

2021年3月期 第2四半期

(September 30, 2020)

FACT SHEETS

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Sumitomo Realty & Development Co., Ltd.

(ご照会先)

—REFERENCE—

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2021年3月期 第2四半期 (Sep-20) 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)の変更をしております。2019年3月期第2四半期は遡及適用後の数値を記載しております。

(Financial results for the second quarter of 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.)

* 2021年3月期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2四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 second quarter of March 2020 fiscal year have been adjusted retroactively.)

[損益計算書] (Statements of operations)

		2016/9	2017/9	2018/9	2019/9	2020/9
単位: 百万円 (millions of yen)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
売上高	Revenue from operations	469,676	493,120	541,043	579,438	515,122
売上総利益	Gross profit	131,684	150,589	166,283	181,962	167,678
粗利率	Gross profit margin	28.0%	30.5%	30.7%	31.4%	32.6%
販管費	S,G&A expenses	34,130	36,290	41,034	44,388	34,831
営業利益	Operating income	97,554	114,299	125,248	137,573	132,847
営業利益率	Operating income margin	20.8%	23.2%	23.1%	23.7%	25.8%
受取利息・配当金	Interest & dividend income	3,732	4,644	5,634	6,566	7,197
その他	Others	320	1,405	407	124	1,123
営業外収益	Non-operating income	4,052	6,050	6,042	6,691	8,320
支払利息	Interest expenses	11,119	10,255	10,300	9,692	9,276
その他	Others	2,647	2,341	2,427	2,723	2,349
営業外費用	Non-operating expenses	13,766	12,596	12,728	12,416	11,626
(金融収支)	(Net interest receive)	(▲7,387)	(▲5,611)	(▲4,666)	(▲3,126)	(▲2,079)
経常利益	Ordinary profit	87,840	107,752	118,563	131,848	129,541
特別利益	Extraordinary income	36	37	1	4,824	12,469
特別損失	Extraordinary loss	220	430	974	1,732	1,308
税金等調整前四半期(累計)純利益	Income before income taxes	87,656	107,358	117,590	134,941	140,702
法人税等	Income tax and other taxes	27,037	32,553	37,564	41,717	43,570
非支配株主に帰属する四半期純利益	Profit attributable to non-controlling interests	1,435	794	-	-	-
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent	59,184	74,010	80,025	93,224	97,131

[セグメント情報] (Segment Information)

(1) 売上高		2016/9	2017/9	2018/9	2019/9	2020/9
Revenue from operations		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
単位: 百万円 (millions of yen)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
賃貸事業	Leasing	167,419	173,952	186,398	193,798	196,914
販売事業	Sales	189,190	204,747	237,208	254,894	213,265
完工事業	Housing Construction	80,777	78,716	80,042	92,116	73,923
流通事業	Brokerage	30,729	33,172	34,827	37,627	31,070

合計	Total	469,676	493,120	541,043	579,438	515,122
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(2) 営業利益		2016/9	2017/9	2018/9	2019/9	2020/9
Operating income		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
単位: 百万円 (millions of yen)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
賃貸事業	Leasing	65,390	74,883	77,186	83,674	81,467
販売事業	Sales	30,108	36,026	44,682	45,562	52,825
完工事業	Housing Construction	2,447	2,212	2,898	6,635	2,381
流通事業	Brokerage	8,186	10,013	10,248	9,274	5,439

合計	Total	97,554	114,299	125,248	137,573	132,847
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[事業の概況] (Review of operations)

(1) 賃貸事業部門 (Leasing)		2016/9	2017/9	2018/9	2019/9	2020/9
【連結ベース】 (Consolidated base)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
オフィス期末空室率*	Vacancy rate*	4.4%	4.6%	4.3%	1.7%	1.8%

* 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)		2016/9	2017/9	2018/9	2019/9	2020/9
【連結ベース】 (Consolidated base)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
単位: 戸、百万円	(units、millions of yen)					
マンション契約戸数	Condominium units sold	3,241	4,225	2,661	2,408	1,308

計上戸数	Units delivered	3,559	3,770	4,257	4,175	3,258
マンション・戸建	Condominiums & Detached houses	3,525	3,763	4,243	4,169	3,253
宅地	Land lots	34	7	14	6	5
売上高	Sales income	189,190	204,747	237,208	254,894	213,265
マンション・戸建	Condominiums & Detached houses	183,423	198,641	230,633	246,345	204,316
宅地・その他	Land lots & Others	5,766	6,106	6,574	8,548	8,948

(3) 完工事業部門 (Housing Construction)		2016/9	2017/9	2018/9	2019/9	2020/9
【連結ベース】 (Consolidated base)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
単位: 戸、百万円	(units、millions of yen)					
受注棟数	Units contracted	5,911	6,326	6,538	4,845	4,608
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	4,561	4,833	4,941	3,730	3,432
注文住宅	Custom Home	1,350	1,493	1,597	1,115	1,176

計上棟数	Units delivered	4,594	4,581	4,523	5,270	3,789
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	3,667	3,664	3,625	4,302	2,919
注文住宅	Custom Home	927	917	898	968	870
売上高	Revenue from housing business	80,777	78,716	80,042	92,116	73,923
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	44,626	43,848	44,570	53,087	38,333
注文住宅	Custom Home	28,662	27,810	28,276	31,031	29,743
その他	Others	7,489	7,058	7,196	7,998	5,847

(4) 流通事業部門 (Brokerage)		2016/9	2017/9	2018/9	2019/9	2020/9
【住友不動産販売】 (Sumitomo Real Estate Sales)		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20
単位: 件、百万円	(transactions、millions of yen)					
仲介件数	Number of transactions	17,942	18,529	18,625	19,769	16,205
取扱高	Total transaction value	559,234	604,718	644,253	666,765	563,067
取扱単価	Average price per transaction	31.2	32.6	34.5	33.7	34.7
仲介収益	Brokerage revenues	29,137	32,233	33,785	35,032	29,056
仲介店舗数(国内)	Number of brokerage offices (Japan)	257	263	268	271	272

[財務の状況] (Financial Indices)

		2016/9	2017/9	2018/9	2019/9	2020/9	(参考)
単位: 百万円		Sep-16	Sep-17	Sep-18	Sep-19	Sep-20	2020/3 前期末 Mar-20
総資産	Total assets	4,751,535	5,042,048	5,120,661	5,151,095	5,390,213	5,317,623
自己資本	Shareholders' equity	936,870	1,078,789	1,195,400	1,283,355	1,420,260	1,294,998
連結有利子負債	Interest-bearing debt	3,275,728	3,429,735	3,376,207	3,309,337	3,442,550	3,440,908
現金・預金	Cash, time and notice deposits	265,168	263,471	241,291	180,259	166,375	195,360
連結純有利子負債	Net interest-bearing debt	3,010,559	3,166,263	3,134,916	3,129,077	3,276,174	3,245,548

(参考)2020年3月期 (Mar-20) 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)の変更をしております。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.)

※2020年11月12日に、2021年3月期通期予想を変更しております。
(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

[損益計算書] (Statements of operations)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※ Mar-21 (F)
売上高	Revenue from operations	854,964	925,151	948,402	1,012,198	1,013,512	900,000
売上総利益	Gross profit	240,773	260,967	284,386	301,148	321,680	295,000
粗利益率	Gross profit margin	28.2%	28.2%	30.0%	29.8%	31.7%	32.8%
広告費	Selling expenses	17,912	19,214	20,993	21,250	18,514	12,000
一般管理費	G & A expenses	48,620	53,582	57,755	60,508	68,833	70,000
販管費	S,G&A expenses	66,532	72,796	78,749	81,758	87,348	82,000
営業利益	Operating income	174,240	188,171	205,637	219,389	234,332	213,000
営業利益率	Operating income margin	20.4%	20.3%	21.7%	21.7%	23.1%	23.7%
受取利息・配当金	Interest & dividend income	5,574	6,707	8,484	10,066	11,679	
その他	Others	739	768	1,073	630	570	
営業外収益	Non-operating income	6,313	7,475	9,557	10,697	12,249	12,000
支払利息	Interest expenses	24,489	21,588	20,351	20,184	19,186	
その他	Others	7,640	6,361	7,972	6,675	6,874	
営業外費用	Non-operating expenses	32,129	27,949	28,323	26,859	26,061	25,000
(金融収支)	(Net interest receive)	(▲18,915)	(▲14,881)	(▲11,867)	(▲10,118)	(▲7,507)	
経常利益	Ordinary profit	148,424	167,697	186,870	203,227	220,520	200,000
固定資産売却益	Gain on sale of fixed assets	114	15	37	75	278	
投資有価証券売却益	Gain on sale of investments in securities	428	42	1,009	11	1,417	
その他	Others	3		66		4,824	
特別利益	Extraordinary income	546	58	1,113	86	6,519	
固定資産売却損	Loss on sale of fixed assets		3	217	3,723	2,130	
固定資産減損損失	Loss on impairment of fixed assets	10,806	15,537	10,634	8,575	9,660	
固定資産除却損	Loss on disposal of fixed assets	1,145	1,522	600	1,280	1,566	
投資有価証券評価損	Loss on devaluation of investments in securities	465			1,104	7,838	
投資有価証券売却損	Loss on sale of investments in securities			47			
その他	Others	999	68	40	70	35	
特別損失	Extraordinary loss	13,416	17,131	11,540	14,755	21,231	
税金等調整前当期利益	Income before income taxes	135,553	150,623	176,444	188,558	205,809	
法人税等	Income tax and other taxes	44,729	43,628	55,918	58,456	64,812	
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	3,026	3,506	794			
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	87,797	103,488	119,731	130,102	140,997	140,000
減価償却費	Depreciation	34,574	39,445	41,627	46,312	48,974	55,000

[セグメント情報] (Segment Information)

* 2021年3月期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、2021年3月期通期予想は変更後の数値を記載しております。

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※2020年11月12日に、2021年3月期通期予想を変更しております。

(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

(1) 売上高		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Revenue from operations		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	313,340	337,465	353,880	381,763	395,592	390,000
販売事業	Sales	274,760	314,299	311,192	331,751	324,928	270,000
完工事業	Housing Construction	199,115	203,623	209,355	221,693	218,930	180,000
流通事業	Brokerage	61,496	66,714	69,168	71,867	71,199	60,000
合計	Total	854,964	925,151	948,402	1,012,198	1,013,512	900,000

(2) 営業利益		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Operating income		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	111,327	126,213	139,368	149,932	169,416	160,000
販売事業	Sales	44,187	46,189	46,838	47,115	46,490	53,000
完工事業	Housing Construction	15,300	13,933	16,108	20,407	20,583	12,000
流通事業	Brokerage	17,722	19,147	21,457	20,977	14,592	9,000
合計	Total	174,240	188,171	205,637	219,389	234,332	213,000

(3) 営業利益率		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Operating income margin		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※
		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	35.5%	37.4%	39.4%	39.3%	42.8%	41.0%
販売事業	Sales	16.1%	14.7%	15.1%	14.2%	14.3%	19.6%
完工事業	Housing Construction	7.7%	6.8%	7.7%	9.2%	9.4%	6.7%
流通事業	Brokerage	28.8%	28.7%	31.0%	29.2%	20.5%	15.0%
合計	Total	20.4%	20.3%	21.7%	21.7%	23.1%	23.7%

(4) 資産		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Assets of segment		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	3,194,739	3,359,261	3,565,087	3,737,136	3,922,318	
販売事業	Sales	888,578	890,868	826,574	713,300	673,420	
完工事業	Housing Construction	18,166	27,424	27,945	30,057	25,053	
流通事業	Brokerage	19,135	18,506	12,199	14,074	61,453	
合計	Total	4,675,914	4,980,039	5,167,198	5,130,118	5,317,623	

(5) 従業員数		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Number of employees		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想
		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	3,312	3,466	3,666	3,771	4,059	
販売事業	Sales	1,065	1,096	944	894	852	
完工事業	Housing Construction	3,609	3,800	3,920	4,050	4,137	
流通事業	Brokerage	3,037	3,106	3,258	3,329	3,633	
合計	Total	12,116	12,574	12,934	13,238	13,676	

[事業の概況](Review of operations)

(1) 賃貸事業部門 (Leasing)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【連結ベース】(Consolidated base)							通期予想
単位:千㎡ (1,000㎡)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
期末延床面積	Gross floor area	4,395	4,610	4,843	5,037	5,461	
所有	Outright ownership	3,493	3,790	4,026	4,226	4,633	
サブリース事業	Sub-lease business	902	820	817	811	828	
東京都区部	Tokyo 23wards	4,155	4,370	4,591	4,738	5,169	
その他	Other Area	240	240	252	299	292	
オフィス期末空室率*	Vacancy rate*	4.7%	4.5%	4.9%	2.8%	1.4%	

* 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)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【連結ベース】(Consolidated base)							通期予想
単位:戸、百万円 (units、millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
マンション新規発売戸数	Condominium units supplied	5,073	6,722	6,686	6,384	4,969	4,000
マンション契約戸数	Condominium units sold	5,524	6,467	7,355	5,111	4,865	4,000
マンション完成済み未契約戸数	Condominium units unsold	1,324	1,191	1,129	1,044	1,466	
計上戸数	Units delivered	4,996	5,716	5,881	5,970	5,431	4,500
マンション・戸建	Condominiums & Detached houses	4,898	5,632	5,865	5,948	5,413	
宅地	Land lots	98	84	16	22	18	
売上高	Sales income	274,760	314,299	311,192	331,751	324,928	270,000
マンション・戸建	Condominiums & Detached houses	263,014	300,655	301,504	323,297	314,429	
宅地・その他	Land lots & Others	11,746	13,643	9,688	8,454	10,498	

(3) 完工事業部門 (Housing Construction)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【連結ベース】(Consolidated base)							通期予想※
単位:棟、百万円 (units、millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
受注棟数	Units contracted	11,336	11,531	12,340	13,526	9,666	9,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	8,454	8,770	9,350	10,449	7,506	7,300
注文住宅	Custom Home	2,882	2,761	2,990	3,077	2,160	2,300
計上棟数	Units delivered	10,729	11,222	11,686	12,013	11,927	9,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	8,150	8,455	8,886	9,132	9,301	7,300
注文住宅	Custom Home	2,579	2,767	2,800	2,881	2,626	2,300
売上高	Revenue from housing business	199,115	203,623	209,355	221,693	218,930	180,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	105,296	103,721	108,739	116,195	119,801	94,000
注文住宅	Custom Home	77,926	85,657	88,019	93,458	86,783	76,000
その他	Others	15,893	14,245	12,597	12,040	12,346	10,000

(4) 流通事業部門 (Brokerage)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【住友不動産販売】(Sumitomo Real Estate Sales)							通期予想※
単位:件、百万円 (transactions、millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
仲介件数	Number of transactions	35,987	36,108	37,058	37,643	37,715	33,000
取扱高	Total transaction value	1,065,654	1,193,044	1,257,507	1,326,357	1,287,508	1,150,000
取扱単価	Average price per transaction	29.6	33.0	33.9	35.2	34.1	34.8
仲介収益	Brokerage revenues	56,303	61,216	66,310	68,583	67,063	58,000

仲介店舗数(国内)	Number of brokerage offices (Japan)	257	260	266	270	276	
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※2020年11月12日に、2021年3月期通期予想を変更しております。(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

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

		2016/3	2017/3	2018/3	2019/3	2020/3
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
税金等調整前当期純利益	Income before income taxes	135,553	150,623	176,444	188,558	205,809
減価償却費	Depreciation and amortization	34,574	39,445	41,627	46,312	48,974
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△2,095	411	△525	△308	△4,848
固定資産売却損益(△は益)	Loss (Gain) on sale of property and equipment	△114	△11	179	3,648	1,852
固定資産減損損失	Loss on impairment of fixed assets	10,806	15,537	10,634	8,575	9,660
売上債権の増加額(△)又は減少額	Decrease (Increase) in notes and accounts receivable -- trade	7,441	1,089	△5,668	2,233	4,636
たな卸資産の増加額(△)又は減少額	Decrease (Increase) in inventories	△51,301	5,573	25,915	65,981	46,766
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	△12,363	△12,936	△12,535	26,188	△18,542
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	10,981	7,816	17,076	△12,072	△415
法人税等の支払額	Payments for income tax and other taxes	△46,985	△55,545	△56,252	△69,426	△65,218
その他	Other -- net	9,610	6,503	△6,963	367	1,783
営業活動によるキャッシュ・フロー Net cash provided by operating activities		96,107	158,507	189,933	260,057	230,458
有形固定資産の取得による支出	Payments for purchases of property and equipment	△91,296	△254,930	△220,016	△188,573	△270,347
有形固定資産の売却による収入	Proceeds from sale of property and equipment	403	124	357	6,617	11,307
有価証券／投資有価証券の純増減	Decrease (Increase) in securities	△16,279	△19,391	△26,637	△30,946	△44,019
敷金及び保証金の純増減	Decrease (Increase) in guarantee and lease deposits paid to lessors	3,284	6,640	27,144	3,737	△316
預り敷金及び保証金の純増減	Increase (Decrease) in guarantee and lease deposits received	13,646	11,714	13,994	21,340	18,575
共同投資事業出資預託金の純増減	Receipts (Restitution) of deposits from partnership investors	△24,114	△10,869	△9,124	△9,438	△22,185
その他	Other -- net	8,971	△7,450	△6,252	△11,948	16,866
投資活動によるキャッシュ・フロー Net cash used in investing activities		△105,384	△274,161	△220,534	△209,212	△290,118
短期借入金・CPの純増減	Increase (Decrease) in short-term bank loans & CP	△8,282	△12,610	△2,892	△35,773	121,083
社債の純増減	Increase (Decrease) in bonds and notes	△20,000	-	△50,000	△60,000	△40,000
長期借入金の純増減	Increase (Decrease) in long-term debt	185,337	223,463	166,378	△27,451	23,681
SPC借入金・社債の純増減	Increase (Decrease) in non-recourse loans and bonds	△25,182	720	△8,648	△7,501	△6,643
配当金の支払額	Cash dividends paid	△10,429	△10,428	△12,324	△13,268	△15,162
その他	Other -- net	△76,463	△3,147	△66,052	△2,064	△313
財務活動によるキャッシュ・フロー Net cash provided by (used in) financing activities		44,980	197,996	26,461	△146,058	82,644
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		35,830	81,954	△4,263	△94,969	22,740
現金及び現金同等物の期首残高 Cash and cash equivalents at beginning of year		150,264	185,989	267,943	262,045	170,707
現金及び現金同等物の期末残高 Cash and cash equivalents at end of year		185,989	267,943	262,045	170,707	193,448

[財務の状況] (Financial Indices)

(1) 総資産、自己資本

		2016/3	2017/3	2018/3	2019/3	2020/3
Total assets & Equity (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
総資産	Total assets	4,675,914	4,980,039	5,167,198	5,130,118	5,317,623
ROA*1	Return On Assets*1	3.9%	4.0%	4.2%	4.5%	4.7%
自己資本	Shareholders' equity	888,099	1,007,347	1,114,975	1,202,103	1,294,998
自己資本比率	Equity ratio	19.0%	20.2%	21.6%	23.4%	24.4%
ROE*2	Return On Equity*2	10.2%	10.9%	11.3%	11.2%	11.3%

*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

		2016/3	2017/3	2018/3	2019/3	2020/3
Interest-bearing debt (millions of yen, times)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
CP	Commercial Paper	-	-	-	-	120,000
短期借入	Short-term loans	78,718	66,108	61,416	25,643	26,726
長期借入	Long-term loans	2,241,556	2,465,019	2,631,397	2,603,945	2,703,627
社債	Bonds; Debentures	420,000	420,000	370,000	310,000	270,000
SPC長期借入金・社債	Non-recourse loans and bonds	418,627	419,347	410,699	403,198	320,555
連結有利子負債	Interest-bearing debt	3,158,901	3,370,474	3,473,512	3,342,786	3,440,908
長期比率	Ratio of long-term debt	98%	98%	98%	99%	96%
固定金利比率	Ratio of fixed-interest debt	94%	95%	94%	96%	95%
現金・預金	Cash, time and notice deposits	187,233	269,312	263,209	172,191	195,360
連結純有利子負債	Net interest-bearing debt	2,971,668	3,101,162	3,210,303	3,170,595	3,245,548
デットエクイティレシオ*3	Net D/E Ratio*3	3.3	3.1	2.9	2.6	2.5
インタレストカバレッジレシオ*4	Interest Coverage Ratio*4	7.3	9.0	10.5	11.4	12.8
純有利子負債/営業利益倍率*5	Net Debt/Operating Income Ratio*5	16.5	15.9	15.0	13.8	13.2

*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

		2016/3	2017/3	2018/3	2019/3	2020/3
Return on leasing assets (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
賃貸営業利益	Operating income of leasing business	111,327	126,213	139,368	149,932	169,416
減価償却費	Depreciation	32,098	36,948	38,981	43,200	45,420
賃貸キャッシュフロー	Cash flows from leasing business	143,425	163,161	178,349	193,132	214,836
賃貸セグメント資産	Assets of leasing segment	3,194,739	3,359,261	3,565,087	3,737,136	3,922,318
預り敷金及び保証金	Guarantee & security deposits received from tenants	▲ 181,497	▲ 193,110	▲ 207,823	▲ 228,958	▲ 247,609
賃貸投資残	Net investments of leasing business	3,013,242	3,166,151	3,357,264	3,508,178	3,674,709
賃貸セグメント資産総利回り*6	Return on leasing assets*6	4.8%	5.3%	5.5%	5.6%	6.0%

*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)

2020年3月期 (Mar-20) 単体推移 (Non-consolidated base)

[損益計算書](Statements of operations)

		2016/3	2017/3	2018/3	2019/3	2020/3
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
賃貸事業	Leasing	270,440	289,987	304,010	335,677	356,138
販売事業	Sales	266,469	305,092	311,127	331,748	324,928
完成工事事業	Housing Construction	183,002	187,949	195,806	208,704	206,057
その他事業	Others	3,172	3,161	3,248	3,023	666
売上高	Revenue from operations	723,085	786,191	814,192	879,154	887,791
賃貸事業	Leasing	91,313	108,888	121,388	132,864	162,047
販売事業	Sales	56,566	58,246	64,654	65,466	63,732
完成工事事業	Housing Construction	44,761	46,276	50,173	55,989	56,742
その他事業	Others	3,153	3,146	3,233	3,009	649
売上総利益	Gross profit	195,794	216,558	239,449	257,329	283,172
賃貸事業	Leasing	33.8%	37.5%	39.9%	39.6%	45.5%
販売事業	Sales	21.2%	19.1%	20.8%	19.7%	19.6%
完成工事事業	Housing Construction	24.5%	24.6%	25.6%	26.8%	27.5%
その他事業	Others	99.4%	99.5%	99.5%	99.5%	97.4%
粗利益率	Gross profit margin	27.1%	27.5%	29.4%	29.3%	31.9%
販売費	Selling expenses	19,198	21,064	23,387	23,936	21,627
一般管理費	G & A expenses	36,628	40,278	45,355	47,566	51,088
販管費	S,G&A expenses	55,827	61,343	68,743	71,503	72,716
営業利益	Operating income	139,967	155,214	170,705	185,826	210,455
受取利息・配当金	Interest & dividend income	8,506	9,897	9,873	11,761	22,241
その他	Others	1,101	1,108	1,376	888	1,154
営業外収益	Non-operating income	9,607	11,006	11,250	12,650	23,395
支払利息	Interest expenses	19,104	17,808	17,496	17,597	16,958
その他	Others	6,813	4,680	6,608	7,792	5,984
営業外費用	Non-operating expenses	25,917	22,488	24,105	25,390	22,942
(金融収支)	(Net interest receive)	(▲10,598)	(▲7,911)	(▲7,623)	(▲5,836)	(5,283)
経常利益	Ordinary profit	123,657	143,732	157,851	173,087	210,908
固定資産売却益	Gain on sales of fixed assets	88		37	75	277
投資有価証券売却益	Gain on sale of investments in securities	350	42	1,009	11	1,417
その他	Others	3				618
特別利益	Extraordinary income	441	42	1,047	86	2,313
固定資産売却損	Loss on sale of fixed assets		0	216	0	2,130
固定資産減損損失	Loss on impairment of fixed assets	10,806	15,537	216		
固定資産除却損	Loss on disposal of fixed assets	1,054	1,316	632	1,054	1,287
投資有価証券評価損	Loss on devaluation of investments in securities	465			1,078	7,838
投資有価証券売却損	Loss on sale of investments in securities			47		
その他	Others	171	94	33	28	34
特別損失	Extraordinary loss	12,497	16,949	1,146	2,162	11,290
税引前当期利益	Income before income taxes	111,601	126,826	157,752	171,011	201,931
法人税等	Income tax and other taxes	35,773	35,736	47,566	50,553	55,232
当期利益	Profit	75,827	91,089	110,186	120,458	146,699
減価償却費	Depreciation	24,839	30,037	32,302	35,282	38,253

旧セグメントと新セグメントの比較情報(Comparison of old and new segments)

* 2021年3月期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。

(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".)

2021年3月期 第2四半期 (Sep-20) 連結決算 (Consolidated base)

(1)売上高 Revenue from operations 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2019/9	2019/9	2020/9
		Sep-19	Sep-19	Sep-20
賃貸事業	Leasing	193,798	193,798	196,914
販売事業	Sales	254,894	254,894	213,265
完工事業	Housing Construction	92,116	92,116	73,923
流通事業	Brokerage	36,209	37,627	31,070
合計	Total	579,438	579,438	515,122

(2)営業利益 Operating income 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2019/9	2019/9	2020/9
		Sep-19	Sep-19	Sep-20
賃貸事業	Leasing	83,674	83,674	81,467
販売事業	Sales	46,410	45,562	52,825
完工事業	Housing Construction	6,635	6,635	2,381
流通事業	Brokerage	11,122	9,274	5,439
合計	Total	137,573	137,573	132,847

2020年3月期 (Mar-20)実績・2021年3月期 (Mar-21)予想 連結決算 (Consolidated base)

※2020年11月12日に、2021年3月期通期予想を変更しております。

(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

(1)売上高 Revenue from operations 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2020/3	2020/3	2021/3 通期予想※
		Mar-20	Mar-20	Mar-21 (F)
賃貸事業	Leasing	395,592	395,592	390,000
販売事業	Sales	324,967	324,928	270,000
完工事業	Housing Construction	218,930	218,930	180,000
流通事業	Brokerage	69,331	71,199	60,000
合計	Total	1,013,512	1,013,512	900,000

(2)営業利益 Operating income 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2020/3	2020/3	2021/3 通期予想※
		Mar-20	Mar-20	Mar-21 (F)
賃貸事業	Leasing	169,416	169,416	160,000
販売事業	Sales	47,374	46,490	53,000
完工事業	Housing Construction	20,583	20,583	12,000
流通事業	Brokerage	19,336	14,592	9,000
合計	Total	234,332	234,332	213,000

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		注文住宅受注棟数 Custom Home Units Contracted		そっくりさん受注棟数 Remodeling "Shinchiku Sokkurisan" Units Contracted	
				前年同期比 YoY		前年同期比 YoY		前年同期比 YoY
2015/3 Mar-15	1st	5.7%	1,351	-5.0%	488	-17.7%	1,659	-30.0%
	2nd	5.4%	1,175	-30.2%	600	-24.3%	2,023	-24.8%
	3rd	5.2%	1,184	9.0%	548	26.9%	1,829	41.9%
	4th	4.9%	1,494	3.5%	819	33.8%	1,799	41.2%
	Year-end	4.9%	5,204	-7.6%	2,455	1.0%	7,310	-4.1%
2016/3 Mar-16	1st	4.8%	1,438	6.4%	666	36.5%	2,393	44.2%
	2nd	4.8%	1,401	19.2%	743	23.8%	2,152	6.4%
	3rd	4.7%	1,248	5.4%	669	22.1%	2,036	11.3%
	4th	4.7%	1,437	-3.8%	804	-1.8%	1,873	4.1%
	Year-end	4.7%	5,524	6.1%	2,882	17.4%	8,454	15.6%
2017/3 Mar-17	1st	4.6%	1,533	6.6%	614	-7.8%	2,472	3.3%
	2nd	4.4%	1,708	21.9%	736	-0.9%	2,089	-2.9%
	3rd	4.4%	1,552	24.4%	570	-14.8%	2,180	7.1%
	4th	4.5%	1,674	16.5%	841	4.6%	2,029	8.3%
	Year-end	4.5%	6,467	17.1%	2,761	-4.2%	8,770	3.7%
2018/3 Mar-18	1st	4.7%	1,762	14.9%	702	14.3%	2,454	-0.7%
	2nd	4.6%	2,463	44.2%	791	7.5%	2,379	13.9%
	3rd	4.4%	1,546	-0.4%	632	10.9%	2,237	2.6%
	4th	4.9%	1,584	-5.4%	865	2.9%	2,280	12.4%
	Year-end	4.9%	7,355	13.7%	2,990	8.3%	9,350	6.6%
2019/3 Mar-19	1st	4.7%	1,314	-25.4%	708	0.9%	2,397	-2.3%
	2nd	4.3%	1,347	-45.3%	889	12.4%	2,544	6.9%
	3rd	4.2%	1,103	-28.7%	666	5.4%	2,570	14.9%
	4th	2.8%	1,347	-15.0%	814	-5.9%	2,938	28.9%
	Year-end	2.8%	5,111	-30.5%	3,077	2.9%	10,449	11.8%
2020/3 Mar-20	1st	2.3%	1,018	-22.5%	438	-38.1%	1,713	-28.5%
	2nd	1.7%	1,390	3.2%	677	-23.8%	2,017	-20.7%
	3rd	1.6%	1,353	22.7%	385	-42.2%	2,056	-20.0%
	4th	1.4%	1,104	-18.0%	660	-18.9%	1,720	-41.5%
	Year-end	1.4%	4,865	-4.8%	2,160	-29.8%	7,506	-28.2%
2021/3 Mar-21	1st	1.5%	302	-70.3%	364	-16.9%	1,241	-27.6%
	2nd	1.8%	1,006	-27.6%	812	19.9%	2,191	8.6%