

Financial Factbook

PanaHome

2009年度(2010年3月期) 本決算 / Fiscal Year Ended March 31, 2010

(注) 2011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, 2011 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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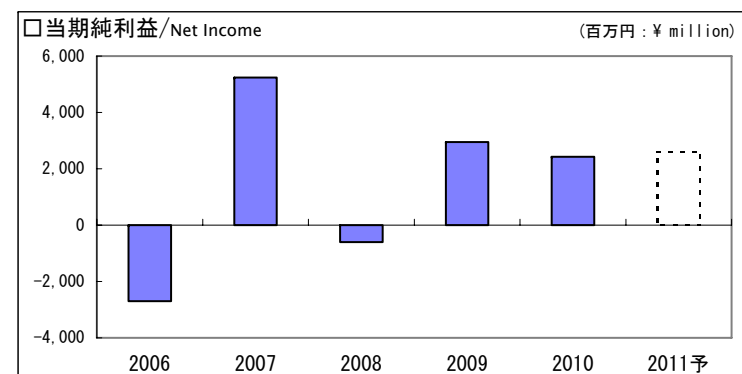
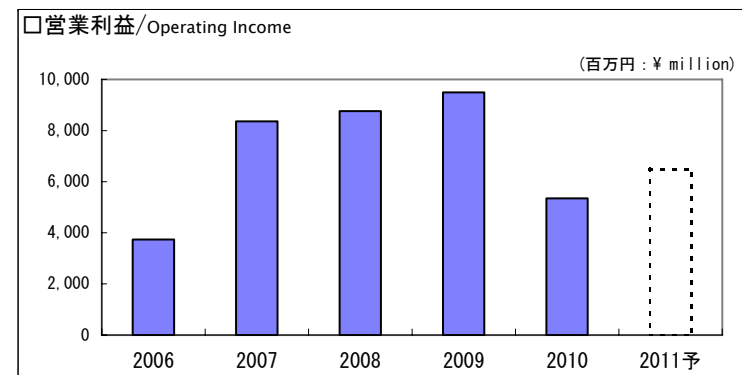
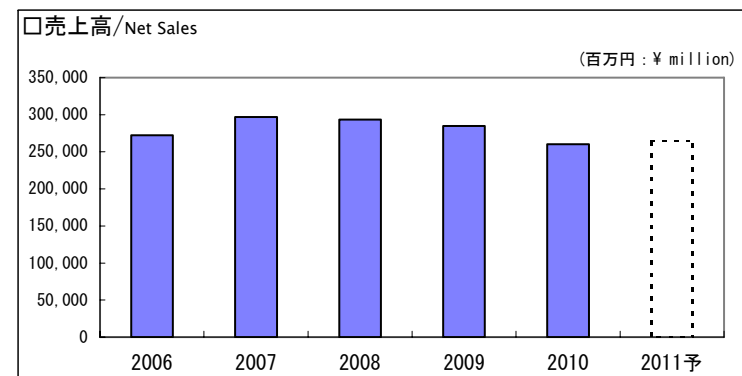
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■ 連結損益計算書 / Consolidated Income Statement

(単位：百万円)
(¥ million)

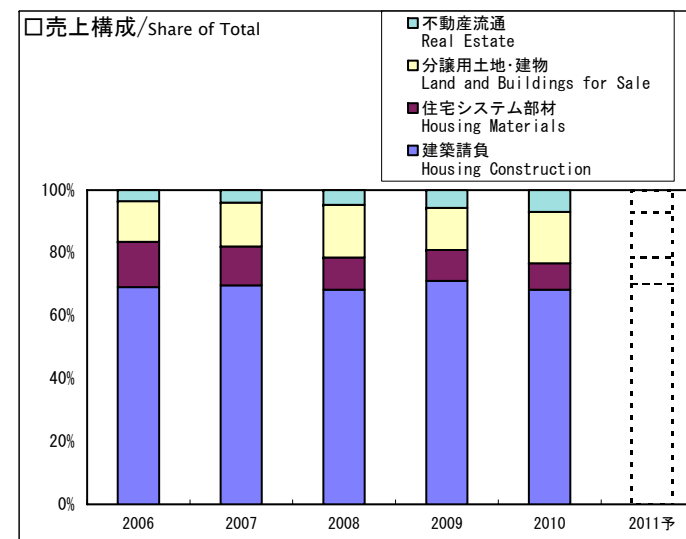
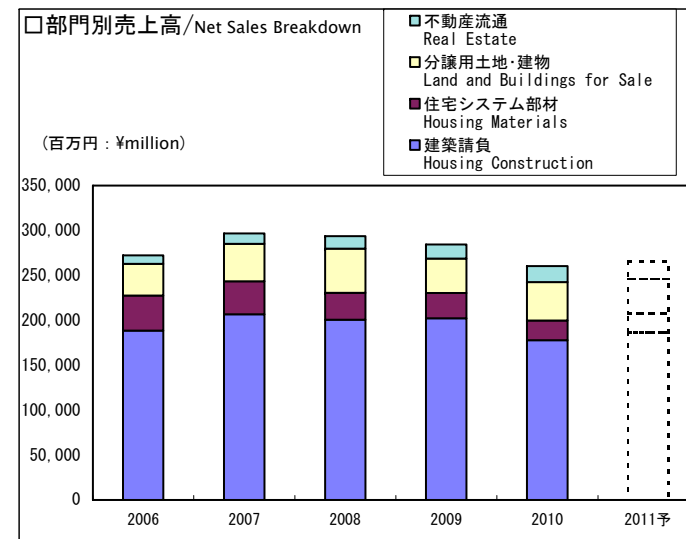
Fiscal Years ended March 31	2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3) (予想 Est.)
売上高 Net Sales	272,294	296,816	293,616	284,625	260,388	265,000
前年比 (Percentage of previous year)	(103.2%)	(109.0%)	(98.9%)	(96.9%)	(91.5%)	(101.8%)
売上総利益 Gross Profit	64,665	71,417	70,032	67,839	59,140	61,000
前年比 (Percentage of previous year)	(100.0%)	(110.4%)	(98.1%)	(96.9%)	(87.2%)	(103.1%)
売上比 (Percentage of net sales)	(23.7%)	(24.1%)	(23.9%)	(23.8%)	(22.7%)	(23.0%)
販売費及び一般管理費 Selling, General and Administrative Expenses	60,927	63,055	61,274	58,347	53,797	54,500
前年比 (Percentage of previous year)	(98.9%)	(103.5%)	(97.2%)	(95.2%)	(92.2%)	(101.3%)
売上比 (Percentage of net sales)	(22.3%)	(21.3%)	(20.9%)	(20.5%)	(20.7%)	(20.6%)
営業利益 Operating Income	3,738	8,362	8,757	9,492	5,343	6,500
前年比 (Percentage of previous year)	(122.7%)	(223.7%)	(104.7%)	(108.4%)	(56.3%)	(121.6%)
売上比 (Percentage of net sales)	(1.4%)	(2.8%)	(3.0%)	(3.3%)	(2.1%)	(2.5%)
経常利益 Ordinary Income	4,744	9,419	9,402	9,559	5,141	6,500
前年比 (Percentage of previous year)	(131.8%)	(198.5%)	(99.8%)	(101.7%)	(53.8%)	(126.4%)
売上比 (Percentage of net sales)	(1.7%)	(3.2%)	(3.2%)	(3.4%)	(2.0%)	(2.5%)
税金等調整前当期純利益 Income before Income Taxes	-1,778	6,892	-1,187	8,237	5,062	5,100
前年比 (Percentage of previous year)	(-)	(-)	(-)	(-)	(61.5%)	(100.7%)
売上比 (Percentage of net sales)	(-0.7%)	(2.3%)	(-0.4%)	(2.9%)	(1.9%)	(1.9%)
当期純利益 Net Income	-2,701	5,239	-606	2,947	2,428	2,600
前年比 (Percentage of previous year)	(-)	(-)	(-)	(-)	(82.4%)	(107.1%)
売上比 (Percentage of net sales)	(-1.0%)	(1.8%)	(-0.2%)	(1.0%)	(0.9%)	(1.0%)



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

(単位：百万円)
(¥ million)

Fiscal Years ended March 31	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)	2011 (H22.4-H23.3) (予想 Est.)
建築請負 Housing Construction	188,327	206,869	200,737	202,362	177,851	186,000
前年比(Percentage of previous year)	(103.8%)	(109.8%)	(97.0%)	(100.8%)	(87.9%)	(104.6%)
構成比(Percentage of share of total)	(69.2%)	(69.7%)	(68.4%)	(71.1%)	(68.3%)	(70.2%)
売上総利益率(Gross Profit margin)	(24.6%)	(25.1%)	(25.8%)	(25.9%)	(26.4%)	(26.2%)
住宅システム部材 Housing Materials	39,236	36,649	29,986	27,945	21,954	22,000
前年比(Percentage of previous year)	(98.6%)	(93.4%)	(81.8%)	(93.2%)	(78.6%)	(100.2%)
構成比(Percentage of share of total)	(14.4%)	(12.4%)	(10.2%)	(9.8%)	(8.4%)	(8.3%)
売上総利益率(Gross Profit margin)	(31.7%)	(32.5%)	(31.8%)	(33.5%)	(35.2%)	(35.2%)
分譲用土地・建物 Land and Buildings for Sale	35,306	41,583	49,037	38,285	42,667	38,000
前年比(Percentage of previous year)	(99.9%)	(117.8%)	(117.9%)	(78.1%)	(111.4%)	(89.1%)
構成比(Percentage of share of total)	(13.0%)	(14.0%)	(16.7%)	(13.5%)	(16.4%)	(14.3%)
売上総利益率(Gross Profit margin)	(12.7%)	(14.4%)	(14.3%)	(11.1%)	(6.4%)	(7.1%)
不動産流通 Real Estate	9,423	11,714	13,854	16,031	17,914	19,000
前年比(Percentage of previous year)	(130.1%)	(124.3%)	(118.3%)	(115.7%)	(111.7%)	(106.1%)
構成比(Percentage of share of total)	(3.4%)	(3.9%)	(4.7%)	(5.6%)	(6.9%)	(7.2%)
売上総利益率(Gross Profit margin)	(14.5%)	(14.0%)	(12.5%)	(11.0%)	(9.3%)	(9.8%)
売上高合計 Total	272,294	296,816	293,616	284,625	260,388	265,000
前年比(Percentage of previous year)	(103.2%)	(109.0%)	(98.9%)	(96.9%)	(91.5%)	(101.8%)
売上総利益率(Gross Profit margin)	(23.7%)	(24.1%)	(23.9%)	(23.8%)	(22.7%)	(23.0%)



◆貸借対照表／Balance Sheet Data

(単位：百万円)
(¥ million)

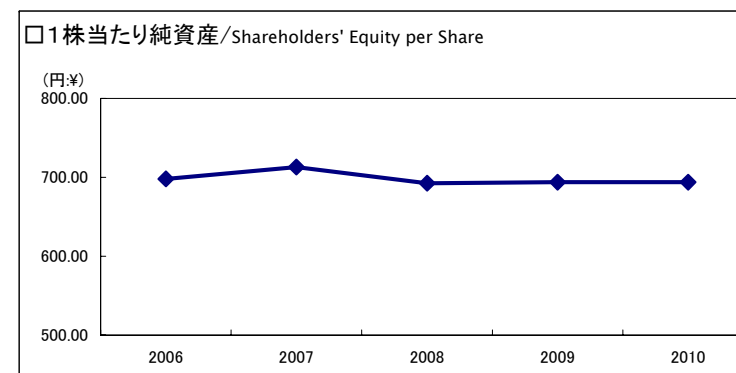
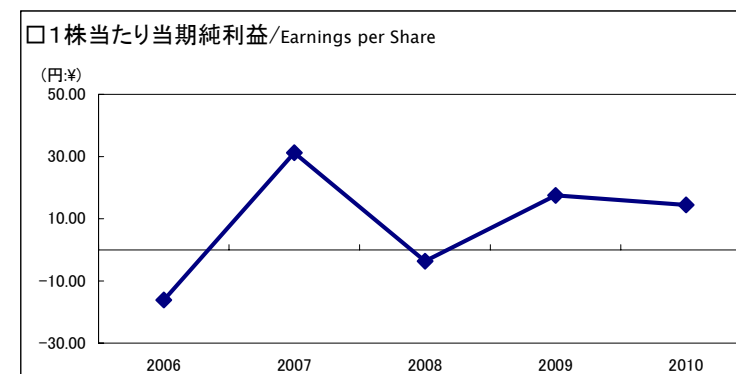
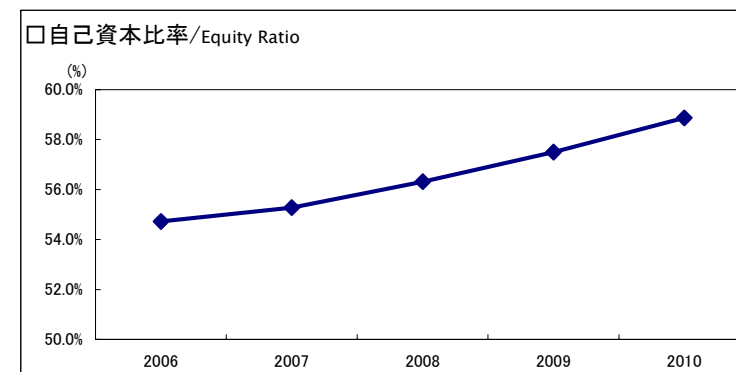
Fiscal Years ended March 31		2006 (H17.4-H18.3)	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)
流動資産	Current Assets	116,950	129,812	128,103	131,068	129,928
現金預金	Cash and deposits	54,435	56,636	36,893	26,544	29,783
受取手形・完成工事未収入金等	Receivables	6,179	3,983	4,171	3,333	2,937
有価証券	Short-term investments	1,499	1,109	14,144	30,005	40,000
分譲用土地・建物	Land and Buildings for sale	34,117	48,088	48,330	56,097	43,007
未成工事支出金	Contracts in progress	7,383	8,745	6,391	6,004	6,546
その他棚卸資産	Other inventories	2,799	2,351	1,566	1,172	994
その他	Other current assets	10,535	8,896	16,605	7,909	6,660
固定資産	Fixed Assets	97,068	86,958	78,646	71,786	68,118
有形固定資産	Property, plant and equipment	49,914	45,611	40,638	39,914	39,089
建物	Buildings	20,675	18,388	16,294	15,494	14,707
機械	Machinery	3,167	1,966	1,546	1,270	999
土地	Land	23,878	23,436	21,251	21,050	21,214
その他有形固定資産	Other property, plant and equipment	2,194	1,820	1,545	2,099	2,168
無形固定資産	Intangibles	2,255	2,631	2,880	2,808	2,855
投資その他の資産	Investments and other assets	44,897	38,715	35,127	29,062	26,173
流動負債	Current Liabilities	79,026	74,691	70,009	65,939	61,799
支払手形・工事未払金等	Payables	34,067	35,800	33,976	33,544	29,839
未成工事受入金	Deposit received for contracts in progress	15,945	18,201	15,444	14,163	14,506
その他	Other current liabilities	29,013	20,689	20,587	18,231	17,452
固定負債	Fixed Liabilities	17,149	21,536	19,384	19,478	18,830
退職給付引当金	Liability for employees' retirement benefits	5,719	5,492	4,160	4,258	4,610
その他	Other long-term liabilities	11,429	16,044	15,223	15,219	14,220
少数株主持分	Minority Interests	736	706	923	796	833
純資産(少数株主持分を除く)	Shareholders' Equity	117,106	119,835	116,432	116,640	116,583
総資産	Total Assets	214,018	216,770	206,750	202,854	198,047

◆設備投資／Capital Expenditure and Depreciation

(単位：百万円)
(¥ million)

Fiscal Years ended March 31		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)	2011 (H22.4-H23.3) (予想 Est.)
固定資産	Fixed Assets	—	—	—	1,761	1,780	4,300
リース資産	Leased Assets	—	—	—	933	471	0
設備投資額 計	Total Capital Expenditure	1,944	2,333	1,817	2,695	2,251	4,300
固定資産	Fixed Assets	—	—	—	2,726	2,690	2,950
リース資産	Leased Assets	—	—	—	109	303	350
減価償却費 計	Total Depreciation	3,807	3,374	3,115	2,835	2,993	3,300

Fiscal Years ended March 31	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)
自己資本比率 Equity Ratio	54.7%	55.3%	56.3%	57.5%	58.9%
流動比率 Current Ratio	148.0%	173.8%	183.0%	198.8%	210.2%
固定比率 Fixed Ratio	82.9%	72.6%	67.5%	61.5%	58.4%
総資産回転率 (回) Assets Turnover (Times)	1.22	1.38	1.39	1.39	1.30
棚卸資産回転率 (回) Inventory Turnover (Times)	6.94	5.74	5.09	4.76	4.58
売上債権回転率 (回) Receivables Turnover (Times)	42.64	58.13	70.54	73.72	81.58
1株当たり当期純利益 (円) Earnings per Share [=EPS](¥)	-16.10	31.21	-3.61	17.53	14.45
1株当たり純資産 (円) Shareholders' Equity per Share (¥)	697.89	713.07	692.48	693.93	693.70
自己資本当期純利益率 (ROE) Return on Equity	-2.3%	4.4%	-0.5%	2.5%	2.1%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	2.1%	4.4%	4.4%	4.7%	2.6%



■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		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)		2011 (H22.4-H23.3)	
			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	3,577	(89.1%)	3,859	(107.9%)	3,533	(91.6%)	3,546	(100.4%)	2,875	(81.1%)	2,830	(98.4%)
	請負 Custom-built Houses	3,215	(90.0%)	3,465	(107.8%)	3,158	(91.1%)	3,215	(101.8%)	2,490	(77.4%)	2,500	(100.4%)
	分譲 Buildings for Sale	362	(81.7%)	394	(108.8%)	375	(95.2%)	331	(88.3%)	385	(116.3%)	330	(85.7%)
	集合住宅 Rental Apartment Housing	2,922	(93.2%)	3,050	(104.4%)	2,865	(93.9%)	2,629	(91.8%)	2,185	(83.1%)	2,200	(100.7%)
	合計 Total	6,499	(90.9%)	6,909	(106.3%)	6,398	(92.6%)	6,175	(96.5%)	5,060	(81.9%)	5,030	(99.4%)
(予想 Est.)													
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建住宅 Detached Housing	3,472	(106.8%)	3,659	(105.4%)	3,298	(90.1%)	3,013	(91.4%)	2,805	(93.1%)	2,890	(103.0%)
	請負 Custom-built Houses	2,999	(105.1%)	3,120	(104.0%)	2,703	(86.6%)	2,525	(93.4%)	2,367	(93.7%)	2,500	(105.6%)
	分譲 Buildings for Sale	473	(118.8%)	539	(114.0%)	595	(110.4%)	488	(82.0%)	438	(89.8%)	390	(89.0%)
	集合住宅 Rental Apartment Housing	3,891	(93.6%)	3,828	(98.4%)	3,222	(84.2%)	3,403	(105.6%)	2,397	(70.4%)	2,600	(108.5%)
	合計 Total	7,363	(99.4%)	7,487	(101.7%)	6,520	(87.1%)	6,416	(98.4%)	5,202	(81.1%)	5,490	(105.5%)
(予想 Est.)													
通期 (4月-3月) Total (Apr.-Mar.)	戸建住宅 Detached Housing	7,049	(97.0%)	7,518	(106.7%)	6,831	(90.9%)	6,559	(96.0%)	5,680	(86.6%)	5,720	(100.7%)
	請負 Custom-built Houses	6,214	(96.7%)	6,585	(106.0%)	5,861	(89.0%)	5,740	(97.9%)	4,857	(84.6%)	5,000	(102.9%)
	分譲 Buildings for Sale	835	(99.3%)	933	(111.7%)	970	(104.0%)	819	(84.4%)	823	(100.5%)	720	(87.5%)
	集合住宅 Rental Apartment Housing	6,813	(93.4%)	6,878	(101.0%)	6,087	(88.5%)	6,032	(99.1%)	4,582	(76.0%)	4,800	(104.8%)
	合計 Total	13,862	(95.2%)	14,396	(103.9%)	12,918	(89.7%)	12,591	(97.5%)	10,262	(81.5%)	10,520	(102.5%)

(注1) 販売戸数は着工ベースの数値です。(マンションのみ引渡しベース)

Note 1: Housing Sales are calculated on a construction start basis (except for condominiums, which are calculated on a delivery basis.)

(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		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)		2011 (H22.4-H23.3)	
			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	3,567	(111.1%)	3,668	(102.8%)	3,335	(90.9%)	3,283	(98.4%)	3,082	(93.9%)	2,990	(97.0%)
	請負 Custom-built Houses	3,244	(115.7%)	3,195	(98.5%)	2,905	(90.9%)	2,834	(97.6%)	2,529	(89.2%)	2,600	(102.8%)
	分譲 Buildings for Sale	323	(79.8%)	473	(146.4%)	430	(90.9%)	449	(104.4%)	553	(123.2%)	390	(70.5%)
	集合住宅 Rental Apartment Housing	3,502	(96.5%)	3,212	(91.7%)	3,252	(101.2%)	3,167	(97.4%)	2,331	(73.6%)	2,400	(103.0%)
	合計 Total	7,069	(103.4%)	6,880	(97.3%)	6,587	(95.7%)	6,450	(97.9%)	5,413	(83.9%)	5,390	(99.6%)
(予想 Est.)													
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建住宅 Detached Housing	3,798	(115.9%)	3,443	(90.7%)	3,457	(100.4%)	2,752	(79.6%)	2,827	(102.7%)	3,040	(107.5%)
	請負 Custom-built Houses	3,346	(117.0%)	3,031	(90.6%)	2,975	(98.2%)	2,352	(79.1%)	2,382	(101.3%)	2,600	(109.2%)
	分譲 Buildings for Sale	452	(107.9%)	412	(91.2%)	482	(117.0%)	400	(83.0%)	445	(111.3%)	440	(98.9%)
	集合住宅 Rental Apartment Housing	3,313	(110.4%)	2,753	(83.1%)	2,919	(106.0%)	2,325	(79.7%)	2,376	(102.2%)	2,600	(109.4%)
	合計 Total	7,111	(113.3%)	6,196	(87.1%)	6,376	(102.9%)	5,077	(79.6%)	5,203	(102.5%)	5,640	(108.4%)
(予想 Est.)													
通期 (4月-3月) Total (Apr.-Mar.)	戸建住宅 Detached Housing	7,365	(113.5%)	7,111	(96.6%)	6,792	(95.5%)	6,035	(88.9%)	5,909	(97.9%)	6,030	(102.0%)
	請負 Custom-built Houses	6,590	(116.3%)	6,226	(94.5%)	5,880	(94.4%)	5,186	(88.2%)	4,911	(94.7%)	5,200	(105.9%)
	分譲 Buildings for Sale	775	(94.1%)	885	(114.2%)	912	(103.1%)	849	(93.1%)	998	(117.6%)	830	(83.2%)
	集合住宅 Rental Apartment Housing	6,815	(102.8%)	5,965	(87.5%)	6,171	(103.5%)	5,492	(89.0%)	4,707	(85.7%)	5,000	(106.2%)
	合計 Total	14,180	(108.1%)	13,076	(92.2%)	12,963	(99.1%)	11,527	(88.9%)	10,616	(92.1%)	11,030	(103.9%)

(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.

■販売の状況[1]／Trend in Housing Sales [1]

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

Fiscal Years ended March 31		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)
請負戸建住宅 Custom-built Detached Housing	請負金額 (万円) Price (¥ ten thousands)	2,811	2,855	2,846	2,860	2,826
	延床面積 (㎡) Floor space (㎡)	140.3	138.9	137.4	137.1	133.7
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	66.1	67.9	68.3	68.8	69.7
分譲戸建住宅 Detached Housing for Sale	売上金額 (万円) Price (¥ ten thousands)	2,391	2,474	2,466	2,441	2,376
	延床面積 (㎡) Floor space (㎡)	121.1	119.4	119.4	120.3	120.3
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	65.2	68.4	68.2	67.0	65.2
集合住宅 Rental Apartment Housing	請負金額 (万円) Price (¥ ten thousands)	4,434	4,320	4,681	4,697	4,738
	延床面積 (㎡) Floor space (㎡)	237.2	225.0	233.9	225.4	220.7
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	61.7	63.4	66.0	68.8	70.8

(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.

■販売の状況[2]／Trend in Housing Sales [2]

◆ 営業拠点数／The Number of Sales Centers

Fiscal Years ended March 31		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)
展示場 (棟)	Housing Display Centers	262	285	266	255	214
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	43	42	41	38	36
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	1	2	10	40	62

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		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)
新築比率 (持家)	Building for the First Time	62.9%	63.1%	64.2%	64.9%	66.3%
建替比率 (持家)	Rebuilding at Same Place	37.1%	36.9%	35.8%	35.1%	33.7%

(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		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)
展示場	Sales Centers	44.1%	47.5%	48.9%	50.1%	45.5%
紹介	On Introduction	43.8%	44.7%	46.2%	45.0%	45.1%
その他	Other	12.1%	7.8%	4.9%	4.9%	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.

■ 株式所有者別分布状況 / The Distribution of Shares

	Interim to 9/2008 (H20.9)			2009 (H21.3)			Interim to 9/2009 (H21.9)			2010 (H22.3)		
	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	54	28,634	17.13%	53	31,186	18.65%	50	30,995	18.53%	47	31,359	18.75%
証券会社 Securities Companies	29	448	0.27%	24	372	0.22%	31	577	0.34%	27	1,655	0.99%
その他の法人 Non-Financial Institutions	124	92,114	55.10%	126	92,133	55.10%	126	92,154	55.11%	123	92,141	55.09%
外国法人等 Foreigners	142	22,441	13.42%	124	20,458	12.23%	135	20,275	12.12%	143	19,707	11.78%
個人その他 Individuals and Others	7,963	23,546	14.08%	7,706	23,086	13.80%	7,675	23,258	13.90%	7,365	22,415	13.39%
合計 Total	8,312	167,183	100.00%	8,033	167,235	100.00%	8,017	167,259	100.00%	7,705	167,277	100.00%

