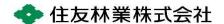
First Quarter of the Fiscal Year Ending March 31, 2019

# **Financial Factbook**

SUMITOMO FORESTRY CO.,LTD.



July 31, 2018

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								(百万円	·¥Million)
Fiscal Years Ended/Ending March 31				Year-on-year	Rate of			Year-on-year	Rate of
ļ			orecast	difference	change			difference	change
	'18/03	'19/	03予想	前年同期差	増減率	'18/03 1Q	'19/03 1Q	前年同期差	増減率
木材建材事業(※1) Timber & Building Materials	465,24	D	485,500	+20,260	+4.4%	111,77	116,908	+5,137	+4.6%
住宅·建築事業(※2) Housing & Construction Business	449,20	1	471,000	+21,799	+4.9%	63,40	63,145	∆260	△0.4%
海外住宅·不動産事業(※1)(※2) Overseas Housing & Real Estate	305,95	4	348,500	+42,546	+13.9%	53,18	68,220	+15,032	+28.3%
その他事業 Others	37,00	7	42,500	+5,493	+14.8%	8,13	9,307	+1,174	+14.49
調整 Adjustment	△ 35,40	4	△ 37,500	Δ2,096	-	Δ 7,83	∆ 8,306	△471	
売上高 Net Sales	1,221,99	3	1,310,000	+88,002	+7.2%	228,66	249,274	+20,612	+9.0%
売上総利益 Gross Profit	17.9% 219,31	5 17.7%	231,500	+12,185	+5.6%	15.2% 34,772	2 15.4% 38,331	+3,559	+10.29
販売費及び一般管理費 Selling, General and Administrative Expenses	166,29	4	177,000	+10,706	+6.4%	40,58	42,201	+1,615	+4.0%
営業利益 Operating Income	4.3% 53,02	1 4.2%	54,500	+1,479	+2.8%	Δ2.5% Δ 5,81	5 △1.6% △ 3,871	+1,944	
営業外収益 Other Income	8,37	7	6,000	Δ2,377	∆28.4%	2,40	1,917	∆487	∆20.3%
営業外費用 Other Expenses	3,53	2	3,000	Δ532	∆15.1%	90	7 754	Δ153	∆16.9%
営業外損益	4,84	4	3,000	∆1,844	∆38.1%	1,49	1,163	∆334	△22.3%
Other Income/Expenses	,-		,				,		
木材建材事業(※1) Timber & Building Materials	1.8% 8,58	2 1.9%	9,000	+418	+4.9%	1.4% 1,57	2 1.5% 1,808	+235	+15.09
住宅·建築事業(※2) Housing & Construction Business	5.6% 24,94	5.3%	25,000	+55	+0.2%	Δ12.6% Δ 8,010	) △13.9% △ 8,798	△788	
海外住宅·不動産事業(※1)(※2) Overseas Housing & Real Estate	7.7% 23,48	6.9%	24,000	+514	+2.2%	4.8% 2,57	7.2% 4,938	+2,361	+91.6%
その他事業 Others	13.3% 4,93	12.9%	5,500	+566	+11.5%	7.7% 62	4.0% 369	∆258	∆41.19
調整 Adjustment	△ 4,08	1	Δ 6,000	∆1,919	-	△ 1,08	△ 1,025	+59	
経常利益	4.7% 57,86	5 4.4%	57,500	∆365	∆0.6%	△1.9% △ <b>4,31</b>	3 △1.1% △ 2,708	+1,610	
Recurring Income	21,00		,,230						
特別利益 Special Gains	6,65	3	50	∆6,608	Δ99.2%	6,56	3 23	∆6,545	∆99.6%
特別損失 Special Losses	5,98	5	50	∆5,935	Δ99.2%	4:	2 21	∆21	∆49.6%
特別損益 Special Gains/Losses	67	3	-	△673	-	6,52	3 2	Δ6,524	△100.0%
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	2.5% 30,13	5 2.4%	31,500	+1,365	+4.5%	1.0% 2,35	od 1.4% ∆ 3,518	∆5,874	

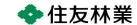
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	2,291	-
経常利益(数理差異除く)		
Recurring Income(Excluding Actuarial	55,574	57,500
Difference)		

<sup>※1</sup> 海外製造事業は19/3期より木材建材事業本部に移管しています。 Overseas Manufacturing Business has been transferred to Timber and Building Materials Division from the beginning of '19/03.

<sup>※2 19/3</sup>期よりセグメント名称を住宅・建築事業セグメントならびに海外住宅・不動産事業セグメントへ変更しています。

<sup>\*\*</sup>Housing Business\* segment has been changed into "Housing & Construction Business" segment and "Overseas Business" segment has been changed into "Overseas Housing & Real Estate" segment from the beginning of '19/03.

<sup>※3</sup> 数理差異は販管費に含まれます。 "Actuarial Difference" is included in Selling, General and Administrative Expenses.



■住友林業ホームテック: リフォーム事業 Sumitomo Forestry Home Tech: 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 1Q 19/03 1Q 前年同期比 受注金額(百万円) 61,004 55,887 63,604 63,202 63,315 74,500 15,622 16,416 +5.1% Amount of Orders(¥ Million) 完工金額(百万円) 59,336 56,656 61,724 61,245 62,700 67,500 11,649 11,461 △1.6% Amount of Sales(¥ Million) 受注残(百万円) 23,096 22,327 24,207 26,164 26,779 33,779 30,138 31,735 +5.3% Backlog of Orders Received at Term End (¥Million) 営業拠点数 71 71 74 75 74 71 Number of Sales Offices 住友林業OB比率\* 48% 46% 49% 50% 52% 52% (受注金額ベース)

## 海外住宅事業の状況

The State of Overseas Housing Business

■販売の推移 Change in Sales			(戸数・Unit)						
Fiscal Years Ended/Ending December 31	'13/12	'14/12	'15/12	'16/12	'17/12	Forecast '18/12 予想	17/12 1Q	18/12 1Q	Year-on-year 前年同期比
米国計 Total USA	516	1,818	2,559	4,686	6,380	7,000	1,191	1,465	+23.0%
豪州計 Total Australia	1,754	1,990	2,151	2,512	2,843	2,850	632	559	∆11.6%
合計 Total	2,270	3,808	4,710	7,198	9,223	9,850	1,823	2,024	+11.0%

<sup>\*</sup> Percentage of orders received from owners of Sumitomo Forestry's house.( Amount of Orders base)



#### ■受注の推移 Change in Orders

(棟・戸/Unit 百万円/¥Million)

Z/IV/jE19 Change in Cracic									(1)	отт пул	J/ + WIIIIO11/
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	18/03 1Q	19/03 1Q	Year-on-year 前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	339,909	290,203	297,490	288,458	290,326	299,000	+3.0%	70,856	73,681	+4.0%
	棟数 Unit	9,364	7,804	7,730	7,427	7,608	7,900	+3.8%	1,818	1,894	+4.2%
	単価 Price per unit	32.1	33.2	34.1	34.2	33.6	33.7	-	33.8	33.9	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.5	39.5	39.0	38.4	37.8	-	-	-	-	-
賃貸住宅 ※1 Apartments	金額 Amount	15,502	21,790	22,967	22,540	17,195	23,600	+37.2%	4,501	4,279	Δ4.9%
	戸数 Unit	1,140	1,486	1,523	1,519	948	1,320	+39.2%	282	264	△6.4%
その他請負 Other Contracts	金額 Amount	2,562	1,435	4,371	2,826	1,715	8,000	+366.6%	1,030	654	∆36.5%

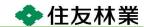
<sup>※1:</sup>戸建注文住宅の受注単価は、当期受注物件に係る請負契約締結時点の受注金額から算出しており、追加工事等の受注金額は除いております。

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)

TANK TEND ON THE STATE OF THE S										(1x ) / (1111 H ) / (11111 H ) / (11111 H )		
Fiscal Years Ended/Ending Marc	ch 31	'14/03	'15/03	'16/03	'17/03	'18/03	Forecast '19/03予想	Year-on-year 前期比	18/03 1Q	19/03 1Q	Year-on-year 前年同期比	
戸建注文住宅 Custom-built Detached Houses	金額 Amount	295,736	272,571	270,224	252,375	254,119	253,119	∆0.4%	288,980	291,947	+1.0%	
	棟数 Unit	8,581	7,642	7,410	6,739	6,791	6,991	+2.9%	7,741	7,820	+1.0%	
	単価 Price per unit	34.5	35.7	36.5	37.4	37.4	36.2	-	37.3	37.3	-	
賃貸住宅 Apartments	金額 Amount	17,477	25,698	28,151	28,566	25,647	27,747	+8.2%	31,129	28,375	∆8.8%	
	戸数 Unit	1,393	1,865	2,064	2,032	1,627	1,707	+4.9%	2,227	1,823	∆18.1%	
その他請負 Other Contracts	金額 Amount	1,824	468	2,748	1,795	517	4,717	+812.1%	2,417	1,019	△57.8%	



#### ■販売の推移 Change in Sales

(棟・戸/Unit 百万円/¥Million)

MX 76 07 TE 19 Change in Sales									(14 ) /	Ollic Hyyl	]/ = WIIIIOI1/
Fiscal Years Ended/Ending Marc	h 31	'14/03	'15/03	'16/03	'17/03	'18/03	Forecast '19/03予想	Year-on-year 前期比	18/03 1Q	19/03 1Q	Year-on-year 前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	320,260	313,396	299,837	306,307	288,582	300,000	+4.0%	34,251	35,852	+4.7%
	棟数 Unit	9,243	8,743	7,962	8,098	7,556	7,700	+1.9%	816	865	+6.0%
	単価 Price per unit	34.6	35.8	37.7	37.8	38.2	38.9	-	42.0	41.4	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	40.7	40.3	40.5	39.8	39.1	-	_	-	-	-
賃貸住宅 ※1 Apartments	金額 Amount	13,130	13,569	20,514	22,125	20,114	21,500	+6.9%	1,938	1,552	∆19.9%
	戸数 Unit	1,124	1,014	1,324	1,551	1,353	1,240	∆8.4%	87	68	∆21.8%
その他請負 Other Contracts	金額 Amount	1,375	2,791	2,091	3,779	2,993	3,800	+27.0%	407	152	△62.6%
戸建分譲住宅 ※2 Spec Homes	金額 Amount	9,723	10,174	11,606	11,206	12,360	14,000	+13.3%	2,021	1,491	△26.2%
	棟数 Unit	242	272	303	292	308	300	∆2.6%	51	33	∆35.3%
	単価 Price per unit	40.2	37.4	38.3	38.4	40.1	46.7	-	39.6	45.2	-
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	7,100	+6.2%	794	624	△21.5%
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	2,000	∆35.4%	709	293	∆58.6%
その他 ※3 Others	金額 Amount	9,623	8,026	8,011	8,541	7,630	7,600	Δ0.4%	1,441	1,369	△5.0%
売上高合計 Total sales	金額 Amount	368,689	359,173	351,737	362,093	341,462	356,000	+4.3%	41,562	41,333	Δ0.6%
売上総利益 Gross profit	金額 Amount	91,203	88,341	89,860	92,141	84,048	86,000	+2.3%	9,480	9,373	Δ1.1%
	利益率 Profit Ratio	24.7%	24.6%	25.5%	25.4%	24.6%	24.2%	-	22.8%	22.7%	-

<sup>※1:</sup> 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。

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

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

<sup>※2:</sup>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.

<sup>※3:</sup>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。