# Consolidated Financial Statements Summary for the Second Quarter of FY2013 (February 1, 2013 through July 31, 2013) (Japanese Standard)

September 5, 2013

Company name : Sekisui House, Ltd. (URL http://www.sekisuihouse.co.jp)

Listed exchanges : Tokyo, Nagoya

Stock code : 1928

Representative : Toshinori Abe, President and Representative Director Inquiries : Fumiaki Hirabayashi, Director and Senior Managing Officer

Head of Corporate Communications Dept.  $\,$  Tel +81 6 6440 3111

Filing date of quarterly securities report : September 13, 2013 : September 30, 2013 Date of scheduled payment of dividends

Quarterly earnings supplementary

explanatory documents

: Yes

Quarterly earnings results briefing

: Yes (for institutional investors and analysts, in Japanese)

(Amounts are rounded down to the nearest million yen.)

#### 1. Consolidated Results for the Six Months Ended July 31, 2013 (February 1, 2013 through July 31, 2013)

(1) Consolidated Financial Results

(% figures represent changes from the same period of the previous year.)

	Net sales		Operating income		Ordinary income		Net income	
	¥ million	%	¥ million	%	¥ million	%	¥ million	%
Six months ended Jul. 31, 2013	845,246	11.5	55,699	67.4	57,637	68.2	34,042	99.4
Six months ended Jul. 31, 2012	758,008	1.6	33,274	2.2	34,257	5.2	17,075	1.2

(Note) Comprehensive income:

Six months ended Jul. 31, 2013 ¥64,081 million (234.8%) Six months ended Jul. 31, 2012: ¥19,141 million (2.6%)

	Net income per share	Fully diluted net income per share
	¥	¥
Six months ended Jul. 31, 2013	50.68	47.13
Six months ended Jul. 31, 2012	25.42	23.64

#### (2) Consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio
	¥ million	¥ million	%
As of July 31, 2013	1,642,131	867,548	52.3
As of January 31, 2013	1,539,272	814,063	52.4

(Reference) Shareholders' equity As of July 31, 2013: ¥858,485 million As of January 31, 2013: ¥806,406 million

#### 2. Cash Dividends

	Cash dividends per share						
	End of first quarter	Year-end					
	¥	¥	¥	¥	¥		
Year ended Jan. 31, 2013	-	12.00	-	16.00	28.00		
Year ending Jan. 31, 2014	-	20.00					
Year ending Jan. 31, 2014 (forecast)			-	23.00	43.00		

(Note) Revised dividend forecast for the quarter under review: Yes

#### 3. Consolidated Results Forecast for FY2013 (February 1, 2013 through January 31, 2014)

(% figures represent changes from the same period of the previous year.)

	Net sales	Operating income	Ordinary income	Net income	Net income per share
	¥ million %	¥ million %	¥ million %	¥ million %	¥
Year ending Jan. 31, 2014	1,815,000 12.5	130,000 50.8	133,500 45.5	77,000 65.7	114.64

(Note) Revised forecast for the quarter under review: Yes

#### Notes

- (1) Changes in significant subsidiaries (changes in specific subsidiaries that caused a change in scope of consolidation): None
- (2) Application of accounting treatment specific to the preparations for consolidated quarterly financial statements: None
- (3) Changes in accounting policies, accounting estimates and restatements
  - (a) Changes in accounting policies due to amendment of accounting standards: Applicable
  - (b) Changes in accounting policies due other than (a): Not applicable
  - (c) Changes in accounting estimates: Applicable
  - (d) Restatements: Not applicable

(Notes) Paragraph 5 of Article 10 of Regulations Concerning the Terminology, Forms and Preparation Method of Quarterly Consolidated Financial Statements has been applied. For details please refer to "(3) Changes in Accounting Policies, Accounting Estimates and Restatements" in "2. Matters Regarding Summary Information (Notes)" of the "Attached Material" on page 7.

- (4) Number of shares outstanding (common stock)
  - (i) Number of shares outstanding at the end of each period (including treasury stock):

As of Jul. 31, 2013: 676,885,078 shares

As of Jan. 31, 2013: 676,885,078 shares

(ii) Number of treasury stock at the end of each period:

As of Jul. 31, 2013: 5,263,206 shares

As of Jan. 31, 2013: 5,234,879 shares

(iii) Average number of shares outstanding in each period (cumulative quarterly consolidated accounting period):

Six months ended Jul. 31, 2013: 671,640,663 shares

Six months ended Jul. 31, 2012: 671,671,974 shares

#### \* Implementation Status of Quarterly Review Processes

At the time of disclosure of this report, the procedures for review of quarterly consolidated financial statements, pursuant to the Financial Products and Exchange Law, have not been completed.

# \* Notes Regarding the Appropriate Use of Results Forecasts and Other Important Matters

Descriptions regarding forward-looking statements, etc. contained in these materials are based on information currently available to the Company and certain assumptions judged reasonable. The Company makes no warranty as to the feasibility of its projections. Future results may differ materially from projections due to various factors. For the assumptions underlying the earnings forecast and cautions in using forecasts, please see "(3) Qualitative Information Regarding Consolidated Results Forecast" in "1. Qualitative Information Regarding Consolidated Results for the Six Months under Review" of the "Attached Material" on page 7.

#### (Obtaining supplementary explanatory documents)

The Company plans to hold a briefing for institutional investors and analysts on September 5, 2013. Relevant financial explanatory documents to be handed out at the briefing will be posted on our official website on the same day.

# TABLE OF CONTENTS OF THE ATTACHED MATERIAL

1.	dualitative Information Regarding the Consolidated Results for the Six Months under Review	• 4
	(1) Qualitative Information Regarding Consolidated Business Results	4
	(2) Qualitative Information Regarding Consolidated Financial Conditions	6
	(3) Qualitative Information Regarding Consolidated Results Forecast	7
2.	Matters Regarding Summary Information (Notes)	. 7
	(1) Changes in Significant Subsidiaries during the Period	7
	(2) Application of Accounting Treatment Specific to the Preparations for Consolidated Quarterly Financial Statement	s 7
	(3) Changes in Accounting Policies, Accounting Estimates and Restatements	7
3.	Consolidated Quarterly Financial Statements	. 8
	(1) Consolidated Quarterly Balance Sheets	8
	(2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income	10
	Consolidated Quarterly Statements of Income	
	For the Cumulative Second Quarter	10
	Consolidated Quarterly Statements of Comprehensive Income	
	For the Cumulative Second Quarter	11
	(3) Notes Regarding Assumption of a Going Concern	12
	(4) Segment Information, etc.	12
	(5) Notes Regarding Significant Changes in the Amount of Shareholders' Equity	13
4.	Supplemental Information	- 14
	Γhe State of Orders	14

## 1. Qualitative Information Regarding the Consolidated Results for the Second Months under Review

#### (1) Qualitative Information Regarding Consolidated Business Results

During the first six months of the consolidated fiscal year under review, the Japanese economy saw increasing expectations of an improvement in corporate performance, backed by a correction of the strong yen and the brisk stock market due to factors such as the government-led economic policy and monetary easing by the Bank of Japan.

In the housing market, demand increased, reflecting rises in land prices in more locations, measures to assist housing acquisitions, including housing loan tax credits and tax breaks for donations of funds for housing acquisitions, and growing awareness of housing safety and security and issues with respect to ensuring an energy supply. With rising expectations of an improvement in employment and income resulting from improving corporate performance, willingness to invest in housing also increased, and new housing starts have continued to improve.

Under these circumstances, the Company has followed its new medium-term management plan established last November and aims to realize sustainable profit growth in Japanese markets under its brand vision "SLOW & SMART." The Company has also been promoting its business to get its overseas operations on track for growth. In March, the Company revised upward the net sales and operating income initially planned for this fiscal year, considering factors such as economic conditions and the environment surrounding the housing market, as well as the Company's steady orders. Moreover, the Company focused on the further growth of orders by holding sales promotion events, *Sumai no sankan-bii* (visits to model houses), nationwide.

On April 26, 2013, the jointly developed Grand Front Osaka in Kita Ward, Osaka, saw its grand opening. The Company opened SUMUFUMU LAB, located in the aforementioned facilities operated by the Company, regarding it as a new hub for its R&D center, the Comprehensive Housing R&D Institute, one of the largest in Japan, and the creation of a new housing culture.

The overall reduction in CO2 emissions through solar power generation systems and fuel cells installed in houses by Sekisui House Group was certified as a domestic credit in the Domestic Credit Scheme, which certifies reductions in green house gas emissions and uses them in emissions trading. The scheme has been run by the Ministry of Economy, Trade and Industry, the Ministry of the Environment, and the Ministry of Agriculture, Forestry and Fisheries since 2008. The certified domestic credit was the largest ever among all program-based projects.

Business results by segments are as follows.

#### (Custom Detached Houses Business)

In the Custom Detached Houses Business, the Company started to sell Green First Zero, in order to be ahead of time in realizing Zero Energy Houses (ZEH), which the government aims to disseminate as a standard house by 2020, and to respond to the fast-growing need for enhanced performance in power-saving and disaster prevention after the Great East Japan Earthquake. This is an innovative house that drastically reduces energy consumption through high insulation values and the latest energy conservation facilities, as well as generating power using solar batteries and fuel cells, to aim for a Zero Energy Balance. The Company intends to promote sales of the house as its new growth driver. Green First Zero

has been performing well: 51% of the orders received in July were those for Green First Zero. Coupled with the Company's skilled proposals for its multifamily dwelling models, sales of 3- and 4-story detached houses, which are being actively promoted in urban areas, increased 44% year-on-year in the first six months. In addition, the seismic vibration absorption system SHEQAS (Sekisui House Earthquake Energy Absorbing System), the air environment specification AIRKIS, and the Bellburn earthenware exterior wall incorporated into the Sha-Wood, all of which were originally developed by the Company, fully conveyed our superiority to increase our orders.

As a result of these business promotions, orders were favorable.

#### (Rental Housing Business)

In the Rental Housing Business, similar to the Custom Detached Houses Business, sales of 3- and 4-story rental houses have increased steadily. Furthermore, the Company implemented aggressive sales strategies, such as design proposals suited to the lifestyles of residents, and differentiated itself from competitors' products by including its original floor sound insulation system SHAIDD55 in all units as standard equipment. In the meantime, the Company continued to promote sales of CELEBRIO housing with support services for elderly people. In March, we held the sales promotion event Sha-Maison Festa to display the appeal of our rental houses, including Sha-Maison Gardens. The Company also sought to proactively increase its order volume by responding to customers' needs through initiatives such as organizing seminars to present ways to deal with amendments to inheritance tax legislation.

As a result of these business promotions, orders were favorable.

Sales in the Rental Housing Business amounted to ¥162,214 million, up 16.3% year-on-year, and operating income to ¥15,405 million, up 39.3% year-on-year.

## (Remodeling Business)

In the Remodeling Business, the Company was proactive in its sales effort, taking advantage of its housing stock of more than 2.15 million houses it has sold. The Company proactively proposed remodeling projects to increase energy conservation and efficiency in order to address market needs. It held sales promotion events nationwide and remained active in promoting sales of solar power generation systems.

As a result of these business promotions, orders including those for solar power generation systems were steady.

Sales in the Remodeling Business amounted to ¥61,728 million, up 12.8% year-on-year, and operating income to ¥6,693 million, up 17.1% year-on-year.

#### (Real Estate Management Fees Business)

In the Real Estate Management Fees Business, the number of units of Sha-Maison low-rise apartments for block leasing and management by Sekiwa Real Estate companies enjoyed a steady growth. Demand increased in the rental housing market, mainly in urban areas. To encourage occupancy, a rental brand was established using the Internet and the cooperation of the Group was enhanced. Further, by making proposals for remodeling to meet the needs of the market, occupancy rates remained high, particularly in the urban area.

Sales in the Real Estate Management Fees Business amounted to \(\frac{4}{204}\),125 million, up 4.1% year-on-year, and operating income to \(\frac{4}{11}\),031 million, up 32.8% year-on-year.

## (Houses for Sale Business)

In the Houses for Sale Business, the Company continued to develop Smart Town nationwide, with its theme concerning the self-sustainability of energy and the regeneration of community. As a leading smart house company based on the keywords "safety and security," "healthy and pleasant," "energy" and "watchful," the Company proactively marketed a new high-value-added home for sale, Green First HYBRID, which provides integrated control of solar cells, fuel cells and storage batteries. As part of initiatives to make contributions to reconstruction in areas affected by the earthquake, the Company started to sell Smart Common Stage Mitazono (Miyagi Prefecture), a Smart Town with enhanced energy saving and energy creation specifications and disaster prevention functions.

As a result of these business promotions, sales have steadily increased.

Sales in the Houses for Sale Business amounted to \\$69,806 million, up 19.4% year-on-year, and operating income to \\$4,184 million, up 316.8% year-on-year.

#### (Condominiums Business)

In the Condominium Business, the Grande Maison Marunouchi Style in Nagoya City and the Grande Maison Higashinada Morikitamati in Kobe City, both of which are in Nagoya City, sold out immediately, and sales of new units continued to be strong. Furthermore, the Company started to deliver units in Grand Front Osaka Owner's Tower in Osaka City and continued with sales initiatives to enhance its brand value under its brand vision "SLOW & SMART," to sell units available for sale. Thanks to these initiatives, sales were strong.

Sales in the Condominiums Business amounted to \\$30,347 million, up 49.6% year-on-year, and operating income to \\$337 million, up 37.3% year-on-year.

#### (Urban Redevelopment Business)

In the Urban Redevelopment Business, the Company began building Prime Maison Shinagawa, a rental apartment that will provide a safe, secure, comfortable, and energy-saving lifestyle in Tokyo. Prime Maison Shinagawa will have high thermal insulation performance, energy saving and energy creation equipment, and indigenous trees surrounding it. The occupancy rates of Sekisui Group's rental properties, including its Prime Maison series rental apartments, remained firm. Sales in the Urban Redevelopment Business amounted to ¥14,120 million, down 25.3% year-on-year, and operating income to ¥3,548 million, up 17.2% year-on-year.

#### (Overseas Business)

In the Overseas Business, sales of subdivisions in the United States, mainly in the Houston area of Texas and One Loudoun in Virginia, continued to be positive over the period, as in the previous year. The One Central Building in Central Park project in Australia was completed, and delivery started. In the project in Heping District in Shenyang, China, the showroom was preparing for the commencement of sales.

Sales in the Overseas Business amounted to \$19,692\$ million, up 3.5% year-on-year, and operating income to \$554\$ million, down 49.3% year-on-year.

#### (Other Businesses)

In the Exterior Business, the Company proposed landscaping to plant trees native to each area in line with its "Gohon no ki" landscaping concept. It also made proactive proposals for comprehensive exterior designs with detached and rental housing designed to complement the neighboring townscape.

Sales in the Other Businesses amounted to ¥34,579 million, up 24.2% year-on-year, and operating income to ¥344 million.

# (2) Qualitative Information Regarding Consolidated Financial Conditions

Total assets grew \(\pm\)102,858 million to \(\pm\)1,642,131 million at the end of the second quarter of the consolidated fiscal year under review, primarily attributable to an increase in land for sale and property, land and equipment. Liabilities increased

\delta49,374 million, to \delta774,583 million, mainly due to the increases in notes and accounts payable and advances received on uncompleted construction contracts. Net assets rose \delta53,484 million, to \delta867,548 million, reflecting posting of net income and an increase in foreign currency translation adjustment.

## (3) Qualitative Information Regarding Consolidated Results Forecast

With the introduction of a new product, Green First Zero, and the positive results from its sales strategy, the promotion of the Company's brand vision SLOW & SMART, mainly through the active sales expansion of 3- and 4-story houses, as well as an improvement in demand for housing, primarily reflecting anticipation of an economic recovery and tax revisions, both sales and orders exceeded the initial plan. Accordingly, we have revised our consolidated results forecast for the fiscal year ending January 31, 2014 announced on March 7, 2013 as follows: net sales of ¥1,815 billion (up 12.5% year-on-year), operating income of ¥130 billion (up 50.8% year-on-year), ordinary income of ¥133.5 billion (up 45.5% year-on-year), and net income of ¥77 billion (up 65.7% year-on-year).

#### 2. Matters Regarding Summary Information (Notes)

- (1) Changes in Significant Subsidiaries (changes in specific subsidiaries that caused a change in scope of consolidation):

  Not applicable
- (2) Application of Accounting Treatment Specific to the Preparations for Consolidated Quarterly Financial Statements: Not applicable
- (3) Changes in Accounting Policies, Accounting Estimates and Restatements: (Changes in accounting policies that are difficult to distinguish from changes in accounting estimates) Effective from the first quarter of FY2013, the Company and its domestic subsidiaries have changed the depreciation method for property, plant and equipment acquired on or after February 1, 2013, in accordance with the revision of the Corporation Tax Act.

The impact from this change on operating income, ordinary income and net income for the current cumulative second quarter is immaterial.

# 3. Consolidated Quarterly Financial Statements

# (1) Consolidated Quarterly Balance Sheets

	As of January 31, 2013	As of July 31, 2013
Assets		
Current assets		
Cash and deposits	180,232	156,937
Notes receivable, accounts receivable from completed construction contracts	38,612	39,478
Short-term investment securities	2,098	598
Costs on uncompleted construction contracts	8,455	9,747
Buildings for sale	149,674	152,022
Land for sale in lots	388,707	426,840
Undeveloped land for sale	94,384	85,803
Other inventories	7,600	8,244
Deferred tax assets	46,876	42,554
Other	41,071	51,117
Allowance for doubtful accounts	(1,823)	(1,693)
Total current assets	955,891	971,653
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	140,235	188,490
Machinery, equipment and vehicles, net	12,953	14,929
Land	210,654	239,524
Construction in progress	19,342	12,525
Other, net	3,798	5,921
Total property, plant and equipment	386,983	461,391
Intangible assets	15,329	16,678
Investments and other assets		
Investment securities	79,109	89,447
Long-term loans receivable	43,574	43,727
Deferred tax assets	21,562	20,365
Other	37,562	39,574
Allowance for doubtful accounts	(741)	(707)
Total investments and other assets	181,067	192,407
Total noncurrent assets	583,381	670,478
Total assets	1,539,272	1,642,131

(¥ million)

		(¥ million)
	As of January 31, 2013	As of July 31, 2013
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts	91,872	109,196
Electronically recorded obligations-operating	58,715	56,064
Short-term loans payable	18,696	24,939
Current portion of long-term loans payable	50,201	76,663
Income taxes payable	26,840	16,794
Advances received on uncompleted construction contracts	87,886	104,414
Provision for bonuses	18,384	16,550
Provision for directors' bonuses	828	-
Provision for warranties for completed construction	3,122	3,275
Other	54,476	64,231
Total current liabilities	411,024	472,131
Noncurrent liabilities		
Bonds payable	90,000	90,000
Bonds with subscription rights to shares	50,000	50,000
Long-term loans payable	58,130	43,667
Long-term lease and guarantee deposited	53,019	54,360
Provision for retirement benefits	53,214	54,125
Provision for directors' retirement benefits	1,140	993
Other	8,678	9,305
Total noncurrent liabilities	314,184	302,451
Total liabilities	725,208	774,583
Vet assets	,	,
Shareholders' equity		
Capital stock	186,554	186,554
Capital surplus	237,522	237,524
Retained earnings	357,830	381,123
Treasury stock	(4,219)	(4,264)
Total shareholders' equity	777,688	800,937
Accumulated other comprehensive income	,	
Valuation difference on available-for-sale securities	11,951	18,031
Deferred gains or losses on hedges	(45)	(34)
Foreign currency translation adjustment	16,812	39,550
Total accumulated other comprehensive income	28,718	57,547
Subscription rights to shares	429	455
Minority interests	7,228	8,607
Total net assets	814,063	867,548
Total liabilities and net assets	1,539,272	1,642,131

# (2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income (Consolidated Quarterly Statements of Income)

For the six months ended July 31, 2012 and 2013  $\,$ 

	El 1 0010 Tl 01 0010	(¥ million)
	Feb. 1, 2012 – Jul. 31, 2012	Feb. 1, 2013 – Jul. 31, 2013
Net sales	758,008	845,246
Cost of sales	620,712	679,542
Gross profit	137,296	165,703
Selling, general and administrative expenses	104,021	110,003
Operating income	33,274	55,699
Non-operating income		
Interest income	598	774
Dividends income	621	666
Equity in earnings of affiliates	29	976
Other	2,074	1,706
Total non-operating income	3,323	4,124
Non-operating expenses		
Interest expenses	825	512
Other	1,515	1,674
Total non-operating expenses	2,340	2,186
Ordinary income	34,257	57,637
Extraordinary loss		
Loss on sales and retirement of noncurrent assets	786	652
Impairment loss	350	39
Loss on valuation of investment securities	1,746	37
Total extraordinary losses	2,883	728
Income before income taxes and minority interests	31,373	56,908
Income taxes-current	12,203	18,766
Income taxes-deferred	1,369	3,123
Total income taxes	13,572	21,889
Income before minority interests	17,801	35,018
Minority interests in income	725	976
Net income	17,075	34,042

# (Consolidated Quarterly Statements of Comprehensive Income) For the six months ended July 31, 2012 and 2013

	Feb. 1, 2012 – Jul. 31, 2012	Feb. 1, 2013 – Jul. 31, 2013
Income before minority interests	17,801	35,018
Other comprehensive income		
Valuation difference on available-for-sale securities	176	6,067
Deferred gains or losses on hedges	(26)	10
Foreign currency translation adjustment	1,157	22,792
Share of other comprehensive income of associates accounted for using equity method	32	191
Total other comprehensive income	1,340	29,062
Comprehensive income	19,141	64,081
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	18,403	62,871
Comprehensive income attributable to minority interests	738	1,209

## (3) Notes Regarding Assumption of a Going Concern

Not applicable

#### (4) Segment Information

- I. Six months ended July 31, 2012 (February 1, 2012 through July 31, 2012)
- 1. Sales and operating income (loss) by reportable business segment

(¥ million)

	Reportable Business Segments							
	Custom detached houses	Rental housing	Remodeling	Real estate management fees	Houses for sale	Condominiums	Urban redevelopment	
Sales								
(1) Sales to third parties	223,206	139,506	54,711	196,032	58,471	20,288	18,908	
(2) Inter-group sales and transfers	-	1,364	128	1,204	-	-	51	
Net sales	223,206	140,870	54,839	197,236	58,471	20,288	18,960	
Operating income (loss)	20,458	11,056	5,718	8,304	1,003	245	3,026	

	Reportable Bu Overseas business	siness Segments Total	Other Businesses (Note: 1)	Total	Adjustments (Note:2)	Amounts on the consolidated financial statements (Note: 3)
Sales						
(1) Sales to third parties	19,034	730,160	27,848	758,008	-	758,008
(2) Inter-group sales and transfers	-	2,748	2,590	5,339	(5,339)	-
Net sales	19,034	732,908	30,439	763,347	(5,339)	758,008
Operating income (loss)	1,095	50,908	(499)	50,409	(17,134)	33,274

#### Notes

- 1. Other Businesses principally include the exterior business.
- 2. An adjustment of ¥17,134 million for segment income (loss) includes an elimination of inter-segment transactions of ¥1,599 million and corporate expenses of ¥15,534 million that have not been allocated to each segment. Corporate expenses mainly include selling, general and administration expenses and experiment and research expenses that do not belong to any reportable segments.
- 3. Operating income (loss) by business segment is adjusted to correspond to operating income in the consolidated quarterly statements of income.

- II. Six months ended July 31, 2013 (February 1, 2013 through July 31, 2013)
- 1. Sales and operating income (loss) by reportable business segment

(¥ million)

	Reportable Business Segments						
	Custom detached houses	Rental housing	Remodeling	Real estate management fees	Houses for sale	Condominiums	Urban redevelopment
Sales							
(1) Sales to third parties	248,630	162,214	61,728	204,125	69,806	30,347	14,120
(2) Inter-group sales and transfers	-	2,417	323	1,673	-	-	67
Net sales	248,630	164,631	62,052	205,799	69,806	30,347	14,188
Operating income	30,519	15,405	6,693	11,031	4,184	337	3,548

	Reportable Bu Overseas business	siness Segments Total	Other Businesses (Note: 1)	Total	Adjustments (Note:2)	Amounts on the consolidated financial statements (Note: 3)
Sales						
(1) Sales to third parties	19,692	810,666	34,579	845,246	-	845,246
(2) Inter-group sales and transfers	-	4,481	3,316	7,798	(7,798)	-
Net sales	19,692	815,148	37,896	853,044	(7,798)	845,246
Operating income	554	72,274	344	72,619	(16,919)	55,699

#### Notes:

- 1. Other Businesses principally include the exterior business.
- 2. An adjustment of ¥16,919 million for segment income includes an elimination of inter-segment transactions of ¥2,190 million and corporate expenses of ¥14,729 million that have not been allocated to each segment. Corporate expenses mainly include selling, general and administration expenses and experiment and research expenses that do not belong to any reportable segments.
- 3. Operating income by business segment is adjusted to correspond to operating income in the consolidated quarterly statements of income.

## (5) Notes Regarding Significant Changes in the Amount of Shareholders' Equity

Not applicable

# 4. Supplemental Information

# The State of Orders

[Consolidated] (¥ million)

	Six months ended July 31, 2012		Six months ended July 31, 2013		Year ended January 31, 2013	
	Orders	Accumulated Orders	Orders	Accumulated Orders	Orders	Accumulated Orders
Custom detached houses	255,077	248,498	295,089	293,449	495,511	246,990
Rental housing	158,027	237,622	212,625	292,944	327,144	242,533
Remodeling	57,234	18,450	64,507	23,496	116,339	20,717
Real estate management fees	196,032	1	204,125	1	393,978	-
Houses for sale	67,956	38,140	72,319	38,768	135,409	36,255
Condominiums	39,323	46,949	34,042	51,118	72,048	47,424
Urban redevelopment	18,908	-	14,120	-	45,528	
Overseas business	29,432	74,878	27,849	71,991	54,198	63,833
Other Businesses	31,414	29,569	40,743	38,047	64,585	31,883
Total	853,406	694,109	965,424	809,817	1,704,743	689,639