



SHIFT 2019 –Fusion–

SEKISUI CHEMICAL CO., LTD.

Presentation of Financial Results

for the Third Quarter of Fiscal Year 2018, which ending March 31, 2019

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Results for 3Q FY2018 and Forecasts for FY2018

Forex Rate	FY2017			FY2018		
	3Q	4Q	2H	3Q	4Q	2H
Assumption	¥110/US\$ ¥130/€	¥113/US\$ ¥133/€	¥112/US\$ ¥132/€	¥111/US\$ ¥127/€	¥113/US\$ ¥128/€	¥112/US\$ ¥128/€
Results (Avg. rate for each term)	¥113/US\$ ¥133/€	¥108/US\$ ¥133/€	¥111/US\$ ¥133/€	¥113/US\$ ¥129/€	-	-

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Overview of 3Q FY2018 Results

- Net sales increased substantially due to an upswing in the number of houses sold, the impact of companies newly included in the Company's scope of consolidation, and other factors
- While cumulative 1-3Q profits declined, the downturn in operating income narrowed slightly from 1H
- Incidence of non-operating losses (miscellaneous expenses and a foreign exchange loss) in 3Q

(Billions of yen)	First 9 months of FY2017	First 9 months of FY2018	Difference
Net Sales	791.6	829.0	+37.4
Operating Income	62.4	59.5	-2.9
Ordinary Income	64.3	59.3	-4.9
Net Income Attributable to Owners of the Parent	44.3	42.0	-2.3

3Q FY2018 Results: Net Sales and Operating Income by Divisional Company

- Secured an increase in Group-wide profit in the 3Q on the back of a substantial upswing in earnings in the Housing Business

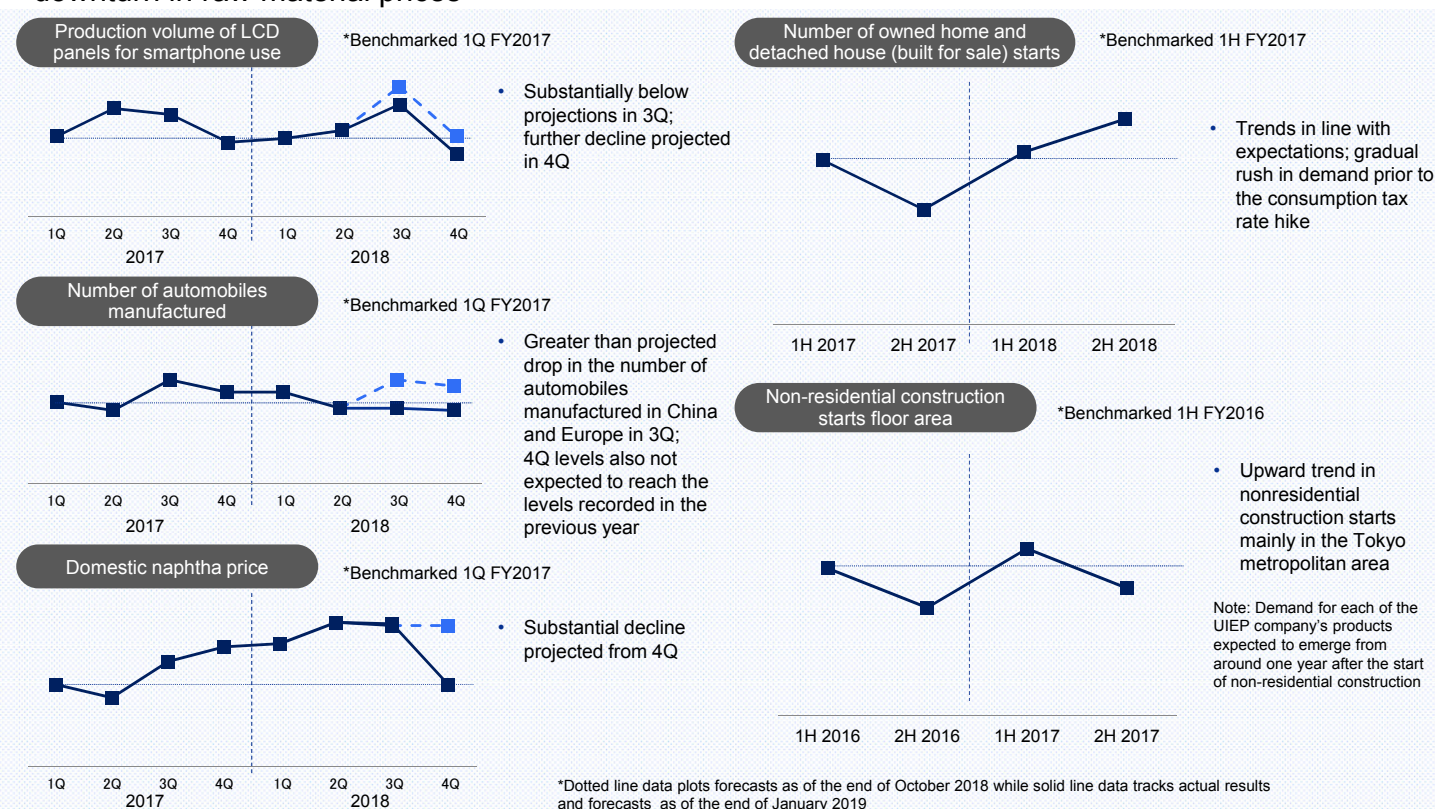
- HPP: Decrease in profit owing to a sudden drop in overseas market conditions from the latter half of the 3Q
- Housing: Recovery from the impact of natural disasters in 1H and progress with efforts to level out sales brought substantial increase in profit in 3Q; therefore a shift to increased profits for the 1-3Q cumulative period
- UIEP: Despite an upswing in growth domains (overseas as well as high value-added products), general products struggled; taking into consideration the aforementioned, operating income held to roughly the same level as the previous year

(Billions of yen)	3Q FY2017 (Oct.–Dec.)		3Q FY2018 (Oct.–Dec.)		Difference		First 9 months of FY2017 (Apr.–Dec.)		First 9 months of FY2018 (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*	100.1	15.1	106.5	14.3	+6.4	-0.8	285.6	43.9	312.0	41.8	+26.4	-2.1
Housing*	101.3	0	110.6	2.8	+9.3	+2.9	345.7	17.8	357.5	20.0	+11.8	+2.3
UIEP*	59.8	4.1	60.4	4.0	+0.6	-0.1	171.8	8.9	171.4	8.4	-0.4	-0.6
Others	1.3	-2.3	1.6	-3.3	+0.2	-1.0	4.1	-7.1	4.3	-9.0	+0.2	-1.8
Eliminations or Unallocatable Accounts	-5.1	-0.5	-5.0	-0.6	+0.1	-0.1	-15.6	-1.1	-16.1	-1.8	-0.5	-0.7
Total	257.5	16.4	274.1	17.4	+16.6	+0.9	791.6	62.4	829.0	59.5	+37.4	-2.9

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

2H FY2018: Outlook for Market Conditions

- Sudden drop in market conditions in the Electronics as well as Automobiles and Transportation fields; downturn in raw material prices



2H FY2018 Forecasts: Net Sales and Operating Income by Divisional Company

- While factoring in the continued deterioration in HPP Business market conditions and revising downward 2H plans, projecting the Group will achieve record high profits in 2H
- Housing and UIEP Company in Japan; projected to achieve 2H plans

(Billions of yen)	2H FY2017		2H FY2018 (Forecasts)		Difference		2H FY2018 Plan (Oct. 2018)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	200.6	29.0	211.5	29.5	+10.9	+0.5	213.5	32.0	-2.0	-2.5
Housing	253.4	20.1	267.1	22.3	+13.7	+2.2	267.1	22.3	0	0
UIEP	127.2	9.9	132.5	12.2	+5.3	+2.3	132.5	12.2	0	0
Others	3.1	-4.9	4.3	-5.4	+1.2	-0.5	4.3	-5.6	0	+0.2
Eliminations or Unallocatable Accounts	-11.0	-0.9	-9.4	-0.7	+1.6	+0.2	-9.4	-1.0	0	+0.3
Total	573.3	53.2	606.1	57.9	+32.8	+4.7	608.1	59.9	-2.0	-2.0

3Q and 4Q FY2018 Forecasts: Net Sales and Operating Income by Divisional Company

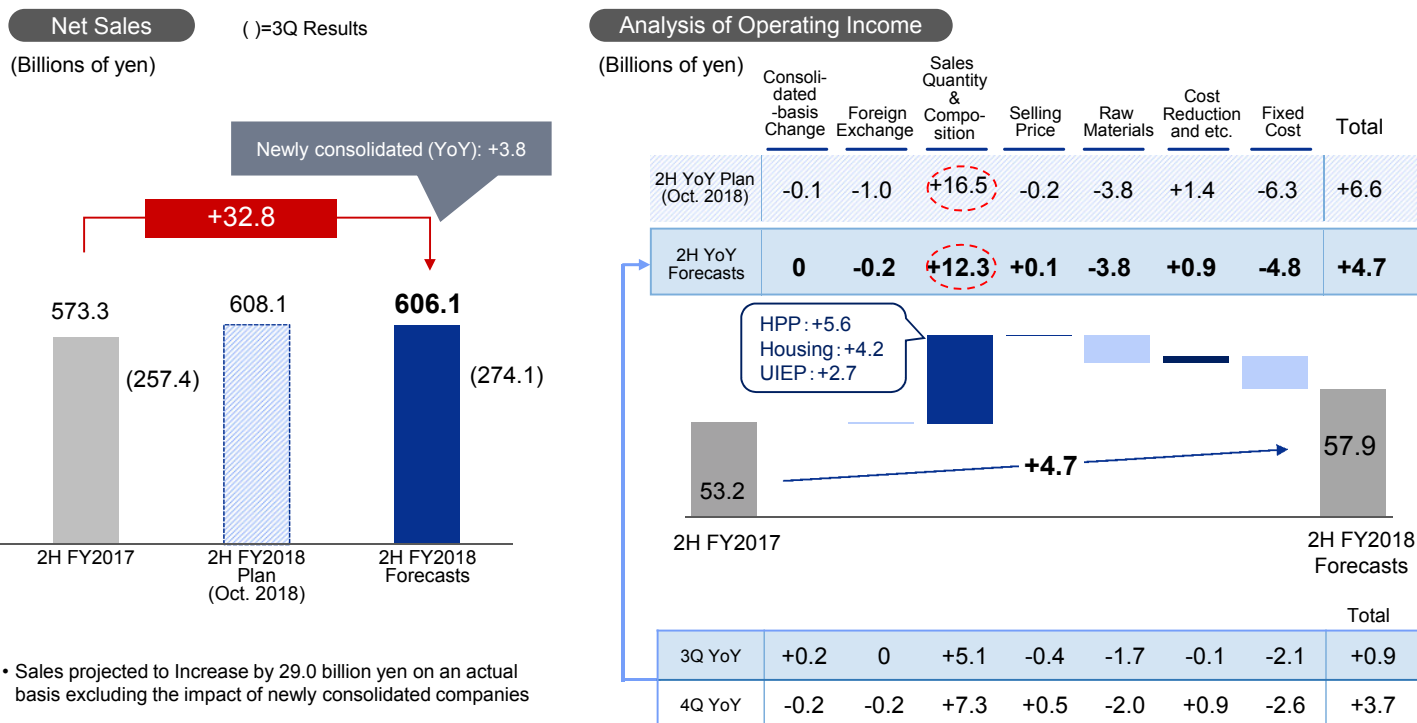
- Profits projected to increase in 4Q owing to efforts aimed at ramping up the expansion of sales into the HPP growth field as well as continued expansion of the UIEP growth domain
- Control costs while accelerating the pace of measures aimed at generating growth

- HPP: Work toward a change to increased profit in 4Q by boosting sales in growth fields (new function products and growth areas) while reducing costs and controlling fixed expenses
- Housing: Successfully address the concentration of construction in the 4Q; secure a high level of operating income
- UIEP: Work toward a substantial increase in profit by continuing to expand growth domains (Overseas Business and Prioritized products)

(Billions of yen)	3Q FY2017		3Q FY2018		Difference		4Q FY2017		4Q FY2018 (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	100.1	15.1	106.5	14.3	+6.4	-0.8	100.5	13.9	105.0	15.2	+4.5	+1.3
Housing	101.3	0	110.6	2.8	+9.3	+2.9	152.0	20.2	156.5	19.5	+4.5	-0.7
UIEP	59.8	4.1	60.4	4.0	+0.6	-0.1	67.4	5.9	72.1	8.2	+4.7	+2.3
Others	1.3	-2.3	1.6	-3.3	+0.2	-1.0	1.8	-2.6	2.7	-2.1	+0.9	+0.5
Eliminations or Unallocatable Accounts	-5.1	-0.5	-5.0	-0.6	+0.1	-0.1	-6.0	-0.5	-4.4	-0.1	+1.6	+0.4
Total	257.5	16.4	274.1	17.4	+16.6	+0.9	315.8	36.8	332.0	40.5	+16.3	+3.7

2H FY2018 Forecasts: Analysis of Net Sales and Operating Income

- Despite substantial increases in sales volumes and product mix improvements in each divisional company, projected to fall short of plans
- Control fixed expenses on a Group-wide basis



FY2018 Forecasts: Net Sales and Operating Income by Divisional Company

- Increase in sales and profits in the Housing and UIEP Companies; despite a sudden drop in market conditions in the HPP Company, the downturn in profit held to a nominal decline for the full fiscal year; projected to achieve record high profits on a Group-wide basis for the full fiscal year
- Ramp up new business and other research and development investments Group-wide

(Billions of yen)	FY2017		FY2018 Forecasts		Difference		FY2018 Plan (Oct. 2018)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	386.2	57.8	417.0	57.0	+30.8	-0.8	419.0	59.5	-2.0	-2.5
Housing	497.8	37.9	514.0	39.5	+16.2	+1.6	514.0	39.5	0	0
UIEP	239.2	14.8	243.5	16.5	+4.2	+1.7	243.5	16.5	0	0
Others	5.9	-9.8	7.0	-11.1	+1.2	-1.3	7.0	-11.3	0	+0.2
Eliminations or Unallocatable Accounts	-21.6	-1.6	-20.5	-1.9	+1.1	-0.3	-20.5	-2.2	0	+0.3
Total	1,107.4	99.2	1,161.0	100.0	+53.5	+0.8	1,163.0	102.0	-2.0	-2.0

Overview of FY2018 Forecasts

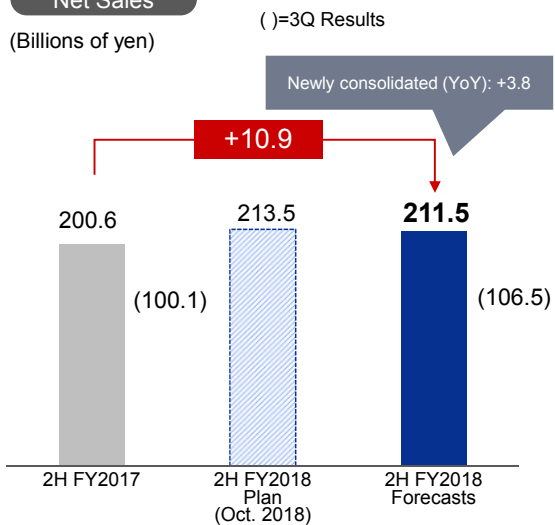
- Substantial increase in sales; projecting an increase in operating income for a tenth consecutive fiscal year
- Projecting record highs at each level of profit
- Projecting record high operating income and bottom line profit for a sixth consecutive fiscal year
- Expecting to achieve bottom line plans (October, 2018)

(Billions of yen)	FY2017	FY2018 Forecasts	Difference	FY2018 Plan (Oct. 2018)	Difference
Net Sales	1,107.4	1,161.0	+53.5	1,163.0	-2.0
Operating Income	99.2	100.0	+0.8	102.0	-2.0
Ordinary Income	93.9	98.0	+4.1	100.0	-2.0
Net Income Attributable to Owners of Parent	63.5	67.0	+3.6	67.0	0

- Increases in sales volumes and improvements in the product mix projected to fall short of plans due to a downturn in market conditions in the Building and Infrastructure field as well as a sudden deterioration in market conditions the Electronics as well as Automobiles and Transportation fields
- Boost sales in growth fields (new function products and growth areas) while improving the productivity of newly established lines; promote efforts aimed at reducing costs and controlling fixed expenses

Net Sales

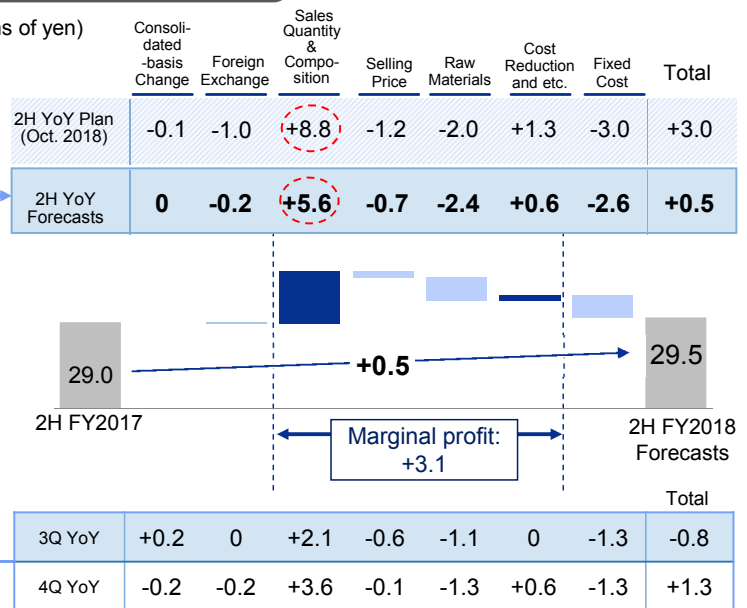
(Billions of yen)



• Sales projected to increase by 7.1 billion yen on an actual basis excluding the impact of newly consolidated companies

Analysis of Operating Income

(Billions of yen)



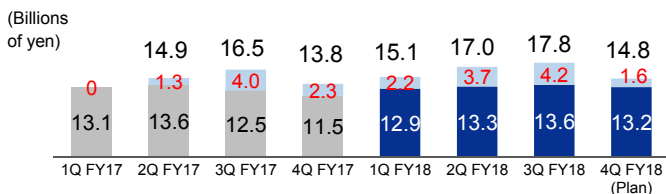
Four Strategic Fields

- Deterioration in market conditions in the Electronics, Automobiles and Transportation as well as Building and Infrastructure fields; firm conditions in the Life Science field

Trends of Sales in the Four Strategic Fields

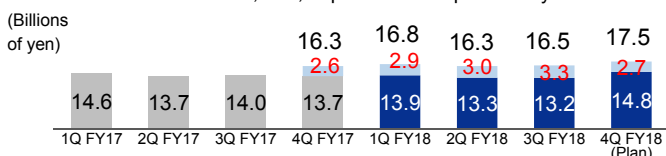
Electronics

- 3Q recovery in smartphone-related product demand fell short of the level initially anticipated; this recovery is also projected to deteriorate in excess of expectations in 4Q
- Steady expansion in the packaging/semiconductor field



Building and Infrastructure

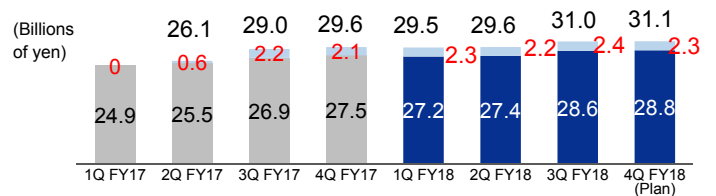
- CPVC: Slowdown in demand in the Middle East and South Korea, increased price competition in India; greater than expected delay in increasing market share in the Americas
- Fire-resistant materials: Firm trends in "fusing" (realizing synergies) with SoflanWiz Co., Ltd.; improvement in profitability



*The increase owing to M&A is marked in red

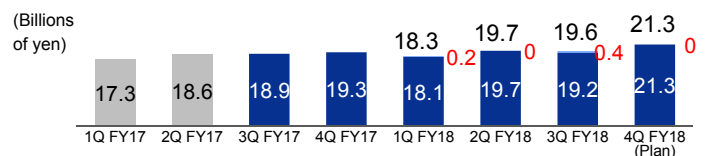
Automobiles and Transportation

- Greater than expected drop in the number of automobiles manufactured in China and Europe
- Continue to focus on efforts aimed at expanding sales of high-performance product



Life Science

- Growth in diagnostic reagents mainly overseas (US and Asia)
- Speed up in pharmaceuticals and drug development solutions business growth



2H FY2018 Forecasts: Analysis of Net Sales and Operating Income

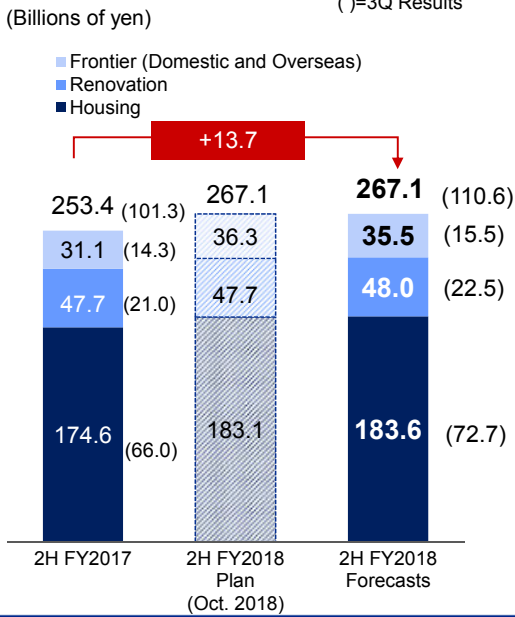
- 2H progressing in lines with plans; order balance for the next fiscal year also steady
- Promote measures aimed at addressing the concentration of construction at the end of the current fiscal year

- Housing: Substantial increase in the number of houses sold; continue to engage in forward-looking investments with an eye toward the period after the consumption tax rate hike
- Renovation: Progress with efforts aimed at strengthening earning power

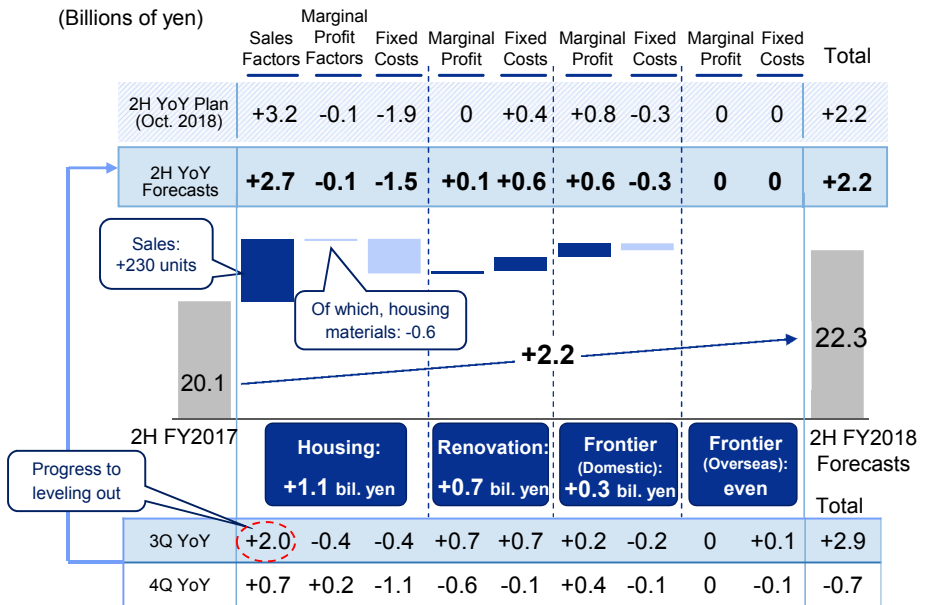
Order results and plan

(YoY)	3Q	4Q	2H	Initial plan
Housing Order (Units)	+6%	+6%	+6%	+6%
Renovation Order	+6%	+1%	+3%	+3%

Net Sales by Business



Analysis of Operating Income



New Housing Orders

- In addition to achieving 4Q order plans, promote efforts aimed at putting in place the structure and systems required to address needs after the consumption tax rate hike

Overview of 3Q Results and 4Q Market Outlook

- New housing orders slightly exceeded plans in the 3Q
- Continued growth in both steel-frame and wood-frame housing orders
- Successfully secured visitors by reinforcing sales capabilities (personnel and model houses). 3Q: +12% (YoY)
- Market environment in the 4Q to remain roughly unchanged from 3Q

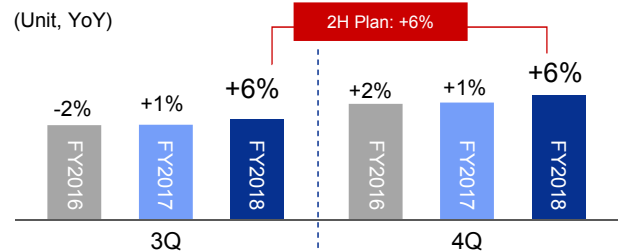
3Q Order by Type (Units, YoY)

Steel-frame housing	+6%
Wood-frame housing	+10%
Apartment buildings	-4%
Total	+6%

2H Housing Order Plan

Housing Order

- YoY 6% increase in 2H housing order plans remain unchanged



Measure to acquire Orders in 2H

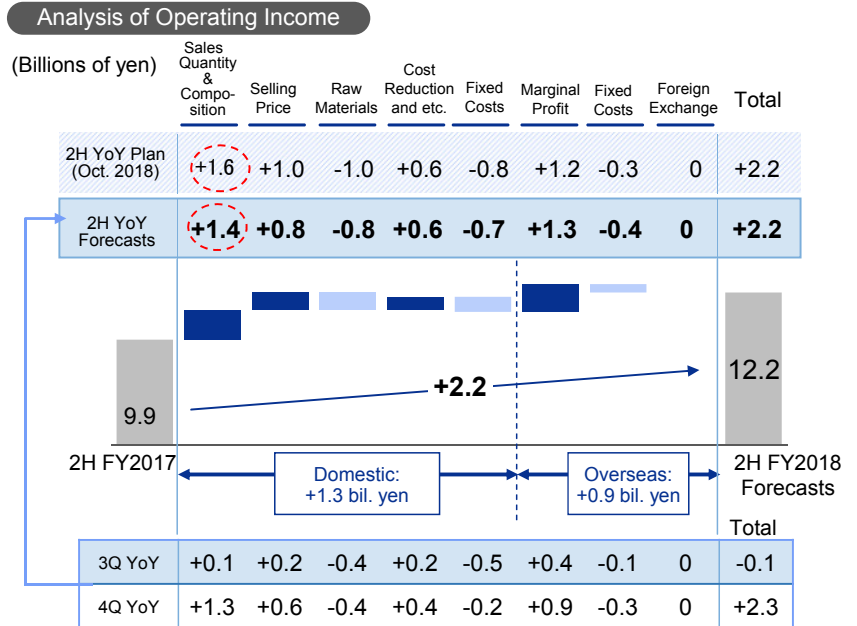
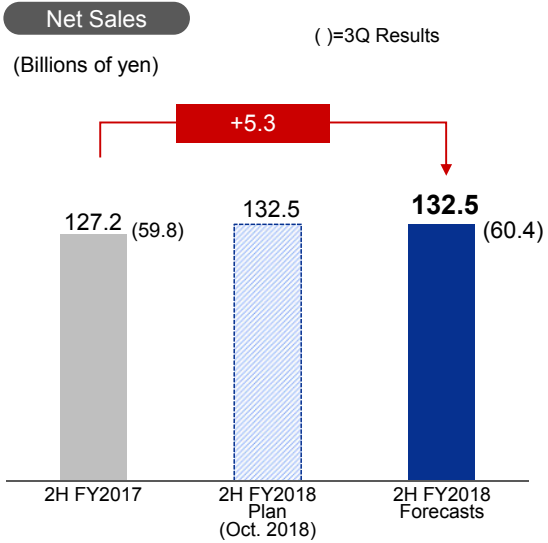
	3Q	4Q
Product Strategies	<ul style="list-style-type: none"> Strengthened the product lineup Parfait-bj Style Launched on Nov. 22, 2018: Strengthened efforts to address the needs of first buyers Apartment building "Letoit AZ" Launched on Nov. 22, 2018: Took steps to differentiate the Company by addressing zero-energy housing (ZEH) needs 	<ul style="list-style-type: none"> Further strengthen the product lineup GRAND TO YOU V -ZEH Model Launched on Jan. 26, 2019: Strengthened efforts to address the needs of first buyers; Strengthen efforts to address zero-energy housing (ZEH) needs
Land and Subdivision Housing Strategies	<ul style="list-style-type: none"> Ongoing robust orders for Company-owned land and subdivision housing (+10% YoY) Secured land with an eye toward 4Q and beyond (+8% YOY as of the end of 3Q) 	<ul style="list-style-type: none"> Further strengthen the procurement of land with an eye toward FY2019 and beyond
Sales Force	<ul style="list-style-type: none"> Increased sales personnel: +6% as of the end of the 3Q (YoY) Number of model and open houses: +4% as of the end of the 3Q (YoY) 	<ul style="list-style-type: none"> Further strengthen model and open houses Roll out nationwide experience-based showrooms (AV/AR) (open nine locations in 2H)

Put in place the structure and systems required to address needs after the consumption tax rate hike

■ While general products in 3Q struggled coming in at around the same levels as the previous year, growth domains (overseas and prioritized products*) projected to underpin further expansion in 4Q; expected to achieve 2H plans

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

- Domestic Business:
 - ✓ Steadily expand sales of prioritized products* focusing mainly on non-residential facilities and the public sector
 - ✓ Increases in sales volumes of general products projected to fall short of plans due to such factors as delays in construction
- Overseas Business: Steady growth in aircraft sheets, pipeline renewal, and FFU products



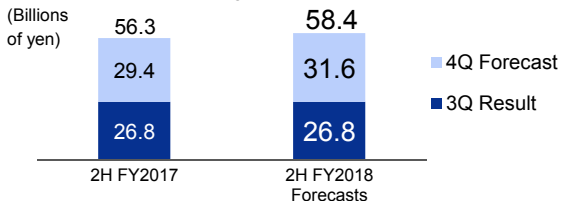
Three Strategic Fields

- Despite a substantial increase in sales mainly in the advanced materials as well as pipes/infrastructure fields, difficult conditions in the building and living environment field
- Steady growth in prioritized product sales; new product introduction also progressing essentially in line with plans

Trends of Sales in the Three Strategic Fields

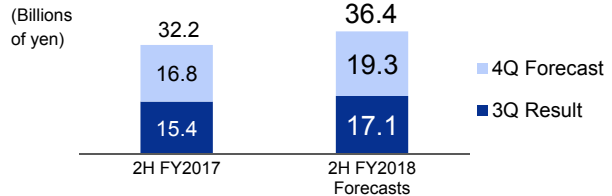
Piping and Infrastructure

- Piping materials for buildings in Japan as well as pipeline renewal products overseas driving overall sales
- Despite difficult conditions overseas due to a downturn in semiconductor and LCD capital investment, robust projects in Japan in the industrial piping material business



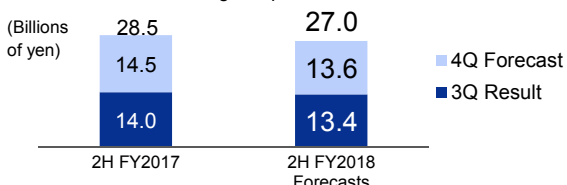
Advanced Materials

- Steady growth in aircraft sheet demand; the effects of investments aimed at increasing production capacity expected to emerge from the 4Q
- Increase in the use of FFU railway sleepers overseas; efforts to commence increased production to be completed during the 4Q



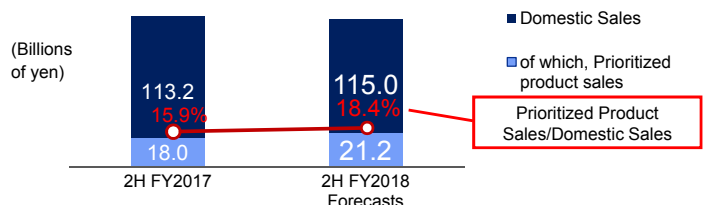
Building and Living Environment

- Increase in building material sales as a result of successful efforts to capture disaster recovery demand
- Decrease in modular bathroom sales owing to the effects of the downturn in housing complex demand



Prioritized Product Sales

- Steady growth; plans to secure an increase of 3.2 billion yen in 2H (YoY)
- Progress in the introduction of new products essentially in line with plans (forecast to introduce 18 items in 2H)



Consolidated Companies

Number of Consolidated Companies

	Mar. 31, 2018	Dec. 31, 2018	Difference
Consolidated Subsidiaries	151	153	Increased: 2 Subsidiaries* ¹ Decreased: 0 Subsidiaries
Affiliates (Equity Method)	8	8	Increased: 0 Subsidiaries Decreased: 0 Subsidiaries

*1: SEKISUI MEDICAL TECHNOLOGY(SUZHOU) LTD. and Veredus Laboratories

Influence of Change in the Number of Consolidated Companies

	First 9 months of FY2018 (YoY)	Difference
Net Sales	+18.4 bil. yen	<ul style="list-style-type: none"> • Sekisui Polymatech Co., Ltd.*² • Sekisui SoflanWiz Co., Ltd.*³ and etc.
Operating Income	+0.1 bil. yen	

*2: Newly Consolidated from 2Q FY2017

*3: Newly Consolidated from 3Q FY2017

Summary of Profit and Loss

(Billions of yen)		First 9 months of FY2017	First 9 months of FY2018	Difference
Net Sales		791.6	829.0	+37.4
Gross Profit		258.2	266.0	+7.8
Gross Profit Rate		32.6%	32.1%	-0.5%
Selling, Gen. and Admin. Expenses		195.8	206.5	+10.7
Operating Income		62.4	59.5	-2.9
Equity in Earnings of Affiliates		1.3	1.1	-0.3
Other Non-operating Income and Expenses		0.6	-1.3	-1.8
Ordinary Income		64.3	59.3	-4.9
Extraordinary Income		2.5	1.8	-0.6
Extraordinary Loss		1.2	1.9	0.8
Income before Income Taxes		65.6	59.2	-6.4
Corporate Income Tax, etc.		18.5	15.6	-2.9
Net Income Attributable to Non-controlling Interests		2.8	1.6	-1.1
Net Income Attributable to Owners of the Parent		44.3	42.0	-2.3
Foreign Exchange (Avg. rate)	1US\$	112	111	
	1€	129	129	

Balance Sheets (Assets)

(Billions of yen)	Mar. 31, 2018	Dec. 31, 2018	Difference	
Cash and Deposits	78.0	67.6	-10.4	
Account Receivable on Sales	183.3	180.5	-2.8	
Inventories	170.5	199.9	+29.4	Increase in housing construction work-in-process, land for sale, and etc.
Other Current Assets	27.5	30.1	+2.6	Capital investment and etc.
Tangible Non-Current Assets	279.7	304.2	+24.4	At fair value and etc.
Intangible Non-Current Assets	51.1	51.4	+0.3	
Investments in Securities	177.7	155.1	-22.6	Influence of Change of Consolidated Companies
Investments & Other Assets	26.4	35.7	+9.3	► +1.9 bil. yen
Total Assets	994.1	1,024.3	+30.1	Foreign exchange ► -2.3 bil. yen Actual basis; +30.5 bil. yen

Balance Sheets (Liabilities & Net Assets)

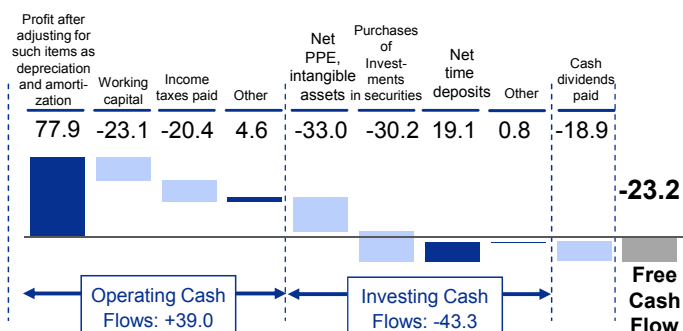
(Billions of yen)	Mar. 31, 2018	Dec. 31, 2018	Difference	
Non-Interest-Bearing Liabilities	335.0	344.7	+9.7	
Interest-Bearing Liabilities	46.3	73.7	+27.4	
Total Liabilities	381.4	418.4	+37.1	
Capital Stock etc.	209.0	209.0	0	
Retained Earning	374.1	383.9	+9.8	Net income ▶ 42.0 bil. yen
Treasury Stock	-42.5	-42.7	-0.3	Dividends paid ▶ -19.7 bil. yen
Unrealized Holding Gain on Securities	46.3	31.3	-15.1	Retirement of treasury stock ▶ -11.9 bil. yen
Non-controlling Interests	24.7	25.2	+0.5	
Other Net Assets	1.0	-0.8	-1.9	
Total Net Assets	612.8	605.8	-6.9	Purchases of treasury stock ▶ -12.9 bil. yen
Total Liabilities, Net Assets	994.1	1,024.3	+30.1	Retirement of treasury stock ▶ +11.9 bil. yen

Consolidated Cash Flows

(Billions of yen)	First 9 months of FY2017	First 9 months of FY2018
Operating Cash Flows	39.0	45.7
Investing Cash Flows	-43.3	-47.4
Financing Cash Flows	5.6	-8.4
Net Increase in Cash and Cash Equivalents	3.7	-10.2
Cash and Cash Equivalents at the End of Term	94.2	66.9
Free Cash Flow = Operating Cash Flows + Investing Cash Flows - Dividends Paid	-23.2	-22.3

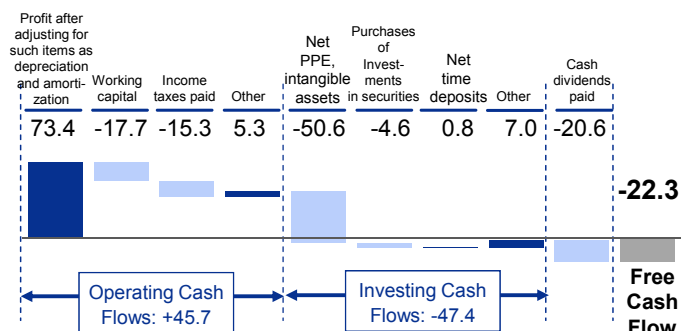
First 9 months of FY2017 Free Cash Flow

(Billions of yen)



First 9 months of FY2018 Free Cash Flow

(Billions of yen)

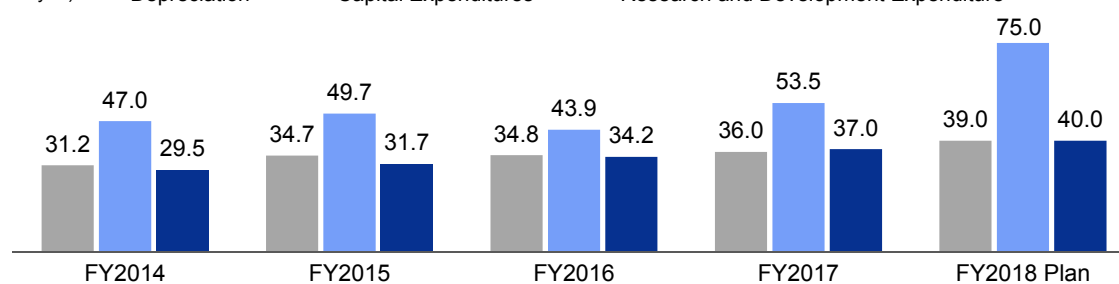


Depreciation, Capital Expenditures, and Research and Development Expenditure

(Billions of yen)	First 9 months of FY2017	First 9 months of FY2018	Difference	FY2017	FY2018 Forecasts	Difference
Depreciation	26.8	28.2	+1.4	36.0	39.0	+3.0
Capital Expenditures	37.0	57.3	+20.3	53.5	75.0	+21.5
Research and Development Expenditure	26.9	29.1	+2.2	37.0	40.0	+3.0

Depreciation, Capital Expenditures, and Research and Development Expenditure

(Billions of yen) ■ Depreciation ■ Capital Expenditures ■ Research and Development Expenditure



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		FY2018				FY2017				FY2016 Annual
		1H	3Q	2H (plan)	Annual (plan)	1H	3Q	2H	Annual	
CONSOLIDATED	Net Sales (Billions of yen)	246.9	110.6	267.1	514.0	244.4	101.3	253.4	497.8	485.0
	Housing	168.6	72.7	183.6	352.2	167.3	66.0	174.6	341.9	330.7
	Renovation	46.7	22.5	48.0	94.7	47.4	21.0	47.7	95.1	96.9
	Frontier (Domestic)	30.7	14.9	34.1	64.8	28.7	13.9	30.2	58.8	55.5
	Real estate	26.0	12.7	28.8	54.8	23.9	11.7	25.1	49.0	46.3
	Residential Services	4.7	2.2	5.3	10.0	4.7	2.2	5.1	9.8	9.2
	Overseas	0.8	0.6	1.4	2.2	1.0	0.4	0.9	1.9	1.9
OTHERS	1. Number of houses sold (Housing units)	5,380	2,200	5,610	10,990	5,360	2,380	5,460	10,820	10,600
	Detached houses	5,030	2,120	5,220	10,250	4,940	1,950	4,940	9,880	9,560
	Heim	4,080	1,690	4,270	8,350	4,200	1,590	4,070	8,270	7,770
	Two-U	950	430	950	1,900	740	360	870	1,610	1,790
	Apartments buildings	350	80	390	740	420	110	520	940	1,040
	2. Main data									
	Prices <Sales subsidiaries: Detached houses>/ Unit (Millions of yen)	30.9	32.0	-	-	31.0	31.2	31.1	31.1	30.6
	Prices <Sales subsidiaries: Detached houses>/ Tsubo (3.3 Square meter) (Thousands of yen)	841	854	-	-	832	838	836	835	822
	Floor space (Square meter)	121.3	123.6	-	-	123.0	122.8	122.8	122.9	122.9
	Exhibition places (Units)	429	443	-	443	416	419	-	419	414
	Sales staff (Number of person)	2,646	2,571	-	2,530	2,495	2,432	-	2,367	2,370
	Rebuilding ratio (%)*	28%	27%	29%	29%	28%	28%	28%	29%	30%
	Referral sales ratio (%)*	33%	35%	33%	33%	32%	33%	33%	33%	35%

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

Housing Company Results and Plan

2. Housing orders		FY2018				FY2017				FY2016			
		1H	3Q	2H (plan)	Annual (plan)	1H	3Q	2H	Annual	1H	3Q	2H	Annual
(Millions of yen)													
Year-start Backlog		206,900	213,900	213,900	-	206,000	207,800	207,800	-	205,500	207,500	207,500	-
Growth Rate		±0%	+3%	+3%	-	±0%	±0%	±0%	-	+1%	+1%	+1%	-
New Orders		206,423	99,520	217,717	424,140	202,957	92,818	207,061	410,018	202,457	93,917	207,529	409,987
Growth Rate		+2%	+7%	+5%	+3%	±0%	-1%	±0%	±0%	+1%	-4%	+2%	+1%
Sales of Housing/Renovation		199,423	87,920	215,917	415,340	201,157	80,618	207,961	409,118	200,457	85,217	209,029	409,487
Growth Rate		-1%	+9%	+4%	+2%	±0%	-5%	±0%	±0%	+1%	±0%	+2%	+2%
Balance at the end		213,900	225,500	215,700	-	207,800	220,000	206,900	-	207,500	216,200	206,000	-
Growth Rate		+3%	+3%	+4%	-	±0%	+2%	±0%	-	+1%	-1%	±0%	-

3. Housing starts		FY2018				FY2017				FY2016 Annual
		1H	3Q	2H (plan)	Annual (plan)	1H	3Q	2H	Annual	
(Units)										
Housing starts*		496,378	244,543	454,000	950,378	496,840	244,511	449,556	946,396	974,137
Privately-owned houses* (included in above) =A		146,740	75,576	149,000	295,740	148,266	72,999	133,845	282,111	291,783
Detached house sales by our company=B		5,030	2,120	5,220	10,250	4,940	1,950	4,940	9,880	9,560
Our share in Detached houses=B/A		3.4%	2.8%	3.5%	3.5%	3.3%	2.7%	3.7%	3.5%	3.3%

**"Housing starts" and "Privately-owned houses" after 3Q FY2018 are based on forecasts.

4. The ratio of the houses equipped with the high-performance specifications		FY2018				FY2017				FY2016 Annual
		1H	3Q	2H (plan)	Annual (plan)	1H	3Q	2H	Annual	
Solar power generation systems installed		75%	72%	74%	75%	75%	72%	73%	74%	78%
Tiled exterior walls (Heim type JX)		73%	73%	73%	73%	71%	70%	71%	71%	67%
Storage battery installed		30%	38%	38%	34%	21%	19%	21%	21%	24%
Comfortable Air System		76%	76%	76%	76%	75%	73%	78%	76%	75%