

2023年3月期 第2四半期

(September 30, 2022)

# FACT SHEETS

- I. 第2四半期決算推移 Page 2－3  
September 30, 2022
- II. (参考) 2022年3月期決算 Page 4－9  
March 31, 2022
- (別紙) 四半期営業情報  
(Appendix) Quarterly Information

住友不動産株式会社

Sumitomo Realty & Development Co., Ltd.

(ご照会先)

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## 2023年3月期 第2四半期 (Sep-22) 連結決算 (Consolidated base)

\* 2020年3月期期首より、会計方針(住友不動産販売の収益認識基準)の変更をしております。2019年3月期第2四半期は遡及適用後の数値を記載しております。

(Financial results for the second quarter of March 2019 fiscal year have been adjusted retroactively, reflecting the adoption of Accounting Standard for Revenue Recognition in Sumitomo Real Estate Sales effective from the beginning of March 2020 fiscal year.)

\* 2021年3月期期首よりセグメント変更を行い、「販売事業」、「流通事業」、「調整額(記載省略)」に計上していた住友不動産販売の業績は「流通事業」へ計上しております。2020年3月期第2四半期は変更後の数値を記載しております。

(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for the second quarter of March 2020 fiscal year have been adjusted retroactively.)

### [損益計算書] (Statements of operations)

		2018/9	2019/9	2020/9	2021/9	2022/9
単位: 百万円 (millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
売上高	Revenue from operations	541,043	579,438	515,122	480,968	474,871
売上総利益	Gross profit	166,283	181,962	167,678	169,201	170,616
粗利益率	Gross profit margin	30.7%	31.4%	32.6%	35.2%	35.9%
販管費	S,G&A expenses	41,034	44,388	34,831	33,008	32,633
営業利益	Operating income	125,248	137,573	132,847	136,192	137,982
営業利益率	Operating income margin	23.1%	23.7%	25.8%	28.3%	29.1%
受取利息・配当金	Interest & dividend income	5,634	6,566	7,197	6,758	8,835
その他	Others	407	124	1,123	626	82
営業外収益	Non-operating income	6,042	6,691	8,320	7,384	8,918
支払利息	Interest expenses	10,300	9,692	9,276	9,117	8,699
その他	Others	2,427	2,723	2,349	1,857	1,724
営業外費用	Non-operating expenses	12,728	12,416	11,626	10,975	10,423
(金融収支)	(Net interest receive)	(▲4,666)	(▲3,126)	(▲2,079)	(▲2,359)	(136)
経常利益	Ordinary profit	118,563	131,848	129,541	132,602	136,477
特別利益	Extraordinary income	1	4,824	12,469	460	2
特別損失	Extraordinary loss	974	1,732	1,308	1,607	805
税金等調整前四半期(累計)純利益	Income before income taxes	117,590	134,941	140,702	131,454	135,675
法人税等	Income tax and other taxes	37,564	41,717	43,570	40,350	41,624
非支配株主に帰属する四半期純利益	Profit attributable to non-controlling interests	-	-	-	-	-
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent	80,025	93,224	97,131	91,103	94,050

### [セグメント情報] (Segment Information)

(1) 売上高		2018/9	2019/9	2020/9	2021/9	2022/9
Revenue from operations		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
単位: 百万円 (millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
賃貸事業	Leasing	186,398	193,798	196,914	211,802	207,885
販売事業	Sales	237,208	254,894	213,265	157,705	153,622
完工事業	Housing Construction	80,042	92,116	73,923	73,708	75,661
流通事業	Brokerage	34,827	37,627	31,070	36,774	36,270
合計	Total	541,043	579,438	515,122	480,968	474,871

(2) 営業利益		2018/9	2019/9	2020/9	2021/9	2022/9
Operating income		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
単位: 百万円 (millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
賃貸事業	Leasing	77,186	83,674	81,467	88,022	87,036
販売事業	Sales	44,682	45,562	52,825	42,524	47,071
完工事業	Housing Construction	2,898	6,635	2,381	3,688	2,854
流通事業	Brokerage	10,248	9,274	5,439	9,902	9,991
合計	Total	125,248	137,573	132,847	136,192	137,982

[事業の概況] (Review of operations)

(1) 賃貸事業部門 (Leasing) 【連結ベース】 (Consolidated base)		2018/9	2019/9	2020/9	2021/9	2022/9
		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
オフィス期末空室率*	Vacancy rate*	4.3%	1.7%	1.8%	5.6%	5.9%

\* 竣工後1年を経過した既存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)		2018/9	2019/9	2020/9	2021/9	2022/9
単位: 戸、百万円 (units, millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
マンション契約戸数	Condominium units sold	2,661	2,408	1,308	1,534	2,014

計上戸数		Units delivered	4,257	4,175	3,258	2,425	2,000
マンション・戸建	Condominiums & Detached houses		4,243	4,169	3,253	2,404	1,957
宅地	Land lots		14	6	5	21	43
売上高		Sales income	237,208	254,894	213,265	157,705	153,622
マンション・戸建	Condominiums & Detached houses		230,633	246,345	204,316	150,148	139,481
宅地・その他	Land lots & Others		6,574	8,548	8,948	7,557	14,140

(3) 完工事業部門 (Housing Construction) 【連結ベース】 (Consolidated base)		2018/9	2019/9	2020/9	2021/9	2022/9
単位: 棟、百万円 (units, millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
受注棟数	Units contracted	6,538	4,845	4,608	5,609	5,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	4,941	3,730	3,432	4,250	3,964
注文住宅	Custom Home	1,597	1,115	1,176	1,359	1,036

計上棟数		Units delivered	4,523	5,270	3,789	3,941	3,956
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		3,625	4,302	2,919	3,070	3,106
注文住宅	Custom Home		898	968	870	871	850
売上高		Revenue from housing business	80,042	92,116	73,923	73,708	75,661
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		44,570	53,087	38,333	39,076	39,674
注文住宅	Custom Home		28,276	31,031	29,743	29,489	30,006
その他	Others		7,196	7,998	5,847	5,143	5,981

(4) 流通事業部門 (Brokerage) 【住友不動産販売】 (Sumitomo Real Estate Sales)		2018/9	2019/9	2020/9	2021/9	2022/9
単位: 件、百万円 (transactions, millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22
仲介件数	Number of transactions	18,625	19,769	16,205	19,593	17,531
取扱高	Total transaction value	644,253	666,765	563,067	715,286	679,420
取扱単価	Average price per transaction	34.5	33.7	34.7	36.5	38.7
仲介収益	Brokerage revenues	33,785	35,032	29,056	35,294	35,357
仲介店舗数(国内)	Number of brokerage offices (Japan)	268	271	272	270	249

[財務の状況] (Financial Indices)

(参考)

		2018/9	2019/9	2020/9	2021/9	2022/9	2022/3 前期末 Mar-22
単位: 百万円 (millions of yen)		Sep-18	Sep-19	Sep-20	Sep-21	Sep-22	
総資産	Total assets	5,120,661	5,151,095	5,390,213	5,735,036	5,854,704	5,806,040
自己資本	Shareholders' equity	1,195,400	1,283,355	1,420,260	1,597,595	1,720,779	1,634,049
連結有利子負債	Interest-bearing debt	3,376,207	3,309,337	3,442,550	3,569,129	3,596,013	3,559,993
現金・預金	Cash and deposits	241,291	180,259	166,375	183,374	181,597	151,392
連結純有利子負債	Net interest-bearing debt	3,134,916	3,129,077	3,276,174	3,385,754	3,414,415	3,408,601

(参考)2022年3月期 (Mar-22) 連結決算 (Consolidated base)

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(Financial results for March 2019 fiscal year have been adjusted retroactively, reflecting the adoption of Accounting Standard for Revenue Recognition in Sumitomo Real Estate Sales effective from the beginning of March 2020 fiscal year.)

[損益計算書] (Statements of operations)

		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
単位: 百万円 (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	通期予想 Mar-23 (F)
売上高	Revenue from operations	948,402	1,012,198	1,013,512	917,472	939,430	950,000
売上総利益	Gross profit	284,386	301,148	321,680	287,907	302,442	309,000
粗利益率	Gross profit margin	30.0%	29.8%	31.7%	31.4%	32.2%	32.5%
広告費	Selling expenses	20,993	21,250	18,514	9,236	9,163	9,000
一般管理費	G & A expenses	57,755	60,508	68,833	59,426	59,396	60,000
販管費	S,G&A expenses	78,749	81,758	87,348	68,663	68,560	69,000
営業利益	Operating income	205,637	219,389	234,332	219,244	233,882	240,000
営業利益率	Operating income margin	21.7%	21.7%	23.1%	23.9%	24.9%	25.3%
受取利息・配当金	Interest & dividend income	8,484	10,066	11,679	11,835	12,792	
その他	Others	1,073	630	570	2,041	1,463	
営業外収益	Non-operating income	9,557	10,697	12,249	13,877	14,255	
支払利息	Interest expenses	20,351	20,184	19,186	18,317	18,033	
その他	Others	7,972	6,675	6,874	4,854	4,989	
営業外費用	Non-operating expenses	28,323	26,859	26,061	23,172	23,023	
(金融収支)	(Net interest receive)	(▲11,867)	(▲10,118)	(▲7,507)	(▲6,482)	(▲5,241)	
経常利益	Ordinary profit	186,870	203,227	220,520	209,949	225,115	235,000
固定資産売却益	Gain on sale of fixed assets	37	75	278	536	97	
投資有価証券売却益	Gain on sale of investment securities	1,009	11	1,417	13,115	2,426	
その他	Others	66		4,824			
特別利益	Extraordinary income	1,113	86	6,519	13,652	2,524	
固定資産売却損	Loss on sale of fixed assets	217	3,723	2,130		0	
固定資産減損損失	Loss on impairment of fixed assets	10,634	8,575	9,660	3,876	3,453	
固定資産除却損	Loss on disposal of fixed assets	600	1,280	1,566	7,890	4,014	
投資有価証券評価損	Loss on devaluation of investment securities		1,104	7,838	489	1,160	
投資有価証券売却損	Loss on sale of investment securities	47			312	1	
新型コロナウイルス感染症による損失	Loss related to COVID-19				629		
その他	Others	40	70	35	44	355	
特別損失	Extraordinary loss	11,540	14,755	21,231	13,242	8,986	
税金等調整前当期利益	Income before income taxes	176,444	188,558	205,809	210,359	218,653	
法人税等	Income tax and other taxes	55,918	58,456	64,812	68,970	68,201	
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	794					
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	119,731	130,102	140,997	141,389	150,452	160,000
減価償却費	Depreciation	41,627	46,312	48,974	57,812	60,645	62,000

## [セグメント情報] (Segment Information)

\* 2021年3月期期首よりセグメント変更を行い、「販売事業」、「流通事業」、「調整額(記載省略)」に計上していた住友不動産販売の業績は「流通事業」へ計上しております。2020年3月期は変更後の数値を記載しております。

(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for March 2020 fiscal year have been adjusted retroactively.)

(1)売上高		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Revenue from operations		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	通期予想
単位: 百万円 (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
賃貸事業	Leasing	353,880	381,763	395,592	398,237	425,081	430,000
販売事業	Sales	311,192	331,751	324,928	263,394	233,788	220,000
完工事業	Housing Construction	209,355	221,693	218,930	188,707	204,361	220,000
流通事業	Brokerage	69,168	71,867	71,199	65,792	73,484	78,000
<b>合計</b>	<b>Total</b>	<b>948,402</b>	<b>1,012,198</b>	<b>1,013,512</b>	<b>917,472</b>	<b>939,430</b>	<b>950,000</b>

(2)営業利益		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Operating income		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	通期予想
単位: 百万円 (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
賃貸事業	Leasing	139,368	149,932	169,416	155,245	162,649	165,000
販売事業	Sales	46,838	47,115	46,490	53,931	50,485	50,000
完工事業	Housing Construction	16,108	20,407	20,583	15,565	18,523	21,000
流通事業	Brokerage	21,457	20,977	14,592	11,480	18,025	20,000
<b>合計</b>	<b>Total</b>	<b>205,637</b>	<b>219,389</b>	<b>234,332</b>	<b>219,244</b>	<b>233,882</b>	<b>240,000</b>

(3)営業利益率		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Operating income margin		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	通期予想
		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
賃貸事業	Leasing	39.4%	39.3%	42.8%	39.0%	38.3%	38.4%
販売事業	Sales	15.1%	14.2%	14.3%	20.5%	21.6%	22.7%
完工事業	Housing Construction	7.7%	9.2%	9.4%	8.2%	9.1%	9.5%
流通事業	Brokerage	31.0%	29.2%	20.5%	17.4%	24.5%	25.6%
<b>合計</b>	<b>Total</b>	<b>21.7%</b>	<b>21.7%</b>	<b>23.1%</b>	<b>23.9%</b>	<b>24.9%</b>	<b>25.3%</b>

(4)資産		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Assets of segment		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	通期予想
単位: 百万円 (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
賃貸事業	Leasing	3,565,087	3,737,136	3,922,764	4,226,733	4,297,595	
販売事業	Sales	826,574	713,300	673,420	658,010	761,443	
完工事業	Housing Construction	27,945	30,057	25,053	23,460	23,625	
流通事業	Brokerage	12,199	14,074	170,883	179,631	193,444	
<b>合計</b>	<b>Total</b>	<b>5,167,198</b>	<b>5,130,118</b>	<b>5,317,623</b>	<b>5,673,666</b>	<b>5,806,040</b>	

(5)従業員数		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Number of employees		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	通期予想
		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
賃貸事業	Leasing	3,666	3,771	4,059	4,036	3,978	
販売事業	Sales	944	894	852	895	854	
完工事業	Housing Construction	3,920	4,050	4,137	3,993	3,867	
流通事業	Brokerage	3,258	3,329	3,633	3,647	3,397	
<b>合計</b>	<b>Total</b>	<b>12,934</b>	<b>13,238</b>	<b>13,676</b>	<b>13,530</b>	<b>13,040</b>	

[事業の概況](Review of operations)

(1) 賃貸事業部門 (Leasing)

【連結ベース】(Consolidated base)

単位: 千㎡

(1,000㎡)

		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3 通期予想
		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
期末延床面積	Gross floor area	4,843	5,037	5,461	5,575	5,633	
所有	Outright ownership	4,026	4,226	4,633	4,773	4,856	
サブリース事業	Sub-lease business	817	811	828	802	777	
東京都区部	Tokyo 23wards	4,591	4,738	5,169	5,284	5,339	
その他	Other Area	252	299	292	291	294	

オフィス期末空室率*	Vacancy rate*	4.9%	2.8%	1.4%	2.8%	5.8%
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\* 竣工後1年を経過した既存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)

単位: 戸、百万円

(units、millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3 通期予想
		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
マンション新規発売戸数	Condominium units supplied	6,686	6,384	4,969	3,427	2,277	3,000
マンション契約戸数	Condominium units sold	7,355	5,111	4,865	3,047	3,047	3,000
マンション完成済み未契約戸数	Condominium units unsold	1,129	1,044	1,466	1,184	1,174	

計上戸数		Units delivered	5,881	5,970	5,431	4,164	3,604	3,000
マンション・戸建	Condominiums & Detached houses		5,865	5,948	5,413	4,149	3,569	
宅地	Land lots		16	22	18	15	35	
売上高		Sales income	311,192	331,751	324,928	263,394	233,788	220,000
マンション・戸建	Condominiums & Detached houses		301,504	323,297	314,429	252,394	218,289	
宅地・その他	Land lots & Others		9,688	8,454	10,498	11,000	15,498	

(3) 完工事業部門 (Housing Construction)

【連結ベース】(Consolidated base)

単位: 棟、百万円

(units、millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3 通期予想
		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
受注棟数	Units contracted	12,340	13,526	9,666	10,061	10,981	11,800
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	9,350	10,449	7,506	7,534	8,362	9,000
注文住宅	Custom Home	2,990	3,077	2,160	2,527	2,619	2,800

計上棟数		Units delivered	11,686	12,013	11,927	9,940	10,582	11,200
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		8,886	9,132	9,301	7,566	7,971	8,500
注文住宅	Custom Home		2,800	2,881	2,626	2,374	2,611	2,700
売上高		Revenue from housing business	209,355	221,693	218,930	188,707	204,361	220,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		108,739	116,195	119,801	98,160	105,746	115,000
注文住宅	Custom Home		88,019	93,458	86,783	80,361	88,431	94,000
その他	Others		12,597	12,040	12,346	10,186	10,184	11,000

(4) 流通事業部門 (Brokerage)

【住友不動産販売】(Sumitomo Real Estate Sales)

単位: 件、百万円

(transactions、millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3	2023/3 通期予想
		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23 (F)
仲介件数	Number of transactions	37,058	37,643	37,715	35,122	38,144	40,000
取扱高	Total transaction value	1,257,507	1,326,357	1,287,508	1,241,023	1,453,387	1,550,000
取扱単価	Average price per transaction	33.9	35.2	34.1	35.3	38.1	38.8
仲介収益	Brokerage revenues	66,310	68,583	67,063	62,358	71,278	76,000

仲介店舗数 (国内)	Number of brokerage offices (Japan)	266	270	276	269	256
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[連結キャッシュ・フロー計算書] (Consolidated Statements of Cash Flows)

		2018/3	2019/3	2020/3	2021/3	2022/3
単位: 百万円 (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
税金等調整前当期純利益	Income before income taxes	176,444	188,558	205,809	210,359	218,653
減価償却費	Depreciation and amortization	41,627	46,312	48,974	57,812	60,645
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△525	△308	△4,848	△21	134
固定資産売却損益(△は益)	Loss (Gain) on sale of property and equipment	179	3,648	1,852	△536	△97
固定資産減損損失	Loss on impairment of fixed assets	10,634	8,575	9,660	3,876	3,453
売上債権の増加額(△)又は減少額	Decrease (Increase) in accounts receivable -- trade	△5,668	2,233	4,636	△1,184	△4,572
たな卸資産の増加額(△)又は減少額	Decrease (Increase) in inventories	25,915	65,981	46,766	7,303	△48,326
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	△12,535	26,188	△18,542	△12,041	17,610
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	17,076	△12,072	△415	△4,921	2,082
法人税等の支払額	Payments for income tax and other taxes	△56,252	△69,426	△65,218	△57,029	△78,018
その他	Other -- net	△6,963	367	1,783	22,329	21,402
<b>営業活動によるキャッシュ・フロー</b>		<b>189,933</b>	<b>260,057</b>	<b>230,458</b>	<b>225,947</b>	<b>192,967</b>
<b>Net cash provided by operating activities</b>						
有形固定資産の取得による支出	Payments for purchases of property and equipment	△220,016	△188,573	△270,347	△355,431	△179,553
有形固定資産の売却による収入	Proceeds from sale of property and equipment	357	6,617	11,307	1,658	524
有価証券／投資有価証券の純増減	Decrease (Increase) in securities	△26,637	△30,946	△44,019	28,640	△4,783
敷金及び保証金の純増減	Decrease (Increase) in guarantee and lease deposits paid to lessors	27,144	3,737	△316	1,205	1,452
預り敷金及び保証金の純増減	Increase (Decrease) in guarantee and lease deposits received	13,994	21,340	18,575	7,714	△7,971
共同投資事業出資預託金の純増減	Receipts (Restitution) of deposits from partnership investors	△9,124	△9,438	△22,185	△7,650	△12,195
その他	Other -- net	△6,252	△11,948	16,866	△12,820	△7,459
<b>投資活動によるキャッシュ・フロー</b>		<b>△220,534</b>	<b>△209,212</b>	<b>△290,118</b>	<b>△336,682</b>	<b>△209,984</b>
<b>Net cash used in investing activities</b>						
短期借入金・CPの純増減	Increase (Decrease) in short-term bank loans & CP	△2,892	△35,773	121,083	△106	△78,010
社債の純増減	Increase (Decrease) in bonds and notes	△50,000	△60,000	△40,000	—	20,000
長期借入金の純増減	Increase (Decrease) in long-term debt	166,378	△27,451	23,681	128,029	73,054
SPC借入金・社債の純増減	Increase (Decrease) in non-recourse loans and bonds	△8,648	△7,501	△6,643	△7,538	△16,344
配当金の支払額	Cash dividends paid	△12,324	△13,268	△15,162	△18,004	△20,374
その他	Other -- net	△66,052	△2,064	△313	△294	△242
<b>財務活動によるキャッシュ・フロー</b>		<b>26,461</b>	<b>△146,058</b>	<b>82,644</b>	<b>102,086</b>	<b>△21,917</b>
<b>Net cash provided by (used in) financing activities</b>						
<b>現金及び現金同等物の増加額又は減少額</b>		<b>△4,263</b>	<b>△94,969</b>	<b>22,740</b>	<b>△9,736</b>	<b>△36,971</b>
<b>Net increase (decrease) in cash and cash equivalents</b>						
<b>現金及び現金同等物の期首残高</b>		<b>267,943</b>	<b>262,045</b>	<b>170,707</b>	<b>193,448</b>	<b>187,281</b>
<b>Cash and cash equivalents at beginning of year</b>						
<b>現金及び現金同等物の期末残高</b>		<b>262,045</b>	<b>170,707</b>	<b>193,448</b>	<b>187,281</b>	<b>150,309</b>
<b>Cash and cash equivalents at end of year</b>						

[財務の状況] (Financial Indices)

(1) 総資産、自己資本

		2018/3	2019/3	2020/3	2021/3	2022/3
Total assets & Equity (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
総資産	Total assets	5,167,198	5,130,118	5,317,623	5,673,666	5,806,040
ROA*1	Return On Assets*1	4.2%	4.5%	4.7%	4.2%	4.3%
自己資本	Shareholders' equity	1,114,975	1,202,103	1,294,998	1,503,021	1,634,049
自己資本比率	Equity ratio	21.6%	23.4%	24.4%	26.5%	28.1%
ROE*2	Return On Equity*2	11.3%	11.2%	11.3%	10.1%	9.6%

\*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 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

		2018/3	2019/3	2020/3	2021/3	2022/3
Interest-bearing debt (millions of yen, times)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
CP	Commercial Paper	-	-	120,000	120,000	40,000
短期借入	Short-term loans	61,416	25,643	26,726	26,620	28,610
長期借入	Long-term loans	2,631,397	2,603,945	2,703,627	2,831,656	2,904,710
社債	Bonds; Debentures	370,000	310,000	270,000	270,000	290,000
SPC長期借入金・社債	Non-recourse loans and bonds	410,699	403,198	320,555	313,017	296,673
連結有利子負債	Interest-bearing debt	3,473,512	3,342,786	3,440,908	3,561,293	3,559,993
長期比率	Ratio of long-term debt	98%	99%	96%	96%	98%
固定金利比率	Ratio of fixed-interest debt	94%	96%	95%	94%	96%
現金・預金	Cash and deposits	263,209	172,191	195,360	188,340	151,392
連結純有利子負債	Net interest-bearing debt	3,210,303	3,170,595	3,245,548	3,372,953	3,408,601
デットエクイティレシオ*3	Net D/E Ratio*3	2.9	2.6	2.5	2.2	2.1
インタレストカバレッジレシオ*4	Interest Coverage Ratio*4	10.5	11.4	12.8	12.6	13.7
純有利子負債/営業利益倍率*5	Net Debt/Operating Income Ratio*5	15.0	13.8	13.2	14.6	13.8

\*3 連結純有利子負債÷連結自己資本 (Net Interest-bearing debt/Shareholders' equity)

\*4 (営業利益+受取利息・配当金)÷支払利息 (Operating income + Interest & Dividend income/Interest expenses)

\*5 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)

(3) 賃貸セグメント資産総利回り

		2018/3	2019/3	2020/3	2021/3	2022/3
Return on leasing assets (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
賃貸営業利益	Operating income of leasing business	139,368	149,932	169,416	155,245	162,649
減価償却費	Depreciation	38,981	43,200	45,420	54,332	57,394
賃貸キャッシュフロー	Cash flows from leasing business	178,349	193,132	214,836	209,577	220,043
賃貸セグメント資産	Assets of leasing segment	3,565,087	3,737,136	3,922,764	4,226,733	4,297,595
預り敷金及び保証金	Guarantee & security deposits received from tenants	▲ 207,823	▲ 228,958	▲ 247,609	▲ 258,219	▲ 249,275
賃貸投資残	Net investments of leasing business	3,357,264	3,508,178	3,675,155	3,968,514	4,048,320
賃貸セグメント資産総利回り*6	Return on leasing assets*6	5.5%	5.6%	6.0%	5.5%	5.5%

\*6 賃貸キャッシュフロー÷賃貸投資残(期首期末平均) (Cash flows from leasing business/Net assets of leasing business)



2022年3月期 (Mar-22) 単体推移 (Non-consolidated base)

[損益計算書](Statements of operations)

		2018/3	2019/3	2020/3	2021/3	2022/3
単位: 百万円 (millions of yen)		Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
賃貸事業	Leasing	304,010	335,677	356,138	373,988	385,978
販売事業	Sales	311,127	331,748	324,928	263,394	233,788
完成工事事業	Housing Construction	195,806	208,704	206,057	178,308	194,111
その他事業	Others	3,248	3,023	666	641	574
<b>売上高</b>	<b>Revenue from operations</b>	<b>814,192</b>	<b>879,154</b>	<b>887,791</b>	<b>816,333</b>	<b>814,453</b>
賃貸事業	Leasing	121,388	132,864	162,047	154,385	153,638
販売事業	Sales	64,654	65,466	63,732	62,701	58,111
完成工事事業	Housing Construction	50,173	55,989	56,742	50,012	54,191
その他事業	Others	3,233	3,009	649	623	555
<b>売上総利益</b>	<b>Gross profit</b>	<b>239,449</b>	<b>257,329</b>	<b>283,172</b>	<b>267,722</b>	<b>266,496</b>
賃貸事業	Leasing	39.9%	39.6%	45.5%	41.3%	39.8%
販売事業	Sales	20.8%	19.7%	19.6%	23.8%	24.9%
完成工事事業	Housing Construction	25.6%	26.8%	27.5%	28.0%	27.9%
その他事業	Others	99.5%	99.5%	97.4%	97.2%	96.7%
<b>粗利益率</b>	<b>Gross profit margin</b>	<b>29.4%</b>	<b>29.3%</b>	<b>31.9%</b>	<b>32.8%</b>	<b>32.7%</b>
販売費	Selling expenses	23,387	23,936	21,627	12,980	12,933
一般管理費	G & A expenses	45,355	47,566	51,088	47,938	47,621
<b>販管費</b>	<b>S,G&amp;A expenses</b>	<b>68,743</b>	<b>71,503</b>	<b>72,716</b>	<b>60,919</b>	<b>60,555</b>
<b>営業利益</b>	<b>Operating income</b>	<b>170,705</b>	<b>185,826</b>	<b>210,455</b>	<b>206,803</b>	<b>205,940</b>
受取利息・配当金	Interest & dividend income	9,873	11,761	22,241	12,867	13,738
その他	Others	1,376	888	1,154	1,986	2,113
<b>営業外収益</b>	<b>Non-operating income</b>	<b>11,250</b>	<b>12,650</b>	<b>23,395</b>	<b>14,854</b>	<b>15,851</b>
支払利息	Interest expenses	17,496	17,597	16,958	16,551	16,497
その他	Others	6,608	7,792	5,984	4,341	11,009
<b>営業外費用</b>	<b>Non-operating expenses</b>	<b>24,105</b>	<b>25,390</b>	<b>22,942</b>	<b>20,893</b>	<b>27,506</b>
<b>(金融収支)</b>	<b>(Net interest receive)</b>	<b>(▲7,623)</b>	<b>(▲5,836)</b>	<b>(5,283)</b>	<b>(▲3,684)</b>	<b>(▲2,759)</b>
<b>経常利益</b>	<b>Ordinary profit</b>	<b>157,851</b>	<b>173,087</b>	<b>210,908</b>	<b>200,764</b>	<b>194,285</b>
固定資産売却益	Gain on sales of fixed assets	37	75	277	202	97
投資有価証券売却益	Gain on sale of investment securities	1,009	11	1,417	13,115	2,426
その他	Others			618		25
<b>特別利益</b>	<b>Extraordinary income</b>	<b>1,047</b>	<b>86</b>	<b>2,313</b>	<b>13,318</b>	<b>2,549</b>
固定資産売却損	Loss on sale of fixed assets	216	0	2,130		0
固定資産減損損失	Loss on impairment of fixed assets	216			3,577	400
固定資産除却損	Loss on disposal of fixed assets	632	1,054	1,287	7,360	3,749
投資有価証券評価損	Loss on devaluation of investment securities		1,078	7,838	489	10,660
投資有価証券売却損	Loss on sale of investment securities	47			312	1
その他	Others	33	28	34	427	355
<b>特別損失</b>	<b>Extraordinary loss</b>	<b>1,146</b>	<b>2,162</b>	<b>11,290</b>	<b>12,166</b>	<b>15,167</b>
<b>税引前当期利益</b>	<b>Income before income taxes</b>	<b>157,752</b>	<b>171,011</b>	<b>201,931</b>	<b>201,915</b>	<b>181,667</b>
<b>法人税等</b>	<b>Income tax and other taxes</b>	<b>47,566</b>	<b>50,553</b>	<b>55,232</b>	<b>61,573</b>	<b>58,803</b>
<b>当期利益</b>	<b>Profit</b>	<b>110,186</b>	<b>120,458</b>	<b>146,699</b>	<b>140,342</b>	<b>122,864</b>
<b>減価償却費</b>	<b>Depreciation</b>	<b>32,302</b>	<b>35,282</b>	<b>38,253</b>	<b>47,133</b>	<b>50,716</b>

四半期営業情報  
Quarterly Information

(別紙)  
(Appendix)

		既存ビル 期末空室率 Vacancy Rate (Office)	マンション契約戸数 Condominium Units Sold		そっくりさん受注棟数 Remodeling "Shinchiku Sokkurisan" Units Contracted		注文住宅受注棟数 Custom Home Units Contracted	
				前年同期比 YoY		前年同期比 YoY		前年同期比 YoY
2017/3 Mar-17	1st	4.6%	1,533	6.6%	2,472	3.3%	614	-7.8%
	2nd	4.4%	1,708	21.9%	2,089	-2.9%	736	-0.9%
	3rd	4.4%	1,552	24.4%	2,180	7.1%	570	-14.8%
	4th	4.5%	1,674	16.5%	2,029	8.3%	841	4.6%
	Year-end	<b>4.5%</b>	<b>6,467</b>	<b>17.1%</b>	<b>8,770</b>	<b>3.7%</b>	<b>2,761</b>	<b>-4.2%</b>
2018/3 Mar-18	1st	4.7%	1,762	14.9%	2,454	-0.7%	702	14.3%
	2nd	4.6%	2,463	44.2%	2,379	13.9%	791	7.5%
	3rd	4.4%	1,546	-0.4%	2,237	2.6%	632	10.9%
	4th	4.9%	1,584	-5.4%	2,280	12.4%	865	2.9%
	Year-end	<b>4.9%</b>	<b>7,355</b>	<b>13.7%</b>	<b>9,350</b>	<b>6.6%</b>	<b>2,990</b>	<b>8.3%</b>
2019/3 Mar-19	1st	4.7%	1,314	-25.4%	2,397	-2.3%	708	0.9%
	2nd	4.3%	1,347	-45.3%	2,544	6.9%	889	12.4%
	3rd	4.2%	1,103	-28.7%	2,570	14.9%	666	5.4%
	4th	2.8%	1,347	-15.0%	2,938	28.9%	814	-5.9%
	Year-end	<b>2.8%</b>	<b>5,111</b>	<b>-30.5%</b>	<b>10,449</b>	<b>11.8%</b>	<b>3,077</b>	<b>2.9%</b>
2020/3 Mar-20	1st	2.3%	1,018	-22.5%	1,713	-28.5%	438	-38.1%
	2nd	1.7%	1,390	3.2%	2,017	-20.7%	677	-23.8%
	3rd	1.6%	1,353	22.7%	2,056	-20.0%	385	-42.2%
	4th	1.4%	1,104	-18.0%	1,720	-41.5%	660	-18.9%
	Year-end	<b>1.4%</b>	<b>4,865</b>	<b>-4.8%</b>	<b>7,506</b>	<b>-28.2%</b>	<b>2,160</b>	<b>-29.8%</b>
2021/3 Mar-21	1st	1.5%	302	-70.3%	1,241	-27.6%	364	-16.9%
	2nd	1.8%	1,006	-27.6%	2,191	8.6%	812	19.9%
	3rd	2.3%	772	-42.9%	2,160	5.1%	448	16.4%
	4th	2.8%	967	-12.4%	1,942	12.9%	903	36.8%
	Year-end	<b>2.8%</b>	<b>3,047</b>	<b>-37.4%</b>	<b>7,534</b>	<b>0.4%</b>	<b>2,527</b>	<b>17.0%</b>
2022/3 Mar-22	1st	3.5%	743	146.0%	2,195	76.9%	620	70.3%
	2nd	5.6%	791	-21.4%	2,055	-6.2%	739	-9.0%
	3rd	5.9%	820	6.2%	1,996	-7.6%	438	-2.2%
	4th	5.8%	693	-28.3%	2,116	9.0%	822	-9.0%
	Year-end	<b>5.8%</b>	<b>3,047</b>	<b>0.0%</b>	<b>8,362</b>	<b>11.0%</b>	<b>2,619</b>	<b>3.6%</b>
2023/3 Mar-23	1st	5.9%	1,087	46.3%	1,985	-9.6%	464	-25.2%
	2nd	5.9%	927	17.2%	1,979	-3.7%	572	-22.6%