

Financial Factbook

Profile of Sekisui House, Ltd.

Second Quarter of Fiscal 2020
- February 1, 2020 to July 31, 2020 -

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※ 2019年度第1四半期の期首から「『税効果会計に係る会計基準』の一部改正」等を適用したことに伴い、2018年度は適用後の金額を表示しております。

In accordance with the adoption of the "Partial Amendments to Accounting Standard for Tax Effect Accounting" etc., from the beginning of FY2019 1Q, the amounts for FY2018 showed above are also reflected.

※ セグメント別内訳については、2017年度より、開発型ビジネスに含めていた国際事業を一つのビジネスモデルとし、表示を変更しています。また、過年度の開発型ビジネスの小計は組替後の数値を表示しています。

Regarding segment information, effective from fiscal 2017, the Overseas Business which had been included in the Development Business is presented as a separate business model and its indication has been changed. The subtotals of the Development Business for previous years indicate numbers reflecting the change in classification.

新設住宅着工戸数および当社住宅建築戸数の推移

Changes in Numbers of New Housing Starts in Japan and Housing Constructed by Sekisui House, Ltd.

年度ベース / Fiscal year

(単位:戸 / Units)

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | *2020 (forecast) |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------------------|
| 持家 Owner-occupied houses | 308,517 | 304,822 | 316,532 | 352,841 | 278,221 | 284,441 | 291,783 | 282,111 | 287,710 | 283,338 | 245,000 |
| 分譲住宅 Built for sale houses | 212,083 | 239,086 | 249,660 | 259,148 | 236,042 | 246,586 | 249,286 | 248,495 | 267,175 | 259,732 | 230,000 |
| マンション Condominiums | 97,757 | 120,092 | 124,027 | 123,818 | 110,215 | 118,432 | 112,354 | 108,278 | 119,683 | 111,615 | |
| 戸建 Detached houses | 113,427 | 117,979 | 124,536 | 133,906 | 124,221 | 126,235 | 134,700 | 137,849 | 144,905 | 146,154 | |
| 貸家 Rented houses | 291,840 | 289,762 | 320,891 | 369,993 | 358,340 | 383,678 | 427,275 | 410,355 | 390,093 | 334,509 | 296,000 |
| 給与住宅 Corporate houses | 6,580 | 7,576 | 5,919 | 5,272 | 7,867 | 5,832 | 5,793 | 5,435 | 7,958 | 6,108 | 6,000 |
| 合計 Total | 819,020 | 841,246 | 893,002 | 987,254 | 880,470 | 920,537 | 974,137 | 946,396 | 952,936 | 883,687 | 777,000 |

*予想については、住団連の「令和2年8月度 経営者の住宅景況感調査報告」に基づくものです。

The forecast is based on the "Report of Survey on Housing Business Sentiment of Managers in August 2020" of the Japan Federation of Housing Organizations

暦年ベース / Calendar year

(単位:戸 / Units)

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | *2020 (forecast) |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------------------|
| 持家 Owner-occupied houses | 305,221 | 305,626 | 311,589 | 354,772 | 285,270 | 283,366 | 292,287 | 284,283 | 283,235 | 288,738 | 245,000 |
| 分譲住宅 Built for sale houses | 201,888 | 234,571 | 246,810 | 263,931 | 237,428 | 241,201 | 250,532 | 255,191 | 255,263 | 267,696 | 230,000 |
| マンション Condominiums | 90,597 | 116,755 | 123,203 | 127,599 | 110,475 | 115,652 | 114,570 | 114,830 | 110,510 | 117,803 | |
| 戸建 Detached houses | 110,358 | 116,798 | 122,590 | 134,888 | 125,421 | 123,624 | 133,739 | 138,189 | 142,393 | 147,522 | |
| 貸家 Rented houses | 298,014 | 285,832 | 318,521 | 356,263 | 362,191 | 378,718 | 418,543 | 419,397 | 396,404 | 342,289 | 296,000 |
| 給与住宅 Corporate houses | 8,003 | 8,088 | 5,877 | 5,059 | 7,372 | 6,014 | 5,875 | 5,770 | 7,468 | 6,400 | 6,000 |
| 合計 Total | 813,126 | 834,117 | 882,797 | 980,025 | 892,261 | 909,299 | 967,237 | 964,641 | 942,370 | 905,123 | 777,000 |

当社 Sekisui House, Ltd. (Feb.-Jan.)

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | *2020 (forecast) |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------------------|
| 戸建住宅(請負) Custom detached houses | 13,079 | 14,712 | 13,945 | 15,049 | 13,104 | 11,248 | 11,105 | 10,617 | 9,822 | 10,663 | 8,430 |
| 分譲住宅 Built for sale houses | 2,942 | 2,479 | 2,246 | 2,368 | 2,162 | 2,364 | 2,071 | 2,677 | 2,336 | 2,589 | 1,970 |
| 賃貸住宅 Rental housing | 25,287 | 27,177 | 27,869 | 30,414 | 34,709 | 32,631 | 35,156 | 32,937 | 30,078 | 27,981 | 27,450 |
| マンション(分譲) Condominiums | 2,009 | 932 | 1,038 | 1,921 | 1,250 | 2,002 | 1,231 | 1,184 | 1,499 | 2,081 | 1,700 |
| 合計 Total | 43,317 | 45,300 | 45,098 | 49,752 | 51,225 | 48,245 | 49,563 | 47,415 | 43,735 | 43,314 | 39,500 |
| 当社シェア Sekisui's market share in Japan | 5.3% | 5.4% | 5.1% | 5.1% | 5.7% | 5.3% | 5.1% | 4.9% | 4.6% | 4.8% | 5.1% |
| 累積建築戸数 Total number of houses built | 2,045,039 | 2,090,339 | 2,135,437 | 2,185,189 | 2,236,414 | 2,284,659 | 2,334,222 | 2,381,637 | 2,425,372 | 2,468,686 | |

*2016年度の住宅建築戸数より、当社グループ全体の数値を表示しています。

From the column of fiscal 2016, the figures are included housing constructed by Sekisui House Group.

業績推移

Changes in Business Results

連結損益計算書

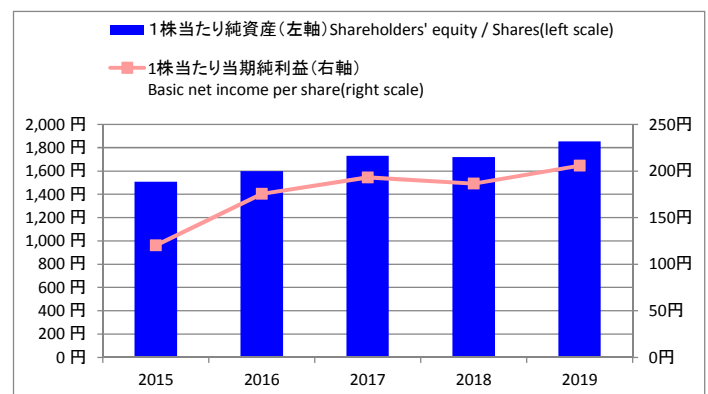
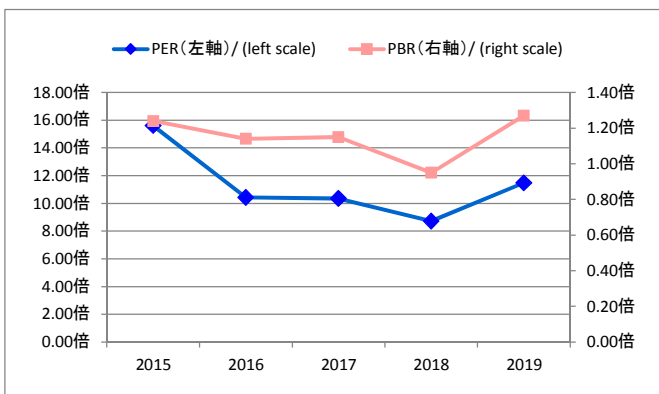
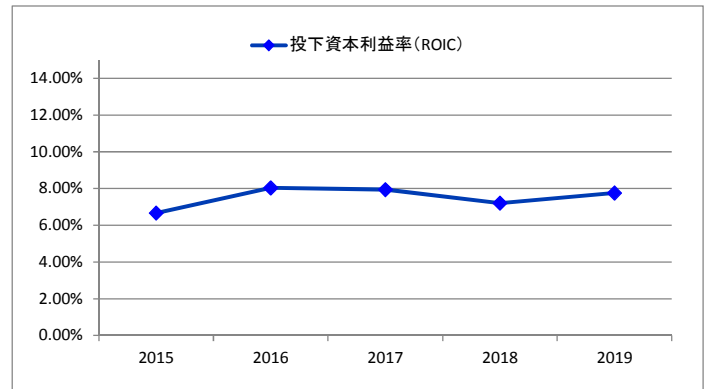
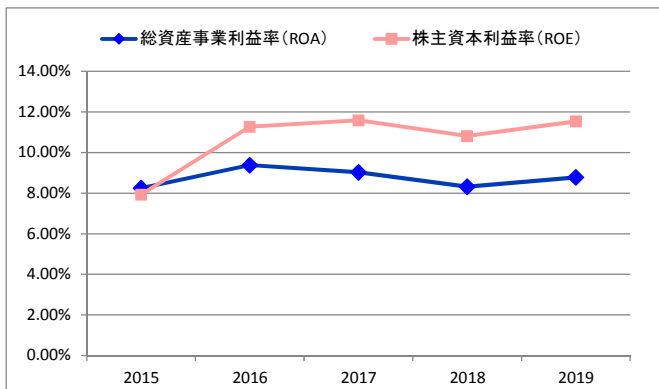
Consolidated Statements of Income

(単位:百万円/Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-----------------------|
| 売上高 Net sales | 1,858,879 | 2,026,931 | 2,159,363 | 2,160,316 | 2,415,186 | 1,207,835 | 1,167,986 | 2,415,000 |
| 売上総利益(率) Gross profit (rate) | 373,867 (20.1%) | 418,297 (20.6%) | 445,082 (20.6%) | 444,596 (20.6%) | 478,036 (19.8%) | 245,434 (20.3%) | 230,450 (19.7%) | 462,000 (19.1%) |
| 販売費及び一般管理費 Selling, general and administrative expenses | 224,222 | 234,132 | 249,541 | 255,373 | 272,780 | 132,393 | 137,805 | 287,000 |
| 営業利益(率) Operating income (rate) | 149,645 (8.1%) | 184,164 (9.1%) | 195,540 (9.1%) | 189,223 (8.8%) | 205,256 (8.5%) | 113,041 (9.4%) | 92,644 (7.9%) | 175,000 (7.2%) |
| 受取利息・配当金 Interest income and dividends income | 4,147 | 3,556 | 4,037 | 4,027 | 5,788 | 2,217 | 2,704 | |
| 持分法による投資利益 Equity in earnings of affiliates | 9,427 | 10,022 | 8,183 | 7,750 | 10,483 | 5,773 | 916 | |
| 営業外収益合計 Total non-operating income | 16,828 | 16,350 | 16,068 | 15,046 | 20,601 | 9,339 | 5,173 | 9,000 |
| 支払利息 Interest expenses | 1,030 | 2,326 | 3,733 | 4,722 | 4,915 | 2,942 | 1,424 | |
| 営業外費用合計 Total non-operating expenses | 5,883 | 9,526 | 7,929 | 9,078 | 11,952 | 5,826 | 7,146 | 11,500 |
| 経常利益(率) Ordinary income (rate) | 160,589 (8.6%) | 190,989 (9.4%) | 203,678 (9.4%) | 195,190 (9.0%) | 213,905 (8.9%) | 116,554 (9.6%) | 90,671 (7.8%) | 172,500 (7.1%) |
| 特別利益 Extraordinary income | 8,995 | — | 10,478 | 3,275 | 12,956 | — | — | 3,500 |
| 特別損失 Extraordinary loss | 18,731 | 5,690 | 18,168 | 11,074 | 15,479 | 833 | 1,460 | 3,000 |
| 税金等調整前四半期(当期)純利益 Profit before income taxes | 150,853 | 185,299 | 195,988 | 187,392 | 211,383 | 115,720 | 89,210 | 173,000 |
| 法人税等 Income taxes | 64,666 | 58,402 | 56,796 | 57,774 | 62,853 | 32,952 | 26,347 | 53,500 |
| 親会社株主に帰属する四半期(当期)純利益(率) Profit attributable to owners of parent (rate) | 84,302 (4.5%) | 121,853 (6.0%) | 133,224 (6.2%) | 128,582 (6.0%) | 141,256 (5.8%) | 77,444 (6.4%) | 59,442 (5.1%) | 114,000 (4.7%) |

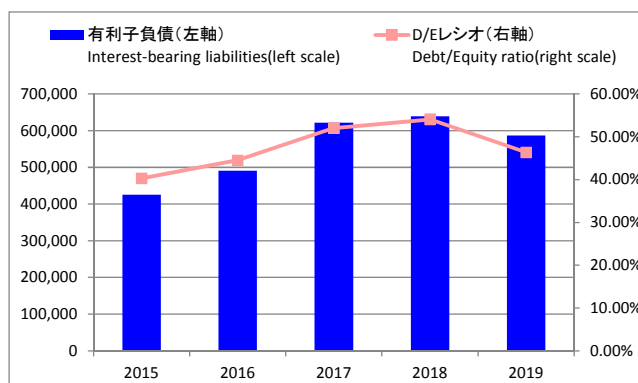
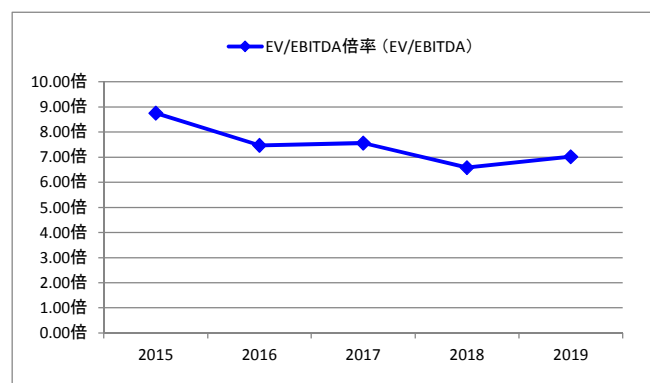
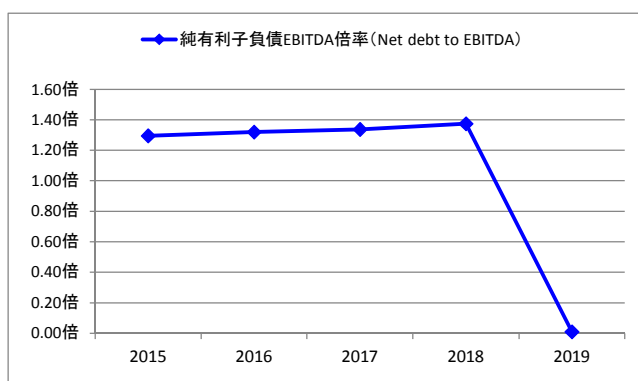
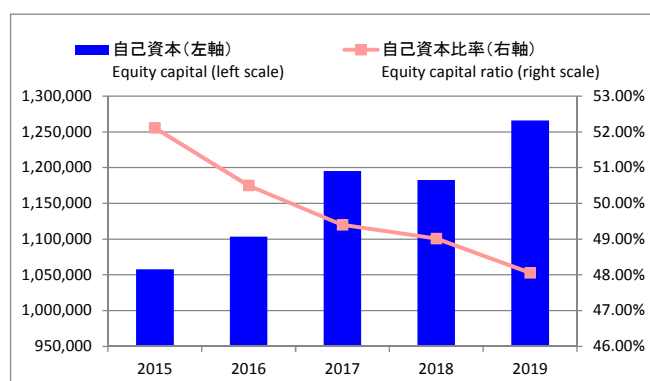
連結経営指標推移 Consolidated Financial Analysis

| 指 標 | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|---|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|-----------------------|
| 株主資本利益率(ROE) Net income / Shareholders' equity | 7.93% | 11.28% | 11.59% | 10.82% | 11.54% | 12.90% | 9.35% | 8.9% |
| 総資産事業利益率(ROA) ※2014年度より事業利益に持分法投資損益を含めております。 (Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets | 8.25% | 9.38% | 9.03% | 8.32% | 8.78% | 10.00% | 7.37% | 6.8% |
| 投下資本利益率(ROIC) ROIC = 税引後営業利益 / (自己資本+有利子負債) ROIC = NOPAT / (Equity capital + Interest-bearing debt) | 6.66% | 8.04% | 7.94% | 7.21% | 7.76% | 8.61% | 6.94% | 6.4% |
| 総資産回転率 Sales / Total assets (times) | 0.94 回 | 0.96 回 | 0.94 回 | 0.89 回 | 0.96 回 | 1.00 回 | 0.89 回 | 0.91 回 |
| 1株当たり四半期(当期)純利益(円) Earnings per share (EPS) | 120.16円 | 175.48円 | 193.06円 | 186.53円 | 205.79円 | 112.53円 | 87.10円 | 167.22円 |
| 1株当たり配当金(円) Dividend per share | 54.00円 | 64.00円 | 77.00円 | 79.00円 | 81.00円 | 40.00円 | 45.00円 | 82.00円 |
| 配当性向(%) Dividend payout ratio | 44.94% | 36.47% | 39.88% | 42.35% | 39.36% | 35.55% | 51.66% | 49.0% |
| 1株当たり純資産(円) Book value per share (BPS) | 1,508.81円 | 1,598.90円 | 1,731.60円 | 1,718.82円 | 1,852.62円 | 1,770.76円 | 1,872.63円 | 1,922.23円 |
| 株価収益率(PER) Stock price at the end of year / Net income per share (times) | 15.60倍 | 10.42倍 | 10.35倍 | 8.72倍 | 11.47倍 | 8.16倍 | 11.01倍 | |
| 株価純資産倍率(PBR) Stock price at the end of year / Shareholders' Equity per share (times) | 1.24倍 | 1.14倍 | 1.15倍 | 0.95倍 | 1.27倍 | 1.04倍 | 1.02倍 | |



連結経営指標推移 Consolidated Financial Analysis

| 指標 | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q |
|---|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|
| 総資産(百万円) Total assets (¥ Million) | 2,029,794 | 2,184,895 | 2,419,012 | 2,413,035 | 2,634,748 | 2,428,996 | 2,587,263 |
| 自己資本(百万円) Equity capital (¥ Million) <small>※Equity capital shows the amount of the net assets excluding non-controlling interests and stock subscription rights.</small> | 1,057,696 | 1,103,359 | 1,194,975 | 1,182,808 | 1,266,195 | 1,219,028 | 1,277,068 |
| 自己資本比率 Equity capital ratio | 52.11% | 50.50% | 49.40% | 49.02% | 48.06% | 50.19% | 49.36% |
| 有利子負債(百万円) Interest-bearing debt (¥ Million) | 426,013 | 491,017 | 622,084 | 639,510 | 586,891 | 608,334 | 578,862 |
| D/ELシオ(%)=有利子負債/自己資本 Debt/Equity ratio(%) | 40.28% | 44.50% | 52.06% | 54.07% | 46.35% | 49.90% | 45.33% |
| 純有利子負債EBITDA倍率 Net debt to EBITDA (times) <small>EBITDA=営業利益+減価償却費+受取利息・配当金 EBITDA=Operating income+ Depreciation + Interest and Dividends income</small> | 1.29倍 | 1.32倍 | 1.34倍 | 1.37倍 | 0.01倍 | 0.55倍 | 0.16倍 |
| EV/EBITDA倍率 EV/EBITDA (times) <small>EV=時価総額+純有利子負債 EV=Market capitalization + Net debt</small> | 8.76倍 | 7.47倍 | 7.57倍 | 6.59倍 | 7.02倍 | 5.59倍 | 6.37倍 |
| 営業活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) operating activities (¥ Million) | 45,884 | 115,820 | 165,355 | 125,088 | 363,766 | 233,186 | 39,798 |
| 投資活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) investing activities (¥ Million) | △ 76,166 | △ 107,397 | △ 76,150 | △ 70,184 | △ 65,229 | △ 43,456 | △ 40,871 |
| 財務活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) financing activities (¥ Million) | 32,084 | 5,511 | 30,154 | △ 31,030 | △ 148,160 | △ 57,392 | △ 33,250 |



セグメントの状況（連結） Segment Breakdown (Consolidated)

売上高 / Sales

(単位:百万円 / Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | | | |
| 戸建住宅事業 Custom detached houses | 393,786 | 383,129 | 371,171 | 357,944 | 390,995 | 201,777 | 157,560 | 305,000 |
| 賃貸住宅事業 Rental housing | 400,601 | 440,312 | 442,845 | 416,062 | 360,026 | 172,980 | 176,322 | 362,000 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | 120,986 | 23,382 | 160,110 | 312,000 |
| 小計 Subtotal | 794,388 | 823,442 | 814,017 | 774,006 | 872,008 | 398,140 | 493,993 | 979,000 |
| ストック型ビジネス Supplied Housing Business | | | | | | | | |
| リフォーム事業 Remodeling | 134,458 | 133,498 | 136,843 | 141,416 | 152,729 | 77,518 | 68,978 | 144,500 |
| 不動産フィー事業 Real estate management fees | 448,751 | 469,132 | 489,891 | 514,035 | 534,876 | 266,173 | 277,058 | 556,500 |
| 小計 Subtotal | 583,210 | 602,631 | 626,735 | 655,452 | 687,606 | 343,692 | 346,036 | 701,000 |
| 開発型ビジネス Development Business | | | | | | | | |
| 分譲住宅事業 Houses for sale | 137,484 | 142,014 | 155,481 | 148,880 | 151,268 | 83,663 | 62,771 | 127,000 |
| マンション事業 Condominiums | 81,470 | 66,125 | 77,497 | 89,581 | 103,984 | 35,429 | 41,796 | 84,000 |
| 都市再開発事業 Urban redevelopment | 93,038 | 130,491 | 103,777 | 173,391 | 131,920 | 99,070 | 46,558 | 104,000 |
| 小計 Subtotal | 311,993 | 338,631 | 336,756 | 411,853 | 387,173 | 218,164 | 151,126 | 315,000 |
| 国際ビジネス(国際事業) Overseas Business | 89,522 | 182,127 | 306,716 | 245,953 | 389,866 | 208,912 | 140,523 | 350,000 |
| その他事業 Other Businesses | 79,764 | 80,099 | 75,137 | 73,050 | 78,531 | 38,925 | 36,306 | 70,000 |
| 合計 Total | 1,858,879 | 2,026,931 | 2,159,363 | 2,160,316 | 2,415,186 | 1,207,835 | 1,167,986 | 2,415,000 |

受注高 / Orders

(単位:百万円 / Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | | | |
| 戸建住宅事業 Custom detached houses | 387,533 | 382,062 | 362,672 | 386,792 | 346,293 | 192,898 | 155,304 | 318,000 |
| 賃貸住宅事業 Rental housing | 434,574 | 461,722 | 463,200 | 424,709 | 391,991 | 203,152 | 178,667 | 382,000 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | 96,992 | 25,396 | 136,302 | 300,000 |
| 小計 Subtotal | 822,107 | 843,784 | 825,873 | 811,501 | 835,277 | 421,447 | 470,274 | 1,000,000 |
| ストック型ビジネス Supplied Housing Business | | | | | | | | |
| リフォーム事業 Remodeling | 134,114 | 134,564 | 137,835 | 148,417 | 149,716 | 80,279 | 66,593 | 144,500 |
| 不動産フィー事業 Real estate management fees | 448,751 | 469,132 | 489,891 | 514,035 | 534,876 | 266,173 | 277,058 | 556,500 |
| 小計 Subtotal | 582,865 | 603,697 | 627,726 | 662,453 | 684,593 | 346,452 | 343,651 | 701,000 |
| 開発型ビジネス Development Business | | | | | | | | |
| 分譲住宅事業 Houses for sale | 132,682 | 151,887 | 153,674 | 156,208 | 143,300 | 80,474 | 67,223 | 133,000 |
| マンション事業 Condominiums | 77,756 | 86,474 | 112,532 | 85,904 | 73,692 | 35,802 | 28,236 | 74,000 |
| 都市再開発事業 Urban redevelopment | 93,038 | 130,491 | 132,532 | 146,525 | 160,645 | 109,791 | 33,686 | 74,000 |
| 小計 Subtotal | 303,476 | 368,853 | 398,739 | 388,637 | 377,638 | 226,068 | 129,145 | 281,000 |
| 国際ビジネス(国際事業) Overseas Business | 147,051 | 158,850 | 316,441 | 237,535 | 500,886 | 286,053 | 160,488 | 300,000 |
| その他事業 Other Businesses | 79,090 | 76,841 | 75,369 | 77,429 | 81,670 | 45,391 | 31,865 | 70,000 |
| 合計 Total | 1,934,591 | 2,052,026 | 2,244,150 | 2,177,557 | 2,480,066 | 1,325,413 | 1,135,426 | 2,352,000 |

受注残高 / Accumulated Orders

(単位:百万円 / Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|----------------|----------------|----------------|----------------|------------------|------------------|------------------|--------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | | | |
| 戸建住宅事業 Custom detached houses | 209,722 | 208,655 | 200,156 | 229,004 | 184,302 | 220,124 | 182,045 | 197,302 |
| 賃貸住宅事業 Rental housing | 356,991 | 378,401 | 398,755 | 407,403 | 376,538 | 374,745 | 378,884 | 396,538 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | 386,561 | 64,843 | 362,754 | 374,561 |
| 小計 Subtotal | 566,714 | 587,056 | 598,912 | 636,407 | 947,402 | 659,713 | 923,684 | 968,402 |
| ストック型ビジネス Supplied Housing Business | | | | | | | | |
| リフォーム事業 Remodeling | 21,931 | 22,996 | 23,988 | 30,989 | 27,976 | 33,749 | 25,591 | 27,976 |
| 不動産フィー事業 Real estate management fees | — | — | — | — | — | — | — | — |
| 小計 Subtotal | 21,931 | 22,996 | 23,988 | 30,989 | 27,976 | 33,749 | 25,591 | 27,976 |
| 開発型ビジネス Development Business | | | | | | | | |
| 分譲住宅事業 Houses for sale | 34,087 | 43,959 | 42,153 | 49,481 | 41,513 | 46,292 | 45,965 | 47,513 |
| マンション事業 Condominiums | 66,348 | 86,697 | 121,732 | 118,054 | 87,762 | 118,427 | 74,202 | 77,762 |
| 都市再開発事業 Urban redevelopment | — | — | 28,755 | 1,888 | 30,613 | 12,608 | 17,741 | 613 |
| 小計 Subtotal | 100,435 | 130,657 | 192,640 | 169,424 | 159,889 | 177,328 | 137,908 | 125,889 |
| 国際ビジネス(国際事業) Overseas Business | 133,273 | 109,996 | 119,721 | 111,303 | 222,324 | 188,444 | 242,289 | 172,324 |
| その他事業 Other Businesses | 46,363 | 43,106 | 43,337 | 47,716 | 50,854 | 54,182 | 46,414 | 50,854 |
| 合計 Total | 868,718 | 893,813 | 978,601 | 995,842 | 1,408,448 | 1,113,420 | 1,375,887 | 1,345,448 |

※今期より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

The Architectural / Civil engineering business was included starting with the current fiscal year, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

セグメントの状況（連結） Segment Breakdown (Consolidated)

営業利益 / Operating Income

（単位：百万円 / Millions of yen）

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | | | |
| 戸建住宅事業 Custom detached houses | 47,208 | 49,514 | 48,043 | 42,255 | 45,942 | 24,538 | 14,904 | 25,000 |
| 賃貸住宅事業 Rental housing | 51,918 | 60,832 | 60,883 | 50,376 | 49,710 | 23,128 | 21,814 | 45,000 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | 3,730 | △ 832 | 11,668 | 15,500 |
| 小計 Subtotal | 99,127 | 110,347 | 108,926 | 92,632 | 99,383 | 46,834 | 48,388 | 85,500 |
| ストック型ビジネス Supplied Housing Business | | | | | | | | |
| リフォーム事業 Remodeling | 15,847 | 17,544 | 19,760 | 21,109 | 23,535 | 12,213 | 9,789 | 20,500 |
| 不動産フィー事業 Real estate management fees | 26,819 | 31,278 | 33,133 | 39,407 | 41,054 | 21,073 | 22,729 | 46,000 |
| 小計 Subtotal | 42,667 | 48,823 | 52,893 | 60,516 | 64,589 | 33,287 | 32,518 | 66,500 |
| 開発型ビジネス Development Business | | | | | | | | |
| 分譲住宅事業 Houses for sale | 11,919 | 8,822 | 13,460 | 11,088 | 12,259 | 7,691 | 3,620 | 7,000 |
| マンション事業 Condominiums | 8,031 | 2,248 | 9,229 | 6,478 | 10,134 | 4,203 | 6,050 | 10,000 |
| 都市再開発事業 Urban redevelopment | 24,747 | 23,414 | 16,994 | 40,403 | 17,045 | 11,617 | 9,556 | 17,000 |
| 小計 Subtotal | 44,698 | 34,485 | 39,684 | 57,970 | 39,439 | 23,512 | 19,226 | 34,000 |
| 国際ビジネス(国際事業) Overseas Business | △ 5,673 | 25,172 | 29,761 | 16,340 | 44,551 | 30,125 | 15,616 | 34,900 |
| その他事業 Other Businesses | 2,511 | 726 | 1,234 | △ 44 | △ 273 | 213 | △ 1,417 | △ 1,900 |
| 消去又は全社 Eliminations and back office | △ 33,686 | △ 35,390 | △ 36,960 | △ 38,192 | △ 42,434 | △ 20,932 | △ 21,687 | △ 44,000 |
| 合計 Total | 149,645 | 184,164 | 195,540 | 189,223 | 205,256 | 113,041 | 92,644 | 175,000 |

売上総利益率 / Gross Margin

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|--------------|--------------|--------------|--------------|--------------|----------------|----------------|--------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | | | |
| 戸建住宅事業 Custom detached houses | 25.2% | 26.2% | 26.2% | 25.4% | 25.4% | 25.3% | 25.0% | 24.6% |
| 賃貸住宅事業 Rental housing | 23.6% | 24.5% | 24.4% | 23.3% | 25.0% | 24.9% | 24.0% | 24.3% |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | 9.7% | 7.3% | 12.5% | 10.4% |
| 小計 Subtotal | 24.4% | 25.3% | 25.2% | 24.2% | 23.0% | 24.0% | 20.6% | 20.0% |
| ストック型ビジネス Supplied Housing Business | | | | | | | | |
| リフォーム事業 Remodeling | 23.9% | 25.6% | 26.8% | 27.1% | 27.5% | 27.6% | 27.5% | 27.3% |
| 不動産フィー事業 Real estate management fees | 14.0% | 14.4% | 14.6% | 15.5% | 15.5% | 15.8% | 16.2% | 16.4% |
| 小計 Subtotal | 16.3% | 16.9% | 17.3% | 18.0% | 18.2% | 18.5% | 18.5% | 18.6% |
| 開発型ビジネス Development Business | | | | | | | | |
| 分譲住宅事業 Houses for sale | 18.8% | 16.3% | 18.8% | 18.0% | 18.6% | 19.3% | 18.1% | 18.1% |
| マンション事業 Condominiums | 16.2% | 12.1% | 19.0% | 13.8% | 16.5% | 19.0% | 20.8% | 20.2% |
| 都市再開発事業 Urban redevelopment | 28.7% | 19.8% | 19.1% | 25.2% | 14.9% | 13.0% | 24.5% | 19.2% |
| 小計 Subtotal | 21.0% | 16.8% | 18.9% | 20.1% | 16.8% | 16.4% | 20.8% | 19.0% |
| 国際ビジネス(国際事業) Overseas Business | 11.2% | 23.7% | 19.5% | 19.9% | 20.4% | 22.2% | 22.1% | 20.4% |
| その他事業 Other Businesses | 15.9% | 14.0% | 15.2% | 14.1% | 13.4% | 13.9% | 10.4% | 12.1% |
| 合計 Total | 20.1% | 20.6% | 20.6% | 20.6% | 19.8% | 20.3% | 19.7% | 19.1% |

営業利益率 / Operating Profit Margin

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|---------------|--------------|--------------|---------------|---------------|----------------|----------------|--------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | | | |
| 戸建住宅事業 Custom detached houses | 12.0% | 12.9% | 12.9% | 11.8% | 11.8% | 12.2% | 9.5% | 8.2% |
| 賃貸住宅事業 Rental housing | 13.0% | 13.8% | 13.7% | 12.1% | 13.8% | 13.4% | 12.4% | 12.4% |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | 3.1% | △ 3.6% | 7.3% | 5.0% |
| 小計 Subtotal | 12.5% | 13.4% | 13.4% | 12.0% | 11.4% | 11.8% | 9.8% | 8.7% |
| ストック型ビジネス Supplied Housing Business | | | | | | | | |
| リフォーム事業 Remodeling | 11.8% | 13.1% | 14.4% | 14.9% | 15.4% | 15.8% | 14.2% | 14.2% |
| 不動産フィー事業 Real estate management fees | 6.0% | 6.7% | 6.8% | 7.7% | 7.7% | 7.9% | 8.2% | 8.3% |
| 小計 Subtotal | 7.3% | 8.1% | 8.4% | 9.2% | 9.4% | 9.7% | 9.4% | 9.5% |
| 開発型ビジネス Development Business | | | | | | | | |
| 分譲住宅事業 Houses for sale | 8.7% | 6.2% | 8.7% | 7.4% | 8.1% | 9.2% | 5.8% | 5.5% |
| マンション事業 Condominiums | 9.9% | 3.4% | 11.9% | 7.2% | 9.7% | 11.9% | 14.5% | 11.9% |
| 都市再開発事業 Urban redevelopment | 26.6% | 17.9% | 16.4% | 23.3% | 12.9% | 11.7% | 20.5% | 16.3% |
| 小計 Subtotal | 14.3% | 10.2% | 11.8% | 14.1% | 10.2% | 10.8% | 12.7% | 10.8% |
| 国際ビジネス(国際事業) Overseas Business | △ 6.3% | 13.8% | 9.7% | 6.6% | 11.4% | 14.4% | 11.1% | 10.0% |
| その他事業 Other Businesses | 3.1% | 0.9% | 1.6% | △ 0.1% | △ 0.3% | 0.5% | △ 3.9% | △ 2.7% |
| 合計 Total | 8.1% | 9.1% | 9.1% | 8.8% | 8.5% | 9.4% | 7.9% | 7.2% |

※今期より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

The Architectural / Civil engineering business was included starting with the current fiscal year, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

セグメントの状況（連結） Segment Breakdown (Consolidated)

セグメント別資産 / Assets by Segment

(単位:百万円 / Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | |
| 戸建住宅事業 Custom detached houses | 64,218 | 59,798 | 55,616 | 57,414 | 58,049 | 55,070 |
| 賃貸住宅事業 Rental housing | 44,812 | 48,616 | 46,371 | 47,309 | 41,173 | 44,762 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | — | 250,102 |
| 小計 Subtotal | 109,031 | 108,414 | 101,988 | 104,724 | 99,223 | 349,935 |
| ストック型ビジネス Supplied Housing Business | | | | | | |
| リフォーム事業 Remodeling | 14,577 | 14,720 | 15,517 | 16,847 | 17,948 | 16,640 |
| 不動産フィー事業 Real estate management fees | 95,669 | 100,125 | 112,272 | 138,015 | 125,341 | 123,688 |
| 小計 Subtotal | 110,246 | 114,846 | 127,790 | 154,863 | 143,290 | 140,329 |
| 開発型ビジネス Development Business | | | | | | |
| 分譲住宅事業 Houses for sale | 164,910 | 144,109 | 142,903 | 141,446 | 133,647 | 138,585 |
| マンション事業 Condominiums | 149,139 | 158,890 | 176,859 | 173,102 | 143,006 | 146,169 |
| 都市再開発事業 Urban redevelopment | 556,931 | 590,984 | 582,974 | 539,327 | 518,532 | 523,856 |
| 小計 Subtotal | 870,981 | 893,984 | 902,738 | 853,876 | 795,185 | 808,611 |
| 国際ビジネス(国際事業) Overseas Business | 721,320 | 825,507 | 929,306 | 943,695 | 990,247 | 969,707 |
| その他事業 Other Businesses | 17,345 | 18,015 | 15,084 | 15,172 | 232,491 | 13,704 |
| 事務管理部門 Back Office | 200,869 | 224,126 | 342,104 | 340,703 | 374,309 | 304,975 |
| 合計 Total | 2,029,794 | 2,184,895 | 2,419,012 | 2,413,035 | 2,634,748 | 2,587,263 |

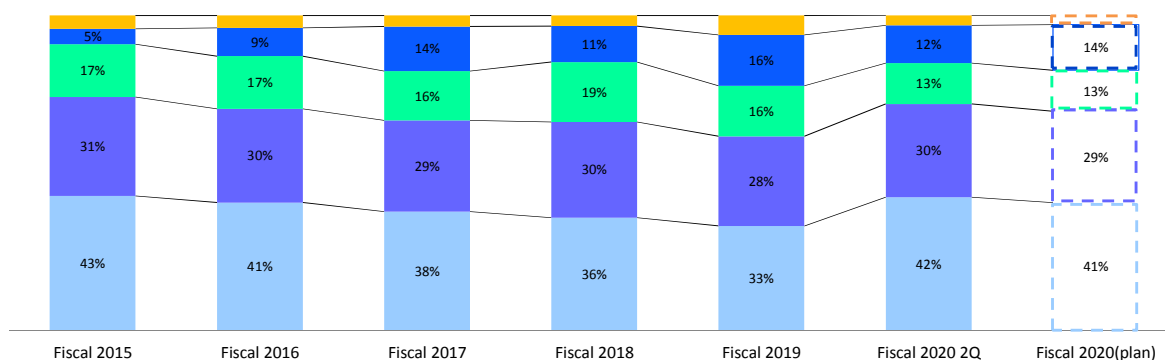
セグメント資産に対する営業利益率 / Operating Profit Margin to Segment Assets

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|---------------|---------------|---------------|---------------|--------------|----------------|
| 請負型ビジネス Built-to-Order Business | | | | | | |
| 戸建住宅事業 Custom detached houses | 73.5% | 82.8% | 86.4% | 73.6% | 79.1% | 54.1% |
| 賃貸住宅事業 Rental housing | 115.9% | 125.1% | 131.3% | 106.5% | 118.9% | 97.5% |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | — | 9.3% |
| 小計 Subtotal | 90.9% | 101.8% | 106.8% | 88.5% | 95.6% | 27.7% |
| ストック型ビジネス Supplied Housing Business | | | | | | |
| リフォーム事業 Remodeling | 108.7% | 119.2% | 127.3% | 125.3% | 131.1% | 117.7% |
| 不動産フィー事業 Real estate management fees | 28.0% | 31.2% | 29.5% | 28.6% | 32.8% | 36.8% |
| 小計 Subtotal | 38.7% | 42.5% | 41.4% | 39.1% | 45.1% | 46.3% |
| 開発型ビジネス Development Business | | | | | | |
| 分譲住宅事業 Houses for sale | 7.2% | 6.1% | 9.4% | 7.8% | 9.2% | 5.2% |
| マンション事業 Condominiums | 5.4% | 1.4% | 5.2% | 3.7% | 7.1% | 8.3% |
| 都市再開発事業 Urban redevelopment | 4.4% | 4.0% | 2.9% | 7.5% | 3.3% | 3.6% |
| 小計 Subtotal | 5.1% | 3.9% | 4.4% | 6.8% | 5.0% | 4.8% |
| 国際ビジネス(国際事業) Overseas Business | △ 0.8% | 3.0% | 3.2% | 1.7% | 4.5% | 3.2% |
| その他事業 Other Businesses | 14.5% | 4.0% | 8.2% | △ 0.3% | 1.8% | △ 20.7% |

ビジネスモデル別 売上高構成比率 推移

Composition of Sales by Business Model

- 請負型ビジネス Built-to-Order Business
- スtock型ビジネス Supplied Housing Business
- 開発型ビジネス Development Business
- 国際ビジネス Overseas Business
- その他事業 Other Businesses



連結貸借対照表(資産の部)

Consolidated Balance Sheets (Assets)

(単位:百万円 / Millions of yen)

| 資産の部 Assets | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|---|------------------|------------------|------------------|------------------|------------------|-------------------|
| 流動資産 Current assets | | | | | | |
| 現金預金 Cash and deposits | 195,239 | 212,808 | 325,834 | 343,358 | 584,635 | 545,106 |
| 受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts | 50,256 | 49,031 | 45,877 | 42,503 | 133,978 | 139,693 |
| 有価証券 Short-term investment securities | 2,798 | 1,399 | 589 | - | - | - |
| 棚卸資産 Inventories | 914,911 | 997,745 | 1,095,161 | 1,100,188 | 1,005,203 | 993,999 |
| 未成工事支出金 Costs on uncompleted construction contracts | 9,395 | 10,150 | 9,414 | 12,168 | 17,934 | 15,507 |
| 分譲建物 Buildings for sale | 301,125 | 321,682 | 369,124 | 393,538 | 342,594 | 360,506 |
| 分譲土地・未成分譲土地 Land for sale in lots and undeveloped land | 597,128 | 658,701 | 708,994 | 685,934 | 636,352 | 610,119 |
| その他流動資産 Other | 102,953 | 95,217 | 106,477 | 84,706 | 93,374 | 97,040 |
| 貸倒引当金 Allowance for doubtful accounts | △ 1,225 | △ 1,172 | △ 1,270 | △ 1,440 | △ 1,186 | △ 1,198 |
| 流動資産合計 Total current assets | 1,264,933 | 1,355,029 | 1,572,669 | 1,569,318 | 1,816,005 | 1,774,640 |
| 固定資産 Noncurrent assets | | | | | | |
| 有形固定資産 Property, plant and equipment | 533,175 | 563,682 | 552,814 | 530,394 | 510,556 | 515,051 |
| 建物及び構築物 Buildings and structures | 195,590 | 196,682 | 189,209 | 188,497 | 179,449 | 186,522 |
| 土地 Land | 311,431 | 325,073 | 322,502 | 304,370 | 284,769 | 284,194 |
| その他 Other | 26,153 | 41,926 | 41,101 | 37,526 | 46,337 | 44,335 |
| 無形固定資産 Intangible assets | 14,779 | 13,345 | 22,016 | 20,566 | 18,661 | 19,042 |
| 投資その他資産 Investments and other assets | 216,905 | 252,837 | 271,512 | 292,755 | 289,525 | 278,528 |
| 固定資産合計 Total noncurrent assets | 764,861 | 829,865 | 846,343 | 843,717 | 818,742 | 812,622 |
| 資産合計 Total assets | 2,029,794 | 2,184,895 | 2,419,012 | 2,413,035 | 2,634,748 | 2,587,263 |

連結貸借対照表(負債・純資産の部)

Consolidated Balance Sheets (Liabilities and net Assets)

(単位:百万円 / Millions of yen)

| 負債の部 Liabilities | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|---|------------------|------------------|------------------|------------------|------------------|-------------------|
| 流動負債 Current liabilities | | | | | | |
| 支払手形・工事未払金 Notes payable, accounts payable for construction contracts | 166,085 | 179,038 | 172,814 | 147,428 | 219,549 | 208,353 |
| 未成工事受入金 Advances received on uncompleted construction contracts | 117,253 | 129,783 | 142,690 | 156,605 | 241,805 | 235,970 |
| 短期社債 Short-term bonds payable | 60,000 | 35,000 | - | - | - | - |
| 短期借入金 Short-term loans payable | 146,188 | 150,863 | 209,707 | 239,472 | 166,486 | 178,952 |
| 1年内償還予定の社債 Current portion of bonds | - | 40,000 | 15,000 | 20,000 | 15,000 | 30,000 |
| 1年内償還予定の新株予約権付社債 Current portion of bonds with subscription rights to shares | 1,130 | - | - | - | - | - |
| 1年内返済予定の長期借入金 Current portion of long-term loans payable | 97,283 | 22,373 | 2,431 | 64,303 | 18,693 | 14,624 |
| 未払法人税等 Income taxes payable | 33,008 | 34,311 | 32,200 | 33,008 | 30,980 | 17,179 |
| その他 Other | 114,425 | 122,574 | 132,053 | 120,499 | 129,351 | 110,691 |
| 流動負債合計 Total current liabilities | 735,376 | 713,945 | 706,898 | 781,318 | 821,866 | 795,771 |
| 固定負債 Noncurrent liabilities | | | | | | |
| 社債 Bonds payable | 90,000 | 130,000 | 235,000 | 215,000 | 200,000 | 170,000 |
| 長期借入金 Long-term loans payable | 27,850 | 108,355 | 154,201 | 94,006 | 178,928 | 177,811 |
| その他 Other | 108,139 | 114,329 | 114,791 | 125,787 | 127,102 | 124,240 |
| 固定負債合計 Total noncurrent liabilities | 225,990 | 352,685 | 503,993 | 434,794 | 506,030 | 472,052 |
| 負債合計 Total liabilities | 961,366 | 1,066,630 | 1,210,891 | 1,216,112 | 1,327,897 | 1,267,824 |
| 純資産の部 Net assets | | | | | | |
| 株主資本 Shareholder's equity | 936,667 | 996,565 | 1,080,167 | 1,150,888 | 1,234,509 | 1,263,242 |
| その他の包括利益累計額 Accumulated other comprehensive income | 121,028 | 106,793 | 114,807 | 31,919 | 31,686 | 13,826 |
| 新株予約権 Stock subscription rights | 622 | 694 | 761 | 803 | 609 | 540 |
| 非支配株主持分 Non-controlling interests | 10,108 | 14,211 | 12,384 | 13,312 | 40,044 | 41,829 |
| 純資産合計 Total net assets | 1,068,428 | 1,118,264 | 1,208,121 | 1,196,923 | 1,306,850 | 1,319,438 |
| 負債・純資産合計 Total liabilities and net assets | 2,029,794 | 2,184,895 | 2,419,012 | 2,413,035 | 2,634,748 | 2,587,263 |

従業員数(連結) Number of Employees (Consolidated)

| 従業員数(連結) Number of Employees (Consolidated) | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|-------------|-------------|-------------|-------------|-------------|-------------------|
| 国内従業員数 In Japan | 22,662 | 22,888 | 23,325 | 23,655 | 26,258 | 26,939 |
| 海外従業員数 Overseas | 427 | 411 | 1,066 | 1,120 | 1,139 | 1,074 |
| 合計 Total | 23,089 | 23,299 | 24,391 | 24,775 | 27,397 | 28,013 |

設備投資額 Capital Expenditure

(単位:百万円/Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|-------------|-------------|-------------|-------------|-------------|-------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | |
| 戸建住宅事業 Custom detached houses | 2,628 | 3,952 | 3,325 | 3,734 | 3,209 | 1,580 |
| 賃貸住宅事業 Rental housing | 591 | 1,996 | 929 | 1,193 | 614 | 586 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | — | 1,096 |
| 小計 Subtotal | 3,219 | 5,949 | 4,255 | 4,927 | 3,824 | 3,262 |
| ストック型ビジネス Supplied Housing Business | | | | | | |
| リフォーム事業 Remodeling | 12 | 58 | 199 | 21 | 41 | 25 |
| 不動産フィー事業 Real estate management fees | 828 | 971 | 1,253 | 1,394 | 1,397 | 291 |
| 小計 Subtotal | 841 | 1,030 | 1,452 | 1,416 | 1,439 | 316 |
| 開発型ビジネス Development Business | | | | | | |
| 分譲住宅事業 Houses for sale | 600 | 901 | 841 | 788 | 725 | 407 |
| マンション事業 Condominiums | 28 | 53 | 2 | 25 | 23 | 20 |
| 都市再開発事業 Urban redevelopment | 72,317 | 82,598 | 52,742 | 45,603 | 60,155 | 26,214 |
| 小計 Subtotal | 72,946 | 83,553 | 53,586 | 46,417 | 60,903 | 26,643 |
| 国際ビジネス(国際事業) Overseas Business | 331 | 4,112 | 5,473 | 921 | 1,975 | 410 |
| その他事業 Other Businesses | 41 | 70 | 63 | 175 | 350 | 12 |
| 事務管理部門 Back Office | 3,878 | 3,560 | 3,967 | 4,821 | 4,761 | 3,384 |
| 合計 Total | 81,258 | 98,277 | 68,799 | 58,680 | 73,255 | 34,029 |

FY 2020 (plan) 90,000

投資計画 進捗状況 Status of Investment Plan

(単位:億円/100 Millions of yen)

| 【第5次中期経営計画】投資計画進捗状況 [Fifth Mid-term Management Plan] Status of Investment Plan | | Fiscal 2020 2Q | 累計実績 Cumulative total |
|--|--|-------------------|--------------------------|
| 国内 In Japan | | 1,072 | 1,072 |
| 海外 Overseas | | 994 | 994 |
| 合計 Total | | 2,067 | 2,067 |

減価償却実施額 Depreciation Expense

(単位:百万円/Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|-------------|-------------|-------------|-------------|-------------|-------------------|
| 請負型ビジネス Built-to-Order Business | | | | | | |
| 戸建住宅事業 Custom detached houses | 4,506 | 4,319 | 3,941 | 3,899 | 3,727 | 1,716 |
| 賃貸住宅事業 Rental housing | 2,735 | 2,866 | 2,588 | 2,463 | 2,131 | 856 |
| 建築・土木事業 Architectural / Civil engineering | — | — | — | — | — | 658 |
| 小計 Subtotal | 7,242 | 7,185 | 6,530 | 6,363 | 5,858 | 3,231 |
| ストック型ビジネス Supplied Housing Business | | | | | | |
| リフォーム事業 Remodeling | 94 | 92 | 112 | 116 | 141 | 51 |
| 不動産フィー事業 Real estate management fees | 885 | 908 | 978 | 756 | 704 | 378 |
| 小計 Subtotal | 980 | 1,000 | 1,090 | 873 | 846 | 429 |
| 開発型ビジネス Development Business | | | | | | |
| 分譲住宅事業 Houses for sale | 1,141 | 1,063 | 1,161 | 1,108 | 980 | 521 |
| マンション事業 Condominiums | 19 | 23 | 32 | 14 | 10 | 5 |
| 都市再開発事業 Urban redevelopment | 10,214 | 9,753 | 8,907 | 8,419 | 7,645 | 3,686 |
| 小計 Subtotal | 11,375 | 10,840 | 10,100 | 9,543 | 8,636 | 4,214 |
| 国際ビジネス(国際事業) Overseas Business | 1,635 | 672 | 862 | 1,848 | 2,242 | 717 |
| その他事業 Other Businesses | 961 | 912 | 776 | 769 | 1,077 | 364 |
| 事務管理部門 Back Office | 2,243 | 2,512 | 2,621 | 2,757 | 2,858 | 1,494 |
| 合計 Total | 24,438 | 23,125 | 21,983 | 22,155 | 21,518 | 10,452 |

FY 2020 (plan) 22,000

会社別の概要 Summary of Subsidiaries and Affiliates

(単位:百万円/Millions of yen)

| 会社名 Company name | 決算期 Accounting term | 売上高 Net sales | 売上総利益 Gross profit | 販管費 SG&A | 営業利益 Operating income | 経常利益 Ordinary income | 特別利益 Extraordinary income | 特別損失 Extraordinary loss | 親会社株主に 帰属する 四半期純利益 Profit attributable to owners of parent | 総資産 Total assets | 純資産 Net assets |
|--|------------------------|------------------|-----------------------|-------------|--------------------------|-------------------------|------------------------------|----------------------------|--|------------------------|-------------------|
| 積水ハウス Sekisui House | Fiscal 2019 | 1,202,918 | 239,636 | 164,705 | 74,930 | 103,978 | 5,276 | 20,725 | 66,181 | 1,580,475 | 867,282 |
| | Fiscal 2019 2Q | 626,200 | 122,022 | 81,244 | 40,778 | 65,808 | — | 494 | 52,439 | 1,613,934 | 885,887 |
| | Fiscal 2020 2Q | 517,115 | 108,925 | 79,011 | 29,914 | 56,352 | — | 673 | 46,693 | 1,523,311 | 874,989 |
| 積水ハウス不動産グループ※ 13社 13 Sekisui House Real Estate Group Companies | Fiscal 2019 | 645,800 | 108,295 | 47,843 | 60,452 | 60,599 | 44 | 150 | 41,417 | 377,840 | 241,579 |
| | Fiscal 2019 2Q | 318,548 | 53,764 | 23,856 | 29,908 | 30,080 | 43 | 85 | 20,672 | 348,338 | 220,835 |
| | Fiscal 2020 2Q | 328,764 | 55,534 | 26,315 | 29,218 | 29,438 | 4 | 351 | 20,004 | 381,699 | 245,866 |
| 積和建設 17社 17 Sekiwa Construction companies | Fiscal 2019 | 279,434 | 21,172 | 9,584 | 11,587 | 12,023 | 4 | 644 | 7,289 | 110,452 | 76,091 |
| | Fiscal 2019 2Q | 141,913 | 11,248 | 4,722 | 6,526 | 6,714 | 3 | 243 | 4,208 | 109,276 | 73,010 |
| | Fiscal 2020 2Q | 121,016 | 7,555 | 3,672 | 3,883 | 4,081 | 2 | 20 | 2,588 | 101,360 | 74,455 |
| 積水ハウスのリフォーム 3社 3 Sekisui House Remodeling companies | Fiscal 2019 | 76,618 | 20,242 | 14,604 | 5,638 | 5,796 | — | 6 | 3,725 | 39,368 | 25,364 |
| | Fiscal 2019 2Q | 38,649 | 10,291 | 7,260 | 3,031 | 3,139 | — | 2 | 2,026 | 39,562 | 23,665 |
| | Fiscal 2020 2Q | 33,484 | 8,512 | 6,818 | 1,693 | 1,626 | — | 0 | 1,035 | 36,940 | 24,909 |
| 鳳ホールディングス※ 5社 5 Otori Holdings | Fiscal 2019 | 72,450 | 7,930 | 2,938 | 4,991 | 5,201 | 0 | 110 | 3,551 | 220,474 | 88,839 |
| | Fiscal 2019 2Q | — | — | — | — | — | — | — | — | — | — |
| | Fiscal 2020 2Q | 140,669 | 18,196 | 6,304 | 11,892 | 11,826 | 968 | 1,162 | 7,752 | 245,210 | 95,602 |
| その他 19社(国内子会社) 19 other companies (Domestic) | Fiscal 2019 | 24,695 | 7,230 | 4,555 | 2,674 | 2,661 | 12 | 73 | 1,578 | 18,975 | 10,910 |
| | Fiscal 2019 2Q | 11,977 | 3,538 | 2,250 | 1,287 | 1,284 | 12 | 67 | 689 | 16,671 | 9,950 |
| | Fiscal 2020 2Q | 13,725 | 2,222 | 2,847 | △ 625 | △ 605 | — | 19 | △ 909 | 19,475 | 10,100 |
| 海外子会社 229社 229 overseas companies | Fiscal 2019 | 392,071 | 78,869 | 35,229 | 43,640 | 39,896 | 22 | 11,238 | 12,668 | 952,732 | 467,469 |
| | Fiscal 2019 2Q | 209,677 | 45,865 | 16,136 | 29,729 | 27,756 | 3 | 41 | 15,939 | 933,329 | 480,334 |
| | Fiscal 2020 2Q | 141,062 | 30,938 | 15,689 | 15,249 | 16,008 | 3 | 41 | 11,848 | 931,014 | 464,011 |

※積和不動産各社は2020年2月1日より社名を積水ハウス不動産各社に変更しました。

* Sekiwa Real Estate companies have been renamed to Sekisui House Real Estate companies on February 1, 2020.

※鳳ホールディングスの2019年度の損益については、連結子会社化した第4四半期の3か月分です。

* The earnings of Otori Holdings, Co., Ltd. for fiscal year 2019 are for the fourth quarter (three months) after it became a consolidated subsidiary.

| | | | | | | | | | | | |
|---------------------------------|-----------------------|-----------|---------|---------|---------|----------|--------|----------|----------|-----------|-----------|
| 連結会社全体 Gross | Fiscal 2019 | 2,693,989 | 483,377 | 279,460 | 203,916 | 230,157 | 5,360 | 32,948 | 136,414 | 3,300,318 | 1,777,536 |
| | Fiscal 2019 2Q | 1,346,965 | 246,732 | 135,470 | 111,261 | 134,784 | 63 | 935 | 95,977 | 3,061,112 | 1,693,684 |
| | Fiscal 2020 2Q | 1,295,837 | 231,886 | 140,660 | 91,226 | 118,728 | 978 | 2,270 | 89,013 | 3,239,012 | 1,789,935 |
| 連結消去 Eliminations and others | Fiscal 2019 | △ 278,802 | △ 5,340 | △ 6,680 | 1,340 | △ 16,251 | 7,596 | △ 17,469 | 4,842 | △ 665,570 | △ 470,686 |
| | Fiscal 2019 2Q | △ 139,130 | △ 1,297 | △ 3,077 | 1,780 | △ 18,230 | △ 63 | △ 102 | △ 18,532 | △ 632,115 | △ 462,891 |
| | Fiscal 2020 2Q | △ 127,851 | △ 1,436 | △ 2,854 | 1,417 | △ 28,057 | △ 978 | △ 810 | △ 29,570 | △ 651,748 | △ 470,496 |
| 連結決算 Consolidated | Fiscal 2019 | 2,415,186 | 478,036 | 272,780 | 205,256 | 213,905 | 12,956 | 15,479 | 141,256 | 2,634,748 | 1,306,850 |
| | Fiscal 2019 2Q | 1,207,835 | 245,434 | 132,393 | 113,041 | 116,554 | — | 833 | 77,444 | 2,428,996 | 1,230,792 |
| | Fiscal 2020 2Q | 1,167,986 | 230,450 | 137,805 | 92,644 | 90,671 | — | 1,460 | 59,442 | 2,587,263 | 1,319,438 |

| | | | | | | | | | | | |
|---|-----------------------|------|------|------|------|------|------|------|------|------|------|
| 連単倍率 Consolidated / Non-Consolidated | Fiscal 2019 | 2.01 | 1.99 | 1.66 | 2.74 | 2.06 | 2.46 | 0.75 | 2.13 | 1.67 | 1.51 |
| | Fiscal 2019 2Q | 1.93 | 2.01 | 1.63 | 2.77 | 1.77 | — | 1.69 | 1.48 | 1.51 | 1.39 |
| | Fiscal 2020 2Q | 2.26 | 2.12 | 1.74 | 3.10 | 1.61 | — | 2.17 | 1.27 | 1.70 | 1.51 |

営業拠点数 Number of Sales Offices

| 積水ハウス Sekisui House, Ltd. | | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|--|-------------|-------------|-------------|-------------|-------------|----------------|
| 支店 Branch | | 123 | 122 | 123 | 115 | 118 | 119 |
| カスタマーセンター Customers Center | | 29 | 29 | 29 | 29 | 30 | 30 |
| 展示場 Display Home | | 409 | 395 | 386 | 370 | 345 | 337 |
| 積水ハウスのリフォーム3社 3 Sekisui House Remodeling companies | | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
| 営業所 Branch | | 41 | 41 | 41 | 41 | 41 | 40 |

販売用不動産(土地・建物)用途別保有残高

Real Estate for the Sale (Land, Building) by Use

(単位:百万円/Millions of yen)

| 販売用土地推移(連結) Trend in land for sale In lots and undeveloped land for sale(Consolidated) | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|---|----------------|----------------|----------------|----------------|----------------|-------------------|
| 新規受入 New acceptance | 207,001 | 260,684 | 259,999 | 231,941 | 211,554 | 78,260 |
| 当期売上(原価ベース) Sales (Cost base) | 142,124 | 191,677 | 206,361 | 244,314 | 255,073 | 104,387 |
| 評価損 Loss on evaluation | 4,146 | 7,433 | 3,344 | 10,687 | 6,064 | 106 |
| 販売用土地期末残高 Balance at the end of the fiscal year | 597,128 | 658,701 | 708,994 | 685,934 | 636,352 | 610,119 |

(単位:百万円/Millions of yen)

| 販売用土地(分譲土地・未成分譲土地)用途別内訳 Details of land for sale in lots and undeveloped land for sale by use | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|----------------|----------------|----------------|----------------|----------------|-------------------|
| 分譲住宅事業 Houses for sale | 131,688 | 118,158 | 114,538 | 114,781 | 106,914 | 113,686 |
| マンション事業 Condominiums | 117,287 | 113,708 | 119,569 | 117,752 | 97,781 | 97,636 |
| 都市再開発事業 Urban redevelopment | 37,535 | 54,555 | 44,463 | 30,473 | 39,792 | 31,891 |
| 国際事業 Overseas Business | 310,616 | 372,280 | 430,423 | 422,927 | 391,863 | 366,904 |
| 合計 Total | 597,128 | 658,701 | 708,994 | 685,934 | 636,352 | 610,119 |

(単位:百万円/Millions of yen)

| 分譲建物用途別内訳 Details of buildings for sale by use | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|---|----------------|----------------|----------------|----------------|----------------|-------------------|
| 分譲住宅事業 Houses for sale | 15,223 | 7,009 | 7,631 | 8,841 | 6,676 | 5,456 |
| マンション事業 Condominiums | 26,229 | 39,031 | 49,927 | 47,038 | 39,256 | 41,865 |
| 都市再開発事業 Urban redevelopment | 19,046 | 18,966 | 29,003 | 16,589 | 11,136 | 16,226 |
| 国際事業 Overseas Business | 240,626 | 256,675 | 282,562 | 321,068 | 285,525 | 296,957 |
| 合計 Total | 301,125 | 321,682 | 369,124 | 393,538 | 342,594 | 360,506 |

リフォーム事業 売上高内訳
Remodeling Business - Sales Breakdown

(単位:百万円/Millions of yen)

| リフォーム事業 内訳 Remodeling Business - Sales Breakdown | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|---|-------------|-------------|-------------|-------------|-------------|----------------|
| 当社戸建住宅 Houses built by us | 72,320 | 69,568 | 67,895 | 70,272 | 76,618 | 33,484 |
| 当社賃貸住宅 Rental apartments built by us | 35,970 | 39,182 | 41,742 | 42,513 | 43,753 | 21,669 |
| 一般住宅 Houses not built by us | 18,400 | 17,045 | 17,062 | 17,113 | 18,271 | 6,596 |
| その他 Other | 7,768 | 7,703 | 10,144 | 11,518 | 14,087 | 7,228 |

積水ハウス不動産借り上げ入居率・管理室数
Trend in Sekisui House Real Estate Block Leasing Operation

| 入居率※ Occupancy rate | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|------------------------|-------------|-------------|-------------|-------------|-------------|----------------|
| | 96.5% | 96.5% | 96.7% | 97.8% | 97.7% | 97.7% |

(単位:戸/Units)

| 管理室数 Units under management | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|----------------|
| | 565,471 | 584,096 | 601,582 | 619,494 | 639,780 | 650,281 |

※入居率については、従来「月末時点」の数値を公表しておりましたが、2018年より「月内」の数値を表示しております。

※In terms of occupancy rates, while we had published the data as of the end of the month, we have presented the data during the month from this fiscal 2018.

マンション 完成在庫の状況(個別)
Number of completed condominiums units (Non-consolidated)

(単位:戸/Units)

| 期末完成在庫 Number of completed condominiums units as of year-end | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|---|-------------|-------------|-------------|-------------|-------------|----------------|
| | 33 | 74 | 0 | 186 | 78 | 84 |

都市再開発事業 売上高/利益 内訳(連結)
Urban Redevelopment Business - Breakdown of sales and profits (Consolidated)

(単位:百万円/Millions of yen)

| | Fiscal 2015 | | Fiscal 2016 | | Fiscal 2017 | | Fiscal 2018 | | Fiscal 2019 | | Fiscal 2020 2Q | |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|--------------|
| | 売上高 Sales | 利益 Profit | 売上高 Sales | 利益 Profit | 売上高 Sales | 利益 Profit | 売上高 Sales | 利益 Profit | 売上高 Sales | 利益 Profit | 売上高 Sales | 利益 Profit |
| 物件売却 Property sale | 49,260 | 15,189 | 86,760 | 16,865 | 57,895 | 9,984 | 126,948 | 32,399 | 88,950 | 11,394 | 30,744 | 8,449 |
| 賃貸他 Leasing and other | 43,778 | 9,558 | 43,731 | 6,549 | 45,882 | 7,010 | 46,443 | 8,004 | 42,970 | 5,651 | 15,814 | 1,107 |
| 都市再開発事業 合計 Total | 93,038 | 24,747 | 130,491 | 23,414 | 103,777 | 16,994 | 173,391 | 40,403 | 131,920 | 17,045 | 46,558 | 9,556 |

主な都市再開発プロジェクトの概要(個別)
Summary of Major Development Projects

| | 所在地 Location | 概要 Notes | 敷地面積 Area(approx.) | 延床面積 Floor Space (approx.) | 当社持分 Our Stake |
|---|-------------------------|------------------------------------|-----------------------|-------------------------------|-------------------|
| 保有物件 Properties that Sekisui House hold | | | | | |
| グランフロント大阪 Grand Front Osaka | 大阪市 Osaka | オフィス、マンション等 Office, Condos, etc | 約37,900㎡ | 約483,600㎡ | 10.0% |
| ザ・リッツ・カールトン京都 The Ritz Carlton Kyoto | 京都市 Kyoto | ホテル Hotel | 約5,900㎡ | 約24,700㎡ | 51.0% |
| 赤坂ガーデンシティ Akasaka Garden City | 東京都 港区 Minato, Tokyo | オフィスビル Office Building | 約6,900㎡ | 約48,100㎡ | 22.9% |
| 開発中物件 Properties that Sekisui House developed | | | | | |
| 国際赤坂ビル Kokusai Akasaka Building | 東京都 港区 Minato, Tokyo | 解体中 | 約6,000㎡ | — | 50.0% |
| フレイザーズスイート赤坂東京 Fraser Suites Akasaka Tokyo | 東京都 港区 Minato, Tokyo | サービスアパートメント Serviced Apartments | 約2,200㎡ | 約14,500㎡ | 100.0% |
| W OSAKA | 大阪市 Osaka | ホテル Hotel | 約2,800㎡ | 約35,900㎡ | 100.0% |
| みなとみらい44街区計画 Minato Mirai Block 44 Project | 横浜市 Yokohama | ホテル Hotel | 約9,600㎡ | 約65,900㎡ | 100.0% |

売上高の状況（個別） The State of Sales (Non-Consolidated)

(単位:百万円/Millions of yen)

| | Fiscal 2017 | | | Fiscal 2018 | | | Fiscal 2019 | | | Fiscal 2019 2Q | | | Fiscal 2020 2Q | | |
|--|-----------------|---------------|------------------|-----------------|---------------|------------------|-----------------|---------------|------------------|-----------------|---------------|----------------|-----------------|---------------|----------------|
| | 棟数 Buildings | 戸数 Units | 金額 Amounts | 棟数 Buildings | 戸数 Units | 金額 Amounts | 棟数 Buildings | 戸数 Units | 金額 Amounts | 棟数 Buildings | 戸数 Units | 金額 Amounts | 棟数 Buildings | 戸数 Units | 金額 Amounts |
| 戸建住宅事業 Custom Detached Houses | | | | | | | | | | | | | | | |
| 鉄骨戸建 Steel frame | 5,805 | 6,995 | 239,499 | 5,231 | 6,274 | 226,723 | 5,612 | 6,806 | 247,377 | 2,802 | 3,397 | 127,506 | 2,102 | 2,602 | 96,312 |
| シャウッド戸建 Wood frame | 3,034 | 3,062 | 119,382 | 3,024 | 3,051 | 119,980 | 3,181 | 3,234 | 127,394 | 1,569 | 1,608 | 66,495 | 1,257 | 1,268 | 53,747 |
| 小計 Subtotal | 8,839 | 10,057 | 358,882 | 8,255 | 9,325 | 346,703 | 8,793 | 10,040 | 374,771 | 4,371 | 5,005 | 194,001 | 3,359 | 3,870 | 150,060 |
| 賃貸住宅事業 Built-to-Order Rental Housing シャームゾン Low-rise apartments | 4,233 | 30,491 | 401,625 | 3,683 | 27,412 | 364,762 | 3,438 | 25,365 | 363,981 | 1,767 | 13,000 | 174,652 | 1,580 | 11,864 | 177,001 |
| 建築・土木事業 Architectural / Civil engineering | 106 | 2,446 | 53,511 | 91 | 2,089 | 58,309 | 128 | 2,433 | 55,462 | 66 | 1,805 | 25,182 | 47 | 1,410 | 23,256 |
| 分譲住宅事業 Houses for Sale | | | | | | | | | | | | | | | |
| 鉄骨戸建 Steel frame | 1,406 | 1,661 | 51,561 | 1,264 | 1,396 | 45,308 | 1,260 | 1,811 | 47,904 | 627 | 1,032 | 25,389 | 543 | 588 | 18,754 |
| シャウッド戸建 Wood frame | 962 | 990 | 29,714 | 914 | 915 | 30,579 | 754 | 755 | 25,798 | 404 | 405 | 13,240 | 368 | 368 | 12,226 |
| 土地 Land | — | — | 52,996 | — | — | 48,790 | — | — | 51,903 | — | — | 32,775 | — | — | 19,388 |
| 小計 Subtotal | 2,368 | 2,651 | 134,272 | 2,178 | 2,311 | 124,678 | 2,014 | 2,566 | 125,606 | 1,031 | 1,437 | 71,404 | 911 | 956 | 50,369 |
| 分譲マンション事業 Condominiums | | | | | | | | | | | | | | | |
| 分譲マンション建物 Condominiums | 17 | 1,085 | 46,442 | 15 | 1,261 | 49,167 | 15 | 1,645 | 57,980 | 7 | 587 | 21,186 | 6 | 919 | 23,516 |
| 分譲マンション土地 Land | — | — | 26,212 | — | — | 30,238 | — | — | 36,570 | — | — | 11,491 | — | — | 16,248 |
| 小計 Subtotal | 17 | 1,085 | 72,655 | 15 | 1,261 | 79,406 | 15 | 1,645 | 94,550 | 7 | 587 | 32,677 | 6 | 919 | 39,764 |
| 都市再開発事業 Urban Redevelopment | — | — | 63,119 | — | — | 113,411 | — | — | 94,196 | — | — | 81,742 | — | — | 32,660 |
| その他 Other Businesses | | | | | | | | | | | | | | | |
| エクステリア Exteriors | — | — | 67,817 | — | — | 65,526 | — | — | 70,815 | — | — | 35,185 | — | — | 32,389 |
| その他 Other | — | — | 17,787 | — | — | 19,722 | — | — | 23,532 | — | — | 11,353 | — | — | 11,612 |
| 小計 Subtotal | — | — | 85,605 | — | — | 85,248 | — | — | 94,348 | — | — | 46,538 | — | — | 44,002 |
| 合計 Total | 15,563 | 46,730 | 1,169,671 | 14,222 | 42,398 | 1,172,519 | 14,388 | 42,049 | 1,202,918 | 7,242 | 21,834 | 626,200 | 5,903 | 19,019 | 517,115 |

受注高の状況（個別） The State of Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

| | Fiscal 2017 | | Fiscal 2018 | | Fiscal 2019 | | Fiscal 2019 2Q | | Fiscal 2020 2Q | |
|--|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|----------------|-----------------|----------------|
| | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts |
| 戸建住宅事業 Custom Detached Houses | | | | | | | | | | |
| 鉄骨戸建 Steel frame | 5,537 | 230,198 | 5,666 | 245,849 | 4,724 | 216,859 | 2,656 | 123,319 | 1,943 | 89,508 |
| シャウッド戸建 Wood frame | 3,033 | 119,902 | 3,208 | 126,602 | 2,791 | 114,389 | 1,475 | 60,604 | 1,465 | 59,305 |
| 小計 Subtotal | 8,570 | 350,101 | 8,874 | 372,451 | 7,515 | 331,249 | 4,131 | 183,924 | 3,408 | 148,813 |
| 賃貸住宅事業 Built-to-Order Rental Housing シャームゾン Low-rise apartments | 4,068 | 395,218 | 3,531 | 377,276 | 3,272 | 395,436 | 1,730 | 204,828 | 1,383 | 179,414 |
| 建築・土木事業 Architectural / Civil engineering | 160 | 71,995 | 113 | 55,630 | 106 | 49,397 | 70 | 26,704 | 37 | 18,067 |
| 分譲住宅事業 Houses for Sale | | | | | | | | | | |
| 鉄骨戸建 Steel frame | 1,349 | 51,223 | 1,261 | 47,005 | 1,206 | 44,057 | 691 | 25,221 | 522 | 18,804 |
| シャウッド戸建 Wood frame | 861 | 28,436 | 926 | 30,390 | 737 | 25,297 | 385 | 13,249 | 412 | 14,601 |
| 土地 Land | — | 51,426 | — | 52,783 | — | 47,753 | — | 30,301 | — | 21,054 |
| 小計 Subtotal | 2,210 | 131,086 | 2,187 | 130,179 | 1,943 | 117,108 | 1,076 | 68,771 | 934 | 54,459 |
| 分譲マンション事業 Condominiums | | | | | | | | | | |
| 分譲マンション建物 Condominiums | — | 65,650 | — | 47,696 | — | 45,780 | — | 22,737 | — | 15,754 |
| 分譲マンション土地 Land | — | 38,523 | — | 30,761 | — | 22,968 | — | 10,910 | — | 9,888 |
| 小計 Subtotal | — | 104,173 | — | 78,458 | — | 68,748 | — | 33,647 | — | 25,642 |
| 都市再開発事業 Urban Redevelopment | — | 88,419 | — | 88,111 | — | 124,482 | — | 92,842 | — | 13,474 |
| その他 Other Businesses | | | | | | | | | | |
| エクステリア Exteriors | — | 67,893 | — | 69,603 | — | 74,232 | — | 41,311 | — | 27,715 |
| その他 Other | — | 17,629 | — | 20,597 | — | 23,702 | — | 11,403 | — | 10,856 |
| 小計 Subtotal | — | 85,522 | — | 90,201 | — | 97,934 | — | 52,715 | — | 38,571 |
| 合計 Total | 15,008 | 1,226,517 | 14,705 | 1,192,309 | 12,836 | 1,184,358 | 7,007 | 663,435 | 5,762 | 478,444 |

受注残高の状況(個別)

The State of Accumulated Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

| | Fiscal 2017 | | Fiscal 2018 | | Fiscal 2019 | | Fiscal 2019 2Q | | Fiscal 2020 2Q | |
|---|-----------------|----------------|-----------------|----------------|-----------------|----------------|-----------------|----------------|-----------------|----------------|
| | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts |
| 戸建住宅事業 Custom Detached Houses | | | | | | | | | | |
| 鉄骨戸建 Steel frame | 3,310 | 131,875 | 3,745 | 151,001 | 2,857 | 120,483 | 3,599 | 146,814 | 2,698 | 113,679 |
| シャワーウッド戸建 Wood frame | 1,771 | 62,044 | 1,955 | 68,666 | 1,565 | 55,662 | 1,861 | 62,775 | 1,773 | 61,220 |
| 小計 Subtotal | 5,081 | 193,919 | 5,700 | 219,667 | 4,422 | 176,145 | 5,460 | 209,590 | 4,471 | 174,899 |
| 賃貸住宅事業 Built-to-Order Rental Housing | 3,317 | 291,062 | 3,573 | 347,130 | 3,407 | 378,585 | 3,536 | 377,307 | 3,210 | 380,999 |
| シヤーマンソン Low-rise | | | | | | | | | | |
| 建築・土木事業 Architectural / Civil engineering | 523 | 116,615 | 137 | 70,383 | 115 | 64,318 | 141 | 71,905 | 105 | 59,129 |
| 分譲住宅事業 Houses for Sale | | | | | | | | | | |
| 鉄骨戸建 Steel frame | 593 | 18,897 | 590 | 20,593 | 536 | 16,746 | 654 | 20,425 | 515 | 16,797 |
| シャワーウッド戸建 Wood frame | 327 | 9,528 | 339 | 9,340 | 322 | 8,838 | 320 | 9,349 | 366 | 11,213 |
| 土地 Land | — | 9,908 | — | 13,901 | — | 9,751 | — | 11,427 | — | 11,417 |
| 小計 Subtotal | 920 | 38,334 | 929 | 43,835 | 858 | 35,337 | 974 | 41,202 | 881 | 39,427 |
| 分譲マンション事業 Condominiums | | | | | | | | | | |
| 分譲マンション建物 Condominiums | — | 72,049 | — | 70,578 | — | 58,377 | — | 72,128 | — | 50,615 |
| 分譲マンション土地 Land | — | 42,244 | — | 42,768 | — | 29,166 | — | 42,187 | — | 22,806 |
| 小計 Subtotal | — | 114,293 | — | 113,346 | — | 87,544 | — | 114,315 | — | 73,422 |
| 都市再開発事業 Urban Redevelopment | — | — | — | — | — | 30,285 | — | 11,100 | — | 11,100 |
| その他 Other Businesses | | | | | | | | | | |
| エクステリア Exteriors | — | 43,204 | — | 47,281 | — | 50,697 | — | 53,407 | — | 46,023 |
| その他 Other | — | 1,088 | — | 1,964 | — | 2,134 | — | 2,014 | — | 1,378 |
| 小計 Subtotal | — | 44,293 | — | 49,245 | — | 52,832 | — | 55,422 | — | 47,401 |
| 合計 Total | 9,841 | 823,818 | 10,339 | 843,608 | 8,802 | 825,048 | 10,111 | 880,843 | 8,667 | 786,377 |

積水ハウス ノイエ 売上高/棟数 推移

Trend in Sales of "Sekisui House noie"

(単位:百万円/Millions of yen)

| 積水ハウス ノイエ※ 推移 Trend in Sales of "Sekisui House noie" | Fiscal 2017 | | Fiscal 2018 | | Fiscal 2019 | | Fiscal 2019 2Q | | Fiscal 2020 2Q | |
|---|-----------------|---------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|
| | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts | 棟数 Buildings | 金額 Amounts |
| | | 507 | 12,289 | 454 | 11,241 | 528 | 16,224 | 275 | 7,776 | 294 |

※積和建設グループの請負事業を含めています。

*Including earnings from built-to-order business of Sekiwa Construction companies.

当社住宅の傾向

Trend in Housing Constructed by Sekisui House

(単位:千円/Thousands of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2020 2Q |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 請負住宅* | | | | | | |
| Built-to-order detached Houses | | | | | | |
| 1棟当たり売上金額 Sales per detached house | 37,002 | 37,292 | 38,074 | 38,753 | 39,935 | 40,812 |
| 1棟当たり面積 Floor area per detached house | 140.43 m ² | 138.63 m ² | 137.94 m ² | 138.03 m ² | 137.68 m ² | 135.46 m ² |
| 3.3㎡当たり売上金額 Sales per 3.3m ² of detached house | 870 | 889 | 912 | 928 | 958 | 995 |
| 分譲住宅(建売)建物部分* | | | | | | |
| Built for sale houses without land | | | | | | |
| 1棟当たり売上金額 Sales per built for sale house | 30,845 | 31,805 | 30,887 | 32,807 | 31,157 | 31,754 |
| 1棟当たり面積 Floor area per built for sale house | 121.20 m ² | 118.19 m ² | 117.22 m ² | 120.44 m ² | 116.73 m ² | 115.78 m ² |
| 賃貸住宅 | | | | | | |
| Built-to-order low-rise apartments | | | | | | |
| 1棟当たり売上金額 Sales per building | 76,771 | 83,612 | 93,959 | 100,194 | 102,415 | 113,605 |
| 1棟当たり面積 Floor area per building | 366.10 m ² | 385.19 m ² | 418.35 m ² | 432.28 m ² | 427.67 m ² | 453.05 m ² |
| 3.3㎡当たり売上金額 Sales per 3.3m ² of rental housing | 693 | 717 | 742 | 766 | 791 | 828 |
| 土地 | | | | | | |
| Land | | | | | | |
| 1区画当たり売上金額 Sales per land | 18,083 | 18,376 | 18,821 | 17,558 | 18,357 | 18,126 |
| 1区画当たり面積 Area per land | 203.27 m ² | 197.92 m ² | 209.06 m ² | 205.96 m ² | 205.84 m ² | 197.21 m ² |

※戸建住宅は、鉄骨・シャーウッドの新築物件のみを対象。また、売建分譲による建物分については、ここでは請負戸建に含めています(RC、リフォームは含めず)。

※Detached houses consist of newly build houses with steel-frame and wood-frame. Built to Order houses on lands sold are also included in detached houses.(RC and remodeling excluded.)

契約(受注)顧客特性推移(個別)

Item-wise Ratios of House Buyers (Non-Consolidated)

| | Fiscal 2015 | | Fiscal 2016 | | Fiscal 2017 | | Fiscal 2018 | | Fiscal 2019 | | Fiscal 2020 | |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | 15.02-15.07 | 15.08-16.01 | 16.02-16.07 | 16.08-17.02 | 17.02-17.07 | 17.08-18.02 | 18.02-18.07 | 18.08-19.01 | 19.02-19.07 | 19.08-20.01 | 20.02-20.07 | 20.08-21.01 |
| 自己資金比率 Buyers own funds as against total amount | 36.1% | 35.8% | 31.1% | 32.3% | 30.0% | 31.1% | 28.2% | 31.2% | 29.6% | 27.4% | 23.2% | |
| 建替比率 Percentage of re-builders | 28.8% | 30.2% | 30.1% | 29.1% | 28.4% | 30.6% | 27.8% | 33.2% | 28.4% | 26.4% | 22.0% | |
| 二世帯住宅 Percentage of two-generation duplex | 18.7% | 17.1% | 17.4% | 17.1% | 16.4% | 17.5% | 15.1% | 16.1% | 14.7% | 13.2% | 12.0% | |
| 紹介比率(戸建のみ) Percentage of referral orders (Detached Houses) | 26.7% | 22.2% | 21.2% | 19.7% | 18.2% | 17.5% | 17.1% | 17.3% | 15.8% | 18.6% | 19.6% | |
| 紹介比率(集合住宅含む) Percentage of referral orders (Include Apartment) | 42.7% | 40.8% | 38.1% | 37.3% | 36.1% | 34.5% | 35.1% | 33.9% | 33.2% | 34.8% | 34.8% | |
| 展示場比率 Percentage of buyers who decided to buy on tour to display home | 66.1% | 71.9% | 74.6% | 75.8% | 77.9% | 79.5% | 79.8% | 79.9% | 81.2% | 77.3% | 75.0% | |
| 坪単価(千円) Unit price per 3.3m ² (Thousands of yen) | 844 | 851 | 868 | 875 | 890 | 888 | 901 | 908 | 941 | 965 | 976 | |
| 給与所得者割合 Percentage of company employees | 55.3% | 54.1% | 55.3% | 53.6% | 56.0% | 54.7% | 56.7% | 53.3% | 55.6% | 54.3% | 53.9% | |

国際事業 業績推移

Changes in Business Results of the Overseas Business

(単位:億円/100 Millions of yen)

| | Fiscal 2015 | Fiscal 2016 | Fiscal 2017 | Fiscal 2018 | Fiscal 2019 | Fiscal 2019 2Q | Fiscal 2020 2Q | Fiscal 2020 (plan) |
|--|-------------|-------------|-------------|-------------|-------------|-------------------|-------------------|-----------------------|
| 国際事業 Overseas Business | | | | | | | | |
| 売上高 Net sales | 895 | 1,821 | 3,067 | 2,459 | 3,898 | 2,089 | 1,405 | 3,500 |
| 営業利益 Operating income | △ 56 | 251 | 297 | 163 | 445 | 301 | 156 | 349 |
| 経常利益 Ordinary income | △ 3 | 274 | 287 | 181 | 463 | 296 | 172 | 370 |
| 投資残高 Investment balance | 6,037 | 6,940 | 7,829 | 8,298 | 7,490 | 7,578 | 7,326 | |
| 受注高 Orders | 1,470 | 1,588 | 3,164 | 2,375 | 5,008 | 2,860 | 1,604 | 3,000 |
| オーストラリア Australia | | | | | | | | |
| 売上高 Net sales | 330 | 452 | 615 | 419 | 234 | 76 | 100 | 367 |
| 営業利益 Operating income | 33 | 69 | 99 | △ 19 | △ 22 | △ 5 | 1 | 24 |
| 経常利益 Ordinary income | 28 | 67 | 100 | △ 18 | △ 23 | △ 6 | 1 | 24 |
| 投資残高 Investment balance | 896 | 1,590 | 1,576 | 1,363 | 1,403 | 1,396 | 1,403 | |
| 受注高 Orders | 742 | 123 | 452 | 238 | 291 | 86 | 136 | 450 |
| 為替レート AUD/JPY Exchange rate | 90.98 | 81.69 | 86.06 | 82.58 | 76.12 | 77.79 | 71.84 | 73.00 |
| アメリカ USA | | | | | | | | |
| 売上高 Net sales | 506 | 951 | 2,071 | 1,666 | 3,091 | 1,797 | 896 | 2,263 |
| 営業利益 Operating income | 107 | 187 | 183 | 165 | 444 | 295 | 91 | 198 |
| 経常利益 Ordinary income | 109 | 182 | 164 | 139 | 412 | 271 | 90 | 193 |
| 投資残高 Investment balance | 2,153 | 2,736 | 4,003 | 4,790 | 4,445 | 4,177 | 4,610 | |
| 受注高 Orders | 627 | 1,027 | 2,348 | 1,639 | 3,357 | 1,986 | 1,311 | 2,185 |
| 為替レート USD/JPY Exchange rate | 120.99 | 110.30 | 112.39 | 110.57 | 109.37 | 110.12 | 108.43 | 107.00 |
| 中国 China | | | | | | | | |
| 売上高 Net sales | 57 | 416 | 379 | 373 | 571 | 215 | 407 | 870 |
| 営業利益 Operating income | △ 186 | 5 | 24 | 27 | 36 | 18 | 67 | 140 |
| 経常利益 Ordinary income | △ 182 | 3 | 25 | 33 | 62 | 22 | 78 | 154 |
| 投資残高 Investment balance | 2,564 | 2,185 | 1,929 | 1,656 | 1,168 | 1,487 | 847 | |
| 受注高 Orders | 100 | 437 | 363 | 496 | 1,358 | 787 | 156 | 365 |
| 為替レート CNY/JPY Exchange rate | 19.21 | 16.56 | 16.64 | 16.69 | 15.85 | 16.22 | 15.37 | 15.00 |
| シンガポール ※持分法 Singapore ※Accounted for by the equity method | | | | | | | | |
| 経常利益 Ordinary income | 51 | 30 | 7 | 38 | 66 | 16 | 11 | 18 |
| 投資残高 Investment balance | 423 | 427 | 319 | 488 | 438 | 482 | 429 | |
| 為替レート SGD/JPY Exchange rate | 88.14 | 79.56 | 81.44 | 81.94 | 80.18 | 81.01 | 77.84 | 77.00 |
| イギリス ※持分法 UK ※Accounted for by the equity method | | | | | | | | |
| 経常利益 Ordinary income | — | — | — | — | △ 4 | △ 1 | △ 4 | △ 6 |
| 投資残高 Investment balance | — | — | — | — | 34 | 34 | 34 | |
| 為替レート GBP/JPY Exchange rate | — | — | — | — | 139.57 | 142.07 | 136.97 | 136.00 |

国際事業 各国の進捗状況 Overseas Business / Current Status by Country

オーストラリア Australia

| 主要プロジェクト Main project | 竣工時期 Completion time | 総計画戸数/区画数 Total planned units/lots | 累積販売数 Units/Lots for sale | 累積契約数 Cumulative contracted |
|--|-------------------------|---------------------------------------|------------------------------|--------------------------------|
| マンション事業 計7プロジェクト Condominiums (total 7 projects) | | 15,895 戸 Units | 6,623 戸 Units | 6,165 戸 Units |
| ウエントワースポイント Wentworth Point (シドニー) (Sydney) | 2011.11- | 2,151 戸 Units | 2,151 戸 Units | 2,151 戸 Units |
| オーチャーズ The Orchards (シドニー) (Sydney) | 2018.4Q- | 1,300 戸 Units | 178 戸 Units | 110 戸 Units |
| ウェストビレッジ West Village (ブリスベン) (Brisbane) | 2018.4Q- | 1,244 戸 Units | 487 戸 Units | 358 戸 Units |
| サンクチュアリ Sanctuary (シドニー) (Sydney) | 2020.4Q- | 2,000 戸 Units | 364 戸 Units | 237 戸 Units |
| メルローズパーク Melrose Park (シドニー) (Sydney) | 2020.4Q- | 6,400 戸 Units | 641 戸 Units | 507 戸 Units |
| 宅地開発事業 計2プロジェクト Housing land development (total 2 projects) | | 4,620 区画 Lots | 2,119 区画 Lots | 1,925 区画 Lots |
| ヘリミテージ The Hermitage (シドニー) (Sydney) | - | 1,820 区画 Lots | 1,305 区画 Lots | 1,243 区画 Lots |
| エコ リパリー Ecco Ripley (ブリスベン) (Brisbane) | - | 2,800 区画 Lots | 814 区画 Lots | 682 区画 Lots |

アメリカ USA

| 主要地域 Main region | 総計画区画数 Total planned lots | 累積売上区画数 Cumulative sales |
|--|----------------------------------|------------------------------------|
| コミュニティ開発事業 計37プロジェクト Master-planned community business (total 37 projects) | 70,183 区画 Lots | 31,962 区画 Lots |
| 中央部 Central | 24,547 区画 Lots | 14,688 区画 Lots |
| 東部 East | 27,399 区画 Lots | 13,457 区画 Lots |
| 北西部 North West | 12,656 区画 Lots | 3,318 区画 Lots |
| 賃貸住宅開発事業 計34プロジェクト Multifamily business (Rental residence development) (total 34 projects) | 完了プロジェクト Completed Projects | 15 PJs |
| 住宅販売事業 (ウッドサイドホームズ社 売上戸数) Homebuilding (Units sold for Woodside Homes Company, LLC) | Fiscal 2019 2Q 828 戸 Units | Fiscal 2020 2Q 1,022 戸 Units |

中国 China

| 主要プロジェクト Main project | 竣工時期 Completion time | 総計画戸数 Total planned units | 累積販売数 Units for sale | 累積契約数 Cumulative contracted |
|---|-------------------------|------------------------------|-------------------------|--------------------------------|
| 中国事業 計6プロジェクト Condominiums + town house (total 6 projects) | | 6,693 戸 Units | 6,673 戸 Units | 5,971 戸 Units |
| 江蘇省蘇州市 Suzhou Jiangsu | 2016.03- | 3,234 戸 Units | 3,234 戸 Units | 3,217 戸 Units |
| 江蘇省蘇州市 太倉Ⅰ Taicang Jiangsu | 2015.08- | 511 戸 Units | 511 戸 Units | 511 戸 Units |
| 江蘇省蘇州市 太倉Ⅱ Taicang Jiangsu | 2020.4Q- | 1,163 戸 Units | 1,143 戸 Units | 1,135 戸 Units |
| 江蘇省無錫市 Wuxi Jiangsu | 2015.12- | 744 戸 Units | 744 戸 Units | 541 戸 Units |

シンガポール(持分法) Singapore (Accounted for by the equity method)

| 主要プロジェクト Main project | 竣工時期 Completion time | 総計画戸数 Total planned units | 累積販売数 Units for sale | 累積契約数 Cumulative contracted |
|---|-------------------------|------------------------------|-------------------------|--------------------------------|
| シンガポール事業 計9プロジェクト Total 9 projects | | 5,385 戸 Units | 5,322 戸 Units | 4,834 戸 Units |
| ウッズスクエア Woods Square (ウッドランズ) (Woodlands) | 2020.1Q | 466 戸 Units | 466 戸 Units | 129 戸 Units |
| シーサイドレジデンス Seaside Residences (シグラップ) (Siglap) | 2020.3Q | 841 戸 Units | 841 戸 Units | 795 戸 Units |
| ワン ホランド ビレッジ One Holland Village (ホランド) (Holland) | 2023.4Q | 296 戸 Units | 233 戸 Units | 128 戸 Units |

株式分布状況表

The State of Share Distribution

| | 2020年度 第2四半期末(2020年7月31日) As of July 31, 2020 | | | 2019年度(2020年1月31日) As of January 31, 2020 | | | 2019年度 第2四半期末(2019年7月31日) As of July 31, 2019 | | |
|---|--|---------------|--------------------|--|---------------|--------------------|--|---------------|--------------------|
| | 株主数 Shareholders | 株式数 Shares | 株式比率 Percentage | 株主数 Shareholders | 株式数 Shares | 株式比率 Percentage | 株主数 Shareholders | 株式数 Shares | 株式比率 Percentage |
| 政府及び公共団体 Government | 0 | 0 | 0.00 | 0 | 0 | 0.00 | 1 | 5 | 0.00 |
| 金融機関 Financial institutions | 171 | 287,490,628 | 41.99 | 183 | 276,329,928 | 40.01 | 236 | 284,658,895 | 41.21 |
| 銀行 Banks | 38 | 34,207,981 | 5.00 | 44 | 34,780,181 | 5.04 | 55 | 35,995,794 | 5.21 |
| 信託銀行 Trust Banks | 25 | 190,286,632 | 27.79 | 24 | 181,525,432 | 26.28 | 27 | 183,074,186 | 26.51 |
| 生命保険会社 Life insurance companies | 29 | 33,322,385 | 4.87 | 31 | 32,398,685 | 4.69 | 33 | 32,978,785 | 4.77 |
| 損害保険会社 Nonlife insurance companies | 5 | 10,372,206 | 1.51 | 5 | 10,185,106 | 1.47 | 7 | 11,138,106 | 1.61 |
| その他金融機関 Other financial institutions | 74 | 19,301,424 | 2.82 | 79 | 17,440,524 | 2.53 | 114 | 21,472,024 | 3.11 |
| 金融商品取引業者 Securities companies | 38 | 36,653,177 | 5.35 | 39 | 42,735,583 | 6.19 | 37 | 40,192,994 | 5.82 |
| 外国人 Foreigners | 940 | 208,293,355 | 30.42 | 937 | 209,746,577 | 30.37 | 839 | 179,493,214 | 25.99 |
| 法人 Companies | 883 | 208,240,198 | 30.41 | 877 | 209,685,060 | 30.36 | 767 | 179,421,493 | 25.98 |
| 個人 Individuals | 57 | 53,157 | 0.01 | 60 | 61,517 | 0.01 | 72 | 71,721 | 0.01 |
| その他法人 Other companies | 955 | 63,171,103 | 9.23 | 995 | 63,753,174 | 9.23 | 1,102 | 74,165,425 | 10.74 |
| 個人・その他 Individuals and others | 77,375 | 86,541,327 | 12.64 | 82,425 | 91,080,231 | 13.18 | 102,361 | 110,095,064 | 15.94 |
| 自己名義株式 Treasury stock | 1 | 2,533,876 | 0.37 | 1 | 7,037,973 | 1.02 | 1 | 2,077,869 | 0.30 |
| 合 計 Total | 79,480 | 684,683,466 | 100.00 | 84,580 | 690,683,466 | 100.00 | 104,577 | 690,683,466 | 100.00 |

| | | |
|--|------------------------|--|
| 議決権を有する株主 Total number of shareholders with voting rights | 72,456 名 Shareholders | (1人当たり平均所有株数)Average number of shares per shareholder |
| 総議決権数 Total number of voting rights | 6,810,181 個 Rights | 2020年度 第2四半期末 (July 31, 2020) 8,615 株 Shares |
| 期中平均株式数(個別) Average total number of shares issued during the term(non-consolidated) | 682,643,000 株 Shares ※ | 2019年度 期末 (Jan.31, 2020) 8,166 株 Shares |
| 期中平均株式数(連結) Average total number of shares issued during the term(consolidated) | 682,458,886 株 Shares ※ | 2019年度 第2四半期末 (July 31, 2019) 6,605 株 Shares |
| 期末発行済株式数(個別) Total number of shares issued (non-consolidated) | 682,149,590 株 Shares ※ | 2020年度 第2四半期累計期間に行った自己株式の取得 (Acquisition of treasury stock during the term) 1,706,467 株 Shares (取得総額 3,008 百万円) (Total of 3,008 million yen) |
| 期末発行済株式数(連結) Total number of shares issued (consolidated) | 681,965,456 株 Shares ※ | |
| ※自己株式数を除く Excluding treasury stock | | |