

# Presentation of Financial Results for FY2016

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President

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## Results for FY2016 and Plan for FY2017

	FY2015 Results	FY2016 Results	FY2017 Plan
Forex Rate *Avg. rate for each term	¥120/US\$ ¥133/€	¥108/US\$ ¥119/€	¥113/US\$ ¥121/€

## Overview of FY2016

- Despite a decrease in net sales due mainly to movements in foreign currency exchange rates and the effects of business structural reform, reported record highs at each level of profit
- Fiscal year-end dividend increased 3 yen compared with plans (including 70th anniversary commemorative dividend of 1 yen per share)

(Billions of yen)	FY2015	FY2016	Difference	FY2016 Plan (Jan. 2017)	Difference
	Net Sales	1,096.3	1,065.8	-30.5	1,067.0
Operating Income	89.8	96.5	+6.7	96.0	+0.5
Ordinary Income	81.2	91.5	+10.3	92.0	-0.5
Net Income Attributable to Owners of Parent	56.7	60.9	+4.2	59.0	+1.8
Dividend per Share (Yen)	30	35	+5	32	+3

## FY2016 Results: Net Sales and Operating Income by Divisional Company

- Achieved an increase in profit at all three divisional companies; reported record high profits in the HPP and UIEP companies

- HPP: Offset the negative impact of movements in foreign currency exchange rates through an increase in sales volume and improvement in the product mix
- Housing: Secured increases in both 1H and 2H sales and profits; returned to a profit growth trajectory
- UIEP: Substantial increase in profit due mainly to successful efforts aimed at reforming the portfolio

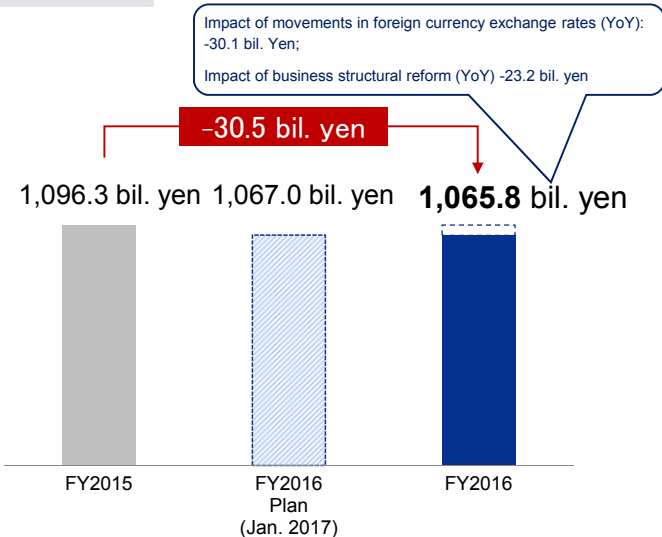
(Billions of yen)	FY2015		FY2016		Difference		FY2016 Plan (Jan. 2017)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP*	378.6	53.4	357.5	54.5	-21.0	+1.2	356.0	54.0	+1.5	+0.5
Housing*	473.4	36.4	485.0	37.5	+11.5	+1.2	486.0	38.0	-1.0	-0.5
UIEP*	226.3	3.6	240.3	12.8	+14.1	+9.2	242.0	12.0	-1.7	+0.8
Others	38.3	-3.1	2.7	-7.6	-35.6	-4.6	3.0	-7.0	-0.3	-0.6
Eliminations or Unallocatable Accounts	-20.3	-0.5	-19.8	-0.8	+0.5	-0.4	-20.0	-1.0	+0.2	+0.2
Total	1,096.3	89.8	1,065.8	96.5	-30.5	+6.7	1,067.0	96.0	-1.2	+0.5

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

# FY2016 Results: Analysis of Net Sales and Operating Income

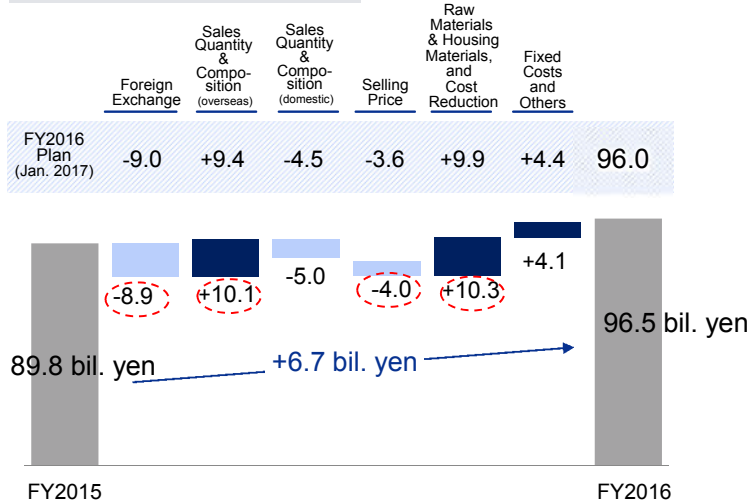
Completely offset the negative impact of movements in foreign currency exchange rates through successful efforts to expand sales volumes, improve the product mix, and increase the spread between selling prices and raw material costs

## Net Sales



Secured an increase in net sales after excluding the negative impacts of movements in foreign currency exchange rates and the effects of business structural reform

## Analysis of Operating Income



- Increase in overseas sales volume and improvement in the product mix mainly in the four strategic fields\* of the HPP Company
- Increase in the spread between selling prices and raw materials as well as cost reductions
- Reduction in fixed costs mainly through the effects of efforts aimed at reforming the portfolio in the UIEP Company

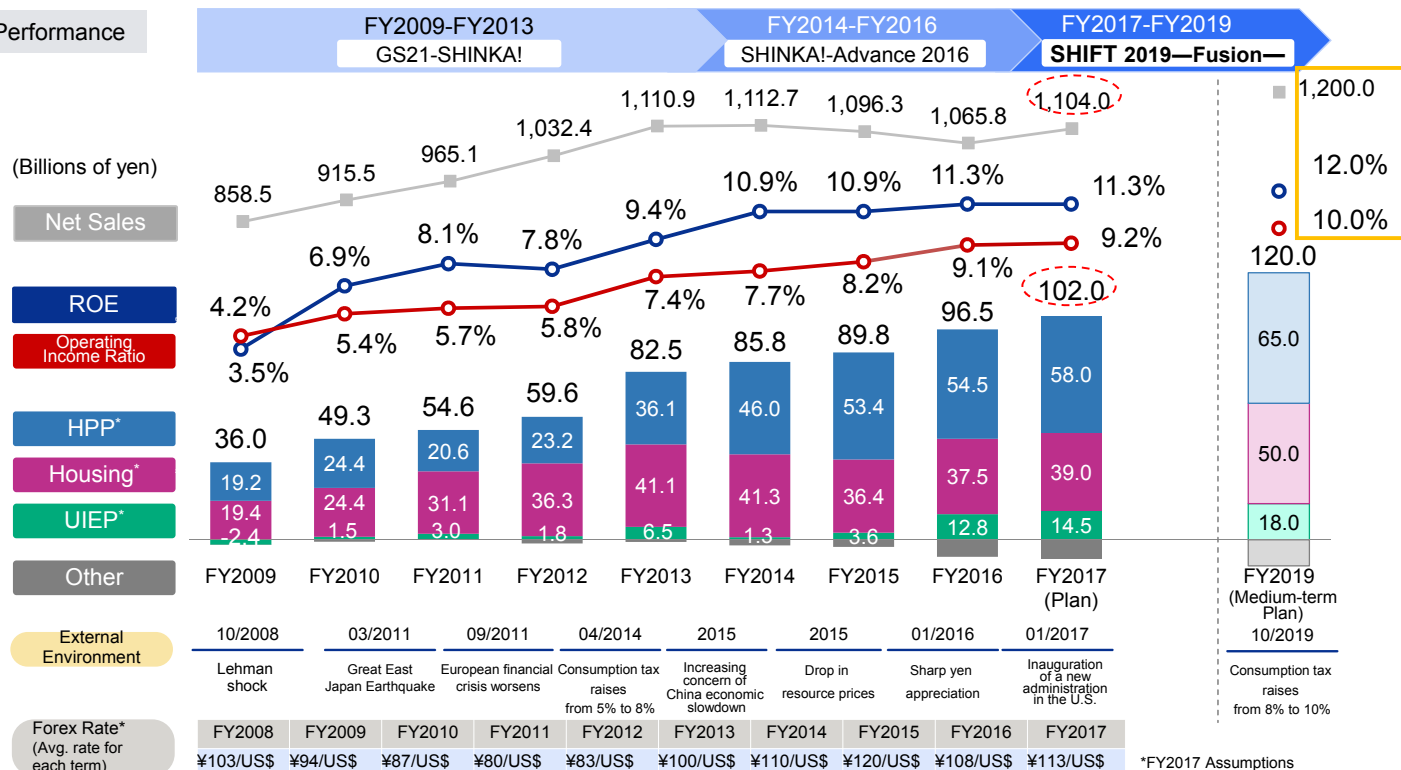
\*Four strategic fields; Electronics, Automobiles and Transportation, Building and Infrastructure, and Life Science fields

Foreign Exchange	120 yen/\$	108 yen/\$	108 yen/\$
	133 yen/€	119 yen/€	119 yen/€

# Overview of FY2017 Plan

Working to achieve nine straight terms of operating income increase and record high profits for five straight terms and laying the foundation for achieving the operating income and operating income ratio targets of 120 billion yen and 10%, respectively, set out in the Medium-term Management Plan.

## Performance



## FY2017 Plan: Net Sales and Operating Income by Divisional Company

■ Target an increase in sales and profits in each of three divisional companies; aim for consecutive record high profits in the HPP and UIEP companies

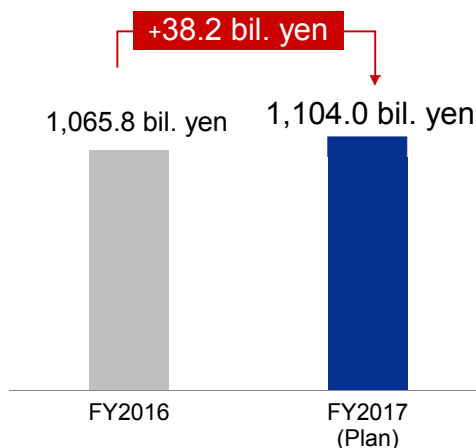
- HPP: Continue to increase sales volume and accelerate the pace of improvement to the product mix as the means to drive Group-wide growth
- Housing: Increase in sales and profits; easing of period-end concentration owing to an upswing in orders
- UIEP: Target an increase in profit through improvements in marginal profits both in Japan and overseas

(Billions of yen)	FY2016		FY2017 (Plan)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	357.5	54.5	375.0	58.0	+17.5	+3.5
Housing	485.0	37.5	500.0	39.0	+15.0	+1.5
UIEP	240.3	12.8	243.0	14.5	+2.7	+1.7
Others	2.7	-7.6	6.0	-8.5	+3.3	-0.9
Eliminations or Unallocatable Accounts	-19.8	-0.8	-20.0	-1.0	-0.2	-0.2
<b>Total</b>	<b>1,065.8</b>	<b>96.5</b>	<b>1,104.0</b>	<b>102.0</b>	<b>+38.2</b>	<b>+5.5</b>

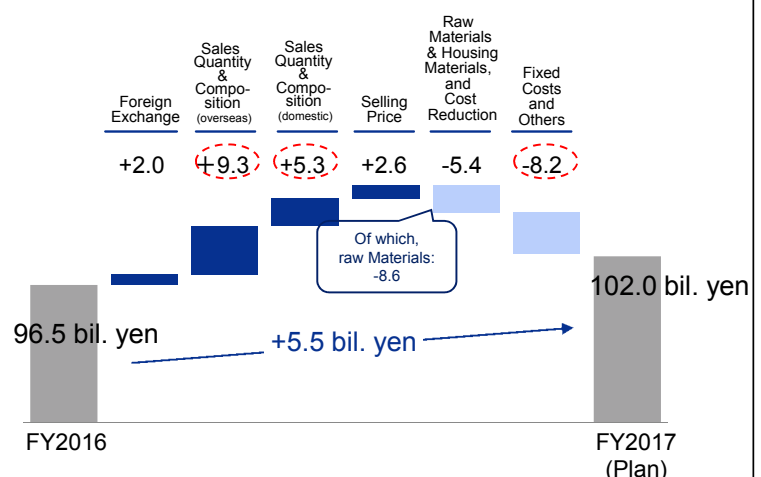
## FY2017 Plan: Analysis of Net Sales and Operating Income

■ Minimize the negative impact attributable to high raw material costs; achieve a substantial increase in profit mainly by expanding sales volumes and improving the product mix

### Net Sales



### Analysis of Operating Income



Foreign Exchange	108 yen/\$	113 yen/\$
	119 yen/€	121 yen/€

- Progress in expanding sales volumes and improving the product mix overseas mainly in the four strategic fields of the HPP Company
- Significant impact attributable to high raw material costs; while steps will be taken to offset this impact through increases in product prices and the effects of cost reduction, any benefits are expected to be delayed
- R&D expenditures are projected to increase

## FY2017 Plan

- Target a substantial increase in net sales and consecutive record highs at each level of profit
- Plans to increase dividends for eight straight terms

(Billions of yen)	FY2016	FY2017 (Plan)	Difference
Net Sales	1,065.8	1,104.0	+38.2
Operating Income	96.5	102.0	+5.5
Ordinary Income	91.5	97.0	+5.5
Net Income Attributable to Owners of Parent	60.9	63.0	+2.2
Dividend per Share (Yen)	35 <sup>*</sup>	38 <sup>*</sup>	+3

<sup>\*</sup>Including 70th anniversary commemorative dividend of 1 yen per share.

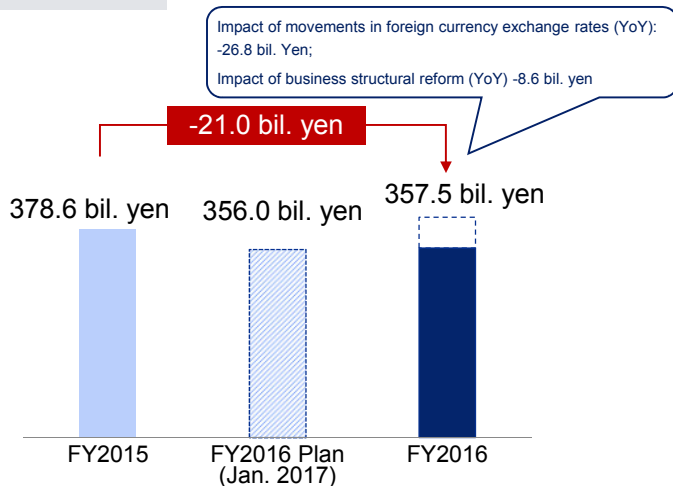
## Shareholders Return

- Acquisition of treasury stock:  
Up to 8,000,000 shares or a total acquisition cost of  
¥16.0 billion (April 28, 2017 to March 30, 2018)
- Retirement of treasury stock:  
Plans to undertake the retirement of 10,000,000 shares of  
treasury stock on May 25, 2017

# HPP Company: Overview of FY2016

Despite the adverse impact of movements in foreign currency exchange rates, increases in the spread between selling prices and raw material costs contributed to results in addition to successful efforts to substantially expand sales volumes and significantly improve the product mix mainly in the four strategic fields\* of the HPP Company; reported record high profit in the HPP company

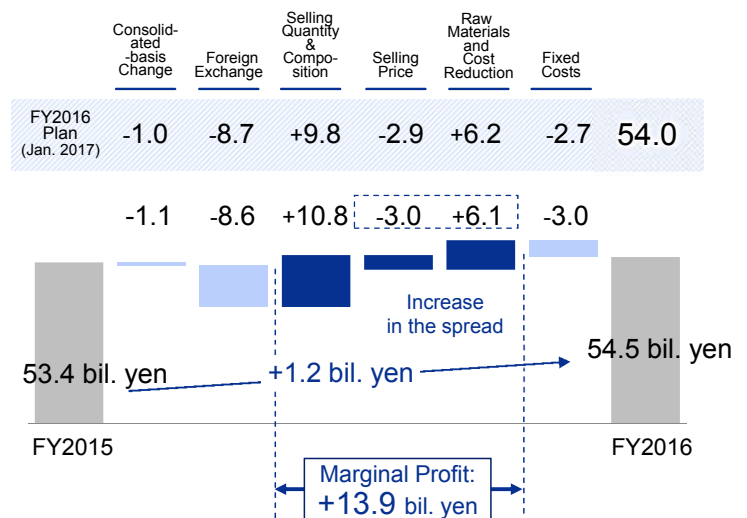
## Net Sales



Secured an increase in net sales in real terms

Foreign Exchange	120 yen/\$	108 yen/\$	108 yen/\$
	133 yen/€	119 yen/€	119 yen/€

## Analysis of Operating Income

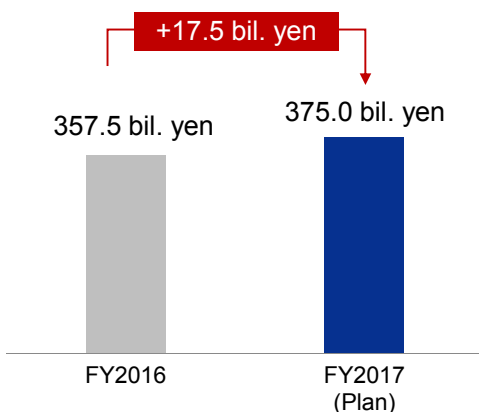


\*Four strategic fields; Electronics, Automobiles and Transportation, Building and Infrastructure, and Life Science fields

# HPP Company: FY2017 Plan

Target record high profit by substantially expanding sales volumes and significantly improving the product mix mainly in the four strategic fields of the HPP Company

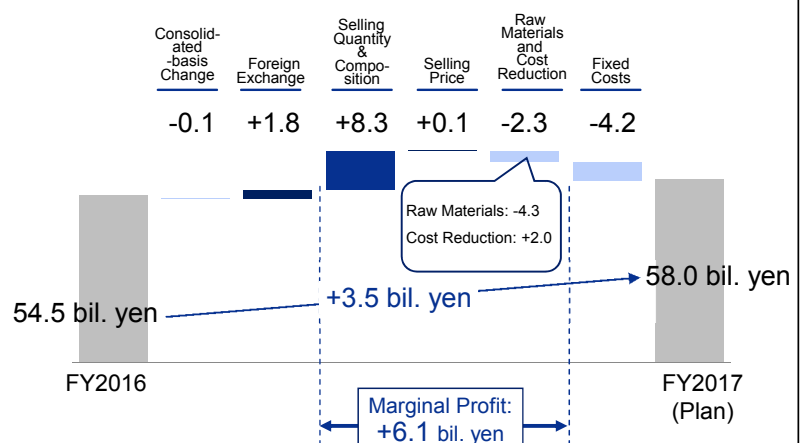
## Net Sales



Foreign Exchange	108 yen/\$	113 yen/\$
	119 yen/€	121 yen/€

\*FY2017 Assumptions

## Analysis of Operating Income



- Minimize the negative impact attributable to high raw material costs by maintaining product prices and promoting cost reductions
- Actively engage in strategic investments and further strengthen development

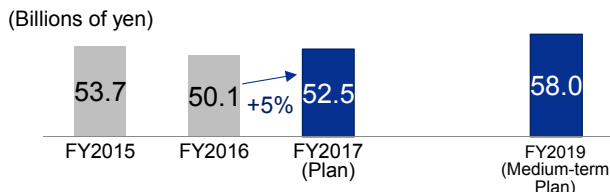
# HPP Company: Four Strategic Fields

Target growth that exceeds the market in each field focusing mainly on automobiles and transportation

## Net Sales in the Four Strategic Fields and Key Measures in FY2017

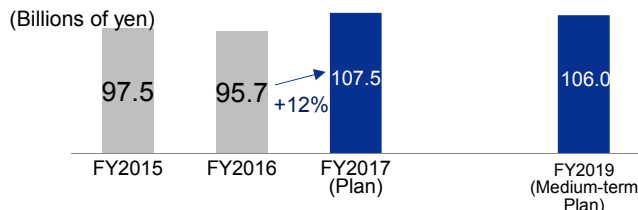
### Electronics

- Conditions in the LCD market are bottoming out; firm trends in products for use in TVs; continued shift to organic LEDs in mobile devices
- Increase market share in mainstay products; focus on enhancement areas (semiconductors, OLEDs, car electronics)



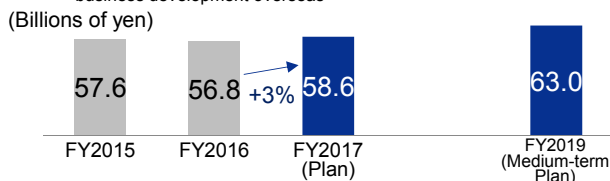
### Automobiles and Transportation

- Accelerate growth in high-performance product demand with respect to car models and components
- Further expand sales of high-performance products; start of increase production of high-performance interlayer films in Mexico (2H FY2017)



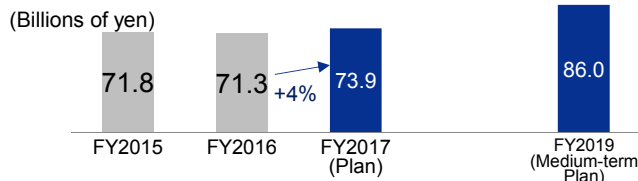
### Building and Infrastructure

- CPVC: Middle East demand bottoming out; focus on increasing market share in India and the Americas
- Fire-resistant materials: Firm trends in existing domestic fields; promote the development of applications in areas other than existing fields; pursue business development overseas



### Life Science

- Expand the diagnostic market focusing mainly on China
- Expand the diagnostics business (reagents, equipment) worldwide; realize integration synergies with EIDIA



# HPP Company: Growth Enhancement Areas

Position the expansion of growth enhancement areas as well as new products and new businesses as engines of growth

## Growth Enhancement Areas

- Increase increment in net sales: 8.0 billion yen

Strategic Fields	Electronics	Automobiles and Transportation	Building and Infrastructure	Life Science
<b>Main Products</b>	<ul style="list-style-type: none"> <li>Packaging and semiconductor materials</li> <li>OLED-related materials</li> </ul>	<ul style="list-style-type: none"> <li>Interlayer films with new functions</li> <li>Automobile interior materials</li> </ul>	<ul style="list-style-type: none"> <li>Overseas Infrastructure materials</li> <li>High-performance PVA</li> <li>Thermal insulation+noncombustible materials</li> </ul>	<ul style="list-style-type: none"> <li>Diagnostic reagents designed for overseas markets</li> <li>Assistance for overseas drug development</li> <li>Development of new active pharmaceutical ingredients</li> </ul>
<b>Measures</b>	Accelerate the pace of development and commercialization	Promote the shift to high-performance products; work to expand application parts	Push forward efforts to cultivate customers	Push forward uniform global management

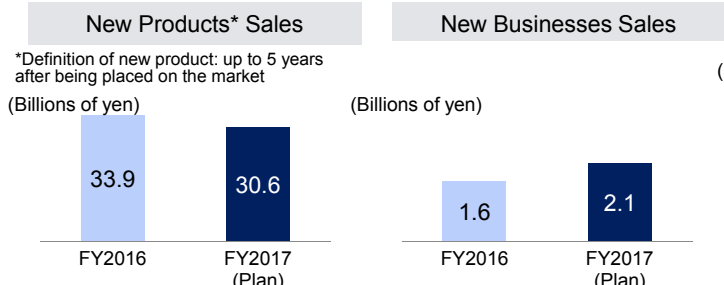
## M&A

### Acquire the management rights of Polymatech Japan Co., Ltd.

- Business activities: Manufacture and sale of automobile- and electronic-related components
- Management acquisition scheme: Acquire 91% of the shares of Polymatech Japan Co., Ltd. (9%: Inabata & Co., Ltd.)
- Synergy effects:
  - Accelerate the pace of business development in the car electronics field
  - Technology fusion
  - Push forward collaboration from a marketing perspective

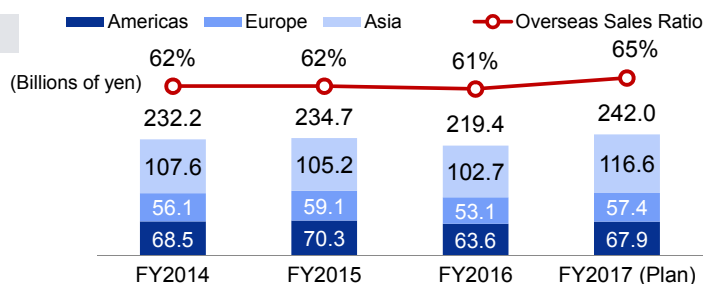
## New Products and New Businesses

- New products: Accelerate the pace of development and commercialization
- New businesses: Expand sales of implementation- / semiconductor-related materials



## Overseas Sales

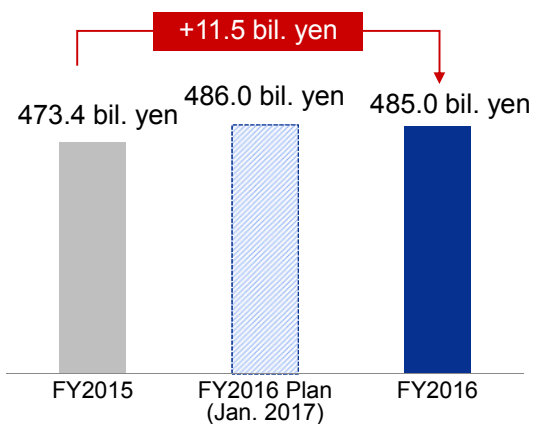
- Work to strengthen marketing by field



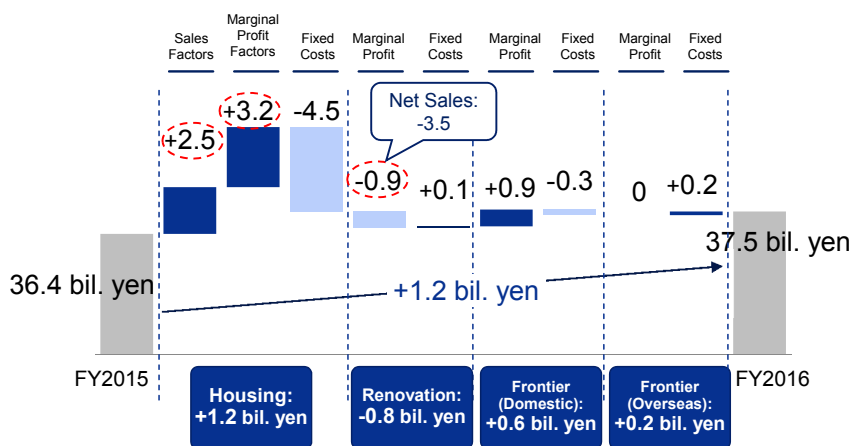
## Housing Company: Overview of FY2016

- Housing: Increase in the balance of orders (Up 3% compared with the previous fiscal year); returned to a profit increase trajectory owing mainly to an increase in the number of houses sold
- Renovation: Decrease in the balance of orders due mainly to the impact of earthquake activity (Down 3% compared with the previous fiscal year); decrease in sales and profits
- Domestic and overseas frontier: Issues encountered regarding the pace of growth

Net Sales



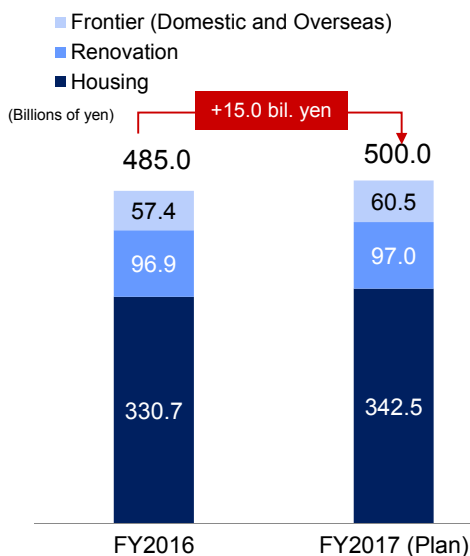
Analysis of Operating Income



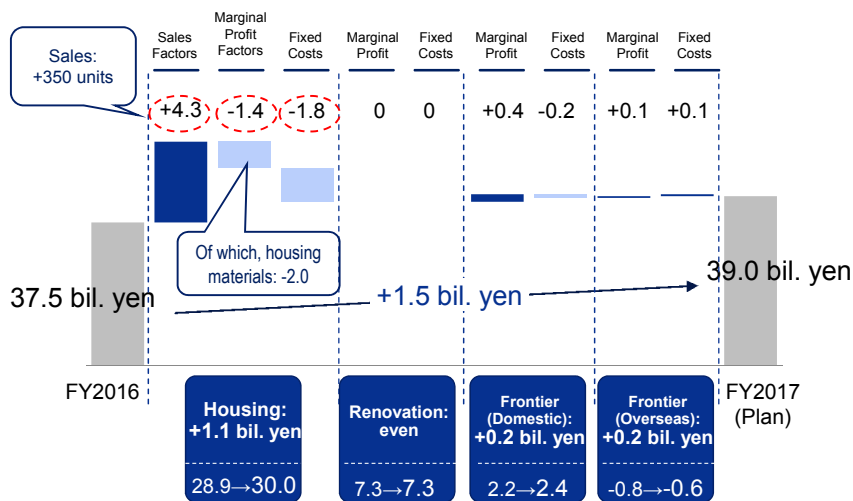
## Housing Company: FY2017 Plan

- Housing: Target an increase in the number of houses sold; increase sales personnel and strengthen model home galleries focusing mainly on the three major metropolitan city zones
- Renovation: Maintain FY2016 results; Work to ease period-end concentration by securing a recovery in orders and reinforcing the work structure and systems
- Domestic and overseas frontier: Work to strengthen the structure and systems in order to secure growth

Net Sales by Business Segment



Analysis of Operating Income





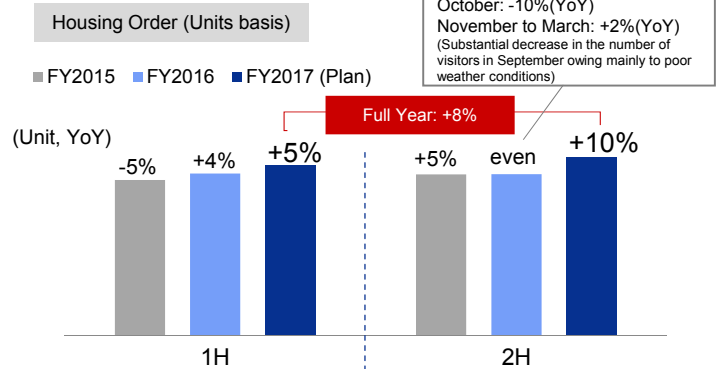
# Housing Company: New Housing Order

- Target an increase in market share on the back of 70th anniversary commemorative products results, efforts to promote smart house sales, and bolstering land and subdivision housing strategies

## Market Environment Outlook

- No major changes in market trends; underpinned by a sense of higher interest rates
  - Trends in built-for-sale housing demand firm on the back of first buyer interest
  - Steady progress toward the shift to smart houses (ZEH to become the standard in FY2020)
- Increased in the number of visitors in the 4Q FY2016 (Up 5% YoY) on the back of various measures including renewal of model home galleries

## Housing Order Plans

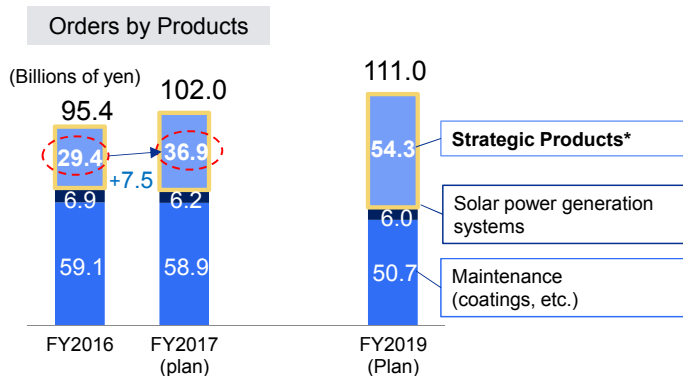


## FY2017 Initiatives Aimed at Securing Orders

Products Strategy	<ul style="list-style-type: none"> <li>Progressively introduce 70th anniversary commemorative products                             <ul style="list-style-type: none"> <li>Wood frame-based products: New products that are capable of capturing a share of the volume zone (less than ¥20 million price range)</li> <li>Steel frame-based products: 2-story self-sufficient smart house-type products (exterior design innovation); 3-story urban-type products</li> <li>Common to both wood frame- and steel frame-based products: strengthen energy self-sufficiency proposals</li> </ul> </li> </ul>
Land and Subdivision Housing Strategies	<ul style="list-style-type: none"> <li>Number of real estate for sale subdivision lots: Up 29% (YoY)</li> <li>Ready-built housing contract plan: Up 40% (YoY)</li> </ul>
Resource expansion	<ul style="list-style-type: none"> <li>Increase sales personnel: Up 100 compared with the corresponding period of the previous fiscal year mainly in the three major metropolitan cities</li> <li>Model home galleries: Undertake 30 renewal projects mainly in the three major metropolitan cities</li> </ul>

# Housing Company: Renovation and Frontier (Domestic and Overseas) Business

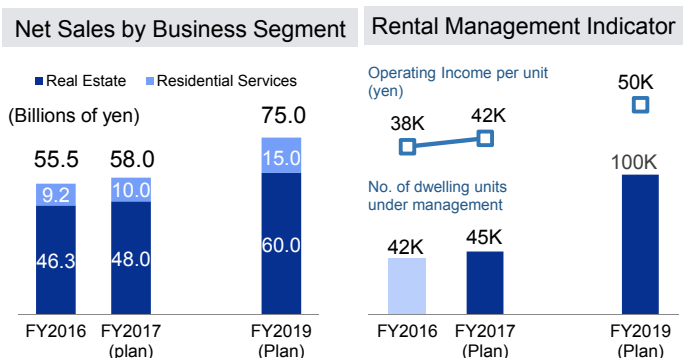
## Renovation



\*Strategic products: for exterior areas, new external walls, bathrooms and kitchens, storage batteries, extensions

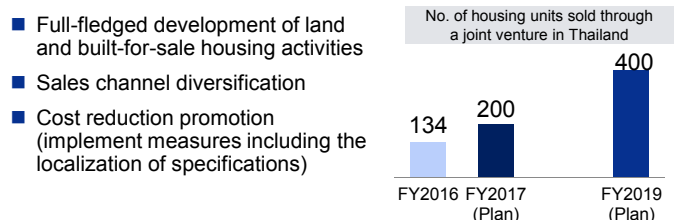
- Switch over to a composite proposal-type sales style
- Transition from proposals based on building age to proposals based in life stage
  - Strengthen composite proposals
  - Put forward energy self-sufficiency proposals as the Feed-in Tariff system comes to an end (implement various measures including efforts to strengthen storage cell variations)
- Separate responsibilities between sales and after-care services

## Frontier (Domestic)



- Integrate real estate companies in the three major metropolitan area → horizontally roll out the Company's Tokyo area high-earnings model

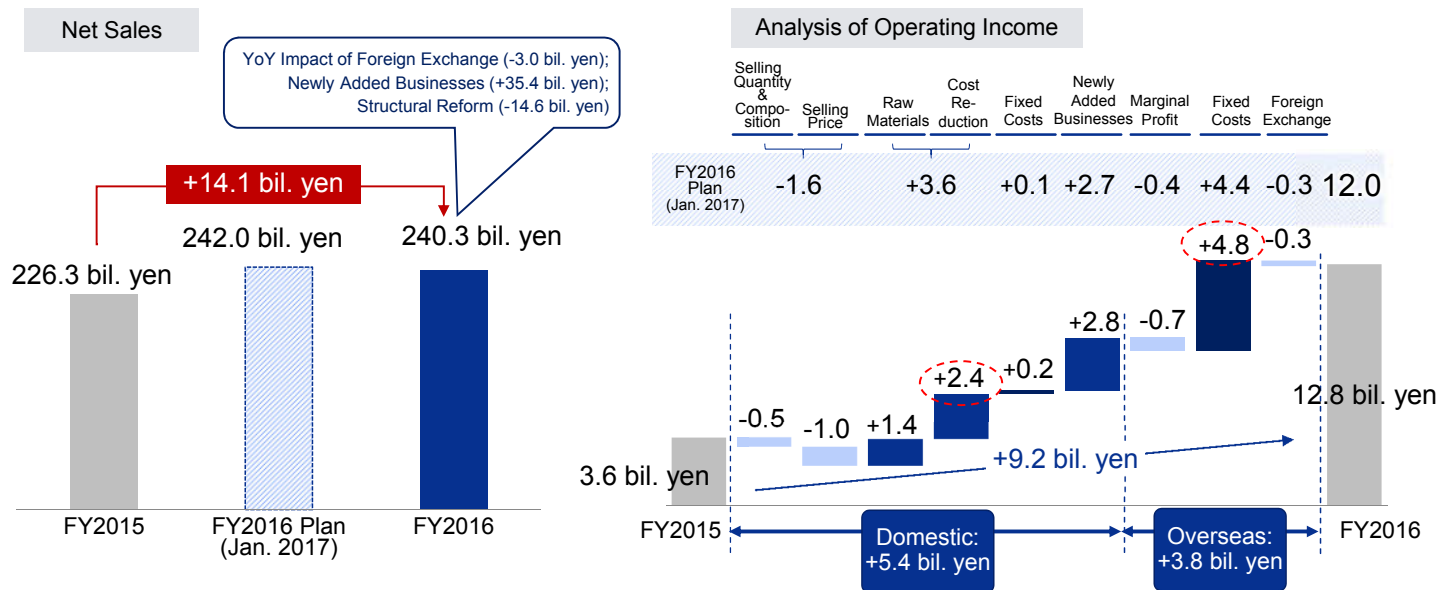
## Overseas



## UIEP Company: Overview of FY2016

■ Substantial increase in profit thanks to the effects of portfolio reform; reported record high divisional company profits

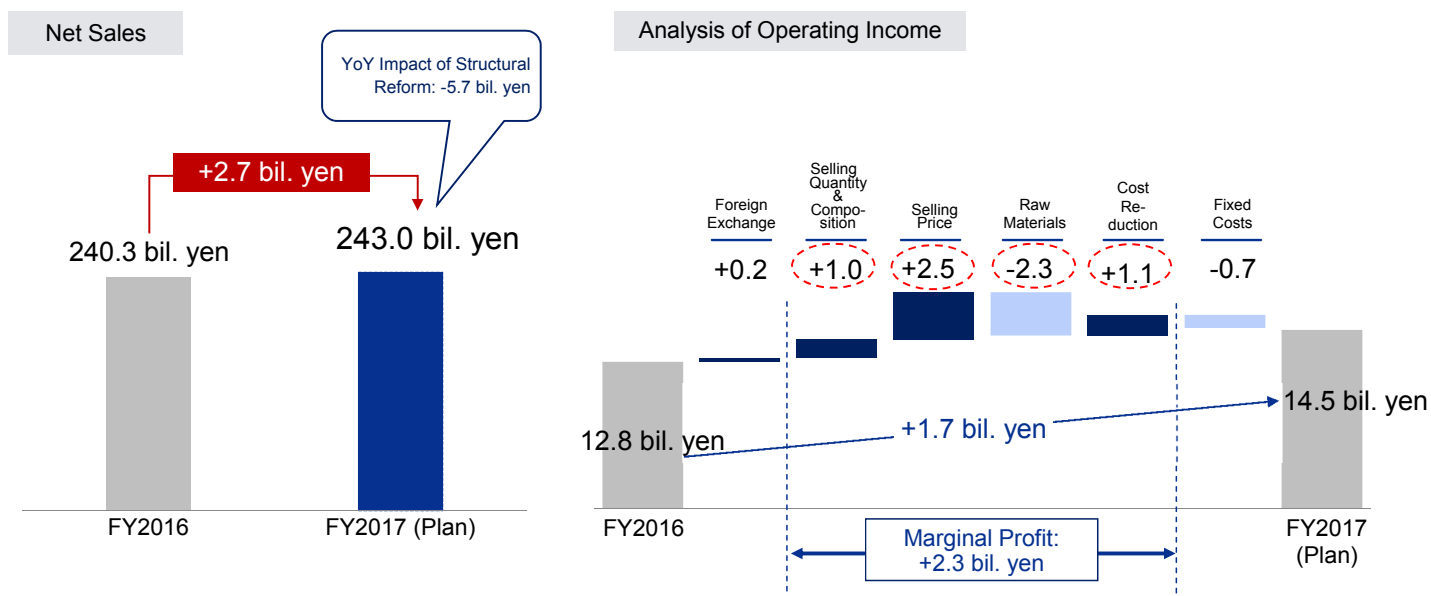
- **Domestic:** Substantial improvement in profitability due mainly to successful efforts aimed at improving costs by leveling shipments and securing a proper spread between selling prices and raw material costs
- **Overseas:** Carried out structural reforms at loss-making businesses



## UIEP Company: FY2017 Plan

■ Target record high divisional company profits focusing mainly on increasing marginal profit by expanding sales of high-value-added products both domestically and overseas

- **Domestic:** Offset the sharp rise in raw material costs through adjustments in product prices and improvements in the cost of sales; increase in sales volume and improvement in the product mix mainly in the prioritized products
- **Overseas:** Transition to a growth phase; increase marginal profit by expanding sales of high-value-added products



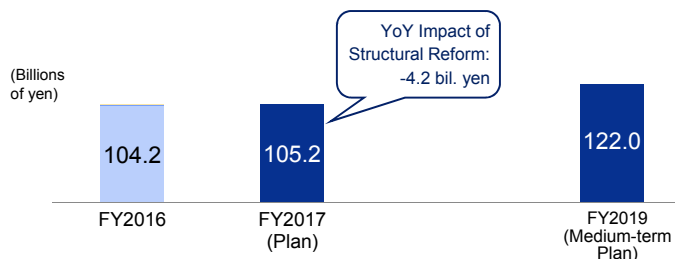
# UIEP Company: Strategies by Business Fields

## Increase sales forecast across each of the three fields

### Net Sales by 3 each fields and FY2017 Major Initiatives

#### Piping and Infrastructure

- Increase construction and plant sales volume; offset the sharp increase in raw material costs through adjustments in product price



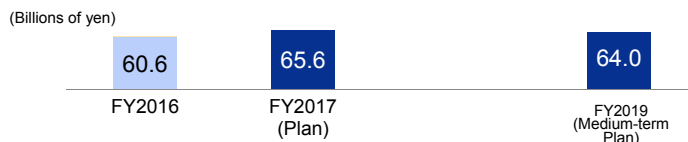
#### Building and Living Environment

- Promote efforts to upgrade and expand high-value-added products and strengthen sales structures and systems



#### Advanced Materials

- Work to boost production capacity and increase sales of high-value-added products



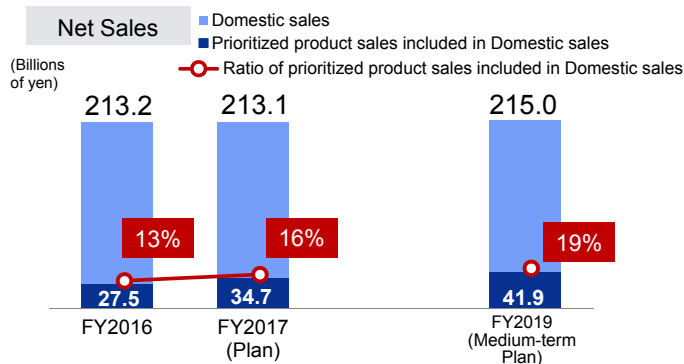
(Reference: New Strategic Portfolio)

Market	Piping and Infrastructure	Building and Living Environment	Advanced Materials	
Category	Asia	Australia-Europe-US (SPR) Asia (Catch Basin/Fittings)	Aviation and Railroad	New Field/ New Material
Overseas	Industrial Piping	MIGUSA (Resin Tatami)	Soundproof Material	High Grade Plastic Sheet
Growth	Piping for Building (Metal substitute)	Rain Gutter for Building	Care Equipment	CFRTP
Core	Piping for Building	Rain Gutter for Housing	FFU (Water treatment)	Food Tray
Reform	Engineering Panel Tank	Unit Bath	Agriculture	

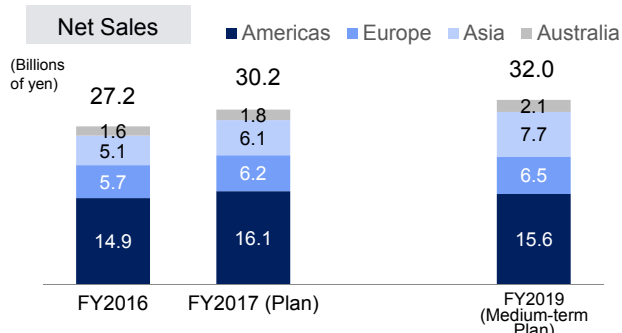
# UIEP Company: Prioritized Products and Overseas Business

## Prioritized Products\*

\* Prioritized products: Mainly products that are included in the "Growth" section of "New Strategic Portfolio" (page 20)



## Overseas Sales



## Introduce high-value-added products that address needs

- ✓ Infrastructure development in the Tokyo metropolitan area: Introduce SEW and other products
- ✓ Metal substitutes: Introduce piping for building, rain gutter for building, and other products



## Take steps to put in place a growth platform by increasing production of high-value-added products and strengthening relationships with partners

- ✓ Bolster production capacity of high-value-added products (Americas: Sheets)
- ✓ Promote partner business strategies
  - Europe: FFU
  - Asia: Piping and Infrastructure



## Complete structural reform of the water infrastructure business in China

## Consolidated Companies

### Number of Consolidated Companies

	Mar. 31, 2016	Mar. 31, 2017	Difference
Consolidated Subsidiaries	155	143	Increased: 0 Subsidiaries Decreased: 12 Subsidiaries
Affiliates (Equity Method)	8	8	Increased: 1 Subsidiary Decreased: 1 Subsidiary

### Influence of Change in the Number of Consolidated Companies

	FY2016	Difference
Net Sales	-18.6 bil. yen	<ul style="list-style-type: none"> <li>• EIDIA*1</li> <li>• Sekisui SPR Europe and etc.*2</li> <li>• Sekisui Film and etc.*3</li> </ul>
Operating Income	+0.8 bil. yen	<ul style="list-style-type: none"> <li>• YONGCHANG-SEKISUI COMPOSITES *4</li> <li>• Nippon No-Dig Technology and etc.*5</li> </ul>

\*1: Newly consolidated from 4Q FY2015

\*2: Removed from consolidation from 4Q FY2015

\*3: Removed from consolidation from 2Q FY2016

\*4: Removed from consolidation from 3Q FY2016

\*5: Removed from consolidation from 4Q FY2016

## Summary of Profit and Loss

(Billions of yen)	FY2015	FY2016	Difference	
Net Sales	1,096.3	1,065.8	-30.5	
Gross Profit	345.8	353.5	+7.7	
Gross Profit Rate	31.5%	33.2%	+1.6%	
Selling, Gen. and Admin. Expenses	256.0	257.0	+1.1	
Operating Income	89.8	96.5	+6.7	
Equity in Earnings of Affiliates	2.2	2.5	+0.3	
Other Non-operating Income and Expenses	-10.8	-7.4	+3.4	Foreign exchange gain ▶ 2.3 bil. yen
Ordinary Income	81.2	91.5	+10.3	Gain on sales of securities
Extraordinary Income	10.8	6.9	-3.8	
Extraordinary Loss	14.0	15.6	+1.6	Loss on transfer of business, loss on devaluation of investment in securities and etc.
Income before Income Taxes	78.0	82.9	+4.9	
Corporate Income Tax, etc.	20.2	21.0	+0.7	
Net Income Attributable to Non-controlling Interests	1.1	1.1	0	
Net Income Attributable to Owners of Parent	56.7	60.9	+4.2	
Foreign Exchange (Avg. rate)				
1US\$	120 yen	108 yen	-12 yen	
1€	133 yen	119 yen	-14 yen	

## Balance Sheets (Assets)

(Billions of yen)	Mar. 31, 2016	Mar. 31, 2017	Difference	
Cash and Deposits	68.0	109.9	+41.9	
Account Receivable on Sales	176.0	164.1	-11.9	
Inventories	150.8	153.6	+2.8	
Other Current Assets	39.7	38.6	-1.2	
Tangible Non-Current Assets	270.0	261.8	-8.2	
Intangible Non-Current Assets	43.7	39.6	-4.1	
Investments in Securities	168.3	156.9	-11.3	Sales, At fair value, and etc.
Investments & Other Assets	19.6	19.3	-0.3	
Total Assets	936.0	943.6	+7.6	Foreign exchange ▶ -6.9 bil. yen

## Balance Sheets (Liabilities & Net Assets)

(Billions of yen)	Mar. 31, 2016	Mar. 31, 2017	Difference	
Non-Interest-Bearing Liabilities	339.5	329.4	-10.2	
Interest-Bearing Liabilities	52.3	43.7	-8.6	
Total Liabilities	391.9	373.1	-18.8	
Capital Stock etc.	209.2	209.2	0	
Retained Earning	295.7	341.0	+45.4	Net income ▶ 60.9 bil. yen
Treasury Stock	-26.0	-41.0	-15.0	Dividends paid ▶ -15.5 bil. yen
Unrealized Holding Gain on Securities	40.1	39.5	-0.6	Purchases of treasury stock, and etc.
Non-controlling Interests	20.6	20.8	+0.2	
Other Net Assets	4.6	1.1	-3.6	Foreign currency translation adjustment ▶ -4.9 bil. yen
Total Net Assets	544.2	570.5	+26.4	
Total Liabilities, Net Assets	936.0	943.6	+7.6	

## Consolidated Cash Flows

(Billions of yen)	FY2015	FY2016
Operating Activities Cash Flows	71.4	108.2
Investing Activities Cash Flows	-23.7	-44.1
Financing Activities Cash Flows	-41.7	-39.6
Net Increase in Cash and Cash Equivalents	3.1	22.8
Cash and Cash Equivalents at the End of Term	67.1	89.9
Free Cash Flow =Operating Activities Cash Flows+Investing Activities Cash Flows - Dividends Paid	33.4	48.1

## Depreciation and Capital Expenditures

(Billions of yen)	Depreciation			Capital Expenditures		
	FY2015	FY2016	Difference	FY2015	FY2016	Difference
Housing	8.0	8.9	+0.9	14.4	13.5	-0.9
UIEP	6.4	6.4	0	8.5	6.7	-1.8
HPP	18.1	17.7	-0.4	23.5	20.8	-2.7
Others	1.3	0.8	-0.5	2.5	2.1	-0.4
Eliminations or Unallocatable Accounts	0.9	1.0	0	1.0	1.0	0
<b>Total</b>	<b>34.7</b>	<b>34.8</b>	<b>+0.1</b>	<b>49.7</b>	<b>43.9</b>	<b>-5.8</b>

## Depreciation, Capital Expenditures, Research and Development Expenditure

(Billions of yen)	FY2016	FY2017 (Plan)	Difference
Depreciation	34.8	36.0	+1.2
Capital Expenditures	43.9	52.0	+8.1
Research and Development Expenditure	34.2	38.0	+3.8

## FY2017 Plan

(Billions of yen)	FY2016	FY2017 (Plan)	Difference
Net Sales	1,065.8	1,104.0	+38.2
Operating Income	96.5	102.0	+5.5
Ordinary Income	91.5	97.0	+5.5
Net Income Attributable to Owners of Parent	60.9	63.0	+2.2
Dividend per Share (Yen)	35*	38*	+3

\*Including 70th anniversary commemorative dividend of 1 yen per share



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		FY2016			FY2015		
		1H	2H	Full Year	1H	2H	Full Year
CONSOLIDATED	Net Sales (Billions of yen)	237.7	247.3	485.0	233.9	239.6	473.4
	Housing	161.4	169.3	330.7	156.0	162.5	318.5
	Renovation	48.3	48.6	96.9	50.2	50.2	100.4
	Frontier (Domestic)	27.2	28.3	55.5	25.8	26.0	51.8
	Real estate	22.7	23.6	46.3	21.2	21.6	42.8
	Residential Services	4.4	4.7	9.2	4.6	4.4	9.0
	Overseas	0.8	1.0	1.9	1.8	0.9	2.7
OTHERS	1. Number of houses sold (Housing units)	6,620	7,000	13,620	6,480	6,900	13,380
	Detached houses	4,740	4,820	9,560	4,630	4,780	9,410
	Heim	3,790	3,980	7,770	3,660	3,800	7,460
	Two-U	950	840	1,790	970	980	1,950
	Apartments (housing complex)	1,880	2,180	4,060	1,850	2,120	3,970
	2. Main data						
	Prices <Sales subsidiaries: Detached houses>/ Unit (Millions of yen)	30.4	30.8	30.6	30.6	30.1	30.3
	Prices <Sales subsidiaries: Detached houses>/ Tsubo (3.3 Square meter)(Thousands of yen)	818	826	822	805	809	806
	Floor space (Square meter)	122.7	123.0	122.9	125.4	122.8	124.1
	Exhibition places (Units)	412	-	414	425	-	413
	Sales staff (Number of person)	2,522	-	2,370	2,503	-	2,395
	Rebuilding ratio (%)*	30%	30%	30%	26%	28%	27%
	Referral sales ratio (%)*	37%	34%	35%	39%	37%	38%

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

# Housing Company Results and Plan

2. Housing related orders		FY2017			FY2016			FY2015		
		1H	2H	Full Year	1H	2H	Full Year	1H	2H	Full Year
(Millions of yen)										
Year-start Backlog		206,000	210,000	-	205,500	207,500	-	204,300	205,500	-
Growth Rate		±0%	+1%	-	+1%	+1%	-	-12%	-8%	-
New Orders		210,819	223,944	434,763	202,457	207,529	409,987	199,914	204,391	404,304
Growth Rate		+4%	+8%	+6%	+1%	+2%	+1%	-5%	+5%	±0%
Sales of houses		206,819	211,944	418,763	200,457	209,029	409,487	198,714	204,391	403,104
Growth Rate		+3%	+1%	+2%	+1%	+2%	+2%	-9%	-4%	-7%
Balance at the end		210,000	222,000	-	207,500	206,000	-	205,500	205,500	-
Growth Rate		+1%	+8%	-	+1%	±0%	-	-8%	+1%	-

3. Housing starts		FY2016			FY2015			FY2014
		1H	2H	Full Year	1H	2H	Full Year	Full Year
(Units)								
Housing starts*		500,151	466,849	967,000	471,845	448,692	920,537	880,470
Privately-owned houses* (included in above)=A		152,836	141,164	294,000	148,339	136,102	284,441	278,221
Sales by our company		6,620	7,000	13,620	6,480	6,900	13,380	14,490
Detached house sales by our company=B		4,740	4,820	9,560	4,630	4,780	9,410	10,120
Our share in Detached houses=B/A		3.1%	3.4%	3.3%	3.1%	3.5%	3.3%	3.6%

\*\*The housing starts\* and "Privately-owned houses" after 2H of FY2016 are based on forecasts.

4. The ratio of the houses equipped with the high-performance specifications		FY2016			FY2015			FY2014
		1H	2H	Full Year	1H	2H	Full Year	Full Year
Solar power generation systems installed		77%	78%	78%	80%	79%	79%	82%
Tiled exterior walls (Heim type JX)		67%	68%	67%	65%	66%	66%	64%
Storage battery installed		21%	27%	24%	27%	23%	25%	27%
Comfortable Air System		73%	77%	75%	67%	73%	70%	68%