

平成21年3月期 (March 31,2009)

FACT SHEETS

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March 31,2009(Non-consolidated)

住友不動産株式会社

Sumitomo Realty & Development Co., Ltd.

(ご照会先)

—REFERENCE—

Phone 03-3346-2342

Facsimile 03-3346-1652

<http://www.sumitomo-rd.co.jp/ir/>

平成21年3月期(Mar-09) 連結決算(Consolidated base)

[損益計算書](Statements of operations)

		17/3	18/3	19/3	20/3	21/3	22/3
		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	通期予想 (Mar-10)
単位:百万円 (¥million)							
営業収益	Revenue from operations	616,114	646,525	676,834	691,928	695,239	720,000
売上総利益	Gross profit	145,478	158,720	186,343	203,725	198,693	190,000
粗利益率	Gross profit margin	23.6%	24.5%	27.5%	29.4%	28.6%	26.4%
広告費	Selling expenses	10,085	10,618	10,510	10,142	13,122	15,000
一般管理費	G & A expenses	35,101	36,078	38,656	38,974	39,205	39,000
販管費	S,G&A expenses	45,187	46,697	49,167	49,117	52,327	54,000
営業利益	Operating income	100,291	112,023	137,176	154,607	146,366	136,000
営業利益率	Operating income margin	16.3%	17.3%	20.3%	22.3%	21.1%	18.9%
受取利息・配当金	Interest & dividend income	1,390	1,977	2,306	3,483	3,735	3,500
その他	Others	863	1,066	1,241	1,153	649	500
営業外収益	Non-operating income	2,254	3,043	3,547	4,637	4,384	4,000
支払利息	Interest expenses	19,644	17,642	20,555	25,609	30,399	34,000
その他	Others	8,507	10,386	7,762	8,459	6,768	6,000
営業外費用	Non-operating expenses	28,151	28,028	28,317	34,069	37,168	40,000
(金融収支)	(Net interest receive)	(▲18,254)	(▲15,665)	(▲18,249)	(▲22,126)	(▲26,664)	(▲30,500)
経常利益	Ordinary profit	74,393	87,038	112,406	125,176	113,581	100,000
固定資産売却益	Gain on sale of fixed assets		15,238	64	174	9	
投資有価証券売却益	Gain on sale of investments in securities	120	1,446	226	2	28	
匿名組合清算利益	Gain on liquidation of silent partnership			46,191			
その他	Others	5	1,907	1,440	2,661	1,027	
特別利益	Extraordinary income	126	18,592	47,924	2,838	1,065	
固定資産処分損	Loss on sale of fixed assets	36,284	17,209	62,656	60	656	
固定資産減損損失	Loss on impairment of fixed assets		25,244	793	4,291	165	
投資有価証券評価損	Loss on devaluation of investments in securities	715	68	1,548	5,110	14,188	
販売用不動産整理損	Loss on devaluation of inventories				2,097	13,769	
貸倒損失	Write offs of bad debt	3,481		2,828			
役員退職慰労金	Payment for directors' retirement benefits	2,270					
関係会社株式評価損	Loss on devaluation of common stocks of subsidiaries and affiliates					3,545	
その他	Others	1,077	1,565	396	2,483	3,068	
特別損失	Extraordinary loss	43,828	44,087	68,223	14,044	35,393	10,000
税金等調整前当期利益	Income before income taxes	30,691	61,542	92,107	113,970	79,253	90,000
法人税等	Income tax and other taxes	13,005	26,329	38,536	47,614	32,047	37,500
少数株主利益	Minority interest	2,137	2,705	3,271	3,222	1,001	1,500
当期純利益	Net income	15,547	32,506	50,299	63,132	46,205	51,000
減価償却費	Depreciation	14,018	16,330	15,677	17,150	17,885	18,500

[セグメント情報](Segment Information)

(1) 営業収益		17/3	18/3	19/3	20/3	21/3	22/3
Revenue from operations							通期予想
単位: 百万円 (¥million)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
賃貸事業	Leasing	221,234	234,280	262,619	279,567	298,359	300,000
販売事業	Sales	224,191	224,735	211,035	193,574	191,224	210,000
完工事業	Housing	127,387	135,157	142,563	156,605	160,133	162,000
流通事業	Brokerage	43,444	49,217	56,532	58,541	43,104	45,000
合計	Total	616,114	646,525	676,834	691,928	695,239	720,000

(2) 営業利益		17/3	18/3	19/3	20/3	21/3	22/3
Operating income							通期予想
単位: 百万円 (¥million)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
賃貸事業	Leasing	55,867	63,300	83,494	93,414	105,343	102,000
販売事業	Sales	32,355	33,117	36,536	42,727	30,738	21,000
完工事業	Housing	8,430	8,745	8,815	10,160	12,970	14,000
流通事業	Brokerage	13,488	16,968	20,938	20,003	8,750	10,000
合計	Total	100,291	112,023	137,176	154,607	146,366	136,000

(3) 営業利益率		17/3	18/3	19/3	20/3	21/3	22/3
Operating income margin							通期予想
		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
賃貸事業	Leasing	25.3%	27.0%	31.8%	33.4%	35.3%	34.0%
販売事業	Sales	14.4%	14.7%	17.3%	22.1%	16.1%	10.0%
完工事業	Housing	6.6%	6.5%	6.2%	6.5%	8.1%	8.6%
流通事業	Brokerage	31.0%	34.5%	37.0%	34.2%	20.3%	22.2%
合計	Total	16.3%	17.3%	20.3%	22.3%	21.1%	18.9%

(4) 資産		17/3	18/3	19/3	20/3	21/3	22/3
Assets of segment							通期予想
単位: 百万円 (¥million)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
賃貸事業	Leasing	1,538,469	1,619,959	1,787,363	1,949,817	1,993,608	
販売事業	Sales	293,259	415,442	554,519	568,668	686,090	
完工事業	Housing	17,755	19,617	19,939	18,786	11,883	
流通事業	Brokerage	7,934	8,456	17,824	14,943	14,675	
合計	Total	2,136,329	2,460,080	2,747,899	2,894,003	3,006,411	

(5) 従業員数		17/3	18/3	19/3	20/3	21/3	22/3
Number of employees							通期予想
		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
賃貸事業	Leasing	1,540	1,606	1,859	1,813	2,274	
販売事業	Sales	803	703	720	722	759	
完工事業	Housing	2,043	2,267	2,546	2,853	2,800	
流通事業	Brokerage	2,235	2,350	2,476	2,579	2,671	
合計	Total	7,246	7,607	8,280	8,738	9,298	

[事業の概況]

(1) 賃貸事業部門(Leasing)		17/3	18/3	19/3	20/3	21/3	22/3
【連結ベース】(Consolidated base)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	通期予想
単位:千㎡ (1,000㎡)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
期末延床面積	Gross floor area	3,082	3,112	3,360	3,403	3,461	
所有	Outright ownership	1,416	1,490	1,601	1,632	1,629	
SPC	Owned by SPC	533	514	688	700	767	
サブリース事業	Sub-lease business	1,133	1,108	1,071	1,071	1,065	
東京都区部	Tokyo 23wards	2,851	2,875	3,134	3,177	3,238	
その他	Other Area	231	236	226	226	223	

オフィス期末空室率(※)	Vacancy rate	6.9%	5.7%	4.8%	3.8%	5.1%
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※竣工後1年を経過した既存オフィスビルの空室率(単独ベース)

(2) 販売事業部門(Sales)		17/3	18/3	19/3	20/3	21/3	22/3
【連結ベース】(Consolidated base)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	通期予想
単位:戸、百万円 (units、¥million)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
マンション新規発売戸数	Condominium units supplied	4,776	4,507	3,548	3,187	3,387	4,000
マンション契約戸数	Condominium units sold	5,229	4,860	3,954	2,631	3,269	4,500
マンション完成済み未契約戸数	Condominium units unsold	1,277	794	947	1,126	1,549	

計上戸数		Units delivered	4,994	4,992	4,527	3,743	4,008	4,300
マンション・戸建	Condominiums & Detached houses		4,927	4,879	4,440	3,654	3,939	4,200
宅地	Land lots		67	113	87	89	69	100
売上高		Sales income	224,191	224,735	211,035	193,574	191,224	210,000
マンション・戸建	Condominiums & Detached houses		214,796	219,158	199,373	175,341	171,605	200,000
宅地	Land lots		6,782	4,592	6,518	11,921	13,096	5,000
その他	Others		2,613	984	5,142	6,312	6,521	5,000

(3) 完工事業部門(Housing)		17/3	18/3	19/3	20/3	21/3	22/3
【連結ベース】(Consolidated base)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	通期予想
単位:棟、百万円 (units、¥million)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	(Mar-10)
受注棟数	Units contracted	7,821	8,238	8,564	9,004	8,738	8,800
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	5,550	6,116	6,892	7,324	7,051	7,100
注文住宅	Custom Home	2,271	2,122	1,672	1,680	1,687	1,700

計上棟数		Units delivered	7,076	7,687	8,136	8,586	8,837	8,850
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		5,157	5,748	6,508	6,956	7,090	7,100
注文住宅	Custom Home		1,919	1,939	1,628	1,630	1,747	1,750
売上高		Revenue from housing business	127,387	135,157	142,563	156,605	160,133	162,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		55,765	63,117	75,163	83,797	88,031	89,000
注文住宅	Custom Home		44,803	47,282	42,754	45,582	49,802	51,000
ユニバーサルホーム	Universal Home		2,827	3,536	3,993	3,736	1,680	
その他	Others		23,992	21,222	20,653	23,490	20,620	22,000

[連結キャッシュ・フロー計算書] (Consolidated Statements of Cash Flows)

		17/3	18/3	19/3	20/3	21/3	22/3
		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	通期予想 (Mar-10)
単位: 百万円	(¥million)						
税金等調整前当期純利益	Income before income taxes and minority interests	30,691	61,542	92,107	113,970	79,253	
減価償却費	Depreciation and amortization	14,018	16,330	15,677	17,150	17,885	
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△17,321	1,663	6,264	△35,885	△1,085	
固定資産売却益	Gain on sale of property and equipment		△15,238	△64	△174		
固定資産売却損	Loss on sale of property and equipment	36,284	17,209	62,656	60	646	
固定資産減損損失	Loss on impairment of fixed assets		25,244	793	4,291	165	
売上債権の減少額	Decrease in notes and accounts receivable -- trade	4,787	5,238	4,599	7,324	2,519	
たな卸資産の増加額(△)	Increase in inventories	△20,003	△108,021	△190,790	△71,116	△106,777	
営業貸付金の増加額(△)又は減少額	Decrease (Increase) in trade loans receivable	29,192	△4,853	2,298	16,563	△3,107	
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	△26,994	10,281	2,093	△18,087	611	
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	6,688	12,032	1,383	△7,249	△2,509	
法人税等の支払額	Payments for income tax and other taxes	△1,219	△9,665	△49,184	△41,917	△36,583	
その他	Other -- net	△8,092	△406	3,284	△4,378	△3,690	
営業活動によるキャッシュ・フロー	Net cash provided by (used in) operating activities	48,031	11,357	△48,880	△19,448	△52,673	
有形固定資産の取得による支出	Payments for purchases of property and equipment	△106,784	△237,024	△152,601	△144,016	△84,620	
有形固定資産の売却による収入	Proceeds from sale of property and equipment	21,902	91,055	529	926	20,244	
有価証券/投資有価証券の純増減	Increase in securities	△7,753	△38,757	△1,919	△33,112	1,070	
差入保証金・敷金の純増減	Decrease (Increase) in guarantee and lease deposits paid to lessors	1,711	△14,522	△14,057	12,316	9,477	
預り保証金・敷金の純増減	Increase (Decrease) in guarantee and lease deposits received	△11,836	△8,582	14,808	9,579	7,151	
共同投資事業出資預託金の純増減	Receipts (Restitution) of deposits from partnership investors	43,883	△10,050	△14,997	14,972	△64,880	
その他	Other -- net	△1,942	8,222	△19,651	558	1,409	
投資活動によるキャッシュ・フロー	Net cash used in investing activities	△60,819	△209,658	△187,887	△138,774	△110,146	
短期借入金・CPの純増減	Increase (Decrease) in short-term bank loans & CP	△32,178	76,025	56,700	△21,800	161,650	
社債の純増減	Increase (Decrease) in bonds and notes	2,477	△2,667	19,126	33,433	△15,000	
長期借入金の純増減	Increase in long-term debt	19,461	155,285	130,785	179,764	35,943	
配当金の支払額	Cash dividends paid	△4,580	△6,653	△5,224	△7,595	△9,489	
その他	Other -- net	△1,440	△12,689	48,665	△39,072	327	
財務活動によるキャッシュ・フロー	Net cash provided by (used in) financing activities	△16,260	209,299	250,053	144,730	173,431	
現金及び現金同等物の増加額又は減少額	Net increase (decrease) in cash and cash equivalents	△29,209	12,918	13,667	△13,286	9,461	
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	132,476	103,237	116,155	129,822	116,535	
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	103,237	116,155	129,822	116,535	124,896	

[財務の状況]

(1) 総資産、自己資本

Total assets & Equity (¥million)		17/3 (Mar-05)	18/3 (Mar-06)	19/3 (Mar-07)	20/3 (Mar-08)	21/3 (Mar-09)	22/3 通期予想 (Mar-10)
単位: 百万円							
総資産	Total assets	2,136,329	2,460,080	2,747,899	2,894,003	3,006,411	
ROA	Return On Assets(※1)	4.8%	5.0%	5.4%	5.6%	5.1%	
自己資本	Shareholders' equity	320,097	375,656	409,196	427,423	436,667	
自己資本比率	Equity Ratio	15.0%	15.3%	14.9%	14.8%	14.5%	
	永久劣後ローンの資本性考慮後				17.9%	17.5%	
ROE	Return On Equity(※2)	5.0%	9.3%	12.8%	15.1%	10.7%	

(※1) (営業利益+受取利息・配当金) ÷ 総資産 (期首期末平均) (Operating Income + Interest & Dividend Income / Total Assets)

(※2) 当期利益 ÷ 自己資本 (期首期末平均) (Net Income / Shareholder's Equity)

(2) 連結有利子負債

Interest-bearing debt (¥million)		17/3 (Mar-05)	18/3 (Mar-06)	19/3 (Mar-07)	20/3 (Mar-08)	21/3 (Mar-09)	22/3 通期予想 (Mar-10)
単位: 百万円							
CP	Commercial Paper	40,500	51,500	108,000	88,500	174,900	
短期借入	Short-term loans	132,745	197,770	197,970	195,670	270,970	
長期借入	Long-term loans	530,036	685,321	816,107	875,872	911,757	
社債	Bonds; Debentures	335,108	332,441	351,567	385,000	370,000	
永久劣後ローン	Perpetual subordinated loan				120,000	120,000	
連結有利子負債	Interest-bearing debt	1,038,389	1,267,032	1,473,644	1,665,042	1,847,627	
長期比率	Ratio of long-term debt	83%	80%	79%	83%	76%	
固定金利比率	Ratio of fixed-interest debt	87%	77%	83%	85%	77%	
現金・預金	Cash, time and notice deposits	103,234	116,152	129,819	116,532	124,894	
連結純有利子負債	Net interest-bearing debt	935,155	1,150,880	1,343,825	1,548,510	1,722,733	
デットエクイティレシオ	Net D/E Ratio(※3)	2.92	3.06	3.28	3.62	3.95	
	永久劣後ローンの資本性考慮後				2.82	3.10	
インタレストカバレッジ		5.18	6.46	6.79	6.17	4.94	
純有利子負債 / 営業利益倍率	Net Debt / Operating Profit Ratio(※5)	9.2	10.1	9.6	9.8	11.5	

(※3) ネット連結有利子負債 ÷ 連結自己資本 (Net Outstanding Interest-bearing Debt / Shareholders' Equity)

(※4) (営業利益+受取利息・配当金) ÷ 支払利息 (Operating Income + Interest & Dividend Income / Interest Expenses)

(※5) ネット連結有利子負債 ÷ (営業利益+受取利息・配当金) (Net Outstanding Interest-bearing Debt / Operating Income + Interest & Dividend Income)

(3) 賃貸セグメント資産総利回り

Return on Leasing Assets (¥million)		17/3 (Mar-05)	18/3 (Mar-06)	19/3 (Mar-07)	20/3 (Mar-08)	21/3 (Mar-09)
単位: 百万円						
賃貸営業利益	Operating income of leasing business	55,867	63,300	83,494	93,414	105,343
減価償却費	Depreciation	13,057	15,209	14,570	15,861	16,179
賃貸キャッシュフロー	Cash flows from leasing business	68,924	78,509	98,064	109,275	121,522
賃貸セグメント資産	Assets of leasing segment	1,538,469	1,619,959	1,787,363	1,949,817	1,993,608
預り保証金・敷金	Guarantee & security deposits received from tenants	▲ 141,944	▲ 151,691	▲ 162,498	▲ 172,076	▲ 179,227
賃貸投資残	Net investments of leasing business	1,396,525	1,468,268	1,624,865	1,777,741	1,814,381
賃貸セグメント資産総利回り	Return on leasing assets(※6)	5.0%	5.5%	6.3%	6.4%	6.8%

(※6) 賃貸キャッシュフロー ÷ 賃貸投資残 (期首期末平均) (Cash flows from leasing business / Net assets of leasing business)

(4) 棚卸資産

Turnover of sales business inventories (¥million)		17/3 (Mar-05)	18/3 (Mar-06)	19/3 (Mar-07)	20/3 (Mar-08)	21/3 (Mar-09)
単位: 百万円						
不動産販売事業収益	Revenue from sales business	224,191	224,735	211,035	193,574	191,224
棚卸資産	Inventories	260,613	388,627	531,376	550,862	562,618
棚卸資産回転率	Turnover of inventories(※7)	0.86	0.58	0.40	0.35	0.34

(※7) 不動産販売事業収益 ÷ 棚卸資産 (Revenue from sales business / Inventories)

(参考)平成21年3月期(Mar-09) 単独決算(Non-consolidated base)

[損益計算書](Statements of operations)		17/3	18/3	19/3	20/3	21/3	22/3
単位: 百万円 (¥million)		(Mar-05)	(Mar-06)	(Mar-07)	(Mar-08)	(Mar-09)	通期予想 (Mar-10)
賃貸事業	Leasing	198,754	211,082	237,805	254,367	266,854	267,000
販売事業	Sales	217,230	219,746	202,059	185,435	186,358	204,000
完成工事事業	Housing	100,217	110,054	117,359	129,574	137,187	140,000
その他事業	Others	4,981	3,996	3,931	3,514	2,477	2,000
営業収益	Revenue from operations	521,184	544,880	561,156	572,892	592,878	613,000
賃貸事業	Leasing	40,739	58,908	78,820	88,705	99,307	95,500
販売事業	Sales	41,968	42,079	43,384	46,618	39,972	33,000
完成工事事業	Housing	22,641	25,422	27,735	31,808	34,637	35,500
その他事業	Others	4,935	3,994	3,921	3,509	2,476	2,000
売上総利益	Gross profit	110,283	130,402	153,861	170,642	176,393	166,000
賃貸事業	Leasing	20.5%	27.9%	33.1%	34.9%	37.2%	35.8%
販売事業	Sales	19.3%	19.1%	21.5%	25.1%	21.4%	16.2%
完成工事事業	Housing	22.6%	23.1%	23.6%	24.5%	25.2%	25.4%
その他事業	Others	99.1%	99.9%	99.7%	99.9%	100.0%	100.0%
粗利益率	Gross profit margin	21.2%	23.9%	27.4%	29.8%	29.8%	27.1%
販売費	Selling expenses	14,006	14,452	13,914	12,810	15,328	18,000
一般管理費	G & A expenses	19,531	19,772	21,485	24,231	25,129	24,000
販管費	S,G&A expenses	33,538	34,225	35,400	37,042	40,458	42,000
営業利益	Operating income	76,744	96,177	118,461	133,600	135,934	124,000
受取利息・配当金	Interest & dividend income	6,546	4,065	4,750	6,820	7,985	7,500
その他	Others	645	562	506	537	455	500
営業外収益	Non-operating income	7,191	4,628	5,256	7,357	8,441	8,000
支払利息	Interest expenses	18,680	17,630	20,506	25,141	29,965	33,000
その他	Others	8,553	10,418	7,760	8,358	7,146	6,000
営業外費用	Non-operating expenses	27,234	28,048	28,267	33,500	37,111	39,000
(金融収支)	(Net interest receive)	(▲12,134)	(▲13,565)	(▲15,756)	(▲18,321)	(▲21,980)	(▲25,500)
経常利益	Ordinary profit	56,702	72,757	95,450	107,457	107,264	93,000
固定資産売却益	Gain on sales of fixed assets		15,236	0	122	9	
匿名組合清算利益	Gain on liquidation of silent partnership			46,191			
投資有価証券売却益	Gain on sale of investments in securities		1,446	201	2	1,078	
その他	Others	74	1,700	1,440	2,012	987	
特別利益	Extraordinary income	74	18,382	47,833	2,137	2,076	
固定資産処分損	Loss on sale of fixed assets	21,520	17,490	62,656	60	651	
固定資産減損損失	Loss on impairment of fixed assets		24,767	793	4,292		
役員退職慰労金	Payment for directors' retirement benefits	2,270					
投資有価証券評価損	Loss on devaluation of investments in securities	715	68	1,548	5,354	13,990	
販売用不動産整理損	Loss on devaluation of inventories				2,097	13,432	
関係会社債権放棄額	Loss from forgiveness of loan receivable from an affiliated company	7,245					
関係会社株式評価損	Loss on devaluation of common stocks of subsidiaries and affiliates					3,545	
その他	Others	498	1,700	301	649	2,794	
特別損失	Extraordinary loss	32,250	44,027	65,300	12,455	34,414	10,000
税引前当期利益	Income before income taxes	24,526	47,112	77,983	97,139	74,925	83,000
法人税等	Income tax and other taxes	9,863	19,918	30,732	38,961	28,749	34,000
当期利益	Net income	14,662	27,194	47,251	58,178	46,176	49,000
減価償却費	Depreciation	10,009	14,370	13,512	13,742	13,959	14,500

※平成17年3月31日付で新都心リアルエステート(株)を合併しました。