

Third Quarter of the Fiscal Year Ending December 31, 2021

# Financial Factbook

 SUMITOMO FORESTRY CO.,LTD.

 住友林業株式会社

October 29, 2021

本資料上の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場合があります。  
The forecast figures in this factbook are based on projections deemed logical at the time when it was prepared. Actual performance may differ from these projections.

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# 連結損益計算書:実績

Consolidated Statements of Income: Results



(百万円/¥ Million)

Fiscal Years Ended/ Ending December 31	'21/12 3Q (21/1-9)	Reference 参考値 '20/12 (20/4-12)	Compared with FY12/20 対20/4-12比較差	Rate of change 増減率
木材建材事業 Timber & Building Materials Business	154,236	144,652	+9,583	+6.6%
住宅・建築事業 Housing & Construction Business	365,511	332,316	+33,195	+10.0%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	437,613	352,371	+85,242	+24.2%
資源環境事業 Environment & Resources Business	16,794	15,058	+1,736	+11.5%
その他事業 Other Bussinesses	18,304	18,402	△98	△0.5%
調整 Adjustment	△ 24,384	△ 22,918	△1,467	-
売上高 Net Sales	968,073	839,881	+128,192	+15.3%
売上総利益 Gross Profit	22.8% 220,626	22.8% 191,323	+29,303	+15.3%
販売費及び一般管理費 Selling, General and Administrative Expenses	150,907	143,862	+7,046	+4.9%
営業利益 Operating Income	7.2% 69,718	5.7% 47,462	+22,257	+46.9%
営業外収益 Non-operating income	22,259	8,428	+13,832	+164.1%
営業外費用 Non-operating expenses	3,541	4,596	△1,055	△22.9%
営業外損益 Non-operating Income / Expenses	18,718	3,832	+14,886	+388.5%
木材建材事業 Timber & Building Materials Business	3.6% 5,559	1.6% 2,334	+3,226	+138.2%
住宅・建築事業 Housing & Construction Business	3.7% 13,516	2.5% 8,454	+5,062	+59.9%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	15.7% 68,533	12.5% 44,032	+24,502	+55.6%
資源環境事業 Environment & Resources Business	17.8% 2,998	11.2% 1,683	+1,314	+78.1%
その他事業 Other Bussinesses	10.9% 1,989	4.1% 757	+1,232	+162.9%
調整 Adjustment	△ 4,159	△ 5,966	+1,807	-
経常利益 Recurring Income	9.1% 88,436	6.1% 51,293	+37,143	+72.4%
特別利益 Extraordinary gains	-	-	-	-
特別損失 Extraordinary losses	3,416	1,082	+2,334	+215.8%
特別損益 Extraordinary Gains / Losses	△ 3,416	△ 1,082	△2,334	-
親会社株主に帰属する当期純利益 Net Income attributable to Shareholders of Parent	5.5% 53,701	3.6% 30,398	+23,303	+76.7%
退職給付に係る数理差異 Actuarial Difference Regarding Employees' Retirement Benefit Obligation	-	4,823	-	-
経常利益(数理差異除く) Recurring Income(excluding actuarial difference)	88,436	46,470	+41,966	+90.3%

※ 当社は、2020年度より決算期(事業年度の末日)を3月31日から12月31日に変更し、グループの決算期を12月31日に統一しました。

決算期変更の経過期間となる20/12期は、2020年4月1日から2020年12月31日の9ヶ月間の変則的な決算です。

We have changed its fiscal term end from March 31 to December 31 from the FY 12/20 and unify the fiscal year end of our group on December 31.

FY12/20, which was the transition period, was the nine months started on April 1, 2020 and ended on December 31, 2020.

※ 数理差異は販売費に含まれます。

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

# 連結損益計算書: 予想

Consolidated Statements of income: Forecast



(百万円 / ¥ Million)

Fiscal year Ended March 31/ Ending December 31	Forecast '21/12予想 (21/1-12)	Reference 参考値 '20/3 (19/4-20/3)	Compared with FY3/20 対20/3比較差	Rate of change 増減率
木材建材事業 Timber & Building Materials Business	219,000	223,627	△4,627	△2.1%
住宅・建築事業 Housing & Construction Business	510,000	474,003	+35,997	+7.6%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	635,000	399,360	+235,640	+59.0%
資源環境事業 Environment & Resources Business	22,000	19,263	+2,737	+14.2%
その他事業 Other Bussinesses	26,000	23,425	+2,575	+11.0%
調整 Adjustment	△ 45,000	△ 35,584	△9,416	-
売上高 Net Sales	1,367,000	1,104,094	+262,906	+23.8%
売上総利益 Gross Profit	22.9% 313,000	22.0% 242,689	+70,311	+29.0%
販売費及び一般管理費 Selling, General and Administrative Expenses	210,000	191,312	+18,688	+9.8%
営業利益 Operating Income	7.5% 103,000	4.7% 51,377	+51,623	+100.5%
営業外収益 Non-operating income	28,000	13,485	+14,515	+107.6%
営業外費用 Non-operating expenses	5,000	6,038	△1,038	△17.2%
営業外損益 Non-operating Income / Expenses	23,000	7,447	+15,553	+208.9%
木材建材事業 Timber & Building Materials Business	3.9% 8,500	2.7% 6,095	+2,405	+39.5%
住宅・建築事業 Housing & Construction Business	3.8% 19,500	4.8% 22,570	△3,070	△13.6%
海外住宅・不動産事業 Overseas Housing & Real Estate Business	15.4% 98,000	8.6% 34,541	+63,459	+183.7%
資源環境事業 Environment & Resources Business	18.2% 4,000	18.4% 3,551	+449	+12.6%
その他事業 Other Bussinesses	11.5% 3,000	6.3% 1,484	+1,516	+102.1%
調整 Adjustment	△ 7,000	△ 9,419	+2,419	-
経常利益 Recurring Income	9.2% 126,000	5.3% 58,824	+67,176	+114.2%
特別利益 Extraordinary gains	-	105	△105	-
特別損失 Extraordinary losses	3,416	3,811	△394	△10.3%
特別損益 Extraordinary Gains / Losses	△ 3,416	△ 3,705	+289	-
親会社株主に帰属する当期純利益 Net Income attributable to Shareholders of Parent	5.5% 75,000	2.5% 27,853	+47,147	+169.3%
退職給付に係る数理差異 Actuarial difference regarding employees' retirement benefit obligation	-	△2,572	-	-
経常利益(数理差異除く) Recurring Income(Excluding actuarial difference)	126,000	61,396	+64,604	+105.2%

※ 当社は、2020年度より決算期(事業年度の末日)を3月31日から12月31日に変更し、グループの決算期を12月31日に統一しました。

決算期変更の経過期間となる20/12期は、2020年4月1日から2020年12月31日の9ヶ月間の変則的な決算です。

よって、21/12期の計画に対する比較値は、参考値として20/3期実績を記載しています。

We have changed its fiscal term end from March 31 to December 31 from the FY 12/20 and unify the fiscal year end of our group on December 31. FY12/20,

which was the transition period, was the nine months started on April 1, 2020 and ended on December 31, 2020.

Therefore, the planned figures for FY12/21 are compared with the actual figures for FY3/20 for reference.

※ 数理差異は販管費に含まれます。

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

# 受注の状況(国内住宅事業):単体

The State of Orders (domestic housing business) : Non-Consolidated



## ■受注の推移 Change in Orders

(棟・戸/Unit, 百万円/¥ Million)

Fiscal Years Ended March 31, December 31/Ending December 31

							Reference		
							参考値		
		'18/03	'19/03	'20/03	'20/12 (20/4-12)	Forecast '21/12予想	20/1-12	Year-on-year 前年同期間比	
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	290,326	343,204	289,342	229,079	347,000	313,749	+10.6%	
	棟数 Unit	7,608	8,513	7,726	5,924	8,600	8,143	+5.6%	
	単価 Price per unit	33.6	35.3	34.6	35.0	36.8	-	-	
	坪数(坪) Floor Space in Tsubo(≒3.3m <sup>2</sup> )	37.8	37.8	36.9	36.6	-	-	-	
賃貸住宅 Apartment	金額 Amount	17,195	20,872	18,294	10,058	12,000	16,565	△27.6%	
	戸数 Unit	948	1,071	966	528	630	899	△29.9%	
その他請負 Other contracts	金額 Amount	1,715	5,234	1,634	1,062	4,400	1,587	+177.2%	

(棟・戸/Unit, 百万円/¥ Million)

		Reference				
		参考値				
		Compared with				
		'20/12 (20/4-12)	'21/12 3Q (21/1-9)	FY12/20 対20/4-12比	20/1-9	Year-on-year 前年同期間比
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	229,079	283,462	+23.7%	237,316	+19.4%
	棟数 Unit	5,924	6,992	+18.0%	6,212	+12.6%
	単価 Price per unit	35.0	36.9	-	-	-
賃貸住宅 Apartment	金額 Amount	10,058	10,331	+2.7%	12,795	△19.3%
	戸数 Unit	528	484	△8.3%	665	△27.2%
その他請負 Other contracts	金額 Amount	1,062	3,518	+231.3%	970	+262.5%

※ 戸建注文住宅の受注単価は、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、追加工事等の受注金額は除く。

The "price per unit" of custom-built detached houses is calculated from the amount of orders received at the time contracts were signed for the units ordered this period, so the amount of 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

(百万円/¥ Million)

Fiscal Years Ended March 31, December 31/ Ending December 31

		'18/03	'19/03	'20/03	'20/12	Forecast '21/12予想	Year-on-year 前期比
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	254,119	305,402	261,158	270,288	298,288	+10.4%
賃貸住宅 ※ Apartment	金額 Amount	25,647	28,699	27,942	25,893	18,893	△27.0%
その他請負 Other contracts	金額 Amount	517	4,100	1,838	1,568	3,868	+146.7%

(百万円/¥ Million)

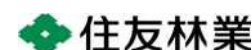
		Compared with		
		'20/12 (20/12)	'21/12 3Q (21/9)	FY12/20 対20/12比
戸建注文住宅 ※ Custom-built detached houses	金額 Amount	270,288	325,411	+20.4%
賃貸住宅 ※ Apartment	金額 Amount	25,893	22,496	△13.1%
その他請負 Other contracts	金額 Amount	1,568	3,701	+136.0%

※ 20/3期以降の業績には収益認識に関する会計処理方針変更の影響を含む。

Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since FY3/20.

# 販売の状況(国内住宅事業):単体

The State of Sales (domestic housing business) : Non-Consolidated



## ■ 売上の推移 Change in Sales

(百万円/¥ Million)

	'18/03	'19/03	'20/03	'20/12 (20/4-12)	Reference		Year-on-year 前年同期間比
					Forecast 21/12予想	参考値 20/1-12	
戸建注文住宅 ※1 ※2 Custom-built detached houses	295,271	298,198	318,903	226,794	330,000	312,751	+5.5%
賃貸住宅 ※1 Apartment	20,114	17,821	17,957	12,107	19,000	18,259	+4.1%
その他請負 Other contracts	2,993	1,652	3,895	1,332	2,100	2,802	△25.0%
戸建分譲住宅 Spec homes	12,360	11,929	13,979	14,051	20,000	19,345	+3.4%
その他 ※1 ※3 Others	10,724	10,323	7,187	3,315	4,900	5,099	△3.9%
売上高合計 Total sales	341,462	339,923	361,921	257,600	376,000	358,256	+5.0%
売上総利益 Gross profit	84,048	82,343	84,947	57,768	79,000	81,273	△2.8%
利益率 Profit Ratio	24.6%	24.2%	23.5%	22.4%	21.0%	22.7%	-

(百万円/¥ Million)

	'20/12 (20/4-12)	'21/12 3Q (21/1-9)	Reference		Year-on-year 前年同期間比
			Compared with FY12/20 対20/4-12比	参考値 20/1-9	
戸建注文住宅 ※1 ※2 Custom-built detached houses	226,794	238,075	+5.0%	231,334	+2.9%
賃貸住宅 ※1 Apartment	12,107	13,728	+13.4%	13,495	+1.7%
その他請負 Other contracts	1,332	1,386	+4.0%	2,134	△35.1%
戸建分譲住宅 Spec homes	14,051	14,909	+6.1%	13,142	+13.4%
その他 ※1 ※3 Others	3,315	3,121	△5.8%	3,948	△20.9%
売上高合計 Total sales	257,600	271,220	+5.3%	264,053	+2.7%
売上総利益 Gross profit	57,768	58,476	+1.2%	60,423	△3.2%
利益率 Profit Ratio	22.4%	21.6%	-	22.9%	-

※1 20/3期以降の業績には収益認識に関する会計処理方針変更の影響を含む。

Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since FY3/20.

※2 戸建注文住宅の売上には、注文住宅用土地を含む。

"Custom-built Detached Houses" includes land for custom-built detached houses.

※3 その他の売上は、リノベーション事業、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 existing home renovation business, interior products and commission sales from insurance agency business, etc.

■販売数量の推移 Change in Sales volumes (Delivered basis)

		Fiscal Years Ended March 31, December 31/Ending December 31				Reference		Year-on-year 前年同期間比
		'18/03	'19/03	'20/03	'20/12 (20/4-12)	Forecast '21/12予想	20/1-12 参考値	
戸建注文住宅 ※1 Custom-built detached houses	棟数 Unit	7,556	7,628	7,427	5,292	8,300	7,630	+8.8%
	単価(百万円)※2 Price per unit(¥ Million)	38.2	38.3	39.0	39.4	39.0	-	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.1	38.6	38.5	38.1	-	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	1,353	1,074	959	409	970	963	+0.7%
戸建分譲住宅 ※1 Spec homes	棟数 Unit	308	272	311	292	410	417	△1.7%

		Reference		Compared with FY12/20 対20/4-12比	Year-on-year 前年同期間比
		'20/12 (20/4-12)	'21/12 3Q (21/1-9)		
戸建注文住宅 ※1 Custom-built detached houses	棟数 Unit	5,292	5,663	+7.0%	△2.4%
	単価(百万円)※2 Price per unit(¥ Million)	39.4	38.2	-	-
賃貸住宅 ※1 Apartment	戸数 Unit	409	798	+95.1%	△7.9%
戸建分譲住宅 ※1 Spec homes	棟数 Unit	292	304	+4.1%	+5.6%

※1: 戸建注文住宅及び賃貸住宅、並びに戸建分譲住宅の販売数量は引渡棟(戸)数を記載。

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

※2: 20/3期以降の単価は引き渡し物件ベースにて算出。

"Prices per unit" have been calculated by delivered basis since FY3/20.

# リフォーム事業の状況

The State of Renovation Business



## 住友林業ホームテック:リフォーム事業 Sumitomo Forestry Home Tech: Renovation Business

(百万円 / ¥ Million)

	'18/03	'19/03	'20/03	'20/12 (20/4-12)	Reference		Year-on-year 前年同期間比
					Forecast '21/12予想	参考値 20/1-12	
売上高 ※1 Net sales	66,274	70,317	70,226	44,029	65,000	59,855	+8.6%
完工高 Amount of construction completed	62,700	66,720	66,982	41,721	62,000	56,713	+9.3%
その他 ※2 Others	3,574	3,598	3,244	2,308	3,000	3,142	△4.5%
経常利益 Recurring income	2,913	3,229	2,297	△682	2,100	-	-
受注金額 ※1 Amount of orders	63,315	73,661	60,673	38,473	62,000	52,266	+18.6%
受注残 Backlog of orders received at term end	26,779	33,721	24,752	21,503	21,503	21,503	± 0.0%
住友林業OB比率 ※3 (受注金額ベース)	52%	48%	51%	57%	59%	55%	-

(百万円 / ¥ Million)

	'20/12 (20/4-12)	'21/12 3Q (21/1-9)	Compared with FY12/20 対20/4-12比	Reference	
				参考値 20/1-9	Year-on-year 前年同期間比
売上高 ※1 Net sales	44,029	43,678	△0.8%	41,599	+5.0%
完工高 Amount of construction completed	41,721	41,309	△1.0%	39,307	+5.1%
その他 ※2 Others	2,308	2,369	+2.6%	2,293	+3.3%
経常利益 Recurring income	△ 682	31	-	-	-
受注金額 ※1 Amount of orders	38,473	44,371	+15.3%	37,487	+18.4%
受注残 Backlog of orders received at term end	21,503	24,566	+14.2%	24,130	+1.8%

※1 : 20/3期以降の業績には収益認識に関する会計処理方針変更の影響を含む。

Accounting Standard for Revenue Recognition (ASBJ Statement No. 29) has been applied since FY3/20.

※2 : その他の売上は、インテリア商品の販売など。

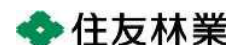
Others include sales of interior products, etc.

※3 : Percentage of amount of orders received from owners of Sumitomo Forestry's house.



# 海外住宅・不動産事業の状況

The State of Overseas Housing & Real Estate Business



## ■ 戸建住宅の販売推移 Change in Sales Volumes of Detached Houses

(戸/Unit)

Fiscal Years Ended / Ending December 31

	'17/12	'18/12	'19/12	'20/12	Forecast '21/12 予想
Bloomfield Homes Group	1,260	1,346	1,457	1,567	-
Gehan Homes Group	1,753	1,979	2,420	3,053	-
MainVue Homes Group (Including SFCH and HenleyUSA)	306	301	267	348	-
DRB Group	1,981	2,288	2,443	2,877	-
Edge Homes Group	1,080	1,159	1,386	1,200	-
米国計 Total USA	6,380	7,073	7,973	9,045	11,550
Henley Group	2,325	2,055	1,858	1,822	-
Wisdom Group	518	590	442	309	-
Scott Park Group	-	-	118	629	-
豪州計 Total Australia	2,843	2,645	2,417	2,760	3,300
合計 Total	9,223	9,718	10,390	11,805	14,850

(戸/Unit)

	Reference 参考値				
	20/12 (20/4-12)	21/12 3Q (21/1-9)	Compared with FY12/20 対20/4-12比	'20/1-9	Year-on-year 前年同期間比
米国計 Total USA	7,332	8,308	+13.3%	6,197	+34.1%
豪州計 Total Australia	2,217	2,337	+5.4%	1,945	+20.1%
合計 Total	9,549	10,645	+11.5%	8,142	+30.7%