

# Financial Factbook

## *Profile of Sekisui House, Ltd.*

***Second Quarter of Fiscal 2019***  
***- February 1, 2019 to July 31, 2019 -***

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※ 2019年度第1四半期の期首から「『税効果会計に係る会計基準』の一部改正」等を適用したことに伴い、2018年度は適用後の金額を表示しております。

In accordance with the adoption of the "Partial Amendments to Accounting Standard for Tax Effect Accounting" etc., from the beginning of FY2019 1Q, the amounts for FY2018 showed above are also reflected.

※ 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 fiscal 2017, 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)

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	*2019 (forecast)
持家 Owner-occupied houses	286,993	308,517	304,822	316,532	352,841	278,221	284,441	291,783	282,111	287,710	280,000
分譲住宅 Built for sale houses	163,590	212,083	239,086	249,660	259,148	236,042	246,586	249,286	248,495	267,175	252,000
マンション Condominiums	67,382	97,757	120,092	124,027	123,818	110,215	118,432	112,354	108,278	119,683	
戸建 Detached houses	95,294	113,427	117,979	124,536	133,906	124,221	126,235	134,700	137,849	144,905	
貸家 Rented houses	311,463	291,840	289,762	320,891	369,993	358,340	383,678	427,275	410,355	390,093	383,000
給与住宅 Corporate houses	13,231	6,580	7,576	5,919	5,272	7,867	5,832	5,793	5,435	7,958	5,000
合計 Total	775,277	819,020	841,246	893,002	987,254	880,470	920,537	974,137	946,396	952,936	920,000

\*予想については、住団連の「令和元年7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 July 2019" of the Japan Federation of Housing Organization.

暦年ベース / Calendar year

(単位:戸 / Units)

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	*2019 (forecast)
持家 Owner-occupied houses	284,631	305,221	305,626	311,589	354,772	285,270	283,366	292,287	284,283	283,235	280,000
分譲住宅 Built for sale houses	168,837	201,888	234,571	246,810	263,931	237,428	241,201	250,532	255,191	255,263	252,000
マンション Condominiums	76,678	90,597	116,755	123,203	127,599	110,475	115,652	114,570	114,830	110,510	
戸建 Detached houses	91,254	110,358	116,798	122,590	134,888	125,421	123,624	133,739	138,189	142,393	
貸家 Rented houses	321,469	298,014	285,832	318,521	356,263	362,191	378,718	418,543	419,397	396,404	383,000
給与住宅 Corporate houses	13,473	8,003	8,088	5,877	5,059	7,372	6,014	5,875	5,770	7,468	5,000
合計 Total	788,410	813,126	834,117	882,797	980,025	892,261	909,299	967,237	964,641	942,370	920,000

当社 Sekisui House, Ltd. (Feb.-Jan.)

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	*2019 (forecast)
戸建住宅(請負) Custom detached houses	12,018	13,079	14,712	13,945	15,049	13,104	11,248	11,105	10,617	9,822	11,000
分譲住宅 Built for sale houses	3,766	2,942	2,479	2,246	2,368	2,162	2,364	2,071	2,677	2,336	2,600
賃貸住宅 Rental housing	25,474	25,287	27,177	27,869	30,414	34,709	32,631	35,156	32,937	30,078	31,000
マンション(分譲) Condominiums	1,254	2,009	932	1,038	1,921	1,250	2,002	1,231	1,184	1,499	1,700
合計 Total	42,512	43,317	45,300	45,098	49,752	51,225	48,245	49,563	47,415	43,735	46,300
当社シェア Sekisui's market share in Japan	5.5%	5.3%	5.4%	5.1%	5.1%	5.7%	5.3%	5.1%	4.9%	4.6%	5.0%
累積建築戸数 Total number of houses built	2,001,722	2,045,039	2,090,339	2,135,437	2,185,189	2,236,414	2,284,659	2,334,222	2,381,637	2,425,372	

\*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 fiscal 2016, 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

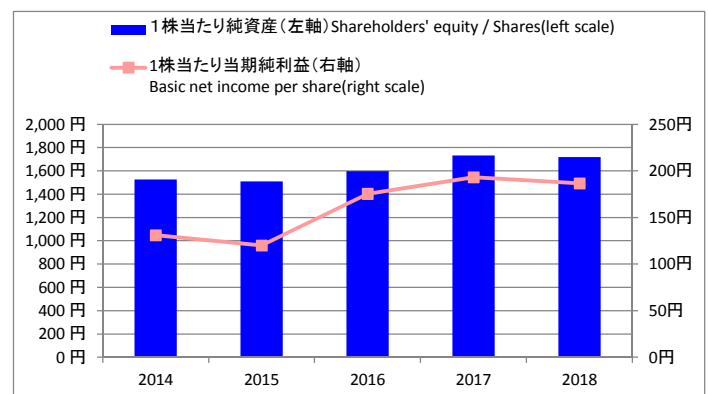
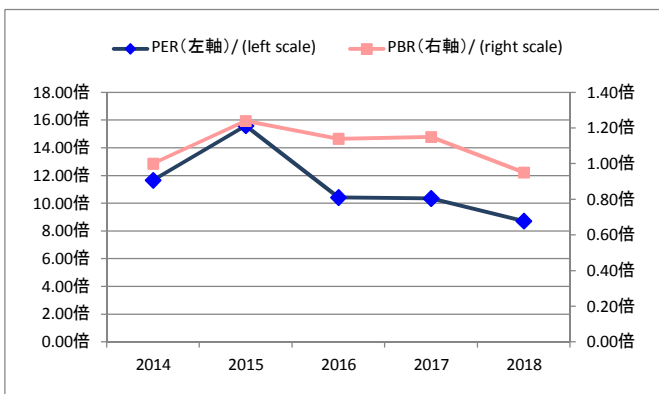
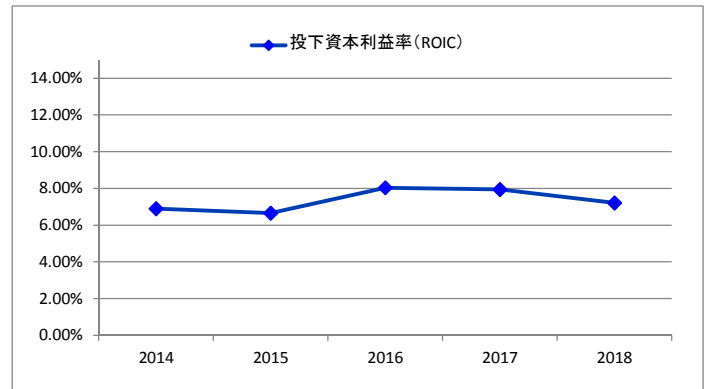
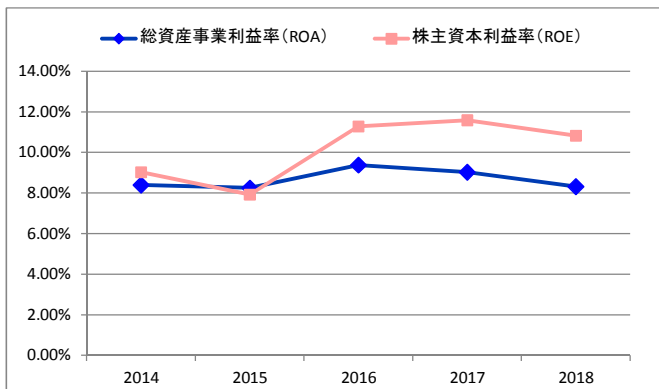
Consolidated Statements of Income

(単位:百万円/Millions of yen)

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
売上高 Net sales	1,912,721	1,858,879	2,026,931	2,159,363	2,160,316	1,002,621	1,207,835	2,367,000
売上総利益(率) Gross profit (rate)	368,446 (19.3%)	373,867 (20.1%)	418,297 (20.6%)	445,082 (20.6%)	444,596 (20.6%)	204,346 (20.4%)	245,434 (20.3%)	475,000 (20.1%)
販売費及び一般管理費 Selling, general and administrative expenses	221,851	224,222	234,132	249,541	255,373	125,697	132,393	270,000
営業利益(率) Operating income (rate)	146,595 (7.7%)	149,645 (8.1%)	184,164 (9.1%)	195,540 (9.1%)	189,223 (8.8%)	78,649 (7.8%)	113,041 (9.4%)	205,000 (8.7%)
受取利息・配当金 Interest income and dividends income	3,443	4,147	3,556	4,037	4,027	2,124	2,217	
持分法による投資利益 Equity in earnings of affiliates	5,307	9,427	10,022	8,183	7,750	4,327	5,773	
営業外収益合計 Total non-operating income	14,787	16,828	16,350	16,068	15,046	7,694	9,339	13,600
支払利息 Interest expenses	1,107	1,030	2,326	3,733	4,722	2,179	2,942	
営業外費用合計 Total non-operating expenses	4,957	5,883	9,526	7,929	9,078	3,745	5,826	10,600
経常利益(率) Ordinary income (rate)	156,426 (8.2%)	160,589 (8.6%)	190,989 (9.4%)	203,678 (9.4%)	195,190 (9.0%)	82,598 (8.2%)	116,554 (9.6%)	208,000 (8.8%)
特別利益 Extraordinary income	6,154	8,995	-	10,478	3,275	181	-	2,000
特別損失 Extraordinary loss	10,373	18,731	5,690	18,168	11,074	772	833	2,000
税金等調整前四半期(当期)純利益 Profit before income taxes	152,207	150,853	185,299	195,988	187,392	82,007	115,720	208,000
法人税等 Income taxes	59,889	64,666	58,402	56,796	57,774	24,270	32,952	62,500
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)	90,224 (4.7%)	84,302 (4.5%)	121,853 (6.0%)	133,224 (6.2%)	128,582 (6.0%)	57,847 (5.8%)	77,444 (6.4%)	139,000 (5.9%)

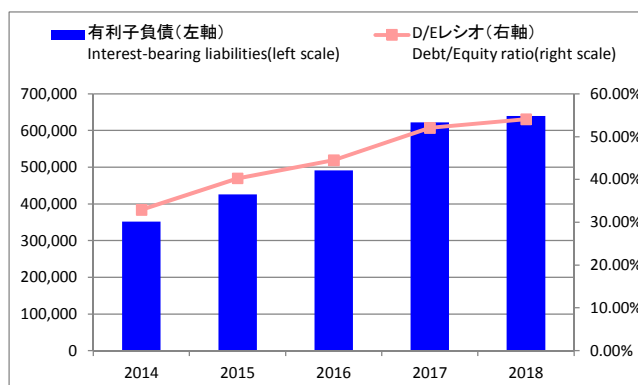
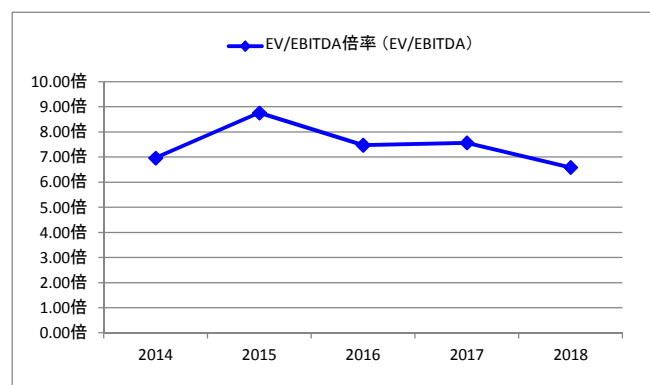
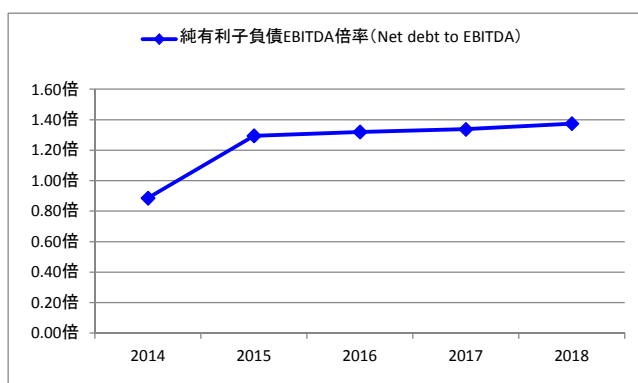
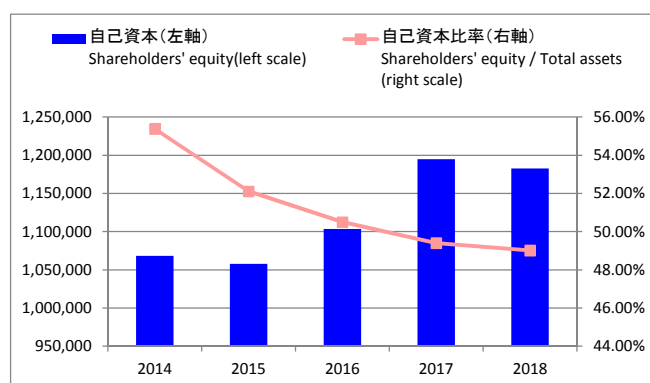
## 連結経営指標推移 Consolidated Financial Analysis

指 標	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>株主資本利益率(ROE)</b> Net income / Shareholders' equity	9.03%	7.93%	11.28%	11.59%	10.82%	9.68%	12.90%	11.30%
<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	8.40%	8.25%	9.38%	9.03%	8.32%	7.14%	10.00%	8.60%
<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)	6.91%	6.66%	8.04%	7.94%	7.21%	5.96%	8.61%	7.61%
<b>総資産回転率</b> Sales / Total assets (times)	1.03 回	0.94 回	0.96 回	0.94 回	0.89 回	0.84 回	1.00 回	0.94 回
<b>1株当たり四半期(当期)純利益(円)</b> Earnings per share (EPS)	130.91円	120.16円	175.48円	193.06円	186.53円	83.82円	112.53円	201.99円
<b>1株当たり配当金(円)</b> Dividend per share	50.00円	54.00円	64.00円	77.00円	79.00円	39.00円	40.00円	81.00円
<b>配当性向(%)</b> Dividend payout ratio	38.19%	44.94%	36.47%	39.88%	42.35%	46.53%	35.55%	40.10%
<b>1株当たり純資産(円)</b> Book value per share (BPS)	1,527.52円	1,508.81円	1,598.90円	1,731.60円	1,718.82円	1,733.06円	1,770.76円	1,841.34円
<b>株価収益率(PER)</b> Stock price at the end of year / Net income per share (times)	11.66倍	15.60倍	10.42倍	10.35倍	8.72倍	11.34倍	8.16倍	
<b>株価純資産倍率(PBR)</b> Stock price at the end of year / Shareholders' Equity per share (times)	1.00倍	1.24倍	1.14倍	1.15倍	0.95倍	1.10倍	1.04倍	



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

指標	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q
<b>総資産(百万円)</b> Total assets ( ¥ Million)	1,929,409	2,029,794	2,184,895	2,419,012	2,413,035	2,349,684	2,428,996
<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>	1,068,423	1,057,696	1,103,359	1,194,975	1,182,808	1,195,990	1,219,028
<b>自己資本比率</b> Equity capital ratio	55.38%	52.11%	50.50%	49.40%	49.02%	50.90%	50.19%
<b>有利子負債(百万円)</b> Interest-bearing debt ( ¥ Million)	351,731	426,013	491,017	622,084	639,510	643,568	608,334
<b>D/Eレシオ(%)=有利子負債/自己資本</b> Debt/Equity ratio(%)	32.92%	40.28%	44.50%	52.06%	54.07%	53.81%	49.90%
<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>	0.89倍	1.29倍	1.32倍	1.34倍	1.37倍	2.24倍	0.55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>	6.96倍	8.76倍	7.47倍	7.57倍	6.59倍	9.40倍	5.57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)	117,358	45,884	115,820	165,355	125,088	△ 62,294	233,186
<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)	△ 128,529	△ 76,166	△ 107,397	△ 76,150	△ 70,184	△ 29,654	△ 43,456
<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)	19,611	32,084	5,511	30,154	△ 31,030	4,020	△ 57,392



## 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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	427,044	393,786	383,129	371,171	357,944	168,403	201,777	390,000
賃貸住宅事業 Rental housing	398,483	400,601	440,312	442,845	416,062	203,763	196,362	438,000
<b>小計 Subtotal</b>	<b>825,527</b>	<b>794,388</b>	<b>823,442</b>	<b>814,017</b>	<b>774,006</b>	<b>372,166</b>	<b>398,140</b>	<b>828,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	134,166	134,458	133,498	136,843	141,416	71,399	77,518	152,000
不動産フィー事業 Real estate management fees	428,227	448,751	469,132	489,891	514,035	256,247	266,173	539,000
<b>小計 Subtotal</b>	<b>562,393</b>	<b>583,210</b>	<b>602,631</b>	<b>626,735</b>	<b>655,452</b>	<b>327,646</b>	<b>343,692</b>	<b>691,000</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	118,730	137,484	142,014	155,481	148,880	73,959	83,663	162,000
マンション事業 Condominiums	56,699	81,470	66,125	77,497	89,581	50,320	35,429	90,000
都市再開発事業 Urban redevelopment	178,344	93,038	130,491	103,777	173,391	59,120	99,070	126,000
<b>小計 Subtotal</b>	<b>353,774</b>	<b>311,993</b>	<b>338,631</b>	<b>336,756</b>	<b>411,853</b>	<b>183,400</b>	<b>218,164</b>	<b>378,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>79,835</b>	<b>89,522</b>	<b>182,127</b>	<b>306,716</b>	<b>245,953</b>	<b>82,057</b>	<b>208,912</b>	<b>331,600</b>
<b>その他事業 Other Businesses</b>	<b>91,190</b>	<b>79,764</b>	<b>80,099</b>	<b>75,137</b>	<b>73,050</b>	<b>37,350</b>	<b>38,925</b>	<b>138,400</b>
<b>合計 Total</b>	<b>1,912,721</b>	<b>1,858,879</b>	<b>2,026,931</b>	<b>2,159,363</b>	<b>2,160,316</b>	<b>1,002,621</b>	<b>1,207,835</b>	<b>2,367,000</b>

### 受注高 / Orders

(単位:百万円 / Millions of yen)

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	388,648	387,533	382,062	362,672	386,792	190,435	192,898	415,000
賃貸住宅事業 Rental housing	408,525	434,574	461,722	463,200	424,709	210,282	228,548	443,000
<b>小計 Subtotal</b>	<b>797,174</b>	<b>822,107</b>	<b>843,784</b>	<b>825,873</b>	<b>811,501</b>	<b>400,718</b>	<b>421,447</b>	<b>858,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	125,647	134,114	134,564	137,835	148,417	74,351	80,279	154,000
不動産フィー事業 Real estate management fees	428,227	448,751	469,132	489,891	514,035	256,247	266,173	539,000
<b>小計 Subtotal</b>	<b>553,874</b>	<b>582,865</b>	<b>603,697</b>	<b>627,726</b>	<b>662,453</b>	<b>330,598</b>	<b>346,452</b>	<b>693,000</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	122,260	132,682	151,887	153,674	156,208	80,952	80,474	162,000
マンション事業 Condominiums	65,771	77,756	86,474	112,532	85,904	47,198	35,802	90,000
都市再開発事業 Urban redevelopment	176,114	93,038	130,491	132,532	146,525	44,889	109,791	126,000
<b>小計 Subtotal</b>	<b>364,146</b>	<b>303,476</b>	<b>368,853</b>	<b>398,739</b>	<b>388,637</b>	<b>173,040</b>	<b>226,068</b>	<b>378,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>94,539</b>	<b>147,051</b>	<b>158,850</b>	<b>316,441</b>	<b>237,535</b>	<b>122,528</b>	<b>286,053</b>	<b>369,000</b>
<b>その他事業 Other Businesses</b>	<b>82,884</b>	<b>79,090</b>	<b>76,841</b>	<b>75,369</b>	<b>77,429</b>	<b>41,827</b>	<b>45,391</b>	<b>142,000</b>
<b>合計 Total</b>	<b>1,892,619</b>	<b>1,934,591</b>	<b>2,052,026</b>	<b>2,244,150</b>	<b>2,177,557</b>	<b>1,068,713</b>	<b>1,325,413</b>	<b>2,440,000</b>

### 受注残高 / Accumulated Orders

(単位:百万円 / Millions of yen)

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	215,976	209,722	208,655	200,156	229,004	222,188	220,124	254,004
賃貸住宅事業 Rental housing	323,018	356,991	378,401	398,755	407,403	405,275	439,588	412,403
<b>小計 Subtotal</b>	<b>538,995</b>	<b>566,714</b>	<b>587,056</b>	<b>598,912</b>	<b>636,407</b>	<b>627,464</b>	<b>659,713</b>	<b>666,408</b>
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	22,275	21,931	22,996	23,988	30,989	26,940	33,749	32,989
不動産フィー事業 Real estate management fees	-	-	-	-	-	-	-	-
<b>小計 Subtotal</b>	<b>22,275</b>	<b>21,931</b>	<b>22,996</b>	<b>23,988</b>	<b>30,989</b>	<b>26,940</b>	<b>33,749</b>	<b>32,989</b>
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	38,890	34,087	43,959	42,153	49,481	49,146	46,292	49,481
マンション事業 Condominiums	70,061	66,348	86,697	121,732	118,054	118,610	118,427	118,054
都市再開発事業 Urban redevelopment	-	-	-	28,755	1,888	14,523	12,608	1,888
<b>小計 Subtotal</b>	<b>108,952</b>	<b>100,435</b>	<b>130,657</b>	<b>192,640</b>	<b>169,424</b>	<b>182,281</b>	<b>177,328</b>	<b>169,424</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>75,745</b>	<b>133,273</b>	<b>109,996</b>	<b>119,721</b>	<b>111,303</b>	<b>160,192</b>	<b>188,444</b>	<b>148,703</b>
<b>その他事業 Other Businesses</b>	<b>47,037</b>	<b>46,363</b>	<b>43,106</b>	<b>43,337</b>	<b>47,716</b>	<b>47,814</b>	<b>54,182</b>	<b>51,316</b>
<b>合計 Total</b>	<b>793,006</b>	<b>868,718</b>	<b>893,813</b>	<b>978,601</b>	<b>995,842</b>	<b>1,044,692</b>	<b>1,113,420</b>	<b>1,068,842</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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	48,894	47,208	49,514	48,043	42,255	18,564	24,538	47,500
賃貸住宅事業 Rental housing	45,825	51,918	60,832	60,883	50,376	23,569	22,296	53,500
小計 Subtotal	94,719	99,127	110,347	108,926	92,632	42,134	46,834	101,000
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	14,997	15,847	17,544	19,760	21,109	10,751	12,213	23,000
不動産フィー事業 Real estate management fees	23,405	26,819	31,278	33,133	39,407	20,112	21,073	44,500
小計 Subtotal	38,402	42,667	48,823	52,893	60,516	30,863	33,287	67,500
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	8,491	11,919	8,822	13,460	11,088	5,245	7,691	14,000
マンション事業 Condominiums	4,738	8,031	2,248	9,229	6,478	6,348	4,203	9,000
都市再開発事業 Urban redevelopment	25,802	24,747	23,414	16,994	40,403	11,523	11,617	14,000
小計 Subtotal	39,032	44,698	34,485	39,684	57,970	23,117	23,512	37,000
<b>国際ビジネス(国際事業) Overseas Business</b>	4,419	△ 5,673	25,172	29,761	16,340	1,992	30,125	35,000
<b>その他事業 Other Businesses</b>	3,123	2,511	726	1,234	△ 44	△ 90	213	4,000
<b>消去又は全社 Eliminations and Back Office</b>	△ 33,102	△ 33,686	△ 35,390	△ 36,960	△ 38,192	△ 19,368	△ 20,932	△ 39,500
<b>合計 Total</b>	<b>146,595</b>	<b>149,645</b>	<b>184,164</b>	<b>195,540</b>	<b>189,223</b>	<b>78,649</b>	<b>113,041</b>	<b>205,000</b>

### 売上総利益率 / Gross Margin

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	24.8%	25.2%	26.2%	26.2%	25.4%	24.9%	25.3%	25.4%
賃貸住宅事業 Rental housing	21.7%	23.6%	24.5%	24.4%	23.3%	23.1%	22.8%	23.3%
小計 Subtotal	23.3%	24.4%	25.3%	25.2%	24.2%	23.9%	24.0%	24.3%
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	23.6%	23.9%	25.6%	26.8%	27.1%	27.1%	27.6%	27.3%
不動産フィー事業 Real estate management fees	13.4%	14.0%	14.4%	14.6%	15.5%	15.7%	15.8%	16.0%
小計 Subtotal	15.8%	16.3%	16.9%	17.3%	18.0%	18.2%	18.5%	18.5%
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	17.6%	18.8%	16.3%	18.8%	18.0%	18.4%	19.3%	19.1%
マンション事業 Condominiums	17.6%	16.2%	12.1%	19.0%	13.8%	18.9%	19.0%	17.8%
都市再開発事業 Urban redevelopment	15.5%	28.7%	19.8%	19.1%	25.2%	21.3%	13.0%	13.5%
小計 Subtotal	16.5%	21.0%	16.8%	18.9%	20.1%	19.5%	16.4%	16.9%
<b>国際ビジネス(国際事業) Overseas Business</b>	23.1%	11.2%	23.7%	19.5%	19.9%	19.9%	22.2%	20.4%
<b>その他事業 Other Businesses</b>	15.1%	15.9%	14.0%	15.2%	14.1%	14.0%	13.9%	13.7%
<b>合計 Total</b>	<b>19.3%</b>	<b>20.1%</b>	<b>20.6%</b>	<b>20.6%</b>	<b>20.6%</b>	<b>20.4%</b>	<b>20.3%</b>	<b>20.1%</b>

### 営業利益率 / Operating Profit Margin

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>請負型ビジネス Built-to-Order Business</b>								
戸建住宅事業 Custom detached houses	11.4%	12.0%	12.9%	12.9%	11.8%	11.0%	12.2%	12.2%
賃貸住宅事業 Rental housing	11.5%	13.0%	13.8%	13.7%	12.1%	11.6%	11.4%	12.2%
小計 Subtotal	11.5%	12.5%	13.4%	13.4%	12.0%	11.3%	11.8%	12.2%
<b>ストック型ビジネス Supplied Housing Business</b>								
リフォーム事業 Remodeling	11.2%	11.8%	13.1%	14.4%	14.9%	15.1%	15.8%	15.1%
不動産フィー事業 Real estate management fees	5.5%	6.0%	6.7%	6.8%	7.7%	7.8%	7.9%	8.3%
小計 Subtotal	6.8%	7.3%	8.1%	8.4%	9.2%	9.4%	9.7%	9.8%
<b>開発型ビジネス Development Business</b>								
分譲住宅事業 Houses for sale	7.2%	8.7%	6.2%	8.7%	7.4%	7.1%	9.2%	8.6%
マンション事業 Condominiums	8.4%	9.9%	3.4%	11.9%	7.2%	12.6%	11.9%	10.0%
都市再開発事業 Urban redevelopment	14.5%	26.6%	17.9%	16.4%	23.3%	19.5%	11.7%	11.1%
小計 Subtotal	11.0%	14.3%	10.2%	11.8%	14.1%	12.6%	10.8%	9.8%
<b>国際ビジネス(国際事業) Overseas Business</b>	5.5%	△ 6.3%	13.8%	9.7%	6.6%	2.4%	14.4%	10.6%
<b>その他事業 Other Businesses</b>	3.4%	3.1%	0.9%	1.6%	△ 0.1%	△ 0.2%	0.5%	2.9%
<b>合計 Total</b>	<b>7.7%</b>	<b>8.1%</b>	<b>9.1%</b>	<b>9.1%</b>	<b>8.8%</b>	<b>7.8%</b>	<b>9.4%</b>	<b>8.7%</b>



## 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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	72,170	64,218	59,798	55,616	57,414	60,262
賃貸住宅事業 Rental housing	46,738	44,812	48,616	46,371	47,309	39,879
<b>小計 Subtotal</b>	<b>118,909</b>	<b>109,031</b>	<b>108,414</b>	<b>101,988</b>	<b>104,724</b>	<b>100,142</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	13,168	14,577	14,720	15,517	16,847	18,957
不動産フィー事業 Real estate management fees	96,792	95,669	100,125	112,272	138,015	110,287
<b>小計 Subtotal</b>	<b>109,961</b>	<b>110,246</b>	<b>114,846</b>	<b>127,790</b>	<b>154,863</b>	<b>129,244</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	142,246	164,910	144,109	142,903	141,446	137,234
マンション事業 Condominiums	135,612	149,139	158,890	176,859	173,102	173,778
都市再開発事業 Urban redevelopment	556,704	556,931	590,984	582,974	539,327	498,446
<b>小計 Subtotal</b>	<b>834,562</b>	<b>870,981</b>	<b>893,984</b>	<b>902,738</b>	<b>853,876</b>	<b>809,459</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>631,559</b>	<b>721,320</b>	<b>825,507</b>	<b>929,306</b>	<b>943,695</b>	<b>969,297</b>
<b>その他事業 Other Businesses</b>	<b>14,285</b>	<b>17,345</b>	<b>18,015</b>	<b>15,084</b>	<b>15,172</b>	<b>15,170</b>
<b>事務管理部門 Back Office</b>	<b>220,131</b>	<b>200,869</b>	<b>224,126</b>	<b>342,104</b>	<b>340,703</b>	<b>405,681</b>
<b>合計 Total</b>	<b>1,929,409</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,428,996</b>

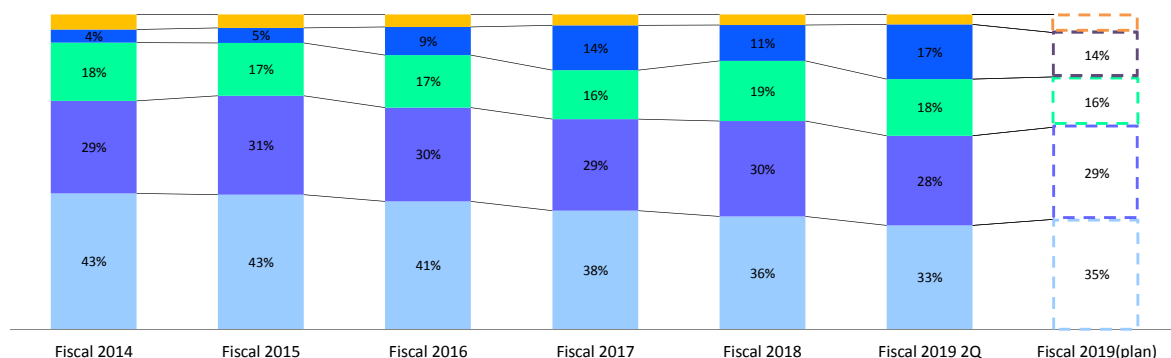
### セグメント資産に対する営業利益率 / Operating Profit Margin to Segment Assets

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	67.7%	73.5%	82.8%	86.4%	73.6%	81.4%
賃貸住宅事業 Rental housing	98.0%	115.9%	125.1%	131.3%	106.5%	111.8%
<b>小計 Subtotal</b>	<b>79.7%</b>	<b>90.9%</b>	<b>101.8%</b>	<b>106.8%</b>	<b>88.5%</b>	<b>93.5%</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	113.9%	108.7%	119.2%	127.3%	125.3%	128.8%
不動産フィー事業 Real estate management fees	24.2%	28.0%	31.2%	29.5%	28.6%	38.2%
<b>小計 Subtotal</b>	<b>34.9%</b>	<b>38.7%</b>	<b>42.5%</b>	<b>41.4%</b>	<b>39.1%</b>	<b>51.5%</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	6.0%	7.2%	6.1%	9.4%	7.8%	11.2%
マンション事業 Condominiums	3.5%	5.4%	1.4%	5.2%	3.7%	4.8%
都市再開発事業 Urban redevelopment	4.6%	4.4%	4.0%	2.9%	7.5%	4.7%
<b>小計 Subtotal</b>	<b>4.7%</b>	<b>5.1%</b>	<b>3.9%</b>	<b>4.4%</b>	<b>6.8%</b>	<b>5.8%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>0.7%</b>	<b>△ 0.8%</b>	<b>3.0%</b>	<b>3.2%</b>	<b>1.7%</b>	<b>6.2%</b>
<b>その他事業 Other Businesses</b>	<b>21.9%</b>	<b>14.5%</b>	<b>4.0%</b>	<b>8.2%</b>	<b>△ 0.3%</b>	<b>2.8%</b>

### 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
- ストック型ビジネス 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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
<b>流動資産</b> Current assets						
現金預金 Cash and deposits	195,989	195,239	212,808	325,834	343,358	470,966
受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts	53,943	50,256	49,031	45,877	42,503	43,726
有価証券 Short-term investment securities	439	2,798	1,399	589	-	-
棚卸資産 Inventories	787,354	914,911	997,745	1,095,161	1,100,188	996,679
未成工事支出金 Costs on uncompleted construction contracts	8,647	9,395	10,150	9,414	12,168	13,719
分譲建物 Buildings for sale	232,567	301,125	321,682	369,124	393,538	332,985
分譲土地・未成分譲土地 Land for sale in lots and undeveloped land	536,397	597,128	658,701	708,994	685,934	640,954
その他流動資産 Other	92,797	102,953	95,217	106,477	84,706	83,787
貸倒引当金 Allowance for doubtful accounts	△ 1,257	△ 1,225	△ 1,172	△ 1,270	△ 1,440	△ 1,476
<b>流動資産合計</b> Total current assets	<b>1,129,266</b>	<b>1,264,933</b>	<b>1,355,029</b>	<b>1,572,669</b>	<b>1,569,318</b>	<b>1,593,682</b>
<b>固定資産</b> Noncurrent assets						
有形固定資産 Property, plant and equipment	543,711	533,175	563,682	552,814	530,394	514,068
建物及び構築物 Buildings and structures	214,498	195,590	196,682	189,209	188,497	179,793
土地 Land	301,088	311,431	325,073	322,502	304,370	294,084
その他 Other	28,124	26,153	41,926	41,101	37,526	40,190
無形固定資産 Intangible assets	16,123	14,779	13,345	22,016	20,566	19,836
投資その他資産 Investments and other assets	240,307	216,905	252,837	271,512	292,755	301,409
<b>固定資産合計</b> Total noncurrent assets	<b>800,143</b>	<b>764,861</b>	<b>829,865</b>	<b>846,343</b>	<b>843,717</b>	<b>835,314</b>
<b>資産合計</b> Total assets	<b>1,929,409</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,428,996</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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 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	160,830	166,085	179,038	172,814	147,428	137,544
未成工事受入金 Advances received on uncompleted construction contracts	102,324	117,253	129,783	142,690	156,605	211,387
短期社債 Short-term bonds payable	20,000	60,000	35,000	-	-	-
短期借入金 Short-term loans payable	67,975	146,188	150,863	209,707	239,472	178,558
1年内償還予定の社債 Current portion of bonds	70,000	-	40,000	15,000	20,000	35,000
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	11,035	97,283	22,373	2,431	64,303	55,043
未払法人税等 Income taxes payable	23,390	33,008	34,311	32,200	33,008	17,507
その他 Other	106,679	114,425	122,574	132,053	120,499	107,900
<b>流動負債合計</b> Total current liabilities	<b>562,235</b>	<b>735,376</b>	<b>713,945</b>	<b>706,898</b>	<b>781,318</b>	<b>742,942</b>
<b>固定負債</b> Noncurrent liabilities						
社債 Bonds payable	60,000	90,000	130,000	235,000	215,000	200,000
新株予約権付社債 Bonds with subscription rights to shares	12,300	-	-	-	-	-
長期借入金 Long-term loans payable	106,726	27,850	108,355	154,201	94,006	131,570
その他 Other	109,082	108,139	114,329	114,791	125,787	123,691
<b>固定負債合計</b> Total noncurrent liabilities	<b>288,109</b>	<b>225,990</b>	<b>352,685</b>	<b>503,993</b>	<b>434,794</b>	<b>455,262</b>
<b>負債合計</b> Total liabilities	<b>850,345</b>	<b>961,366</b>	<b>1,066,630</b>	<b>1,210,891</b>	<b>1,216,112</b>	<b>1,198,204</b>
<b>純資産の部</b> Net assets						
株主資本 Shareholder's equity	912,850	936,667	996,565	1,080,167	1,150,888	1,200,690
その他の包括利益累計額 Accumulated other comprehensive income	155,573	121,028	106,793	114,807	31,919	18,337
新株予約権 Stock subscription rights	536	622	694	761	803	640
非支配株主持分 Non-controlling interests	10,104	10,108	14,211	12,384	13,312	11,123
<b>純資産合計</b> Total net assets	<b>1,079,064</b>	<b>1,068,428</b>	<b>1,118,264</b>	<b>1,208,121</b>	<b>1,196,923</b>	<b>1,230,792</b>
<b>負債・純資産合計</b> Total liabilities and net assets	<b>1,929,409</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,428,996</b>

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

従業員数(連結) Number of Employees (Consolidated)	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
国内従業員数 In Japan	22,443	22,662	22,888	23,325	23,655	24,154
海外従業員数 Overseas	470	427	411	1,066	1,120	1,156
合計 Total	22,913	23,089	23,299	24,391	24,775	25,310

## 設備投資額 Capital Expenditure

(単位:百万円/Millions of yen)

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	3,737	2,628	3,952	3,325	3,734	1,650
賃貸住宅事業 Rental housing	709	591	1,996	929	1,193	392
小計 Subtotal	4,447	3,219	5,949	4,255	4,927	2,042
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	18	12	58	199	21	30
不動産フィー事業 Real estate management fees	558	828	971	1,253	1,394	510
小計 Subtotal	576	841	1,030	1,452	1,416	540
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	569	600	901	841	788	421
マンション事業 Condominiums	2	28	53	2	25	1
都市再開発事業 Urban redevelopment	112,245	72,317	82,598	52,742	45,603	30,044
小計 Subtotal	112,818	72,946	83,553	53,586	46,417	30,467
<b>国際ビジネス(国際事業) Overseas Business</b>	410	331	4,112	5,473	921	1,135
<b>その他事業 Other Businesses</b>	156	41	70	63	175	49
<b>事務管理部門 Back Office</b>	3,142	3,878	3,560	3,967	4,821	2,854
合計 Total	121,550	81,258	98,277	68,799	58,680	37,090

FY 2019 (plan) 70,000

## 投資計画 進捗状況 Status of Investment Plan

(単位:億円/100 Millions of yen)

【第4次中期経営計画】投資計画進捗状況 [Forth Mid-term Management Plan] Status of Investment Plan	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q	累計実績 Cumulative total
国内 In Japan	2,165	2,203	1,050	5,422
海外 Overseas	3,568	2,604	1,101	7,274
合計 Total	5,734	4,808	2,153	12,696

## 減価償却実施額 Depreciation Expense

(単位:百万円/Millions of yen)

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	4,995	4,506	4,319	3,941	3,899	1,876
賃貸住宅事業 Rental housing	2,587	2,735	2,866	2,588	2,463	1,004
小計 Subtotal	7,583	7,242	7,185	6,530	6,363	2,881
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	113	94	92	112	116	71
不動産フィー事業 Real estate management fees	989	885	908	978	756	339
小計 Subtotal	1,102	980	1,000	1,090	873	411
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	995	1,141	1,063	1,161	1,108	521
マンション事業 Condominiums	80	19	23	32	14	4
都市再開発事業 Urban redevelopment	10,958	10,214	9,753	8,907	8,419	3,801
小計 Subtotal	12,034	11,375	10,840	10,100	9,543	4,327
<b>国際ビジネス(国際事業) Overseas Business</b>	1,514	1,635	672	862	1,848	1,091
<b>その他事業 Other Businesses</b>	1,042	961	912	776	769	371
<b>事務管理部門 Back Office</b>	2,414	2,243	2,512	2,621	2,757	1,388
合計 Total	25,692	24,438	23,125	21,983	22,155	10,472

FY 2019 (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 2018	1,172,519	247,099	156,177	90,922	117,264	3,329	11,025	79,710	1,594,268	859,499
	Fiscal 2018 2Q	563,490	115,729	77,206	38,523	62,906	235	185	51,109	1,584,351	871,034
	Fiscal 2019 2Q	626,200	122,022	81,244	40,778	65,808	-	494	52,439	1,613,934	885,887
積和不動産グループ 15社 15 Sekiwa Real Estate Group companies	Fiscal 2018	650,763	108,576	47,480	61,095	61,305	72	2,390	40,407	352,487	219,843
	Fiscal 2018 2Q	310,264	51,745	23,760	27,984	28,361	72	1,121	18,721	338,416	198,162
	Fiscal 2019 2Q	320,267	54,417	24,457	29,960	30,132	43	85	20,707	351,743	223,320
積和建設 18社 18 Sekiwa Construction companies	Fiscal 2018	265,270	19,713	8,921	10,792	11,146	3	103	7,058	107,197	71,632
	Fiscal 2018 2Q	130,318	9,372	4,303	5,068	5,202	1	39	3,354	97,997	67,928
	Fiscal 2019 2Q	141,913	11,248	4,722	6,526	6,714	3	243	4,208	109,276	73,010
積水ハウスリフォーム 3社 3 Sekisui House Remodeling companies	Fiscal 2018	70,272	18,347	13,723	4,623	4,848	-	2	3,101	36,796	22,880
	Fiscal 2018 2Q	34,844	9,160	6,691	2,469	2,564	-	1	1,650	33,137	21,429
	Fiscal 2019 2Q	38,649	10,291	7,260	3,031	3,139	-	2	2,026	39,562	23,665
その他 14社(国内子会社) 14 other Companies (Domestic)	Fiscal 2018	19,437	4,076	3,816	259	219	11	167	△ 774	15,447	7,940
	Fiscal 2018 2Q	10,358	3,454	2,026	1,427	1,388	11	76	798	14,861	9,327
	Fiscal 2019 2Q	10,257	2,885	1,650	1,235	1,233	12	67	654	13,266	7,465
海外子会社 218社 218 Overseas Companies	Fiscal 2018	247,613	48,795	32,560	16,235	16,703	1	484	12,724	945,652	475,478
	Fiscal 2018 2Q	82,774	16,266	14,153	2,113	4,356	0	54	4,010	915,400	470,709
	Fiscal 2019 2Q	209,677	45,865	16,136	29,729	27,756	3	41	15,939	933,329	480,334

連結会社全体 Gross	Fiscal 2018	2,425,876	446,608	262,678	183,929	211,487	3,419	14,172	142,226	3,051,850	1,657,275
	Fiscal 2018 2Q	1,132,049	205,728	128,141	77,586	104,780	321	1,479	79,645	2,984,165	1,638,591
	Fiscal 2019 2Q	1,346,965	246,732	135,470	111,261	134,784	63	935	95,977	3,061,112	1,693,684
連結消去 Eliminations and others	Fiscal 2018	△ 265,559	△ 2,011	△ 7,305	5,293	△ 16,297	△ 143	△ 3,098	△ 13,644	△ 638,814	△ 460,351
	Fiscal 2018 2Q	△ 129,428	△ 1,382	△ 2,444	1,062	△ 22,181	△ 140	△ 706	△ 21,797	△ 634,481	△ 429,071
	Fiscal 2019 2Q	△ 139,130	△ 1,297	△ 3,077	1,780	△ 18,230	△ 63	△ 102	△ 18,532	△ 632,115	△ 462,891
連結決算 Consolidated	Fiscal 2018	2,160,316	444,596	255,373	189,223	195,190	3,275	11,074	128,582	2,413,035	1,196,923
	Fiscal 2018 2Q	1,002,621	204,346	125,697	78,649	82,598	181	772	57,847	2,349,684	1,209,520
	Fiscal 2019 2Q	1,207,835	245,434	132,393	113,041	116,554	-	833	77,444	2,428,996	1,230,792

連単倍率 Consolidated / Non-Consolidated	Fiscal 2018	1.84	1.80	1.64	2.08	1.66	0.98	1.00	1.61	1.51	1.39
	Fiscal 2018 2Q	1.78	1.77	1.63	2.04	1.31	0.77	4.17	1.13	1.48	1.39
	Fiscal 2019 2Q	1.93	2.01	1.63	2.77	1.77	-	1.69	1.48	1.51	1.39

## 営業拠点数 Number of Sales Offices

積水ハウス Sekisui House, Ltd						
	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
支店 Branch	123	123	122	123	115	115
カスタマーセンター Customers Center	29	29	29	29	29	29
展示場 Display Home	420	409	395	386	370	351
積水ハウスリフォーム3社 3 Sekisui House Remodeling companies						
	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
営業所 Branch	41	41	41	41	41	41

## 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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
新規受入 New acceptance	160,233	207,001	260,684	259,999	231,941	92,034
当期売上(原価ベース) Sales (Cost base)	175,320	142,124	191,677	206,361	244,314	136,926
評価損 Loss on evaluation	2,031	4,146	7,433	3,344	10,687	89
<b>販売用土地期末残高 Balance at the end of the fiscal year</b>	<b>536,397</b>	<b>597,128</b>	<b>658,701</b>	<b>708,994</b>	<b>685,934</b>	<b>640,954</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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
分譲住宅事業 Houses for sale	106,798	131,688	118,158	114,538	114,781	109,271
マンション事業 Condominiums	104,001	117,287	113,708	119,569	117,752	114,011
都市再開発事業 Urban redevelopment	37,032	37,535	54,555	44,463	30,473	18,661
国際事業 Overseas Business	288,564	310,616	372,280	430,423	422,927	399,010
<b>合計 Total</b>	<b>536,397</b>	<b>597,128</b>	<b>658,701</b>	<b>708,994</b>	<b>685,934</b>	<b>640,954</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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
分譲住宅事業 Houses for sale	12,728	15,223	7,009	7,631	8,841	7,671
マンション事業 Condominiums	24,892	26,229	39,031	49,927	47,038	50,245
都市再開発事業 Urban redevelopment	18,485	19,046	18,966	29,003	16,589	4,328
国際事業 Overseas Business	176,460	240,626	256,675	282,562	321,068	270,739
<b>合計 Total</b>	<b>232,567</b>	<b>301,125</b>	<b>321,682</b>	<b>369,124</b>	<b>393,538</b>	<b>332,985</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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
当社戸建住宅 Houses built by us	76,565	72,320	69,568	67,895	70,272	38,649
当社賃貸住宅 Rental apartments built by us	30,596	35,970	39,182	41,742	42,513	22,418
一般住宅 Houses not built by us	19,100	18,400	17,045	17,062	17,113	9,778
その他 Other	7,905	7,768	7,703	10,144	11,518	6,673

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

入居率※ Occupancy rate	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
	96.4%	96.5%	96.5%	96.7%	97.8%	97.8%

(単位:戸/Units)

管理室数 Units under management	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
	545,757	565,471	584,096	601,582	619,494	630,709

※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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 2Q
	35	33	74	0	186	172

## 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 2014		Fiscal 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019 2Q	
	売上高	利益	売上高	利益	売上高	利益	売上高	利益	売上高	利益	売上高	利益
物件売却 Property sale	131,910	15,333	49,260	15,189	86,760	16,865	57,895	9,984	126,948	32,399	77,196	8,980
賃貸他 Leasing and other	46,434	10,469	43,778	9,558	43,731	6,549	45,882	7,010	46,443	8,004	21,874	2,637
都市再開発事業 合計 Total	178,344	25,802	93,038	24,747	130,491	23,414	103,777	16,994	173,391	40,403	99,070	11,617

## 主なオフィス・商業ビルの概要(個別) 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> Properties that Sekisui House developed					
本町ガーデンシティ Hommachi 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
本町南ガーデンシティ Hommachi Minami Garden City	大阪市 Osaka	オフィスビル Office Building	約3,700㎡	約47,000㎡	リート組み入れ Held in Reit portfolio
ガーデンシティ品川御殿山 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㎡	リート組み入れ Held in Reit portfolio
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
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㎡	60.0%
国際赤坂ビル Kokusai Akasaka Building	東京都 港区 Minato, Tokyo	—	約6,000㎡	—	50.0%
<b>取得物件</b> Properties that Sekisui House aquired					
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%

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

(単位:百万円/Millions of yen)

	Fiscal 2016			Fiscal 2017			Fiscal 2018			Fiscal 2018 2Q			Fiscal 2019 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	6,001	7,144	245,091	5,805	6,995	239,499	5,231	6,274	226,723	2,427	2,988	106,601	2,802	3,397	127,506
シャワーウッド戸建 Wood frame	3,363	3,394	126,379	3,034	3,062	119,382	3,024	3,051	119,980	1,395	1,401	56,069	1,569	1,608	66,495
小計 Subtotal	9,364	10,538	371,470	8,839	10,057	358,882	8,255	9,325	346,703	3,822	4,389	162,671	4,371	5,005	194,001
<b>賃貸住宅事業</b> Built-to-Order Rental Housing															
シヤーマゾン Low-rise apartments	4,758	32,669	404,561	4,233	30,491	401,625	3,683	27,412	364,762	1,913	14,302	179,817	1,767	13,000	174,652
RC請負 RC contracts	98	2,047	42,197	106	2,446	53,511	91	2,089	58,309	47	1,004	26,636	66	1,805	25,182
小計 Subtotal	4,856	34,716	446,758	4,339	32,937	455,136	3,774	29,501	423,071	1,960	15,306	206,454	1,833	14,805	199,834
<b>分譲住宅事業</b> Houses for Sale															
鉄骨戸建 Steel frame	1,268	1,309	42,847	1,406	1,661	51,561	1,264	1,396	45,308	595	673	21,630	627	1,032	25,389
シャワーウッド戸建 Wood frame	723	723	24,087	962	990	29,714	914	915	30,579	449	450	14,535	404	405	13,240
土地 Land	-	-	47,137	-	-	52,996	-	-	48,790	-	-	25,962	-	-	32,775
小計 Subtotal	1,991	2,032	114,072	2,368	2,651	134,272	2,178	2,311	124,678	1,044	1,123	62,128	1,031	1,437	71,404
<b>分譲マンション事業</b> Condominiums															
分譲マンション建物 Condominiums	28	1,102	34,508	17	1,085	46,442	15	1,261	49,167	8	665	27,689	7	587	21,186
分譲マンション土地 Land	-	-	25,670	-	-	26,212	-	-	30,238	-	-	18,118	-	-	11,491
小計 Subtotal	28	1,102	60,178	17	1,085	72,655	15	1,261	79,406	8	665	45,808	7	587	32,677
<b>都市再開発事業</b> Urban Redevelopment															
	-	-	98,362	-	-	63,119	-	-	113,411	-	-	43,678	-	-	81,742
<b>その他</b> Other Businesses															
エクステリア Exteriors	-	-	73,706	-	-	67,817	-	-	65,526	-	-	33,579	-	-	35,185
その他 Other	-	-	16,351	-	-	17,787	-	-	19,722	-	-	9,168	-	-	11,353
小計 Subtotal	-	-	90,058	-	-	85,605	-	-	85,248	-	-	42,748	-	-	46,538
合計 Total	16,239	48,388	1,180,901	15,563	46,730	1,169,671	14,222	42,398	1,172,519	6,834	21,483	563,490	7,242	21,834	626,200

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

(単位:百万円/Millions of yen)

	Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2018 2Q		Fiscal 2019 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	6,004	249,457	5,537	230,198	5,666	245,849	2,797	122,189	2,656	123,319
シャワーウッド戸建 Wood frame	3,184	121,591	3,033	119,902	3,208	126,602	1,574	61,192	1,475	60,604
小計 Subtotal	9,188	371,048	8,570	350,101	8,874	372,451	4,371	183,382	4,131	183,924
<b>賃貸住宅事業</b> Built-to-Order Rental Housing										
シヤーマゾン Low-rise apartments	4,485	414,421	4,068	395,218	3,531	377,276	1,761	185,275	1,730	204,828
RC請負 RC contracts	148	45,753	160	71,995	113	55,630	73	28,592	70	26,704
小計 Subtotal	4,633	460,174	4,228	467,214	3,644	432,907	1,834	213,868	1,800	231,533
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	1,432	48,641	1,349	51,223	1,261	47,005	614	22,622	691	25,221
シャワーウッド戸建 Wood frame	882	27,359	861	28,436	926	30,390	532	16,660	385	13,249
土地 Land	-	51,372	-	51,426	-	52,783	-	29,258	-	30,301
小計 Subtotal	2,314	127,373	2,210	131,086	2,187	130,179	1,146	68,542	1,076	68,771
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	48,372	-	65,650	-	47,696	-	24,684	-	22,737
分譲マンション土地 Land	-	32,357	-	38,523	-	30,761	-	18,095	-	10,910
小計 Subtotal	-	80,729	-	104,173	-	78,458	-	42,780	-	33,647
<b>都市再開発事業</b> Urban Redevelopment										
	-	98,362	-	88,419	-	88,111	-	18,378	-	92,842
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	69,976	-	67,893	-	69,603	-	37,898	-	41,311
その他 Other	-	16,616	-	17,629	-	20,597	-	9,931	-	11,403
小計 Subtotal	-	86,593	-	85,522	-	90,201	-	47,830	-	52,715
合計 Total	16,135	1,224,283	15,008	1,226,517	14,705	1,192,309	7,351	574,782	7,007	663,435



## 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 2016		Fiscal 2017		Fiscal 2018		Fiscal 2018 2Q		Fiscal 2019 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	3,578	141,176	3,310	131,875	3,745	151,001	3,680	147,463	3,599	146,814
シャワーウッド戸建 Wood frame	1,772	61,524	1,771	62,044	1,955	68,666	1,950	67,166	1,861	62,775
<b>小計 Subtotal</b>	<b>5,350</b>	<b>202,700</b>	<b>5,081</b>	<b>193,919</b>	<b>5,700</b>	<b>219,667</b>	<b>5,630</b>	<b>214,630</b>	<b>5,460</b>	<b>209,590</b>
<b>賃貸住宅事業</b> Built-to-Order Rental Housing										
シャーマゾン Low-rise apartments	3,482	297,469	3,317	291,062	3,573	347,130	3,165	340,074	3,536	377,307
RC請負 RC contracts	469	98,130	523	116,615	137	70,383	549	75,017	141	71,905
<b>小計 Subtotal</b>	<b>3,951</b>	<b>395,600</b>	<b>3,840</b>	<b>407,677</b>	<b>3,710</b>	<b>417,513</b>	<b>3,714</b>	<b>415,091</b>	<b>3,677</b>	<b>449,212</b>
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	650	19,235	593	18,897	590	20,593	612	19,889	654	20,425
シャワーウッド戸建 Wood frame	428	10,806	327	9,528	339	9,340	410	11,654	320	9,349
土地 Land	-	11,479	-	9,908	-	13,901	-	13,204	-	11,427
<b>小計 Subtotal</b>	<b>1,078</b>	<b>41,521</b>	<b>920</b>	<b>38,334</b>	<b>929</b>	<b>43,835</b>	<b>1,022</b>	<b>44,748</b>	<b>974</b>	<b>41,202</b>
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	52,841	-	72,049	-	70,578	-	69,044	-	72,128
分譲マンション土地 Land	-	29,934	-	42,244	-	42,768	-	42,221	-	42,187
<b>小計 Subtotal</b>	<b>-</b>	<b>82,775</b>	<b>-</b>	<b>114,293</b>	<b>-</b>	<b>113,346</b>	<b>-</b>	<b>111,265</b>	<b>-</b>	<b>114,315</b>
<b>都市再開発事業</b> Urban Redevelopment										
	-	-	-	-	-	-	-	-	-	11,100
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	43,128	-	43,204	-	47,281	-	47,523	-	53,407
その他 Other	-	1,247	-	1,088	-	1,964	-	1,851	-	2,014
<b>小計 Subtotal</b>	<b>-</b>	<b>44,376</b>	<b>-</b>	<b>44,293</b>	<b>-</b>	<b>49,245</b>	<b>-</b>	<b>49,375</b>	<b>-</b>	<b>55,422</b>
<b>合計 Total</b>	<b>10,379</b>	<b>766,972</b>	<b>9,841</b>	<b>823,818</b>	<b>10,339</b>	<b>843,608</b>	<b>10,366</b>	<b>835,111</b>	<b>10,111</b>	<b>880,843</b>

## 積和の木の家 売上高/棟数 推移

### Trend in Sales of "Sekiwa no ki no ie"

(単位:百万円/Millions of yen)

積和の木の家 推移 Trend in Sales of "Sekiwa no ki no ie"	Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2018 2Q		Fiscal 2019 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
		504	11,659	507	12,289	454	11,241	236	5,732	275

## 当社住宅の傾向

### Trend in Housing Constructed by Sekisui House

(単位:千円/Thousands of yen)

	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019 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	35,659	37,002	37,292	38,074	38,753	39,326
1棟当たり面積 Floor area per detached house	140.25 m <sup>2</sup>	140.43 m <sup>2</sup>	138.63 m <sup>2</sup>	137.94 m <sup>2</sup>	138.03 m <sup>2</sup>	137.83 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of detached house	840	870	889	912	928	943
<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	28,496	30,845	31,805	30,887	32,807	31,220
1棟当たり面積 Floor area per built for sale house	120.73 m <sup>2</sup>	121.20 m <sup>2</sup>	118.19 m <sup>2</sup>	117.22 m <sup>2</sup>	120.44 m <sup>2</sup>	117.94 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	68,549	76,771	83,612	93,959	100,194	102,183
1棟当たり面積 Floor area per building	346.64 m <sup>2</sup>	366.10 m <sup>2</sup>	385.19 m <sup>2</sup>	418.35 m <sup>2</sup>	432.28 m <sup>2</sup>	433.69 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of rental housing	653	693	717	742	766	778
<b>土地</b>						
<b>Land</b>						
1区画当たり売上金額 Sales per land	16,403	18,083	18,376	18,821	17,558	17,828
1区画当たり面積 Area per land	205.86 m <sup>2</sup>	203.27 m <sup>2</sup>	197.92 m <sup>2</sup>	209.06 m <sup>2</sup>	205.96 m <sup>2</sup>	203.60 m <sup>2</sup>

\*戸建住宅は、鉄骨・シャウ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 2014		Fiscal 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019	
	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	18.02-18.07	18.08-19.01	19.02-19.07	19.08-20.01
自己資金比率 Buyers own funds as against total amount	37.5%	38.2%	36.1%	35.8%	31.1%	32.3%	30.0%	31.1%	28.2%	31.2%	29.6%	
建替比率 Percentage of re-builders	32.2%	33.8%	28.8%	30.2%	30.1%	29.1%	28.4%	30.6%	27.8%	33.2%	28.4%	
二世帯住宅 Percentage of two-generation duplex	18.6%	20.4%	18.7%	17.1%	17.4%	17.1%	16.4%	17.5%	15.1%	16.1%	14.7%	
紹介比率(戸建のみ) Percentage of referral orders (Detached Houses)	27.7%	29.8%	26.7%	22.2%	21.2%	19.7%	18.2%	17.5%	17.1%	17.3%	15.8%	
紹介比率(集合住宅含む) Percentage of referral orders (Include Apartment)	42.4%	45.4%	42.7%	40.8%	38.1%	37.3%	36.1%	34.5%	35.1%	33.9%	33.2%	
展示場比率 Percentage of buyers who decided to buy on tour to display home	64.3%	62.8%	66.1%	71.9%	74.6%	75.8%	77.9%	79.5%	79.8%	79.9%	81.2%	
坪単価(千円) Unit price per 3.3m <sup>2</sup> (Thousands of yen)	819	833	844	851	868	875	890	888	901	908	941	
給与所得者割合 Percentage of company employees	53.9%	53.2%	55.3%	54.1%	55.3%	53.6%	56.0%	54.7%	56.7%	53.3%	55.6%	

# 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 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2018 2Q	Fiscal 2019 2Q	Fiscal 2019 (plan)
<b>国際事業 Overseas Business</b>								
売上高 Net sales	798	895	1,821	3,067	2,459	820	2,089	3,316
営業利益 Operating income	44	△ 56	251	297	163	19	301	350
経常利益 Ordinary income	100	△ 3	274	287	181	32	296	352
投資残高 Investment balance	5,260	6,037	6,940	7,829	8,298	8,220	7,578	
受注高 Orders	945	1,470	1,588	3,164	2,375	1,225	2,860	3,690
<b>オーストラリア Australia</b>								
売上高 Net sales	546	330	452	615	419	47	76	248
営業利益 Operating income	28	33	69	99	△ 19	△ 8	△ 5	9
経常利益 Ordinary income	31	28	67	100	△ 18	△ 7	△ 6	10
投資残高 Investment balance	869	896	1,590	1,576	1,363	1,617	1,396	
受注高 Orders	603	742	123	452	238	131	86	307
為替レート AUD/JPY Exchange rate	95.34	90.98	81.69	86.06	82.58	83.91	77.79	78.00
<b>アメリカ USA</b>								
売上高 Net sales	252	506	951	2,071	1,666	663	1,797	2,568
営業利益 Operating income	58	107	187	183	165	40	295	311
経常利益 Ordinary income	62	109	182	164	139	30	271	264
投資残高 Investment balance	1,404	2,153	2,736	4,003	4,790	4,374	4,177	
受注高 Orders	302	627	1,027	2,348	1,639	927	1,986	2,605
為替レート USD/JPY Exchange rate	106.38	120.99	110.30	112.39	110.57	109.14	110.12	108.00
<b>中国 China</b>								
売上高 Net sales	-	57	416	379	373	109	215	500
営業利益 Operating income	△ 33	△ 186	5	24	27	△ 7	18	41
経常利益 Ordinary income	△ 33	△ 182	3	25	33	△ 5	22	57
投資残高 Investment balance	2,536	2,564	2,185	1,929	1,656	1,811	1,487	
受注高 Orders	39	100	437	363	496	165	787	774
為替レート CNY/JPY Exchange rate	17.26	19.21	16.56	16.64	16.69	17.05	16.22	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	49	51	30	7	38	19	16	32
投資残高 Investment balance	449	423	427	319	488	416	482	
為替レート SGD/JPY Exchange rate	83.81	88.14	79.56	81.44	81.94	81.97	81.01	80.00

**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)		15,895 戸 Units	6,244 戸 Units	5,731 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	2,146 戸 Units
オーチャーズ (シドニー) The Orchards (Sydney)	2018.4Q-	1,300 戸 Units	121 戸 Units	54 戸 Units
ウェストビレッジ (ブリスベン) West Village (Brisbane)	2018.4Q-	1,244 戸 Units	324 戸 Units	241 戸 Units
サンクチュアリ (シドニー) Sanctuary (Sydney)	2020.4Q-	2,000 戸 Units	364 戸 Units	129 戸 Units
メルローズパーク (シドニー) Melrose Park (Sydney)	2020.1Q-	6,400 戸 Units	484 戸 Units	359 戸 Units
宅地開発事業 計2プロジェクト Housing land development (total 2 projects)		4,620 区画 Lots	1,953 区画 Lots	1,645 区画 Lots
ヘリミテージ (シドニー) The Hermitage (Sydney)	-	1,820 区画 Lots	1,210 区画 Lots	1,073 区画 Lots
エコ リプリー (ブリスベン) Ecco Ripley (Brisbane)	-	2,800 区画 Lots	743 区画 Lots	572 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	27,746 区画 Lots
中央部 Central	24,547 区画 Lots	12,965 区画 Lots
東部 East	27,399 区画 Lots	11,437 区画 Lots
北西部 North West	12,656 区画 Lots	2,892 区画 Lots
賃貸住宅開発事業 計33プロジェクト Multifamily business (Rental residence development) (total 33 projects)	完了プロジェクト Completed Projects	13 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 2018 2Q 992 戸 Units	Fiscal 2019 2Q 828 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	5,720 戸 Units	4,340 戸 Units
江蘇省蘇州市 Suzhou Jiangsu	2016.03-	3,234 戸 Units	3,234 戸 Units	2,689 戸 Units
江蘇省蘇州市 太倉 I Taicang Jiangsu	2015.08-	511 戸 Units	511 戸 Units	511 戸 Units
江蘇省蘇州市 太倉 II Taicang Jiangsu	2020.4Q-	1,163 戸 Units	538 戸 Units	451 戸 Units
江蘇省無錫市 Wuxi Jiangsu	2015.12-	744 戸 Units	744 戸 Units	355 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		5,089 戸 Units	5,089 戸 Units	4,661 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	118 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	761 戸 Units

# 株式分布状況表

## The State of Share Distribution

	2020年1月期 第2四半期末(2019年7月31日)			2019年1月期末(2019年1月31日)			2019年1月期 第2四半期末(2018年7月31日)		
	As of July 31, 2019			As of January 31, 2019			As of July 31, 2018		
	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	1	株 5	% 0.00	1	株 5	% 0.00	0	株 0	% 0.00
金融機関 Financial institutions	236	284,658,895	41.21	247	284,115,582	41.14	244	286,411,999	41.47
銀行 Banks	55	35,995,794	5.21	59	36,986,194	5.36	60	37,038,826	5.36
信託銀行 Trust Banks	27	183,074,186	26.51	27	181,753,347	26.31	27	184,392,432	26.70
生命保険会社 Life insurance companies	33	32,978,785	4.77	30	33,265,285	4.82	31	34,592,185	5.01
損害保険会社 Nonlife insurance companies	7	11,138,106	1.61	9	11,462,832	1.66	9	11,457,032	1.66
その他金融機関 Other financial institutions	114	21,472,024	3.11	122	20,647,924	2.99	117	18,931,524	2.74
金融商品取引業者 Securities companies	37	40,192,994	5.82	40	43,262,293	6.26	41	38,251,319	5.54
外国人 Foreigners	839	179,493,214	25.99	821	156,976,772	22.73	815	181,199,238	26.23
法人 Companies	767	179,421,493	25.98	725	156,892,297	22.72	747	181,134,776	26.22
個人 Individuals	72	71,721	0.01	96	84,475	0.01	68	64,462	0.01
その他法人 Other companies	1,102	74,165,425	10.74	1,255	75,831,828	10.98	1,089	78,838,032	11.41
個人・その他 Individuals and others	102,361	110,095,064	15.94	120,877	128,149,045	18.55	95,644	105,587,668	15.29
自己名義株式 Treasury stock	1	2,077,869	0.30	1	2,347,941	0.34	1	395,210	0.06
合 計 Total	104,577	690,683,466	100.00	123,242	690,683,466	100.00	97,834	690,683,466	100.00

議決権を有する株主	Total number of shareholders with voting rights	98,398 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	6,874,585 個 Rights	2020年1月期第2四半期末 (July 31, 2019) 6,605 株 Shares
期中平均株式数(個別)	Average total number of shares issued during the term(non-consolidated)	688,420,018 株 Shares ※	2019年1月期末 (Jan.31, 2019) 5,604 株 Shares
期中平均株式数(連結)	Average total number of shares issued during the term(consolidated)	688,235,978 株 Shares ※	2019年1月期第2四半期末 (July 31, 2018) 7,060 株 Shares
期末発行済株式数(個別)	Total number of shares issued (non-consolidated)	688,605,597 株 Shares ※	2020年1月期第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) 5,458 株 Shares (取得総額 5 百万円) (Total of 5 million yen)
期末発行済株式数(連結)	Total number of shares issued (consolidated)	688,421,535 株 Shares ※	
※自己株式数を除く Excluding treasury stock			