

平成17年3月期 (March 31,2005)

FACT SHEETS

I . 平成17年3月期決算(連結) Page1－5

March 31,2005(Consolidated)

II . 平成17年3月期決算(単独) Page6

March 31,2005(Non-consolidated)

住友不動産株式会社

Sumitomo Realty & Development Co., Ltd.

(ご照会先)

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[損益計算書](Statements of operations)

		13/3	14/3	15/3	16/3	17/3	18/3
単位:百万円 (¥million)		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
営業収益	Revenue from operations	459,245	497,876	533,914	573,861	616,114	650,000
売上総利益	Gross profit	109,648	120,678	130,138	138,783	145,478	155,000
粗利益率	Gross profit margin	23.9%	24.2%	24.4%	24.2%	23.6%	23.8%
広告費	Selling expenses	6,059	8,140	8,565	9,900	10,085	11,000
一般管理費	G & A expenses	28,370	32,168	33,061	32,906	35,101	37,000
販管費	S,G&A expenses	34,429	40,308	41,626	42,807	45,187	48,000
営業利益	Operating profit	75,218	80,370	88,511	95,976	100,291	107,000
営業利益率	Operating profit margin	16.4%	16.1%	16.6%	16.7%	16.3%	16.5%
受取利息・配当金	Interest & dividend income	1,186	1,026	955	983	1,390	1,300
その他	Others	2,738	1,203	1,278	1,289	863	700
営業外収益	Non-operating income	3,925	2,229	2,234	2,272	2,254	2,000
支払利息	Interest expenses	35,395	28,700	25,990	23,544	19,644	20,000
その他	Others	5,239	6,757	7,995	8,728	8,507	9,000
営業外費用	Non-operating expenses	40,635	35,457	33,986	32,272	28,151	29,000
(金融収支)	(Net interest receive)	(▲34,209)	(▲27,674)	(▲25,035)	(▲22,561)	(▲18,254)	(▲18,700)
経常利益	Recurring profit	38,509	47,142	56,760	65,976	74,393	80,000
投資有価証券売却益	Gain on sale of investments in securities					120	
その他	Others	128	70			5	
特別利益	Extraordinary income	128	70	0	0	126	0
固定資産処分損	Loss on sale of fixed assets	374	201	48,666	49,414	36,284	
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	67	3,750	4,642	143	715	
投資有価証券売却損	Loss on sale of investments in securities			499	286		
貸倒損失	Write offs of bad debt	50,111				3,481	
貸倒引当金繰入額	Provision for allowance for doubtful accounts of a consolidated subsidiary	14,828					
退職給付会計移行時差異	Provision for employees' retirement benefits	1,680					
その他	Others	663	928	920	549	1,077	
特別損失	Extraordinary loss	67,723	4,879	54,727	50,393	43,828	25,000
税金等調整前当期利益(▲損失)	Income(▲loss) before income taxes	▲29,085	42,333	2,032	15,582	30,691	55,000
法人税等	Income tax and other taxes	▲13,124	17,716	▲1,121	7,370	13,005	22,500
少数株主利益(▲損失)	Minority interest(▲loss)	2,047	1,621	▲1,819	1,892	2,137	2,500
当期純利益(▲損失)	Net income(▲loss)	▲18,008	22,996	4,973	6,320	15,547	30,000
減価償却費	Depreciation	10,376	10,731	11,972	12,210	14,018	15,000

(1) 営業収益		13/3	14/3	15/3	16/3	17/3	18/3
Revenue from operations		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
単位: 百万円 (¥million)							
賃貸事業	Leasing	164,574	178,033	192,979	202,776	221,234	222,000
販売事業	Sales	149,195	170,428	183,745	213,302	224,191	237,000
完工事業	Housing	113,548	115,329	124,464	125,085	127,387	144,000
流通事業	Brokerage	34,881	36,184	37,576	39,808	43,444	47,000
合計	Total	459,245	497,876	533,914	573,861	616,114	650,000

(2) 営業利益		13/3	14/3	15/3	16/3	17/3	18/3
Operating profit		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
単位: 百万円 (¥million)							
賃貸事業	Leasing	46,437	49,224	53,260	52,657	55,867	59,000
販売事業	Sales	19,694	24,388	25,787	32,280	32,355	32,500
完工事業	Housing	4,016	4,772	6,992	8,210	8,430	10,000
流通事業	Brokerage	8,721	7,953	7,792	8,538	13,488	14,500
合計	Total	75,218	80,370	88,511	95,976	100,291	107,000

※流通事業費用に含めていた住友不動産販売㈱の一般管理部門経費(16/3期 2,487百万円)を、17/3期より共通費用としました。

(3) 営業利益率		13/3	14/3	15/3	16/3	17/3	18/3
Operating profit margin		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
賃貸事業	Leasing	28.2%	27.6%	27.6%	26.0%	25.3%	26.6%
販売事業	Sales	13.2%	14.3%	14.0%	15.1%	14.4%	13.7%
完工事業	Housing	3.5%	4.1%	5.6%	6.6%	6.6%	6.9%
流通事業	Brokerage	25.0%	22.0%	20.7%	21.4%	31.0%	30.9%
合計	Total	16.4%	16.1%	16.6%	16.7%	16.3%	16.5%

(4) 資産		13/3	14/3	15/3	16/3	17/3	18/3
Assets of segment		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
単位: 百万円 (¥million)							
賃貸事業	Leasing	1,415,769	1,506,120	1,517,652	1,481,757	1,538,469	
販売事業	Sales	152,263	193,374	211,066	261,678	293,259	
完工事業	Housing	25,265	20,299	21,435	26,024	17,755	
流通事業	Brokerage	27,200	21,043	34,451	17,694	7,934	
合計	Total	1,903,529	1,972,735	2,015,667	2,090,970	2,136,329	

(5) 従業員数		13/3	14/3	15/3	16/3	17/3	18/3
Number of employees		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
賃貸事業	Leasing	1,206	1,257	1,326	1,398	1,540	
販売事業	Sales	622	622	689	799	803	
完工事業	Housing	1,686	1,835	1,668	1,903	2,043	
流通事業	Brokerage	1,896	2,101	2,132	2,248	2,235	
合計	Total	6,008	6,329	6,404	6,937	7,246	

(1) 賃貸事業部門(Leasing)

【連結ベース】(Consolidated base)

単位: 千㎡

(1,000㎡)

		13/3	14/3	15/3	16/3	17/3	18/3
		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
期末延床面積	Gross floor area	2,232	2,360	2,752	2,876	3,082	
所有	Outright ownership	929	1,048	1,198	1,216	1,416	
賃借	Sub-lease	1,303	1,312	1,554	1,660	1,666	
東京都区部	Tokyo 23wards	1,996	2,114	2,512	2,639	2,851	
その他	Other Area	236	246	240	237	231	

オフィス期末空室率(※)	Vacancy rate	2.5%	3.4%	5.4%	7.8%	6.9%	

※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)

【連結ベース】(Consolidated base)

単位: 戸、百万円

(units、¥million)

		13/3	14/3	15/3	16/3	17/3	18/3
		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
マンション新規発売戸数	Condominiums units supplied	4,490	4,442	4,486	5,189	4,776	5,000
マンション契約戸数	Condominiums units sold	4,215	4,358	4,027	4,030	5,229	5,300
期末完成済み	Inventory	355	411	470	967	1,496	

計上戸数	Units delivered	3,626	4,146	4,499	4,473	4,994	5,200
マンション・戸建	Condominiums & Detached houses	3,526	4,013	4,391	4,358	4,927	5,100
宅地	Land lots	100	133	108	115	67	100
売上高	Sales income	149,195	170,428	183,729	213,284	224,191	237,000
マンション・戸建	Condominiums & Detached houses	140,946	164,935	178,068	206,975	214,796	230,000
宅地	Land lots	8,142	5,246	3,953	5,333	6,782	6,000
その他	Others	107	246	1,708	975	2,613	1,000

(3) 完工事業部門(Housing)

【連結ベース】(Consolidated base)

単位: 棟、百万円

(units、¥million)

		13/3	14/3	15/3	16/3	17/3	18/3
		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
受注棟数	Units contracted	5,752	6,132	6,204	6,926	7,821	8,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	2,951	3,770	4,121	4,843	5,550	6,200
注文住宅	Custom Home	2,801	2,362	2,083	2,083	2,271	2,400

計上棟数	Units delivered	5,267	6,094	6,219	6,434	7,076	8,200
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	2,664	3,547	3,970	4,391	5,157	5,900
注文住宅	Custom Home	2,603	2,547	2,249	2,043	1,919	2,300
売上高	Revenue from housing business	113,548	115,329	124,464	125,085	127,387	144,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	25,205	33,456	38,229	43,998	55,765	62,500
注文住宅	Custom Home	55,884	55,757	52,799	46,460	44,803	53,500
ユニバーサルホーム	Universal Home	4,615	2,458	1,692	2,482	2,827	3,755
その他	Others	27,844	23,658	31,744	32,145	23,992	24,245

		13/3	14/3	15/3	16/3	17/3	18/3
		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
単位:百万円	(¥million)						
税金等調整前当期純利益 又は損失(△)	Income (Loss) before income tax and minority interest	△29,085	42,333	2,032	15,582	30,691	
減価償却費	Depreciation and amortization	10,376	10,731	11,972	12,210	14,018	
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△36,258	△11,292	1,133	△2,905	△17,321	
固定資産売却損	Loss on sale of property and equipment	374	201	48,666	49,414	36,284	
売上債権の増加額(△) 又は減少額	Decrease (Increase) in notes and accounts receivable -- trade	272	△858	△4,512	△11,360	4,787	
たな卸資産の増加額(△)	Increase in inventories	△21,194	△7,362	△6,626	△22,032	△20,003	
営業貸付金の減少額	Decrease in trade loans receivable	96,301	12,565	2,030	7,533	29,192	
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	△12,340	7,588	16,984	17,224	△26,994	
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	7,384	2,823	△294	△2,336	6,688	
法人税等の還付又は支払額(△)	(Payments) Receipt for income tax and other taxes	△5,685	△4,973	△4,334	824	△1,219	
その他	Other -- net	△6,890	△7,629	10,479	△30,537	△8,092	
営業活動によるキャッシュ・フロー Net cash provided by operating activities		3,255	44,127	77,530	33,617	48,031	
有形固定資産の取得による支出	Payments for purchases of property and equipment	△55,014	△56,240	△55,616	△34,189	△106,784	
有形固定資産の売却による収入	Proceeds from sale of property and equipment	79,582	4,263	14,368	18,095	21,902	
有価証券/投資有価証券の純増減	Increase in securities	△15,769	△21,209	△25,453	△21,198	△7,753	
差入保証金・敷金の純増減	Increase (Decrease) in guarantee and lease deposits paid to lessors	50,897	8,508	59	△2,845	1,711	
預り保証金・敷金の純増減	Increase (Decrease) in guarantee and lease deposits received	8,392	△1,792	△6,736	△10,211	△11,836	
共同投資事業出資預託金の純増減	Receipts of contributions to partnerships	55,302	92,147	58,376	36,696	43,883	
その他	Other -- net	△11,799	△13,470	△18,647	1,144	△1,942	
投資活動によるキャッシュ・フロー Net cash provided by (used in) investing activities		111,591	12,207	△33,649	△12,508	△60,819	
短期借入金・CPの純増減	Decrease in short-term bank loans & CP	△33,096	△6,288	△18,606	△87,428	△32,178	
社債の純増減	Increase (Decrease) in bonds and notes	△63,690	△84,426	20,256	△29,209	2,477	
長期借入金の純増減	Increase (Decrease) in long-term debt	4,877	854	△49,410	27,149	19,461	
配当金の支払額	Cash dividends paid	△2,642	△2,649	△2,670	△2,695	△4,580	
その他	Other -- net	31,698	29,967	14,677	109,605	△1,440	
財務活動によるキャッシュ・フロー Net cash provided by (used in) financing activities		△62,853	△62,542	△35,753	17,422	△16,260	
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		52,145	△4,811	8,135	36,768	△29,209	
現金及び現金同等物の期首残高 Cash and cash equivalents at beginning of year		40,235	92,379	87,567	95,703	132,476	
現金及び現金同等物の期末残高 Cash and cash equivalents at end of year		92,379	87,567	95,703	132,476	103,237	

(1) 総資産、自己資本		13/3	14/3	15/3	16/3	17/3	18/3
Total assets & Equity		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想
単位: 百万円		(¥million)					(Mar-06)
総資産	Total assets	1,903,529	1,972,735	2,015,667	2,090,970	2,136,329	
ROA	Return On Assets(※1)	4.0%	4.2%	4.5%	4.7%	4.8%	
自己資本	Shareholders' equity	193,442	213,767	211,820	303,875	320,097	
自己資本比率	Equity Ratio	10.2%	10.8%	10.5%	14.5%	15.0%	
ROE	Return On Equity(※2)	▲8.8%	11.3%	2.3%	2.5%	5.0%	

(※1) (営業利益 + 受取利息・配当金) ÷ 総資産 (期首期末平均) (Operating Profit + 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		13/3	14/3	15/3	16/3	17/3	18/3
Outstanding interest-bearing debt		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想
単位: 百万円		(¥million)					(Mar-06)
CP	Commercial Paper	113,000	63,900	64,100	34,000	40,500	
短期借入	Short-term loans	204,744	247,557	228,751	171,423	132,745	
長期借入	Long-term loans	531,905	532,837	483,426	510,574	530,036	
社債	Bonds; Debentures	426,010	341,584	361,840	332,631	335,108	
連結有利子負債	Outstanding interest-bearing debt	1,275,660	1,185,879	1,138,119	1,048,629	1,038,389	
長期比率	Ratio of long-term debt	75%	74%	74%	80%	83%	
固定金利比率	Ratio of fixed-interest debt	79%	73%	78%	82%	87%	
現金・預金	Cash, time and notice deposits	91,986	87,472	101,700	132,473	103,234	
連結純有利子負債	Net Outstanding interest-bearing debt	1,183,674	1,098,407	1,036,419	916,156	935,155	
デットエクイティレシオ	Net D/E Ratio(※3)	6.12	5.14	4.89	3.01	2.92	
インタレストカバレッジ	Interest Coverage(※4)	2.16	2.84	3.44	4.12	5.18	
純有利子負債 / 営業利益倍率	Net Debt / Operating Profit Ratio(※5)	15.5	13.5	11.6	9.4	9.2	

(※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 Profit + 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 Profit + Interest & Dividend Income)

(3) 賃貸セグメント資産総利回り		13/3	14/3	15/3	16/3	17/3
Return on Leasing Assets		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)
単位: 百万円		(¥million)				
賃貸営業利益	Operating profit of leasing business	46,437	49,224	53,260	52,657	55,867
減価償却費	Depreciation	9,707	9,942	11,114	11,211	13,057
賃貸キャッシュフロー	Cash flows from leasing business	56,144	59,166	64,374	63,868	68,924
賃貸セグメント資産	Assets of leasing segment	1,415,769	1,506,120	1,517,652	1,481,757	1,538,469
預り保証金・敷金	Guarantee & security deposits received from tenants	▲132,339	▲130,628	▲134,498	▲127,257	▲141,944
賃貸投資残	Net investments of leasing business	1,283,430	1,375,492	1,383,154	1,354,500	1,396,525
賃貸セグメント資産総利回り	Return on leasing assets(※6)	4.2%	4.5%	4.7%	4.7%	5.0%

(※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		13/3	14/3	15/3	16/3	17/3
Turnover of sales business inventories		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)
単位: 百万円		(¥million)				
不動産販売事業収益	Revenue from sales business	149,195	170,428	183,745	213,302	224,191
棚卸資産	Inventories	149,214	178,450	189,136	234,019	260,613
棚卸資産回転率	Turnover of inventories(※7)	1.00	0.96	0.97	0.91	0.86

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

[損益計算書](Statements of operations)

単位:百万円(¥million)

		13/3	14/3	15/3	16/3	17/3	18/3
		(Mar-01)	(Mar-02)	(Mar-03)	(Mar-04)	(Mar-05)	通期予想 (Mar-06)
賃貸事業	Leasing	145,144	159,537	174,248	182,061	198,754	200,000
販売事業	Sales	146,094	168,056	179,343	209,535	217,230	233,000
完成工事事業	Housing	45,407	61,714	82,052	90,426	100,217	116,000
その他事業	Others	4,511	4,949	5,505	4,861	4,981	5,000
営業収益	Revenue from operations	341,158	394,258	441,149	486,885	521,184	554,000
賃貸事業	Leasing	36,121	38,114	40,166	38,684	40,739	55,000
販売事業	Sales	25,697	32,074	34,240	43,379	41,968	43,000
完成工事事業	Housing	8,023	12,610	16,982	19,808	22,641	26,000
その他事業	Others	3,965	4,472	5,235	4,720	4,935	5,000
売上総利益	Gross profit	73,806	87,270	96,622	106,592	110,283	129,000
賃貸事業	Leasing	24.9%	23.9%	23.1%	21.2%	20.5%	27.5%
販売事業	Sales	17.6%	19.1%	19.1%	20.7%	19.3%	18.5%
完成工事事業	Housing	17.7%	20.4%	20.7%	21.9%	22.6%	22.4%
その他事業	Others	87.9%	90.4%	95.1%	97.1%	99.1%	100.0%
粗利益率	Gross profit margin	21.6%	22.1%	21.9%	21.9%	21.2%	23.3%
販売費	Selling expenses	9,795	11,437	12,789	14,634	14,006	15,000
一般管理費	G & A expenses	10,578	13,641	15,710	17,249	19,531	21,000
販管費	S,G&A expenses	20,373	25,078	28,500	31,884	33,538	36,000
営業利益	Operating profit	53,433	62,192	68,121	74,707	76,744	93,000
受取利息・配当金	Interest & dividend income	1,165	6,107	7,881	6,147	6,546	3,000
その他	Others	1,897	602	744	932	645	500
営業外収益	Non-operating income	3,062	6,709	8,625	7,080	7,191	3,500
支払利息	Interest expenses	27,845	26,567	24,286	22,452	18,680	19,500
その他	Others	4,612	7,052	8,143	8,723	8,553	9,000
営業外費用	Non-operating expenses	32,457	33,619	32,429	31,176	27,234	28,500
(金融収支)	(Net interest receive)	(▲26,680)	(▲20,460)	(▲16,405)	(▲16,305)	(▲12,134)	(▲16,500)
経常利益	Recurring profit	24,038	35,282	44,317	50,612	56,702	68,000
特別利益	Extraordinary income	648	4	0	0	74	0
固定資産処分損	Loss on sale of fixed assets			32,483	44,529	21,520	
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	50	3,607	4,254	84	715	
関係会社債権放棄額	Loss from forgiveness of loan receivable from an affiliated company	60,000				7,245	
退職給付会計移行時差異償却	Provision for employees' retirement benefits	1,193					
その他	Others	1,414	364	2,144	825	498	
特別損失	Extraordinary loss	62,657	3,971	38,882	45,439	32,250	25,000
税引前当期利益	Income(▲loss) before income taxes	▲37,970	31,314	5,435	5,173	24,526	43,000
法人税等	Income tax and other taxes	▲15,957	13,195	2,558	2,287	9,863	18,000
当期利益	Net income (▲loss)	▲22,013	18,119	2,877	2,886	14,662	25,000
減価償却費	Depreciation	6,804	7,014	7,875	7,944	10,009	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。