

2008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, 2008

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

Financial Section

新設住宅着工戸数の推移

Numbers of New Housing Starts in Japan

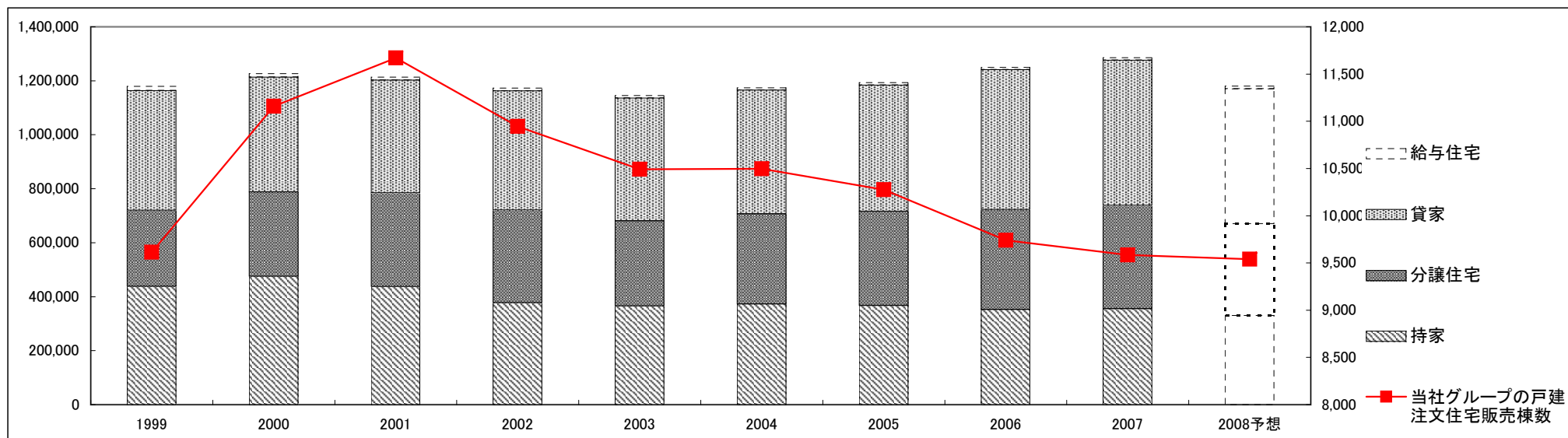


(戸・Units)

Fiscal Years Ended March 31	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008予想 Forecast	2008中間 Interim of Fiscal Year
持家 Owner-occupied Houses	438,137	475,632	437,789	377,066	365,507	373,015	367,233	352,577	355,700	330,000	162,831
分譲住宅 Built for Sale Houses	281,845	312,110	346,322	343,918	316,002	333,825	349,044	370,275	382,503	340,000	146,215
貸家 Rented Houses	443,907	426,020	418,200	442,250	454,505	458,708	467,348	517,999	537,943	500,000	217,578
給与住宅 Corporate Houses	15,647	12,445	10,846	9,936	9,539	8,101	9,413	8,515	9,100	10,000	6,664
合計 Total	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	1,180,000	533,288

当社グループの戸建注文住宅販売棟数 Sumitomo Forestry *	9,615	11,160	11,671	10,945	10,493	10,496	10,275	9,739	9,585	9,540	4,374
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	2.19%	2.35%	2.67%	2.90%	2.87%	2.81%	2.80%	2.76%	2.69%	2.89%	2.69%

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



業績の推移

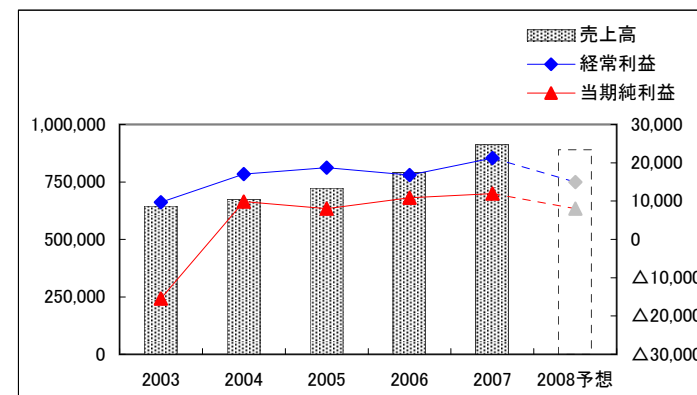
Business Results



(連結 Consolidated)

(百万円・¥Million)

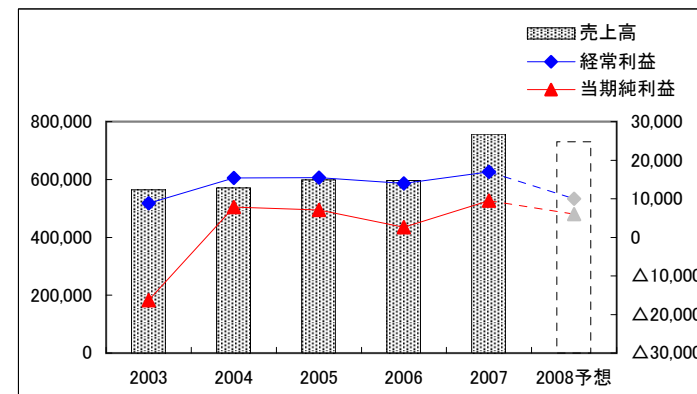
Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
売上高 Net Sales	645,100	673,779	723,193	791,128	911,674	890,000	421,989	430,342
営業利益 Operating Income	8,772	17,577	18,466	15,446	20,405	14,000	4,879	2,753
経常利益 Recurring Income	9,721	17,074	18,692	16,800	21,259	15,000	5,437	3,365
当期純利益 Net Income	△15,439	9,870	8,014	10,842	11,954	8,000	2,874	894



(単体 Non-Consolidated)

(百万円・¥Million)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
売上高 Net Sales	564,487	571,275	598,853	595,993	756,743	730,000	347,817	357,320
営業利益 Operating Income	7,089	14,635	13,991	11,499	14,440	7,000	3,662	1,072
経常利益 Recurring Income	8,862	15,362	15,477	13,948	17,004	10,000	5,417	3,183
当期純利益 Net Income	△16,315	7,812	7,136	2,652	9,532	6,000	3,085	1,945



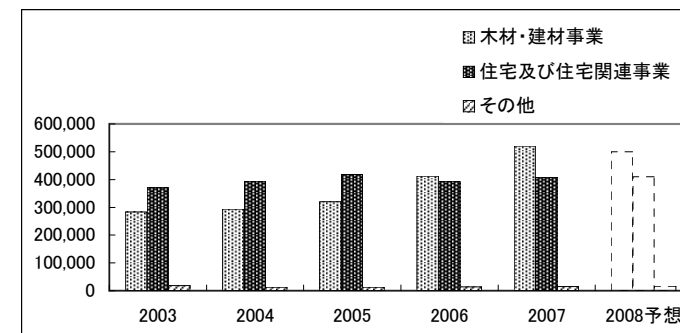
セグメント業績の推移

Business Results by Segment



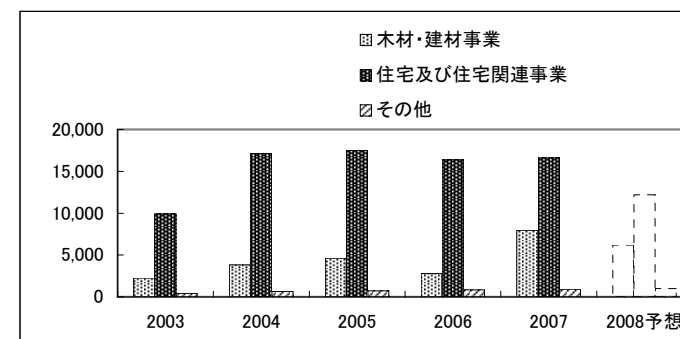
(セグメント別売上高 Sales by Segment)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	(百万円・¥Million)	
							2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	283,517	293,220	320,255	412,182	520,103	500,000	248,347	250,329
住宅及び住宅関連事業 Housing & Housing-related Businesses	370,421	393,616	418,313	393,868	407,780	410,000	180,974	187,898
その他 Others	17,882	12,350	13,185	13,549	14,597	16,000	7,210	7,974
消去又は全社 Elimination and/or Corporate	△26,721	△25,408	△28,560	△28,471	△30,806	△36,000	△14,542	△15,859
合計 Total	645,100	673,779	723,193	791,128	911,674	890,000	421,989	430,342



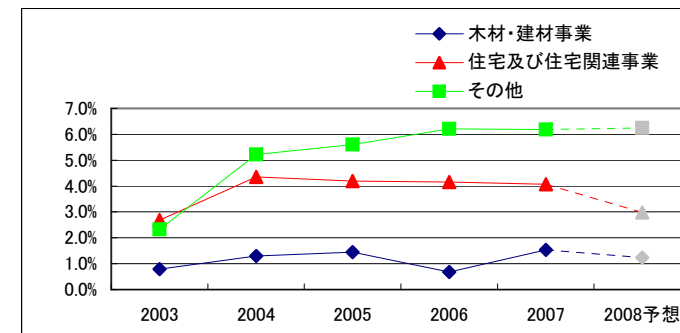
(セグメント別営業利益 Operating Income by Segment)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	(百万円・¥Million)	
							2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	2,238	3,813	4,615	2,806	7,967	6,200	3,289	2,350
住宅及び住宅関連事業 Housing & Housing-related Businesses	9,920	17,150	17,530	16,370	16,586	12,200	3,450	1,860
その他 Others	415	644	738	841	903	1,000	455	480
消去又は全社 Elimination and/or Corporate	△3,802	△4,030	△4,418	△4,751	△5,051	△5,400	△2,314	△1,938
合計 Total	8,772	17,577	18,466	15,446	20,405	14,000	4,879	2,753



(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	2007中間 Interim of Fiscal Year	
							2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
木材・建材事業 Timber & Building Materials	0.8%	1.3%	1.4%	0.7%	1.5%	1.2%	1.3%	0.9%
住宅及び住宅関連事業 Housing & Housing-related Businesses	2.7%	4.4%	4.2%	4.2%	4.1%	3.0%	1.9%	1.0%
その他 Others	2.3%	5.2%	5.6%	6.2%	6.2%	6.3%	6.3%	6.0%
消去又は全社 Elimination and/or Corporate	-	-	-	-	-	-	-	-
合計 Total	1.4%	2.6%	2.6%	2.0%	2.2%	1.6%	1.2%	0.6%



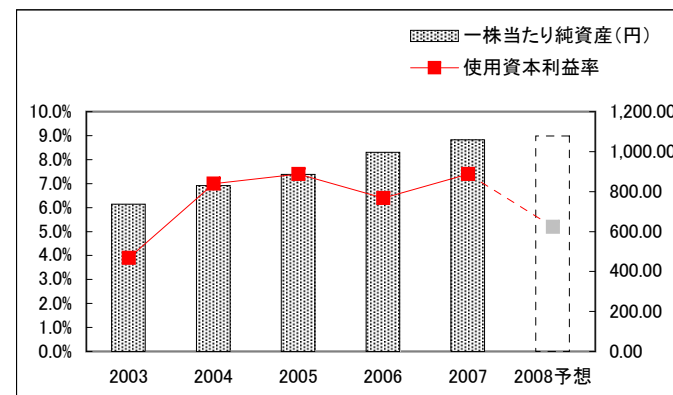
経営指標

Financial Analysis



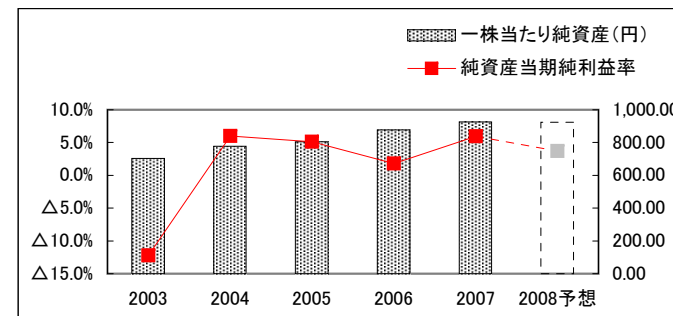
(連結 Consolidated)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
株主資本利益率 Return on Equity	△11.1%	7.2%	5.4%	6.6%	6.6%	4.3%	1.6%	0.5%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	736.42	830.50	886.47	996.03	1,059.20	1,078.40	977.35	1,043.40
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	45.15	16.21	5.04
使用資本利益率 Return on Capital Employed	3.9%	7.0%	7.4%	6.4%	7.4%	5.2%	2.0%	1.3%



(単体 Non-Consolidated)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
純資産当期純利益率 Return on Equity	△12.2%	6.0%	5.1%	1.8%	5.9%	3.7%	2.0%	1.2%
一株当たり純資産(円) Shareholders' Equity per Share (¥)	703.18	777.17	805.42	876.50	925.39	923.42	872.24	905.64
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	33.86	17.40	10.97



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		2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
現金及び預金	Cash and Time Deposits	29,685	30,169	25,188	44,720	47,385	30,122
受取手形及び売掛金	Notes and Accounts Receivable-Trade	79,956	76,964	85,052	134,880	161,972	148,043
完成工事未収入金	Accounts Receivable-Contract	5,072	4,749	5,269	3,379	5,432	4,214
有価証券	Marketable Securities	22,445	39,356	31,045	5,000	3,000	11,000
商品	Finished Goods, Logs and Lumber	15,527	16,841	19,757	22,413	30,087	30,690
販売用不動産	Developed Land and Housing for Sale	7,155	5,994	10,775	10,071	12,128	14,276
未成工事支出金	Land and Housing Projects in Progress	15,146	16,215	14,171	15,628	16,698	27,452
繰延税金資産	Deferred Income Taxes	7,376	8,322	8,513	7,597	6,179	6,325
短期貸付金	Short-term Loans Receivable	17,359	12,614	9,841	10,478	5,643	6,654
未収入金	Other Receivables	43,219	39,511	36,797	40,747	44,495	48,886
その他	Others	2,712	2,287	2,349	6,430	4,710	4,484
貸倒引当金	Allowance for Doubtful Accounts	△608	△828	△692	△913	△657	△694
流動資産	Current Assets	245,049	252,198	248,066	300,430	337,072	331,452
有形固定資産	Tangible Fixed Assets	63,946	63,135	65,106	73,933	74,050	79,215
無形固定資産	Intangible Fixed Assets	7,341	7,416	6,887	7,107	6,313	6,352
投資その他の資産	Investments and Other Assets	40,984	46,875	50,625	82,722	82,700	75,719
固定資産	Non-Current Assets	112,272	117,426	122,618	163,761	163,064	161,286
資産合計	Total Assets	357,322	369,625	370,684	464,192	500,136	492,737

※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.

※「現金及び預金」に含まれていた譲渡性預金は2008年中間より「有価証券」として表示しております。当中間期は11,000百万円、2007年は8,000百万円。
 *Negotiable Certificate of Deposits which was included in “Cash and Time Deposits” is included in “Marketable Securities” from this Interim Fiscal Year 2008.
 The amount of Negotiable Certificate of Deposits of Interim Fiscal Year 2008 is 11 billion yen, while that of Fiscal Year 2007 was 8 billion yen.

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		2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
支払手形及び買掛金	Notes and Accounts Payable-Trade	48,277	50,441	54,919	93,782	103,374	98,419
工事未払金	Accounts Payable-Contract	68,543	58,545	55,734	60,242	63,766	62,666
短期借入金	Short-term Debt (Bank Loans)	7,251	9,568	7,291	13,159	16,816	15,895
1年以内償還予定社債	Short-term Debt (Bonds)	1,700	60	60	60	160	130
未払法人税等	Accrued Income Taxes	5,365	7,055	4,197	1,596	4,602	2,864
未成工事受入金	Advances Received from Customers	33,275	36,718	34,038	36,509	43,433	50,687
賞与引当金	Provision for Employee's Bonuses	6,274	7,072	7,518	8,078	8,649	8,540
完成工事補償引当金	Provision for Guarantee for After-cost of Construction	654	808	1,067	1,323	1,391	1,406
その他	Others	13,304	15,549	15,560	17,522	18,428	17,143
流動負債	Current Liabilities	184,645	185,820	180,384	232,273	260,619	257,750
社債	Long-term Debt (Bonds)	-	280	220	160	-	-
長期借入金	Long-term Debt (Bank Loans)	7,545	10,020	8,009	8,688	8,763	10,362
繰延税金負債	Deferred Income Taxes	1,024	2,040	2,259	15,136	15,400	13,696
退職給付引当金	Provision for Retirement Benefits for Employees	24,157	11,416	13,915	15,875	12,383	11,543
役員退職慰労引当金	Provision for Retirement Benefits for Directors and Corporate Auditors	477	763	800	382	364	387
その他	Others	9,544	12,627	11,972	13,228	13,752	13,703
固定負債	Long-term Liabilities	42,750	37,149	37,176	53,469	50,662	49,691
負債の部	Total Liabilities	227,395	222,969	217,560	285,741	311,281	307,441
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	25,654	25,655	26,882	26,882
利益剰余金	Retained Earnings	77,303	85,148	90,807	99,319	108,919	108,306
自己株式	Treasury Stock	△289	△362	△496	△617	△184	△248
株主資本合計	Total Shareholders' Equity	130,336	138,108	143,637	152,029	163,288	162,612
その他有価証券評価差額金	Unrealized Gain on Available-for-Sale Securities	1,646	8,971	9,243	22,125	22,482	18,491
繰延ヘッジ損益	Deferred Gains or Losses on Hedges	143	1	103	120	155	30
為替換算調整勘定	Foreign Currency Translation Adjustments	△2,255	△811	△380	1,052	1,804	3,739
評価換算差額等合計	Valuation and Translation Adjustments	△465	8,161	8,965	23,297	24,441	22,260
少数株主持分	Minority Interest	55	385	521	3,124	1,125	424
純資産合計	Total Net Assets	129,926	146,655	153,124	178,450	188,855	185,297
負債、及び純資産合計	Total Liabilities and Total Net Assets	357,322	369,625	370,684	464,192	500,136	492,737

※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	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
売上高 Net Sales	645,100	673,779	723,193	791,128	911,674	890,000	421,989	430,342
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% 139,000	15.2% 64,342	14.8% 63,634
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	125,000	59,463	60,882
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	1.6% 14,000	1.2% 4,879	0.6% 2,753
営業外収益 Other Income	2,392	2,393	2,744	3,750	4,026	4,000	1,912	2,014
営業外費用 Other Expenses	1,444	2,896	2,517	2,396	3,172	3,000	1,354	1,402
営業外損益 Other Income/Expenses	948	△ 503	226	1,353	854	1,000	558	612
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	1.7% 15,000	1.3% 5,437	0.8% 3,365
特別利益 Special Gains	7,157	13,920	844	363	969	800	673	728
特別損失 Special Losses	38,776	5,931	3,870	1,128	1,539	800	468	674
特別損益 Special Gains/Losses	△ 31,618	7,989	△ 3,026	△ 765	△ 570	-	205	54
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	0.9% 8,000	0.7% 2,874	0.2% 894

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	2007中間 Interim of Fiscal Year	2008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	19,734	25,962	6,685	16,626	7,084	1,531	△22
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	△1,674	△3,997
無形固定資産の取得／売却	Intangible Fixed Assets	△2,078	△1,367	△1,727	△1,848	△1,568	△576	△724
投資有価証券の取得／売却	Investment Securities	△1,356	△5,571	△2,817	△3,475	△849	663	422
その他	Others	△726	1,908	△2,196	1,136	△748	△279	△1,846
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	△1,865	△6,146
短期借入金純増減額	Short-term Borrowings	△1,267	2,053	△2,095	△5,770	3,031	2,076	△2,636
長期借入金純増減額	Long-term Borrowings	△4,874	1,045	△2,496	△5,798	169	1,716	1,072
社債純増減額	Bonds	-	△1,730	△60	△60	△60	△30	△30
配当金の支払額	Dividends Paid	△1,769	△2,030	△2,289	△2,287	△2,295	△1,143	△1,507
その他	Others	△259	△73	△147	△124	△180	△105	△120
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	2,514	△3,221
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	△49	107
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	2,130	△9,282
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	49,628	50,311
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	51,759	41,029

設備投資

Capital Expenditures

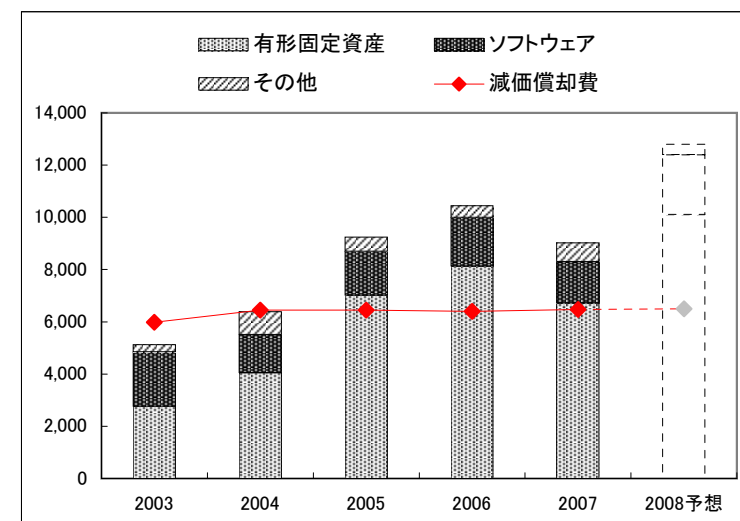


(資本的支出 Capital Investment)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
有形固定資産 Tangible fixed assets	2,761	4,040	7,016	8,132	6,724	10,100	2,374	4,271
ソフトウェア Software	2,077	1,468	1,673	1,857	1,581	2,300	574	731
その他 Others	283	883	549	454	721	400	246	105
合計 Total	5,123	6,392	9,237	10,443	9,026	12,800	3,193	5,107

(百万円・¥Million)

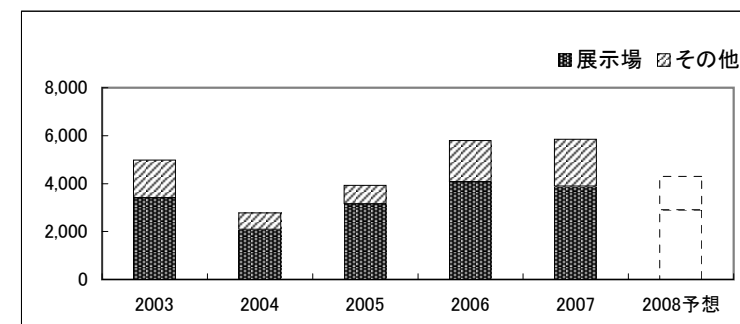
減価償却費 Depreciation	5,985	6,447	6,452	6,403	6,476	6,500	3,170	3,247
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(リース Finance Leases)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
展示場 Model Houses	3,412	2,083	3,148	4,069	3,885	2,900	1,726	1,260
その他 Others	1,568	692	783	1,722	1,960	1,400	865	756
合計 Total	4,981	2,775	3,930	5,791	5,845	4,300	2,591	2,016

(百万円・¥Million)



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	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year	
住友林業 Sumitomo Forestry	金額	285,443	292,294	287,039	274,958	296,237	300,000	155,253	150,314	
	棟数・Unit	9,902	9,908	9,805	8,890	9,376	9,500	4,962	4,753	
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	11,300	6,534	5,426	
	棟数・Unit	418	312	289	361	375	360	197	174	
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	311,300	161,788	155,740
		棟数・Unit	10,538	10,529	10,076	9,251	9,751	9,860	5,159	4,927
RC造マンション RC Condominium	金額	8,215	13,590	11,663	8,518	9,136	5,500	3,845	563	
	戸数・Unit	759	1,177	1,064	635	735	270	366	△186	
木造アパート Wooden Apartment	金額	3,981	3,592	5,825	5,215	5,588	7,600	2,938	3,236	
	戸数・Unit	468	478	712	653	720	820	364	373	
集合住宅計 Total - Multiple Dwelling Houses		金額	12,196	17,183	17,488	13,733	14,723	13,100	6,783	3,799
		戸数・Unit	1,227	1,655	1,776	1,288	1,455	1,090	730	187

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	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
住友林業 Sumitomo Forestry	金額		283,798	285,513	289,564	280,312	285,255	290,000	127,273	134,294
	棟数・Unit		9,824	9,817	9,805	9,401	9,246	9,200	4,155	4,262
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	11,000	4,370	3,617
	棟数・Unit		446	394	279	338	339	340	135	112
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	301,000	131,643	137,910
	棟数・Unit		10,493	10,496	10,275	9,739	9,585	9,540	4,290	4,374
戸建分譲住宅 Built for Sale Detached Houses	金額		1,119	973	907	1,421	1,288	3,000	574	971
	棟数・Unit		59	46	44	68	60	130	28	44
戸建住宅 計 Total - Detached Houses	金額		301,362	303,753	303,507	291,955	297,630	304,000	132,217	138,881
	棟数・Unit		10,552	10,542	10,319	9,807	9,645	9,670	4,318	4,418
RC造マンション RC Condominium	金額		7,415	11,086	13,163	6,670	7,972	7,700	1,148	1,837
	戸数・Unit		720	856	1,134	461	707	540	83	86
木造アパート Wooden Apartment	金額		4,129	3,346	3,534	4,822	5,940	4,800	1,457	894
	戸数・Unit		500	410	437	621	738	580	166	106
集合住宅計 Total - Multiple Dwelling Houses	金額		11,545	14,432	16,697	11,492	13,913	12,500	2,606	2,731
	戸数・Unit		1,220	1,266	1,571	1,082	1,445	1,120	249	192
北米住宅事業 ※ Housing Business in the USA	金額		-	211	2,048	3,050	6,829	6,400	2,611	3,645
	棟数・Unit		-	4	52	56	99	75	41	44

※ 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

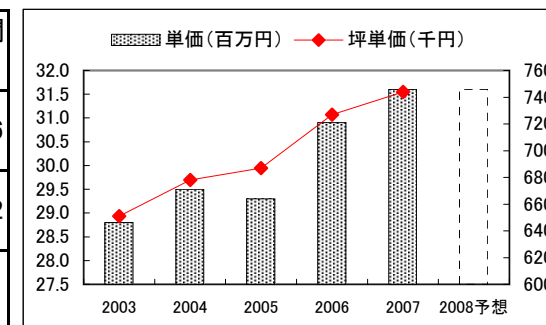
戸建注文住宅 1棟当たり平均データ(単体)

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



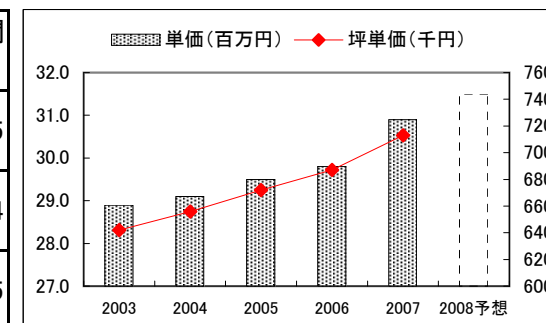
(受注ベース Contract Base)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2008中間 Interim of Fiscal Year
単価(百万円) Orders per Detached House (¥ Million)	28.8	29.5	29.3	30.9	31.6	31.6	31.6
坪単価(千円) Orders per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	651	678	687	727	744	-	752
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	44.3	43.5	42.6	42.5	42.4	-	42.1



(完工ベース Delivered Base)

Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2008中間 Interim of Fiscal Year
単価(百万円) Sales per Detached House (¥ Million)	28.9	29.1	29.5	29.8	30.9	31.5	31.5
坪単価(千円) Sales per Tsubo(≒3.3m ²) of Detached House (¥ Thousand)	642	656	672	687	713	-	724
坪数(坪) Floor Space in Tsubo(≒3.3m ²)	45.0	44.3	43.9	43.4	43.3	-	43.5

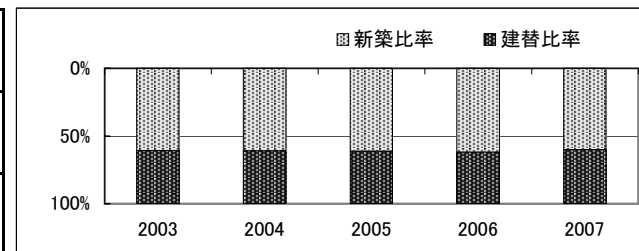


戸建注文住宅 参考指標(単体)

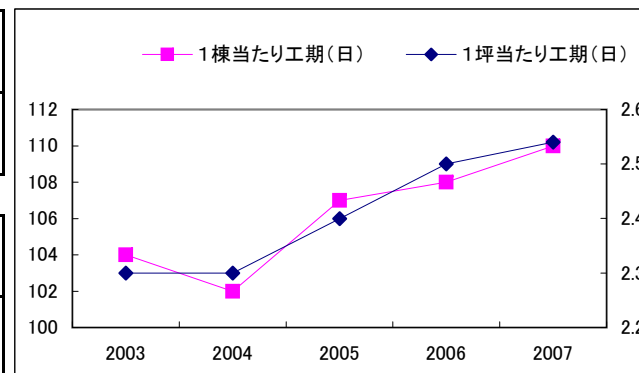
Reference Data of Custom-built Detached House (Non-Consolidated)



Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2008中間 Interim of Fiscal Year
新築比率 Percentage of New Building	60.7%	61.0%	61.2%	62.0%	60.0%	-	61.3%
建替比率 Percentage of Rebuilding	39.3%	39.0%	38.8%	38.0%	40.0%	-	38.7%



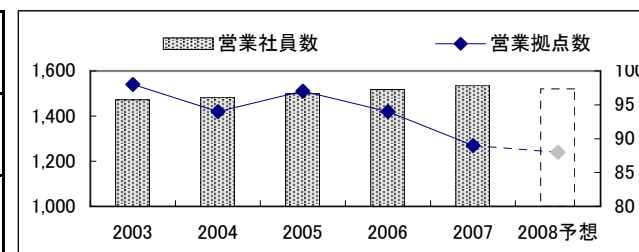
1棟当たり工期(日) Construction Period per House (Days)	104	102	107	108	110	-	111
1坪当たり工期(日) Construction Period per Tsubo(≒3.3㎡) (Days)	2.3	2.3	2.4	2.5	2.5	-	2.5



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%	-	0.6%
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%	-	1.1%

* 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	1,520	1,540
営業拠点数 Number of Sales Offices	98	94	97	94	89	88	88
展示場数 Number of Housing Display Centers	305	308	313	324	318	323	329

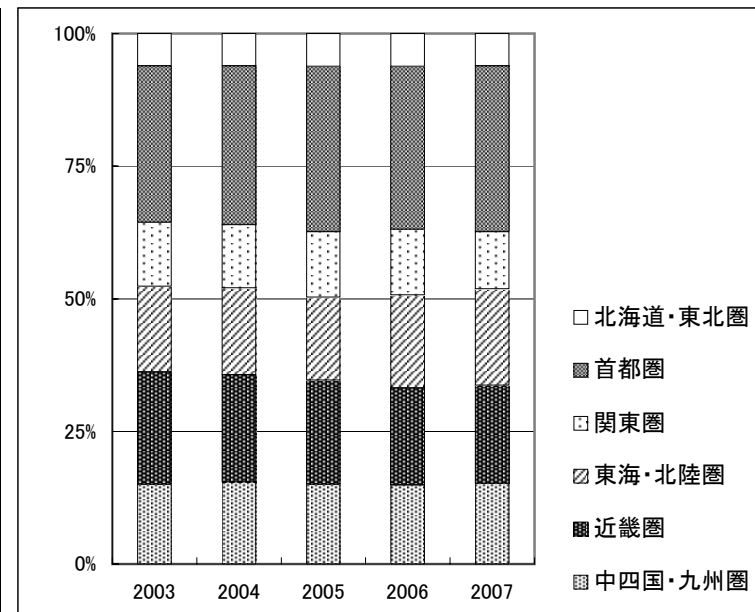


戸建注文住宅 地域別受注棟数構成(単体)

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



Fiscal Years Ended March 31	2003	2004	2005	2006	2007	2008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	29%	30%	31%	31%	31%	30%
関東圏 Kanto Area	12%	12%	12%	12%	11%	11%
東海・北陸圏 Tokai and Hokuriku Areas	16%	16%	16%	18%	18%	20%
近畿圏 Kinki Area	21%	20%	20%	18%	19%	17%
中四国・九州圏 Chugoku, Shikoku and Kyusyu Areas	15%	15%	15%	15%	15%	16%



戸建注文住宅 商品別棟数構成(単体)

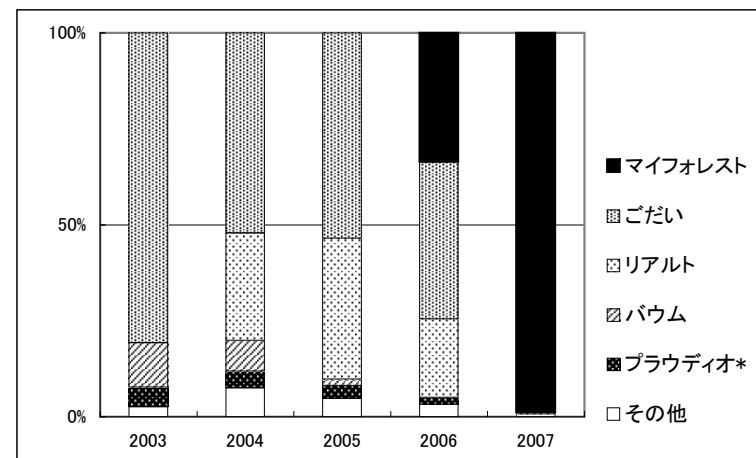
Product Mix for Custom-built Detached Houses (Non-Consolidated)



(受注ベース Contract Base)

※ Fiscal Years Ended March 31

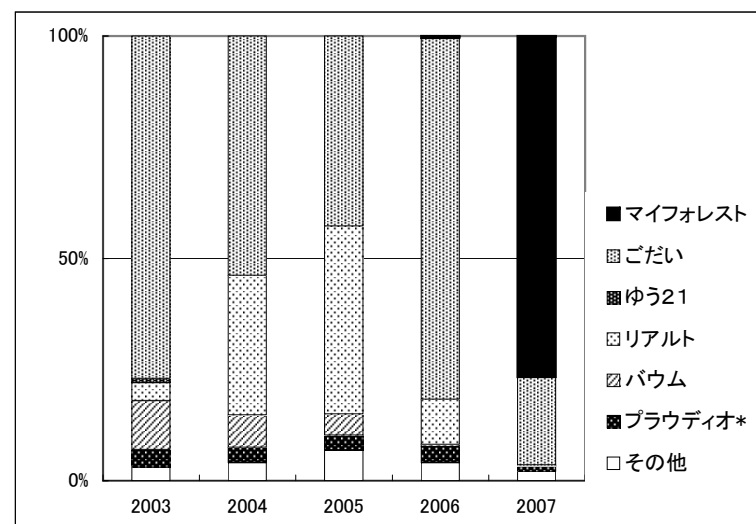
商品名 Product Name	発売時期 Released	2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	42%	99%	99%
ごだい GODAI	1999年4月 Apr.1999	63%	41%	63%	51%	-	-
リアルト RIALT	2002年8月 Aug.2002	22%	44%	25%	1%	-	-
バウム BAUM	1998年9月 Sep.1998	9%	6%	2%	-	-	-
プラウディオ* PROUDIO	1996年2月 Feb.1996	4%	3%	4%	2%	-	-
その他 Others	-	2%	6%	6%	4%	1%	1%



(完工ベース Delivered Base)

※ Fiscal Years Ended March 31

商品名 Product Name	発売時期 Released	2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
マイフォレスト MY FOREST	2005年10月 Oct.2005	-	-	-	1%	77%	99%
ごだい GODAI	1999年4月 Apr.1999	77%	54%	43%	80%	20%	0%
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%	0%
その他 Others	-	3%	4%	7%	4%	2%	1%



*木造譲家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	2007中間 Interim of Fiscal Year	2008中間 Interim of Fiscal Year
木材 Timber	原木 Logs	国内材 Logs-Domestic	3,822	3,850	3,806	3,400	3,574	1,715	1,809
		輸入材 Logs-Imported	23,127	19,748	25,024	22,742	28,859	13,540	13,962
			26,950	23,598	28,830	26,142	32,433	15,255	15,771
	製材品 Lumber	国内材 Lumber-Domestic	27,992	29,286	28,827	29,503	35,957	18,129	16,961
		輸入材 Lumber-Imported	27,661	28,681	33,835	34,318	45,264	21,484	27,372
			55,653	57,967	62,663	63,821	81,221	39,613	44,333
	その他 Others		1,276	1,333	1,300	904	527	289	108
			83,880	82,898	92,792	90,867	114,182	55,157	60,212
建材 Building Materials	パネル Board	国内材 Board-Domestic	17,202	17,851	17,358	15,840	36,084	17,337	15,539
		輸入材 Board-Imported	35,329	35,391	41,423	43,721	64,329	29,016	26,726
			52,531	53,242	58,781	59,561	100,414	46,353	42,265
	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	25,607	24,893
		窯業建材 Ceramic Construction Materials	23,023	24,381	24,488	25,011	59,973	29,303	28,846
		金属建材 Metal Construction Materials	22,755	21,420	22,779	23,896	27,703	13,444	13,922
		住宅機器 Housing Equipment	26,326	30,298	33,774	36,879	44,814	21,719	22,446
		その他 Others	2,784	3,228	3,513	3,188	4,427	2,116	2,102
			109,125	114,297	119,662	125,996	189,822	92,189	92,208
	イノス INOS Group		7,505	7,161	7,023	6,868	7,062	3,440	3,304
その他 Others			253	167	144	24,405	10,690	12,926	
			169,163	174,953	185,633	192,569	321,702	152,671	150,704
木材・建材計 Total - Timber and Building Materials			253,043	257,850	278,425	283,437	435,884	207,829	210,917

木材・建材 市況

Market Data of Timber and Building Materials

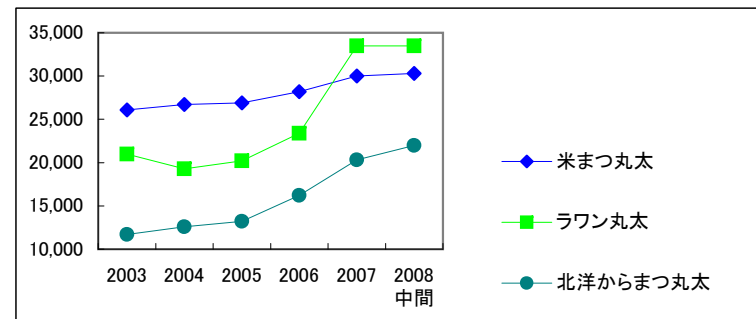


(出典) 農林水産省「木材価格統計表」

(原木市況 Logs)

(円/㎡・¥/m³)

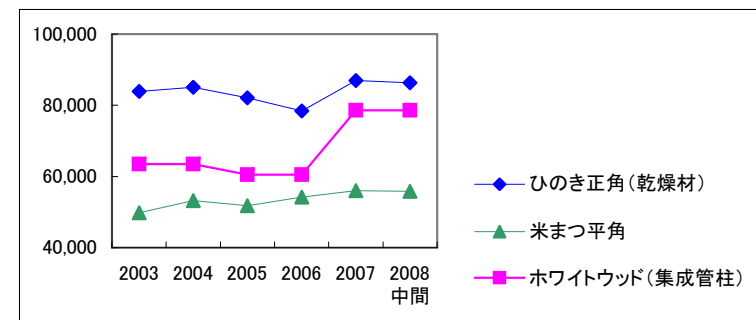
Fiscal Years Ended March 31	2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
米まつ丸太 Douglas Fir	26,100	26,700	26,900	28,200	30,000	30,300
ラワン丸太 Lauan	21,000	19,300	20,200	23,400	33,500	33,500
北洋からまつ丸太 Larch	11,700	12,600	13,200	16,200	20,300	22,000



(製材品市況 Lumber)

(円/㎡・¥/m³)

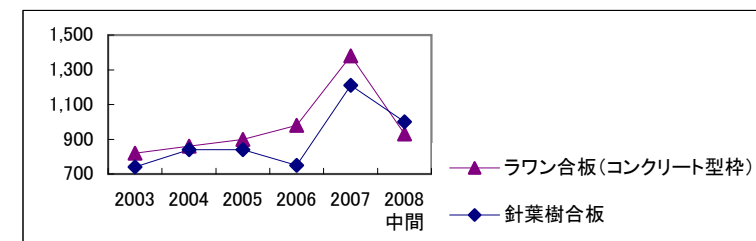
Fiscal Years Ended March 31	2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
ひのき正角(乾燥材) Japanese Cypress, squares (Kiln Dry)	83,900	85,100	82,100	78,400	87,000	86,300
米まつ平角 Douglas Fir, beams	49,800	53,200	51,800	54,200	56,000	55,800
ホワイトウッド(集成管柱) White Wood	63,500	63,500	60,500	60,500	78,600	78,600



(合板市況 Plywood)

(円/枚・¥/Sheet)

Fiscal Years Ended March 31	2003	2004	2005	2006	2007	2008中間 Interim of Fiscal Year
ラワン合板(コンクリート型枠) Hardwood (Concrete Panel)	820	860	900	980	1,380	930
針葉樹合板 Softwood	740	840	840	750	1,210	1,000



ストック事業の状況

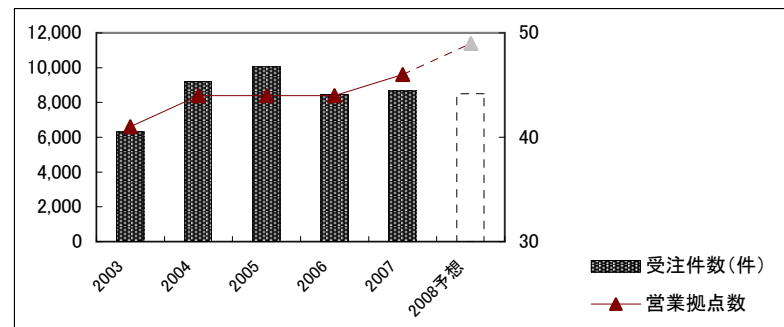
Home Remodeling and Real Estate Brokerage



(住友林業ホームテック:リフォーム事業 Home Remodeling)

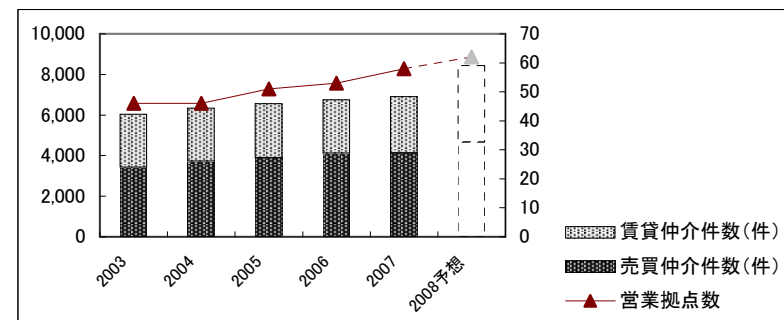
Fiscal Years Ended/Ending March 31	2003	2004	2005	2006	2007	2008予想 Forecast	2008中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	41	44	44	44	46	49	49
受注件数(件) Number of Orders	6,320	9,207	10,077	8,465	8,670	8,500	4,257
住友林業OB比率* (受注金額ベース)	29%	34%	33%	26%	24%	23%	23%

* 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	2008中間 Interim of Fiscal Year
営業拠点数 Number of Sales offices	46	46	51	53	58	62	58
売買仲介件数(件) Number of Brokerage (Sales)	3,426	3,723	3,896	4,112	4,134	4,670	1,998
賃貸仲介件数(件) Number of Brokerage (Rent)	2,619	2,610	2,667	2,646	2,775	3,774	1,171



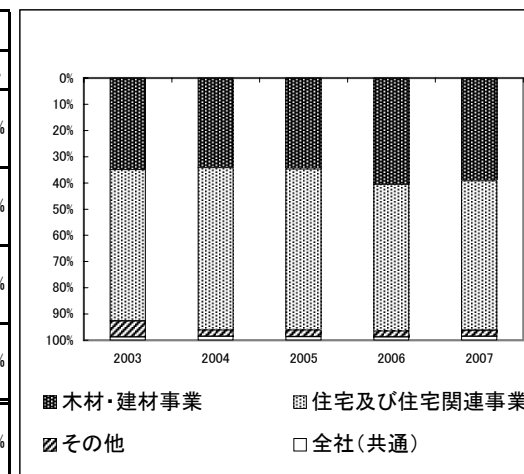
人員構成表

Number of Employees



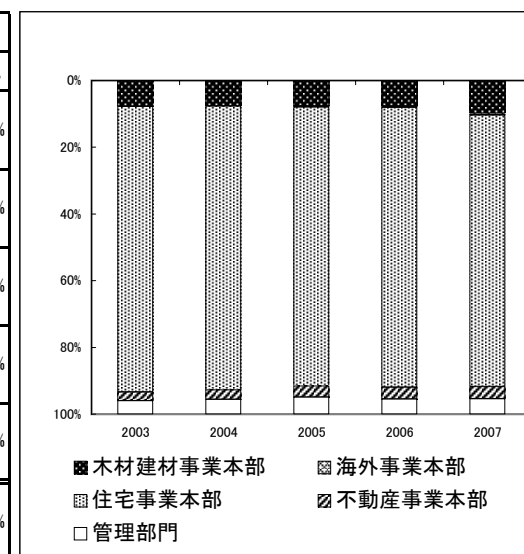
(連結 Consolidated)

Fiscal Years Ended March 31	2003		2004		2005		2006		2007		2008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	3,627	34.9%	3,560	34.2%	3,633	34.7%	4,865	40.6%	4,812	39.3%	5,151	40.2%
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%	7,185	56.1%
その他 Others	639	6.2%	247	2.4%	266	2.5%	269	2.2%	281	2.3%	286	2.2%
全社(共通) Corporate	127	1.2%	155	1.5%	141	1.3%	153	1.3%	178	1.5%	178	1.4%
合計 Total	10,378	100.0%	10,418	100.0%	10,477	100.0%	11,997	100.0%	12,259	100.0%	12,800	100.0%



(単体 Non-Consolidated)

Fiscal Years Ended March 31	2003		2004		2005		2006		2007		2008中間	
		構成比		構成比		構成比		構成比		構成比	Interim of Fiscal Year	構成比
木材建材事業本部(営業本部) Timber & Building Materials Business Headquarters	347	7.8%	320	7.6%	324	7.7%	330	7.6%	452	9.9%	448	9.7%
海外事業本部(事業開発本部) Overseas Business Headquarters	—	—	—	—	12	0.3%	16	0.4%	15	0.3%	17	0.4%
住宅事業本部(住宅本部) Housing Business Headquarters	3,811	85.6%	3,530	84.4%	3,524	84.0%	3,619	83.6%	3,680	80.8%	3,787	82.3%
不動産事業本部(集合住宅本部) Real Estate Business Headquarters	114	2.6%	121	2.9%	141	3.4%	156	3.6%	162	3.6%	96	2.1%
管理部門 Administrative Divisions	182	4.1%	213	5.1%	193	4.6%	209	4.8%	244	5.4%	252	5.5%
合計 Total	4,454	100.0%	4,184	100.0%	4,194	100.0%	4,330	100.0%	4,553	100.0%	4,600	100.0%



2007年3月期までの数値は旧組織の数値。旧組織は()内の名称。

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		2008中間 Interim of Fiscal Year	
		構成比		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%	58,746	33.5%
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%	43,588	24.8%
外国人 Foreigners	38,531	22.1%	46,125	26.5%	42,983	24.6%	46,947	26.9%	51,815	29.5%	49,140	28.0%
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%	22,116	12.6%
その他 Others	1,578	0.9%	1,907	1.1%	1,581	0.9%	1,023	0.6%	2,350	1.3%	1,927	1.1%
合計 Total	174,202	100.0%	174,304	100.0%	174,435	100.0%	174,552	100.0%	175,446	100.0%	175,517	100.0%

