

2010年3月期 業績説明会資料

 住友林業株式会社

SUMITOMO FORESTRY CO., LTD.

Financial Factbook

Fiscal Year Ended March 31, 2010

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 is based on the present speculation. Therefore the actual results could differ from the estimates.

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財務データ

Financial Section

新設住宅着工戸数の推移

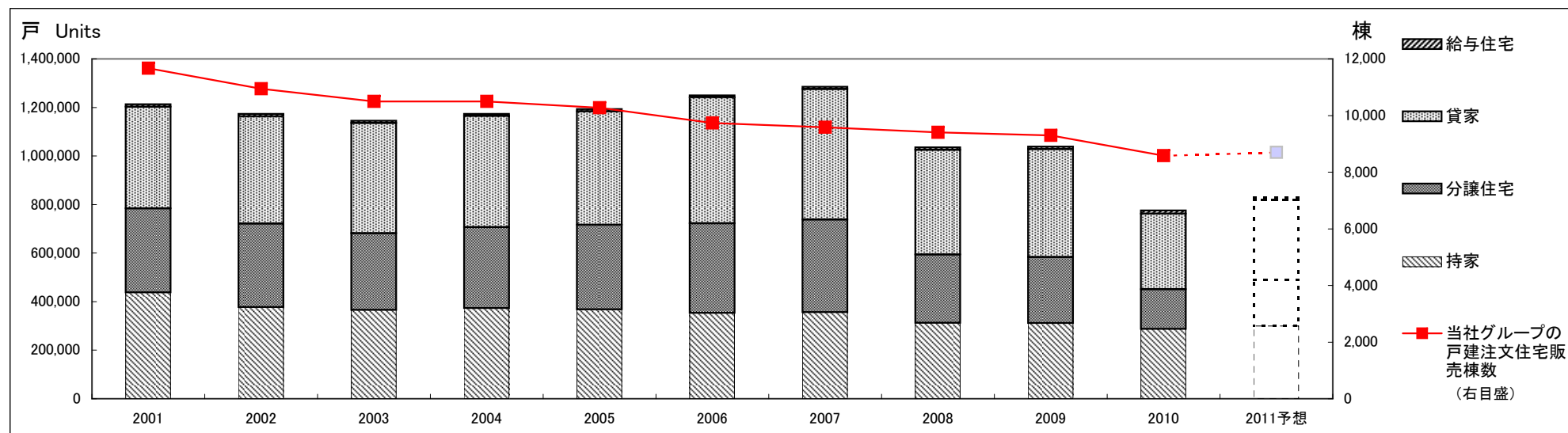
Numbers of New Housing Starts in Japan



(戸・Units)

Fiscal Years Ended March 31	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011予想 Forecast
持家 Owner-occupied Houses	437,789	377,066	365,507	373,015	367,233	352,577	355,700	311,803	310,664	286,993	300,000
分譲住宅 Built for Sale Houses	346,322	343,918	316,002	333,825	349,044	370,275	382,503	282,617	272,680	163,590	190,000
貸家 Rented Houses	418,200	442,250	454,505	458,708	467,348	517,999	537,943	430,867	444,747	311,463	330,000
給与住宅 Corporate Houses	10,846	9,936	9,539	8,101	9,413	8,515	9,100	10,311	11,089	13,231	10,000
合計 Total	1,213,157	1,173,170	1,145,553	1,173,649	1,193,038	1,249,366	1,285,246	1,035,598	1,039,180	775,277	830,000
当社グループの戸建注文住宅販売棟数 Sumitomo Forestry Group*	11,671	10,945	10,493	10,496	10,275	9,739	9,585	9,408	9,297	8,580	8,700
持家着工戸数に対する当社グループのシェア Market Share in Owner-occupied Houses	2.67%	2.90%	2.87%	2.81%	2.80%	2.76%	2.69%	3.02%	2.99%	2.99%	2.90%

* Number of Custom-built Detached House constructed by Sumitomo Forestry Group



「2011予想」は各種シンクタンクの予想を基に当社が予想したものです。

"2011 Forecast" is calculated based on some forecasts by think tanks.

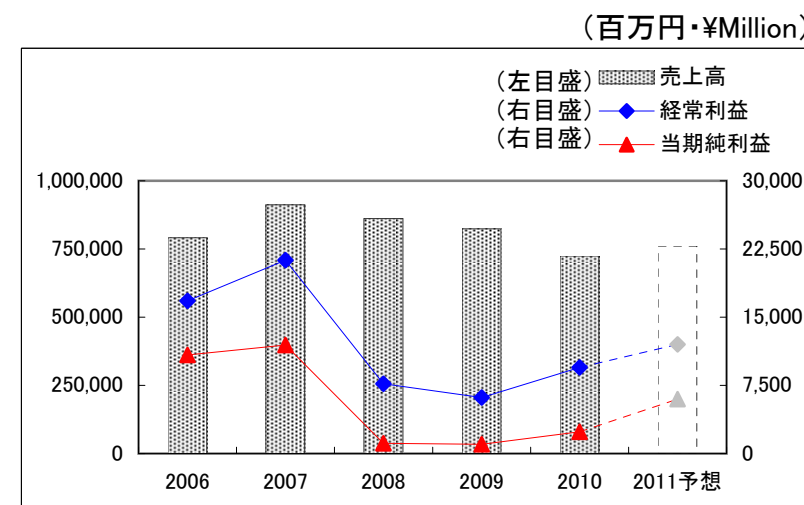
業績の推移

Business Results



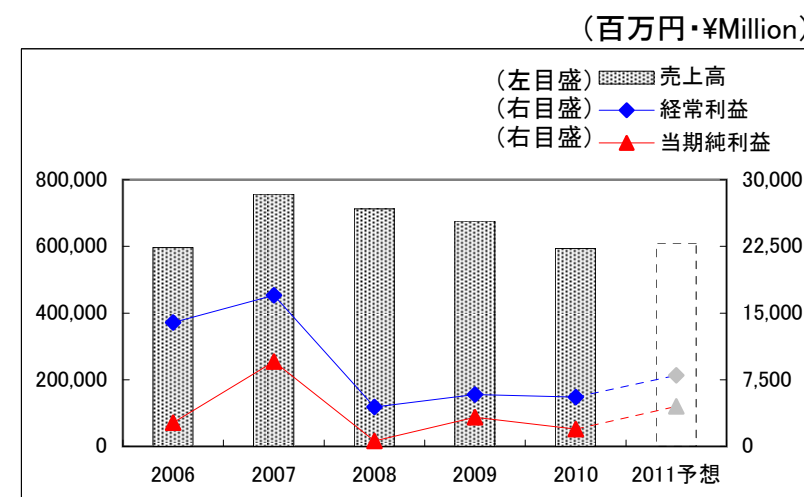
(連結 Consolidated) (百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
売上高 Net Sales	791,128	911,674	861,357	823,810	723,923	760,000
営業利益 Operating Income	15,446	20,405	7,235	6,837	9,747	12,000
経常利益 Recurring Income	16,800	21,259	7,659	6,160	9,465	12,000
当期純利益 Net Income	10,842	11,954	1,115	1,028	2,377	6,000



(単体 Non-Consolidated) (百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
売上高 Net Sales	595,993	756,743	712,313	675,968	593,243	610,000
営業利益 Operating Income	11,499	14,440	1,607	3,175	3,525	5,500
経常利益 Recurring Income	13,948	17,004	4,431	5,852	5,560	8,000
当期純利益 Net Income	2,652	9,532	624	3,264	1,936	4,500



セグメント業績の推移

Business Results by Segment

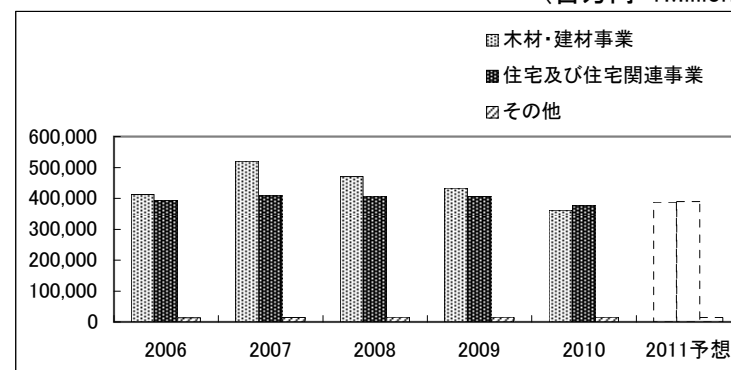


(セグメント別売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
木材・建材事業 Timber & Building Materials	412,182	520,103	470,945	433,648	361,812	388,000
住宅及び住宅関連事業 Housing & Housing-related Businesses	393,868	407,780	407,687	406,351	375,658	390,000
その他 Others	13,549	14,597	15,734	16,054	15,871	14,000
消去又は全社 Elimination and/or Corporate	△28,471	△30,806	△33,009	△32,243	△29,419	△32,000
合計 Total	791,128	911,674	861,357	823,810	723,923	760,000

(百万円・¥Million)

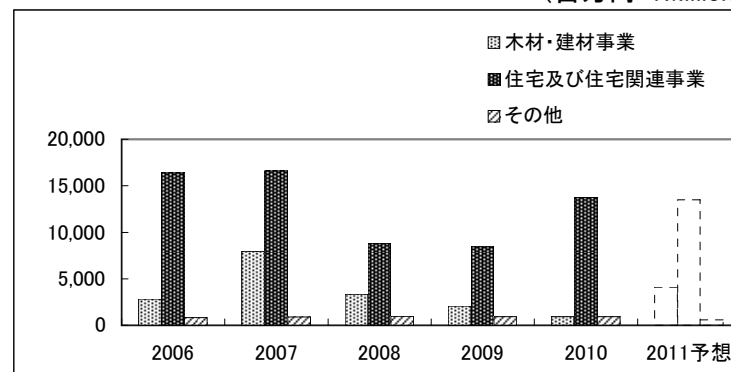


(セグメント別営業利益 Operating Income by Segment)

(百万円・¥Million)

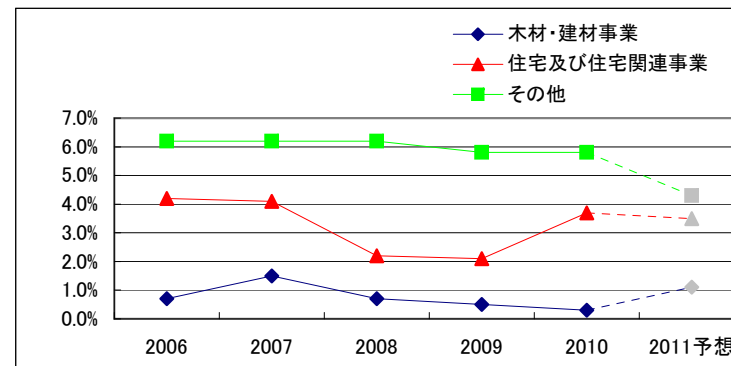
Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
木材・建材事業 Timber & Building Materials	2,806	7,967	3,330	2,054	913	4,100
住宅及び住宅関連事業 Housing & Housing-related Businesses	16,370	16,586	8,797	8,447	13,744	13,500
その他 Others	841	903	969	936	913	600
消去又は全社 Elimination and/or Corporate	△4,571	△5,051	△5,860	△4,599	△5,823	△6,200
合計 Total	15,446	20,405	7,235	6,837	9,747	12,000

(百万円・¥Million)



(セグメント別営業利益率 Operating Income to Sales Ratio by Segment)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
木材・建材事業 Timber & Building Materials	0.7%	1.5%	0.7%	0.5%	0.3%	1.1%
住宅及び住宅関連事業 Housing & Housing-related Businesses	4.2%	4.1%	2.2%	2.1%	3.7%	3.5%
その他 Others	6.2%	6.2%	6.2%	5.8%	5.8%	4.3%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-
合計 Total	2.0%	2.2%	0.8%	0.8%	1.3%	1.6%



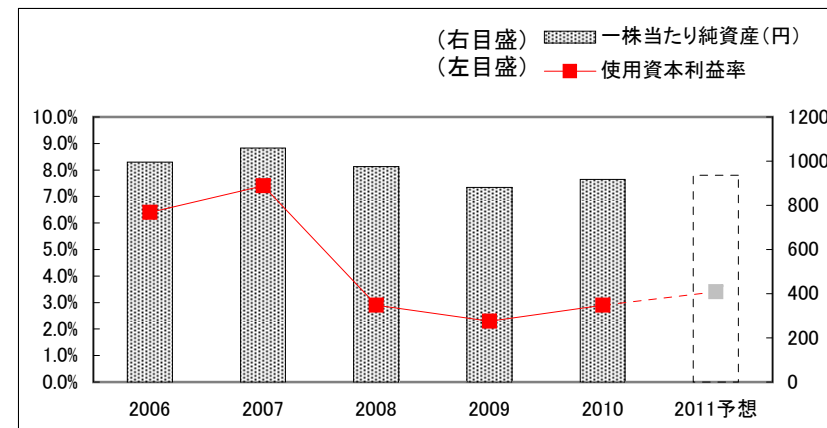
経営指標

Financial Analysis



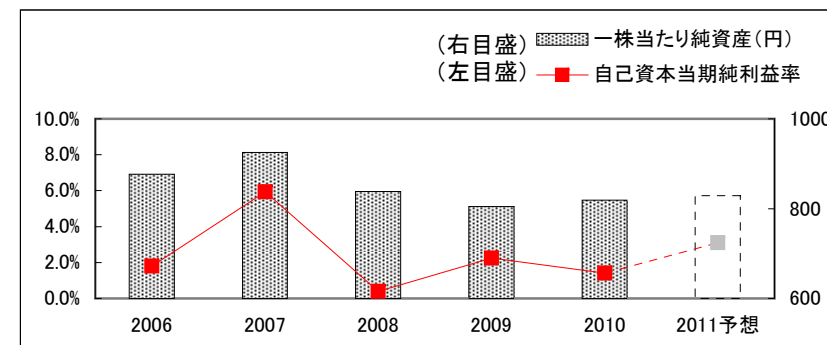
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
自己資本当期純利益率 Return on Equity	6.6%	6.6%	0.6%	0.6%	1.5%	3.7%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	996.03	1,059.20	975.99	880.94	917.82	936.29
一株当たり当期純利益(円) Net Income per Share (¥)	61.28	67.43	6.29	5.80	13.42	33.87
使用資本利益率 Return on Capital Employed	6.4%	7.4%	2.9%	2.3%	2.9%	3.4%



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
自己資本当期純利益率 Return on Equity	1.8%	5.9%	0.4%	2.2%	1.4%	3.1%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	876.50	925.39	838.46	804.87	818.82	829.23
一株当たり当期純利益(円) Net Income per Share (¥)	14.82	53.76	3.52	18.42	10.93	25.40



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		2005	2006	2007	2008	2009	2010
現金及び預金	Cash and Time Deposits	25,188	44,720	47,385	39,591	23,854	52,714
受取手形及び売掛金	Notes and Accounts Receivable-Trade	85,052	134,880	161,972	115,668	106,167	102,355
完成工事未収入金	Accounts Receivable-Contract	5,269	3,379	5,432	4,640	4,889	5,071
有価証券	Marketable Securities	31,045	5,000	3,000	15,000	17,194	19,000
商品	Finished Goods, Logs and Lumber	19,757	22,413	30,087	22,985	20,506	17,230
販売用不動産	Developed Land and Housing for Sale	10,775	10,071	12,128	14,865	21,593	26,333
未成工事支出金	Land and Housing Projects in Progress	14,171	15,628	16,698	27,760	30,119	32,420
繰延税金資産	Deferred Income Taxes	8,513	7,597	6,179	5,588	6,647	6,308
短期貸付金	Short-term Loans Receivable	9,841	10,478	5,643	2,400	3,656	859
未収入金	Other Receivables	36,797	40,747	44,495	44,962	39,682	42,599
その他	Others	2,349	6,430	4,710	4,187	4,668	3,719
貸倒引当金	Allowance for Doubtful Accounts	△692	△913	△657	△631	△740	△836
流動資産	Current Assets	248,066	300,430	337,072	297,014	278,237	307,772
有形固定資産	Tangible Fixed Assets	65,106	73,933	74,050	79,921	88,146	88,870
無形固定資産	Intangible Fixed Assets	6,887	7,107	6,313	6,423	6,439	6,637
投資その他の資産	Investments and Other Assets	50,625	82,722	82,700	67,371	54,916	66,459
固定資産	Non-Current Assets	122,618	163,761	163,064	153,715	149,502	161,966
資産合計	Total Assets	370,684	464,192	500,136	450,730	427,738	469,738

※過去の数値に関しては、現行の会計基準に沿って修正しております。

*The figures in past fiscal years on this B/S are revised under the new financial accounting standards.

※譲渡性預金は2008年より「有価証券」として表示しております。2007年は8,000百万円。

*Negotiable Certificate of Deposits is included in "Marketable Securities" from Fiscal Year 2008.

The amount of Negotiable Certificate of Deposits of Fiscal Year 2007 was 8 billion yen.

連結貸借対照表

Consolidated Balance Sheets



(負債、及び純資産合計 Total Liabilities and Total Net Assets)

(百万円・¥Million)

Fiscal Years Ended March 31		2005	2006	2007	2008	2009	2010	
流動負債	支払手形及び買掛金	Notes and Accounts Payable-Trade	54,919	93,782	103,374	83,346	74,119	86,553
	工事未払金	Accounts Payable-Contract	55,734	60,242	63,766	64,852	52,828	61,029
	短期借入金	Short-term Debt (Bank Loans)	7,291	13,159	16,816	17,405	10,619	12,323
	1年以内償還予定社債	Short-term Debt (Bonds)	60	60	160	-	-	-
	未払法人税等	Accrued Income Taxes	4,197	1,596	4,602	3,012	1,307	2,205
	未成工事受入金	Advances Received from Customers	34,038	36,509	43,433	40,378	34,028	31,077
	賞与引当金	Provision for Employee's Bonuses	7,518	8,078	8,649	7,679	7,490	7,372
	完成工事補償引当金	Provision for Guarantee for After-cost of Construction	1,067	1,323	1,391	1,327	1,308	1,256
	その他	Others	15,560	17,522	18,428	14,859	14,838	17,619
	流動負債	Current Liabilities	180,384	232,273	260,619	232,858	196,537	219,434
固定負債	社債	Long-term Debt (Bonds)	220	160	-	-	-	15,000
	長期借入金	Long-term Debt (Bank Loans)	8,009	8,688	8,763	8,411	36,145	36,008
	繰延税金負債	Deferred Income Taxes	2,259	15,136	15,400	6,377	2,989	9,358
	退職給付引当金	Provision for Retirement Benefits for Employees	13,915	15,875	12,383	15,063	18,414	5,390
	役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	800	382	364	161	139	164
	その他	Others	11,972	13,228	13,752	14,772	17,322	21,454
固定負債	Long-term Liabilities	37,176	53,469	50,662	44,784	75,009	87,374	
負債の部	Total Liabilities	217,560	285,741	311,281	277,641	271,546	306,808	
株主資本合計	資本金	Common Stock	27,672	27,672	27,672	27,672	27,672	27,672
	資本剰余金	Capital Surplus	25,654	25,655	26,882	26,876	26,872	26,872
	利益剰余金	Retained Earnings	90,807	99,319	108,919	107,198	105,346	105,066
	自己株式	Treasury Stock	△496	△617	△184	△249	△260	△262
株主資本合計	Total Shareholders' Equity	143,637	152,029	163,288	161,497	159,630	159,348	
評価換算差額等合計	その他有価証券評価差額金	Unrealized Gain on Available-for-Sale Securities	9,243	22,125	22,482	9,085	2,359	5,594
	繰延ヘッジ損益	Deferred Gains or Losses on Hedges	103	120	155	59	29	24
	為替換算調整勘定	Foreign Currency Translation Adjustments	△380	1,052	1,804	2,278	△5,961	△2,378
評価換算差額等合計	Valuation and Translation Adjustments	8,965	23,297	24,441	11,422	△3,572	3,241	
少数株主持分	Minority Interest	521	3,124	1,125	169	135	342	
純資産合計	Total Net Assets	153,124	178,450	188,855	173,089	156,192	162,930	
負債、及び純資産合計	Total Liabilities and Total Net Assets	370,684	464,192	500,136	450,730	427,738	469,738	

過去の数値に関しては、現行の会計基準に沿って修正しております。

The figures in past fiscal years on this B/S are revised under the new financial accounting standards.

連結損益計算書

Consolidated Statements of Income



(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011 予想 Forecast
売上高 Net Sales	791,128	911,674	861,357	823,810	723,923	760,000
売上総利益 Gross Income	利益率 16.2% 127,853	15.5% 141,117	15.7% 135,277	16.2% 133,493	17.2% 124,269	16.9% 128,500
販売費及び一般管理費 Selling, General and Administrative Expenses	112,407	120,711	128,041	126,656	114,522	116,500
営業利益 Operating Income	利益率 2.0% 15,446	2.2% 20,405	0.8% 7,235	0.8% 6,837	1.3% 9,747	1.6% 12,000
営業外収益 Other Income	3,750	4,026	3,728	3,812	4,147	3,000
営業外費用 Other Expenses	2,396	3,172	3,305	4,489	4,429	3,000
営業外損益 Other Income/Expenses	1,353	854	424	△ 677	△ 282	-
経常利益 Recurring Income	利益率 2.1% 16,800	2.3% 21,259	0.9% 7,659	0.7% 6,160	1.3% 9,465	1.6% 12,000
特別利益 Special Gains	363	969	2,401	166	4,346	-
特別損失 Special Losses	1,128	1,539	4,459	4,361	3,228	1,000
特別損益 Special Gains/Losses	△ 765	△ 570	△ 2,058	△ 4,196	1,118	△ 1,000
当期純利益 Net Income	利益率 1.4% 10,842	1.3% 11,954	0.1% 1,115	0.1% 1,028	0.3% 2,377	0.8% 6,000

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		2006	2007	2008	2009	2010
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	16,626	7,084	26,106	△8,161	37,239
有価証券の取得／売却	Marketable Securities	247	-	-	-	295
有形固定資産の取得／売却	Tangible Fixed Assets	△5,058	△3,937	△9,294	△20,947	△8,354
無形固定資産の取得／売却	Intangible Fixed Assets	△1,848	△1,568	△1,633	△1,968	△1,578
投資有価証券の取得／売却	Investment Securities	△3,475	△849	△336	△1,081	△10,787
その他	Others	1,136	△748	△6,324	△5,066	1,307
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	△8,998	△7,102	△17,587	△29,062	△19,117
短期借入金純増減額	Short-term Borrowings	△5,770	3,031	△2,896	1,467	880
長期借入金純増減額	Long-term Borrowings	△5,798	169	1,753	25,616	△986
社債純増減額	Bonds	△60	△60	△160	-	15,000
配当金の支払額	Dividends Paid	△2,287	△2,295	△2,835	△2,658	△2,657
その他	Others	△124	△180	△123	△229	△691
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	△14,039	665	△4,262	24,196	11,546
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	111	35	△93	△717	1,205
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	△6,300	682	4,164	△13,745	30,873
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	55,928	49,628	50,311	54,475	40,730
現金及び現金同等物の期末残高	Cash and Cash Equivalents at the End of the Year	49,628	50,311	54,475	40,730	71,662

設備投資

Capital Expenditures



(資本的支出 Capital Investment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
有形固定資産 Tangible fixed assets	8,132	6,724	9,578	24,075	10,635	18,000
ソフトウェア Software	1,857	1,581	1,691	1,500	1,540	2,800
その他 Others	454	721	225	663	417	200
合計 Total	10,443	9,026	11,494	26,238	12,592	21,000

減価償却費 Depreciation	6,403	6,476	7,258	8,477	8,502	8,900
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(リース Finance Leases)

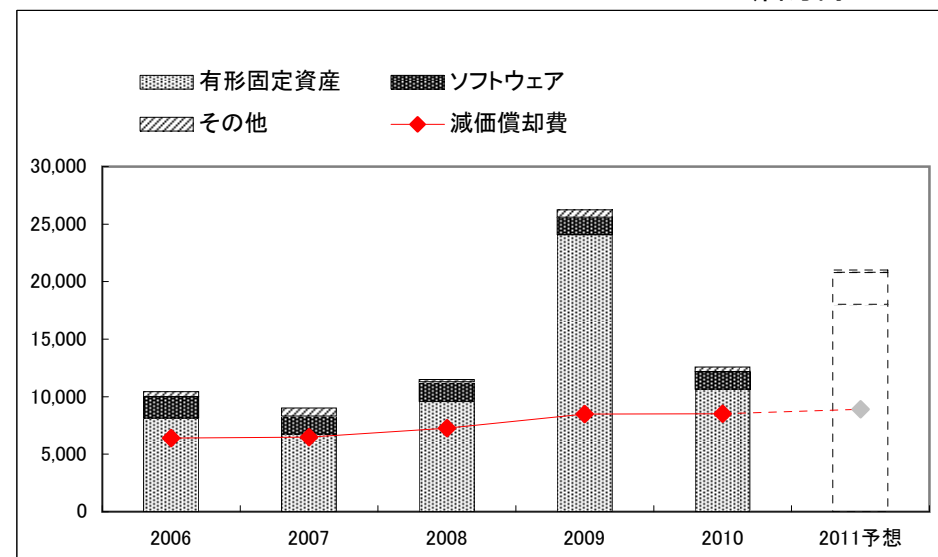
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
展示場 Model Houses	4,069	3,885	2,714	2,076	1,264	1,000
その他 Others	1,722	1,960	1,103	554	725	600
合計 Total	5,791	5,845	3,817	2,631	1,989	1,600

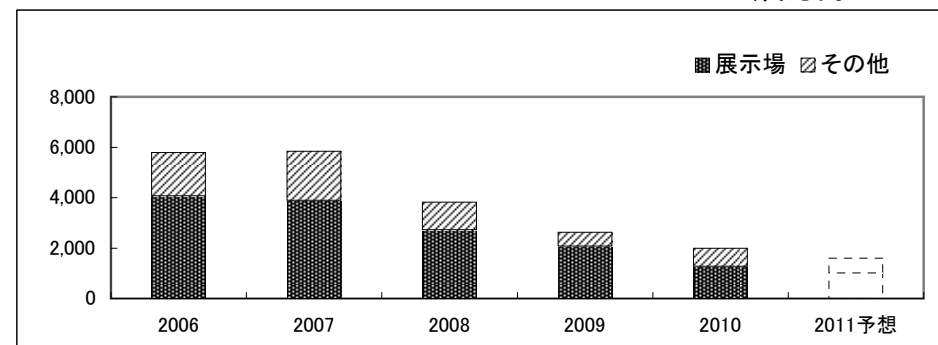
※ 会計基準の変更により、2009(2009年3月期)以降の資本的支出にはリースが含まれております。

Figures of Capital Investment from 2009 to 2011 include Finance Leases under new financial accounting standards.

(百万円・¥Million)



(百万円・¥Million)



受注の状況

The State of Orders



(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2006	2007	2008	2009	2010	2011予想 Forecast	
木造軸組構法 Post-and-Beam construction	金額	274,958	296,237	285,556	262,577	-	-	
	棟数・Unit	8,890	9,376	8,987	8,509	-	-	
ツーバイフォー構法 Two-by-four constuction	金額	11,561	11,782	9,857	6,312	-	-	
	棟数・Unit	361	375	314	194	-	-	
戸建注文住宅(請負) 計 Total - Custom-built Detached Houses		金額	286,519	308,019	295,413	268,889	265,203	288,000
		棟数・Unit	9,251	9,751	9,301	8,703	8,593	9,000
RC造マンション RC Condominium	金額	8,518	9,136	6,280	4,423	2,141	400	
	戸数・Unit	635	735	△19	194	61	35	
木造アパート Wooden Apartment	金額	5,215	5,588	5,954	6,439	6,969	9,100	
	戸数・Unit	653	720	702	758	736	990	
集合住宅(請負) 計 Total - Multiple Dwelling Houses		金額	13,733	14,723	12,234	10,862	9,110	9,500
		戸数・Unit	1,288	1,455	683	952	797	1,025

※ 2008年10月より住友林業ツーバイフォーを住友林業に事業譲渡したことに伴い、2010実績より木造軸組構法とツーバイフォー構法の合計数値のみを記載しております。

Sumitomo Forestry Two-By-Four Homes transferred its business to Sumitomo Forestry in October 2008.

Therefore, only the total of these two construction methods is disclosed from 2010.

販売の状況

The State of Sales



(百万円・¥Million)

Fiscal Years Ended/Ending March 31			2006	2007	2008	2009	2010	2011予想 Forecast
木造軸組構法 Post-and-Beam construction	金額		280,312	285,255	286,708	286,036	-	-
	棟数・Unit		9,401	9,246	9,092	9,036	-	-
ツープайフォー構法 ※2 Two-by-four construction	金額		10,222	11,087	10,153	8,515	-	-
	棟数・Unit		338	339	316	261	-	-
戸建注文住宅(請負) 計 Total - Custom-built Detached Houses	金額		290,534	296,342	296,861	294,551	264,750	271,000
	棟数・Unit		9,739	9,585	9,408	9,297	8,580	8,700
戸建分譲住宅 Built for Sale Detached Houses	金額		1,421	1,288	2,718	3,253	3,995	5,100
	棟数・Unit		68	60	118	144	183	230
戸建住宅 計 Total - Detached Houses	金額		291,955	297,630	299,579	297,805	268,745	276,100
	棟数・Unit		9,807	9,645	9,526	9,441	8,763	8,930
RC造マンション RC Condominium	金額		6,670	7,972	7,560	3,983	4,087	7,300
	戸数・Unit		461	707	545	225	205	155
木造アパート Wooden Apartment	金額		4,822	5,940	4,360	5,729	5,631	6,700
	戸数・Unit		621	738	519	674	670	720
集合住宅(請負) 計 Total - Multiple Dwelling Houses	金額		11,492	13,913	11,920	9,712	9,718	14,000
	戸数・Unit		1,082	1,445	1,064	899	875	875
北米住宅事業 ※1 Housing Business in the USA	金額		3,050	6,829	5,780	1,547	2,577	4,641
	棟数・Unit		56	99	69	23	58	114

※1 同事業は当社が持分50%を有するBennett-SFS LLC社により営まれております。

Bennett-SFS LLC(affiliated company 50% owned by Sumitomo Forestry) is engaged in this business.

※2 2008年10月より住友林業ツープайフォーを住友林業に事業譲渡したことに伴い、2010実績より木造軸組構法とツープайフォー構法の合計数値のみを記載しております。

Sumitomo Forestry Two-By-Four Homes transferred its business to Sumitomo Forestry in October 2008.

Therefore, only the total of these two construction methods is disclosed from 2010.

参考データ

Reference Data

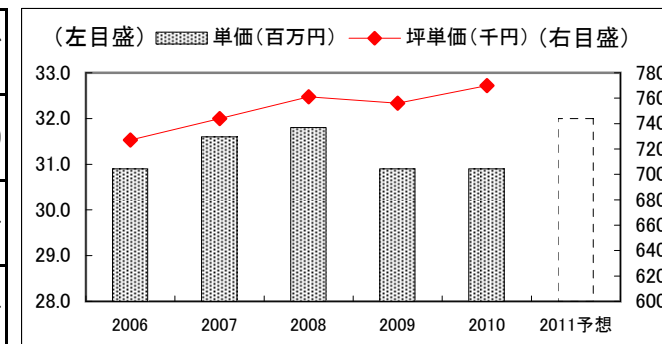
戸建注文住宅 1棟当たり平均データ

Average Data of Custom-built Detached House



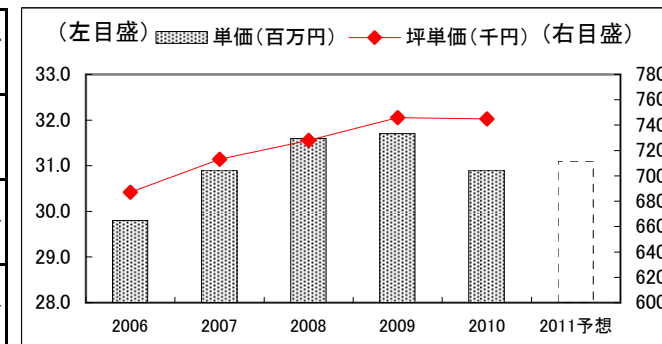
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
単価(百万円) Orders per Detached House (¥ Million)	30.9	31.6	31.8	30.9	30.9	32.0
坪単価(千円) Orders per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	727	744	761	756	770	-
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	42.5	42.4	41.7	40.9	40.1	-



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
単価(百万円) Sales per Detached House (¥ Million)	29.8	30.9	31.6	31.7	30.9	31.1
坪単価(千円) Sales per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	687	713	728	746	745	-
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	43.4	43.3	43.3	42.4	41.4	-



※ 住友林業ツーバイフォーは2008年10月より住友林業に事業譲渡しました。

それに伴い、2008(2008/3期)の数値より木造軸組構法とツーバイフォー構法を合算した数値を記載しております。2006、2007については木造軸組構法の数値を表示しております。

Sumitomo Forestry Two-By-Four Homes transferred its business to Sumitomo Forestry in October 2008.

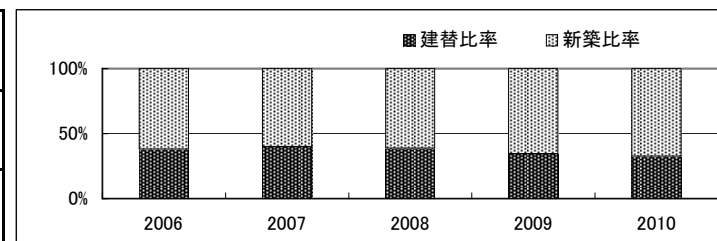
In accordance with the transfer, figures from 2008 to 2011 represent the total of "Post-and-Beam construction" and "Two-by-Four construction". Figures 2006 and 2007 are only for "Post-and-Beam".

戸建注文住宅 参考指標

Reference Data of Custom-built Detached House



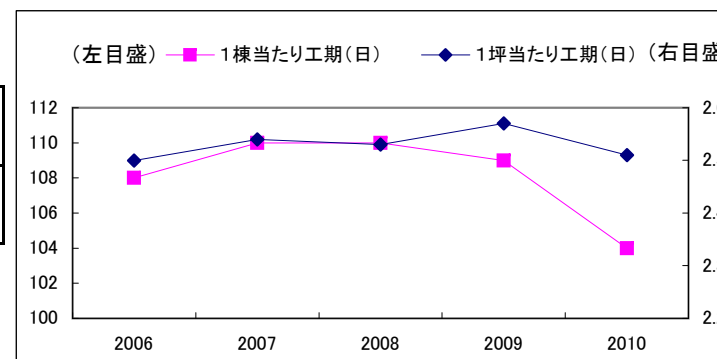
Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
新築比率 Percentage of New Building	62.0%	60.0%	61.3%	65.6%	67.5%	-
建替比率 Percentage of Rebuilding	38.0%	40.0%	38.7%	34.4%	32.5%	-



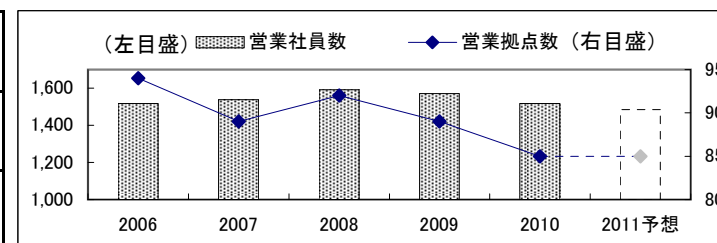
1棟当たり工期(日) Construction Period per House (Days)	108	110	110	109	104	-
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.5	2.5	2.5	2.6	2.5	-

※木造軸組工法による戸建注文住宅の数値を記載しております。

This number is about Post-and-Beam construction method.



営業社員数 Number of Sales Staff	1,518	1,538	1,591	1,570	1,517	1,485
営業拠点数 Number of Sales Offices	94	89	92	89	85	85
展示場数 Number of Housing Display Centers	324	318	344	321	304	287



※ 住友林業ツーバイフォーは2008年10月より住友林業に事業譲渡しました。

それに伴い、2008(2008/3期)の数値より木造軸組構法とツーバイフォー構法を合算した数値を記載しております。2006、2007については木造軸組構法の数値を表示しております。

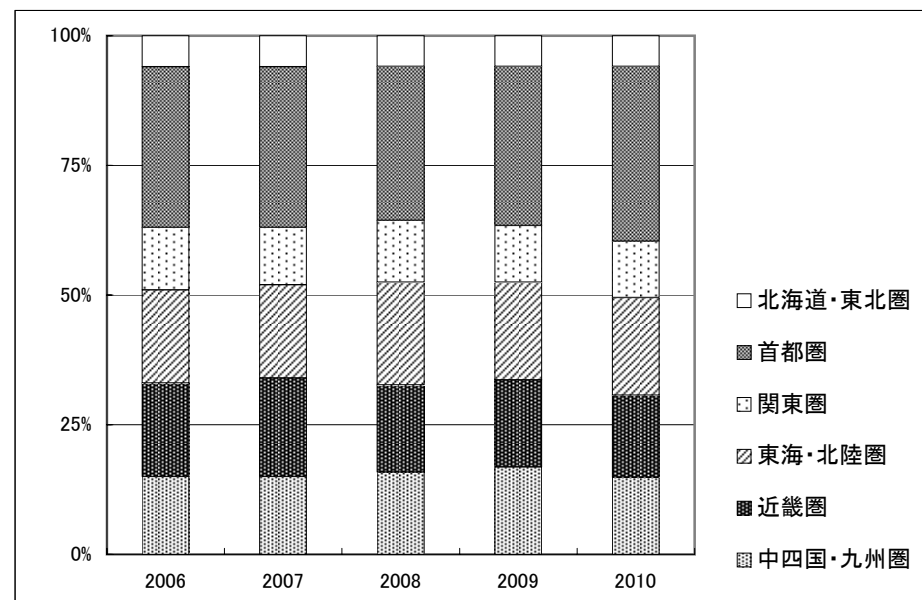
Sumitomo Forestry Two-By-Four Homes transferred its business to Sumitomo Forestry in October 2008.

In accordance with the transfer, figures from 2008 to 2011 represent the total of "Post-and-Beam construction" and "Two-by-Four construction". Figures 2006 and 2007 are only for "Post-and-Beam".

戸建注文住宅 地域別受注棟数構成

Custom-built Detached House Orders by Region

Fiscal Years Ended March 31	2006	2007	2008	2009	2010
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	6%
首都圏 Tokyo Metropolitan Area	31%	31%	30%	31%	34%
関東圏 Kanto Area	12%	11%	12%	11%	11%
東海・北陸圏 Tokai and Hokuriku Areas	18%	18%	20%	19%	19%
近畿圏 Kinki Area	18%	19%	17%	17%	16%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	15%	15%	16%	17%	15%



※ 2010(2010/3期)実績より、木造軸組構法とツーバイフォー構法を合算した数値を記載しております。

それ以前については木造軸組構法の数値を表示しております。

2010 Figures represent the total of "Post-and-Beam construction" and "Two-by-Four construction".

Figures from 2006 to 2009 are only for "Post-and-Beam".

戸建注文住宅 階層別棟数構成

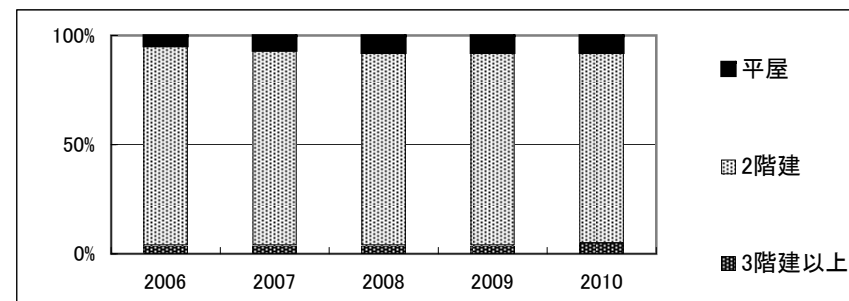
Ratio by the number of stories for Custom-built Detached Houses



(受注ベース Contract Base)

※ Fiscal Years Ended March 31

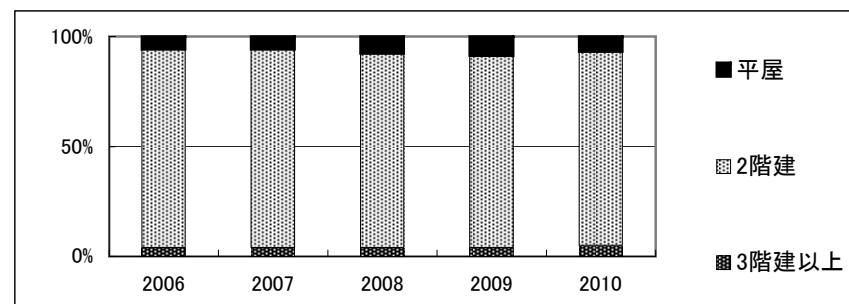
階層別 the number of stories	2006	2007	2008	2009	2010
平屋 House of one story	5%	7%	8%	8%	8%
2階建 Two-story house	91%	89%	88%	88%	87%
3階建以上 Three-story house	4%	4%	4%	4%	5%



(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

階層別 the number of stories	2006	2007	2008	2009	2010
平屋 House of one story	6%	6%	8%	9%	7%
2階建 Two-story house	90%	90%	89%	88%	88%
3階建以上 Three-story house	4%	4%	4%	4%	5%



※ 2010(2010/3期)実績より、木造軸組構法とツーバイフォー構法を合算した数値を記載しております。

それ以前については木造軸組構法の数値を表示しております。

2010 Figures represent the total of "Post-and-Beam construction" and "Two-by-Four construction".

Figures from 2006 to 2009 are only for "Post-and-Beam".

木材・建材 商品別売上高(単体)

Timber and Building Materials Sales by Product Category (Non-Consolidated)



(百万円・¥Million)

Fiscal Years Ended March 31			2006	2007	2008	2009	2010	
木材 Timber	原木、チップ Logs and chips	国内 Logs-Domestic	3,400	3,574	3,670	4,243	3,847	
		輸入 Logs-Imported	22,742	28,859	23,600	16,403	7,604	
			26,142	32,433	27,270	20,646	11,451	
	製材品 Lumber	国内 Lumber-Domestic	29,503	35,957	31,481	27,956	23,854	
		輸入 Lumber-Imported	34,318	45,264	43,061	34,523	23,181	
			63,821	81,221	74,542	62,479	47,035	
	その他 Others		904	527	192	138	108	
			90,867	114,182	102,004	83,263	58,593	
	建材 Building Materials	パネル Board	国内 Board-Domestic	15,840	36,084	28,099	23,378	18,190
			輸入 Board-Imported	43,721	64,329	48,145	39,407	27,957
		59,561	100,414	76,243	62,785	46,147		
一般建材 Building Materials		木質加工建材 Wood Processed Construction Materials	37,022	52,905	48,968	45,863	41,218	
		窯業建材 Ceramic Construction Materials	25,011	59,973	56,840	56,269	51,767	
		金属建材 Metal Construction Materials	23,896	27,703	27,794	26,863	23,979	
		住宅機器 Housing Equipment	36,879	44,814	44,451	43,522	41,788	
		その他 Others	3,188	4,427	4,075	4,035	3,837	
		125,996	189,822	182,127	176,551	162,589		
イノス INOS Group			6,868	7,062	6,415	5,970	4,912	
その他 Others			144	24,405	23,935	22,579	19,221	
		192,569	321,702	288,721	267,886	232,869		
木材・建材計 Total - Timber and Building Materials			283,437	435,884	390,725	351,148	291,462	

木材・建材 市況

Market Data of Timber and Building Materials



(出典)農林水産省「木材価格統計表」ほか

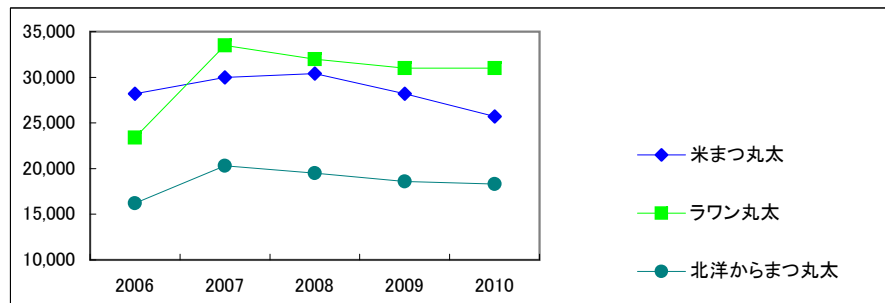
From "Wood products prices statistics" by

Ministry of Agriculture, Forestry and Fisheries, and others.

(原木市況 Logs)

(円/㎥・¥/㎥)

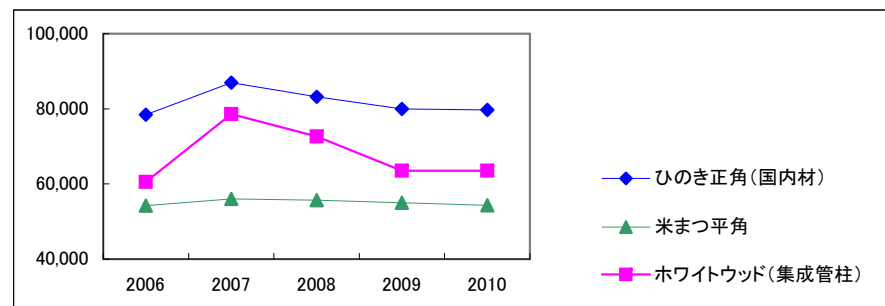
Fiscal Years Ended March 31	2006	2007	2008	2009	2010
米まつ丸太 Douglas Fir	28,200	30,000	30,400	28,200	25,700
ラワン丸太 Lauan	23,400	33,500	32,000	31,000	31,000
北洋からまつ丸太 Larch	16,200	20,300	19,500	18,600	18,300



(製材品市況 Lumber)

(円/㎡・¥/㎡)

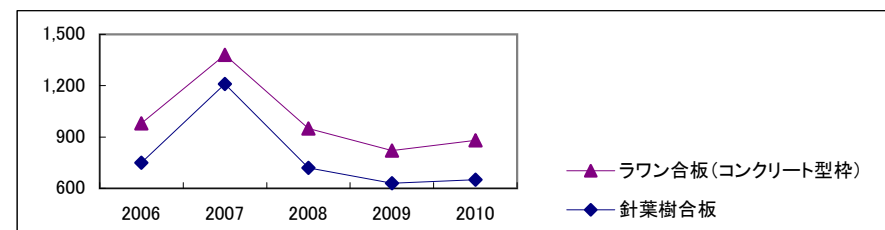
Fiscal Years Ended March 31	2006	2007	2008	2009	2010
ひのき正角(国内材) Japanese Cypress, squares (Domestic)	78,400	87,000	83,200	80,000	79,700
米まつ平角 Douglas Fir, slabs	54,200	56,000	55,700	55,000	54,300
ホワイトウッド(集成管柱) White Wood	60,500	78,600	72,600	63,500	63,500



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2006	2007	2008	2009	2010
ラワン合板(コンクリート型枠) Hardwood	980	1,380	950	820	880
針葉樹合板 Softwood	750	1,210	720	630	650



※ 農林水産省の統計の表示方法に変更があったため、2008(2008年3月期)以降の数値を変更しております。

Figures on 2008 and later have been changed due to the changes made by Ministry of Agriculture, Forestry and Fisheries.

ストック事業の状況

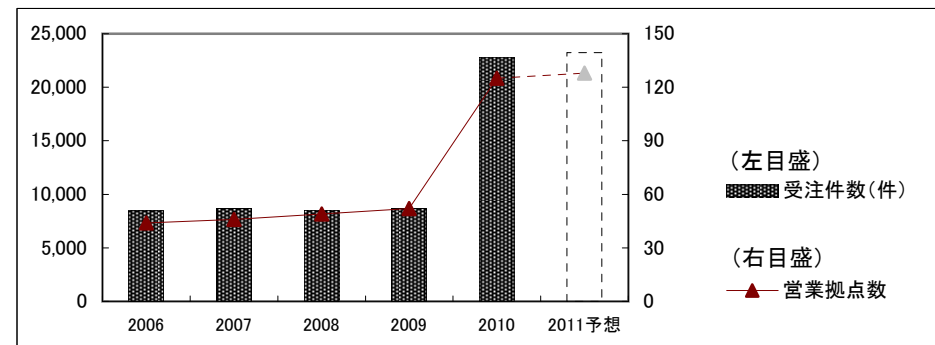
Home Remodeling and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Home Remodeling)

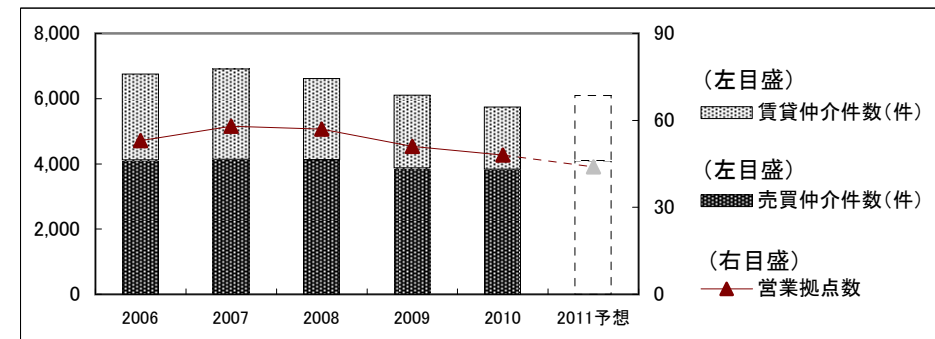
Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
営業拠点数 Number of Sales Offices	44	46	49	52	125	128
受注件数(件) Number of Orders	8,465	8,670	8,535	8,658	22,807	23,235
住友林業OB比率* (受注金額ベース)	26%	24%	23%	23%	42%	46%

* Percentage of Orders received from Owners of Sumitomo Forestry's House.(Amount Base)



(住友林業ホームサービス:不動産仲介事業 Real Estate Brokerage)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast
営業拠点数 Number of Sales Offices	53	58	57	51	48	44
売買仲介件数(件) Number of Brokerage (Sales)	4,112	4,134	4,118	3,864	3,829	4,090
賃貸仲介件数(件) Number of Brokerage (Rent)	2,646	2,775	2,497	2,239	1,917	2,009



住友林業ホームテックの2010(2010年3月期)以降の数値は、2009年10月に合併したスミリンメンテナンスの数値を含んでおります。

Figures of Sumitomo Forestry Home Tech from 2010 to 2011 include the ones of Sumirin Maintenance which was merged in October 2009.

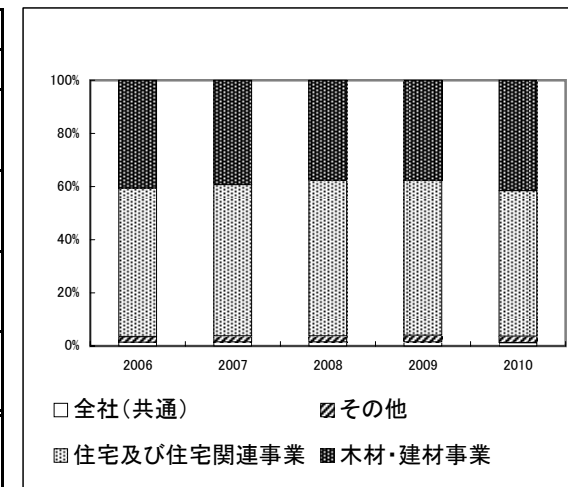
人員構成表

Number of Employees



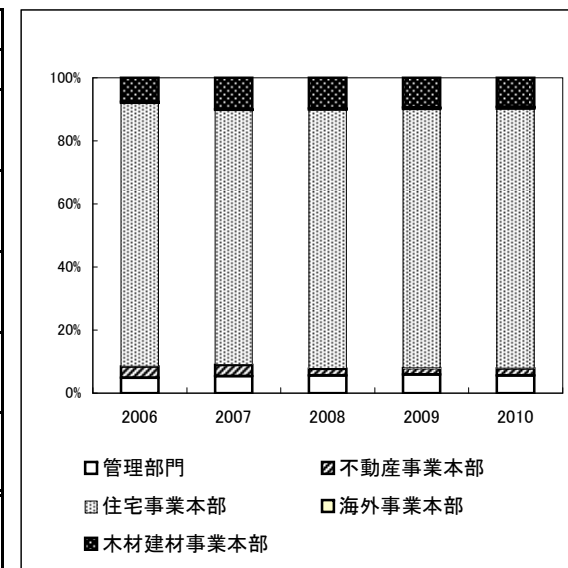
(連結 Consolidated)

Fiscal Years Ended March 31	2006		2007		2008		2009		2010	
		構成比		構成比		構成比		構成比		構成比
木材・建材事業 Timber & Building Materials	4,865	40.6%	4,812	39.3%	4,736	37.8%	4,766	37.7%	5,653	41.6%
住宅及び住宅関連事業 Housing & Housing-related Businesses	6,710	55.9%	6,988	57.0%	7,332	58.5%	7,365	58.3%	7,455	54.8%
その他 Others	269	2.2%	281	2.3%	295	2.4%	311	2.5%	324	2.4%
全社(共通) Corporate	153	1.3%	178	1.5%	178	1.4%	187	1.5%	169	1.2%
合計 Total	11,997	100.0%	12,259	100.0%	12,541	100.0%	12,629	100.0%	13,601	100.0%



(単体 Non-Consolidated)

Fiscal Years Ended March 31	2006		2007		2008		2009		2010	
		構成比		構成比		構成比		構成比		構成比
木材建材事業本部(営業本部) Timber & Building Materials Business Headquarters	330	7.6%	452	9.9%	444	9.8%	431	9.5%	421	9.3%
海外事業本部(事業開発本部) Overseas Business Headquarters	16	0.4%	15	0.3%	18	0.4%	22	0.5%	27	0.6%
住宅事業本部(住宅本部) Housing Business Headquarters	3,619	83.6%	3,680	80.8%	3,730	82.1%	3,732	82.1%	3,735	82.3%
不動産事業本部(集合住宅本部) Real Estate Business Headquarters	156	3.6%	162	3.6%	99	2.2%	95	2.1%	102	2.2%
管理部門 Administrative Divisions	209	4.8%	244	5.4%	252	5.5%	267	5.9%	254	5.6%
合計 Total	4,330	100.0%	4,553	100.0%	4,543	100.0%	4,547	100.0%	4,539	100.0%



2007年3月期までの数値は旧組織の数値。旧組織は()内の名称。

株式分布状況表

The State of Share Distribution



(千株・Thousand Shares)

Fiscal Years Ended March 31	2006		2007		2008		2009		2010	
		構成比		構成比		構成比		構成比		構成比
金融機関 Financial Institutions	62,330	35.7%	57,672	32.9%	56,155	31.7%	61,624	34.8%	58,993	33.3%
その他法人 Other Companies	41,814	24.0%	43,155	24.6%	45,574	25.7%	45,384	25.6%	42,817	24.2%
外国人 Foreigners	46,947	26.9%	51,815	29.5%	48,410	27.3%	44,701	25.2%	47,351	26.7%
個人・その他 Individuals and Others	22,438	12.9%	20,454	11.7%	25,561	14.4%	25,068	14.1%	27,494	15.5%
その他 Others	1,023	0.6%	2,350	1.3%	1,507	0.9%	476	0.3%	602	0.3%
合計 Total	174,552	100.0%	175,446	100.0%	177,207	100.0%	177,254	100.0%	177,258	100.0%

