

Financial Factbook

PanaHome

2014年度(2015年3月期) 第2四半期決算 / Interim of Fiscal Year Ending March 31, 2015

(注) 2015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, 2015 are current forecasts.

パナホーム株式会社

PanaHome Corporation

経営データ / Management Data

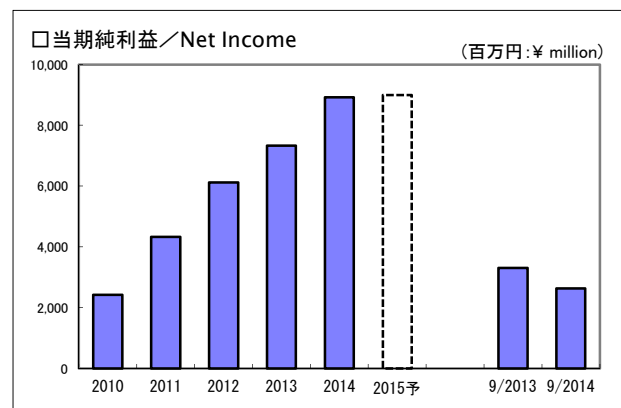
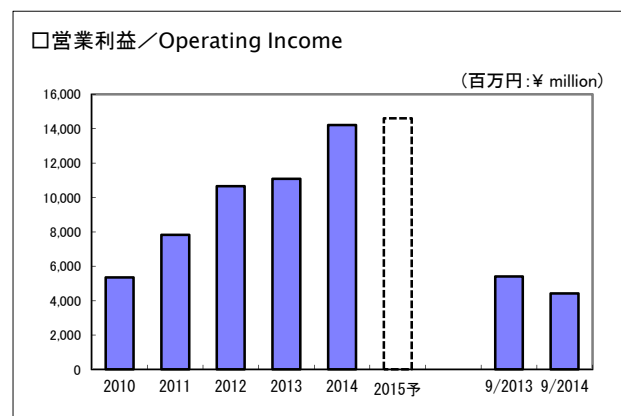
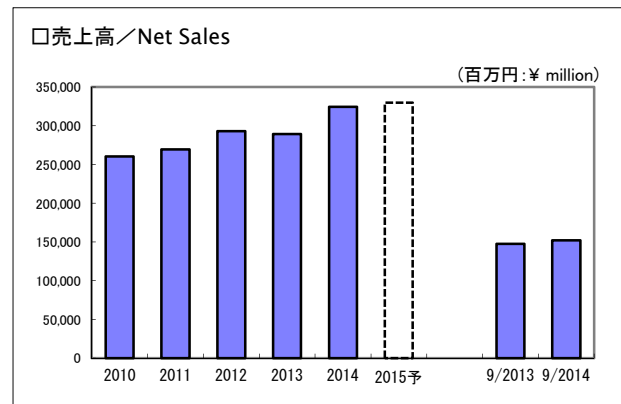
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(単位:百万円)
(¥ million)

Fiscal Years ended March 31	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)	2015 (H26.4-H27.3) (予想 Est.)	Interim to 9/2013 (H25.4-H25.9)	Interim to 9/2014 (H26.4-H26.9)
売上高 Net Sales	260,388	269,450	293,152	289,402	324,458	330,000	147,538	152,410
前年比 (Percentage of previous year)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(112.1%)	(101.7%)	(105.0%)	(103.3%)
売上総利益 Gross Profit	59,140	62,340	68,222	68,048	75,890	75,300	34,813	33,840
前年比 (Percentage of previous year)	(87.2%)	(105.4%)	(109.4%)	(99.7%)	(111.5%)	(99.2%)	(109.7%)	(97.2%)
売上比 (Percentage of net sales)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.4%)	(22.8%)	(23.6%)	(22.2%)
販売費及び一般管理費 Selling, General and Administrative Expenses	53,797	54,509	57,556	56,959	61,667	60,700	29,409	29,421
前年比 (Percentage of previous year)	(92.2%)	(101.3%)	(105.6%)	(99.0%)	(108.3%)	(98.4%)	(102.6%)	(100.0%)
売上比 (Percentage of net sales)	(20.7%)	(20.2%)	(19.6%)	(19.7%)	(19.0%)	(18.4%)	(19.9%)	(19.3%)
営業利益 Operating Income	5,343	7,831	10,665	11,089	14,222	14,600	5,403	4,419
前年比 (Percentage of previous year)	(56.3%)	(146.5%)	(136.2%)	(104.0%)	(128.3%)	(102.7%)	(176.7%)	(81.8%)
売上比 (Percentage of net sales)	(2.1%)	(2.9%)	(3.6%)	(3.8%)	(4.4%)	(4.4%)	(3.7%)	(2.9%)
経常利益 Ordinary Income	5,141	8,125	10,881	11,613	14,834	14,900	5,504	4,512
前年比 (Percentage of previous year)	(53.8%)	(158.0%)	(133.9%)	(106.7%)	(127.7%)	(100.4%)	(186.8%)	(82.0%)
売上比 (Percentage of net sales)	(2.0%)	(3.0%)	(3.7%)	(4.0%)	(4.6%)	(4.5%)	(3.7%)	(3.0%)
税金等調整前当期純利益 Income before Income Taxes	5,062	6,768	10,692	11,740	14,520	14,800	5,500	4,457
前年比 (Percentage of previous year)	(61.5%)	(133.7%)	(158.0%)	(109.8%)	(123.7%)	(101.9%)	(177.5%)	(81.0%)
売上比 (Percentage of net sales)	(1.9%)	(2.5%)	(3.6%)	(4.1%)	(4.5%)	(4.5%)	(3.7%)	(2.9%)
当期純利益 Net Income	2,428	4,324	6,123	7,331	8,925	9,000	3,304	2,637
前年比 (Percentage of previous year)	(82.4%)	(178.1%)	(141.6%)	(119.7%)	(121.7%)	(100.8%)	(188.6%)	(79.8%)
売上比 (Percentage of net sales)	(0.9%)	(1.6%)	(2.1%)	(2.5%)	(2.8%)	(2.7%)	(2.2%)	(1.7%)



(単位: 百万円)
(¥ million)

Fiscal Years ended March 31	2010	2011	2012	2013	2014		2015	Interim to 9/2013		Interim to 9/2014
	(H21.4-H22.3)	(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)	(H25.4-H26.3)		(H26.4-H27.3)	(H25.4-H25.9)		(H26.4-H26.9)
						(新ベース New basis)	(予想 Est.)	(新ベース New basis)		
建築請負 Housing Construction	177,851	188,749	214,681	210,120	226,435	—	—	106,665	—	—
前年比 (Percentage of previous year)	(87.9%)	(106.1%)	(113.7%)	(97.9%)	(107.8%)	—	—	(106.8%)	—	—
構成比 (Percentage of share of total)	(68.3%)	(70.1%)	(73.2%)	(72.6%)	(69.8%)	—	—	(72.3%)	—	—
売上総利益率 (Gross Profit margin)	(26.4%)	(26.3%)	(25.9%)	(26.0%)	(26.7%)	—	—	(26.3%)	—	—
住宅システム部材 Housing Materials	21,954	21,830	22,214	20,635	22,271	—	—	10,340	—	—
前年比 (Percentage of previous year)	(78.6%)	(99.4%)	(101.8%)	(92.9%)	(107.9%)	—	—	(104.8%)	—	—
構成比 (Percentage of share of total)	(8.4%)	(8.1%)	(7.6%)	(7.1%)	(6.9%)	—	—	(7.0%)	—	—
売上総利益率 (Gross Profit margin)	(35.2%)	(35.3%)	(31.5%)	(31.5%)	(31.4%)	—	—	(32.0%)	—	—
分譲用土地・建物 Land and Buildings for Sale	42,667	39,413	35,153	35,789	51,215	—	—	18,582	—	—
前年比 (Percentage of previous year)	(111.4%)	(92.4%)	(89.2%)	(101.8%)	(143.1%)	—	—	(94.5%)	—	—
構成比 (Percentage of share of total)	(16.4%)	(14.6%)	(12.0%)	(12.4%)	(15.8%)	—	—	(12.6%)	—	—
売上総利益率 (Gross Profit margin)	(6.4%)	(8.0%)	(10.4%)	(12.9%)	(11.8%)	—	—	(11.7%)	—	—
不動産流通 Real Estate	17,914	19,457	21,102	22,857	24,535	—	—	11,950	—	—
前年比 (Percentage of previous year)	(111.7%)	(108.6%)	(108.5%)	(108.3%)	(107.3%)	—	—	(107.2%)	—	—
構成比 (Percentage of share of total)	(6.9%)	(7.2%)	(7.2%)	(7.9%)	(7.5%)	—	—	(8.1%)	—	—
売上総利益率 (Gross Profit margin)	(9.3%)	(9.1%)	(9.2%)	(9.8%)	(9.8%)	—	—	(9.8%)	—	—
新築請負 Custom-built housing	—	—	—	—	—	190,314	194,500	—	90,301	91,945
前年比 (Percentage of previous year)	—	—	—	—	—	(108.2%)	(102.2%)	—	(108.5%)	(101.8%)
構成比 (Percentage of share of total)	—	—	—	—	—	(58.6%)	(58.9%)	—	(61.2%)	(60.3%)
売上総利益率 (Gross Profit margin)	—	—	—	—	—	(26.2%)	(25.1%)	—	(26.4%)	(24.0%)
街づくり Urban development	—	—	—	—	—	64,785	58,900	—	24,458	24,831
前年比 (Percentage of previous year)	—	—	—	—	—	(124.7%)	(90.9%)	—	(88.4%)	(101.5%)
構成比 (Percentage of share of total)	—	—	—	—	—	(20.0%)	(17.9%)	—	(16.6%)	(16.3%)
売上総利益率 (Gross Profit margin)	—	—	—	—	—	(18.0%)	(18.2%)	—	(17.8%)	(17.8%)
ストック Residential stock	—	—	—	—	—	67,680	72,300	—	32,065	34,361
前年比 (Percentage of previous year)	—	—	—	—	—	(110.9%)	(106.8%)	—	(108.2%)	(107.2%)
構成比 (Percentage of share of total)	—	—	—	—	—	(20.9%)	(21.9%)	—	(21.7%)	(22.6%)
売上総利益率 (Gross Profit margin)	—	—	—	—	—	(21.0%)	(21.3%)	—	(20.5%)	(21.3%)
海外 Overseas	—	—	—	—	—	1,679	4,300	—	712	1,272
前年比 (Percentage of previous year)	—	—	—	—	—	(316.2%)	(256.1%)	—	(921.2%)	(178.7%)
構成比 (Percentage of share of total)	—	—	—	—	—	(0.5%)	(1.3%)	—	(0.5%)	(0.8%)
売上高合計 Total	260,388	269,450	293,152	289,402	324,458	324,458	330,000	147,538	147,538	152,410
前年比 (Percentage of previous year)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(112.1%)	(112.1%)	(101.7%)	(105.0%)	(105.0%)	(103.3%)
売上総利益率 (Gross Profit margin)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.4%)	(23.4%)	(22.8%)	(23.6%)	(23.6%)	(22.2%)

◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)
(¥ million)

Fiscal Years ended March 31		2010 (H22.3末)	2011 (H23.3末)	2012 (H24.3末)	2013 (H25.3末)	2014 (H26.3末)	Interim to 9/2013 (H25.9末)	Interim to 9/2014 (H26.9末)
流動資産	Current Assets	129,928	140,234	149,663	154,836	183,954	167,982	175,744
現金預金	Cash and deposits	29,783	22,594	23,643	14,948	17,831	18,783	16,912
受取手形・完成工事未収入金等	Receivables	2,937	3,821	3,600	3,956	6,619	3,501	4,771
有価証券	Short-term investments	40,000	58,000	—	—	—	3,000	—
分譲用土地・建物	Land and Buildings for sale	43,007	37,955	50,038	56,103	55,429	56,344	55,931
未成工事支出金	Contracts in progress	6,546	7,651	7,468	6,343	11,893	8,210	9,390
その他棚卸資産	Other inventories	994	1,638	1,243	1,191	1,219	1,656	1,253
関係会社預け金	Parent company deposits	—	—	58,000	66,000	85,000	70,000	81,000
その他	Other current assets	6,660	8,572	5,669	6,293	5,960	6,486	6,484
固定資産	Fixed Assets	68,118	65,673	67,069	66,950	61,906	66,324	62,160
有形固定資産	Property, plant and equipment	39,089	38,427	39,820	40,286	38,881	40,326	38,704
建物	Buildings	14,707	14,524	15,121	14,946	14,502	15,400	14,136
機械	Machinery	999	896	1,566	2,495	2,292	2,464	2,420
土地	Land	21,214	21,002	20,917	20,962	20,736	20,962	20,696
その他有形固定資産	Other property, plant and equipment	2,168	2,004	2,214	1,882	1,350	1,498	1,450
無形固定資産	Intangibles	2,855	3,356	3,965	3,839	3,513	3,452	3,296
投資その他の資産	Investments and other assets	26,173	23,889	23,283	22,824	19,511	22,545	20,158
流動負債	Current Liabilities	61,799	67,530	75,317	76,607	97,953	87,187	88,677
支払手形・工事未払金等	Payables	29,839	32,224	37,512	36,696	43,813	39,586	39,376
未成工事受入金	Deposit received for contracts in progress	14,506	16,543	17,743	19,565	31,608	29,510	30,444
その他	Other current liabilities	17,452	18,762	20,060	20,345	22,531	18,091	18,856
固定負債	Fixed Liabilities	18,830	19,143	18,405	17,639	18,827	17,615	18,533
退職給付引当金	Liability for employees' retirement benefits	4,610	5,028	5,428	5,801	—	6,038	—
退職給付に係る負債	Employees' retirement benefits Liabilities	—	—	—	—	7,517	—	7,375
その他	Other long-term liabilities	14,220	14,115	12,977	11,837	11,310	11,576	11,157
少数株主持分	Minority Interests	833	721	740	187	195	190	198
純資産(少数株主持分を除く)	Shareholders' Equity	116,583	118,511	122,269	127,352	128,885	129,313	130,495
総資産	Total Assets	198,047	205,908	216,733	221,786	245,861	234,307	237,905

◆ 設備投資 / Capital Expenditure and Depreciation

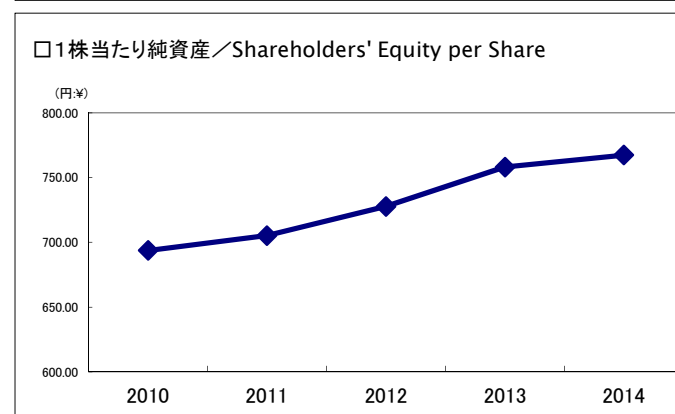
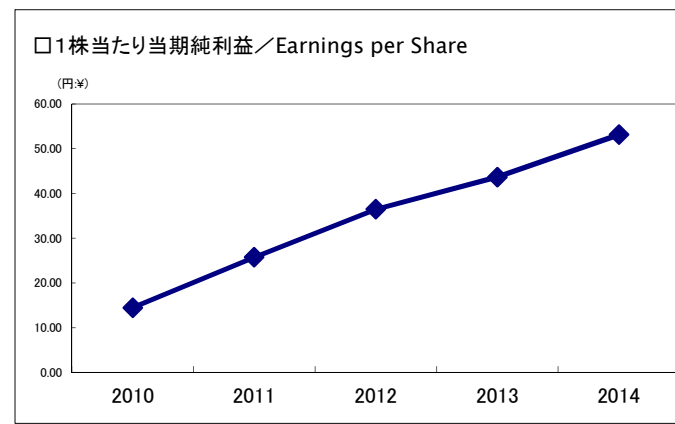
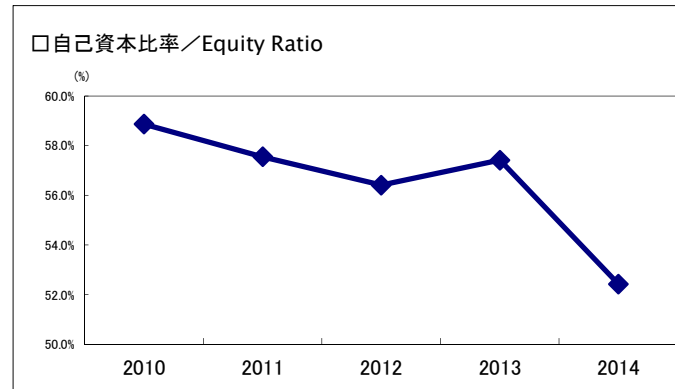
(単位:百万円)
(¥ million)

Fiscal Years ended March 31		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)	2015 (H26.4-H27.3) (予想 Est.)	Interim to 9/2013 (H25.4-H25.9)	Interim to 9/2014 (H26.4-H26.9)
固定資産	Fixed Assets	1,780	3,200	5,234	3,796	2,884	4,172	1,702	1,560
リース資産	Leased Assets	471	83	—	60	12	30	0	0
設備投資額 計	Total Capital Expenditure	2,251	3,283	5,234	3,857	2,896	4,202	1,702	1,560
固定資産	Fixed Assets	2,690	2,590	2,759	3,364	3,874	3,970	1,922	1,918
リース資産	Leased Assets	303	396	384	275	93	50	64	18
減価償却費 計	Total Depreciation	2,993	2,986	3,143	3,640	3,967	4,020	1,986	1,936

Fiscal Years ended March 31	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)	Interim to 9/2013 (H25.4-H25.9)	Interim to 9/2014 (H26.4-H26.9)
自己資本比率 Equity Ratio	58.9%	57.6%	56.4%	57.4%	52.4%	55.2%	54.9%
流動比率 Current Ratio	210.2%	207.7%	198.7%	202.1%	187.8%	192.7%	198.2%
固定比率 Fixed Ratio	58.4%	55.4%	54.9%	52.6%	48.0%	51.3%	47.6%
総資産回転率(回) Assets Turnover (Times)	1.30	1.33	1.39	1.32	1.39	1.29	1.26
棚卸資産回転率(回) Inventory Turnover (Times)	4.58	5.51	5.53	4.73	4.91	4.54	4.51
売上債権回転率(回) Receivables Turnover (Times)	81.58	78.46	78.20	76.33	61.22	78.87	53.41
1株当たり当期純利益(円) Earnings per Share[=EPS](¥)	14.45	25.73	36.44	43.64	53.13	19.67	15.70
1株当たり純資産(円) Shareholders' Equity per Share (¥)	693.70	705.29	727.71	758.03	767.28	769.74	776.93
自己資本当期純利益率(ROE) Return on Equity	2.1%	3.7%	5.1%	5.9%	7.0%	5.3%	4.1%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	2.6%	4.0%	5.1%	5.3%	6.3%	4.8%	3.7%

(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.



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

Fiscal Years ended March 31			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)		(新ベース New basis) 2014 (H25.4-H26.3)		(単位:戸) 2015 (H26.4-H27.3)	
			前年比		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	2,430	(83.3%)	2,459	(101.2%)	2,693	(109.5%)	2,624	(97.4%)	2,655	(101.2%)	2,362	(104.8%)	2,077	(87.9%)
	分譲	Buildings for Sale	482	(118.1%)	407	(84.4%)	309	(76.0%)	285	(92.2%)	307	(107.7%)	600	(91.5%)	556	(92.7%)
	集合	Rental Apartment Houses	1,980	(81.6%)	2,102	(106.2%)	1,795	(85.4%)	1,981	(110.4%)	2,309	(116.6%)	2,309	(116.6%)	3,197	(138.5%)
	合計	Total	4,892	(85.1%)	4,968	(101.5%)	4,797	(96.6%)	4,890	(101.9%)	5,271	(107.8%)	5,271	(107.8%)	5,830	(110.6%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,498	(84.9%)	2,746	(109.9%)	2,997	(109.1%)	2,859	(95.4%)	2,832	(99.1%)	2,463	(99.6%)	2,360	(95.8%)
	分譲	Buildings for Sale	565	(134.5%)	412	(73.0%)	296	(71.8%)	297	(100.3%)	583	(196.3%)	952	(139.4%)	940	(98.7%)
	集合	Rental Apartment Houses	2,646	(70.3%)	2,627	(99.3%)	2,660	(101.3%)	2,400	(90.2%)	3,072	(128.0%)	3,072	(128.0%)	3,680	(119.8%)
	合計	Total	5,709	(80.1%)	5,785	(101.3%)	5,953	(102.9%)	5,556	(93.3%)	6,487	(116.8%)	6,487	(116.8%)	6,980	(107.6%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	4,928	(84.1%)	5,205	(105.6%)	5,690	(109.3%)	5,483	(96.4%)	5,487	(100.1%)	4,825	(102.1%)	4,437	(92.0%)
	分譲	Buildings for Sale	1,047	(126.4%)	819	(78.2%)	605	(73.9%)	582	(96.2%)	890	(152.9%)	1,552	(115.9%)	1,496	(96.4%)
	集合	Rental Apartment Houses	4,626	(74.7%)	4,729	(102.2%)	4,455	(94.2%)	4,381	(98.3%)	5,381	(122.8%)	5,381	(122.8%)	6,877	(127.8%)
	合計	Total	10,601	(82.3%)	10,753	(101.4%)	10,750	(100.0%)	10,446	(97.2%)	11,758	(112.6%)	11,758	(112.6%)	12,810	(108.9%)

(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.

(注5) 2014年度より売建物件戸数は戸建請負から分譲に変更しております。

Note 5: Houses which build in our land change from Custom-built Detached Houses to Buildings for Sale from fiscal 2014.

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

Fiscal Years ended March 31			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)		(新ベース New basis) 2014 (H25.4-H26.3)		(単位:戸) 2015 (H26.4-H27.3)	
			前年比		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	2,529	(89.2%)	2,839	(112.3%)	2,971	(104.6%)	2,830	(95.3%)	3,308	(116.9%)	2,858	(115.5%)	2,145	(75.1%)
	分譲	Buildings for Sale	553	(123.2%)	457	(82.7%)	305	(66.7%)	335	(109.8%)	456	(136.1%)	906	(131.3%)	720	(79.5%)
	集合	Rental Apartment Houses	2,331	(73.6%)	2,406	(103.2%)	2,490	(103.5%)	2,568	(103.1%)	4,390	(171.0%)	4,390	(171.0%)	3,388	(77.2%)
	合計	Total	5,413	(83.9%)	5,702	(105.3%)	5,766	(101.1%)	5,733	(99.4%)	8,154	(142.2%)	8,154	(142.2%)	6,253	(76.7%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,382	(101.3%)	2,856	(119.9%)	2,601	(91.1%)	2,762	(106.2%)	2,177	(78.8%)	1,935	(78.7%)	2,220	(114.7%)
	分譲	Buildings for Sale	445	(111.3%)	308	(69.2%)	282	(91.6%)	287	(101.8%)	505	(176.0%)	747	(126.6%)	810	(108.4%)
	集合	Rental Apartment Houses	2,376	(102.2%)	1,875	(78.9%)	2,231	(119.0%)	3,200	(143.4%)	2,611	(81.6%)	2,611	(81.6%)	3,850	(147.5%)
	合計	Total	5,203	(102.5%)	5,039	(96.8%)	5,114	(101.5%)	6,249	(122.2%)	5,293	(84.7%)	5,293	(84.7%)	6,880	(130.0%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	4,911	(94.7%)	5,695	(116.0%)	5,572	(97.8%)	5,592	(100.4%)	5,485	(98.1%)	4,793	(97.1%)	4,365	(91.1%)
	分譲	Buildings for Sale	998	(117.6%)	765	(76.7%)	587	(76.7%)	622	(106.0%)	961	(154.5%)	1,653	(129.1%)	1,530	(92.6%)
	集合	Rental Apartment Houses	4,707	(85.7%)	4,281	(90.9%)	4,721	(110.3%)	5,768	(122.2%)	7,001	(121.4%)	7,001	(121.4%)	7,238	(103.4%)
	合計	Total	10,616	(92.1%)	10,741	(101.2%)	10,880	(101.3%)	11,982	(110.1%)	13,447	(112.2%)	13,447	(112.2%)	13,133	(97.7%)

(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.

(注4) 2014年度より売建物件戸数は戸建請負から分譲に変更しております。

Note 4: Houses which build in our land change from Custom-built Detached Houses to Buildings for Sale from fiscal 2014.

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

Fiscal Years ended March 31			2010	2011	2012	2013	2014	Interim to 9/2013	Interim to 9/2014
			(H21.4-H22.3)	(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)	(H25.4-H26.3)	(H25.4-H25.9)	(H26.4-H26.9)
請負戸建住宅 Custom-built Detached Housing	請負金額 (万円)	Price (¥ ten thousands)	2,978	2,866	2,925	3,021	3,188	3,189	3,402
	延床面積 (㎡)	Floor space (㎡)	138.7	136.2	138.0	138.4	138.1	139.8	141.7
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	70.9	69.5	70.0	72.0	76.2	75.3	79.3
分譲戸建住宅 Detached Housing for Sale	売上金額 (万円)	Price (¥ ten thousands)	2,454	2,451	2,462	2,445	2,603	2,576	2,632
	延床面積 (㎡)	Floor space (㎡)	121.1	119.0	119.2	117.5	117.3	117.6	116.7
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	66.9	68.0	68.2	68.7	73.2	72.3	74.4
集合住宅 Rental Apartment Housing	請負金額 (万円)	Price (¥ ten thousands)	4,352	4,774	4,129	4,088	4,448	4,633	4,550
	延床面積 (㎡)	Floor space (㎡)	223.3	235.0	205.4	197.0	202.6	215.1	201.9
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	64.3	67.0	66.4	68.5	72.5	71.1	74.4

(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" to the Detached housing product from fiscal 2013.

(注3) 2014年度より売建物件を戸建請負から分譲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。

Note3: The price per house calculated on a delivery basis retroactively, with what having changed the sales division of Houses that build in our land from Custom-built Detached Houses to Buildings for Sale from fiscal 2014.

◆ 営業拠点数 / The Number of Sales Centers

Fiscal Years ended March 31		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)	Interim to 9/2013 (H25.4-H25.9)	Interim to 9/2014 (H26.4-H26.9)
展示場 (棟)	Housing Display Centers	214	213	222	225	230	229	224
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	36	35	35	37	37	37	38
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	62	46	35	24	13	20	16

◆ 建築内訳 / Breakdown of Newly Constructed

Fiscal Years ended March 31		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)	Interim to 9/2013 (H25.4-H25.9)	Interim to 9/2014 (H26.4-H26.9)
新築比率 (持家)	Building for the First Time	66.3%	66.3%	63.5%	62.4%	61.8%	62.1%	63.9%
建替比率 (持家)	Rebuilding at Same Place	33.7%	33.7%	36.5%	37.6%	38.2%	37.9%	36.1%

(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		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)	Interim to 9/2013 (H25.4-H25.9)	Interim to 9/2014 (H26.4-H26.9)
展示場	Sales Centers	45.5%	48.1%	44.4%	43.8%	42.2%	42.7%	41.7%
紹介	On Introduction	45.1%	42.2%	45.4%	48.0%	48.9%	49.6%	48.9%
その他	Other	9.4%	9.7%	10.2%	8.2%	8.9%	7.7%	9.4%

(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.

	2013 (H25.3)			Interim to 9/2013 (H25.9)			2014 (H26.3)			Interim to 9/2014 (H26.9)		
	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	20,129	12.02%	50	18,888	11.28%	50	18,025	10.76%	49	18,749	11.19%
証券会社 Securities Companies	35	1,159	0.69%	34	928	0.55%	32	902	0.54%	29	1,822	1.09%
その他の法人 Non-Financial Institutions	111	92,191	55.07%	111	92,225	55.09%	106	92,079	54.98%	100	92,061	54.96%
外国法人等 Foreigners	155	31,103	18.58%	176	32,834	19.61%	183	35,265	21.06%	195	34,900	20.84%
個人その他 Individuals and Others	7,153	22,842	13.64%	7,072	22,569	13.48%	6,628	21,202	12.66%	6,203	19,958	11.92%
合計 Total	7,503	167,424	100.00%	7,443	167,444	100.00%	6,999	167,473	100.00%	6,576	167,490	100.00%

