

Presentation of Financial Results for the Third Quarter of FY2013

Hajime Kubo
Director
Managing Executive Officer
Head of Corporate Communication Department
SEKISUI CHEMICAL CO., LTD.

30 January, 2014

Summary of Profit and Loss

(Billions of yen)

| | First 9 months of FY2013 | First 9 months of FY2012* (Overseas Subsidiaries, 12-months) | Difference | Overseas Subsidiaries Jan–Mar 2012 Results |
|------------------|-----------------------------|---|----------------|---|
| Net Sales | 802.7 | 754.8 | 48.0 (85.7) | 37.7 |
| Operating Income | 54.7 | 34.9 | 19.7 (20.3) | 0.5 |
| Ordinary Income | 58.3 | 35.9 | 22.4 | |
| Net Income | 33.6 | 19.8 | 13.8 | |

*Overseas subsidiaries actual result for the 12-month period from January to December 2012
(Overseas subsidiaries fiscal year ends were revised to March in FY2012)

Note: Figures in parentheses represent the changes when excluding the January–March 2012 contributions of overseas subsidiaries



Net Sales and Operating Income by Company

(Billions of yen)

| | 3Q of FY2013 | | | | First 9 months of FY2013 | | | | Overseas Subsidiaries Jan-Mar 2012 Results | |
|---|--------------|-------------|------------------|------------|--------------------------|------------------------------|------------------|------------------------------|---|------------------|
| | Net Sales | Difference | Operating Income | Difference | Net Sales | Difference* ¹ | Operating Income | Difference* ¹ | Net Sales | Operating Income |
| Housing | 121.1 | 10.9 | 8.8 | 2.8 | 365.0 | 23.1 (23.1) | 29.0 | 6.2 (6.2) | - | - |
| UIEP* ² | 55.1 | 5.5 | -0.3 | 0.6 | 164.8 | 15.4 (20.3) | 0.7 | 3.5 (2.8) | 4.9 | -0.7 |
| HPP* ³ | 88.6 | 14.0 | 9.2 | 3.6 | 260.4 | 8.2 (40.8) | 26.0 | 9.2 (10.5) | 32.7 | 1.3 |
| Others | 10.4 | 0.6 | -0.4 | 0.4 | 30.3 | 1.5 (1.6) | -1.1 | 0.6 (0.6) | 0.2 | 0 |
| Eliminations or Unallocatable Accounts | -5.5 | -0.1 | -0.1 | -0.1 | -17.8 | -0.2 (-0.2) | -0.1 | 0.1 (0.1) | 0 | -0.1 |
| Total | 269.7 | 30.9 | 17.1 | 7.3 | 802.7 | 48.0 (85.7) | 54.7 | 19.7 (20.3) | 37.7 | 0.5 |

*1: Difference represent the changes from 1Q-3Q FY2012 Results. 1Q-3Q FY2012 Results: Overseas subsidiaries actual result for the 12-month period from January to December 2012, *2: Urban Infrastructure & Environmental Products Company, *3: High Performance Plastics Company

Note: Figures in parentheses represent the changes when excluding the January-March 2012 contributions of overseas subsidiaries



Net Sales and Operating Income by Company

(Billions of yen)

| | 1H of FY2013 | | 2H of FY2013 (Forecasts) | | | | FY2013 (Forecasts) | | | |
|---|--------------|------------------|-----------------------------|-------------|------------------|------------|-----------------------|-------------------------------|------------------|------------------------------|
| | Net Sales | Operating Income | Net Sales | Difference | Operating Income | Difference | Net Sales | Difference* | Operating Income | Difference* |
| Housing | 243.9 | 20.3 | 256.1 | 18.8 | 21.7 | 2.2 | 500.0 | 31.0 (31.0) | 42.0 | 5.7 (5.7) |
| UIEP | 109.8 | 1.0 | 128.2 | 13.6 | 6.0 | 2.2 | 238.0 | 23.5 (28.4) | 7.0 | 5.2 (4.5) |
| HPP | 171.8 | 16.8 | 177.2 | 22.9 | 18.2 | 6.1 | 349.0 | 17.0 (49.7) | 35.0 | 11.8 (13.0) |
| Others | 19.9 | -0.6 | 21.1 | -0.4 | -0.9 | -0.5 | 41.0 | 0.5 (0.7) | -1.5 | -0.2 (-0.2) |
| Eliminations or Unallocatable Accounts | -12.4 | 0 | -15.6 | -4.3 | -1.5 | -1.2 | -28.0 | -4.4 (-4.4) | -1.5 | -1.0 (-1.1) |
| Total | 533.1 | 37.5 | 566.9 | 50.5 | 43.5 | 8.9 | 1,100.0 | 67.6 (105.3) | 81.0 | 21.4 (21.9) |

*Difference represent the changes from FY2012 Results. FY2012 Results: Overseas subsidiaries actual result for the 15-month period from January 2012 to March 2013

Note: Figures in parentheses represent the changes when excluding the January-March 2012 contributions of overseas subsidiaries

Key Measures for the Second Half of FY2013

【Global Strategic Business】

- Further expand competitive businesses and products in the growth markets and growth fields
- Step up measures to procure return on strategic investments

【 Domestic Core Business 】

- Expand sales of advanced and high value-added products
- Continue implementing measures to fortify our cost competitiveness

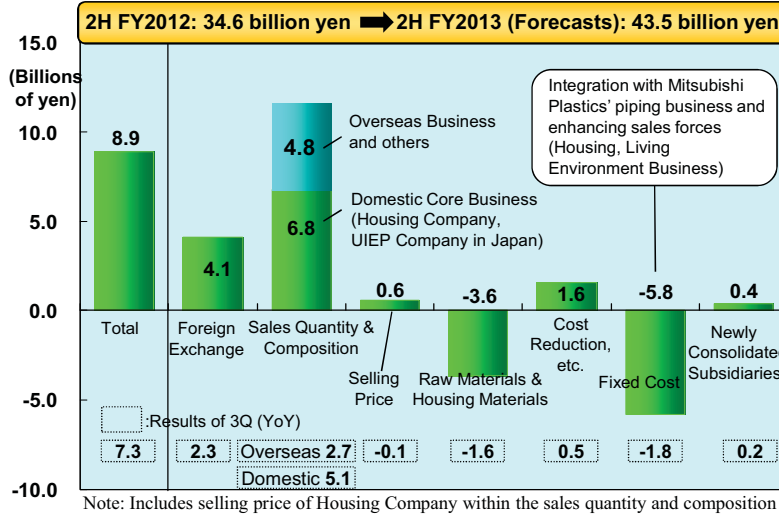
【3Q Results Global Strategic Business】

- AT related field sales: +38 %(YoY)
- Mobile solutions sales : +13 %(YoY)

【3Q Results Domestic Core Business】

- Housing Order (volume): -1%(YoY)
- UIEP Company domestic sales: +6 %(YoY)

Analysis of Operating Income for the 2H of FY2013 (YoY)



Fiscal 2013 Status of Strategic Investments

| | Domestic Core Business | Global Strategic Business |
|---------------------------------|---|--|
| Growth Strategy | <ul style="list-style-type: none"> •Launch the Smart Power Station series of next-generation houses (Housing Business) | <ul style="list-style-type: none"> •Expand mobile solutions field product lines (IT Field) •Advancing overseas development of the diagnostics business (Medical Field) |
| Core Business Strengthen | <ul style="list-style-type: none"> •Comprehensively improve efficiency of general PVC product production, distribution, and sales (UIEP Company in Japan) •Fortify the sales force (Housing and Living Environmental Businesses) | |
| Next Frontier Business | <ul style="list-style-type: none"> •Develop new products for the energy-related field <ul style="list-style-type: none"> > Film-type lithium-ion batteries > Film-type dye-sensitized solar cell •Be able to accept full orders for public water and sewage projects (UIEP Company domestic) | <ul style="list-style-type: none"> •Expanding India and ASEAN business (AT Field and the CPVC Business) •Commenced mass production factory operations in Thailand (Housing Business) •Expanding the water infrastructure business in the Asia market (Water Infrastructure Business Overseas) |

Main Businesses Progress and Forecasts

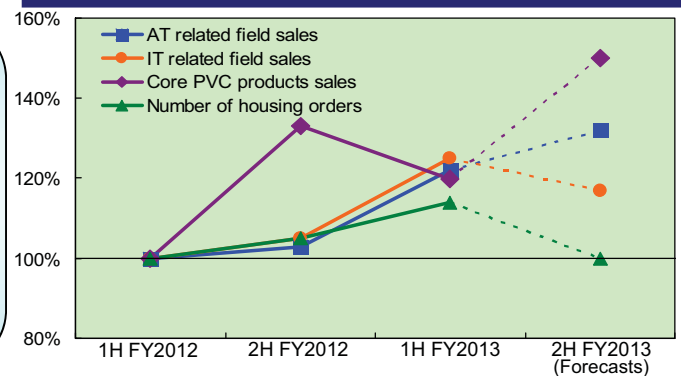
Market Trend

- Japan:** Concern of an economic recoil after the surge caused by the consumption tax hike, but continuing recovery supported by government policy to boost the economy
- Europe:** Remaining fiscal and political risks, but a bottoming of business conditions
- US:** Continuing economic recovery supported by a low-interest policy
- Asia, Developing countries:** Generally improving business conditions slowly, but some risk arising from the tighter monetary policy in the U.S.

Foreign Exchange, Raw Materials, and other Factor

- Forex:** Forecast for continuing correction of the strong yen
- Raw materials:** Concern of rises for some materials
- Other factor:** Concern of renewed friction in Japan-China relations

Main Business Sales and Orders (Index with 1H FY2012=100)



| | Business Field | 2H Demand Trends and Progress with Countermeasures |
|---------------------|---------------------------------|---|
| Domestic Businesses | Housing Field | <ul style="list-style-type: none"> •In 3Q, Orders progressing as planned, including strong sales of the new Smart Power Station series •In 4Q, Enhance Smart Power Station marketing to increase the number of contracts with current prospective customers |
| | Living Environment Business | <ul style="list-style-type: none"> •2H sales progressing as planned due to success meeting growth targets for priority commercial materials |
| | Water Infrastructure Field | <ul style="list-style-type: none"> •2H sales progressing as planned supported by increasing public sector and construction demand •Comprehensively improve efficiency of general PVC product production, distribution, and sales |
| Global Businesses | Automobile Field | <ul style="list-style-type: none"> •North America and China markets remaining strong, Europe market bottoming •Expanding global demand for high-performance products |
| | IT & Electronics Material Field | <ul style="list-style-type: none"> •In 3Q, a slight shortfall of the target due to slowing growth in demand for flat panel displays. Maintained sales volume despite slowing overall demand for mobile solutions field products •In 4Q, sluggish 3Q demand expected to continue |
| | Medical Field | <ul style="list-style-type: none"> •Diagnostics business is holding relatively strong. Accelerating overseas development of diagnostic agents and equipment |
| | Pipeline Renewal Field | <ul style="list-style-type: none"> •In Europe, still no signs of improvement in public sector demand, but some progress beginning to appear from the structural reform of the business |

Progress for 2H Plan and Priority Measures in 4Q

IT: IT sales rose overall YoY but were impacted by the slowing demand growth in the flat-panel display market

Focus on expanding sales for smartphones and tablet terminals

AT: Ongoing strong demand in the U.S., a demand bottoming in Europe

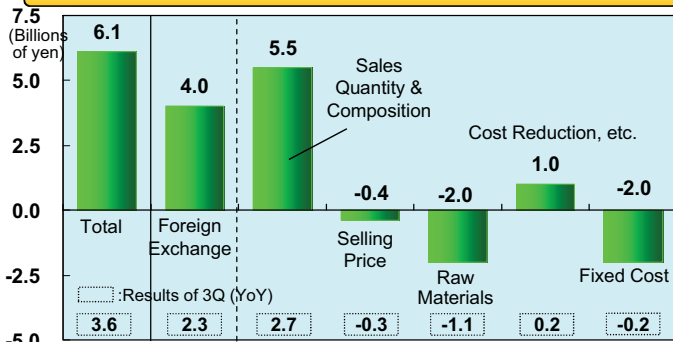
Expand high-performance products in the U.S. and Asia

MD: Continue advancing overseas business development, such as the diagnostics business

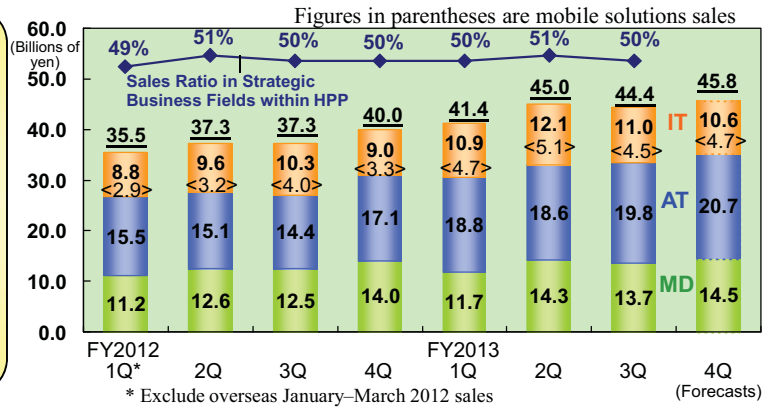
Introduced new equipment, and broadened synergies in the Europe & U.S. medical fields

Analysis of Operating Income for the 2H of FY2013 (YoY)

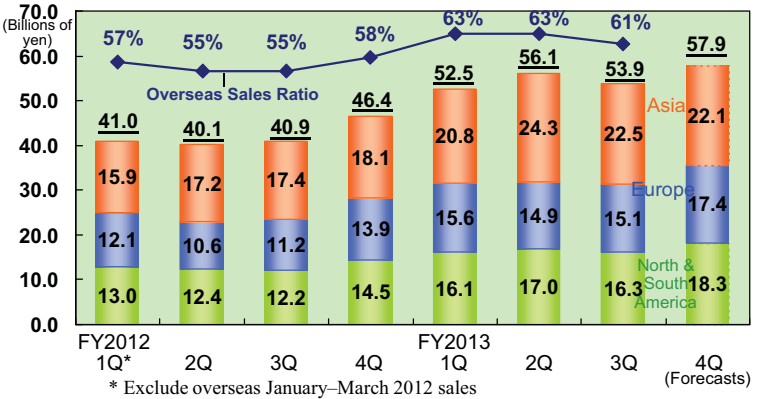
2H FY2012: 12.1 billion yen → 2H FY2013 (Forecasts): 18.2 billion yen



Sales in Strategic Business Fields



Overseas Sales



Progress for 2H Plan and Priority Measures in 4Q

Domestic Business

Progressing as planned owing to market boosts from both private and public demand

Comprehensively improve efficiency of general product production, distribution, and sales

Shift management resources to respond to the strong public demand and stock business

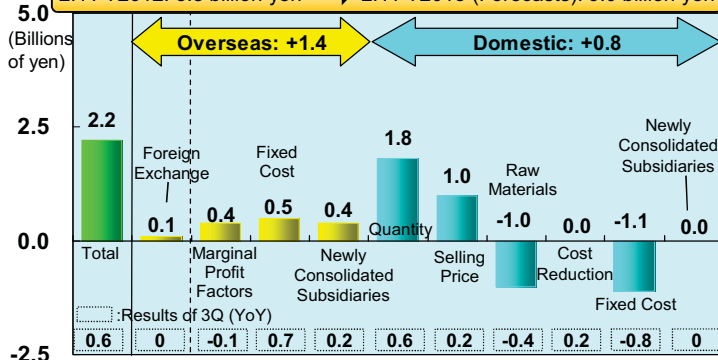
Overseas Business

Advance the business structural reform in Europe to a certain degree

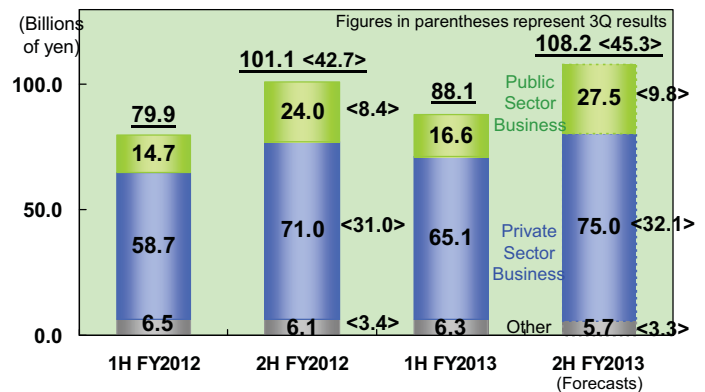
In Europe, continuing progress reestablishing the pipeline renewal business
In Asia, full-fledged penetration into developing country markets

Analysis of Operating Income for the 2H of FY2013 (YoY)

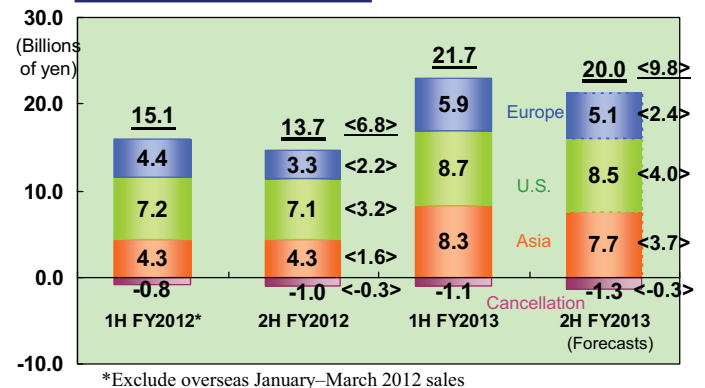
2H FY2012: 3.8 billion yen → 2H FY2013 (Forecasts): 6.0 billion yen



Domestic Sales



Overseas Sales

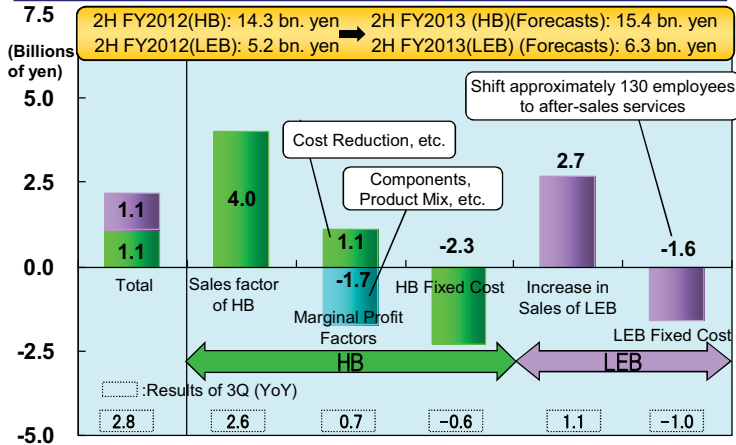


Progress for 2H Plan

3Q Results
Housing Order (Units, YoY): -4%, Living Environment Business (YoY): +15%

- 2H orders progressing as planned for new construction Housing and the Living Environment Business**
 - The market environment is as anticipated. Favorable response to the new Smart Power Station products (Housing Business, HB)
 - Growing sales of mainstay products in line with target (Living Environment Business, LEB)
- Progressing with business structure fortification measures**
 - Actively mobilizing management resources within regions. Ongoing selection and concentration of areas and products

Analysis of Operating Income for the 2H of FY2013 (YoY)



Measures to acquire Housing Orders in 4Q

Market Outlook

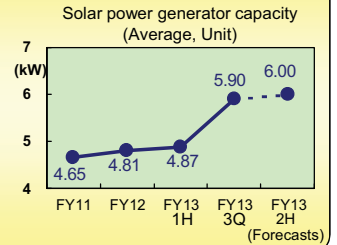
Housing Order Plan (YoY): -6%(4Q), -5% (2H)
LEB Order Plan (YoY): +6%(4Q), +10% (2H)

| | |
|----------------------|---|
| Market Trend | 3Q: Visitor numbers rose YoY. On backdrop of improving business sentiment, market undertone is not bad 4Q: 3Q market undertone expected to continue |
| Customer Type | 3Q: Many visitors were considering buying homes but few made a final decision 4Q: Recovering consumer sentiment as government policies supporting home purchases permeate the market |
| Housing Type | Replacement construction demand declined from 1H to 2H FY2013. Subdivision and housing complex demand are relatively strong |

Strengthen Smart Power Station series sales

<Main Feature>

- Standard zero-energy specs**
 - Standard built-in 10kW+ large-capacity solar power generation
 - Making energy self-sufficiency possible with built-in storage batteries and HEMS
 - Expertise from building over 100,000 solar-powered homes
- Superb cost performance**



| Customer Type | 4Q Measures |
|--------------------------|--|
| Detached Housing | Actively market the Smart Power Station products to customers •Construct 70 new model homes in 4Q FY2013 |
| Subdivision | Capture demand with the subdivision brand Smart Heim City •Plan to sell up on company-owned land (at the end of 3Q): +12% (YoY) |
| Housing Complexes | Steadily capture demand by fortifying sales structure |
| LEB | Leverage mainstay products to further expand sales •Life stage-related remodeling sales rose 29% YoY in 3Q |

Financial Results

for the Third Quarter of FY2013

Hideo Tagashira
 Senior Managing Executive Officer
 Responsible for Corporate Finance & Accounting Department

Number of Consolidated Companies

| | December 31, 2013 | March 31, 2013 | Difference |
|-----------------------------------|----------------------|-------------------|--|
| Consolidated Subsidiaries | 169 | 167 | Sekisui KNT Environmental Technology Co., Ltd. (China water infrastructure business), etc. |
| Affiliates (Equity Method) | 8 | 8 | - |

Influence of Change in the Number of Consolidated Companies*1

(Billions of yen)

| | | |
|-------------------------|-------------|---|
| Net Sales | +5.6 | Sekisui KNT Environmental Technology Co., Ltd. *2 |
| Operating Income | +0.3 | |

*1: The impact amount on 1Q-3Q FY2013 results

*2: Newly consolidated from the first quarter of FY2013


Summary of Profit and Loss

| | First 9 months of FY2013 | First 9 months of FY2012* ¹ | Difference | | | (Billions of yen) |
|---|--------------------------|--|------------|--------------------|--------|---|
| Net Sales | 802.7 | 754.8 | 48.0 | 80.1* ² | (36.9) | Overseas Subsidiaries Jan-Mar 2012 Results * ¹ 37.7 |
| Gross Profit | 242.5 | 218.9 | 23.6 | | | |
| Gross Profit Rate | 30.2% | 29.0% | 1.2% | | | |
| Selling, Gen. and Admin. Expenses | 187.8 | 184.0 | 3.8 | | | |
| Operating Income | 54.7 | 34.9 | 19.7 | 20.0* ² | (6.9) | 0.5 |
| Equity in Earnings of Affiliates | 1.1 | 0.5 | 0.6 | | | |
| Other Non-operating Income and Expenses | 2.6 | 0.5 | 2.1 | | | |
| Ordinary Income | 58.3 | 35.9 | 22.4 | | | |
| Extraordinary Income | - | 1.8 | -1.8 | | | |
| Extraordinary Loss | 1.5 | 5.6 | -4.1 | | | |
| Income before Income Taxes | 56.7 | 32.0 | 24.7 | | | |
| Corporate Income Tax, etc. | 22.2 | 11.6* ³ | 10.6 | | | |
| Income for Minority Shareholders | 0.9 | 0.7 | 0.3 | | | |
| Net Income | 33.6 | 19.8 | 13.8 | | | |

Foreign exchange gain and loss: +1.5

*1: Overseas subsidiaries previous fiscal year results represent the 12-month period from January to December 2012 (Overseas subsidiaries fiscal year ends were revised to March in FY2012)

*2: Excluding effects from new consolidations and the 12-month reporting period for overseas subsidiaries

*3: Includes a tax payment decrease of 2.3 billion yen as a tax effect associated with elimination of unrealized income following initiation of the consolidated tax payment system in the previous fiscal year


Consolidated Cash Flows

| | First 9 months of FY2013 | First 9 months of FY2012 |
|---|--------------------------|--------------------------|
| Operating Activities Cash Flows | 60.2 | 32.0 |
| Investing Activities Cash Flows | -46.6* ¹ | -1.3* ² |
| Financing Activities Cash Flows | -16.3 | -30.1 |
| Net Increase in Cash and Cash Equivalents | 1.3 | 3.1 |
| Cash and Cash Equivalents at the End of Term | 62.5 | 48.4 |
| Free Cash Flow =Operating Activities Cash Flows +Investing Activities Cash Flows -Dividends Paid | 1.9 | 21.6 |

*1: Includes 20.9 billion yen in net payments into time deposits

*2: Includes 19.5 billion yen for net proceeds from withdrawal of time deposits


Balance Sheets (Assets)

(Billions of yen)

| | December 31, 2013 | March 31, 2013 | Difference | |
|-------------------------------|----------------------|-------------------|-------------|-------------------------|
| Cash and Deposits | 115.9 | 91.1 | 24.8 | |
| Account Receivable on Sales | 177.1 | 172.1 | 5.0 | |
| Inventories | 163.5 | 140.0 | 23.5 | Housing: +9.9 |
| Other Current Assets | 44.9 | 36.7 | 8.2 | |
| Tangible Non-Current Assets | 254.3 | 240.7 | 13.7 | |
| Intangible Non-Current Assets | 48.8 | 49.1 | -0.3 | |
| Investments in Securities | 163.5 | 146.2 | 17.3 | At fair value: +16.6 |
| Investments & Other Assets | 20.3 | 25.7 | -5.3 | |
| Total Assets | 988.4 | 901.6 | 86.9 | Foreign exchange: +29.5 |


Balance Sheets (Liabilities & Net Assets)

(Billions of yen)

| | December 31, 2013 | March 31, 2013 | Difference | |
|---------------------------------------|----------------------|-------------------|-------------|--|
| Non-Interest-Bearing Liabilities | 382.5 | 353.0 | 29.5 | Advances received: +13.2 |
| Interest-Bearing Liabilities | 127.6 | 115.3 | 12.3 | |
| Total Liabilities | 510.1 | 468.3 | 41.7 | |
| Capital Stock etc. | 209.3 | 209.2 | 0 | |
| Retained Earning | 232.7 | 209.3 | 23.4 | Net income: +33.6 Dividends paid: -10.3 |
| Treasury Stock | -20.6 | -11.6 | -9.0 | |
| Unrealized Holding Loss on Securities | 28.9 | 17.8 | 11.2 | |
| Minority Interests | 16.7 | 14.3 | 2.3 | |
| Other Net Assets | 11.4 | -5.8 | 17.2 | Foreign currency translation adjustment: +17.3 |
| Total Net Assets | 478.3 | 433.2 | 45.1 | |
| Total Liabilities, Net Assets | 988.4 | 901.6 | 86.9 | |


Depreciation and Capital Expenditures

(Billions of yen)

| | FY2013 | | FY2012* ¹ | | Difference | |
|-----------------------------|----------------|-----------------------|--------------------------|--------------------------|----------------|-------------|
| | First 9 Months | Full Year (Forecasts) | First 9 Months | Full Year | First 9 Months | Full year |
| Depreciation | 25.2 | 36.0 | 26.0*² | 34.9*² | -0.8 | 1.1 |
| Capital Expenditures | 30.6 | 36.0 | 26.4*³ | 36.8*³ | 4.1 | -0.8 |

*1: Overseas subsidiaries previous fiscal year results represent the 15-month period from January 2012 to March 2013. (Overseas subsidiaries fiscal year ends were revised to March in FY2012.)

*2: Overseas subsidiaries depreciation for the three months from January to March 2012 was 2.0 billion yen

*3: Overseas subsidiaries capital expenditures for the three months from January to March 2012 was 1.1 billion yen


Earnings Plan for FY2013

(Billions of yen)

| | FY2013 (Forecasts) | FY2012* ¹ | Difference |
|-------------------------|--------------------|----------------------|-------------|
| Net Sales | 1,100.0 | 1,032.4 | 67.6 |
| Operating Income | 81.0 | 59.6 | 21.4 |
| Ordinary Income | 79.0 | 60.7 | 18.3 |
| Net Income | 42.0 | 30.2 | 11.8 |

| Overseas Subsidiaries Jan-Mar 2012 Results* ¹ |
|--|
| 37.7 |
| 0.5 |

| | | | |
|---------------------------------|-----------|-----------|----------|
| Dividend per Share (Yen) | 22 | 18 | 4 |
|---------------------------------|-----------|-----------|----------|

*1: Overseas subsidiaries previous fiscal year results represent the 15-month period from January 2012 to March 2013. (Overseas subsidiaries fiscal year ends were revised to March in FY2012.)

*2: Forex rate assumptions for the 4Q FY2013 forecasts are ¥99/US\$ and ¥130/€.

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

| | | FY2013 | | | | FY2012 | | | | FY2011 Annual | |
|--------------------------|--|--------|--------|-----------|------------------|--------|--------|-------|--------|------------------|--|
| | | 1 H | FY2013 | | Annual (Plan) | 1 H | FY2012 | | Annual | | |
| | | | 3Q | 2 H(Plan) | | | 3Q | 2 H | | | |
| CONSOLIDATED | Net Sales (Billions of yen) | 243.9 | 121.1 | 256.1 | 500.0 | 231.8 | 110.2 | 237.3 | 469.0 | 449.4 | |
| | Housing | 171.3 | 83.8 | 181.7 | 353.0 | 164.5 | 75.1 | 169.2 | 333.7 | 322.3 | |
| | Houses | 161.8 | 78.5 | 171.2 | 333.0 | 155.0 | 71.0 | 160.5 | 315.5 | 304.7 | |
| | Land | 9.5 | 5.4 | 10.5 | 20.0 | 9.5 | 4.1 | 8.7 | 18.2 | 17.6 | |
| | Living environment | 72.6 | 37.3 | 74.4 | 147.0 | 67.2 | 35.1 | 68.1 | 135.4 | 127.1 | |
| | Refurbishing | 51.6 | 26.9 | 52.8 | 104.4 | 47.5 | 25.3 | 48.3 | 95.8 | 88.8 | |
| | Interior-Exterior | 3.0 | 1.2 | 2.8 | 5.8 | 2.9 | 1.1 | 2.7 | 5.6 | 5.8 | |
| Real estate | 18.1 | 9.2 | 18.7 | 36.8 | 16.8 | 8.6 | 17.2 | 34.0 | 32.5 | | |
| OTHERS | 1.Number of houses sold (Housing units) | 7,110 | 3,200 | 7,550 | 14,660 | 6,750 | 2,880 | 7,110 | 13,860 | 13,240 | |
| | Detached houses | 5,420 | 2,630 | 5,400 | 10,820 | 5,300 | 2,460 | 5,310 | 10,610 | 10,490 | |
| | Heim | 4,150 | 2,050 | 4,100 | 8,250 | 4,110 | 1,880 | 4,120 | 8,230 | 8,390 | |
| | Two-U | 1,270 | 580 | 1,300 | 2,570 | 1,190 | 580 | 1,190 | 2,380 | 2,100 | |
| | Apartments | 1,690 | 570 | 2,150 | 3,840 | 1,450 | 420 | 1,800 | 3,250 | 2,750 | |
| | 2. Main data | | | | | | | | | | |
| | Prices<Sales subsidiaries : Detached houses>/ Unit (Millions of yen) | 30.7 | 30.6 | - | - | 29.9 | 30.0 | 30.0 | 30.0 | 29.7 | |
| | Prices<Sales subsidiaries : Detached houses>/ Tsubo (3.3 Square meter) (Thousands of yen) | 791 | 791 | - | - | 768 | 771 | 774 | 772 | 765 | |
| | Floor space (Square meter) | 128.0 | 127.7 | - | - | 128.5 | 128.4 | 127.9 | 128.2 | 127.9 | |
| | Exhibition places (Units) | 425 | 430 | - | 430 | 409 | 420 | - | 407 | 404 | |
| | Sales staff (Number of person) | 2,511 | 2,423 | - | 2,384 | 2,369 | 2,299 | - | 2,259 | 2,222 | |
| | Rebuilding ratio (%) | 34 | 30 | 31 | 33 | 33 | 32 | 34 | 34 | 35 | |
| Referral sales ratio (%) | 38 | 39 | 39 | 39 | 41 | 42 | 42 | 41 | 40 | | |

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

2. Housing orders

(Millions of yen)

| | FY2013 | | | | FY2012 | | | | FY2011 | | |
|--------------------|---------|---------|-----------|------------------|---------|---------|---------|---------|---------|---------|---------|
| | 1 H | FY2013 | | Annual (Plan) | 1 H | FY2012 | | Annual | 1 H | 2 H | Annual |
| | | 3Q | 2 H(Plan) | | | 3Q | 2 H | | | | |
| Year-start Backlog | 211,900 | 244,000 | 244,000 | - | 187,800 | 197,000 | 197,000 | - | 171,800 | 189,100 | - |
| Growth Rate | +13% | +24% | +24% | - | +9% | +4% | +4% | - | +16% | +14% | - |
| New Orders | 248,426 | 102,859 | 221,474 | 469,900 | 214,657 | 99,866 | 226,314 | 440,971 | 211,197 | 204,093 | 415,290 |
| Growth Rate | +16% | +3% | -2% | +7% | +2% | +8% | +11% | +6% | +5% | +5% | +5% |
| Sales of houses | 216,326 | 106,559 | 226,874 | 443,200 | 205,457 | 97,466 | 211,414 | 416,871 | 193,897 | 205,393 | 399,290 |
| Growth Rate | +5% | +9% | +7% | +6% | +6% | -7% | +3% | +4% | +6% | +9% | +7% |
| Balance at the end | 244,000 | 240,300 | 238,600 | - | 197,000 | 199,400 | 211,900 | - | 189,100 | 187,800 | - |
| Growth Rate | +24% | +21% | +13% | - | +4% | +13% | +13% | - | +14% | +9% | - |

3. Housing starts

(in number of unit)

| | FY2013 | | | | FY2012 | | | | FY2011 Annual |
|---|---------|---------|-----------|------------------|---------|---------|---------|---------|------------------|
| | 1 H | FY2013 | | Annual (Plan) | 1 H | FY2012 | | Annual | |
| | | 3Q | 2 H(Plan) | | | 3Q | 2 H | | |
| Housing starts* | 498,690 | 265,201 | 471,000 | 965,000 | 442,948 | 240,340 | 450,054 | 893,002 | 841,246 |
| Privately-owned houses* (included in above)=A | 182,940 | 100,547 | 160,000 | 342,000 | 161,247 | 83,858 | 155,285 | 316,532 | 304,822 |
| Sales by our company | 7,110 | 3,200 | 7,550 | 14,660 | 6,750 | 2,880 | 7,110 | 13,860 | 13,240 |
| Detached house sales by our company=B | 5,420 | 2,630 | 5,400 | 10,820 | 5,300 | 2,460 | 5,310 | 10,610 | 10,490 |
| Our share in Detached houses=B/A | 3.0% | 2.6% | 3.4% | 3.2% | 3.3% | 2.9% | 3.4% | 3.4% | 3.4% |

*"The housing starts" and "Privately-owned houses" after 3Q of FY2013 are based on a forecast.

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

| | FY2013 | | | | FY2012 | | | | FY2011 Annual |
|--|--------|--------|-----------|------------------|--------|--------|-----|--------|------------------|
| | 1 H | FY2013 | | Annual (Plan) | 1 H | FY2012 | | Annual | |
| | | 3Q | 2 H(Plan) | | | 3Q | 2 H | | |
| Solar power generation systems installed | 83% | 81% | 85% | 84% | 86% | 84% | 84% | 85% | 83% |
| Tiled exterior wall (Heim type JX) | 70% | 66% | 67% | 68% | 69% | 68% | 70% | 70% | 63% |
| All-electric housing | 88% | 87% | 89% | 88% | 90% | 88% | 89% | 89% | 89% |
| Comfortable Air System | 66% | 63% | 64% | 65% | 66% | 65% | 70% | 68% | 71% |