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# FACT SHEETS 2012

For the Year Ended March 31, 2012

(CONSOLIDATED)

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**住友不動産販売**

SUMITOMO REAL ESTATE SALES

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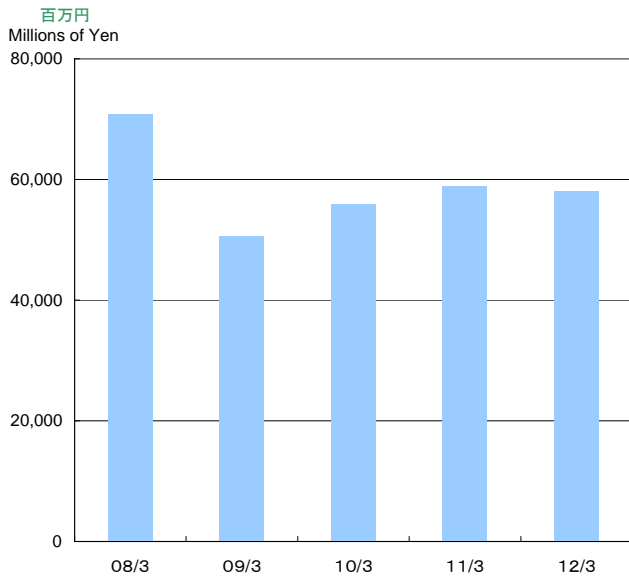
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## 財務ハイライト (連結)

### Financial Highlights (Consolidated)

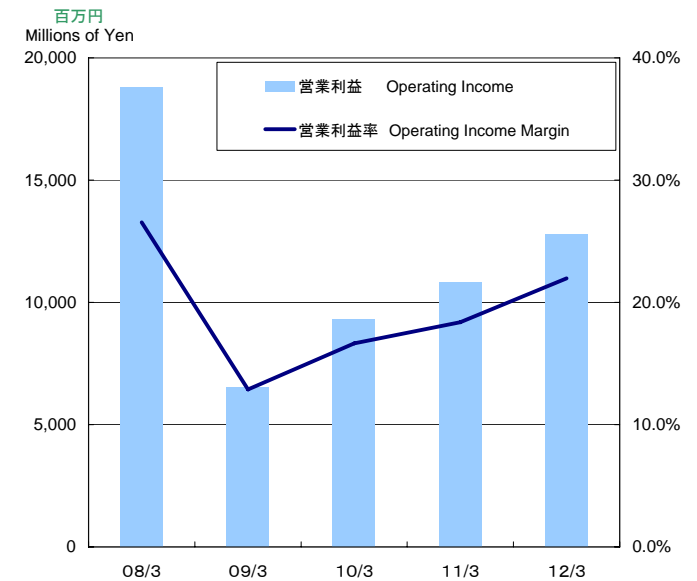
#### ■ 営業収益

##### Revenue From Operations



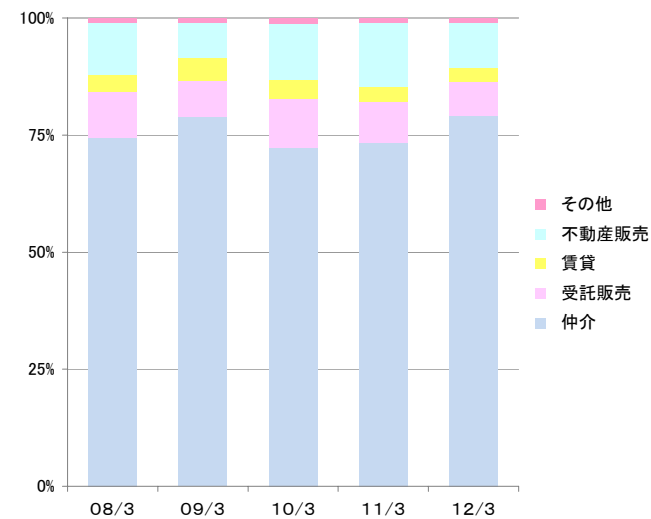
#### ■ 営業利益 / 営業利益率

##### Operating Income / Operating Income Margin



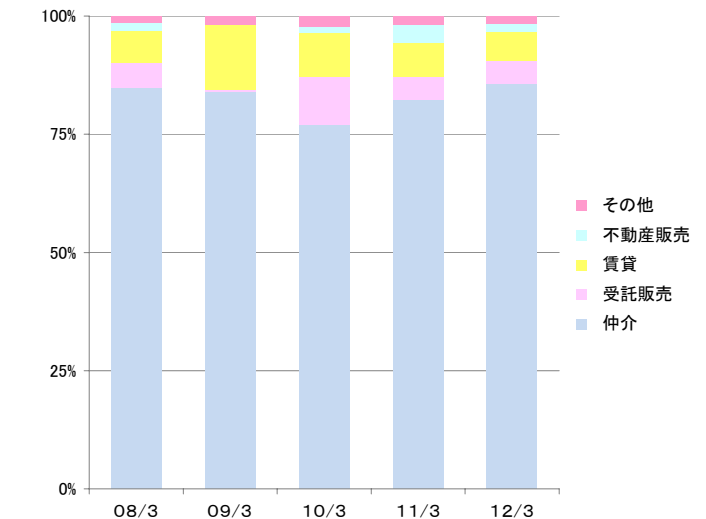
#### ■ 営業収益構成比

##### Composition of Revenue From Operations



#### ■ 営業利益構成比

##### Composition of Operating Income



### 連結 Consolidated

百万円 / Millions of Yen

|       |                         | 0 8/3    | 0 9/3    | 1 0/3    | 1 1/3    | 1 2/3    |
|-------|-------------------------|----------|----------|----------|----------|----------|
|       |                         | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| 営業収益  | Revenue From Operations | 70,908   | 50,544   | 55,942   | 58,890   | 58,091   |
| 営業利益  | Operating Income        | 18,814   | 6,505    | 9,310    | 10,824   | 12,760   |
| 営業利益率 | Operating Income Margin | 26.5%    | 12.9%    | 16.6%    | 18.4%    | 22.0%    |

注) 各セグメントの営業収益構成比は、外部顧客に対する営業収益により計算しています。

Note) Revenue breakdown by business segment is calculated using revenue from operations excluding intersegment transactions of our consolidated Group.

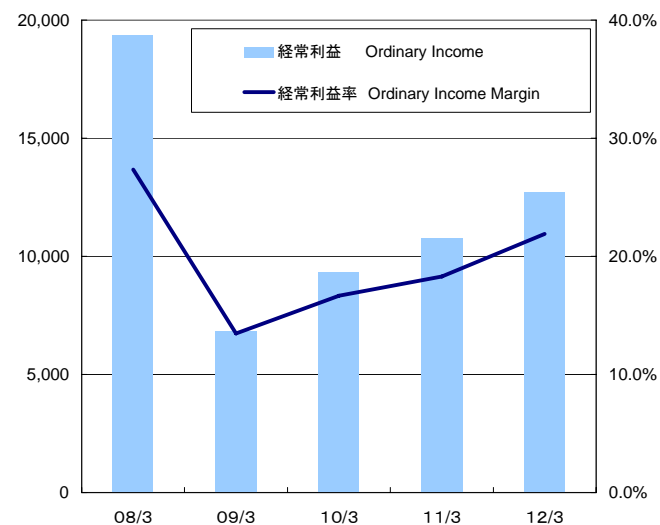
## 財務ハイライト（連結）

### Financial Highlights (Consolidated)

#### ■ 経常利益／経常利益率

##### Ordinary Income / Ordinary Income Margin

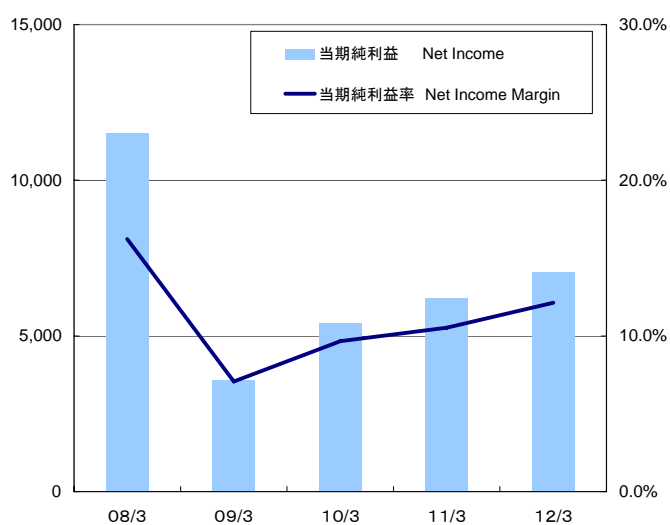
百万円  
Millions of Yen



#### ■ 当期純利益／当期純利益率

##### Net Income / Net Income Margin

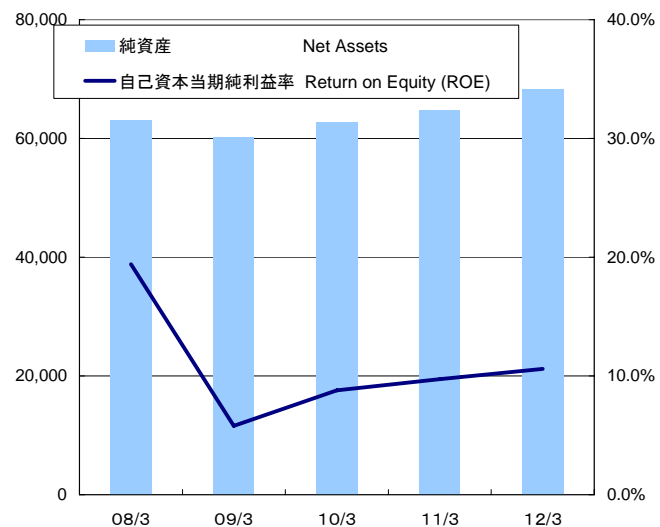
百万円  
Millions of Yen



#### ■ 純資産／自己資本当期純利益率

##### Net Assets / Return on Equity (ROE)

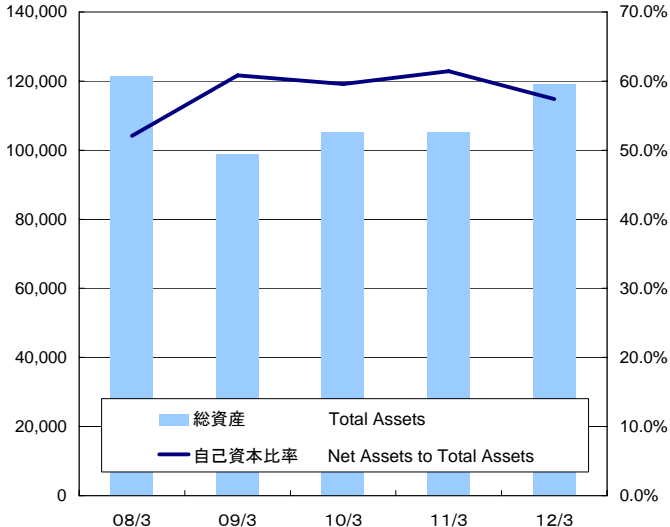
百万円  
Millions of Yen



#### ■ 総資産／自己資本比率

##### Total Assets / Net Assets to Total Assets

百万円  
Millions of Yen



### 連結 Consolidated

百万円 / Millions of Yen

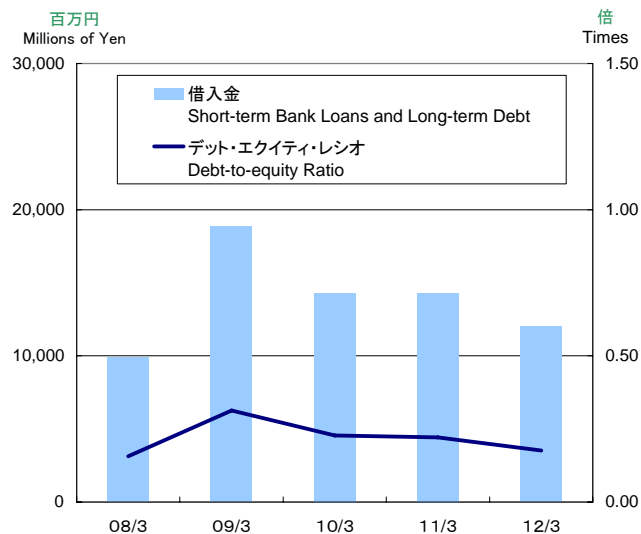
|            |                            | 0 8 / 3  | 0 9 / 3  | 1 0 / 3  | 1 1 / 3  | 1 2 / 3  |
|------------|----------------------------|----------|----------|----------|----------|----------|
|            |                            | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| 経常利益       | Ordinary Income            | 19,381   | 6,813    | 9,322    | 10,767   | 12,715   |
| 経常利益率      | Ordinary Income Margin     | 27.3%    | 13.5%    | 16.7%    | 18.3%    | 21.9%    |
| 当期純利益      | Net Income                 | 11,502   | 3,570    | 5,403    | 6,197    | 7,044    |
| 当期純利益率     | Net Income Margin          | 16.2%    | 7.1%     | 9.7%     | 10.5%    | 12.1%    |
| 純資産        | Net Assets                 | 63,114   | 60,211   | 62,725   | 64,740   | 68,281   |
| 自己資本当期純利益率 | Return on Equity (ROE)     | 19.4%    | 5.8%     | 8.8%     | 9.7%     | 10.6%    |
| 自己資本比率     | Net Assets to Total Assets | 52.1%    | 60.8%    | 59.6%    | 61.4%    | 57.4%    |
| 総資産        | Total Assets               | 121,256  | 98,963   | 105,277  | 105,391  | 118,988  |

## 財務ハイライト（連結）

### Financial Highlights (Consolidated)

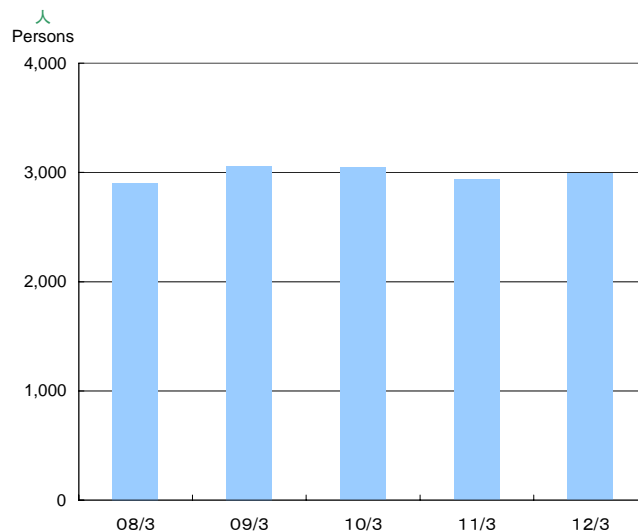
#### ■借入金／デット・エクイティ・レシオ

##### Short-term Bank Loans and Long-term Debt / Debt-to-equity Ratio



#### ■従業員数

##### Number of Employees

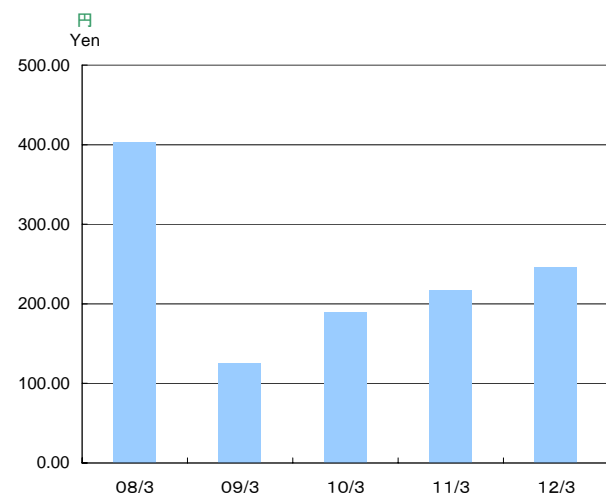


## 1株当たり指標（連結）

### Per-share Data (Consolidated)

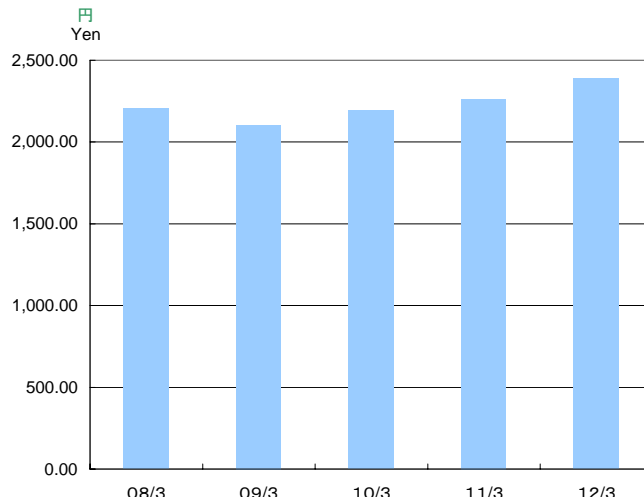
#### ■1株当たり当期純利益

##### Earnings per Share



#### ■1株当たり純資産

##### Net Assets per Share



## 連結 Consolidated

|                  |  | 円 / Yen    |            |            |            |            |
|------------------|--|------------|------------|------------|------------|------------|
|                  |  | 08/3       | 09/3       | 10/3       | 11/3       | 12/3       |
|                  |  | 平成20年3月期   | 平成21年3月期   | 平成22年3月期   | 平成23年3月期   | 平成24年3月期   |
| 借入金              | Short-term Bank Loans and Long-term Debt | 9,900      | 18,850     | 14,300     | 14,300     | 12,000     |
| デット・エクイティ・レシオ(倍) | Debt-to-equity Ratio (Times)             | 0.16       | 0.31       | 0.23       | 0.22       | 0.18       |
| 従業員数             | Number of Employees                      | 2,904      | 3,058      | 3,047      | 2,937      | 2,993      |
| 1株当たり当期純利益       | Earnings per Share                       | 402.19     | 124.83     | 188.93     | 216.71     | 246.30     |
| 1株当たり純資産         | Net Assets per Share                     | 2,206.80   | 2,105.32   | 2,193.22   | 2,263.66   | 2,387.47   |
| 期末株式数(株)         | Number of Shares                         | 28,599,844 | 28,599,826 | 28,599,820 | 28,599,820 | 28,599,820 |
| 期中平均株式数(株)       | Average Number of Shares                 | 28,599,852 | 28,599,832 | 28,599,822 | 28,599,820 | 28,599,820 |

注1) デット・エクイティ・レシオ＝借入金 / 自己資本

Note 1) Debt-to-equity Ratio = Short-term Bank Loans and Long-term Debt / Net Assets

注2) 1株当たり当期純利益は期中平均株式数に基づき、また1株当たり純資産は期末株式数に基づき算出しております。

Note 2) Earnings per Share is based on the Average Number of Shares outstanding in each fiscal year, and Net Assets per Share is based on the Number of Shares outstanding at the end of each fiscal year.

注3) 潜在株式調整後1株当たり当期純利益は新株引受権付社債及び転換社債の発行をしていないため記載しておりません。

Note 3) Fully diluted earnings per share is not shown because the company has no outstanding issues of bonds with warrants or convertible bonds.

## 連結貸借対照表

### Consolidated Balance Sheets

百万円 / Millions of Yen

|               |  | 0 8/3          | 0 9/3         | 1 0/3          | 1 1/3          | 1 2/3          |
|---------------|--|----------------|---------------|----------------|----------------|----------------|
|               |  | 平成20年3月期       | 平成21年3月期      | 平成22年3月期       | 平成23年3月期       | 平成24年3月期       |
| <b>(資産の部)</b> | <b>(Assets)</b>  |                |               |                |                |                |
| 流動資産          | Current assets   |                |               |                |                |                |
| 現金及び預金        | Cash and cash equivalents                                  | 35,782         | 16,892        | 22,850         | 26,037         | 40,368         |
| 営業未収入金        | Accounts receivable-trade                                  | 682            | 593           | 576            | 526            | 669            |
| 有価証券          | Marketable securities                                      | 3              | 2             | 2              | -              | -              |
| たな卸資産         | Inventories  | 6,229          | -             | -              | -              | -              |
| 販売用不動産        | Land and buildings for sale                                | -              | 4,712         | 4,049          | 4,027          | 4,651          |
| 仕掛販売用不動産      | Land and houses projects in progress                       | -              | -             | 484            | -              | 191            |
| 未成業務支出金       | Expenditure on consignment sales activities<br>in progress | -              | 1,701         | 1,152          | 914            | 1,032          |
| 繰延税金資産        | Deferred income taxes                                      | 2,135          | 1,880         | 2,049          | 2,194          | 1,743          |
| その他           | Other current assets                                       | 5,937          | 3,640         | 3,948          | 3,243          | 2,599          |
| 貸倒引当金         | Allowance for doubtful accounts                            | △ 3            | △ 2           | △ 16           | △ 29           | △ 18           |
| <b>流動資産合計</b> | <b>Total current assets</b>                                | <b>50,767</b>  | <b>29,420</b> | <b>35,098</b>  | <b>36,914</b>  | <b>51,240</b>  |
| 固定資産          | Fixed assets   |                |               |                |                |                |
| 有形固定資産        | Property and equipment                                     |                |               |                |                |                |
| 建物及び構築物       | Buildings and structures                                   | 20,359         | 20,482        | 20,744         | 20,604         | 20,684         |
| 土地            | Land   | 45,099         | 45,061        | 46,080         | 45,435         | 45,370         |
| その他           | Equipment and other  | 1,223          | 1,253         | 1,325          | 1,319          | 1,351          |
| 減価償却累計額       | Accumulated depreciation                                   | △ 10,798       | △ 11,378      | △ 11,940       | △ 12,231       | △ 12,745       |
| 有形固定資産合計      | Total property and equipment                               | 55,883         | 55,419        | 56,209         | 55,127         | 54,662         |
| 無形固定資産        | Intangible assets  |                |               |                |                |                |
| ソフトウェア等       | Software and other   | 594            | 500           | 634            | 608            | 619            |
| 無形固定資産合計      | Total intangible assets                                    | 594            | 500           | 634            | 608            | 619            |
| 投資その他の資産      | Investments and other assets                               |                |               |                |                |                |
| 投資有価証券        | Investments in securities                                  | 1,080          | 983           | 950            | 547            | 537            |
| 破産更生債権等       | Claims in bankruptcy                                       | 11,439         | 11,234        | 11,280         | 11,048         | 10,878         |
| 繰延税金資産        | Deferred income taxes                                      | 1,531          | 1,599         | 1,693          | 1,816          | 1,673          |
| その他           | Other investments  | 4,989          | 4,821         | 4,761          | 4,552          | 4,596          |
| 貸倒引当金         | Allowance for doubtful accounts                            | △ 5,030        | △ 5,016       | △ 5,351        | △ 5,223        | △ 5,220        |
| 投資その他の資産合計    | Total investments and other assets                         | 14,010         | 13,623        | 13,334         | 12,741         | 12,466         |
| <b>固定資産合計</b> | <b>Total fixed assets</b>                                  | <b>70,489</b>  | <b>69,543</b> | <b>70,178</b>  | <b>68,477</b>  | <b>67,748</b>  |
| <b>資産合計</b>   | <b>Total assets</b>  | <b>121,256</b> | <b>98,963</b> | <b>105,277</b> | <b>105,391</b> | <b>118,988</b> |

注) 財務諸表は当社が独自に再構成したものです。

Note) Financial statements were rewritten at our discretion for better understanding.

## 連結貸借対照表

### Consolidated Balance Sheets

百万円 / Millions of Yen

|                      |   | 0 8/3          | 0 9/3          | 1 0/3          | 1 1/3          | 1 2/3          |
|----------------------|---|----------------|----------------|----------------|----------------|----------------|
|                      |   | 平成20年3月期       | 平成21年3月期       | 平成22年3月期       | 平成23年3月期       | 平成24年3月期       |
| <b>(負債の部)</b>        | <b>(Liabilities)</b>  |                |                |                |                |                |
| 流動負債                 | Current liabilities   |                |                |                |                |                |
| 営業未払金                | Accounts payable-trade                                      | 241            | 228            | 214            | 89             | 142            |
| 短期借入金                | Short-term bank loans                                       | 9,650          | 18,850         | 14,300         | 14,300         | 12,000         |
| 未払法人税等               | Accrued income taxes  | 4,026          | 1,243          | 3,128          | 2,658          | 3,152          |
| 賞与引当金                | Accrued bonuses   | 2,191          | 1,602          | 1,645          | 1,941          | 1,953          |
| 預り金                  | Deposits received   | 34,367         | 10,026         | 16,450         | 14,839         | 26,488         |
| その他                  | Other current liabilities                                   | 2,571          | 1,993          | 2,488          | 2,537          | 2,513          |
| <b>流動負債合計</b>        | <b>Total current liabilities</b>                            | <b>53,049</b>  | <b>33,943</b>  | <b>38,226</b>  | <b>36,365</b>  | <b>46,250</b>  |
| 固定負債                 | Long-term liabilities                                       |                |                |                |                |                |
| 長期借入金                | Long-term debt due after one year                           | 250            | -              | -              | -              | -              |
| 退職給付引当金              | Employees' retirement benefits                              | 2,719          | 2,895          | 2,851          | 2,971          | 3,131          |
| 役員退職慰労引当金            | Retirement benefits for directors<br>and statutory auditors | 229            | 209            | 186            | 213            | 186            |
| その他                  | Other long-term liabilities                                 | 1,894          | 1,702          | 1,286          | 1,101          | 1,139          |
| <b>固定負債合計</b>        | <b>Total long-term liabilities</b>                          | <b>5,093</b>   | <b>4,807</b>   | <b>4,324</b>   | <b>4,286</b>   | <b>4,457</b>   |
| <b>負債合計</b>          | <b>Total liabilities</b>                                    | <b>58,142</b>  | <b>38,751</b>  | <b>42,551</b>  | <b>40,651</b>  | <b>50,707</b>  |
| <b>(純資産の部)</b>       | <b>(Net assets)</b>   |                |                |                |                |                |
| 株主資本                 | Owners' equity  |                |                |                |                |                |
| 資本金                  | Common stock  | 2,970          | 2,970          | 2,970          | 2,970          | 2,970          |
| 資本剰余金                | Capital surplus   | 3,543          | 3,543          | 3,543          | 3,543          | 3,543          |
| 利益剰余金                | Retained earnings   | 59,858         | 59,996         | 62,540         | 65,877         | 70,062         |
| 自己株式                 | Treasury stock  | △ 1            | △ 1            | △ 1            | △ 1            | △ 1            |
| <b>株主資本合計</b>        | <b>Total owners' equity</b>                                 | <b>66,370</b>  | <b>66,508</b>  | <b>69,051</b>  | <b>72,389</b>  | <b>76,574</b>  |
| その他の包括利益累計額          | Accumulated other comprehensive income                      |                |                |                |                |                |
| その他有価証券評価差額金         | Valuation difference on available-for-sale securities       | △ 121          | △ 10           | △ 9            | △ 9            | △ 11           |
| 繰延ヘッジ損益              | Deferred gains or losses on hedges                          | 218            | △ 103          | 253            | △ 190          | △ 21           |
| 為替換算調整勘定             | Foreign currency translation adjustment                     | △ 3,353        | △ 6,182        | △ 6,570        | △ 7,449        | △ 8,259        |
| <b>その他の包括利益累計額合計</b> | <b>Total accumulated other comprehensive income</b>         | <b>△ 3,256</b> | <b>△ 6,296</b> | <b>△ 6,326</b> | <b>△ 7,649</b> | <b>△ 8,292</b> |
| <b>純資産合計</b>         | <b>Total net assets</b>                                     | <b>63,114</b>  | <b>60,211</b>  | <b>62,725</b>  | <b>64,740</b>  | <b>68,281</b>  |
| <b>負債純資産合計</b>       | <b>Total liabilities and net assets</b>                     | <b>121,256</b> | <b>98,963</b>  | <b>105,277</b> | <b>105,391</b> | <b>118,988</b> |

注) 財務諸表は当社が独自に再構成したものです。

Note) Financial statements were rewritten at our discretion for better understanding.

## 連結損益計算書

### Consolidated Statements of Operations

百万円 / Millions of Yen

|                     |   | 0 8 / 3       | 0 9 / 3       | 1 0 / 3       | 1 1 / 3       | 1 2 / 3       |
|---------------------|---|---------------|---------------|---------------|---------------|---------------|
|                     |   | 平成20年3月期      | 平成21年3月期      | 平成22年3月期      | 平成23年3月期      | 平成24年3月期      |
| <b>営業収益</b>         | <b>Revenue from operations</b>  | <b>70,908</b> | <b>50,544</b> | <b>55,942</b> | <b>58,890</b> | <b>58,091</b> |
| 営業原価                | Cost of revenue from operations   | 47,380        | 39,546        | 41,989        | 43,759        | 41,164        |
| <b>売上総利益</b>        | <b>Gross profit</b>   | <b>23,528</b> | <b>10,998</b> | <b>13,953</b> | <b>15,131</b> | <b>16,927</b> |
| 販売費及び一般管理費          | Selling, general and administrative expenses  |               |               |               |               |               |
| 給料及び賞与              | Wages and bonuses   | 1,167         | 1,168         | 1,128         | 1,080         | 1,105         |
| 賞与引当金繰入額            | Bonuses payable   | 65            | 47            | 52            | 52            | 47            |
| 賃借料                 | Lease fees  | 536           | 517           | 475           | 431           | 416           |
| 貸倒引当金繰入額            | Provision for allowance for doubtful accounts   | 0             | 9             | 357           | 11            | -             |
| その他                 | Others  | 2,944         | 2,749         | 2,628         | 2,730         | 2,597         |
| 販売費及び一般管理費合計        | Total   | 4,714         | 4,493         | 4,642         | 4,306         | 4,167         |
| <b>営業利益</b>         | <b>Operating income</b>   | <b>18,814</b> | <b>6,505</b>  | <b>9,310</b>  | <b>10,824</b> | <b>12,760</b> |
| 営業外収益               | Non-operating income  |               |               |               |               |               |
| 受取利息                | Interest income   | 120           | 205           | 124           | 56            | 42            |
| 受取配当金               | Dividends income  | -             | -             | -             | 13            | 10            |
| 為替差益                | Foreign exchange gains, net   | 669           | 203           | 45            | 21            | 22            |
| その他                 | Others  | 40            | 105           | 38            | 16            | 30            |
| 営業外収益合計             | Total   | 831           | 514           | 207           | 109           | 107           |
| 営業外費用               | Non-operating expenses  |               |               |               |               |               |
| 支払利息                | Interest expenses   | 215           | 178           | 162           | 139           | 132           |
| その他                 | Others  | 48            | 29            | 34            | 27            | 18            |
| 営業外費用合計             | Total   | 264           | 207           | 196           | 166           | 151           |
| <b>経常利益</b>         | <b>Ordinary income</b>  | <b>19,381</b> | <b>6,813</b>  | <b>9,322</b>  | <b>10,767</b> | <b>12,715</b> |
| 特別利益                | Extraordinary income  |               |               |               |               |               |
| 固定資産売却益             | Gain on sale of fixed assets  | 36            | -             | -             | 102           | 3             |
| 受取補償金               | Compensation income   | -             | -             | 147           | 78            | -             |
| 受取清算金               | Liquidation income  | -             | -             | -             | 59            | -             |
| 特別利益合計              | Total   | 36            | -             | 147           | 239           | 3             |
| 特別損失                | Extraordinary losses  |               |               |               |               |               |
| 固定資産売却損             | Loss on sale of fixed assets  | -             | 1             | -             | 11            | -             |
| 固定資産除却損             | Loss on disposal of fixed assets  | 46            | 12            | 21            | 41            | 4             |
| 減損損失                | Impairment loss   | -             | 43            | 74            | -             | -             |
| たな卸資産評価損            | Loss on devaluation of inventories  | -             | 253           | -             | -             | -             |
| 投資有価証券売却損           | Loss on sales of investment securities  | -             | -             | 56            | -             | -             |
| 投資有価証券評価損           | Loss on devaluation of investments in securities  | 57            | 264           | -             | 277           | -             |
| 資産除去債務会計基準の適用に伴う影響額 | Loss on adjustment for changes of accounting standard<br>for asset retirement obligations | -             | -             | -             | 5             | -             |
| 特別損失合計              | Total   | 104           | 575           | 152           | 336           | 4             |
| <b>税金等調整前当期純利益</b>  | <b>Income before income taxes</b>   | <b>19,313</b> | <b>6,237</b>  | <b>9,316</b>  | <b>10,670</b> | <b>12,714</b> |
| 法人税、住民税及び事業税        | Income taxes (current)  | 6,777         | 2,448         | 4,367         | 4,519         | 5,168         |
| 法人税等調整額(△減算)        | Income taxes (deferred)   | 1,033         | 218           | △ 454         | △ 47          | 501           |
| <b>当期純利益</b>        | <b>Net income</b>   | <b>11,502</b> | <b>3,570</b>  | <b>5,403</b>  | <b>6,197</b>  | <b>7,044</b>  |

## 連結包括利益計算書

### Consolidated Statements of Comprehensive Income

百万円 / Millions of Yen

|              |   | 0 8 / 3  | 0 9 / 3  | 1 0 / 3  | 1 1 / 3      | 1 2 / 3      |
|--------------|---|----------|----------|----------|--------------|--------------|
|              |   | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期     | 平成24年3月期     |
| <b>当期純利益</b> | <b>Net income</b>                                     | -        | -        | -        | <b>6,197</b> | <b>7,044</b> |
| その他の包括利益     | Other comprehensive income                            |          |          |          |              |              |
| その他有価証券評価差額金 | Valuation difference on available-for-sale securities | -        | -        | -        | △ 0          | △ 2          |
| 繰延ヘッジ損益      | Deferred gains or losses on hedges                    | -        | -        | -        | △ 443        | 168          |
| 為替換算調整勘定     | Foreign currency translation adjustment               | -        | -        | -        | △ 879        | △ 810        |
| その他の包括利益合計   | Total other comprehensive income                      | -        | -        | -        | △ 1,323      | △ 643        |
| <b>包括利益</b>  | <b>Comprehensive income</b>                           | -        | -        | -        | <b>4,874</b> | <b>6,400</b> |

注) 財務諸表は当社が独自に再構成したものです。

Note) Financial statements were rewritten at our discretion for better understanding.

連結株主資本等変動計算書

Consolidated Statements of Changes in Net Assets

百万円 / Millions of Yen

|               |  | 0 8/3    | 0 9/3    | 1 0/3    | 1 1/3    | 1 2/3    |
|---------------|--|----------|----------|----------|----------|----------|
|               |  | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| <b>(株主資本)</b> | <b>Owners' equity</b>                      |          |          |          |          |          |
| <b>資本金</b>    | <b>Common stock</b>                        |          |          |          |          |          |
| 当期首残高         | Balance at the beginning of current period | 2,970    | 2,970    | 2,970    | 2,970    | 2,970    |
| 当期変動額         | Changes of items during the period         |          |          |          |          |          |
| 当期変動額合計       | Total changes of items during the period   | -        | -        | -        | -        | -        |
| 当期末残高         | Balance at the end of current period       | 2,970    | 2,970    | 2,970    | 2,970    | 2,970    |
| <b>資本剰余金</b>  | <b>Capital surplus</b>                     |          |          |          |          |          |
| 当期首残高         | Balance at the beginning of current period | 3,543    | 3,543    | 3,543    | 3,543    | 3,543    |
| 当期変動額         | Changes of items during the period         |          |          |          |          |          |
| 当期変動額合計       | Total changes of items during the period   | -        | -        | -        | -        | -        |
| 当期末残高         | Balance at the end of current period       | 3,543    | 3,543    | 3,543    | 3,543    | 3,543    |
| <b>利益剰余金</b>  | <b>Retained earnings</b>                   |          |          |          |          |          |
| 当期首残高         | Balance at the beginning of current period | 51,215   | 59,858   | 59,996   | 62,540   | 65,877   |
| 当期変動額         | Changes of items during the period         |          |          |          |          |          |
| 剰余金の配当        | Dividends from surplus                     | △ 2,859  | △ 3,431  | △ 2,859  | △ 2,859  | △ 2,859  |
| 当期純利益         | Net income                                 | 11,502   | 3,570    | 5,403    | 6,197    | 7,044    |
| 当期変動額合計       | Total changes of items during the period   | 8,642    | 138      | 2,543    | 3,337    | 4,184    |
| 当期末残高         | Balance at the end of current period       | 59,858   | 59,996   | 62,540   | 65,877   | 70,062   |
| <b>自己株式</b>   | <b>Treasury stock</b>                      |          |          |          |          |          |
| 当期首残高         | Balance at the beginning of current period | △ 0      | △ 1      | △ 1      | △ 1      | △ 1      |
| 当期変動額         | Changes of items during the period         |          |          |          |          |          |
| 自己株式の取得       | Purchase of treasury stock                 | △ 0      | △ 0      | △ 0      | -        | -        |
| 当期変動額合計       | Total changes of items during the period   | △ 0      | △ 0      | △ 0      | -        | -        |
| 当期末残高         | Balance at the end of current period       | △ 1      | △ 1      | △ 1      | △ 1      | △ 1      |
| <b>株主資本合計</b> | <b>Total owners' equity</b>                |          |          |          |          |          |
| 当期首残高         | Balance at the beginning of current period | 57,727   | 66,370   | 66,508   | 69,051   | 72,389   |
| 当期変動額         | Changes of items during the period         |          |          |          |          |          |
| 剰余金の配当        | Dividends from surplus                     | △ 2,859  | △ 3,431  | △ 2,859  | △ 2,859  | △ 2,859  |
| 当期純利益         | Net income                                 | 11,502   | 3,570    | 5,403    | 6,197    | 7,044    |
| 自己株式の取得       | Purchase of treasury stock                 | △ 0      | △ 0      | △ 0      | -        | -        |
| 当期変動額合計       | Total changes of items during the period   | 8,642    | 138      | 2,543    | 3,337    | 4,184    |
| 当期末残高         | Balance at the end of current period       | 66,370   | 66,508   | 69,051   | 72,389   | 76,574   |



連結株主資本等変動計算書

Consolidated Statements of Changes in Net Assets

百万円 / Millions of Yen

|                      |  | 0 8/3    | 0 9/3    | 1 0/3    | 1 1/3    | 1 2/3    |
|----------------------|--|----------|----------|----------|----------|----------|
|                      |  | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| <b>(その他の包括利益累計額)</b> | <b>Accumulated other comprehensive income</b>                |          |          |          |          |          |
| <b>その他有価証券評価差額金</b>  | <b>Valuation difference on available-for-sale securities</b> |          |          |          |          |          |
| 当期首残高                | Balance at the beginning of current period                   | △ 38     | △ 121    | △ 10     | △ 9      | △ 9      |
| 当期変動額                | Changes of items during the period                           |          |          |          |          |          |
| 株主資本以外の項目の           | Net changes of items   |          |          |          |          |          |
| 当期変動額 (純額)           | other than owners' equity                                    | △ 82     | 110      | 1        | △ 0      | △ 2      |
| 当期変動額合計              | Total changes of items during the period                     | △ 82     | 110      | 1        | △ 0      | △ 2      |
| 当期末残高                | Balance at the end of current period                         | △ 121    | △ 10     | △ 9      | △ 9      | △ 11     |
| <b>繰延ヘッジ損益</b>       | <b>Deferred gains or losses on hedges</b>                    |          |          |          |          |          |
| 当期首残高                | Balance at the beginning of current period                   | 573      | 218      | △ 103    | 253      | △ 190    |
| 当期変動額                | Changes of items during the period                           |          |          |          |          |          |
| 株主資本以外の項目の           | Net changes of items   |          |          |          |          |          |
| 当期変動額 (純額)           | other than owners' equity                                    | △ 354    | △ 322    | 357      | △ 443    | 168      |
| 当期変動額合計              | Total changes of items during the period                     | △ 354    | △ 322    | 357      | △ 443    | 168      |
| 当期末残高                | Balance at the end of current period                         | 218      | △ 103    | 253      | △ 190    | △ 21     |
| <b>為替換算調整勘定</b>      | <b>Foreign currency translation adjustment</b>               |          |          |          |          |          |
| 当期首残高                | Balance at the beginning of current period                   | △ 2,812  | △ 3,353  | △ 6,182  | △ 6,570  | △ 7,449  |
| 当期変動額                | Changes of items during the period                           |          |          |          |          |          |
| 株主資本以外の項目の           | Net changes of items   |          |          |          |          |          |
| 当期変動額 (純額)           | other than owners' equity                                    | △ 541    | △ 2,828  | △ 388    | △ 879    | △ 810    |
| 当期変動額合計              | Total changes of items during the period                     | △ 541    | △ 2,828  | △ 388    | △ 879    | △ 810    |
| 当期末残高                | Balance at the end of current period                         | △ 3,353  | △ 6,182  | △ 6,570  | △ 7,449  | △ 8,259  |
| <b>その他の包括利益累計額合計</b> | <b>Total accumulated other comprehensive income</b>          |          |          |          |          |          |
| 当期首残高                | Balance at the beginning of current period                   | △ 2,277  | △ 3,256  | △ 6,296  | △ 6,326  | △ 7,649  |
| 当期変動額                | Changes of items during the period                           |          |          |          |          |          |
| 株主資本以外の項目の           | Net changes of items   |          |          |          |          |          |
| 当期変動額 (純額)           | other than owners' equity                                    | △ 978    | △ 3,040  | △ 29     | △ 1,323  | △ 643    |
| 当期変動額合計              | Total changes of items during the period                     | △ 978    | △ 3,040  | △ 29     | △ 1,323  | △ 643    |
| 当期末残高                | Balance at the end of current period                         | △ 3,256  | △ 6,296  | △ 6,326  | △ 7,649  | △ 8,292  |
| <b>(純資産合計)</b>       | <b>Total net assets</b>                                      |          |          |          |          |          |
| 当期首残高                | Balance at the beginning of current period                   | 55,450   | 63,114   | 60,211   | 62,725   | 64,740   |
| 当期変動額                | Changes of items during the period                           |          |          |          |          |          |
| 剰余金の配当               | Dividends from surplus                                       | △ 2,859  | △ 3,431  | △ 2,859  | △ 2,859  | △ 2,859  |
| 当期純利益                | Net income   | 11,502   | 3,570    | 5,403    | 6,197    | 7,044    |
| 自己株式の取得              | Purchase of treasury stock                                   | △ 0      | △ 0      | △ 0      | -        | -        |
| 株主資本以外の項目の           | Net changes of items   |          |          |          |          |          |
| 当期変動額 (純額)           | other than owners' equity                                    | △ 978    | △ 3,040  | △ 29     | △ 1,323  | △ 643    |
| 当期変動額合計              | Total changes of items during the period                     | 7,663    | △ 2,902  | 2,513    | 2,014    | 3,540    |
| 当期末残高                | Balance at the end of current period                         | 63,114   | 60,211   | 62,725   | 64,740   | 68,281   |

連結キャッシュ・フロー計算書

Consolidated Statements of Cash Flows

百万円 / Millions of Yen

|                              |  | 0 8/3           | 0 9/3           | 1 0/3          | 1 1/3          | 1 2/3          |
|------------------------------|--|-----------------|-----------------|----------------|----------------|----------------|
|                              |  | 平成20年3月期        | 平成21年3月期        | 平成22年3月期       | 平成23年3月期       | 平成24年3月期       |
| <b>I 営業活動によるキャッシュ・フロー</b>    | <b>I Cash flows from operating activities</b>  |                 |                 |                |                |                |
| 税金等調整前当期純利益                  | Income before income taxes   | 19,313          | 6,237           | 9,316          | 10,670         | 12,714         |
| 減価償却費                        | Depreciation and amortization  | 871             | 873             | 865            | 764            | 752            |
| 資産除去債務会計基準の適用に伴う影響額          | Loss on adjustment for changes of accounting standard for asset retirement obligations | -               | -               | -              | 5              | -              |
| 減損損失                         | Impairment loss  | -               | 43              | 74             | -              | -              |
| 貸倒引当金の増減額(△は減少)              | Provision for (Reversal of) allowance for doubtful accounts                            | △ 93            | △ 15            | 349            | 2              | △ 14           |
| 賞与引当金の増減額(△は減少)              | Increase (Decrease) in accrued bonuses   | △ 11            | △ 588           | 42             | 296            | 12             |
| 退職給付引当金の増減額(△は減少)            | Increase (Decrease) in employees' retirement benefits                                  | 93              | 176             | △ 44           | 119            | 160            |
| 役員退職慰労引当金の増減額(△は減少)          | Increase (Decrease) in retirement benefits for directors and statutory auditors        | △ 43            | △ 20            | △ 22           | 27             | △ 27           |
| 受取利息及び受取配当金                  | Interest and dividends income  | △ 137           | △ 251           | △ 143          | △ 70           | △ 53           |
| 為替差損益(△は益)                   | Foreign exchange loss (gain)   | △ 669           | △ 203           | △ 45           | △ 22           | △ 22           |
| 支払利息                         | Interest expenses  | 215             | 178             | 162            | 139            | 132            |
| 固定資産売却損益(△は益)                | Loss (Gain) on sale of fixed assets  | △ 36            | 1               | -              | △ 91           | △ 3            |
| 固定資産売却損                      | Loss on disposal of fixed assets   | 46              | 12              | 21             | 41             | 4              |
| たな卸資産評価損                     | Loss on devaluation of inventories   | -               | 253             | -              | -              | -              |
| 投資有価証券売却損益(△は益)              | Loss (Gain) on sales of investment in securities                                       | -               | -               | 56             | -              | -              |
| 投資有価証券評価損益(△は益)              | Loss (Gain) on devaluation of investments in securities                                | 57              | 264             | -              | 277            | -              |
| 受取補償金                        | Compensation income  | -               | -               | △ 147          | △ 78           | -              |
| 受取清算金                        | Liquidation income   | -               | -               | -              | △ 59           | -              |
| 売上債権の増減額(△は増加)               | Decrease (Increase) in accounts receivable-trade                                       | 416             | 81              | 16             | 49             | △ 143          |
| たな卸資産の増減額(△は増加)              | Decrease (Increase) in inventories   | 615             | △ 437           | △ 504          | 745            | △ 934          |
| 営業貸付金の増減額(△は増加)              | Decrease (Increase) in loans receivable  | △ 78            | 84              | -              | -              | -              |
| 仕入債務の増減額(△は減少)               | Increase (Decrease) in accounts payable-trade  | △ 83            | △ 7             | △ 13           | △ 124          | 52             |
| 役員賞与の支払額                     | Payments for bonuses to directors and statutory auditors                               | -               | -               | -              | -              | -              |
| 預り金の増減額(△は減少)                | Increase (Decrease) in deposits received   | △ 725           | △ 24,341        | 6,434          | △ 1,611        | 11,649         |
| 破産更生債権等の増減額(△は増加)            | Decrease (Increase) in claims in bankruptcy  | 243             | 205             | △ 46           | 232            | 169            |
| その他                          | Other-net  | △ 267           | △ 615           | 875            | △ 307          | 244            |
| (小計)                         | (Total)  | 19,725          | △ 18,068        | 17,248         | 11,007         | 24,693         |
| 利息及び配当金の受取額                  | Interest and dividends received  | 129             | 232             | 134            | 59             | 43             |
| 利息の支払額                       | Interest paid  | △ 225           | △ 174           | △ 168          | △ 139          | △ 132          |
| 補償金の受取額                      | Proceeds from compensation   | -               | -               | 138            | 86             | -              |
| 清算金の受取額                      | Proceeds from liquidation  | -               | -               | -              | 59             | -              |
| 法人税等の支払額                     | Income taxes paid  | △ 7,525         | △ 5,204         | △ 2,584        | △ 4,956        | △ 4,675        |
| <b>営業活動によるキャッシュ・フロー</b>      | <b>Net cash provided by (used in) operating activities</b>                             | <b>12,104</b>   | <b>△ 23,214</b> | <b>14,769</b>  | <b>6,117</b>   | <b>19,928</b>  |
| <b>II 投資活動によるキャッシュ・フロー</b>   | <b>II Cash flows from investing activities</b>   |                 |                 |                |                |                |
| 短期貸付金の増減額(△は増加)              | Decrease (Increase) in short-term loans receivable                                     | △ 3,995         | 455             | -              | -              | 513            |
| 有形固定資産の取得による支出               | Payments for purchases of property and equipment                                       | △ 343           | △ 350           | △ 234          | △ 444          | △ 181          |
| 有形固定資産の売却による収入               | Proceeds from sale of property and equipment   | 365             | 68              | -              | 1,004          | 95             |
| 無形固定資産の取得による支出               | Payments for purchases of intangible assets  | -               | △ 131           | △ 360          | △ 136          | △ 181          |
| 投資有価証券の取得による支出               | Payments for purchases of investment securities  | △ 500           | -               | △ 24           | -              | -              |
| 投資有価証券の売却及び償還による収入           | Proceeds from sale and maturity of investment securities                               | 469             | 19              | 4              | 7              | 7              |
| その他                          | Other-net  | △ 692           | 466             | △ 393          | 36             | 6              |
| <b>投資活動によるキャッシュ・フロー</b>      | <b>Net cash provided by (used in) investing activities</b>                             | <b>△ 4,696</b>  | <b>526</b>      | <b>△ 1,008</b> | <b>467</b>     | <b>260</b>     |
| <b>III 財務活動によるキャッシュ・フロー</b>  | <b>III Cash flows from financing activities</b>  |                 |                 |                |                |                |
| 短期借入金の純増減額(△は減少)             | Increase (Decrease) in short-term bank loans   | △ 4,200         | 9,200           | △ 4,300        | -              | △ 2,300        |
| 長期借入金の返済による支出                | Repayments of long-term debt   | △ 3,550         | △ 250           | △ 250          | -              | -              |
| 自己株式の取得による支出                 | Payments for repurchase of treasury stock  | △ 0             | △ 0             | △ 0            | -              | -              |
| 配当金の支払額                      | Cash dividends paid  | △ 2,858         | △ 3,431         | △ 2,857        | △ 2,860        | △ 2,860        |
| その他                          | Other-net  | -               | △ 1             | △ 18           | △ 25           | △ 31           |
| <b>財務活動によるキャッシュ・フロー</b>      | <b>Net cash provided by (used in) financing activities</b>                             | <b>△ 10,608</b> | <b>5,517</b>    | <b>△ 7,425</b> | <b>△ 2,885</b> | <b>△ 5,192</b> |
| <b>IV 現金及び現金同等物に係る換算差額</b>   | <b>IV Effect of exchange rate changes on cash and cash equivalents</b>                 | <b>167</b>      | <b>△ 1,719</b>  | <b>△ 376</b>   | <b>△ 514</b>   | <b>△ 665</b>   |
| <b>V 現金及び現金同等物の増減額(△は減少)</b> | <b>V Net increase (decrease) in cash and cash equivalents</b>                          | <b>△ 3,033</b>  | <b>△ 18,890</b> | <b>5,958</b>   | <b>3,184</b>   | <b>14,330</b>  |
| <b>VI 現金及び現金同等物の期首残高</b>     | <b>VI Cash and cash equivalents at beginning of year</b>                               | <b>38,819</b>   | <b>35,785</b>   | <b>16,895</b>  | <b>22,853</b>  | <b>26,037</b>  |
| <b>VII 現金及び現金同等物の期末残高</b>    | <b>VII Cash and cash equivalents at end of year</b>                                    | <b>35,785</b>   | <b>16,895</b>   | <b>22,853</b>  | <b>26,037</b>  | <b>40,368</b>  |

注) 財務諸表は当社が独自に再構成したものです。

Note) Financial statements were rewritten at our discretion for better understanding.

## セグメント情報（連結）

### Segment Information (Consolidated)

#### 営業収益・セグメント利益（営業利益） Revenue from Operations and Operating Income by Segment 百万円 / Millions of Yen

|                       |                                     | 0 8/3    | 0 9/3    | 1 0/3    | 1 1/3    | 1 2/3    |
|-----------------------|-------------------------------------|----------|----------|----------|----------|----------|
|                       |                                     | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| <b>仲介</b>             | <b>Brokerage</b>                    |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | 52,718   | 39,890   | 40,427   | 43,255   | 45,912   |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | 185      | 142      | 87       | 76       | 54       |
| 計                     | Total                               | 52,903   | 40,032   | 40,514   | 43,332   | 45,967   |
| セグメント費用               | Costs and Expenses                  | 33,713   | 31,433   | 30,630   | 31,584   | 32,129   |
| セグメント利益               | Operating Income                    | 19,190   | 8,599    | 9,884    | 11,747   | 13,837   |
| <b>受託販売</b>           | <b>Consignment Sales</b>            |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | 7,047    | 3,890    | 5,838    | 5,078    | 4,321    |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | 72       | 97       | 112      | 175      | 166      |
| 計                     | Total                               | 7,119    | 3,987    | 5,951    | 5,253    | 4,488    |
| セグメント費用               | Costs and Expenses                  | 5,887    | 3,947    | 4,651    | 4,532    | 3,672    |
| セグメント利益               | Operating Income                    | 1,232    | 40       | 1,300    | 721      | 815      |
| <b>賃貸</b>             | <b>Property Leasing</b>             |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | 2,492    | 2,443    | 2,258    | 1,880    | 1,727    |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | 140      | 106      | 115      | 185      | 223      |
| 計                     | Total                               | 2,632    | 2,550    | 2,373    | 2,065    | 1,951    |
| セグメント費用               | Costs and Expenses                  | 1,137    | 1,141    | 1,196    | 1,049    | 976      |
| セグメント利益               | Operating Income                    | 1,494    | 1,408    | 1,176    | 1,016    | 974      |
| <b>不動産販売</b>          | <b>Sales</b>                        |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | 7,907    | 3,796    | 6,786    | 8,085    | 5,531    |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | -        | -        | -        | -        | -        |
| 計                     | Total                               | 7,907    | 3,796    | 6,786    | 8,085    | 5,531    |
| セグメント費用               | Costs and Expenses                  | 7,497    | 3,790    | 6,601    | 7,525    | 5,247    |
| セグメント利益               | Operating Income                    | 410      | 5        | 184      | 560      | 284      |
| <b>その他</b>            | <b>Others</b>                       |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | 743      | 523      | 632      | 590      | 597      |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | 2        | -        | -        | -        | 0        |
| 計                     | Total                               | 746      | 523      | 632      | 590      | 598      |
| セグメント費用               | Costs and Expenses                  | 432      | 333      | 357      | 340      | 338      |
| セグメント利益               | Operating Income                    | 313      | 190      | 274      | 250      | 259      |
| <b>調整額</b>            | <b>Elimination and/or Corporate</b> |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | -        | -        | -        | -        | -        |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | △ 401    | △ 345    | △ 315    | △ 436    | △ 445    |
| 計                     | Total                               | △ 401    | △ 345    | △ 315    | △ 436    | △ 445    |
| セグメント費用               | Costs and Expenses                  | 3,426    | 3,393    | 3,194    | 3,034    | 2,967    |
| セグメント利益               | Operating Income                    | △ 3,827  | △ 3,738  | △ 3,510  | △ 3,470  | △ 3,412  |
| <b>連結財務諸表計上額</b>      | <b>Consolidated</b>                 |          |          |          |          |          |
| 営業収益                  | Revenue from Operations             |          |          |          |          |          |
| (1)外部顧客への営業収益         | Customers                           | 70,908   | 50,544   | 55,942   | 58,890   | 58,091   |
| (2)セグメント間の内部営業収益又は振替高 | Intersegment                        | -        | -        | -        | -        | -        |
| 計                     | Total                               | 70,908   | 50,544   | 55,942   | 58,890   | 58,091   |
| セグメント費用               | Costs and Expenses                  | 52,094   | 44,039   | 46,632   | 48,066   | 45,331   |
| セグメント利益               | Operating Income                    | 18,814   | 6,505    | 9,310    | 10,824   | 12,760   |

注) セグメント情報は当社が独自に再構成したものです。

Note) Segment Information was rewritten at our discretion for better understanding.

## セグメント情報（連結）

### Segment Information (Consolidated)

#### セグメント資産、減価償却費、資本的支出・有形固定資産及び無形固定資産の増加額

Identifiable Assets, Depreciation Expense and Capital Expenditures / Increase in Property and Equipment and Intangible Assets by Segment

百万円 / Millions of Yen

|                        |   | 0 8 / 3  | 0 9 / 3  | 1 0 / 3  | 1 1 / 3  | 1 2 / 3  |
|------------------------|---|----------|----------|----------|----------|----------|
|                        |   | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| <b>仲介</b>              | <b>Brokerage</b>  |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 10,609   | 9,342    | 8,989    | 7,899    | 7,137    |
| 減価償却費                  | Depreciation Expense  | 305      | 324      | 289      | 255      | 226      |
| 資本的支出                  | Capital Expenditures  | 404      | 242      | 109      | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 202      | 129      |
| <b>受託販売</b>            | <b>Consignment Sales</b>                                    |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 2,022    | 2,128    | 1,636    | 1,326    | 1,578    |
| 減価償却費                  | Depreciation Expense  | 8        | 10       | 12       | 13       | 12       |
| 資本的支出                  | Capital Expenditures  | 13       | 6        | 33       | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 13       | 2        |
| <b>賃貸</b>              | <b>Property Leasing</b>                                     |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 55,215   | 54,581   | 55,505   | 54,722   | 54,308   |
| 減価償却費                  | Depreciation Expense  | 362      | 348      | 354      | 347      | 342      |
| 減損損失                   | Impairment loss   | -        | 43       | 74       | -        | -        |
| 資本的支出                  | Capital Expenditures  | 12       | 55       | 119      | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 260      | 61       |
| <b>不動産販売</b>           | <b>Sales</b>  |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 5,615    | 5,338    | 5,212    | 4,482    | 5,713    |
| 減価償却費                  | Depreciation Expense  | 3        | 3        | 2        | 2        | 1        |
| 資本的支出                  | Capital Expenditures  | 20       | -        | 0        | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 7        | -        |
| <b>その他</b>             | <b>Others</b>   |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 6,810    | 6,434    | 6,410    | 6,118    | 6,011    |
| 減価償却費                  | Depreciation Expense  | 2        | 0        | 0        | 0        | 0        |
| 資本的支出                  | Capital Expenditures  | 0        | -        | -        | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 0        | -        |
| <b>調整額</b>             | <b>Elimination and/or Corporate</b>                         |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 40,984   | 21,137   | 27,522   | 30,842   | 44,238   |
| 減価償却費                  | Depreciation Expense  | 187      | 186      | 206      | 145      | 169      |
| 資本的支出                  | Capital Expenditures  | 36       | 135      | 393      | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 135      | 190      |
| <b>連結財務諸表計上額</b>       | <b>Consolidated</b>   |          |          |          |          |          |
| セグメント資産                | Identifiable Assets   | 121,256  | 98,963   | 105,277  | 105,391  | 118,988  |
| 減価償却費                  | Depreciation Expense  | 871      | 873      | 865      | 764      | 752      |
| 減損損失                   | Impairment loss   | -        | 43       | 74       | -        | -        |
| 資本的支出                  | Capital Expenditures  | 12       | 55       | 119      | -        | -        |
| 有形固定資産及び<br>無形固定資産の増加額 | Increase in Property and Equipment<br>and Intangible Assets | -        | -        | -        | 620      | 383      |

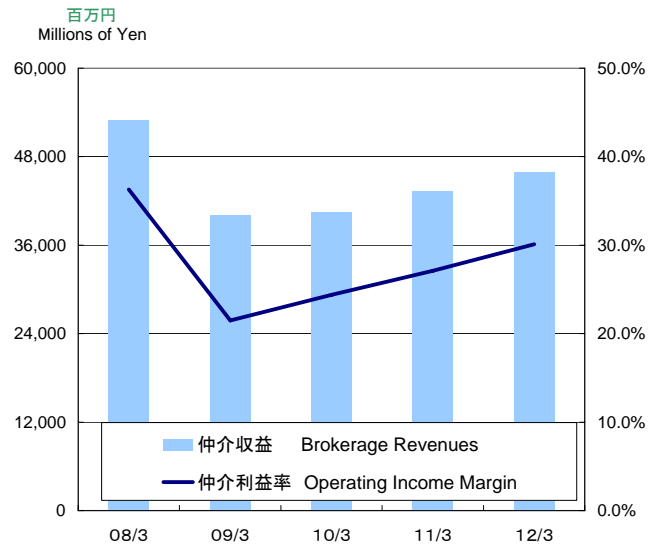
注) セグメント情報は当社が独自に再構成したものです。

Note) Segment Information was rewritten at our discretion for better understanding.

## 仲介関連指標（連結） Brokerage Division (Consolidated)

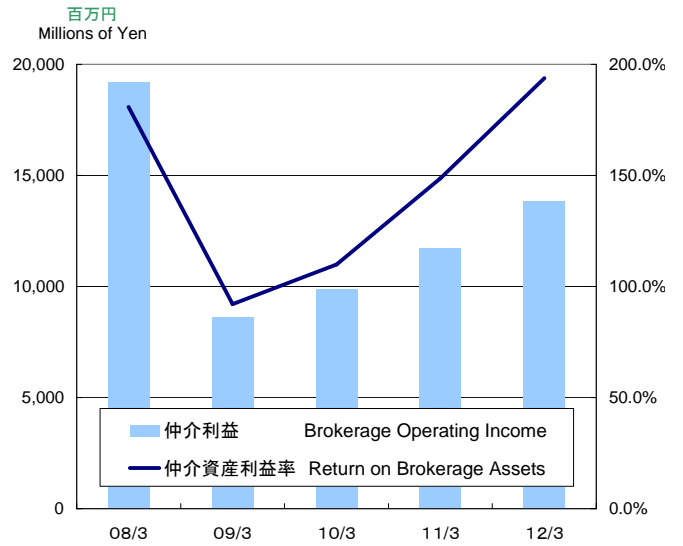
### ■ 仲介収益／仲介利益率

#### Brokerage Revenues / Operating Income Margin



### ■ 仲介利益／仲介資産利益率

#### Brokerage Operating Income / Return on Brokerage Assets



### 連結 Consolidated

百万円 / Millions of Yen

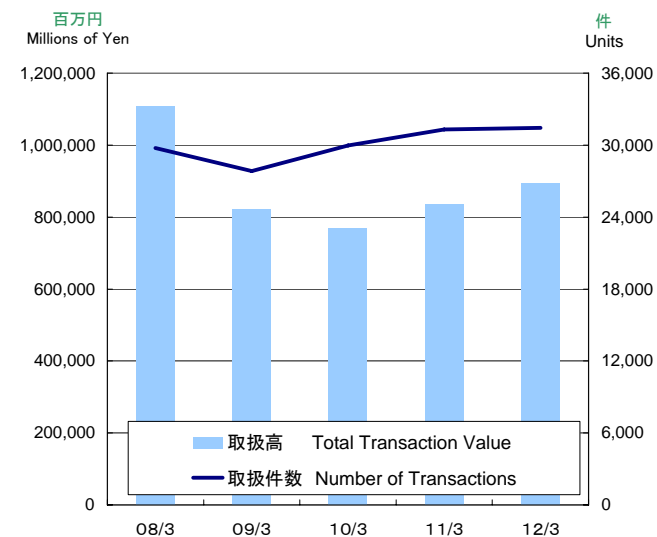
|         |                            | 08/3     | 09/3     | 10/3     | 11/3     | 12/3     |
|---------|----------------------------|----------|----------|----------|----------|----------|
|         |                            | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| 仲介収益    | Brokerage Revenues         | 52,903   | 40,032   | 40,514   | 43,332   | 45,967   |
| 仲介利益率   | Operating Income Margin    | 36.3%    | 21.5%    | 24.4%    | 27.1%    | 30.1%    |
| 仲介利益    | Brokerage Operating Income | 19,190   | 8,599    | 9,884    | 11,747   | 13,837   |
| 仲介資産利益率 | Return on Brokerage Assets | 180.9%   | 92.0%    | 110.0%   | 148.7%   | 193.9%   |

注) 仲介収益には、セグメント間の内部営業収益を含んでおります。

Note) Brokerage revenues include those from intersegment transactions.

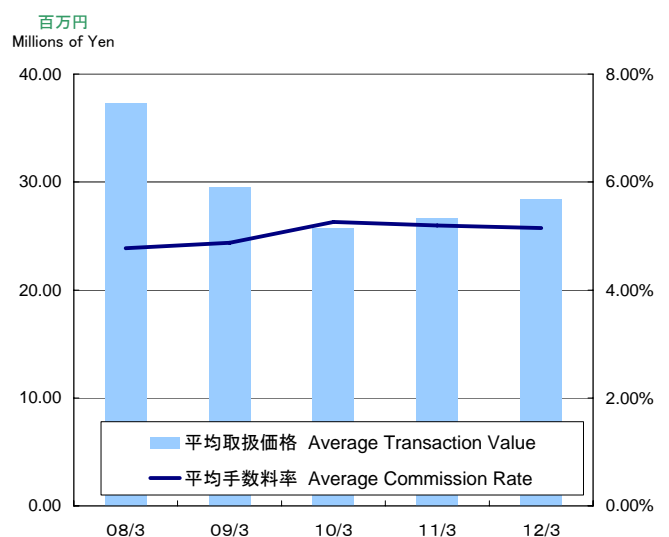
### ■ 取扱高／取扱件数

#### Total Transaction Value / Number of Transactions



### ■ 平均取扱価格／平均手数料率

#### Average Transaction Value / Average Commission Rate



### 連結 Consolidated

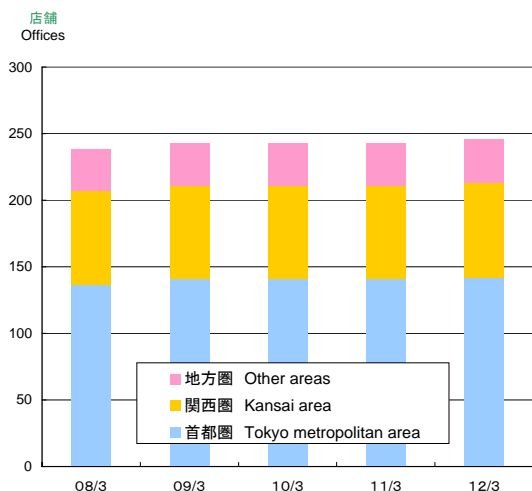
百万円 / Millions of Yen

|          |                                | 08/3      | 09/3     | 10/3     | 11/3     | 12/3     |
|----------|--------------------------------|-----------|----------|----------|----------|----------|
|          |                                | 平成20年3月期  | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| 取扱高      | Total Transaction Value        | 1,107,850 | 821,209  | 769,875  | 834,559  | 892,760  |
| 取扱件数 (件) | Number of Transactions (Units) | 29,753    | 27,822   | 29,974   | 31,293   | 31,443   |
| 平均取扱価格   | Average Transaction Value      | 37.23     | 29.51    | 25.68    | 26.66    | 28.39    |
| 平均手数料率   | Average Commission Rate        | 4.78%     | 4.87%    | 5.26%    | 5.19%    | 5.15%    |

## 仲介関連指標（連結） Brokerage Division (Consolidated)

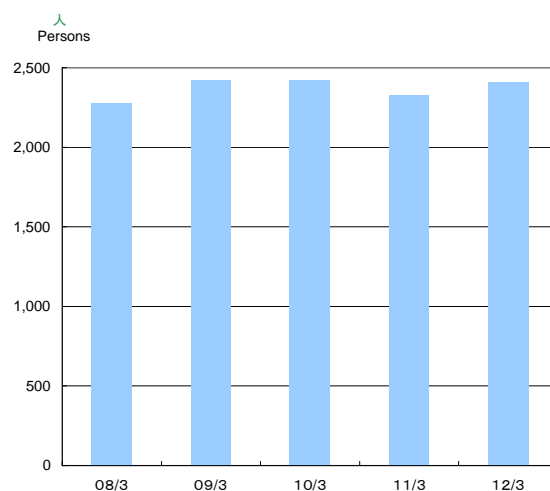
### ■ 仲介店舗数（国内）

Number of Brokerage Offices (Japan)



### ■ 仲介従業員数

Number of Employees (Brokerage)



連結 Consolidated

百万円 / Millions of Yen

|           |                                     | 0 8/3    | 0 9/3    | 1 0/3    | 1 1/3    | 1 2/3    |
|-----------|-------------------------------------|----------|----------|----------|----------|----------|
|           |                                     | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| 仲介店舗数（国内） | Number of Brokerage Offices (Japan) |          |          |          |          |          |
| 首都圏       | Tokyo metropolitan area             | 137      | 141      | 141      | 141      | 142      |
| 関西圏       | Kansai area                         | 70       | 70       | 70       | 70       | 71       |
| 地方圏       | Other areas                         | 31       | 32       | 32       | 32       | 33       |
| 合計        | Total                               | 238      | 243      | 243      | 243      | 246      |
| 仲介従業員数    | Number of Employees (Brokerage)     | 2,281    | 2,423    | 2,424    | 2,332    | 2,407    |

注) 首都圏：東京・埼玉・千葉・神奈川・静岡

関西圏：大阪・兵庫・京都・奈良・滋賀

地方圏：北海道・宮城・愛知・三重・岡山・広島・福岡

Note) Tokyo metropolitan area: Tokyo, Saitama, Chiba, Kanagawa, Shizuoka

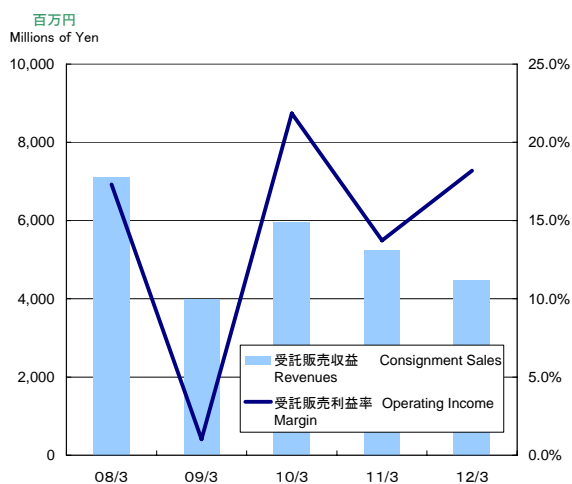
Kansai area: Osaka, Hyogo, Kyoto, Nara, Shiga

Other areas: Hokkaido, Miyagi, Aichi, Mie, Okayama, Hiroshima, Fukuoka

## 受託販売関連指標（連結） Consignment Sales Division (Consolidated)

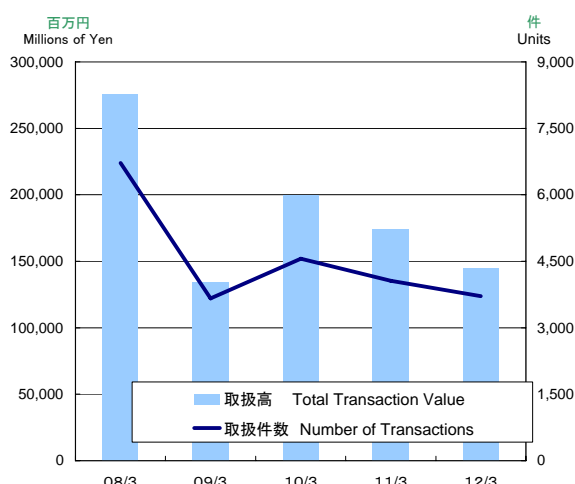
### ■ 受託販売収益／受託販売利益率

Consignment Sales Revenues / Operating Income Margin



### ■ 取扱高／取扱件数

Total Transaction Value / Number of Transactions



連結 Consolidated

百万円 / Millions of Yen

|         |                                | 0 8/3    | 0 9/3    | 1 0/3    | 1 1/3    | 1 2/3    |
|---------|--------------------------------|----------|----------|----------|----------|----------|
|         |                                | 平成20年3月期 | 平成21年3月期 | 平成22年3月期 | 平成23年3月期 | 平成24年3月期 |
| 受託販売収益  | Consignment Sales Revenues     | 7,119    | 3,987    | 5,951    | 5,253    | 4,488    |
| 受託販売利益率 | Operating Income Margin        | 17.3%    | 1.0%     | 21.8%    | 13.7%    | 18.2%    |
| 取扱高     | Total Transaction Value        | 275,415  | 134,327  | 199,474  | 174,169  | 144,451  |
| 取扱件数（件） | Number of Transactions (Units) | 6,721    | 3,664    | 4,559    | 4,063    | 3,715    |

注) 受託販売収益には、セグメント間の内部営業収益を含んでおります。

Note) Consignment sales revenues include those from intersegment transactions.