

# Financial Factbook

## *Profile of Sekisui House, Ltd.*

***Second Quarter of Fiscal 2021***  
***- February 1, 2021 to July 31, 2021 -***

# 目次 / Contents

	Page
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.	1
<b>連結 / Consolidated</b>	
業績推移(連結損益計算書) Changes in Business Results (Consolidated Statements of income)	2
連結経営指標推移 Consolidated Financial Analysis	3-4
セグメントの状況(連結) Segment Breakdown (Consolidated)	5-7
連結貸借対照表 Consolidated Balance Sheets	8-9
従業員数(連結)・設備投資額・投資計画進捗状況・減価償却実施額 Number of Employees(Consolidated) , Capital Expenditure , Status of Investment Plan , Depreciation Expense	10
会社別の概要・営業拠点数 Summary of Subsidiaries and Affiliates, Number of Sales Offices	11
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	12
<b>個別事業の状況 / Non-Consolidated</b>	
リフォーム事業売上高内訳・積水ハウス不動産借り上げ入居率・管理室数・マンション完成在庫の状況(個別)・都市再開発事業売上高/利益内訳(連結)・主な都市再開発プロジェクトの概要(個別) Remodeling Business - Sales Breakdown , Trend in Sekisui House Real Estate Block Leasing Operation , Number of completed condominiums units (Non-consolidated) ,Urban Redevelopment Business - Breakdown of sales and profits (Consolidated), Summary of Major Development Projects	13
売上高の状況(個別)・受注高の状況(個別) The State of Sales (Non-consolidated) and The State of Orders (Non-consolidated)	14
受注残高の状況(個別)・積水ハウスノイエ売上高/棟数推移 Accumulated Orders (Non-consolidated) and Trend in Sales of "Sekisui House noie"	15
当社住宅の傾向・契約(受注)顧客特性推移(個別) Trend in Housing Constructed by Sekisui House and Item-wise Ratios of House Buyers (Non-Consolidated)	16
国際事業(業績推移・各国の進捗状況) Overseas Business (Changes in Business Results and Current Status by Country)	17-18
<b>参考 / Reference</b>	
株式分布状況表 The State of Share Distribution	19

※ 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)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	*2021 (forecast)
持家 Owner-occupied houses	304,822	316,532	352,841	278,221	284,441	291,783	282,111	287,710	283,338	263,097	270,000
分譲住宅 Built for sale houses	239,086	249,660	259,148	236,042	246,586	249,286	248,495	267,175	259,732	239,141	245,000
マンション Condominiums	120,092	124,027	123,818	110,215	118,432	112,354	108,278	119,683	111,615	108,188	
戸建 Detached houses	117,979	124,536	133,906	124,221	126,235	134,700	137,849	144,905	146,154	129,351	
貸家 Rented houses	289,762	320,891	369,993	358,340	383,678	427,275	410,355	390,093	334,509	303,018	298,000
給与住宅 Corporate houses	7,576	5,919	5,272	7,867	5,832	5,793	5,435	7,958	6,108	6,908	6,000
合計 Total	841,246	893,002	987,254	880,470	920,537	974,137	946,396	952,936	883,687	812,164	820,000

\*予想については、住団連の「令和3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 2021" of the Japan Federation of Housing Organizations.

暦年ベース / Calendar year

(単位:戸 / Units)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	*2021 (forecast)
持家 Owner-occupied houses	305,626	311,589	354,772	285,270	283,366	292,287	284,283	283,235	288,738	261,088	270,000
分譲住宅 Built for sale houses	234,571	246,810	263,931	237,428	241,201	250,532	255,191	255,263	267,696	240,268	245,000
マンション Condominiums	116,755	123,203	127,599	110,475	115,652	114,570	114,830	110,510	117,803	107,884	
戸建 Detached houses	116,798	122,590	134,888	125,421	123,624	133,739	138,189	142,393	147,522	130,753	
貸家 Rented houses	285,832	318,521	356,263	362,191	378,718	418,543	419,397	396,404	342,289	306,753	298,000
給与住宅 Corporate houses	8,088	5,877	5,059	7,372	6,014	5,875	5,770	7,468	6,400	7,231	6,000
合計 Total	834,117	882,797	980,025	892,261	909,299	967,237	964,641	942,370	905,123	815,340	820,000

当 社 Sekisui House, Ltd. (Feb.-Jan.)

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	*2021 (forecast)
戸建住宅（請負） Custom detached houses	14,712	13,945	15,049	13,104	11,248	11,105	10,617	9,822	10,663	8,411	8,630
分譲住宅 Built for sale houses	2,479	2,246	2,368	2,162	2,364	2,071	2,677	2,336	2,589	1,958	2,270
賃貸住宅 Rental housing	27,177	27,869	30,414	34,709	32,631	35,156	32,937	30,078	27,981	26,033	25,100
マンション（分譲） Condominiums	932	1,038	1,921	1,250	2,002	1,231	1,184	1,499	2,081	1,510	2,280
合計 Total	45,300	45,098	49,752	51,225	48,245	49,563	47,415	43,735	43,314	37,912	38,280
当社シェア Sekisui's market share in Japan	5.4%	5.1%	5.1%	5.7%	5.3%	5.1%	4.9%	4.6%	4.8%	4.6%	4.7%
累積建築戸数 Total number of houses built	2,090,339	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	

\*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

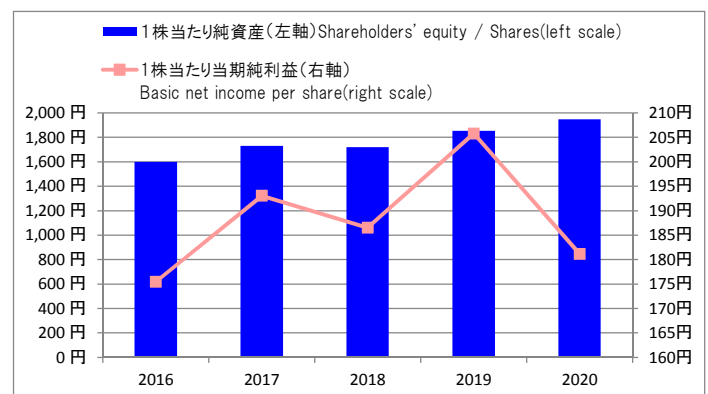
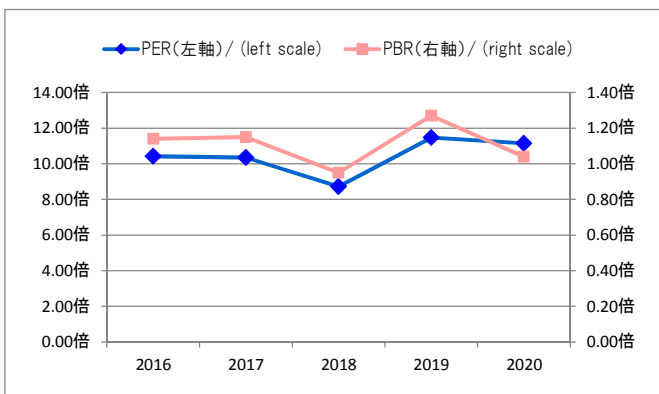
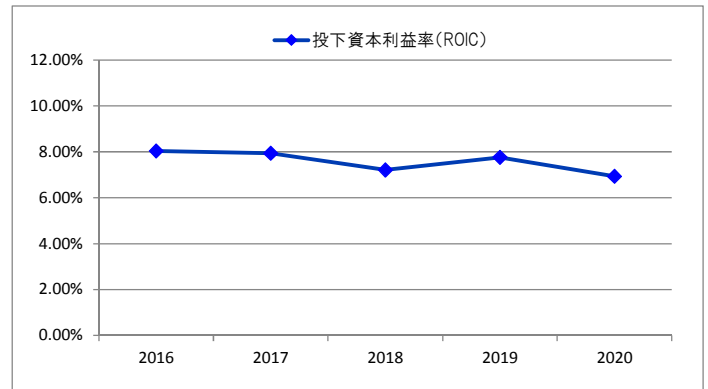
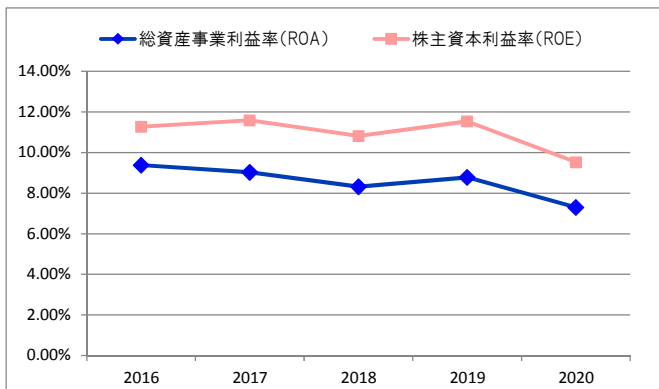
Consolidated Statements of Income

(単位:百万円/Millions of yen)

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
売上高 Net sales	2,026,931	2,159,363	2,160,316	2,415,186	2,446,904	1,167,986	1,223,605	2,553,000
売上総利益(率) Gross profit (rate)	418,297 (20.6%)	445,082 (20.6%)	444,596 (20.6%)	478,036 (19.8%)	473,511 (19.4%)	230,450 (19.7%)	252,709 (20.7%)	517,000 (20.3%)
販売費及び一般管理費 Selling, general and administrative expenses	234,132	249,541	255,373	272,780	286,992	137,805	143,016	297,000
営業利益(率) Operating income (rate)	184,164 (9.1%)	195,540 (9.1%)	189,223 (8.8%)	205,256 (8.5%)	186,519 (7.6%)	92,644 (7.9%)	109,693 (9.0%)	220,000 (8.6%)
受取利息・配当金 Interest income and dividends income	3,556	4,037	4,027	5,788	4,939	2,704	2,337	
持分法による投資利益 Equity in earnings of affiliates	10,022	8,183	7,750	10,483	619	916	—	
営業外収益合計 Total non-operating income	16,350	16,068	15,046	20,601	8,867	5,173	5,083	7,000
支払利息 Interest expenses	2,326	3,733	4,722	4,915	2,769	1,424	1,459	
持分法による投資損失 Equity in losses of affiliates	—	—	—	—	—	—	103	
営業外費用合計 Total non-operating expenses	9,526	7,929	9,078	11,952	10,688	7,146	3,405	9,000
経常利益(率) Ordinary income (rate)	190,989 (9.4%)	203,678 (9.4%)	195,190 (9.0%)	213,905 (8.9%)	184,697 (7.5%)	90,671 (7.8%)	111,370 (9.1%)	218,000 (8.5%)
特別利益 Extraordinary income	—	10,478	3,275	12,956	3,594	—	757	
特別損失 Extraordinary loss	5,690	18,168	11,074	15,479	2,798	1,460	912	
税金等調整前四半期(当期)純利益 Profit before income taxes	185,299	195,988	187,392	211,383	185,494	89,210	111,216	222,000
法人税等 Income taxes	58,402	56,796	57,774	62,853	56,070	26,347	33,584	67,500
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)	121,853 (6.0%)	133,224 (6.2%)	128,582 (6.0%)	141,256 (5.8%)	123,542 (5.0%)	59,442 (5.1%)	72,552 (5.9%)	148,000 (5.8%)

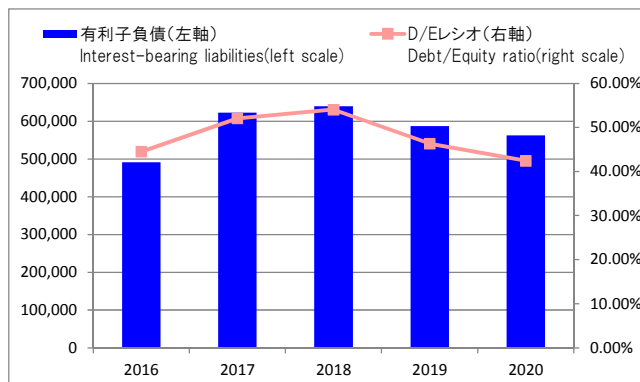
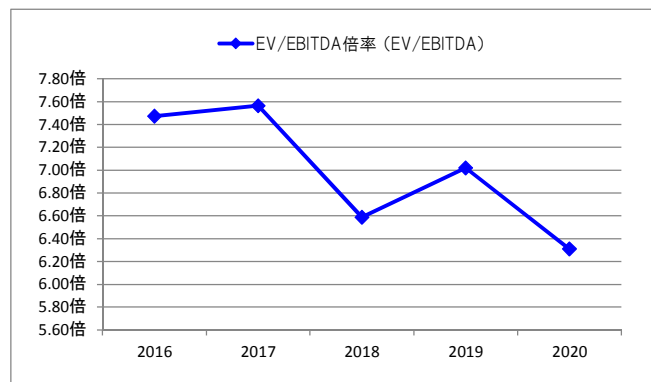
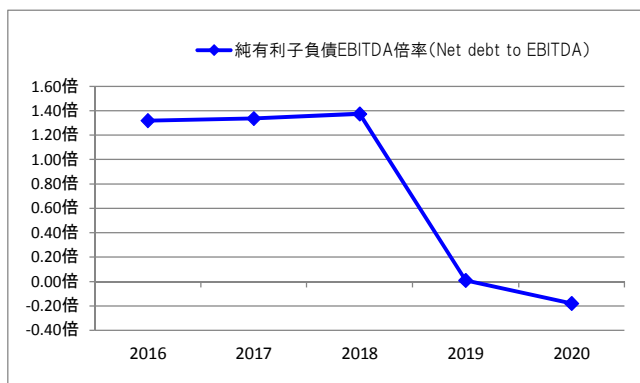
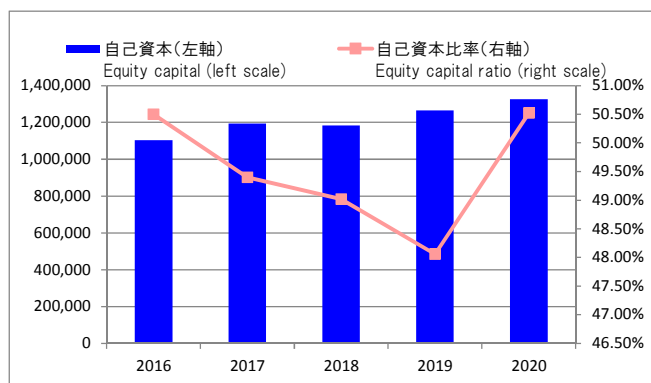
## 連結経営指標推移 Consolidated Financial Analysis

指標	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>株主資本利益率(ROE)</b> Net income / Shareholders' equity	11.28%	11.59%	10.82%	11.54%	9.53%	9.35%	10.64%	10.7%
<b>総資産事業利益率(ROA)</b> (Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets	9.38%	9.03%	8.32%	8.78%	7.30%	7.37%	8.39%	8.3%
<b>投下資本利益率(ROIC)</b> ROIC = 税引後営業利益 / (自己資本+有利子負債) ROIC = NOPAT / (Equity capital + Interest-bearing debt)	8.04%	7.94%	7.21%	7.76%	6.93%	6.94%	7.91%	7.8%
<b>総資産回転率</b> Sales / Total assets (times)	0.96 回	0.94 回	0.89 回	0.96 回	0.93 回	0.89 回	0.92 回	0.95 回
<b>1株当たり四半期(当期)純利益(円)</b> Earnings per share (EPS)	175.48円	193.06円	186.53円	205.79円	181.18円	87.10円	106.90円	218.65円
<b>1株当たり配当金(円)</b> Dividend per share	64.00円	77.00円	79.00円	81.00円	84.00円	45.00円	43.00円	88.00円
<b>配当性向(%)</b> Dividend payout ratio	36.47%	39.88%	42.35%	39.36%	46.36%	51.66%	40.22%	40.2%
<b>1株当たり純資産(円)</b> Book value per share (BPS)	1,598.90円	1,731.60円	1,718.82円	1,852.62円	1,948.12円	1,872.63円	2,073.57円	2,120.63円
<b>株価収益率(PER)</b> Stock price at the end of year / Net income per share (times)	10.42倍	10.35倍	8.72倍	11.47倍	11.14倍	11.01倍	10.11倍	
<b>株価純資産倍率(PBR)</b> Stock price at the end of year / Shareholders' Equity per share (times)	1.14倍	1.15倍	0.95倍	1.27倍	1.04倍	1.02倍	1.04倍	



## 連結経営指標推移 Consolidated Financial Analysis

指標	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q
<b>総資産(百万円)</b> Total assets ( ¥ Million)	2,184,895	2,419,012	2,413,035	2,634,748	2,625,861	2,587,263	2,710,718
<b>自己資本(百万円)</b> Equity capital ( ¥ Million) <small>※Equity capital shows the amount of the net assets excluding non-controlling interests and stock subscription rights.</small>	1,103,359	1,194,975	1,182,808	1,266,195	1,326,535	1,277,068	1,400,301
<b>自己資本比率</b> Equity capital ratio	50.50%	49.40%	49.02%	48.06%	50.52%	49.36%	51.66%
<b>有利子負債(百万円)</b> Interest-bearing debt ( ¥ Million)	491,017	622,084	639,510	586,891	562,966	578,862	567,312
<b>D/レシオ(%)=有利子負債/自己資本</b> Debt/Equity ratio(%)	44.50%	52.06%	54.07%	46.35%	42.44%	45.33%	40.51%
<b>純有利子負債EBITDA倍率</b> 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>	1.32倍	1.34倍	1.37倍	0.01倍	△0.18倍	0.16倍	△0.10倍
<b>EV/EBITDA倍率</b> EV/EBITDA (times) <small>EV=時価総額+純有利子負債 EV=Market capitalization + Net debt</small>	7.47倍	7.57倍	6.59倍	7.02倍	6.31倍	6.37倍	5.87倍
<b>営業活動によるキャッシュ・フロー(百万円)</b> Net cash provided by (used in) operating activities ( ¥ Million)	115,820	165,355	125,088	363,766	191,972	39,798	75,417
<b>投資活動によるキャッシュ・フロー(百万円)</b> Net cash provided by (used in) investing activities ( ¥ Million)	△ 107,397	△ 76,150	△ 70,184	△ 65,229	△ 95,504	△ 40,871	△ 39,888
<b>財務活動によるキャッシュ・フロー(百万円)</b> Net cash provided by (used in) financing activities ( ¥ Million)	5,511	30,154	△ 31,030	△ 148,160	△ 77,614	△ 33,250	△ 58,884



## 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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	383,129	371,171	357,944	390,995	323,332	157,560	167,118	344,000
賃貸住宅事業 Rental housing	440,312	442,845	416,062	360,026	358,745	176,322	183,069	382,000
建築・土木事業 Architectural / Civil engineering	—	—	—	120,986	302,837	160,110	137,051	269,000
<b>小計 Subtotal</b>	<b>823,442</b>	<b>814,017</b>	<b>774,006</b>	<b>872,008</b>	<b>984,915</b>	<b>493,993</b>	<b>487,239</b>	<b>995,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	133,498	136,843	141,416	152,729	141,090	68,978	79,764	162,000
不動産フィー事業 Real estate management fees	469,132	489,891	514,035	534,876	557,632	277,058	291,433	584,000
<b>小計 Subtotal</b>	<b>602,631</b>	<b>626,735</b>	<b>655,452</b>	<b>687,606</b>	<b>698,722</b>	<b>346,036</b>	<b>371,197</b>	<b>746,000</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	142,014	155,481	148,880	151,268	139,151	62,771	86,173	172,000
マンション事業 Condominiums	66,125	77,497	89,581	103,984	77,091	41,796	40,252	91,000
都市再開発事業 Urban redevelopment	130,491	103,777	173,391	131,920	104,953	46,558	51,835	103,000
<b>小計 Subtotal</b>	<b>338,631</b>	<b>336,756</b>	<b>411,853</b>	<b>387,173</b>	<b>321,195</b>	<b>151,126</b>	<b>178,262</b>	<b>366,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>182,127</b>	<b>306,716</b>	<b>245,953</b>	<b>389,866</b>	<b>370,686</b>	<b>140,523</b>	<b>149,507</b>	<b>372,300</b>
<b>その他事業 Other Businesses</b>	<b>80,099</b>	<b>75,137</b>	<b>73,050</b>	<b>78,531</b>	<b>71,384</b>	<b>36,306</b>	<b>37,399</b>	<b>73,700</b>
<b>合計 Total</b>	<b>2,026,931</b>	<b>2,159,363</b>	<b>2,160,316</b>	<b>2,415,186</b>	<b>2,446,904</b>	<b>1,167,986</b>	<b>1,223,605</b>	<b>2,553,000</b>

### 受注高 / Orders

(単位:百万円 / Millions of yen)

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	382,062	362,672	386,792	346,293	322,328	155,304	179,243	362,000
賃貸住宅事業 Rental housing	461,722	463,200	424,709	391,991	354,929	178,667	192,726	392,000
建築・土木事業 Architectural / Civil engineering	—	—	—	96,992	278,682	136,302	157,738	286,000
<b>小計 Subtotal</b>	<b>843,784</b>	<b>825,873</b>	<b>811,501</b>	<b>835,277</b>	<b>955,941</b>	<b>470,274</b>	<b>529,707</b>	<b>1,040,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	134,564	137,835	148,417	149,716	141,698	66,593	81,123	162,000
不動産フィー事業 Real estate management fees	469,132	489,891	514,035	534,876	557,632	277,058	291,433	584,000
<b>小計 Subtotal</b>	<b>603,697</b>	<b>627,726</b>	<b>662,453</b>	<b>684,593</b>	<b>699,330</b>	<b>343,651</b>	<b>372,557</b>	<b>746,000</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	151,887	153,674	156,208	143,300	145,343	67,223	102,447	189,000
マンション事業 Condominiums	86,474	112,532	85,904	73,692	80,979	28,236	40,903	87,000
都市再開発事業 Urban redevelopment	130,491	132,532	146,525	160,645	103,241	33,686	66,573	89,000
<b>小計 Subtotal</b>	<b>368,853</b>	<b>398,739</b>	<b>388,637</b>	<b>377,638</b>	<b>329,564</b>	<b>129,145</b>	<b>209,925</b>	<b>365,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>158,850</b>	<b>316,441</b>	<b>237,535</b>	<b>500,886</b>	<b>347,983</b>	<b>160,488</b>	<b>189,645</b>	<b>359,700</b>
<b>その他事業 Other Businesses</b>	<b>76,841</b>	<b>75,369</b>	<b>77,429</b>	<b>81,670</b>	<b>69,057</b>	<b>31,865</b>	<b>40,348</b>	<b>74,000</b>
<b>合計 Total</b>	<b>2,052,026</b>	<b>2,244,150</b>	<b>2,177,557</b>	<b>2,480,066</b>	<b>2,401,877</b>	<b>1,135,426</b>	<b>1,342,184</b>	<b>2,584,700</b>

### 受注残高 / Accumulated Orders

(単位:百万円 / Millions of yen)

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	208,655	200,156	229,004	184,302	183,298	182,045	195,423	201,298
賃貸住宅事業 Rental housing	378,401	398,755	407,403	376,538	372,723	378,884	382,379	382,723
建築・土木事業 Architectural / Civil engineering	—	—	—	386,561	362,407	362,754	383,093	379,407
<b>小計 Subtotal</b>	<b>587,056</b>	<b>598,912</b>	<b>636,407</b>	<b>947,402</b>	<b>918,428</b>	<b>923,684</b>	<b>960,897</b>	<b>963,428</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	22,996	23,988	30,989	27,976	28,584	25,591	29,943	28,584
不動産フィー事業 Real estate management fees	—	—	—	—	—	—	—	—
<b>小計 Subtotal</b>	<b>22,996</b>	<b>23,988</b>	<b>30,989</b>	<b>27,976</b>	<b>28,584</b>	<b>25,591</b>	<b>29,943</b>	<b>28,584</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	43,959	42,153	49,481	41,513	47,705	45,965	63,979	64,705
マンション事業 Condominiums	86,697	121,732	118,054	87,762	91,651	74,202	92,302	87,651
都市再開発事業 Urban redevelopment	—	28,755	1,888	30,613	28,901	17,741	43,639	14,900
<b>小計 Subtotal</b>	<b>130,657</b>	<b>192,640</b>	<b>169,424</b>	<b>159,889</b>	<b>168,259</b>	<b>137,908</b>	<b>199,922</b>	<b>167,259</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>109,996</b>	<b>119,721</b>	<b>111,303</b>	<b>222,324</b>	<b>199,620</b>	<b>242,289</b>	<b>239,759</b>	<b>187,020</b>
<b>その他事業 Other Businesses</b>	<b>43,106</b>	<b>43,337</b>	<b>47,716</b>	<b>50,854</b>	<b>48,527</b>	<b>46,414</b>	<b>51,476</b>	<b>48,827</b>
<b>合計 Total</b>	<b>893,813</b>	<b>978,601</b>	<b>995,842</b>	<b>1,408,448</b>	<b>1,363,421</b>	<b>1,375,887</b>	<b>1,481,999</b>	<b>1,395,121</b>

※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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	49,514	48,043	42,255	45,942	32,231	14,904	20,338	41,000
賃貸住宅事業 Rental housing	60,832	60,883	50,376	49,710	47,052	21,814	25,846	55,000
建築・土木事業 Architectural / Civil engineering	—	—	—	3,730	16,051	11,668	11,750	13,000
<b>小計 Subtotal</b>	<b>110,347</b>	<b>108,926</b>	<b>92,632</b>	<b>99,383</b>	<b>95,335</b>	<b>48,388</b>	<b>57,935</b>	<b>109,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	17,544	19,760	21,109	23,535	20,479	9,789	13,250	27,000
不動産フィー事業 Real estate management fees	31,278	33,133	39,407	41,054	43,869	22,729	26,567	51,500
<b>小計 Subtotal</b>	<b>48,823</b>	<b>52,893</b>	<b>60,516</b>	<b>64,589</b>	<b>64,348</b>	<b>32,518</b>	<b>39,818</b>	<b>78,500</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	8,822	13,460	11,088	12,259	7,586	3,620	6,838	12,500
マンション事業 Condominiums	2,248	9,229	6,478	10,134	8,817	6,050	5,966	12,500
都市再開発事業 Urban redevelopment	23,414	16,994	40,403	17,045	16,565	9,556	3,655	11,000
<b>小計 Subtotal</b>	<b>34,485</b>	<b>39,684</b>	<b>57,970</b>	<b>39,439</b>	<b>32,969</b>	<b>19,226</b>	<b>16,460</b>	<b>36,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	25,172	29,761	16,340	44,551	39,708	15,616	18,147	42,500
<b>その他事業 Other Businesses</b>	726	1,234	△ 44	△ 273	△ 2,480	△ 1,417	△ 580	△ 600
<b>消去又は全社 Eliminations and back office</b>	△ 35,390	△ 36,960	△ 38,192	△ 42,434	△ 43,363	△ 21,687	△ 22,086	△ 45,400
<b>合計 Total</b>	<b>184,164</b>	<b>195,540</b>	<b>189,223</b>	<b>205,256</b>	<b>186,519</b>	<b>92,644</b>	<b>109,693</b>	<b>220,000</b>

### 売上総利益率 / Gross Margin

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	26.2%	26.2%	25.4%	25.4%	25.6%	25.0%	26.7%	26.7%
賃貸住宅事業 Rental housing	24.5%	24.4%	23.3%	25.0%	24.6%	24.0%	25.8%	25.8%
建築・土木事業 Architectural / Civil engineering	—	—	—	9.7%	11.1%	12.5%	14.7%	11.5%
<b>小計 Subtotal</b>	<b>25.3%</b>	<b>25.2%</b>	<b>24.2%</b>	<b>23.0%</b>	<b>20.8%</b>	<b>20.6%</b>	<b>23.0%</b>	<b>22.3%</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	25.6%	26.8%	27.1%	27.5%	27.7%	27.5%	28.5%	28.4%
不動産フィー事業 Real estate management fees	14.4%	14.6%	15.5%	15.5%	15.9%	16.2%	17.2%	17.0%
<b>小計 Subtotal</b>	<b>16.9%</b>	<b>17.3%</b>	<b>18.0%</b>	<b>18.2%</b>	<b>18.3%</b>	<b>18.5%</b>	<b>19.6%</b>	<b>19.5%</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	16.3%	18.8%	18.0%	18.6%	17.4%	18.1%	19.2%	18.6%
マンション事業 Condominiums	12.1%	19.0%	13.8%	16.5%	19.6%	20.8%	22.3%	22.5%
都市再開発事業 Urban redevelopment	19.8%	19.1%	25.2%	14.9%	18.9%	24.5%	10.6%	13.6%
<b>小計 Subtotal</b>	<b>16.8%</b>	<b>18.9%</b>	<b>20.1%</b>	<b>16.8%</b>	<b>18.4%</b>	<b>20.8%</b>	<b>17.4%</b>	<b>18.2%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	23.7%	19.5%	19.9%	20.4%	20.9%	22.1%	22.8%	21.0%
<b>その他事業 Other Businesses</b>	14.0%	15.2%	14.1%	13.4%	10.8%	10.4%	11.9%	13.0%
<b>合計 Total</b>	<b>20.6%</b>	<b>20.6%</b>	<b>20.6%</b>	<b>19.8%</b>	<b>19.4%</b>	<b>19.7%</b>	<b>20.7%</b>	<b>20.3%</b>

### 営業利益率 / Operating Profit Margin

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	12.9%	12.9%	11.8%	11.8%	10.0%	9.5%	12.2%	11.9%
賃貸住宅事業 Rental housing	13.8%	13.7%	12.1%	13.8%	13.1%	12.4%	14.1%	14.4%
建築・土木事業 Architectural / Civil engineering	—	—	—	3.1%	5.3%	7.3%	8.6%	4.8%
<b>小計 Subtotal</b>	<b>13.4%</b>	<b>13.4%</b>	<b>12.0%</b>	<b>11.4%</b>	<b>9.7%</b>	<b>9.8%</b>	<b>11.9%</b>	<b>11.0%</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	13.1%	14.4%	14.9%	15.4%	14.5%	14.2%	16.6%	16.7%
不動産フィー事業 Real estate management fees	6.7%	6.8%	7.7%	7.7%	7.9%	8.2%	9.1%	8.8%
<b>小計 Subtotal</b>	<b>8.1%</b>	<b>8.4%</b>	<b>9.2%</b>	<b>9.4%</b>	<b>9.2%</b>	<b>9.4%</b>	<b>10.7%</b>	<b>10.5%</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	6.2%	8.7%	7.4%	8.1%	5.5%	5.8%	7.9%	7.3%
マンション事業 Condominiums	3.4%	11.9%	7.2%	9.7%	11.4%	14.5%	14.8%	13.7%
都市再開発事業 Urban redevelopment	17.9%	16.4%	23.3%	12.9%	15.8%	20.5%	7.1%	10.7%
<b>小計 Subtotal</b>	<b>10.2%</b>	<b>11.8%</b>	<b>14.1%</b>	<b>10.2%</b>	<b>10.3%</b>	<b>12.7%</b>	<b>9.2%</b>	<b>9.8%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	13.8%	9.7%	6.6%	11.4%	10.7%	11.1%	12.1%	11.4%
<b>その他事業 Other Businesses</b>	0.9%	1.6%	△ 0.1%	△ 0.3%	△ 3.5%	△ 3.9%	△ 1.6%	△ 0.8%
<b>合計 Total</b>	<b>9.1%</b>	<b>9.1%</b>	<b>8.8%</b>	<b>8.5%</b>	<b>7.6%</b>	<b>7.9%</b>	<b>9.0%</b>	<b>8.6%</b>

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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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	59,798	55,616	57,414	58,049	53,521	53,969
賃貸住宅事業 Rental housing	48,616	46,371	47,309	39,773	42,719	40,792
建築・土木事業 Architectural / Civil engineering	—	—	—	218,571	226,536	247,678
<b>小計 Subtotal</b>	<b>108,414</b>	<b>101,988</b>	<b>104,724</b>	<b>316,394</b>	<b>322,778</b>	<b>342,440</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	14,720	15,517	16,847	17,948	16,992	18,780
不動産フィー事業 Real estate management fees	100,125	112,272	138,015	125,341	129,178	119,793
<b>小計 Subtotal</b>	<b>114,846</b>	<b>127,790</b>	<b>154,863</b>	<b>143,290</b>	<b>146,171</b>	<b>138,573</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	144,109	142,903	141,446	133,647	140,667	157,553
マンション事業 Condominiums	158,890	176,859	173,102	143,006	153,256	174,633
都市再開発事業 Urban redevelopment	590,984	582,974	539,327	518,532	542,621	552,941
<b>小計 Subtotal</b>	<b>893,984</b>	<b>902,738</b>	<b>853,876</b>	<b>795,185</b>	<b>836,545</b>	<b>885,128</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>825,507</b>	<b>929,306</b>	<b>943,695</b>	<b>990,247</b>	<b>923,676</b>	<b>989,445</b>
<b>その他事業 Other Businesses</b>	<b>18,015</b>	<b>15,084</b>	<b>15,172</b>	<b>15,320</b>	<b>13,121</b>	<b>13,250</b>
<b>事務管理部門 Back Office</b>	<b>224,126</b>	<b>342,104</b>	<b>340,703</b>	<b>374,309</b>	<b>383,568</b>	<b>341,879</b>
<b>合計 Total</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>	<b>2,625,861</b>	<b>2,710,718</b>

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

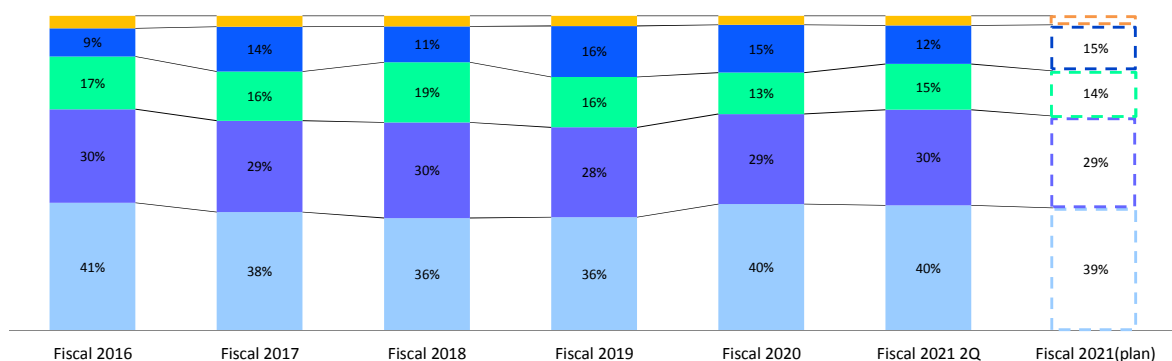
	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	82.8%	86.4%	73.6%	79.1%	60.2%	75.4%
賃貸住宅事業 Rental housing	125.1%	131.3%	106.5%	125.0%	110.1%	126.7%
建築・土木事業 Architectural / Civil engineering	—	—	—	1.7%	7.1%	9.0%
<b>小計 Subtotal</b>	<b>101.8%</b>	<b>106.8%</b>	<b>88.5%</b>	<b>31.4%</b>	<b>29.5%</b>	<b>33.8%</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	119.2%	127.3%	125.3%	131.1%	120.5%	141.1%
不動産フィー事業 Real estate management fees	31.2%	29.5%	28.6%	32.8%	34.0%	44.4%
<b>小計 Subtotal</b>	<b>42.5%</b>	<b>41.4%</b>	<b>39.1%</b>	<b>45.1%</b>	<b>44.0%</b>	<b>57.5%</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	6.1%	9.4%	7.8%	9.2%	5.4%	8.7%
マンション事業 Condominiums	1.4%	5.2%	3.7%	7.1%	5.8%	6.8%
都市再開発事業 Urban redevelopment	4.0%	2.9%	7.5%	3.3%	3.1%	1.3%
<b>小計 Subtotal</b>	<b>3.9%</b>	<b>4.4%</b>	<b>6.8%</b>	<b>5.0%</b>	<b>3.9%</b>	<b>3.7%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>3.0%</b>	<b>3.2%</b>	<b>1.7%</b>	<b>4.5%</b>	<b>4.3%</b>	<b>3.7%</b>
<b>その他事業 Other Businesses</b>	<b>4.0%</b>	<b>8.2%</b>	<b>△ 0.3%</b>	<b>△ 1.8%</b>	<b>△ 18.9%</b>	<b>△ 8.8%</b>

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### 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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>流動資産</b> Current assets						
現金預金 Cash and deposits	212,808	325,834	343,358	584,635	600,284	593,227
受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts	49,031	45,877	42,503	133,978	144,253	119,158
有価証券 Short-term investment securities	1,399	589	-	-	-	-
棚卸資産 Inventories	997,745	1,095,161	1,100,188	1,005,203	947,747	1,063,514
未成工事支出金 Costs on uncompleted construction contracts	10,150	9,414	12,168	17,934	16,451	15,568
分譲建物 Buildings for sale	321,682	369,124	393,538	342,594	341,721	422,292
分譲土地・未成分譲土地 Land for sale in lots and undeveloped land	658,701	708,994	685,934	636,352	582,240	617,041
その他流動資産 Other	95,217	106,477	84,706	93,374	89,500	92,249
貸倒引当金 Allowance for doubtful accounts	△ 1,172	△ 1,270	△ 1,440	△ 1,186	△ 1,073	△ 1,094
<b>流動資産合計</b> Total current assets	<b>1,355,029</b>	<b>1,572,669</b>	<b>1,569,318</b>	<b>1,816,005</b>	<b>1,780,711</b>	<b>1,867,055</b>
<b>固定資産</b> Noncurrent assets						
有形固定資産 Property, plant and equipment	563,682	552,814	530,394	510,556	535,393	537,626
建物及び構築物 Buildings and structures	196,682	189,209	188,497	179,449	186,720	190,600
土地 Land	325,073	322,502	304,370	284,769	287,307	289,203
その他 Other	41,926	41,101	37,526	46,337	61,366	57,822
無形固定資産 Intangible assets	13,345	22,016	20,566	18,661	19,727	19,628
投資その他資産 Investments and other assets	252,837	271,512	292,755	289,525	290,029	286,407
<b>固定資産合計</b> Total noncurrent assets	<b>829,865</b>	<b>846,343</b>	<b>843,717</b>	<b>818,742</b>	<b>845,150</b>	<b>843,662</b>
<b>資産合計</b> Total assets	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>	<b>2,625,861</b>	<b>2,710,718</b>

# 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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>流動負債</b> Current liabilities						
支払手形・工事未払金 Notes payable, accounts payable for construction contracts	179,038	172,814	147,428	219,549	202,752	195,904
未成工事受入金 Advances received on uncompleted construction contracts	129,783	142,690	156,605	241,805	208,750	232,131
短期社債 Short-term bonds payable	35,000	-	-	-	-	-
短期借入金 Short-term loans payable	150,863	209,707	239,472	166,486	166,019	189,112
1年内償還予定の社債 Current portion of bonds	40,000	15,000	20,000	15,000	30,000	-
1年内返済予定の長期借入金 Current portion of long-term loans payable	22,373	2,431	64,303	18,693	56,520	51,472
未払法人税等 Income taxes payable	34,311	32,200	33,008	30,980	29,704	26,260
その他 Other	122,574	132,053	120,499	129,351	142,014	134,121
<b>流動負債合計</b> Total current liabilities	<b>713,945</b>	<b>706,898</b>	<b>781,318</b>	<b>821,866</b>	<b>835,763</b>	<b>829,002</b>
<b>固定負債</b> Noncurrent liabilities						
社債 Bonds payable	130,000	235,000	215,000	200,000	170,000	170,000
長期借入金 Long-term loans payable	108,355	154,201	94,006	178,928	132,665	148,950
その他 Other	114,329	114,791	125,787	127,102	118,545	117,012
<b>固定負債合計</b> Total noncurrent liabilities	<b>352,685</b>	<b>503,993</b>	<b>434,794</b>	<b>506,030</b>	<b>421,211</b>	<b>435,963</b>
<b>負債合計</b> Total liabilities	<b>1,066,630</b>	<b>1,210,891</b>	<b>1,216,112</b>	<b>1,327,897</b>	<b>1,256,974</b>	<b>1,264,966</b>
<b>純資産の部</b> Net assets						
株主資本 Shareholder's equity	996,565	1,080,167	1,150,888	1,234,509	1,294,682	1,329,651
その他の包括利益累計額 Accumulated other comprehensive income	106,793	114,807	31,919	31,686	31,852	70,650
新株予約権 Stock subscription rights	694	761	803	609	508	203
非支配株主持分 Non-controlling interests	14,211	12,384	13,312	40,044	41,842	45,246
<b>純資産合計</b> Total net assets	<b>1,118,264</b>	<b>1,208,121</b>	<b>1,196,923</b>	<b>1,306,850</b>	<b>1,368,887</b>	<b>1,445,751</b>
<b>負債・純資産合計</b> Total liabilities and net assets	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>	<b>2,625,861</b>	<b>2,710,718</b>

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

従業員数(連結) Number of Employees (Consolidated)	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
国内従業員数 In Japan	22,888	23,325	23,655	26,258	27,310	27,866
海外従業員数 Overseas	411	1,066	1,120	1,139	1,052	1,029
合計 Total	23,299	24,391	24,775	27,397	28,362	28,895

## 設備投資額 Capital Expenditure

(単位:百万円/Millions of yen)

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	3,952	3,325	3,734	3,209	3,701	2,234
賃貸住宅事業 Rental housing	1,996	929	1,193	593	1,525	816
建築・土木事業 Architectural / Civil engineering	—	—	—	300	1,904	1,488
小計 Subtotal	5,949	4,255	4,927	4,103	7,131	4,539
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	58	199	21	41	78	24
不動産フィー事業 Real estate management fees	971	1,253	1,394	1,397	769	595
小計 Subtotal	1,030	1,452	1,416	1,439	848	620
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	901	841	788	725	994	671
マンション事業 Condominiums	53	2	25	23	374	229
都市再開発事業 Urban redevelopment	82,598	52,742	45,603	60,155	79,314	38,064
小計 Subtotal	83,553	53,586	46,417	60,903	80,683	38,965
<b>国際ビジネス(国際事業) Overseas Business</b>	4,112	5,473	921	1,975	1,124	814
<b>その他事業 Other Businesses</b>	70	63	175	71	25	66
<b>事務管理部門 Back Office</b>	3,560	3,967	4,821	4,761	6,796	2,771
合計 Total	98,277	68,799	58,680	73,255	96,609	47,777

FY 2021 (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 2Q	累計実績 Cumulative total
国内 In Japan		2,425	1,576	4,002
海外 Overseas		2,359	1,491	3,851
合計 Total		4,785	3,068	7,853

## 減価償却実施額 Depreciation Expense

(単位:百万円/Millions of yen)

	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	4,319	3,941	3,899	3,727	3,506	1,686
賃貸住宅事業 Rental housing	2,866	2,588	2,463	2,024	1,782	854
建築・土木事業 Architectural / Civil engineering	—	—	—	421	1,276	678
小計 Subtotal	7,185	6,530	6,363	6,173	6,565	3,219
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	92	112	116	141	108	57
不動産フィー事業 Real estate management fees	908	978	756	704	789	391
小計 Subtotal	1,000	1,090	873	846	897	449
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	1,063	1,161	1,108	980	1,113	612
マンション事業 Condominiums	23	32	14	10	13	18
都市再開発事業 Urban redevelopment	9,753	8,907	8,419	7,645	7,759	4,553
小計 Subtotal	10,840	10,100	9,543	8,636	8,886	5,184
<b>国際ビジネス(国際事業) Overseas Business</b>	672	862	1,848	2,242	1,474	774
<b>その他事業 Other Businesses</b>	912	776	769	762	683	330
<b>事務管理部門 Back Office</b>	2,512	2,621	2,757	2,858	3,219	1,895
合計 Total	23,125	21,983	22,155	21,518	21,726	11,854

FY 2021 (plan) 22,000

## 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 2020	1,055,305	223,175	161,214	61,961	88,414	3,574	4,163	70,001	1,602,411	875,107
	Fiscal 2020 2Q	517,115	108,925	79,011	29,914	56,352	—	673	46,693	1,523,311	874,989
	Fiscal 2021 2Q	547,617	114,800	81,623	33,176	78,318	—	398	66,139	1,592,415	905,731
積水ハウス不動産グループ 14社 14 Sekisui House Real Estate Group Companies	Fiscal 2020	669,775	110,253	52,291	57,961	58,211	5	938	39,209	408,429	265,183
	Fiscal 2020 2Q	328,796	55,566	26,377	29,188	29,415	4	351	19,981	381,793	245,951
	Fiscal 2021 2Q	358,863	64,146	27,331	36,814	36,884	—	106	25,390	421,362	266,143
積和建設 15社 15 Sekiwa Construction companies	Fiscal 2020	243,745	16,120	7,517	8,602	9,008	5	32	5,742	106,911	77,450
	Fiscal 2020 2Q	121,016	7,555	3,672	3,883	4,081	2	20	2,588	101,360	74,455
	Fiscal 2021 2Q	127,487	9,800	3,786	6,014	6,234	3	22	4,051	106,421	75,735
積水ハウスのリフォーム Sekisui House Remodeling	Fiscal 2020	69,583	17,792	14,169	3,622	3,696	—	5	2,365	40,126	26,038
	Fiscal 2020 2Q	33,484	8,512	6,818	1,693	1,626	—	0	1,035	36,940	24,909
	Fiscal 2021 2Q	41,013	10,852	7,425	3,427	3,559	—	0	2,303	43,070	26,921
鴻池組 5社 5 Konoike Construction companies	Fiscal 2020	267,704	30,235	13,368	16,866	16,701	1,011	1,500	11,756	227,987	98,629
	Fiscal 2020 2Q	140,669	18,196	6,304	11,892	11,826	968	1,162	7,752	245,210	95,602
	Fiscal 2021 2Q	119,926	18,096	6,515	11,581	11,689	843	185	8,447	245,495	108,622
その他 20社(国内子会社) 20 other companies (Domestic)	Fiscal 2020	29,506	4,886	6,032	△ 1,145	△ 1,033	10	43	△ 1,656	21,987	9,245
	Fiscal 2020 2Q	13,692	2,190	2,785	△ 595	△ 581	—	19	△ 885	19,381	10,015
	Fiscal 2021 2Q	16,326	2,760	3,265	△ 505	△ 386	—	65	△ 744	20,896	7,312
海外子会社 248社 248 overseas companies	Fiscal 2020	372,199	77,261	39,083	38,178	39,244	25	227	27,834	878,221	454,310
	Fiscal 2020 2Q	141,062	30,938	15,689	15,249	16,008	3	41	11,848	931,014	464,011
	Fiscal 2021 2Q	149,740	33,863	16,341	17,522	18,006	25	415	11,518	950,423	487,831

連結会社全体 Gross	Fiscal 2020	2,707,821	479,724	293,677	186,047	214,244	4,633	6,911	155,253	3,286,075	1,805,965
	Fiscal 2020 2Q	1,295,837	231,886	140,660	91,226	118,728	978	2,270	89,013	3,239,012	1,789,935
	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
連結消去 Eliminations and others	Fiscal 2020	△ 260,916	△ 6,213	△ 6,684	471	△ 29,546	△ 1,038	△ 4,113	△ 31,711	△ 660,214	△ 437,077
	Fiscal 2020 2Q	△ 127,851	△ 1,436	△ 2,854	1,417	△ 28,057	△ 978	△ 810	△ 29,570	△ 651,748	△ 470,496
	Fiscal 2021 2Q	△ 137,369	△ 1,611	△ 3,273	1,662	△ 42,936	△ 114	△ 281	△ 44,554	△ 669,368	△ 432,547
連結決算 Consolidated	Fiscal 2020	2,446,904	473,511	286,992	186,519	184,697	3,594	2,798	123,542	2,625,861	1,368,887
	Fiscal 2020 2Q	1,167,986	230,450	137,805	92,644	90,671	—	1,460	59,442	2,587,263	1,319,438
	Fiscal 2021 2Q	1,223,605	252,709	143,016	109,693	111,370	757	912	72,552	2,710,718	1,445,751

連単倍率 Consolidated / Non-Consolidated	Fiscal 2020	2.32	2.12	1.78	3.01	2.09	1.01	0.67	1.76	1.64	1.56
	Fiscal 2020 2Q	2.26	2.12	1.74	3.10	1.61	—	2.17	1.27	1.70	1.51
	Fiscal 2021 2Q	2.23	2.20	1.75	3.31	1.42	—	2.29	1.10	1.70	1.60

## 営業拠点数 Number of Sales Offices

積水ハウス Sekisui House, Ltd.						
	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
支店 Branch	122	123	115	118	119	116
カスタマーセンター Customers Center	29	29	29	30	30	30
展示場 Display Home	395	386	370	345	333	331
積水ハウスのリフォーム Sekisui House Remodeling						
	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
営業所 Branch	41	41	41	41	40	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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
新規受入 New acceptance	260,684	259,999	231,941	211,554	185,694	156,055
当期売上(原価ベース) Sales (Cost base)	191,677	206,361	244,314	255,073	231,404	121,147
評価損 Loss on evaluation	7,433	3,344	10,687	6,064	8,401	107
<b>販売用土地期末残高 Balance at the end of the fiscal year</b>	<b>658,701</b>	<b>708,994</b>	<b>685,934</b>	<b>636,352</b>	<b>582,240</b>	<b>617,041</b>

(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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
分譲住宅事業 Houses for sale	118,158	114,538	114,781	106,914	114,394	128,263
マンション事業 Condominiums	113,708	119,569	117,752	97,781	101,734	116,487
都市再開発事業 Urban redevelopment	54,555	44,463	30,473	39,792	32,341	26,635
国際事業 Overseas Business	372,280	430,423	422,927	391,863	333,770	345,655
<b>合計 Total</b>	<b>658,701</b>	<b>708,994</b>	<b>685,934</b>	<b>636,352</b>	<b>582,240</b>	<b>617,041</b>

(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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
分譲住宅事業 Houses for sale	7,009	7,631	8,841	6,676	6,435	8,065
マンション事業 Condominiums	39,031	49,927	47,038	39,256	44,689	50,479
都市再開発事業 Urban redevelopment	18,966	29,003	16,589	11,136	14,605	26,555
国際事業 Overseas Business	256,675	282,562	321,068	285,525	275,990	337,191
<b>合計 Total</b>	<b>321,682</b>	<b>369,124</b>	<b>393,538</b>	<b>342,594</b>	<b>341,721</b>	<b>422,292</b>

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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
当社戸建住宅 Houses built by us	69,568	67,895	70,272	76,618	69,583	41,013
当社賃貸住宅 Rental apartments built by us	39,182	41,742	42,513	43,753	42,818	23,616
一般住宅 Houses not built by us	17,045	17,062	17,113	18,271	13,509	7,472
その他 Other	7,703	10,144	11,518	14,087	15,180	7,663

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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
	96.5%	96.7%	97.8%	97.7%	97.7%	98.0%

(単位:戸/Units)

管理室数 Units under management	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
	584,096	601,582	619,494	639,780	657,190	666,789

※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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
	74	0	186	78	52	98

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 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021 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	86,760	16,865	57,895	9,984	126,948	32,399	88,950	11,394	72,436	15,500	36,228	5,112
賃貸他(ホテル収益含む) Leasing and other (offices, rental properties, hotels)	43,731	6,549	45,882	7,010	46,443	8,004	42,970	5,651	32,517	1,065	15,607	△ 1,457
都市再開発事業 合計 Total	130,491	23,414	103,777	16,994	173,391	40,403	131,920	17,045	104,953	16,565	51,835	3,655

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
<b>保有物件</b> 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㎡	100.0%
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%
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%
フレイザーズスイート赤坂東京 Fraser Suites Akasaka Tokyo	東京都 港区 Minato, Tokyo	ホテル、サービスアパートメント Hotel, Serviced Apartments	約2,200㎡	約14,500㎡	100.0%
<b>開発中物件</b> 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%
みなとみらい44街区計画 Minato Mirai Block 44 Project	横浜市 Yokohama	ホテル Hotel	約9,600㎡	約65,900㎡	100.0%
(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 2018			Fiscal 2019			Fiscal 2020			Fiscal 2020 2Q			Fiscal 2021 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
<b>戸建住宅事業</b> Custom Detached Houses															
鉄骨戸建 Steel frame	5,231	6,274	226,723	5,612	6,806	247,377	4,204	5,122	193,489	2,102	2,602	96,312	1,861	2,233	96,990
シャウッド戸建 Wood frame	3,024	3,051	119,980	3,181	3,234	127,394	2,784	2,803	115,613	1,257	1,268	53,747	1,416	1,424	62,973
<b>小計 Subtotal</b>	<b>8,255</b>	<b>9,325</b>	<b>346,703</b>	<b>8,793</b>	<b>10,040</b>	<b>374,771</b>	<b>6,988</b>	<b>7,925</b>	<b>309,103</b>	<b>3,359</b>	<b>3,870</b>	<b>150,060</b>	<b>3,277</b>	<b>3,657</b>	<b>159,964</b>
<b>賃貸住宅事業</b> Built-to-Order Rental Housing シャーマン Low-rise apartments	3,683	27,412	364,762	3,438	25,365	363,981	2,974	23,501	361,045	1,580	11,864	177,001	1,458	11,453	184,240
<b>建築・土木事業</b> Architectural / Civil engineering	91	2,089	58,309	128	2,433	55,462	95	2,404	45,338	47	1,410	23,256	38	822	25,244
<b>分譲住宅事業</b> Houses for Sale															
鉄骨戸建 Steel frame	1,264	1,396	45,308	1,260	1,811	47,904	1,076	1,121	39,600	543	588	18,754	587	599	22,519
シャウッド戸建 Wood frame	914	915	30,579	754	755	25,798	784	785	27,233	368	368	12,226	415	415	16,051
土地 Land	—	—	48,790	—	—	51,903	—	—	42,994	—	—	19,388	—	—	25,321
<b>小計 Subtotal</b>	<b>2,178</b>	<b>2,311</b>	<b>124,678</b>	<b>2,014</b>	<b>2,566</b>	<b>125,606</b>	<b>1,860</b>	<b>1,906</b>	<b>109,828</b>	<b>911</b>	<b>956</b>	<b>50,369</b>	<b>1,002</b>	<b>1,014</b>	<b>63,892</b>
<b>分譲マンション事業</b> Condominiums															
分譲マンション建物 Condominiums	15	1,261	49,167	15	1,645	57,980	14	1,437	44,771	6	919	23,516	11	1,066	21,984
分譲マンション土地 Land	—	—	30,238	—	—	36,570	—	—	27,793	—	—	16,248	—	—	15,158
<b>小計 Subtotal</b>	<b>15</b>	<b>1,261</b>	<b>79,406</b>	<b>15</b>	<b>1,645</b>	<b>94,550</b>	<b>14</b>	<b>1,437</b>	<b>72,564</b>	<b>6</b>	<b>919</b>	<b>39,764</b>	<b>11</b>	<b>1,066</b>	<b>37,143</b>
<b>都市再開発事業</b> Urban Redevelopment	—	—	113,411	—	—	94,196	—	—	69,255	—	—	32,660	—	—	30,797
<b>その他</b> Other Businesses															
エクステリア Exteriors	—	—	65,526	—	—	70,815	—	—	63,603	—	—	32,389	—	—	33,549
その他 Other	—	—	19,722	—	—	23,532	—	—	24,564	—	—	11,612	—	—	12,784
<b>小計 Subtotal</b>	<b>—</b>	<b>—</b>	<b>85,248</b>	<b>—</b>	<b>—</b>	<b>94,348</b>	<b>—</b>	<b>—</b>	<b>88,168</b>	<b>—</b>	<b>—</b>	<b>44,002</b>	<b>—</b>	<b>—</b>	<b>46,333</b>
<b>合計 Total</b>	<b>14,222</b>	<b>42,398</b>	<b>1,172,519</b>	<b>14,388</b>	<b>42,049</b>	<b>1,202,918</b>	<b>11,931</b>	<b>37,173</b>	<b>1,055,305</b>	<b>5,903</b>	<b>19,019</b>	<b>517,115</b>	<b>5,786</b>	<b>18,012</b>	<b>547,617</b>

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

(単位:百万円/Millions of yen)

	Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2020 2Q		Fiscal 2021 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
<b>戸建住宅事業</b> Custom Detached Houses										
鉄骨戸建 Steel frame	5,666	245,849	4,724	216,859	3,998	185,375	1,943	89,508	2,181	101,991
シャウッド戸建 Wood frame	3,208	126,602	2,791	114,389	3,032	123,397	1,465	59,305	1,590	67,622
<b>小計 Subtotal</b>	<b>8,874</b>	<b>372,451</b>	<b>7,515</b>	<b>331,249</b>	<b>7,030</b>	<b>308,773</b>	<b>3,408</b>	<b>148,813</b>	<b>3,771</b>	<b>169,614</b>
<b>賃貸住宅事業</b> Built-to-Order Rental Housing シャーマン Low-rise apartments	3,531	377,276	3,272	395,436	2,790	356,691	1,383	179,414	1,430	197,663
<b>建築・土木事業</b> Architectural / Civil engineering	113	55,630	106	49,397	69	37,683	37	18,067	34	22,243
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	1,261	47,005	1,206	44,057	1,147	42,156	522	18,804	703	26,800
シャウッド戸建 Wood frame	926	30,390	737	25,297	844	29,917	412	14,601	506	18,498
土地 Land	—	52,783	—	47,753	—	45,191	—	21,054	—	29,288
<b>小計 Subtotal</b>	<b>2,187</b>	<b>130,179</b>	<b>1,943</b>	<b>117,108</b>	<b>1,991</b>	<b>117,265</b>	<b>934</b>	<b>54,459</b>	<b>1,209</b>	<b>74,588</b>
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	—	47,696	—	45,780	—	42,835	—	15,754	—	23,942
分譲マンション土地 Land	—	30,761	—	22,968	—	29,591	—	9,888	—	13,846
<b>小計 Subtotal</b>	<b>—</b>	<b>78,458</b>	<b>—</b>	<b>68,748</b>	<b>—</b>	<b>72,427</b>	<b>—</b>	<b>25,642</b>	<b>—</b>	<b>37,789</b>
<b>都市再開発事業</b> Urban Redevelopment	—	88,111	—	124,482	—	62,970	—	13,474	—	45,517
<b>その他</b> Other Businesses										
エクステリア Exteriors	—	69,603	—	74,232	—	61,049	—	27,715	—	36,814
その他 Other	—	20,597	—	23,702	—	23,595	—	10,856	—	12,729
<b>小計 Subtotal</b>	<b>—</b>	<b>90,201</b>	<b>—</b>	<b>97,934</b>	<b>—</b>	<b>84,644</b>	<b>—</b>	<b>38,571</b>	<b>—</b>	<b>49,543</b>
<b>合計 Total</b>	<b>14,705</b>	<b>1,192,309</b>	<b>12,836</b>	<b>1,184,358</b>	<b>11,880</b>	<b>1,040,456</b>	<b>5,762</b>	<b>478,444</b>	<b>6,444</b>	<b>596,961</b>



## 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 2018		Fiscal 2019		Fiscal 2020		Fiscal 2020 2Q		Fiscal 2021 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
<b>戸建住宅事業</b> Custom Detached Houses										
鉄骨戸建 Steel frame	3,745	151,001	2,857	120,483	2,651	112,369	2,698	113,679	2,971	117,370
シャワーウッド戸建 Wood frame	1,955	68,666	1,565	55,662	1,813	63,445	1,773	61,220	1,987	68,094
<b>小計 Subtotal</b>	<b>5,700</b>	<b>219,667</b>	<b>4,422</b>	<b>176,145</b>	<b>4,464</b>	<b>175,815</b>	<b>4,471</b>	<b>174,899</b>	<b>4,958</b>	<b>185,465</b>
<b>賃貸住宅事業</b> Built-to-Order Rental Housing										
シャーメゾン Low-rise	3,573	347,130	3,407	378,585	3,223	374,232	3,210	380,999	3,195	387,655
<b>建築・土木事業</b> Architectural / Civil engineering	137	70,383	115	64,318	89	56,663	105	59,129	85	53,662
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	590	20,593	536	16,746	607	19,302	515	16,797	723	23,583
シャワーウッド戸建 Wood frame	339	9,340	322	8,838	382	11,523	366	11,213	473	13,970
土地 Land	—	13,901	—	9,751	—	11,949	—	11,417	—	15,916
<b>小計 Subtotal</b>	<b>929</b>	<b>43,835</b>	<b>858</b>	<b>35,337</b>	<b>989</b>	<b>42,774</b>	<b>881</b>	<b>39,427</b>	<b>1,196</b>	<b>53,469</b>
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	—	70,578	—	58,377	—	56,442	—	50,615	—	58,400
分譲マンション土地 Land	—	42,768	—	29,166	—	30,964	—	22,806	—	29,652
<b>小計 Subtotal</b>	<b>—</b>	<b>113,346</b>	<b>—</b>	<b>87,544</b>	<b>—</b>	<b>87,406</b>	<b>—</b>	<b>73,422</b>	<b>—</b>	<b>88,052</b>
<b>都市再開発事業</b> Urban Redevelopment	—	—	—	30,285	—	24,000	—	11,100	—	38,720
<b>その他</b> Other Businesses										
エクステリア Exteriors	—	47,281	—	50,697	—	48,143	—	46,023	—	51,408
その他 Other	—	1,964	—	2,134	—	1,164	—	1,378	—	1,109
<b>小計 Subtotal</b>	<b>—</b>	<b>49,245</b>	<b>—</b>	<b>52,832</b>	<b>—</b>	<b>49,307</b>	<b>—</b>	<b>47,401</b>	<b>—</b>	<b>52,517</b>
<b>合計 Total</b>	<b>10,339</b>	<b>843,608</b>	<b>8,802</b>	<b>825,048</b>	<b>8,765</b>	<b>810,200</b>	<b>8,667</b>	<b>786,377</b>	<b>9,434</b>	<b>859,543</b>

## 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 2018		Fiscal 2019		Fiscal 2020		Fiscal 2020 2Q		Fiscal 2021 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
		454	11,241	528	16,224	474	14,821	294	7,500	257

※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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021 2Q
<b>請負住宅*</b>						
<b>Built-to-order detached Houses</b>						
1棟当たり売上金額 Sales per detached house	37,292	38,074	38,753	39,935	41,388	41,530
1棟当たり面積 Floor area per detached house	138.63 m <sup>2</sup>	137.94 m <sup>2</sup>	138.03 m <sup>2</sup>	137.68 m <sup>2</sup>	135.91 m <sup>2</sup>	133.84 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of detached house	889	912	928	958	1,006	1,025
<b>分譲住宅(建売)建物部分*</b>						
<b>Built for sale houses without land</b>						
1棟当たり売上金額 Sales per built for sale house	31,805	30,887	32,807	31,157	32,472	33,305
1棟当たり面積 Floor area per built for sale house	118.19 m <sup>2</sup>	117.22 m <sup>2</sup>	120.44 m <sup>2</sup>	116.73 m <sup>2</sup>	115.74 m <sup>2</sup>	115.36 m <sup>2</sup>
<b>賃貸住宅</b>						
<b>Built-to-order low-rise apartments</b>						
1棟当たり売上金額 Sales per building	83,612	93,959	100,194	102,415	117,962	125,002
1棟当たり面積 Floor area per building	385.19 m <sup>2</sup>	418.35 m <sup>2</sup>	432.28 m <sup>2</sup>	427.67 m <sup>2</sup>	470.83 m <sup>2</sup>	483.94 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of rental housing	717	742	766	791	828	853
<b>土地</b>						
<b>Land</b>						
1区画当たり売上金額 Sales per land	18,376	18,821	17,558	18,357	18,284	19,680
1区画当たり面積 Area per land	197.92 m <sup>2</sup>	209.06 m <sup>2</sup>	205.96 m <sup>2</sup>	205.84 m <sup>2</sup>	199.34 m <sup>2</sup>	199.47 m <sup>2</sup>

\*戸建住宅は、鉄骨・シャーウッ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 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021	
	16.02-16.07	16.08-17.02	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
自己資金比率 Buyers own funds as against total amount	31.1%	32.3%	30.0%	31.1%	28.2%	31.2%	29.6%	27.4%	23.2%	25.4%	24.1%	
建替比率 Percentage of re-builders	30.1%	29.1%	28.4%	30.6%	27.8%	33.2%	28.4%	26.4%	22.0%	24.6%	21.5%	
二世帯住宅 Percentage of two-generation duplex	17.4%	17.1%	16.4%	17.5%	15.1%	16.1%	14.7%	13.2%	12.0%	11.5%	11.8%	
紹介比率(戸建のみ) Percentage of referral orders (Detached Houses)	21.2%	19.7%	18.2%	17.5%	17.1%	17.3%	15.8%	18.6%	19.6%	19.8%	25.4%	
紹介比率(集合住宅含む) Percentage of referral orders (Include Apartment)	38.1%	37.3%	36.1%	34.5%	35.1%	33.9%	33.2%	34.8%	34.8%	34.4%	36.3%	
展示場比率 Percentage of buyers who decided to buy on tour to display home	74.6%	75.8%	77.9%	79.5%	79.8%	79.9%	81.2%	77.3%	75.0%	74.8%	67.8%	
坪単価(千円) Unit price per 3.3m <sup>2</sup> (Thousands of yen)	868	875	890	888	901	908	941	965	976	990	1,020	
給与所得者割合 Percentage of company employees	55.3%	53.6%	56.0%	54.7%	56.7%	53.3%	55.6%	54.3%	53.9%	53.6%	54.5%	

# 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 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q	Fiscal 2021 (plan)
<b>国際事業</b>								
<b>Overseas Business</b>								
売上高 Net sales	1,821	3,067	2,459	3,898	3,706	1,405	1,495	3,723
営業利益 Operating income	251	297	163	445	397	156	181	425
経常利益 Ordinary income	274	287	181	463	417	172	184	405
投資残高 Investment balance	6,940	7,829	8,298	7,490	6,789	7,326	7,416	
受注高 Orders	1,588	3,164	2,375	5,008	3,479	1,604	1,896	3,597
<b>オーストラリア Australia</b>								
売上高 Net sales	452	615	419	234	379	100	195	395
営業利益 Operating income	69	99	△ 19	△ 22	5	1	1	5
経常利益 Ordinary income	67	100	△ 18	△ 23	5	1	1	4
投資残高 Investment balance	1,590	1,576	1,363	1,403	1,491	1,403	1,547	
受注高 Orders	123	452	238	291	452	136	291	636
為替レート AUD/JPY Exchange rate	81.69	86.06	82.58	76.12	73.89	71.84	82.72	82.00
<b>アメリカ USA</b>								
売上高 Net sales	951	2,071	1,666	3,091	2,407	896	1,197	2,818
営業利益 Operating income	187	183	165	444	252	91	183	364
経常利益 Ordinary income	182	164	139	412	247	90	176	352
投資残高 Investment balance	2,736	4,003	4,790	4,445	4,284	4,610	4,946	
受注高 Orders	1,027	2,348	1,639	3,357	2,639	1,311	1,467	2,744
為替レート USD/JPY Exchange rate	110.30	112.39	110.57	109.37	106.67	108.43	107.74	107.00
<b>中国 China</b>								
売上高 Net sales	416	379	373	571	918	407	100	510
営業利益 Operating income	5	24	27	36	149	67	2	68
経常利益 Ordinary income	3	25	33	62	164	78	10	77
投資残高 Investment balance	2,185	1,929	1,656	1,168	522	847	525	
受注高 Orders	437	363	496	1,358	386	156	136	216
為替レート CNY/JPY Exchange rate	16.56	16.64	16.69	15.85	15.44	15.37	16.63	16.00
<b>シンガポール ※持分法 Singapore ※Accounted for by the equity method</b>								
経常利益 Ordinary income	30	7	38	66	17	11	2	6
投資残高 Investment balance	427	319	488	438	457	429	363	
為替レート SGD/JPY Exchange rate	79.56	81.44	81.94	80.18	77.56	77.84	80.87	81.00
<b>イギリス ※持分法 UK ※Accounted for by the equity method</b>								
経常利益 Ordinary income	-	-	-	△ 4	△ 8	△ 4	△ 1	△ 8
投資残高 Investment balance	-	-	-	34	34	34	34	
為替レート GBP/JPY Exchange rate	-	-	-	139.57	137.41	136.97	149.21	150.00

## 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)		16,040 戸 Units	7,395 戸 Units	6,817 戸 Units
オーチャーズ (シドニー) The Orchards (Sydney)	2018.4Q-	1,300 戸 Units	381 戸 Units	243 戸 Units
ウェストビレッジ (ブリスベン) West Village (Brisbane)	2018.4Q-	1,244 戸 Units	487 戸 Units	458 戸 Units
サンクチュアリ (シドニー) Sanctuary (Sydney)	2020.4Q-	2,000 戸 Units	364 戸 Units	341 戸 Units
メルローズパーク (シドニー) Melrose Park (Sydney)	2020.4Q-	6,400 戸 Units	1,067 戸 Units	679 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	2,441 区画 Lots	2,278 区画 Lots
ヘリミテージ (シドニー) The Hermitage (Sydney)	-	2,044 区画 Lots	1,470 区画 Lots	1,421 区画 Lots
エコ リプリー (ブリスベン) Ecco Ripley (Brisbane)	-	2,800 区画 Lots	971 区画 Lots	857 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	37,024 区画 Lots
中央部 Central	24,547 区画 Lots	16,576 区画 Lots
東部 East	27,399 区画 Lots	15,755 区画 Lots
北西部 North West	12,656 区画 Lots	4,194 区画 Lots
賃貸住宅開発事業 計36プロジェクト Multifamily business (Rental residence development) (total 36 projects)	完了プロジェクト Completed Projects	18 PJs

住宅販売事業 (ウッドサイドホームズ社 売上戸数) Homebuilding (Units sold for Woodside Homes Company, LLC)	Fiscal 2020	Fiscal 2020 2Q	Fiscal 2021 2Q
	2,400 戸 Units	1,022 戸 Units	1,303 戸 Units

### 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	6,502 戸 Units
遼寧省瀋陽市和平区 Heping District Shenyang Liaoning	2015.09-	274 戸 Units	274 戸 Units	234 戸 Units
遼寧省瀋陽市渾南区 Hunnan District Shenyang Liaoning	2015.12-	767 戸 Units	767 戸 Units	664 戸 Units
江蘇省無錫市 Wuxi Jiangsu	2015.12-	744 戸 Units	744 戸 Units	695 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	4,904 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	140 戸 Units
シーサイドレジデンス (シグラップ) 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	141 戸 Units

# 株式分布状況表

## The State of Share Distribution

	2021年度 第2四半期末(2021年7月31日) As of July 31, 2021			2020年度(2021年1月31日) As of January 31, 2021			2020年度 第2四半期末(2020年7月31日) As of July 31, 2020		
	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	168	284,626,464	41.57	163	275,529,028	40.24	171	287,490,628	41.99
銀行 Banks	40	31,187,981	4.56	37	30,861,181	4.51	38	34,207,981	5.00
信託銀行 Trust Banks	23	190,685,168	27.85	24	181,272,132	26.48	25	190,286,632	27.79
生命保険会社 Life insurance companies	24	33,027,385	4.82	25	33,228,885	4.85	29	33,322,385	4.87
損害保険会社 Nonlife insurance companies	5	10,186,506	1.49	5	10,372,206	1.51	5	10,372,206	1.51
その他金融機関 Other financial institutions	76	19,539,424	2.85	72	19,794,624	2.89	74	19,301,424	2.82
金融商品取引業者 Securities companies	41	46,256,562	6.76	40	45,083,581	6.59	38	36,653,177	5.35
外国人 Foreigners	968	200,891,145	29.34	979	203,037,866	29.66	940	208,293,355	30.42
法人 Companies	900	200,837,766	29.33	899	202,976,430	29.65	883	208,240,198	30.41
個人 Individuals	68	53,379	0.01	80	61,436	0.01	57	53,157	0.01
その他法人 Other companies	972	56,349,432	8.23	1,032	63,433,831	9.26	955	63,171,103	9.23
個人・その他 Individuals and others	80,282	87,358,853	12.76	88,259	94,018,085	13.73	77,375	86,541,327	12.64
自己名義株式 Treasury stock	1	9,201,010	1.34	1	3,581,075	0.52	1	2,533,876	0.37
合 計 Total	82,432	684,683,466	100.00	90,474	684,683,466	100.00	79,480	684,683,466	100.00

議決権を有する株主 Total number of shareholders with voting rights	72,753 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	6,743,367 個 Rights	2021年度 第2四半期末 (July 31, 2021) 8,306 株 Shares
期中平均株式数(個別) Average total number of shares issued during the term(non-consolidated)	678,878,808 株 Shares ※	2020年度 期末 (Jan.31, 2021) 7,568 株 Shares
期中平均株式数(連結) Average total number of shares issued during the term(consolidated)	678,706,145 株 Shares ※	2020年度 第2四半期末 (July 31, 2020) 8,615 株 Shares
期末発行済株式数(個別) Total number of shares issued (non-consolidated)	675,482,456 株 Shares ※	2021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) 6,046,435 株 Shares (取得総額 13,779 百万円) (Total of 13,779 million yen)
期末発行済株式数(連結) Total number of shares issued (consolidated)	675,309,774 株 Shares ※	
※自己株式数を除く Excluding treasury stock		