



SHIFT 2019 –Fusion–

SEKISUI CHEMICAL CO., LTD.

Presentation of Financial Results
for the Third Quarter of Fiscal Year 2019, ending March 31, 2020

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Results for 3Q FY2019 and
Forecasts for FY2019

Forex Rate	FY2018			FY2019		
	3Q	4Q	2H	3Q	4Q	2H
Assumption	¥111/US\$ ¥127/€	¥113/US\$ ¥128/€	¥112/US\$ ¥128/€	¥106/US\$ ¥118/€	¥109/US\$ ¥121/€	¥108/US\$ ¥120/€
Results (Avg. rate for each term)	¥113/US\$ ¥129/€	¥110/US\$ ¥125/€	¥112/US\$ ¥127/€	¥109/US\$ ¥120/€	-	-

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Overview of 3Q FY2019 Results

- Despite a prolonged slump in global market conditions and the impact of exchange rate fluctuation, net sales and operating income around the same level as the previous year due to a firm domestic business
- Achieved an increase in ordinary income due to an improvement in balance of non-operating income and expenses (improvements in equity in earnings of affiliates companies as well as the balance of miscellaneous income and expenses)

(Billions of yen)	First 9 months of FY2018	First 9 months of FY2019	Difference
Net Sales	829.0	823.3	-5.7
Operating Income	59.5	58.2	-1.3
Ordinary Income	59.3	59.5	+0.2
Net Income Attributable to Owners of the Parent	42.0	40.1	-1.9

3Q FY2019 Results: Net Sales and Operating Income by Divisional Company

- Despite firm 3Q domestic demand in the Housing and UIEP companies, slowdown in the global economic recovery and decrease in HPP Company profit
 - HPP: Decrease in 3Q profit due to a prolonged slump in the automobile market and difficult industrial sector conditions (tapes and other general products); also, a decline in cumulative 1-3Q sales and profit
 - Housing: Offset the impact of natural disasters; continued leveling out of sales; increases in 3Q sales and profit; achieved increases in cumulative 1-3Q sales and profit
 - UIEP: Despite expansion in growth domains (prioritized and other products), general products struggled; 3Q operating income held to the same level as the previous year; achieved an increase in cumulative 1-3Q profit

(Billions of yen)	3Q FY2018 (Oct.–Dec.)		3Q FY2019 (Oct.–Dec.)		Difference		First 9 months of FY2018 (Apr.–Dec.)		First 9 months of FY2019 (Apr.–Dec.)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP*	88.7	11.6	81.2	9.9	-7.5	-1.7	260.0	34.7	241.6	29.6	-18.3	-5.0
Housing*	110.6	2.8	113.3	3.8	+2.7	+1.0	357.5	20.0	370.2	22.4	+12.7	+2.4
UIEP*	60.4	4.0	58.1	3.8	-2.3	-0.2	171.4	8.4	171.3	9.3	-0.1	+0.9
Medical**	17.8	2.7	18.1	2.2	+0.3	-0.5	52.0	7.2	52.3	6.6	+0.3	-0.6
Other	1.6	-3.3	1.1	-2.2	-0.5	+1.0	4.3	-9.0	3.5	-7.6	-0.8	+1.4
Eliminations or Unallocatable Accounts	-5.0	-0.6	-4.9	-0.8	0.0	-0.3	-16.1	-1.8	-15.7	-2.2	+0.4	-0.4
Total	274.1	17.4	266.8	16.7	-7.3	-0.7	829.0	59.5	823.3	58.2	-5.7	-1.3

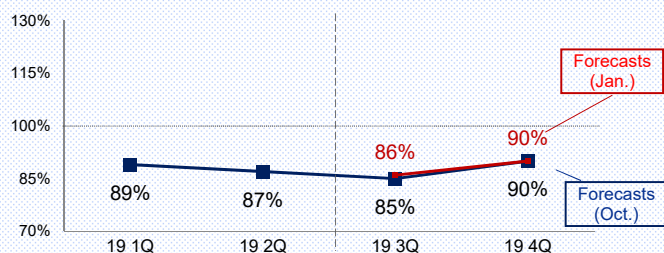
*HPP: High Performance Plastics Company, Housing: Housing Company, UIEP: Urban Infrastructure & Environmental Products Company

**The Medical Business separated from the HPP Company from FY2019.

2H FY2019: Outlook for Market Conditions

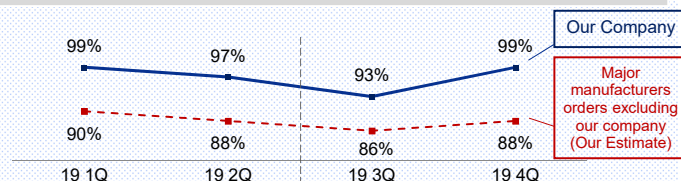
Smartphone Shipments (YoY)

Bottomed out in the 1H, essentially in line with forecast (Oct.)



New Housing Orders Results/Plan (YoY)

Continuing on from the 1H, also secure orders in excess of the market in the 2H

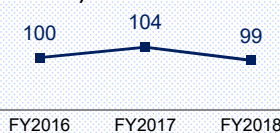


Construction Starts

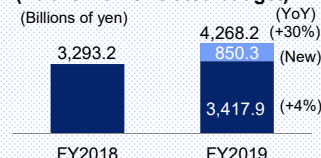
Firm non-residential construction starts mainly in metropolitan areas; increase in public sector budgets relating to the Plan for National Resilience

* Timing when demand for each of the UIEP Company's products can be expected to emerge: From six months after the start of residential construction and from one year for the start of non-residential construction

(Non-residential construction starts floor area)

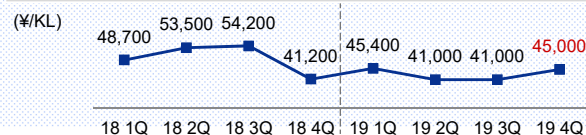


(Public works-related budget)



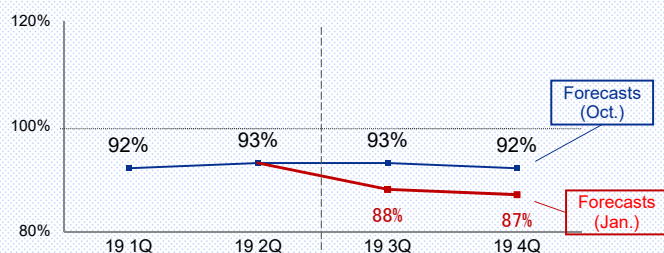
Domestic Naphtha Price

Assumption underpinning 4Q plans: ¥45,000/KL (as of the beginning of the 2H: ¥41,000/KL)



Number of Automobiles Manufactured (YoY)

Prolonged slump in global market conditions; trends indicate a shortfall compared with forecasts (Oct.)



2H FY2019 Forecasts: Net Sales and Operating Income by Divisional Company

- Factoring in the continued deterioration of market conditions mainly in the HPP Business, revised downward 2H operating income plans
- Expand sales of high-value-added products; work toward increasing profit in all segments through various measures including the control and reduction of costs
- Work toward record high 2H profit on a Group-wide basis

(Billions of yen)	2H FY2018 Results		2H FY2019 Forecasts		Difference		2H FY2019 Plan (Oct.)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	170.0	21.8	167.6	21.9	-2.5	+0.1	167.6	25.3	0.0	-3.4
Housing	259.9	21.8	265.1	21.9	+5.2	+0.1	265.1	21.9	0.0	0.0
UIEP	128.2	10.7	128.8	11.6	+0.6	+0.9	128.8	11.6	0.0	0.0
Medical	36.5	5.2	38.2	6.1	+1.7	+0.9	38.2	6.1	0.0	0.0
Other	3.4	-5.4	3.1	-4.6	-0.3	+0.9	3.1	-4.6	0.0	0.0
Eliminations or Unallocatable Accounts	-10.2	-0.5	-9.3	-1.4	+0.9	-0.8	-9.3	-1.7	0.0	+0.4
Total	587.8	53.5	593.5	55.5	+5.7	+2.0	593.5	58.5	0.0	-3.0

3Q and 4Q FY2019 Forecasts: Net Sales and Operating Income by Divisional Company

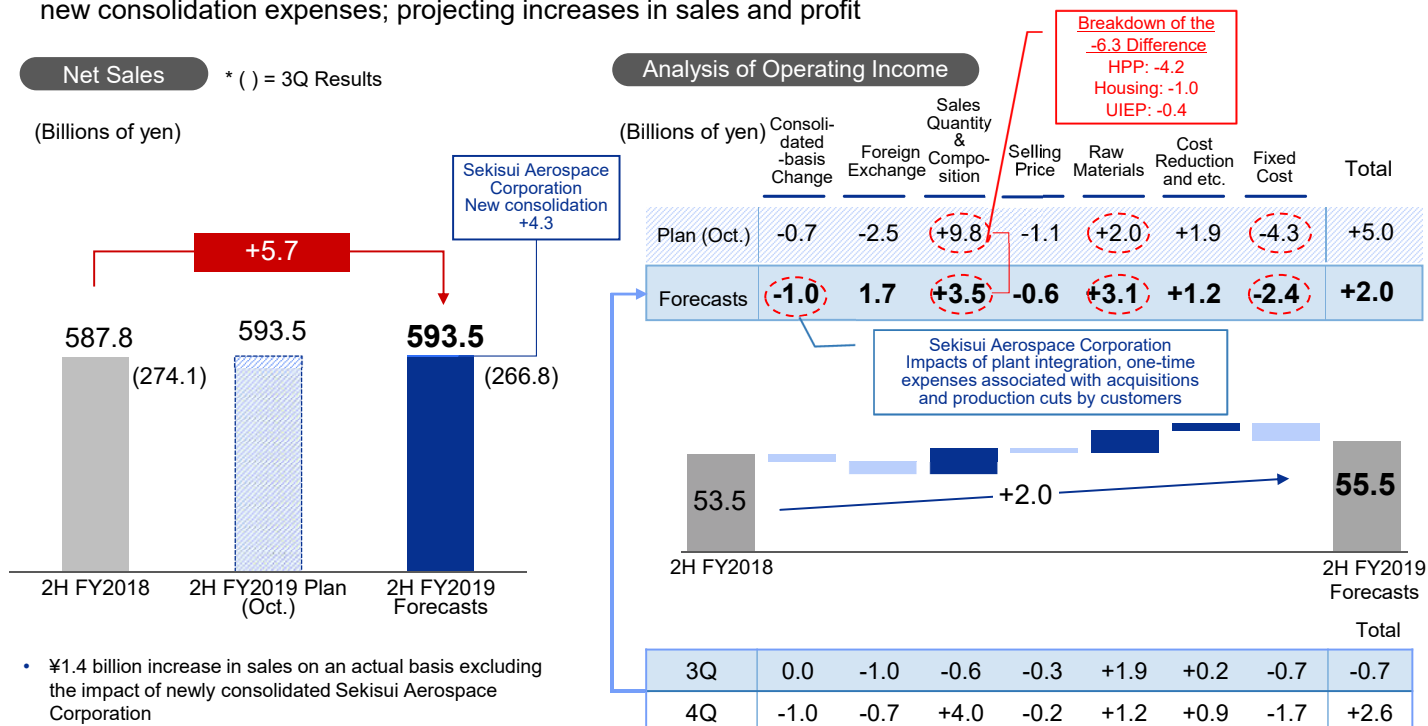
■ Projecting an increase in 4Q profit through increased sales of high-value-added products (HPP and UIEP companies) and efforts to control and reduce costs

- HPP: Shift to an increase in 4Q profit on the back of recoveries in the electronics and building and infrastructure fields and by boosting sales of high-performance products in the automobiles and transportation field
- Housing: In similar fashion to the 3Q, continue to level out of sales and to address the concentration of construction in the 4Q; work toward achieving full fiscal year plans
- UIEP: Secure an increase in 4Q profit through ongoing expansion in growth domains (Overseas Business and Prioritized products)
- Medical: Shift to an increase in 4Q profit on the back of a recovery in the Pharmaceutical Sciences Business and by expanding sales of diagnostic reagents in the Overseas Business

(Billions of yen)	3Q FY2018 Results		3Q FY2019 Results		Difference		4Q FY2018 Results		4Q FY2019 Forecasts		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	88.7	11.6	81.2	9.9	-7.5	-1.7	81.3	10.2	86.4	12.0	+5.1	+1.8
Housing	110.6	2.8	113.3	3.8	+2.7	+1.0	149.2	19.0	151.8	18.1	+2.5	-0.9
UIEP	60.4	4.0	58.1	3.8	-2.3	-0.2	67.8	6.7	70.7	7.7	+2.9	+1.1
Medical	17.8	2.7	18.1	2.2	+0.3	-0.5	18.7	2.4	20.2	3.9	+1.5	+1.4
Other	1.6	-3.3	1.1	-2.2	-0.5	+1.0	1.8	-2.1	2.0	-2.3	+0.2	-0.2
Eliminations or Unallocatable Accounts	-5.0	-0.6	-4.9	-0.8	0.0	-0.3	-5.2	0.1	-4.3	-0.5	+0.9	-0.6
Total	274.1	17.4	266.8	16.7	-7.3	-0.7	313.7	36.2	326.6	38.8	13.0	+2.6

2H FY2019 Forecasts: Analysis of Net Sales and Operating Income

- Despite falling substantially short of sales volume increase and product mix improvement plans, secure a YoY increase
- Reduce fixed costs in excess of plans; also expand the spread between raw material costs and selling prices in excess of plans
- Offset the decrease in profit attributable to the impacts of exchange rate fluctuation and one-time new consolidation expenses; projecting increases in sales and profit



FY2019 Forecasts: Net Sales and Operating Income by Divisional Company

- Increase in sales and profit in the Housing and UIEP Companies as well as Medical Business; work toward record high profits in the UIEP Company and Medical Business
- Projecting a delay in the global economic recovery as well as the incidence of exchange rate fluctuation and one-time new consolidation expenses; decrease in HPP Company profit
- Progress in the selection and concentration of Group-wide R&D themes (Other segment)

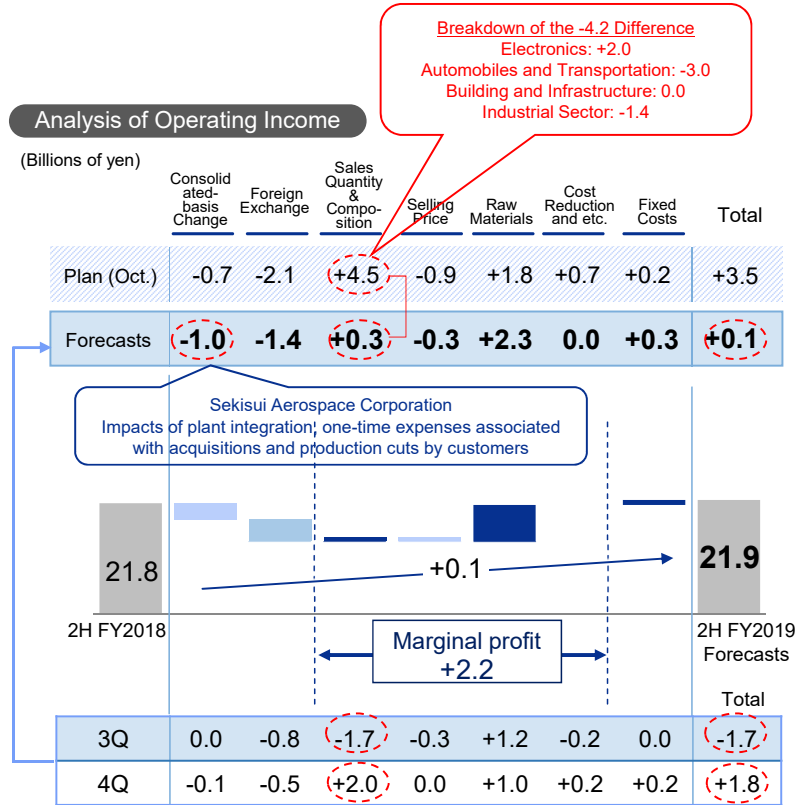
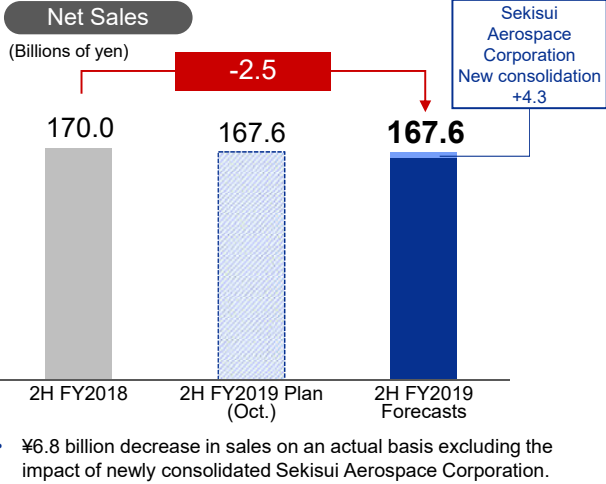
(Billions of yen)	FY2018 Results		FY2019 Forecasts		Difference		FY2019 Plan (Oct.)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	341.3	44.9	328.0	41.6	-13.3	-3.3	328.0	45.0	0.0	-3.4
Housing	506.7	39.0	522.0	40.5	+15.3	+1.5	522.0	40.5	0.0	0.0
UIEP	239.2	15.0	242.0	17.0	+2.8	+2.0	242.0	17.0	0.0	0.0
Medical	70.7	9.6	72.5	10.5	+1.8	+0.9	72.5	10.5	0.0	0.0
Other	6.1	-11.1	5.5	-9.9	-0.6	+1.2	5.5	-9.9	0.0	0.0
Eliminations or Unallocatable Accounts	-21.3	-1.7	-20.0	-2.7	+1.3	-1.0	-20.0	-3.1	0.0	+0.4
Total	1,142.7	95.7	1,150.0	97.0	+7.3	+1.3	1,150.0	100.0	0.0	-3.0

Overview of FY2019 Forecasts

- Increase in sales; despite revising down operating income, expected to achieve ordinary income and bottom line plans
- Projecting record high ordinary income and bottom line
- Projecting record high bottom line for a seventh consecutive fiscal year

(Billions of yen)	FY2018 Results	FY2019 Forecast	Difference	FY2019 Plan (Oct.)	Difference
Net Sales	1,142.7	1,150.0	+7.3	1,150.0	0.0
Operating Income	95.7	97.0	+1.3	100.0	-3.0
Ordinary Income	93.1	97.0	+3.9	97.0	0.0
Net Income Attributable to Owners of Parent	66.1	67.0	+0.9	67.0	0.0

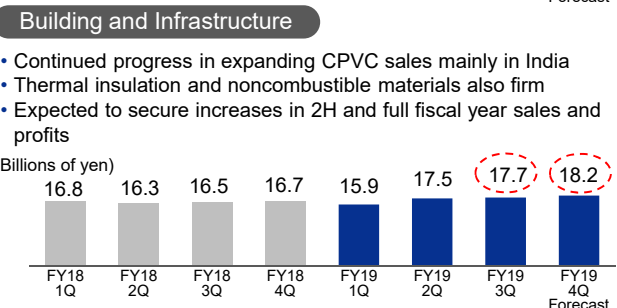
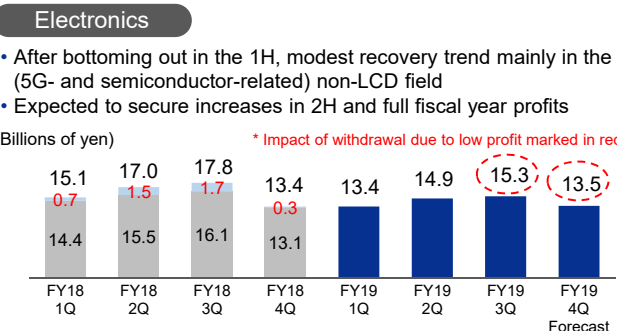
- Prolonged downturn in automobile market conditions; impacts also of exchange rate fluctuation and consolidated-basis changes; downward revision of 2H operating income plans
- Progress in the reduction of fixed costs in line with plans; accelerate efforts aimed at rebuilding profit structures and systems with a view to the next fiscal year
- Shift to an increase in 2H profit on the back of soft raw material costs as well as recoveries in the electronics and building and infrastructure fields as well as the industrial sector (tapes and other general products)



Three Strategic Fields

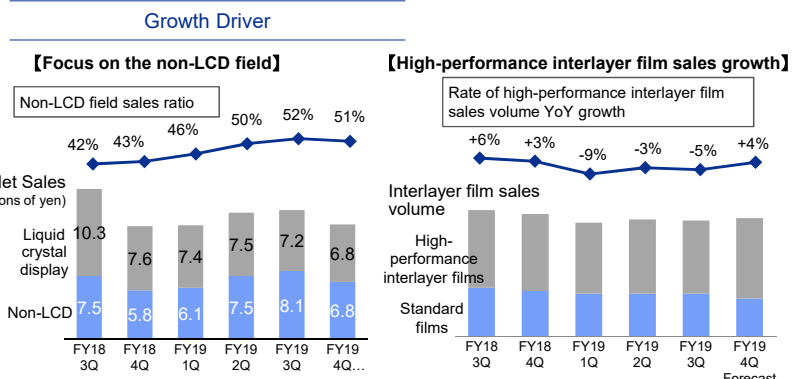
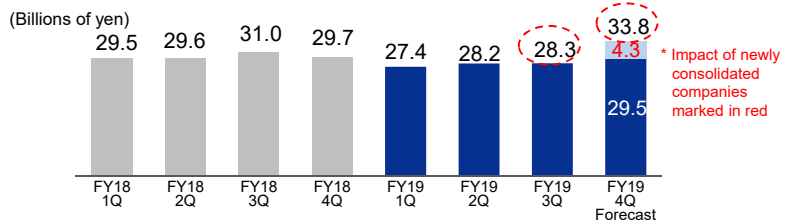
- Despite steady recoveries and expansion of the Electronics as well as Building and infrastructure fields, difficult conditions in the Automobiles and Transportation field due to a prolonged slump in the automobile market

Net Sales in the Three Strategic Fields and the Status of Progress



Automobiles and Transportation

- Despite maintaining market share, difficult conditions due to the continued slump in global demand
- Plans for operations to commence at a new production line in Europe from the 1Q of FY2020
- Continued substantial growth of products for HUDs (3Q: +20% or higher*); refocus on expanding 4Q high-performance interlayer film sales (expand sales of products for HUDs in Europe, the U.S., and China; expand points of application on a global basis) * YoY volume basis



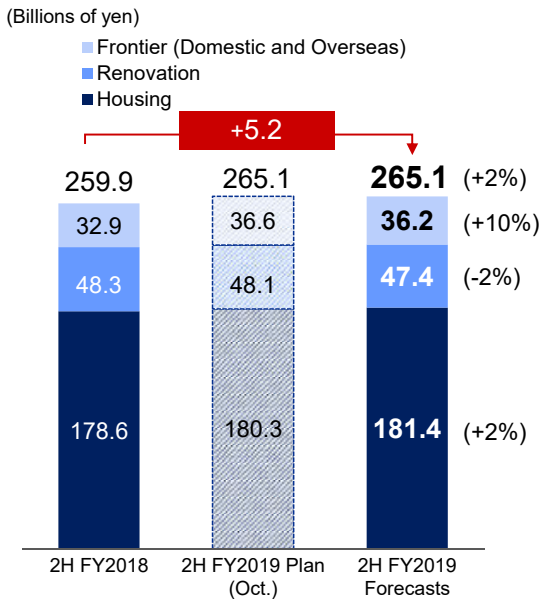
Progress essentially in line with 2H plans; projecting record high 2H profit

- Housing: Despite falling short of plans for the number of houses sold, expected to achieve plans on the back of efforts to control costs; offset the impact of natural disasters; continued leveling out 3Qvs4Q sales
- Renovation: Despite the residual effects of the consumption tax rate hike, projecting a gradual recovery

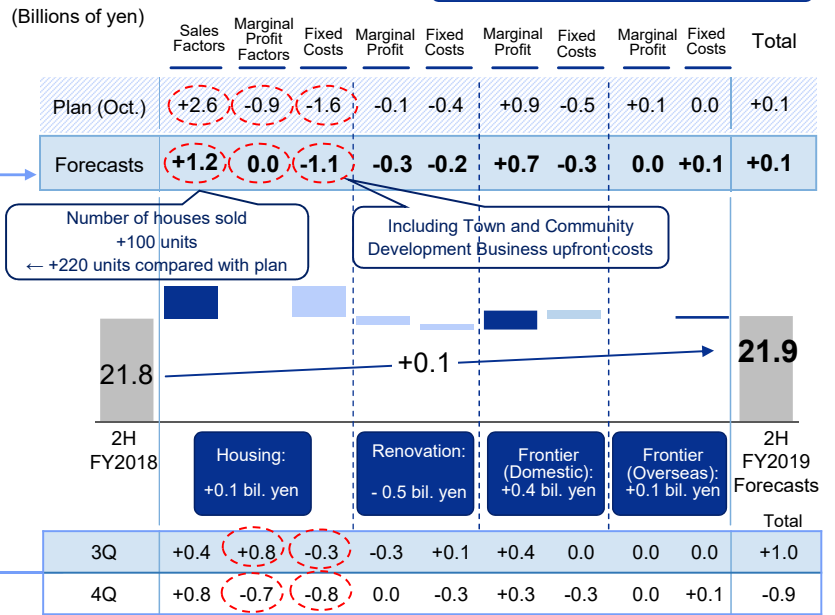
Order results and plan

	3Q	4Q	2H	Initial plan
Housing Orders (Units)	-7%	-1%	-4%	+/- 0%
Renovation Orders	-7%	+1%	-3%	+/- 0%

Net Sales by Business



Analysis of Operating Income



New Housing Orders

Secure 4Q orders in line with the previous year's level on the back of land and subdivision housing strategies as well as efforts to ramp up the expansion of smart house sales

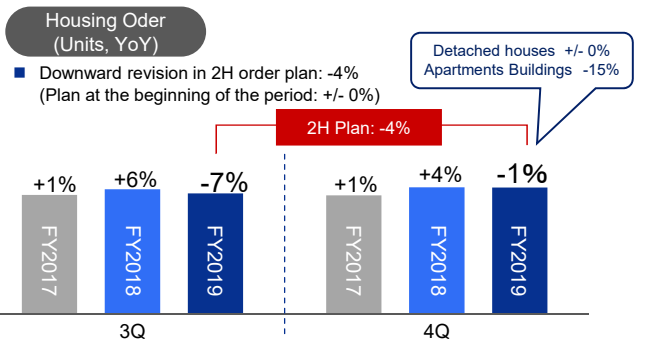
Overview of 3Q Results and 4Q Market Outlook

- Despite a YoY decrease due to the impacts of natural disasters (downturn in the number of visitors, negotiation postponement) and the consumption tax rate hike, downturn held to 7% through efforts to strengthen first buyer subdivision operations (+5%) and an increase in smart houses (+30%)
- Gradual improvement in consumer sentiment; first buyer demand forecast to remain firm
- Number of customers secured in the 3Q in line with the previous year thanks to the diversification of promotion tools aimed at attracting customers (3Q:+/- 0*)

3Q Orders by Type (Units, YoY)

Detached houses	-6%
Apartments Buildings	-18%
Total	7%

2H Housing Order Plan

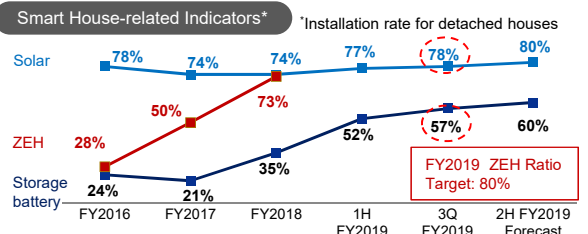


Measure to Acquire Orders in 2H

* YoY

	3Q					
Sales Force	<ul style="list-style-type: none"> Increase in the number of model home galleries (As of 3Q-end: +1%*) Roll out experience-based showrooms (AR·VR) nationwide (As of 1H-end: 16 locations → As of 3Q-end: 18 locations → As of FY2019-end: 23 locations) 					
Product Strategies	<ul style="list-style-type: none"> Strengthen the mainstay zero-energy house (ZEH) product and resilience function (Oct.) <table border="1"> <tr> <td>Rebuilding/Built-for-sale Housing</td> <td rowspan="2">Steel-frame</td> <td>New Smart Power Station</td> </tr> <tr> <td>Mainly for Rebuilding</td> <td>NEW DESIO / NEW DOMANI</td> </tr> </table> <ul style="list-style-type: none"> Launch of MIRAI-Class, a package product for the urban market (Jan.) 	Rebuilding/Built-for-sale Housing	Steel-frame	New Smart Power Station	Mainly for Rebuilding	NEW DESIO / NEW DOMANI
Rebuilding/Built-for-sale Housing	Steel-frame	New Smart Power Station				
Mainly for Rebuilding		NEW DESIO / NEW DOMANI				
Land and Subdivision Housing Strategies	<ul style="list-style-type: none"> Secure sufficient stock of land (Stock of land currently on sale as 3Q-end: +21%*; of which ready-built houses: +56%*) 					

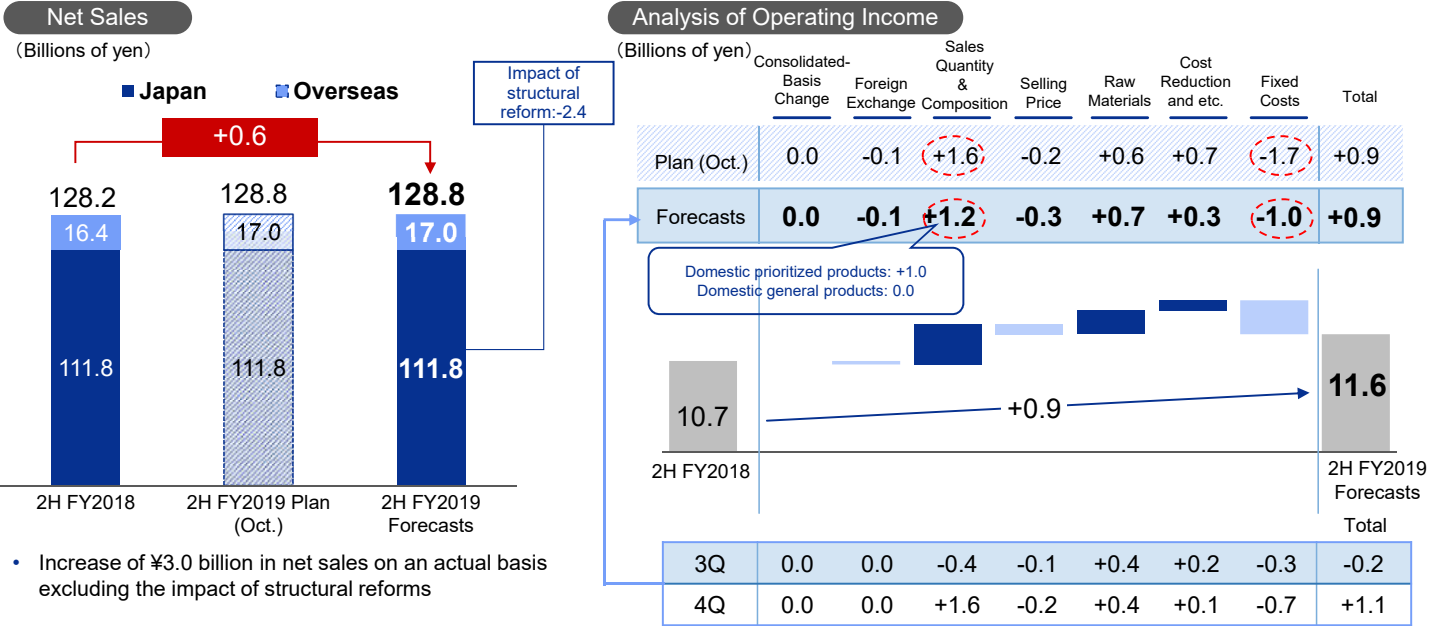
- Re-accelerate efforts to expand orders for Company-owned land for built-for-sale housing (4Q plan: +24%*)
- Ramp up efforts to further expand smart house sales (4Q plan: +31%*)
 - 1H launch of Smart Power Station Urban
 - Oct. launch of New Smart Power Station and other products



While general products to struggle as a result of the negative correction in demand following the consumption tax rate hike, sales of prioritized products* are projected to expand steadily; to achieve 2H operating income plan

* Prioritized products: High-value-added products with the potential for market growth and substitutability

- Japan: Continued growth in prioritized products* (2H net sales forecast: +10%, YoY)
- Japan: Reorganization of the production structure in line with plans; implement measures to constrain fixed expenses
- Overseas: Steady growth in FFU products (railway sleepers), high operating level; steady trends in sheets for aircraft and medical use



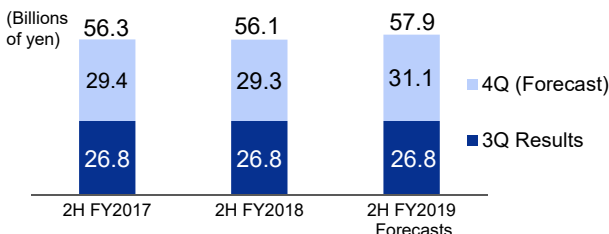
Three Strategic Fields

YoY increase in the Piping and Infrastructure field; secure an increase in sales also in the Advanced Materials field on the back of robust overseas conditions; progress in structural reforms in the Building and Living Environment field

Net Sales in the Three Strategic Fields and the Status of Progress

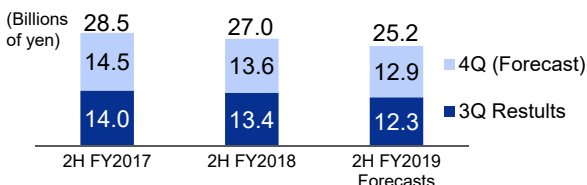
Piping and Infrastructure

- Despite general product difficulties, prioritized products remain robust
- Firm trend in rehabilitation pipe orders in Japan
- Despite a slight overseas recovery in the IT sector, plant business dull rebound in Japan



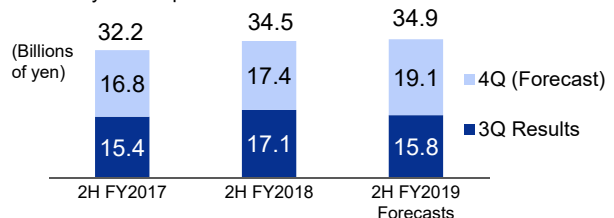
Building and Living Environment

- Increase in net sales excluding the impact of structural reforms (2H: -2.4)
- Steady growth in prioritized product application



Advanced Materials

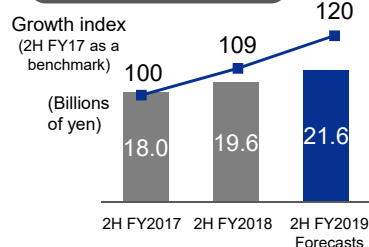
- Sheets: Despite growth for aircraft and medical use, slight difficulties for general use
- FFU products (railway sleeper application): Steady increase in use mainly in Europe and the U.S.



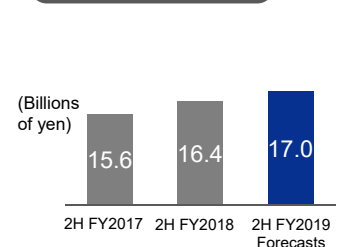
Prioritized Product Sales; Overseas Sales* * Including the export of domestic products

- Steady growth of both prioritized products and overseas sales

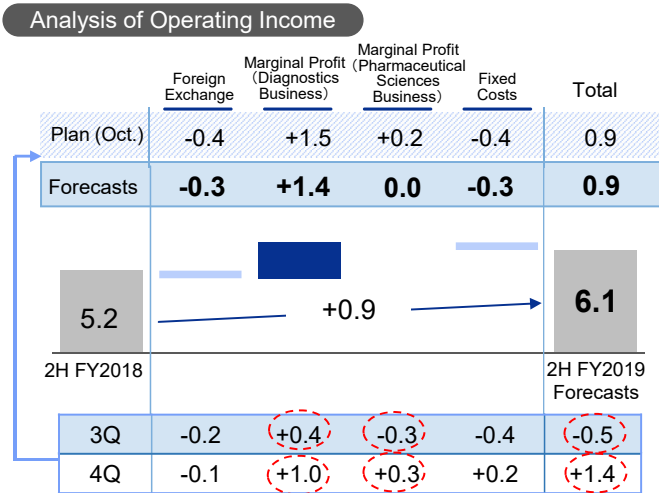
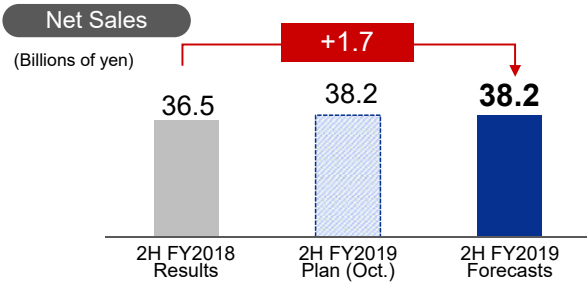
Prioritized Product Sales



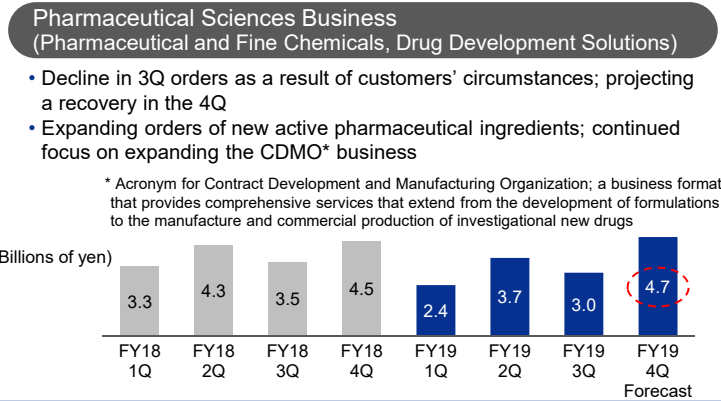
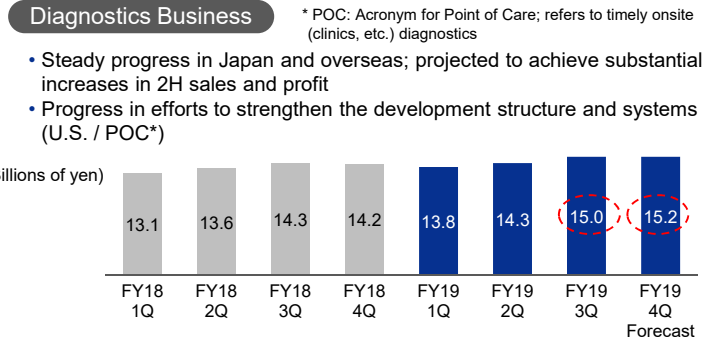
Overseas Sales*



■ Despite a decrease in 3Q profit, projected to achieve 2H operating income plan on the back of diagnostic reagent sales growth overseas and a recovery in the pharmaceutical sciences business in the 4Q



Trends in Net Sales by Business and the Status of Progress



Results for 3Q FY2019

Consolidated Companies

Number of Consolidated Companies

	Mar. 31, 2019	Dec. 31, 2019	Difference
Consolidated Subsidiaries	153	163	Increased: 15 Subsidiaries* ¹ Decreased: 4 Subsidiaries* ²
Affiliates (Equity Method)	8	8	Increased: 0 Affiliates Decreased: 0 Affiliates

*1: Sekisui Town Management Co., Ltd., SEKISUI SEIKEI IZUMO CO., LTD., SEKISUI YOUNGBO HPP (WUXI) CO., LTD., Sekisui Aerospace Corporation, etc. (including subsidiary reorganization)

*2: PT Cayman Limited, Sekisui Engineering Co., Ltd., Sekisui Chemical Singapore (Pte.) Ltd., KYUSHU SEKISUI KOHAN CO., LTD., etc.

Impact of Change in the Number of Consolidated Companies

	First 9 months of FY2019 (YoY)	Difference
Net Sales	-0.6 bil. yen	SEKISUI YOUNGBO HPP (WUXI) CO., LTD. and etc.* ³
Operating Income	-0.3 bil. yen	

*3: Newly Consolidated from 1Q FY2019

Summary of Profit and Loss

(Billions of yen)	First 9 months of FY2018	First 9 months of FY2019	Difference
Net Sales	829.0	823.3	-5.7
Gross Profit	266.0	266.3	+0.2
Gross Profit Margin	32.1%	32.3%	+0.3%
Selling, Gen. and Admin. Expenses	206.5	208.1	+1.6
Operating Income	59.5	58.2	-1.3
Equity in Earnings of Affiliates	1.1	1.6	+0.6
Other Non-operating Income and Expenses	-1.3	-0.3	+1.0
Ordinary Income	59.3	59.5	+0.2
Extraordinary Income	1.8	5.2	+3.4
Extraordinary Loss	1.9	6.8	+4.8
Income before Income Taxes	59.2	58.0	-1.2
Corporate Income Tax, etc.	15.6	16.5	+0.9
Net Income Attributable to Non-controlling Interests	1.6	1.4	-0.3
Net Income Attributable to Owners of the Parent	42.0	40.1	-1.9
Foreign Exchange (Avg. rate)			
1US\$	111 yen	109 yen	
1€	129 yen	121 yen	

Gain on sales of investments in securities

Balance Sheets (Assets)

(Billions of yen)	Mar. 31, 2019	Dec. 31, 2019	Difference
Cash and Deposits	69.9	71.6	+1.8
Accounts Receivable on Sales	187.0	176.9	-10.1
Inventories	192.2	221.1	+28.9
Other Current Assets	21.0	31.7	+10.7
Tangible Non-current Assets	309.5	334.2	+24.7
Intangible Non-current Assets	50.8	104.2	+53.4
Investments in Securities	163.3	168.9	+5.6
Investments & Other Assets	30.1	23.9	-6.2
Total Assets	1,023.7	1,132.4	+108.7

Inventories (B/S item)	Dec. 31, 2019	Difference
Ready-built housing (products)	15.7	+4.1
Prepared land for subdivision housing	44.3	+6.0
Land under preparation (work in process)	15.2	-1.7
Housing under construction (work in process)	32.8	+9.3
Components, other (raw materials)	4.0	+0.6
Housing Total	112.1	+18.3
Non-residential total (products, other)	109.0	+10.6
Inventories Total	221.1	+28.9

Capital investment: +51.6
Depreciation and amortization: -26.4
Consolidation: +8.1
Sekisui Aerospace Corporation: +56.5
Sales: -9.8
At fair value: +20.4
Loss on impairment: -2.9
Influence of Change of Consolidated Subsidiaries
▶ +72.0
Foreign exchange
▶ -3.4
Actual basis: +40.2

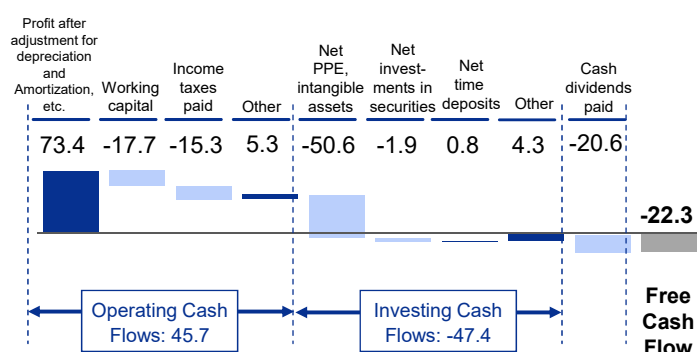
Balance Sheets (Liabilities & Net Assets)

(Billions of yen)	Mar. 31, 2019	Dec. 31, 2019	Difference	
Non-interest-bearing Liabilities	337.1	346.3	+9.2	Bonds ▶ +30.0
Interest-bearing Liabilities	53.8	137.6	+83.8	
(Net interest-bearing Liabilities)	(-16.0)	(65.9)	(+82.0)	
Total Liabilities	391.0	483.9	+92.9	
Capital Stock etc.	209.2	209.0	-0.2	
Retained Earnings	408.0	414.3	+6.2	Net income ▶ 40.1
Treasury Stock	-44.3	-44.2	+0.1	Dividends paid ▶ -21.3
Unrealized Holding Gain on Securities	36.8	48.3	+11.5	Retirement of treasury stock ▶ -12.7
Non-controlling Interests	25.5	25.6	+0.2	
Other Net Assets	-2.4	-4.4	-2.0	
Total Net Assets	632.7	648.6	+15.8	Purchases of treasury stock ▶ -13.3
Total Liabilities, Net Assets	1,023.7	1,132.4	+108.7	Retirement of treasury stock ▶ +12.7
Equity to Total Assets (%)	59.3%	55.0%	-4.3%	

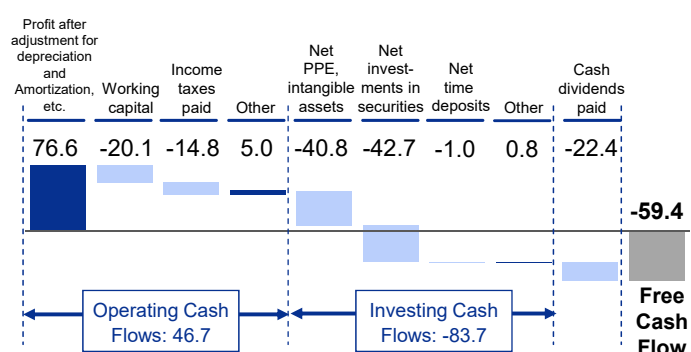
Consolidated Cash Flows

(Billions of yen)	First 9 months of FY2018	First 9 months of FY2019
Operating Cash Flows	45.7	46.7
Investing Cash Flows	-47.4	-83.7
Financing Cash Flows	-8.4	36.8
Net Increase in Cash and Cash Equivalents	-10.2	-0.9
Cash and Cash Equivalents at the End of Term	66.9	69.4
Free Cash Flow =Operating Cash Flows + Investing Cash Flows - Dividends Paid	-22.3	-59.4

First 9 months of FY2018 Free Cash Flow (Billions of yen)



First 9 months of FY2019 Free Cash Flow (Billions of yen)



Depreciation and Amortization, Capital Expenditures, Research and Development Expenditure

(Billions of yen)	First 9 months of FY2018	First 9 months of FY2019	Difference	FY2018	FY2019 Forecasts	Difference
Depreciation *1	27.1	30.0	+2.9	37.4	41.0	+3.6
Goodwill and Other Amortization *2	3.2	3.0	-0.2	4.2	4.7	+0.5
Capital Expenditures	57.3	46.8	-10.5	73.6	65.0	-8.6
EBITDA *3	89.8	91.2	+1.4	137.3	142.7	+5.4
Research and Development Expenditure	29.1	28.0	-1.2	38.8	37.0	-1.8

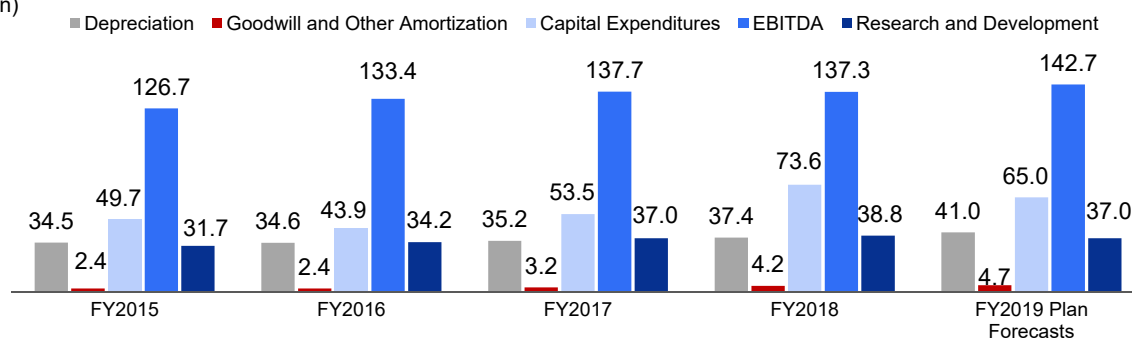
*1 Depreciation does not include amortization of M&A industrial property rights

*2 Goodwill and Other Amortization = Goodwill amortization + Amortization of M&A industrial property rights

*3 EBITDA = Operating Income + Depreciation + Goodwill and other amortization

Depreciation and Amortization, Capital Expenditures, Research and Development Expenditure

(Billions of yen)



This slide presentation may contain forward-looking statements. Such forward-looking statements are based on current expectations and beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements due to changes in global economic, business, competitive market and regulatory factors.

Housing Company Results and Plan

1. Main data in Housing business

	FY2019				FY2018				FY2017 Full FY
	1H	3Q	2H (plan)	Full FY (plan)	1H	3Q	2H	Full FY	
CONSOLIDATE									
Net Sales (Billions of yen)	256.9	113.3	265.1	522.0	246.9	110.6	259.9	506.7	497.8
Housing	174.7	75.2	181.4	356.1	168.6	72.7	178.6	347.2	341.9
Renovation	49.4	21.8	47.4	96.8	46.7	22.5	48.3	95.0	95.1
Frontier (Domestic)	31.9	15.9	35.1	67.0	30.7	14.9	31.8	62.5	58.8
Real estate	26.8	13.6	29.8	56.6	26.0	12.7	26.7	52.7	49.0
Residential Services	5.0	2.3	5.3	10.4	4.7	2.2	5.1	9.8	9.8
Overseas	1.0	0.4	1.1	2.1	0.8	0.6	1.1	2.0	1.9
OTHERS									
1. Number of houses sold (Housing units)	5,425	2,270	5,720	11,145	5,380	2,200	5,560	10,940	10,820
Detached houses	5,120	2,155	5,340	10,460	5,030	2,120	5,170	10,200	9,880
Heim	4,050	1,660	4,260	8,310	4,080	1,690	4,200	8,280	8,270
Two-U	1,070	495	1,080	2,150	950	430	970	1,920	1,610
Apartments buildings	305	115	380	685	350	80	390	740	940
2. Main data									
Prices <Sales subsidiaries: Detached houses>/ Unit (Millions of yen)	31.4	31.9	-	-	30.9	32.0	31.5	31.2	31.1
Prices <Sales subsidiaries: Detached houses>/ Tsubo(3.3 Square meter)(10 Thousands of yen)	85.9	87.9	-	-	84.1	85.4	85.2	84.6	83.5
Floor space (Square meter)	120.6	119.8	-	-	121.3	123.6	122.0	121.7	122.9
Exhibition places (Units)	447	445	-	450	429	443	-	430	419
Sales staff (Number of person)	2,636	2,544	-	2,488	2,646	2,571	-	2,515	2,367
Rebuilding ratio (%)*	24%	23%	23%	24%	28%	27%	28%	28%	29%
Referral sales ratio (%)*	33%	33%	33%	33%	33%	35%	36%	34%	33%

* Rebuilding ratio and Referral sales ratio are based on time of orders-received.

Housing Company Results and Plan

2. Housing orders

(Millions of yen)	FY2019				FY2018				FY2017			
	1H	3Q	2H (plan)	Full FY (plan)	1H	3Q	2H	Full FY	1H	3Q	2H	Full FY
Year-start Backlog	219,500	217,320	217,320	-	206,900	213,900	213,900	-	206,000	207,800	207,800	-
Growth Rate	+6%	+2%	+2%	-	±0%	+3%	+3%	-	±0%	±0%	±0%	-
New Orders	203,590	93,241	209,665	413,225	206,423	99,520	217,375	423,798	202,957	92,818	207,061	410,018
Growth Rate	-1%	-6%	-4%	-2%	+2%	+7%	+5%	+3%	±0%	-1%	±0%	±0%
Sales of Housing/Renovation	205,770	88,861	211,585	417,355	199,423	87,920	211,775	411,198	201,157	80,618	207,961	409,118
Growth Rate	+3%	+1%	±0%	+1%	-1%	+9%	+2%	+1%	±0%	-5%	±0%	±0%
End-balance	217,320	221,700	215,400	-	213,900	225,500	219,500	-	207,800	220,000	206,900	-
Growth Rate	+2%	-2%	-2%	-	+3%	+3%	+6%	-	±0%	+2%	±0%	-

3. Housing starts

(Units)	FY2019				FY2018				FY2017 Full FY
	1H	3Q	2H (plan)	Full FY (plan)	1H	3Q	2H	Full FY	
Housing starts*	466,692	225,000	424,000	890,692	491,418	245,907	461,518	952,936	946,396
Privately-owned houses* (included in above) =A	152,973	70,500	124,000	276,973	146,498	75,891	141,212	287,710	282,111
Detached house sales by our company=B (Unit base)	5,120	2,155	5,340	10,460	5,030	2,120	5,170	10,200	9,880
Our share in Detached houses=B/A	3.3%	3.1%	4.3%	3.8%	3.4%	2.8%	3.7%	3.5%	3.5%

* "Housing starts" and "Privately-owned houses" after 3Q of FY2019 are based on forecasts.

4. The ratio of the houses equipped with the high-performance specifications

	FY2019				FY2018				FY2017 Full FY
	1H	3Q	2H (plan)	Full FY (plan)	1H	3Q	2H	Full FY	
Solar power generation systems installed	77%	78%	80%	79%	75%	72%	73%	74%	74%
Tiled exterior walls (Heim type JX)	69%	68%	69%	69%	73%	73%	72%	73%	71%
Storage battery installed	52%	57%	60%	56%	30%	38%	40%	35%	21%
Comfortable Air System	78%	75%	76%	77%	76%	76%	79%	77%	76%