

Financial Factbook

PanaHome

2009年3月期 本決算／ Fiscal Year Ended March 31, 2009

(注) 2010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, 2010 are current forecasts.

パナホーム株式会社
PanaHome Corporation

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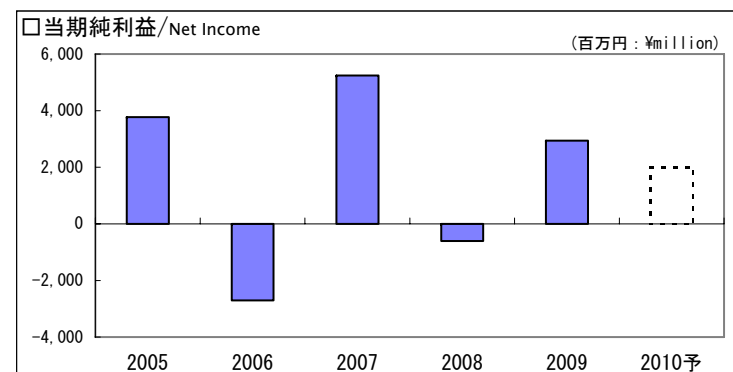
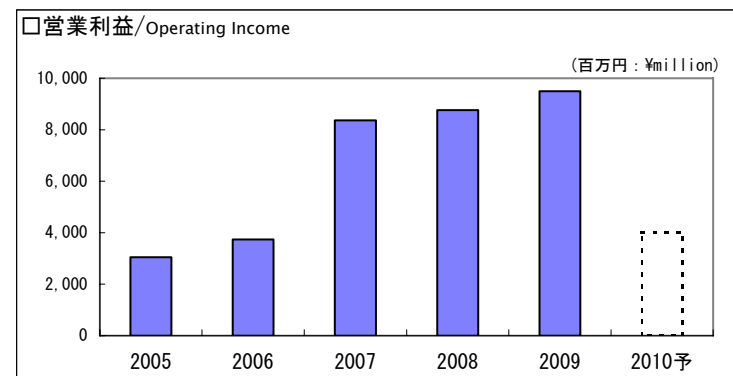
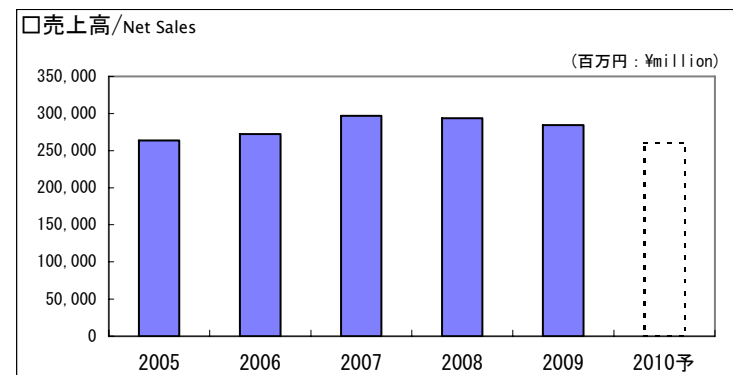
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■ 連結損益計算書 / Consolidated Income Statement

(単位：百万円)
(¥ million)

Fiscal Years ended March 31	2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3) (予想 Est.)
売上高 Net Sales	263,826	272,294	296,816	293,616	284,625	260,000
前年比 (Percentage of previous year)	(100.0%)	(103.2%)	(109.0%)	(98.9%)	(96.9%)	(91.3%)
売上総利益 Gross Profit	64,652	64,665	71,417	70,032	67,839	60,000
前年比 (Percentage of previous year)	(99.9%)	(100.0%)	(110.4%)	(98.1%)	(96.9%)	(88.4%)
売上比 (Percentage of net sales)	(24.5%)	(23.7%)	(24.1%)	(23.9%)	(23.8%)	(23.1%)
販売費及び一般管理費 Selling, General and Administrative Expenses	61,606	60,927	63,055	61,274	58,347	56,000
前年比 (Percentage of previous year)	(96.6%)	(98.9%)	(103.5%)	(97.2%)	(95.2%)	(96.0%)
売上比 (Percentage of net sales)	(23.3%)	(22.3%)	(21.3%)	(20.9%)	(20.5%)	(21.5%)
営業利益 Operating Income	3,045	3,738	8,362	8,757	9,492	4,000
前年比 (Percentage of previous year)	(330.4%)	(122.7%)	(223.7%)	(104.7%)	(108.4%)	(42.1%)
売上比 (Percentage of net sales)	(1.2%)	(1.4%)	(2.8%)	(3.0%)	(3.3%)	(1.5%)
経常利益 Ordinary Income	3,599	4,744	9,419	9,402	9,559	4,500
前年比 (Percentage of previous year)	(364.1%)	(131.8%)	(198.5%)	(99.8%)	(101.7%)	(47.1%)
売上比 (Percentage of net sales)	(1.4%)	(1.7%)	(3.2%)	(3.2%)	(3.4%)	(1.7%)
税金等調整前当期純利益 Income before Income Taxes	3,213	-1,778	6,892	-1,187	8,237	4,000
前年比 (Percentage of previous year)	(996.1%)	(-)	(-)	(-)	(-)	(48.6%)
売上比 (Percentage of net sales)	(1.2%)	(-0.7%)	(2.3%)	(-0.4%)	(2.9%)	(1.5%)
当期純利益 Net Income	3,771	-2,701	5,239	-606	2,947	2,000
前年比 (Percentage of previous year)	(332.7%)	(-)	(-)	(-)	(-)	(67.9%)
売上比 (Percentage of net sales)	(1.4%)	(-1.0%)	(1.8%)	(-0.2%)	(1.0%)	(0.8%)



◆貸借対照表／Balance Sheet Data

(単位：百万円)
(¥ million)

Fiscal Years ended March 31		2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
流動資産	Current Assets	121,922	116,950	129,812	128,103	131,068
現金預金	Cash and deposits	64,045	54,435	56,636	36,893	26,544
受取手形・完成工事未収入金等	Receivables	6,513	6,179	3,983	4,171	3,333
有価証券	Short-term investments	9,033	1,499	1,109	14,144	30,005
分譲用土地・建物	Land and Buildings for sale	25,224	34,117	48,088	48,330	56,097
未成工事支出金	Contracts in progress	6,061	7,383	8,745	6,391	6,004
その他棚卸資産	Other inventories	2,911	2,799	2,351	1,566	1,172
その他	Other current assets	8,133	10,535	8,896	16,605	7,909
固定資産	Fixed Assets	111,442	97,068	86,958	78,646	71,786
有形固定資産	Property, plant and equipment	53,095	49,914	45,611	40,638	39,914
建物	Buildings	22,431	20,675	18,388	16,294	15,494
機械	Machinery	4,245	3,167	1,966	1,546	1,270
土地	Land	24,244	23,878	23,436	21,251	21,050
その他有形固定資産	Other property, plant and equipment	2,174	2,194	1,820	1,545	2,099
無形固定資産	Intangibles	2,580	2,255	2,631	2,880	2,808
投資その他の資産	Investments and other assets	55,765	44,897	38,715	35,127	29,062
流動負債	Current Liabilities	89,402	79,026	74,691	70,009	65,939
支払手形・工事未払金等	Payables	31,503	34,067	35,800	33,976	33,544
未成工事受入金	Deposit received for contracts in progress	13,418	15,945	18,201	15,444	14,163
一年以内償還日到来社債	Bond	20,000	—	—	—	—
その他	Other current liabilities	24,480	29,013	20,689	20,587	18,231
固定負債	Fixed Liabilities	21,339	17,149	21,536	19,384	19,478
退職給付引当金	Liability for employees' retirement benefits	6,968	5,719	5,492	4,160	4,258
その他	Other long-term liabilities	14,371	11,429	16,044	15,223	15,219
少数株主持分	Minority Interests	350	736	706	923	796
純資産(少数株主持分を除く)	Shareholders' Equity	122,273	117,106	119,835	116,432	116,640
総資産	Total Assets	233,365	214,018	216,770	206,750	202,854

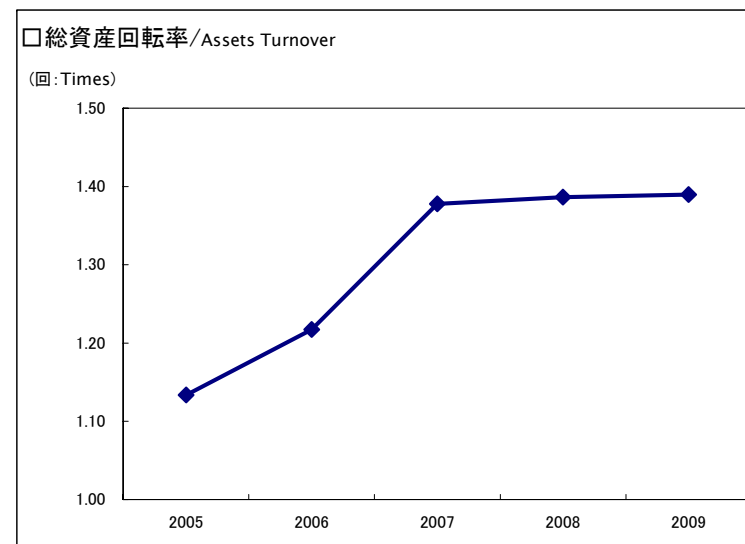
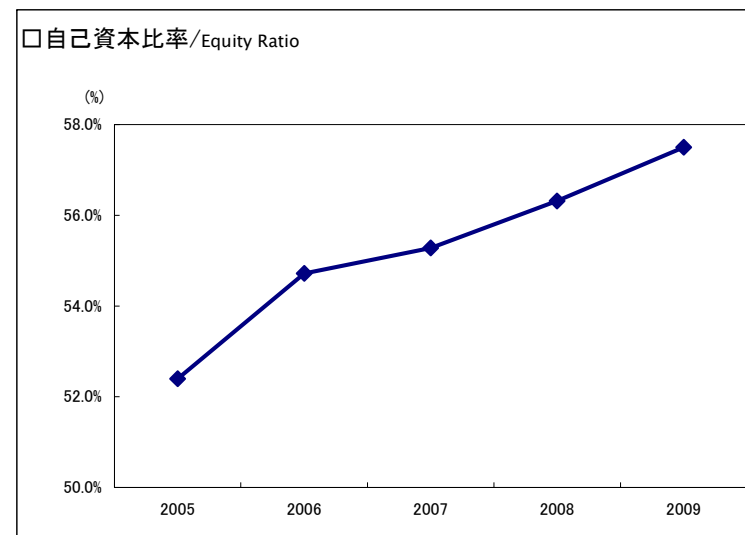
◆設備投資／Capital Expenditure and Depreciation

Fiscal Years ended March 31		2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3) (予想 Est.)
固定資産	Fixed Assets	—	—	—	—	1,761	2,300
リース資産	Leased Assets	—	—	—	—	933	600
設備投資額 計	Total Capital Expenditure	1,865	1,944	2,333	1,817	2,695	2,900
固定資産	Fixed Assets	—	—	—	—	2,726	2,700
リース資産	Leased Assets	—	—	—	—	109	120
減価償却費 計	Total Depreciation	4,142	3,807	3,374	3,115	2,835	2,820

Fiscal Years ended March 31	2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
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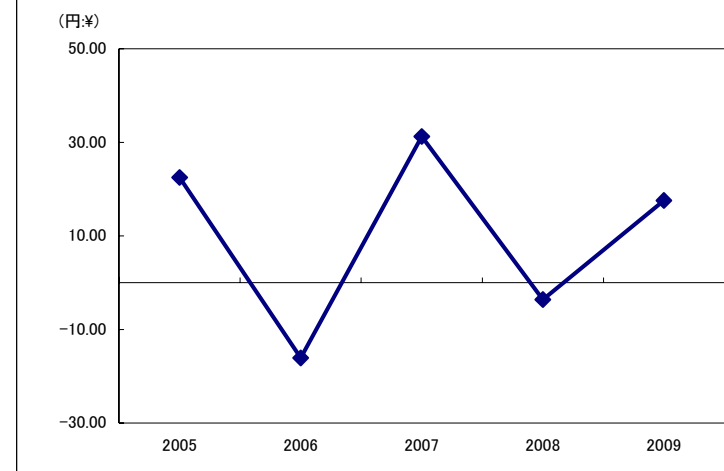
自己資本比率 Equity Ratio	52.4%	54.7%	55.3%	56.3%	57.5%
流動比率 Current Ratio	136.4%	148.0%	173.8%	183.0%	198.8%
固定比率 Fixed Ratio	91.1%	82.9%	72.6%	67.5%	61.5%

総資産回転率 (回) Assets Turnover (Times)	1.13	1.22	1.38	1.39	1.39
棚卸資産回転率 (回) Inventory Turnover (Times)	7.89	6.94	5.74	5.09	4.76
売上債権回転率 (回) Receivables Turnover (Times)	33.14	42.64	58.13	70.54	73.72

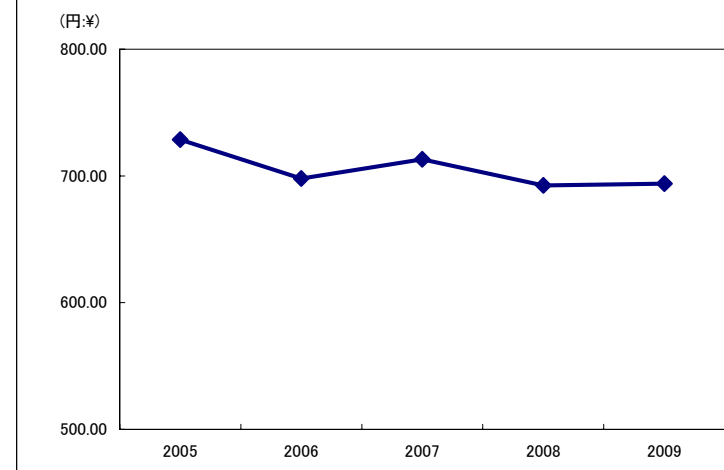


Fiscal Years ended March 31	2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
1株当たり当期純利益 (円) Earnings per Share [=EPS](¥)	22.48	-16.10	31.21	-3.61	17.53
株価収益率 (倍) Price Earnings Ratio [=PER] (Times)	27.7	—	25.1	—	33.9
1株当たり純資産 (円) Shareholders' Equity per Share (¥)	728.67	697.89	713.07	692.48	693.93
株価純資産倍率 (倍) Price Book Value Ratio [=PBR] (Times)	0.85	1.36	1.10	0.92	0.86
自己資本当期純利益率 (ROE) Return on Equity	3.1%	-2.3%	4.4%	-0.5%	2.5%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	1.5%	2.1%	4.4%	4.4%	4.7%
期末株価 (円) Common Stock Price as of March 31(¥)	623	948	784	639	594

□ 1株当たり当期純利益/Earnings per Share



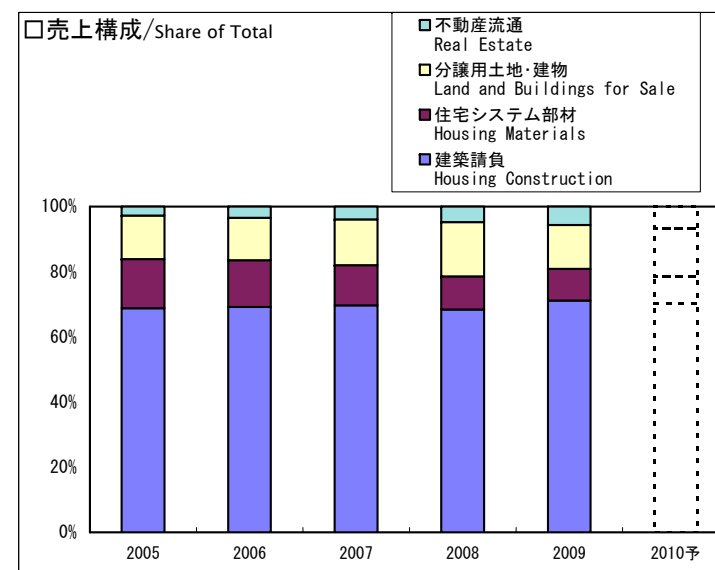
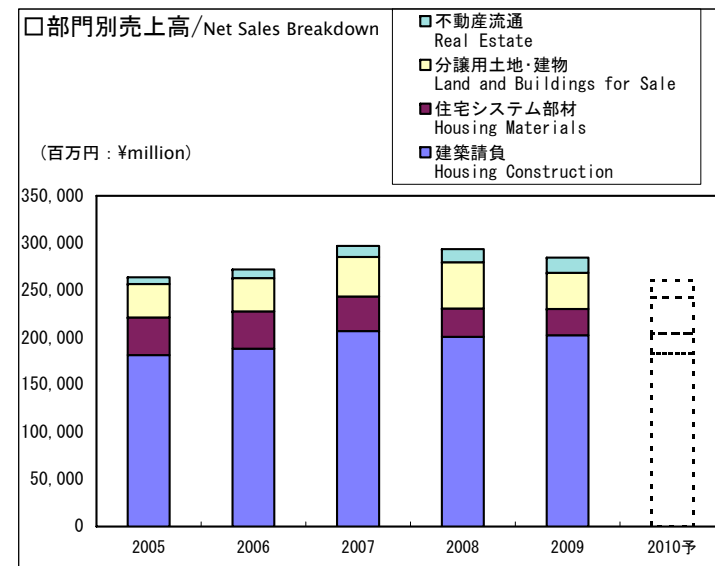
□ 1株当たり純資産/Shareholders' Equity per Share



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

(単位：百万円)
(¥ million)

Fiscal Years ended March 31	2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3) (予想 Est.)
建築請負 Housing Construction	181,434	188,327	206,869	200,737	202,362	183,000
前年比(Percentage of previous year)	(98.3%)	(103.8%)	(109.8%)	(97.0%)	(100.8%)	(90.4%)
構成比(Percentage of share of total)	(68.8%)	(69.2%)	(69.7%)	(68.4%)	(71.1%)	(70.4%)
売上総利益率(Gross Profit margin)	(25.0%)	(24.6%)	(25.1%)	(25.8%)	(25.9%)	(25.4%)
住宅システム部材 Housing Materials	39,795	39,236	36,649	29,986	27,945	21,500
前年比(Percentage of previous year)	(98.9%)	(98.6%)	(93.4%)	(81.8%)	(93.2%)	(76.9%)
構成比(Percentage of share of total)	(15.1%)	(14.4%)	(12.4%)	(10.2%)	(9.8%)	(8.3%)
売上総利益率(Gross Profit margin)	(34.1%)	(31.7%)	(32.5%)	(31.8%)	(33.5%)	(32.5%)
分譲用土地・建物 Land and Buildings for Sale	35,353	35,306	41,583	49,037	38,285	38,000
前年比(Percentage of previous year)	(104.7%)	(99.9%)	(117.8%)	(117.9%)	(78.1%)	(99.3%)
構成比(Percentage of share of total)	(13.4%)	(13.0%)	(14.0%)	(16.7%)	(13.5%)	(14.6%)
売上総利益率(Gross Profit margin)	(12.5%)	(12.7%)	(14.4%)	(14.3%)	(11.1%)	(11.5%)
不動産流通 Real Estate	7,243	9,423	11,714	13,854	16,031	17,500
前年比(Percentage of previous year)	(141.9%)	(130.1%)	(124.3%)	(118.3%)	(115.7%)	(109.2%)
構成比(Percentage of share of total)	(2.7%)	(3.4%)	(3.9%)	(4.7%)	(5.6%)	(6.7%)
売上総利益率(Gross Profit margin)	(18.0%)	(14.5%)	(14.0%)	(12.5%)	(11.0%)	(11.4%)
売上高合計 Total	263,826	272,294	296,816	293,616	284,625	260,000
前年比(Percentage of previous year)	(100.0%)	(103.2%)	(109.0%)	(98.9%)	(96.9%)	(91.3%)
売上総利益率(Gross Profit margin)	(24.5%)	(23.7%)	(24.1%)	(23.9%)	(23.8%)	(23.1%)



■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		2005 (H16.4-H17.3)		2006 (H17.4-H18.3)		2007 (H18.4-H19.3)		2008 (H19.4-H20.3)		2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		
			前年比		前年比		前年比		前年比		前年比	(予想 Est.)	前年比	
上期計 (4月-9月) 1st half (Apr. -Sep.)	戸建住宅	Detached Housing	4,016	(102.8%)	3,577	(89.1%)	3,859	(107.9%)	3,533	(91.6%)	3,546	(100.4%)	2,998	(84.5%)
	請負	Custom-built Houses	3,573	(99.9%)	3,215	(90.0%)	3,465	(107.8%)	3,158	(91.1%)	3,215	(101.8%)	2,697	(83.9%)
	分譲	Buildings for Sale	443	(133.8%)	362	(81.7%)	394	(108.8%)	375	(95.2%)	331	(88.3%)	301	(90.9%)
	集合住宅	Rental Apartment Housing	3,134	(114.4%)	2,922	(93.2%)	3,050	(104.4%)	2,865	(93.9%)	2,629	(91.8%)	2,231	(84.9%)
	合計	Total	7,150	(107.6%)	6,499	(90.9%)	6,909	(106.3%)	6,398	(92.6%)	6,175	(96.5%)	5,229	(84.7%)
(予想 Est.)														
下期計 (10月-3月) 2nd half (Oct. -Mar.)	戸建住宅	Detached Housing	3,252	(93.4%)	3,472	(106.8%)	3,659	(105.4%)	3,298	(90.1%)	3,013	(91.4%)	3,009	(99.9%)
	請負	Custom-built Houses	2,854	(92.1%)	2,999	(105.1%)	3,120	(104.0%)	2,703	(86.6%)	2,525	(93.4%)	2,567	(101.7%)
	分譲	Buildings for Sale	398	(104.2%)	473	(118.8%)	539	(114.0%)	595	(110.4%)	488	(82.0%)	442	(90.6%)
	集合住宅	Rental Apartment Housing	4,159	(86.6%)	3,891	(93.6%)	3,828	(98.4%)	3,222	(84.2%)	3,403	(105.6%)	2,924	(85.9%)
	合計	Total	7,411	(89.5%)	7,363	(99.4%)	7,487	(101.7%)	6,520	(87.1%)	6,416	(98.4%)	5,933	(92.5%)
(予想 Est.)														
通期 (4月-3月) Total (Apr. -Mar.)	戸建住宅	Detached Housing	7,268	(98.4%)	7,049	(97.0%)	7,518	(106.7%)	6,831	(90.9%)	6,559	(96.0%)	6,007	(91.6%)
	請負	Custom-built Houses	6,427	(96.3%)	6,214	(96.7%)	6,585	(106.0%)	5,861	(89.0%)	5,740	(97.9%)	5,264	(91.7%)
	分譲	Buildings for Sale	841	(118.0%)	835	(99.3%)	933	(111.7%)	970	(104.0%)	819	(84.4%)	743	(90.7%)
	集合住宅	Rental Apartment Housing	7,293	(96.7%)	6,813	(93.4%)	6,878	(101.0%)	6,087	(88.5%)	6,032	(99.1%)	5,155	(85.5%)
	合計	Total	14,561	(97.5%)	13,862	(95.2%)	14,396	(103.9%)	12,918	(89.7%)	12,591	(97.5%)	11,162	(88.7%)

(注1) 販売戸数は着工ベースの数値です(マンションを除く)。

Note 1: Housing Sales is calculated on a construction start basis (except for condominiums.)

(注2) 販売戸数には、増改築の戸数は含んでおりません。

Note 2: 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		2005 (H16.4-H17.3)		2006 (H17.4-H18.3)		2007 (H18.4-H19.3)		2008 (H19.4-H20.3)		2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		
			前年比		前年比		前年比		前年比		前年比	(予想 Est.)	前年比	
上期計 (4月-9月) 1st half (Apr. -Sep.)	戸建住宅	Detached Housing	3,210	(87.8%)	3,567	(111.1%)	3,668	(102.8%)	3,335	(90.9%)	3,283	(98.4%)	3,009	(91.7%)
	請負	Custom-built Houses	2,805	(86.0%)	3,244	(115.7%)	3,195	(98.5%)	2,905	(90.9%)	2,834	(97.6%)	2,640	(93.2%)
	分譲	Buildings for Sale	405	(102.3%)	323	(79.8%)	473	(146.4%)	430	(90.9%)	449	(104.4%)	369	(82.2%)
	集合住宅	Rental Apartment Housing	3,629	(83.1%)	3,502	(96.5%)	3,212	(91.7%)	3,252	(101.2%)	3,167	(97.4%)	2,903	(91.7%)
	合計	Total	6,839	(85.2%)	7,069	(103.4%)	6,880	(97.3%)	6,587	(95.7%)	6,450	(97.9%)	5,912	(91.7%)
(予想 Est.)														
下期計 (10月-3月) 2nd half (Oct. -Mar.)	戸建住宅	Detached Housing	3,278	(92.6%)	3,798	(115.9%)	3,443	(90.7%)	3,457	(100.4%)	2,752	(79.6%)	3,074	(111.7%)
	請負	Custom-built Houses	2,859	(91.0%)	3,346	(117.0%)	3,031	(90.6%)	2,975	(98.2%)	2,352	(79.1%)	2,567	(109.1%)
	分譲	Buildings for Sale	419	(105.0%)	452	(107.9%)	412	(91.2%)	482	(117.0%)	400	(83.0%)	507	(126.8%)
	集合住宅	Rental Apartment Housing	3,001	(70.0%)	3,313	(110.4%)	2,753	(83.1%)	2,919	(106.0%)	2,325	(79.7%)	2,830	(121.7%)
	合計	Total	6,279	(80.2%)	7,111	(113.3%)	6,196	(87.1%)	6,376	(102.9%)	5,077	(79.6%)	5,904	(116.3%)
(予想 Est.)														
通期 (4月-3月) Total (Apr. -Mar.)	戸建住宅	Detached Housing	6,488	(90.1%)	7,365	(113.5%)	7,111	(96.6%)	6,792	(95.5%)	6,035	(88.9%)	6,083	(100.8%)
	請負	Custom-built Houses	5,664	(88.5%)	6,590	(116.3%)	6,226	(94.5%)	5,880	(94.4%)	5,186	(88.2%)	5,207	(100.4%)
	分譲	Buildings for Sale	824	(103.6%)	775	(94.1%)	885	(114.2%)	912	(103.1%)	849	(93.1%)	876	(103.2%)
	集合住宅	Rental Apartment Housing	6,630	(76.6%)	6,815	(102.8%)	5,965	(87.5%)	6,171	(103.5%)	5,492	(89.0%)	5,733	(104.4%)
	合計	Total	13,118	(82.7%)	14,180	(108.1%)	13,076	(92.2%)	12,963	(99.1%)	11,527	(88.9%)	11,816	(102.5%)

(注) 受注戸数には、増改築の戸数は含んでおりません。

Note: 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		2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
請負戸建住宅 Custom-built Detached Housing	請負金額 (万円) Price (¥ ten thousands)	2,744	2,811	2,855	2,846	2,860
	延床面積 (㎡) Floor space (㎡)	140.3	140.3	138.9	137.4	137.1
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	64.5	66.1	67.9	68.3	68.8
分譲戸建住宅 Detached Housing for Sale	売上金額 (万円) Price (¥ ten thousands)	2,315	2,391	2,474	2,466	2,441
	延床面積 (㎡) Floor space (㎡)	121.0	121.1	119.4	119.4	120.3
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	63.1	65.2	68.4	68.2	67.0
集合住宅 Rental Apartment Housing	請負金額 (万円) Price (¥ ten thousands)	4,466	4,434	4,320	4,681	4,670
	延床面積 (㎡) Floor space (㎡)	245.2	237.2	225.0	233.9	224.3
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	60.1	61.7	63.4	66.0	68.7

(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		2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
展示場（棟）	Housing Display Centers	252	262	285	266	255
住まいとくらしの情報館（ヶ所）	Living Information Rooms	43	43	42	41	38
宿泊体験モデルハウス（棟）	Overnight-stay Model Homes	-	1	2	10	40

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
新築比率（持家）	Building for the First Time	63.8%	62.9%	62.5%	63.4%	64.3%
建替比率（持家）	Rebuilding at Same Place	36.2%	37.1%	37.5%	36.6%	35.7%

◆ 受注経路／Channels of Orders

Fiscal Years ended March 31		2005 (H16.4-H17.3)	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)
展示場	Sales Centers	42.2%	44.1%	47.5%	48.9%	50.1%
紹介	On Introduction	44.4%	43.8%	44.7%	46.2%	45.0%
その他	Other	13.4%	12.1%	7.8%	4.9%	4.9%

（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 9/2007 (H19.9)			2008 (H20.3)			Interim to 9/2008 (H20.9)			2009 (H21.3)		
	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	69	27,557	16.49%	60	28,061	16.79%	54	28,634	17.13%	53	31,186	18.65%
証券会社 Securities Companies	28	1,248	0.75%	29	639	0.38%	29	448	0.27%	24	372	0.22%
その他の法人 Non-Financial Institutions	130	92,223	55.18%	126	92,149	55.13%	124	92,114	55.10%	126	92,133	55.10%
外国法人等 Foreigners	130	20,916	12.52%	135	22,942	13.73%	142	22,441	13.42%	124	20,458	12.23%
個人その他 Individuals and Others	8,575	25,176	15.06%	7,992	23,356	13.97%	7,963	23,546	14.08%	7,706	23,086	13.80%
合計 Total	8,932	167,120	100.00%	8,342	167,147	100.00%	8,312	167,183	100.00%	8,033	167,235	100.01%

