

Fiscal Year Ended December 31, 2020

Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

February 15, 2021

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.

	Page
<ul style="list-style-type: none"> ▪ 新設住宅着工戸数の推移 Numbers of New Housing Starts in Japan 	2
連結 Consolidated	
<ul style="list-style-type: none"> ▪ 業績の推移 Business Results 	3
<ul style="list-style-type: none"> ▪ 連結損益計算書 Consolidated Statements of Income 	4
<ul style="list-style-type: none"> ▪ 財務指標 Financial Indices 	7
<ul style="list-style-type: none"> ▪ 連結貸借対照表 Consolidated Balance Sheets 	8
<ul style="list-style-type: none"> ▪ 連結キャッシュ・フロー計算書 Consolidated Statements of Cash Flows 	10
<ul style="list-style-type: none"> ▪ 設備投資 Capital Expenditures 	11
<ul style="list-style-type: none"> ▪ 主要関係会社の状況 The State of Main Subsidiaries 	12
<ul style="list-style-type: none"> ▪ 海外住宅事業の状況 The State of Overseas Housing Business 	13
<ul style="list-style-type: none"> ▪ 不動産の状況 The State of Real Estate 	14
<ul style="list-style-type: none"> ▪ スtock住宅事業の状況 The State of Housing Stock Business 	15
<ul style="list-style-type: none"> ▪ 再生可能エネルギー事業の状況 The State of renewable energy business 	15
単体 Non-Consolidated	
<ul style="list-style-type: none"> ▪ 受注の状況(国内住宅事業) The State of Orders (domestic housing business) 	16
<ul style="list-style-type: none"> ▪ 販売の状況(国内住宅事業) The State of Sales (domestic housing business) 	17
<ul style="list-style-type: none"> ▪ 戸建注文住宅 参考指標 Reference Data of Custom-built Detached House 	18
<ul style="list-style-type: none"> ▪ 木材・建材 商品別取扱金額 Timber and Building Materials Billings by Product Category 	20
参考データ Reference Data	
<ul style="list-style-type: none"> ▪ 連結人員構成表 Number of Employees (Consolidated) 	21
<ul style="list-style-type: none"> ▪ 株式分布状況表 The State of Share Distribution 	22

新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan



■ 新設住宅着工戸数 Numbers of New Housing Starts in Japan

(戸 / Units)

Fiscal Years Ended March 31, December 31

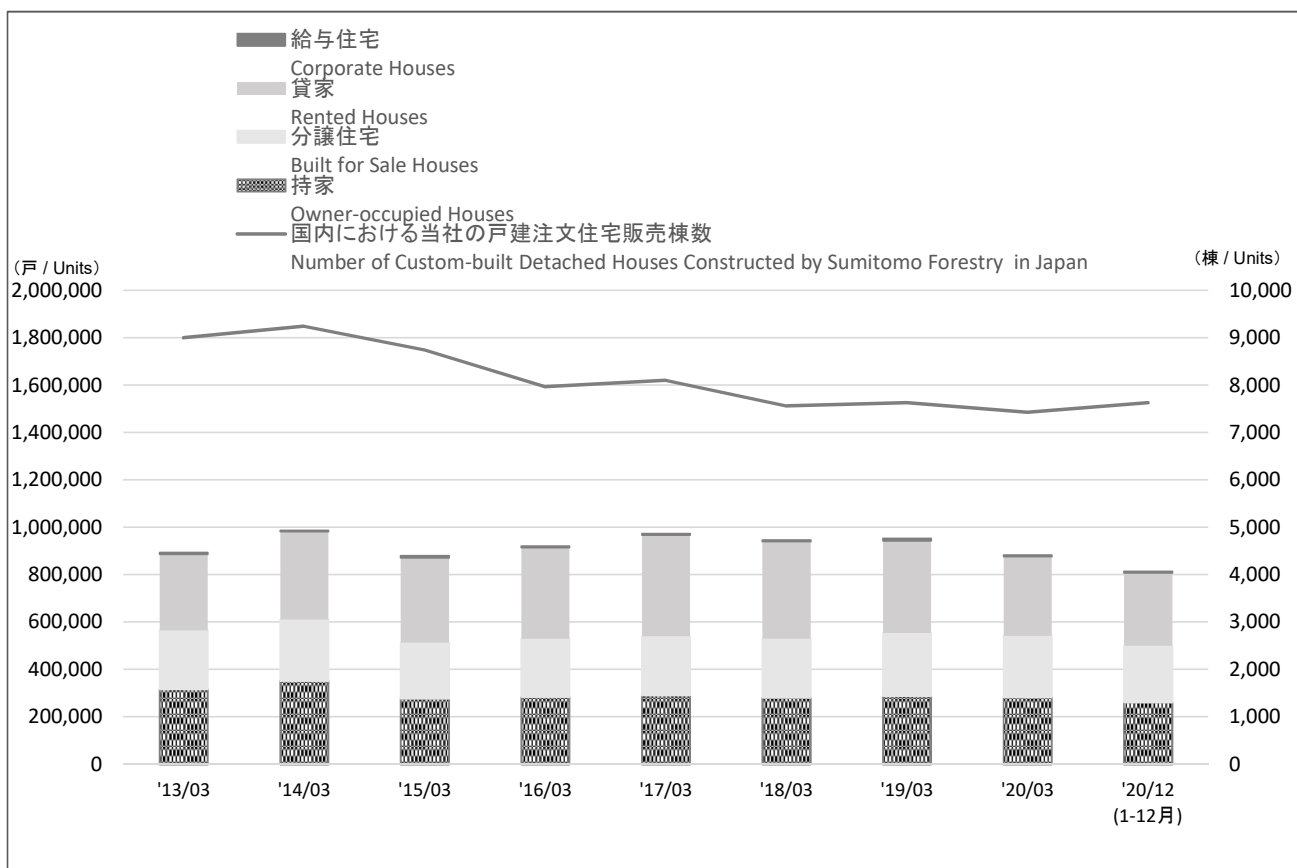
	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (1-12月)
持家 Owner-occupied Houses	316,532	352,841	278,221	284,441	291,783	282,111	287,710	283,338	261,088
分譲住宅 Built for Sale Houses	249,660	259,148	236,042	246,586	249,286	248,495	267,175	259,732	240,268
貸家 Rented Houses	320,891	369,993	358,340	383,678	427,275	410,355	390,093	334,509	306,753
給与住宅 Corporate Houses	5,919	5,272	7,867	5,832	5,793	5,435	7,958	6,108	7,231
合計 Total	893,002	987,254	880,470	920,537	974,137	946,396	952,936	883,687	815,340

■ 当社の戸建注文住宅販売棟数 Number of Custom-built Detached Houses Constructed by Sumitomo Forestry

(棟 / Units)

Fiscal Years Ended March 31, December 31

	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (1-12月)
国内における当社の戸建注文住宅販売棟数 Number of Custom-built Detached Houses Constructed by Sumitomo Forestry in Japan	8,999	9,243	8,743	7,962	8,098	7,556	7,628	7,427	7,630
持家着工戸数に対する当社戸建注文住宅の販売棟数シェア Market Share of Our Constructed Custom-built Detached Houses in Owner-occupied Houses	2.84%	2.62%	3.14%	2.80%	2.78%	2.68%	2.65%	2.62%	2.92%



業績の推移

Business Results



■ 連結 Consolidated

(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31 / Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03※1	'20/12 (9M) ※1,2	'21/12 計画※1 plan
売上高 Net Sales	1,040,524	1,113,364	1,221,998	1,308,893	1,104,094	839,881	1,257,000
営業利益 Operating Income	30,093	53,989	53,021	49,247	51,377	47,462	72,500
経常利益 Recurring Income	30,507	57,841	57,865	51,436	58,824	51,293	80,000
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	9,727	34,532	30,135	29,160	27,853	30,398	48,000
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	△11,531	4,981	2,291	△3,410	△2,572	4,823	
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	42,038	52,860	55,574	54,846	61,396	46,470	

※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 FY3/20.

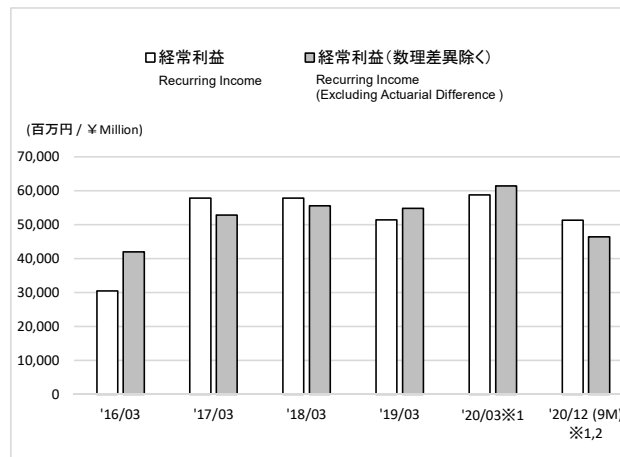
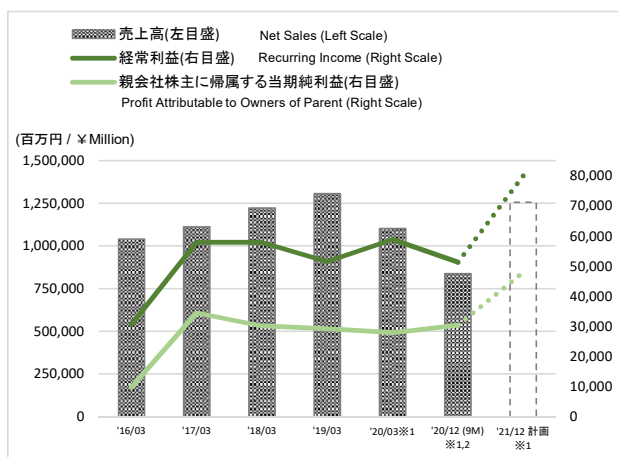
※2 当社は、2020年度より決算期(事業年度の末日)を3月31日から12月31日に変更し、グループの決算期を12月31日に統一しました。

決算期変更の経過期間となる20/12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です。

We have changed 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 31.

FY12/20, which was the transition period, was the nine months started on April 1, 2020 and ended on December 31, 2020.

※ 9M : 9months



■ 参考データ Reference Data

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
日経平均株価(円) ※1 The Nikkei Stock Average (yen)	16,759	18,909	21,454	21,206	18,917	27,444
20年国債 応募者利回り(%) ※2 Yield to Subscribers on Twenty-year JGB	0.43%	0.67%	0.54%	0.39%	0.25%	0.37%

※1 「日経平均株価」は各年度最終営業日の日経平均株価。

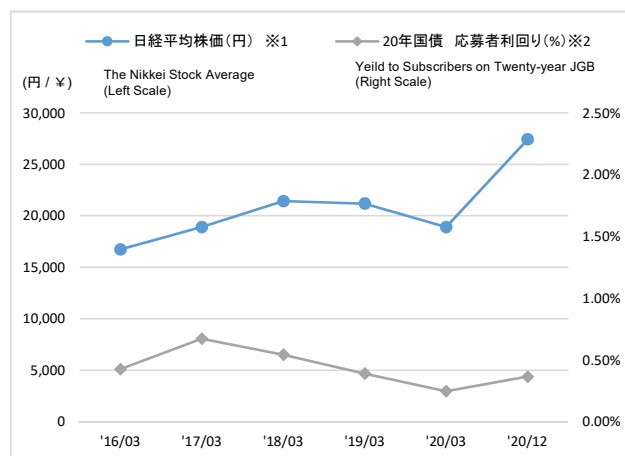
As of the last business day in each reporting period.

※2 「20年国債応募者利回り」は、各年度最終月に発行された20年国債の応募者利回り。

Twenty-year JGB issued in the last month in each reporting period.

(出典) 財務省統計データ 他

From Statistical data by Ministry of Finance Japan and others



連結損益計算書:実績

Consolidated Statements of Income: Results



(百万円 / ¥ Million)

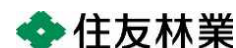
Fiscal Years Ended March 31		'15/03		'16/03		'17/03		'18/03	
木材建材事業 Timber and Building Materials		423,020		426,965		424,440		435,508	
住宅事業 Housing Business		453,940		454,604		466,298		449,201	
海外事業 Overseas Business		147,024		187,926		247,890		352,897	
その他事業 Others		16,565		16,874		22,979		37,007	
調整 Adjustment		△ 43,293		△ 45,844		△ 48,243		△ 52,615	
売上高 Net Sales		997,256		1,040,524		1,113,364		1,221,998	
売上総利益 Gross Profit	17.0%	169,492	17.6%	183,134	18.3%	204,138	17.9%	219,315	
販売費及び一般管理費 Selling, General and Administrative Expenses		135,498		153,041		150,149		166,294	
営業利益 Operating Income	3.4%	33,994	2.9%	30,093	4.8%	53,989	4.3%	53,021	
営業外収益 Non-operating Income		5,005		5,088		7,589		8,377	
営業外費用 Non-operating Expenses		2,575		4,674		3,737		3,532	
営業外損益 Non-operating Income/Expenses		2,430		414		3,853		4,844	
木材建材事業 Timber and Building Materials	1.0%	4,039	0.8%	3,352	1.0%	4,456	1.3%	5,583	
住宅事業 Housing Business	6.2%	28,302	6.9%	31,512	6.9%	32,349	5.6%	24,945	
海外事業 Overseas Business	4.2%	6,126	7.0%	13,091	7.8%	19,310	7.5%	26,491	
その他事業 Others	7.1%	1,175	△6.1%	△ 1,022	9.7%	2,223	13.3%	4,934	
調整 Adjustment		△ 3,219		△ 16,427		△ 497		△ 4,088	
経常利益 Recurring Income	3.7%	36,424	2.9%	30,507	5.2%	57,841	4.7%	57,865	
特別利益 Extraordinary Gains		531		1,441		922		6,658	
特別損失 Extraordinary Losses		2,217		5,704		240		5,985	
特別損益 Extraordinary Gains/Losses		△ 1,686		△ 4,264		682		673	
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	1.9%	18,572	0.9%	9,727	3.1%	34,532	2.5%	30,135	
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation		△257		△11,531		4,981		2,291	
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)		36,681		42,038		52,860		55,574	

※ 数理差異は販管費に含まれます。

"Actuarial Difference" is included in Selling, General and Administrative Expenses.

連結損益計算書:実績

Consolidated Statements of Income: Results



(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31						Reference 参考値 20/03 3Q ※1	Year-on-year 前年同期差	Rate of change 増減率
	'19/03	'20/03 ※1	'20/12 ※1※3					
木材建材事業 Timber and Building Materials Business	487,091	223,627	144,652		173,554		△28,902	△16.7%
住宅・建築事業 Housing and Construction Business	452,839	474,003	332,316		344,790		△12,474	△3.6%
海外住宅・不動産事業 Overseas Housing and Real Estate Bus	364,878	399,360	352,371		280,204		+72,167	+25.8%
資源環境事業 ※2 Environment and Resources Business	19,526	19,263	15,058		13,470		+1,588	+11.8%
その他事業 ※2 Other Bussinesses	22,272	23,425	18,402		17,300		+1,102	+6.4%
調整 Adjustment	△ 37,712	△ 35,584	△ 22,918		△ 26,578		+3,660	-
売上高 Net Sales	1,308,893	1,104,094	839,881		802,741		+37,140	+4.6%
売上総利益 Gross Profit	17.7% 232,146	22.0% 242,689	22.8% 191,323		21.9% 175,399		+15,924	+9.1%
販売費及び一般管理費 Selling, General and Administrative Expenses	182,899	191,312	143,862		137,136		+6,726	+4.9%
営業利益 Operating Income	3.8% 49,247	4.7% 51,377	5.7% 47,462		4.8% 38,263		+9,198	+24.0%
営業外収益 Non-operating Income	6,573	13,485	8,428		8,840		△413	△4.7%
営業外費用 Non-operating Expenses	4,384	6,038	4,596		4,034		+562	+13.9%
営業外損益 Non-operating Income/Expenses	2,189	7,447	3,832		4,806		△975	△20.3%
木材建材事業 Timber and Building Materials Business	1.6% 7,980	2.7% 6,095	1.6% 2,334		3.0% 5,148		△2,814	△54.7%
住宅・建築事業 Housing and Construction Business	4.8% 21,598	4.8% 22,570	2.5% 8,454		4.6% 15,740		△7,286	△46.3%
海外住宅・不動産事業 Overseas Housing and Real Estate Business	7.1% 25,812	8.6% 34,541	12.5% 44,032		8.2% 22,918		+21,114	+92.1%
資源環境事業 ※2 Environment and Resources Business	20.5% 4,012	18.4% 3,551	11.2% 1,683		18.1% 2,440		△756	△31.0%
その他事業 ※2 Other Bussinesses	0.4% 85	6.3% 1,484	4.1% 757		4.1% 705		+51	+7.3%
調整 Adjustment	△ 8,052	△ 9,419	△ 5,966		△ 3,881		△2,086	-
経常利益 Recurring Income	3.9% 51,436	5.3% 58,824	6.1% 51,293		5.4% 43,070		+8,223	+19.1%
特別利益 Extraordinary Gains	5,471	105	-		45		△45	-
特別損失 Extraordinary Losses	289	3,811	1,082		1,968		△887	△45.0%
特別損益 Extraordinary Gains/Losses	5,182	△ 3,705	△ 1,082		△1,923		+841	-
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	2.5% 27,853	3.6% 30,398		2.8% 22,614		+7,785	+34.4%
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	△3,410	△2,572	4,823		-		-	-
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	54,846	61,396	46,470		-		-	-

※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 FY3/20.

※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 separated from Other Bussinesses since FY3/20.

※3 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日に統一しました。

決算期変更の経過期間となる20/12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です。

We have changed 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 31.

FY12/20, which was the transition period, was the nine months started on April 1, 2020 and ended on December 31, 2020.

※ 数理差異は販管費に含まれます。

"Actuarial Difference" is included in Selling, General and Administrative Expenses.

連結損益計算書:計画

Consolidated Statements of income: Plan



(百万円 / ¥ Million)

Fiscal year Ended March 31/ Ending December 31	Plan 21/12(1-12月)計画 ※1	Reference 参考値 '20/3(4-3月) ※1	Compared with FY3/20 対20/3比較差	Rate of change 増減率
木材建材事業 Timber and Building Materials Business	212,000	223,627	△11,627	△5.2%
住宅・建築事業 Housing and Construction Business	495,000	474,003	+20,997	+4.4%
海外住宅・不動産事業 Overseas Housing and Real Estate Business	545,000	399,360	+145,640	+36.5%
資源環境事業 ※2 Environment and Resources Business	22,000	19,263	+2,737	+14.2%
その他事業 ※2 Other Bussinesses	26,000	23,425	+2,575	+11.0%
調整 Adjustment	△ 43,000	△ 35,584	△7,416	-
売上高 Net Sales	1,257,000	1,104,094	+152,906	+13.8%
売上総利益 Gross Profit	22.1% 278,000	22.0% 242,689	+35,311	+14.5%
販売費及び一般管理費 Selling, General and Administrative Expenses	205,500	191,312	+14,188	+7.4%
営業利益 Operating Income	5.8% 72,500	4.7% 51,377	+21,123	+41.1%
営業外収益 Non-operating Income	13,100	13,485	△385	△2.9%
営業外費用 Non-operating Expenses	5,600	6,038	△438	△7.3%
営業外損益 Non-operating Income / Expenses	7,500	7,447	+53	+0.7%
木材建材事業 Timber and Building Materials Business	2.6% 5,500	2.7% 6,095	△595	△9.8%
住宅・建築事業 Housing and Construction Business	4.0% 20,000	4.8% 22,570	△2,570	△11.4%
海外住宅・不動産事業 Overseas Housing and Real Estate Business	10.3% 56,000	8.6% 34,541	+21,459	+62.1%
資源環境事業 ※2 Environment and Resources Business	13.6% 3,000	18.4% 3,551	△551	△15.5%
その他事業 ※2 Other Bussinesses	9.6% 2,500	6.3% 1,484	+1,016	+68.4%
調整 Adjustment	△ 7,000	△ 9,419	+2,419	-
経常利益 Recurring Income	6.4% 80,000	5.3% 58,824	+21,176	+36.0%
特別利益 Extraordinary Gains	-	105	△105	-
特別損失 Extraordinary Losses	-	3,811	△3,811	-
特別損益 Extraordinary Gains / Losses	-	△ 3,705	+3,705	-
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	3.8% 48,000	2.5% 27,853	+20,147	+72.3%
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	-	-

※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 FY3/20.

※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 separated from Other Bussinesses since FY3/20.

※ 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日に統一しました。

決算期変更の経過期間となる20/12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です。

よって、21/12期の計画に対する比較値は、参考値として20/3期実績を記載しています。

We have changed 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 31. FY12/20, which was the transition period, was the nine months started on April 1, 2020 and ended on December 31, 2020.

Therefore, the plan of FY12/21 is compared with the FY3/20, which was the 12 months.

※ 数理差異は販管費に含まれます。

"Actuarial Difference" is included in Selling, General and Administrative Expenses.

財務指標

Financial Indices

■財務指標 Financial Analysis

Fiscal Years Ended March 31, December 31						plan
/Ending December 31	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	'21/12 計画
自己資本利益率 Return on Equity (ROE)	13.3%	10.3%	9.3%	8.8%	8.8%	12.4%
使用資本利益率 Return on Capital Employed (ROCE)	11.0%	9.3%	7.3%	7.6%	6.1%	8.5%
総資産経常利益率 Return On Asset (ROA)	7.7%	6.8%	5.5%	6.0%	4.9%	-
自己資本比率 Equity Ratio	34.6%	34.7%	32.8%	32.1%	33.7%	34.6%
D/Eレシオ Debt Equity Ratio	0.7	0.7	0.8	0.9	0.9	-

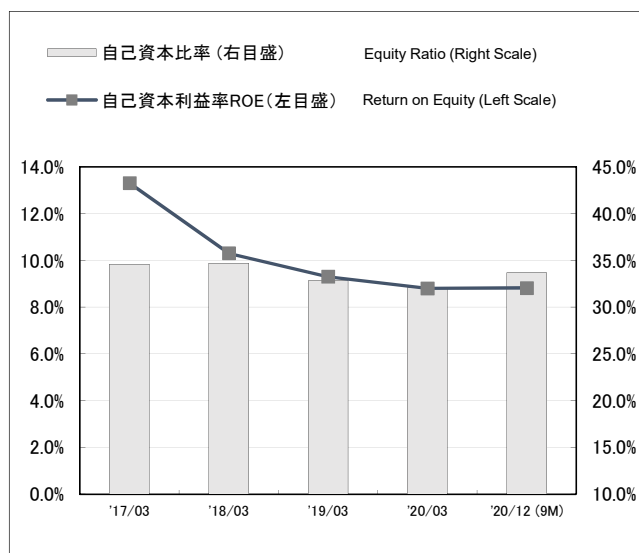
※ 9M : 9months

■一株当たり情報 Per Share Data

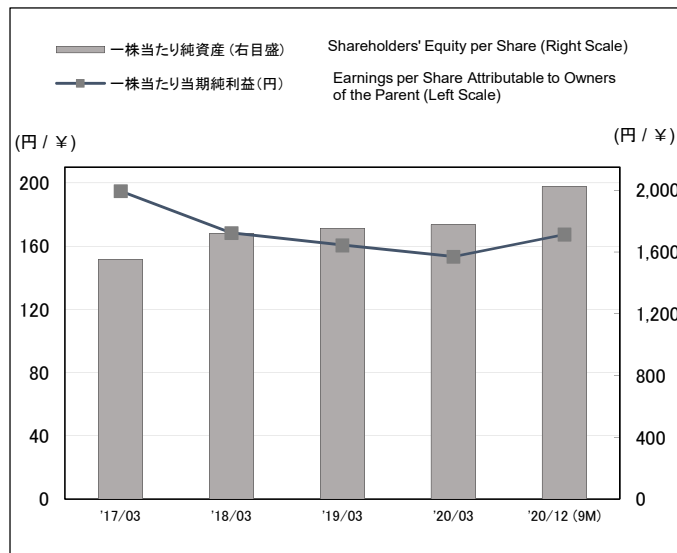
Fiscal Years Ended March 31, December 31						plan
/Ending December 31	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	'21/12 計画
一株当たり当期純利益(円) Earnings per Share Attributable to Owners of the Parent (¥)	194.95	168.49	160.80	153.54	167.54	264.55
株価収益率 Price Earnings Ratio (PER)	8.7	10.1	9.6	9.0	12.9	-
一株当たり純資産(円) Shareholders' Equity per Share (¥)	1,552.04	1,719.05	1,755.06	1,777.57	2,025.13	2,238.36
株価純資産倍率 Price Book-value Ratio (PBR)	1.1	1.0	0.9	0.8	1.1	-
一株当たり配当金(円) Dividend per share (¥) (内、一株当たり中間配当金) (of which interim dividend per share)	35.00 (15.00)	40.00 (20.00)	40.00 (20.00)	40.00 (20.00)	35.00 (10.00)	50.00 (25.00)
配当性向 Dividend payout ratio	18.0%	23.7%	24.9%	26.1%	20.9%	18.9%

※ 9M : 9months

財務指標 Financial Analysis

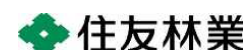


一株当たり情報 Per Share Data



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, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
現金及び預金 Cash and Deposits	83,499	111,506	105,865	82,421	92,774	85,850
受取手形及び売掛金 Notes and Accounts Receivable-Trade	121,415	119,274	127,387	135,636	123,030	119,687
完成工事未収入金 Accounts Receivable from Completed Construction Contracts	5,723	4,180	8,255	9,601	34,766	45,095
有価証券 Marketable Securities	34,000	6,500	5,010	5,304	3,658	3,204
商品・製品等 Finished Goods, Logs and Lumber, Boards, Others	26,105	24,013	26,474	30,070	28,391	23,154
未成工事支出金 Cost on uncompleted Construction Contracts	23,906	23,934	25,322	26,945	14,164	14,993
販売用不動産 Developed Land and housing for Sale	43,239	48,291	55,751	63,736	66,734	54,010
仕掛販売用不動産 Real Estate for Sale in Process	56,371	80,389	138,457	173,472	185,405	225,298
繰延税金資産 Deferred Tax Assets	7,377	7,001	-	-	-	-
短期貸付金 Short-term Loans Receivable	31,709	30,287	15,479	20,267	20,461	35,390
未収入金 Accounts Receivables-other	46,963	45,902	41,722	45,967	46,377	46,468
その他 Others	12,004	13,551	16,191	16,756	20,845	25,208
貸倒引当金 Allowance for Doubtful Accounts	△842	△438	△343	△355	△545	△396
流動資産 Current Assets	491,469	514,390	565,570	609,820	636,059	677,962
有形固定資産 Tangible Fixed Assets	108,700	145,798	153,113	170,000	179,446	185,948
無形固定資産 Intangible Fixed Assets	18,445	23,486	29,071	26,551	22,474	21,626
繰延税金資産 Deferred Tax Assets	5,022	3,276	5,248	4,945	5,983	6,835
投資その他の資産 Investments and Other Assets	91,704	110,686	151,366	164,605	166,789	205,617
固定資産 Non-Current Assets	218,849	279,970	333,550	361,156	368,709	413,191
資産合計 Total Assets	710,318	794,360	899,120	970,976	1,004,768	1,091,152

連結貸借対照表

Consolidated Balance Sheets



■負債、及び純資産の部 Total Liabilities and Total Net Assets

(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
支払手形及び買掛金 Notes and Accounts Payable-Trade	107,651	111,281	111,587	118,547	109,179	111,612
工事未払金 Accounts Payable for Construction Contracts	68,793	71,211	70,266	75,595	83,281	80,219
短期借入金 Short-term Debt (Bank Loans)	27,586	37,108	40,490	61,506	39,403	50,106
1年内償還予定の社債 Short-term Debt (Bonds)	5,000	-	-	-	-	-
1年内償還予定の新株予約権付社債 Bonds with Subscription Rights to Shares	-	-	20,000	-	-	-
コマーシャル・ペーパー Commercial papers	-	-	-	-	-	10,000
未払法人税等 Income Taxes Payable	7,572	5,511	4,830	4,902	4,862	1,937
未成工事受入金 Advances Received on uncompleted Construction Contracts	48,627	48,249	50,242	52,198	35,224	32,956
賞与引当金 Provision for Bonuses	11,003	11,285	11,854	14,496	15,480	16,887
完成工事補償引当金 Provision for Warranties for Completed Construction	2,770	3,849	3,595	3,733	5,388	6,175
その他 Others	34,251	35,511	43,200	42,795	70,073	70,401
流動負債 Current Liabilities	313,254	324,004	356,064	373,772	362,892	380,293
社債 Bonds Issued	-	20,000	50,000	70,000	90,000	90,000
新株予約権付社債 Bonds with Subscription Rights to Shares	20,000	20,000	-	10,090	10,070	10,055
長期借入金 Long-term Debt (Bank Loans)	62,115	81,818	84,374	102,269	120,537	133,255
繰延税金負債 Deferred Tax Liabilities	5,022	11,695	13,904	11,474	6,262	18,578
退職給付に係る負債 Retirement Benefit Liability	23,718	18,732	16,723	19,822	22,574	18,700
その他 Others	20,952	22,254	32,416	30,059	35,369	40,816
固定負債 Long-term Liabilities	131,807	174,499	197,417	243,714	284,811	311,403
負債合計 Total Liabilities	445,061	498,503	553,481	617,486	647,704	691,696
資本金 Common Stock	27,672	27,672	32,672	32,752	32,786	32,803
資本剰余金 Capital Surplus	26,872	18,637	23,637	22,247	21,290	18,485
利益剰余金 Retained Earnings	166,762	196,511	219,562	241,427	255,545	283,416
自己株式 Treasury Stock	△278	△280	△2,333	△2,337	△2,339	△2,340
株主資本合計 Total Shareholders' Equity	221,028	242,541	273,538	294,088	307,282	332,363
その他有価証券評価差額金 Valuation Difference on Available-for-Sale Securities	16,270	25,896	33,258	25,196	16,842	44,337
繰延ヘッジ損益 Deferred Gains or Losses on Hedges	△58	△80	△221	752	2,531	1,762
為替換算調整勘定 Foreign Currency Translation Adjustments	6,497	6,874	5,053	△1,733	△4,240	△11,098
退職給付に係る調整累計額 Remeasurements of Defined Benefit Plans	△276	△320	9	17	82	96
その他の包括利益累計額 Accumulated Other Comprehensive Income	22,432	32,370	38,099	24,232	15,215	35,098
新株予約権 Subscription Rights to Shares	36	82	129	135	120	120
非支配株主持分 ※ Non - controlling Interests	21,761	20,864	33,873	35,034	34,448	31,875
純資産合計 Total Net Assets	265,257	295,857	345,639	353,489	357,064	399,456
負債及び純資産合計 Total Liabilities and Total Net Assets	710,318	794,360	899,120	970,976	1,004,768	1,091,152

※少数株主持分は16/3期より「非支配株主持分」として表示しております。

Minority Interests is indicated as "Non - controlling Interests" since FY3/16.

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, December 31	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)
営業活動によるキャッシュ・フロー Net cash provided by (used in) Operating Activities	14,709	45,705	40,337	13,732	40,689	45,724	46,840
有形固定資産の取得／売却 Tangible Fixed Assets	△7,292	△16,235	△44,466	△11,552	△18,620	△19,182	△22,610
無形固定資産の取得／売却 Intangible Fixed Assets	△2,480	△1,997	△2,556	△2,183	△2,839	△3,156	△2,487
投資有価証券の取得／売却 Investment Securities	2,299	△9,557	△3,608	△39,203	△4,655	△15,804	△8,922
その他 Others	△16,102	17,817	△11,720	6,688	△45,544	△731	△10,616
投資活動によるキャッシュ・フロー Net cash provided by (used in) Investment Activities	△23,575	△9,972	△62,350	△46,250	△71,659	△38,874	△44,635
短期借入金純増減額 Short-term Debt	△2,352	5,893	12,774	3,973	8,817	△17,153	△13,806
コマーシャル・ペーパー純増減額 Commercial papers	-	-	-	-	-	-	10,000
長期借入金純増減額 Long-term Debt	1,390	4,750	10,604	△7,105	15,141	17,100	17,985
社債純増減額 Bonds	△10,000	-	15,000	30,000	20,000	20,000	-
新株予約権付社債純増減額 Bonds with Subscription Rights to Shares	-	-	-	-	△9,800	-	-
配当金の支払額 Cash Dividends Paid	△3,366	△4,251	△4,782	△7,085	△7,295	△7,297	△5,474
その他 Others	△2,958	△4,578	△19,329	5,373	△15,341	△11,508	△15,487
財務活動によるキャッシュ・フロー Net cash provided by (used in) Financing Activities	△17,286	1,813	14,267	25,156	11,523	1,142	△6,782
現金及び現金同等物に係る換算差額 Effect of Exchange Rate Changes on Cash and Cash Equivalents	1,105	423	△811	△307	△1,007	△528	447
現金及び現金同等物の増減額 Net Increase(Decrease) in Cash and Cash Equivalents	△25,047	37,969	△8,558	△7,670	△20,453	7,463	△4,129
現金及び現金同等物の期首残高 Cash and Cash Equivalents at the Beginning of Period	128,343	103,296	141,265	132,707	125,555	105,102	112,565
連結の範囲の変更に伴う現金及び現金同等物の増減額 Net Increase (decrease) in Cash and Cash equivalents due to Change in scope of Consolidation	-	-	-	518	-	-	615
決算期変更に伴う現金及び現金同等物の増減額 Net Increase (decrease) in Cash and Cash Equivalents Resulting from Change in Fiscal year	-	-	-	-	-	-	13,170
現金及び現金同等物の期末残高 Cash and Cash Equivalents at the End of Period	103,296	141,265	132,707	125,555	105,102	112,565	122,220

※ 9M : 9months

設備投資

Capital Expenditures



■ 資本的支出 Capital Investment

(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31/ Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	'21/12計画 plan
有形固定資産 Tangible Fixed Assets	18,042	48,204	17,685	17,071	32,414	18,124	26,121
無形固定資産 ※ Intangible Fixed Assets	2,006	2,839	2,470	3,173	3,470	2,989	4,974
その他 Others	400	3,085	3,792	2,088	2,267	2,834	1,899
合計 Total	20,448	54,128	23,947	22,331	38,151	23,946	32,994
減価償却費 Depreciation	11,753	12,887	13,727	13,696	14,388	11,503	16,754

※資本的支出にはリースが含まれております。

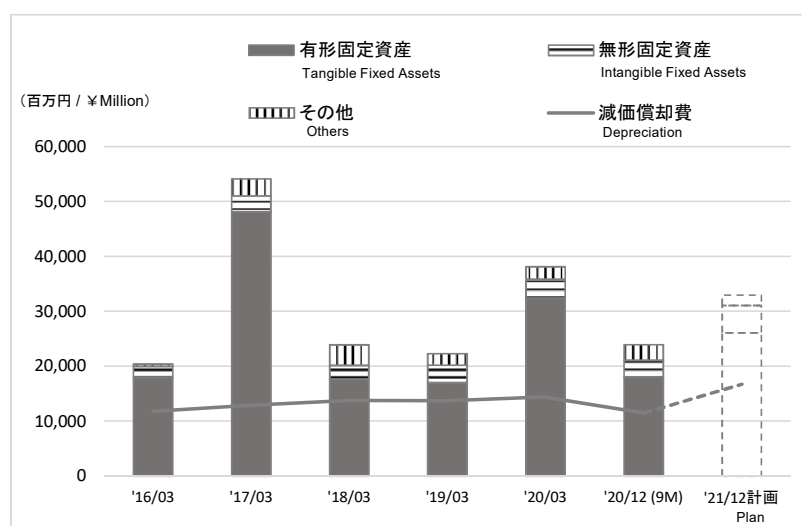
Figures of Capital Investment include Finance Leases.

※無形固定資産には、ソフトウェア等が含まれております。

Intangible Fixed Assets include softwares, etc.

※ 9M : 9months

資本的支出 Capital Investment



主要関係会社の状況

The state of Main Subsidiaries



(百万円 / ¥ Million)

会社名 Company name (本社所在地 / Head Office) (セグメント / Segment)	Ownership 出資比率 ※1	Accounting term 決算期	Net sales 売上高	Operating income 営業利益	Recurring income 経常利益	Profit for the Year 当期純利益	Total assets 総資産	Net assets 純資産
住友林業クレスト㈱ Sumitomo Forestry Crest Co., Ltd. ※7 (愛知県名古屋市 / Nagoya-shi, Aichi) (木材建材事業 / Timber and Building Materials Business)	100.0%	'20/03 (4-3月) '20/12 (4-12月) '21/12 (1-12月) 計画 plan	33,119 21,449 29,800	450 136 450	503 235 400	396 264 370	17,044 17,239 -	2,330 2,591 -
住友林業レジデンシャル㈱ Sumitomo Forestry Residential Co., Ltd. (東京都新宿区 / Shinjuku-ku, Tokyo) (住宅・建築事業 / Housing and Construction Business)	100.0%	'20/03 (4-3月) '20/12 (4-12月) '21/12 (1-12月) 計画 plan	29,357 22,971 31,200	1,702 1,259 1,850	1,702 1,224 1,800	1,185 872 1,260	13,443 13,006 -	5,219 4,906 -
住友林業ホームサービス㈱ Sumitomo Forestry Home Service Co., Ltd. (東京都新宿区 / Shinjuku-ku, Tokyo) (住宅・建築事業 / Housing and Construction Business)	100.0%	'20/03 (4-3月) '20/12 (4-12月) '21/12 (1-12月) 計画 plan	8,107 5,575 9,400	710 △125 680	698 △135 650	470 △101 440	4,671 4,304 -	1,218 646 -
住友林業緑化㈱ Sumitomo Forestry Landscaping Co., Ltd. ※7 (東京都中野区 / Nakano-ku, Tokyo) (住宅・建築事業 / Housing and Construction Business)	100.0%	'20/03 (4-3月) '20/12 (4-12月) '21/12 (1-12月) 計画 plan	27,599 17,085 28,100	1,126 108 990	1,168 121 1,010	797 78 680	14,143 12,156 -	4,007 3,289 -
住友林業ホームテック㈱ Sumitomo Forestry Home Tech Co., Ltd. ※7 (東京都千代田区 / Chiyoda-ku, Tokyo) (住宅・建築事業 / Housing and Construction Business)	100.0%	'20/03 (4-3月) '20/12 (4-12月) '21/12 (1-12月) 計画 plan	70,226 44,029 68,000	2,268 △740 2,080	2,297 △682 2,100	364 △474 1,460	23,515 20,749 -	1,374 536 -
PT.Kutai Timber Indonesia ※2 (Probolinggo, Indonesia) (木材建材事業 / Timber and Building Materials Business)	99.9%	'19/12 (1-12月) '20/12 (4-12月) '20/12 (1-12月) '21/12 (1-12月) 計画 plan	12,472 6,723 9,602 12,300	224 △109 △96 270	193 △260 △266 230	153 △211 △215 180	9,686 9,061 9,061 -	4,425 3,895 3,895 -
Nelson Pine Industries Ltd. ※4 (Richmond, Nelson, New Zealand) (木材建材事業 / Timber and Building Materials Business)	(100.0%)	'19/12 (1-12月) '20/12 (4-12月) '20/12 (1-12月) '21/12 (1-12月) 計画 plan	14,841 9,537 12,499 14,900	669 741 878 1,110	740 806 945 1,110	501 993 1,093 800	11,220 11,623 11,623 -	9,446 10,024 10,024 -
米国住宅会社 Housing Business in U.S. ※2 ※5 (海外住宅・不動産事業 / Overseas Housing and Real Estate Business)		'19/12 (1-12月) '20/12 (4-12月) '20/12 (1-12月) '21/12 (1-12月) 計画 plan	303,968 279,267 346,895 418,100	36,440 41,228 50,123 51,080	35,876 41,796 50,765 50,300	35,675 41,559 50,472 50,020	189,311 230,668 230,668 -	95,432 114,575 114,575 -
豪州住宅会社 Housing Business in Australia ※3 ※6 (海外住宅・不動産事業 / Overseas Housing and Real Estate Business)		'19/12 (1-12月) '20/12 (4-12月) '20/12 (1-12月) '21/12 (1-12月) 計画 plan	72,271 58,840 72,678 95,400	2,656 2,657 2,439 4,200	2,944 2,629 2,378 3,970	2,589 2,225 2,032 3,270	41,424 41,034 41,034 -	26,894 25,296 25,296 -
Crescent Communities ※2 (Charlotte, North Carolina, U.S.) (海外住宅・不動産事業 / Overseas Housing and Real Estate Business)	(100.0%)	'19/12 (1-12月) '20/12 (4-12月) '20/12 (1-12月) '21/12 (1-12月) 計画 plan	12,972 4,334 4,924 15,400	△1,387 △1,355 △2,277 860	3,747 267 △944 2,810	2,933 237 △972 2,840	40,666 41,954 41,954 -	30,999 27,879 27,879 -

※1 () 数字は、間接出資割合。Figures in parentheses are for indirect investments.

※2※3※4 海外関係会社の損益計算書は以下のレートで円換算しております。Statements of income of overseas group companies are converted to Japanese yen by the following exchange rate ratios.

※5 米国住宅会社は、Gehan Homes Group, DRB Group, Bloomfield Homes, L.P., MainVue Homes Group, Edge Homes Group の計5グループで構成されております。

Housing Business in U.S. is composed of Gehan Homes Group, DRB Group, Bloomfield Homes, L.P., MainVue Homes Group and Edge Homes Group.

※6 豪州住宅会社は、Henley Group, Wisdom Group, Scott Park Group の計3グループで構成されております。Housing Business in Australia is composed of Henley Group, Wisdom Group and Scott Park Group.

※7 一部の会社の実績値に数理差異を含みます。Some subsidiaries' results include actuarial difference regarding employees' retirement benefit obligation.

(住友林業クレスト㈱ 20/3期 △142百万円・20/12期243百万円、住友林業緑化㈱ 20/3期 △74百万円・20/12期166百万円、住友林業ホームテック㈱ 20/3期 △62百万円・20/12期△132百万円)

(Sumitomo Forestry Crest Co., Ltd. FY3/20 -142 Million Yen, FY12/20 243 Million Yen, Sumitomo Forestry Landscaping Co., Ltd. FY3/20 -74 Million Yen, FY12/20 166 Million Yen,

Sumitomo Forestry Home Tech Co., Ltd. FY3/20 -62 Million Yen, FY12/20 -132 Million Yen)

	※2 USD	※3 AUD	※4 NZD
'19/12	109.01	75.80	71.86
'20/4-12	106.02	74.32	69.48
'20/1-12	106.73	73.68	69.40
'21/12 計画 (plan)	105.00	80.00	75.00

海外住宅事業の状況



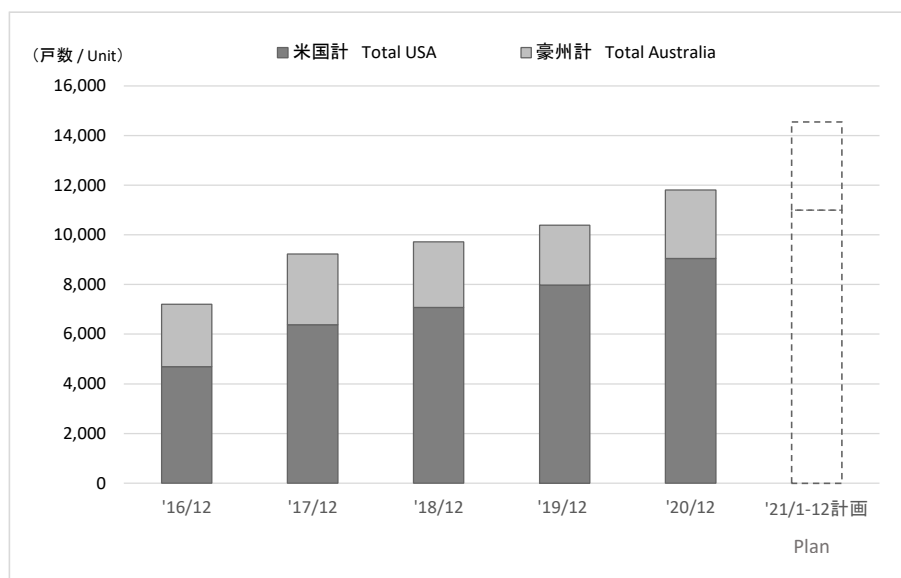
The State of Overseas Housing Business

■販売の推移 Change in Sales

(戸/Unit)

Fiscal Years Ended / Ending December 31

	'16/12	'17/12	'18/12	'19/12	'20/12	Plan '21/1-12計画	'20/12 (9 months)		
							Result 19/4-12	Result '20/4-12	Year-on-year 前年同期間比
Bloomfield Homes Group	1,029	1,260	1,346	1,457	1,567	2,050	1,149	1,229	+7.0%
Gehan Homes Group	1,634	1,753	1,979	2,420	3,053	3,050	2,061	2,485	+20.6%
MainVue Homes Group (Including SFCH and HenleyUSA)	398	306	301	267	348	300	208	272	+30.8%
DRB Group	1,625	1,981	2,288	2,443	2,877	4,000	1,987	2,352	+18.4%
Edge Homes Group	—	1,080	1,159	1,386	1,200	1,600	1,094	994	△9.1%
米国計 Total USA	4,686	6,380	7,073	7,973	9,045	11,000	6,499	7,332	+12.8%
Henley Group	2,275	2,325	2,055	1,858	1,822	2,100	1,454	1,470	+1.1%
Wisdom Group	237	518	590	442	309	400	334	248	△25.8%
Scott Park Group	—	—	—	118	629	1,050	118	499	+322.7%
豪州計 Total Australia	2,512	2,843	2,645	2,417	2,760	3,550	1,907	2,217	+16.3%
合計 Total	7,198	9,223	9,718	10,390	11,805	14,550	8,406	9,549	+13.6%



不動産の状況

The State of Real Estate



■ 販売用不動産(土地・建物)の期末残高推移

(百万円 / ¥ Million)

	'17/03	'18/03	'19/03	'20/03	'20/12
Balance of Real Estate(Land/Building) for Sale at the end of the fiscal year					
米国計 Total USA	80,822	141,030	181,289	189,899	225,575
豪州計 Total Australia	19,479	25,201	23,790	21,903	18,937
日本計 Total Japan	27,704	27,977	32,129	40,338	34,796
合計 Total	128,005	194,208	237,208	252,139	279,308

※仕掛販売用不動産を含みます。Including Real estate for sale in process

■ クレセントグループ不動産開発案件一覧 Crescent Group's Project List

'20/12期末時点 as of December 31, 2020

		州 State	プロジェクト数 Number of projects	総戸数 Total units	
建設着工済 Under Construction	集合住宅 Multi-Family Homes	アリゾナ Arizona	2	662	
		ジョージア Georgia	1	339	
		フロリダ Florida	1	390	
		ノースカロライナ North Carolina	2	664	
		テネシー Tennessee	1	270	
		テキサス Texas	2	532	
			9	2,857	
		商業複合施設 Commercial Mixed Use	ノースカロライナ North Carolina	4	-
			フロリダ Florida	1	-
				5	-
賃貸開始済 Leasing started	集合住宅 Multi-Family Homes	フロリダ Florida	1	375	
		ジョージア Georgia	2	578	
		ノースカロライナ North Carolina	1	346	
		テネシー Tennessee	1	436	
		テキサス Texas	2	533	
		ワシントンD.C. Washington, D.C.	2	539	
			9	2,807	
		商業複合施設 Commercial Mixed Use	ノースカロライナ North Carolina	4	-
				4	-

ストック住宅事業の状況

The State of Housing Stock 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 March 31, December 31/Ending December 31

	'18/03	'19/03	'20/03	'20/12 (9M)	'20/03 3Q	Reference		Year-on-year 前年同期間比
						plan	参考値 '20/12(1-12月)	
売上高 ※1 Net Sales	66,274	70,317	70,226	44,029	54,400	68,000	59,855	+13.6%
完工高 Amount of Construction Completed	62,700	66,720	66,982	41,721	51,990	64,000	56,713	+12.8%
その他 ※2 Others	3,574	3,598	3,244	2,308	2,410	4,000	3,142	+27.3%
経常利益 Recurring Income	2,913	3,229	2,297	△682	2,079	2,100	-	-

※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。
Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since FY3/20.

※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	63,315	73,661	60,673	38,473	46,879	65,000	52,266	+24.4%
受注残 Backlog of Orders Received at Term End	26,779	33,721	24,752	21,503	25,950	22,503	21,503	+4.7%
住友林業OB比率 ※3 (受注金額ベース)	52%	48%	51%	57%	51%	57%	55%	-

※3 Percentage of unit price for orders received from owners of Sumitomo Forestry's house.

住友林業ホームサービス:不動産仲介事業 Sumitomo Forestry Home Service: Real Estate Brokerage

Fiscal Years Ended March 31, December 31/Ending December 31

	'18/03	'19/03	'20/03	'20/12 (9M)	plan '21/12計画
売買仲介件数(件) Number of Brokerage	4,298	4,227	4,265	2,750	4,494
営業拠点数 Number of Sales Offices	47	50	50	47	47

※ 9M: 9months

住友林業レジデンシャル:不動産管理事業 Sumitomo Forestry Residential: Management of condominiums and apartments

Fiscal Years Ended March 31, December 31/Ending December 31

	'18/03	'19/03	'20/03	'20/12	plan '21/12計画
総管理戸数(戸) Total Number of Units under Management	36,320	37,607	38,700	39,351	40,790

再生可能エネルギー事業の状況

The State of renewable energy business

業績の推移 Change in Sales/Recurring Income

(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31

	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)
売上高 Net Sales	5,147	10,293	13,447	13,684	10,356
経常利益 Recurring Income	1,037	2,300	3,482	3,335	2,411

※ 9M: 9months

バイオマス発電所の推移(案件確定ベース) Change of Wood Biomass Power Generation Plants (Based on confirmed projects)

Fiscal Years Ended March 31, December 31

	'17/03	'18/03	'19/03	'20/03	20/12
発電所数 Number of facilities	4	4	5	5	6
合計発電規模(MW) Total power generation capacity	101	101	177	177	252

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, December 31/Ending December 31

		16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	'20/03 3Q	Reference		
									plan	参考値	Year-on-year
									21/12計画	20/12(1-12月)	前年同期間比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	297,490	288,458	290,326	343,204	289,342	229,079	204,672	298,000	313,749	△5.0%
	棟数 Unit	7,730	7,427	7,608	8,513	7,726	5,924	5,507	7,800	8,143	△4.2%
	単価 Price per unit	34.1	34.2	33.6	35.3	34.6	35.0	34.6	34.4	-	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.0	38.4	37.8	37.8	36.9	36.6	-	-	-	-
賃貸住宅 Apartment	金額 Amount	22,967	22,540	17,195	20,872	18,294	10,058	11,787	13,000	16,565	△21.5%
	戸数 Unit	1,523	1,519	948	1,071	966	528	595	580	899	△35.5%
その他請負 Other Contracts	金額 Amount	4,371	2,826	1,715	5,234	1,634	1,062	1,109	5,000	1,587	+215.0%

※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 "price per unit" of custom-built detached houses is calculated from unit price for orders received at the time of contract conclusion for the units ordered this period; thus the unit price for 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 March 31, December 31/Ending December 31

		'16/03	'17/03	'18/03	'19/03	'20/03	'20/12	Plan	Year-on-year
								21/12計画	前期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	270,224	252,375	254,119	305,402	261,158	270,288	258,288	△4.4%
賃貸住宅 ※1 Apartment	金額 Amount	28,151	28,566	25,647	28,699	27,942	25,893	22,893	△11.6%
その他請負 Other Contracts	金額 Amount	2,748	1,795	517	4,100	1,838	1,568	4,568	+191.3%

※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。

Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since FY3/20.

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

(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31/Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	'20/03 3Q	Reference		
								plan	参考値	Year-on-year
								21/12計画	20/12(1-12月)	前年同期間比
戸建注文住宅 ※1 Custom-built Detached Houses	299,837	306,307	288,582	291,921	310,999	219,948	228,277	310,000	302,670	+2.4%
賃貸住宅 ※1 Apartment	20,514	22,125	20,114	17,821	17,957	12,107	11,805	16,000	18,259	△12.4%
その他請負 Other Contracts	2,091	3,779	2,993	1,652	3,895	1,332	2,425	2,000	2,802	△28.6%
戸建分譲住宅 Spec Homes	11,606	11,206	12,360	11,929	13,979	14,051	8,685	16,000	19,345	△17.3%
注文住宅用土地 Land for Custom-built Detached Houses	4,921	5,731	6,689	6,277	7,904	6,846	4,669	11,000	10,081	+9.1%
リノベーション事業 Existing Home Renovation	4,756	4,404	3,094	1,982	1,327	744	1,025	900	1,046	△14.0%
その他 ※1 ※2 Others	8,011	8,541	7,630	8,341	5,860	2,571	4,379	6,100	4,053	+50.5%
売上高合計 Total sales	351,737	362,093	341,462	339,923	361,921	257,600	261,266	362,000	358,256	+1.0%
売上総利益 Gross profit	89,860	92,141	84,048	82,343	84,947	57,768	61,442	83,500	81,273	+2.7%
利益率 Profit Ratio	25.5%	25.4%	24.6%	24.2%	23.5%	22.4%	23.5%	23.1%	22.7%	-

※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。

Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since FY3/20.

※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, December 31/Ending December 31

		'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	'20/03 3Q	Reference		
									plan	参考値	Year-on-year
									21/12計画	20/12(1-12月)	前年同期間比
戸建注文住宅 ※1 Custom-built Detached Houses	棟数 Unit	7,962	8,098	7,556	7,628	7,427	5,292	5,089	8,000	7,630	+4.8%
	単価(百万円) ※2 Price per unit (¥ Million)	37.7	37.8	38.2	38.3	39.0	39.4	38.9	39.2	-	-
	坪数(坪) Floor Space in Tsubo(≒3.3m ²)	40.5	39.8	39.1	38.6	38.5	38.1	-	-	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	1,324	1,551	1,353	1,074	959	409	405	950	963	△1.3%
戸建分譲住宅 ※1 Spec Homes	棟数 Unit	303	292	308	272	311	292	186	360	417	△13.7%

※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し棟(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期より単価は引き渡し物件ベースにて算出しています。

"Price per unit" have been calculated by delivered basis since FY3/20

Reference Data of Custom-built Detached House

■ 建替比率・工期 Percentage of Rebuilding・Construction Period

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
<受注ベース Contract Base>						
新築比率 Percentage of New Building	63.0%	65.1%	64.7%	66.9%	70.7%	76.2%
建替比率 Percentage of Rebuilding	37.0%	34.9%	35.3%	33.1%	29.3%	23.8%
<完工ベース Delivered Base>						
1棟当たり工期(日) Construction Period per House (Days)	114	115	116	118	124	129
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.8	2.9	3.0	3.1	3.2	3.4

■ 階層別棟数構成 Ratio by the Number of Stories for Custom-built Detached Houses

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
<受注ベース Contract Base>						
平屋 One-story house	18%	23%	26%	28%	31%	31%
2階建 Two-story house	78%	73%	70%	68%	66%	66%
3階建以上 Three-or-more-story house	4%	4%	4%	4%	4%	3%
<完工ベース Delivered Base>						
平屋 One-story house	16%	19%	24%	26%	29%	30%
2階建 Two-story house	80%	77%	73%	70%	68%	66%
3階建以上 Three-or-more-story house	4%	4%	3%	4%	3%	4%

■地域別受注棟数構成 Custom-built Detached House Orders by Region

Fiscal Years Ended March 31, December 31	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
北海道・東北圏 Hokkaido and Tohoku Areas	8%	7%	6%	6%	6%	6%
首都圏 Tokyo Metropolitan Area	33%	32%	33%	32%	32%	33%
関東圏 Kanto Area	8%	9%	9%	9%	9%	9%
東海・北陸圏 Tokai and Hokuriku Areas	21%	21%	22%	22%	22%	22%
近畿圏 Kinki Area	13%	12%	12%	13%	13%	13%
中四国・九州圏 Chugoku,Shikoku and Kyushu Areas	17%	19%	18%	18%	18%	17%

■営業社員数／営業拠点数 Number of Sales Staff／Number of Sales Offices

Fiscal Years Ended March 31/ Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12	plan '21/12 計画
営業社員数 Number of Sales Staff	1,391	1,408	1,458	1,550	1,553	1,582	1,544
営業拠点数 Number of Sales Offices	94	94	94	92	93	92	92
(内、支社・支店数) (of which number of Branch)	(62)	(61)	(62)	(65)	(65)	(65)	(65)
展示場数 Number of Housing Model Houses	289	291	291	294	283	284	278

木材・建材 商品別取扱金額:単体

Timber and Building Materials Billings by Product Category: Non-consolidated



(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31

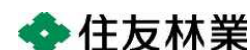
		'16/03	'17/03	'18/03	'19/03	'20/03	20/12(4-12月)		
木材 Timber	チップ Chips	4,360	4,714	5,680	5,567	4,267	1,540		
	原木 Logs	国内 Domestic	1,602	1,138	1,988	2,617	1,715	1,561	
		輸入 Imported	4,910	4,711	5,372	6,807	8,135	5,687	
			6,512	5,849	7,360	9,423	9,850	7,248	
	製材品 Lumber	国内 Domestic	25,966	26,628	25,250	25,983	27,887	19,881	
		輸入 Imported	37,918	35,280	36,596	39,821	34,477	21,279	
			63,884	61,907	61,846	65,804	62,364	41,160	
		74,756	72,470	74,885	80,794	76,482	49,948		
	建材 Building Materials	パネル Wooden Board	国内 Domestic	21,374	21,768	22,433	24,338	23,842	15,790
			輸入 Imported	47,551	39,137	42,352	51,036	41,239	24,214
			68,925	60,905	64,786	75,374	65,080	40,004	
一般建材 Building Materials		木質加工建材 Wood Processed Construction Materials	43,324	44,235	43,441	41,271	41,288	28,379	
		窯業建材 Ceramic Construction Materials	63,292	66,244	67,051	69,773	73,057	51,873	
		金属建材 Metal Construction Materials	22,984	22,204	22,319	25,403	25,633	18,137	
		住宅機器 Housing Equipment	44,798	45,017	44,682	44,523	47,029	31,781	
		その他 Others	4,272	4,229	4,667	2,167	2,556	1,702	
		178,669	181,928	182,160	183,137	189,562	131,872		
イノス INOS Group		2,432	2,315	2,156	1,917	1,913	1,234		
その他 Others		29,293	32,170	33,920	37,247	39,161	26,037		
		279,320	277,318	283,021	297,675	295,716	199,147		
木材・建材計 Total - Timber and Building Materials		354,076	349,788	357,906	378,469	372,198	249,095		

※「収益認識に関する会計基準」(企業会計基準第29号)適用前の数値であり、売上高純額表示の影響は含んでおりません。

We don't apply the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) to the results in the table, thus their figures are shown in gross revenues.

連結人員構成表

Number of Employees (Consolidated)



■人数 Number of Employees

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
木材建材事業 ※1※3 Timber and Building Materials Business	1,709	1,752	6,313	6,699	6,258	6,327
住宅・建築事業 ※1 Housing and Construction Business	7,905	8,052	8,280	8,660	8,853	9,135
海外住宅・不動産事業 ※1※3 Overseas Housing and Real Estate Business	6,289	6,809	1,941	2,151	2,485	2,708
資源環境事業 ※2 Environment and Resources Business	—	—	—	271	289	888
その他事業 Other Bussinesses	781	861	1,315	1,070	1,127	1,159
調整(本社管理部門等) Adjustment (Administrative Division etc)	317	328	346	308	320	345
合計 Total	17,001	17,802	18,195	19,159	19,332	20,562
海外 Overseas	6,599	7,133	6,815	7,393	7,307	8,154

■構成比 Composition ratio

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
木材建材事業 ※1※3 Timber and Building Materials Business	10.1%	9.8%	34.7%	35.0%	32.4%	30.8%
住宅・建築事業 ※1 Housing and Construction Business	46.5%	45.2%	45.5%	45.2%	45.8%	44.4%
海外住宅・不動産事業 ※1※3 Overseas Housing and Real Estate Business	37.0%	38.2%	10.7%	11.2%	12.9%	13.2%
資源環境事業 ※2 Environment and Resources Business	—	—	—	1.4%	1.5%	4.3%
その他事業 Other Bussinesses	4.6%	4.8%	7.2%	5.6%	5.8%	5.6%
調整(本社管理部門等) Adjustment (Administrative Division etc)	1.9%	1.8%	1.9%	1.6%	1.7%	1.7%
合計 Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
海外 Overseas	38.8%	40.1%	37.5%	38.6%	37.8%	39.7%

※1 19/3期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 have been renamed since the beginning of FY3/19 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.

※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 and Resources Business" has been separated from "Other Bussinesses" since FY3/20.

※3 17/3期以前の人員、構成比は旧セグメントによる実績です。

Number of Employees and Composition ratio for FY3/17 and earlier periods are stated using the old segment classification.

株式分布状況表

The State of Share Distribution

■株式数 Number of shares

(千株 / Thousand Shares)

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
金融機関 Financial Institutions	66,131	73,124	70,397	72,077	73,120	76,632
その他法人 Other Companies	41,352	41,208	46,584	42,366	42,298	40,325
外国人 Foreigners	46,068	40,378	42,744	45,436	45,376	43,138
個人その他 Individuals and Others	21,845	21,012	20,627	20,569	20,684	20,386
その他 Others	1,909	1,586	2,158	2,250	1,274	2,296
合計 Total	177,304	177,308	182,510	182,699	182,752	182,778

■構成比 Composition ratio

Fiscal Years Ended March 31, December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12
金融機関 Financial Institutions	37.3%	41.2%	38.6%	39.5%	40.0%	41.9%
その他法人 Other Companies	23.3%	23.2%	25.5%	23.2%	23.1%	22.1%
外国人 Foreigners	26.0%	22.8%	23.4%	24.9%	24.8%	23.6%
個人その他 Individuals and Others	12.3%	11.9%	11.3%	11.3%	11.3%	11.2%
その他 Others	1.1%	0.9%	1.2%	1.2%	0.7%	1.3%
合計 Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

