

## Market Data マーケットデータ

## Housing Starts 住宅着工戸数

		(Thousands of units / 千戸)								
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Housing starts	住宅着工戸数	1,039	775	819	841	893	987	880	921	974
Custom-built houses	持家	311	287	309	305	317	353	278	284	292
Houses in housing development projects	分譲(一戸建)	107	95	113	118	125	134	124	126	135
Rental housing	貸家【賃貸住宅】	445	311	292	290	321	370	358	384	427
Condominiums for sale	分譲(マンション)	165	67	98	120	124	124	110	118	112
Prefabricated housing starts	プレハブ着工戸数	149	124	126	128	134	150	140	143	148
Prefabricated housing share	プレハブシェア	14.3%	16.0%	15.3%	15.2%	15.0%	15.2%	15.9%	15.6%	15.2%
Custom-built houses	持家	55	52	55	55	56	57	47	45	46
Prefabricated housing share	プレハブシェア	17.8%	18.0%	17.7%	18.2%	17.7%	16.3%	16.8%	15.9%	15.8%
Rental housing	貸家【賃貸住宅】	86	67	66	67	72	86	86	92	95
Prefabricated housing share	プレハブシェア	19.3%	21.5%	22.5%	23.1%	22.6%	23.3%	24.0%	23.9%	22.2%
Houses in housing development projects and condominiums for sale	分譲(一戸建・マンション)	6	4	5	5	5	6	6	6	5
Prefabricated housing share	プレハブシェア	2.3%	2.7%	2.1%	2.0%	2.1%	2.2%	2.7%	2.3%	2.2%

Source: Statistics for housing (including prefabricated) starts are from Housing Starts Survey by Ministry of Land, Infrastructure and Transport./ (注) 住宅着工戸数及びプレハブ着工戸数は、「住宅着工統計」(国土交通省)より

## Sales of Houses (Non-consolidated) 住宅販売戸数(大和ハウス工業 個別)

		(Units / 戸)								
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Sales of Houses	住宅販売戸数	43,239	39,318	37,414	39,486	43,203	46,018	49,087	51,207	54,925
Single-family houses (Custom-built houses)	戸建住宅	8,586	8,609	8,133	8,323	7,965	8,088	7,280	6,999	7,106
Single-family houses in housing development projects	分譲住宅	1,729	1,308	1,370	1,676	1,916	2,433	2,614	2,333	2,180
Rental housing	賃貸住宅	29,413	26,538	25,224	27,115	30,514	32,424	36,757	38,903	43,428
Condominiums for sale	分譲マンション	3,511	2,863	2,687	2,372	2,808	3,073	2,436	2,972	2,211
Reference: COSMOSINITIA*	参考: コスモスイニシア*									
Condominiums for sale	分譲マンション	-	-	-	-	-	799	772	896	744

\*COSMOSINITIA Co., Ltd. became a consolidated subsidiary June 2013./ (株)コスモスイニシアは、2013年6月より連結子会社になりました。

## Financial Data 財務データ 1

## Consolidated Balance Sheets 連結貸借対照表

		(¥ Million / 百万円)								
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
<b>Assets</b>	<b>資産の部</b>									
Current assets	流動資産									
Cash and deposits	現金預金	105,840	179,792	149,379	250,649	248,799	212,114	238,776	192,571	216,749
Notes and accounts receivable from completed construction contracts and other	受取手形・売掛金	51,445	75,815	95,686	93,874	189,770	227,276	244,045	281,755	315,275
Short-term investment securities	有価証券	-	6	6	6	8	18	16	16	2,006
Inventories	たな卸資産	396,443	300,002	301,987	371,938	398,584	455,578	598,690	640,165	624,285
Costs on uncompleted construction contracts	未成工事支出金	57,444	15,098	15,307	14,361	21,712	23,818	31,778	36,753	49,484
Land for sale	販売用土地	237,621	213,456	217,050	267,809	280,502	319,477	399,211	422,607	393,498
Buildings for sale	販売用建物	76,574	51,527	48,724	66,021	71,217	84,035	140,220	152,657	154,179
Other	その他の流動資産	108,800	125,830	135,580	129,891	147,332	184,126	192,067	216,923	254,525
Allowance for doubtful accounts	貸倒引当金	-1,342	-2,690	-1,379	-1,604	-2,949	-3,382	-3,347	-2,583	-7,653
<b>Total current assets</b>	<b>流動資産合計</b>	<b>661,187</b>	<b>678,757</b>	<b>681,261</b>	<b>844,757</b>	<b>981,546</b>	<b>1,075,731</b>	<b>1,270,247</b>	<b>1,328,849</b>	<b>1,405,188</b>
Noncurrent assets	固定資産									
Property, plant and equipment	有形固定資産	728,953	778,610	760,123	748,548	802,634	943,886	1,070,121	1,190,704	1,407,380
Buildings and structures	建物及び構築物	315,673	333,731	327,808	334,305	345,000	384,466	417,638	428,046	482,076
Land	土地	356,002	389,587	387,343	364,954	396,353	485,813	566,139	652,043	759,813
Other	その他	57,277	55,291	44,971	49,288	61,280	73,607	86,342	110,614	165,489
Intangible assets	無形固定資産	13,176	20,153	21,491	32,056	80,258	82,173	80,578	87,206	86,989
Investments and other assets	投資その他の資産	407,255	439,406	471,360	460,735	506,799	564,154	600,059	651,045	656,326
<b>Total noncurrent assets</b>	<b>固定資産合計</b>	<b>1,149,385</b>	<b>1,238,170</b>	<b>1,252,975</b>	<b>1,241,340</b>	<b>1,389,691</b>	<b>1,590,215</b>	<b>1,750,759</b>	<b>1,928,955</b>	<b>2,150,696</b>
<b>Total assets</b>	<b>資産合計</b>	<b>1,810,573</b>	<b>1,916,927</b>	<b>1,934,236</b>	<b>2,086,097</b>	<b>2,371,238</b>	<b>2,665,946</b>	<b>3,021,007</b>	<b>3,257,805</b>	<b>3,555,885</b>
<b>Liabilities</b>	<b>負債の部</b>									
Current liabilities	流動負債									
Notes and accounts payable for construction contracts and other	支払手形・工事未払金等	129,843	113,807	129,462	210,241	337,767	274,776	309,261	368,494	383,232
Short-term loans payable	短期借入金	16,407	14,771	9,136	2,559	7,495	22,302	70,892	54,291	78,944
Current portion of bonds payable	一年以内償還予定の社債	-	-	4,500	1,353	53	100,053	110	10,085	10
Current portion of long-term loans payable	一年以内返済予定の長期借入金	5,610	2,901	25,122	145,436	38,987	60,442	34,803	31,748	69,401
Commercial papers	コマースヤル・ペーパー	-	-	-	-	-	-	72,000	-	-
Income taxes payable	未払法人税・事業税	6,962	24,037	6,675	24,826	33,051	46,796	27,415	60,429	52,511
Advances received on uncompleted construction contracts	未成工事受入金	61,054	27,403	32,090	48,993	60,166	70,238	90,487	107,531	113,850
Other	その他の流動負債	152,757	161,679	182,719	198,462	240,030	270,864	311,132	341,208	324,023
<b>Total current liabilities</b>	<b>流動負債合計</b>	<b>372,636</b>	<b>344,601</b>	<b>389,705</b>	<b>631,872</b>	<b>717,551</b>	<b>845,474</b>	<b>916,104</b>	<b>973,790</b>	<b>1,021,973</b>
Noncurrent liabilities	固定負債									
Bonds payable	社債	-	105,300	101,300	100,720	130,667	30,614	110,595	100,010	200,000
Long-term loans payable	長期借入金	319,956	335,388	255,498	133,556	197,585	180,156	275,128	295,828	292,316
Other	その他の固定負債	510,553	513,868	552,545	562,056	590,550	617,015	606,361	706,189	711,693
<b>Total noncurrent liabilities</b>	<b>固定負債合計</b>	<b>830,509</b>	<b>954,556</b>	<b>909,343</b>	<b>796,334</b>	<b>918,803</b>	<b>827,786</b>	<b>992,085</b>	<b>1,102,028</b>	<b>1,204,009</b>
<b>Total liabilities</b>	<b>負債合計</b>	<b>1,203,145</b>	<b>1,299,157</b>	<b>1,299,049</b>	<b>1,428,206</b>	<b>1,636,354</b>	<b>1,673,260</b>	<b>1,908,190</b>	<b>2,075,818</b>	<b>2,225,983</b>
Net assets	純資産の部									
Shareholders' equity	株主資本									
Capital stock	資本金	110,120	110,120	110,120	110,120	110,120	161,699	161,699	161,699	161,699
Capital surplus	資本剰余金	226,824	226,824	226,824	226,824	226,824	294,632	294,632	311,226	311,393
Retained earnings	利益剰余金	370,240	375,154	362,281	380,751	404,979	465,719	534,639	591,850	734,242
Treasury stock	自己株式	-19,553	-19,615	-19,874	-19,944	-19,998	-1,256	-1,965	-4,617	-8,450
<b>Total shareholders' equity</b>	<b>株主資本合計</b>	<b>687,632</b>	<b>692,484</b>	<b>679,351</b>	<b>697,751</b>	<b>721,926</b>	<b>920,794</b>	<b>989,005</b>	<b>1,060,158</b>	<b>1,198,884</b>
Accumulated other comprehensive income	その他の包括利益累計額									
Valuation difference on available-for-sale securities	その他有価証券評価差額金	2,034	6,696	7,582	7,566	24,326	50,498	84,678	84,983	88,642
Deferred gains or losses on hedges	繰延ヘッジ損益	-	-	-	-	-	10	84	35	-5
Revaluation reserve for land	土地再評価差額金	-77,878	-77,593	-47,314	-40,738	-13,160	-5,241	-457	702	3,495
Foreign currency translation adjustment	為替換算調整勘定	-5,105	-4,765	-5,467	-7,469	531	20,456	32,318	24,399	17,273
<b>Total accumulated other comprehensive income</b>	<b>その他の包括利益累計額合計</b>	<b>-80,949</b>	<b>-75,662</b>	<b>-45,200</b>	<b>-40,640</b>	<b>11,697</b>	<b>65,723</b>	<b>116,623</b>	<b>110,119</b>	<b>109,405</b>
Subscription rights to shares	新株予約権	-	-	-	-	-	38	38	38	115
Non-controlling interests	非支配株主持分	744	948	1,035	779	1,259	6,129	7,149	11,669	21,495
<b>Total net assets</b>	<b>純資産合計</b>	<b>607,427</b>	<b>617,769</b>	<b>635,186</b>	<b>657,891</b>	<b>734,883</b>	<b>992,686</b>	<b>1,112,817</b>	<b>1,181,986</b>	<b>1,329,901</b>
<b>Total liabilities and net assets</b>	<b>負債純資産合計</b>	<b>1,810,573</b>	<b>1,916,927</b>	<b>1,934,236</b>	<b>2,086,097</b>	<b>2,371,238</b>	<b>2,665,946</b>	<b>3,021,007</b>	<b>3,257,805</b>	<b>3,555,885</b>

## Financial Data 財務データ 2

## Consolidated Statements of Income 連結損益計算書

		( ¥ Million / 百万円 )									
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 Forecast 計画
Net sales	売上高	1,690,956	1,609,883	1,690,151	1,848,797	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909	3,750,000
Cost of sales	売上原価	1,357,820	1,303,881	1,352,937	1,468,844	1,592,218	2,192,414	2,269,846	2,560,483	2,791,596	2,985,000
SG&A expenses	販売費及び一般管理費	259,555	243,288	249,516	264,996	287,746	344,326	360,516	389,316	411,220	450,000
<b>Operating income</b>	<b>営業利益</b>	<b>73,580</b>	<b>62,714</b>	<b>87,697</b>	<b>114,955</b>	<b>128,024</b>	<b>163,576</b>	<b>180,352</b>	<b>243,100</b>	<b>310,092</b>	<b>315,000</b>
Interest income and dividends income	受取利息・配当金	2,840	3,103	4,463	4,758	5,041	6,357	6,576	7,015	6,895	-
Equity in earnings of affiliates	持分法による投資利益	542	1,242	992	-	500	1,453	11	-	-	-
Total non-operating income	営業外収益計	12,663	12,352	11,331	11,601	27,988	26,991	35,340	13,651	13,253	11,700
Interest expenses	支払利息	5,160	6,869	7,207	6,368	5,278	4,620	5,129	5,048	5,143	-
Equity in losses of affiliates	持分法による投資損失	-	-	-	1,431	-	-	-	574	1,274	-
Total non-operating expenses	営業外費用計	46,388	15,030	19,980	18,051	10,616	14,201	13,064	23,160	22,815	14,700
<b>Ordinary income</b>	<b>経常利益</b>	<b>39,855</b>	<b>60,036</b>	<b>79,049</b>	<b>108,506</b>	<b>145,395</b>	<b>176,366</b>	<b>202,628</b>	<b>233,592</b>	<b>300,529</b>	<b>312,000</b>
Extraordinary income	特別利益	1,046	261	3,606	1,356	32,436	1,332	14,397	14,955	1,783	500
Extraordinary losses	特別損失	27,181	22,229	41,942	16,840	64,569	9,189	15,934	92,333	7,448	3,500
Income before income taxes and non-controlling shareholders' interests	税金等調整前当期純利益	13,720	38,069	40,713	93,021	113,262	168,509	201,091	156,214	294,865	309,000
Income taxes	法人税等	10,029	18,933	13,371	59,853	47,092	66,000	83,552	51,545	92,072	97,800
Net income attributable to non-controlling shareholders' interests	非支配株主に帰属する当期純利益	-479	22	74	-32	-103	413	406	1,091	1,092	1,200
<b>Net income attributable to owners of the parent</b>	<b>親会社株主に帰属する当期純利益</b>	<b>4,170</b>	<b>19,113</b>	<b>27,267</b>	<b>33,200</b>	<b>66,274</b>	<b>102,095</b>	<b>117,133</b>	<b>103,577</b>	<b>201,700</b>	<b>210,000</b>
Basic net income per share	一株当たり当期純利益	¥7.20	¥33.00	¥47.09	¥57.36	¥114.52	¥161.08	¥177.74	¥156.40	¥304.14	¥316.48
Dividend per share	一株当たり配当金	¥24	¥17	¥20	¥25	¥35	¥50	¥60	¥80	¥92	¥95
of which interim dividend per share	うち、一株当たり中間配当	-	-	-	-	-	¥20	¥25	¥35	¥40	¥45
Dividend payout ratio	配当性向	333.4%	51.5%	42.5%	43.6%	30.6%	31.0%	33.8%	51.2%	30.2%	30.0%
Balance between financial income and expenses	金融収支	-2,320	-3,765	-2,744	-1,610	-236	1,736	1,446	1,967	1,752	-
Number of issued and outstanding shares (Thousands of share)	発行済株式数(千株)	579,171	579,091	578,806	578,715	578,672	659,121	658,802	663,808	663,546	-

## 【Reference】The State of Share Distribution (Composition Ratio) 【参考】株式分布状況表(構成比)

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Financial Institutions	金融機関	45.8%	43.3%	43.9%	43.7%	41.2%	39.3%	39.8%	41.4%	42.7%
Foreigners	外国人	27.1%	28.6%	26.6%	26.6%	30.2%	36.5%	37.5%	36.9%	35.0%
Individuals & Others	個人・その他	12.2%	12.3%	12.9%	13.2%	12.8%	12.4%	11.0%	10.4%	10.8%
Other Companies	その他国内法人	10.6%	10.5%	10.7%	10.6%	10.2%	9.4%	9.4%	9.5%	9.4%
Securities Companies	証券会社	0.9%	1.8%	2.4%	2.4%	2.1%	2.2%	2.1%	1.4%	2.2%
Treasury Stock	自己名義株式	3.5%	3.5%	3.5%	3.5%	3.5%	0.2%	0.3%	0.4%	0.0%
Total	合計	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

## Index Data 指標データ 1

## Profitability Indices (Consolidated) 収益性指標(連結)

		( ¥ Million / 百万円 )								
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Net sales	売上高	1,690,956	1,609,883	1,690,151	1,848,797	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909
Gross profit	売上総利益	333,135	306,002	337,213	379,952	415,771	507,903	540,868	632,417	721,312
Gross margin	売上高総利益率	19.7%	19.0%	20.0%	20.6%	20.7%	18.8%	19.2%	19.8%	20.5%
SG&A expenses	管理販売費	259,555	243,288	249,516	264,996	287,746	344,326	360,516	389,316	411,220
Operating income	営業利益	73,580	62,714	87,697	114,955	128,024	163,576	180,352	243,100	310,092
Operating margin	営業利益率	4.4%	3.9%	5.2%	6.2%	6.4%	6.1%	6.4%	7.6%	8.8%
Ordinary income	経常利益	39,855	60,036	79,049	108,506	145,395	176,366	202,628	233,592	300,529
Net income attributable to owners of parent	親会社株主に帰属する当期純利益	4,170	19,113	27,267	33,200	66,274	102,095	117,133	103,577	201,700

## Efficiency Indices (Consolidated) 効率性指標(連結)

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Return on equity (ROE)	株主資本利益率(ROE)	0.7%	3.1%	4.4%	5.1%	9.5%	11.9%	11.2%	9.1%	16.3%
Return on assets (ROA)	総資産利益率(ROA)	0.2%	1.0%	1.4%	1.7%	3.0%	4.1%	4.1%	3.3%	5.9%

## Productivity Indices (Consolidated) 生産性指標(連結)

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Number of employees (End of the fiscal year)	期末従業員数(人)	23,985	26,542	26,310	27,130	30,361	32,628	34,903	37,191	39,770
Number of group companies	グループ会社数(社)	72	74	77	89	113	129	145	172	196

## Index Data 指標データ 2

## Stability Indices (Consolidated) 安全性指標(連結)

		(¥ Million / 百万円)								
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Total assets	総資産	1,810,573	1,916,927	1,934,236	2,086,097	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885
Equity ratio	自己資本比率	33.5%	32.2%	32.8%	31.5%	30.9%	37.0%	36.6%	35.9%	36.8%
Interest-bearing debt	有利子負債(リース債務除く)	341,974	458,360	395,556	383,625	374,788	393,568	563,530	491,964	640,671
D/E ratio	DEレシオ	56.4%	74.3%	62.4%	58.4%	51.1%	39.9%	51.0%	42.0%	49.0%
Net D/E ratio	ネットDEレシオ	38.9%	45.2%	38.8%	20.2%	17.2%	18.4%	29.4%	25.6%	32.4%
Current ratio	流動比率	177.4%	197.0%	174.8%	133.7%	136.8%	127.2%	138.7%	136.5%	137.5%
Fixed ratio	固定比率	189.2%	200.4%	197.3%	188.9%	189.4%	161.2%	158.3%	164.8%	164.4%

## Investment Indices (Consolidated) 投資指標(連結)

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Earnings per share (EPS)	一株当たり当期純利益(EPS)	¥7.20	¥33.00	¥47.09	¥57.36	¥114.52	¥161.08	¥177.74	¥156.40	¥304.14
Book-value per share	一株当たり純資産	¥1,048	¥1,065	¥1,096	¥1,135	¥1,268	¥1,497	¥1,678	¥1,763	¥1,972
Dividend per share	一株当たり配当金(円)	¥24	¥17	¥20	¥25	¥35	¥50	¥60	¥80	¥92
Payout ratio	配当性向	333.4%	51.5%	42.5%	43.6%	30.6%	31.0%	33.8%	51.2%	30.2%
Price earnings ratio (PER)(Times)	株価収益率(PER)(倍)	110.01	31.97	21.70	19.07	15.89	10.87	13.34	20.24	10.51
Price book-value ratio (PBR)(Times)	株価純資産倍率(PBR)(倍)	0.76	0.99	0.93	0.96	1.44	1.17	1.41	1.80	1.62

## Operating Data 事業データ 1

## Sales by Segment (Consolidated) セグメント別売上高(連結)

(¥100Million / 億円)

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 Forecast 計画
Single-Family Houses	戸建住宅	3,561	3,259	3,224	3,363	3,511	3,944	3,753	3,783	3,903	3,910
Rental Housing	賃貸住宅	4,496	4,490	4,961	5,267	5,925	6,887	7,729	8,801	9,772	10,320
Condominiums	マンション	1,187	1,193	1,409	1,288	1,567	2,427	2,313	2,793	2,628	2,880
Existing Home Business	住宅ストック	348	469	607	681	764	867	916	955	1,055	1,100
Commercial Facilities	商業施設	3,039	2,856	2,740	3,069	3,472	4,219	4,562	4,955	5,697	5,900
Logistics, Business & Corporate Facilities	事業施設	2,435	1,962	1,943	2,570	2,514	5,921	5,815	7,363	8,284	8,550
Other Businesses	その他	2,812	2,660	2,800	3,129	3,353	3,939	4,265	4,588	5,135	6,180
Adjustment	調整額	(969)	(793)	(786)	(881)	(1,030)	(1,205)	(1,248)	(1,311)	(1,349)	(1,340)
Total	合計	16,909	16,098	16,901	18,487	20,079	27,003	28,107	31,929	35,129	37,500

Note: Sales by segment include intersegment transactions.

注: 上記実績には、セグメント間の内部取引を含んでいます。

## Operating Data 事業データ 2

## Operating Income and Operating margin by Segment (Consolidated) セグメント別営業利益・営業利益率(連結)

## Operating income

## 営業利益

(¥ 100Million / 億円)

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 Forecast 計画
Single-Family Houses	戸建住宅	30	62	72	110	125	133	88	165	192	200
Rental Housing	賃貸住宅	341	386	469	529	522	642	695	819	942	1,050
Condominiums	マンション	-101	-183	53	37	99	107	108	157	134	120
Existing Home Business	住宅ストック	7	17	42	45	61	93	99	112	130	131
Commercial Facilities	商業施設	339	344	335	331	459	607	672	803	1,007	1,050
Logistics, Business & Corporate Facilities	事業施設	333	217	115	258	206	269	384	680	789	830
Other Businesses	その他	38	4	27	82	96	140	102	95	168	270
Adjustment	調整額	(250)	(222)	(239)	(246)	(291)	(358)	(348)	(403)	(265)	(501)
Total	合計	735	627	876	1,149	1,280	1,635	1,803	2,431	3,100	3,150

## Operating margin

## 営業利益率

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 Forecast 計画
Single-Family Houses	戸建住宅	0.8%	1.9%	2.2%	3.3%	3.6%	3.4%	2.4%	4.4%	4.9%	5.1%
Rental Housing	賃貸住宅	7.6%	8.6%	9.5%	10.1%	8.8%	9.3%	9.0%	9.3%	9.6%	10.2%
Condominiums	マンション	-8.5%	-15.3%	3.8%	2.9%	6.4%	4.4%	4.7%	5.7%	5.1%	4.2%
Existing Home Business	住宅ストック	2.0%	3.6%	7.0%	6.7%	8.0%	10.7%	10.9%	11.8%	12.4%	11.9%
Commercial Facilities	商業施設	11.2%	12.0%	12.2%	10.8%	13.2%	14.4%	14.7%	16.2%	17.7%	17.8%
Logistics, Business & Corporate Facilities	事業施設	13.7%	11.1%	5.9%	10.1%	8.2%	4.5%	6.6%	9.2%	9.5%	9.7%
Other Businesses	その他	1.4%	0.2%	1.0%	2.6%	2.9%	3.6%	2.4%	2.1%	3.3%	4.4%
Total	合計	4.4%	3.9%	5.2%	6.2%	6.4%	6.1%	6.4%	7.6%	8.8%	8.4%

Note: Operating income by segment include intersegment transactions.

注: 上記実績には、セグメント間の内部取引を含んでいます。

## Operating Data 事業データ 3

## Performance Indicators of Major Companies in the Daiwa House Group (1)

## 大和ハウスグループ主要各社の経営指標 (1)

(¥ Million / 百万円)

			'13/03	'14/03	'15/03	'16/03	'17/03
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別)	Net Sales	売上高	1,238,811	1,429,886	1,470,975	1,649,765	1,720,394
	Operating income	営業利益	80,273	104,030	118,665	167,638	198,673
	Ordinary income	経常利益	102,921	126,306	150,675	183,863	212,346
	Net income	当期純利益	48,951	80,881	96,956	81,991	147,582
	Total assets	総資産	1,634,124	1,798,797	2,069,958	2,174,782	2,410,655
	Net assets	純資産	609,016	820,683	908,137	959,592	1,050,139
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	298,000	298,000	424,960	326,880	482,284
Daiwa Living Co., Ltd. 大和リビング	Net Sales	売上高	55,068	63,475	68,760	78,109	82,851
	Operating income	営業利益	8,550	10,672	8,637	6,499	5,128
	Ordinary income	経常利益	9,141	11,208	9,432	6,866	5,486
	Net income	当期純利益	5,156	6,653	6,020	4,386	3,493
	Total assets	総資産	63,236	71,377	74,280	48,217	54,569
	Net assets	純資産	17,595	22,700	26,456	29,033	31,210
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-
Daiwa Living Management Co., Ltd. 大和リビングマネジメント	Net Sales	売上高	225,365	269,459	310,745	351,898	397,729
	Operating income	営業利益	2,450	763	787	5,838	6,053
	Ordinary income	経常利益	2,513	2,375	2,885	7,095	8,202
	Net income	当期純利益	1,490	1,988	2,499	3,342	5,739
	Total assets	総資産	54,777	48,651	55,931	66,340	78,917
	Net assets	純資産	11,625	11,602	11,897	13,125	16,428
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	1,133	-	-	-	-
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Net Sales	売上高	25,110	28,940	29,840	33,067	37,738
	Operating income	営業利益	852	1,386	1,040	1,501	1,934
	Ordinary income	経常利益	926	1,436	1,083	1,389	1,893
	Net income	当期純利益	160	524	594	428	1,354
	Total assets	総資産	14,725	15,094	15,335	14,963	17,362
	Net assets	純資産	3,599	4,075	4,456	4,705	5,807
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	1,591	200	523	200	1,200
Daiwa LifeNext Co., Ltd. 大和ライフネクスト (*1)	Net Sales	売上高	-	-	-	69,666	73,022
	Operating income	営業利益	-	-	-	3,856	4,300
	Ordinary income	経常利益	-	-	-	4,001	4,477
	Net income	当期純利益	-	-	-	2,160	3,235
	Total assets	総資産	-	-	-	35,871	38,124
	Net assets	純資産	-	-	-	21,456	23,973
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-
Daiwa House Reform Co., Ltd. 大和ハウスリフォーム (*2)	Net Sales	売上高	-	71,657	75,180	77,191	82,870
	Operating income	営業利益	-	7,343	6,805	8,006	8,311
	Ordinary income	経常利益	-	7,313	7,158	7,819	8,559
	Net income	当期純利益	-	4,278	4,455	4,516	5,315
	Total assets	総資産	-	24,059	23,417	29,571	32,713
	Net assets	純資産	-	4,678	7,774	11,024	14,847
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-
Daiwa Lease Co., Ltd. 大和リース	Net Sales	売上高	154,987	162,694	172,367	179,877	200,656
	Operating income	営業利益	11,304	10,307	12,926	15,023	17,205
	Ordinary income	経常利益	12,209	11,084	14,615	13,660	17,778
	Net income	当期純利益	6,036	6,110	7,943	3,374	11,894
	Total assets	総資産	328,102	334,596	379,772	402,652	435,574
	Net assets	純資産	117,855	122,184	127,756	128,611	138,085
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	34,000	34,500	57,500	57,500	67,500
Daiwa Information Service Co., Ltd. 大和情報サービス	Net Sales	売上高	39,973	43,766	48,692	54,213	60,284
	Operating income	営業利益	3,812	4,302	5,089	6,498	7,161
	Ordinary income	経常利益	3,872	4,340	4,717	6,283	7,709
	Net income	当期純利益	2,021	2,352	2,722	3,663	5,220
	Total assets	総資産	81,657	100,148	107,041	118,418	133,551
	Net assets	純資産	11,126	12,872	14,868	17,715	21,788
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	4,760	-	-	-

\*Note: 1. In April 2015, Daiwa Service Co., Ltd. merged with Daiwa LifeNext Co., Ltd., and the business name changed to Daiwa LifeNext Co., Ltd.

2. In April 2013, the Renovation Business of Daiwa House Industry Co., Ltd. was transferred to Daiwa House Reform Co., Ltd.

\*注: 1. 株式会社ダイワサービスは、大和ライフネクスト株式会社と2015年4月に経営統合し、商号が大和ライフネクスト株式会社となりました。

2. 大和ハウスリフォーム株式会社は、2013年4月より大和ハウス工業のリフォーム事業部門から移管されました。



## Operating Data 事業データ 3

## Performance Indicators of Major Companies in the Daiwa House Group (2)

## 大和ハウスグループ主要各社の経営指標 (2)

(¥ Million / 百万円)

		'13/03	'14/03	'15/03	'16/03	'17/03	
Daiwa Royal Co., Ltd. ダイワロイヤル	Net Sales	売上高	51,434	56,502	61,195	68,093	75,926
	Operating income	営業利益	5,163	6,634	7,521	10,106	12,554
	Ordinary income	経常利益	4,932	6,348	7,209	9,800	12,517
	Net income	当期純利益	2,817	3,642	4,102	6,179	8,649
	Total assets	総資産	109,526	125,045	132,840	139,834	146,228
	Net assets	純資産	12,956	15,754	18,735	23,684	30,419
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	15,270	19,770	19,270	17,070	14,070
Fujita Corporation フジタ (*1)	Net Sales	売上高	-	264,522	235,686	310,224	386,591
	Operating income	営業利益	-	3,709	5,409	14,556	22,390
	Ordinary income	経常利益	-	4,000	5,842	12,423	22,505
	Net income	当期純利益	-	2,501	5,792	14,956	16,201
	Total assets	総資産	-	164,014	169,006	261,161	296,500
	Net assets	純資産	-	21,967	28,392	55,539	69,516
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	3,000	12,726	14,440
DesignArc Co., Ltd. デザインアーク (*2)	Net Sales	売上高	44,546	50,554	51,319	52,936	53,317
	Operating income	営業利益	1,263	1,756	1,872	1,744	1,832
	Ordinary income	経常利益	1,823	2,275	2,567	1,479	2,275
	Net income	当期純利益	817	1,328	711	-565	1,544
	Total assets	総資産	38,868	41,781	41,520	43,074	41,021
	Net assets	純資産	21,833	22,929	23,059	22,170	23,364
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-
Daiwa Logistics Co., Ltd. 大和物流	Net Sales	売上高	45,372	51,114	51,896	51,895	54,536
	Operating income	営業利益	1,975	2,000	2,490	3,038	3,630
	Ordinary income	経常利益	1,931	2,384	2,747	2,980	3,943
	Net income	当期純利益	876	1,266	1,836	850	2,766
	Total assets	総資産	42,609	47,893	47,925	46,034	47,345
	Net assets	純資産	18,328	19,312	20,587	20,776	22,902
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	7,137	7,490	5,790	5,620	2,730
Royal Home Center Co., Ltd. ロイヤルホームセンター	Net Sales	売上高	67,984	73,526	73,176	78,543	83,970
	Operating income	営業利益	1,033	1,488	1,562	1,817	1,529
	Ordinary income	経常利益	1,251	1,818	2,107	1,730	1,698
	Net income	当期純利益	509	480	-3,893	-116	1,060
	Total assets	総資産	55,046	56,853	52,088	54,964	58,897
	Net assets	純資産	34,419	34,746	30,555	30,439	31,400
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	10,000	10,000	10,000	10,000	13,000
Daiwa Resort Co., Ltd. 大和リゾート	Net Sales	売上高	44,727	45,593	43,990	46,934	46,360
	Operating income	営業利益	84	436	44	305	357
	Ordinary income	経常利益	1,027	1,203	1,123	134	1,096
	Net income	当期純利益	-1,761	793	-387	-5,188	-993
	Total assets	総資産	48,806	48,249	45,408	46,218	67,437
	Net assets	純資産	1,462	2,258	1,231	-3,955	31,047
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	950	2,450	4,700
Daiwa House Industry Co., Ltd. (consolidated) 大和ハウス工業(連結)	Net Sales	売上高	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909
	Operating income	営業利益	128,024	163,576	180,352	243,100	310,092
	Ordinary income	経常利益	145,395	176,366	202,628	233,592	300,529
	Net income	当期純利益	66,274	102,095	117,133	103,577	201,700
	Total assets	総資産	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885
	Net assets	純資産	734,883	992,686	1,112,817	1,181,986	1,329,901
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	374,788	393,568	563,530	491,964	-
Parent company's share of the Group total (Times) 連単倍率(倍)	Net Sales	売上高	1.62	1.89	1.91	1.94	2.04
	Operating income	営業利益	1.59	1.57	1.52	1.45	1.56
	Ordinary income	経常利益	1.41	1.40	1.34	1.27	1.42
	Net income	当期純利益	1.35	1.26	1.21	1.26	1.37

\*Notes: 1. Fujita Corporation became a consolidated subsidiary in January 2013, and merged with Daiwa Odakyu Construction Co., Ltd. in October 2015.

2. In October 2014, the business name changed to DesignArc Co., Ltd. from Daiwa Rakuda Industry Co., Ltd.

\*注: 1. 株式会社フジタは、2013年1月より新たに連結子会社となっております。また、2015年10月に大和小田急建設株式会社と経営統合(合併)いたしました。

2. ダイワラクダ工業株式会社は、2014年10月に社名を株式会社デザインアークへ変更しております。

## Operating Data 事業データ 4

## Capital Investments (Consolidated) 設備投資額(連結)

( ¥ Million / 百万円 )

		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 Forecast 計画
Single-Family Houses	戸建住宅	3,353	4,312	6,370	5,030	6,216	8,509	3,500
Rental Housing	賃貸住宅	20,296	10,479	13,450	33,258	19,910	37,554	34,000
Condominiums	マンション	3,720	4,321	5,365	4,572	3,330	6,184	4,500
Existing Home Business	住宅ストック	548	828	403	194	70	146	100
Commercial Facilities	商業施設	25,899	22,465	44,043	46,873	31,647	61,701	52,000
Logistics, Business & Corporate Facilities	事業施設	29,199	45,612	113,188	121,763	100,246	164,137	145,000
Other Businesses	その他	20,098	33,222	34,155	42,126	28,307	62,985	58,000
Adjustment	調整額	489	141	381	21,171	(1,416)	437	(2,100)
<b>Total</b>	<b>合計</b>	<b>103,604</b>	<b>121,383</b>	<b>217,358</b>	<b>274,990</b>	<b>188,312</b>	<b>341,656</b>	<b>295,000</b>

## Depreciation (Consolidated) 減価償却費(連結)

( ¥ Million / 百万円 )

		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03 Forecast 計画
Single-Family Houses	戸建住宅	2,216	2,495	3,026	3,529	3,572	3,860	4,300
Rental Housing	賃貸住宅	6,197	6,509	6,701	7,042	7,816	8,636	9,600
Condominiums	マンション	1,201	1,331	1,842	2,023	1,789	2,112	2,300
Existing Home Business	住宅ストック	380	459	149	174	155	135	100
Commercial Facilities	商業施設	12,362	13,263	14,200	15,168	16,407	17,469	19,000
Logistics, Business & Corporate Facilities	事業施設	4,616	5,487	6,357	7,963	8,333	9,348	11,000
Other Businesses	その他	16,208	15,534	15,516	16,510	17,261	16,985	18,000
Adjustment	調整額	607	755	738	870	1,180	1,049	1,000
<b>Total</b>	<b>合計</b>	<b>43,790</b>	<b>45,836</b>	<b>48,533</b>	<b>53,283</b>	<b>56,515</b>	<b>59,597</b>	<b>65,300</b>

## Reference Materials 参考データ 1

## Single-Family Houses Business 戸建住宅事業

		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Sales of Single-family houses	住宅販売戸数 (Units / 戸)	10,315	9,917	9,503	9,999	9,881	10,521	9,894	9,332	9,286
Custom-built houses	戸建住宅	8,586	8,609	8,133	8,323	7,965	8,088	7,280	6,999	7,106
Houses in housing development projects	分譲住宅	1,729	1,308	1,370	1,676	1,916	2,433	2,614	2,333	2,180
		'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Number of model house exhibitions	住宅展示場数	248	225	225	228	228	240	239	246	240
Number of family groups visiting	住宅展示場来場者数(組)	96,616	85,792	80,654	76,917	79,154	71,164	69,242	64,642	67,602
Average number of family group visits per single model house exhibition	1展示場当たり住宅展示場来場者数(組)	390	381	358	337	347	297	290	263	282
Number of MACHINAKA-xevo	まちなかゾーヴォ展示場数									
Display homes completed	完成済	82	40	26	112	186	153	160	143	126
Works in process	仕掛中	6	5	15	23	44	74	54	49	55
Average sales per unit	一戸当たりの平均売上金額 (¥ Million / 百万円)									
Custom-built houses	戸建住宅	29.6	28.2	28.8	29.7	30.1	31.1	32.7	33.7	34.3
Steel-frame	鉄骨	29.7	28.2	28.8	29.7	30.1	31.3	32.9	33.6	34.4
Wood-frame	木造	28.8	27.6	27.3	27.3	27.9	27.3	30.6	35.3	32.5
Housing development	分譲住宅	24.1	24.6	24.0	24.0	23.8	23.5	24.0	24.5	25.3
Steel-frame	鉄骨	24.4	24.6	24.1	24.1	23.8	23.4	24.0	24.5	25.6
Wood-frame	木造	22.3	24.4	23.0	23.2	24.3	24.9	23.5	24.2	22.7
Average area per unit	一戸当たりの平均売上面積 (㎡)									
Custom-built houses	戸建住宅	135.9	133.2	133.1	132.8	131.9	132.0	132.9	131.9	132.7
Steel-frame	鉄骨	136.0	133.3	133.3	133.1	132.1	132.5	133.2	131.7	132.9
Wood-frame	木造	134.6	132.1	129.6	127.4	127.4	124.9	127.9	136.2	129.6
Housing development	分譲住宅	121.7	122.2	119.6	118.1	117.1	112.6	108.9	110.4	103.3
Steel-frame	鉄骨	121.6	122.1	119.6	118.1	116.9	112.1	108.8	110.2	104.4
Wood-frame	木造	122.3	123.4	119.4	118.9	120.0	119.1	109.9	113.2	93.6
Percentage of reconstruction	建替比率(建替+住替)	26%	27%	28%	29%	27%	31%	27%	25%	24%

## Reference Materials 参考データ 2

## Rental Housing Business 賃貸住宅事業

			'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Sales of Rental housing	賃貸住宅販売戸数 (Units / 戸)		29,413	26,538	25,224	27,115	30,514	32,424	36,757	38,903	43,428
			'09/03	'10/03	'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Average sales per unit	一戸当たりの平均売上金額 (¥ Million / 百万円)										
Rental housing	賃貸住宅		9.7	9.7	10.9	11.3	10.7	11.2	11.4	11.6	11.4
Steel-frame (low-rise)	低層		9.4	9.4	9.9	10.1	10.3	10.9	11.1	11.3	11.1
Steel-frame (high and mid-rise)	中高層		11.6	11.8	14.6	12.2	14.0	14.4	14.9	15.2	16.6
Average area per unit	一戸当たりの平均売上面積 (㎡)										
Rental housing	賃貸住宅		53.2	52.0	54.8	57.1	53.2	55.8	53.1	52.3	50.5
Steel-frame (low-rise)	低層		49.4	50.8	54.0	56.9	52.3	54.5	52.8	52.1	50.1
Steel-frame (high and mid-rise)	中高層		82.3	65.1	60.9	57.8	61.7	68.7	57.8	54.2	56.7

## Number of rental housing units managed and occupancy rates

## 賃貸住宅管理戸数の推移

			'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Daiwa Living Co., Ltd. 大和リビング	Rental housing units managed	賃貸住宅管理戸数	268,046	292,478	331,676	376,760	418,382	452,401	490,145
	Occupancy rates	入居率	96.7%	97.5%	97.7%	97.2%	97.6%	97.5%	97.2%
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Rental housing units managed	賃貸住宅管理戸数	13,596	14,108	14,392	15,018	17,133	18,941	20,063
	Occupancy rates	入居率	94.8%	95.8%	95.2%	95.8%	94.9%	95.3%	95.1%
Total 合計	Rental housing units managed	賃貸住宅管理戸数	281,642	306,586	346,068	391,778	435,515	471,342	510,208
	Lump-sum contracted units (occupancy guarantee)	一括借上(入居保証)戸数	237,934	265,219	305,808	352,341	397,282	433,628	471,845
	Occupancy rates	入居率	96.6%	97.4%	97.6%	97.2%	97.5%	97.4%	97.1%

## Reference Materials 参考データ3

## Condominiums Business マンション事業

## Sales (Non-Consolidated)

売上高の状況(個別)		(㎡, ¥ Million / 百万円)	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Hokkaido 北海道	Units	戸数	73	205	255	137	285	131
	Sales amount	売上金額	2,041	5,997	7,250	4,453	10,810	5,532
	Average sales per unit	平均売上金額	28.0	29.3	28.4	32.6	37.9	42.3
	Floor space	専有面積	6,727	16,866	21,227	11,969	22,774	11,249
	Average floor space per unit	平均専有面積	92.2	82.4	83.2	87.6	79.9	86.0
Tohoku 東北	Units	戸数	162	151	193	117	64	16
	Sales amount	売上金額	3,946	4,556	6,138	4,278	2,306	554
	Average sales per unit	平均売上金額	24.4	30.2	31.8	36.6	36.0	34.6
	Floor space	専有面積	12,132	12,077	15,518	9,369	5,047	1,533
	Average floor space per unit	平均専有面積	74.9	80.0	80.4	80.1	78.9	95.8
Kanto 関東	Units	戸数	823	870	1,121	764	1,118	949
	Sales amount	売上金額	32,915	36,498	57,110	30,461	57,576	49,174
	Average sales per unit	平均売上金額	40.0	41.9	51.0	39.9	51.5	51.8
	Floor space	専有面積	61,443	58,540	78,429	54,109	81,593	70,561
	Average floor space per unit	平均専有面積	74.7	67.3	70.0	70.8	73.0	74.4
Chubu 中部	Units	戸数	315	474	399	460	347	425
	Sales amount	売上金額	12,356	15,391	13,986	16,768	15,105	17,613
	Average sales per unit	平均売上金額	39.2	32.5	35.0	36.5	43.5	41.4
	Floor space	専有面積	26,708	41,285	32,373	37,210	28,440	34,066
	Average floor space per unit	平均専有面積	84.8	87.1	81.1	80.9	82.0	80.2
Kinki 近畿	Units	戸数	498	694	531	511	465	506
	Sales amount	売上金額	17,056	21,460	21,969	21,523	20,144	27,191
	Average sales per unit	平均売上金額	34.2	30.9	41.4	42.2	43.3	53.7
	Floor space	専有面積	37,622	49,123	39,118	36,994	34,904	38,819
	Average floor space per unit	平均専有面積	75.6	70.7	73.7	72.5	75.1	76.7
Chushikoku 中四国	Units	戸数	78	—	—	—	30	8
	Sales amount	売上金額	1,710	—	—	—	1,816	582
	Average sales per unit	平均売上金額	21.9	—	—	—	60.5	72.8
	Floor space	専有面積	5,838	—	—	—	2,552	805
	Average floor space per unit	平均専有面積	74.8	—	—	—	85.1	100.6
Kyushu 九州	Units	戸数	423	414	574	447	663	176
	Sales amount	売上金額	14,934	12,122	19,766	14,653	23,413	6,370
	Average sales per unit	平均売上金額	35.3	29.3	34.4	32.8	35.3	36.1
	Floor space	専有面積	36,705	34,051	45,126	35,283	52,784	12,689
	Average floor space per unit	平均専有面積	86.8	82.3	78.6	79.0	79.6	72.0
Total 合計	Units	戸数	2,372	2,808	3,073	2,436	2,972	2,211
	Sales amount	売上金額	84,983	96,476	126,346	92,263	131,320	107,108
	Average sales per unit	平均売上金額	35.8	34.4	41.1	37.9	44.2	48.4
	Floor space	専有面積	187,175	211,945	231,794	184,936	228,098	169,725
	Average floor space per unit	平均専有面積	78.9	75.5	75.4	75.9	76.7	76.8

## Number of condominium units managed

分譲型マンション管理戸数			'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Daiwa LifeNext Co., Ltd. -New 大和ライフネクスト(新)	Number of managed units	管理戸数	—	—	—	—	249,017	256,347
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	—	—	—	—	4,047	4,153
Daiwa Service Co., Ltd. ダイワサービス	Number of managed units	管理戸数	76,748	79,147	84,819	87,520	—	—
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	1,253	1,282	1,337	1,404	—	—
Daiwa LifeNext Co., Ltd. -Former 大和ライフネクスト(旧)	Number of managed units	管理戸数	137,816	141,535	147,487	152,729	—	—
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	2,281	2,363	2,439	2,510	—	—
Global Community Co., Ltd. グローバルコミュニティ	Number of managed units	管理戸数	68,893	74,320	77,024	80,239	83,282	85,358
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	1,578	1,695	1,758	1,843	1,882	2,018
Total 合計	Number of managed units	管理戸数	283,457	295,002	309,330	320,488	332,299	341,705
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	5,112	5,340	5,534	5,757	5,929	6,171

Note: 1. In April 2015, Daiwa Service Co., Ltd. merged with Daiwa LifeNext Co., Ltd., and the business name changed to Daiwa LifeNext Co., Ltd.  
2. Global Community became a consolidated subsidiary on March 31, 2012.

注: 1. 株式会社ダイワサービスは、大和ライフネクスト株式会社と2015年4月に経営統合し、商号が大和ライフネクスト株式会社となりました。  
2. グローバルコミュニティ株式会社は、2012年3月末に新たに連結子会社となっております。

## Reference Materials 参考データ 4

## Existing Home Business 住宅ストック事業

		'16/03	'17/03
Number of reform salons	リフォームサロン件数	5	8

## Commercial Facilities Business 商業施設事業

## Sublease areas of commercial facilities

## 転貸建物面積の推移

		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Daiwa Lease Co., Ltd. 大和リース	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	1,638,147	1,703,213	1,735,717	1,791,414	1,812,807	1,857,193
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	1,611,058	1,686,105	1,722,074	1,774,437	1,794,208	1,835,597
	Tenants テナント数	2,621	2,713	2,830	2,880	2,981	3,104
	Occupancy rates* 入居率*	98.3%	99.0%	99.2%	99.1%	99.0%	98.8%
Daiwa Information Service Co., Ltd. 大和情報サービス	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	1,291,142	1,330,313	1,460,668	1,584,088	1,747,872	1,900,896
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	1,283,205	1,323,568	1,454,766	1,576,780	1,740,654	1,894,110
	Tenants テナント数	2,221	2,359	2,634	2,850	3,115	3,387
	Occupancy rates* 入居率*	99.4%	99.5%	99.6%	99.5%	99.6%	99.6%
Daiwa Royal Co., Ltd. ダイワロイヤル	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	1,146,331	1,223,749	1,337,464	1,459,862	1,581,442	1,681,892
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	1,126,694	1,216,103	1,329,841	1,446,087	1,568,503	1,666,314
	Tenants テナント数	2,021	2,162	2,354	2,531	2,714	2,828
	Occupancy rates* 入居率*	98.3%	99.4%	99.4%	99.1%	99.2%	99.1%
Total 合計	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	4,075,620	4,257,275	4,533,849	4,835,365	5,142,121	5,439,981
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	4,020,957	4,225,776	4,506,681	4,797,304	5,103,365	5,396,021
	Tenants テナント数	6,863	7,234	7,818	8,261	8,810	9,319
	Occupancy rates* 入居率*	98.7%	99.3%	99.4%	99.2%	99.2%	99.2%

## Management of owned commercial facilities

## 自社保有商業施設の運営状況

		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別)	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	378,165	444,288	296,053	298,909	299,483	296,331
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	366,469	431,072	284,547	290,509	295,772	288,351
	Tenants テナント数	730	702	706	728	722	719
	Occupancy rates* 入居率*	96.9%	97.0%	96.1%	97.2%	98.8%	97.3%

\*Note: Leasing floor space occupied/Total leasing floor space

\*注: 入居面積/貸付可能面積

## Reference Materials 参考データ 5

## Logistics, Business &amp; Corporate Facilities Business 事業施設事業

Logistics facility development lot area		(Thousand m <sup>2</sup> / 千m <sup>2</sup> )
物流施設の開発敷地面積		'17/03
Hokkaido	北海道	313
Tohoku	東北	446
Kanto	関東	4,173
Hokushinetsu-Chubu	北信越・中部	864
Kinki	近畿	488
Chugoku-Shikoku	中国・四国	326
Kyushu	九州	398
Total	合計	7,011

Composition of development (accumulated)			(Thousand m <sup>2</sup> / 千m <sup>2</sup> )
開発構成(累計)			'17/03
BTS-type BTS型	Number of logistics facilities	物件数	149
	Floor areas	延床面積	3,500
Multiple-type マルチ型	Number of logistics facilities	物件数	18
	Floor areas	延床面積	1,350
Total 合計	Number of logistics facilities	物件数	167
	Floor areas	延床面積	4,850

Note: Floor areas have accumulated since FY2003 in BTS-type logistics, and since FY2013 in Multiple-type logistics.

注: BTSは2003年度、マルチは2013年度からの累積です。

## Other Businesses その他事業

Health & Leisure 健康余暇			'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
DAIWA ROYAL HOTELS ダイワロイヤルホテルズ	Number of guests	宿泊お客様数(人)	3,140,905	3,203,659	3,335,181	3,235,586	3,423,267	3,293,950
	Room occupancy rates	客室稼働率	52.9%	54.9%	59.0%	58.6%	62.5%	60.4%
	Number of Daiwa Royal Hotels	ホテル数	29	29	28	28	28	28
DAIWA ROYAL GOLF ダイワロイヤルゴルフ	Number of guests	ゴルフ場ご利用お客様数(人)	337,744	330,426	348,157	345,772	355,278	342,488
	Number of members	期末会員数(人)	3,662	3,614	4,193	4,865	5,361	6,145
	Number of golf courses	ゴルフ場数	10	10	10	10	10	10
Sports Club NAS スポーツクラブNAS	Number of members	期末会員数(人)	112,395	131,363	150,328	165,084	175,233	179,151
	Number of sports clubs	スポーツクラブ数	52	58	66	68	70	71

(Note) Including Nishiwaki Royal Hotel. / (注) 西脇ロイヤルホテルを含む

City-Center Hotels 都市型ホテル			'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Room occupancy rates	客室稼働率		76.7%	80.4%	84.1%	87.0%	87.4%	89.3%
Number of Hotels	ホテル数		33	37	38	39	44	47
Number of Rooms	客室数		7,453	8,333	8,605	8,755	9,764	10,373
Daiwa Roynet Hotels ダイワロイネットホテル (ダイワロイヤル)	Number of Daiwa Roynet Hotels	ホテル数	31	35	36	37	42	45
	Number of Rooms	客室数	6,715	7,593	7,853	8,003	9,012	9,621
Royton Sapporo ロイトン札幌 (大和ハウス工業)	Number of Daiwa Roynet Hotels	ホテル数	1	1	1	1	1	1
	Number of Rooms	客室数	292	292	292	292	292	292
OSAKA DAI-ICHI HOTEL 大阪第一ホテル (大阪マルビル)	Number of Daiwa Roynet Hotels	ホテル数	1	1	1	1	1	1
	Number of Rooms	客室数	446	448	460	460	460	460

## Reference Materials 参考データ 6

## Other Businesses その他事業

Home Center ホームセンター		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03
Number of customers (Thousands)	購入お客様数(千人)	24,762	25,989	26,975	26,598	27,493	28,678
Sales account per customer (¥)	お客様1人当たり購入単価(円)	2,424	2,434	2,516	2,550	2,658	2,713
Sales floor space (except out-mall selling space) (m <sup>2</sup> )	期末店舗面積(外売場を除く)(m <sup>2</sup> )	222,353	231,560	241,237	250,437	259,064	292,296
Number of stores	期末店舗数	49	50	52	52	53	57

## Environmental Energy Business

エネルギー事業				'15/03	'16/03	'17/03
Group renewable energy generation facilities (in operation) グループ再生可能エネルギー(稼働中)	Solar power 太陽光	Number of facilities	物件数	120	154	191
		Solar power generation capacity	太陽光発電容量(Mw)	95.7	156.5	186.6
	Wind power 風力	Number of facilities	物件数	7	5	4
		Wind power generation capacity	風力発電容量(Mw)	9.7	9.6	9.6
	Total 合計	Number of facilities	物件数	127	159	195
		Generation capacity	発電容量(Mw)	105.3	166.2	196.3

## Car Parking Business

駐車場事業		'15/03	'16/03	'17/03
Number of facilities	施設数	2,095	2,197	2,475
Number of car parking	収容台数	29,775	34,177	42,051

## Overseas Business

Sales 海外事業 売上高		(¥100Million / 億円)	
		'16/03	'17/03
USA	アメリカ	17	55
Australia	オーストラリア	38	41
ASEAN	ASEAN	153	202
China	中国	222	361
Other countries	その他	318	461
Total	合計	726	1,116