



# DAITO TRUST CONSTRUCTION CO., LTD.

## Report on Settlement of 4Q ended March 31, 2023

|  |           |
|--|-----------|
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## I . Results for FY ended March 31, 2023

# Highlights

## Results for FY ended March 31, 2023

**Achieved higher sales and profits (YoY), landing as planned**

## Key Figures

**Orders received : 503.7bn (+19.7% YoY)**

**Occupancy rate (rent basis) : 98.0% as of March ( $\Delta 0.1p$  YoY)**

## Management index

**ROE : 18.2% ( $\Delta 1.9p$  YoY)**

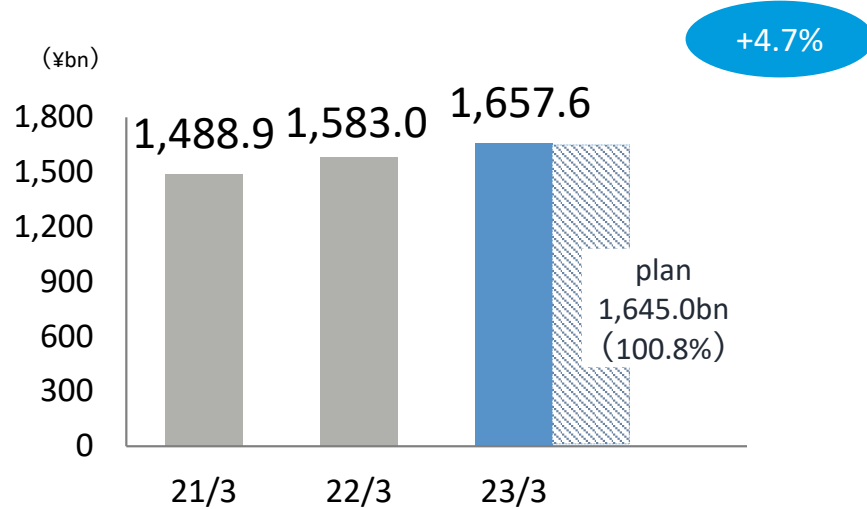
**Operating income margin : 6.0% ( $\Delta 0.3p$  YoY)**

## Shareholder return

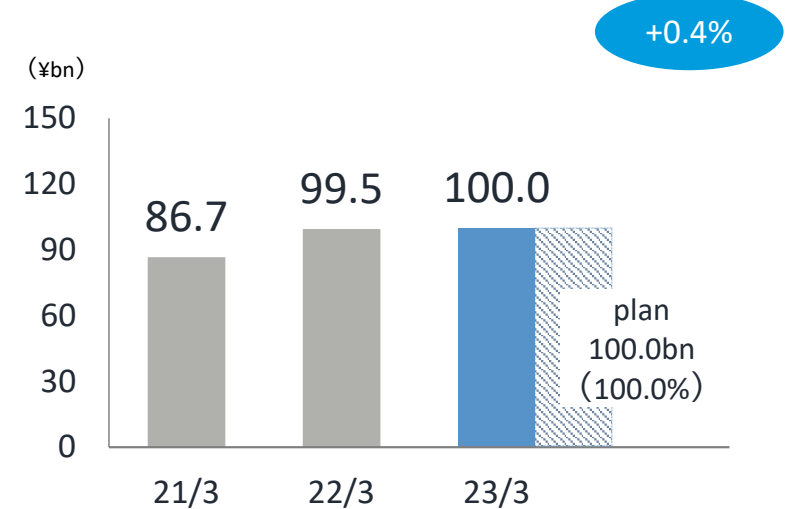
**Payout ratio : 50%**

**Annual dividend : ¥516 (+¥5 YoY)**

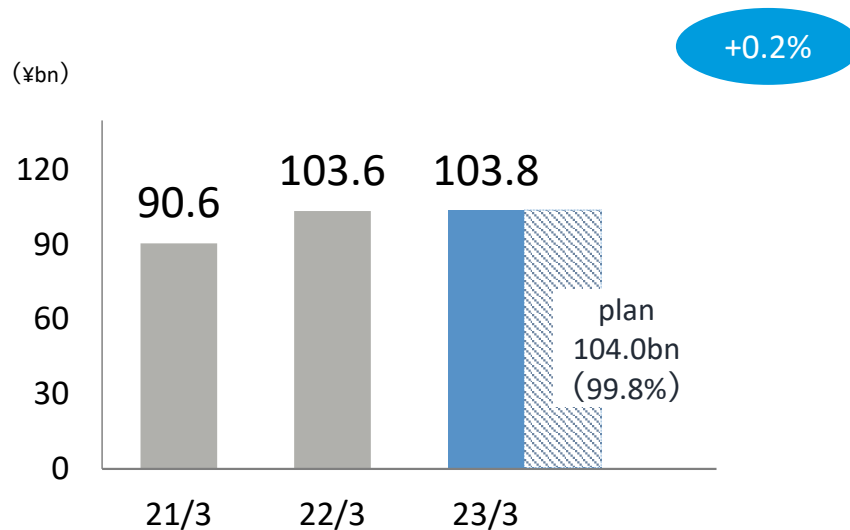
## Net sales



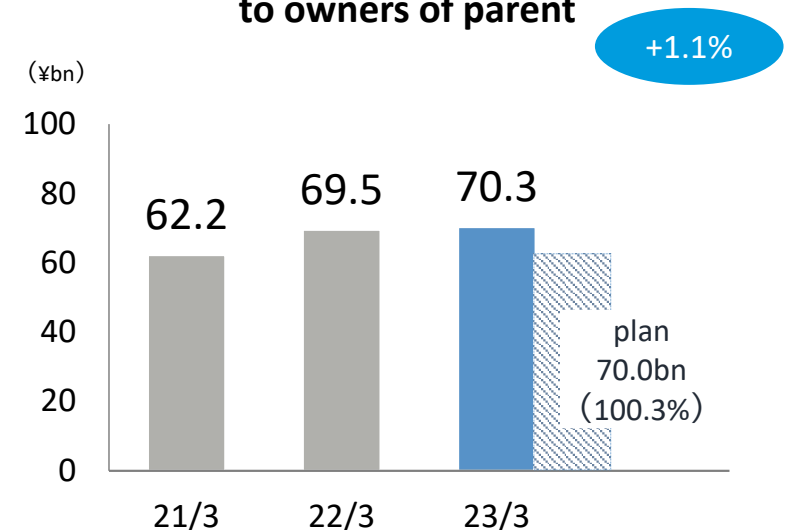
## Operating income



## Ordinary income



## Net income attributable to owners of parent



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

## Major factors of fluctuation (Operating income +¥0.4bn)

|  |  |
|--|--|
| <b>Gross profit on completed construction contracts</b><br><△¥8.9bn> | <ul style="list-style-type: none"> <li>• Increase in completed construction (¥432.8bn → ¥459.5bn) <span style="float: right;">+¥6.61bn</span></li> <li>• Decrease in gross profit margin (24.7% → 21.3%) <span style="float: right;">△¥15.55bn</span></li> </ul>   |
| <b>Gross profit on real estate business</b><br><+¥4.4bn>             | <ul style="list-style-type: none"> <li>• Increase in profit from whole-building lease business <span style="float: right;">+¥0.52bn</span></li> <li>• Increase in profit from real estate brokerage business <span style="float: right;">+¥1.13bn</span></li> <li>• Increase in profit from guarantee business <span style="float: right;">+¥0.90bn</span></li> <li>• Increase in restoration to original condition or repairing construction <span style="float: right;">+¥0.58bn</span></li> <li>• Increase in profit from electricity business <span style="float: right;">+¥0.22bn</span></li> <li>• Increase in profit from the other businesses <span style="float: right;">+¥1.09bn</span></li> </ul> |
| <b>Gross profit on the other businesses</b><br><+¥2.7bn>             | <ul style="list-style-type: none"> <li>• Increase in profit from overseas hotel business <span style="float: right;">+¥2.25bn</span></li> <li>• Increase in profit from gas business <span style="float: right;">+¥1.52bn</span></li> <li>• Increase in profit from investment condominium business (INVALANCE Ltd.,) <span style="float: right;">+¥0.76bn</span></li> <li>• Decrease in profit from real estate investment fund <span style="float: right;">△¥2.26bn</span></li> </ul>  |
| <b>SG&amp;A expenses</b><br><+¥2.1bn>                                | <ul style="list-style-type: none"> <li>• Decrease in personnel expenses <span style="float: right;">+¥3.70bn</span></li> <li>• Decrease in advertising &amp; general publicity expenses <span style="float: right;">+¥0.12bn</span></li> <li>• Increase in recruitment fee / training fee <span style="float: right;">△¥0.42bn</span></li> <li>• Increase in the other expenses <span style="float: right;">△¥1.30bn</span></li> </ul>   |

■ Major factors of fluctuation (Operating income +¥0.0bn)

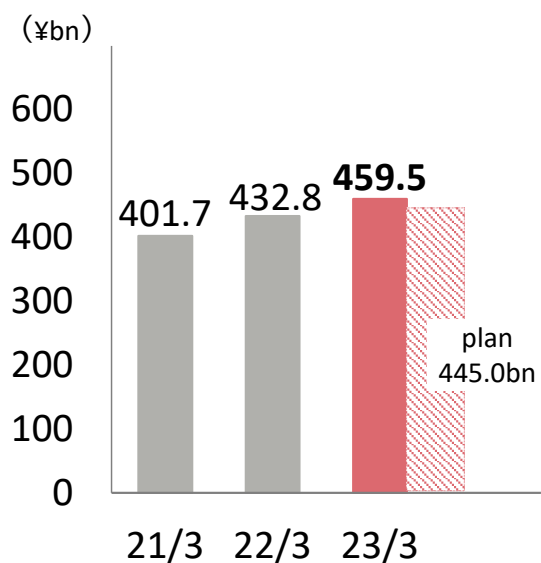
|  |  |
|--|--|
| <p><b>Gross profit on completed construction contracts</b><br/>&lt; +¥4.0bn &gt;</p> | <ul style="list-style-type: none"> <li>• Increase in completed construction (¥445.0bn → ¥459.5bn) <span style="float: right;">+¥3.08bn</span></li> <li>• Increase in gross profit margin (21.1% → 21.3%) <span style="float: right;">+¥0.96bn</span></li> </ul>  |
| <p><b>Gross profit on real estate business</b><br/>&lt; △¥4.4bn &gt;</p>             | <ul style="list-style-type: none"> <li>• Decrease in profit from whole-building lease business <span style="float: right;">△¥5.44bn</span></li> <li>• Increase in profit from real estate brokerage business <span style="float: right;">+¥0.35bn</span></li> <li>• Increase in restoration to original condition or repairing construction <span style="float: right;">+¥0.70bn</span></li> <li>• Decrease in profit from the other businesses <span style="float: right;">△¥0.48bn</span></li> </ul> |
| <p><b>Gross profit on the other businesses</b><br/>&lt; △¥0.1bn &gt;</p>             | <ul style="list-style-type: none"> <li>• Decrease in profit from overseas hotel business <span style="float: right;">+¥0.99bn</span></li> <li>• Decrease in profit from nursing care and nursery school business <span style="float: right;">△¥0.65bn</span></li> <li>• Dividends and gains on sale of real estate investment funds <span style="float: right;">△¥0.62bn</span></li> </ul>   |
| <p><b>SG&amp;A expenses</b><br/>&lt; +¥0.5bn &gt;</p>                                | <ul style="list-style-type: none"> <li>• Increase in personnel expenses <span style="float: right;">△¥2.87bn</span></li> <li>• Decrease in the other expenses (depreciation of systems, etc.) <span style="float: right;">+¥3.51bn</span></li> </ul>   |

# Profit & Loss by segment (Construction business-1)

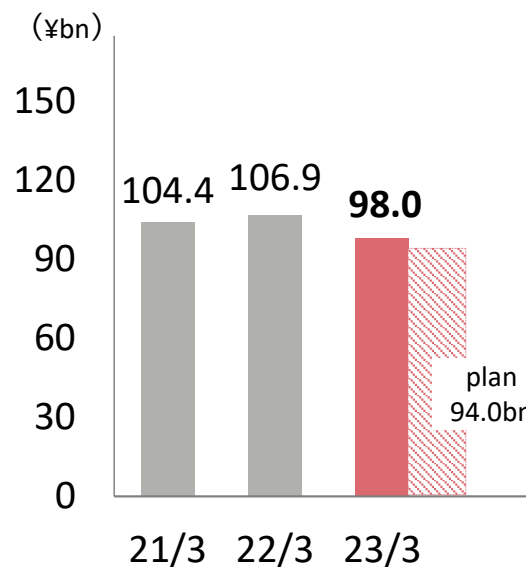
(¥bn)

|                         | 2022/3 | 2023/3       | (YoY)    |
|-------------------------|--------|--------------|----------|
| <b>Net sales</b>        | 432.8  | <b>459.5</b> | (+6.2%)  |
| <b>Gross profit</b>     | 106.9  | <b>98.0</b>  | (△8.4%)  |
| <b>Operating income</b> | 35.3   | <b>21.3</b>  | (△39.6%) |

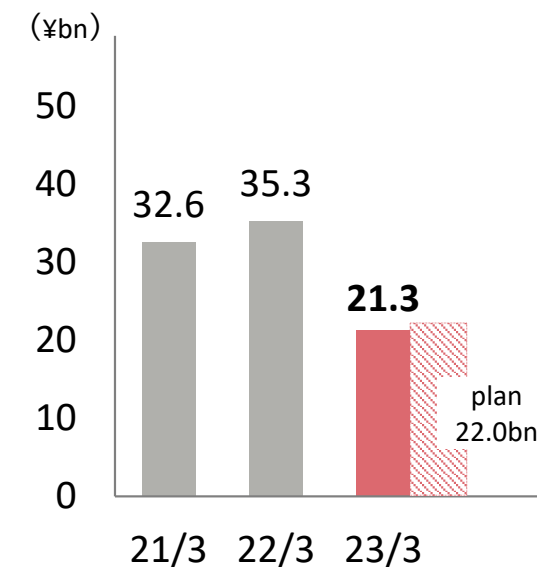
## ■ Net sales



## ■ Gross profit



## ■ Operating income

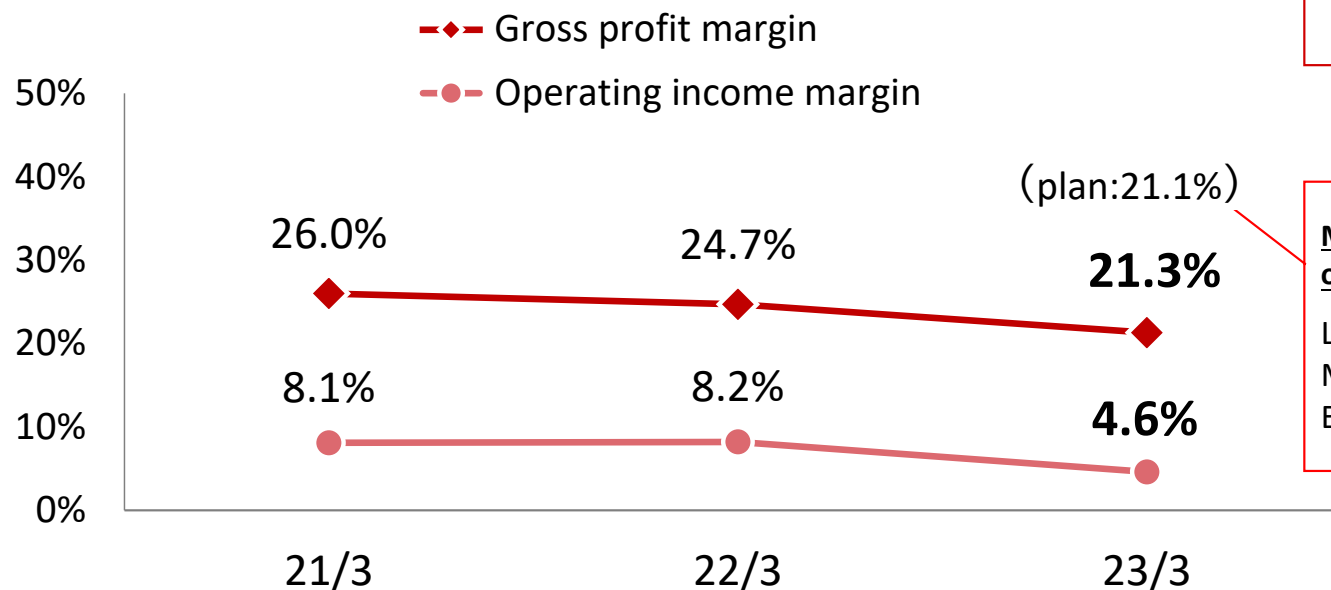




# Profit & Loss by segment (Construction business-2)

|                                | 2022/3 | 2023/3       | (YoY)            |
|--------------------------------|--------|--------------|------------------|
| <b>Gross profit margin</b>     | 24.7%  | <b>21.3%</b> | ( $\Delta$ 3.4p) |
| <b>Operating income margin</b> | 8.2%   | <b>4.6%</b>  | ( $\Delta$ 3.6p) |

## ■ Gross profit margin / Operating income margin



### Major breakdown of the variance ( $\Delta$ 3.4p YoY)

|               |               |
|---------------|---------------|
| Labor cost    | $\Delta$ 0.8p |
| Material cost | $\Delta$ 1.5p |
| Exchange      | $\Delta$ 1.1p |

### Major breakdown of the variance (+0.2p for plan)

|               |               |
|---------------|---------------|
| Labor cost    | $\Delta$ 0.5p |
| Material cost | $\Delta$ 0.2p |
| Exchange      | +0.9p         |

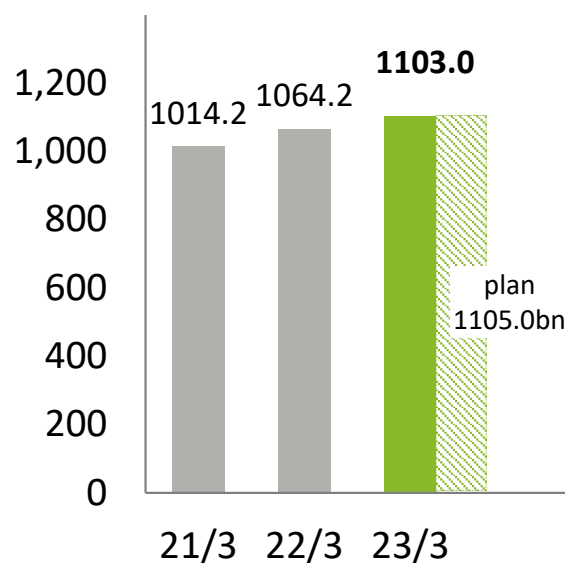
# Profit & Loss by segment (Real estate business-1)

(¥bn)

|                     | 2022/3  | 2023/3         | (YoY)   |
|---------------------|---------|----------------|---------|
| Gross profit margin | 1,064.2 | <b>1,103.0</b> | (+3.6%) |
| Gross profit        | 124.0   | <b>128.5</b>   | (+3.6%) |
| Operating income    | 78.0    | <b>81.5</b>    | (+4.6%) |

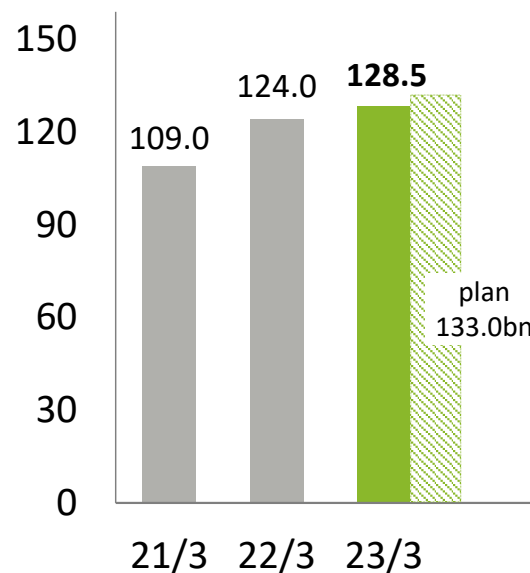
## ■ Net sales

(¥bn)



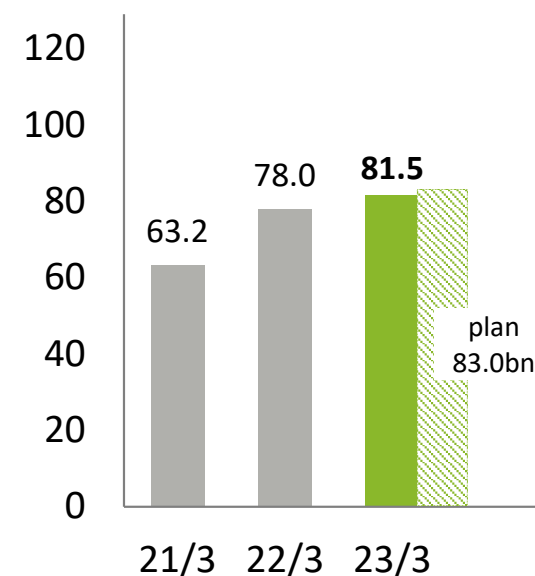
## ■ Gross profit

(¥bn)



## ■ Operating income

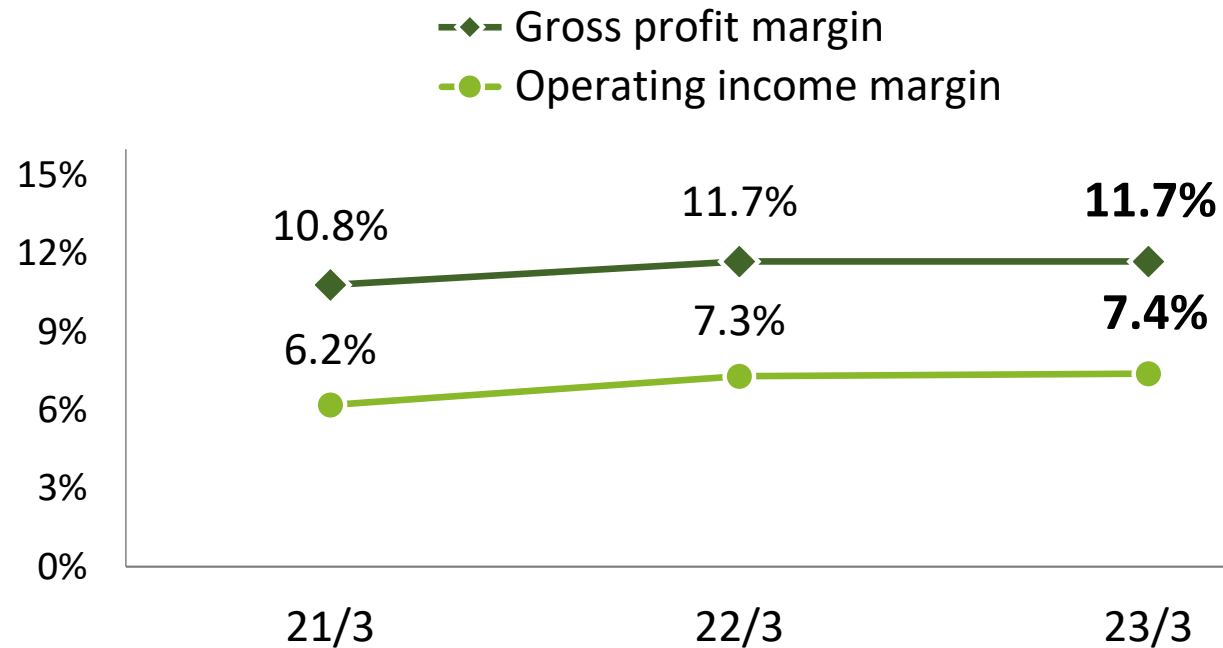
(¥bn)



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

|                         | 2022/3 | 2023/3       | (YoY)   |
|-------------------------|--------|--------------|---------|
| Gross profit margin     | 11.7%  | <b>11.7%</b> | (±0.0p) |
| Operating income margin | 7.3%   | <b>7.4%</b>  | (+0.1p) |

## ■ Gross profit margin / Operating income margin

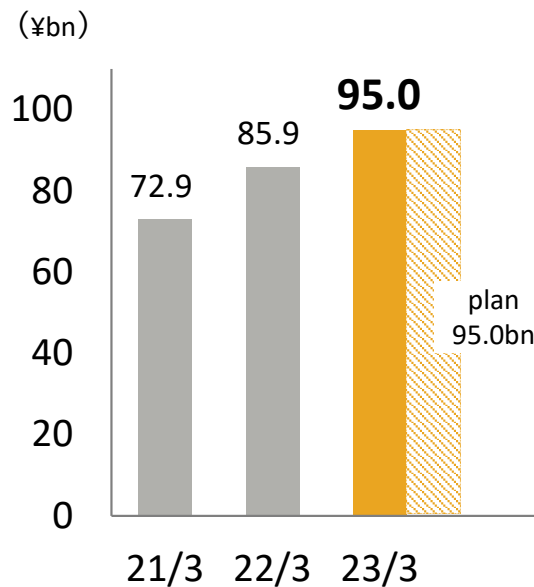


# Profit & Loss by segment (Other businesses)

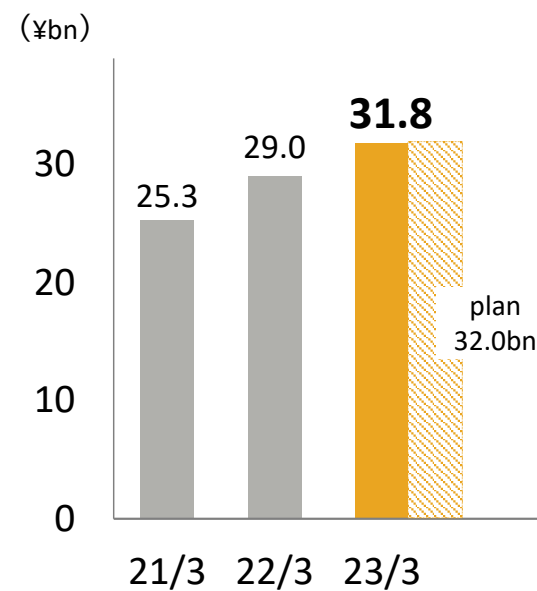
(¥bn)

|                  | 2022/3 | 2023/3 | (YoY)    |
|------------------|--------|--------|----------|
| Net sales        | 85.9   | 95.0   | (+10.6%) |
| Gross profit     | 29.0   | 31.8   | (+9.6%)  |
| Operating income | 14.4   | 15.0   | (+4.4%)  |

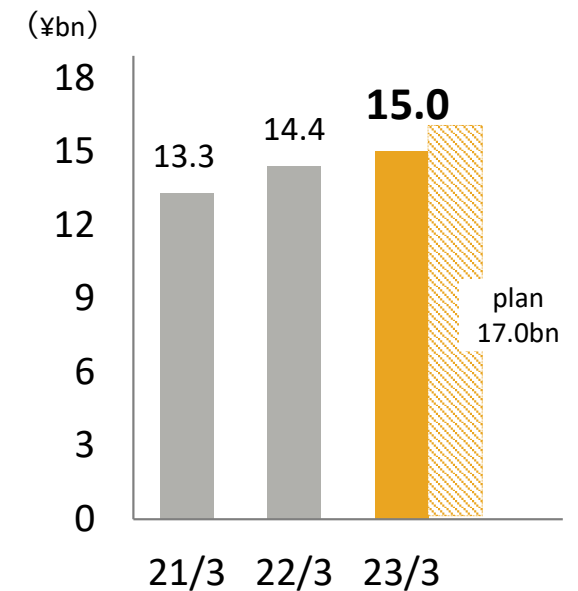
## Net sales



## Gross profit



## Operating income



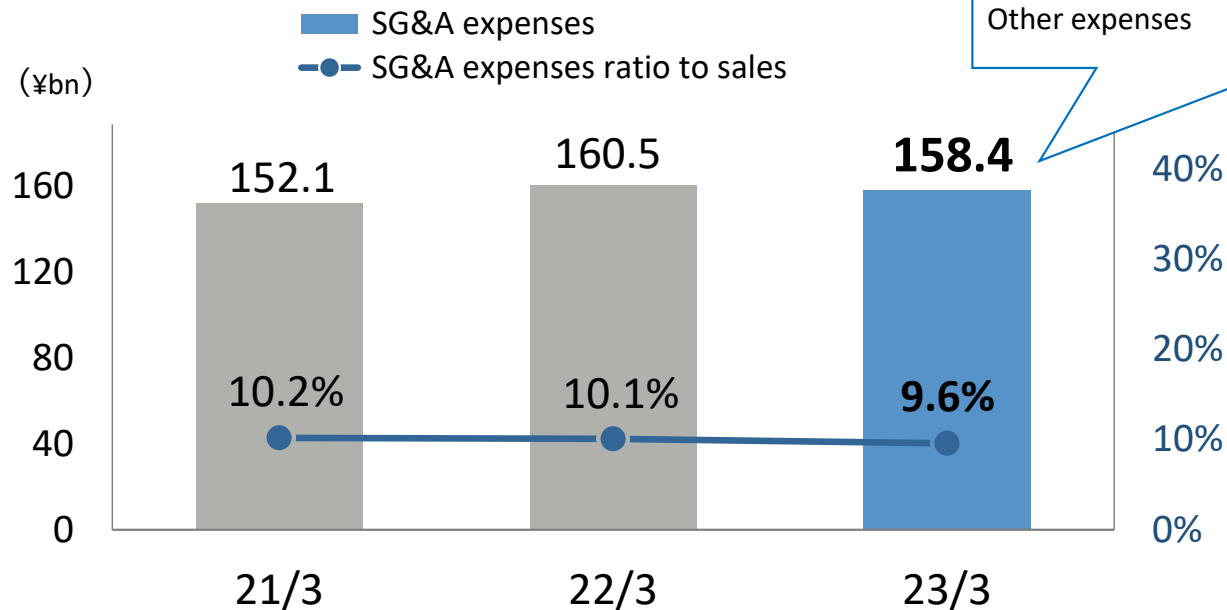
# Profit & Loss (Selling, general and administrative expenses)

(¥bn)

|                              | 2022/3 | 2023/3       | (YoY)            |
|------------------------------|--------|--------------|------------------|
| SG&A expenses                | 160.5  | <b>158.4</b> | ( $\Delta$ 1.3%) |
| SG&A expenses ratio to sales | 10.1%  | <b>9.6%</b>  | [ $\Delta$ 0.5p] |

[ ] : Difference from same period in previous year

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



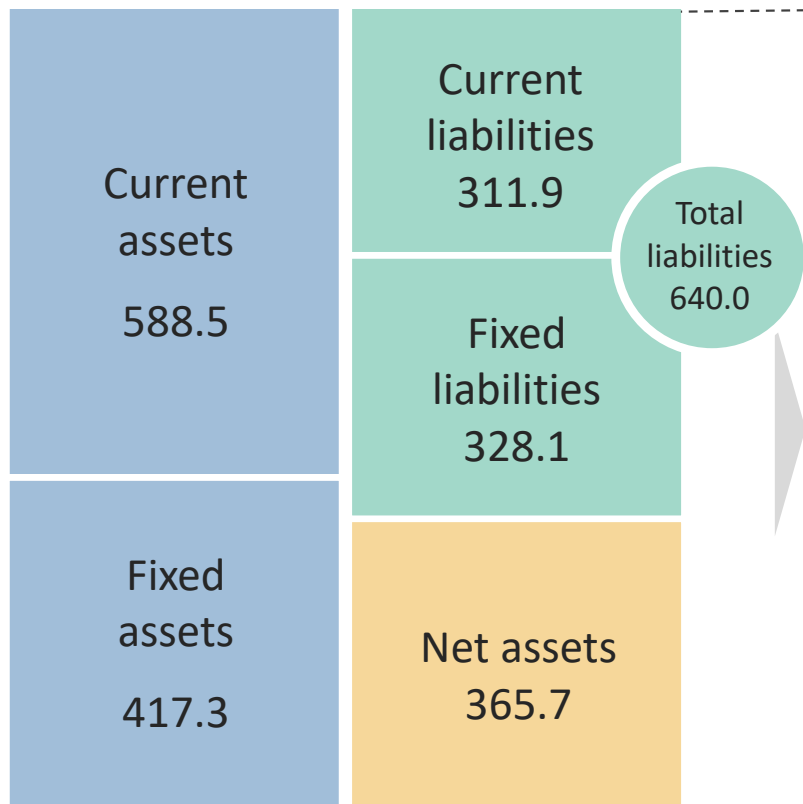
### Major breakdown of the variance ( $\Delta$ ¥2.1bn YoY)

|  |                  |
|--|------------------|
| Labor cost                               | +¥3.70bn         |
| Advertising & general publicity expenses | $\Delta$ ¥0.12bn |
| Recruitment and training expenses        | +¥0.42bn         |
| Other expenses                           | +¥1.30bn         |

# Financial review (Consolidated BS)

End of March 2022

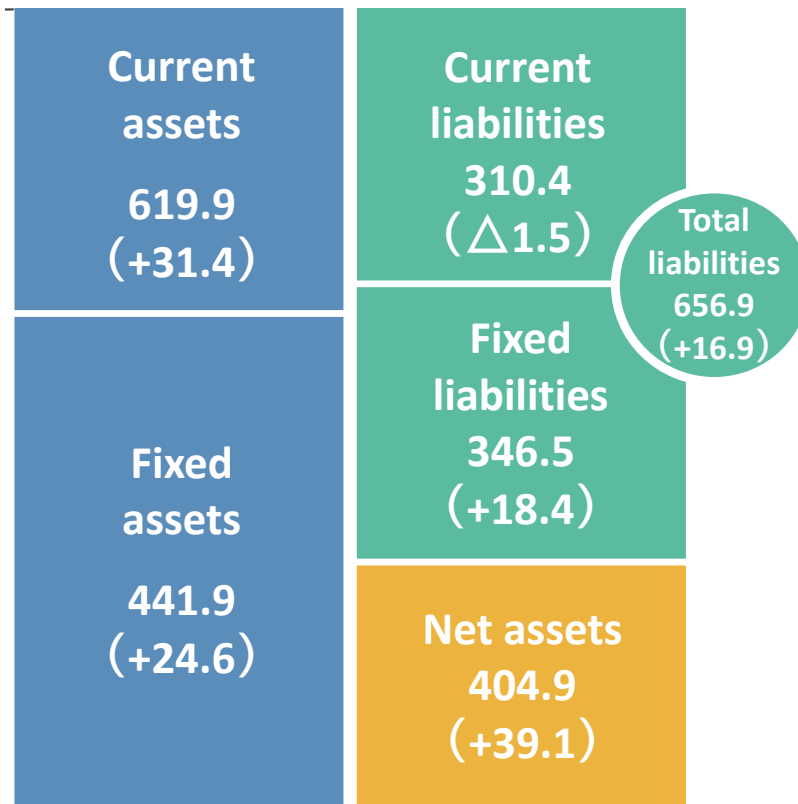
Total assets ¥1005.8bn



End of March 2023

(¥bn)

Total assets ¥1,061.9bn  
(+¥56.0bn)

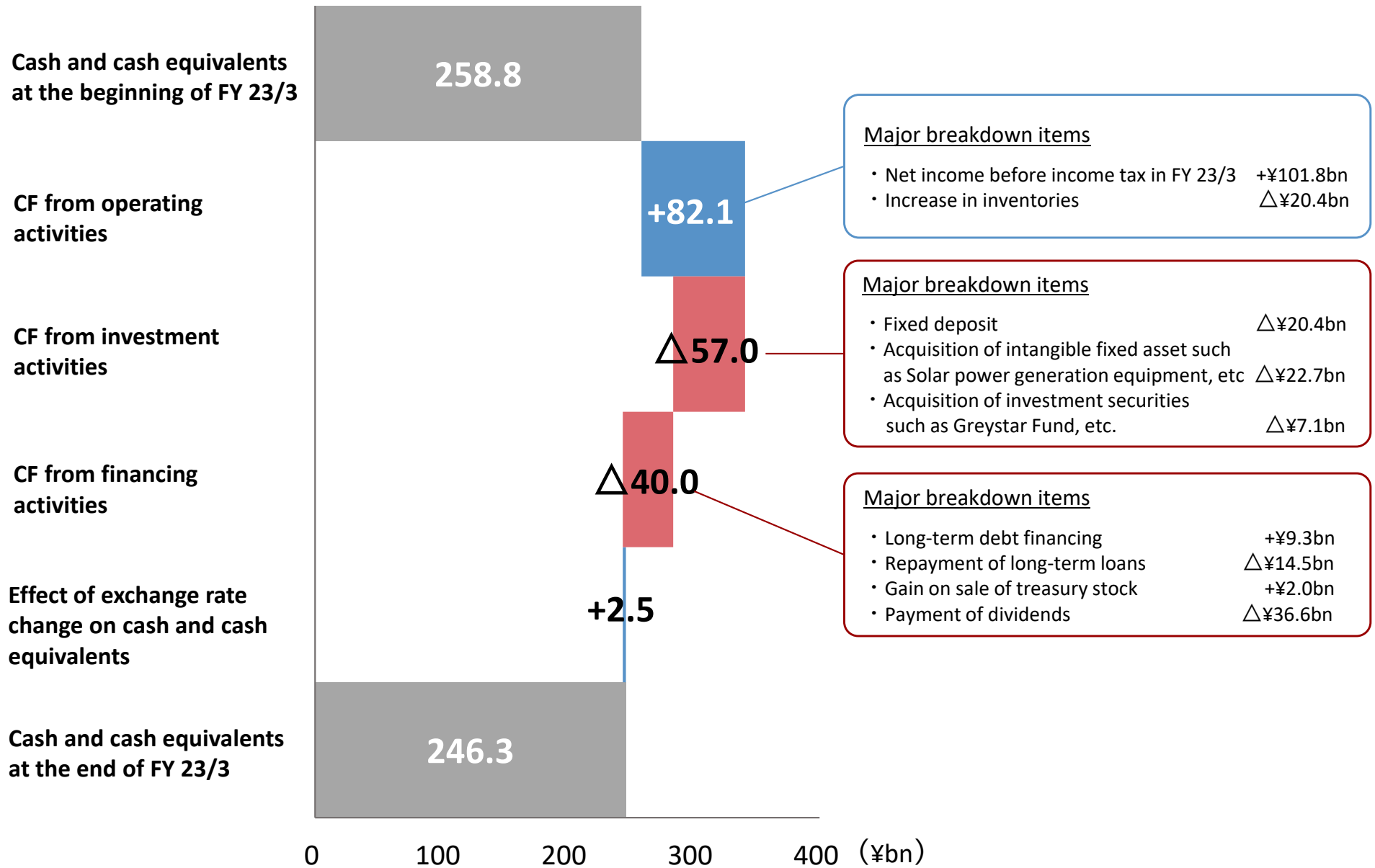


|              |           |
|--------------|-----------|
| Equity ratio | 36.5%     |
| BPS          | ¥5,379.73 |
| EPS          | ¥1,021.43 |

|              |           |
|--------------|-----------|
| Equity ratio | 38.2%     |
| BPS          | ¥5,941.66 |
| EPS          | ¥1,031.06 |

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

# Financial review (Consolidated CF)



## Ⅱ . Key Figures

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# Orders received

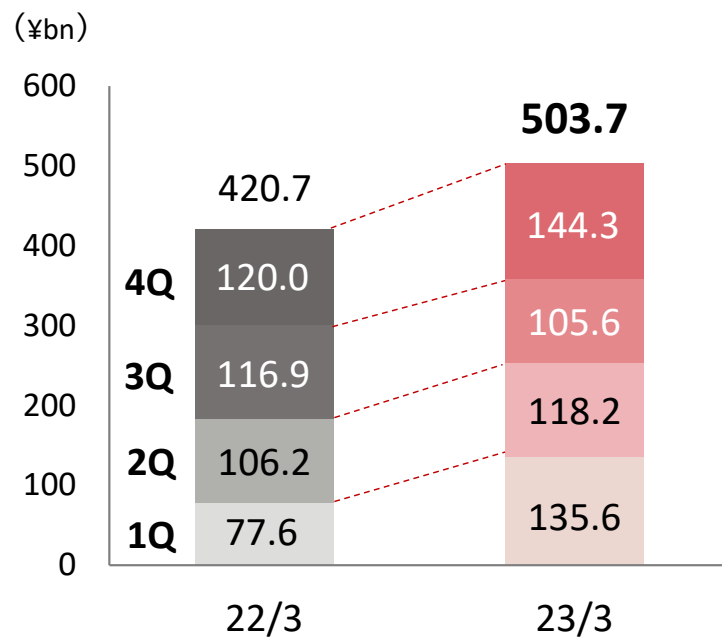
**Orders received**

**¥503.7bn (+19.7% YoY)**

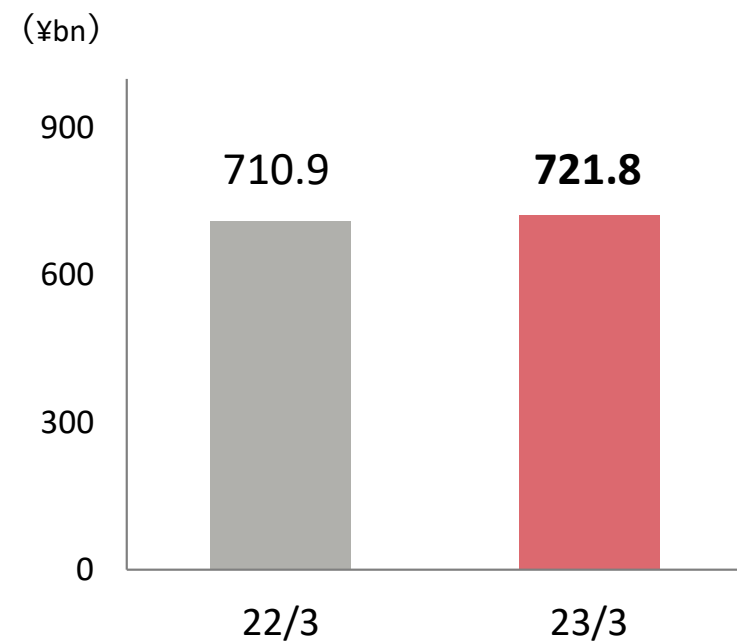
**Orders in hand**

**¥721.8bn (+1.5% YoY)**

■ Orders received



■ Orders in hand

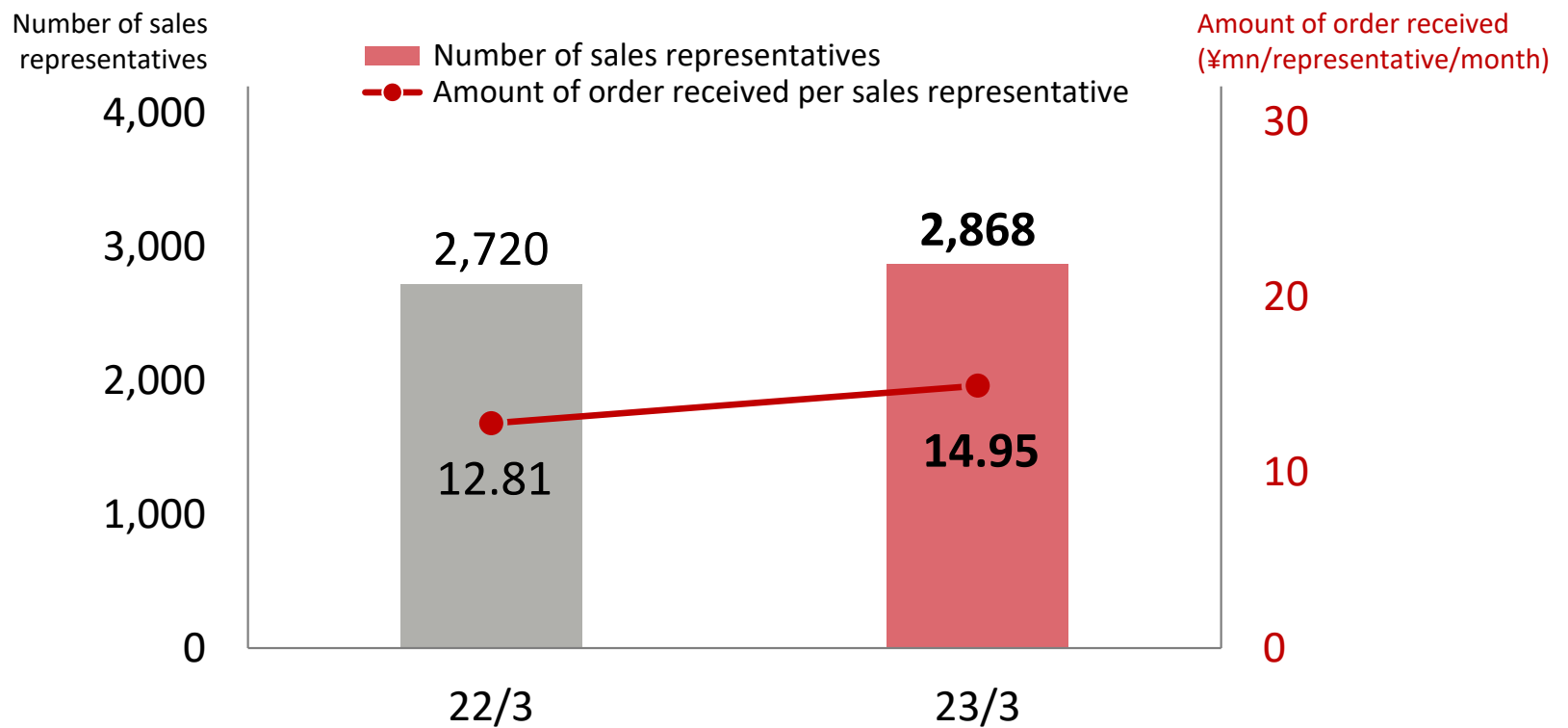


# Orders received (Efficiency in receiving orders)

**Number of sales representatives <as of end of Mar.> 2,868 (+148 YoY)**

**Amount of order received per sales representative**

**¥14.95mn / month (+¥2.14mn YoY)**



# Orders received (Mid-rise ratio and rebuild ratio)

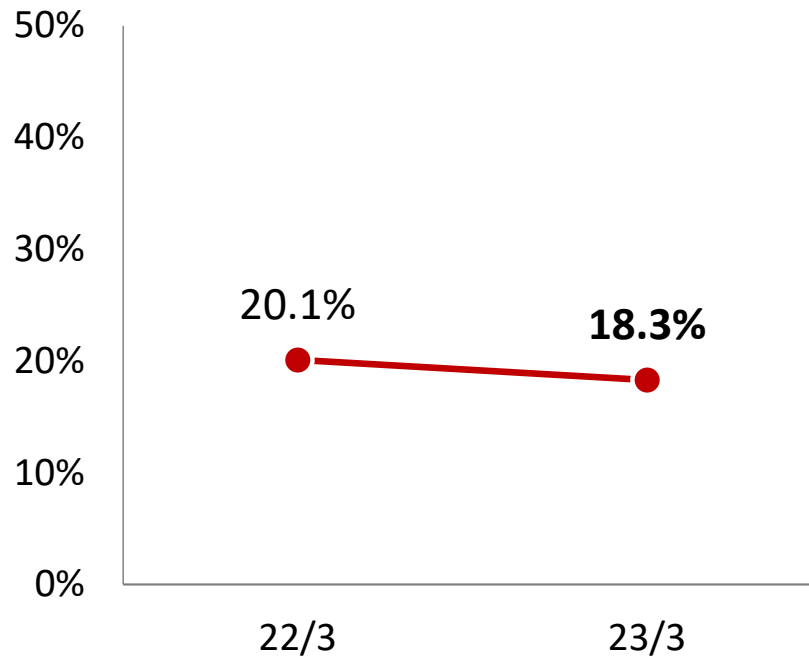
**Mid-rise ratio**

**18.3% (Δ1.8p YoY)**

**Rebuild ratio**

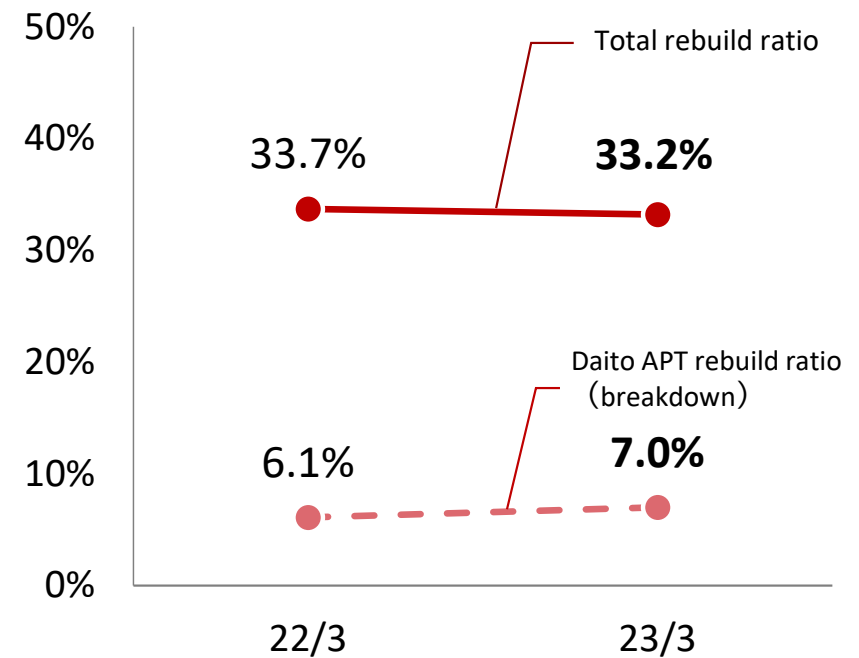
**33.2% (Δ0.5p YoY)**

■ **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



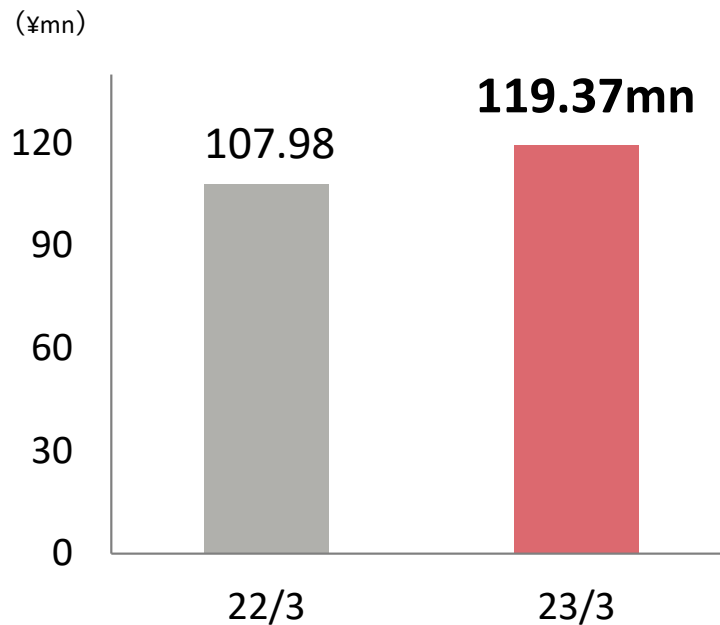
※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received  
 Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

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

**Average price of order received    ¥119.37mn (+¥11.39mn YoY)**

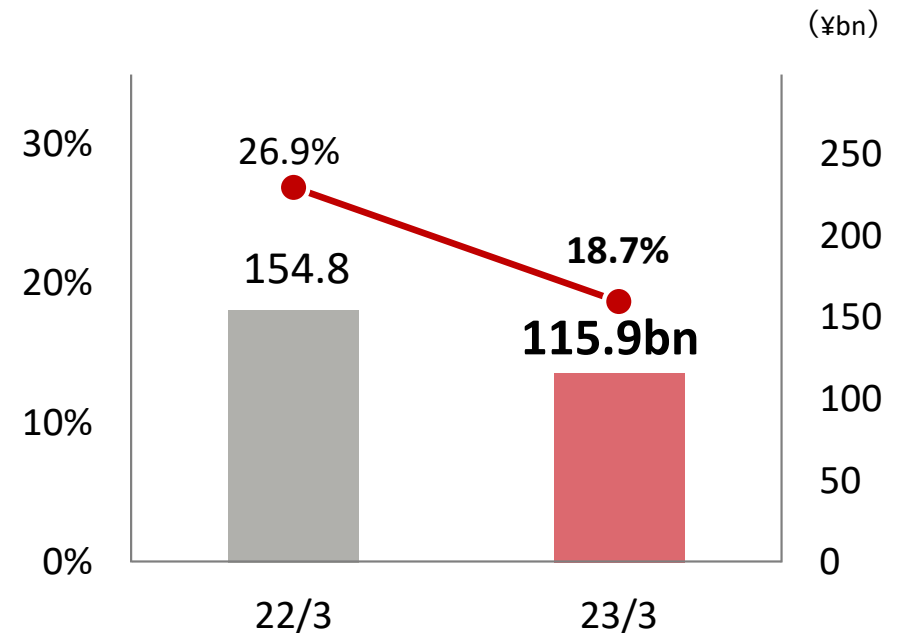
**Cancellation ratio    18.7%    (△8.2p YoY)**

■ Average price of orders received※1



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

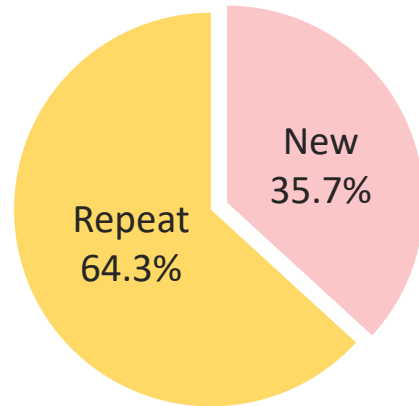
■ Cancellation ratio※2 / Amount of cancellation



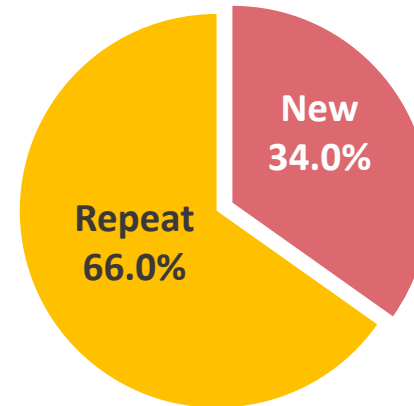
※2 Cancellation ratio = Amount of cancellation / Amount of new orders received  
 Orders received = Amount of new orders received – Amount of cancellation

# Orders received (Number of orders received & their channels)

FY22/3 full-year



FY23/3 full-year

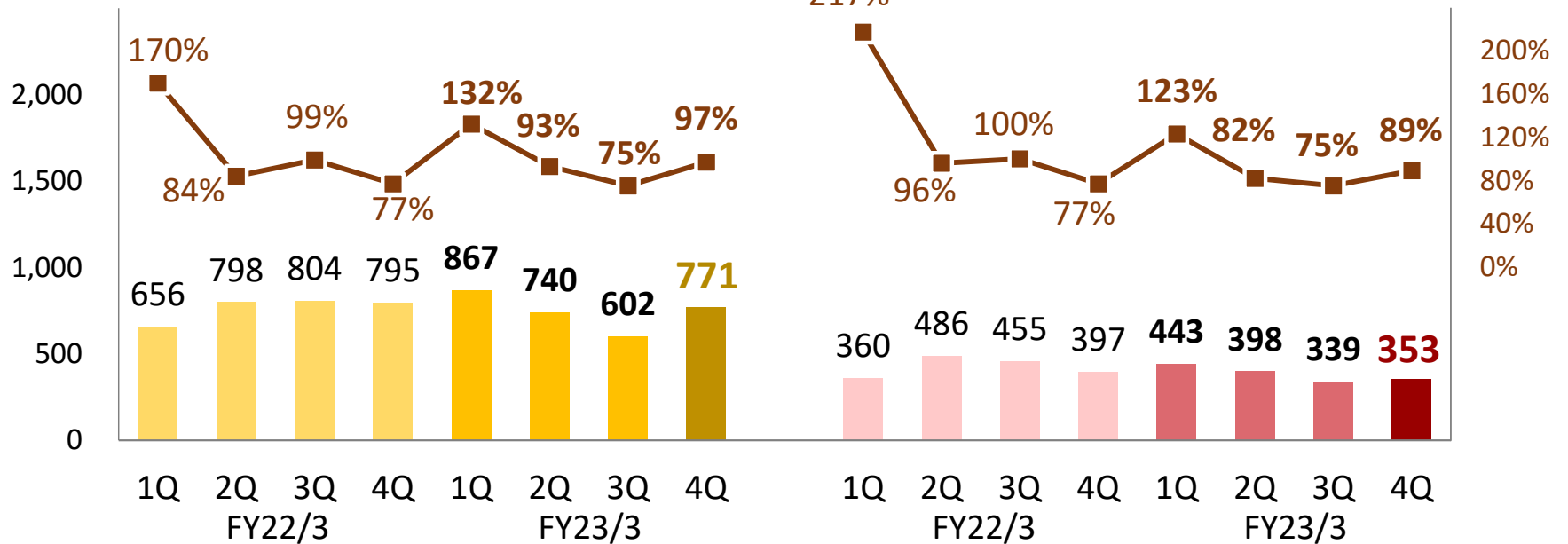


(Number of orders Received)

■ Orders Received from repeaters

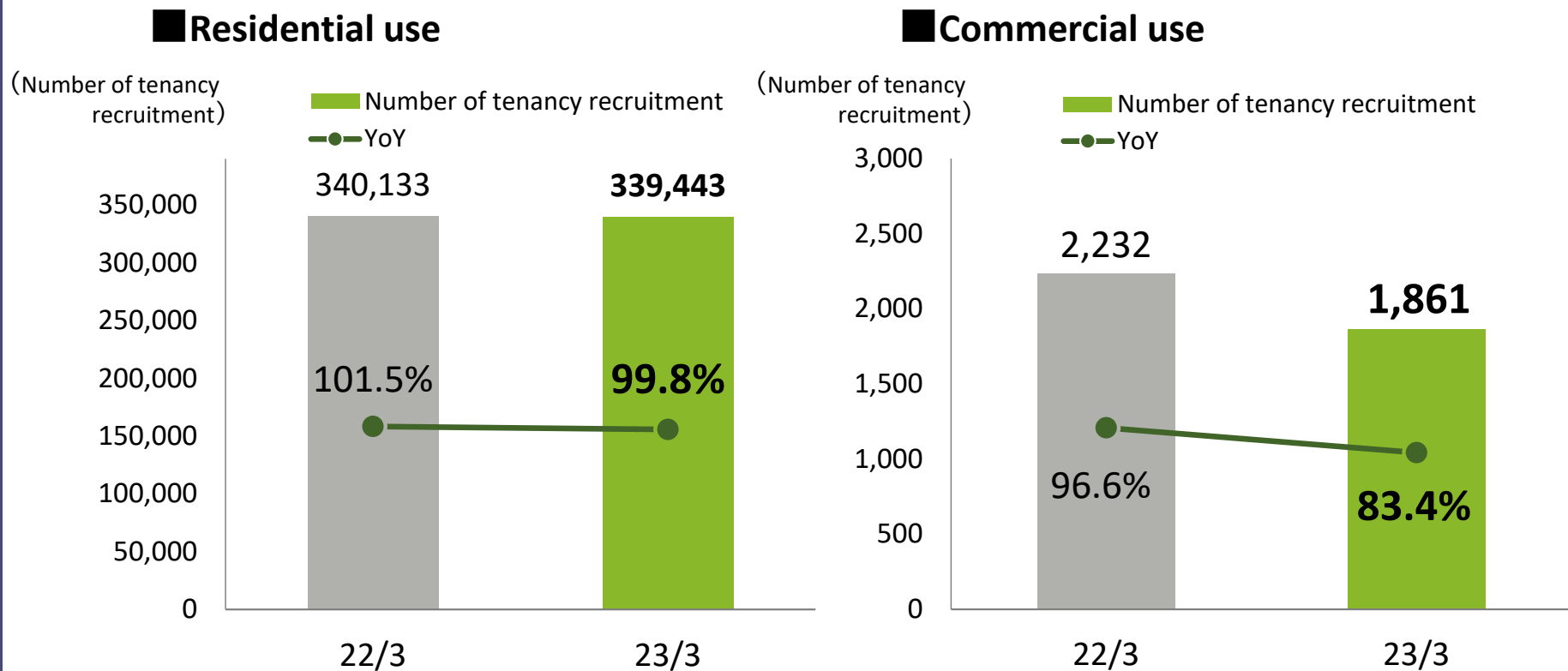
■ Orders Received from new customers

(YoY)



# Tenancy recruitment (Number of recruitment)

|                                      |                             |
|--------------------------------------|-----------------------------|
| <b>Number of tenancy recruitment</b> | <b>341,304 (△ 0.3% YoY)</b> |
| <b>Residential us</b>                | <b>339,443 (△ 0.2% YoY)</b> |
| <b>Commercial use</b>                | <b>1,861 (△ 16.6% YoY)</b>  |



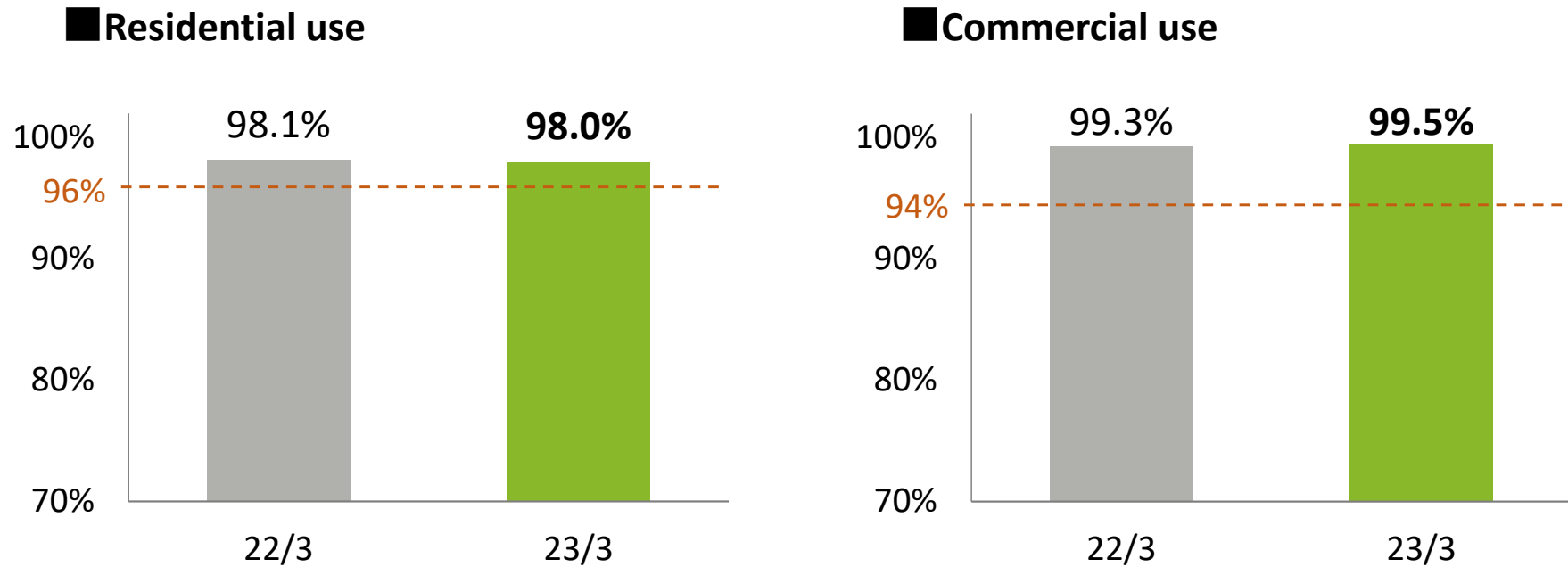
※Including the number of tenant recruitment for units managed by other companies

# Tenancy recruitment (Rent-based occupancy rate※)

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

**Residential use**                      **98.0%** (Δ0.1p YoY)

**Commercial use**                      **99.5%** ( +0.2p YoY)



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

# Tenancy recruitment (Number-based occupancy rate※)

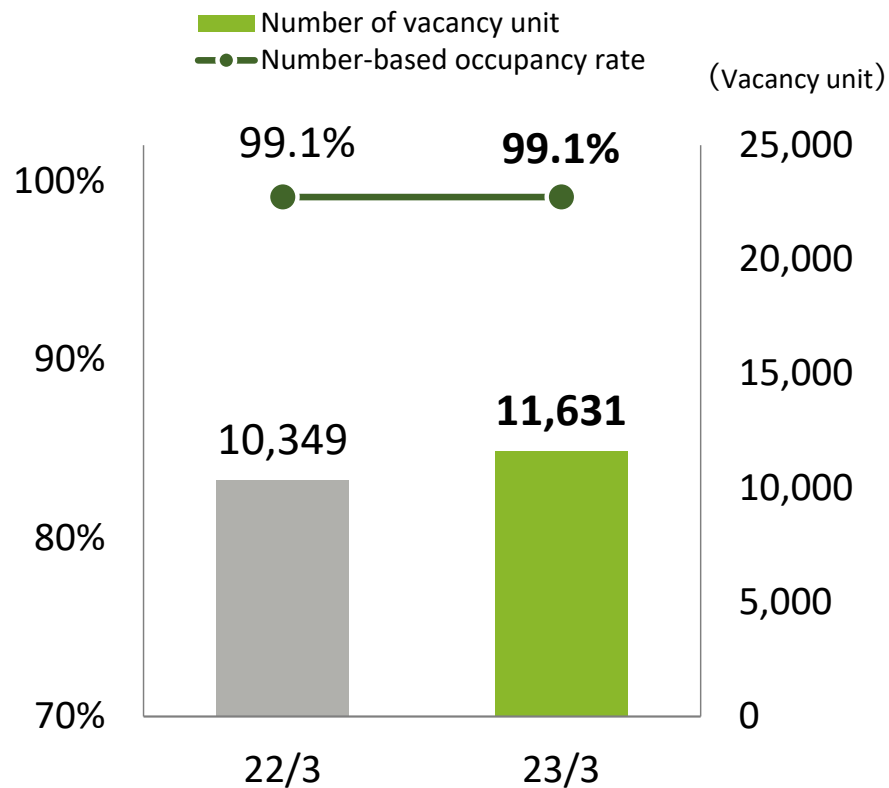
**Residential use units**

**99.1% (± 0.0p YoY)**

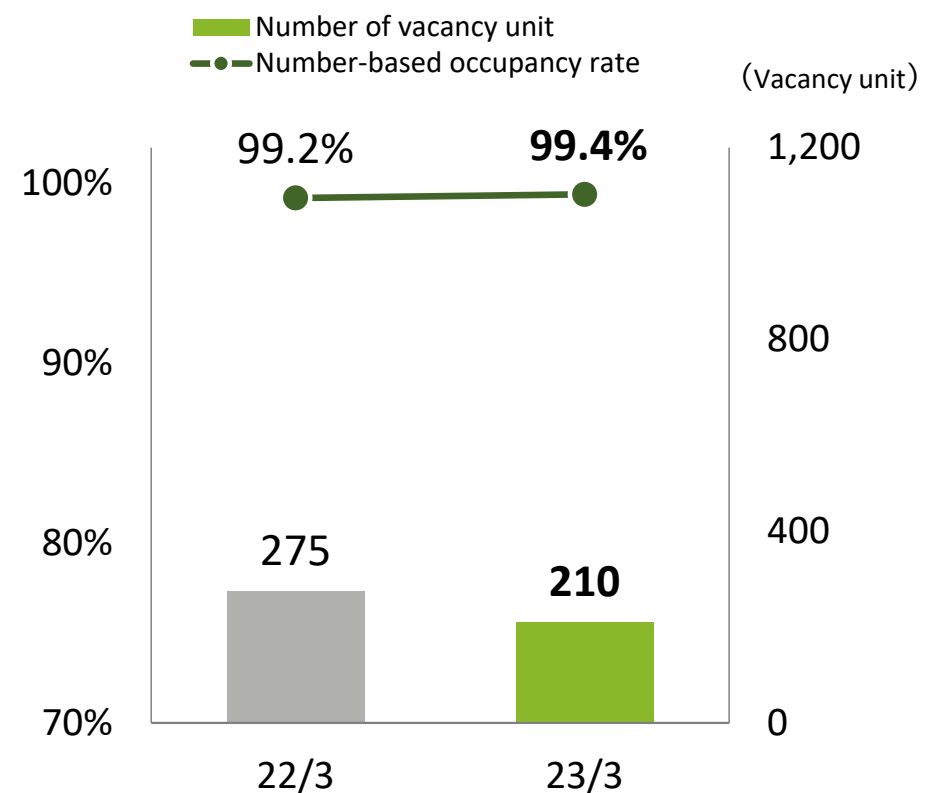
**Commercial use units**

**99.4% (+0.2p YoY)**

## ■ Residential use



## ■ Commercial use



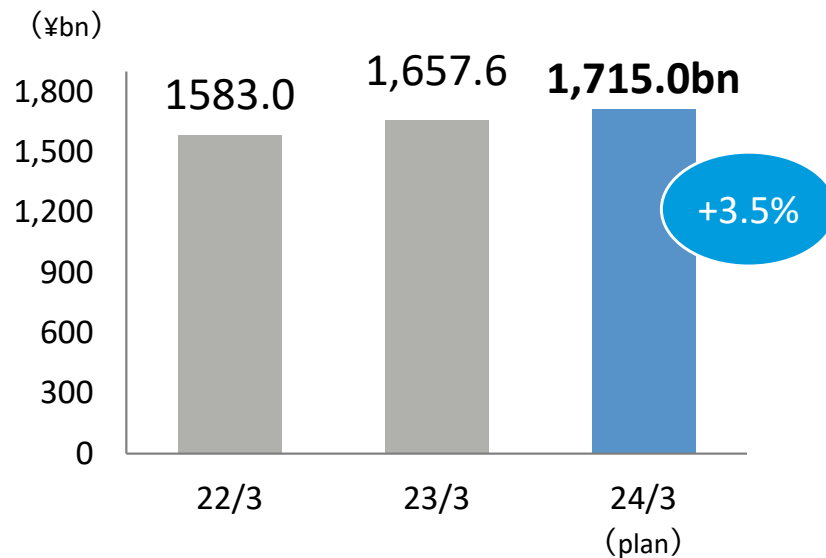
※Number-based occupancy rate = (Number of occupancy units) / (Number of units under management)



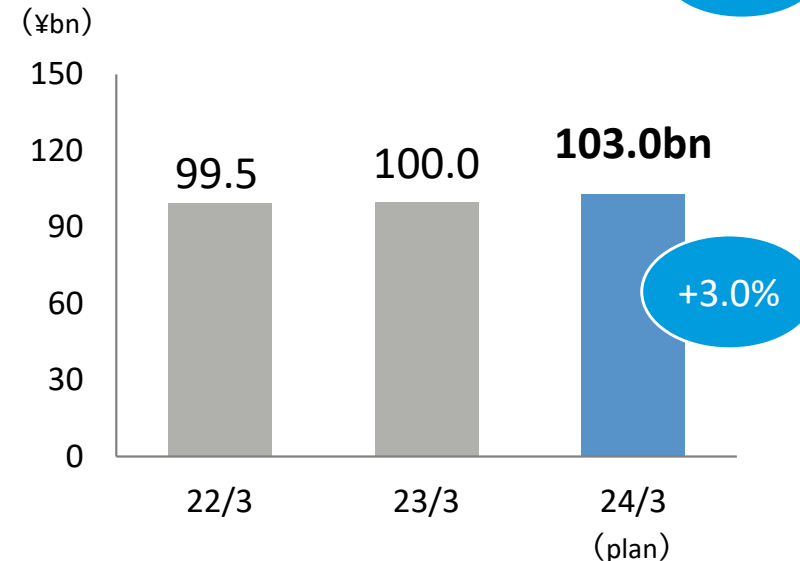
### **Ⅲ. Forecasts of FY ending March 31, 2024**

# Forecasts for FY ending in March 2024 (Consolidated PL)

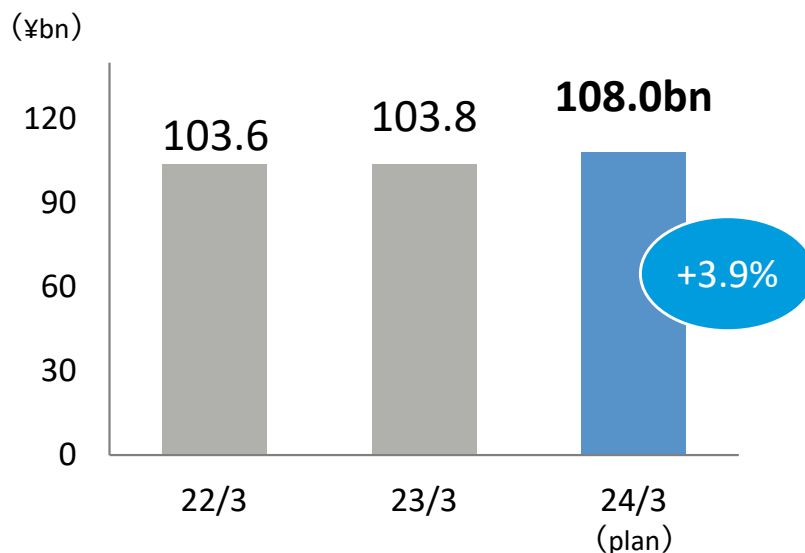
## Net sales



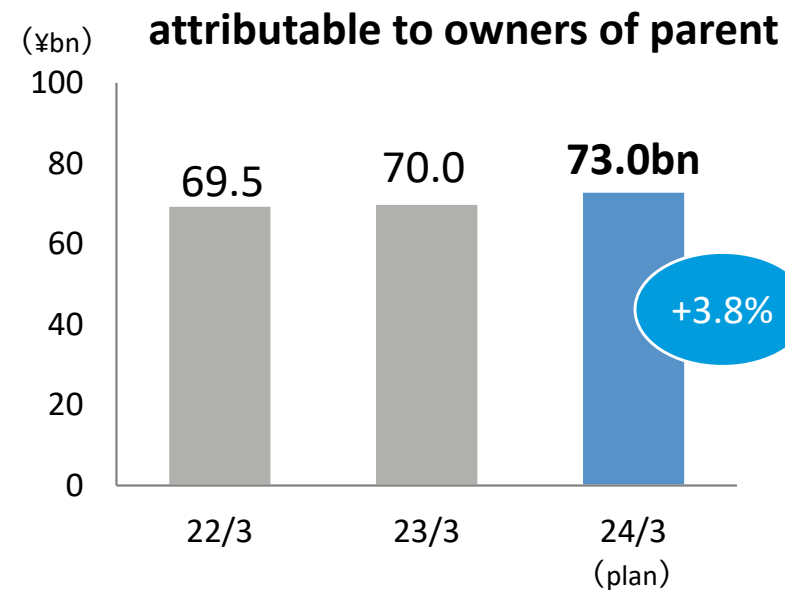
## Operating income



## Ordinary income



## Net income



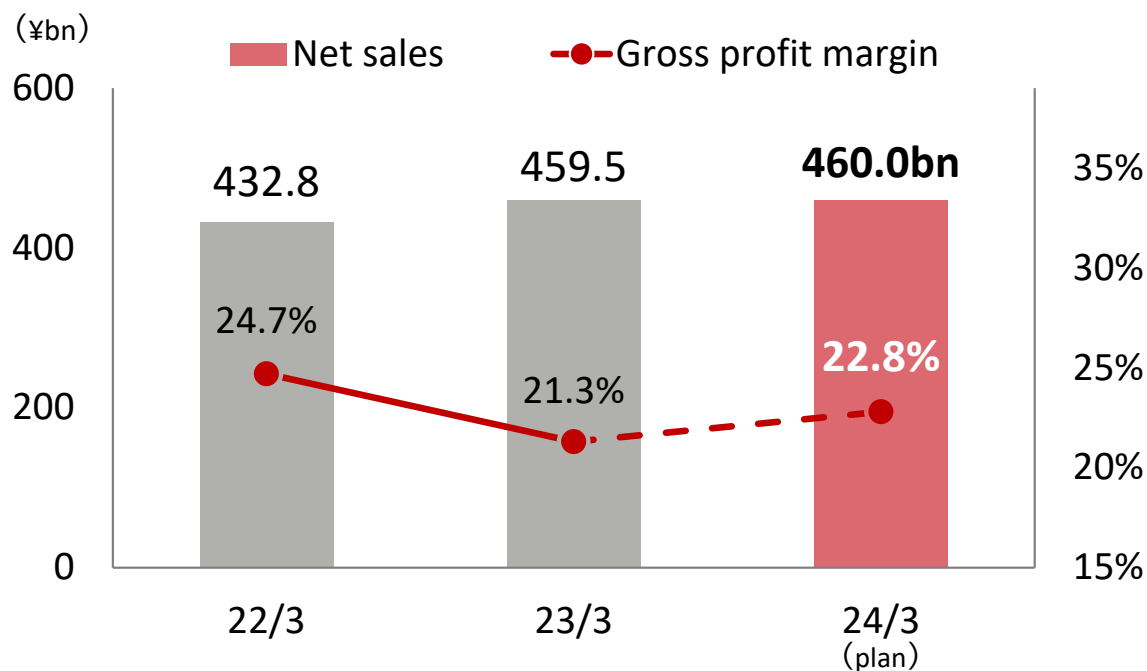
# Forecasts for FY ending in March 2024 (Forecast of completion)

(¥bn)

|                           | 2023/3 | 2024/3(plan) | (YoY)   |
|---------------------------|--------|--------------|---------|
| Net sales                 | 459.5  | 460.0        | (+0.1%) |
| Gross profit              | 98.0   | 105.0        | (+7.1%) |
| Gross Profit margin ratio | 21.3%  | 22.8%        | [+1.5p] |

[ ] : Difference from same period in previous year

## Net sales / Gross Profit margin ratio



### Major breakdown of the variance (+1.5p)

|                |       |
|----------------|-------|
| Price revision | +5.0p |
| Labor cost     | △1.4p |
| Material cost  | △3.3p |
| Exchange       | +1.2p |

# Forecasts for FY ending in March 2024 (Forecast of orders received)

**Forecast of amount of orders received**

**¥540.0bn (+7.2% YoY)**

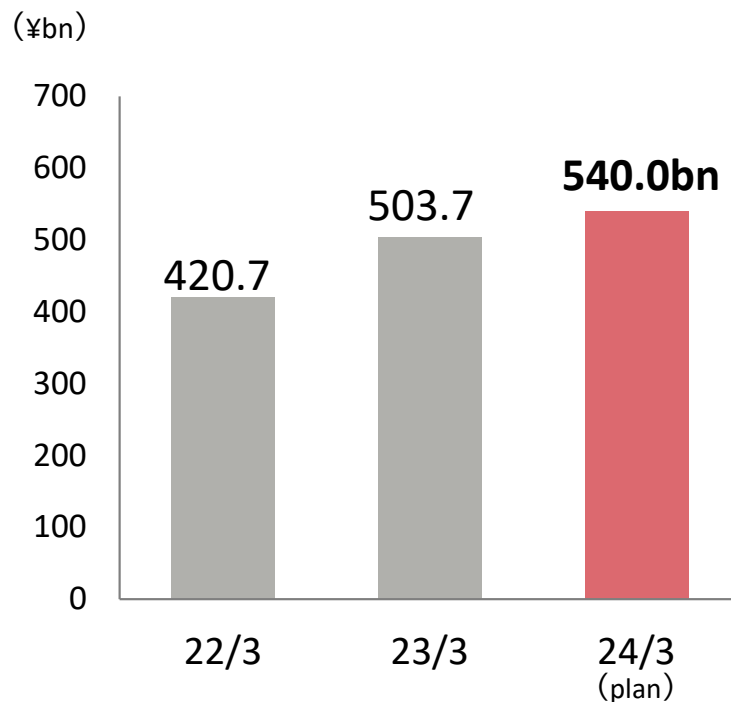
**Number of sales representatives <at the end of Mar. 2024 forecast>**

**3,000 (+132 YoY)**

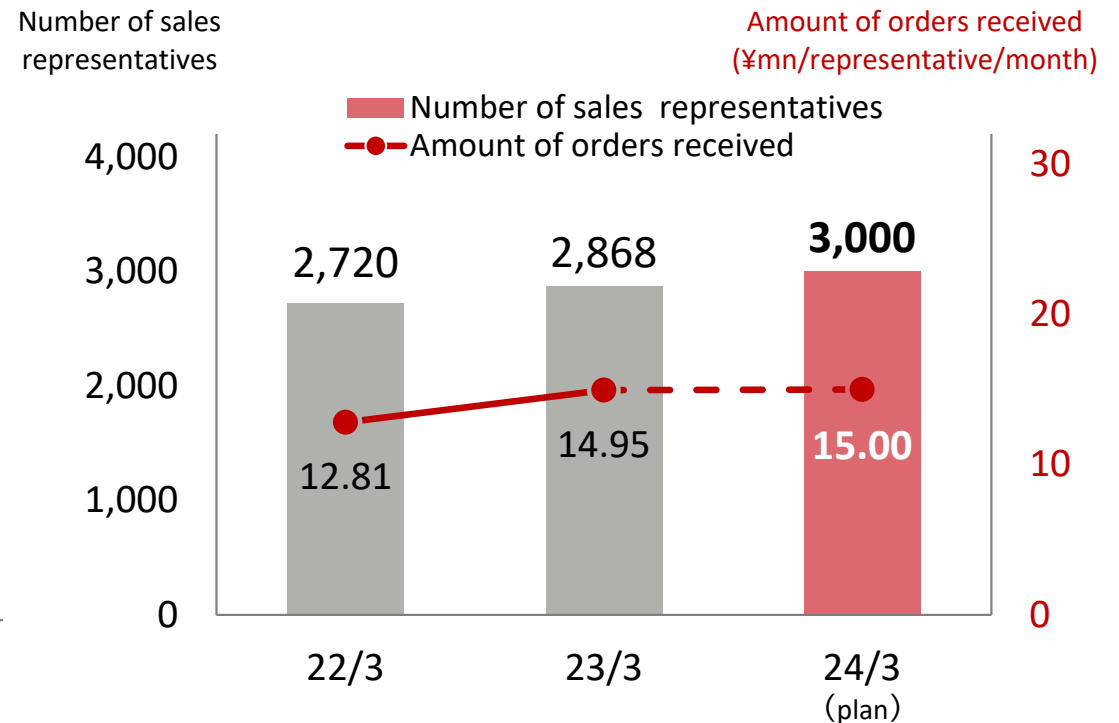
**Amount of orders received per sales representative**

**¥15.00mn/month (+0.05mn YoY)**

■ Amount of orders received



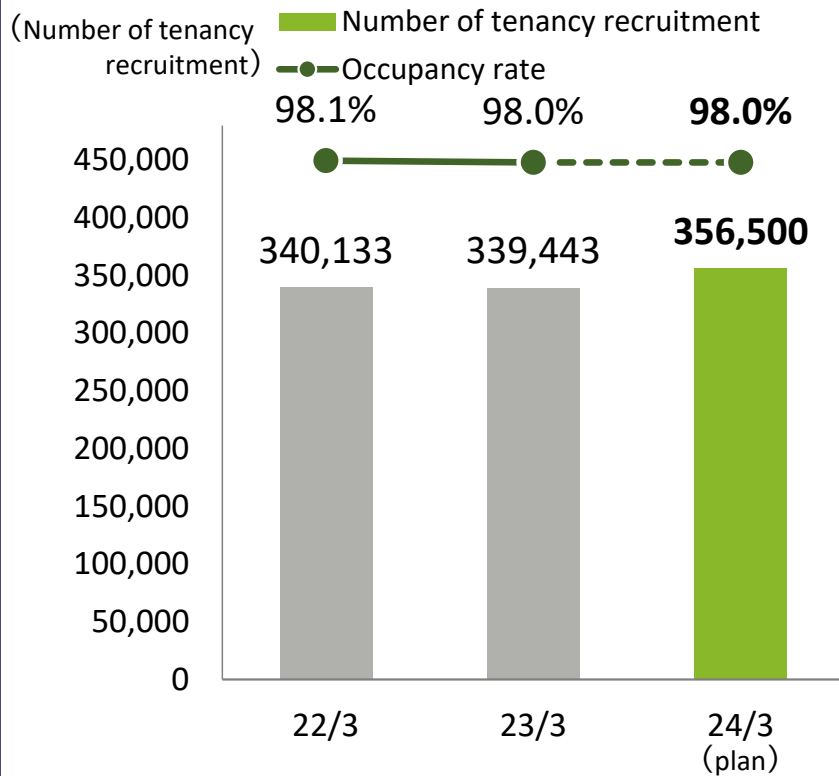
■ Number of sales representatives / Amount of orders received per sales representative



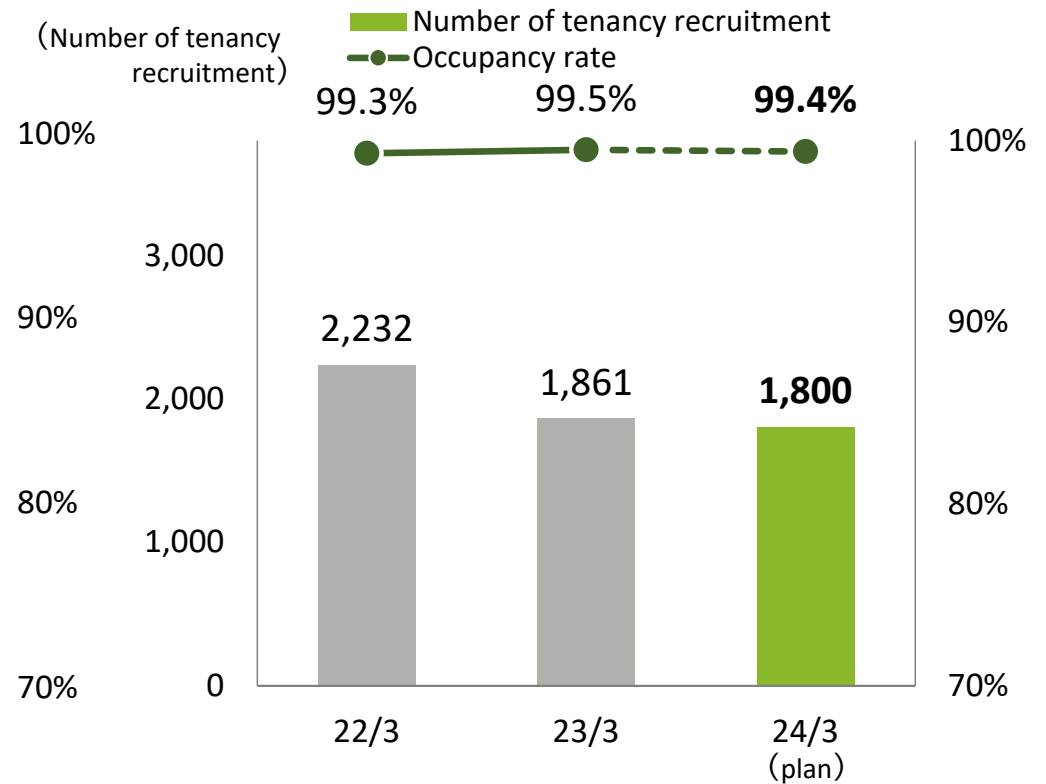
# Forecasts for FY ending in March 2024 (Forecast of tenancy recruitment)

|                                      |                |                    |
|--------------------------------------|----------------|--------------------|
| <b>Number of tenancy recruitment</b> | <b>358,300</b> | <b>(+5.0% YoY)</b> |
| <b>Residential use</b>               | <b>356,500</b> | <b>(+5.0% YoY)</b> |
| <b>Commercial use</b>                | <b>1,800</b>   | <b>(△3.3% YoY)</b> |

## Residential use



## Commercial use



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

# Initiatives for the fiscal year

## <Five initiatives and key points>

|     | Initiatives                            | Key Points  |
|-----|--|---|
| (1) | Expanding the new business             | Strengthen the real estate development department   |
| (2) | Improving order efficiency             | Improve sales efficiency by reducing cancellation rate  |
| (3) | Leveling of construction period        | Control costs and strengthen the system by leveling the number of on-site operations each month             |
| (4) | Eco-friendly rental housing            | Strengthen sales and product development of eco-friendly rental housing such as ZEH (net Zero Energy House) |
| (5) | Securing and retaining human resources | Improve engagement by investing in employees and improving workplaces                                       |

# (1) Expanding the new business

## Strengthen the real estate development department

1.

### Building and land set sales



#### ◆ Set sale of rental housing with land

- Acquirement the land
- +
- Construction of rental housing



Sell to a real estate company/fund



2.

### Renovation and resale



#### ◆ Renovation and resale of rental housing

- Purchasing customer-owned or third-party owned housing
- +
- Renovation



Sell to the customers, etc.



3.

### Non-residential building



#### ◆ Strengthen and expand the Non-residential building areas

- Handling of non-residential buildings such as logistics facilities



Expanding the scope of the construction business



# (2) Improving order efficiency

## Improve sales efficiency by reducing cancellation rate

1.

Contract quality improvement

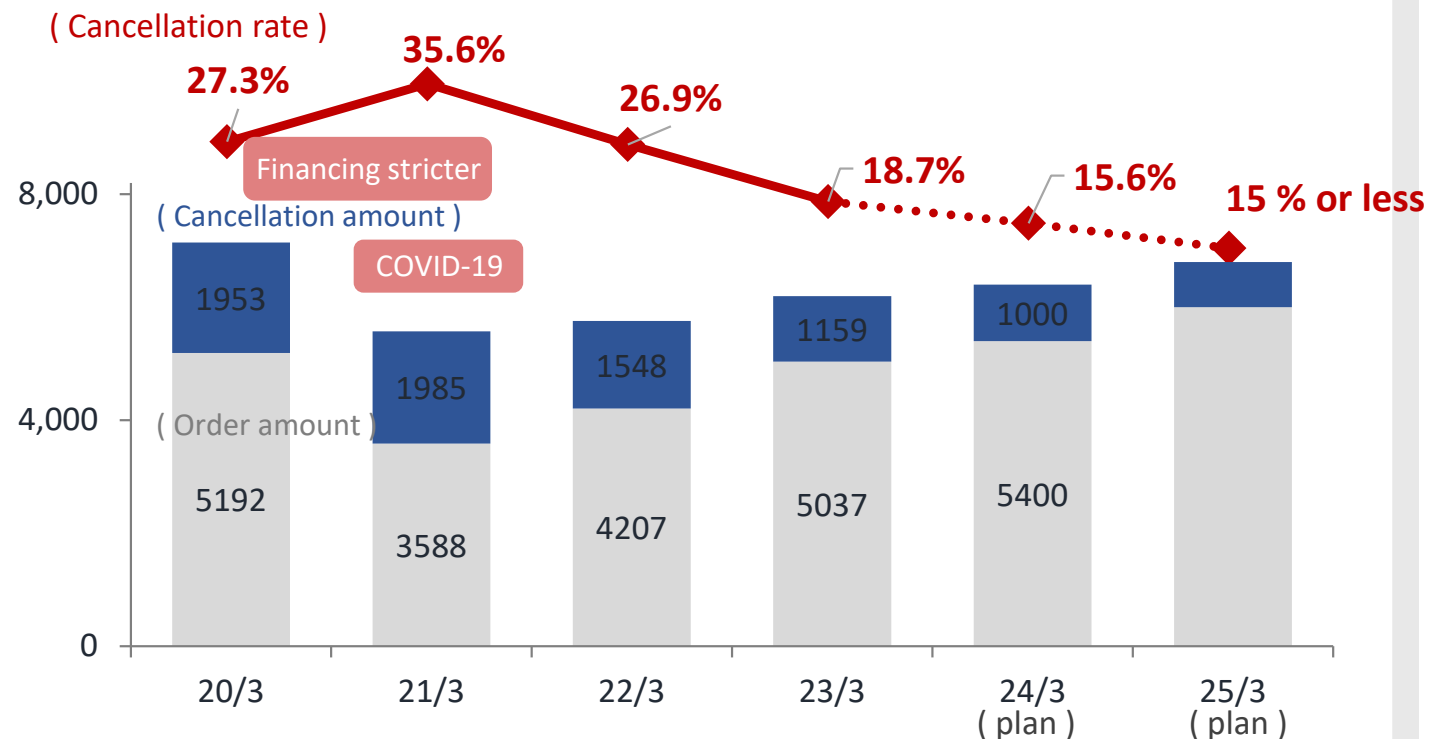


◆ Reduce cancellation rate to 15% or less

- Contract after confirming the loan with the financial institution in advance



Fewer cancellations, less work





# (3) Leveling of construction period

Control costs and strengthen the system by leveling the number of on-site operations

## 1. Leveling of construction period



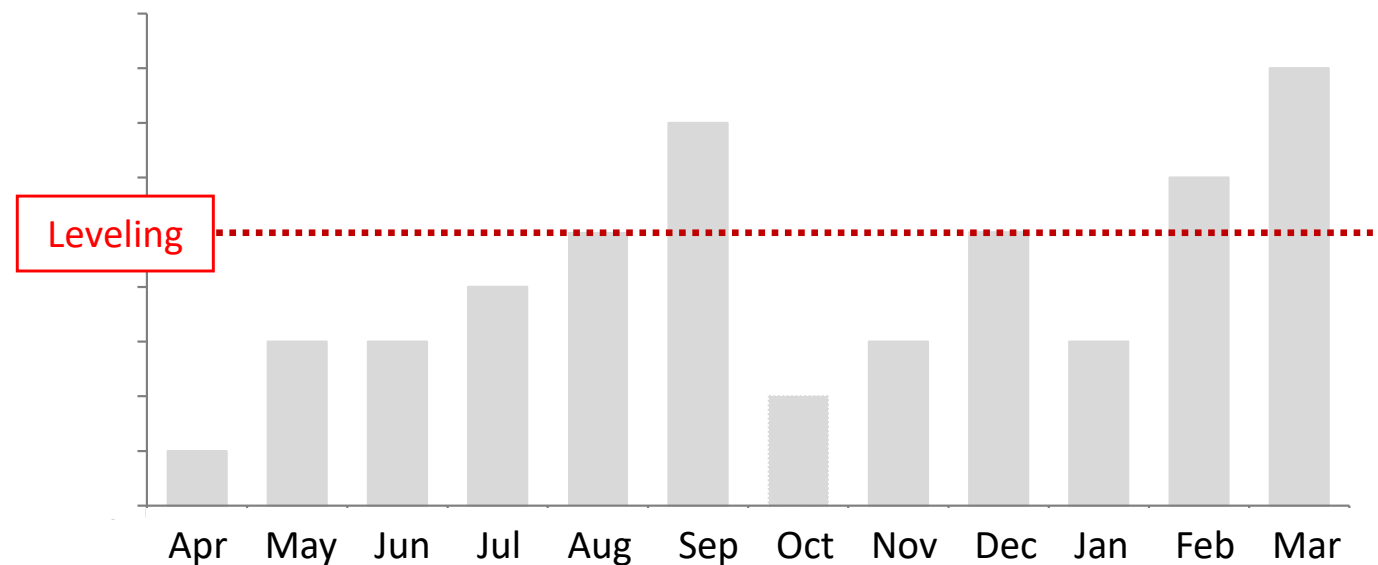
◆ Distribute the construction period that was concentrated during the busy season

- Leveling the construction period to each month in accordance with the completion in September or March



### Securing of construction system, cost control

(Image of Constructikon amount)



# (4) Eco-friendly rental housing

Strengthen sales and product development of eco-friendly rental housing such as ZEH

## 1. Eco-friendly rental housing

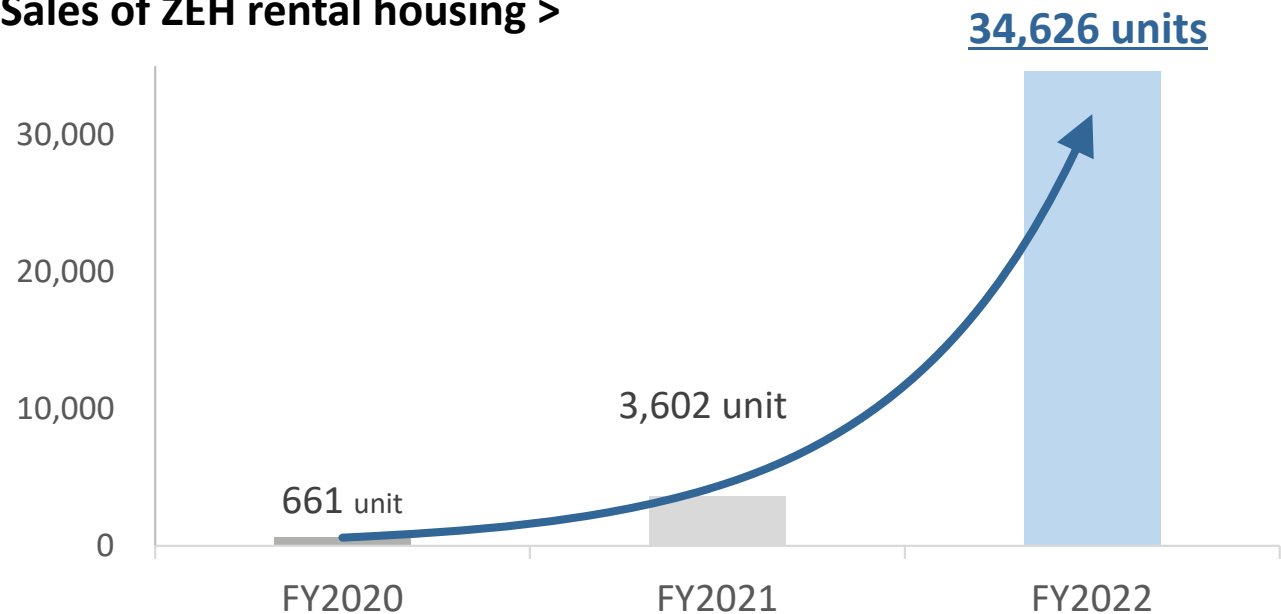


### ◆ New product development and ZEH sales promotion

- Development of Eco-friendly housing
- Strengthen sales of ZEH rental housing



### < Sales of ZEH rental housing >



# (5) Securing and retaining human resources

## Promote employee growth and improve engagement through work style reforms

### 1. Compensation/ Evaluation



- ❑ Review of starting salaries for new graduates recruits and consideration of salary base increases
- ❑ Expansion of commendation system to praise efforts



### 2. Work style reform



- ❑ Continuation of Telework and “Telesato-work” (telework at local areas)
- ❑ Eliminate or reduce conferences and meetings



### 3. Diversity



- ❑ Promoting active participation of women (promoting them to executive and managerial positions)
- ❑ Job change between group companies

### Results of engagement score survey



## IV. Shareholder Return

# Shareholder Return (Annual dividend per share)

## Annual dividend per share in FY23/3

for plan  
**+¥2**

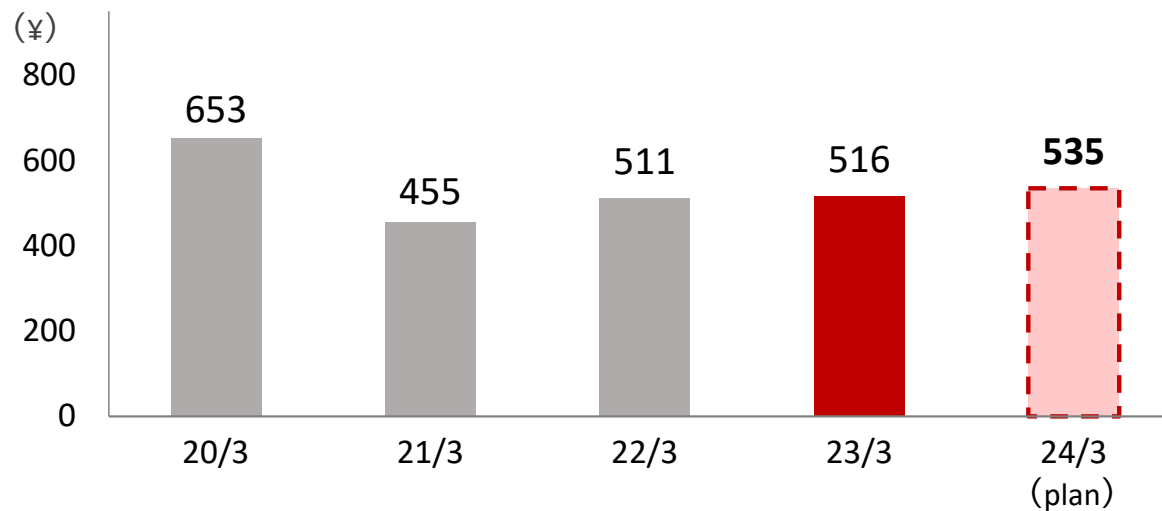
<plan> **¥514**    >    <result> **¥516**    (+ ¥5 YoY)  
(mid ¥257 + end ¥259)

➤➤    **Payout ratio 50% continues**

## Plan in annual dividend per share in FY23/3

<plan> **¥535**    (+ ¥19 YoY)    ➤➤    **Payout ratio 50%**  
(mid ¥267 + end ¥268)

### Annual dividend



## V . Appendix

# Profit & Loss of each segment < FY23/3 >

(¥mn)

| 《 Construction business 》 | 22/3    | 23/3    | YoY    | 24/3(plan) |
|---------------------------|---------|---------|--------|------------|
| Net sales                 | 432,831 | 459,572 | +6.2%  | 460,000    |
| Gross profit              | 106,982 | 98,040  | △8.4%  | 105,000    |
| (Gross profit margin)     | 24.7%   | 21.3%   | △3.4p  | 22.8%      |
| Operating income          | 35,312  | 21,323  | △39.6% | 22,000     |
| (Operating income margin) | 8.2%    | 4.6%    | △3.6p  | 4.8%       |

| 《 Real estate business 》  | 22/3      | 23/3      | YoY   | 24/3(plan) |
|---------------------------|-----------|-----------|-------|------------|
| Net sales                 | 1,064,230 | 1,103,002 | +3.6% | 1,140,000  |
| Gross profit              | 124,084   | 128,546   | +3.6% | 134,000    |
| (Gross profit margin)     | 11.7%     | 11.7%     | ±0.0p | 11.8%      |
| Operating income          | 78,012    | 81,565    | +4.6% | 82,000     |
| (Operating income margin) | 7.3%      | 7.4%      | +0.1p | 7.2%       |

| 《 Other businesses 》      | 22/3   | 23/3   | YoY    | 24/3(plan) |
|---------------------------|--------|--------|--------|------------|
| Net sales                 | 85,941 | 95,051 | +10.6% | 115,000    |
| Gross Profit              | 29,076 | 31,860 | +9.6%  | 36,000     |
| (Gross profit margin)     | 33.8%  | 33.5%  | △0.3p  | 31.3       |
| Operating income          | 14,449 | 15,088 | +4.4%  | 17,000     |
| (Operating income margin) | 16.8%  | 15.9%  | △0.9p  | 14.8%      |

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

(¥mn)

|                          | 22/3           | 23/3           | YoY      | 24/3(plan)     |
|--------------------------|----------------|----------------|----------|----------------|
| <b>Net sales</b>         | <b>437,742</b> | <b>470,003</b> | + 7.4%   | <b>473,000</b> |
| Construction             | 434,458        | 462,695        | + 6.5%   | 460,000        |
| Real estate & others     | 3,284          | 7,308          | + 122.5% | 13,000         |
| <b>Gross profit</b>      | <b>107,631</b> | <b>100,975</b> | △6.2%    | <b>109,000</b> |
| Construction             | 105,760        | 97,079         | △8.2%    | 103,000        |
| Real estate & others     | 1,871          | 3,896          | + 108.2% | 6,000          |
| <b>SG&amp;A expenses</b> | <b>104,758</b> | <b>97,116</b>  | △7.3%    | -              |
| <b>Operating income</b>  | <b>2,873</b>   | <b>3,859</b>   | + 34.3%  | -              |
| <b>Ordinary income</b>   | <b>48,736</b>  | <b>55,820</b>  | + 14.5%  | <b>57,000</b>  |
| <b>Net income</b>        | <b>43,005</b>  | <b>59,219</b>  | + 37.7%  | <b>52,000</b>  |



# Sales structure of real estate business <FY23/3>

(¥mn)

|  | 21/3      |          | 22/3      |          | 23/3             |          |        | 24/3(plan) |
|--|-----------|----------|-----------|----------|------------------|----------|--------|------------|
|  | Amount    | (Ratio)  | Amount    | (Ratio)  | Amount           | (Ratio)  | YoY    | Amount     |
| <b>Lease up of rental housing units<sup>※1</sup></b> | 922,570   | (91.0%)  | 962,662   | (90.5%)  | <b>991,029</b>   | (89.8%)  | +2.9%  | 1,021,500  |
| <b>Building and repairs</b>                          | 30,222    | (3.0%)   | 33,271    | (3.1%)   | <b>36,862</b>    | (3.3%)   | +10.8% | 32,000     |
| <b>Brokerage of rental estate</b>                    | 20,324    | (1.9%)   | 23,633    | (2.2%)   | <b>23,337</b>    | (2.2%)   | △1.3%  | 24,000     |
| <b>Rental guarantee business</b>                     | 16,740    | (1.7%)   | 18,312    | (1.7%)   | <b>19,166</b>    | (1.8%)   | +4.7%  | 20,000     |
| <b>Electricity business</b>                          | 7,526     | (0.7%)   | 7,466     | (0.7%)   | <b>8,672</b>     | (0.8%)   | +16.2% | 10,000     |
| <b>Leasing business<sup>※2</sup></b>                 | 6,744     | (0.7%)   | 6,590     | (0.6%)   | <b>6,930</b>     | (0.6%)   | +5.2%  | 6,500      |
| <b>Others</b>  | 10,133    | (1.0%)   | 12,294    | (1.2%)   | <b>17,002</b>    | (1.5%)   | +38.3% | 26,000     |
| <b>Total</b>   | 1,014,262 | (100.0%) | 1,064,230 | (100.0%) | <b>1,103,000</b> | (100.0%) | +3.6%  | 1,140,000  |

※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               | 23/3         | YoY           | 24/3<br>(plan) | 22/3         | 23/3         | YoY           | 24/3<br>(plan) |
| <b>Net sales</b>        | <b>6,526</b>       | <b>5,460</b> | <b>△16.3%</b> | <b>8,000</b>   | <b>4,868</b> | <b>5,797</b> | <b>+19.1%</b> | <b>6,800</b>   |
| Gross profit            | 417                | 301          | △27.8%        | 500            | 202          | 252          | +24.7%        | 200            |
| SG&A expenses           | 165                | 135          | △18.3%        | 200            | 88           | 93           | +5.5%         | 0              |
| <b>Operating income</b> | <b>252</b>         | <b>166</b>   | <b>△34.0%</b> | <b>200</b>     | <b>113</b>   | <b>158</b>   | <b>+39.6%</b> | <b>100</b>     |
| <b>Ordinary income</b>  | <b>289</b>         | <b>236</b>   | <b>△18.3%</b> | <b>300</b>     | <b>113</b>   | <b>160</b>   | <b>+42.0%</b> | <b>100</b>     |
| <b>Net income</b>       | <b>194</b>         | <b>169</b>   | <b>△13.1%</b> | <b>200</b>     | <b>78</b>    | <b>108</b>   | <b>+39.1%</b> | <b>100</b>     |

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

(¥mn)

| Real estate business    |                        |                  |        |                |                       |               |        |                |
|-------------------------|------------------------|------------------|--------|----------------|-----------------------|---------------|--------|----------------|
|                         | Daito Kentaku Partners |                  |        |                | Daito Kentaku Leasing |               |        |                |
|                         | 22/3                   | 23/3             | YoY    | 24/3<br>(plan) | 22/3                  | 23/3          | YoY    | 24/3<br>(plan) |
| <b>Net sales</b>        | 1,015,870              | <b>1,053,167</b> | +3.7%  | 1,083,200      | <b>30,203</b>         | <b>29,247</b> | △3.2%  | <b>31,000</b>  |
| Gross profit            | 89,492                 | 92,051           | +2.9%  | 95,600         | 13,894                | 13,120        | △5.6%  | 11,900         |
| SG&A expenses           | 25,174                 | 27,867           | +10.7% | 30,800         | 9,736                 | 10,102        | +3.8%  | 10,600         |
| <b>Operating Income</b> | <b>64,317</b>          | <b>64,184</b>    | △0.2%  | <b>64,700</b>  | <b>4,157</b>          | <b>3,018</b>  | △27.4% | <b>1,200</b>   |
| <b>Ordinary income</b>  | <b>65,288</b>          | <b>65,289</b>    | +0.0%  | <b>65,900</b>  | <b>5,305</b>          | <b>3,958</b>  | △25.4% | <b>2,100</b>   |
| <b>Net income</b>       | <b>45,954</b>          | <b>45,997</b>    | +0.1%  | <b>45,600</b>  | <b>3,758</b>          | <b>1,983</b>  | △47.2% | <b>1,200</b>   |

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

(¥mn)

| Real estate business    |               |               |              |                |                |               |               |                |
|-------------------------|---------------|---------------|--------------|----------------|----------------|---------------|---------------|----------------|
|                         | House Leave   |               |              |                | Housecom Group |               |               |                |
|                         | 22/3          | 23/3          | YoY          | 24/3<br>(plan) | 22/3           | 23/3          | YoY           | 24/3<br>(plan) |
| <b>Net sales</b>        | <b>18,312</b> | <b>19,166</b> | <b>+4.7%</b> | <b>19,800</b>  | <b>14,206</b>  | <b>14,200</b> | <b>0.0%</b>   | <b>14,288</b>  |
| Gross profit            | 17,594        | 18,499        | +5.1%        | 19,000         | 13,171         | 12,320        | △1.8%         | –              |
| SG&A expenses           | 4,744         | 4,686         | △1.2%        | 4,900          | 12,753         | 11,927        | △1.6%         | –              |
| <b>Operating income</b> | <b>12,849</b> | <b>13,813</b> | <b>+7.5%</b> | <b>14,100</b>  | <b>418</b>     | <b>393</b>    | <b>△5.9%</b>  | <b>462</b>     |
| <b>Ordinary income</b>  | <b>12,860</b> | <b>13,823</b> | <b>+7.5%</b> | <b>14,100</b>  | <b>614</b>     | <b>619</b>    | <b>+0.8%</b>  | <b>646</b>     |
| <b>Net income</b>       | <b>8,926</b>  | <b>9,534</b>  | <b>+6.8%</b> | <b>9,700</b>   | <b>372</b>     | <b>329</b>    | <b>△11.7%</b> | <b>389</b>     |

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

(¥mn)

| Other businesses (Financial business) |               |              |               |                |              |              |               |                |               |               |               |                |
|---------------------------------------|---------------|--------------|---------------|----------------|--------------|--------------|---------------|----------------|---------------|---------------|---------------|----------------|
|                                       | Daito Finance |              |               |                | House Guard  |              |               |                | D.T.C         |               |               |                |
|                                       | 22/3          | 23/3         | YoY           | 24/3<br>(plan) | 22/3         | 23/3         | YoY           | 24/3<br>(plan) | 22/3          | 23/3          | YoY           | 24/3<br>(plan) |
| <b>Net sales</b>                      | <b>2,159</b>  | <b>2,310</b> | <b>+7.0%</b>  | <b>2,200</b>   | <b>4,664</b> | <b>5,304</b> | <b>+13.7%</b> | <b>5,500</b>   | <b>16,969</b> | <b>18,228</b> | <b>+7.4%</b>  | <b>18,400</b>  |
| Gross profit                          | 1,633         | 1,777        | +8.8%         | 1,700          | 2,034        | 2,156        | +6.0%         | 2,400          | 1,391         | 1,698         | +22.1%        | 1,400          |
| SG&A expenses                         | 290           | 254          | △12.3%        | 200            | 1,441        | 1,510        | +4.8%         | 1,700          | 27            | 32            | +15.8%        | 0              |
| <b>Operating income</b>               | <b>1,343</b>  | <b>1,522</b> | <b>+13.3%</b> | <b>1,400</b>   | <b>592</b>   | <b>646</b>   | <b>+9.1%</b>  | <b>600</b>     | <b>1,363</b>  | <b>1,666</b>  | <b>+22.2%</b> | <b>1,400</b>   |
| <b>Ordinary income</b>                | <b>894</b>    | <b>1,563</b> | <b>+74.8%</b> | <b>1,900</b>   | <b>592</b>   | <b>646</b>   | <b>+9.1%</b>  | <b>600</b>     | <b>1,365</b>  | <b>1,667</b>  | <b>+22.1%</b> | <b>1,400</b>   |
| <b>Net income</b>                     | <b>621</b>    | <b>1,084</b> | <b>+74.4%</b> | <b>1,300</b>   | <b>410</b>   | <b>455</b>   | <b>+11.0%</b> | <b>400</b>     | <b>1,365</b>  | <b>1,667</b>  | <b>+22.1%</b> | <b>1,400</b>   |

# 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          | 23/3          | YoY           | 24/3<br>(plan) | 22/3          | 23/3          | YoY           | 24/3<br>(plan) | 22/3          | 23/3          | YoY           | 24/3<br>(plan) |
| <b>Net sales</b>   | <b>35,158</b> | <b>38,924</b> | <b>+10.7%</b> | <b>42,000</b>  | <b>14,873</b> | <b>15,021</b> | <b>+1.0%</b>  | <b>15,900</b>  | <b>19,795</b> | <b>20,171</b> | <b>+1.9%</b>  | <b>26,300</b>  |
| Gross profit   | 16,348        | 17,866        | +9.3%         | 19,400         | 1,618         | 1,384         | △14.4%        | 1,400          | 3,132         | 3,696         | +18.0%        | 4,100          |
| SG&A expenses  | 8,562         | 9,031         | +5.5%         | 10,000         | 1,369         | 1,300         | △5.0%         | 1,100          | 2,384         | 2,680         | +12.4%        | 3,100          |
| <b>Operating income</b>  | <b>7,786</b>  | <b>8,835</b>  | <b>+13.5%</b> | <b>9,400</b>   | <b>249</b>    | <b>83</b>     | <b>△66.3%</b> | <b>300</b>     | <b>747</b>    | <b>1,015</b>  | <b>+35.8%</b> | <b>1,000</b>   |
| <b>Ordinary income</b>   | <b>7,158</b>  | <b>8,069</b>  | <b>+12.7%</b> | <b>8,500</b>   | <b>215</b>    | <b>58</b>     | <b>△72.8%</b> | <b>200</b>     | <b>782</b>    | <b>1,003</b>  | <b>+28.2%</b> | <b>1,000</b>   |
| <b>Net income</b>  | <b>4,996</b>  | <b>5,412</b>  | <b>+8.3%</b>  | <b>5,900</b>   | <b>227</b>    | <b>32</b>     | <b>△85.5%</b> | <b>100</b>     | <b>432</b>    | <b>661</b>    | <b>+71.4%</b> | <b>700</b>     |

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

(¥mn)

| Other businesses (Overseas business) |   |              |                |                |  |              |                |                |
|--------------------------------------|---|--------------|----------------|----------------|--|--------------|----------------|----------------|
|                                      | DAITO ASIA DEVELOPMENT<br>(MALAYSIA) SDN.BHD. |              |                |                | DAITO ASIA DEVELOPMENT<br>(MALAYSIA) II SDN.BHD. |              |                |                |
|                                      | 22/3  | 23/3         | YoY            | 24/3<br>(plan) | 22/3   | 23/3         | YoY            | 24/3<br>(plan) |
| <b>Net sales</b>                     | <b>480</b>                                    | <b>2,067</b> | <b>+330.0%</b> | <b>3,000</b>   | <b>880</b>                                       | <b>3,242</b> | <b>+268.0%</b> | <b>4,200</b>   |
| Gross profit                         | △312  | 630          | -              | 1,300          | △230   | 1,137        | -              | 1,800          |
| SG&A expenses                        | 442   | 829          | +87.5%         | 1,000          | 676  | 1,147        | +69.5%         | 1,400          |
| <b>Operating Income</b>              | <b>△754</b>                                   | <b>△199</b>  | -              | <b>200</b>     | <b>△907</b>                                      | <b>△9</b>    | -              | <b>400</b>     |
| <b>Ordinary income</b>               | <b>△993</b>                                   | <b>△681</b>  | -              | <b>△200</b>    | <b>△1,165</b>                                    | <b>△528</b>  | -              | <b>0</b>       |
| <b>Net income</b>                    | <b>△993</b>                                   | <b>△337</b>  | -              | <b>△200</b>    | <b>△954</b>                                      | <b>△186</b>  | -              | <b>0</b>       |

# Amount of orders received, and amount from construction completed

## ■ Amount of orders received (¥mn)

|                             | 21/3    | 22/3    | 23/3           | YoY    | 24/3(plan) |
|-----------------------------|---------|---------|----------------|--------|------------|
| <b>Residential use</b>      | 303,902 | 366,883 | <b>449,966</b> | +22.6% | 490,800    |
| <b>Rental housing</b>       | 301,362 | 365,252 | <b>447,319</b> | +22.5% | 487,900    |
| <b>Detached housing</b>     | 2,540   | 1,631   | <b>2,647</b>   | +62.3% | 2,900      |
| <b>Commercial use</b>       | 11,781  | 10,938  | <b>7,518</b>   | △31.3% | 8,200      |
| <b>Building and repairs</b> | 43,116  | 42,932  | <b>46,285</b>  | +7.8%  | 41,000     |
| <b>Total</b>                | 358,801 | 420,754 | <b>503,770</b> | +19.7% | 540,000    |

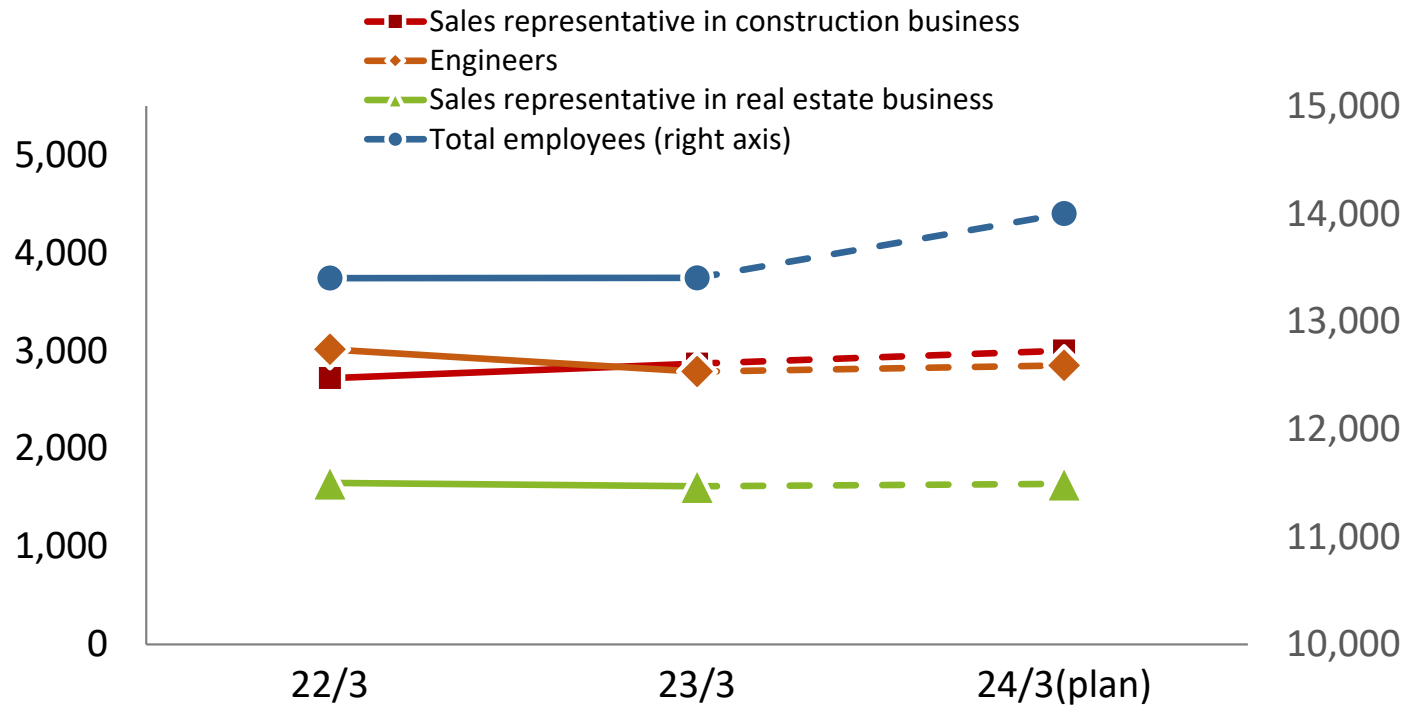
## ■ Net income from completed construction (¥mn)

|                             | 21/3    | 22/3    | 23/3           | YoY     | 24/3(plan) |
|-----------------------------|---------|---------|----------------|---------|------------|
| <b>Residential use</b>      | 383,554 | 412,877 | <b>436,918</b> | + 5.8%  | 439,000    |
| <b>Rental housing</b>       | 381,219 | 410,097 | <b>434,625</b> | + 6.0%  | 436,600    |
| <b>Detached housing</b>     | 2,335   | 2,780   | <b>2,292</b>   | △17.5%  | 2,400      |
| <b>Commercial use</b>       | 6,316   | 10,088  | <b>12,062</b>  | + 19.6% | 9,000      |
| <b>Building and repairs</b> | 42,061  | 43,136  | <b>47,453</b>  | + 10.0% | 44,000     |
| <b>Total</b>                | 431,932 | 466,102 | <b>496,434</b> | + 6.5%  | 492,000    |



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

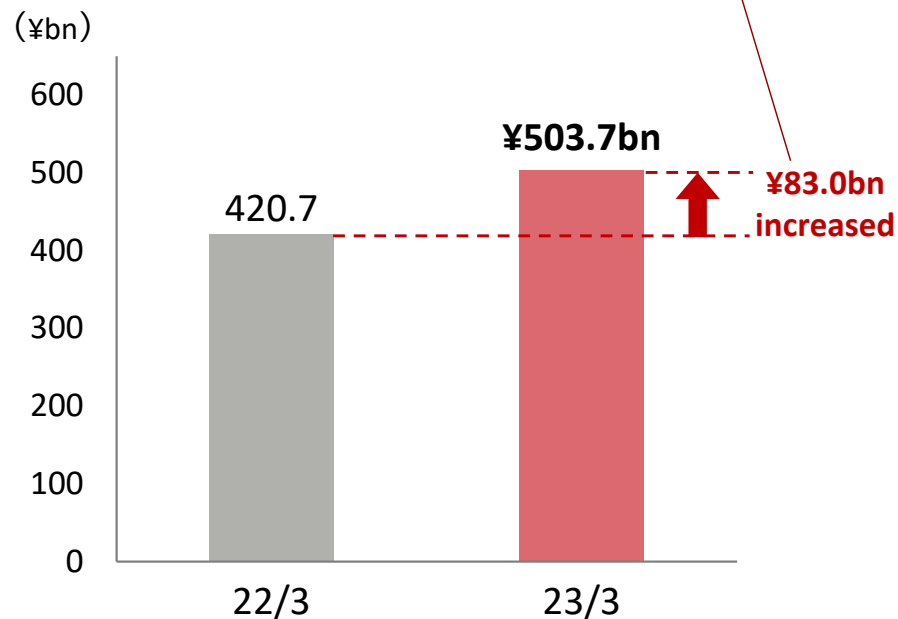
|   | 22/3   | 23/3          | YoY  | 24/3(plan) |
|---|--------|---------------|------|------------|
| Total employees                               | 13,402 | <b>13,406</b> | +2   | 14,000     |
| Sales representative in construction business | 2,720  | <b>2,868</b>  | +148 | 3,000      |
| Engineers                                     | 3,014  | <b>2,787</b>  | △277 | 2,850      |
| Sales representative in real estate business  | 1,650  | <b>1,616</b>  | △34  | 1,640      |



# Orders received compared with FY22/3

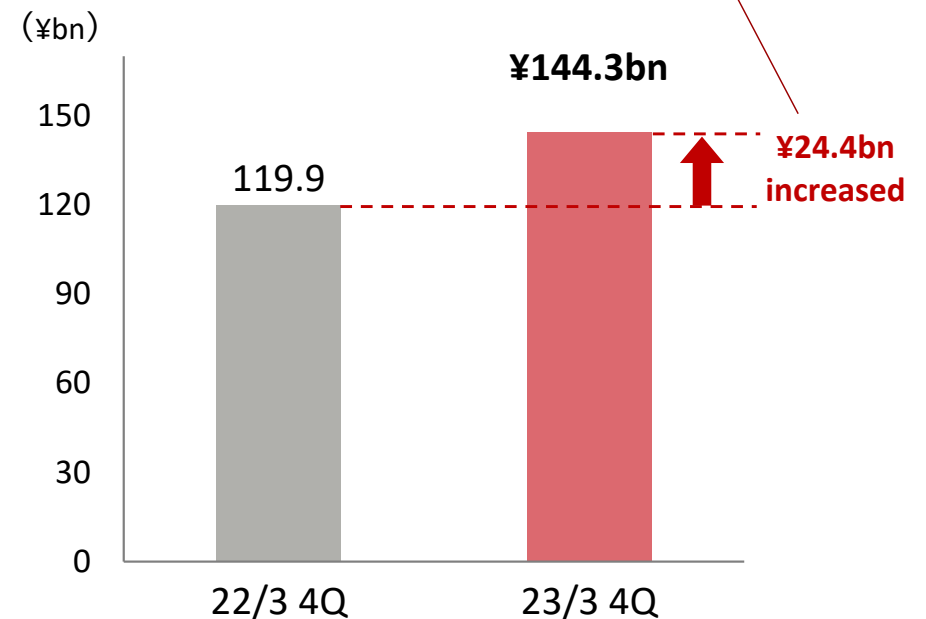
## Full-year comparison

- ① **Number of orders (project)**  $\Delta$ ¥25.7bn  
(4,751 → 4,513)
- ② **Per project price** **+¥51.3bn**  
(¥107.98mn/project → ¥119.37mn/project)
- ③ **Cancellation** **+¥38.8bn**  
(26.9% → 18.7%)
- ④ **Building & repairs** **+¥18.4bn**  
(¥62.5bn → ¥81.0bn)

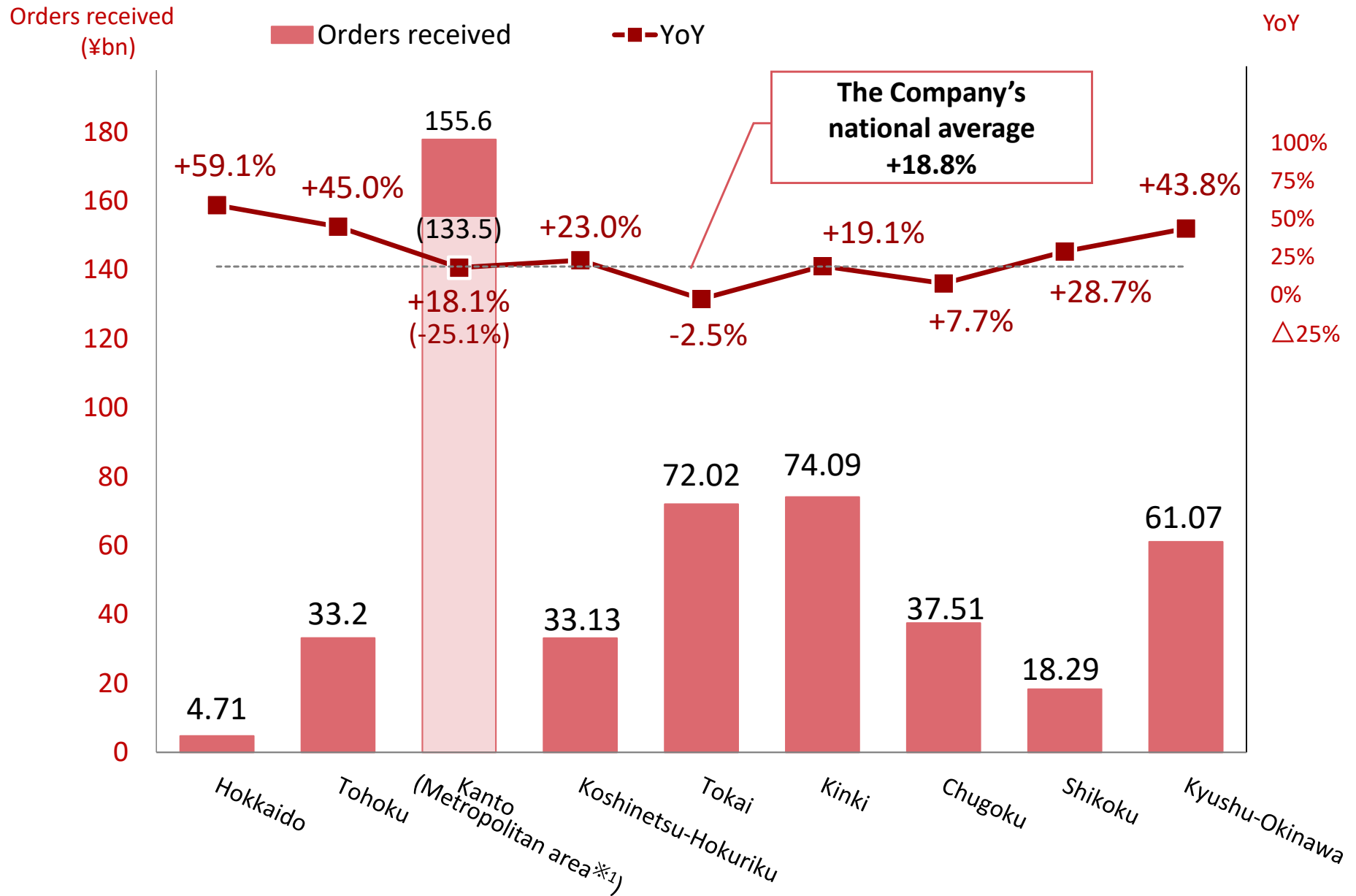


## 4Q comparison

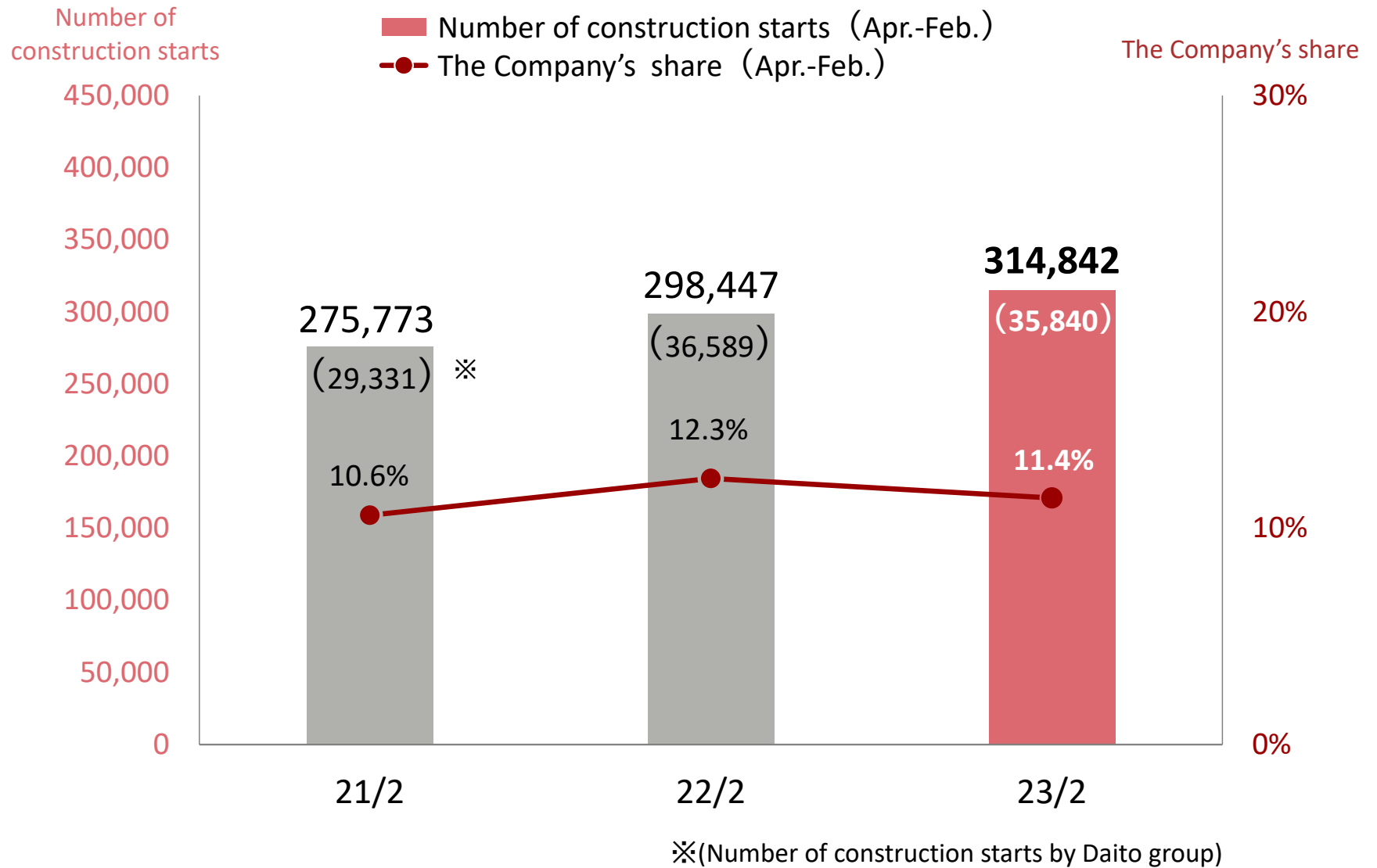
- ① **Number of orders (project)**  $\Delta$ ¥7.7bn  
(1,192 → 1,124)
- ② **Per project price** **+¥13.2bn**  
(¥113.68mn/project → ¥125.49mn/project)
- ③ **Cancellation** **+¥8.1bn**  
(22.1% → 15.1%)
- ④ **Building & repairs** **+¥10.6bn**  
(¥18.3bn → ¥29.0bn)



# Amount of orders received in each region

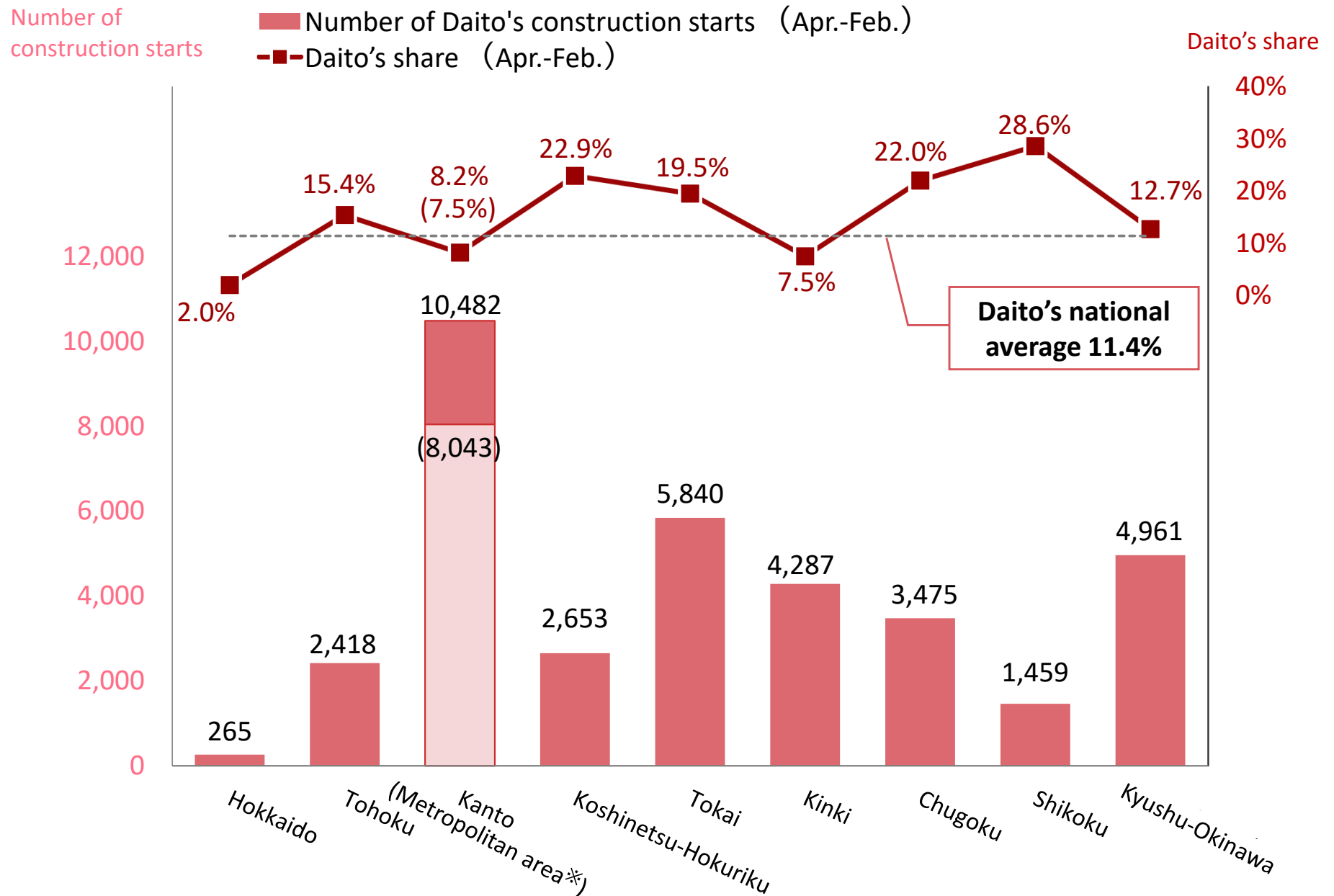


# Number of construction starts & Daito's share <YoY>



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

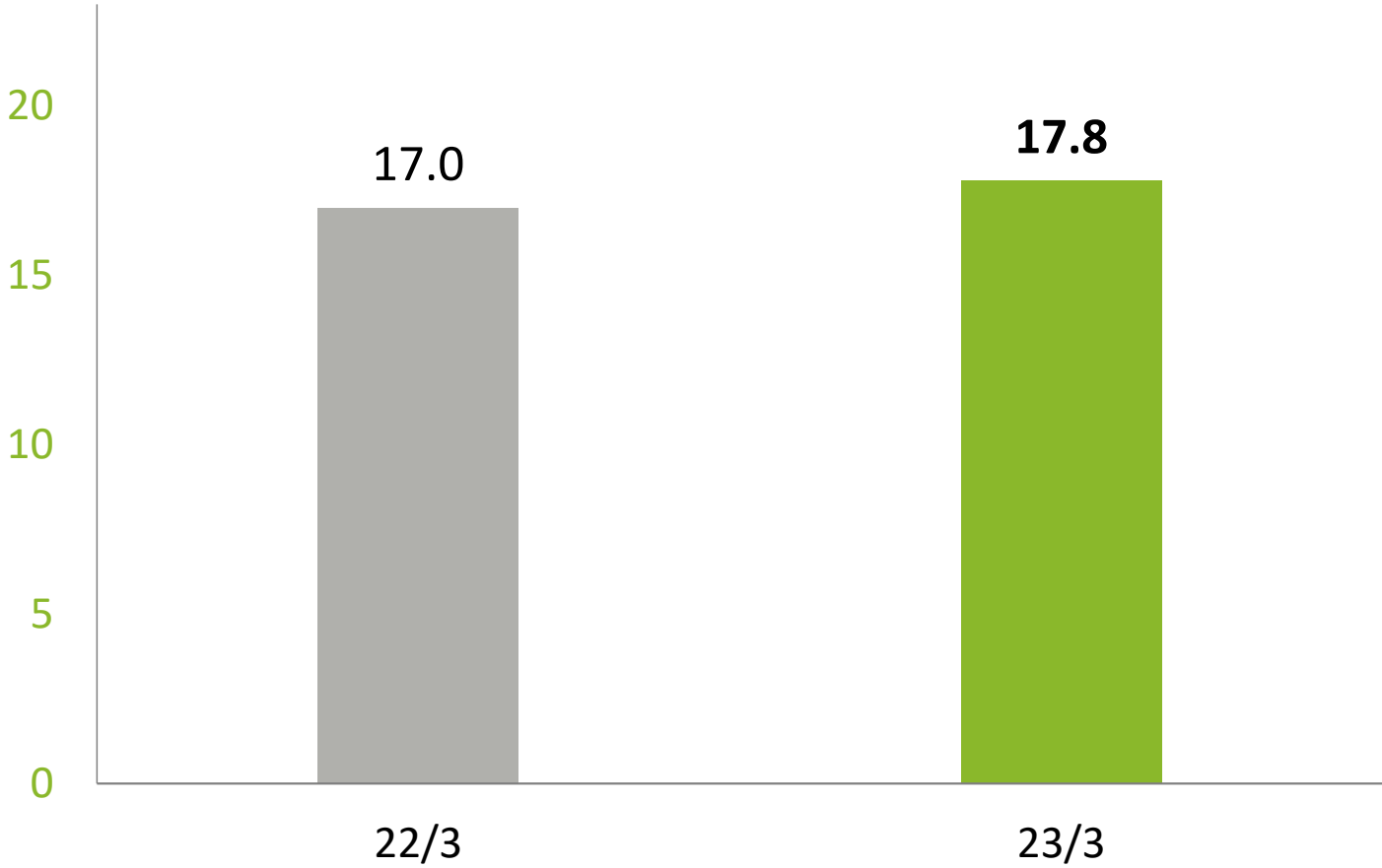
# Number of Daito's construction starts in each region & Daito's share



\* Metropolitan area ... Tokyo, Kanagawa, Chiba, Saitama Prefecture

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

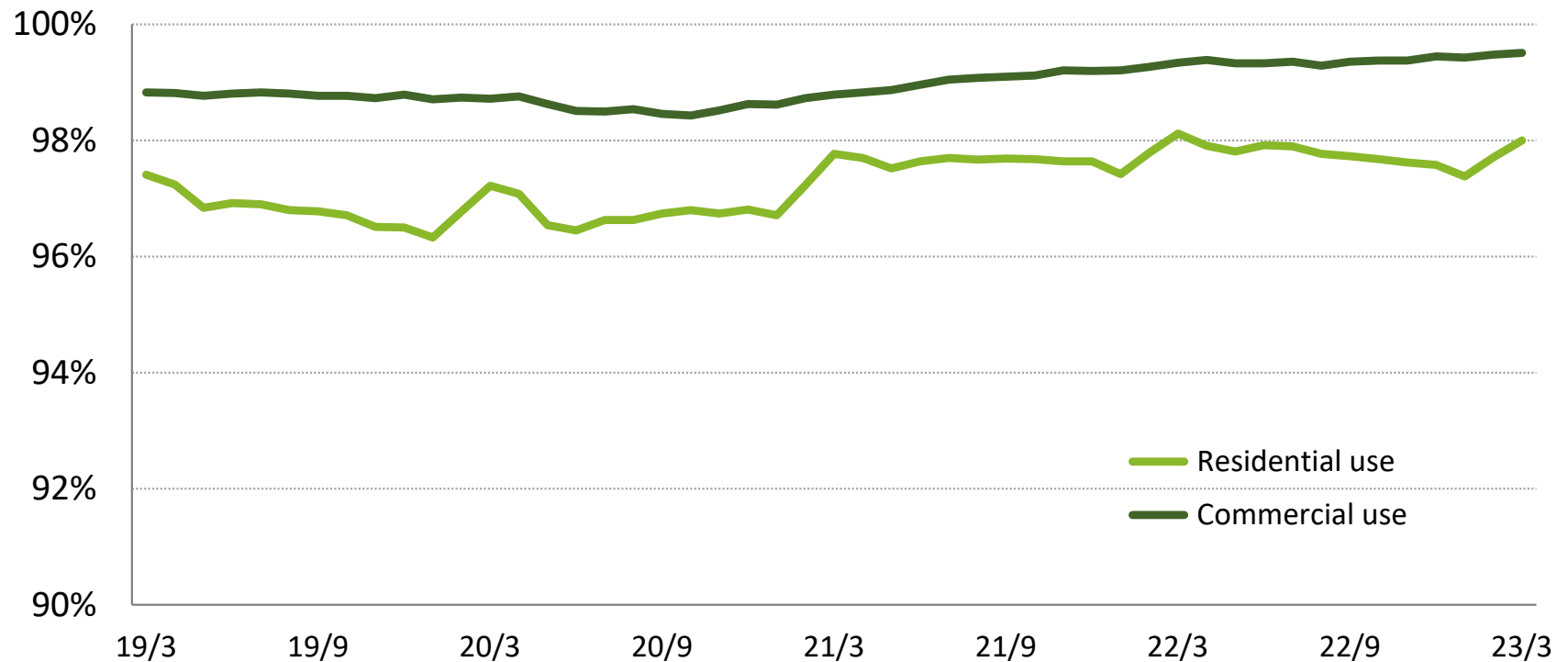
Number of tenant recruitment  
/ representatives / month



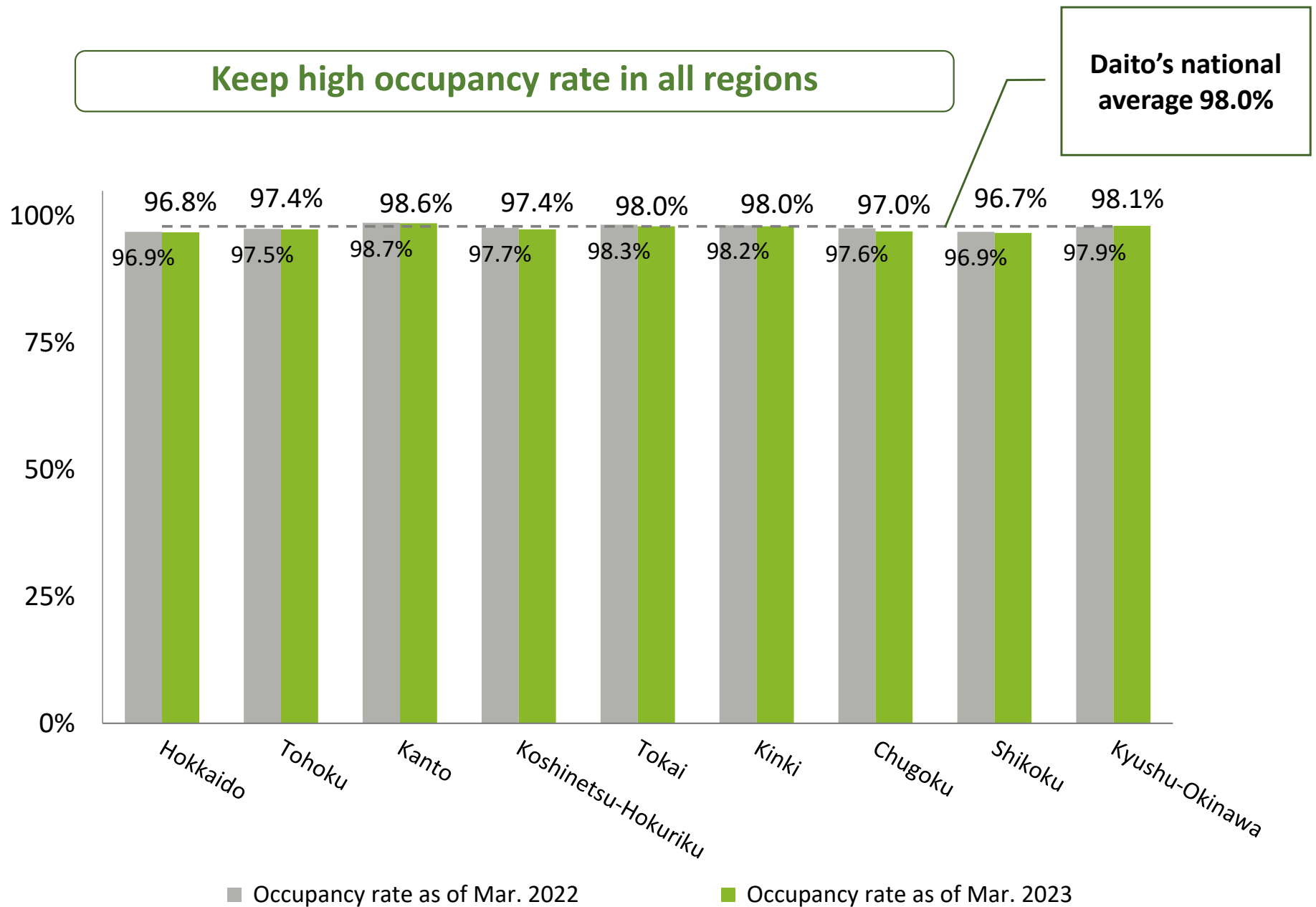
# Transition of rent-based occupancy rate

| Rent-based occupancy rate | 19/3  | 20/3  | 21/3  | 22/3  | 23/3  | YoY   |
|---------------------------|-------|-------|-------|-------|-------|-------|
| Residential use (%)       | 97.4% | 97.2% | 97.8% | 98.1% | 98.0% | △0.1p |
| Commercial use (%)        | 98.8% | 98.7% | 98.8% | 99.3% | 99.5% | +0.2p |

Rent-based occupancy rate



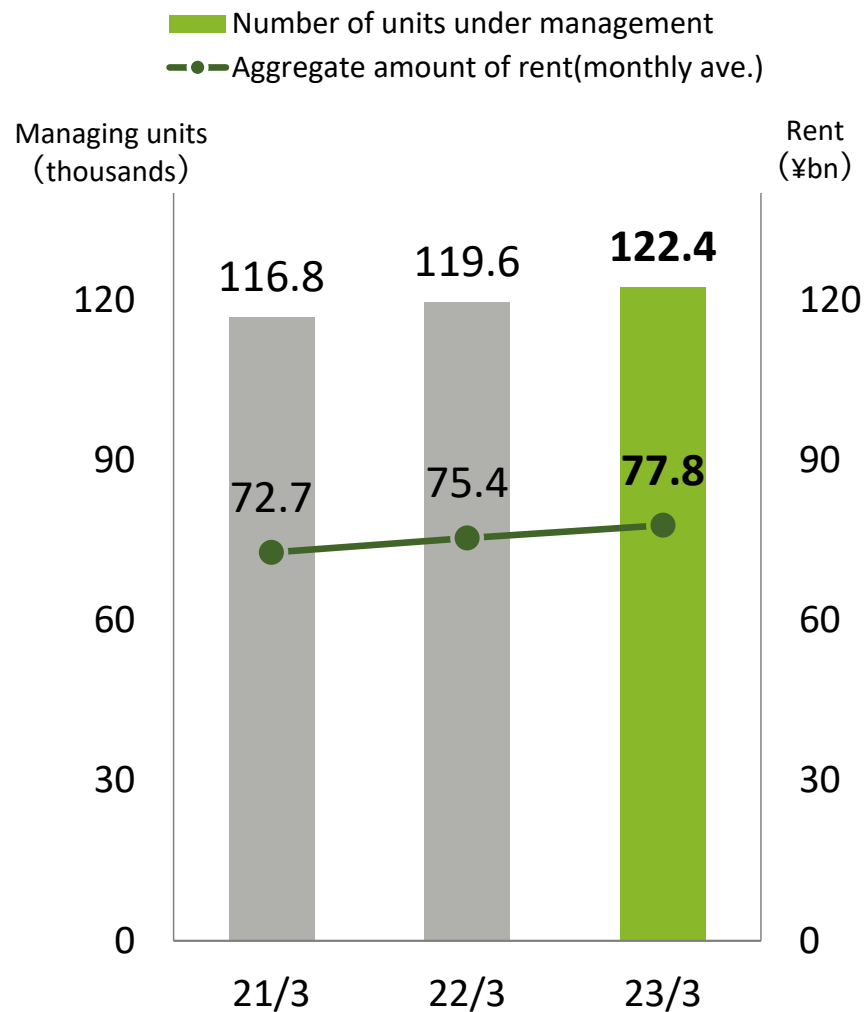
# Rent-based occupancy rate in each region (as of Mar. : Residential use)



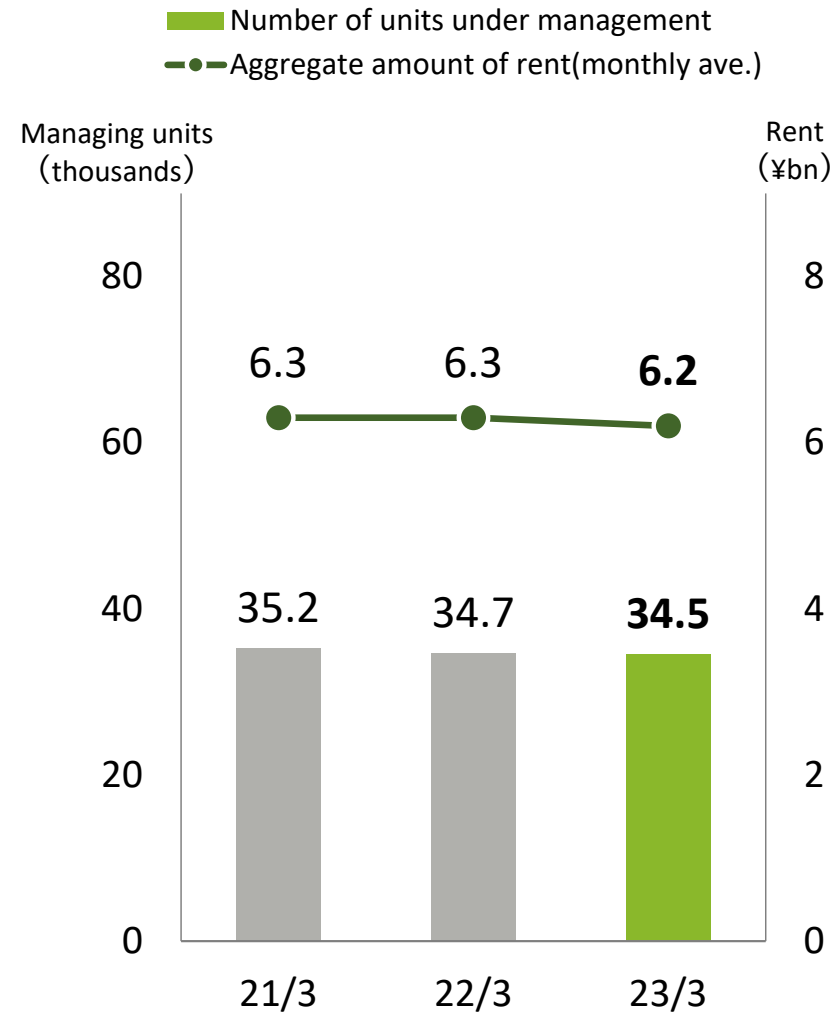


# Number of units under management & aggregate amount of rent

## Residential use

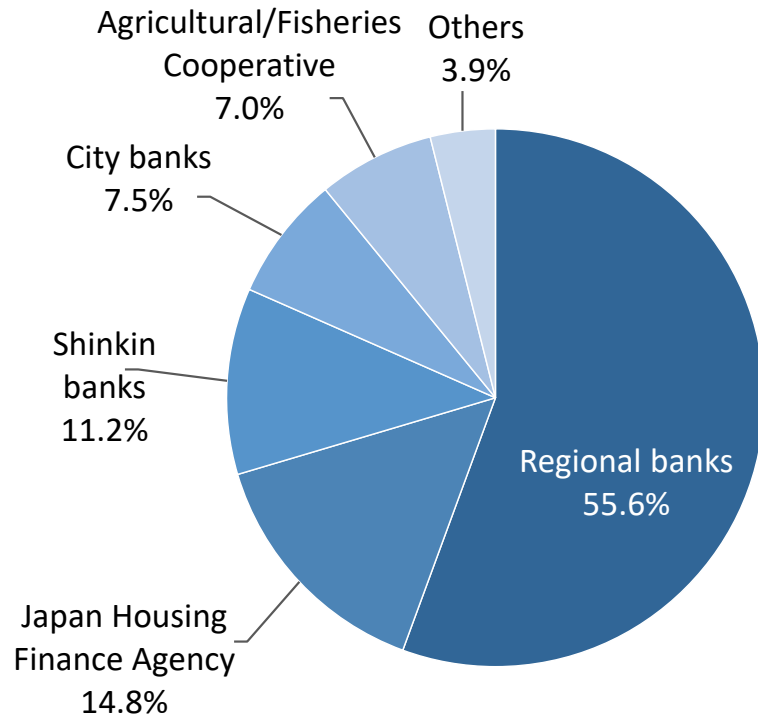


## Commercial use



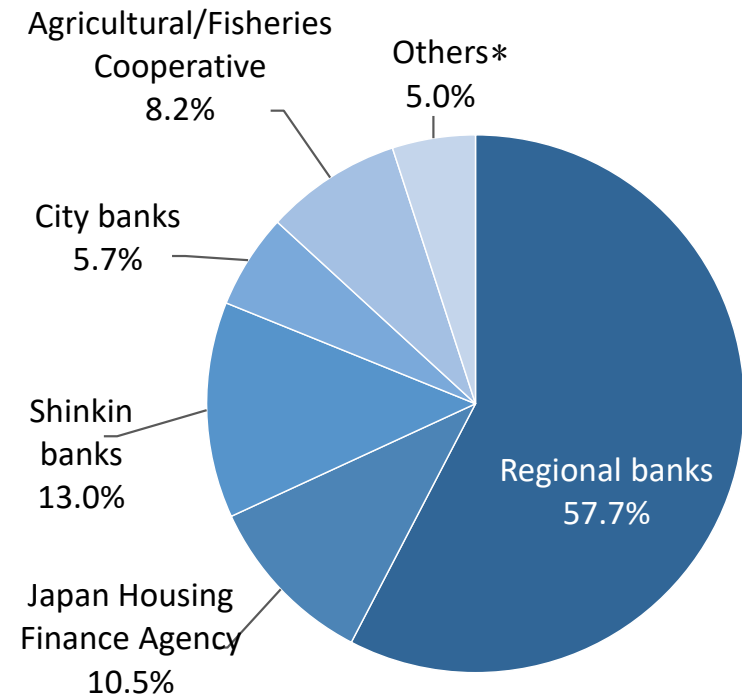
# Customer's funds route

FY22/3



Total amount  
¥737.5bn

FY23/3



Total amount  
¥692.8bn

\*Others...net-bank, life insurer, etc.

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