

Third 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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(百万円・¥ Million)

Fiscal Years Ended/Ending March 31				Forecast	Year-on-year	Rate of change					Year-on-year	Rate of change
		'17/03		'18/03予想	前期差	増減率	'17/03 3Q	'18/03 3Q	前年同期差	増減率		
木材建材事業	Timber & Building Materials	424,440		436,000	+11,560	+2.7%	319,320	327,783	+8,463	+2.7%		
住宅事業	Housing Business	466,298		459,000	△7,298	△1.6%	303,271	299,750	△3,521	△1.2%		
海外事業	Overseas Business	247,890		348,000	+100,110	+40.4%	167,881	241,816	+73,935	+44.0%		
その他事業	Others	22,979		37,000	+14,021	+61.0%	14,400	26,533	+12,134	+84.3%		
調整	Adjustment	△48,243		△60,000	△11,757	-	△33,045	△39,356	△6,311	-		
売上高	Net Sales	1,113,364		1,220,000	+106,636	+9.6%	771,827	856,526	+84,699	+11.0%		
売上総利益	Gross Profit	18.3% 204,138		17.8% 217,500	+13,362	+6.5%	17.5% 134,694	17.2% 147,531	+12,838	+9.5%		
販売費及び一般管理費	Selling, General and Administrative Expenses	150,149		168,000	+17,851	+11.9%	111,952	123,966	+12,014	+10.7%		
営業利益	Operating Income	4.8% 53,989		4.1% 49,500	△4,489	△8.3%	2.9% 22,742	2.8% 23,565	+823	+3.6%		
営業外収益	Other Income	7,589		9,000	+1,411	+18.6%	6,245	6,388	+143	+2.3%		
営業外費用	Other Expenses	3,737		5,000	+1,263	+33.8%	2,953	2,367	△586	△19.8%		
営業外損益	Other Income/Expenses	3,853		4,000	+147	+3.8%	3,292	4,021	+729	+22.2%		
木材建材事業	Timber & Building Materials	1.0% 4,456		1.1% 5,000	+544	+12.2%	1.4% 4,327	1.3% 4,269	△58	△1.3%		
住宅事業	Housing Business	6.9% 32,349		5.6% 25,500	△6,849	△21.2%	4.1% 12,287	2.8% 8,433	△3,853	△31.4%		
海外事業	Overseas Business	7.8% 19,310		7.2% 25,000	+5,690	+29.5%	6.9% 11,507	6.4% 15,554	+4,047	+35.2%		
その他事業	Others	9.7% 2,223		8.1% 3,000	+777	+35.0%	6.5% 940	11.1% 2,943	+2,004	+213.2%		
調整	Adjustment	△497		△5,000	△4,503	-	△3,026	△3,613	△587	-		
経常利益	Recurring Income	5.2% 57,841		4.4% 53,500	△4,341	△7.5%	3.4% 26,034	3.2% 27,586	+1,552	+6.0%		
特別利益	Special Gains	922		7,000	+6,078	+659.2%	341	6,622	+6,281	+1843.1%		
特別損失	Special Losses	240		6,000	+5,760	+2395.1%	122	5,849	+5,727	+4712.4%		
特別損益	Special Gains/Losses	682		1,000	+318	+46.7%	219	773	+554	+252.6%		
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		2.5% 30,000	△4,532	△13.1%	2.0% 15,479	1.6% 14,106	△1,373	△8.9%		

退職給付に係る数理差異	Actuarial Difference Regarding Employees' Retirement Benefit Obligation	4,981	-
経常利益（数理差異除く）	Recurring Income(Excluding Actuarial Difference)	52,860	53,500

※ 数理差異は販管費に含まれます。

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

## 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 Renovation Business

Fiscal Years Ended/Ending March 31	'13/03	'14/03	'15/03	'16/03	'17/03	Forecast		Year-on-year	
						'18/03 予想	17/03 3Q	18/03 3Q	前年同期比
受注金額(百万円) Amount of Orders(¥ Million)	53,818	61,004	55,887	63,604	63,202	65,000	48,450	47,579	△1.8%
完工金額(百万円) Amount of Sales(¥ Million)	50,312	59,336	56,656	61,724	61,245	64,500	44,797	46,556	+3.9%
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	27,859	27,187	△2.4%
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%			

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

## 海外住宅事業の状況

The State of Overseas Housing Business

### 販売の推移 Change in Sales

(棟数・Unit)

Fiscal Years Ended/Ending December 31	'12/12	'13/12	'14/12	'15/12	'16/12	Forecast		Year-on-year	
						'17/12 予想	16/12 3Q	17/12 3Q	前年同期比
米国計 Total USA	229	516	1,818	2,559	4,686	6,200	3,267	4,339	+32.8%
豪州計 Total Australia	1,820	1,754	1,990	2,151	2,512	2,900	1,676	2,074	+23.7%
合計 Total	2,049	2,270	3,808	4,710	7,198	9,100	4,943	6,413	+29.7%

■受注の推移 Change in Orders

(棟・戸/Unit 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	Year-on-year 前期比	17/03 3Q	18/03 3Q	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	282,000	Δ2.2%	217,603	211,395	Δ2.9%
	棟数 Unit	9,105	9,364	7,804	7,730	7,427	7,500	+1.0%	5,570	5,532	Δ0.7%
	単価 Price per unit	30.6	32.1	33.2	34.1	34.2	33.7	-	34.2	33.6	-
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	39.8	39.5	39.5	39.0	38.4	-	-			
賃貸住宅 ※1 Apartment	金額 Amount	13,043	15,502	21,790	22,967	22,540	19,100	Δ15.3%	17,124	14,506	Δ15.3%
	戸数 Unit	1,138	1,140	1,486	1,523	1,519	1,200	Δ21.0%	1,120	814	Δ27.3%
	単価 Price per unit	11.2	13.1	14.4	14.6	14.4	15.9	-	14.8	16.8	-
その他請負 Other Contracts	金額 Amount	911	2,562	1,435	4,371	2,826	5,000	+76.9%	1,561	1,715	+9.9%

※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

(棟・戸/Unit 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	Year-on-year 前期比	17/03 3Q	18/03 3Q	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	241,775	Δ4.2%	292,160	274,478	Δ6.1%
	棟数 Unit	8,460	8,581	7,642	7,410	6,739	6,639	Δ1.5%	7,881	7,434	Δ5.7%
	単価 Price per unit	32.6	34.5	35.7	36.5	37.4	36.4	-	37.1	36.9	-
賃貸住宅 Apartment	金額 Amount	15,104	17,477	25,698	28,151	28,566	26,966	Δ5.6%	35,187	32,224	Δ8.4%
	戸数 Unit	1,377	1,393	1,865	2,064	2,032	1,842	Δ9.4%	2,506	2,165	Δ13.6%
	単価 Price per unit	11.0	12.5	13.8	13.6	14.1	14.6	-	14.0	14.9	-
その他請負 Other Contracts	金額 Amount	638	1,824	468	2,748	1,795	3,695	+105.8%	1,183	1,301	+10.0%

■販売の推移 Change in Sales

(棟・戸/Unit 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	Year-on-year 前期比	17/03 3Q	18/03 3Q	Year-on-year 前年同季比
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	△4.5%	195,668	189,292	△3.3%
	棟数 Unit	8,999	9,243	8,743	7,962	8,098	7,600	△6.1%	5,099	4,837	△5.1%
	単価 Price per unit	33.4	34.6	35.8	37.7	37.8	38.5	—	38.4	39.1	—
	坪数(坪) Floor Space in Tsubo(≒3.3㎡)	40.6	40.7	40.3	40.5	39.8	—	—			
賃貸住宅 ※1 Apartment	金額 Amount	9,371	13,130	13,569	20,514	22,125	20,700	△6.4%	10,087	10,848	+7.5%
	戸数 Unit	858	1,124	1,014	1,324	1,551	1,390	△10.4%	678	681	+0.4%
	単価 Price per unit	10.9	11.7	13.4	15.5	14.3	14.9	—	14.9	15.9	—
その他請負 Other Contracts	金額 Amount	273	1,375	2,791	2,091	3,779	3,100	△18.0%	3,125	2,209	△29.3%
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%	6,958	8,391	+20.6%
	棟数 Unit	254	242	272	303	292	300	+2.7%	184	210	+14.1%
	単価 Price per unit	44.8	40.2	37.4	38.3	38.4	39.3	—	37.8	40.0	—
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%	3,239	3,896	+20.3%
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	△36.4%	2,839	2,044	△28.0%
その他 ※3 Others	金額 Amount	10,589	9,623	8,026	8,011	8,541	8,800	+3.0%	6,107	5,312	△13.0%
売上高合計 Total sales	金額 Amount	344,801	368,689	359,173	351,737	362,093	346,500	△4.3%	228,023	221,993	△2.6%
売上総利益 Gross profit	金額 Amount	85,730	91,203	88,341	89,860	92,141	85,400	△7.3%	57,452	54,636	△4.9%
	利益率 Profit Ratio	24.9%	24.7%	24.6%	25.5%	25.4%	24.6%	—	25.2%	24.6%	—

※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.