

Financial Factbook

PanaHome

2010年度(2011年3月期) 本決算／ Fiscal Year Ended March 31, 2011

(注)2012年3月期の数値は、現時点での予想値です。

Note: The figures for the fiscal year ending March 31, 2012 are current forecasts.

パナホーム株式会社
PanaHome Corporation

経営データ/Management Data

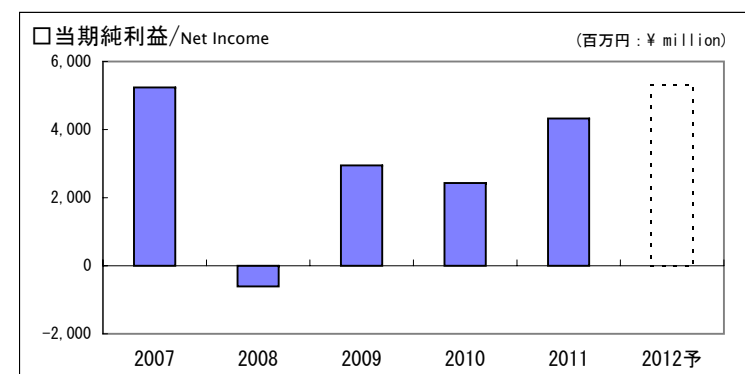
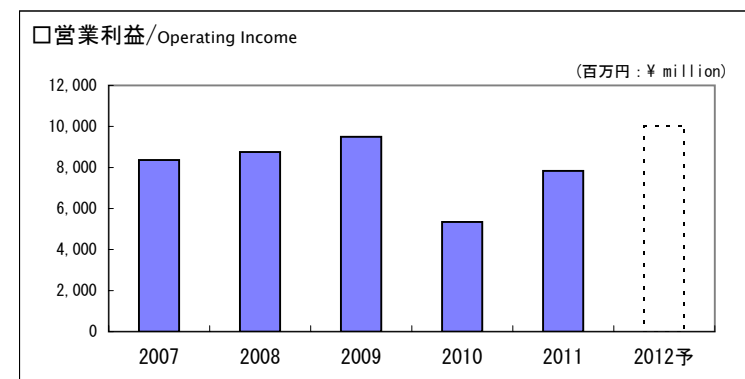
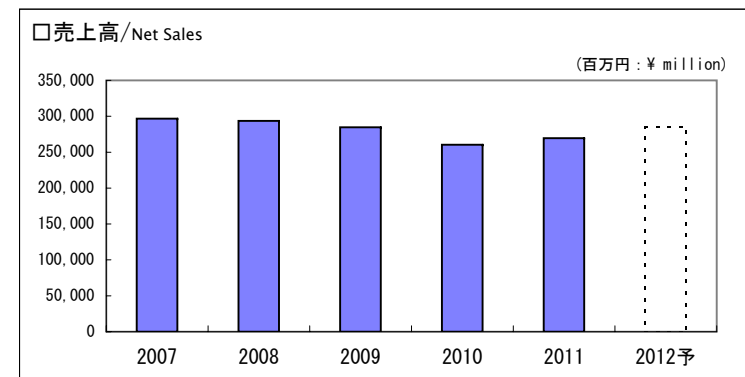
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(単位：百万円)
(¥ million)

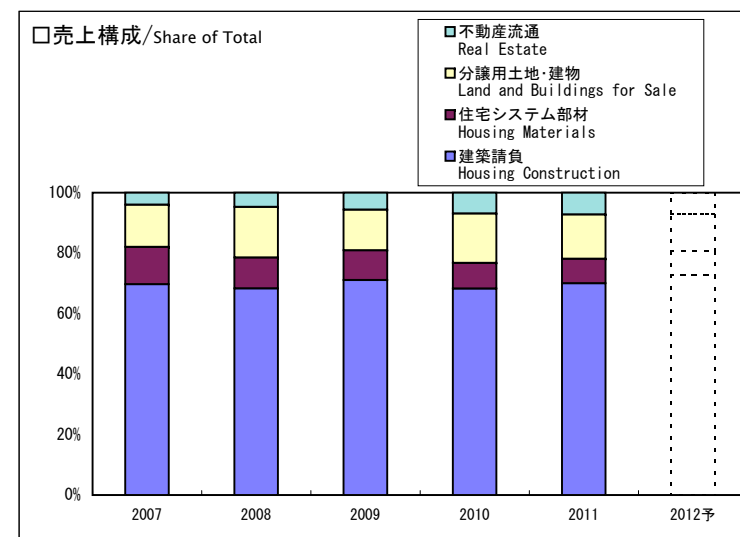
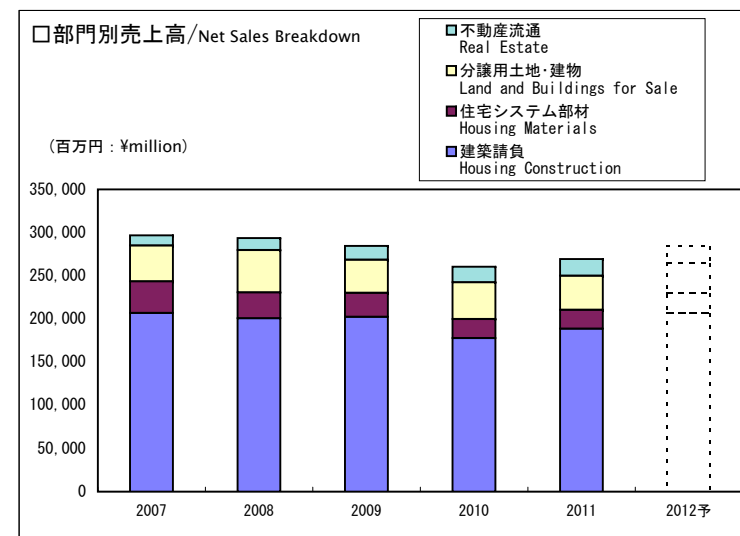
Fiscal Years ended March 31	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3) (予想 Est.)
売上高 Net Sales	296,816	293,616	284,625	260,388	269,450	285,000
前年比 (Percentage of previous year)	(109.0%)	(98.9%)	(96.9%)	(91.5%)	(103.5%)	(105.8%)
売上総利益 Gross Profit	71,417	70,032	67,839	59,140	62,340	66,700
前年比 (Percentage of previous year)	(110.4%)	(98.1%)	(96.9%)	(87.2%)	(105.4%)	(107.0%)
売上比 (Percentage of net sales)	(24.1%)	(23.9%)	(23.8%)	(22.7%)	(23.1%)	(23.4%)
販売費及び一般管理費 Selling, General and Administrative Expenses	63,055	61,274	58,347	53,797	54,509	56,700
前年比 (Percentage of previous year)	(103.5%)	(97.2%)	(95.2%)	(92.2%)	(101.3%)	(104.0%)
売上比 (Percentage of net sales)	(21.3%)	(20.9%)	(20.5%)	(20.7%)	(20.2%)	(19.9%)
営業利益 Operating Income	8,362	8,757	9,492	5,343	7,831	10,000
前年比 (Percentage of previous year)	(223.7%)	(104.7%)	(108.4%)	(56.3%)	(146.5%)	(127.7%)
売上比 (Percentage of net sales)	(2.8%)	(3.0%)	(3.3%)	(2.1%)	(2.9%)	(3.5%)
経常利益 Ordinary Income	9,419	9,402	9,559	5,141	8,125	10,100
前年比 (Percentage of previous year)	(198.5%)	(99.8%)	(101.7%)	(53.8%)	(158.0%)	(124.3%)
売上比 (Percentage of net sales)	(3.2%)	(3.2%)	(3.4%)	(2.0%)	(3.0%)	(3.5%)
税金等調整前当期純利益 Income before Income Taxes	6,892	-1,187	8,237	5,062	6,768	9,600
前年比 (Percentage of previous year)	(—)	(—)	(—)	(61.5%)	(133.7%)	(141.8%)
売上比 (Percentage of net sales)	(2.3%)	(-0.4%)	(2.9%)	(1.9%)	(2.5%)	(3.4%)
当期純利益 Net Income	5,239	-606	2,947	2,428	4,324	5,300
前年比 (Percentage of previous year)	(—)	(—)	(—)	(82.4%)	(178.1%)	(122.6%)
売上比 (Percentage of net sales)	(1.8%)	(-0.2%)	(1.0%)	(0.9%)	(1.6%)	(1.9%)



■ 連結部門別売上高 / Consolidated Net Sales Breakdown

(単位：百万円)
(¥ million)

Fiscal Years ended March 31	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3) (予想 Est.)
建築請負 Housing Construction	206,869	200,737	202,362	177,851	188,749	207,000
前年比(Percentage of previous year)	(109.8%)	(97.0%)	(100.8%)	(87.9%)	(106.1%)	(109.7%)
構成比(Percentage of share of total)	(69.7%)	(68.4%)	(71.1%)	(68.3%)	(70.1%)	(72.6%)
売上総利益率(Gross Profit margin)	(25.1%)	(25.8%)	(25.9%)	(26.4%)	(26.3%)	(26.1%)
住宅システム部材 Housing Materials	36,649	29,986	27,945	21,954	21,830	23,000
前年比(Percentage of previous year)	(93.4%)	(81.8%)	(93.2%)	(78.6%)	(99.4%)	(105.4%)
構成比(Percentage of share of total)	(12.4%)	(10.2%)	(9.8%)	(8.4%)	(8.1%)	(8.1%)
売上総利益率(Gross Profit margin)	(32.5%)	(31.8%)	(33.5%)	(35.2%)	(35.3%)	(35.3%)
分譲用土地・建物 Land and Buildings for Sale	41,583	49,037	38,285	42,667	39,413	35,000
前年比(Percentage of previous year)	(117.8%)	(117.9%)	(78.1%)	(111.4%)	(92.4%)	(88.8%)
構成比(Percentage of share of total)	(14.0%)	(16.7%)	(13.5%)	(16.4%)	(14.6%)	(12.3%)
売上総利益率(Gross Profit margin)	(14.4%)	(14.3%)	(11.1%)	(6.4%)	(8.0%)	(8.0%)
不動産流通 Real Estate	11,714	13,854	16,031	17,914	19,457	20,000
前年比(Percentage of previous year)	(124.3%)	(118.3%)	(115.7%)	(111.7%)	(108.6%)	(102.8%)
構成比(Percentage of share of total)	(3.9%)	(4.7%)	(5.6%)	(6.9%)	(7.2%)	(7.0%)
売上総利益率(Gross Profit margin)	(14.0%)	(12.5%)	(11.0%)	(9.3%)	(9.1%)	(9.1%)
売上高合計 Total	296,816	293,616	284,625	260,388	269,450	285,000
前年比(Percentage of previous year)	(109.0%)	(98.9%)	(96.9%)	(91.5%)	(103.5%)	(105.8%)
売上総利益率(Gross Profit margin)	(24.1%)	(23.9%)	(23.8%)	(22.7%)	(23.1%)	(23.4%)



◆ 貸借対照表 / Balance Sheet Data

(単位：百万円)
(¥ million)

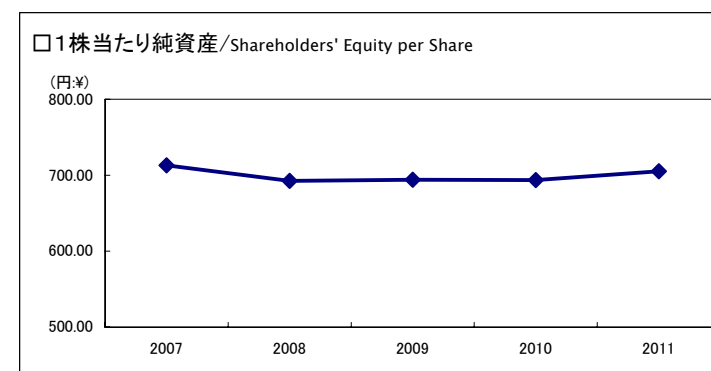
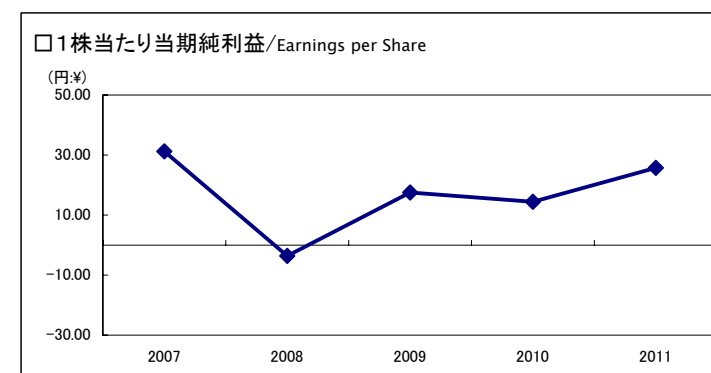
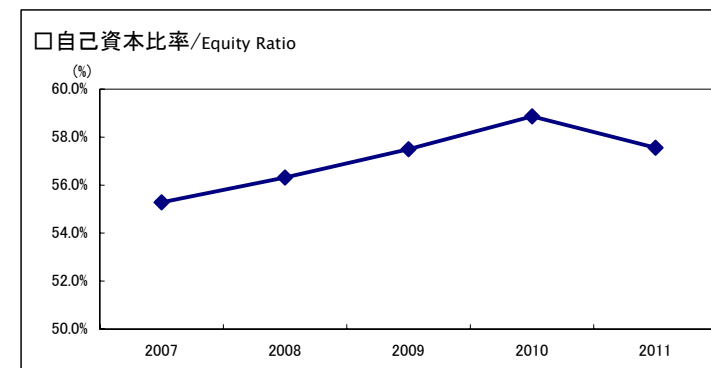
Fiscal Years ended March 31		2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)
流動資産	Current Assets	129,812	128,103	131,068	129,928	140,234
現金預金	Cash and deposits	56,636	36,893	26,544	29,783	22,594
受取手形・完成工事未収入金等	Receivables	3,983	4,171	3,333	2,937	3,821
有価証券	Short-term investments	1,109	14,144	30,005	40,000	58,000
分譲用土地・建物	Land and Buildings for sale	48,088	48,330	56,097	43,007	37,955
未成工事支出金	Contracts in progress	8,745	6,391	6,004	6,546	7,651
その他棚卸資産	Other inventories	2,351	1,566	1,172	994	1,638
その他	Other current assets	8,896	16,605	7,909	6,660	8,572
固定資産	Fixed Assets	86,958	78,646	71,786	68,118	65,673
有形固定資産	Property, plant and equipment	45,611	40,638	39,914	39,089	38,427
建物	Buildings	18,388	16,294	15,494	14,707	14,524
機械	Machinery	1,966	1,546	1,270	999	896
土地	Land	23,436	21,251	21,050	21,214	21,002
その他有形固定資産	Other property, plant and equipment	1,820	1,545	2,099	2,168	2,004
無形固定資産	Intangibles	2,631	2,880	2,808	2,855	3,356
投資その他の資産	Investments and other assets	38,715	35,127	29,062	26,173	23,889
流動負債	Current Liabilities	74,691	70,009	65,939	61,799	67,530
支払手形・工事未払金等	Payables	35,800	33,976	33,544	29,839	32,224
未成工事受入金	Deposit received for contracts in progress	18,201	15,444	14,163	14,506	16,543
その他	Other current liabilities	20,689	20,587	18,231	17,452	18,762
固定負債	Fixed Liabilities	21,536	19,384	19,478	18,830	19,143
退職給付引当金	Liability for employees' retirement benefits	5,492	4,160	4,258	4,610	5,028
その他	Other long-term liabilities	16,044	15,223	15,219	14,220	14,115
少数株主持分	Minority Interests	706	923	796	833	721
純資産(少数株主持分を除く)	Shareholders' Equity	119,835	116,432	116,640	116,583	118,511
総資産	Total Assets	216,770	206,750	202,854	198,047	205,908

◆ 設備投資 / Capital Expenditure and Depreciation

(単位：百万円)
(¥ million)

Fiscal Years ended March 31		2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3) (予想 Est.)
固定資産	Fixed Assets	—	—	1,761	1,780	3,200	5,600
リース資産	Leased Assets	—	—	933	471	84	200
設備投資額 計	Total Capital Expenditure	2,333	1,817	2,695	2,251	3,284	5,800
固定資産	Fixed Assets	—	—	2,726	2,690	2,590	3,000
リース資産	Leased Assets	—	—	109	303	396	440
減価償却費 計	Total Depreciation	3,374	3,115	2,835	2,993	2,986	3,440

Fiscal Years ended March 31	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)
自己資本比率 Equity Ratio	55.3%	56.3%	57.5%	58.9%	57.6%
流動比率 Current Ratio	173.8%	183.0%	198.8%	210.2%	207.7%
固定比率 Fixed Ratio	72.6%	67.5%	61.5%	58.4%	55.4%
総資産回転率 (回) Assets Turnover (Times)	1.38	1.39	1.39	1.30	1.33
棚卸資産回転率 (回) Inventory Turnover (Times)	5.74	5.09	4.76	4.58	5.51
売上債権回転率 (回) Receivables Turnover (Times)	58.13	70.54	73.72	81.58	78.46
1株当たり当期純利益 (円) Earnings per Share [=EPS](¥)	31.21	-3.61	17.53	14.45	25.73
1株当たり純資産 (円) Shareholders' Equity per Share (¥)	713.07	692.48	693.93	693.70	705.29
自己資本当期純利益率 (ROE) Return on Equity	4.4%	-0.5%	2.5%	2.1%	3.7%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	4.4%	4.4%	4.7%	2.6%	4.0%



■ 販売戸数の推移 / Housing Sales Breakdown (in units) (グループ全体 / PanaHome Group)

PanaHome

(単位: 戸)

Fiscal Years ended March 31			2007 (H18.4-H19.3)		2008 (H19.4-H20.3)		2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		2011 (H22.4-H23.3)		2012 (H23.4-H24.3)	
			前年比		前年比		前年比		前年比		前年比		前年比	
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負	Custom-built Detached Houses	3,181	(104.9%)	3,025	(95.1%)	2,916	(96.4%)	2,430	(83.3%)	2,459	(101.2%)	2,690	(109.4%)
	分譲	Buildings for Sale	381	(115.1%)	402	(105.5%)	408	(101.5%)	482	(118.1%)	407	(84.4%)	350	(86.1%)
	集合	Rental Apartment Houses	2,686	(96.2%)	2,878	(107.1%)	2,425	(84.3%)	1,980	(81.6%)	2,102	(106.2%)	1,950	(92.8%)
	合計	Total	6,248	(101.5%)	6,305	(100.9%)	5,749	(91.2%)	4,892	(85.1%)	4,968	(101.5%)	4,990	(100.5%)
(予想 Est.)														
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	3,302	(104.0%)	3,004	(91.0%)	2,943	(98.0%)	2,498	(84.9%)	2,746	(109.9%)	2,980	(108.5%)
	分譲	Buildings for Sale	475	(100.2%)	549	(115.6%)	420	(76.5%)	565	(134.5%)	412	(73.0%)	320	(77.6%)
	集合	Rental Apartment Houses	4,035	(100.3%)	3,562	(88.3%)	3,764	(105.7%)	2,646	(70.3%)	2,627	(99.3%)	2,570	(97.8%)
	合計	Total	7,812	(101.8%)	7,115	(91.1%)	7,127	(100.2%)	5,709	(80.1%)	5,785	(101.3%)	5,870	(101.5%)
(予想 Est.)														
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	6,483	(104.4%)	6,029	(93.0%)	5,859	(97.2%)	4,928	(84.1%)	5,205	(105.6%)	5,670	(108.9%)
	分譲	Buildings for Sale	856	(106.3%)	951	(111.1%)	828	(87.1%)	1,047	(126.4%)	819	(78.2%)	670	(81.8%)
	集合	Rental Apartment Houses	6,721	(98.6%)	6,440	(95.8%)	6,189	(96.1%)	4,626	(74.7%)	4,729	(102.2%)	4,520	(95.6%)
	合計	Total	14,060	(101.7%)	13,420	(95.4%)	12,876	(95.9%)	10,601	(82.3%)	10,753	(101.4%)	10,860	(101.0%)

(注1) 販売戸数は従来は着工ペースで集計しておりましたが、今回から過去に遡って引渡しペースに変更しております。

Note 1: Housing Sales are calculated on a delivery basis retroactively, which were previously calculated on a construction start basis.

(注2) 分譲にはマンションの戸数を含んでおります。

Note 2: Condominium sales are included in Buildings for Sale.

(注3) 販売戸数には、増改築の戸数は含んでおりません。

Note 3: Remodeling sales are not included in Housing Sales.

■ 受注戸数の推移 / New Orders Breakdown (in units) (グループ全体 / PanaHome Group)

(単位: 戸)

Fiscal Years ended March 31			2007 (H18.4-H19.3)		2008 (H19.4-H20.3)		2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		2011 (H22.4-H23.3)		2012 (H23.4-H24.3)	
			前年比		前年比		前年比		前年比		前年比		前年比	
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負	Custom-built Detached Houses	3,195	(98.5%)	2,905	(90.9%)	2,834	(97.6%)	2,529	(89.2%)	2,839	(112.3%)	3,120	(109.9%)
	分譲	Buildings for Sale	473	(146.4%)	430	(90.9%)	449	(104.4%)	553	(123.2%)	457	(82.7%)	310	(67.8%)
	集合	Rental Apartment Houses	3,212	(91.7%)	3,252	(101.2%)	3,167	(97.4%)	2,331	(73.6%)	2,406	(103.2%)	2,420	(100.6%)
	合計	Total	6,880	(97.3%)	6,587	(95.7%)	6,450	(97.9%)	5,413	(83.9%)	5,702	(105.3%)	5,850	(102.6%)
(予想 Est.)														
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	3,031	(90.6%)	2,975	(98.2%)	2,352	(79.1%)	2,382	(101.3%)	2,856	(119.9%)	3,150	(110.3%)
	分譲	Buildings for Sale	412	(91.2%)	482	(117.0%)	400	(83.0%)	445	(111.3%)	308	(69.2%)	310	(100.6%)
	集合	Rental Apartment Houses	2,753	(83.1%)	2,919	(106.0%)	2,325	(79.7%)	2,376	(102.2%)	1,875	(78.9%)	2,440	(130.1%)
	合計	Total	6,196	(87.1%)	6,376	(102.9%)	5,077	(79.6%)	5,203	(102.5%)	5,039	(96.8%)	5,900	(117.1%)
(予想 Est.)														
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	6,226	(94.5%)	5,880	(94.4%)	5,186	(88.2%)	4,911	(94.7%)	5,695	(116.0%)	6,270	(110.1%)
	分譲	Buildings for Sale	885	(114.2%)	912	(103.1%)	849	(93.1%)	998	(117.6%)	765	(76.7%)	620	(81.0%)
	集合	Rental Apartment Houses	5,965	(87.5%)	6,171	(103.5%)	5,492	(89.0%)	4,707	(85.7%)	4,281	(90.9%)	4,860	(113.5%)
	合計	Total	13,076	(92.2%)	12,963	(99.1%)	11,527	(88.9%)	10,616	(92.1%)	10,741	(101.2%)	11,750	(109.4%)

(注1) 分譲にはマンションの戸数を含んでおります。

Note 1: Condominium orders are included in Buildings for Sale.

(注2) 受注戸数には、増改築の戸数は含んでおりません。

Note 2: Remodeling orders are not included in New Orders.

◆ 1棟当たりデータ / Price and Floor Space per House

Fiscal Years ended March 31		2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)
請負戸建住宅 Custom-built Detached Housing	請負金額 (万円) Price (¥ ten thousands)	2,855	2,846	2,860	2,826	2,749
	延床面積 (㎡) Floor space (㎡)	138.9	137.4	137.1	133.7	132.0
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	67.9	68.3	68.8	69.7	68.7
分譲戸建住宅 Detached Housing for Sale	売上金額 (万円) Price (¥ ten thousands)	2,474	2,466	2,441	2,376	2,461
	延床面積 (㎡) Floor space (㎡)	119.4	119.4	120.3	120.3	119.1
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	68.4	68.2	67.0	65.2	68.2
集合住宅 Rental Apartment Housing	請負金額 (万円) Price (¥ ten thousands)	4,320	4,681	4,697	4,738	5,031
	延床面積 (㎡) Floor space (㎡)	225.0	233.9	225.4	220.7	239.4
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	63.4	66.0	68.8	70.8	69.3

(注) 1棟当たりデータは、契約時の金額です。
Note: The price per house is amount when contracted.

◆ 営業拠点数／The Number of Sales Centers

Fiscal Years ended March 31		2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)
展示場 (棟)	Housing Display Centers	285	266	255	214	213
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	42	41	38	36	35
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	2	10	40	62	46

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)
新築比率 (持家)	Building for the First Time	63.1%	64.2%	64.9%	66.3%	66.3%
建替比率 (持家)	Rebuilding at Same Place	36.9%	35.8%	35.1%	33.7%	33.7%

(注) 建築内訳は受注ベースの数値です。

Note: Breakdown of Newly Constructed is calculated on a contract-concluded basis.

◆ 受注経路／Channels of Orders

Fiscal Years ended March 31		2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)
展示場	Sales Centers	47.5%	48.9%	50.1%	45.5%	48.1%
紹介	On Introduction	44.7%	46.2%	45.0%	45.1%	42.2%
その他	Other	7.8%	4.9%	4.9%	9.4%	9.7%

(注) 受注経路のデータは、戸建と集合を合せたものです。

Note: Channels of Orders include detached housing and rental apartment housing.

■ 株式所有者別分布状況／The Distribution of Shares

	Interim to 9/2009 (H21.9)			2010 (H22.3)			Interim to 9/2010 (H22.9)			2011 (H23.3)		
	株主数(人) Shareholders	株式数(千株) Shares	比率 Percentage	株主数(人) Shareholders	株式数(千株) Shares	比率 Percentage	株主数(人) Shareholders	株式数(千株) Shares	比率 Percentage	株主数(人) Shareholders	株式数(千株) Shares	比率 Percentage
金融機関 Financial Institutions	50	30,995	18.53%	47	31,359	18.75%	45	29,217	17.46%	45	20,973	12.53%
証券会社 Securities Companies	31	577	0.34%	27	1,655	0.99%	31	596	0.36%	33	3,445	2.06%
その他の法人 Non-Financial Institutions	126	92,154	55.11%	123	92,141	55.09%	122	92,171	55.09%	120	92,155	55.06%
外国法人等 Foreigners	135	20,275	12.12%	143	19,707	11.78%	140	22,278	13.32%	164	27,317	16.32%
個人その他 Individuals and Others	7,675	23,258	13.90%	7,365	22,415	13.39%	7,458	23,039	13.77%	7,544	23,467	14.03%
合計 Total	8,017	167,259	100.00%	7,705	167,277	100.00%	7,796	167,301	100.00%	7,906	167,357	100.00%

