

Second Quarter of the Fiscal Year Ending March 31, 2018

Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

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 are based on the present forecast. Therefore the actual results could differ from the estimates.

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新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan



■新設住宅着工戸数 Numbers of New Housing Starts in Japan

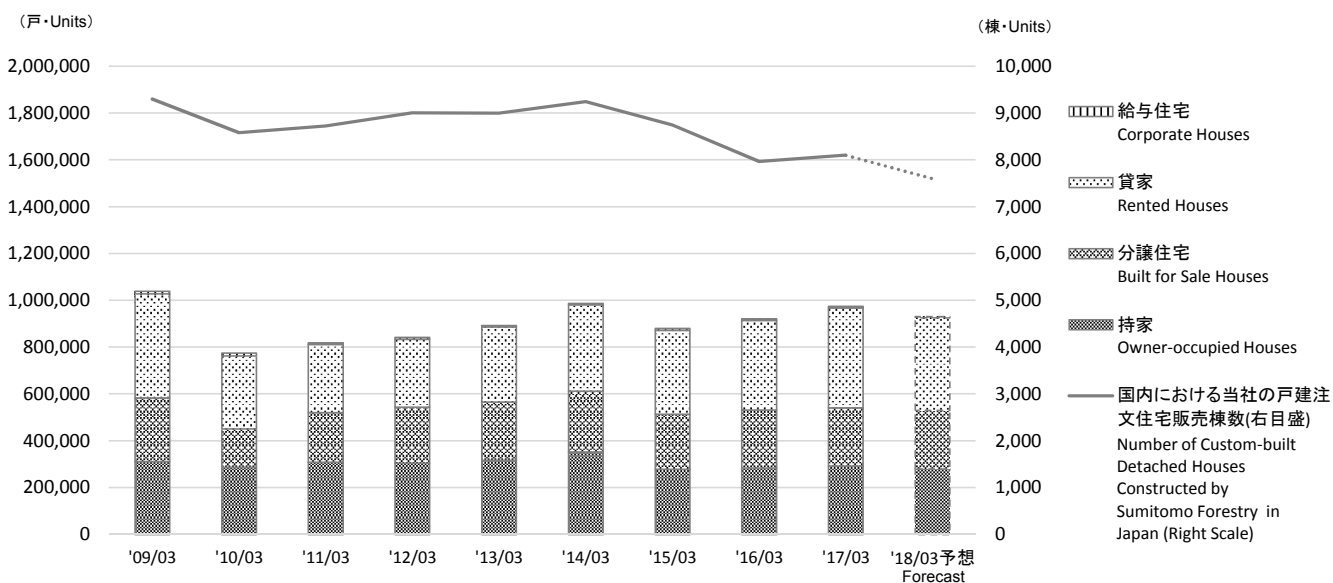
Fiscal Years Ended March 31

	'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	(戸・Units) Interim of Fiscal Year	
持家 Owner-occupied Houses	310,670	286,993	308,517	304,822	316,532	352,841	278,221	284,441	291,783	280,000	'17/03 2Q	'18/03 2Q
分譲住宅 Built for Sale Houses	272,607	163,590	212,083	239,086	249,660	259,148	236,042	246,586	249,286	250,000	126,604	131,998
賃貸 Rented Houses	444,848	311,463	291,840	289,762	320,891	369,993	358,340	383,678	427,275	395,000	217,770	213,971
給与住宅 Corporate Houses	11,089	13,231	6,580	7,576	5,919	5,272	7,867	5,832	5,793	5,000	2,941	2,605
合計 Total	1,039,214	775,277	819,020	841,246	893,002	987,254	880,470	920,537	974,137	930,000	500,151	496,840

■当社の戸建注文住宅販売棟数 Number of Custom-built Detached Houses Constructed by Sumitomo Forestry

Fiscal Years Ended March 31

	'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	(戸・Units) Interim of Fiscal Year	
国内における当社の戸建注文住宅販売棟数 Number of Custom-built Detached Houses Constructed by Sumitomo Forestry in Japan	9,297	8,580	8,721	9,007	8,999	9,243	8,743	7,962	8,098	7,600	'17/03 2Q	'18/03 2Q
持家着工戸数に対する当社戸建注文住宅の販売棟数シェア Market Share of Our Constructed Custom-built Detached Houses in Owner-occupied Houses	2.99%	2.99%	2.83%	2.95%	2.84%	2.62%	3.14%	2.80%	2.78%	2.71%	2.40%	2.30%



業績の推移

Business Results



■連結 Consolidated

Fiscal Years Ended/Ending March 31						Forecast '18/03 予想	(百万円・¥ Million)	
	'13/03	'14/03	'15/03	'16/03	'17/03		Interim of Fiscal Year '17/03 2Q	'18/03 2Q
売上高 Net Sales	845,184	972,968	997,256	1,040,524	1,113,364	1,220,000	513,575	562,109
営業利益 Operating Income	25,330	33,415	33,994	30,093	53,989	49,500	16,084	16,063
経常利益 Recurring Income	26,981	33,567	36,424	30,507	57,841	53,500	17,908	18,852
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	15,923	22,531	18,572	9,727	34,532	30,000	10,306	10,305
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	352	△1,020	△257	△11,531	4,981			
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	26,630	34,586	36,681	42,038	52,860			

■参考データ Reference Data

Fiscal Years Ended March 31						Interim of Fiscal Year	
	'13/03	'14/03	'15/03	'16/03	'17/03	'17/03 2Q	'18/03 2Q
日経平均株価(円) ※1 The Nikkei Stock Average (yen) *1	12,398	14,828	19,207	16,759	18,909	16,450	20,356
20年国債 応募者利回り(%) ※2 Yield to Subscribers on Twenty-year JGB *2	1.62%	1.53%	1.20%	0.43%	0.67%	0.44%	0.56%

※1「日経平均株価」は3月および9月最終営業日の日経平均株価。

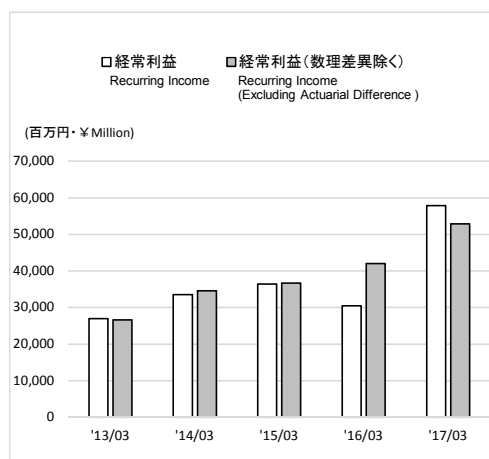
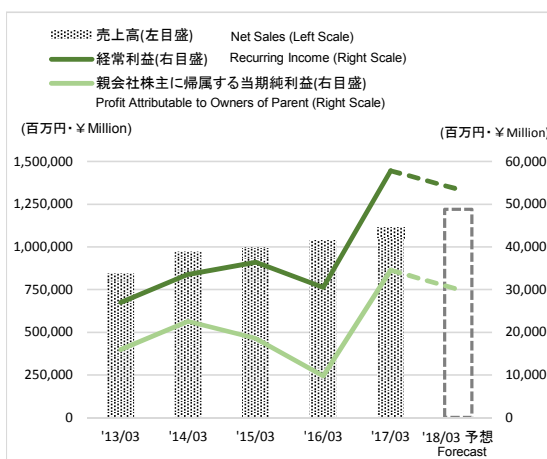
(出典) 財務省統計データほか

*1 As of the last business day in each reporting period.

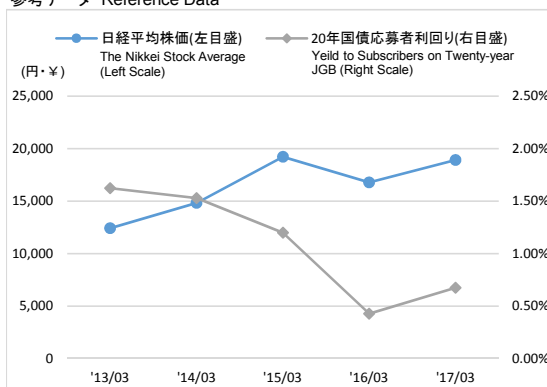
From Statistical data by Ministry of Finance Japan and others

※2「20年国債応募者利回り」は、各期3月度および前期・今期9月度に発行された20年国債の応募者利回り。

*2 Twenty-year JGB issued in the last month in each reporting period.



参考データ Reference Data



連結損益計算書

Consolidated Statements of Income



(百万円・¥ Million)

Fiscal Years Ended/Ending March 31									
		'17/03	Forecast '18/03 予想	Year-on-year 前期差	Rate of change 増減率	Interim of Fiscal Year '17/03 2Q	Interim of Fiscal Year '18/03 2Q	Year-on-year 前年同期差	Rate of change 増減率
木材建材事業 Timber & Building Materials		424,440	436,000	+11,560	+2.7%	209,585	212,726	+3,141	+1.5%
住宅事業 Housing Business		466,298	459,000	△7,298	△1.6%	210,447	207,481	△2,966	△1.4%
海外事業 Overseas Business		247,890	348,000	+100,110	+40.4%	108,438	149,590	+41,152	+37.9%
その他事業 Others		22,979	37,000	+14,021	+61.0%	8,056	17,685	+9,629	+119.5%
調整 Adjustment		△ 48,243	△ 60,000	△11,757	-	△ 22,951	△ 25,373	△2,422	-
売上高 Net Sales		1,113,364	1,220,000	+106,636	+9.6%	513,575	562,109	+48,534	+9.5%
売上総利益 Gross Profit	18.3%	204,138	217,500	+13,362	+6.5%	91,239	98,836	+7,597	+8.3%
販売費及び一般管理費 Selling, General and Administrative Expenses		150,149	168,000	+17,851	+11.9%	75,155	82,773	+7,618	+10.1%
営業利益 Operating Income	4.8%	53,989	49,500	△4,489	△8.3%	16,084	16,063	△21	△0.1%
営業外収益 Other Income		7,589	9,000	+1,411	+18.6%	4,054	4,354	+301	+7.4%
営業外費用 Other Expenses		3,737	5,000	+1,263	+33.8%	2,230	1,565	△665	△29.8%
営業外損益 Other Income/Expenses		3,853	4,000	+147	+3.8%	1,824	2,789	+965	+52.9%
木材建材事業 Timber & Building Materials	1.0%	4,456	5,000	+544	+12.2%	2,401	2,269	△132	△5.5%
住宅事業 Housing Business	6.9%	32,349	25,500	△6,849	△21.2%	10,943	7,826	△3,117	△28.5%
海外事業 Overseas Business	7.8%	19,310	25,000	+5,690	+29.5%	6,656	9,226	+2,570	+38.6%
その他事業 Others	9.7%	2,223	3,000	+777	+35.0%	262	2,112	+1,850	+705.9%
調整 Adjustment		△ 497	△ 5,000	△4,503	-	△ 2,354	△ 2,581	△227	-
経常利益 Recurring Income	5.2%	57,841	53,500	△4,341	△7.5%	17,908	18,852	+944	+5.3%
特別利益 Special Gains		922	7,000	+6,078	+659.2%	181	6,580	+6,400	+3543.9%
特別損失 Special Losses		240	6,000	+5,760	+2395.1%	103	5,815	+5,713	+5571.6%
特別損益 Special Gains/Losses		682	1,000	+318	+46.7%	78	765	+687	+880.0%
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent	3.1%	34,532	30,000	△4,532	△13.1%	10,306	10,305	△1	△0.0%

連結損益計算書

Consolidated Statements of Income



(百万円・¥ Million)

Fiscal Years Ended/Ending March 31												Forecast	
		'13/03		'14/03		'15/03		'16/03		'17/03		'18/03予想	
	木材建材事業 Timber & Building Materials	401,266		458,611		423,020		426,965		424,440		436,000	
	住宅事業 Housing Business	430,774		465,368		453,940		454,604		466,298		459,000	
	海外事業 Overseas Business	38,657		76,320		147,024		187,926		247,890		348,000	
	その他事業 Others	15,406		17,286		16,565		16,874		22,979		37,000	
	調整 Adjustment	△ 40,919		△ 44,617		△ 43,293		△ 45,844		△ 48,243		△ 60,000	
	売上高 Net Sales	845,184		972,968		997,256		1,040,524		1,113,364		1,220,000	
売上総利益 Gross Profit		16.7%	141,436	16.5%	160,162	17.0%	169,492	17.6%	183,134	18.3%	204,138	17.8%	217,500
販売費及び一般管理費 Selling, General and Administrative Expenses		116,105		126,747		135,498		153,041		150,149		168,000	
営業利益 Operating Income		3.0%	25,330	3.4%	33,415	3.4%	33,994	2.9%	30,093	4.8%	53,989	4.1%	49,500
	営業外収益 Other Income	4,269		3,536		5,005		5,088		7,589		9,000	
	営業外費用 Other Expenses	2,618		3,384		2,575		4,674		3,737		5,000	
営業外損益 Other Income/Expenses		1,651		152		2,430		414		3,853		4,000	
	木材建材事業 Timber & Building Materials	1.2%	4,704	1.1%	4,950	1.0%	4,039	0.8%	3,352	1.0%	4,456	1.1%	5,000
	住宅事業 Housing Business	6.1%	26,227	6.9%	32,211	6.2%	28,302	6.9%	31,512	6.9%	32,349	5.6%	25,500
	海外事業 Overseas Business	△4.8%	△ 1,840	△0.2%	△ 149	4.2%	6,126	7.0%	13,091	7.8%	19,310	7.2%	25,000
	その他事業 Others	4.9%	754	4.8%	821	7.1%	1,175	△6.1%	△ 1,022	9.7%	2,223	8.1%	3,000
	調整 Adjustment	△ 2,863		△ 4,268		△ 3,219		△ 16,427		△ 497		△ 5,000	
	経常利益 Recurring Income	3.2%	26,981	3.4%	33,567	3.7%	36,424	2.9%	30,507	5.2%	57,841	4.4%	53,500
	特別利益 Special Gains	137		2,254		531		1,441		922		7,000	
	特別損失 Special Losses	971		1,192		2,217		5,704		240		6,000	
特別損益 Special Gains/Losses		△ 833		1,063		△ 1,686		△ 4,264		682		1,000	
親会社株主に帰属する当期純利益 Profit Attributable to Owners of Parent		1.9%	15,923	2.3%	22,531	1.9%	18,572	0.9%	9,727	3.1%	34,532	2.5%	30,000

退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	352	△1,020	△257	△11,531	4,981	-
経常利益(数理差異除く) Recurring Income(Excluding Actuarial Difference)	26,630	34,586	36,681	42,038	52,860	-

※ 数理差異は販管費に含まれます。

Actuarial Difference is included in Selling, General and Administrative Expenses.

経営指標

Financial Analysis



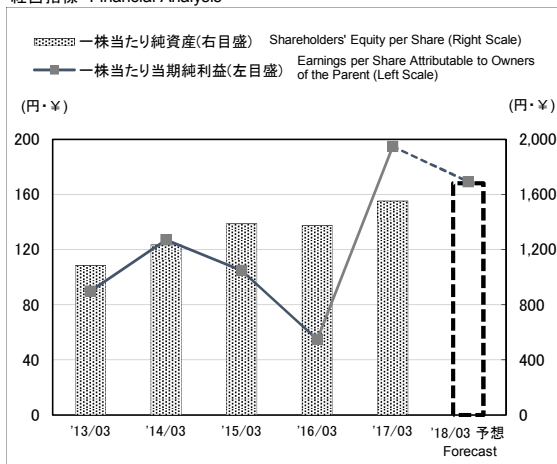
■ 経営指標 Financial Analysis

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03 予想	Interim of Fiscal Year	
							'17/03 2Q	18/03 2Q
自己資本利益率 Return on Equity (ROE)	8.8%	11.0%	8.0%	4.0%	13.3%	10.5%	-	-
使用資本利益率 Return on Capital Employed (ROCE)	7.2%	7.9%	7.9%	6.4%	11.0%	9.1%	-	-
自己資本比率 Equity Ratio	35.1%	33.9%	36.9%	34.3%	34.6%	35.2%	32.6%	33.8%

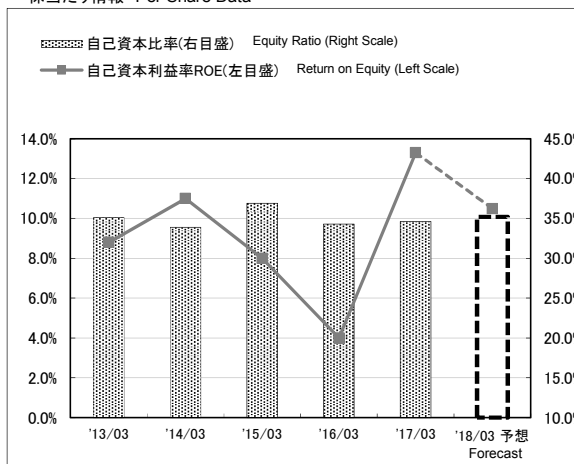
■ 一株当たり情報 Per Share Data

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03 予想	Interim of Fiscal Year	
							'17/03 2Q	18/03 2Q
一株当たり当期純利益(円) Earnings per Share Attributable to Owners of the Parent (¥)	89.89	127.20	104.85	54.92	194.95	169.37	58.18	58.18
一株当たり純資産(円) Shareholders' Equity per Share (¥)	1,086.68	1,234.53	1,387.39	1,374.47	1,552.04	1,682.36	1,318.39	1,611.35
一株当たり配当金(円) Dividend per share (¥) (内、一株当たり中間配当金) (of which interim dividend per share)	17.00 (7.50)	19.00 (9.50)	21.50 (9.50)	24.00 (12.00)	35.00 (15.00)	40.00 (20.00)		
配当性向 Dividend payout ratio	18.9%	14.9%	20.5%	43.7%	18.0%	23.6%		

経営指標 Financial Analysis

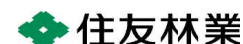


一株当たり情報 Per Share Data



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	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year '18/03 2Q
現金及び預金 Cash and Deposits	56,155	75,694	81,756	83,499	111,506	97,190
受取手形及び売掛金 Notes and Accounts Receivable-Trade	121,053	128,580	118,156	121,415	119,274	126,907
完成工事未収入金 Accounts Receivable-Contract	4,880	4,341	6,059	5,723	4,180	5,266
有価証券 Marketable Securities	11,000	43,000	26,000	34,000	6,500	5,000
商品・製品等 Finished Goods, Logs and Lumber, Boards, Others	22,276	26,922	26,559	26,105	24,013	25,400
未成工事支出金 Construction Projects in Progress	27,057	24,433	22,863	23,906	23,934	32,923
販売用不動産 Real Estate for Sale	27,894	31,514	39,232	43,239	48,291	49,227
仕掛販売用不動産 Real Estate for Sale in Process	—	11,132	37,063	56,371	80,389	121,595
繰延税金資産 Deferred Tax Assets	8,077	8,754	7,590	7,377	7,001	7,123
短期貸付金 Short-term Loans Receivable	36,852	33,397	32,571	31,709	30,287	20,246
未収入金 Other Receivables	47,935	54,254	44,619	46,963	45,902	43,382
その他 Others	5,589	5,559	8,752	12,004	13,551	14,718
貸倒引当金 Allowance for Doubtful Accounts	△1,291	△724	△998	△842	△438	△286
流動資産 Current Assets	367,478	446,855	450,220	491,469	514,390	548,692
有形固定資産 Tangible Fixed Assets	85,900	103,733	109,046	108,700	145,798	150,842
無形固定資産 Intangible Fixed Assets	9,157	11,692	16,286	18,445	23,486	33,409
投資その他の資産 Investments and Other Assets	85,439	82,917	89,986	91,704	110,686	110,441
固定資産 Non-Current Assets	180,495	198,342	215,318	218,849	279,970	294,692
資産合計 Total Assets	547,973	645,197	665,538	710,318	794,360	843,384

※2014/3期より未成工事支出金のうち、販売用不動産に係るものを「仕掛販売用不動産」として表示しております。

Figures concerned with Real Estate for Sale among Construction Projects in Progress are indicated as "Real Estate for Sale in Process" from fiscal year 2014.

連結貸借対照表

Consolidated Balance Sheets



■負債、及び純資産の部 Total Liabilities and Total Net Assets

(百万円・¥ Million)

Fiscal Years Ended March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year '18/03 2Q
支払手形及び買掛金 Notes and Accounts Payable-Trade	104,655	115,294	102,951	107,651	111,281	117,510
工事未払金 Accounts Payable-Contract	64,968	76,136	64,612	68,793	71,211	64,928
短期借入金 Short-term Debt (Bank Loans)	25,995	26,434	31,340	27,586	37,108	40,085
1年内償還予定の社債 Short-term Debt (Bonds)	-	10,000	-	5,000	-	-
1年内償還予定の新株予約権付社債 Bonds with Subscription Rights to Shares	-	-	-	-	-	20,000
未払法人税等 Accrued Income Taxes	5,589	8,102	4,617	7,572	5,511	3,700
未成工事受入金 Advances Received from Customers	42,345	55,120	46,791	48,627	48,249	56,631
賞与引当金 Provision for Bonuses	9,502	10,480	10,001	11,003	11,285	11,886
完成工事補償引当金 Warranty Reserve for Completed Construction	1,711	2,035	2,275	2,770	3,849	3,604
その他 Others	21,377	22,529	29,523	34,251	35,511	35,199
流動負債 Current Liabilities	276,143	326,130	292,110	313,254	324,004	353,542
社債 Bonds Issued	15,000	5,000	5,000	-	20,000	20,000
新株予約権付社債 Bonds with Subscription Rights to Shares	-	20,000	20,000	20,000	20,000	-
長期借入金 Long-term Debt (Bank Loans)	24,189	26,616	41,214	62,115	81,818	92,834
繰延税金負債 Deferred Tax Liabilities	10,198	10,807	12,244	5,022	11,695	14,300
退職給付に係る負債 Liability for Retirement Benefits	9,720	11,038	13,066	23,718	18,732	18,952
その他 Others	19,473	19,529	21,123	20,952	22,254	30,018
固定負債 Long-term Liabilities	78,580	92,989	112,646	131,807	174,499	176,103
負債合計 Total Liabilities	354,723	419,120	404,756	445,061	498,503	529,645
資本金 Common Stock	27,672	27,672	27,672	27,672	27,672	27,672
資本剰余金 Capital Surplus	26,872	26,872	26,872	26,872	18,637	18,637
利益剰余金 Retained Earnings	127,489	146,654	161,286	166,762	196,511	203,274
自己株式 Treasury Stock	△269	△272	△275	△278	△280	△281
株主資本合計 Total Shareholders' Equity	181,763	200,925	215,555	221,028	242,541	249,302
その他有価証券評価差額金 Unrealized Gain on Available-for-Sale Securities	12,132	14,559	22,342	16,270	25,896	31,507
繰延ヘッジ損益 Deferred Gains or Losses on Hedges	249	21	△124	△58	△80	220
為替換算調整勘定 Translation Adjustments	△1,654	3,284	8,101	6,497	6,874	4,463
退職給付に係る調整累計額 Retirement Benefits Liability Adjustments	-	△112	△124	△276	△320	△77
その他の包括利益累計額 Accumulated Other Comprehensive Income	10,727	17,751	30,195	22,432	32,370	36,113
新株予約権 Subscription Rights to Shares	-	-	-	36	82	105
非支配株主持分 Non - controlling Interests	760	7,401	15,032	21,761	20,864	28,218
純資産合計 Total Net Assets	193,250	226,078	260,782	265,257	295,857	313,738
負債及び純資産合計 Total Liabilities and Total Net Assets	547,973	645,197	665,538	710,318	794,360	843,384

※退職給付引当金は2014/3期より「退職給付に係る負債」として表示しております。

※少数株主持分は2016/3期より「非支配株主持分」として表示しております。

*Provision for Retirement Benefits for Employees is indicated as "Liability for Retirement Benefits" from the fiscal year 2014.

*Minority Interests is indicated as "Non - controlling Interests" from the fiscal year 2016.

連結キャッシュ・フロー計算書

Consolidated Statements of Cash Flows



Fiscal Years Ended March 31						(百万円・¥ Million)	
	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year	
						'17/03 2Q	'18/03 2Q
営業活動によるキャッシュ・フロー Cash Flows from Operating Activities	45,910	54,057	14,709	45,705	40,337	Δ15	Δ10,071
有形固定資産の取得／売却 Tangible Fixed Assets	Δ4,143	Δ9,025	Δ7,292	Δ16,235	Δ44,466	Δ34,056	Δ5,302
無形固定資産の取得／売却 Intangible Fixed Assets	Δ2,525	Δ2,912	Δ2,480	Δ1,997	Δ2,556	Δ1,039	Δ622
投資有価証券の取得／売却 Investment Securities	Δ961	Δ8,916	2,299	Δ9,557	Δ3,608	Δ2,188	Δ2,090
その他 Others	Δ21,034	10,376	Δ16,102	17,817	Δ11,720	4,426	6,949
投資活動によるキャッシュ・フロー Cash Flows from Investment Activities	Δ28,662	Δ10,476	Δ23,575	Δ9,972	Δ62,350	Δ32,857	Δ1,065
短期借入金純増減額 Short-term Debt	Δ379	Δ3,074	Δ2,352	5,893	12,774	14,617	10,137
長期借入金純増減額 Long-term Debt	Δ1,085	Δ3,129	1,390	4,750	10,604	12,021	Δ4,488
社債純増減額 Bonds	-	-	Δ 10,000	-	15,000	15,000	-
新株予約権付社債純増減額 Bonds with Subscription Rights to Shares	-	20,000	-	-	-	-	-
配当金の支払額 Dividends Paid	Δ2,657	Δ3,366	Δ3,366	Δ4,251	Δ4,782	Δ2,126	Δ3,543
その他 Others	Δ1,184	Δ1,921	Δ2,958	Δ4,578	Δ19,329	Δ17,355	Δ2,126
財務活動によるキャッシュ・フロー Cash Flows from Financing Activities	Δ5,305	8,511	Δ17,286	1,813	14,267	22,158	Δ20
現金及び現金同等物に係る換算差額 Effect of Exchange Rate Changes	Δ124	593	1,105	423	Δ811	Δ2,657	Δ346
現金及び現金同等物の増減額 Net Increase(Decrease) in Cash and Cash Equivalents	11,819	52,685	Δ25,047	37,969	Δ8,558	Δ13,371	Δ11,502
現金及び現金同等物の期首残高 Cash and Cash Equivalents at the Beginning of the Year	63,839	75,658	128,343	103,296	141,265	141,265	132,707
連結の範囲の変更に伴う現金及び現金同等物の増減額 Increase (decrease) in cash and cash equivalents due to change in scope of consolidation	-	-	-	-	-	-	518
現金及び現金同等物の期末残高 Cash and Cash Equivalents at the End of the Year	75,658	128,343	103,296	141,265	132,707	127,893	121,723

■資本的支出 Capital Investment

(百万円・¥ Million)

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Interim of Fiscal Year	
							'17/03 2Q	'18/03 2Q
有形固定資産 Tangible Fixed Assets	7,058	14,735	12,617	18,042	50,940	21,653	38,591	7,735
無形固定資産 ※ Intangible Fixed Assets	2,890	2,417	2,488	2,006	2,839	3,118	1,149	703
その他 Others	343	252	282	400	349	561	214	309
合計 Total	10,291	17,404	15,388	20,448	54,128	25,332	39,955	8,746
減価償却費 Depreciation	8,978	9,810	11,453	11,753	12,887	14,800	6,403	7,114

■リース Finance Leases

(百万円・¥ Million)

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Interim of Fiscal Year	
							'17/03 2Q	'18/03 2Q
展示場 Model Houses	1,580	2,411	2,331	788	1,350	144	1,161	45
その他 Others	612	402	449	211	1,386	2,561	179	938
合計 Total	2,192	2,813	2,780	999	2,736	2,705	1,340	983

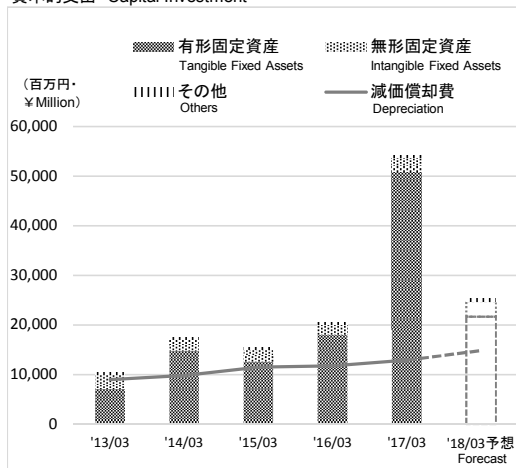
※資本的支出にはリースが含まれております。

Figures of Capital Investment include Finance Leases.

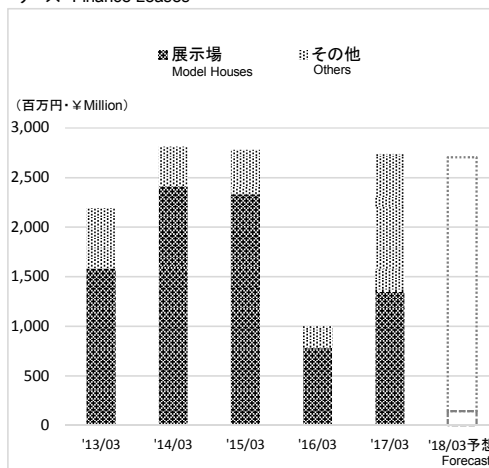
※無形固定資産には、ソフトウェアや借地権等が含まれております。

Intangible Fixed Assets include software and leasehold rights etc.

資本的支出 Capital Investment



リース Finance Leases



主要関係会社の状況

Main Subsidiaries



(百万円・JPY Million)

会社名 Company name	Ownership 出資比率 ※1	Accounting term 決算期	Net sales 売上高	Operating income 営業利益	Recurring income 経常利益	Profit for the Year 当期純利益	Total assets 総資産	Net assets 純資産
住友林業クレスト㈱ Sumitomo Forestry Crest Co., Ltd. (愛知県名古屋市・Nagoya-shi, Aichi) (木材建材事業・Timber and Building Materials Business)	100.0%	'17/03 2Q '17/03 '18/03 2Q '18/03 予想 Forecast	17,741 35,911 16,847 35,100	87 729 2 300	50 647 △33 300	387 899 39 250	18,315 17,488 17,791 -	1,048 1,538 1,530 -
住友林業レジデンシャル㈱ Sumitomo Forestry Residential Co., Ltd. (東京都新宿区・Shinjuku-ku, Tokyo) (住宅事業・Housing Business)	100.0%	'17/03 2Q '17/03 '18/03 2Q '18/03 予想 Forecast	12,008 24,355 12,875 26,000	588 1,166 688 1,300	581 1,097 682 1,300	402 779 495 910	12,108 12,780 12,061 -	4,436 4,813 4,529 -
住友林業ホームサービス㈱ Sumitomo Forestry Home Service Co., Ltd. (東京都新宿区・Shinjuku-ku, Tokyo) (住宅事業・Housing Business)	100.0%	'17/03 2Q '17/03 '18/03 2Q '18/03 予想 Forecast	3,085 6,590 3,432 7,200	227 748 286 580	221 738 279 550	145 511 174 360	3,351 3,794 4,115 -	892 1,258 921 -
住友林業緑化㈱ Sumitomo Forestry Landscaping Co., Ltd. (東京都中野区・Nakano-ku, Tokyo) (住宅事業・Housing Business)	100.0%	'17/03 2Q '17/03 '18/03 2Q '18/03 予想 Forecast	14,235 28,593 12,408 27,300	783 1,679 364 1,100	821 1,734 379 1,130	581 1,222 246 760	10,474 11,908 11,098 -	3,656 4,297 3,321 -
住友林業ホームテック㈱ Sumitomo Forestry Home Tech Co., Ltd. (東京都千代田区・Chiyoda-ku, Tokyo) (住宅事業・Housing Business)	100.0%	'17/03 2Q '17/03 '18/03 2Q '18/03 予想 Forecast	30,050 64,680 32,222 68,100	345 2,175 1,078 3,000	380 2,240 1,122 3,000	193 1,398 712 2,000	25,738 25,435 27,390 -	2,438 3,643 2,957 -
PT.Kutai Timber Indonesia (Jakarta, Indonesia) (海外事業・Overseas Business) ※2	99.9%	'16/12 2Q '16/12 '17/12 2Q '17/12 予想 Forecast	6,069 11,833 6,041 12,500	202 280 164 420	159 219 124 350	122 147 95 350	8,149 8,880 9,009 -	4,247 4,782 4,692 -
Nelson Pine Industries Ltd. (Richmond, Nelson, New Zealand) (海外事業・Overseas Business) ※4	(100.0%)	'16/12 2Q '16/12 '17/12 2Q '17/12 予想 Forecast	7,707 16,217 8,347 16,600	945 2,356 1,203 2,370	964 2,390 1,244 2,430	694 1,720 895 1,750	15,984 18,945 20,366 -	13,836 15,713 14,545 -
米国住宅会社 Housing Business in U.S. ※2		'16/12 2Q '16/12 '17/12 2Q '17/12 予想 Forecast	53,382 122,338 86,807 217,700	4,947 12,120 9,126 25,810	5,010 12,026 8,565 24,480	4,935 11,870 8,449 24,230	64,298 98,904 140,365 -	20,004 32,225 51,282 -
豪州住宅会社 Housing Business in Australia ※3		'16/12 2Q '16/12 '17/12 2Q '17/12 予想 Forecast	29,566 73,106 40,303 89,400	1,833 5,757 2,948 6,450	1,962 5,913 2,982 6,660	1,706 4,794 2,437 5,200	37,333 38,983 39,159 -	20,524 24,061 24,470 -

※1 () 数字は、間接出資割合。Figures in parentheses are for indirect investments.

※2※3※4 海外関係会社の損益計算書は以下のレートで円換算しております。The following exchange rates were used to convert into yen the income statements of overseas group companies.

※一部の会社の数値(実績)には数理差異を含みます。Some subsidiaries' results include actuarial differences.

	※2 US\$	※3 AU\$	※4 NZ\$
'16/12 2Q	111.67	81.90	75.57
'16/12	108.74	80.83	75.72
'17/12 2Q	112.41	84.76	79.57
'17/12 予想 (Forecast)	110.00	84.00	80.00

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 Sumitomo Forestry Home Tech: Renovation Business

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Interim of Fiscal Year '17/03 2Q	'18/03 2Q
受注金額(百万円) Amount of Orders(¥ Million)	53,818	61,004	55,887	63,604	63,202	65,000	33,515	33,251
完工金額(百万円) Amount of Sales(¥ Million)	50,312	59,336	56,656	61,724	61,245	64,500	28,392	30,448
受注残(百万円) Backlog of Orders Received at Term End (¥ Million)	21,428	23,096	22,327	24,207	26,164	26,664	29,330	28,967
営業拠点数 Number of Sales Offices	68	71	75	74	71	71	-	-
住友林業OB比率* (受注金額ベース)	46%	46%	48%	49%	50%	50%	48%	51%

* Percentage of orders received from owners of Sumitomo Forestry's house.(Amount base)

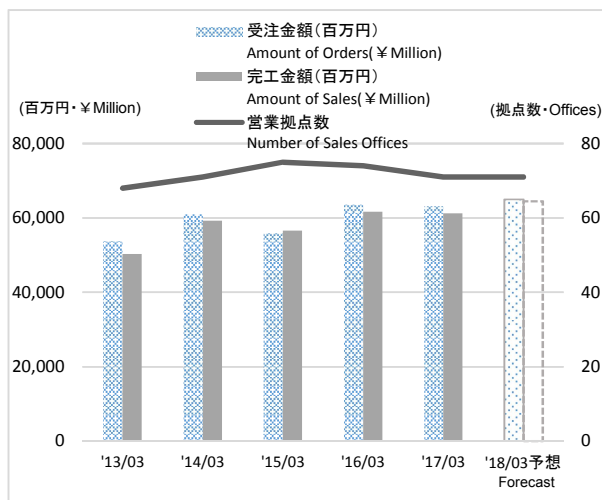
住友林業ホームサービス:不動産仲介事業 Sumitomo Forestry Home Service: Real Estate Brokerage

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Interim of Fiscal Year '17/03 2Q	'18/03 2Q
売買仲介件数(件) Number of Brokerage	3,818	4,007	3,908	3,952	4,267	4,491	2,084	2,129
営業拠点数 Number of Sales Offices	44	40	38	40	44	50	-	-

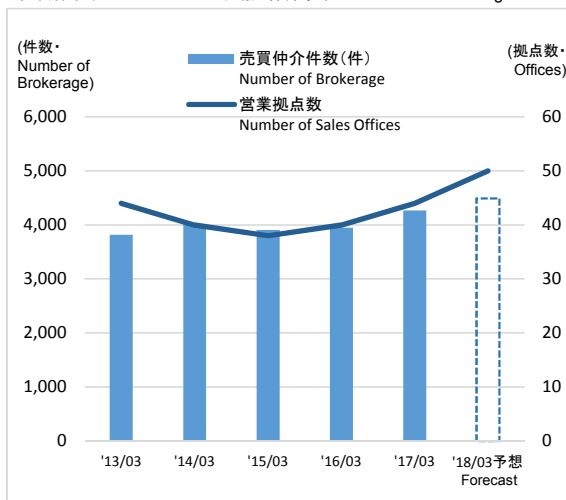
住友林業レジデンシャル:不動産管理事業 Sumitomo Forestry Residential: Management of condominiums and apartments

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Interim of Fiscal Year '17/03 2Q	'18/03 2Q
総管理戸数(戸) Total Number of Units under Management	27,701	28,735	29,235	34,003	35,083	35,955	34,251	35,352

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



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



海外住宅事業の状況

The State of Overseas Housing Business

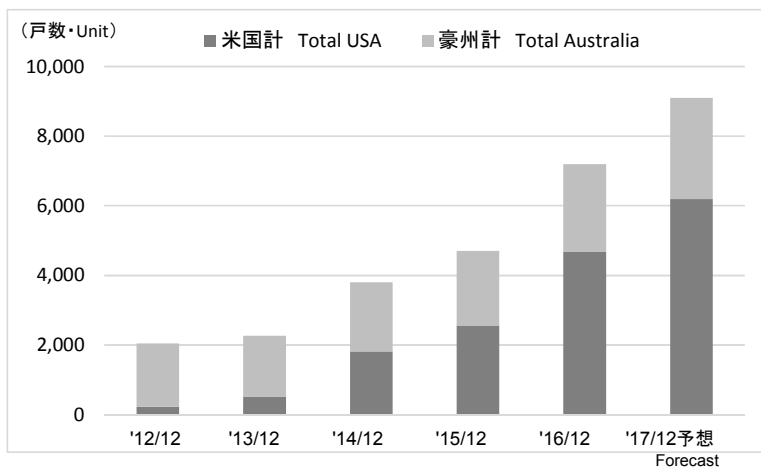


■販売の推移 Change in Sales

(戸数・Unit)

Fiscal Years Ended/Ending December 31	'12/12	'13/12	'14/12	'15/12	'16/12	Forecast '17/12 予想	'16/12 2Q	'17/12 2Q	Year-on-year 前年同期比
米国計 Total USA	229	516	1,818	2,559	4,686	6,200	2,144	2,683	+25.1%
豪州計 Total Australia	1,820	1,754	1,990	2,151	2,512	2,900	1,004	1,358	+35.3%
合計 Total	2,049	2,270	3,808	4,710	7,198	9,100	3,148	4,041	+28.4%

海外住宅事業の販売戸数推移 Trend in units sold in overseas housing business



受注の状況

The State of Orders



■受注の推移 Change in Orders

Fiscal Years Ended/Ending March 31									(棟・戸/Unit 百万円/¥ Million)		
		'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Year-on-year 前期比	Interim of Fiscal Year '17/03 2Q	Interim of Fiscal Year '18/03 2Q	Year-on-year 前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	314,240	339,909	290,203	297,490	288,458	293,000	+1.6%	154,371	150,379	△2.6%
	棟数 Unit	9,105	9,364	7,804	7,730	7,427	7,800	+5.0%	3,971	3,983	+0.3%
	単価 Price per unit	30.6	32.1	33.2	34.1	34.2	33.7	-	34.1	33.3	-
	坪数(坪) Floor Space in Tsubo(坪3.3㎡)	39.8	39.5	39.5	39.0	38.4	-	-	38.3	37.5	△2.1%
賃貸住宅 ※1 Apartment	金額 Amount	13,043	15,502	21,790	22,967	22,540	21,700	△3.7%	11,870	10,827	△8.8%
	戸数 Unit	1,138	1,140	1,486	1,523	1,519	1,400	△7.8%	773	610	△21.1%
	単価 Price per unit	11.2	13.1	14.4	14.6	14.4	15.5	-	14.6	16.5	-
その他請負 Other Contracts	金額 Amount	911	2,562	1,435	4,371	2,826	5,000	+76.9%	953	1,572	+64.9%

※1: 戸建注文住宅及び賃貸住宅の受注単価は、当期受注物件に係る請負契約締結時点の受注金額から算出しており、追加工事等の受注金額は除いております。

The unit price of custom-built detached houses and apartment orders is calculated from the orders received at the time contracts were signed for the units ordered this period, so the orders received for additional construction are not included.

■期末受注残の推移 Change in Backlog of Orders Received at Term End

Fiscal Years Ended/Ending March 31									(棟・戸/Unit 百万円/¥ Million)		
		'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Year-on-year 前期比	Interim of Fiscal Year '17/03 2Q	Interim of Fiscal Year '18/03 2Q	Year-on-year 前年同期比
戸建注文住宅 Custom-built Detached Houses	金額 Amount	276,087	295,736	272,571	270,224	252,375	252,775	+0.2%	285,141	270,138	△5.3%
	棟数 Unit	8,460	8,581	7,642	7,410	6,739	6,939	+3.0%	7,711	7,319	△5.1%
	単価 Price per unit	32.6	34.5	35.7	36.5	37.4	36.4	-	37.0	36.9	-
賃貸住宅 Apartment	金額 Amount	15,104	17,477	25,698	28,151	28,566	29,566	+3.5%	32,965	31,032	△5.9%
	戸数 Unit	1,377	1,393	1,865	2,064	2,032	2,042	+0.5%	2,337	2,113	△9.6%
	単価 Price per unit	11.0	12.5	13.8	13.6	14.1	14.5	-	14.1	14.7	-
その他請負 Other Contracts	金額 Amount	638	1,824	468	2,748	1,795	3,695	+105.8%	1,739	1,937	+11.4%

■販売の推移 Change in Sales

Fiscal Years Ended/Ending March 31									(棟・戸/Unit 百万円/¥ Million)		
		'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03予想	Year-on-year 前期比	Interim of Fiscal Year '17/03 2Q	'18/03 2Q	Year-on-year 前年同期比
戸建注文住宅 ※1 Custom-built Detached Houses	金額 Amount	300,936	320,260	313,396	299,837	306,307	292,600	Δ4.5%	139,454	132,617	Δ4.9%
	棟数 Unit	8,999	9,243	8,743	7,962	8,098	7,600	Δ6.1%	3,670	3,403	Δ7.3%
	単価 Price per unit	33.4	34.6	35.8	37.7	37.8	38.5	—	38.0	39.0	—
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	40.6	40.7	40.3	40.5	39.8	—	—	40.0	39.6	Δ0.9%
賃貸住宅 ※1 Apartment	金額 Amount	9,371	13,130	13,569	20,514	22,125	20,700	Δ6.4%	7,056	8,360	+18.5%
	戸数 Unit	858	1,124	1,014	1,324	1,551	1,390	Δ10.4%	500	529	+5.8%
	単価 Price per unit	10.9	11.7	13.4	15.5	14.3	14.9	—	14.1	15.8	—
その他請負 Other Contracts	金額 Amount	273	1,375	2,791	2,091	3,779	3,100	Δ18.0%	1,963	1,430	Δ27.1%
戸建分譲住宅 ※2 Spec Homes	金額 Amount	11,376	9,723	10,174	11,606	11,206	11,800	+5.3%	4,753	5,661	+19.1%
	棟数 Unit	254	242	272	303	292	300	+2.7%	126	146	+15.9%
	単価 Price per unit	44.8	40.2	37.4	38.3	38.4	39.3	—	37.7	38.8	—
注文住宅用土地 Land for Custom-built Detached Houses	金額 Amount	5,505	5,579	5,532	4,921	5,731	6,700	+16.9%	2,482	2,809	+13.2%
リノベーション事業 Existing Home Renovation	金額 Amount	6,750	8,999	5,685	4,756	4,404	2,800	Δ36.4%	1,889	1,472	Δ22.1%
その他 ※3 Others	金額 Amount	10,589	9,623	8,026	8,011	8,541	8,800	+3.0%	4,063	3,599	Δ11.4%
売上高合計 Total sales	金額 Amount	344,801	368,689	359,173	351,737	362,093	346,500	Δ4.3%	161,660	155,948	Δ3.5%
売上総利益 Gross profit	金額 Amount	85,730	91,203	88,341	89,860	92,141	85,400	Δ7.3%	40,932	38,585	Δ5.7%
	利益率 Profit Ratio	24.9%	24.7%	24.6%	25.5%	25.4%	24.6%	—	25.3%	24.7%	—

※1: 戸建注文住宅及び賃貸住宅の売上数量は引渡棟(戸)数を記載。

Sales volumes for custom-built detached houses and apartment are delivered houses (number of houses is shown).

※2: 戸建分譲住宅の売上は土地、建物の合計値。

Spec Homes figures are for the total of land and building.

※3: その他の売上は、インテリア商品・保険代理店業に係る手数料収入など。

Others include sales of interior products, commission sales from insurance agency business, etc.

戸建注文住宅 参考指標

Reference Data of Custom-built Detached House



■ 建替比率・工期 Percentage of Rebuilding・Construction Period

	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year '18/03 2Q
<受注ベース Contract Base>						
新築比率 Percentage of New Building	62.9%	61.6%	62.8%	63.0%	65.1%	64.6%
建替比率 Percentage of Rebuilding	37.1%	38.4%	37.2%	37.0%	34.9%	35.4%
<完工ベース Delivered Base>						
1棟当たり工期(日) Construction Period per House (Days)	107	111	115	114	115	116
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.6	2.7	2.9	2.8	2.9	2.9

■ 階層別棟数構成 Ratio by the Number of Stories for Custom-built Detached Houses

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year '18/03 2Q
<受注ベース Contract Base>						
平屋 One-story house	13%	14%	16%	18%	23%	26%
2階建 Two-story house	83%	82%	80%	78%	73%	71%
3階建以上 Three-or-more-story house	4%	4%	4%	4%	4%	3%
<完工ベース Delivered Base>						
平屋 One-story house	12%	13%	14%	16%	19%	23%
2階建 Two-story house	85%	83%	82%	80%	78%	73%
3階建以上 Three-or-more-story house	3%	4%	4%	4%	4%	4%

戸建注文住宅 参考指標

Reference Data of Custom-built Detached House



■ 地域別受注棟数構成 Custom-built Detached House Orders by Region

Fiscal Years Ended March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03 予想	Interim of Fiscal Year '18/03 2Q
北海道・東北圏 Hokkaido and Tohoku Areas	8%	9%	8%	8%	7%	–	6%
首都圏 Tokyo Metropolitan Area	31%	31%	32%	33%	32%	–	33%
関東圏 Kanto Area	11%	10%	9%	8%	9%	–	9%
東海・北陸圏 Tokai and Hokuriku Areas	19%	19%	20%	21%	21%	–	22%
近畿圏 Kinki Area	15%	14%	13%	13%	12%	–	11%
中四国・九州圏 Chugoku, Shikoku and Kyushu Areas	16%	17%	17%	17%	19%	–	18%

■ 営業社員数／営業拠点数 Number of Sales Staff／Number of Sales Offices

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast '18/03 予想	Interim of Fiscal Year '18/03 2Q
営業社員数 Number of Sales Staff	1,447	1,434	1,396	1,391	1,408	1,485	1,502
営業拠点数 Number of Sales Offices (内、支店数) (of which number of Branch)	88 (66)	86 (65)	93 (63)	94 (62)	94 (61)	94 (62)	94 (62)
展示場数 Number of Housing Model Houses	282	283	288	289	291	293	293

木材・建材 商品別売上高

Timber and Building Materials Sales by Product Category



(百万円・¥ Million)

Fiscal Years Ended March 31			'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year	
								17/03 2Q	'18/03 2Q
木材 Timber	原木、チップ Logs and chips	国内 Domestic	4,318	4,512	5,142	5,961	5,852	2,937	3,804
		輸入 Imported	9,160	10,613	8,859	4,910	4,711	2,394	2,263
			13,478	15,125	14,001	10,872	10,563	5,331	6,067
	製材品 Lumber	国内 Domestic	23,944	27,494	24,908	25,966	26,628	13,714	13,082
		輸入 Imported	31,395	39,542	35,934	37,918	35,280	18,527	18,708
			55,339	67,036	60,842	63,884	61,907	32,241	31,791
			68,817	82,161	74,843	74,756	72,470	37,572	37,858
建材 Building Materials	パネル Board	国内 Domestic	20,278	24,099	21,297	21,374	21,768	10,779	11,225
		輸入 Imported	39,645	52,481	49,740	47,551	39,137	19,904	19,738
			59,923	76,579	71,038	68,925	60,905	30,683	30,963
	一般建材 Building Materials	木質加工建材 Wood Processed Construction Materials	45,081	49,240	44,010	43,324	44,235	21,625	21,334
		窯業建材 Ceramic Construction Materials	62,944	71,177	64,968	63,292	66,244	32,052	32,829
		金属建材 Metal Construction Materials	23,657	23,837	20,817	22,984	22,204	11,228	10,931
		住宅機器 Housing Equipment	44,413	48,870	45,258	44,798	45,017	21,691	21,503
		その他 Others	3,962	4,588	4,368	4,272	4,229	2,031	2,247
			180,057	197,712	179,421	178,669	181,928	88,627	88,844
	イノス INOS Group		3,103	3,910	2,676	2,432	2,315	1,219	1,156
	その他 Others		23,941	25,812	25,614	29,293	32,170	15,541	16,505
木材・建材計 Total - Timber and Building Materials			335,840	386,174	353,591	354,076	349,788	173,642	175,326

連結人員構成表

Number of Employees (Consolidated)



■ 人数 Number of Employees

Fiscal Years Ended March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year '18/03 2Q
木材建材事業 Timber & Building Materials Business	2,168	2,113	2,052	1,709	1,752	1,767
住宅事業 Housing Business	7,464	7,624	7,816	7,905	8,052	8,301
海外事業 Overseas Business	4,502	6,838	7,402	6,289	6,809	6,698
その他事業 Other Businesses	510	550	571	781	861	1,286
調整(本社管理部門等) Adjustment (Administrative Division etc)	246	288	296	317	328	345
合計 Total	14,890	17,413	18,137	17,001	17,802	18,397

■ 構成比 Composition ratio

Fiscal Years Ended March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Interim of Fiscal Year '18/03 2Q
木材建材事業 Timber & Building Materials Business	14.6%	12.1%	11.3%	10.1%	9.8%	9.6%
住宅事業 Housing Business	50.1%	43.8%	43.1%	46.5%	45.2%	45.1%
海外事業 Overseas Business	30.2%	39.3%	40.8%	37.0%	38.2%	36.4%
その他事業 Other Businesses	3.4%	3.2%	3.1%	4.6%	4.8%	7.0%
調整(本社管理部門等) Adjustment (Administrative Division etc)	1.7%	1.7%	1.6%	1.9%	1.8%	1.9%
合計 Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

株式分布状況表

The State of Share Distribution



■株式数 Number of shares

(千株・Thousand Shares)

Fiscal Years Ended March 31

Interim of Fiscal Year

	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 2Q
金融機関 Financial Institutions	58,866	58,483	61,920	66,131	73,124	71,745
その他法人 Other Companies	40,289	41,575	41,673	41,352	41,208	41,232
外国人 Foreigners	48,141	49,716	47,997	46,068	40,378	40,872
個人その他 Individuals and Others	29,063	26,135	23,941	21,845	21,012	20,980
その他 Others	929	1,385	1,769	1,909	1,586	2,482
合計 Total	177,288	177,295	177,300	177,304	177,308	177,310

■構成比 Composition ratio

Fiscal Years Ended March 31

Interim of Fiscal Year

	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 2Q
金融機関 Financial Institutions	33.2%	33.0%	34.9%	37.3%	41.2%	40.5%
その他法人 Other Companies	22.7%	23.4%	23.5%	23.3%	23.2%	23.3%
外国人 Foreigners	27.2%	28.0%	27.1%	26.0%	22.8%	23.1%
個人その他 Individuals and Others	16.4%	14.7%	13.5%	12.3%	11.9%	11.8%
その他 Others	0.5%	0.8%	1.0%	1.1%	0.9%	1.4%
合計 Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

