

# Financial Factbook

**PanaHome**

2012年度(2013年3月期) 本決算／ Fiscal Year Ended March 31, 2013

(注) 2014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, 2014 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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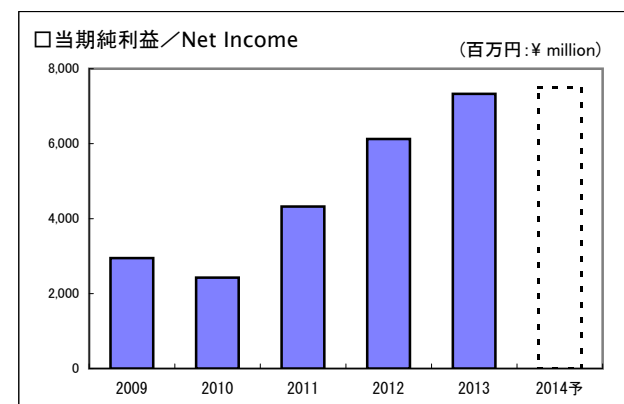
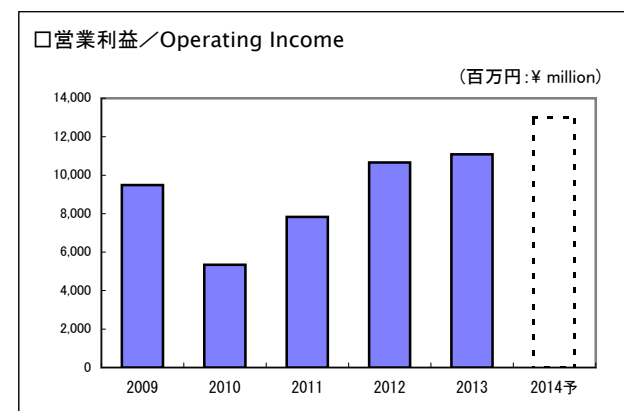
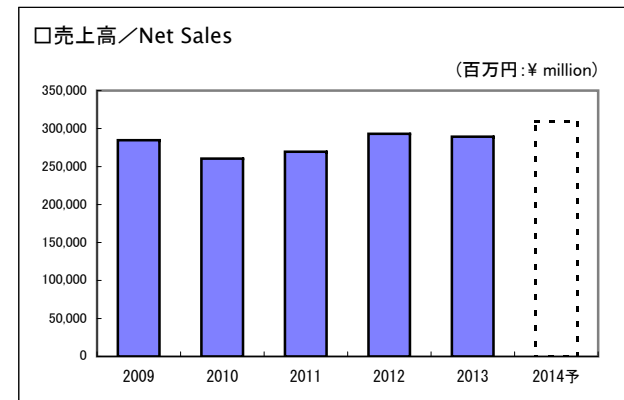
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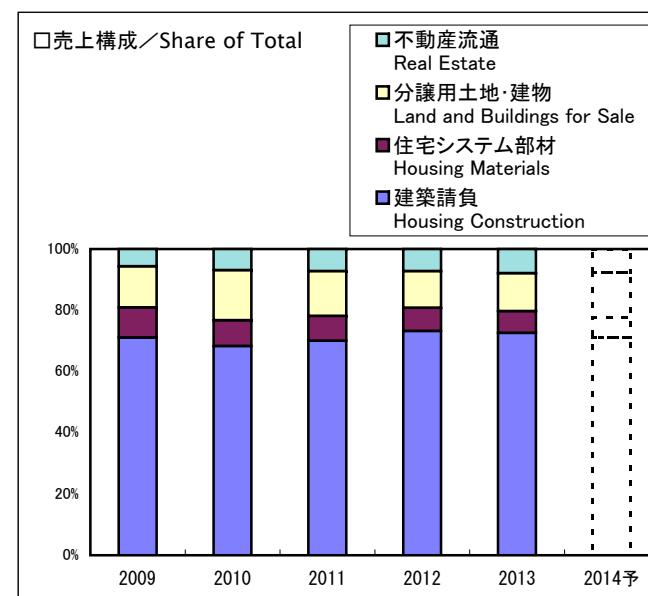
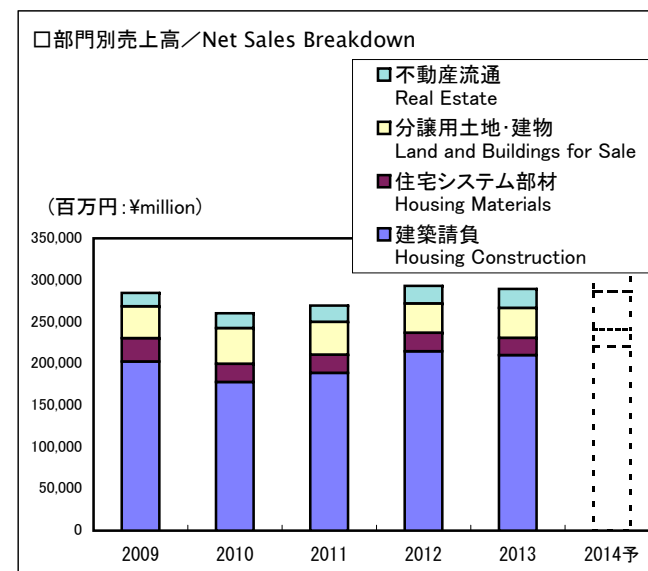
(単位: 百万円)  
(¥ million)

Fiscal Years ended March 31	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	2014 (H25.4-H26.3) (予想 Est.)
<b>売上高</b> Net Sales	284,625	260,388	269,450	293,152	289,402	310,000
前年比 (Percentage of previous year)	(96.9%)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(107.1%)
<b>売上総利益</b> Gross Profit	67,839	59,140	62,340	68,222	68,048	71,900
前年比 (Percentage of previous year)	(96.9%)	(87.2%)	(105.4%)	(109.4%)	(99.7%)	(105.7%)
売上比 (Percentage of net sales)	(23.8%)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.2%)
<b>販売費及び一般管理費</b> Selling, General and Administrative Expenses	58,347	53,797	54,509	57,556	56,959	58,900
前年比 (Percentage of previous year)	(95.2%)	(92.2%)	(101.3%)	(105.6%)	(99.0%)	(103.4%)
売上比 (Percentage of net sales)	(20.5%)	(20.7%)	(20.2%)	(19.6%)	(19.7%)	(19.0%)
<b>営業利益</b> Operating Income	9,492	5,343	7,831	10,665	11,089	13,000
前年比 (Percentage of previous year)	(108.4%)	(56.3%)	(146.5%)	(136.2%)	(104.0%)	(117.2%)
売上比 (Percentage of net sales)	(3.3%)	(2.1%)	(2.9%)	(3.6%)	(3.8%)	(4.2%)
<b>経常利益</b> Ordinary Income	9,559	5,141	8,125	10,881	11,613	13,000
前年比 (Percentage of previous year)	(101.7%)	(53.8%)	(158.0%)	(133.9%)	(106.7%)	(111.9%)
売上比 (Percentage of net sales)	(3.4%)	(2.0%)	(3.0%)	(3.7%)	(4.0%)	(4.2%)
<b>税金等調整前当期純利益</b> Income before Income Taxes	8,237	5,062	6,768	10,692	11,740	12,600
前年比 (Percentage of previous year)	(—)	(61.5%)	(133.7%)	(158.0%)	(109.8%)	(107.3%)
売上比 (Percentage of net sales)	(2.9%)	(1.9%)	(2.5%)	(3.6%)	(4.1%)	(4.1%)
<b>当期純利益</b> Net Income	2,947	2,428	4,324	6,123	7,331	7,500
前年比 (Percentage of previous year)	(—)	(82.4%)	(178.1%)	(141.6%)	(119.7%)	(102.3%)
売上比 (Percentage of net sales)	(1.0%)	(0.9%)	(1.6%)	(2.1%)	(2.5%)	(2.4%)



(単位:百万円)  
(¥ million)

Fiscal Years ended March 31	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	2014 (H25.4-H26.3) (予想 Est.)
<b>建築請負</b> Housing Construction	202,362	177,851	188,749	214,681	210,120	220,000
前年比 (Percentage of previous year)	(100.8%)	(87.9%)	(106.1%)	(113.7%)	(97.9%)	(104.7%)
構成比 (Percentage of share of total)	(71.1%)	(68.3%)	(70.1%)	(73.2%)	(72.6%)	(71.0%)
売上総利益率 (Gross Profit margin)	(25.9%)	(26.4%)	(26.3%)	(25.9%)	(26.0%)	(26.0%)
<b>住宅システム部材</b> Housing Materials	27,945	21,954	21,830	22,214	20,635	21,000
前年比 (Percentage of previous year)	(93.2%)	(78.6%)	(99.4%)	(101.8%)	(92.9%)	(101.8%)
構成比 (Percentage of share of total)	(9.8%)	(8.4%)	(8.1%)	(7.6%)	(7.1%)	(6.8%)
売上総利益率 (Gross Profit margin)	(33.5%)	(35.2%)	(35.3%)	(31.5%)	(31.5%)	(32.0%)
<b>分譲用土地・建物</b> Land and Buildings for Sale	38,285	42,667	39,413	35,153	35,789	45,000
前年比 (Percentage of previous year)	(78.1%)	(111.4%)	(92.4%)	(89.2%)	(101.8%)	(125.7%)
構成比 (Percentage of share of total)	(13.5%)	(16.4%)	(14.6%)	(12.0%)	(12.4%)	(14.5%)
売上総利益率 (Gross Profit margin)	(11.1%)	(6.4%)	(8.0%)	(10.4%)	(12.9%)	(12.6%)
<b>不動産流通</b> Real Estate	16,031	17,914	19,457	21,102	22,857	24,000
前年比 (Percentage of previous year)	(115.7%)	(111.7%)	(108.6%)	(108.5%)	(108.3%)	(105.0%)
構成比 (Percentage of share of total)	(5.6%)	(6.9%)	(7.2%)	(7.2%)	(7.9%)	(7.7%)
売上総利益率 (Gross Profit margin)	(11.0%)	(9.3%)	(9.1%)	(9.2%)	(9.8%)	(10.0%)
<b>売上高合計</b> Total	284,625	260,388	269,450	293,152	289,402	310,000
前年比 (Percentage of previous year)	(96.9%)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(107.1%)
売上総利益率 (Gross Profit margin)	(23.8%)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.2%)



◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)

(¥ million)

Fiscal Years ended March 31		2009 (H21.3末)	2010 (H22.3末)	2011 (H23.3末)	2012 (H24.3末)	2013 (H25.3末)
<b>流動資産</b>	Current Assets	<b>131,068</b>	<b>129,928</b>	<b>140,234</b>	<b>149,663</b>	<b>154,836</b>
現金預金	Cash and deposits	26,544	29,783	22,594	23,643	14,948
受取手形・完成工事未収入金等	Receivables	3,333	2,937	3,821	3,600	3,956
有価証券	Short-term investments	30,005	40,000	58,000	—	—
分譲用土地・建物	Land and Buildings for sale	56,097	43,007	37,955	50,038	56,103
未成工事支出金	Contracts in progress	6,004	6,546	7,651	7,468	6,343
その他棚卸資産	Other inventories	1,172	994	1,638	1,243	1,191
関係会社預け金	Parent company deposits	—	—	—	58,000	66,000
その他	Other current assets	7,909	6,660	8,572	5,669	6,293
<b>固定資産</b>	Fixed Assets	<b>71,786</b>	<b>68,118</b>	<b>65,673</b>	<b>67,069</b>	<b>66,950</b>
有形固定資産	Property, plant and equipment	39,914	39,089	38,427	39,820	40,286
建物	Buildings	15,494	14,707	14,524	15,121	14,946
機械	Machinery	1,270	999	896	1,566	2,495
土地	Land	21,050	21,214	21,002	20,917	20,962
その他有形固定資産	Other property, plant and equipment	2,099	2,168	2,004	2,214	1,882
無形固定資産	Intangibles	2,808	2,855	3,356	3,965	3,839
投資その他の資産	Investments and other assets	29,062	26,173	23,889	23,283	22,824
<b>流動負債</b>	Current Liabilities	<b>65,939</b>	<b>61,799</b>	<b>67,530</b>	<b>75,317</b>	<b>76,607</b>
支払手形・工事未払金等	Payables	33,544	29,839	32,224	37,512	36,696
未成工事受入金	Deposit received for contracts in progress	14,163	14,506	16,543	17,743	19,565
その他	Other current liabilities	18,231	17,452	18,762	20,060	20,345
<b>固定負債</b>	Fixed Liabilities	<b>19,478</b>	<b>18,830</b>	<b>19,143</b>	<b>18,405</b>	<b>17,639</b>
退職給付引当金	Liability for employees' retirement benefits	4,258	4,610	5,028	5,428	5,801
その他	Other long-term liabilities	15,219	14,220	14,115	12,977	11,837
<b>少数株主持分</b>	Minority Interests	<b>796</b>	<b>833</b>	<b>721</b>	<b>740</b>	<b>187</b>
<b>純資産(少数株主持分を除く)</b>	Shareholders' Equity	<b>116,640</b>	<b>116,583</b>	<b>118,511</b>	<b>122,269</b>	<b>127,352</b>
<b>総資産</b>	Total Assets	<b>202,854</b>	<b>198,047</b>	<b>205,908</b>	<b>216,733</b>	<b>221,786</b>

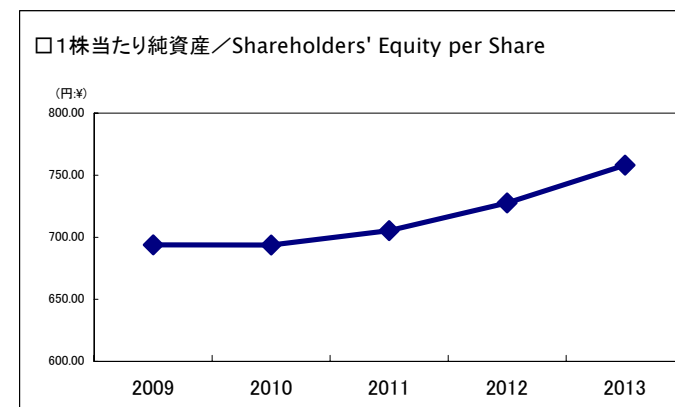
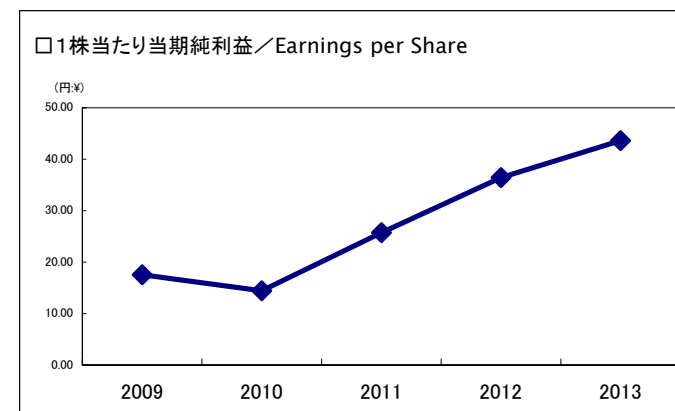
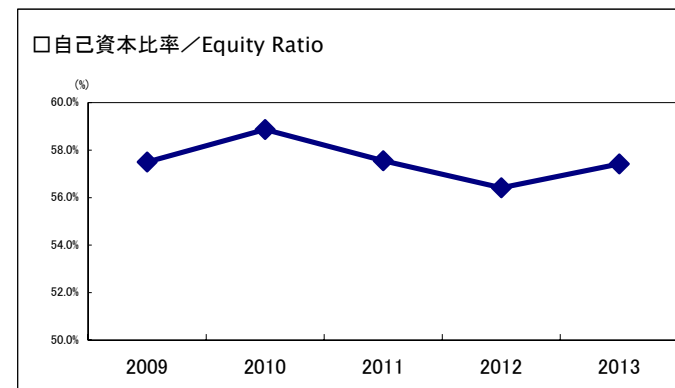
◆ 設備投資 / Capital Expenditure and Depreciation

(単位:百万円)

(¥ million)

Fiscal Years ended March 31		2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)	2014 (H25.4-H26.3) (予想 Est.)
固定資産	Fixed Assets	1,761	1,780	3,200	5,234	3,796	3,480
リース資産	Leased Assets	933	471	83	—	60	—
<b>設備投資額 計</b>	Total Capital Expenditure	<b>2,695</b>	<b>2,251</b>	<b>3,283</b>	<b>5,234</b>	<b>3,857</b>	<b>3,480</b>
固定資産	Fixed Assets	2,726	2,690	2,590	2,759	3,364	3,550
リース資産	Leased Assets	109	303	396	384	275	170
<b>減価償却費 計</b>	Total Depreciation	<b>2,835</b>	<b>2,993</b>	<b>2,986</b>	<b>3,143</b>	<b>3,640</b>	<b>3,720</b>

Fiscal Years ended March 31	2009 (H20.4-H21.3)	2010 (H21.4-H22.3)	2011 (H22.4-H23.3)	2012 (H23.4-H24.3)	2013 (H24.4-H25.3)
自己資本比率 Equity Ratio	57.5%	58.9%	57.6%	56.4%	57.4%
流動比率 Current Ratio	198.8%	210.2%	207.7%	198.7%	202.1%
固定比率 Fixed Ratio	61.5%	58.4%	55.4%	54.9%	52.6%
総資産回転率 (回) Assets Turnover (Times)	1.39	1.30	1.33	1.39	1.32
棚卸資産回転率 (回) Inventory Turnover (Times)	4.76	4.58	5.51	5.53	4.73
売上債権回転率 (回) Receivables Turnover (Times)	73.72	81.58	78.46	78.20	76.33
1株当たり当期純利益 (円) Earnings per Share [=EPS](¥)	17.53	14.45	25.73	36.44	43.64
1株当たり純資産 (円) Shareholders' Equity per Share (¥)	693.93	693.70	705.29	727.71	758.03
自己資本当期純利益率 (ROE) Return on Equity	2.5%	2.1%	3.7%	5.1%	5.9%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	4.7%	2.6%	4.0%	5.1%	5.3%



## ■ 販売戸数の推移 / Housing Sales Breakdown (in units) (グループ全体 / PanaHome Group)

(単位: 戸)

Fiscal Years ended March 31			2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		2011 (H22.4-H23.3)		2012 (H23.4-H24.3)		2013 (H24.4-H25.3)		2014 (H25.4-H26.3)	
			前年比		前年比		前年比		前年比		前年比		前年比	
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負	Custom-built Detached Houses	2,916	(96.4%)	2,430	(83.3%)	2,459	(101.2%)	2,693	(109.5%)	2,624	(97.4%)	2,740	(104.4%)
	分譲	Buildings for Sale	408	(101.5%)	482	(118.1%)	407	(84.4%)	309	(76.0%)	285	(92.2%)	260	(91.2%)
	集合	Rental Apartment Houses	2,425	(84.3%)	1,980	(81.6%)	2,102	(106.2%)	1,795	(85.4%)	1,981	(110.4%)	2,070	(104.5%)
	合計	Total	5,749	(91.2%)	4,892	(85.1%)	4,968	(101.5%)	4,797	(96.6%)	4,890	(101.9%)	5,070	(103.7%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,943	(98.0%)	2,498	(84.9%)	2,746	(109.9%)	2,997	(109.1%)	2,859	(95.4%)	2,960	(103.5%)
	分譲	Buildings for Sale	420	(76.5%)	565	(134.5%)	412	(73.0%)	296	(71.8%)	297	(100.3%)	470	(158.2%)
	集合	Rental Apartment Houses	3,764	(105.7%)	2,646	(70.3%)	2,627	(99.3%)	2,660	(101.3%)	2,400	(90.2%)	2,380	(99.2%)
	合計	Total	7,127	(100.2%)	5,709	(80.1%)	5,785	(101.3%)	5,953	(102.9%)	5,556	(93.3%)	5,810	(104.6%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	5,859	(97.2%)	4,928	(84.1%)	5,205	(105.6%)	5,690	(109.3%)	5,483	(96.4%)	5,700	(104.0%)
	分譲	Buildings for Sale	828	(87.1%)	1,047	(126.4%)	819	(78.2%)	605	(73.9%)	582	(96.2%)	730	(125.4%)
	集合	Rental Apartment Houses	6,189	(96.1%)	4,626	(74.7%)	4,729	(102.2%)	4,455	(94.2%)	4,381	(98.3%)	4,450	(101.6%)
	合計	Total	12,876	(95.9%)	10,601	(82.3%)	10,753	(101.4%)	10,750	(100.0%)	10,446	(97.2%)	10,880	(104.2%)

(注1) 販売戸数は引渡しベースの数値です。

(注2) 分譲にはマンションの戸数を含んでおります。

(注3) 販売戸数には、増改築の戸数を含んでおりません。

(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 1: Housing Sales are calculated on a delivery basis.

Note 2: Condominium sales are included in Buildings for Sale.

Note 3: Remodeling sales are not included in Housing Sales.

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)

Fiscal Years ended March 31			2009 (H20.4-H21.3)		2010 (H21.4-H22.3)		2011 (H22.4-H23.3)		2012 (H23.4-H24.3)		2013 (H24.4-H25.3)		2014 (H25.4-H26.3)	
			前年比		前年比		前年比		前年比		前年比		前年比	
上期計 (4月-9月) 1st half (Apr.-Sep.)	戸建請負	Custom-built Detached Houses	2,834	(97.6%)	2,529	(89.2%)	2,839	(112.3%)	2,971	(104.6%)	2,830	(95.3%)	3,180	(112.4%)
	分譲	Buildings for Sale	449	(104.4%)	553	(123.2%)	457	(82.7%)	305	(66.7%)	335	(109.8%)	300	(89.6%)
	集合	Rental Apartment Houses	3,167	(97.4%)	2,331	(73.6%)	2,406	(103.2%)	2,490	(103.5%)	2,568	(103.1%)	3,010	(117.2%)
	合計	Total	6,450	(97.9%)	5,413	(83.9%)	5,702	(105.3%)	5,766	(101.1%)	5,733	(99.4%)	6,490	(113.2%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,352	(79.1%)	2,382	(101.3%)	2,856	(119.9%)	2,601	(91.1%)	2,762	(106.2%)	2,620	(94.9%)
	分譲	Buildings for Sale	400	(83.0%)	445	(111.3%)	308	(69.2%)	282	(91.6%)	287	(101.8%)	410	(142.9%)
	集合	Rental Apartment Houses	2,325	(79.7%)	2,376	(102.2%)	1,875	(78.9%)	2,231	(119.0%)	3,200	(143.4%)	2,760	(86.3%)
	合計	Total	5,077	(79.6%)	5,203	(102.5%)	5,039	(96.8%)	5,114	(101.5%)	6,249	(122.2%)	5,790	(92.7%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	5,186	(88.2%)	4,911	(94.7%)	5,695	(116.0%)	5,572	(97.8%)	5,592	(100.4%)	5,800	(103.7%)
	分譲	Buildings for Sale	849	(93.1%)	998	(117.6%)	765	(76.7%)	587	(76.7%)	622	(106.0%)	710	(114.1%)
	集合	Rental Apartment Houses	5,492	(89.0%)	4,707	(85.7%)	4,281	(90.9%)	4,721	(110.3%)	5,768	(122.2%)	5,770	(100.0%)
	合計	Total	11,527	(88.9%)	10,616	(92.1%)	10,741	(101.2%)	10,880	(101.3%)	11,982	(110.1%)	12,280	(102.5%)

(注1) 分譲にはマンションの戸数を含んでおります。

(注2) 受注戸数には、増改築の戸数を含んでおりません。

(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 1: Condominium orders are included in Buildings for Sale.

Note 2: Remodeling orders are not included in New Orders.

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				
		2009	2010	2011	2012	2013
		(H20.4-H21.3)	(H21.4-H22.3)	(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)
<b>請負戸建住宅</b> Custom-built Detached Housing	<b>請負金額 (万円)</b> Price (¥ ten thousands)	2,860	2,826	2,749	2,774	2,804
	<b>延床面積 (㎡)</b> Floor space (㎡)	137.1	133.7	132.0	131.7	131.2
	<b>坪単価 (万円)</b> Unit price per 3.3 sq. meters (¥ ten thousands)	68.8	69.7	68.7	69.5	70.5
<b>分譲戸建住宅</b> Detached Housing for Sale	<b>売上金額 (万円)</b> Price (¥ ten thousands)	2,441	2,376	2,461	2,444	2,408
	<b>延床面積 (㎡)</b> Floor space (㎡)	120.3	120.3	119.1	118.7	116.7
	<b>坪単価 (万円)</b> Unit price per 3.3 sq. meters (¥ ten thousands)	67.0	65.2	68.2	67.9	68.1
<b>集合住宅</b> Rental Apartment Housing	<b>請負金額 (万円)</b> Price (¥ ten thousands)	4,697	4,738	5,031	4,455	4,630
	<b>延床面積 (㎡)</b> Floor space (㎡)	225.4	220.7	239.4	212.5	211.2
	<b>坪単価 (万円)</b> Unit price per 3.3 sq. meters (¥ ten thousands)	68.8	70.8	69.3	69.2	72.4

(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		2009 <small>(H20.4-H21.3)</small>	2010 <small>(H21.4-H22.3)</small>	2011 <small>(H22.4-H23.3)</small>	2012 <small>(H23.4-H24.3)</small>	2013 <small>(H24.4-H25.3)</small>
展示場 (棟)	Housing Display Centers	255	214	213	222	225
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	38	36	35	35	37
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	40	62	46	35	24

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		2009 <small>(H20.4-H21.3)</small>	2010 <small>(H21.4-H22.3)</small>	2011 <small>(H22.4-H23.3)</small>	2012 <small>(H23.4-H24.3)</small>	2013 <small>(H24.4-H25.3)</small>
新築比率 (持家)	Building for the First Time	64.9%	66.3%	66.3%	63.5%	62.4%
建替比率 (持家)	Rebuilding at Same Place	35.1%	33.7%	33.7%	36.5%	37.6%

(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		2009 <small>(H20.4-H21.3)</small>	2010 <small>(H21.4-H22.3)</small>	2011 <small>(H22.4-H23.3)</small>	2012 <small>(H23.4-H24.3)</small>	2013 <small>(H24.4-H25.3)</small>
展示場	Sales Centers	50.1%	45.5%	48.1%	44.4%	43.8%
紹介	On Introduction	45.0%	45.1%	42.2%	45.4%	48.0%
その他	Other	4.9%	9.4%	9.7%	10.2%	8.2%

(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.

	Interim to 9/2011 (H23.9)			2012 (H24.3)			Interim to 9/2012 (H24.9)			2013 (H25.3)		
	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	48	19,698	11.77%	49	19,504	11.65%	51	20,110	12.01%	49	20,129	12.02%
証券会社 Securities Companies	30	1,173	0.70%	33	1,066	0.64%	32	1,179	0.70%	35	1,159	0.69%
その他の法人 Non-Financial Institutions	116	92,184	55.08%	114	92,183	55.07%	119	92,258	55.12%	111	92,191	55.07%
外国法人等 Foreigners	166	31,043	18.55%	166	31,751	18.97%	159	30,420	18.17%	155	31,103	18.58%
個人その他 Individuals and Others	7,462	23,267	13.90%	7,230	22,878	13.67%	7,385	23,433	14.00%	7,153	22,842	13.64%
合計 Total	7,822	167,365	100.00%	7,592	167,382	100.00%	7,746	167,400	100.00%	7,503	167,424	100.00%

