

2013年3月期 業績説明会資料

 住友林業株式会社

 SUMITOMO FORESTRY CO.,LTD.

Financial Factbook

Fiscal Year Ended March 31, 2013

本資料における予想数値は現時点での予測に基づいており、実際の業績はこれら予想と異なる結果となる場合があります。

The estimated figures on this factbook is based on the present speculation. Therefore the actual results could differ from the estimates.

目次

Index



財務データ

Financial Section

・ 新設住宅着工戸数の推移	Numbers of New Housing Starts in Japan	3
・ 業績の推移	Business Results	4
・ セグメント業績の推移(新セグメント)	Business Results by New segment	5
・ セグメント業績の推移(旧セグメント)	Business Results by Previous segment	6
・ 経営指標	Financial Analysis	7
・ 連結貸借対照表	Consolidated Balance Sheets	8
・ 連結損益計算書	Consolidated Statements of Income	10
・ 連結キャッシュ・フロー計算書	Consolidated Statements of Cash Flows	11
・ 設備投資	Capital Expenditures	12
・ 受注の状況	The State of Orders	13
・ 販売の状況	The State of Sales	14

参考データ

Reference Data

・ 戸建注文住宅 1棟当たり平均データ	Average Data of Custom-built Detached House	16
・ 戸建注文住宅 参考指標	Reference Data of Custom-built Detached House	17
・ 戸建注文住宅 地域別受注棟数構成	Custom-built Detached House Orders by Region	18
・ 戸建注文住宅 階層別棟数構成	Ratio by the number of stories for Custom-built Detached Houses	19
・ 木材・建材 商品別売上高(単体)	Timber and Building Materials Sales by Product Category (Non-Consolidated)	20
・ 木材・建材 市況	Market Data of Timber and Building Materials	21
・ リフォーム事業と不動産流通事業の状況	Renovation business and Real Estate Brokerage	22
・ 人員構成表	Number of Employees	23
・ 株式分布状況表	The State of Share Distribution	24
・ 退職給付に係る数理差異の推移	Actuarial Difference Regarding Employees' Retirement Benefit Obligation	25

財務データ

Financial Section

新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan

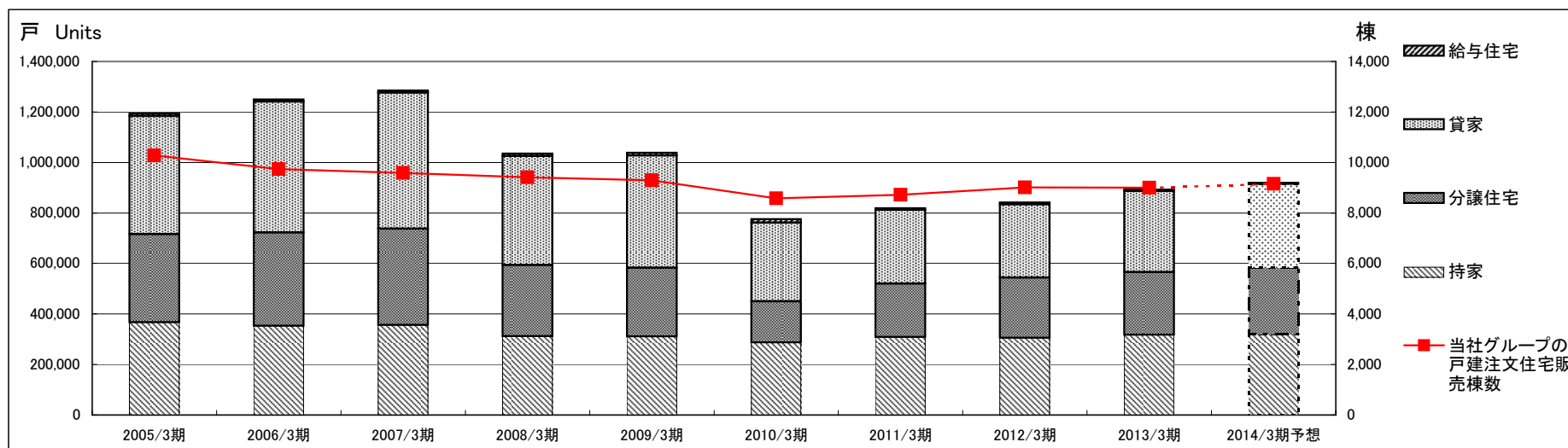


(戸・Units)

Fiscal Years Ended March 31	2005/3期	2006/3期	2007/3期	2008/3期	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期予想 Forecast
持家 Owner-occupied Houses	367,233	352,577	355,700	311,800	310,670	286,993	308,517	304,822	316,532	320,000
分譲住宅 Built for Sale Houses	349,044	370,275	382,503	282,632	272,607	163,590	212,083	239,086	249,660	264,000
貸家 Rented Houses	467,348	517,999	537,943	430,855	444,848	311,463	291,840	289,762	320,891	330,000
給与住宅 Corporate Houses	9,413	8,515	9,100	10,311	11,089	13,231	6,580	7,576	5,919	6,000
合計 Total	1,193,038	1,249,366	1,285,246	1,035,598	1,039,214	775,277	819,020	841,246	893,002	920,000

当社グループの戸建注文住宅販売棟数 Sumitomo Forestry Group*	10,275	9,739	9,585	9,408	9,297	8,580	8,721	9,007	8,999	9,150
持家着工戸数に対する当社グループのシェア Market Share in Owner-occupied Houses	2.80%	2.76%	2.69%	3.02%	2.99%	2.99%	2.83%	2.95%	2.84%	2.86%

* Number of Custom-built Detached House constructed by Sumitomo Forestry Group



「2014/3期 予想」は各種シンクタンクの予想を基に当社が予想したものです。

“2014 Forecast” is calculated based on some forecasts by think tanks.

業績の推移

Business Results

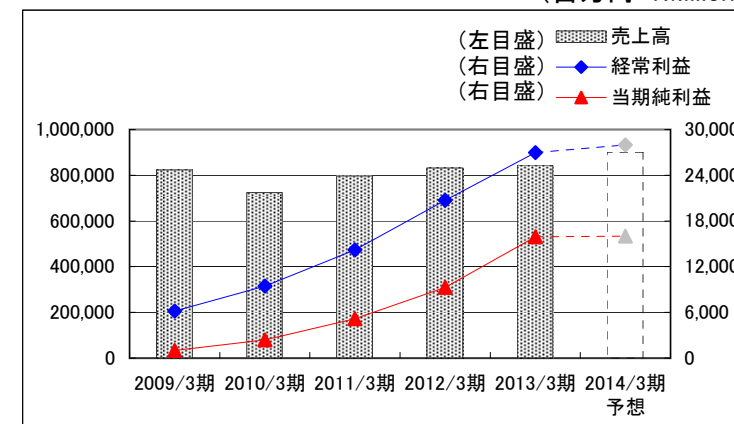


(連結 Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
売上高 Net Sales	823,810	723,923	797,493	831,870	845,184	900,000
営業利益 Operating Income	6,837	9,747	14,238	19,191	25,330	27,500
経常利益 Recurring Income	6,160	9,465	14,206	20,714	26,981	28,000
当期純利益 Net Income	1,028	2,377	5,175	9,271	15,923	16,000

(百万円・¥Million)

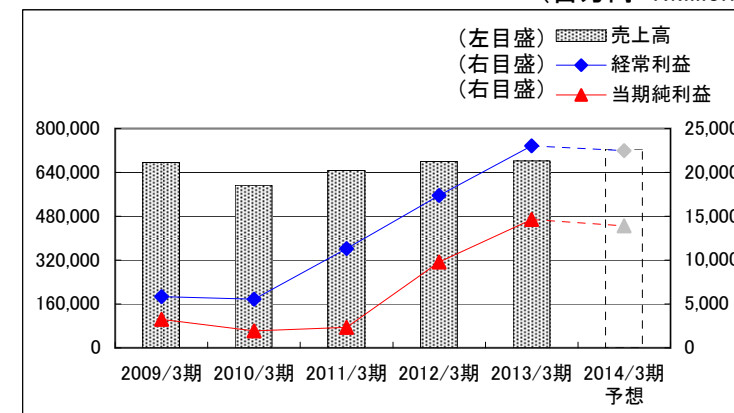


(単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
売上高 Net Sales	675,968	593,243	647,515	680,189	682,432	725,000
営業利益 Operating Income	3,175	3,525	8,299	13,713	19,311	19,000
経常利益 Recurring Income	5,852	5,560	11,304	17,383	23,047	22,500
当期純利益 Net Income	3,264	1,936	2,329	9,791	14,625	13,900

(百万円・¥Million)



セグメント業績の推移(新セグメント)

Business Results by New segment



<新セグメント>

New segment

(売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
木材建材事業 Timber & Building Materials	345,373	394,073	405,350	401,266	430,000
住宅事業 Housing Business	374,663	393,608	415,098	430,774	450,000
海外事業 Overseas Business	21,735	31,735	34,971	38,657	44,000
その他事業 Others	16,973	15,338	14,049	15,406	16,000
調整 Adjustment	△34,821	△37,260	△37,599	△40,919	△40,000
合計 Total	723,923	797,493	831,870	845,184	900,000

(経常利益 Recurring Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
木材建材事業 Timber & Building Materials	2,140	4,968	4,781	4,704	4,900
住宅事業 Housing Business	12,312	19,981	25,800	26,227	28,200
海外事業 Overseas Business	△2,716	△1,949	△2,938	△1,840	△1,000
その他事業 Others	480	375	728	754	800
調整 Adjustment	△2,750	△9,169	△7,655	△2,863	△4,900
合計 Total	9,465	14,206	20,714	26,981	28,000

(経常利益率 Recurring Income margin by Segment)

Fiscal Years Ended/Ending March 31	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
木材建材事業 Timber & Building Materials	0.6%	1.3%	1.2%	1.2%	1.1%
住宅事業 Housing Business	3.3%	5.1%	6.2%	6.1%	6.3%
海外事業 Overseas Business	△12.5%	△6.1%	△8.4%	△4.8%	△2.3%
その他事業 Others	2.8%	2.4%	5.2%	4.9%	5.0%
調整 Adjustment	-	-	-	-	-
合計 Total	1.3%	1.8%	2.5%	3.2%	3.1%

※2010/3期、2011/3期、2012/3期のセグメント別内訳は、旧セグメントの実績を新セグメントに組みかえた参考値です。

※For the year ended March 31, 2010, 2011 and 2012, figures by new segments are calculated from the results of old segments for reference only

セグメント業績の推移(旧セグメント)

Business Results by Previous segment



<旧セグメント(2008/3期～2010/3期)>

Previous segment (FY Ending March 31 2008～2010)

(売上高 Sales by Segment) (百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008/3期	2009/3期	2010/3期
木材・建材事業 Timber & Building Materials	470,945	433,648	361,812
住宅及び住宅関連事業 Housing & Housing-related Businesses	407,687	406,351	375,658
その他 Others	15,734	16,054	15,871
消去又は全社 Elimination and/or Corporate	△33,009	△32,243	△29,419
合計 Total	861,357	823,810	723,923

(営業利益 Operating Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008/3期	2009/3期	2010/3期
木材・建材事業 Timber & Building Materials	3,330	2,054	913
住宅及び住宅関連事業 Housing & Housing-related Businesses	8,797	8,447	13,744
その他 Others	969	936	913
消去又は全社 Elimination and/or Corporate	△5,860	△4,599	△5,823
合計 Total	7,235	6,837	9,747

(営業利益率 Operating Income margin by Segment)

Fiscal Years Ended/Ending March 31	2008/3期	2009/3期	2010/3期
木材・建材事業 Timber & Building Materials	0.7%	0.5%	0.3%
住宅及び住宅関連事業 Housing & Housing-related Businesses	2.2%	2.1%	3.7%
その他 Others	6.2%	5.8%	5.8%
消去又は全社 Elimination and/or Corporate	-	-	-
合計 Total	0.8%	0.8%	1.3%

<旧セグメント(2010/3期～2012/3期)>

Previous segment (FY Ending March 31 2010～2012)

(売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010/3期	2011/3期	2012/3期
木材建材事業 Timber & Building Materials	341,432	390,231	399,794
海外事業 Overseas Business	25,472	33,234	37,595
住宅事業 Housing Business	338,295	346,279	374,719
不動産事業 Real Estate business	38,169	50,881	44,240
その他事業 Others	15,171	13,529	12,064
調整 Adjustment	△34,617	△36,662	△36,542
合計 Total	723,923	797,493	831,870

(経常利益 Recurring Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010/3期	2011/3期	2012/3期
木材建材事業 Timber & Building Materials	2,006	4,848	4,667
海外事業 Overseas Business	△2,582	△1,829	△2,853
住宅事業 Housing Business	13,250	18,988	24,621
不動産事業 Real Estate business	△1,042	903	1,193
その他事業 Others	583	502	709
調整 Adjustment	△2,750	△9,206	△7,622
合計 Total	9,465	14,206	20,714

(経常利益率 Recurring Income margin by Segment)

Fiscal Years Ended/Ending March 31	2010/3期	2011/3期	2012/3期
木材建材事業 Timber & Building Materials	0.6%	1.2%	1.2%
海外事業 Overseas Business	△10.1%	△5.5%	△7.6%
住宅事業 Housing Business	3.9%	5.5%	6.6%
不動産事業 Real Estate business	△2.7%	1.8%	2.7%
その他事業 Others	3.8%	3.7%	5.9%
調整 Adjustment	-	-	-
合計 Total	1.3%	1.8%	2.5%

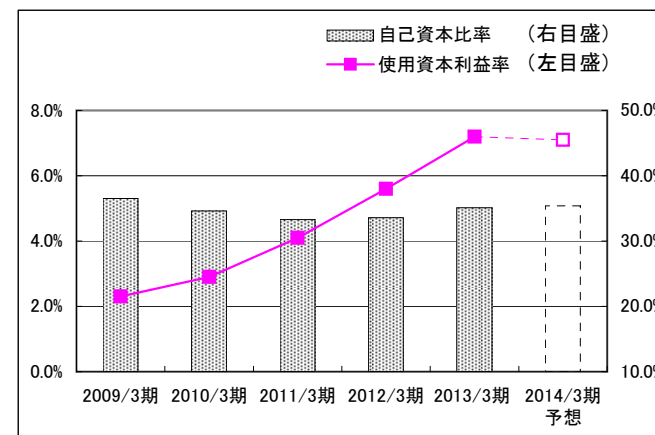
経営指標

Financial Analysis



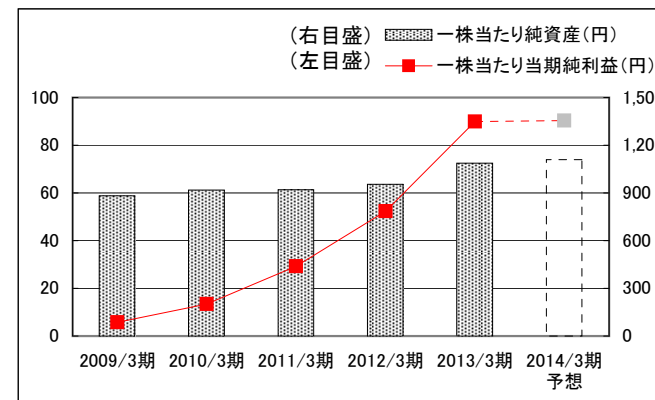
(経営指標 Financial Analysis)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
自己資本当期純利益率 Return on Equity	0.6%	1.5%	3.2%	5.6%	8.8%	8.2%
使用資本利益率 Return on Capital Employed	2.3%	2.9%	4.1%	5.6%	7.2%	7.1%
自己資本比率 Equity ratio	36.5%	34.6%	33.3%	33.6%	35.1%	35.4%



(一株当たり情報 Per Share Data)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
一株当たり当期純利益(円) Net Income per Share (¥)	5.80	13.42	29.21	52.34	89.89	90.33
一株当たり純資産(円) Shareholders' Equity per Share (¥)	880.94	917.82	919.54	954.81	1,086.68	1,108.89



連結貸借対照表

Consolidated Balance Sheets



(資産の部 Total Assets)

(百万円・¥Million)

Fiscal Years Ended March 31		2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
現金及び預金	Cash and Time Deposits	23,854	52,714	55,618	64,870	56,155
受取手形及び売掛金	Notes and Accounts Receivable-Trade	106,167	102,355	112,427	120,536	121,053
完成工事未収入金	Accounts Receivable-Contract	4,889	5,071	6,024	4,347	4,880
有価証券	Marketable Securities	17,194	19,000	20,000	15,000	11,000
商品	Finished Goods, Logs and Lumber	20,506	17,230	19,015	20,977	22,276
販売用不動産	Developed Land and Housing for Sale	21,593	26,333	31,492	34,880	27,894
未成工事支出金	Land and Housing Projects in Progress	30,119	32,420	31,242	28,397	27,057
繰延税金資産	Deferred Income Taxes	6,647	6,308	7,915	7,971	8,077
短期貸付金	Short-term Loans Receivable	3,656	859	1,204	4,759	36,852
未収入金	Other Receivables	39,682	42,599	45,513	43,471	47,935
その他	Others	4,668	3,719	4,260	5,052	5,589
貸倒引当金	Allowance for Doubtful Accounts	△740	△836	△1,272	△1,329	△1,291
流動資産	Current Assets	278,237	307,772	333,439	348,930	367,478
有形固定資産	Tangible Fixed Assets	88,146	88,870	87,602	85,641	85,900
無形固定資産	Intangible Fixed Assets	6,439	6,637	7,068	8,390	9,157
投資その他の資産	Investments and Other Assets	54,916	66,459	61,309	60,534	85,439
固定資産	Non-Current Assets	149,502	161,966	155,978	154,566	180,495
資産合計	Total Assets	427,738	469,738	489,417	503,496	547,973

連結貸借対照表

Consolidated Balance Sheets



(負債、及び純資産合計 Total Liabilities and Total Net Assets)

(百万円・¥Million)

Fiscal Years Ended March 31		2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	
	支払手形及び買掛金	Notes and Accounts Payable-Trade	74,119	86,553	93,018	98,076	104,655
	工事未払金	Accounts Payable-Contract	52,828	61,029	57,143	57,349	64,968
	短期借入金	Short-term Debt (Bank Loans)	10,619	12,323	18,588	20,761	25,995
	未払法人税等	Accrued Income Taxes	1,307	2,205	6,909	5,749	5,589
	未成工事受入金	Advances Received from Customers	34,028	31,077	37,524	38,567	42,345
	賞与引当金	Provision for Employee's Bonuses	7,490	7,372	8,316	9,026	9,502
	完成工事補償引当金	Provision for Guarantee for After-cost of Construction	1,308	1,256	2,007	1,843	1,711
	その他	Others	14,838	17,619	20,270	23,050	21,377
	流動負債	Current Liabilities	196,537	219,434	243,774	254,421	276,143
	社債	Long-term Debt (Bonds)	-	15,000	15,000	15,000	15,000
	長期借入金	Long-term Debt (Bank Loans)	36,145	36,008	32,101	28,284	24,189
	繰延税金負債	Deferred Income Taxes	2,989	9,358	8,782	7,316	10,198
	退職給付引当金	Provision for Retirement Benefits for Employees	18,414	5,390	6,152	10,033	9,720
	その他	Others	17,462	21,619	20,497	19,016	19,473
	固定負債	Long-term Liabilities	75,009	87,374	82,532	79,740	78,580
	負債の部	Total Liabilities	271,546	306,808	326,307	334,161	354,723
	資本金	Common Stock	27,672	27,672	27,672	27,672	27,672
	資本剰余金	Capital Surplus	26,872	26,872	26,872	26,872	26,872
	利益剰余金	Retained Earnings	105,346	105,066	107,584	114,223	127,489
	自己株式	Treasury Stock	△260	△262	△267	△268	△269
	株主資本合計	Total Shareholders' Equity	159,630	159,348	161,861	168,499	181,763
	その他有価証券評価差額金	Unrealized Gain on Available-for-Sale Securities	2,359	5,594	4,876	5,734	12,132
	繰延ヘッジ損益	Deffered Gains or Losses on Hedges	29	24	154	192	249
	為替換算調整勘定	Foreign Currency Translation Adjustments	△5,961	△2,378	△4,005	△5,291	△1,654
	その他の包括利益累計額	Accumulated Other Comprehensive income	△3,572	3,241	1,025	634	10,727
	少数株主持分	Minority Interest	135	342	224	202	760
	純資産合計	Total Net Assets	156,192	162,930	163,110	169,335	193,250
	負債及び純資産合計	Total Liabilities and Total Net Assets	427,738	469,738	489,417	503,496	547,973

連結損益計算書

Consolidated Statements of Income



(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
売上高 Net Sales	823,810	723,923	797,493	831,870	845,184	900,000
売上総利益 Gross Income	利益率 16.2% 133,493	17.2% 124,269	16.6% 132,568	16.5% 136,873	16.7% 141,436	16.6% 149,500
販売費及び一般管理費 Selling, General and Administrative Expenses	126,656	114,522	118,330	117,682	116,105	122,000
営業利益 Operating Income	利益率 0.8% 6,837	1.3% 9,747	1.8% 14,238	2.3% 19,191	3.0% 25,330	3.1% 27,500
営業外収益 Other Income	3,812	4,147	3,425	4,219	4,269	3,500
営業外費用 Other Expenses	4,489	4,429	3,458	2,695	2,618	3,000
営業外損益 Other Income/Expenses	△ 677	△ 282	△ 32	1,524	1,651	500
経常利益 Recurring Income	利益率 0.7% 6,160	1.3% 9,465	1.8% 14,206	2.5% 20,714	3.2% 26,981	3.1% 28,000
特別利益 Special Gains	166	4,346	767	455	137	-
特別損失 Special Losses	4,361	3,228	3,964	3,487	971	-
特別損益 Special Gains/Losses	△ 4,196	1,118	△ 3,196	△ 3,032	△ 833	-
当期純利益 Net Income	利益率 0.1% 1,028	0.3% 2,377	0.6% 5,175	1.1% 9,271	1.9% 15,923	1.8% 16,000

連結キャッシュ・フロー計算書

Consolidated Statements of Cash Flows



(百万円・¥Million)

Fiscal Years Ended March 31		2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	△8,161	37,239	17,515	26,873	45,910
有価証券の取得／売却	Marketable Securities	-	295	-	-	-
有形固定資産の取得／売却	Tangible Fixed Assets	△20,947	△8,354	△9,918	△7,875	△4,143
無形固定資産の取得／売却	Intangible Fixed Assets	△1,968	△1,578	△2,453	△2,782	△2,525
投資有価証券の取得／売却	Investment Securities	△1,081	△10,787	△986	△706	△961
その他	Others	△5,066	1,307	110	△21,539	△21,034
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	△29,062	△19,117	△13,247	△32,903	△28,662
短期借入金純増減額	Short-term Borrowings	1,467	880	1,094	3,280	△379
長期借入金純増減額	Long-term Borrowings	25,616	△986	3,204	△4,498	△1,085
社債純増減額	Bonds	-	15,000	-	-	-
配当金の支払額	Dividends Paid	△2,658	△2,657	△2,657	△2,657	△2,657
その他	Others	△229	△691	△1,269	△1,747	△1,184
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	24,196	11,546	372	△5,622	△5,305
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	△717	1,205	△721	△90	△124
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	△13,745	30,873	3,919	△11,742	11,819
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	54,475	40,730	71,662	75,582	63,839
現金及び現金同等物の期末残高	Cash and Cash Equivalents at the End of the Year	40,730	71,662	75,582	63,839	75,658

設備投資

Capital Expenditures

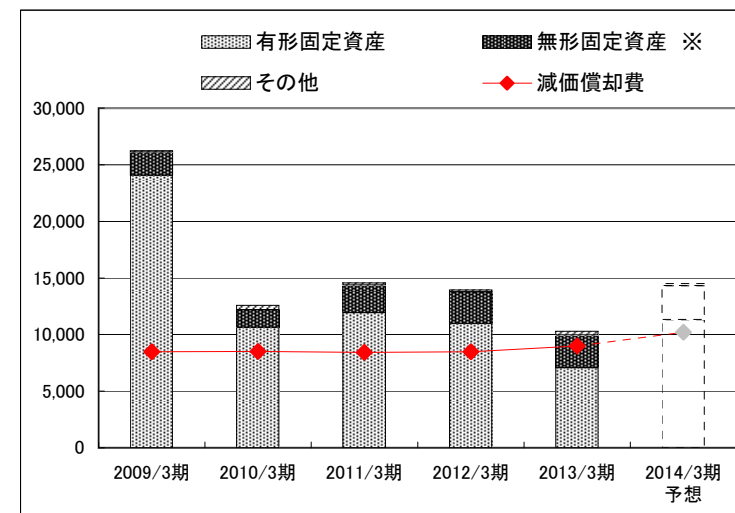


(資本的支出 Capital Investment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
有形固定資産 Tangible fixed assets	24,075	10,636	11,923	10,970	7,058	11,300
無形固定資産 ※ Intangible fixed assets	2,013	1,561	2,434	2,786	2,890	3,000
その他 Others	150	395	215	194	343	200
合計 Total	26,238	12,592	14,572	13,950	10,291	14,500

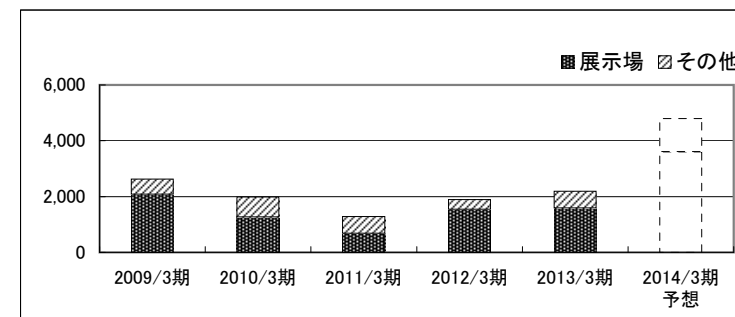
減価償却費 Depreciation	8,477	8,502	8,437	8,469	8,978	10,200
-----------------------	-------	-------	-------	-------	-------	--------



(リース Finance Leases)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
展示場 Model Houses	2,076	1,264	675	1,534	1,580	3,600
その他 Others	554	725	615	361	612	1,200
合計 Total	2,631	1,989	1,290	1,895	2,192	4,800



※ 会計基準の変更により、2009年3月期以降の資本的支出にはリースが含まれております。

Figures of Capital Investment from 2009 to 2013 include Finance Leases under new financial accounting standards.

※ 無形固定資産には、ソフトウェアや借地権等が含まれております。

Intangible fixed assets include software and leasehold rights etc.

受注の状況

The State of Orders



<受注の推移 Change in Orders>

(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
戸建注文住宅 Custom-built Detached Houses	金額	268,889	265,203	284,420	295,194	314,240	337,500
	棟数・Unit	8,703	8,593	8,926	8,962	9,105	9,700
	単価・Price per unit	30.9	30.9	31.9	32.9	34.5	34.8
木造アパート Wooden Apartment	金額	6,439	6,969	7,343	11,169	13,043	14,400
	戸数・Unit	758	736	775	986	1,138	1,250
	単価・Price per unit	8.5	9.5	9.5	11.3	11.5	11.5
その他請負 Other contracts	金額	4,423	3,069	160	585	977	3,500

販売の状況

The State of Sales



<販売の推移 Change in Sales>

(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
戸建注文住宅 Custom-built Detached Houses	金額	294,551	264,215	270,903	294,081	300,936	311,100
	棟数・Unit	9,297	8,580	8,721	9,007	8,999	9,150
	単価・Price per unit	31.7	30.8	31.1	32.7	33.4	34.0
木造アパート Wooden Apartment	金額	5,729	5,630	6,681	7,899	9,371	10,500
	戸数・Unit	674	670	724	772	858	960
	単価・Price per unit	8.5	8.4	9.2	10.2	10.9	10.9
その他請負 Other contracts	金額	3,983	8,028	3,558	585	340	3,000
戸建分譲住宅 ※2 Spec Homes	金額	3,253	7,851	9,567	9,862	11,376	11,800
	棟数・Unit	144	183	226	225	254	280
	単価・Price per unit	22.6	42.9	42.3	43.8	44.8	42.1
注文住宅用土地 Land for Custom-built Detached Houses	金額	-	6,002	5,784	4,987	5,505	6,900
不動産開発 ※2 Real estate Development	金額	-	1,986	9,704	7,306	9,610	12,200
その他 Others	金額	-	7,332	6,919	11,409	7,663	6,500
北米住宅事業 ※3 Housing Business in USA	棟数・Unit	23	58	58	83	218	250
豪州住宅事業 ※3 Housing Business in Australia	棟数・Unit	-	526	1,698	1,689	1,820	1,800

※1 2010/3期以降の金額は工事進行基準を適用しています。

Percentage-of-completion method adopted from Interim of fiscal year 2010.

※2 2010/3期以降は土地と建物の合計数値を記載しております。

Figures from Interim of fiscal year 2010 include buildings and lands.

※3 北米住宅事業および豪州住宅事業の販売棟数は、持分法適用会社の分を含んでおります。

Units of Housing Business in USA and in Australia include those of equity method affiliated companies.

豪州住宅事業については、2010/3期 第4四半期より、持分法適用会社の棟数を含んでおります。

Units of Housing Business in Australia from the fourth quarter of FY ending March 2010 include those of equity method affiliated companies.

参考データ

Reference Data

戸建注文住宅 1棟当たり平均データ

Average Data of Custom-built Detached House



(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
単価(百万円) Orders per Detached House (¥ Million)	30.9	30.9	31.9	32.9	34.5	34.8
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	40.9	40.1	39.6	39.6	39.8	—

(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
単価(百万円) Sales per Detached House (¥ Million)	31.7	30.8	31.1	32.7	33.4	34.0
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	42.4	41.4	40.8	40.6	40.6	—

※1 2010/3期より、工事進行基準の数値を記載しております。2009/3期以前は工事完成基準の数値を表示しております。

Percentage-of-completion method adopted from Interim of fiscal year 2010. Figures from 2008 to 2009 are completed-contract method.

※2 本体工事に加え、付帯工事、外構工事等の金額を含む単価を示しております。

Orders and Sales per Detached House include the amount of house construction, appurtenant work and exterior landscaping work.

戸建注文住宅 参考指標

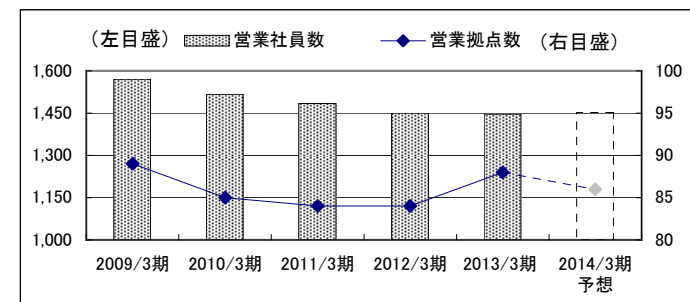
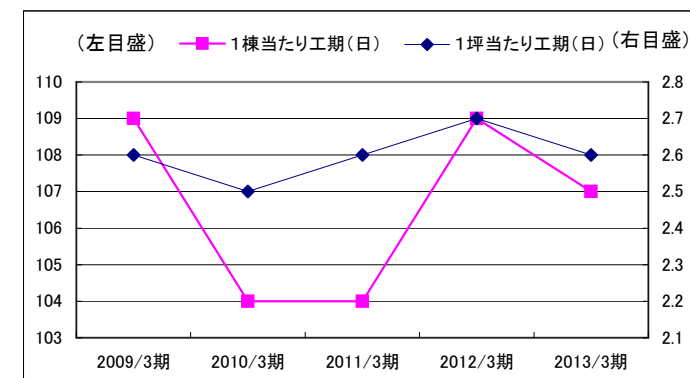
Reference Data of Custom-built Detached House



Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
新築比率 Percentage of New Building	65.6%	67.5%	65.8%	63.9%	62.9%	-
建替比率 Percentage of Rebuilding	34.4%	32.5%	34.2%	36.1%	37.1%	-

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
1棟当たり工期(日) Construction Period per House (Days)	109	104	104	109	107	-
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.6	2.5	2.6	2.7	2.6	-

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
営業社員数 Number of Sales Staff	1,570	1,517	1,484	1,450	1,447	1,452
営業拠点数 Number of Sales Offices	89	85	84	84	88	86
展示場数 Number of Housing Display Centers	321	304	287	287	282	281

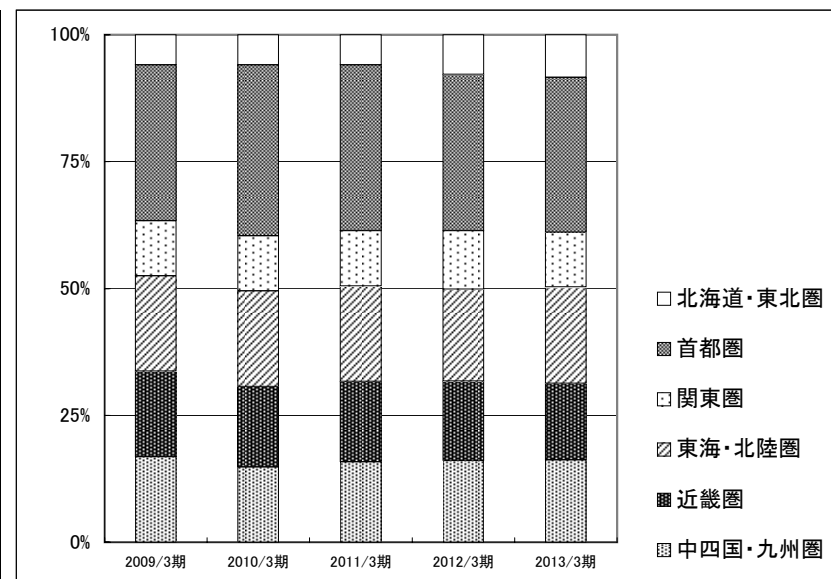


戸建注文住宅 地域別受注棟数構成

Custom-built Detached House Orders by Region



Fiscal Years Ended March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	8%	8%
首都圏 Tokyo Metropolitan Area	31%	34%	33%	31%	31%
関東圏 Kanto Area	11%	11%	11%	12%	11%
東海・北陸圏 Tokai and Hokuriku Areas	19%	19%	19%	18%	19%
近畿圏 Kinki Area	17%	16%	16%	16%	15%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	17%	15%	16%	16%	16%



戸建注文住宅 階層別棟数構成

Ratio by the number of stories for Custom-built Detached Houses



(受注ベース Contract Base)

※ Fiscal Years Ended March 31

階層別 the number of stories	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
平屋 House of one story	8%	8%	10%	12%	13%
2階建 Two-story house	88%	87%	85%	84%	83%
3階建以上 Three-story house	4%	5%	5%	4%	4%

(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

階層別 the number of stories	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
平屋 House of one story	9%	7%	9%	11%	12%
2階建 Two-story house	88%	88%	87%	84%	85%
3階建以上 Three-story house	4%	5%	4%	5%	3%

木材・建材 商品別売上高(単体)

Timber and Building Materials Sales by Product Category (Non-Consolidated)



(百万円・¥Million)

Fiscal Years Ended March 31				2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
木材 Timber	原木、チップ Logs and chips	国内 Logs-Domestic		4,243	3,847	3,817	4,325	4,318
		輸入 Logs-Imported		16,403	7,604	10,104	9,893	9,160
				20,646	11,451	13,920	14,218	13,478
	製材品 Lumber	国内 Lumber-Domestic		27,956	23,854	24,489	23,570	23,944
		輸入 Lumber-Imported		34,523	23,181	33,360	33,910	31,395
				62,479	47,035	57,849	57,480	55,339
	その他 Others			138	108	8	-	-
				83,263	58,593	71,777	71,698	68,817
建材 Building Materials	パネル Board	国内 Board-Domestic		23,378	18,190	20,999	20,598	20,278
		輸入 Board-Imported		39,407	27,957	35,827	43,581	39,645
				62,785	46,147	56,826	64,180	59,923
	一般建材 Building Materials	木質加工建材 Wood Processed Construction Materials		45,863	41,218	44,383	45,094	45,081
		窯業建材 Ceramic Construction Materials		56,269	51,767	59,909	60,944	62,944
		金属建材 Metal Construction Materials		26,863	23,979	25,350	25,511	23,657
		住宅機器 Housing Equipment		43,522	41,788	44,400	44,550	44,413
		その他 Others		4,035	3,837	4,114	3,907	3,962
				176,551	162,589	178,156	180,006	180,057
	イノス INOS Group			5,970	4,912	4,083	3,751	3,103
	その他 Others			22,579	19,221	22,063	22,930	23,941
				267,886	232,869	261,128	270,866	267,023
木材・建材計 Total - Timber and Building Materials				351,148	291,462	332,904	342,564	335,840

木材・建材 市況

Market Data of Timber and Building Materials



(出典)農林水産省「木材価格統計表」ほか

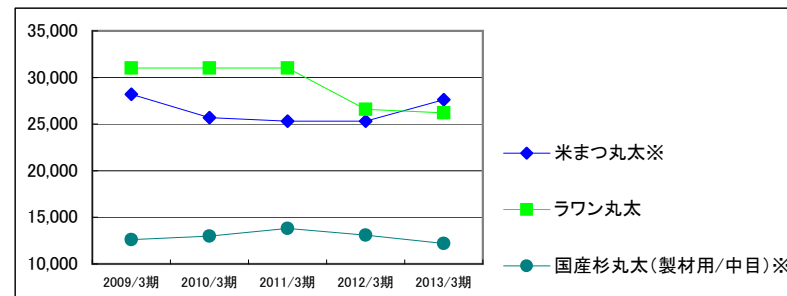
From "Wood products prices statistics" by

Ministry of Agriculture, Forestry and Fisheries, and others.

(原木市況 Logs)

(円/m³・¥/m³)

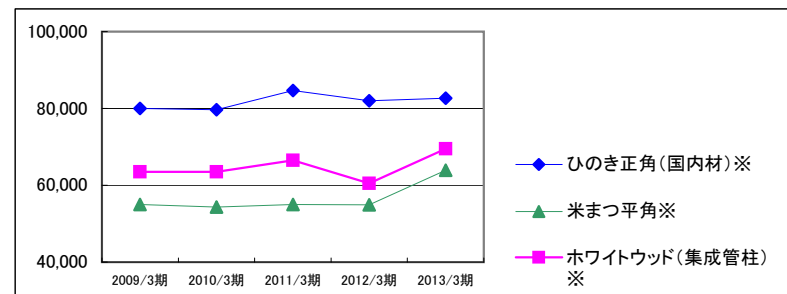
Fiscal Years Ended March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
米まつ丸太※ Douglas Fir	28,200	25,700	25,300	25,300	27,600
ラワン丸太 Lauan	31,000	31,000	31,000	26,600	26,200
国産杉丸太(製材用/中目)※ Japanese cedar	12,600	13,000	13,800	13,100	12,200



(製材品市況 Lumber)

(円/m³・¥/m³)

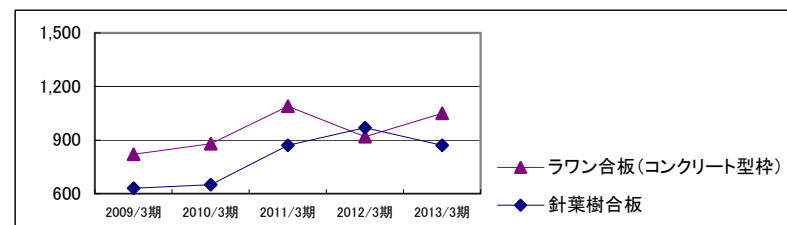
Fiscal Years Ended March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
ひのき正角(国内材)※ Japanese Cypress, squares (Domestic)	80,000	79,700	84,700	82,000	82,700
米まつ平角※ Douglas Fir, slabs	55,000	54,300	55,000	54,900	63,900
ホワイトウッド(集成管柱)※ White Wood	63,500	63,500	66,500	60,500	69,500



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
ラワン合板(コンクリート型枠) Hardwood	820	880	1,090	920	1,050
針葉樹合板 Softwood	630	650	870	970	870



※ 農林水産省による価格算出方法が変更されたのに伴い、2013/3期以降の数値の算出方法は異なります。

Since the fiscal year 2013, the calculation method of numerical value has been changed

due to the change of the price calculation method by the Ministry of Agriculture, Forestry, and Fisheries.

リフォーム事業と不動産流通事業の状況

Renovation business and Real Estate Brokerage

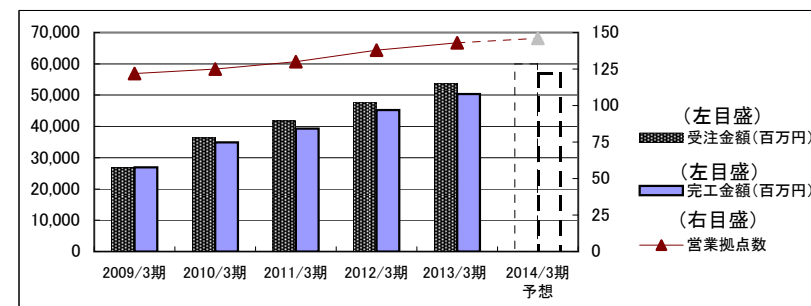
(住友林業ホームテック:リフォーム事業 Renovation business)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
受注金額(百万円) Price of Orders(¥Million)	26,839	36,330	41,754	47,792	53,818	60,000
完工金額(百万円) Price of Sales(¥Million)	26,900	34,875	39,325	45,278	50,312	57,000
受注残(百万円) Backlog of Orders Received at Term End (¥Million)	11,519	12,974	15,411	17,922	21,428	24,428
営業拠点数 Number of Sales Offices	122	125	130	138	143	146
住友林業OB比率* (受注金額ベース)	23%	42%	47%	46%	46%	44%

* Percentage of Orders received from Owners of Sumitomo Forestry's House.(Amount Base)

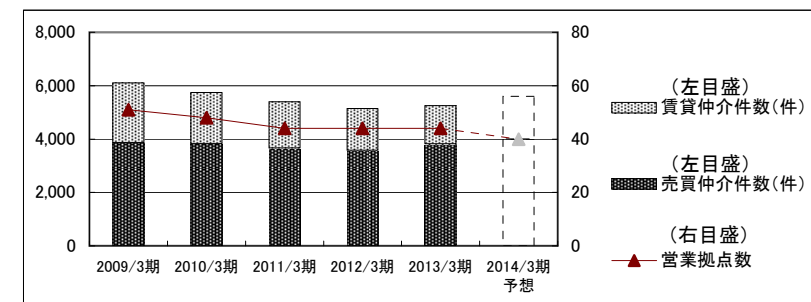
住友林業ホームテックの2009年3月期以降の営業拠点数は、2008年10月に合併したスミリンメンテナンスの数値を含んでおります。

Number of Sales Offices of Sumitomo Forestry Home Tech from 2009 to 2013 include the ones of Sumirin Maintainance which was merged in October 2008.



(住友林業ホームサービス:不動産仲介事業 Real Estate Brokerage)

Fiscal Years Ended/Ending March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期	2014/3期 予想 Forecast
売買仲介件数(件) Number of Brokerage (Sales)	3,864	3,829	3,663	3,579	3,818	4,000
賃貸仲介件数(件) Number of Brokerage (Rent)	2,239	1,917	1,732	1,565	1,440	1,600
営業拠点数 Number of Sales Offices	51	48	44	44	44	40



人員構成表

Number of Employees



<旧セグメント(2007年度～2010年度) Previous segment(FY Ending March31 2007～2010)>

Fiscal Years Ended March 31	2009/3期		2010/3期		2011/3期		2012/3期		2013/3期	
		構成比		構成比		構成比		構成比		構成比
木材・建材事業 Timber & Building Materials	4,766	37.7%	5,653	41.6%	-	-	-	-	-	-
住宅及び住宅関連事業 Housing & Housing-related Businesses	7,365	58.3%	7,455	54.8%	-	-	-	-	-	-
その他 Others	311	2.5%	324	2.4%	-	-	-	-	-	-
全社(共通) Corporate	187	1.5%	169	1.2%	-	-	-	-	-	-
合計 Total	12,629	100.0%	13,601	100.0%	-	-	-	-	-	-

<旧セグメント(2010年度～2012年度) Previous segment(FY Ending March31 2010～2012)>

Fiscal Years Ended March 31	2009/3期		2010/3期		2011/3期		2012/3期		2013/3期	
		構成比		構成比		構成比		構成比		構成比
木材建材事業 Timber & Building Materials Business	-	-	2,365	17.4%	2,062	15.0%	2,072	14.1%	-	-
海外事業 Overseas Business	-	-	3,429	25.2%	3,764	27.3%	4,540	30.8%	-	-
住宅事業 Housing Business	-	-	6,366	46.8%	6,519	47.3%	6,685	45.4%	-	-
不動産事業 Real Estate Business	-	-	873	6.4%	863	6.3%	854	5.8%	-	-
その他事業 Other Businesses	-	-	314	2.3%	310	2.2%	318	2.2%	-	-
調整(本社管理部門等) Adjustment (Administrative Division etc)	-	-	254	1.9%	260	1.9%	267	1.8%	-	-
合計 Total	12,629	100.0%	13,601	100.0%	13,778	100.0%	14,736	100.0%	-	-

<新セグメント New segments >

Fiscal Years Ended March 31	2009/3期		2010/3期		2011/3期		2012/3期		2013/3期	
		構成比		構成比		構成比		構成比		構成比
木材建材事業 Timber & Building Materials Business	-	-	-	-	-	-	2,114	14.3%	2,168	14.6%
住宅事業 Housing Business	-	-	-	-	-	-	7,372	50.0%	7,464	50.1%
海外事業 Overseas Business	-	-	-	-	-	-	4,498	30.5%	4,502	30.2%
その他事業 Other Businesses	-	-	-	-	-	-	495	3.4%	510	3.4%
調整(本社管理部門等) Adjustment (Administrative Division etc)	-	-	-	-	-	-	257	1.7%	246	1.7%
合計 Total	12,629	100.0%	13,601	100.0%	13,778	100.0%	14,736	100.0%	14,890	100.0%

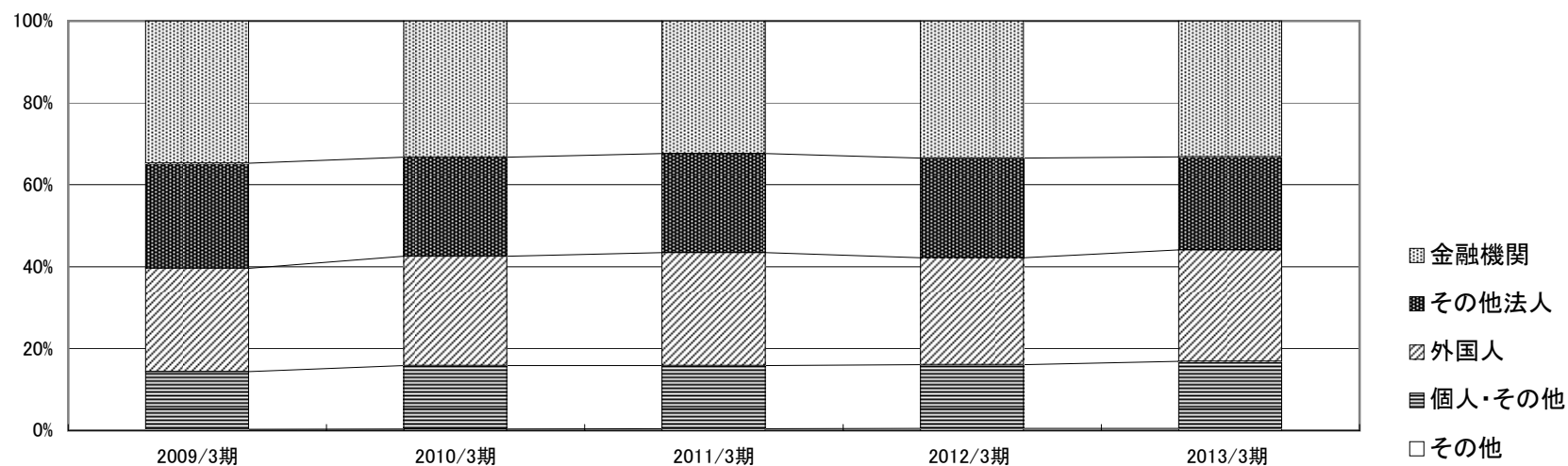
株式分布状況表

The State of Share Distribution



(千株・Thousand Shares)

Fiscal Years Ended March 31	2009/3期		2010/3期		2011/3期		2012/3期		2013/3期	
		構成比		構成比		構成比		構成比		構成比
金融機関 Financial Institutions	61,624	34.77%	58,993	33.28%	57,340	32.34%	59,359	33.48%	58,866	33.20%
その他法人 Other Companies	45,384	25.60%	42,817	24.16%	42,990	24.25%	43,098	24.31%	40,289	22.73%
外国人 Foreigners	44,701	25.22%	47,351	26.71%	48,839	27.55%	46,369	26.15%	48,141	27.15%
個人その他 Individuals and Others	25,068	14.14%	27,494	15.51%	27,354	15.43%	27,489	15.51%	29,063	16.39%
その他 Others	476	0.27%	602	0.34%	759	0.43%	969	0.55%	929	0.52%
合計 Total	177,254	100.00%	177,258	100.00%	177,283	100.00%	177,285	100.00%	177,288	100.00%



退職給付に係る数理差異の推移

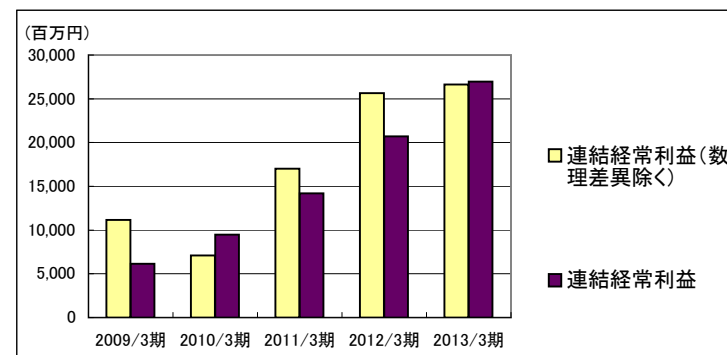
Actuarial Difference Regarding Employees' Retirement Benefit Obligation



(推移 Change)

(百万円・¥Million)

Fiscal Years Ended March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	△4,999	2,364	△2,792	△4,916	352
連結経常利益(数理差異除く) Consolidated Recurring Income (Excluding Actuarial Difference)	11,159	7,101	16,998	25,631	26,630
連結経常利益 Consolidated Recurring Income	6,160	9,465	14,206	20,714	26,981



(参考データ Reference Data)

Fiscal Years Ended March 31	2009/3期	2010/3期	2011/3期	2012/3期	2013/3期
日経平均株価(円) ※1 The Nikkei Stock Average (yen) *	8,110	11,090	9,755	10,084	12,398
20年国債 応募者利回り(%) ※2 Yield to Subscribers on Twenty-year JGB	1.92	2.16	2.13	1.80	1.62

※1 「日経平均株価」は3月最終営業日の日経平均株価。

*1 As of the last working day in March.

※2 「20年国債応募者利回り」は、各期3月度に発行された20年国債の応募者利回り。

*2 Twenty-year JGBs issued in every March.

(出典)財務省統計データほか

From Statistical data by Ministry of Finance Japan and others

