

Financial Factbook

PanaHome

2013年度(2014年3月期) 本決算／ Fiscal Year Ended March 31, 2014

(注) 2015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, 2015 are current forecasts.

パナホーム株式会社

PanaHome Corporation

経営データ / Management Data

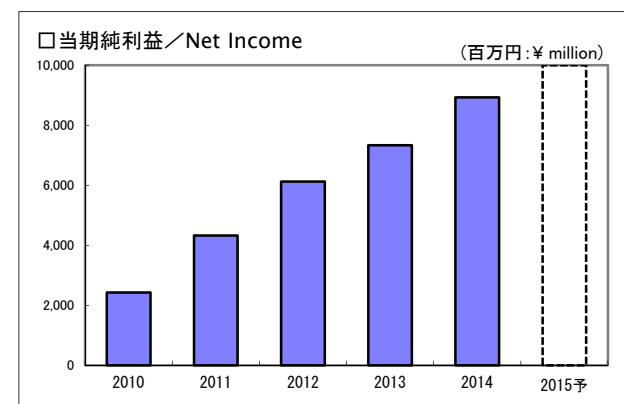
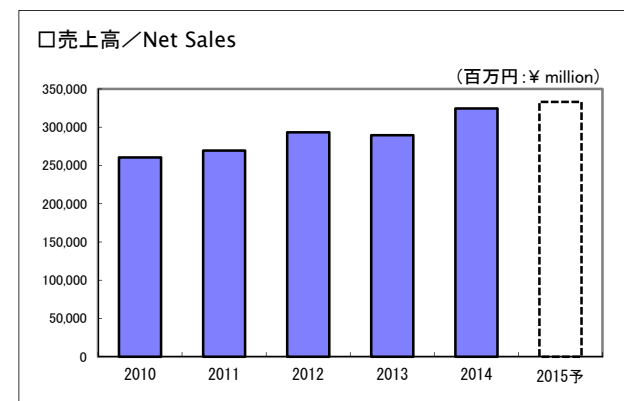
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(単位: 百万円)
(¥ million)

Fiscal Years ended March 31	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)	2015 (H26.4-H27.3) (予想 Est.)
売上高 Net Sales	260,388	269,450	293,152	289,402	324,458	333,000
前年比 (Percentage of previous year)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(112.1%)	(102.6%)
売上総利益 Gross Profit	59,140	62,340	68,222	68,048	75,890	79,100
前年比 (Percentage of previous year)	(87.2%)	(105.4%)	(109.4%)	(99.7%)	(111.5%)	(104.2%)
売上比 (Percentage of net sales)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.4%)	(23.8%)
販売費及び一般管理費 Selling, General and Administrative Expenses	53,797	54,509	57,556	56,959	61,667	62,600
前年比 (Percentage of previous year)	(92.2%)	(101.3%)	(105.6%)	(99.0%)	(108.3%)	(101.5%)
売上比 (Percentage of net sales)	(20.7%)	(20.2%)	(19.6%)	(19.7%)	(19.0%)	(18.8%)
営業利益 Operating Income	5,343	7,831	10,665	11,089	14,222	16,500
前年比 (Percentage of previous year)	(56.3%)	(146.5%)	(136.2%)	(104.0%)	(128.3%)	(116.0%)
売上比 (Percentage of net sales)	(2.1%)	(2.9%)	(3.6%)	(3.8%)	(4.4%)	(5.0%)
経常利益 Ordinary Income	5,141	8,125	10,881	11,613	14,834	16,500
前年比 (Percentage of previous year)	(53.8%)	(158.0%)	(133.9%)	(106.7%)	(127.7%)	(111.2%)
売上比 (Percentage of net sales)	(2.0%)	(3.0%)	(3.7%)	(4.0%)	(4.6%)	(5.0%)
税金等調整前当期純利益 Income before Income Taxes	5,062	6,768	10,692	11,740	14,520	16,100
前年比 (Percentage of previous year)	(61.5%)	(133.7%)	(158.0%)	(109.8%)	(123.7%)	(110.9%)
売上比 (Percentage of net sales)	(1.9%)	(2.5%)	(3.6%)	(4.1%)	(4.5%)	(4.8%)
当期純利益 Net Income	2,428	4,324	6,123	7,331	8,925	10,000
前年比 (Percentage of previous year)	(82.4%)	(178.1%)	(141.6%)	(119.7%)	(121.7%)	(112.0%)
売上比 (Percentage of net sales)	(0.9%)	(1.6%)	(2.1%)	(2.5%)	(2.8%)	(3.0%)



(単位: 百万円)
(¥ million)

Fiscal Years ended March 31	2010	2011	2012	2013	2014		2015
	(H21.4-H22.3)	(H22.4-H23.3)	(H23.4-H24.3)	(H24.4-H25.3)	(H25.4-H26.3)	(新ベース New basis)	(H26.4-H27.3) (予想 Est.)
建築請負	177,851	188,749	214,681	210,120	226,435	—	—
Housing Construction							
前年比 (Percentage of previous year)	(87.9%)	(106.1%)	(113.7%)	(97.9%)	(107.8%)	—	—
構成比 (Percentage of share of total)	(68.3%)	(70.1%)	(73.2%)	(72.6%)	(69.8%)	—	—
売上総利益率 (Gross Profit margin)	(26.4%)	(26.3%)	(25.9%)	(26.0%)	(26.7%)	—	—
住宅システム部材	21,954	21,830	22,214	20,635	22,271	—	—
Housing Materials							
前年比 (Percentage of previous year)	(78.6%)	(99.4%)	(101.8%)	(92.9%)	(107.9%)	—	—
構成比 (Percentage of share of total)	(8.4%)	(8.1%)	(7.6%)	(7.1%)	(6.9%)	—	—
売上総利益率 (Gross Profit margin)	(35.2%)	(35.3%)	(31.5%)	(31.5%)	(31.4%)	—	—
分譲用土地・建物	42,667	39,413	35,153	35,789	51,215	—	—
Land and Buildings for Sale							
前年比 (Percentage of previous year)	(111.4%)	(92.4%)	(89.2%)	(101.8%)	(143.1%)	—	—
構成比 (Percentage of share of total)	(16.4%)	(14.6%)	(12.0%)	(12.4%)	(15.8%)	—	—
売上総利益率 (Gross Profit margin)	(6.4%)	(8.0%)	(10.4%)	(12.9%)	(11.8%)	—	—
不動産流通	17,914	19,457	21,102	22,857	24,535	—	—
Real Estate							
前年比 (Percentage of previous year)	(111.7%)	(108.6%)	(108.5%)	(108.3%)	(107.3%)	—	—
構成比 (Percentage of share of total)	(6.9%)	(7.2%)	(7.2%)	(7.9%)	(7.5%)	—	—
売上総利益率 (Gross Profit margin)	(9.3%)	(9.1%)	(9.2%)	(9.8%)	(9.8%)	—	—
新築請負	—	—	—	—	—	190,314	197,000
Custom-built housing							
前年比 (Percentage of previous year)	—	—	—	—	—	(108.2%)	(103.5%)
構成比 (Percentage of share of total)	—	—	—	—	—	(58.6%)	(59.2%)
売上総利益率 (Gross Profit margin)	—	—	—	—	—	(26.2%)	(26.3%)
街づくり	—	—	—	—	—	64,785	58,000
Urban development							
前年比 (Percentage of previous year)	—	—	—	—	—	(124.7%)	(89.5%)
構成比 (Percentage of share of total)	—	—	—	—	—	(20.0%)	(17.4%)
売上総利益率 (Gross Profit margin)	—	—	—	—	—	(18.0%)	(18.8%)
ストック	—	—	—	—	—	67,680	72,000
Residential stock							
前年比 (Percentage of previous year)	—	—	—	—	—	(110.9%)	(106.4%)
構成比 (Percentage of share of total)	—	—	—	—	—	(20.9%)	(21.6%)
売上総利益率 (Gross Profit margin)	—	—	—	—	—	(21.0%)	(21.9%)
海外	—	—	—	—	—	1,679	6,000
Overseas							
前年比 (Percentage of previous year)	—	—	—	—	—	(316.2%)	(357.4%)
構成比 (Percentage of share of total)	—	—	—	—	—	(0.5%)	(1.8%)
売上高合計	260,388	269,450	293,152	289,402	324,458	324,458	333,000
Total							
前年比 (Percentage of previous year)	(91.5%)	(103.5%)	(108.8%)	(98.7%)	(112.1%)	(112.1%)	(102.6%)
売上総利益率 (Gross Profit margin)	(22.7%)	(23.1%)	(23.3%)	(23.5%)	(23.4%)	(23.4%)	(23.8%)

◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)
(¥ million)

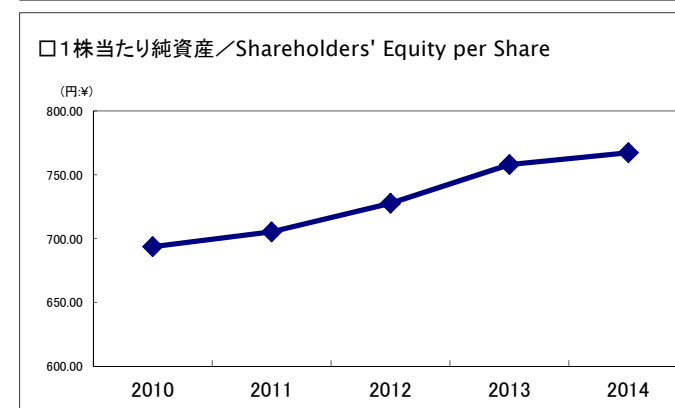
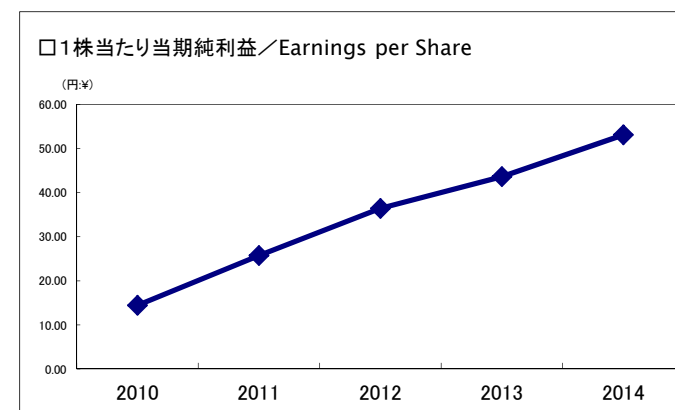
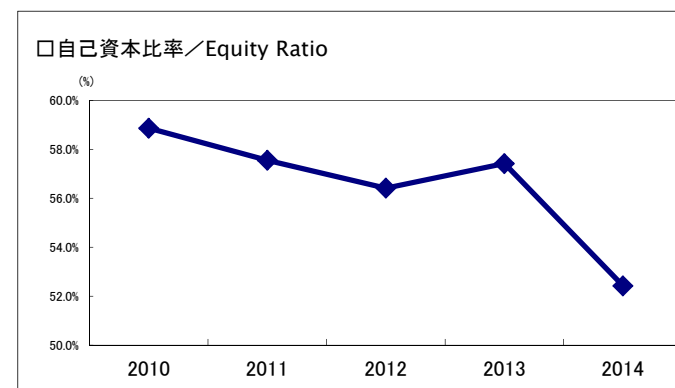
Fiscal Years ended March 31		2010 (H22.3末)	2011 (H23.3末)	2012 (H24.3末)	2013 (H25.3末)	2014 (H26.3末)
流動資産	Current Assets	129,928	140,234	149,663	154,836	183,954
現金預金	Cash and deposits	29,783	22,594	23,643	14,948	17,831
受取手形・完成工事未収入金等	Receivables	2,937	3,821	3,600	3,956	6,619
有価証券	Short-term investments	40,000	58,000	—	—	—
分譲用土地・建物	Land and Buildings for sale	43,007	37,955	50,038	56,103	55,429
未成工事支出金	Contracts in progress	6,546	7,651	7,468	6,343	11,893
その他棚卸資産	Other inventories	994	1,638	1,243	1,191	1,219
関係会社預け金	Parent company deposits	—	—	58,000	66,000	85,000
その他	Other current assets	6,660	8,572	5,669	6,293	5,960
固定資産	Fixed Assets	68,118	65,673	67,069	66,950	61,906
有形固定資産	Property, plant and equipment	39,089	38,427	39,820	40,286	38,881
建物	Buildings	14,707	14,524	15,121	14,946	14,502
機械	Machinery	999	896	1,566	2,495	2,292
土地	Land	21,214	21,002	20,917	20,962	20,736
その他有形固定資産	Other property, plant and equipment	2,168	2,004	2,214	1,882	1,350
無形固定資産	Intangibles	2,855	3,356	3,965	3,839	3,513
投資その他の資産	Investments and other assets	26,173	23,889	23,283	22,824	19,511
流動負債	Current Liabilities	61,799	67,530	75,317	76,607	97,953
支払手形・工事未払金等	Payables	29,839	32,224	37,512	36,696	43,813
未成工事受入金	Deposit received for contracts in progress	14,506	16,543	17,743	19,565	31,608
その他	Other current liabilities	17,452	18,762	20,060	20,345	22,531
固定負債	Fixed Liabilities	18,830	19,143	18,405	17,639	18,827
退職給付引当金	Liability for employees' retirement benefits	4,610	5,028	5,428	5,801	—
退職給付に係る負債	Employees' retirement benefits Liabilities	—	—	—	—	7,517
その他	Other long-term liabilities	14,220	14,115	12,977	11,837	11,310
少数株主持分	Minority Interests	833	721	740	187	195
純資産(少数株主持分を除く)	Shareholders' Equity	116,583	118,511	122,269	127,352	128,885
総資産	Total Assets	198,047	205,908	216,733	221,786	245,861

◆ 設備投資 / Capital Expenditure and Depreciation

(単位:百万円)
(¥ million)

Fiscal Years ended March 31		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)	2015 (H26.4-H27.3) (予想 Est.)
固定資産	Fixed Assets	1,780	3,200	5,234	3,796	2,884	4,172
リース資産	Leased Assets	471	83	—	60	12	30
設備投資額 計	Total Capital Expenditure	2,251	3,283	5,234	3,857	2,896	4,202
固定資産	Fixed Assets	2,690	2,590	2,759	3,364	3,874	3,970
リース資産	Leased Assets	303	396	384	275	93	50
減価償却費 計	Total Depreciation	2,993	2,986	3,143	3,640	3,967	4,020

Fiscal Years ended March 31	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)
自己資本比率 Equity Ratio	58.9%	57.6%	56.4%	57.4%	52.4%
流動比率 Current Ratio	210.2%	207.7%	198.7%	202.1%	187.8%
固定比率 Fixed Ratio	58.4%	55.4%	54.9%	52.6%	48.0%
総資産回転率(回) Assets Turnover (Times)	1.30	1.33	1.39	1.32	1.39
棚卸資産回転率(回) Inventory Turnover (Times)	4.58	5.51	5.53	4.73	4.91
売上債権回転率(回) Receivables Turnover (Times)	81.58	78.46	78.20	76.33	61.22
1株当たり当期純利益(円) Earnings per Share [=EPS](¥)	14.45	25.73	36.44	43.64	53.13
1株当たり純資産(円) Shareholders' Equity per Share (¥)	693.70	705.29	727.71	758.03	767.28
自己資本当期純利益率(ROE) Return on Equity	2.1%	3.7%	5.1%	5.9%	7.0%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	2.6%	4.0%	5.1%	5.3%	6.3%



■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			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)		(新ベース New basis) 2014 (H25.4-H26.3)		(単位:戸) 2015 (H26.4-H27.3)	
			前年比	前年比	前年比	前年比	前年比	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.)	戸建請負	Custom-built Detached Houses	2,430	(83.3%)	2,459	(101.2%)	2,693	(109.5%)	2,624	(97.4%)	2,655	(101.2%)	2,362	(104.8%)	2,350	(99.5%)
	分譲	Buildings for Sale	482	(118.1%)	407	(84.4%)	309	(76.0%)	285	(92.2%)	307	(107.7%)	600	(91.5%)	570	(95.0%)
	集合	Rental Apartment Houses	1,980	(81.6%)	2,102	(106.2%)	1,795	(85.4%)	1,981	(110.4%)	2,309	(116.6%)	2,309	(116.6%)	2,700	(116.9%)
	合計	Total	4,892	(85.1%)	4,968	(101.5%)	4,797	(96.6%)	4,890	(101.9%)	5,271	(107.8%)	5,271	(107.8%)	5,620	(106.6%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,498	(84.9%)	2,746	(109.9%)	2,997	(109.1%)	2,859	(95.4%)	2,832	(99.1%)	2,463	(99.6%)	2,500	(101.5%)
	分譲	Buildings for Sale	565	(134.5%)	412	(73.0%)	296	(71.8%)	297	(100.3%)	583	(196.3%)	952	(139.4%)	930	(97.7%)
	集合	Rental Apartment Houses	2,646	(70.3%)	2,627	(99.3%)	2,660	(101.3%)	2,400	(90.2%)	3,072	(128.0%)	3,072	(128.0%)	3,300	(107.4%)
	合計	Total	5,709	(80.1%)	5,785	(101.3%)	5,953	(102.9%)	5,556	(93.3%)	6,487	(116.8%)	6,487	(116.8%)	6,730	(103.7%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	4,928	(84.1%)	5,205	(105.6%)	5,690	(109.3%)	5,483	(96.4%)	5,487	(100.1%)	4,825	(102.1%)	4,850	(100.5%)
	分譲	Buildings for Sale	1,047	(126.4%)	819	(78.2%)	605	(73.9%)	582	(96.2%)	890	(152.9%)	1,552	(115.9%)	1,500	(96.6%)
	集合	Rental Apartment Houses	4,626	(74.7%)	4,729	(102.2%)	4,455	(94.2%)	4,381	(98.3%)	5,381	(122.8%)	5,381	(122.8%)	6,000	(111.5%)
	合計	Total	10,601	(82.3%)	10,753	(101.4%)	10,750	(100.0%)	10,446	(97.2%)	11,758	(112.6%)	11,758	(112.6%)	12,350	(105.0%)

(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.

(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 Houses to Buildings for Sale from fiscal 2014.

■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			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)		(新ベース New basis) 2014 (H25.4-H26.3)		(単位:戸) 2015 (H26.4-H27.3)	
			前年比	前年比	前年比	前年比	前年比	前年比	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.)	戸建請負	Custom-built Detached Houses	2,529	(89.2%)	2,839	(112.3%)	2,971	(104.6%)	2,830	(95.3%)	3,308	(116.9%)	2,858	(115.5%)	2,350	(82.2%)
	分譲	Buildings for Sale	553	(123.2%)	457	(82.7%)	305	(66.7%)	335	(109.8%)	456	(136.1%)	906	(131.3%)	650	(71.7%)
	集合	Rental Apartment Houses	2,331	(73.6%)	2,406	(103.2%)	2,490	(103.5%)	2,568	(103.1%)	4,390	(171.0%)	4,390	(171.0%)	3,600	(82.0%)
	合計	Total	5,413	(83.9%)	5,702	(105.3%)	5,766	(101.1%)	5,733	(99.4%)	8,154	(142.2%)	8,154	(142.2%)	6,600	(80.9%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-built Detached Houses	2,382	(101.3%)	2,856	(119.9%)	2,601	(91.1%)	2,762	(106.2%)	2,177	(78.8%)	1,935	(78.7%)	2,450	(126.6%)
	分譲	Buildings for Sale	445	(111.3%)	308	(69.2%)	282	(91.6%)	287	(101.8%)	505	(176.0%)	747	(126.6%)	900	(120.5%)
	集合	Rental Apartment Houses	2,376	(102.2%)	1,875	(78.9%)	2,231	(119.0%)	3,200	(143.4%)	2,611	(81.6%)	2,611	(81.6%)	3,850	(147.5%)
	合計	Total	5,203	(102.5%)	5,039	(96.8%)	5,114	(101.5%)	6,249	(122.2%)	5,293	(84.7%)	5,293	(84.7%)	7,200	(136.0%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-built Detached Houses	4,911	(94.7%)	5,695	(116.0%)	5,572	(97.8%)	5,592	(100.4%)	5,485	(98.1%)	4,793	(97.1%)	4,800	(100.1%)
	分譲	Buildings for Sale	998	(117.6%)	765	(76.7%)	587	(76.7%)	622	(106.0%)	961	(154.5%)	1,653	(129.1%)	1,550	(93.8%)
	集合	Rental Apartment Houses	4,707	(85.7%)	4,281	(90.9%)	4,721	(110.3%)	5,768	(122.2%)	7,001	(121.4%)	7,001	(121.4%)	7,450	(106.4%)
	合計	Total	10,616	(92.1%)	10,741	(101.2%)	10,880	(101.3%)	11,982	(110.1%)	13,447	(112.2%)	13,447	(112.2%)	13,800	(102.6%)

(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.

(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 Houses to Buildings for Sale from fiscal 2014.

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

		Fiscal Years ended March 31				
		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)
請負戸建住宅 Custom-built Detached Housing	請負金額 (万円) Price (¥ ten thousands)	2,936	2,822	2,866	2,958	3,124
	延床面積 (㎡) Floor space (㎡)	137.0	134.4	134.6	136.0	135.6
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	70.7	69.3	70.3	71.7	76.0
分譲戸建住宅 Detached Housing for Sale	売上金額 (万円) Price (¥ ten thousands)	2,376	2,461	2,444	2,408	2,527
	延床面積 (㎡) Floor space (㎡)	120.3	119.1	118.7	116.7	116.4
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	65.2	68.2	67.9	68.1	71.7
集合住宅 Rental Apartment Housing	請負金額 (万円) Price (¥ ten thousands)	4,352	4,774	4,129	4,088	4,448
	延床面積 (㎡) Floor space (㎡)	223.3	235.0	205.4	197.0	202.6
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	64.3	67.0	66.4	68.5	72.5

(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 "Homes that also include commercial space and apartments" of the detached housing product from fiscal 2013.

◆ 営業拠点数／The Number of Sales Centers

Fiscal Years ended March 31		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)
展示場 (棟)	Housing Display Centers	214	213	222	225	230
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	36	35	35	37	37
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	62	46	35	24	13

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		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)
新築比率 (持家)	Building for the First Time	66.3%	66.3%	63.5%	62.4%	61.8%
建替比率 (持家)	Rebuilding at Same Place	33.7%	33.7%	36.5%	37.6%	38.2%

(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		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)
展示場	Sales Centers	45.5%	48.1%	44.4%	43.8%	42.2%
紹介	On Introduction	45.1%	42.2%	45.4%	48.0%	48.9%
その他	Other	9.4%	9.7%	10.2%	8.2%	8.9%

(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.

	Interim to 9/2012 (H24.9)			2013 (H25.3)			Interim to 9/2013 (H25.9)			2014 (H26.3)		
	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	51	20,110	12.01%	49	20,129	12.02%	50	18,888	11.28%	50	18,025	10.76%
証券会社 Securities Companies	32	1,179	0.70%	35	1,159	0.69%	34	928	0.55%	32	902	0.54%
その他の法人 Non-Financial Institutions	119	92,258	55.12%	111	92,191	55.07%	111	92,225	55.09%	106	92,079	54.98%
外国法人等 Foreigners	159	30,420	18.17%	155	31,103	18.58%	176	32,834	19.61%	183	35,265	21.06%
個人その他 Individuals and Others	7,385	23,433	14.00%	7,153	22,842	13.64%	7,072	22,569	13.48%	6,628	21,202	12.66%
合計 Total	7,746	167,400	100.00%	7,503	167,424	100.00%	7,443	167,444	100.00%	6,999	167,473	100.00%

