

2007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, 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

Financial Section

新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan

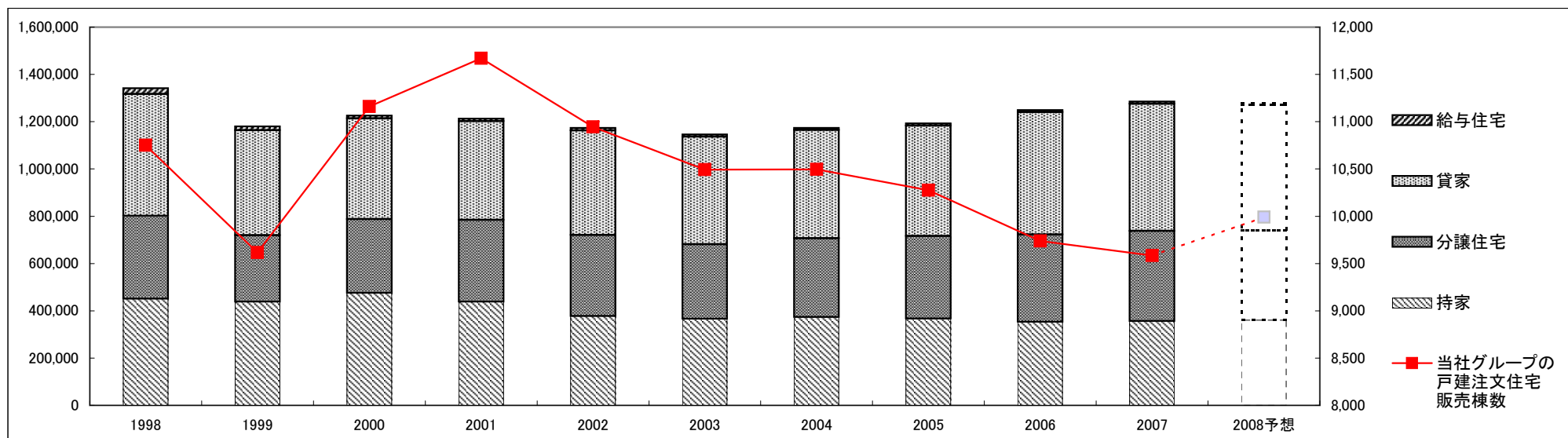


(戸・Units)

Fiscal Years Ended March 31	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008予想 Forecast
持家 Owner-occupied Houses	451,091	438,137	475,632	437,789	377,066	365,507	373,015	367,233	352,577	355,700	360,000
分譲住宅 Built for Sale Houses	350,693	281,845	312,110	346,322	343,918	316,002	333,825	349,044	370,275	382,503	380,000
貸家 Rented Houses	515,838	443,907	426,020	418,200	442,250	454,505	458,708	467,348	517,999	537,943	530,000
給与住宅 Corporate Houses	23,725	15,647	12,445	10,846	9,936	9,539	8,101	9,413	8,515	9,100	10,000
合計 Total	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	1,285,246	1,280,000

当社グループの戸建注文住宅販売棟数 Sumitomo Forestry Group*	10,752	9,615	11,160	11,671	10,945	10,493	10,496	10,275	9,739	9,585	9,990
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	2.38%	2.19%	2.35%	2.67%	2.90%	2.87%	2.81%	2.80%	2.76%	2.69%	2.78%

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



業績の推移

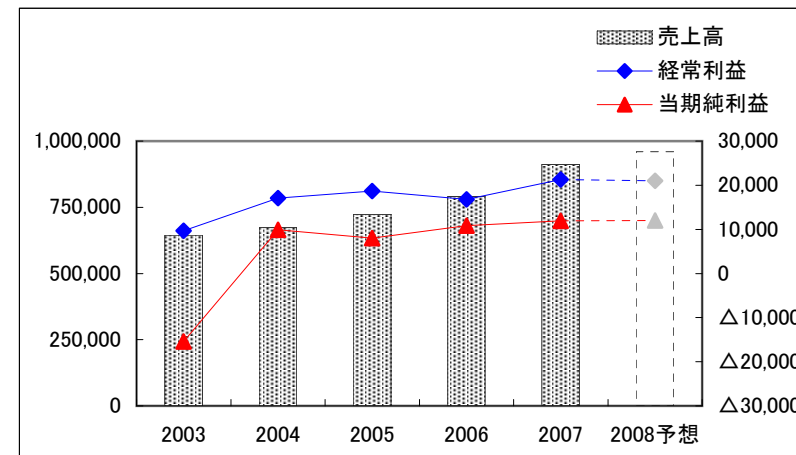
Business Results



(連結 Consolidated)

(百万円・¥Million)

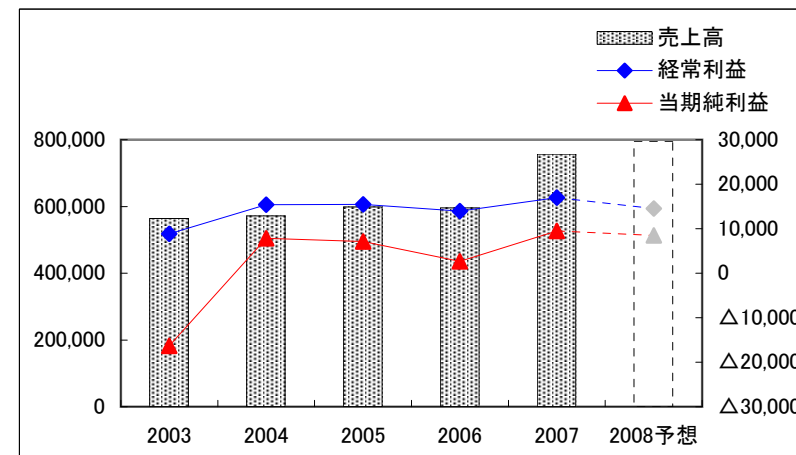
Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
売上高 Net Sales	645,100	673,779	723,193	791,128	911,674	960,000
営業利益 Operating Income	8,772	17,577	18,466	15,446	20,405	20,000
経常利益 Recurring Income	9,721	17,074	18,692	16,800	21,259	21,000
当期純利益 Net Income	△15,439	9,870	8,014	10,842	11,954	12,000



(単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
売上高 Net Sales	564,487	571,275	598,853	595,993	756,743	795,000
営業利益 Operating Income	7,089	14,635	13,991	11,499	14,440	12,000
経常利益 Recurring Income	8,862	15,362	15,477	13,948	17,004	14,500
当期純利益 Net Income	△16,315	7,812	7,136	2,652	9,532	8,500



セグメント業績の推移

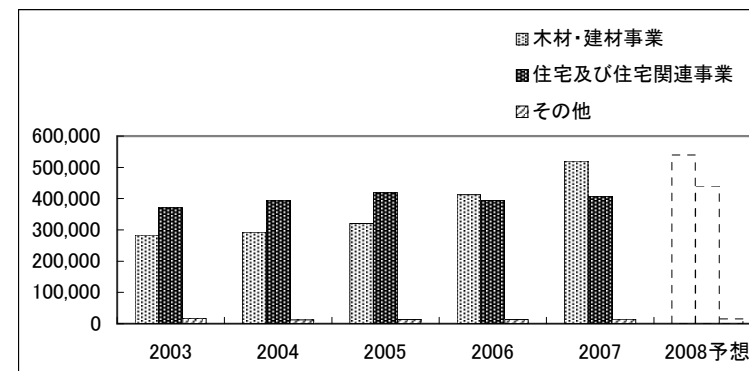
Business Results by Segment



(セグメント別売上高 Sales by Segment)

(百万円・¥Million)

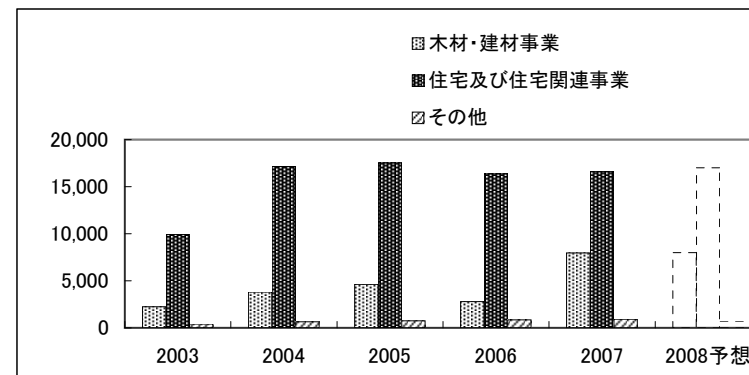
Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
木材・建材事業 Timber & Building Materials	283,517	293,220	320,255	412,182	520,103	540,000
住宅及び住宅関連事業 Housing & Housing-related Businesses	370,421	393,616	418,313	393,868	407,780	440,000
その他 Others	17,882	12,350	13,185	13,549	14,597	15,000
消去又は全社 Elimination and/or Corporate	△26,721	△25,408	△28,560	△28,471	△30,806	△35,000
合計 Total	645,100	673,779	723,193	791,128	911,674	960,000



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

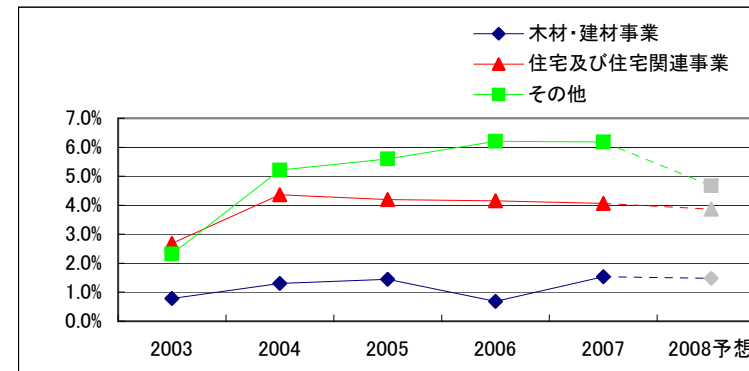
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
木材・建材事業 Timber & Building Materials	2,238	3,813	4,615	2,806	7,967	8,000
住宅及び住宅関連事業 Housing & Housing-related Businesses	9,920	17,150	17,530	16,370	16,586	17,000
その他 Others	415	644	738	841	903	700
消去又は全社 Elimination and/or Corporate	△3,802	△4,030	△4,418	△4,571	△5,051	△5,700
合計 Total	8,772	17,577	18,466	15,446	20,405	20,000



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

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
木材・建材事業 Timber & Building Materials	0.8%	1.3%	1.4%	0.7%	1.5%	1.5%
住宅及び住宅関連事業 Housing & Housing-related Businesses	2.7%	4.4%	4.2%	4.2%	4.1%	3.9%
その他 Others	2.3%	5.2%	5.6%	6.2%	6.2%	4.7%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-
合計 Total	1.4%	2.6%	2.6%	2.0%	2.2%	2.1%



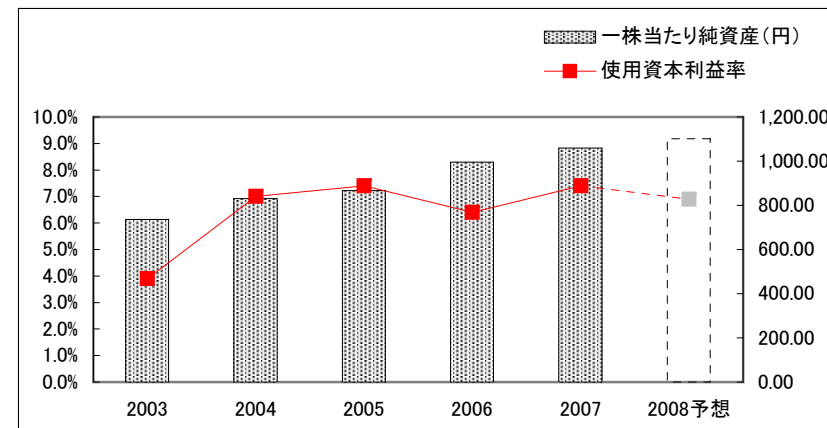
経営指標

Financial Analysis



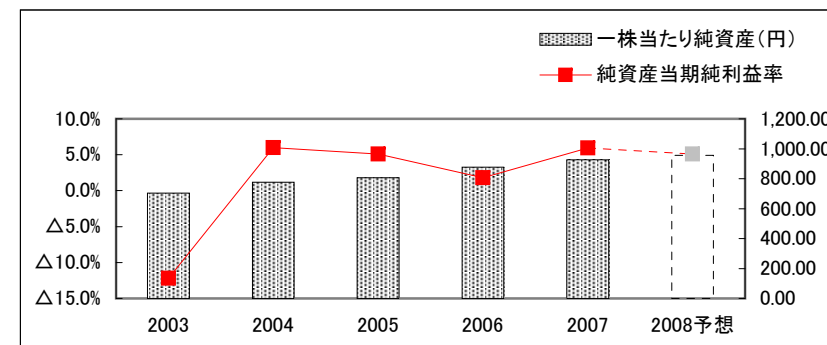
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
純資産当期純利益率 Return on Equity	△11.1%	7.2%	5.4%	6.6%	6.6%	6.2%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	736.42	830.50	866.47	996.03	1,059.20	1,101.09
一株当たり当期純利益(円) Net Income per Share (¥)	△87.53	55.81	45.28	61.28	67.43	67.71
使用資本利益率 Return on Capital Employed	3.9%	7.0%	7.4%	6.4%	7.4%	6.9%



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
純資産当期純利益率 Return on Equity	△12.2%	6.0%	5.1%	1.8%	5.9%	5.1%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	703.18	777.17	805.42	876.50	925.39	955.62
一株当たり当期純利益(円) Net Income per Share (¥)	△92.50	44.13	40.32	14.82	53.76	47.96



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
現金及び預金	Cash and Time Deposits	31,004	29,685	30,169	25,188	44,720	47,385
受取手形及び売掛金	Notes and Accounts Receivable-Trade	83,982	79,956	76,964	85,052	134,880	161,972
完成工事未収入金	Accounts Receivable-Contract	4,802	5,072	4,749	5,269	3,379	5,432
有価証券	Marketable Securities	15,998	22,445	39,356	31,045	5,000	3,000
商品	Finished Goods, Logs and Lumber	12,931	15,527	16,841	19,757	22,413	30,087
販売用不動産	Developed Land and Housing for Sale	5,877	7,155	5,994	10,775	10,071	12,128
未成工事支出金	Land and Housing Projects in Progress	14,217	15,146	16,215	14,171	15,628	16,698
繰延税金資産	Deferred Income Taxes	3,689	7,376	8,322	8,513	7,597	6,179
短期貸付金	Short-term Loans Receivable	27,505	17,359	12,614	9,841	10,478	5,643
未収入金	Other Receivables	46,899	43,219	39,511	36,797	40,747	44,495
その他	Others	4,496	2,712	2,287	2,349	6,430	4,710
貸倒引当金	Allowance for Doubtful Accounts	△445	△608	△828	△692	△913	△657
流動資産	Current Assets	250,959	245,049	252,198	248,066	300,430	337,072
有形固定資産	Tangible Fixed Assets	72,714	63,946	63,135	65,106	73,933	74,050
無形固定資産	Intangible Fixed Assets	6,843	7,341	7,416	6,887	7,107	6,313
投資その他の資産	Investments and Other Assets	35,013	40,984	46,875	50,625	82,722	82,700
固定資産	Non-Current Assets	114,572	112,272	117,426	122,618	163,761	163,064
資産合計	Total Assets	365,531	357,322	369,625	370,684	464,192	500,136

※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	
流動負債	支払手形及び買掛金	Notes and Accounts Payable-Trade	54,386	48,277	50,441	54,919	93,782	103,374
	工事未払金	Accounts Payable-Contract	72,341	68,543	58,545	55,734	60,242	63,766
	短期借入金	Short-term Debt (Bank Loans)	8,608	7,251	9,568	7,291	13,159	16,816
	1年以内償還予定社債	Short-term Debt (Bonds)	-	1,700	60	60	60	160
	未払法人税等	Accrued Income Taxes	627	5,365	7,055	4,197	1,596	4,602
	未成工事受入金	Advances Received from Customers	33,398	33,275	36,718	34,038	36,509	43,433
	賞与引当金 ※	Provision for Employee's Bonuses	6,931	6,274	7,072	7,518	8,078	8,649
	完成工事補償引当金	Provision for Guarantee for After-cost of Construction	575	654	808	1,067	1,323	1,391
	その他	Others	13,523	13,304	15,549	15,560	17,522	18,428
	流動負債	Current Liabilities	190,394	184,645	185,820	180,384	232,273	260,619
固定負債	社債	Long-term Debt (Bonds)	1,700	-	280	220	160	-
	長期借入金	Long-term Debt (Bank Loans)	7,815	7,545	10,020	8,009	8,688	8,763
	繰延税金負債	Deferred Income Taxes	315	1,024	2,040	2,259	15,136	15,400
	退職給付引当金	Provision for Retirement Benefits for Employees	7,470	24,157	11,416	13,915	15,875	12,383
	役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	649	477	763	800	382	364
	その他	Others	9,603	9,544	12,627	11,972	13,228	13,752
固定負債	Long-term Liabilities	27,555	42,750	37,149	37,176	53,469	50,662	
負債の部	Total Liabilities	217,949	227,395	222,969	217,560	285,741	311,281	
株主資本合計	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	26,882
	利益剰余金	Retained Earnings	94,538	77,303	85,148	90,807	99,319	108,919
	自己株式	Treasury Stock	△30	△289	△362	△496	△617	△184
株主資本合計	Total Shareholders' Equity	147,831	130,336	138,108	143,637	152,029	163,288	
評価換算差額等合計	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	22,482
	繰延ヘッジ損益	Deferred Gains or Losses on Hedges	88	143	1	103	120	155
	為替換算調整勘定	Foreign Currency Translation Adjustments	△2,760	△2,255	△811	△380	1,052	1,804
評価換算差額等合計	Valuation and Translation Adjustments	△302	△465	8,161	8,965	23,297	24,441	
少数株主持分	Minority Interest	53	55	385	521	3,124	1,125	
純資産合計	Total Net Assets	147,582	129,926	146,655	153,124	178,450	188,855	
負債、及び純資産合計	Total Liabilities and Total Net Assets	365,531	357,322	369,625	370,684	464,192	500,136	

※賞与引当金には役員賞与引当金83百万円が含まれております。

* Provision for Employee's Bonuses includes

Provision for Employer's Bonuses of 83 million yen.

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	2003	2004	2005	2006	2007	2008予想 Forecast
売上高 Net Sales	645,100	673,779	723,193	791,128	911,674	960,000
売上総利益 Gross Income	利益率 17.0% 109,631	17.9% 120,778	17.4% 125,582	16.2% 127,853	15.5% 141,117	15.6% 150,000
販売費及び一般管理費 Selling, General and Administrative Expenses	100,858	103,201	107,116	112,407	120,711	130,000
営業利益 Operating Income	利益率 1.4% 8,772	2.6% 17,577	2.6% 18,466	2.0% 15,446	2.2% 20,405	2.1% 20,000
営業外収益 Other Income	2,392	2,393	2,744	3,750	4,026	4,000
営業外費用 Other Expenses	1,444	2,896	2,517	2,396	3,172	3,000
営業外損益 Other Income/Expenses	948	△ 503	226	1,353	854	1,000
経常利益 Recurring Income	利益率 1.5% 9,721	2.5% 17,074	2.6% 18,692	2.1% 16,800	2.3% 21,259	2.2% 21,000
特別利益 Special Gains	7,157	13,920	844	363	969	-
特別損失 Special Losses	38,776	5,931	3,870	1,128	1,539	-
特別損益 Special Gains/Losses	△ 31,618	7,989	△ 3,026	△ 765	△ 570	-
当期純利益 Net Income	利益率 △2.4% △ 15,439	1.5% 9,870	1.1% 8,014	1.4% 10,842	1.3% 11,954	1.3% 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		2003	2004	2005	2006	2007
営業活動によるキャッシュ・フロー	Cash Flows from Operating Activities	19,734	25,962	6,685	16,626	7,084
有価証券の取得／売却	Marketable Securities	8,000	48	158	247	-
有形固定資産の取得／売却	Tangible Fixed Assets	△1,811	△2,664	△6,313	△5,058	△3,937
無形固定資産の取得／売却	Intangible Fixed Assets	△2,078	△1,367	△1,727	△1,848	△1,568
投資有価証券の取得／売却	Investment Securities	△1,356	△5,571	△2,817	△3,475	△849
その他	Others	△726	1,908	△2,196	1,136	△748
投資活動によるキャッシュ・フロー	Cash Flows from Investment Activities	2,026	△7,646	△12,895	△8,998	△7,102
短期借入金純増減額	Short-term Borrowings	△1,267	2,053	△2,095	△5,770	3,031
長期借入金純増減額	Long-term Borrowings	△4,874	1,045	△2,496	△5,798	169
社債純増減額	Bonds	-	△1,730	△60	△60	△60
配当金の支払額	Dividends Paid	△1,769	△2,030	△2,289	△2,287	△2,295
その他	Others	△259	△73	△147	△124	△180
財務活動によるキャッシュ・フロー	Cash Flows from Financing Activities	△8,171	△735	△7,087	△14,039	665
現金及び現金同等物に係る換算差額	Effect of Exchange Rate Changes	△433	△298	△87	111	35
現金及び現金同等物の増減額	Net Increase(Decrease) in Cash and Cash Equivalents	13,156	17,283	△13,384	△6,300	682
現金及び現金同等物の期首残高	Cash and Cash Equivalents at the Beginning of the Year	38,873	52,029	69,312	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	52,029	69,312	55,928	49,628	50,311

設備投資

Capital Expenditures

(資本的支出 Capital Investment)

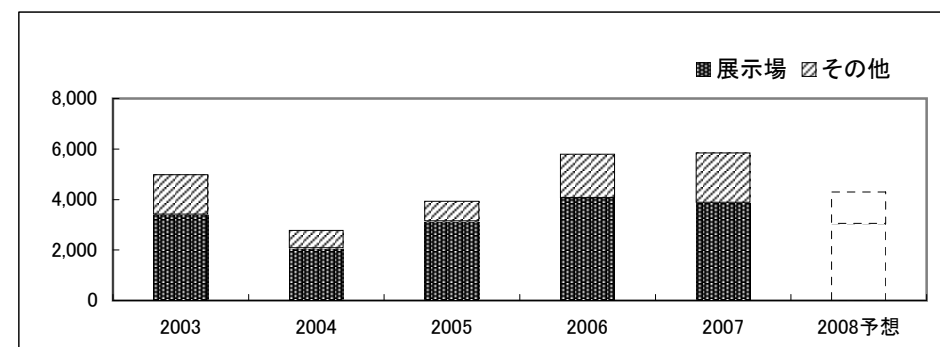
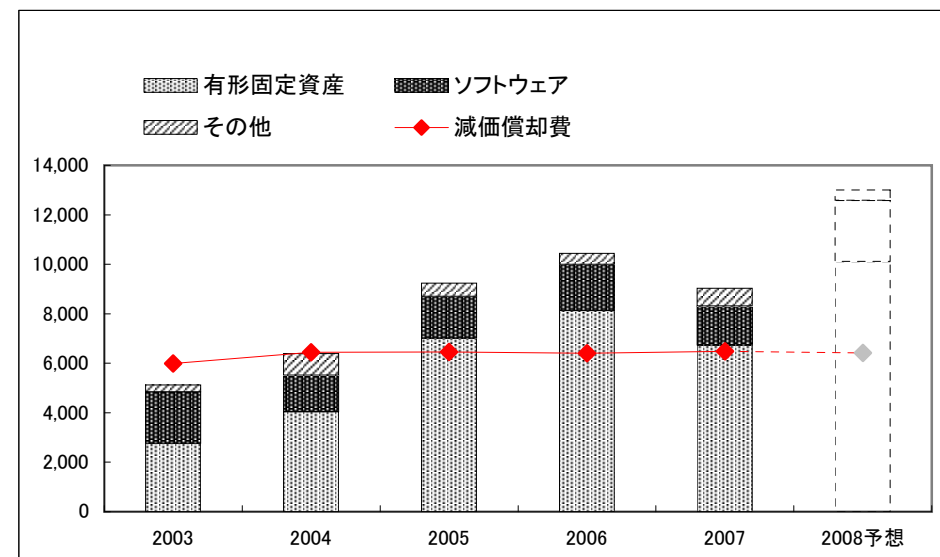
(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
有形固定資産 Tangible fixed assets	2,761	4,040	7,016	8,132	6,724	10,103
ソフトウェア Software	2,077	1,468	1,673	1,857	1,581	2,468
その他 Others	283	883	549	454	721	429
合計 Total	5,123	6,392	9,237	10,443	9,026	13,000

減価償却費 Depreciation	5,985	6,447	6,452	6,403	6,476	6,421
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(リース Finance Leases)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
展示場 Model Houses	3,412	2,083	3,148	4,069	3,885	3,037
その他 Others	1,568	692	783	1,722	1,960	1,262
合計 Total	4,981	2,775	3,930	5,791	5,845	4,300



受注の状況

The State of Orders



(百万円・¥Million)

Fiscal Years Ended/Ending March 31		2003	2004	2005	2006	2007	2008予想 Forecast
住友林業 Sumitomo Forestry	金額	285,443	292,294	287,039	274,958	296,237	309,000
	棟数・Unit	9,902	9,908	9,805	8,890	9,376	9,900
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額	10,427	9,107	8,808	11,561	11,782	14,500
	棟数・Unit	418	312	289	361	375	450
住友林業システム住宅 Sumitomo Forestry Component House	金額	5,530	7,358	△90	-	-	-
	棟数・Unit	218	309	△18	-	-	-
戸建注文住宅 計 Total - Custom-built Detached Houses	金額	301,402	308,758	295,757	286,519	308,019	323,500
	棟数・Unit	10,538	10,529	10,076	9,251	9,751	10,350
RC造マンション RC Condominium	金額	8,215	13,590	11,663	8,518	9,136	8,400
	戸数・Unit	759	1,177	1,064	635	735	760
木造アパート Wooden Apartment	金額	3,981	3,592	5,825	5,215	5,588	9,600
	戸数・Unit	468	478	712	653	720	1,280
集合住宅計 Total - Multiple Dwelling Houses	金額	12,196	17,183	17,488	13,733	14,723	18,000
	戸数・Unit	1,227	1,655	1,776	1,288	1,455	2,040

販売の状況

The State of Sales



(百万円・¥Million)

Fiscal Years Ended/Ending March 31			2003	2004	2005	2006	2007	2008予想 Forecast
住友林業 Sumitomo Forestry	金額		283,798	285,513	289,564	280,312	285,255	304,000
	棟数・Unit		9,824	9,817	9,805	9,401	9,246	9,600
住友林業ツーバイフォー Sumitomo Forestry Two-By-Four Homes	金額		10,905	10,297	8,325	10,222	11,087	12,500
	棟数・Unit		446	394	279	338	339	390
住友林業システム住宅 Sumitomo Forestry Component House	金額		5,538	6,970	4,711	-	-	-
	棟数・Unit		223	285	191	-	-	-
戸建注文住宅 計 Total - Custom-built Detached Houses	金額		300,242	302,780	302,600	290,534	296,342	316,500
	棟数・Unit		10,493	10,496	10,275	9,739	9,585	9,990
戸建分譲住宅 Built for Sale Detached Houses	金額		1,119	973	907	1,421	1,288	3,600
	棟数・Unit		59	46	44	68	60	155
戸建住宅 計 Total - Detached Houses	金額		301,362	303,753	303,507	291,955	297,630	320,100
	棟数・Unit		10,552	10,542	10,319	9,807	9,645	10,145
RC造マンション RC Condominium	金額		7,415	11,086	13,163	6,670	7,972	9,000
	戸数・Unit		720	856	1,134	461	707	770
木造アパート Wooden Apartment	金額		4,129	3,346	3,534	4,822	5,940	5,600
	戸数・Unit		500	410	437	621	738	740
集合住宅計 Total - Multiple Dwelling Houses	金額		11,545	14,432	16,697	11,492	13,913	14,600
	戸数・Unit		1,220	1,266	1,571	1,082	1,445	1,510
北米住宅事業 ※ Housing Business in the USA	金額		-	211	2,048	3,050	6,829	6,971
	棟数・Unit		-	4	52	56	99	90

※ 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

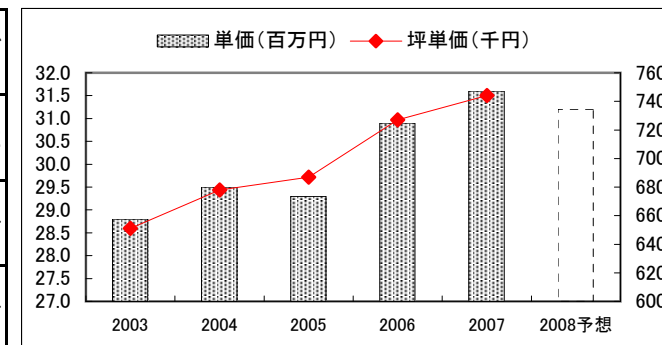
戸建注文住宅 1棟当たり平均データ(単体)

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



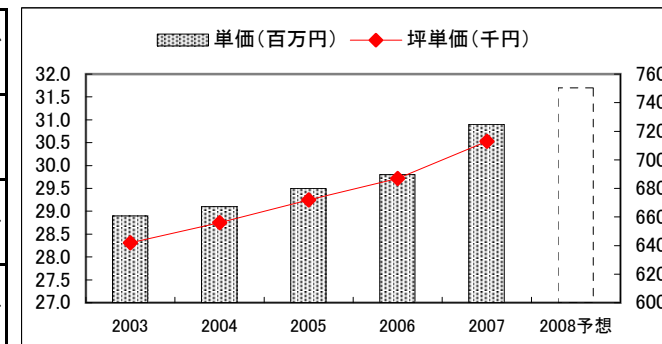
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
単価(百万円) Orders per Detached House (¥ Million)	28.8	29.5	29.3	30.9	31.6	31.2
坪単価(千円) Orders per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	651	678	687	727	744	-
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	44.3	43.5	42.6	42.5	42.4	-



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
単価(百万円) Sales per Detached House (¥ Million)	28.9	29.1	29.5	29.8	30.9	31.7
坪単価(千円) Sales per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	642	656	672	687	713	-
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	45.0	44.3	43.9	43.4	43.3	-

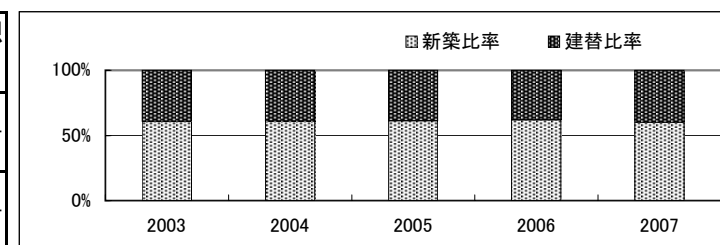


戸建注文住宅 参考指標(単体)

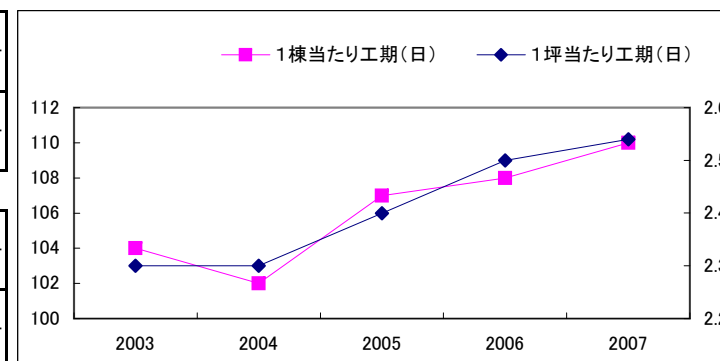
Reference Data of Custom-built Detached House (Non-Consolidated)



Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
新築比率 Percentage of New Building	60.7%	61.0%	61.2%	62.0%	60.0%	-
建替比率 Percentage of Rebuilding	39.3%	39.0%	38.8%	38.0%	40.0%	-



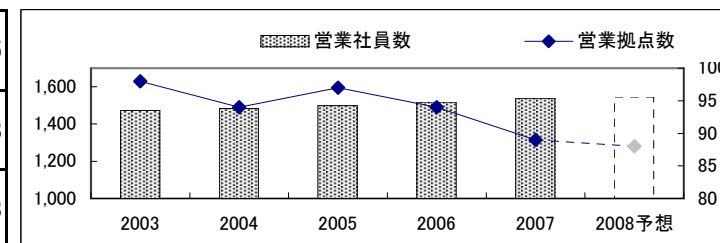
1棟当たり工期(日) Construction Period per House (Days)	104	102	107	108	110	-
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.3	2.3	2.4	2.5	2.5	-



住宅金融公庫利用率(金額ベース)※ Percentage of Use of Housing Loan Corporation Finance *	6.0%	3.8%	0.9%	0.5%	0.4%	-
住宅金融公庫利用率(棟数ベース)※ Percentage of Use of Housing Loan Corporation Finance **	11.0%	7.6%	1.9%	0.9%	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	1,473	1,483	1,499	1,518	1,538	1,545
営業拠点数 Number of Sales Offices	98	94	97	94	89	88
展示場数 Number of Housing Display Centers	305	308	313	324	318	323

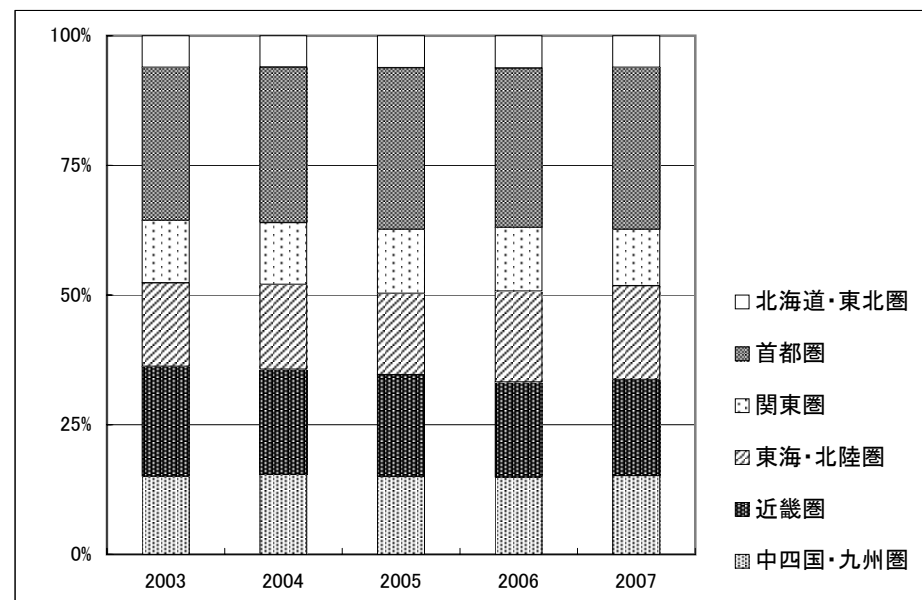


戸建注文住宅 地域別受注棟数構成(単体)

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



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

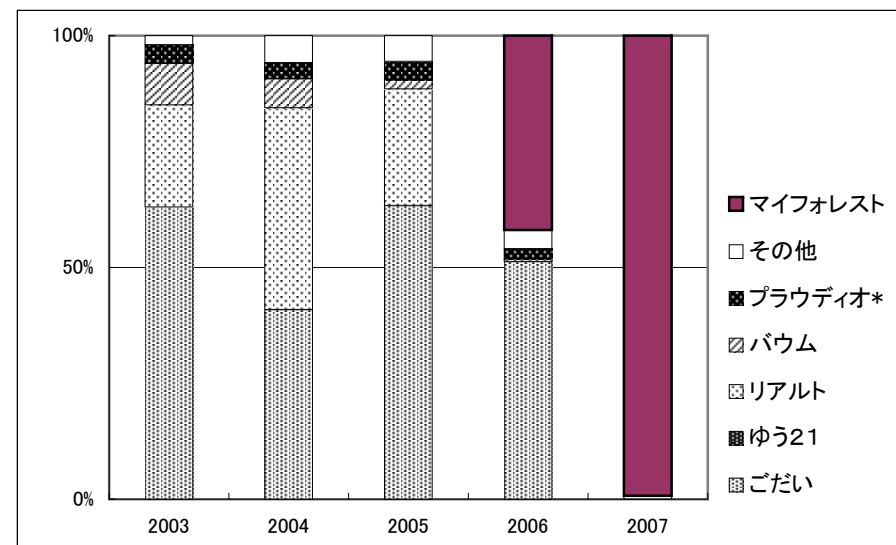


(受注ベース Contract Base)

※ Fiscal Years Ended March 31 ded March 31

商品名 Product Name	発売時期 Released	2003	2004	2005	2006	2007
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	42%	99%
ごだい GODAI	1999年4月 Apr.1999	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	9%	6%	2%	-	-
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	3%	4%	2%	-
その他 Others	-	2%	6%	6%	4%	1%

*木造讃家MB含む Including "MOKUZO SANKA MB"

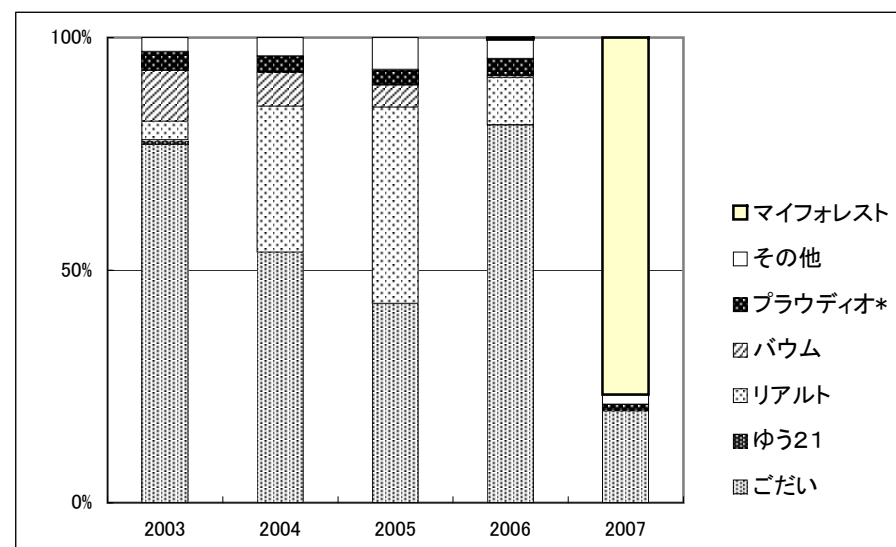


(完工ベース Delivered Base)

※ Fiscal Years Ended March 31 ded March 31

商品名 Product Name	発売時期 Released	2003	2004	2005	2006	2007
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	1%	77%
ごだい GODAI	1999年4月 Apr.1999	77%	54%	43%	80%	20%
ゆう21 YOU 21	1995年5月 May.1995	1%	-	-	-	-
リアルト RIALT	2002年8月 Aug.2002	4%	31%	42%	10%	0%
バウム BAUM	1998年9月 Sep.1998	11%	7%	5%	1%	-
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	4%	3%	4%	1%
その他 Others	-	3%	4%	7%	4%	2%

*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			2003	2004	2005	2006	2007
木材 Timber	原木 Logs	国内材 Logs-Domestic	3,822	3,850	3,806	3,400	3,574
		輸入材 Logs-Imported	23,127	19,748	25,024	22,742	28,859
			26,950	23,598	28,830	26,142	32,433
	製材品 Lumber	国内材 Lumber-Domestic	27,992	29,286	28,827	29,503	35,957
		輸入材 Lumber-Imported	27,661	28,681	33,835	34,318	45,264
			55,653	57,967	62,663	63,821	81,221
	その他 Others		1,276	1,333	1,300	904	527
			83,880	82,898	92,792	90,867	114,182
建材 Building Materials	パネル Board	国内材 Board-Domestic	17,202	17,851	17,358	15,840	36,084
		輸入材 Board-Imported	35,329	35,391	41,423	43,721	64,329
			52,531	53,242	58,781	59,561	100,414
	一般建材 Building Materials	木質加工建材 Wood Processed Construction Materials	34,235	34,970	35,107	37,022	52,905
		窯業建材 Ceramic Construction Materials	23,023	24,381	24,488	25,011	59,973
		金属建材 Metal Construction Materials	22,755	21,420	22,779	23,896	27,703
		住宅機器 Housing Equipment	26,326	30,298	33,774	36,879	44,814
		その他 Others	2,784	3,228	3,513	3,188	4,427
			109,125	114,297	119,662	125,996	189,822
	イノス INOS Group		7,505	7,161	7,023	6,868	7,062
その他 Others			253	167	144	24,405	
			169,163	174,953	185,633	192,569	321,702
木材・建材計 Total - Timber and Building Materials			253,043	257,850	278,425	283,437	435,884

木材・建材 市況

Market Data of Timber and Building Materials

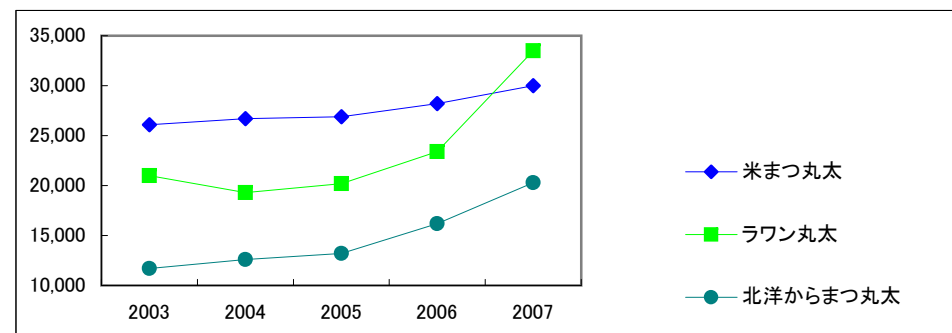


(出典)農林水産省「木材価格統計表」ほか

(原木市況 Logs)

(円/㎡・¥/㎡)

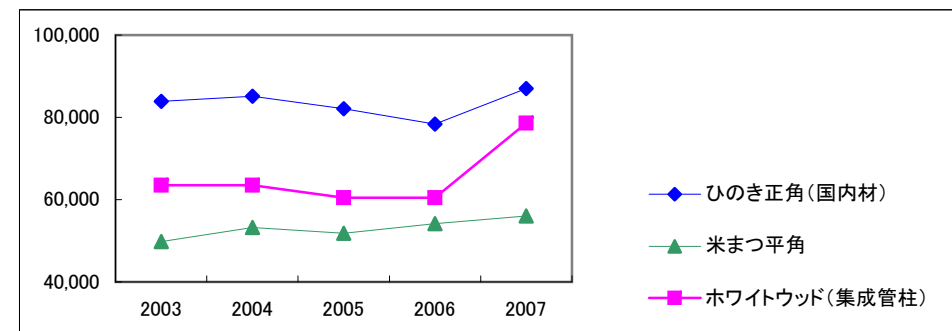
Fiscal Years Ended March 31	2003	2004	2005	2006	2007
米まつ丸太 Douglas Fir	26,100	26,700	26,900	28,200	30,000
ラワン丸太 Lauan	21,000	19,300	20,200	23,400	33,500
北洋からまつ丸太 Larch	11,700	12,600	13,200	16,200	20,300



(製材品市況 Lumber)

(円/㎡・¥/㎡)

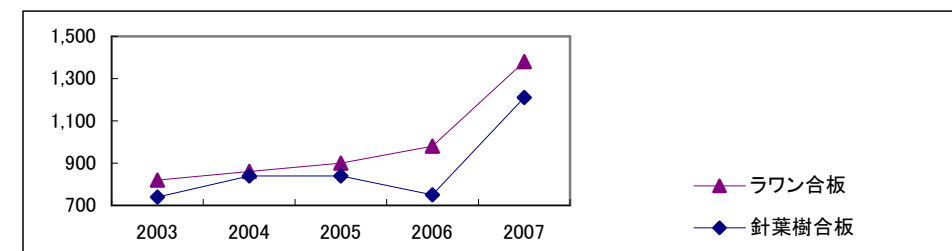
Fiscal Years Ended March 31	2003	2004	2005	2006	2007
ひのき正角(国内材) Japanese Cypress, squares (Domestic)	83,900	85,100	82,100	78,400	87,000
米まつ平角 Douglas Fir, slabs	49,800	53,200	51,800	54,200	56,000
ホワイトウッド(集成管柱) White Wood	63,500	63,500	60,500	60,500	78,600



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2003	2004	2005	2006	2007
ラワン合板 Hardwood	820	860	900	980	1,380
針葉樹合板 Softwood	740	840	840	750	1,210



※合板価格については、日経商品指数17種の数値としている。

ストック事業の状況

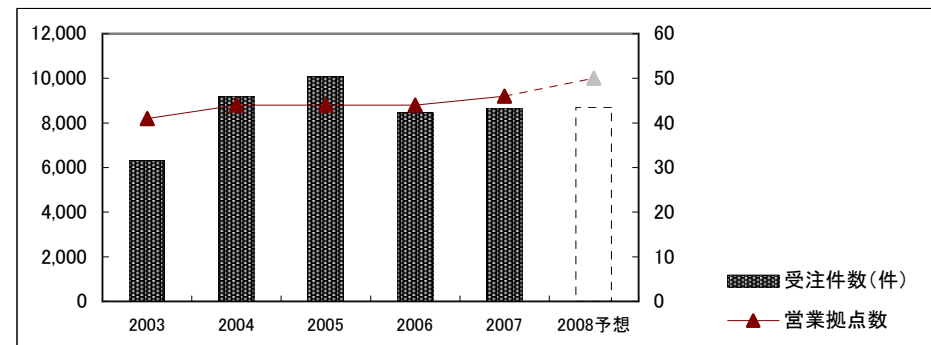
Home Remodeling and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Home Remodeling)

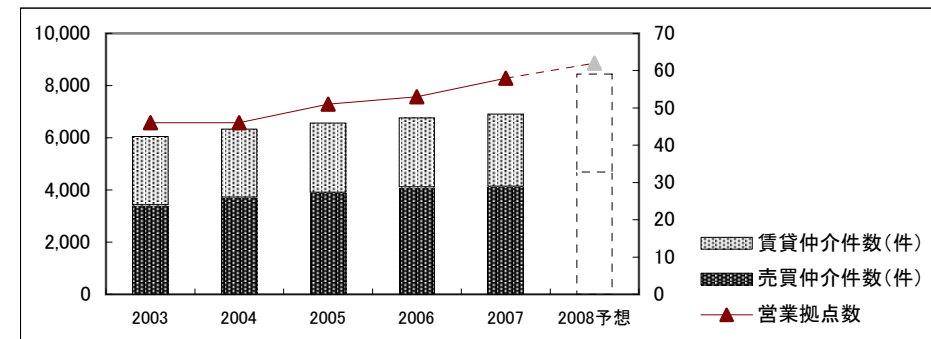
Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast
営業拠点数 Number of Sales Offices	41	44	44	44	46	50
受注件数(件) Number of Orders	6,320	9,207	10,077	8,465	8,670	8,700
住友林業OB比率* (受注金額ベース)	29%	34%	33%	26%	24%	23%

* 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	2003	2004	2005	2006	2007	2008予想 Forecast
営業拠点数 Number of Sales Offices	46	46	51	53	58	62
売買仲介件数(件) Number of Brokerage (Sales)	3,426	3,723	3,896	4,112	4,134	4,670
賃貸仲介件数(件) Number of Brokerage (Rent)	2,619	2,610	2,667	2,646	2,775	3,774



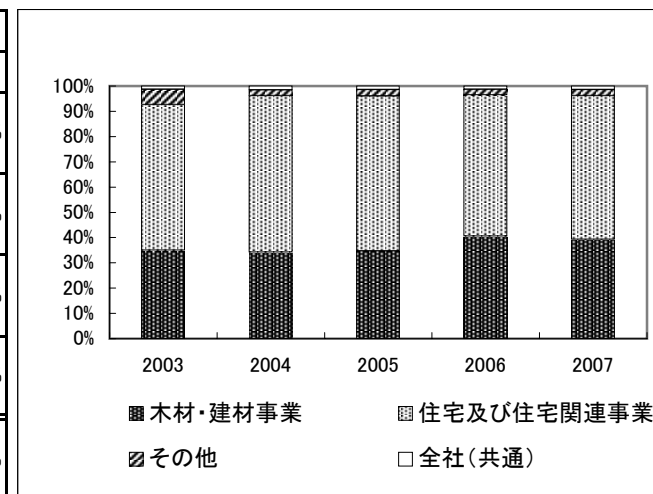
人員構成表

Number of Employees



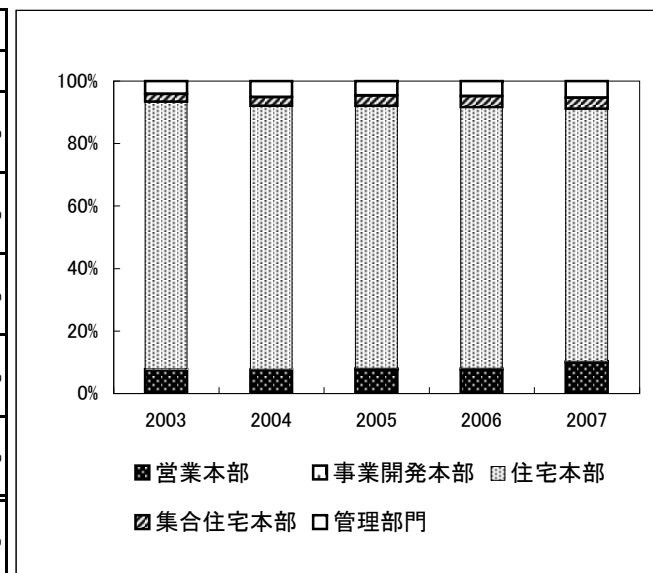
(連結 Consolidated)

Fiscal Years Ended March 31	2003		2004		2005		2006		2007	
		構成比		構成比		構成比		構成比		構成比
木材・建材事業 Timber & Building Materials	3,627	34.9%	3,560	34.2%	3,633	34.7%	4,865	40.6%	4,812	39.3%
住宅及び住宅関連事業 Housing & Housing-related Businesses	5,985	57.7%	6,456	62.0%	6,437	61.4%	6,710	55.9%	6,988	57.0%
その他 Others	639	6.2%	247	2.4%	266	2.5%	269	2.2%	281	2.3%
全社(共通) Corporate	127	1.2%	155	1.5%	141	1.3%	153	1.3%	178	1.5%
合計 Total	10,378	100.0%	10,418	100.0%	10,477	100.0%	11,997	100.0%	12,259	100.0%



(単体 Non-Consolidated)

Fiscal Years Ended March 31	2003		2004		2005		2006		2007	
		構成比		構成比		構成比		構成比		構成比
営業本部 Business Headquarters	347	7.8%	320	7.6%	324	7.7%	330	7.6%	452	9.9%
事業開発本部 Business Development Headquarters	-	-	-	-	12	0.3%	16	0.4%	15	0.3%
住宅本部 Housing Headquarters	3,811	85.6%	3,530	84.4%	3,524	84.0%	3,619	83.6%	3,680	80.8%
集合住宅本部 Collective Housing Headquarters	114	2.6%	121	2.9%	141	3.4%	156	3.6%	162	3.6%
管理部門 Administrative Divisions	182	4.1%	213	5.1%	193	4.6%	209	4.8%	244	5.4%
合計 Total	4,454	100.0%	4,184	100.0%	4,194	100.0%	4,330	100.0%	4,553	100.0%



株式分布状況表

The State of Share Distribution



(千株・Thousand Shares)

Fiscal Years Ended March 31	2003		2004		2005		2006		2007	
		構成比		構成比		構成比		構成比		構成比
金融機関 Financial Institutions	64,080	36.8%	65,096	37.3%	68,063	39.0%	62,330	35.7%	57,672	32.9%
その他法人 Other Companies	38,370	22.0%	34,689	19.9%	39,473	22.6%	41,814	24.0%	43,155	24.6%
外国人 Foreigners	38,531	22.1%	46,125	26.5%	42,983	24.6%	46,947	26.9%	51,815	29.5%
個人・その他 Individuals and Others	31,643	18.2%	26,487	15.2%	22,335	12.8%	22,438	12.9%	20,454	11.7%
その他 Others	1,578	0.9%	1,907	1.1%	1,581	0.9%	1,023	0.6%	2,350	1.3%
合計 Total	174,202	100.0%	174,304	100.0%	174,435	100.0%	174,552	100.0%	175,446	100.0%

