



SEKISUI CHEMICAL CO., LTD.

Presentation of Financial Results
for the 1Q of FY2022, ending March 31, 2023

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Representative Director

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July 28, 2022

1Q FY2022 Results and 1H FY2022 Forecasts

Forex Rate	1Q FY2021	1H FY2021	1Q FY2022	2Q FY2022	1H FY2022	FY2022 (Initial Plan)
Assumptions	-	-	¥115/US\$ ¥131/€	¥133/US\$ ¥140/€	¥126/US\$ ¥136/€	¥115/US\$ ¥131/€
Results (Avg. rate for each term)	¥109/US\$ ¥132/€	¥110/US\$ ¥131/€	¥130/US\$ ¥138/€	-	-	-

Overview of 1Q FY2022 Results

- Increases in net sales and operating profit
- Secured a substantial increase in ordinary income as well as an increase in the bottom line due to a foreign exchange gain
- Net sales progressed slightly above plans with operating profit essentially in line with plans

(Billions of yen)	1Q FY2021	1Q FY2022	Difference
Net Sales	248.6	282.3	+33.7
Operating Income	11.1	13.8	+2.7
Ordinary Income	13.1	21.4	+8.3
Net Income Attributable to Owners of the Parent	12.5	14.6	+2.0

1Q FY2022 Results: Net Sales and Operating Profit by Divisional Company

Increases in 1Q net sales and profit at both the Groupwide level and in each segment

- HPP*: Difficulties encountered in the Mobility field owing to stagnant automobile production; growing impact of soaring raw material costs offset by improvements in selling prices and efforts to control fixed costs; contribution from the foreign exchange gain, secured an increase in profit in line with plans
- Housing*: New housing orders in line with plans; despite the ongoing impact of soaring component costs, progress slightly above plans owing to an increase in the number of houses sold and progress in leveling out sales
- UIEP*: Certain degree of recovery in market conditions; despite the ongoing impact of soaring raw material costs took thoroughgoing steps to secure margins through improvements in selling prices; record high profit in the 1Q slightly in excess of plans
- Medical: Despite the impact of lockdowns in China, firm trends in the Diagnostics Reagents (Japan) and Pharmaceutical Sciences businesses, progress essentially in line with plans
- Other, Eliminations or Corporate expenses: Progress in line with plans

(Billions of yen)	1Q FY2021		1Q FY2022		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP*	83.9	10.4	100.4	10.9	+16.5	+0.5
Housing*	105.5	1.2	115.7	2.9	+10.1	+1.6
UIEP*	44.2	0.4	49.0	1.5	+4.8	+1.1
Medical	18.4	2.3	20.6	2.6	+2.3	+0.4
Other	0.8	-2.3	1.9	-2.7	+1.1	-0.4
Eliminations or Corporate expenses	-4.2	-0.9	-5.3	-1.4	-1.1	-0.5
Total	248.6	11.1	282.3	13.8	+33.7	+2.7

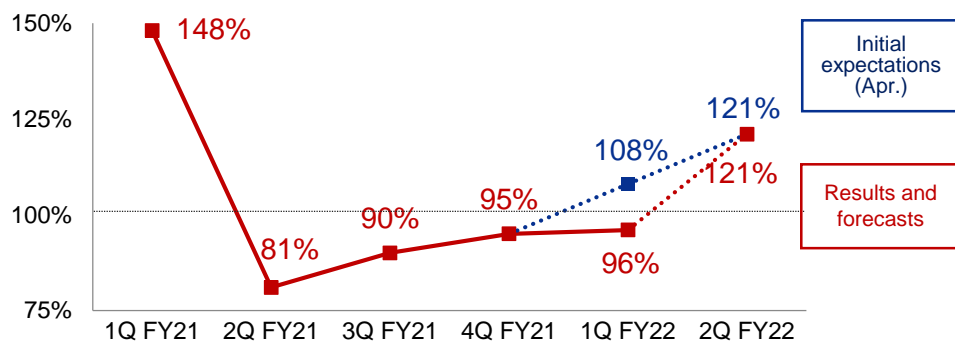
* HPP: High Performance Plastics Company, Housing: Housing Company, UIEP: Urban Infrastructure & Environmental Products Company

Market Assumptions

■ While automobile production and smartphone demand are projected to fall short of initial expectations, automobile production is forecast to exhibit a certain degree of recovery from the 2Q; raw material costs are anticipated to continue their surge in excess of expectations

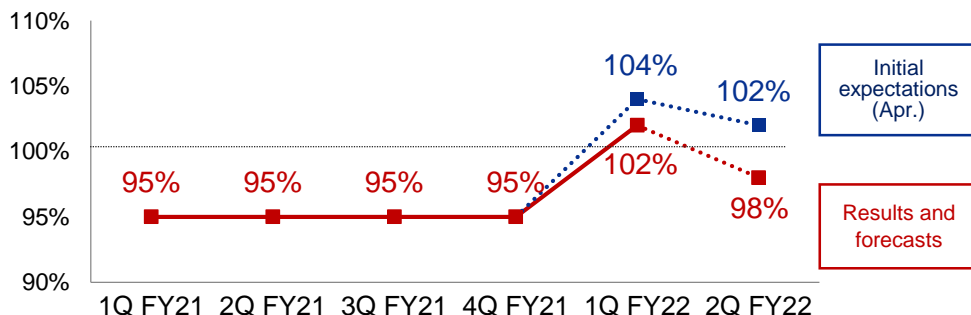
Number of Automobiles Manufactured (YoY)

While the impact of shortages in the supply of semiconductors is expected to ease, the number of automobiles manufactured is forecast to fall below initial expectations owing to the impact of lockdowns in China and shortages in the procurement of components (Europe, Japan)



Smartphone Shipments (YoY)

Smartphone shipments are forecast to fall below initial expectations owing to the impact of lockdowns in China and the forecast drop in demand from certain smartphone manufacturers



Housing - Visitors (YoY)

There is a risk that visits will decline owing to the further spread of COVID-19. Even in the event this risk were to materialize, steps would be taken to offset by strengthening WEB marketing.

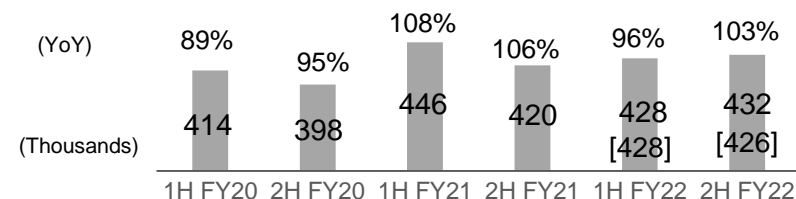
	1Q Results	2Q Forecasts	1H Forecasts
Overall visitors	93%	101%	97%
Via WEB	82%	101%	91%
Exhibition visitors	106%	99%	103%

New Housing Starts

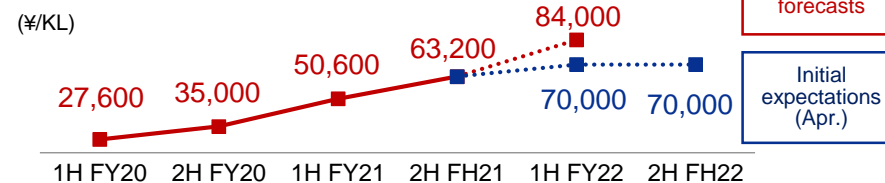
Demand following a modest recovery trend

* Timing when demand for each of the UIEP Company's products can be expected to emerge: From four to six months after the start of residential construction

* Figures in parentheses are initial expectations (Apr.)



Domestic Naphtha Price Assumptions



1H FY2022 Forecasts: Net Sales and Operating Income by Divisional Company

■ Soaring raw material and fuel costs projected to exceed initial expectations; focus on securing improvements in selling prices, expanding sales of high-performance products, and controlling fixed costs; expected to achieve operating profit plans due in part to effects of a foreign exchange gain

- HPP: Despite the growing impact of soaring raw material and fuel costs as well as stagnant global demand, projected to achieve operating profit plans owing to improvements in selling prices, efforts to control fixed costs, and the effects of a foreign exchange gain
- Housing: Despite the ongoing impact of soaring component costs, expected to achieve operating profit plans due to an increase in the number of new houses sold and efforts to control fixed costs
- UIEP: Despite the ongoing impact of soaring raw material costs, focus on securing margins through continued improvements in selling prices; projecting a certain degree of recovery in market conditions both in Japan and overseas
- Medical: Despite delays in authorizing COVID-19 diagnostics kits (new product) in the U.S., firm trends in the Diagnostics Reagents (Japan) and Pharmaceutical Sciences businesses; contributions also from efforts to control fixed costs

(Billions of yen)	1H FY2021		1H FY2022 Forecasts		Difference		1H FY2022 Plan (Apr. 2022)		Difference	
	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income	Net Sales	Operating Income
HPP	170.1	19.3	206.3	21.5	+36.2	+2.2	190.7	21.5	+15.6	0
Housing	249.8	14.8	263.0	15.0	+13.2	+0.2	263.0	15.0	0	0
UIEP	96.1	3.2	107.7	5.0	+11.6	+1.8	105.1	5.0	+2.6	0
Medical	39.7	4.9	42.8	6.0	+3.1	+1.1	41.9	6.0	+0.9	0
Other	1.9	-5.2	4.8	-6.0	+2.8	-0.8	4.2	-6.0	+0.6	0
Eliminations or Corporate expenses	-9.6	-1.5	-11.3	-2.5	-1.7	-1.0	-10.7	-2.5	-0.6	0
Total	547.9	35.5	613.3	39.0	+65.4	+3.5	594.2	39.0	+19.1	0

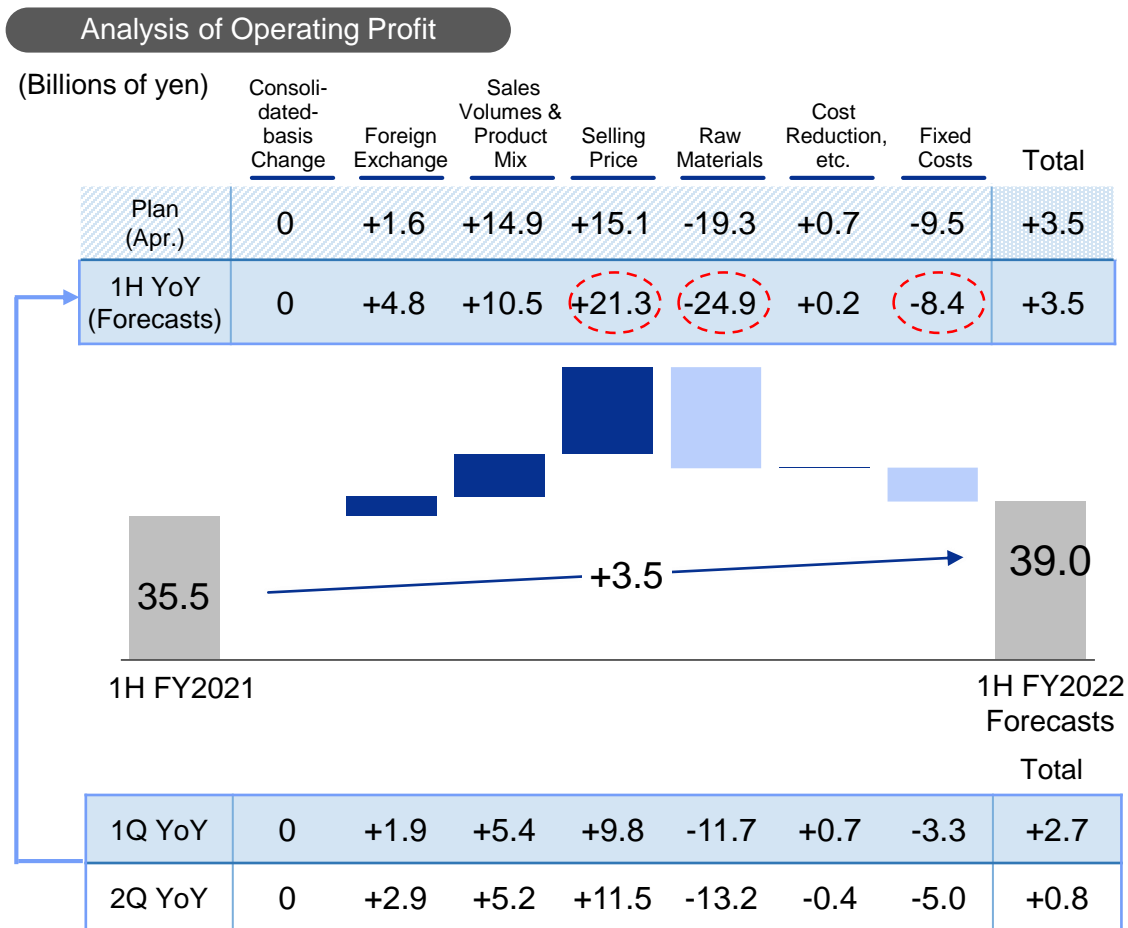
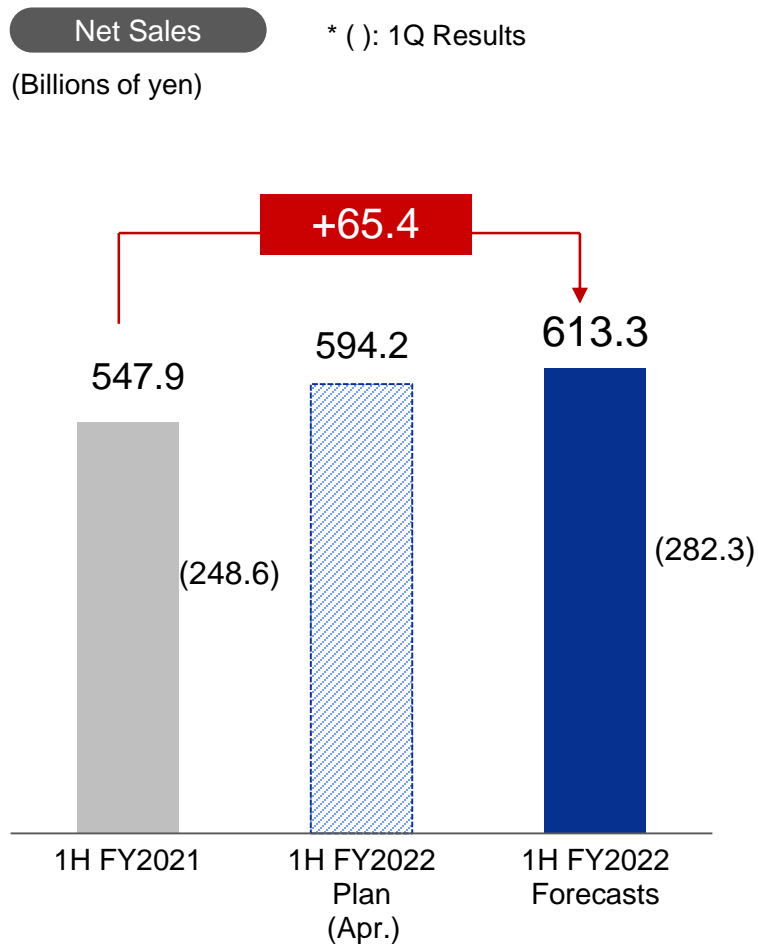
1H FY2022 Forecasts: Net Sales and Operating Income by Divisional Company (1Q & 2Q)

- While net sales are projected to exceed plans owing mainly to the impact of foreign exchange and improvements in selling prices, operating profit is anticipated to come in in line with initial expectations after factoring in the growing impact of soaring raw material and fuel costs as well as the sense of uncertainty surrounding global demand in the 2Q

(Billions of yen)	1Q FY2021		1Q FY2022		2Q FY2021		2Q FY2022 Forecasts		1H FY2021		1H FY2022 (Forecasts)	
	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	83.9	10.4	100.4	10.9	86.2	8.9	105.9	10.6	170.1	19.3	206.3	21.5
Housing	105.5	1.2	115.7	2.9	144.2	13.6	147.3	12.1	249.8	14.8	263.0	15.0
UIEP	44.2	0.4	49.0	1.5	51.9	2.8	58.7	3.5	96.1	3.2	107.7	5.0
Medical	18.4	2.3	20.6	2.6	21.3	2.6	22.2	3.4	39.7	4.9	42.8	6.0
Other	0.8	-2.3	1.9	-2.7	1.1	-2.9	2.9	-3.3	1.9	-5.2	4.8	-6.0
Eliminations or Corporate expenses	-4.2	-0.9	-5.3	-1.4	-5.4	-0.7	-6.0	-1.1	-9.6	-1.5	-11.3	-2.5
Total	246.8	11.1	282.3	13.8	299.3	24.4	331.1	25.2	547.9	35.5	613.3	39.0

1H FY2022 Forecasts: Analysis

- Improvements in selling prices and cost reductions to essentially offset the surge in raw material and fuel costs in excess of initial expectations; projected to achieve operating profit plans through efforts to control fixed costs and the effects of a foreign exchange gain



Overview of 1H FY2022 Forecasts

- Upward revision in net sales
- While operating profit is anticipated to come in in line with plans, upward revision in ordinary profit and the bottom line owing to a foreign exchange gain

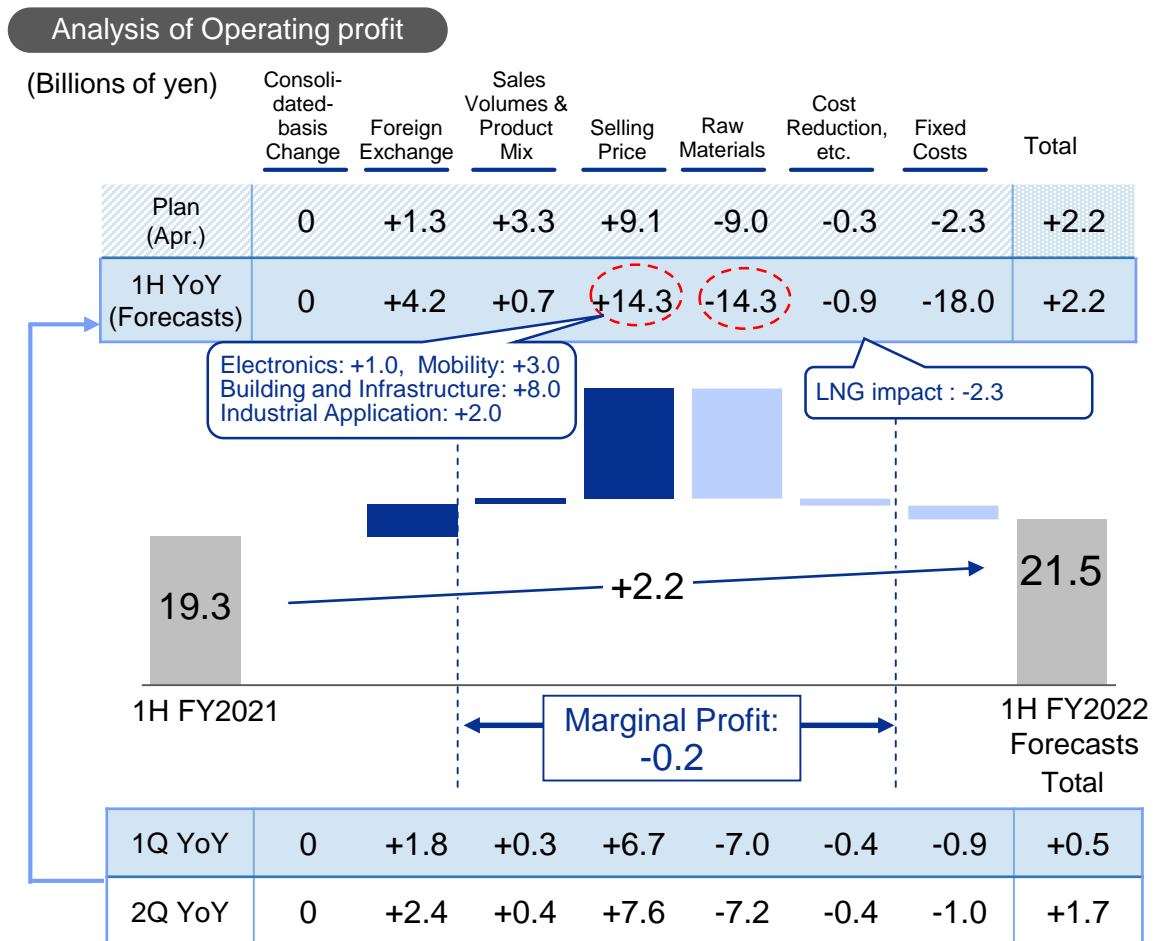
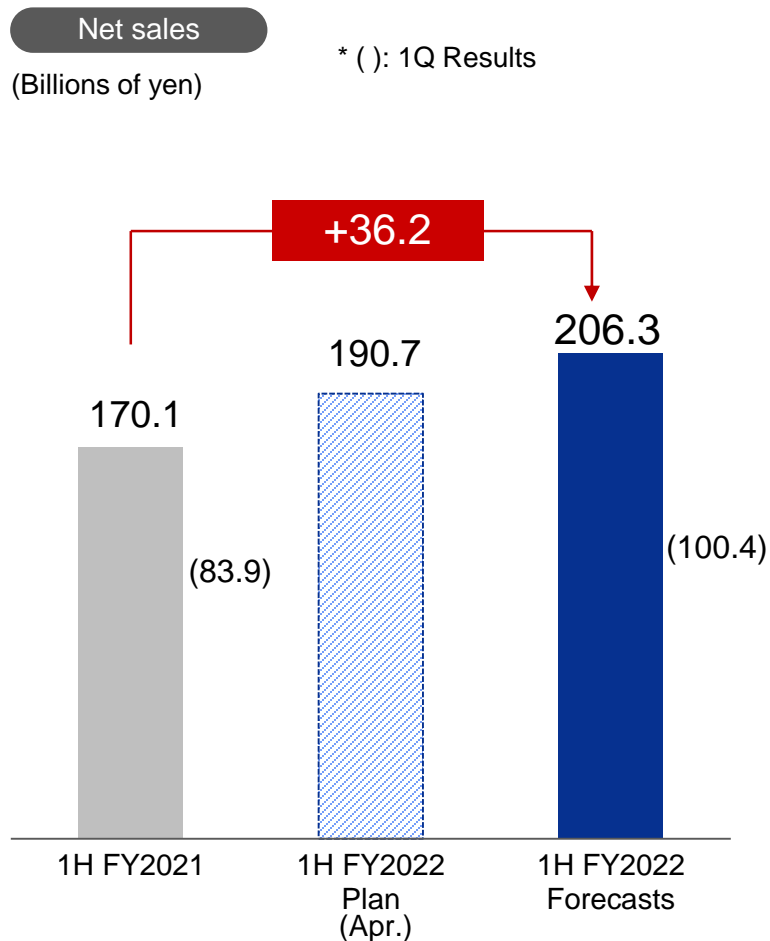
(Billions of yen)	1H FY2021	1H FY2022 Forecasts	Difference	1H FY2022 Plan (Apr. 2022)	Difference
	Net sales	547.9	613.3	+65.4	594.2
Operating profit	35.5	39.0	+3.5	39.0	0
Ordinary profit	41.0	46.0	+5.0	41.0	+5.0
Profit attributable to owners of the parent	-3.9	31.0	+34.9	27.5	+3.5
Dividend per Share (Yen)	24	26	+2	26	0

Overview of FY2022 Forecasts

- Upward revision on net sales, ordinary profit, and the bottom line
- Operating profit anticipated to come in in line with plans

(Billions of yen)	FY2021	FY2022 Forecasts (Jul. 2022)	Difference	FY2022 Plan (Apr. 2022)	Difference
Net sales	1,157.9	1,260.7	+102.8	1,241.6	+19.1
Operating profit	88.9	100.0	+11.1	100.0	0
Ordinary profit	97.0	105.0	+8.0	100.0	+5.0
Profit attributable to owners of the parent	37.1	70.0	+32.9	66.5	+3.5
Dividend per Share (Yen)	49	53	+4	53	0

- Improvements in selling prices, a shift to high-performance products, cost reductions, and other factors to offset stagnant global demand (automobile and smartphone production) as well as the growing impact of soaring raw material and fuel costs; projected to achieve 1H operating profit plans owing to efforts to control fixed costs and the effects of a foreign exchange gain



- While automobile production and smartphone demand both fell below initial expectations, firm trends in construction material-related demand; focus on efforts to improve selling prices and expand sales of high-performance products; sales projected to increase substantially in each of the three strategic fields due in part to the effects of foreign exchange

Net Sales Trends and Progress

Electronics

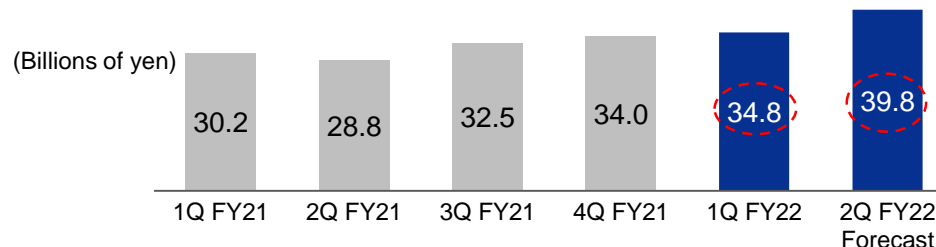
- Liquid crystal field: Decrease in panel demand projected to materialize in the 2Q
- Non-LCD field: Firm trends in general mainly for semiconductor-related products



Mobility

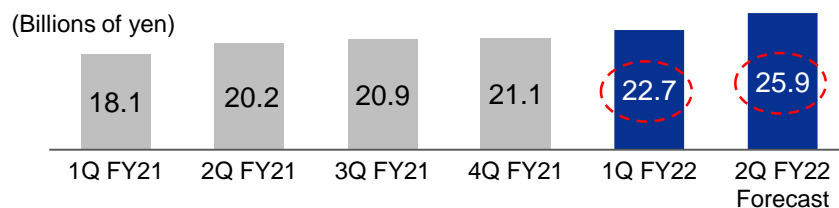
- Growing impact of decreases in automobile production owing to the impact of COVID-19 (China) and shortages in the supply of components (Europe, Japan); continued focus on expanding sales of mainly HUD as well as other high-performance interlayer films (HUD film: More than 115% YoY on a sales volume basis)

- SEKISUI AEROSPACE CORPORATION: Progress in line with plans

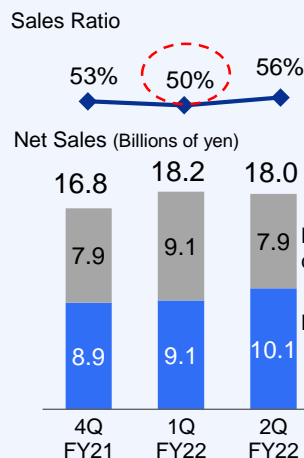


Building and Infrastructure

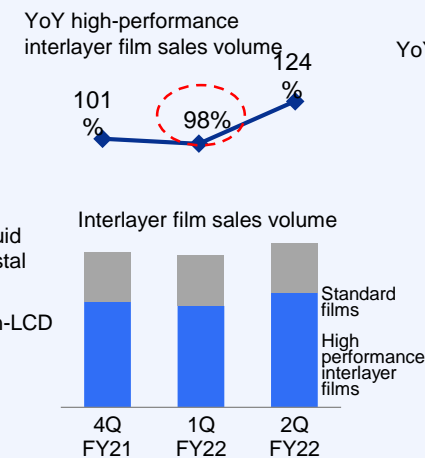
- CPVC: Continued firm demand mainly in India; improvements in selling prices also in line with plans
- Fire-resistant and non-combustible materials: Recovery in housing market conditions in Japan; progress in line with plans



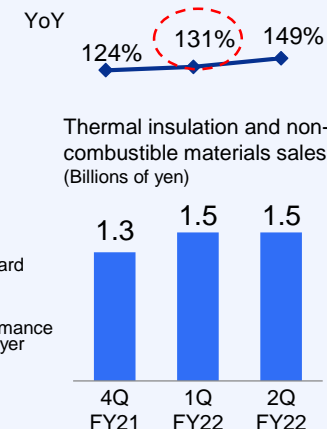
Focus on the non-LCD field



High-performance interlayer film sales growth



Strengthen thermal insulation and non-combustible materials



Housing Company : 1H FY2022 Forecasts

■ Firm trends in new housing orders, increase in the number houses sold; despite the continued surge in component costs, projected to achieve operating profit plans owing to efforts to control fixed costs

- Housing: 1Q orders in line with plans; work to reduce costs and increase unit prices, sales and profit essentially in line with plans
- Renovation: Despite the impact of delays in the supply of components in the 1Q, improvement in sales and profit owing to such factors as the leveling out of sales; sales and profit in line with plans
- Other: Growth in BeHeim purchase and resale, steady progress also in the Town and Community Development Business

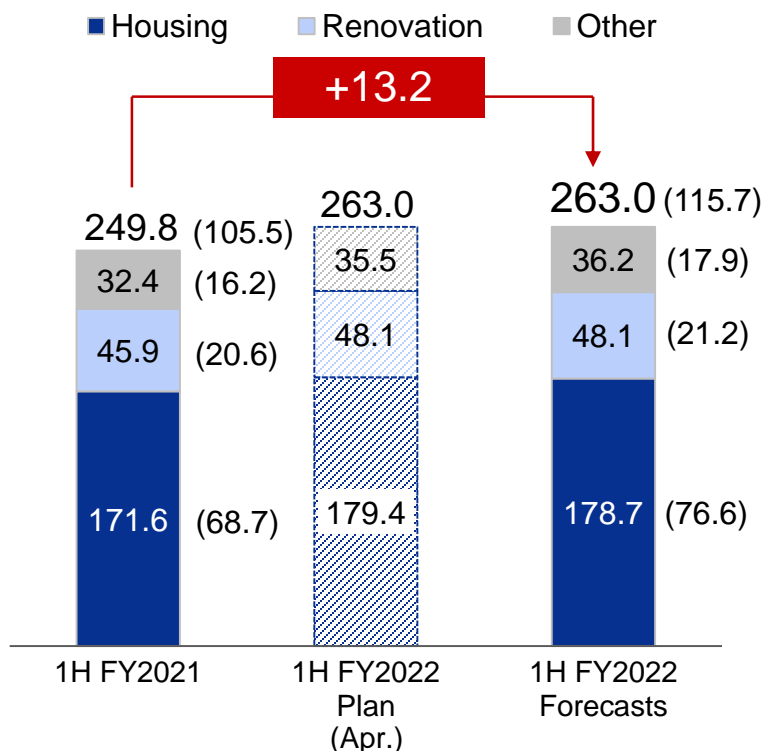
Results and Plan for Orders

*%: YoY	1Q Results	2Q Forecasts	1H Forecasts	Plan (Apr)
Housing Order (Units)	100%	101%	100%	100%
Renovation Order (Amount)	104%	112%	108%	110%

Net sales by Business

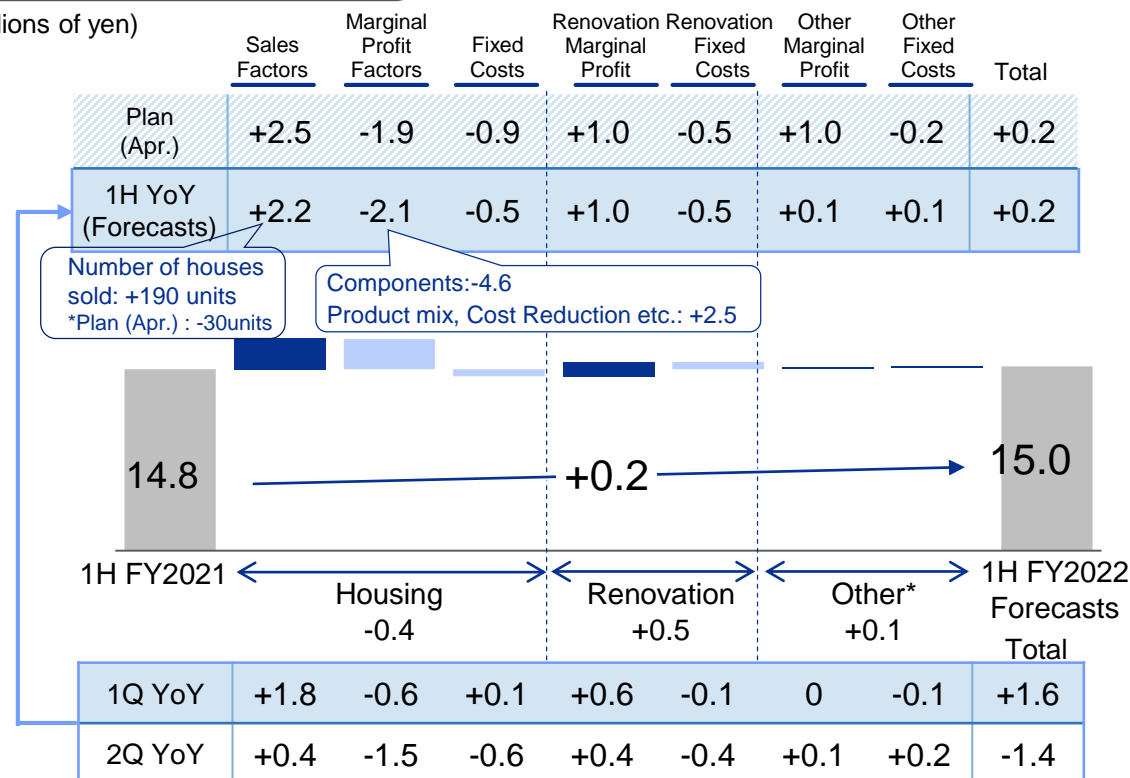
* (): 1Q Results

(Billions of yen)



Analysis of Operating Income

(Billions of yen)



*Other (Real Estate, Town and Community Development, Overseas, Residential Services. HEIM DENKI)

- Strengthening points of new customer contact through a variety of means including use of online (WEB-based) tools; focusing on increasing unit prices by vigorously promoting Smart House sales

Customer and Order Trends

Visitors

	1Q Results	2Q Forecasts	1H Forecasts
Overall visitors	93%	101%	97%
Via WEB	82%	101%	91%
Exhibition visitors	106%	99%	103%

- 2Q: Efforts to strengthen WEB marketing to mitigate the risk of a downturn in visits as a result of the further spread of COVID-19

Number of Orders by Type of Construction

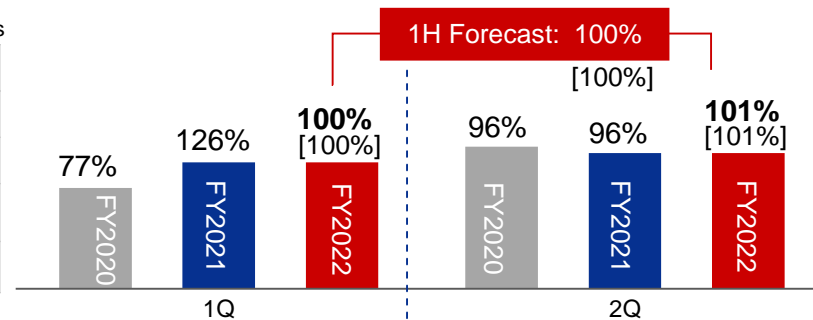
		*%: YoY		
		1Q Results	2Q Forecasts	1H Forecasts
Detached Houses	Rebuilding	100%	110%	105%
	New construction*1	94%	97%	96%
	Subdivision housing	102%	103%	103%
	Of which, ready-built houses	110%	102%	106%
Total (Including apartment buildings)		100%	101%	100%

*1 Land: Client arrangement

Order Results and Plan

New Housing Orders (Units, YoY)

* Figures in parentheses are initial plans (Apr.)



Measures to Acquire Orders in 1H FY2022

Attracting customers

- Refined customer creation and nurturing methods that integrate face-to-face and digital proposals

- Strengthened WEB marketing
- Expanded the Heimfest membership site nationwide

Product Strategies

- Promoted the overwhelming appeal of Smart House and resilience

- Strengthened ZEH, solar power generation system, and storage battery proposal
- Expanded to one-story houses, houses in snow accumulation areas, and apartment buildings

Land Strategies

- Actively introduced subdivisions and ready-built houses centered on detached housing town planning

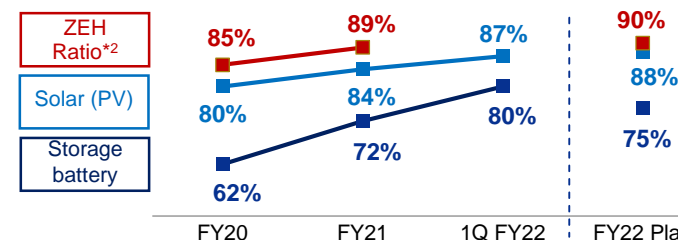
- Number of 1Q new lots sold: 108% YoY (of which ready-built houses 122%)
- Accelerated efforts to expand sales of 50th anniversary projects (total 26 projects/990 lots)

- Expand development and strengthen use of experience-based facilities
- Museum + GREENMODEL PARK: 64 locations (forecast as of the end of September 2022)

- Launch the wood-based GTU-V GREENMODEL product (July)

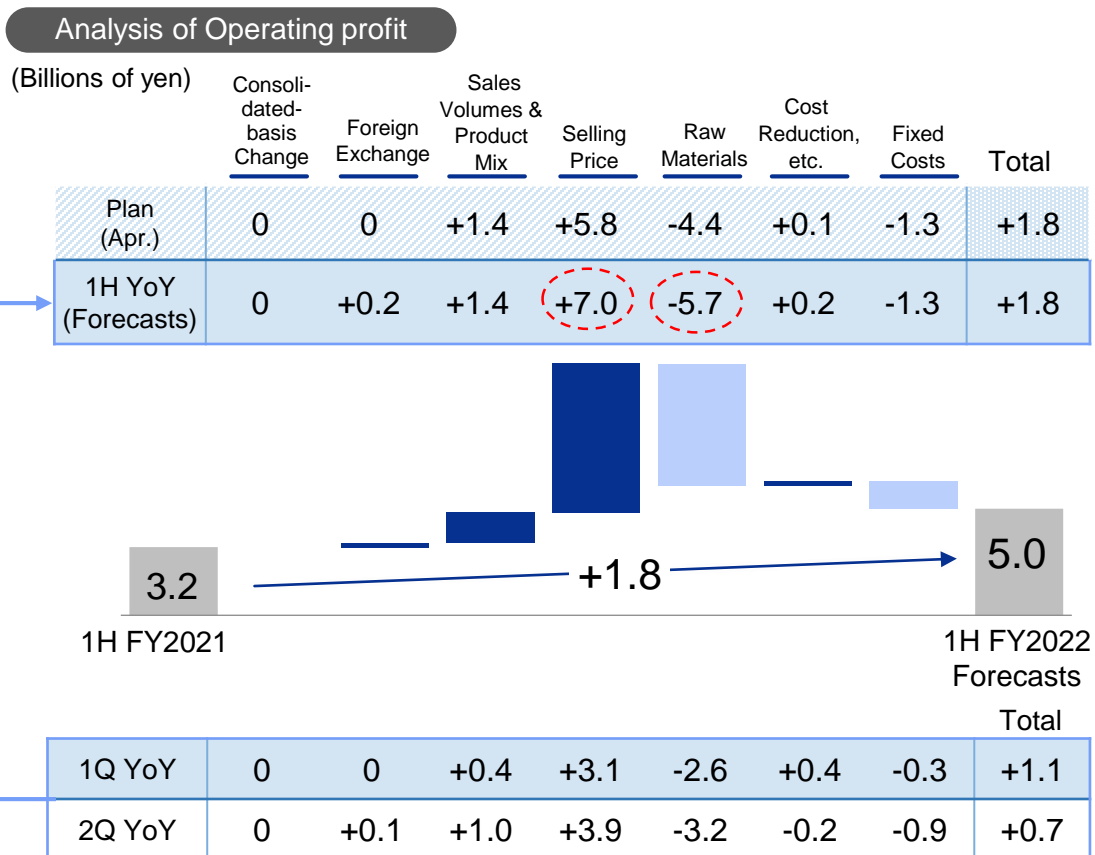
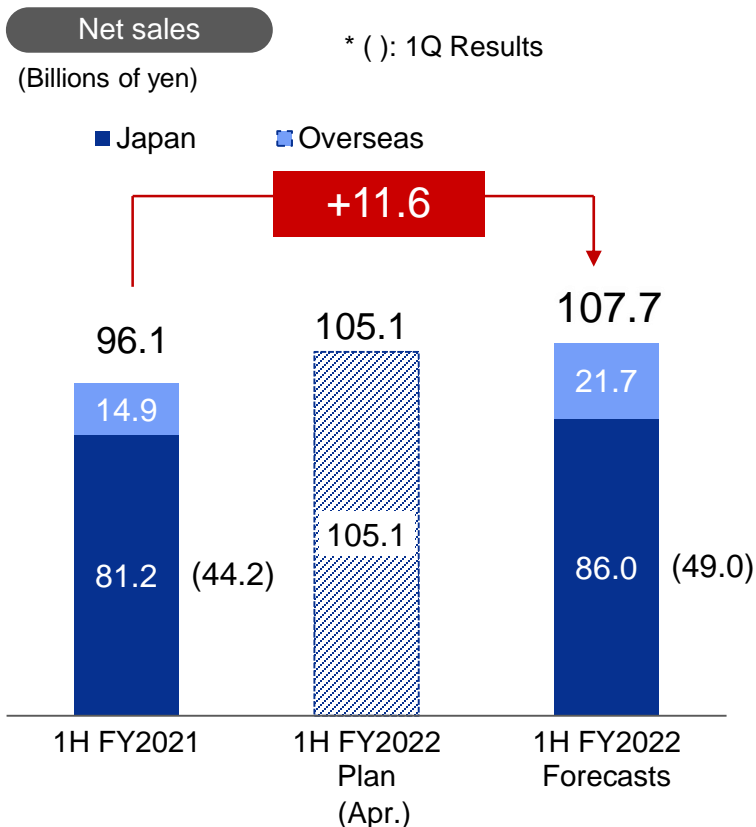
Smart House-related Indicators (YoY)*

* Detached house order installation



■ Despite the ongoing impact of soaring raw material costs, take thoroughgoing steps to secure margins by improving selling prices; in projecting a certain degree of recovery in demand, expected to achieve 1H operating profit plans, which hit a record high in the 1Q

- Japan: Firm housing demand
- Overseas: Ongoing modest recovery in aircraft-related demand
- Common: Continued firm semiconductor-related capital investment demand

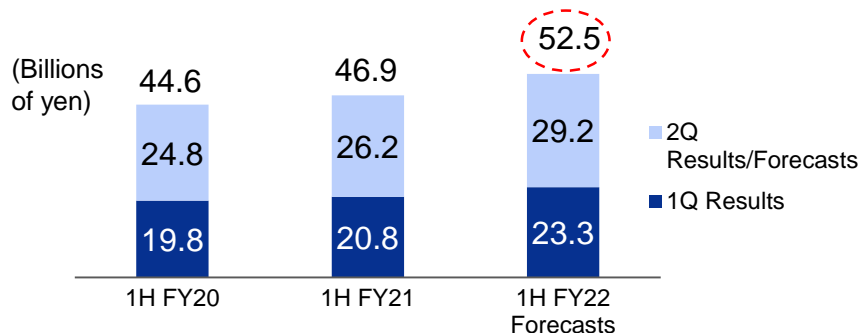


- Sales projected to increase due mainly to the effects of improvement in selling prices in each of the three strategic fields

Net Sales Trends and 1H Progress

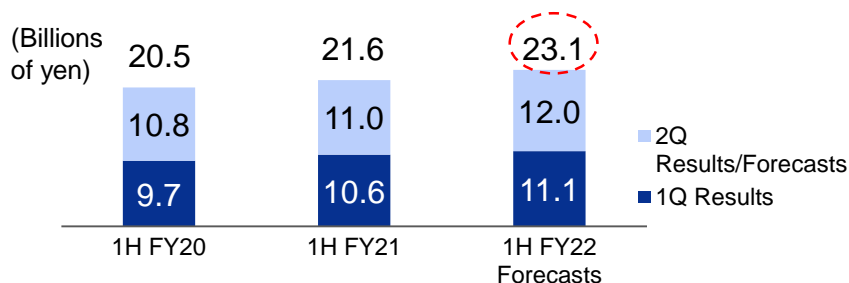
Piping and Infrastructure

- Firm detached house demand, progress in improving selling prices
- Continued firm semiconductor-related capital investment demand (Industrial piping materials)



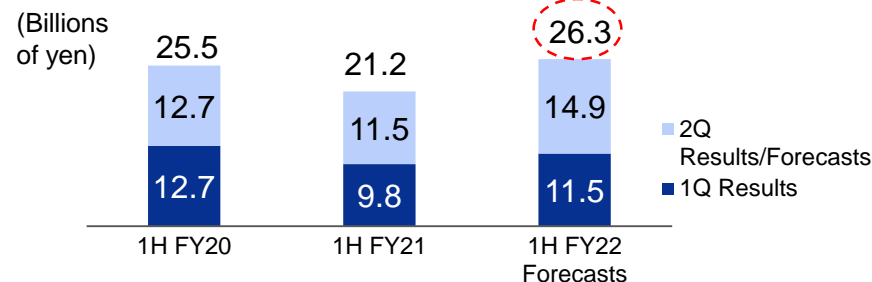
Building and Living Environment

- Firm new construction, apartment building, and renovation demand
- Focus on improving selling prices (2Q)



Advanced Materials

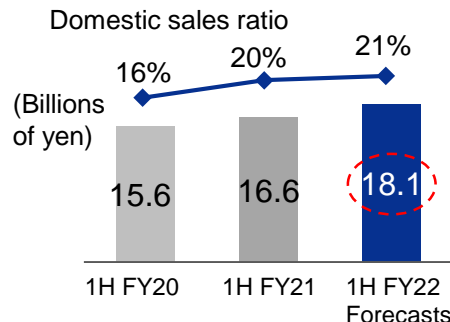
- Sheets: Recovery trend in domestic and repair aircraft-related demand; steady progress in medical application development
- FFU (railway sleeper): Despite ongoing property delays, signs of a recovery in North America demand



Prioritized Product*1 Sales and Overseas Sales*2

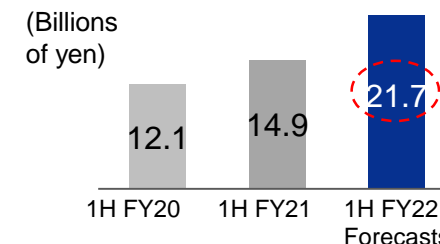
- Prioritized products: Piping and Infrastructure growth
- Overseas sales: Firm trends in overseas aircraft-related sheets and industrial piping materials

Prioritized Products Sales



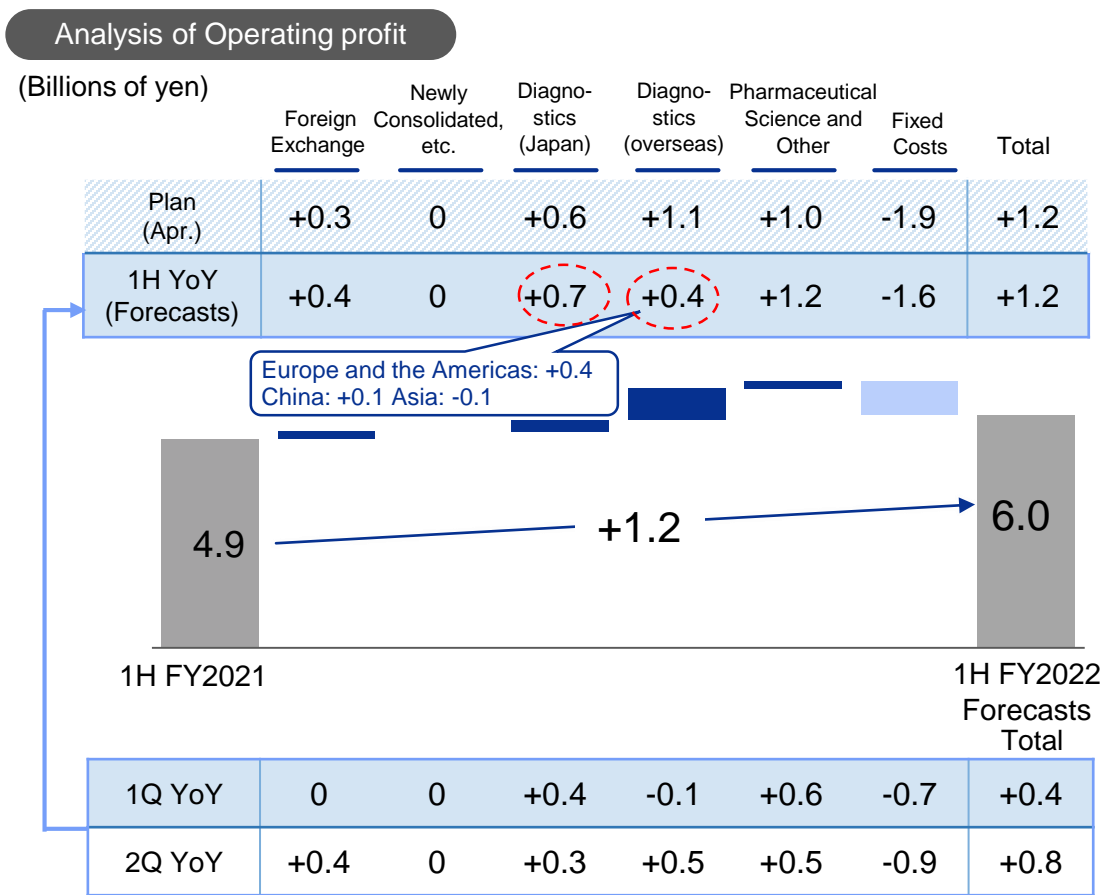
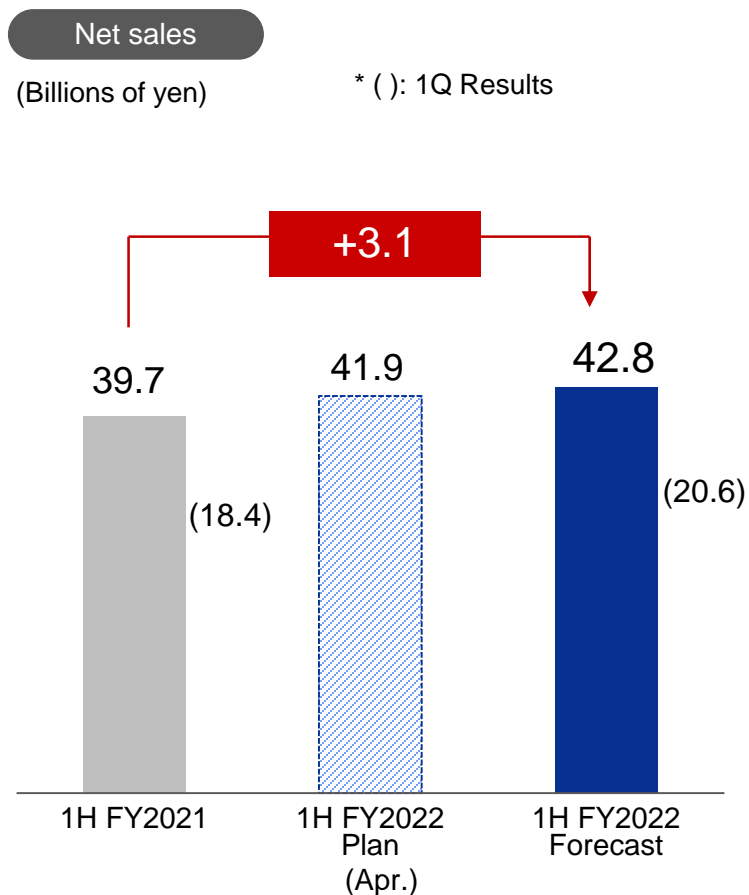
*1 Prioritized products: High-value-added products with the potential for market growth and substitutability

Overseas Sales



*2 Including the export of domestic products

- Despite delays in authorizing COVID-19 diagnostics kits (new product) in the U.S. and the impact of lockdowns in China, firm trends in the Diagnostics Reagents (Japan) and Pharmaceutical Sciences businesses
- Working to control fixed costs, projected to achieve 1H operating profit plans (1H record high)

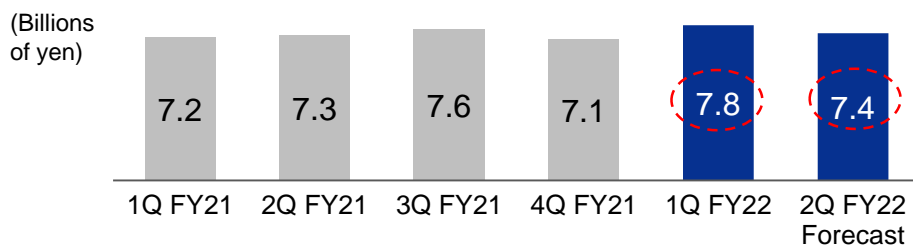


- Continued recovery trend in outpatient test demand (Diagnostics) both in Japan and overseas; steady trends in the Pharmaceutical Sciences Business in line with plans

Net sales by Business and Overview of Progress

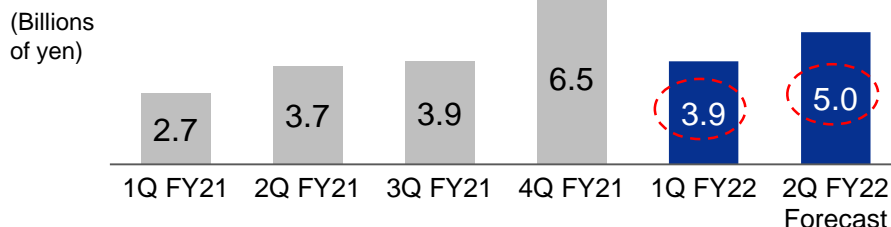
Diagnostics (Japan)

- In addition to the recovery in general outpatient test demand, increase in COVID-19 diagnostic kit demand



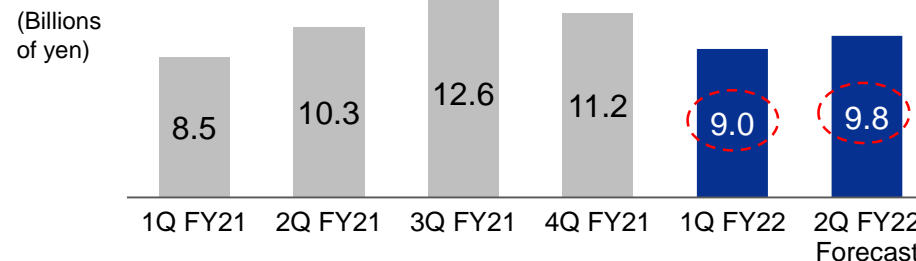
Pharmaceutical Sciences (Pharmaceutical and Fine Chemicals, Drug Development Solutions, Enzymes)

- Continued robust new Pharmaceutical and Fine Chemicals orders
- Both Drug Development Solutions (contract test) and Enzymes progress in line with plans



Diagnostics (overseas)

- Decrease in 1Q outpatient test demand owing to the impact of lockdowns in China
- Recovery trend in outpatient test demand in Europe and the U.S.
- Decrease in diagnostics demand in Asia (Singapore)



Development of New Products and Other

- Delays in authorizing COVID-19 diagnostics kits (new product) in the U.S., plans in place for partial reapplication
- Japan 1Q: Brought to market two products including RSV-Adeno antigen diagnostics reagent (improved product)
2Q: Plans to bring to market COVID-19-FLU antigen diagnostics reagent (combination kit) and COVID-19- RSV-Adeno antigen diagnostics reagent (combination kit)
- Gene Testing Center (U.S.): Strengthen and accelerate equipment and software development structures and systems

Financial Results

1Q FY2022

Number of Consolidated Companies	Mar. 31, 2022	June 30, 2022
Consolidated Subsidiaries	155	155
Affiliates (Equity Method)	8	8

Summary of Profit and Loss

(Billions of yen)	1Q FY2021	1Q FY2022	Difference
Net sales	248.6	282.3	+33.7
Gross profit	77.9	84.5	+6.6
Gross profit margin	31.4%	30.0%	-1.4%
Selling, general and administrative expenses	66.8	70.7	+3.9
Operating profit	11.1	13.8	+2.7
Share of profit of entities accounted for using equity method	0.3	0	-0.2
Other non-operating income and expenses	1.7	7.5	+5.8
Ordinary profit	13.1	21.4	+8.3
Extraordinary income	6.3	-	-6.3
Extraordinary losses	0.3	0.5	+0.1
Profit before income taxes	19.0	20.9	+1.9
Income taxes, etc.	6.2	6.1	-0.2
Profit attributable to non-controlling interests	0.2	0.3	+0.1
Profit attributable to owners of parent	12.5	14.6	+2.0

Foreign exchange gain: +5.5

Absence of the previous FY sale of shares: -6.3

Foreign exchange (Avg. rate)	1US\$	109 yen	130 yen
	1€	132 yen	138 yen

Balance Sheets (Assets)

(Billions of yen)	Mar. 31, 2022	Jun. 30, 2022	Difference
Cash and deposits	144.5	107.7	-36.8
Trade receivables	186.5	178.5	-8.0
Inventories	243.8	269.9	+26.0
Other current assets	34.6	39.5	+5.0
Property, plant and equipment	365.3	377.3	+12.0
Intangible assets	46.7	48.5	+1.7
Investment securities	130.7	130.8	+0.1
Investments and other assets	46.8	48.3	+1.5
Total assets	1,198.9	1,200.4	+1.5

Inventories (B/S item)	Jun.30 2022	Difference
Ready-built housing (products)	28.0	+2.2
Prepared land for subdivision housing	54.6	-0.7
Land under preparation (work in process)	13.2	+2.7
Housing under construction (work in process)	37.5	+6.4
Components, other (raw materials)	7.8	+1.3
Housing Total	141.1	+11.9
Non-residential total (products, other)	128.8	+14.1
Inventories Total	269.9	+26.0

Purchase +14.5
 Depreciation -10.3
 Foreign exchange +8.3

Foreign exchange: +24.7
 Actual basis: -23.3

Balance Sheets (Liabilities & Net Assets)

(Billions of yen)	Mar. 31, 2022	Jun. 30, 2022	Difference	
Non-interest-bearing liabilities	373.6	369.7	-3.9	
Interest-bearing liabilities	122.6	123.6	+1.0	
(Net interest-bearing liabilities)	(-22.0)	(-15.9)	(+37.8)	
Total liabilities	496.2	493.2	-2.9	
Share capital etc.	209.0	208.5	-0.6	
Retained earnings	448.0	438.2	-9.8	Net income +14.6
Treasury shares	-44.6	-45.3	-0.7	Dividends paid -11.1
Valuation difference on available-for-sale securities	33.7	33.9	+0.2	Cancellation of treasury shares -13.2
Non-controlling interests	28.1	27.7	-0.4	
Other net assets	28.5	44.2	+15.7	Cancellation of treasury shares +13.2
Total net assets	702.8	707.1	+4.4	Purchases of treasury shares -14.1
Total liabilities and net assets	1,198.9	1,200.4	+1.5	Foreign currency translation adjustment +16.0
Equity-to-asset ratio (%)	56.3%	56.6%	+0.3%	
D/E ratio (Net)	-0.03	0.02	+0.06	

Net income +14.6
Dividends paid -11.1
Cancellation of treasury shares -13.2

Cancellation of treasury shares +13.2
Purchases of treasury shares -14.1

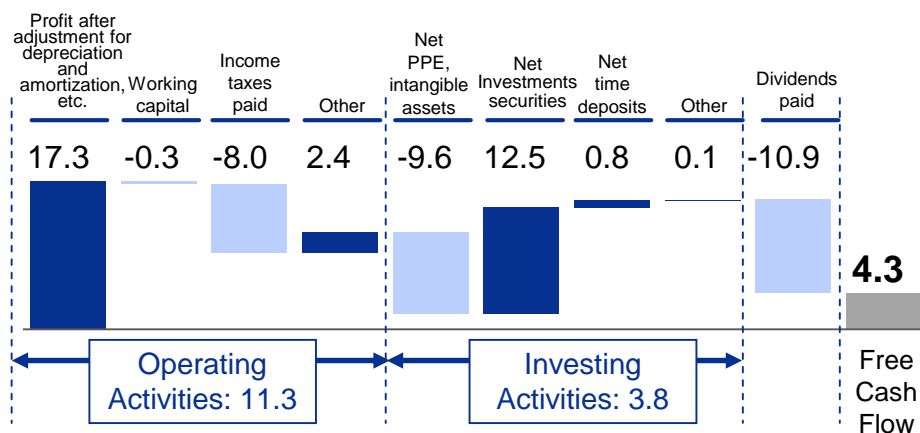
Foreign currency translation adjustment +16.0

Consolidated Cash Flows

(Billions of yen)	1Q FY2021	1Q FY2022
Cash flows from operating activities	11.3	-2.1
Cash flows from investing activities	3.8	-10.2
Cash flows from financing activities	-17.7	-28.5
Net increase in cash and cash equivalents	-2.5	-37.6
Cash and cash equivalents at end of period	74.2	96.1
Free cash flow =Cash flows from operating activities + Cash flows from investing activities - Dividends paid	4.3	-23.6

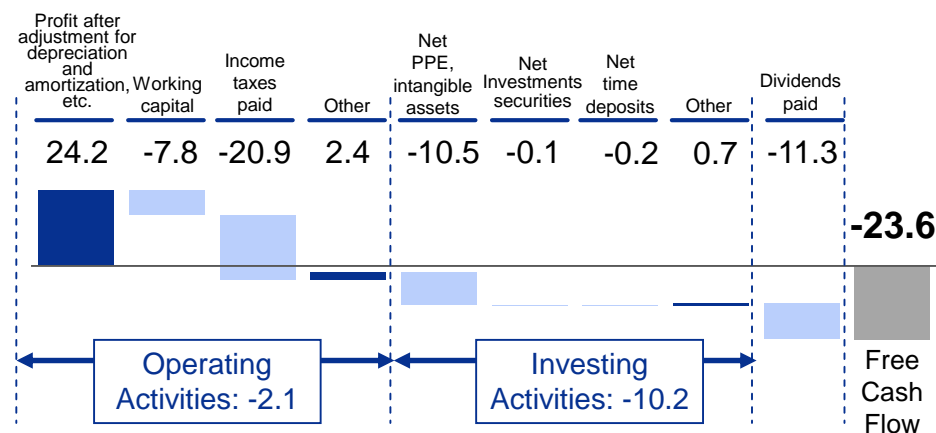
1Q FY2021 Free Cash Flow

(Billions of yen)



1Q FY2022 Free Cash Flow

(Billions of yen)

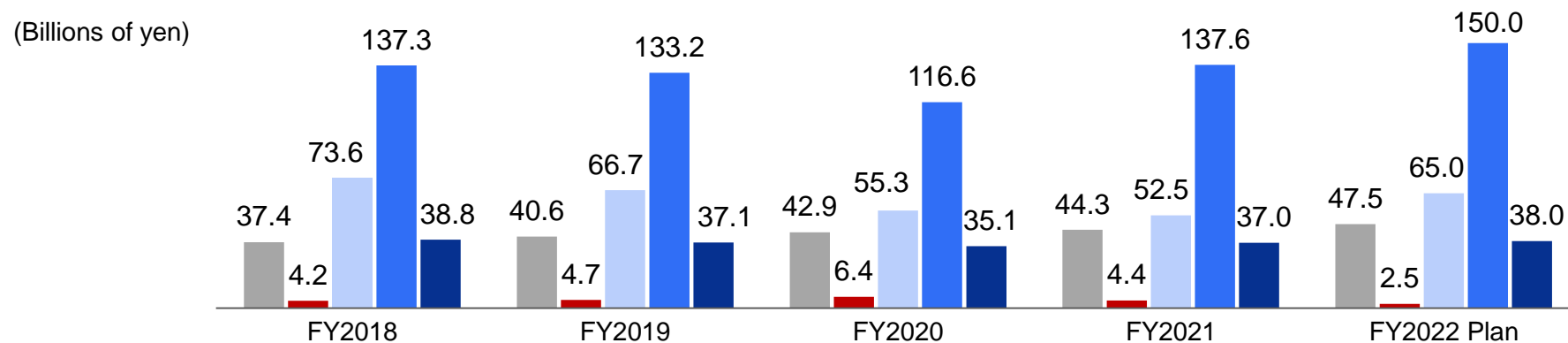


Depreciation, Amortization, Capital Expenditures, Research and Development Expenditure

(Billions of yen)	1Q FY2021	1Q FY2022	Difference	FY2021	FY2022 Plan	Difference
Depreciation	10.7	11.4	+0.8	44.3	47.5	+3.2
Goodwill and other amortization	1.6	0.6	-1.0	4.4	2.5	-1.9
Capital expenditures	11.9	16.4	+4.5	52.5	65.0	+12.5
EBITDA	23.4	25.9	+2.5	137.6	150.0	+12.4
Research and development expenditure	8.6	9.2	+0.6	37.0	38.0	+1.0

Depreciation, Amortization, Capital Expenditures, Research and Development Expenditure

■ Depreciation ■ Goodwill and other amortization ■ Capital expenditures ■ EBITDA ■ Research and development



*1 Depreciation does not include amortization of M&A intangible assets

*2 Goodwill and other amortization = Amortization of goodwill + Amortization of M&A intangible assets

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

Housing Company Results and Plan

1. Main data in Housing business

		FY2022		FY2021		
		1Q	1H Forecasts	1Q	1H	
					1H	2H
CONSOLIDATED	Net Sales (Billions of yen)	115.7	263.0	105.5	249.8	265.4
	Housing	76.6	178.7	68.7	171.6	183.1
	Renovation	21.2	48.1	20.6	45.9	46.2
	Other	17.9	36.2	16.2	32.4	36.1
	Real estate	12.8	26.3	12.1	24.7	25.8
	Residential Services	1.7	3.8	1.8	3.8	4.1
	Town and Community Development	2.6	4.3	1.7	2.8	5.1
	Overseas	0.4	1.0	0.3	0.6	0.6
OTHERS	1.Number of houses sold (Housing units)	2,070	5,330	1,860	5,040	5,370
	Detached houses	1,985	4,980	1,805	4,830	5,060
	Housing/Rebuilding	1,660	4,195	1,500	4,075	4,330
	Ready-built houses	325	785	305	755	730
	Apartment buildings, other	85	350	55	210	310
	2. Main data					
	Prices <Sales subsidiaries: Detached houses>/ Unit (Millions of yen)	32.9	-	31.3	31.6	32.1
	Prices <Sales subsidiaries: Detached houses>/ Tsubo (3.3 Square meter)(Thousands of yen)	937	-	897	895	907
	Floor space (Square meter)	115.8	-	115.4	116.4	116.8
	Exhibition places (Units)	-	431	-	435	430
Sales staff (Number of person)	2,530	2,465	2,620	2,533	2,354	

Housing Company Results and Plan

2. Housing orders

(Millions of yen)

		FY2022		FY2021			FY2020	
		1Q	1H Forecasts	1Q	1H	2H	1H	2H
New construction Renovation	Year-start Backlog	185,000	-	184,800	192,500	192,500	205,400	194,500
	Growth Rate	±0%	-	-10%	-10%	-1%	-6%	-11%
	New Orders	96,543	212,286	91,898	200,607	198,850	175,319	190,806
	Growth Rate	+5%	+6%	+31%	+14%	+4%	-14%	-1%
	Sales of Housing/Renovation	86,243	202,986	77,698	192,907	206,350	186,219	200,506
	Growth Rate	+11%	+5%	+2%	+4%	+3%	-10%	-2%
	End-balance	195,300	194,300	199,000	192,500	185,000	194,500	184,800
	Growth Rate	-2%	+1%	±0%	-1%	±0%	-11%	-10%

3. Housing starts

(Units)

		FY2021		FY2021		
		1Q	1H Forecasts	1Q	1H	2H
Housing starts		212,200	427,900	221,011	445,674	420,235
Privately-owned houses (included in above) + Houses for sale starts=A		99,100	200,700	107,961	220,321	205,082
Detached house sales by our company=B (Unit base)		1,985	4,980	1,805	4,830	5,060
Our share=B/A		2.0%	2.5%	1.7%	2.2%	2.5%

* "Housing starts" and "Privately-owned houses" after 1Q of FY2022 are based on forecasts

4. The ratio of houses equipped with smart specifications

		FY2022		FY2021		
		1Q	1H Forecasts	1Q	1H	2H
Solar power generation systems installed		87%	88%	83%	83%	84%
Storage battery installed		80%	81%	69%	69%	74%
Comfortable Air System		72%	73%	73%	72%	72%



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.

Note: In the case of numerical values denominated in billions of yen, numbers below a billion are rounded up or down to the nearest hundred million