

Third Quarter of the Fiscal Year Ending March 31, 2020

Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

January 31, 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 in 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/Ending March 31	'19/03 3Q		'20/03 3Q(※1)		Year-on-year 前年同期差	Rate of change 増減率
木材建材事業(※2) Timber & Building Materials		365,758		173,554	△192,204	△52.5%
住宅・建築事業(※3) Housing & Construction Business		292,153		344,790	+52,636	+18.0%
海外住宅・不動産事業 Overseas Housing & Real Estate		246,650		280,204	+33,555	+13.6%
資源環境事業(※4) Environment & Resources		14,113		13,470	△643	△4.6%
その他事業(※4) Others		16,407		17,300	+893	+5.4%
調整 Adjustment		△ 28,100		△ 26,578	+1,522	-
売上高 Net Sales		906,981		802,741	△104,240	△11.5%
売上総利益 Gross Profit	17.1%	155,280	21.9%	175,399	+20,119	+13.0%
販売費及び一般管理費 Selling, General and Administrative Expenses		130,629		137,136	+6,507	+5.0%
営業利益 Operating Income	2.7%	24,651	4.8%	38,263	+13,612	+55.2%
営業外収益 Other Income		5,005		8,840	+3,835	+76.6%
営業外費用 Other Expenses		2,672		4,034	+1,362	+51.0%
営業外損益 Other Income/Expenses		2,333		4,806	+2,473	+106.0%
木材建材事業 Timber & Building Materials	1.7%	6,237	3.0%	5,148	△1,089	△17.5%
住宅・建築事業(※3) Housing & Construction Business	1.2%	3,571	4.6%	15,740	+12,169	+340.8%
海外住宅・不動産事業 Overseas Housing & Real Estate	6.9%	17,085	8.2%	22,918	+5,833	+34.1%
資源環境事業(※4) Environment & Resources	19.2%	2,712	18.1%	2,440	△273	△10.1%
その他事業(※4) Others	△1.1%	△ 181	4.1%	705	+886	-
調整 Adjustment		△ 2,440		△ 3,881	△1,441	-
経常利益 Recurring Income	3.0%	26,984	5.4%	43,070	+16,086	+59.6%
特別利益 Special Gains		5,016		45	△4,970	△99.1%
特別損失 Special Losses		228		1,968	+1,741	-
特別損益 Special Gains/Losses		4,788		△ 1,923	△6,711	-
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	1.8%	16,097	2.8%	22,614	+6,517	+40.5%

※1 20/3期より「収益認識に関する会計基準」(企業会計基準第29号)を適用しています。

Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since the beginning of '20/03.

※2 20/3期3Qは売上高純額表示の影響を約▲1,894億円含んでいます。

The result of 3Q FY3/20 includes approximately ¥-189.4 billion in sales amount as the impact of presentation in net revenue amount for agency transactions.

※3 20/3期3Qは工事に係る収益認識変更の影響を売上高約367億円、経常利益約94億円含んでいます。

The result of 3Q FY3/20 includes approximately ¥36.7 billion in sales amount and approximately ¥9.4 billion in recurring income as the impact of accounting change about revenue recognition with construction progress.

※4 20/3期より資源環境事業をその他事業から移管しています。

Environment & Resources Business has been separated from Others since the beginning of '20/03.

連結損益計算書

Consolidated Statements of Income



(百万円・¥ Million)

Fiscal Years Ended/Ending March 31			forecast	Year-on-year difference	Rate of change
	'19/03		'20/03 予想(※1)	前年同期差	増減率
木材建材事業 Timber & Building Materials	487,091		239,500	△247,591	△50.8%
住宅・建築事業 Housing & Construction Business	452,839		479,500	+26,661	+5.9%
海外住宅・不動産事業 Overseas Housing & Real Estate	364,878		396,000	+31,122	+8.5%
資源環境事業(※2) Environment & Resources	19,526		19,000	△526	△2.7%
その他事業(※2) Others	22,272		24,500	+2,228	+10.0%
調整 Adjustment	△ 37,712		△ 41,500	△3,788	-
売上高 Net Sales	1,308,893		1,117,000	△191,893	△14.7%
売上総利益 Gross Profit	17.7% 232,146		21.6% 241,000	+8,854	+3.8%
販売費及び一般管理費 Selling, General and Administrative Expenses	182,899		188,000	+5,101	+2.8%
営業利益 Operating Income	3.8% 49,247		4.7% 53,000	+3,753	+7.6%
営業外収益 Other Income	6,573		14,000	+7,427	+113.0%
営業外費用 Other Expenses	4,384		6,000	+1,616	+36.9%
営業外損益 Other Income/Expenses	2,189		8,000	+5,811	+265.5%
木材建材事業 Timber & Building Materials	1.6% 7,980		2.5% 6,000	△1,980	△24.8%
住宅・建築事業 Housing & Construction Business	4.8% 21,598		5.1% 24,500	+2,902	+13.4%
海外住宅・不動産事業 Overseas Housing & Real Estate	7.1% 25,812		8.3% 33,000	+7,188	+27.8%
資源環境事業(※2) Environment & Resources	20.5% 4,012		15.8% 3,000	△1,012	△25.2%
その他事業 Others	0.4% 85		4.1% 1,000	+915	-
調整 Adjustment	△ 8,052		△ 6,500	+1,552	-
経常利益 Recurring Income	3.9% 51,436		5.5% 61,000	+9,564	+18.6%
特別利益 Special Gains	5,471		200	△5,271	△96.3%
特別損失 Special Losses	289		2200	+1,911	+662.0%
特別損益 Special Gains/Losses	5,182		△ 2,000	△7,182	-
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	2.2% 29,160		2.8% 31,000	+1,840	+6.3%
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	△3,410		-	-	-
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	54,846		-	-	-

※1 20/3期より「収益認識に関する会計基準」(企業会計基準第29号)を適用しています。
Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied at the beginning of '20/03.

※2 20/3期より資源環境事業をその他事業から移管しています。
Environment & Resources Business has been transferred from Others at the beginning of '20/03.

※ 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 Sumitomo Forestry Home Tech: Renovation Business

(百万円・¥ Million)

Fiscal Years Ended/Ending March 31

	'15/03	'16/03	'17/03	'18/03	'19/03	forecast '20/03予想	'19/03 3Q	'20/03 3Q	Year-on-year 前年同期比
売上高 Net Sales	59,646	64,854	64,680	66,274	70,317	71,410	50,051	54,400	+8.7%
完工高 Amount of Construction Completed	56,656	61,724	61,245	62,700	66,720	68,000	47,418	51,990	+9.6%
その他 ※1 Others	2,990	3,130	3,435	3,574	3,598	3,410	2,633	2,410	△8.5%
経常利益 Recurring Income	2,651	2,673	2,240	2,913	3,229	3,000	1,707	2,079	+21.8%

※1: 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	55,887	63,604	63,202	63,315	73,661	64,500	53,739	46,910	△12.7%
受注残 Backlog of Orders Received at Term End	22,327	24,207	26,164	26,779	33,721	29,804	33,100	28,641	△13.5%
住友林業OB比率 ※2 (受注金額ベース)	48%	49%	50%	52%	48%	52%			

※2: 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

(戸/Unit)

Fiscal Years Ended/Ending December 31

	'14/12	'15/12	'16/12	'17/12	'18/12	forecast '19/12	18/12 3Q	19/12 3Q	Year-on-year 前年同期比
米国計 Total USA	1,818	2,559	4,686	6,380	7,073	7,920	4,956	5,584	+12.7%
豪州計 Total Australia	1,990	2,151	2,512	2,843	2,645	2,400	1,960	1,716	△12.4%
合計 Total	3,808	4,710	7,198	9,223	9,718	10,320	6,916	7,300	+5.6%

米国住宅会社 Housing Business in U.S.

(戸/Unit)

	'14/12	'15/12	'16/12	'17/12	'18/12
Bloomfield Homes Group	651	791	1,029	1,260	1,346
Gehan Homes Group	891	1,499	1,634	1,753	1,979
MainVue Homes Group (Including SFCH and HenleyUSA)	276	269	398	306	301
DRB Group (Including Crescent Communities)	-	-	1,625	1,981	2,288
Edge Homes Group	-	-	-	1,080	1,159

豪州住宅会社 Housing Business in Australia

(戸/Unit)

	'14/12	'15/12	'16/12	'17/12	'18/12
Henley Group	1,990	2,151	2,275	2,325	2,055
Wisdom Group	-	-	237	518	590

受注の状況(国内)

The State of Orders (domestic)



■受注の推移 Change in Orders

(棟・戸/Unit 百万円/¥ Million)

Fiscal Years Ended/Ending March 31		'15/03	'16/03	'17/03	'18/03	'19/03	forecast '20/03予想	Year-on-year 前期比	'19/03 3Q	'20/03 3Q	Year-on-year 前期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	290,203	297,490	288,458	290,326	343,204	298,000	△13.2%	237,390	205,655	△13.4%
	棟数 Unit	7,804	7,730	7,427	7,608	8,513	7,700	△9.6%	6,159	5,507	△10.6%
	単価 Price per unit	33.2	34.1	34.2	33.6	35.3	34.0	-	34.3	34.6	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.5	39.0	38.4	37.8	37.8	-	-	-	-	-
賃貸住宅 Apartment	金額 Amount	21,790	22,967	22,540	17,195	20,872	16,600	△20.5%	14,389	11,798	△18.0%
	戸数 Unit	1,486	1,523	1,519	948	1,071	900	△16.0%	717	595	△17.0%
その他請負 Other Contracts	金額 Amount	1,435	4,371	2,826	1,715	5,234	2,500	△52.2%	2,601	1,109	△57.4%

※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

(百万円/¥ Million)

Fiscal Years Ended/Ending March 31		'15/03	'16/03	'17/03	'18/03	'19/03	forecast '20/03予想	Year-on-year 前期比	'19/03 3Q	'20/03 3Q	Year-on-year 前期比
戸建注文住宅 Custom-built Detached Houses		272,571	270,224	252,375	254,119	305,402	265,855	△12.9%	307,503	257,733	△16.2%
賃貸住宅 Apartment		25,698	28,151	28,566	25,647	28,699	26,109	△9.0%	30,262	27,502	△9.1%
その他請負 Other Contracts		468	2,748	1,795	517	4,100	2,600	△36.6%	2,114	2,783	+31.6%

※1: 20/3期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 of FY3/20 has been effected by accounting change about revenue recognition.

販売の状況（国内）

The State of Sales (domestic)



■販売の推移 Change in Sales

(百万円/¥ Million)

Fiscal Years Ended/Ending March 31	'15/03	'16/03	'17/03	'18/03	'19/03	forecast		Year-on-year		
						'20/03予想	前期比	'19/03 3Q	'20/03 3Q	前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	313,396	299,837	306,307	288,582	291,921	312,500	+7.0%	184,006	228,277	+24.1%
賃貸住宅 ※1 Apartment	13,569	20,514	22,125	20,114	17,821	18,000	+1.0%	9,775	11,805	+20.8%
その他請負 Other Contracts	2,791	2,091	3,779	2,993	1,652	4,000	+142.2%	1,004	2,425	+141.5%
戸建分譲住宅 Spec Homes	10,174	11,606	11,206	12,360	11,929	15,500	+29.9%	7,324	8,685	+18.6%
注文住宅用土地 Land for Custom-built Detached Houses	5,532	4,921	5,731	6,689	6,277	6,100	△2.8%	3,425	4,669	+36.3%
リノベーション事業 Existing Home Renovation	5,685	4,756	4,404	3,094	1,982	1,200	△39.5%	1,156	1,025	△11.3%
その他 ※2 Others	8,026	8,011	8,541	7,630	8,341	5,800	△30.5%	5,887	4,379	△25.6%
売上高合計 Total sales	359,173	351,737	362,093	341,462	339,923	363,100	+6.8%	212,577	261,266	+22.9%
売上総利益 Gross profit	88,341	89,860	92,141	84,048	82,343	85,600	+4.0%	50,908	61,442	+20.7%
利益率 Profit Ratio	24.6%	25.5%	25.4%	24.6%	24.2%	23.6%	-	23.9%	23.5%	-

※1：20/3期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 of 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

Fiscal Years Ended/Ending March 31		'15/03	'16/03	'17/03	'18/03	'19/03	forecast		Year-on-year		
							'20/03予想	前期比	'19/03 3Q	'20/03 3Q	前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	棟数 Unit	8,743	7,962	8,098	7,556	7,628	7,400	△3.0%	4,682	5,089	+8.7%
	単価(百万円)※2 Price per unit(¥ Million)	35.8	37.7	37.8	38.2	38.3	39.1	-	39.3	38.9	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	40.3	40.5	39.8	39.1	38.6	-	-	-	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	1,014	1,324	1,551	1,353	1,074	950	△11.5%	515	405	△21.4%
戸建分譲住宅 ※1 Spec Homes	棟数 Unit	272	303	292	308	272	360	+32.4%	171	186	+8.8%

※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3Q及び通期予想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 on 3Q and full-year forecast FY3/20 have been calculated by delivered basis.