

2011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, 2011

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

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財務データ

Financial Section

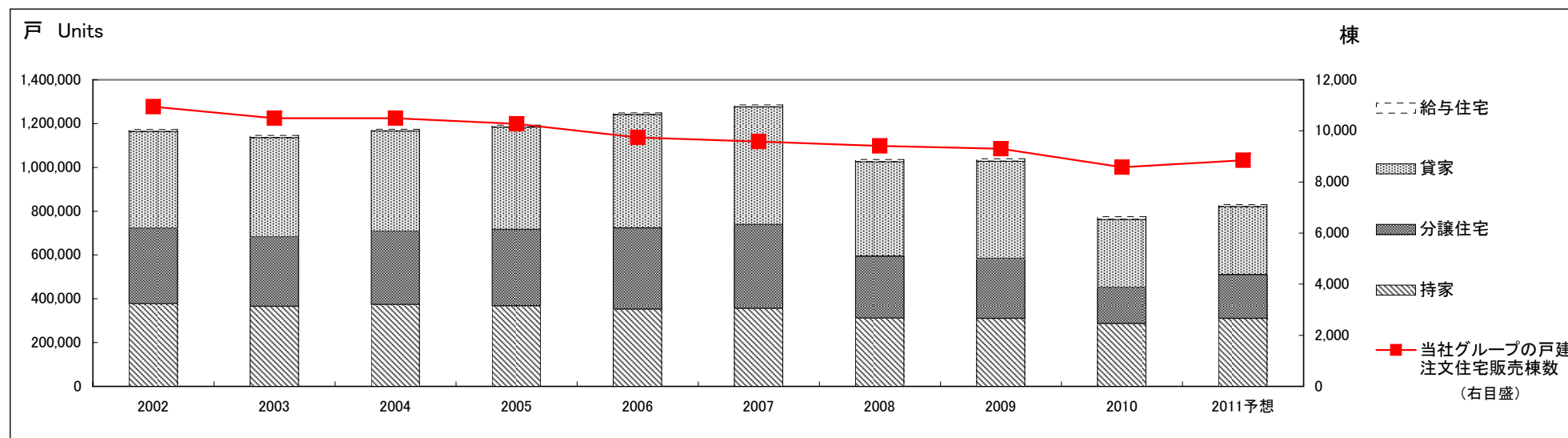
新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan



Fiscal Years Ended March 31	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011予想 Forecast	(戸・Units) 2011中間 Interim of Fiscal Year
持家 Owner-occupied Houses	377,066	365,507	373,015	367,233	352,577	355,700	311,803	310,664	286,993	310,000	159,282
分譲住宅 Built for Sale Houses	343,918	316,002	333,825	349,044	370,275	382,503	282,617	272,680	163,590	200,000	98,817
貸家 Rented Houses	442,250	454,505	458,708	467,348	517,999	537,943	430,867	444,747	311,463	310,000	146,316
給与住宅 Corporate Houses	9,936	9,539	8,101	9,413	8,515	9,100	10,311	11,089	13,231	10,000	3,507
合計 Total	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	407,922
当社グループの戸建注文住宅販売棟数 Sumitomo Forestry *	10,945	10,493	10,496	10,275	9,739	9,585	9,408	9,297	8,580	8,850	3,862
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	2.90%	2.87%	2.81%	2.80%	2.76%	2.69%	3.02%	2.99%	2.99%	2.85%	2.42%

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



「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.

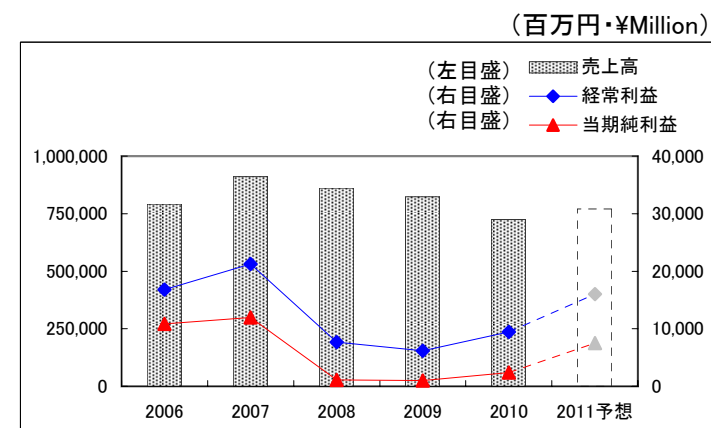
業績の推移

Business Results



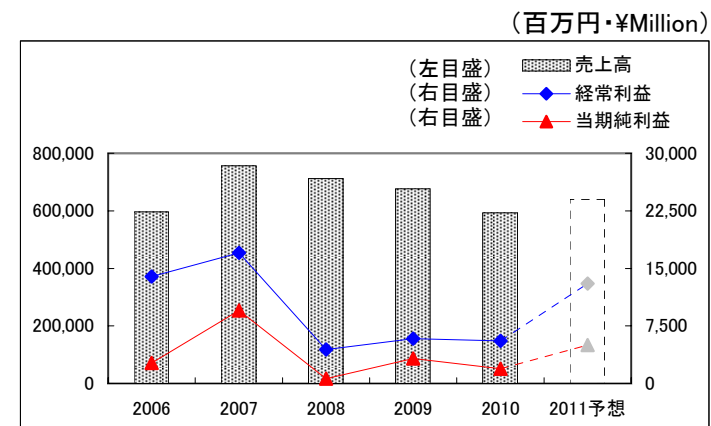
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	(百万円・¥Million)						(百万円・¥Million)	
	2006	2007	2008	2009	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
売上高 Net Sales	791,128	911,674	861,357	823,810	723,923	770,000	336,759	373,921
営業利益 Operating Income	15,446	20,405	7,235	6,837	9,747	15,500	△1,145	4,873
経常利益 Recurring Income	16,800	21,259	7,659	6,160	9,465	16,000	△446	5,094
当期純利益 Net Income	10,842	11,954	1,115	1,028	2,377	7,500	△1,552	1,527



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	(百万円・¥Million)						(百万円・¥Million)	
	2006	2007	2008	2009	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
売上高 Net Sales	595,993	756,743	712,313	675,968	593,243	640,000	272,737	304,933
営業利益 Operating Income	11,499	14,440	1,607	3,175	3,525	10,000	△2,210	2,211
経常利益 Recurring Income	13,948	17,004	4,431	5,852	5,560	13,000	△593	4,774
当期純利益 Net Income	2,652	9,532	624	3,264	1,936	5,000	△591	254



セグメント業績の推移

Business Results by Segment



<旧セグメント> Previous segment

(売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2010中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	412,182	520,103	470,945	433,648	361,812	174,404
住宅及び住宅関連事業 Housing & Housing-related Businesses	393,868	407,780	407,687	406,351	375,658	168,479
その他 Others	13,549	14,597	15,734	16,054	15,871	7,924
消去又は全社 Elimination and/or Corporate	△28,471	△30,806	△33,009	△32,243	△29,419	△14,048
合計 Total	791,128	911,674	861,357	823,810	723,923	336,759

<新セグメント> New segment

(売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
木材建材事業 Timber & Building Materials	341,432	372,000	165,283	190,200
海外事業 Overseas Business	25,472	34,000	11,194	15,887
住宅事業 Housing Business	338,295	345,000	148,972	153,053
不動産事業 Real Estate business	38,169	47,000	19,001	26,544
その他事業 Others	15,171	13,000	7,538	6,753
調整 Adjustment	△34,617	△41,000	△15,230	△18,517
合計 Total	723,923	770,000	336,759	373,921

(営業利益 Operating Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2010中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	2,806	7,967	3,330	2,054	913	△414
住宅及び住宅関連事業 Housing & Housing-related Businesses	16,370	16,586	8,797	8,447	13,744	1,047
その他 Others	841	903	969	936	913	410
消去又は全社 Elimination and/or Corporate	△4,571	△5,051	△5,860	△4,599	△5,823	△2,188
合計 Total	15,446	20,405	7,235	6,837	9,747	△1,145

(経常利益 Recurring Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
木材建材事業 Timber & Building Materials	2,006	3,700	511	2,244
海外事業 Overseas Business	△2,582	△400	△989	△402
住宅事業 Housing Business	13,250	17,800	1,339	4,831
不動産事業 Real Estate business	△1,042	700	△231	518
その他事業 Others	583	300	272	241
調整 Adjustment	△2,750	△6,100	△1,349	△2,338
合計 Total	9,465	16,000	△446	5,094

(営業利益率 Operating Income margin by Segment)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2010中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	0.7%	1.5%	0.7%	0.5%	0.3%	△0.2%
住宅及び住宅関連事業 Housing & Housing-related Businesses	4.2%	4.1%	2.2%	2.1%	3.7%	0.6%
その他 Others	6.2%	6.2%	6.2%	5.8%	5.8%	5.2%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-
合計 Total	2.0%	2.2%	0.8%	0.8%	1.3%	△0.3%

(経常利益率 Recurring Income margin by Segment)

Fiscal Years Ended/Ending March 31	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
木材建材事業 Timber & Building Materials	0.6%	1.0%	0.3%	1.2%
海外事業 Overseas Business	△10.1%	△1.2%	△8.8%	△2.5%
住宅事業 Housing Business	3.9%	5.2%	0.9%	3.2%
不動産事業 Real Estate business	△2.7%	1.5%	△1.2%	2.0%
その他事業 Others	3.8%	2.3%	3.6%	3.6%
調整 Adjustment	-	-	-	-
合計 Total	1.3%	2.1%	△0.1%	1.4%

※ 2011(2011/3期)のマネジメント・アプローチ導入に伴い、2010中間以降は新セグメントでの数値を記載しています。

We changed the accounting classification of business segments from fiscal 2011 to align with our management approach.
In accordance with the change, figures from Interim of fiscal year 2010 are based on new segments.

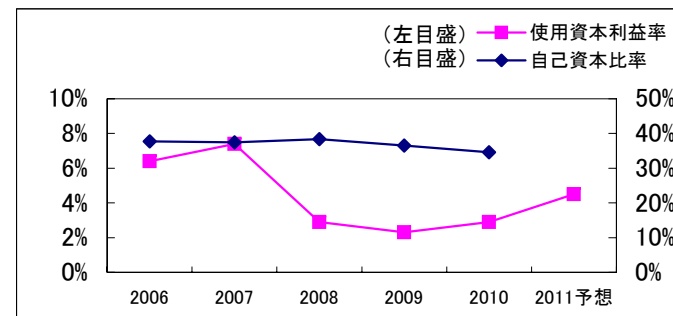
経営指標

Financial Analysis



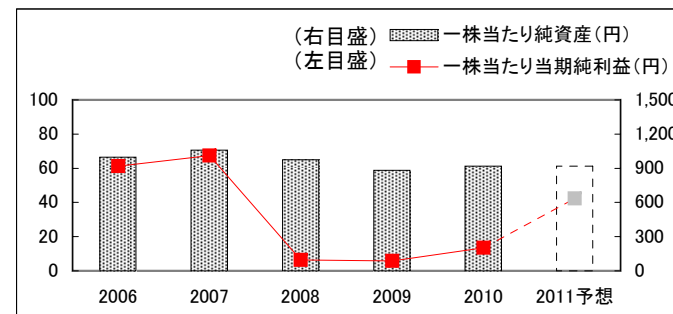
(経営指標 Financial Analysis)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
自己資本当期純利益率 Return on Equity	6.6%	6.6%	0.6%	0.6%	1.5%	4.7%	△1.0%	1.0%
使用資本利益率 Return on Capital Employed	6.4%	7.4%	2.9%	2.3%	2.9%	4.5%	0.0%	1.5%
自己資本比率 Equity ratio	37.7%	37.5%	38.4%	36.5%	34.6%	-	35.1%	33.0%



(一株当たり情報 Per Share Data)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
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	42.34	△8.76	8.62
一株当たり純資産(円) Shareholders' Equity per Share (¥)	996.03	1,059.20	975.99	880.94	917.82	919.26	889.62	893.02



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		2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
現金及び預金	Cash and Time Deposits	44,720	47,385	39,591	23,854	52,714	62,738
受取手形及び売掛金	Notes and Accounts Receivable-Trade	134,880	161,972	115,668	106,167	102,355	113,672
完成工事未収入金	Accounts Receivable-Contract	3,379	5,432	4,640	4,889	5,071	4,269
有価証券	Marketable Securities	5,000	3,000	15,000	17,194	19,000	-
商品	Finished Goods, Logs and Lumber	22,413	30,087	22,985	20,506	17,230	19,170
販売用不動産	Developed Land and Housing for Sale	10,071	12,128	14,865	21,593	26,333	28,153
未成工事支出金	Land and Housing Projects in Progress	15,628	16,698	27,760	30,119	32,420	34,518
繰延税金資産	Deferred Income Taxes	7,597	6,179	5,588	6,647	6,308	7,686
短期貸付金	Short-term Loans Receivable	10,478	5,643	2,400	3,656	859	1,145
未収入金	Other Receivables	40,747	44,495	44,962	39,682	42,599	44,394
その他	Others	6,430	4,710	4,187	4,668	3,719	4,248
貸倒引当金	Allowance for Doubtful Accounts	△913	△657	△631	△740	△836	△1,164
流動資産	Current Assets	300,430	337,072	297,014	278,237	307,772	318,828
有形固定資産	Tangible Fixed Assets	73,933	74,050	79,921	88,146	88,870	90,507
無形固定資産	Intangible Fixed Assets	7,107	6,313	6,423	6,439	6,637	7,304
投資その他の資産	Investments and Other Assets	82,722	82,700	67,371	54,916	66,459	62,152
固定資産	Non-Current Assets	163,761	163,064	153,715	149,502	161,966	159,963
資産合計	Total Assets	464,192	500,136	450,730	427,738	469,738	478,791

※「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		2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
流動負債	支払手形及び買掛金 Notes and Accounts Payable-Trade	93,782	103,374	83,346	74,119	86,553	94,068
	工事未払金 Accounts Payable-Contract	60,242	63,766	64,852	52,828	61,029	53,325
	短期借入金 Short-term Debt (Bank Loans)	13,159	16,816	17,405	10,619	12,323	16,661
	1年以内償還予定社債 Short-term Debt (Bonds)	60	160	-	-	-	-
	未払法人税等 Accrued Income Taxes	1,596	4,602	3,012	1,307	2,205	3,736
	未成工事受入金 Advances Received from Customers	36,509	43,433	40,378	34,028	31,077	42,441
	賞与引当金 Provision for Employee's Bonuses	8,078	8,649	7,679	7,490	7,372	7,278
	完成工事補償引当金 Provision for Guarantee for After-cost of Construction	1,323	1,391	1,327	1,308	1,256	1,235
	その他 Others	17,522	18,428	14,859	14,838	17,619	19,087
	流動負債 Current Liabilities	232,273	260,619	232,858	196,537	219,434	237,833
固定負債	社債 Long-term Debt (Bonds)	160	-	-	-	15,000	15,000
	長期借入金 Long-term Debt (Bank Loans)	8,688	8,763	8,411	36,145	36,008	31,709
	繰延税金負債 Deferred Income Taxes	15,136	15,400	6,377	2,989	9,358	7,923
	退職給付引当金 Provision for Retirement Benefits for Employees	15,875	12,383	15,063	18,414	5,390	5,341
	役員退職慰労引当金 Provision for Retirement Benefits for Directors and Corporate Auditors	382	364	161	139	164	102
	その他 Others	13,228	13,752	14,772	17,322	21,454	22,396
固定負債 Long-term Liabilities	53,469	50,662	44,784	75,009	87,374	82,472	
負債の部 Total Liabilities	285,741	311,281	277,641	271,546	306,808	320,305	
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	25,655	26,882	26,876	26,872	26,872	26,872
	利益剰余金 Retained Earnings	99,319	108,919	107,198	105,346	105,066	105,264
	自己株式 Treasury Stock	△617	△184	△249	△260	△262	△264
株主資本合計 Total Shareholders' Equity	152,029	163,288	161,497	159,630	159,348	159,544	
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	22,125	22,482	9,085	2,359	5,594	2,725
	繰延ヘッジ損益 Deferred Gains or Losses on Hedges	120	155	59	29	24	1
	為替換算調整勘定 Foreign Currency Translation Adjustments	1,052	1,804	2,278	△5,961	△2,378	△4,076
評価換算差額等合計 Valuation and Translation Adjustments	23,297	24,441	11,422	△3,572	3,241	△1,350	
少数株主持分 Minority Interest	3,124	1,125	169	135	342	293	
純資産合計 Total Net Assets	178,450	188,855	173,089	156,192	162,930	158,486	
負債、及び純資産合計 Total Liabilities and Total Net Assets	464,192	500,136	450,730	427,738	469,738	478,791	

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	2010 中間 Interim of Fiscal Year	2011 中間 Interim of Fiscal Year
売上高 Net Sales	791,128	911,674	861,357	823,810	723,923	770,000	336,759	373,921
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	17.3% 133,000	16.6% 55,750	16.4% 61,292
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	117,500	56,894	56,419
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	2.0% 15,500	△0.3% △ 1,145	1.3% 4,873
営業外収益 Other Income	3,750	4,026	3,728	3,812	4,147	3,000	2,867	1,604
営業外費用 Other Expenses	2,396	3,172	3,305	4,489	4,429	2,500	2,169	1,384
営業外損益 Other Income/Expenses	1,353	854	424	△ 677	△ 282	500	698	221
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	2.1% 16,000	△0.1% △ 446	1.4% 5,094
特別利益 Special Gains	363	969	2,401	166	4,346	700	386	298
特別損失 Special Losses	1,128	1,539	4,459	4,361	3,228	2,200	817	1,675
特別損益 Special Gains/Losses	△ 765	△ 570	△ 2,058	△ 4,196	1,118	△ 1,500	△ 431	△ 1,376
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	1.0% 7,500	△0.5% △ 1,552	0.4% 1,527

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	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
営業活動によるキャッシュ・フロー		16,626	7,084	26,106	△8,161	37,239	13,579	811
有価証券の取得／売却	Marketable Securities	247	-	-	-	295	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	△5,369	△5,987
無形固定資産の取得／売却	Intangible Fixed Assets	△1,848	△1,568	△1,633	△1,968	△1,578	△531	△1,604
投資有価証券の取得／売却	Investment Securities	△3,475	△849	△336	△1,081	△10,787	△10,636	△1,046
その他	Others	1,136	△748	△6,324	△5,066	1,307	1,272	△9,907
投資活動によるキャッシュ・フロー		△8,998	△7,102	△17,587	△29,062	△19,117	△14,969	△18,544
短期借入金純増減額	Short-term Borrowings	△5,770	3,031	△2,896	1,467	880	△1,499	1,247
長期借入金純増減額	Long-term Borrowings	△5,798	169	1,753	25,616	△986	△481	161
社債純増減額	Bonds	△60	△60	△160	-	15,000	15,000	-
配当金の支払額	Dividends Paid	△2,287	△2,295	△2,835	△2,658	△2,657	△1,329	△1,329
その他	Others	△124	△180	△123	△229	△691	△174	△607
財務活動によるキャッシュ・フロー		△14,039	665	△4,262	24,196	11,546	11,517	△527
現金及び現金同等物に係る換算差額		111	35	△93	△717	1,205	847	△713
現金及び現金同等物の増減額		△6,300	682	4,164	△13,745	30,873	10,974	△18,974
現金及び現金同等物の期首残高		55,928	49,628	50,311	54,475	40,730	40,730	71,662
現金及び現金同等物の期末残高		49,628	50,311	54,475	40,730	71,662	51,704	52,689

設備投資

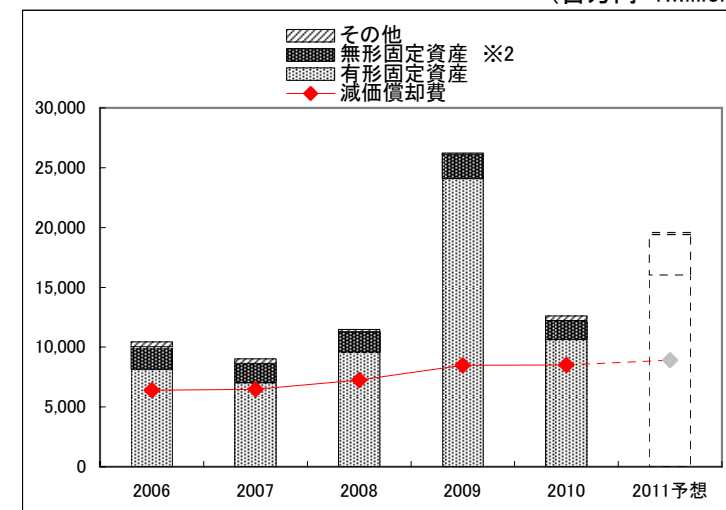
Capital Expenditures



(資本的支出 Capital Investment)

Fiscal Years Ended/Ending March 31	(百万円・¥Million)						(百万円・¥Million)	
	2006	2007	2008	2009	2010	2011 予想 Forecast	2010 中間 Interim of Fiscal Year	2011 中間 Interim of Fiscal Year
有形固定資産 Tangible fixed assets	8,135	7,020	9,578	24,075	10,636	16,000	5,498	6,585
無形固定資産 ※2 Intangible fixed assets	1,872	1,586	1,694	2,013	1,561	3,400	526	1,637
その他 Others	437	420	222	150	395	200	97	105
合計 Total	10,443	9,026	11,494	26,238	12,592	19,600	6,120	8,327
減価償却費 Depreciation	6,403	6,476	7,258	8,477	8,502	8,900	4,081	4,131

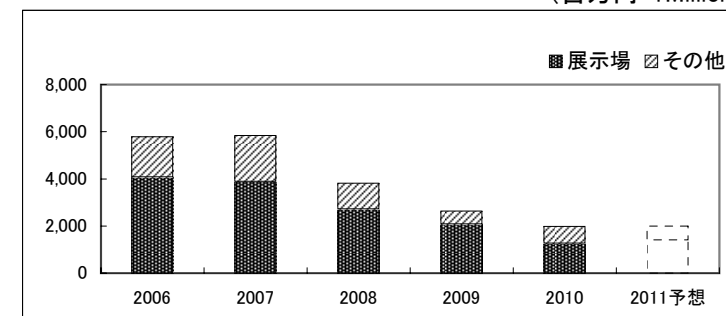
(百万円・¥Million)



(リース Finance Leases)

Fiscal Years Ended/Ending March 31	(百万円・¥Million)						(百万円・¥Million)	
	2006	2007	2008	2009	2010	2011 予想 Forecast	2010 中間 Interim of Fiscal Year	2011 中間 Interim of Fiscal Year
展示場 Model Houses	4,069	3,885	2,714	2,076	1,264	1,400	909	284
その他 Others	1,722	1,960	1,103	554	725	600	430	211
合計 Total	5,791	5,845	3,817	2,631	1,989	2,000	1,339	495

(百万円・¥Million)



※1 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.

※2 無形固定資産には、ソフトウェアや借地権等が含まれております。

Intangible fixed assets include software and leasehold rights etc.

受注の状況

The State of Orders



<受注の推移 Change in Orders>

(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2006	2007	2008	2009	2010	2011予想 Forecast	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
戸建注文住宅 Custom-built Detached Houses	金額	286,519	308,019	295,413	268,889	265,203	283,000	141,038	143,731
	棟数・Unit	9,251	9,751	9,301	8,703	8,593	9,000	4,628	4,621
	単価・Price per unit	30.9	31.6	31.8	30.9	30.9	31.4	30.5	31.1
木造アパート Wooden Apartment	金額	5,215	5,588	5,954	6,439	6,969	8,500	3,056	3,730
	戸数・Unit	653	720	702	758	736	920	328	397
	単価・Price per unit	8.0	7.8	8.5	8.5	9.5	9.2	9.3	9.4
その他請負 Other contracts	金額	8,518	9,136	6,280	4,423	3,069	400	2,280	118

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	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year
戸建注文住宅 Custom-built Detached Houses	金額	290,534	296,342	296,861	294,551	264,215	275,000	115,205	118,775
	棟数・Unit	9,739	9,585	9,408	9,297	8,580	8,850	3,713	3,862
	単価・Price per unit	29.8	30.9	31.6	31.7	30.8	31.1	31.0	30.8
木造アパート Wooden Apartment	金額	4,822	5,940	4,360	5,729	5,630	6,700	1,543	1,825
	戸数・Unit	621	738	519	674	670	720	176	199
	単価・Price per unit	7.8	8.0	8.4	8.5	8.4	9.3	8.8	9.2
その他請負 Other contracts	金額	6,670	7,972	7,560	3,983	8,028	3,400	3,625	2,791
戸建分譲住宅 ※2 Spec Homes	金額	1,421	1,288	2,718	3,253	7,851	9,400	3,542	4,896
	棟数・Unit	68	60	118	144	183	230	82	114
	単価・Price per unit	20.9	21.5	23.0	22.6	42.9	40.9	43.2	42.9
注文住宅用土地 Land for Custom-built Detached Houses	金額	-	-	-	-	6,002	4,900	1,991	2,768
不動産開発 ※2 Real estate Development	金額	-	-	-	-	1,986	11,000	1,544	6,994
その他 Others	金額	-	-	-	-	7,332	7,600	3,695	3,177
北米住宅事業 ※3 Housing Business in the USA	金額	3,050	6,829	5,780	1,547	2,577	2,900	1,353	883
	棟数・Unit	56	99	69	23	58	75	28	24

※1 2010(2010/3期)中間以降の金額は工事進行基準を適用しています。

Percentage-of-completion method adopted from Interim of fiscal year 2010.

※2 2010中間以降は土地と建物の合計数値を記載しております。

Figures from Interim of fiscal year 2010 include buildings and lands.

※3 同事業は連結子会社であるBennett-SFS LLC社により営まれております。

Bennett-SFS LLC(consolidated subsidiary) is engaged in this business.

参考データ

Reference Data

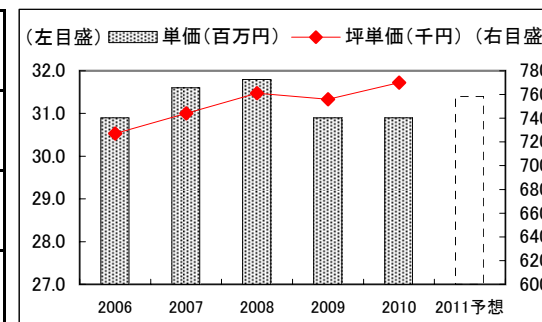
戸建注文住宅 1棟当たり平均データ

Average Data of Custom-built Detached House



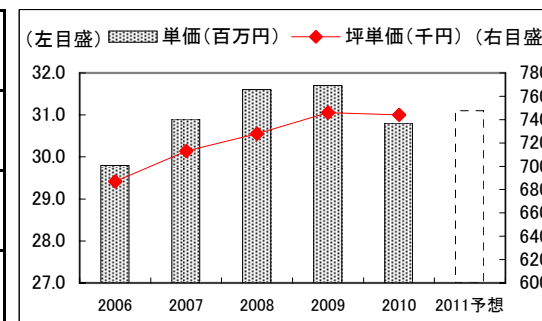
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast	2011中間 Interim of Fiscal Year
単価(百万円) Orders per Detached House (¥ Million)	30.9	31.6	31.8	30.9	30.9	31.4	31.1
坪単価(千円) Orders per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	727	744	761	756	770	—	793
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	42.5	42.4	41.7	40.9	40.1	—	39.2



(完工ベース Delivered Base) ※1

Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast	2011中間 Interim of Fiscal Year
単価(百万円) Sales per Detached House (¥ Million)	29.8	30.9	31.6	31.7	30.8	31.1	30.8
坪単価(千円) Sales per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	687	713	728	746	744	—	753
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	43.4	43.3	43.3	42.4	41.4	—	40.9



※1 2010(2010/3期)より、工事進行基準の数値を記載しております。2009以前は工事完成基準の数値を表示しております。

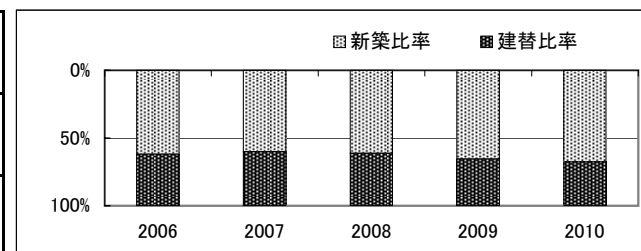
Percentage-of-completion method adopted from Interim of fiscal year 2010. Figures from 2006 to 2009 are completed-contract method.

戸建注文住宅 参考指標

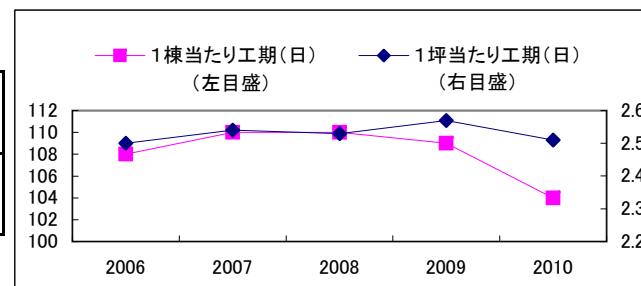
Reference Data of Custom-built Detached House



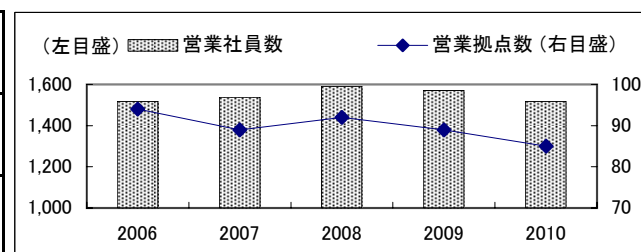
Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast	2011中間 Interim of Fiscal Year
新築比率 Percentage of New Building	62.0%	60.0%	61.3%	65.6%	67.5%	-	66.4%
建替比率 Percentage of Rebuilding	38.0%	40.0%	38.7%	34.4%	32.5%	-	33.6%



1棟当たり工期(日) Construction Period per House (Days)	108	110	110	109	104	-	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	-	2.5



営業社員数 Number of Sales Staff	1,518	1,538	1,591	1,570	1,517	1,485	1,551
営業拠点数 Number of Sales Offices	94	89	92	89	85	85	85
展示場数 Number of Housing Display Centers	324	318	344	321	304	287	299

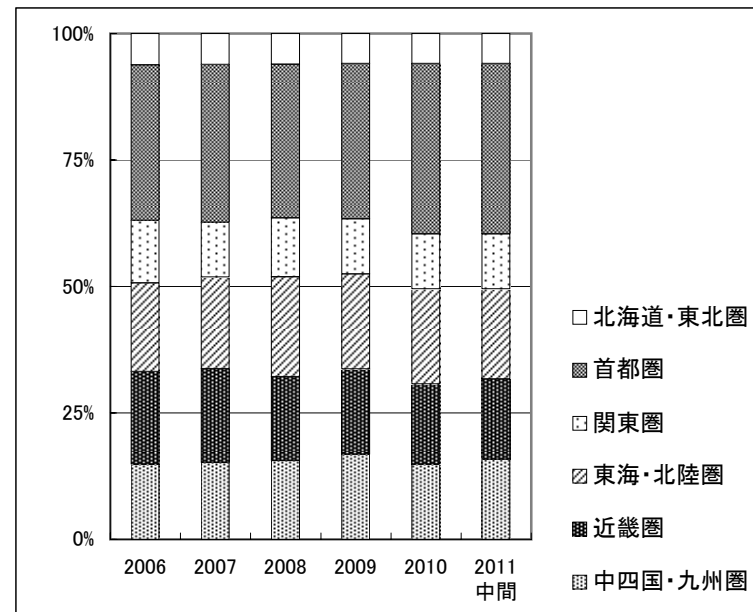


戸建注文住宅 地域別受注棟数構成

Custom-built Detached House Orders by Region



Fiscal Years Ended March 31	2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	6%	6%
首都圏 Tokyo Metropolitan Area	31%	31%	30%	31%	34%	34%
関東圏 Kanto Area	12%	11%	12%	11%	11%	11%
東海・北陸圏 Tokai and Hokuriku Areas	18%	18%	20%	19%	19%	18%
近畿圏 Kinki Area	18%	19%	17%	17%	16%	16%
中四国・九州圏 Chugoku,Shikoku and Kyusyu Areas	15%	15%	16%	17%	15%	16%



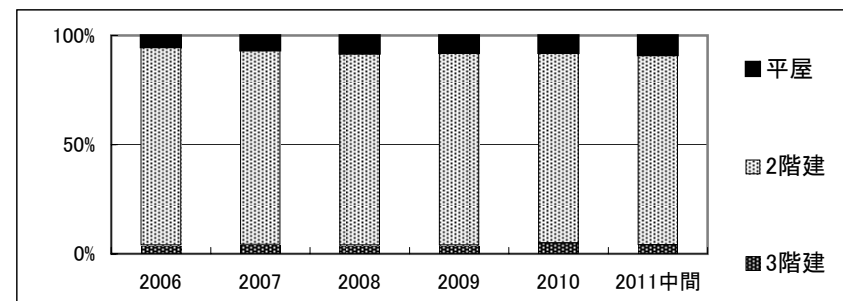
戸建注文住宅 階層別棟数構成

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

(受注ベース Contract Base)

※ Fiscal Years Ended March 31

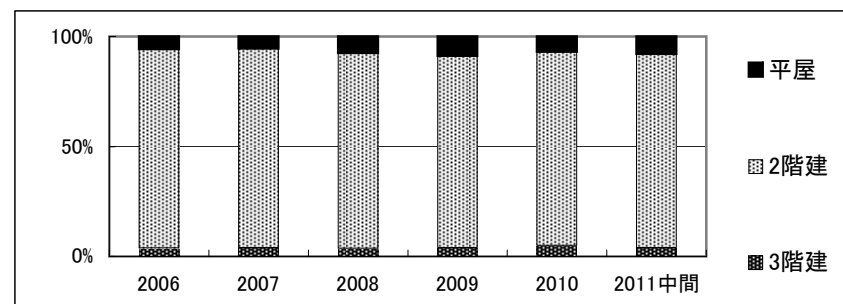
階層別 the number of stories	2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
平屋 House of one story	5%	7%	8%	8%	8%	9%
2階建 Two-story house	91%	89%	88%	88%	87%	86%
3階建 Three-story house	4%	4%	4%	4%	5%	4%



(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

階層別 the number of stories	2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
平屋 House of one story	6%	6%	8%	9%	7%	8%
2階建 Two-story house	90%	90%	89%	88%	88%	88%
3階建 Three-story house	4%	4%	4%	4%	5%	4%



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	2010中間 Interim of Fiscal Year	2011中間 Interim of Fiscal Year	
木材 Timber	原木・チップ Logs and chips	国内材 Logs and chips -Domestic	3,400	3,574	3,670	4,243	3,847	1,924	1,891	
		輸入材 Logs and chips -Imported	22,742	28,859	23,600	16,403	7,604	3,767	5,223	
			26,142	32,433	27,270	20,646	11,451	5,692	7,114	
	製材品 Lumber	国内材 Lumber-Domestic	29,503	35,957	31,481	27,956	23,854	11,836	12,525	
		輸入材 Lumber-Imported	34,318	45,264	43,061	34,523	23,181	10,926	17,101	
			63,821	81,221	74,542	62,479	47,035	22,762	29,625	
	その他 Others		904	527	192	138	108	58	1	
			90,867	114,182	102,004	83,263	58,593	28,512	36,740	
	建材 Building Materials	パネル Board	国内材 Board-Domestic	15,840	36,084	28,099	23,378	18,190	8,998	10,302
			輸入材 Board-Imported	43,721	64,329	48,145	39,407	27,957	12,993	17,596
		59,561	100,414	76,243	62,785	46,147	21,991	27,898		
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	19,958	21,183	
		窯業建材 Ceramic Construction Materials	25,011	59,973	56,840	56,269	51,767	25,055	28,039	
		金属建材 Metal Construction Materials	23,896	27,703	27,794	26,863	23,979	12,206	12,557	
		住宅機器 Housing Equipment	36,879	44,814	44,451	43,522	41,788	20,155	21,675	
		その他 Others	3,188	4,427	4,075	4,035	3,837	1,878	2,013	
		125,996	189,822	182,127	176,551	162,589	79,252	85,467		
イノス INOS Group			6,868	7,062	6,415	5,970	4,912	2,431	2,021	
その他 Others			144	24,405	23,935	22,579	19,221	9,033	10,827	
		192,569	321,702	288,721	267,886	232,869	112,708	126,213		
木材・建材計 Total - Timber and Building Materials			283,437	435,884	390,725	351,148	291,462	141,219	162,953	

※ 2011(2011/3期)のマネジメント・アプローチ導入に伴い、2011中間は新セグメントでの数値を記載しています。

We changed the accounting classification of business segments from fiscal 2011 to align with our management approach.

In accordance with the change, figures on Interim of fiscal year 2011 are based on new segments.

木材・建材 市況

Market Data of Timber and Building Materials

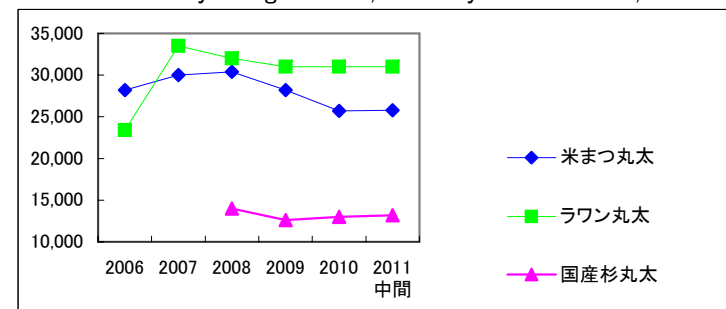


(出典)農林水産省「木材価格統計表」ほか
From "Wood products prices statistics" by
Ministry of Agriculture, Forestry and Fisheries, and others.

(原木市況 Logs)

(円/㎡・¥/㎡)

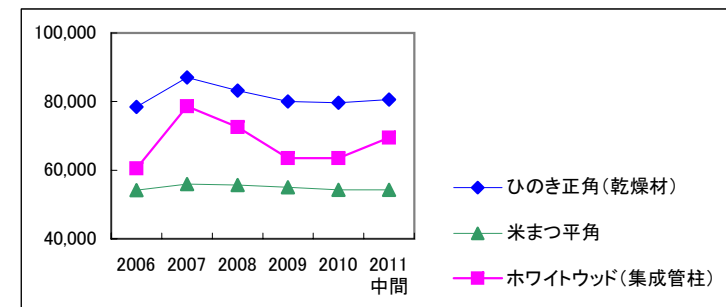
Fiscal Years Ended March 31	2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
米まつ丸太 ※ Douglas Fir	28,200	30,000	30,400	28,200	25,700	25,800
ラワン丸太 Lauan	23,400	33,500	32,000	31,000	31,000	31,000
国産杉丸太(製材用/中目) Japanese cedar	-	-	14,000	12,600	13,000	13,200



(製材品市況 Lumber)

(円/㎡・¥/㎡)

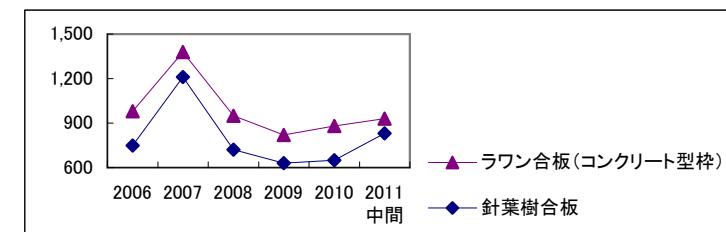
Fiscal Years Ended March 31	2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
ひのき正角(乾燥材) ※ Japanese Cypress, squares (Kiln Dry)	78,400	87,000	83,200	80,000	79,700	80,600
米まつ平角 ※ Douglas Fir, beams	54,200	56,000	55,700	55,000	54,300	54,300
ホワイトウッド(集成管柱) White Wood	60,500	78,600	72,600	63,500	63,500	69,500



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2006	2007	2008	2009	2010	2011中間 Interim of Fiscal Year
ラワン合板(コンクリート型枠) Hardwood (Concrete Panel)	980	1,380	950	820	880	930
針葉樹合板 Softwood	750	1,210	720	630	650	830



※ 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.

リフォーム事業と不動産流通事業の状況

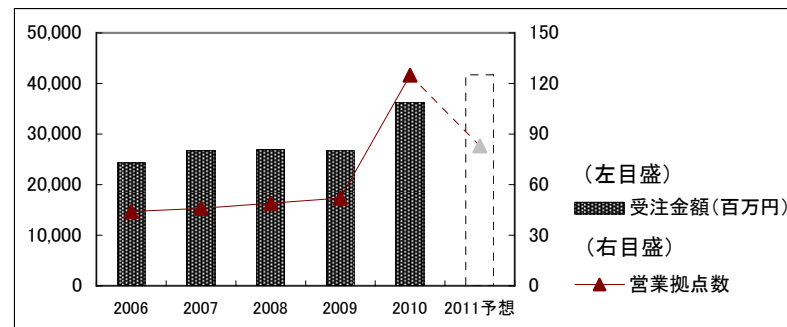
Renovation business and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Renovation business)

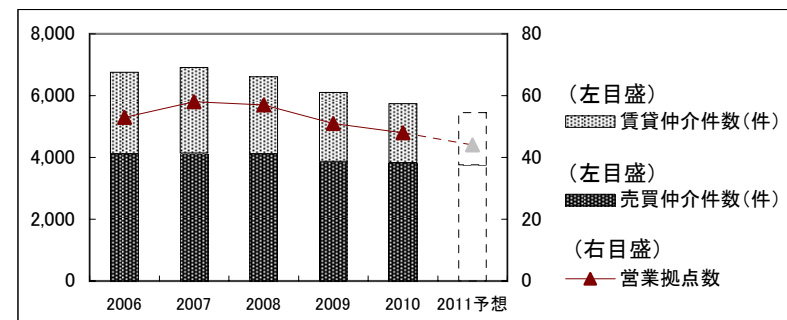
Fiscal Years Ended/Ending March 31	2006	2007	2008	2009	2010	2011予想 Forecast	2011中間 Interim of Fiscal Year
受注金額(百万円) Order Amounts (¥ Million)	24,323	26,734	26,935	26,839	36,330	41,700	21,699
住友林業OB比率* (受注金額ベース)	26%	24%	23%	23%	42%	45%	45%
営業拠点数 Number of Sales offices	44	46	49	52	125	83	83

* 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	2011中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	53	58	57	51	48	44	44
売買仲介件数(件) Number of Brokerage (Sales)	4,112	4,134	4,118	3,864	3,829	3,750	1,846
賃貸仲介件数(件) Number of Brokerage (Rent)	2,646	2,775	2,497	2,239	1,917	1,700	834



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

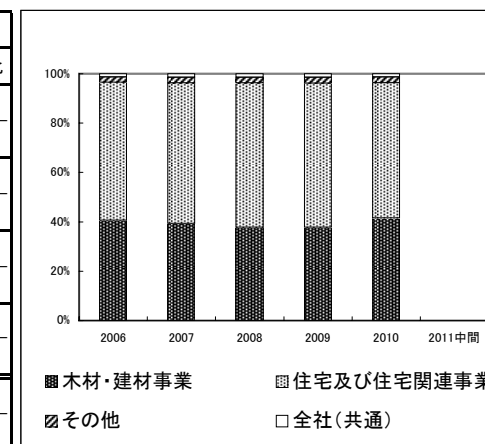
Number of Employees



(旧セグメント Previous segments)

Fiscal Years Ended March 31	2006		2007		2008		2009		2010	
	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	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%

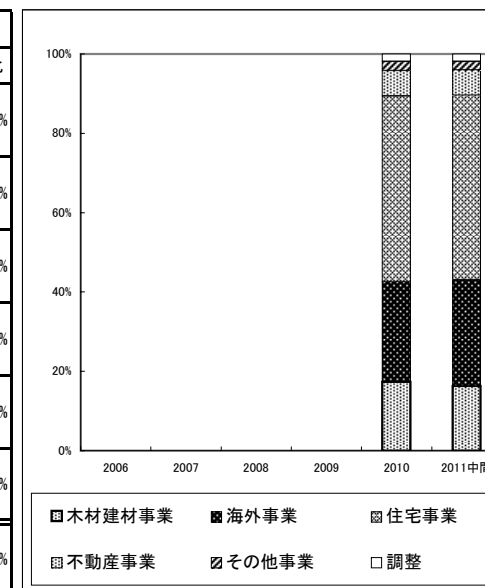
2011中間	
Interim of Fiscal Year	構成比
—	—
—	—
—	—
—	—
—	—



(新セグメント New segments)

Fiscal Years Ended March 31	2006		2007		2008		2009		2010	
	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 Business	—	—	—	—	—	—	—	—	2,365	17.4%
海外事業 Overseas Business	—	—	—	—	—	—	—	—	3,429	25.2%
住宅事業 Housing Business	—	—	—	—	—	—	—	—	6,366	46.8%
不動産事業 Real Estate Business	—	—	—	—	—	—	—	—	873	6.4%
その他事業 Other Businesses	—	—	—	—	—	—	—	—	314	2.3%
調整 Adjustment	—	—	—	—	—	—	—	—	254	1.9%
合計 Total	11,997	100.0%	12,259	100.0%	12,541	100.0%	12,629	100.0%	13,601	100.0%

2011中間	
Interim of Fiscal Year	構成比
2,276	16.3%
3,759	26.9%
6,502	46.5%
888	6.3%
308	2.2%
258	1.8%
13,991	100.0%



※ 2011(2011/3期)のマネジメント・アプローチ導入に伴い、2010以降は新セグメントでの数値を記載しています。

We changed the accounting classification of business segments from fiscal 2011 to align with our management approach.

In accordance with the change, figures from 2010 are based on new segments.

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		2011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	62,330	35.7%	57,672	32.9%	56,155	31.7%	61,624	34.8%	58,993	33.3%	57,993	32.7%
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%	42,962	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%	47,264	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%	28,008	15.8%
その他 Others	1,023	0.6%	2,350	1.3%	1,507	0.9%	476	0.3%	602	0.3%	1,036	0.6%
合計 Total	174,552	100.0%	175,446	100.0%	177,207	100.0%	177,254	100.0%	177,258	100.0%	177,263	100.0%

