

2024年3月期 第3四半期

(December 31, 2023)

FACT SHEETS

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(Appendix) Quarterly Information

住友不動産株式会社
Sumitomo Realty & Development Co., Ltd.

(ご照会先)

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2024年3月期 第3四半期 (Dec-23) 連結決算 (Consolidated base)

* 2021年3月期首よりセグメント変更を行い、「販売事業」、「流通事業」、「調整額(記載省略)」に計上していた住友不動産販売の業績は「流通事業」へ計上しております。2020年3月期第3四半期は変更後の数値を記載しております。
(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for the third quarter of March 2020 fiscal year have been adjusted retroactively.)

[損益計算書] (Statements of operations)

		2019/12	2020/12	2021/12	2022/12	2023/12
単位: 百万円 (millions of yen)		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
売上高	Revenue from operations	768,061	705,852	713,412	698,885	726,458
売上総利益	Gross profit	247,151	230,319	243,068	247,888	258,904
粗利益率	Gross profit margin	32.2%	32.6%	34.1%	35.5%	35.6%
販管費	S,G&A expenses	62,977	50,893	49,300	50,969	54,905
営業利益	Operating income	184,173	179,425	193,768	196,919	203,998
営業利益率	Operating income margin	24.0%	25.4%	27.2%	28.2%	28.1%
受取利息・配当金	Interest & dividend income	11,218	11,316	12,149	15,212	19,191
その他	Others	386	1,406	781	225	317
営業外収益	Non-operating income	11,605	12,723	12,931	15,437	19,508
支払利息	Interest expenses	14,417	13,880	13,642	13,224	13,512
その他	Others	5,607	3,355	2,763	2,518	2,616
営業外費用	Non-operating expenses	20,024	17,236	16,406	15,742	16,129
(金融収支)	(Net interest receive)	(▲3,199)	(▲2,564)	(▲1,493)	(1,988)	(5,679)
経常利益	Ordinary profit	175,753	174,912	190,293	196,615	207,377
特別利益	Extraordinary income	4,905	12,956	669	154	3,825
特別損失	Extraordinary loss	11,441	3,524	6,677	1,530	3,329
税金等調整前四半期(累計)純利益	Income before income taxes	169,218	184,344	184,285	195,238	207,874
法人税等	Income tax and other taxes	56,358	55,991	55,283	59,633	62,281
非支配株主に帰属する四半期純利益	Profit attributable to non-controlling interests	-	-	-	-	-
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent	112,859	128,352	129,002	135,605	145,592
減価償却費	Depreciation	38,289	42,481	45,557	46,830	54,331

[セグメント情報] (Segment Information)

(1) 売上高		2019/12	2020/12	2021/12	2022/12	2023/12
Revenue from operations		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
単位: 百万円 (millions of yen)		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
賃貸事業	Leasing	291,020	297,941	318,720	315,439	333,460
販売事業	Sales	272,113	232,486	202,548	190,255	199,265
完工事業	Housing Construction	148,286	126,026	134,777	135,741	135,781
流通事業	Brokerage	53,994	48,036	55,428	54,856	54,648
合計	Total	768,061	705,852	713,412	698,885	726,458

(2) 営業利益		2019/12	2020/12	2021/12	2022/12	2023/12
Operating income		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
単位: 百万円 (millions of yen)		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
賃貸事業	Leasing	125,859	121,433	132,263	132,309	135,970
販売事業	Sales	45,482	54,489	46,770	53,005	56,274
完工事業	Housing Construction	12,159	7,776	11,327	10,459	12,101
流通事業	Brokerage	12,085	9,078	14,917	15,020	15,339
合計	Total	184,173	179,425	193,768	196,919	203,998

[事業の概況](Review of operations)

(1) 賃貸事業部門 (Leasing) 【連結ベース】(Consolidated base)		2019/12	2020/12	2021/12	2022/12	2023/12
		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
オフィス期末空室率*	Vacancy rate*	1.6%	2.3%	5.9%	5.7%	5.6%

* 竣工後1年を経過した既存オフィスビルの空室率 (Vacancy rate for existing buildings)

(2) 販売事業部門 (Sales) 【連結ベース】(Consolidated base)		2019/12	2020/12	2021/12	2022/12	2023/12
単位: 戸、百万円 (units、millions of yen)		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
マンション契約戸数	Condominium units sold	3,761	2,080	2,354	2,791	2,444

計上戸数	Units delivered	4,520	3,574	3,109	2,647	2,962
マンション・戸建	Condominiums & Detached houses	4,505	3,567	3,082	2,585	2,927
宅地	Land lots	15	7	27	62	35
売上高	Sales income	272,113	232,486	202,548	190,255	199,265
マンション・戸建	Condominiums & Detached houses	262,568	222,870	189,948	174,568	189,326
宅地・その他	Land lots & Others	9,544	9,615	12,600	15,687	9,938

(3) 完工事業部門 (Housing Construction) 【連結ベース】(Consolidated base)		2019/12	2020/12	2021/12	2022/12	2023/12
単位: 棟、百万円 (units、millions of yen)		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
受注棟数	Units contracted	7,286	7,216	8,043	7,286	6,732
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	5,786	5,592	6,246	5,875	5,177
注文住宅	Custom Home	1,500	1,624	1,797	1,411	1,555

計上棟数	Units delivered	8,203	6,688	7,184	7,086	6,589
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	6,482	5,132	5,537	5,578	5,306
注文住宅	Custom Home	1,721	1,556	1,647	1,508	1,283
売上高	Revenue from housing business	148,286	126,026	134,777	135,741	135,781
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	81,925	65,947	71,982	73,976	77,629
注文住宅	Custom Home	55,991	52,349	55,193	53,401	49,619
その他	Others	10,370	7,730	7,602	8,364	8,533

(4) 流通事業部門 (Brokerage) 【住友不動産販売】(Sumitomo Real Estate Sales)		2019/12	2020/12	2021/12	2022/12	2023/12
単位: 件、百万円 (transactions、millions of yen)		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23
仲介件数	Number of transactions	28,951	25,901	29,174	26,229	23,982
取扱高	Total transaction value	973,597	899,732	1,095,915	1,030,943	1,038,537
取扱単価	Average price per transaction	33.6	34.7	37.5	39.3	43.3
仲介収益	Brokerage revenues	51,073	45,687	53,601	53,656	52,932

[財務の状況] (Financial Indices)

(参考)

単位: 百万円 (millions of yen)		2019/12	2020/12	2021/12	2022/12	2023/12	2023/3 前期末 Mar-23
		Dec-19	Dec-20	Dec-21	Dec-22	Dec-23	
総資産	Total assets	5,197,398	5,526,028	5,704,088	5,958,933	6,585,120	6,365,436
自己資本	Shareholders' equity	1,322,304	1,464,662	1,617,783	1,763,290	1,982,130	1,799,372
連結有利子負債	Interest-bearing debt	3,345,901	3,533,244	3,562,301	3,681,619	4,022,806	3,938,021
現金・預金	Cash and deposits	141,591	142,759	137,816	161,176	214,167	185,119
連結純有利子負債	Net interest-bearing debt	3,204,309	3,390,484	3,424,484	3,520,442	3,808,639	3,752,902

(参考)2023年3月期 (Mar-23) 連結決算 (Consolidated base)

*2020年3月期期首より、会計方針(住友不動産販売の収益認識基準)の変更しております。2019年3月期は遡及適用後の数値を記載しております。
(Financial results for March 2019 fiscal year have been adjusted retroactively, reflecting the adoption of Accounting Standard for Revenue Recognition in Sumitomo Real Estate Sales effective from the beginning of March 2020 fiscal year.)

[損益計算書] (Statements of operations)

		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3
単位: 百万円 (millions of yen)		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	通期予想 Mar-24 (F)
売上高	Revenue from operations	1,012,198	1,013,512	917,472	939,430	939,904	970,000
売上総利益	Gross profit	301,148	321,680	287,907	302,442	314,452	328,000
粗利益率	Gross profit margin	29.8%	31.7%	31.4%	32.2%	33.5%	33.8%
広告費	Selling expenses	21,250	18,514	9,236	9,163	9,181	9,000
一般管理費	G & A expenses	60,508	68,833	59,426	59,396	63,996	64,000
販管費	S,G&A expenses	81,758	87,348	68,663	68,560	73,178	73,000
営業利益	Operating income	219,389	234,332	219,244	233,882	241,274	255,000
営業利益率	Operating income margin	21.7%	23.1%	23.9%	24.9%	25.7%	26.3%
受取利息・配当金	Interest & dividend income	10,066	11,679	11,835	12,792	16,079	
その他	Others	630	570	2,041	1,463	565	
営業外収益	Non-operating income	10,697	12,249	13,877	14,255	16,645	
支払利息	Interest expenses	20,184	19,186	18,317	18,033	17,576	
その他	Others	6,675	6,874	4,854	4,989	3,691	
営業外費用	Non-operating expenses	26,859	26,061	23,172	23,023	21,268	
(金融収支)	(Net interest receive)	(▲10,118)	(▲7,507)	(▲6,482)	(▲5,241)	(▲1,497)	
経常利益	Ordinary profit	203,227	220,520	209,949	225,115	236,651	250,000
固定資産売却益	Gain on sale of fixed assets	75	278	536	97	14	
投資有価証券売却益	Gain on sale of investment securities	11	1,417	13,115	2,426	4,712	
その他	Others		4,824				
特別利益	Extraordinary income	86	6,519	13,652	2,524	4,727	
固定資産売却損	Loss on sale of fixed assets	3,723	2,130		0		
固定資産減損損失	Loss on impairment of fixed assets	8,575	9,660	3,876	3,453	8,099	
固定資産除却損	Loss on disposal of fixed assets	1,280	1,566	7,890	4,014	1,742	
投資有価証券評価損	Loss on devaluation of investment securities	1,104	7,838	489	1,160	213	
投資有価証券売却損	Loss on sale of investment securities			312	1	7	
新型コロナウイルス感染症による損失	Loss related to COVID-19			629			
その他	Others	70	35	44	355	979	
特別損失	Extraordinary loss	14,755	21,231	13,242	8,986	11,042	
税金等調整前当期利益	Income before income taxes	188,558	205,809	210,359	218,653	230,336	
法人税等	Income tax and other taxes	58,456	64,812	68,970	68,201	68,410	
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests						
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	130,102	140,997	141,389	150,452	161,925	175,000
減価償却費	Depreciation	46,312	48,974	57,812	60,645	64,635	69,000

[セグメント情報] (Segment Information)

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(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for March 2020 fiscal year have been adjusted retroactively.)

(1)売上高 Revenue from operations 単位:百万円 (millions of yen)		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3 通期予想 Mar-24 (F)
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
賃貸事業	Leasing	381,763	395,592	398,237	425,081	425,368	445,000
販売事業	Sales	331,751	324,928	263,394	233,788	222,077	225,000
完工事業	Housing Construction	221,693	218,930	188,707	204,361	213,584	220,000
流通事業	Brokerage	71,867	71,199	65,792	73,484	75,107	77,000
合計	Total	1,012,198	1,013,512	917,472	939,430	939,904	970,000

(2)営業利益 Operating income 単位:百万円 (millions of yen)		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3 通期予想 Mar-24 (F)
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
賃貸事業	Leasing	149,932	169,416	155,245	162,649	165,693	172,000
販売事業	Sales	47,115	46,490	53,931	50,485	53,928	54,000
完工事業	Housing Construction	20,407	20,583	15,565	18,523	21,421	23,000
流通事業	Brokerage	20,977	14,592	11,480	18,025	20,030	22,000
合計	Total	219,389	234,332	219,244	233,882	241,274	255,000

(3)営業利益率 Operating income margin		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3 通期予想 Mar-24 (F)
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
賃貸事業	Leasing	39.3%	42.8%	39.0%	38.3%	39.0%	38.7%
販売事業	Sales	14.2%	14.3%	20.5%	21.6%	24.3%	24.0%
完工事業	Housing Construction	9.2%	9.4%	8.2%	9.1%	10.0%	10.5%
流通事業	Brokerage	29.2%	20.5%	17.4%	24.5%	26.7%	28.6%
合計	Total	21.7%	23.1%	23.9%	24.9%	25.7%	26.3%

(4)資産 Assets of segment 単位:百万円 (millions of yen)		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3 通期予想 Mar-24 (F)
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
賃貸事業	Leasing	3,737,136	3,922,764	4,226,733	4,297,595	4,588,062	/
販売事業	Sales	713,300	673,420	658,010	761,443	927,787	
完工事業	Housing Construction	30,057	25,053	23,460	23,625	22,976	
流通事業	Brokerage	14,074	170,883	179,631	193,444	230,095	
合計	Total	5,130,118	5,317,623	5,673,666	5,806,040	6,365,436	

(5)従業員数 Number of employees		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3 通期予想 Mar-24 (F)
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
賃貸事業	Leasing	3,771	4,059	4,036	3,978	3,923	/
販売事業	Sales	894	852	895	854	826	
完工事業	Housing Construction	4,050	4,137	3,993	3,867	3,854	
流通事業	Brokerage	3,329	3,633	3,647	3,397	3,354	
合計	Total	13,238	13,676	13,530	13,040	12,957	

[事業の概況] (Review of operations)

(1) 賃貸事業部門 (Leasing)

【連結ベース】(Consolidated base)

単位:千㎡

(1,000㎡)

		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	通期予想
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
期末延床面積	Gross floor area	5,037	5,461	5,575	5,633	5,984	
所有	Outright ownership	4,226	4,633	4,773	4,856	5,215	
サブリース事業	Sub-lease business	811	828	802	777	769	
東京都区部	Tokyo 23wards	4,738	5,169	5,284	5,339	5,658	
その他	Other Area	299	292	291	294	327	
オフィス期末空室率*	Vacancy rate*	2.8%	1.4%	2.8%	5.8%	6.0%	

* 竣工後1年を経過した既存オフィスビルの空室率 (Vacancy rate for existing buildings)

(2) 販売事業部門 (Sales)

【連結ベース】(Consolidated base)

単位:戸、百万円

(units、millions of yen)

		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	通期予想
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
マンション新規発売戸数	Condominium units supplied	6,384	4,969	3,427	2,277	3,260	3,000
マンション契約戸数	Condominium units sold	5,111	4,865	3,047	3,047	3,702	3,000
マンション完成済み未契約戸数	Condominium units unsold	1,044	1,466	1,184	1,174	1,215	
計上戸数	Units delivered	5,970	5,431	4,164	3,604	2,961	3,000
マンション・戸建	Condominiums & Detached houses	5,948	5,413	4,149	3,569	2,886	
宅地	Land lots	22	18	15	35	75	
売上高	Sales income	331,751	324,928	263,394	233,788	222,077	225,000
マンション・戸建	Condominiums & Detached houses	323,297	314,429	252,394	218,289	200,482	
宅地・その他	Land lots & Others	8,454	10,498	11,000	15,498	21,595	

(3) 完工事業部門 (Housing Construction)

【連結ベース】(Consolidated base)

単位:棟、百万円

(units、millions of yen)

		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	通期予想
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
受注棟数	Units contracted	13,526	9,666	10,061	10,981	9,867	10,700
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	10,449	7,506	7,534	8,362	7,796	8,200
注文住宅	Custom Home	3,077	2,160	2,527	2,619	2,071	2,500
計上棟数	Units delivered	12,013	11,927	9,940	10,582	10,658	10,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	9,132	9,301	7,566	7,971	8,136	8,200
注文住宅	Custom Home	2,881	2,626	2,374	2,611	2,522	2,400
売上高	Revenue from housing business	221,693	218,930	188,707	204,361	213,584	220,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	116,195	119,801	98,160	105,746	110,749	116,000
注文住宅	Custom Home	93,458	86,783	80,361	88,431	91,952	92,000
その他	Others	12,040	12,346	10,186	10,184	10,883	12,000

(4) 流通事業部門 (Brokerage)

【住友不動産販売】(Sumitomo Real Estate Sales)

単位:件、百万円

(transactions、millions of yen)

		2019/3	2020/3	2021/3	2022/3	2023/3	2024/3
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	通期予想
		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24 (F)
仲介件数	Number of transactions	37,643	37,715	35,122	38,144	34,906	36,000
取扱高	Total transaction value	1,326,357	1,287,508	1,241,023	1,453,387	1,396,127	1,450,000
取扱単価	Average price per transaction	35.2	34.1	35.3	38.1	39.9	40.2
仲介収益	Brokerage revenues	68,583	67,063	62,358	71,278	72,549	75,000

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

		2019/3	2020/3	2021/3	2022/3	2023/3
単位: 百万円 (millions of yen)		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
税金等調整前当期純利益	Income before income taxes	188,558	205,809	210,359	218,653	230,336
減価償却費	Depreciation and amortization	46,312	48,974	57,812	60,645	64,635
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△308	△4,848	△21	134	226
固定資産売却損益(△は益)	Loss (Gain) on sale of property and equipment	3,648	1,852	△536	△97	△14
固定資産減損損失	Loss on impairment of fixed assets	8,575	9,660	3,876	3,453	8,099
売上債権の増加額(△)又は減少額	Decrease (Increase) in accounts receivable -- trade	2,233	4,636	△1,184	△4,572	△14,761
棚卸資産の増加額(△)又は減少額	Decrease (Increase) in inventories	65,981	46,766	7,303	△48,326	△55,461
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	26,188	△18,542	△12,041	17,610	△13,283
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	△12,072	△415	△4,921	2,082	7,189
法人税等の支払額	Payments for income tax and other taxes	△69,426	△65,218	△57,029	△78,018	△78,710
その他	Other -- net	367	1,783	22,329	21,402	16,856
営業活動によるキャッシュ・フロー		260,057	230,458	225,947	192,967	165,112
Net cash provided by operating activities						
有形固定資産の取得による支出	Payments for purchases of property and equipment	△188,573	△270,347	△355,431	△179,553	△449,345
有形固定資産の売却による収入	Proceeds from sale of property and equipment	6,617	11,307	1,658	524	597
有価証券／投資有価証券の純増減	Decrease (Increase) in securities	△30,946	△44,019	28,640	△4,783	△27,514
敷金及び保証金の純増減	Decrease (Increase) in guarantee and lease deposits paid to lessors	3,737	△316	1,205	1,452	△195
預り敷金及び保証金の純増減	Increase (Decrease) in guarantee and lease deposits received	21,340	18,575	7,714	△7,971	6,531
共同投資事業出資預託金の純増減	Receipts (Restitution) of deposits from partnership investors	△9,438	△22,185	△7,650	△12,195	△12,650
その他	Other -- net	△11,948	16,866	△12,820	△7,459	△7,221
投資活動によるキャッシュ・フロー		△209,212	△290,118	△336,682	△209,984	△489,799
Net cash used in investing activities						
短期借入金・CPの純増減	Increase (Decrease) in short-term bank loans & CP	△35,773	121,083	△106	△78,010	140,000
社債の純増減	Increase (Decrease) in bonds and notes	△60,000	△40,000	—	20,000	30,000
長期借入金の純増減	Increase (Decrease) in long-term debt	△27,451	23,681	128,029	73,054	212,814
SPC借入金・社債の純増減	Increase (Decrease) in non-recourse loans and bonds	△7,501	△6,643	△7,538	△16,344	△4,786
配当金の支払額	Cash dividends paid	△13,268	△15,162	△18,004	△20,374	△22,271
その他	Other -- net	△2,064	△313	△294	△242	△201
財務活動によるキャッシュ・フロー		△146,058	82,644	102,086	△21,917	355,555
Net cash provided by (used in) financing activities						
現金及び現金同等物の増加額又は減少額		△94,969	22,740	△9,736	△36,971	33,742
Net increase (decrease) in cash and cash equivalents						
現金及び現金同等物の期首残高		262,045	170,707	193,448	187,281	150,309
Cash and cash equivalents at beginning of year						
現金及び現金同等物の期末残高		170,707	193,448	187,281	150,309	184,052
Cash and cash equivalents at end of year						

[財務の状況] (Financial Indices)

(1) 総資産、自己資本		2019/3	2020/3	2021/3	2022/3	2023/3
Total assets & Equity (millions of yen)		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
総資産	Total assets	5,130,118	5,317,623	5,673,666	5,806,040	6,365,436
ROA*1	Return On Assets*1	4.5%	4.7%	4.2%	4.3%	4.2%
自己資本	Shareholders' equity	1,202,103	1,294,998	1,503,021	1,634,049	1,799,372
自己資本比率	Equity ratio	23.4%	24.4%	26.5%	28.1%	28.3%
ROE*2	Return On Equity*2	11.2%	11.3%	10.1%	9.6%	9.4%

*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/Shareholders' equity)

(2) 連結有利子負債		2019/3	2020/3	2021/3	2022/3	2023/3
Interest-bearing debt (millions of yen, times)		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
CP	Commercial Paper	-	120,000	120,000	40,000	180,000
短期借入	Short-term loans	25,643	26,726	26,620	28,610	28,610
長期借入	Long-term loans	2,603,945	2,703,627	2,831,656	2,904,710	3,117,524
社債	Bonds; Debentures	310,000	270,000	270,000	290,000	320,000
SPC長期借入金・社債	Non-recourse loans and bonds	403,198	320,555	313,017	296,673	291,887
連結有利子負債	Interest-bearing debt	3,342,786	3,440,908	3,561,293	3,559,993	3,938,021
長期比率	Ratio of long-term debt	99%	96%	96%	98%	95%
固定金利比率	Ratio of fixed-interest debt	96%	95%	94%	96%	86%
現金・預金	Cash and deposits	172,191	195,360	188,340	151,392	185,119
連結純有利子負債	Net interest-bearing debt	3,170,595	3,245,548	3,372,953	3,408,601	3,752,902
デットエクイティレシオ*3	Net D/E Ratio*3	2.6	2.5	2.2	2.1	2.1
インタレストカバレッジレシオ*4	Interest Coverage Ratio*4	11.4	12.8	12.6	13.7	14.6
純有利子負債/営業利益倍率*5	Net Debt/Operating Income Ratio*5	13.8	13.2	14.6	13.8	14.6

*3 連結純有利子負債÷連結自己資本 (Net 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 連結純有利子負債÷(営業利益+受取利息・配当金) (Net Interest-bearing debt/Operating income + Interest & Dividend income)

(3) 賃貸セグメント資産総利回り		2019/3	2020/3	2021/3	2022/3	2023/3
Return on leasing assets (millions of yen)		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
賃貸営業利益	Operating income of leasing business	149,932	169,416	155,245	162,649	165,693
減価償却費	Depreciation	43,200	45,420	54,332	57,394	61,172
賃貸キャッシュフロー	Cash flows from leasing business	193,132	214,836	209,577	220,043	226,865
賃貸セグメント資産	Assets of leasing segment	3,737,136	3,922,764	4,226,733	4,297,595	4,588,062
預り敷金及び保証金	Guarantee & security deposits received from tenants	▲ 228,958	▲ 247,609	▲ 258,219	▲ 249,275	▲ 254,008
賃貸投資残	Net investments of leasing business	3,508,178	3,675,155	3,968,514	4,048,320	4,334,054
賃貸セグメント資産総利回り*6	Return on leasing assets*6	5.6%	6.0%	5.5%	5.5%	5.4%

*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)

2023年3月期 (Mar-23) 単体推移 (Non-consolidated base)

[損益計算書](Statements of operations)

		2019/3	2020/3	2021/3	2022/3	2023/3
単位: 百万円 (millions of yen)		Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
賃貸事業	Leasing	335,677	356,138	373,988	385,978	382,943
販売事業	Sales	331,748	324,928	263,394	233,788	222,077
完成工事事業	Housing Construction	208,704	206,057	178,308	194,111	202,342
その他事業	Others	3,023	666	641	574	660
売上高	Revenue from operations	879,154	887,791	816,333	814,453	808,024
賃貸事業	Leasing	132,864	162,047	154,385	153,638	154,119
販売事業	Sales	65,466	63,732	62,701	58,111	61,216
完成工事事業	Housing Construction	55,989	56,742	50,012	54,191	56,523
その他事業	Others	3,009	649	623	555	646
売上総利益	Gross profit	257,329	283,172	267,722	266,496	272,504
賃貸事業	Leasing	39.6%	45.5%	41.3%	39.8%	40.2%
販売事業	Sales	19.7%	19.6%	23.8%	24.9%	27.6%
完成工事事業	Housing Construction	26.8%	27.5%	28.0%	27.9%	27.9%
その他事業	Others	99.5%	97.4%	97.2%	96.7%	97.9%
粗利益率	Gross profit margin	29.3%	31.9%	32.8%	32.7%	33.7%
販売費	Selling expenses	23,936	21,627	12,980	12,933	12,688
一般管理費	G & A expenses	47,566	51,088	47,938	47,621	50,798
販管費	S,G&A expenses	71,503	72,716	60,919	60,555	63,486
営業利益	Operating income	185,826	210,455	206,803	205,940	209,017
受取利息・配当金	Interest & dividend income	11,761	22,241	12,867	13,738	16,430
その他	Others	888	1,154	1,986	2,113	1,244
営業外収益	Non-operating income	12,650	23,395	14,854	15,851	17,674
支払利息	Interest expenses	17,597	16,958	16,551	16,497	16,179
その他	Others	7,792	5,984	4,341	11,009	3,225
営業外費用	Non-operating expenses	25,390	22,942	20,893	27,506	19,405
(金融収支)	(Net interest receive)	(▲5,836)	(5,283)	(▲3,684)	(▲2,759)	(251)
経常利益	Ordinary profit	173,087	210,908	200,764	194,285	207,287
固定資産売却益	Gain on sales of fixed assets	75	277	202	97	14
投資有価証券売却益	Gain on sale of investment securities	11	1,417	13,115	2,426	4,712
その他	Others		618		25	
特別利益	Extraordinary income	86	2,313	13,318	2,549	4,727
固定資産売却損	Loss on sale of fixed assets	0	2,130		0	
固定資産減損損失	Loss on impairment of fixed assets			3,577	400	8,099
固定資産除却損	Loss on disposal of fixed assets	1,054	1,287	7,360	3,749	1,422
投資有価証券評価損	Loss on devaluation of investment securities	1,078	7,838	489	10,660	170
投資有価証券売却損	Loss on sale of investment securities			312	1	7
その他	Others	28	34	427	355	996
特別損失	Extraordinary loss	2,162	11,290	12,166	15,167	10,696
税引前当期利益	Income before income taxes	171,011	201,931	201,915	181,667	201,318
法人税等	Income tax and other taxes	50,553	55,232	61,573	58,803	60,757
当期利益	Profit	120,458	146,699	140,342	122,864	140,560
減価償却費	Depreciation	35,282	38,253	47,133	50,716	54,164

四半期営業情報
Quarterly Information

(別紙)
(Appendix)

		既存ビル 期末空室率 Vacancy Rate (Office)	マンション契約戸数 Condominium Units Sold		新築そっくりさん Remodeling "Shinchiku Sokkurisan" 受注棟数 Units Contracted				注文住宅 Custom Home 受注棟数 Units Contracted	
				前年 同期比 YoY		前年 同期比 YoY	受注高 Total Contract Value (百万円) (millions of yen)	前年 同期比 YoY		前年 同期比 YoY
2019/3 Mar-19	1st	4.7%	1,314	-25.4%	2,397	-2.3%	29,566	4.0%	708	0.9%
	2nd	4.3%	1,347	-45.3%	2,544	6.9%	31,879	11.2%	889	12.4%
	3rd	4.2%	1,103	-28.7%	2,570	14.9%	32,838	13.0%	666	5.4%
	4th	2.8%	1,347	-15.0%	2,938	28.9%	38,619	35.9%	814	-5.9%
	Year-end	2.8%	5,111	-30.5%	10,449	11.8%	132,902	16.0%	3,077	2.9%
2020/3 Mar-20	1st	2.3%	1,018	-22.5%	1,713	-28.5%	20,190	-31.7%	438	-38.1%
	2nd	1.7%	1,390	3.2%	2,017	-20.7%	27,023	-15.2%	677	-23.8%
	3rd	1.6%	1,353	22.7%	2,056	-20.0%	25,425	-22.6%	385	-42.2%
	4th	1.4%	1,104	-18.0%	1,720	-41.5%	23,351	-39.5%	660	-18.9%
	Year-end	1.4%	4,865	-4.8%	7,506	-28.2%	95,989	-27.8%	2,160	-29.8%
2021/3 Mar-21	1st	1.5%	302	-70.3%	1,241	-27.6%	16,038	-20.6%	364	-16.9%
	2nd	1.8%	1,006	-27.6%	2,191	8.6%	27,634	2.3%	812	19.9%
	3rd	2.3%	772	-42.9%	2,160	5.1%	26,963	6.0%	448	16.4%
	4th	2.8%	967	-12.4%	1,942	12.9%	25,499	9.2%	903	36.8%
	Year-end	2.8%	3,047	-37.4%	7,534	0.4%	96,134	0.2%	2,527	17.0%
2022/3 Mar-22	1st	3.5%	743	146.0%	2,195	76.9%	27,818	73.5%	620	70.3%
	2nd	5.6%	791	-21.4%	2,055	-6.2%	26,951	-2.5%	739	-9.0%
	3rd	5.9%	820	6.2%	1,996	-7.6%	26,674	-1.1%	438	-2.2%
	4th	5.8%	693	-28.3%	2,116	9.0%	29,183	14.4%	822	-9.0%
	Year-end	5.8%	3,047	0.0%	8,362	11.0%	110,626	15.1%	2,619	3.6%
2023/3 Mar-23	1st	5.9%	1,087	46.3%	1,985	-9.6%	25,540	-8.2%	464	-25.2%
	2nd	5.9%	927	17.2%	1,979	-3.7%	26,726	-0.8%	572	-22.6%
	3rd	5.7%	777	-5.2%	1,911	-4.3%	27,400	2.7%	375	-14.4%
	4th	6.0%	911	31.5%	1,921	-9.2%	28,264	-3.1%	660	-19.7%
	Year-end	6.0%	3,702	21.5%	7,796	-6.8%	107,930	-2.4%	2,071	-20.9%
2024/3 Mar-24	1st	6.0%	788	-27.5%	1,698	-14.5%	23,641	-7.4%	483	4.1%
	2nd	5.9%	899	-3.0%	1,813	-8.4%	27,736	3.8%	664	16.1%
	3rd	5.6%	757	-2.6%	1,666	-12.8%	25,934	-5.4%	408	8.8%