

2012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, 2012

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

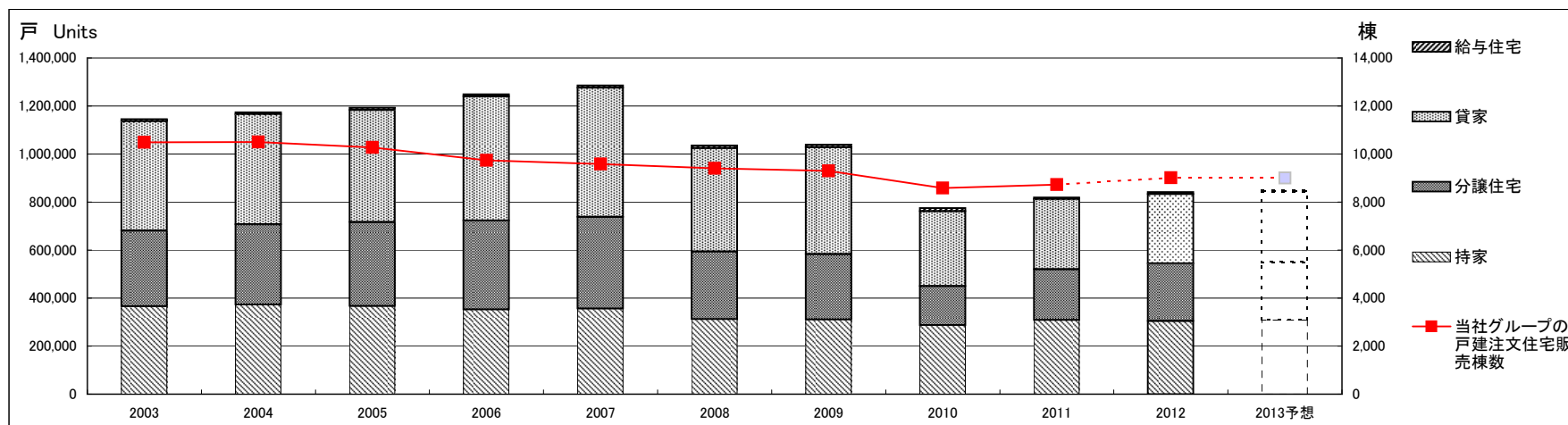
Numbers of New Housing Starts in Japan



Fiscal Years Ended March 31	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013予想 Forecast
持家 Owner-occupied Houses	365,507	373,015	367,233	352,577	355,700	311,803	310,664	286,993	308,517	304,822	308,000
分譲住宅 Built for Sale Houses	316,002	333,825	349,044	370,275	382,503	282,617	272,680	163,590	212,083	239,086	242,000
貸家 Rented Houses	454,505	458,708	467,348	517,999	537,943	430,867	444,747	311,463	291,840	289,762	293,000
給与住宅 Corporate Houses	9,539	8,101	9,413	8,515	9,100	10,311	11,089	13,231	6,580	7,576	7,000
合計 Total	1,145,553	1,173,649	1,193,038	1,249,366	1,285,246	1,035,598	1,039,180	775,277	819,020	841,246	850,000

当社グループの戸建注文住宅販売棟数 Sumitomo Forestry Group*	10,493	10,496	10,275	9,739	9,585	9,408	9,297	8,580	8,721	9,007	9,000
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	2.87%	2.81%	2.80%	2.76%	2.69%	3.02%	2.99%	2.99%	2.83%	2.95%	2.92%

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



「2013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。

“2013 Forecast” is calculated based on some forecasts by think tanks.

業績の推移

Business Results

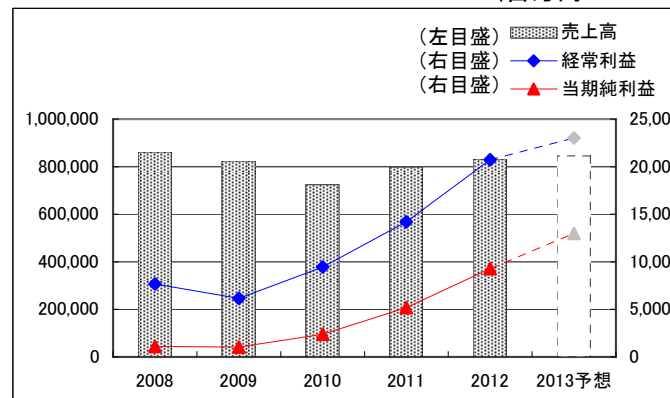


(連結 Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
売上高 Net Sales	861,357	823,810	723,923	797,493	831,870	845,000
営業利益 Operating Income	7,235	6,837	9,747	14,238	19,191	22,500
経常利益 Recurring Income	7,659	6,160	9,465	14,206	20,714	23,000
当期純利益 Net Income	1,115	1,028	2,377	5,175	9,271	13,000

(百万円・¥Million)

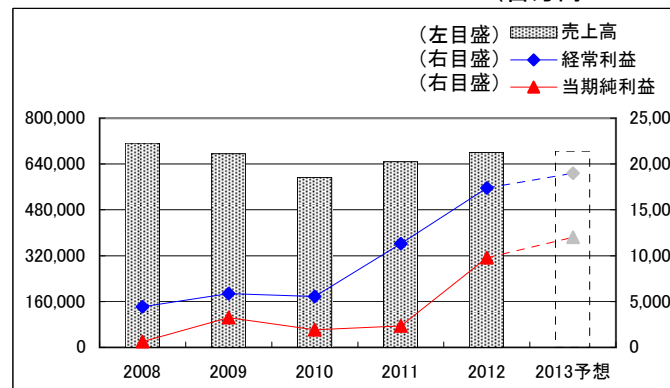


(単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
売上高 Net Sales	712,313	675,968	593,243	647,515	680,189	685,000
営業利益 Operating Income	1,607	3,175	3,525	8,299	13,713	16,000
経常利益 Recurring Income	4,431	5,852	5,560	11,304	17,383	19,000
当期純利益 Net Income	624	3,264	1,936	2,329	9,791	12,000

(百万円・¥Million)



セグメント業績の推移(新セグメント)

Business Results by New segment



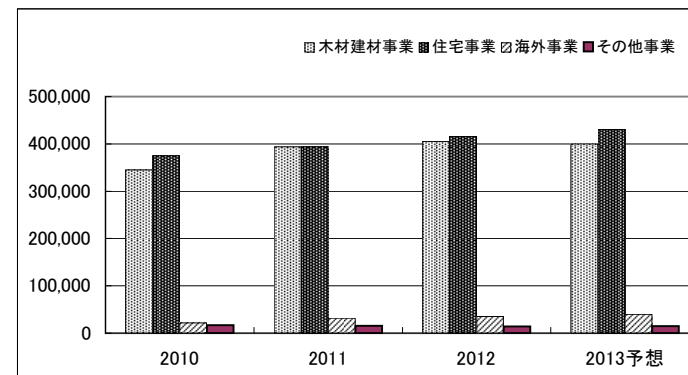
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New segment

(売上高 Sales by Segment)

(百万円・¥Million)

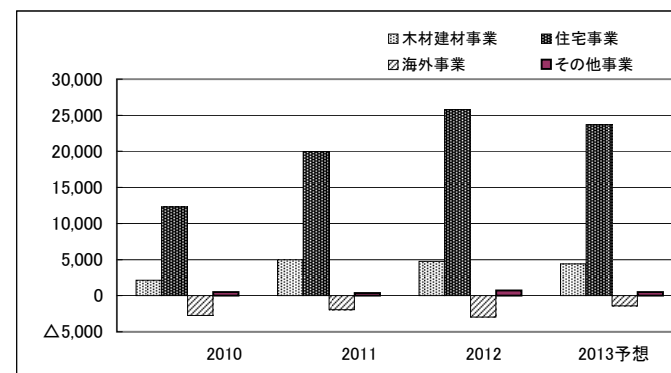
Fiscal Years Ended/Ending March 31	2010	2011	2012	2013予想 Forecast
木材建材事業 Timber & Building Materials	345,373	394,073	405,350	400,000
住宅事業 Housing Business	374,663	393,608	415,098	430,000
海外事業 Overseas Business	21,735	31,735	34,971	40,000
その他事業 Others	16,973	15,338	14,049	15,000
調整 Adjustment	△34,821	△37,260	△37,599	△40,000
合計 Total	723,923	797,493	831,870	845,000



(経常利益 Recurring Income by Segment)

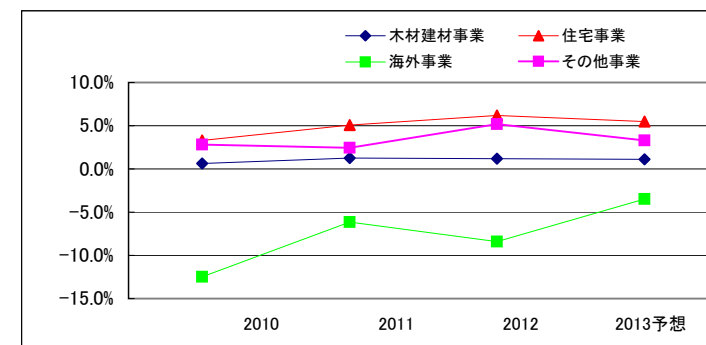
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010	2011	2012	2013予想 Forecast
木材建材事業 Timber & Building Materials	2,140	4,968	4,781	4,400
住宅事業 Housing Business	12,312	19,981	25,800	23,700
海外事業 Overseas Business	△2,716	△1,949	△2,938	△1,400
その他事業 Others	480	375	728	500
調整 Adjustment	△2,750	△9,169	△7,655	△4,200
合計 Total	9,465	14,206	20,714	23,000



(経常利益率 Recurring Income margin by Segment)

Fiscal Years Ended/Ending March 31	2010	2011	2012	2013予想 Forecast
木材建材事業 Timber & Building Materials	0.6%	1.3%	1.2%	1.1%
住宅事業 Housing Business	3.3%	5.1%	6.2%	5.5%
海外事業 Overseas Business	△12.5%	△6.1%	△8.4%	△3.5%
その他事業 Others	2.8%	2.4%	5.2%	3.3%
調整 Adjustment	-	-	-	-
合計 Total	1.3%	1.8%	2.5%	2.7%



※新セグメント別内訳は、旧セグメントの実績を新セグメントに組みかえた参考値です。

※Figures by new segments are calculated from the results are calculated from the results of old segments for reference only

セグメント業績の推移(旧セグメント)

Business Results by Previous segment



<旧セグメント(2008年度～2010年度)>

Previous segment (FY Ending March 31 2008～2010)

(売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010
木材・建材事業 Timber & Building Materials	470,945	433,648	361,812
住宅及び住宅関連事業 Housing & Housing-related Businesses	407,687	406,351	375,658
その他 Others	15,734	16,054	15,871
消去又は全社 Elimination and/or Corporate	△33,009	△32,243	△29,419
合計 Total	861,357	823,810	723,923

(営業利益 Operating Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010
木材・建材事業 Timber & Building Materials	3,330	2,054	913
住宅及び住宅関連事業 Housing & Housing-related Businesses	8,797	8,447	13,744
その他 Others	969	936	913
消去又は全社 Elimination and/or Corporate	△5,860	△4,599	△5,823
合計 Total	7,235	6,837	9,747

(営業利益率 Operating Income margin by Segment)

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

<旧セグメント(2010年度～2012年度)>

Previous segment (FY Ending March 31 2010～2012)

(売上高 Sales by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010	2011	2012
木材建材事業 Timber & Building Materials	341,432	390,231	399,794
海外事業 Overseas Business	25,472	33,234	37,595
住宅事業 Housing Business	338,295	346,279	374,719
不動産事業 Real Estate business	38,169	50,881	44,240
その他事業 Others	15,171	13,529	12,064
調整 Adjustment	△34,617	△36,662	△36,542
合計 Total	723,923	797,493	831,870

(経常利益 Recurring Income by Segment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2010	2011	2012
木材建材事業 Timber & Building Materials	2,006	4,848	4,667
海外事業 Overseas Business	△2,582	△1,829	△2,853
住宅事業 Housing Business	13,250	18,988	24,621
不動産事業 Real Estate business	△1,042	903	1,193
その他事業 Others	583	502	709
調整 Adjustment	△2,750	△9,206	△7,622
合計 Total	9,465	14,206	20,714

(経常利益率 Recurring Income margin by Segment)

Fiscal Years Ended/Ending March 31	2010	2011	2012
木材建材事業 Timber & Building Materials	0.6%	1.2%	1.2%
海外事業 Overseas Business	△10.1%	△5.5%	△7.6%
住宅事業 Housing Business	3.9%	5.5%	6.6%
不動産事業 Real Estate business	△2.7%	1.8%	2.7%
その他事業 Others	3.8%	3.7%	5.9%
調整 Adjustment	-	-	-
合計 Total	1.3%	1.8%	2.5%

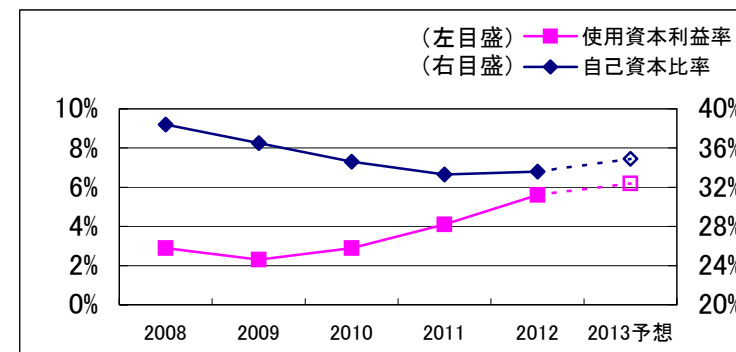
経営指標

Financial Analysis



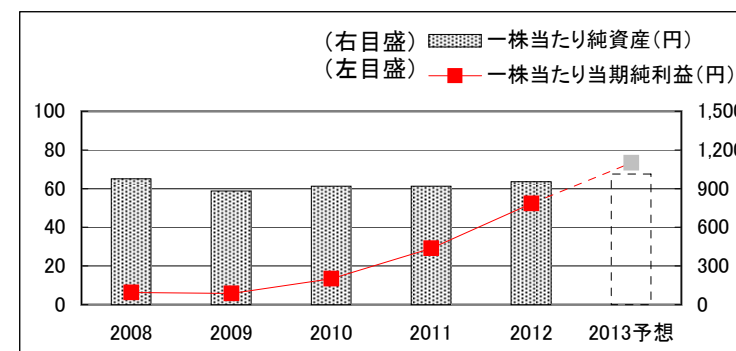
(経営指標 Financial Analysis)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
自己資本当期純利益率 Return on Equity	0.6%	0.6%	1.5%	3.2%	5.6%	7.4%
使用資本利益率 Return on Capital Employed	2.9%	2.3%	2.9%	4.1%	5.6%	6.2%
自己資本比率 Equity ratio	38.4%	36.5%	34.6%	33.3%	33.6%	34.9%



(一株当たり情報 Per Share Data)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
一株当たり当期純利益(円) Net Income per Share (¥)	6.29	5.80	13.42	29.21	52.34	73.39
一株当たり純資産(円) Shareholders' Equity per Share (¥)	975.99	880.94	917.82	919.54	954.81	1,013.20



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		2008	2009	2010	2011	2012
現金及び預金	Cash and Time Deposits	39,591	23,854	52,714	55,618	64,870
受取手形及び売掛金	Notes and Accounts Receivable-Trade	115,668	106,167	102,355	112,427	120,536
完成工事未収入金	Accounts Receivable-Contract	4,640	4,889	5,071	6,024	4,347
有価証券	Marketable Securities	15,000	17,194	19,000	20,000	15,000
商品	Finished Goods, Logs and Lumber	22,985	20,506	17,230	19,015	20,977
販売用不動産	Developed Land and Housing for Sale	14,865	21,593	26,333	31,492	34,880
未成工事支出金	Land and Housing Projects in Progress	27,760	30,119	32,420	31,242	28,397
繰延税金資産	Deferred Income Taxes	5,588	6,647	6,308	7,915	7,971
短期貸付金	Short-term Loans Receivable	2,400	3,656	859	1,204	4,759
未収入金	Other Receivables	44,962	39,682	42,599	45,513	43,471
その他	Others	4,187	4,668	3,719	4,260	5,052
貸倒引当金	Allowance for Doubtful Accounts	△631	△740	△836	△1,272	△1,329
流動資産	Current Assets	297,014	278,237	307,772	333,439	348,930
有形固定資産	Tangible Fixed Assets	79,921	88,146	88,870	87,602	85,641
無形固定資産	Intangible Fixed Assets	6,423	6,439	6,637	7,068	8,390
投資その他の資産	Investments and Other Assets	67,371	54,916	66,459	61,309	60,534
固定資産	Non-Current Assets	153,715	149,502	161,966	155,978	154,566
資産合計	Total Assets	450,730	427,738	469,738	489,417	503,496

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		2008	2009	2010	2011	2012	
	支払手形及び買掛金	Notes and Accounts Payable-Trade	83,346	74,119	86,553	93,018	98,076
	工事未払金	Accounts Payable-Contract	64,852	52,828	61,029	57,143	57,349
	短期借入金	Short-term Debt (Bank Loans)	17,405	10,619	12,323	18,588	20,761
	未払法人税等	Accrued Income Taxes	3,012	1,307	2,205	6,909	5,749
	未成工事受入金	Advances Received from Customers	40,378	34,028	31,077	37,524	38,567
	賞与引当金	Provision for Employee's Bonuses	7,679	7,490	7,372	8,316	9,026
	完成工事補償引当金	Provision for Guarantee for After-cost of Construction	1,327	1,308	1,256	2,007	1,843
	その他	Others	14,859	14,838	17,619	20,270	23,050
	流動負債	Current Liabilities	232,858	196,537	219,434	243,774	254,421
	社債	Long-term Debt (Bonds)	-	-	15,000	15,000	15,000
	長期借入金	Long-term Debt (Bank Loans)	8,411	36,145	36,008	32,101	28,284
	繰延税金負債	Deferred Income Taxes	6,377	2,989	9,358	8,782	7,316
	退職給付引当金	Provision for Retirement Benefits for Employees	15,063	18,414	5,390	6,152	10,033
	役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	161	139	164	61	81
	その他	Others	14,772	17,322	21,454	20,436	19,025
	固定負債	Long-term Liabilities	44,784	75,009	87,374	82,532	79,740
	負債の部	Total Liabilities	277,641	271,546	306,808	326,307	334,161
	資本金	Common Stock	27,672	27,672	27,672	27,672	27,672
	資本剰余金	Capital Surplus	26,876	26,872	26,872	26,872	26,872
	利益剰余金	Retained Earnings	107,198	105,346	105,066	107,584	114,223
	自己株式	Treasury Stock	△249	△260	△262	△267	△268
	株主資本合計	Total Shareholders' Equity	161,497	159,630	159,348	161,861	168,499
	その他有価証券評価差額金	Unrealized Gain on Available-for-Sale Securities	9,085	2,359	5,594	4,876	5,734
	繰延ヘッジ損益	Deferred Gains or Losses on Hedges	59	29	24	154	192
	為替換算調整勘定	Foreign Currency Translation Adjustments	2,278	△5,961	△2,378	△4,005	△5,291
	その他の包括利益累計額	Accumulated Other Comprehensive income	11,422	△3,572	3,241	1,025	634
	少数株主持分	Minority Interest	169	135	342	224	202
	純資産合計	Total Net Assets	173,089	156,192	162,930	163,110	169,335
	負債、及び純資産合計	Total Liabilities and Total Net Assets	450,730	427,738	469,738	489,417	503,496

連結損益計算書

Consolidated Statements of Income



(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
売上高 Net Sales	861,357	823,810	723,923	797,493	831,870	845,000
売上総利益 Gross Income	利益率 15.7% 135,277	16.2% 133,493	17.2% 124,269	16.6% 132,568	16.5% 136,873	16.6% 140,500
販売費及び一般管理費 Selling, General and Administrative Expenses	128,041	126,656	114,522	118,330	117,682	118,000
営業利益 Operating Income	利益率 0.8% 7,235	0.8% 6,837	1.3% 9,747	1.8% 14,238	2.3% 19,191	2.7% 22,500
営業外収益 Other Income	3,728	3,812	4,147	3,425	4,219	3,000
営業外費用 Other Expenses	3,305	4,489	4,429	3,458	2,695	2,500
営業外損益 Other Income/Expenses	424	△ 677	△ 282	△ 32	1,524	500
経常利益 Recurring Income	利益率 0.9% 7,659	0.7% 6,160	1.3% 9,465	1.8% 14,206	2.5% 20,714	2.7% 23,000
特別利益 Special Gains	2,401	166	4,346	767	455	-
特別損失 Special Losses	4,459	4,361	3,228	3,964	3,487	-
特別損益 Special Gains/Losses	△ 2,058	△ 4,196	1,118	△ 3,196	△ 3,032	-
当期純利益 Net Income	利益率 0.1% 1,115	0.1% 1,028	0.3% 2,377	0.6% 5,175	1.1% 9,271	1.5% 13,000

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		2008	2009	2010	2011	2012
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	26,106	△8,161	37,239	17,515	26,873
有価証券の取得／売却	Marketable Securities	-	-	295	-	-
有形固定資産の取得／売却	Tangible Fixed Assets	△9,294	△20,947	△8,354	△9,918	△7,875
無形固定資産の取得／売却	Intangible Fixed Assets	△1,633	△1,968	△1,578	△2,453	△2,782
投資有価証券の取得／売却	Investment Securities	△336	△1,081	△10,787	△986	△706
その他	Others	△6,324	△5,066	1,307	110	△21,539
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	△17,587	△29,062	△19,117	△13,247	△32,903
短期借入金純増減額	Short-term Borrowings	△2,896	1,467	880	1,094	3,280
長期借入金純増減額	Long-term Borrowings	1,753	25,616	△986	3,204	△4,498
社債純増減額	Bonds	△160	-	15,000	-	-
配当金の支払額	Dividends Paid	△2,835	△2,658	△2,657	△2,657	△2,657
その他	Others	△123	△229	△691	△1,269	△1,747
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	△4,262	24,196	11,546	372	△5,622
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	△93	△717	1,205	△721	△90
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	4,164	△13,745	30,873	3,919	△11,742
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	50,311	54,475	40,730	71,662	75,582
現金及び現金同等物の期末残高	Cash and Cash Equivalents at the End of the Year	54,475	40,730	71,662	75,582	63,839

設備投資

Capital Expenditures

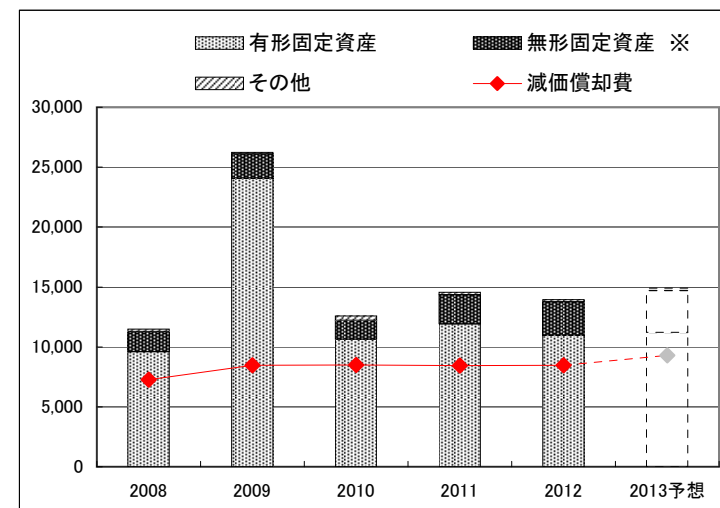


(資本的支出 Capital Investment)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
有形固定資産 Tangible fixed assets	9,578	24,075	10,636	11,923	10,970	11,200
無形固定資産 ※ Intangible fixed assets	1,694	2,013	1,561	2,434	2,786	3,500
その他 Others	222	150	395	215	194	200
合計 Total	11,494	26,238	12,592	14,572	13,950	14,900

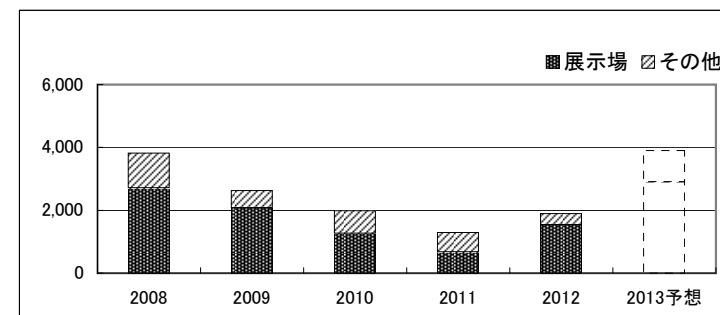
減価償却費 Depreciation	7,258	8,477	8,502	8,437	8,469	9,300
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(リース Finance Leases)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
展示場 Model Houses	2,714	2,076	1,264	675	1,534	2,900
その他 Others	1,103	554	725	615	361	1,000
合計 Total	3,817	2,631	1,989	1,290	1,895	3,900



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 2013 include Finance Leases under new financial accounting standards.

※ 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		2008	2009	2010	2011	2012	2013予想 Forecast
戸建注文住宅 Custom-built Detached Houses	金額	295,413	268,889	265,203	284,420	295,194	297,900
	棟数・Unit	9,301	8,703	8,593	8,926	8,962	9,000
	単価・Price per unit	31.8	30.9	30.9	31.9	32.9	33.1
木造アパート Wooden Apartment	金額	5,954	6,439	6,969	7,343	11,169	12,500
	戸数・Unit	702	758	736	775	986	1,250
	単価・Price per unit	8.5	8.5	9.5	9.5	11.3	10.0
その他請負 Other contracts	金額	6,280	4,423	3,069	160	585	1,200

販売の状況

The State of Sales



<販売の推移 Change in Sales>

(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2008	2009	2010	2011	2012	2013予想 Forecast
戸建注文住宅 Custom-built Detached Houses	金額	296,861	294,551	264,215	270,903	294,081	296,100
	棟数・Unit	9,408	9,297	8,580	8,721	9,007	9,000
	単価・Price per unit	31.6	31.7	30.8	31.1	32.7	32.9
木造アパート Wooden Apartment	金額	4,360	5,729	5,630	6,681	7,899	9,400
	戸数・Unit	519	674	670	724	772	959
	単価・Price per unit	8.4	8.5	8.4	9.2	10.2	9.8
その他請負 Other contracts	金額	7,560	3,983	8,028	3,558	585	1,000
戸建分譲住宅 ※2 Spec Homes	金額	2,718	3,253	7,851	9,567	9,862	11,300
	棟数・Unit	118	144	183	226	225	250
	単価・Price per unit	23.0	22.6	42.9	42.3	43.8	45.2
注文住宅用土地 Land for Custom-built Detached Houses	金額	-	-	6,002	5,784	4,987	4,300
不動産開発 ※2 Real estate Development	金額	-	-	1,986	9,704	7,306	15,000
その他 Others	金額	-	-	7,332	6,919	11,409	9,400
北米住宅事業 ※3 Housing Business in the USA	金額	5,780	1,547	2,577	2,183	2,564	2,691
	棟数・Unit	69	23	58	58	83	100

※1 2010/3期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 2010/3期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SFC Homes LLC社により営まれております。

SFC Homes LLC(consolidated subsidiary) is engaged in this business.

参考データ

Reference Data

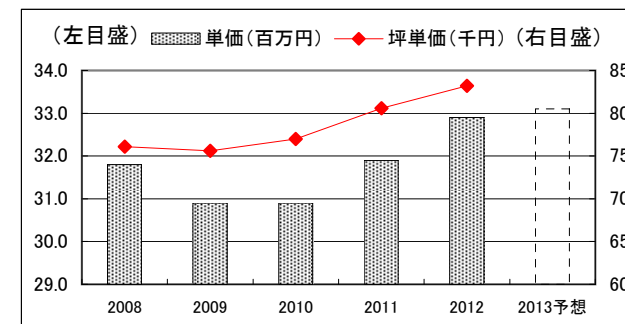
戸建注文住宅 1棟当たり平均データ

Average Data of Custom-built Detached House



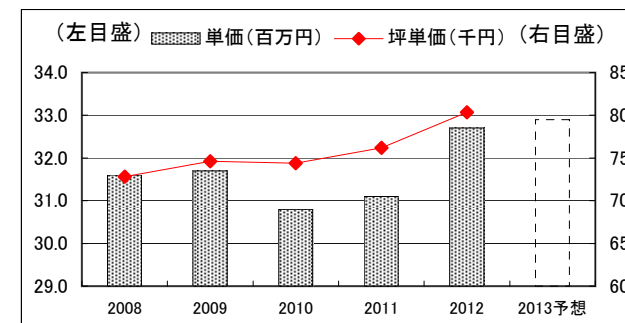
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
単価(百万円) Orders per Detached House (¥ Million)	31.8	30.9	30.9	31.9	32.9	33.1
坪単価(千円) Orders per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	761	756	770	806	832	-
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	41.7	40.9	40.1	39.6	39.6	-



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
単価(百万円) Sales per Detached House (¥ Million)	31.6	31.7	30.8	31.1	32.7	32.9
坪単価(千円) Sales per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	728	746	744	762	804	-
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	43.3	42.4	41.4	40.8	40.6	-



※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。

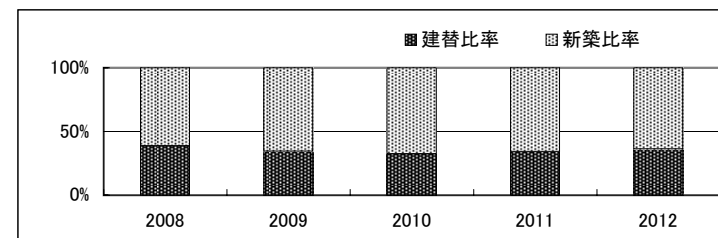
Percentage-of-completion method adopted from Interim of fiscal year 2010. Figures from 2008 to 2009 are completed-contract method.

戸建注文住宅 参考指標

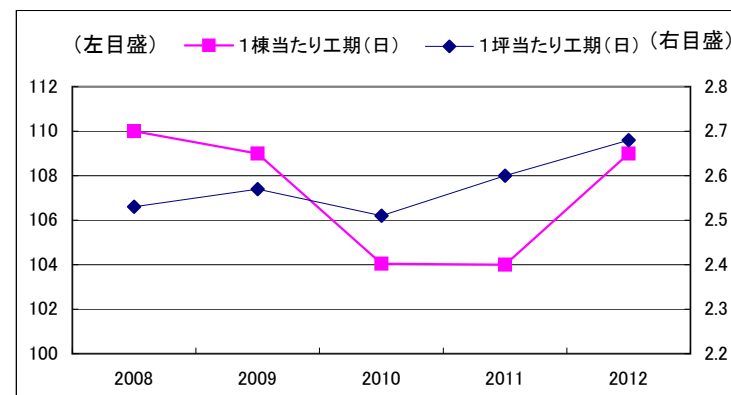
Reference Data of Custom-built Detached House



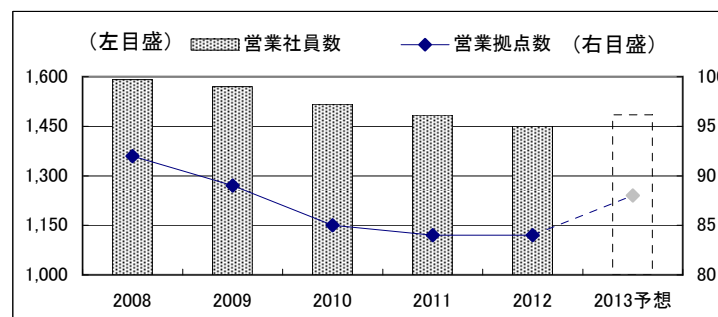
Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
新築比率 Percentage of New Building	61.3%	65.6%	67.5%	65.8%	63.9%	-
建替比率 Percentage of Rebuilding	38.7%	34.4%	32.5%	34.2%	36.1%	-



Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
1棟当たり工期(日) Construction Period per House (Days)	110	109	104	104	109	-
1坪当たり工期(日) Construction Period per Tsubo(≒3.3m ²) (Days)	2.5	2.6	2.5	2.6	2.7	-



Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
営業社員数 Number of Sales Staff	1,591	1,570	1,517	1,484	1,450	1,485
営業拠点数 Number of Sales Offices	92	89	85	84	84	88
展示場数 Number of Housing Display Centers	344	321	304	287	287	293

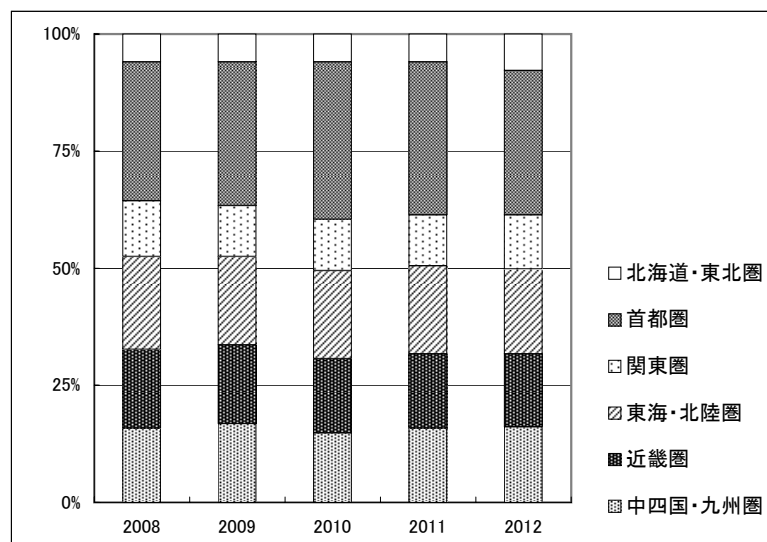


戸建注文住宅 地域別受注棟数構成

Custom-built Detached House Orders by Region



Fiscal Years Ended March 31	2008	2009	2010	2011	2012
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	8%
首都圏 Tokyo Metropolitan Area	30%	31%	34%	33%	31%
関東圏 Kanto Area	12%	11%	11%	11%	12%
東海・北陸圏 Tokai and Hokuriku Areas	20%	19%	19%	19%	18%
近畿圏 Kinki Area	17%	17%	16%	16%	16%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	16%	17%	15%	16%	16%



戸建注文住宅 階層別棟数構成

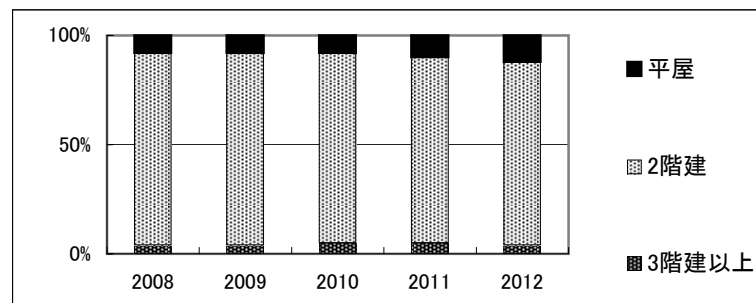
Ratio by the number of stories for Custom-built Detached Houses



(受注ベース Contract Base)

※ Fiscal Years Ended March 31

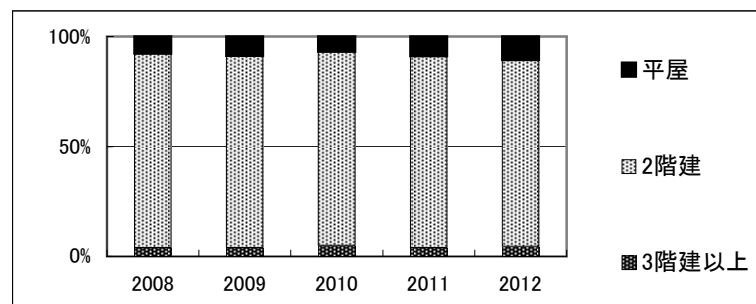
階層別 the number of stories	2008	2009	2010	2011	2012
平屋 House of one story	8%	8%	8%	10%	12%
2階建 Two-story house	88%	88%	87%	85%	84%
3階建以上 Three-story house	4%	4%	5%	5%	4%



(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

階層別 the number of stories	2008	2009	2010	2011	2012
平屋 House of one story	8%	9%	7%	9%	11%
2階建 Two-story house	89%	88%	88%	87%	84%
3階建以上 Three-story house	4%	4%	5%	4%	5%



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			2008	2009	2010	2011	2012
木材 Timber	原木、チップ Logs and chips	国内 Logs-Domestic	3,670	4,243	3,847	3,817	4,325
		輸入 Logs-Imported	23,600	16,403	7,604	10,104	9,893
			27,270	20,646	11,451	13,920	14,218
	製材品 Lumber	国内 Lumber-Domestic	31,481	27,956	23,854	24,489	23,570
		輸入 Lumber-Imported	43,061	34,523	23,181	33,360	33,910
			74,542	62,479	47,035	57,849	57,480
	その他 Others		192	138	108	8	-
			102,004	83,263	58,593	71,777	71,698
建材 Building Materials	パネル Board	国内 Board-Domestic	28,099	23,378	18,190	20,999	20,598
		輸入 Board-Imported	48,145	39,407	27,957	35,827	43,581
			76,243	62,785	46,147	56,826	64,180
	一般建材 Building Materials	木質加工建材 Wood Processed Construction Materials	48,968	45,863	41,218	44,383	45,094
		窯業建材 Ceramic Construction Materials	56,840	56,269	51,767	59,909	60,944
		金属建材 Metal Construction Materials	27,794	26,863	23,979	25,350	25,511
		住宅機器 Housing Equipment	44,451	43,522	41,788	44,400	44,550
		その他 Others	4,075	4,035	3,837	4,114	3,907
			182,127	176,551	162,589	178,156	180,006
	イノス INOS Group		6,415	5,970	4,912	4,083	3,751
その他 Others		23,935	22,579	19,221	22,063	22,930	
			288,721	267,886	232,869	261,128	270,866
木材・建材計 Total - Timber and Building Materials			390,725	351,148	291,462	332,904	342,564

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

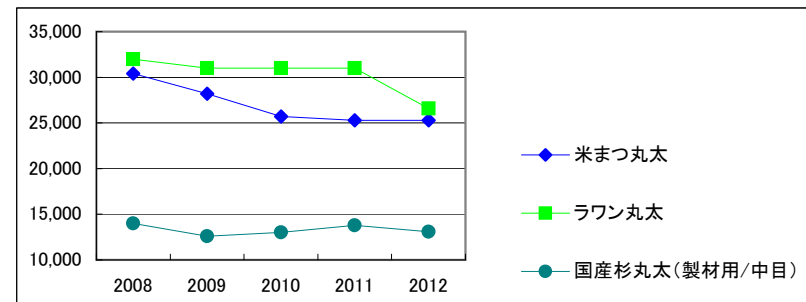
From "Wood products prices statistics" by

Ministry of Agriculture, Forestry and Fisheries, and others.

(原木市況 Logs)

(円/㎡・¥/㎡)

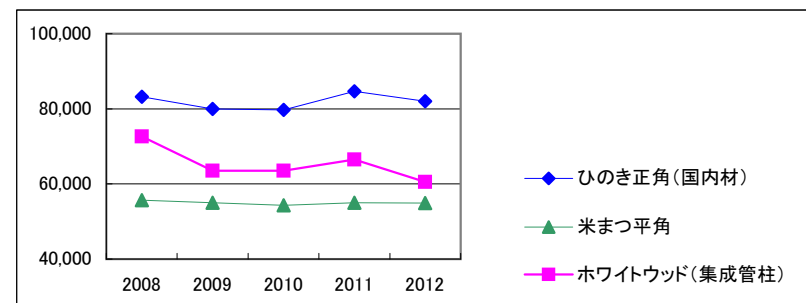
Fiscal Years Ended March 31	2008	2009	2010	2011	2012
米まつ丸太 Douglas Fir	30,400	28,200	25,700	25,300	25,300
ラワン丸太 Lauan	32,000	31,000	31,000	31,000	26,600
国産杉丸太(製材用/中目) Japanese cedar	14,000	12,600	13,000	13,800	13,100



(製材品市況 Lumber)

(円/㎡・¥/㎡)

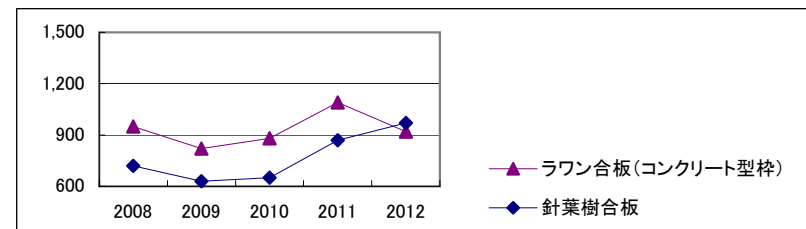
Fiscal Years Ended March 31	2008	2009	2010	2011	2012
ひのき正角(国内材) Japanese Cypress, squares (Domestic)	83,200	80,000	79,700	84,700	82,000
米まつ平角 Douglas Fir, slabs	55,700	55,000	54,300	55,000	54,900
ホワイトウッド(集成管柱) White Wood	72,600	63,500	63,500	66,500	60,500



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2008	2009	2010	2011	2012
ラワン合板(コンクリート型枠) Hardwood	950	820	880	1,090	920
針葉樹合板 Softwood	720	630	650	870	970



リフォーム事業と不動産流通事業の状況

Renovation business and Real Estate Brokerage



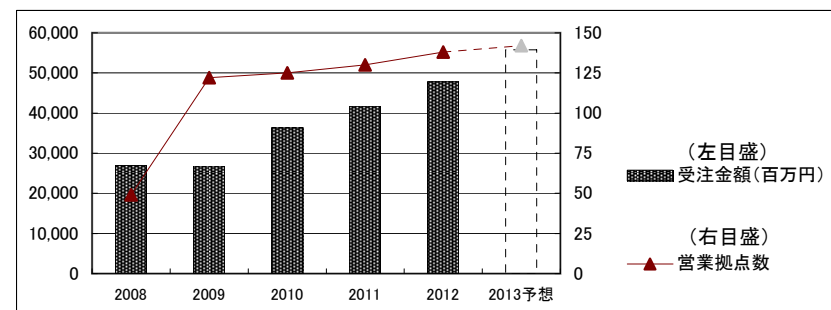
(住友林業ホームテック:リフォーム事業 Home Remodeling)

Fiscal Years Ended/Ending March 31	2008	2009	2010	2011	2012	2013予想 Forecast
営業拠点数 Number of Sales Offices	49	122	125	130	138	142
受注金額(百万円) Price of Orders(¥Million)	26,935	26,839	36,330	41,754	47,792	55,800
住友林業OB比率* (受注金額ベース)	23%	23%	42%	47%	46%	43%

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

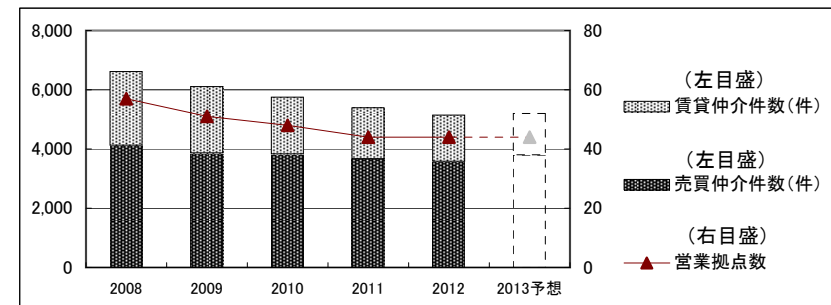
住友林業ホームテックの2009(2009年3月期)以降の数値は、2008年10月に合併したスミリンメンテナンスの数値を含んでおります。

Figures of Sumitomo Forestry Home Tech from 2009 to 2012 include the ones of Sumirin Maintainance which was merged in October 2008.



(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	2008	2009	2010	2011	2012	2013予想 Forecast
営業拠点数 Number of Sales Offices	57	51	48	44	44	44
売買仲介件数(件) Number of Brokerage (Sales)	4,118	3,864	3,829	3,663	3,579	3,800
賃貸仲介件数(件) Number of Brokerage (Rent)	2,497	2,239	1,917	1,732	1,565	1,400



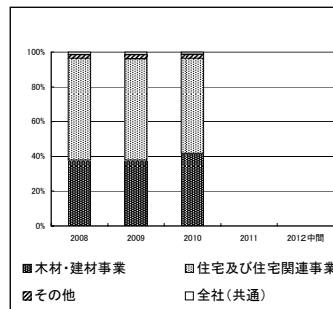
人員構成表

Number of Employees



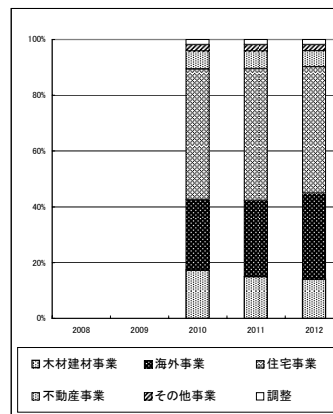
<旧セグメント(2007年度～2010年度) Previous segment(FY Ending March31 2007～2010)>

Fiscal Years Ended March 31	2008		2009		2010		2011		2012	
	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	4,736	37.8%	4,766	37.7%	5,653	41.6%	-	-	-	-
住宅及び住宅関連事業 Housing & Housing-related Businesses	7,332	58.5%	7,365	58.3%	7,455	54.8%	-	-	-	-
その他 Others	295	2.4%	311	2.5%	324	2.4%	-	-	-	-
全社(共通) Corporate	178	1.4%	187	1.5%	169	1.2%	-	-	-	-
合計 Total	12,541	100.0%	12,629	100.0%	13,601	100.0%	-	-	-	-



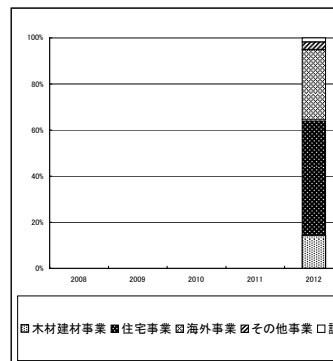
<旧セグメント(2010年度～2012年度) Previous segment(FY Ending March31 2010～2012)>

Fiscal Years Ended March 31	2008		2009		2010		2011		2012	
	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%	2,062	15.0%	2,072	14.1%
海外事業 Overseas Business	-	-	-	-	3,429	25.2%	3,764	27.3%	4,540	30.8%
住宅事業 Housing Business	-	-	-	-	6,366	46.8%	6,519	47.3%	6,685	45.4%
不動産事業 Real Estate Business	-	-	-	-	873	6.4%	863	6.3%	854	5.8%
その他事業 Other Businesses	-	-	-	-	314	2.3%	310	2.2%	318	2.2%
調整(本社管理部門等) Adjustment (Administrative Division etc)	-	-	-	-	254	1.9%	260	1.9%	267	1.8%
合計 Total	12,541	100.0%	12,629	100.0%	13,601	100.0%	13,778	100.0%	14,736	100.0%



<新セグメント New segments >

Fiscal Years Ended March 31	2008		2009		2010		2011		2012	
	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	-	-	-	-	-	-	-	-	2,114	14.3%
住宅事業 Housing Business	-	-	-	-	-	-	-	-	7,372	50.0%
海外事業 Overseas Business	-	-	-	-	-	-	-	-	4,498	30.5%
その他事業 Other Businesses	-	-	-	-	-	-	-	-	495	3.4%
調整(本社管理部門等) Adjustment (Administrative Division etc)	-	-	-	-	-	-	-	-	257	1.7%
合計 Total	12,541	100.0%	12,629	100.0%	13,601	100.0%	13,778	100.0%	14,736	100.0%



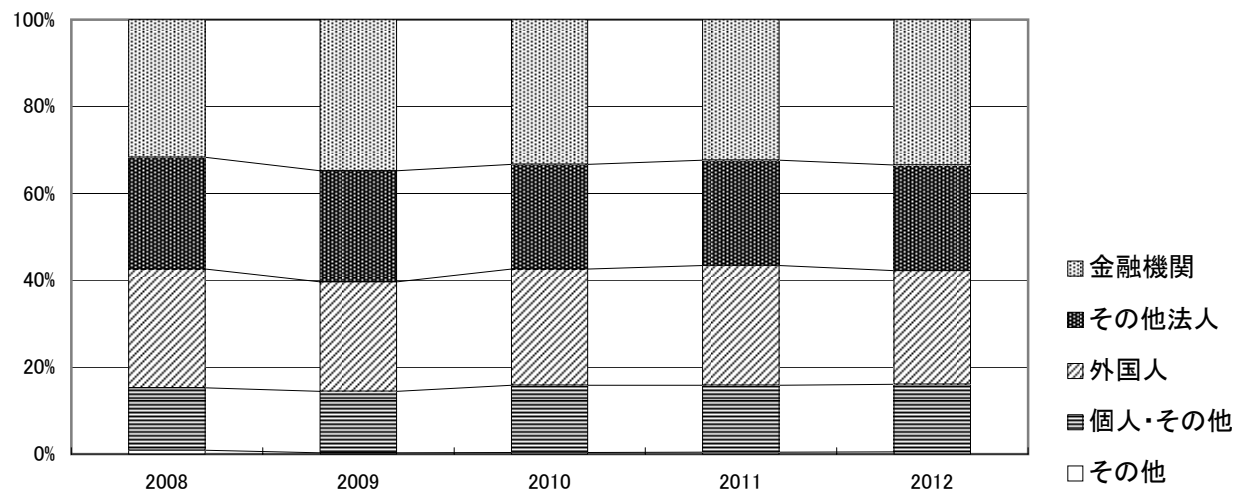
株式分布状況表

The State of Share Distribution



(千株・Thousand Shares)

Fiscal Years Ended March 31	2008		2009		2010		2011		2012	
		構成比		構成比		構成比		構成比		構成比
金融機関 Financial Institutions	56,155	31.69%	61,624	34.77%	58,993	33.28%	57,340	32.34%	59,359	33.48%
その他法人 Other Companies	45,574	25.72%	45,384	25.60%	42,817	24.16%	42,990	24.25%	43,098	24.31%
外国人 Foreigners	48,410	27.32%	44,701	25.22%	47,351	26.71%	48,839	27.55%	46,369	26.15%
個人・その他 Individuals and Others	25,561	14.42%	25,068	14.14%	27,494	15.51%	27,354	15.43%	27,489	15.51%
その他 Others	1,507	0.85%	476	0.27%	602	0.34%	759	0.43%	969	0.55%
合計 Total	177,207	100.00%	177,254	100.00%	177,258	100.00%	177,283	100.00%	177,285	100.00%



退職給付に係る数理差異の推移

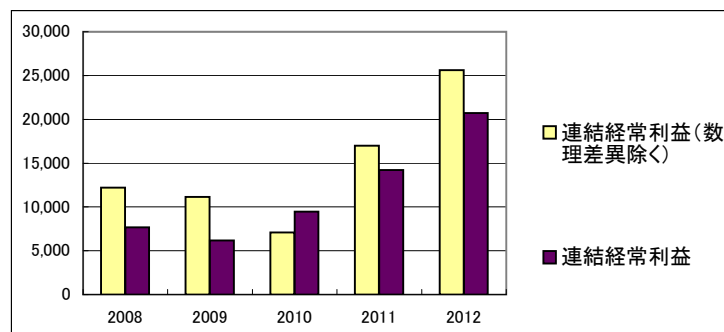
Actuarial Difference Regarding Employees' Retirement Benefit Obligation



(推移 Change)

(百万円・¥Million)

Fiscal Years Ended March 31	2008	2009	2010	2011	2012
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	△4,533	△4,999	2,364	△2,792	△4,916
連結経常利益(数理差異除く) Consolidated Recurring Income (Excluding Actuarial Difference)	12,192	11,159	7,101	16,998	25,631
連結経常利益 Consolidated Recurring Income	7,659	6,160	9,465	14,206	20,714



(参考データ Reference Data)

Fiscal Years Ended March 31	2008	2009	2010	2011	2012
日経平均株価(円) ※1 The Nikkei Stock Average (yen) *	12,526	8,110	11,090	9,755	10,084
20年国債 応募者利回り(%) ※2 Yield to Subscribers on Twenty-year JGB	2.14	1.92	2.16	2.13	1.80

※1 「日経平均株価」は3月最終営業日の日経平均株価。

*1 As of the last working day in March.

※2 「20年国債応募者利回り」は、各期3月度に発行された20年国債の応募者利回り。

*2 Twenty-year JGBs issued in every March.

(出典)財務省統計データほか

From Statistical data by Ministry of Finance Japan and others

