

# Financial Factbook

**PanaHome**

2016年度(2017年3月期) 本決算 / Fiscal Year Ended March 31, 2017

パナホーム株式会社  
PanaHome Corporation

## 経営データ / Management Data

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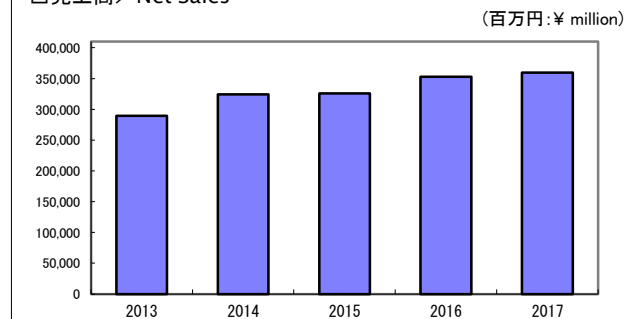
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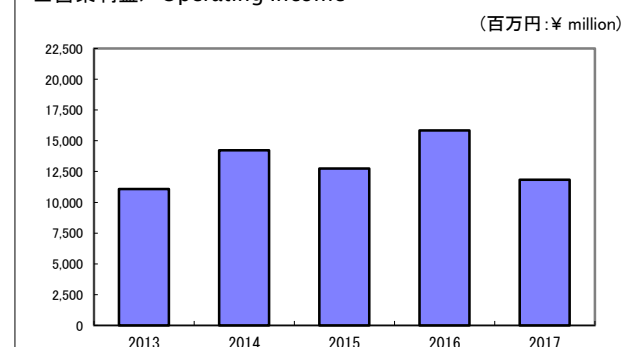
(単位:百万円)  
(¥ million)

Fiscal Years ended March 31	2013 (H24.4-H25.3)	2014 (H25.4-H26.3)	2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
<b>売上高</b> Net Sales	289,402	324,458	325,622	352,971	359,607
前年比 (Percentage of previous year)	(98.7%)	(112.1%)	(100.4%)	(108.4%)	(101.9%)
<b>売上総利益</b> Gross Profit	68,048	75,890	72,670	81,486	81,678
前年比 (Percentage of previous year)	(99.7%)	(111.5%)	(95.8%)	(112.1%)	(100.2%)
売上比 (Percentage of net sales)	(23.5%)	(23.4%)	(22.3%)	(23.1%)	(22.7%)
<b>販売費及び一般管理費</b> Selling, General and Administrative Expenses	56,959	61,667	59,910	65,634	69,829
前年比 (Percentage of previous year)	(99.0%)	(108.3%)	(97.2%)	(109.6%)	(106.4%)
売上比 (Percentage of net sales)	(19.7%)	(19.0%)	(18.4%)	(18.6%)	(19.4%)
<b>営業利益</b> Operating Income	11,089	14,222	12,759	15,851	11,848
前年比 (Percentage of previous year)	(104.0%)	(128.3%)	(89.7%)	(124.2%)	(74.7%)
売上比 (Percentage of net sales)	(3.8%)	(4.4%)	(3.9%)	(4.5%)	(3.3%)
<b>経常利益</b> Ordinary Income	11,613	14,834	13,003	15,866	11,632
前年比 (Percentage of previous year)	(106.7%)	(127.7%)	(87.7%)	(122.0%)	(73.3%)
売上比 (Percentage of net sales)	(4.0%)	(4.6%)	(4.0%)	(4.5%)	(3.2%)
<b>税金等調整前当期純利益</b> Income before Income Taxes and minority interests	11,740	14,520	12,907	15,825	11,480
前年比 (Percentage of previous year)	(109.8%)	(123.7%)	(88.9%)	(122.6%)	(72.5%)
売上比 (Percentage of net sales)	(4.1%)	(4.5%)	(4.0%)	(4.5%)	(3.2%)
<b>親会社株主に帰属する当期純利益</b> Net income attributable to owners of parent	7,331	8,925	7,995	10,053	7,559
前年比 (Percentage of previous year)	(119.7%)	(121.7%)	(89.6%)	(125.7%)	(75.2%)
売上比 (Percentage of net sales)	(2.5%)	(2.8%)	(2.5%)	(2.8%)	(2.1%)

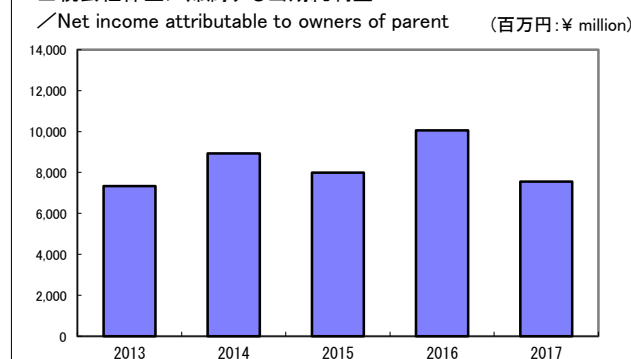
□ 売上高 / Net Sales



□ 営業利益 / Operating Income



□ 親会社株主に帰属する当期純利益



(単位: 百万円)  
(¥ million)

Fiscal Years ended March 31	2013 (H24.4-H25.3)	2014 (H25.4-H26.3)		2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
			(新ベース New basis)			
<b>建築請負</b> Housing Construction	210,120	226,435	—	—	—	—
前年比 (Percentage of previous year)	(97.9%)	(107.8%)	—	—	—	—
構成比 (Percentage of share of total)	(72.6%)	(69.8%)	—	—	—	—
売上総利益率 (Gross Profit margin)	(26.0%)	(26.7%)	—	—	—	—
<b>住宅システム部材</b> Housing Materials	20,635	22,271	—	—	—	—
前年比 (Percentage of previous year)	(92.9%)	(107.9%)	—	—	—	—
構成比 (Percentage of share of total)	(7.1%)	(6.9%)	—	—	—	—
売上総利益率 (Gross Profit margin)	(31.5%)	(31.4%)	—	—	—	—
<b>分譲用土地・建物</b> Land and Buildings for Sale	35,789	51,215	—	—	—	—
前年比 (Percentage of previous year)	(101.8%)	(143.1%)	—	—	—	—
構成比 (Percentage of share of total)	(12.4%)	(15.8%)	—	—	—	—
売上総利益率 (Gross Profit margin)	(12.9%)	(11.8%)	—	—	—	—
<b>不動産流通</b> Real Estate	22,857	24,535	—	—	—	—
前年比 (Percentage of previous year)	(108.3%)	(107.3%)	—	—	—	—
構成比 (Percentage of share of total)	(7.9%)	(7.5%)	—	—	—	—
売上総利益率 (Gross Profit margin)	(9.8%)	(9.8%)	—	—	—	—
<b>新築請負</b> Custom-Built Housing	—	—	190,231	194,653	207,919	209,266
前年比 (Percentage of previous year)	—	—	(108.2%)	(102.3%)	(106.8%)	(100.6%)
構成比 (Percentage of share of total)	—	—	(58.6%)	(59.8%)	(58.9%)	(58.2%)
売上総利益率 (Gross Profit margin)	—	—	(26.2%)	(24.1%)	(24.8%)	(24.7%)
<b>街づくり</b> Urban Development	—	—	64,787	58,086	59,330	60,157
前年比 (Percentage of previous year)	—	—	(124.7%)	(89.7%)	(102.1%)	(101.4%)
構成比 (Percentage of share of total)	—	—	(20.0%)	(17.8%)	(16.8%)	(16.7%)
売上総利益率 (Gross Profit margin)	—	—	(18.0%)	(18.6%)	(19.7%)	(20.5%)
<b>ストック</b> Residential Stock	—	—	67,762	69,287	80,324	83,542
前年比 (Percentage of previous year)	—	—	(111.0%)	(102.3%)	(115.9%)	(104.0%)
構成比 (Percentage of share of total)	—	—	(20.9%)	(21.3%)	(22.8%)	(23.2%)
売上総利益率 (Gross Profit margin)	—	—	(21.0%)	(21.3%)	(22.2%)	(21.2%)
<b>海外</b> Overseas	—	—	1,676	3,595	5,396	6,641
前年比 (Percentage of previous year)	—	—	(315.8%)	(214.4%)	(150.1%)	(123.1%)
構成比 (Percentage of share of total)	—	—	(0.5%)	(1.1%)	(1.5%)	(1.9%)
売上総利益率 (Gross Profit margin)	—	—	(9.8%)	(3.3%)	(8.4%)	—
<b>売上高合計</b> Total	289,402	324,458	324,458	325,622	352,971	359,607
前年比 (Percentage of previous year)	(98.7%)	(112.1%)	(112.1%)	(100.4%)	(108.4%)	(101.9%)
売上総利益率 (Gross Profit margin)	(23.5%)	(23.4%)	(23.4%)	(22.3%)	(23.1%)	(22.7%)

◆ 貸借対照表 / Balance Sheet Data

(単位:百万円)  
(¥ million)

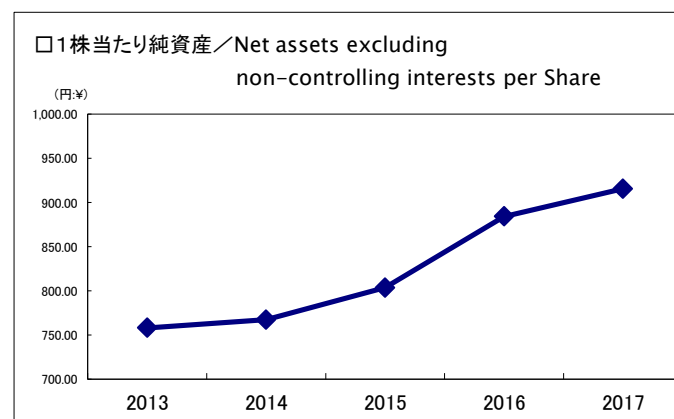
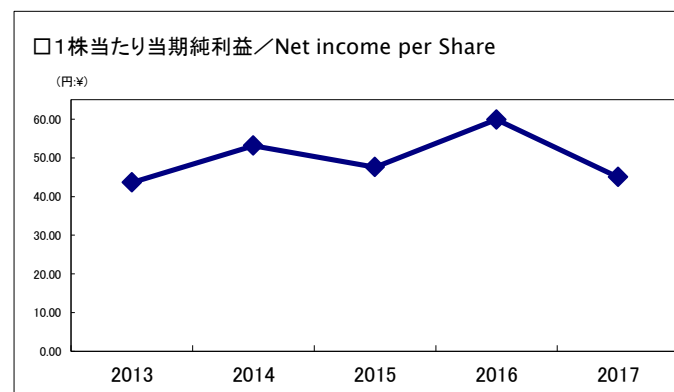
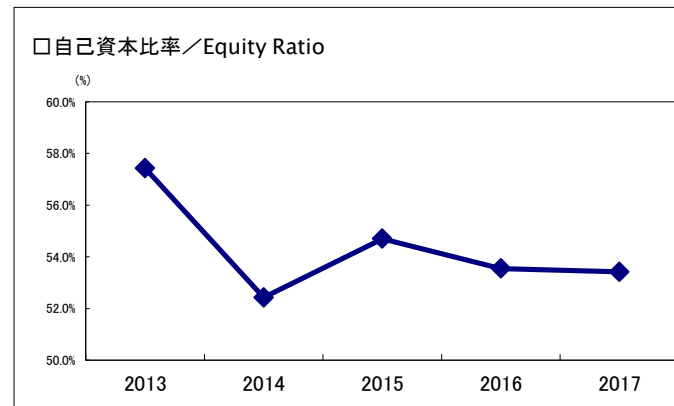
Fiscal Years ended March 31		2013 (H25.3末)	2014 (H26.3末)	2015 (H27.3末)	2016 (H28.3末)	2017 (H29.3末)
<b>流動資産</b>	Current Assets	<b>154,836</b>	<b>183,954</b>	<b>181,702</b>	<b>215,139</b>	<b>225,046</b>
現金預金	Cash and cash equivalents	14,948	17,831	17,876	22,838	23,507
受取手形・完成工事未収入金等	Receivables	3,956	6,619	5,286	6,743	11,837
分譲用土地・建物	Real estate for sale in process	56,103	55,429	59,292	68,912	94,633
未成工事支出金	Costs on uncompleted construction contracts	6,343	11,893	6,776	6,474	7,839
その他棚卸資産	Other inventories	1,191	1,219	1,045	1,336	1,196
関係会社預け金	Deposit paid in subsidiaries and associates	66,000	85,000	85,000	103,000	80,000
その他	Other current assets	6,293	5,960	6,424	5,834	6,031
<b>固定資産</b>	Noncurrent assets	<b>66,950</b>	<b>61,906</b>	<b>65,045</b>	<b>62,188</b>	<b>62,733</b>
有形固定資産	Property, plant and equipment	40,286	38,881	38,197	38,861	39,211
建物	Buildings	14,946	14,502	13,828	14,057	14,112
機械	Machinery	2,495	2,292	2,784	2,829	3,008
土地	Land	20,962	20,736	20,220	20,594	20,516
その他有形固定資産	Other property, plant and equipment	1,882	1,350	1,363	1,380	1,573
無形固定資産	Intangible assets	3,839	3,513	3,852	3,704	3,327
投資その他の資産	Investments and other assets	22,824	19,511	22,995	19,621	20,194
<b>流動負債</b>	Current Liabilities	<b>76,607</b>	<b>97,953</b>	<b>93,078</b>	<b>98,901</b>	<b>103,818</b>
支払手形・工事未払金等	Payables	36,696	43,813	44,267	47,546	51,511
未成工事受入金	Advances received on uncompleted construction contracts	19,565	31,608	24,695	24,949	24,820
その他	Other current liabilities	20,345	22,531	24,114	26,405	27,486
<b>固定負債</b>	Noncurrent liabilities	<b>17,639</b>	<b>18,827</b>	<b>18,503</b>	<b>19,140</b>	<b>19,675</b>
退職給付引当金	Liability for employees' retirement benefits	5,801	—	—	—	—
退職給付に係る負債	Net defined benefit liability	—	7,517	7,671	8,271	8,054
その他	Other noncurrent liabilities	11,837	11,310	10,832	10,868	11,620
<b>非支配株主持分</b>	Non-controlling interests	<b>187</b>	<b>195</b>	<b>199</b>	<b>10,796</b>	<b>10,567</b>
<b>純資産(非支配株主持分を除く)</b>	Net assets excluding non-controlling interests	<b>127,352</b>	<b>128,885</b>	<b>134,965</b>	<b>148,490</b>	<b>153,720</b>
<b>総資産</b>	Total Assets	<b>221,786</b>	<b>245,861</b>	<b>246,747</b>	<b>277,327</b>	<b>287,780</b>

◆ 設備投資 / Capital Expenditure and Depreciation

(単位:百万円)  
(¥ million)

Fiscal Years ended March 31		2013 (H24.4-H25.3)	2014 (H25.4-H26.3)	2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
固定資産	Fixed Assets	3,796	2,884	4,210	3,961	4,553
リース資産	Leased Assets	60	12	35	3	18
<b>設備投資額 計</b>	Total Capital Expenditure	<b>3,857</b>	<b>2,896</b>	<b>4,245</b>	<b>3,964</b>	<b>4,571</b>
固定資産	Fixed Assets	3,364	3,874	3,938	4,388	4,634
リース資産	Leased Assets	275	93	38	67	22
<b>減価償却費 計</b>	Total Depreciation	<b>3,640</b>	<b>3,967</b>	<b>3,976</b>	<b>4,455</b>	<b>4,656</b>

Fiscal Years ended March 31	2013 (H24.4-H25.3)	2014 (H25.4-H26.3)	2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
自己資本比率 Equity Ratio	57.4%	52.4%	54.7%	53.5%	53.4%
流動比率 Current Ratio	202.1%	187.8%	195.2%	217.5%	216.8%
固定比率 Fixed Ratio	52.6%	48.0%	48.2%	41.9%	40.8%
総資産回転率 (回) Assets Turnover (Times)	1.32	1.39	1.32	1.35	1.27
棚卸資産回転率 (回) Inventory Turnover (Times)	4.73	4.91	4.80	4.91	3.99
売上債権回転率 (回) Receivables Turnover (Times)	76.33	61.22	54.55	58.47	38.55
1株当たり当期純利益 (円) Net income per Share [=EPS](¥)	43.64	53.13	47.60	59.86	45.02
1株当たり純資産 (円) Net assets excluding non-controlling interests per Share (¥)	758.03	767.28	803.60	884.26	915.49
自己資本当期純利益率 (ROE) Return on Equity	5.9%	7.0%	6.1%	7.1%	5.0%
総資産経常利益率 Return on Assets [Ordinary Income / Total Assets]	5.3%	6.3%	5.3%	6.1%	4.1%



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

(新ベース New basis)

(単位:戸)

Fiscal Years ended March 31			2013 (H24.4-H25.3)		2014 (H25.4-H26.3)		2014 (H25.4-H26.3)		2015 (H26.4-H27.3)		2016 (H27.4-H28.3)		2017 (H28.4-H29.3)	
				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 Housing	2,624	(97.4%)	2,655	(101.2%)	2,362	(104.8%)	2,077	(87.9%)	2,072	(99.8%)	1,965	(94.8%)
	分譲	Urban Development	285	(92.2%)	307	(107.7%)	600	(91.5%)	610	(101.7%)	574	(94.1%)	600	(104.5%)
	集合	Apartments	1,981	(110.4%)	2,309	(116.6%)	2,309	(116.6%)	3,197	(138.5%)	2,874	(89.9%)	2,611	(90.8%)
	合計	Total	4,890	(101.9%)	5,271	(107.8%)	5,271	(107.8%)	5,884	(111.6%)	5,520	(93.8%)	5,176	(93.8%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-Built Detached Housing	2,859	(95.4%)	2,832	(99.1%)	2,463	(99.6%)	2,195	(89.1%)	2,129	(97.0%)	2,130	(100.0%)
	分譲	Urban Development	297	(100.3%)	583	(196.3%)	952	(139.4%)	910	(95.6%)	781	(85.8%)	1,052	(134.7%)
	集合	Apartments	2,400	(90.2%)	3,072	(128.0%)	3,072	(128.0%)	3,831	(124.7%)	4,033	(105.3%)	4,198	(104.1%)
	合計	Total	5,556	(93.3%)	6,487	(116.8%)	6,487	(116.8%)	6,936	(106.9%)	6,943	(100.1%)	7,380	(106.3%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-Built Detached Housing	5,483	(96.4%)	5,487	(100.1%)	4,825	(102.1%)	4,272	(88.5%)	4,201	(98.3%)	4,095	(97.5%)
	分譲	Urban Development	582	(96.2%)	890	(152.9%)	1,552	(115.9%)	1,520	(97.9%)	1,355	(89.1%)	1,652	(121.9%)
	集合	Apartments	4,381	(98.3%)	5,381	(122.8%)	5,381	(122.8%)	7,028	(130.6%)	6,907	(98.3%)	6,809	(98.6%)
	合計	Total	10,446	(97.2%)	11,758	(112.6%)	11,758	(112.6%)	12,820	(109.0%)	12,463	(97.2%)	12,556	(100.7%)

(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、増改築の戸数は含んでおりません。

(注4)販売戸数には、応急仮設住宅の戸数は含んでおりません。

(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。

(注6)集合は賃貸アパートと医療介護施設です。

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

Note 2: Condominium sales are included in Urban Development.

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

Note 4: Emergency temporary dwellings are not included in Housing Sales.

Note 5: Houses which build in our land change from Custom-Built Detached Housing to Urban Development from fiscal 2014.

Note 6: Apartments are Rental apartment housing and Medical and nursing care facilities.

## ■受注戸数の推移／New Orders Breakdown (in units) (グループ全体／PanaHome Group)

(新ベース New basis)

Fiscal Years ended March 31			2013 (H24.4-H25.3)		2014 (H25.4-H26.3)		2014 (H25.4-H26.3)		2015 (H26.4-H27.3)		2016 (H27.4-H28.3)		2017 (H28.4-H29.3)	
				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 Housing	2,830	(95.3%)	3,308	(116.9%)	2,858	(115.5%)	2,145	(75.1%)	2,001	(93.3%)	2,139	(106.9%)
	分譲	Urban Development	335	(109.8%)	456	(136.1%)	906	(131.3%)	720	(79.5%)	813	(112.9%)	614	(75.5%)
	集合	Apartments	2,568	(103.1%)	4,390	(171.0%)	4,390	(171.0%)	3,388	(77.2%)	3,602	(106.3%)	3,975	(110.4%)
	合計	Total	5,733	(99.4%)	8,154	(142.2%)	8,154	(142.2%)	6,253	(76.7%)	6,416	(102.6%)	6,728	(104.9%)
下期計 (10月-3月) 2nd half (Oct.-Mar.)	戸建請負	Custom-Built Detached Housing	2,762	(106.2%)	2,177	(78.8%)	1,935	(78.7%)	1,961	(101.3%)	2,122	(108.2%)	1,737	(81.9%)
	分譲	Urban Development	287	(101.8%)	505	(176.0%)	747	(126.6%)	553	(74.0%)	651	(117.7%)	914	(140.4%)
	集合	Apartments	3,200	(143.4%)	2,611	(81.6%)	2,611	(81.6%)	3,163	(121.1%)	3,796	(120.0%)	3,225	(85.0%)
	合計	Total	6,249	(122.2%)	5,293	(84.7%)	5,293	(84.7%)	5,677	(107.3%)	6,569	(115.7%)	5,876	(89.5%)
通期 (4月-3月) Total (Apr.-Mar.)	戸建請負	Custom-Built Detached Housing	5,592	(100.4%)	5,485	(98.1%)	4,793	(97.1%)	4,106	(85.7%)	4,123	(100.4%)	3,876	(94.0%)
	分譲	Urban Development	622	(106.0%)	961	(154.5%)	1,653	(129.1%)	1,273	(77.0%)	1,464	(115.0%)	1,528	(104.4%)
	集合	Apartments	5,768	(122.2%)	7,001	(121.4%)	7,001	(121.4%)	6,551	(93.6%)	7,398	(112.9%)	7,200	(97.3%)
	合計	Total	11,982	(110.1%)	13,447	(112.2%)	13,447	(112.2%)	11,930	(88.7%)	12,985	(108.8%)	12,604	(97.1%)

(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、増改築の戸数は含んでおりません。

(注3)受注戸数には、応急仮設住宅の戸数は含んでおりません。

(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。

(注5)集合は賃貸アパートと医療介護施設です。

Note 1: Condominium orders are included in Urban Development.

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

Note 3: Emergency temporary dwellings are not included in New Orders.

Note 4: Houses which build in our land change from Custom-Built Detached Housing to Urban Development from fiscal 2014.

Note 5: Apartments are Rental apartment housing and Medical and nursing care facilities.

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

Fiscal Years ended March 31		2013 (H24.4-H25.3)	2014 (H25.4-H26.3)	2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
請負戸建住宅 Custom-Built Detached Housing	請負金額 (万円) Price (¥ ten thousands)	3,021	3,188	3,405	3,473	3,549
	延床面積 (㎡) Floor space (㎡)	138.4	138.1	141.7	142.7	143.4
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	72.0	76.2	79.3	80.3	81.6
分譲戸建住宅 Property Development	売上金額 (万円) Price (¥ ten thousands)	2,445	2,603	2,646	2,767	2,790
	延床面積 (㎡) Floor space (㎡)	117.5	117.3	116.9	120.8	118.5
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	68.7	73.2	74.7	75.6	77.7
集合住宅 Apartments (Rental apartment housing and Medical and nursing care facilities)	請負金額 (万円) Price (¥ ten thousands)	4,088	4,448	4,522	4,868	4,758
	延床面積 (㎡) Floor space (㎡)	197.0	202.6	198.5	206.7	197.3
	坪単価 (万円) Unit price per 3.3 sq. meters (¥ ten thousands)	68.5	72.5	75.3	77.7	79.6

(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 "Houses that also include commercial space and apartments" to the Custom-Built Detached Housing from fiscal 2013.

(注3) 2014年度より売建物件を戸建請負から分譲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。

Note3: The price per house calculated on a delivery basis retroactively, with what having changed the sales division of Houses which build in our land to Property Development from Custom-Built Detached Housing from fiscal 2014.



◆ 営業拠点数／The Number of Sales Centers

Fiscal Years ended March 31		2013 (H25.3末)	2014 (H26.3末)	2015 (H27.3末)	2016 (H28.3末)	2017 (H29.3末)
展示場 (棟)	Housing Display Centers	225	230	227	224	216
住まいとくらしの情報館 (ヶ所)	Living Information Rooms	37	37	38	40	39
宿泊体験モデルハウス (棟)	Overnight-stay Model Homes	24	13	15	14	9

◆ 建築内訳／Breakdown of Newly Constructed

Fiscal Years ended March 31		2013 (H24.4-H25.3)	2014 (H25.4-H26.3)	2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
新築比率(持家)	Building for the First Time	62.4%	61.8%	62.6%	63.0%	61.7%
建替比率(持家)	Rebuilding at Same Place	37.6%	38.2%	37.4%	37.0%	38.3%

(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		2013 (H24.4-H25.3)	2014 (H25.4-H26.3)	2015 (H26.4-H27.3)	2016 (H27.4-H28.3)	2017 (H28.4-H29.3)
展示場	Sales Centers	43.8%	42.2%	39.8%	37.4%	36.3%
紹介	On Introduction	48.0%	48.9%	50.4%	53.8%	56.1%
その他	Other	8.2%	8.9%	9.8%	8.8%	7.6%

(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 Custom-Built Detached Housing and Apartments.

	Interim to 9/2015 (H27.9)			2016 (H28.3)			Interim to 9/2016 (H28.9)			2017 (H29.3)		
	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	43	18,015	10.75%	41	19,600	11.70%	47	20,967	12.51%	35	15,664	9.35%
証券会社 Securities Companies	28	424	0.25%	23	678	0.41%	32	1,536	0.92%	21	485	0.29%
その他の法人 Non-Financial Institutions	99	91,966	54.89%	102	91,944	54.87%	105	91,970	54.89%	91	91,772	54.76%
外国法人等 Foreigners	196	38,476	22.97%	205	37,500	22.38%	213	35,260	21.04%	153	43,558	25.99%
個人その他 Individuals and Others	5,688	18,655	11.13%	5,413	17,831	10.64%	5,331	17,822	10.64%	4,709	16,104	9.61%
合計 Total	6,054	167,536	100.00%	5,784	167,553	100.00%	5,728	167,555	100.00%	5,009	167,583	100.00%

