

Financial Data (Non-Consolidated) 財務データ（個別） 1

Non-Consolidated Balance Sheets 貸借対照表

(¥ Million / 百万円)

		'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	'23/03
Assets	資産の部										
Current assets	流動資産										
Cash and deposits	現金預金	68,052	90,675	57,359	40,156	113,877	97,450	21,367	128,846	22,597	64,967
Notes and accounts receivable from completed construction contracts and other	受取手形・売掛金等	87,931	106,751	124,774	129,636	137,336	152,975	156,625	149,290	138,958	110,116
Short-term investment securities	有価証券	16	16	16	16	50	891	694	546	5,533	1,305
Inventories	たな卸資産	340,344	417,701	403,429	406,652	466,078	539,152	603,251	641,854	739,117	964,161
Costs on uncompleted construction contracts	未成工事支出金	15,554	22,590	21,440	22,490	24,497	45,141	32,210	35,251	36,319	37,490
Land for sale	販売用土地	260,378	295,545	302,144	290,459	329,199	372,108	413,166	455,184	539,351	697,450
Single-family houses for sale	戸建	112,500	110,523	114,684	93,813	98,673	101,712	99,446	82,512	105,122	129,035
Condominiums for sale	マンション	105,735	125,657	123,745	119,960	124,994	160,151	163,705	160,691	160,582	135,044
Other	その他	42,141	59,365	63,714	74,346	105,531	110,245	150,014	211,980	273,647	433,369
Buildings for sale	販売用建物	54,634	90,964	70,500	85,185	104,678	113,429	149,753	143,621	155,204	220,536
Single-family houses for sale	戸建	22,081	26,207	23,860	20,193	23,836	20,977	28,239	24,874	22,365	33,594
Condominiums for sale	マンション	24,119	41,712	37,795	41,356	45,387	56,960	68,985	69,258	69,087	80,710
Other	その他	8,433	23,045	8,844	23,635	35,454	35,490	52,529	49,487	63,751	106,232
Other	その他の流動資産	95,583	82,737	95,053	140,394	145,953	165,590	171,752	242,833	269,997	277,417
Allowance for doubtful accounts	貸倒引当金	-3,109	-2,895	-1,589	-6,683	-7,583	-7,670	-7,759	-12,260	-14,699	-1,416
Total current assets	流動資産合計	588,817	694,986	679,043	710,172	855,712	948,390	945,931	1,151,111	1,161,504	1,416,551
Noncurrent assets	固定資産										
Property, plant and equipment	有形固定資産	454,725	527,891	599,620	669,322	686,566	706,389	763,960	740,840	704,954	682,933
Buildings and structures	建物及び構築物	135,717	149,325	159,808	178,737	200,644	214,452	215,683	214,885	207,838	196,528
Land	土地	282,872	345,969	403,446	432,722	429,299	442,649	488,204	460,066	449,639	436,176
Other	その他	36,135	32,596	36,365	57,862	56,622	49,287	60,072	65,889	47,476	50,227
Intangible assets	無形固定資産	16,640	15,222	14,415	15,766	14,632	13,820	19,087	24,418	31,299	35,248
Investments and other assets	投資その他の資産	738,613	831,858	881,702	1,015,394	1,154,146	1,188,035	1,358,845	1,403,635	1,566,690	1,741,903
Total noncurrent assets	固定資産合計	1,209,979	1,374,971	1,495,738	1,700,483	1,855,345	1,908,245	2,141,892	2,168,894	2,302,944	2,460,084
Total assets	資産合計	1,798,797	2,069,958	2,174,782	2,410,655	2,711,058	2,856,636	3,087,824	3,320,005	3,464,449	3,876,635
Liabilities	負債の部										
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	124,676	152,972	183,380	188,282	254,212	265,210	115,672	103,635	119,616	126,008
Commercial papers	コマーシャル・ペーパー	-	72,000	-	-	-	-	49,000	-	-	-
Current portion of bonds payable	一年以内償還予定の社債	100,000	-	10,000	-	20,000	95,000	65,000	40,000	25,000	50,000
Current portion of long-term loans payable	一年以内返済予定の長期借入金	38,000	20,000	20,000	50,000	30,100	-	40,783	14,321	33,567	87,264
Income taxes payable	未払法人税・事業税	27,057	15,973	43,373	29,178	37,551	39,206	34,328	23,890	37,619	19,182
Advances received on uncompleted construction contracts and advances received	未成工事受入金・前受金	64,062	77,015	77,782	83,732	102,590	132,885	112,546	106,898	125,245	185,245
Other	その他の流動負債	246,592	325,870	321,900	328,021	320,528	388,362	445,850	433,622	463,330	437,524
Total current liabilities	流動負債合計	600,388	663,832	656,436	679,215	764,982	920,663	863,180	722,368	804,378	905,224
Noncurrent liabilities	固定負債										
Bonds payable	社債	30,000	110,000	100,000	200,000	287,000	192,000	277,000	383,000	408,000	558,000
Long-term loans payable	長期借入金	130,000	187,960	192,960	215,371	232,029	237,322	327,147	502,084	474,174	587,556
Other	その他の固定負債	217,725	200,028	265,793	265,929	252,397	252,805	259,690	246,093	217,269	148,390
Total noncurrent liabilities	固定負債合計	377,725	497,988	558,753	681,301	771,426	682,127	863,837	1,131,177	1,099,443	1,293,947
Total liabilities	負債合計	978,114	1,161,821	1,215,190	1,360,516	1,536,408	1,602,790	1,727,018	1,853,546	1,903,822	2,199,171
Net assets	純資産の部										
Capital stock	資本金	161,699	161,699	161,699	161,699	161,699	161,699	161,699	161,699	161,699	161,845
Capital surplus	資本剰余金	280,365	280,365	296,959	296,958	296,958	296,958	296,958	297,015	297,473	298,713
Retained earnings	利益剰余金	336,740	388,025	423,595	510,504	641,256	748,957	862,539	972,362	1,059,472	1,180,017
Treasury stock	自己株式	-2,284	-2,994	-5,646	-8,450	-4,630	-8,316	-7,588	-33,019	-29,081	-20,327
Total shareholders' equity	株主資本合計	776,520	827,095	876,607	960,711	1,095,283	1,199,299	1,313,609	1,398,057	1,489,564	1,620,249
Valuation and translation adjustments	評価・換算差額等										
Valuation difference on available-for-sale securities	その他有価証券評価差額金	50,535	82,811	83,535	86,616	73,291	48,639	37,247	58,506	62,609	51,249
Deferred gains or losses on hedges	繰延ヘッジ損益	10	104	262	375	796	470	728	511	-882	-2,037
Revaluation reserve for land	土地再評価差額金	-6,420	-1,912	-851	2,319	5,162	5,322	9,119	9,293	9,335	8,002
Total valuation and translation adjustments	評価・換算差額等合計	44,124	81,002	82,945	89,311	79,250	54,432	47,095	68,310	71,062	57,214
Subscription rights to shares	新株予約権	38	38	38	115	115	114	101	91	-	-
Total net assets	純資産合計	820,683	908,137	959,592	1,050,139	1,174,649	1,253,846	1,360,805	1,466,459	1,560,626	1,677,463
Total liabilities and net assets	負債純資産合計	1,798,797	2,069,958	2,174,782	2,410,655	2,711,058	2,856,636	3,087,824	3,320,005	3,464,449	3,876,635

Financial Data (Non-Consolidated) 財務データ（個別） 2

Non-Consolidated Statements of Income 損益計算書

		(¥ Million / 百万円)									
		'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	'23/03
Net sales	売上高	1,429,886	1,470,975	1,649,765	1,720,394	1,814,277	1,925,518	1,975,150	1,863,934	1,976,165	2,006,066
Cost of sales	売上原価	1,131,048	1,153,803	1,274,145	1,309,711	1,358,558	1,458,008	1,494,529	1,427,976	1,519,190	1,560,115
SG&A expenses	販売費及び一般管理費	194,807	198,506	207,982	212,010	217,728	226,881	230,568	209,480	216,317	214,319
Operating income	営業利益	104,030	118,665	167,638	198,673	237,990	240,628	250,053	226,478	240,657	231,631
Interest income and dividends income	受取利息・配当金	14,198	18,832	22,829	23,151	28,504	30,266	32,821	74,133	31,127	40,901
Total non-operating income	営業外収益計	29,437	38,790	27,792	26,961	35,390	34,077	36,821	79,066	37,468	46,355
Interest expenses	支払利息	1,456	1,521	1,031	1,008	1,479	1,763	2,261	3,281	3,719	5,251
Total non-operating expenses	営業外費用計	7,160	6,780	11,567	13,288	10,342	6,249	11,292	17,211	23,256	16,291
Ordinary income	経常利益	126,306	150,675	183,863	212,346	263,039	268,457	275,581	288,332	254,870	261,696
Extraordinary income	特別利益	1,219	11,653	10,178	913	13,851	2,773	3,186	4,117	1,889	5,650
Extraordinary losses	特別損失	5,439	8,323	74,805	7,973	6,693	17,009	11,840	50,176	22,331	8,934
Income before income taxes and non-controlling shareholders' interests	税金等調整前当期純利益	122,086	154,006	119,236	205,285	270,197	254,220	266,928	242,274	234,427	258,412
Income taxes and others	法人税等	41,205	57,049	37,245	57,702	71,974	71,692	70,443	59,727	69,046	53,119
Net income	当期純利益	80,881	96,956	81,991	147,582	198,223	182,528	196,484	182,546	165,381	205,293

Operating Data (Non-Consolidated) 事業データ (個別)

Orders Received by Business Segment (Non-Consolidated) 事業別 受注高

(¥ Million / 百万円)												
		'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	'23/03	'24/03 Forecast 計画
Single-Family Houses	住宅	391,226	377,368	387,303	391,442	380,415	398,161	352,211	331,861	296,189	263,367	332,000
Custom-built houses	戸建住宅	256,215	237,825	250,325	259,792	243,157	262,524	234,898	210,841	188,134	153,581	192,445
Houses in housing development projects	分譲住宅	56,924	63,682	56,928	54,280	55,998	53,819	44,962	43,031	37,354	37,423	48,562
Land (including residential lots of housing development projects)	土地	78,086	75,860	80,050	77,370	81,259	81,816	72,349	77,988	70,700	72,362	90,993
Rental Housing	集合住宅	435,711	460,861	507,820	529,601	515,047	543,018	441,911	388,918	362,215	422,719	483,000
Condominiums (for sale)	マンション	113,290	100,610	114,175	112,484	120,442	107,199	138,793	115,250	144,660	223,014	90,000
Commercial Facilities	商業施設	290,555	315,531	337,967	399,013	404,628	476,248	531,040	493,808	500,241	540,667	570,000
Logistics, Business & Corporate Facilities	事業施設	215,519	268,233	282,619	286,609	357,799	399,613	415,467	354,883	478,797	461,992	355,000
Total	合計	1,485,700	1,590,528	1,710,360	1,798,319	1,867,655	2,010,318	1,957,003	1,768,017	1,869,049	2,017,052	1,930,000

Sales by Business Segment (Non-Consolidated) 事業別 売上高

												(¥ Million / 百万円)	
		'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	'23/03	'24/03 Forecast 計画	
Single-Family Houses	住宅	394,440	375,267	378,214	390,308	385,334	383,611	353,938	325,277	334,059	305,949	325,000	
Custom-built houses	戸建住宅	261,493	235,688	242,447	256,283	248,783	247,315	235,048	207,530	219,294	191,419	185,445	
Houses in housing development projects	分譲住宅	57,253	62,755	57,077	55,139	55,673	53,298	46,256	42,451	38,600	38,687	48,562	
Land (including residential lots of housing development projects)	土地	75,693	76,824	78,688	78,885	80,877	82,997	72,633	75,295	76,163	75,842	90,993	
Rental Housing	集合住宅	384,514	424,718	482,639	525,243	527,267	531,251	454,209	402,045	431,989	479,115	479,000	
Condominiums (for sale)	マンション	126,571	92,337	131,380	107,113	114,921	99,902	138,064	122,207	140,059	148,302	142,000	
Commercial Facilities	商業施設	275,071	298,804	312,262	371,638	404,289	451,641	505,786	523,355	515,130	527,280	560,000	
Logistics, Business & Corporate Facilities	事業施設	217,176	224,080	286,922	265,300	310,316	381,286	430,748	379,494	453,920	422,467	355,000	
Total	合計	1,429,886	1,470,975	1,649,765	1,720,394	1,814,277	1,925,518	1,975,150	1,863,934	1,976,165	2,006,066	1,961,000	

Gross Profit Ratio by Business Segment (Non-Consolidated) 事業別 売上総利益率

												(%)	
		'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	'23/03	'24/03 Forecast 計画	
Single-Family Houses	住宅	18.3	17.9	18.9	19.2	20.0	19.9	19.0	17.9	17.6	17.1	18.2	
Custom-built houses	戸建住宅	22.9	22.8	24.2	23.7	24.8	24.4	22.9	22.3	21.0	19.5	21.6	
Houses in housing development projects	分譲住宅	17.9	15.4	16.6	18.9	19.2	17.9	15.2	13.5	14.8	13.4	14.4	
Land (including residential lots of housing development projects)	土地	2.9	4.8	4.2	4.7	5.8	7.5	8.7	8.0	9.3	12.9	13.2	
Rental Housing	集合住宅	24.5	24.3	24.4	25.7	27.2	25.5	26.2	25.2	23.4	22.9	23.3	
Condominiums (for sale)	マンション	17.4	22.0	19.5	21.1	17.1	18.7	15.2	14.8	15.5	18.6	19.0	
Commercial Facilities	商業施設	24.9	25.2	27.5	28.4	29.9	29.7	27.9	25.9	24.8	22.9	22.5	
Logistics, Business & Corporate Facilities	事業施設	15.6	19.1	23.4	24.8	27.2	24.2	28.6	28.4	27.1	23.6	32.1	
Total	合計	20.9	21.6	22.8	23.9	25.1	24.3	24.3	23.4	23.1	22.2	22.6	

Notes: 1. In the Rental Housing, Condominiums, Commercial Facilities, and Logistics, Business & Corporate Facilities businesses, the figures in the charts include land and buildings.

Although Environment and Energy and Other Businesses have been omitted from the charts since they had no material impact on the total amounts, the total amounts have been calculated including their results.

2. We reclassified our business segments in the fiscal year ended March 31, 2020.

注: 1. 集合住宅・マンション・商業施設・事業施設は、土地・建物を含みます。また、「環境エネルギー」[その他]は合計金額に与える影響が軽微な為、省略していますが、「合計」の欄には、各々の数値を含んで算出しています。

2. 2020/3月期より、新セグメントで記載しています。