

平成28年3月期 第1四半期
(June 30, 2015)

F A C T S H E E T S

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March 31, 2015

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平成28年3月期 第1四半期(Jun-15) 連結決算(Consolidated base)

[損益計算書](Statements of operations)

| | | 23/6 (Jun-11) | 24/6 (Jun-12) | 25/6 (Jun-13) | 26/6 (Jun-14) | 27/6 (Jun-15) |
|----------------------------|--|------------------|------------------|------------------|------------------|------------------|
| 単位:百万円 | (¥million) | | | | | |
| 営業収益 | Revenue from operations | 156,329 | 147,405 | 205,724 | 188,480 | 176,205 |
| 営業原価 | Cost of revenue from operations | 112,698 | 103,556 | 148,814 | 132,996 | 121,650 |
| 売上総利益 | Gross profit | 43,631 | 43,848 | 56,909 | 55,483 | 54,555 |
| 粗利益率 | Gross profit margin | 27.9% | 29.7% | 27.7% | 29.4% | 31.0% |
| 販管費 | S,G&A expenses | 11,387 | 12,200 | 14,077 | 14,097 | 13,290 |
| 営業利益 | Operating income | 32,243 | 31,648 | 42,832 | 41,386 | 41,265 |
| 営業利益率 | Operating income margin | 20.6% | 21.5% | 20.8% | 22.0% | 23.4% |
| 受取利息・配当金 | Interest & dividend income | 1,952 | 2,083 | 2,307 | 2,524 | 2,819 |
| その他 | Others | 133 | 96 | 157 | 94 | 145 |
| 営業外収益 | Non-operating income | 2,086 | 2,179 | 2,465 | 2,618 | 2,964 |
| 支払利息 | Interest expenses | 9,310 | 8,316 | 6,893 | 6,549 | 6,189 |
| その他 | Others | 1,967 | 1,879 | 1,820 | 1,677 | 1,198 |
| 営業外費用 | Non-operating expenses | 11,277 | 10,195 | 8,714 | 8,227 | 7,387 |
| (金融収支) | (Net interest receive) | (▲7,358) | (▲6,233) | (▲4,586) | (▲4,025) | (▲3,370) |
| 経常利益 | Ordinary profit | 23,052 | 23,631 | 36,583 | 35,777 | 36,841 |
| 特別利益 | Extraordinary income | 398 | — | 0 | 13 | 176 |
| 特別損失 | Extraordinary loss | 2,010 | 4,441 | 711 | 54 | 615 |
| 税金等調整前四半期純利益 | | 21,440 | 19,190 | 35,872 | 35,736 | 36,403 |
| Income before income taxes | | | | | | |
| 法人税等 | Income tax and other taxes | 8,811 | 7,413 | 13,213 | 12,978 | 12,166 |
| 少数株主利益 | Minority interest | 308 | 396 | 436 | 182 | 499 |
| 四半期純利益 | Net income | 12,320 | 11,380 | 22,222 | 22,575 | 23,736 |

[セグメント情報](Segment Information)

| (1)営業収益 | Revenue from operations | 23/6 | 24/6 | 25/6 | 26/6 | 27/6 |
|-----------|-------------------------|----------------|----------------|----------------|----------------|----------------|
| 単位:百万円 | (¥million) | (Jun-11) | (Jun-12) | (Jun-13) | (Jun-14) | (Jun-15) |
| 賃貸事業 | Leasing | 65,762 | 68,742 | 68,530 | 69,297 | 75,110 |
| 販売事業 | Sales | 49,696 | 36,687 | 87,997 | 66,900 | 55,098 |
| 完工事業 | Housing Construction | 28,869 | 29,178 | 35,596 | 38,415 | 30,379 |
| 流通事業 | Brokerage | 10,567 | 11,129 | 12,217 | 11,962 | 13,456 |
| 合計 | Total | 156,329 | 147,405 | 205,724 | 188,480 | 176,205 |

| (2)営業利益 | Operating income | 23/6 | 24/6 | 25/6 | 26/6 | 27/6 |
|-----------|----------------------|---------------|---------------|---------------|---------------|---------------|
| 単位:百万円 | (¥million) | (Jun-11) | (Jun-12) | (Jun-13) | (Jun-14) | (Jun-15) |
| 賃貸事業 | Leasing | 23,240 | 24,327 | 24,401 | 26,105 | 29,484 |
| 販売事業 | Sales | 7,743 | 6,649 | 16,812 | 15,114 | 11,630 |
| 完工事業 | Housing Construction | 1,547 | 940 | 1,509 | 1,447 | 126 |
| 流通事業 | Brokerage | 2,240 | 2,434 | 3,004 | 1,625 | 3,185 |
| 合計 | Total | 32,243 | 31,648 | 42,832 | 41,386 | 41,265 |

※平成24年3月期より、SPCを連結対象としております。(SPCs were newly included within the scope of consolidation in March 2012 fiscal year)

[事業の概況](Review of operations)

| | | | | | | | |
|--|-----------------------------------|------------------|------------------|------------------|------------------|------------------|-------------------------|
| (1)賃貸事業部門(Leasing) | | 23/6 (Jun-11) | 24/6 (Jun-12) | 25/6 (Jun-13) | 26/6 (Jun-14) | 27/6 (Jun-15) | |
| オフィス期末空室率(単独) | Vacancy rate | 8.2% | 7.7% | 6.8% | 5.7% | 4.8% | |
| ※竣工後1年を経過した既存オフィスビルの空室率(単独ベース) (Vacancy rate for existing buildings) | | | | | | | |
| (2)販売事業部門(Sales) | | 23/6 (Jun-11) | 24/6 (Jun-12) | 25/6 (Jun-13) | 26/6 (Jun-14) | 27/6 (Jun-15) | |
| 【連結ベース】(Consolidated base) | | | | | | | |
| 単位:戸、百万円 | (units, ¥million) | | | | | | |
| マンション契約戸数 | Condominiums units sold | 890 | 1,023 | 1,422 | 1,351 | 1,438 | |
| 計上戸数 | Units delivered | 1,131 | 787 | 1,828 | 1,423 | 1,075 | |
| マンション・戸建 | Condominiums & Detached houses | 1,123 | 778 | 1,810 | 1,409 | 1,058 | |
| 宅地 | Land lots | 8 | 9 | 18 | 14 | 17 | |
| 売上高 | Sales income | 49,696 | 36,687 | 87,997 | 66,900 | 55,098 | |
| マンション・戸建 | Condominiums & Detached houses | 48,676 | 35,538 | 85,700 | 61,948 | 52,986 | |
| 宅地 | Land lots | 402 | 512 | 1,541 | 4,185 | 1,324 | |
| その他 | Others | 617 | 636 | 755 | 765 | 787 | |
| (3)完工事業部門(Housing Construction) | | 23/6 (Jun-11) | 24/6 (Jun-12) | 25/6 (Jun-13) | 26/6 (Jun-14) | 27/6 (Jun-15) | |
| 【連結ベース】(Consolidated base) | | | | | | | |
| 単位:戸、百万円 | (units, ¥million) | | | | | | |
| 受注棟数 | Units contracted | 2,446 | 2,475 | 2,962 | 2,147 | 3,059 | |
| 新築そっくりさん | Remodeling "Shinchiku Sokkurisan" | 2,011 | 1,964 | 2,369 | 1,659 | 2,393 | |
| 注文住宅 | Custom Home | 435 | 511 | 593 | 488 | 666 | |
| 計上棟数 | Units delivered | 1,593 | 1,644 | 1,842 | 1,943 | 1,780 | |
| 新築そっくりさん | Remodeling "Shinchiku Sokkurisan" | 1,383 | 1,395 | 1,483 | 1,553 | 1,446 | |
| 注文住宅 | Custom Home | 210 | 249 | 359 | 390 | 334 | |
| 売上高 | Revenue from housing business | 28,869 | 29,178 | 35,596 | 38,415 | 30,379 | |
| 新築そっくりさん | Remodeling "Shinchiku Sokkurisan" | 17,391 | 16,876 | 17,852 | 21,033 | 17,512 | |
| 注文住宅 | Custom Home | 6,588 | 7,044 | 10,902 | 12,118 | 9,974 | |
| その他 | Others | 4,890 | 5,258 | 6,842 | 5,264 | 2,893 | |
| [財務の状況](Financial Indices) | | | | | | | |
| 単位:百万円 | (¥million) | 23/6 (Jun-11) | 24/6 (Jun-12) | 25/6 (Jun-13) | 26/6 (Jun-14) | 27/6 (Jun-15) | 27/3 前期末 (Mar-15) |
| 総資産 | Total assets | 3,627,824 | 3,943,686 | 4,020,126 | 4,187,357 | 4,550,783 | 4,523,804 |
| 自己資本 | Shareholders' equity | 513,306 | 557,108 | 654,340 | 742,307 | 861,366 | 832,462 |
| 連結有利子負債 | Interest-bearing debt | 2,466,504 | 2,679,109 | 2,705,255 | 2,840,309 | 3,074,380 | 3,027,027 |
| 現金・預金 | Cash, time and notice deposits | 91,904 | 233,556 | 104,194 | 67,988 | 134,497 | 151,367 |
| 連結純有利子負債 | Net interest-bearing debt | 2,374,600 | 2,445,552 | 2,601,060 | 2,772,320 | 2,939,882 | 2,875,660 |

※平成24年3月期より、SPCを連結対象としております。(SPCs were newly included within the scope of consolidation in March 2012 fiscal year)

(参考)平成27年3月期(Mar.-15) 連結決算(Consolidated base)

| [損益計算書](Statements of operations) | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|-----------------------------------|---|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:百万円 | (¥million) | | | | | | |
| 営業収益 | Revenue from operations | 744,756 | 688,662 | 736,652 | 780,273 | 806,835 | 850,000 |
| 売上総利益 | Gross profit | 193,392 | 198,225 | 206,739 | 221,286 | 226,870 | 237,000 |
| 粗利益率 | Gross profit margin | 26.0% | 28.8% | 28.1% | 28.4% | 28.1% | 27.9% |
| 広告費 | Selling expenses | 12,349 | 10,343 | 13,294 | 13,702 | 15,040 | 16,000 |
| 一般管理費 | G & A expenses | 42,579 | 40,417 | 42,099 | 47,112 | 45,935 | 47,000 |
| 販管費 | S,G&A expenses | 54,929 | 50,760 | 55,394 | 60,815 | 60,976 | 63,000 |
| 営業利益 | Operating income | 138,462 | 147,465 | 151,345 | 160,471 | 165,894 | 174,000 |
| 営業利益率 | Operating income margin | 18.6% | 21.4% | 20.5% | 20.6% | 20.6% | 20.5% |
| 受取利息・配当金 | Interest & dividend income | 3,524 | 3,760 | 4,090 | 4,629 | 5,260 | 5,500 |
| その他 | Others | 816 | 681 | 634 | 646 | 642 | 500 |
| 営業外収益 | Non-operating income | 4,341 | 4,442 | 4,724 | 5,276 | 5,902 | 6,000 |
| 支払利息 | Interest expenses | 29,969 | 35,824 | 31,888 | 26,971 | 26,246 | 27,000 |
| その他 | Others | 6,539 | 8,171 | 9,264 | 8,239 | 6,495 | 6,000 |
| 営業外費用 | Non-operating expenses | 36,508 | 43,995 | 41,153 | 35,210 | 32,742 | 33,000 |
| (金融収支) | (Net interest receive) | (▲26,445) | (▲32,064) | (▲27,798) | (▲22,342) | (▲20,986) | (▲21,500) |
| 経常利益 | Ordinary profit | 106,295 | 107,912 | 114,916 | 130,536 | 139,055 | 147,000 |
| 固定資産売却益 | Gain on sale of fixed assets | 120 | 428 | 21 | 19 | 3 | |
| 投資有価証券売却益 | Gain on sale of investments in securities | 3 | 0 | 1,769 | 1,429 | | |
| その他 | Others | 603 | 20 | 36 | 235 | | |
| 特別利益 | Extraordinary income | 727 | 449 | 1,827 | 1,684 | 3 | |
| 固定資産売却損 | Loss on sale of fixed assets | 19 | 398 | 10 | 2 | 3 | |
| 固定資産減損損失 | Loss on impairment of fixed assets | 7,601 | 5,617 | 16,966 | 15,068 | 3,810 | |
| 投資有価証券評価損 | Loss on devaluation of investments in securities | 6,709 | 3,740 | 2,086 | 96 | 30 | |
| 関係会社株式評価損 | Loss on devaluation of common stocks of subsidiaries and affiliates | | 854 | | | | |
| 災害損失引当金 | Provision for loss on disaster | 1,930 | | | | | |
| その他 | Others | 3,003 | 583 | 1,617 | 1,932 | 4,548 | |
| 特別損失 | Extraordinary loss | 19,264 | 11,194 | 20,681 | 17,099 | 8,392 | 10,000 |
| 税金等調整前当期利益 | | 87,757 | 97,167 | 96,062 | 115,121 | 130,666 | 137,000 |
| Income before income taxes | | | | | | | |
| 法人税等 | Income tax and other taxes | 35,010 | 41,840 | 33,924 | 42,603 | 47,445 | 45,500 |
| 少数株主利益 | Minority interest | 1,839 | 2,090 | 2,312 | 2,820 | 2,654 | 3,500 |
| 当期純利益 | Net income | 50,908 | 53,236 | 59,825 | 69,697 | 80,566 | 88,000 |
| 減価償却費 | Depreciation | 23,704 | 36,049 | 37,761 | 35,311 | 33,519 | 35,000 |

※平成24年3月期より、SPCを連結対象としております。(SPCs were newly included within the scope of consolidation in March 2012 fiscal year)

[セグメント情報](Segment Information)

| (1)営業収益 Revenue from operations | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|------------------------------------|-------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:百万円 (¥million) | | | | | | | |
| 賃貸事業 Leasing | | 292,874 | 271,811 | 278,316 | 283,729 | 289,117 | 300,000 |
| 販売事業 Sales | | 239,709 | 198,153 | 232,149 | 234,093 | 264,207 | 290,000 |
| 完工事業 Housing Construction | | 162,924 | 165,995 | 171,081 | 201,190 | 188,994 | 190,000 |
| 流通事業 Brokerage | | 46,429 | 49,396 | 50,957 | 57,210 | 58,486 | 63,000 |
| 合計 | Total | 744,756 | 688,662 | 736,652 | 780,273 | 806,835 | 850,000 |

| (2)営業利益 Operating income | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|------------------------------|-------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:百万円 (¥million) | | | | | | | |
| 賃貸事業 Leasing | | 88,240 | 89,636 | 94,186 | 97,951 | 104,441 | 110,000 |
| 販売事業 Sales | | 33,418 | 37,892 | 38,923 | 39,208 | 43,781 | 44,000 |
| 完工事業 Housing Construction | | 16,698 | 16,476 | 15,758 | 18,708 | 12,962 | 13,500 |
| 流通事業 Brokerage | | 12,202 | 14,539 | 14,494 | 17,961 | 16,462 | 20,000 |
| 合計 | Total | 138,462 | 147,465 | 151,345 | 160,471 | 165,894 | 174,000 |

| (3)営業利益率 Operating income margin | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|-------------------------------------|-------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:百万円 (¥million) | | | | | | | |
| 賃貸事業 Leasing | | 30.1% | 33.0% | 33.8% | 34.5% | 36.1% | 36.7% |
| 販売事業 Sales | | 13.9% | 19.1% | 16.8% | 16.7% | 16.6% | 15.2% |
| 完工事業 Housing Construction | | 10.2% | 9.9% | 9.2% | 9.3% | 6.9% | 7.1% |
| 流通事業 Brokerage | | 26.3% | 29.4% | 28.4% | 31.4% | 28.1% | 31.7% |
| 合計 | Total | 18.6% | 21.4% | 20.5% | 20.6% | 20.6% | 20.5% |

| (4)資産 Assets of segment | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|------------------------------|-------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:百万円 (¥million) | | | | | | | |
| 賃貸事業 Leasing | | 2,170,939 | 2,840,515 | 2,884,179 | 3,010,806 | 3,123,992 | |
| 販売事業 Sales | | 721,956 | 678,886 | 732,713 | 749,259 | 844,622 | |
| 完工事業 Housing Construction | | 13,625 | 13,823 | 15,358 | 17,924 | 16,326 | |
| 流通事業 Brokerage | | 12,959 | 12,808 | 12,490 | 13,813 | 18,404 | |
| 合計 | Total | 3,234,202 | 3,859,698 | 4,105,500 | 4,220,428 | 4,523,804 | |

| (5)従業員数 Number of employees | | 23/3 (Mar-11) | 24/3 (Mar-12) | 25/3 (Mar-13) | 26/3 (Mar-14) | 27/3 (Mar-15) | 28/3 通期予想 (Mar-16) |
|--------------------------------|-------|------------------|------------------|------------------|------------------|------------------|--------------------------|
| 単位:百万円 (¥million) | | | | | | | |
| 賃貸事業 Leasing | | 2,422 | 2,599 | 2,811 | 2,957 | 3,111 | |
| 販売事業 Sales | | 844 | 832 | 866 | 949 | 1,019 | |
| 完工事業 Housing Construction | | 2,946 | 2,881 | 3,234 | 3,493 | 3,563 | |
| 流通事業 Brokerage | | 2,546 | 2,665 | 2,842 | 3,004 | 3,034 | |
| 合計 | Total | 9,733 | 9,954 | 10,741 | 11,473 | 11,855 | |

※平成24年3月期より、SPCを連結対象としております。(SPCs were newly included within the scope of consolidation in March 2012 fiscal year)

[事業の概況]

| (1)賃貸事業部門(Leasing) 【連 結ベース】(Consolidated base) | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|---|--------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:千m ² | (1,000m ²) | | | | | | |
| 期末延床面積 | Gross floor area | 3,977 | 4,160 | 4,145 | 4,094 | 4,104 | |
| 所有(※1) | Outright ownership | 2,036 | 3,109 | 3,135 | 3,171 | 3,189 | |
| 非連結SPC | Owned by non-consolidated SPCs | 899 | - | - | - | - | |
| サブリース事業 | Sub-lease business | 1,041 | 1,051 | 1,010 | 923 | 914 | |
| 東京都区部 | Tokyo 23wards | 3,735 | 3,924 | 3,896 | 3,851 | 3,859 | |
| その他 | Other Area | 242 | 235 | 249 | 243 | 245 | |

| オフィス期末空室率(※2) | Vacancy rate | 8.2% | 7.8% | 7.1% | 5.9% | 4.9% | |
|---------------|--------------|------|------|------|------|------|--|
| | | | | | | | |

※1 平成24年3月期より、SPCを連結対象としております。(SPCs were newly included within the scope of consolidation in March 2012 fiscal year)

※2 竣工後1年を経過したオフィスビルの空室率 (Vacancy rate for existing buildings)

| (2)販売事業部門(Sales) 【連 結ベース】(Consolidated base) | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|---|----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:戸、百万円 | (units, ¥million) | | | | | | |
| マンション新規発売戸数 | Condominium units supplied | 4,313 | 3,329 | 4,611 | 5,473 | 6,305 | 6,000 |
| マンション契約戸数 | Condominium units sold | 4,741 | 4,034 | 5,151 | 5,634 | 5,204 | 5,500 |

| | | | | | | | |
|----------------|--------------------------------|---------|---------|---------|---------|---------|---------|
| マンション完成済み未契約戸数 | Condominium units unsold | 878 | 638 | 716 | 488 | 929 | |
| 計上戸数 | Units delivered | 4,841 | 4,119 | 4,688 | 4,958 | 5,351 | 5,500 |
| マンション・戸建 | Condominiums & Detached houses | 4,741 | 4,033 | 4,618 | 4,900 | 5,260 | 5,400 |
| 宅地 | Land lots | 100 | 86 | 70 | 58 | 91 | 100 |
| 売上高 | Sales income | 239,709 | 198,153 | 232,149 | 234,093 | 264,207 | 290,000 |
| マンション・戸建 | Condominiums & Detached houses | 228,045 | 188,180 | 222,186 | 226,470 | 247,586 | 280,000 |
| 宅地 | Land lots | 9,353 | 7,623 | 7,168 | 5,334 | 12,020 | |
| その他 | Others | 2,310 | 2,350 | 2,794 | 2,288 | 4,599 | 10,000 |

| (3)完工事業部門(Housing Construction) 【連 結ベース】(Consolidated base) | | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) | 28/3 通期予想 (Mar.-16) |
|--|-----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|---------------------------|
| 単位:棟、百万円 | (units, ¥million) | | | | | | |
| 受注棟数 | Units contracted | 9,303 | 9,196 | 10,040 | 10,053 | 9,765 | 10,400 |
| 新築そっくりさん | Remodeling "Shinchiku Sokkurisan" | 7,463 | 7,228 | 7,651 | 7,623 | 7,310 | 7,800 |
| 注文住宅 | Custom Home | 1,840 | 1,968 | 2,389 | 2,430 | 2,455 | 2,600 |

| | | | | | | | |
|----------|-----------------------------------|---------|---------|---------|---------|---------|---------|
| 計上棟数 | Units delivered | 9,035 | 9,013 | 9,129 | 10,414 | 10,001 | 10,200 |
| 新築そっくりさん | Remodeling "Shinchiku Sokkurisan" | 7,258 | 7,141 | 7,260 | 8,038 | 7,775 | 7,800 |
| 注文住宅 | Custom Home | 1,777 | 1,872 | 1,869 | 2,376 | 2,226 | 2,400 |
| 売上高 | Revenue from housing business | 162,924 | 165,995 | 171,081 | 201,190 | 188,994 | 190,000 |
| 新築そっくりさん | Remodeling "Shinchiku Sokkurisan" | 89,826 | 90,188 | 92,834 | 105,354 | 104,128 | 105,000 |
| 注文住宅 | Custom Home | 49,512 | 52,496 | 52,676 | 69,347 | 68,126 | 72,000 |
| その他 | Others | 23,586 | 23,311 | 25,571 | 26,489 | 16,740 | 13,000 |

[連結キャッシュ・フロー計算書](Consolidated Statements of Cash Flows)

| 単位:百万円 | (¥million) | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) |
|---|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| 税金等調整前当期純利益 | Income before income taxes and minority interests | 87,757 | 97,167 | 96,062 | 115,121 | 130,666 |
| 減価償却費 | Depreciation and amortization | 23,704 | 36,049 | 37,761 | 35,311 | 33,519 |
| 貸倒引当金の増加額又は減少額(△) | Provision for allowance for doubtful accounts -- net | 776 | △839 | 38 | △3,006 | △582 |
| 固定資産売却益 | Gain on sale of property and equipment | △100 | △30 | △11 | △16 | △0 |
| 固定資産減損損失 | Loss on impairment of fixed assets | 7,601 | 5,617 | 16,966 | 15,068 | 3,810 |
| 売上債権の増加額(△)又は減少額 | Decrease (Increase) in notes and accounts receivable -- trade | 2,934 | △2,866 | △1,243 | △529 | △8,740 |
| たな卸資産の増加額(△) | Increase in inventories | △30,829 | △14,347 | △104,737 | △24,291 | △88,915 |
| 仕入債務の増加額又は減少額(△) | Increase (Decrease) in notes and accounts payable -- trade | △22,406 | 2,907 | 4,159 | 6,671 | 21,445 |
| 前受金の増加額又は減少額(△) | Increase (Decrease) in advances received | △2,936 | △2,144 | 15,962 | 4,260 | △3,506 |
| 法人税等の支払額 | Payments for income tax and other taxes | △38,643 | △30,742 | △39,338 | △38,340 | △47,326 |
| 営業貸付金の増加額(△)又は減少額 | Decrease (Increase) in trade loans receivable | 527 | | | | |
| その他 | Other -- net | △13,944 | 10,631 | 7,974 | 6,744 | △5,301 |
| 営業活動によるキャッシュ・フロー Net cash provided by (used in) operating activities | | 14,441 | 101,402 | 33,594 | 116,993 | 35,067 |
| 有形固定資産の取得による支出 | Payments for purchases of property and equipment | △98,058 | △112,293 | △57,623 | △181,471 | △149,517 |
| 有形固定資産の売却による収入 | Proceeds from sale of property and equipment | 1,039 | 1,485 | 677 | 108 | 141 |
| 有価証券／投資有価証券の純増減 | Decrease (increase) in securities | △226 | △8,264 | △46,140 | △22,956 | △8,010 |
| 敷金及び保証金の純増減 | Decrease in guarantee and lease deposits paid to lessors | 19,400 | 8,421 | 7,827 | 13,517 | 4,602 |
| 預り敷金及び保証金の純増減 | Increase (Decrease) in guarantee and lease deposits received | △6,228 | 810 | △3,966 | 1,403 | 6,780 |
| 共同投資事業出資預託金の純増減 | Receipts (Restitution) of deposits from partnership investors | 10,862 | 39,143 | 42,242 | △103,285 | △72,882 |
| その他 | Other -- net | △2,301 | △1,403 | 4,450 | △2,765 | △2,031 |
| 投資活動によるキャッシュ・フロー Net cash used in investing activities | | △75,512 | △72,100 | △52,531 | △295,449 | △220,917 |
| 短期借入金・CPの純増減 | Increase (Decrease) in short-term bank loans & CP | △112,486 | △46,044 | 27,782 | △52,500 | △57,900 |
| 社債の純増減 | Increase (Decrease) in bonds and notes | △20,000 | △60,000 | | 70,000 | 30,000 |
| 長期借入金の純増減 | Increase in long-term debt | 218,919 | 106,808 | 96,627 | 141,108 | 305,715 |
| SPC借入金・社債の純増減 | Decrease in non-recourse loans and bonds | | △9,885 | △27,818 | △9,138 | △50,988 |
| 配当金の支払額 | Cash dividends paid | △9,484 | △9,484 | △9,482 | △9,482 | △9,480 |
| その他 | Other -- net | △45,112 | △11,458 | 15,648 | △42,532 | △29,532 |
| 財務活動によるキャッシュ・フロー Net cash provided by (used in) financing activities | | 31,835 | △30,065 | 102,757 | 97,454 | 187,814 |
| 現金及び現金同等物の増加額又は減少額 | Net increase (decrease) in cash and cash equivalents | △29,566 | △1,227 | 84,532 | △78,508 | 4,041 |
| 現金及び現金同等物の期首残高 | Cash and cash equivalents at beginning of year | 149,315 | 119,748 | 140,199 | 224,732 | 146,223 |
| 現金及び現金同等物の期末残高 | Cash and cash equivalents at end of year | 119,748 | 140,199 | 224,732 | 146,223 | 150,264 |

[財務の状況](Financial Indices)

| (1) 総資産、自己資本 | | Total assets & Equity (¥million) | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) |
|---------------|-----------------------------|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| 単位:百万円 | | | | | | | |
| 総資産 | Total assets | 3,234,202 | 3,859,698 | 4,105,500 | 4,220,428 | 4,523,804 | |
| ROA | Return On Assets(※1) | 4.4% | 4.3% | 3.9% | 4.0% | 3.9% | |
| 自己資本 | Shareholders' equity | 526,227 | 553,843 | 627,011 | 707,947 | 832,462 | |
| 自己資本比率 | Equity ratio | 16.3% | 14.3% | 15.3% | 16.8% | 18.4% | |
| | 劣後ローンの資本性考慮後(※2) | 19.1% | 16.7% | 15.6% | 17.1% | 18.7% | |
| ROE | Return On Equity(※3) | 10.0% | 9.9% | 10.1% | 10.4% | 10.5% | |

(※1)(営業利益+受取利息・配当金)÷総資産(期首期末平均)(Operating income + Interest & Dividend income/Total assets)
(※2)劣後ローンの資本性認定額を自己資本とした場合(資本性認定額: 平成24年3月期まで 900億円、平成25年3月期以降 150億円)
(When certain amount of Subordinated loan is certified as Shareholders' equity: ¥90 billion up until March 2012 fiscal year, and ¥15 billion after March 2013 fiscal year)
(※3)当期利益÷自己資本(期首期末平均)(Net income/Shareholders' equity)

| (2) 連結有利子負債 | | Interest-bearing debt (¥million) | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) |
|----------------------------------|--|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| 単位:百万円 | | | | | | | |
| CP | Commercial Paper | 29,988 | 19,994 | 59,976 | 31,995 | - | |
| 短期借入 | Short-term loans | 185,750 | 149,700 | 137,500 | 113,000 | 87,000 | |
| 長期借入 | Long-term loans | 1,285,860 | 1,392,668 | 1,549,295 | 1,690,403 | 1,996,218 | |
| 社債 | Bonds; Debentures | 400,000 | 340,000 | 340,000 | 410,000 | 440,000 | |
| 劣後ローン | Subordinated loan | 120,000 | 120,000 | 60,000 | 60,000 | 60,000 | |
| SPC長期借入金・社債 | Non-recourse loans and bonds | - | 531,753 | 503,935 | 494,797 | 443,809 | |
| 連結有利子負債 | Interest-bearing debt | 2,021,598 | 2,554,115 | 2,650,706 | 2,800,195 | 3,027,027 | |
| 長期比率 | Ratio of long-term debt | 89% | 93% | 93% | 95% | 97% | |
| 固定金利比率 | Ratio of fixed-interest debt | 79% | 80% | 80% | 82% | 87% | |
| 現金・預金 | Cash, time and notice deposits | 119,748 | 146,475 | 225,774 | 147,266 | 151,367 | |
| 連結純有利子負債 | Net interest-bearing debt | 1,901,850 | 2,407,640 | 2,424,932 | 2,652,929 | 2,875,660 | |
| デットエクイティレシオ | Net D/E Ratio(※4) | 3.6 | 4.3 | 3.9 | 3.7 | 3.5 | |
| | 劣後ローンの資本性考慮後(※2) | 2.9 | 3.6 | 3.8 | 3.6 | 3.4 | |
| インタレストカバレッジ | Interest Coverage(※5) | 4.7 | 4.2 | 4.9 | 6.1 | 6.5 | |
| 純有利子負債／営業利益倍率 | Net Debt/Operating Income Ratio(※6) | 13.4 | 15.9 | 15.6 | 16.1 | 16.8 | |
| 非連結SPC借入金等 | Debt of non-consolidated SPCs (※7) | 542,371 | - | - | - | - | |
| 連結純有利子負債(非連結SPC借入金等含む) | Net interest-bearing debt (including debt of non-consolidated SPCs) | 2,444,221 | 2,407,640 | 2,424,932 | 2,652,929 | 2,875,660 | |
| デットエクイティレシオ(非連結SPC借入金等含む) | Net D/E Ratio (including debt of non-consolidated SPCs) | 4.6 | 4.3 | 3.9 | 3.7 | 3.5 | |

(※4)連結純有利子負債÷連結自己資本(Net interest-bearing debt/Shareholders' equity)
(※5)(営業利益+受取利息・配当金)÷支払利息(Operating income + Interest & Dividend income/Interest expenses)
(※6)連結純有利子負債÷(営業利益+受取利息・配当金)(Net interest-bearing debt/Operating income + Interest & Dividend income)
(※7)当社が出资する非連結SPCの借入金等(SPCの直近決算日における残高の単純集計)(Debt of non-consolidated SPCs invested by Sumitomo Realty)

| (3) 貸賃セグメント資産総利回り | | Return on leasing assets (¥million) | 23/3 (Mar.-11) | 24/3 (Mar.-12) | 25/3 (Mar.-13) | 26/3 (Mar.-14) | 27/3 (Mar.-15) |
|----------------------|--|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| 単位:百万円 | | | | | | | |
| 貸賃営業利益 | Operating income of leasing business | 88,240 | 89,636 | 94,186 | 97,951 | 104,441 | |
| 減価償却費 | Depreciation | 22,016 | 33,990 | 35,557 | 32,975 | 31,047 | |
| 貸賃キャッシュフロー | Cash flows from leasing business | 110,256 | 123,626 | 129,743 | 130,926 | 135,488 | |
| 貸賃セグメント資産 | Assets of leasing segment | 2,170,939 | 2,840,515 | 2,884,179 | 3,010,806 | 3,123,992 | |
| 預り敷金及び保証金 | Guarantee & security deposits received from tenants | ▲ 164,317 | ▲ 165,002 | ▲ 160,469 | ▲ 161,486 | ▲ 168,273 | |
| 貸賃投資残 | Net investments of leasing business | 2,006,622 | 2,675,513 | 2,723,710 | 2,849,320 | 2,955,719 | |
| 貸賃セグメント資産総利回り | Return on leasing assets(※8) | 5.6% | 5.3% | 4.8% | 4.7% | 4.7% | |

(※8)貸賃キャッシュフロー÷貸賃投資残(期首期末平均)(Cash flows from leasing business/Net assets of leasing business)

※平成24年3月期より、SPCを連結対象としております。(SPCs were newly included within the scope of consolidation in March 2012 fiscal year)

(参考)平成27年3月期(Mar.-15) 単体推移(Non-consolidated base)

| [損益計算書](Statements of operations) | | 23/3 | 24/3 | 25/3 | 26/3 | 27/3 |
|-----------------------------------|---|----------------|----------------|----------------|----------------|----------------|
| 単位:百万円 | (¥million) | (Mar.-11) | (Mar.-12) | (Mar.-13) | (Mar.-14) | (Mar.-15) |
| 賃貸事業 | Leasing | 259,366 | 248,460 | 250,372 | 248,827 | 250,927 |
| 販売事業 | Sales | 231,656 | 192,232 | 228,033 | 228,764 | 255,650 |
| 完成工事事業 | Housing Construction | 139,285 | 142,667 | 145,494 | 174,599 | 171,957 |
| その他事業 | Others | 2,289 | 2,250 | 2,645 | 3,110 | 3,007 |
| 営業収益 | Revenue from operations | 632,598 | 585,611 | 626,545 | 655,302 | 681,543 |
| 賃貸事業 | Leasing | 178,060 | 175,115 | 173,895 | 169,335 | 165,481 |
| 販売事業 | Sales | 188,482 | 146,810 | 178,884 | 179,300 | 200,272 |
| 完成工事事業 | Housing Construction | 101,681 | 105,793 | 108,767 | 131,332 | 131,171 |
| その他事業 | Others | 42 | 39 | 38 | 28 | 19 |
| 営業原価 | Cost of revenue from operations | 468,267 | 427,758 | 461,585 | 479,996 | 496,944 |
| 賃貸事業 | Leasing | 81,306 | 73,344 | 76,477 | 79,491 | 85,445 |
| 販売事業 | Sales | 43,173 | 45,422 | 49,149 | 49,464 | 55,378 |
| 完成工事事業 | Housing Construction | 37,604 | 36,874 | 36,727 | 43,267 | 40,786 |
| その他事業 | Others | 2,247 | 2,210 | 2,607 | 3,082 | 2,988 |
| 売上総利益 | Gross profit | 164,331 | 157,852 | 164,960 | 175,305 | 184,598 |
| 賃貸事業 | Leasing | 31.3% | 29.5% | 30.5% | 31.9% | 34.1% |
| 販売事業 | Sales | 18.6% | 23.6% | 21.6% | 21.6% | 21.7% |
| 完成工事事業 | Housing Construction | 27.0% | 25.8% | 25.2% | 24.8% | 23.7% |
| その他事業 | Others | 98.2% | 98.2% | 98.6% | 99.1% | 99.4% |
| 粗利益率 | Gross profit margin | 26.0% | 27.0% | 26.3% | 26.8% | 27.1% |
| 販売費 | Selling expenses | 15,731 | 12,522 | 14,627 | 15,147 | 17,390 |
| 一般管理費 | G & A expenses | 27,085 | 26,739 | 28,342 | 33,202 | 33,579 |
| 販管費 | S,G&A expenses | 42,816 | 39,261 | 42,970 | 48,349 | 50,970 |
| 営業利益 | Operating income | 121,515 | 118,590 | 121,990 | 126,955 | 133,628 |
| 受取利息・配当金 | Interest & dividend income | 7,304 | 7,392 | 7,905 | 7,821 | 8,161 |
| その他 | Others | 814 | 362 | 488 | 348 | 590 |
| 営業外収益 | Non-operating income | 8,118 | 7,755 | 8,394 | 8,169 | 8,752 |
| 支払利息 | Interest expenses | 29,836 | 27,114 | 22,995 | 19,143 | 19,359 |
| その他 | Others | 6,775 | 7,553 | 8,681 | 7,438 | 5,636 |
| 営業外費用 | Non-operating expenses | 36,611 | 34,667 | 31,677 | 26,582 | 24,996 |
| (金融収支) | (Net interest receive) | (▲22,532) | (▲19,722) | (▲15,090) | (▲11,322) | (▲11,198) |
| 経常利益 | Ordinary profit | 93,022 | 91,678 | 98,707 | 108,543 | 117,384 |
| 固定資産売却益 | Gain on sales of fixed assets | 10 | 402 | | 9 | 0 |
| 投資有価証券売却益 | Gain on sale of investments in securities | 2 | | 1,723 | 1,429 | |
| その他 | Others | 421 | 15 | 56 | | |
| 特別利益 | Extraordinary income | 435 | 417 | 1,779 | 1,438 | 0 |
| 固定資産売却損 | Loss on sale of fixed assets | 8 | 398 | 10 | 0 | |
| 固定資産減損損失 | Loss on impairment of fixed assets | 7,601 | 5,617 | 16,968 | 15,160 | 3,810 |
| 投資有価証券評価損 | Loss on devaluation of investments in securities | 6,431 | 3,740 | 2,086 | 96 | 30 |
| 関係会社株式評価損 | Loss on devaluation of common stocks of subsidiaries and affiliates | | 854 | | | |
| 災害損失引当金 | Provision for loss on disaster | 1,915 | | | | |
| その他 | Others | 3,050 | 530 | 1,690 | 2,048 | 3,842 |
| 特別損失 | Extraordinary loss | 19,007 | 11,141 | 20,756 | 17,305 | 7,683 |
| 税引前当期利益 | Income before income taxes | 74,449 | 80,954 | 79,730 | 92,676 | 109,701 |
| 法人税等 | Income tax and other taxes | 29,518 | 33,179 | 27,234 | 34,398 | 38,053 |
| 当期利益 | Net income | 44,931 | 47,775 | 52,495 | 58,278 | 71,647 |
| 減価償却費 | Depreciation | 21,257 | 22,870 | 25,835 | 24,324 | 23,218 |