Financial Factbook

PanaHome

2011年度(2012年3月期) 第2四半期決算/ Interim of Fiscal Year Ending March 31, 2012

(注)2012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, 2012 are current forecasts.

パナホーム株式会社 PanaHome Corporation

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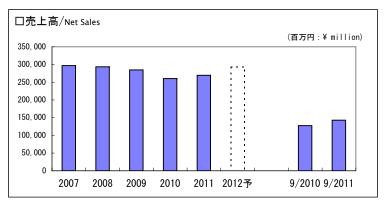
参考データ/Reference Data

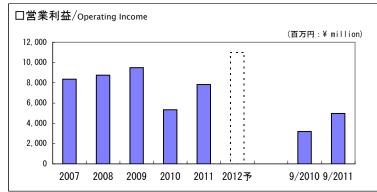
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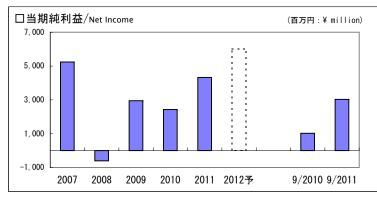


(単位	: 百万	7円)
(¥	mill	ion)

								(¥ million)
Fiscal Years ended March 31	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)	2012 (H23.4-H24.3) (予想 Est.)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
売上高 Net Sales	296,816	293,616	284,625	260,388	269,450	293,000	127,394	142,744
前年比(Percentage of previous year)	(109.0%)	(98.9%)	(96.9%)	(91.5%)	(103.5%)	(108.7%)	(102.2%)	(112.0%)
売上総利益 Gross Profit	71,417	70,032	67,839	59,140	62,340	68,000	30,102	33,679
前年比 (Percentage of previous year)	(110.4%)	(98.1%)	(96.9%)	(87.2%)	(105.4%)	(109.1%)	(104.6%)	(111.9%)
売上比 (Percentage of net sales)	(24.1%)	(23.9%)	(23.8%)	(22.7%)	(23.1%)	(23.2%)	(23.6%)	(23.6%)
販売費及び一般管理費 Selling, General and Administrative Expenses	63,055	61,274	58,347	53,797	54,509	57,000	26,907	28,702
前年比 (Percentage of previous year)	(103.5%)	(97.2%)	(95.2%)	(92.2%)	(101.3%)	(104.6%)	(99.1%)	(106.7%)
売上比 (Percentage of net sales)	(21.3%)	(20.9%)	(20.5%)	(20.7%)	(20.2%)	(19.5%)	(21.1%)	(20.1%)
営業利益 Operating Income	8,362	8,757	9,492	5,343	7,831	11,000	3,195	4,977
前年比 (Percentage of previous year)	(223.7%)	(104.7%)	(108.4%)	(56.3%)	(146.5%)	(140.5%)	(195.7%)	(155.8%)
売上比 (Percentage of net sales)	(2.8%)	(3.0%)	(3.3%)	(2.1%)	(2.9%)	(3.8%)	(2.5%)	(3.5%)
経常利益 Ordinary Income	9,419	9,402	9,559	5,141	8,125	11,000	3,213	5,066
前年比 (Percentage of previous year)	(198.5%)	(99.8%)	(101.7%)	(53.8%)	(158.0%)	(135.4%)	(206.4%)	(157.6%)
売上比 (Percentage of net sales)	(3.2%)	(3.2%)	(3.4%)	(2.0%)	(3.0%)	(3.8%)	(2.5%)	(3.5%)
税金等調整前当期純利益 Income before Income Taxes	6,892	-1,187	8,237	5,062	6,768	10,500	2,370	5,017
前年比 (Percentage of previous year)	(—)	(—)	(—)	(61.5%)	(133.7%)	(155.1%)	(154.0%)	(211.6%)
売上比 (Percentage of net sales)	(2.3%)	(-0.4%)	(2.9%)	(1.9%)	(2.5%)	(3.6%)	(1.9%)	(3.5%)
当期純利益 Net Income	5,239	-606	2,947	2,428	4,324	6,000	1,019	3,027
前年比 (Percentage of previous year)	(—)	(—)	(—)	(82.4%)	(178.1%)	(138.7%)	(134.6%)	(297.0%)
売上比 (Percentage of net sales)	(1.8%)	(-0.2%)	(1.0%)	(0.9%)	(1.6%)	(2.0%)	(0.8%)	(2.1%)

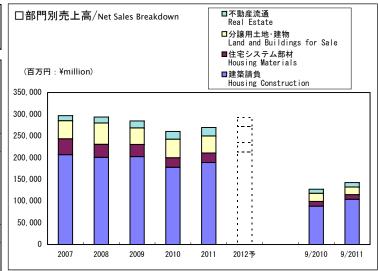


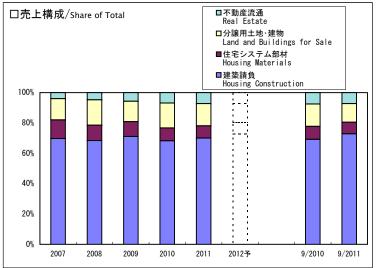




(単位:百万円) (¥ million)

								(* million)
Fiscal Years ended March 31	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)	2012 (H23.4-H24.3) (予想 Est.)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
	T							
建築請負 Housing Construction	206,869	200,737	202,362	177,851	188,749	213,000	88,207	104,058
前年比(Percentage of previous year)	(109.8%)	(97.0%)	(100.8%)	(87.9%)	(106.1%)	(112.8%)	(101.9%)	(118.0%)
構成比(Percentage of share of total)	(69.7%)	(68.4%)	(71.1%)	(68.3%)	(70.1%)	(72.7%)	(69.2%)	(72.9%)
売上総利益率(Gross Profit margin)	(25.1%)	(25.8%)	(25.9%)	(26.4%)	(26.3%)	(25.7%)	(26.8%)	(26.2%)
住宅システム部材 Housing Materials	36,649	29,986	27,945	21,954	21,830	22,000	10,900	10,853
前年比(Percentage of previous year)	(93.4%)	(81.8%)	(93.2%)	(78.6%)	(99.4%)	(100.8%)	(104.2%)	(99.6%)
構成比(Percentage of share of total)	(12.4%)	(10.2%)	(9.8%)	(8.4%)	(8.1%)	(7.5%)	(8.6%)	(7.6%)
売上総利益率(Gross Profit margin)	(32.5%)	(31.8%)	(33.5%)	(35.2%)	(35.3%)	(35.0%)	(36.6%)	(34.7%)
分譲用土地·建物 Land and Buildings for Sale	41,583	49,037	38,285	42,667	39,413	37,000	18,766	17,477
前年比(Percentage of previous year)	(117.8%)	(117.9%)	(78.1%)	(111.4%)	(92.4%)	(93.9%)	(99.1%)	(93.1%)
構成比(Percentage of share of total)	(14.0%)	(16.7%)	(13.5%)	(16.4%)	(14.6%)	(12.6%)	(14.7%)	(12.2%)
売上総利益率(Gross Profit margin)	(14.4%)	(14.3%)	(11.1%)	(6.4%)	(8.0%)	(9.5%)	(8.7%)	(9.6%)
不動産流通 Real Estate	11,714	13,854	16,031	17,914	19,457	21,000	9,520	10,354
前年比(Percentage of previous year)	(124.3%)	(118.3%)	(115.7%)	(111.7%)	(108.6%)	(107.9%)	(108.4%)	(108.8%)
構成比(Percentage of share of total)	(3.9%)	(4.7%)	(5.6%)	(6.9%)	(7.2%)	(7.2%)	(7.5%)	(7.3%)
売上総利益率(Gross Profit margin)	(14.0%)	(12.5%)	(11.0%)	(9.3%)	(9.1%)	(9.4%)	(8.6%)	(9.4%)
売上高合計 Total	296,816	293,616	284,625	260,388	269,450	293,000	127,394	142,744
前年比(Percentage of previous year)	(109.0%)	(98.9%)	(96.9%)	(91.5%)	(103.5%)	(108.7%)	(102.2%)	(112.0%)
売上総利益率(Gross Profit margin)	(24.1%)	(23.9%)	(23.8%)	(22.7%)	(23.1%)	(23.2%)	(23.6%)	(23.6%)





◆貸借対照表/Balance Sheet Data

	Fiscal Years ended March 31	2007	2008	2009	2010	2011
	riscal feats efficed March 51	(H18.4-H19.3)	(H19.4-H20.3)	(H20.4-H21.3)	(H21.4-H22.3)	(H22.4-H23.3)
流動資産	Current Assets	129,812	128,103	131,068	129,928	140,234
現金預金	Cash and deposits	56,636	36,893	26,544	29,783	22,594
受取手形·完成工事未収入金等	Receivables	3,983	4,171	3,333	2,937	3,821
有価証券	Short-term investments	1,109	14,144	30,005	40,000	58,000
分譲用土地・建物	Land and Buildings for sale	48,088	48,330	56,097	43,007	37,955
未成工事支出金	Contracts in progress	8,745	6,391	6,004	6,546	7,651
その他棚卸資産	Other inventories	2,351	1,566	1,172	994	1,638
関係会社預け金	Deposit paid in associated company	_	_	_	_	_
その他	Other current assets	8,896	16,605	7,909	6,660	8,572
固定資産	Fixed Assets	86,958	78,646	71,786	68,118	65,673
有形固定資産	Property, plant and equipment	45,611	40,638	39,914	39,089	38,427
建物	Buildings	18,388	16,294	15,494	14,707	14,524
機械	Machinery	1,966	1,546	1,270	999	896
土地	Land	23,436	21,251	21,050	21,214	21,002
その他有形固定資産	Other property, plant and equipment	1,820	1,545	2,099	2,168	2,004
無形固定資産	Intangibles	2,631	2,880	2,808	2,855	3,356
投資その他の資産	Investments and other assets	38,715	35,127	29,062	26,173	23,889
流動負債	Current Liabilities	74,691	70,009	65,939	61,799	67,530
支払手形・工事未払金等	Payables	35,800	33,976	33,544	29,839	32,224
未成工事受入金	Deposit received for contracts in progress	18,201	15,444	14,163	14,506	16,543
その他	Other current liabilities	20,689	20,587	18,231	17,452	18,762
固定負債	Fixed Liabilities	21,536	19,384	19,478	18,830	19,143
退職給付引当金	Liability for employees' retirement benefits	5,492	4,160	4,258	4,610	5,028
その他	Other long-term liabilities	16,044	15,223	15,219	14,220	14,115
少数株主持分	Minority Interests	706	923	796	833	721
純資産(少数株主持分を除く)	Shareholders' Equity	119,835	116,432	116,640	116,583	118,511
総資産	Total Assets	216,770	206,750	202,854	198,047	205,908

(単位:百万円)

Interim to 9/2010 (H22.4-H22.9) (H23.4-H23.9) (H23.4-H23.4-H23.9) (H23.4-H23.4-H23.8) (H23.4-H23.4-H23.8) (H23.4-H23.4-H23.8) (H23.4-H23.4-H23.8) (H23.4-H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8) (H23.4-H23.8)		(単位:日方円) (¥ million)
23,324 23,407 4,041 4,897 58,000 6,000 35,420 38,581 7,726 9,042 1,341 1,686 60,000 7,034 8,820 67,560 65,561 38,209 38,733 14,288 14,623 858 1,052 21,002 20,976 2,059 2,079 2,857 3,590 26,494 23,237 68,492 78,469 32,865 38,297 18,198 20,226 17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725	9/2010	Interim to 9/2011
23,324 23,407 4,041 4,897 58,000 6,000 35,420 38,581 7,726 9,042 1,341 1,686 60,000 7,034 8,820 67,560 65,561 38,209 38,733 14,288 14,623 858 1,052 21,002 20,976 2,059 2,079 2,857 3,590 26,494 23,237 68,492 78,469 32,865 38,297 18,198 20,226 17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725	126.000	152.426
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14,288 14,623 858 1,052 21,002 20,976 2,059 2,079 2,857 3,590 26,494 23,237 68,492 78,469 32,865 38,297 18,198 20,226 17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725 116,285 120,141	67,560	65,561
858 1,052 21,002 20,976 2,059 2,079 2,857 3,590 26,494 23,237 68,492 78,469 32,865 38,297 18,198 20,226 17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725 116,285 120,141		38,733
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32,865 38,297 18,198 20,226 17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725 116,285 120,141	26,494	23,237
18,198 20,226 17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725 116,285 120,141	68,492	78,469
17,428 19,945 18,958 18,661 4,817 5,262 14,141 13,399 714 725 116,285 120,141	32,865	38,297
18,958 18,661 4,817 5,262 14,141 13,399 714 725 116,285 120,141	18,198	20,226
4,817 5,262 14,141 13,399 714 725 116,285 120,141	17,428	19,945
14,141 13,399 714 725 116,285 120,141	18,958	18,661
714 725 116,285 120,141	4,817	5,262
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	714	725
204.451 217.998	116,285	120,141
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◆設備投資/Capital Expenditure and Depreciation

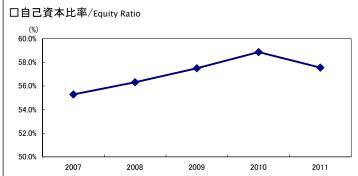
(単位:百万円)

	·								(¥ million)
	Fiscal Years ended March 31	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)	2012 (H23.4-H24.3) (予想 Est.)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
		•							
固定資産	Fixed Assets	_	_	1,761	1,780	3,200	5,600	991	2,042
リース資産	Leased Assets	_	_	933	471	84	200	_	_
設備投資額 計	Total Capital Expenditure	2,333	1,817	2,695	2,251	3,284	5,800	991	2,042
固定資産	Fixed Assets	_	_	2,726	2,690	2,590	3,000	1,241	1,257
リース資産	Leased Assets	_	_	109	303	396	440	200	194
減価償却費 計	Total Depreciation	3,374	3,115	2,835	2,993	2,986	3,440	1,441	1,451

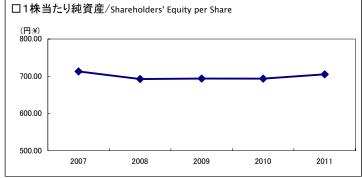
Fiscal Years ended March 31	2007 (H18.4-H19.3)	2008 (H19.4-H20.3)	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
自己資本比率 Equity Ratio	55.3%	56.3%	57.5%	58.9%	57.6%	56.9%	55.1%
流動比率 Current Ratio	173.8%	183.0%	198.8%	210.2%	207.7%	199.9%	194.3%
固定比率 Fixed Ratio	72.6%	67.5%	61.5%	58.4%	55.4%	58.1%	54.6%
総資産回転率 (回) Assets Turnover (Times)	1.38	1.39	1.39	1.30	1.33	1.27	1.35
棚卸資産回転率(回) Inventory Turnover (Times)	5.74	5.09	4.76	4.58	5.51	5.36	5.91
売上債権回転率 (回) Receivables Turnover (Times)	58.13	70.54	73.72	81.58	78.46	71.84	64.50
1株当たり当期純利益 (円) Earnings per Share[=EPS](¥)	31.21	-3.61	17.53	14.45	25.73	6.07	18.02
1株当たり純資産 (円) Shareholders' Equity per Share (¥)	713.07	692.48	693.93	693.70	705.29	691.94	715.01
自己資本当期純利益率(ROE) Return on Equity	4.4%	-0.5%	2.5%	2.1%	3.7%	1.8%	5.1%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	4.4%	4.4%	4.7%	2.6%	4.0%	3.2%	4.8%

⁽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)

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													(.	単位:戸)
	Fisc	al Years ended March 31	2007	,	2008		2009		2010)	2011		2012	
	1130	ai rears ended March 51	(H18.4-H19.3)		(H19.4-H20		(H20.4-H21.		(H21.4-H22		(H22.4-H23		(H23.4-H24	
				前年比		前年比		前年比		前年比		前年比		前年比
上期計	戸建請負	Custom-built Detached Houses	3,181	(104.9%)	3,025	(95.1%)	2,916	(96.4%)	2,430	(83.3%)	2,459	(101.2%)	2,693	(109.5
(4月-9月)	分譲	Buildings for Sale	381	(115.1%)	402	(105.5%)	408	(101.5%)	482	(118.1%)	407	(84.4%)	309	(76.0
1st half	集合	Rental Apartment Houses	2,686	(96.2%)	2,878	(107.1%)	2,425	(84.3%)	1,980	(81.6%)	2,102	(106.2%)	1,795	(85.4
(AprSep.)	合計	Total	6,248	(101.5%)	6,305	(100.9%)	5,749	(91.2%)	4,892	(85.1%)	4,968	(101.5%)	4,797	(96.6
													(予想 Est.)	
下期計	戸建請負	Custom-built Detached Houses	3,302	(104.0%)	3,004	(91.0%)	2,943	(98.0%)	2,498	(84.9%)	2,746	(109.9%)	2,980	(108.5
(10月-3月)	分譲	Buildings for Sale	475	(100.2%)	549	(115.6%)	420	(76.5%)	565	(134.5%)	412	(73.0%)	320	(77.6
2nd half	集合	Rental Apartment Houses	4,035	(100.3%)	3,562	(88.3%)	3,764	(105.7%)	2,646	(70.3%)	2,627	(99.3%)	2,570	(97.8
(OctMar.)	合計	Total	7,812	(101.8%)	7,115	(91.1%)	7,127	(100.2%)	5,709	(80.1%)	5,785	(101.3%)	5,870	(101.5
													(予想 Est.)	
通期	戸建請負	Custom-built Detached Houses	6,483	(104.4%)	6,029	(93.0%)	5,859	(97.2%)	4,928	(84.1%)	5,205	(105.6%)	5,673	(109.0
(4月-3月)	分譲	Buildings for Sale	856	(106.3%)	951	(111.1%)	828	(87.1%)	1,047	(126.4%)	819	(78.2%)	629	(76.8
Total	集合	Rental Apartment Houses	6,721	(98.6%)	6,440	(95.8%)	6,189	(96.1%)	4,626	(74.7%)	4,729	(102.2%)	4,365	(92.3
(AprMar.)	合計	Total	14,060	(101.7%)	13,420	(95.4%)	12,876	(95.9%)	10,601	(82.3%)	10,753	(101.4%)	10,667	(99.2

(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、増改築の戸数は含んでおりません。

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は含んでおりません。

Note 4: Emergency temporary dwellings 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)

												\	平位 . 广/	
	Fisc	al Years ended March 31	2007	,	2008		2009)	2010		2011		2012	?
	1130	ar rears ended March 51	(H18.4-H19		(H19.4-H20		(H20.4-H21		(H21.4-H22.3)		(H22.4-H23		(H23.4-H24.3)	
				前年比		前年比		前年比		前年比		前年比		前年比
上期計	戸建請負	Custom-built Detached Houses	3,195	(98.5%)	2,905	(90.9%)	2,834	(97.6%)	2,529	(89.2%)	2,839	(112.3%)	2,971	(104.6%)
(4月-9月)	分譲	Buildings for Sale	473	(146.4%)	430	(90.9%)	449	(104.4%)	553	(123.2%)	457	(82.7%)	305	(66.7%)
1st half	集合	Rental Apartment Houses	3,212	(91.7%)	3,252	(101.2%)	3,167	(97.4%)	2,331	(73.6%)	2,406	(103.2%)	2,490	(103.5%)
(AprSep.)	合計	Total	6,880	(97.3%)	6,587	(95.7%)	6,450	(97.9%)	5,413	(83.9%)	5,702	(105.3%)	5,766	(101.1%)
	•												(予想 Est.)	
下期計	戸建請負	Custom-built Detached Houses	3,031	(90.6%)	2,975	(98.2%)	2,352	(79.1%)	2,382	(101.3%)	2,856	(119.9%)	3,000	(105.0%)
(10月-3月)	分譲	Buildings for Sale	412	(91.2%)	482	(117.0%)	400	(83.0%)	445	(111.3%)	308	(69.2%)	310	(100.6%)
2nd half	集合	Rental Apartment Houses	2,753	(83.1%)	2,919	(106.0%)	2,325	(79.7%)	2,376	(102.2%)	1,875	(78.9%)	2,370	(126.4%)
(OctMar.)	合計	Total	6,196	(87.1%)	6,376	(102.9%)	5,077	(79.6%)	5,203	(102.5%)	5,039	(96.8%)	5,680	(112.7%)
													(予想 Est.)	
通期	戸建請負	Custom-built Detached Houses	6,226	(94.5%)	5,880	(94.4%)	5,186	(88.2%)	4,911	(94.7%)	5,695	(116.0%)	5,971	(104.8%)
(4月-3月)	分讓	Buildings for Sale	885	(114.2%)	912	(103.1%)	849	(93.1%)	998	(117.6%)	765	(76.7%)	615	(80.4%)
Total	集合	Rental Apartment Houses	5,965	(87.5%)	6,171	(103.5%)	5,492	(89.0%)	4,707	(85.7%)	4,281	(90.9%)	4,860	(113.5%)
(AprMar.)	合計	Total	13,076	(92.2%)	12,963	(99.1%)	11,527	(88.9%)	10,616	(92.1%)	10,741	(101.2%)	11,446	(106.6%)

(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、増改築の戸数は含んでおりません。

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は含んでおりません。

Note 3: Emergency temporary dwellings 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	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)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
請負戸建住宅	請負金額 (万円)	Price (¥ ten thousands)	2,855	2,846	2,860	2,826	2,749	2,767	2,755
Custom-built	延床面積 (㎡)	Floor space (m²)	138.9	137.4	137.1	133.7	132.0	131.4	131.6
Detached Housing	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	67.9	68.3	68.8	69.7	68.7	69.5	69.1
分譲戸建住宅	売上金額 (万円)	Price (¥ ten thousands)	2,474	2,466	2,441	2,376	2,461	2,458	2,400
Detached Housing	延床面積(㎡)	Floor space (m²)	119.4	119.4	120.3	120.3	119.1	119.4	119.0
for Sale	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	68.4	68.2	67.0	65.2	68.2	67.9	66.6
集合住宅	請負金額 (万円)	Price (¥ ten thousands)	4,320	4,681	4,697	4,738	5,031	5,010	4,220
Rental Apartment Housing	延床面積(㎡)	Floor space (m²)	225.0	233.9	225.4	220.7	239.4	237.9	204.1
	坪単価 (万円)	Unit price per 3.3 sq. meters (¥ ten thousands)	63.4	66.0	68.8	70.8	69.3	69.5	68.2

(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		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)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
展示場 (棟)	Housing Display Centers	285	266	255	214	213	208	220
住まいとくらしの情報館(ヶ所)	Living Information Rooms	42	41	38	36	35	36	36
宿泊体験モデルハウス(棟)	Overnight-stay Model Homes	2	10	40	62	46	54	46

◆ 建築内訳/Breakdown of Newly Constructed

Fiscal Years ended March 31		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)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
新築比率(持家)	Building for the First Time	63.1%	64.2%	64.9%	66.3%	66.3%	67.2%	63.5%
建替比率(持家)	Rebuilding at Same Place	36.9%	35.8%	35.1%	33.7%	33.7%	32.8%	36.5%

⁽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		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)	Interim to 9/2010 (H22.4-H22.9)	Interim to 9/2011 (H23.4-H23.9)
展示場	Sales Centers	47.5%	48.9%	50.1%	45.5%	48.1%	48.1%	45.3%
紹介	On Introduction	44.7%	46.2%	45.0%	45.1%	42.2%	43.0%	44.5%
その他	Other	7.8%	4.9%	4.9%	9.4%	9.7%	8.9%	10.2%

⁽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.

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

	2010 (H22.3)			Interim	Interim to 9/2010 (H22.9)			2011 (H23.3)			Interim to 9/2011 (H23.9)		
	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	47	31,359	18.75%	45	29,217	17.46%	45	20,973	12.53%	48	19,698	11.77%	
証券会社													
Securities Companies	27	1,655	0.99%	31	596	0.36%	33	3,445	2.06%	30	1,173	0.70%	
その他の法人													
Non-Financial Institutions	123	92,141	55.09%	122	92,171	55.09%	120	92,155	55.06%	116	92,184	55.08%	
外国法人等													
Foreigners	143	19,707	11.78%	140	22,278	13.32%	164	27,317	16.32%	166	31,043	18.55%	
個人その他													
Individuals and Others	7,365	22,415	13.39%	7,458	23,039	13.77%	7,544	23,467	14.03%	7,462	23,267	13.90%	
合 計													
Total	7,705	167,277	100.00%	7,796	167,301	100.00%	7,906	167,357	100.00%	7,822	167,365	100.00%	

