



**Presentation of Financial Results  
for the Third Quarter of FY2012**

**Hajime Kubo**

**Director**

**Managing Executive Officer**

**Head of Corporate Communication Department**

**SEKISUI CHEMICAL CO., LTD.**

**30 January, 2013**



## Summary of Profit and Loss

(Billions of yen)

	First 9 months of FY2012 (Actual)*	First 9 months of FY2011 (Actual)	Difference	Overseas Subsidiaries Jan–Mar 2012 Results
Net Sales	754.8	716.1	38.7	37.7
Operating Income	34.9	36.8	-1.9	0.5
Ordinary Income	35.9	36.3	-0.5	
Net Income	19.8	17.3	2.5	

\*First 9 months of FY2012 Results: Include 12 month (January 2012 to December 2012) contributions from overseas subsidiaries.

## Net Sales and Operating Income by Company

(Billions of yen)

	3Q of FY2012 (Actual)				First 9 months of FY2012 (Actual) (Overseas subsidiaries, 12-months)				Overseas Subsidiaries Jan-Mar 2012 Results	
	Net Sales	Difference	Operating Income	Difference	Net Sales	Difference	Operating Income	Difference	Net Sales	Operating Income
Housing	110.2	-7.9	6.0	-3.0	341.9	4.4	22.8	-0.6	-	-
UIEP*1	49.5	1.2	-0.9	-0.1	149.4	7.4	-2.9	-1.5	4.9	-0.7
HPP*2	74.6	0.9	5.6	1.5	252.2	28.2	16.8	1.8	32.7	1.3
Others	9.9	0.1	-0.8	-0.4	28.8	-1.0	-1.7	-0.9	0.2	0
Eliminations or Unallocatable Accounts	-5.3	-0.1	0	-0.2	-17.7	-0.3	-0.2	-0.6	0	-0.1
<b>Total</b>	<b>238.7</b>	<b>-5.9</b>	<b>9.9</b>	<b>-2.2</b>	<b>754.8</b>	<b>38.7</b>	<b>34.9</b>	<b>-1.9</b>	<b>37.7</b>	<b>0.5</b>

Note: Indicated differences are the year-on-year differences

\*1: Urban Infrastructure & Environmental Products Company, \*2: High Performance Plastics Company



(Billions of yen)

	FY2012 (Forecasts) *1	FY2011	Difference	FY2012 (Existing Plan) *1*2	Overseas Subsidiaries Jan–Mar 2012 Results
Net Sales	1,030.0	965.1	64.9	1,030.0	37.7
Operating Income	62.0	54.6	7.4	62.0	0.5
Ordinary Income	60.0	54.2	5.8	58.0	
Income before Income Taxes	44.5*3	49.2	-4.7	52.5	
Net Income	28.5*4	28.1	0.4	31.0	
Dividend per Share (Yen)	18	15	3	18	

\*1: Due to reporting period revisions for overseas subsidiaries, the FY2012 targets include 15-month (January 2012 to March 2013) contributions from overseas subsidiaries. (Consolidated subsidiary reporting periods will be revised to the March fiscal year end in FY2012)

\*2: Plan announced at the Presentation Meeting on the Financial Results for Second Quarter of FY2012

\*3: We anticipate an extraordinary loss of approximately ¥9.5 billion associated with an accounting method revision for retirement benefits.

\*4: Includes an approximate ¥2.2 billion decline in tax expenses due to the tax effect of unrealized gain accompanying the adoption of the consolidated tax system.

\*5: 4Q FY2012 forex assumption is ¥87/US\$ and ¥109/€

## Net Sales and Operating Income by Company

(Billions of yen)

	1H of FY2012 (Overseas subsidiaries, 9-months)		2H of FY2012			
	Net Sales	Operating Income	Net Sales	Difference	Operating Income	Difference
Housing	231.8	16.8	238.2	8.2	18.2	1.5
UIEP	99.9	-2.0	115.1	8.8	6.5	2.9
HPP	177.7	11.2	152.3	5.8	12.8	3.1
Others	19.0	-0.9	24.0	0.6	-0.1	-0.2
Eliminations or Unallocatable Accounts	-12.3	-0.2	-15.7	-3.1	-0.3	-0.2
<b>Total</b>	<b>516.0</b>	<b>25.0</b>	<b>514.0</b>	<b>20.3</b>	<b>37.0</b>	<b>7.1</b>

FY2012 (Forecasts) (Overseas subsidiaries, 15-months)			
Net Sales	Difference	Operating Income	Difference
470.0	20.6	35.0	3.9
215.0	15.0	4.5	1.5
330.0	33.1	24.0	3.4
43.0	-0.5	-1.0	-0.8
-28.0	-3.3	-0.5	-0.7
<b>1,030.0</b>	<b>64.9</b>	<b>62.0</b>	<b>7.4</b>

Note: Indicated differences are the year-on-year differences

## 1. Continue strengthening the domestic core businesses

- Continue fortifying sales channels for full-fledged sales of Shin Smart Heim with built-in storage batteries
- Complete integration of the Mitsubishi Plastics' piping businesses and prepare to respond to increasing demand

## 2. Activate the competitive strengths of the global strategic businesses

- Further expand sales of the mobile device components business and high-performance interlayer film
- In the MD field, steadily activate the diagnostic reagent business synergies in Europe and the US

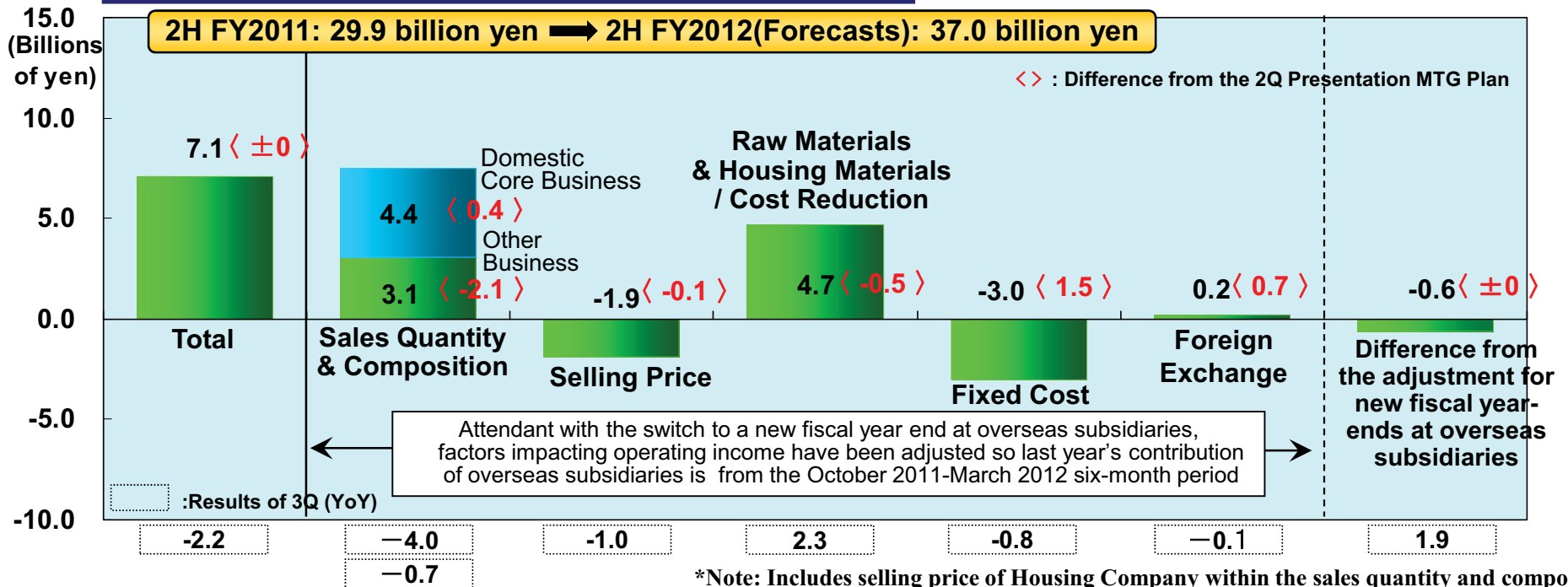
## 3. Move quickly to complete the structural reform underway at the pipeline renewal business in Europe

## 4. Efforts to increase cost competitiveness are progressing as planned

### Progress with FY2012 Priority Measures

	Domestic Core Business	Global Strategic Business
<b>Growth Strategy</b>	-Surpassed 2,000 units orders for Shin Smart Heim with built-in storage batteries (Housing)	-Increase ITO film production capacity (IT field) -Advance preparations to enter the India and ASEAN markets •Establish JV in Indonesia (AT field) •Increase production capacity of performance plastics (CPVC) (HPP Company)
<b>Strengthen Core Business</b>	-Prepare to respond to increasing demand (Water Infrastructure Business) -Deepen application of regional strategies (Housing Business, Living Environment Business)	-Complete reorganization of the North America operations, start full-fledged business expansion overseas (MD field)

### Analysis of Operating Income for the 2H of FY2012 (YoY)





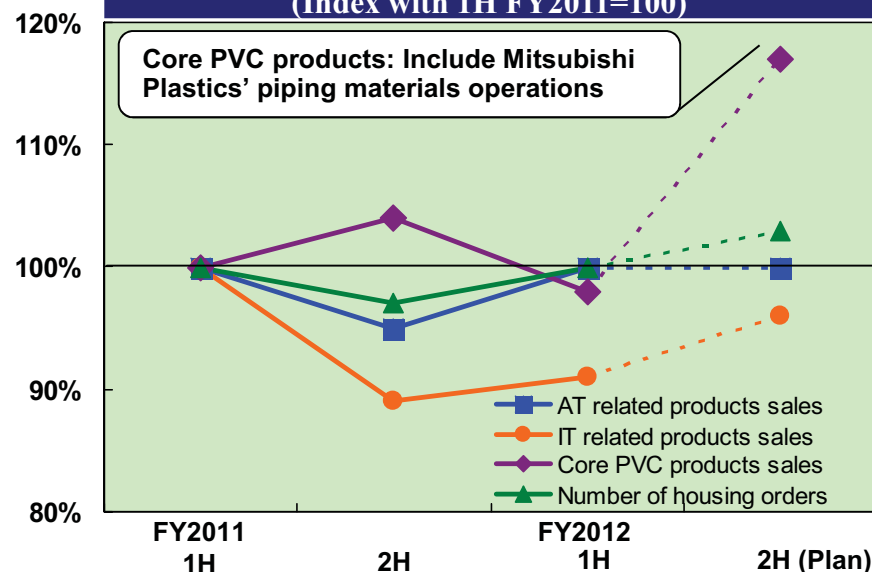
### Market trends in 4Q FY2012 and forward

- Japan: Improving business conditions from monetary easing, increasing public works, and other trends  
With reconstruction-related demand, including disaster prevention and mitigation measures, and policy action to support housing purchases and a consumption tax increase now in place, consumer sentiment is likely to improve
- Europe: Subsidy programs are in place, but regional demand remains stagnant
- US: Avoidance of the fiscal cliff, and stabilizing business conditions supported by private consumption and employment
- Asia: Recovering domestic demand and other factors support a mild growth rate pickup and continued stable economic expansion

### Business Risk

- Forex: Ongoing yen weakening, stronger US dollar and euro
- Raw Materials: Concern of rising prices for naphtha-derived materials

### Main Business Sales and Orders (Index with 1H FY2011=100)



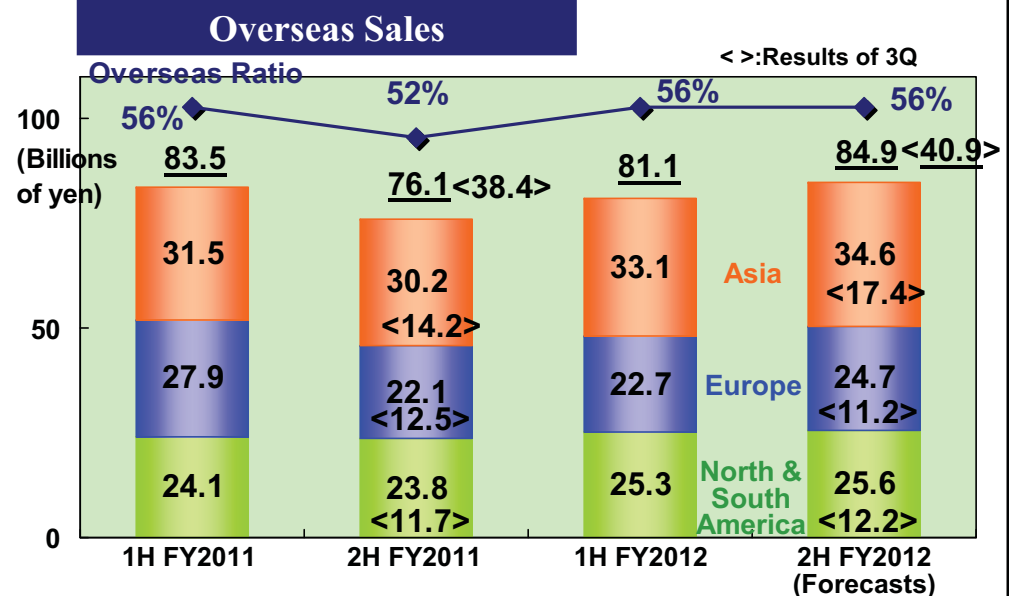
### Main Businesses Progress and Forecasts

Business Field		2H demand trends and progress with countermeasures
Domestic Businesses	Housing Field	-3Q orders progressed as planned and sales continued growing for Shin Smart Heim with built-in storage batteries -In 4Q, we forecast improving market conditions and will aim for further penetration by Shin Smart Heim
	Water Infrastructure Field	-Progressed as planned in the 2H; in 4Q, we forecast improving demand, including for reconstruction and supplementary budget-related demand -Activate integration synergies (sales, production) from the integration of the Mitsubishi Plastics piping businesses
Global Businesses	Automobile Field	US: High-performance product sales continue growing on brisk demand, Europe: Sluggish demand, China: Demand is recovering after slowing briefly, Japan: A backlash is occurring from the expiration of eco car subsidies
	IT & Electronics Material Field	-In 3Q, sales of parts for mobile devices, for which demand is strong, progressed in line with plan -In 4Q, production adjustments expected to impact some components for mobile devices
	Medical Field	-Progressing in line with the 2H plan led by the core diagnostic reagents business -Complete reorganization of the North America operations and further advance the development of overseas businesses
	Pipeline Renewal Field	Japan: Progressing as planned for the 2H Overseas: We expect to fall short of the 2H plan owing to the slow structural reform progress and lack of signs of improving business conditions in Europe



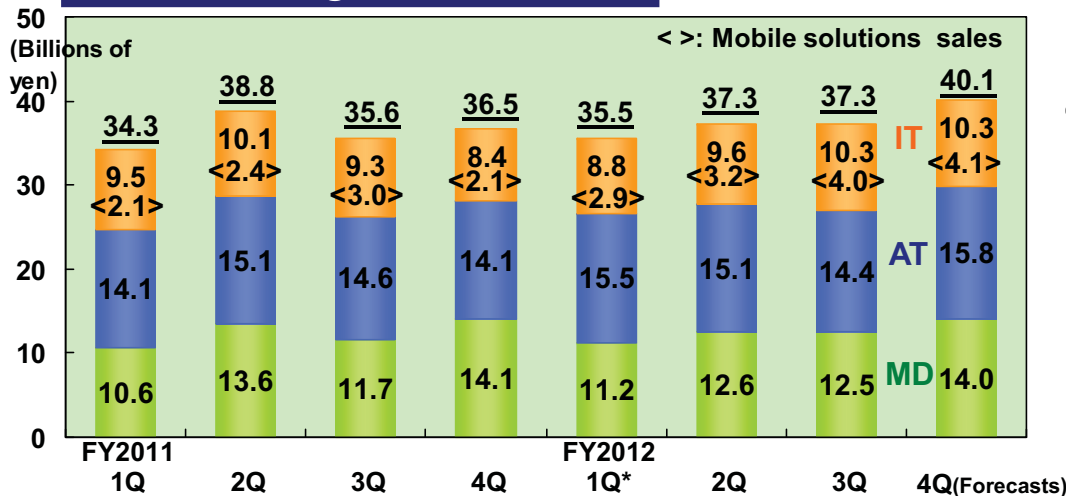
### Progress for 2H Plan and Priority Measures in 4Q

- IT:** Steady progress on growing mobile device demand
  - Expanding sales of components for smartphones and tablets
- AT:** Solid automobile demand in the US, but stagnant demand in Europe
  - Conclude JV contracts for auto parts molding business in Indonesia
  - Increase high-performance interlayer film sales in the US and Asia
- MD:** Diagnostic reagent business synergies steadily progressing in the US and Europe
  - Focus on new product development and expand the equipment business



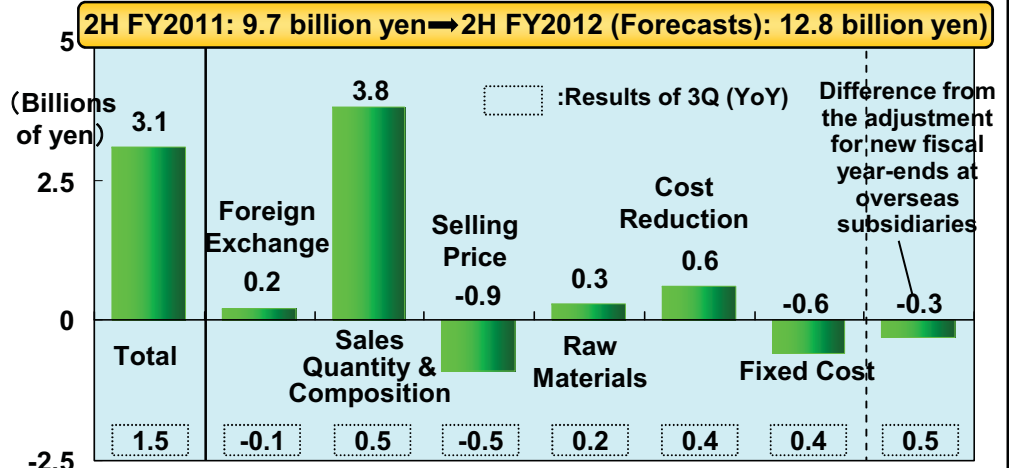
\*Align consolidated subsidiary fiscal years to March end in FY2012.  
Exclude overseas January–March 2012 sales

### Sales in Strategic Business Fields



\*1Q FY2011 amounts are forecasts. Align consolidated subsidiary fiscal years to March end in FY2012. Exclude overseas January–March 2012 sales

### Analysis of Operating Income for the 2H of FY2012 (YoY)



\*Attendant with the switch to a new fiscal year end at overseas subsidiaries, factors impacting operating income have been adjusted so last year's contribution of overseas subsidiaries is from the October 2011–March 2012 six-month period



## Progress for Second-half Plan

### Japan :

- Private sector business is progressing generally as planned
- Public sector business is being impacted by the order stoppage during the Lower House elections
- Transfer of the Mitsubishi Plastics' piping materials operations is steadily progressing

### Overseas :

- In Europe, profitability is worsening from the delayed reestablishment of the pipeline renewal business and stagnant business conditions

## Priority Measures in 4Q

### 1. Capture domestic housing construction and infrastructure construction demand

- Harness rise in housing starts to increase volume
- Steadily capture the demand growth driven from the supplementary budget

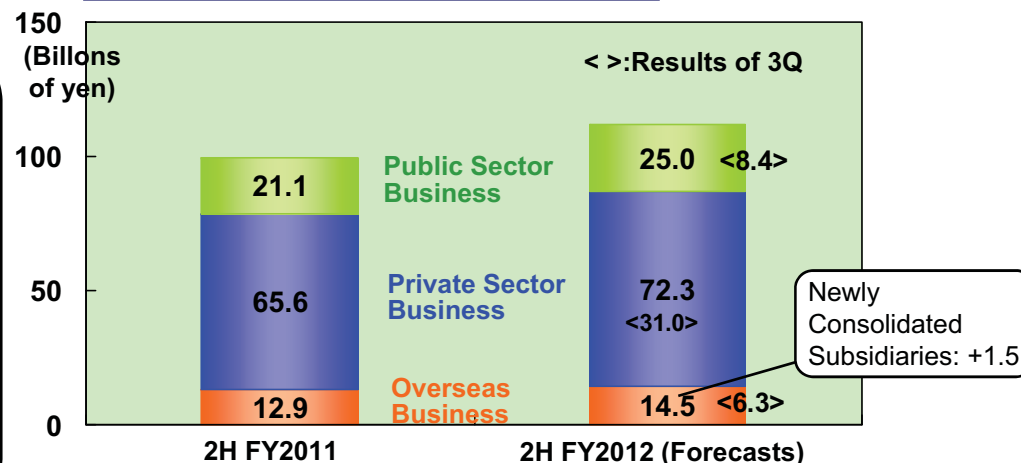
### 2. Effect a rapid turnaround of the integrated Mitsubishi Plastics' piping materials operations

- Activate the synergies of the integrated businesses

### 3. Strengthen overseas businesses

- Reformulate the project management systems in Western Europe (eliminate low-margin projects)
- Strengthen the construction system in Eastern Europe

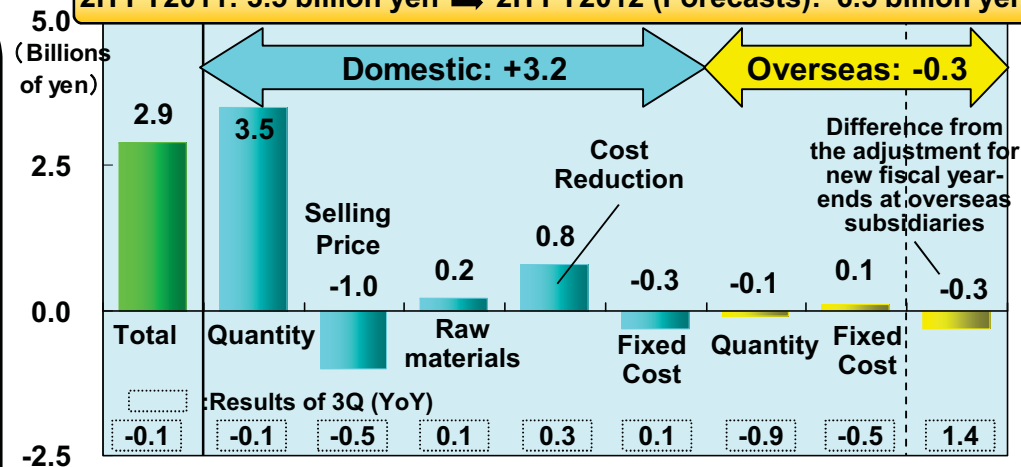
## Net Sales by Business Domain



\*Align consolidated subsidiary fiscal years to March end in FY2012.  
Exclude overseas January-March 2012 sales

## Analysis of Operating Income for the 2H of FY2012 (YoY)

2H FY2011: 3.5 billion yen → 2H FY2012 (Forecasts): 6.5 billion yen



\*Attendant with the switch to a new fiscal year end at overseas subsidiaries, factors impacting operating income have been adjusted so last year's contribution of overseas subsidiaries is from the October 2011-March 2012 six-month period



## Progress for Second-half Plan

### 1. 2H orders are progressing as planned led by growing Shin Smart Heim sales

- 3Q order results: Housing units +7% (YoY)
- Surpassed 2,000 units orders for Shin Smart Heim with built-in storage batteries

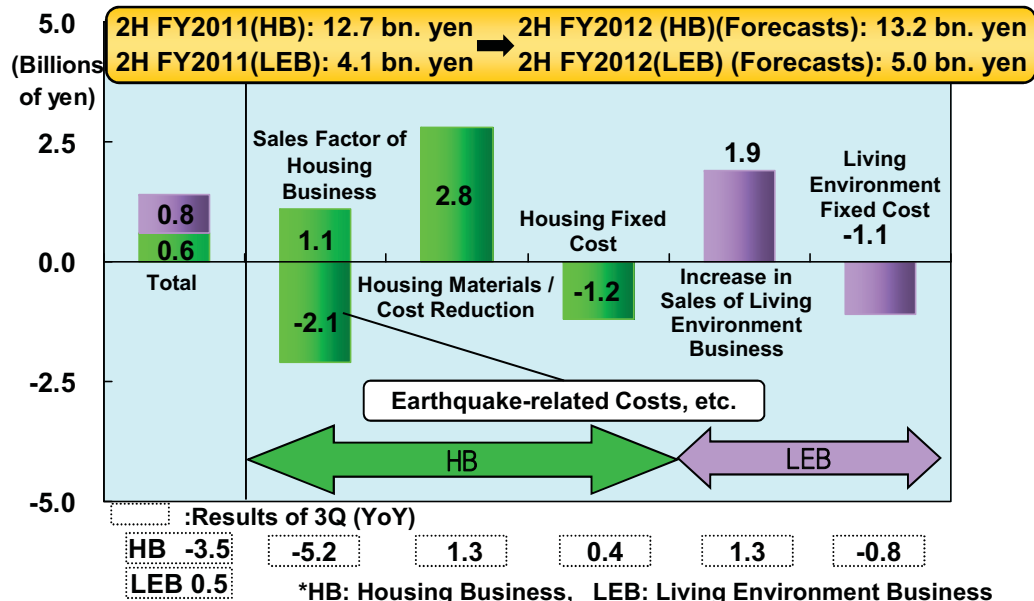
### 2. Develop integrated production-sales operation and advance regional business structures

- Respond to regional needs, such as for expanded sales of built-for-sale houses and housing complexes

### 3. 2H Living Environment Business sales are progressing as planned

- 3Q sales results (Living Environment Business): +6% (YoY)
- 3Q sales results (Mainstay products): +6% (YoY)

## Analysis of Operating Income for the 2H of FY2012 (YoY)



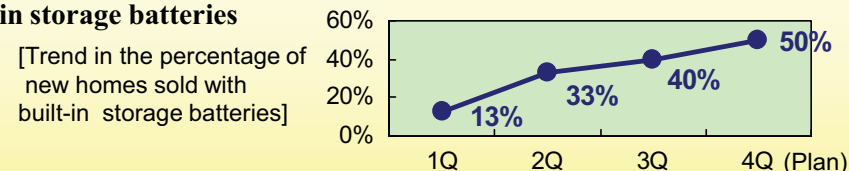
## Measures to acquire Housing Orders in 4Q FY2012

### Market Outlook

4Q order plan: Housing units +6%(YoY),  
2H plan: +7%(YoY)

Market Trend, Political Measures	-Improving consumer sentiment from gradually diminishing future business uncertainty, housing subsidies, and after acceptance of the higher consumption tax rate
Area, Rebuilding / New Construction	-Demand for new energy continues brisk on a backdrop of Feed-in Tariff policy -Reconstruction-related demand (Tohoku area) continues emerging at the same pace as last year -New construction demand continues to be steady, but replacement construction demand still not at full force

### 1. Further penetration and growing sales of Shin Smart Heim with built-in storage batteries



### 2. Increasing orders and sales in the Living Environment Business on an expanded lineup of mainstay products

•4Q sales plan (Living Environment Business): +5% (YoY)

## Progress status of the sales development strategy for the Shin Smart Heim with built-in storage batteries

Sales growth strategies were successful in 3Q, and we plan to further strengthen them in 4Q

Sales growth strategies	Progress	Main Targets
Promote direct experience at showrooms and our-sponsored Open House exhibition	Our-sponsored Open House exhibition 3Q: About 100 model houses built 4Q: Plan to add 40 more model houses	All Customer
Develop the condominium brand "Smart Heim City"	In 4Q, plan to sell up to 1,700 units on company-owned land	New construction and first-time buyers
Expand sales of housing complexes (apartments) with built-in "Big Solar"	Launch new product "With Heim FH" at end-January	Housing complex customers



**Financial Results**  
**for the Third Quarter of FY2012**

**Hideo Tagashira**

**Senior Managing Executive Officer**

**Responsible for Corporate Finance & Accounting Department**



## Number of Consolidated Companies

	December 31, 2012	March 31, 2012	Difference
Consolidated Subsidiaries	168	157	Rabmer (Pipeline renewal business in Eastern Europe), Mitsubishi Plastics' piping materials-related companies, etc.
Affiliates (Equity Method)	8	8	-

## Influence of Change in the Number of Consolidated Companies\*1

(Billions of yen)

Net Sales	+2.8	Rabmer*2 and other companies
Operating Income	-0.1	

\*1: The impact amount on 1Q-3Q FY2012 results

\*2: Newly consolidated from the beginning of April 2012

## Impact from 9-month reporting for overseas subsidiaries\*3

(Billions of yen)

Net Sales	+37.7	Overseas Subsidiaries Jan-Mar 2012 Results
Operating Income	+0.5	

\*3: Twelve-month period from January to December 2012 for overseas subsidiaries

(Consolidated subsidiary fiscal years will be revised to a March year end beginning in FY2012)



## Summary of Profit and Loss

(Billions of yen)

	First 9 months of FY2012	First 9 months of FY2011	Difference
Net Sales	754.8	716.1	38.7
Gross Profit	218.9	212.1	6.8
Gross Profit Rate	29.0%	29.6%	-0.6%
Selling, Gen. and Admin. Expenses	184.0	175.3	8.7
Operating Income	34.9	36.8	-1.9
Equity in Earnings of Affiliates	0.5	0.9	-0.4
Other Non-operating Income and Expenses	0.5	-1.4	1.8
Ordinary Income	35.9	36.3	-0.5
Extraordinary Income	1.8	-	1.8
Extraordinary Loss	5.6	3.0	2.6
Income before Income Taxes	32.0	33.3	-1.3
Income Taxes	11.6* <sup>2</sup>	15.6	-4.0
Minority Interests	0.7	0.5	0.1
Net Income	19.8	17.3	2.5

(-1.8)\*<sup>1</sup>

(-2.4)\*<sup>1</sup>

Foreign  
exchange  
gain or loss:  
+3.6

\*1: Difference excluding the affect of newly consolidated and twelve-month (January-December 2012) fiscal terms for overseas subsidiaries

\*2: Includes an approximate ¥2.2 billion decline in tax expenses due to the tax effect of unrealized gain accompanying the adoption of the consolidated tax system.


**Consolidated Cash Flows**

(Billions of yen)

	First 9 months of FY2012	First 9 months of FY2011
Operating Activities Cash Flows	32.0	42.9
Investing Activities Cash Flows	-1.3* <sup>1</sup>	-48.8* <sup>2</sup>
Financing Activities Cash Flows	-30.1	-14.8
Net Increase (Decrease) in Cash and Cash Equivalents	3.1	-21.6
Cash and Cash Equivalents at the End of Term	48.4	44.7
Free Cash Flow =Operating Activities Cash Flows +Investing Activities Cash Flows -Dividends Paid	21.6	-14.1

\*1: Includes ¥20 billion for net proceeds from withdrawal of time deposits

\*2: Includes ¥30 billion for the acquisition cost of Genzyme's diagnostic agents business and Suzutora Corporation

## Balance Sheet (Assets)

(Billions of yen)

	December 31, 2012	March 31, 2012	Difference	
Cash and Deposits	59.3	75.4	-16.1	
Account Receivable on Sales	151.5	156.9	-5.4	
Inventories	147.8	132.6	15.2	Housing: +6.6
Other Current Assets	45.8	35.4	10.4	
Tangible Non-Current Assets	236.3	231.2	5.1	
Intangible Non-Current Assets	50.1	51.9	-1.8	
Investments in Securities	116.4	107.9	8.4	At fair value: +11.4
Investments & Other Assets	31.6	35.8	-4.2	
<b>Total Assets</b>	<b>838.7</b>	<b>827.1</b>	<b>11.6</b>	Foreign Exchange: +22.1

## Balance Sheets (Liabilities & Net Assets)

(Billions of yen)

	December 31, 2012	March 31, 2012	Difference
<b>Non-Interest-Bearing Liabilities</b>	<b>328.8</b>	<b>336.6</b>	<b>-7.8</b>
<b>Interest-Bearing Liabilities</b>	<b>113.4</b>	<b>127.2</b>	<b>-13.8</b>
<b>Total Liabilities</b>	<b>442.2</b>	<b>463.8</b>	<b>-21.6</b>
<b>Capital Stock etc.</b>	<b>209.2</b>	<b>209.3</b>	<b>-0.1</b>
<b>Retained Earning</b>	<b>198.9</b>	<b>192.9</b>	<b>6.0</b>
<b>Treasury Stock</b>	<b>-12.1</b>	<b>-17.4</b>	<b>5.3</b>
<b>Unrealized Holding Gain (Loss) on Securities</b>	<b>0</b>	<b>-7.6</b>	<b>7.6</b>
<b>Minority Shareholders' Interests</b>	<b>13.7</b>	<b>11.2</b>	<b>2.5</b>
<b>Other Net Assets</b>	<b>-13.2</b>	<b>-25.1</b>	<b>11.9</b>
<b>Total Net Assets</b>	<b>396.5</b>	<b>363.3</b>	<b>33.2</b>
<b>Total Liabilities, Net Assets</b>	<b>838.7</b>	<b>827.1</b>	<b>11.6</b>

Net Income: +19.8  
Dividends Paid: -8.8  
Cancellation of Treasury Stock: -5.0

Foreign Currency Translation Adjustments: + 11.9



## Depreciation and Capital Expenditures

(Billions of yen)

	FY2012* <sup>1</sup>		FY2011		Difference	
	First 9 Months	Full Year (Forecasts)	First 9 Months	Full Year	First 9 Months	Full year
<b>Depreciation and Amortization</b>	<b>26.0*<sup>2</sup></b>	<b>37.0*<sup>2</sup></b>	<b>25.8</b>	<b>35.1</b>	<b>0.2</b>	<b>1.9</b>
<b>Capital Expenditures</b>	<b>26.4*<sup>3</sup></b>	<b>35.0*<sup>3</sup></b>	<b>22.6</b>	<b>33.1</b>	<b>3.9</b>	<b>1.9</b>

\*1: Due to reporting period revisions, FY2012 plan include 15-month (January 2012 to March 2013) contributions from overseas subsidiaries. (Align consolidated subsidiary fiscal years to March end in FY2012)

\*2: The affect on the depreciation costs from the fiscal year period change amounted to an increase of 2.0 billion yen.

\*3: Enhance production capacity at the Thai housing plant, transfer of the Nara Plant, the UIEP Company's bath unit production base and etc.



(Billions of yen)

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Ordinary Income	60.0	54.2	5.8	58.0	
Income before Income Taxes	44.5*3	49.2	-4.7	52.5	
Net Income	28.5*4	28.1	0.4	31.0	
Dividend per Share (Yen)	18	15	3	18	

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**Disclaimer :** This 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

		FY2012				FY2011				FY2010	
		1 H			Annual (Plan)	1 H			Annual	Annual	
			3Q	2 H(Plan)			3Q	2 H			
<b>CONSOLIDATED</b>	Net Sales (Billions of yen)	231.8	110.2	236.2	468.0	219.4	118.1	230.0	449.4	418.7	
	Housing	164.5	75.1	168.7	333.2	156.6	84.9	165.7	322.3	301.0	
	Houses	155.0	71.0	160.0	315.1	147.5	80.0	157.3	304.7	287.6	
	Land	9.5	4.1	8.6	18.1	9.2	5.0	8.5	17.6	13.4	
	Living environment	67.2	35.1	67.5	134.8	62.8	33.2	64.3	127.1	117.7	
	Refurbishing	47.5	25.3	47.6	95.1	43.6	23.8	45.2	88.8	81.8	
	Interior-Exterior	2.9	1.1	2.8	5.7	2.8	1.3	2.9	5.8	5.8	
Real estate	16.8	8.6	17.2	34.0	16.3	8.0	16.1	32.5	30.1		
<b>OTHERS</b>	1.Number of houses sold (Housing units)	6,750	2,880	7,050	13,800	6,330	3,240	6,910	13,240	12,620	
	Detached houses	5,300	2,460	5,450	10,750	5,180	2,790	5,310	10,490	9,850	
	Heim	4,110	1,880	4,300	8,410	4,170	2,210	4,220	8,390	8,070	
	Two-U	1,190	580	1,150	2,340	1,010	580	1,090	2,100	1,780	
	Apartments	1,450	420	1,600	3,050	1,150	450	1,600	2,750	2,770	
	2. Main data										
	Prices<Sales subsidiaries : Detached houses>/ Unit (Millions of yen)	29.9	30.0	-	-	29.3	30.2	30.1	29.7	29.8	
	Prices<Sales subsidiaries : Detached houses>/ Tsubo (3.3 Square meter) (Thousands of yen)	768	771	-	-	759	776	773	765	766	
	Floor space (Square meter)	128.5	128.4	-	-	127.3	128.3	128.5	127.9	128.5	
	Exhibition places (Units)	409	420	-	420	390	405	-	404	380	
Sales staff (Number of person)	2,369	2,299	-	2,265	2,301	2,261	-	2,222	2,131		
Rebuilding ratio (%)	33	32	34	34	36	34	35	35	32		
Referral sales ratio (%)	41	42	42	41	39	40	40	40	38		

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

## 2. Housing orders

(Millions of yen)

	FY2012				FY2011				FY2010		
	1 H	3 Q		Annual (Plan)	1 H	3 Q		Annual	1 H	2 H	Annual
		2 H (Plan)	3 Q			2 H					
Year-start Backlog	187,800	197,000	197,000	-	171,800	189,100	189,100	-	148,600	166,000	-
Growth Rate	+9%	+4%	+4%	-	+16%	+14%	+14%	-	+9%	+18%	-
New Orders	214,657	99,866	221,125	435,781	211,197	92,508	204,093	415,290	200,766	194,377	395,143
Growth Rate	+2%	+8%	+8%	+5%	+5%	+3%	+5%	+5%	+11%	+3%	+7%
Sales of houses	205,457	97,466	210,425	415,881	193,897	105,108	205,393	399,290	183,366	188,577	371,943
Growth Rate	+6%	-7%	+2%	+4%	+6%	+8%	+9%	+7%	+4%	+4%	+4%
Balance at the end	197,000	199,400	207,700	-	189,100	176,500	187,800	-	166,000	171,800	-
Growth Rate	+4%	+13%	+11%	-	+14%	+11%	+9%	-	+18%	+16%	-

## 3. Housing starts

(in number of unit)

	FY2012				FY2011				FY2010
	1 H	3 Q		Annual (Plan)	1 H	3 Q		Annual	Annual
		2 H (Plan)	3 Q			2 H			
Housing starts*	442,948	243,896	427,000	869,948	432,760	213,908	408,486	841,246	819,010
Privately-owned houses* (included in above) =A	161,247	85,310	159,000	320,247	162,412	77,430	142,410	304,822	308,518
Sales by our company	6,750	2,880	7,050	13,800	6,330	3,240	6,910	13,240	12,620
Detached house sales by our company=B	5,300	2,460	5,450	10,750	5,180	2,790	5,310	10,490	9,850
Our share in Detached houses=B/A	3.3%	2.9%	3.4%	3.4%	3.2%	3.6%	3.7%	3.4%	3.2%

\*"The housing starts" and "Privately-owned houses" after 3Q of FY2012 are based on a forecast.

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

	FY2012				FY2011				FY2010
	1 H	3 Q		Annual (Plan)	1 H	3 Q		Annual	Annual
		2 H (Plan)	3 Q			2 H			
Solar power generation systems installed	86%	84%	85%	85%	83%	82%	83%	83%	79%
Tiled exterior wall (Heim type JX)	69%	68%	69%	69%	61%	61%	66%	63%	61%
All-electric housing	90%	88%	89%	89%	90%	89%	89%	89%	92%
Comfortable Air System	66%	65%	68%	67%	69%	70%	73%	71%	73%