## **Group Results Summary**

As of March 31, 2004

Operating income

31.8

Cash flow from operating activities

72.2<sub>%UP</sub>

ROE

7.6

(last year: -17.1%)

Thanks to a sharp recovery in profits, the equity ratio rose 1.1 percentage points to 45.3% Approximately \$25 billion lump-sum payment to Company's welfare pension fund Non-operating income increased due to \$9.5 billion actuarial gain on retirement benefits Interest-bearing liabilities reduced by \$4.5 billion to \$1.5 billion at term-end

#### The parent company's share of the group total



# Operating income Daiwa House group: ¥59.6 billion Daiwa House Industry: ¥49.4 billion



### Positive factors for fiscal 2003

#### Housing industry as a whole

Private-sector capital investment (in real terms) rose 12% year-on-year, topping the 10% growth mark for the first time in five years.

Current reduced tax amount on mortgage loans extended by one year.

#### Daiwa House group

The gross profit margin on land rose 6.6 percentage points. (Daiwa House non-consolidated figure)

The group's resort hotel business moved back into the black.

## Negative factors for fiscal 2003

#### Housing industry as a whole

Although the margin of decline in the publicly assessed land price shrank, and a bottoming out of the downward trend was seen in certain quarters, the overall market situation remained weak.

The proportion of prefabricated housing as a percentage of total new housing construction starts declined for the fourth consecutive year, falling as far as 13.5%.

#### Daiwa House group

One-time expenses relating to the closure of home centers and other cost factors were recorded in the amount of ¥11.3 billion.

Sales of lot-subdivision single-family houses declined from the previous term, both in number of units and amount on a non-consolidated basis.