

Financial Factbook

Profile of Sekisui House, Ltd.

Second Quarter of Fiscal 2022
- February 1, 2022 to July 31, 2022 -

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※ セグメント別内訳については、2017年度より、開発型ビジネスに含めていた国際事業を一つのビジネスモデルとし、表示を変更しています。また、過年度の開発型ビジネスの小計は組替後の数値を表示しています。

Regarding segment information, effective from FY2017, the Overseas Business which had been included in the Development Business is presented as a separate business model and its indication has been changed. The subtotals of the Development Business for previous years indicate numbers reflecting the change in classification.

新設住宅着工戸数および当社住宅建築戸数の推移

Changes in Numbers of New Housing Starts in Japan and Housing Constructed by Sekisui House, Ltd.

年度ベース / Fiscal year

(単位:戸/Units)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022※ (forecast)
持家 Owner-occupied houses	316,532	352,841	278,221	284,441	291,783	282,111	287,710	283,338	263,097	281,279	274,000
分譲住宅 Built for sale houses	249,660	259,148	236,042	246,586	249,286	248,495	267,175	259,732	239,141	248,384	244,000
マンション Condominiums	124,027	123,818	110,215	118,432	112,354	108,278	119,683	111,615	108,188	102,762	
戸建 Detached houses	124,536	133,906	124,221	126,235	134,700	137,849	144,905	146,154	129,351	144,124	
貸家 Rented houses	320,891	369,993	358,340	383,678	427,275	410,355	390,093	334,509	303,018	330,752	323,000
給与住宅 Corporate houses	5,919	5,272	7,867	5,832	5,793	5,435	7,958	6,108	6,908	5,494	5,000
合計 Total	893,002	987,254	880,470	920,537	974,137	946,396	952,936	883,687	812,164	865,909	846,000

※予想については、住団連の「令和4年 第2回 経営者の住宅景況感調査報告」に基づくものです。

* The forecast is based on the "Report of Survey on Housing Business Sentiment of Managers in July 2022" of the Japan Federation of Housing Organizations.

暦年ベース / Calendar year

(単位:戸/Units)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022※ (forecast)
持家 Owner-occupied houses	311,589	354,772	285,270	283,366	292,287	284,283	283,235	288,738	261,088	285,575	274,000
分譲住宅 Built for sale houses	246,810	263,931	237,428	241,201	250,532	255,191	255,263	267,696	240,268	243,944	244,000
マンション Condominiums	123,203	127,599	110,475	115,652	114,570	114,830	110,510	117,803	107,884	101,292	
戸建 Detached houses	122,590	134,888	125,421	123,624	133,739	138,189	142,393	147,522	130,753	141,094	
貸家 Rented houses	318,521	356,263	362,191	378,718	418,543	419,397	396,404	342,289	306,753	321,376	323,000
給与住宅 Corporate houses	5,877	5,059	7,372	6,014	5,875	5,770	7,468	6,400	7,231	5,589	5,000
合計 Total	882,797	980,025	892,261	909,299	967,237	964,641	942,370	905,123	815,340	856,484	846,000

当 社 Sekisui House, Ltd. (Feb.-Jan.)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022※ (forecast)
戸建住宅(請負) Custom detached houses	13,945	15,049	13,104	11,248	11,105	10,617	9,822	10,663	8,411	8,349	8,760
分譲住宅 Built for sale houses	2,246	2,368	2,162	2,364	2,071	2,677	2,336	2,589	1,958	2,261	2,560
賃貸住宅 Rental housing	27,869	30,414	34,709	32,631	35,156	32,937	30,078	27,981	26,033	25,321	28,500
マンション(分譲) Condominiums	1,038	1,921	1,250	2,002	1,231	1,184	1,499	2,081	1,510	2,320	1,850
合計 Total	45,098	49,752	51,225	48,245	49,563	47,415	43,735	43,314	37,912	38,251	41,670
当社シェア Sekisui's market share in Japan	5.1%	5.1%	5.7%	5.3%	5.1%	4.9%	4.6%	4.8%	4.6%	4.5%	4.9%
累積建築戸数 Total number of houses built	2,135,437	2,185,189	2,236,414	2,284,659	2,334,222	2,381,637	2,425,372	2,468,686	2,506,598	2,544,849	

※2016年度の住宅建築戸数より、当社グループ全体の数値を表示しています。

* From the column of FY2016, the figures are included housing constructed by Sekisui House Group.

業績推移

Changes in Business Results

連結損益計算書

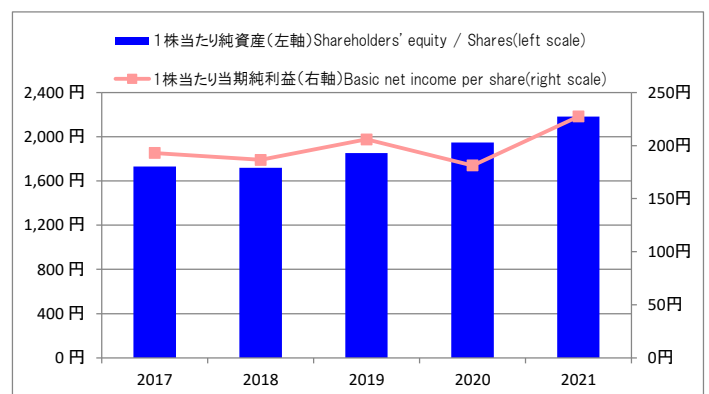
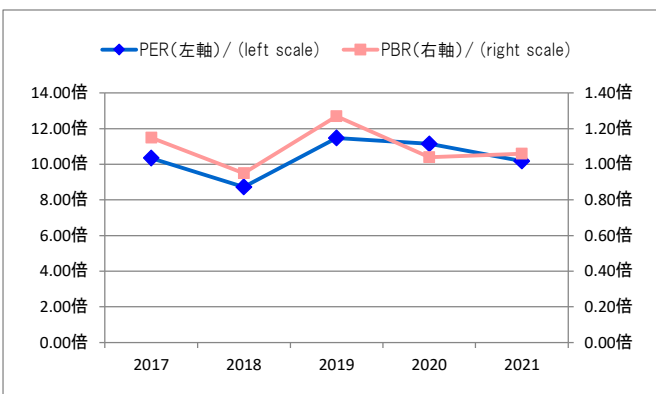
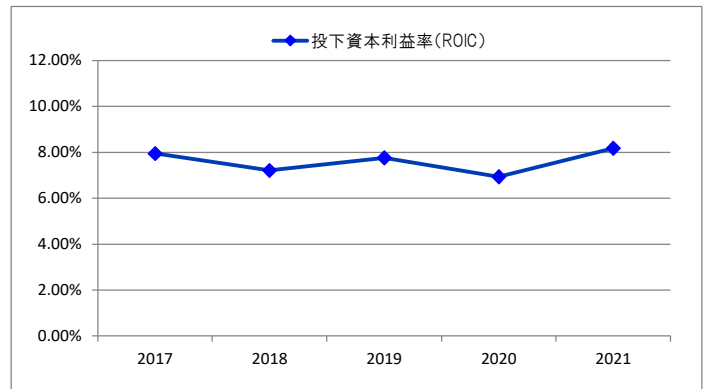
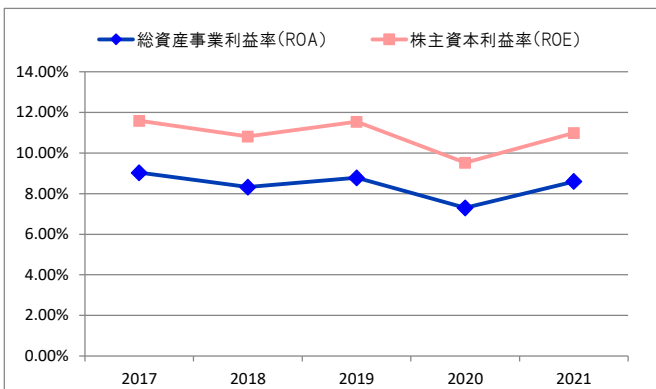
Consolidated Statements of Income

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
売上高 Net sales	2,159,363	2,160,316	2,415,186	2,446,904	2,589,579	1,223,605	1,423,642	2,930,000
売上総利益(率) Gross profit (rate)	445,082 (20.6%)	444,596 (20.6%)	478,036 (19.8%)	473,511 (19.4%)	528,877 (20.4%)	252,709 (20.7%)	301,642 (21.2%)	593,000 (20.2%)
販売費及び一般管理費 Selling, general and administrative expenses	249,541	255,373	272,780	286,992	298,716	143,016	155,213	333,000
営業利益(率) Operating income (rate)	195,540 (9.1%)	189,223 (8.8%)	205,256 (8.5%)	186,519 (7.6%)	230,160 (8.9%)	109,693 (9.0%)	146,428 (10.3%)	260,000 (8.9%)
受取利息・配当金 Interest income and dividends income	4,037	4,027	5,788	4,939	4,508	2,337	2,335	
持分法による投資利益 Equity in earnings of affiliates	8,183	7,750	10,483	619	-	-	-	
営業外収益合計 Total non-operating income	16,068	15,046	20,601	8,867	9,088	5,083	7,087	9,000
支払利息 Interest expenses	3,733	4,722	4,915	2,769	3,836	1,459	1,741	
持分法による投資損失 Equity in losses of affiliates	-	-	-	-	1,238	103	1,826	
営業外費用合計 Total non-operating expenses	7,929	9,078	11,952	10,688	9,155	3,405	5,865	9,000
経常利益(率) Ordinary income (rate)	203,678 (9.4%)	195,190 (9.0%)	213,905 (8.9%)	184,697 (7.5%)	230,094 (8.9%)	111,370 (9.1%)	147,651 (10.4%)	260,000 (8.9%)
特別利益 Extraordinary income	10,478	3,275	12,956	3,594	6,501	757	8,336	
特別損失 Extraordinary loss	18,168	11,074	15,479	2,798	2,261	912	2,778	
税金等調整前四半期(当期)純利益 Profit before income taxes	195,988	187,392	211,383	185,494	234,334	111,216	153,208	264,000
法人税等 Income taxes	56,796	57,774	62,853	56,070	70,319	33,584	43,717	79,000
親会社株主に帰属する四半期(当期)純利益(率) Profit attributable to owners of parent (rate)	133,224 (6.2%)	128,582 (6.0%)	141,256 (5.8%)	123,542 (5.0%)	153,905 (5.9%)	72,552 (5.9%)	104,068 (7.3%)	174,000 (5.9%)

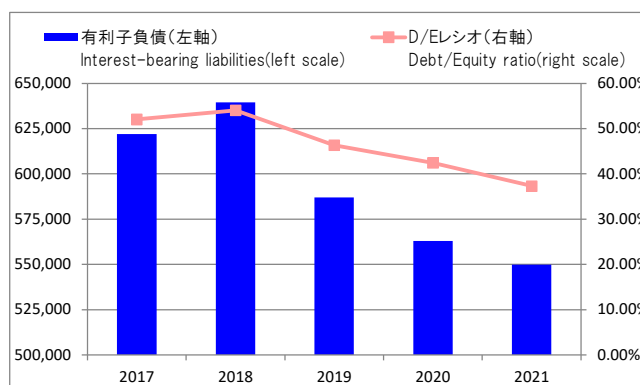
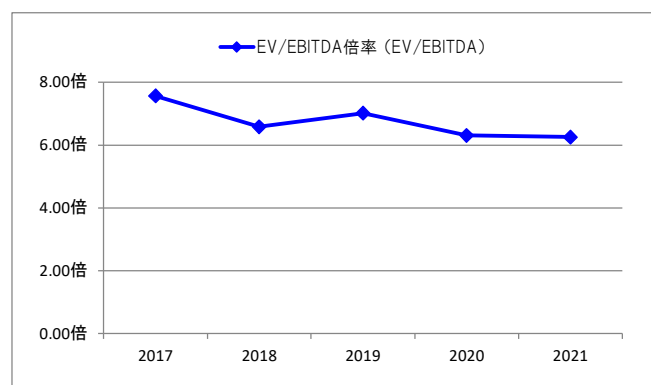
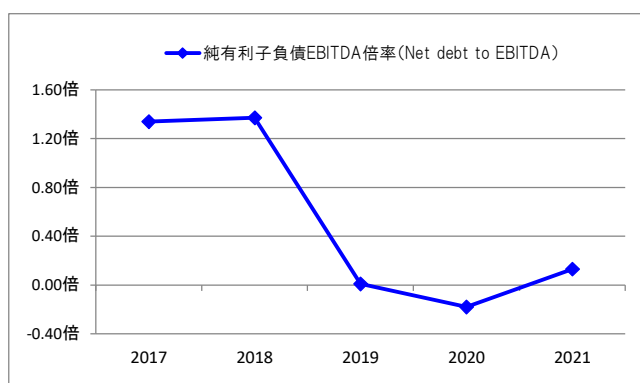
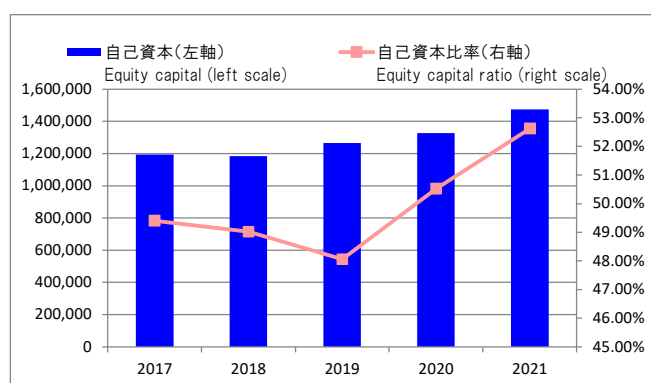
連結経営指標推移 Consolidated Financial Analysis

指標	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
株主資本利益率(ROE) Net income / Shareholders' equity	11.59%	10.82%	11.54%	9.53%	10.99%	10.64%	13.50%	11.2%
総資産事業利益率(ROA) (Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets	9.03%	8.32%	8.78%	7.30%	8.60%	8.39%	10.04%	8.9%
投下資本利益率(ROIC) ROIC = 税引後営業利益 / (自己資本+有利子負債) ROIC = NOPAT / (Equity capital + Interest-bearing debt)	7.94%	7.21%	7.76%	6.93%	8.18%	7.91%	9.42%	8.4%
総資産回転率 Sales / Total assets (times)	0.94 回	0.89 回	0.96 回	0.93 回	0.95 回	0.92 回	0.97 回	1.00 回
1株当たり四半期(当期)純利益(円) Earnings per share (EPS)	193.06円	186.53円	205.79円	181.18円	227.37円	106.90円	155.06円	260.83円
1株当たり配当金(円) Dividend per share	77.00円	79.00円	81.00円	84.00円	90.00円	43.00円	52.00円	104.00円
配当性向(%) Dividend payout ratio	39.88%	42.35%	39.36%	46.36%	39.58%	40.22%	33.54%	39.9%
1株当たり純資産(円) Book value per share (BPS)	1,731.60円	1,718.82円	1,852.62円	1,948.12円	2,184.36円	2,073.57円	2,414.01円	2,448.50円
株価収益率(PER) Stock price at the end of year / Net income per share (times)	10.35倍	8.72倍	11.47倍	11.14倍	10.18倍	10.11倍	7.60倍	
株価純資産倍率(PBR) Stock price at the end of year / Shareholders' Equity per share (times)	1.15倍	0.95倍	1.27倍	1.04倍	1.06倍	1.04倍	0.98倍	



連結経営指標推移 Consolidated Financial Analysis

指標	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q
総資産(百万円) Total assets (¥ Million)	2,419,012	2,413,035	2,634,748	2,625,861	2,801,189	2,710,718	3,050,364
自己資本(百万円) Equity capital (¥ Million) <small>※Equity capital shows the amount of the net assets excluding non-controlling interests and stock subscription rights.</small>	1,194,975	1,182,808	1,266,195	1,326,535	1,473,940	1,400,301	1,609,466
自己資本比率 Equity capital ratio	49.40%	49.02%	48.06%	50.52%	52.62%	51.66%	52.76%
有利子負債(百万円) Interest-bearing debt (¥ Million)	622,084	639,510	586,891	562,966	549,862	567,312	689,723
D/Eレシオ(%)=有利子負債/自己資本 Debt/Equity ratio (%)	52.06%	54.07%	46.35%	42.44%	37.31%	40.51%	42.85%
純有利子負債EBITDA倍率 Net debt to EBITDA (times) <small>EBITDA=営業利益+減価償却費+受取利息・配当金 EBITDA=Operating income+ Depreciation + Interest and Dividends income</small>	1.34倍	1.37倍	0.01倍	△0.18倍	0.13倍	△0.10倍	0.67倍
EV/EBITDA倍率 EV/EBITDA (times) <small>EV=時価総額+純有利子負債 EV=Market capitalization + Net debt</small>	7.57倍	6.59倍	7.02倍	6.31倍	6.26倍	5.87倍	5.68倍
営業活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) operating activities (¥ Million)	165,355	125,088	363,766	191,972	118,034	75,417	61,642
投資活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) investing activities (¥ Million)	△ 76,150	△ 70,184	△ 65,229	△ 95,504	△ 113,706	△ 39,888	△ 99,098
財務活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) financing activities (¥ Million)	30,154	△ 31,030	△ 148,160	△ 77,614	△ 111,701	△ 58,884	△ 19,460



セグメントの状況（連結） Segment Breakdown (Consolidated)

売上高 / Sales

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
請負型ビジネス Built-to-Order Business								
戸建住宅事業 Custom detached houses	371,171	357,944	390,995	323,332	352,732	167,118	179,293	368,000
賃貸住宅事業 Rental housing	442,845	416,062	360,026	358,745	384,022	183,069	208,952	416,000
建築・土木事業 Architectural / Civil engineering	—	—	120,986	302,837	261,930	137,051	145,956	299,000
小計 Subtotal	814,017	774,006	872,008	984,915	998,685	487,239	534,203	1,083,000
ストック型ビジネス Supplied Housing Business								
リフォーム事業 Remodeling	136,843	141,416	152,729	141,090	156,167	79,764	82,844	165,000
不動産フィー事業 Real estate management fees	489,891	514,035	534,876	557,632	584,969	291,433	308,194	618,000
小計 Subtotal	626,735	655,452	687,606	698,722	741,136	371,197	391,038	783,000
開発型ビジネス Development Business								
分譲住宅事業 Houses for sale	155,481	148,880	151,268	139,151	191,488	86,173	116,150	231,000
マンション事業 Condominiums	77,497	89,581	103,984	77,091	90,612	40,252	50,580	91,000
都市再開発事業 Urban redevelopment	103,777	173,391	131,920	104,953	102,736	51,835	50,336	122,400
小計 Subtotal	336,756	411,853	387,173	321,195	384,837	178,262	217,067	444,400
国際ビジネス(国際事業) Overseas Business	306,716	245,953	389,866	370,686	388,936	149,507	241,662	540,600
その他事業 Other Businesses	75,137	73,050	78,531	71,384	75,984	37,399	39,670	79,000
合計 Total	2,159,363	2,160,316	2,415,186	2,446,904	2,589,579	1,223,605	1,423,642	2,930,000

受注高 / Orders

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
請負型ビジネス Built-to-Order Business								
戸建住宅事業 Custom detached houses	362,672	386,792	346,293	322,328	353,299	179,243	177,785	364,000
賃貸住宅事業 Rental housing	463,200	424,709	391,991	354,929	390,190	192,726	202,724	412,000
建築・土木事業 Architectural / Civil engineering	—	—	96,992	278,682	333,630	157,738	156,821	302,000
小計 Subtotal	825,873	811,501	835,277	955,941	1,077,120	529,707	537,330	1,078,000
ストック型ビジネス Supplied Housing Business								
リフォーム事業 Remodeling	137,835	148,417	149,716	141,698	160,962	81,123	86,530	170,000
不動産フィー事業 Real estate management fees	489,891	514,035	534,876	557,632	584,969	291,433	308,194	618,000
小計 Subtotal	627,726	662,453	684,593	699,330	745,931	372,557	394,724	788,000
開発型ビジネス Development Business								
分譲住宅事業 Houses for sale	153,674	156,208	143,300	145,343	201,897	102,447	128,257	237,000
マンション事業 Condominiums	112,532	85,904	73,692	80,979	83,952	40,903	41,107	93,000
都市再開発事業 Urban redevelopment	132,532	146,525	160,645	103,241	98,891	66,573	56,834	102,000
小計 Subtotal	398,739	388,637	377,638	329,564	384,741	209,925	226,199	432,000
国際ビジネス(国際事業) Overseas Business	316,441	237,535	500,886	347,983	432,773	189,645	250,784	476,000
その他事業 Other Businesses	75,369	77,429	81,670	69,057	81,167	40,348	41,000	79,000
合計 Total	2,244,150	2,177,557	2,480,066	2,401,877	2,721,734	1,342,184	1,450,039	2,853,000

受注残高 / Accumulated Orders

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
請負型ビジネス Built-to-Order Business								
戸建住宅事業 Custom detached houses	200,156	229,004	184,302	183,298	183,865	195,423	182,357	179,865
賃貸住宅事業 Rental housing	398,755	407,403	376,538	372,723	378,890	382,379	372,661	374,890
建築・土木事業 Architectural / Civil engineering	—	—	386,561	362,407	434,107	383,093	444,971	442,107
小計 Subtotal	598,912	636,407	947,402	918,428	996,863	960,897	999,990	996,863
ストック型ビジネス Supplied Housing Business								
リフォーム事業 Remodeling	23,988	30,989	27,976	28,584	33,380	29,943	37,066	38,380
不動産フィー事業 Real estate management fees	—	—	—	—	—	—	—	—
小計 Subtotal	23,988	30,989	27,976	28,584	33,380	29,943	37,066	38,380
開発型ビジネス Development Business								
分譲住宅事業 Houses for sale	42,153	49,481	41,513	47,705	58,114	63,979	70,221	64,114
マンション事業 Condominiums	121,732	118,054	87,762	91,651	84,991	92,302	75,518	86,991
都市再開発事業 Urban redevelopment	28,755	1,888	30,613	28,901	25,057	43,639	31,555	4,657
小計 Subtotal	192,640	169,424	159,889	168,259	168,163	199,922	177,294	155,763
国際ビジネス(国際事業) Overseas Business	119,721	111,303	222,324	199,620	260,455	239,759	324,055	250,455
その他事業 Other Businesses	43,337	47,716	50,854	48,527	53,710	51,476	55,040	53,710
合計 Total	978,601	995,842	1,408,448	1,363,421	1,512,572	1,481,999	1,593,447	1,495,172

※2020年度より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

The Architectural / Civil engineering business was included starting with the FY2020, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

セグメントの状況（連結） Segment Breakdown (Consolidated)

営業利益 / Operating Income

（単位：百万円 / Millions of yen）

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
請負型ビジネス Built-to-Order Business								
戸建住宅事業 Custom detached houses	48,043	42,255	45,942	32,231	42,475	20,338	20,561	40,500
賃貸住宅事業 Rental housing	60,883	50,376	49,710	47,052	56,047	25,846	29,857	58,000
建築・土木事業 Architectural / Civil engineering	—	—	3,730	16,051	15,146	11,750	7,562	10,200
小計 Subtotal	108,926	92,632	99,383	95,335	113,668	57,935	57,981	108,700
ストック型ビジネス Supplied Housing Business								
リフォーム事業 Remodeling	19,760	21,109	23,535	20,479	25,546	13,250	14,078	28,000
不動産フィー事業 Real estate management fees	33,133	39,407	41,054	43,869	50,480	26,567	26,238	53,000
小計 Subtotal	52,893	60,516	64,589	64,348	76,027	39,818	40,317	81,000
開発型ビジネス Development Business								
分譲住宅事業 Houses for sale	13,460	11,088	12,259	7,586	14,548	6,838	10,222	18,000
マンション事業 Condominiums	9,229	6,478	10,134	8,817	12,486	5,966	9,549	12,000
都市再開発事業 Urban redevelopment	16,994	40,403	17,045	16,565	11,276	3,655	6,384	11,500
小計 Subtotal	39,684	57,970	39,439	32,969	38,311	16,460	26,156	41,500
国際ビジネス(国際事業) Overseas Business	29,761	16,340	44,551	39,708	50,147	18,147	46,184	80,000
その他事業 Other Businesses	1,234	△ 44	△ 273	△ 2,480	△ 1,208	△ 580	△ 245	0
消去又は全社 Eliminations and back office	△ 36,960	△ 38,192	△ 42,434	△ 43,363	△ 46,786	△ 22,086	△ 23,965	△ 51,200
合計 Total	195,540	189,223	205,256	186,519	230,160	109,693	146,428	260,000

売上総利益率 / Gross Margin

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
請負型ビジネス Built-to-Order Business								
戸建住宅事業 Custom detached houses	26.2%	25.4%	25.4%	25.6%	26.5%	26.7%	25.4%	25.1%
賃貸住宅事業 Rental housing	24.4%	23.3%	25.0%	24.6%	25.7%	25.8%	25.2%	24.9%
建築・土木事業 Architectural / Civil engineering	—	—	9.7%	11.1%	12.5%	14.7%	11.0%	9.7%
小計 Subtotal	25.2%	24.2%	23.0%	20.8%	22.5%	23.0%	21.4%	20.8%
ストック型ビジネス Supplied Housing Business								
リフォーム事業 Remodeling	26.8%	27.1%	27.5%	27.7%	28.6%	28.5%	28.9%	28.8%
不動産フィー事業 Real estate management fees	14.6%	15.5%	15.5%	15.9%	16.7%	17.2%	16.6%	16.8%
小計 Subtotal	17.3%	18.0%	18.2%	18.3%	19.2%	19.6%	19.2%	19.3%
開発型ビジネス Development Business								
分譲住宅事業 Houses for sale	18.8%	18.0%	18.6%	17.4%	18.0%	19.2%	18.3%	17.3%
マンション事業 Condominiums	19.0%	13.8%	16.5%	19.6%	22.0%	22.3%	26.1%	21.4%
都市再開発事業 Urban redevelopment	19.1%	25.2%	14.9%	18.9%	14.3%	10.6%	15.9%	12.7%
小計 Subtotal	18.9%	20.1%	16.8%	18.4%	17.9%	17.4%	19.6%	16.9%
国際ビジネス(国際事業) Overseas Business	19.5%	19.9%	20.4%	20.9%	22.4%	22.8%	27.5%	25.1%
その他事業 Other Businesses	15.2%	14.1%	13.4%	10.8%	11.9%	11.9%	12.6%	12.7%
合計 Total	20.6%	20.6%	19.8%	19.4%	20.4%	20.7%	21.2%	20.2%

営業利益率 / Operating Profit Margin

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
請負型ビジネス Built-to-Order Business								
戸建住宅事業 Custom detached houses	12.9%	11.8%	11.8%	10.0%	12.0%	12.2%	11.5%	11.0%
賃貸住宅事業 Rental housing	13.7%	12.1%	13.8%	13.1%	14.6%	14.1%	14.3%	13.9%
建築・土木事業 Architectural / Civil engineering	—	—	3.1%	5.3%	5.8%	8.6%	5.2%	3.4%
小計 Subtotal	13.4%	12.0%	11.4%	9.7%	11.4%	11.9%	10.9%	10.0%
ストック型ビジネス Supplied Housing Business								
リフォーム事業 Remodeling	14.4%	14.9%	15.4%	14.5%	16.4%	16.6%	17.0%	17.0%
不動産フィー事業 Real estate management fees	6.8%	7.7%	7.7%	7.9%	8.6%	9.1%	8.5%	8.6%
小計 Subtotal	8.4%	9.2%	9.4%	9.2%	10.3%	10.7%	10.3%	10.3%
開発型ビジネス Development Business								
分譲住宅事業 Houses for sale	8.7%	7.4%	8.1%	5.5%	7.6%	7.9%	8.8%	7.8%
マンション事業 Condominiums	11.9%	7.2%	9.7%	11.4%	13.8%	14.8%	18.9%	13.2%
都市再開発事業 Urban redevelopment	16.4%	23.3%	12.9%	15.8%	11.0%	7.1%	12.7%	9.4%
小計 Subtotal	11.8%	14.1%	10.2%	10.3%	10.0%	9.2%	12.0%	9.3%
国際ビジネス(国際事業) Overseas Business	9.7%	6.6%	11.4%	10.7%	12.9%	12.1%	19.1%	14.8%
その他事業 Other Businesses	1.6%	△ 0.1%	△ 0.3%	△ 3.5%	△ 1.6%	△ 1.6%	△ 0.6%	0.0%
合計 Total	9.1%	8.8%	8.5%	7.6%	8.9%	9.0%	10.3%	8.9%

※2020年度より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

The Architectural / Civil engineering business was included starting with the FY2020, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

セグメントの状況（連結） Segment Breakdown (Consolidated)

セグメント別資産 / Assets by Segment

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
請負型ビジネス Built-to-Order Business						
戸建住宅事業 Custom detached houses	55,616	57,414	58,049	53,521	53,782	61,947
賃貸住宅事業 Rental housing	46,371	47,309	39,773	42,719	43,486	41,218
建築・土木事業 Architectural / Civil engineering	—	—	218,571	226,536	239,315	256,776
小計 Subtotal	101,988	104,724	316,394	322,778	336,584	359,941
ストック型ビジネス Supplied Housing Business						
リフォーム事業 Remodeling	15,517	16,847	17,948	16,992	17,596	20,202
不動産フィー事業 Real estate management fees	112,272	138,015	125,341	129,178	125,055	140,342
小計 Subtotal	127,790	154,863	143,290	146,171	142,651	160,544
開発型ビジネス Development Business						
分譲住宅事業 Houses for sale	142,903	141,446	133,647	140,667	174,079	199,800
マンション事業 Condominiums	176,859	173,102	143,006	153,256	226,803	213,109
都市再開発事業 Urban redevelopment	582,974	539,327	518,532	542,621	565,506	564,984
小計 Subtotal	902,738	853,876	795,185	836,545	966,389	977,893
国際ビジネス(国際事業) Overseas Business	929,306	943,695	990,247	923,676	1,022,182	1,238,931
その他事業 Other Businesses	15,084	15,172	15,320	13,121	13,528	13,093
事務管理部門 Back Office	342,104	340,703	374,309	383,568	319,852	299,959
合計 Total	2,419,012	2,413,035	2,634,748	2,625,861	2,801,189	3,050,364

セグメント資産に対する営業利益率 / Operating Profit Margin to Segment Assets

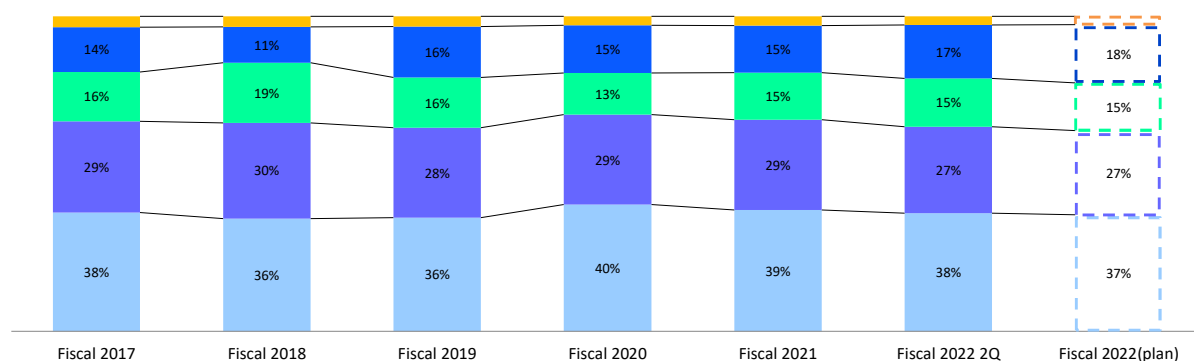
	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
請負型ビジネス Built-to-Order Business						
戸建住宅事業 Custom detached houses	86.4%	73.6%	79.1%	60.2%	79.0%	66.4%
賃貸住宅事業 Rental housing	131.3%	106.5%	125.0%	110.1%	128.9%	144.9%
建築・土木事業 Architectural / Civil engineering	—	—	1.7%	7.1%	6.3%	5.9%
小計 Subtotal	106.8%	88.5%	31.4%	29.5%	33.8%	32.2%
ストック型ビジネス Supplied Housing Business						
リフォーム事業 Remodeling	127.3%	125.3%	131.1%	120.5%	145.2%	139.4%
不動産フィー事業 Real estate management fees	29.5%	28.6%	32.8%	34.0%	40.4%	37.4%
小計 Subtotal	41.4%	39.1%	45.1%	44.0%	53.3%	50.2%
開発型ビジネス Development Business						
分譲住宅事業 Houses for sale	9.4%	7.8%	9.2%	5.4%	8.4%	10.2%
マンション事業 Condominiums	5.2%	3.7%	7.1%	5.8%	5.5%	9.0%
都市再開発事業 Urban redevelopment	2.9%	7.5%	3.3%	3.1%	2.0%	2.3%
小計 Subtotal	4.4%	6.8%	5.0%	3.9%	4.0%	5.3%
国際ビジネス(国際事業) Overseas Business	3.2%	1.7%	4.5%	4.3%	4.9%	7.5%
その他事業 Other Businesses	8.2%	△ 0.3%	△ 1.8%	△ 18.9%	△ 8.9%	△ 3.7%

※2020年度より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

The Architectural / Civil engineering business was included starting with the FY2020, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

ビジネスモデル別 売上高構成比率 推移 Composition of Sales by Business Model

- 請負型ビジネス Built-to-Order Business
- スtock型ビジネス Supplied Housing Business
- 開発型ビジネス Development Business
- 国際ビジネス Overseas Business
- その他事業 Other Businesses



連結貸借対照表(資産の部)

Consolidated Balance Sheets (Assets)

(単位:百万円 / Millions of yen)

資産の部 Assets	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
流動資産 Current assets						
現金預金 Cash and deposits	325,834	343,358	584,635	600,284	515,283	472,995
受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts	45,877	42,503	133,978	144,253	132,471	138,944
有価証券 Short-term investment securities	589	-	-	-	-	-
棚卸資産 Inventories	1,095,161	1,100,188	1,005,203	947,747	1,204,482	1,424,680
未成工事支出金 Costs on uncompleted construction contracts	9,414	12,168	17,934	16,451	18,299	20,399
分譲建物 Buildings for sale	369,124	393,538	342,594	341,721	436,973	540,495
分譲土地・未成分譲土地 Land for sale in lots and undeveloped land	708,994	685,934	636,352	582,240	739,707	853,150
その他流動資産 Other	106,477	84,706	93,374	89,500	101,672	127,058
貸倒引当金 Allowance for doubtful accounts	△ 1,270	△ 1,440	△ 1,186	△ 1,073	△ 1,179	△ 1,126
流動資産合計 Total current assets	1,572,669	1,569,318	1,816,005	1,780,711	1,952,729	2,162,552
固定資産 Noncurrent assets						
有形固定資産 Property, plant and equipment	552,814	530,394	510,556	535,393	540,711	549,607
建物及び構築物 Buildings and structures	189,209	188,497	179,449	186,720	187,272	210,956
土地 Land	322,502	304,370	284,769	287,307	284,788	282,714
その他 Other	41,101	37,526	46,337	61,366	68,650	55,936
無形固定資産 Intangible assets	22,016	20,566	18,661	19,727	17,988	50,897
投資その他資産 Investments and other assets	271,512	292,755	289,525	290,029	289,759	287,306
固定資産合計 Total noncurrent assets	846,343	843,717	818,742	845,150	848,459	887,811
資産合計 Total assets	2,419,012	2,413,035	2,634,748	2,625,861	2,801,189	3,050,364

連結貸借対照表(負債・純資産の部)

Consolidated Balance Sheets (Liabilities and net Assets)

(単位:百万円 / Millions of yen)

負債の部 Liabilities	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
流動負債 Current liabilities						
支払手形・工事未払金 Notes payable, accounts payable for construction contracts	172,814	147,428	219,549	202,752	207,658	219,775
未成工事受入金 Advances received on uncompleted construction contracts	142,690	156,605	241,805	208,750	207,798	198,962
短期借入金 Short-term loans payable	209,707	239,472	166,486	166,019	219,218	293,749
1年内償還予定の社債 Current portion of bonds	15,000	20,000	15,000	30,000	-	150,000
1年内返済予定の長期借入金 Current portion of long-term loans payable	2,431	64,303	18,693	56,520	16,235	71,699
未払法人税等 Income taxes payable	32,200	33,008	30,980	29,704	43,021	23,850
その他 Other	132,053	120,499	129,351	142,014	173,969	160,515
流動負債合計 Total current liabilities	706,898	781,318	821,866	835,763	867,903	1,118,553
固定負債 Noncurrent liabilities						
社債 Bonds payable	235,000	215,000	200,000	170,000	170,000	20,000
長期借入金 Long-term loans payable	154,201	94,006	178,928	132,665	136,556	133,970
その他 Other	114,791	125,787	127,102	118,545	105,769	117,142
固定負債合計 Total noncurrent liabilities	503,993	434,794	506,030	421,211	412,325	271,112
負債合計 Total liabilities	1,210,891	1,216,112	1,327,897	1,256,974	1,280,229	1,389,665
純資産の部 Net assets						
株主資本 Shareholder's equity	1,080,167	1,150,888	1,234,509	1,294,682	1,380,740	1,432,664
その他の包括利益累計額 Accumulated other comprehensive income	114,807	31,919	31,686	31,852	93,199	176,801
新株予約権 Stock subscription rights	761	803	609	508	186	160
非支配株主持分 Non-controlling interests	12,384	13,312	40,044	41,842	46,832	51,073
純資産合計 Total net assets	1,208,121	1,196,923	1,306,850	1,368,887	1,520,959	1,660,699
負債・純資産合計 Total liabilities and net assets	2,419,012	2,413,035	2,634,748	2,625,861	2,801,189	3,050,364

従業員数(連結) Number of Employees (Consolidated)

従業員数(連結) Number of Employees (Consolidated)		Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
国内従業員数	In Japan	23,325	23,655	26,258	27,310	27,668	28,447
海外従業員数	Overseas	1066	1120	1,139	1,052	1,153	1,421
合計	Total	24,391	24,775	27,397	28,362	28,821	29,868

設備投資額 Capital Expenditure

(単位:百万円/Millions of yen)

		Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
請負型ビジネス Built-to-Order Business							
戸建住宅事業	Custom detached houses	3,325	3,734	3,209	3,701	5,592	2,023
賃貸住宅事業	Rental housing	929	1,193	593	1,525	2,010	1,618
建築・土木事業	Architectural / Civil engineering	—	—	300	1,904	4,050	913
小計 Subtotal		4,255	4,927	4,103	7,131	11,653	4,556
ストック型ビジネス Supplied Housing Business							
リフォーム事業	Remodeling	199	21	41	78	61	10
不動産フィー事業	Real estate management fees	1,253	1,394	1,397	769	931	736
小計 Subtotal		1,452	1,416	1,439	848	993	747
開発型ビジネス Development Business							
分譲住宅事業	Houses for sale	841	788	725	994	1,546	504
マンション事業	Condominiums	2	25	23	374	215	285
都市再開発事業	Urban redevelopment	52,742	45,603	60,155	79,314	67,931	27,039
小計 Subtotal		53,586	46,417	60,903	80,683	69,692	27,829
国際ビジネス(国際事業) Overseas Business		5,473	921	1,975	1,124	1,477	688
その他事業 Other Businesses		63	175	71	25	76	79
事務管理部門 Back Office		3,967	4,821	4,761	6,796	5,618	2,394
合計 Total		68,799	58,680	73,255	96,609	89,512	36,296

FY 2022 (plan) 100,000

投資計画 進捗状況 Status of Investment Plan

(単位:億円/100 Millions of yen)

【第5次中期経営計画】投資計画進捗状況 [Fifth Mid-term Management Plan] Status of Investment Plan		Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q	累計実績 Cumulative total
国内	In Japan	2,425	3,591	1,591	7,608
海外	Overseas	2,359	3,236	1,766	7,363
合計	Total	4,785	6,827	3,358	14,971

減価償却実施額 Depreciation Expense

(単位:百万円/Millions of yen)

		Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
請負型ビジネス Built-to-Order Business							
戸建住宅事業	Custom detached houses	3,941	3,899	3,727	3,506	3,519	1,804
賃貸住宅事業	Rental housing	2,588	2,463	2,024	1,782	1,765	996
建築・土木事業	Architectural / Civil engineering	—	—	421	1,276	1,400	726
小計 Subtotal		6,530	6,363	6,173	6,565	6,685	3,527
ストック型ビジネス Supplied Housing Business							
リフォーム事業	Remodeling	112	116	141	108	110	53
不動産フィー事業	Real estate management fees	978	756	704	789	804	381
小計 Subtotal		1,090	873	846	897	915	435
開発型ビジネス Development Business							
分譲住宅事業	Houses for sale	1,161	1,108	980	1,113	1,271	663
マンション事業	Condominiums	32	14	10	13	46	37
都市再開発事業	Urban redevelopment	8,907	8,419	7,645	7,759	9,023	4,364
小計 Subtotal		10,100	9,543	8,636	8,886	10,341	5,064
国際ビジネス(国際事業) Overseas Business		862	1,848	2,242	1,474	1,573	828
その他事業 Other Businesses		776	769	762	683	661	337
事務管理部門 Back Office		2,621	2,757	2,858	3,219	3,891	2,124
合計 Total		21,983	22,155	21,518	21,726	24,069	12,317

FY 2022 (plan) 26,000

会社別の概要 Summary of Subsidiaries and Affiliates

(単位:百万円/Millions of yen)

会社名 Company name	決算期 Accounting term	売上高 Net sales	売上総利益 Gross profit	販管費 SG&A	営業利益 Operating income	経常利益 Ordinary income	特別利益 Extraordinary income	特別損失 Extraordinary loss	親会社株主に 帰属する 四半期純利益 Profit attributable to owners of parent	総資産 Total assets	純資産 Net assets
積水ハウス Sekisui House	Fiscal 2021	1,150,364	244,213	168,834	75,379	123,196	3,252	4,608	96,279	1,634,066	903,230
	Fiscal 2021 2Q	547,617	114,800	81,623	33,176	78,318	—	398	66,139	1,592,415	905,731
	Fiscal 2022 2Q	587,731	126,559	85,698	40,861	101,146	17,402	7,020	95,091	1,593,854	946,177
積水ハウス不動産グループ 14社 14 Sekisui House Real Estate Group Companies	Fiscal 2021	724,341	127,132	55,803	71,329	71,325	14	2,936	46,177	463,434	286,553
	Fiscal 2021 2Q	358,863	64,146	27,331	36,814	36,884	—	106	25,390	421,362	266,143
	Fiscal 2022 2Q	410,998	71,553	30,547	41,006	88,718	16	92	79,241	492,510	318,475
積和建設 15社 15 Sekiwa Construction companies	Fiscal 2021	262,459	20,700	7,727	12,972	13,457	6	51	8,734	116,758	80,418
	Fiscal 2021 2Q	127,487	9,800	3,786	6,014	6,234	3	22	4,051	106,421	75,735
	Fiscal 2022 2Q	137,413	11,533	3,904	7,629	7,798	2	176	4,991	112,911	76,655
積水ハウスリフォーム Sekisui House Remodeling	Fiscal 2021	79,998	21,030	14,931	6,098	6,331	—	20	4,066	46,730	28,684
	Fiscal 2021 2Q	41,013	10,852	7,425	3,427	3,559	—	0	2,303	43,070	26,921
	Fiscal 2022 2Q	41,260	11,068	7,811	3,256	3,330	—	0	2,147	45,348	26,765
鴻池組 5社 5 Konolke Construction companies	Fiscal 2021	232,032	28,606	13,889	14,717	14,949	863	326	10,512	237,992	110,389
	Fiscal 2021 2Q	119,926	18,096	6,515	11,581	11,689	843	185	8,447	245,495	108,622
	Fiscal 2022 2Q	131,227	13,684	6,822	6,861	7,589	235	574	4,934	253,022	114,946
その他 20社(国内子会社) 20 other companies (Domestic)	Fiscal 2021	35,706	6,506	6,712	△ 205	109	10	76	△ 648	23,860	7,408
	Fiscal 2021 2Q	16,326	2,760	3,265	△ 505	△ 386	—	65	△ 744	20,896	7,312
	Fiscal 2022 2Q	18,643	3,480	3,620	△ 140	64	3	75	△ 369	23,224	5,546
海外子会社 285社 285 overseas companies	Fiscal 2021	389,744	86,474	37,938	48,535	48,121	32	2,358	26,293	981,676	524,603
	Fiscal 2021 2Q	149,740	33,863	16,341	17,522	18,006	25	415	11,518	950,423	487,831
	Fiscal 2022 2Q	242,062	66,610	20,489	46,121	45,446	3	6,671	24,315	1,200,587	643,430

連結会社全体 Gross	Fiscal 2021	2,874,647	534,665	305,837	228,828	277,491	4,179	10,377	191,416	3,504,518	1,941,287
	Fiscal 2021 2Q	1,360,975	254,320	146,289	108,031	154,307	872	1,193	117,106	3,380,086	1,878,299
	Fiscal 2022 2Q	1,569,337	304,490	158,894	145,595	254,093	17,663	14,609	210,352	3,721,458	2,131,997
連結消去 Eliminations and others	Fiscal 2021	△ 285,068	△ 5,788	△ 7,120	1,332	△ 47,397	2,322	△ 8,115	△ 37,510	△ 703,329	△ 420,328
	Fiscal 2021 2Q	△ 137,369	△ 1,611	△ 3,273	1,662	△ 42,936	△ 114	△ 281	△ 44,554	△ 669,368	△ 432,547
	Fiscal 2022 2Q	△ 145,695	△ 2,848	△ 3,680	832	△ 106,442	△ 9,326	△ 11,830	△ 106,283	△ 671,093	△ 471,298
連結決算 Consolidated	Fiscal 2021	2,589,579	528,877	298,716	230,160	230,094	6,501	2,261	153,905	2,801,189	1,520,959
	Fiscal 2021 2Q	1,223,605	252,709	143,016	109,693	111,370	757	912	72,552	2,710,718	1,445,751
	Fiscal 2022 2Q	1,423,642	301,642	155,213	146,428	147,651	8,336	2,778	104,068	3,050,364	1,660,699

連単倍率 Consolidated / Non-Consolidated	Fiscal 2021	2.25	2.17	1.77	3.05	1.87	2.00	0.49	1.60	1.71	1.68
	Fiscal 2021 2Q	2.23	2.20	1.75	3.31	1.42	—	2.29	1.10	1.70	1.60
	Fiscal 2022 2Q	2.42	2.38	1.81	3.58	1.46	0.48	0.40	1.09	1.91	1.76

営業拠点数 Number of Sales Offices

積水ハウス Sekisui House, Ltd.		Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
支店 Branch		123	115	118	119	116	113
カスタマーズセンター Customers Center		29	29	30	30	30	30
展示場 Display Home		386	370	345	333	315	312
積水ハウスリフォーム Sekisui House Remodeling		Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
営業所 Branch		41	41	41	40	38	38

販売用不動産(土地・建物)用途別保有残高

Real Estate for the Sale (Land, Building) by Use

(単位:百万円/Millions of yen)

販売用土地推移(連結) Trend in land for sale In lots and undeveloped land for sale(Consolidated)	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
新規受入 New acceptance	259,999	231,941	211,554	185,694	420,948	264,124
当期売上(原価ベース) Sales (Cost base)	206,361	244,314	255,073	231,404	254,537	150,529
評価損 Loss on evaluation	3,344	10,687	6,064	8,401	8,943	152
販売用土地期末残高 Balance at the end of the fiscal year	708,994	685,934	636,352	582,240	739,707	853,150

(単位:百万円/Millions of yen)

販売用土地(分譲土地・未成分譲土地)用途別内訳 Details of land for sale in lots and undeveloped land for sale by use	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
分譲住宅事業 Houses for sale	114,538	114,781	106,914	114,394	145,027	169,184
マンション事業 Condominiums	119,569	117,752	97,781	101,734	158,116	164,446
都市再開発事業 Urban redevelopment	44,463	30,473	39,792	32,341	37,586	39,868
国際事業 Overseas Business	430,423	422,927	391,863	333,770	398,977	479,650
合計 Total	708,994	685,934	636,352	582,240	739,707	853,150

(単位:百万円/Millions of yen)

分譲建物用途別内訳 Details of buildings for sale by use	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
分譲住宅事業 Houses for sale	7,631	8,841	6,676	6,435	7,138	7,486
マンション事業 Condominiums	49,927	47,038	39,256	44,689	49,551	40,848
都市再開発事業 Urban redevelopment	29,003	16,589	11,136	14,605	31,253	31,102
国際事業 Overseas Business	282,562	321,068	285,525	275,990	349,031	461,057
合計 Total	369,124	393,538	342,594	341,721	436,973	540,495

リフォーム事業 売上高内訳 Remodeling Business - Sales Breakdown

(単位:百万円/Millions of yen)

リフォーム事業 内訳 Remodeling Business - Sales Breakdown	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
当社戸建住宅 Houses built by us	67,895	70,272	76,618	69,583	79,998	41,260
当社賃貸住宅 Rental apartments built by us	41,742	42,513	43,753	42,818	46,821	26,754
一般住宅 Houses not built by us	17,062	17,113	18,271	13,509	14,022	7,157
その他 Other	10,144	11,518	14,087	15,180	15,326	7,673

積水ハウス不動産借り上げ入居率・管理室数 Trend in Sekisui House Real Estate Block Leasing Operation

入居率※ Occupancy rate	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
	96.7%	97.8%	97.7%	97.7%	97.9%	98.0%

(単位:戸/Units)

管理室数 Units under management	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
	601,582	619,494	639,780	657,190	674,125	684,610

※入居率については、従来「月末時点」の数値を公表しておりましたが、2018年より「月内」の数値を表示しております。

* In terms of occupancy rates, while we had published the data as of the end of the month, we have presented the data during the month from this fiscal 2018.

マンション 完成在庫の状況(個別) Number of completed condominiums units (Non-consolidated)

(単位:戸/Units)

期末完成在庫 Number of completed condominiums units as of year-end	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
	0	186	78	52	165	71

都市再開発事業 売上高/利益 内訳(連結) Urban Redevelopment Business - Breakdown of sales and profits (Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021		Fiscal 2022 2Q	
	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit
物件売却 Property sale	57,895	9,984	126,948	32,399	88,950	11,394	72,436	15,500	70,130	13,738	32,236	7,492
賃貸他(ホテル収益含む) Leasing and other (offices, rental properties, hotels)	45,882	7,010	46,443	8,004	42,970	5,651	32,517	1,065	32,606	△ 2,462	18,100	△ 1,108
都市再開発事業 合計 Total	103,777	16,994	173,391	40,403	131,920	17,045	104,953	16,565	102,736	11,276	50,336	6,384

主な都市再開発プロジェクトの概要(個別) Summary of Major Development Projects

	所在地 Location	概要 Notes	敷地面積 Area(approx.)	延床面積 Floor Space (approx.)	当社持分 Our Stake
保有物件 Properties that Sekisui House hold					
グランフロント大阪 Grand Front Osaka	大阪市 Osaka	オフィスビル Office Building	約37,900㎡	約483,600㎡	5.1%
W OSAKA	大阪市 Osaka	ホテル Hotel	約2,800㎡	約35,900㎡	51.0%
ザ・リッツ・カールトン京都 The Ritz Carlton Kyoto	京都市 Kyoto	ホテル Hotel	約5,900㎡	約24,700㎡	51.0% (4Q末100%)
赤坂ガーデンシティ Akasaka Garden City	東京都 港区 Minato, Tokyo	オフィスビル Office Building	約6,900㎡	約48,100㎡	22.9% (4Q末0%)
ウェスティンホテル横浜 THE WESTIN YOKOHAMA	横浜市 Yokohama	ホテル Hotel	約9,600㎡	約65,900㎡	100.0%
開発中物件 Properties that Sekisui House developed					
(仮称)赤坂二丁目計画 (国際赤坂ビル建替事業) Akasaka 2-Chome Project	東京都 港区 Minato, Tokyo	オフィスビル Office Building	約6,000㎡	約74,100㎡	50.0%
(仮称)うめきた2期地区開発事業 Umekita 2nd Project	大阪市 Osaka	オフィス、マンション等 Office, Condos, etc	約91,150㎡	約556,450㎡	—
(仮称)安土町3丁目計画 Azuchimachi 3-Chome Project	大阪市 Osaka	オフィスビル Office Building	約1,400㎡	約19,000㎡	100.0%

売上高の状況（個別）
The State of Sales (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2019			Fiscal 2020			Fiscal 2021			Fiscal 2021 2Q			Fiscal 2022 2Q		
	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts
戸建住宅事業 Custom Detached Houses															
鉄骨戸建 Steel frame	5,612	6,806	247,377	4,204	5,122	193,489	4,147	4,801	208,829	1,861	2,233	96,990	2,238	2,477	116,233
シャワーウッド戸建 Wood frame	3,181	3,234	127,394	2,784	2,803	115,613	2,983	3,008	129,221	1,416	1,424	62,973	1,167	1,167	53,043
小計 Subtotal	8,793	10,040	374,771	6,988	7,925	309,103	7,130	7,809	338,050	3,277	3,657	159,964	3,405	3,644	169,277
賃貸住宅事業 Built-to-Order Rental Housing シャーマンズン Low-rise apartments	3,438	25,365	363,981	2,974	23,501	361,045	2,933	23,529	387,486	1,458	11,453	184,240	1,496	12,644	211,370
建築・土木事業 Architectural / Civil engineering	128	2,433	55,462	95	2,404	45,338	73	1,641	45,278	38	822	25,244	22	803	16,130
分譲住宅事業 Houses for Sale															
鉄骨戸建 Steel frame	1,260	1,811	47,904	1,076	1,121	39,600	1,218	1,289	50,458	587	599	22,519	755	785	28,838
シャワーウッド戸建 Wood frame	754	755	25,798	784	785	27,233	878	878	32,882	415	415	16,051	316	316	13,134
土地 Land	-	-	51,903	-	-	42,994	-	-	54,119	-	-	25,321	-	-	28,692
小計 Subtotal	2,014	2,566	125,606	1,860	1,906	109,828	2,096	2,167	137,459	1,002	1,014	63,892	1,071	1,101	70,665
分譲マンション事業 Condominiums															
分譲マンション建物 Condominiums	15	1,645	57,980	14	1,437	44,771	24	2,232	52,657	11	1,066	21,984	7	1,089	31,688
分譲マンション土地 Land	-	-	36,570	-	-	27,793	-	-	32,439	-	-	15,158	-	-	13,260
小計 Subtotal	15	1,645	94,550	14	1,437	72,564	24	2,232	85,096	11	1,066	37,143	7	1,089	44,948
都市再開発事業 Urban Redevelopment	-	-	94,196	-	-	69,255	-	-	63,022	-	-	30,797	-	-	26,309
その他 Other Businesses															
エクステリア Exteriors	-	-	70,815	-	-	63,603	-	-	68,068	-	-	33,549	-	-	35,521
その他 Other	-	-	23,532	-	-	24,564	-	-	25,900	-	-	12,784	-	-	13,508
小計 Subtotal	-	-	94,348	-	-	88,168	-	-	93,969	-	-	46,333	-	-	49,029
合計 Total	14,388	42,049	1,202,918	11,931	37,173	1,055,305	12,256	37,378	1,150,364	5,786	18,012	547,617	6,001	19,281	587,731

受注高の状況（個別）
The State of Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2019		Fiscal 2020		Fiscal 2021		Fiscal 2021 2Q		Fiscal 2022 2Q	
	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts
戸建住宅事業 Custom Detached Houses										
鉄骨戸建 Steel frame	4,724	216,859	3,998	185,375	4,556	217,605	2,181	101,991	2,170	110,965
シャワーウッド戸建 Wood frame	2,791	114,389	3,032	123,397	2,687	118,958	1,590	67,622	1,185	56,555
小計 Subtotal	7,515	331,249	7,030	308,773	7,243	336,563	3,771	169,614	3,355	167,521
賃貸住宅事業 Built-to-Order Rental Housing シャーマンズン Low-rise apartments	3,272	395,436	2,790	356,691	2,815	396,412	1,430	197,663	1,295	205,044
建築・土木事業 Architectural / Civil engineering	106	49,397	69	37,683	71	46,532	34	22,243	31	22,663
分譲住宅事業 Houses for Sale										
鉄骨戸建 Steel frame	1,206	44,057	1,147	42,156	1,409	54,711	703	26,800	688	27,750
シャワーウッド戸建 Wood frame	737	25,297	844	29,917	844	32,263	506	18,498	350	14,442
土地 Land	-	47,753	-	45,191	-	57,089	-	29,288	-	32,127
小計 Subtotal	1,943	117,108	1,991	117,265	2,253	144,063	1,209	74,588	1,038	74,319
分譲マンション事業 Condominiums										
分譲マンション建物 Condominiums	-	45,780	-	42,835	-	50,332	-	23,942	-	22,508
分譲マンション土地 Land	-	22,968	-	29,591	-	28,488	-	13,846	-	15,155
小計 Subtotal	-	68,748	-	72,427	-	78,821	-	37,789	-	37,663
都市再開発事業 Urban Redevelopment	-	124,482	-	62,970	-	58,942	-	45,517	-	36,089
その他 Other Businesses										
エクステリア Exteriors	-	74,232	-	61,049	-	72,930	-	36,814	-	36,759
その他 Other	-	23,702	-	23,595	-	25,911	-	12,729	-	13,878
小計 Subtotal	-	97,934	-	84,644	-	98,841	-	49,543	-	50,638
合計 Total	12,836	1,184,358	11,880	1,040,456	12,382	1,160,179	6,444	596,961	5,719	593,941

受注残高の状況(個別)

The State of Accumulated Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2019		Fiscal 2020		Fiscal 2021		Fiscal 2021 2Q		Fiscal 2022 2Q	
	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts
戸建住宅事業 Custom Detached Houses										
鉄骨戸建 Steel frame	2,857	120,483	2,651	112,369	3,060	121,146	2,971	117,370	2,992	115,878
シャワーウッド戸建 Wood frame	1,565	55,662	1,813	63,445	1,517	53,182	1,987	68,094	1,535	56,694
小計 Subtotal	4,422	176,145	4,464	175,815	4,577	174,329	4,958	185,465	4,527	172,573
賃貸住宅事業 Built-to-Order Rental Housing	3,407	378,585	3,223	374,232	3,105	383,157	3,195	387,655	2,904	376,831
シャーマン Low-rise apartments										
建築・土木事業 Architectural / Civil engineering	115	64,318	89	56,663	87	57,918	85	53,662	96	64,451
分譲住宅事業 Houses for Sale										
鉄骨戸建 Steel frame	536	16,746	607	19,302	798	23,555	723	23,583	731	22,467
シャワーウッド戸建 Wood frame	322	8,838	382	11,523	348	10,904	473	13,970	382	12,212
土地 Land	—	9,751	—	11,949	—	14,919	—	15,916	—	18,354
小計 Subtotal	858	35,337	989	42,774	1,146	49,378	1,196	53,469	1,113	53,033
分譲マンション事業 Condominiums										
分譲マンション建物 Condominiums	—	58,377	—	56,442	—	54,117	—	58,400	—	44,937
分譲マンション土地 Land	—	29,166	—	30,964	—	27,014	—	29,652	—	28,908
小計 Subtotal	—	87,544	—	87,406	—	81,131	—	88,052	—	73,845
都市再開発事業 Urban Redevelopment	—	30,285	—	24,000	—	19,920	—	38,720	—	29,700
その他 Other Businesses										
エクステリア Exteriors	—	50,697	—	48,143	—	53,005	—	51,408	—	54,243
その他 Other	—	2,134	—	1,164	—	1,174	—	1,109	—	1,545
小計 Subtotal	—	52,832	—	49,307	—	54,179	—	52,517	—	55,788
合計 Total	8,802	825,048	8,765	810,200	8,915	820,014	9,434	859,543	8,640	826,223

積水ハウス ノイエ 売上高/棟数 推移

Trend in Sales of "Sekisui House noie"

(単位:百万円/Millions of yen)

積水ハウス ノイエ※ 推移 Trend in Sales of "Sekisui House noie"	Fiscal 2019		Fiscal 2020		Fiscal 2021		Fiscal 2021 2Q		Fiscal 2022 2Q	
	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts
		528	16,224	474	14,821	538	14,689	257	7,156	339

※積和建設グループの請負事業を含めています。

* Including earnings from built-to-order business of Sekiwa Construction companies.

当社住宅の傾向

Trend in Housing Constructed by Sekisui House

(単位:千円/Thousands of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 2Q
請負住宅*						
Built-to-order detached Houses						
1棟当たり売上金額 Sales per detached house	38,074	38,753	39,935	41,388	42,656	45,423
1棟当たり面積 Floor area per detached house	137.94 m ²	138.03 m ²	137.68 m ²	135.91 m ²	135.04 m ²	137.56 m ²
3.3㎡当たり売上金額 Sales per 3.3m ² of detached house	912	928	958	1,006	1,044	1,091
分譲住宅(建売)建物部分*						
Built for sale houses without land						
1棟当たり売上金額 Sales per built for sale house	30,887	32,807	31,157	32,472	33,917	38,317
1棟当たり面積 Floor area per built for sale house	117.22 m ²	120.44 m ²	116.73 m ²	115.74 m ²	116.23 m ²	131.48 m ²
賃貸住宅						
Built-to-order low-rise apartments						
1棟当たり売上金額 Sales per building	93,959	100,194	102,415	117,962	126,566	136,766
1棟当たり面積 Floor area per building	418.35 m ²	432.28 m ²	427.67 m ²	470.83 m ²	485.52 m ²	505.41 m ²
3.3㎡当たり売上金額 Sales per 3.3m ² of rental housing	742	766	791	828	861	894
土地						
Land						
1区画当たり売上金額 Sales per land	18,821	17,558	18,357	18,284	19,841	20,945
1区画当たり面積 Area per land	209.06 m ²	205.96 m ²	205.84 m ²	199.34 m ²	199.30 m ²	203.50 m ²

※戸建住宅は、鉄骨・シャードの新築物件のみを対象。また、売建分譲による建物分については、ここでは請負戸建に含めています(RC、リフォームは含めず)。

※Detached houses consist of newly build houses with steel-frame and wood-frame. Built to Order houses on lands sold are also included in detached houses.(RC and remodeling excluded.)

契約(受注)顧客特性推移(個別)

Item-wise Ratios of House Buyers (Non-Consolidated)

	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021		Fiscal 2022	
	17.02-17.07	17.08-18.02	18.02-18.07	18.08-19.01	19.02-19.07	19.08-20.01	20.02-20.07	20.08-21.01	21.02-21.07	21.08-22.01	22.02-22.07	22.08-23.01
自己資金比率 Buyers own funds as against total amount	30.0%	31.1%	28.2%	31.2%	29.6%	27.4%	23.2%	25.4%	24.1%	27.7%	26.7%	
建替比率 Percentage of re-builders	28.4%	30.6%	27.8%	33.2%	28.4%	26.4%	22.0%	24.6%	21.5%	24.1%	22.9%	
二世帯住宅 Percentage of two-generation duplex	16.4%	17.5%	15.1%	16.1%	14.7%	13.2%	12.0%	11.5%	11.8%	13.3%	10.9%	
紹介比率(戸建のみ) Percentage of referral orders (Detached Houses)	18.2%	17.5%	17.1%	17.3%	15.8%	18.6%	19.6%	19.8%	25.4%	30.9%	38.5%	
紹介比率(集合住宅含む) Percentage of referral orders (Include Apartment)	36.1%	34.5%	35.1%	33.9%	33.2%	34.8%	34.8%	34.4%	36.3%	40.4%	46.3%	
展示場比率 Percentage of buyers who decided to buy on tour to display home	77.9%	79.5%	79.8%	79.9%	81.2%	77.3%	75.0%	74.8%	67.8%	58.9%	50.3%	
坪単価(千円) Unit price per 3.3m ² (Thousands of yen)	890	888	901	908	941	965	976	990	1,020	1,054	1,105	
給与所得者割合 Percentage of company employees	56.0%	54.7%	56.7%	53.3%	55.6%	54.3%	53.9%	53.6%	54.5%	50.3%	51.3%	

国際事業 業績推移

Changes in Business Results of the Overseas Business

(単位:億円/100 Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q	Fiscal 2022 (plan)
国際事業 Overseas Business								
売上高 Net sales	3,067	2,459	3,898	3,706	3,889	1,495	2,416	5,406
営業利益 Operating income	297	163	445	397	501	181	461	800
経常利益 Ordinary income	287	181	463	417	479	184	441	769
投資残高 Investment balance	7,829	8,298	7,490	6,789	8,117	7,416	10,465	
受注高 Orders	3,164	2,375	5,008	3,479	4,327	1,896	2,507	4,760
オーストラリア Australia								
売上高 Net sales	615	419	234	379	343	195	437	650
営業利益 Operating income	99	△ 19	△ 22	5	△ 39	1	56	102
経常利益 Ordinary income	100	△ 18	△ 23	5	△ 39	1	56	101
投資残高 Investment balance	1,576	1,363	1,403	1,491	1,645	1,547	1,673	
受注高 Orders	452	238	291	452	659	291	504	821
為替レート AUD/JPY Exchange rate	86.06	82.58	76.12	73.89	82.37	82.72	88.10	90.00
アメリカ USA								
売上高 Net sales	2,071	1,666	3,091	2,407	2,974	1,197	1,766	4,516
営業利益 Operating income	183	165	444	252	474	183	348	655
経常利益 Ordinary income	164	139	412	247	454	176	338	634
投資残高 Investment balance	4,003	4,790	4,445	4,284	5,813	4,946	8,330	
受注高 Orders	2,348	1,639	3,357	2,639	3,376	1,467	1,967	3,893
為替レート USD/JPY Exchange rate	112.39	110.57	109.37	106.67	109.84	107.74	123.16	129.00
中国 China								
売上高 Net sales	379	373	571	918	570	100	212	240
営業利益 Operating income	24	27	36	149	79	2	66	61
経常利益 Ordinary income	25	33	62	164	88	10	69	63
投資残高 Investment balance	1,929	1,656	1,168	522	215	525	90	
受注高 Orders	363	496	1,358	386	290	136	35	45
為替レート CNY/JPY Exchange rate	16.64	16.69	15.85	15.44	17.03	16.63	18.98	19.50
シンガポール ※持分法 Singapore ※Accounted for by the equity method								
経常利益 Ordinary income	7	38	66	17	5	2	3	5
投資残高 Investment balance	319	488	438	457	363	363	363	
為替レート SGD/JPY Exchange rate	81.44	81.94	80.18	77.56	81.83	80.87	90.14	93.00
イギリス ※持分法 UK ※Accounted for by the equity method								
経常利益 Ordinary income	—	—	△ 4	△ 8	△ 17	△ 1	△ 18	△ 17
投資残高 Investment balance	—	—	34	34	80	34	8	
為替レート GBP/JPY Exchange rate	—	—	139.57	137.41	150.96	149.21	159.21	161.00

国際事業 各国の進捗状況 Overseas Business / Current Status by Country

オーストラリア Australia

主要プロジェクト Main project	竣工時期 Completion time	総計画戸数/区画数 Total planned units/lots	累積販売数 Units/Lots for sale	累積契約数 Cumulative contracted
マンション事業 計7プロジェクト Condominiums (total 7 projects)		16,779 戸 Units	7,681 戸 Units	7,355 戸 Units
オーチャーズ (シドニー) The Orchards (Sydney)	2018.4Q-	1,300 戸 Units	508 戸 Units	344 戸 Units
ウェストビレッジ (ブリスベン) West Village (Brisbane)	2018.4Q-	1,350 戸 Units	634 戸 Units	630 戸 Units
サンクチュアリ (シドニー) Sanctuary (Sydney)	2020.4Q-	2,000 戸 Units	364 戸 Units	363 戸 Units
メルローズパーク (シドニー) Melrose Park (Sydney)	2020.4Q-	7,000 戸 Units	1,077 戸 Units	923 戸 Units
宅地開発事業 計2プロジェクト Housing land development (total 2 projects)		4,844 区画 Lots	2,655 区画 Lots	2,490 区画 Lots
グレッズウッドヒルズ (シドニー) Gledswood Hills (Sydney)	-	2,044 区画 Lots	1,685 区画 Lots	1,547 区画 Lots
エコ リプリー (ブリスベン) Ecco Ripley (Brisbane)	-	2,800 区画 Lots	970 区画 Lots	943 区画 Lots

アメリカ USA

主要地域 Main region	総計画区画数 Total planned lots	累積売上区画数 Cumulative sales
コミュニティ開発事業 計37プロジェクト Master-planned community business (total 37 projects)	70,183 区画 Lots	40,926 区画 Lots
中央部 Central	24,547 区画 Lots	17,775 区画 Lots
東部 East	27,399 区画 Lots	17,796 区画 Lots
北西部 North West	12,656 区画 Lots	4,856 区画 Lots
賃貸住宅開発事業 計47プロジェクト Multifamily business (Rental residence development) (total 47 projects)	完了プロジェクト Completed Projects	22 PJs

住宅販売事業 売上戸数 計2社 Homebuilding (Units sold by 2 companies)	Fiscal 2020	Fiscal 2021	Fiscal 2021 2Q	Fiscal 2022 2Q※
	2,400 戸 Units	2,729 戸 Units	1,303 戸 Units	1,415 戸 Units

※数値を訂正しました(2022年9月13日)

* The data has been corrected. (Sep 13, 2022.)

中国 China

主要プロジェクト Main project	竣工時期 Completion time	総計画戸数 Total planned units	累積販売数 Units for sale	累積契約数 Cumulative contracted
中国事業 計6プロジェクト Condominiums + town house (total 6 projects)		6,693 戸 Units	6,693 戸 Units	6,693 戸 Units
遼寧省瀋陽市和平区 Heping District Shenyang Liaoning	2015.09-	274 戸 Units	274 戸 Units	274 戸 Units
遼寧省瀋陽市渾南区 Hunnan District Shenyang Liaoning	2015.12-	767 戸 Units	767 戸 Units	767 戸 Units
江蘇省無錫市 Wuxi Jiangsu	2015.12-	744 戸 Units	744 戸 Units	744 戸 Units
江蘇省蘇州市 太倉Ⅱ Taicang Jiangsu	2020.4Q-	1,163 戸 Units	1,163 戸 Units	1,163 戸 Units

シンガポール(持分法) Singapore (Accounted for by the equity method)

主要プロジェクト Main project	竣工時期 Completion time	総計画戸数 Total planned units	累積販売数 Units for sale	累積契約数 Cumulative contracted
シンガポール事業 計9プロジェクト Total 9 projects		5,385 戸 Units	5,385 戸 Units	4,964 戸 Units
ウッズスクエア (ウッドランズ) Woods Square (Woodlands)	2020.1Q	466 戸 Units	466 戸 Units	154 戸 Units
シーサイドレジデンス (シガラップ) Seaside Residences (Siglap)	2020.3Q	841 戸 Units	841 戸 Units	841 戸 Units
ワン ホランド ビレッジ (ホランド) One Holland Village (Holland)	2023.4Q	296 戸 Units	296 戸 Units	187 戸 Units

株式分布状況表

The State of Share Distribution

	2022年度 第2四半期末(2022年7月31日) As of July 31, 2022			2021年度(2022年1月31日) As of January 31, 2022			2021年度 第2四半期末(2021年7月31日) As of July 31, 2021		
	株主数 Shareholders	株式数 Shares	株式比率 Percentage	株主数 Shareholders	株式数 Shares	株式比率 Percentage	株主数 Shareholders	株式数 Shares	株式比率 Percentage
政府及び公共団体 Government	0	0	0.00	0	0	0.00	0	0	0.00
金融機関 Financial institutions	157	264,115,593	38.57	166	275,672,064	40.26	168	284,626,464	41.57
銀行 Banks	39	29,184,510	4.26	42	29,982,281	4.38	40	31,187,981	4.56
信託銀行 Trust Banks	16	176,352,168	25.76	19	186,368,168	27.22	23	190,685,168	27.85
生命保険会社 Life insurance companies	26	29,469,285	4.30	26	31,733,885	4.63	24	33,027,385	4.82
損害保険会社 Nonlife insurance companies	4	9,893,606	1.44	5	10,186,506	1.49	5	10,186,506	1.49
その他金融機関 Other financial institutions	72	19,216,024	2.81	74	17,401,224	2.54	76	19,539,424	2.85
金融商品取引業者 Securities companies	40	51,874,617	7.58	49	47,198,343	6.90	41	46,256,562	6.76
外国人 Foreigners	980	214,688,718	31.36	989	211,541,771	30.90	968	200,891,145	29.34
法人 Companies	893	214,630,639	31.35	908	211,477,894	30.90	900	200,837,766	29.33
個人 Individuals	87	58,079	0.01	81	63,877	0.01	68	53,379	0.01
その他法人 Other companies	1,004	47,203,392	6.89	1,035	47,674,905	6.96	972	56,349,432	8.23
個人・その他 Individuals and others	92,840	89,009,449	13.00	88,471	92,855,507	13.56	80,282	87,358,853	12.76
自己名義株式 Treasury stock	1	17,791,697	2.60	1	9,740,876	1.42	1	9,201,010	1.34
合 計 Total	95,022	684,683,466	100.00	90,711	684,683,466	100.00	82,432	684,683,466	100.00

議決権を有する株主	Total number of shareholders with voting rights	77,104 名 Shareholders	(1人当たり平均所有株数)Average number of shares per shareholder
総議決権数	Total number of voting rights	6,656,475 個 Rights	2022年度 第2四半期末 (July 31, 2022) 7,206 株 Shares
期中平均株式数(個別)	Average total number of shares issued during the term(non-consolidated)	671,324,893 株 Shares ※	2021年度 期末 (Jan.31, 2022) 7,548 株 Shares
期中平均株式数(連結)	Average total number of shares issued during the term(consolidated)	671,152,160 株 Shares ※	2021年度 第2四半期末 (July 31, 2021) 8,306 株 Shares
期末発行済株式数(個別)	Total number of shares issued (non-consolidated)	666,891,769 株 Shares ※	2022年度 第2四半期累計期間に行った自己株式の取得 (Acquisition of treasury stock during the term) 8,175,321 株 Shares (取得総額 18,950 百万円) (Total of 18,950 million yen)
期末発行済株式数(連結)	Total number of shares issued (consolidated)	666,719,016 株 Shares ※	
	※自己株式数を除く Excluding treasury stock		