

Financial Factbook

PanaHome

2013年度(2014年3月期) 第2四半期決算／ Interim of Fiscal Year Ending March 31, 2014

(注) 2014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, 2014 are current forecasts.

パナホーム株式会社

PanaHome Corporation

経営データ / Management Data

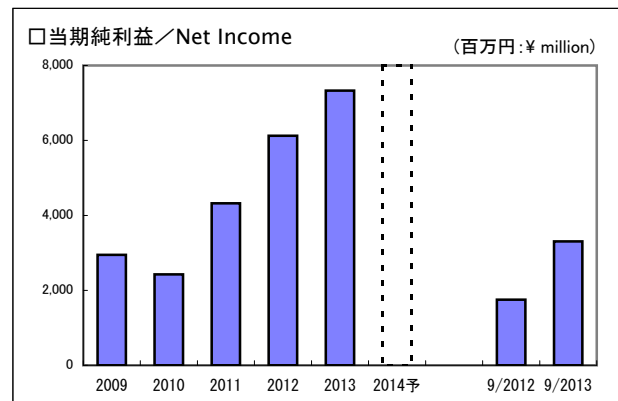
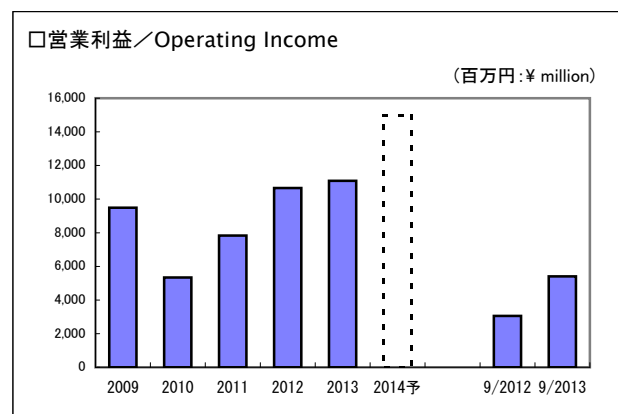
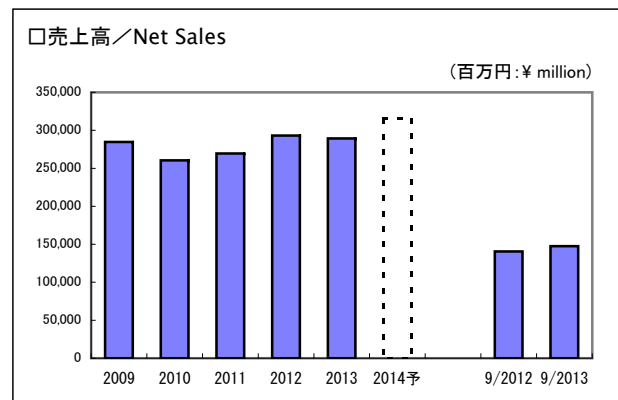
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(単位:百万円)
(¥ million)

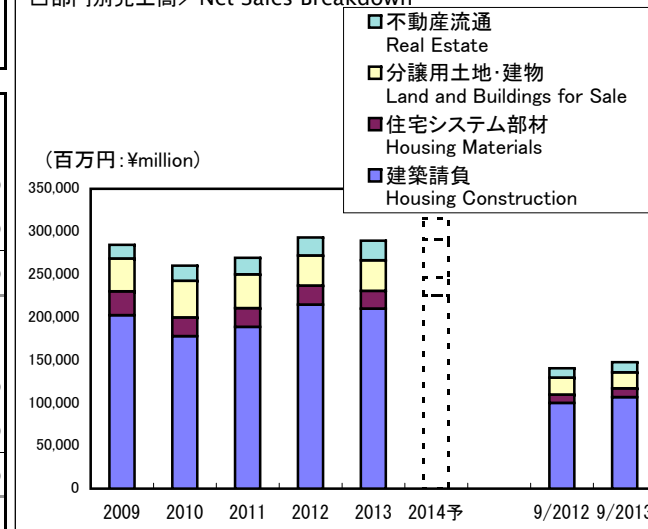
Fiscal Years ended March 31	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	2014 (H25.4-H26.3) (予想 Est.)	Interim to 9/2012 (H24.4-H24.9)	Interim to 9/2013 (H25.4-H25.9)
売上高 Net Sales	284,625	260,388	269,450	293,152	289,402	315,000	140,573	147,538
前年比 (Percentage of previous year)	(96.9%)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(108.8%)	(98.5%)	(105.0%)
売上総利益 Gross Profit	67,839	59,140	62,340	68,222	68,048	74,000	31,731	34,813
前年比 (Percentage of previous year)	(96.9%)	(87.2%)	(105.4%)	(109.4%)	(99.7%)	(108.7%)	(94.2%)	(109.7%)
売上比 (Percentage of net sales)	(23.8%)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.5%)	(22.6%)	(23.6%)
販売費及び一般管理費 Selling, General and Administrative Expenses	58,347	53,797	54,509	57,556	56,959	59,000	28,674	29,409
前年比 (Percentage of previous year)	(95.2%)	(92.2%)	(101.3%)	(105.6%)	(99.0%)	(103.6%)	(99.9%)	(102.6%)
売上比 (Percentage of net sales)	(20.5%)	(20.7%)	(20.2%)	(19.6%)	(19.7%)	(18.7%)	(20.4%)	(19.9%)
営業利益 Operating Income	9,492	5,343	7,831	10,665	11,089	15,000	3,057	5,403
前年比 (Percentage of previous year)	(108.4%)	(56.3%)	(146.5%)	(136.2%)	(104.0%)	(135.3%)	(61.4%)	(176.7%)
売上比 (Percentage of net sales)	(3.3%)	(2.1%)	(2.9%)	(3.6%)	(3.8%)	(4.8%)	(2.2%)	(3.7%)
経常利益 Ordinary Income	9,559	5,141	8,125	10,881	11,613	15,000	2,946	5,504
前年比 (Percentage of previous year)	(101.7%)	(53.8%)	(158.0%)	(133.9%)	(106.7%)	(129.2%)	(58.2%)	(186.8%)
売上比 (Percentage of net sales)	(3.4%)	(2.0%)	(3.0%)	(3.7%)	(4.0%)	(4.8%)	(2.1%)	(3.7%)
税金等調整前当期純利益 Income before Income Taxes	8,237	5,062	6,768	10,692	11,740	14,700	3,098	5,500
前年比 (Percentage of previous year)	(—)	(61.5%)	(133.7%)	(158.0%)	(109.8%)	(125.2%)	(61.7%)	(177.5%)
売上比 (Percentage of net sales)	(2.9%)	(1.9%)	(2.5%)	(3.6%)	(4.1%)	(4.7%)	(2.2%)	(3.7%)
当期純利益 Net Income	2,947	2,428	4,324	6,123	7,331	8,000	1,752	3,304
前年比 (Percentage of previous year)	(—)	(82.4%)	(178.1%)	(141.6%)	(119.7%)	(109.1%)	(57.9%)	(188.6%)
売上比 (Percentage of net sales)	(1.0%)	(0.9%)	(1.6%)	(2.1%)	(2.5%)	(2.5%)	(1.2%)	(2.2%)



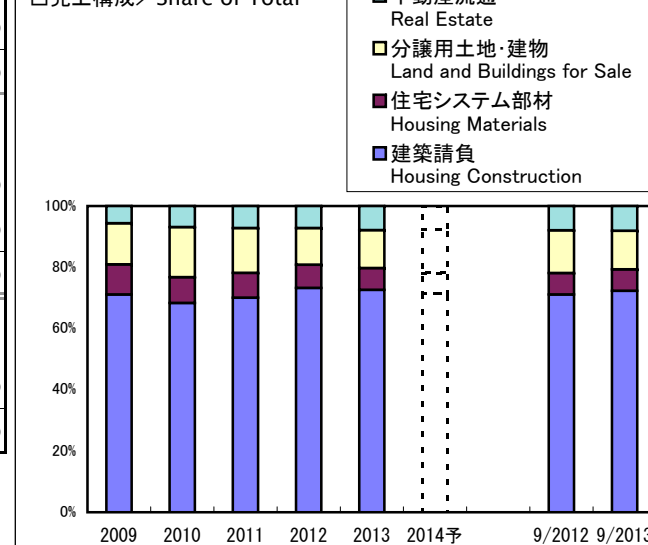
(単位:百万円)
(¥ million)

Fiscal Years ended March 31	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	2014 (H25.4-H26.3) (予想 Est.)	Interim to 9/2012 (H24.4-H24.9)	Interim to 9/2013 (H25.4-H25.9)
建築請負 Housing Construction	202,362	177,851	188,749	214,681	210,120	225,000	99,906	106,665
前年比 (Percentage of previous year)	(100.8%)	(87.9%)	(106.1%)	(113.7%)	(97.9%)	(107.1%)	(96.0%)	(106.8%)
構成比 (Percentage of share of total)	(71.1%)	(68.3%)	(70.1%)	(73.2%)	(72.6%)	(71.4%)	(71.1%)	(72.3%)
売上総利益率 (Gross Profit margin)	(25.9%)	(26.4%)	(26.3%)	(25.9%)	(26.0%)	(26.3%)	(24.9%)	(26.3%)
住宅システム部材 Housing Materials	27,945	21,954	21,830	22,214	20,635	21,000	9,863	10,340
前年比 (Percentage of previous year)	(93.2%)	(78.6%)	(99.4%)	(101.8%)	(92.9%)	(101.8%)	(90.9%)	(104.8%)
構成比 (Percentage of share of total)	(9.8%)	(8.4%)	(8.1%)	(7.6%)	(7.1%)	(6.7%)	(7.0%)	(7.0%)
売上総利益率 (Gross Profit margin)	(33.5%)	(35.2%)	(35.3%)	(31.5%)	(31.5%)	(32.0%)	(30.7%)	(32.0%)
分譲用土地・建物 Land and Buildings for Sale	38,285	42,667	39,413	35,153	35,789	45,000	19,661	18,582
前年比 (Percentage of previous year)	(78.1%)	(111.4%)	(92.4%)	(89.2%)	(101.8%)	(125.7%)	(112.5%)	(94.5%)
構成比 (Percentage of share of total)	(13.5%)	(16.4%)	(14.6%)	(12.0%)	(12.4%)	(14.3%)	(14.0%)	(12.6%)
売上総利益率 (Gross Profit margin)	(11.1%)	(6.4%)	(8.0%)	(10.4%)	(12.9%)	(12.4%)	(14.2%)	(11.7%)
不動産流通 Real Estate	16,031	17,914	19,457	21,102	22,857	24,000	11,142	11,950
前年比 (Percentage of previous year)	(115.7%)	(111.7%)	(108.6%)	(108.5%)	(108.3%)	(105.0%)	(107.6%)	(107.2%)
構成比 (Percentage of share of total)	(5.6%)	(6.9%)	(7.2%)	(7.2%)	(7.9%)	(7.6%)	(7.9%)	(8.1%)
売上総利益率 (Gross Profit margin)	(11.0%)	(9.3%)	(9.1%)	(9.2%)	(9.8%)	(10.0%)	(9.6%)	(9.8%)
売上高合計 Total	284,625	260,388	269,450	293,152	289,402	315,000	140,573	147,538
前年比 (Percentage of previous year)	(96.9%)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(108.8%)	(98.5%)	(105.0%)
売上総利益率 (Gross Profit margin)	(23.8%)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.5%)	(22.6%)	(23.6%)

□ 部門別売上高 / Net Sales Breakdown



□ 売上構成 / Share of Total



◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)
(¥ million)

Fiscal Years ended March 31		2009 (H21.3末)	2010 (H22.3末)	2011 (H23.3末)	2012 (H24.3末)	2013 (H25.3末)	Interim to 9/2012 (H24.9末)	Interim to 9/2013 (H25.9末)
流動資産	Current Assets	131,068	129,928	140,234	149,663	154,836	145,919	167,982
現金預金	Cash and deposits	26,544	29,783	22,594	23,643	14,948	24,814	18,783
受取手形・完成工事未収入金等	Receivables	3,333	2,937	3,821	3,600	3,956	5,637	3,501
有価証券	Short-term investments	30,005	40,000	58,000	—	—	0	3,000
分譲用土地・建物	Land and Buildings for sale	56,097	43,007	37,955	50,038	56,103	48,649	56,344
未成工事支出金	Contracts in progress	6,004	6,546	7,651	7,468	6,343	7,292	8,210
その他棚卸資産	Other inventories	1,172	994	1,638	1,243	1,191	1,323	1,656
関係会社預け金	Parent company deposits	—	—	—	58,000	66,000	52,000	70,000
その他	Other current assets	7,909	6,660	8,572	5,669	6,293	6,201	6,486
固定資産	Fixed Assets	71,786	68,118	65,673	67,069	66,950	66,120	66,324
有形固定資産	Property, plant and equipment	39,914	39,089	38,427	39,820	40,286	40,203	40,326
建物	Buildings	15,494	14,707	14,524	15,121	14,946	15,149	15,400
機械	Machinery	1,270	999	896	1,566	2,495	2,009	2,464
土地	Land	21,050	21,214	21,002	20,917	20,962	20,982	20,962
その他有形固定資産	Other property, plant and equipment	2,099	2,168	2,004	2,214	1,882	2,061	1,498
無形固定資産	Intangibles	2,808	2,855	3,356	3,965	3,839	3,626	3,452
投資その他の資産	Investments and other assets	29,062	26,173	23,889	23,283	22,824	22,290	22,545
流動負債	Current Liabilities	65,939	61,799	67,530	75,317	76,607	71,229	87,187
支払手形・工事未払金等	Payables	33,544	29,839	32,224	37,512	36,696	35,600	39,586
未成工事受入金	Deposit received for contracts in progress	14,163	14,506	16,543	17,743	19,565	18,284	29,510
その他	Other current liabilities	18,231	17,452	18,762	20,060	20,345	17,344	18,091
固定負債	Fixed Liabilities	19,478	18,830	19,143	18,405	17,639	17,895	17,615
退職給付引当金	Liability for employees' retirement benefits	4,258	4,610	5,028	5,428	5,801	5,678	6,038
その他	Other long-term liabilities	15,219	14,220	14,115	12,977	11,837	12,216	11,576
少数株主持分	Minority Interests	796	833	721	740	187	184	190
純資産(少数株主持分を除く)	Shareholders' Equity	116,640	116,583	118,511	122,269	127,352	122,729	129,313
総資産	Total Assets	202,854	198,047	205,908	216,733	221,786	212,039	234,307

◆ 設備投資 / Capital Expenditure and Depreciation

(単位:百万円)
(¥ million)

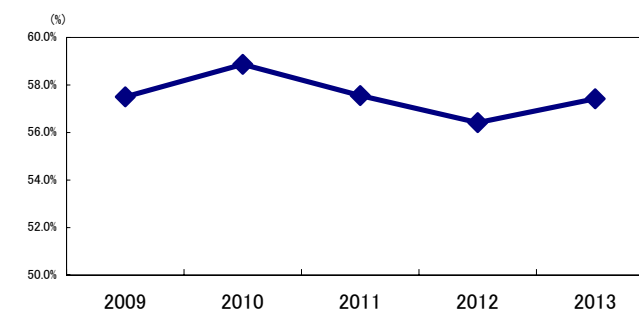
Fiscal Years ended March 31		2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	2014 (H25.4-H26.3) (予想 Est.)	Interim to 9/2012 (H24.4-H24.9)	Interim to 9/2013 (H25.4-H25.9)
固定資産	Fixed Assets	1,761	1,780	3,200	5,234	3,796	3,480	1,844	1,702
リース資産	Leased Assets	933	471	83	—	60	—	56	0
設備投資額 計	Total Capital Expenditure	2,695	2,251	3,283	5,234	3,857	3,480	1,900	1,702
固定資産	Fixed Assets	2,726	2,690	2,590	2,759	3,364	3,550	1,652	1,922
リース資産	Leased Assets	109	303	396	384	275	170	162	64
減価償却費 計	Total Depreciation	2,835	2,993	2,986	3,143	3,640	3,720	1,814	1,986

Fiscal Years ended March 31	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	Interim to 9/2012 (H24.4-H24.9)	Interim to 9/2013 (H25.4-H25.9)
自己資本比率 Equity Ratio	57.5%	58.9%	57.6%	56.4%	57.4%	57.9%	55.2%
流動比率 Current Ratio	198.8%	210.2%	207.7%	198.7%	202.1%	204.9%	192.7%
固定比率 Fixed Ratio	61.5%	58.4%	55.4%	54.9%	52.6%	53.9%	51.3%
総資産回転率(回) Assets Turnover (Times)	1.39	1.30	1.33	1.39	1.32	1.31	1.29
棚卸資産回転率(回) Inventory Turnover (Times)	4.76	4.58	5.51	5.53	4.73	4.85	4.54
売上債権回転率(回) Receivables Turnover (Times)	73.72	81.58	78.46	78.20	76.33	60.65	78.87
1株当たり当期純利益(円) Earnings per Share [=EPS](¥)	17.53	14.45	25.73	36.44	43.64	10.43	19.67
1株当たり純資産(円) Shareholders' Equity per Share (¥)	693.93	693.70	705.29	727.71	758.03	730.48	769.74
自己資本当期純利益率(ROE) Return on Equity	2.5%	2.1%	3.7%	5.1%	5.9%	2.9%	5.3%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	4.7%	2.6%	4.0%	5.1%	5.3%	2.7%	4.8%

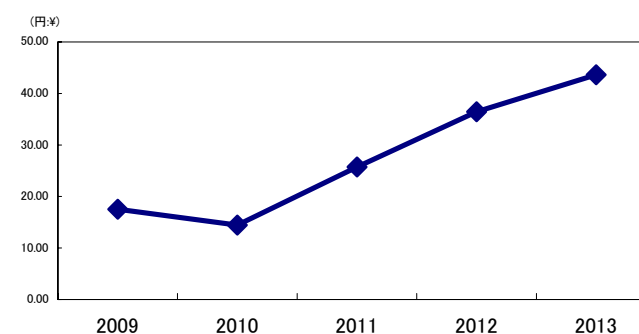
(注) 中間期の「総資産回転率」、「棚卸資産回転率」、「売上債権回転率」、「自己資本当期純利益率(ROE)」及び「総資産経常利益率」は年換算しています。

Note: Assets Turnover, Inventory Turnover, Receivables Turnover, Return on Equity(ROE) and Return on Assets for the first half of the years are shown on an annualized basis.

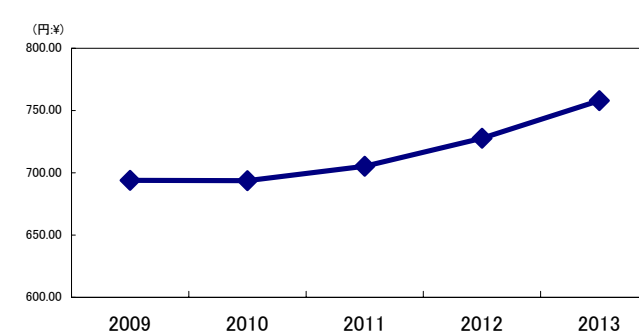
□ 自己資本比率 / Equity Ratio



□ 1株当たり当期純利益 / Earnings per Share



□ 1株当たり純資産 / Shareholders' Equity per Share



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

(単位: 戸)

Fiscal Years ended March 31			2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		2011 (H22.4-H23.3)		2012 (H23.4-H24.3)		2013 (H24.4-H25.3)		2014 (H25.4-H26.3)	
			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	2,916	(96.4%)	2,430	(83.3%)	2,459	(101.2%)	2,693	(109.5%)	2,624	(97.4%)	2,655	(101.2%)
	分譲	Buildings for Sale	408	(101.5%)	482	(118.1%)	407	(84.4%)	309	(76.0%)	285	(92.2%)	307	(107.7%)
	集合	Rental Apartment Houses	2,425	(84.3%)	1,980	(81.6%)	2,102	(106.2%)	1,795	(85.4%)	1,981	(110.4%)	2,309	(116.6%)
	合計	Total	5,749	(91.2%)	4,892	(85.1%)	4,968	(101.5%)	4,797	(96.6%)	4,890	(101.9%)	5,271	(107.8%)
(予想 Est.)														
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,943	(98.0%)	2,498	(84.9%)	2,746	(109.9%)	2,997	(109.1%)	2,859	(95.4%)	3,000	(104.9%)
	分譲	Buildings for Sale	420	(76.5%)	565	(134.5%)	412	(73.0%)	296	(71.8%)	297	(100.3%)	440	(148.1%)
	集合	Rental Apartment Houses	3,764	(105.7%)	2,646	(70.3%)	2,627	(99.3%)	2,660	(101.3%)	2,400	(90.2%)	2,610	(108.8%)
	合計	Total	7,127	(100.2%)	5,709	(80.1%)	5,785	(101.3%)	5,953	(102.9%)	5,556	(93.3%)	6,050	(108.9%)
(予想 Est.)														
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	5,859	(97.2%)	4,928	(84.1%)	5,205	(105.6%)	5,690	(109.3%)	5,483	(96.4%)	5,655	(103.1%)
	分譲	Buildings for Sale	828	(87.1%)	1,047	(126.4%)	819	(78.2%)	605	(73.9%)	582	(96.2%)	747	(128.4%)
	集合	Rental Apartment Houses	6,189	(96.1%)	4,626	(74.7%)	4,729	(102.2%)	4,455	(94.2%)	4,381	(98.3%)	4,919	(112.3%)
	合計	Total	12,876	(95.9%)	10,601	(82.3%)	10,753	(101.4%)	10,750	(100.0%)	10,446	(97.2%)	11,321	(108.4%)

(注1) 販売戸数は引渡しベースの数値です。

Note 1: Housing Sales are calculated on a delivery 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、増改築の戸数を含んでおりません。

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

(注4) 販売戸数には、応急仮設住宅の戸数を含んでおりません。

Note 4: Emergency temporary dwellings 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			2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		2011 (H22.4-H23.3)		2012 (H23.4-H24.3)		2013 (H24.4-H25.3)		2014 (H25.4-H26.3)	
			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	2,834	(97.6%)	2,529	(89.2%)	2,839	(112.3%)	2,971	(104.6%)	2,830	(95.3%)	3,308	(116.9%)
	分譲	Buildings for Sale	449	(104.4%)	553	(123.2%)	457	(82.7%)	305	(66.7%)	335	(109.8%)	456	(136.1%)
	集合	Rental Apartment Houses	3,167	(97.4%)	2,331	(73.6%)	2,406	(103.2%)	2,490	(103.5%)	2,568	(103.1%)	4,390	(171.0%)
	合計	Total	6,450	(97.9%)	5,413	(83.9%)	5,702	(105.3%)	5,766	(101.1%)	5,733	(99.4%)	8,154	(142.2%)
(予想 Est.)														
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,352	(79.1%)	2,382	(101.3%)	2,856	(119.9%)	2,601	(91.1%)	2,762	(106.2%)	2,560	(92.7%)
	分譲	Buildings for Sale	400	(83.0%)	445	(111.3%)	308	(69.2%)	282	(91.6%)	287	(101.8%)	275	(95.8%)
	集合	Rental Apartment Houses	2,325	(79.7%)	2,376	(102.2%)	1,875	(78.9%)	2,231	(119.0%)	3,200	(143.4%)	2,320	(72.5%)
	合計	Total	5,077	(79.6%)	5,203	(102.5%)	5,039	(96.8%)	5,114	(101.5%)	6,249	(122.2%)	5,155	(82.5%)
(予想 Est.)														
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	5,186	(88.2%)	4,911	(94.7%)	5,695	(116.0%)	5,572	(97.8%)	5,592	(100.4%)	5,868	(104.9%)
	分譲	Buildings for Sale	849	(93.1%)	998	(117.6%)	765	(76.7%)	587	(76.7%)	622	(106.0%)	731	(117.5%)
	集合	Rental Apartment Houses	5,492	(89.0%)	4,707	(85.7%)	4,281	(90.9%)	4,721	(110.3%)	5,768	(122.2%)	6,710	(116.3%)
	合計	Total	11,527	(88.9%)	10,616	(92.1%)	10,741	(101.2%)	10,880	(101.3%)	11,982	(110.1%)	13,309	(111.1%)

(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、増改築の戸数を含んでおりません。

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

(注3) 受注戸数には、応急仮設住宅の戸数を含んでおりません。

Note 3: Emergency temporary dwellings 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		2009	2010	2011	2012	2013	Interim to 9/2012	Interim to 9/2013
		(H20.4-H21.3)	(H21.4-H22.3)	(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)	(H24.4-H24.9)	(H25.4-H25.9)
請負戸建住宅 Custom-built Detached Housing	請負金額 (万円) Price (¥ ten thousands)	2,950	2,936	2,822	2,866	2,958	2,944	3,120
	延床面積 (㎡) Floor space (m ²)	139.7	137.0	134.4	134.6	136.0	135.8	136.9
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	69.7	70.7	69.3	70.3	71.7	71.5	75.2
分譲戸建住宅 Detached Housing for Sale	売上金額 (万円) Price (¥ ten thousands)	2,441	2,376	2,461	2,444	2,408	2,434	2,449
	延床面積 (㎡) Floor space (m ²)	120.3	120.3	119.1	118.7	116.7	116.6	116.5
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	67.0	65.2	68.2	67.9	68.1	68.9	69.4
集合住宅 Rental Apartment Housing	請負金額 (万円) Price (¥ ten thousands)	4,413	4,352	4,774	4,129	4,088	3,945	4,633
	延床面積 (㎡) Floor space (m ²)	220.6	223.3	235.0	205.4	197.0	192.2	215.1
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	66.0	64.3	67.0	66.4	68.5	67.7	71.1

(注1) 1棟当たりデータは、契約時の金額です。

Note1: The price per house is amount when contracted.

(注2) 2013年度より、戸建商品の「賃貸併用住宅」の売上区分を集合から戸建に変更したことに伴い、過去データを同様の区分にて変更しています。

Note2: The price per house calculated on a delivery basis retroactively, with what having changed the sales division of "Homes that also include commercial space and apartments" of the detached housing product from fiscal 2013.

◆ 営業拠点数／The Number of Sales Centers

Fiscal Years ended March 31		2009 <small>(H20.4-H21.3)</small>	2010 <small>(H21.4-H22.3)</small>	2011 <small>(H22.4-H23.3)</small>	2012 <small>(H23.4-H24.3)</small>	2013 <small>(H24.4-H25.3)</small>	Interim to 9/2012 <small>(H24.4-H24.9)</small>	Interim to 9/2013 <small>(H25.4-H25.9)</small>
展示場 (棟)	Housing Display Centers	255	214	213	222	225	222	229
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	38	36	35	35	37	36	37
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	40	62	46	35	24	29	20

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		2009 <small>(H20.4-H21.3)</small>	2010 <small>(H21.4-H22.3)</small>	2011 <small>(H22.4-H23.3)</small>	2012 <small>(H23.4-H24.3)</small>	2013 <small>(H24.4-H25.3)</small>	Interim to 9/2012 <small>(H24.4-H24.9)</small>	Interim to 9/2013 <small>(H25.4-H25.9)</small>
新築比率 (持家)	Building for the First Time	64.9%	66.3%	66.3%	63.5%	62.4%	63.0%	62.1%
建替比率 (持家)	Rebuilding at Same Place	35.1%	33.7%	33.7%	36.5%	37.6%	37.0%	37.9%

(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		2009 <small>(H20.4-H21.3)</small>	2010 <small>(H21.4-H22.3)</small>	2011 <small>(H22.4-H23.3)</small>	2012 <small>(H23.4-H24.3)</small>	2013 <small>(H24.4-H25.3)</small>	Interim to 9/2012 <small>(H24.4-H24.9)</small>	Interim to 9/2013 <small>(H25.4-H25.9)</small>
展示場	Sales Centers	50.1%	45.5%	48.1%	44.4%	43.8%	44.6%	42.7%
紹介	On Introduction	45.0%	45.1%	42.2%	45.4%	48.0%	46.6%	49.6%
その他	Other	4.9%	9.4%	9.7%	10.2%	8.2%	8.8%	7.7%

(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.

	2012 (H24.3)			Interim to 9/2012 (H24.9)			2013 (H25.3)			Interim to 9/2013 (H25.9)		
	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	49	19,504	11.65%	51	20,110	12.01%	49	20,129	12.02%	50	18,888	11.28%
証券会社 Securities Companies	33	1,066	0.64%	32	1,179	0.70%	35	1,159	0.69%	34	928	0.55%
その他の法人 Non-Financial Institutions	114	92,183	55.07%	119	92,258	55.12%	111	92,191	55.07%	111	92,225	55.08%
外国法人等 Foreigners	166	31,751	18.97%	159	30,420	18.17%	155	31,103	18.58%	176	32,834	19.61%
個人その他 Individuals and Others	7,230	22,878	13.67%	7,385	23,433	14.00%	7,153	22,842	13.64%	7,072	22,569	13.48%
合計 Total	7,592	167,382	100.00%	7,746	167,400	100.00%	7,503	167,424	100.00%	7,443	167,444	100.00%

