

# Financial Factbook

*Profile of Sekisui House, Ltd.*

*Fiscal Year 2017*

*- February 1, 2017 to January 31, 2018 -*

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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.

(暦年ベース：Calendar year) (単位：戸・Units)

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (予想)
持家 Owner-occupied houses	318,508	284,631	305,221	305,626	311,589	354,772	285,270	283,366	292,287	284,283	288,000
分譲住宅 Built for sale houses	300,078	168,837	201,888	234,571	246,810	263,931	237,428	241,201	250,532	255,191	251,000
マンション Condominiums	182,555	76,678	90,597	116,755	123,203	127,599	110,475	115,652	114,570	114,830	-
戸建 Detached houses	115,785	91,254	110,358	116,798	122,590	134,888	125,421	123,624	133,739	138,189	-
貸家 Rented houses	464,763	321,469	298,014	285,832	318,521	356,263	362,191	378,718	418,543	419,397	402,000
給与住宅 Corporate houses	10,136	13,473	8,003	8,088	5,877	5,059	7,372	6,014	5,875	5,770	6,000
合計 Total	1,093,485	788,410	813,126	834,117	882,797	980,025	892,261	909,299	967,237	964,641	947,000

\*予想については、住団連の「平成30年1月度 経営者の住宅景況感調査報告」に基づくものです。

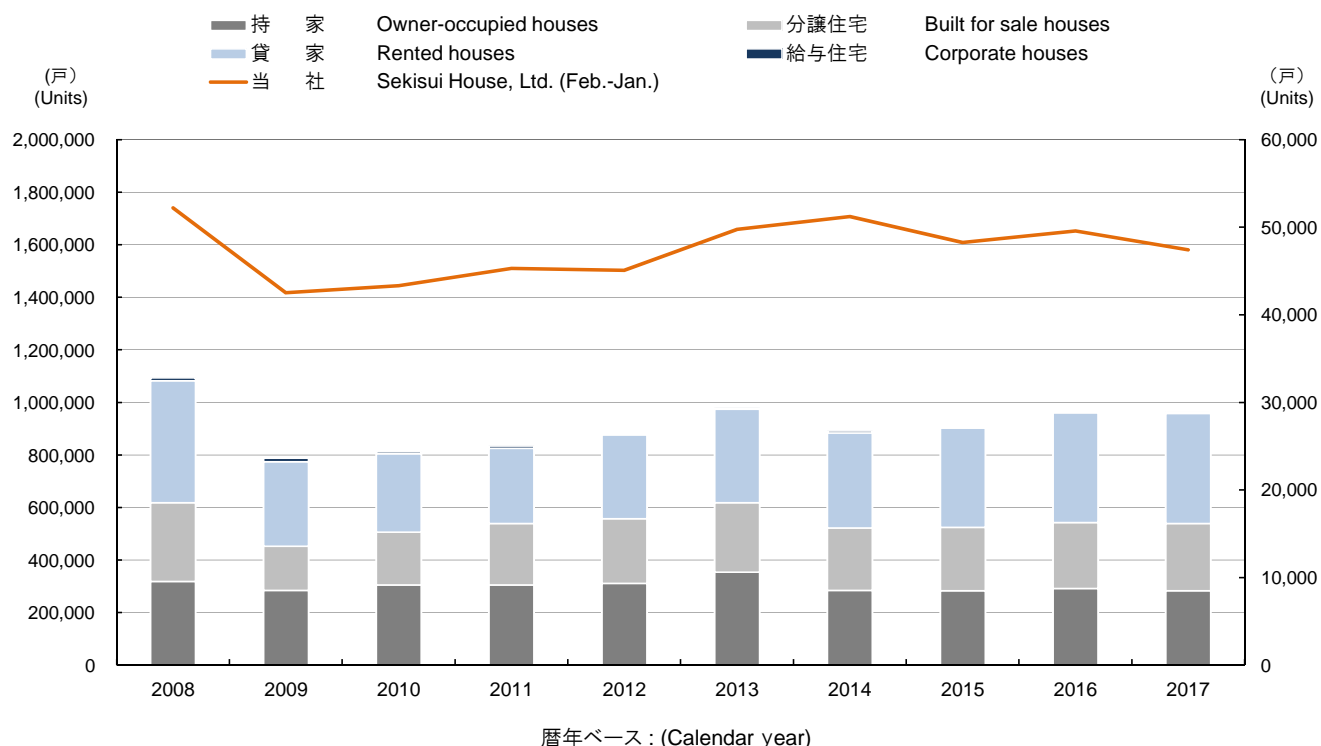
The forecast is based on the "Report of Survey on Housing Business Sentiment of Managers in January 2018" of the Japan Federation of Housing Organization.

当 社 Sekisui House, Ltd. (Feb.-Jan.)

戸建住宅（請負） Custom detached houses	13,427	12,018	13,079	14,712	13,945	15,049	13,104	11,248	11,105	10,617	10,450
分譲住宅 Built for sale houses	3,962	3,766	2,942	2,479	2,246	2,368	2,162	2,364	2,071	2,677	2,679
賃貸住宅 Rental housing	33,244	25,474	25,287	27,177	27,869	30,414	34,709	32,631	35,156	32,937	35,500
マンション（分譲） Condominiums	1,588	1,254	2,009	932	1,038	1,921	1,250	2,002	1,231	1,184	1,498
合計 Total	52,221	42,512	43,317	45,300	45,098	49,752	51,225	48,245	49,563	47,415	50,127
当社シェア Sekisui's market share in Japan	5.0%	5.5%	5.3%	5.4%	5.1%	5.1%	5.7%	5.3%	5.1%	4.9%	5.3%

\*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)

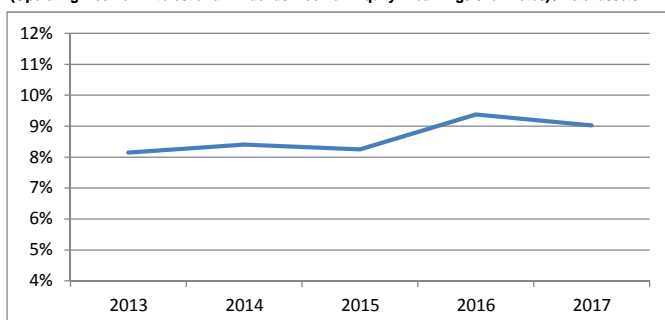
	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
売上高 Net sales	1,805,102	1,912,721	1,858,879	2,026,931	2,159,363
売上総利益 Gross profit	358,499	368,446	373,867	418,297	445,082
販売費及び一般管理費 Selling, general and administrative expenses	226,569	221,851	224,222	234,132	249,541
営業利益 Operating income	131,930	146,595	149,645	184,164	195,540
受取利息・配当金 Interest income and dividends income	2,961	3,443	4,147	3,556	4,037
持分法による投資利益 Equity in earnings of affiliates	2,848	5,307	9,427	10,022	8,183
営業外収益合計 Total non-operating income	10,424	14,787	16,828	16,350	16,068
支払利息 Interest expenses	995	1,107	1,030	2,326	3,733
営業外費用合計 Total non-operating expenses	4,559	4,957	5,883	9,526	7,929
経常利益 Ordinary income	137,794	156,426	160,589	190,989	203,678
特別利益 Extraordinary income	468	6,154	8,995	—	10,478
特別損失 Extraordinary loss	5,742	10,373	18,731	5,690	18,168
税金等調整前当期純利益 Income before income taxes and minority interests	132,520	152,207	150,853	185,299	195,988
法人税等 Income taxes	49,388	59,889	64,666	58,402	56,796
親会社株主に帰属する当期純利益 Net income attributable to owners of parent	79,801	90,224	84,302	121,853	133,224
1株当たり当期純利益(円) Basic net income per share	118.63円	130.91円	120.16円	175.48円	193.06円
1株当たり配当金(円) Dividend per share	43.00円	50.00円	54.00円	64.00円	77.00円
配当性向(%) Dividend payout ratio	36.25%	38.19%	44.94%	36.47%	39.88%

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

指 標	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>総資産事業利益率(ROA)</b> ※2014年度より事業利益に持分法投資損益を含めております。 (Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets	8.15%	8.40%	8.25%	9.38%	9.03%
<b>総資産営業利益率</b> Operating income / Total assets	7.98%	7.93%	7.56%	8.74%	8.49%
<b>総資本当期純利益率</b> Net income / Total assets	4.82%	4.88%	4.26%	5.78%	5.79%
<b>株主資本利益率(ROE)</b> Net income / Shareholders' equity	9.19%	9.03%	7.93%	11.28%	11.59%
<b>売上高対総利益率</b> Gross profit / Net sales	19.86%	19.26%	20.11%	20.64%	20.61%
<b>売上高対営業利益率</b> Operating income / Net sales	7.31%	7.66%	8.05%	9.09%	9.06%
<b>総資産回転率</b> Sales / Total assets (times)	1.09 回	1.03 回	0.94 回	0.96 回	0.94 回
<b>株主資本比率</b> Shareholders' equity / Total assets	52.63%	55.38%	52.11%	50.50%	49.40%
<b>1株当たり純資産</b> Shareholders' equity / Shares (yen)	1,358.60円	1,527.52円	1,508.81円	1,598.90円	1,731.60円
<b>株価収益率 (PER)</b> Stock price at the end of year / Net income per share (times)	12.09倍	11.66倍	15.60倍	10.42倍	10.35倍
<b>株価純資産倍率 (PBR)</b> Stock price at the end of year / Shareholders' Equity per share (times)	1.06倍	1.00倍	1.24倍	1.14倍	1.15倍

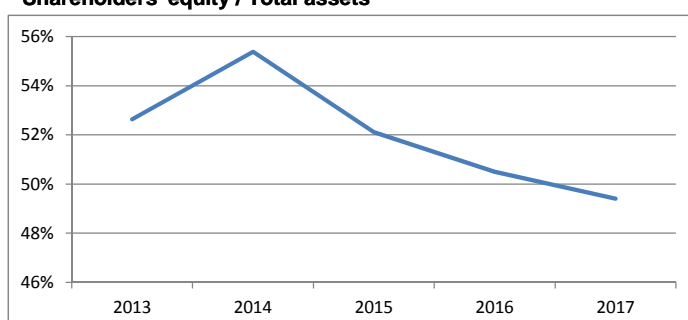
### 総資産事業利益率 (ROA)

(Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets



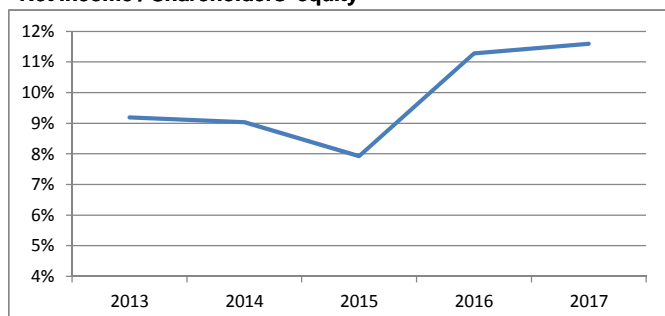
### 株主資本比率

Shareholders' equity / Total assets



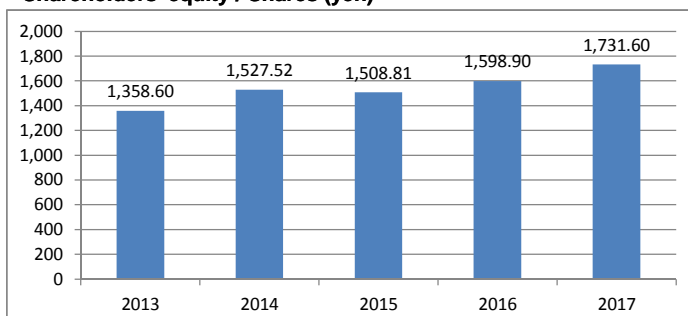
### 株主資本利益率 (ROE)

Net income / Shareholders' equity



### 1株当たり純資産

Shareholders' equity / Shares (yen)



# セグメントの状況（連結）

## Segment Breakdown (Consolidated)

### 受注高 / Orders

(単位：百万円 / Millions of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	525,072	388,648	387,533	382,062	362,672
賃貸住宅事業 Rental housing	426,644	408,525	434,574	461,722	463,200
<b>小計 Subtotal</b>	<b>951,717</b>	<b>797,174</b>	<b>822,107</b>	<b>843,784</b>	<b>825,873</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	135,123	125,647	134,114	134,564	137,835
不動産フィー事業 Real estate management fees	408,403	428,227	448,751	469,132	489,891
<b>小計 Subtotal</b>	<b>543,527</b>	<b>553,874</b>	<b>582,865</b>	<b>603,697</b>	<b>627,726</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	132,511	122,260	132,682	151,887	153,674
マンション事業 Condominiums	76,649	65,771	77,756	86,474	112,532
都市再開発事業 Urban redevelopment	44,658	176,114	93,038	130,491	132,532
<b>小計 Subtotal</b>	<b>253,819</b>	<b>364,146</b>	<b>303,476</b>	<b>368,853</b>	<b>398,739</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	82,599	94,539	147,051	158,850	316,441
<b>その他事業 Other Businesses</b>	96,907	82,884	79,090	76,841	75,369
<b>合計 Total</b>	<b>1,928,571</b>	<b>1,892,619</b>	<b>1,934,591</b>	<b>2,052,026</b>	<b>2,244,150</b>

### 売上高 / Sales

(単位：百万円 / Millions of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	517,691	427,044	393,786	383,129	371,171
賃貸住宅事業 Rental housing	356,202	398,483	400,601	440,312	442,845
<b>小計 Subtotal</b>	<b>873,894</b>	<b>825,527</b>	<b>794,388</b>	<b>823,442</b>	<b>814,017</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	125,046	134,166	134,458	133,498	136,843
不動産フィー事業 Real estate management fees	408,403	428,227	448,751	469,132	489,891
<b>小計 Subtotal</b>	<b>533,450</b>	<b>562,393</b>	<b>583,210</b>	<b>602,631</b>	<b>626,735</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	133,405	118,730	137,484	142,014	155,481
マンション事業 Condominiums	63,083	56,699	81,470	66,125	77,497
都市再開発事業 Urban redevelopment	42,428	178,344	93,038	130,491	103,777
<b>小計 Subtotal</b>	<b>238,917</b>	<b>353,774</b>	<b>311,993</b>	<b>338,631</b>	<b>336,756</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	85,392	79,835	89,522	182,127	306,716
<b>その他事業 Other Businesses</b>	73,447	91,190	79,764	80,099	75,137
<b>合計 Total</b>	<b>1,805,102</b>	<b>1,912,721</b>	<b>1,858,879</b>	<b>2,026,931</b>	<b>2,159,363</b>

### 受注残高 / Accumulated Orders

(単位：百万円 / Millions of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	254,372	215,976	209,722	208,655	200,156
賃貸住宅事業 Rental housing	312,975	323,018	356,991	378,401	398,755
<b>小計 Subtotal</b>	<b>567,347</b>	<b>538,995</b>	<b>566,714</b>	<b>587,056</b>	<b>598,912</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	30,794	22,275	21,931	22,996	23,988
不動産フィー事業 Real estate management fees	—	—	—	—	—
<b>小計 Subtotal</b>	<b>30,794</b>	<b>22,275</b>	<b>21,931</b>	<b>22,996</b>	<b>23,988</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	35,361	38,890	34,087	43,959	42,153
マンション事業 Condominiums	60,989	70,061	66,348	86,697	121,732
都市再開発事業 Urban redevelopment	2,230	—	—	—	28,755
<b>小計 Subtotal</b>	<b>98,581</b>	<b>108,952</b>	<b>100,435</b>	<b>130,657</b>	<b>192,640</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	61,040	75,745	133,273	109,996	119,721
<b>その他事業 Other Businesses</b>	55,344	47,037	46,363	43,106	43,337
<b>合計 Total</b>	<b>813,108</b>	<b>793,006</b>	<b>868,718</b>	<b>893,813</b>	<b>978,601</b>

# 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 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	65,813	48,894	47,208	49,514	48,043
賃貸住宅事業 Rental housing	36,492	45,825	51,918	60,832	60,883
<b>小計 Subtotal</b>	<b>102,306</b>	<b>94,719</b>	<b>99,127</b>	<b>110,347</b>	<b>108,926</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	14,037	14,997	15,847	17,544	19,760
不動産フィー事業 Real estate management fees	20,064	23,405	26,819	31,278	33,133
<b>小計 Subtotal</b>	<b>34,101</b>	<b>38,402</b>	<b>42,667</b>	<b>48,823</b>	<b>52,893</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	8,143	8,491	11,919	8,822	13,460
マンション事業 Condominiums	3,978	4,738	8,031	2,248	9,229
都市再開発事業 Urban redevelopment	8,561	25,802	24,747	23,414	16,994
<b>小計 Subtotal</b>	<b>20,683</b>	<b>39,032</b>	<b>44,698</b>	<b>34,485</b>	<b>39,684</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>8,581</b>	<b>4,419</b>	<b>△ 5,673</b>	<b>25,172</b>	<b>29,761</b>
<b>その他事業 Other Businesses</b>	<b>1,690</b>	<b>3,123</b>	<b>2,511</b>	<b>726</b>	<b>1,234</b>
<b>消去又は全社 Eliminations and Back Office</b>	<b>△ 35,434</b>	<b>△ 33,102</b>	<b>△ 33,686</b>	<b>△ 35,390</b>	<b>△ 36,960</b>
<b>合計 Total</b>	<b>131,930</b>	<b>146,595</b>	<b>149,645</b>	<b>184,164</b>	<b>195,540</b>

### 営業利益率 / Operating Profit Margin

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	12.7%	11.4%	12.0%	12.9%	12.9%
賃貸住宅事業 Rental housing	10.2%	11.5%	13.0%	13.8%	13.7%
<b>小計 Subtotal</b>	<b>11.7%</b>	<b>11.5%</b>	<b>12.5%</b>	<b>13.4%</b>	<b>13.4%</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	11.2%	11.2%	11.8%	13.1%	14.4%
不動産フィー事業 Real estate management fees	4.9%	5.5%	6.0%	6.7%	6.8%
<b>小計 Subtotal</b>	<b>6.4%</b>	<b>6.8%</b>	<b>7.3%</b>	<b>8.1%</b>	<b>8.4%</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	6.1%	7.2%	8.7%	6.2%	8.7%
マンション事業 Condominiums	6.3%	8.4%	9.9%	3.4%	11.9%
都市再開発事業 Urban redevelopment	20.2%	14.5%	26.6%	17.9%	16.4%
<b>小計 Subtotal</b>	<b>8.7%</b>	<b>11.0%</b>	<b>14.3%</b>	<b>10.2%</b>	<b>11.8%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>10.0%</b>	<b>5.5%</b>	<b>△ 6.3%</b>	<b>13.8%</b>	<b>9.7%</b>
<b>その他事業 Other Businesses</b>	<b>2.3%</b>	<b>3.4%</b>	<b>3.1%</b>	<b>0.9%</b>	<b>1.6%</b>
<b>合計 Total</b>	<b>7.3%</b>	<b>7.7%</b>	<b>8.1%</b>	<b>9.1%</b>	<b>9.1%</b>

### 売上総利益率 / Gross Margin

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	24.9%	24.8%	25.2%	26.2%	26.2%
賃貸住宅事業 Rental housing	21.3%	21.7%	23.6%	24.5%	24.4%
<b>小計 Subtotal</b>	<b>23.4%</b>	<b>23.3%</b>	<b>24.4%</b>	<b>25.3%</b>	<b>25.2%</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	24.5%	23.6%	23.9%	25.6%	26.8%
不動産フィー事業 Real estate management fees	12.8%	13.4%	14.0%	14.4%	14.6%
<b>小計 Subtotal</b>	<b>15.6%</b>	<b>15.8%</b>	<b>16.3%</b>	<b>16.9%</b>	<b>17.3%</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	16.9%	17.6%	18.8%	16.3%	18.8%
マンション事業 Condominiums	14.6%	17.6%	16.2%	12.1%	19.0%
都市再開発事業 Urban redevelopment	23.7%	15.5%	28.7%	19.8%	19.1%
<b>小計 Subtotal</b>	<b>17.5%</b>	<b>16.5%</b>	<b>21.0%</b>	<b>16.8%</b>	<b>18.9%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>25.0%</b>	<b>23.1%</b>	<b>11.2%</b>	<b>23.7%</b>	<b>19.5%</b>
<b>その他事業 Other Businesses</b>	<b>16.0%</b>	<b>15.1%</b>	<b>15.9%</b>	<b>14.0%</b>	<b>15.2%</b>
<b>合計 Total</b>	<b>19.9%</b>	<b>19.3%</b>	<b>20.1%</b>	<b>20.6%</b>	<b>20.6%</b>

## 連結貸借対照表（資産の部）

### Consolidated Balance Sheets (Assets)

(単位:百万円 / Million of yen)

資産の部 Assets	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>流動資産</b> Current assets					
現金預金 Cash and deposits	182,134	195,989	195,239	212,808	325,834
受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts	46,182	53,943	50,256	49,031	45,877
有価証券 Short-term investment securities	1,044	439	2,798	1,399	589
棚卸資産 Inventories	753,594	787,354	914,911	997,745	1,095,161
未成工事支出金 Costs on uncompleted construction contracts	10,558	8,647	9,395	10,150	9,414
分譲建物 Buildings for sale	178,220	232,567	301,125	321,682	369,124
分譲土地・未成分譲土地 Land for sale in lots and undeveloped land	553,516	536,397	597,128	658,701	708,994
その他流動資産 Other	96,881	92,797	102,953	95,217	106,477
貸倒引当金 Allowance for doubtful accounts	△ 1,246	△ 1,257	△ 1,225	△ 1,172	△ 1,270
<b>流動資産合計</b> Total current assets	<b>1,078,589</b>	<b>1,129,266</b>	<b>1,264,933</b>	<b>1,355,029</b>	<b>1,572,669</b>
<b>固定資産</b> Noncurrent assets					
有形固定資産 Property, plant and equipment	466,534	543,711	533,175	563,682	552,814
建物及び構築物 Buildings and structures	194,169	214,498	195,590	196,682	189,209
土地 Land	235,023	301,088	311,431	325,073	322,502
その他 Other	37,341	28,124	26,153	41,926	41,101
無形固定資産 Intangible assets	16,546	16,123	14,779	13,345	22,016
投資その他資産 Investments and other assets	207,333	240,307	216,905	252,837	271,512
<b>固定資産合計</b> Total noncurrent assets	<b>690,415</b>	<b>800,143</b>	<b>764,861</b>	<b>829,865</b>	<b>846,343</b>
<b>資産合計</b> Total assets	<b>1,769,005</b>	<b>1,929,409</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>



## 連結貸借対照表（負債・純資産の部）

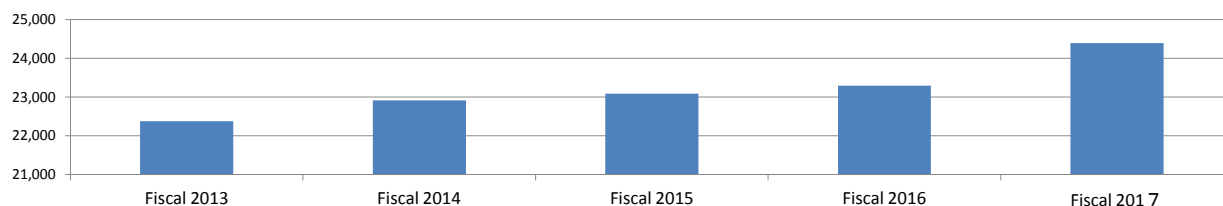
### Consolidated Balance Sheets (Liabilities and net Assets)

(単位:百万円 / Million of yen)

負債の部 Liabilities	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>流動負債</b> Current liabilities					
支払手形・工事未払金 Notes payable, accounts payable for construction contracts	174,726	160,830	166,085	179,038	172,814
未成工事受入金 Advances received on uncompleted construction contracts	116,352	102,324	117,253	129,783	142,690
短期社債 Short-term bonds payable	-	20,000	60,000	35,000	-
短期借入金 Short-term loans payable	38,009	67,975	146,188	150,863	209,707
1年内償還予定の社債 Current portion of bonds	-	70,000	-	40,000	15,000
1年内償還予定の新株予約権付社債 Current portion of bonds with subscription rights to shares	-	-	1,130	-	-
1年内返済予定の長期借入金 Current portion of long-term loans payable	45,587	11,035	97,283	22,373	2,431
未払法人税等 Income taxes payable	31,085	23,390	33,008	34,311	32,200
その他 Other	96,899	106,679	114,425	122,574	132,053
<b>流動負債合計</b> Total current liabilities	<b>502,659</b>	<b>562,235</b>	<b>735,376</b>	<b>713,945</b>	<b>706,898</b>
<b>固定負債</b> Noncurrent liabilities					
社債 Bonds payable	90,000	60,000	90,000	130,000	235,000
新株予約権付社債 Bonds with subscription rights to shares	36,390	12,300	-	-	-
長期借入金 Long-term loans payable	77,391	106,726	27,850	108,355	154,201
その他 Other	121,148	109,082	108,139	114,329	114,791
<b>固定負債合計</b> Total noncurrent liabilities	<b>324,929</b>	<b>288,109</b>	<b>225,990</b>	<b>352,685</b>	<b>503,993</b>
<b>負債合計</b> Total liabilities	<b>827,589</b>	<b>850,345</b>	<b>961,366</b>	<b>1,066,630</b>	<b>1,210,891</b>
<b>純資産の部</b> Net assets					
株主資本 Shareholder's equity	846,843	912,850	936,667	996,565	1,080,167
その他の包括利益累計額 Accumulated other comprehensive income	84,101	155,573	121,028	106,793	114,807
新株予約権 Subscription rights to shares	474	536	622	694	761
非支配株主持分 Non-controlling interests	9,996	10,104	10,108	14,211	12,384
<b>純資産合計</b> Total net assets	<b>941,415</b>	<b>1,079,064</b>	<b>1,068,428</b>	<b>1,118,264</b>	<b>1,208,121</b>
<b>負債・純資産合計</b> Total liabilities and net assets	<b>1,769,005</b>	<b>1,929,409</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>
	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
有利子負債 Interest-bearing liabilities	289,860	351,731	426,013	491,017	622,084
D/Eレシオ(%)=有利子負債/自己資本 Debt/Equity ratio(%)	31.14%	32.92%	40.28%	44.50%	52.06%

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

Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
22,379	22,913	23,089	23,299	24,391



**セグメント別資産**  
**Assets by Segment**

資産 Assets

(単位: 百万円 / Millions of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	83,024	72,170	64,218	59,798	55,616
賃貸住宅事業 Rental housing	43,906	46,738	44,812	48,616	46,371
<b>小計 Subtotal</b>	<b>126,931</b>	<b>118,909</b>	<b>109,031</b>	<b>108,414</b>	<b>101,988</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	12,995	13,168	14,577	14,720	15,517
不動産フィー事業 Real estate management fees	90,425	96,792	95,669	100,125	112,272
<b>小計 Subtotal</b>	<b>103,420</b>	<b>109,961</b>	<b>110,246</b>	<b>114,846</b>	<b>127,790</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	137,124	142,246	164,910	144,109	142,903
マンション事業 Condominiums	131,123	135,612	149,139	158,890	176,859
都市再開発事業 Urban redevelopment	572,730	556,704	556,931	590,984	582,974
<b>小計 Subtotal</b>	<b>840,978</b>	<b>834,562</b>	<b>870,981</b>	<b>893,984</b>	<b>902,738</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	446,166	631,559	721,320	825,507	929,306
<b>その他事業 Other Businesses</b>	13,589	14,285	17,345	18,015	15,084
<b>事務管理部門 Back Office</b>	237,918	220,131	200,869	224,126	342,104
<b>合計 Total</b>	<b>1,769,005</b>	<b>1,929,409</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>

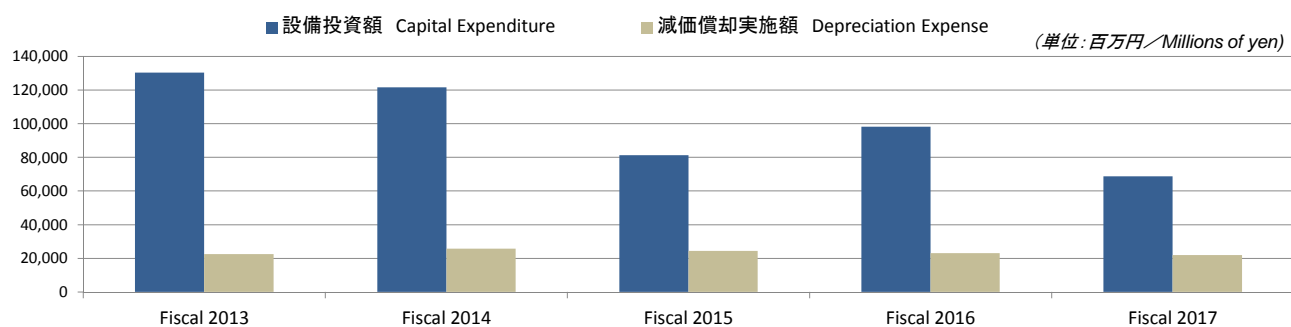
**主なオフィス・商業ビルの概要**  
**Summary of Major Office and Commercial Buildings**

	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>開発物件</b> <b>Properties that Sekisui House developed</b>					
本町ガーデシティ Homomachi Garden City	大阪市 Osaka	オフィス、ホテル等 Office, Hotel, etc	約3,700㎡	約50,000㎡	リート組み入れ Held in Reit portfolio
本町南ガーデシティ Homomachi Minami Garden City	大阪市 Osaka	オフィスビル Office Building	約3,700㎡	約47,000㎡	43.7%*
ガーデシティ品川御殿山 Garden City Shinagawa Gotenyama	東京都品川区 Shinagawa, Tokyo	オフィスビル Office Building	約15,940㎡	約63,900㎡	19.0%*
グランフロント大阪 Grand Front Osaka	大阪市 Osaka	オフィス、マンション等 Office, Condos, etc	約37,900㎡	約483,600㎡	10.0%
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㎡	100.0%
御殿山SHビル Gotenyama SH Building	東京都品川区 Shinagawa, Tokyo	オフィスビル Office Building	約6,850㎡	約20,000㎡	リート組み入れ Held in Reit portfolio
<b>取得物件</b> <b>Properties that Sekisui House aquired</b>					
国際赤坂ビル Kokusai Akasaka Building	東京都 港区 Minato, Tokyo	オフィスビル Office Building	約6,000㎡	約62,700㎡	75.0%
赤坂ガーデシティ Akasaka Garden City	東京都 港区 Minato, Tokyo	オフィスビル Office Building	約6,900㎡	約48,100㎡	66.2%

\*残りの持分は積水ハウス・リート投資法人に組み入れ済

\*Note: Remaining stakes are held in the Sekisui House Reit portfolio.

## 設備投資額・減価償却実施額 Capital Expenditure and Depreciation Expense



### 設備投資額 Capital Expenditure

(単位: 百万円/Millions of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	7,882	3,737	2,628	3,952	3,325
賃貸住宅事業 Rental housing	1,903	709	591	1,996	929
<b>小計 Subtotal</b>	<b>9,786</b>	<b>4,447</b>	<b>3,219</b>	<b>5,949</b>	<b>4,255</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	11	18	12	58	199
不動産フィー事業 Real estate management fees	1,814	558	828	971	1,253
<b>小計 Subtotal</b>	<b>1,825</b>	<b>576</b>	<b>841</b>	<b>1,030</b>	<b>1,452</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	1,341	569	600	901	841
マンション事業 Condominiums	1	2	28	53	2
都市再開発事業 Urban redevelopment	109,108	112,245	72,317	82,598	52,742
<b>小計 Subtotal</b>	<b>110,451</b>	<b>112,818</b>	<b>72,946</b>	<b>83,553</b>	<b>53,586</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>1,561</b>	<b>410</b>	<b>331</b>	<b>4,112</b>	<b>5,473</b>
<b>その他事業 Other Businesses</b>	<b>2,370</b>	<b>156</b>	<b>41</b>	<b>70</b>	<b>63</b>
<b>事務管理部門 Back Office</b>	<b>4,247</b>	<b>3,142</b>	<b>3,878</b>	<b>3,560</b>	<b>3,967</b>
<b>合計 Total</b>	<b>130,243</b>	<b>121,550</b>	<b>81,258</b>	<b>98,277</b>	<b>68,799</b>

### 減価償却実施額 Depreciation Expense

(単位: 百万円/Millions of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	5,704	4,995	4,506	4,319	3,941
賃貸住宅事業 Rental housing	2,213	2,587	2,735	2,866	2,588
<b>小計 Subtotal</b>	<b>7,918</b>	<b>7,583</b>	<b>7,242</b>	<b>7,185</b>	<b>6,530</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	104	113	94	92	112
不動産フィー事業 Real estate management fees	1,424	989	885	908	978
<b>小計 Subtotal</b>	<b>1,529</b>	<b>1,102</b>	<b>980</b>	<b>1,000</b>	<b>1,090</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	1,065	995	1,141	1,063	1,161
マンション事業 Condominiums	89	80	19	23	32
都市再開発事業 Urban redevelopment	8,294	10,958	10,214	9,753	8,907
<b>小計 Subtotal</b>	<b>9,449</b>	<b>12,034</b>	<b>11,375</b>	<b>10,840</b>	<b>10,100</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>1,088</b>	<b>1,514</b>	<b>1,635</b>	<b>672</b>	<b>862</b>
<b>その他事業 Other Businesses</b>	<b>644</b>	<b>1,042</b>	<b>961</b>	<b>912</b>	<b>776</b>
<b>事務管理部門 Back Office</b>	<b>1,952</b>	<b>2,414</b>	<b>2,243</b>	<b>2,512</b>	<b>2,621</b>
<b>合計 Total</b>	<b>22,581</b>	<b>25,692</b>	<b>24,438</b>	<b>23,125</b>	<b>21,983</b>

# 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 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
新規受入 New acceptance	180,377	160,233	207,001	260,684	259,999
当期売上(原価ベース) Sales (Cost base)	106,229	175,320	142,124	191,677	206,361
評価損 Loss on evaluation	3,722	2,031	4,146	7,433	3,344
販売用土地期末残高 Balance at the end of the fiscal year	553,516	536,397	597,128	658,701	708,994

(単位:百万円/Millions of yen)

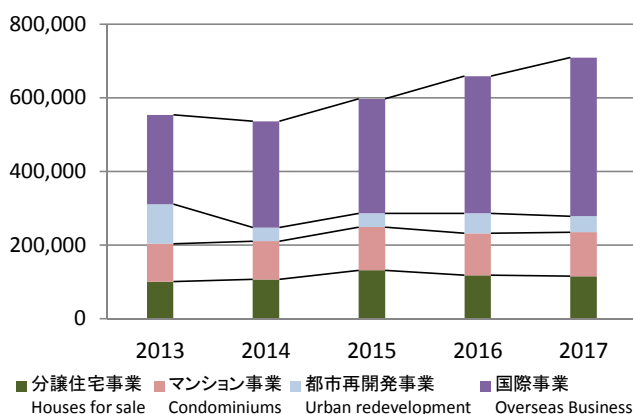
販売用土地(分譲土地・未成分譲土地)用途別内訳 Details of land for sale in lots and undeveloped land for sale by use	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
分譲住宅事業 Houses for sale	100,785	106,798	131,688	118,158	114,538
マンション事業 Condominiums	103,034	104,001	117,287	113,708	119,569
都市再開発事業 Urban redevelopment	107,276	37,032	37,535	54,555	44,463
国際事業 Overseas Business	242,420	288,564	310,616	372,280	430,423
合計 Total	553,516	536,397	597,128	658,701	708,994

(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 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
分譲住宅事業 Houses for sale	12,289	12,728	15,223	7,009	7,631
マンション事業 Condominiums	24,174	24,892	26,229	39,031	49,927
都市再開発事業 Urban redevelopment	48,967	18,485	19,046	18,966	29,003
国際事業 Overseas Business	92,788	176,460	240,626	256,675	282,562
合計 Total	178,220	232,567	301,125	321,682	369,124

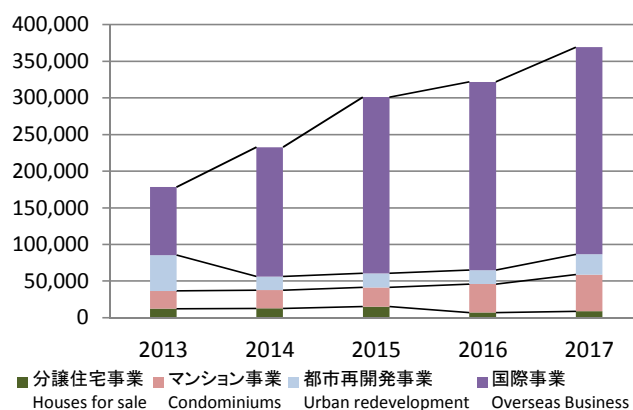
販売用土地(分譲土地・未成分譲土地)用途別内訳

Details of land for sale in lots and undeveloped land for sale by use



分譲建物用途別内訳

Details of buildings for sale by use



# 会社別の概要

## Summary of Subsidiaries and Affiliates

(上段) 当期 Current period

(下段) 前期 Previous period

(単位: 百万円 / Millions of yen)

	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 当期純利益 Net income attributable to owners of parent	総資産 Total assets	純資産 Net assets
積水ハウス Sekisui House	1,169,671	252,769	154,573	98,195	124,643	4,825	16,065	86,359	1,656,052	852,599
	1,180,901	244,980	152,011	92,968	109,430	858	5,227	75,610	1,558,172	804,118
積和不動産(連結) Sekiwa Real Estate (Consolidated)	138,754	20,362	9,185	11,176	11,258	—	249	7,667	85,637	54,924
	134,377	18,845	8,910	9,935	9,984	79	78	6,647	80,983	50,770
積和不動産関東 Sekiwa Real Estate Kanto	104,123	14,806	6,166	8,639	8,699	—	13	6,128	36,575	14,541
	98,615	13,319	6,070	7,249	7,327	1,646	6	6,628	32,527	11,072
積和不動産東北 Sekiwa Real Estate Tohoku	32,826	5,028	2,210	2,817	2,883	—	24	1,992	20,178	11,302
	44,266	5,599	2,177	3,421	3,453	—	0	2,306	19,591	10,240
積和不動産中部(連結) Sekiwa Real Estate Chubu (Consolidated)	122,578	22,216	11,693	10,523	10,539	—	526	6,889	67,363	41,710
	117,007	20,470	11,142	9,328	9,341	—	284	5,929	57,609	36,597
積和不動産関西 Sekiwa Real Estate Kansai	116,407	17,335	7,301	10,033	10,037	—	3	6,989	67,689	46,101
	112,521	18,929	7,107	11,821	11,709	16	8	7,765	72,132	42,210
積和不動産中国 Sekiwa Real Estate Chugoku	39,843	7,552	4,145	3,407	3,426	—	0	2,370	26,481	14,034
	38,161	7,267	4,033	3,233	3,260	—	1	2,181	24,417	12,535
積和不動産九州 Sekiwa Real Estate Kyushu	32,176	5,529	2,313	3,216	3,211	—	13	2,198	11,527	7,025
	32,125	5,227	2,385	2,842	2,846	—	2	1,882	10,182	5,579
小計(積和不動産グループ15社) Subtotal (15 Sekiwa Real Estate Group companies)	598,399	94,897	45,032	49,864	50,159	98	924	34,031	327,258	192,686
	586,782	91,895	43,585	48,309	48,402	1,845	480	33,489	308,068	172,453
積和建設等 18社 18 Sekiwa Construction companies	274,431	20,736	9,085	11,650	11,894	1	125	7,533	102,345	67,593
	279,563	20,840	9,236	11,603	11,995	18	48	7,575	101,848	63,188
積水ハウスリフォーム 3社 3 Sekisui House Remodeling companies	67,895	17,705	13,568	4,137	4,366	—	0	2,790	32,821	20,896
	69,568	17,822	13,393	4,428	4,646	—	5	2,905	30,979	19,267
その他 12社(国内子会社) 12 other Companies (Domestic)	18,091	2,116	3,574	△ 1,458	△ 1,452	13	75	△ 2,133	15,471	9,142
	17,860	4,411	3,313	1,098	1,070	12	210	236	17,601	11,745
その他 208社(海外子会社) 208 other Companies (Overseas)	307,737	59,797	30,256	29,540	25,575	2	1,523	9,767	907,672	489,922
	183,905	43,307	18,391	24,915	23,370	2	1	11,879	790,216	462,851

連結会社全体 Gross	2,436,227	448,023	256,092	191,931	215,186	4,942	18,714	138,349	3,041,621	1,632,841
	2,318,581	423,257	239,932	183,324	198,915	2,736	5,974	131,695	2,806,887	1,533,625
連結消去 Eliminations and others	△ 276,863	△ 2,941	△ 6,550	3,609	△ 11,507	5,535	△ 545	△ 5,124	△ 622,608	△ 424,720
	△ 291,649	△ 4,959	△ 5,800	840	△ 7,925	△ 2,736	△ 284	△ 9,842	△ 621,992	△ 415,360
連結決算 Consolidated	2,159,363	445,082	249,541	195,540	203,678	10,478	18,168	133,224	2,419,012	1,208,121
	2,026,931	418,297	234,132	184,164	190,989	—	5,690	121,853	2,184,895	1,118,264

連単倍率 Consolidated / Non-Consolidated	1.85	1.76	1.61	1.99	1.63	2.17	1.13	1.54	1.46	1.42
	1.72	1.71	1.54	1.98	1.75	—	1.09	1.61	1.40	1.39

# 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 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>国際事業</b>					
<b>Overseas Business</b>					
売上高 Net sales	853	798	895	1,821	3,067
営業利益 Operating income	85	44	△ 56	251	297
経常利益 Ordinary income	97	100	△ 3	274	287
投資残高 Investment balance	3,789	5,260	6,037	6,940	7,829
受注高 Orders	825	945	1,470	1,588	3,164
<b>オーストラリア</b>					
<b>Australia</b>					
売上高 Net sales	599	546	330	452	615
営業利益 Operating income	29	28	33	69	99
経常利益 Ordinary income	34	31	28	67	100
投資残高 Investment balance	902	869	896	1,590	1,576
受注高 Orders	505	603	742	123	452
<b>アメリカ</b>					
<b>USA</b>					
売上高 Net sales	253	252	506	951	2,071
営業利益 Operating income	89	58	107	187	183
経常利益 Ordinary income	92	62	109	182	164
投資残高 Investment balance	817	1,404	2,153	2,736	4,003
受注高 Orders	311	302	627	1,027	2,348
<b>中国</b>					
<b>China</b>					
売上高 Net sales	—	—	57	416	379
営業利益 Operating income	△ 22	△ 33	△ 186	5	24
経常利益 Ordinary income	△ 38	△ 33	△ 182	3	25
投資残高 Investment balance	1,753	2,536	2,564	2,185	1,929
受注高 Orders	9	39	100	437	363
<b>シンガポール ※持分法</b>					
<b>Singapore ※Accounted for by the equity method</b>					
経常利益 Ordinary income	20	49	51	30	7
投資残高 Investment balance	315	449	423	427	319

# 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)		13,901 戸 Units	5,673 戸 Units	5,231 戸 Units
ウエントワースポイント (シドニー) Wentworth Point (Sydney)	2011.11-	2,151 戸 Units	2,151 戸 Units	2,138 戸 Units
セントラルパーク (シドニー) Central Park (Sydney)	2013.06-	1,919 戸 Units	1,919 戸 Units	1,865 戸 Units
ロイヤルショアーズ (シドニー) Royal Shores (Sydney)	2016.06-	632 戸 Units	632 戸 Units	632 戸 Units
ジュエル (シドニー) Jewel (Sydney)	2017.07-	249 戸 Units	249 戸 Units	220 戸 Units
宅地開発事業 計3プロジェクト Housing land development (total 3 projects)		6,120 区画 Lots	1,709 区画 Lots	1,486 区画 Lots
ヘリミテージ (シドニー) The Hermitage (Sydney)	-	1,820 区画 Lots	1,019 区画 Lots	969 区画 Lots
エコ リプリー (ブリスベン) Ecco Ripley (Brisbane)	-	2,800 区画 Lots	574 区画 Lots	463 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
コミュニティ型 計37プロジェクト Community type (total 37 projects)	71,516 区画 Lots	21,323 区画 Lots
中央部 Central	21,826 区画 Lots	10,679 区画 Lots
東部 East	27,964 区画 Lots	8,004 区画 Lots
北西部 North West	9,692 区画 Lots	2,126 区画 Lots
マルチファミリー型 計28プロジェクト Multi-family type (Rental residence development) (total 28 projects)	完了プロジェクト Completed Projects	7 PJ PJs
住宅販売事業 (ウッドサイドホームズ社) Homebuilding (Woodside Homes Company, LLC)	2017年度売上戸数 Sales in Fiscal 2017	1,940 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5プロジェクト Condominiums + town house (total 5 projects)		5,530 戸 Units	2,354 戸 Units	1,552 戸 Units
江蘇省蘇州市 Suzhou Jiangsu	2016.03-	3,234 戸 Units	1,245 戸 Units	705 戸 Units
江蘇省蘇州市 太倉 Taicang Jiangsu	2015.08-	511 戸 Units	511 戸 Units	502 戸 Units
江蘇省無錫市 Wuxi Jiangsu	2015.12-	744 戸 Units	332 戸 Units	153 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7プロジェクト Total 7 projects		4,547 戸 Units	4,115 戸 Units	3,939 戸 Units
エコ (ベドック) eCO (Bedok)	2017.02	750 戸 Units	750 戸 Units	750 戸 Units
リバーツリーズレジデンス (ファーンベールクローズ) Rivertrees Residences (Fernvale Close)	2017.05	496 戸 Units	496 戸 Units	496 戸 Units
ウッズスクエア (ウッドランズ) Woods Square (Woodlands)	2020.09	414 戸 Units	180 戸 Units	93 戸 Units
シーサイドレジデンス (シグラップ) Seaside Residences (Siglap)	2020.1Q	845 戸 Units	647 戸 Units	565 戸 Units

受注高の状況（個別）

The State of Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2013		Fiscal 2014		Fiscal 2015		Fiscal 2016		Fiscal 2017	
	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	9,579	358,359	6,444	256,918	6,149	247,971	6,004	249,457	5,537	230,198
シャードッド戸建 Wood frame	4,340	154,942	3,325	122,050	3,353	126,078	3,184	121,591	3,033	119,902
小計 Subtotal	13,919	513,302	9,769	378,968	9,502	374,050	9,188	371,048	8,570	350,101
<b>賃貸住宅事業</b> Built-to-Order Rental Housing										
シャーマゾン Low-rise apartments	5,499	375,074	4,882	371,260	4,900	403,017	4,485	414,421	4,068	395,218
RC請負 RC contracts	185	63,380	90	47,725	150	54,678	148	45,753	160	71,995
小計 Subtotal	5,684	438,455	4,972	418,986	5,050	457,695	4,633	460,174	4,228	467,214
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	1,671	50,855	1,249	42,401	1,428	45,718	1,432	48,641	1,349	51,223
シャードッド戸建 Wood frame	670	20,281	624	19,525	663	22,137	882	27,359	861	28,436
土地 Land	-	41,921	-	37,531	-	44,698	-	51,372	-	51,426
小計 Subtotal	2,341	113,058	1,873	99,457	2,091	112,554	2,314	127,373	2,210	131,086
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	38,593	-	30,273	-	44,733	-	48,372	-	65,650
分譲マンション土地 Land	-	33,344	-	28,322	-	25,181	-	32,357	-	38,523
小計 Subtotal	-	71,938	-	58,595	-	69,915	-	80,729	-	104,173
<b>都市再開発事業</b> Urban Redevelopment	-	34,048	-	156,693	-	75,088	-	98,362	-	88,419
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	89,340	-	74,058	-	71,424	-	69,976	-	67,893
その他 Other	-	16,514	-	14,961	-	15,193	-	16,616	-	17,629
小計 Subtotal	-	105,854	-	89,019	-	86,617	-	86,593	-	85,522
<b>合計 Total</b>	<b>21,944</b>	<b>1,276,658</b>	<b>16,614</b>	<b>1,201,720</b>	<b>16,643</b>	<b>1,175,922</b>	<b>16,135</b>	<b>1,224,283</b>	<b>15,008</b>	<b>1,226,517</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 2013		Fiscal 2014		Fiscal 2015		Fiscal 2016		Fiscal 2017	
	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	5,232	170,881	3,880	146,757	3,575	136,809	3,578	141,176	3,310	131,875
シャードッド戸建 Wood frame	2,555	77,823	1,940	64,286	1,951	66,312	1,772	61,524	1,771	62,044
小計 Subtotal	7,787	248,705	5,820	211,044	5,526	203,121	5,350	202,700	5,081	193,919
<b>賃貸住宅事業</b> Built-to-Order Rental Housing										
シャーマゾン Low-rise apartments	4,087	241,863	3,603	254,955	3,755	287,609	3,482	297,469	3,317	291,062
RC請負 RC contracts	395	80,585	367	82,334	419	94,575	469	98,130	523	116,615
小計 Subtotal	4,482	322,448	3,970	337,289	4,174	382,184	3,951	395,600	3,840	407,677
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	662	17,182	510	16,783	486	13,440	650	19,235	593	18,897
シャードッド戸建 Wood frame	306	7,455	256	6,805	269	7,534	428	10,806	327	9,528
土地 Land	-	7,464	-	10,464	-	7,244	-	11,479	-	9,908
小計 Subtotal	968	32,103	766	34,053	755	28,220	1,078	41,521	920	38,334
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	32,610	-	30,922	-	38,977	-	52,841	-	72,049
分譲マンション土地 Land	-	28,215	-	35,455	-	23,247	-	29,934	-	42,244
小計 Subtotal	-	60,825	-	66,377	-	62,224	-	82,775	-	114,293
<b>都市再開発事業</b> Urban Redevelopment	-	2,230	-	-	-	-	-	-	-	-
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	55,176	-	46,778	-	46,858	-	43,128	-	43,204
その他 Other	-	1,226	-	757	-	982	-	1,247	-	1,088
小計 Subtotal	-	56,403	-	47,535	-	47,840	-	44,376	-	44,293
<b>合計 Total</b>	<b>13,237</b>	<b>722,715</b>	<b>10,556</b>	<b>696,300</b>	<b>10,455</b>	<b>723,591</b>	<b>10,379</b>	<b>766,972</b>	<b>9,841</b>	<b>823,818</b>



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

(単位:百万円/Millions of yen)

	Fiscal 2013			Fiscal 2014			Fiscal 2015			Fiscal 2016			Fiscal 2017		
	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	9,694	10,656	355,422	7,796	9,111	281,042	6,454	7,877	257,920	6,001	7,144	245,091	5,805	6,995	239,499
シャワーウッド戸建 Wood frame	4,278	4,393	152,191	3,940	3,993	135,587	3,342	3,371	124,053	3,363	3,394	126,379	3,034	3,062	119,382
小計 Subtotal	13,972	15,049	507,613	11,736	13,104	416,629	9,796	11,248	381,973	9,364	10,538	371,470	8,839	10,057	358,882
<b>賃貸住宅事業</b> Built-to-Order Rental Housing															
シャーマゾン Low-rise apartments	4,862	27,757	316,970	5,366	32,247	358,167	4,748	30,172	370,363	4,758	32,669	404,561	4,233	30,491	401,625
RC請負 RC contracts	112	2,657	45,701	118	2,462	45,976	98	2,459	42,437	98	2,047	42,197	106	2,446	53,511
小計 Subtotal	4,974	30,414	362,671	5,484	34,709	404,144	4,846	32,631	412,800	4,856	34,716	446,758	4,339	32,937	455,136
<b>分譲住宅事業</b> Houses for Sale															
鉄骨戸建 Steel frame	1,691	1,695	49,922	1,401	1,488	42,800	1,452	1,714	49,061	1,268	1,309	42,847	1,406	1,661	51,561
シャワーウッド戸建 Wood frame	672	673	19,950	674	674	20,175	650	650	21,408	723	723	24,087	962	990	29,714
土地 Land	-	-	43,787	-	-	34,531	-	-	47,918	-	-	47,137	-	-	52,996
小計 Subtotal	2,363	2,368	113,659	2,075	2,162	97,507	2,102	2,364	118,387	1,991	2,032	114,072	2,368	2,651	134,272
<b>分譲マンション事業</b> Condominiums															
分譲マンション建物 Condominiums	13	1,921	34,198	26	1,250	31,961	18	2,002	36,678	28	1,102	34,508	17	1,085	46,442
分譲マンション土地 Land	-	-	23,602	-	-	21,083	-	-	37,389	-	-	25,670	-	-	26,212
小計 Subtotal	13	1,921	57,801	26	1,250	53,044	18	2,002	74,068	28	1,102	60,178	17	1,085	72,655
<b>都市再開発事業</b> Urban Redevelopment	-	-	31,818	-	-	158,923	-	-	75,088	-	-	98,362	-	-	63,119
<b>その他</b> Other Businesses															
エクステリア Exteriors	-	-	66,141	-	-	82,455	-	-	71,344	-	-	73,706	-	-	67,817
その他 Other	-	-	16,095	-	-	15,430	-	-	14,968	-	-	16,351	-	-	17,787
小計 Subtotal	-	-	82,236	-	-	97,886	-	-	86,312	-	-	90,058	-	-	85,605
<b>合計 Total</b>	<b>21,322</b>	<b>49,752</b>	<b>1,155,802</b>	<b>19,321</b>	<b>51,225</b>	<b>1,228,135</b>	<b>16,762</b>	<b>48,245</b>	<b>1,148,631</b>	<b>16,239</b>	<b>48,388</b>	<b>1,180,901</b>	<b>15,563</b>	<b>46,730</b>	<b>1,169,671</b>

当社住宅の傾向

Trend in Housing Constructed by Sekisui House

(単位:千円/Thousands of yen)

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
<b>請負住宅*</b> Built-to-order detached Houses					
1棟当たり売上金額 Sales per detached house	34,503	35,659	37,002	37,292	38,074
1棟当たり面積 Floor area per detached house	141.09 m <sup>2</sup>	140.25 m <sup>2</sup>	140.43 m <sup>2</sup>	138.63 m <sup>2</sup>	137.94 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3㎡ of detached house	808	840	870	889	912
<b>分譲住宅(建売)建物部分*</b> Built for sale houses without land					
1棟当たり売上金額 Sales per built for sale house	27,878	28,496	30,845	31,805	30,887
1棟当たり面積 Floor area per built for sale house	122.77 m <sup>2</sup>	120.73 m <sup>2</sup>	121.20 m <sup>2</sup>	118.19 m <sup>2</sup>	117.22 m <sup>2</sup>
<b>賃貸住宅</b> Built-to-order low-rise apartments					
1棟当たり売上金額 Sales per building	61,284	68,549	76,771	83,612	93,959
1棟当たり面積 Floor area per building	324.95 m <sup>2</sup>	346.64 m <sup>2</sup>	366.10 m <sup>2</sup>	385.19 m <sup>2</sup>	418.35 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3㎡ of rental housing	623	653	693	717	742
<b>土地</b> Land					
1区画当たり売上金額 Sales per land	16,360	16,403	18,083	18,376	18,821
1区画当たり面積 Area per land	205.29 m <sup>2</sup>	205.86 m <sup>2</sup>	203.27 m <sup>2</sup>	197.92 m <sup>2</sup>	209.06 m <sup>2</sup>

\*戸建住宅は、鉄骨・シャワ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 2013		Fiscal 2014		Fiscal 2015		Fiscal 2016		Fiscal 2017	
	13.02-13.07	13.08-14.01	14.02-14.07	14.08-15.01	15.02-15.07	15.08-16.01	16.02-16.07	16.08-17.02	17.02-17.07	17.08-18.02
自己資金比率 Buyers own funds as against total amount	40.7%	42.4%	37.5%	38.2%	36.1%	35.8%	31.1%	32.3%	30.0%	31.1%
建替比率 Percentage of re-builders	35.6%	34.1%	32.2%	33.8%	28.8%	30.2%	30.1%	29.1%	28.4%	30.6%
二世帯住宅 Percentage of two-generation duplex	21.1%	22.0%	18.6%	20.4%	18.7%	17.1%	17.4%	17.1%	16.4%	17.5%
紹介比率（戸建のみ） Percentage of referral orders (Detached Houses)	23.5%	27.2%	27.7%	29.8%	26.7%	22.2%	21.2%	19.7%	18.2%	17.5%
紹介比率（集合住宅含む） Percentage of referral orders (Include Apartment)	37.5%	38.8%	42.4%	45.4%	42.7%	40.8%	38.1%	37.3%	36.1%	34.5%
展示場比率 Percentage of buyers who decided to buy on tour to display home	70.0%	65.3%	64.3%	62.8%	66.1%	71.9%	74.6%	75.8%	77.9%	79.5%
坪単価（千円） Unit price per 3.3㎡ (Thousands of yen)	786	807	819	833	844	851	868	875	890	888
給与所得者割合 Percentage of company employees	55.4%	53.3%	53.9%	53.2%	55.3%	54.1%	55.3%	53.6%	56.0%	54.7%

**営業拠点数**  
**Number of Sales Offices**

積水ハウス Sekisui House, Ltd					
	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
支店 Branch	125	123	123	122	123
カスタマーズセンター Customers Center	30	29	29	29	29
展示場 Display Home	428	420	409	395	386

積水ハウスリフォーム3社 3 Sekisui House Remodeling companies					
	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
営業所 Branch	40	41	41	41	41

**積和不動産借り上げ入居率・管理室数**  
**Trend in Sekiwa Real Estate Block Leasing Operation**

シャーマゾン入居率 Occupancy ratio of Sha Maison properties					
	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
	96.2%	96.4%	96.5%	96.5%	96.7%

管理室数 Units under management					
	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
	526,276	545,757	565,471	584,096	601,582

**設備投資額等（個別）**  
**Capital Expenditure (Non-Consolidated)**

（単位：百万円／Millions of yen）

	Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017
工場関係 Factories	6,665	1,136	1,585	4,294	1,722
賃貸物件 Real estate for rent	93,143	100,848	54,652	66,260	31,686
その他 Others	11,086	6,783	6,152	6,032	7,115
設備投資合計 Total	110,895	108,768	62,390	76,587	40,525
研究開発費 R & D expenditure	4,478	4,694	4,738	4,983	5,181
減価償却実施額 Depreciation expense	17,155	19,788	18,547	17,807	16,323

# 株式分布状況表

## The State of Share Distribution

	平成30年1月期末(2018年1月31日) As of January 31, 2018			平成30年1月期 第2四半期末(2017年7月31日) As of July 31, 2017			平成29年1月期末(2017年1月31日) As of January 31, 2017		
	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	234	282,279,206	40.87	229	275,621,797	39.91	220	272,696,256	38.43
銀行 Banks	61	37,194,033	5.38	62	37,507,433	5.43	60	37,601,433	5.30
信託銀行 Trust Banks	28	185,508,932	26.86	29	181,265,123	26.25	32	179,358,082	25.27
生命保険会社 Life insurance companies	30	33,601,385	4.86	30	33,376,485	4.83	29	32,815,485	4.63
損害保険会社 Nonlife insurance companies	7	11,017,432	1.60	7	11,294,432	1.64	6	10,934,432	1.54
その他金融機関 Other financial institutions	108	14,957,424	2.17	101	12,178,324	1.76	93	11,986,824	1.69
金融商品取引業者 Securities companies	39	44,370,906	6.42	43	38,916,049	5.63	47	37,752,326	5.32
外国人 Foreigners	810	190,004,331	27.51	829	208,640,440	30.21	785	210,026,295	29.59
法人 Companies	751	189,945,468	27.50	771	208,576,689	30.20	734	209,970,179	29.59
個人 Individuals	59	58,863	0.01	58	63,751	0.01	51	56,116	0.01
その他法人 Other companies	1,050	75,950,192	11.00	967	77,317,041	11.19	947	82,971,733	11.69
個人・その他 Individuals and others	84,350	97,675,590	14.14	71,574	89,769,671	13.00	68,060	86,807,431	12.23
自己名義株式 Treasury stock	1	403,241	0.06	1	418,468	0.06	1	19,429,425	2.74
合計 Total	86,484	690,683,466	100.00	73,643	690,683,466	100.00	70,060	709,683,466	100.00

議決権を有する株主  
総議決権数  
期中平均株式数(個別)  
期中平均株式数(連結)  
期末発行済株式数(個別)  
期末発行済株式数(連結)

Total number of shareholders with voting rights  
Total number of voting rights  
Average total number of shares issued during the term(non-consolidated)  
Average total number of shares issued during the term(consolidated)  
Total number of shares issued (non-consolidated)  
Total number of shares issued (consolidated)

81,042 名 Shareholders  
6,891,375 個 Rights  
690,264,801 株 Shares ※  
690,082,560 株 Shares ※  
690,280,225 株 Shares ※  
690,097,217 株 Shares ※

※自己株式数を除く Excluding treasury stock

(1人当たり平均所有株式数)Average number of shares per shareholder  
平成30年1月期末 (Jan.31, 2018) 7,986 株 Shares  
平成30年1月期第2四半期末 (July 31, 2017) 9,379 株 Shares  
平成29年1月期末 (Jan.31, 2017) 10,130 株 Shares

平成30年1月期に行った自己株式の買入れ  
9,912 株 Shares  
(Repurchase of shares during the term) (取得総額 19百万円)  
(Total of 19 million yen)