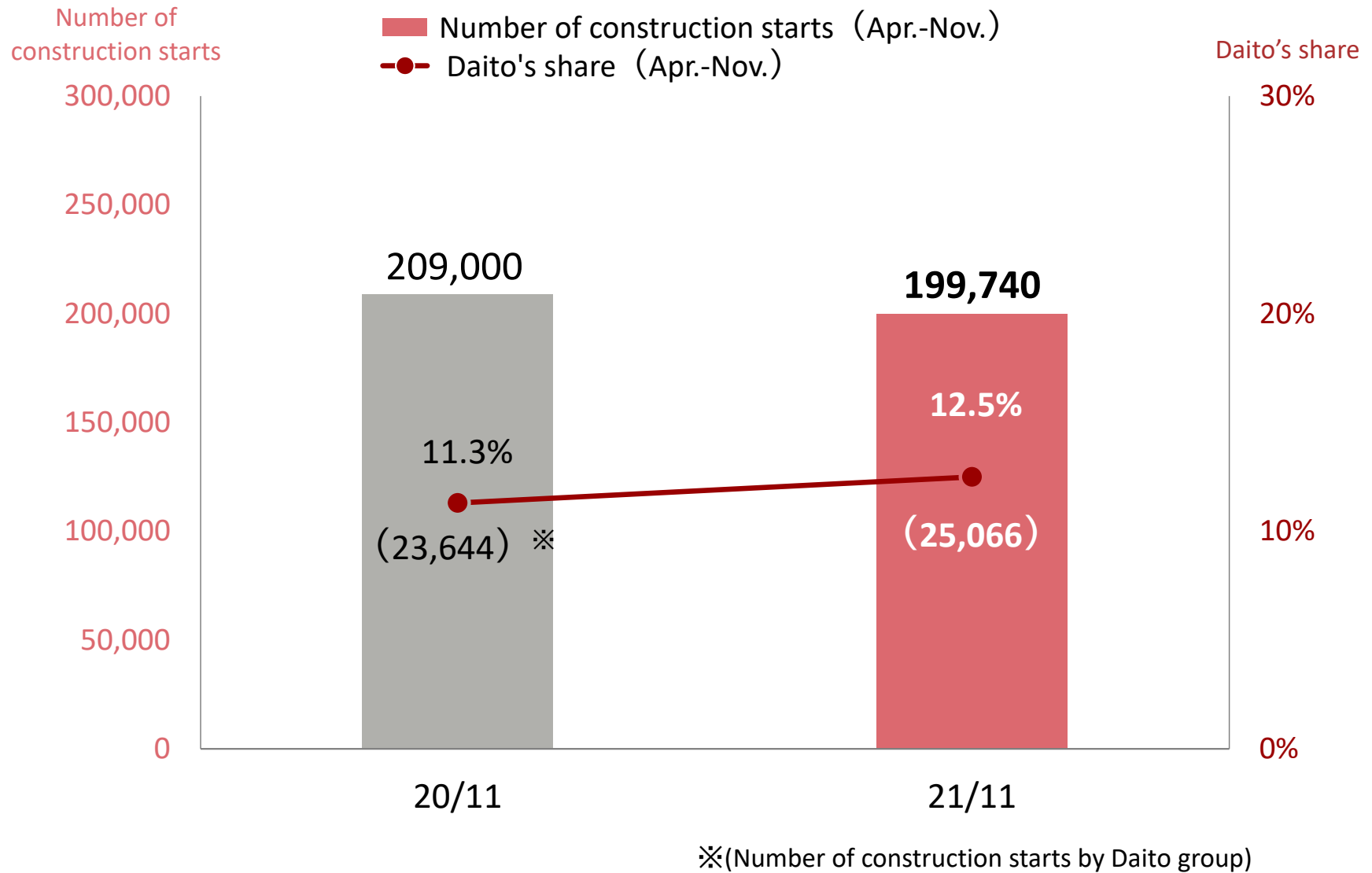
Amount of orders received in each region



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

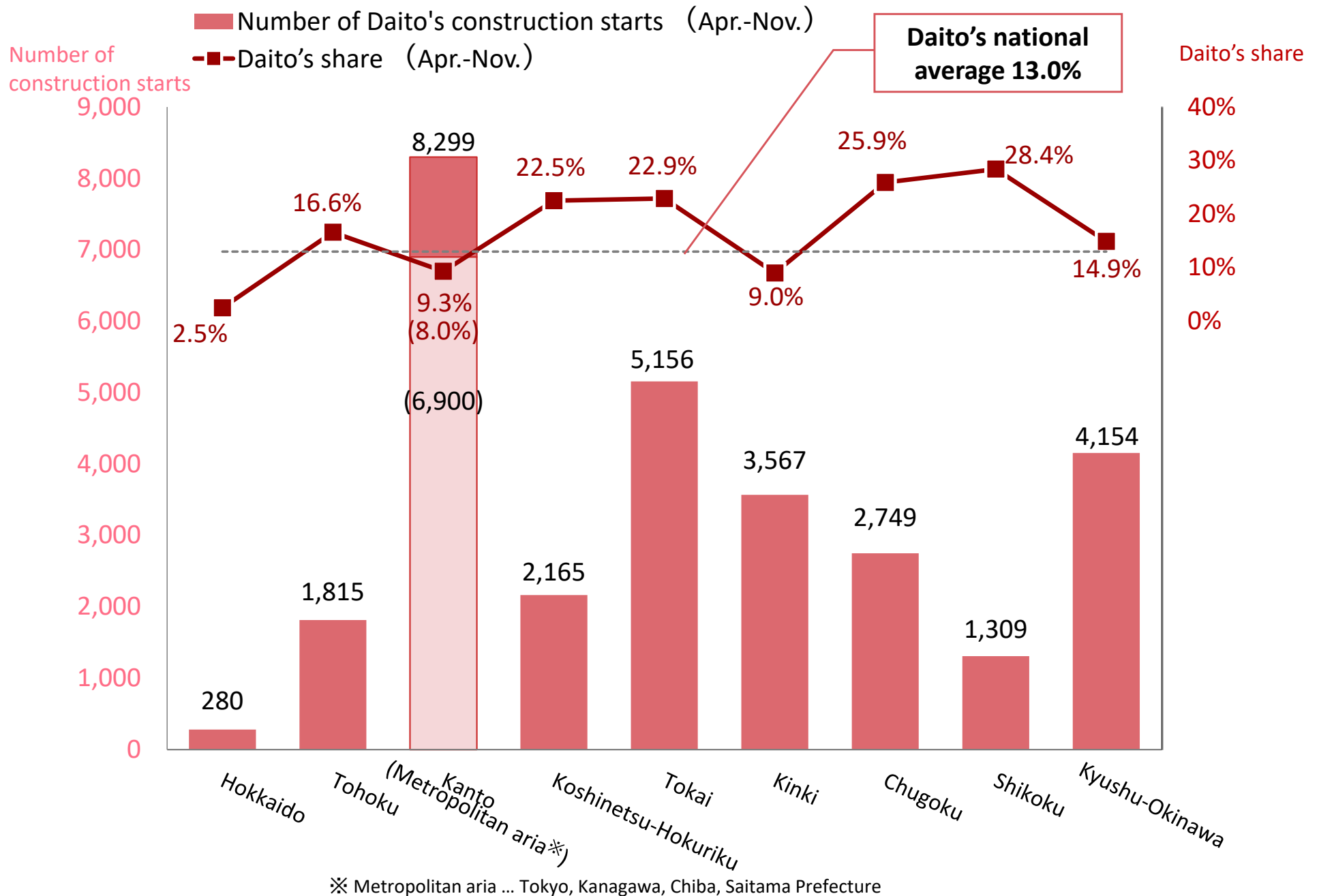
※2 The YoY ratio is not determined because the result of previous year was negative

Number of construction starts & Daito's share <YoY>



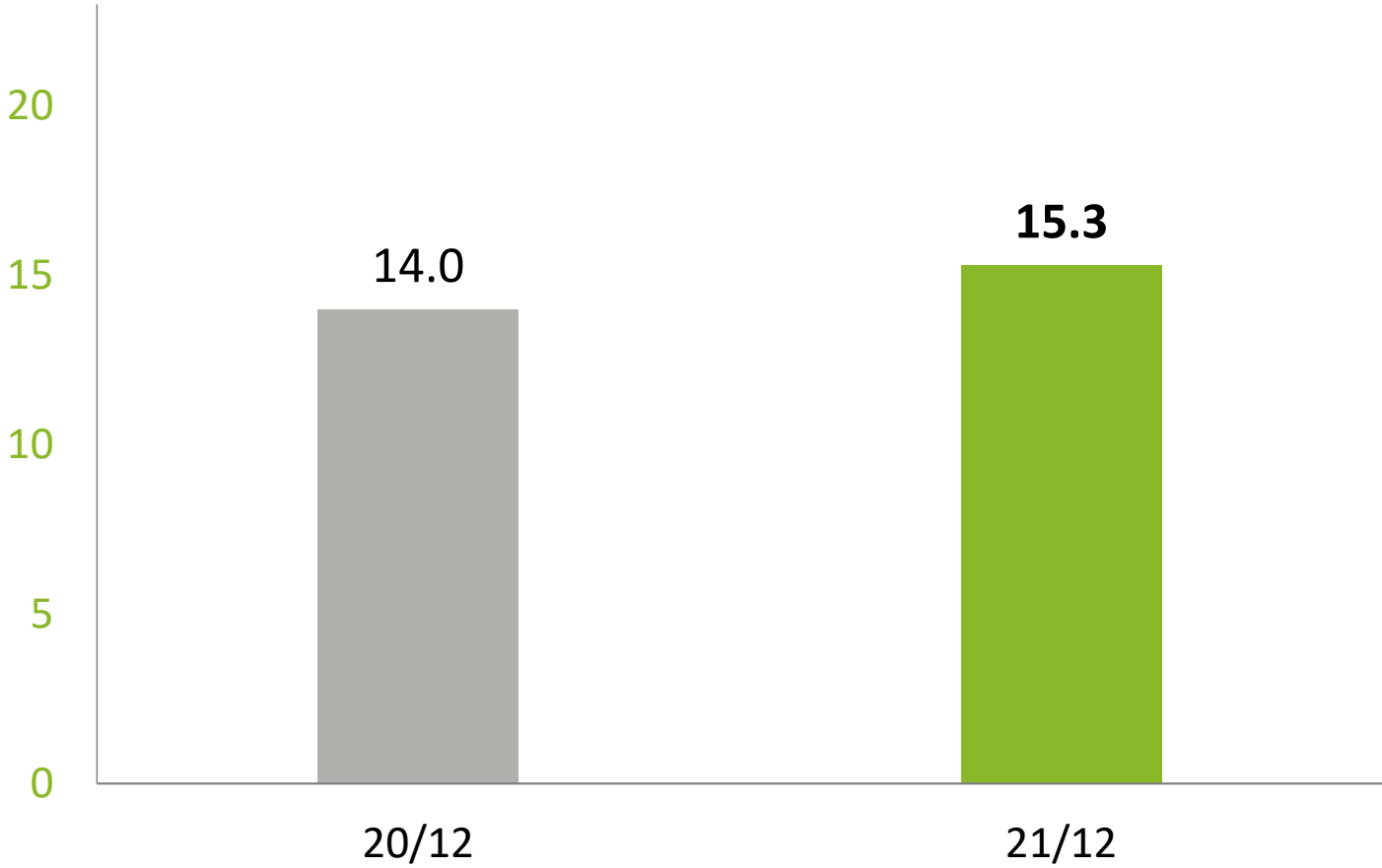
(Ministry of Land, Infrastructure, Transport and Tourism : "Housing Starts Statistics")

Number of Daito's construction starts in each region & Daito's share



Transition of the number of tenant recruitment per sales representatives <YoY>

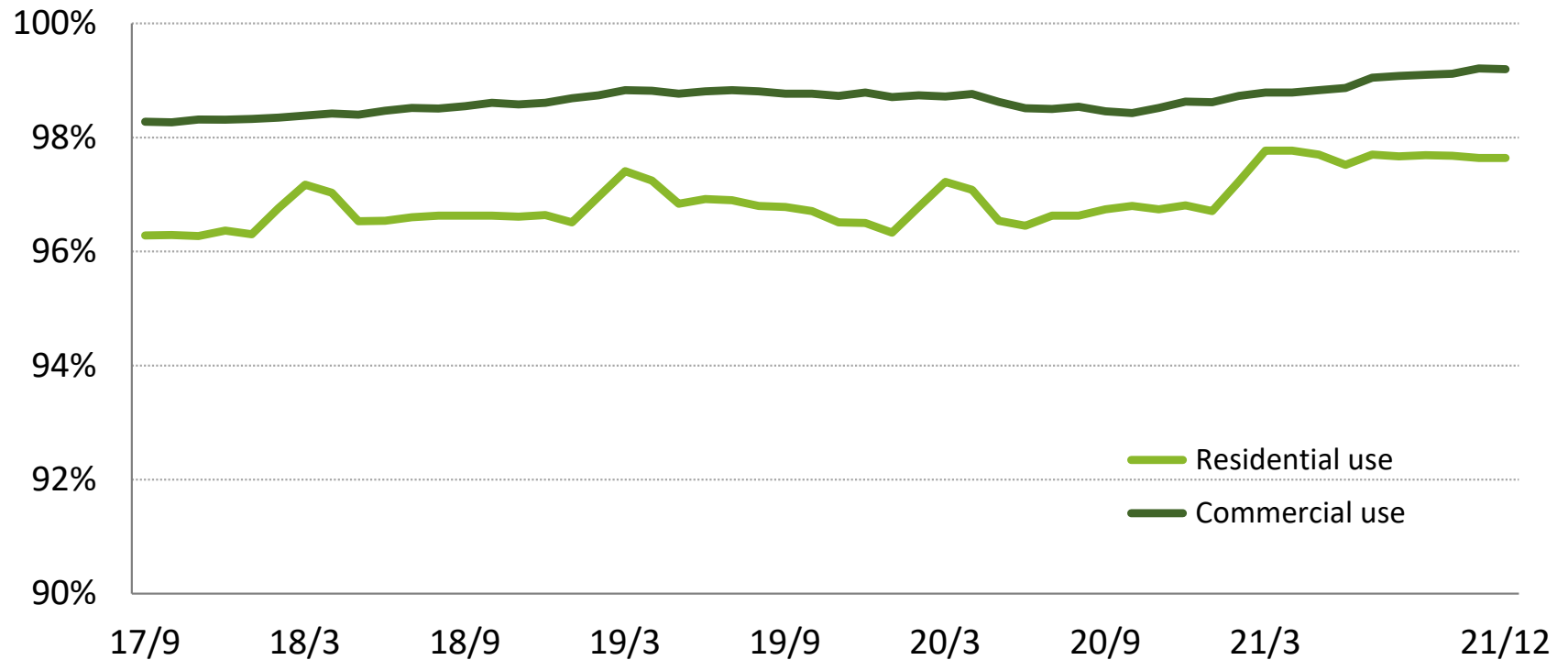
Number of tenant recruitment
/ representatives / month



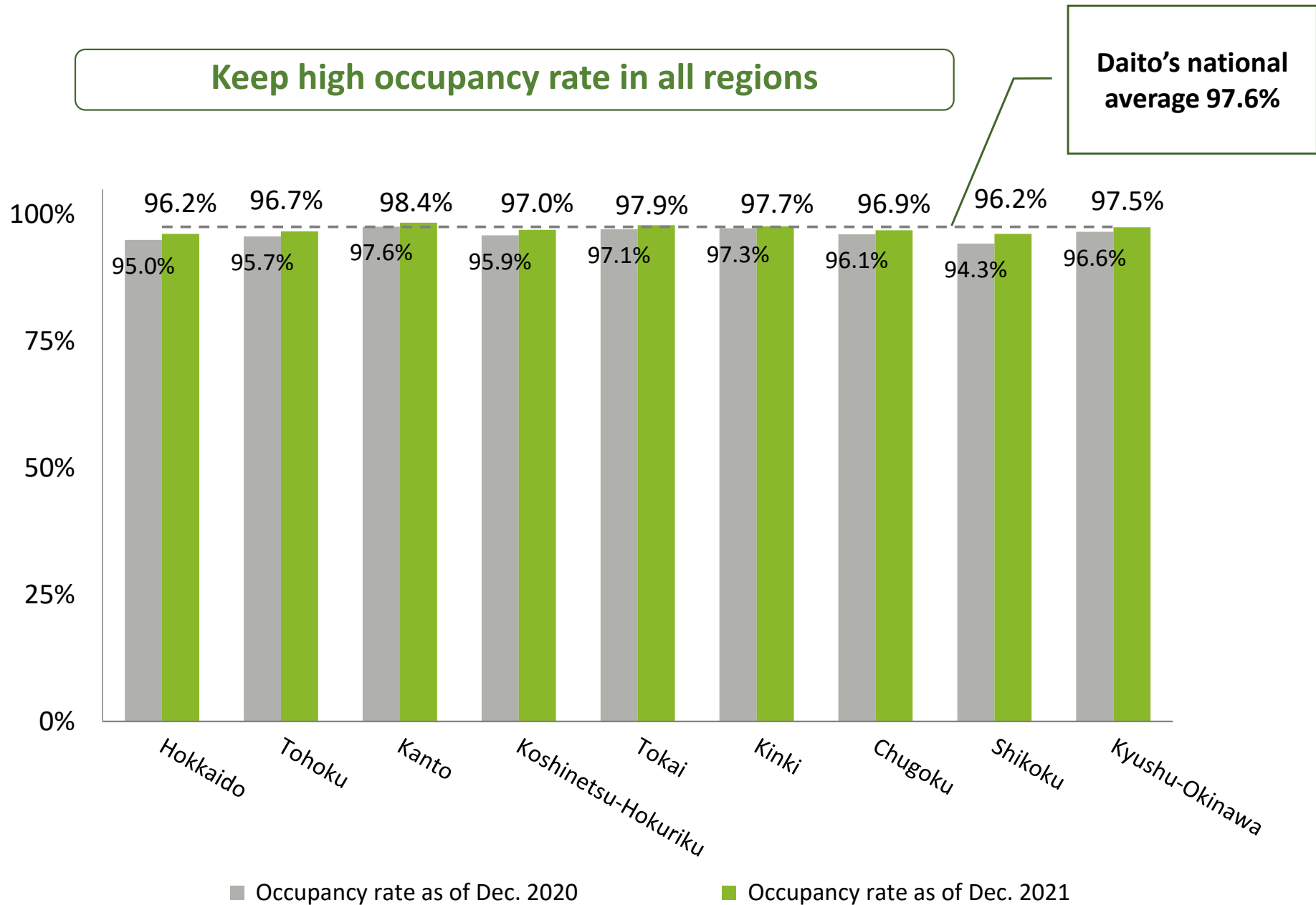
Transition of rent-based occupancy rate

| Rent-based occupancy rate | 17/12 | 18/12 | 19/12 | 20/12 | 21/12 | YoY |
|---------------------------|-------|-------|-------|-------|--------------|-------|
| Residential use (%) | 96.4% | 96.6% | 96.5% | 96.8% | 97.6% | +0.8p |
| Commercial use (%) | 98.3% | 98.6% | 98.8% | 98.6% | 99.2% | +0.6p |

Rent-based occupancy rate

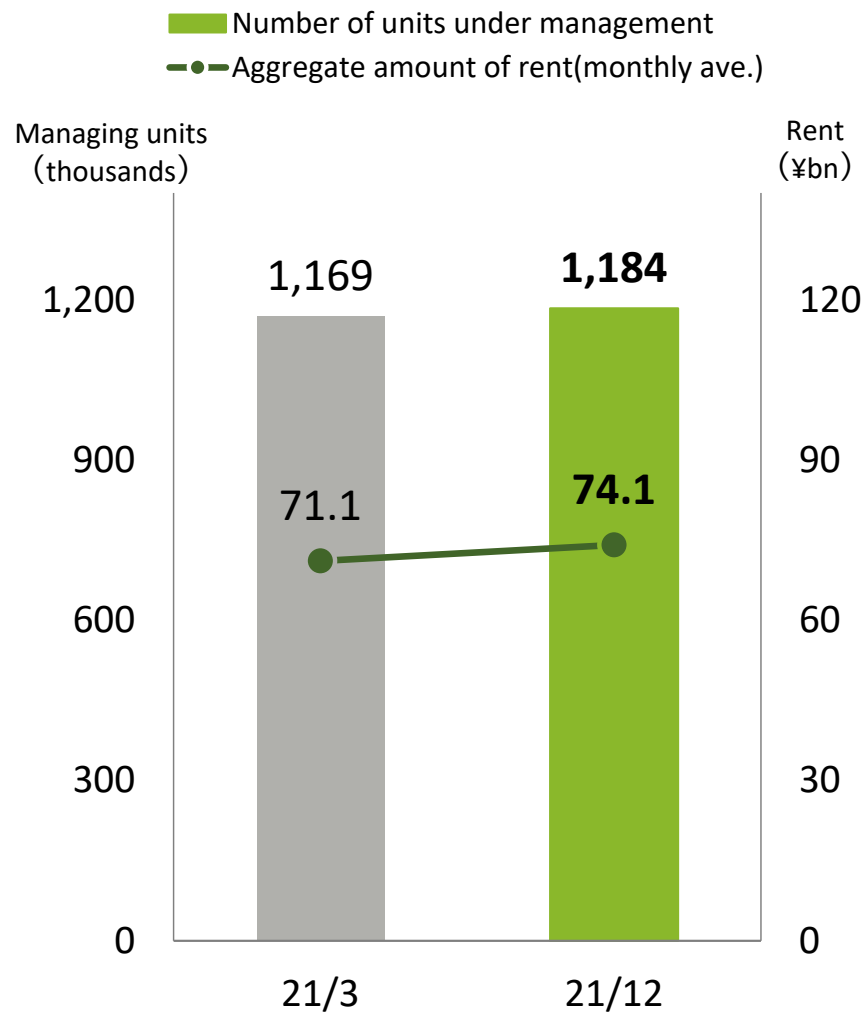


Rent-based occupancy rate in each region (as of Dec. : Residential use)

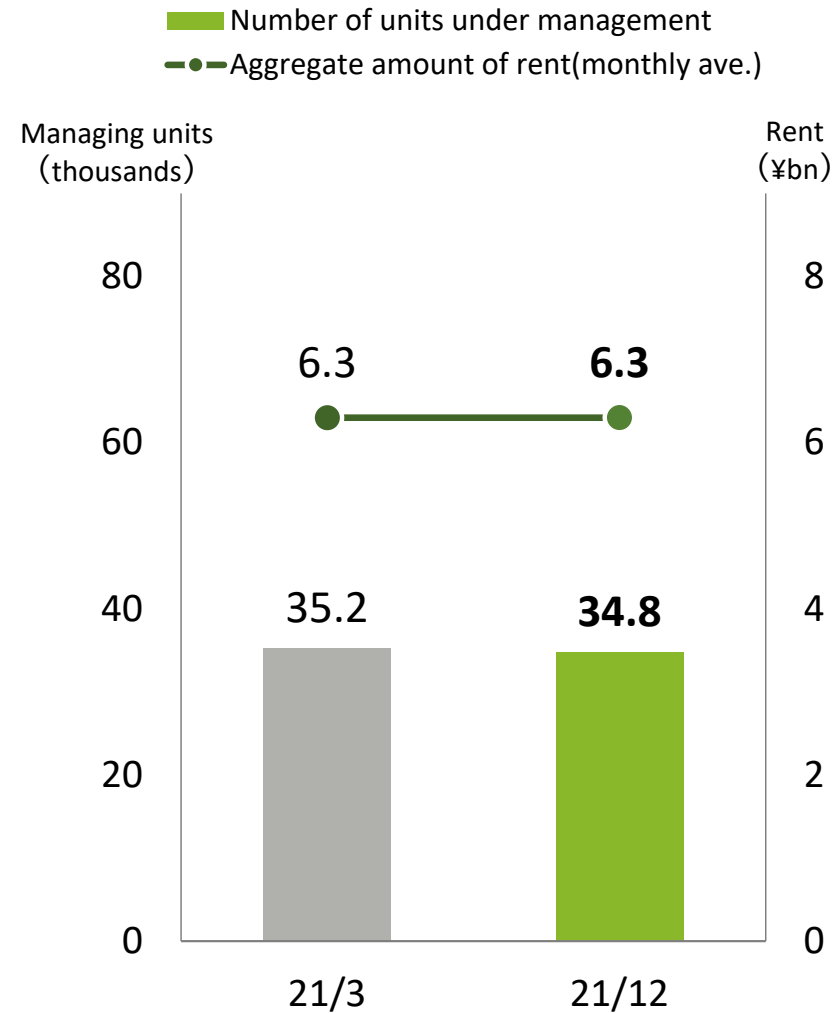


Number of units under management & aggregate amount of rent

Residential use

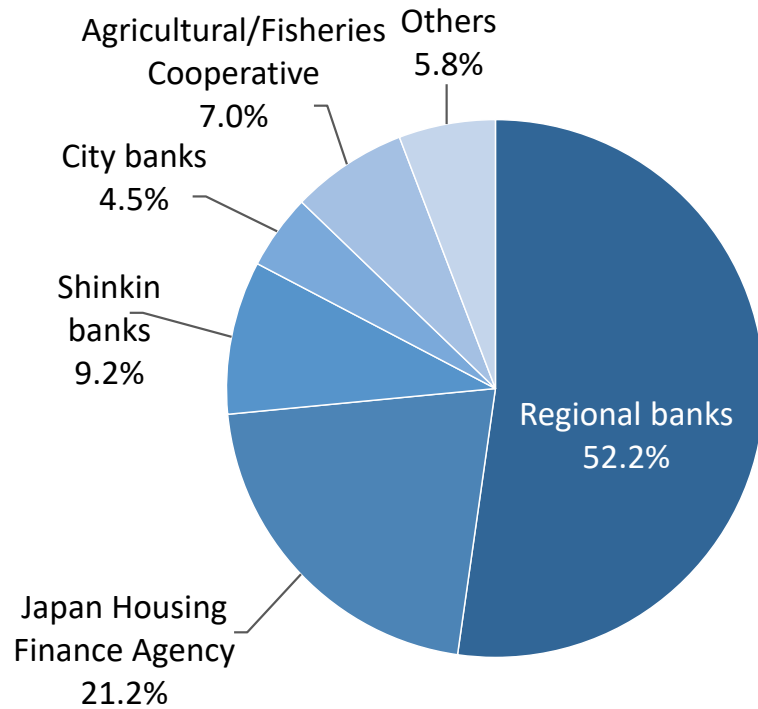


Commercial use

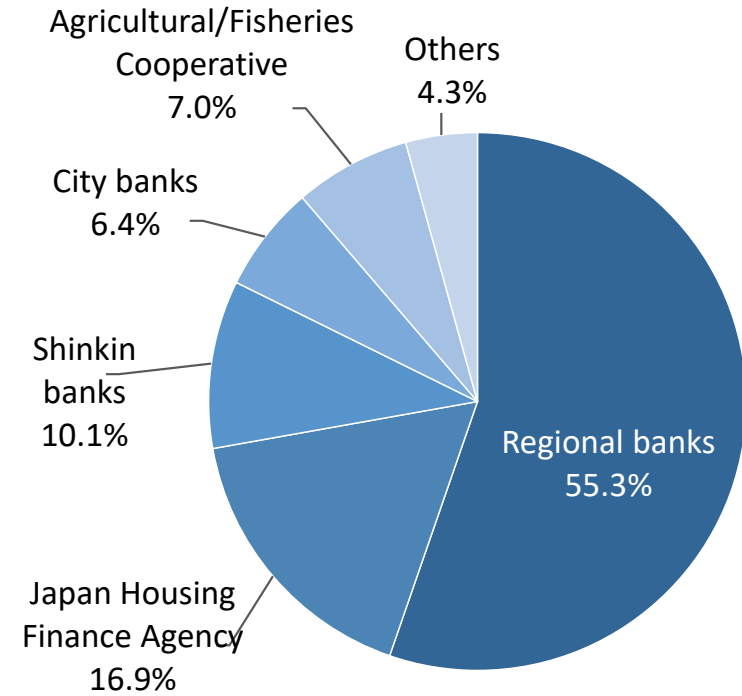


Customer's funds route

FY21/3 full-year



FY22/3 3Q



1. Disclaimer of warranties for the contents

Daito pays careful attention about the information carried on this documents.
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.

2. Copyright etc.

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