



DAITO TRUST CONSTRUCTION CO., LTD.

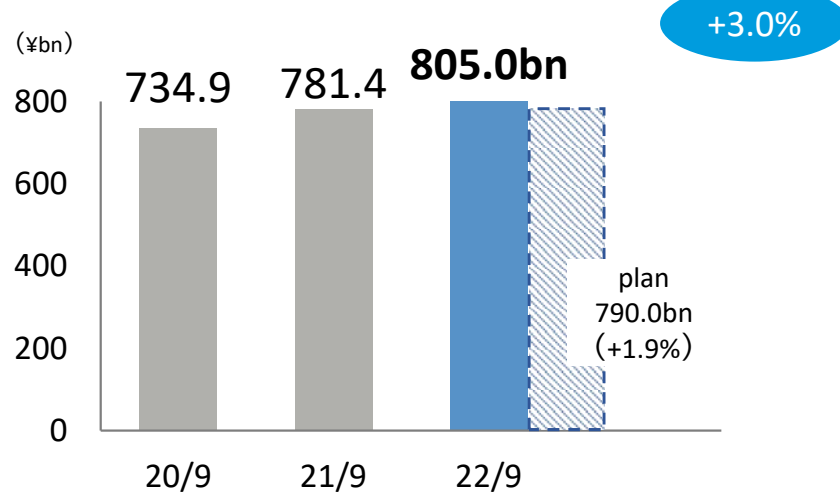
Report on Settlement of 2Q ending March 31, 2023



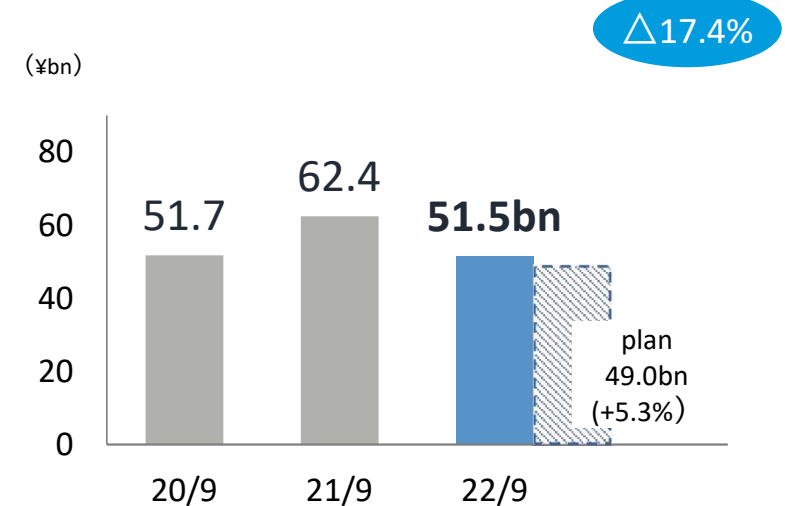
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I . Results in 2Q of FY ending March 31, 2023

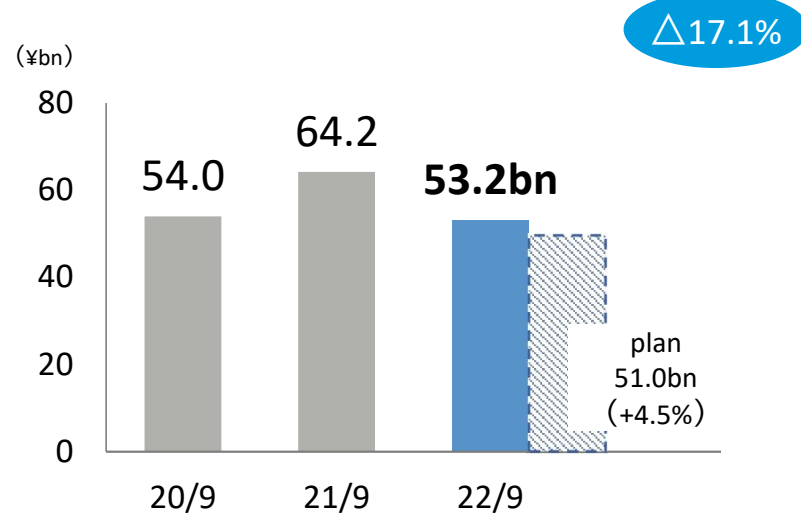
Net sales



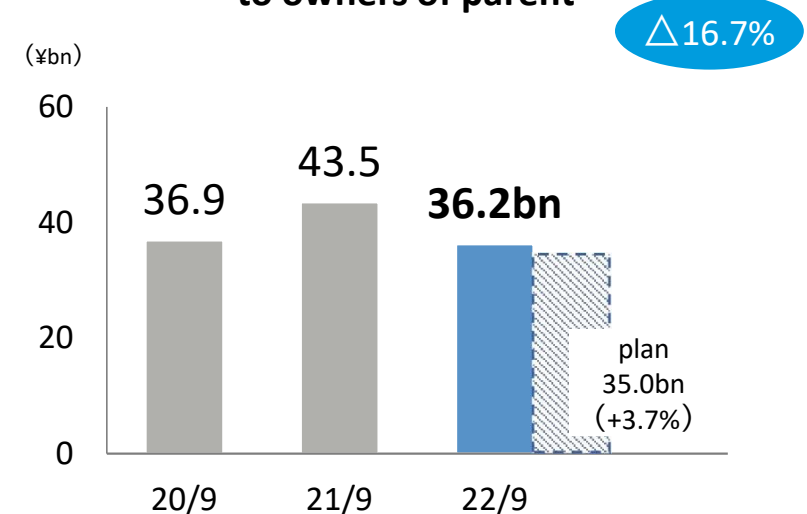
Operating income



Ordinary income



Net income attributable to owners of parent



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

■ Major factors of fluctuation (Operating income Δ ¥10.9bn)

Gross profit on completed construction contracts $< \Delta \text{¥}13.0\text{bn} >$	<ul style="list-style-type: none"> • Increase in completed construction (¥211.6bn \rightarrow ¥213.1bn) +¥0.43bn • Decrease in gross profit margin (27.7%\rightarrow21.4%) Δ¥13.43bn
Gross profit on real estate business $< +\text{¥}4.0\text{bn} >$	<ul style="list-style-type: none"> • Increase in profit from whole-building lease business +¥2.22bn • Increase in profit from brokerage business +¥0.30bn • Increase in profit from guarantee business +¥0.50bn • Decrease in restoration to original condition or repairing construction Δ¥0.40bn • Increase in profit from electricity business +¥0.18bn • Increase in profit from the other businesses +¥1.23bn
Gross profit on the other businesses $< +\text{¥}1.1\text{bn} >$	<ul style="list-style-type: none"> • Increase in profit from overseas hotel business +¥0.61bn • Increase in profit from investment condominium business (INVALANCE Ltd.,) +¥0.36bn • Increase in profit from renovation and resale business, etc. +¥0.32bn • Decrease in profit from nursing care / nursery school / energy business Δ¥0.39bn
SG&A expenses $< \Delta \text{¥}3.1\text{bn} >$	<ul style="list-style-type: none"> • Increase in personnel expenses Δ¥1.51bn • Decrease in advertising & general publicity expenses +¥0.38bn • Increase in recruitment fee / training fee Δ¥0.25bn • Increase in the other expenses Δ¥1.71bn

■ Major factors of fluctuation (Operating income +¥2.58bn)

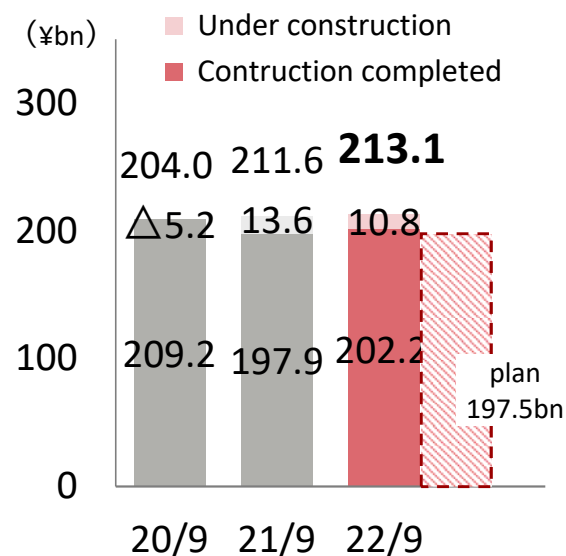
Gross profit on completed construction contracts <+¥2.06bn>	<ul style="list-style-type: none"> • Increase in completed construction (¥197.5bn → ¥213.1bn) +¥3.43bn • Decrease in gross profit margin (22.0% → 21.4%) △¥1.37bn
Gross profit on real estate business <+¥0.14bn>	<ul style="list-style-type: none"> • Increase in profit from electricity business +¥0.37bn • Decrease in restoration to original condition or repairing construction △¥0.16bn
Gross profit on the other businesses <△¥0.69bn>	<ul style="list-style-type: none"> • Decrease in profit from gas business △¥0.27bn • Decrease in profit from nursing care / nursery school business △¥0.30bn • Decrease in profit from investment condominium business (INVALANCE Ltd.,) △¥0.08bn
SG&A expenses <+¥1.05bn>	<ul style="list-style-type: none"> • Decrease in personnel expenses +¥0.54bn • Decrease in advertising & general publicity expenses +¥0.21bn • Decrease in the other expenses +¥0.30bn

Profit & Loss by segment (Construction business-1)

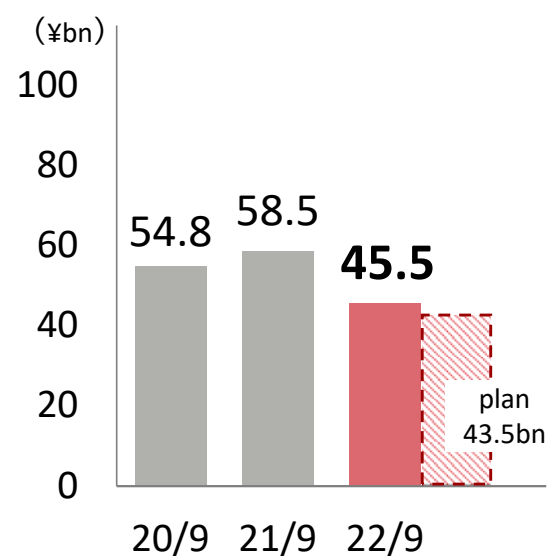
(¥bn)

	2021/9	2022/9	(YoY)
Net sales	211.6	213.1	(+0.7%)
Gross profit	58.5	45.5	(△22.2%)
Operating income	23.0	8.0	(△64.9%)

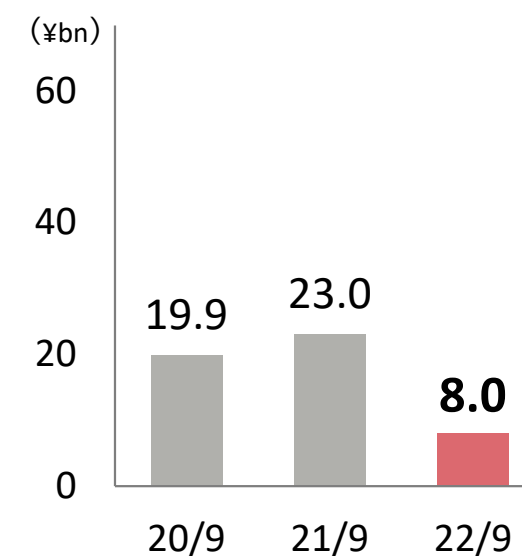
■ Net sales



■ Gross profit



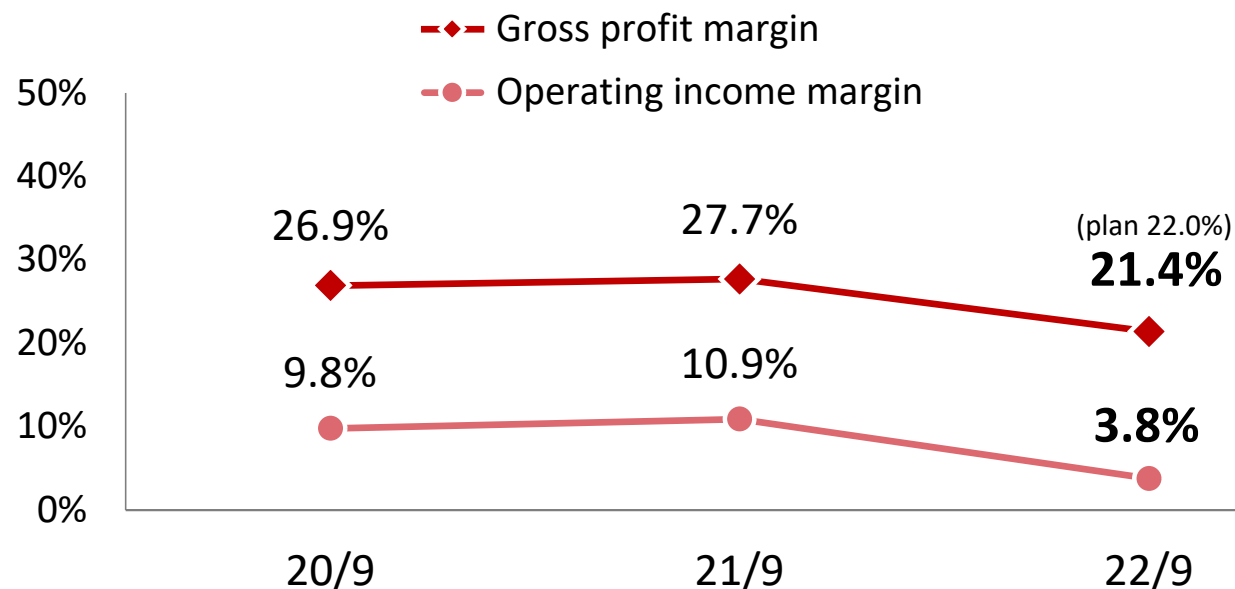
■ Operating income



Profit & Loss by segment (Construction business-2)

	2021/9	2022/9	(YoY)
Gross profit margin	27.7%	21.4%	($\Delta 6.3\text{p}$)
Operating income margin	10.9%	3.8%	($\Delta 7.1\text{p}$)

■ Gross profit margin / Operating income margin



Major breakdown of the variance ($\Delta 6.3\text{p}$ YoY)

① Labor cost	$\Delta 1.1\text{p}$
② Material cost	$\Delta 1.4\text{p}$
③ Exchange	$\Delta 3.8\text{p}$

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

① Labor cost	$\Delta 0.2\text{p}$
② Material cost	$\Delta 0.4\text{p}$
③ Exchange	$\pm 0.0\text{p}$
④ Recognition of deferred income	$\pm 0.0\text{p}$

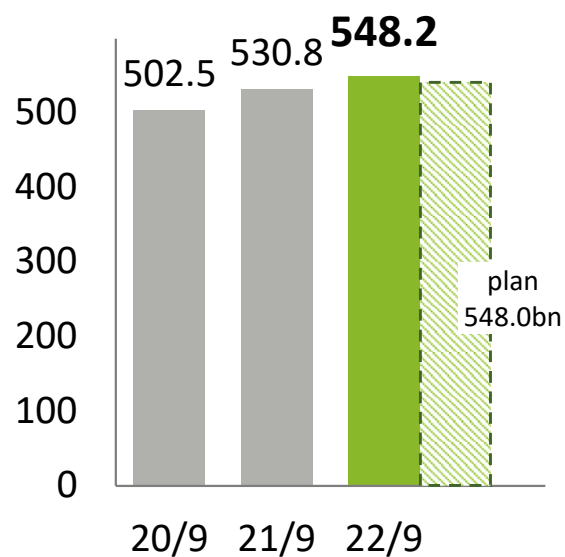
Profit & Loss by segment (Real estate business-1)

(¥bn)

	2021/9	2022/9	(YoY)
Net sales	530.8	548.2	(+3.3%)
Gross profit	63.7	67.7	(+6.3%)
Operating income	42.5	45.9	(+8.1%)

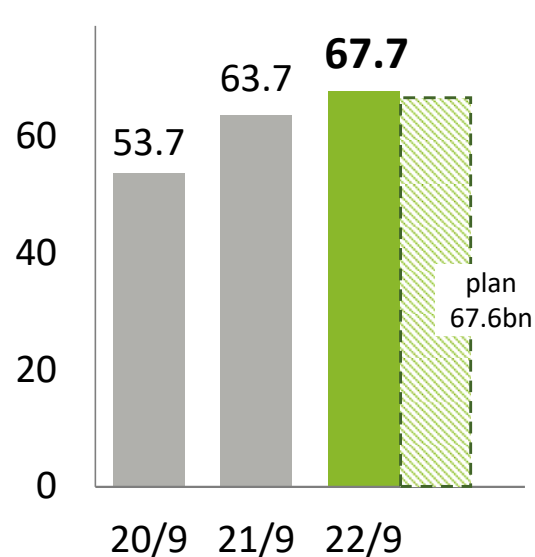
Net sales

(¥bn)



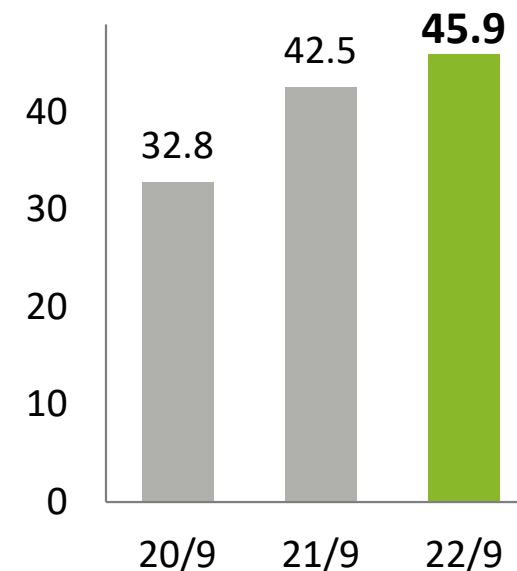
Gross profit

(¥bn)



Operating income

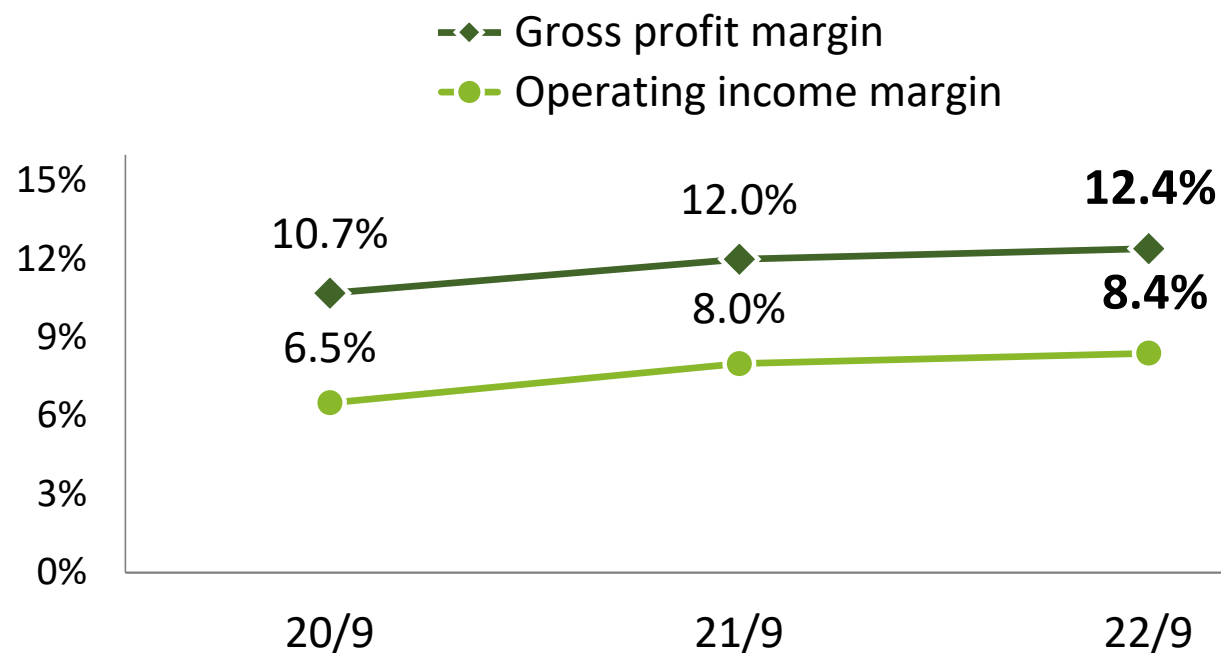
(¥bn)



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

	2021/9	2022/9	(YoY)
Gross profit margin	12.0%	12.4%	(+0.4p)
Operating income margin	8.0%	8.4%	(+0.4p)

■ Gross profit margin / Operating income margin



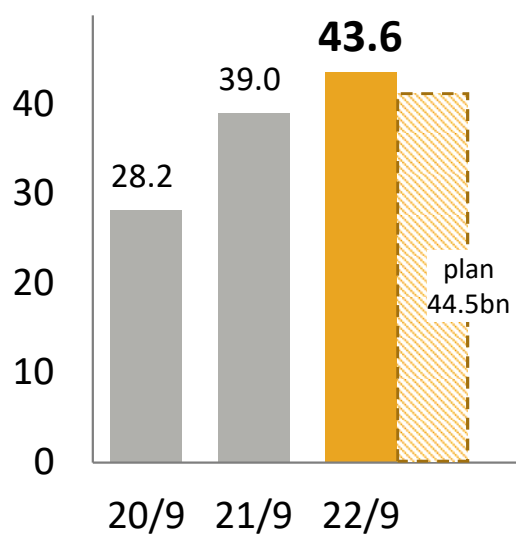
Profit & Loss by segment (Other businesses)

(¥bn)

	2021/9	2022/9	(YoY)
Net sales	39.0	43.6	(+11.9%)
Gross profit	12.1	13.3	(+9.9%)
Operating income	4.3	4.9	(+14.3%)

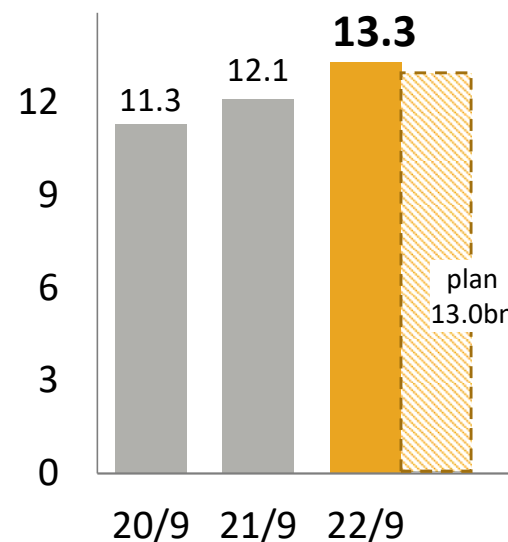
■ Net sales

(¥bn)



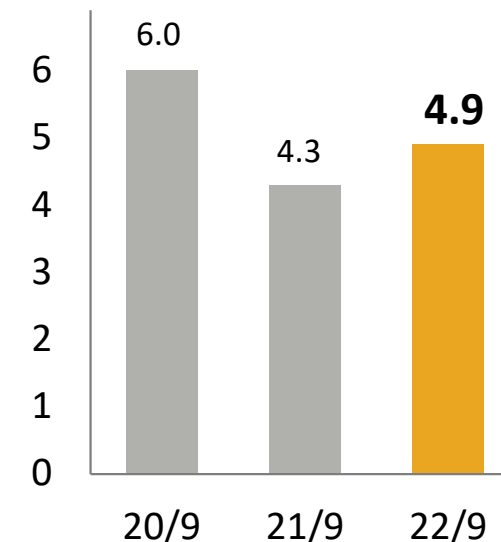
■ Gross profit

(¥bn)



■ Operating income

(¥bn)



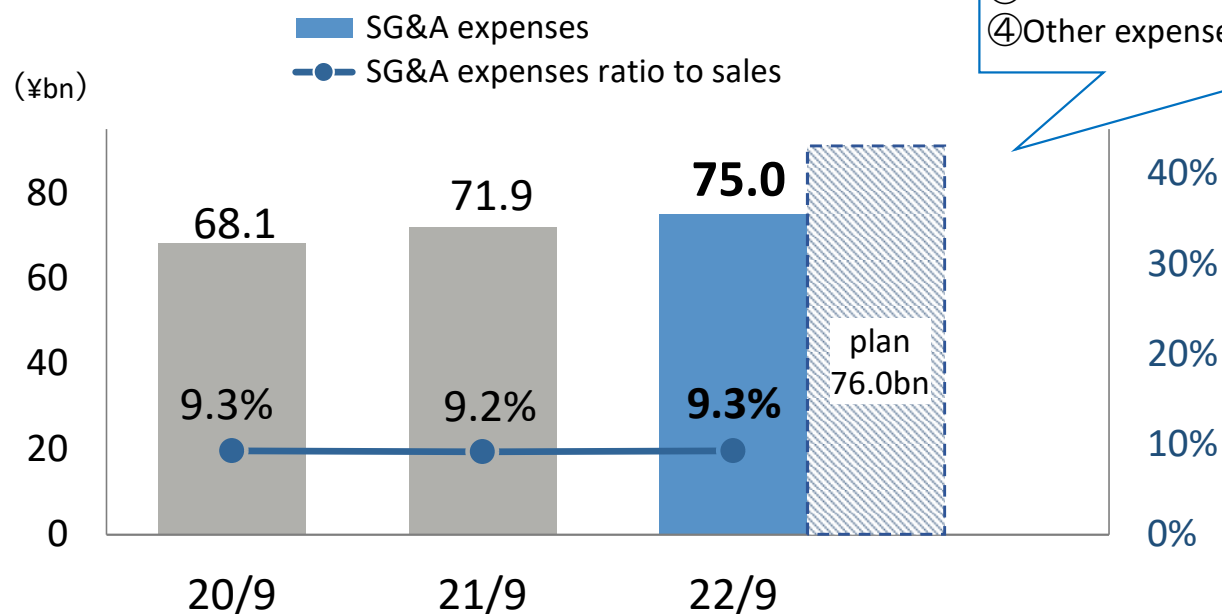
Profit & Loss (Selling, general and administrative expenses)

(¥bn)

	2021/9	2022/9	(YoY)
SG&A expenses	71.9	75.0	(+4.3%)
SG&A expenses ratio to sales	9.2%	9.3%	[+0.1p]

[] : Difference from same period in previous year

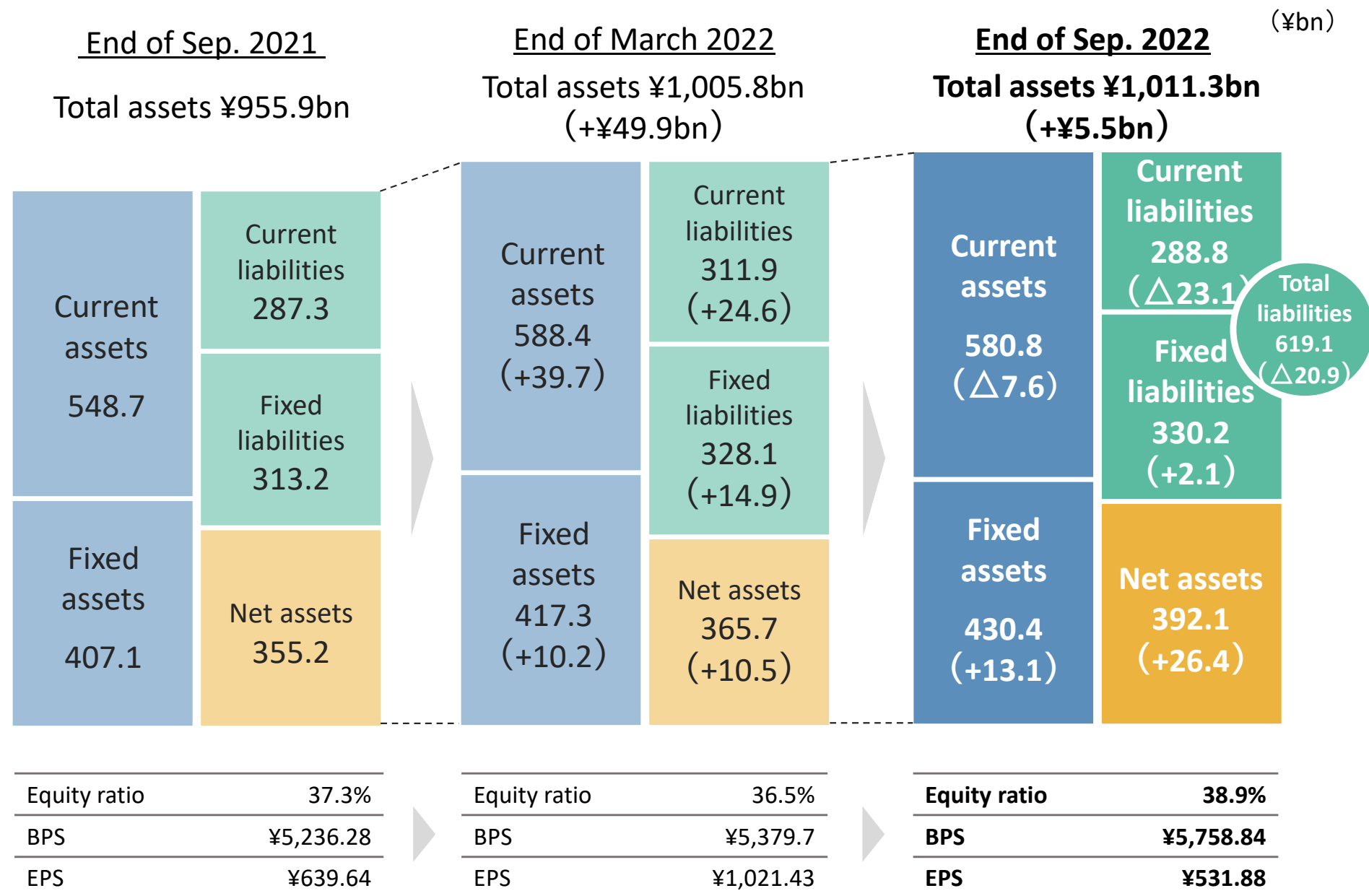
SG&A expenses / SG&A expenses ratio to sales



Major breakdown of the variance (+¥3.1bn YoY)

- ① Labor cost +¥1.5bn
- ② Advertising & general publicity expenses △¥0.4bn
- ③ Recruitment and training expenses +¥0.3bn
- ④ Other expenses +¥1.7bn

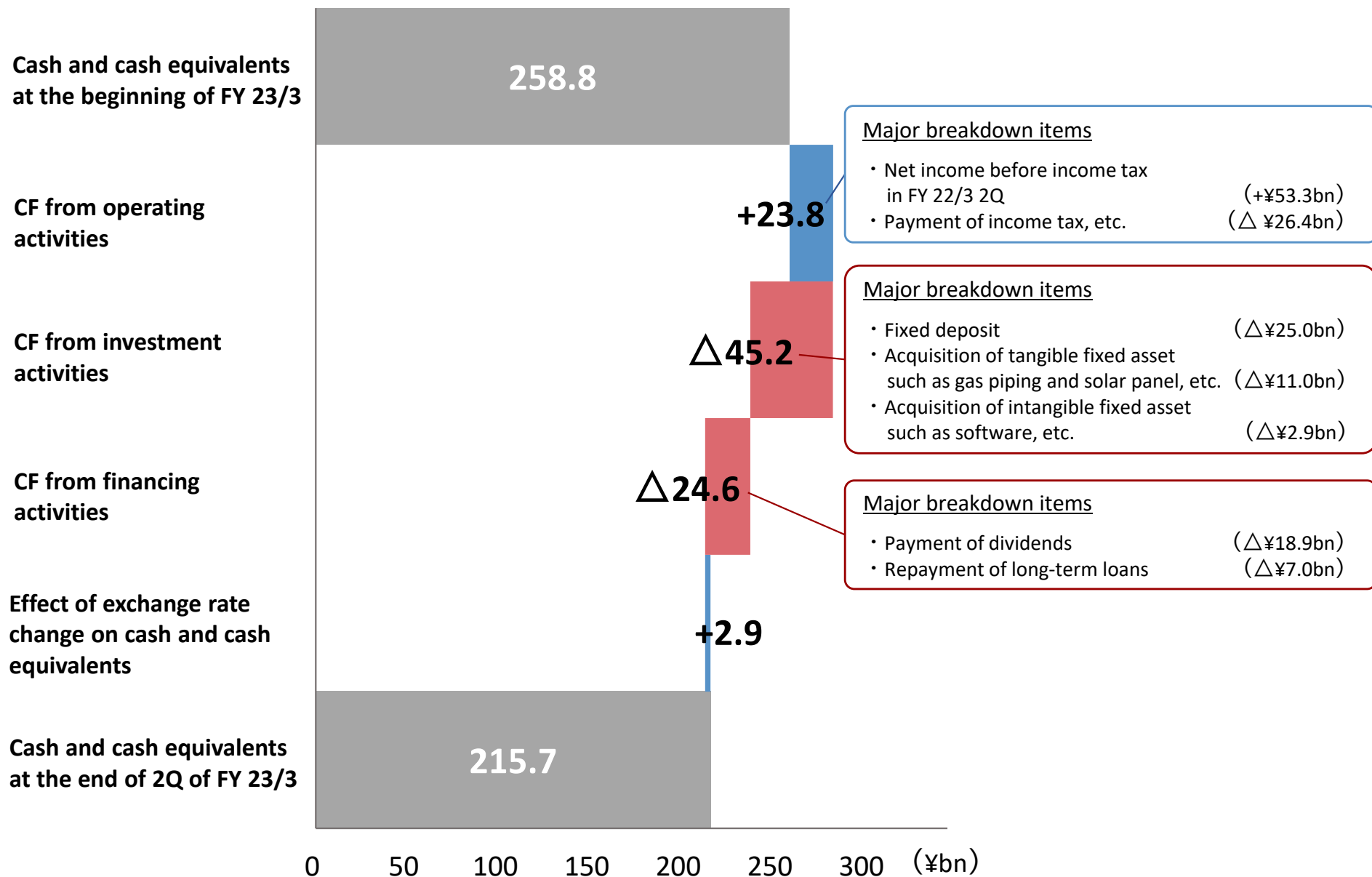
Financial review (Consolidated BS)



※BPS : Net assets per share

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

Financial review (Consolidated CF)

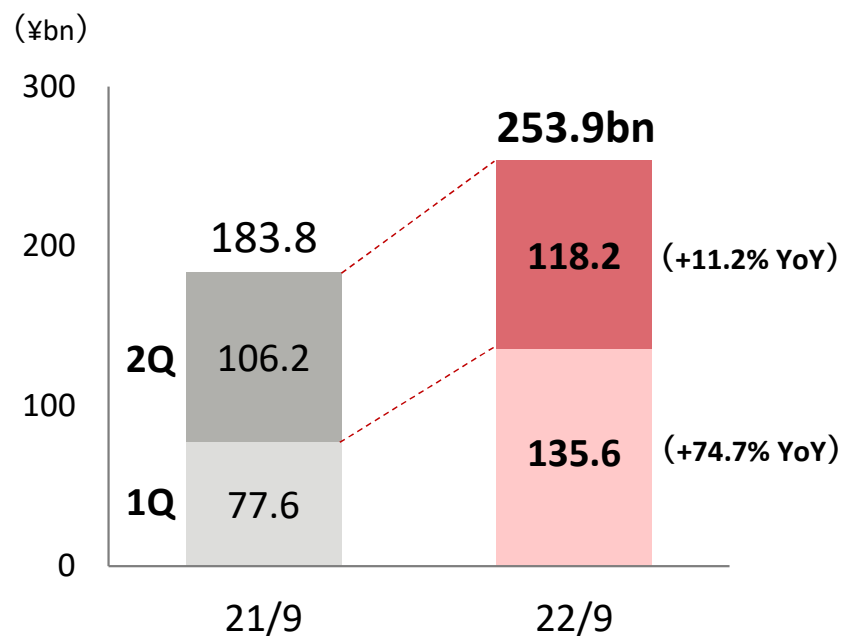


Ⅱ . Key Figures

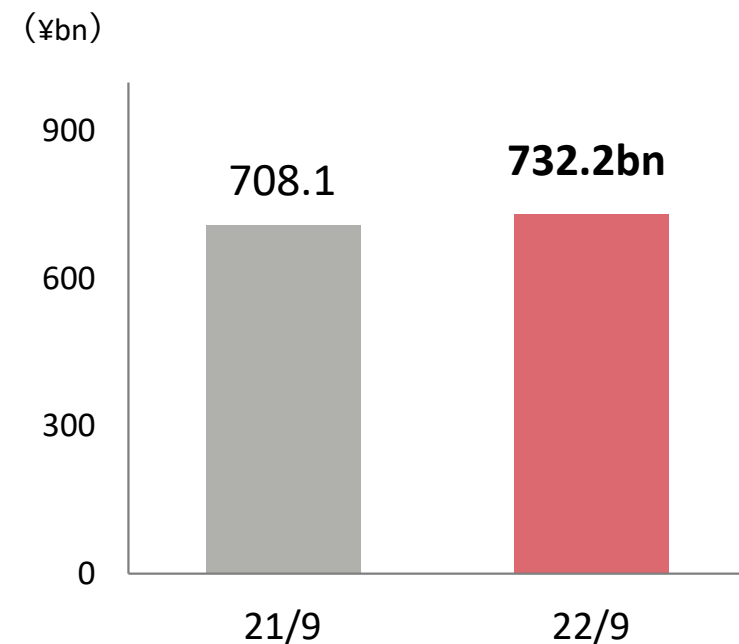
Orders received **¥253.9bn** (△38.1% YoY)

Orders in hand **¥732.2bn** (+3.4% YoY)

■ Orders received



■ Orders in hand

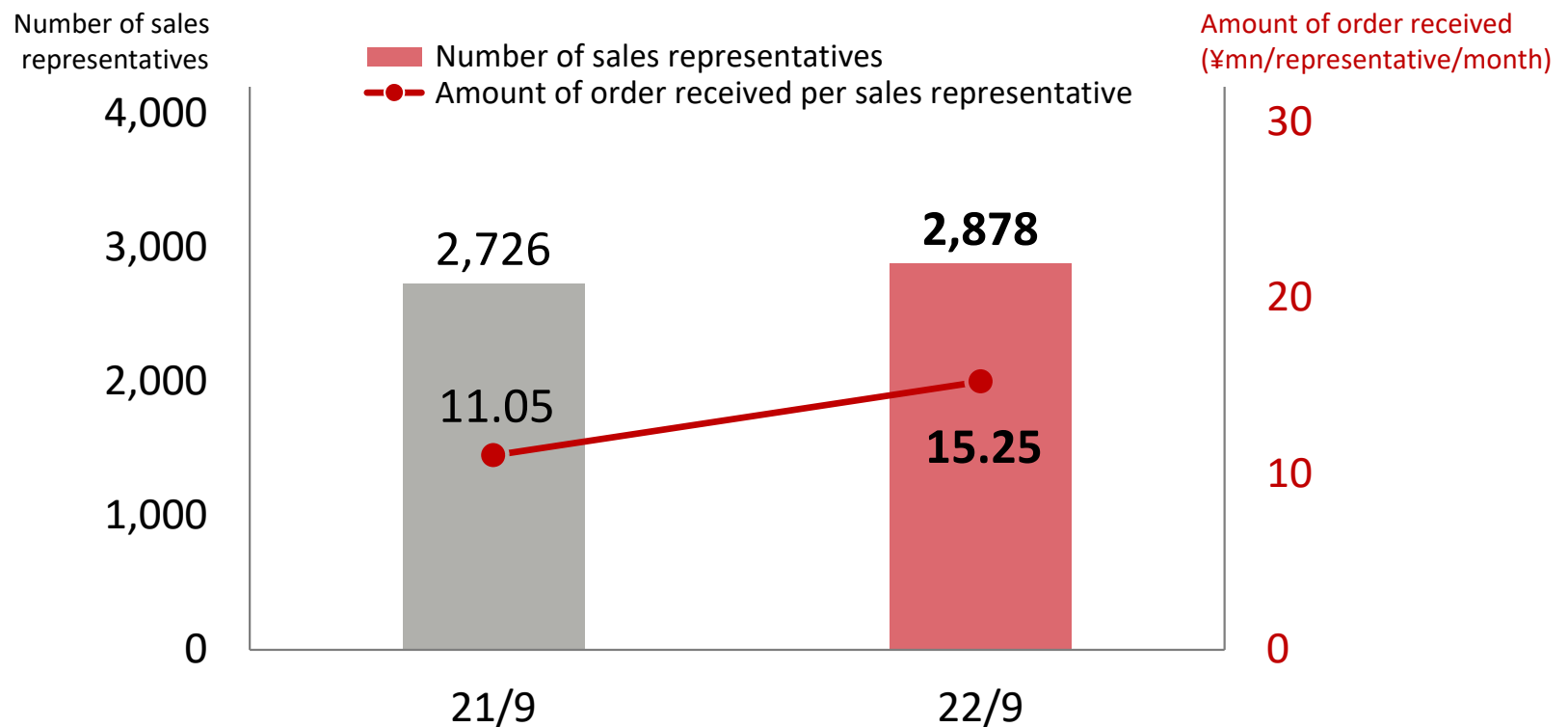


Orders received (Efficiency in receiving orders)

Number of sales representatives <as of end of Sep.> 2,878 (+152 YoY)

Amount of order received per sales representative

¥15.25mn / month (+¥4.20mn YoY)



Orders received (Mid-rise ratio and rebuild ratio)

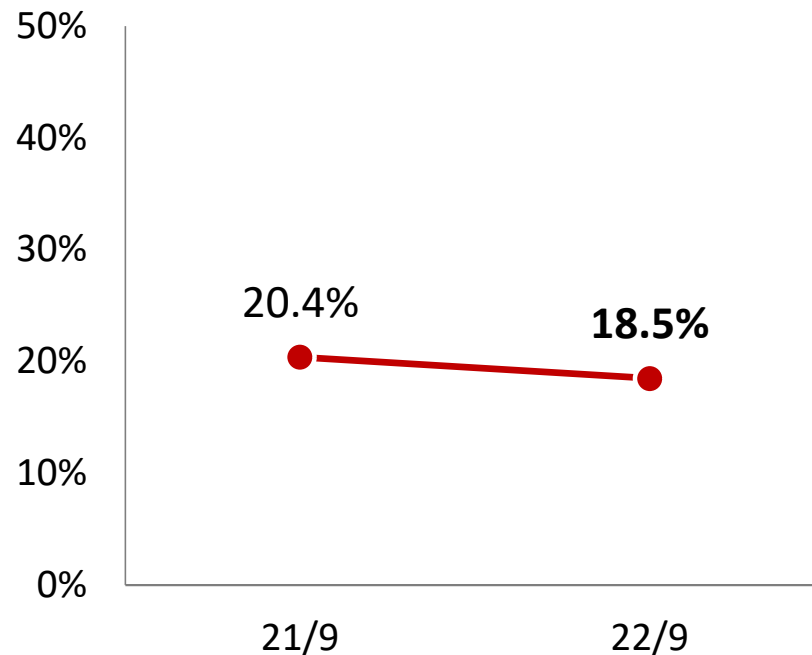
Mid-rise ratio

18.5% ($\Delta 1.9\text{p YoY}$)

Rebuild ratio

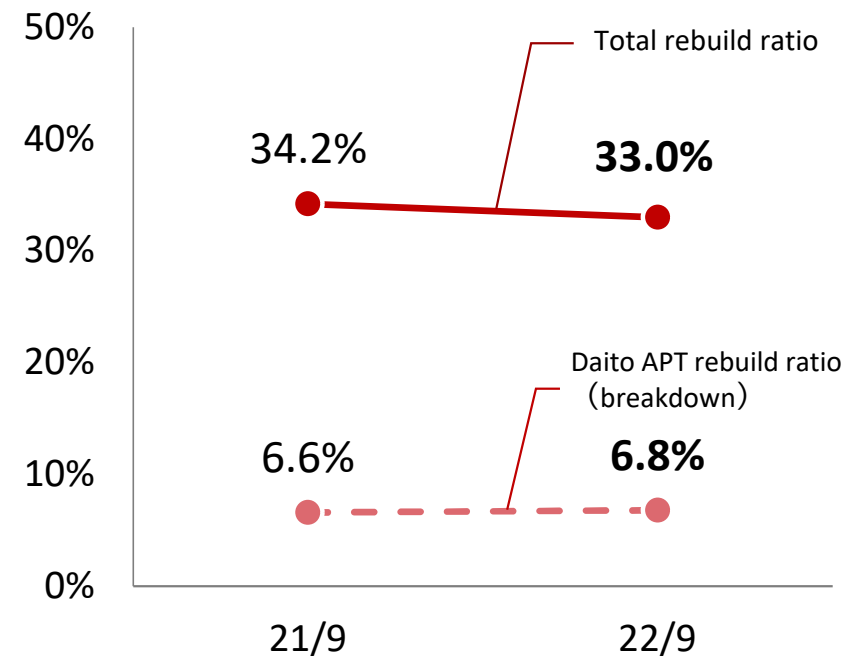
33.0% ($\Delta 1.2\text{p YoY}$)

■ **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



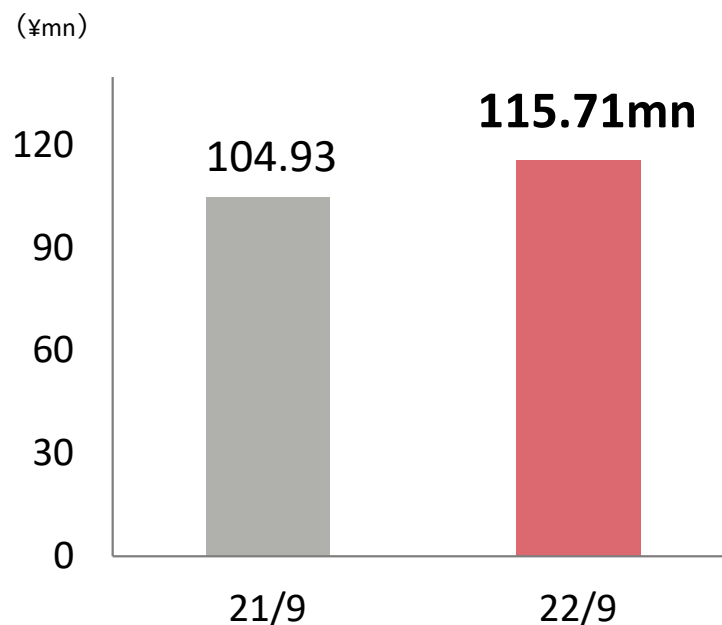
※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received
Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

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

Average price of order received ¥115.71mn (+¥10.78mn YoY)

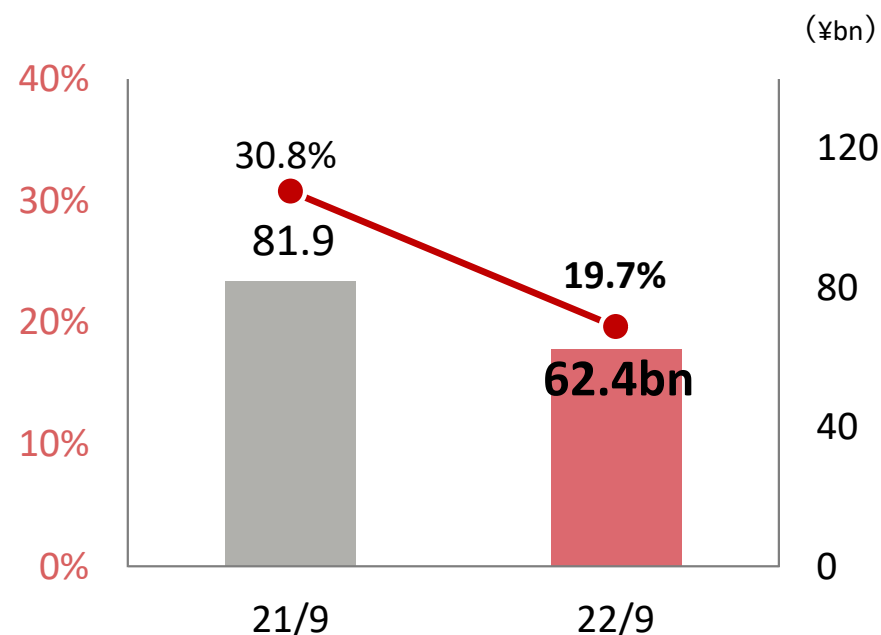
Cancellation ratio 19.7% (△11.1p YoY)

■ Average price of orders received※¹



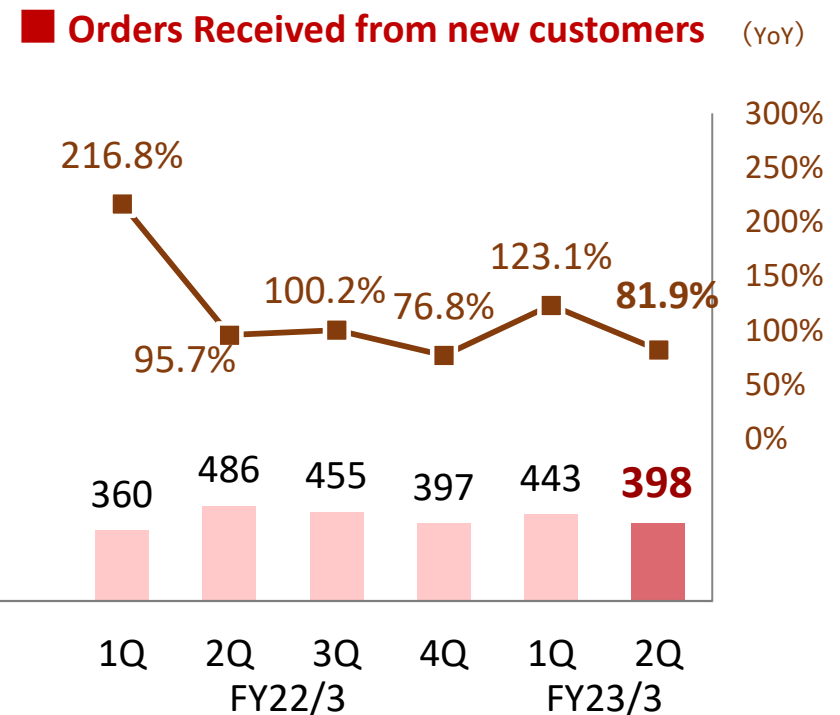
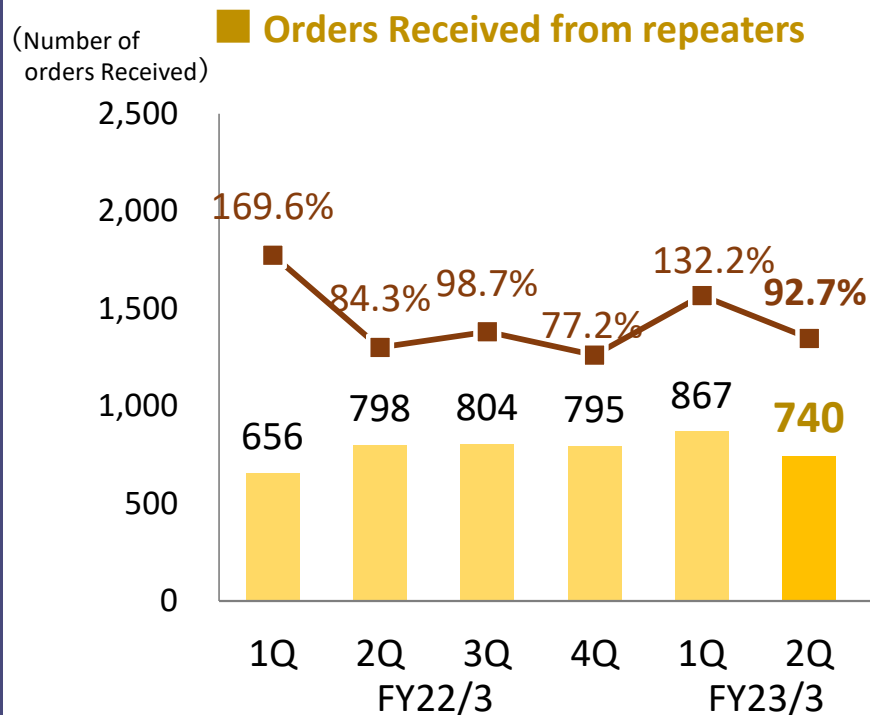
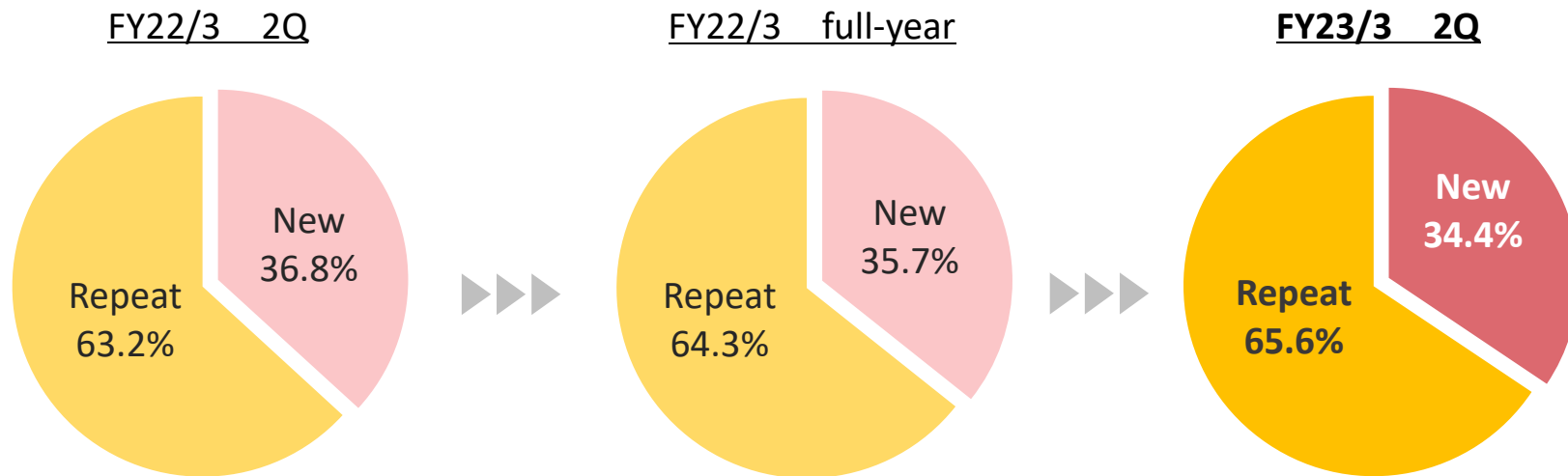
※¹ Average price of order received = Amount of new orders received / Number of orders received

■ 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)



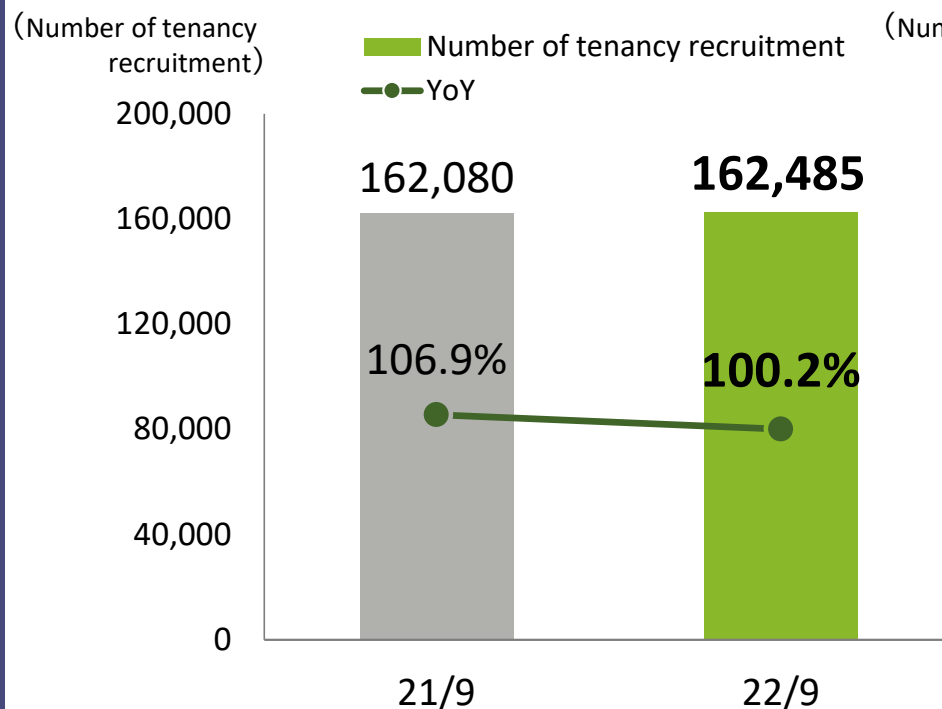
Tenancy recruitment (Number of recruitment)

Number of tenancy recruitment 163,427 (+0.1% YoY)

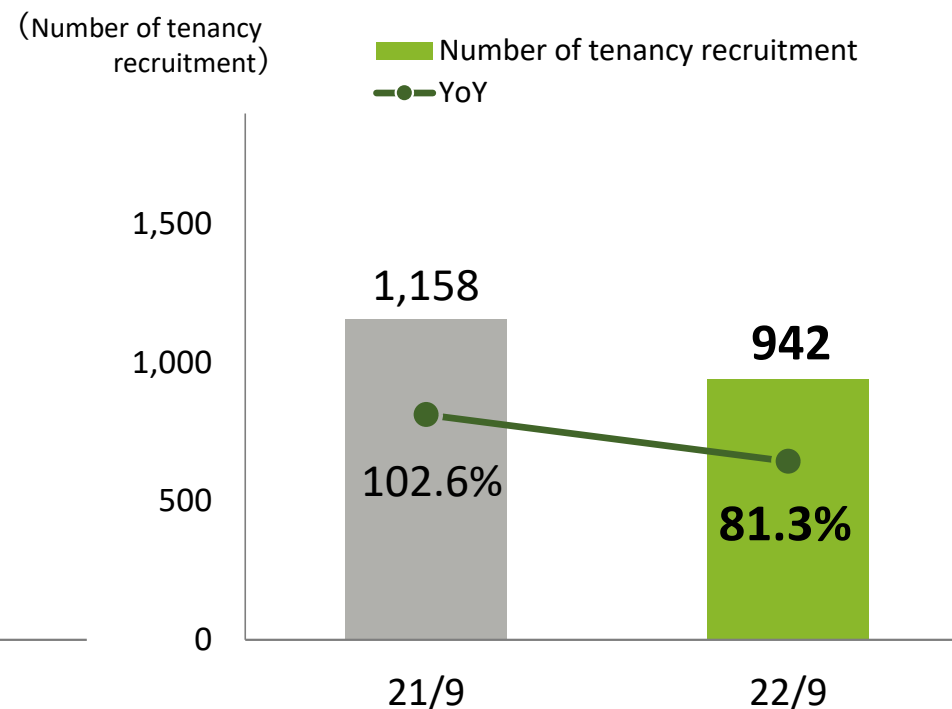
Residential us 162,485 (+0.2% YoY)

Commercial use 942 (△18.7% YoY)

■ Residential use



■ Commercial use

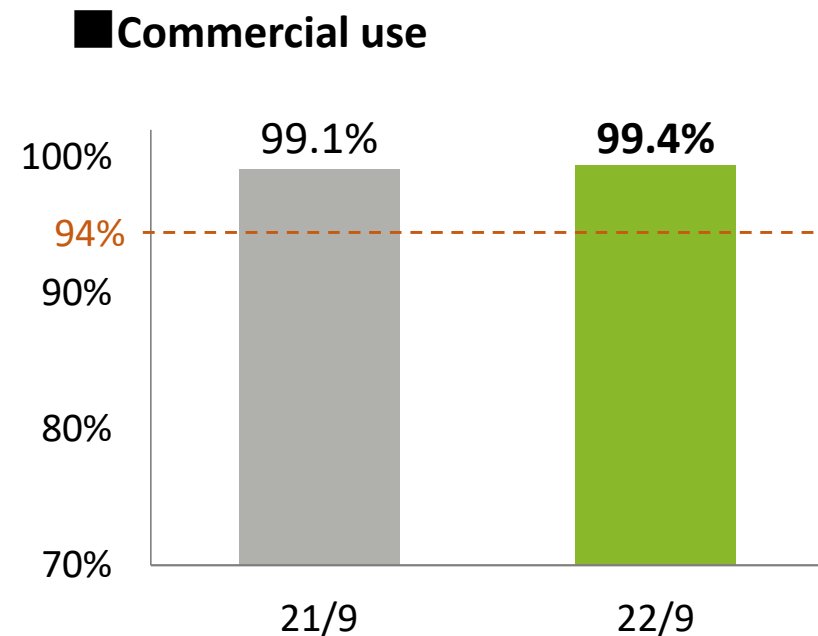
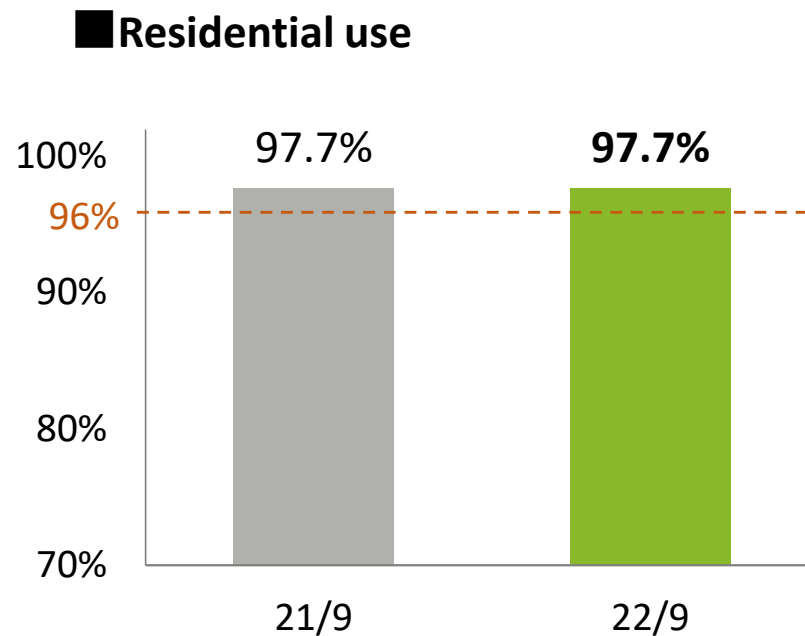


※Including the number of tenant recruitment for units managed by other companies

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

Residential use **97.7% (+0.0p YoY)**

Commercial use **99.4% (+0.3p YoY)**



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

Tenancy recruitment (Number-based occupancy rate※)

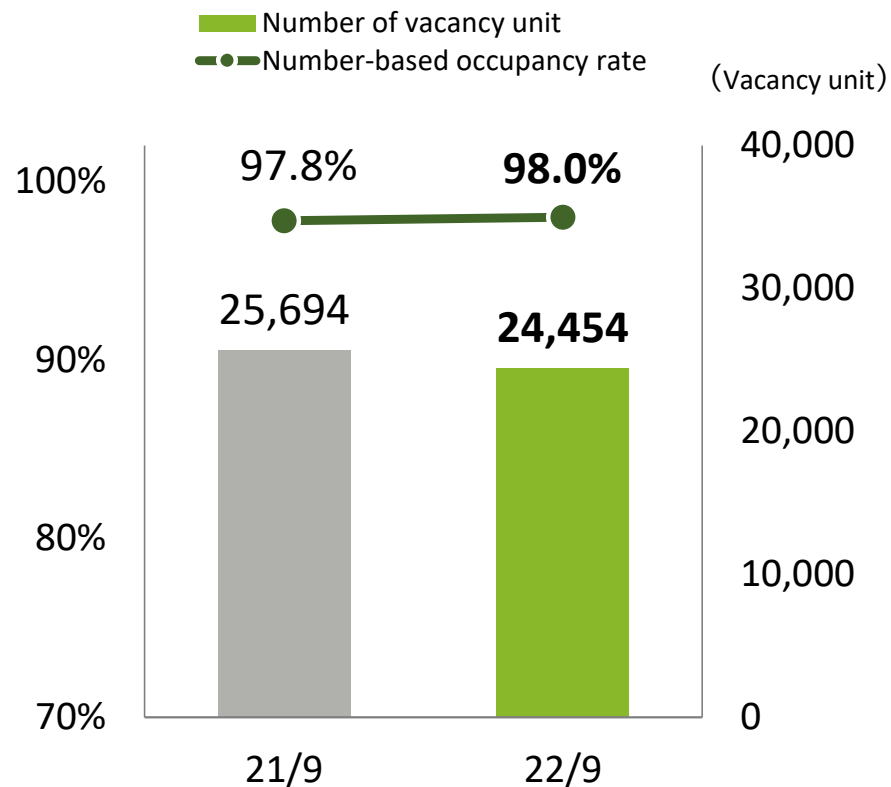
Residential use units

98.0% (+0.2p YoY)

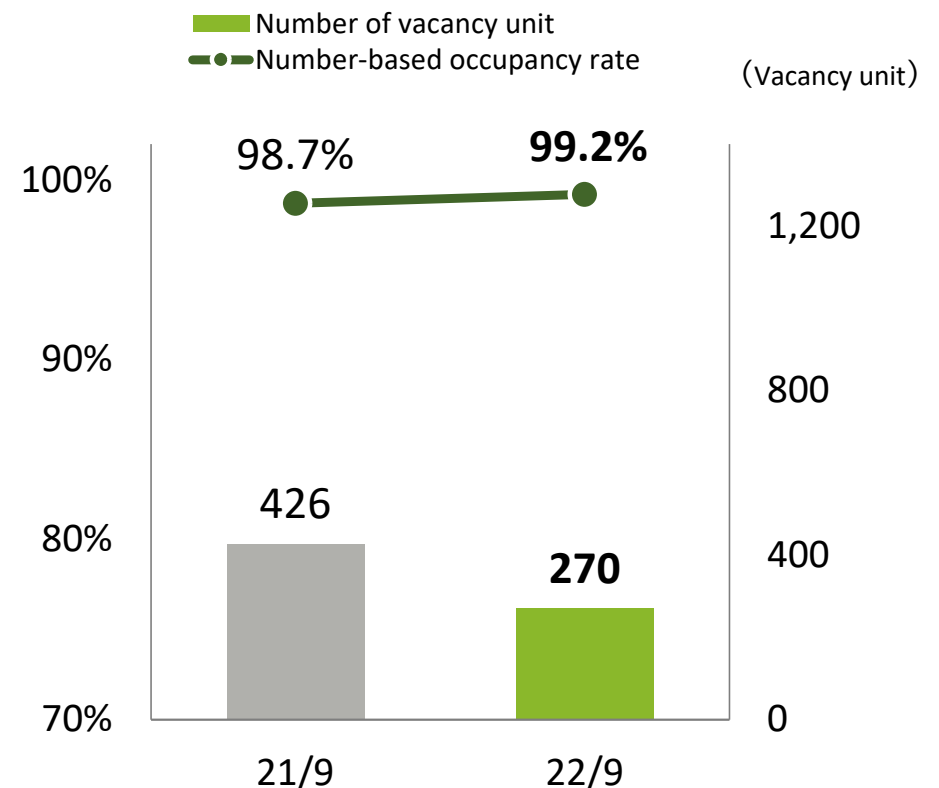
Commercial use units

99.2% (+0.5p YoY)

■ Residential use



■ Commercial use

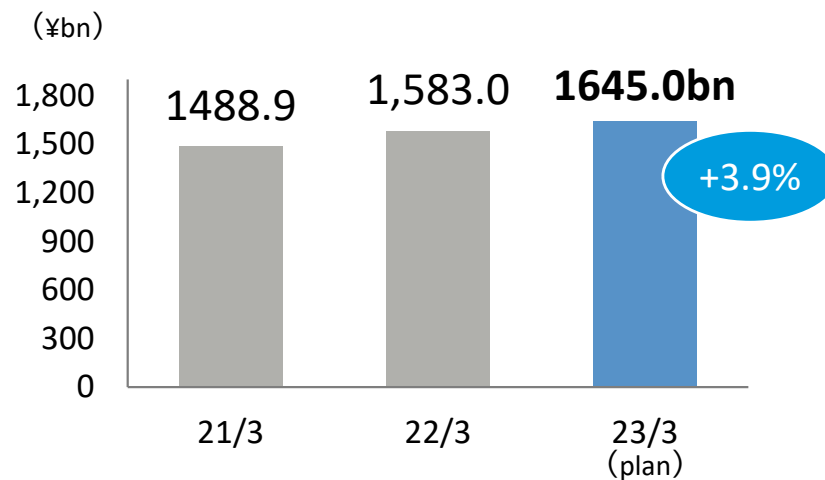


※Number-based occupancy rate = (Number of occupancy units) / (Number of units under management)

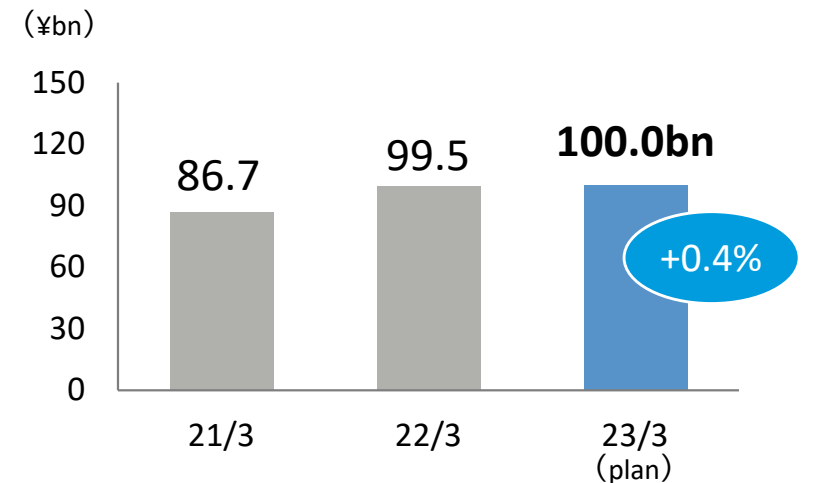
Ⅲ. Forecasts of FY ending March 31, 2023

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

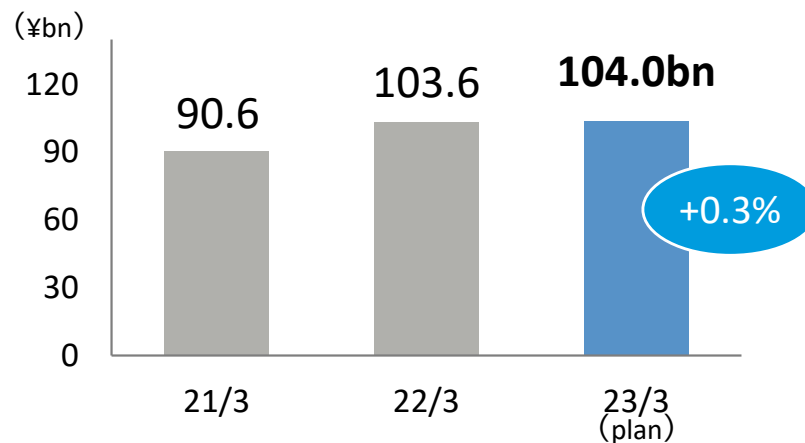
■ Net sales



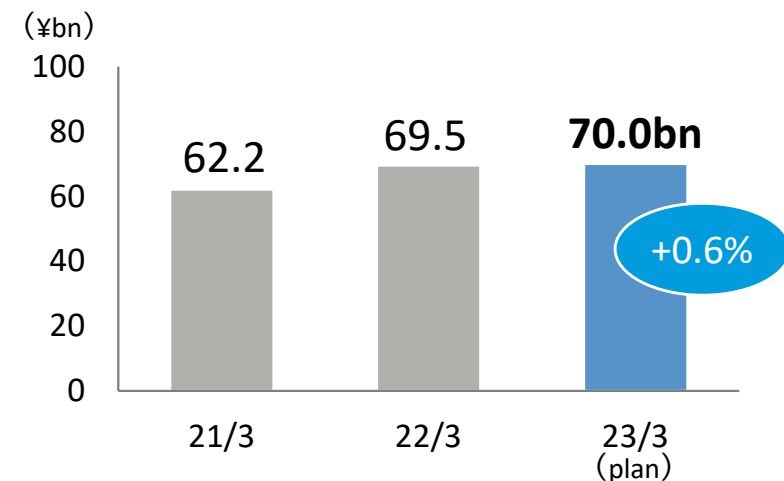
■ Operating income



■ Ordinary income



■ Net income attributable to owners of parent

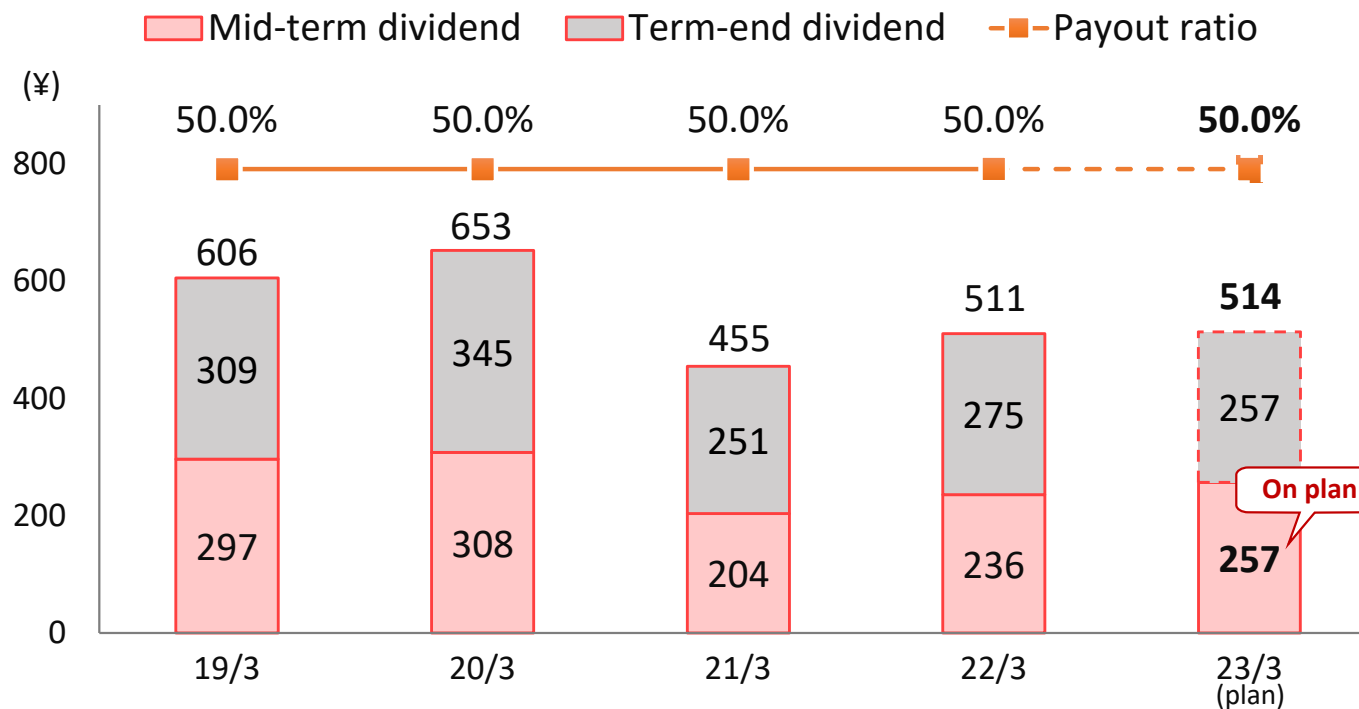


IV. Shareholder Return

Mid-term **¥257** (+¥21 YoY / ±¥0 for the plan)

Annual <plan> **¥514** (+¥3 YoY)

» **Payout ratio 50%**

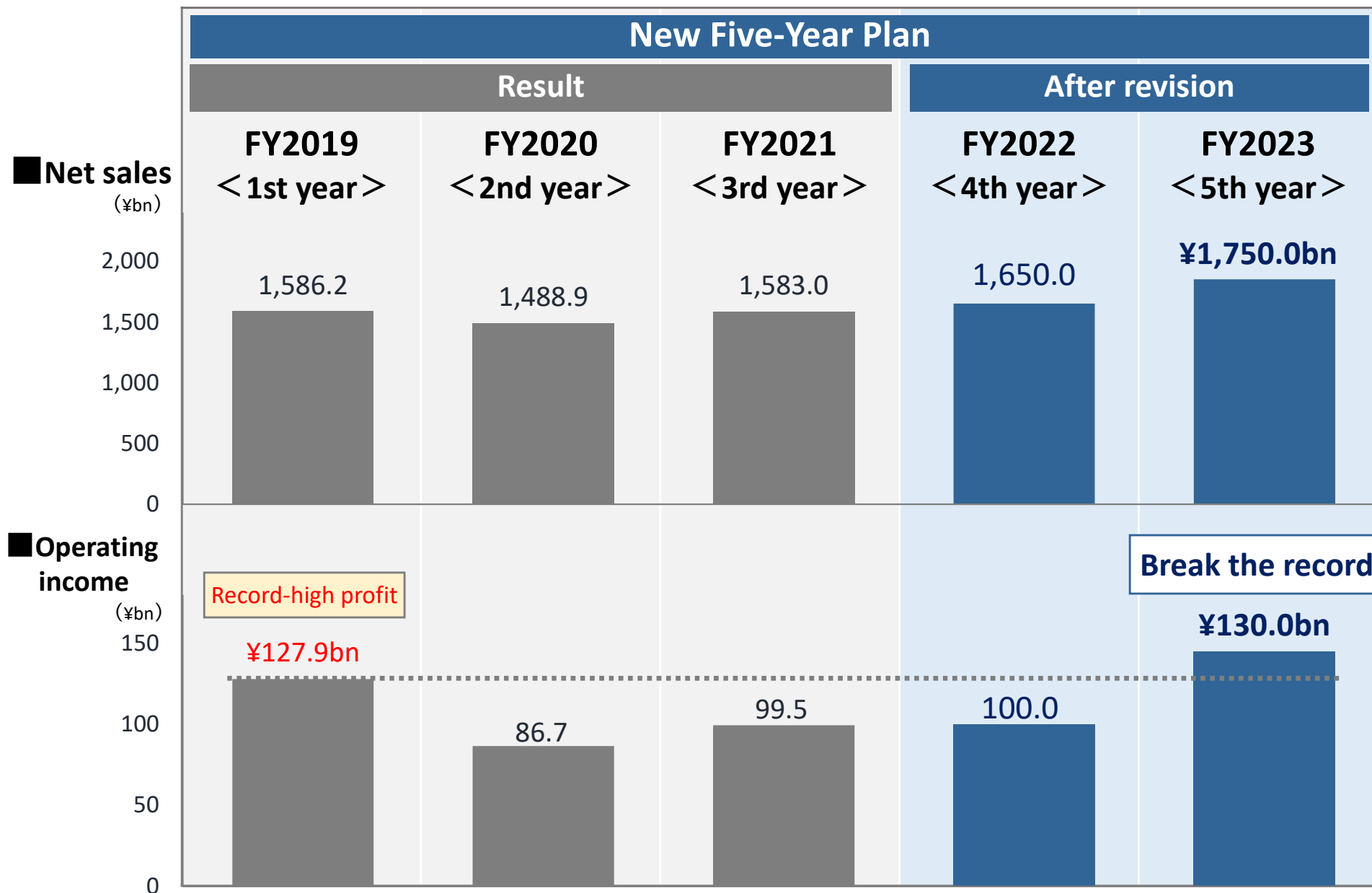


V . Initiatives for the Medium-Term Management Plan

Revised plan of sales and profits

“Reinforcement of foundation of the core business”
+ “New initiatives in the peripheral area”

Record-high profit



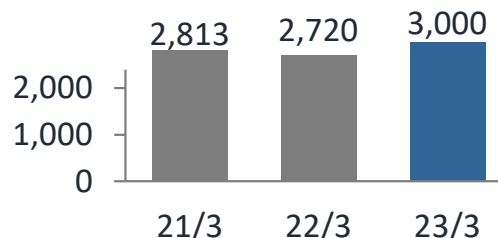
Progress rate of 48% toward full-year target of ¥520bn of orders

①

Replenishment of sales representatives



Number of sales representatives



Replenish sales representatives up to 3,000

◆ Number of sales representatives

2,720 < as of end of Mar. >

2,878 < as of end of Sep. >

◆ Number of hires

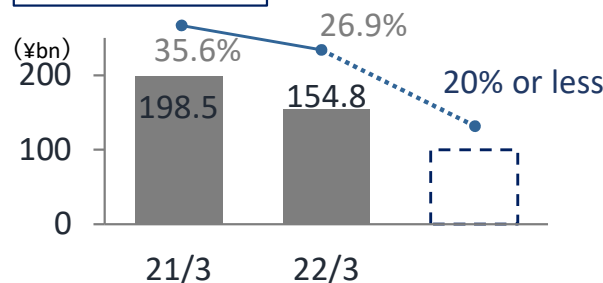
1.5 times YoY

②

Improvement of contract quality



Cancellation amount / ratio



Reduce the cancellation rate to 20% or less

Established a rule that requires Exact confirmation of loan before contracts

◆ cancellation rate

19.7%

③

Diversification of order channels



Increase amount of order by diversifying order channels

Initiatives

- Introduction from banks and real estate companies
- Group synergy with INVALANCE Ltd.
- Online session

Strengthening corporate sales

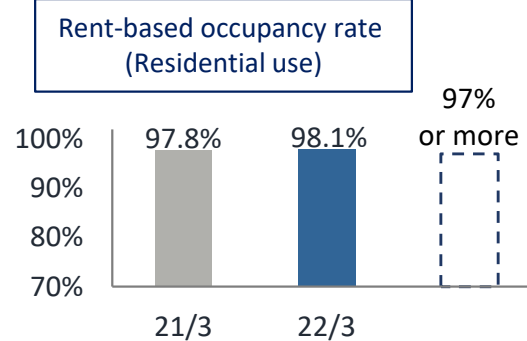
◆ Introductory projects

1.3 times YoY

< Real estate business > Acceleration of business expansion and growth

The occupancy rate as of end of Sep. is 97.9% (+0.2p YoY), going steady progress toward full-year plan.

① Keeping occupancy Rate



■ Keep occupancy rate 97% or more

Increase brand power of “e-heya net”

◆ Occupancy rate
(As of end of Sep.)

FY2021 FY2022
97.7% ⇒ 97.9%

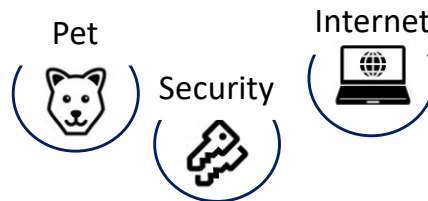
Keep the highest occupancy level ever

② Raising the rent



■ Setting appropriate rent that captures occupancy demand

Increase the added value of the room



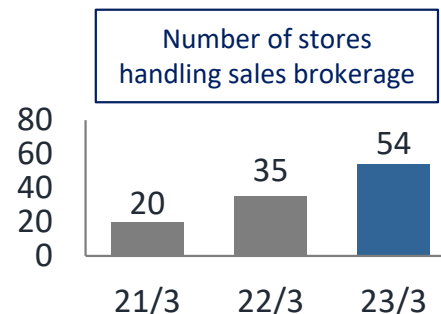
- Raise the rent in areas with high occupancy rates
- Increase the added value

Control the appropriate rent in the area

③ Sales brokerage of real estate



■ Entry into secondary distribution market of real estate properties



- Support for the sale of real estate property due to inheritance, etc.
- Buying and selling detached housings

Net sales from sales brokerage is
approx. **3.3 times** YoY

< Construction business > Initiatives for new business



Group synergy with INVALANCE Ltd.

Sales in half-term: **¥10.9bn** (+7% YoY)

▼Before



▲After

Renovation and resale of existing property

Sales in half-term: **¥500mn**



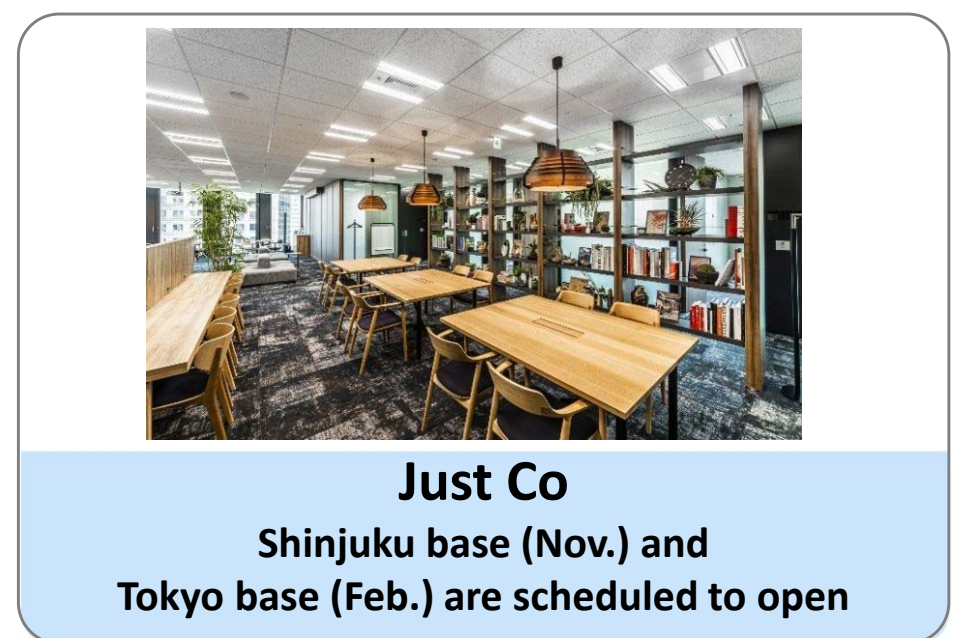
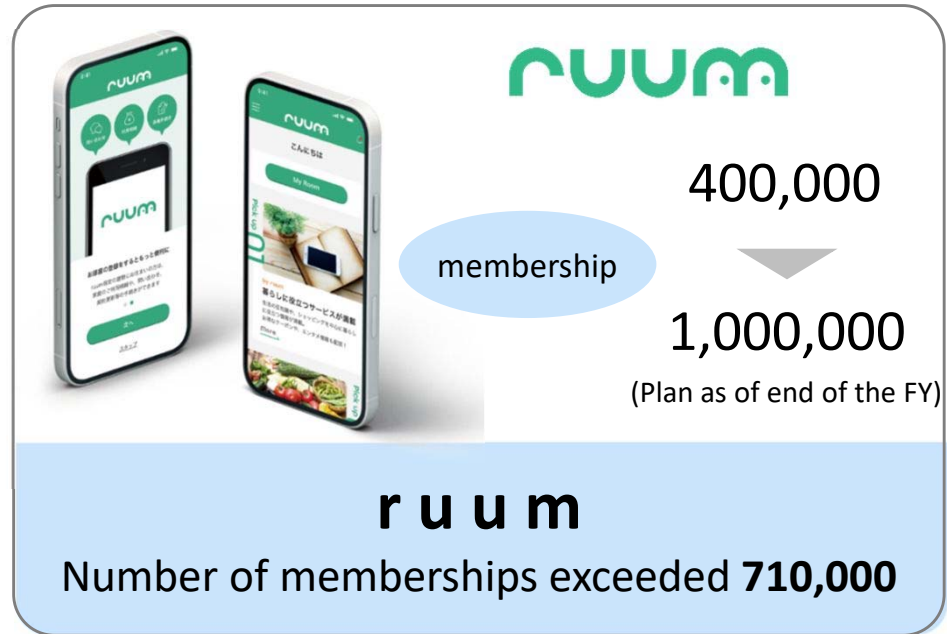
Real estate development

Sales in half-term: **¥3.0bn**



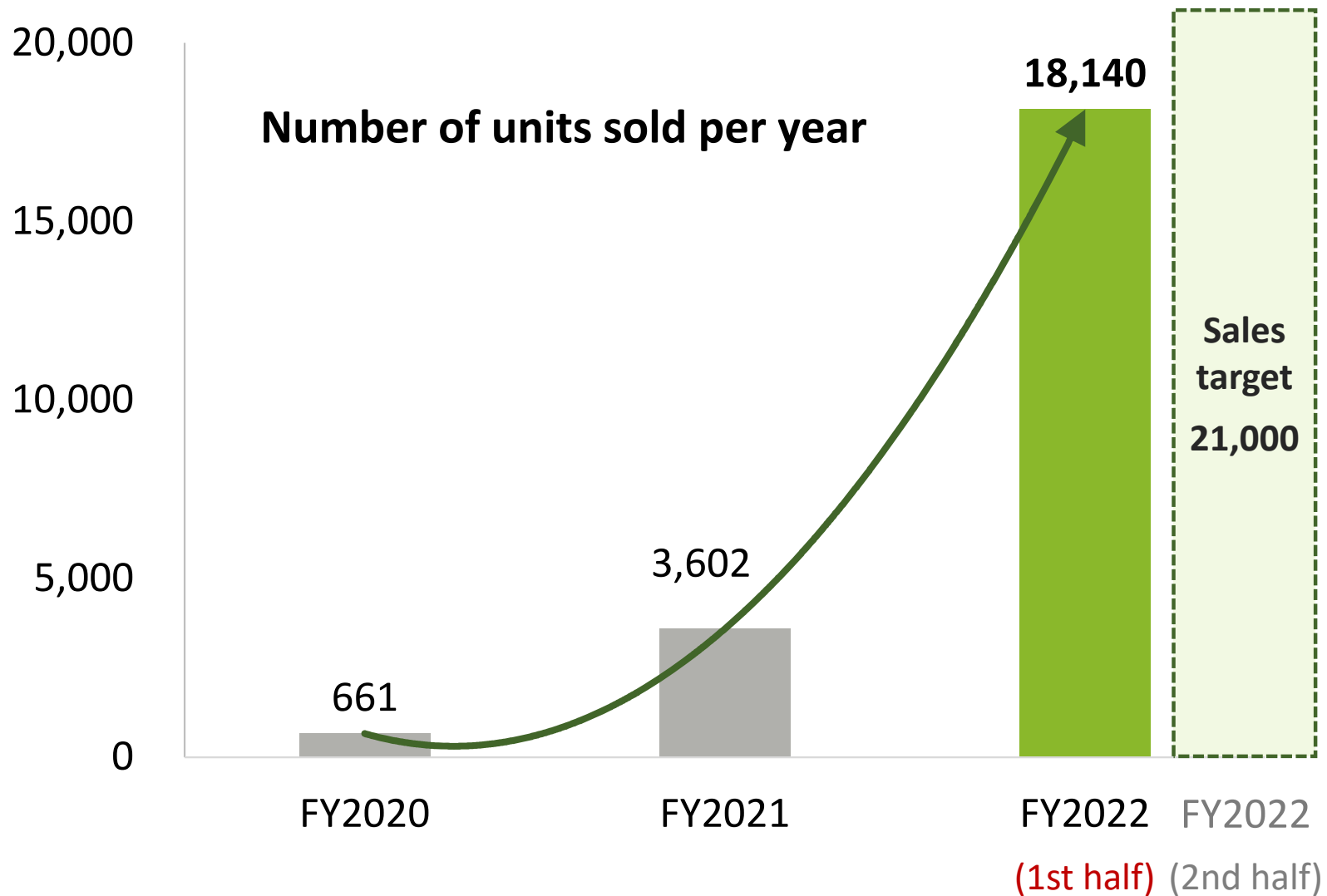
Private bidding

Sales in half-term: **¥900mn**



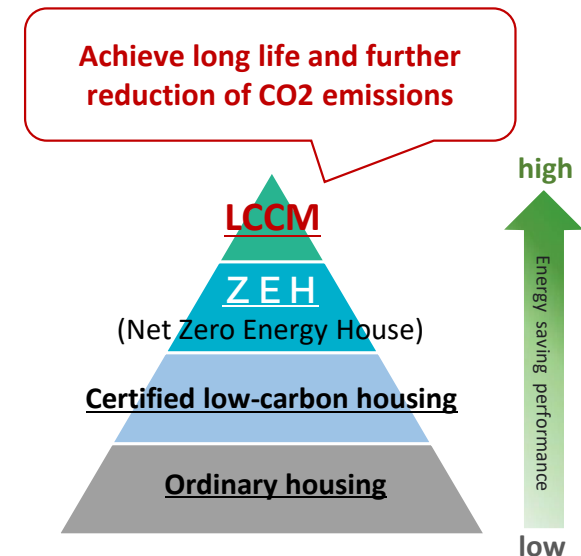
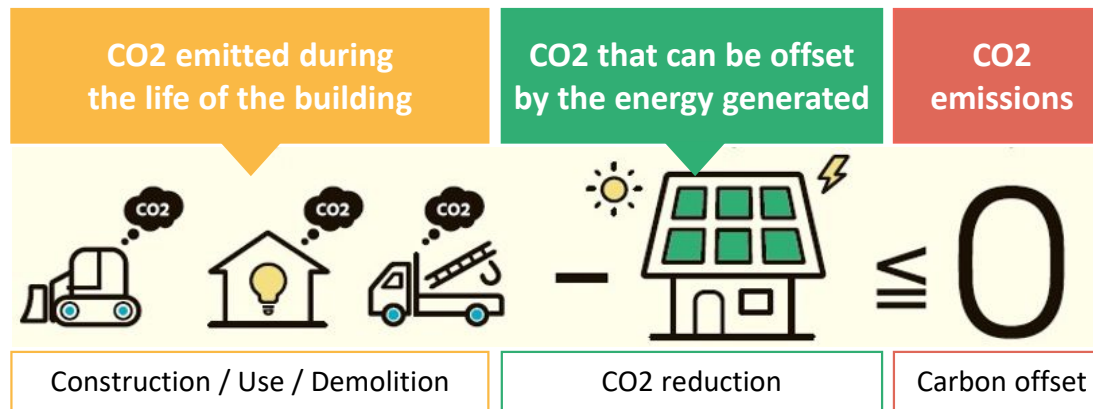
VI. Topics

Sales of ZEH rental housing



Commercialization of LCCM rental housing complex first in Japan

LCCM (Life Cycle Carbon Minus) housing is ...
the decarbonized housing that offset CO2 emissions from building construction to demolition by the energy generated.



Features of Daito's LCCM rental housing

Energy saving	High insulation structure and low power consumption equipment
CO2 saving	Using dried wood from a biomass heat source
Energy generation	Installation of solar power generation
Standing long operating	Extending the life of buildings by increasing the durability of materials



NEWriSE
contemporary and chic design



* "LCCM" is a registered trademark of the Housing and Construction SDGs Promotion Center. Our company uses it based on the license.

Rental housing that complies with “Long-term quality housing system”

What is long-term quality housing?

- ✓ Superior housing with measures taken to ensure long-term use in good condition
- ✓ Certified housings are eligible for preferential treatment in terms of interest rates and taxation.

Item of tax	Ordinary housing	Certified long-term quality housing
Registration and license tax	Preservation tax rate 0.15%	Tax rate 0.1%
Real estate acquisition tax	12 million yen deduction from tax base	13 million yen deduction from tax base
Property tax	1/2 reduction (for 5 years)	1/2 reduction(for 7 years)



Special exception for interest rate reductions for those who set a loan with Japan Housing Finance Agency

Interest rate -0.2% (for 15 years)

Features of long-term quality housing

It has the highest grade in several indicators, such as

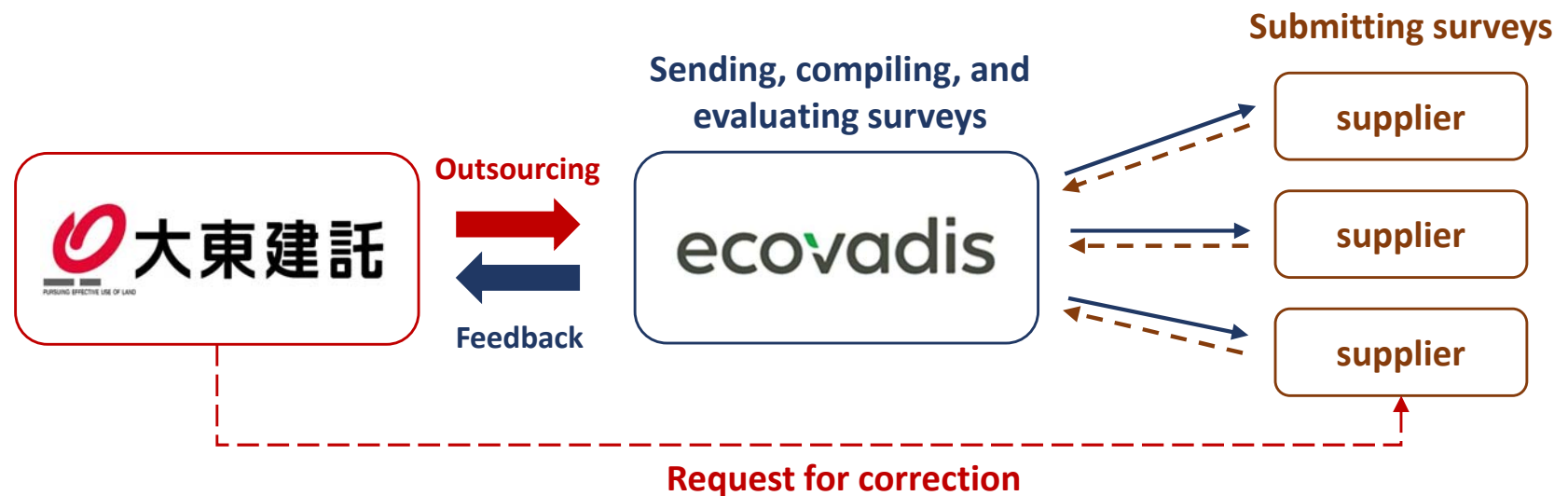
- Earthquake resistance
- Energy saving performance
- Durability
- Ease of maintenance and management, etc.



CIEL PATIO
LONG-LIFE QUALITY APARTMENT

Building Supply Chain Sustainability

■ Implement a system for identifying and assessing risks in the supply chain.



Initiatives

1. Identifying and assessing risks in the supply chain

2. Development and disclosure of prevention and mitigation measures

3. Making and improving engagement with stakeholders

VII. Appendix

Profit & Loss of each segment <FY23/3>

(¥mn)

《 Construction business 》	22/3 2Q	23/3 2Q	YoY	23/3(plan)
Net sales	211,610	213,184	+0.7%	445,000
Gross profit	58,577	45,567	△22.2%	94,000
(Gross profit margin)	27.7%	21.4%	△6.3p	21.1%
Operating income	23,012	8,075	△64.9%	22,000
(Operating income margin)	10.9%	3.8%	△7.1p	4.9%

《 Real estate business 》	22/3 2Q	23/3 2Q	YoY	23/3(plan)
Net sales	530,876	548,224	+3.3%	1,105,000
Gross profit	63,718	67,747	+6.3%	133,000
(Gross profit margin)	12.0%	12.4%	+0.4p	12.0%
Operating income	42,549	45,994	+8.1%	83,000
(Operating income margin)	8.0%	8.4%	+0.4p	7.5%

《 Other businesses 》	22/3 2Q	23/3 2Q	YoY	23/3(plan)
Net sales	39,008	43,663	+11.9%	95,000
Gross Profit	12,117	13,314	+9.9%	32,000
(Gross profit margin)	31.1%	30.5%	△0.6p	33.7%
Operating income	4,371	4,996	+14.3%	17,000
(Operating income margin)	11.2%	11.4%	+0.2p	17.9%

Profit & Loss (Non-consolidated) <FY23/3>

(¥mn)

	22/3 2Q	23/3 2Q	YoY	23/3(plan)
Net sales	214,140	217,251	+1.5%	458,000
Construction	212,513	215,084	+1.2%	450,000
Real estate & others	1,627	2,167	+33.1%	8,000
Gross profit	58,908	46,538	△21.0%	97,000
Construction	58,039	45,366	△21.8%	93,000
Real estate & others	869	1,172	+34.8%	4,000
SG&A expenses	46,744	48,109	+2.9%	96,000
Operating income	12,163	△1,570	—	1,000
Ordinary income	54,902	47,501	△13.5%	54,000
Net income	49,518	46,855	△5.4%	51,000

Sales structure of real estate business <FY23/3>

(¥mn)

	21/3 2Q		22/3 2Q		23/3 2Q			23/3(plan)
	Amount	(Ratio)	Amount	(Ratio)	Amount	(Ratio)	YoY	
Lease up of rental housing units※ ¹	455,759	(90.6%)	477,907	(90.0%)	492,845	(89.9%)	+3.1%	994,000
Building and repairs	17,582	(3.5%)	20,269	(3.8%)	19,134	(3.5%)	△5.6%	35,000
Brokerage of rental estate	8,924	(1.8%)	10,748	(2.0%)	10,946	(2.0%)	+1.8%	24,400
Rental guarantee business	7,780	(1.5%)	8,900	(1.7%)	9,350	(1.7%)	+5.0%	19,000
Electricity business	4,289	(0.9%)	4,194	(0.8%)	4,771	(0.9%)	+13.8%	7,900
Leasing business※ ²	3,366	(0.7%)	3,305	(0.6%)	3,444	(0.6%)	+4.2%	6,700
Others	4,886	(1.0%)	5,549	(1.1%)	7,733	(1.4%)	+39.3%	18,000
Total	502,588	(100.0%)	530,876	(100.0%)	548,224	(100.0%)	+3.3%	1,105,000

※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) <FY23/3>

(¥mn)

Construction Business								
	Daito Construction				Daito Steel			
	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan
Net sales	2,666	1,851	△30.6%	6,500	2,233	2,591	+16.0%	5,200
Gross profit	153	79	△48.5%	410	103	99	△4.0%	200
SG&A expenses	69	53	△23.7%	150	42	45	+5.9%	80
Operating income	83	25	△69.2%	260	61	54	△10.8%	120
Ordinary income	109	62	△43.4%	320	60	55	△8.7%	110
Net income	75	42	△44.0%	220	39	35	△9.9%	70

Profit & Loss of major subsidiaries (Real estate businesses-1) <FY23/3>

(¥mn)

Real estate business								
	Daito Kentaku Partners				Daito Kentaku Leasing			
	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan
Net sales	508,098	524,359	+3.2%	1,053,000	13,838	15,216	+10.0%	28,500
Gross profit	48,158	50,647	+5.2%	96,000	6,047	6,711	+11.0%	13,000
SG&A expenses	10,917	11,710	+7.3%	28,500	3,938	4,213	+7.0%	10,000
Operating Income	37,241	38,937	+4.6%	67,500	2,109	2,497	+18.4%	3,000
Ordinary income	37,720	39,509	+4.7%	68,500	2,156	2,554	+18.5%	4,000
Net income	26,272	27,481	+4.6%	47,000	1,370	1,647	+20.2%	2,500

Profit & Loss of major subsidiaries (Real estate businesses-2) <FY23/3>

(¥mn)

Real estate business								
	House Leave				Housecom Group			
	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan
Net sales	8,900	9,350	+5.0%	18,900	6,637	6,857	+3.3%	14,700
Gross profit	8,548	9,053	+5.9%	18,200	6,105	6,243	+2.2%	13,600
SG&A expenses	2,261	2,215	△2.0%	4,900	6,276	6,244	△0.1%	13,160
Operating income	6,287	6,837	+8.8%	13,300	△171	△0	—	440
Ordinary income	6,292	6,842	+8.7%	13,300	△161	△3	—	640
Net income	4,370	4,869	+11.4%	9,200	△122	△17	—	390

Profit & Loss of major subsidiaries (Financial businesses) <FY23/3>

(¥mn)

Other businesses (Financial business)												
	Daito Finance				House Guard				D.T.C			
	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan
Net sales	1,053	1,140	+8.3%	2,300	2,134	2,451	+14.9%	4,800	8,490	8,958	+5.5%	18,250
Gross profit	788	874	+10.9%	1,800	961	1,030	+7.2%	2,100	206	484	+134.9%	1,770
SG&A expenses	167	119	△28.7%	300	688	722	+5.0%	1,510	14	16	+10.6%	20
Operating income	621	755	+21.6%	1,500	273	308	+12.8%	590	191	467	+144.5%	1,750
Ordinary income	152	773	+408.2%	1,500	273	308	+12.8%	590	192	470	+144.2%	1,750
Net income	102	536	+425.8%	1,080	195	220	+12.9%	420	192	470	+144.2%	1,750

Profit & Loss of major subsidiaries (Other businesses-1) <FY23/3>

(¥mn)

Other businesses (Energy, Care, Investment condominium business)												
	Gaspal Group				Care Partner				INVALANCE			
	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan
Net sales	14,415	15,583	+8.1%	39,400	7,507	7,492	△0.2%	15,400	10,252	10,971	+7.0%	21,500
Gross profit	6,716	6,605	△1.7%	18,000	942	695	△26.2%	2,000	1,368	1,675	+22.6%	3,500
SG&A expenses	4,258	4,467	+4.9%	9,400	555	602	+8.4%	1,300	1,179	1,257	+6.6%	2,600
Operating income	2,458	2,137	△13.0%	8,600	386	92	△76.0%	700	187	418	+123.2%	900
Ordinary income	2,196	1,826	△16.8%	7,800	360	76	△78.7%	660	226	415	+83.6%	860
Net income	1,486	1,229	△17.3%	5,400	235	61	△73.9%	430	136	310	+128.2%	600

Profit & Loss of major subsidiaries (Other businesses-2) <FY23/3>

(¥mn)

Other businesses (Overseas business)								
	DAITO ASIA DEVELOPMENT (MALAYSIA) SDN.BHD.				DAITO ASIA DEVELOPMENT (MALAYSIA) II SDN.BHD.			
	22/3 2Q	23/3 2Q	YoY	23/3 plan	22/3 2Q	23/3 2Q	YoY	23/3 plan
Net sales	187	730	289.6%	1,500	315	1,270	302.1%	2,000
Gross profit	△181	111	—	360	△154	316	—	400
SG&A expenses	216	349	61.6%	690	347	541	55.6%	1,000
Operating Income	△397	△238	—	△310	△502	△224	—	△600
Ordinary income	△593	△616	—	△340	△712	△636	—	△620
Net income	△596	△617	—	△260	△718	△640	—	△470

Amount of orders received, and amount from construction completed

■ Amount of orders received

(¥mn)

	21/3 2Q	22/3 2Q	23/3 2Q	YoY	23/3(plan)
Residential use	107,821	159,915	230,638	+44.2%	461,200
Rental housing	106,739	159,366	228,986	+43.7%	459,200
Detached housing	1,081	549	1,652	+200.6%	2,000
Commercial use	2,674	4,817	3,259	△32.3%	13,800
Building and repairs	16,294	19,157	20,007	+4.4%	45,000
Total	126,790	183,890	253,906	+38.1%	520,000

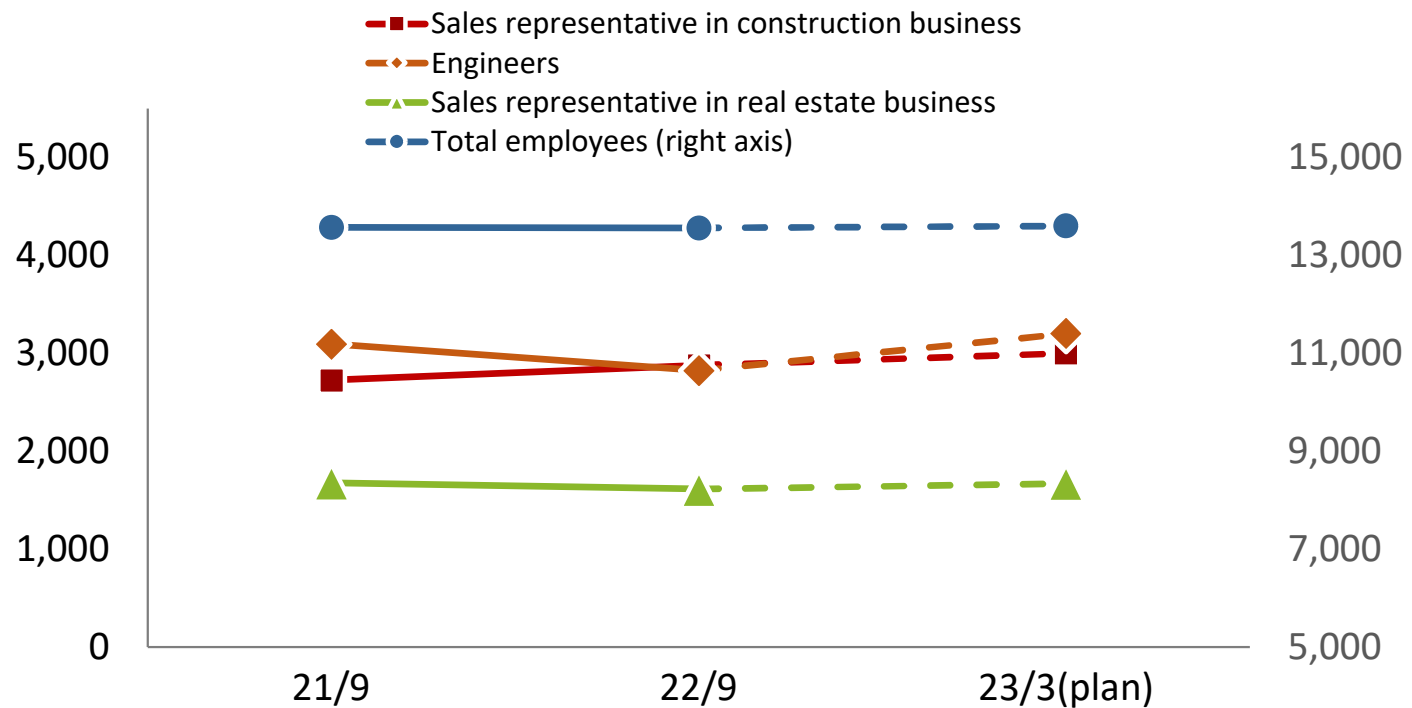
■ Net income from completed construction

(¥mn)

	21/3 2Q	22/3 2Q	23/3 2Q	YoY	23/3(plan)
Residential use	197,011	203,606	202,813	△0.4%	427,600
Rental housing	196,105	202,100	201,733	△0.2%	424,700
Detached housing	905	1,505	1,080	△28.3%	2,900
Commercial use	2,295	4,307	5,911	+37.2%	10,400
Building and repairs	22,337	23,966	23,592	△1.6%	42,000
Total	221,644	231,880	232,318	+0.2%	480,000

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

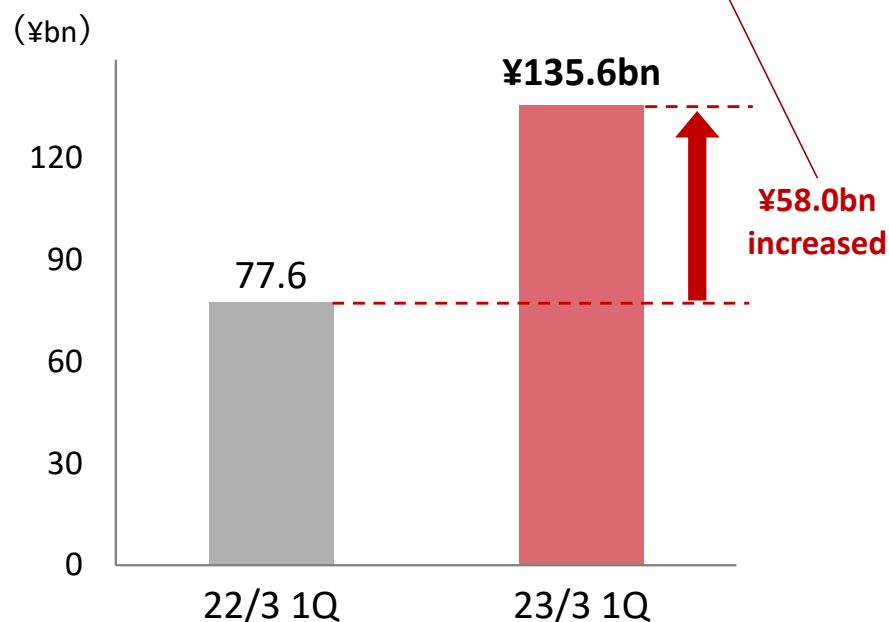
	21/9	22/9	YoY	23/3(plan)
Total employees	13,574	13,561	△13	13,600
Sales representative in construction business	2,726	2,878	+152	2,850
Engineers	3,096	2,825	△271	3,200
Sales representative in real estate business	1,679	1,614	△65	1,670



Orders received compared with FY22/3

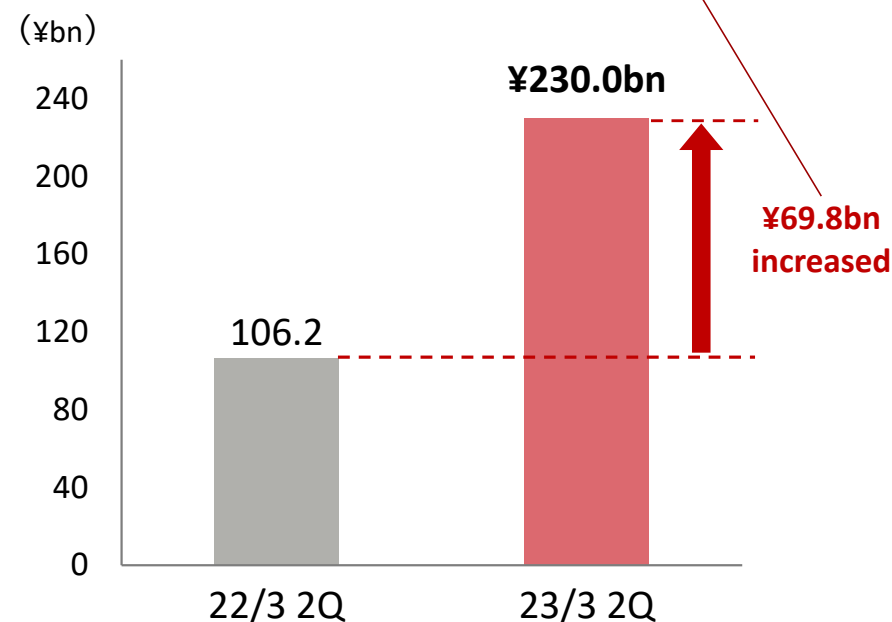
■ 1Q comparison

- ① **Number of orders (project)** +¥31.1bn
(1,017 → 1,310)
- ② **Per project price** +¥12.8bn
(¥105.99mn/project → ¥115.74mn/project)
- ③ **Cancellation** +¥12.6bn
(34.8% → 17.5%)
- ④ **Building & repairs** +¥1.5bn
(¥11.2bn → ¥12.7bn)

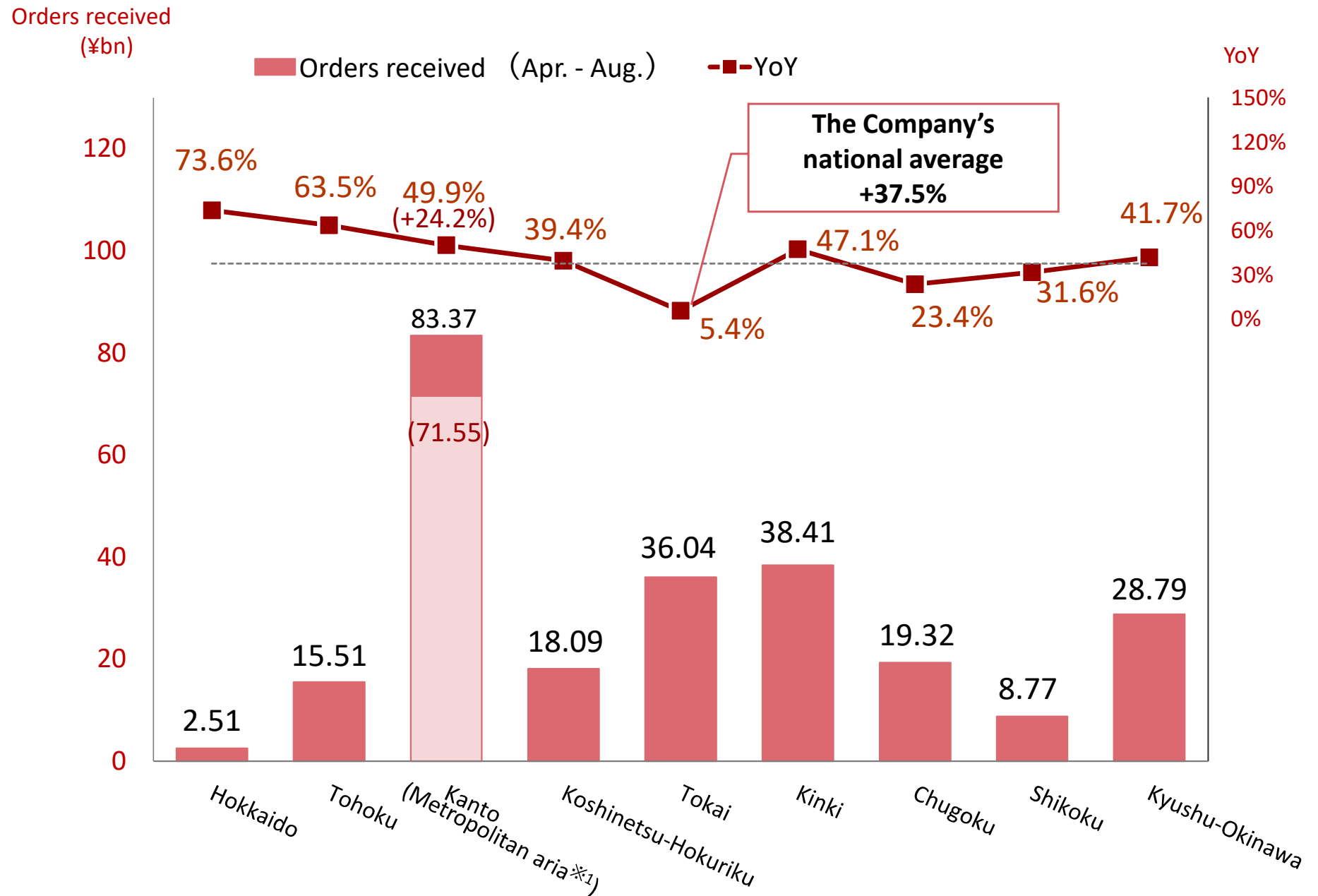


■ 2Q comparison

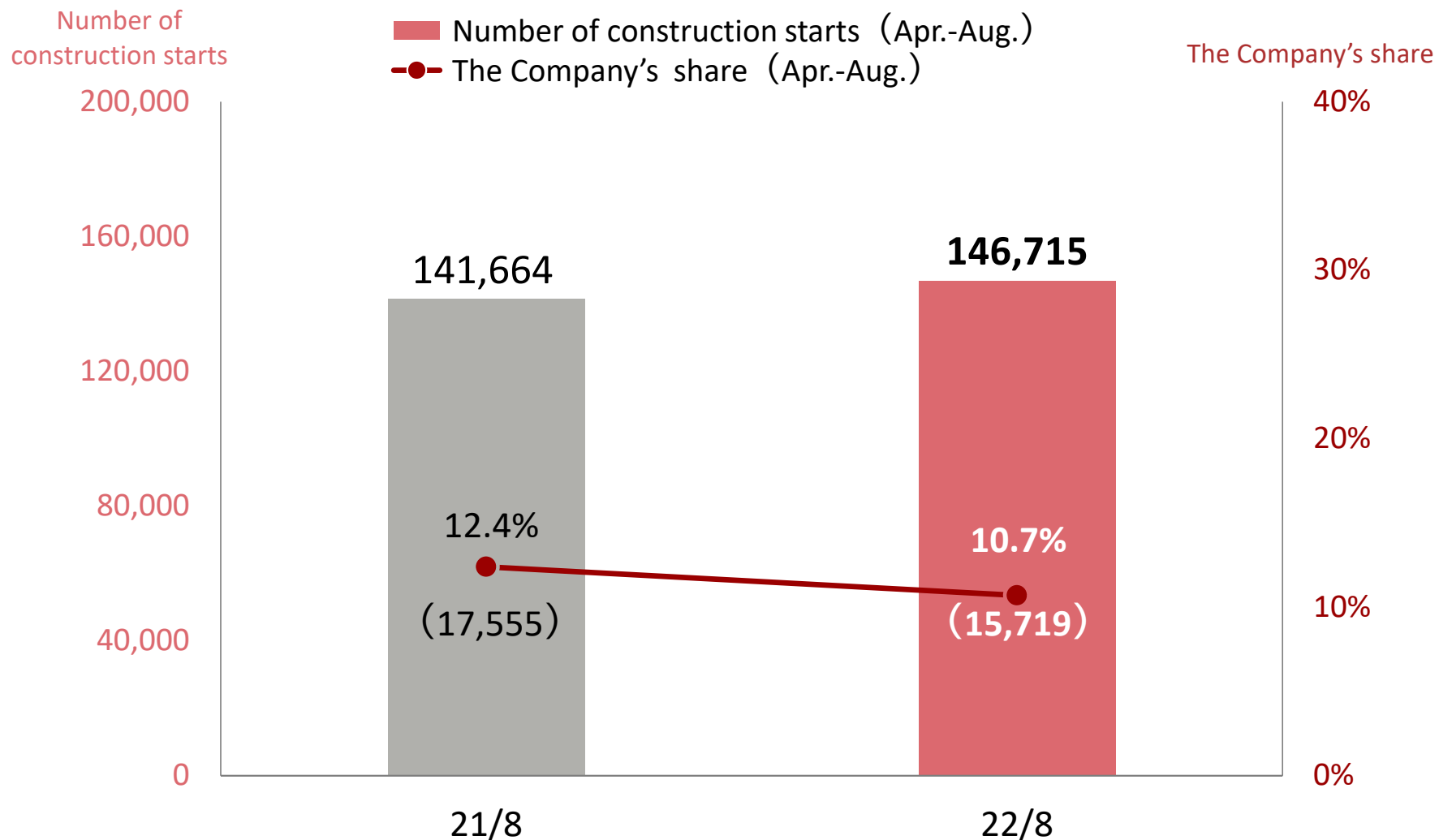
- ① **Number of orders (project)** +¥15.5bn
(2,300 → 2,448)
- ② **Per project price** +¥26.3bn
(¥104.93mn/project → ¥115.71mn/project)
- ③ **Cancellation** +¥19.4bn
(30.8% → 19.7%)
- ④ **Building & repairs** +¥8.6bn
(¥24.4bn → ¥33.0bn)



Amount of orders received in each region



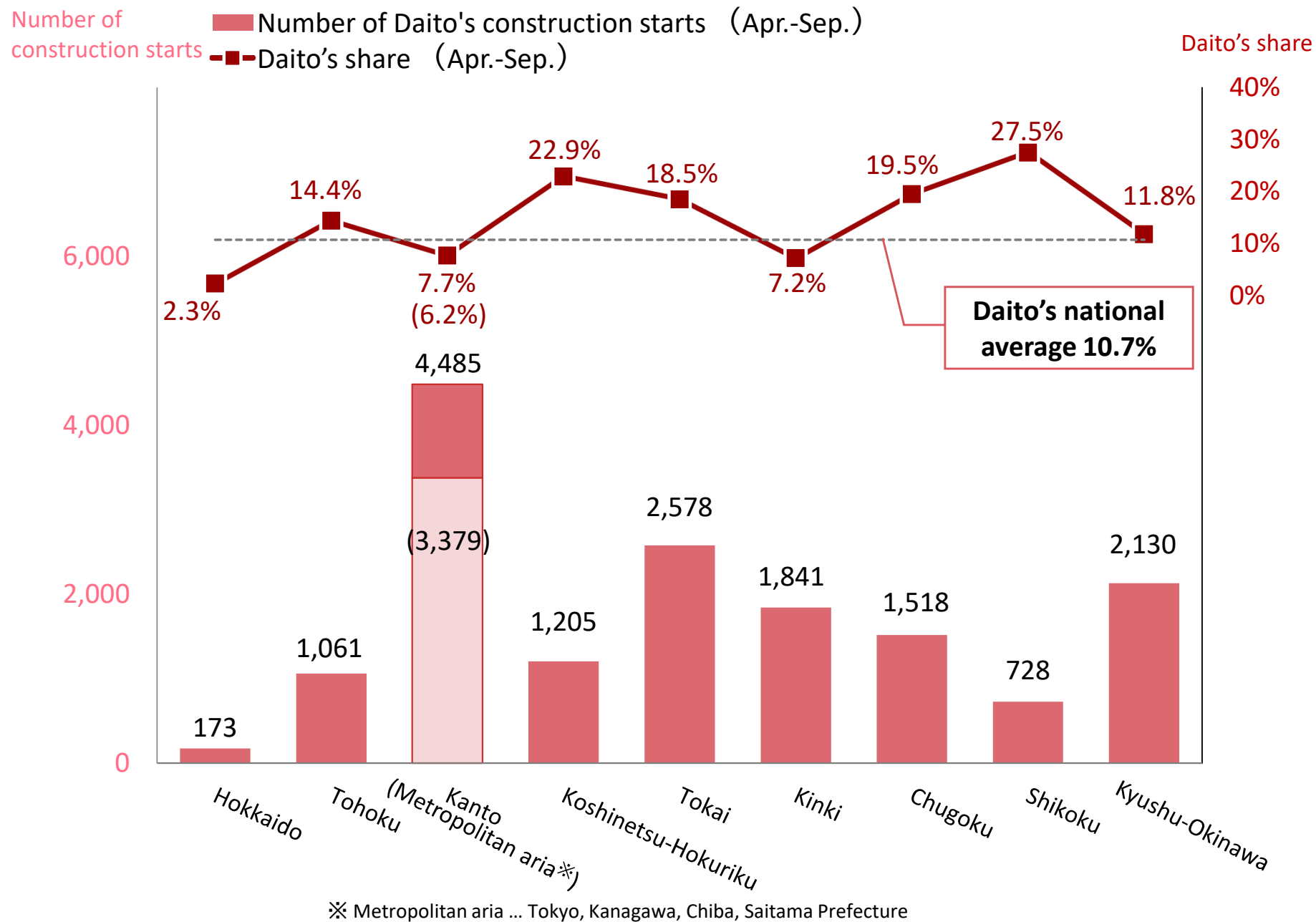
Number of construction starts & Daito's share <YoY>



※ (Number of construction starts by Daito group)

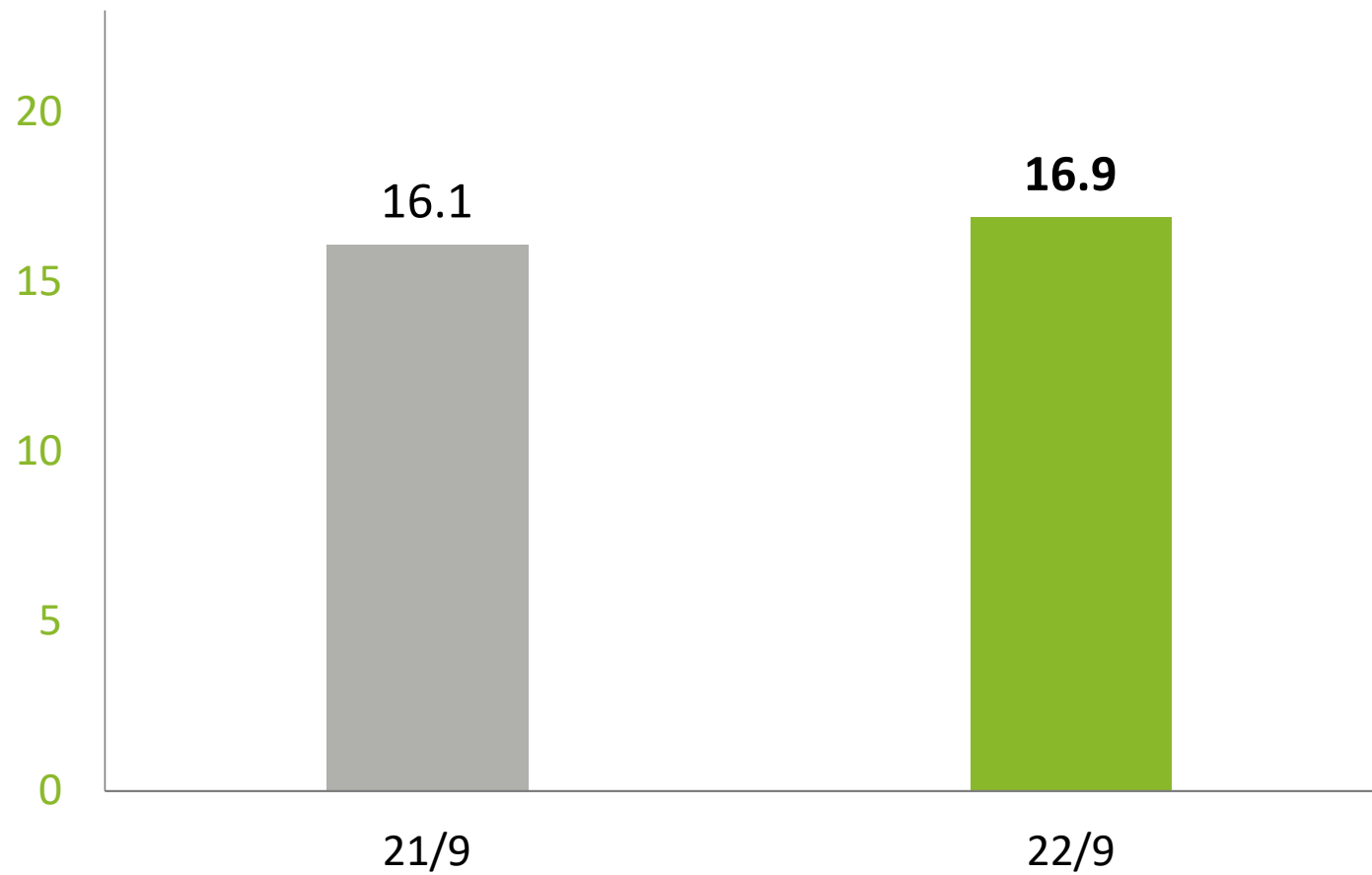
(Ministry of Land, Infrastructure, Transport and Tourism : "Housing Starts Statistics")

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



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

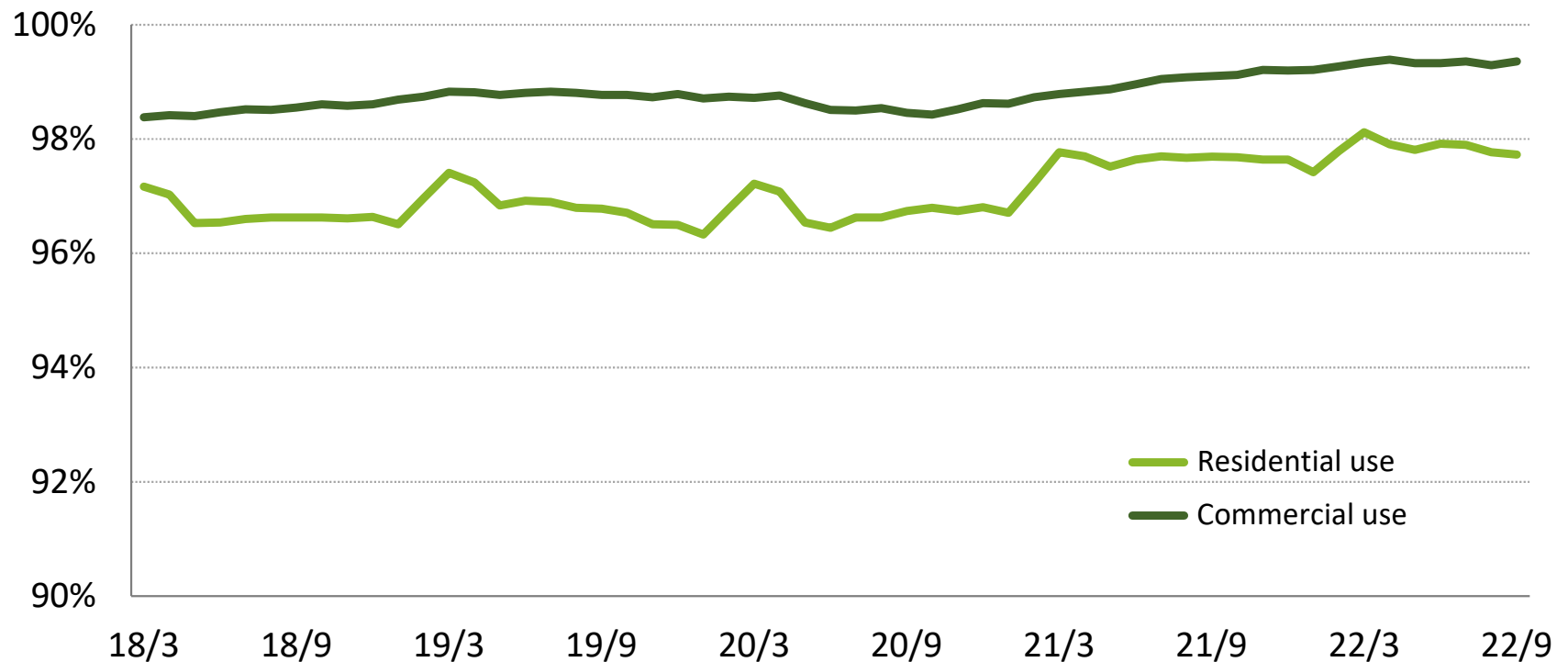
Number of tenant recruitment
/ representatives / month



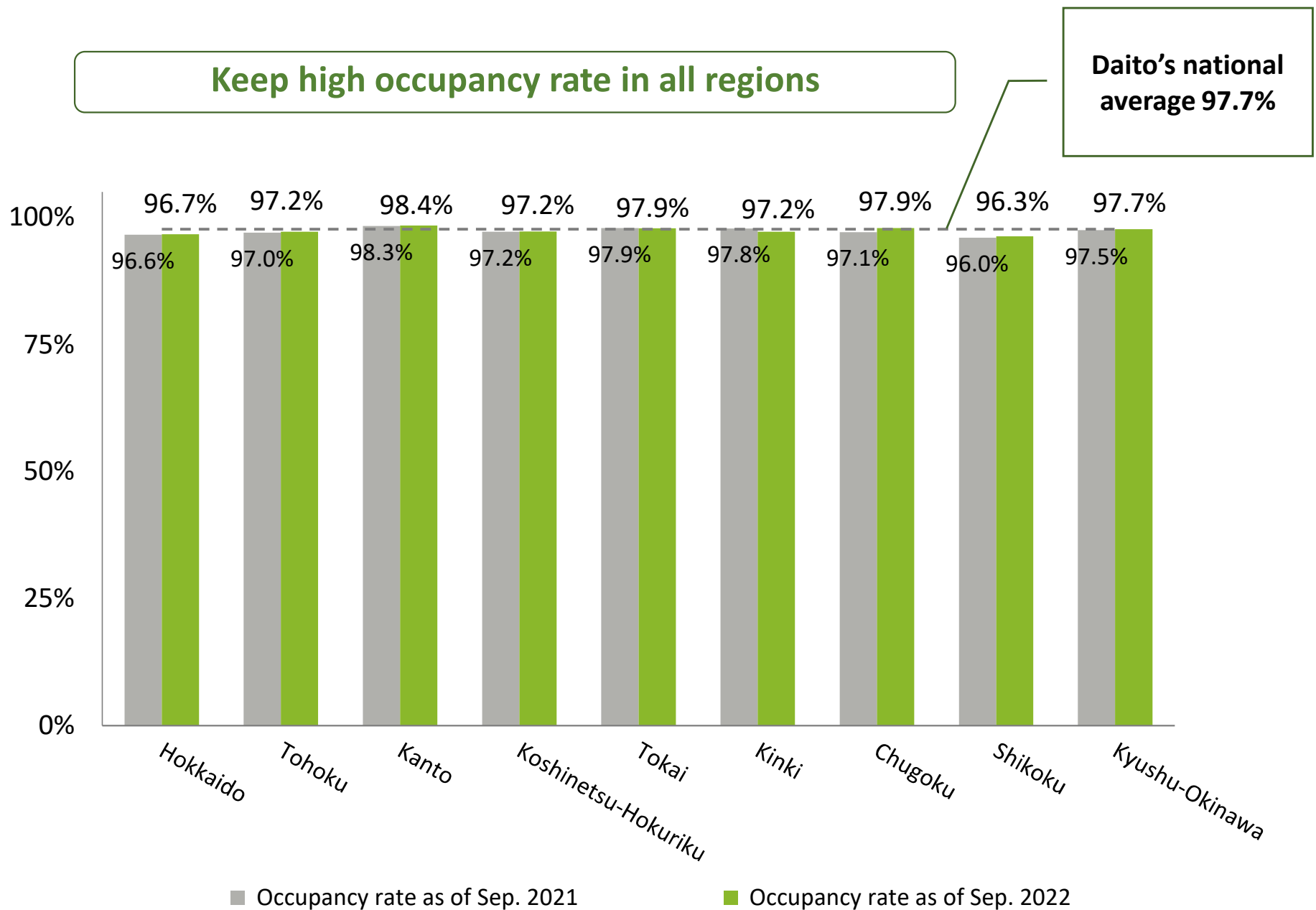
Transition of rent-based occupancy rate

Rent-based occupancy rate	18/9	19/9	20/9	21/9	22/9	YoY
Residential use (%)	96.6%	96.8%	96.7%	97.7%	97.7%	+0.0p
Commercial use (%)	98.6%	98.8%	98.5%	99.1%	99.4%	+0.3p

Rent-based occupancy rate

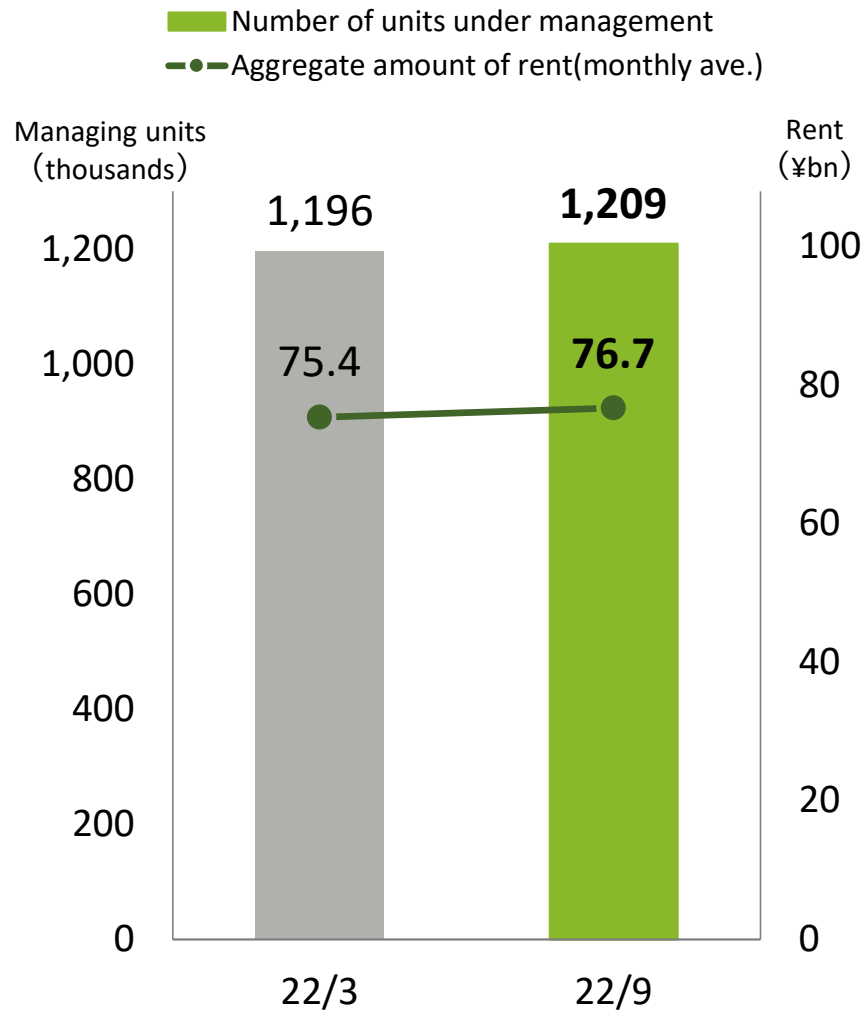


Rent-based occupancy rate in each region (as of Sep. : Residential use)

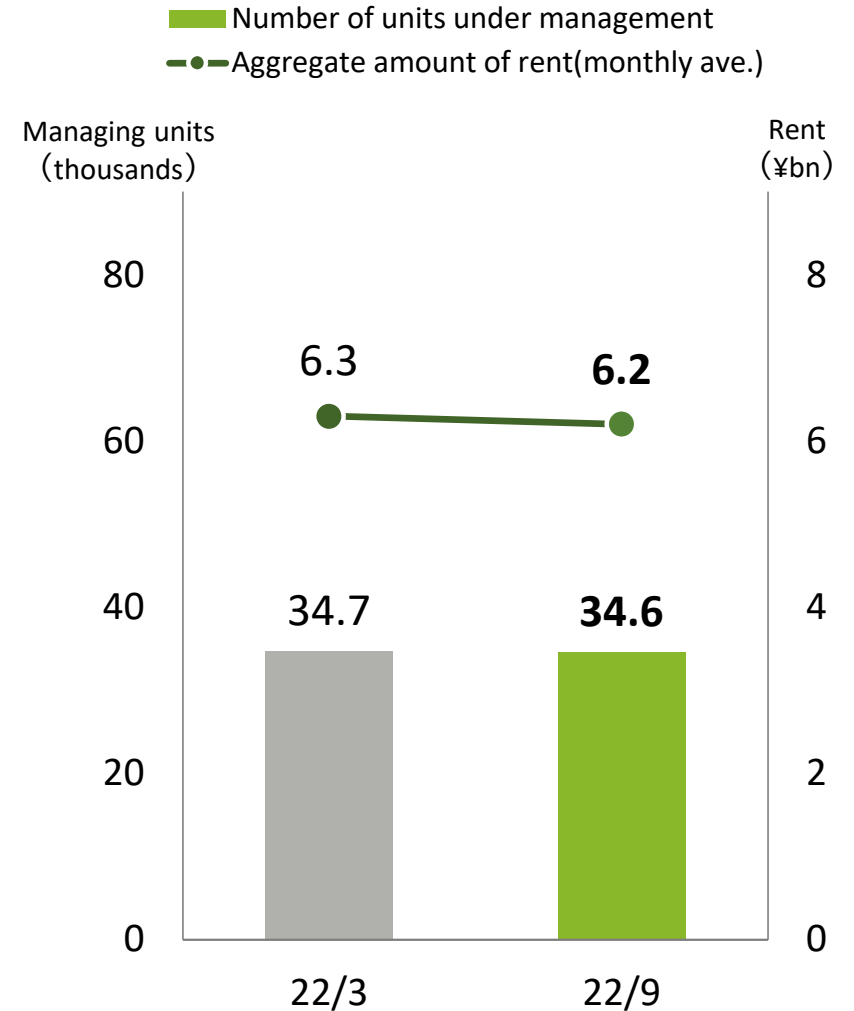


Number of units under management & aggregate amount of rent

Residential use

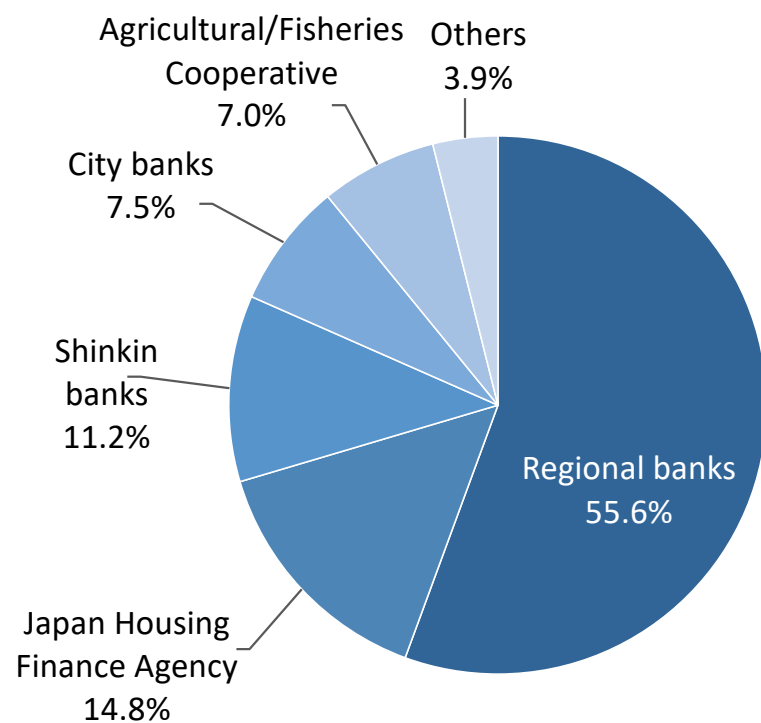


Commercial use

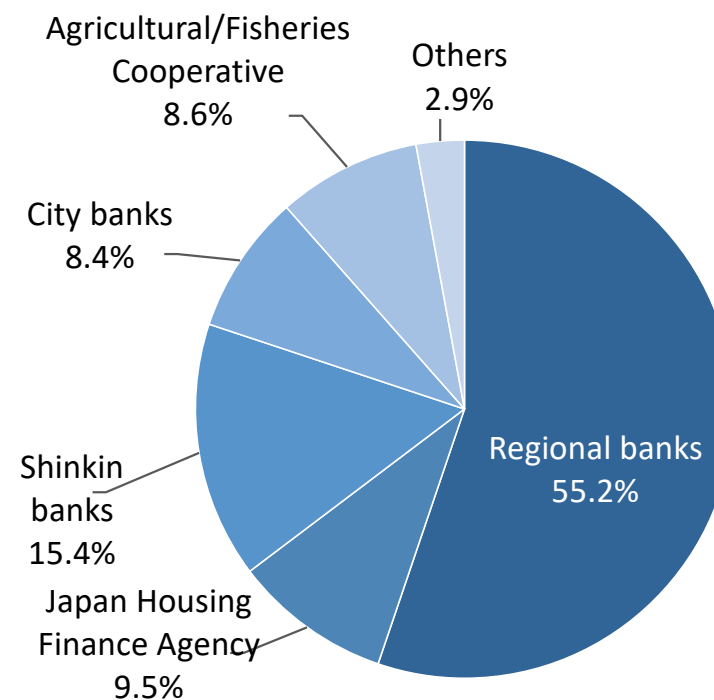


Customer's funds route

FY22/3 full-year



FY23/3 2Q



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