Consolidated Financial Statements Summary for the Third Quarter of FY2013 (February 1, 2013 through October 31, 2013) (Japanese Standard)

December 5, 2013

Company name	: Sekisui House, Ltd. (URL http://www.sekisuihouse.co.jp)
Listed exchanges	: Tokyo, Osaka, 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	: December 13, 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 Nine Months Ended October 31, 2013 (February 1, 2013 through October 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	%
Nine months ended Oct. 31, 2013	1,258,022	10.2	80,461	56.3	84,010	57.6	50,802	89.6
Nine months ended Oct. 31, 2012	1,141,180	2.6	51,483	3.6	53,290	6.9	26,798	7.9

(Note) Comprehensive income:
Nine months ended Oct. 31, 2013 ¥87,247 million (198.1%) Nine months ended Oct. 31, 2012: ¥29,264 million (128.8%)

	Net income per share	Fully diluted net income per share
	¥	¥
Nine months ended Oct. 31, 2013	75.64	70.33
Nine months ended Oct. 31, 2012	39.90	37.10

(2) Consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio
	¥ million	¥ million	%
As of October 31, 2013	1,703,545	875,936	50.9
As of January 31, 2013	1,539,272	814,063	52.4

(Reference) Shareholders' equity As of October 31, 2013: ¥867,308 million As of January 31, 2013: ¥806,406 million

2. Cash Dividends

	Cash dividends per share				
	End of first quarter	End of second quarter	End of third quarter	Year-end	Annual
	¥	¥	¥	¥	¥
Year ended Jan. 31, 2013	-	12.00	-	16.00	28.00
Year ending Jan. 31, 2014	-	20.0	-		
Year ending Jan. 31, 2014 (forecast)				23.00	43.00

(Note) Revised dividend forecast for the quarter under review: None

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	114.65

(Note) Revised forecast for the quarter under review: None

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 8.

(4) Number of shares outstanding (common stock)

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

As of Oct. 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 Oct. 31, 2013: 5,270,390 shares　　As of Jan. 31, 2013: 5,234,879 shares

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

Nine months ended Oct. 31, 2013: 671,633,045 shares　　Nine months ended Oct. 31, 2012: 671,670,828 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 Three 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 December 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. Qualitative Information Regarding the Consolidated Results for the Nine Months under Review

(1) Qualitative Information Regarding Consolidated Business Results

During the first nine months of the consolidated fiscal year under review, the Japanese economy saw increasing expectations of an improvement in corporate performance, backed by stable foreign exchange conditions and the sustained brisk stock market due to factors such as the government-led economic policy and monetary easing by the Bank of Japan, despite uncertainties caused by the financial problems in the United States and trends to be monitored such as the direction of consumer behavior affected by the decision to raise the consumption tax rate in April 2014.

In the housing market, strong demand generally continued, 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 despite the emergence of a last-minute surge in demand before the consumption tax hike. With the rising expectations for an improvement in employment and income resulting from the improving corporate performance, willingness to invest in housing also increased, and new housing starts have continued to pick up.

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. Moreover, the Company focused on the further growth of orders by holding sales promotion events, *Sumai no sankan-bi* (visits to model houses), nationwide. In addition to these efforts made by the Company, the improved economic environment, a last-minute surge in demand before the tax consumption hike, and other factors contributed to stable amounts of orders received.

In September, a production line for the Bellburn earthenware exterior wall for the wood-framed Sha-Wood line was installed at Tohoku Factory. This allows monthly production of 80,000 square meters of exterior wall, 1.6 times the conventional capacity, to fully supply the products to customers and also to help increase employment in the Tohoku region and contribute to local production for local consumption.

In October, the Company's product line of storage batteries for Green First HYBRID smart house, which provides three types of automatically linked batteries (solar cells, fuel cells, and storage batteries), was increased, with 4.65 kWh (lithium storage battery) and 9.3 kWh (lithium storage battery) added to the conventional 8.96 kWh (heavy-duty lead acid battery) for a total of three lines in an attempt to increase options while improving functionality. These were widely marketed.

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.

In the first nine months of the consolidated fiscal year under review, net sales amounted to ¥1,258,022 million (up 10.2% year-on- year). Operating income amounted to ¥80,461 million (up 56.3% year-on-year), ordinary income to ¥84,010 million (up 57.6% year-on- year) and net income to ¥50,802 million (up 89.6% year-on-year).

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 promoted sales of the house as its new growth driver. Further, sales of 3- and 4-story detached houses, which are being actively promoted in urban areas, have positively increased, coupled with the Company's skilled proposals for its multifamily dwelling models.

In the steel frame detached house segment, Hybrid SHEQAS was developed and added to the Company's major product lines. It enhances design flexibility by overlapping a bearing wall and the Company's original viscous wall damper, SHEQAS Frame, in the same position.

For the wood-framed Sha-Wood houses, the sale of *Riraku + ONE edition* was launched with the aim of capturing new demand. It allows various uses of the Plus One Floor, a space created from the second floor of the attic of a one-story house, and "slow living."

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

Sales in the Custom Detached Houses Business amounted to ¥371,476 million, up 12.6% year-on-year, and operating income to ¥44,411 million, up 51.3% year-on-year.

(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 response to the government's promotion of earthquake proofing to build a disaster-resistant society, the Company has achieved the highest seismic performance level of 3 under the housing performance indication system into the Company's standard for the first time in the industry. The Company thus increased the earthquake resistance of rental houses and ensured tenants' safety, and facilitated the stable rental business of the owners by reducing their earthquake insurance premiums.

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 ¥243,736 million, up 18.2% year-on-year, and operating income to ¥21,418 million, up 36.1% 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 ¥87,396 million, up 10.5% year-on-year, and operating income to ¥8,986 million, up 15.3% 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 ¥305,893 million, up 3.8% year-on-year, and operating income to ¥16,097 million, up 22.8% 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 the initiatives to make contributions to reconstruction in areas affected by the earthquake, the Company began selling Smart Common Stage Mitazono (Miyagi Prefecture), a smart town with enhanced energy-saving and energy creation specifications and disaster prevention functions, and Smart Common Stage Moriai, the first smart town in Fukushima where all houses are Zero Energy Houses using the Company's Green First Zero.

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

Sales in the Houses for Sale Business amounted to ¥97,802 million, up 13.6% year-on-year, and operating income to ¥5,630 million, up 376.7% year-on-year.

(Condominiums Business)

In the Condominium Business, the Grande Maison Marunouchi Style in Nagoya City, Aichi and the Grande Maison Higashinada Morikitamachi in Kobe City, Hyogo, sold out immediately. Strong sales of newly supplied property continued; for instance, units in Comfort Tower, a condominium in Tomihisa Cross developed jointly by four companies in Shinjuku-ward, Tokyo, sold out immediately during the first sales period. Furthermore, the Company delivered 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 ¥41,130 million, up 46.5% year-on-year, and operating income to ¥1,647 million.

(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.

In the meantime, the Company sold Prime Maison Waseda and other properties to Sekisui House SI Investment Corporation.

Sales in the Urban Redevelopment Business amounted to ¥27,995 million, down 28.5% year-on-year, and operating income to ¥6,140 million, down 29.4% 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. Further, preparation for sales activities is underway in projects in China, and the showroom was established for the project in Heping District, Shenyang.

Sales in the Overseas Business amounted to ¥33,384 million, down 11.0% year-on-year, and operating income to ¥1,800 million, down 26.6% 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 ¥49,208 million, up 21.3% year-on-year, and operating income to ¥189 million.

(2) Qualitative Information Regarding Consolidated Financial Conditions

Total assets grew ¥164,272 million to ¥1,703,545 million at the end of the third quarter of the consolidated fiscal year under review, primarily attributable to an increase in land for sale and property, plant and equipment. Liabilities increased ¥102,399 million, to ¥827,608 million, mainly due to the issue of short-term bonds payable and advances received on uncompleted construction contracts, and other. Net assets increased ¥61,872 million, to ¥875,936 million, reflecting posting of net income and an increase in foreign currency translation adjustment.

(3) Qualitative Information Regarding Consolidated Results Forecast

The Company's sales strategy of promoting its brand vision, "SLOW & SMART," including the launch of a new product, Green First Zero, and an active increase in three- to four-story houses, proved successful, and the market enjoyed a last-minute surge in demand before the hike in consumption tax, in addition to the expectations for an economic recovery and a rise in demand for housing due to the scheduled tax increase, which contributed to the consistency of both sales and orders received with the full-year plan. Consequently, no changes are made to the consolidated forecasts for the fiscal year ending January 31, 2014 from the plan announced on September 5, 2013.

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)
Change in depreciation method
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 third quarter is immaterial.

3. Consolidated Quarterly Financial Statements

(1) Consolidated Quarterly Balance Sheets

(¥ million)

	As of January 31, 2013	As of October 31, 2013
Assets		
Current assets		
Cash and deposits	180,232	120,956
Notes receivable, accounts receivable from completed construction contracts	38,612	49,398
Short-term investment securities	2,098	649
Costs on uncompleted construction contracts	8,455	16,616
Buildings for sale	149,674	176,804
Land for sale in lots	388,707	437,192
Undeveloped land for sale	94,384	87,878
Other inventories	7,600	10,882
Deferred tax assets	46,876	48,373
Other	41,071	52,959
Allowance for doubtful accounts	(1,823)	(1,287)
Total current assets	955,891	1,000,424
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	140,235	201,406
Machinery, equipment and vehicles, net	12,953	16,852
Land	210,654	245,712
Construction in progress	19,342	14,152
Other, net	3,798	5,772
Total property, plant and equipment	386,983	483,896
Intangible assets	15,329	16,982
Investments and other assets		
Investment securities	79,109	100,905
Long-term loans receivable	43,574	43,777
Deferred tax assets	21,562	17,792
Other	37,562	40,443
Allowance for doubtful accounts	(741)	(678)
Total investments and other assets	181,067	202,240
Total noncurrent assets	583,381	703,120
Total assets	1,539,272	1,703,545

(¥ million)

	As of January 31, 2013	As of October 31, 2013
Liabilities		
Current liabilities		
Notes payable, accounts payable for construction contracts	91,872	97,923
Electronically recorded obligations-operating	58,715	59,557
Short-term bonds payable	-	30,000
Short-term loans payable	18,696	24,523
Current portion of long-term loans payable	50,201	78,070
Income taxes payable	26,840	16,156
Advances received on uncompleted construction contracts	87,886	120,950
Provision for bonuses	18,384	29,398
Provision for directors' bonuses	828	-
Provision for warranties for completed construction	3,122	3,384
Other	54,476	51,238
Total current liabilities	411,024	511,203
Noncurrent liabilities		
Bonds payable	90,000	90,000
Bonds with subscription rights to shares	50,000	49,990
Long-term loans payable	58,130	55,709
Long-term lease and guarantee deposited	53,019	55,593
Provision for retirement benefits	53,214	54,686
Provision for directors' retirement benefits	1,140	1,050
Other	8,678	9,376
Total noncurrent liabilities	314,184	316,405
Total liabilities	725,208	827,608
Net assets		
Shareholders' equity		
Capital stock	186,554	186,554
Capital surplus	237,522	237,526
Retained earnings	357,830	384,447
Treasury stock	(4,219)	(4,278)
Total shareholders' equity	777,688	804,249
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	11,951	25,340
Deferred gains or losses on hedges	(45)	(3)
Foreign currency translation adjustment	16,812	37,722
Total accumulated other comprehensive income	28,718	63,059
Subscription rights to shares	429	473
Minority interests	7,228	8,154
Total net assets	814,063	875,936
Total liabilities and net assets	1,539,272	1,703,545

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

(Consolidated Quarterly Statements of Income)

For the nine months ended October 31, 2012 and 2013

(¥ million)

	Feb. 1, 2012 – Oct. 31, 2012	Feb. 1, 2013 – Oct. 31, 2013
Net sales	1,141,180	1,258,022
Cost of sales	932,535	1,011,532
Gross profit	208,645	246,489
Selling, general and administrative expenses	157,161	166,028
Operating income	51,483	80,461
Non-operating income		
Interest income	972	1,089
Dividends income	635	681
Foreign exchange gains	1,378	643
Equity in earnings of affiliates	77	1,704
Other	2,214	2,532
Total non-operating income	5,278	6,651
Non-operating expenses		
Interest expenses	1,244	740
Other	2,227	2,362
Total non-operating expenses	3,471	3,102
Ordinary income	53,290	84,010
Extraordinary income		
Gain on negative goodwill	-	327
Gain on sales of subsidiaries and affiliates' stock	-	140
Total extraordinary income	-	468
Extraordinary loss		
Loss on sales and retirement of noncurrent assets	969	766
Impairment loss	350	39
Loss on valuation of investment securities	2,286	37
Total extraordinary losses	3,606	842
Income before income taxes and minority interests	49,684	83,636
Income taxes-current	25,285	33,873
Income taxes-deferred	(3,880)	(2,917)
Total income taxes	21,405	30,955
Income before minority interests	28,279	52,680
Minority interests in income	1,480	1,878
Net income	26,798	50,802

(Consolidated Quarterly Statements of Comprehensive Income)

For the nine months ended October 31, 2012 and 2013

	Feb. 1, 2012 – Oct. 31, 2012	Feb. 1, 2013 – Oct. 31, 2013
Income before minority interests	28,279	52,680
Other comprehensive income		
Valuation difference on available-for-sale securities	403	13,377
Deferred gains or losses on hedges	(37)	41
Foreign currency translation adjustment	622	21,027
Share of other comprehensive income of associates accounted for using equity method	(3)	120
Total other comprehensive income	985	34,567
Comprehensive income	29,264	87,247
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	27,790	85,142
Comprehensive income attributable to minority interests	1,474	2,104

(3) Notes Regarding Assumption of a Going Concern

Not applicable

(4) Segment Information

I. Nine months ended October 31, 2012 (February 1, 2012 through October 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	329,843	206,213	79,117	294,624	86,080	28,075	39,159
(2) Inter-group sales and transfers	-	1,816	335	2,083	-	-	76
Net sales	329,843	208,030	79,453	296,708	86,080	28,075	39,235
Operating income (loss)	29,357	15,742	7,791	13,110	1,181	108	8,693

	Reportable Business Segments		Other Businesses (Note: 1)	Total	Adjustments (Note:2)	Amounts on the consolidated financial statements (Note: 3)
	Overseas business	Total				
Sales						
(1) Sales to third parties	37,514	1,100,629	40,550	1,141,180	-	1,141,180
(2) Inter-group sales and transfers	-	4,312	3,886	8,198	(8,198)	-
Net sales	37,514	1,104,941	44,437	1,149,379	(8,198)	1,141,180
Operating income (loss)	2,452	78,436	(1,042)	77,394	(25,910)	51,483

Notes:

1. Other Businesses principally include the exterior business.
2. An adjustment of ¥25,910 million for segment income (loss) includes an elimination of inter-segment transactions of ¥2,524 million and corporate expenses of ¥23,386 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. Nine months ended October 31, 2013 (February 1, 2013 through October 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	371,476	243,736	87,396	305,893	97,802	41,130	27,995
(2) Inter-group sales and transfers	-	3,402	445	2,354	-	-	101
Net sales	371,476	247,139	87,842	308,247	97,802	41,130	28,097
Operating income (loss)	44,411	21,418	8,986	16,097	5,630	1,647	6,140

	Reportable Business Segments		Other Businesses (Note: 1)	Total	Adjustments (Note:2)	Amounts on the consolidated financial statements (Note: 3)
	Overseas business	Total				
Sales						
(1) Sales to third parties	33,384	1,208,814	49,208	1,258,022	-	1,258,022
(2) Inter-group sales and transfers	-	6,304	4,850	11,155	(11,155)	-
Net sales	33,384	1,215,118	54,058	1,269,177	(11,155)	1,258,022
Operating income (loss)	1,800	106,134	189	106,323	(25,862)	80,461

Notes:

1. Other Businesses principally include the exterior business.
2. An adjustment of ¥25,862 million for segment income (loss) includes an elimination of inter-segment transactions of ¥3,142 million and corporate expenses of ¥22,719 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)

	Nine months ended October 31, 2012		Nine months ended October 31, 2013		Year ended January 31, 2013	
	Orders	Accumulated Orders	Orders	Accumulated Orders	Orders	Accumulated Orders
Custom detached houses	376,294	263,078	443,004	318,517	495,511	246,990
Rental housing	240,419	253,307	336,621	335,418	327,144	242,533
Remodeling	86,838	23,647	100,867	34,189	116,339	20,717
Real estate management fees	294,624	-	305,893	-	393,978	-
Houses for sale	104,051	46,627	108,333	46,786	135,409	36,255
Condominiums	58,738	58,577	60,353	66,647	72,048	47,424
Urban redevelopment	39,159	-	27,995	-	45,528	-
Overseas business	38,640	65,606	50,281	80,731	54,198	63,833
Other Businesses	46,642	32,094	73,134	55,810	64,585	31,883
Total	1,285,408	742,939	1,506,484	938,101	1,704,743	689,639