



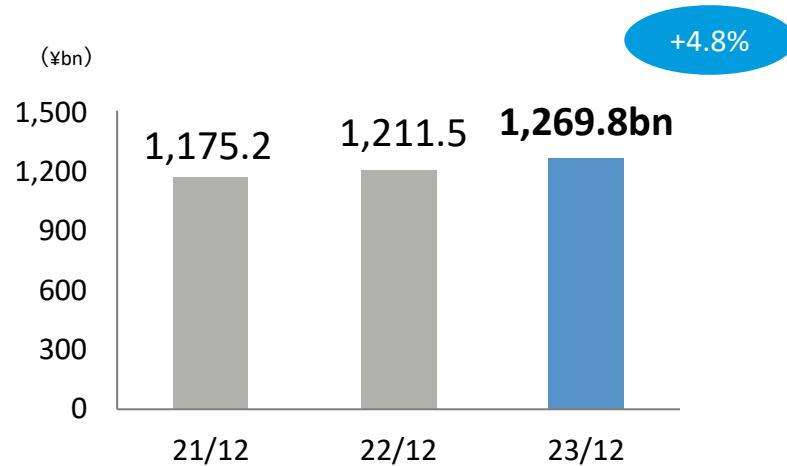
DAITO TRUST CONSTRUCTION CO., LTD.

Report on Settlement of 3Q ending March 31, 2024

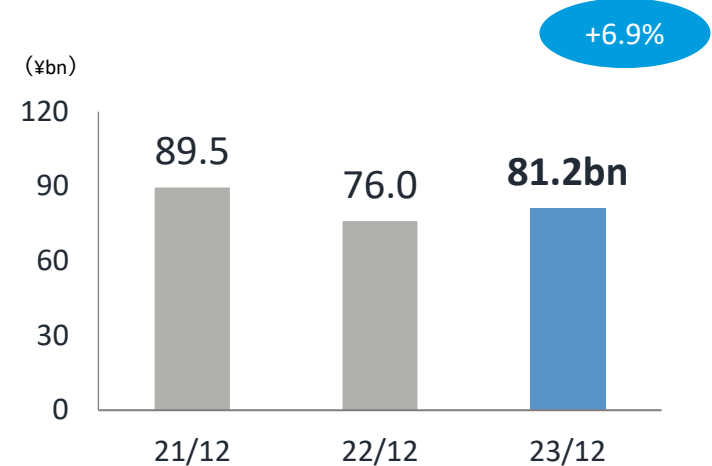
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I . Results in 3Q of FY ending March 31, 2024

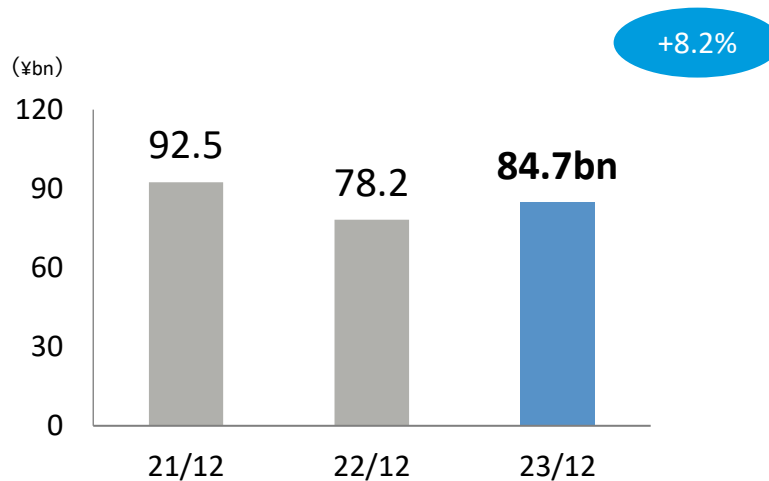
Net sales



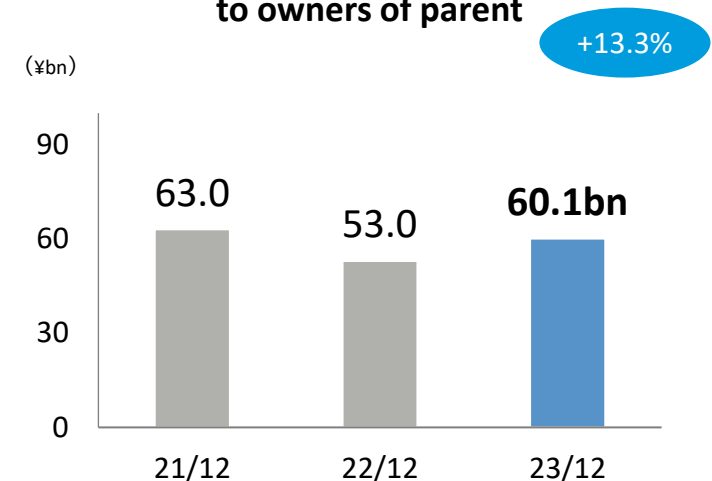
Operating income



Ordinary income



Net income attributable to owners of parent



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

Major factors of fluctuation (Operating income +¥5.2bn)

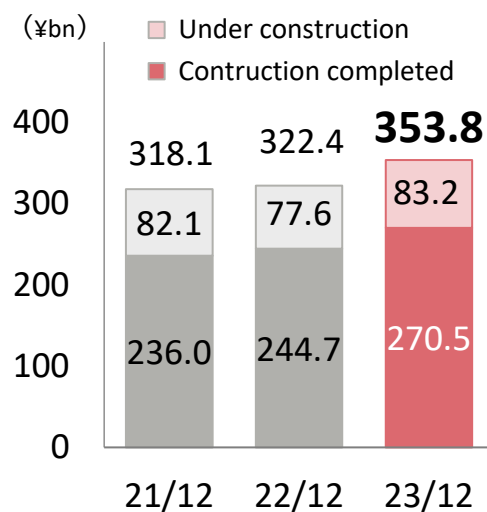
Gross profit on completed construction contracts <+¥12.3bn>	<ul style="list-style-type: none"> • Increase in completed construction (¥322.4bn → ¥353.8bn) +¥6.59bn • Improve in gross profit margin (21.0%→22.6%) +¥5.71bn
Gross profit on real estate business <△¥0.7bn>	<ul style="list-style-type: none"> • Decrease in profit from whole-building lease business △¥0.27bn • Increase in profit from brokerage business +¥0.02bn • Increase in profit from guarantee business +¥0.29bn • Decrease in restoration to original condition or repairing construction △¥0.69bn • Decrease in profit from the other businesses △¥0.08bn
Gross profit on the other businesses <+¥4.6bn>	<ul style="list-style-type: none"> • Increase in profit from overseas hotel business +¥1.65bn • Increase in profit from gas business +¥1.52bn • Increase in profit from renovation and resale business, etc. +¥0.71bn • Increase in profit from investment condominium business (INVALANCE Ltd.,) +¥0.46bn • Increase in profit from the other business +¥0.30bn
SG&A expenses <△¥11.0bn>	<ul style="list-style-type: none"> • Increase in personnel expenses △¥6.97bn • Increase in advertising & general publicity expenses △¥1.45bn • Increase in recruitment fee / training fee △¥0.24bn • Increase in the other expenses △¥2.35bn

Profit & Loss by segment (Construction business-1)

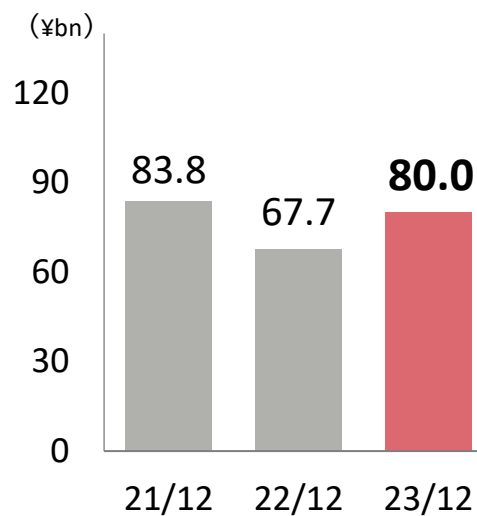
(¥bn)

	2022/12	2023/12	(YoY)
Net sales	322.4	353.8	(+9.7%)
Gross profit	67.7	80.0	(+18.2%)
Operating income	10.6	15.7	(+47.7%)

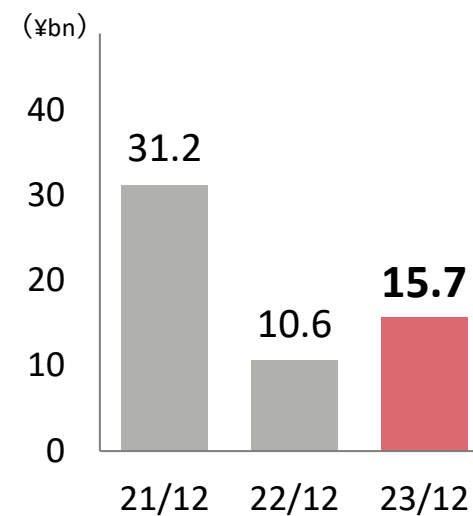
■ **Net sales** (Percentage of completion method)



■ **Gross profit**



■ **Operating income**

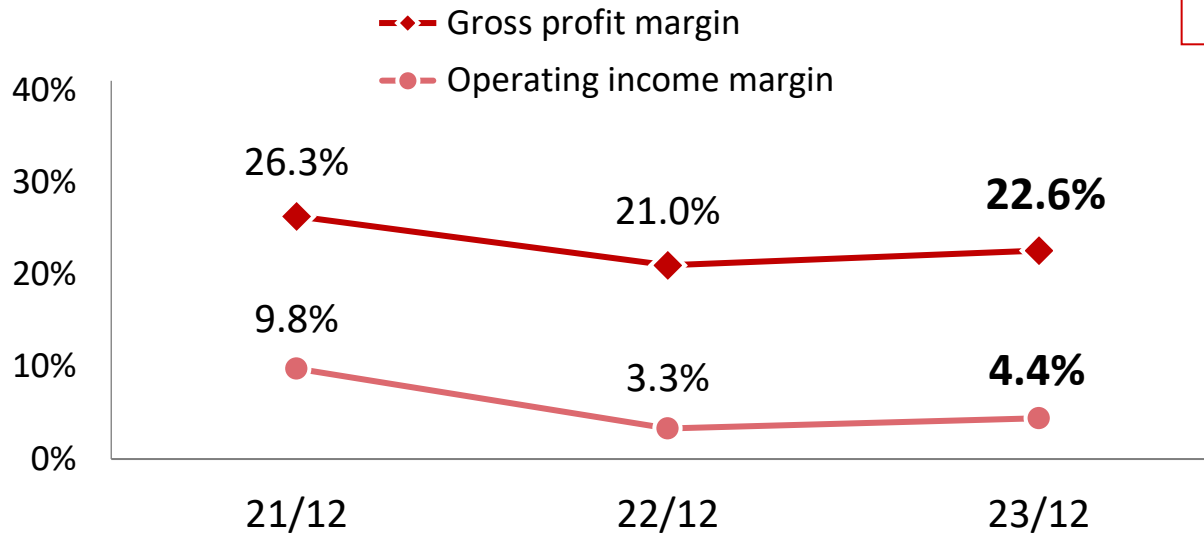


Profit & Loss by segment (Construction business-2)

	2022/12	2023/12	(YoY)
Gross profit margin	21.0%	22.6%	(+1.6p)
Operating income margin	3.3%	4.5%	(+1.2p)

Major breakdown of the variance (+1.6p YoY)	
① Price revision	+3.9p
② Labor cost	△1.6p
③ Material cost	△2.8p
④ Exchange	+2.1p

■ Gross profit margin / Operating income margin

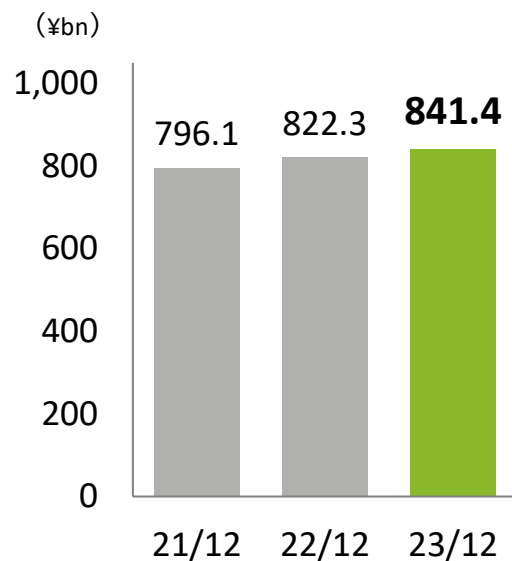


Profit & Loss by segment (Real estate business-1)

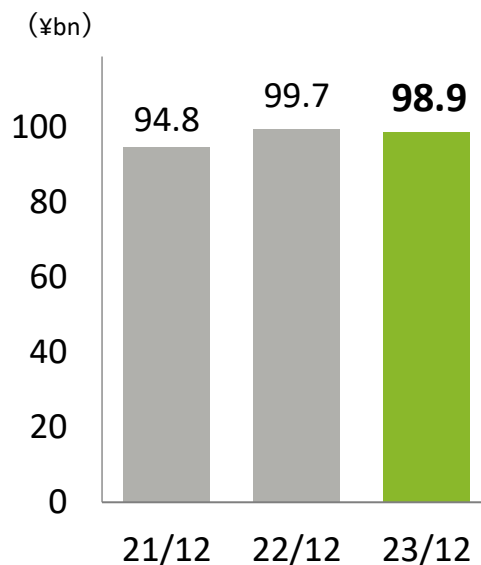
(¥bn)

	2022/12	2023/12	(YoY)
Gross profit margin	822.3	841.4	(+2.3%)
Gross profit	99.7	98.9	(△0.7%)
Operating income	66.6	63.6	(△4.5%)

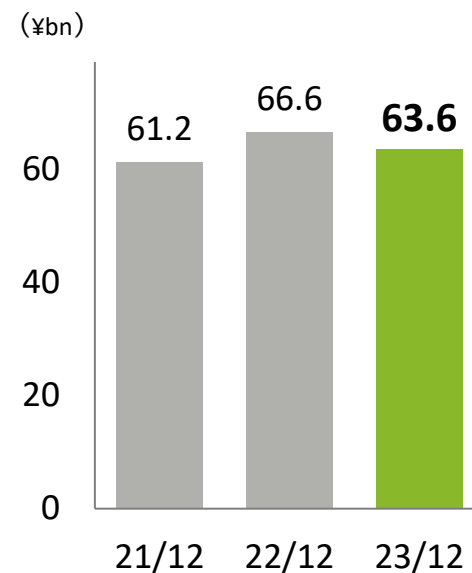
■ Net sales



■ Gross profit



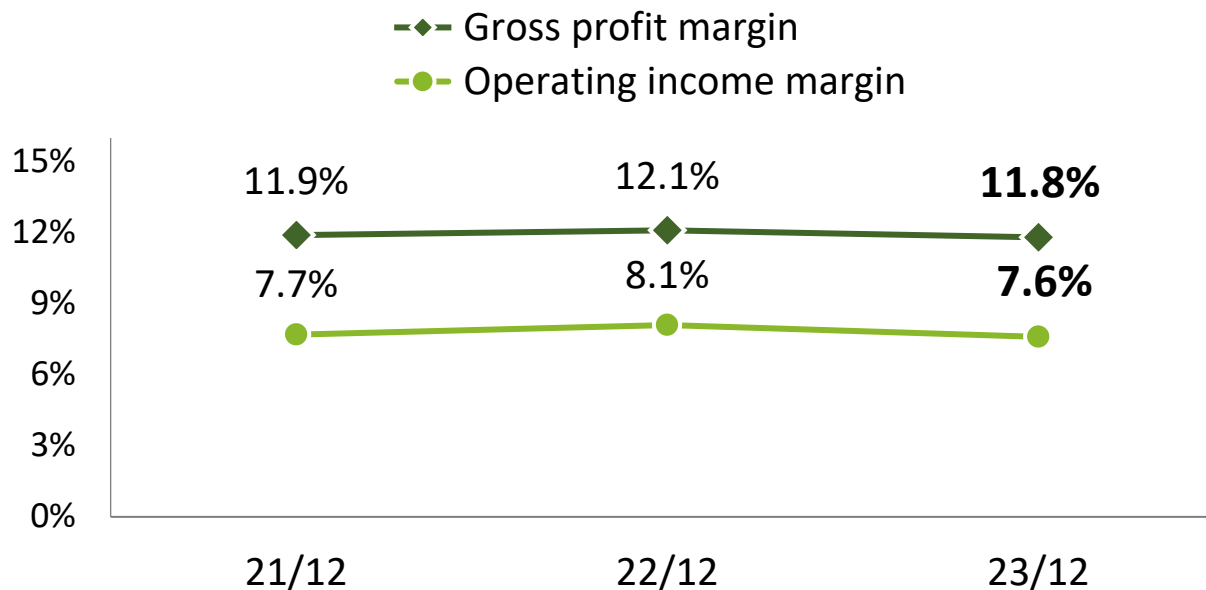
■ Operating income



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

	2022/12	2023/12	(YoY)
Gross profit margin	12.1%	11.8%	(Δ 0.3p)
Operating income margin	8.1%	7.6%	(Δ 0.5p)

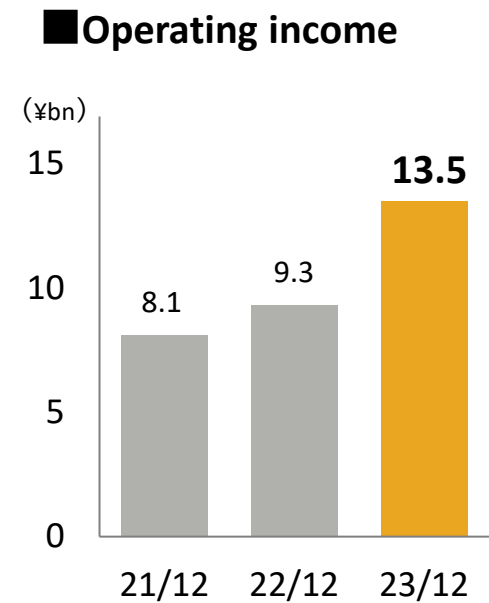
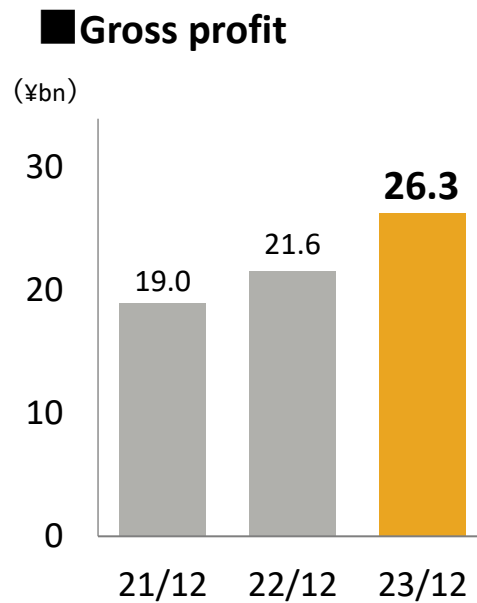
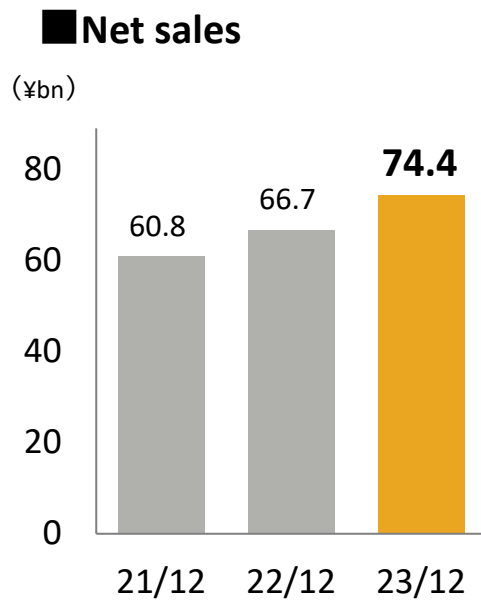
■ Gross profit margin / Operating income margin



Profit & Loss by segment (Other businesses)

(¥bn)

	2022/12	2023/12	(YoY)
Net sales	66.7	74.4	(+11.6%)
Gross profit	21.6	26.3	(+21.6%)
Operating income	9.3	13.5	(+44.8%)



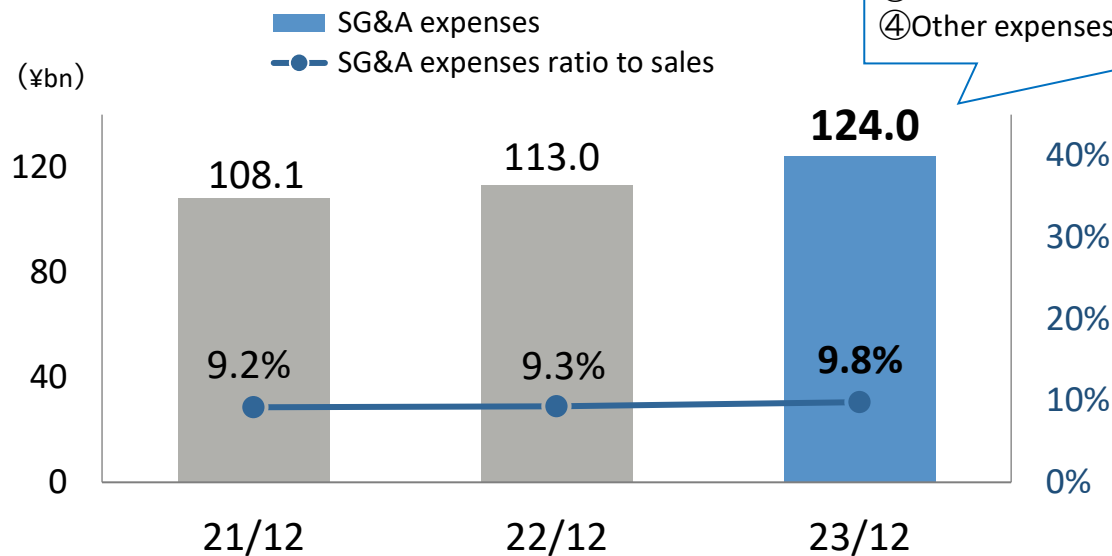
Profit & Loss (Selling, general and administrative expenses)

(¥bn)

	2022/12	2023/12	(YoY)
SG&A expenses	113.0	124.0	(+9.8%)
SG&A expenses ratio to sales	9.3%	9.8%	[+0.5p]

[] : Difference from same period in previous year

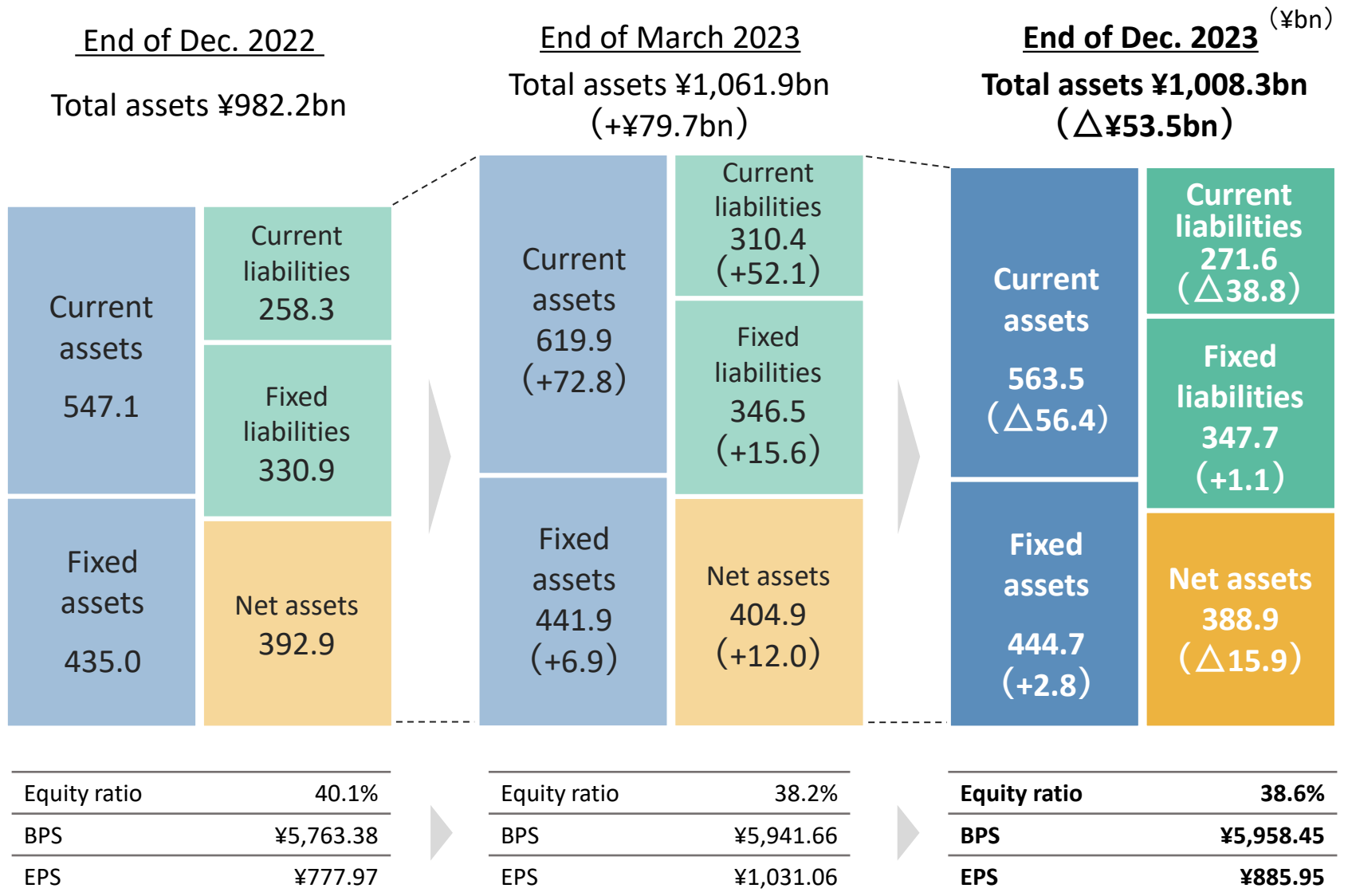
SG&A expenses / SG&A expenses ratio to sales



Major breakdown of the variance (+¥11.0bn YoY)

- ① Labor cost +¥6.97bn
- ② Advertising & general publicity expenses +¥1.45bn
- ③ Recruitment and training fee +¥0.24bn
- ④ Other expenses +¥2.35bn

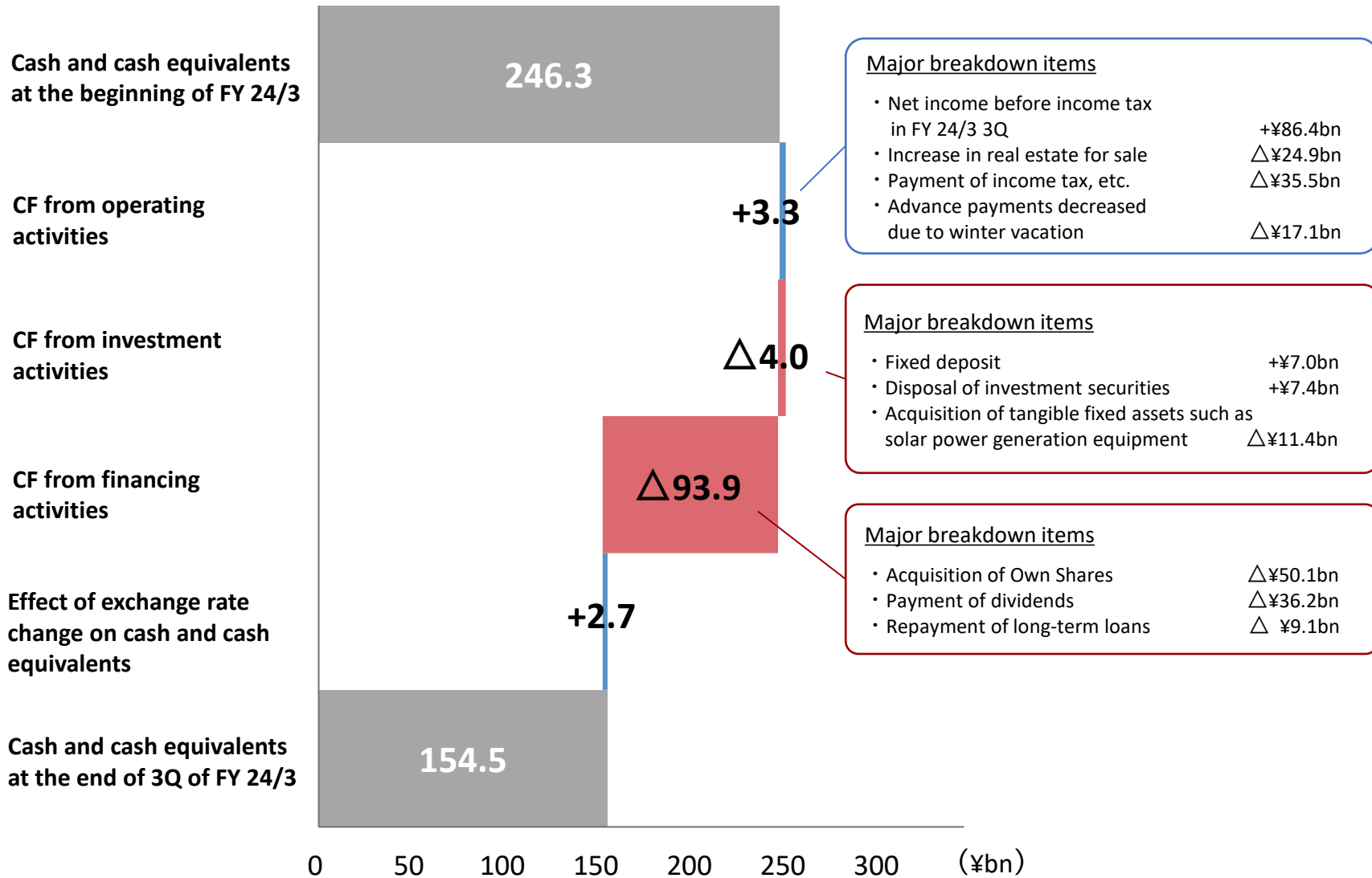
Financial review (Consolidated BS)



※BPS : Net assets per share

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

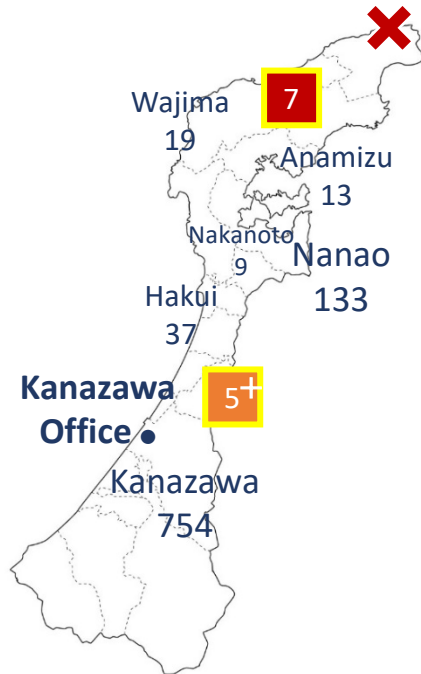
Financial review (Consolidated CF)



Ⅱ . Regarding the 2024 Noto Peninsula Earthquake

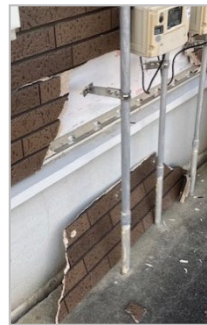
Damage status of properties managed by the Group

Number of properties under management by the Company in Ishikawa Prefecture

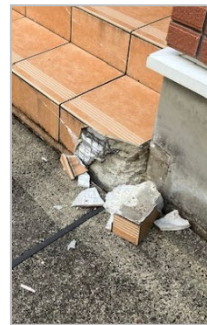


There was no serious damage to all 2,204 properties under management by the Company in Ishikawa Prefecture

Main damages



Peeling of exterior wall materials



Damage to exterior structure



▲ Safety confirmation using the app

Support from Daito Group

- 30 million yen of donation to Ishikawa Prefecture
- Free lending of rental housing which are under management by the Group to disaster victims
- 30 million yen of donation to Ishikawa Prefecture



▲ Employees bring in relief supplies

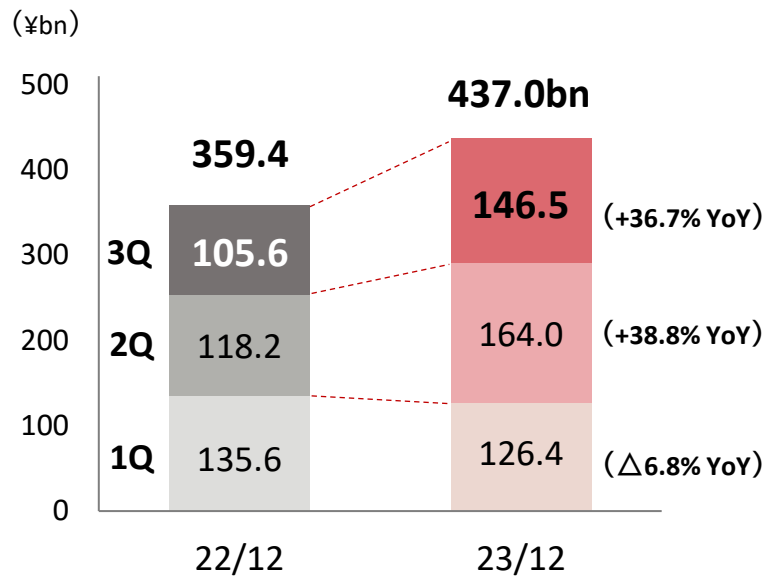
III. Key Figures

Orders received

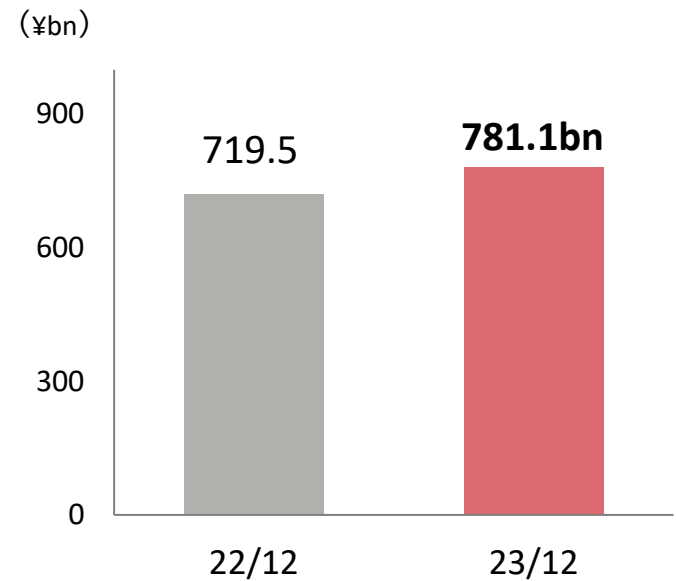
Orders received **¥437.0bn** **(+21.6% YoY)**

Orders in hand **¥781.1bn** **(+8.6% YoY)**

■ Orders received



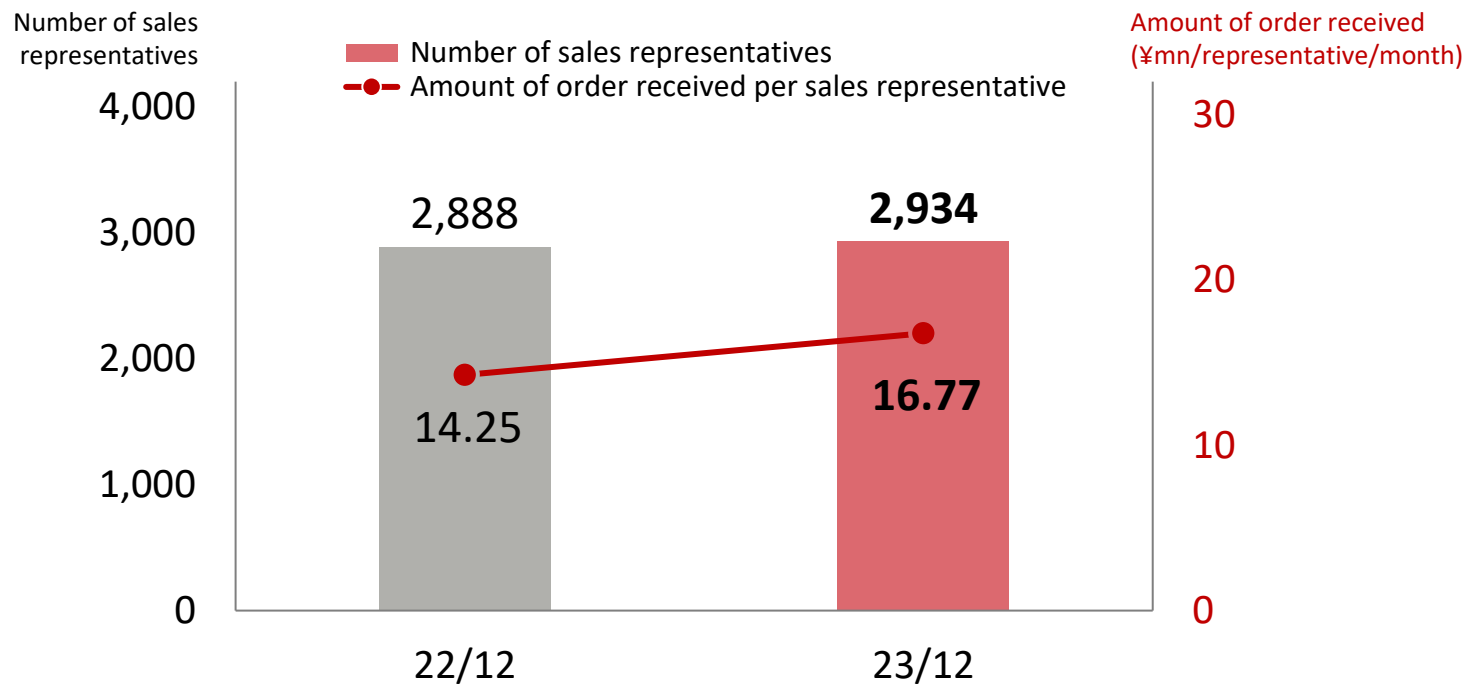
■ Orders in hand



Orders received (Efficiency in receiving orders)

Number of sales representatives <as of end of Dec.> 2,934 (+46 YoY)

**Amount of order received per sales representative
¥16.77mn / month (+¥2.52mn YoY)**



Orders received (Mid-rise ratio and rebuild ratio)

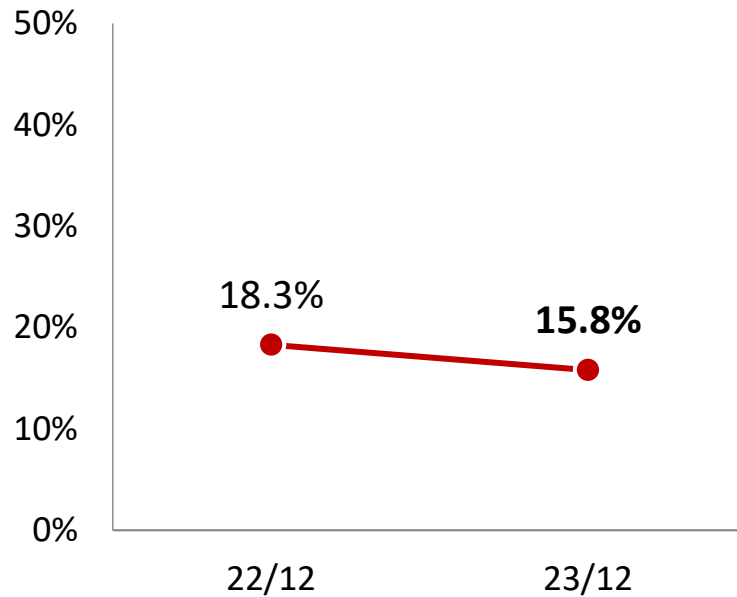
Mid-rise ratio

15.8% (Δ2.5p YoY)

Rebuild ratio

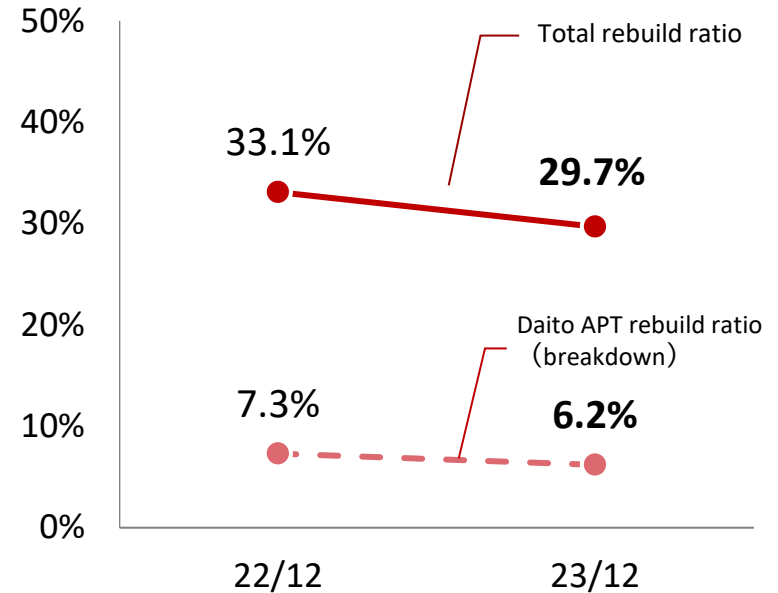
29.7% (Δ3.4p YoY)

■ 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



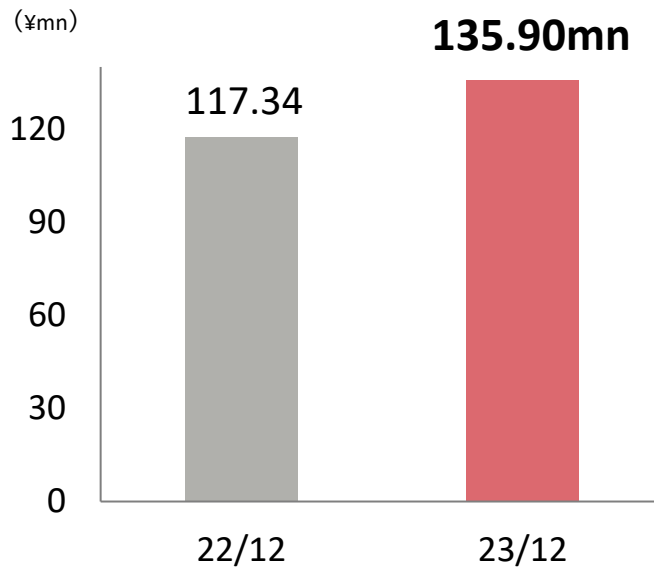
※2 Total rebuild ratio = Number of orders received for rebuilding APT / Total number of orders received
Daito APT rebuild ratio = Number of orders received for rebuilding APT built by Daito / Total number of orders received

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

Average price of order received **¥135.90mn (+¥18.56mn YoY)**

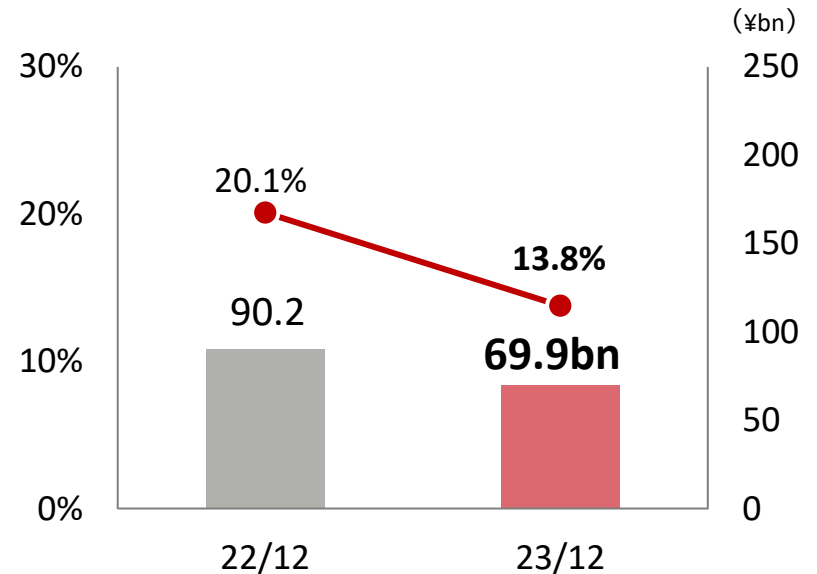
Cancellation ratio **13.8% (△6.3p YoY)**

■ **Average price of orders received**^{※1}



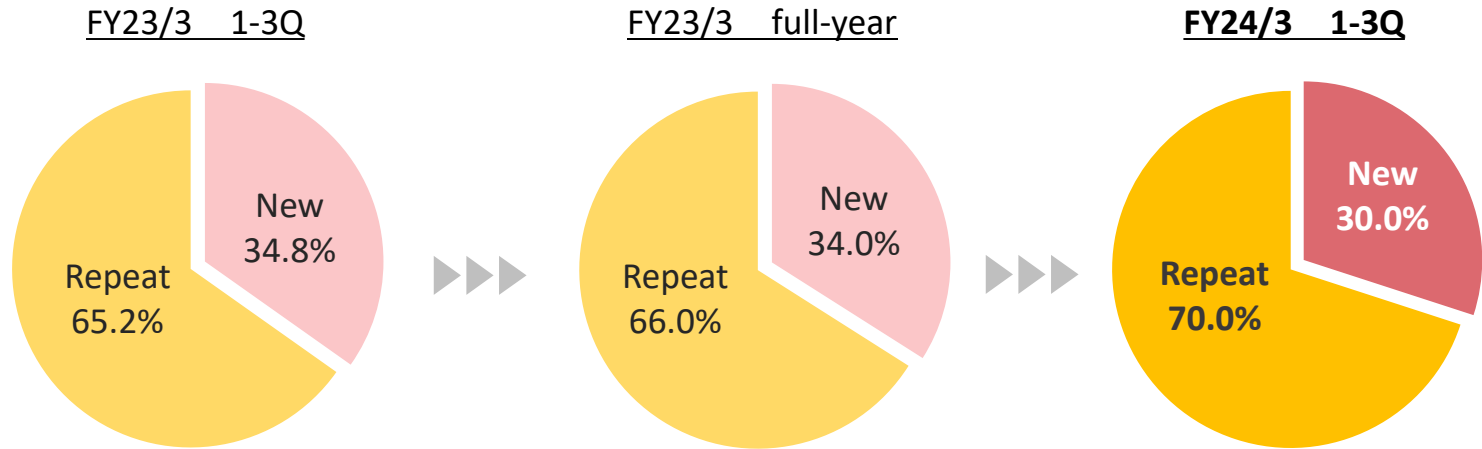
※1 Average price of order received = Amount of new orders received / Number of orders received

■ **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)

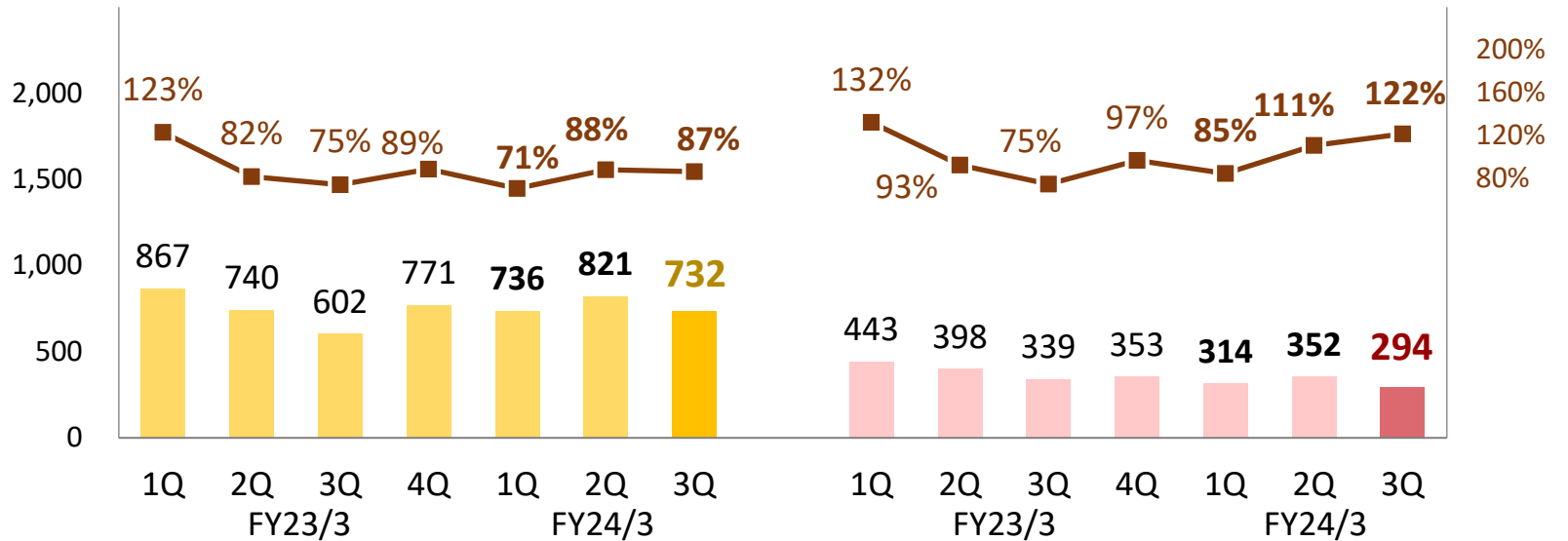


(Number of orders Received)

■ Orders Received from repeaters

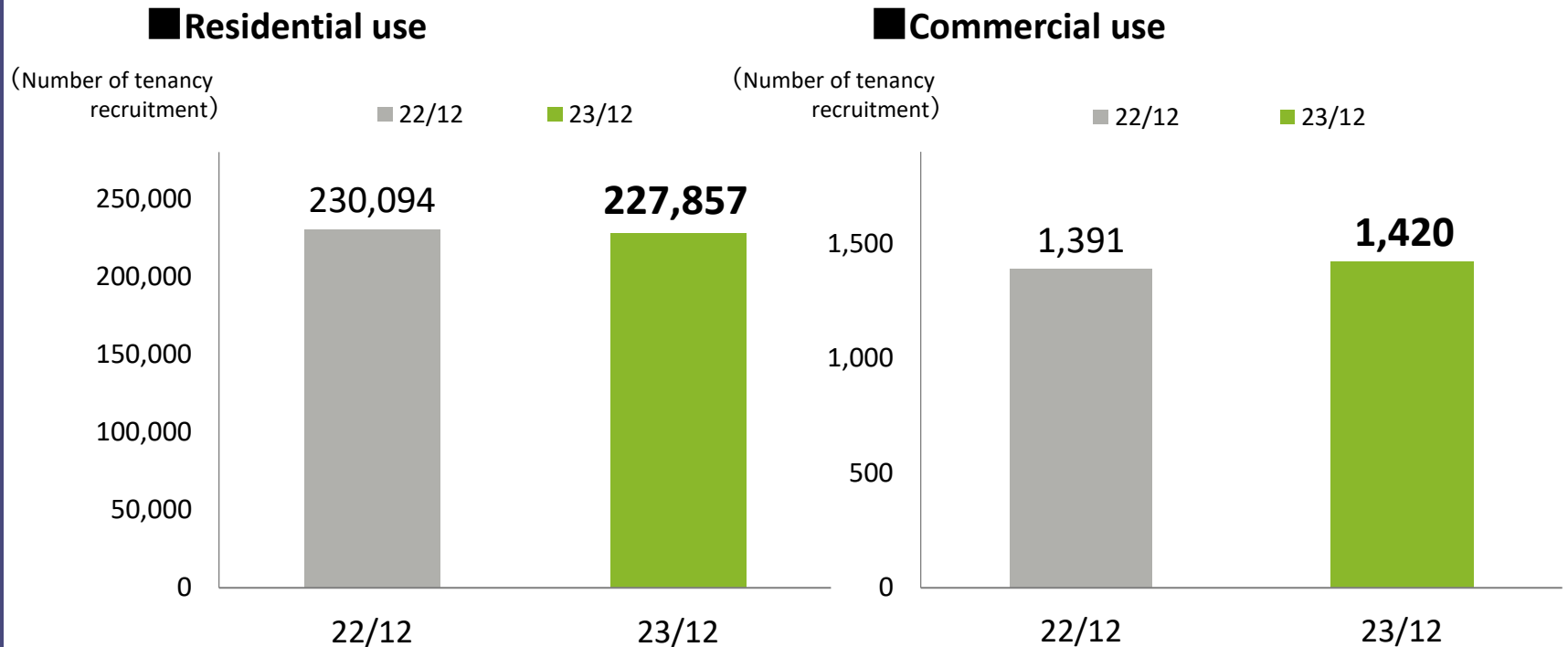
■ Orders Received from new customers

(YoY)



Tenancy recruitment

Number of tenancy recruitment	229,277 (Δ1.0% YoY)
Residential use	227,857 (Δ1.0% YoY)
Commercial use	1,420 (+2.1% YoY)



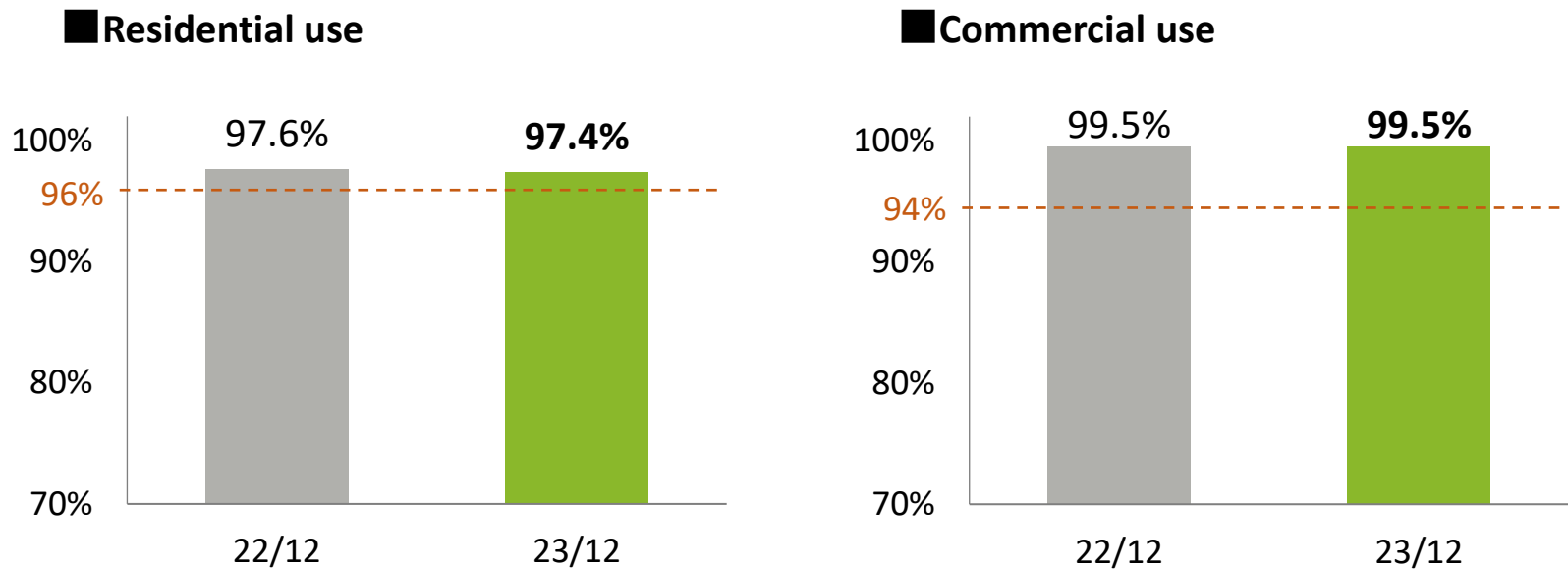
※Including the number of tenant recruitment for units managed by other companies

Tenancy recruitment (Rent-based occupancy rate※)

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

Residential use **97.4%** (Δ0.2p YoY)

Commercial use **99.5%** (±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※)

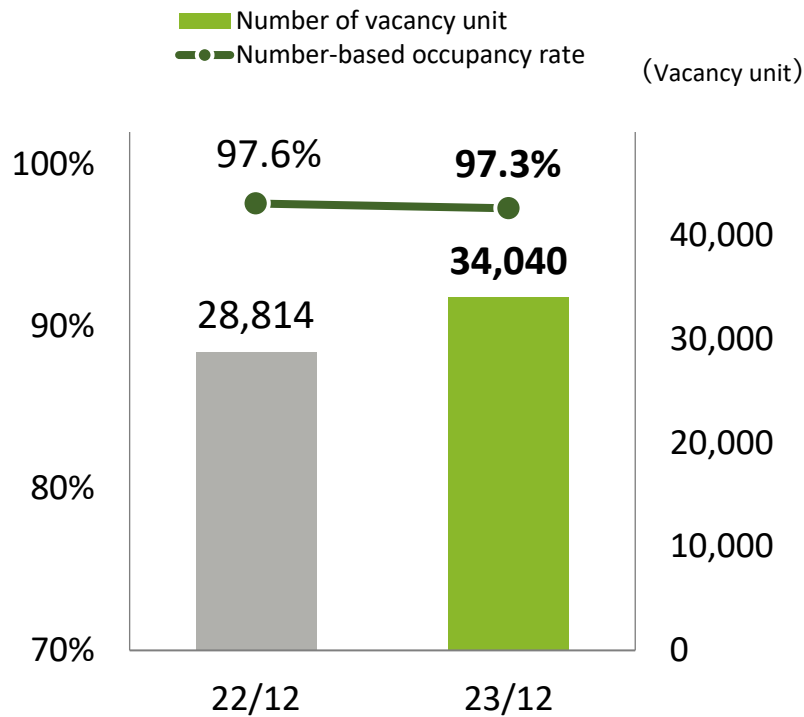
Residential use units

97.3% (Δ0.3p YoY)

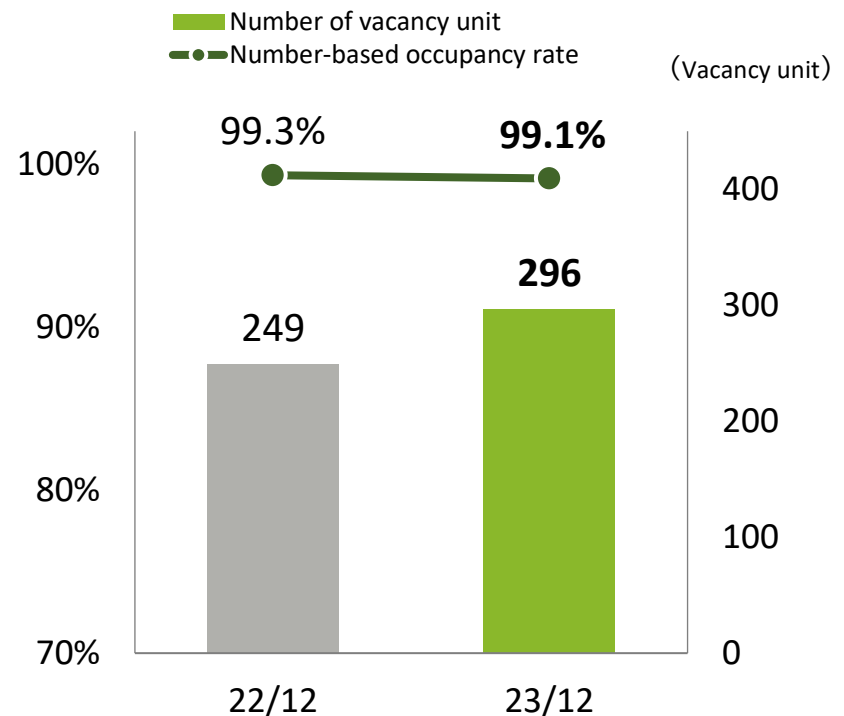
Commercial use units

99.1% (Δ0.2p YoY)

■ Residential use



■ Commercial use



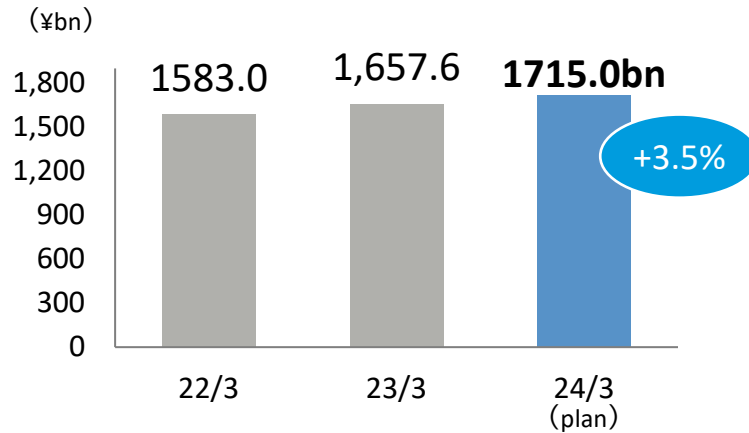
※Number-based occupancy rate = (Number of occupancy units) / (Number of units under management)

IV. Forecasts of FY ending March 31, 2024

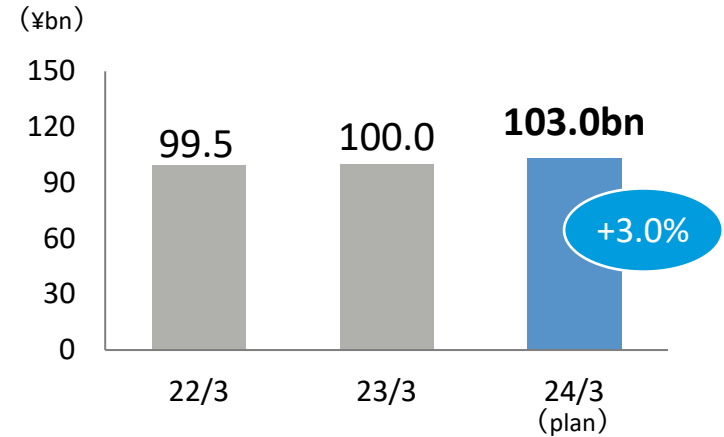
There is no revision of the full-year plan from the initial forecasts

 : YoY

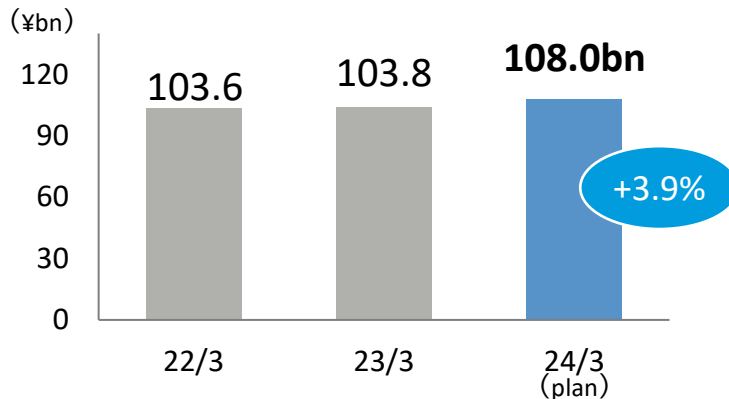
■ Net sales



■ Operating income

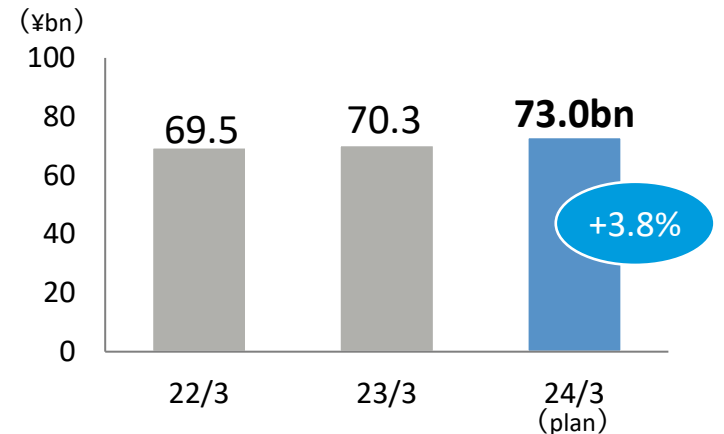


■ Ordinary income



■ Net income

attributable to owners of parent



V . Topics

Raise of basic salary

- To the promotion of human capital management and improving job satisfaction -

■ Raise of basic salary (April 2024~)

Target	All Employees ※ Except a part of senior management and temporary employee	New Graduates ※ Only for sales representatives, design engineers and construction managers who joined the Company after 2017
Content	Raise of average 5.1% from the basic salary	Raise of uniformly 20,000 yen from the starting salary



Improve of employee engagement

- To creating workplace environment where employees can utilize their abilities -

Organizational issues

- Activation of in-house communication
- Penetration for employees of corporate philosophy and values
- Improve of management abilities of managers

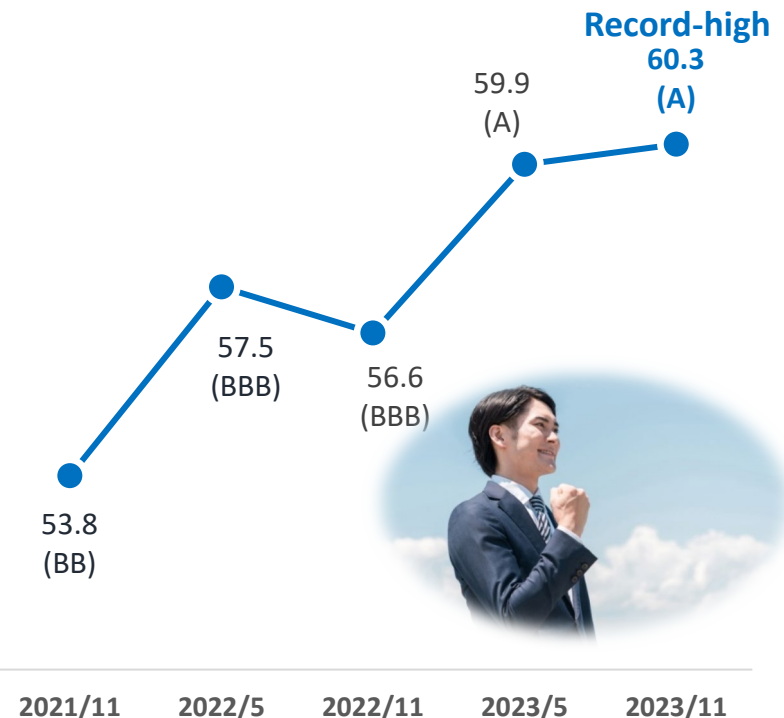


Main initiatives

- Formulation and penetration of Group Purpose
- Holding intergroup exchange events
- Payment of lump-sum allowance to compensate for inflation
- Expansion of employee awards system •••etc

Result of the employee engagement survey

※Average score of other companies 50.0(B)



Filling of services for foreign tenants

- Handle with inbound demand recovering to pre-pandemic levels -

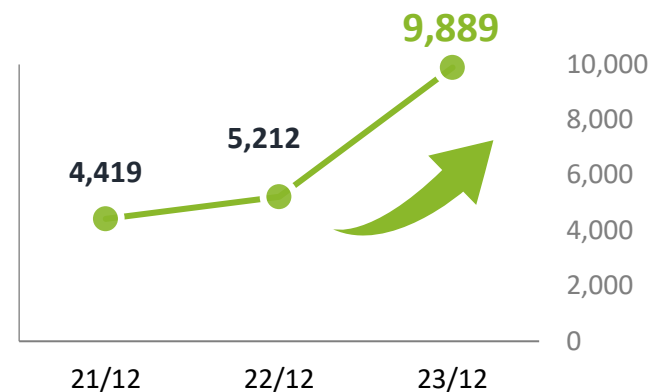
Initiatives targeting foreign tenants

- Opened an intermediary store specializing in services for foreign customers in Tokyo and Osaka
- Accepting foreigners that give up moving into housing because of no surety
- Signed an agreement with Osaka Prefecture regarding the acceptance of foreigners and conducted a campaign for foreign tenants



▲ Signed an agreement with Osaka Prefecture

Number of foreign responses



VI. Appendix

Profit & Loss of each segment < FY24/3 >

(¥mn)

《 Construction business 》	23/3 3Q	24/3 3Q	YoY	24/3(plan)
Net sales	322,472	353,837	+9.7%	460,000
Gross profit	67,785	80,089	+18.2%	105,000
(Gross profit margin)	21.0%	22.6%	+1.6p	22.8%
Operating income	10,680	15,772	+47.7%	22,000
(Operating income margin)	3.3%	4.5%	+1.2p	4.8%

《 Real estate business 》	23/3 3Q	24/3 3Q	YoY	24/3(plan)
Net sales	822,335	841,493	+2.3%	1,140,000
Gross profit	99,707	98,975	△0.7%	134,000
(Gross profit margin)	12.1%	11.8%	△0.3p	11.8%
Operating income	66,638	63,627	△4.5%	82,000
(Operating income margin)	8.1%	7.6%	△0.5p	7.2%

《 Other businesses 》	23/3 3Q	24/3 3Q	YoY	24/3(plan)
Net sales	66,751	74,499	+11.6%	115,000
Gross Profit	21,634	26,306	+21.6%	36,000
(Gross profit margin)	32.4%	35.3%	+2.9p	31.3%
Operating income	9,356	13,544	+44.8%	17,000
(Operating income margin)	14.0%	18.2%	+4.2p	14.8%

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

(¥mn)

	23/3 3Q	24/3 3Q	YoY	24/3(plan)
Net sales	329,144	364,367	+10.7%	473,000
Construction	324,980	354,499	+9.1%	460,000
Real estate & others	4,164	9,868	+137.0%	13,000
Gross profit	69,481	83,851	+20.7%	109,000
Construction	67,206	79,204	+17.9%	103,000
Real estate & others	2,275	4,647	+104.2%	6,000
SG&A expenses	70,863	78,208	+10.4%	—
Operating income	△1,382	5,643	—	—
Ordinary income	49,316	58,533	+18.7%	57,000
Net income	56,071	56,082	+0.0%	52,000

Sales structure of real estate business < FY24/3 >

(¥mn)

	22/3 3Q		23/3 3Q		24/3 3Q			24/3(plan)
	Amount	(Ratio)	Amount	(Ratio)	Amount	(Ratio)	YoY	
Lease up of rental housing units※1	718,677	(90.3%)	740,258	(90.0%)	756,386	(89.9%)	+2.2%	1,021,500
Building and repairs	28,993	(3.6%)	28,401	(3.5%)	24,662	(2.9%)	△13.2%	32,000
Brokerage of rental estate	15,820	(2.0%)	15,765	(1.9%)	15,401	(1.8%)	△2.3%	24,000
Rental guarantee business	13,293	(1.7%)	13,954	(1.7%)	14,526	(1.7%)	+4.1%	20,000
Electricity business	5,873	(0.7%)	6,821	(0.8%)	8,066	(1.0%)	+18.3%	10,000
Leasing business※2	4,942	(0.6%)	5,189	(0.6%)	4,802	(0.6%)	△7.5%	6,500
Others	8,597	(1.1%)	11,944	(1.5%)	17,647	(2.1%)	+47.8%	26,000
Total	796,198	(100.0%)	822,335	(100.0%)	841,493	(100.0%)	+2.3%	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) <FY24/3>

(¥mn)

Construction Business								
	Daito Construction				Daito Steel			
	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan
Net sales	3,280	6,050	+84.5%	8,000	4,100	6,073	+48.1%	6,800
Gross profit	161	291	+79.8%	500	181	260	+43.3%	200
SG&A expenses	85	116	+37.2%	200	66	72	+8.6%	0
Operating income	76	174	+126.9%	200	114	187	+63.6%	100
Ordinary income	126	227	+79.2%	300	115	189	+63.7%	100
Net income	86	155	+79.6%	200	66	117	+77.5%	100

Profit & Loss of major subsidiaries (Real estate businesses-1) < FY24/3 >

(¥mn)

Real estate business								
	Daito Kentaku Partners				Daito Kentaku Leasing			
	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan
Net sales	787,225	805,312	+2.3%	1,083,200	21,366	20,388	△4.6%	31,000
Gross profit	74,209	71,987	△3.0%	95,600	9,323	7,876	△15.5%	11,900
SG&A expenses	19,014	20,724	+9.0%	30,800	6,417	6,681	+4.1%	10,600
Operating Income	55,194	51,263	△7.1%	64,700	2,905	1,194	△58.9%	1,200
Ordinary income	56,075	51,954	△7.3%	65,900	2,960	1,232	△58.4%	2,100
Net income	38,888	36,228	△6.8%	45,600	1,905	797	△58.2%	1,200

Profit & Loss of major subsidiaries (Real estate businesses-2) <FY24/3>

(¥mn)

Real estate business								
	House Leave				Housecom Group			
	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan
Net sales	13,954	14,526	+4.1%	19,800	9,831	9,085	△7.6%	14,288
Gross profit	13,482	13,774	+2.2%	19,000	8,479	7,821	△7.8%	—
SG&A expenses	3,217	3,253	+1.1%	4,900	8,812	8,250	△6.4%	—
Operating income	10,264	10,520	+2.5%	14,100	△332	△429	—	462
Ordinary income	10,271	10,532	+2.5%	14,100	△321	△423	—	646
Net income	7,076	7,308	+3.3%	9,700	△269	△349	—	389

Profit & Loss of major subsidiaries (Financial businesses) <FY24/3>

(¥mn)

Other businesses (Financial business)												
	Daito Finance				House Guard				D.T.C			
	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan
Net sales	1,731	1,754	+1.3%	2,200	3,683	4,422	+20.1%	5,500	13,585	13,676	+0.7%	18,400
Gross profit	1,330	1,335	+0.4%	1,700	1,542	1,843	+19.5%	2,400	1,141	474	△58.4%	1,400
SG&A expenses	188	213	+13.2%	200	1,061	1,277	+20.3%	1,700	24	29	+20.2%	0
Operating income	1,142	1,122	△1.7%	1,400	480	566	+17.8%	600	1,117	475	△60.1%	1,400
Ordinary income	1,170	1,150	△1.7%	1,900	480	565	+17.7%	600	1,121	448	△60.0%	1,400
Net income	811	796	△1.9%	1,300	344	399	+16.0%	400	1,121	448	△60.0%	1,400

Profit & Loss of major subsidiaries (Other businesses-1) <FY24/3>

(¥mn)

Other businesses (Energy, Care, Investment condominium business)												
	Gaspal Group				Care Partner				INVALANCE			
	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan
Net sales	25,926	27,083	+4.5%	42,000	11,266	11,831	+5.0%	15,900	14,603	14,098	△3.5%	26,300
Gross profit	11,758	13,311	+13.2%	19,400	1,060	1,123	+6.0%	1,400	2,489	2,953	+18.6%	4,100
SG&A expenses	6,663	7,199	+8.0%	10,000	904	813	△10.1%	1,100	1,914	2,057	+7.5%	3,100
Operating income	5,094	6,112	+20.0%	9,400	156	310	+98.9%	300	575	896	+55.7%	1,000
Ordinary income	4,613	5,651	+22.5%	8,500	135	303	+123.5%	200	570	842	+47.8%	1,000
Net income	3,156	3,903	+23.7%	5,900	90	172	+91.1%	100	417	436	+4.5%	700

Profit & Loss of major subsidiaries (Other businesses-2) < FY24/3 >

(¥mn)

Other businesses (Overseas business)								
	DAITO ASIA DEVELOPMENT (MALAYSIA) SDN.BHD.				DAITO ASIA DEVELOPMENT (MALAYSIA) II SDN.BHD.			
	23/3 3Q	24/3 3Q	YoY	24/3 plan	23/3 3Q	24/3 3Q	YoY	24/3 plan
Net sales	1,377	2,355	+71.0%	3,000	2,227	3,650	+63.9%	4,200
Gross profit	351	1,059	+201.6%	1,300	697	1,644	+135.9%	1,800
SG&A expenses	590	904	+53.2%	1,000	876	1,217	+39.0%	1,400
Operating Income	△239	154	—	200	△179	426	—	400
Ordinary income	△1,050	△602	—	△200	△1,068	△368	—	0
Net income	△1,052	△313	—	△200	△1,074	△309	—	0

Amount of orders received, and amount from construction completed

■ Amount of orders received

(¥mn)

	22/3 3Q	23/3 3Q	24/3 3Q	YoY	24/3(plan)
Residential use	261,988	321,372	392,881	+22.3%	520,800
Rental housing	260,799	319,361	391,432	+22.6%	517,900
Detached housing	1,189	2,010	1,449	△27.9%	2,900
Commercial use	7,380	5,472	9,574	+75.0%	8,200
Building and repairs	31,429	32,571	34,600	+6.2%	41,000
Total	300,799	359,417	437,055	21.6%	570,000

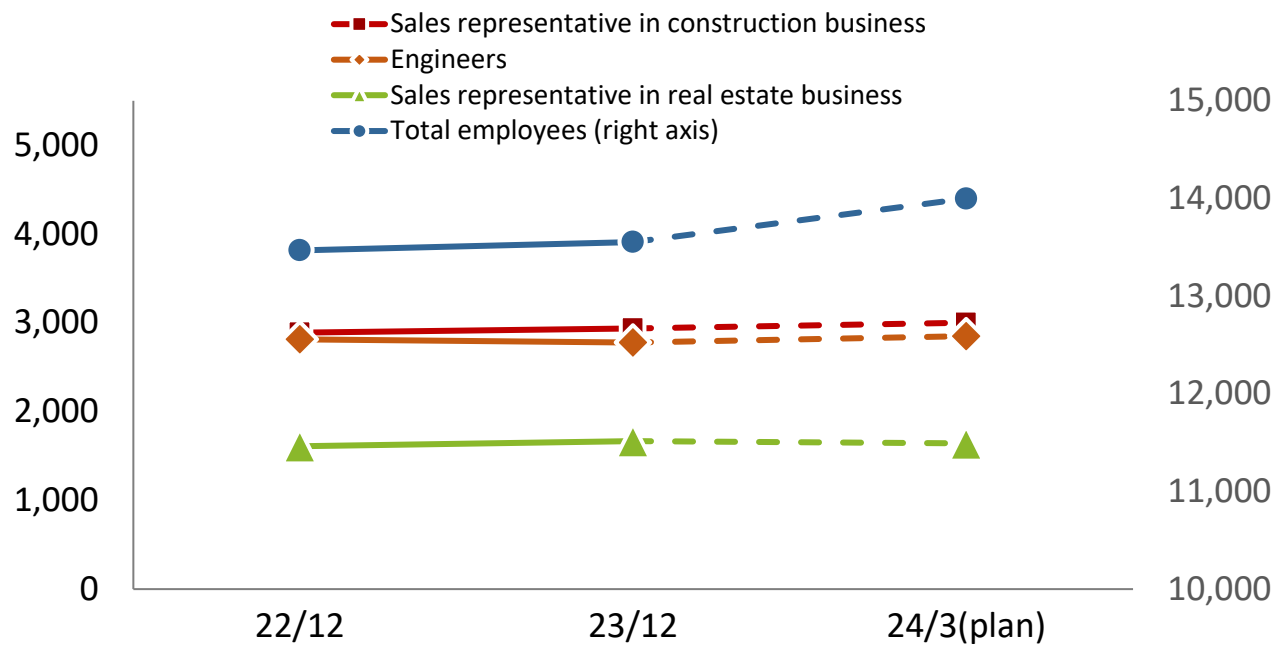
■ Net income from completed construction

(¥mn)

	22/3 3Q	23/3 3Q	24/3 3Q	YoY	24/3(plan)
Residential use	304,679	307,059	338,510	+10.2%	439,000
Rental housing	302,337	305,480	336,602	+10.2%	436,600
Detached housing	2,341	1,578	1,908	+20.9%	2,400
Commercial use	7,039	8,821	6,217	△29.5%	9,000
Building and repairs	35,460	34,993	33,771	△3.5%	44,000
Total	347,180	350,874	378,500	+7.9%	492,000

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

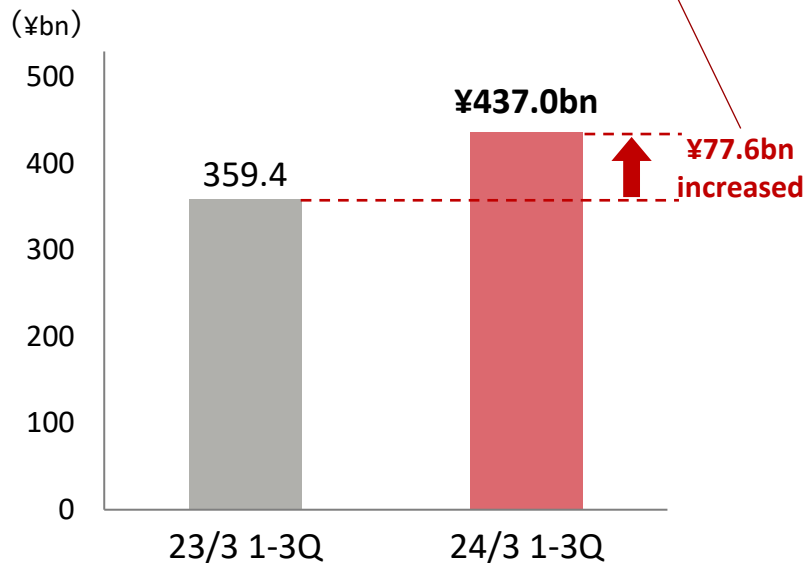
	22/12	23/12	YoY	24/3(plan)
Total employees	13,469	13,555	+86	14,000
Sales representative in construction business	2,888	2,934	+46	3,000
Engineers	2,813	2,777	△36	2,850
Sales representative in real estate business	1,610	1,666	+56	1,640



Orders received compared with FY24/3

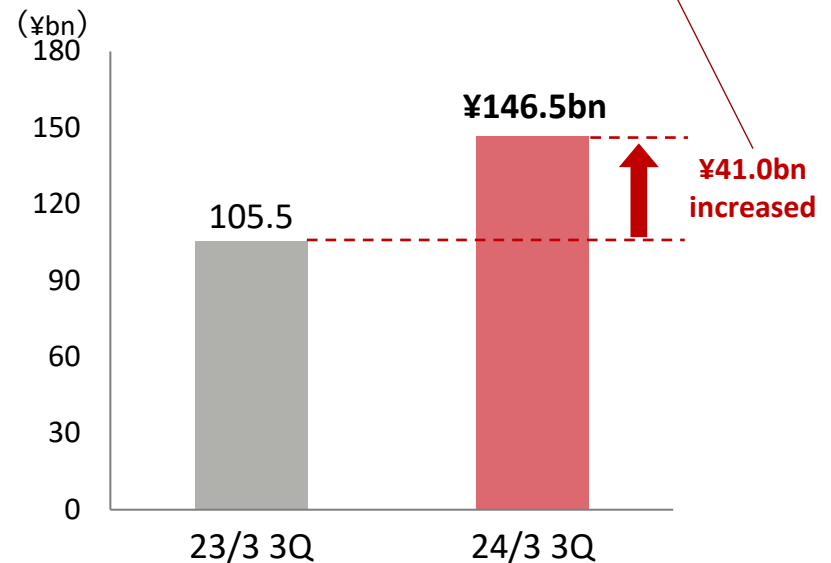
■ 1-3Q comparison

- ① **Number of orders (project)** Δ ¥16.4bn
(3,389 → 3,249)
- ② **Per project price** +¥60.3bn
(¥117.34mn/project → ¥135.90mn/project)
- ③ **Cancellation** +¥20.2bn
(20.1% → 13.8%)
- ④ **Building & repairs** +¥13.4bn
(¥51.9bn → ¥65.4bn)

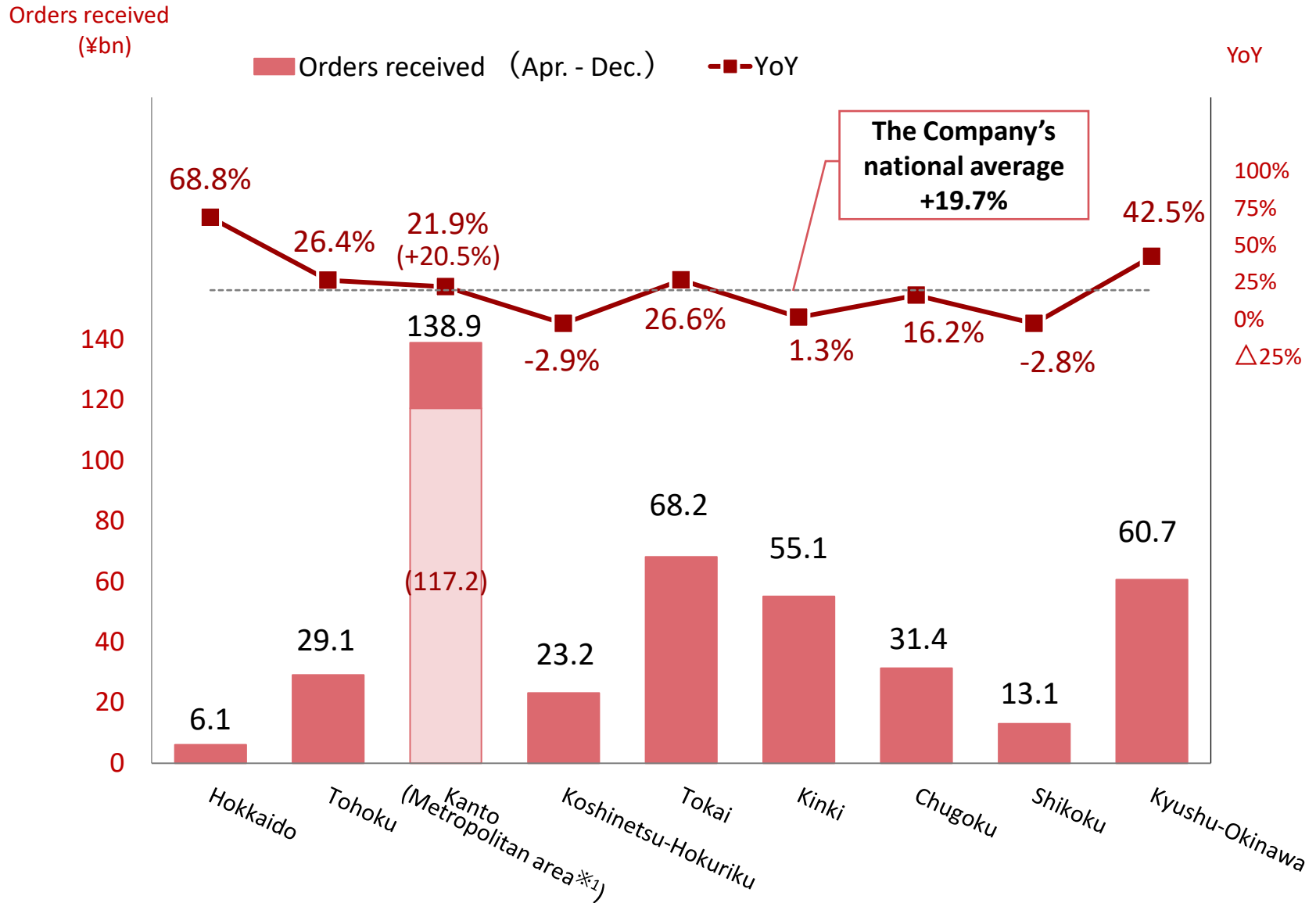


■ 3Q comparison

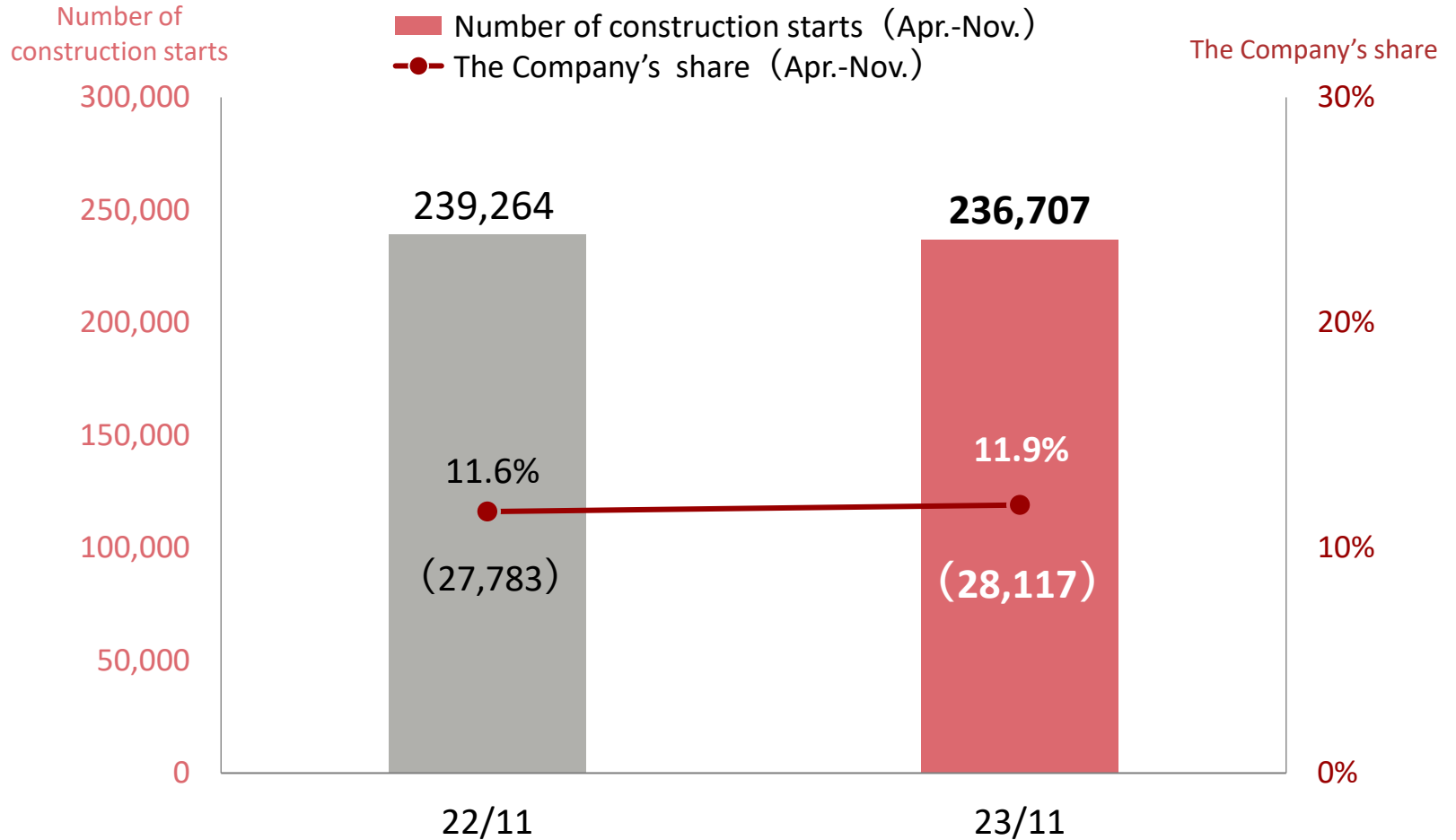
- ① **Number of orders (project)** +¥10.3bn
(941 → 1,026)
- ② **Per project price** +¥17.9bn
(¥121.57mn/project → ¥139.02mn/project)
- ③ **Cancellation** +¥7.2bn
(20.8% → 12.2%)
- ④ **Building & repairs** +¥5.5bn
(¥18.8bn → ¥24.3bn)



Amount of orders received in each region



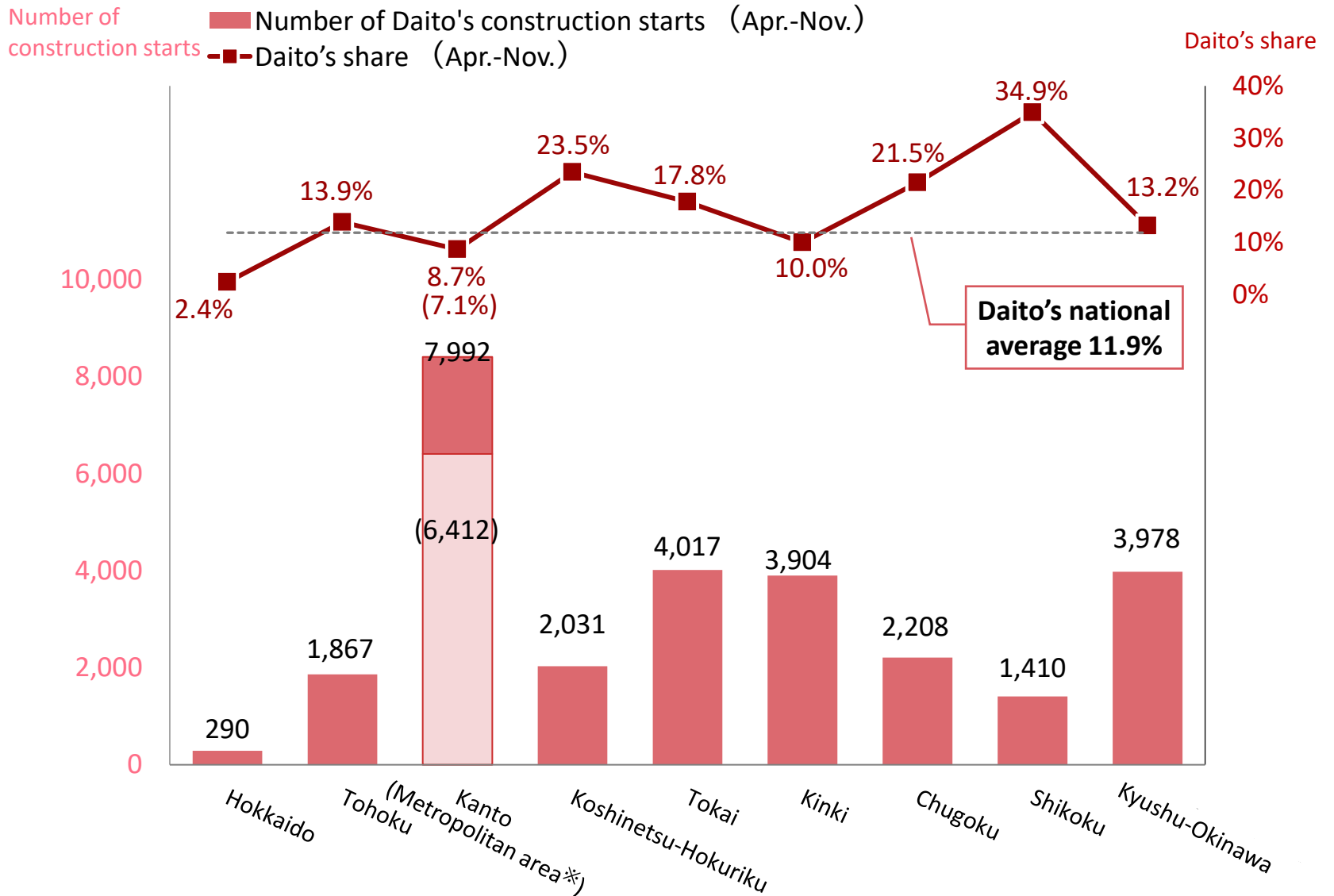
Number of construction starts & Daito's share <YoY>



※ (Number of construction starts by Daito group)

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

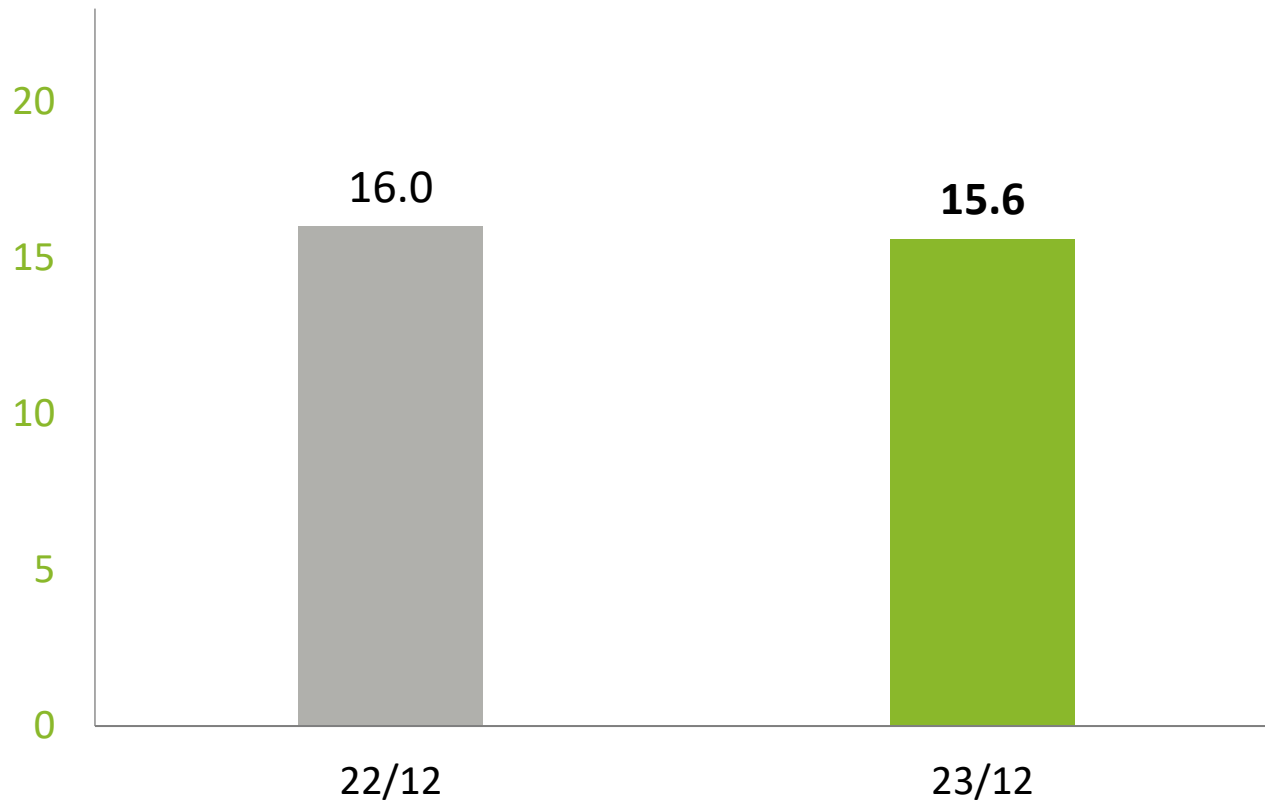
Number of Daito's construction starts in each region & Daito's share



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

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

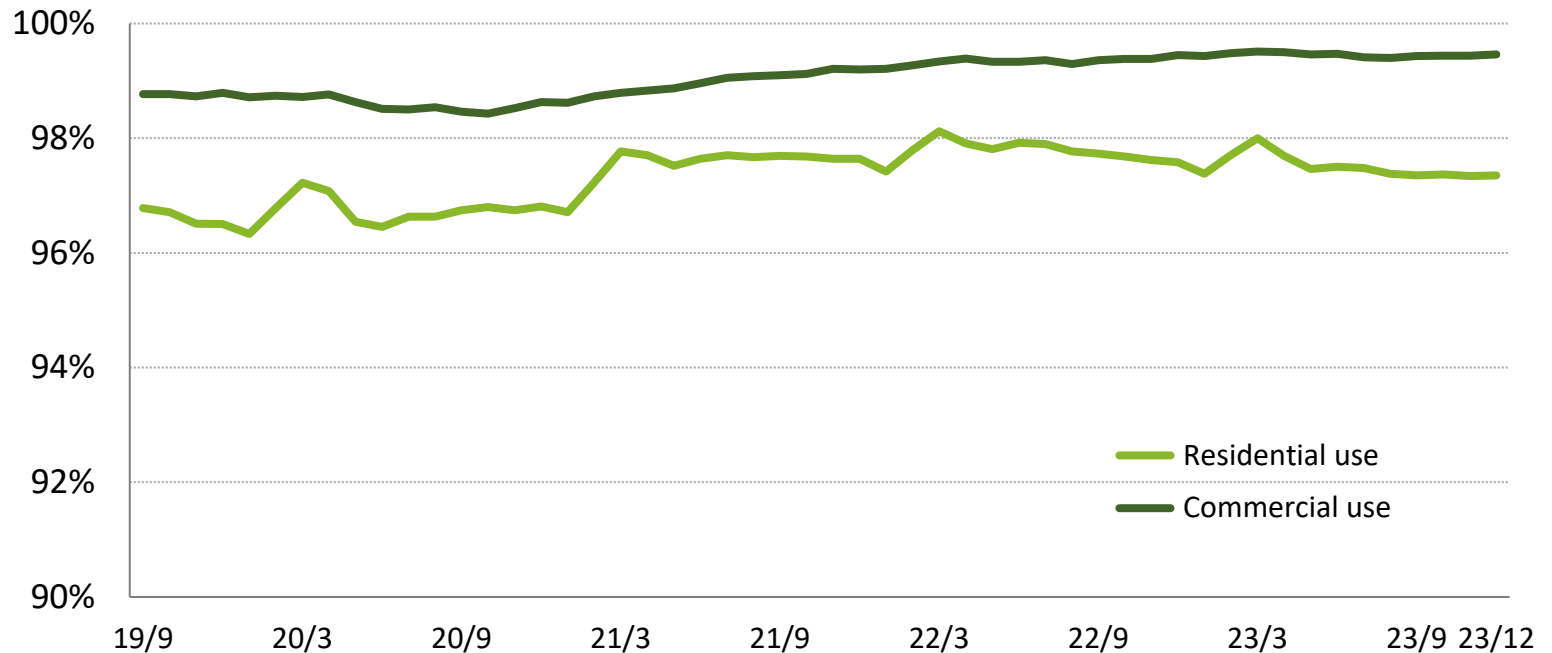
Number of tenant recruitment
/ representatives / month



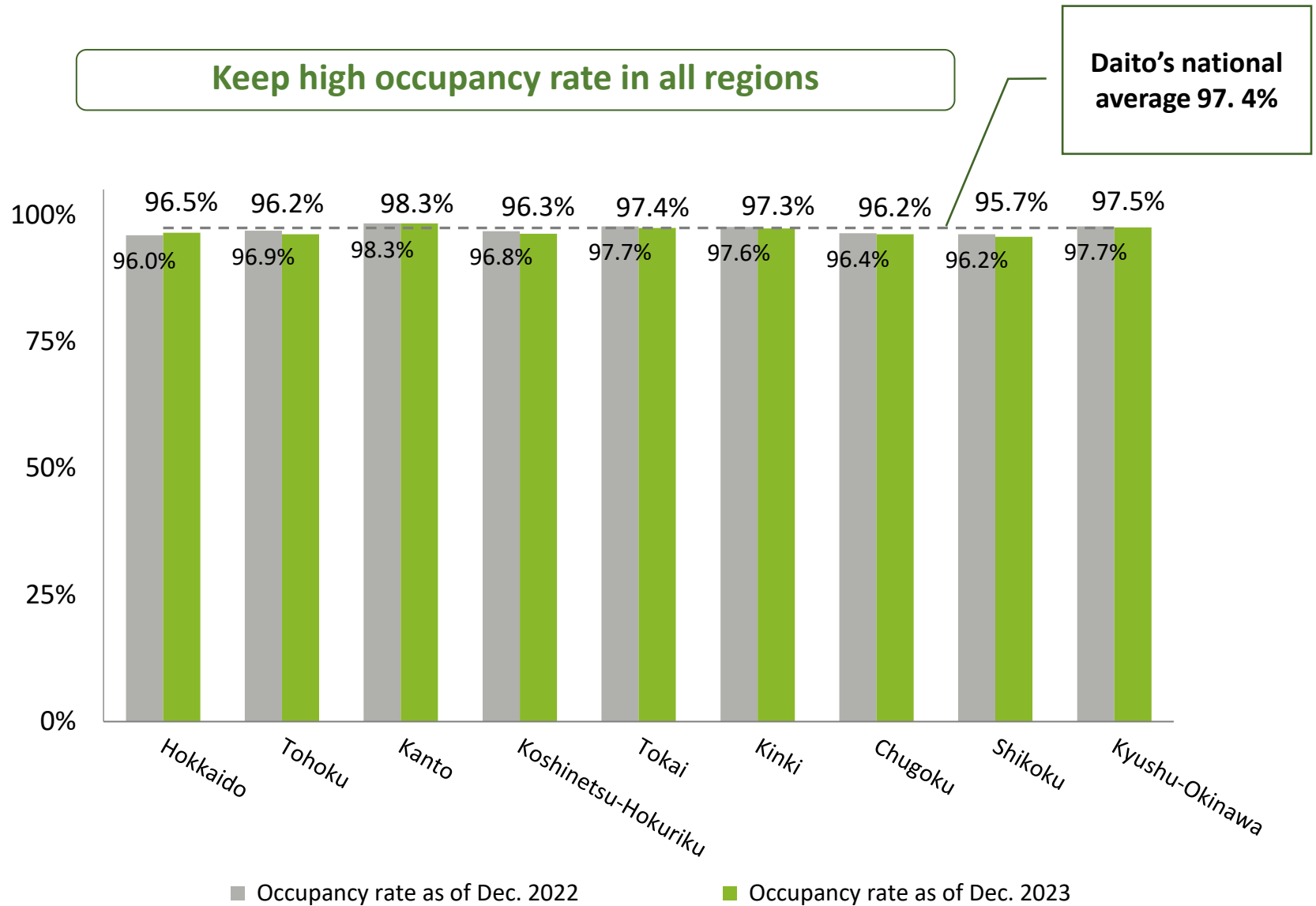
Transition of rent-based occupancy rate

Rent-based occupancy rate	19/12	20/12	21/12	22/12	23/12	YoY
Residential use (%)	96.5%	96.8%	97.6%	97.6%	97.4%	△0.2p
Commercial use (%)	98.8%	98.6%	99.2%	99.5%	99.5%	±0.0p

Rent-based occupancy rate

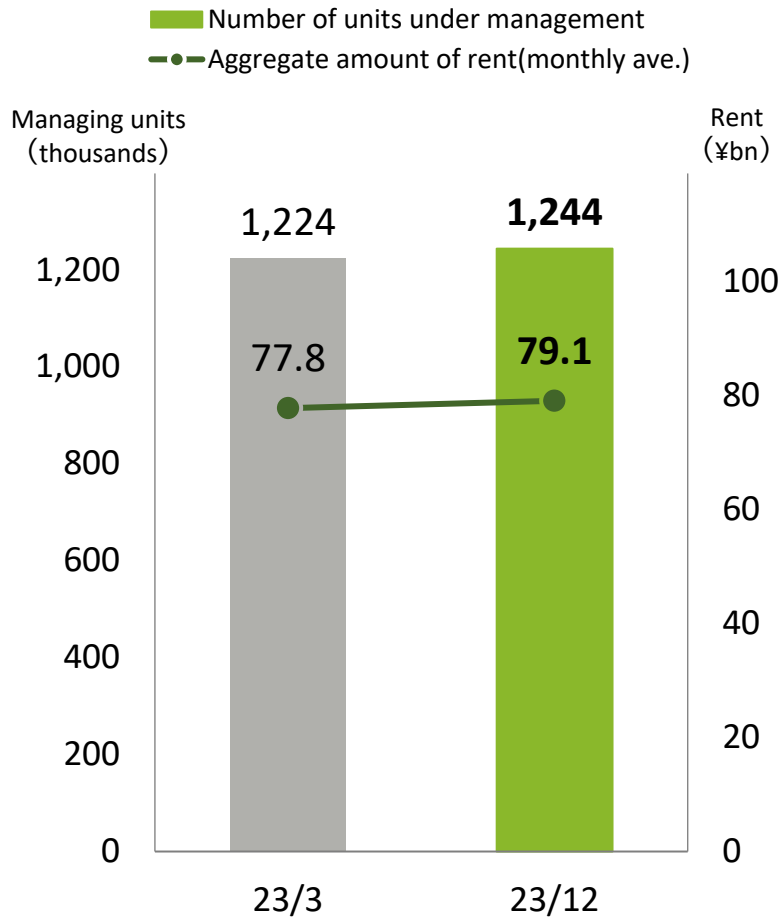


Rent-based occupancy rate in each region (as of Dec. : Residential use)

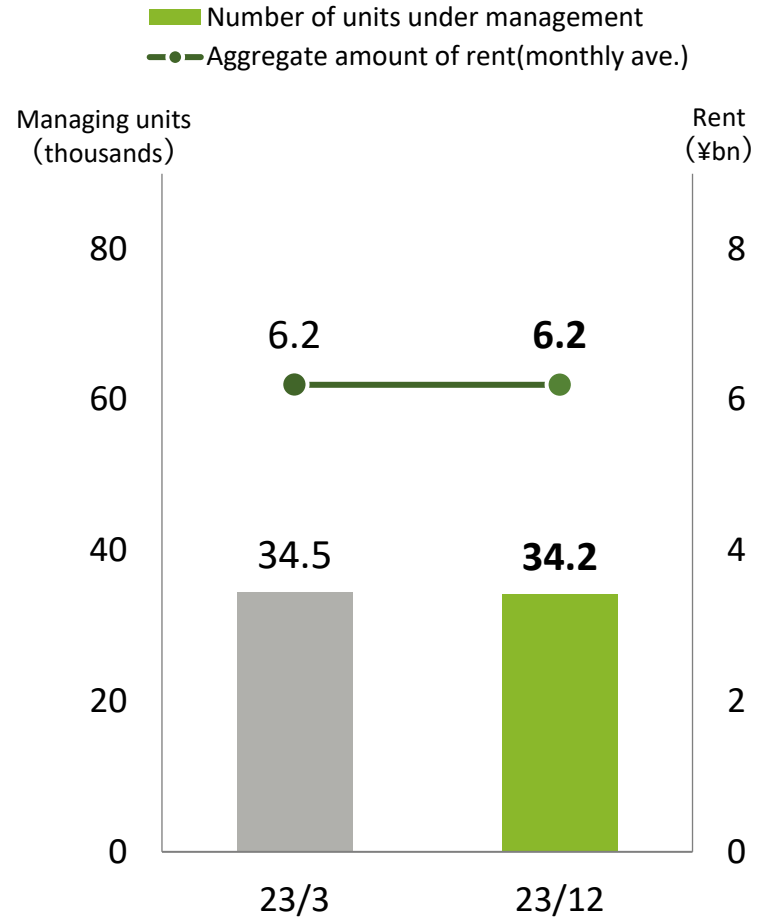


Number of units under management & aggregate amount of rent

Residential use

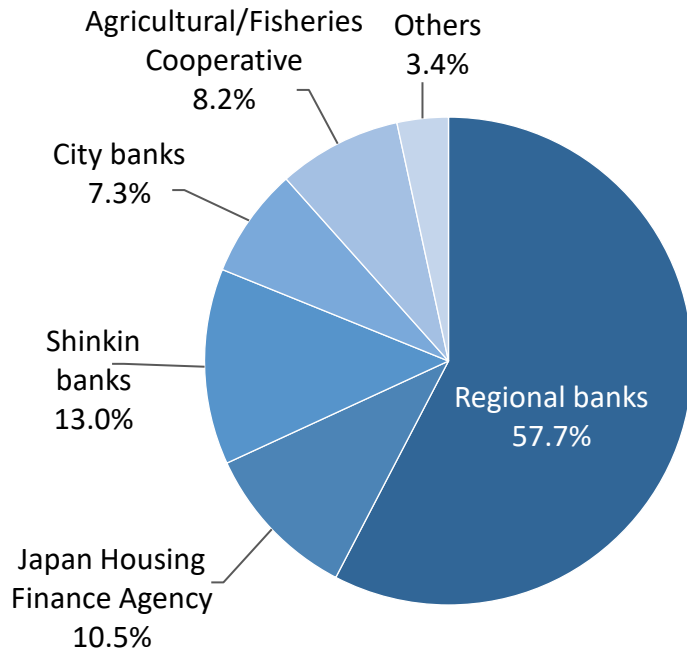


Commercial use

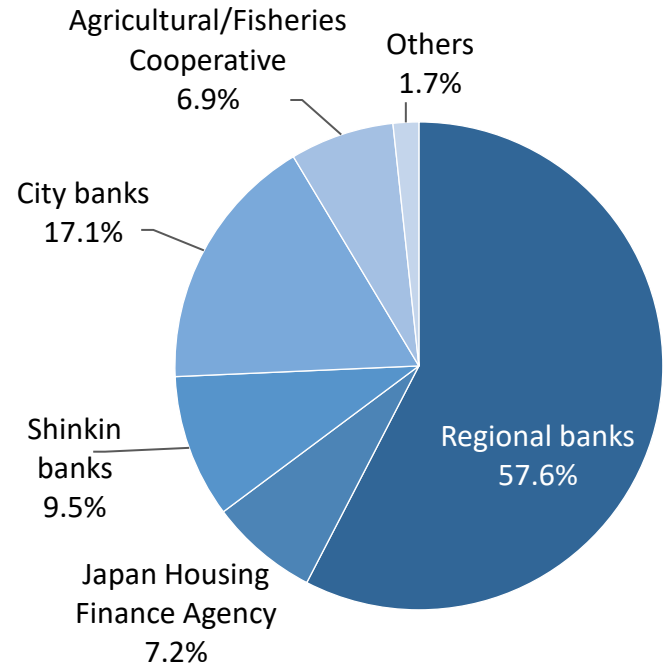


Customer's funds route

FY23/3 full-year



FY24/3 3Q



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