

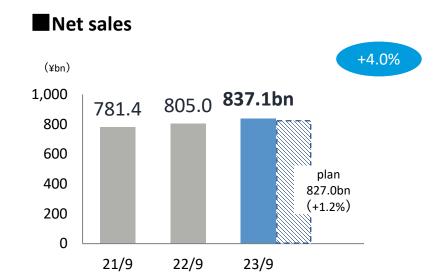
Report on Settlement of 2Q ending March 31, 2024

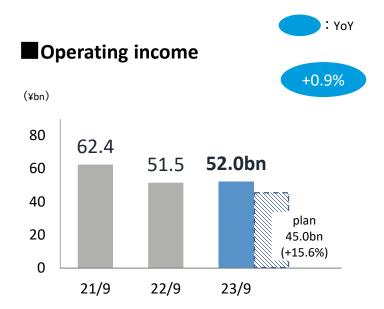
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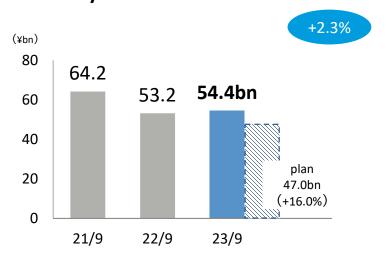
I . Results in 2Q of FY ending March 31, 2024

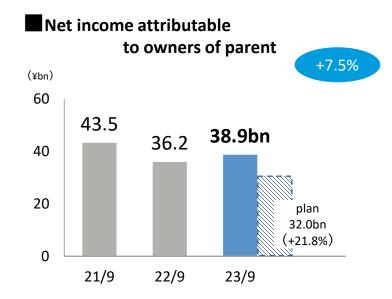
PL (Consolidated PL)





■Ordinary income





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

■ Major factors of fluctuation (Operating income +¥0.5bn)

Gross profit on completed construction contracts <+¥6.4bn>	 Increase in completed construction (¥213.1bn → ¥230.0bn) Increase in gross profit margin (21.4% → 22.6%) 	+¥3.60bn +¥2.81bn
Gross profit on real estate business $< \triangle $ ¥1.3bn $>$	 Decrease in profit from whole-building lease business Increase in profit from real estate brokerage business Increase in profit from guarantee business Decrease in restoration to original condition or repairing construction Increase in profit from the other businesses 	\triangle \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Gross profit on the other businesses <+\\\2.8bn>	 Increase in profit from overseas hotel business Increase in profit from gas business Increase in profit from investment condominium business (INVALANCE Ltd.,) Increase in profit from renovation and resale business Decrease in profit from the other businesses 	+¥0.91bn +¥1.48bn +¥0.51bn +¥0.35bn △¥0.41bn
SG&A expenses <∆¥7.4bn>	 Increase in personnel expenses Increase in advertising & general publicity expenses Increase in recruitment fee / training fee Increase in the other expenses 	\triangle ¥5.32bn \triangle ¥0.58bn \triangle ¥0.21bn \triangle ¥1.33bn

■ Major factors of fluctuation (Operating income +¥7.0bn)

Gross profit on completed construction contracts <+¥5.4bn>	 Increase in completed construction (¥214.2bn → ¥230.0bn) Increase in gross profit margin (21.7% → 22.6%) 	+¥3.43bn +¥2.02bn
Gross profit on real estate business <∆¥3.1bn>	 Decrease in profit from whole-building lease business Decrease in profit from real estate brokerage business Decrease in profit from guarantee business Decrease in restoration to original condition or repairing construction 	\triangle ¥2.21bn \triangle ¥0.24bn \triangle ¥0.15bn \triangle ¥0.57bn
Gross profit on the other businesses <+\frac{+\frac{1.0bn}{}}{}	 Increase in profit from gas business Increase in profit from nursing care / nursery school business Increase in profit from investment condominium business (INVALANCE Ltd.,) Increase in profit from overseas hotel business 	+¥0.29bn +¥0.05bn +¥0.36bn +¥0.28bn
SG&A expenses <+¥3.6bn>	 Decrease in personnel expenses Decrease in advertising & general publicity expenses Decrease in the other expenses 	+¥1.52bn +¥0.51bn +¥1.66bn

Profit & Loss by segment (Construction business-1)

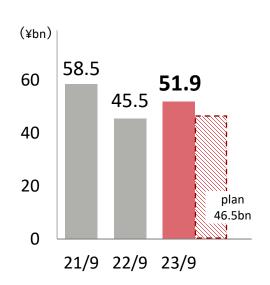
(¥	b	n)
•	•	~	٠.	•

	2022/9	2023/9	(YoY)
Net sales	213.1	230.0	(+7.9%)
Gross profit	45.5	51.9	(+14.1%)
Operating income	8.0	9.0	(+11.8%)

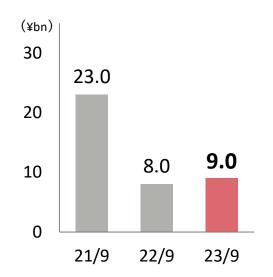
■ Net sales

(¥bn) Under construction 300 Contruction completed 211.6 213.1 230.0 200 13.6 10.8 24.1 100 197.9 202.2 205.8 plan 214.2bn 0 21/9 22/9 23/9

■Gross profit



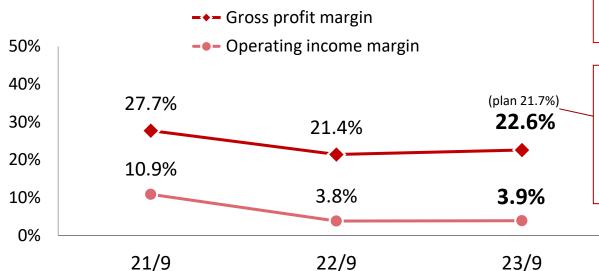
■Operating income



Profit & Loss by segment (Construction business-2)

	2022/9	2023/9	(YoY)
Gross profit margin	21.4%	22.6%	(+1.2p)
Operating income margin	3.8%	3.9%	(+0.1p)

■Gross profit margin / Operating income margin



Major breakdown of the variance (+1.2p YoY)

- (1)Price revision +3.2p②Labor cost △1.3p
- ③Material cost △2.6p
- 4 Exchange +1.9p

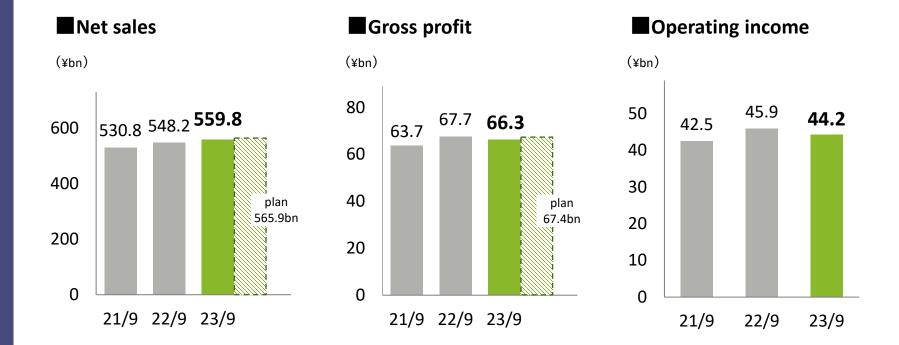
Major breakdown of the variance (+0.9p)

- (1)Price revision +0.2p ②Labor cost $\pm 0.0p$
- ③Material cost $\pm 0.0p$
- 4 Exchange +0.7p

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

	2022/9	2023/9	(YoY)
Net sales	548.2	559.8	(+2.1%)
Gross profit	67.7	66.3	(△2.0%)
Operating income	45.9	44.2	(△3.9%)

(¥bn)



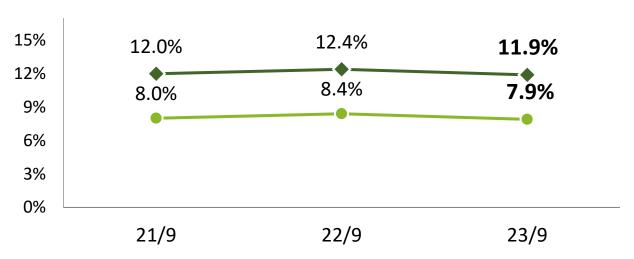
Profit & Loss by segment (Real estate business-2)

	2022/9	2023/9	(YoY)
Gross profit margin	12.4%	11.9%	(△0.5p)
Operating income margin	8.4%	7.9%	(△0.5p)

■Gross profit margin / Operating income margin



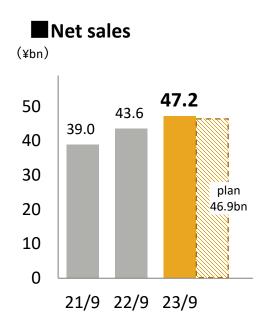
--- Operating income margin

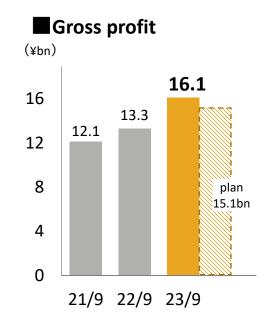


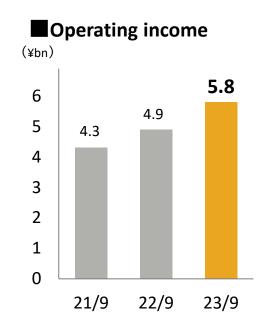
Profit & Loss by segment (Other businesses)

(¥bn)

	2022/9	2023/9	(YoY)
Net sales	43.6	47.2	(+8.2%)
Gross profit	13.3	16.1	(+21.4%)
Operating income	4.9	5.8	(+17.5%)







Profit & Loss (Selling, general and administrative expenses)

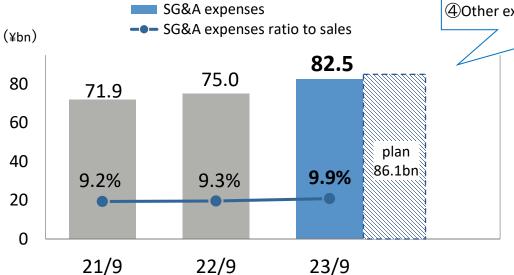
	_
oY)	
+9 9%)	

(¥bn)

	2022/9	2023/9	(YoY)
SG&A expenses	75.0	82.5	(+9.9%)
SG&A expenses ratio to sales	9.3%	9.9%	[+0.6p]

[] : Difference from same period in previous year

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



Major breakdown of the variance (+¥7.4bn YoY)

- (1)Labor cost +¥5.3bn
- 2 Advertising & general publicity expenses

40%

- 3 Recruitment and training expenses
- **4**Other expenses

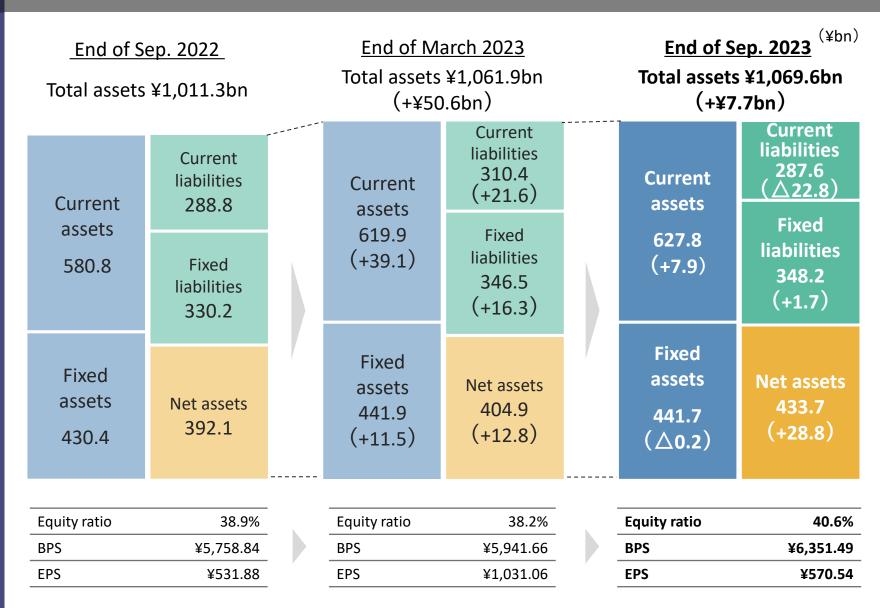
+¥1.3bn

+¥0.5bn

+¥0.2bn

30% 20% 10% 0%

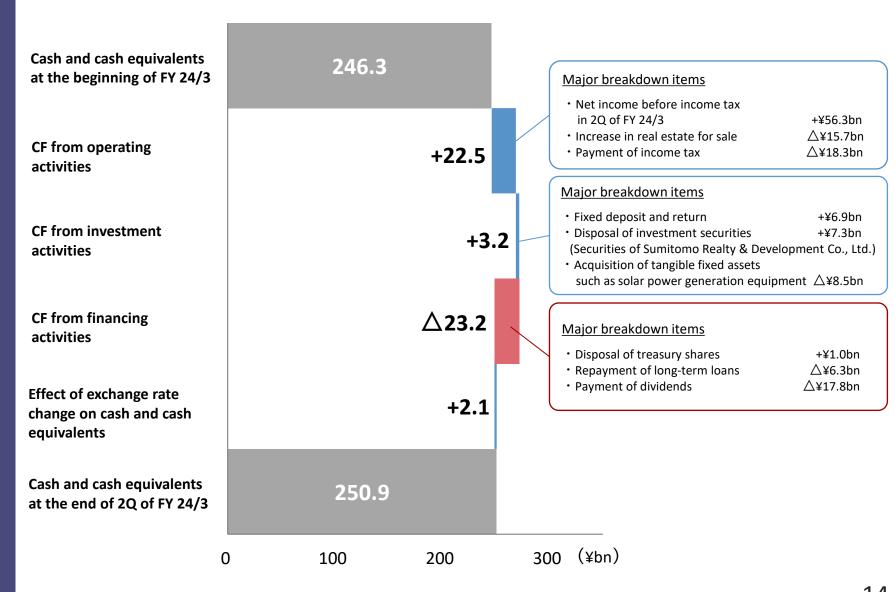
Financial review (Consolidated BS)



XBPS: Net assets per share

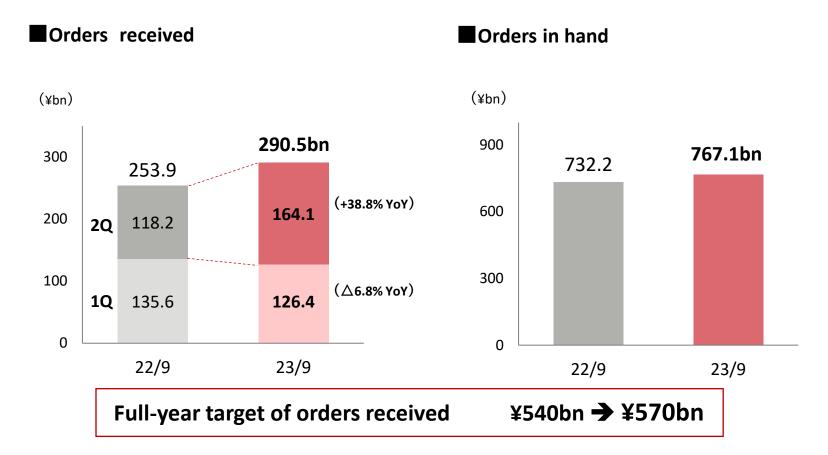
XEPS: Quarterly (current year) net income per share

Financial review (Consolidated CF)



I . Key Figures



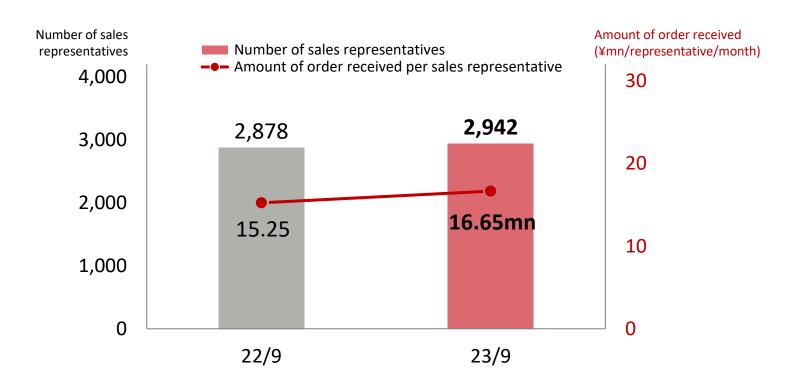


Orders received (Efficiency in receiving orders)

Number of sales representatives <as of end of Sep.> 2,942 (+64 YoY)

Amount of order received per sales representative

¥16.65mn / month (+¥1.40mn YoY)

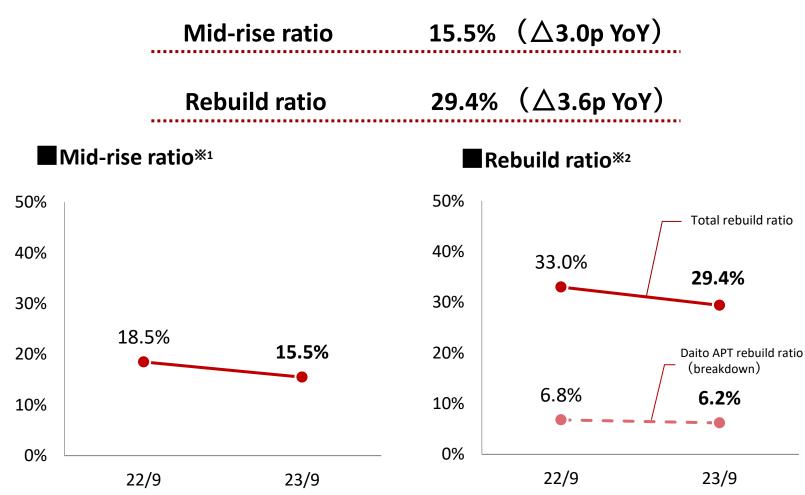


Orders received (Mid-rise ratio and rebuild ratio)

X1 Mid-rise ratio = Number of orders received for APT

received

house with 3 or more floors / Total number of orders



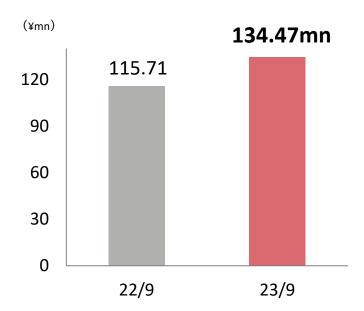
※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

Average price of order received ¥134.47mn (+¥18.75mn YoY)

Cancellation ratio

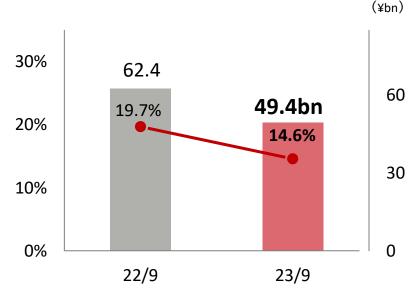
14.6% $(\triangle 5.1p YoY)$

■Average price of orders received^{※1}



¾1 Average price of order received = Amount of new orders received / Number of orders received

■ Cancellation ratio **2 / Amount of cancellation

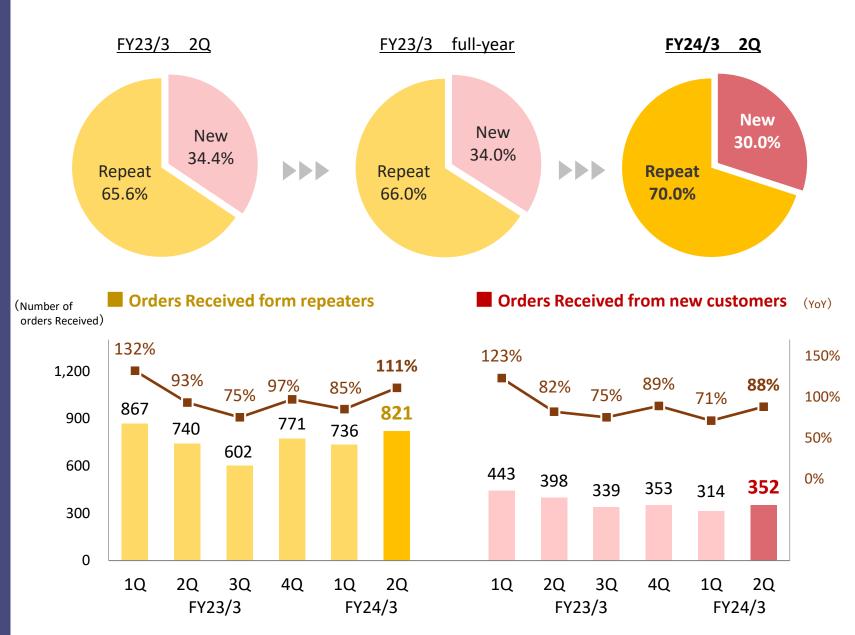


※2 Cancellation ratio

= Amount of cancellation / Amount of new orders received Orders received

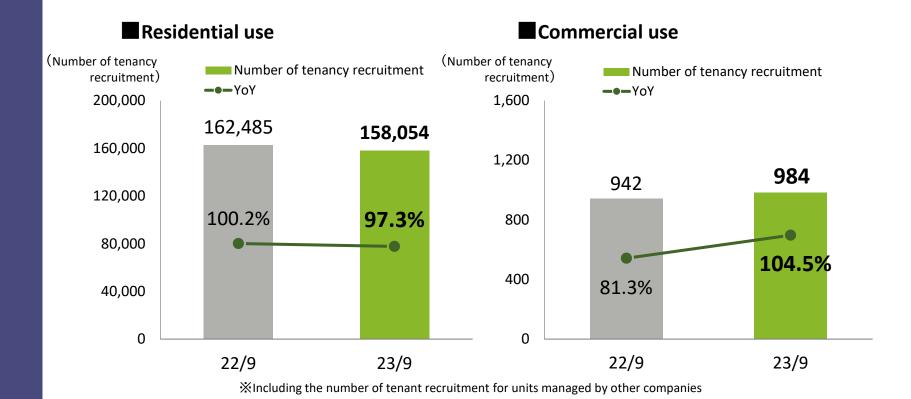
= Amount of new orders received - Amount of cancellation

Orders received (Number of orders received & their channels)



Tenancy recruitment (Number of recruitment)

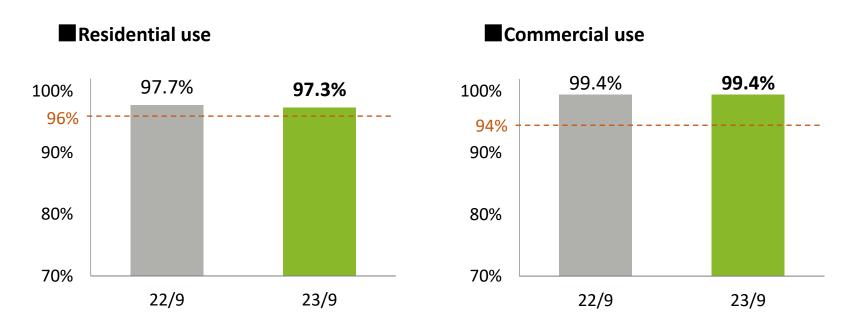
Number of tenancy recruitment	159,038(△2.7% YoY)
Residential use	158,054(△2.7% YoY)
Commercial use	984 (+4.5% YoY)



Tenancy recruitment (Rent-based occupancy rate*)

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

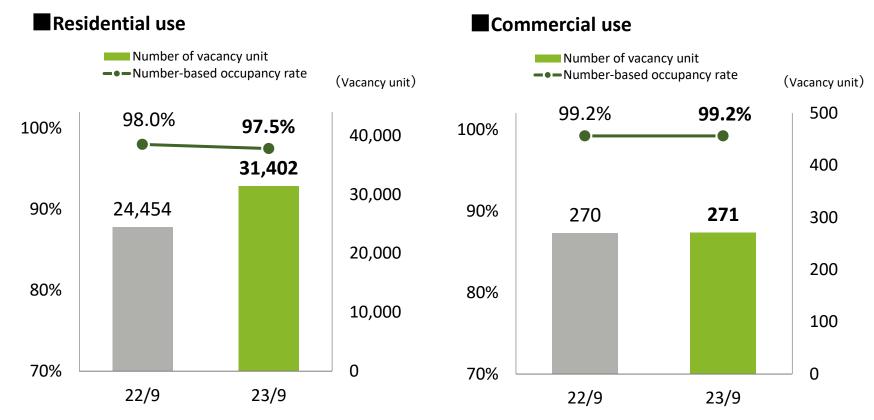
Residential use	97.3%(△0.4p YoY)
Commercial use	99.4%(+0.0p YoY)



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

Tenancy recruitment (Number-based occupancy rate*)





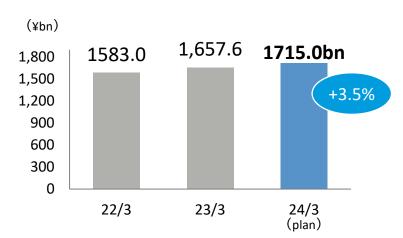
*Number-based occupancy rate = (Number of occupancy units) / (Number of units under management)

Ⅲ. Forecasts of FY ending March 31, 2024

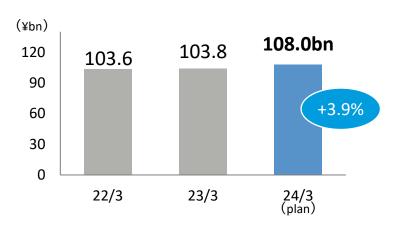
Financial forecasts (Consolidated PL)

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

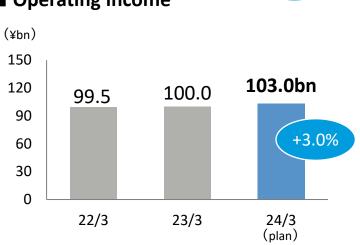
Net sales



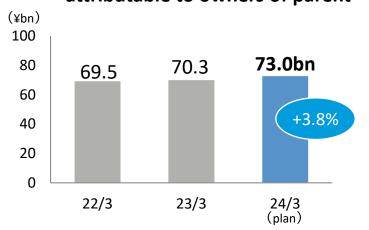
■ Ordinary income



Operating income



Net income attributable to owners of parent

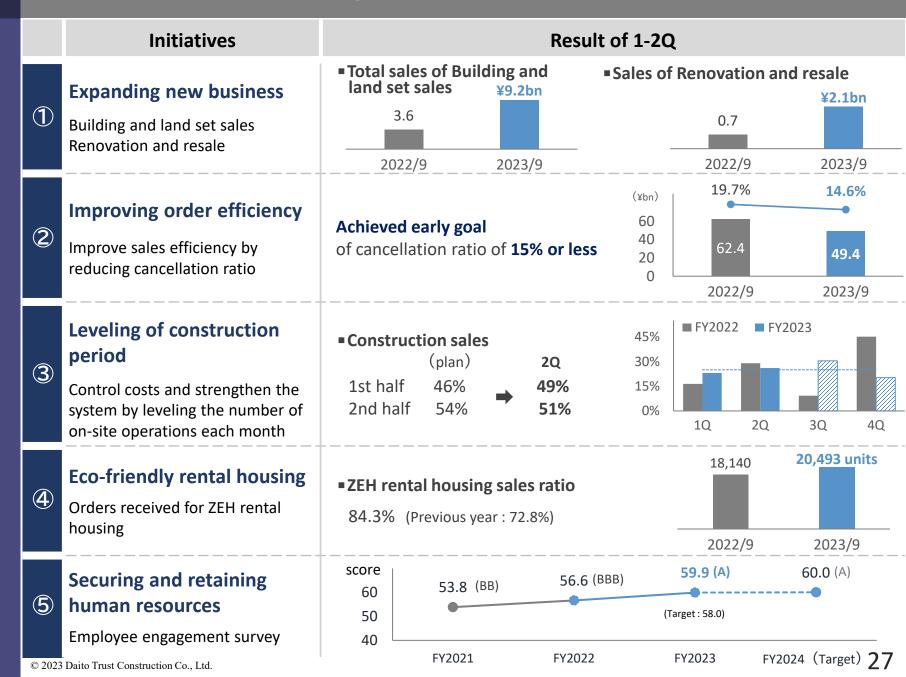


25

: YoY



Initiatives for the Five Management Issues of FY2024



V. Shareholder Return

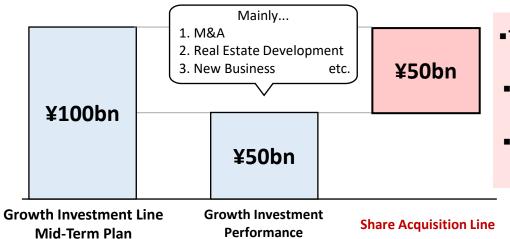
1. Dividend

Mid-term
$$\frac{267 (+$10 YoY / \pm0 for the plan)}{$Annual$ $\frac{$4535$ (+$19 YoY)}{$}$$$

>>> Payout ratio 50%

2. Acquisition of Own Shares

Acquisition of own shares up to 50 billion yen of surplus funds out of the growth investment line



- Total amount of acquisition price Up to 50.0 million yen
- Total number of shares to be acquired Up to 4.0 million shares
- Period of acquisition From Nov. 1, 2023, to Sep. 30, 2024

VI. Topics

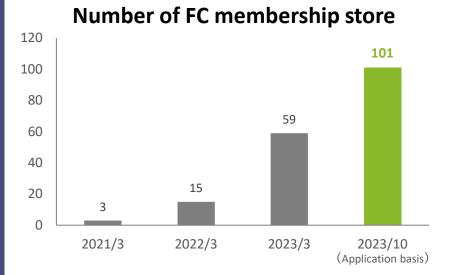
Achieved 100 franchise stores of "E-heya net"

Franchise business started in January 2021 and reached 100 stores on application basis in September 2023. The target for 2030 is to have 550 franchise stores.

Advantages of Franchise Membership

- ✓ Branding stores with "E-heya net"
- ✓ Listing of properties on the room search website "E-heya net"
- ✓ Increase customer convenience and service by expanding recognition of "E-heya net" and enhancing brokerage capabilities







Topics (Expansion of Construction Business)

Acquisition of shares of SHIMA CO., LTD. which is a general contractor operating mainly in Kansai area

SHIMA CO., LTD.

- ✓ A general contractor that has been involved in residential and non-residential construction mainly in Kansai area since its founding in 1956
- ✓ Many achievements in non-residential fields such as PFI projects for public housing and logistics facilities, with a focus on prime contracts from public and private sectors.

Purpose of acquisition

- ✓ Strength the construction system for RC apartment housings, etc., mainly in Kansai area.
- ✓ Acquisition of construction know-how and creation of synergies in the non-residential fields, such as logistics facilities and commercial facilities

Non-residential construction



Civil engineering



Public construction



W. Appendix

Profit & Loss of each segment <FY24/3>

(¥mn)

《 Construction business 》	23/3 2Q	24/3 2Q	YoY	24/3(plan)	
Net sales	213,184	230,015	+7.9%	460,000	
Gross profit	45,567	51,978	+14.1%	105,000	
(Gross profit margin)	21.4%	22.6%	+1.2p	22.8%	
Operating income	8,075	9,028	+11.8%	22,000	
(Operating income margin)	3.8%	3.9%	+0.1p	4.8%	
《 Real estate business 》	23/3 2Q	24/3 2Q	YoY	24/3(plan)	
Net sales	548,224	559,879	+2.1%	1,140,000	
Gross profit	67,747	66,389	△2.0%	134,000	
(Gross profit margin)	12.4%	11.9%	△0.5p	11.8%	
Operating income	45,994	44,211	△3.9%	82,000	
(Operating income margin)	8.4%	7.9%	<u></u> ∆0.5p	7.2%	
《 Other businesses 》	23/3 2Q	24/3 2Q	YoY	24/3(plan)	
Net sales	43,663	47,229	+8.2%	115,000	
Gross Profit	13,314	16,166	+21.4%	36,000	
(Gross profit margin)	30.5%	34.2%	+3.7p	31.3%	
Operating income	4,996	5,871	+17.5%	17,000	
(Operating income margin)	11.4%	12.4%	+1.0p	14.8%	

Profit & Loss (Non-consolidated) < FY24/3 >

(¥mn)

	23/3 2Q	24/3 2Q YoY		24/3(plan)	
Net sales	217,251	236,757	+9.0%	473,000	
Construction	215,084	230,757	+7.3%	460,000	
Real estate & others	2,167	5,999	+176.8%	13,000	
Gross profit	46,538	54,726	+17.6%	109,000	
Construction	45,366	51,583	+13.7%	103,000	
Real estate & others	1,172	3,143	+168.2%	6,000	
SG&A expenses	48,109	52,508	+9.1%	-	
Operating income	△1,570	2,218	_	-	
Ordinary income	47,501	53,630	+12.9%	57,000	
Net income	46,855	52,962	+13.0%	52,000	

Sales structure of real estate business < FY24/3>

(¥mn)

	22/3	2Q	23/3	2Q	2	24/3 2Q		24/2(nlan)
	Amount	(Ratio)	Amount	(Ratio)	Amount	(Ratio)	YoY	24/3(plan)
Lease up of rental housing units ^{※ 1}	477,907	(90.0%)	492,845	(89.9%)	503,540	(89.9%)	+2.2%	1,021,500
Building and repairs	20,269	(3.8%)	19,134	(3.5%)	15,964	(2.9%)	△16.6%	32,000
Brokerage of rental estate	10,748	(2.0%)	10,946	(2.0%)	10,617	(1.9%)	△3.0%	24,000
Rental guarantee business	8,900	(1.7%)	9,350	(1.7%)	9,679	(1.7%)	+3.5%	20,000
Electricity business	4,194	(0.8%)	4,771	(0.9%)	5,555	(1.0%)	+16.4%	10,000
Leasing business ^{*2}	3,305	(0.6%)	3,444	(0.6%)	3,480	(0.6%)	+1.0%	6,500
Others	5,549	(1.1%)	7,733	(1.4%)	11,041	(2.0%)	+42.8%	26,000
Total	530,876	(100.0%)	548,224	(100.0%)	559,879	(100.0%)	+2.1%	1,140,000

^{💥 1} Sub-lease contract in Lease Management Trust System by Daito Kentaku Partners.

^{※2} Mainly Shinagawa East One Tower

		Construction Business										
		Daito Con	struction		Daito Steel							
	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan				
Net sales	1,851	3,623	+95.7%	8,000	2,591	3,798	+46.6%	6,800				
Gross profit	79	169	+113.5%	500	99	178	+79.1%	200				
SG&A expenses	53	74	+39.1%	200	45	49	+9.2%	0				
Operating income	25	94	+267.2%	200	54	129	+136.8%	100				
Ordinary income	62	128	+107.4%	300	55	130	+135.6%	100				
Net income	42	87	+108.2%	200	35	78	+120.0%	100				

		Real estate business										
	С	aito Kentaku	Partners			Daito Kentak	u Leasing					
	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan				
Net sales	524,359	535,346	+2.1%	1,083,200	15,216	13,217	△13.1%	31,000				
Gross profit	50,647	48,926	△3.4%	95,600	6,711	5,257	△21.7%	11,900				
SG&A expenses	11,710	13,122	+12.1%	30,800	4,213	4,377	+4.2%	10,600				
Operating Income	38,937	35,804	△8.0%	64,700	2,497	879	△64.3%	1,200				
Ordinary income	39,509	36,341	△8.0%	65,900	2,554	916	△64.7%	2,100				
Net income	27,481	25,598	△6.8%	45,600	1,647	825	△61 .2%	1,200				

	Real estate business											
		House L	.eave		Housecom Group							
	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan				
Net sales	9,350	9,679	+3.5%	19,800	6,857	6,235	△9.1%	14,288				
Gross profit	9,053	9,212	+1.8%	19,000	6,243	5,401	△9.4%	-				
SG&A expenses	2,215	2,198	△0.7%	4,900	6,244	5,526	△7.3%	-				
Operating income	6,837	7,013	+2.6%	14,100	Δ0	△124	_	462				
Ordinary income	6,842	7,021	+2.6%	14,100	∆3	△120	_	646				
Net income	4,869	4,872	+0.2%	9,700	△17	△105	_	389				

Other businesses (Financial business)

		Daito Finance				House Guard				D.T.C			
	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan	
Net sales	1,140	1,163	+2.1%	2,200	2,451	2,910	+18.7%	5,500	8,958	8,863	△1.1%	18,400	
Gross profit	874	890	+1.8%	1,700	1,030	1,201	+16.5%	2,400	484	△543	△212.2%	1,400	
SG&A expenses	119	142	+19.0%	200	722	848	+17.5%	1,700	16	16	3.0%	0	
Operating income	755	748	△0 .9%	1,400	308	352	+14.3%	600	467	△560	△219.8%	1,400	
Ordinary income	773	766	△0.9%	1,900	308	352	+14.2%	600	470	△559	△218.9%	1,400	
Net income	536	530	△1.1%	1,300	220	246	+11.5%	400	470	△559	△218.9%	1,400	

Other husinesses	(Energy, Care, Investment condominium business)	
Other businesses	(Energy, Care, investment condominium business)	

		Gaspal Group				Care Partner				INVALANCE			
	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan	
Net sales	15,583	16,646	+6.8%	42,000	7,492	7,870	+5.0%	15,900	10,971	9,921	△9.6%	26,300	
Gross profit	6,605	8,119	+22.9%	19,400	695	759	+9.2%	1,400	1,675	2,256	+34.7%	4,100	
SG&A expenses	4,467	4,845	+8.5%	10,000	602	546	△9.4%	1,100	1,257	1,456	+15.9%	3,100	
Operating income	2,137	3,273	+53.1%	9,400	92	213	+130.1%	300	418	800	+91.2%	1,000	
Ordinary income	1,826	2,942	+61.1%	8,500	76	205	+168.2%	200	415	773	+86.2%	1,000	
Net income	1,229	2,028	+65.0%	5,900	61	119	+94.1%	100	310	389	+24.2%	700	

	Other businesses (Overseas business)												
	С	DAITO ASIA D (MALAYSIA)		Т	DAITO ASIA DEVELOPMENT (MALAYSIA) II SDN.BHD.								
	23/3 2Q	24/3 2Q	YoY	24/3 plan	23/3 2Q	24/3 2Q	YoY	24/3 plan					
Net sales	730	1,427	+95.3%	3,000	1,270	2,276	+79.2%	4,200					
Gross profit	111	325	+192.3%	1,300	316	1,018	+221.7%	1,800					
SG&A expenses	349	572	+63.9%	1,000	541	773	+43.0%	1,400					
Operating Income	△238	△247	_	200	△224	244	_	400					
Ordinary income	△616	△858	_	△200	△636	△402	_	0					
Net income	△617	△577	_	△200	△640	△407	_	0					

Amount of orders received, and amount from construction completed

■ Amount of orders received

(¥mn)

	22/3 2Q	23/3 2Q	24/3 2Q	YoY	24/3(plan)
Residential use	159,915	230,638	262,168	+13.7%	520,800
Rental housing	159,366	228,986	260,924	+13.9%	517,900
Detached housing	549	1,652	1,244	△24.7%	2,900
Commercial use	4,817	3,259	7,919	+143.0%	8,200
Building and repairs	19,157	20,007	20,412	+2.0%	41,000
Total	183,890	253,906	290,501	+14.4%	570,000

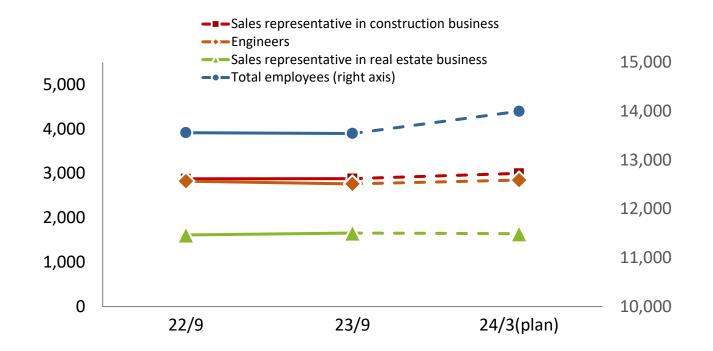
■ Net income from completed construction

(¥mn)

	22/3 2Q	23/3 2Q	24/3 2Q	YoY	24/3(plan)
Residential use	203,606	202,813	221,065	+9.0%	439,000
Rental housing	202,100	201,733	219,715	+8.9%	436,600
Detached housing	1,505	1,080	1,349	+24.9%	2,400
Commercial use	4,307	5,911	3,871	∆34.5%	9,000
Building and repairs	23,966	23,592	21,043	△10.8%	44,000
Total	231,880	232,318	245,979	+5.9%	492,000

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

	22/9	23/9	YoY	24/3(plan)
Total employees	13,561	13,542	△19	14,000
Sales representative in construction business	2,878	2,942	+64	3,000
Engineers	2,825	2,763	△62	2,850
Sales representative In real estate business	1,614	1,655	+41	1,640



Orders received compared with FY23/3

■1Q comparison

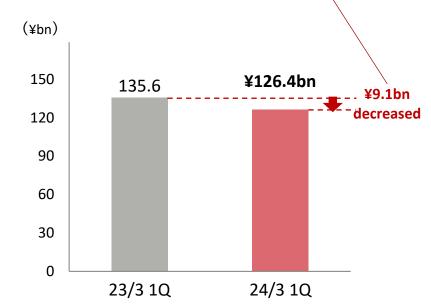
① Number of orders (project) \triangle ¥30.0bn (1,310 \rightarrow 1,050)

Per project price +¥14.3bn

(¥115.74mn/project → ¥129.37mn/project)

③ Cancellation +¥1.7bn (17.5% → 17.6%)

4 Building & repairs +¥4.9bn (\$12.7bn \rightarrow \$17.6bn)



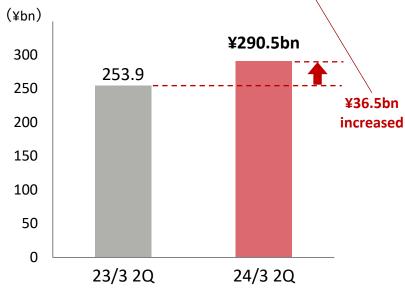
■1-2Q comparison

① Number of orders (project) \triangle ¥26.0bn

 $(2,448 \rightarrow 2,223)$

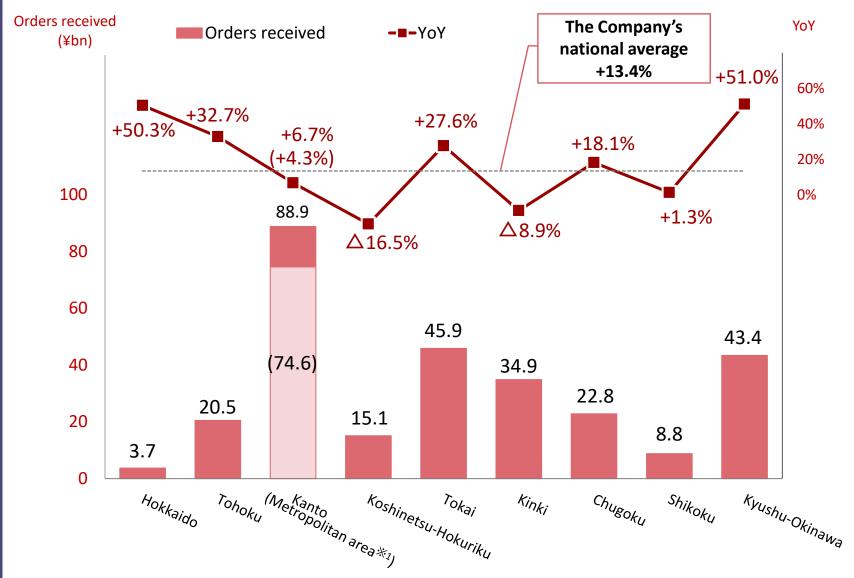
- Per project price +¥41.6bn

 (¥115.71mn/project → ¥134.47mn/project)
- ③ Cancellation +¥12.9bn (19.7% → 14.6%)
- 4 Building & repairs +¥7.9bn (\$33.0bn \rightarrow \$41.0bn)

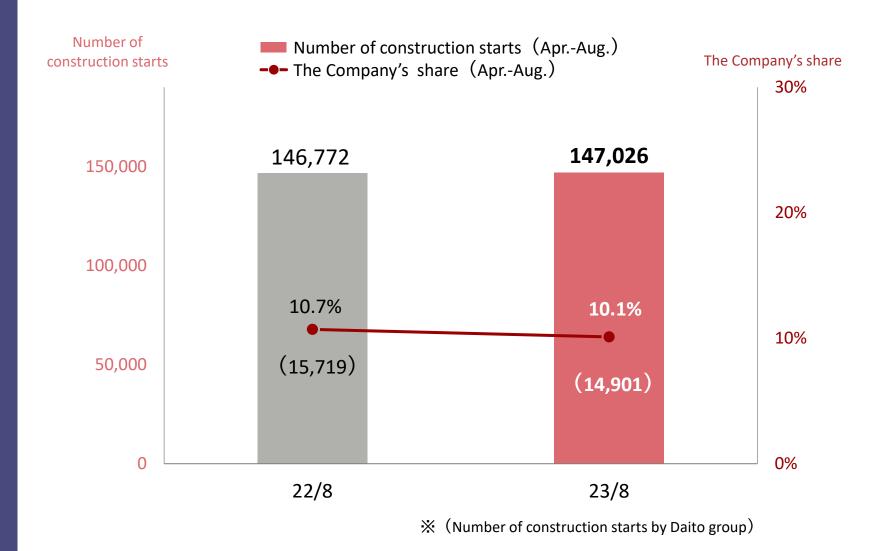


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Amount of orders received in each region (Apr.-Sep.)

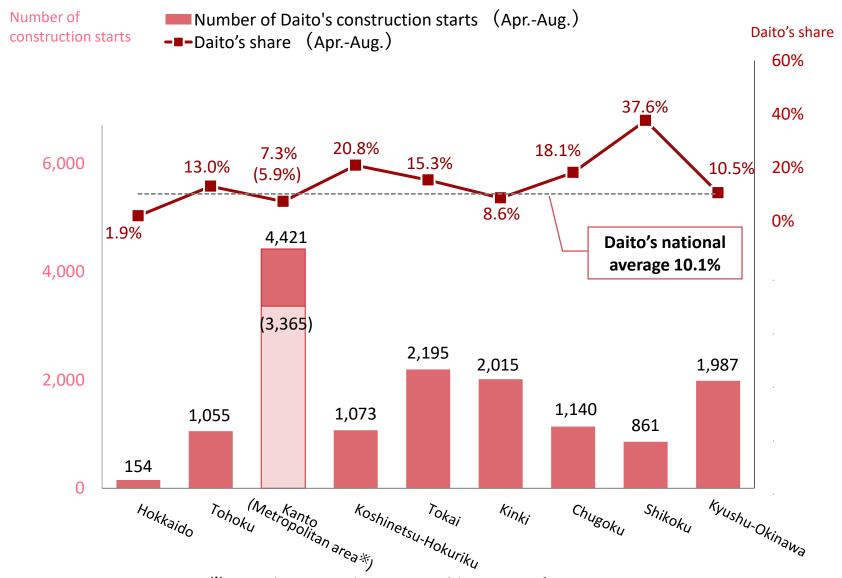


Number of construction starts & Daito's share <YoY>



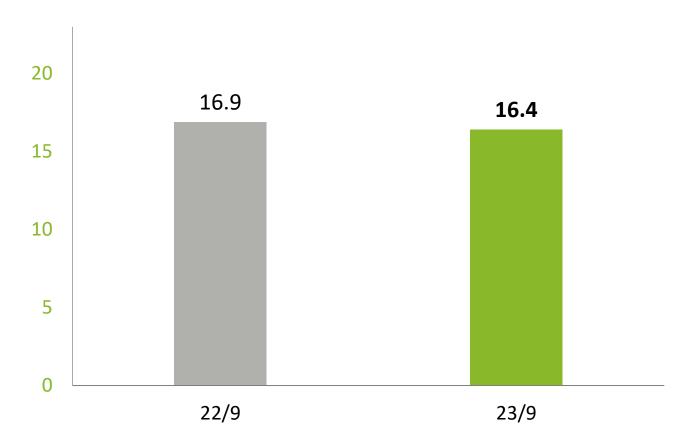
(Ministry of Land, Infrastructure, Transport and Tourism: "Housing Starts Statistics")

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



Transition of the number of tenant recruitment per sales representatives

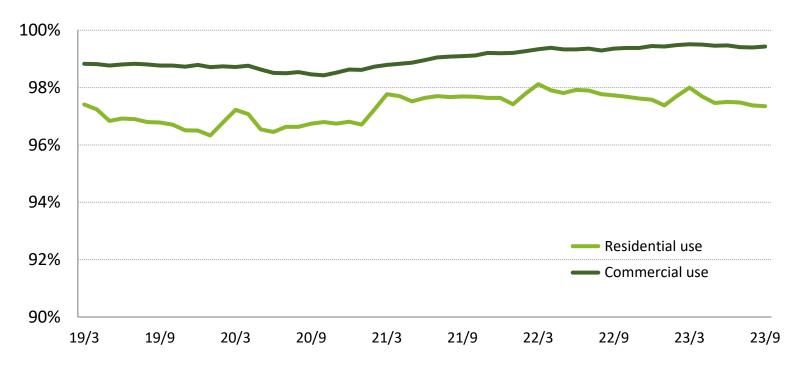
Number of tenant recruitment / representatives / month



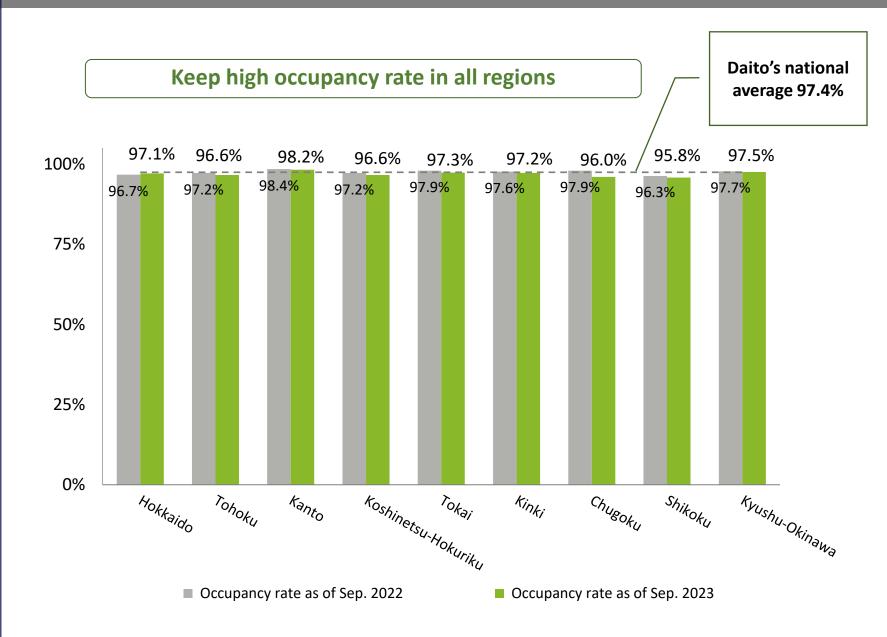
Transition of rent-based occupancy rate

Rent-based occupancy rate	19/9	20/9	21/9	22/9	23/9	YoY
Residential use (%)	96.8%	96.7%	97.7%	97.7%	97.3%	△0.3p
Commercial use (%)	98.8%	98.5%	99.1%	99.4%	99.4%	+0.0p

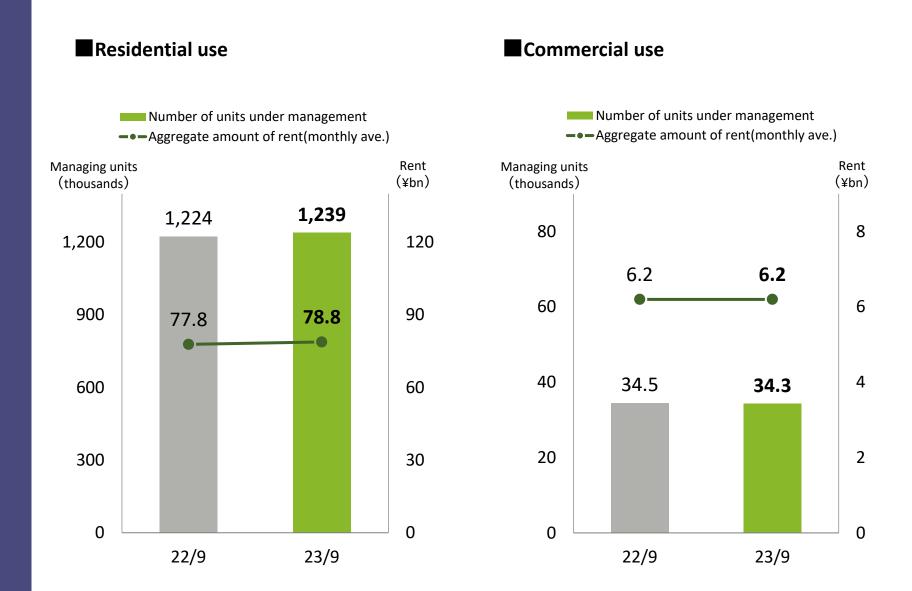
Rent-based occupancy rate



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

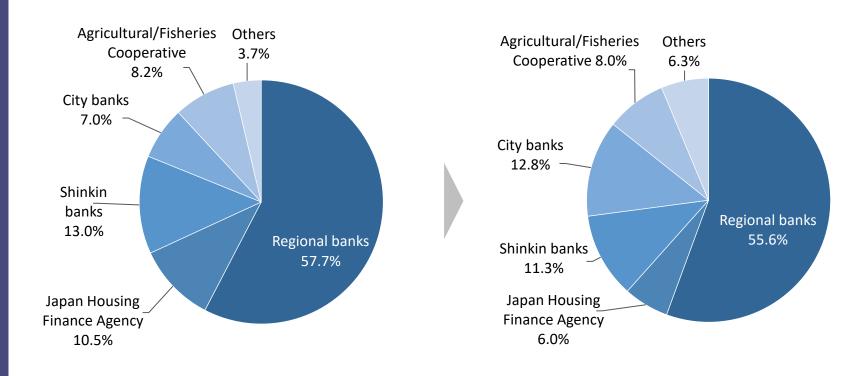


Number of units under management & aggregate amount of rent





FY24/3 2Q



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