Securities Code 1808 June 5, 2018

To Our Shareholders:

# **HASEKO** Corporation

2-32-1 Shiba, Minato-ku, Tokyo Noriaki Tsuji President and Representative Director

# NOTICE OF CONVOCATION OF THE 101st ORDINARY GENERAL MEETING OF SHAREHOLDERS

I extend my warmest gratitude to all of you for the good offices that you have always graciously bestowed upon us.

You are hereby invited to attend the 101st Ordinary General Meeting of Shareholders of HASEKO Corporation (the "Company"), which will be held as indicated below:

If you are unable to attend the meeting, after reviewing the "Reference Materials Documents for the General Meeting of Shareholders" attached hereto, please exercise your voting rights at your earliest possible convenience on the proposals listed below by using the Voting Rights Exercise Form or via electronic means (via the Internet).

1. Date and Time:	Thursday, June 28, 2018, at 10:00 a.m.
2. Place:	(Doors open at 9:00 a.m.) Head Office Hall of HASEKO Corporation 2-32-1 Shiba, Minato-ku, Tokyo, Japan
3. Agenda:	
Matters to be Reported:	Reports on the Business Report, Non-consolidated Financial Statements, and Consolidated Financial Statements for the 101st Fiscal Year (from April 1, 2017 to March 31, 2018) and the Audit Results by the Accounting Auditor and the Board of Corporate Auditors for the Consolidated Statutory Reports
Matters to be Resolved:	
Proposal No. 1	Distribution of Surplus
Proposal No. 2	Election of Six (6) Directors
Proposal No. 3	Election of Two (2) Corporate Auditors

## 4. Decision Items Pertaining to Convocation:

(See the "Guide to the Exercise of Voting Rights" on page 2.)

If attending the meeting, we kindly ask that you submit the enclosed Voting Rights Exercise Form at the reception desk of the meeting hall.

Should any circumstances arise that require revisions of the Reference Materials for the General Meeting of Shareholders, the Business Report, the Non-consolidated Financial Statements, and the Consolidate Financial Statements in addition to what has been announced in this convocation, revised items will be posted on the Company's website (http://www.haseko.co.jp/).

## [Guide to the Exercise of Voting Rights]

(1) Exercise of Voting Rights by Proxy

If you are unable to attend the General Meeting of Shareholders in person, you may assign **one (1) other shareholder** with voting rights as your representative to attend the meeting in your place. Please have your representative submit the document certifying power of proxy at the reception desk.

(2) Guide to Deadlines for Exercise of Voting Rights

- 1. In the event that you are exercising your voting rights by mail, the voting deadline in all circumstances is 5:00 p.m. Japan time on the day preceding the General Meeting of Shareholders (Wednesday, June 27, 2018), so please indicate your acceptance or rejection of the proposals mentioned on the enclosed Voting Rights Exercise Form and be sure to return the form to us by the voting cutoff date mentioned above.
- In the event that you are exercising your voting rights via the Internet, the deadline for submission is 5:00 p.m. on the day preceding the General Meeting of Shareholders (Wednesday, June 27, 2018). See the "(5) Guide to Exercise of Voting Rights via the Internet" below.
- (3) Handling of Duplicate Votes Occurring by Mail and via the Internet

# <u>If voting rights have been exercised in duplicate, both via postal mail and via the Internet,</u> the vote submitted via the Internet shall be considered valid.

(4) Handling of Duplicate Votes Occurring via the Internet

# If voting rights have been exercised multiple times via the Internet, the vote submitted last shall be considered valid.

## (5) Guide to Exercise of Voting Rights via the Internet

- 1. Website for Exercise of Voting Rights
- a. Exercise of voting rights via the Internet is only possible by accessing and using the Company's designated voting website (https://evote.tr.mufg.jp/) from a personal computer, smartphone or mobile phone (i-mode, EZ Web, Yahoo!; please note that this service is unavailable from 2:00 a.m. to 5:00 a.m. every day). ("i-mode" is a registered trademark of NTT DoCoMo Corporation, "EZ Web" is a registered trademark of KDDI Corporation, and "Yahoo!" is a registered trademark of Yahoo! Inc. [US].)
- b. In the event of exercising voting rights via personal computer or smartphone, please be aware that, depending on the environment the shareholders use the Internet, it may not be possible to vote via the Internet on the Company's voting website if the Internet connection is using, for example, firewall, antivirus software, or proxy server.
- c. Exercise of voting rights that use a mobile phone requires access to services such as i-mode, EZ Web, or Yahoo! Mobile. Please be aware that the Company's voting website, for security reasons, only supports mobile devices that are capable of encrypted (TLS) communication and mobile phone data transmissions, so you may not be able to exercise your voting rights via the Internet, even if you have access to one of these services.

- 2. How to Exercise Voting Rights via the Internet
  - a. Use the login ID and temporary password enclosed in the Voting Rights Exercise Form on the Company's voting website (https://evote.tr.mufg.jp/), and follow the website's onscreen instructions to accept or reject proposals.
  - b. Please be aware that shareholders that use the Company's voting website may be asked to change their temporary password in order to prevent unauthorized access by non-shareholders (identity fraud) and alteration of voting contents.
  - c. You will be provided with a new login ID and temporary password for each Convocation of the General Meeting of Shareholders. Furthermore, shareholders who agree to have the Notice of Convocation of the General Meeting of Shareholders sent to their personal computer or smartphone via e-mail will continue to use their password until they change it themselves, so please take proper care in managing this password.
- 3. Costs Incurred by Accessing the Company's Voting Website

The shareholder shall be responsible for any costs (internet connection charges, telephone charges, and so forth) incurred by accessing the Company's voting website. Furthermore, although packet communication and other charges are required for use of mobile phone, these shall also be the shareholder's responsibilities.

## 4. Means of Receiving the Notice of Convocation

Shareholders may receive the Notice of Convocation via e-mail, if they like, from the next General Meeting of Shareholders onward by completing the procedure on the Company's voting website via personal computer or smartphone. (The procedure cannot be completed via mobile phone. Please also be aware that a mobile phone cannot be specified as an e-mail address.)

Direct all inquiries related to the voting system to: Corporate Agency Division Help Desk Mitsubishi UFJ Trust and Banking Corporation Telephone: +81-120-173-027 (toll free in Japan, 9:00 a.m. to 9:00 p.m.)

Management trust banks and other nominee shareholders (including standing proxies) who send in applications in advance to use the Electronic Voting Platform managed by ICJ, Inc. (established as a joint venture company by the Tokyo Stock Exchange, Inc.) can use this platform as an alternative method of electronic voting at the Company's General Meeting of Shareholders instead of the method of voting via the Internet described above.

# **Reference Materials for the General Meeting of Shareholders**

## **Proposals and Reference Matters**

### Proposal No. 1 Distribution of Surplus

HASEKO CORPORATION ("HASEKO" or "the Company") makes it a basic policy to return profits to shareholders by implementing stable dividend payments and performance-oriented dividend payments, while maintaining internal reserves to strengthen its financial position and invest in growth strategy looking into the future.

With respect to the year-end dividend for the fiscal year ended March 31, 2018, the Company has decided to distribute 40.00 per share, consisting of 10.00 of ordinary dividend and 30.00 of special dividend, considering factors such as the future business environment and performance forecast. Accordingly, annual dividend combined with interim dividend of 10.00 per share amounts to 50.00 per share, an increase of 20.00 per share compared with the dividend paid in the previous fiscal year.

Matters Regarding the Year-end Distribution

- (1) Type of Dividend Property: Cash
- (2) Matters Concerning Distribution of Dividend Property and Total Amounts: ¥40 per share for Common Shares Total dividends of ¥12,023,870,600
- (3) Effective Date for Distribution of Surplus: June 29, 2018

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## Proposal No. 2 Election of Six (6) Directors

The terms of office of five (5) Directors— Morio Shimada, Kin'ichi Kitamura, Fujio Hirano, Osamu Takahashi, Kazuhiko Ichimura—will expire at the conclusion of this General Meeting of Shareholders. Accordingly, in order to further strengthen the management structure, the Company intends to increase the number of Directors by one (1), and therefore proposes the election of six (6) Directors including three (3) Outside Directors.

No.	Name (Date of Birth)	Personal History, Positions, and Responsibilities in the Company (Significant Positions Concurrently Held)		Number of Company Shares Owned
1	Morio Shimada (December 28, 1952)	Director, Fuji Director, Has Director, For Director, Has	Joined HASEKO Corporation General Manager of Building Dept. II for Construction Div. Assistant to General Manager responsible for Construction Management and General Manager of Construction Dept. III Operating Officer, Responsible for Construction Management, Construction Div. Senior Operating Officer, In Charge of Construction Div. Director, Senior Operating Officer, In Charge of Construction Div. Director, Executive Operating Officer, In Charge of Construction Div. Director, Executive Vice President, In Charge of Construction Div. and Group Construction- Related Business (to the present) Distions Concurrently Held] ikensetsu, Co., Ltd sec, Inc. is Corporation seko Navie, Inc.	33,000
	[Reasons for nomination		-	
		• •	sible for the construction division since he joined the	
	-		action business and extensive knowledge about manage	•
		-	he assumed the office of Director, he has greatly c	
	1	npany's perform	ance. For such reasons, the Company has continuousl	y chosen him as a
	candidate for Director.			

#### The candidates for Director are as follows:

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No.	Name (Date of Birth)		ory, Positions, and Responsibilities in the Company ignificant Positions Concurrently Held)	Number of Company Shares Owned		
2	New candidate Junichi Tani (January 24, 1958)	March 1980 August 1998 April 2004 April 2005 April 2008 April 2012 June 2012 April 2014 June 2016 April 2018	Joined HASEKO Corporation General Manager of Business Promotion Dept. I, Kansai Housing Business Promotion Div. Deputy General Manager of Business Promotion Dept. II, Kansai Business Promotion Div. General Manager of Business Dept. II, Kansai Business Promotion Div. Operating Officer, General Manager of Business Dept. I, Business Promotion Div. Operating Officer, Responsible for Kansai Business Promotion Div., General Manager of Tokai Business Div., In Charge of Kansai Project Promotion Div. Operating Officer and Director, Responsible for Kansai Business Promotion Div., General Manager of Tokai Div., In Charge of Kansai Project Promotion Div. Senior Operating Officer and Director, In Charge of Kansai Business Promotion Div. Superior Senior Operating Officer, In Charge of Kansai Business Promotion Div. Superior Senior Operating Officer, In Charge of Kansai Business Promotion Div. Superior Senior Operating Officer, In Charge of Kansai Business Promotion Div. Superior Senior Operating Officer, In Charge of Kansai Business Promotion Div. and Kansai Project Promotion Div., Responsible for Tokai Business Promotion Div. Executive Operating Officer, In Charge of Kansai Business Promotion Div., Kansai Project Promotion Div., Chief Officer of Kansai Region (to the present)	15,000		
		[Significant Positions Concurrently Held] Director, Haseko Property Management Holdings, Inc. Director, Haseko Real Estate, Inc.				
	[Reasons for nomination as a candidate for Director] Junichi Tani has been mainly responsible for construction orders and sales and real estate businesses since he joined the Company. He has abundant business experience and extensive knowledge, and has greatly contributed to the improvement of the Company's performance. Since he can be expected to contribute to the improvement of the Company's corporate value, the Company has chosen him as a candidate for Director.					

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No.	Name (Date of Birth)		y, Positions, and Responsibilities in the Company gnificant Positions Concurrently Held)	Number of Company Shares Owned
3	New candidate Nobuhiro Tani (December 5, 1956)	Director, Hasek Director, Hasek	Joined HASEKO Corporation General Manager of Real Estate III of Business Dept. II, Business Promotion Div. Deputy General Manager of Business Dept. II, Business Promotion Div. General Manager of Business Dept. II, Business Promotion Div. Yokohama Branch Manager, Business Promotion Div. General Manager of Business Dept. II, Kansai Business Promotion Div. Operating Officer, Responsible for Business Dept. I and Yokohama Branch, Business Promotion Div. Senior Operating Officer, Responsible for Business Dept. II and III, Business Promotion Div. Superior Senior Operating Officer, In Charge of Business Dept. I, II, III, Yokohama Branch and Kyushu Div., Business Promotion Div. Executive Operating Officer, In Charge of Business Promotion Div. and Project Promotion Div., Responsible for Kyushu Div., In Charge of Group Leasing and Real Estate Brokerage (to the present) itions Concurrently Held] to Livenet, Inc. to Business Proxy, Inc. to Real Estate Inc.	10,800
	[Reasons for nomination Nobuhiro Tani has been		r Director] le for construction orders and sales and real estate by	usinesses since he
		• •	iness experience and extensive knowledge, and has g	
	to the improvement of the	ne Company's per	formance. Since he can be expected to contribute to	•
	of the Company's corpo	rate value, the Con	mpany has chosen him as a candidate for Director.	

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No.	Name (Date of Birth)		Personal History, Positions, and Responsibilities in the Company (Significant Positions Concurrently Held)	
4	Candidate for Outside Director Osamu Takahashi (March 6, 1950)	April 1974 March 1996 August 1999 January 2003 April 2006 June 2007 March 2009 June 2009 April 2012 June 2012 April 2014 April 2015 June 2015 June 2016 June 2017	Joined MITSUI & CO., LTD. Head of New Business Office, IT Business Development Division General Manager of Media Business Division Chief Operating Officer of Electronics Business Unit Managing Officer, Chief Operating Officer of Consumer Service Business Unit Director of Nihon Unisys, Ltd. Retired from MITSUI & CO., LTD. Senior Corporate Officer of Nihon Unisys, Ltd. Executive Corporate Officer Representative Director, Executive Corporate Officer Representative Director, Superior Executive Corporate Officer Director Advisor Director of HASEKO Corporation (current position) Retired from Nihon Unisys, Ltd. (to the present)	1,100

[Reasons for nomination as a candidate for Outside Director]

Osamu Takahashi has abundant experience in developing new businesses in the information industry field and promoting business development based on market and customer needs in consumer service business at a major general trading company in Japan. In addition, he was engaged in the management of a company that develops computer systems and software, Nihon Unisys, Ltd., as a Representative Director and gained abundant experience and excellent track record in company management. For such reasons, the Company believes that he will make a positive contribution to the Company's management and therefore has chosen him as a candidate for Outside Director.

The amount of the Company's transactions with MITSUI & CO., LTD. is 1% or less of the consolidated net sales. Meanwhile, although the Company acquired real estate through a bidding process from an affiliate company of Nihon Unisys, Ltd., the amount of transactions including such real estate transaction is less than 2% of the Company's consolidated net sales (1% or less of the consolidated net sales of such affiliate company). As he meets the Company's independence criteria in both of these facts, the Company believes that he is independent with no conflict of interest with general shareholders. Furthermore, the amount of the Company's transactions with Nihon Unisys, Ltd., excluding the real estate transaction above, is 1% or less of the consolidated net sales.

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No.	Name (Date of Birth)		ry, Positions, and Responsibilities in the Company gnificant Positions Concurrently Held)	Number of Company Shares Owned		
5	Candidate for Outside Director Kazuhiko Ichimura (April 29, 1953)	April 1977 April 1986 April 2004 May 2007 March 2013 April 2013 January 2016 March 2016 June 2016	April 1986Residential & Urban Development Dept.April 2004Manager of Construction Facility UnitMay 2007President & CEO of Mitsubishi Corporation Urban Development, Inc. (temporary transfer)March 2013Retired from Mitsubishi Corporation and Mitsubishi Corporation Urban Development, Inc.April 2013Operating Officer, Integrated Account Service Management of ASATSU-DK INC.January 2016Operating Officer, Account Management Center IVMarch 2016Retired from ASATSU-DK INC.			
	[Reasons for nomination as a candidate for Outside Director] Kazuhiko Ichimura has abundant experience in promoting urban redevelopment projects and large-scale commercial development at a major general trading company in Japan. In addition, he was engaged in the management of developers of income properties, centered on commercial establishments, as CEO at Mitsubishi Corporation Urban Development, Inc. and gained abundant experience and excellent track record in company management. He also has a business perspective targeted at consumers gained as an Operating Officer at ASATSU-DK INC. For such reasons, the Company believes that he will make a positive contribution to the Company's management and therefore has chosen him as a candidate for Outside Director. Since the amount of the Company's transactions with Mitsubishi Corporation and ASATSU-DK INC. is 1% or less of the consolidated net sales, the Company believes that he is independent with no conflict of interest with general shareholders as he meets the Company's independence criteria.					

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No.	Name (Date of Birth)	•	y, Positions, and Responsibilities in the Company nificant Positions Concurrently Held)	Number of Company Shares Owned
6	New candidate Candidate for Outside Director Mami Nagasaki (December 13, 1973)	Attorney, Partn Special Membe Committee for	Registered as attorney (Daini Tokyo Bar Association) Joined Ishii Law Office MARSHALL SUZUKI LAW GROUP, LLP Office of International Affairs, General Coordination Division, Planning and Coordination Bureau, Financial Services Agency Partner of Ishii Law Office (to the present) Special Member of Tokyo Metropolitan Examination Committee for Disputes over Construction Works (to the present) Civil conciliation commissioner, Tokyo District Court (to the present) Executive Director, Ichigo Green Infrastructure Investment Corporation (current position) (to the present) tions Concurrently Held] er of Ishii Law Office er of Tokyo Metropolitan Examination Disputes over Construction Works on commissioner, Tokyo District Court	
	[Reasons for nomination	Corporation	ctor, Ichigo Green Infrastructure Investment	
	Mami Nagasaki has dive engaged in duties relate business operations at an corporate management. Company's managemen directly engaged in corp that she will appropriate between the Company a Ichigo Green Infrastruc	erse experiences as d to the Company n investment comp For such reasons, t and therefore ha orate management ely fulfill duties as and Ishii Law Off ture Investment C	s an attorney and knowledge about legal affairs in g s's main construction business. In addition, she ha any as Executive Director, and also has experience the Company believes that she will make a positive as chosen her as a candidate for Outside Director, the company believes that she will make a positive so chosen her as a candidate for Outside Director, the company believes that she will make a positive so chosen her as a candidate for Outside Director, the company believes that she company so Outside Director. Since no advisory contracts, et tice, and no transactions have been made between corporation, the Company believes that she is integers as she meets the Company's independence criter	and track record in contribution to the She has not been any has determined c. have been made the Company and dependent with no

Notes:

- 1. Each candidate has no special interest in the Company.
- 2. Osamu Takahashi (Candidate No. 4), Kazuhiko Ichimura (Candidate No. 5), and Mami Nagasaki (Candidate No. 6) are the candidates for Outside Directors stipulated in Article 2, Paragraph 3, Item 7, of the Ordinance for Enforcement of the Companies Act.
- 3. The Company has notified the Tokyo Stock Exchange of the proposal to elect Osamu Takahashi and Kazuhiko Ichimura as independent directors in accordance with the listing rules of the Exchange. The Company will notify the Exchange of the proposal to elect Mami Nagasaki as an independent director as well.
- 4. Osamu Takahashi and Kazuhiko Ichimura will have served as Directors of the Company for two (2) years (at the conclusion of this General Meeting of Shareholders).
- 5. The Company has entered into a limited liability agreement with Outside Directors Osamu Takahashi and Kazuhiko Ichimura in accordance with the Articles of Incorporation. In the event that they are reelected and assume the office of Outside Director, the Company will continue the said agreement with them. In the event that Mami Nagasaki is elected as Outside Director, the Company will enter into a limited liability agreement with her in accordance with the Articles of Incorporation as well. Brief details of the limited liability agreement are presented as follows.

Limited Liability Agreement with Outside Officer

Effective after entering into a limited liability agreement, should an Outside Director bear any liability with respect to his or her responsibilities prescribed under Article 423, Paragraph 1, of the Companies Act, where such Outside Director performed his or her duties in good faith and without gross negligence, his or her liabilities shall be limited to the amount stipulated under Article 425, Paragraph 1, of the Companies Act.

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### Proposal No. 3 Election of Two (2) Corporate Auditors

Since the terms of office of Yoshitaka Fukui and Mitsuo Isoda will expire at the conclusion of this General Meeting of Shareholders, the Company proposes the election of two (2) Corporate Auditors.

The candidates for the position of Corporate Auditor are as follows. The Board of Corporate Auditors has approved this proposal.

No.	Name (Date of Birth)	(5	Personal History and Positions Significant Positions Concurrently Held)	Number of Company Shares Owned			
1	Candidate for Outside Corporate Auditor Yoshitaka Fukui (August 13, 1962)	- •	Joined Japanese National Railways Worked at East Japan Railway Company (until March 2000) Completed Ph.D at Carnegie Mellon University Assistant Professor, Graduate School of Economics and Management, Tohoku University Assistant Professor, Aoyama Business School, Chartered Financial Analyst by U.S. CFA Institute Outside Corporate Auditor, Resona Bank, Ltd. (until June 2013) Professor, Aoyama Business School (current position) Corporate Auditor of HASEKO Corporation (current position) (to the present) Positions Concurrently Held] pyama Business School	1,000			
	[Reasons for nomination as a candidate for Outside Corporate Auditor] Yoshitaka Fukui is a professor of economic analysis of accounting system and information at Aoyama Gakuin University Graduate School, and can be expected to play a role as Corporate Auditor from the perspective of an outstanding expert in finance and accounting. Therefore the Company has chosen him as a candidate for Outside Corporate Auditor. He has not been directly engaged in corporate management other than serving as Outside Corporate Auditor; however, based on the above reasons, the Company has determined that he will appropriately fulfill duties as Outside Corporate Auditor. Since no transactions have been made among the Company, Aoyama						
			ool, the Company believes that he is independent we eets the Company's independence criteria.	ith no conflict of			

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No.	Name (Date of Birth)	(Sig	Personal History and Positions gnificant Positions Concurrently Held)	Number of Company Shares Owned		
2	Candidate for Outside Corporate Auditor Mitsuo Isoda (January 7, 1970)	Attorney, Part	Registered as Attorney (Osaka Bar Association) Joined Miyake Joint Partnership Law Office (current Miyake & Partners) Completed LL.M. Program at Harvard Law School Received training at New York Office of Pillsbury Winthrop Registered as Attorney of New York State (at the time) Lecturer, Doshisha Law School (until March 2012) Corporate Auditor of HASEKO Corporation (current position) Outside Director of Morita Holdings Corporation (current position) (to the present) sitions Concurrently Held] ner of Miyake & Partners tor, Morita Holdings Corporation	100		
	[Reasons for nomination a		Dutside Corporate Auditor]	1		
		As Mitsuo Isoda can be expected to play a role as Corporate Auditor from the perspective of an outstanding expert				
	e e	•	ompany has chosen him as a candidate for Outside C	•		
			ate management other than serving as Outside Dir			
	Corporate Auditor; howev	ver, based on the al	bove reasons, the Company has determined that he	will appropriately		

fulfill duties as Outside Corporate Auditor. Since no advisory contracts, etc. have been made between the Company and Miyake & Partners, and no transactions have been made between the Company and MORITA HOLDINGS CORPORATION, the Company believes that he is independent with no conflict of interest with general shareholders as he meets the Company's independence criteria.

Notes:

1. The candidate has no special interest in the Company.

2. Yoshitaka Fukui (Candidate No. 1) and Mitsuo Isoda (Candidate No. 2) are the candidates for Outside Corporate Auditor stipulated in Article 2, Paragraph 3, Item 8, of the Ordinance for Enforcement of the Companies Act.

3. The Company has notified the Tokyo Stock Exchange of the proposal to elect Yoshitaka Fukui and Mitsuo Isoda as independent directors in accordance with the listing rules of the Exchange.

4. Yoshitaka Fukui and Mitsuo Isoda will have served as Corporate Auditors of the Company for four (4) years (at the conclusion of this General Meeting of Shareholders).

5. The Company has entered into a limited liability agreement with Outside Corporate Auditors Yoshitaka Fukui and Mitsuo Isoda in accordance with the Articles of Incorporation. In the event that they are reelected and assume the office of Outside Corporate Auditor, the Company will continue the said agreement with them. Brief details of the limited liability agreement are presented as follows.

Limited Liability Agreement with Outside Officer

Effective after entering into a limited liability agreement, should an Outside Corporate Auditor bear any liability with respect to his or her responsibilities prescribed under Article 423, Paragraph 1, of

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the Companies Act, where such Outside Corporate Auditor performed his or her duties in good faith and without gross negligence, his or her liabilities shall be limited to the amount stipulated under Article 425, Paragraph 1, of the Companies Act.

(Reference)

## **Independence Criteria for Outside Officers**

The following independence criteria are established between candidates for Outside Officers and the companies or organizations to which they belong and the HASEKO Group <sup>(Note)</sup>. Outside Officers must continue to comply with the independence criteria specified below after they have taken office. After assuming a new major position, their independence must be verified again based on the independence criteria.

- 1. A person who is not currently a Director (excluding Outside Director), Corporate Auditor (excluding Outside Corporate Auditor), Operating Officer or employee of the HASEKO Group, and has not been a Director (excluding Outside Director), Corporate Auditor (excluding Outside Corporate Auditor), Operating Officer or employee of the HASEKO Group in the last ten years.
- 2. A person who has not been a major shareholder<sup>\*</sup> of the HASEKO Group or a Director, Corporate Auditor, Operating Officer or employee of a company of which the HASEKO Group has been a major shareholder in any fiscal year in the last five years.
  - \*"Major shareholder" refers to a company or other shareholder that holds shares of 10% or more of the total voting rights.
- 3. A person who is not a Director, Corporate Auditor, Operating Officer or employee of a major business partner<sup>\*</sup> of the HASEKO Group.
  - \*"Major business partner" refers to a company that has paid or received transaction amounts worth 2% or more of the consolidated net sales of the HASEKO Group or the business partner (including its parent company and significant subsidiaries) in ordinary transactions with the HASEKO Group in the most recent fiscal year and the last three fiscal years.
    - The acquisition of real estate by a public tender is not considered as ordinary transactions, but if such an acquisition has occurred, it must be disclosed in the securities report.
- 4. A person who is not a Director, Corporate Auditor, Operating Officer or employee of a company that is a major lender<sup>\*</sup> to the HASEKO Group.
  - \*"Major lender" refers to a financial institution to which the HASEKO Group owes an outstanding amount worth 2% or more of the consolidated total assets of the HASEKO Group or the financial institution at the end of the most recent fiscal year.
- 5. A person who is not a Trustee, Director, Corporate Auditor, Operating Officer or employee of a corporation, association or other organization that has received a large donation<sup>\*</sup> from the HASEKO Group.
  - \*"Large donation" refers to an amount exceeding an average of ¥10 million per year in the last three fiscal years.
- 6. A Director, Corporate Auditor or Operating Officer who has not been dispatched on a reciprocal basis with the HASEKO Group.
- 7. A person who has not been a certified public accountant belonging to an auditing firm that is the Accounting Auditor of the HASEKO Group, an attorney who has an advisory contract with the HASEKO Group, or an attorney belonging to a law firm that has an advisory contract with the HASEKO Group in any fiscal year in the last five years.
- 8. A person who is not an attorney, certified public accountant, consultant or other such expert who has received a large amount of money<sup>\*</sup> or other property (excluding remuneration for officers) from the HASEKO Group (if the party receiving the property is a corporation, association or other organization, a person who is not a person belonging to such an

organization).

- \*"Large amount of money" refers to an amount exceeding an average of ¥10 million per year in the last three fiscal years.
- 9. A person who is not a spouse of, a relative within the second degree of kinship of, a relative living with, or a person who shares a livelihood with a person falling under any of the following items:

(1) A Director, Corporate Auditor, Operating Officer or important employee<sup>\*</sup> of the HASEKO Group;

(2) A person who has been a Director, Corporate Auditor, Operating Officer or important employee of the HASEKO Group in any fiscal year in the last five years; or

- (3) A person whose appointment is restricted due to not satisfying any of 2. to 7. above.
- \*"Important employee" generally refers to an employee of or above the level of Operating Officer. However, in HASEKO Corporation, it refers to an employee of or above the level of department head.
- 10. In addition to the above, a person whose independence to perform the duties of an Outside Officer is not in doubt.

Note: "The HASEKO Group" refers to HASEKO Corporation and its subsidiaries.

# Consolidated Balance Sheet (As of March 31, 2018)

	1	(III) II	illions of yen)
Account Item	Amount	Account Item	Amount
(Assets)		(Liabilities)	
I. Current assets	512,563	I. Current liabilities	280,896
Cash and bank deposits	208,055	Notes and accounts payable	86,658
Notes and accounts receivable, trade	110,613	Electronically recorded obligations -	49,343
Securities	3,840	operating	
Costs on uncompleted construction	9,208	Short-term borrowings	36,471
contracts		Leased liabilities	1,327
Real estate for sale	71,651	Income taxes payable	20,605
Costs and advances for real estate	67,700	Advances received on uncompleted	20,921
operations		contracts	
Real estate for development projects	23,395	Advances received for real estate sales	9,652
Deferred tax assets	7,292	Warranty reserve	4,980
Other current assets	10,998	Reserve for loss on construction	44
Allowance for doubtful accounts	(188)	contracts	
II. Fixed assets	175,746	Accrued bonuses	5,919
1 Property and equipment	125,125	Provision for directors' bonuses	190
Buildings and structures	45,075	Other current liabilities	44,787
Machinery, vehicle, equipment and	2,703	II. Long-term liabilities	110,577
furniture		Bonds payable	20,000
Land	64,664	Long-term debt	60,194
Leased assets	7,739	Leased liabilities	7,450
Construction in progress	4,945	Net defined benefit liabilities	921
2 Intangible fixed assets	7,215	Provision for loss on litigation	
Land leasehold rights	1,871	Provision for Employee Stock	2,705
Goodwill	3,545	Ownership Plan	1,037
Other intangible fixed assets	1,798	Provision for Board Benefit Trust	
3 Investments and other assets	43,406	Deferred tax liabilities	171
Investment securities	18,155	Other long-term liabilities	602
Long-term loans	2,822		17,497
Net defined benefit asset	9,706	Total liabilities	391,473
Other assets	13,527		571,175
Allowance for doubtful accounts	(803)	(Net assets) I. Shareholders' equity	301,245
		1 Capital stock	57,500
		2 Additional paid-in capital	7,513
		3 Retained earnings	240,880
		4 Treasury stock	(4,649)
		II. Valuation and translation adjustments	(5,246)
		1 Valuation adjustments on other investment securities	4,279
		2 Foreign currency translation	(4,144)
		adjustments	(.,)
		3 Remeasurements of defined benefit	(5,382)
		plans	
		III. Non-controlling interests	837
		Total net assets	296,835
Total assets	688,308	Total liabilities and net assets	688,308

# Consolidated Statement of Income

## (For the period from April 1, 2017 to March 31, 2018)

(millions of yen) Account Item Amount I. Net sales 813,276 II. Cost of sales 656,030 Gross profit 157,245 III. Selling, general and administrative expenses 56,440 Operating income 100,805 IV. Non-operating income Interest and dividend income 739 Equity in earnings of affiliates 30 893 Other non-operating income 1,663 V. Non-operating expenses 1,101 Interest expenses 706 Loan incidental expenses Other non-operating expenses 163 1,971 100.497 Ordinary income VI. Special income 3,529 Gain on sale of fixed assets Other special income 6 3,535 VII. Special losses Loss on disposal of fixed assets 108 Impairment loss on fixed assets 197 Provision for loss on litigation 2,705 Other special losses 2 3,012 101,021 Income before income taxes and minority interests Income taxes - current 28,978 Income taxes - deferred (492)28,486 Profit 72,535 Profit attributable to non-controlling interests 245 Profit attributable to owners of parent 72,289

# Consolidated Statement of Change in Net Assets

# (For the period from April 1, 2017 to March 31, 2018)

(millions of yen)

		Shareholders' equity					
	Capital stock	Additional paid-in capital	Retained earnings	Treasury stock	Total shareholders' equity		
Balance as of April 1, 2017	57,500	7,500	180,509	(151)	245,358		
Changes during the consolidated fiscal year							
Dividends of surplus			(12,024)		(12,024)		
Profit attributable to owners of parent			72,289		72,289		
Purchase of treasury stock				(4,498)	(4,498)		
Disposal of treasury stock		0		0	0		
Increase by merger etc.			107		107		
Change in treasury stock of parent arising from transactions with non- controlling shareholders		12			12		
Net changes of items other than shareholders' equity during the consolidated fiscal year							
Total of changes during the consolidated fiscal year		12	60,372	(4,498)	55,887		
Balance as of March 31, 2018	57,500	7,513	240,880	(4,649)	301,245		

		Valuation and translation adjustments				
	Valuation adjustments on other investment securities	translation	Remeasurements of defined benefit plans	Total valuation and translation adjustments	Non- controlling interests	Total net assets
Balance as of April 1, 2017	1,631	(3,215)	(5,926)	(7,510)	619	238,467
Changes during the consolidated fiscal year						
Dividends of surplus						(12,024)
Profit attributable to owners of parent						72,289
Purchase of treasury stock						(4,498)
Disposal of treasury stock						0
Increase by merger etc.						107
Change in treasury stock of parent arising from transactions with non-controlling shareholders						12
Net changes of items other than shareholders' equity during the consolidated fiscal year	2,648	(929)	545	2,264	218	2,482
Total of changes during the consolidated fiscal year	2,648	(929)	545	2,264	218	58,368
Balance as of March 31, 2018	4,279	(4,144)	(5,382)	(5,246)	837	296,835

# Non-consolidated Balance Sheet

(As of March 31, 2018)

Α	<b>A</b>		hillions of yes
Account Item	Amount	Account Item	Amount
(Assets)		(Liabilities)	
I. Current assets	313,526	I. Current liabilities	209,588
Cash and bank deposit	136,187	Notes payable	14,638
Notes receivable	6,589	Electronically recorded obligations -	45,908
Accounts receivable on construction	76,215	operating	
contracts		Accounts payable on construction contracts	48,411
Accounts receivable on real estate operations	2,420	Accounts payable on real estate operations	2,331
Costs on uncompleted construction contracts	5,752	Short-term borrowings	29,835
Real estate for sale	47,320	Lease liabilities	29
Costs and advances for real estate operations	28,599	Income taxes payable	18,605
Deferred tax assets	3,925	Advances received on uncompleted contracts	19,102
Other current assets	6,605	Advances received for real estate operations	8,991
Allowance for doubtful accounts	(87)	Deposits received	1,125
II. Fixed assets	234,137	Warranty reserve	4,316
1. Property and equipment	67,214	Reserve for loss on construction contracts	37
Buildings and structures	21,303	Accrued bonuses	2,787
Machinery	648	Provision for directors' bonuses	190
Equipment and furniture	1,063	Other current liabilities	13,283
Land	39,579	II. Long-term liabilities	78,393
Leased assets	68	Bonds payable	20,000
Construction in progress	4,552	Long-term debt	52,170
2. Intangible fixed assets	949	Leased liabilities	45
Land leasehold rights	17	Asset retirement obligations	74
Other intangible fixed assets	932	Provision for Employee Stock Ownership	652
3. Investments and other assets	165,974	Plan	
Investment securities	12,534	Provision for Board Benefit Trust	86
Shares of affiliate companies	90,496	Long-term deferred tax liabilities	3,367
Other investment securities of affiliates	1,296	Other long-term liabilities	1,998
Long-term loans	45,942	Total liabilities	287,981
Bankruptcy claim, reorganization claim	484	(Net assets)	201,201
Long-term prepaid expenses	36	I. Shareholders' equity	256,220
Prepaid pension cost	10,210	1. Capital stock	57,500
Other assets	5,685	2. Additional paid-in capital	7,500
Allowance for doubtful accounts	(710)	Capital legal reserves	7,500
	(710)	Other capital surplus	7,500
			195,868
		3. Retained earnings	
		Earned surplus reserve	2,890
		Other retained earnings	192,978
		Earned surplus carried forward	192,978
		4. Treasury stock	(4,649
		II. Valuation and translation adjustments	3,462
		Valuation adjustments on other investment	3,462
		securities	
		Total net assets	259,682
Total assets	547,662	Total liabilities and net assets	547,662

# Non-consolidated Statement of Income

# (For the period from April 1, 2017 to March 31, 2018)

Account Item	Amount			
I. Net sales				
Construction contracts	437,656			
Commissioned work	5,343			
Design and supervision	12,956			
Lease rentals of buildings	2,583			
Real estate sales	122,797	581,334		
II. Cost of sales				
Construction contracts	344,678			
Commissioned work	2,247			
Design and supervision	5,755			
Lease rentals of buildings	1,514			
Real estate sales	113,906	468,101		
Gross profit (loss) on net sales				
Construction contracts	92,977			
Commissioned work	3,096			
Design and supervision	7,201			
Lease rentals of buildings	1,068			
Real estate sales	8,890	113,233		
III. Selling, general and administrative expenses		28,572		
Operating income		84,661		
IV. Non-operating income				
Interest and dividend income	1,230			
Other non-operating income	341	1,571		
V. Non-operating expenses				
Interest paid	1,044			
Loan incidental expenses	704			
Other non-operating expenses	177	1,926		
Ordinary income		84,307		
VI. Special income				
Gain on sale of fixed assets	597	597		
VII. Special losses				
Loss on retirement of intangible assets	6	6		
Income before income taxes		84,898		
Income taxes – current		25,317		
Income taxes – deferred		2		
Profit		59,578		

# Non-consolidated Statement of Change in Net Assets

# (For the period from April 1, 2017 to March 31, 2018)

(millions of yen)

	Shareholders' equity						
		Additional paid-in capital			Retained earnings		
	Capital stock	Capital legal reserves	Other capital surplus	Total additional paid-in capital	Earned surplus reserve	Other retained earnings Earned surplus carried forward	Total retained earnings
Balance as of April 1, 2017	57,500	7,500	0	7,500	1,687	146,626	148,314
Changes during the fiscal year							
Dividends of surplus				_		(12,024)	(12,024)
Reserves due to dividends of surplus				_	1,202	(1,202)	—
Profit for the fiscal year ended March 31, 2018						59,578	59,578
Purchase of treasury stock							
Disposal of treasury stock			0	0			
Net changes of items other than shareholders' equity during the fiscal year							_
Total of changes during the fiscal year			0	0	1,202	46,352	47,554
Balance as of March 31, 2018	57,500	7,500	0	7,500	2,890	192,978	195,868

				(initions of yen)
	Sharehold	ers' equity	Valuation and translation adjustments	Total
	Treasury stock	Total shareholders' equity	Valuation adjustments on other investment securities	net assets
Balance as of April 1, 2017	(151)	213,163	1,022	214,185
Changes during the fiscal year				
Dividends of surplus		(12,024)		(12,024)
Reserves due to dividends of surplus		—		_
Profit for the fiscal year ended March 31, 2018		59,578		59,578
Purchase of treasury stock	(4,498)	(4,498)		(4,498)
Disposal of treasury stock	0	0		0
Net changes of items other than shareholders' equity during the fiscal year		_	2,440	2,440
Total of changes during the fiscal year	(4,498)	43,056	2,440	45,496
Balance as of March 31, 2018	(4,649)	256,220	3,462	259,682