

Second Quarter of the Fiscal Year Ending December 31, 2020

Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

November 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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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/Ending December 31

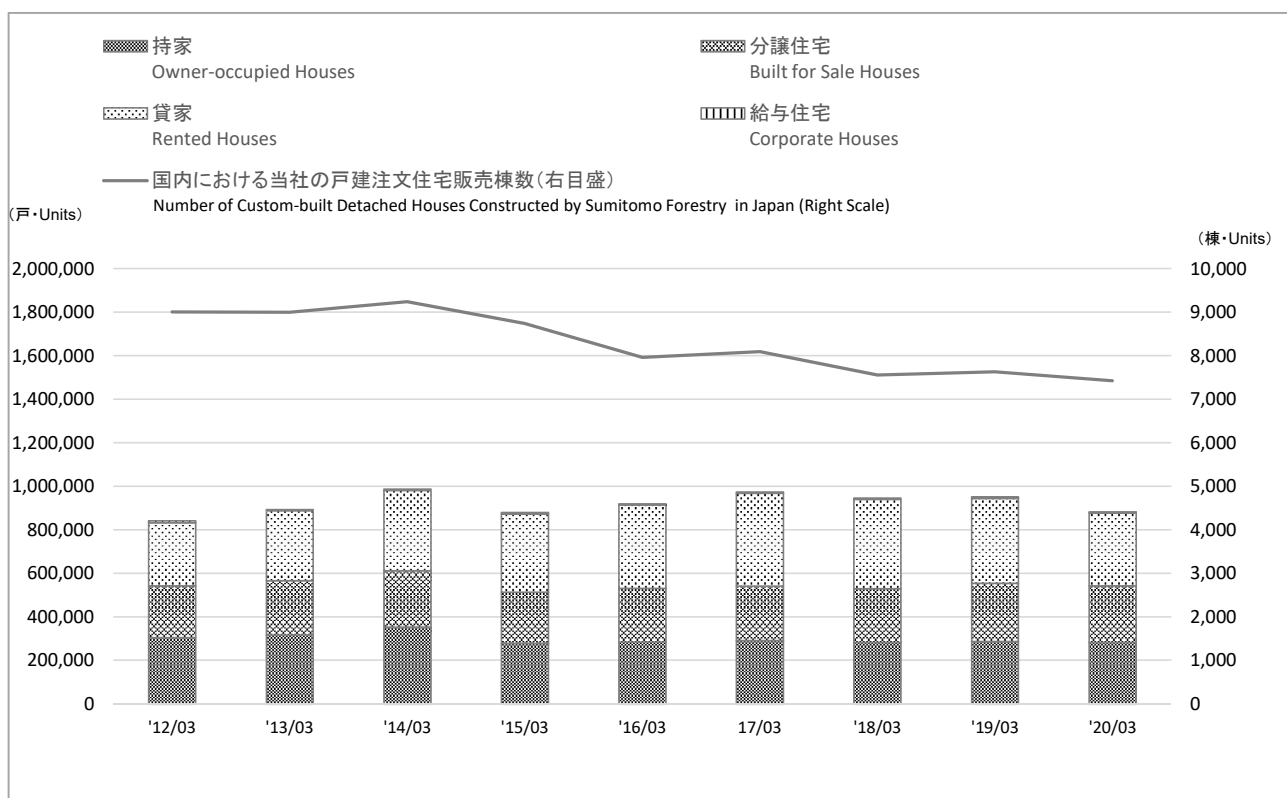
	'12/03	'13/03	'14/03	'15/03	'16/03	17/03	'18/03	'19/03	'20/03	'20/03 2Q	'20/12 2Q
持家 Owner-occupied Houses	304,822	316,532	352,841	278,221	284,441	291,783	282,111	287,710	283,338	152,973	131,325
分譲住宅 Built for Sale Houses	239,086	249,660	259,148	236,042	246,586	249,286	248,495	267,175	259,732	134,986	122,954
貸家 Rented Houses	289,762	320,891	369,993	358,340	383,678	427,275	410,355	390,093	334,509	175,372	156,506
給与住宅 Corporate Houses	7,576	5,919	5,272	7,867	5,832	5,793	5,435	7,958	6,108	3,361	3,254
合計 Total	841,246	893,002	987,254	880,470	920,537	974,137	946,396	952,936	883,687	466,692	414,039

■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/Ending December 31

	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/03 2Q	'20/12 2Q
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	9,007	8,999	9,243	8,743	7,962	8,098	7,556	7,628	7,427	3,300	3,462
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	2.95%	2.84%	2.62%	3.14%	2.80%	2.78%	2.68%	2.65%	2.62%	2.16%	2.64%



業績の推移

Business Results



■連結 Consolidated

(百万円・¥ Million)

Fiscal Years Ended March 31/Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03(※1)	Forecast		
						'20/12 予想(※1-2)	'20/03 2Q(※1)	'20/12 2Q(※1)
売上高 Net Sales	1,040,524	1,113,364	1,221,998	1,308,893	1,104,094	821,000	529,748	525,947
営業利益 Operating Income	30,093	53,989	53,021	49,247	51,377	35,000	24,992	26,865
経常利益 Recurring Income	30,507	57,841	57,865	51,436	58,824	37,500	25,689	28,725
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	20,500	12,591	16,261
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			
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			

※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 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 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. 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.

■参考データ Reference Data

Fiscal Years Ended March 31/Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	'20/03 2Q	'20/12 2Q
日経平均株価(円) ※3 The Nikkei Stock Average (yen)	16,759	18,909	21,454	21,206	18,917	21,756	23,185
20年国債 応募者利回り(%) ※4 Yield to Subscribers on Twenty-year JGB	0.43%	0.67%	0.54%	0.39%	0.25%	0.21%	0.41%

※3 「日経平均株価」は3月および9月最終営業日の日経平均株価。

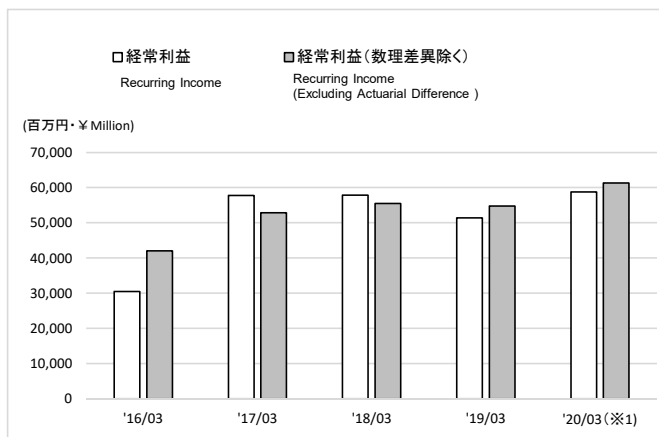
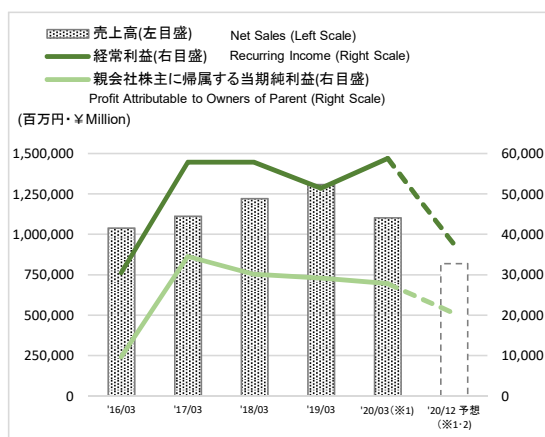
As of the last business day in each reporting period.

(出典) 財務省統計データほか

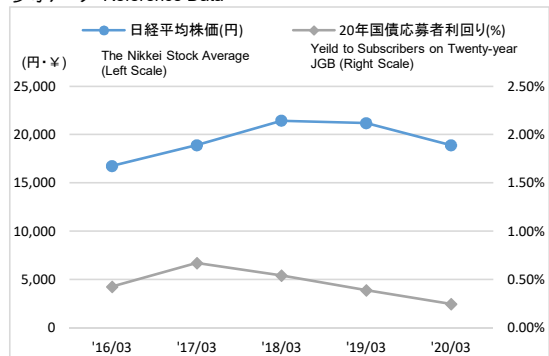
From Statistical data by Ministry of Finance Japan and others

※4 「20年国債応募者利回り」は、各期3月度および前期・今期9月度に発行された20年国債の応募者利回り。

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



参考データ Reference Data



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	Rate of change
		'20/03 2Q	'20/12 2Q	前年同期差	増減率
木材建材事業	Timber & Building Materials Business	116,928	94,451	△22,477	△19.2%
住宅・建築事業	Housing & Construction Business	233,665	208,560	△25,105	△10.7%
海外住宅・不動産事業	Overseas Housing & Real Estate Business	176,365	216,810	+40,446	+22.9%
資源環境事業	Environment & Resources Business	9,064	10,346	+1,282	+14.1%
その他事業	Other Bussinesses	11,333	11,833	+500	+4.4%
調整	Adjustment	△ 17,607	△ 16,054	+1,553	-
売上高	Net Sales	529,748	525,947	△3,801	△0.7%
売上総利益	Gross Profit	21.9% 115,957	22.3% 117,232	+1,275	+1.1%
販売費及び一般管理費	Selling, General and Administrative Expenses	90,965	90,368	△597	△0.7%
営業利益	Operating Income	4.7% 24,992	5.1% 26,865	+1,873	+7.5%
営業外収益	Other Income	3,194	3,989	+795	+24.9%
営業外費用	Other Expenses	2,497	2,128	△370	△14.8%
営業外損益	Other Income/Expenses	696	1,861	+1,164	+167.2%
木材建材事業	Timber & Building Materials Business	2.5% 2,885	1.8% 1,713	△1,172	△40.6%
住宅・建築事業	Housing & Construction Business	5.2% 12,206	1.7% 3,469	△8,738	△71.6%
海外住宅・不動産事業	Overseas Housing & Real Estate Business	6.2% 10,893	11.3% 24,599	+13,706	+125.8%
資源環境事業	Environment & Resources Business	19.5% 1,763	18.8% 1,940	+177	+10.0%
その他事業	Other Bussinesses	3.5% 402	△0.7% △ 78	△480	-
調整	Adjustment	△ 2,462	△ 2,917	△455	-
経常利益	Recurring Income	4.8% 25,689	5.5% 28,725	+3,037	+11.8%
特別利益	Special Gains	32	-	△32	-
特別損失	Special Losses	1,736	-	△1,736	-
特別損益	Special Gains/Losses	△ 1,704	-	+1,704	-
親会社株主に帰属する当期純利益	Profit Attributable to Owners of Parent	2.4% 12,591	3.1% 16,261	+3,670	+29.1%

連結損益計算書

Consolidated Statements of Income



(百万円・¥ Million)

	Fiscal Year Ended March 31	Fiscal Year Ending December 31	Reference 参考値	Year-on-year difference	Rate of change
	'20/03	Forecast '20/12 予想	20/03 3Q	前年同期差	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	326,000	344,790	△18,790	△5.4%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	399,360	335,000	280,204	+54,796	+19.6%
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	△ 25,000	△ 26,578	+1,578	-
売上高 Net Sales	1,104,094	821,000	802,741	+18,259	+2.3%
売上総利益 Gross Profit	22.0% 242,689	22.0% 181,000	21.9% 175,399	+5,601	+3.2%
販売費及び一般管理費 Selling, General and Administrative Expenses	191,312	146,000	137,136	+8,864	+6.5%
営業利益 Operating Income	4.7% 51,377	4.3% 35,000	4.8% 38,263	△3,263	△8.5%
営業外収益 Other Income	13,485	6,750	8,840	△2,090	△23.6%
営業外費用 Other Expenses	6,038	4,250	4,034	+216	+5.4%
営業外損益 Other Income/Expenses	7,447	2,500	4,806	△2,306	△48.0%
木材建材事業 Timber & Building Materials Business	2.7% 6,095	1.3% 2,000	3.0% 5,148	△3,148	△61.1%
住宅・建築事業 Housing & Construction Business	4.8% 22,570	2.1% 7,000	4.6% 15,740	△8,740	△55.5%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	8.6% 34,541	11.5% 38,500	8.2% 22,918	+15,582	+68.0%
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	0.0% 0	4.1% 705	△705	△100.0%
調整 Adjustment	△ 9,419	△ 11,500	△ 3,881	△7,619	-
経常利益 Recurring Income	5.3% 58,824	4.6% 37,500	5.4% 43,070	△5,570	△12.9%
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	2.5% 20,500	2.8% 22,614	△2,114	△9.3%
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	-	-	-	-

※ 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 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.

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.

財務指標

Financial Indices



■財務指標 Financial Analysis

Fiscal Years Ended March 31/Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03		'20/03 2Q	'20/12 2Q
自己資本利益率 Return on Equity (ROE)	4.0%	13.3%	10.3%	9.3%	8.8%		-	-
使用資本利益率 Return on Capital Employed (ROCE)	6.4%	11.0%	9.3%	7.3%	7.6%		-	-
総資産経常利益率 Return On Asset (ROA)	4.4%	7.7%	6.8%	5.5%	6.0%		-	-
自己資本比率 Equity Ratio	34.3%	34.6%	34.7%	32.8%	32.1%		32.8%	32.7%
D/Eレシオ Debt Equity Ratio	0.5	0.7	0.7	0.8	0.9		0.9	1.0

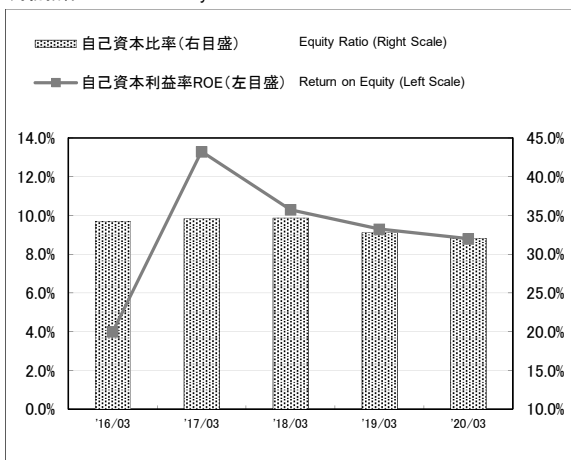
※9か月間の変則決算となる20/12期の予想は記載しておりません。

The forecast of FY 12/20, which is an irregular account settlement of 9 months, is not stated.

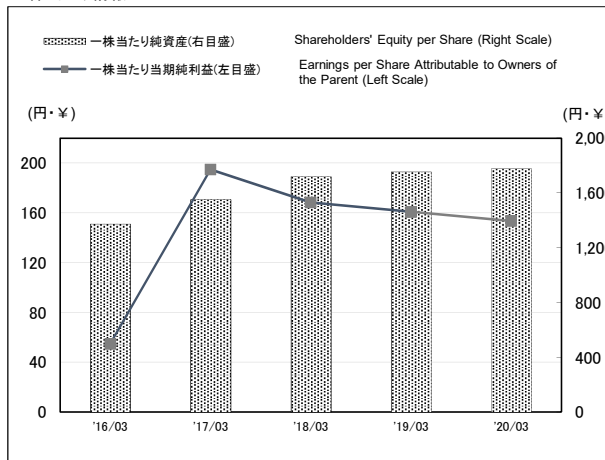
■一株当たり情報 Per Share Data

Fiscal Years Ended March 31/Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	Forecast	'20/03 2Q	'20/12 2Q
一株当たり当期純利益(円) Earnings per Share Attributable to Owners of the Parent (¥)	54.92	194.95	168.49	160.80	153.54	-	69.41	89.62
株価収益率 Price Earnings Ratio (PER)	23.5	8.7	10.1	9.6	9.0	-	-	-
一株当たり純資産(円) Shareholders' Equity per Share (¥)	1,374.47	1,552.04	1,719.05	1,755.06	1,777.57	-	1,732.15	1,876.88
株価純資産倍率 Price Book-value Ratio (PBR)	0.9	1.1	1.0	0.9	0.8	-	0.8	0.9
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)	24.00 (12.00)	35.00 (15.00)	40.00 (20.00)	40.00 (20.00)	40.00 (20.00)	30.00 (10.00)		
配当性向 Dividend payout ratio	43.7%	18.0%	23.7%	24.9%	26.1%	26.6%		

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/Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
現金及び預金 Cash and Deposits	83,499	111,506	105,865	82,421	92,774	111,966
受取手形及び売掛金 Notes and Accounts Receivable-Trade	121,415	119,274	127,387	135,636	123,030	108,750
完成工事未収入金 Accounts Receivable-Contract	5,723	4,180	8,255	9,601	34,766	37,244
有価証券 Marketable Securities	34,000	6,500	5,010	5,304	3,658	204
商品・製品等 Finished Goods, Logs and Lumber, Boards, Others	26,105	24,013	26,474	30,070	28,391	24,893
未成工事支出金 Construction Projects in Progress	23,906	23,934	25,322	26,945	14,164	15,104
販売用不動産 Real Estate for Sale	43,239	48,291	55,751	63,736	66,734	60,934
仕掛販売用不動産 Real Estate for Sale in Process	56,371	80,389	138,457	173,472	185,405	202,520
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	30,375
未収入金 Other Receivables	46,963	45,902	41,722	45,967	46,377	45,131
その他 Others	12,004	13,551	16,191	16,756	20,845	22,285
貸倒引当金 Allowance for Doubtful Accounts	△842	△438	△343	△355	△545	△473
流動資産 Current Assets	491,469	514,390	565,570	609,820	636,059	658,935
有形固定資産 Tangible Fixed Assets	108,700	145,798	153,113	170,000	179,446	180,577
無形固定資産 Intangible Fixed Assets	18,445	23,486	29,071	26,551	22,474	19,905
繰延税金資産 Deferred Tax Assets	5,022	3,276	5,248	4,945	5,983	6,661
投資その他の資産 Investments and Other Assets	91,704	110,686	151,366	164,605	166,789	183,536
固定資産 Non-Current Assets	218,849	279,970	333,550	361,156	368,709	384,018
資産合計 Total Assets	710,318	794,360	899,120	970,976	1,004,768	1,042,953

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/Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
支払手形及び買掛金 Notes and Accounts Payable-Trade	107,651	111,281	111,587	118,547	109,179	98,321
工事未払金 Accounts Payable-Contract	68,793	71,211	70,266	75,595	83,281	74,201
短期借入金 Short-term Debt (Bank Loans)	27,586	37,108	40,490	61,506	39,403	46,373
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	-	-	-	-	-	20,000
未払法人税等 Accrued Income Taxes	7,572	5,511	4,830	4,902	4,862	3,003
未成工事受入金 Advances Received from Customers	48,627	48,249	50,242	52,198	35,224	35,084
賞与引当金 Provision for Bonuses	11,003	11,285	11,854	14,496	15,480	15,090
完成工事補償引当金 Warranty Reserve for Completed Construction	2,770	3,849	3,595	3,733	5,388	5,434
その他 Others	34,251	35,511	43,200	42,795	70,073	58,832
流動負債 Current Liabilities	313,254	324,004	356,064	373,772	362,892	356,338
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	10,060
長期借入金 Long-term Debt (Bank Loans)	62,115	81,818	84,374	102,269	120,537	141,236
繰延税金負債 Deferred Tax Liabilities	5,022	11,695	13,904	11,474	6,262	10,185
退職給付に係る負債 Liability for Retirement Benefits	23,718	18,732	16,723	19,822	22,574	22,912
その他 Others	20,952	22,254	32,416	30,059	35,369	39,487
固定負債 Long-term Liabilities	131,807	174,499	197,417	243,714	284,811	313,880
負債合計 Total Liabilities	445,061	498,503	553,481	617,486	647,704	670,219
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	21,307
利益剰余金 Retained Earnings	166,762	196,511	219,562	241,427	255,545	271,103
自己株式 Treasury Stock	△278	△280	△2,333	△2,337	△2,339	△2,339
株主資本合計 Total Shareholders' Equity	221,028	242,541	273,538	294,088	307,282	322,874
その他有価証券評価差額金 Unrealized Gain on Available-for-Sale Securities	16,270	25,896	33,258	25,196	16,842	25,793
繰延ヘッジ損益 Deferred Gains or Losses on Hedges	△58	△80	△221	752	2,531	2,429
為替換算調整勘定 Translation Adjustments	6,497	6,874	5,053	△1,733	△4,240	△10,625
退職給付に係る調整累計額 Retirement Benefits Liability Adjustments	△276	△320	9	17	82	91
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	17,688
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	32,053
純資産合計 Total Net Assets	265,257	295,857	345,639	353,489	357,064	372,734
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	1,042,953

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/ Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	'20/03 2Q	'20/12 2Q
営業活動によるキャッシュ・フロー Cash Flows from Operating Activities	45,705	40,337	13,732	40,689	45,724	Δ8,132	19,224
有形固定資産の取得／売却 Tangible Fixed Assets	Δ16,235	Δ44,466	Δ11,552	Δ18,620	Δ19,182	Δ9,311	Δ 15,257
無形固定資産の取得／売却 Intangible Fixed Assets	Δ1,997	Δ2,556	Δ2,183	Δ2,839	Δ3,156	Δ1,235	Δ 1,178
投資有価証券の取得／売却 Investment Securities	Δ9,557	Δ3,608	Δ39,203	Δ4,655	Δ15,804	Δ6,605	Δ 5,108
その他 Others	17,817	Δ11,720	6,688	Δ45,544	Δ731	Δ94	1,300
投資活動によるキャッシュ・フロー Cash Flows from Investment Activities	Δ9,972	Δ62,350	Δ46,250	Δ71,659	Δ38,874	Δ17,246	Δ 20,242
短期借入金純増減額 Short-term Debt	5,893	12,774	3,973	8,817	Δ17,153	Δ8,720	Δ 22,026
コマーシャル・ペーパー純増減額 Commercial papers	-	-	-	-	-	-	20,000
長期借入金純増減額 Long-term Debt	4,750	10,604	Δ7,105	15,141	17,100	15,743	28,770
社債純増減額 Bonds	-	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	-	-	-	Δ9,800	-	-	-
配当金の支払額 Dividends Paid	Δ4,251	Δ4,782	Δ7,085	Δ7,295	Δ7,297	Δ3,648	Δ 3,649
その他 Others	Δ4,578	Δ19,329	5,373	Δ15,341	Δ11,508	Δ6,104	Δ 7,426
財務活動によるキャッシュ・フロー Cash Flows from Financing Activities	1,813	14,267	25,156	11,523	1,142	Δ2,730	15,669
現金及び現金同等物に係る換算差額 Effect of Exchange Rate Changes	423	Δ811	Δ307	Δ1,007	Δ528	Δ740	317
現金及び現金同等物の増減額 Net Increase(Decrease) in Cash and Cash Equivalents	37,969	Δ8,558	Δ7,670	Δ20,453	7,463	Δ28,848	14,968
現金及び現金同等物の期首残高 Cash and Cash Equivalents at the Beginning of the Year	103,296	141,265	132,707	125,555	105,102	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 Increase (decrease) in cash and cash equivalents due to change in scope of consolidation	-	-	518	-	-	-	-
決算期変更に伴う現金及び現金同等物の増減額 Increase (decrease) in cash and cash equivalents due to change in fiscal year end	-	-	-	-	-	-	13,170
現金及び現金同等物の期末残高 Cash and Cash Equivalents at the End of the Year	141,265	132,707	125,555	105,102	112,565	76,254	140,703

設備投資

Capital Expenditures



■資本的支出 Capital Investment

(百万円・¥ Million)

Fiscal Years Ended March 31/ Ending December 31	'16/03	'17/03	'18/03	'19/03	'20/03	Forecast '20/12予想	'20/03 2Q	'20/12 2Q
有形固定資産 Tangible Fixed Assets	18,042	50,940	17,079	16,925	32,473	18,789	11,358	13,615
無形固定資産 ※ Intangible Fixed Assets	2,006	2,839	2,171	3,439	4,028	3,305	1,322	1,411
その他 Others	400	349	1,302	850	1,402	2,008	750	1,641
合計 Total	20,448	54,128	20,552	21,214	37,903	24,103	13,430	16,667
減価償却費 Depreciation	11,753	12,887	13,727	13,696	14,388	11,418	6,758	7,603

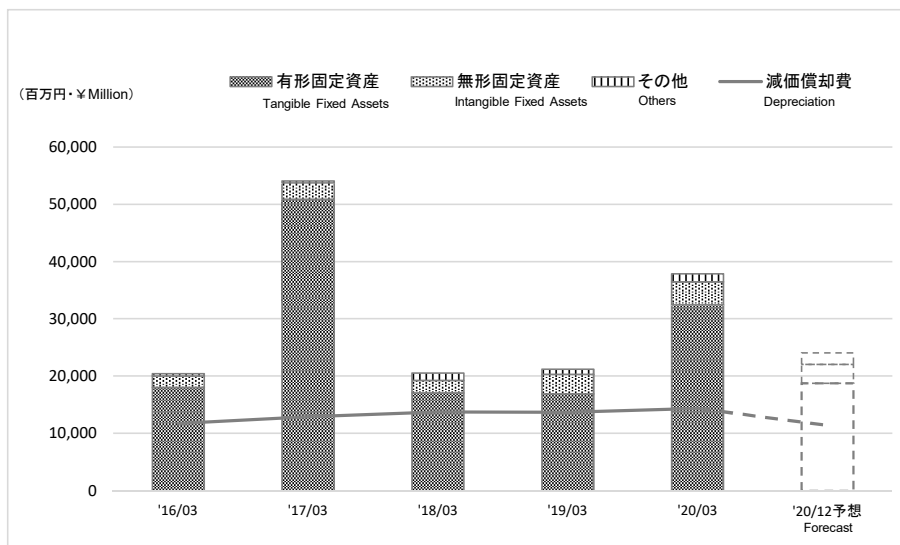
※資本的支出にはリースが含まれております。

Figures of Capital Investment include Finance Leases.

※無形固定資産には、ソフトウェアや借地権等が含まれております。

Intangible Fixed Assets include software and leasehold rights, etc.

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	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. ※8	100.0%	'20/3 2Q (4-9月)	16,575	210	231	143	16,865	2,057
(本社所在地・Head Office) (セグメント・Segment) (愛知県名古屋市長・Nagoya-shi, Aichi)		'20/03(4-3月)	33,119	450	503	396	17,044	2,330
(木材建材事業・Timber & Building Materials Business)		'20/12 2Q(4-9月)	13,910	△60	3	△3	16,941	2,328
		'20/12 予想 (4-12月) Forecast	21,400	△180	△100	△120	-	-
住友林業レジデンシャル㈱ Sumitomo Forestry Residential Co., Ltd.	100.0%	'20/3 2Q (4-9月)	14,388	867	867	611	12,530	4,645
(東京都新宿区・Shinjuku-ku, Tokyo)		'20/03 (4-3月)	29,357	1,702	1,702	1,185	13,443	5,219
(住宅・建築事業・Housing & Construction Business)		'20/12 2Q(4-9月)	14,702	811	809	569	12,624	4,603
		'20/12 予想 (4-12月) Forecast	22,400	1,160	1,120	780	-	-
住友林業ホームサービス㈱ Sumitomo Forestry Home Service Co., Ltd.	100.0%	'20/3 2Q (4-9月)	3,843	284	282	188	4,648	936
(東京都新宿区・Shinjuku-ku, Tokyo)		'20/03(4-3月)	8,107	710	698	470	4,671	1,218
(住宅・建築事業・Housing & Construction Business)		'20/12 2Q(4-9月)	3,282	△239	△244	△174	4,438	573
		'20/12 予想 (4-12月) Forecast	5,300	△340	△350	△250	-	-
住友林業緑化㈱ Sumitomo Forestry Landscaping Co., Ltd. ※8	100.0%	'20/3 2Q (4-9月)	11,848	320	346	232	11,589	3,443
(東京都中野区・Nakano-ku, Tokyo)		'20/03(4-3月)	27,599	1,126	1,168	797	14,143	4,007
(住宅・建築事業・Housing & Construction Business)		'20/12 2Q(4-9月)	11,526	63	76	49	11,923	3,260
		'20/12 予想 (4-12月) Forecast	16,700	△250	△230	△180	-	-
住友林業ホームテック㈱ Sumitomo Forestry Home Tech Co., Ltd. ※8	100.0%	'20/03 2Q (4-9月)	38,688	2,122	2,130	1,383	25,183	2,394
(東京都千代田区・Chiyoda-ku, Tokyo)		'20/03(4-3月)	70,226	2,268	2,297	364	23,515	1,374
(住宅・建築事業・Housing & Construction Business)		'20/12 2Q(4-9月)	25,773	△980	△921	△611	20,043	399
		'20/12 予想 (4-12月) Forecast	42,000	△1,650	△1,700	△1,190	-	-
PT.Kutai Timber Indonesia ※2※7	99.9%	'19/12 2Q (1-6月)	6,229	△ 76	△ 129	△96	9,427	4,189
(Probolinggo, Indonesia)		'19/12 (1-12月)	12,472	224	193	153	9,686	4,425
(木材建材事業・Timber & Building Materials Business)		'20/12 2Q (4-9月)	4,213	△ 157	△ 206	△161	8,781	4,111
		'20/12 予想 (4-12月) Forecast	6,700	△90	△160	△130	-	-
Nelson Pine Industries Ltd. ※4 ※7	(100.0%)	'19/12 2Q (1-6月)	7,715	523	534	368	11,469	9,538
(Richmond, Nelson, New Zealand)		'19/12 (1-12月)	14,841	669	740	501	11,220	9,446
(木材建材事業・Timber & Building Materials Business)		'20/12 2Q (4-9月)	6,158	582	584	421	11,291	9,499
		'20/12 予想 (4-12月) Forecast	8,800	580	580	410	-	-
米国住宅会社 Housing Business in U.S. ※2 ※5 ※7		'19/12 2Q (1-6月)	134,779	15,055	14,815	14,714	179,586	83,707
(海外住宅・不動産事業・ Overseas Housing & Real Estate Business)		'19/12 (1-12月)	303,968	36,440	35,876	35,675	189,311	95,432
		'20/12 2Q (4-9月)	170,584	24,623	24,852	24,708	205,455	103,738
		'20/12 予想 (4-12月) Forecast	268,600	37,580	37,700	37,480	-	-
豪州住宅会社 Housing Business in Australia ※3 ※6 ※7		'19/12 2Q (1-6月)	33,247	1,070	1,163	1,039	39,521	26,472
(海外住宅・不動産事業・ Overseas Housing & Real Estate Business)		'19/12 (1-12月)	72,271	2,656	2,944	2,589	41,424	26,894
		'20/12 2Q (4-9月)	36,760	1,709	1,531	1,329	43,263	26,092
		'20/12 予想 (4-12月) Forecast	54,500	2,220	1,950	1,740	-	-
Crescent Communities ※2 ※7	(100.0%)	'19/12 2Q (1-6月)	3,967	△471	△787	△799	43,658	27,422
(Charlotte, North Carolina, U.S.)		'19/12 (1-12月)	12,972	△1,387	3,747	2,933	40,666	30,999
(海外住宅・不動産事業・ Overseas Housing & Real Estate Business)		'20/12 2Q (4-9月)	2,527	△1,216	△1,683	△1,689	41,178	26,582
		'20/12 予想 (4-12月) Forecast	5,000	△1,200	△390	△410	-	-

※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。The following exchange rates were used to convert into yen the income statements of overseas group companies.

※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 海外関係会社の2020年12月期の損益予想は連結損益計算書の対象となる9ヵ月分を記載しております。The forecast of FY 12/20 is the nine-month period from April 1, 2020 to December 31, 2020.

※8 一部の会社の数値(実績)には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、住友林業緑化㈱ 20/3期 △74百万円、住友林業ホームテック㈱ 20/3期 △62百万円)

(Sumitomo Forestry Crest Co., Ltd. 20/3 -142 Million Yen, Sumitomo Forestry Landscaping Co., Ltd. 20/3 -74 Million Yen, Sumitomo Forestry Home Tech Co., Ltd. 20/3 -62 Million Yen)

	USD※2	AUD※3	NZD※4
'19/12 2Q (1-6月)	110.05	77.71	73.93
'19/12 (1-12月)	109.01	75.80	71.86
'20/12 2Q (4-9月)	106.82	73.29	68.35
'20/12 予想 (4-12月) Forecast	105.00	71.00	67.00

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

Balance of Real Estate(Land/Building) for Sale at the end of the fiscal year	(百万円・¥ Million)				
	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
米国計 Total USA	80,822	141,030	181,289	189,899	201,523
豪州計 Total Australia	19,479	25,201	23,790	21,903	21,818
日本計 Total Japan	27,704	27,977	32,129	40,338	40,114
合計 Total	128,005	194,208	237,208	252,139	263,454

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

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 March 31/Ending December 31

	'17/03	'18/03	'19/03	'20/03	Forecast '20/12予想	参考値 Reference		'20/03 2Q	'20/12 2Q	Year-on-year 前年同期比
						'20/03 3Q	Year-on-year 前年同期比			
売上高 ※1 Net Sales	64,680	66,274	70,317	70,226	42,000	54,400	△22.8%	38,688	25,773	△33.4%
完工高 Amount of Construction Completed	61,245	62,700	66,720	66,982	40,000	51,990	△23.1%	37,072	24,315	△34.4%
その他 ※2 Others	3,435	3,574	3,598	3,244	2,000	2,410	△17.0%	1,616	1,459	△9.8%
経常利益 Recurring Income	2,240	2,913	3,229	2,297	△ 1,700	2,079	-	2,130	△ 921	-

※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	37,300	46,910	△20.5%	32,618	23,719	△27.3%
受注残 Backlog of Orders Received at Term End	26,164	26,779	33,721	24,710	22,080	25,929	△14.8%	26,572	24,099	△9.3%
住友林業OB比率 ※3 (受注金額ベース)	50%	52%	48%	51%	58%	-	-			

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

海外住宅事業の状況

The State of Overseas Housing Business



■販売の推移 Change in Sales volumes

Fiscal Years Ended/Ending December 31						(戸/Unit)			
	'16/12	'17/12	'18/12	'19/12	Forecast '20/1-12 予想	'20/12 (9 months)		Year-on-year 前年同期間比	
						Result '19/4-12	Forecast '20/4-12 予想		
米国計 Total USA	4,686	6,380	7,073	7,973	8,900	6,499	7,187	+10.6%	
豪州計 Total Australia	2,512	2,843	2,645	2,417	2,700	1,907	2,157	+13.2%	
合計 Total	7,198	9,223	9,718	10,390	11,600	8,406	9,344	+11.2%	

	Result 9 months			Result 6 months		
	'19/1-9	'20/1-9	Year-on-year 前年同期間比	('19/1-6) '19/12 2Q	(20/4-9) '20/12 2Q	Year-on-year 前年同期比
米国計 Total USA	5,584	6,197	+11.0%	3,506	4,484	+27.9%
豪州計 Total Australia	1,716	1,945	+13.4%	1,109	1,404	+26.5%
合計 Total	7,300	8,142	+11.5%	4,615	5,888	+27.6%

米国住宅会社 Housing Business in U.S.

Fiscal Years Ended/Ending December 31

	'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

Fiscal Years Ended/Ending December 31

	'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

■ 受注の推移 Change in Orders

(棟・戸/Unit 百万円/¥ Million)

		Fiscal Years Ended March 31/Ending December 31					参考値 Reference					
		'17/03	'18/03	'19/03	'20/03	Forecast 20/12予想	'20/03 3Q	Year-on-year 前年同期比	'20/03 2Q	'20/12 2Q	Year-on-year 前年同期比	
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	288,458	290,326	343,204	289,342	212,000	205,655	+3.1%	142,504	152,646	+7.1%	
	棟数 Unit	7,427	7,608	8,513	7,726	5,500	5,507	△0.1%	3,900	3,993	+2.4%	
	単価 Price per unit	34.2	33.6	35.3	34.6	34.7	34.6	-	34.2	34.7	-	
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	38.4	37.8	37.8	36.9	-	-	-	36.8	36.7	△0.3%	
賃貸住宅 Apartment	金額 Amount	22,540	17,195	20,872	18,294	9,000	11,798	△23.7%	6,973	6,288	△9.8%	
	戸数 Unit	1,519	948	1,071	966	500	595	△16.0%	351	294	△16.2%	
その他請負 Other Contracts	金額 Amount	2,826	1,715	5,234	1,634	1,300	1,109	+17.3%	1,025	445	△56.5%	

※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					参考値 Reference					
		'17/03	'18/03	'19/03	'20/03	Forecast 20/12予想	'20/03 3Q	Year-on-year 前年同期比	'20/03 2Q	'20/12 2Q	Year-on-year 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	257,158	257,733	△0.2%	271,460	272,474	+0.4%	
賃貸住宅 ※1 Apartment	金額 Amount	28,566	25,647	28,699	27,942	23,942	27,502	△12.9%	26,909	26,887	△0.1%	
その他請負 Other Contracts	金額 Amount	1,795	517	4,100	1,838	1,838	2,783	△33.9%	3,765	1,619	△57.0%	

※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

(百万円・¥ Million)

Fiscal Years Ended March 31/Ending December 31						参考値 Reference				
	'17/03	'18/03	'19/03	'20/03	Forecast '20/12予想	Year-on-year		'20/03 2Q	'20/12 2Q	Year-on-year 前年同期比
						'20/03 3Q	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%	153,860	141,330	△8.1%
賃貸住宅 ※1 Apartment	22,125	20,114	17,821	17,957	13,000	11,805	+10.1%	7,669	7,343	△4.2%
その他請負 Other Contracts	3,779	2,993	1,652	3,895	1,300	2,425	△46.4%	1,360	664	△51.1%
戸建分譲住宅 Spec Homes	11,206	12,360	11,929	13,979	13,400	8,685	+54.3%	6,260	7,849	+25.4%
注文住宅用土地 Land for Custom-built Detached Houses	5,731	6,689	6,277	7,904	6,000	4,669	+28.5%	2,767	4,047	+46.2%
リノベーション事業 Existing Home Renovation	4,404	3,094	1,982	1,327	800	1,025	△21.9%	718	460	△35.9%
その他 ※1 ※2 Others	8,541	7,630	8,341	5,860	3,500	4,379	△20.1%	3,036	1,704	△43.9%
売上高合計 Total sales	362,093	341,462	339,923	361,921	254,000	261,266	△2.8%	175,669	163,397	△7.0%
売上総利益 Gross profit	92,141	84,048	82,343	84,947	58,300	61,442	△5.1%	41,489	36,918	△11.0%
利益率 Profit Ratio	25.4%	24.6%	24.2%	23.5%	23.0%	23.5%	-	23.6%	22.6%	-

※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)

(百万円/¥ Million)

Fiscal Years Ended March 31/Ending December 31						参考値 Reference					
	'17/03	'18/03	'19/03	'20/03	Forecast '20/12予想	Year-on-year		'20/03 2Q	'20/12 2Q	Year-on-year 前年同期比	
						'20/03 3Q	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%	3,300	3,462	+4.9%
	単価(百万円)※2 Price per unit(¥ Million)	37.8	38.2	38.3	39.0	39.6	38.9	-	38.8	39.3	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.8	39.1	38.6	38.5	-	-	-	38.7	37.9	-
賃貸住宅 ※1 Apartment	戸数 Unit	1,551	1,353	1,074	959	390	405	△3.7%	301	312	+3.7%
戸建分譲住宅 ※1 Spec Homes	棟数 Unit	292	308	272	311	270	186	+45.2%	133	163	+22.6%

※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.

戸建注文住宅 参考指標

Reference Data of Custom-built Detached House



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

Fiscal Years Ended March 31/Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
<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%	77.4%
建替比率 Percentage of Rebuilding	37.0%	34.9%	35.3%	33.1%	29.3%	22.6%
<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	131
1坪当たり工期(日) Construction Period per Tsubo(≒3.3m ²) (Days)	2.8	2.9	3.0	3.1	3.2	3.5

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

Fiscal Years Ended March 31/Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
<受注ベース Contract Base>						
平屋 One-story house	18%	23%	26%	28%	31%	30%
2階建 Two-story house	78%	73%	70%	68%	66%	67%
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%	29%
2階建 Two-story house	80%	77%	73%	70%	68%	67%
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/Ending December 31		'16/03	'17/03	'18/03	'19/03	'20/03		'20/12 2Q
北海道・東北圏	Hokkaido and Tohoku Areas	8%	7%	6%	6%	6%		7%
首都圏	Tokyo Metropolitan Area	33%	32%	33%	32%	32%		32%
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	Forecast	'20/12 2Q
							'20/12 予想	
営業社員数	Number of Sales Staff	1,391	1,408	1,458	1,550	1,553	1,584	1,607
営業拠点数	Number of Sales Offices	94	94	94	92	93	92	92
	(内、支社・支店数)	(62)	(61)	(62)	(65)	(65)	(65)	(65)
	(of which number of Branch)							
展示場数	Number of Housing Model Houses	289	291	291	294	283	284	284

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/Ending December 31

		'16/03	'17/03	'18/03	'19/03	'20/03	'20/03 2Q	'20/12 2Q		
木材 Timber	チップ Chips	4,360	4,714	5,680	5,567	4,267	3,109	1,095		
	原木 Logs	国内 Domestic	1,602	1,138	1,988	2,617	1,715	1,240	1,074	
		輸入 Imported	4,910	4,711	5,372	6,807	8,135	3,591	3,794	
			6,512	5,849	7,360	9,423	9,850	4,831	4,868	
	製材品 Lumber	国内 Domestic	25,966	26,628	25,250	25,983	27,887	13,858	12,566	
		輸入 Imported	37,918	35,280	36,596	39,821	34,477	18,887	15,177	
			63,884	61,907	61,846	65,804	62,364	32,745	27,744	
			74,756	72,470	74,885	80,794	76,482	40,685	33,707	
	建材 Building Materials	パネル Wooden Board	国内 Domestic	21,374	21,768	22,433	24,338	23,842	12,058	10,203
			輸入 Imported	47,551	39,137	42,352	51,036	41,239	21,140	16,237
		68,925	60,905	64,786	75,374	65,080	33,198	26,440		
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	20,490	18,232	
		窯業建材 Ceramic Construction Materials	63,292	66,244	67,051	69,773	73,057	35,798	33,344	
		金属建材 Metal Construction Materials	22,984	22,204	22,319	25,403	25,633	13,212	11,625	
		住宅機器 Housing Equipment	44,798	45,017	44,682	44,523	47,029	22,867	19,822	
		その他 Others	4,272	4,229	4,667	2,167	2,556	1,265	1,059	
		178,669	181,928	182,160	183,137	189,562	93,632	84,081		
イノス INOS Group		2,432	2,315	2,156	1,917	1,913	989	765		
その他 Others		29,293	32,170	33,920	37,247	39,161	19,452	17,704		
		279,320	277,318	283,021	297,675	295,716	147,271	128,990		
木材・建材計 Total - Timber and Building Materials		354,076	349,788	357,906	378,469	372,198	187,957	162,697		

※「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。

The result of FY3/20 is not applying the Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) and does not include the impact of presentation in net revenue amount for agency transactions.

連結人員構成表

Number of Employees (Consolidated)



■人数 Number of Employees

Fiscal Years Ended March 31/Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
木材建材事業(※1)(※3) Timber & Building Materials Business	1,709	1,752	6,313	6,699	6,258	6,187
住宅・建築事業(※1) Housing & Construction Business	7,905	8,052	8,280	8,660	8,853	9,236
海外住宅・不動産事業(※1)(※3) Overseas Housing & Real Estate Business	6,289	6,809	1,941	2,151	2,485	2,519
資源環境事業(※2) Environment & Resources Business	-	-	-	271	289	291
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	346
合計 Total	17,001	17,802	18,195	19,159	19,332	19,738
海外 Overseas	6,599	7,133	6,815	7,393	7,307	7,222

■構成比 Composition ratio

Fiscal Years Ended March 31/Ending December 31

	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
木材建材事業(※1)(※3) Timber & Building Materials Business	10.1%	9.8%	34.7%	35.0%	32.4%	31.3%
住宅・建築事業(※1) Housing & Construction Business	46.5%	45.2%	45.5%	45.2%	45.8%	46.8%
海外住宅・不動産事業(※1)(※3) Overseas Housing & Real Estate Business	37.0%	38.2%	10.7%	11.2%	12.9%	12.8%
資源環境事業(※2) Environment & Resources Business	-	-	-	1.4%	1.5%	1.5%
その他事業 Other Bussinesses	4.6%	4.8%	7.2%	5.6%	5.8%	5.9%
調整(本社管理部門等) Adjustment(Administrative Division, etc.)	1.9%	1.8%	1.9%	1.6%	1.7%	1.8%
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%	36.6%

※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 '19/03 as follows: (1) from "Housing" to "Housing & Construction" and (2) from "Overseas" to "Overseas Housing & Real Estate."

The Overseas Manufacturing Business (previously included in the Overseas Business) was also reclassified as part of the Timber & 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 & Resources Business has been separated from Other Bussinesses since the beginning of '20/03.

※3 2017年3月期以前の人員、構成比は旧セグメントによる実績です。

Number of Employees and Composition ratio for the year ended March 31, 2017 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/Ending December 31

	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
金融機関 Financial Institutions	61,920	66,131	73,124	70,397	72,077	73,120	74,293
その他法人 Other Companies	41,673	41,352	41,208	46,584	42,366	42,298	40,476
外国人 Foreigners	47,997	46,068	40,378	42,744	45,436	45,376	45,891
個人その他 Individuals and Others	23,941	21,845	21,012	20,627	20,569	20,684	20,776
その他 Others	1,769	1,909	1,586	2,158	2,250	1,274	1,343
合計 Total	177,300	177,304	177,308	182,510	182,699	182,752	182,778

■ 構成比 Composition ratio

Fiscal Years Ended March 31/Ending December 31

	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 2Q
金融機関 Financial Institutions	34.9%	37.3%	41.2%	38.6%	39.5%	40.0%	40.6%
その他法人 Other Companies	23.5%	23.3%	23.2%	25.5%	23.2%	23.1%	22.1%
外国人 Foreigners	27.1%	26.0%	22.8%	23.4%	24.9%	24.8%	25.1%
個人その他 Individuals and Others	13.5%	12.3%	11.9%	11.3%	11.3%	11.3%	11.4%
その他 Others	1.0%	1.1%	0.9%	1.2%	1.2%	0.7%	0.7%
合計 Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

