

2006年3月期 業績説明会資料

Financial Factbook

Fiscal Year Ended March 31, 2006

 住友林業株式会社

SUMITOMO FORESTRY CO., LTD.

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.

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

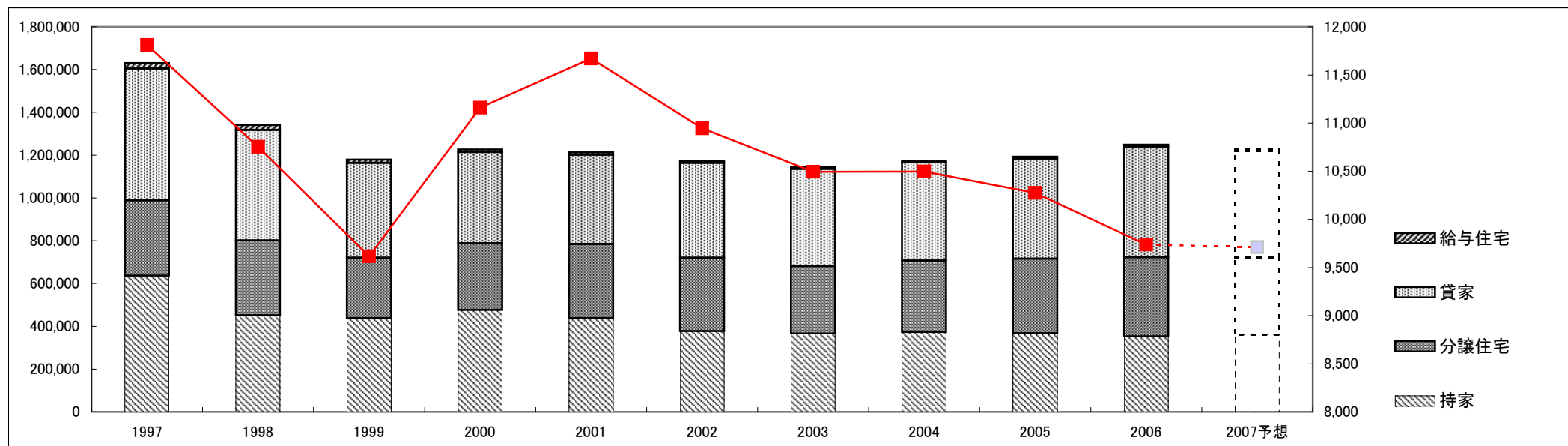


(戸・Units)

Fiscal Years Ended March 31	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007予想 Forecast
持家 Owner-occupied Houses	636,306	451,091	438,137	475,632	437,789	377,066	365,507	373,015	367,233	352,470	360,000
分譲住宅 Built for Sale Houses	352,039	350,693	281,845	312,110	346,322	343,918	316,002	333,825	349,044	370,155	360,000
貸家 Rented Houses	616,186	515,838	443,907	426,020	418,200	442,250	454,505	458,708	467,348	517,667	500,000
給与住宅 Corporate Houses	25,847	23,725	15,647	12,445	10,846	9,936	9,539	8,101	9,413	8,515	10,000
合計 Total	1,630,378	1,341,347	1,179,536	1,226,207	1,213,157	1,173,170	1,145,553	1,173,649	1,193,038	1,248,807	1,230,000

当社グループの戸建注文住宅販売棟数 Sumitomo Forestry Group*	11,810	10,752	9,615	11,160	11,671	10,945	10,493	10,496	10,275	9,739	9,710
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	1.86%	2.38%	2.19%	2.35%	2.67%	2.90%	2.87%	2.81%	2.80%	2.76%	2.70%

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



業績の推移

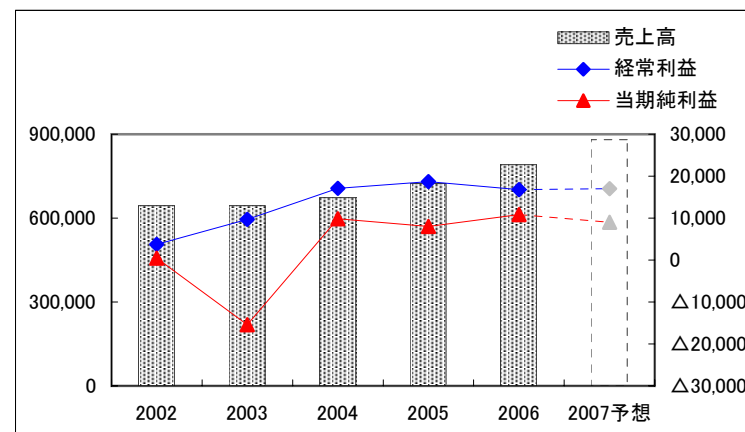
Business Results



(連結 Consolidated)

(百万円・¥Million)

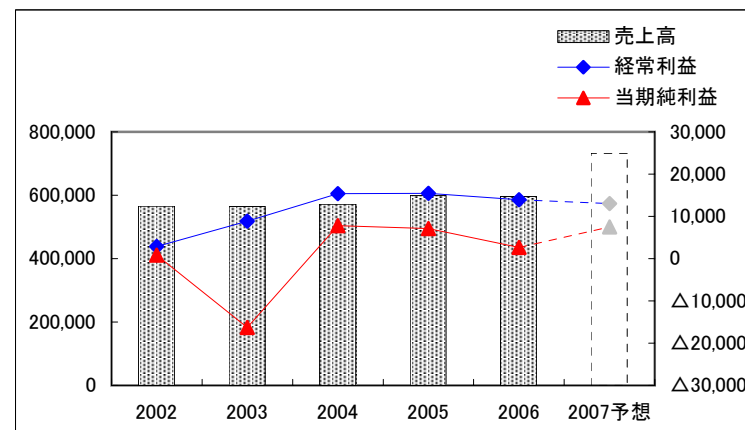
Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
売上高 Net Sales	644,730	645,100	673,779	723,193	791,128	880,000
営業利益 Operating Income	3,040	8,772	17,577	18,466	15,446	16,500
経常利益 Recurring Income	3,731	9,721	17,074	18,692	16,800	17,000
当期純利益 Net Income	465	△15,439	9,870	8,014	10,842	9,000



(単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
売上高 Net Sales	565,201	564,487	571,275	598,853	595,993	732,000
営業利益 Operating Income	1,109	7,089	14,635	13,991	11,499	11,000
経常利益 Recurring Income	2,889	8,862	15,362	15,477	13,948	13,000
当期純利益 Net Income	841	△16,315	7,812	7,136	2,652	7,500



セグメント業績の推移

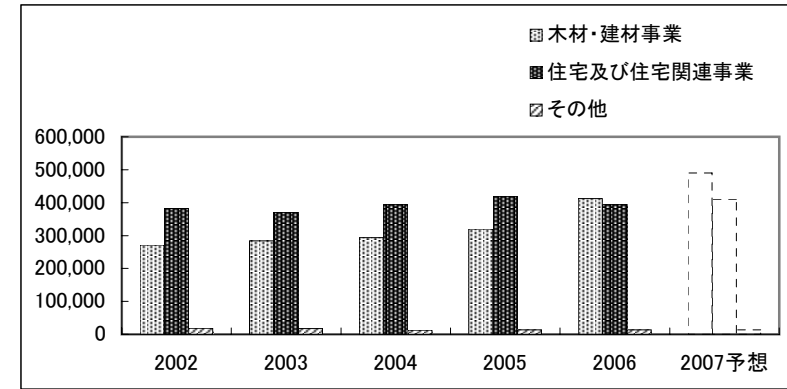
Business Results by Segment



(セグメント別売上高 Sales by Segment)

(百万円・¥Million)

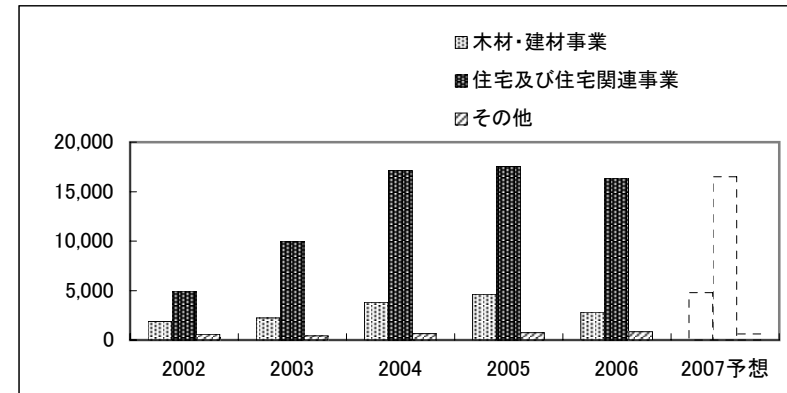
Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
木材・建材事業 Timber & Building Materials	270,856	283,517	293,220	320,255	412,182	490,000
住宅及び住宅関連事業 Housing & Housing-related Businesses	381,978	370,421	393,616	418,313	393,868	410,000
その他 Others	18,050	17,882	12,350	13,185	13,549	14,000
消去又は全社 Elimination and/or Corporate	△26,154	△26,721	△25,408	△28,560	△28,471	△34,000
合計 Total	644,730	645,100	673,779	723,193	791,128	880,000



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

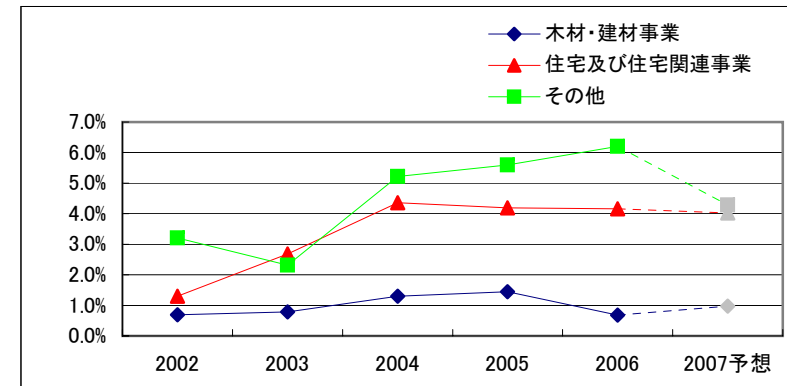
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
木材・建材事業 Timber & Building Materials	1,882	2,238	3,813	4,615	2,806	4,800
住宅及び住宅関連事業 Housing & Housing-related Businesses	4,961	9,920	17,150	17,530	16,370	16,500
その他 Others	579	415	644	738	841	600
消去又は全社 Elimination and/or Corporate	△4,384	△3,802	△4,030	△4,418	△4,571	△5,400
合計 Total	3,040	8,772	17,577	18,466	15,446	16,500



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

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
木材・建材事業 Timber & Building Materials	0.7%	0.8%	1.3%	1.4%	0.7%	1.0%
住宅及び住宅関連事業 Housing & Housing-related Businesses	1.3%	2.7%	4.4%	4.2%	4.2%	4.0%
その他 Others	3.2%	2.3%	5.2%	5.6%	6.2%	4.3%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-
合計 Total	0.5%	1.4%	2.6%	2.6%	2.0%	1.9%



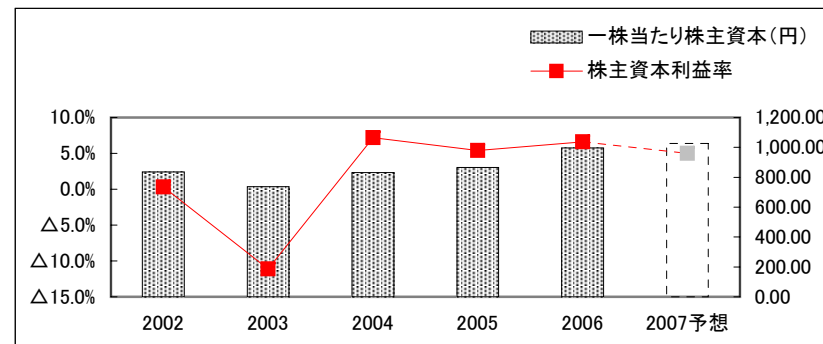
経営指標

Financial Analysis



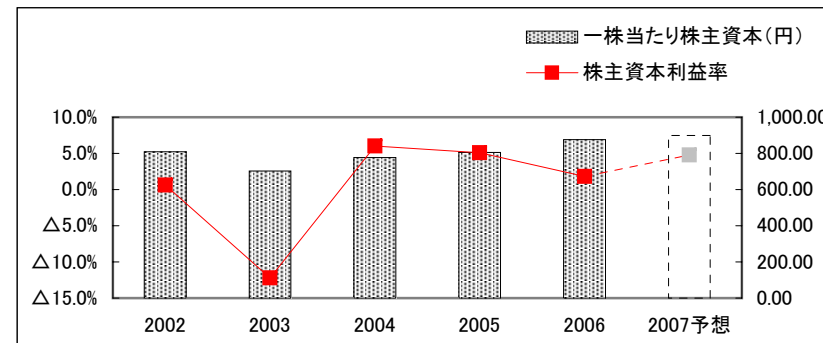
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
株主資本利益率 Return on Equity	0.3%	△11.1%	7.2%	5.4%	6.6%	5.0%
一株当たり株主資本(円) Shareholders' Equity per Share (¥)	835.07	736.42	830.50	866.47	996.03	1,026.14
一株当たり当期純利益(円) Net Income per Share (¥)	2.64	△87.53	55.81	45.28	61.28	50.75



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
株主資本利益率 Return on Equity	0.6%	△12.2%	6.0%	5.1%	1.8%	4.8%
一株当たり株主資本(円) Shareholders' Equity per Share (¥)	809.71	703.18	777.17	805.42	876.50	898.46
一株当たり当期純利益(円) Net Income per Share (¥)	4.77	△92.50	44.13	40.32	14.82	42.29



連結貸借対照表

Consolidated Balance Sheets



(資産の部 Assets)

(百万円・¥Million)

Fiscal Years Ended March 31		2001	2002	2003	2004	2005	2006
現金及び預金	Cash and Time Deposits	42,663	31,004	29,685	30,169	25,188	44,720
受取手形及び売掛金	Notes and Accounts Receivable-Trade	95,683	83,982	79,956	76,965	85,052	134,880
完成工事未収入金	Accounts Receivable-Contract	6,689	4,802	5,072	4,749	5,269	3,379
有価証券	Marketable Securities	6,672	15,998	22,445	39,356	31,045	5,000
商品	Finished Goods, Logs and Lumber	16,708	12,931	15,527	16,841	19,757	22,413
販売用不動産	Developed Land and Housing for Sale	5,892	5,877	7,155	5,995	10,775	10,071
未成工事支出金	Land and Housing Projects in Progress	23,885	14,217	15,146	16,215	14,171	15,628
繰延税金資産	Deferred Income Taxes	3,745	3,689	7,376	8,323	8,513	7,597
短期貸付金	Short-term Loans Receivable	36,732	27,505	17,359	12,615	9,841	10,478
未収入金	Other Receivables	15,572	46,899	43,219	39,512	36,797	40,747
その他	Others	4,655	4,496	2,712	2,417	2,349	6,431
貸倒引当金	Allowance for Doubtful Accounts	△368	△445	△608	△829	△692	△913
流動資産	Current Assets	258,532	250,959	245,049	252,328	248,066	300,431
有形固定資産	Tangible Fixed Assets	68,969	72,714	63,946	63,135	65,106	73,933
無形固定資産	Intangible Fixed Assets	4,419	6,843	7,341	7,416	6,887	7,107
投資その他の資産	Investments and Other Assets	39,181	35,013	40,984	46,875	50,625	82,722
固定資産	Non-Current Assets	112,570	114,572	112,272	117,427	122,618	163,761
資産合計	Total	371,102	365,531	357,322	369,755	370,684	464,193

連結貸借対照表

Consolidated Balance Sheets



(負債、少数株主持分及び資本合計 Liabilities, Minority Interest and Shareholders' Equity)

(百万円・¥Million)

Fiscal Years Ended March 31		2001	2002	2003	2004	2005	2006
支払手形及び買掛金	Notes and Accounts Payable-Trade	62,062	54,386	48,277	50,441	54,919	93,782
工事未払金	Accounts Payable-Contract	49,830	72,341	68,543	58,546	55,734	60,242
短期借入金	Short-term Debt (Bank Loans)	12,557	8,608	7,251	9,568	7,291	13,159
1年以内償還予定社債	Short-term Debt (Bonds)	6,300	-	1,700	60	60	60
未払法人税等	Accrued Income Taxes	6,057	627	5,365	7,056	4,197	1,596
未成工事受入金	Advances Received from Customers	38,607	33,398	33,275	36,719	34,038	36,509
賞与引当金	Provision for Employee's Bonuses	7,359	6,931	6,274	7,072	7,518	8,078
完成工事補償引当金	Provision for Guarantee for After-cost of Construction	590	575	654	808	1,067	1,323
その他	Others	13,847	13,612	13,447	15,681	15,662	17,643
流動負債	Current Liabilities	197,213	190,482	184,789	185,951	180,487	232,394
社債	Long-term Debt (Bonds)	1,700	1,700	-	280	220	160
長期借入金	Long-term Debt (Bank Loans)	3,960	7,815	7,545	10,020	8,009	8,688
繰延税金負債	Deferred Income Taxes	2,839	315	1,024	2,041	2,259	15,136
退職給付引当金	Provision for Retirement Benefits for Employees	4,596	7,470	24,157	11,417	13,915	15,875
役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	-	649	477	764	800	382
その他	Others	9,648	9,603	9,544	12,628	11,972	13,228
固定負債	Long-term Liabilities	22,744	27,555	42,750	37,149	37,176	53,469
負債の部	Liabilities	219,957	218,037	227,539	223,100	217,663	285,862
少数株主持分	Minority Interest	165	53	55	385	521	3,124
資本金	Common Stock	27,672	27,672	27,672	27,672	27,672	27,672
資本剰余金	Capital Surplus	25,650	25,650	25,650	25,651	25,654	25,655
利益剰余金	Retained Earnings	96,861	94,538	77,303	85,148	90,807	99,319
その他有価証券評価差額金	Unrealized Gain on Available-for-Sale Securities	4,083	2,369	1,646	8,972	9,243	22,125
為替換算調整勘定	Foreign Currency Translation Adjustments	△3,287	△2,760	△2,255	△811	△380	1,052
自己株式	Treasury Stock	△0	△30	△289	△363	△496	△617
資本の部	Shareholders' Equity	150,979	147,440	129,727	146,269	152,500	175,206
負債、少数株主持分及び資本合計	Total	371,102	365,531	357,322	369,755	370,684	464,193

連結損益計算書

Consolidated Statements of Income



(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
売上高 Net Sales	644,730	645,100	673,779	723,193	791,128	880,000
売上総利益 Gross Income	利益率 17.0% 109,437	17.0% 109,631	17.9% 120,778	17.4% 125,582	16.2% 127,853	16.0% 140,500
販売費及び一般管理費 Selling, General and Administrative Expenses	106,397	100,858	103,201	107,116	112,407	124,000
営業利益 Operating Income	利益率 0.5% 3,040	1.4% 8,772	2.6% 17,577	2.6% 18,466	2.0% 15,446	1.9% 16,500
営業外収益 Other Income	2,535	2,392	2,393	2,744	3,750	3,000
営業外費用 Other Expenses	1,844	1,444	2,896	2,517	2,396	2,500
営業外損益 Other Income/Expenses	691	948	△ 503	226	1,353	500
経常利益 Recurring Income	利益率 0.6% 3,731	1.5% 9,721	2.5% 17,074	2.6% 18,692	2.1% 16,800	1.9% 17,000
特別利益 Special Gains	153	7,157	13,920	844	363	-
特別損失 Special Losses	1,175	38,776	5,931	3,870	1,128	500
特別損益 Special Gains/Losses	△ 1,022	△ 31,618	7,989	△ 3,026	△ 765	△ 500
当期純利益 Net Income	利益率 0.1% 465	△2.4% △ 15,439	1.5% 9,870	1.1% 8,014	1.4% 10,842	1.0% 9,000

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		2002	2003	2004	2005	2006
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	17,332	19,734	25,962	6,685	16,626
有価証券の取得／売却	Marketable Securities	△6,763	8,000	48	158	247
有形固定資産の取得／売却	Tangible Fixed Assets	△6,507	△1,811	△2,664	△6,313	△5,058
無形固定資産の取得／売却	Intangible Fixed Assets	△2,201	△2,078	△1,367	△1,727	△1,848
投資有価証券の取得／売却	Investment Securities	△972	△1,356	△5,571	△2,817	△3,475
その他	Others	5	△726	1,908	△2,196	1,136
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	△16,439	2,026	△7,646	△12,895	△8,998
短期借入金純増減額	Short-term Borrowings	△1,134	△1,267	2,053	△2,095	△5,770
長期借入金純増減額	Long-term Borrowings	△480	△4,874	1,045	△2,496	△5,798
社債純増減額	Bonds	△6,300	-	△1,730	△60	△60
配当金の支払額	Dividends Paid	△1,772	△1,769	△2,030	△2,289	△2,287
その他	Others	△29	△259	△73	△147	△124
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	△9,716	△8,171	△735	△7,087	△14,039
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	△53	△433	△298	△87	111
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	△8,877	13,156	17,283	△13,384	△6,300
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	47,476	38,873	52,029	69,312	55,928
現金及び現金同等物の期末残高	Cash and Cash Equivalents at the End of the Year	38,873	52,029	69,312	55,928	49,628

設備投資

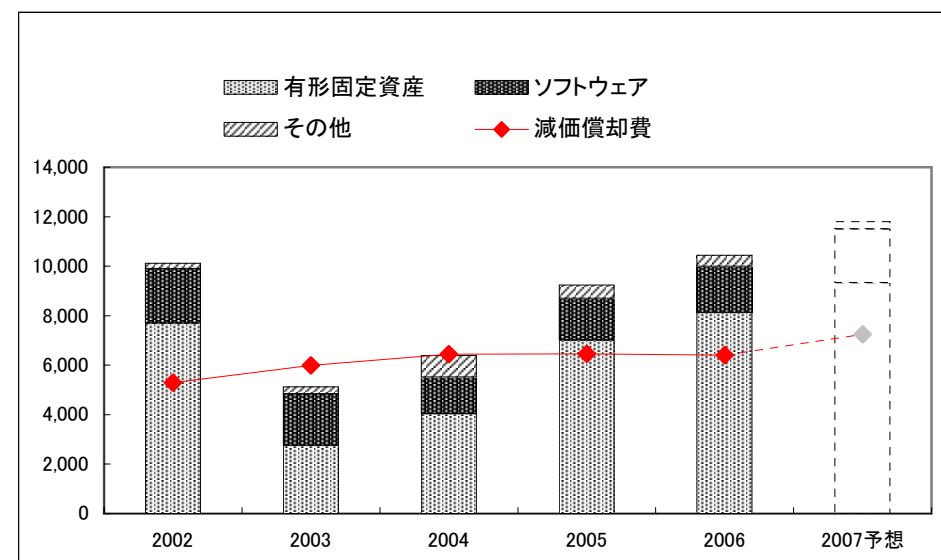
Capital Expenditures

(資本的支出 Capital Investment)

(百万円・¥Million)

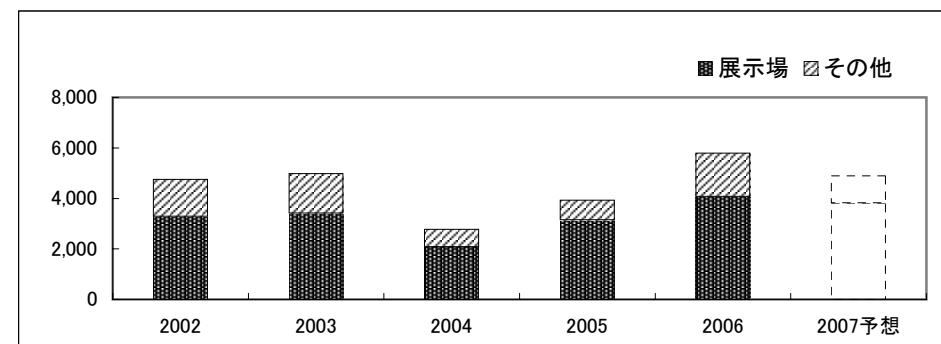
Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
有形固定資産 Tangible fixed assets	7,705	2,761	4,040	7,016	8,132	9,333
ソフトウェア Software	2,194	2,077	1,468	1,673	1,857	2,165
その他 Others	225	283	883	549	454	302
合計 Total	10,124	5,123	6,392	9,237	10,443	11,800

減価償却費 Depreciation	5,289	5,985	6,447	6,452	6,403	7,248
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(リース Finance Leases)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
展示場 Model Houses	3,283	3,412	2,083	3,148	4,069	3,815
その他 Others	1,469	1,568	692	783	1,722	1,085
合計 Total	4,753	4,981	2,775	3,930	5,791	4,900



受注の状況

The State of Orders



(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2002	2003	2004	2005	2006	2007予想 Forecast	
住友林業 Sumitomo Forestry	金額	283,904	285,443	292,294	287,039	274,958	301,000	
	棟数・Unit	9,964	9,902	9,908	9,805	8,890	9,700	
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額	11,005	10,427	9,107	8,808	11,561	13,100	
	棟数・Unit	448	418	312	289	361	430	
住友林業システム住宅 Sumitomo Forestry Component House	金額	6,172	5,530	7,358	△90	-	-	
	棟数・Unit	273	218	309	△18	-	-	
戸建注文住宅 計 Total - Custom-built Detached Houses		金額	301,082	301,402	308,758	295,757	286,519	314,100
		棟数・Unit	10,685	10,538	10,529	10,076	9,251	10,130
RC造マンション RC Condominium	金額	8,251	8,215	13,590	11,663	8,518	11,800	
	戸数・Unit	646	759	1,177	1,064	635	1,140	
木造アパート Wooden Apartment	金額	3,501	3,981	3,592	5,825	5,215	10,200	
	戸数・Unit	429	468	478	712	653	1,060	
集合住宅計 Total - Multiple Dwelling Houses		金額	11,753	12,196	17,183	17,488	13,733	22,000
		戸数・Unit	1,075	1,227	1,655	1,776	1,288	2,200

販売の状況

The State of Sales



(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2002	2003	2004	2005	2006	2007予想 Forecast	
住友林業 Sumitomo Forestry	金額	290,475	283,798	285,513	289,564	280,312	290,000	
	棟数・Unit	10,193	9,824	9,817	9,805	9,401	9,300	
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額	10,877	10,905	10,297	8,325	10,222	12,700	
	棟数・Unit	445	446	394	279	338	410	
住友林業システム住宅 Sumitomo Forestry Component House	金額	7,331	5,538	6,970	4,711	-	-	
	棟数・Unit	307	223	285	191	-	-	
戸建注文住宅 計 Total - Custom-built Detached Houses		金額	308,684	300,242	302,780	302,600	290,534	302,700
		棟数・Unit	10,945	10,493	10,496	10,275	9,739	9,710
戸建分譲住宅 Built for Sale Detached Houses		金額	1,253	1,119	973	907	1,421	1,900
		棟数・Unit	63	59	46	44	68	80
戸建住宅 計 Total - Detached Houses		金額	309,937	301,362	303,753	303,507	291,955	304,600
		棟数・Unit	11,008	10,552	10,542	10,319	9,807	9,790
RC造マンション RC Condominium	金額	5,734	7,415	11,086	13,163	6,670	9,400	
	戸数・Unit	478	720	856	1,134	461	870	
木造アパート Wooden Apartment	金額	2,922	4,129	3,346	3,534	4,822	7,300	
	戸数・Unit	344	500	410	437	621	810	
集合住宅計 Total - Multiple Dwelling Houses		金額	8,657	11,545	14,432	16,697	11,492	16,700
		戸数・Unit	822	1,220	1,266	1,571	1,082	1,680
北米住宅事業 ※ Housing Business in the USA		金額	-	-	211	2,048	3,050	6,361
		棟数・Unit	-	-	4	52	56	100

※ 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.

参考データ

Reference Data

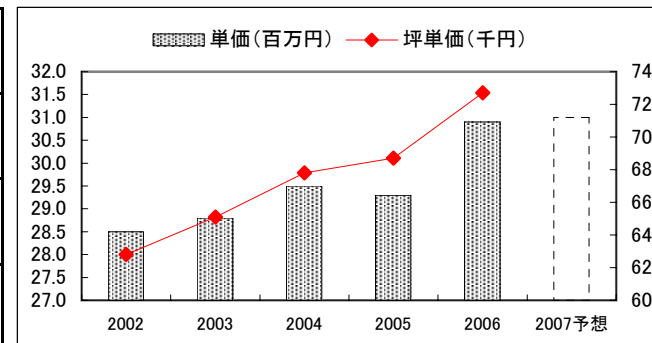
戸建注文住宅 1棟当たり平均データ(単体)

Average Data of Custom-built Detached House (Non-Consolidated)



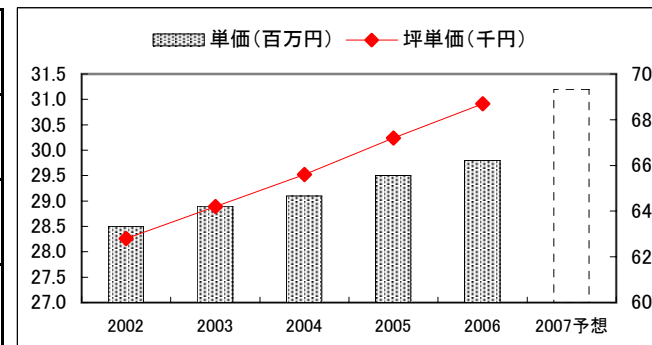
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
単価(百万円) Orders per Detached House (¥ Million)	28.5	28.8	29.5	29.3	30.9	31.0
坪単価(千円) Orders per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	628	651	678	687	727	-
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	45.4	44.3	43.5	42.6	42.5	-



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
単価(百万円) Sales per Detached House (¥ Million)	28.5	28.9	29.1	29.5	29.8	31.2
坪単価(千円) Sales per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	628	642	656	672	687	-
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	45.4	45.0	44.3	43.9	43.4	-

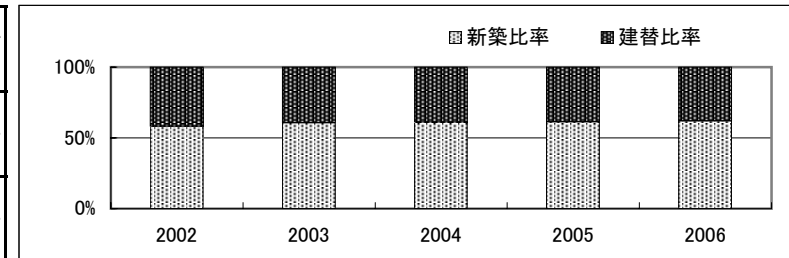


戸建注文住宅 参考指標(単体)

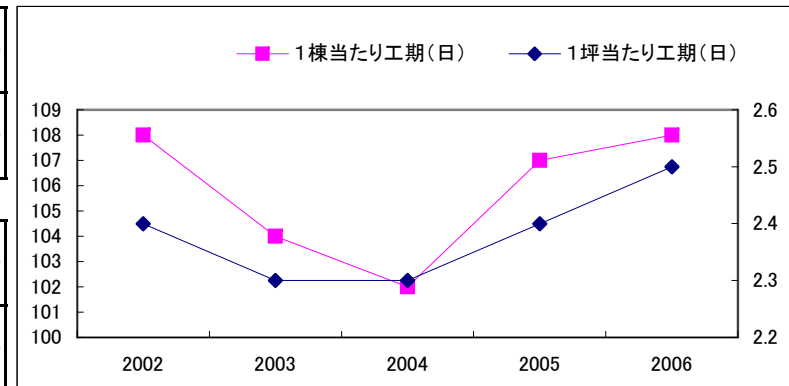
Reference Data of Custom-built Detached House (Non-Consolidated)



Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
新築比率 Percentage of New Building	58.1%	60.7%	61.0%	61.2%	62.0%	-
建替比率 Percentage of Rebuilding	41.9%	39.3%	39.0%	38.8%	38.0%	-



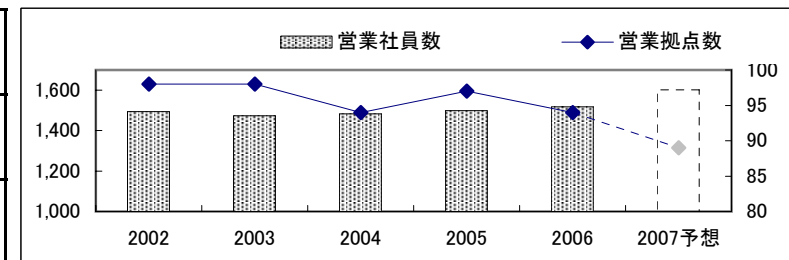
1棟当たり工期(日) Construction Period per House (Days)	108	104	102	107	108	-
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.4	2.3	2.3	2.4	2.5	-



住宅金融公庫利用率(金額ベース)※ Percentage of Use of Housing Loan Corporation Finance *	19.0%	6.0%	3.8%	0.9%	0.5%	-
住宅金融公庫利用率(棟数ベース)※ Percentage of Use of Housing Loan Corporation Finance **	30.0%	11.0%	7.6%	1.9%	0.9%	-

* Based on Sales ** Based on Number of Houses ※受注棟数を元に算出しております。 Calculated by Number of Contracts

営業社員数 Number of Sales Staff	1,494	1,473	1,483	1,499	1,518	1,602
営業拠点数 Number of Sales Offices	98	98	94	97	94	89
展示場数 Number of Housing Display Centers	333	305	308	313	324	323

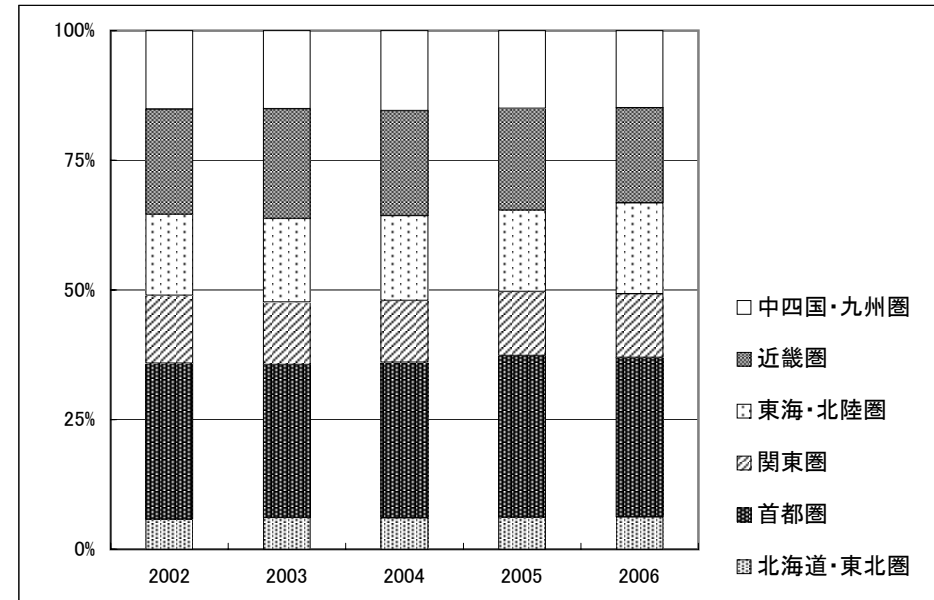


戸建注文住宅 地域別受注棟数構成(単体)

Custom-built Detached House Orders by Region (Non-Consolidated)



Fiscal Years Ended March 31	2002	2003	2004	2005	2006
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	6%
首都圏 Tokyo Metropolitan Area	30%	29%	30%	31%	31%
関東圏 Kanto Area	13%	12%	12%	12%	12%
東海・北陸圏 Tokai and Hokuriku Areas	16%	16%	16%	16%	18%
近畿圏 Kinki Area	20%	21%	20%	20%	18%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	15%	15%	15%	15%	15%



戸建注文住宅 商品別棟数構成(単体)

Product Mix for Custom-built Detached Houses (Non-Consolidated)

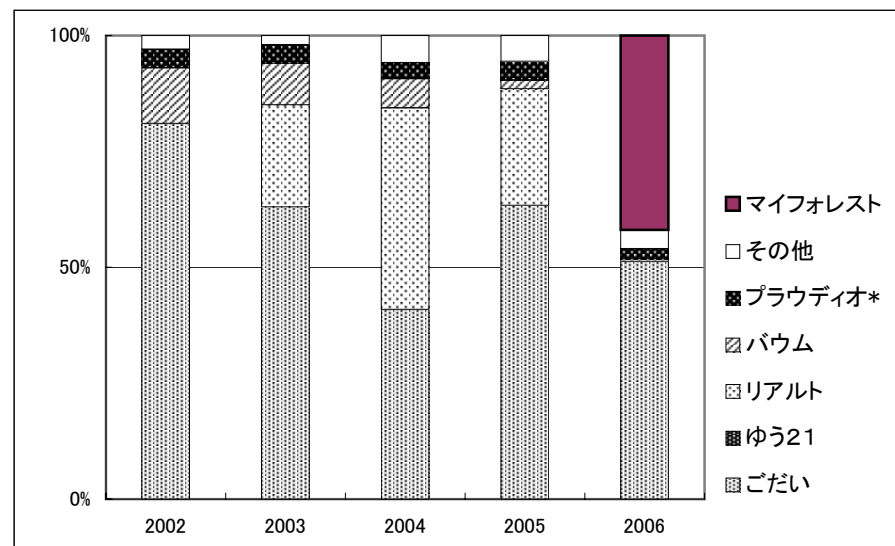


(受注ベース Contract Base)

※ Fiscal Years Ended March 31

商品名 Product Name	発売時期 Released	2002	2003	2004	2005	2006
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	-	42%
ごだい GODAI	1999年4月 Apr.1999	81%	63%	41%	63%	51%
ゆう21 YOU 21	1995年5月 May.1995	-	-	-	-	-
リアルト RIALT	2002年8月 Aug.2002	-	22%	44%	25%	1%
バウム BAUM	1998年9月 Sep.1998	12%	9%	6%	2%	-
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	4%	3%	4%	2%
その他 Others	-	3%	2%	6%	6%	4%

*木造讃家MB含む Including "MOKUZO SANKA MB"

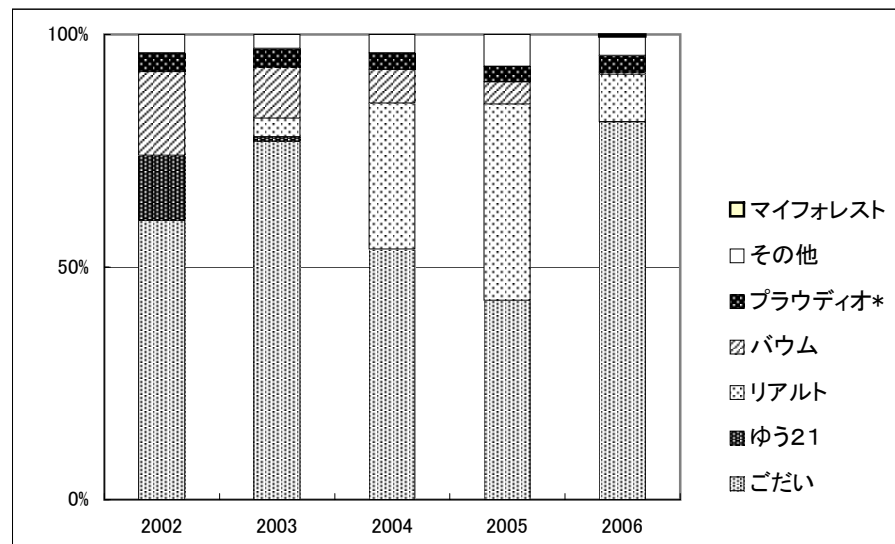


(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

商品名 Product Name	発売時期 Released	2002	2003	2004	2005	2006
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	-	1%
ごだい GODAI	1999年4月 Apr.1999	60%	77%	54%	43%	80%
ゆう21 YOU 21	1995年5月 May.1995	14%	1%	-	-	-
リアルト RIALT	2002年8月 Aug.2002	-	4%	31%	42%	10%
バウム BAUM	1998年9月 Sep.1998	18%	11%	7%	5%	1%
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	4%	4%	3%	4%
その他 Others	-	4%	3%	4%	7%	4%

*木造讃家MB含む Including "MOKUZO SANKA MB"



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			2002	2003	2004	2005	2006
木材 Timber	原木 Logs	国内材 Logs-Domestic	4,043	3,822	3,850	3,806	3,400
		輸入材 Logs-Imported	20,816	23,127	19,748	25,024	22,742
			24,860	26,950	23,598	28,830	26,142
	製材品 Lumber	国内材 Lumber-Domestic	24,434	27,992	29,286	28,827	29,503
		輸入材 Lumber-Imported	22,808	27,661	28,681	33,835	34,318
			47,242	55,653	57,967	62,663	63,821
	その他 Others		1,075	1,276	1,333	1,300	904
			73,178	83,880	82,898	92,792	90,867
建材 Building Materials	パネル Board	国内材 Board-Domestic	17,071	17,202	17,851	17,358	15,840
		輸入材 Board-Imported	34,513	35,329	35,391	41,423	43,721
			51,584	52,531	53,242	58,781	59,561
	一般建材 Building Materials	木質加工建材 Wood Processed Construction Materials	34,896	34,235	34,970	35,107	37,022
		窯業建材 Ceramic Construction Materials	23,573	23,023	24,381	24,488	25,011
		金属建材 Metal Construction Materials	22,214	22,755	21,420	22,779	23,896
		住宅機器 Housing Equipment	24,918	26,326	30,298	33,774	36,879
		その他 Others	3,176	2,784	3,228	3,513	3,188
			108,779	109,125	114,297	119,662	125,996
	イノス INOS Group		9,159	7,505	7,161	7,023	6,868
その他 Others				253	167	144	
			169,523	169,163	174,953	185,633	192,569
木材・建材計 Total - Timber and Building Materials			242,701	253,043	257,850	278,425	283,437

木材・建材 市況

Market Data of Timber and Building Materials

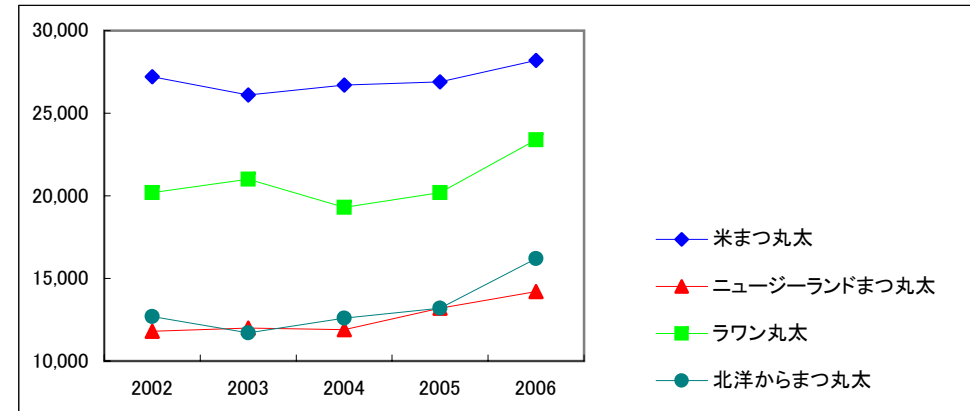


(出典)農林水産省「木材価格統計表」

(原木市況 Logs)

(円/㎡・¥/m³)

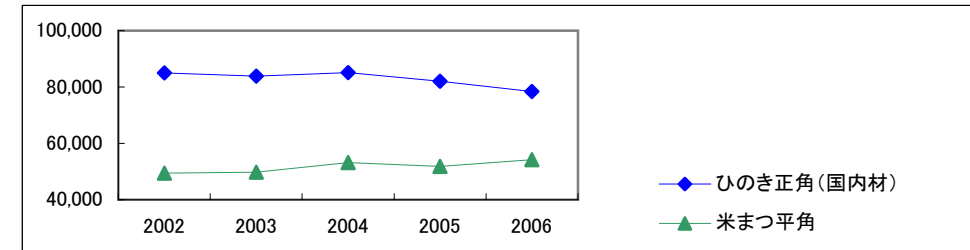
Fiscal Years Ended March 31	2002	2003	2004	2005	2006
米まつ丸太 Douglas Fir	27,200	26,100	26,700	26,900	28,200
ニュージーランドまつ丸太 Radiata Pine	11,800	12,000	11,900	13,200	14,200
ラワン丸太 Lauan	20,200	21,000	19,300	20,200	23,400
北洋からまつ丸太 Larch	12,700	11,700	12,600	13,200	16,200



(製材品市況 Lumber)

(円/㎡・¥/m³)

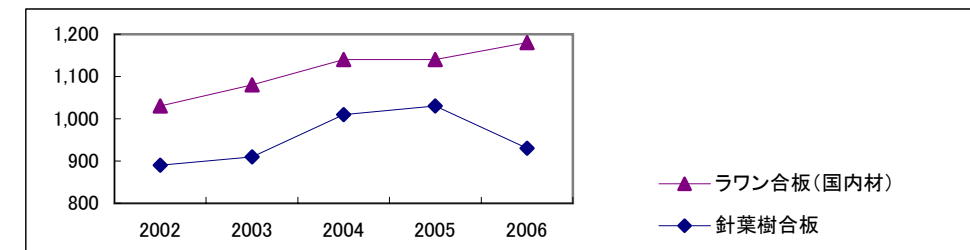
Fiscal Years Ended March 31	2002	2003	2004	2005	2006
ひのき正角(国内材) Japanese Cypress, squares (Domestic)	85,000	83,900	85,100	82,100	78,400
米まつ平角 Douglas Fir, slabs	49,400	49,800	53,200	51,800	54,200



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2002	2003	2004	2005	2006
ラワン合板(国内材) Hardwood (Domestic)	1,030	1,080	1,140	1,140	1,180
針葉樹合板 Softwood	890	910	1,010	1,030	930



ストック事業の状況

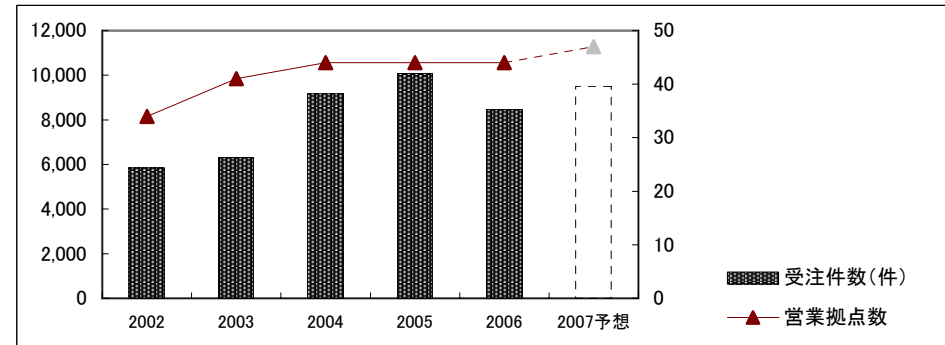
Home Remodeling and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Home Remodeling)

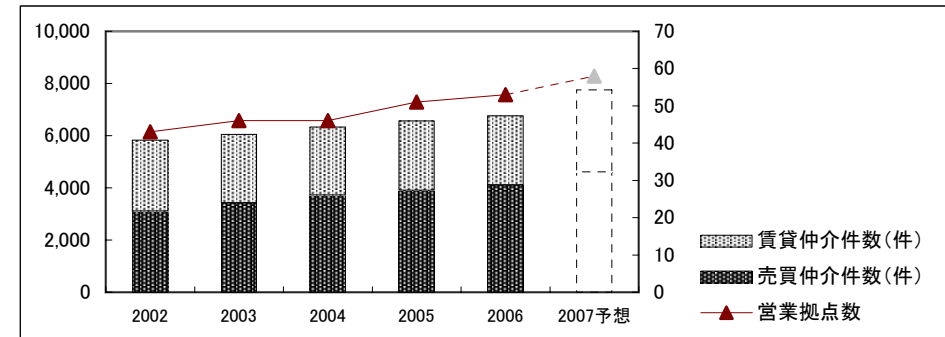
Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast
営業拠点数 Number of Sales Offices	34	41	44	44	44	47
受注件数(件) Number of Orders	5,838	6,320	9,207	10,077	8,465	9,500
住友林業OB比率* (受注金額ベース)	33%	29%	34%	33%	26%	24%

* 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	2002	2003	2004	2005	2006	2007予想 Forecast
営業拠点数 Number of Sales Offices	43	46	46	51	53	58
売買仲介件数(件) Number of Brokerage (Sales)	3,107	3,426	3,723	3,896	4,112	4,600
賃貸仲介件数(件) Number of Brokerage (Rent)	2,716	2,619	2,610	2,667	2,646	3,150



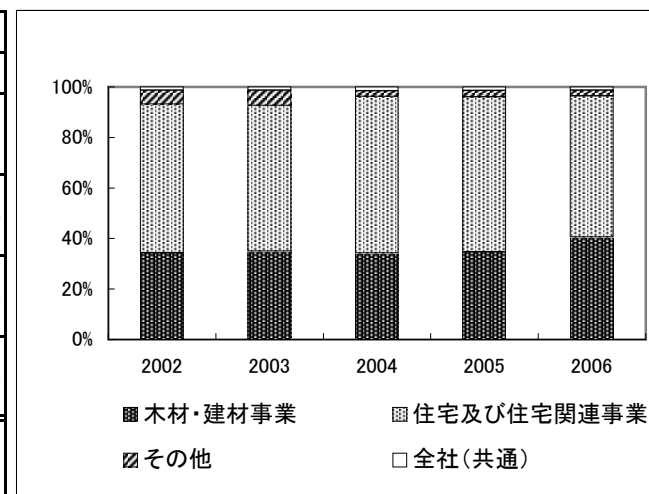
人員構成表

Number of Employees



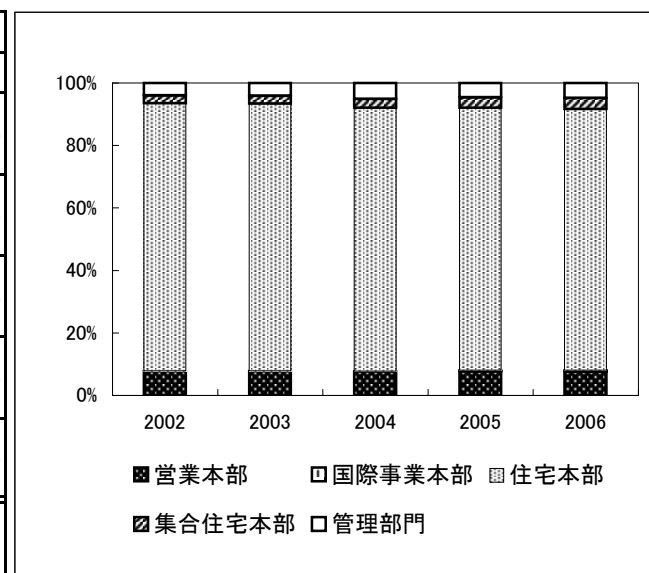
(連結 Consolidated)

Fiscal Years Ended March 31	2002		2003		2004		2005		2006	
		構成比		構成比		構成比		構成比		構成比
木材・建材事業 Timber & Building Materials	3,476	34.3%	3,627	34.9%	3,560	34.2%	3,633	34.7%	4,865	40.6%
住宅及び住宅関連事業 Housing & Housing-related Businesses	5,951	58.8%	5,985	57.7%	6,456	62.0%	6,437	61.4%	6,710	55.9%
その他 Others	571	5.6%	639	6.2%	247	2.4%	266	2.5%	269	2.2%
全社(共通) Corporate	123	1.2%	127	1.2%	155	1.5%	141	1.3%	153	1.3%
合計 Total	10,121	100.0%	10,378	100.0%	10,418	100.0%	10,477	100.0%	11,997	100.0%



(単体 Non-Consolidated)

Fiscal Years Ended March 31	2002		2003		2004		2005		2006	
		構成比		構成比		構成比		構成比		構成比
営業本部 Business Headquarters	349	7.8%	347	7.8%	320	7.6%	324	7.7%	330	7.6%
国際事業本部 International Business Headquarters	-	-	-	-	-	-	12	0.3%	16	0.4%
住宅本部 Housing Headquarters	3,843	85.6%	3,811	85.6%	3,530	84.4%	3,524	84.0%	3,619	83.6%
集合住宅本部 Collective Housing Headquarters	117	2.6%	114	2.6%	121	2.9%	141	3.4%	156	3.6%
管理部門 Administrative Divisions	179	4.0%	182	4.1%	213	5.1%	193	4.6%	209	4.8%
合計 Total	4,488	100.0%	4,454	100.0%	4,184	100.0%	4,194	100.0%	4,330	100.0%



株式分布状況表

The State of Share Distribution



(千株・Thousand Shares)

Fiscal Years Ended March 31	2002		2003		2004		2005		2006	
		構成比		構成比		構成比		構成比		構成比
金融機関 Financial Institutions	65,731	37.8%	64,080	36.8%	65,096	37.3%	68,063	39.0%	62,330	35.7%
その他法人 Other Companies	38,830	22.3%	38,370	22.0%	34,689	19.9%	39,473	22.6%	41,814	24.0%
外国人 Foreigners	37,056	21.3%	38,531	22.1%	46,125	26.5%	42,983	24.6%	46,947	26.9%
個人・その他 Individuals and Others	31,718	18.2%	31,643	18.2%	26,487	15.2%	22,335	12.8%	22,438	12.9%
その他 Others	474	0.3%	1,578	0.9%	1,907	1.1%	1,581	0.9%	1,023	0.6%
合計 Total	173,809	100.0%	174,202	100.0%	174,304	100.0%	174,435	100.0%	174,552	100.0%

