

2010年3月期 第2四半期 業績説明会資料

 住友林業株式会社

SUMITOMO FORESTRY CO., LTD.

Financial Factbook

Interim of Fiscal Year Ending 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の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

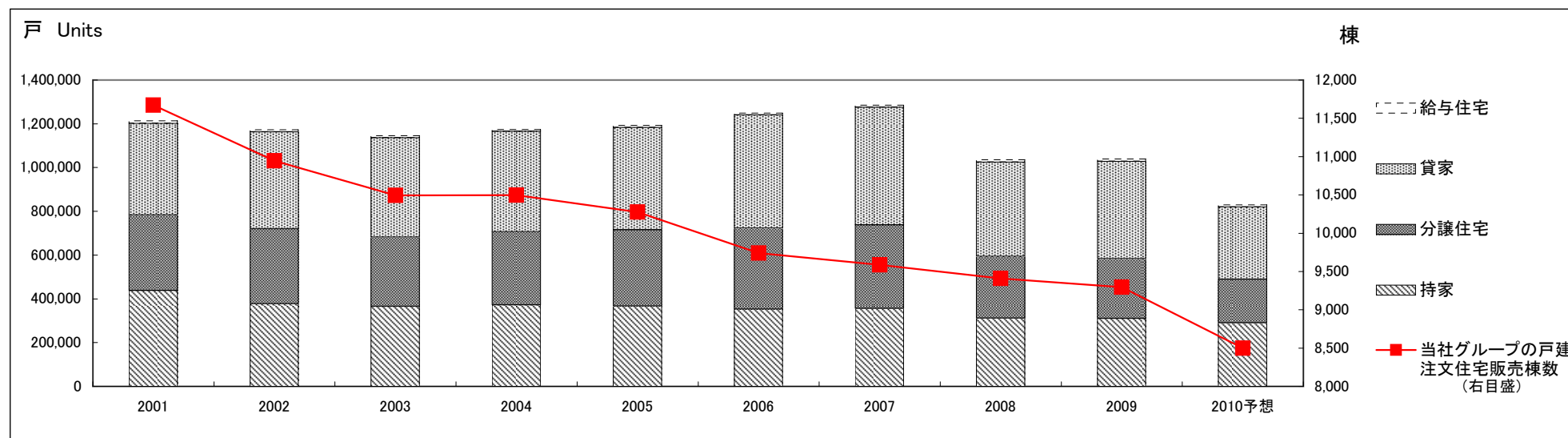
新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan



Fiscal Years Ended March 31	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010予想 Forecast	2010中間 Interim of Fiscal Year
持家 Owner-occupied Houses	437,789	377,066	365,507	373,015	367,233	352,577	355,700	311,803	310,664	290,000	148,297
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	200,000	76,699
貸家 Rented Houses	418,200	442,250	454,505	458,708	467,348	517,999	537,943	430,867	444,747	330,000	151,947
給与住宅 Corporate Houses	10,846	9,936	9,539	8,101	9,413	8,515	9,100	10,311	11,089	10,000	7,232
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	830,000	384,175
当社グループの戸建注文住宅販売棟数 Sumitomo Forestry *	11,671	10,945	10,493	10,496	10,275	9,739	9,585	9,408	9,297	8,500	3,713
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%	2.93%	2.50%

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



「2010 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。

"2010 Forecast" is calculated based on some forecasts by think tanks.

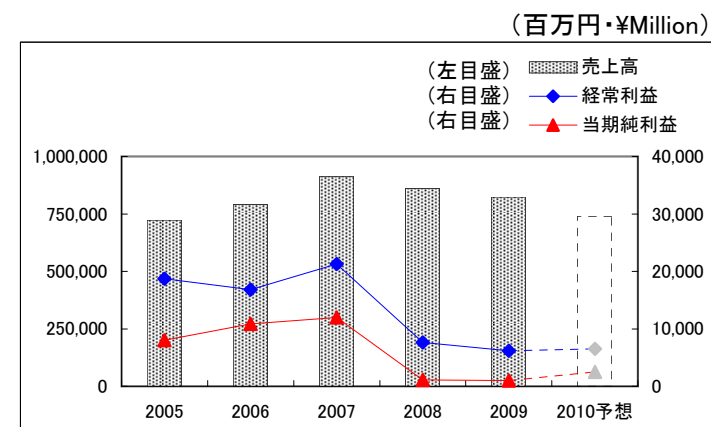
業績の推移

Business Results



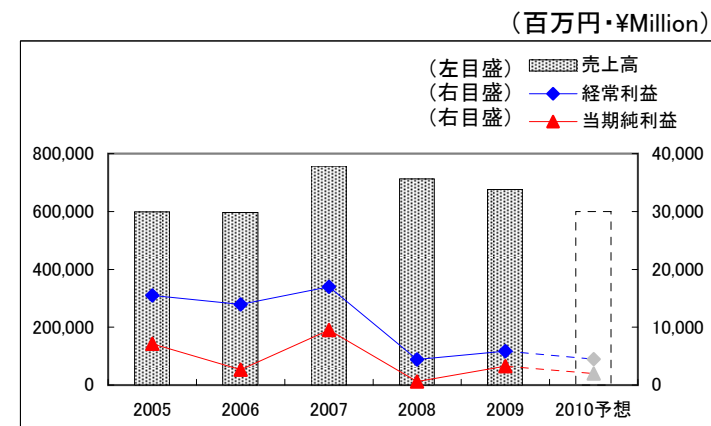
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想	(百万円・¥Million)	
						Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
売上高 Net Sales	723,193	791,128	911,674	861,357	823,810	740,000	403,581	336,759
営業利益 Operating Income	18,466	15,446	20,405	7,235	6,837	6,000	2,162	△1,145
経常利益 Recurring Income	18,692	16,800	21,259	7,659	6,160	6,500	2,659	△446
当期純利益 Net Income	8,014	10,842	11,954	1,115	1,028	2,500	1,868	△1,552



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想	(百万円・¥Million)	
						Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
売上高 Net Sales	598,853	595,993	756,743	712,313	675,968	600,000	328,102	272,737
営業利益 Operating Income	13,991	11,499	14,440	1,607	3,175	2,500	538	△2,210
経常利益 Recurring Income	15,477	13,948	17,004	4,431	5,852	4,500	2,789	△593
当期純利益 Net Income	7,136	2,652	9,532	624	3,264	2,000	2,195	△591



セグメント業績の推移

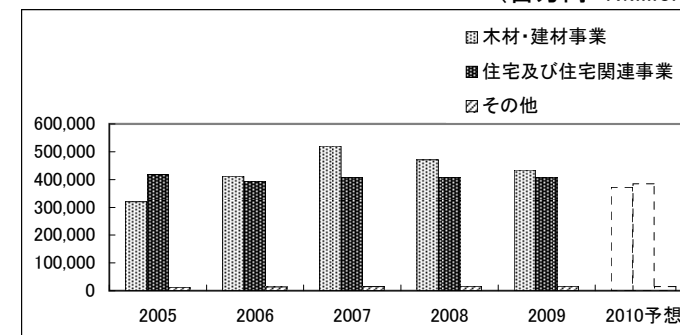
Business Results by Segment



(セグメント別売上高 Sales by Segment)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	(百万円・¥Million)	
							2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	320,255	412,182	520,103	470,945	433,648	372,000	225,496	174,404
住宅及び住宅関連事業 Housing & Housing-related Businesses	418,313	393,868	407,780	407,687	406,351	385,000	186,416	168,479
その他 Others	13,185	13,549	14,597	15,734	16,054	15,000	8,346	7,924
消去又は全社 Elimination and/or Corporate	△28,560	△28,471	△30,806	△33,009	△32,243	△32,000	△16,677	△14,048
合計 Total	723,193	791,128	911,674	861,357	823,810	740,000	403,581	336,759

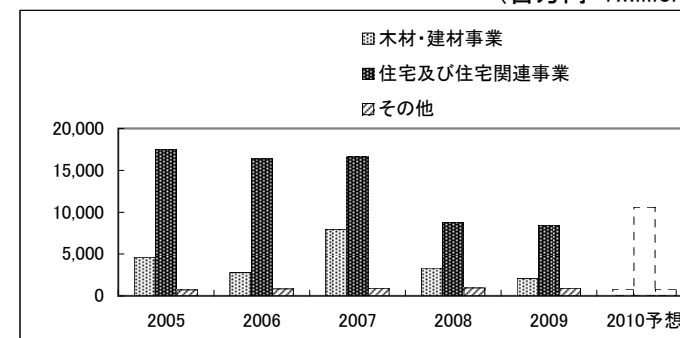
(百万円・¥Million)



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

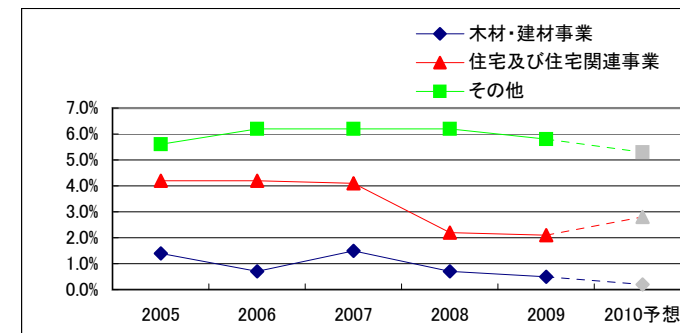
Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	(百万円・¥Million)	
							2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	4,615	2,806	7,967	3,330	2,054	800	1,712	△414
住宅及び住宅関連事業 Housing & Housing-related Businesses	17,530	16,370	16,586	8,797	8,447	10,600	1,961	1,047
その他 Others	738	841	903	969	936	800	509	410
消去又は全社 Elimination and/or Corporate	△4,418	△4,571	△5,051	△5,860	△4,599	△6,200	△2,021	△2,188
合計 Total	18,466	15,446	20,405	7,235	6,837	6,000	2,162	△1,145

(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	2005	2006	2007	2008	2009	2010予想 Forecast	(百万円・¥Million)	
							2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	1.4%	0.7%	1.5%	0.7%	0.5%	0.2%	0.8%	△0.2%
住宅及び住宅関連事業 Housing & Housing-related Businesses	4.2%	4.2%	4.1%	2.2%	2.1%	2.8%	1.1%	0.6%
その他 Others	5.6%	6.2%	6.2%	6.2%	5.8%	5.3%	6.1%	5.2%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-	-	-
合計 Total	2.6%	2.0%	2.2%	0.8%	0.8%	0.8%	0.5%	△0.3%



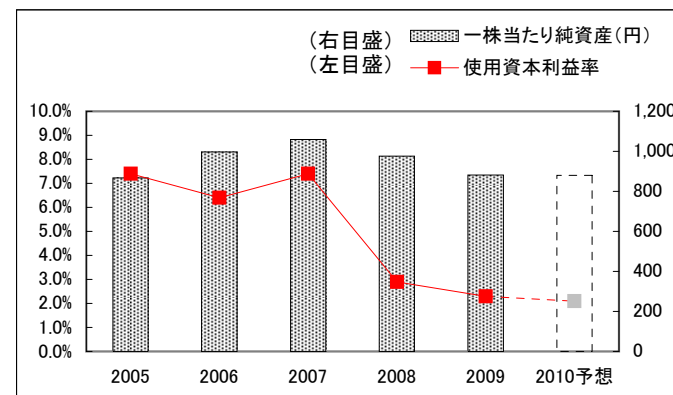
経営指標

Financial Analysis



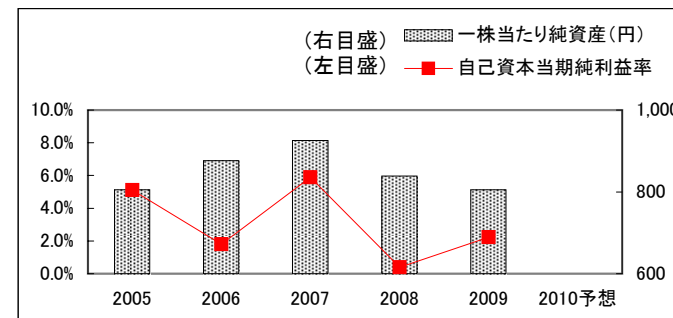
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
自己資本当期純利益率 Return on Equity	5.4%	6.6%	6.6%	0.6%	0.6%	1.6%	1.1%	△1.0%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	866.47	996.03	1,059.20	975.99	880.94	880.42	955.68	889.62
一株当たり当期純利益(円) Net Income per Share (¥)	45.28	61.28	67.43	6.29	5.80	14.11	10.54	△8.76
使用資本利益率 Return on Capital Employed	7.4%	6.4%	7.4%	2.9%	2.3%	2.1%	1.0%	0.0%



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
自己資本当期純利益率 Return on Equity	5.1%	1.8%	5.9%	0.4%	2.2%	—	1.5%	△0.4%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	805.42	876.50	925.39	838.46	804.87	—	828.96	801.36
一株当たり当期純利益(円) Net Income per Share (¥)	40.32	14.82	53.76	3.52	18.42	11.29	12.39	△3.34



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中間 Interim of Fiscal Year
現金及び預金	Cash and Time Deposits	25,188	44,720	47,385	39,591	23,854	45,728
受取手形及び売掛金	Notes and Accounts Receivable-Trade	85,052	134,880	161,972	115,668	106,167	99,454
完成工事未収入金	Accounts Receivable-Contract	5,269	3,379	5,432	4,640	4,889	4,528
有価証券	Marketable Securities	31,045	5,000	3,000	15,000	17,194	6,000
商品	Finished Goods, Logs and Lumber	19,757	22,413	30,087	22,985	20,506	16,686
販売用不動産	Developed Land and Housing for Sale	10,775	10,071	12,128	14,865	21,593	21,092
未成工事支出金	Land and Housing Projects in Progress	14,171	15,628	16,698	27,760	30,119	31,175
繰延税金資産	Deferred Income Taxes	8,513	7,597	6,179	5,588	6,647	7,667
短期貸付金	Short-term Loans Receivable	9,841	10,478	5,643	2,400	3,656	2,612
未収入金	Other Receivables	36,797	40,747	44,495	44,962	39,682	39,387
その他	Others	2,349	6,430	4,710	4,187	4,668	5,301
貸倒引当金	Allowance for Doubtful Accounts	△692	△913	△657	△631	△740	△674
流動資産	Current Assets	248,066	300,430	337,072	297,014	278,237	278,956
有形固定資産	Tangible Fixed Assets	65,106	73,933	74,050	79,921	88,146	95,608
無形固定資産	Intangible Fixed Assets	6,887	7,107	6,313	6,423	6,439	6,155
投資その他の資産	Investments and Other Assets	50,625	82,722	82,700	67,371	54,916	68,266
固定資産	Non-Current Assets	122,618	163,761	163,064	153,715	149,502	170,029
資産合計	Total Assets	370,684	464,192	500,136	450,730	427,738	448,985

※2006年以前の数値に関しては、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.

※「現金及び預金」に含まれていた譲渡性預金は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 which was included in "Cash and Time 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中間 Interim of Fiscal Year	
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	75,417
	工事未払金	Accounts Payable-Contract	55,734	60,242	63,766	64,852	52,828	50,338
	短期借入金	Short-term Debt (Bank Loans)	7,291	13,159	16,816	17,405	10,619	11,562
	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	1,286
	未成工事受入金	Advances Received from Customers	34,038	36,509	43,433	40,378	34,028	38,713
	賞与引当金	Provision for Employee's Bonuses	7,518	8,078	8,649	7,679	7,490	7,479
	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	1,288
	その他	Others	15,560	17,522	18,428	14,859	14,838	14,890
	流動負債	Current Liabilities	180,384	232,273	260,619	232,858	196,537	200,973
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	35,053
	繰延税金負債	Deferred Income Taxes	2,259	15,136	15,400	6,377	2,989	4,306
	退職給付引当金	Provision for Retirement Benefits for Employees	13,915	15,875	12,383	15,063	18,414	17,571
	役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	800	382	364	161	139	151
	その他	Others	11,972	13,228	13,752	14,772	17,322	17,975
固定負債	Long-term Liabilities	37,176	53,469	50,662	44,784	75,009	90,055	
負債の部	Total Liabilities	217,560	285,741	311,281	277,641	271,546	291,028	
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	102,466
	自己株式	Treasury Stock	△496	△617	△184	△249	△260	△261
	株主資本合計	Total Shareholders' Equity	143,637	152,029	163,288	161,497	159,630	156,748
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	3,809
	繰延ヘッジ損益	Deferred Gains or Losses on Hedges	103	120	155	59	29	△86
	為替換算調整勘定	Foreign Currency Translation Adjustments	△380	1,052	1,804	2,278	△5,961	△2,877
評価換算差額等合計	Valuation and Translation Adjustments	8,965	23,297	24,441	11,422	△3,572	845	
少数株主持分	Minority Interest	521	3,124	1,125	169	135	363	
純資産合計	Total Net Assets	153,124	178,450	188,855	173,089	156,192	157,957	
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	448,985	

※2006年以前の数値に関しては、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	2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
売上高 Net Sales	723,193	791,128	911,674	861,357	823,810	740,000	403,581	336,759
売上総利益 Gross Income	利益率 17.4% 125,582	16.2% 127,853	15.5% 141,117	15.7% 135,277	16.2% 133,493	16.7% 123,500	15.6% 62,905	16.6% 55,750
販売費及び一般管理費 Selling, General and Administrative Expenses	107,116	112,407	120,711	128,041	126,656	117,500	60,743	56,894
営業利益 Operating Income	利益率 2.6% 18,466	2.0% 15,446	2.2% 20,405	0.8% 7,235	0.8% 6,837	0.8% 6,000	0.5% 2,162	△0.3% △ 1,145
営業外収益 Other Income	2,744	3,750	4,026	3,728	3,812	4,500	1,885	2,867
営業外費用 Other Expenses	2,517	2,396	3,172	3,305	4,489	4,000	1,388	2,169
営業外損益 Other Income/Expenses	226	1,353	854	424	△ 677	500	497	698
経常利益 Recurring Income	利益率 2.6% 18,692	2.1% 16,800	2.3% 21,259	0.9% 7,659	0.7% 6,160	0.9% 6,500	0.7% 2,659	△0.1% △ 446
特別利益 Special Gains	844	363	969	2,401	166	400	139	386
特別損失 Special Losses	3,870	1,128	1,539	4,459	4,361	1,100	1,441	817
特別損益 Special Gains/Losses	△ 3,026	△ 765	△ 570	△ 2,058	△ 4,196	△ 700	△ 1,302	△ 431
当期純利益 Net Income	利益率 1.1% 8,014	1.4% 10,842	1.3% 11,954	0.1% 1,115	0.1% 1,028	0.3% 2,500	0.5% 1,868	△0.5% △ 1,552

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		2005	2006	2007	2008	2009	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	6,685	16,626	7,084	26,106	△8,161	△15,843	13,579
有価証券の取得／売却	Marketable Securities	158	247	-	-	-	-	295
有形固定資産の取得／売却	Tangible Fixed Assets	△6,313	△5,058	△3,937	△9,294	△20,947	△9,769	△5,369
無形固定資産の取得／売却	Intangible Fixed Assets	△1,727	△1,848	△1,568	△1,633	△1,968	△487	△531
投資有価証券の取得／売却	Investment Securities	△2,817	△3,475	△849	△336	△1,081	△625	△10,636
その他	Others	△2,196	1,136	△748	△6,324	△5,066	△1,557	1,272
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	△12,895	△8,998	△7,102	△17,587	△29,062	△12,437	△14,969
短期借入金純増減額	Short-term Borrowings	△2,095	△5,770	3,031	△2,896	1,467	703	△1,499
長期借入金純増減額	Long-term Borrowings	△2,496	△5,798	169	1,753	25,616	11	△481
社債純増減額	Bonds	△60	△60	△60	△160	-	-	15,000
配当金の支払額	Dividends Paid	△2,289	△2,287	△2,295	△2,835	△2,658	△1,329	△1,329
その他	Others	△147	△124	△180	△123	△229	△4	△174
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	△7,087	△14,039	665	△4,262	24,196	△619	11,517
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	△87	111	35	△93	△717	12	847
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	△13,384	△6,300	682	4,164	△13,745	△28,888	10,974
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	69,312	55,928	49,628	50,311	54,475	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	55,928	49,628	50,311	54,475	40,730	25,587	51,704

設備投資

Capital Expenditures



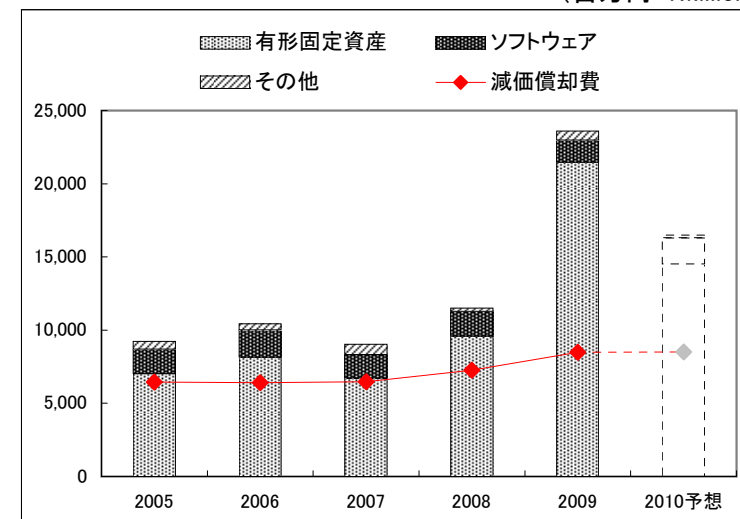
(資本的支出 Capital Investment)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
有形固定資産 Tangible fixed assets	7,016	8,132	6,724	9,578	21,456	14,500	10,282	5,498
ソフトウェア Software	1,673	1,857	1,581	1,691	1,500	1,800	500	516
その他 Others	549	454	721	225	651	200	120	106
合計 Total	9,237	10,443	9,026	11,494	23,607	16,500	10,902	6,120

(百万円・¥Million)

減価償却費 Depreciation	6,452	6,403	6,476	7,258	8,477	8,500	3,797	4,081
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(百万円・¥Million)

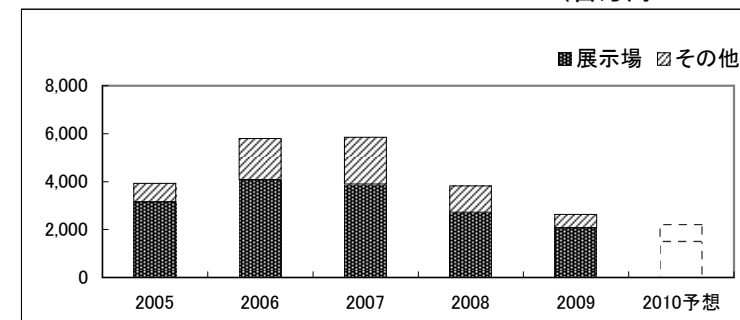


(リース Finance Leases)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
展示場 Model Houses	3,148	4,069	3,885	2,714	2,076	1,500	1,429	909
その他 Others	783	1,722	1,960	1,103	554	700	440	430
合計 Total	3,930	5,791	5,845	3,817	2,631	2,200	1,869	1,339

(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		2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
木造軸組構法 Post-and-Beam construction	金額	287,039	274,958	296,237	285,556	262,577	-	143,297	-
	棟数・Unit	9,805	8,890	9,376	8,987	8,509	-	4,614	-
ツーバイフォー構法 Two-by-four construction	金額	8,808	11,561	11,782	9,857	6,312	-	2,991	-
	棟数・Unit	289	361	375	314	194	-	82	-
住友林業システム住宅 Sumitomo Forestry Component House	金額	△90	-	-	-	-	-	-	-
	棟数・Unit	△18	-	-	-	-	-	-	-
戸建注文住宅 計 Total - Custom-built Detached Houses	金額	295,757	286,519	308,019	295,413	268,889	281,000	146,288	141,038
	棟数・Unit	10,076	9,251	9,751	9,301	8,703	9,300	4,696	4,628
RC造マンション RC Condominium	金額	11,663	8,518	9,136	6,280	4,423	3,600	412	1,353
	戸数・Unit	1,064	635	735	△19	194	150	1	10
木造アパート Wooden Apartment	金額	5,825	5,215	5,588	5,954	6,439	7,000	2,855	3,056
	戸数・Unit	712	653	720	702	758	800	321	328
集合住宅計 Total - Multiple Dwelling Houses	金額	17,488	13,733	14,723	12,234	10,862	10,600	3,266	4,410
	戸数・Unit	1,776	1,288	1,455	683	952	950	322	338

※ 2008年10月に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、「住友林業」を木造軸組構法、「住友林業ツーバイフォー」をツーバイフォー構法として記載しております。

また上記の事業譲渡に伴い、2010中間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.

"Post-and-Beam" construction represents Sumitomo Forestry's figure, and "two-by-four" construction represents Sumitomo Forestry Two-By-Four Homes figure.

In addition, only sum of "Post-and-Beam construction" and "Two-by-Four construction" is disclosed from interim 2010.

販売の状況

The State of Sales



(百万円・¥Million)

Fiscal Years Ended/Ending March 31			2005	2006	2007	2008	2009	2010予想 Forecast	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year
木造軸組構法 Post-and-Beam construction	金額		289,564	280,312	285,255	286,708	286,036	-	130,597	-
	棟数・Unit		9,805	9,401	9,246	9,092	9,036	-	4,093	-
ツーバイフォー構法 ※2 Two-by-four construction	金額		8,325	10,222	11,087	10,153	8,515	-	3,344	-
	棟数・Unit		279	338	339	316	261	-	96	-
住友林業システム住宅 Sumitomo Forestry Component House	金額		4,711	-	-	-	-	-	-	-
	棟数・Unit		191	-	-	-	-	-	-	-
戸建注文住宅 計 Total - Custom-built Detached Houses		金額	302,600	290,534	296,342	296,861	294,551	264,000	133,941	115,369
		棟数・Unit	10,275	9,739	9,585	9,408	9,297	8,500	4,189	3,713
戸建分譲住宅 Built for Sale Detached Houses		金額	907	1,421	1,288	2,718	3,253	4,200	1,619	1,802
		棟数・Unit	44	68	60	118	144	185	72	82
戸建住宅 計 Total - Detached Houses		金額	303,507	291,955	297,630	299,579	297,805	268,200	135,560	117,170
		棟数・Unit	10,319	9,807	9,645	9,526	9,441	8,685	4,261	3,795
RC造マンション RC Condominium	金額		13,163	6,670	7,972	7,560	3,983	4,200	2,312	3,263
	戸数・Unit		1,134	461	707	545	225	210	84	196
木造アパート Wooden Apartment	金額		3,534	4,822	5,940	4,360	5,729	5,800	1,137	1,538
	戸数・Unit		437	621	738	519	674	690	130	176
集合住宅計 Total - Multiple Dwelling Houses		金額	16,697	11,492	13,913	11,920	9,712	10,000	3,449	4,801
		戸数・Unit	1,571	1,082	1,445	1,064	899	900	214	372
北米住宅事業 ※1 Housing Business in the USA		金額	2,048	3,050	6,829	5,780	1,547	2,400	964	1,353
		棟数・Unit	52	56	99	69	23	55	14	28

※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.

※ 2008年10月に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、「住友林業」を木造軸組構法、「住友林業ツーバイフォー」をツーバイフォー構法として記載しております。

また上記の事業譲渡に伴い、2010中間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.

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In addition, only sum of “Post-and-Beam construction” and “Two-by-Four construction” is disclosed from interim 2010.

参考データ

Reference Data

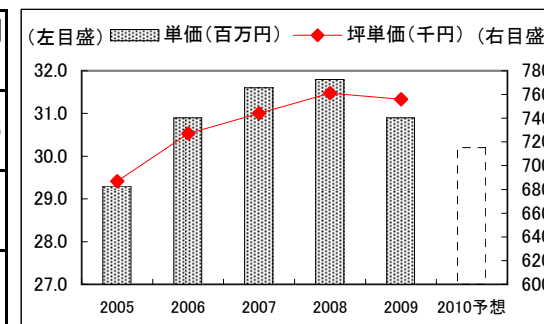
戸建注文住宅 1棟当たり平均データ

Average Data of Custom-built Detached House



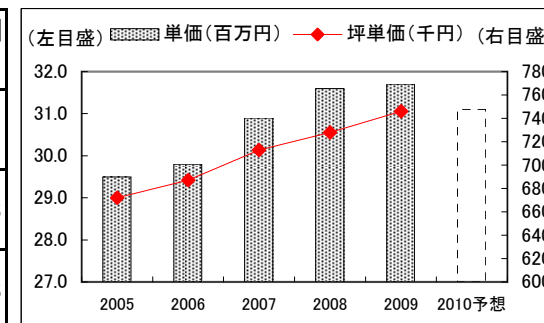
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2010中間 Interim of Fiscal Year
単価(百万円) Orders per Detached House (¥ Million)	29.3	30.9	31.6	31.8	30.9	30.2	30.5
坪単価(千円) Orders per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	687	727	744	761	756	-	761
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	42.6	42.5	42.4	41.7	40.9	-	40.1



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2010中間 Interim of Fiscal Year
単価(百万円) Sales per Detached House (¥ Million)	29.5	29.8	30.9	31.6	31.7	31.1	31.1
坪単価(千円) Sales per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	672	687	713	728	746	-	743
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	43.9	43.4	43.3	43.3	42.4	-	41.8



※ 住友林業ツーバイフォーは2008年10月、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。2005～2007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.

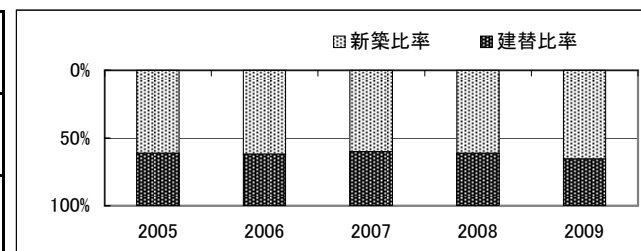
In accordance with the transfer, figures from 2008 to 2010 are combined "Post-and-Beam" with "Two-by-Four". Figures from 2005 to 2007 is about "Post-and-Beam".

戸建注文住宅 参考指標

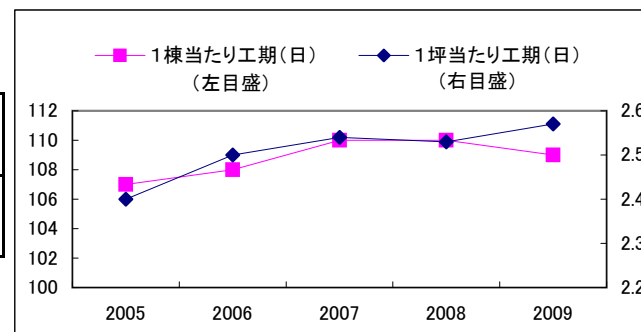
Reference Data of Custom-built Detached House



Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2010中間 Interim of Fiscal Year
新築比率 Percentage of New Building	61.2%	62.0%	60.0%	61.3%	65.6%	-	68.8%
建替比率 Percentage of Rebuilding	38.8%	38.0%	40.0%	38.7%	34.4%	-	31.2%



1棟当たり工期(日) Construction Period per House (Days)	107	108	110	110	109	-	103
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.4	2.5	2.5	2.5	2.6	-	2.3



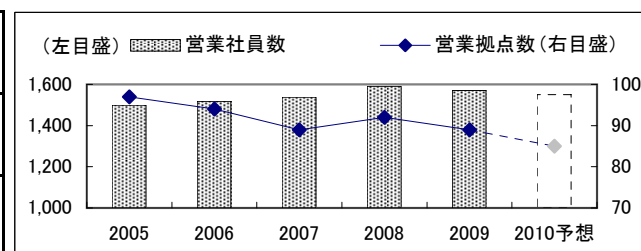
※ 2009までは木造軸組構法の数値。

2010中間からは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。

Figures from 2005 to 2009 are about "Post-and-Beam".

And figure in interim 2010 is combined "Post-and-Beam" with "Two-by-Four".

営業社員数 Number of Sales Staff	1,499	1,518	1,538	1,591	1,570	1,550	1,638
営業拠点数 Number of Sales Offices	97	94	89	92	89	85	85
展示場数 Number of Housing Display Centers	313	324	318	344	321	307	315



※ 住友林業ツーバイフォーは2008年10月、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。2005~2007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.

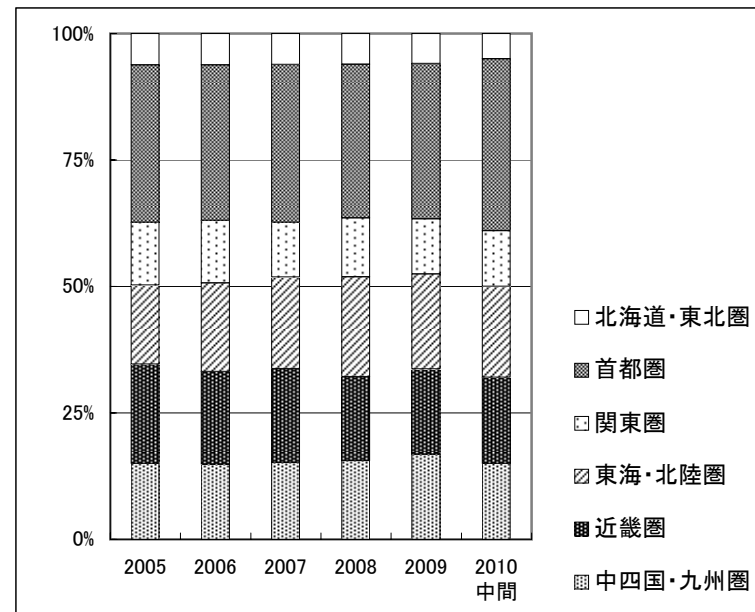
In accordance with the transfer, figures from 2008 to 2010 are combined "Post-and-Beam" with "Two-by-Four". Figures from 2005 to 2007 is about "Post-and-Beam".

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	2005	2006	2007	2008	2009	2010中間 Interim of Fiscal Year
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	6%	5%
首都圏 Tokyo Metropolitan Area	31%	31%	31%	30%	31%	34%
関東圏 Kanto Area	12%	12%	11%	12%	11%	11%
東海・北陸圏 Tokai and Hokuriku Areas	16%	18%	18%	20%	19%	18%
近畿圏 Kinki Area	20%	18%	19%	17%	17%	17%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	15%	15%	15%	16%	17%	15%



※ 住友林業ツーバイフォーは2008年10月、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。

2005～2007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 2010 are combined "Post-and-Beam" with "Two-by-Four".

Figures from 2005 to 2007 is about "Post-and-Beam".

戸建注文住宅 階層別棟数構成

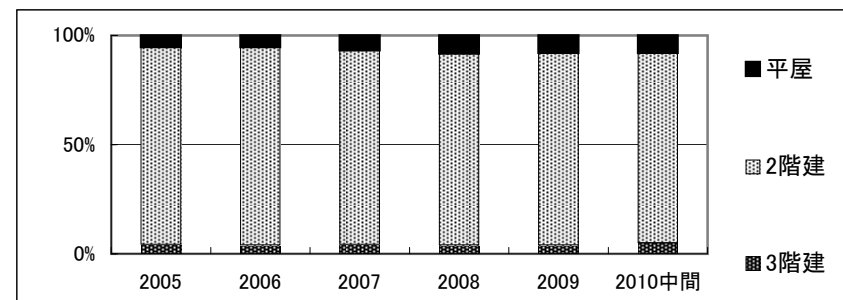
Ratio by the number of stories for Custom-built Detached Houses



(受注ベース Contract Base)

※ Fiscal Years Ended March 31

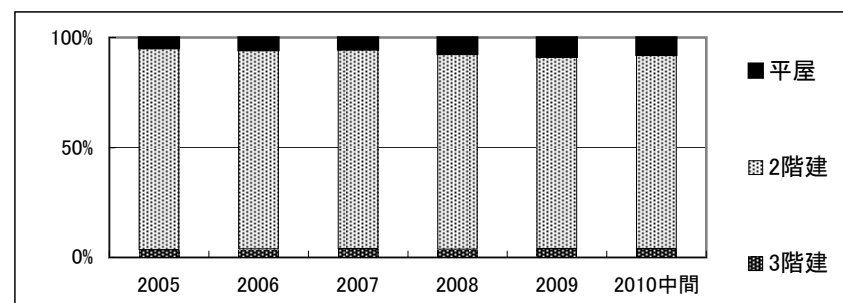
階層別 the number of stories	2005	2006	2007	2008	2009	2010中間 Interim of Fiscal Year
平屋 House of one story	5%	5%	7%	8%	8%	8%
2階建 Two-story house	90%	91%	89%	88%	88%	87%
3階建 Three-story house	4%	4%	4%	4%	4%	5%



(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

階層別 the number of stories	2005	2006	2007	2008	2009	2010中間 Interim of Fiscal Year
平屋 House of one story	5%	6%	6%	8%	9%	8%
2階建 Two-story house	91%	90%	90%	89%	88%	88%
3階建 Three-story house	4%	4%	4%	4%	4%	4%



※ 2006年10月に商品を「Myforest」に統合したことにより、商品構成は「Myforest」がほぼ100%となったため、2008年9月期より階層別の受注・完工棟数を開示しております。

Ratio by the number of stories is disclosed from this Interim of fiscal year 2009, because we integrated our products into "Myforest" from October 2006 and it occupied almost all of our orders and sales.

※ 住友林業ツーバイフォーは2008年10月、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。2005～2007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.

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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			2005	2006	2007	2008	2009	2009中間 Interim of Fiscal Year	2010中間 Interim of Fiscal Year	
木材 Timber	原木 Logs	国内材 Logs-Domestic	3,806	3,400	3,574	3,670	4,243	2,101	1,924	
		輸入材 Logs-Imported	25,024	22,742	28,859	23,600	16,403	9,385	3,767	
			28,830	26,142	32,433	27,270	20,646	11,487	5,692	
	製材品 Lumber	国内材 Lumber-Domestic	28,827	29,503	35,957	31,481	27,956	15,777	11,836	
		輸入材 Lumber-Imported	33,835	34,318	45,264	43,061	34,523	17,040	10,926	
			62,663	63,821	81,221	74,542	62,479	32,818	22,762	
	その他 Others		1,300	904	527	192	138	82	58	
			92,792	90,867	114,182	102,004	83,263	44,387	28,512	
	建材 Building Materials	パネル Board	国内材 Board-Domestic	17,358	15,840	36,084	28,099	23,378	13,092	8,998
			輸入材 Board-Imported	41,423	43,721	64,329	48,145	39,407	21,770	12,993
		58,781	59,561	100,414	76,243	62,785	34,862	21,991		
一般建材 Building Materials		木質加工建材 Wood Processed Construction Materials	35,107	37,022	52,905	48,968	45,863	23,392	19,958	
		窯業建材 Ceramic Construction Materials	24,488	25,011	59,973	56,840	56,269	28,653	25,055	
		金属建材 Metal Construction Materials	22,779	23,896	27,703	27,794	26,863	14,073	12,206	
		住宅機器 Housing Equipment	33,774	36,879	44,814	44,451	43,522	21,671	20,155	
		その他 Others	3,513	3,188	4,427	4,075	4,035	2,102	1,878	
		119,662	125,996	189,822	182,127	176,551	89,890	79,252		
イノス INOS Group			7,023	6,868	7,062	6,415	5,970	3,178	2,431	
その他 Others			167	144	24,405	23,935	22,579	10,969	9,033	
		185,633	192,569	321,702	288,721	267,886	138,900	112,708		
木材・建材計 Total - Timber and Building Materials			278,425	283,437	435,884	390,725	351,148	183,286	141,219	

木材・建材 市況

Market Data of Timber and Building Materials



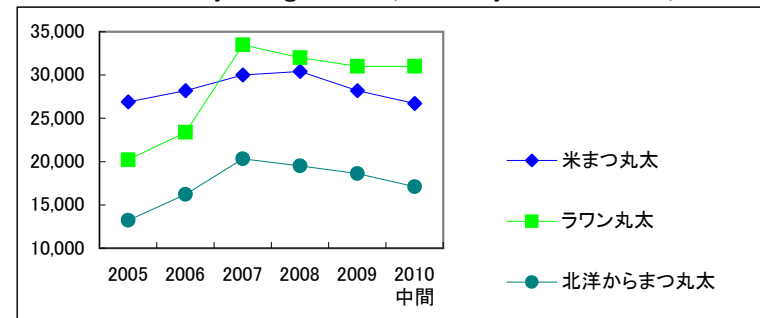
(出典)農林水産省「木材価格統計表」ほか
From "Wood products prices statistics" by

Ministry of Agriculture, Forestry and Fisheries, and others.

(原木市況 Logs)

(円/m³・¥/m³)

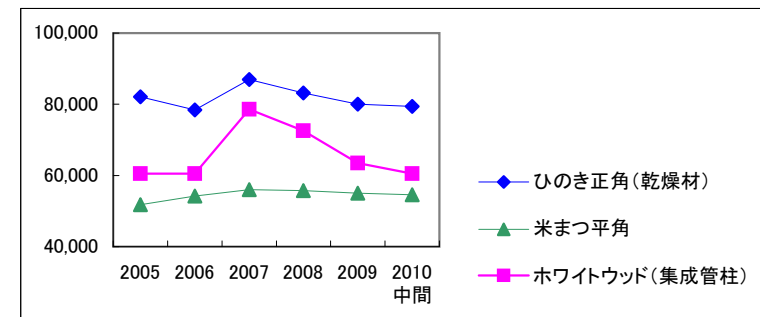
Fiscal Years Ended March 31	2005	2006	2007	2008	2009	2010中間 Interim of Fiscal Year
米まつ丸太 ※ Douglas Fir	26,900	28,200	30,000	30,400	28,200	26,700
ラワン丸太 Lauan	20,200	23,400	33,500	32,000	31,000	31,000
北洋からまつ丸太 ※ Larch	13,200	16,200	20,300	19,500	18,600	17,100



(製材品市況 Lumber)

(円/m³・¥/m³)

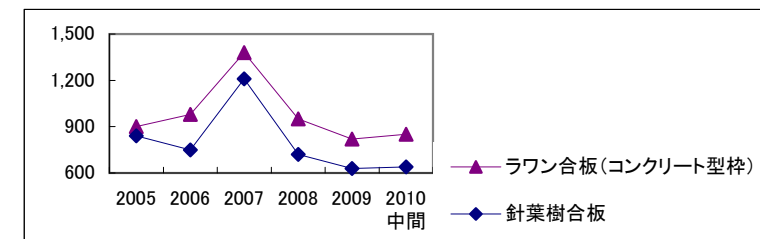
Fiscal Years Ended March 31	2005	2006	2007	2008	2009	2010中間 Interim of Fiscal Year
ひのき正角(乾燥材) ※ Japanese Cypress, squares (Kiln Dry)	82,100	78,400	87,000	83,200	80,000	79,400
米まつ平角 ※ Douglas Fir, beams	51,800	54,200	56,000	55,700	55,000	54,600
ホワイトウッド(集成管柱) White Wood	60,500	60,500	78,600	72,600	63,500	60,500



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2005	2006	2007	2008	2009	2010中間 Interim of Fiscal Year
ラワン合板(コンクリート型枠) Hardwood (Concrete Panel)	900	980	1,380	950	820	850
針葉樹合板 Softwood	840	750	1,210	720	630	640



※ 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

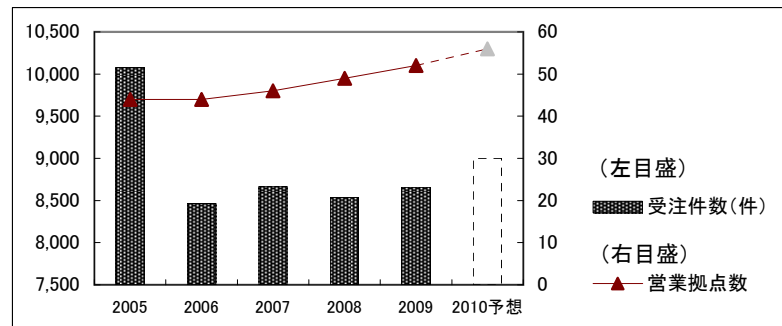
Home Remodeling and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Home Remodeling)

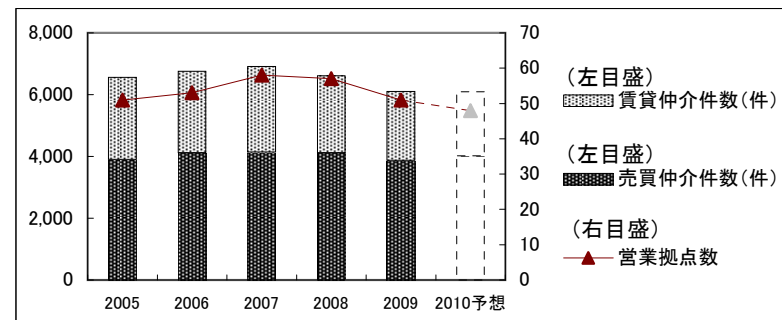
Fiscal Years Ended/Ending March 31	2005	2006	2007	2008	2009	2010予想 Forecast	2010中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	44	44	46	49	52	56	55
受注件数(件) Number of Orders	10,077	8,465	8,670	8,535	8,658	9,000	4,497
住友林業OB比率* (受注金額ベース)	33%	26%	24%	23%	23%	26%	26%

* 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	2005	2006	2007	2008	2009	2010予想 Forecast	2010中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	51	53	58	57	51	48	48
売買仲介件数(件) Number of Brokerage (Sales)	3,896	4,112	4,134	4,118	3,864	4,015	1,907
賃貸仲介件数(件) Number of Brokerage (Rent)	2,667	2,646	2,775	2,497	2,239	2,080	916



人員構成表

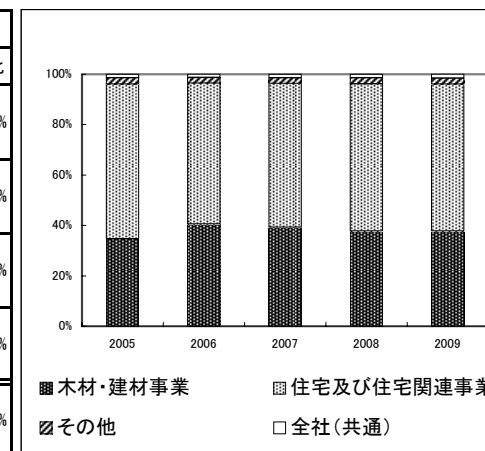
Number of Employees



(連結 Consolidated)

Fiscal Years Ended March 31	2005		2006		2007		2008		2009	
	人数	構成比	人数	構成比	人数	構成比	人数	構成比	人数	構成比
木材・建材事業 Timber & Building Materials	3,633	34.7%	4,865	40.6%	4,812	39.3%	4,736	37.8%	4,766	37.7%
住宅及び住宅関連事業 Housing & Housing-related Businesses	6,437	61.4%	6,710	55.9%	6,988	57.0%	7,332	58.5%	7,365	58.3%
その他 Others	266	2.5%	269	2.2%	281	2.3%	295	2.4%	311	2.5%
全社(共通) Corporate	141	1.3%	153	1.3%	178	1.5%	178	1.4%	187	1.5%
合計 Total	10,477	100.0%	11,997	100.0%	12,259	100.0%	12,541	100.0%	12,629	100.0%

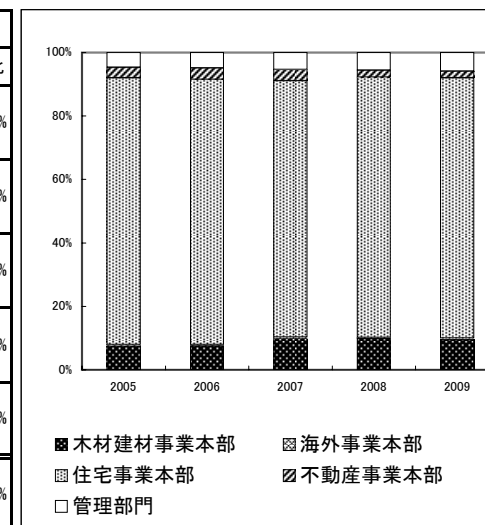
2010中間	
Interim of Fiscal Year	構成比
5,424	40.3%
7,536	56.1%
317	2.4%
168	1.2%
13,445	100.0%



(単体 Non-Consolidated)

Fiscal Years Ended March 31	2005		2006		2007		2008		2009	
	人数	構成比	人数	構成比	人数	構成比	人数	構成比	人数	構成比
木材建材事業本部(営業本部) Timber & Building Materials Business Headquarters	324	7.7%	330	7.6%	452	9.9%	444	9.8%	431	9.5%
海外事業本部(事業開発本部) Overseas Business Headquarters	12	0.3%	16	0.4%	15	0.3%	18	0.4%	22	0.5%
住宅事業本部(住宅本部) Housing Business Headquarters	3,524	84.0%	3,619	83.6%	3,680	80.8%	3,730	82.1%	3,732	82.1%
不動産事業本部(集合住宅本部) Real Estate Business Headquarters	141	3.4%	156	3.6%	162	3.6%	99	2.2%	95	2.1%
管理部門 Administrative Divisions	193	4.6%	209	4.8%	244	5.4%	252	5.5%	267	5.9%
合計 Total	4,194	100.0%	4,330	100.0%	4,553	100.0%	4,543	100.0%	4,547	100.0%

2010中間	
Interim of Fiscal Year	構成比
435	9.4%
29	0.6%
3,826	82.4%
102	2.2%
253	5.4%
4,645	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	2005		2006		2007		2008		2009		2010中間	
		構成比		構成比		構成比		構成比		構成比	Interim of Fiscal Year	構成比
金融機関 Financial Institutions	68,063	39.0%	62,330	35.7%	57,672	32.9%	56,155	31.7%	61,624	34.8%	60,405	34.1%
その他法人 Other Companies	39,473	22.6%	41,814	24.0%	43,155	24.6%	45,574	25.7%	45,384	25.6%	42,608	24.0%
外国人 Foreigners	42,983	24.6%	46,947	26.9%	51,815	29.5%	48,410	27.3%	44,701	25.2%	46,359	26.2%
個人・その他 Individuals and Others	22,335	12.8%	22,438	12.9%	20,454	11.7%	25,561	14.4%	25,068	14.1%	27,507	15.5%
その他 Others	1,581	0.9%	1,023	0.6%	2,350	1.3%	1,507	0.9%	476	0.3%	377	0.2%
合計 Total	174,435	100.0%	174,552	100.0%	175,446	100.0%	177,207	100.0%	177,254	100.0%	177,256	100.0%

