

Daiwa House
Group

Financial Factbook

Fiscal Year Ended March 31, 2020

April 1, 2019 to March 31, 2020

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The business forecasts are based on assumptions in light of information available as of the date of announcement of this material, and the factors of uncertainty that may possibly impact the future results of operations.

The Group's actual results may differ significantly from those presented herein as a consequence of numerous factors such as financial markets, economic conditions, competitor situations and fluctuations in land prices.

※ 業績予想の適切な利用に関する説明、その他特記事項

本資料の予想数値は、当資料の発表日までに入手可能な情報に基づき作成したものであり、今後実際の業績は、金融市場の動向、経済の状況、競合の状況や地価の変動の他、様々な要因によって大きく異なる結果となる可能性があります。

Market Data マーケットデータ

Housing Starts 住宅着工戸数

		(Thousands of units / 千戸)									
		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Housing starts	住宅着工戸数	819	841	893	987	880	921	974	946	952	883
Custom-built houses	持家	309	305	317	353	278	284	292	282	288	283
Houses in housing development projects	分譲(一戸建)	113	118	125	134	124	126	135	138	145	146
Rental housing	貸家【賃貸住宅】	292	290	321	370	358	384	427	410	390	334
Condominiums for sale	分譲(マンション)	98	120	124	124	110	118	112	108	120	111
Prefabricated housing starts	プレハブ着工戸数	126	128	134	150	140	143	148	136	131	124
Prefabricated housing share	プレハブシェア	15.3%	15.2%	15.0%	15.2%	15.9%	15.6%	15.2%	14.4%	13.7%	14.1%
Custom-built houses	持家	55	55	56	57	47	45	46	43	44	40
Prefabricated housing share	プレハブシェア	17.7%	18.2%	17.7%	16.3%	16.8%	15.9%	15.8%	15.4%	15.2%	14.3%
Rental housing	貸家【賃貸住宅】	66	67	72	86	86	92	95	87	80	77
Prefabricated housing share	プレハブシェア	22.5%	23.1%	22.6%	23.3%	24.0%	23.9%	22.2%	21.2%	20.6%	23.1%
Houses in housing development projects and condominiums for sale	分譲(一戸建・マンション)	5	5	5	6	6	6	5	5	5	6
Prefabricated housing share	プレハブシェア	2.1%	2.0%	2.1%	2.2%	2.7%	2.3%	2.2%	2.0%	2.0%	2.3%

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)									
		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Sales of Houses	住宅販売戸数	37,414	39,486	43,203	46,018	49,087	51,207	54,925	51,641	48,410	43,703
Single-family houses (Custom-built houses)	戸建住宅	8,133	8,323	7,965	8,088	7,280	6,999	7,106	6,907	6,524	5,917
Single-family houses in housing development projects	分譲住宅	1,370	1,676	1,916	2,433	2,614	2,333	2,180	2,320	2,192	2,066
Rental housing	賃貸住宅	25,224	27,115	30,514	32,424	36,757	38,903	43,428	40,254	37,905	33,502
Condominiums for sale	分譲マンション	2,687	2,372	2,808	3,073	2,436	2,972	2,211	2,160	1,789	2,218
Reference: Cosmos Initia*	参考: コスモスイニシア*										
Condominiums for sale	分譲マンション	-	-	-	799	772	896	744	558	414	325

*Cosmos Initia Co., Ltd. became a consolidated subsidiary, June 2013 / 株式会社コスモスイニシアは、2013年6月より連結子会社となりました。

Financial Data 財務データ 1

Consolidated Balance Sheets 連結貸借対照表

(¥ Million / 百万円)

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Assets	資産の部										
Current assets	流動資産										
Cash and deposits	現金預金	149,379	250,649	248,799	212,114	238,776	192,571	216,749	330,806	279,859	281,434
Notes and accounts receivable from completed construction contracts and other	受取手形・売掛金等	95,686	93,874	189,770	227,276	244,045	281,755	315,275	360,395	390,922	433,053
Short-term investment securities	有価証券	6	6	8	18	16	16	2,006	2,040	891	814
Inventories	たな卸資産	301,987	371,938	398,584	455,578	598,690	640,165	624,285	784,256	955,665	1,094,844
Costs on uncompleted construction contracts	未成工事支出金	15,307	14,361	21,712	23,818	31,778	36,753	49,484	58,627	79,305	47,861
Land for sale	販売用土地	217,050	267,809	280,502	319,477	399,211	422,607	393,498	501,367	620,941	703,290
Buildings for sale	販売用建物	48,724	66,021	71,217	84,035	140,220	152,657	154,179	195,386	223,066	309,400
Other	その他の流動資産	135,580	129,891	147,332	184,126	192,067	216,923	254,525	261,348	302,370	302,735
Allowance for doubtful accounts	貸倒引当金	-1,379	-1,604	-2,949	-3,382	-3,347	-2,583	-7,653	-8,836	-8,665	-9,016
Total current assets	流動資産合計	681,261	844,757	981,546	1,075,731	1,270,247	1,328,849	1,405,188	1,730,010	1,921,043	2,103,866
Noncurrent assets	固定資産										
Property, plant and equipment	有形固定資産	760,123	748,548	802,634	943,886	1,070,121	1,190,704	1,407,380	1,501,499	1,608,548	1,721,717
Buildings and structures	建物及び構築物	327,808	334,305	345,000	384,466	417,638	428,046	482,076	546,337	581,738	570,086
Land	土地	387,343	364,954	396,353	485,813	566,139	652,043	759,813	776,342	811,205	857,587
Other	その他	44,971	49,288	61,280	73,607	86,342	110,614	165,489	178,819	215,604	294,042
Intangible assets	無形固定資産	21,491	32,056	80,258	82,173	80,578	87,206	86,989	103,768	124,639	118,172
Investments and other assets	投資その他の資産	471,360	460,735	506,799	564,154	600,059	651,045	656,326	699,780	679,804	683,632
Total noncurrent assets	固定資産合計	1,252,975	1,241,340	1,389,691	1,590,215	1,750,759	1,928,955	2,150,696	2,305,048	2,412,993	2,523,522
Total assets	資産合計	1,934,236	2,086,097	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388
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	129,462	210,241	337,767	274,776	309,261	368,494	383,232	479,451	530,472	360,338
Short-term loans payable	短期借入金	9,136	2,559	7,495	22,302	70,892	54,291	78,944	93,843	97,631	110,519
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	20,110	95,000	65,000
Current portion of long-term loans payable	一年以内返済予定の長期借入金	25,122	145,436	38,987	60,442	34,803	31,748	69,401	61,574	40,441	65,669
Commercial papers	コマーシャル・ペーパー	-	-	-	-	72,000	-	-	-	-	49,000
Income taxes payable	未払法人税・事業税	6,675	24,826	33,051	46,796	27,415	60,429	52,511	61,826	69,944	58,980
Advances received on uncompleted construction contracts	未成工事受入金	32,090	48,993	60,166	70,238	90,487	107,531	113,850	124,571	165,186	130,633
Other	その他の流動負債	182,719	198,462	240,030	270,864	311,132	341,208	324,023	356,970	403,173	457,113
Total current liabilities	流動負債合計	389,705	631,872	717,551	845,474	916,104	973,790	1,021,973	1,198,349	1,401,849	1,297,254
Noncurrent liabilities	固定負債										
Bonds payable	社債	101,300	100,720	130,667	30,614	110,595	100,010	200,000	287,342	192,000	277,000
Long-term loans payable	長期借入金	255,498	133,556	197,585	180,156	275,128	295,828	292,316	317,702	350,573	473,689
Other	その他の固定負債	552,545	562,056	590,550	617,015	606,361	706,189	711,693	718,078	745,896	806,056
Total noncurrent liabilities	固定負債合計	909,343	796,334	918,803	827,786	992,085	1,102,028	1,204,009	1,323,124	1,288,470	1,556,745
Total liabilities	負債合計	1,299,049	1,428,206	1,636,354	1,673,260	1,908,190	2,075,818	2,225,983	2,521,474	2,690,320	2,853,999
Net assets	純資産の部										
Shareholders' equity	株主資本										
Capital stock	資本金	110,120	110,120	110,120	161,699	161,699	161,699	161,699	161,699	161,699	161,699
Capital surplus	資本剰余金	226,824	226,824	226,824	294,632	294,632	311,226	311,393	311,910	310,879	307,154
Retained earnings	利益剰余金	362,281	380,751	404,979	465,719	534,639	591,850	734,242	903,550	1,066,705	1,217,407
Treasury stock	自己株式	-19,874	-19,944	-19,998	-1,256	-1,965	-4,617	-8,450	-4,630	-8,316	-7,588
Total shareholders' equity	株主資本合計	679,351	697,751	721,926	920,794	989,005	1,060,158	1,198,884	1,372,528	1,530,968	1,678,671
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	7,582	7,566	24,326	50,498	84,678	84,983	88,642	75,257	51,016	36,996
Deferred gains or losses on hedges	繰延ヘッジ損益	-	-	-	10	84	35	-5	-35	-21	-10
Revaluation reserve for land	土地再評価差額金	-47,314	-40,738	-13,160	-5,241	-457	702	3,495	6,188	6,453	10,251
Foreign currency translation adjustment	為替換算調整勘定	-5,467	-7,469	531	20,456	32,318	24,399	17,273	20,599	7,574	1,087
Total accumulated other comprehensive income	その他の包括利益累計額合計	-45,200	-40,640	11,697	65,723	116,623	110,119	109,405	102,010	65,023	48,323
Subscription rights to shares	新株予約権	-	-	-	38	38	38	115	115	114	101
Non-controlling interests	非支配株主持分	1,035	779	1,259	6,129	7,149	11,669	21,495	38,929	47,610	46,292
Total net assets	純資産合計	635,186	657,891	734,883	992,686	1,112,817	1,181,986	1,329,901	1,513,585	1,643,717	1,773,388
Total liabilities and net assets	負債純資産合計	1,934,236	2,086,097	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388

Financial Data 財務データ 2

Consolidated Statements of Income 連結損益計算書

(¥ Million / 百万円)

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Net sales	売上高	1,690,151	1,848,797	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909	3,795,992	4,143,505	4,380,209	3,650,000
Cost of sales	売上原価	1,352,937	1,468,844	1,592,218	2,192,414	2,269,846	2,560,483	2,791,596	3,002,160	3,300,738	3,510,002	2,975,000
SG&A expenses	販売費及び一般管理費	249,516	264,996	287,746	344,326	360,516	389,316	411,220	446,690	470,571	489,091	505,000
Operating income	営業利益	87,697	114,955	128,024	163,576	180,352	243,100	310,092	347,141	372,195	381,114	170,000
Interest income and dividends income	受取利息・配当金	4,463	4,758	5,041	6,357	6,576	7,015	6,895	7,221	8,444	7,587	-
Equity in earnings of affiliates	持分法による投資利益	992	-	500	1,453	11	-	-	-	-	-	-
Total non-operating income	営業外収益計	11,331	11,601	27,988	26,991	35,340	13,651	13,253	14,633	16,047	16,730	10,000
Interest expenses	支払利息	7,207	6,368	5,278	4,620	5,129	5,048	5,143	5,544	7,504	8,982	-
Equity in losses of affiliates	持分法による投資損失	-	1,431	-	-	-	574	1,274	62	13,080	6,972	-
Total non-operating expenses	営業外費用計	19,980	18,051	10,616	14,201	13,064	23,160	22,815	17,180	28,780	30,175	16,000
Ordinary income	経常利益	79,049	108,506	145,395	176,366	202,628	233,592	300,529	344,593	359,462	367,669	164,000
Extraordinary income	特別利益	3,606	1,356	32,436	1,332	14,397	14,955	1,783	15,358	5,033	3,285	100
Extraordinary losses	特別損失	41,942	16,840	64,569	9,189	15,934	92,333	7,448	13,636	12,265	21,271	7,100
Income before income taxes and non-controlling shareholders' interests	税金等調整前当期純利益	40,713	93,021	113,262	168,509	201,091	156,214	294,865	346,315	352,230	349,683	157,000
Income taxes and others	法人税等	13,371	59,853	47,092	66,000	83,552	51,545	92,072	106,412	110,198	112,327	-
Net income attributable to non-controlling shareholders' interests	非支配株主に帰属する当期純利益	74	-32	-103	413	406	1,091	1,092	3,546	4,592	3,753	-
Net income attributable to owners of the parent	親会社株主に帰属する当期純利益	27,267	33,200	66,274	102,095	117,133	103,577	201,700	236,357	237,439	233,603	105,000
Basic net income per share	一株当たり当期純利益	¥47.09	¥57.36	¥114.52	¥161.08	¥177.74	¥156.40	¥304.14	¥355.87	¥357.29	¥351.84	¥158.13
Dividend per share	一株当たり配当金	¥20	¥25	¥35	¥50	¥60	¥80	¥92	¥107	¥114	¥115	¥90
of which interim dividend per share	うち、一株当たり中間配当	-	-	-	¥20	¥25	¥35	¥40	¥45	¥50	¥55	¥40
Dividend payout ratio	配当性向	42.5%	43.6%	30.6%	31.0%	33.8%	51.2%	30.2%	30.1%	31.9%	32.7%	56.9%
Balance between financial income and expenses	金融収支	-2,744	-1,610	-236	1,736	1,446	1,967	1,752	1,677	940	-1,394	-
Number of issued and outstanding shares (Thousands of share)	発行済株式数(千株)	578,806	578,715	578,672	659,121	658,802	663,808	663,546	664,755	663,801	664,019	-

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

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Financial Institutions	金融機関	43.9%	43.7%	41.2%	39.3%	39.8%	41.4%	42.7%	44.6%	46.3%	47.6%
Foreigners	外国人	26.6%	26.6%	30.2%	36.5%	37.5%	36.9%	34.9%	33.5%	30.7%	29.4%
Individuals & Others	個人・その他	12.9%	13.2%	12.8%	12.4%	11.0%	10.4%	10.8%	10.2%	10.6%	11.2%
Other Companies	その他国内法人	10.7%	10.6%	10.2%	9.4%	9.4%	9.5%	9.4%	9.2%	8.8%	8.5%
Securities Companies	証券会社	2.4%	2.4%	2.1%	2.2%	2.1%	1.4%	2.2%	2.5%	3.2%	3.0%
Treasury Stock	自己名義株式	3.5%	3.5%	3.5%	0.2%	0.2%	0.4%	0.0%	0.0%	0.3%	0.3%
Total	合計	100.0%	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)

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Net sales	売上高	1,690,151	1,848,797	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909	3,795,992	4,143,505	4,380,209
Gross profit	売上総利益	337,213	379,952	415,771	507,903	540,868	632,417	721,312	793,832	842,767	870,206
Gross margin	売上高総利益率	20.0%	20.6%	20.7%	18.8%	19.2%	19.8%	20.5%	20.9%	20.3%	19.9%
SG&A expenses	管理販売費及び一般管理費	249,516	264,996	287,746	344,326	360,516	389,316	411,220	446,690	470,571	489,091
Operating income	営業利益	87,697	114,955	128,024	163,576	180,352	243,100	310,092	347,141	372,195	381,114
Operating margin	営業利益率	5.2%	6.2%	6.4%	6.1%	6.4%	7.6%	8.8%	9.1%	9.0%	8.7%
Ordinary income	経常利益	79,049	108,506	145,395	176,366	202,628	233,592	300,529	344,593	359,462	367,669
Net income attributable to owners of parent	親会社株主に帰属する当期純利益	27,267	33,200	66,274	102,095	117,133	103,577	201,700	236,357	237,439	233,603

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

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Return on equity (ROE)	株主資本利益率(ROE)	4.4%	5.1%	9.5%	11.9%	11.2%	9.1%	16.3%	17.0%	15.5%	14.1%
Return on assets (ROA)	総資産利益率(ROA)	1.4%	1.7%	3.0%	4.1%	4.1%	3.3%	5.9%	6.2%	5.7%	5.2%

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

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Number of employees (End of the fiscal year)	期末従業員数(人)	26,310	27,130	30,361	32,628	34,903	37,191	39,770	42,460	44,947	47,133
Number of group companies	グループ会社数(社)	77	89	113	129	145	172	196	317	387	360

Index Data 指標データ 2

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

		(¥ Million / 百万円)									
		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Total assets	総資産	1,934,236	2,086,097	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388
Equity ratio	自己資本比率	32.8%	31.5%	30.9%	37.0%	36.6%	35.9%	36.8%	36.5%	36.8%	37.3%
Interest-bearing liabilities (excl. lease obligations)	有利子負債(リース債務除く)	395,556	383,625	374,788	393,568	563,530	491,964	640,671	780,574	778,546	1,043,478
D/E ratio	DEレシオ	62.4%	58.4%	51.1%	39.9%	51.0%	42.0%	49.0%	52.9%	48.8%	60.4%
Net D/E ratio	ネットDEレシオ	38.8%	20.2%	17.2%	18.4%	29.4%	25.6%	32.4%	30.5%	31.2%	44.1%
Current ratio	流動比率	174.8%	133.7%	136.8%	127.2%	138.7%	136.5%	137.5%	144.4%	137.0%	162.2%
Fixed ratio	固定比率	197.3%	188.9%	189.4%	161.2%	158.3%	164.8%	164.4%	156.3%	151.2%	146.1%

Investment Indices (Consolidated) 投資指標(連結)

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Earnings per share (EPS)	一株当たり当期純利益(EPS)	¥47.09	¥57.36	¥114.52	¥161.08	¥177.74	¥156.40	¥304.14	¥355.87	¥357.29	¥351.84
Book-value per share	一株当たり純資産	¥1,095.62	¥1,135.46	¥1,267.77	¥1,496.72	¥1,678.24	¥1,762.97	¥1,971.66	¥2,218.17	¥2,404.32	¥2,600.82
Dividend per share	一株当たり配当金(円)	¥20	¥25	¥35	¥50	¥60	¥80	¥92	¥107	¥114	¥115
Payout ratio	配当性向	42.5%	43.6%	30.6%	31.0%	33.8%	51.2%	30.2%	30.1%	31.9%	32.7%
Price earnings ratio (PER)(Times)	株価収益率(PER)(倍)	21.70	19.07	15.89	10.87	13.34	20.24	10.51	11.52	9.85	7.61
Price book-value ratio (PBR)(Times)	株価純資産倍率(PBR)(倍)	0.93	0.96	1.44	1.17	1.41	1.80	1.62	1.85	1.46	1.03

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)

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	戸建住宅	3,224	3,363	3,511	3,944	3,753	3,783	3,903	3,853	3,838	4,978	4,100
Rental Housing	賃貸住宅	4,961	5,267	5,925	6,887	7,729	8,801	9,772	10,308	10,613	10,059	8,800
Condominiums	マンション	1,409	1,288	1,567	2,427	2,313	2,793	2,628	2,850	2,805	3,727	3,000
Existing Homes	住宅ストック	607	681	764	867	916	955	1,055	1,121	1,145	1,456	1,100
Commercial Facilities	商業施設	2,740	3,069	3,472	4,219	4,562	4,955	5,697	6,208	6,939	8,067	7,100
Logistics, Business & Corporate Facilities	事業施設	1,943	2,570	2,514	5,921	5,815	7,363	8,284	8,502	10,223	11,523	8,800
Other Businesses	その他	2,800	3,129	3,353	3,939	4,265	4,588	5,135	6,371	7,161	5,300	4,800
Adjustment	調整額	(786)	(881)	(1,030)	(1,205)	(1,248)	(1,311)	(1,349)	(1,256)	(1,293)	(1,311)	(1,200)
Total	合計	16,901	18,487	20,079	27,003	28,107	31,929	35,129	37,959	41,435	43,802	36,500

Note: 1.Sales by segment include intersegment transactions.

2.Regards to overseas business included in Other Businesses segment, we will reclassify the segments according to the business content from the fiscal year ended March 31, 2020. Also, we will change the forecasts of some subsidiaries to segments according to the content of their main business.

注: 1.上記実績には、セグメント間の内部取引を含んでいます。

2.「その他」セグメントに含めておりました海外事業につきましては、2020年3月期より事業内容に沿って各セグメントに変更を行っております。また、一部の子会社につきましても主要事業の内容に沿ったセグメントに変更を行っております。

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)

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	戸建住宅	72	110	125	133	88	165	192	215	199	180	10
Rental Housing	賃貸住宅	469	529	522	642	695	819	942	1,066	1,022	985	500
Condominiums	マンション	53	37	99	107	108	157	134	133	135	158	-30
Existing Homes	住宅ストック	42	45	61	93	99	112	130	132	159	167	50
Commercial Facilities	商業施設	335	331	459	607	672	803	1,007	1,141	1,377	1,406	1,000
Logistics, Business & Corporate Facilities	事業施設	115	258	206	269	384	680	789	889	989	1,206	820
Other Businesses	その他	27	82	96	140	102	95	168	230	325	192	-160
Adjustment	調整額	(239)	(246)	(291)	(358)	(348)	(403)	(265)	(337)	(486)	(487)	(490)
Total	合計	876	1,149	1,280	1,635	1,803	2,431	3,100	3,471	3,721	3,811	1,700

Operating margin

営業利益率

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	戸建住宅	2.2%	3.3%	3.6%	3.4%	2.4%	4.4%	4.9%	5.6%	5.2%	3.6%	0.2%
Rental Housing	賃貸住宅	9.5%	10.1%	8.8%	9.3%	9.0%	9.3%	9.6%	10.3%	9.6%	9.8%	5.7%
Condominiums	マンション	3.8%	2.9%	6.4%	4.4%	4.7%	5.7%	5.1%	4.7%	4.8%	4.3%	-
Existing Homes	住宅ストック	7.0%	6.7%	8.0%	10.7%	10.9%	11.8%	12.4%	11.8%	13.9%	11.5%	4.5%
Commercial Facilities	商業施設	12.2%	10.8%	13.2%	14.4%	14.7%	16.2%	17.7%	18.4%	19.8%	17.4%	14.1%
Logistics, Business & Corporate Facilities	事業施設	5.9%	10.1%	8.2%	4.5%	6.6%	9.2%	9.5%	10.5%	9.7%	10.5%	9.3%
Other Businesses	その他	1.0%	2.6%	2.9%	3.6%	2.4%	2.1%	3.3%	3.6%	4.5%	3.6%	-
Total	合計	5.2%	6.2%	6.4%	6.1%	6.4%	7.6%	8.8%	9.1%	9.0%	8.7%	4.7%

Note: 1. Operating income by segment include intersegment transactions. 2. We reclassified our business segments in the fiscal year ended March 31, 2020.

注: 1. 上記実績には、セグメント間の内部取引を含んでいます。2. 2020/3月期より、新セグメントで記載しています。

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)

			'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別)	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
	Operating income	営業利益	104,030	118,665	167,638	198,673	237,990	240,628	250,053
	Ordinary income	経常利益	126,306	150,675	183,863	212,346	263,039	268,457	275,581
	Net income	当期純利益	80,881	96,956	81,991	147,582	198,223	182,528	196,484
	Total assets	総資産	1,798,797	2,069,958	2,174,782	2,410,655	2,711,058	2,856,636	3,087,824
	Net assets	純資産	820,683	908,137	959,592	1,050,139	1,174,649	1,253,846	1,360,805
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	298,000	424,960	326,880	482,284	571,183	526,116	769,690
Daiwa Living Co., Ltd. 大和リビング	Net sales	売上高	63,475	68,760	78,109	82,851	91,537	94,823	97,875
	Operating income	営業利益	10,672	8,637	6,499	5,128	6,890	8,840	9,016
	Ordinary income	経常利益	11,208	9,432	6,866	5,486	7,125	9,209	9,387
	Net income	当期純利益	6,653	6,020	4,386	3,493	4,596	6,036	6,151
	Total assets	総資産	71,377	74,280	48,217	54,569	57,918	65,670	71,170
	Net assets	純資産	22,700	26,456	29,033	31,210	34,757	39,413	43,753
	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	269,459	310,745	351,898	397,729	437,682	473,335	503,086
	Operating income	営業利益	763	787	5,838	6,053	6,255	8,340	10,680
	Ordinary income	経常利益	2,375	2,885	7,095	8,202	7,566	9,862	13,105
	Net income	当期純利益	1,988	2,499	3,342	5,739	5,378	6,868	6,953
	Total assets	総資産	48,651	55,931	66,340	78,917	88,981	114,258	132,569
	Net assets	純資産	11,602	11,897	13,125	16,428	19,379	23,587	26,934
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Net sales	売上高	28,940	29,840	33,067	37,738	42,288	42,860	53,426
	Operating income	営業利益	1,386	1,040	1,501	1,934	2,085	2,131	4,403
	Ordinary income	経常利益	1,436	1,083	1,389	1,893	2,072	2,134	4,391
	Net income	当期純利益	524	594	428	1,354	1,448	1,479	3,014
	Total assets	総資産	15,094	15,335	14,963	17,362	17,590	18,813	23,828
	Net assets	純資産	4,075	4,456	4,705	5,807	6,849	7,894	10,465
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	200	523	200	1,200	200	200	200
Daiwa LifeNext Co., Ltd. 大和ライフネクスト (*1)	Net sales	売上高	-	-	69,666	73,022	79,065	85,294	91,945
	Operating income	営業利益	-	-	3,856	4,300	4,544	4,808	4,938
	Ordinary income	経常利益	-	-	4,001	4,477	4,751	5,081	5,202
	Net income	当期純利益	-	-	2,160	3,235	3,429	3,576	3,311
	Total assets	総資産	-	-	35,871	38,124	41,241	45,058	48,191
	Net assets	純資産	-	-	21,456	23,973	26,360	28,762	30,878
	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	Net sales	売上高	71,657	75,180	77,191	82,870	85,628	88,001	90,420
	Operating income	営業利益	7,343	6,805	8,006	8,311	8,196	10,264	9,043
	Ordinary income	経常利益	7,313	7,158	7,819	8,559	8,191	10,280	9,055
	Net income	当期純利益	4,278	4,455	4,516	5,315	5,197	6,431	5,952
	Total assets	総資産	24,059	23,417	29,571	32,713	37,205	44,954	48,603
	Net assets	純資産	4,678	7,774	11,024	14,847	18,450	23,323	27,346
	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	162,694	172,367	179,877	200,656	207,317	212,096	221,547
	Operating income	営業利益	10,307	12,926	15,023	17,778	18,969	18,643	19,620
	Ordinary income	経常利益	11,084	14,615	13,660	17,778	18,605	18,515	19,398
	Net income	当期純利益	6,110	7,943	3,374	11,894	12,013	12,061	12,417
	Total assets	総資産	334,596	379,772	402,652	435,574	452,995	478,804	510,158
	Net assets	純資産	122,184	127,756	128,611	138,085	146,528	154,920	163,556
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	34,500	57,500	57,500	67,500	67,500	72,500	102,977
Daiwa Information Service Co., Ltd. 大和情報サービス	Net sales	売上高	43,766	48,692	54,213	60,284	69,338	76,202	82,174
	Operating income	営業利益	4,302	5,089	6,498	7,161	8,019	8,861	9,440
	Ordinary income	経常利益	4,340	4,717	6,283	7,709	8,282	9,558	9,835
	Net income	当期純利益	2,352	2,722	3,663	5,220	5,766	5,420	6,153
	Total assets	総資産	100,148	107,041	118,418	133,551	151,413	171,340	180,762
	Net assets	純資産	12,872	14,868	17,715	21,788	25,989	29,680	34,207
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	4,760	-	-	-	-	4,530	4,800

*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.

*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。

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)

			'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Daiwa Royal Co., Ltd. ダイロイヤル	Net sales	売上高	56,502	61,195	68,093	75,926	82,249	88,027	96,538
	Operating income	営業利益	6,634	7,521	10,106	12,554	14,534	15,564	14,116
	Ordinary income	経常利益	6,348	7,209	9,800	12,517	14,535	15,559	13,896
	Net income	当期純利益	3,642	4,102	6,179	8,649	9,875	9,882	8,959
	Total assets	総資産	125,045	132,840	139,834	146,228	154,716	170,263	191,822
	Net assets	純資産	15,754	18,735	23,684	30,419	37,700	44,619	50,614
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	19,770	19,270	17,070	14,070	11,070	8,300	5,300
Fujita Corporation フジタ (*1)	Net sales	売上高	264,522	235,686	310,224	386,591	430,639	509,751	520,802
	Operating income	営業利益	3,709	5,409	14,556	22,390	21,800	21,898	9,886
	Ordinary income	経常利益	4,000	5,842	12,423	22,505	21,130	22,004	8,561
	Net income	当期純利益	2,501	5,792	14,956	16,201	14,931	15,293	6,013
	Total assets	総資産	164,014	169,006	261,161	296,500	336,680	396,232	382,871
	Net assets	純資産	21,967	28,392	55,539	69,516	80,021	91,850	90,683
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	3,000	12,726	14,440	27,427	15,854	46,752
DesignArc Co., Ltd. デザインアーク (*2)	Net sales	売上高	50,554	51,319	52,936	53,317	55,006	54,189	52,769
	Operating income	営業利益	1,756	1,872	1,744	1,832	1,950	1,570	1,835
	Ordinary income	経常利益	2,275	2,567	1,479	2,275	1,958	1,571	1,840
	Net income	当期純利益	1,328	711	-565	1,544	1,202	203	1,251
	Total assets	総資産	41,781	41,520	43,074	41,021	41,554	42,130	43,612
	Net assets	純資産	22,929	23,059	22,170	23,364	24,067	23,894	25,043
	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	51,114	51,896	51,895	54,536	53,866	56,301	59,574
	Operating income	営業利益	2,000	2,490	3,038	3,630	3,340	3,549	5,247
	Ordinary income	経常利益	2,384	2,747	2,980	3,943	3,431	3,622	5,264
	Net income	当期純利益	1,266	1,836	850	2,766	2,368	2,178	3,507
	Total assets	総資産	47,893	47,925	46,034	47,345	49,902	53,330	62,060
	Net assets	純資産	19,312	20,587	20,776	22,902	24,391	25,837	28,634
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	7,490	5,790	5,620	2,730	2,200	2,900	3,500
Royal Home Center Co., Ltd. ロイヤルホームセンター	Net sales	売上高	73,526	73,176	78,543	83,970	85,572	88,497	88,884
	Operating income	営業利益	1,488	1,562	1,817	1,529	1,294	2,055	1,897
	Ordinary income	経常利益	1,818	2,107	1,730	1,698	1,351	2,156	1,948
	Net income	当期純利益	480	-3,893	-116	1,060	-3,334	1,356	873
	Total assets	総資産	56,853	52,088	54,964	58,897	59,833	60,810	68,761
	Net assets	純資産	34,746	30,555	30,439	31,400	27,741	29,098	29,972
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	10,000	10,000	10,000	13,000	11,500	11,500	18,900
Daiwa Resort Co., Ltd. 大和リゾート	Net sales	売上高	45,593	43,990	46,934	46,360	46,698	47,299	46,252
	Operating income	営業利益	436	44	305	357	1,008	670	-175
	Ordinary income	経常利益	1,203	1,123	134	1,096	1,050	743	-63
	Net income	当期純利益	793	-387	-5,188	-993	-3,476	342	-1,008
	Total assets	総資産	48,249	45,408	46,218	67,437	50,111	52,722	49,384
	Net assets	純資産	2,258	1,231	-3,955	31,047	27,572	27,912	26,899
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	950	2,450	4,700	4,700	4,700	4,700
Daiwa House Industry Co., Ltd. (consolidated) 大和ハウス工業(連結)	Net sales	売上高	2,700,318	2,810,714	3,192,900	3,512,909	3,795,992	4,143,505	4,380,209
	Operating income	営業利益	163,576	180,352	243,100	300,529	347,141	372,195	381,114
	Ordinary income	経常利益	176,366	202,628	233,592	300,529	344,593	359,462	367,669
	Net income	当期純利益	102,095	117,133	103,577	201,700	236,357	237,439	233,603
	Total assets	総資産	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388
	Net assets	純資産	992,686	1,112,817	1,181,986	1,329,901	1,513,585	1,643,717	1,773,388
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	393,568	563,530	491,964	640,671	780,574	778,546	1,043,478
Parent company's share of the Group total (Times) 連単倍率 (倍)	Net sales	売上高	1.89	1.91	1.94	2.04	2.09	2.15	2.22
	Operating income	営業利益	1.57	1.52	1.45	1.56	1.46	1.55	1.52
	Ordinary income	経常利益	1.40	1.34	1.27	1.42	1.31	1.34	1.33
	Net income	当期純利益	1.26	1.21	1.26	1.37	1.19	1.30	1.19

*Note: 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月より連結子会社となりました。また、2015年10月に大和小田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)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	戸建住宅	4,312	6,370	5,030	6,216	8,509	7,594	4,353	5,835	6,000
Rental Housing	賃貸住宅	10,479	13,450	33,258	19,910	37,554	30,025	31,987	30,585	46,000
Condominiums	マンション	4,321	5,365	4,572	3,330	6,184	5,091	5,427	15,469	15,000
Existing Homes	住宅ストック	828	403	194	70	146	143	63	642	1,000
Commercial Facilities	商業施設	22,465	44,043	46,873	31,647	61,701	58,455	79,482	113,440	61,000
Logistics, Business & Corporate Facilities	事業施設	45,612	113,188	121,763	100,246	164,137	131,180	106,272	173,765	237,000
Other Businesses	その他	33,222	34,155	42,126	28,307	62,985	52,299	66,474	34,121	20,000
Adjustment	調整額	141	381	21,171	(1,416)	437	(199)	(908)	(0)	4,000
Total	合計	121,383	217,358	274,990	188,312	341,656	284,590	293,151	373,851	390,000

Depreciation (Consolidated) 減価償却費(連結)

(¥ Million / 百万円)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	戸建住宅	2,495	3,026	3,529	3,572	3,860	3,494	3,527	5,671	4,700
Rental Housing	賃貸住宅	6,509	6,701	7,042	7,816	8,636	8,994	8,801	9,609	10,000
Condominiums	マンション	1,331	1,842	2,023	1,789	2,112	1,717	1,947	2,012	2,400
Existing Homes	住宅ストック	459	149	174	155	135	146	102	188	200
Commercial Facilities	商業施設	13,263	14,200	15,168	16,407	17,469	19,306	21,031	29,035	33,100
Logistics, Business & Corporate Facilities	事業施設	5,487	6,357	7,963	8,333	9,348	11,057	13,958	14,047	14,400
Other Businesses	その他	15,534	15,516	16,510	17,261	16,985	18,255	20,395	13,532	14,000
Adjustment	調整額	755	738	870	1,180	1,049	1,190	1,256	1,109	1,200
Total	合計	45,836	48,533	53,283	56,515	59,597	64,163	71,020	75,207	80,000

Notes: We reclassified our business segments in the fiscal year ended March 31, 2020.
注：2020/3月期より、新セグメントで記載しています。

Reference Materials 参考データ 1

Single-Family Houses Business 戸建住宅事業

		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Sales of Single-family houses	住宅販売戸数 (Units / 戸)	9,503	9,999	9,881	10,521	9,894	9,332	9,286	9,227	8,716	7,983
Custom-built houses	戸建住宅	8,133	8,323	7,965	8,088	7,280	6,999	7,106	6,907	6,524	5,917
Houses in housing development projects	分譲住宅	1,370	1,676	1,916	2,433	2,614	2,333	2,180	2,320	2,192	2,066
		'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Number of model house exhibitions	住宅展示場数	225	228	228	240	239	246	240	239	244	229
Number of family groups visiting	住宅展示場来場者数(組)	80,654	76,917	79,154	71,164	69,242	64,642	67,602	65,307	68,402	60,084
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)	358	337	347	297	290	263	282	273	280	262
Number of MACHINAKA-xevo	まちなかジーヴォ展示場数										
Display homes completed	完成済	26	112	186	153	160	143	126	119	107	136
Works in process	仕掛中	15	23	44	74	54	49	55	56	43	44
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	28.8	29.7	30.1	31.1	32.7	33.7	34.3	35.9	37.3	39.6
Steel-frame	鉄骨	28.8	29.7	30.1	31.3	32.9	33.6	34.4	36.0	37.3	39.7
Wood-frame	木造	27.3	27.3	27.9	27.3	30.6	35.3	32.5	34.6	35.9	38.4
Housing development	分譲住宅	24.0	24.0	23.8	23.5	24.0	24.5	25.3	24.0	24.3	22.4
Steel-frame	鉄骨	24.1	24.1	23.8	23.4	24.0	24.5	25.6	24.4	24.7	22.2
Wood-frame	木造	23.0	23.2	24.3	24.9	23.5	24.2	22.7	20.8	21.8	24.7
Average area per unit	一戸当たりの平均売上面積 (㎡)										
Custom-built houses	戸建住宅	133.1	132.8	131.9	132.0	132.9	131.9	132.7	134.1	135.7	137.8
Steel-frame	鉄骨	133.3	133.1	132.1	132.5	133.2	131.7	132.9	134.1	135.9	138.0
Wood-frame	木造	129.6	127.4	127.4	124.9	127.9	136.2	129.6	133.7	132.8	135.2
Housing development	分譲住宅	119.6	118.1	117.1	112.6	108.9	110.4	103.3	103.3	106.6	97.3
Steel-frame	鉄骨	119.6	118.1	116.9	112.1	108.8	110.2	104.4	104.5	108.4	96.4
Wood-frame	木造	119.4	118.9	120.0	119.1	109.9	113.2	93.6	94.2	95.5	107.7
Percentage of reconstruction	建替比率(建替+住替)	28%	29%	27%	31%	27%	25%	24%	23%	25%	22%

Reference Materials 参考データ 2

Rental Housing Business 賃貸住宅事業

			'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Sales of rental housing	賃貸住宅販売戸数	(Units / 戸)	25,224	27,115	30,514	32,424	36,757	38,903	43,428	40,254	37,905	33,502
			'11/03	'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
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		10.9	11.3	10.7	11.2	11.4	11.6	11.4	12.0	12.4	12.3
Steel-frame (low-rise)	低層		9.9	10.1	10.3	10.9	11.1	11.3	11.1	11.6	12.0	11.7
Steel-frame (high and mid-rise)	中高層		14.6	12.2	14.0	14.4	14.9	15.2	16.6	17.8	18.1	20.2
Average area per unit	一戸当たりの平均売上面積	(㎡)										
Rental housing	賃貸住宅		54.8	57.1	53.2	55.8	53.1	52.3	50.5	51.5	52.0	49.9
Steel-frame (low-rise)	低層		54.0	56.9	52.3	54.5	52.8	52.1	50.1	51.0	51.5	48.7
Steel-frame (high and mid-rise)	中高層		60.9	57.8	61.7	68.7	57.8	54.2	56.7	57.4	58.7	67.2

Number of rental housing units managed and occupancy rates

賃貸住宅管理戸数の推移

			'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Daiwa Living Co., Ltd. 大和リビング	Rental housing units managed	賃貸住宅管理戸数	292,478	331,676	376,760	418,382	452,401	490,145	522,118	550,214	572,499
Daiwa Living Management Co., Ltd. 大和リビングマネジメント	Occupancy rates	入居率	97.5%	97.7%	97.2%	97.6%	97.5%	97.2%	97.3%	96.9%	97.5%
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Rental housing units managed	賃貸住宅管理戸数	14,108	14,392	15,018	17,133	18,941	20,063	21,006	22,024	22,683
	Occupancy rates	入居率	95.8%	95.2%	95.8%	94.9%	95.3%	95.1%	95.8%	96.8%	97.9%
Total 合計	Rental housing units managed	賃貸住宅管理戸数	306,586	346,068	391,778	435,515	471,342	510,208	543,124	572,238	595,182
	Lump-sum contracted units (occupancy guarantee)	一括借上(入居保証)戸数	265,219	305,808	352,341	397,282	433,628	471,845	505,313	531,356	552,625
	Occupancy rates	入居率	97.4%	97.6%	97.2%	97.5%	97.4%	97.1%	97.3%	96.9%	97.6%

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)		(m, ¥Million / 百万円)	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Hokkaido 北海道	Units	戸数	205	255	137	285	131	145	24	121
	Sales amount	売上金額	5,997	7,250	4,453	10,810	5,532	6,251	963	9,929
	Average sales per unit	平均売上金額	29.3	28.4	32.6	37.9	42.3	43.2	40.1	82.3
	Floor space(m ²)	専有面積(m ²)	16,866	21,227	11,969	22,774	11,249	11,378	1,936	8,925
	Average floor space per unit(m ²)	平均専有面積(m ²)	82.4	83.2	87.6	79.9	86.0	78.7	80.7	74.0
Tohoku 東北	Units	戸数	151	193	117	64	16	83	44	2
	Sales amount	売上金額	4,556	6,138	4,278	2,306	554	5,148	2,022	71
	Average sales per unit	平均売上金額	30.2	31.8	36.6	36.0	34.6	62.0	46.0	35.5
	Floor space(m ²)	専有面積(m ²)	12,077	15,518	9,369	5,047	1,533	6,694	3,376	169
	Average floor space per unit(m ²)	平均専有面積(m ²)	80.0	80.4	80.1	78.9	95.8	80.7	76.7	84.5
Kanto 関東	Units	戸数	870	1,121	764	1,118	949	749	829	1,116
	Sales amount	売上金額	36,498	57,110	30,461	57,576	49,174	47,761	49,797	78,556
	Average sales per unit	平均売上金額	41.9	51.0	39.9	51.5	51.8	63.7	60.0	70.4
	Floor space(m ²)	専有面積(m ²)	58,540	78,429	54,109	81,593	70,561	54,190	63,544	80,661
	Average floor space per unit(m ²)	平均専有面積(m ²)	67.3	70.0	70.8	73.0	74.4	72.3	76.6	72.3
Chubu 中部	Units	戸数	474	399	460	347	425	372	141	380
	Sales amount	売上金額	15,391	13,986	16,768	15,105	17,613	14,970	5,663	16,938
	Average sales per unit	平均売上金額	32.5	35.0	36.5	43.5	41.4	40.2	40.2	44.6
	Floor space(m ²)	専有面積(m ²)	41,285	32,373	37,210	28,440	34,066	30,131	11,077	30,474
	Average floor space per unit(m ²)	平均専有面積(m ²)	87.1	81.1	80.9	82.0	80.2	81.0	78.6	80.2
Kinki 近畿	Units	戸数	694	531	511	465	506	480	318	484
	Sales amount	売上金額	21,460	21,969	21,523	20,144	27,191	26,988	14,706	26,278
	Average sales per unit	平均売上金額	30.9	41.4	42.2	43.3	53.7	56.2	46.3	54.3
	Floor space(m ²)	専有面積(m ²)	49,123	39,118	36,994	34,904	38,819	35,303	22,783	35,120
	Average floor space per unit(m ²)	平均専有面積(m ²)	70.7	73.7	72.5	75.1	76.7	73.5	71.7	72.6
Chushikoku 中四国	Units	戸数	—	—	—	30	8	—	46	21
	Sales amount	売上金額	—	—	—	1,816	582	—	2,071	804
	Average sales per unit	平均売上金額	—	—	—	60.5	72.8	—	45.0	38.3
	Floor space(m ²)	専有面積(m ²)	—	—	—	2,552	805	—	3,468	1,505
	Average floor space per unit(m ²)	平均専有面積(m ²)	—	—	—	85.1	100.6	—	75.4	71.7
Kyushu 九州	Units	戸数	414	574	447	663	176	331	387	94
	Sales amount	売上金額	12,122	19,766	14,653	23,413	6,370	13,132	24,385	4,168
	Average sales per unit	平均売上金額	29.3	34.4	32.8	35.3	36.1	39.7	62.9	44.5
	Floor space(m ²)	専有面積(m ²)	34,051	45,126	35,283	52,784	12,689	25,783	31,523	7,127
	Average floor space per unit(m ²)	平均専有面積(m ²)	82.3	78.6	79.0	79.6	72.0	78.0	81.4	76.1
Total 合計	Units	戸数	2,808	3,073	2,436	2,972	2,211	2,160	1,789	2,218
	Sales amount	売上金額	96,476	126,346	92,263	131,320	107,108	114,921	99,902	138,064
	Average sales per unit	平均売上金額	34.4	41.1	37.9	44.2	48.4	53.2	55.8	62.2
	Floor space(m ²)	専有面積(m ²)	211,945	231,794	184,936	228,098	169,725	163,483	137,712	163,984
	Average floor space per unit(m ²)	平均専有面積(m ²)	75.5	75.4	75.9	76.7	76.8	75.7	77.0	73.9

Number of condominium units managed

分譲型マンション管理戸数		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	
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	263,064	265,512	273,011
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	—	—	—	4,047	4,153	4,236	4,256	4,335
Daiwa Service Co., Ltd. ダイワサービス	Number of managed units	管理戸数	79,147	84,819	87,520	—	—	—	—	—
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	1,282	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	141,535	147,487	152,729	—	—	—	—	—
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	2,363	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	74,320	77,024	80,239	83,282	85,358	89,962	95,107	98,513
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	1,695	1,758	1,843	1,882	2,018	2,096	2,210	2,290
Total 合計	Number of managed units	管理戸数	295,002	309,330	320,488	332,299	341,705	353,026	360,619	371,524
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	5,340	5,534	5,757	5,929	6,171	6,332	6,466	6,625

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

注: 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。

Reference Materials 参考データ 4

Commercial Facilities Business 商業施設事業

Subleasing areas of commercial facilities

転貸建物面積の推移

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Daiwa Lease Co., Ltd. 大和リース	Total leasing floor space(㎡) 貸付可能面積(㎡)	1,703,213	1,735,717	1,791,414	1,812,807	1,857,193	1,914,656	1,959,890	2,035,502
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)	1,686,105	1,722,074	1,774,437	1,794,208	1,835,597	1,892,830	1,936,155	2,004,770
	Tenants テナント数	2,713	2,830	2,880	2,981	3,104	3,243	3,372	3,646
	Occupancy rates* 入居率*	99.0%	99.2%	99.1%	99.0%	98.8%	98.9%	98.8%	98.5%
Daiwa Information Service Co., Ltd. 大和情報サービス	Total leasing floor space(㎡) 貸付可能面積(㎡)	1,330,313	1,460,668	1,584,088	1,747,872	1,900,896	2,149,198	2,309,375	2,515,900
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)	1,323,568	1,454,766	1,576,780	1,740,654	1,894,110	2,140,286	2,299,191	2,504,555
	Tenants テナント数	2,359	2,634	2,850	3,115	3,387	3,861	4,119	4,383
	Occupancy rates* 入居率*	99.5%	99.6%	99.5%	99.6%	99.6%	99.6%	99.6%	99.5%
Daiwa Royal Co., Ltd. ダイワロイヤル	Total leasing floor space(㎡) 貸付可能面積(㎡)	1,223,749	1,337,464	1,459,862	1,581,442	1,681,892	1,766,928	1,826,327	1,861,894
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)	1,216,103	1,329,841	1,446,087	1,568,503	1,666,314	1,743,771	1,803,217	1,837,568
	Tenants テナント数	2,162	2,354	2,531	2,714	2,828	2,971	3,119	3,191
	Occupancy rates* 入居率*	99.4%	99.4%	99.1%	99.2%	99.1%	98.7%	98.7%	98.7%
Total 合計	Total leasing floor space(㎡) 貸付可能面積(㎡)	4,257,275	4,533,849	4,835,365	5,142,121	5,439,981	5,830,782	6,095,592	6,413,296
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)	4,225,776	4,506,681	4,797,304	5,103,365	5,396,021	5,776,887	6,038,563	6,346,893
	Tenants テナント数	7,234	7,818	8,261	8,810	9,319	10,075	10,610	11,220
	Occupancy rates* 入居率*	99.3%	99.4%	99.2%	99.2%	99.2%	99.1%	99.1%	99.0%

Management of owned commercial facilities

自社保有商業施設の運営状況

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別)	Total leasing floor space(㎡) 貸付可能面積(㎡)	444,288	296,053	298,909	299,483	296,331	326,505	279,686	351,854
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)	431,072	284,547	290,509	295,772	288,351	322,345	272,768	337,144
	Tenants テナント数	702	706	728	722	719	768	610	812
	Occupancy rates* 入居率*	97.0%	96.1%	97.2%	98.8%	97.3%	98.7%	97.5%	95.8%

*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 & Corporate Facilities Business 事業施設事業

Developed area of logistics facility (accumulated)		(Thousand m ² / 千㎡)
物流施設の開発延床面積(累計)		'20/03
Hokkaido	北海道	167
Tohoku	東北	348
Kanto	関東	5,217
Hokushinetsu・Chubu	北信越・中部	798
Kinki	近畿	804
Chugoku・Shikoku	中国・四国	240
Kyushu	九州	561
Total	合計	8,138

Composition of development (accumulated)		(Thousand m ² / 千㎡)
開発構成(累計)		'20/03
Build-to-suit type BTS型	Number of logistics facilities 物件数	203
	Floor areas 延床面積	4,631
Multi-tenant type マルチ型	Number of logistics facilities 物件数	48
	Floor areas 延床面積	3,507
Total 合計	Number of logistics facilities 物件数	251
	Floor areas 延床面積	8,138

Note: Floor areas have accumulated since FY2003 in Build-to-suit type logistics, and since FY2013 in Multi-tenant 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		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
DAIWA ROYAL HOTEL ダイワロイヤルホテル	Number of guests 宿泊お客様数(人)	3,203,659	3,335,181	3,235,586	3,423,267	3,293,950	3,388,581	3,321,392	3,124,814
	Room occupancy rates 客室稼働率	54.9%	59.0%	58.6%	62.5%	60.4%	62.1%	62.6%	58.8%
	Number of Daiwa Royal Hotels ホテル数	29	28	28	28	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)	330,426	348,157	345,772	355,278	342,488	355,661	351,144	341,305
	Number of members 期末会員数(人)	3,614	4,193	4,865	5,361	6,145	6,772	6,771	6,519
	Number of golf courses ゴルフ場数	10	10	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)	131,363	150,328	165,084	175,233	179,151	188,696	191,092	196,582
	Number of sports clubs スポーツクラブ数	54	62	65	67	68	68	69	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		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Number of hotels ホテル数		37	38	40	46	52	54	72	91
Number of rooms 客室数		8,333	8,605	8,981	10,150	11,398	11,548	14,444	17,068
Daiwa Roynet hotels (Daiwa Royal Co., Ltd.) ダイワロイネットホテルズ (ダイワロイヤル)	Number of hotels ホテル数	35	36	37	42	45	46	52	59
	Number of rooms 客室数	7,593	7,853	8,003	9,012	9,621	9,732	11,226	12,543
Royton Sapporo (Daiwa House Industry Co., Ltd.) ロイトン札幌 (大和ハウス工業)	Number of hotels ホテル数	1	1	1	1	1	1	1	1
	Number of rooms 客室数	292	292	292	292	292	292	294	294
OSAKA DAI-ICHI HOTEL (Osaka Marubiru Co., Ltd.) 大阪第一ホテル (大阪マルビル)	Number of hotels ホテル数	1	1	1	1	1	1	1	1
	Number of rooms 客室数	448	460	460	460	460	460	460	460
La' gent Inn (Daiwa House Industry Co., Ltd.) ラ・ジェント・イン (大和ハウス工業)	Number of hotels ホテル数	-	-	1	2	2	2	2	2
	Number of rooms 客室数	-	-	226	386	386	385	385	385
La' gent Hotel (Daiwa House Industry Co., Ltd.) ラ・ジェント・ホテル (大和ハウス工業)	Number of hotels ホテル数	-	-	-	-	3	3	4	5
	Number of rooms 客室数	-	-	-	-	639	639	827	965
MIMARU (Cosmos Initia Co., Ltd.) MIMARU (コスモスイニシア)	Number of hotels ホテル数	-	-	-	-	-	1	8	15
	Number of rooms 客室数	-	-	-	-	-	40	361	760
Daiwa Royal Hotel City (Daiwa Resort Co., Ltd.) ダイワロイヤルホテルシティ (大和リゾート)	Number of hotels ホテル数	-	-	-	-	-	-	4	7
	Number of rooms 客室数	-	-	-	-	-	-	891	1,527
THE STAY OSAKA shinsaibashi (Daiwa LifeNext Co., Ltd.) THE STAY OSAKA 心齋橋 (大和ライフネクスト)	Number of hotels ホテル数	-	-	-	-	-	-	-	1
	Number of rooms 客室数	-	-	-	-	-	-	-	134

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	'18/03	'19/03	'20/03
Number of customers (Thousands)	購入お客様数(千人)	24,762	25,989	26,975	26,598	27,493	28,678	28,526	28,660	28,192
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	2,689	2,767	2,858	2,924
Sales floor space (except out-mall selling space) (㎡)	期末店舗面積(外売場を除く)(㎡)	222,353	231,560	241,237	250,437	259,064	292,296	295,813	296,782	301,103
Number of stores	期末店舗数	49	50	52	52	53	57	59	58	57

Environmental Energy Business
エネルギー事業

		'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	
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	225	266	321
		Solar power generation capacity 太陽光発電出力(Mw)	95.7	156.5	186.6	245.1	292.5	355.3
	Wind power 風力	Number of facilities 物件数	7	5	4	1	1	11
		Wind power generation capacity 風力発電出力(Mw)	9.7	9.6	9.6	9.0	9.0	25.7
	Water power 水力	Number of facilities 物件数	-	-	-	1	2	2
		Water power generation capacity 水力発電出力(Mw)	-	-	-	0.9	1.9	2.0
	Total 合計	Number of facilities 物件数	127	159	195	227	269	334
		Generation capacity 発電出力(Mw)	105.3	166.2	196.3	255.1	303.4	382.9

Car Parking Business
駐車場事業

		'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Number of facilities	施設数	2,095	2,197	2,475	2,747	3,828	4,019
Number of car parking	収容台数	29,775	34,177	42,051	53,375	73,898	82,894

【Reference/参考】 Overseas Business 海外事業

		(¥100Million / 億円)			
Sales 売上高		'17/03	'18/03	'19/03	'20/03
USA	アメリカ	55	783	990	1,173
Australia	オーストラリア	41	186	545	572
ASEAN	ASEAN	202	260	403	451
China	中国	361	445	362	222
Other countries	その他	461	634	507	430
Total	合計	1,116	2,310	2,785	2,773

		(¥100Million / 億円)			
Operating income 営業利益		'17/03	'18/03	'19/03	'20/03
USA	アメリカ	3	64	84	116
Australia	オーストラリア	-2	13	45	18
ASEAN	ASEAN	16	7	15	44
China	中国	1	44	35	-0
Other countries	その他	6	-5	-4	-83
Total	合計	25	106	129	62

Note: Adjustments included in total net sales and operating income.
注: 合計には連結調整額が含まれています。

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)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Assets	資産の部								
Current assets	流動資産								
Cash and deposits	現金預金	126,212	68,052	90,675	57,359	40,156	113,877	97,450	21,367
Notes and accounts receivable from completed construction contracts and other	受取手形・売掛金等	66,912	87,931	106,751	124,774	129,636	137,336	152,975	156,625
Short-term investment securities	有価証券	6	16	16	16	16	50	891	694
Inventories	たな卸資産	329,227	340,344	417,701	403,429	406,652	466,078	539,152	603,251
Costs on uncompleted construction contracts	未成工事支出金	13,724	15,554	22,590	21,440	22,490	24,497	45,141	32,210
Land for sale	販売用土地	246,804	260,378	295,545	302,144	290,459	329,199	372,108	413,166
Single-family houses for sale	戸建	103,471	112,500	110,523	114,684	93,813	98,673	101,712	99,446
Condominiums for sale	マンション	110,816	105,735	125,657	123,745	119,960	124,994	160,151	163,705
Other	その他	32,515	42,141	59,365	63,714	74,346	105,531	110,245	150,014
Buildings for sale	販売用建物	61,474	54,634	90,964	70,500	85,185	104,678	113,429	149,753
Single-family houses for sale	戸建	19,772	22,081	26,207	23,860	20,193	23,836	20,977	28,239
Condominiums for sale	マンション	33,715	24,119	41,712	37,795	41,356	45,387	56,960	68,985
Other	その他	7,986	8,433	23,045	8,844	23,635	35,454	35,490	52,529
Other	その他の流動資産	72,096	95,583	82,737	95,053	140,394	145,953	165,590	171,752
Allowance for doubtful accounts	貸倒引当金	-2,941	-3,109	-2,895	-1,589	-6,683	-7,583	-7,670	-7,759
Total current assets	流動資産合計	591,514	588,817	694,986	679,043	710,172	855,712	948,390	945,931
Noncurrent assets	固定資産								
Property, plant and equipment	有形固定資産	408,929	454,725	527,891	599,620	669,322	686,566	706,389	763,960
Buildings and structures	建物及び構築物	124,461	135,717	149,325	159,808	178,737	200,644	214,452	215,683
Land	土地	258,119	282,872	345,969	403,446	432,722	429,299	442,649	488,204
Other	その他	26,348	36,135	32,596	36,365	57,862	56,622	49,287	60,072
Intangible assets	無形固定資産	16,627	16,640	15,222	14,415	15,766	14,632	13,820	19,087
Investments and other assets	投資その他の資産	617,053	738,613	831,858	881,702	1,015,394	1,154,146	1,188,035	1,358,845
Total noncurrent assets	固定資産合計	1,042,610	1,209,979	1,374,971	1,495,738	1,700,483	1,855,345	1,908,245	2,141,892
Total assets	資産合計	1,634,124	1,798,797	2,069,958	2,174,782	2,410,655	2,711,058	2,856,636	3,087,824
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	206,411	124,676	152,972	183,380	188,282	254,212	265,210	115,672
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
Current portion of long-term loans payable	一年以内返済予定の長期借入金	10,000	38,000	20,000	20,000	50,000	30,100	-	40,783
Income taxes payable	未払法人税・事業税	23,005	27,057	15,973	43,373	29,178	37,551	39,206	34,328
Advances received on uncompleted construction contracts and advances received	未成工事受入金・前受金	60,582	64,062	77,015	77,782	83,732	102,590	132,885	112,546
Other	その他の流動負債	216,049	246,592	325,870	321,900	328,021	320,528	388,362	445,850
Total current liabilities	流動負債合計	516,049	600,388	663,832	656,436	679,215	764,982	920,663	863,180
Noncurrent liabilities	固定負債								
Bonds payable	社債	130,000	30,000	110,000	100,000	200,000	287,000	192,000	277,000
Long-term loans payable	長期借入金	158,000	130,000	187,960	192,960	215,371	232,029	237,322	327,147
Other	その他の固定負債	221,058	217,725	200,028	265,793	265,929	252,397	252,805	259,690
Total noncurrent liabilities	固定負債合計	509,058	377,725	497,988	558,753	681,301	771,426	682,127	863,837
Total liabilities	負債合計	1,025,108	978,114	1,161,821	1,215,190	1,360,516	1,536,408	1,602,790	1,727,018
Net assets	純資産の部								
Capital stock	資本金	110,120	161,699	161,699	161,699	296,958	161,699	161,699	161,699
Capital surplus	資本剰余金	228,786	280,365	280,365	296,959	296,958	296,958	296,958	296,958
Retained earnings	利益剰余金	297,082	336,740	388,025	423,595	510,504	641,256	748,957	862,539
Treasury stock	自己株式	-37,255	-2,284	-2,994	-5,646	-8,450	-4,630	-8,316	-7,588
Total shareholders' equity	株主資本合計	598,733	776,520	827,095	876,607	960,711	1,095,283	1,199,299	1,313,609
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	24,490	50,535	82,811	83,535	86,616	73,291	48,639	37,247
Deferred gains or losses on hedges	繰延ヘッジ損益	-	10	104	262	375	796	470	728
Revaluation reserve for land	土地再評価差額金	-14,206	-6,420	-1,912	-851	2,319	5,162	5,322	9,119
Total valuation and translation adjustments	評価・換算差額等合計	10,283	44,124	81,002	82,945	89,311	79,250	54,432	47,095
Subscription rights to shares	新株予約権	-	38	38	38	115	115	114	101
Total net assets	純資産合計	609,016	820,683	908,137	959,592	1,050,139	1,174,649	1,253,846	1,360,805
Total liabilities and net assets	負債純資産合計	1,634,124	1,798,797	2,069,958	2,174,782	2,410,655	2,711,058	2,856,636	3,087,824

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)							
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03
Net sales	売上高	1,238,811	1,429,886	1,470,975	1,649,765	1,720,394	1,814,277	1,925,518	1,975,150
Cost of sales	売上原価	968,083	1,131,048	1,153,803	1,274,145	1,309,711	1,358,558	1,458,008	1,494,529
SG&A expenses	販売費及び一般管理費	190,454	194,807	198,506	207,982	212,010	217,728	226,881	230,568
Operating income	営業利益	80,273	104,030	118,665	167,638	198,673	237,990	240,628	250,053
Interest income and dividends income	受取利息・配当金	13,055	14,198	18,832	22,829	23,151	28,504	30,266	32,821
Total non-operating income	営業外収益計	30,265	29,437	38,790	27,792	26,961	35,390	34,077	36,821
Interest expenses	支払利息	2,282	1,456	1,521	1,031	1,008	1,479	1,763	2,261
Total non-operating expenses	営業外費用計	7,617	7,160	6,780	11,567	13,288	10,342	6,249	11,292
Ordinary income	経常利益	102,921	126,306	150,675	183,863	212,346	263,039	268,457	275,581
Extraordinary income	特別利益	24,868	1,219	11,653	10,178	913	13,851	2,773	3,186
Extraordinary losses	特別損失	49,940	5,439	8,323	74,805	7,973	6,693	17,009	11,840
Income before income taxes and non-controlling shareholders' interests	税金等調整前当期純利益	77,850	122,086	154,006	119,236	205,285	270,197	254,220	266,928
Income taxes and others	法人税等	28,899	41,205	57,049	37,245	57,702	71,974	71,692	70,443
Net income	当期純利益	48,951	80,881	96,956	81,991	147,582	198,223	182,528	196,484

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)								
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	住宅	351,244	391,226	377,368	387,303	391,442	380,415	398,161	352,211	280,000
Custom-built houses	戸建住宅	236,608	256,215	237,825	250,325	259,792	243,157	262,524	234,898	184,900
Houses in housing development projects	分譲住宅	47,093	56,924	63,682	56,928	54,280	55,998	53,819	44,962	44,100
Land (including residential lots of housing development projects)	土地	67,543	78,086	75,860	80,050	77,370	81,259	81,816	72,349	51,000
Rental Housing	集合住宅	352,938	435,711	460,861	507,820	529,601	515,047	543,018	441,911	320,000
Condominiums (for sale)	マンション	106,291	113,290	100,610	114,175	112,484	120,442	107,199	138,793	90,000
Commercial Facilities	商業施設	224,156	290,555	315,531	337,967	399,013	404,628	476,248	531,040	430,000
Logistics, Business & Corporate Facilities	事業施設	188,924	215,519	268,233	282,619	286,609	357,799	399,613	415,467	350,000
Total	合計	1,307,961	1,485,700	1,590,528	1,710,360	1,798,319	1,867,655	2,010,318	1,957,003	1,570,000

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

		(¥ Million / 百万円)								
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	住宅	351,229	394,440	375,267	378,214	390,308	385,334	383,611	353,938	267,000
Custom-built houses	戸建住宅	239,885	261,493	235,688	242,447	256,283	248,783	247,315	235,048	182,900
Houses in housing development projects	分譲住宅	45,638	57,253	62,755	57,077	55,139	55,673	53,298	46,256	38,100
Land (including residential lots of housing development projects)	土地	65,706	75,693	76,824	78,688	78,885	80,877	82,997	72,633	46,000
Rental Housing	集合住宅	331,806	384,514	424,718	482,639	525,243	527,267	531,251	454,209	310,000
Condominiums (for sale)	マンション	96,624	126,571	92,337	131,380	107,113	114,921	99,902	138,064	94,000
Commercial Facilities	商業施設	216,864	275,071	298,804	312,262	371,638	404,289	451,641	505,786	430,000
Logistics, Business & Corporate Facilities	事業施設	162,044	217,176	224,080	286,922	265,300	310,316	381,286	430,748	350,000
Total	合計	1,238,811	1,429,886	1,470,975	1,649,765	1,720,394	1,814,277	1,925,518	1,975,150	1,550,000

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

		(%)								
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03 Forecast 計画
Single-Family Houses	住宅	19.4	18.3	17.9	18.9	19.2	20.0	19.9	19.0	18.4
Custom-built houses	戸建住宅	24.1	22.9	22.8	24.2	23.7	24.8	24.4	22.9	21.5
Houses in housing development projects	分譲住宅	19.8	17.9	15.4	16.6	18.9	19.2	17.9	15.2	12.6
Land (including residential lots of housing development projects)	土地	1.8	2.9	4.8	4.2	4.7	5.8	7.5	8.7	10.4
Rental Housing	集合住宅	23.6	24.5	24.3	24.4	25.7	27.2	25.5	26.2	26.5
Condominiums (for sale)	マンション	21.1	17.4	22.0	19.5	21.1	17.1	18.7	15.2	13.8
Commercial Facilities	商業施設	24.8	24.9	25.2	27.5	28.4	29.9	29.7	27.9	27.9
Logistics, Business & Corporate Facilities	事業施設	16.7	15.6	19.1	23.4	24.8	27.2	24.2	28.6	26.9
Total	合計	21.9	20.9	21.6	22.8	23.9	25.1	24.3	24.3	23.9

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 Existing home business, Leisure business, and Environment and Energy business have been omitted from the charts since they had no material impact on the total amount, the total has been calculated including each value.

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・建物を含まず。また、「住宅ストック」「観光」「環境エネルギー」は合計金額に与える影響が軽微の為、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。