

2005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, 2005

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.

目次

Index



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	3
・ 業績の推移	Business Results	4
・ セグメント業績の推移	Business Results by Segment	5
・ 経営指標	Financial Analysis	6
・ 連結貸借対照表	Consolidated Balance Sheets	7
・ 連結損益計算書	Consolidated Statements of Income	9
・ 連結キャッシュ・フロー計算書	Consolidated Statements of Cash Flows	10
・ 設備投資	Capital Expenditures	11
・ 受注の状況	The State of Orders	12
・ 販売の状況	The State of Sales	13

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)	15
・ 戸建注文住宅 参考指標(単体)	Reference Data of Custom-built Detached House (Non-Consolidated)	16
・ 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)	17
・ 戸建注文住宅 商品別棟数構成(単体)	Product Mix for Custom-built Detached Houses (Non-Consolidated)	18
・ 木材・建材 商品別売上高(単体)	Timber and Building Materials Sales by Product Category (Non-Consolidated)	19
・ 木材・建材 市況	Market Data of Timber and Building Materials	20
・ ストック事業の状況	Home Remodeling and Real Estate Brokerage	21
・ 人員構成表	Number of Employees	22
・ 株式分布状況表	The State of Share Distribution	23

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

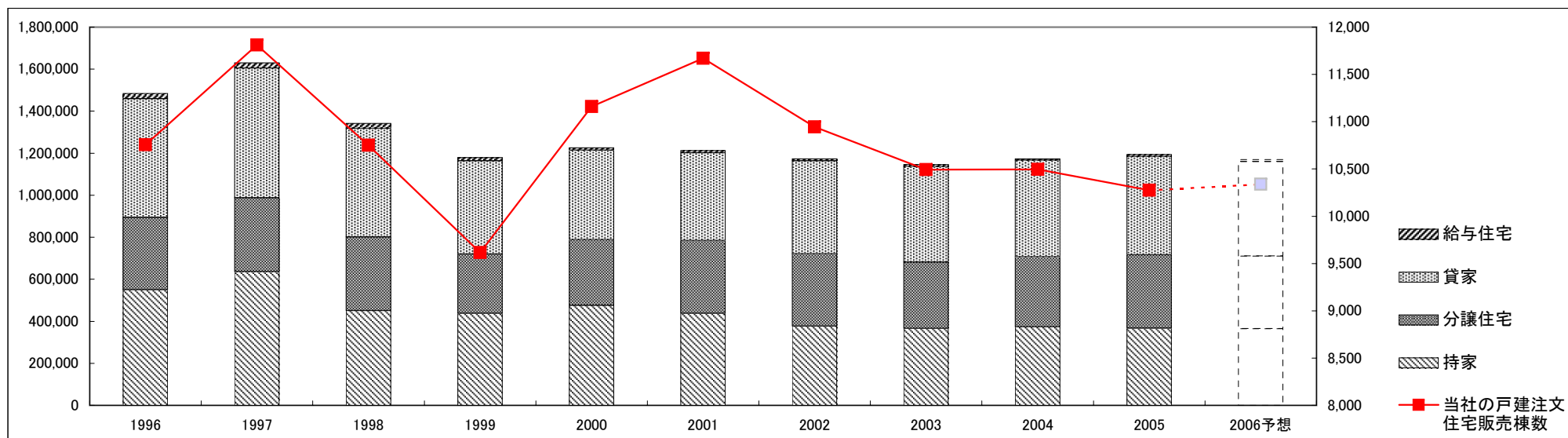


(戸・Units)

Fiscal Years Ended March 31	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006予想 Forecast
持家 Owner-occupied Houses	550,544	636,306	451,091	438,137	475,632	437,789	377,066	365,507	373,015	367,233	365,000
分譲住宅 Built for Sale Houses	344,666	352,039	350,693	281,845	312,110	346,322	343,918	316,002	333,825	349,044	345,000
貸家 Rented Houses	563,652	616,186	515,838	443,907	426,020	418,200	442,250	454,505	458,708	467,348	450,000
給与住宅 Corporate Houses	25,790	25,847	23,725	15,647	12,445	10,846	9,936	9,539	8,101	9,413	10,000
合計 Total	1,484,652	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	1,170,000

当社の戸建注文住宅販売棟数 Sumitomo Forestry *	10,756	11,810	10,752	9,615	11,160	11,671	10,945	10,493	10,496	10,275	10,340
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	1.95%	1.86%	2.38%	2.19%	2.35%	2.67%	2.90%	2.87%	2.81%	2.80%	2.83%

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



業績の推移

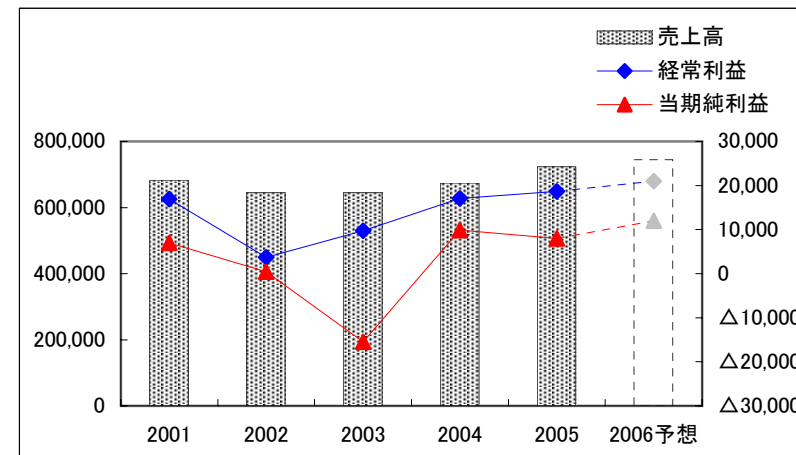
Business Results



(連結 Consolidated)

(百万円・¥Million)

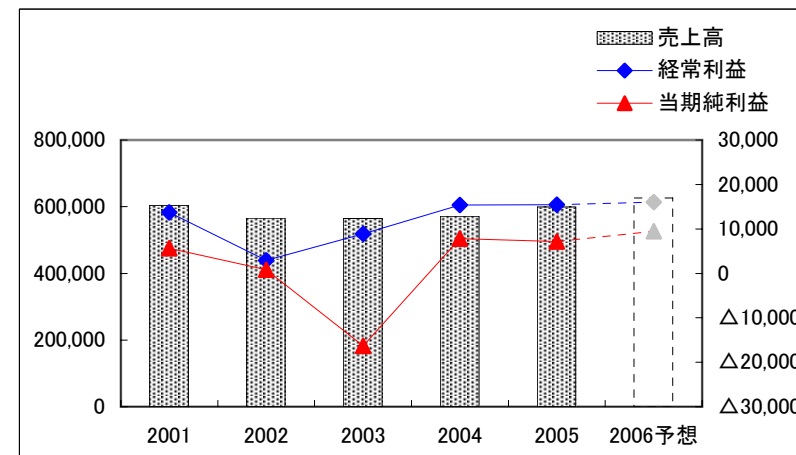
Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
売上高 Net Sales	682,375	644,730	645,100	673,779	723,193	745,000
営業利益 Operating Income	15,999	3,040	8,772	17,577	18,466	20,500
経常利益 Recurring Income	16,908	3,731	9,721	17,074	18,692	21,000
当期純利益 Net Income	6,994	465	△15,439	9,870	8,014	12,000



(単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
売上高 Net Sales	604,252	565,201	564,487	571,275	598,853	626,000
営業利益 Operating Income	11,814	1,109	7,089	14,635	13,991	14,500
経常利益 Recurring Income	13,751	2,889	8,862	15,362	15,477	16,000
当期純利益 Net Income	5,643	841	△16,315	7,812	7,136	9,500



セグメント業績の推移

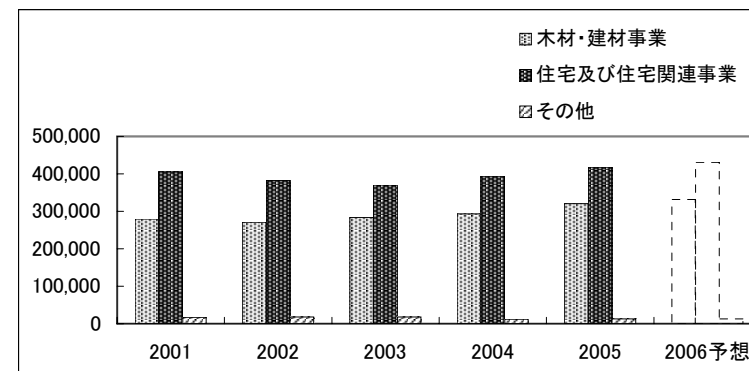
Business Results by Segment



(セグメント別売上高 Sales by Segment)

(百万円・¥Million)

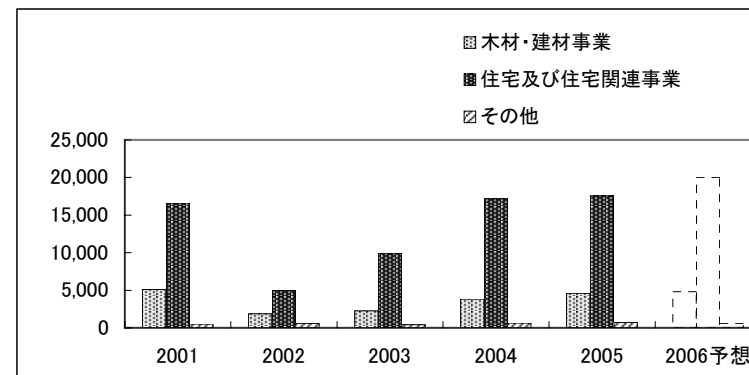
Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
木材・建材事業 Timber & Building Materials	279,811	270,856	283,517	293,220	320,255	332,000
住宅及び住宅関連事業 Housing & Housing-related Businesses	405,150	381,978	370,421	393,616	418,313	431,000
その他 Others	16,978	18,050	17,882	12,350	13,185	13,000
消去又は全社 Elimination and/or Corporate	△19,565	△26,154	△26,721	△25,408	△28,560	△31,000
合計 Total	682,375	644,730	645,100	673,779	723,193	745,000



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

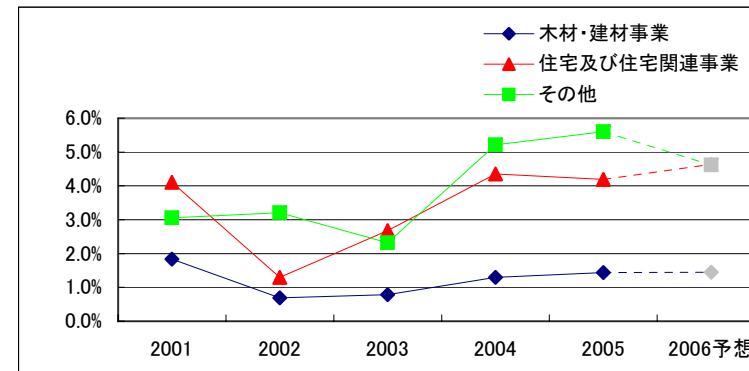
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
木材・建材事業 Timber & Building Materials	5,128	1,882	2,238	3,813	4,615	4,800
住宅及び住宅関連事業 Housing & Housing-related Businesses	16,631	4,961	9,920	17,150	17,530	20,000
その他 Others	519	579	415	644	738	600
消去又は全社 Elimination and/or Corporate	△6,279	△4,384	△3,802	△4,030	△4,418	△4,900
合計 Total	15,999	3,040	8,772	17,577	18,466	20,500



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

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
木材・建材事業 Timber & Building Materials	1.8%	0.7%	0.8%	1.3%	1.4%	1.4%
住宅及び住宅関連事業 Housing & Housing-related Businesses	4.1%	1.3%	2.7%	4.4%	4.2%	4.6%
その他 Others	3.1%	3.2%	2.3%	5.2%	5.6%	4.6%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-
合計 Total	2.3%	0.5%	1.4%	2.6%	2.6%	2.8%



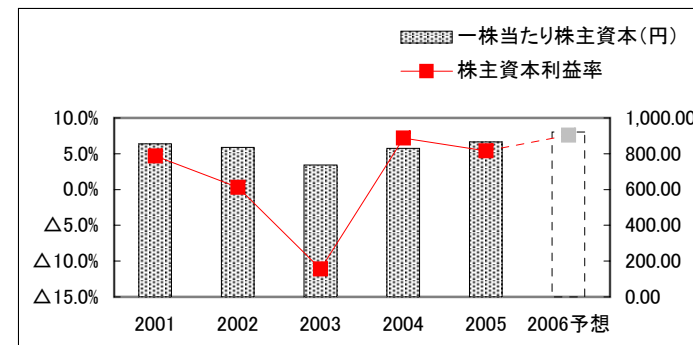
経営指標

Financial Analysis



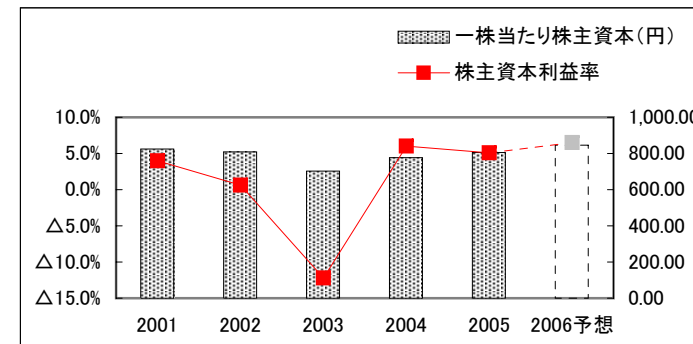
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
株主資本利益率 Return on Equity	4.7%	0.3%	△11.1%	7.2%	5.4%	7.6%
一株当たり株主資本(円) Shareholders' Equity per Share (¥)	854.91	835.07	736.42	830.50	866.47	921.43
一株当たり当期純利益(円) Net Income per Share (¥)	39.64	2.64	△87.53	55.81	45.28	67.95



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
株主資本利益率 Return on Equity	4.0%	0.6%	△12.2%	6.0%	5.1%	6.5%
一株当たり株主資本(円) Shareholders' Equity per Share (¥)	824.86	809.71	703.18	777.17	805.42	846.18
一株当たり当期純利益(円) Net Income per Share (¥)	31.98	4.77	△92.50	44.13	40.32	53.77



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

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
支払手形及び買掛金	Notes and Accounts Payable-Trade	62,062	54,386	48,277	50,441	54,919
工事未払金	Accounts Payable-Contract	49,830	72,341	68,543	58,546	55,734
短期借入金	Short-term Debt (Bank Loans)	12,557	8,608	7,251	9,568	7,291
1年以内償還予定社債	Short-term Debt (Bonds)	6,300	-	1,700	60	60
未払法人税等	Accrued Income Taxes	6,057	627	5,365	7,056	4,197
未成工事受入金	Advances Received from Customers	38,607	33,398	33,275	36,719	34,038
賞与引当金	Provision for Employee's Bonuses	7,359	6,931	6,274	7,072	7,518
完成工事補償引当金	Provision for Guarantee for After-cost of Construction	590	575	654	808	1,067
その他	Others	13,847	13,612	13,447	15,681	15,662
流動負債	Current Liabilities	197,213	190,482	184,789	185,951	180,487
社債	Long-term Debt (Bonds)	1,700	1,700	-	280	220
長期借入金	Long-term Debt (Bank Loans)	3,960	7,815	7,545	10,020	8,009
繰延税金負債	Deferred Income Taxes	2,839	315	1,024	2,041	2,259
退職給付引当金	Provision for Retirement Benefits for Employees	4,596	7,470	24,157	11,417	13,915
役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	-	649	477	764	800
その他	Others	9,648	9,603	9,544	12,628	11,972
固定負債	Long-term Liabilities	22,744	27,555	42,750	37,149	37,176
負債の部	Liabilities	219,957	218,037	227,539	223,100	217,663
少数株主持分	Minority Interest	165	53	55	385	521
資本金	Common Stock	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
利益剰余金	Retained Earnings	96,861	94,538	77,303	85,148	90,807
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
為替換算調整勘定	Foreign Currency Translation Adjustments	△3,287	△2,760	△2,255	△811	△380
自己株式	Treasury Stock	△0	△30	△289	△363	△496
資本の部	Shareholders' Equity	150,979	147,440	129,727	146,269	152,500
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

連結損益計算書

Consolidated Statements of Income



(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
売上高 Net Sales	682,375	644,730	645,100	673,779	723,193	745,000
売上総利益 Gross Income	利益率 17.3% 118,064	17.0% 109,437	17.0% 109,631	17.9% 120,778	17.4% 125,582	17.9% 133,500
販売費及び一般管理費 Selling, General and Administrative Expenses	102,065	106,397	100,858	103,201	107,116	113,000
営業利益 Operating Income	利益率 2.3% 15,999	0.5% 3,040	1.4% 8,772	2.6% 17,577	2.6% 18,466	2.8% 20,500
営業外収益 Other Income	2,891	2,535	2,392	2,393	2,744	2,500
営業外費用 Other Expenses	1,982	1,844	1,444	2,896	2,517	2,000
営業外損益 Other Income/Expenses	909	691	948	△ 503	226	500
経常利益 Recurring Income	利益率 2.5% 16,908	0.6% 3,731	1.5% 9,721	2.5% 17,074	2.6% 18,692	2.8% 21,000
特別利益 Special Gains	8,884	153	7,157	13,920	844	-
特別損失 Special Losses	13,121	1,175	38,776	5,931	3,870	-
特別損益 Special Gains/Losses	△ 4,237	△ 1,022	△ 31,618	7,989	△ 3,026	-
当期純利益 Net Income	利益率 1.0% 6,994	0.1% 465	△2.4% △ 15,439	1.5% 9,870	1.1% 8,014	1.6% 12,000

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		2001	2002	2003	2004	2005
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	3,468	17,332	19,734	25,962	6,685
有価証券の取得／売却	Marketable Securities	2,393	△6,763	8,000	48	158
有形固定資産の取得／売却	Tangible Fixed Assets	△3,762	△6,507	△1,811	△2,664	△6,313
無形固定資産の取得／売却	Intangible Fixed Assets	△1,774	△2,201	△2,078	△1,367	△1,727
投資有価証券の取得／売却	Investment Securities	△803	△972	△1,356	△5,571	△2,817
その他	Others	1,986	5	△726	1,908	△2,196
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	△1,960	△16,439	2,026	△7,646	△12,895
短期借入金純増減額	Short-term Borrowings	△7,916	△1,134	△1,267	2,053	△2,095
長期借入金純増減額	Long-term Borrowings	△4,181	△480	△4,874	1,045	△2,496
社債純増減額	Bonds	-	△6,300	-	△1,730	△60
配当金の支払額	Dividends Paid	△1,763	△1,772	△1,769	△2,030	△2,289
その他	Others	△11	△29	△259	△73	△147
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	△13,873	△9,716	△8,171	△735	△7,087
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	8	△53	△433	△298	△87
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	△12,356	△8,877	13,156	17,283	△13,384
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	59,916	47,476	38,873	52,029	69,312
現金及び現金同等物の期末残高	Cash and Cash Equivalents at the End of the Year	47,476	38,873	52,029	69,312	55,928

設備投資

Capital Expenditures

(資本的支出 Capital Investment)

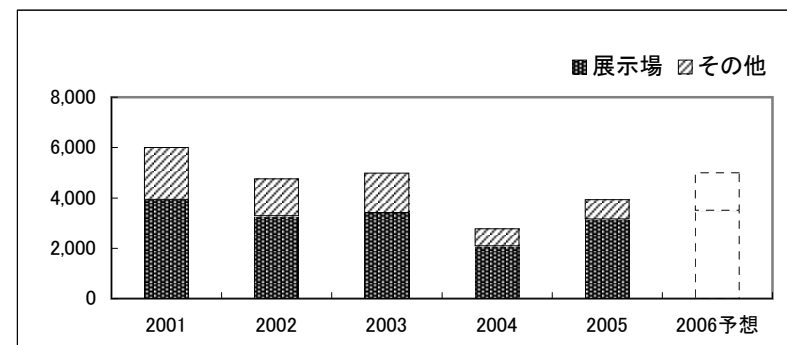
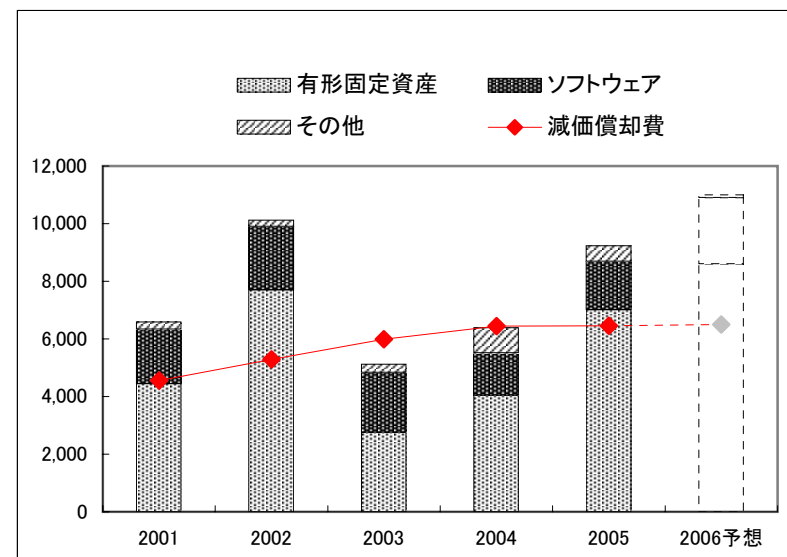
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
有形固定資産 Tangible fixed assets	4,448	7,705	2,761	4,040	7,016	8,600
ソフトウェア Software	1,889	2,194	2,077	1,468	1,673	2,300
その他 Others	252	225	283	883	549	100
合計 Total	6,590	10,124	5,123	6,392	9,237	11,000

減価償却費 Depreciation	4,551	5,289	5,985	6,447	6,452	6,500
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(リース Finance Leases)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
展示場 Model Houses	3,928	3,283	3,412	2,083	3,148	3,500
その他 Others	2,080	1,469	1,568	692	783	1,500
合計 Total	6,008	4,753	4,981	2,775	3,930	5,000



受注の状況

The State of Orders



(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2001	2002	2003	2004	2005	2006予想 Forecast
住友林業 Sumitomo Forestry	金額	304,135	283,904	285,443	292,294	287,039	297,000
	棟数・Unit	10,625	9,964	9,902	9,908	9,805	10,100
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額	10,828	11,005	10,427	9,107	8,808	11,500
	棟数・Unit	442	448	418	312	289	380
住友林業システム住宅 Sumitomo Forestry Component House	金額	7,036	6,172	5,530	7,358	△90	-
	棟数・Unit	310	273	218	309	△18	-
戸建注文住宅 計 Total - Custom-built Detached Houses	金額	322,000	301,082	301,402	308,758	295,757	308,500
	棟数・Unit	11,377	10,685	10,538	10,529	10,076	10,480
RC造マンション RC Condominium	金額	4,658	8,251	8,215	13,590	11,663	14,100
	戸数・Unit	375	646	759	1,177	1,064	1,220
木造アパート Wooden Apartment	金額	2,948	3,501	3,981	3,592	5,825	10,400
	戸数・Unit	344	429	468	478	712	1,450
集合住宅計 Total - Multiple Dwelling Houses	金額	7,606	11,753	12,196	17,183	17,488	24,500
	戸数・Unit	719	1,075	1,227	1,655	1,776	2,670

販売の状況

The State of Sales



(百万円・¥Million)

Fiscal Years Ended/Ending March 31			2001	2002	2003	2004	2005	2006予想 Forecast
住友林業 Sumitomo Forestry	金額		315,547	290,475	283,798	285,513	289,564	296,000
	棟数・Unit		10,951	10,193	9,824	9,817	9,805	10,000
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額		10,956	10,877	10,905	10,297	8,325	10,300
	棟数・Unit		424	445	446	394	279	340
住友林業システム住宅 Sumitomo Forestry Component House	金額		7,520	7,331	5,538	6,970	4,711	-
	棟数・Unit		296	307	223	285	191	-
戸建注文住宅 計 Total - Custom-built Detached Houses		金額	334,025	308,684	300,242	302,780	302,600	306,300
		棟数・Unit	11,671	10,945	10,493	10,496	10,275	10,340
戸建分譲住宅 Built for Sale Detached Houses		金額	797	1,253	1,119	973	907	2,800
		棟数・Unit	39	63	59	46	44	120
戸建住宅 計 Total - Detached Houses		金額	334,822	309,937	301,362	303,753	303,507	309,100
		棟数・Unit	11,710	11,008	10,552	10,542	10,319	10,460
RC造マンション RC Condominium	金額		6,101	5,734	7,415	11,086	13,163	9,100
	戸数・Unit		491	478	720	856	1,134	880
木造アパート Wooden Apartment	金額		3,162	2,922	4,129	3,346	3,534	8,900
	戸数・Unit		402	344	500	410	437	1,050
集合住宅計 Total - Multiple Dwelling Houses		金額	9,264	8,657	11,545	14,432	16,697	18,000
		戸数・Unit	893	822	1,220	1,266	1,571	1,930
北米住宅事業 ※ Housing Business in the USA		金額	-	-	-	211	2,048	4,500
		棟数・Unit	-	-	-	4	52	85

※ 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

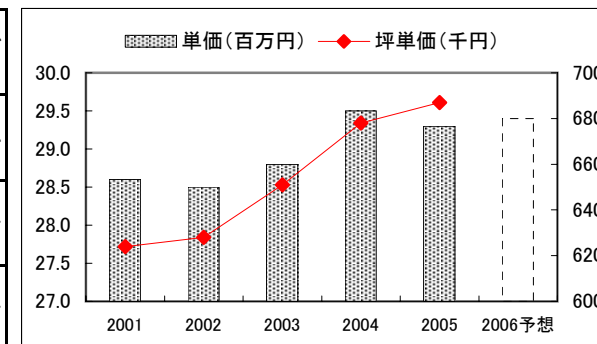
戸建注文住宅 1棟当たり平均データ(単体)

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



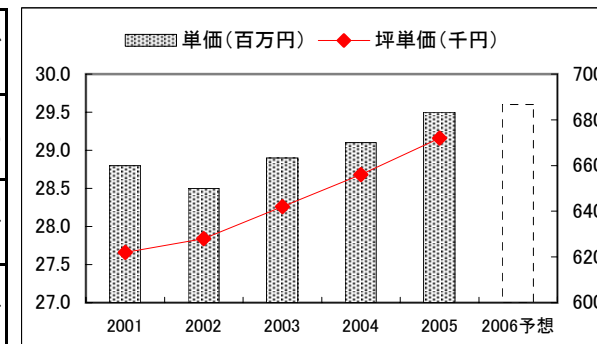
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
単価(百万円) Orders per Detached House (¥ Million)	28.6	28.5	28.8	29.5	29.3	29.4
坪単価(千円) Orders per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	624	628	651	678	687	-
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	45.9	45.4	44.3	43.5	42.6	-



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
単価(百万円) Sales per Detached House (¥ Million)	28.8	28.5	28.9	29.1	29.5	29.6
坪単価(千円) Sales per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	622	628	642	656	672	-
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	46.3	45.4	45.0	44.3	43.9	-

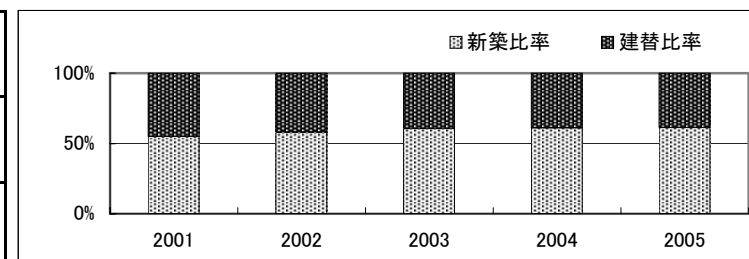


戸建注文住宅 参考指標(単体)

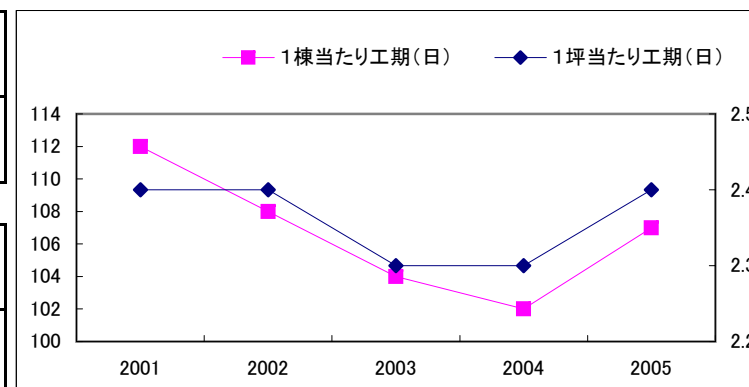
Reference Data of Custom-built Detached House (Non-Consolidated)



Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
新築比率 Percentage of New Building	54.9%	58.1%	60.7%	61.0%	61.2%	-
建替比率 Percentage of Rebuilding	45.1%	41.9%	39.3%	39.0%	38.8%	-



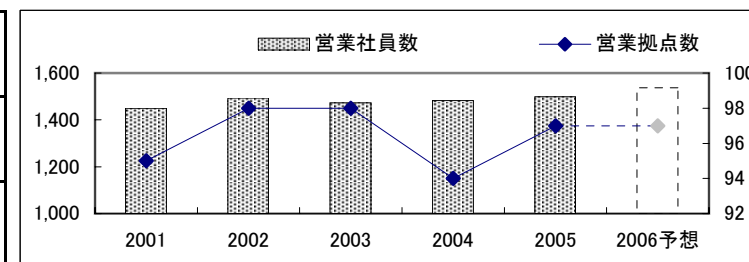
1棟当たり工期(日) Construction Period per House (Days)	112	108	104	102	107	-
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.4	2.4	2.3	2.3	2.4	-



住宅金融公庫利用率(金額ベース)※ Percentage of Use of Housing Loan Corporation Finance *	31.0%	19.0%	6.0%	3.8%	0.9%	-
住宅金融公庫利用率(棟数ベース)※ Percentage of Use of Housing Loan Corporation Finance **	48.0%	30.0%	11.0%	7.6%	1.9%	-

* 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	1,449	1,494	1,473	1,483	1,499	1,537
営業拠点数 Number of Sales Offices	95	98	98	94	97	97
展示場数 Number of Housing Display Centers	315	333	305	308	313	320

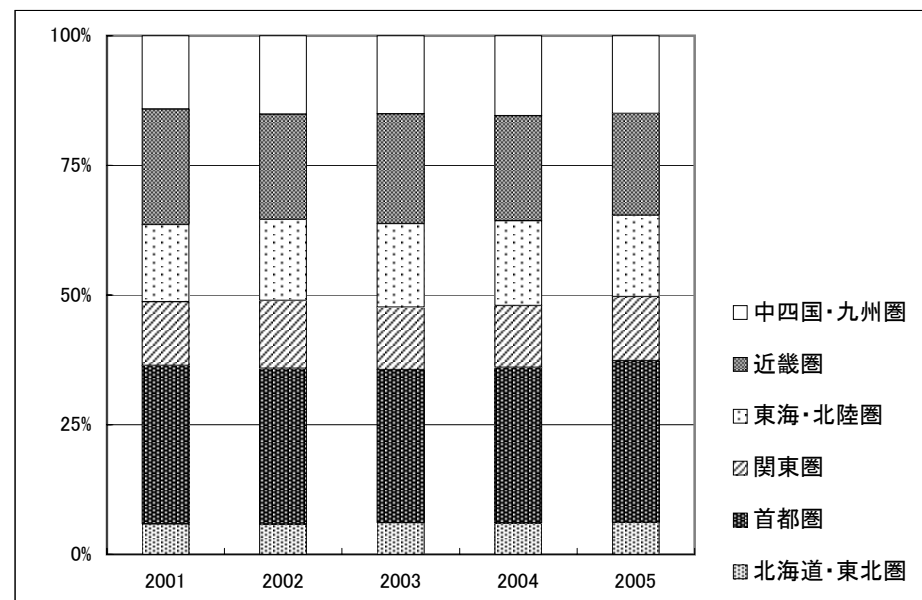


戸建注文住宅 地域別受注棟数構成(単体)

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



Fiscal Years Ended March 31	2001	2002	2003	2004	2005
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	6%
首都圏 Tokyo Metropolitan Area	31%	30%	29%	30%	31%
関東圏 Kanto Area	12%	13%	12%	12%	12%
東海・北陸圏 Tokai and Hokuriku Areas	15%	16%	16%	16%	16%
近畿圏 Kinki Area	22%	20%	21%	20%	20%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	14%	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)

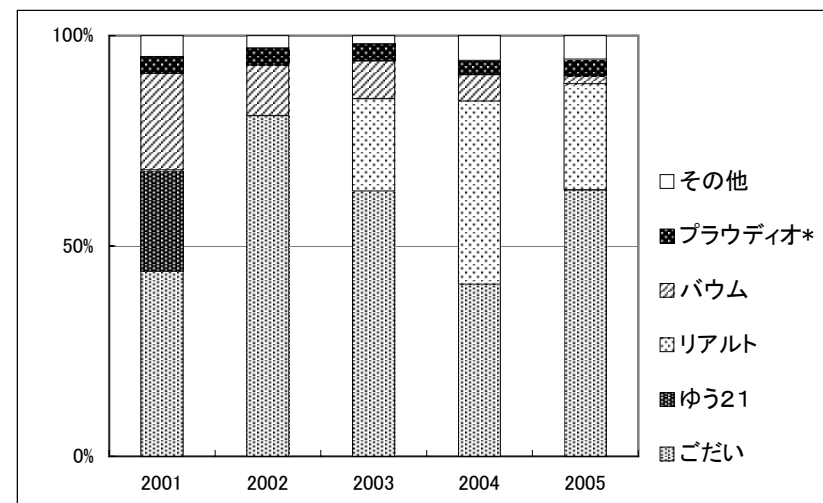


(受注ベース Contract Base)

※ Fiscal Years Ended March 31

商品名 Product Name	発売時期 Released	2001	2002	2003	2004	2005
ごだい GODAI	1999年4月 Apr.1999	44%	81%	63%	41%	63%
ゆう21 YOU 21	1995年5月 May.1995	24%	-	-	-	-
リアルト RIALT	2002年8月 Aug.2002	-	-	22%	44%	25%
バウム BAUM	1998年9月 Sep.1998	23%	12%	9%	6%	2%
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	4%	4%	3%	4%
その他 Others	-	5%	3%	2%	6%	6%

*木造讃家MB含む Including "MOKUZO SANKA MB"

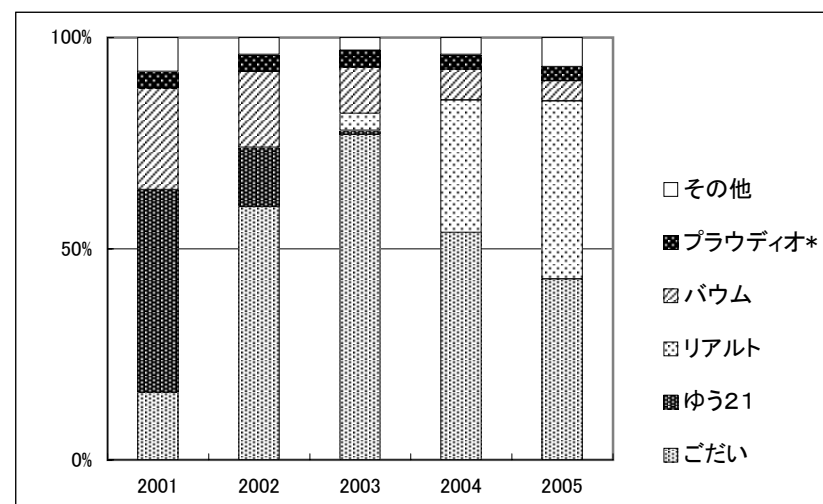


(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

商品名 Product Name	発売時期 Released	2001	2002	2003	2004	2005
ごだい GODAI	1999年4月 Apr.1999	16%	60%	77%	54%	43%
ゆう21 YOU 21	1995年5月 May.1995	48%	14%	1%	-	-
リアルト RIALT	2002年8月 Aug.2002	-	-	4%	31%	42%
バウム BAUM	1998年9月 Sep.1998	24%	18%	11%	7%	5%
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	4%	4%	4%	3%
その他 Others	-	8%	4%	3%	4%	7%

*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			2001	2002	2003	2004	2005	
木材 Timber	原木 Logs	国内材 Logs-Domestic	4,441	4,043	3,822	3,850	3,806	
		輸入材 Logs-Imported	25,224	20,816	23,127	19,748	25,024	
			29,666	24,860	26,950	23,598	28,830	
	製材品 Lumber	国内材 Lumber-Domestic	28,770	24,434	27,992	29,286	28,827	
		輸入材 Lumber-Imported	25,523	22,808	27,661	28,681	33,835	
			54,294	47,242	55,653	57,967	62,663	
	その他 Others		1,216	1,075	1,276	1,333	1,300	
			85,176	73,178	83,880	82,898	92,792	
	建材 Building Materials	パネル Board	国内材 Board-Domestic	19,562	17,071	17,202	17,851	17,358
			輸入材 Board-Imported	33,351	34,513	35,329	35,391	41,423
		52,913	51,584	52,531	53,242	58,781		
一般建材 Building Materials		木質加工建材 Wood Processed Construction Materials	35,062	34,896	34,235	34,970	35,107	
		窯業建材 Ceramic Construction Materials	26,200	23,573	23,023	24,381	24,488	
		金属建材 Metal Construction Materials	23,008	22,214	22,755	21,420	22,779	
		住宅機器 Housing Equipment	23,061	24,918	26,326	30,298	33,774	
		その他 Others	3,408	3,176	2,784	3,228	3,513	
		110,741	108,779	109,125	114,297	119,662		
イノス INOS Group			10,465	9,159	7,505	7,161	7,023	
その他 Others						253	167	
		174,120	169,523	169,163	174,953	185,633		
木材・建材計 Total - Timber and Building Materials			259,296	242,701	253,043	257,850	278,425	

木材・建材 市況

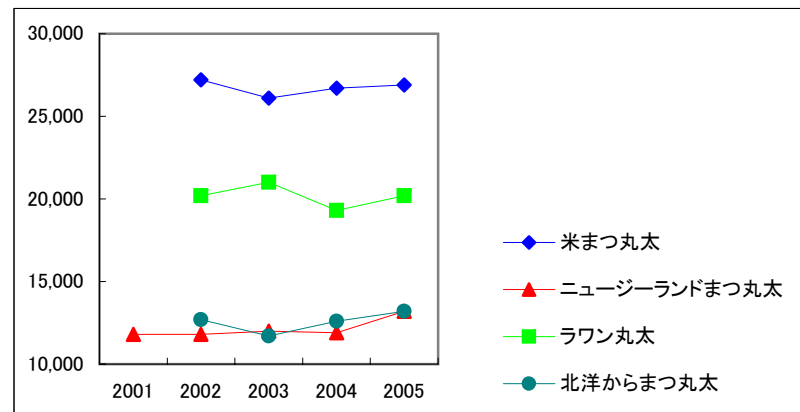
Market Data of Timber and Building Materials

(出典)農林水産省「木材価格統計表」

(原木市況 Logs)

(円/㎡・¥/㎡)

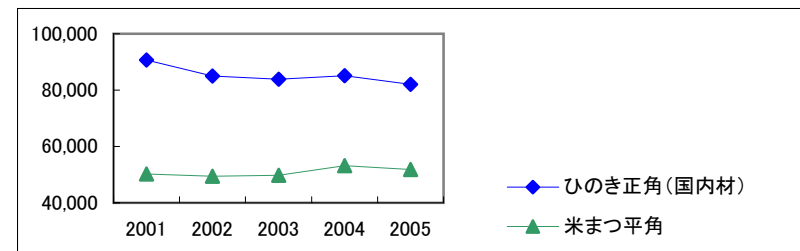
Fiscal Years Ended March 31	2001	2002	2003	2004	2005
米まつ丸太 Douglas Fir	-	27,200	26,100	26,700	26,900
ニュージーランドまつ丸太 Radiata Pine	11,800	11,800	12,000	11,900	13,200
ラワン丸太 Lauan	-	20,200	21,000	19,300	20,200
北洋からまつ丸太 Larch	-	12,700	11,700	12,600	13,200



(製材品市況 Lumber)

(円/㎡・¥/㎡)

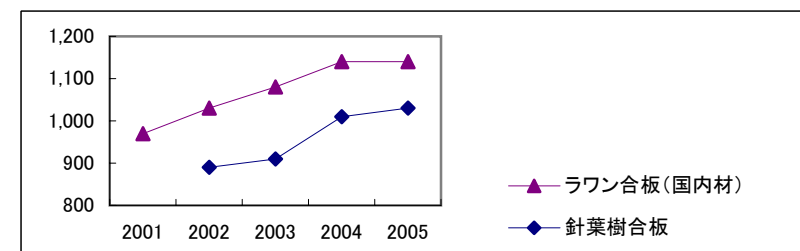
Fiscal Years Ended March 31	2001	2002	2003	2004	2005
ひのき正角(国内材) Japanese Cypress, squares (Domestic)	90,700	85,000	83,900	85,100	82,100
米まつ平角 Douglas Fir, slabs	50,200	49,400	49,800	53,200	51,800



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2001	2002	2003	2004	2005
ラワン合板(国内材) Hardwood (Domestic)	970	1,030	1,080	1,140	1,140
針葉樹合板 Softwood	-	890	910	1,010	1,030



ストック事業の状況

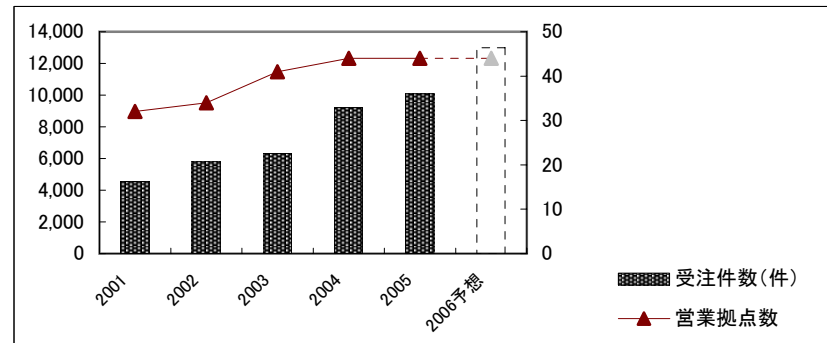
Home Remodeling and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Home Remodeling)

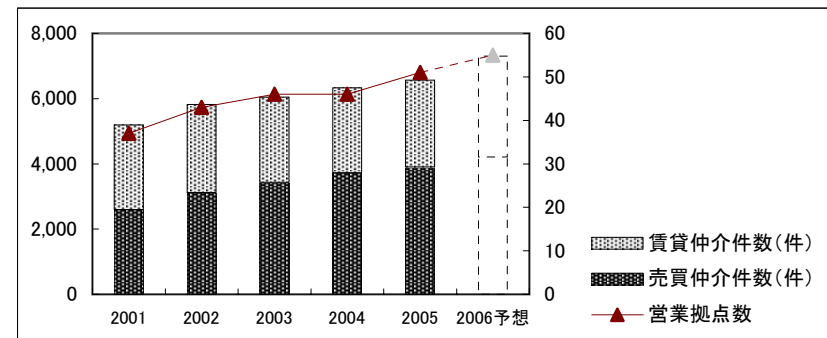
Fiscal Years Ended/Ending March 31	2001	2002	2003	2004	2005	2006予想 Forecast
営業拠点数 Number of Sales offices	32	34	41	44	44	44
受注件数(件) Number of Orders	4,553	5,838	6,320	9,207	10,077	13,000
住友林業OB比率 *	38%	33%	29%	34%	33%	30%

* Percentage of customers who bought houses constructed by Sumitomo Forestry



(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	2001	2002	2003	2004	2005	2006予想 Forecast
営業拠点数 Number of Sales offices	37	43	46	46	51	55
売買仲介件数(件) Number of Brokerage (Sales)	2,593	3,107	3,426	3,723	3,896	4,200
賃貸仲介件数(件) Number of Brokerage (Rent)	2,603	2,716	2,619	2,610	2,667	3,100



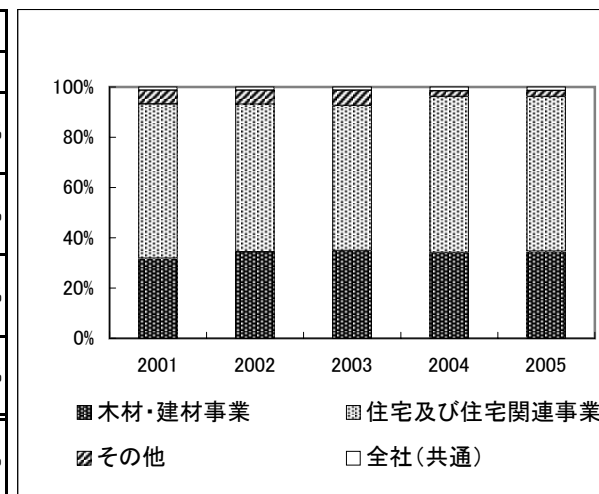
人員構成表

Number of Employees



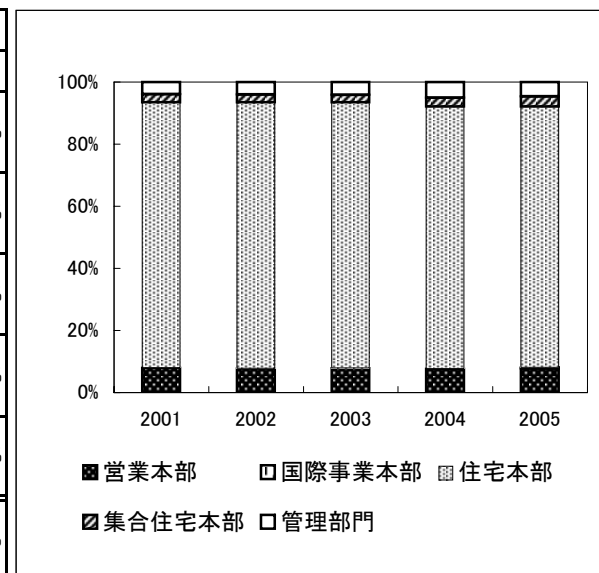
(連結 Consolidated)

Fiscal Years Ended March 31	2001		2002		2003		2004		2005	
		構成比		構成比		構成比		構成比		構成比
木材・建材事業 Timber & Building Materials	2,992	31.9%	3,476	34.3%	3,627	34.9%	3,560	34.2%	3,633	34.7%
住宅及び住宅関連事業 Housing & Housing-related Businesses	5,753	61.3%	5,951	58.8%	5,985	57.7%	6,456	62.0%	6,437	61.4%
その他 Others	520	5.5%	571	5.6%	639	6.2%	247	2.4%	266	2.5%
全社(共通) Corporate	118	1.3%	123	1.2%	127	1.2%	155	1.5%	141	1.3%
合計 Total	9,383	100.0%	10,121	100.0%	10,378	100.0%	10,418	100.0%	10,477	100.0%



(単体 Non-Consolidated)

Fiscal Years Ended March 31	2001		2002		2003		2004		2005	
		構成比		構成比		構成比		構成比		構成比
営業本部 Business Headquarters	345	8.0%	349	7.8%	347	7.8%	320	7.6%	324	7.7%
国際事業本部 International Business Headquarters	-	-	-	-	-	-	-	-	12	0.3%
住宅本部 Housing Headquarters	3,707	85.5%	3,843	85.6%	3,811	85.6%	3,530	84.4%	3,524	84.0%
集合住宅本部 Collective Housing Headquarters	114	2.6%	117	2.6%	114	2.6%	121	2.9%	141	3.4%
管理部門 Administrative Divisions	172	4.0%	179	4.0%	182	4.1%	213	5.1%	193	4.6%
合計 Total	4,338	100.0%	4,488	100.0%	4,454	100.0%	4,184	100.0%	4,194	100.0%



株式分布状況表

The State of Share Distribution



(千株・Thousand Shares)

Fiscal Years Ended March 31	2001		2002		2003		2004		2005	
		構成比		構成比		構成比		構成比		構成比
金融機関 Financial Institutions	63,977	36.8%	65,731	37.8%	64,080	36.8%	65,096	37.3%	68,063	39.0%
その他法人 Other Companies	37,189	21.4%	38,830	22.3%	38,370	22.0%	34,689	19.9%	39,473	22.6%
外国人 Foreigners	38,397	22.1%	37,056	21.3%	38,531	22.1%	46,125	26.5%	42,983	24.6%
個人・その他 Individuals and Others	33,311	19.2%	31,718	18.2%	31,643	18.2%	26,487	15.2%	22,335	12.8%
その他 Others	846	0.5%	474	0.3%	1,578	0.9%	1,907	1.1%	1,581	0.9%
合計 Total	173,720	100.0%	173,809	100.0%	174,202	100.0%	174,304	100.0%	174,435	100.0%

