

# 2007年3月期中間期 業績説明会資料

 住友林業株式会社

SUMITOMO FORESTRY CO., LTD.

Financial Factbook

Interim of Fiscal Year Ending March 31, 2007

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の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.

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# 財務データ

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Financial Section

# 新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan

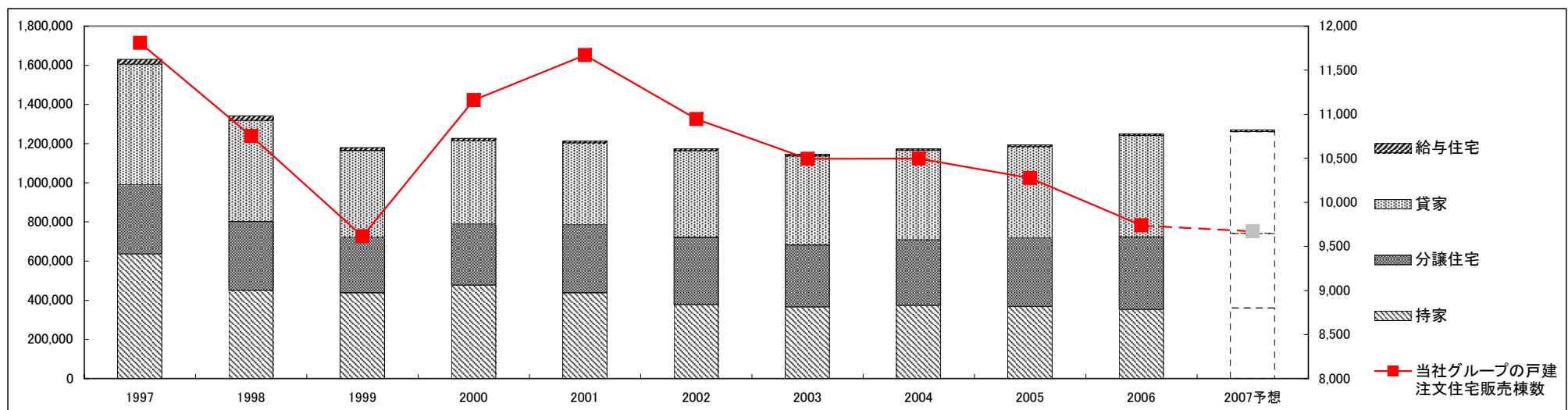


(戸・Units)

Fiscal Years Ended March 31	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007予想 Forecast	2007中間 Interim of Fiscal Year
持家 Owner-occupied Houses	636,306	451,091	438,137	475,632	437,789	377,066	365,507	373,015	367,233	352,577	360,000	197,460
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	370,275	380,000	188,277
貸家 Rented Houses	616,186	515,838	443,907	426,020	418,200	442,250	454,505	458,708	467,348	517,999	520,000	273,914
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	4,870
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	1,249,366	1,270,000	664,521

当社グループの戸建注文住宅販売棟数 Sumitomo Forestry *	11,810	10,752	9,615	11,160	11,671	10,945	10,493	10,496	10,275	9,739	9,670	4,290
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%	2.69%	2.17%

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



# 業績の推移

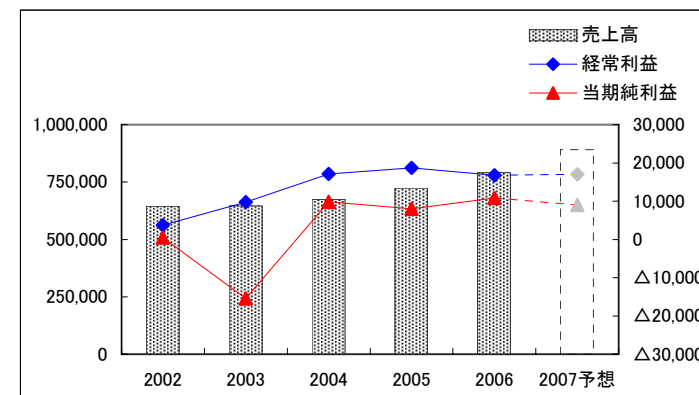
## Business Results



### (連結 Consolidated)

(百万円・¥Million)

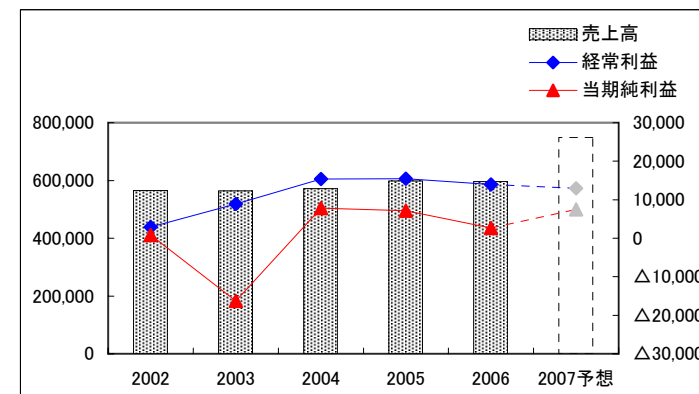
Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
売上高 Net Sales	644,730	645,100	673,778	723,193	791,128	891,000	338,376	421,989
営業利益 Operating Income	3,040	8,772	17,576	18,466	15,446	16,500	1,292	4,879
経常利益 Recurring Income	3,731	9,721	17,073	18,692	16,800	17,000	2,324	5,437
当期純利益 Net Income	465	△15,439	9,869	8,014	10,842	9,000	1,412	2,874



### (単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
売上高 Net Sales	565,201	564,487	571,275	598,853	595,993	749,000	276,683	347,817
営業利益 Operating Income	1,109	7,089	14,634	13,991	11,499	11,000	441	3,662
経常利益 Recurring Income	2,889	8,862	15,361	15,477	13,948	13,000	2,027	5,417
当期純利益 Net Income	841	△16,315	7,811	7,136	2,652	7,500	1,357	3,085



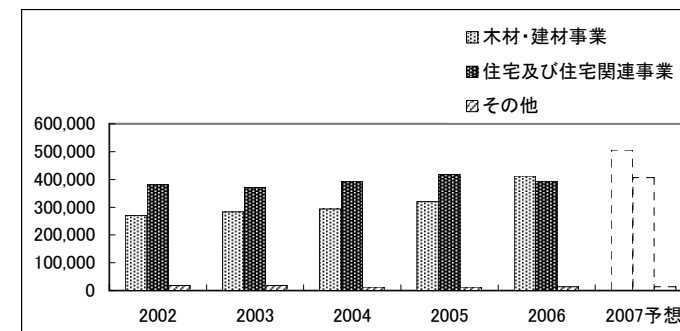
# セグメント業績の推移

## Business Results by Segment



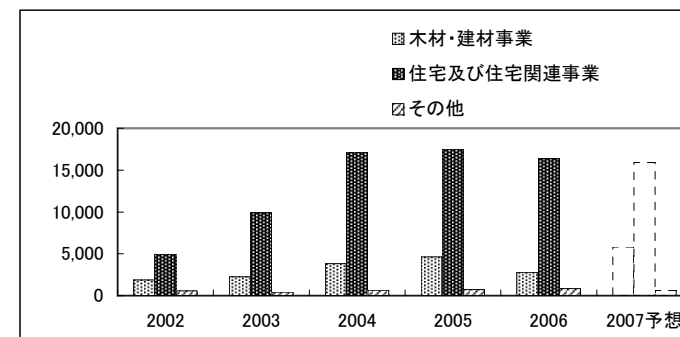
### (セグメント別売上高 Sales by Segment)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	(百万円・¥Million)	
							2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	270,856	283,517	293,220	320,255	412,182	505,000	165,666	248,347
住宅及び住宅関連事業 Housing & Housing-related Businesses	381,978	370,421	393,616	418,313	393,868	406,000	179,190	180,974
その他 Others	18,050	17,882	12,350	13,185	13,549	14,000	6,368	7,210
消去又は全社 Elimination and/or Corporate	△26,154	△26,721	△25,408	△28,560	△28,471	△34,000	△12,847	△14,542
合計 Total	644,730	645,100	673,779	723,193	791,128	891,000	338,376	421,989



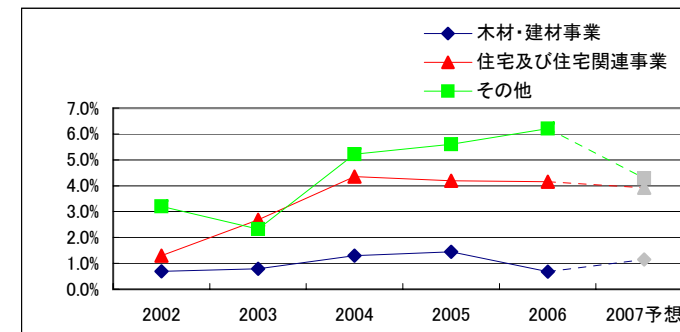
### (セグメント別営業利益 Operating Income by Segment)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	(百万円・¥Million)	
							2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	1,882	2,238	3,813	4,615	2,806	5,800	853	3,289
住宅及び住宅関連事業 Housing & Housing-related Businesses	4,961	9,920	17,150	17,530	16,370	15,900	2,123	3,450
その他 Others	579	415	644	738	841	600	451	455
消去又は全社 Elimination and/or Corporate	△4,384	△3,802	△4,030	△4,418	△4,751	△5,800	△2,135	△2,314
合計 Total	3,040	8,772	17,577	18,466	15,446	16,500	1,292	4,879



### (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	2006中間 Interim of Fiscal Year	
							2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	0.7%	0.8%	1.3%	1.4%	0.7%	1.1%	0.5%	1.3%
住宅及び住宅関連事業 Housing & Housing-related Businesses	1.3%	2.7%	4.4%	4.2%	4.2%	3.9%	1.2%	1.9%
その他 Others	3.2%	2.3%	5.2%	5.6%	6.2%	4.3%	7.1%	6.3%
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%	0.4%	1.2%



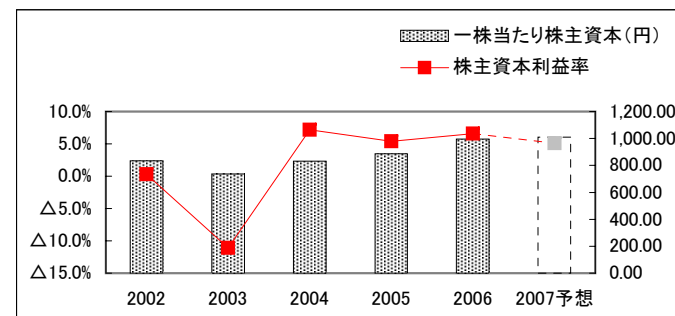
# 経営指標

## Financial Analysis



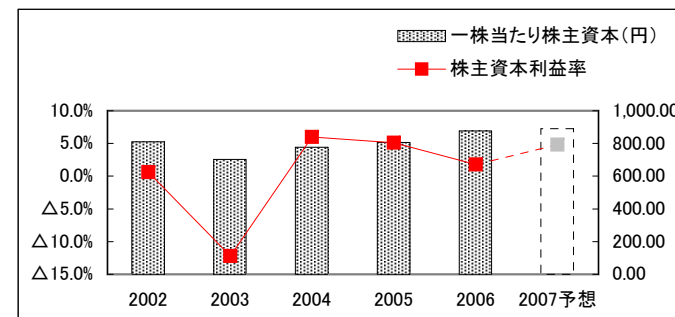
### (連結 Consolidated)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
株主資本利益率 Return on Equity	0.3%	△11.1%	7.2%	5.4%	6.6%	5.1%	0.9%	1.6%
一株当たり株主資本(円) Shareholders' Equity per Share (¥)	835.07	736.42	830.50	886.47	996.03	1,010.69	896.84	982.64
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	8.03	16.20



### (単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
株主資本利益率 Return on Equity	0.6%	△12.2%	6.0%	5.1%	1.8%	4.8%	0.9%	2.0%
一株当たり株主資本(円) Shareholders' Equity per Share (¥)	809.71	703.18	777.17	805.42	876.50	890.70	831.36	872.04
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	7.71	17.40



# 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		2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
現金及び預金	Cash and Time Deposits	31,004	29,685	30,169	25,188	44,720	42,831
受取手形及び売掛金	Notes and Accounts Receivable-Trade	83,982	79,956	76,964	85,052	134,880	152,106
完成工事未収入金	Accounts Receivable-Contract	4,802	5,072	4,749	5,269	3,379	5,529
有価証券	Marketable Securities	15,998	22,445	39,356	31,045	5,000	8,999
商品	Finished Goods, Logs and Lumber	12,931	15,527	16,841	19,757	22,413	25,060
販売用不動産	Developed Land and Housing for Sale	5,877	7,155	5,994	10,775	10,071	10,450
未成工事支出金	Land and Housing Projects in Progress	14,217	15,146	16,215	14,171	15,628	22,796
繰延税金資産	Deferred Income Taxes	3,689	7,376	8,322	8,513	7,597	6,209
短期貸付金	Short-term Loans Receivable	27,505	17,359	12,614	9,841	10,478	5,589
未収入金	Other Receivables	46,899	43,219	39,511	36,797	40,747	46,549
その他	Others	4,496	2,712	2,287	2,349	6,430	4,796
貸倒引当金	Allowance for Doubtful Accounts	△445	△608	△828	△692	△913	△824
流動資産	Current Assets	250,959	245,049	252,198	248,066	300,430	330,088
有形固定資産	Tangible Fixed Assets	72,714	63,946	63,135	65,106	73,933	71,677
無形固定資産	Intangible Fixed Assets	6,843	7,341	7,416	6,887	7,107	6,525
投資その他の資産	Investments and Other Assets	35,013	40,984	46,875	50,625	82,722	75,443
固定資産	Non-Current Assets	114,572	112,272	117,426	122,618	163,761	153,646
資産合計	Total Assets	365,531	357,322	369,625	370,684	464,192	483,734

※06/3期以前の数値に関しては、現行の会計基準に沿って修正しております。

\*The figures in past fiscal years on this B/S are revised under the new financial accounting standards.



# 連結貸借対照表

## Consolidated Balance Sheets



### (負債、及び純資産合計 Total Liabilities and Total Net Assets )

(百万円・¥Million)

Fiscal Years Ended March 31		2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
支払手形及び買掛金	Notes and Accounts Payable-Trade	54,386	48,277	50,441	54,919	93,782	103,989
工事未払金	Accounts Payable-Contract	72,341	68,543	58,545	55,734	60,242	59,851
短期借入金	Short-term Debt (Bank Loans)	8,608	7,251	9,568	7,291	13,159	14,501
1年以内償還予定社債	Short-term Debt (Bonds)	-	1,700	60	60	60	60
未払法人税等	Accrued Income Taxes	627	5,365	7,055	4,197	1,596	1,795
未成工事受入金	Advances Received from Customers	33,398	33,275	36,718	34,038	36,509	52,253
賞与引当金	Provision for Employee's Bonuses	6,931	6,274	7,072	7,518	8,078	8,084
完成工事補償引当金	Provision for Guarantee for After-cost of Construction	575	654	808	1,067	1,323	1,312
その他	Others	13,523	13,304	15,549	15,560	17,522	16,445
<b>流動負債</b>	<b>Current Liabilities</b>	<b>190,394</b>	<b>184,645</b>	<b>185,820</b>	<b>180,384</b>	<b>232,273</b>	<b>258,290</b>
社債	Long-term Debt (Bonds)	1,700	-	280	220	160	130
長期借入金	Long-term Debt (Bank Loans)	7,815	7,545	10,020	8,009	8,688	10,016
繰延税金負債	Deferred Income Taxes	315	1,024	2,040	2,259	15,136	12,611
退職給付引当金	Provision for Retirement Benefits for Employees	7,470	24,157	11,416	13,915	15,875	15,202
役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	649	477	763	800	382	339
その他	Others	9,603	9,544	12,627	11,972	13,228	12,887
<b>固定負債</b>	<b>Long-term Liabilities</b>	<b>27,555</b>	<b>42,750</b>	<b>37,149</b>	<b>37,176</b>	<b>53,469</b>	<b>51,185</b>
<b>負債の部</b>	<b>Total Liabilities</b>	<b>217,949</b>	<b>227,395</b>	<b>222,969</b>	<b>217,560</b>	<b>285,741</b>	<b>309,475</b>
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	25,654	25,655	26,881
利益剰余金	Retained Earnings	94,538	77,303	85,148	90,807	99,319	100,991
自己株式	Treasury Stock	△30	△289	△362	△496	△617	△108
<b>株主資本合計</b>	<b>Total Shareholders' Equity</b>	<b>147,831</b>	<b>130,336</b>	<b>138,108</b>	<b>143,637</b>	<b>152,029</b>	<b>155,436</b>
その他有価証券評価差額金	Unrealized Gain on Available-for-Sale Securities	2,369	1,646	8,971	9,243	22,125	18,252
繰延ヘッジ損益	Deffered Gains or Losses on Hedges	88	143	1	103	120	47
為替換算調整勘定	Foreign Currency Translation Adjustments	△2,760	△2,255	△811	△380	1,052	△457
<b>評価換算差額等合計</b>	<b>Valuation and Translation Adjustments</b>	<b>△302</b>	<b>△465</b>	<b>8,161</b>	<b>8,965</b>	<b>23,297</b>	<b>17,842</b>
少数株主持分	Minority Interest	53	55	385	521	3,124	981
<b>純資産合計</b>	<b>Total Net Assets</b>	<b>147,582</b>	<b>129,926</b>	<b>146,655</b>	<b>153,124</b>	<b>178,450</b>	<b>174,259</b>
<b>負債、及び純資産合計</b>	<b>Total Liabilities and Total Net Assets</b>	<b>365,531</b>	<b>357,322</b>	<b>369,625</b>	<b>370,684</b>	<b>464,192</b>	<b>483,734</b>

※06/3期以前の数値に関しては、現行の会計基準に沿って修正しております。

\*The figures in past fiscal years on this B/S are revised under the new financial accounting standards.

# 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	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
売上高 Net Sales	644,730	645,100	673,778	723,193	791,128	891,000	338,376	421,989
売上総利益 Gross Income	利益率 17.0% 109,437	17.0% 109,631	17.9% 120,777	17.4% 125,582	16.2% 127,853	15.8% 140,500	16.7% 56,506	15.2% 64,342
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	55,213	59,463
営業利益 Operating Income	利益率 0.5% 3,040	1.4% 8,772	2.6% 17,576	2.6% 18,466	2.0% 15,446	1.9% 16,500	0.4% 1,292	1.2% 4,879
営業外収益 Other Income	2,535	2,392	2,392	2,744	3,750	3,000	1,880	1,912
営業外費用 Other Expenses	1,844	1,444	2,895	2,517	2,396	2,500	849	1,354
営業外損益 Other Income/Expenses	691	948	△ 502	226	1,353	500	1,031	558
経常利益 Recurring Income	利益率 0.6% 3,731	1.5% 9,721	2.5% 17,073	2.6% 18,692	2.1% 16,800	1.9% 17,000	0.7% 2,324	1.3% 5,437
特別利益 Special Gains	153	7,157	13,920	844	363	700	298	673
特別損失 Special Losses	1,175	38,776	5,931	3,870	1,128	1,200	137	468
特別損益 Special Gains/Losses	△ 1,022	△ 31,618	7,989	△ 3,026	△ 765	△ 500	161	205
当期純利益 Net Income	利益率 0.1% 465	△2.4% △ 15,439	1.5% 9,869	1.1% 8,014	1.4% 10,842	1.0% 9,000	0.4% 1,412	0.7% 2,874

# 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	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
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	2,399	1,531
有価証券の取得／売却	Marketable Securities	△6,763	8,000	47	158	247	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	△3,404	△1,674
無形固定資産の取得／売却	Intangible Fixed Assets	△2,201	△2,078	△1,367	△1,727	△1,848	△689	△576
投資有価証券の取得／売却	Investment Securities	△972	△1,356	△5,570	△2,817	△3,475	△3,024	663
その他	Others	5	△726	1,908	△2,196	1,136	2,454	△279
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	△4,416	△1,865
短期借入金純増減額	Short-term Borrowings	△1,134	△1,267	2,053	△2,095	△5,770	469	2,076
長期借入金純増減額	Long-term Borrowings	△480	△4,874	1,044	△2,496	△5,798	△5,136	1,716
社債純増減額	Bonds	△6,300	-	△1,730	△60	△60	△30	△30
配当金の支払額	Dividends Paid	△1,772	△1,769	△2,029	△2,289	△2,287	△1,144	△1,143
その他	Others	△29	△259	△72	△147	△124	△69	△105
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	△5,909	2,514
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	△53	△433	△297	△87	111	38	△49
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	17,282	△13,384	△6,300	△7,888	2,130
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	55,928	49,628
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	48,040	51,759

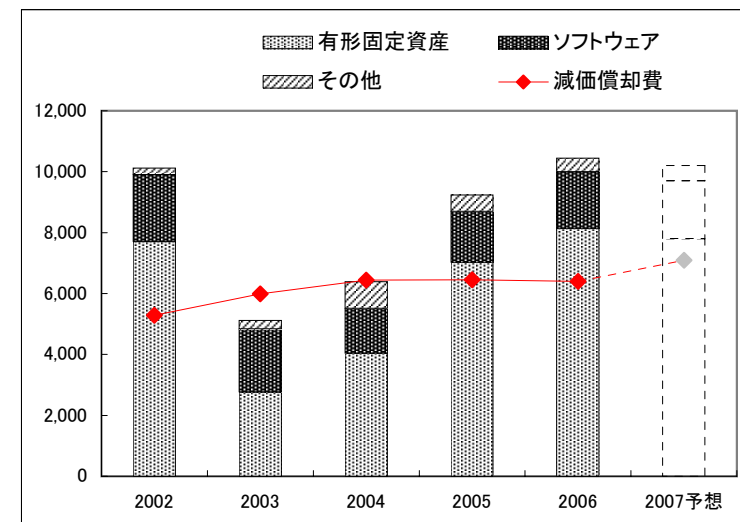
# 設備投資

## Capital Expenditures



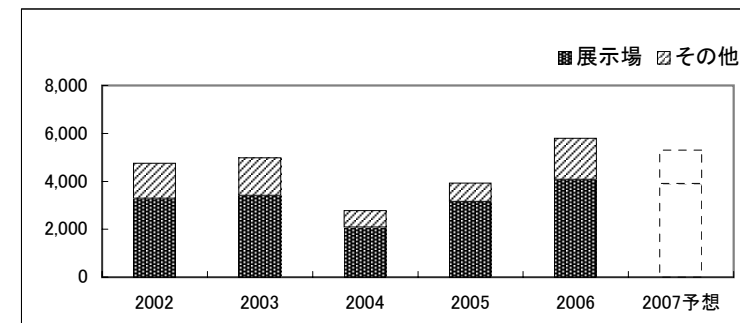
### (資本的支出 Capital Investment)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	(百万円・¥Million)	
							2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
有形固定資産 Tangible fixed assets	7,705	2,761	4,039	7,016	8,132	7,800	3,695	2,374
ソフトウェア Software	2,194	2,077	1,468	1,673	1,857	1,900	698	574
その他 Others	225	283	883	549	454	500	115	246
合計 Total	10,124	5,123	6,391	9,237	10,443	10,200	4,508	3,193
減価償却費 Depreciation	5,289	5,985	6,446	6,452	6,403	7,092	3,167	3,170



### (リース Finance Leases)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	(百万円・¥Million)	
							2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
展示場 Model Houses	3,283	3,412	2,083	3,148	4,069	3,900	2,320	1,726
その他 Others	1,469	1,568	691	783	1,722	1,400	1,509	865
合計 Total	4,753	4,981	2,775	3,930	5,791	5,300	3,829	2,591



# 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	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year	
住友林業 Sumitomo Forestry	金額	283,904	285,443	292,293	287,039	274,958	306,000	145,475	155,253	
	棟数・Unit	9,964	9,902	9,908	9,805	8,890	9,800	4,845	4,962	
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額	11,005	10,427	9,106	8,808	11,561	13,500	5,670	6,534	
	棟数・Unit	448	418	312	289	361	420	190	197	
住友林業システム住宅 Sumitomo Forestry Component House	金額	6,172	5,530	7,357	△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	319,500	151,145	161,788
		棟数・Unit	10,685	10,538	10,529	10,076	9,251	10,220	5,035	5,159
RC造マンション RC Condominium	金額	8,251	8,215	13,590	11,663	8,518	9,500	4,012	3,845	
	戸数・Unit	646	759	1,177	1,064	635	950	327	366	
木造アパート Wooden Apartment	金額	3,501	3,981	3,592	5,825	5,215	8,500	2,662	2,938	
	戸数・Unit	429	468	478	712	653	950	328	364	
集合住宅計 Total - Multiple Dwelling Houses		金額	11,753	12,196	17,182	17,488	13,733	18,000	6,674	6,783
		戸数・Unit	1,075	1,227	1,655	1,776	1,288	1,900	655	730

# 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	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
住友林業 Sumitomo Forestry	金額		290,475	283,798	285,513	289,564	280,312	290,000	127,195	127,273
	棟数・Unit		10,193	9,824	9,817	9,805	9,401	9,300	4,301	4,155
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	11,700	3,751	4,370
	棟数・Unit		445	446	394	279	338	370	125	135
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	301,700	130,946	131,643
		棟数・Unit	10,945	10,493	10,496	10,275	9,739	9,670	4,426	4,290
戸建分譲住宅 Built for Sale Detached Houses		金額	1,253	1,119	973	907	1,421	1,900	403	574
		棟数・Unit	63	59	46	44	68	80	19	28
戸建住宅 計 Total - Detached Houses		金額	309,937	301,362	303,753	303,507	291,955	303,600	131,349	132,217
		棟数・Unit	11,008	10,552	10,542	10,319	9,807	9,750	4,445	4,318
RC造マンション RC Condominium	金額		5,734	7,415	11,086	13,163	6,670	8,400	983	1,148
	戸数・Unit		478	720	856	1,134	461	760	67	83
木造アパート Wooden Apartment	金額		2,922	4,129	3,346	3,534	4,822	6,100	1,173	1,457
	戸数・Unit		344	500	410	437	621	750	144	166
集合住宅計 Total - Multiple Dwelling Houses		金額	8,657	11,545	14,432	16,697	11,492	14,500	2,156	2,606
		戸数・Unit	822	1,220	1,266	1,571	1,082	1,510	211	249
北米住宅事業 ※ Housing Business in the USA		金額	-	-	211	2,048	3,050	6,361	199	2,611
		棟数・Unit	-	-	4	52	56	100	4	41

※ 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

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Reference Data

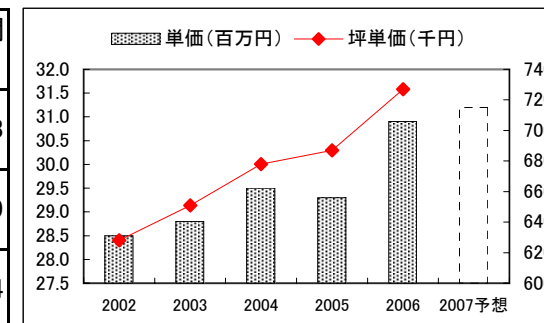
# 戸建注文住宅 1棟当たり平均データ(単体)

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



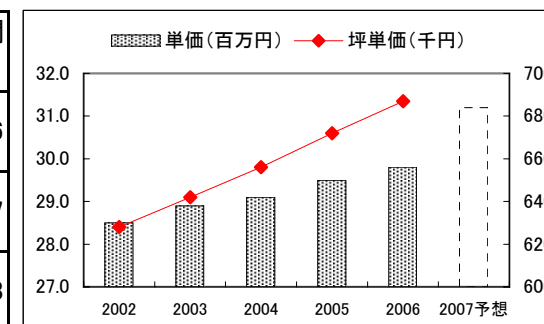
## (受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2007中間 Interim of Fiscal Year
単価(百万円) Orders per Detached House (¥ Million)	28.5	28.8	29.5	29.3	30.9	31.2	31.3
坪単価(千円) Orders per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	628	651	678	687	727	-	739
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	45.4	44.3	43.5	42.6	42.5	-	42.4



## (完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2007中間 Interim of Fiscal Year
単価(百万円) Sales per Detached House (¥ Million)	28.5	28.9	29.1	29.5	29.8	31.2	30.6
坪単価(千円) Sales per Tsubo(≒3.3㎡) of Detached House (¥ Thousand)	628	642	656	672	687	-	707
坪数(坪) Floor Space in Tsubo(≒3.3㎡)	45.4	45.0	44.3	43.9	43.4	-	43.3



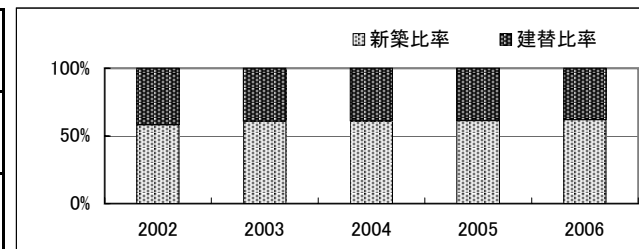


# 戸建注文住宅 参考指標(単体)

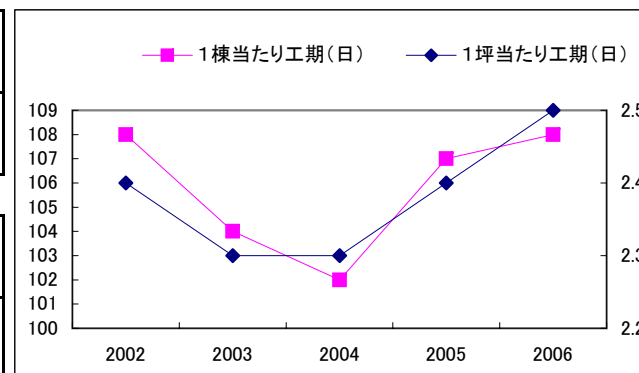
Reference Data of Custom-built Detached House (Non-Consolidated)



Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2007中間 Interim of Fiscal Year
新築比率 Percentage of New Building	58.1%	60.7%	61.0%	61.2%	62.0%	-	60.5%
建替比率 Percentage of Rebuilding	41.9%	39.3%	39.0%	38.8%	38.0%	-	39.5%



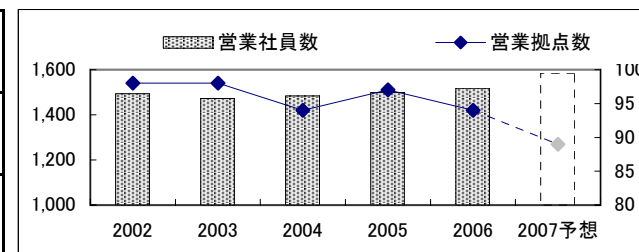
1棟当たり工期(日) Construction Period per House (Days)	108	104	102	107	108	-	109
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.4	2.3	2.3	2.4	2.5	-	2.5



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%	-	0.2%
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%	-	0.6%

\* 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	1,585	1,575
営業拠点数 Number of Sales Offices	98	98	94	97	94	89	89
展示場数 Number of Housing Display Centers	333	305	308	313	324	323	325

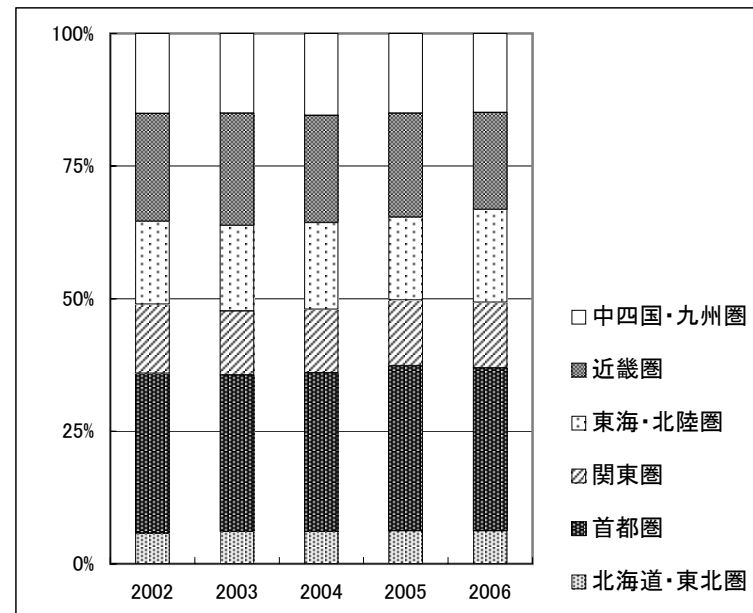


# 戸建注文住宅 地域別受注棟数構成(単体)

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



Fiscal Years Ended March 31	2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
北海道・東北圏 Hokkaido and Tohoku Areas	6%	6%	6%	6%	6%	6%
首都圏 Tokyo Metropolitan Area	30%	29%	30%	31%	31%	30%
関東圏 Kanto Area	13%	12%	12%	12%	12%	11%
東海・北陸圏 Tokai and Hokuriku Areas	16%	16%	16%	16%	18%	19%
近畿圏 Kinki Area	20%	21%	20%	20%	18%	19%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	15%	15%	15%	15%	15%	15%



# 戸建注文住宅 商品別棟数構成(単体)

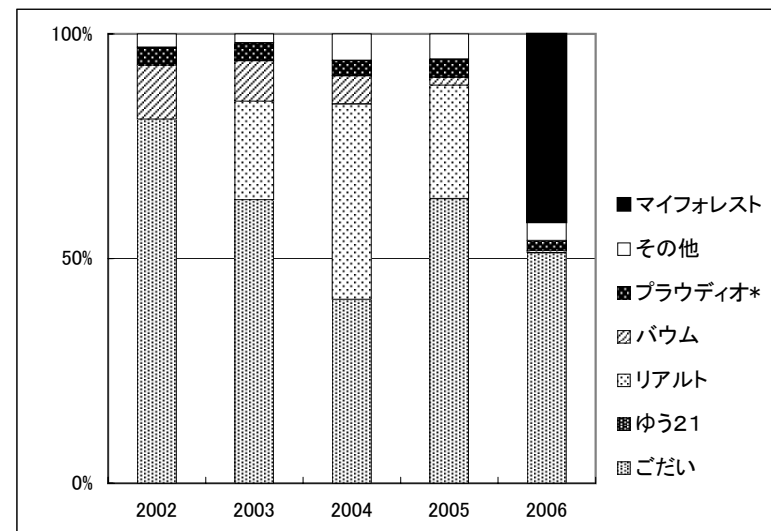
Product Mix for Custom-built Detached Houses (Non-Consolidated)



## (受注ベース Contract Base)

※ Fiscal Years Ended March 31

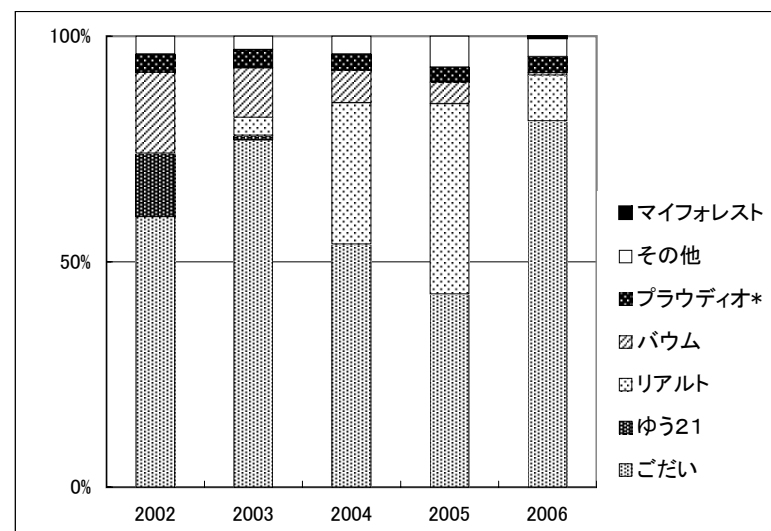
商品名 Product Name	発売時期 Released	2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	-	42%	95%
ごだい GODAI	1999年4月 Apr.1999	81%	63%	41%	63%	51%	-
ゆう21 YOU 21	1995年5月 May.1995	-	-	-	-	-	-
リアルト RIALT	2002年8月 Aug.2002	-	22%	44%	25%	1%	-
バウム BAUM	1998年9月 Sep.1998	12%	9%	6%	2%	-	-
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	4%	3%	4%	2%	4%
その他 Others	-	3%	2%	6%	6%	4%	1%



## (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	2007中間 Interim of Fiscal Year
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	-	1%	52%
ごだい GODAI	1999年4月 Apr.1999	60%	77%	54%	43%	80%	41%
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%	1%
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%	4%
その他 Others	-	4%	3%	4%	7%	4%	4%



\*木造譲家MB含む Inculding "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	2006中間 Interim of Fiscal Year	2007中間 Interim of Fiscal Year
木材 Timber	原木 Logs	国内材 Logs-Domestic	4,043	3,822	3,849	3,806	3,400	1,697	1,715
		輸入材 Logs-Imported	20,816	23,127	19,748	25,024	22,742	10,146	13,540
			24,860	26,950	23,598	28,830	26,142	11,843	15,255
	製材品 Lumber	国内材 Lumber-Domestic	24,434	27,992	29,286	28,827	29,503	15,438	18,129
		輸入材 Lumber-Imported	22,808	27,661	28,680	33,835	34,318	17,352	21,484
			47,242	55,653	57,966	62,663	63,821	32,790	39,613
	その他 Others		1,075	1,276	1,332	1,300	904	499	289
			73,178	83,880	82,897	92,792	90,867	45,132	55,157
建材 Building Materials	パネル Board	国内材 Board-Domestic	17,071	17,202	17,851	17,358	15,840	8,077	17,337
		輸入材 Board-Imported	34,513	35,329	35,390	41,423	43,721	20,468	29,016
			51,584	52,531	53,242	58,781	59,561	28,545	46,353
	一般建材 Building Materials	木質加工建材 Wood Processed Construction Materials	34,896	34,235	34,969	35,107	37,022	18,043	25,607
		窯業建材 Ceramic Construction Materials	23,573	23,023	24,381	24,488	25,011	12,588	29,303
		金属建材 Metal Construction Materials	22,214	22,755	21,419	22,779	23,896	11,592	13,444
		住宅機器 Housing Equipment	24,918	26,326	30,298	33,774	36,879	18,412	21,719
		その他 Others	3,176	2,784	3,228	3,513	3,188	1,669	2,116
			108,779	109,125	114,296	119,662	125,996	62,305	92,189
	イノス INOS Group		9,159	7,505	7,160	7,023	6,868	3,471	3,440
その他 Others				252	167	144	71	10,690	
			169,523	169,163	174,952	185,633	192,569	94,391	152,671
木材・建材計 Total - Timber and Building Materials			242,701	253,043	257,850	278,425	283,437	139,523	207,829

# 木材・建材 市況

## Market Data of Timber and Building Materials

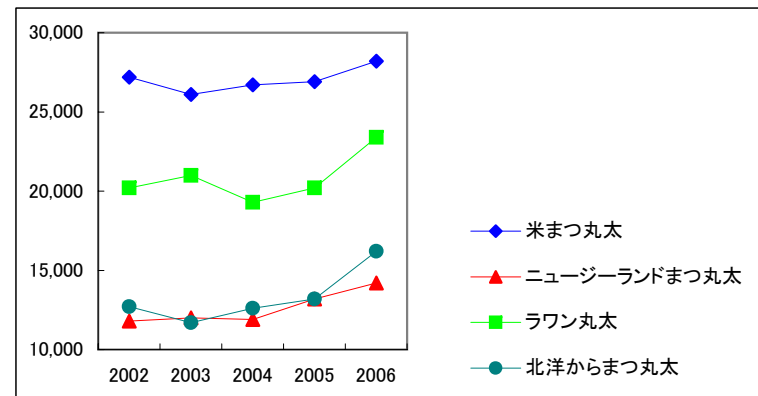


(出典) 農林水産省「木材価格統計表」

### (原木市況 Logs)

(円/㎡・¥/m³)

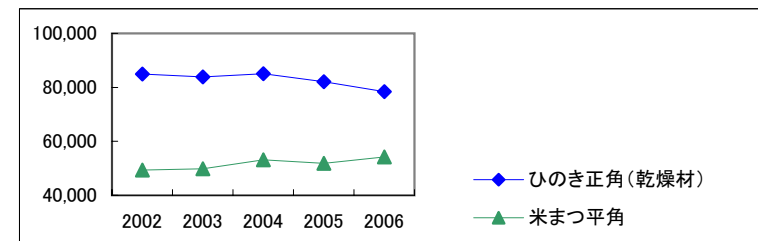
Fiscal Years Ended March 31	2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
米まつ丸太 Douglas Fir	27,200	26,100	26,700	26,900	28,200	28,800
ニュージーランドまつ丸太 Radiata Pine	11,800	12,000	11,900	13,200	14,200	14,500
ラワン丸太 Lauan	20,200	21,000	19,300	20,200	23,400	27,700
北洋からまつ丸太 Larch	12,700	11,700	12,600	13,200	16,200	16,400



### (製材品市況 Lumber)

(円/㎡・¥/m³)

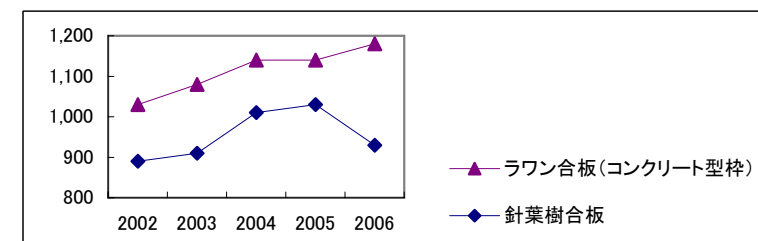
Fiscal Years Ended March 31	2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
ひのき正角(乾燥材) Japanese Cypress, squares (Kiln Dry)	85,000	83,900	85,100	82,100	78,400	80,700
米まつ平角 Douglas Fir, beams	49,400	49,800	53,200	51,800	54,200	58,500



### (合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2002	2003	2004	2005	2006	2007中間 Interim of Fiscal Year
ラワン合板(コンクリート型枠) Hardwood (Concrete Panel)	1,030	1,080	1,140	1,140	1,180	1,570
針葉樹合板 Softwood	890	910	1,010	1,030	930	1,180



# ストック事業の状況

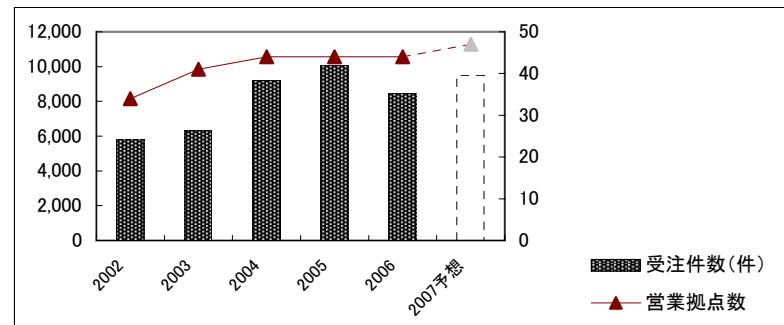
Home Remodeling and Real Estate Brokerage



## (住友林業ホームテック:リフォーム事業 Home Remodeling)

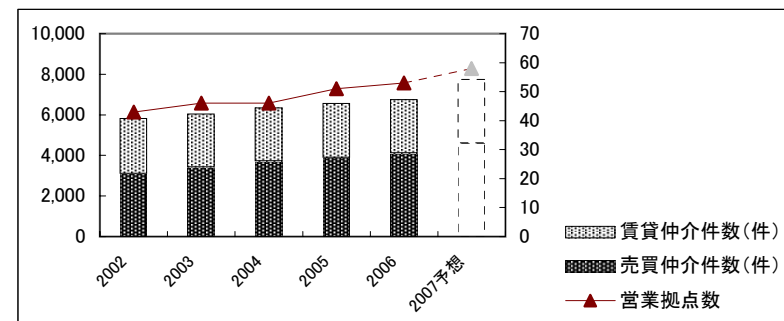
Fiscal Years Ended/Ending March 31	2002	2003	2004	2005	2006	2007予想 Forecast	2007中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	34	41	44	44	44	47	44
受注件数(件) Number of Orders	5,838	6,320	9,207	10,077	8,465	9,500	4,340
住友林業OB比率* (受注金額ベース)	33%	29%	34%	33%	26%	24%	25%

\* 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	2007中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	43	46	46	51	53	58	54
売買仲介件数(件) Number of Brokerage (Sales)	3,107	3,426	3,723	3,896	4,112	4,600	2,054
賃貸仲介件数(件) Number of Brokerage (Rent)	2,716	2,619	2,610	2,667	2,646	3,150	1,315



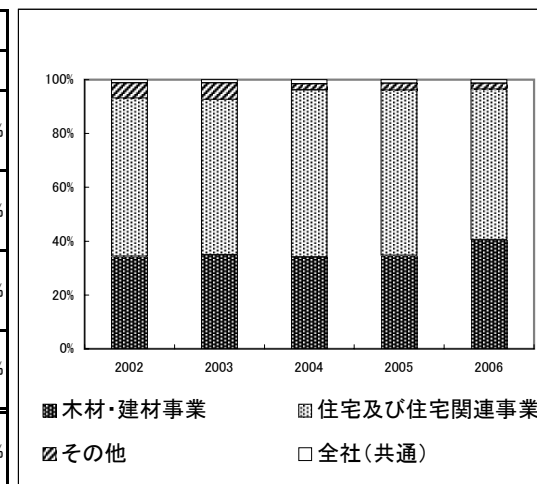
# 人員構成表

## Number of Employees



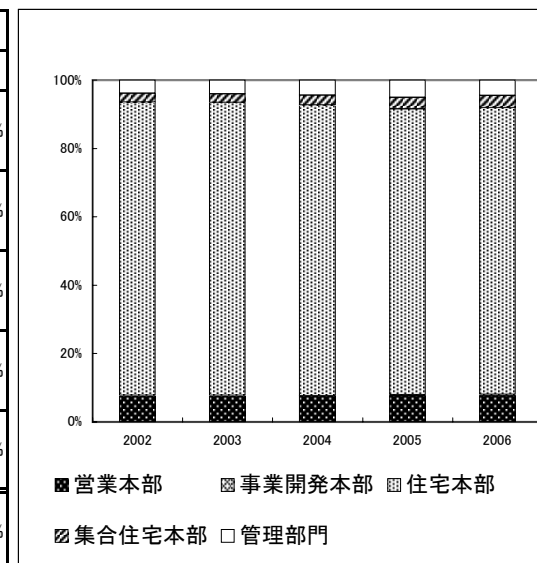
### (連結 Consolidated)

Fiscal Years Ended March 31	2002		2003		2004		2005		2006		2007中間	
		構成比		構成比		構成比		構成比		構成比	Interim of Fiscal Year	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%	4,884	39.5%
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%	7,007	56.7%
その他 Others	571	5.6%	639	6.2%	247	2.4%	266	2.5%	269	2.2%	274	2.2%
全社(共通) Corporate	123	1.2%	127	1.2%	155	1.5%	141	1.3%	153	1.3%	184	1.5%
合計 Total	10,121	100.0%	10,378	100.0%	10,418	100.0%	10,477	100.0%	11,997	100.0%	12,349	100.0%



### (単体 Non-Consolidated)

Fiscal Years Ended March 31	2002		2003		2004		2005		2006		2007中間	
		構成比		構成比		構成比		構成比		構成比	Interim of Fiscal Year	構成比
営業本部 Business Headquarters	349	7.8%	347	7.8%	320	7.6%	324	7.7%	330	7.6%	473	10.2%
事業開発本部 Business Development Headquarters	—	—	—	—	—	—	12	0.3%	16	0.4%	16	0.3%
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%	3,721	80.5%
集合住宅本部 Collective Housing Headquarters	117	2.6%	114	2.6%	121	2.9%	141	3.4%	156	3.6%	163	3.5%
管理部門 Administrative Divisions	179	4.0%	182	4.1%	213	5.1%	193	4.6%	209	4.8%	247	5.3%
合計 Total	4,488	100.0%	4,454	100.0%	4,184	100.0%	4,194	100.0%	4,330	100.0%	4,620	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		2007中間	
		構成比		構成比		構成比		構成比		構成比	Interim of Fiscal Year	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%	62,326	35.5%
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%	42,995	24.5%
外国人 Foreigners	37,056	21.3%	38,531	22.1%	46,125	26.5%	42,983	24.6%	46,947	26.9%	47,851	27.3%
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%	21,156	12.1%
その他 Others	474	0.3%	1,578	0.9%	1,907	1.1%	1,581	0.9%	1,023	0.6%	1,063	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%	175,391	100.0%

