

First Quarter of the Fiscal Year Ending December 31, 2020

Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

Aug 12, 2020

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 are based on the present forecast. Therefore the actual results could differ from the estimates.

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連結損益計算書

Consolidated Statements of Income



(百万円・¥ Million)

Fiscal Years Ended March 31/Ending December 31				Year-on-year difference	Rate of change
		'20/03 1Q	'20/12 1Q	前年同期差	増減率
木材建材事業	Timber & Building Materials Business	57,475	46,698	△10,777	△18.8%
住宅・建築事業	Housing & Construction Business	98,269	95,981	△2,288	△2.3%
海外住宅・不動産事業	Overseas Housing & Real Estate Business	78,004	100,431	+22,427	+28.8%
資源環境事業	Environment & Resources Business	4,095	4,807	+712	+17.4%
その他事業	Other Bussinesses	5,370	5,521	+152	+2.8%
調整	Adjustment	△ 8,204	△ 7,855	+349	-
売上高	Net Sales	235,009	245,583	+10,574	+4.5%
売上総利益	Gross Profit	21.1% 49,542	21.6% 53,012	+3,470	+7.0%
販売費及び一般管理費	Selling, General and Administrative Expenses	45,030	43,737	△1,293	△2.9%
営業利益	Operating Income	1.9% 4,512	3.8% 9,275	+4,763	+105.6%
営業外収益	Other Income	1,566	2,099	+533	+34.0%
営業外費用	Other Expenses	1,098	1,045	△54	△4.9%
営業外損益	Other Income/Expenses	467	1,054	+587	+125.6%
木材建材事業	Timber & Building Materials Business	1.6% 926	1.7% 784	△142	△15.3%
住宅・建築事業	Housing & Construction Business	0.4% 430	△0.7% △ 648	△1,077	-
海外住宅・不動産事業	Overseas Housing & Real Estate Business	5.0% 3,921	10.9% 10,935	+7,014	+178.9%
資源環境事業	Environment & Resources Business	12.4% 507	14.8% 712	+205	+40.4%
その他事業	Other Bussinesses	1.1% 61	△9.1% △ 503	△564	-
調整	Adjustment	△ 865	△ 951	△86	-
経常利益	Recurring Income	2.1% 4,979	4.2% 10,329	+5,350	+107.4%
特別利益	Special Gains	18	-	△18	-
特別損失	Special Losses	1,671	-	△1,671	-
特別損益	Special Gains/Losses	△ 1,653	-	+1,653	-
親会社株主に帰属する当期純利益	Profit Attributable to Owners of Parent	0.2% 565	2.3% 5,725	+5,160	+912.4%

連結損益計算書

Consolidated Statements of Income



(百万円・¥ Million)

	Fiscal Years Ended March 31 '20/03	Fiscal Years Ending December 31 Forecast '20/12予想	Reference 参考値 '20/03 3Q	Year-on-year difference 前年同期差	Rate of change 増減率
木材建材事業 Timber & Building Materials Business	223,627	152,000	173,554	△21,554	△12.4%
住宅・建築事業 Housing & Construction Business	474,003	323,000	344,790	△21,790	△6.3%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	399,360	300,000	280,204	+19,796	+7.1%
資源環境事業 Environment & Resources Business	19,263	14,000	13,470	+530	+3.9%
その他事業 Other Businesses	23,425	19,000	17,300	+1,700	+9.8%
調整 Adjustment	△ 35,584	△ 31,000	△ 26,578	△4,422	-
売上高 Net Sales	1,104,094	777,000	802,741	△25,741	△3.2%
売上総利益 Gross Profit	22.0% 242,689	21.4% 166,500	21.9% 175,399	△8,899	△5.1%
販売費及び一般管理費 Selling, General and Administrative Expenses	191,312	144,000	137,136	+6,864	+5.0%
営業利益 Operating Income	4.7% 51,377	2.9% 22,500	4.8% 38,263	△15,763	△41.2%
営業外収益 Other Income	13,485	6,000	8,840	△2,840	△32.1%
営業外費用 Other Expenses	6,038	4,500	4,034	+466	+11.5%
営業外損益 Other Income/Expenses	7,447	1,500	4,806	△3,306	△68.8%
木材建材事業 Timber & Building Materials Business	2.7% 6,095	1.0% 1,500	3.0% 5,148	△3,648	△70.9%
住宅・建築事業 Housing & Construction Business	4.8% 22,570	1.5% 5,000	4.6% 15,740	△10,740	△68.2%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	8.6% 34,541	8.8% 26,500	8.2% 22,918	+3,582	+15.6%
資源環境事業 Environment & Resources Business	18.4% 3,551	10.7% 1,500	18.1% 2,440	△940	△38.5%
その他事業 Other Businesses	6.3% 1,484	△0.5% △ 100	4.1% 705	△805	-
調整 Adjustment	△ 9,419	△ 10,400	△ 3,881	△6,519	-
経常利益 Recurring Income	5.3% 58,824	3.1% 24,000	5.4% 43,070	△19,070	△44.3%
特別利益 Special Gains	105	-	45	△45	-
特別損失 Special Losses	3,811	-	1,968	△1,968	-
特別損益 Special Gains/Losses	△ 3,705	-	△1,923	+1,923	-
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	2.5% 27,853	1.4% 11,000	2.8% 22,614	△11,614	△51.4%
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	△2,572	-	-	-	-
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	61,396	-	-	-	-

※ 数理差異は販管費に含まれます。"Actuarial Difference" is included in Selling, General and Administrative Expenses.

※当社は、2020年度より決算期(事業年度の末日)を3月31日から12月31日に変更し、グループの決算期を12月31日に統一しています。

決算期変更の経過期間となる2020年12月期は2020年4月1日から2020年12月31日の9ヶ月間の変則的な決算となりますので、

上記、2020年12月期の連結業績予想には9ヶ月間の予想数値を記載しています。

We change its fiscal term end from March 31 to December 31 from the FY 12/20 and unify the fiscal year end of our group on December 31st.

FY 12/20, which will be the transition period, will be the nine months starting on April 1, 2020 and ending on December 31, 2020.

Therefore, the forecast of the consolidated financial results for the FY 12/20 above shows the forecast figures for 9 months.

リフォーム事業の状況

The State of Renovation Business



住友林業ホームテック:リフォーム事業 Sumitomo Forestry Home Tech: Renovation Business

(百万円・¥ Million)

	'17/03	'18/03	'19/03	'20/03	Forecast			Reference		
					'20/12 予想	'20/03 3Q	Year-on-year 前年同期比	Year-on-year		
								'20/03 1Q	'20/12 1Q	前年同期比
売上高 ※1 Net Sales	64,680	66,274	70,317	70,226	41,000	54,400	△24.6%	15,868	12,334	△22.3%
完工高 Amount of Construction Completed	61,245	62,700	66,720	66,982	39,000	51,990	△25.0%	15,098	11,704	△22.5%
その他 ※2 Others	3,435	3,574	3,598	3,244	2,000	2,410	△17.0%	770	630	△18.2%
経常利益 Recurring Income	2,240	2,913	3,229	2,297	△ 2,100	2,079	-	△ 183	△ 933	-

※1 : 20/3期以降の業績には収益認識に関する会計処理方針変更の影響を含んでいます。
The result since FY3/20 has been effected by accounting change about revenue recognition.

※2 : その他の売上は、インテリア商品の販売など。
Others include sales of interior products, etc.

(百万円・¥ Million)

受注金額 Amount of Orders	63,202	63,315	73,661	60,701	36,500	46,910	△22.2%	15,720	9,043	△42.5%
受注残 Backlog of Orders Received at Term End	26,164	26,779	33,721	24,780	22,280	28,641	△22.2%	34,333	22,110	△35.6%
住友林業OB比率 ※3 (受注金額ベース)	50%	52%	48%	51%	-	-	-			

※3 : Percentage of orders received from owners of Sumitomo Forestry's house. (Amount base)

海外住宅事業の状況

The State of Overseas Housing Business

販売の推移 Change in Sales volumes

(戸/Unit)

	'16/12	'17/12	'18/12	'19/12	Forecast			20/12 (9 months)	
					'20/1-12 予想	Result 19/4-12	Forecast '20/4-12 予想	Year-on-year 前期比	
米国計 Total USA	4,686	6,380	7,073	7,973	8,250	6,499	6,537	+0.6%	
豪州計 Total Australia	2,512	2,843	2,645	2,417	2,500	1,907	1,957	+2.6%	
合計 Total	7,198	9,223	9,718	10,390	10,750	8,406	8,494	+1.1%	

(戸/Unit)

	Result 6 months			Result 3 months		
	'19/1-6	'20/1-6	Year-on-year 前年同期比	(19/1-3) 19/12 1Q	(20/4-6) 20/12 1Q	Year-on-year 前年同期比
米国計 Total USA	3,506	3,801	+8.4%	1,474	2,088	+41.7%
豪州計 Total Australia	1,109	1,213	+9.4%	511	671	+31.4%
合計 Total	4,615	5,014	+8.6%	1,985	2,759	+39.0%

米国住宅会社 Housing Business in U.S.

(戸/Unit)

	'16/12	'17/12	'18/12	'19/12
Bloomfield Homes Group	1,029	1,260	1,346	1,457
Gehan Homes Group	1,634	1,753	1,979	2,420
MainVue Homes Group (Including SFCH and HenleyUSA)	398	306	301	267
DRB Group (Including Crescent Communities)	1,625	1,981	2,288	2,443
Edge Homes Group	-	1,080	1,159	1,386

豪州住宅会社 Housing Business in Australia

(戸/Unit)

	'16/12	'17/12	'18/12	'19/12
Henley Group	2,275	2,325	2,055	1,858
Wisdom Group	237	518	590	442
Scott Park Group	-	-	-	118

受注の状況(国内住宅事業): 単体

The State of Orders (domestic housing business) : Non-Consolidated



■受注の推移 Change in Orders

(棟・戸/Unit 百万円/¥ Million)

Fiscal Years Ended March 31/Ending December 31		'17/03	'18/03	'19/03	'20/03	Forecast 20/12予想	参考値 Reference		Year-on-year		
							'20/03 3Q	Year-on-year 前年同期比	'20/03 1Q	'20/12 1Q	前年同月比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	288,458	290,326	343,204	289,342	176,000	205,655	△14.4%	62,204	48,691	△21.7%
	棟数 Unit	7,427	7,608	8,513	7,726	4,600	5,507	△16.5%	1,733	1,252	△27.8%
	単価 Price per unit	34.2	33.6	35.3	34.6	34.4	34.6	-	33.7	34.5	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	38.4	37.8	37.8	36.9	-	-	-	-	-	-
賃貸住宅 Apartment	金額 Amount	22,540	17,195	20,872	18,294	9,000	11,798	△23.7%	2,267	2,260	△0.3%
	戸数 Unit	1,519	948	1,071	966	480	595	△19.3%	131	104	△20.6%
その他請負 Other Contracts	金額 Amount	2,826	1,715	5,234	1,634	1,700	1,109	+53.3%	512	18	△96.5%

※1: 戸建注文住宅の受注単価は、当期受注物件に係る請負契約締結時点の受注金額から算出しており、追加工事等の受注金額は除いております。
The unit price of custom-built detached houses is calculated from the orders received at the time contracts were signed for the units ordered this period, so the orders received for additional construction are not included.

■期末受注残の推移 Change in Backlog of Orders Received at Term End

(棟・戸/Unit 百万円/¥ Million)

Fiscal Years Ended March 31/Ending December 31		'17/03	'18/03	'19/03	'20/03	Forecast 20/12予想	参考値 Reference		Year-on-year		
							'20/03 3Q	Year-on-year 前年同期比	'20/03 1Q	'20/12 1Q	前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	252,375	254,119	305,402	261,158	221,158	257,733	△14.2%	275,445	243,186	△11.7%
賃貸住宅 ※1 Apartment	金額 Amount	28,566	25,647	28,699	27,942	23,942	27,502	△12.9%	26,757	27,037	+1.0%
その他請負 Other Contracts	金額 Amount	1,795	517	4,100	1,838	2,238	2,783	△19.6%	4,020	1,579	△60.7%

※1: 20/3期以降の業績には収益認識に関する会計処理方針変更の影響を含んでいます。
The result since FY3/20 has been effected by accounting change about revenue recognition.

販売の状況(国内住宅事業):単体

The State of Sales (domestic housing business) : Non-Consolidated



■販売の推移 Change in Sales

Fiscal Years Ended March 31/Ending December 31						(百万円/¥ Million)			(百万円/¥ Million)		
	'17/03	'18/03	'19/03	'20/03	Forecast 20/12計画	参考値 Reference		Year-on-year			
						'20/03 3Q	Year-on-year 前年同期比	'20/03 1Q	'20/12 1Q	前年同期比	
戸建注文住宅 ※1 Custom-built Detached Houses	306,307	288,582	291,921	310,999	216,000	228,277	△5.4%	65,763	66,663	+1.4%	
賃貸住宅 ※1 Apartment	22,125	20,114	17,821	17,957	13,000	11,805	+10.1%	2,916	3,165	+8.5%	
その他請負 Other Contracts	3,779	2,993	1,652	3,895	1,300	2,425	△46.4%	592	278	△53.1%	
戸建分譲住宅 Spec Homes	11,206	12,360	11,929	13,979	11,800	8,685	+35.9%	1,660	1,625	△2.1%	
注文住宅用土地 Land for Custom-built Detached Houses	5,731	6,689	6,277	7,904	5,500	4,669	+17.8%	842	1,548	+83.8%	
リノベーション事業 Existing Home Renovation	4,404	3,094	1,982	1,327	700	1,025	△31.7%	182	165	△9.3%	
その他 ※1 ※2 Others	8,541	7,630	8,341	5,860	3,700	4,379	△15.5%	1,369	1,091	△20.3%	
売上高合計 Total sales	362,093	341,462	339,923	361,921	252,000	261,266	△3.5%	73,323	74,534	+1.7%	
売上総利益 Gross profit	92,141	84,048	82,343	84,947	58,700	61,442	△4.5%	16,835	16,979	+0.9%	
利益率 Profit Ratio	25.4%	24.6%	24.2%	23.5%	23.3%	23.5%	-	23.0%	22.8%	-	

※1 :20/3期以降の業績には収益認識に関する会計処理方針変更の影響を含んでいます。

The result since FY3/20 has been effected by accounting change about revenue recognition.

※2 :その他の売上は、インテリア商品・保険代理店業に係る手数料収入など。

Others include sales of interior products, commission sales from insurance agency business, etc.

■販売数量の推移 Change in Sales volumes (Delivered basis)

Fiscal Years Ended March 31/Ending December 31						参考値 Reference			Year-on-year		
	'17/03	'18/03	'19/03	'20/03	Forecast 20/12計画	参考値 Reference		Year-on-year			
						'20/03 3Q	Year-on-year 前年同期比	'20/03 1Q	'20/12 1Q	前年同期比	
戸建注文住宅 ※1 Custom-built Detached Houses	棟数 Unit	8,098	7,556	7,628	7,427	5,200	5,089	+2.2%	867	1,354	+56.2%
	単価(百万円) ※2 Price per unit(¥ Million)	37.8	38.2	38.3	39.0	39.6	38.9	-	39.7	39.6	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.8	39.1	38.6	38.5	-	-	-	-	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	1,551	1,353	1,074	959	400	405	△1.2%	66	68	+3.0%
戸建分譲住宅 ※1 Spec Homes	棟数 Unit	292	308	272	311	240	186	+29.0%	37	38	+2.7%

※1 :戸建注文住宅及び賃貸住宅、並びに戸建分譲住宅の販売数量は引渡棟(戸)数を記載しています。

Sales volumes for custom-built detached houses, apartment and spec homes are delivered houses (number of houses is shown).

※2 :20/3期以降の単価は引き渡し物件ベースにて算出しています。

The unit prices since FY3/20 have been calculated by delivered basis.