

# Financial Factbook

*Profile of Sekisui House, Ltd.*

*Fiscal Year 2021*

*- February 1, 2021 to January 31, 2022 -*

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※ セグメント別内訳については、2017年度より、開発型ビジネスに含めていた国際事業を一つのビジネスモデルとし、表示を変更しています。また、過年度の開発型ビジネスの小計は組替後の数値を表示しています。

Regarding segment information, effective from fiscal 2017, the Overseas Business which had been included in the Development Business is presented as a separate business model and its indication has been changed. The subtotals of the Development Business for previous years indicate numbers reflecting the change in classification.

## 新設住宅着工戸数および当社住宅建築戸数の推移

### Changes in Numbers of New Housing Starts in Japan and Housing Constructed by Sekisui House, Ltd.

年度ベース / Fiscal year

(単位:戸 / Units)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022※ (forecast)
持家 Owner-occupied houses	316,532	352,841	278,221	284,441	291,783	282,111	287,710	283,338	263,097		277,000
分譲住宅 Built for sale houses	249,660	259,148	236,042	246,586	249,286	248,495	267,175	259,732	239,141		245,000
マンション Condominiums	124,027	123,818	110,215	118,432	112,354	108,278	119,683	111,615	108,188		
戸建 Detached houses	124,536	133,906	124,221	126,235	134,700	137,849	144,905	146,154	129,351		
貸家 Rented houses	320,891	369,993	358,340	383,678	427,275	410,355	390,093	334,509	303,018		309,000
給与住宅 Corporate houses	5,919	5,272	7,867	5,832	5,793	5,435	7,958	6,108	6,908		6,000
合計 Total	893,002	987,254	880,470	920,537	974,137	946,396	952,936	883,687	812,164		838,000

※予想については、住団連の「令和3年 第4回 経営者の住宅景況感調査報告」に基づくものです。

\* The forecast is based on the "Report of Survey on Housing Business Sentiment of Managers in January 2022" of the Japan Federation of Housing Organization.

暦年ベース / Calendar year

(単位:戸 / Units)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022※ (forecast)
持家 Owner-occupied houses	311,589	354,772	285,270	283,366	292,287	284,283	283,235	288,738	261,088	285,575	277,000
分譲住宅 Built for sale houses	246,810	263,931	237,428	241,201	250,532	255,191	255,263	267,696	240,268	243,944	245,000
マンション Condominiums	123,203	127,599	110,475	115,652	114,570	114,830	110,510	117,803	107,884	101,292	
戸建 Detached houses	122,590	134,888	125,421	123,624	133,739	138,189	142,393	147,522	130,753	141,094	
貸家 Rented houses	318,521	356,263	362,191	378,718	418,543	419,397	396,404	342,289	306,753	321,376	309,000
給与住宅 Corporate houses	5,877	5,059	7,372	6,014	5,875	5,770	7,468	6,400	7,231	5,589	6,000
合計 Total	882,797	980,025	892,261	909,299	967,237	964,641	942,370	905,123	815,340	856,484	838,000

当社 Sekisui House, Ltd. (Feb.-Jan.)

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022※ (forecast)
戸建住宅(請負) Custom detached houses	13,945	15,049	13,104	11,248	11,105	10,617	9,822	10,663	8,411	8,349	8,760
分譲住宅 Built for sale houses	2,246	2,368	2,162	2,364	2,071	2,677	2,336	2,589	1,958	2,261	2,505
賃貸住宅 Rental housing	27,869	30,414	34,709	32,631	35,156	32,937	30,078	27,981	26,033	25,321	27,500
マンション(分譲) Condominiums	1,038	1,921	1,250	2,002	1,231	1,184	1,499	2,081	1,510	2,320	1,835
合計 Total	45,098	49,752	51,225	48,245	49,563	47,415	43,735	43,314	37,912	38,251	40,600
当社シェア Sekisui's market share in Japan	5.1%	5.1%	5.7%	5.3%	5.1%	4.9%	4.6%	4.8%	4.6%	4.5%	4.8%
累積建築戸数 Total number of houses built	2,135,437	2,185,189	2,236,414	2,284,659	2,334,222	2,381,637	2,425,372	2,468,686	2,506,598	2,544,849	

※2016年度の住宅建築戸数より、当社グループ全体の数値を表示しています。

\* From the column of fiscal 2016, the figures are included housing constructed by Sekisui House Group.

## 業績推移

### Changes in Business Results

連結損益計算書

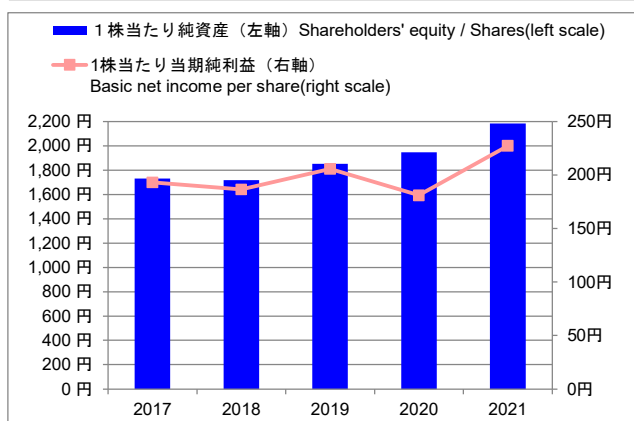
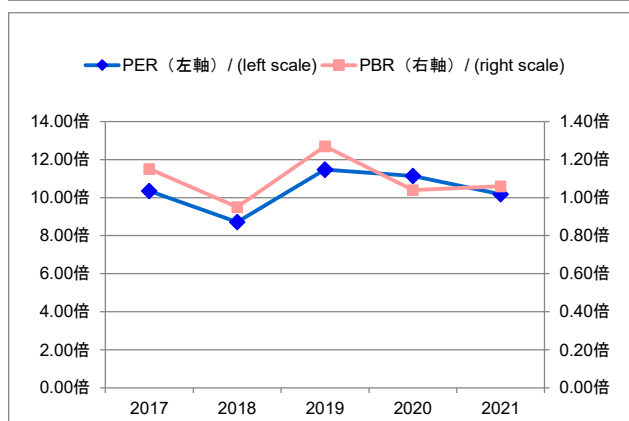
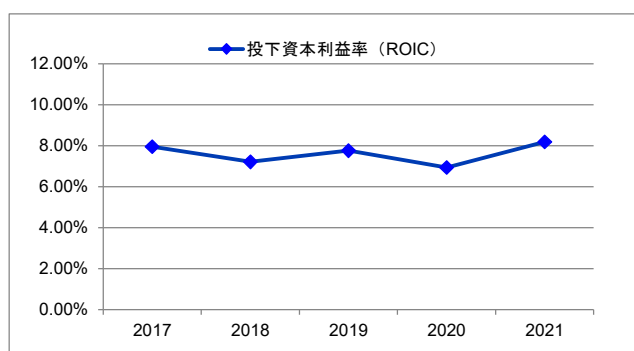
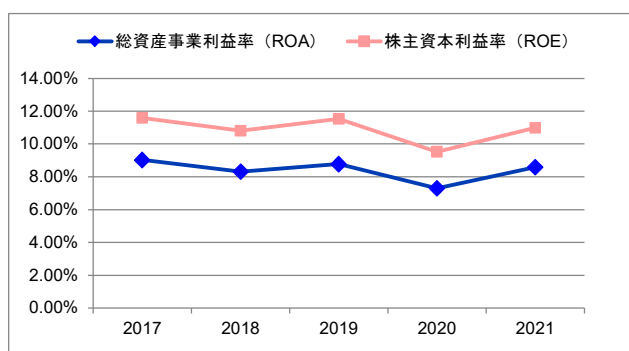
Consolidated Statements of Income

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
売上高 Net sales	2,159,363	2,160,316	2,415,186	2,446,904	2,589,579	2,787,000
売上総利益(率) Gross profit (rate)	445,082 (20.6%)	444,596 (20.6%)	478,036 (19.8%)	473,511 (19.4%)	528,877 (20.4%)	553,000 (19.8%)
販売費及び一般管理費 Selling, general and administrative expenses	249,541	255,373	272,780	286,992	298,716	317,000
営業利益(率) Operating income (rate)	195,540 (9.1%)	189,223 (8.8%)	205,256 (8.5%)	186,519 (7.6%)	230,160 (8.9%)	236,000 (8.5%)
受取利息・配当金 Interest income and dividends income	4,037	4,027	5,788	4,939	4,508	
持分法による投資利益 Equity in earnings of affiliates	8,183	7,750	10,483	619	-	
営業外収益合計 Total non-operating income	16,068	15,046	20,601	8,867	9,088	6,500
支払利息 Interest expenses	3,733	4,722	4,915	2,769	3,836	
持分法による投資損失 Equity in losses of affiliates	-	-	-	-	1,238	
営業外費用合計 Total non-operating expenses	7,929	9,078	11,952	10,688	9,155	8,500
経常利益(率) Ordinary income (rate)	203,678 (9.4%)	195,190 (9.0%)	213,905 (8.9%)	184,697 (7.5%)	230,094 (8.9%)	234,000 (8.4%)
特別利益 Extraordinary income	10,478	3,275	12,956	3,594	6,501	
特別損失 Extraordinary loss	18,168	11,074	15,479	2,798	2,261	
税金等調整前当期純利益 Profit before income taxes	195,988	187,392	211,383	185,494	234,334	238,000
法人税等 Income taxes	56,796	57,774	62,853	56,070	70,319	72,000
親会社株主に帰属する当期純利益(率) Profit attributable to owners of parent (rate)	133,224 (6.2%)	128,582 (6.0%)	141,256 (5.8%)	123,542 (5.0%)	153,905 (5.9%)	158,000 (5.7%)

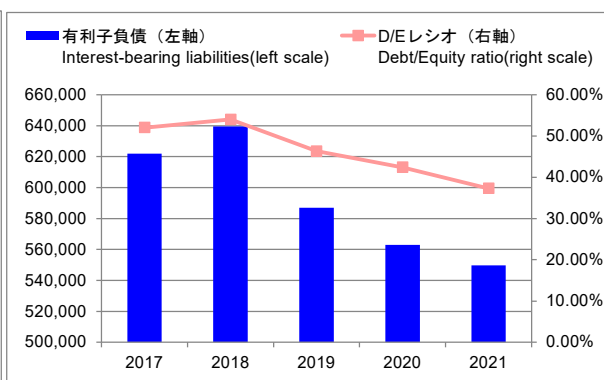
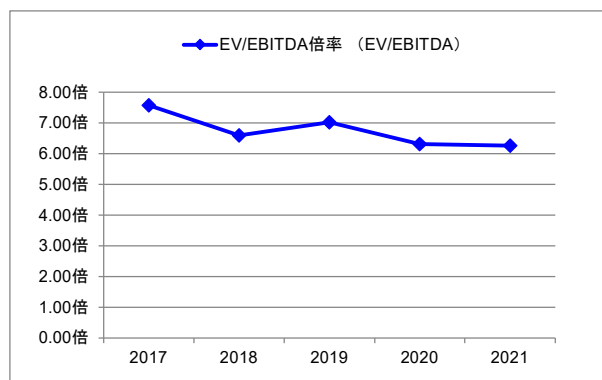
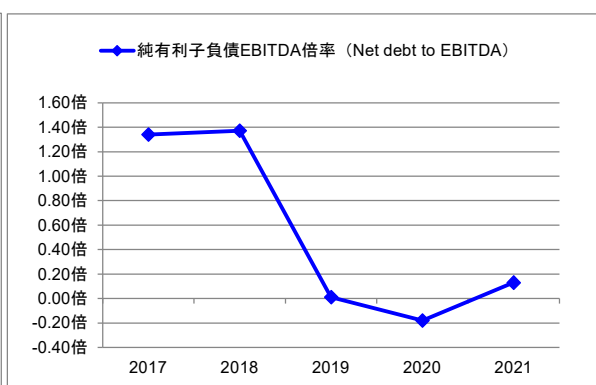
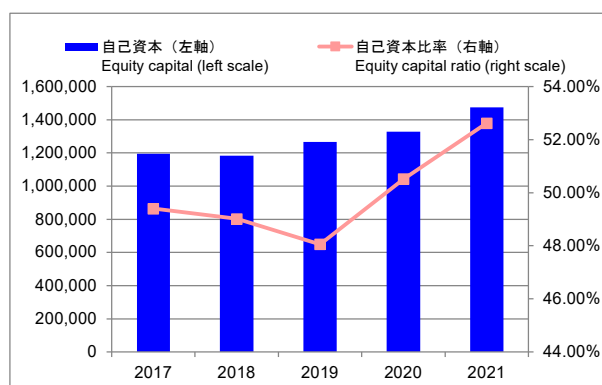
## 連結経営指標推移 Consolidated Financial Analysis

指 標	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>株主資本利益率(ROE)</b> Net income / Shareholders' equity	11.59%	10.82%	11.54%	9.53%	10.99%	10.5%
<b>総資産事業利益率(ROA)</b> (Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets	9.03%	8.32%	8.78%	7.30%	8.60%	8.3%
<b>投下資本利益率(ROIC)</b> ROIC = 税引後営業利益 / (自己資本+有利子負債) ROIC = NOPAT / (Equity capital + Interest-bearing debt)	7.94%	7.21%	7.76%	6.93%	8.18%	7.7%
<b>総資産回転率</b> Sales / Total assets (times)	0.94 回	0.89 回	0.96 回	0.93 回	0.95 回	0.97 回
<b>1株当たり当期純利益(円)</b> Earnings per share (EPS)	193.06円	186.53円	205.79円	181.18円	227.37円	236.99円
<b>1株当たり配当金(円)</b> Dividend per share	77.00円	79.00円	81.00円	84.00円	90.00円	94.00円
<b>配当性向(%)</b> Dividend payout ratio	39.88%	42.35%	39.36%	46.36%	39.58%	39.7%
<b>1株当たり純資産(円)</b> Book value per share (BPS)	1,731.60円	1,718.82円	1,852.62円	1,948.12円	2,184.36円	2,322.32円
<b>株価収益率 (PER)</b> Stock price at the end of year / Net income per share (times)	10.35倍	8.72倍	11.47倍	11.14倍	10.18倍	
<b>株価純資産倍率 (PBR)</b> Stock price at the end of year / Shareholders' Equity per share (times)	1.15倍	0.95倍	1.27倍	1.04倍	1.06倍	



## 連結経営指標推移 Consolidated Financial Analysis

指標	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
総資産(百万円) Total assets ( ¥ Million)	2,419,012	2,413,035	2,634,748	2,625,861	2,801,189
自己資本(百万円) Equity capital ( ¥ Million) ※Equity capital shows the amount of the net assets excluding non-controlling interests and stock subscription rights.	1,194,975	1,182,808	1,266,195	1,326,535	1,473,940
自己資本比率 Equity capital ratio	49.40%	49.02%	48.06%	50.52%	52.62%
有利子負債(百万円) Interest-bearing debt ( ¥ Million)	622,084	639,510	586,891	562,966	549,862
D/Eレシオ(%)=有利子負債/自己資本 Debt/Equity ratio(%)	52.06%	54.07%	46.35%	42.44%	37.31%
純有利子負債EBITDA倍率 Net debt to EBITDA (times) EBITDA=営業利益+減価償却費+受取利息・配当金 EBITDA=Operating income+ Depreciation + Interest and Dividends income	1.34倍	1.37倍	0.01倍	△0.18倍	0.13倍
EV/EBITDA倍率 EV/EBITDA (times) EV=時価総額+純有利子負債 EV=Market capitalization + Net debt	7.57倍	6.59倍	7.02倍	6.31倍	6.26倍
営業活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) operating activities ( ¥ Million)	165,355	125,088	363,766	191,972	118,034
投資活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) investing activities ( ¥ Million)	△ 76,150	△ 70,184	△ 65,229	△ 95,504	△ 113,706
財務活動によるキャッシュ・フロー(百万円) Net cash provided by (used in) financing activities ( ¥ Million)	30,154	△ 31,030	△ 148,160	△ 77,614	△ 111,701



## セグメントの状況（連結） Segment Breakdown (Consolidated)

### 売上高 / Sales

(単位:百万円 / Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	371,171	357,944	390,995	323,332	352,732	368,000
賃貸住宅事業 Rental housing	442,845	416,062	360,026	358,745	384,022	406,000
建築・土木事業 Architectural / Civil engineering	—	—	120,986	302,837	261,930	327,000
<b>小計 Subtotal</b>	<b>814,017</b>	<b>774,006</b>	<b>872,008</b>	<b>984,915</b>	<b>998,685</b>	<b>1,101,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	136,843	141,416	152,729	141,090	156,167	164,000
不動産フィー事業 Real estate management fees	489,891	514,035	534,876	557,632	584,969	612,000
<b>小計 Subtotal</b>	<b>626,735</b>	<b>655,452</b>	<b>687,606</b>	<b>698,722</b>	<b>741,136</b>	<b>776,000</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	155,481	148,880	151,268	139,151	191,488	208,000
マンション事業 Condominiums	77,497	89,581	103,984	77,091	90,612	91,000
都市再開発事業 Urban redevelopment	103,777	173,391	131,920	104,953	102,736	117,200
<b>小計 Subtotal</b>	<b>336,756</b>	<b>411,853</b>	<b>387,173</b>	<b>321,195</b>	<b>384,837</b>	<b>416,200</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>306,716</b>	<b>245,953</b>	<b>389,866</b>	<b>370,686</b>	<b>388,936</b>	<b>414,800</b>
<b>その他事業 Other Businesses</b>	<b>75,137</b>	<b>73,050</b>	<b>78,531</b>	<b>71,384</b>	<b>75,984</b>	<b>79,000</b>
<b>合計 Total</b>	<b>2,159,363</b>	<b>2,160,316</b>	<b>2,415,186</b>	<b>2,446,904</b>	<b>2,589,579</b>	<b>2,787,000</b>

### 受注高 / Orders

(単位:百万円 / Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	362,672	386,792	346,293	322,328	353,299	368,000
賃貸住宅事業 Rental housing	463,200	424,709	391,991	354,929	390,190	408,000
建築・土木事業 Architectural / Civil engineering	—	—	96,992	278,682	333,630	334,000
<b>小計 Subtotal</b>	<b>825,873</b>	<b>811,501</b>	<b>835,277</b>	<b>955,941</b>	<b>1,077,120</b>	<b>1,110,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	137,835	148,417	149,716	141,698	160,962	166,000
不動産フィー事業 Real estate management fees	489,891	514,035	534,876	557,632	584,969	612,000
<b>小計 Subtotal</b>	<b>627,726</b>	<b>662,453</b>	<b>684,593</b>	<b>699,330</b>	<b>745,931</b>	<b>778,000</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	153,674	156,208	143,300	145,343	201,897	208,000
マンション事業 Condominiums	112,532	85,904	73,692	80,979	83,952	93,000
都市再開発事業 Urban redevelopment	132,532	146,525	160,645	103,241	98,891	98,000
<b>小計 Subtotal</b>	<b>398,739</b>	<b>388,637</b>	<b>377,638</b>	<b>329,564</b>	<b>384,741</b>	<b>399,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>316,441</b>	<b>237,535</b>	<b>500,886</b>	<b>347,983</b>	<b>432,773</b>	<b>387,000</b>
<b>その他事業 Other Businesses</b>	<b>75,369</b>	<b>77,429</b>	<b>81,670</b>	<b>69,057</b>	<b>81,167</b>	<b>79,000</b>
<b>合計 Total</b>	<b>2,244,150</b>	<b>2,177,557</b>	<b>2,480,066</b>	<b>2,401,877</b>	<b>2,721,734</b>	<b>2,753,000</b>

### 受注残高 / Accumulated Orders

(単位:百万円 / Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	200,156	229,004	184,302	183,298	183,865	183,865
賃貸住宅事業 Rental housing	398,755	407,403	376,538	372,723	378,890	380,890
建築・土木事業 Architectural / Civil engineering	—	—	386,561	362,407	434,107	441,107
<b>小計 Subtotal</b>	<b>598,912</b>	<b>636,407</b>	<b>947,402</b>	<b>918,428</b>	<b>996,863</b>	<b>1,005,863</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	23,988	30,989	27,976	28,584	33,380	35,380
不動産フィー事業 Real estate management fees	—	—	—	—	—	—
<b>小計 Subtotal</b>	<b>23,988</b>	<b>30,989</b>	<b>27,976</b>	<b>28,584</b>	<b>33,380</b>	<b>35,380</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	42,153	49,481	41,513	47,705	58,114	58,114
マンション事業 Condominiums	121,732	118,054	87,762	91,651	84,991	86,991
都市再開発事業 Urban redevelopment	28,755	1,888	30,613	28,901	25,057	5,857
<b>小計 Subtotal</b>	<b>192,640</b>	<b>169,424</b>	<b>159,889</b>	<b>168,259</b>	<b>168,163</b>	<b>150,963</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>119,721</b>	<b>111,303</b>	<b>222,324</b>	<b>199,620</b>	<b>260,455</b>	<b>232,655</b>
<b>その他事業 Other Businesses</b>	<b>43,337</b>	<b>47,716</b>	<b>50,854</b>	<b>48,527</b>	<b>53,710</b>	<b>53,710</b>
<b>合計 Total</b>	<b>978,601</b>	<b>995,842</b>	<b>1,408,448</b>	<b>1,363,421</b>	<b>1,512,572</b>	<b>1,478,572</b>

※2020年度より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

\* The Architectural / Civil engineering business was included starting with fiscal 2020, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

# セグメントの状況（連結）

## Segment Breakdown (Consolidated)

### 営業利益 / Operating Income

(単位:百万円 / Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	48,043	42,255	45,942	32,231	42,475	43,500
賃貸住宅事業 Rental housing	60,883	50,376	49,710	47,052	56,047	58,000
建築・土木事業 Architectural / Civil engineering	—	—	3,730	16,051	15,146	15,700
<b>小計 Subtotal</b>	<b>108,926</b>	<b>92,632</b>	<b>99,383</b>	<b>95,335</b>	<b>113,668</b>	<b>117,200</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	19,760	21,109	23,535	20,479	25,546	26,500
不動産フィー事業 Real estate management fees	33,133	39,407	41,054	43,869	50,480	52,500
<b>小計 Subtotal</b>	<b>52,893</b>	<b>60,516</b>	<b>64,589</b>	<b>64,348</b>	<b>76,027</b>	<b>79,000</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	13,460	11,088	12,259	7,586	14,548	15,000
マンション事業 Condominiums	9,229	6,478	10,134	8,817	12,486	11,000
都市再開発事業 Urban redevelopment	16,994	40,403	17,045	16,565	11,276	10,000
<b>小計 Subtotal</b>	<b>39,684</b>	<b>57,970</b>	<b>39,439</b>	<b>32,969</b>	<b>38,311</b>	<b>36,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	29,761	16,340	44,551	39,708	50,147	54,000
<b>その他事業 Other Businesses</b>	1,234	△ 44	△ 273	△ 2,480	△ 1,208	0
<b>消去又は全社 Eliminations and back office</b>	△ 36,960	△ 38,192	△ 42,434	△ 43,363	△ 46,786	△ 50,200
<b>合計 Total</b>	<b>195,540</b>	<b>189,223</b>	<b>205,256</b>	<b>186,519</b>	<b>230,160</b>	<b>236,000</b>

### 売上総利益率 / Gross Margin

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	26.2%	25.4%	25.4%	25.6%	26.5%	26.0%
賃貸住宅事業 Rental housing	24.4%	23.3%	25.0%	24.6%	25.7%	25.5%
建築・土木事業 Architectural / Civil engineering	—	—	9.7%	11.1%	12.5%	10.7%
<b>小計 Subtotal</b>	<b>25.2%</b>	<b>24.2%</b>	<b>23.0%</b>	<b>20.8%</b>	<b>22.5%</b>	<b>21.3%</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	26.8%	27.1%	27.5%	27.7%	28.6%	28.7%
不動産フィー事業 Real estate management fees	14.6%	15.5%	15.5%	15.9%	16.7%	16.7%
<b>小計 Subtotal</b>	<b>17.3%</b>	<b>18.0%</b>	<b>18.2%</b>	<b>18.3%</b>	<b>19.2%</b>	<b>19.2%</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	18.8%	18.0%	18.6%	17.4%	18.0%	16.8%
マンション事業 Condominiums	19.0%	13.8%	16.5%	19.6%	22.0%	20.3%
都市再開発事業 Urban redevelopment	19.1%	25.2%	14.9%	18.9%	14.3%	11.9%
<b>小計 Subtotal</b>	<b>18.9%</b>	<b>20.1%</b>	<b>16.8%</b>	<b>18.4%</b>	<b>17.9%</b>	<b>16.2%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	19.5%	19.9%	20.4%	20.9%	22.4%	23.3%
<b>その他事業 Other Businesses</b>	15.2%	14.1%	13.4%	10.8%	11.9%	12.7%
<b>合計 Total</b>	<b>20.6%</b>	<b>20.6%</b>	<b>19.8%</b>	<b>19.4%</b>	<b>20.4%</b>	<b>19.8%</b>

### 営業利益率 / Operating Profit Margin

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses	12.9%	11.8%	11.8%	10.0%	12.0%	11.8%
賃貸住宅事業 Rental housing	13.7%	12.1%	13.8%	13.1%	14.6%	14.3%
建築・土木事業 Architectural / Civil engineering	—	—	3.1%	5.3%	5.8%	4.8%
<b>小計 Subtotal</b>	<b>13.4%</b>	<b>12.0%</b>	<b>11.4%</b>	<b>9.7%</b>	<b>11.4%</b>	<b>10.6%</b>
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling	14.4%	14.9%	15.4%	14.5%	16.4%	16.2%
不動産フィー事業 Real estate management fees	6.8%	7.7%	7.7%	7.9%	8.6%	8.6%
<b>小計 Subtotal</b>	<b>8.4%</b>	<b>9.2%</b>	<b>9.4%</b>	<b>9.2%</b>	<b>10.3%</b>	<b>10.2%</b>
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale	8.7%	7.4%	8.1%	5.5%	7.6%	7.2%
マンション事業 Condominiums	11.9%	7.2%	9.7%	11.4%	13.8%	12.1%
都市再開発事業 Urban redevelopment	16.4%	23.3%	12.9%	15.8%	11.0%	8.5%
<b>小計 Subtotal</b>	<b>11.8%</b>	<b>14.1%</b>	<b>10.2%</b>	<b>10.3%</b>	<b>10.0%</b>	<b>8.6%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	9.7%	6.6%	11.4%	10.7%	12.9%	13.0%
<b>その他事業 Other Businesses</b>	1.6%	△ 0.1%	△ 0.3%	△ 3.5%	△ 1.6%	0.0%
<b>合計 Total</b>	<b>9.1%</b>	<b>8.8%</b>	<b>8.5%</b>	<b>7.6%</b>	<b>8.9%</b>	<b>8.5%</b>

※2020年度より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

\* The Architectural / Civil engineering business was included starting with fiscal 2020, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.



## セグメントの状況（連結） Segment Breakdown (Consolidated)

### セグメント別資産 / Assets by Segment

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	55,616	57,414	58,049	53,521	53,782
賃貸住宅事業 Rental housing	46,371	47,309	39,773	42,719	43,486
建築・土木事業 Architectural / Civil engineering	—	—	218,571	226,536	239,315
<b>小計 Subtotal</b>	<b>101,988</b>	<b>104,724</b>	<b>316,394</b>	<b>322,778</b>	<b>336,584</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	15,517	16,847	17,948	16,992	17,596
不動産フィー事業 Real estate management fees	112,272	138,015	125,341	129,178	125,055
<b>小計 Subtotal</b>	<b>127,790</b>	<b>154,863</b>	<b>143,290</b>	<b>146,171</b>	<b>142,651</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	142,903	141,446	133,647	140,667	174,079
マンション事業 Condominiums	176,859	173,102	143,006	153,256	226,803
都市再開発事業 Urban redevelopment	582,974	539,327	518,532	542,621	565,506
<b>小計 Subtotal</b>	<b>902,738</b>	<b>853,876</b>	<b>795,185</b>	<b>836,545</b>	<b>966,389</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	929,306	943,695	990,247	923,676	1,022,182
<b>その他事業 Other Businesses</b>	15,084	15,172	15,320	13,121	13,528
<b>事務管理部門 Back Office</b>	342,104	340,703	374,309	383,568	319,852
<b>合計 Total</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>	<b>2,625,861</b>	<b>2,801,189</b>

### セグメント資産に対する営業利益率 / Operating Profit Margin to Segment Assets

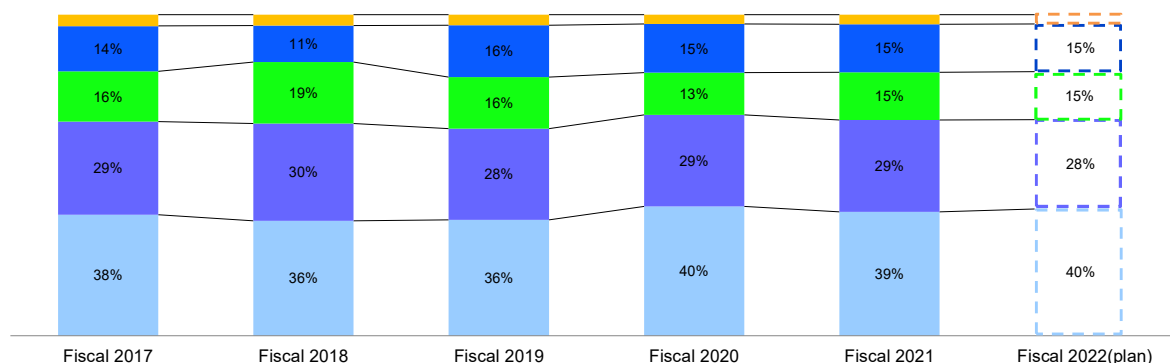
	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	86.4%	73.6%	79.1%	60.2%	79.0%
賃貸住宅事業 Rental housing	131.3%	106.5%	125.0%	110.1%	128.9%
建築・土木事業 Architectural / Civil engineering	—	—	1.7%	7.1%	6.3%
<b>小計 Subtotal</b>	<b>106.8%</b>	<b>88.5%</b>	<b>31.4%</b>	<b>29.5%</b>	<b>33.8%</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	127.3%	125.3%	131.1%	120.5%	145.2%
不動産フィー事業 Real estate management fees	29.5%	28.6%	32.8%	34.0%	40.4%
<b>小計 Subtotal</b>	<b>41.4%</b>	<b>39.1%</b>	<b>45.1%</b>	<b>44.0%</b>	<b>53.3%</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	9.4%	7.8%	9.2%	5.4%	8.4%
マンション事業 Condominiums	5.2%	3.7%	7.1%	5.8%	5.5%
都市再開発事業 Urban redevelopment	2.9%	7.5%	3.3%	3.1%	2.0%
<b>小計 Subtotal</b>	<b>4.4%</b>	<b>6.8%</b>	<b>5.0%</b>	<b>3.9%</b>	<b>4.0%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	3.2%	1.7%	4.5%	4.3%	4.9%
<b>その他事業 Other Businesses</b>	8.2%	△ 0.3%	△ 1.8%	△ 18.9%	△ 8.9%

※2020年度より「建築・土木事業」が追加されたことに伴い、2019年度についても組替後の数値を表示しています。

\* The Architectural / Civil engineering business was included starting with fiscal 2020, and therefore, figures for the previous fiscal 2019 are also presented after the reclassification.

### ビジネスモデル別 売上高構成比率 推移 Composition of Sales by Business Model

- 請負型ビジネス Built-to-Order Business
- スtock型ビジネス Supplied Housing Business
- 開発型ビジネス Development Business
- 国際ビジネス Overseas Business
- その他事業 Other Businesses



# 連結貸借対照表(資産の部)

## Consolidated Balance Sheets (Assets)

(単位:百万円 / Millions of yen)

資産の部 Assets	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>流動資産</b> Current assets					
現金預金 Cash and deposits	325,834	343,358	584,635	600,284	515,283
受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts	45,877	42,503	133,978	144,253	132,471
有価証券 Short-term investment securities	589	-	-	-	-
棚卸資産 Inventories	1,095,161	1,100,188	1,005,203	947,747	1,204,482
未成工事支出金 Costs on uncompleted construction contracts	9,414	12,168	17,934	16,451	18,299
分譲建物 Buildings for sale	369,124	393,538	342,594	341,721	436,973
分譲土地・未成分譲土地 Land for sale in lots and undeveloped land	708,994	685,934	636,352	582,240	739,707
その他流動資産 Other	106,477	84,706	93,374	89,500	101,672
貸倒引当金 Allowance for doubtful accounts	△ 1,270	△ 1,440	△ 1,186	△ 1,073	△ 1,179
<b>流動資産合計</b> Total current assets	<b>1,572,669</b>	<b>1,569,318</b>	<b>1,816,005</b>	<b>1,780,711</b>	<b>1,952,729</b>
<b>固定資産</b> Noncurrent assets					
有形固定資産 Property, plant and equipment	552,814	530,394	510,556	535,393	540,711
建物及び構築物 Buildings and structures	189,209	188,497	179,449	186,720	187,272
土地 Land	322,502	304,370	284,769	287,307	284,788
その他 Other	41,101	37,526	46,337	61,366	68,650
無形固定資産 Intangible assets	22,016	20,566	18,661	19,727	17,988
投資その他資産 Investments and other assets	271,512	292,755	289,525	290,029	289,759
<b>固定資産合計</b> Total noncurrent assets	<b>846,343</b>	<b>843,717</b>	<b>818,742</b>	<b>845,150</b>	<b>848,459</b>
<b>資産合計</b> Total assets	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>	<b>2,625,861</b>	<b>2,801,189</b>

# 連結貸借対照表(負債・純資産の部)

## Consolidated Balance Sheets (Liabilities and net Assets)

(単位:百万円 / Millions of yen)

負債の部 Liabilities	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>流動負債</b> Current liabilities					
支払手形・工事未払金 Notes payable, accounts payable for construction contracts	172,814	147,428	219,549	202,752	207,658
未成工事受入金 Advances received on uncompleted construction contracts	142,690	156,605	241,805	208,750	207,798
短期借入金 Short-term loans payable	209,707	239,472	166,486	166,019	219,218
1年内償還予定の社債 Current portion of bonds	15,000	20,000	15,000	30,000	-
1年内返済予定の長期借入金 Current portion of long-term loans payable	2,431	64,303	18,693	56,520	16,235
未払法人税等 Income taxes payable	32,200	33,008	30,980	29,704	43,021
その他 Other	132,053	120,499	129,351	142,014	173,969
<b>流動負債合計</b> Total current liabilities	<b>706,898</b>	<b>781,318</b>	<b>821,866</b>	<b>835,763</b>	<b>867,903</b>
<b>固定負債</b> Noncurrent liabilities					
社債 Bonds payable	235,000	215,000	200,000	170,000	170,000
長期借入金 Long-term loans payable	154,201	94,006	178,928	132,665	136,556
その他 Other	114,791	125,787	127,102	118,545	105,769
<b>固定負債合計</b> Total noncurrent liabilities	<b>503,993</b>	<b>434,794</b>	<b>506,030</b>	<b>421,211</b>	<b>412,325</b>
<b>負債合計</b> Total liabilities	<b>1,210,891</b>	<b>1,216,112</b>	<b>1,327,897</b>	<b>1,256,974</b>	<b>1,280,229</b>
<b>純資産の部</b> Net assets					
株主資本 Shareholder's equity	1,080,167	1,150,888	1,234,509	1,294,682	1,380,740
その他の包括利益累計額 Accumulated other comprehensive income	114,807	31,919	31,686	31,852	93,199
新株予約権 Stock subscription rights	761	803	609	508	186
非支配株主持分 Non-controlling interests	12,384	13,312	40,044	41,842	46,832
<b>純資産合計</b> Total net assets	<b>1,208,121</b>	<b>1,196,923</b>	<b>1,306,850</b>	<b>1,368,887</b>	<b>1,520,959</b>
<b>負債・純資産合計</b> Total liabilities and net assets	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>	<b>2,625,861</b>	<b>2,801,189</b>

## 従業員数(連結) Number of Employees (Consolidated)

従業員数(連結) Number of Employees (Consolidated)	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
国内従業員数 In Japan	23,325	23,655	26,258	27,310	27,668
海外従業員数 Overseas	1,066	1,120	1,139	1,052	1,153
合計 Total	24,391	24,775	27,397	28,362	28,821

## 設備投資額 Capital Expenditure

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	3,325	3,734	3,209	3,701	5,592
賃貸住宅事業 Rental housing	929	1,193	593	1,525	2,010
建築・土木事業 Architectural / Civil engineering	—	—	300	1,904	4,050
小計 Subtotal	4,255	4,927	4,103	7,131	11,653
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	199	21	41	78	61
不動産フィー事業 Real estate management fees	1,253	1,394	1,397	769	931
小計 Subtotal	1,452	1,416	1,439	848	993
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	841	788	725	994	1,546
マンション事業 Condominiums	2	25	23	374	215
都市再開発事業 Urban redevelopment	52,742	45,603	60,155	79,314	67,931
小計 Subtotal	53,586	46,417	60,903	80,683	69,692
<b>国際ビジネス(国際事業) Overseas Business</b>	5,473	921	1,975	1,124	1,477
<b>その他事業 Other Businesses</b>	63	175	71	25	76
<b>事務管理部門 Back Office</b>	3,967	4,821	4,761	6,796	5,618
合計 Total	68,799	58,680	73,255	96,609	89,512

FY 2022 (plan) 80,000

## 投資計画 進捗状況 Status of Investment Plan

(単位:億円/100 Millions of yen)

【第5次中期経営計画】投資計画進捗状況 [Fifth Mid-term Management Plan] Status of Investment Plan	Fiscal 2020	Fiscal 2021	累計実績 Cumulative total
国内 In Japan	2,425	3,591	6,016
海外 Overseas	2,359	3,236	5,596
合計 Total	4,785	6,827	11,613

## 減価償却実施額 Depreciation Expense

(単位:百万円/Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	3,941	3,899	3,727	3,506	3,519
賃貸住宅事業 Rental housing	2,588	2,463	2,024	1,782	1,765
建築・土木事業 Architectural / Civil engineering	—	—	421	1,276	1,400
小計 Subtotal	6,530	6,363	6,173	6,565	6,685
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	112	116	141	108	110
不動産フィー事業 Real estate management fees	978	756	704	789	804
小計 Subtotal	1,090	873	846	897	915
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	1,161	1,108	980	1,113	1,271
マンション事業 Condominiums	32	14	10	13	46
都市再開発事業 Urban redevelopment	8,907	8,419	7,645	7,759	9,023
小計 Subtotal	10,100	9,543	8,636	8,886	10,341
<b>国際ビジネス(国際事業) Overseas Business</b>	862	1,848	2,242	1,474	1,573
<b>その他事業 Other Businesses</b>	776	769	762	683	661
<b>事務管理部門 Back Office</b>	2,621	2,757	2,858	3,219	3,891
合計 Total	21,983	22,155	21,518	21,726	24,069

FY 2022 (plan) 26,000

## 会社別の概要 Summary of Subsidiaries and Affiliates

(単位:百万円/Millions of yen)

会社名 Company name	決算期 Accounting term	売上高 Net sales	売上総利益 Gross profit	販管費 SG&A	営業利益 Operating income	経常利益 Ordinary income	特別利益 Extraordinary income	特別損失 Extraordinary loss	親会社株主に 帰属する 当期純利益 Profit attributable to owners of parent	総資産 Total assets	純資産 Net assets
積水ハウス Sekisui House	Fiscal 2020	1,055,305	223,175	161,214	61,961	88,414	3,574	4,163	70,001	1,602,411	875,107
	Fiscal 2021	1,150,364	244,213	168,834	75,379	123,196	3,252	4,608	96,279	1,634,066	903,230
積水ハウス不動産グループ 15社 15 Sekisui House Real Estate Group Companies	Fiscal 2020	669,775	110,253	52,291	57,961	58,211	5	938	39,209	408,429	265,183
	Fiscal 2021	724,341	127,132	55,803	71,329	71,325	14	2,936	46,177	463,434	286,553
積和建設 15社 15 Sekiwa Construction companies	Fiscal 2020	243,745	16,120	7,517	8,602	9,008	5	32	5,742	106,911	77,450
	Fiscal 2021	262,459	20,700	7,727	12,972	13,457	6	51	8,734	116,758	80,418
積水ハウスリフォーム Sekisui House Remodeling	Fiscal 2020	69,583	17,792	14,169	3,622	3,696	—	5	2,365	40,126	26,038
	Fiscal 2021	79,998	21,030	14,931	6,098	6,331	—	20	4,066	46,730	28,684
鴻池組※ 5社 5 Konoike Construction companies	Fiscal 2020	267,704	30,235	13,368	16,866	16,701	1,011	1,500	11,756	227,987	98,629
	Fiscal 2021	232,032	28,606	13,889	14,717	14,949	863	326	10,512	237,992	110,389
その他 19社(国内子会社) 19 other companies (Domestic)	Fiscal 2020	29,506	4,886	6,032	△ 1,145	△ 1,033	10	43	△ 1,656	21,987	9,245
	Fiscal 2021	35,706	6,506	6,712	△ 205	109	10	76	△ 648	23,860	7,408
海外子会社 280社 280 overseas companies	Fiscal 2020	372,199	77,261	39,083	38,178	39,244	25	227	27,834	878,221	454,310
	Fiscal 2021	389,744	86,474	37,938	48,535	48,121	32	2,358	26,293	981,676	524,603

連結会社全体 Gross	Fiscal 2020	2,707,821	479,724	293,677	186,047	214,244	4,633	6,911	155,253	3,286,075	1,805,965
	Fiscal 2021	2,874,647	534,665	305,837	228,828	277,491	4,179	10,377	191,416	3,504,518	1,941,287
連結消去 Eliminations and others	Fiscal 2020	△ 260,916	△ 6,213	△ 6,684	471	△ 29,546	△ 1,038	△ 4,113	△ 31,711	△ 660,214	△ 437,077
	Fiscal 2021	△ 285,068	△ 5,788	△ 7,120	1,332	△ 47,397	2,322	△ 8,115	△ 37,510	△ 703,329	△ 420,328
連結決算 Consolidated	Fiscal 2020	2,446,904	473,511	286,992	186,519	184,697	3,594	2,798	123,542	2,625,861	1,368,887
	Fiscal 2021	2,589,579	528,877	298,716	230,160	230,094	6,501	2,261	153,905	2,801,189	1,520,959

連単倍率 Consolidated / Non-Consolidated	Fiscal 2020	2.32	2.12	1.78	3.01	2.09	1.01	0.67	1.76	1.64	1.56
	Fiscal 2021	2.25	2.17	1.77	3.05	1.87	2.00	0.49	1.60	1.71	1.68

## 営業拠点数 Number of Sales Offices

積水ハウス Sekisui House, Ltd					
	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
支店 Branch	123	115	118	119	116
カスタマーズセンター Customers Center	29	29	30	30	30
展示場 Display Home	386	370	345	333	315
積水ハウスリフォーム Sekisui House Remodeling					
	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
営業所 Branch	41	41	41	40	38

## 販売用不動産(土地・建物)用途別保有残高

### Real Estate for the Sale (Land, Building) by Use

(単位:百万円/Millions of yen)

販売用土地推移(連結) Trend in land for sale in lots and undeveloped land for sale(Consolidated)	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
新規受入 New acceptance	259,999	231,941	211,554	185,694	420,948
当期売上(原価ベース) Sales (Cost base)	206,361	244,314	255,073	231,404	254,537
評価損 Loss on evaluation	3,344	10,687	6,064	8,401	8,943
<b>販売用土地期末残高 Balance at the end of the fiscal year</b>	<b>708,994</b>	<b>685,934</b>	<b>636,352</b>	<b>582,240</b>	<b>739,707</b>

(単位:百万円/Millions of yen)

販売用土地(分譲土地・未成分譲土地)用途別内訳 Details of land for sale in lots and undeveloped land for sale by use	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
分譲住宅事業 Houses for sale	114,538	114,781	106,914	114,394	145,027
マンション事業 Condominiums	119,569	117,752	97,781	101,734	158,116
都市再開発事業 Urban redevelopment	44,463	30,473	39,792	32,341	37,586
国際事業 Overseas Business	430,423	422,927	391,863	333,770	398,977
<b>合計 Total</b>	<b>708,994</b>	<b>685,934</b>	<b>636,352</b>	<b>582,240</b>	<b>739,707</b>

(単位:百万円/Millions of yen)

分譲建物用途別内訳 Details of buildings for sale by use	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
分譲住宅事業 Houses for sale	7,631	8,841	6,676	6,435	7,138
マンション事業 Condominiums	49,927	47,038	39,256	44,689	49,551
都市再開発事業 Urban redevelopment	29,003	16,589	11,136	14,605	31,253
国際事業 Overseas Business	282,562	321,068	285,525	275,990	349,031
<b>合計 Total</b>	<b>369,124</b>	<b>393,538</b>	<b>342,594</b>	<b>341,721</b>	<b>436,973</b>

## リフォーム事業 売上高内訳 Remodeling Business - Sales Breakdown

(単位:百万円/Millions of yen)

リフォーム事業 内訳 Remodeling Business - Sales Breakdown	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
当社戸建住宅 Houses built by us	67,895	70,272	76,618	69,583	79,998
当社賃貸住宅 Rental apartments built by us	41,742	42,513	43,753	42,818	46,821
一般住宅 Houses not built by us	17,062	17,113	18,271	13,509	14,022
その他 Other	10,144	11,518	14,087	15,180	15,326

## 積水ハウス不動産借り上げ入居率・管理室数 Trend in Sekisui House Real Estate Block Leasing Operation

入居率※ Occupancy rate	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
	96.7%	97.8%	97.7%	97.7%	97.9%

(単位:戸/Units)

管理室数 units under management	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
	601,582	619,494	639,780	657,190	674,125

※入居率については、従来「月末時点」の数値を公表しておりましたが、2018年より「月内」の数値を表示しております。

\* In terms of occupancy rates, while we had published the data as of the end of the month, we have presented the data during the month from fiscal 2018.

## マンション 完成在庫の状況(個別) Number of completed condominiums units (Non-consolidated)

(単位:戸/Units)

期末完成在庫 Number of completed condominiums units as of year-end	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
	0	186	78	52	165

## 都市再開発事業 売上高/利益 内訳(連結) Urban Redevelopment Business - Breakdown of sales and profits (Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021	
	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit	売上高 Sales	利益 Profit
物件売却 Property sale	57,895	9,984	126,948	32,399	88,950	11,394	72,436	15,500	70,130	13,738
賃貸他(ホテル収益含む) Leasing and other (offices, rental properties, hotels)	45,882	7,010	46,443	8,004	42,970	5,651	32,517	1,065	32,606	△ 2,462
都市再開発事業 合計 Total	103,777	16,994	173,391	40,403	131,920	17,045	104,953	16,565	102,736	11,276

## 主な都市再開発プロジェクトの概要(個別) Summary of Major Development Projects

	所在地 Location	概要 Notes	敷地面積 Area(approx.)	延床面積 Floor Space (approx.)	当社持分 Our Stake
<b>保有物件</b> Properties that Sekisui House hold					
グランフロント大阪 Grand Front Osaka	大阪市 Osaka	オフィスビル Office Building	約37,900㎡	約483,600㎡	5.1%
W OSAKA	大阪市 Osaka	ホテル Hotel	約2,800㎡	約35,900㎡	51.0%
ザ・リッツ・カールトン京都 The Ritz Carlton Kyoto	京都市 Kyoto	ホテル Hotel	約5,900㎡	約24,700㎡	51.0%
赤坂ガーデンシティ Akasaka Garden City	東京都 港区 Minato, Tokyo	オフィスビル Office Building	約6,900㎡	約48,100㎡	22.9%
フレイザーズスイート赤坂東京 Fraser Suites Akasaka Tokyo	東京都 港区 Minato, Tokyo	ホテル、サービスアパートメント Hotel, Serviced Apartments	約2,200㎡	約14,500㎡	100.0%
<b>開発中物件</b> Properties that Sekisui House developed					
(仮称)赤坂二丁目計画 (国際赤坂ビル建替事業) Akasaka 2-Chome Project	東京都 港区 Minato, Tokyo	オフィスビル Office Building	約6,000㎡	約74,100㎡	50.0%
みなとみらい44街区計画 Minato Mirai Block 44 Project	横浜市 Yokohama	ホテル Hotel	約9,600㎡	約65,900㎡	100.0%
(仮称)うめきた2期地区開発事業 Umekita 2nd Project	大阪市 Osaka	オフィス、マンション等 Office, Condos, etc	約91,150㎡	約556,450㎡	—
(仮称)安土町3丁目計画 Azuchimachi 3-Chome Project	大阪市 Osaka	オフィスビル Office Building	約1,400㎡	約19,000㎡	100.0%

## 売上高の状況（個別） The State of Sales (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2017			Fiscal 2018			Fiscal 2019			Fiscal 2020			Fiscal 2021		
	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts	棟数 Buildings	戸数 Units	金額 Amounts
<b>戸建住宅事業</b> Custom Detached Houses															
鉄骨戸建 Steel frame	5,805	6,995	239,499	5,231	6,274	226,723	5,612	6,806	247,377	4,204	5,122	193,489	4,147	4,801	208,829
シャウッド戸建 Wood frame	3,034	3,062	119,382	3,024	3,051	119,980	3,181	3,234	127,394	2,784	2,803	115,613	2,983	3,008	129,221
小計 Subtotal	8,839	10,057	358,882	8,255	9,325	346,703	8,793	10,040	374,771	6,988	7,925	309,103	7,130	7,809	338,050
<b>賃貸住宅事業</b> Built-to-Order Rental Housing シャームゾン Low-rise apartments															
	4,233	30,491	401,625	3,683	27,412	364,762	3,438	25,365	363,981	2,974	23,501	361,045	2,933	23,529	387,486
<b>建築・土木事業</b> Architectural / Civil engineering															
	106	2,446	53,511	91	2,089	58,309	128	2,433	55,462	95	2,404	45,338	73	1,641	45,278
<b>分譲住宅事業</b> Houses for Sale															
鉄骨戸建 Steel frame	1,406	1,661	51,561	1,264	1,396	45,308	1,260	1,811	47,904	1,076	1,121	39,600	1,218	1,289	50,458
シャウッド戸建 Wood frame	962	990	29,714	914	915	30,579	754	755	25,798	784	785	27,233	878	878	32,882
土地 Land	-	-	52,996	-	-	48,790	-	-	51,903	-	-	42,994	-	-	54,119
小計 Subtotal	2,368	2,651	134,272	2,178	2,311	124,678	2,014	2,566	125,606	1,860	1,906	109,828	2,096	2,167	137,459
<b>分譲マンション事業</b> Condominiums															
分譲マンション建物 Condominiums	17	1,085	46,442	15	1,261	49,167	15	1,645	57,980	14	1,437	44,771	24	2,232	52,657
分譲マンション土地 Land	-	-	26,212	-	-	30,238	-	-	36,570	-	-	27,793	-	-	32,439
小計 Subtotal	17	1,085	72,655	15	1,261	79,406	15	1,645	94,550	14	1,437	72,564	24	2,232	85,096
<b>都市再開発事業</b> Urban Redevelopment															
	-	-	63,119	-	-	113,411	-	-	94,196	-	-	69,255	-	-	63,022
<b>その他</b> Other Businesses															
エクステリア Exteriors	-	-	67,817	-	-	65,526	-	-	70,815	-	-	63,603	-	-	68,068
その他 Other	-	-	17,787	-	-	19,722	-	-	23,532	-	-	24,564	-	-	25,900
小計 Subtotal	-	-	85,605	-	-	85,248	-	-	94,348	-	-	88,168	-	-	93,969
合計 Total	15,563	46,730	1,169,671	14,222	42,398	1,172,519	14,388	42,049	1,202,918	11,931	37,173	1,055,305	12,256	37,378	1,150,364

## 受注高の状況（個別） The State of Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021	
	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts
<b>戸建住宅事業</b> Custom Detached Houses										
鉄骨戸建 Steel frame	5,537	230,198	5,666	245,849	4,724	216,859	3,998	185,375	4,556	217,605
シャウッド戸建 Wood frame	3,033	119,902	3,208	126,602	2,791	114,389	3,032	123,397	2,687	118,958
小計 Subtotal	8,570	350,101	8,874	372,451	7,515	331,249	7,030	308,773	7,243	336,563
<b>賃貸住宅事業</b> Built-to-Order Rental Housing シャームゾン Low-rise apartments										
	4,068	395,218	3,531	377,276	3,272	395,436	2,790	356,691	2,815	396,412
<b>建築・土木事業</b> Architectural / Civil engineering										
	160	71,995	113	55,630	106	49,397	69	37,683	71	46,532
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	1,349	51,223	1,261	47,005	1,206	44,057	1,147	42,156	1,409	54,711
シャウッド戸建 Wood frame	861	28,436	926	30,390	737	25,297	844	29,917	844	32,263
土地 Land	-	51,426	-	52,783	-	47,753	-	45,191	-	57,089
小計 Subtotal	2,210	131,086	2,187	130,179	1,943	117,108	1,991	117,265	2,253	144,063
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	65,650	-	47,696	-	45,780	-	42,835	-	50,332
分譲マンション土地 Land	-	38,523	-	30,761	-	22,968	-	29,591	-	28,488
小計 Subtotal	-	104,173	-	78,458	-	68,748	-	72,427	-	78,821
<b>都市再開発事業</b> Urban Redevelopment										
	-	88,419	-	88,111	-	124,482	-	62,970	-	58,942
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	67,893	-	69,603	-	74,232	-	61,049	-	72,930
その他 Other	-	17,629	-	20,597	-	23,702	-	23,595	-	25,911
小計 Subtotal	-	85,522	-	90,201	-	97,934	-	84,644	-	98,841
合計 Total	15,008	1,226,517	14,705	1,192,309	12,836	1,184,358	11,880	1,040,456	12,382	1,160,179



## 受注残高の状況(個別)

### The State of Accumulated Orders (Non-Consolidated)

(単位:百万円/Millions of yen)

	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021	
	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts
<b>戸建住宅事業</b> Custom Detached Houses										
鉄骨戸建 Steel frame	3,310	131,875	3,745	151,001	2,857	120,483	2,651	112,369	3,060	121,146
シャワーウッド戸建 Wood frame	1,771	62,044	1,955	68,666	1,565	55,662	1,813	63,445	1,517	53,182
<b>小計 Subtotal</b>	<b>5,081</b>	<b>193,919</b>	<b>5,700</b>	<b>219,667</b>	<b>4,422</b>	<b>176,145</b>	<b>4,464</b>	<b>175,815</b>	<b>4,577</b>	<b>174,329</b>
<b>賃貸住宅事業</b> Built-to-Order Rental Housing	<b>3,317</b>	<b>291,062</b>	<b>3,573</b>	<b>347,130</b>	<b>3,407</b>	<b>378,585</b>	<b>3,223</b>	<b>374,232</b>	<b>3,105</b>	<b>383,157</b>
シヤーマゾン Low-rise Architectural / Civil engineering	523	116,615	137	70,383	115	64,318	89	56,663	87	57,918
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	593	18,897	590	20,593	536	16,746	607	19,302	798	23,555
シャワーウッド戸建 Wood frame	327	9,528	339	9,340	322	8,838	382	11,523	348	10,904
土地 Land	—	9,908	—	13,901	—	9,751	—	11,949	—	14,919
<b>小計 Subtotal</b>	<b>920</b>	<b>38,334</b>	<b>929</b>	<b>43,835</b>	<b>858</b>	<b>35,337</b>	<b>989</b>	<b>42,774</b>	<b>1,146</b>	<b>49,378</b>
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	—	72,049	—	70,578	—	58,377	—	56,442	—	54,117
分譲マンション土地 Land	—	42,244	—	42,768	—	29,166	—	30,964	—	27,014
<b>小計 Subtotal</b>	<b>—</b>	<b>114,293</b>	<b>—</b>	<b>113,346</b>	<b>—</b>	<b>87,544</b>	<b>—</b>	<b>87,406</b>	<b>—</b>	<b>81,131</b>
<b>都市再開発事業</b> Urban Redevelopment	—	—	—	—	—	30,285	—	24,000	—	19,920
<b>その他</b> Other Businesses										
エクステリア Exteriors	—	43,204	—	47,281	—	50,697	—	48,143	—	53,005
その他 Other	—	1,088	—	1,964	—	2,134	—	1,164	—	1,174
<b>小計 Subtotal</b>	<b>—</b>	<b>44,293</b>	<b>—</b>	<b>49,245</b>	<b>—</b>	<b>52,832</b>	<b>—</b>	<b>49,307</b>	<b>—</b>	<b>54,179</b>
<b>合計 Total</b>	<b>9,841</b>	<b>823,818</b>	<b>10,339</b>	<b>843,608</b>	<b>8,802</b>	<b>825,048</b>	<b>8,765</b>	<b>810,200</b>	<b>8,915</b>	<b>820,014</b>

## 積水ハウス ノイエ 売上高/棟数 推移

Trend in Sales of "Sekisui House noie"

(単位:百万円/Millions of yen)

積水ハウス ノイエ 推移 Trend in Sales of "Sekisui House noie"	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021	
	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts	棟数 Buildings	金額 Amounts
		507	12,289	454	11,241	528	16,224	474	14,821	538

※積和建設グループの請負事業を含めています。

\* Including earnings from built-to-order business of Sekiwa Construction companies.

## 当社住宅の傾向

### Trend in Housing Constructed by Sekisui House

(単位:千円/Thousands of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021
<b>請負住宅*</b>					
<b>Built-to-order detached Houses</b>					
1棟当たり売上金額 Sales per detached house	38,074	38,753	39,935	41,388	42,656
1棟当たり面積 Floor area per detached house	137.94 m <sup>2</sup>	138.03 m <sup>2</sup>	137.68 m <sup>2</sup>	135.91 m <sup>2</sup>	135.04 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of detached house	912	928	958	1,006	1,044
<b>分譲住宅(建売)建物部分*</b>					
<b>Built for sale houses without land</b>					
1棟当たり売上金額 Sales per built for sale house	30,887	32,807	31,157	32,472	33,917
1棟当たり面積 Floor area per built for sale house	117.22 m <sup>2</sup>	120.44 m <sup>2</sup>	116.73 m <sup>2</sup>	115.74 m <sup>2</sup>	116.23 m <sup>2</sup>
<b>賃貸住宅</b>					
<b>Built-to-order low-rise apartments</b>					
1棟当たり売上金額 Sales per building	93,959	100,194	102,415	117,962	126,566
1棟当たり面積 Floor area per building	418.35 m <sup>2</sup>	432.28 m <sup>2</sup>	427.67 m <sup>2</sup>	470.83 m <sup>2</sup>	485.52 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of rental housing	742	766	791	828	861
<b>土地</b>					
<b>Land</b>					
1区画当たり売上金額 Sales per lot	18,821	17,558	18,357	18,284	19,841
1区画当たり面積 Area per lot	209.06 m <sup>2</sup>	205.96 m <sup>2</sup>	205.84 m <sup>2</sup>	199.34 m <sup>2</sup>	199.30 m <sup>2</sup>

\* 戸建住宅は、鉄骨・シャーウッドの新築物件のみを対象。また、売建分譲による建物分については、ここでは請負戸建に含めています(RC、リフォームは含めず)。

\* Detached houses consist of newly build houses with steel-frame and wood-frame. Built to Order houses on lands sold are also included in detached houses.(RC and remodeling excluded.)

## 契約(受注)顧客特性推移(個別)

### Item-wise Ratios of House Buyers (Non-Consolidated)

	Fiscal 2017		Fiscal 2018		Fiscal 2019		Fiscal 2020		Fiscal 2021	
	17.02-17.07	17.08-18.02	18.02-18.07	18.08-19.01	19.02-19.07	19.08-20.01	20.02-20.07	20.08-21.01	21.02-21.07	21.08-22.01
自己資金比率 Buyers own funds as against total amount	30.0%	31.1%	28.2%	31.2%	29.6%	27.4%	23.2%	25.4%	24.1%	27.7%
建替比率 Percentage of re-builders	28.4%	30.6%	27.8%	33.2%	28.4%	26.4%	22.0%	24.6%	21.5%	24.1%
二世帯住宅 Percentage of two-generation duplex	16.4%	17.5%	15.1%	16.1%	14.7%	13.2%	12.0%	11.5%	11.8%	13.3%
紹介比率(戸建のみ) Percentage of referral orders (Detached Houses)	18.2%	17.5%	17.1%	17.3%	15.8%	18.6%	19.6%	19.8%	25.4%	30.9%
紹介比率(集合住宅含む) Percentage of referral orders (Include Apartment)	36.1%	34.5%	35.1%	33.9%	33.2%	34.8%	34.8%	34.4%	36.3%	40.4%
展示場比率 Percentage of buyers who decided to buy on tour to display home	77.9%	79.5%	79.8%	79.9%	81.2%	77.3%	75.0%	74.8%	67.8%	58.9%
坪単価(千円) Unit price per 3.3m <sup>2</sup> (Thousands of yen)	890	888	901	908	941	965	976	990	1,020	1,054
給与所得者割合 Percentage of company employees	56.0%	54.7%	56.7%	53.3%	55.6%	54.3%	53.9%	53.6%	54.5%	50.3%

## 国際事業 業績推移

### Changes in Business Results of the Overseas Business

(単位: 億円 / 100 Millions of yen)

	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022 (plan)
<b>国際事業</b>						
<b>Overseas Business</b>						
売上高 Net sales	3,067	2,459	3,898	3,706	3,889	4,148
営業利益 Operating income	297	163	445	397	501	540
経常利益 Ordinary income	287	181	463	417	479	523
投資残高 Investment balance	7,829	8,298	7,490	6,789	8,117	
受注高 Orders	3,164	2,375	5,008	3,479	4,327	3,870
<b>オーストラリア Australia</b>						
売上高 Net sales	615	419	234	379	343	669
営業利益 Operating income	99	△ 19	△ 22	5	△ 39	67
経常利益 Ordinary income	100	△ 18	△ 23	5	△ 39	66
投資残高 Investment balance	1,576	1,363	1,403	1,491	1,645	
受注高 Orders	452	238	291	452	659	743
為替レート AUD/JPY Exchange rate	86.06	82.58	76.12	73.89	82.37	83.00
<b>アメリカ USA</b>						
売上高 Net sales	2,071	1,666	3,091	2,407	2,974	3,259
営業利益 Operating income	183	165	444	252	474	436
経常利益 Ordinary income	164	139	412	247	454	418
投資残高 Investment balance	4,003	4,790	4,445	4,284	5,813	
受注高 Orders	2,348	1,639	3,357	2,639	3,376	3,102
為替レート USD/JPY Exchange rate	112.39	110.57	109.37	106.67	109.84	114.00
<b>中国 China</b>						
売上高 Net sales	379	373	571	918	570	220
営業利益 Operating income	24	27	36	149	79	50
経常利益 Ordinary income	25	33	62	164	88	51
投資残高 Investment balance	1,929	1,656	1,168	522	215	
受注高 Orders	363	496	1,358	386	290	25
為替レート CNY/JPY Exchange rate	16.64	16.69	15.85	15.44	17.03	17.80
<b>シンガポール ※持分法 Singapore ※Accounted for by the equity method</b>						
経常利益 Ordinary income	7	38	66	17	5	12
投資残高 Investment balance	319	488	438	457	363	
為替レート SGD/JPY Exchange rate	81.44	81.94	80.18	77.56	81.83	84.00
<b>イギリス ※持分法 UK ※Accounted for by the equity method</b>						
経常利益 Ordinary income	—	—	△ 4	△ 8	△ 17	△ 11
投資残高 Investment balance	—	—	34	34	80	
為替レート GBP/JPY Exchange rate	—	—	139.57	137.41	150.96	154.00

**国際事業 各国の進捗状況**  
Overseas Business / Current Status by Country

**オーストラリア Australia**

主要プロジェクト Main project	竣工時期 Completion time	総計画戸数/区画数 Total planned units/lots	累積販売数 Units/Lots for sale	累積契約数 Cumulative contracted
マンション事業 計7プロジェクト Condominiums (total 7 projects)		16,779 戸 Units	7,551 戸 Units	7,225 戸 Units
オーチャーズ (シドニー) The Orchards (Sydney)	2018.4Q-	1,300 戸 Units	381 戸 Units	297 戸 Units
ウェストビレッジ (ブリスベン) West Village (Brisbane)	2018.4Q-	1,350 戸 Units	634 戸 Units	605 戸 Units
サンクチュアリ (シドニー) Sanctuary (Sydney)	2020.4Q-	2,000 戸 Units	364 戸 Units	356 戸 Units
メルローズパーク (シドニー) Melrose Park (Sydney)	2020.4Q-	7,000 戸 Units	1,077 戸 Units	872 戸 Units
宅地開発事業 計2プロジェクト Housing land development (total 2 projects)		4,844 区画 Lots	2,655 区画 Lots	2,436 区画 Lots
グレッズウッドヒルズ (シドニー) Gledswood Hills (Sydney)	-	2,044 区画 Lots	1,685 区画 Lots	1,511 区画 Lots
エコ リプリー (ブリスベン) Ecco Ripley (Brisbane)	-	2,800 区画 Lots	970 区画 Lots	925 区画 Lots

**アメリカ USA**

主要地域 Main region	総計画区画数 Total planned lots	累積売上区画数 Cumulative sales
コミュニティ開発事業 計37プロジェクト Master-planned community business (total 37 projects)	70,183 区画 Lots	38,839 区画 Lots
中央部 Central	24,547 区画 Lots	17,151 区画 Lots
東部 East	27,399 区画 Lots	16,635 区画 Lots
北西部 North West	12,656 区画 Lots	4,554 区画 Lots
賃貸住宅開発事業 計47プロジェクト Multifamily business (Rental residence development) (total 47 projects)	完了プロジェクト Completed Projects	20 PJs

住宅販売事業 (ウッドサイドホームズ社 売上戸数) Homebuilding (Units sold for Woodside Homes Company, LLC)	Fiscal 2019	Fiscal 2020	Fiscal 2021
	2,038 戸 Units	2,400 戸 Units	2,729 戸 Units

**中国 China**

主要プロジェクト Main project	竣工時期 Completion time	総計画戸数 Total planned units	累積販売数 Units for sale	累積契約数 Cumulative contracted
中国事業 計6プロジェクト Condominiums + town house (total 6 projects)		6,693 戸 Units	6,693 戸 Units	6,693 戸 Units
遼寧省瀋陽市和平区 Heping District Shenyang Liaoning	2015.09-	274 戸 Units	274 戸 Units	274 戸 Units
遼寧省瀋陽市渾南区 Hunnan District Shenyang Liaoning	2015.12-	767 戸 Units	767 戸 Units	767 戸 Units
江蘇省無錫市 Wuxi Jiangsu	2015.12-	744 戸 Units	744 戸 Units	744 戸 Units
江蘇省蘇州市 太倉Ⅱ Taicang Jiangsu	2020.4Q-	1,163 戸 Units	1,163 戸 Units	1,163 戸 Units

**シンガポール(持分法) Singapore (Accounted for by the equity method)**

主要プロジェクト Main project	竣工時期 Completion time	総計画戸数 Total planned units	累積販売数 Units for sale	累積契約数 Cumulative contracted
シンガポール事業 計9プロジェクト Total 9 projects		5,385 戸 Units	5,385 戸 Units	4,926 戸 Units
ウッズスクエア (ウッドランズ) Woods Square (Woodlands)	2020.1Q	466 戸 Units	466 戸 Units	146 戸 Units
シーサイドレジデンス (シグラップ) Seaside Residences (Siglap)	2020.3Q	841 戸 Units	841 戸 Units	841 戸 Units
ワン ホランド ビレッジ (ホランド) One Holland Village (Holland)	2023.4Q	296 戸 Units	296 戸 Units	157 戸 Units

# 株式分布状況表

## The State of Share Distribution

	2021年度(2022年1月31日) As of January 31, 2022			2021年度 第2四半期末(2021年7月31日) As of July 31, 2021			2020年度(2021年1月31日) As of January 31, 2021		
	株主数 Shareholders	株式数 Shares	株式比率 Percentage	株主数 Shareholders	株式数 Shares	株式比率 Percentage	株主数 Shareholders	株式数 Shares	株式比率 Percentage
政府及び公共団体 Government	0	0	0.00	0	0	0.00	0	0	0.00
金融機関 Financial institutions	166	275,672,064	40.26	168	284,626,464	41.57	163	275,529,028	40.24
銀行 Banks	42	29,982,281	4.38	40	31,187,981	4.56	37	30,861,181	4.51
信託銀行 Trust Banks	19	186,368,168	27.22	23	190,685,168	27.85	24	181,272,132	26.48
生命保険会社 Life insurance companies	26	31,733,885	4.63	24	33,027,385	4.82	25	33,228,885	4.85
損害保険会社 Nonlife insurance companies	5	10,186,506	1.49	5	10,186,506	1.49	5	10,372,206	1.51
その他金融機関 Other financial institutions	74	17,401,224	2.54	76	19,539,424	2.85	72	19,794,624	2.89
金融商品取引業者 Securities companies	49	47,198,343	6.90	41	46,256,562	6.76	40	45,083,581	6.59
外国人 Foreigners	989	211,541,771	30.90	968	200,891,145	29.34	979	203,037,866	29.66
法人 Companies	908	211,477,894	30.90	900	200,837,766	29.33	899	202,976,430	29.65
個人 Individuals	81	63,877	0.01	68	53,379	0.01	80	61,436	0.01
その他法人 Other companies	1,035	47,674,905	6.96	972	56,349,432	8.23	1,032	63,433,831	9.26
個人・その他 Individuals and others	88,471	92,855,507	13.56	80,282	87,358,853	12.76	88,259	94,018,085	13.73
自己名義株式 Treasury stock	1	9,740,876	1.42	1	9,201,010	1.34	1	3,581,075	0.52
合 計 Total	90,711	684,683,466	100.00	82,432	684,683,466	100.00	90,474	684,683,466	100.00

議決権を有する株主	Total number of shareholders with voting rights	79,555 名 Shareholders	(1人当たり平均所有株数)Average number of shares per shareholder
総議決権数	Total number of voting rights	6,737,818 個 Rights	2021年度 期末 (Jan.31, 2022) 7,548 株 Shares
期中平均株式数(個別)	Average total number of shares issued during the term(non-consolidated)	677,056,827 株 Shares ※	2021年度 第2四半期末 (July 31, 2021) 8,306 株 Shares
期中平均株式数(連結)	Average total number of shares issued during the term(consolidated)	676,884,146 株 Shares ※	2010年度 期末 (Jan.31, 2021) 7,568 株 Shares
期末発行済株式数(個別)	Total number of shares issued (non-consolidated)	674,942,590 株 Shares ※	取締役会決議に基づき行った自己株式の買い入れ(2021年度) (Share buyback in fiscal 2021) 6,599,800 株 Shares (取得総額 14,999 百万円) (Total of 14,999 million yen)
期末発行済株式数(連結)	Total number of shares issued (consolidated)	674,769,873 株 Shares ※	
※自己株式数を除く Excluding treasury stock			