

Financial Factbook

PanaHome

2015年度(2016年3月期) 第2四半期決算 / Interim of Fiscal Year Ending March 31, 2016

(注) 2016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, 2016 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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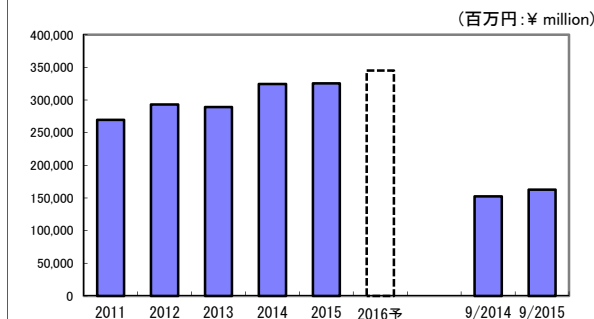
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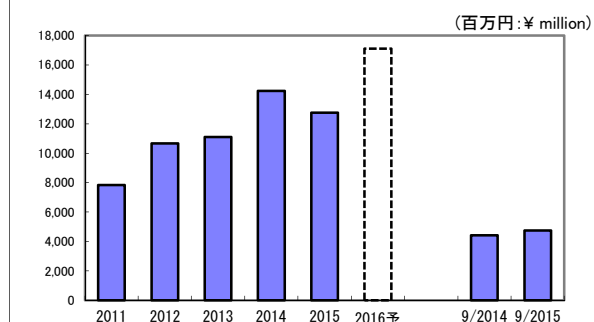
(単位: 百万円)
(¥ million)

Fiscal Years ended March 31	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)	2016 (H27.4-H28.3) (予想 Est.)	Interim to 9/2014 (H26.4-H26.9)	Interim to 9/2015 (H27.4-H27.9)
売上高 Net Sales	269,450	293,152	289,402	324,458	325,622	345,000	152,410	162,999
前年比 (Percentage of previous year)	(103.5%)	(108.8%)	(98.7%)	(112.1%)	(100.4%)	(106.0%)	(103.3%)	(106.9%)
売上総利益 Gross Profit	62,340	68,222	68,048	75,890	72,670	81,600	33,840	37,146
前年比 (Percentage of previous year)	(105.4%)	(109.4%)	(99.7%)	(111.5%)	(95.8%)	(112.3%)	(97.2%)	(109.8%)
売上比 (Percentage of net sales)	(23.1%)	(23.3%)	(23.5%)	(23.4%)	(22.3%)	(23.6%)	(22.2%)	(22.8%)
販売費及び一般管理費 Selling, General and Administrative Expenses	54,509	57,556	56,959	61,667	59,910	64,500	29,421	32,407
前年比 (Percentage of previous year)	(101.3%)	(105.6%)	(99.0%)	(108.3%)	(97.2%)	(107.7%)	(100.0%)	(110.1%)
売上比 (Percentage of net sales)	(20.2%)	(19.6%)	(19.7%)	(19.0%)	(18.4%)	(18.6%)	(19.3%)	(19.9%)
営業利益 Operating Income	7,831	10,665	11,089	14,222	12,759	17,100	4,419	4,739
前年比 (Percentage of previous year)	(146.5%)	(136.2%)	(104.0%)	(128.3%)	(89.7%)	(134.0%)	(81.8%)	(107.3%)
売上比 (Percentage of net sales)	(2.9%)	(3.6%)	(3.8%)	(4.4%)	(3.9%)	(5.0%)	(2.9%)	(2.9%)
経常利益 Ordinary Income	8,125	10,881	11,613	14,834	13,003	17,200	4,512	4,566
前年比 (Percentage of previous year)	(158.0%)	(133.9%)	(106.7%)	(127.7%)	(87.7%)	(132.3%)	(82.0%)	(101.2%)
売上比 (Percentage of net sales)	(3.0%)	(3.7%)	(4.0%)	(4.6%)	(4.0%)	(5.0%)	(3.0%)	(2.8%)
税金等調整前当期純利益 Income before Income Taxes and minority interests	6,768	10,692	11,740	14,520	12,907	16,800	4,457	4,544
前年比 (Percentage of previous year)	(133.7%)	(158.0%)	(109.8%)	(123.7%)	(88.9%)	(130.2%)	(81.0%)	(102.0%)
売上比 (Percentage of net sales)	(2.5%)	(3.6%)	(4.1%)	(4.5%)	(4.0%)	(4.9%)	(2.9%)	(2.8%)
親会社株主に帰属する当期純利益 Net income attributable to owners of parent	4,324	6,123	7,331	8,925	7,995	10,300	2,637	2,704
前年比 (Percentage of previous year)	(178.1%)	(141.6%)	(119.7%)	(121.7%)	(89.6%)	(128.8%)	(79.8%)	(102.5%)
売上比 (Percentage of net sales)	(1.6%)	(2.1%)	(2.5%)	(2.8%)	(2.5%)	(3.0%)	(1.7%)	(1.7%)

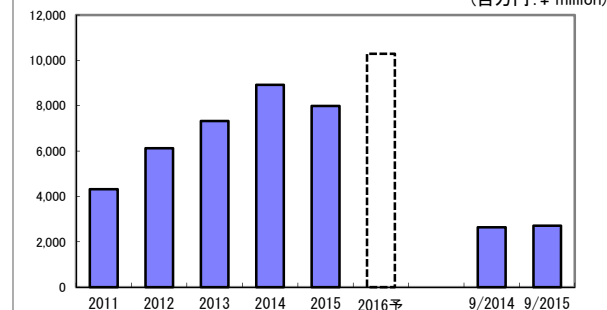
売上高 / Net Sales



営業利益 / Operating Income



親会社株主に帰属する当期純利益
/ Net income attributable to owners of parent



(単位:百万円)
(¥ million)

Fiscal Years ended March 31	2011	2012	2013	2014		2015	2016	Interim to 9/2014	Interim to 9/2015
	(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)	(H25.4-H26.3)	(新ベース New basis)	(H26.4-H27.3)	(H27.4-H28.3) (予想 Est.)		
建築請負	188,749	214,681	210,120	226,435	—	—	—	—	—
Housing Construction									
前年比 (Percentage of previous year)	(106.1%)	(113.7%)	(97.9%)	(107.8%)	—	—	—	—	—
構成比 (Percentage of share of total)	(70.1%)	(73.2%)	(72.6%)	(69.8%)	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(26.3%)	(25.9%)	(26.0%)	(26.7%)	—	—	—	—	—
住宅システム部材	21,830	22,214	20,635	22,271	—	—	—	—	—
Housing Materials									
前年比 (Percentage of previous year)	(99.4%)	(101.8%)	(92.9%)	(107.9%)	—	—	—	—	—
構成比 (Percentage of share of total)	(8.1%)	(7.6%)	(7.1%)	(6.9%)	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(35.3%)	(31.5%)	(31.5%)	(31.4%)	—	—	—	—	—
分譲用土地・建物	39,413	35,153	35,789	51,215	—	—	—	—	—
Land and Buildings for Sale									
前年比 (Percentage of previous year)	(92.4%)	(89.2%)	(101.8%)	(143.1%)	—	—	—	—	—
構成比 (Percentage of share of total)	(14.6%)	(12.0%)	(12.4%)	(15.8%)	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(8.0%)	(10.4%)	(12.9%)	(11.8%)	—	—	—	—	—
不動産流通	19,457	21,102	22,857	24,535	—	—	—	—	—
Real Estate									
前年比 (Percentage of previous year)	(108.6%)	(108.5%)	(108.3%)	(107.3%)	—	—	—	—	—
構成比 (Percentage of share of total)	(7.2%)	(7.2%)	(7.9%)	(7.5%)	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(9.1%)	(9.2%)	(9.8%)	(9.8%)	—	—	—	—	—
新築請負	—	—	—	—	190,231	194,653	201,500	91,945	96,911
Custom-Built Housing									
前年比 (Percentage of previous year)	—	—	—	—	(108.2%)	(102.3%)	(103.5%)	(101.8%)	(105.4%)
構成比 (Percentage of share of total)	—	—	—	—	(58.6%)	(59.8%)	(58.4%)	(60.3%)	(59.4%)
売上総利益率 (Gross Profit margin)	—	—	—	—	(26.2%)	(24.1%)	(25.9%)	(24.0%)	(24.7%)
街づくり	—	—	—	—	64,787	58,086	57,900	24,831	25,538
Urban Development									
前年比 (Percentage of previous year)	—	—	—	—	(124.7%)	(89.7%)	(99.7%)	(101.5%)	(102.9%)
構成比 (Percentage of share of total)	—	—	—	—	(20.0%)	(17.8%)	(16.8%)	(16.3%)	(15.7%)
売上総利益率 (Gross Profit margin)	—	—	—	—	(18.0%)	(18.6%)	(18.3%)	(17.8%)	(17.9%)
ストック	—	—	—	—	67,762	69,287	78,600	34,361	38,247
Residential Stock									
前年比 (Percentage of previous year)	—	—	—	—	(111.0%)	(102.3%)	(113.4%)	(107.2%)	(111.3%)
構成比 (Percentage of share of total)	—	—	—	—	(20.9%)	(21.3%)	(22.8%)	(22.6%)	(23.5%)
売上総利益率 (Gross Profit margin)	—	—	—	—	(21.0%)	(21.3%)	(22.9%)	(21.3%)	(22.0%)
海外	—	—	—	—	1,676	3,595	7,000	1,272	2,301
Overseas									
前年比 (Percentage of previous year)	—	—	—	—	(315.8%)	(214.4%)	(194.7%)	(178.7%)	(180.9%)
構成比 (Percentage of share of total)	—	—	—	—	(0.5%)	(1.1%)	(2.0%)	(0.8%)	(1.4%)
売上高合計	269,450	293,152	289,402	324,458	324,458	325,622	345,000	152,410	162,999
Total									
前年比 (Percentage of previous year)	(103.5%)	(108.8%)	(98.7%)	(112.1%)	(112.1%)	(100.4%)	(106.0%)	(103.3%)	(106.9%)
売上総利益率 (Gross Profit margin)	(23.1%)	(23.3%)	(23.5%)	(23.4%)	(23.4%)	(22.3%)	(23.6%)	(22.2%)	(22.8%)

◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)
(¥ million)

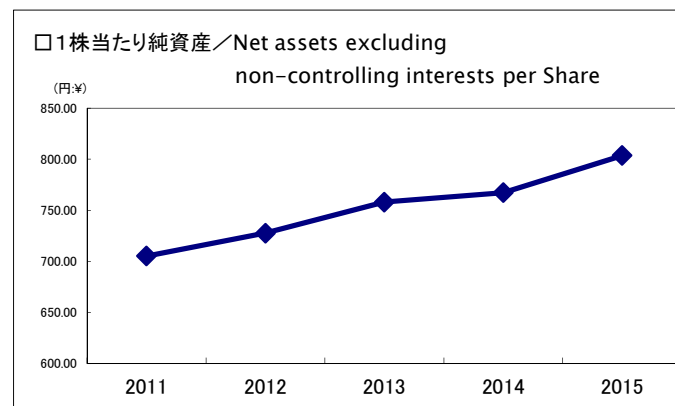
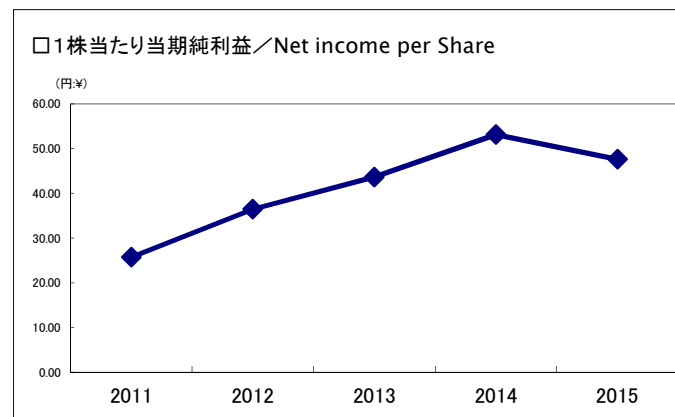
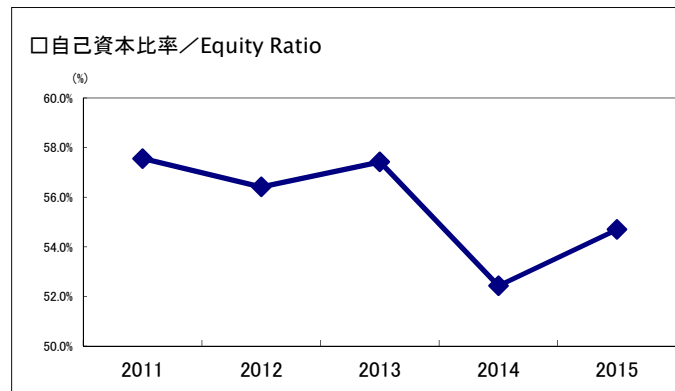
Fiscal Years ended March 31		2011 (H23.3末)	2012 (H24.3末)	2013 (H25.3末)	2014 (H26.3末)	2015 (H27.3末)	Interim to 9/2014 (H26.9末)	Interim to 9/2015 (H27.9末)
流動資産	Current Assets	140,234	149,663	154,836	183,954	181,702	175,744	193,435
現金預金	Cash and cash equivalents	22,594	23,643	14,948	17,831	17,876	16,912	21,931
受取手形・完成工事未収入金等	Receivables	3,821	3,600	3,956	6,619	5,286	4,771	6,081
有価証券	Short-term investments	58,000	—	—	—	—	—	—
分譲用土地・建物	Real estate for sale in process	37,955	50,038	56,103	55,429	59,292	55,931	64,988
未成工事支出金	Costs on uncompleted construction contracts	7,651	7,468	6,343	11,893	6,776	9,390	9,240
その他棚卸資産	Other inventories	1,638	1,243	1,191	1,219	1,045	1,253	1,721
関係会社預け金	Deposit paid in subsidiaries and associates	—	58,000	66,000	85,000	85,000	81,000	83,000
その他	Other current assets	8,572	5,669	6,293	5,960	6,424	6,484	6,471
固定資産	Noncurrent assets	65,673	67,069	66,950	61,906	65,045	62,160	64,189
有形固定資産	Property, plant and equipment	38,427	39,820	40,286	38,881	38,197	38,704	39,055
建物	Buildings	14,524	15,121	14,946	14,502	13,828	14,136	14,235
機械	Machinery	896	1,566	2,495	2,292	2,784	2,420	2,643
土地	Land	21,002	20,917	20,962	20,736	20,220	20,696	20,720
その他有形固定資産	Other property, plant and equipment	2,004	2,214	1,882	1,350	1,363	1,450	1,455
無形固定資産	Intangible assets	3,356	3,965	3,839	3,513	3,852	3,296	3,634
投資その他の資産	Investments and other assets	23,889	23,283	22,824	19,511	22,995	20,158	21,499
流動負債	Current Liabilities	67,530	75,317	76,607	97,953	93,078	88,677	101,967
支払手形・工事未払金等	Payables	32,224	37,512	36,696	43,813	44,267	39,376	44,386
未成工事受入金	Advances received on uncompleted construction contracts	16,543	17,743	19,565	31,608	24,695	30,444	34,726
その他	Other current liabilities	18,762	20,060	20,345	22,531	24,114	18,856	22,854
固定負債	Noncurrent liabilities	19,143	18,405	17,639	18,827	18,503	18,533	19,020
退職給付引当金	Liability for employees' retirement benefits	5,028	5,428	5,801	—	—	—	—
退職給付に係る負債	Net defined benefit liability	—	—	—	7,517	7,671	7,375	8,244
その他	Other noncurrent liabilities	14,115	12,977	11,837	11,310	10,832	11,157	10,775
少数株主持分	Minority Interests	721	740	187	195	199	198	498
純資産(少数株主持分を除く)	Net assets excluding non-controlling interests	118,511	122,269	127,352	128,885	134,965	130,495	136,138
総資産	Total Assets	205,908	216,733	221,786	245,861	246,747	237,905	257,624

◆ 設備投資 / Capital Expenditure and Depreciation

(単位:百万円)
(¥ million)

Fiscal Years ended March 31		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)	2016 (H27.4-H28.3) (予想 Est.)	Interim to 9/2014 (H26.4-H26.9)	Interim to 9/2015 (H27.4-H27.9)
固定資産	Fixed Assets	3,200	5,234	3,796	2,884	4,210	4,620	1,560	1,434
リース資産	Leased Assets	83	—	60	12	35	20	—	—
設備投資額 計	Total Capital Expenditure	3,283	5,234	3,857	2,896	4,245	4,640	1,560	1,434
固定資産	Fixed Assets	2,590	2,759	3,364	3,874	3,938	4,000	1,918	2,126
リース資産	Leased Assets	396	384	275	93	38	40	18	30
減価償却費 計	Total Depreciation	2,986	3,143	3,640	3,967	3,976	4,040	1,936	2,156

Fiscal Years ended March 31	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)	Interim to 9/2014 (H26.4-H26.9)	Interim to 9/2015 (H27.4-H27.9)
自己資本比率 Equity Ratio	57.6%	56.4%	57.4%	52.4%	54.7%	54.9%	52.8%
流動比率 Current Ratio	207.7%	198.7%	202.1%	187.8%	195.2%	198.2%	189.7%
固定比率 Fixed Ratio	55.4%	54.9%	52.6%	48.0%	48.2%	47.6%	47.2%
総資産回転率(回) Assets Turnover (Times)	1.33	1.39	1.32	1.39	1.32	1.26	1.29
棚卸資産回転率(回) Inventory Turnover (Times)	5.51	5.53	4.73	4.91	4.80	4.51	4.56
売上債権回転率(回) Receivables Turnover (Times)	78.46	78.20	76.33	61.22	54.55	53.41	57.18
1株当たり当期純利益(円) Net income per Share [=EPS](¥)	25.73	36.44	43.64	53.13	47.60	15.70	16.10
1株当たり純資産(円) Net assets excluding non-controlling interests per Share (¥)	705.29	727.71	758.03	767.28	803.60	776.93	810.64
自己資本当期純利益率(ROE) Return on Equity	3.7%	5.1%	5.9%	7.0%	6.1%	4.1%	4.0%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	4.0%	5.1%	5.3%	6.3%	5.3%	3.7%	3.6%



(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.

Fiscal Years ended March 31			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)		2015 (H26.4-H27.3)		2016 (H27.4-H28.3)	
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負 Custom-Built Detached Housing	分譲 Urban Development	前年比		前年比		前年比		前年比		前年比		前年比		前年比	
			2,459	(101.2%)	2,693	(109.5%)	2,624	(97.4%)	2,655	(101.2%)	2,362	(104.8%)	2,077	(87.9%)	2,072	(99.8%)
407	(84.4%)	309	(76.0%)	285	(92.2%)	307	(107.7%)	600	(91.5%)	610	(101.7%)	574	(94.1%)			
2,102	(106.2%)	1,795	(85.4%)	1,981	(110.4%)	2,309	(116.6%)	2,309	(116.6%)	3,197	(138.5%)	2,874	(89.9%)			
4,968	(101.5%)	4,797	(96.6%)	4,890	(101.9%)	5,271	(107.8%)	5,271	(107.8%)	5,884	(111.6%)	5,520	(93.8%)			
2,746	(109.9%)	2,997	(109.1%)	2,859	(95.4%)	2,832	(99.1%)	2,463	(99.6%)	2,195	(89.1%)	2,230	(101.6%)			
412	(73.0%)	296	(71.8%)	297	(100.3%)	583	(196.3%)	952	(139.4%)	910	(95.6%)	760	(83.5%)			
2,627	(99.3%)	2,660	(101.3%)	2,400	(90.2%)	3,072	(128.0%)	3,072	(128.0%)	3,831	(124.7%)	3,930	(102.6%)			
5,785	(101.3%)	5,953	(102.9%)	5,556	(93.3%)	6,487	(116.8%)	6,487	(116.8%)	6,936	(106.9%)	6,920	(99.8%)			
5,205	(105.6%)	5,690	(109.3%)	5,483	(96.4%)	5,487	(100.1%)	4,825	(102.1%)	4,272	(88.5%)	4,302	(100.7%)			
819	(78.2%)	605	(73.9%)	582	(96.2%)	890	(152.9%)	1,552	(115.9%)	1,520	(97.9%)	1,334	(87.8%)			
4,729	(102.2%)	4,455	(94.2%)	4,381	(98.3%)	5,381	(122.8%)	5,381	(122.8%)	7,028	(130.6%)	6,804	(96.8%)			
10,753	(101.4%)	10,750	(100.0%)	10,446	(97.2%)	11,758	(112.6%)	11,758	(112.6%)	12,820	(109.0%)	12,440	(97.0%)			

- (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 Urban Development.
 (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: Home 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 Housing to Urban Development from fiscal 2014.
 (注6) 集合は賃貸アパートと医療介護施設です。 Note 6: Apartments are Rental apartment housing and Medical and nursing care facilities.

■ 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			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)		2015 (H26.4-H27.3)		2016 (H27.4-H28.3)	
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負 Custom-Built Detached Housing	分譲 Urban Development	前年比		前年比		前年比		前年比		前年比		前年比		前年比	
			2,839	(112.3%)	2,971	(104.6%)	2,830	(95.3%)	3,308	(116.9%)	2,858	(115.5%)	2,145	(75.1%)	2,001	(93.3%)
457	(82.7%)	305	(66.7%)	335	(109.8%)	456	(136.1%)	906	(131.3%)	720	(79.5%)	813	(112.9%)			
2,406	(103.2%)	2,490	(103.5%)	2,568	(103.1%)	4,390	(171.0%)	4,390	(171.0%)	3,388	(77.2%)	3,602	(106.3%)			
5,702	(105.3%)	5,766	(101.1%)	5,733	(99.4%)	8,154	(142.2%)	8,154	(142.2%)	6,253	(76.7%)	6,416	(102.6%)			
2,856	(119.9%)	2,601	(91.1%)	2,762	(106.2%)	2,177	(78.8%)	1,935	(78.7%)	1,961	(101.3%)	2,090	(106.6%)			
308	(69.2%)	282	(91.6%)	287	(101.8%)	505	(176.0%)	747	(126.6%)	553	(74.0%)	650	(117.5%)			
1,875	(78.9%)	2,231	(119.0%)	3,200	(143.4%)	2,611	(81.6%)	2,611	(81.6%)	3,163	(121.1%)	3,600	(113.8%)			
5,039	(96.8%)	5,114	(101.5%)	6,249	(122.2%)	5,293	(84.7%)	5,293	(84.7%)	5,677	(107.3%)	6,340	(111.7%)			
5,695	(116.0%)	5,572	(97.8%)	5,592	(100.4%)	5,485	(98.1%)	4,793	(97.1%)	4,106	(85.7%)	4,091	(99.6%)			
765	(76.7%)	587	(76.7%)	622	(106.0%)	961	(154.5%)	1,653	(129.1%)	1,273	(77.0%)	1,463	(114.9%)			
4,281	(90.9%)	4,721	(110.3%)	5,768	(122.2%)	7,001	(121.4%)	7,001	(121.4%)	6,551	(93.6%)	7,202	(109.9%)			
10,741	(101.2%)	10,880	(101.3%)	11,982	(110.1%)	13,447	(112.2%)	13,447	(112.2%)	11,930	(88.7%)	12,756	(106.9%)			

- (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 Urban Development.
 (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: Home 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 Housing to Urban Development from fiscal 2014.
 (注5) 集合は賃貸アパートと医療介護施設です。 Note 5: Apartments are Rental apartment housing and Medical and nursing care facilities.

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

Fiscal Years ended March 31			2011	2012	2013	2014	2015	Interim to 9/2014	Interim to 9/2015
			(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)	(H25.4-H26.3)	(H26.4-H27.3)	(H26.4-H26.9)	(H27.4-H27.9)
請負戸建住宅 Custom-Built Detached Housing	請負金額 (万円)	Price (¥ ten thousands)	2,866	2,925	3,021	3,188	3,405	3,402	3,481
	延床面積 (㎡)	Floor space (㎡)	136.2	138.0	138.4	138.1	141.7	141.7	142.6
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	69.5	70.0	72.0	76.2	79.3	79.3	80.6
分譲戸建住宅 Property Development	売上金額 (万円)	Price (¥ ten thousands)	2,451	2,462	2,445	2,603	2,646	2,632	2,743
	延床面積 (㎡)	Floor space (㎡)	119.0	119.2	117.5	117.3	116.9	116.7	120.5
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	68.0	68.2	68.7	73.2	74.7	74.4	75.1
集合住宅 Apartments (Rental apartment housing and Medical and nursing care facilities)	請負金額 (万円)	Price (¥ ten thousands)	4,774	4,129	4,088	4,448	4,522	4,550	4,905
	延床面積 (㎡)	Floor space (㎡)	235.0	205.4	197.0	202.6	198.5	201.9	206.4
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	67.0	66.4	68.5	72.5	75.3	74.4	78.4

(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 "Houses that also include commercial space and apartments" to the Custom-Built Detached Housing 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 which build in our land to Property Development from Custom-Built Detached Housing from fiscal 2014.

◆ 営業拠点数 / The Number of Sales Centers

Fiscal Years ended March 31		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)	Interim to 9/2014 (H26.4-H26.9)	Interim to 9/2015 (H27.4-H27.9)
展示場 (棟)	Housing Display Centers	213	222	225	230	227	224	226
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	35	35	37	37	38	38	38
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	46	35	24	13	15	16	16

◆ 建築内訳 / Breakdown of Newly Constructed

Fiscal Years ended March 31		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)	Interim to 9/2014 (H26.4-H26.9)	Interim to 9/2015 (H27.4-H27.9)
新築比率 (持家)	Building for the First Time	66.3%	63.5%	62.4%	61.8%	62.6%	63.9%	64.4%
建替比率 (持家)	Rebuilding at Same Place	33.7%	36.5%	37.6%	38.2%	37.4%	36.1%	35.6%

(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		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)	Interim to 9/2014 (H26.4-H26.9)	Interim to 9/2015 (H27.4-H27.9)
展示場	Sales Centers	48.1%	44.4%	43.8%	42.2%	39.8%	41.7%	37.3%
紹介	On Introduction	42.2%	45.4%	48.0%	48.9%	50.4%	48.9%	53.3%
その他	Other	9.7%	10.2%	8.2%	8.9%	9.8%	9.4%	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 Custom-Built Detached Housing and Apartments.

	2014 (H26.3)			Interim to 9/2014 (H26.9)			2015 (H27.3)			Interim to 9/2015 (H27.9)		
	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	50	18,025	10.76%	49	18,749	11.19%	44	18,210	10.87%	43	18,015	10.75%
証券会社 Securities Companies	32	902	0.54%	29	1,822	1.09%	27	1,011	0.60%	28	424	0.25%
その他の法人 Non-Financial Institutions	106	92,079	54.98%	100	92,061	54.96%	100	92,039	54.94%	99	91,966	54.90%
外国法人等 Foreigners	183	35,265	21.06%	195	34,900	20.84%	194	36,930	22.05%	196	38,476	22.97%
個人その他 Individuals and Others	6,628	21,202	12.66%	6,203	19,958	11.92%	5,992	19,324	11.54%	5,688	18,655	11.13%
合計 Total	6,999	167,473	100.00%	6,576	167,490	100.00%	6,357	167,514	100.00%	6,054	167,536	100.01%

