

# FACT SHEETS

**For the Six Months Ended September 30, 2015**  
(Unaudited)

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DAIKYO INCORPORATED

October 29, 2015

### Consolidated Statements of Operations

							(Millions of yen)	Forecast
6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year	Apr 2015- Mar 2016	
Net sales	117,411	156,777	154,988	126,369	169,500	43,131	335,000	
Gross profit	16,980	25,164	22,565	15,759	25,890	10,131		
Selling, general and administrative expenses [SG&A]	11,339	13,650	16,194	14,801	15,091	289		
Operating income	5,640	11,514	6,370	957	10,798	9,841	18,000	
Operating margin	4.8%	7.3%	4.1%	0.8%	6.4%	5.6pp	5.4%	
Other income	322	223	374	280	284	4		
Interest income	18	39	22	31	50	18		
Dividend income	13	14	12	12	14	2		
Other expenses	1,637	1,450	992	820	669	Δ 151		
Interest expense	1,256	821	479	363	247	Δ 115		
Ordinary income	4,326	10,287	5,752	417	10,414	9,997	17,000	
Ordinary income to net sales ratio	3.7%	6.6%	3.7%	0.3%	6.1%	5.8pp	5.1%	
Extraordinary income	2	-	11,390	39	27	Δ 12		
Extraordinary loss	60	80	2,237	140	39	Δ 101		
Income (loss) before income taxes and minority interests	4,269	10,206	14,905	316	10,402	10,086		
Income taxes - current	672	1,260	1,732	871	2,276	1,405		
Income taxes - deferred	Δ 5,596	1,629	1,535	Δ 1,939	1,149	3,089		
Net income (loss)	9,193	7,316	11,637	1,385	6,976	5,591		
Net income attributable to noncontrolling interests	-	1	1	1	-	Δ 1		
Profit attributable to owners of parent	9,193	7,314	11,636	1,383	6,976	5,592	12,500	

Retroactive treatment has been applied to the figures displayed for the six months ended September 30, 2013

### Consolidated Financial Position

						(Millions of yen)	Mar 31, 2015	Change from Mar 2015
As of Sep 30	2011	2012	2013	2014	2015			
<b>Current assets</b>	268,022	239,785	238,023	224,984	233,531	275,319	Δ 41,788	
Cash and deposits	81,481	110,798	94,207	78,779	94,598	96,540	Δ 1,942	
Inventories	158,637	106,784	119,431	112,670	108,802	113,678	Δ 4,875	
Real estate for sale	15,425	21,522	13,664	21,313	42,340	39,609	2,731	
Real estate for sale in progress	120,553	70,712	88,364	82,284	50,421	60,628	Δ 10,206	
Real estate for development projects	22,658	14,549	17,401	9,073	16,040	13,440	2,599	
Others	27,903	22,202	24,384	33,533	30,130	65,100	Δ 34,970	
<b>Fixed assets</b>	33,130	35,596	51,360	50,367	49,413	49,290	122	
Property and equipment	12,241	12,226	18,211	17,987	18,523	17,826	697	
Others	20,889	23,369	33,148	32,379	30,889	31,463	Δ 574	
<b>Total assets</b>	301,152	275,381	289,384	275,351	282,944	324,610	Δ 41,665	
<b>Liabilities</b>	196,139	152,403	152,373	130,621	121,937	168,121	Δ 46,184	
Notes and accounts payable	25,184	39,726	23,860	20,905	21,601	36,180	Δ 14,579	
Interest-bearing debt	130,092	73,646	69,049	58,822	51,823	57,324	Δ 5,500	
Others	40,862	39,030	59,463	50,893	48,512	74,616	Δ 26,104	
<b>Net assets</b>	105,013	122,978	137,010	144,730	161,007	156,488	4,519	
Shareholders' equity	104,947	122,924	136,636	145,232	160,373	156,001	4,371	
Valuation and translation adjustments	66	31	348	Δ 531	634	487	147	
Minority interests	-	23	26	28	-	-	-	
<b>Total liabilities and net assets</b>	301,152	275,381	289,384	275,351	282,944	324,610	Δ 41,665	

Retroactive treatment has been applied to the figures displayed for as of September 30, 2013.

Shareholders' equity ratio*	34.9%	44.6%	47.3%	52.6%	56.9%	48.2%	8.7pp
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\* Shareholders' equity ratio = (net assets - share subscription rights - minority interests) / total assets

### Interest-bearing Debt

						(Millions of yen)	Mar 31, 2015	Change from Mar 2015
As of Sep 30	2011	2012	2013	2014	2015			
Short-term borrowings	47,991	25,734	24,367	28,867	10,380	22,417	Δ 12,037	
Commercial paper	4,500	500	-	-	-	-	-	
Bonds due within one year	18,000	5,000	-	-	5,000	5,000	-	
Bonds	5,000	-	7,000	7,000	2,000	2,000	-	
Long-term borrowings	54,489	42,317	37,603	22,906	34,421	27,870	6,551	
Other interest-bearing debt	111	94	79	49	22	37	Δ 14	
<b>Total interest-bearing debt</b>	130,092	73,646	69,049	58,822	51,823	57,324	Δ 5,500	

Debt to equity ratio*	1.24	0.60	0.50	0.41	0.32	0.37	Δ 0.05
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\* Debt to equity ratio = interest-bearing debt / (net assets - share subscription rights - minority interests)

## Results by Segment

(Millions of yen)

6 Months		Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year	Forecast Apr 2015- Mar 2016
Real Estate Development and Sales	Net sales	55,028	87,239	66,310	35,821	69,844	34,023	130,000
	Operating income	2,548	8,196	2,077	△ 1,239	6,327	7,567	8,900
Real Estate Management	Net sales	52,590	59,823	74,377	71,601	75,970	4,368	161,000
	Operating income	3,801	4,071	4,792	3,235	4,219	984	9,200
Real Estate Brokerage	Net sales	9,106	10,534	16,397	20,336	26,251	5,914	49,000
	Operating income	89	288	1,118	568	1,835	1,266	3,200
Other	Net sales	1,664						
	Operating income	179						
Eliminations or Corporate	Net sales	△ 978	△ 819	△ 2,097	△ 1,389	△ 2,564	△ 1,174	△ 5,000
	Operating income	△ 978	△ 1,042	△ 1,618	△ 1,606	△ 1,583	22	△ 3,300
Total	Net sales	117,411	156,777	154,988	126,369	169,500	43,131	335,000
	Operating income	5,640	11,514	6,370	957	10,798	9,841	18,000

Retroactive treatment has been applied to the figures displayed for the six months ended September 30, 2015

In accordance with the change in segment classification, the above change has been reflected in the figures in the second quarter of the current fiscal year and the forecast for the fiscal year ending March 31, 2016.

## Real Estate Development and Sales

### Results of Condominium Development and Sales Business

(Millions of yen)

6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year
Condominium units delivered (units) (1)	1,387	2,225	1,788	935	1,572	637
Condominium sales (2)	50,975	84,620	61,125	29,348	59,716	30,368
Gross profit for condominium sales	8,234	16,101	12,443	7,091	13,937	6,845
Gross profit margin for condominium	16.2%	19.0%	20.4%	24.2%	23.3%	△ 0.9pp

Gross profit for the six months ended September 30, 2013 and later excludes the effect of indirect expenses in accordance with the change in account processing.

Number of sales agreements entered into (units) (3)	1,642	1,540	1,946	1,379	1,229	△ 150
Amount of net sales of condominium units for which sales agreements are entered into in each period	63,074	59,881	68,473	50,274	44,480	△ 5,793

(Millions of yen)

As of Sep 30	2011	2012	2013	2014	2015	Change from Sep 2014	Mar 31, 2015	Change from Mar 2015
Number of contracted sales (units) (4)	3,058	1,593	3,036	2,761	1,682	△ 1,079	2,025	△ 343
Amount of contracted sales (5)	123,642	67,206	106,829	103,006	60,862	△ 42,144	76,098	△ 15,236
Completed condominium units in inventory (units) (6)	250	357	130	165	523	358	540	△ 17
Book value of completed condominium units in inventory (7)	7,934	11,087	3,892	5,013	14,921	9,907	15,290	△ 369

Notes:

(1) Represents the number of condominium units delivered to customers.

(2) Represents the amount of net sales of condominium units delivered to customers.

(3) Represents the number of condominium units for which sales agreements are entered into in each period.

(4) Represents the number of condominium units for which sales agreements have been entered into but have yet to be delivered.

(5) Represents the amount of net sales of condominium units for which sales agreements have been entered into but have yet to be delivered.

(6) Represents the number of completed condominium units the Group developed in inventory for which sales agreements have not yet been entered into.

(7) Represents the book value of completed condominium units the Group developed in inventory for which sales agreements have not yet been entered into.

**Real Estate Management**

**Breakdown of Net Sales**

(Millions of yen)

6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year
Condominium management	20,102	22,134	26,479	26,656	27,118	461
Building and facility management	11,873	12,621	13,306	13,824	14,676	852
Contract work	18,712	21,987	29,877	27,345	29,841	2,495
Other	1,901	3,080	4,714	3,775	4,334	558
<b>Total</b>	<b>52,590</b>	<b>59,823</b>	<b>74,377</b>	<b>71,601</b>	<b>75,970</b>	<b>4,368</b>

In accordance with the change in segment classification, the figures in "Contract work" have been revised beginning with the second quarter of the current fiscal year.

**Number of Condominium Units Managed**

As of Sep 30	2011	2012	2013	2014	2015	Change from Sep 2014	Mar 31, 2015	Change from Mar 2015
Number of condominium units managed	400,988	440,787	513,794	520,340	528,530	8,190	526,131	2,399
Number of condominium associations	7,244	7,985	9,245	9,353	9,482	129	9,436	46

**Sales of Contract Work**

(Millions of yen)

6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year
Contract work	18,712	21,987	29,877	27,345	29,841	2,495
Condominium-related	14,256	16,524	17,186	16,567	15,224	Δ 1,343
Building and facility-related	2,968	3,306	9,955	10,289	13,947	3,657
Others	1,487	2,155	2,735	488	669	181

In accordance with the change in segment classification, the figures in "Others" have been revised beginning with the second quarter of the current fiscal year.

**Volume of Contract Work Orders**

(Millions of yen)

As of Sep 30	2011	2012	2013	2014	2015	Change from Sep 2014	Mar 31, 2015	Change from Mar 2015
Volume of contract work orders	16,578	16,545	37,124	23,220	32,843	9,623	30,492	2,350
Condominium-related	15,273	14,383	28,930	16,421	20,753	4,332	16,097	4,656
Building and facility-related	754	1,476	7,221	6,689	11,970	5,280	14,299	Δ 2,329
Others	551	686	971	109	119	9	95	23

In accordance with the change in segment classification, the figures in "Others" have been revised beginning with the end of the second quarter of the current fiscal year.

**Real Estate Brokerage**

**Breakdown of Net Sales**

(Millions of yen)

6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year
Real estate brokerage	3,386	3,139	3,827	3,460	3,991	531
Existing real estate sales	3,165	5,013	7,279	8,923	13,602	4,679
Lease management	2,307	2,140	4,699	4,718	4,819	100
Other	246	240	590	3,234	3,838	603
Contract work	-	-	-	2,362	2,426	63
Total	9,106	10,534	16,397	20,336	26,251	5,914

In accordance with the change in segment classification, the figures in "Other" have been revised beginning with the second quarter of the current fiscal year.

**Amount of Brokerage Transactions**

(Millions of yen)

6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year
Number of brokerage transactions	2,437	2,530	3,328	3,196	3,263	67
Condominium	2,345	2,406	3,109	2,972	3,039	67
Total amount of transactions	76,439	75,500	78,209	86,887	78,932	Δ 7,955
Condominium	52,662	53,622	68,559	67,802	72,294	4,491
Commission rate	4.1%	4.0%	4.9%	4.2%	4.9%	0.7pp
Condominium	5.2%	5.1%	5.1%	5.0%	4.9%	Δ 0.1pp

**Results of Existing real estate sales (Condominium)**

(Millions of yen)

6 Months	Apr-Sep 2011	Apr-Sep 2012	Apr-Sep 2013	Apr-Sep 2014	Apr-Sep 2015	Year-on-year
Condominium units delivered (units) (1)	134	260	356	417	571	154
Condominium sales (2)	2,387	4,775	7,203	8,802	13,356	4,553
Gross profit for condominium sales	505	982	1,541	1,761	2,499	737
Gross profit margin for condominium sales	21.2%	20.6%	21.4%	20.0%	18.7%	Δ 1.3pp

Number of sales agreements entered into (units) (3)	123	275	382	455	573	118
Amount of net sales of condominium units for which sales agreements are entered into in each period	2,162	5,312	7,927	9,816	13,645	3,829

**Number of Leasing Management Units**

As of Sep 30	2011	2012	2013	2014	2015	Change from Sep 2014	Mar 31, 2015	Change from Mar 2015
Number of leasing management units	25,931	25,915	36,608	37,151	37,198	47	37,214	Δ 16

**Volume of Contract Work (Remodeling) Orders**

(Millions of yen)

As of Sep 30	2011	2012	2013	2014	2015	Change from Sep 2014	Mar 31, 2015	Change from Mar 2015
Contract work (remodeling)	-	-	-	620	973	352	0	973

**Number of Brokerage Offices**

As of Sep 30	2011	2012	2013	2014	2015	Change from Sep 2014	Mar 31, 2015	Change from Mar 2015
Number of brokerage offices	40	39	61	68	65	Δ 3	70	Δ 5

Notes:

- (1) Represents the number of condominium units delivered to customers.
- (2) Represents the amount of net sales of condominium units delivered to customers.
- (3) Represents the number of condominium units for which sales agreements are entered into in each period.

# **FACT SHEETS**

**For the Year Ended March 31, 2015**  
(Unaudited)

(Millions of yen)

### Consolidated Statements of Operations

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year	Forecast
							2016
Net sales	295,374	298,696	302,610	333,813	317,154	△ 16,659	335,000
Gross profit	39,415	46,711	48,635	49,388	48,209	△ 1,179	
Selling, general and administrative expenses [SG&A]	25,817	24,642	26,533	32,478	30,084	△ 2,393	
Operating income	13,597	22,069	22,101	16,910	18,124	1,214	18,000
Operating margin	4.6%	7.4%	7.3%	5.1%	5.7%	0.6pp	5.4%
Other income	864	503	701	696	484	△ 211	
Interest income	37	55	171	97	70	△ 27	
Dividend income	43	17	21	20	20	0	
Other expenses	3,683	3,332	2,532	1,959	1,906	△ 53	
Interest expense	2,694	2,494	1,444	912	665	△ 247	
Ordinary income	10,779	19,240	20,270	15,646	16,703	1,056	17,000
Ordinary income to net sales ratio	3.6%	6.4%	6.7%	4.7%	5.3%	0.6pp	5.1%
Extraordinary income	229	2,178	605	11,694	104	△ 11,590	
Extraordinary loss	360	140	765	2,597	187	△ 2,409	
Income before income taxes and minority interest	10,647	21,278	20,111	24,744	16,619	△ 8,124	
Income taxes - current	1,135	1,470	2,562	7,424	2,835	△ 4,588	
Income taxes - deferred	△ 240	△ 1,979	2,011	△ 3,473	1,627	5,101	
Income before minority interests	9,752	21,787	15,537	20,792	12,155	△ 8,637	
Minority interests	-	-	2	2	1	△ 1	
Net income	9,752	21,787	15,535	20,790	12,154	△ 8,635	12,500

Retroactive treatment has been applied to the figures displayed for the year ended March 31, 2012 and 2014.

The amount given for net income in the consolidated performance forecast for the fiscal year ending March 31, 2016 is the net income attributable to parent company shareholders.

### Consolidated Financial Position

(Millions of yen)

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
<b>Current assets</b>	<b>285,958</b>	<b>257,895</b>	<b>236,152</b>	<b>246,755</b>	<b>275,319</b>	<b>28,564</b>
Cash and deposits	92,548	97,679	116,033	96,622	96,540	△ 81
Inventories	168,616	130,412	94,559	101,421	113,678	12,256
Real estate for sale	27,752	20,843	20,836	15,018	39,609	24,590
Real estate for sale in progress	108,700	89,656	57,021	78,611	60,628	△ 17,983
Real estate for development projects	32,163	19,912	16,701	7,790	13,440	5,649
Others	24,793	29,803	25,559	48,711	65,100	16,389
<b>Fixed assets</b>	<b>33,126</b>	<b>32,366</b>	<b>39,289</b>	<b>51,057</b>	<b>49,290</b>	<b>△ 1,767</b>
Property and equipment	12,041	12,151	15,878	17,966	17,826	△ 140
Others	21,084	20,214	23,411	33,091	31,463	△ 1,627
<b>Total assets</b>	<b>319,085</b>	<b>290,261</b>	<b>275,442</b>	<b>297,812</b>	<b>324,610</b>	<b>26,797</b>
<b>Liabilities</b>	<b>222,362</b>	<b>172,632</b>	<b>144,127</b>	<b>152,826</b>	<b>168,121</b>	<b>15,295</b>
Notes and accounts payable	38,845	40,599	33,949	30,103	36,180	6,076
Interest-bearing debt	140,304	91,032	69,164	63,646	57,324	△ 6,321
Others	43,211	41,000	41,014	59,076	74,616	15,540
<b>Net assets</b>	<b>96,723</b>	<b>117,629</b>	<b>131,314</b>	<b>144,986</b>	<b>156,488</b>	<b>11,501</b>
Shareholders' equity	96,586	117,540	131,142	145,785	156,001	10,215
Valuation and translation adjustments	136	88	147	△ 826	487	1,313
Minority interests	-	-	24	27	-	△ 27
<b>Total liabilities and net assets</b>	<b>319,085</b>	<b>290,261</b>	<b>275,442</b>	<b>297,812</b>	<b>324,610</b>	<b>26,797</b>

Retroactive treatment has been applied to the figures displayed as of March 31, 2014.

Shareholders' equity ratio*	26.4%	30.3%	40.5%	48.7%	48.2%	△ 0.5pp
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\* Shareholders' equity ratio = (net assets - share subscription rights - minority interests) / total assets

### Interest-bearing Debt

(Millions of yen)

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Short-term borrowings	40,411	24,121	19,903	20,166	22,417	2,250
Commercial paper	4,000	500	-	-	-	-
Bonds due within one year	13,000	10,000	-	-	5,000	5,000
Bonds	10,000	-	7,000	7,000	2,000	△ 5,000
Long-term borrowings	72,786	56,298	42,180	36,417	27,870	△ 8,547
Other interest-bearing debt	107	112	79	62	37	△ 24
<b>Total interest-bearing debt</b>	<b>140,304</b>	<b>91,032</b>	<b>69,164</b>	<b>63,646</b>	<b>57,324</b>	<b>△ 6,321</b>
<b>Debt to equity ratio</b>	<b>1.45</b>	<b>0.77</b>	<b>0.527</b>	<b>0.44</b>	<b>0.37</b>	<b>△ 0.07</b>

\* Debt to equity ratio = interest-bearing debt / (net assets - share subscription rights - minority interests)

**Assets, Capital Expenditures, Depreciation**

(Millions of yen)

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Assets	319,085	290,261	275,442	297,812	324,610	26,797
Capital expenditures	1,102	1,275	5,641	2,020	1,336	△ 684
Depreciation	554	640	851	1,595	1,811	216

Capital investment includes intangible fixed assets.

Retroactive treatment has been applied to the figures displayed as of March 31, 2014.

**Consolidated Statements of Cash Flows**

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Net cash provided by (used in) operating activities	48,416	56,666	46,523	20,220	20,079	△ 141
Net cash provided by (used in) investing activities	△ 152	1,608	△ 6,586	△ 25,560	△ 11,034	14,526
Net cash provided by (used in) financing activities	△ 20,971	△ 50,150	△ 24,905	△ 14,069	△ 8,994	5,075
Effect of exchange rate changes on cash and cash equivalents	△ 2	△ 3	19	59	61	2
Cash and cash equivalents at end of year	92,534	100,654	115,706	96,413	96,526	112

**Financial Data**

(Millions of yen)

As of Mar 31	2011	2012	2013	2014	2015
EBITDA	14,979	23,537	23,874	19,568	20,999
Net income per share (yen)	20.18	47.43	33.25	43.32	14.37
Fully diluted net income per share (yen)	11.45	25.59	18.24	24.42	14.27
Ordinary income to net sales ratio	3.6%	6.4%	6.7%	4.7%	5.3%
ROE	10.6%	20.3%	12.5%	15.3%	8.0%
ROA	4.2%	7.2%	7.8%	5.9%	5.8%
Shareholders' equity ratio	30.3%	40.5%	47.7%	48.7%	48.2%
Net assets per share (yen)	136.78	184.10	214.99	167.69	181.42
ICR (times)	18.0	23.8	32.9	21.8	30.0

Retroactive treatment has been applied to the figures displayed as of March 31, 2014.

\* EBITDA = operating income + depreciation + depreciation for goodwill

ROE = net income / average of (net assets - share subscription rights - minority interests) at the beginning and at the end of the period

ROA = operating income / average of total assets at the beginning and at the end of the period

Shareholders' equity ratio = (net assets - share subscription rights - minority interests) / total assets

ICR = operating cash flow / interest payments



## Results by Segment

DAIKYO INCORPORATED  
May 12, 2015

Year ended Mar 31		(Millions of yen)						Forecast
		2011	2012	2013	2014	2015	Year-on-year	2016
Real Estate Development and Sales	Net sales	168,360	165,362	158,899	142,765	120,712	Δ 22,052	130,000
	Operating income	6,616	16,073	14,923	7,863	10,121	2,258	8,900
Real Estate Management	Net sales	103,746	111,430	122,620	158,257	158,070	Δ 187	167,000
	Operating income	7,868	8,209	8,317	9,724	8,331	Δ 1,392	9,400
Real Estate Brokerage	Net sales	20,218	20,588	23,183	36,632	41,862	5,229	43,000
	Operating income	208	Δ 448	1,223	2,388	2,840	452	3,000
Other	Net sales	5,408	3,009	/	/	/	/	/
	Operating income	480	329	/	/	/	/	/
Eliminations or Corporate	Net sales	Δ 2,359	Δ 1,693	Δ 2,092	Δ 3,841	Δ 3,490	350	Δ 5,000
	Operating income	Δ 1,576	Δ 2,094	Δ 2,362	Δ 3,065	Δ 3,169	Δ 103	Δ 3,300
Total	Net sales	295,374	298,696	302,610	333,813	317,154	Δ 16,659	335,000
	Operating income	13,597	22,069	22,101	16,910	18,124	1,214	18,000

Retroactive treatment has been applied to the figures displayed for the year ended March 31, 2012 and 2014.

### Real Estate Development and Sales

#### Results of Condominium Development and Sales Business

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Condominium units delivered (units) (1)	4,462	4,153	3,961	3,790	3,066	Δ 724
Condominium sales (2)	162,162	158,011	152,749	132,103	106,695	Δ 25,407
Gross profit for condominium sales	22,603	28,698	28,678	28,078	26,383	Δ 1,694
Gross profit margin for condominium sales	13.9%	18.2%	18.8%	21.3%	24.7%	3.4pp

Gross profit for the year ended March 31, 2014 and later excludes the effect of indirect expenses in accordance with the change in account processing.

Number of sales agreements entered into (units) (3)	5,455	3,628	3,295	3,229	2,774	Δ 455
Amount of net sales of condominium units for which sales agreements are entered into in each period	203,920	138,412	125,895	114,702	100,713	Δ 13,988

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Number of contracted sales (units) (4)	2,803	2,278	1,612	2,317	2,025	Δ 292
Amount of contracted sales (5)	111,544	91,944	65,090	82,080	76,098	Δ 5,982
Completed condominium units in inventory (units) (6)	357	258	253	159	540	381
Book value of completed condominium units in inventory (7)	10,486	8,110	7,675	4,571	15,290	10,719

Notes:

- (1) Represents the number of condominium units delivered to customers.
- (2) Represents the amount of net sales of condominium units delivered to customers.
- (3) Represents the number of condominium units for which sales agreements are entered into in each period.
- (4) Represents the number of condominium units for which sales agreements have been entered into but have yet to be delivered.
- (5) Represents the amount of net sales of condominium units for which sales agreements have been entered into but have yet to be delivered.
- (6) Represents the number of completed condominium units the Group developed in inventory for which sales agreements have not yet been entered into.
- (7) Represents the book value of completed condominium units the Group developed in inventory for which sales agreements have not yet been entered into.

**Breakdown of Net Sales**

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Condominium management	62,388	40,124	44,285	52,925	53,175	249
Building management		23,786	25,757	27,199	28,478	1,279
Contract work	36,920	42,759	46,923	67,972	66,209	△ 1,762
Other	4,437	4,759	5,654	10,160	10,206	46
Total	103,746	111,430	122,620	158,257	158,070	△ 187

**Number of Condominium Units Managed**

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Number of condominium units managed (units)	400,845	408,184	443,471	516,658	526,131	9,473
Number of condominium associations	7,229	7,322	8,012	9,305	9,436	131

**Sales of Contract Work**

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Contract work	36,920	42,759	46,923	67,972	66,209	△ 1,762
Condominium-related	27,026	32,101	33,625	39,177	37,544	△ 1,633
Building-related	6,671	7,237	8,674	22,445	22,618	173
Remodeling and Others	3,222	3,420	4,623	6,349	6,046	△ 303

**Volume of Contract Work Orders**

(Millions of yen)

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Volume of contract work orders	12,478	14,961	15,753	23,666	31,478	7,812
Condominium-related	11,047	13,823	12,731	16,378	16,097	△ 281
Building-related	1,046	538	2,333	6,607	14,299	7,692
Remodeling and Others	384	600	688	680	1,081	400

**Real Estate Brokerage****Breakdown of Net Sales**

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Real estate brokerage	7,494	6,218	6,599	7,987	7,453	△ 533
Existing real estate sales	7,511	9,332	11,779	18,086	23,750	5,663
Lease management	4,731	4,581	4,336	9,447	9,567	120
Other	480	454	467	1,111	1,090	△ 20
Total	20,218	20,588	23,183	36,632	41,862	5,229

**Amount of Brokerage Transactions**

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Number of brokerage transactions	5,973	4,854	5,499	6,840	6,693	△ 147
Condominium	5,680	4,656	5,239	6,432	6,232	△ 200
Total amount of transactions	203,255	182,438	187,673	163,900	171,189	7,289
Condominiums	121,046	106,954	116,948	142,401	145,804	3,403
Commission rate	3.7%	3.4%	3.5%	4.7%	4.6%	△ 0.1pp
Condominium	5.1%	5.1%	5.2%	5.0%	5.0%	0.0pp

**Results of Existing real estate sales (Condominium)**

(Millions of yen)

Year ended Mar 31	2011	2012	2013	2014	2015	Year-on-year
Condominium units delivered (units) (1)	384	322	595	827	1,056	229
Condominium sales (2)	7,123	6,000	11,355	18,010	23,476	5,466
Gross profit for condominium sales	1,586	1,219	2,345	3,651	4,760	1,109
Gross profit margin for condominium	22.3%	20.3%	20.7%	20.3%	20.3%	0.0pp

Number of sales agreements entered into (units) (3)	371	334	626	830	1,110	280
Amount of net sales of condominium units for which sales agreements are entered into in each period	6,999	6,187	12,196	18,012	24,789	6,776

**Number of Leasing Management Units**

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Number of leasing management units	27,359	26,245	25,641	36,668	37,214	546

**Number of Brokerage Offices**

As of Mar 31	2011	2012	2013	2014	2015	Change from 2014
Number of brokerage offices	40	39	39	62	70	8

Notes:

(1) Represents the number of condominium units delivered to customers.

(2) Represents the amount of net sales of condominium units delivered to customers.

(3) Represents the number of condominium units for which sales agreements are entered into in each period.

## Reference Data

Reference Data

Overview of Preferred Stock (As of Mar 31, 2015)

	Class 1
Amount of issue	¥4.0 billion
Number of shares issued	10 million shares
Issued price	¥400
Shareholder	ORIX Corporation
Preferred dividends	
Cap price	¥40
Amount of preferred dividends	¥400 x (JY TIBOR + 1.75%)
Participating/cumulative	Non-participating/ non-cumulative
Right to receive residual assets upon liquidation	¥400
Voting rights	No voting right
Revival clause	When preferred dividends are not possible
Stock splits/ Reverse stock splits	No stock splits, no reverse stock splits
Conversion at holders' option	
Initial conversion price	¥444.0
Revision of conversion price	Downward revision
	At market price every year on Oct 1 from 2008 onwards
Adjustment of conversion price	Conversion price is adjusted in the specific situations
Floor price	¥351.6
Conversion period	18 years from Oct 1, 2007
Conversion at company's initiative	
Maturity date of conversion at company's initiative	Oct 1, 2025
Conversion price	Average of closing prices for 30 consecutive trading
Floor price	¥355.2
Ranking between each class	Pari passu

\*For each class of preferred stock, JY TIBOR generally means Japanese Yen Tokyo Inter-Bank Offered Rate for one-year as at the first day of each fiscal year publicized by Japanese Bankers Association (*zenginkyo*).

\*\*For Class 1 preferred stock, TIBOR or the figure used in lieu of this is calculated to the 4th decimal after whole percentages, and rounded to the 3rd decimal.

\*\*\*The average of closing prices for 30 consecutive trading days, which is used as the conversion price, is the average of closing prices for 30 consecutive trading days beginning on the 45th trading day before the maturity date of conversion at the company's initiative.

\*\*\*\*"FY" used on the above chart represents the fiscal year ended March 31 of the following year.

1. Condominium Developer Ranking Based on Number of Condominium Units Supplied

(1) Nationwide

2013			2014		
Company name	Units supplied	(%) Share	Company name	Units supplied	(%) Share
MITSUI FUDOSAN RESIDENTIAL CO., LTD.	7,476	7.1	SUMITOMO REALTY & DEVELOPMENT CO., LTD.	6,308	7.6
NOMURA REAL ESTATE DEVELOPMENT CO., LTD.	6,517	6.2	MITSUBISHI JISHO RESIDENCE CO., LTD.	5,300	6.4
SUMITOMO REALTY & DEVELOPMENT CO., LTD.	5,879	5.6	NOMURA REAL ESTATE DEVELOPMENT CO., LTD.	4,818	5.8
MITSUBISHI JISHO RESIDENCE CO., LTD.	5,599	5.3	MITSUI FUDOSAN RESIDENTIAL CO., LTD.	4,638	5.6
<b>DAIKYO INC.</b>	<b>2,913</b>	<b>2.8</b>	TOKYU LAND CORPORATION.	2,550	3.1
DAIWA HOUSE INDUSTRY CO., LTD.	2,905	2.8	DAIWA HOUSE INDUSTRY CO., LTD.	2,289	2.8
PRESSANCE CORPORATION CO., LTD.	2,328	2.2	PRESSANCE CORPORATION CO., LTD.	2,273	2.7
TOKYU LAND CORPORATION.	2,211	2.1	<b>DAIKYO INC.</b>	<b>2,018</b>	<b>2.4</b>
NIPPON STEEL KOWA REAL ESTATE CO.,LTD.	2,130	2.0	TAKARA LEBEN CO.,LTD.	1,551	1.9
TAKARA LEBEN CO.,LTD.	1,705	1.6	MEITETSU REAL ESTATE DEVELOPMENT CO.LTD.	1,474	1.8
Subtotal	39,663	37.7	Subtotal	33,219	39.9
Total	105,282	100.0	Total	83,205	100.0

  

ANABUKI CONSTRUCTION INC.	823		ANABUKI CONSTRUCTION INC.	882	
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(2) Tokyo Metropolitan Area (Tokyo, Kanagawa, Saitama, and Chiba)

2013			2014		
Company name	Units supplied	(%) Share	Company name	Units supplied	(%) Share
MITSUI FUDOSAN RESIDENTIAL CO., LTD.	6,042	10.7	SUMITOMO REALTY & DEVELOPMENT CO., LTD.	5,190	11.6
NOMURA REAL ESTATE DEVELOPMENT CO., LTD.	5,097	9.0	MITSUBISHI JISHO RESIDENCE CO., LTD.	4,354	9.7
SUMITOMO REALTY & DEVELOPMENT CO., LTD.	4,607	8.2	NOMURA REAL ESTATE DEVELOPMENT CO., LTD.	3,664	8.2
MITSUBISHI JISHO RESIDENCE CO., LTD.	4,442	7.9	MITSUI FUDOSAN RESIDENTIAL CO., LTD.	3,598	8.0
NIPPON STEEL KOWA REAL ESTATE CO.,LTD.	1,613	2.9	TOKYU LAND CORPORATION.	1,542	3.4
<b>DAIKYO INC.</b>	<b>1,590</b>	<b>2.8</b>	HAJIME CONSTRUCTION CO.,LTD.	1,330	3.0
TOKYU LAND CORPORATION.	1,561	2.8	<b>DAIKYO INC.</b>	<b>1,065</b>	<b>2.4</b>
TOKYO TATEMONO CO., LTD.	1,492	2.6	TAISEI-YURAKU REAL ESTATE CO.,LTD.	977	2.2
SUMITOMO CORPORATION	1,181	2.1	TAKARA LEBEN CO.,LTD.	931	2.1
TAISEI-YURAKU REAL ESTATE CO.,LTD.	1,169	2.1	NIPPON STEEL KOWA REAL ESTATE CO.,LTD.	885	2.0
Subtotal	28,794	51.0	Subtotal	23,536	52.4
Total	56,478	100.0	Total	44,913	100.0

(3) Osaka Metropolitan Area (Osaka, Hyogo, Kyoto, Nara, Shiga, and Wakayama)

2013			2014		
Company name	Units supplied	(%) Share	Company name	Units supplied	(%) Share
PRESSANCE CORPORATION CO., LTD.	1,458	5.9	PRESSANCE CORPORATION CO., LTD.	1,445	7.7
NIHON ESLEAD CORPORATION	1,224	5.0	HANKYU REALTY CO.,LTD.	929	4.9
HANKYU REALTY CO.,LTD.	1,045	4.2	NIHON ESLEAD CORPORATION	902	4.8
KINTETSU REAL ESTATE CO., LTD	982	4.0	TOKYU LAND CORPORATION.	841	4.5
MITSUI FUDOSAN RESIDENTIAL CO., LTD.	940	3.8	KINTETSU REAL ESTATE CO., LTD	816	4.3
WADAKOHSAN CO., LTD.	890	3.6	WADAKOHSAN CO., LTD.	769	4.1
NOMURA REAL ESTATE DEVELOPMENT CO.,	833	3.4	NOMURA REAL ESTATE DEVELOPMENT CO.,	761	4.0
NISSHO ESTEM Co.,Ltd.	812	3.3	SUMITOMO REALTY & DEVELOPMENT CO.,	677	3.6
SUMITOMO REALTY & DEVELOPMENT CO.,	787	3.2	NISSHO ESTEM Co.,Ltd.	582	3.1
MITSUBISHI JISHO RESIDENCE CO., LTD.	665	2.7	MITSUI FUDOSAN RESIDENTIAL CO., LTD.	572	3.0
Subtotal	9,636	39.0	Subtotal	8,294	44.1
Total	24,691	100.0	Total	18,814	100.0

(4) The Other Areas

2013			2014		
Company name	Units supplied	(%) Share	Company name	Units supplied	(%) Share
DAIWA HOUSE INDUSTRY CO., LTD.	1,405	5.8	DAIWA HOUSE INDUSTRY CO., LTD.	1,146	5.9
ANABUKI KOSAN INC.	1,297	5.4	ANABUKI KOSAN INC.	1,010	5.2
<b>DAIKYO INC.</b>	<b>845</b>	<b>3.5</b>	DAIICHI KOUTSU SANGYO CO.,LTD.	802	4.1
<b>ANABUKI CONSTRUCTION INC.</b>	<b>818</b>	<b>3.4</b>	<b>ANABUKI CONSTRUCTION INC.</b>	<b>778</b>	<b>4.0</b>
PRESSANCE CORPORATION CO., LTD.	779	3.2	PRESSANCE CORPORATION CO., LTD.	706	3.6
MARIMO CO., LTD.	749	3.1	EN CO.,LTD.	680	3.5
NISHI - NIPPON RAILROAD CO., LTD.	596	2.5	TAKARA LEBEN CO.,LTD.	620	3.2
NOMURA REAL ESTATE DEVELOPMENT CO.,	587	2.4	<b>DAIKYO INC.</b>	<b>587</b>	<b>3.0</b>
ANABUKI KOSAN KYUSHU INC.	547	2.3	SHINWA ESTATE CO.,LTD.	543	2.8
SHINWA ESTATE CO.,LTD.	546	2.3	MITSUBISHI JISHO RESIDENCE CO., LTD.	494	2.5
Subtotal	8,169	33.9	Subtotal	7,366	37.8
Total	24,113	100.0	Total	19,478	100.0

Source: THE JAPAN REAL ESTATE ECONOMIC INSTITUTE CO., LTD.  
Anabuki Construction Inc. became its subsidiary from April 2013.

2. Condominium Management Company Ranking Based on Number of Condominium Units under Management

Company Ranking		(units)		
Ranking	As of Mar 31, 2014		As of Mar 31, 2015	
	Company name	Condominium units under management	Company name	Condominium units under management
1	DAIKYO ASTAGE INC.	416,963	DAIKYO ASTAGE INC.	424,717
2	NIHON HOUSING CO., LTD.	396,177	NIHON HOUSING CO., LTD.	410,948
3	TOKYU COMMUNITY CORP.	305,219	TOKYU COMMUNITY CORP.	318,263
4	HASEKO COMMUNITY INC.	249,397	HASEKO COMMUNITY INC.	253,620
5	mitsui fudosan residential service co., ltd.	185,828	DAIWA LIFE NEXT CO.,LTD.	240,250
6	MITSUBISHI JISHO COMMUNITY CO., LTD.	178,118	MITSUI FUDOSAN RESIDENTIAL SERVICE CO., LTD.	191,171
7	"KABUSHIKIGAISSYA GOJINSYA KEIKAKU KENNKYUJYO"	174,622	MITSUBISHI JISHO COMMUNITY CO., LTD.	182,897
8	SUMITOMO FUDOSAN TATEMONO SERVICE CO., LTD.	169,543	"KABUSHIKIGAISSYA GOJINSYA KEIKAKU KENNKYUJYO"	182,326
9	"NIHON SOGO JYUSEIKATSU KABUSHIKIGAISSYA"	158,045	SUMITOMO FUDOSAN TATEMONO SERVICE CO., LTD.	173,396
10	DAIWA LIFE NEXT CO.,LTD.	147,487	"NIHON SOGO JYUSEIKATSU KABUSHIKIGAISSYA"	155,721

Group Ranking		(units)		
Ranking	As of Mar 31, 2014		As of Mar 31, 2015	
	Company name	Condominium units under management	Company name	Condominium units under management
1	DAIKYO GROUP	516,658	DAIKYO GROUP	526,131
2	TOKYU COMMUNITY GROUP	478,506	TOKYU COMMUNITY GROUP	494,020
3	NIHON HOUSING GROUP	397,024	NIHON HOUSING CO., LTD.	411,795
4	DAIWA HOUSE GROUP	309,330	DAIWA HOUSE GROUP	320,489
5	HASEKO COMMUNITY GROUP	303,260	MITSUBISHI ESTATE GROUP	310,309
6	MITSUI FUDOSAN RESIDENTIAL SERVICE GROUP	238,027	HASEKO COMMUNITY GROUP	309,302
7	MITSUBISHI ESTATE GROUP	192,731	MITSUI FUDOSAN RESIDENTIAL SERVICE GROUP	244,494
8	"GOJINSYA KEIKAKU KENNKYUJYO" GROUP	180,820	"GOJINSYA KEIKAKU KENNKYUJYO" GROUP	202,587
9	SUMITOMO FUDOSAN TATEMONO SERVICE CO., LTD.	169,543	SUMITOMO FUDOSAN TATEMONO SERVICE CO., LTD.	173,396
10	"NIHON SOGO JYUSEIKATSU KABUSHIKIGAISSYA"	158,045	"NIHON SOGO JYUSEIKATSU KABUSHIKIGAISSYA"	155,721

Breakdown of DAIKYO GROUP		Breakdown of DAIKYO GROUP	
DAIKYO ASTAGE INC.	416,963	DAIKYO ASTAGE INC.	424,717
ANABUKI COMMUNITY INC.	70,872	ANABUKI COMMUNITY INC.	101,414
GRAND AMENITY, LTD	28,823		
DAIKYO GROUP total	516,658	DAIKYO GROUP total	526,131

Source: MANSION KANRI SHIMBUN

\* Companies for those name in English were not available are stated in Romanized spelling of oblique type.

### 3.Performances of Major Brokerage Companies

For the year ended Mar 31, 2015				
Company name	Commissions (Millions of yen)	Number of brokerage transactions	Total amount of transactions (Millions of yen)	Number of brokerage offices
MITSUI FUDOSAN REALTY CO., LTD.	70,750	37,156	1,273,153	275
SUMITOMO REAL ESTATE SALES CO., LTD.	54,311	33,968	1,065,681	255
TOKYU LIVABLE INC.	41,546	19,568	1,010,828	150
NOMURA REAL ESTATE GROUP	25,833	7,174	710,980	66
SUMITOMO MITSUI TRUST REALTY CO., LTD.	15,538	6,803	406,291	74
MITSUBISHI UFJ REAL ESTATE SERVICES CO., LTD.	14,170	5,718	386,937	43
MIZUHO TRUST REALTY COMPANY LTD.	11,037	3,872	282,120	45
MITSUBISHI REAL ESTATE SERVICES GROUP	9,996	2,661	675,788	25
FUKUYA-K Corporation	8,186	9,416	174,172	94
<b>DAIKYO GROUP</b>	<b>7,453</b>	<b>6,693</b>	<b>171,189</b>	<b>70</b>

For the year ended Mar 31, 2014				
Company name	Commissions (Millions of yen)	Number of brokerage transactions	Total amount of transactions (Millions of yen)	Number of brokerage offices
MITSUI FUDOSAN REALTY CO., LTD.	74,657	42,550	1,401,741	273
SUMITOMO REAL ESTATE SALES CO., LTD.	52,666	35,455	987,799	251
TOKYU LIVABLE INC.	40,096	19,435	911,544	138
NOMURA REAL ESTATE GROUP	24,520	7,437	672,774	60
SUMITOMO MITSUI TRUST REALTY CO., LTD.	15,114	7,029	357,674	71
MITSUBISHI UFJ REAL ESTATE SERVICES CO., LTD.	13,965	5,949	410,265	41
MITSUBISHI REAL ESTATE SERVICES GROUP	10,578	3,052	391,032	26
MIZUHO TRUST REALTY COMPANY LTD.	10,103	4,062	247,445	45
<b>DAIKYO GROUP</b>	<b>7,987</b>	<b>6,840</b>	<b>163,900</b>	<b>62</b>
TAISEI-YURAKU REAL ESTATE SALES GROUP	6,546	4,269	149,074	37