



Daiwa House[®]
Group

Financial Highlights for FY2012 3Q 2013年3月期 第3四半期 決算概要

(For the 9 months from April 1, 2012 to December 31, 2012)

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

Daiwa House
Group

(2013.2)

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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 FY2012 3Q : Overview
 決算概要 総括

(¥ 100 Million/億円)

	Consolidated 連結				Non-consolidated 個別			
	FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12月期	YOY 前年同期比		FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12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	13,231	14,259	1,027	7.8%	7,912	8,724	811	10.3%
Operating income 営業利益	879	887	8	0.9%	523	544	20	3.8%
Ordinary income 経常利益	891	913	21	2.4%	584	664	79	13.7%
Net income 四半期純利益	317	514	196	61.9%	228	399	170	74.7%
Basic net income per share (¥) 1株当たり四半期 純利益 (円)	54.86	88.84	33.98	61.9%				

(¥ 100 Million/億円)

	Consolidated 連結				Non-consolidated 個別			
	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12末	Change 前期末比		Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12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	20,860	20,656	-204	-1.0%	15,244	15,059	-184	-1.2%
Net assets 純資産	6,578	6,977	398	6.1%	5,583	5,865	281	5.0%
Net assets per share (¥) 1株当たり純資産 (円)	1,135.46	1,203.92	68.46	6.0%				

■ 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, operating income, and ordinary income increased for the third consecutive year.
 売上高・営業利益・経常利益は3期連続増収増益。

■ Group companies
 グループの概要

	Number of companies 企業数			Notes 備考
	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12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	74	81	7	Included: 8 (2); Excluded: 1 増加 8社 (2); 減少 1社
Equity-method affiliates 持分法適用関連会社	13	14	1	Included: 1 (1) 増加 1社 (1)
Unconsolidated subsidiaries 非連結子会社	1	-	-1	Excluded: 1 減少 1社
Total 計	89	96	7	

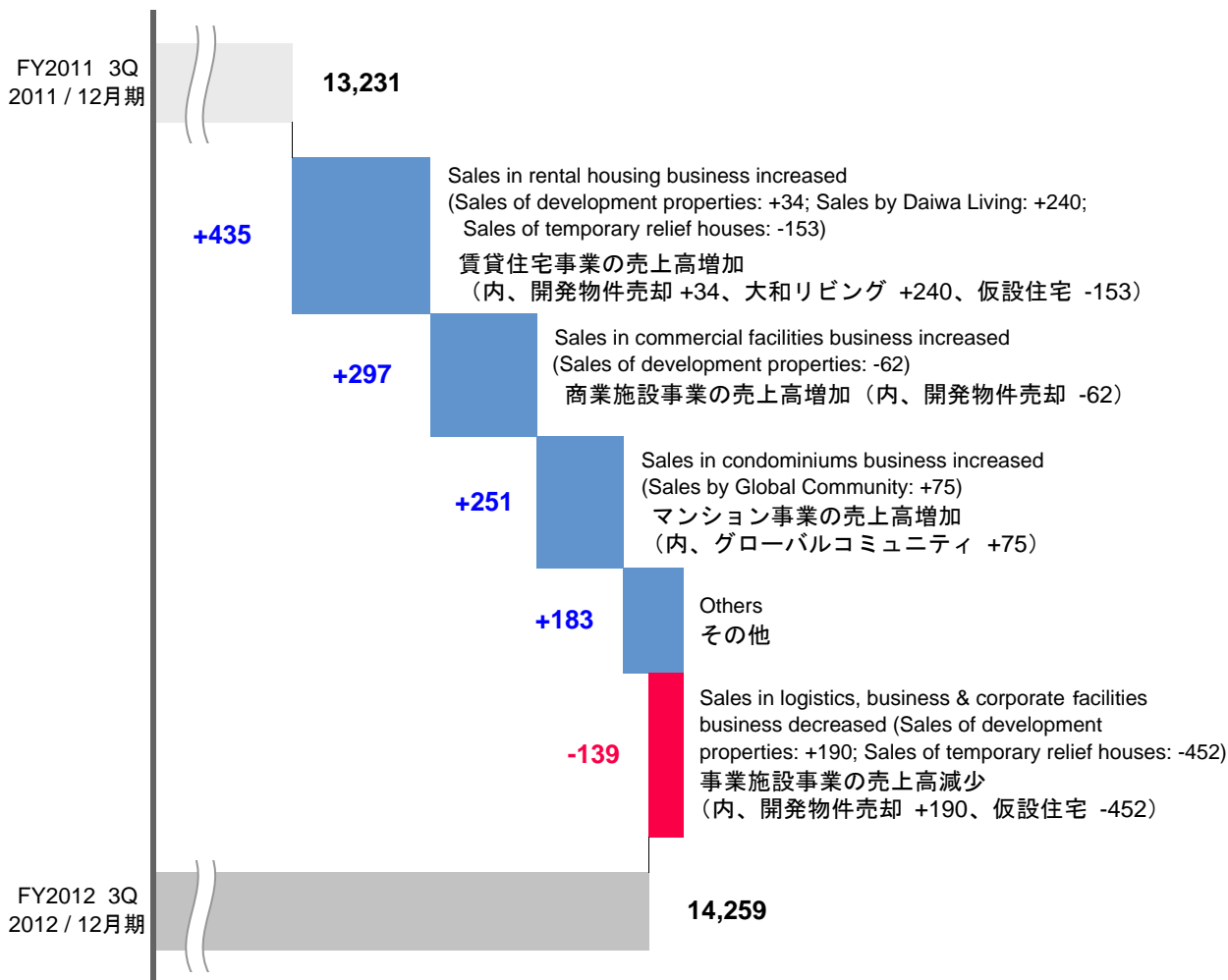
* Overseas companies are shown in parentheses () / ※() 内は、海外会社数です。

Summary of Account Settlement in FY2012 3Q : 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

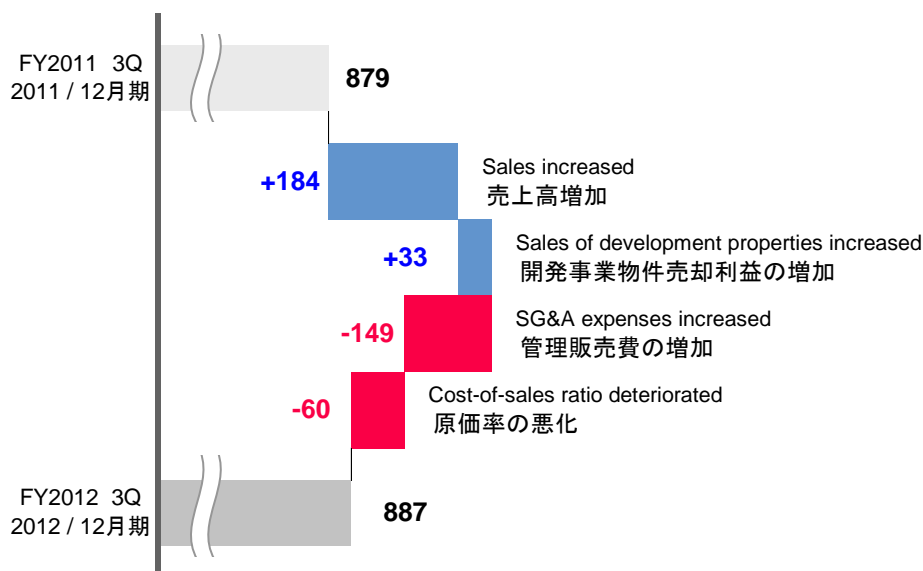
Net sales

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)

	FY2011 3Q 2011年12月期		FY2012 3Q 2012年12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	13,231	100.0%	14,259	100.0%	1,027	7.8%
Cost of sales 売上原価	10,406		11,276		869	8.4%
Gross profit 売上総利益	2,824	21.3%	2,982	20.9%	157	5.6%
SG&A expenses 管理販売費	1,945		2,095		149	7.7%
Operating income 営業利益	879	6.6%	887	6.2%	8	0.9%
Non-operating income 営業外収益	92		95		2	2.4%
Non-operating expenses 営業外費用	80		69		-11	-13.8%
Ordinary income 経常利益	891	6.7%	913	6.4%	21	2.4%
Extraordinary income 特別利益	6		4		-2	-41.7%
Extraordinary losses 特別損失	59		82		22	37.0%
Income before income taxes and minority interests 税金等調整前四半期純利益	838		835		-3	-0.4%
Net income 四半期純利益	317	2.4%	514	3.6%	196	61.9%

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)

	FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12月期	Change 増減額
Lower of cost or market methods (inventories)	27	11	-16
たな卸低価法			
Condominiums マンション	1	2	0
Single-family houses 住宅	24	5	-18
Others その他	1	3	1

SG&A expenses
 管理販売費

(¥ 100 Million/億円)

	FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12月期	Change 増減額
Personnel costs (incl. welfare expenses) 人件費 (福利厚生費含む)	1,179	1,264	85
Advertising & promotion expenses 広告宣伝費・販売促進費	193	214	20
Sales commission 販売手数料	85	90	4
Correspondence & transportation expenses 通信交通費	106	111	4
Others その他	380	415	34
Total 管理販売費 計	1,945	2,095	149

Extraordinary income
 特別利益

(¥ 100 Million/億円)

	FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12月期	Change 増減額
Gain on sales of investment securities 投資有価証券売却益	6	0	-5
Gain on amortization of prior service cost 退職給付過去勤務債務償却	-	2	2
Others その他	0	1	0
Total 特別利益 計	6	4	-2

Extraordinary losses
 特別損失

(¥ 100 Million/億円)

	FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12月期	Change 増減額
Loss on valuation of investment securities 投資有価証券評価損	7	71	63
Impairment loss 減損損失	26	0	-25
Others その他	26	10	-15
Total 特別損失 計	59	82	22

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

	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Current assets				
流動資産	8,447	7,618	-829	-9.8%
Noncurrent assets				
固定資産	12,413	13,038	624	5.0%
Property, plant and equipment 有形固定資産	7,485	7,862	377	5.0%
Intangible assets 無形固定資産	320	384	63	19.8%
Investments and other assets 投資その他の資産	4,607	4,791	184	4.0%
Total assets 資産 合計	20,860	20,656	-204	-1.0%

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

- 【Current assets】 Cash and deposits decreased ¥118.9 billion mainly due to construction cost, dividend and income tax payments. This amount includes a decrease of ¥54.3 billion because the last day of the previous fiscal year fell on a holiday.

【流動資産】 工事代金や配当金、法人税等の支払い等により現金預金が1,189億円減少。
 うち、543億円は前期末が休日による減少分。

- 【Property, plant and equipment】

Property, plant and equipment increased due to the consolidation of Toden Life Support Co., Ltd. (currently: Daiwa House Life Support Co., Ltd.) and the purchase of investment real estate.

【有形固定資産】 東電ライフサポート（現 大和ハウ斯拉イフサポート）の新規連結や、投資用不動産の取得等により有形固定資産が増加。

Inventories
 たな卸資産

	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12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	143	177	33	23.6%
Land for sale 販売用土地	2,678	2,829	151	5.7%
for houses 内、戸建	932	1,063	131	14.1%
for condominiums 内、マンション	1,074	1,155	81	7.6%
for china business 内、中国事業	154	142	-11	-7.8%
for logistics, business & corporate facilities 内、事業用	392	329	-63	-16.2%
Buildings for sale 販売用建物	660	716	55	8.5%
for houses 内、戸建	151	201	50	33.7%
for condominiums 内、マンション	295	380	85	29.0%
for china business 内、中国事業	60	48	-11	-19.2%
for logistics, business & corporate facilities 内、事業用	130	46	-83	-64.1%
Others その他	237	272	34	14.6%
Total assets たな卸資産 合計	3,719	3,995	276	7.4%

Property, plant and equipment
 有形固定資産

	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Buildings & structures 建物・構築物	3,343	3,459	116	3.5%
Land 土地	3,649	3,837	187	5.1%
Others その他	492	566	73	14.9%
Total property, plant and equipment 有形固定資産 合計	7,485	7,862	377	5.0%

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, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Liabilities 負債	14,282	13,678	-603	-4.2%
Current liabilities 流動負債	6,318	4,713	-1,605	-25.4%
Noncurrent liabilities 固定負債	7,963	8,965	1,001	12.6%
Net assets 純資産	6,578	6,977	398	6.1%
Shareholders' equity 株主資本	6,977	7,340	363	5.2%
Accumulated other comprehensive income その他の包括利益累計額	-406	-373	32	-
Minority interests 少数株主持分	7	10	2	37.9%
Total liabilities & net assets 負債・純資産 合計	20,860	20,656	-204	-1.0%

Interest-bearing liabilities
 有利子負債

	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12末	Change 前期末比	
			Amounts	Ratio
			増減額	増減率
Short-term loans payable 短期借入金	25	36	10	40.9%
Current portion of bonds payable 1年内償還予定の社債	13	13	-	-
Current portion of long-term loans payable 1年内返済予定の長期借入金	1,454	304	-1,150	-79.1%
Commercial papers コマーシャル・ペーパー	-	300	300	-
Bonds payable 社債	1,007	1,306	299	29.8%
Long-term loans payable 長期借入金	1,335	1,975	640	47.9%
Total (excl. lease obligations) 有利子負債（リース債務除く）計	3,836	3,936	100	2.6%
Debt-equity ratio D/Eレシオ	0.58	0.57	-0.01pt	
Net debt-equity ratio ネットD/Eレシオ	0.20	0.38	+0.18pt	
Net assets ratio 自己資本比率	31.5%	33.7%	+2.2pt	

Business Segment Information
セグメント情報

(¥ 100 Million/億円)

Sales 売上高	FY2011 3Q	FY2012 3Q		
	2011 / 12月期	2012 / 12月期		
	Results	Results	YOY	
実績	前年同期比		Amounts	Ratio
			増減額	増減率
Single-Family Houses 戸建住宅	2,480	2,479	-1	-0.1%
Rental Housing (Building contracting & management) 賃貸住宅	3,850	4,285	435	11.3%
Condominiums マンション	731	983	251	34.4%
Existing Home Business 住宅ストック	504	561	57	11.4%
Commercial Facilities 商業施設	2,205	2,502	297	13.5%
Logistics, Business & Corporate Facilities 事業施設	1,867	1,727	-139	-7.5%
Health & Leisure 健康余暇	447	475	27	6.2%
Other Businesses その他	1,797	1,966	169	9.4%
(Adjustment) (調整額)	(653)	(723)	-70	-
Total 合計	13,231	14,259	1,027	7.8%

※Other Businesses in FY 2012 3Q include overseas (Suzhou) sales of ¥5.4 billion.
 2012年12月期「その他」実績には、海外（蘇州）の売上 54億円が含まれています。

(¥ 100 Million/億円)

Operating income 営業利益	FY2011 3Q	FY2012 3Q				Operating margin 営業利益率
	2011 / 12月期	2012 / 12月期				
	Results	Results	YOY		YOY Change	
実績	前年同期比		Amounts	Ratio		
			増減額	増減率	増減	
Single-Family Houses 戸建住宅	97	93	-3	-3.3%	3.8%	-0.1pt
Rental Housing (Building contracting & management) 賃貸住宅	388	373	-14	-3.8%	8.7%	-1.4pt
Condominiums マンション	6	51	45	719.1%	5.3%	+4.4pt
Existing Home Business 住宅ストック	34	42	8	23.8%	7.6%	+0.7pt
Commercial Facilities 商業施設	258	324	65	25.3%	12.9%	+1.2pt
Logistics, Business & Corporate Facilities 事業施設	232	133	-99	-42.9%	7.7%	-4.8pt
Health & Leisure 健康余暇	2	5	3	169.2%	1.2%	+0.7pt
Other Businesses その他	35	68	33	94.2%	3.5%	+1.5pt
(Adjustment) (調整額)	(176)	(206)	-29	-	-	-
Total 合計	879	887	8	0.9%	6.2%	-0.4pt

※Other Businesses in FY 2012 3Q include overseas (Suzhou) operating income of ¥1.4 billion.
 2012年12月期「その他」実績には、海外（蘇州）の営業利益 14億円が含まれています。

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

(¥ 100 Million/億円)

Book value 簿価	Mar. 31, 2012 2012 / 3末	Dec. 31, 2012 2012 / 12末
Rental properties total 賃貸等不動産	3,950	4,203
Real estates available for sale 流動化不動産	1,847	1,978
being rented 稼働中	1,219	1,408
Profit-earning real estates 収益不動産	2,167	2,196
being rented 稼働中	1,855	1,903

(As of end of Dec. 2012 / 2012年12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)

Breakdown 内訳	Mar. 31, 2012 2012 / 3末		Dec. 31, 2012 2012 / 12末	
	Book value 簿価	Proportion 構成比	Book value 簿価	Proportion 構成比
<i>Rental housing</i> 賃貸住宅	234	19.2%	227	16.1%
<i>Commercial facilities</i> 商業施設	722	59.2%	673	47.8%
<i>Logistics, Business & corporate facilities</i> 物流施設・事業施設	263	21.6%	508	36.1%

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

(¥ 100 Million/億円)

Breakdown 内訳	Mar. 31, 2012 2012 / 3末		Dec. 31, 2012 2012 / 12末	
	Book value 簿価	Proportion 構成比	Book value 簿価	Proportion 構成比
<i>Rental housing</i> 賃貸住宅	273	14.7%	269	14.1%
<i>Commercial facilities</i> 商業施設	1,322	71.3%	1,370	72.0%
<i>Logistics, Business & corporate facilities</i> 物流施設・事業施設	236	12.7%	240	12.6%

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

Sales status (As of end of Dec. 2012)
販売状況 (2012年12月末現在)

(Units / 戸数)

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	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	2,143	2010 / 8~	2,082	37.6% (782)
The Grace Residence グレース・レジデンス (和風雅致)	Suzhou 蘇州市	902	2010 / 5~	794	84.4% (670)

Business Performance Forecasts for FY2012 ①
2013年3月期 業績見通し ①

(¥ 100 Million/億円)

	FY2011 2012年3月期		FY2012 (Forecasts) 2013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	18,487	100.0%	19,700	100.0%	1,212	6.6%
Cost of sales 売上原価	14,688		15,630		941	6.4%
Gross profit 売上総利益	3,799	20.6%	4,070	20.7%	270	7.1%
SG&A expenses 管理販売費	2,649		2,820		170	6.4%
Operating income 営業利益	1,149	6.2%	1,250	6.3%	100	8.7%
Non-operating income 営業外収益	116		113		-3	-2.6%
Non-operating expenses 営業外費用	180		153		-27	-15.2%
Ordinary income 経常利益	1,085	5.9%	1,210	6.1%	124	11.5%
Extraordinary income 特別利益	13		4		-9	-70.1%
Extraordinary losses 特別損失	168		145		-23	-13.9%
Income before income taxes and minority interests 税金等調整前当期純利益	930		1,069		138	14.9%
Net income 当期純利益	332	1.8%	620	3.1%	287	86.7%

■ 【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 = ¥13.89)

(¥ 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	75	-
Operating income 営業利益	17	-
Net income 当期純利益	14	3
Units to be sold (delivered) 売上(引渡し)予定戸数	227	536

Business Performance Forecasts for FY2012 ②
2013年3月期 業績見通し ②

(¥ 100 Million / 億円)

Sales 売上高	FY2011	FY2012 (Forecasts)		
	2012年3月期	2013年3月期 見通し		
	Results	Forecasts	YOY 前年同期比	
	実績	見通し	Amounts 増減額	Ratio 増減率
Single-Family Houses 戸建住宅	3,363	3,410	46	1.4%
Rental Housing (Building contracting & management) 賃貸住宅	5,267	5,900	632	12.0%
Condominiums マンション	1,288	1,550	261	20.3%
Existing Home Business 住宅ストック	681	740	58	8.6%
Commercial Facilities 商業施設	3,069	3,500	430	14.0%
Logistics, Business & Corporate Facilities 事業施設	2,570	2,350	-220	-8.6%
Health & Leisure 健康余暇	586	610	23	4.0%
Other Businesses その他	2,556	2,550	-6	-0.3%
(Adjustment) (調整額)	(895)	(910)	-14	-
Total 合計	18,487	19,700	1,212	6.6%

(¥ 100 Million / 億円)

Operating income 営業利益	FY2011	FY2012 (Forecasts)			
	2012年3月期	2013年3月期 見通し			
	Results	Forecasts	YOY 前年同期比		Operating margin 営業利益率
	実績	見通し	Amounts 増減額	Ratio 増減率	YOY Change 増減
Single-Family Houses 戸建住宅	110	115	4	4.4%	3.4% +0.1pt
Rental Housing (Building contracting & management) 賃貸住宅	529	530	0	0.0%	9.0% -1.1pt
Condominiums マンション	37	100	62	165.2%	6.5% +3.6pt
Existing Home Business 住宅ストック	45	50	4	10.2%	6.8% +0.1pt
Commercial Facilities 商業施設	331	450	118	35.7%	12.9% +2.1pt
Logistics, Business & Corporate Facilities 事業施設	258	200	-58	-22.8%	8.5% -1.6pt
Health & Leisure 健康余暇	0	5	4	716.2%	0.8% +0.7pt
Other Businesses その他	81	100	18	22.3%	3.9% +0.7pt
(Adjustment) (調整額)	(246)	(300)	-53	-	- -
Total 合計	1,149	1,250	100	8.7%	6.3% +0.1pt

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 by Business Segment (Non-consolidated)

事業別受注高 (個別)

(¥ 100 Million/億円)

		FY2011 3Q		FY2012 3Q			
		2011 / 12月期		2012 / 12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	6,046	1,815	5,709	1,756	-59	-3.3%
	Houses (of housing subdivisions) 分譲住宅	1,182	283	1,384	329	45	15.9%
	Land (including land for housing subdivisions) 土地	-	422	-	496	73	17.5%
	Sub-total 小計	7,228	2,521	7,093	2,581	59	2.4%
Rental Housing (Building contracting & management) 集合住宅		21,437	2,412	24,504	2,646	234	9.7%
Condominiums マンション		1,959	699	2,219	784	84	12.1%
Existing Home Business 住宅ストック		-	440	-	470	29	6.6%
Commercial Facilities 商業施設		-	1,319	-	1,700	380	28.8%
Logistics, Business & Corporate Facilities 事業施設		-	1,217	-	1,403	186	15.3%
Total 合計		30,624	8,700	33,816	9,728	1,028	11.8%

Orders received forecasts for FY2012 (Non-consolidated)

2013年3月期 (個別) 受注高 通期見通し

(¥ 100 Million/億円)

		FY2012 (Forecasts) 2013年3月期 見通し							
		Previous forecasts (Nov. 2012) 前回見通し(2012/11公表)		Forecasts 今回見通し		YOY 前年同期比		Difference between forecasts 前回公表比	
		Units 戸数	Amounts 金額	Units 戸数	Amounts 金額	Amounts 増減額	Ratio 増減率	Amounts 増減額	Ratio 増減率
Single-Family Houses 住宅	Custom-built houses 戸建住宅	7,470	2,272	7,670	2,352	-40	-1.7%	80	3.5%
	Houses (of housing subdivisions) 分譲住宅	1,930	459	1,930	459	61	15.5%	-	-
	Land (including land for housing subdivisions) 土地	-	646	-	666	100	17.7%	20	3.1%
	Sub-total 小計	9,400	3,378	9,600	3,478	120	3.6%	100	3.0%
Rental Housing (Building contracting & management) 集合住宅		31,600	3,354	32,900	3,484	258	8.0%	130	3.9%
Condominiums マンション		2,800	1,005	3,000	1,055	86	8.9%	50	5.0%
Existing Home Business 住宅ストック		-	605	-	630	35	6.0%	25	4.1%
Commercial Facilities 商業施設		-	2,200	-	2,215	413	22.9%	15	0.7%
Logistics, Business & Corporate Facilities 事業施設		-	1,632	-	1,752	195	12.6%	120	7.4%
Total 合計		43,800	12,300	45,500	12,800	1,184	10.2%	500	4.1%

Notes: 1. In the Single-Family Houses segment, we engage in construction by order of "Custom-built houses," and package sales of new houses with land ("Housing subdivision"). 2. 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。

Sales by Business Segment (Non-consolidated)
 事業別売上高 (個別)

(¥ 100 Million/億円)

	FY2011 3Q 2011 / 12月期			FY2012 3Q 2012 / 12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	Change 増減	
						Amounts 増減額	Ratio 増減率			
Single-Family Houses 住宅	Custom-built houses 戸建住宅	6,151	1,787	24.8%	5,546	1,712	-75	-4.2%	24.1%	-0.7pt
	Houses (of housing subdivisions) 分譲住宅	1,167	280	22.1%	1,338	318	37	13.3%	20.0%	-2.1pt
	Land (including land for housing subdivisions) 土地	-	409	-3.0%	-	447	37	9.2%	4.7%	7.8pt
	Sub-total 小計	7,318	2,478	19.9%	6,884	2,477	-0	-0%	20.1%	0.2pt
Rental Housing (Building contracting & management) 集合住宅	19,250	2,139	26.9%	20,472	2,384	244	11.4%	23.7%	-3.2pt	
Condominiums マンション	1,088	412	16.3%	1,652	563	150	36.5%	21.2%	4.9pt	
Existing Home Business 住宅ストック	-	445	32.5%	-	478	33	7.4%	31.3%	-1.3pt	
Commercial Facilities 商業施設	-	1,257	25.8%	-	1,546	288	22.9%	24.5%	-1.4pt	
Logistics, Business & Corporate Facilities 事業施設	-	1,089	17.4%	-	1,178	88	8.1%	16.2%	-1.2pt	
Total 合計	27,656	7,912	22.9%	29,008	8,724	811	10.3%	22.1%	-0.8pt	

■ Sales forecasts for FY2012
 (Non-consolidated)
 2013年3月期 (個別)
 売上高 通期見通し

(¥ 100 Million/億円)

	FY2012 (Forecasts) 2013年3月期 見通し (2012/11公表)						
	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	YOY Change 増減		
Single-Family Houses 住宅	Custom-built houses 戸建住宅	7,810	2,324	-59	-2.5%	23.5%	-1.2pt
	Houses (of housing subdivisions) 分譲住宅	1,890	448	46	11.6%	20.0%	-1.1pt
	Land (including land for housing subdivisions) 土地	-	637	59	10.4%	2.9%	7.9pt
	Sub-total 小計	9,700	3,410	47	1.4%	19.2%	+0.0pt
Rental Housing (Building contracting & management) 集合住宅	29,500	3,242	280	9.5%	24.2%	-2.4pt	
Condominiums マンション	2,800	971	120	14.2%	20.9%	5.3pt	
Existing Home Business 住宅ストック	-	609	29	5.1%	30.6%	-1.6pt	
Commercial Facilities 商業施設	-	2,189	388	21.5%	24.3%	-0.5pt	
Logistics, Business & Corporate Facilities 事業施設	-	1,526	24	1.6%	17.4%	4.0pt	
Total 合計	42,000	12,070	903	8.1%	22.0%	0.3pt	

Notes: 1. In the Single-Family Houses segment, we engage in construction by order of "Custom-built houses," and package sales of new houses with land ("Housing subdivision"). 2. 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.

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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)

		'11/03	'11/06	'11/09	'11/12	'12/03	'12/06	'12/09	'12/12
Daiwa Living Co., Ltd. 大和リビング	Rental housing units managed 賃貸住宅管理戸数	268,046	273,931	279,190	286,336	292,478	300,108	308,330	316,952
	Occupancy rates (%) 入居率 (%)	96.7	95.7	96.1	95.4	97.5	96.0	96.2	95.2
Daiwa Living Management Co., Ltd. 大和リビングマネジメント	Rental housing units managed 賃貸住宅管理戸数	13,596	13,660	13,756	14,042	14,108	14,245	14,206	14,372
	Occupancy rates (%) 入居率 (%)	94.8	94.8	95.2	94.9	95.8	95.4	95.4	95.1
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Rental housing units managed 賃貸住宅管理戸数	281,642	287,591	292,946	300,378	306,586	314,353	322,536	331,324
	Occupancy rates (%) 入居率 (%)	96.6	95.7	96.1	95.4	97.4	96.0	96.2	95.2
Total 3社計	Rental housing units managed 賃貸住宅管理戸数								
	Occupancy rates (%) 入居率 (%)								

Condominiums Business
マンション事業

■ **Stock of completed condominium (including contract-completed units)**

完成在庫の状況 (契約済戸数を含む)

Mar. 2012 2012 / 3末	468	
Sep. 2012 2012 / 9末	423	
Dec. 2012 2012 / 12末	201	(Including 14 contract-completed units) (うち、契約済14戸)

■ **Number of condominium units managed**

分譲型マンション管理戸数

(Units / 戸数)

		'11/03	'11/06	'11/09	'11/12	'12/03	'12/06	'12/09	'12/12
Daiwa Service Co., Ltd. ダイワサービス	Condominium units managed 管理戸数	71,629	72,607	73,835	74,372	76,748	77,716	78,395	77,688
	Entrustment agreements with HOAs 管理組合からの受託棟数	1,195	1,202	1,217	1,226	1,253	1,266	1,274	1,269
Daiwa LifeNext Co., Ltd. 大和ライフネクスト	Condominium units managed 管理戸数	132,503	133,800	134,893	136,241	137,816	137,788	139,223	139,889
	Entrustment agreements with HOAs 管理組合からの受託棟数	2,209	2,228	2,240	2,255	2,281	2,307	2,330	2,340
Global Community Co., Ltd. グローバルコミュニティ	Condominium units managed 管理戸数	-	-	-	-	68,893	69,624	70,540	72,074
	Entrustment agreements with HOAs 管理組合からの受託棟数	-	-	-	-	1,578	1,595	1,607	1,640
Total 3社計	Condominium units managed 管理戸数	204,132	206,407	208,728	210,613	283,457	285,128	288,158	289,651
	Entrustment agreements with HOAs 管理組合からの受託棟数	3,404	3,430	3,457	3,481	5,112	5,168	5,211	5,249

Consolidated Statements of Cash Flows
四半期連結キャッシュ・フロー計算書

	(¥Million / 百万円)			
	FY2010	FY2011	FY2011 3Q	FY2012 3Q
	2011 / 3月期	2012 / 3月期	2011 / 12月期	2012 / 12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 税金等調整前当期純利益	40,713	93,021	83,873	83,519
Depreciation and amortization 減価償却費	44,613	43,790	32,642	33,612
Increase (decrease) in provision for retirement benefits 退職給付引当金の増減額 (△は減少)	11,821	12,628	7,517	6,188
Interest and dividends income 受取利息及び受取配当金	△ 4,463	△ 4,758	△ 3,908	△ 4,048
Interest expenses 支払利息	7,207	6,368	4,827	4,147
Equity in (earnings) losses of affiliates 持分法による投資損益 (△は益)	△ 992	1,431	813	△ 1,021
Loss (gain) on sales and retirement of noncurrent assets 固定資産除売却損益 (△は益)	3,992	1,348	897	977
Impairment loss 減損損失	18,768	9,811	2,603	58
Loss (gain) on valuation of investment securities 投資有価証券評価損益 (△は益)	1,013	3,921	781	7,112
Increase (decrease) in allowance for investment loss 投資損失引当金の増減額 (△は減少)	3,672	-	-	-
Loss on adjustment for changes of accounting standard for asset retirement obligations 資産除去債務会計基準の適用に伴う影響額	2,804	-	-	-
Loss on prior periods adjustment 過年度損益修正損	1,415	-	-	-
Decrease (increase) in notes and accounts receivable-trade 売上債権の増減額 (△は増加)	△ 19,870	1,706	3,411	△ 12,468
Decrease (increase) in inventories たな卸資産の増減額 (△は増加)	△ 5,858	△ 33,833	△ 54,229	△ 20,771
Increase (decrease) in advances received on uncompleted construction contracts 未成工事受入金の増減額 (△は減少)	4,324	16,902	11,860	15,087
Increase (decrease) in notes and accounts payable-trade 仕入債務の増減額 (△は減少)	17,118	75,251	18,364	△ 44,219
Other, net その他	45,396	35,277	16,414	△ 35,746
Subtotal 小計	171,677	262,868	125,871	32,428
Interest and dividends income received 利息及び配当金の受取額	2,850	2,646	2,365	2,404
Interest expenses paid 利息の支払額	△ 5,585	△ 4,442	△ 3,551	△ 2,866
Income taxes paid 法人税等の支払額	△ 40,985	△ 12,300	△ 11,594	△ 39,834
Net cash provided by (used in) operating activities	127,957	248,771	113,091	△ 7,867
営業活動によるキャッシュ・フロー				

Consolidated Statements of Cash Flows

四半期連結キャッシュ・フロー計算書

	(¥ Million / 百万円)			
	FY2010 2011 / 3月期	FY2011 2012 / 3月期	FY2011 3Q 2011 / 12月期	FY2012 3Q 2012 / 12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	△ 61,351	△ 98,824	△ 61,301	△ 75,364
Proceeds from sales of property, plant and equipment 有形固定資産の売却による収入	562	785	270	484
Purchase of investment securities 投資有価証券の取得による支出	△ 13,841	△ 14,857	△ 14,062	△ 19,447
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	3,614	2,845	2,745	5,474
Purchase of investments in subsidiaries 子会社株式の取得による支出	△ 12	△ 731	△ 721	△ 427
Proceeds from 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収入	-	21	-	-
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	-	△ 5,811	-	△ 6,697
Proceeds from transfer of business 事業譲渡による収入	280	-	-	-
Proceeds from acquisition of business 事業譲受による収入	3,193	-	-	-
Payments for acquisition of business 事業譲受による支出	-	△ 248	△ 248	△ 718
Proceeds from collection of lease and guarantee deposits 敷金及び保証金の回収による収入	1,768	3,230	2,388	1,343
Other, net その他	△ 17,807	△ 3,634	△ 1,723	△ 6,968
Net cash provided by (used in) investing activities	△ 83,594	△ 117,226	△ 72,651	△ 102,320
投資活動によるキャッシュ・フロー				

Consolidated Statements of Cash Flows
四半期連結キャッシュ・フロー計算書

	(¥ Million / 百万円)			
	FY2010	FY2011	FY2011 3Q	FY2012 3Q
	2011 / 3月期	2012 / 3月期	2011 / 12月期	2012 / 12月期
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)	△ 5,635	△ 6,577	△ 3,408	918
Increase (decrease) in commercial papers コマーシャル・ペーパーの増減額 (△は減少)	-	-	-	30,000
Proceeds from long-term loans payable 長期借入れによる収入	41,692	45,250	18,650	81,265
Repayment of long-term loans payable 長期借入金の返済による支出	△ 99,312	△ 47,812	△ 23,543	△ 132,701
Proceeds from issuance of bonds 社債の発行による収入	500	500	500	30,000
Repayment of issuance of bonds 社債の償還による支出	-	△ 4,500	△ 4,500	△ 26
Repayments of finance lease obligations ファイナンス・リース債務の返済による支出	△ 1,257	△ 2,150	△ 2,293	△ 1,770
Proceeds from stock issuance to minority shareholders 少数株主への株式発行による収入	-	-	-	340
Purchase of treasury stock 自己株式の取得による支出	△ 306	△ 111	△ 60	△ 36
Proceeds from sales of treasury stock 自己株式の売却による収入	25	22	14	1
Cash dividends paid 配当金の支払額	△ 9,844	△ 11,576	△ 11,576	△ 14,467
Repayments of payables under fluidity lease receivables 債権流動化の返済による支出	△ 3,697	△ 1,811	△ 1,419	△ 813
Net cash provided by (used in) financing activities	△ 77,834	△ 28,766	△ 27,636	△ 7,291
財務活動によるキャッシュ・フロー				
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	△ 29	△ 309	△ 783	△ 35
Net increase (decrease) in cash and cash equivalents	△ 33,500	102,469	12,019	△ 117,514
現金及び現金同等物の増減額 (△は減少)				
Cash and cash equivalents at beginning of period 現金及び現金同等物の期首残高	179,743	146,243	146,243	248,712
Cash and cash equivalents at end of period 現金及び現金同等物の期末残高	146,243	248,712	158,262	131,197