

# Financial Factbook

**PanaHome**

2016年度(2017年3月期) 第2四半期決算 / Interim of Fiscal Year Ending March 31, 2017

(注) 2017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, 2017 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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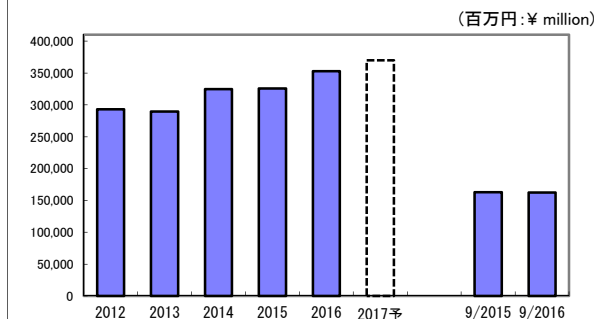
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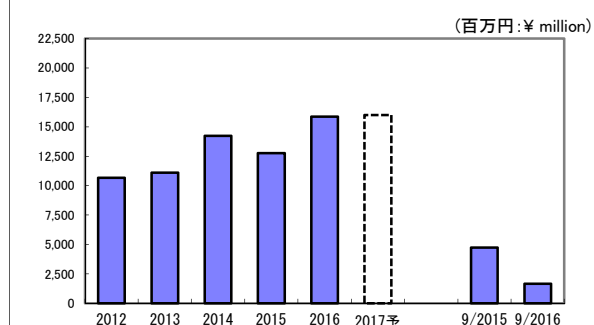
(単位: 百万円)  
(¥ million)

Fiscal Years ended March 31	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)	2017 (H28.4-H29.3) (予想 Est.)	Interim to 9/2015 (H27.4-H27.9)	Interim to 9/2016 (H28.4-H28.9)
<b>売上高</b> Net Sales	293,152	289,402	324,458	325,622	352,971	370,000	162,999	162,302
前年比 (Percentage of previous year)	(108.8%)	(98.7%)	(112.1%)	(100.4%)	(108.4%)	(104.8%)	(106.9%)	(99.6%)
<b>売上総利益</b> Gross Profit	68,222	68,048	75,890	72,670	81,486	86,200	37,146	36,554
前年比 (Percentage of previous year)	(109.4%)	(99.7%)	(111.5%)	(95.8%)	(112.1%)	(105.8%)	(109.8%)	(98.4%)
売上比 (Percentage of net sales)	(23.3%)	(23.5%)	(23.4%)	(22.3%)	(23.1%)	(23.3%)	(22.8%)	(22.5%)
<b>販売費及び一般管理費</b> Selling, General and Administrative Expenses	57,556	56,959	61,667	59,910	65,634	70,200	32,407	34,893
前年比 (Percentage of previous year)	(105.6%)	(99.0%)	(108.3%)	(97.2%)	(109.6%)	(107.0%)	(110.1%)	(107.7%)
売上比 (Percentage of net sales)	(19.6%)	(19.7%)	(19.0%)	(18.4%)	(18.6%)	(19.0%)	(19.9%)	(21.5%)
<b>営業利益</b> Operating Income	10,665	11,089	14,222	12,759	15,851	16,000	4,739	1,661
前年比 (Percentage of previous year)	(136.2%)	(104.0%)	(128.3%)	(89.7%)	(124.2%)	(100.9%)	(107.3%)	(35.1%)
売上比 (Percentage of net sales)	(3.6%)	(3.8%)	(4.4%)	(3.9%)	(4.5%)	(4.3%)	(2.9%)	(1.0%)
<b>経常利益</b> Ordinary Income	10,881	11,613	14,834	13,003	15,866	15,900	4,566	1,482
前年比 (Percentage of previous year)	(133.9%)	(106.7%)	(127.7%)	(87.7%)	(122.0%)	(100.2%)	(101.2%)	(32.5%)
売上比 (Percentage of net sales)	(3.7%)	(4.0%)	(4.6%)	(4.0%)	(4.5%)	(4.3%)	(2.8%)	(0.9%)
<b>税金等調整前当期純利益</b> Income before Income Taxes and minority interests	10,692	11,740	14,520	12,907	15,825	15,700	4,544	1,393
前年比 (Percentage of previous year)	(158.0%)	(109.8%)	(123.7%)	(88.9%)	(122.6%)	(99.2%)	(102.0%)	(30.7%)
売上比 (Percentage of net sales)	(3.6%)	(4.1%)	(4.5%)	(4.0%)	(4.5%)	(4.2%)	(2.8%)	(0.9%)
<b>親会社株主に帰属する当期純利益</b> Net income attributable to owners of parent	6,123	7,331	8,925	7,995	10,053	10,100	2,704	852
前年比 (Percentage of previous year)	(141.6%)	(119.7%)	(121.7%)	(89.6%)	(125.7%)	(100.5%)	(102.5%)	(31.5%)
売上比 (Percentage of net sales)	(2.1%)	(2.5%)	(2.8%)	(2.5%)	(2.8%)	(2.7%)	(1.7%)	(0.5%)

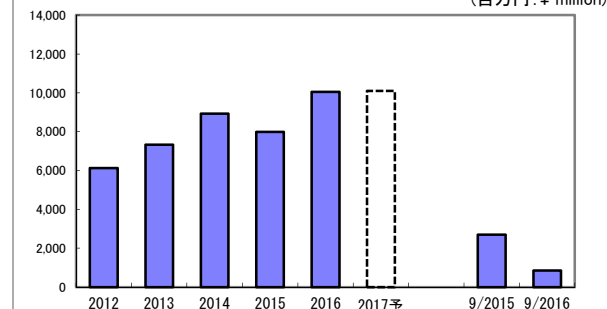
□ 売上高 / Net Sales



□ 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	2012	2013	2014		2015	2016	2017	Interim to 9/2015	Interim to 9/2016
	(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)	(H28.4-H29.3) (予想 Est.)		
<b>建築請負</b>	214,681	210,120	226,435	—	—	—	—	—	—
Housing Construction									
前年比 (Percentage of previous year)	(113.7%)	(97.9%)	(107.8%)	—	—	—	—	—	—
構成比 (Percentage of share of total)	(73.2%)	(72.6%)	(69.8%)	—	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(25.9%)	(26.0%)	(26.7%)	—	—	—	—	—	—
<b>住宅システム部材</b>	22,214	20,635	22,271	—	—	—	—	—	—
Housing Materials									
前年比 (Percentage of previous year)	(101.8%)	(92.9%)	(107.9%)	—	—	—	—	—	—
構成比 (Percentage of share of total)	(7.6%)	(7.1%)	(6.9%)	—	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(31.5%)	(31.5%)	(31.4%)	—	—	—	—	—	—
<b>分譲用土地・建物</b>	35,153	35,789	51,215	—	—	—	—	—	—
Land and Buildings for Sale									
前年比 (Percentage of previous year)	(89.2%)	(101.8%)	(143.1%)	—	—	—	—	—	—
構成比 (Percentage of share of total)	(12.0%)	(12.4%)	(15.8%)	—	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(10.4%)	(12.9%)	(11.8%)	—	—	—	—	—	—
<b>不動産流通</b>	21,102	22,857	24,535	—	—	—	—	—	—
Real Estate									
前年比 (Percentage of previous year)	(108.5%)	(108.3%)	(107.3%)	—	—	—	—	—	—
構成比 (Percentage of share of total)	(7.2%)	(7.9%)	(7.5%)	—	—	—	—	—	—
売上総利益率 (Gross Profit margin)	(9.2%)	(9.8%)	(9.8%)	—	—	—	—	—	—
<b>新築請負</b>	—	—	—	190,231	194,653	207,919	215,200	96,911	94,382
Custom-Built Housing									
前年比 (Percentage of previous year)	—	—	—	(108.2%)	(102.3%)	(106.8%)	(103.5%)	(105.4%)	(97.4%)
構成比 (Percentage of share of total)	—	—	—	(58.6%)	(59.8%)	(58.9%)	(58.2%)	(59.4%)	(58.1%)
売上総利益率 (Gross Profit margin)	—	—	—	(26.2%)	(24.1%)	(24.8%)	(26.4%)	(24.7%)	(24.7%)
<b>街づくり</b>	—	—	—	64,787	58,086	59,330	64,900	25,538	25,753
Urban Development									
前年比 (Percentage of previous year)	—	—	—	(124.7%)	(89.7%)	(102.1%)	(109.4%)	(102.9%)	(100.8%)
構成比 (Percentage of share of total)	—	—	—	(20.0%)	(17.8%)	(16.8%)	(17.5%)	(15.7%)	(15.9%)
売上総利益率 (Gross Profit margin)	—	—	—	(18.0%)	(18.6%)	(19.7%)	(18.3%)	(17.9%)	(20.3%)
<b>ストック</b>	—	—	—	67,762	69,287	80,324	82,800	38,247	39,410
Residential Stock									
前年比 (Percentage of previous year)	—	—	—	(111.0%)	(102.3%)	(115.9%)	(103.1%)	(111.3%)	(103.0%)
構成比 (Percentage of share of total)	—	—	—	(20.9%)	(21.3%)	(22.8%)	(22.4%)	(23.5%)	(24.3%)
売上総利益率 (Gross Profit margin)	—	—	—	(21.0%)	(21.3%)	(22.2%)	(20.8%)	(22.0%)	(20.6%)
<b>海外</b>	—	—	—	1,676	3,595	5,396	7,100	2,301	2,755
Overseas									
前年比 (Percentage of previous year)	—	—	—	(315.8%)	(214.4%)	(150.1%)	(131.6%)	(180.9%)	(119.8%)
構成比 (Percentage of share of total)	—	—	—	(0.5%)	(1.1%)	(1.5%)	(1.9%)	(1.4%)	(1.7%)
売上総利益率 (Gross Profit margin)	—	—	—	(9.8%)	(3.3%)	(8.4%)	(3.0%)	(10.3%)	—
<b>売上高合計</b>	293,152	289,402	324,458	324,458	325,622	352,971	370,000	162,999	162,302
Total									
前年比 (Percentage of previous year)	(108.8%)	(98.7%)	(112.1%)	(112.1%)	(100.4%)	(108.4%)	(104.8%)	(106.9%)	(99.6%)
売上総利益率 (Gross Profit margin)	(23.3%)	(23.5%)	(23.4%)	(23.4%)	(22.3%)	(23.1%)	(23.3%)	(22.8%)	(22.5%)

◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)  
(¥ million)

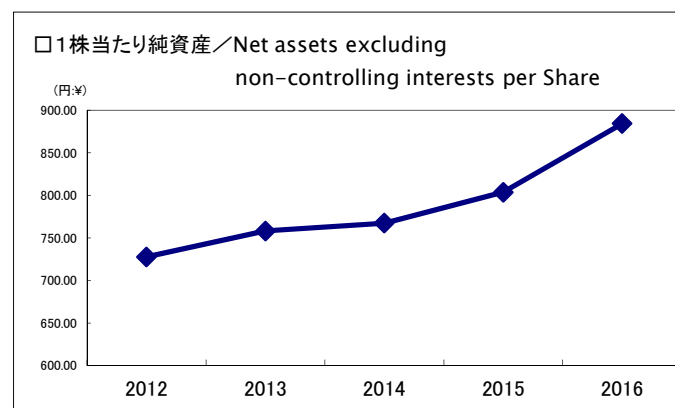
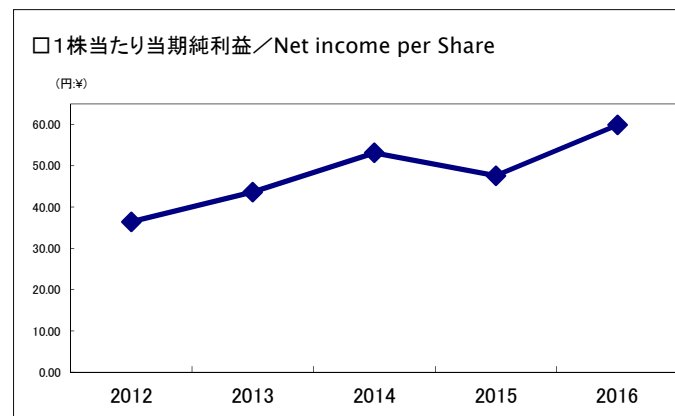
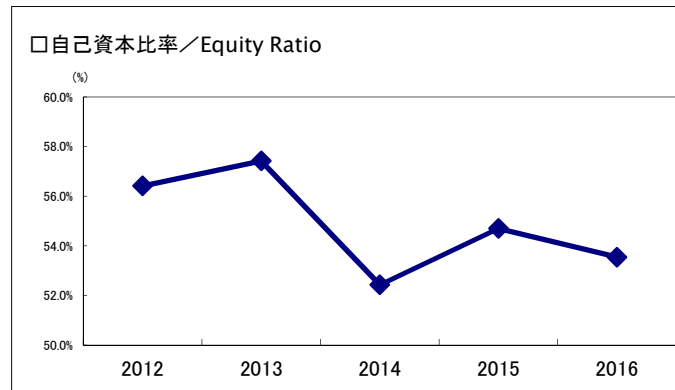
Fiscal Years ended March 31		2012 (H24.3末)	2013 (H25.3末)	2014 (H26.3末)	2015 (H27.3末)	2016 (H28.3末)	Interim to 9/2015 (H27.9末)	Interim to 9/2016 (H28.9末)
<b>流動資産</b>	Current Assets	<b>149,663</b>	<b>154,836</b>	<b>183,954</b>	<b>181,702</b>	<b>215,139</b>	<b>193,435</b>	<b>221,429</b>
現金預金	Cash and cash equivalents	23,643	14,948	17,831	17,876	22,838	21,931	23,572
受取手形・完成工事未収入金等	Receivables	3,600	3,956	6,619	5,286	6,743	6,081	7,215
分譲用土地・建物	Real estate for sale in process	50,038	56,103	55,429	59,292	68,912	64,988	87,681
未成工事支出金	Costs on uncompleted construction contracts	7,468	6,343	11,893	6,776	6,474	9,240	10,563
その他棚卸資産	Other inventories	1,243	1,191	1,219	1,045	1,336	1,721	1,699
関係会社預け金	Deposit paid in subsidiaries and associates	58,000	66,000	85,000	85,000	103,000	83,000	84,000
その他	Other current assets	5,669	6,293	5,960	6,424	5,834	6,471	6,697
<b>固定資産</b>	Noncurrent assets	<b>67,069</b>	<b>66,950</b>	<b>61,906</b>	<b>65,045</b>	<b>62,188</b>	<b>64,189</b>	<b>61,828</b>
有形固定資産	Property, plant and equipment	39,820	40,286	38,881	38,197	38,861	39,055	39,041
建物	Buildings	15,121	14,946	14,502	13,828	14,057	14,235	13,978
機械	Machinery	1,566	2,495	2,292	2,784	2,829	2,643	2,794
土地	Land	20,917	20,962	20,736	20,220	20,594	20,720	20,533
その他有形固定資産	Other property, plant and equipment	2,214	1,882	1,350	1,363	1,380	1,455	1,735
無形固定資産	Intangible assets	3,965	3,839	3,513	3,852	3,704	3,634	3,211
投資その他の資産	Investments and other assets	23,283	22,824	19,511	22,995	19,621	21,499	19,575
<b>流動負債</b>	Current Liabilities	<b>75,317</b>	<b>76,607</b>	<b>97,953</b>	<b>93,078</b>	<b>98,901</b>	<b>101,967</b>	<b>104,664</b>
支払手形・工事未払金等	Payables	37,512	36,696	43,813	44,267	47,546	44,386	47,164
未成工事受入金	Advances received on uncompleted construction contracts	17,743	19,565	31,608	24,695	24,949	34,726	34,393
その他	Other current liabilities	20,060	20,345	22,531	24,114	26,405	22,854	23,106
<b>固定負債</b>	Noncurrent liabilities	<b>18,405</b>	<b>17,639</b>	<b>18,827</b>	<b>18,503</b>	<b>19,140</b>	<b>19,020</b>	<b>20,136</b>
退職給付引当金	Liability for employees' retirement benefits	5,428	5,801	—	—	—	—	—
退職給付に係る負債	Net defined benefit liability	—	—	7,517	7,671	8,271	8,244	8,156
その他	Other noncurrent liabilities	12,977	11,837	11,310	10,832	10,868	10,775	11,980
<b>非支配株主持分</b>	Non-controlling interests	<b>740</b>	<b>187</b>	<b>195</b>	<b>199</b>	<b>10,796</b>	<b>498</b>	<b>10,413</b>
<b>純資産(非支配株主持分を除く)</b>	Net assets excluding non-controlling interests	<b>122,269</b>	<b>127,352</b>	<b>128,885</b>	<b>134,965</b>	<b>148,490</b>	<b>136,138</b>	<b>148,043</b>
<b>総資産</b>	Total Assets	<b>216,733</b>	<b>221,786</b>	<b>245,861</b>	<b>246,747</b>	<b>277,327</b>	<b>257,624</b>	<b>283,258</b>

◆ 設備投資 / Capital Expenditure and Depreciation

(単位:百万円)  
(¥ million)

Fiscal Years ended March 31		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)	2017 (H28.4-H29.3) (予想 Est.)	Interim to 9/2015 (H27.4-H27.9)	Interim to 9/2016 (H28.4-H28.9)
固定資産	Fixed Assets	5,234	3,796	2,884	4,210	3,961	4,944	1,434	2,035
リース資産	Leased Assets	—	60	12	35	3	10	—	9
<b>設備投資額 計</b>	Total Capital Expenditure	<b>5,234</b>	<b>3,857</b>	<b>2,896</b>	<b>4,245</b>	<b>3,964</b>	<b>4,954</b>	<b>1,434</b>	<b>2,044</b>
固定資産	Fixed Assets	2,759	3,364	3,874	3,938	4,388	4,500	2,126	2,309
リース資産	Leased Assets	384	275	93	38	67	60	30	10
<b>減価償却費 計</b>	Total Depreciation	<b>3,143</b>	<b>3,640</b>	<b>3,967</b>	<b>3,976</b>	<b>4,455</b>	<b>4,560</b>	<b>2,156</b>	<b>2,319</b>

Fiscal Years ended March 31	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)	Interim to 9/2015 (H27.4-H27.9)	Interim to 9/2016 (H28.4-H28.9)
自己資本比率 Equity Ratio	56.4%	57.4%	52.4%	54.7%	53.5%	52.8%	52.3%
流動比率 Current Ratio	198.7%	202.1%	187.8%	195.2%	217.5%	189.7%	211.6%
固定比率 Fixed Ratio	54.9%	52.6%	48.0%	48.2%	41.9%	47.2%	41.8%
総資産回転率(回) Assets Turnover (Times)	1.39	1.32	1.39	1.32	1.35	1.29	1.16
棚卸資産回転率(回) Inventory Turnover (Times)	5.53	4.73	4.91	4.80	4.91	4.56	3.67
売上債権回転率(回) Receivables Turnover (Times)	78.20	76.33	61.22	54.55	58.47	57.18	46.34
1株当たり当期純利益(円) Net income per Share [=EPS](¥)	36.44	43.64	53.13	47.60	59.86	16.10	5.08
1株当たり純資産(円) Net assets excluding non-controlling interests per Share (¥)	727.71	758.03	767.28	803.60	884.26	810.64	881.63
自己資本当期純利益率(ROE) Return on Equity	5.1%	5.9%	7.0%	6.1%	7.1%	4.0%	1.1%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	5.1%	5.3%	6.3%	5.3%	6.1%	3.6%	1.1%



■ 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			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)		2017 (H28.4-H29.3)			
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負 Custom-Built Detached Housing	分譲 Urban Development	2,693	(109.5%)	2,624	(97.4%)	2,655	(101.2%)	前年比		2,362	(104.8%)	2,077	(87.9%)	2,072	(99.8%)	1,965	(94.8%)
									前年比	前年比								
下期計 (10月-3月) 2nd half (Oct.-Mar.)	分譲	309	(76.0%)	285	(92.2%)	307	(107.7%)	600	(91.5%)	610	(101.7%)	574	(94.1%)	600	(104.5%)	(予想 Est.)		
	集合	1,795	(85.4%)	1,981	(110.4%)	2,309	(116.6%)	2,309	(116.6%)	3,197	(138.5%)	2,874	(89.9%)	2,611	(90.8%)			
	合計	4,797	(96.6%)	4,890	(101.9%)	5,271	(107.8%)	5,271	(107.8%)	5,884	(111.6%)	5,520	(93.8%)	5,176	(93.8%)			
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	5,690	(109.3%)	5,483	(96.4%)	5,487	(100.1%)	4,825	(102.1%)	4,272	(88.5%)	4,201	(98.3%)	4,185	(99.6%)			
	分譲	605	(73.9%)	582	(96.2%)	890	(152.9%)	1,552	(115.9%)	1,520	(97.9%)	1,355	(89.1%)	1,460	(107.7%)			
	集合	4,455	(94.2%)	4,381	(98.3%)	5,381	(122.8%)	5,381	(122.8%)	7,028	(130.6%)	6,907	(98.3%)	7,291	(105.6%)			
合計	10,750	(100.0%)	10,446	(97.2%)	11,758	(112.6%)	11,758	(112.6%)	12,820	(109.0%)	12,463	(97.2%)	12,936	(103.8%)				

(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			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)		2017 (H28.4-H29.3)			
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負 Custom-Built Detached Housing	分譲 Urban Development	2,971	(104.6%)	2,830	(95.3%)	3,308	(116.9%)	前年比		2,858	(115.5%)	2,145	(75.1%)	2,001	(93.3%)	2,139	(106.9%)
									前年比	前年比								
下期計 (10月-3月) 2nd half (Oct.-Mar.)	分譲	305	(66.7%)	335	(109.8%)	456	(136.1%)	906	(131.3%)	720	(79.5%)	813	(112.9%)	614	(75.5%)	(予想 Est.)		
	集合	2,490	(103.5%)	2,568	(103.1%)	4,390	(171.0%)	4,390	(171.0%)	3,388	(77.2%)	3,602	(106.3%)	3,975	(110.4%)			
	合計	5,766	(101.1%)	5,733	(99.4%)	8,154	(142.2%)	8,154	(142.2%)	6,253	(76.7%)	6,416	(102.6%)	6,728	(104.9%)			
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	2,601	(91.1%)	2,762	(106.2%)	2,177	(78.8%)	1,935	(78.7%)	1,961	(101.3%)	2,122	(108.2%)	2,180	(102.7%)			
	分譲	282	(91.6%)	287	(101.8%)	505	(176.0%)	747	(126.6%)	553	(74.0%)	651	(117.7%)	785	(120.6%)			
	集合	2,231	(119.0%)	3,200	(143.4%)	2,611	(81.6%)	2,611	(81.6%)	3,163	(121.1%)	3,796	(120.0%)	4,090	(107.7%)			
合計	5,114	(101.5%)	6,249	(122.2%)	5,293	(84.7%)	5,293	(84.7%)	5,677	(107.3%)	6,569	(115.7%)	7,055	(107.4%)				
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	5,572	(97.8%)	5,592	(100.4%)	5,485	(98.1%)	4,793	(97.1%)	4,106	(85.7%)	4,123	(100.4%)	4,319	(104.8%)			
	分譲	587	(76.7%)	622	(106.0%)	961	(154.5%)	1,653	(129.1%)	1,273	(77.0%)	1,464	(115.0%)	1,399	(95.6%)			
	集合	4,721	(110.3%)	5,768	(122.2%)	7,001	(121.4%)	7,001	(121.4%)	6,551	(93.6%)	7,398	(112.9%)	8,065	(109.0%)			
合計	10,880	(101.3%)	11,982	(110.1%)	13,447	(112.2%)	13,447	(112.2%)	11,930	(88.7%)	12,985	(108.8%)	13,783	(106.1%)				

(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 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			2012	2013	2014	2015	2016	Interim to 9/2015	Interim to 9/2016
			(H23.4-H24.3)	(H24.4-H25.3)	(H25.4-H26.3)	(H26.4-H27.3)	(H27.4-H28.3)	(H27.4-H27.9)	(H28.4-H28.9)
請負戸建住宅 Custom-Built Detached Housing	請負金額 (万円)	Price (¥ ten thousands)	2,925	3,021	3,188	3,405	3,473	3,481	3,418
	延床面積 (㎡)	Floor space (㎡)	138.0	138.4	138.1	141.7	142.7	142.6	140.2
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	70.0	72.0	76.2	79.3	80.3	80.6	80.5
分譲戸建住宅 Property Development	売上金額 (万円)	Price (¥ ten thousands)	2,462	2,445	2,603	2,646	2,767	2,743	2,643
	延床面積 (㎡)	Floor space (㎡)	119.2	117.5	117.3	116.9	120.8	120.5	116.3
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	68.2	68.7	73.2	74.7	75.6	75.1	75.0
集合住宅 Apartments (Rental apartment housing and Medical and nursing care facilities)	請負金額 (万円)	Price (¥ ten thousands)	4,129	4,088	4,448	4,522	4,868	4,905	4,627
	延床面積 (㎡)	Floor space (㎡)	205.4	197.0	202.6	198.5	206.7	206.4	194.6
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	66.4	68.5	72.5	75.3	77.7	78.4	78.5

(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		2012 (H24.3末)	2013 (H25.3末)	2014 (H26.3末)	2015 (H27.3末)	2016 (H28.3末)	Interim to 9/2015 (H27.9末)	Interim to 9/2016 (H28.9末)
展示場 (棟)	Housing Display Centers	222	225	230	227	224	226	223
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	35	37	37	38	40	38	39
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	35	24	13	15	14	16	11

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		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)	Interim to 9/2015 (H27.4-H27.9)	Interim to 9/2016 (H28.4-H28.9)
新築比率 (持家)	Building for the First Time	63.5%	62.4%	61.8%	62.6%	63.0%	64.4%	62.2%
建替比率 (持家)	Rebuilding at Same Place	36.5%	37.6%	38.2%	37.4%	37.0%	35.6%	37.8%

(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		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)	Interim to 9/2015 (H27.4-H27.9)	Interim to 9/2016 (H28.4-H28.9)
展示場	Sales Centers	44.4%	43.8%	42.2%	39.8%	37.4%	37.3%	36.0%
紹介	On Introduction	45.4%	48.0%	48.9%	50.4%	53.8%	53.3%	56.0%
その他	Other	10.2%	8.2%	8.9%	9.8%	8.8%	9.4%	8.0%

(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.

	2015 (H27.3)			Interim to 9/2015 (H27.9)			2016 (H28.3)			Interim to 9/2016 (H28.9)		
	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	44	18,210	10.87%	43	18,015	10.75%	41	19,600	11.70%	47	20,967	12.51%
証券会社 Securities Companies	27	1,011	0.60%	28	424	0.25%	23	678	0.41%	32	1,536	0.92%
その他の法人 Non-Financial Institutions	100	92,039	54.94%	99	91,966	54.90%	102	91,944	54.87%	105	91,970	54.89%
外国法人等 Foreigners	194	36,930	22.05%	196	38,476	22.97%	205	37,500	22.38%	213	35,260	21.04%
個人その他 Individuals and Others	5,992	19,324	11.54%	5,688	18,655	11.13%	5,413	17,831	10.64%	5,331	17,822	10.64%
合 計 Total	6,357	167,514	100.00%	6,054	167,536	100.01%	5,784	167,553	100.00%	5,728	167,555	100.00%

