



Daiwa House[®]
Group

Financial Highlights for FY2013 1Q 2014年3月期 第1四半期 決算概要

(For the 3 months from April 1, 2013 to June 30, 2013)

大和ハウス工業株式会社
Daiwa House Industry Co.,Ltd.

(2013.8)

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 連結キャッシュ・フロー計算書

Notes: 1. The business forecasts are based on assumptions in light of information available as of the date of announcement of this material, and the factors of uncertainty that may possibly impact the future results of operations. The Company's actual results may differ significantly from those presented herein as a consequence of numerous factors.
2. Amounts less than one unit are omitted in this material.

注: 1. 本資料の予想数値は、当資料の発表日までに入手可能な情報に基づき作成したものであり、実際の業績は、今後様々な要因によって異なる結果となる場合があります。
2. 単位未満は切り捨てて表示しております。

Summary of Account Settlement in FY2013 1Q : Overview
 決算概要 総括

(¥ 100 Million/億円)

	Consolidated 連結				Non-consolidated 個別			
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期	YOY 前年同期比		FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期	YOY 前年同期比	
			Amounts 増減額	Ratio 増減率			Amounts 増減額	Ratio 増減率
Net sales 売上高	4,464	5,780	1,315	29.5%	2,732	3,154	422	15.4%
Operating income 営業利益	248	286	38	15.3%	160	223	63	39.4%
Ordinary income 経常利益	255	294	39	15.5%	273	335	62	22.8%
Net income 四半期純利益	122	185	62	51.2%	170	250	79	46.7%
Basic net income per share (¥) 1株当たり四半期 純利益 (円)	21.24	32.11	10.87	51.2%				

(¥ 100 Million/億円)

	Consolidated 連結				Non-consolidated 個別			
	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比		Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比	
			Amounts 増減額	Ratio 増減率			Amounts 増減額	Ratio 増減率
Total assets 総資産	23,712	23,933	221	0.9%	16,341	16,399	58	0.4%
Net assets 純資産	7,348	7,441	92	1.3%	6,090	6,128	37	0.6%
Net assets per share (¥) 1株当たり純資産 (円)	1,267.77	1,276.01	8.24	0.6%				

- Net sales, operating income, ordinary income, and net income were all at record-high levels.
売上高・営業利益・経常利益・四半期純利益ともに過去最高。
- Net sales increased for the third consecutive year, while operating income and ordinary income increased for the fifth consecutive year.
売上高は3期連続増収。営業利益・経常利益は5期連続増益。

Group companies

グループの概要

	Number of companies 企業数			Notes 備考
	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 増減	
Parent company (Daiwa House Industry) 親会社 (大和ハウス工業)	1	1	-	
Consolidated subsidiaries 連結子会社	92	101	9	Included: 10 (7); Excluded: 1 増加 10社 (7); 減少 1社
Equity-method affiliates 持分法適用関連会社	17	18	1	Included: 2; Excluded: 1 増加 2社; 減少 1社
Unconsolidated subsidiaries 非連結子会社	1	1	-	
Affiliated companies not accounted for by equity method 持分法非適用関連会社	2	2	-	
Total 計	113	123	10	

* Overseas companies are shown in parentheses (). ※() 内は、海外会社数です。

Summary of Account Settlement in FY2013 1Q : Overview

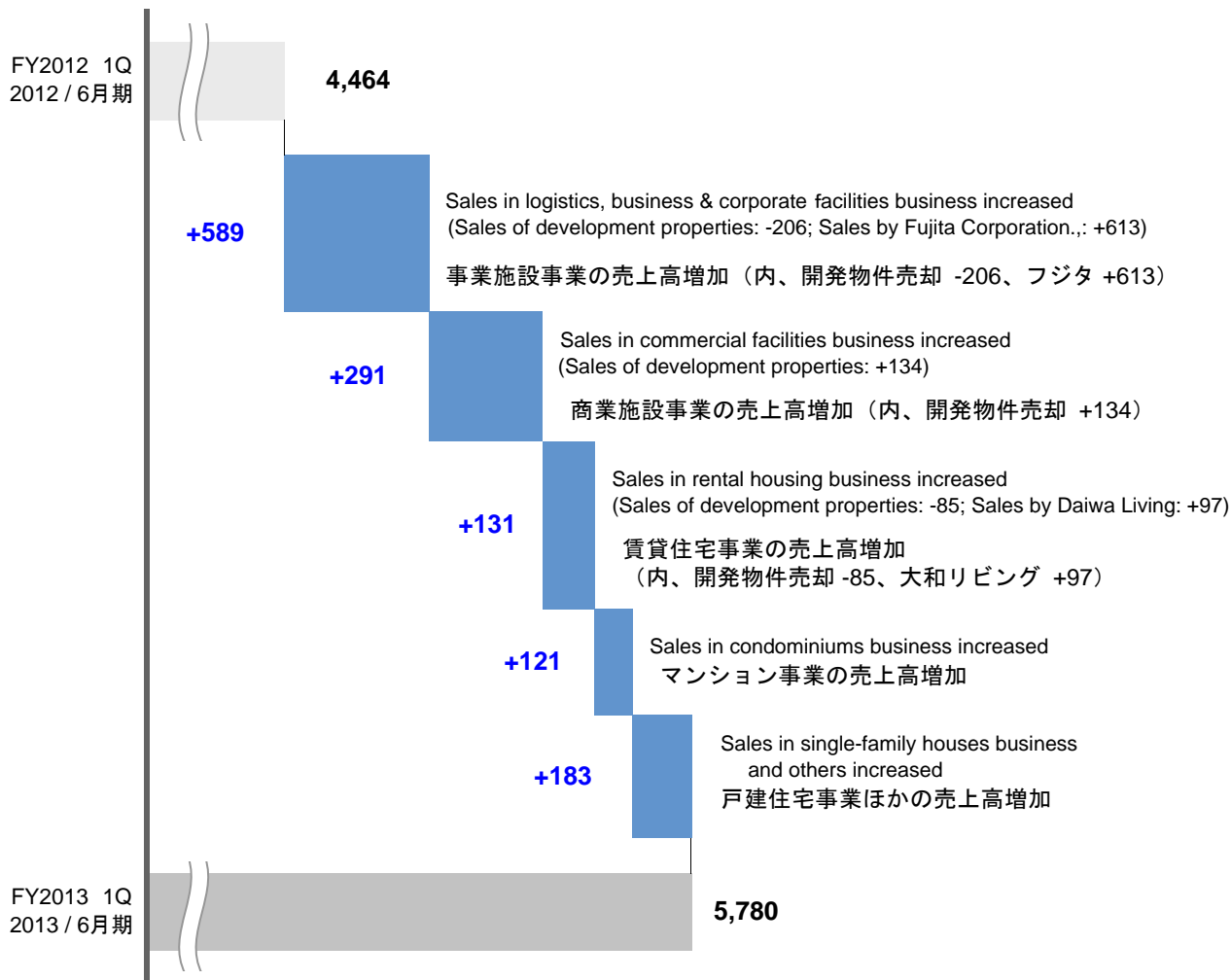
決算概要 総括

Major factors for changes in net sales and operating income

売上高、営業利益の増減要因

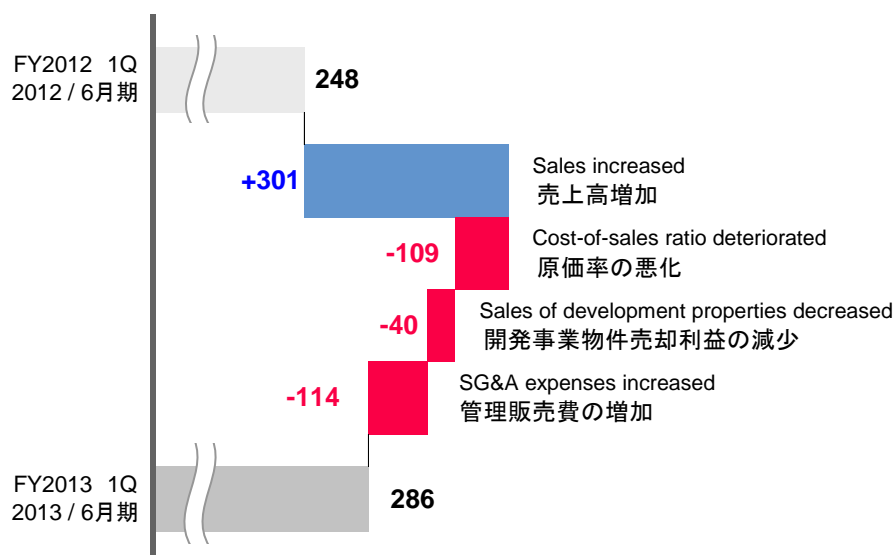
Net sales

売上高 (¥ 100 Million/億円)



Operating income

営業利益 (¥ 100 Million/億円)



Summary of Profits ①
 損益の概要 ①

(¥ 100 Million/億円)

	FY2012 1Q 2012年6月期		FY2013 1Q 2013年6月期			
	Results 実績	Proportion 構成比	Results 実績	Proportion 構成比	YOY 前年同期比	
					Amounts 増減額	Ratio 増減率
Net sales 売上高	4,464	100.0%	5,780	100.0%	1,315	29.5%
Cost of sales 売上原価	3,542		4,706		1,163	32.8%
Gross profit 売上総利益	921	20.6%	1,074	18.6%	152	16.5%
SG&A expenses 管理販売費	673		787		114	17.0%
Operating income 営業利益	248	5.6%	286	5.0%	38	15.3%
Non-operating income 営業外収益	34		35		1	4.4%
Non-operating expenses 営業外費用	27		27		-0	-0.3%
Ordinary income 経常利益	255	5.7%	294	5.1%	39	15.5%
Extraordinary income 特別利益	2		11		9	411.9%
Extraordinary losses 特別損失	63		2		-61	-96.2%
Income before income taxes and minority interests 税金等調整前四半期純利益	193		304		110	57.0%
Net income 四半期純利益	122	2.8%	185	3.2%	62	51.2%

Summary of Profits ②
 損益の概要 ②

Lower of cost or market methods (inventories)
 たな卸低価法

	(¥ 100 Million/億円)		
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期	Change 増減額
Lower of cost or market methods (inventories) たな卸低価法	4	2	-1
Condominiums マンション	0	-	-0
Single-family houses 住宅	3	2	-1
Others その他	0	-	-0

SG&A expenses
 管理販売費

	(¥ 100 Million/億円)		
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期	Change 増減額
Personnel costs (incl. welfare expenses) 人件費 (福利厚生費含む)	416	474	58
Advertising & promotion expenses 広告宣伝費・販売促進費	65	72	6
Sales commission 販売手数料	25	28	3
Correspondence & transportation expenses 通信交通費	38	44	5
Others その他	127	167	39
Total 管理販売費 計	673	787	114

Extraordinary income
 特別利益

	(¥ 100 Million/億円)		
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期	Change 増減額
Gains on sales of noncurrent assets 固定資産売却益	0	10	10
Gain on sales of investment securities 投資有価証券売却益	-	0	0
Gain on revision of retirement benefit plan 退職給付制度改定益	2	-	-2
Others その他	-	0	0
Total 特別利益 計	2	11	9

Extraordinary losses
 特別損失

	(¥ 100 Million/億円)		
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期	Change 増減額
Loss on valuation of investment securities 投資有価証券評価損	61	-	-61
Impairment loss 減損損失	0	1	1
Others その他	2	1	-1
Total 特別損失 計	63	2	-61

Consolidated Balance Sheets ① Assets
 連結貸借対照表 ①資産の部

	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Current assets 流動資産	9,815	9,742	-73	-0.8%
Noncurrent assets 固定資産	13,896	14,191	294	2.1%
Property, plant and equipment 有形固定資産	8,026	8,143	117	1.5%
Intangible assets 無形固定資産	802	829	27	3.4%
Investments and other assets 投資その他の資産	5,067	5,217	149	3.0%
Total assets 資産 合計	23,712	23,933	221	0.9%

Major factors for changes from the previous fiscal year-end
 主な増減理由

- **【Current assets】** Decrease in current assets due partly to a fall in notes and accounts receivable from completed construction contracts and other.
 【流動資産】 売掛債権の減少等により、流動資産が減少。
- **【Property, plant and equipment】**
 Increase in property, plant and equipment due to acquisition of real estate for investment, etc.
 【有形固定資産】 投資用不動産の取得等により有形固定資産が増加。
- **【Intangible assets】** Goodwill increased ¥2.2 billion mainly due to consolidation of Cosmos Initia, etc.
 【無形固定資産】 コスモスイニシアの新規連結等により、のれんが22億円増加。
- **【Investments and other assets】** Long-term loans receivable, lease and guarantee deposits increased, due partly to inclusion of Cosmos Initia Co., Ltd. into a new consolidated subsidiary.
 【投資その他の資産】 コスモスイニシアの新規連結等により、長期貸付金及び敷金・保証金が増加。

Inventories
 たな卸資産

	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Costs on uncompleted construction contracts 未成工事支出金	217	256	39	18.1%
Land for sale 販売用土地	2,805	2,965	160	5.7%
for houses 内、戸建	1,034	1,090	55	5.4%
for condominiums 内、マンション	1,108	1,211	103	9.4%
for china business 内、中国事業	157	170	12	8.1%
for logistics, business & corporate facilities 内、事業用	403	392	-11	-2.7%
Buildings for sale 販売用建物	712	734	22	3.1%
for houses 内、戸建	197	223	25	13.0%
for condominiums 内、マンション	337	345	7	2.4%
for china business 内、中国事業	54	61	7	13.1%
for logistics, business & corporate facilities 内、事業用	79	55	-24	-30.5%
Others その他	251	287	36	14.5%
Total assets たな卸資産 合計	3,985	4,244	258	6.5%

Property, plant and equipment
 有形固定資産

	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Buildings & structures 建物・構築物	3,450	3,415	-34	-1.0%
Land 土地	3,963	4,003	40	1.0%
Others その他	612	724	111	18.2%
Total property, plant and equipment 有形固定資産 合計	8,026	8,143	117	1.5%

Consolidated Balance Sheets ② Liabilities and Net Assets
 連結貸借対照表 ②負債・純資産の部

	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Liabilities 負債	16,363	16,491	128	0.8%
Current liabilities 流動負債	7,175	7,105	-70	-1.0%
Noncurrent liabilities 固定負債	9,188	9,386	198	2.2%
Net assets 純資産	7,348	7,441	92	1.3%
Shareholders' equity 株主資本	7,219	7,185	-33	-0.5%
Accumulated other comprehensive income その他の包括利益累計額	116	197	81	69.3%
Minority interests 少数株主持分	12	58	45	361.2%
Total liabilities & net assets 負債・純資産 合計	23,712	23,933	221	0.9%

Interest-bearing liabilities
 有利子負債

	Mar. 31, 2013 2013 / 3末	Jun. 30, 2013 2013 / 6末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Short-term loans payable 短期借入金	74	90	15	20.7%
Current portion of bonds payable 1年内償還予定の社債	0	1	0	131.6%
Current portion of long-term loans payable 1年内返済予定の長期借入金	389	417	27	7.1%
Commercial papers コマーシャル・ペーパー	-	250	250	-
Bonds payable 社債	1,306	1,309	2	0.2%
Long-term loans payable 長期借入金	1,975	2,039	64	3.2%
Total (excl. lease obligations) 有利子負債（リース債務除く）計	3,747	4,108	360	9.6%
Debt-equity ratio D/Eレシオ	0.51	0.56	+0.05pt	
Net debt-equity ratio ネットD/Eレシオ	0.17	0.24	+0.07pt	
Net assets ratio 自己資本比率	30.9%	30.9%	-0.0pt	

Business Segment Information ①
 セグメント情報 ①

(¥ 100 Million/億円)

Sales 売上高	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期		
	Results 実績	Results 実績	YOY 前年同期比	
			Amounts 増減額	Ratio 増減率
Single-Family Houses 戸建住宅	706	820	113	16.0%
Rental Housing (Building contracting & management) 賃貸住宅	1,356	1,488	131	9.7%
Condominiums マンション	332	453	121	36.4%
Existing Home Business 住宅ストック	174	183	9	5.3%
Commercial Facilities 商業施設	743	1,035	291	39.2%
Logistics, Business & Corporate Facilities 事業施設	616	1,205	589	95.6%
<i>Fujita Corporation</i> 内、フジタ	-	613	613	-
Health & Leisure 健康余暇	140	156	15	11.1%
Other Businesses その他	612	699	86	14.2%
<i>Overseas (Suzhou)</i> 内、海外 (蘇州)	25	10	-14	-57.5%
(Adjustment) (調整額)	(219)	(262)	-42	-
Total 合計	4,464	5,780	1,315	29.5%

(¥ 100 Million/億円)

Operating income 営業利益	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期				
	Results 実績	Results 実績	YOY 前年同期比		Operating margin 営業利益率	
			Amounts 増減額	Ratio 増減率	YOY Change 増減	
Single-Family Houses 戸建住宅	12	25	13	108.4%	3.1%	+1.4pt
Rental Housing (Building contracting & management) 賃貸住宅	117	128	11	9.6%	8.6%	-0.0pt
Condominiums マンション	19	28	9	49.3%	6.3%	+0.5pt
Existing Home Business 住宅ストック	10	16	6	58.8%	9.0%	+3.0pt
Commercial Facilities 商業施設	87	144	57	65.2%	14.0%	+2.2pt
Logistics, Business & Corporate Facilities 事業施設	61	1	-60	-97.8%	0.1%	-9.9pt
<i>Fujita Corporation</i> 内、フジタ	-	-13	-13	-	-	-
Health & Leisure 健康余暇	-3	-3	0	-	-	-
Other Businesses その他	16	22	5	36.2%	3.2%	+0.6pt
<i>Overseas (Suzhou)</i> 内、海外 (蘇州)	7	3	-4	-54.0%	-	-
(Adjustment) (調整額)	(72)	(76)	-4	-	-	-
Total 合計	248	286	38	15.3%	5.0%	-0.6pt

Business Segment Information ②
セグメント情報 ②

(¥ 100 Million/億円)

Sales 売上高	FY2012 1Q 2012 / 6月期			FY2013 1Q 2013 / 6月期		
	Construction / Sales of housing subdivisions 請負・分譲	Rental Management 賃貸・管理	Sales of development properties 開発物件売却	Construction / Sales of housing subdivisions 請負・分譲	Rental Management 賃貸・管理	Sales of development properties 開発物件売却
Rental Housing 賃貸住宅	639	629	87	758	728	2
Condominiums マンション	201	131	-	312	140	-
Commercial Facilities 商業施設	415	328	-	555	345	134
Logistics, Business & Corporate Facilities 事業施設	309	90	215	1,105	91	9

(¥ 100 Million/億円)

Gross Margin 売上総利益(粗利)	FY2012 1Q 2012 / 6月期			FY2013 1Q 2013 / 6月期		
	Construction / Sales of housing subdivisions 請負・分譲	Rental Management 賃貸・管理	Sales of development properties 開発物件売却	Construction / Sales of housing subdivisions 請負・分譲	Rental Management 賃貸・管理	Sales of development properties 開発物件売却
Rental Housing 賃貸住宅	153	79	15	187	74	0
Condominiums マンション	42	18	-	66	19	-
Commercial Facilities 商業施設	98	69	-	136	72	27
Logistics, Business & Corporate Facilities 事業施設	38	22	55	92	17	3

Breakdown of Rental Real Estates
賃貸等不動産の内訳

(¥ 100 Million/億円)

Book value 簿価	Mar. 31, 2013 2013/3末	Jun. 30, 2013 2013/6末
Rental properties total 賃貸等不動産	4,320	4,432
Real estates available for sale 流動化不動産	2,081	2,047
being rented 稼働中	1,303	1,234
Profit-earning real estates 収益不動産	2,294	2,359
being rented 稼働中	1,916	1,940

(As of end of June 2013 / 2013年6月末現在)

Note: Stated at book value before consolidated elimination.
 注: 連結消去前の簿価で表記しております。

Breakdown of rented real estates available for sale
稼働中流動化不動産の内訳

(¥ 100 Million/億円)

	Mar. 31, 2013 2013/3末			Jun. 30, 2013 2013/6末		
	Book value 簿価	NOI yield NOI利回り	Proportion 構成比	Book value 簿価	NOI yield NOI利回り	Proportion 構成比
Rented real estates available for sale 稼働中流動化不動産	1,303	7.4%	100.0%	1,234	7.7%	100.0%
<i>Rental housing</i> 賃貸住宅	201	9.8%	15.5%	199	9.9%	16.1%
<i>Commercial facilities</i> 商業施設	667	8.2%	51.2%	565	8.5%	45.8%
<i>Logistics, Business & corporate facilities</i> 物流施設・事業施設	434	5.2%	33.3%	469	5.8%	38.1%

Breakdown of rented profit-earning real estates
稼働中収益不動産の内訳

(¥ 100 Million/億円)

	Mar. 31, 2013 2013/3末			Jun. 30, 2013 2013/6末		
	Book value 簿価	NOI yield NOI利回り	Proportion 構成比	Book value 簿価	NOI yield NOI利回り	Proportion 構成比
Rented profit-earning real estates 稼働中収益不動産	1,916	11.1%	100.0%	1,940	11.6%	100.0%
<i>Rental housing</i> 賃貸住宅	268	12.4%	14.0%	259	12.3%	13.7%
<i>Commercial facilities</i> 商業施設	1,390	11.6%	72.6%	1,400	12.2%	72.2%
<i>Logistics, Business & corporate facilities</i> 物流施設・事業施設	232	7.9%	12.1%	255	8.2%	13.2%

Note 1. Definitions of rental real estates

Real estates available for sale : After investing for capital gain, immediately turn into available-for-sale real estate.

Profit-earning real estates : Investment and development real estate for income gain (rental income).

2. NOI is total rental revenues from properties minus total rental expenses from properties.
 NOI yield is calculated by dividing NOI by book value.

注 1. 賃貸等不動産の定義

流動化不動産: 値上がり益を得る目的で投資後、早期に売却可能な不動産
 収益不動産: 賃貸収益を得る目的で投資・開発した不動産

2. NOI = (賃貸事業収入合計) - (賃貸事業費用合計) + (減価償却費の合計)
 NOI利回り = NOI / 簿価

Real Estate Projects in China
中国プロジェクト

■ **Sales status** (As of end of June 2013)

販売状況 (2013年6月末現在)

Project name プロジェクト名	Location 地域	Total units for sale 販売総戸数	Sales starts 販売開始日	Units for sale 販売戸数	(Units / 戸数)
					Application and contract ratio 申込・契約率 (Unit / 戸数)
Yihe Xinghai イワ・セイカイ (頤和星海)	Dalian 大連市	2,123	2010 / 8~	2,082	47.8% (995)
The Grace Residence グレース・レジデンス (和風雅致)	Suzhou 蘇州市	902	2010 / 5~	893	84.3% (753)
Moonlit Garden ムーンリット・ガーデン (呉月雅境)	Wuxi City, Jangsu 江蘇省無錫市	436	2013 / 11~		
The Grace Residence グレース・レジデンス (龍洲伊都)	Changzhou, Jangsu 江蘇省常州市	1,178	2014 / 5~		

Note: The information here is valid as of the date as shown, but plans and their details are subject to future economic trends and regulatory changes related to real estate development by the Chinese national and local authorities.

注:掲載内容については、今後の状況や、中国及び地方自治体の不動産開発にかかわる規定や条例により、計画内容が一部変更されることがあります。

Business Performance Forecasts for FY2013 ①
2014年3月期 業績見通し ①

(¥ 100 Million/億円)

	FY2012 2013年3月期		FY2013 (Forecasts) 2014年3月期 見通し			
	Results 実績	Proportion 構成比	Forecasts 見通し	Proportion 構成比	YOY 前年同期比	
					Amounts 増減額	Ratio 増減率
Net sales 売上高	20,079	100.0%	24,000	100.0%	3,920	19.5%
Cost of sales 売上原価	15,922		19,352		3,429	21.5%
Gross profit 売上総利益	4,157	20.7%	4,648	19.4%	490	11.8%
SG&A expenses 管理販売費	2,877		3,248		370	12.9%
Operating income 営業利益	1,280	6.4%	1,400	5.8%	119	9.4%
Non-operating income 営業外収益	279		120		-159	-57.1%
Non-operating expenses 営業外費用	106		170		63	60.1%
Ordinary income 経常利益	1,453	7.2%	1,350	5.6%	-103	-7.2%
Extraordinary income 特別利益	324		11		-312	-96.4%
Extraordinary losses 特別損失	645		151		-493	-76.5%
Income before income taxes and minority interests 税金等調整前当期純利益	1,132		1,210		77	6.8%
Net income 当期純利益	662	3.3%	730	3.0%	67	10.1%

■ 【Non-operating expenses】 Amortization of actuarial loss for employees' retirement benefits of ¥5.0 billion.

Because estimated figures, such as the base rate, of the Group's pension plan that the parent company and certain of its subsidiaries participate in may be reviewed, we have factored in an amortization of actuarial loss for employees' retirement benefits, a non-operating expense, of ¥5.0 billion in our business performance forecast.

■ 【営業外費用】 退職給付債務計算数理差異償却 50億円。

当社及び一部の連結子会社が加入している企業年金制度について、基礎率等の見積数値の見直しが見込まれることから、営業外費用である退職給付数理差異償却費用として50億円を今回の連結業績見通しに織り込んでおります。

■ China Project: Sales and Profit Plan

中国プロジェクト: 売上・利益計画
 (Exchange rate/ 為替レート: 1RMB = ¥15.0)

(¥ 100 Million/億円)

	Suzhou 蘇州市	Dalian 大連市
	The Grace Residence グレース・レジデンス (和風雅致)	Yihe Xinghai イフ・セイカイ (頤和星海) (50% stake / 50% 持分)
Net sales 売上高	76	-
Operating income 営業利益	15	-
Net income 当期純利益	12	10
Units to be sold (delivered) 売上(引渡し)予定戸数	150	315

Business Performance Forecasts for FY2013 ②
 2014年3月期 業績見通し ②

(¥ 100 Million / 億円)

Sales 売上高	FY2012 2013年3月期	FY2013 (Forecasts) 2014年3月期 見通し		
	Results 実績	Forecasts 見通し	YOY 前年同期比	
			Amounts 増減額	Ratio 増減率
Single-Family Houses 戸建住宅	3,511	3,615	103	2.9%
Rental Housing (Building contracting & management) 賃貸住宅	5,925	6,440	514	8.7%
Condominiums マンション	1,567	1,640	72	4.6%
Existing Home Business 住宅ストック	764	855	90	11.8%
Commercial Facilities 商業施設	3,472	3,700	227	6.6%
Logistics, Business & Corporate Facilities 事業施設	2,514	5,180	2,665	106.0%
<i>Fujita Corporation</i> 内、フジタ	-	2,565	2,565	-
Health & Leisure 健康余暇	614	660	45	7.4%
Other Businesses その他	2,751	3,025	273	9.9%
(Adjustment) (調整額)	(1,042)	(1,115)	-72	-
Total 合計	20,079	24,000	3,920	19.5%

(¥ 100 Million / 億円)

Operating income 営業利益	FY2012 2013年3月期	FY2013 (Forecasts) 2014年3月期 見通し				
	Results 実績	Forecasts 見通し	YOY 前年同期比		Operating margin 営業利益率	
			Amounts 増減額	Ratio 増減率		YOY Change 増減
Single-Family Houses 戸建住宅	125	130	4	3.3%	3.6%	+0.0pt
Rental Housing (Building contracting & management) 賃貸住宅	522	570	47	9.0%	8.9%	+0.0pt
Condominiums マンション	99	70	-29	-29.8%	4.3%	-2.1pt
Existing Home Business 住宅ストック	61	70	8	14.1%	8.2%	+0.2pt
Commercial Facilities 商業施設	459	500	40	8.8%	13.5%	+0.3pt
Logistics, Business & Corporate Facilities 事業施設	206	215	8	3.9%	4.2%	-4.1pt
<i>Fujita Corporation</i> 内、フジタ	-	33	33	-	1.2%	-
Health & Leisure 健康余暇	-2	10	12	-	1.5%	-
Other Businesses その他	98	130	31	32.3%	4.3%	+0.7pt
(Adjustment) (調整額)	(291)	(295)	-3	-	-	-
Total 合計	1,280	1,400	119	9.4%	5.8%	-0.5pt

Note: Sales and operating income by segment include intersegment transactions. / 注: 上記実績には、セグメント間の内部取引を含んでいます。

Orders Received and Sales by Business Segment (Non-consolidated)
 事業別受注高・売上高（個別）

(¥ 100 Million/億円)

■ Orders Received 事業別受注高	FY2012 1Q 2012 / 6月期		FY2013 1Q 2013 / 6月期				
	Units 戸数	Amounts 金額	Units 戸数	Amounts 金額	YOY 前年同期比		
					Amounts 増減額	Ratio 増減率	
Single-Family Houses 住宅	Custom-built houses 戸建住宅	1,876	570	2,158	681	111	19.5%
	Houses in housing development projects 分譲住宅	413	99	514	123	24	25.0%
	Land (including residential lots of housing development projects) 土地	-	153	-	187	34	22.2%
	Sub-total 小計	2,289	822	2,672	992	169	20.7%
Rental Housing 集合住宅	8,430	956	10,318	1,155	198	20.8%	
Condominiums (for sale) マンション	654	249	693	258	9	3.9%	
Existing Home Business * 住宅ストック *	-	146	-	11	3	37.7%	
Commercial Facilities 商業施設	-	556	-	795	239	43.0%	
Logistics, Business & Corporate Facilities 事業施設	-	493	-	563	70	14.2%	
Total 合計	11,373	3,257	13,683	3,851	731	23.5%	

(¥ 100 Million/億円)

■ Sales 事業別売上高	FY2012 1Q 2012 / 6月期			FY2013 1Q 2013 / 6月期						
	Units 戸数	Amounts 金額	Gross profit ratio (%) 売上高総利益率	Units 戸数	Amounts 金額	YOY 前年同期比		Gross profit ratio (%) 売上高総利益率		
						Amounts 増減額	Ratio 増減率	Change 増減		
Single-Family Houses 住宅	Custom-built houses 戸建住宅	1,540	502	23.9%	1,554	545	42	8.6%	24.2%	0.3pt
	Houses in housing development projects 分譲住宅	364	86	19.3%	505	120	34	39.4%	18.8%	-0.5pt
	Land (including residential lots of housing development projects) 土地	-	116	3.8%	-	153	36	31.5%	4.2%	0.4pt
	Sub-total 小計	1,904	705	20.0%	2,059	819	113	16.1%	19.7%	-0.3pt
Rental Housing 集合住宅	6,037	740	23.2%	6,656	778	38	5.1%	25.3%	2.1pt	
Condominiums (for sale) マンション	546	201	21.0%	937	312	111	55.3%	21.1%	0.1pt	
Existing Home Business * 住宅ストック *	-	156	31.4%	-	11	3	47.3%	66.1%	-7.1pt	
Commercial Facilities 商業施設	-	424	25.6%	-	689	265	62.4%	24.5%	-1.1pt	
Logistics, Business & Corporate Facilities 事業施設	-	474	19.7%	-	487	12	2.7%	13.2%	-6.5pt	
Total 合計	8,487	2,732	22.5%	9,652	3,154	571	22.1%	21.5%	-0.6pt	

* The year-on-year comparison has been calculated using actual results excluding the Renovation Business./ 前年同期比較は、リフォーム事業控除ベースの実績金額で算出しています。

Notes: In the Rental Housing, Condominiums, Commercial Facilities, and Logistics, Business & Corporate Facilities businesses, the figures in the charts include land and buildings. The YOY ratio is calculated on a value basis. Although Leisure business and Environment and Energy business have been omitted from the charts since they had no material impact on the total amount, the total has been calculated including each value.

注：集合住宅・マンション・商業施設・事業施設は、土地・建物を含みます。増減率は金額ベースで算出しています。また、「観光」「環境エネルギー」は合計金額に与える影響が軽微の為、省略していますが、「合計」の欄には、各々の数値を含んで算出しています。

Orders received and Sales forecasts for FY2013 (Non-consolidated)
 2014年3月期(個別) 受注高・売上高 通期見通し

■ Orders Received forecasts
 事業別受注高 見通し

		FY2012 2013 / 3月期		FY2013 Forecasts 2014 / 3月期 見通し			
		Units 戸数	Amounts 金額	Units 戸数	Amounts 金額	YOY 前年同期比	
						Amounts 増減額	Ratio 増減率
Single-Family Houses 住宅	Custom-built houses 戸建住宅	7,673	2,366	7,820	2,413	46	2.0%
	Houses in housing development projects 分譲住宅	1,976	470	2,180	517	46	9.8%
	Land (including residential lots of housing development projects) 土地	-	675	-	710	34	5.1%
	Sub-total 小計	9,649	3,512	10,000	3,640	127	3.6%
Rental Housing 集合住宅		32,476	3,529	34,000	3,700	170	4.8%
Condominiums (for sale) マンション		2,992	1,062	3,000	1,070	7	0.7%
Existing Home Business * 住宅ストック *		-	640	-	30	-2	-8.9%
Commercial Facilities 商業施設		-	2,241	-	2,400	158	7.1%
Logistics, Business & Corporate Facilities 事業施設		-	1,889	-	1,780	-109	-5.8%
Total 合計		45,117	13,079	47,000	12,840	368	3.0%

■ Sales forecasts
 事業別売上高 見通し

		FY2012 2013 / 3月期			FY2013 Forecasts 2014 / 3月期 見通し					
		Units 戸数	Amounts 金額	Gross profit ratio (%) 売上高 総利益率	Units 戸数	Amounts 金額	YOY 前年同期比		Gross profit ratio (%) 売上高総利益率	
							Amounts 増減額	Ratio 増減率		Change 増減
Single-Family Houses 住宅	Custom-built houses 戸建住宅	7,965	2,398	24.1%	7,840	2,429	30	1.3%	24.1%	0pt
	Houses in housing development projects 分譲住宅	1,916	456	19.8%	2,060	491	34	7.6%	18.5%	-1.3pt
	Land (including residential lots of housing development projects) 土地	-	657	1.8%	-	690	32	5.0%	3.5%	1.7pt
	Sub-total 小計	9,881	3,512	19.4%	9,900	3,610	97	2.8%	19.4%	0pt
Rental Housing 集合住宅		30,514	3,318	23.6%	32,020	3,400	81	2.5%	23.6%	0pt
Condominiums (for sale) マンション		2,808	966	21.1%	2,780	1,000	33	3.5%	19.4%	-1.7pt
Existing Home Business * 住宅ストック *		-	633	31.1%	-	30	-3	-11.4%	69.1%	-0.9pt
Commercial Facilities 商業施設		-	2,168	24.8%	-	2,350	181	8.4%	23.9%	-0.9pt
Logistics, Business & Corporate Facilities 事業施設		-	1,620	16.7%	-	1,750	129	8.0%	13.9%	-2.8pt
Total 合計		43,203	12,388	21.9%	44,700	12,360	571	4.8%	20.8%	-0.7pt

* The year-on-year comparison has been calculated using actual results excluding the Renovation Business./ 前年同期比較は、リフォーム事業控除ベースの実績金額で算出しています。

Notes: In the Rental Housing, Condominiums, Commercial Facilities, and Logistics, Business & Corporate Facilities businesses, the figures in the charts include land and buildings. The YOY ratio is calculated on a value basis. Although Leisure business and Environment and Energy business have been omitted from the charts since they had no material impact on the total amount, the total has been calculated including each value.

注: 集合住宅・マンション・商業施設・事業施設は、土地・建物を含みます。増減率は金額ベースで算出しています。また、「観光」「環境エネルギー」は合計金額に与える影響が軽微の為、省略していますが、「合計」の欄には、各々の数値を含んで算出しています。

Rental Housing Business
集合住宅事業

Number of rental housing units managed and occupancy rates

賃貸住宅管理戸数と入居率

(Units / 戸数)

		'12/03	'12/06	'12/09	'12/12	'13/03	'13/06
Daiwa Living Co., Ltd. 大和リビング	Rental housing units managed 賃貸住宅管理戸数	292,478	300,108	308,330	316,952	331,676	342,360
Daiwa Living Management Co., Ltd. 大和リビングマネジメント	Occupancy rates (%) 入居率 (%)	97.5%	96.0%	96.2%	95.2%	97.7%	95.9%
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Rental housing units managed 賃貸住宅管理戸数	14,108	14,245	14,206	14,372	14,392	14,459
	Occupancy rates (%) 入居率 (%)	95.8%	95.4%	95.4%	95.1%	95.2%	94.7%
Total 2社計	Rental housing units managed 賃貸住宅管理戸数	306,586	314,353	322,536	331,324	346,068	356,819
	Occupancy rates (%) 入居率 (%)	97.4%	96.0%	96.2%	95.2%	97.6%	95.9%

Condominiums Business
マンション事業

Stock of completed condominiums (for sale)

完成在庫の状況 (契約済戸数を含む)

Mar. 2013 2013 / 3末	312	
Jun. 2013 2013 / 6末	252	(Including 15 contract-completed units) (うち、契約済 15戸)

Number of condominium units managed

分譲型マンション管理戸数

(Units / 戸数)

		'12/03	'12/06	'12/09	'12/12	'13/03	'13/06
Daiwa Service Co., Ltd. ダイワサービス	Number of managed units 管理戸数	76,748	77,716	78,395	77,688	79,147	81,279
	Number of managed buildings entrusted by HOAs 管理組合からの受託棟数	1,253	1,266	1,274	1,269	1,282	1,300
Daiwa LifeNext Co., Ltd. 大和ライフネクスト	Number of managed units 管理戸数	137,816	137,788	139,223	139,889	141,535	143,599
	Number of managed buildings entrusted by HOAs 管理組合からの受託棟数	2,281	2,307	2,330	2,340	2,363	2,381
Global Community Co., Ltd. グローバルコミュニティ	Number of managed units 管理戸数	68,893	69,624	70,540	72,074	74,320	75,483
	Number of managed buildings entrusted by HOAs 管理組合からの受託棟数	1,578	1,595	1,607	1,640	1,695	1,715
Total 3社計	Number of managed units 管理戸数	283,457	285,128	288,158	289,651	295,002	300,361
	Number of managed buildings entrusted by HOAs 管理組合からの受託棟数	5,112	5,168	5,211	5,249	5,340	5,396

Consolidated Statements of Cash Flows

連結キャッシュ・フロー計算書

	(¥ Million / 百万円)	
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期
Net cash from operating activities		
営業活動によるキャッシュ・フロー		
Income before income taxes and minority interests	19,371	30,420
税金等調整前四半期純利益		
Depreciation and amortization	10,756	11,304
減価償却費		
Increase (decrease) in provision for retirement benefits	△ 1,389	△ 956
退職給付引当金の増減額 (△は減少)		
Interest and dividends income	△ 1,725	△ 2,079
受取利息及び受取配当金		
Interest expenses	1,462	1,109
支払利息		
Equity in (earnings) losses of affiliates	186	307
持分法による投資損益 (△は益)		
Loss (gain) on sales and retirement of noncurrent assets	171	△ 956
固定資産除売却損益 (△は益)		
Impairment loss	32	132
減損損失		
Loss (gain) on valuation of investment securities	6,134	-
投資有価証券評価損益 (△は益)		
Decrease (increase) in notes and accounts receivable-trade	7,588	20,736
売上債権の増減額 (△は増加)		
Decrease (increase) in inventories	3,522	△ 3,089
たな卸資産の増減額 (△は増加)		
Increase (decrease) in advances received	△ 1,613	△ 2,734
前受金の増減額 (△は減少)		
Increase (decrease) in advances received on uncompleted construction contracts	3,547	4,759
未成工事受入金の増減額 (△は減少)		
Increase (decrease) in notes and accounts payable-trade	△ 25,096	△ 28,024
仕入債務の増減額 (△は減少)		
Other, net	△ 10,241	16,473
その他		
Subtotal	12,709	47,403
小計		
Interest and dividends income received	1,303	1,395
利息及び配当金の受取額		
Interest expenses paid	△ 1,119	△ 585
利息の支払額		
Income taxes paid	△ 25,341	△ 34,002
法人税等の支払額		
Net cash provided by (used in) operating activities	△ 12,448	14,211
営業活動によるキャッシュ・フロー		

Consolidated Statements of Cash Flows

連結キャッシュ・フロー計算書

	(¥ Million / 百万円)	
	FY2012 1Q 2012 / 6月期	FY2013 1Q 2013 / 6月期
Net cash from investing activities 投資活動によるキャッシュ・フロー		
Purchase of property, plant and equipment and intangible assets 有形及び無形固定資産の取得による支出	△ 20,380	△ 26,151
Proceeds from sales of property, plant and equipment 有形固定資産の売却による収入	366	1,532
Purchase of investment securities 投資有価証券の取得による支出	△ 6,885	△ 2,419
Proceeds from sales and redemption of investment securities 投資有価証券の売却及び償還による収入	3,511	1,537
Purchase of investments in subsidiaries 子会社株式の取得による支出	△ 427	-
Purchase of investments in subsidiaries resulting in change in scope of consolidation 連結の範囲の変更を伴う子会社株式の取得による支出	△ 3,404	△ 7,038
Proceeds from collection of lease and guarantee deposits 敷金及び保証金の回収による収入	682	△ 821
Other, net その他	398	△ 4,152
Net cash provided by (used in) investing activities 投資活動によるキャッシュ・フロー	△ 26,139	△ 37,515
Net cash from financing activities 財務活動によるキャッシュ・フロー		
Net increase (decrease) in short-term loans payable 短期借入金の純増減額 (△は減少)	△ 16	285
Increase (decrease) in commercial papers コマーシャル・ペーパーの増減額 (△は減少)	-	25,000
Proceeds from long-term loans payable 長期借入れによる収入	50,200	990
Repayment of long-term loans payable 長期借入金の返済による支出	△ 50,606	△ 698
Repayments of finance lease obligations ファイナンス・リース債務の返済による支出	△ 436	△ 674
Proceeds from stock issuance to minority shareholders 少数株主への株式発行による収入	340	12
Purchase of treasury stock 自己株式の取得による支出	△ 9	△ 33
Proceeds from sales of treasury stock 自己株式の売却による収入	0	0
Cash dividends paid 配当金の支払額	△ 14,467	△ 20,253
Repayments of payables under fluidity lease receivables 債権流動化の返済による支出	△ 357	△ 82
Net cash provided by (used in) financing activities 財務活動によるキャッシュ・フロー	△ 15,353	4,544
Effect of exchange rate change on cash and cash equivalents 現金及び現金同等物に係る換算差額	532	1,882
Net increase (decrease) in cash and cash equivalents 現金及び現金同等物の増減額 (△は減少)	△ 53,408	△ 16,876
Cash and cash equivalents at beginning of period 現金及び現金同等物の期首残高	248,712	245,037
Cash and cash equivalents at end of period 現金及び現金同等物の期末残高	195,303	228,161