

Second Quarter of the Fiscal Year Ending December 31, 2021

# Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

August 10, 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.

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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

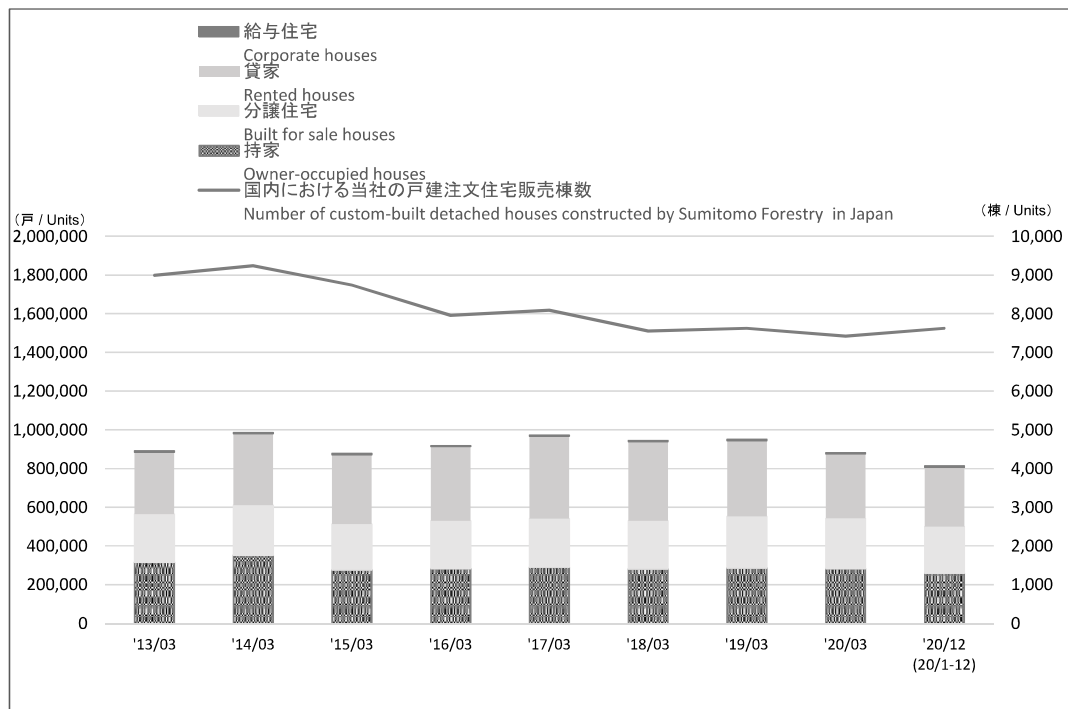
Fiscal Years Ended March 31, December 31/ Ending December 31

	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (20/1-12)	(戸 / Units)	
										Interim of Fiscal Year	
										'20/12 2Q (20/4-9)	'21/12 2Q (21/1-6)
持家 Owner-occupied houses	316,532	352,841	278,221	284,441	291,783	282,111	287,710	283,338	261,088	131,325	133,845
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	122,954	122,097
貸家 Rented houses	320,891	369,993	358,340	383,678	427,275	410,355	390,093	334,509	306,753	156,506	153,296
給与住宅 Corporate houses	5,919	5,272	7,867	5,832	5,793	5,435	7,958	6,108	7,231	3,254	2,772
合計 Total	893,002	987,254	880,470	920,537	974,137	946,396	952,936	883,687	815,340	414,039	412,010

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

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

	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'20/12 (20/1-12)	(棟 / Units)	
										Interim of Fiscal Year	
										'20/12 2Q (20/4-9)	'21/12 2Q (21/1-6)
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	3,462	3,848
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%	2.64%	2.87%



# 業績および財務指標の推移

## Business Results and Financial Indicators



### ■ 連結業績 Consolidated Business Results

(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31 / Ending December 31	'17/03	'18/03	'19/03	'20/03※1	'20/12 (9M) ※2,3	Forecast	Interim of Fiscal Year	
						'21/12 予想	'20/12 2Q	'21/12 2Q
売上高 Net sales	1,113,364	1,221,998	1,308,893	1,104,094	839,881	1,310,000	525,947	632,875
営業利益 Operating income	53,989	53,021	49,247	51,377	47,462	88,000	26,865	48,348
経常利益 Recurring income	57,841	57,865	51,436	58,824	51,293	100,000	28,725	51,848
親会社株主に帰属する当期純利益 Net income attributable to shareholders of parent	34,532	30,135	29,160	27,853	30,398	60,000	16,261	29,192
退職給付に係る数理差異 Actuarial difference regarding employees' retirement benefit obligation	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)	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.

※3 9M : 9months

### ■ 参考データ Reference Data

Fiscal Years Ended March 31, December 31 / Ending December 31	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	Interim of Fiscal Year	
						'20/12 2Q	'21/12 2Q
日経平均株価(円) ※1 The Nikkei Stock Average (yen)	18,909	21,454	21,206	18,917	27,444	23,185	28,792
20年国債 応募者利回り(%) ※2 Yield to subscribers on twenty-year JGB	0.67%	0.54%	0.39%	0.25%	0.37%	0.41%	0.43%

※1 「日経平均株価」は各年度および第2四半期末の最終営業日の日経平均株価。

As of the last business day in each fiscal year and second quarter of the fiscal year

※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) 財務省統計データほか

From Statistical data by Ministry of Finance Japan and others

### ■ 財務指標 Financial Indicators

Fiscal Years Ended March 31, December 31 / Ending December 31	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)※	forecast	Interim of Fiscal Year	
						'21/12 予想	'20/12 2Q	'21/12 2Q
自己資本利益率 Return on equity (ROE)	13.3%	10.3%	9.3%	8.8%	8.8%	14.7%	-	-
使用資本利益率 Return on capital employed (ROCE)	11.0%	9.3%	7.3%	7.6%	6.1%	10.2%	-	-
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%	37.1%	32.7%	34.5%
D/Eレシオ Debt equity ratio	0.7	0.7	0.8	0.9	0.9	-	1.0	0.9

※ 9M : 9months

### ■ 一株当たり情報 Per Share Data

Fiscal Years Ended March 31, December 31 / Ending December 31	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)※	forecast	Interim of Fiscal Year	
						'21/12 予想	'20/12 2Q	'21/12 2Q
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	316.70	89.62	160.87
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	2,396.33	1,876.88	2,247.36
株価純資産倍率 Price book-value ratio (PBR)	1.1	1.0	0.9	0.8	1.1	-	0.9	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)	35.00 (15.00)	40.00 (20.00)	40.00 (20.00)	40.00 (20.00)	35.00 (10.00)	70.00 (35.00)		
配当性向 Dividend payout ratio	18.0%	23.7%	24.9%	26.1%	20.9%	22.1%		

※ 9M : 9months

# 連結損益計算書:実績

## Consolidated Statements of Income: Results



(百万円/¥ Million)

Fiscal Years Ended/ Ending December 31		'20/12 2Q (20/4-9) ※	'21/12 2Q (21/1-6)	Year-on-year 前年同期差	Rate of change 増減率	
木材建材事業 Timber & Building Materials Business		94,451	98,401	+3,950	+4.2%	
住宅・建築事業 Housing & Construction Business		208,560	247,216	+38,656	+18.5%	
海外住宅・不動産事業 Overseas Housing & Real Estate Business		216,810	279,814	+63,003	+29.1%	
資源環境事業 Environment & Resources Business		10,346	11,118	+772	+7.5%	
その他事業 Other Bussinesses		11,833	12,068	+235	+2.0%	
調整 Adjustment		△ 16,054	△ 15,742	+312	-	
売上高 Net Sales		525,947	632,875	+106,928	+20.3%	
売上総利益 Gross Profit	22.3%	117,232	23.2%	146,738	+29,506	+25.2%
販売費及び一般管理費 Selling, General and Administrative Expenses		90,368	98,391	+8,023	+8.9%	
営業利益 Operating Income	5.1%	26,865	7.6%	48,348	+21,483	+80.0%
営業外収益 Non-operating income		3,989	5,785	+1,797	+45.0%	
営業外費用 Non-operating expenses		2,128	2,285	+157	+7.4%	
営業外損益 Non-operating Income / Expenses		1,861	3,500	+1,640	+88.1%	
木材建材事業 Timber & Building Materials Business	1.8%	1,713	2.9%	2,870	+1,157	+67.6%
住宅・建築事業 Housing & Construction Business	1.7%	3,469	4.6%	11,259	+7,791	+224.6%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	11.3%	24,599	12.9%	36,059	+11,460	+46.6%
資源環境事業 Environment & Resources Business	18.8%	1,940	18.2%	2,019	+79	+4.1%
その他事業 Other Bussinesses	△0.7%	△ 78	11.5%	1,386	+1,464	-
調整 Adjustment		△ 2,917	△ 1,745	+1,172	-	
経常利益 Recurring Income	5.5%	28,725	8.2%	51,848	+23,122	+80.5%
特別利益 Extraordinary gains		-	-	-	-	
特別損失 Extraordinary losses		-	3,416	+3,416	-	
特別損益 Extraordinary Gains / Losses		-	△ 3,416	△ 3,416	-	
親会社株主に帰属する当期純利益 Net Income attributable to Shareholders of Parent	3.1%	16,261	4.6%	29,192	+12,932	+79.5%

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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.

# 連結損益計算書: 予想

Consolidated Statements of income: Forecast



(百万円 / ¥ Million)

Fiscal year Ended March 31/ Ending December 31		Forecast '21/12予想 (21/1-12)	Reference 参考値 '20/3 (19/4-20/3)	Compared with FY3/20 対20/3比較差	Rate of change 増減率
木材建材事業 Timber & Building Materials Business		215,000	223,627	△8,627	△3.9%
住宅・建築事業 Housing & Construction Business		503,000	474,003	+28,997	+6.1%
海外住宅・不動産事業 Overseas Housing & Real Estate Business		591,000	399,360	+191,640	+48.0%
資源環境事業 Environment & Resources Business		22,000	19,263	+2,737	+14.2%
その他事業 Other Bussinesses		26,000	23,425	+2,575	+11.0%
調整 Adjustment		△47,000	△35,584	△11,416	-
売上高 Net Sales		1,310,000	1,104,094	+205,906	+18.6%
売上総利益 Gross Profit	22.5%	295,000	22.0% 242,689	+52,311	+21.6%
販売費及び一般管理費 Selling, General and Administrative Expenses		207,000	191,312	+15,688	+8.2%
営業利益 Operating Income	6.7%	88,000	4.7% 51,377	+36,623	+71.3%
営業外収益 Non-operating income		17,000	13,485	+3,515	+26.1%
営業外費用 Non-operating expenses		5,000	6,038	△1,038	△17.2%
営業外損益 Non-operating Income / Expenses		12,000	7,447	+4,553	+61.1%
木材建材事業 Timber & Building Materials Business	2.6%	5,500	2.7% 6,095	△595	△9.8%
住宅・建築事業 Housing & Construction Business	3.6%	18,000	4.8% 22,570	△4,570	△20.2%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	13.2%	78,000	8.6% 34,541	+43,459	+125.8%
資源環境事業 Environment & Resources Business	13.6%	3,000	18.4% 3,551	△551	△15.5%
その他事業 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	7.6%	100,000	5.3% 58,824	+41,176	+70.0%
特別利益 Extraordinary gains		-	105	△105	-
特別損失 Extraordinary losses		3,416	3,811	△394	△10.3%
特別損益 Extraordinary Gains / Losses		△3,416	△3,705	+289	-
親会社株主に帰属する当期純利益 Net Income attributable to Shareholders of Parent	4.6%	60,000	2.5% 27,853	+32,147	+115.4%
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	-	-

※ 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.

# 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

							Reference		
							参考値		
		'18/03	'19/03	'20/03	'20/12 (20/4-12)	Forecast '21/12予想	20/1-12	Year-on-year 前年同期間比	
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	290,326	343,204	289,342	229,079	343,000	313,749	+9.3%	
	棟数 Unit	7,608	8,513	7,726	5,924	8,500	8,143	+4.4%	
	単価 Price per unit	33.6	35.3	34.6	35.0	36.5	-	-	
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	37.8	37.8	36.9	36.6	-	-	-	
賃貸住宅 Apartment	金額 Amount	17,195	20,872	18,294	10,058	12,000	16,565	△27.6%	
	戸数 Unit	948	1,071	966	528	580	899	△35.5%	
その他請負 Other contracts	金額 Amount	1,715	5,234	1,634	1,062	2,600	1,587	+63.8%	

(棟・戸/Unit, 百万円/¥ Million)

		Reference				
		参考値				
		'20/12 2Q (20/4-9)	'21/12 2Q (21/1-6)	Year-on-year 前年同期比	20/1-6	Year-on-year 前年同期間比
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	152,646	187,866	+23.1%	133,361	+40.9%
	棟数 Unit	3,993	4,670	+17.0%	3,471	+34.5%
	単価 Price per unit	34.7	36.4	-	-	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	36.7	36.4	-	-	-
賃貸住宅 Apartment	金額 Amount	6,288	6,891	+9.6%	8,766	△21.4%
	戸数 Unit	294	315	+7.1%	475	△33.7%
その他請負 Other contracts	金額 Amount	445	702	+57.7%	543	+29.3%

※ 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、追加工事等の受注金額は除く。

The "price per unit" of custom-built detached houses is calculated from the amount of orders received at the time contracts were signed for the units ordered this period, so the amount of 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

		'18/03	'19/03	'20/03	'20/12	Forecast '21/12予想	Year-on-year 前期比
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	254,119	305,402	261,158	270,288	297,288	+10.0%
賃貸住宅 ※ Apartment	金額 Amount	25,647	28,699	27,942	25,893	18,893	△27.0%
その他請負 Other contracts	金額 Amount	517	4,100	1,838	1,568	2,068	+31.9%

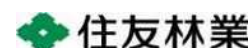
		(百万円/¥ Million)		
		'20/12 2Q (20/9)	'21/12 2Q (21/6)	Year-on-year 前年同期比
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	272,474	305,708	+12.2%
賃貸住宅 ※ Apartment	金額 Amount	26,887	23,067	△14.2%
その他請負 Other contracts	金額 Amount	1,619	1,173	△27.5%

※ 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む。

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



## ■ 売上の推移 Change in Sales

(百万円/¥ Million)

	'18/03	'19/03	'20/03	'20/12 (20/4-12)	Reference 参考値		Year-on-year 前年同期間比
					Forecast 21/12予想	20/1-12	
戸建注文住宅 ※1 ※2 Custom-built detached houses	295,271	298,198	318,903	226,794	327,000	312,751	+4.6%
賃貸住宅 ※1 Apartment	20,114	17,821	17,957	12,107	19,000	18,259	+4.1%
その他請負 Other contracts	2,993	1,652	3,895	1,332	2,100	2,802	△25.0%
戸建分譲住宅 Spec homes	12,360	11,929	13,979	14,051	16,000	19,345	△17.3%
その他 ※1 ※3 Others	10,724	10,323	7,187	3,315	4,900	5,099	△3.9%
売上高合計 Total sales	341,462	339,923	361,921	257,600	369,000	358,256	+3.0%
売上総利益 Gross profit	84,048	82,343	84,947	57,768	78,500	81,273	△3.4%
利益率 Profit Ratio	24.6%	24.2%	23.5%	22.4%	21.3%	22.7%	-

(百万円/¥ Million)

	Reference 参考値				
	'20/12 2Q (20/4-9)	'21/12 2Q (21/1-6)	Year-on-year 前年同期比	20/1-6	Year-on-year 前年同期間比
戸建注文住宅 ※1 ※2 Custom-built detached houses	145,377	159,448	+9.7%	154,168	+3.4%
賃貸住宅 ※1 Apartment	7,343	9,717	+32.3%	9,316	+4.3%
その他請負 Other contracts	664	1,097	+65.1%	1,747	△37.2%
戸建分譲住宅 Spec homes	7,849	9,858	+25.6%	6,918	+42.5%
その他 ※1 ※3 Others	2,164	2,170	+0.3%	3,040	△28.6%
売上高合計 Total sales	163,397	182,289	+11.6%	175,190	+4.1%
売上総利益 Gross profit	36,918	40,522	+9.8%	40,484	+0.1%
利益率 Profit Ratio	22.6%	22.2%	-	23.1%	-

※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む。

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

※2 戸建注文住宅の売上には、注文住宅用土地を含む。

"Custom-built Detached Houses" includes land for custom-built detached houses.

※3 その他の売上は、リノベーション事業、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 existing home renovation business, interior products and commission sales from insurance agency business, etc.



# 販売の状況(国内住宅事業):単体

The State of Sales (domestic housing business) : Non-Consolidated



## ■販売数量の推移 Change in Sales volumes (Delivered basis)

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

						Reference 参考値		
		'18/03	'19/03	'20/03	'20/12 (20/4-12)	Forecast '21/12予想	20/1-12	Year-on-year 前年同期間比
戸建注文住宅 ※1 Custom-built detached houses	棟数 Unit	7,556	7,628	7,427	5,292	8,250	7,630	+8.1%
	単価(百万円)※2 Price per unit(¥ Million)	38.2	38.3	39.0	39.4	39.0	-	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.1	38.6	38.5	38.1	-	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	1,353	1,074	959	409	950	963	△1.3%
戸建分譲住宅 ※1 Spec homes	棟数 Unit	308	272	311	292	360	417	△13.7%

					Reference 参考値	
		'20/12 2Q (20/4-9)	'21/12 2Q (21/1-6)	Year-on-year 前年同期比	20/1-6	Year-on-year 前年同期間比
戸建注文住宅 ※1 Custom-built detached houses	棟数 Unit	3,462	3,848	+11.1%	3,692	+4.2%
	単価(百万円)※2 Price per unit(¥ Million)	39.3	38.0	-	-	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	37.9	37.0	-	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	312	600	+92.3%	622	△3.5%
戸建分譲住宅 ※1 Spec homes	棟数 Unit	163	201	+23.3%	163	+23.3%

※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。

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。

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

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

Fiscal Years Ended March 31, December 31/ Ending December 31		'17/03	'18/03	'19/03	'20/03	'20/12	Interim of Fiscal Year '21/12 2Q
<b>&lt;受注ベース Contract base&gt;</b>							
新築比率 Percentage of new building		65.1%	64.7%	66.9%	70.7%	76.2%	74.6%
建替比率 Percentage of rebuilding		34.9%	35.3%	33.1%	29.3%	23.8%	25.4%
<b>&lt;完工ベース Delivered base&gt;</b>							
1棟当たり工期(日) Construction period per house (Days)		115	116	118	124	129	124
1坪当たり工期(日) Construction period per Tsubo(≒3.3㎡) (Days)		2.9	3.0	3.1	3.2	3.4	3.3

## ■ 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/ Ending December 31		'17/03	'18/03	'19/03	'20/03	'20/12	Interim of Fiscal Year '21/12 2Q
<b>&lt;受注ベース Contract base&gt;</b>							
平屋 One-story house		23%	26%	28%	31%	31%	34%
2階建 Two-story house		73%	70%	68%	66%	66%	63%
3階建以上 Three-or-more-story house		4%	4%	4%	4%	3%	3%
<b>&lt;完工ベース Delivered base&gt;</b>							
平屋 One-story house		19%	24%	26%	29%	30%	31%
2階建 Two-story house		77%	73%	70%	68%	66%	67%
3階建以上 Three-or-more-story house		4%	3%	4%	3%	4%	2%

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

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

	'17/03	'18/03	'19/03	'20/03	'20/12	Interim of Fiscal Year '21/12 2Q
北海道・東北圏 Hokkaido and Tohoku Areas	7%	6%	6%	6%	6%	7%
首都圏 Tokyo Metropolitan Area	32%	33%	32%	32%	33%	33%
関東圏 Kanto Area	9%	9%	9%	9%	9%	9%
東海・北陸圏 Tokai and Hokuriku Areas	21%	22%	22%	22%	22%	21%
近畿圏 Kinki Area	12%	12%	13%	13%	13%	13%
中四国・九州圏 Chugoku, Shikoku and Kyushu Areas	19%	18%	18%	18%	17%	17%

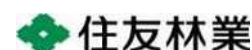
### ■ 営業社員数／営業拠点数 Number of Sales Staff／Number of Sales Offices

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

	'17/03	'18/03	'19/03	'20/03	'20/12	Forecast '21/12 予想	Interim of Fiscal Year '21/12 2Q
営業社員数 Number of sales staff	1,408	1,458	1,550	1,553	1,582	1,525	1,550
営業拠点数 Number of sales offices (内、支社・支店数) (of which number of branch)	94 (61)	94 (62)	92 (65)	93 (65)	92 (65)	91 (65)	91 (65)
展示場数 Number of housing model houses	291	291	294	283	284	280	282

# 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)

	'18/03	'19/03	'20/03	'20/12 (20/4-12)	Reference		Year-on-year 前年同期間比
					Forecast '21/12予想	参考値 20/1-12	
売上高 ※1 Net sales	66,274	70,317	70,226	44,029	68,000	59,855	+13.6%
完工高 Amount of construction completed	62,700	66,720	66,982	41,721	64,000	56,713	+12.8%
その他 ※2 Others	3,574	3,598	3,244	2,308	4,000	3,142	+27.3%
経常利益 Recurring income	2,913	3,229	2,297	△682	2,100	-	-
受注金額 Amount of orders	63,315	73,661	60,673	38,473	65,000	52,266	+24.4%
受注残 Backlog of orders received at term end	26,779	33,721	24,752	21,503	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%	56%	55%	-

(百万円 / ¥ Million)

	'20/12 2Q (20/4-9)	'21/12 2Q (21/1-6)	Year-on-year 前年同期比	Reference	
				参考値 20/1-6	Year-on-year 前年同期間比
売上高 ※1 Net sales	25,773	29,596	+14.8%	28,160	+5.1%
完工高 Amount of construction completed	24,315	28,015	+15.2%	26,696	+4.9%
その他 ※2 Others	1,459	1,581	+8.4%	1,464	+8.0%
経常利益 Recurring income	△ 921	189	-	-	-
受注金額 Amount of orders	23,693	30,003	+26.6%	22,812	+31.5%
受注残 Backlog of orders received at term end	24,130	23,491	△2.6%	22,066	+6.5%

※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む。

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

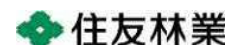
※2 : その他の売上は、インテリア商品の販売など。

Others include sales of interior products, etc.

※3 : Percentage of amount of orders received from owners of Sumitomo Forestry's house.

# 海外住宅・不動産事業の状況

The State of Overseas Housing & Real Estate Business



## ■戸建住宅の販売推移 Change in Sales Volumes of Detached Houses

(戸/Unit)

Fiscal Years Ended / Ending December 31

	'17/12	'18/12	'19/12	'20/12	Forecast '21/12 予想
Bloomfield Homes Group	1,260	1,346	1,457	1,567	-
Gehan Homes Group	1,753	1,979	2,420	3,053	-
MainVue Homes Group (Including SFCH and HenleyUSA)	306	301	267	348	-
DRB Group	1,981	2,288	2,443	2,877	-
Edge Homes Group	1,080	1,159	1,386	1,200	-
米国計 Total USA	6,380	7,073	7,973	9,045	11,050
Henley Group	2,325	2,055	1,858	1,822	-
Wisdom Group	518	590	442	309	-
Scott Park Group	-	-	118	629	-
豪州計 Total Australia	2,843	2,645	2,417	2,760	3,550
合計 Total	9,223	9,718	10,390	11,805	14,600

(戸/Unit)

	20/12 2Q (20/4-9)	21/12 2Q (21/1-6)	Year-on-year 前年同期比	Reference 参考値	
				'20/1-6	Year-on-year 前年同期間比
米国計 Total USA	4,484	5,467	+21.9%	3,801	+43.8%
豪州計 Total Australia	1,404	1,523	+8.5%	1,213	+25.6%
合計 Total	5,888	6,990	+18.7%	5,014	+39.4%

## ■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 years

(百万円 / ¥ Million)

	'17/03	'18/03	'19/03	'20/03	'20/12	21/12 2Q (21/1-6)
米国計 Total USA	80,822	141,030	181,289	189,899	225,575	286,258
豪州計 Total Australia	19,479	25,201	23,790	21,903	18,937	20,271

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

# 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	Net income 当期純利益	Total assets 総資産	Net assets 純資産
<b>住友林業クレスト㈱</b> 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)	33,119	450	503	396	17,044	2,330
		'20/12 2Q (4-9月)	13,910	△60	3	△3	16,941	2,328
		'21/12 2Q (1-6月)	13,827	96	118	86	16,815	2,681
		'21/12 (1-12月) 予想 forecast	29,000	370	340	320	-	-
<b>住友林業レジデンシャル㈱</b> 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)	29,357	1,702	1,702	1,185	13,443	5,219
		'20/12 2Q (4-9月)	14,702	811	809	569	12,624	4,603
		'21/12 2Q (1-6月)	15,722	1,094	1,087	755	13,297	4,789
		'21/12 (1-12月) 予想 forecast	31,200	1,900	1,850	1,290	-	-
<b>住友林業ホームサービス㈱</b> 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)	8,107	710	698	470	4,671	1,218
		'20/12 2Q (4-9月)	3,282	△239	△244	△174	4,438	573
		'21/12 2Q (1-6月)	4,761	805	790	542	5,036	1,188
		'21/12 (1-12月) 予想 forecast	9,400	980	960	650	-	-
<b>住友林業緑化㈱</b> 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)	27,599	1,126	1,168	797	14,143	4,007
		'20/12 2Q (4-9月)	11,526	63	76	49	11,923	3,260
		'21/12 2Q (1-6月)	13,655	542	548	372	12,026	3,583
		'21/12 (1-12月) 予想 forecast	26,200	910	930	630	-	-
<b>住友林業ホームテック㈱</b> 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)	70,226	2,268	2,297	364	23,515	1,374
		'20/12 2Q (4-9月)	25,773	△980	△921	△611	20,043	399
		'21/12 2Q (1-6月)	29,596	155	189	114	23,749	650
		'21/12 (1-12月) 予想 forecast	68,000	2,080	2,100	1,460	-	-
<b>PT.Kutai Timber Indonesia</b> ※2 (Probolinggo, Indonesia) (木材建材事業 / Timber and Building Materials Business)	99.9%	'20/12 (1-6月)	5,021	△76	△117	△91	8,949	4,261
		'20/12 (1-12月)	9,602	△96	△266	△215	9,061	3,895
		'21/12 2Q (1-6月)	6,206	△293	△354	△285	9,244	3,832
		'21/12 (1-12月) 予想 forecast	12,800	△290	△340	△220	-	-
<b>Nelson Pine Industries Ltd.</b> ※4 (Richmond, Nelson, New Zealand) (木材建材事業 / Timber and Building Materials Business)	(100.0%)	'20/12 (1-6月)	5,466	330	334	240	10,750	9,123
		'20/12 (1-12月)	12,499	878	945	1,093	11,623	10,024
		'21/12 2Q (1-6月)	7,467	63	65	47	11,962	10,266
		'21/12 (1-12月) 予想 forecast	16,000	750	750	540	-	-
<b>米国住宅会社</b> Housing Business in U.S. ※2 ※5 (海外住宅・不動産事業 / Overseas Housing and Real Estate Business)		'20/12 (1-6月)	146,154	19,684	19,924	19,805	199,446	98,779
		'20/12 (1-12月)	346,895	50,123	50,765	50,472	230,668	114,575
		'21/12 2Q (1-6月)	224,236	36,119	36,622	36,450	301,526	144,700
		'21/12 (1-12月) 予想 forecast	461,700	68,680	68,900	68,500	-	-
<b>豪州住宅会社</b> Housing Business in Australia ※3 ※6 (海外住宅・不動産事業 / Overseas Housing and Real Estate Business)		'20/12 (1-6月)	31,010	552	450	464	42,325	24,839
		'20/12 (1-12月)	72,678	2,439	2,378	2,032	41,034	25,296
		'21/12 2Q (1-6月)	41,635	1,433	1,455	1,274	45,089	27,954
		'21/12 (1-12月) 予想 forecast	100,200	5,010	4,970	4,130	-	-
<b>Crescent Communities</b> ※2 (Charlotte, North Carolina, U.S.) (海外住宅・不動産事業 / Overseas Housing and Real Estate Business)	(100.0%)	'20/12 (1-6月)	1,887	△1,676	△2,219	△2,222	39,398	27,842
		'20/12 (1-12月)	4,924	△2,277	△944	△972	41,954	27,879
		'21/12 2Q (1-6月)	5,725	△1,391	△1,946	△1,939	50,155	27,868
		'21/12 (1-12月) 予想 forecast	15,300	△170	4,820	4,820	-	-

※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 rates.

※5 米国住宅会社は、Gehan Homes Group, DRB Group, Bloomfield Homes Group, 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 Group, 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値差異を含みます。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. FY3/20 -142 Million Yen, Sumitomo Forestry Landscaping Co., Ltd. FY3/20 -74 Million Yen, Sumitomo Forestry Home Tech Co., Ltd. FY3/20 -62 Million Yen)

	※2 USD	※3 AUD	※4 NZD
'20/1-6	108.21	71.17	67.79
'20/1-12	106.73	73.68	69.40
'21/1-6	107.75	83.11	77.25
'21/12 予想 (Forecast)	108.00	83.00	77.00

# 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/ Ending December 31						Interim of Fiscal Year
	'17/03	'18/03	'19/03	'20/03	'20/12	'21/12 2Q
現金及び預金 Cash and deposits	111,506	105,865	82,421	92,774	85,850	91,559
受取手形及び売掛金 Notes and accounts receivable-trade	119,274	127,387	135,636	123,030	119,687	115,354
完成工事未収入金 Accounts Receivable from Completed Construction Contracts	4,180	8,255	9,601	34,766	45,095	51,540
有価証券 Marketable securities	6,500	5,010	5,304	3,658	3,204	3,288
商品・製品等 Finished goods, logs and lumber, boards, others	24,013	26,474	30,070	28,391	23,154	26,307
未成工事支出金 Cost on construction contracts in progress	23,934	25,322	26,945	14,164	14,993	15,809
販売用不動産 Real estate for Sale	48,291	55,751	63,736	66,734	54,010	48,375
仕掛販売用不動産 Real estate for sale in process	80,389	138,457	173,472	185,405	225,298	287,229
繰延税金資産 Deferred tax assets	7,001	-	-	-	-	-
短期貸付金 Short-term loans receivable	30,287	15,479	20,267	20,461	35,390	35,412
未収入金 Accounts receivables-other	45,902	41,722	45,967	46,377	46,468	47,458
その他 Others	13,551	16,191	16,756	20,845	25,208	30,393
貸倒引当金 Allowance for doubtful accounts	△438	△343	△355	△545	△396	△480
<b>流動資産</b> Current Assets	<b>514,390</b>	<b>565,570</b>	<b>609,820</b>	<b>636,059</b>	<b>677,962</b>	<b>752,245</b>
有形固定資産 Property, plant and equipment	145,798	153,113	170,000	179,446	185,948	191,519
無形固定資産 Intangible assets	23,486	29,071	26,551	22,474	21,626	19,312
繰延税金資産 Deferred tax assets	3,276	5,248	4,945	5,983	6,835	7,420
投資その他の資産 Investments and other assets	110,686	151,366	164,605	166,789	205,617	219,407
<b>固定資産</b> Non-Current Assets	<b>279,970</b>	<b>333,550</b>	<b>361,156</b>	<b>368,709</b>	<b>413,191</b>	<b>430,238</b>
<b>資産合計</b> Total Assets	<b>794,360</b>	<b>899,120</b>	<b>970,976</b>	<b>1,004,768</b>	<b>1,091,152</b>	<b>1,182,483</b>

# 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

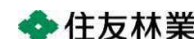
(百万円 / ¥ Million)

Fiscal Years Ended March 31, December 31/ Ending December 31						Interim of Fiscal Year
	'17/03	'18/03	'19/03	'20/03	'20/12	'21/12 2Q
支払手形及び買掛金 Notes and accounts payable-trade	111,281	111,587	118,547	109,179	111,612	107,625
工事未払金 Accounts payable for construction contracts	71,211	70,266	75,595	83,281	80,219	86,017
短期借入金 Short-term borrowings (Bank Loans)	37,108	40,490	61,506	39,403	50,106	44,136
1年内償還予定の社債 Short-term borrowings (Bonds)	-	-	-	-	-	65
1年内償還予定の新株予約権付社債 Bonds with share acquisition rights	-	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	5,511	4,830	4,902	4,862	1,937	3,738
未成工事受入金 Advances received on construction contracts in progress	48,249	50,242	52,198	35,224	32,956	39,087
賞与引当金 Provision for bonuses	11,285	11,854	14,496	15,480	16,887	17,523
完成工事補償引当金 Provision for warranties for completed construction	3,849	3,595	3,733	5,388	6,175	6,493
その他 Others	35,511	43,200	42,795	70,073	70,401	75,533
<b>流動負債</b> Current Liabilities	<b>324,004</b>	<b>356,064</b>	<b>373,772</b>	<b>362,892</b>	<b>380,293</b>	<b>380,218</b>
社債 Bonds issued	20,000	50,000	70,000	90,000	90,000	90,158
新株予約権付社債 Bonds with share acquisition rights	20,000	-	10,090	10,070	10,055	10,045
長期借入金 Long-term borrowings (Bank loans)	81,818	84,374	102,269	120,537	133,255	171,943
繰延税金負債 Deferred tax liabilities	11,695	13,904	11,474	6,262	18,578	20,832
退職給付に係る負債 Retirement benefit liability	18,732	16,723	19,822	22,574	18,700	19,826
その他 Others	22,254	32,416	30,059	35,369	40,816	42,349
<b>固定負債</b> Long-term Liabilities	<b>174,499</b>	<b>197,417</b>	<b>243,714</b>	<b>284,811</b>	<b>311,403</b>	<b>355,153</b>
<b>負債合計</b> Total Liabilities	<b>498,503</b>	<b>553,481</b>	<b>617,486</b>	<b>647,704</b>	<b>691,696</b>	<b>735,372</b>
資本金 Common stock	27,672	32,672	32,752	32,786	32,803	32,828
資本剰余金 Capital surplus	18,637	23,637	22,247	21,290	18,485	16,674
利益剰余金 Retained earnings	196,511	219,562	241,427	255,545	283,416	308,046
自己株式 Treasury shares	△280	△2,333	△2,337	△2,339	△2,340	△2,342
<b>株主資本合計</b> Total Shareholders' Equity	<b>242,541</b>	<b>273,538</b>	<b>294,088</b>	<b>307,282</b>	<b>332,363</b>	<b>355,205</b>
その他有価証券評価差額金 Valuation difference on available-for-sale securities	25,896	33,258	25,196	16,842	44,337	45,887
繰延ヘッジ損益 Deferred gains (losses) on hedges	△80	△221	752	2,531	1,762	2,267
為替換算調整勘定 Foreign currency translation adjustments	6,874	5,053	△1,733	△4,240	△11,098	4,460
退職給付に係る調整累計額 Remeasurements of defined benefit plans	△320	9	17	82	96	11
その他の包括利益累計額 Accumulated other comprehensive income	32,370	38,099	24,232	15,215	35,098	52,626
新株予約権 Share subscription rights	82	129	135	120	120	118
非支配株主持分 Non-controlling interests	20,864	33,873	35,034	34,448	31,875	39,162
<b>純資産合計</b> Total Net Assets	<b>295,857</b>	<b>345,639</b>	<b>353,489</b>	<b>357,064</b>	<b>399,456</b>	<b>447,111</b>
<b>負債及び純資産合計</b> Total Liabilities and Total Net Assets	<b>794,360</b>	<b>899,120</b>	<b>970,976</b>	<b>1,004,768</b>	<b>1,091,152</b>	<b>1,182,483</b>



# 連結キャッシュ・フロー計算書

Consolidated Statements of Cash Flows



Fiscal Years Ended March 31, December 31/ Ending December 31						(百万円 / ¥ Million)	
	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	Interim of Fiscal Year '20/12 2Q '21/12 2Q	
<b>営業活動によるキャッシュ・フロー</b> Net cash provided by (used in) Operating Activities	<b>40,337</b>	<b>13,732</b>	<b>40,689</b>	<b>45,724</b>	<b>46,840</b>	<b>19,224</b>	<b>17,218</b>
有形固定資産の取得／売却 Property, plant and equipment	△44,466	△11,552	△18,620	△19,182	△22,610	△ 15,257	△ 6,736
無形固定資産の取得／売却 Intangible assets	△2,556	△2,183	△2,839	△3,156	△2,487	△ 1,178	△ 1,485
投資有価証券の取得／売却 Investment securities	△3,608	△39,203	△4,655	△15,804	△8,922	△ 5,107	△ 3,550
その他 Others	△11,720	6,688	△45,544	△731	△10,616	1,300	△ 2,004
<b>投資活動によるキャッシュ・フロー</b> Net cash provided by (used in) Investment Activities	<b>△62,350</b>	<b>△46,250</b>	<b>△71,659</b>	<b>△38,874</b>	<b>△44,635</b>	<b>△ 20,242</b>	<b>△ 13,775</b>
短期借入金純増減額 Short-term borrowings	12,774	3,973	8,817	△17,153	△13,806	△ 22,026	△ 3,705
コマーシャル・ペーパー純増減額 Commercial papers	-	-	-	-	10,000	20,000	△10,000
長期借入金純増減額 Long-term borrowings	10,604	△7,105	15,141	17,100	17,985	28,770	26,991
社債純増減額 Bonds	15,000	30,000	20,000	20,000	-	-	△76
新株予約権付社債純増減額 Bonds with share acquisition rights	-	-	△9,800	-	-	-	-
配当金の支払額 Dividends paid	△4,782	△7,085	△7,295	△7,297	△5,474	△ 3,649	△ 4,562
その他 Others	△19,329	5,373	△15,341	△11,508	△15,487	△7,426	△ 8,832
<b>財務活動によるキャッシュ・フロー</b> Net cash provided by (used in) Financing Activities	<b>14,267</b>	<b>25,156</b>	<b>11,523</b>	<b>1,142</b>	<b>△6,782</b>	<b>15,669</b>	<b>△183</b>
現金及び現金同等物に係る換算差額 Effect of Exchange Rate Change on Cash and Cash Equivalents	△811	△307	△1,007	△528	447	317	1,688
現金及び現金同等物の増減額 Net increase(decrease) in Cash and Cash Equivalents	△8,558	△7,670	△20,453	7,463	△4,129	14,968	4,947
現金及び現金同等物の期首残高 Cash and Cash Equivalents at the Beginning of the year	141,265	132,707	125,555	105,102	112,565	112,565	122,220
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 resulting from 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 Increase (decrease) in cash and cash equivalents due to change of fiscal year end	-	-	-	-	13,170	13,170	-
<b>現金及び現金同等物の期末残高</b> Cash and cash equivalents at the end of the year	<b>132,707</b>	<b>125,555</b>	<b>105,102</b>	<b>112,565</b>	<b>122,220</b>	<b>140,703</b>	<b>127,167</b>

※ 9M : 9months

## 設備投資

Capital Expenditures

### ■資本的支出 Capital Investment

Fiscal Years Ended March 31, December 31/ Ending December 31						(百万円 / ¥ Million)		
	'17/03	'18/03	'19/03	'20/03	'20/12 (9M)	Forecast '21/12予想	Interim of Fiscal Year '20/12 2Q '21/12 2Q	
有形固定資産 Property, plant and equipment	48,204	17,685	17,071	32,414	18,124	19,342	13,615	7,139
無形固定資産 Intangible assets	2,839	2,470	3,173	3,470	2,989	3,620	1,411	1,575
その他 Others	3,085	3,792	2,088	2,267	2,834	2,376	1,641	1,119
合計 Total	54,128	23,947	22,331	38,151	23,946	25,338	16,667	9,833
減価償却費 Depreciation	12,887	13,727	13,696	14,388	11,503	16,754	7,603	8,997

※ 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 assets include softwares, etc.

※ 20/12期は、従前から12月決算の会社は1～12月の12ヶ月間、3月から12月に決算期を変更した会社は4～12月の9ヶ月間の集計値。

20/12期2Qは、従前から12月決算の会社は、1月～9月の9ヶ月間、3月から12月に決算期を変更した会社は4～9月の6ヶ月間の集計値。

The above figure for FY12/20 is total of results on a 12months of Companies whose original fiscal year end is December and results on a 9months of companies changed its fiscal term end from March 31 to December 31. The above figure for the 2nd quarter of FY12/20 is total of results on a 9 months of Companies whose original fiscal year end is December and results on a 6months of companies

changed its fiscal term end from March 31 to December 31.

※ 9M : 9months

# 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/ Ending December 31			Interim of Fiscal Year							
			'17/03	'18/03	'19/03	'20/03	'20/12(4-12月)	'20/12 2Q	21/12 2Q	
木材 Timber	チップ Chips		4,714	5,680	5,567	4,267	1,540	1,095	1,804	
	原木 Logs	国内 Domestic	1,138	1,988	2,617	1,715	1,561	1,074	1,142	
		輸入 Imported	4,711	5,372	6,807	8,135	5,687	3,794	4,262	
			5,849	7,360	9,423	9,850	7,248	4,868	5,404	
	製材品 Lumber	国内 Domestic	26,628	25,250	25,983	27,887	19,881	12,566	13,511	
		輸入 Imported	35,280	36,596	39,821	34,477	21,279	15,177	14,159	
			61,907	61,846	65,804	62,364	41,160	27,744	27,670	
			72,470	74,885	80,794	76,482	49,948	33,707	34,878	
	建材 Building materials	パネル Wooden board	国内 Domestic	21,768	22,433	24,338	23,842	15,790	10,203	10,523
			輸入 Imported	39,137	42,352	51,036	41,239	24,214	16,237	16,022
		60,905	64,786	75,374	65,080	40,004	26,440	26,545		
一般建材 Building materials		木質加工建材 Wood processed construction materials	44,235	43,441	41,271	41,288	28,379	18,232	19,632	
		窯業建材 Ceramic construction materials	66,244	67,051	69,773	73,057	51,873	33,344	34,127	
		金属建材 Metal construction materials	22,204	22,319	25,403	25,633	18,137	11,625	12,486	
		住宅機器 Housing equipment	45,017	44,682	44,523	47,029	31,781	19,822	21,616	
		その他 Others	4,229	4,667	2,167	2,556	1,702	1,059	1,259	
		181,928	182,160	183,137	189,562	131,872	84,081	89,121		
イノス INOS Group			2,315	2,156	1,917	1,913	1,234	765	786	
その他 Others			32,170	33,920	37,247	39,161	26,037	17,704	16,364	
		277,318	283,021	297,675	295,716	199,147	128,990	132,816		
<b>木材・建材計 Total - Timber and Building Materials</b>			<b>349,788</b>	<b>357,906</b>	<b>378,469</b>	<b>372,198</b>	<b>249,095</b>	<b>162,697</b>	<b>167,694</b>	

※「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.

# 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/ Ending December 31						Interim of Fiscal Year
	'17/03	'18/03	'19/03	'20/03	'20/12	'21/12 2Q
金融機関 Financial institutions	73,124	70,397	72,077	73,120	76,632	71,821
その他法人 Other companies	41,208	46,584	42,366	42,298	40,325	40,144
外国人 Foreigners	40,378	42,744	45,436	45,376	43,138	42,503
個人その他 Individuals and others	21,012	20,627	20,569	20,684	20,386	22,034
その他 Others	1,586	2,158	2,250	1,274	2,296	6,297
合計 Total	177,308	182,510	182,699	182,752	182,778	182,800

## ■構成比 Composition ratio

Fiscal Years Ended March 31, December 31/ Ending December 31						Interim of Fiscal Year
	'17/03	'18/03	'19/03	'20/03	'20/12	'21/12 2Q
金融機関 Financial institutions	41.2%	38.6%	39.5%	40.0%	41.9%	39.3%
その他法人 Other companies	23.2%	25.5%	23.2%	23.1%	22.1%	22.0%
外国人 Foreigners	22.8%	23.4%	24.9%	24.8%	23.6%	23.3%
個人その他 Individuals and others	11.9%	11.3%	11.3%	11.3%	11.2%	12.1%
その他 Others	0.9%	1.2%	1.2%	0.7%	1.3%	3.4%
合計 Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

