

Third Quarter of the Fiscal Year Ending March 31, 2019

Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

January 31, 2019

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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(百万円・¥ Million)

Fiscal Years Ended/Ending March 31			Forecast		Year-on-year difference	Rate of change	Interim of Fiscal Year		Interim of Fiscal Year		Year-on-year	Rate of change
	'18/03		'19/03予想		前年同期差	増減率	'18/03 3Q		'19/03 3Q		前年同期差	増減率
木材建材事業(※1) Timber & Building Materials	465,240		485,500		+20,260	+4.4%	349,192		365,758		+16,566	+4.7%
住宅・建築事業(※1) Housing & Construction Business	449,201		460,000		+10,799	+2.4%	299,750		292,153		△7,597	△2.5%
海外住宅・不動産事業(※1) Overseas Housing & Real Estate	305,954		365,000		+59,046	+19.3%	207,243		246,650		+39,407	+19.0%
その他事業 Others	37,007		42,500		+5,493	+14.8%	26,533		29,566		+3,032	+11.4%
調整 Adjustment	△ 35,404		△ 43,000		△7,596	-	△ 26,192		△ 27,145		△953	-
売上高 Net Sales	1,221,998		1,310,000		+88,002	+7.2%	856,526		906,981		+50,455	+5.9%
売上総利益 Gross Profit	17.9%	219,315	17.6%	230,000	+10,685	+4.9%	17.2%	147,531	17.1%	155,174	+7,642	+5.2%
販売費及び一般管理費 Selling, General and Administrative Expenses	166,294		178,500		+12,206	+7.3%	123,966		131,044		+7,078	+5.7%
営業利益 Operating Income	4.3%	53,021	3.9%	51,500	△1,521	△2.9%	2.8%	23,565	2.7%	24,130	+565	+2.4%
営業外収益 Other Income	8,377		8,000		△377	△4.5%	6,388		5,005		△1,383	△21.6%
営業外費用 Other Expenses	3,532		4,500		+968	+27.4%	2,367		2,672		+305	+12.9%
営業外損益 Other Income/Expenses	4,844		3,500		△1,344	△27.8%	4,021		2,333		△1,688	△42.0%
木材建材事業(※1) Timber & Building Materials	1.8%	8,582	1.6%	8,000	△582	△6.8%	1.9%	6,617	1.7%	6,237	△381	△5.8%
住宅・建築事業(※1) Housing & Construction Business	5.6%	24,945	5.2%	24,000	△945	△3.8%	2.8%	8,433	1.2%	3,571	△4,862	△57.7%
海外住宅・不動産事業(※1) Overseas Housing & Real Estate	7.7%	23,486	6.3%	23,000	△486	△2.1%	6.4%	13,197	6.7%	16,564	+3,367	+25.5%
その他事業 Others	13.3%	4,934	12.9%	5,500	+566	+11.5%	11.1%	2,943	11.5%	3,402	+458	+15.6%
調整 Adjustment	△ 4,081		△ 5,500		△1,419	-	△ 3,605		△ 3,310		+294	-
経常利益 Recurring Income	4.7%	57,865	4.2%	55,000	△2,865	△5.0%	3.2%	27,586	2.9%	26,463	△1,123	△4.1%
特別利益 Special Gains	6,658		5,500		△1,158	△17.4%	6,622		5,016		△1,606	△24.3%
特別損失 Special Losses	5,985		500		△5,485	△91.6%	5,849		228		△5,621	△96.1%
特別損益 Special Gains/Losses	673		5,000		+4,327	+642.6%	773		4,788		+4,015	+519.4%
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	2.5%	30,135	2.3%	30,000	△135	△0.4%	1.6%	14,106	1.7%	15,576	+1,469	+10.4%
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	2,291				-	-					-	-
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	55,574				-	-					-	-

※1 2018年4月よりセグメント名称を住宅事業は住宅・建築事業に、海外事業は海外住宅・不動産事業に変更しています。また、海外事業のうち、海外製造事業は木材建材事業に区分変更しています。
Business segments were renamed in April 2018 as follows: (1) from "Housing" to "Housing and Construction" and (2) from "Overseas" to "Overseas Housing and Real Estate."
The Overseas Manufacturing Business (previously included in the Overseas Business) was also reclassified as part of the Timber and Building Materials Business.

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

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 Renovation Business

Fiscal Years Ended/Ending March 31	Forecast						Year-on-year		
	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03予想	'18/03 3Q	'19/03 3Q	前年同期比
受注金額(百万円) Amount of Orders(¥ Million)	61,004	55,887	63,604	63,202	63,315	71,000	47,579	53,739	+12.9%
完工金額(百万円) Amount of Sales(¥ Million)	59,336	56,656	61,724	61,245	62,700	66,000	46,556	47,418	+1.9%
受注残(百万円) Backlog of Orders Received at Term End (¥ Million)	23,096	22,327	24,207	26,164	26,779	31,779	27,187	33,100	+21.7%
営業拠点数 Number of Sales Offices	71	75	74	71	71	74			
住友林業OB比率* (受注金額ベース)	46%	48%	49%	50%	52%	52%			

* 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

(棟数・Unit)

Fiscal Years Ended/Ending December 31	Forecast						Year-on-year		
	'13/12	'14/12	'15/12	'16/12	'17/12	'18/12予想	'17/12 3Q	'18/12 3Q	前年同期比
米国計 Total USA	516	1,818	2,559	4,686	6,380	7,100	4,339	4,956	+14.2%
豪州計 Total Australia	1,754	1,990	2,151	2,512	2,843	2,750	2,074	1,960	△5.5%
合計 Total	2,270	3,808	4,710	7,198	9,223	9,850	6,413	6,916	+7.8%

■受注の推移 Change in Orders

(棟・戸/Unit 百万円/¥ Million)

Fiscal Years Ended/Ending March 31		'14/03	'15/03	'16/03	'17/03	'18/03	Forecast '19/03予想	Year-on-year 前期比	Interim of Fiscal Year		Year-on-year 前期比
									'18/03 3Q	'19/03 3Q	
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	339,909	290,203	297,490	288,458	290,326	323,850	+11.5%	211,395	237,390	+12.3%
	棟数 Unit	9,364	7,804	7,730	7,427	7,608	8,500	+11.7%	5,532	6,159	+11.3%
	単価 Price per unit	32.1	33.2	34.1	34.2	33.6	33.9	-	33.6	34.3	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.5	39.5	39.0	38.4	37.8	-	-	-	-	-
賃貸住宅 Apartment	金額 Amount	15,502	21,790	22,967	22,540	17,195	20,000	+16.3%	14,506	14,389	△0.8%
	戸数 Unit	1,140	1,486	1,523	1,519	948	1,100	+16.0%	814	717	△11.9%
その他請負 Other Contracts	金額 Amount	2,562	1,435	4,371	2,826	1,715	4,500	+162.4%	1,715	2,601	+51.7%

※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/Ending March 31		'14/03	'15/03	'16/03	'17/03	'18/03	Forecast '19/03予想	Year-on-year 前期比	Interim of Fiscal Year		Year-on-year 前期比
									'18/03 3Q	'19/03 3Q	
戸建注文住宅 Custom-built Detached Houses	金額 Amount	295,736	272,571	270,224	252,375	254,119	280,769	+10.5%	274,478	307,503	+12.0%
	棟数 Unit	8,581	7,642	7,410	6,739	6,791	7,591	+11.8%	7,434	8,268	+11.2%
	単価 Price per unit	34.5	35.7	36.5	37.4	37.4	37.0	-	36.9	37.2	-
賃貸住宅 Apartment	金額 Amount	17,477	25,698	28,151	28,566	25,647	27,347	+6.6%	32,224	30,262	△6.1%
	戸数 Unit	1,393	1,865	2,064	2,032	1,627	1,627	+0.0%	2,165	1,829	△15.5%
その他請負 Other Contracts	金額 Amount	1,824	468	2,748	1,795	517	3,117	+502.7%	1,301	2,114	+62.4%

販売の状況

The State of Sales



■販売の推移 Change in Sales

(棟・戸/Unit 百万円/¥ Million)

Fiscal Years Ended/Ending March 31		'14/03	'15/03	'16/03	'17/03	'18/03	'19/03予想 Forecast	Year-on-year 前期比	Interim of Fiscal Year		Year-on-year 前年同期比
									'18/03 3Q	'19/03 3Q	
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	320,260	313,396	299,837	306,307	288,582	297,200	+3.0%	189,292	184,006	△2.8%
	棟数 Unit	9,243	8,743	7,962	8,098	7,556	7,700	+1.9%	4,837	4,682	△3.2%
	単価 Price per unit	34.6	35.8	37.7	37.8	38.2	38.6	—	39.1	39.3	—
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	40.7	40.3	40.5	39.8	39.1	—	—	—	—	—
賃貸住宅 ※1 Apartment	金額 Amount	13,130	13,569	20,514	22,125	20,114	18,300	△9.0%	10,848	9,775	△9.9%
	戸数 Unit	1,124	1,014	1,324	1,551	1,353	1,100	△18.7%	681	515	△24.4%
その他請負 Other Contracts	金額 Amount	1,375	2,791	2,091	3,779	2,993	1,900	△36.5%	2,209	1,004	△54.5%
戸建分譲住宅 ※2 Spec Homes	金額 Amount	9,723	10,174	11,606	11,206	12,360	13,600	+10.0%	8,391	7,324	△12.7%
	棟数 Unit	242	272	303	292	308	300	△2.6%	210	171	△18.6%
	単価 Price per unit	40.2	37.4	38.3	38.4	40.1	45.3	—	40.0	42.8	—
注文住宅用土地 Land for Custom-built Detached Houses	金額 Amount	5,579	5,532	4,921	5,731	6,689	6,000	△10.3%	3,896	3,425	△12.1%
リノベーション事業 Existing Home Renovation	金額 Amount	8,999	5,685	4,756	4,404	3,094	2,300	△25.7%	2,044	1,156	△43.4%
その他 ※3 Others	金額 Amount	9,623	8,026	8,011	8,541	7,630	8,400	+10.1%	5,312	5,887	+10.8%
売上高合計 Total sales	金額 Amount	368,689	359,173	351,737	362,093	341,462	347,700	+1.8%	221,993	212,577	△4.2%
売上総利益 Gross profit	金額 Amount	91,203	88,341	89,860	92,141	84,048	84,300	+0.3%	54,636	50,908	△6.8%
	利益率 Profit Ratio	24.7%	24.6%	25.5%	25.4%	24.6%	24.2%	—	24.6%	23.9%	—

※1: 戸建注文住宅及び賃貸住宅の売上数量は引渡棟(戸)数を記載。

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

※2: 戸建分譲住宅の売上は土地、建物の合計値。

Spec Homes figures are for the total of land and building.

※3: 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.