



Daiwa House®
Group

Financial Highlights for FY2010 2Q

(For the first six months from April 1 to September 30, 2010)

Daiwa House Industry Co.,Ltd.

(2010.11)

- 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 below ¥100 million are omitted in this material.

1. Summary of Account Settlement in FY2010 2Q: Overview

■ For the first six months ended Sept. 30, 2009 and 2010

(¥ billion)

	Consolidated				Non-consolidated			
	2Q FY2009	2Q FY2010	YOY		2Q FY2009	2Q FY2010	YOY	
			Amounts	Ratio			Amounts	Ratio
Net sales	804.4	821.9	17.4	2.2%	532.4	514.9	-17.5	-3.3%
Operating income	38.7	46.8	8.0	20.8%	29.1	32.0	2.9	10.2%
Ordinary income	38.7	47.5	8.8	22.8%	31.3	37.6	6.3	20.3%
Net income	21.3	28.9	7.5	35.4%	19.2	25.7	6.4	33.8%
Basic net income per share (¥)	36.88	49.93	13.05	35.4%				

■ At March 31, 2010 and Sept. 30, 2010

(¥ billion)

	Consolidated				Non-consolidated			
	Mar. 31, 2010	Sept. 30, 2010	Changes		Mar. 31, 2010	Sept. 30, 2010	Changes	
			Amounts	Ratio			Amounts	Ratio
Total assets	1,916.9	1,940.4	23.5	1.2%	1,418.1	1,435.2	17.0	1.2%
Net assets	617.7	635.3	17.5	2.8%	545.3	560.9	15.6	2.9%
Net assets per share (¥)	1,065.15	1,095.53	30.38	2.9%				

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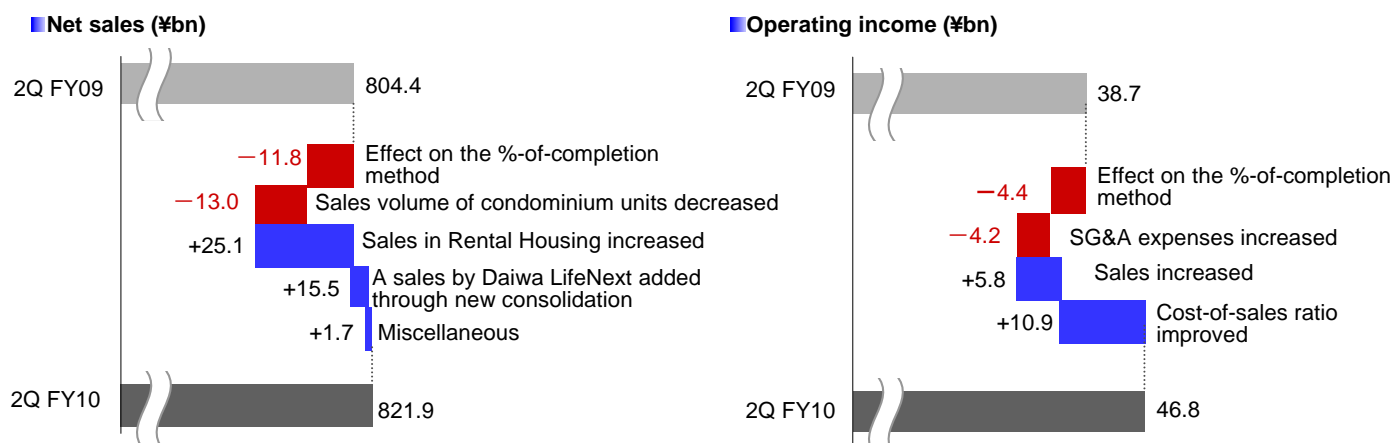
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【MEMO】

- Net sales increased 2.2% yoy, mainly due to an increase of the net sales in the Rental Housing segment. Operating income increased 20.8% yoy, mainly due to the improvement of the cost-of-sales ratio.
- Net income increased 35.4% yoy, due to an increase in the operating income, in spite of the posting of ¥0.7 billion in the operating expenses and ¥2.8 billion in the extraordinary losses by the application of accounting standard for asset retirement obligations.

■ Major factors in net sales and operating income



■ Group companies

	Term	Parent Company (Daiwa House Industry)	Consolidated subsidiaries	Equity-method affiliates	Unconsolidated subsidiary	Total
Number of companies	Mar. 31, 2010	1	59	13	1	74
	Sept. 30, 2010	1	59	13	1	74
	Change	-	-	-	-	-
Notes			Exclusion: 1 Inclusion: 1		Daiwa House REIT Investment Corporation	

2. Summary of Profits (for the First Six Months Ended September 30, 2010)

	2Q FY2009		2Q FY2010					
	Results	Composition	Initially forecasted in May 2010 (A)	Composition	Results (B)	Composition	YOY	(B)-(A)
							Amounts	Amounts
Net sales	804.4	100.0%	768.0	100.0%	821.9	100.0%	17.4	53.9
Cost of sales	645.2	80.2%	609.5	79.4%	650.3	79.1%	5.1	40.8
Gross profit	159.1	19.8%	158.5	20.6%	171.5	20.9%	12.3	13.0
SG&A expenses	120.4	15.0%	124.0	16.1%	124.7	15.2%	4.2	0.7
Operating income	38.7	4.8%	34.5	4.5%	46.8	5.7%	8.0	12.3
Non-operating income	6.1	0.8%	4.8	0.6%	6.7	0.8%	0.5	1.9
Non-operating expenses	6.1	0.8%	7.3	0.9%	6.0	0.7%	-0.1	-1.2
Ordinary income	38.7	4.8%	32.0	4.2%	47.5	5.8%	8.8	15.5
Extraordinary income	0.2	0.0%	—	—	0.5	0.1%	0.3	0.5
Extraordinary losses	0.8	0.1%	5.0	0.7%	6.3	0.8%	5.4	1.3
Income before income taxes and minority interests	38.0	4.7%	27.0	3.5%	41.8	5.1%	3.7	14.8
Net income	21.3	2.7%	14.0	1.8%	28.9	3.5%	7.5	14.9

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(MEMO)

■ (Reference) Effect on the percentage-of-completion method

Excluding the effect of percentage-of-completion method, net sales increased by ¥29.2 billion, operating income increased by ¥12.4 billion, ordinary income increased by ¥13.1 billion.

	2Q FY2009		FY2009 (Full Year)	2Q FY2010			Comparison of "before application" (F) - (B)
	(Reference) Effect on %-of-completion method			(Reference) Effect on %-of-completion method			
	Amounts (A)	Results (A) + (B)		Amounts (D)	Amounts, net (E) = (D) - (C)	Results (E) + (F)	
Net sales	26.2	804.4	38.5	53.0	821.9	29.2	
Operating income	5.7	38.7	7.6	9.0	46.8	12.4	
Ordinary income	5.7	38.7	7.6	9.0	47.5	13.1	

■ SG&A expenses

	(¥ bn)		
	2Q FY09	2Q FY10	Changes
Personnel costs (incl. welfare expense)	71.3	73.3	2.0
Advertising & promotion expenses	12.2	12.7	0.5
Sales commission	5.3	5.7	0.4
Communication & transportation expenses	6.3	6.7	0.3
Others	25.2	26.1	0.8
Total	120.4	124.7	4.2

■ Extraordinary losses

	(¥ bn)		
	2Q FY09	2Q FY10	Changes
Loss on adjustment for change of accounting standard for asset retirement obligations	—	2.8	2.8
Impairment loss of noncurrent assets	0.1	0.8	0.6
Loss on valuation of investment securities	0.4	0.9	0.5

Main assets:
Assets for the rental buildings: ¥ 0.7 billion

3. Business Segment Information (New 8 Business Segments) ① Sales

(¥ billion)

	2Q FY2009		2Q FY2010						
	Results	Initial forecasts	Results	Composition	YOY		Comparison with Initial forecasts and results		
					Amounts	Ratio	Amounts	Ratio	
Single-Family Houses	172.6	154.0	161.5	19.6%	-11.1	-6.4%	7.5	4.9%	
Rental Housing	223.8	219.5	243.8	29.6%	19.9	8.9%	24.3	11.1%	
Condominiums	54.3	50.0	56.8	6.9%	2.4	4.5%	6.8	13.6%	
Existing Home Business	20.7	25.5	28.5	3.5%	7.7	37.3%	3.0	11.8%	
Commercial Facilities	140.9	134.0	133.8	16.3%	-7.1	-5.1%	-0.1	-0.1%	
Business & Corporate Facilities	99.8	87.0	98.5	12.0%	-1.2	-1.3%	11.5	13.3%	
Health & Leisure	29.3	29.5	30.2	3.7%	0.8	2.9%	0.7	2.4%	
Other Businesses	104.0	108.5	109.0	13.3%	4.9	4.8%	0.5	0.5%	
(Adjustment)	(41.4)	(40.0)	(40.4)	-4.9%	0.9	—	-0.4	—	
Total	804.4	768.0	821.9	100.0%	17.4	2.2%	53.9	7.0%	

Note: Sales by segment are shown prior to consolidation adjustment.

【MEMO】

■ (Reference) Effect on the percentage-of-completion method

(¥ bn)

	2Q FY2009			FY2009 (Full Year)	2Q FY2010			Comparison of "before application" (F) - (B)	
	(Reference) Effect on %-of-completion method		Results (A) + (B)		(Reference) Effect on %-of-completion method		Results (E) + (F)		
	Amounts (A)	Before application (B)			Amounts (D)	Amounts, net (E) = (D)-(C)			Before application (F)
Single-Family Houses	6.7	165.9	172.6	5.3	8.0	2.7	158.7	161.5	-7.1
Rental Housing	5.4	218.4	223.8	8.7	9.1	0.3	243.5	243.8	25.0
Condominiums	0.0	54.2	54.3	0.1	0.1	0.0	56.7	56.8	2.5
Existing Home Business	—	20.7	20.7	0.2	0.3	0.1	28.3	28.5	7.5
Commercial Facilities	6.1	134.8	140.9	8.3	10.2	1.8	131.9	133.8	-2.8
Business & Corporate Facilities	7.8	91.9	99.8	15.6	24.7	9.1	89.4	98.5	-2.5
Health & Leisure	—	29.3	29.3	—	—	—	30.2	30.2	0.8
Other Businesses	0.0	104.0	104.0	0.1	0.3	0.1	108.8	109.0	4.7
(Adjustment)	—	(41.4)	(41.4)	—	—	—	(40.4)	(40.4)	0.9
Total	26.2	778.1	804.4	38.5	53.0	14.4	807.4	821.9	29.2

Note: Sales by segment are shown prior to consolidation adjustment.

3. Business Segment Information (New 8 Business Segments)

② Operating Income/Loss

(¥ billion)

	2Q FY2009		2Q FY2010					
	Results	Initial forecasts	Results	Composition	YOY		Comparison with initial forecasts and results	
					Amounts	Ratio	Amounts	Ratio
Operating Income/Loss								
Single-Family Houses	4.3	3.5	7.2	15.5%	2.8	65.0%	3.7	107.3%
Rental Housing	20.0	16.0	24.0	51.4%	4.0	20.0%	8.0	50.5%
Condominiums	-5.2	-1.1	-0.2	-0.6%	4.9	—	0.8	—
Existing Home Business	0.5	1.6	1.9	4.1%	1.3	253.9%	0.3	19.2%
Commercial Facilities	17.1	15.0	16.9	36.3%	-0.1	-1.1%	1.9	13.3%
Business & Corporate Facilities	11.8	9.8	8.2	17.7%	-3.5	-30.1%	-1.5	-15.5%
Health & Leisure	-0.1	0.0	-0.0	-0.2%	0.0	—	-0.0	—
Other Businesses	1.3	1.5	1.1	2.4%	-0.1	-14.7%	-0.3	-25.6%
(Adjustment)	(11.2)	(11.8)	(12.4)	-26.6%	-1.2	—	-0.6	—
Total	38.7	34.5	46.8	100.0%	8.0	20.8%	12.3	35.7%

Note: Operating income by segment are shown prior to consolidation adjustment.

【MEMO】

■ (Reference) Effect on the percentage-of-completion method

(¥ bn)

	2Q FY2009		FY2009 (Full Year)	2Q FY2010			Results (E) + (F)	Comparison of "before application" (F) - (B)	
	(Reference) Effect on %-of-completion method			(Reference) Effect on %-of-completion method					
	Amounts (A)	Before application (B)		Results (A) + (B)	Amounts (D)	Amounts, net (E) = (D) - (C)			Before application (F)
Single-Family Houses	1.7	2.6	4.3	1.3	2.1	0.7	6.4	7.2	3.8
Rental Housing	1.3	18.7	20.0	2.0	1.8	-0.1	24.2	24.0	5.5
Condominiums	0.0	-5.2	-5.2	0.0	0.0	0.0	-0.2	-0.2	4.9
Existing Home Business	-	0.5	0.5	0.0	0.0	0.0	1.8	1.9	1.3
Commercial Facilities	1.4	15.7	17.1	2.1	1.5	-0.5	17.5	16.9	1.8
Business & Corporate Facilities	1.1	10.6	11.8	2.0	3.2	1.2	7.0	8.2	-3.6
Health & Leisure	-	-0.1	-0.1	-	-	-	-0.0	-0.0	0.0
Other Businesses	0.0	1.3	1.3	0.0	0.0	-0.0	1.1	1.1	-0.1
(Adjustment)	-	(11.2)	(11.2)	-	-	-	(12.4)	(12.4)	-1.2
Total	5.7	32.9	38.7	7.6	9.0	1.3	45.4	46.8	12.4

Note: Operating income by segment are shown prior to consolidation adjustment.

4. Consolidated Balance Sheets ①Assets

	(¥ billion)			
	Mar. 31, 2010	Sept. 30, 2010	Changes	
			Amounts	Ratio
Current assets	678.7	690.2	11.4	1.7%
Noncurrent assets	1,238.1	1,250.2	12.0	1.0%
Property, plant and equipment	778.6	780.0	1.4	0.2%
Intangible assets	20.1	20.5	0.4	2.0%
Investment and other assets	439.4	449.6	10.2	2.3%
Total assets	1,916.9	1,940.4	23.5	1.2%

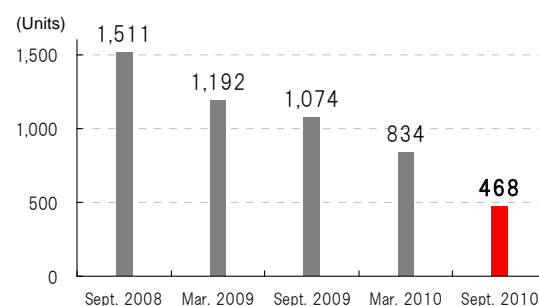
【MEMO】

■ Major factors in changes from the previous fiscal year-end

- 【Current assets】 Cash and deposits increased by ¥18.7 billion, 10.4%.
Inventories decreased by ¥8.5 billion, 2.9%, due to a decrease in the real estate for sale.
- 【Investment and other assets】
Investment securities increased by ¥4.6 billion, 4.5%, due to an additional investment.
Lease deposits increased by ¥1.9 billion, 1.0%.

Inventories	(¥ bn)			
	Mar. 31, 2010	Sept. 30, 2010	Changes	
			Amounts	Ratio
Costs on uncompleted construction contracts	15.0	13.5	-1.5	-10.1%
Land for sale	213.4	209.5	-3.8	-1.8%
for houses	84.2	81.7	-2.5	-3.1%
for condominiums	85.7	87.8	2.1	2.5%
Buildings for sale	51.5	47.2	-4.2	-8.2%
for houses	9.1	9.1	-0.0	-0.3%
for condominiums	36.6	33.6	-2.9	-8.0%
Others	19.9	20.9	1.0	5.3%
Total	300.0	291.4	-8.5	-2.9%

✓ Number of units of condominiums (construction completed)
(including contract-completed units)



■ Noncurrent assets

	(¥ bn)			
	Mar. 31, 2010	Sept. 30, 2010	Changes	
			Amounts	Ratio
Buildings & structures	333.7	345.1	11.4	3.4%
Land	389.5	383.0	-6.5	-1.7%
Other	55.2	51.8	-3.4	-6.2%
Property, plant and equipment	778.6	780.0	1.4	0.2%

Main properties/reasons

increased by ¥15.2 billion as a result of the application of accounting standard for asset retirement obligations

4. Consolidated Balance Sheets ②Liabilities and Net Assets

	(¥ billion)			
	Mar. 31, 2010	Sept. 30, 2010	Changes	
			Amounts	Ratio
Liabilities	1,299.1	1,305.1	5.9	0.5%
Current liabilities	344.6	325.0	-19.5	-5.7%
Noncurrent liabilities	954.5	980.1	25.5	2.7%
Net assets	617.7	635.3	17.5	2.8%
Shareholders' equity	692.4	699.6	7.1	1.0%
Valuation & translation adjustments	-75.6	-65.2	10.4	—
Minority interests	0.9	0.9	0.0	1.6%
Total liabilities & net assets	1,916.9	1,940.4	23.5	1.2%

【MEMO】

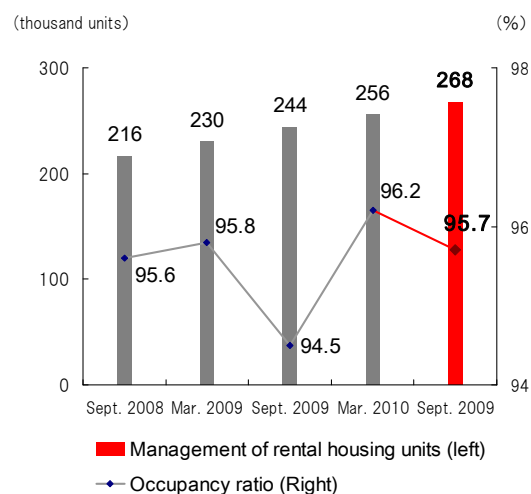
■ Major factors in changes from the previous fiscal year-end

- 【Current liabilities】 Notes payable, accounts payable for construction contracts and other, and income taxes payable decreased by ¥21.1 billion, 15.3%.
- 【Current & noncurrent liabilities】
¥23.0 billion posted in the asset retirement obligations, including ¥1.5 billion in the current liabilities and ¥21.5 billion in the noncurrent liabilities.
- 【Valuation & translation adjustments】
Land revaluation differences decreased by ¥11.8 billion.

■ Interest-bearing liabilities

	(¥ bn)			
	Mar. 31, 2010	Sept. 30, 2010	Changes	
			Amounts	Ratio
Short-term loans payable	14.7	7.7	-6.9	-47.3%
Current portion of long-term loans payable	2.9	8.5	5.6	195.6%
Bonds payable	105.3	105.3	—	—
Long-term loans payable	335.3	335.6	0.2	0.1%
Total (excl. lease obligations)	458.3	457.3	-1.0	-0.2%
Debt-equity ratio	0.74	0.72	-0.02 pt	
Net debt-equity ratio	0.45	0.41	-0.04 pt	
Net asset ratio	32.2%	32.7%	0.5 pt	

✓ Management of rental housing units & occupancy ratio (%) (Group total)



5. Full-Year Forecasts for FY2010 ① Business Performance

(¥ billion)

	FY2009		FY2010 (Forecasts)							
	Results (A)	Composition	Amounts initially forecasted in May 2010 (B)	Composition	Forecasts revised in Nov. 2010 (C)	Composition	Comparison with (C) - (A)		Comparison with (C) - (B)	
							Amounts	Ratio	Amounts	Ratio
Net sales	1,609.8	100.0%	1,610.0	100.0%	1,660.0	100.0%	50.1	3.1%	50.0	3.1%
Cost of sales	1,303.8	81.0%	1,296.0	80.5%	1,325.2	79.8%	21.3	1.6%	29.2	2.3%
Gross profit	306.0	19.0%	314.0	19.5%	334.8	20.2%	28.7	9.4%	20.8	6.6%
SG&A expenses	243.2	15.1%	248.0	15.4%	249.8	15.1%	6.5	2.7%	1.8	0.7%
Operating income	62.7	3.9%	66.0	4.1%	85.0	5.1%	22.2	35.5%	19.0	28.8%
Non-operating income	12.3	0.7%	9.4	0.6%	12.0	0.7%	-0.3	-2.9%	2.6	27.7%
Non-operating expenses	15.0	0.9%	14.9	0.9%	17.0	1.0%	1.9	13.1%	2.1	14.1%
Ordinary income	60.0	3.7%	60.5	3.8%	80.0	4.8%	19.9	33.3%	19.5	32.2%
Extraordinary income	0.2	0.0%	—	—	1.7	0.1%	1.4	548.9%	1.7	—
Extraordinary losses	22.2	1.3%	12.6	0.8%	22.0	1.3%	-0.2	-1.0%	9.4	74.6%
Income before income taxes and minority interests	38.0	2.4%	47.9	3.0%	59.7	3.6%	21.6	56.8%	11.8	24.6%
Net income	19.1	1.2%	24.0	1.5%	36.0	2.2%	16.8	88.4%	12.0	50.0%

【MEMO】

■ The forecasts revised in Nov. 2010:

- 【Non-operating expenses】 ¥5.0 billion posted in the amortization of actuarial losses for employee's retirement benefits.

Although the unrecognized actuarial differences for employees' retirement benefits are posted lump-sum in the consolidated fiscal years that they occur, the forecasts do not include an operating gain or loss on pension assets, or actuarial differences arising from a change in discount rates in cases where the market interest rate diverges substantially from the discount rate used to calculate retirement benefit liabilities. In the future, financial market trends, including stock market trends, could have a material impact on the Group's business performance and financial standing.

- 【Extraordinary losses】 ¥3.0 billion posted in the loss on sales and retirement of non-current assets, ¥15.1 billion posted in the impairment loss on non-current assets, ¥2.8 billion posted in the loss on adjustment for changes of accounting standard for asset retirement obligations, and ¥1.0 billion in the loss on valuation of investment securities

■ (Reference) Effect on the percentage-of-completion method

	FY2009			FY2010 (Forecasts revised in Nov. 2010)				Comparison of "before applications" (E) - (B)
	(Reference) Effect on %-of-completion method		Results (A) + (B)	(Reference) Effect on %-of-completion method			Amounts (D) + (E)	
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D) = (C) - (A)	Before application (E)		
Net sales	38.5	1,571.3	1,609.8	33.5	-5.0	1,665.0	1,660.0	93.6
Operating income	7.6	55.0	62.7	6.7	-0.9	85.9	85.0	30.8
Ordinary income	7.6	52.4	60.0	6.7	-0.9	80.9	80.0	28.4

(¥ bn)

5. Full-Year Forecasts for FY2010 ② Segment Information

(¥ billion)

	FY2009	FY2010 (Forecasts)						
	Results (A)	Amounts initially forecasted in May 2010 (B)	Forecasts revised in Nov. 2010 (C)	Comparison (C) - (A)		Comparison (C) - (B)		
				Amounts	Ratio	Amounts	Ratio	
Sales	Single-Family Houses	325.9	313.5	325.0	-0.9	-0.3%	11.5	3.7%
	Rental Housing	449.0	474.5	480.5	31.4	7.0%	6.0	1.3%
	Condominiums	119.3	116.0	133.5	14.1	11.9%	17.5	15.1%
	Existing Home Business	46.9	53.5	59.5	12.5	26.7%	6.0	11.2%
	Commercial Facilities	285.6	279.5	276.0	-9.6	-3.4%	-3.5	-1.3%
	Business & Corporate Facilities	196.2	177.5	186.5	-9.7	-5.0%	9.0	5.1%
	Health & Leisure	57.1	58.5	59.5	2.3	4.1%	1.0	1.7%
	Other Businesses	210.9	219.0	221.0	10.0	4.8%	2.0	0.9%
	(Adjustment)	(81.2)	(82.0)	(81.5)	-0.2	-	0.5	-
Total	1,609.8	1,610.0	1,660.0	50.1	3.1%	50.0	3.1%	
Operating income/loss	Single-Family Houses	6.2	6.7	14.8	8.5	138.5%	8.1	120.9%
	Rental Housing	38.6	32.0	41.5	2.8	7.4%	9.5	29.7%
	Condominiums	-18.3	0.1	3.0	21.3	-	2.9	-
	Existing Home Business	1.7	3.5	4.0	2.2	130.0%	0.5	14.3%
	Commercial Facilities	34.4	31.0	32.5	-1.9	-5.6%	1.5	4.8%
	Business & Corporate Facilities	21.7	14.0	12.0	-9.7	-44.9%	-2.0	-14.3%
	Health & Leisure	-0.5	0.0	0.0	0.5	-	-	-
	Other Businesses	1.0	2.7	2.7	1.6	159.8%	-	-
	(Adjustment)	(22.2)	(24.0)	(25.5)	-3.2	-	-1.5	-
Total	62.7	66.0	85.0	22.2	35.5%	19.0	28.8%	

Note: Sales and operating income by segment are shown prior to consolidation adjustment.

【MEMO】

■ (Reference) Effect on the percentage-of-completion method

■ Sales

(¥ bn)

	FY2009			FY2010 (Forecasts revised in Nov. 2010)			Comparison of "before applications" (E) - (B)
	(Reference) Effect on %-of-completion method		Results (A) + (B)	(Reference) Effect on %-of-completion method		Amounts (D) + (E)	
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D) = (C)-(A) Before application (E)		
Single-Family Houses	5.3	320.6	325.9	5.3	-	325.0	4.3
Rental Housing	8.7	440.2	449.0	8.7	-	480.5	40.2
Condominiums	0.1	119.2	119.3	0.1	-	133.5	14.2
Existing Home Business	0.2	46.7	46.9	0.2	-	59.5	12.7
Commercial Facilities	8.3	277.3	285.6	8.3	-	276.0	-1.3
Business & Corporate Facilities	15.6	180.6	196.2	10.6	-5.0	191.5	10.8
Health & Leisure	-	57.1	57.1	-	-	59.5	2.3
Other Businesses	0.1	210.7	210.9	0.1	-	221.0	10.2
(Adjustment)	-	(81.2)	(81.2)	-	-	(81.5)	-0.2
Total	38.5	1,571.3	1,609.8	33.5	-5.0	1,665.0	93.6

Note: Sales by segment are shown prior to consolidation adjustment.

■ Operating income/loss

(¥ bn)

	FY2009			FY2010 (Forecasts revised in Nov. 2010)			Comparison of "before applications" (E) - (B)
	(Reference) Effect on %-of-completion method		Results (A) + (B)	(Reference) Effect on %-of-completion method		Amounts (D) + (E)	
	Amounts (A)	Before application (B)		Amounts (C)	Amounts, net (D) = (C)-(A) Before application (E)		
Single-Family Houses	1.3	4.8	6.2	1.3	-	14.8	9.9
Rental Housing	2.0	36.5	38.6	2.0	-	41.5	4.9
Condominiums	0.0	-18.3	-18.3	0.0	-	3.0	21.3
Existing Home Business	0.0	1.7	1.7	0.0	-	4.0	2.2
Commercial Facilities	2.1	32.3	34.4	2.1	-	32.5	0.1
Business & Corporate Facilities	2.0	19.7	21.7	1.1	-0.9	12.9	-6.8
Health & Leisure	-	-0.5	-0.5	-	-	0.0	0.5
Other Businesses	0.0	1.0	1.0	0.0	-	2.7	1.6
(Adjustment)	-	(22.2)	(22.2)	-	-	(25.5)	-3.2
Total	7.6	55.0	62.7	6.7	-0.9	85.9	30.8

Note: Operating income by segment are shown prior to consolidation adjustment.

(Reference ①) Orders Received by Business Segment (Non-Consolidated)

(¥ billion)

		2Q FY2009		2Q FY2010				
		Units	Amounts	Units	Amounts	YOY		
						Amounts	Ratio	
Orders received	Single-Family Houses	Contracting	4,282	121.8	4,433	127.1	5.2	4.3%
		Subdivisions	680	16.7	729	17.5	0.7	4.7%
		Land for subdivisions	—	22.0	—	24.4	2.3	10.6%
		Subtotal	4,962	160.6	5,162	169.0	8.3	5.2%
		Rental Housing	13,440	131.7	13,985	152.5	20.8	15.8%
		Condominiums	1,432	46.3	1,249	44.7	-1.5	-3.4%
		Existing Homes Business	—	19.5	—	26.5	6.9	35.9%
		Commercial Facilities	—	81.0	—	76.3	-4.7	-5.8%
		Business & Corporate Facilities	—	58.1	—	61.2	3.1	5.5%
		Resort Business	—	2.4	—	2.3	-0.0	-3.3%
		Other Businesses	—	1.8	—	2.4	0.5	29.7%
	Total	19,834	501.7	20,396	535.2	33.4	6.7%	

[MEMO]

■ Reference: Orders received forecasts in FY2010 revised and comparison with the revised and the initially-forecasted

■ Orders received (non-consolidated)

(¥ billion)

		FY2009 Results		FY2010 (Forecasts)					
		Units	Amounts	(Ref) Initial forecasts in May 2010		Forecasts revised in Nov. 2010			
				Units	Amounts	Units	Amounts	YOY	
						Units	Amounts	Amounts	Ratio
Single-Family Houses	Contracting	8,166	233.7	8,548	240.7	8,560	246.2	12.4	5.3%
	Subdivisions	1,331	32.8	1,252	31.0	1,340	32.7	-0.1	-0.5%
	Land for subdivisions	—	41.3	—	44.0	—	46.4	5.0	12.2%
	Subtotal	9,497	307.9	9,800	315.7	9,900	325.3	17.3	5.6%
	Rental Housing	25,433	245.0	27,250	270.1	27,300	287.4	42.4	17.3%
	Condominiums	2,675	87.7	2,200	75.1	2,400	85.7	-2.0	-2.3%
	Existing Home Business	—	42.1	—	47.2	—	50.8	8.6	20.4%
	Commercial Facilities	—	156.6	—	161.5	—	155.1	-1.4	-0.9%
	Business & Corporate Facilities	—	126.9	—	120.8	—	120.8	-6.1	-4.8%
	Resort Business	—	4.5	—	4.4	—	4.6	0.1	4.2%
	Other Businesses	—	4.0	—	4.6	—	4.9	0.8	22.2%
	Total	37,605	975.0	39,250	1,000.0	39,600	1,035.0	59.9	6.1%

Notes: 1. The presentation of the non-consolidated segments has change in accordance with the change in that of consolidated segments.

2. In Rental Housing, Condominiums, Commercial Facilities, and Business and Corporate Facilities businesses, the figures in the charts include that of lands and buildings.

3. The YOY ratios are calculated based on the amount.

(Reference ②) Sales by Business Segment (Non-consolidated)

(¥ billion)

		2Q FY2009			2Q FY2010						
		Units	Amounts	Gross profit ratio(%)	Units	Amounts	YOY		Gross profit ratio(%)	Change	
							Amounts	Ratio			
Sales	Single-Family Houses	Contracting	4,420	130.3	23.5%	4,187	122.9	-7.3	-5.6%	24.5%	1.0 pt
		Subdivisions	657	16.1	20.6%	694	16.7	0.5	3.5%	23.1%	2.5 pt
		Land for subdivisions	-	25.4	-14.8%	-	21.7	-3.6	-14.5%	-5.0%	9.8 pt
		Subtotal	5,077	171.9	17.5%	4,881	161.5	-10.4	-6.1%	20.4%	2.8 pt
		Rental Housing	13,289	134.9	25.6%	12,878	144.4	9.5	7.1%	25.9%	0.4 pt
		Condominiums	1,557	49.1	-1.0%	998	36.3	-12.7	-26.0%	10.6%	11.5 pt
		Existing Home Business	-	17.9	32.7%	-	25.1	7.1	40.0%	33.2%	0.5 pt
		Commercial Facilities	-	86.7	25.7%	-	74.2	-12.4	-14.4%	26.1%	0.4 pt
		Business & Corporate Facilities	-	67.5	24.5%	-	68.5	1.0	1.5%	18.3%	-6.2 pt
		Resort Business	-	2.4	22.6%	-	2.3	-0.0	-3.3%	23.4%	0.8 pt
	Other Businesses	-	1.7	21.7%	-	2.3	0.5	30.1%	-2.4%	-24.2 pt	
	Total	19,923	532.4	20.6%	18,757	514.9	-17.5	-3.3%	22.3%	1.7 pt	

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(MEMO)

■ Comparison with the initial forecasts and the revised forecasts (non-consolidated)

■ Sales (non-consolidated)

(¥ billion)

		FY2009 Results			FY2010 Forecasts								
		Units	Amounts	Gross profit ratio (%)	(Ref) Initially forecasted in May 2010			Forecasts revised in Nov. 2010					
					Units	Amounts	Gross profit ratio (%)	Units	Amounts	YOY		Gross profit ratio (%)	
						Amounts	Ratio						
Single-Family Houses	Contracting	8,609	249.3	23.3%	8,556	240.1	22.0%	8,540	246.8	-2.5	-1.0%	24.0%	0.7 pt
	Subdivisions	1,308	32.2	21.7%	1,244	30.8	18.5%	1,360	33.1	0.8	2.7%	22.4%	0.7 pt
	Land for subdivisions	-	44.3	-15.2%	-	42.4	0.0%	-	44.9	0.5	1.2%	-2.5%	12.8 pt
	Subtotal	9,917	325.9	17.9%	9,800	313.3	18.7%	9,900	324.8	-1.1	-0.4%	20.2%	2.3 pt
	Rental Housing	26,538	267.6	25.3%	27,100	267.4	21.9%	25,400	273.9	6.3	2.4%	25.4%	0.1 pt
	Condominiums	2,863	92.4	-10.4%	2,050	72.1	12.2%	2,500	90.1	-2.3	-2.5%	13.3%	23.7 pt
	Existing Home Business	-	39.6	29.4%	-	45.2	32.9%	-	50.8	11.1	28.2%	32.7%	3.3 pt
	Commercial Facilities	-	169.1	25.1%	-	160.0	24.3%	-	154.6	-14.4	-8.6%	25.2%	0.0 pt
	Business & Corporate Facilities	-	131.6	23.0%	-	112.5	18.8%	-	127.1	-4.5	-3.4%	16.7%	-6.3 pt
	Resort Business	-	4.5	22.3%	-	4.4	26.8%	-	4.6	0.1	4.2%	22.9%	0.6 pt
	Other Businesses	-	3.9	3.7%	-	4.6	21.3%	-	4.8	0.8	22.7%	10.1%	6.4 pt
	Total	39,318	1,034.8	19.5%	38,950	980.0	20.7%	37,800	1,031.0	-3.8	-0.4%	21.9%	2.3 pt

■ (Reference) Effect on the percentage-of-completion method

■ Sales (non-consolidated)

(¥ bn)

	2Q FY2009			FY2009	2Q FY2010			Comparison of "before applications" (F) - (B)	
	(Reference) Effect on %-of-completion method		Results (A)+(B)	(Reference) Effect on %-of-completion method (C)	(Reference) Effect on %-of-completion method		Results (E) + (F)		
	Amounts (A)	Before application (B)			Amounts (D)	Amounts, net (E) = (D) - (C)			Before application (F)
Single Family Houses	6.7	165.2	171.9	5.3	8.1	2.7	158.7	161.5	-6.4
Rental housing	5.3	129.5	134.9	8.7	9.0	0.2	144.1	144.4	14.5
Condominiums	-	49.1	49.1	-	-	-	36.3	36.3	-12.7
Existing Home Business	-	17.9	17.9	0.2	0.3	0.1	25.0	25.1	7.0
Commercial Facilities	7.6	79.0	86.7	11.0	11.0	-0.0	74.3	74.2	-4.6
Business & Corporate Facilities	7.3	60.1	67.5	14.8	24.2	9.4	59.1	68.5	-1.0
Resort Business	-	2.4	2.4	-	-	-	2.3	2.3	-0.0
Other Businesses	-	1.7	1.7	-	0.0	0.0	2.2	2.3	0.5
Total	27.1	505.3	532.4	40.2	52.8	12.5	502.3	514.9	-2.9

Notes: 1. The presentation of the non-consolidated segments has change in accordance with the change in that of consolidated segments.

2. In Rental Housing, Condominiums, Commercial Facilities, and Business and Corporate Facilities businesses, the figures in the charts include that of lands and buildings.

3. The YOY ratios are calculated based on the amount.