

S SEMI ANNUAL

R EPORT

2019

February 1 to July 31, 2019



SEKISUI HOUSE

Making steady steps towards continuous profit growth, we have the prospect of attaining tangible results that will lead to the next mid-term management plan.

We are now in the completion phase of the Fourth Mid-Term Management Plan. The achievement of record sales and profit is now in sight.

We are now in the final fiscal year and the completion phase of our Fourth Mid-Term Management Plan: Building the Foundation for the Residential-Related Business toward BEYOND 2020. First of all, we would like to inform our shareholders that the attainment of the full-term targets is now firmly in sight.

Next year, 2020, marks the milestone 60th anniversary of our foundation, and it is considered to be a turning point for Japanese society, economic trends and the international situation as well. At Sekisui House, we have worked out some innovative ideas that will lead to new business creation and the next mid-term management plan with a view to making a significant leap towards continuous profit growth in the year. While drawing up a positive growth strategy, we will also solidify our footing. In addition to building closer ties in our Group, our bold structural reform has helped us to attain good results.

Our core domestic Built-to-Order Business achieved considerable growth in net sales and operating income in Custom Detached Houses. As a result of proposals of high value-added products and other actions, we saw orders rally and the order backlog rise. Our organizational reform in Rental Housing, aimed at clarifying the division of roles with Custom Detached Houses sales, boosted specialties and proposed strength. As a consequence, the ASP per building rose in the Rental Housing Business. We anticipate that the impact of the consumption tax hike will be minimized with multi-faceted governmental policy support.

Based on the customer base that puts us in the top position in the world in terms of the cumulative number of houses built, the Supplied Housing Business was driven by strong orders for large-scale remodeling. The Real Estate Management Fees Business saw a steady increase in the number of units under management and maintained a high occupancy rate. The Development Business made steady progress in sales of offices and other properties to Sekisui House REIT, Inc. In the Overseas Business, our operation with a focus on capital cost produced positive results. For instance, we achieved early completion in terms of selling the majority of rental houses developed in

the multifamily business in the United States.

NEXT Sekisui House, a common key concept shared in the whole Sekisui House Group, is behind these results toward BEYOND 2020 and the acceleration of our moves.

Creating new value while remaining loyal to the basics to make home the happiest place in the world.

We announced the Platform House Concept in January 2019, which presented a vision of making home the happiest place in the world. Committed to exploring the form of happiness for customers and creating new value as a partner in nourishing happiness through housing, we are giving shape to our new attempts and actions based on innovative ideas.

In October last year, we released the Family Suite as a concept model of nourishing happiness. It was so highly regarded for its suggestion of a new style of living that more than 50% of customers in the Custom Detached Houses Business have adopted it. In April, we announced a new variation featuring a large space under the eaves to provide a subtle link between indoors and outdoors. In September, we released the Family Suite Renovation, which is a lifestyle proposal remodeling solution that introduces this concept to existing detached houses.

In the area of non-residential buildings such as hotels, welfare and medical facilities and nurseries, the Flexible β system displays unrivalled competitiveness. It is a new construction method for three- and four-story houses with superior design adaptability and the capability for proposing spaces. Its stable construction quality based on the use of materials shipped from our factories and short construction period give it significant appealing advantages.

Here, non-residential does not mean that spaces lack warmth, like those in warehouses. It means that spaces serve as places of human activities, and that they require a quality similar or equivalent to that of residential spaces. Our stance of constantly serving people and their lives is behind our technological superiority in tangible aspects, and it remains intact. The notion of NEXT Sekisui House is based on our lifelong housing concept, according to which we seek to provide comfortable living – now and always. Our dedication to nourishing happiness stands on superior quality and leading technology that we seek to secure. It is linked with comfortable housing and ecologically sound communities.

While constantly changing ourselves ahead of the times, we practice love of humanity, which is our unaltered fundamental philosophy. Toward BEYOND 2020, these

two elements that constitute our identity have now come together perfectly.

With a view to standing as a leading company in ESG management, we will unite all the strengths of the Sekisui House Group.

The housing policy of the Japanese national government suggests that our duties and the roles we are to play are of increasing significance. At their heart is a shift from quantity to quality. The issues to be addressed include increases in the rate of compliance with the new quake resistance standards, in the ratio of housing stock with energy conservation measures and in the ratio of anti-fire safety improvement in key concentrated urban areas. In addition, the government demanded the expansion of zero energy housing (ZEH) in multi-unit housing by setting a numerical target for the ratio of net-zero energy houses as part of the measures to combat global warming. This is precisely the area in which we have led the industry. Our actions in this domain in line with the governmental policy provide a powerful impetus to our continuous growth. Rebuilding and remodeling are major challenges.

In the previous fiscal year, the ratio of ZEHs to our newly built detached houses was 79%. We constructed the largest number of ZEHs in the world. It was traditionally considered challenging to build multi-unit ZEHs due to insufficient space for solar panel installation on each unit. However, we successfully erected Japan's first condominiums with all dwelling units meeting the ZEH standards. We are thus amassing achievements. In the Remodeling Business, we will continue to promote high value-added proposal-based remodeling and environment-based remodeling with the help of intra-group collaboration. For example, we will propose thermal insulation remodeling for spaces in housing where dwellers spend long periods of time.

In addition, while leading the housing industry, the Sekisui House Group will also promote the SumStock brand, which is aimed at encouraging the circulation of existing high-quality housing. It will provide numerous business opportunities since it is in line with the national governmental policy of transforming Japan's housing market from a flow-based model to a stock-based one.

NEXT Sekisui House will make progress as it responds to the social needs of the times by leveraging our own strengths. We are making consistent efforts to construct an organization and workplaces for creating changes. Our program that ensures that eligible male employees take

childcare leave of at least one month is so advanced that it has earned major media coverage. Earlier in the current fiscal year, we launched a Walking Challenge with a view to promoting employees' health from the perspective of health management. We will continue to upgrade our management with advanced programs and unique approaches that exceed employees' expectations.

At Sekisui House, we have declared that we will aim to be a leading company in terms of ESG management. All our corporate activities serve this objective. We will make incessant efforts to step up our governance practices and carry out endless reforms.

The Sekisui House Group has been addressing plenty of social issues facing Japan and taking actions in line with the governmental stance. We will unite all its strengths to achieve appropriate results for celebrating our 60th anniversary in 2020, and we will keep working to continuously boost our corporate value. We would appreciate your continued support.

Financial analysis

During the first six months of the consolidated fiscal year ending January 31, 2020, the Japanese economy saw a moderate recovery, reflecting improvements in corporate earnings and capital spending. Meanwhile, overseas, while the U.S. continued to enjoy a steady economic recovery due to increases in consumption and capital spending, China's economic development slowed. Uncertainties still remained with regard to the future outlook, mainly reflecting trade problems and fluctuations in the financial and capital markets.

In the domestic housing market, the number of new rental housing starts declined, mainly due to a continued downturn in investor confidence given the tightened lending attitude of financial institutions and growing concerns about the vacancy risk. Meanwhile, the construction of custom detached houses and condominiums for sale increased, leaving the number of new housing starts during the period more or less in line with the level achieved during the preceding fiscal year. In terms of order environment, continued attention to the impact of the consumption tax hike was needed.

In the first six months of the consolidated fiscal year under review, net sales amounted to ¥1,207,836 million (up 20.5% year-on-year). Operating income amounted to ¥113,042 million (up 43.7% year-on-year), ordinary income to ¥116,554 million (up 41.1% year-on-year) and

profit attributable to owners of parent to ¥77,445 million (up 33.9% year-on-year).

Business results in individual segments are as follows.

In the Custom Detached Houses Business, sales amounted to ¥201,778 million (up 19.8% year-on-year) and operating income was ¥24,538 million (up 32.2% year-on-year), as a result of sales promotion of zero energy housing (ZEH), Family Suite and other high value-added residential houses.

In the Rental Housing Business, sales amounted to ¥196,363 million (down 3.6% year-on-year) and operating income was ¥22,296 million (down 5.4% year-on-year), reflecting the combined factors of brisk orders won for three- and four-story rental houses by area-specific marketing with a focus on urban districts and the prolongation of the period for posting sales following the trend towards larger properties.

In the Remodeling Business, sales amounted to ¥77,519 million (up 8.6% year-on-year) and operating income was ¥12,214 million (up 13.6% year-on-year), due to strong sales from proposal-based, environment-based and other large-sized remodeling.

In the Real Estate Management Fees Business, sales amounted to ¥266,173 million (up 3.9% year-on-year) and operating income was ¥21,074 million (up 4.8% year-on-year). In addition to an increase in the number of units under management, the segment successfully captured demand for tenancy in high quality rental houses to maintain a high occupancy rate.

In the Housing for Sale Business, sales were ¥83,664 million (up 13.1% year-on-year) and operating income reached ¥7,692 million (up 46.6% year-on-year), the result of active land purchases and the holding of sales promotion events for first-time buyers.

In the Condominiums Business, sales amounted to ¥35,430 million (down 29.6% year-on-year) and operating income was ¥4,203 million (down 33.8% year-on-year) as the period under review fell in an off-season for property deliveries, despite high contract rates and achievements in line with the full-year plan.

In the Urban Redevelopment Business, sales amounted to ¥99,071 million (up 67.6% year-on-year) and operating

income was ¥11,617 million (up 0.8% year-on-year), following healthy property sales to Sekisui House REIT, Inc.

In the Overseas Business, sales amounted to ¥208,913 million (up 154.6% year-on-year) and operating income rose to ¥30,126 million, reflecting brisk property sales in the multifamily business in the United States and bullish condominium sales in China.

In the Other Businesses, net sales amounted to ¥38,926 million (up 4.2% year-on-year) and operating income to ¥213 million.

Total assets increased by ¥15,961 million to ¥2,428,997 million at the end of the second quarter of the consolidated fiscal year ending January 31, 2020. This was primarily attributable to an increase in cash and deposits. Liabilities decreased by ¥17,907 million to ¥1,198,205 million, mainly due to a decrease in short-term loans. Net assets increased by ¥33,869 million to ¥1,230,792 million, reflecting profit attributable to owners of parent partially offset by dividend payments and a decrease in foreign exchange translation adjustment. Equity capital ratio was 50.2%.

The dividend for the interim period under review will be ¥40.00 per share.

September 2019



Toshinori Abe
Chairman & Representative Director



Yoshihiro Nakai
President & Representative Director

CONSOLIDATED BALANCE SHEETS

As of July 31 and January 31, 2019, and July 31, 2018

| Assets | Millions of yen | | | Thousands of U.S. dollars |
|--|-----------------|--------------------|-----------------|------------------------------|
| | July 31 2019 | January 31 2019 | July 31 2018 | July 31 2019 |
| Current assets: | | | | |
| Cash and cash equivalents..... | ¥ 470,595 | ¥ 342,899 | ¥ 232,744 | \$ 4,331,692 |
| Short-term investments..... | 371 | 460 | 930 | 3,415 |
| Notes and accounts receivable: | | | | |
| Affiliates..... | 1,222 | 744 | 659 | 11,248 |
| Trade..... | 43,348 | 42,504 | 44,893 | 399,006 |
| Other..... | 33,873 | 35,679 | 33,800 | 311,791 |
| Less allowance for doubtful accounts..... | (1,476) | (1,440) | (1,200) | (13,586) |
| | 76,967 | 77,487 | 78,152 | 708,459 |
| Inventories | 996,680 | 1,100,188 | 1,123,490 | 9,174,153 |
| Other current assets | 49,070 | 48,284 | 55,134 | 451,675 |
| Total current assets | 1,593,683 | 1,569,318 | 1,490,450 | 14,669,394 |
| Property, plant and equipment, at cost: | | | | |
| Land..... | 294,124 | 304,371 | 316,907 | 2,707,327 |
| Buildings and structures | 341,524 | 346,776 | 358,965 | 3,143,630 |
| Machinery, equipment and other..... | 100,828 | 99,077 | 98,458 | 928,093 |
| Construction in progress..... | 23,609 | 21,889 | 25,120 | 217,314 |
| | 760,085 | 772,113 | 799,450 | 6,996,364 |
| Less accumulated depreciation | (246,017) | (241,718) | (246,254) | (2,264,516) |
| Property, plant and equipment, net | 514,068 | 530,395 | 553,196 | 4,731,848 |
| Investments and other assets: | | | | |
| Long-term loans receivable..... | 22,641 | 24,157 | 25,073 | 208,404 |
| Less allowance for doubtful accounts..... | (228) | (218) | (438) | (2,099) |
| | 22,413 | 23,939 | 24,635 | 206,305 |
| Investments in securities..... | 92,479 | 90,642 | 105,715 | 851,243 |
| Investments in affiliates..... | 79,109 | 66,317 | 63,228 | 728,176 |
| Goodwill | 3,751 | 4,586 | 5,300 | 34,527 |
| Intangible assets | 16,086 | 15,981 | 16,095 | 148,067 |
| Deferred income taxes..... | 29,038 | 37,728 | 19,887 | 267,286 |
| Asset for retirement benefits..... | 180 | 383 | 15,631 | 1,657 |
| Other assets | 78,190 | 73,747 | 55,547 | 719,717 |
| Total investments and other assets | 321,246 | 313,323 | 306,038 | 2,956,978 |
| | ¥ 2,428,997 | ¥ 2,413,036 | ¥ 2,349,684 | \$ 22,358,220 |

Liabilities and net assets

Millions of yen

 Thousands of
U.S. dollars

| | July 31 2019 | January 31 2019 | July 31 2018 | July 31 2019 |
|---|--------------------|--------------------|--------------------|----------------------|
| Current liabilities: | | | | |
| Short-term loans..... | ¥ 178,559 | ¥ 239,472 | ¥ 220,393 | \$ 1,643,584 |
| Short-term bonds..... | 35,000 | 20,000 | – | 322,165 |
| Current portion of long-term debt and lease obligation..... | 55,904 | 64,781 | 27,173 | 514,580 |
| Notes and accounts payable: | | | | |
| Affiliates..... | 5,230 | 5,062 | 4,556 | 48,141 |
| Trade..... | 132,315 | 142,367 | 131,083 | 1,217,922 |
| Accrued income taxes..... | 17,507 | 33,009 | 15,574 | 161,147 |
| Advances received on construction projects in progress..... | 211,387 | 156,606 | 147,019 | 1,945,757 |
| Accrued employees' bonuses..... | 18,911 | 25,527 | 19,026 | 174,070 |
| Accrued directors' and corporate auditors' bonuses..... | 298 | 1,477 | 559 | 2,743 |
| Provision for warranties for completed construction..... | 2,879 | 2,788 | 2,820 | 26,500 |
| Other current liabilities..... | 84,953 | 90,229 | 76,953 | 781,968 |
| Total current liabilities | <u>742,943</u> | <u>781,318</u> | <u>645,156</u> | <u>6,838,577</u> |
| Long-term liabilities: | | | | |
| Long-term debt and lease obligation..... | 338,871 | 315,257 | 396,003 | 3,119,210 |
| Guarantee deposits received..... | 58,915 | 60,701 | 61,014 | 542,296 |
| Accrued retirement benefits for directors and corporate auditors..... | 792 | 1,061 | 960 | 7,290 |
| Liability for retirement benefits..... | 49,287 | 49,989 | 21,861 | 453,673 |
| Deferred income taxes..... | 827 | 1,090 | 1,840 | 7,612 |
| Other liabilities..... | 6,570 | 6,696 | 13,329 | 60,475 |
| Total long-term liabilities | <u>455,262</u> | <u>434,794</u> | <u>495,007</u> | <u>4,190,556</u> |
| Contingent liabilities (Note 2) | | | | |
| Net assets: | | | | |
| Shareholders' equity | | | | |
| Common stock: | | | | |
| Authorized:1,978,281,000 shares | | | | |
| Issued:690,683,466 shares in July 2019 and 2018, and January 2019..... | | | | |
| | 202,591 | 202,591 | 202,591 | 1,864,792 |
| Capital surplus..... | 251,468 | 251,563 | 251,563 | 2,314,691 |
| Retained earnings..... | 750,380 | 700,951 | 657,186 | 6,907,032 |
| Less treasury stock, at cost..... | (3,748) | (4,216) | (934) | (34,499) |
| Total shareholders' equity | <u>1,200,691</u> | <u>1,150,889</u> | <u>1,110,406</u> | <u>11,052,016</u> |
| Accumulated other comprehensive income: | | | | |
| Net unrealized holding gain on securities..... | 34,652 | 33,147 | 42,837 | 318,962 |
| Deferred (loss) gain on hedges..... | (79) | (56) | 39 | (727) |
| Translation adjustments..... | 6,555 | 21,270 | 30,618 | 60,337 |
| Retirement benefits liability adjustments..... | (22,791) | (22,441) | 12,091 | (209,785) |
| Total accumulated other comprehensive income | <u>18,337</u> | <u>31,920</u> | <u>85,585</u> | <u>168,787</u> |
| Stock subscription rights..... | 640 | 803 | 797 | 5,891 |
| Non-controlling interests..... | 11,124 | 13,312 | 12,733 | 102,393 |
| Total net assets | <u>1,230,792</u> | <u>1,196,924</u> | <u>1,209,521</u> | <u>11,329,087</u> |
| | <u>¥ 2,428,997</u> | <u>¥ 2,413,036</u> | <u>¥ 2,349,684</u> | <u>\$ 22,358,220</u> |

* See notes to consolidated financial statements.

CONSOLIDATED STATEMENTS OF INCOME

Six months ended July 31, 2019 and 2018, and year ended January 31, 2019

| | Millions of yen | | | Thousands of U.S. dollars |
|--|-----------------|-----------------|--------------------|------------------------------|
| | July 31 2019 | July 31 2018 | January 31 2019 | July 31 2019 |
| Net sales | ¥ 1,207,836 | ¥ 1,002,621 | ¥ 2,160,317 | \$ 11,117,784 |
| Cost of sales..... | 962,401 | 798,275 | 1,715,720 | 8,858,625 |
| Gross profit..... | 245,435 | 204,346 | 444,597 | 2,259,159 |
| Selling, general and administrative expenses | 132,393 | 125,697 | 255,374 | 1,218,640 |
| Operating income | 113,042 | 78,649 | 189,223 | 1,040,519 |
| Other income (expenses): | | | | |
| Interest and dividend income..... | 2,217 | 2,125 | 4,028 | 20,407 |
| Interest expense..... | (2,942) | (2,180) | (4,722) | (27,080) |
| Loss on disposal or sales of fixed assets..... | (561) | (390) | (1,607) | (5,164) |
| Equity in earnings of affiliates..... | 5,773 | 4,327 | 7,751 | 53,139 |
| Foreign exchange loss, net..... | (819) | (390) | (554) | (7,538) |
| Loss on impairment of fixed assets..... | (272) | (380) | (9,393) | (2,504) |
| Gain on sales of shares of subsidiaries and affiliate..... | - | 181 | 181 | - |
| Gain on sales of investments in securities..... | - | - | 3,094 | - |
| Loss on sales of investments in securities..... | - | - | (72) | - |
| Loss on revaluation of investments in securities..... | - | (2) | (2) | - |
| Other, net..... | (717) | 67 | (535) | (6,600) |
| Profit before income taxes..... | 115,721 | 82,007 | 187,392 | 1,065,179 |
| Income taxes: | | | | |
| Current..... | 25,006 | 18,653 | 51,301 | 230,173 |
| Deferred..... | 7,947 | 5,618 | 6,473 | 73,150 |
| Total..... | 32,953 | 24,271 | 57,774 | 303,323 |
| Profit..... | 82,768 | 57,736 | 129,618 | 761,856 |
| Profit attributable to: | | | | |
| Non-controlling interests..... | (5,323) | 111 | 1,035 | (48,997) |
| Owners of parent..... | ¥ 77,445 | ¥ 57,847 | ¥ 128,583 | \$ 712,859 |

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Six months ended July 31, 2019 and 2018, and year ended January 31, 2019

| | Millions of yen | | | Thousands of U.S. dollars |
|--|-----------------|-----------------|--------------------|------------------------------|
| | July 31 2019 | July 31 2018 | January 31 2019 | July 31 2019 |
| Profit..... | ¥ 82,768 | ¥ 57,736 | ¥ 129,618 | \$ 761,856 |
| Other comprehensive loss | | | | |
| Net unrealized holding gain (loss) on securities..... | 1,351 | (5,106) | (15,001) | 12,436 |
| Translation adjustments..... | (14,303) | (19,035) | (28,303) | (131,655) |
| Retirement benefits liability adjustments..... | (366) | (4,089) | (38,656) | (3,369) |
| Share of other comprehensive loss of affiliates accounted for by the equity method..... | (257) | (1,014) | (966) | (2,366) |
| Total other comprehensive loss..... | (13,575) | (29,244) | (82,926) | (124,954) |
| Comprehensive income..... | ¥ 69,193 | ¥ 28,492 | ¥ 46,692 | \$ 636,902 |
| Total comprehensive income attributable to: | | | | |
| Owners of parent..... | ¥ 63,862 | ¥ 28,624 | ¥ 45,694 | \$ 587,832 |
| Non-controlling interests..... | 5,331 | (132) | 998 | 49,070 |

CONSOLIDATED STATEMENTS OF CASH FLOWS

Six months ended July 31, 2019 and 2018, and year ended January 31, 2019

| | Millions of yen | | | Thousands of U.S. dollars |
|---|-----------------|-----------------|--------------------|------------------------------|
| | July 31 2019 | July 31 2018 | January 31 2019 | July 31 2019 |
| Cash flows from operating activities | | | | |
| Profit before income taxes | ¥ 115,721 | ¥ 82,007 | ¥ 187,392 | \$ 1,065,179 |
| Adjustments for: | | | | |
| Depreciation and amortization | 10,472 | 10,910 | 22,155 | 96,392 |
| Loss on impairment of fixed assets..... | 272 | 380 | 9,393 | 2,504 |
| Increase (decrease) in liability for retirement benefits..... | 79 | 56 | (9,410) | 727 |
| Increase in asset for retirement benefits..... | (1,104) | (6,490) | (3,383) | (10,162) |
| Interest and dividend income | (2,217) | (2,125) | (4,028) | (20,407) |
| Interest expense..... | 2,942 | 2,180 | 4,722 | 27,080 |
| Equity in earnings of affiliates | (5,773) | (4,327) | (7,751) | (53,139) |
| Gain on sales of investments in securities..... | - | - | (3,022) | - |
| Loss on revaluation of investment in securities | - | 2 | 2 | - |
| Gain on sales of shares of subsidiaries and affiliate | - | (181) | (181) | - |
| (Increase) decrease in notes and accounts receivable | (178) | 796 | 3,159 | (1,638) |
| Decrease (increase) in inventories | 119,418 | (41,769) | 4,851 | 1,099,208 |
| Decrease in notes and accounts payable..... | (10,971) | (40,392) | (29,518) | (100,985) |
| Increase in advances received on construction projects in progress | 56,989 | 4,737 | 14,818 | 524,567 |
| Other..... | (11,686) | (36,592) | (15,864) | (107,566) |
| Subtotal..... | 273,964 | (30,808) | 173,335 | 2,521,760 |
| Interest and dividends received | 3,177 | 5,929 | 8,769 | 29,243 |
| Interest paid | (4,110) | (2,727) | (6,523) | (37,831) |
| Income taxes paid | (39,844) | (34,688) | (50,493) | (366,753) |
| Net cash provided by (used in) operating activities | 233,187 | (62,294) | 125,088 | 2,146,419 |
| Cash flows from investing activities | | | | |
| Proceeds from sales of short-term investments..... | - | - | 590 | - |
| Purchases of property, plant and equipment | (34,144) | (24,908) | (53,878) | (314,286) |
| Proceeds from sales of property, plant and equipment | 69 | 105 | 4,468 | 635 |
| Purchases of investments in securities..... | (9,150) | (3,907) | (5,966) | (84,223) |
| Proceeds from sales and redemption of investment in securities | 698 | 580 | 5,832 | 6,425 |
| Increase in loans receivable..... | (213) | (98) | (220) | (1,961) |
| Collection of loans receivable | 1,503 | 687 | 1,431 | 13,835 |
| Other | (2,220) | (2,114) | (22,441) | (20,434) |
| Net cash used in investing activities | (43,457) | (29,655) | (70,184) | (400,009) |
| Cash flows from financing activities | | | | |
| (Decrease) increase in short-term loans, net | (55,129) | 25,783 | 44,222 | (507,447) |
| Redemption of bonds..... | - | (15,000) | (15,000) | - |
| Proceeds from long-term debt | 43,033 | 22,318 | 48,690 | 396,106 |
| Repayment of long-term debt | (10,235) | (2,031) | (50,807) | (94,210) |
| Cash dividends paid | (27,533) | (27,611) | (54,532) | (253,433) |
| Purchases of treasury stock..... | (5) | (6) | (3,375) | (46) |
| Purchase of shares of subsidiary that do not result in change in scope of consolidation..... | (609) | - | - | (5,606) |
| Other | (6,914) | 567 | (228) | (63,641) |
| Net cash (used in) provided by financing activities | (57,392) | 4,020 | (31,030) | (528,277) |
| Effect of exchange rate changes on cash and cash equivalents..... | (4,642) | (4,020) | (5,668) | (42,728) |
| Net increase (decrease) in cash and cash equivalents..... | 127,696 | (91,949) | 18,206 | 1,175,405 |
| Cash and cash equivalents at beginning of period..... | 342,899 | 324,693 | 324,693 | 3,156,287 |
| Cash and cash equivalents at end of period | ¥ 470,595 | ¥ 232,744 | ¥ 342,899 | \$ 4,331,692 |

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

July 31, 2019 and 2018

1. Basis of Consolidated Financial Statements

The accompanying consolidated financial statements of Sekisui House, Ltd. (the "Company") and its subsidiaries have been compiled from the consolidated financial statements prepared by the Company as required by the Financial Instruments and Exchange Act of Japan. In preparing the accompanying consolidated financial statements, certain reclassifications and rearrangements have been made to present them in a form which is familiar to readers outside Japan. In addition, the notes to the accompanying consolidated financial statements include information which is not required under accounting principles generally accepted in Japan but is presented herein as additional information.

Certain reclassifications of previously reported amounts have been made to conform the accompanying consolidated financial statements for the six months ended July 31, 2018 to the 2019 presentation. Such reclassifications had no effect on consolidated net income or net assets.

The translation of Japanese yen amounts into U.S. dollars is included solely for the convenience of the reader and has been made at ¥108.64= U.S. \$1.00, the approximate rate of exchange in effect on July 31, 2019. This translation should not be construed as a representation that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollar amounts at the above or any other rate.

(Application of Partial Amendments to Accounting Standard for Tax Effect Accounting)

The Company and its subsidiaries have adopted "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) from the first quarter of the fiscal year ended January 31, 2020. As such, deferred tax assets and deferred tax liabilities are included within investments and other assets and long-term liabilities, respectively.

2. Contingent Liabilities

The Company and its subsidiaries had the following contingent liabilities at July 31, 2019.

| | Millions of yen | Thousands of U.S. dollars |
|--|-----------------|------------------------------|
| Guarantees of housing loans to customers..... | ¥ 100,279 | \$ 923,039 |
| Guarantees of bank loans of a third party..... | 183 | 1,685 |
| | ¥ 100,462 | \$ 924,724 |

3. Amounts per Share

| | Yen | | | U.S. dollars |
|---|-----------------|-----------------|--------------------|-----------------|
| | July 31 2019 | July 31 2018 | January 31 2019 | July 31 2019 |
| Profit attributable to owners of parent : | | | | |
| Basic | ¥ 112.53 | ¥ 83.82 | ¥ 186.53 | \$ 1.04 |
| Diluted | 112.39 | 83.72 | 186.29 | 1.03 |
| Net assets..... | 1,770.76 | 1,733.06 | 1,718.82 | 16.30 |
| Cash dividends..... | 40.00 | 39.00 | 79.00 | 0.37 |

Corporate Data

Outline of the Company

(As of July 31, 2019)

Established

August 1, 1960

Capital Stock Issued

¥202,591 million

Employees

25,310 (Consolidated)

Head Office

Tower East Umeda Sky Building
1-88 Oyodonaka 1-chome Kita-ku Osaka
531-0076 Japan
Phone: 81-6-6440-3111
Facsimile: 81-6-6440-3369

Factories

Ibaraki, Shizuoka, Yamaguchi, Miyagi and Hyogo

Laboratory

Comprehensive Housing R & D Institute (Kyoto)

Major Subsidiaries and Affiliates

Sekiwa Real Estate, Ltd.
Sekisui House Remodeling Central, Ltd.
Sekiwa Construction Higashi-Tokyo, Ltd.
Sekisui House Asset Management, Ltd.
Sekisui House Australia Holdings Pty Limited
Sekisui House US Holdings, LLC
Sekisui House Changcheng (Suzhou) Real Estate
Development Co. Ltd.

Stock Information

(As of July 31, 2019)

Stock Listing

Tokyo, Nagoya

American Depositary Receipts

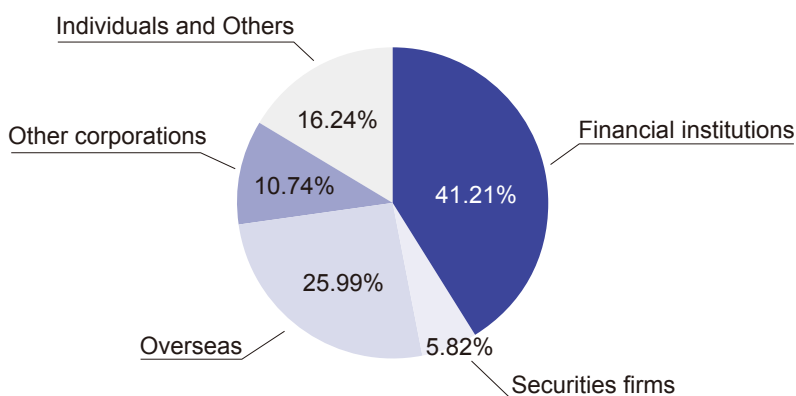
Symbol: SKHSY
CUSIP: 816078307
Ratio: 1:1
Exchange: OTC (Over-the-Counter)
Depository: The Bank of New York Mellon
BNYMellon Shareowner Services
PO Box 505000
Louisville, KY 40233-50000 U.S.A.
U.S. toll free: (888)269-2377 (888-BNY-ADRS)
International Callers: +1(201)680-6825
<http://www.adrbnymellon.com>

Major Shareholders

| | Name | Number of shares | Shareholding ratio (%) |
|----|--|------------------|------------------------|
| 1 | The Master Trust Bank of Japan, Ltd. (Trust account) | 65,313,500 | 9.46 |
| 2 | Sekisui Chemical Co., Ltd. | 42,168,727 | 6.11 |
| 3 | Japan Trustee Services Bank, Ltd. (Trust account) | 35,903,244 | 5.20 |
| 4 | Sekisui House <i>Ikushikai</i> | 16,896,161 | 2.45 |
| 5 | SMBC Nikko Securities Inc. | 16,424,000 | 2.38 |
| 6 | Northern Trust Co. (AVFC) SUB A/C Non Treaty | 14,021,380 | 2.03 |
| 7 | MUFG Bank, Ltd. | 13,624,515 | 1.97 |
| 8 | Japan Trustee Services Bank, Ltd. (Trust account 5) | 13,528,100 | 1.96 |
| 9 | Japan Trustee Services Bank, Ltd. (Trust account 7) | 12,646,000 | 1.83 |
| 10 | The Dai-ichi Life Insurance Company, Limited | 12,158,730 | 1.76 |

Note: Sekisui House *Ikushikai* is the Company's employee stock holding association.

Stock Composition



Directors and Corporate Auditors

(As of July 31, 2019)

Chairman & Representative Director

Toshinori Abe

Vice Chairman & Representative Director

Shiro Inagaki

President & Representative Director

Yoshihiro Nakai

Executive Vice President & Representative Director

Takashi Uchida

Directors

Teruyuki Saegusa *

Shiro Wakui *

Yukiko Yoshimaru *

Fumiyasu Suguro

Kunpei Nishida

Yosuke Horiuchi

Toshiharu Miura

*Indicates an outside director as provided in Article 2-15 of the Companies Act and registered as independent officer required by the Tokyo Stock Exchange

Standing Corporate Auditors

Haruyuki Iwata

Hisao Yamada

Corporate Auditors

Yoshinori Shinohara **

Takashi Kobayashi **

Hisako Makimura **

Ryuichi Tsuruta **

**Indicates an outside audit & supervisory board member as provided in Article 2-16 of the Companies Act and registered as independent officer required by the Tokyo Stock Exchange

Executive Officers

(As of July 31, 2019)

Senior Managing Officers

Fumiyasu Suguro

Kunpei Nishida

Yosuke Horiuchi

Managing Officers

Toshiharu Miura

Kohei Hirota

Noboru Ashida

Hiroyuki Satoh

Kenichi Ishida

Kazuchika Uchiyama

Toru Ishii

Osamu Minagawa

Hideyuki Kamijo

Executive Officers

Michio Yoshizaki

Takakazu Koi

Masayoshi Ishii

Midori Ito

Masato Kudoh

Sachio Nitta

Haruhiko Toyoda

Kohei Joki

Keizo Yoshimoto

Shigeo Tsujimoto



SEKISUI HOUSE

Tower East Umeda Sky Building
1-88 Oyodonaka 1-chome,
Kita-ku Osaka 531-0076 Japan
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