

# Financial Factbook

## *Profile of Sekisui House, Ltd.*

*Fiscal Year 2019*

*- February 1, 2019 to January 31, 2020 -*

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※ 2019年度第1四半期の期首から「『税効果会計に係る会計基準』の一部改正」等を適用したことに伴い、2018年度は適用後の金額を表示しております。

In accordance with the adoption of the "Partial Amendments to Accounting Standard for Tax Effect Accounting" etc., from the beginning of FY2019 1Q, the amounts for FY2018 showed above are also reflected.

※ 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)

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020※ (forecast)
持家 Owner-occupied houses	308,517	304,822	316,532	352,841	278,221	284,441	291,783	282,111	287,710		281,000
分譲住宅 Built for sale houses	212,083	239,086	249,660	259,148	236,042	246,586	249,286	248,495	267,175		257,000
マンション Condominiums	97,757	120,092	124,027	123,818	110,215	118,432	112,354	108,278	119,683		
戸建 Detached houses	113,427	117,979	124,536	133,906	124,221	126,235	134,700	137,849	144,905		
貸家 Rented houses	291,840	289,762	320,891	369,993	358,340	383,678	427,275	410,355	390,093		361,000
給与住宅 Corporate houses	6,580	7,576	5,919	5,272	7,867	5,832	5,793	5,435	7,958		6,000
合計 Total	819,020	841,246	893,002	987,254	880,470	920,537	974,137	946,396	952,936		905,000

※予想については、住団連の「令和元年 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 2020" of the Japan Federation of Housing Organization

暦年ベース / Calendar year

(単位:戸 / Units)

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020※ (forecast)
持家 Owner-occupied houses	305,221	305,626	311,589	354,772	285,270	283,366	292,287	284,283	283,235	288,738	281,000
分譲住宅 Built for sale houses	201,888	234,571	246,810	263,931	237,428	241,201	250,532	255,191	255,263	267,696	257,000
マンション Condominiums	90,597	116,755	123,203	127,599	110,475	115,652	114,570	114,830	110,510	117,803	
戸建 Detached houses	110,358	116,798	122,590	134,888	125,421	123,624	133,739	138,189	142,393	147,522	
貸家 Rented houses	298,014	285,832	318,521	356,263	362,191	378,718	418,543	419,397	396,404	342,289	361,000
給与住宅 Corporate houses	8,003	8,088	5,877	5,059	7,372	6,014	5,875	5,770	7,468	6,400	6,000
合計 Total	813,126	834,117	882,797	980,025	892,261	909,299	967,237	964,641	942,370	905,123	905,000

当 社 Sekisui House, Ltd. (Feb.-Jan.)

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020※ (forecast)
戸建住宅(請負) Custom detached houses	13,079	14,712	13,945	15,049	13,104	11,248	11,105	10,617	9,822	10,663	9,300
分譲住宅 Built for sale houses	2,942	2,479	2,246	2,368	2,162	2,364	2,071	2,677	2,336	2,589	2,350
賃貸住宅 Rental housing	25,287	27,177	27,869	30,414	34,709	32,631	35,156	32,937	30,078	27,981	28,850
マンション(分譲) Condominiums	2,009	932	1,038	1,921	1,250	2,002	1,231	1,184	1,499	2,081	1,720
合計 Total	43,317	45,300	45,098	49,752	51,225	48,245	49,563	47,415	43,735	43,314	42,200
当社シェア Sekisui's market share in Japan	5.3%	5.4%	5.1%	5.1%	5.7%	5.3%	5.1%	4.9%	4.6%	4.8%	4.7%
累積建築戸数 Total number of houses built	2,045,039	2,090,339	2,135,437	2,185,189	2,236,414	2,284,659	2,334,222	2,381,637	2,425,372	2,468,686	

※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

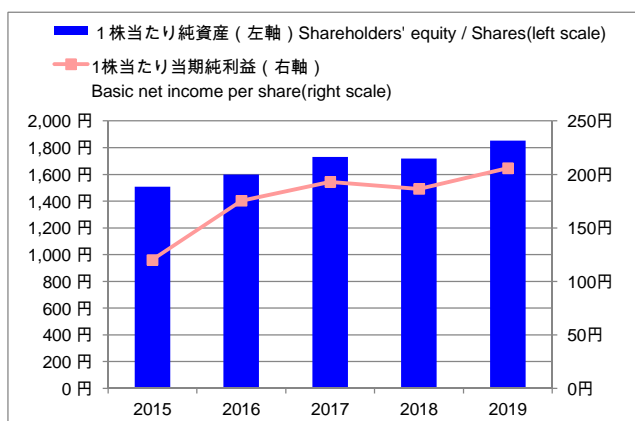
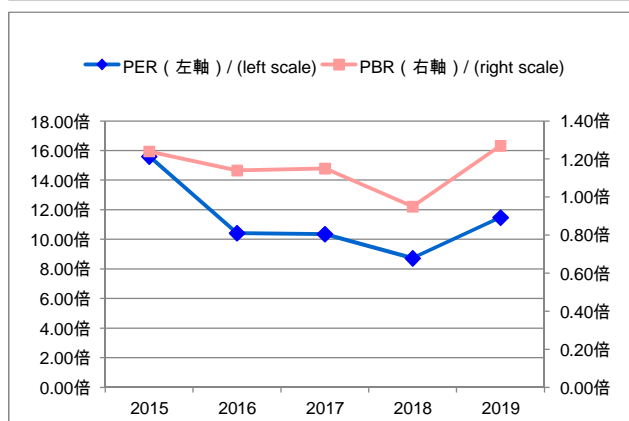
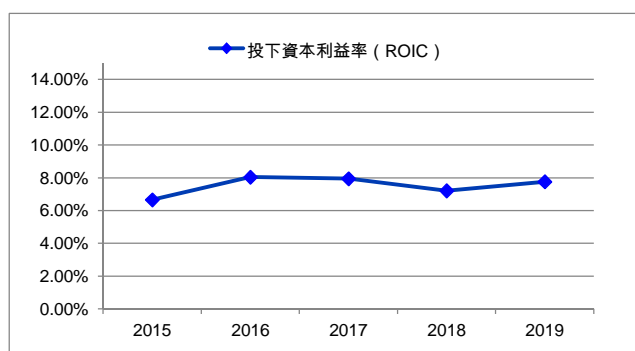
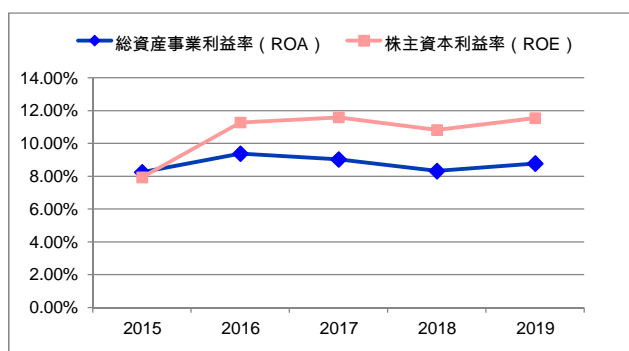
(単位:百万円/Millions of yen)

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020 (plan)
売上高 Net sales	1,858,879	2,026,931	2,159,363	2,160,316	2,415,186	2,585,000
売上総利益(率) Gross profit (rate)	373,867 (20.1%)	418,297 (20.6%)	445,082 (20.6%)	444,596 (20.6%)	478,036 (19.8%)	506,000 (19.6%)
販売費及び一般管理費 Selling, general and administrative expenses	224,222	234,132	249,541	255,373	272,780	300,000
営業利益(率) Operating income (rate)	149,645 (8.1%)	184,164 (9.1%)	195,540 (9.1%)	189,223 (8.8%)	205,256 (8.5%)	206,000 (8.0%)
受取利息・配当金 Interest income and dividends income	4,147	3,556	4,037	4,027	5,788	
持分法による投資利益 Equity in earnings of affiliates	9,427	10,022	8,183	7,750	10,483	
営業外収益合計 Total non-operating income	16,828	16,350	16,068	15,046	20,601	9,000
支払利息 Interest expenses	1,030	2,326	3,733	4,722	4,915	
営業外費用合計 Total non-operating expenses	5,883	9,526	7,929	9,078	11,952	10,000
経常利益(率) Ordinary income (rate)	160,589 (8.6%)	190,989 (9.4%)	203,678 (9.4%)	195,190 (9.0%)	213,905 (8.9%)	205,000 (7.9%)
特別利益 Extraordinary income	8,995	-	10,478	3,275	12,956	
特別損失 Extraordinary loss	18,731	5,690	18,168	11,074	15,479	
税金等調整前当期純利益 Profit before income taxes	150,853	185,299	195,988	187,392	211,383	208,000
法人税等 Income taxes	64,666	58,402	56,796	57,774	62,853	64,000
親会社株主に帰属する当期純利益(率) Profit attributable to owners of parent (rate)	84,302 (4.5%)	121,853 (6.0%)	133,224 (6.2%)	128,582 (6.0%)	141,256 (5.8%)	137,000 (5.3%)

# 連結経営指標推移

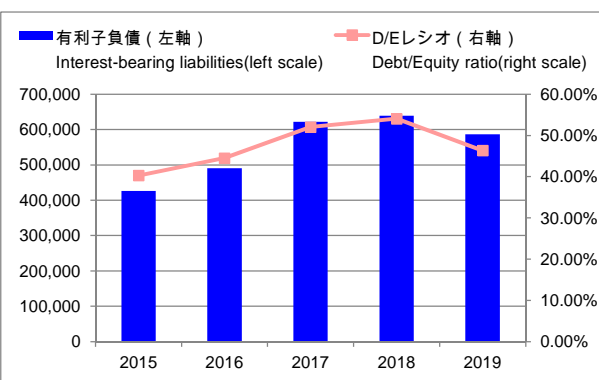
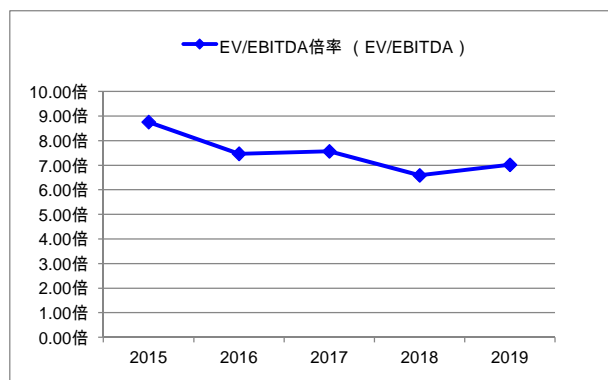
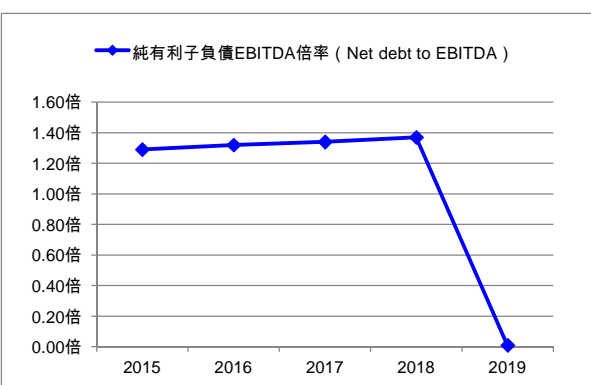
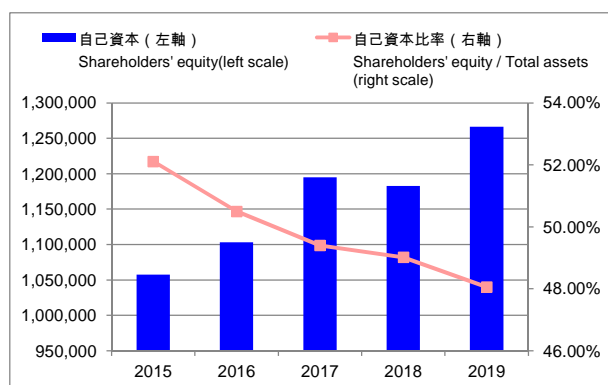
## Consolidated Financial Analysis

指 標	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020 (plan)
<b>株主資本利益率(ROE)</b> Net income / Shareholders' equity	7.93%	11.28%	11.59%	10.82%	11.54%	10.6%
<b>総資産事業利益率(ROA)</b> ※2014年度より事業利益に持分法投資損益を含めております。 (Operating income + Interest and Dividends income + Equity in earnings of affiliates) / Total assets	8.25%	9.38%	9.03%	8.32%	8.78%	8.0%
<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)	6.66%	8.04%	7.94%	7.21%	7.76%	7.5%
<b>総資産回転率</b> Sales / Total assets (times)	0.94 回	0.96 回	0.94 回	0.89 回	0.96 回	0.97 回
<b>1株当たり当期純利益(円)</b> Earnings per share (EPS)	120.16円	175.48円	193.06円	186.53円	205.79円	202.52円
<b>1株当たり配当金(円)</b> Dividend per share	54.00円	64.00円	77.00円	79.00円	81.00円	86.00円
<b>配当性向(%)</b> Dividend payout ratio	44.94%	36.47%	39.88%	42.35%	39.36%	42.5%
<b>1株当たり純資産(円)</b> Book value per share (BPS)	1,508.81円	1,598.90円	1,731.60円	1,718.82円	1,852.62円	1,964.15円
<b>株価収益率 (PER)</b> Stock price at the end of year / Net income per share (times)	15.60倍	10.42倍	10.35倍	8.72倍	11.47倍	
<b>株価純資産倍率 (PBR)</b> Stock price at the end of year / Shareholders' Equity per share (times)	1.24倍	1.14倍	1.15倍	0.95倍	1.27倍	



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

指標	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
総資産(百万円) Total assets ( ¥ Million)	2,029,794	2,184,895	2,419,012	2,413,035	2,634,748
自己資本(百万円) Equity capital ( ¥ Million) <small>※Equity capital shows the amount of the net assets excluding non-controlling interests and stock subscription rights.</small>	1,057,696	1,103,359	1,194,975	1,182,808	1,266,195
自己資本比率 Equity capital ratio	52.11%	50.50%	49.40%	49.02%	48.06%
有利子負債(百万円) Interest-bearing debt ( ¥ Million)	426,013	491,017	622,084	639,510	586,891
D/Eレシオ(%)=有利子負債/自己資本 Debt/Equity ratio(%)	40.28%	44.50%	52.06%	54.07%	46.35%
純有利子負債EBITDA倍率 Net debt to EBITDA (times) <small>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</small>	1.29倍	1.32倍	1.34倍	1.37倍	0.01倍
EV/EBITDA倍率 EV/EBITDA (times) <small>EV=時価総額+純有利子負債 EV=Market capitalization + Net debt</small>	8.76倍	7.47倍	7.57倍	6.59倍	7.02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)	45,884	115,820	165,355	125,088	363,766
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)	△ 76,166	△ 107,397	△ 76,150	△ 70,184	△ 65,229
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)	32,084	5,511	30,154	△ 31,030	△ 148,160



## 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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2019※	Fiscal 2020 (plan)
<b>請負型ビジネス Built-to-Order Business</b>							
戸建住宅事業 Custom detached houses	393,786	383,129	371,171	357,944	390,995	390,995	346,000
賃貸住宅事業 Rental housing	400,601	440,312	442,845	416,062	410,622	360,026	380,000
建築・土木事業 Architectural / Civil engineering	—	—	—	—	—	120,986	325,000
<b>小計 Subtotal</b>	<b>794,388</b>	<b>823,442</b>	<b>814,017</b>	<b>774,006</b>	<b>801,618</b>	<b>872,008</b>	<b>1,051,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>							
リフォーム事業 Remodeling	134,458	133,498	136,843	141,416	152,729	152,729	162,500
不動産フィー事業 Real estate management fees	448,751	469,132	489,891	514,035	534,876	534,876	556,500
<b>小計 Subtotal</b>	<b>583,210</b>	<b>602,631</b>	<b>626,735</b>	<b>655,452</b>	<b>687,606</b>	<b>687,606</b>	<b>719,000</b>
<b>開発型ビジネス Development Business</b>							
分譲住宅事業 Houses for sale	137,484	142,014	155,481	148,880	151,268	151,268	139,000
マンション事業 Condominiums	81,470	66,125	77,497	89,581	103,984	103,984	84,000
都市再開発事業 Urban redevelopment	93,038	130,491	103,777	173,391	131,920	131,920	107,000
<b>小計 Subtotal</b>	<b>311,993</b>	<b>338,631</b>	<b>336,756</b>	<b>411,853</b>	<b>387,173</b>	<b>387,173</b>	<b>330,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	89,522	182,127	306,716	245,953	389,866	389,866	410,000
<b>その他事業 Other Businesses</b>	79,764	80,099	75,137	73,050	148,922	78,531	75,000
<b>合計 Total</b>	<b>1,858,879</b>	<b>2,026,931</b>	<b>2,159,363</b>	<b>2,160,316</b>	<b>2,415,186</b>	<b>2,415,186</b>	<b>2,585,000</b>

### 受注高 / Orders

(単位:百万円/Millions of yen)

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2019※	Fiscal 2020 (plan)
<b>請負型ビジネス Built-to-Order Business</b>							
戸建住宅事業 Custom detached houses	387,533	382,062	362,672	386,792	346,293	346,293	366,000
賃貸住宅事業 Rental housing	434,574	461,722	463,200	424,709	435,513	391,991	410,000
建築・土木事業 Architectural / Civil engineering	—	—	—	—	—	96,992	347,000
<b>小計 Subtotal</b>	<b>822,107</b>	<b>843,784</b>	<b>825,873</b>	<b>811,501</b>	<b>781,807</b>	<b>835,277</b>	<b>1,123,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>							
リフォーム事業 Remodeling	134,114	134,564	137,835	148,417	149,716	149,716	165,000
不動産フィー事業 Real estate management fees	448,751	469,132	489,891	514,035	534,876	534,876	556,500
<b>小計 Subtotal</b>	<b>582,865</b>	<b>603,697</b>	<b>627,726</b>	<b>662,453</b>	<b>684,593</b>	<b>684,593</b>	<b>721,500</b>
<b>開発型ビジネス Development Business</b>							
分譲住宅事業 Houses for sale	132,682	151,887	153,674	156,208	143,300	143,300	145,000
マンション事業 Condominiums	77,756	86,474	112,532	85,904	73,692	73,692	86,000
都市再開発事業 Urban redevelopment	93,038	130,491	132,532	146,525	160,645	160,645	77,000
<b>小計 Subtotal</b>	<b>303,476</b>	<b>368,853</b>	<b>398,739</b>	<b>388,637</b>	<b>377,638</b>	<b>377,638</b>	<b>308,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	147,051	158,850	316,441	237,535	500,886	500,886	355,000
<b>その他事業 Other Businesses</b>	79,090	76,841	75,369	77,429	135,140	81,670	75,000
<b>合計 Total</b>	<b>1,934,591</b>	<b>2,052,026</b>	<b>2,244,150</b>	<b>2,177,557</b>	<b>2,480,066</b>	<b>2,480,066</b>	<b>2,582,500</b>

### 受注残高 / Accumulated Orders

(単位:百万円/Millions of yen)

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2019※	Fiscal 2020 (plan)
<b>請負型ビジネス Built-to-Order Business</b>							
戸建住宅事業 Custom detached houses	209,722	208,655	200,156	229,004	184,302	184,302	204,302
賃貸住宅事業 Rental housing	356,991	378,401	398,755	407,403	432,294	376,538	406,538
建築・土木事業 Architectural / Civil engineering	—	—	—	—	—	386,561	408,561
<b>小計 Subtotal</b>	<b>566,714</b>	<b>587,056</b>	<b>598,912</b>	<b>636,407</b>	<b>616,596</b>	<b>947,402</b>	<b>1,019,402</b>
<b>ストック型ビジネス Supplied Housing Business</b>							
リフォーム事業 Remodeling	21,931	22,996	23,988	30,989	27,976	27,976	30,476
不動産フィー事業 Real estate management fees	—	—	—	—	—	—	—
<b>小計 Subtotal</b>	<b>21,931</b>	<b>22,996</b>	<b>23,988</b>	<b>30,989</b>	<b>27,976</b>	<b>27,976</b>	<b>30,476</b>
<b>開発型ビジネス Development Business</b>							
分譲住宅事業 Houses for sale	34,087	43,959	42,153	49,481	41,513	41,513	47,513
マンション事業 Condominiums	66,348	86,697	121,732	118,054	87,762	87,762	89,762
都市再開発事業 Urban redevelopment	—	—	28,755	1,888	30,613	30,613	613
<b>小計 Subtotal</b>	<b>100,435</b>	<b>130,657</b>	<b>192,640</b>	<b>169,424</b>	<b>159,889</b>	<b>159,889</b>	<b>137,889</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	133,273	109,996	119,721	111,303	222,324	222,324	167,324
<b>その他事業 Other Businesses</b>	46,363	43,106	43,337	47,716	381,661	50,854	50,854
<b>合計 Total</b>	<b>868,718</b>	<b>893,813</b>	<b>978,601</b>	<b>995,842</b>	<b>1,408,448</b>	<b>1,408,448</b>	<b>1,405,948</b>

※新セグメントに組替表示しております。

\* Recombined using new segment classifications.

# 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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2019※	Fiscal 2020 (plan)
<b>請負型ビジネス Built-to-Order Business</b>							
戸建住宅事業 Custom detached houses	47,208	49,514	48,043	42,255	45,942	45,942	27,500
賃貸住宅事業 Rental housing	51,918	60,832	60,883	50,376	48,938	49,710	50,000
建築・土木事業 Architectural / Civil engineering	—	—	—	—	—	3,730	16,500
<b>小計 Subtotal</b>	<b>99,127</b>	<b>110,347</b>	<b>108,926</b>	<b>92,632</b>	<b>94,881</b>	<b>99,383</b>	<b>94,000</b>
<b>ストック型ビジネス Supplied Housing Business</b>							
リフォーム事業 Remodeling	15,847	17,544	19,760	21,109	23,535	23,535	25,000
不動産フィー事業 Real estate management fees	26,819	31,278	33,133	39,407	41,054	41,054	46,000
<b>小計 Subtotal</b>	<b>42,667</b>	<b>48,823</b>	<b>52,893</b>	<b>60,516</b>	<b>64,589</b>	<b>64,589</b>	<b>71,000</b>
<b>開発型ビジネス Development Business</b>							
分譲住宅事業 Houses for sale	11,919	8,822	13,460	11,088	12,259	12,259	9,000
マンション事業 Condominiums	8,031	2,248	9,229	6,478	10,134	10,134	10,000
都市再開発事業 Urban redevelopment	24,747	23,414	16,994	40,403	17,045	17,045	20,000
<b>小計 Subtotal</b>	<b>44,698</b>	<b>34,485</b>	<b>39,684</b>	<b>57,970</b>	<b>39,439</b>	<b>39,439</b>	<b>39,000</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>△ 5,673</b>	<b>25,172</b>	<b>29,761</b>	<b>16,340</b>	<b>44,551</b>	<b>44,551</b>	<b>46,000</b>
<b>その他事業 Other Businesses</b>	<b>2,511</b>	<b>726</b>	<b>1,234</b>	<b>△ 44</b>	<b>4,229</b>	<b>△ 273</b>	<b>1,000</b>
<b>消去又は全社 Eliminations and Back Office</b>	<b>△ 33,686</b>	<b>△ 35,390</b>	<b>△ 36,960</b>	<b>△ 38,192</b>	<b>△ 42,434</b>	<b>△ 42,434</b>	<b>△ 45,000</b>
<b>合計 Total</b>	<b>149,645</b>	<b>184,164</b>	<b>195,540</b>	<b>189,223</b>	<b>205,256</b>	<b>205,256</b>	<b>206,000</b>

### 売上総利益率 / Gross Margin

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2019※	Fiscal 2020 (plan)
<b>請負型ビジネス Built-to-Order Business</b>							
戸建住宅事業 Custom detached houses	25.2%	26.2%	26.2%	25.4%	25.4%	25.4%	24.1%
賃貸住宅事業 Rental housing	23.6%	24.5%	24.4%	23.3%	22.9%	25.0%	25.0%
建築・土木事業 Architectural / Civil engineering	—	—	—	—	—	9.7%	10.3%
<b>小計 Subtotal</b>	<b>24.4%</b>	<b>25.3%</b>	<b>25.2%</b>	<b>24.2%</b>	<b>24.1%</b>	<b>23.0%</b>	<b>20.2%</b>
<b>ストック型ビジネス Supplied Housing Business</b>							
リフォーム事業 Remodeling	23.9%	25.6%	26.8%	27.1%	27.5%	27.5%	27.7%
不動産フィー事業 Real estate management fees	14.0%	14.4%	14.6%	15.5%	15.5%	15.5%	16.4%
<b>小計 Subtotal</b>	<b>16.3%</b>	<b>16.9%</b>	<b>17.3%</b>	<b>18.0%</b>	<b>18.2%</b>	<b>18.2%</b>	<b>18.9%</b>
<b>開発型ビジネス Development Business</b>							
分譲住宅事業 Houses for sale	18.8%	16.3%	18.8%	18.0%	18.6%	18.6%	19.4%
マンション事業 Condominiums	16.2%	12.1%	19.0%	13.8%	16.5%	16.5%	20.2%
都市再開発事業 Urban redevelopment	28.7%	19.8%	19.1%	25.2%	14.9%	14.9%	21.5%
<b>小計 Subtotal</b>	<b>21.0%</b>	<b>16.8%</b>	<b>18.9%</b>	<b>20.1%</b>	<b>16.8%</b>	<b>16.8%</b>	<b>20.3%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>11.2%</b>	<b>23.7%</b>	<b>19.5%</b>	<b>19.9%</b>	<b>20.4%</b>	<b>20.4%</b>	<b>20.4%</b>
<b>その他事業 Other Businesses</b>	<b>15.9%</b>	<b>14.0%</b>	<b>15.2%</b>	<b>14.1%</b>	<b>12.1%</b>	<b>13.4%</b>	<b>15.3%</b>
<b>合計 Total</b>	<b>20.1%</b>	<b>20.6%</b>	<b>20.6%</b>	<b>20.6%</b>	<b>19.8%</b>	<b>19.8%</b>	<b>19.6%</b>

### 営業利益率 / Operating Profit Margin

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2019※	Fiscal 2020 (plan)
<b>請負型ビジネス Built-to-Order Business</b>							
戸建住宅事業 Custom detached houses	12.0%	12.9%	12.9%	11.8%	11.8%	11.8%	7.9%
賃貸住宅事業 Rental housing	13.0%	13.8%	13.7%	12.1%	11.9%	13.8%	13.2%
建築・土木事業 Architectural / Civil engineering	—	—	—	—	—	3.1%	5.1%
<b>小計 Subtotal</b>	<b>12.5%</b>	<b>13.4%</b>	<b>13.4%</b>	<b>12.0%</b>	<b>11.8%</b>	<b>11.4%</b>	<b>8.9%</b>
<b>ストック型ビジネス Supplied Housing Business</b>							
リフォーム事業 Remodeling	11.8%	13.1%	14.4%	14.9%	15.4%	15.4%	15.4%
不動産フィー事業 Real estate management fees	6.0%	6.7%	6.8%	7.7%	7.7%	7.7%	8.3%
<b>小計 Subtotal</b>	<b>7.3%</b>	<b>8.1%</b>	<b>8.4%</b>	<b>9.2%</b>	<b>9.4%</b>	<b>9.4%</b>	<b>9.9%</b>
<b>開発型ビジネス Development Business</b>							
分譲住宅事業 Houses for sale	8.7%	6.2%	8.7%	7.4%	8.1%	8.1%	6.5%
マンション事業 Condominiums	9.9%	3.4%	11.9%	7.2%	9.7%	9.7%	11.9%
都市再開発事業 Urban redevelopment	26.6%	17.9%	16.4%	23.3%	12.9%	12.9%	18.7%
<b>小計 Subtotal</b>	<b>14.3%</b>	<b>10.2%</b>	<b>11.8%</b>	<b>14.1%</b>	<b>10.2%</b>	<b>10.2%</b>	<b>11.8%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>△ 6.3%</b>	<b>13.8%</b>	<b>9.7%</b>	<b>6.6%</b>	<b>11.4%</b>	<b>11.4%</b>	<b>11.2%</b>
<b>その他事業 Other Businesses</b>	<b>3.1%</b>	<b>0.9%</b>	<b>1.6%</b>	<b>△ 0.1%</b>	<b>2.8%</b>	<b>△ 0.3%</b>	<b>1.3%</b>
<b>合計 Total</b>	<b>8.1%</b>	<b>9.1%</b>	<b>9.1%</b>	<b>8.8%</b>	<b>8.5%</b>	<b>8.5%</b>	<b>8.0%</b>

※新セグメントに組替表示しております。

\* Recombined using new segment classifications.



## 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)

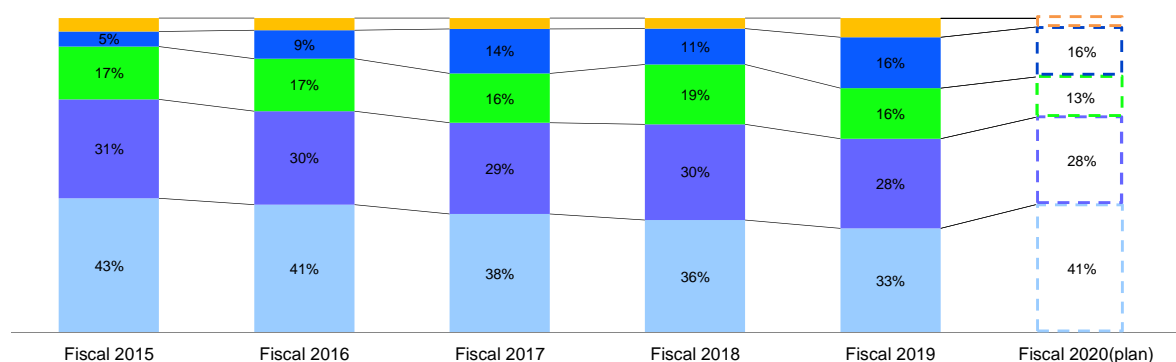
	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	64,218	59,798	55,616	57,414	58,049
賃貸住宅事業 Rental housing	44,812	48,616	46,371	47,309	41,173
<b>小計 Subtotal</b>	<b>109,031</b>	<b>108,414</b>	<b>101,988</b>	<b>104,724</b>	<b>99,223</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	14,577	14,720	15,517	16,847	17,948
不動産フィー事業 Real estate management fees	95,669	100,125	112,272	138,015	125,341
<b>小計 Subtotal</b>	<b>110,246</b>	<b>114,846</b>	<b>127,790</b>	<b>154,863</b>	<b>143,290</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	164,910	144,109	142,903	141,446	133,647
マンション事業 Condominiums	149,139	158,890	176,859	173,102	143,006
都市再開発事業 Urban redevelopment	556,931	590,984	582,974	539,327	518,532
<b>小計 Subtotal</b>	<b>870,981</b>	<b>893,984</b>	<b>902,738</b>	<b>853,876</b>	<b>795,185</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>721,320</b>	<b>825,507</b>	<b>929,306</b>	<b>943,695</b>	<b>990,247</b>
<b>その他事業 Other Businesses</b>	<b>17,345</b>	<b>18,015</b>	<b>15,084</b>	<b>15,172</b>	<b>232,491</b>
<b>事務管理部門 Back Office</b>	<b>200,869</b>	<b>224,126</b>	<b>342,104</b>	<b>340,703</b>	<b>374,309</b>
<b>合計 Total</b>	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>

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

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<b>請負型ビジネス Built-to-Order Business</b>					
戸建住宅事業 Custom detached houses	73.5%	82.8%	86.4%	73.6%	79.1%
賃貸住宅事業 Rental housing	115.9%	125.1%	131.3%	106.5%	118.9%
<b>小計 Subtotal</b>	<b>90.9%</b>	<b>101.8%</b>	<b>106.8%</b>	<b>88.5%</b>	<b>95.6%</b>
<b>ストック型ビジネス Supplied Housing Business</b>					
リフォーム事業 Remodeling	108.7%	119.2%	127.3%	125.3%	131.1%
不動産フィー事業 Real estate management fees	28.0%	31.2%	29.5%	28.6%	32.8%
<b>小計 Subtotal</b>	<b>38.7%</b>	<b>42.5%</b>	<b>41.4%</b>	<b>39.1%</b>	<b>45.1%</b>
<b>開発型ビジネス Development Business</b>					
分譲住宅事業 Houses for sale	7.2%	6.1%	9.4%	7.8%	9.2%
マンション事業 Condominiums	5.4%	1.4%	5.2%	3.7%	7.1%
都市再開発事業 Urban redevelopment	4.4%	4.0%	2.9%	7.5%	3.3%
<b>小計 Subtotal</b>	<b>5.1%</b>	<b>3.9%</b>	<b>4.4%</b>	<b>6.8%</b>	<b>5.0%</b>
<b>国際ビジネス(国際事業) Overseas Business</b>	<b>△ 0.8%</b>	<b>3.0%</b>	<b>3.2%</b>	<b>1.7%</b>	<b>4.5%</b>
<b>その他事業 Other Businesses</b>	<b>14.5%</b>	<b>4.0%</b>	<b>8.2%</b>	<b>△ 0.3%</b>	<b>1.8%</b>

### 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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<b>流動資産</b> Current assets					
現金預金 Cash and deposits	195,239	212,808	325,834	343,358	584,635
受取手形及び完成工事未収入金 Notes receivable, accounts receivable from completed construction contracts	50,256	49,031	45,877	42,503	133,978
有価証券 Short-term investment securities	2,798	1,399	589	-	-
棚卸資産 Inventories	914,911	997,745	1,095,161	1,100,188	1,005,203
未成工事支出金 Costs on uncompleted construction contracts	9,395	10,150	9,414	12,168	17,934
分譲建物 Buildings for sale	301,125	321,682	369,124	393,538	342,594
分譲土地・未成分譲土地 Land for sale in lots and undeveloped land	597,128	658,701	708,994	685,934	636,352
その他流動資産 Other	102,953	95,217	106,477	84,706	93,374
貸倒引当金 Allowance for doubtful accounts	△ 1,225	△ 1,172	△ 1,270	△ 1,440	△ 1,186
<b>流動資産合計</b> Total current assets	<b>1,264,933</b>	<b>1,355,029</b>	<b>1,572,669</b>	<b>1,569,318</b>	<b>1,816,005</b>
<b>固定資産</b> Noncurrent assets					
有形固定資産 Property, plant and equipment	533,175	563,682	552,814	530,394	510,556
建物及び構築物 Buildings and structures	195,590	196,682	189,209	188,497	179,449
土地 Land	311,431	325,073	322,502	304,370	284,769
その他 Other	26,153	41,926	41,101	37,526	46,337
無形固定資産 Intangible assets	14,779	13,345	22,016	20,566	18,661
投資その他資産 Investments and other assets	216,905	252,837	271,512	292,755	289,525
<b>固定資産合計</b> Total noncurrent assets	<b>764,861</b>	<b>829,865</b>	<b>846,343</b>	<b>843,717</b>	<b>818,742</b>
<b>資産合計</b> Total assets	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<b>流動負債</b> Current liabilities					
支払手形・工事未払金 Notes payable, accounts payable for construction contracts	166,085	179,038	172,814	147,428	219,549
未成工事受入金 Advances received on uncompleted construction contracts	117,253	129,783	142,690	156,605	241,805
短期社債 Short-term bonds payable	60,000	35,000	-	-	-
短期借入金 Short-term loans payable	146,188	150,863	209,707	239,472	166,486
1年内償還予定の社債 Current portion of bonds	-	40,000	15,000	20,000	15,000
1年内償還予定の新株予約権付社債 Current portion of bonds with subscription rights to shares	1,130			-	-
1年内返済予定の長期借入金 Current portion of long-term loans payable	97,283	22,373	2,431	64,303	18,693
未払法人税等 Income taxes payable	33,008	34,311	32,200	33,008	30,980
その他 Other	114,425	122,574	132,053	120,499	129,351
<b>流動負債合計</b> Total current liabilities	<b>735,376</b>	<b>713,945</b>	<b>706,898</b>	<b>781,318</b>	<b>821,866</b>
<b>固定負債</b> Noncurrent liabilities					
社債 Bonds payable	90,000	130,000	235,000	215,000	200,000
長期借入金 Long-term loans payable	27,850	108,355	154,201	94,006	178,928
その他 Other	108,139	114,329	114,791	125,787	127,102
<b>固定負債合計</b> Total noncurrent liabilities	<b>225,990</b>	<b>352,685</b>	<b>503,993</b>	<b>434,794</b>	<b>506,030</b>
<b>負債合計</b> Total liabilities	<b>961,366</b>	<b>1,066,630</b>	<b>1,210,891</b>	<b>1,216,112</b>	<b>1,327,897</b>
<b>純資産の部</b> Net assets					
株主資本 Shareholder's equity	936,667	996,565	1,080,167	1,150,888	1,234,509
その他の包括利益累計額 Accumulated other comprehensive income	121,028	106,793	114,807	31,919	31,686
新株予約権 Stock subscription rights	622	694	761	803	609
非支配株主持分 Non-controlling interests	10,108	14,211	12,384	13,312	40,044
<b>純資産合計</b> Total net assets	<b>1,068,428</b>	<b>1,118,264</b>	<b>1,208,121</b>	<b>1,196,923</b>	<b>1,306,850</b>
<b>負債・純資産合計</b> Total liabilities and net assets	<b>2,029,794</b>	<b>2,184,895</b>	<b>2,419,012</b>	<b>2,413,035</b>	<b>2,634,748</b>

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

従業員数(連結) Number of Employees (Consolidated)		Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
国内従業員数 In Japan		22,662	22,888	23,325	23,655	26,258
海外従業員数 Overseas		427	411	1,066	1,120	1,139
合計 Total		23,089	23,299	24,391	24,775	27,397

## 設備投資額 Capital Expenditure

(単位:百万円/Millions of yen)

		Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses		2,628	3,952	3,325	3,734	3,209
賃貸住宅事業 Rental housing		591	1,996	929	1,193	614
小計 Subtotal		3,219	5,949	4,255	4,927	3,824
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling		12	58	199	21	41
不動産フィー事業 Real estate management fees		828	971	1,253	1,394	1,397
小計 Subtotal		841	1,030	1,452	1,416	1,439
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale		600	901	841	788	725
マンション事業 Condominiums		28	53	2	25	23
都市再開発事業 Urban redevelopment		72,317	82,598	52,742	45,603	60,155
小計 Subtotal		72,946	83,553	53,586	46,417	60,903
<b>国際ビジネス(国際事業) Overseas Business</b>						
		331	4,112	5,473	921	1,975
<b>その他事業 Other Businesses</b>						
		41	70	63	175	350
<b>事務管理部門 Back Office</b>						
		3,878	3,560	3,967	4,821	4,761
<b>合計 Total</b>		<b>81,258</b>	<b>98,277</b>	<b>68,799</b>	<b>58,680</b>	<b>73,255</b>

FY 2020 (plan) 90,000

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

(単位:億円/100 Millions of yen)

【第4次中期経営計画】投資計画進捗状況 [Forth Mid-term Management Plan] Status of Investment Plan		Fiscal 2017	Fiscal 2018	Fiscal 2019	累計実績 Cumulative total
国内 In Japan		2,165	2,203	1,947	6,319
海外 Overseas		3,568	2,604	2,576	8,749
合計 Total		5,734	4,808	4,525	15,068

## 減価償却実施額 Depreciation Expense

(単位:百万円/Millions of yen)

		Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<b>請負型ビジネス Built-to-Order Business</b>						
戸建住宅事業 Custom detached houses		4,506	4,319	3,941	3,899	3,727
賃貸住宅事業 Rental housing		2,735	2,866	2,588	2,463	2,131
小計 Subtotal		7,242	7,185	6,530	6,363	5,858
<b>ストック型ビジネス Supplied Housing Business</b>						
リフォーム事業 Remodeling		94	92	112	116	141
不動産フィー事業 Real estate management fees		885	908	978	756	704
小計 Subtotal		980	1,000	1,090	873	846
<b>開発型ビジネス Development Business</b>						
分譲住宅事業 Houses for sale		1,141	1,063	1,161	1,108	980
マンション事業 Condominiums		19	23	32	14	10
都市再開発事業 Urban redevelopment		10,214	9,753	8,907	8,419	7,645
小計 Subtotal		11,375	10,840	10,100	9,543	8,636
<b>国際ビジネス(国際事業) Overseas Business</b>						
		1,635	672	862	1,848	2,242
<b>その他事業 Other Businesses</b>						
		961	912	776	769	1,077
<b>事務管理部門 Back Office</b>						
		2,243	2,512	2,621	2,757	2,858
<b>合計 Total</b>		<b>24,438</b>	<b>23,125</b>	<b>21,983</b>	<b>22,155</b>	<b>21,518</b>

FY 2020 (plan) 22,000

## 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 2018	1,172,519	247,099	156,177	90,922	117,264	3,329	11,025	79,710	1,594,268	859,499
	Fiscal 2019	1,202,918	239,636	164,705	74,930	103,978	5,276	20,725	66,181	1,580,475	867,282
積和不動産グループ※ 15社 15 Sekiwa Real Estate Group companies	Fiscal 2018	650,763	108,576	47,480	61,095	61,305	72	2,390	40,407	352,487	219,843
	Fiscal 2019	649,310	109,578	49,048	60,529	60,677	44	150	41,470	381,336	244,081
積和建設 17社 17 Sekiwa Construction companies	Fiscal 2018	265,270	19,713	8,921	10,792	11,146	3	103	7,058	107,197	71,632
	Fiscal 2019	279,434	21,172	9,584	11,587	12,023	4	644	7,289	110,452	76,091
積水ハウスリフォーム 3社 3 Sekisui House Remodeling companies	Fiscal 2018	70,272	18,347	13,723	4,623	4,848	-	2	3,101	36,796	22,880
	Fiscal 2019	76,618	20,242	14,604	5,638	5,796	-	6	3,725	39,368	25,364
その他 20社(国内子会社) 20 other companies (Domestic)	Fiscal 2018	19,437	4,076	3,816	259	219	11	167	△ 774	15,447	7,940
	Fiscal 2019	93,636	13,878	6,288	7,589	7,785	13	183	5,078	235,953	97,247
海外子会社 221社 221 overseas companies	Fiscal 2018	247,613	48,795	32,560	16,235	16,703	1	484	12,724	945,652	475,478
	Fiscal 2019	392,071	78,869	35,229	43,640	39,896	22	11,238	12,668	952,732	467,469

※積和不動産各社は2020年2月1日より社名を積水ハウス不動産各社に変更しました。

\* Sekiwa Real Estate companies have been renamed to Sekisui House Real Estate companies on February 1, 2020.

連結会社全体 Gross	Fiscal 2018	2,425,876	446,608	262,678	183,929	211,487	3,419	14,172	142,226	3,051,850	1,657,275
	Fiscal 2019	2,693,989	483,377	279,460	203,916	230,157	5,360	32,948	136,414	3,300,318	1,777,536
連結消去 Eliminations and others	Fiscal 2018	△ 265,559	△ 2,011	△ 7,305	5,293	△ 16,297	△ 143	△ 3,098	△ 13,644	△ 638,814	△ 460,351
	Fiscal 2019	△ 278,802	△ 5,340	△ 6,680	1,340	△ 16,251	7,596	△ 17,469	4,842	△ 665,570	△ 470,686
連結決算 Consolidated	Fiscal 2018	2,160,316	444,596	255,373	189,223	195,190	3,275	11,074	128,582	2,413,035	1,196,923
	Fiscal 2019	2,415,186	478,036	272,780	205,256	213,905	12,956	15,479	141,256	2,634,748	1,306,850

連単倍率 Consolidated / Non-Consolidated	Fiscal 2018	1.84	1.80	1.64	2.08	1.66	0.98	1.00	1.61	1.51	1.39
	Fiscal 2019	2.01	1.99	1.66	2.74	2.06	2.46	0.75	2.13	1.67	1.51

## 営業拠点数 Number of Sales Offices

積水ハウス Sekisui House, Ltd					
	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
支店 Branch	123	122	123	115	118
カスタマーセンター Customers Center	29	29	29	29	30
展示場 Display Home	409	395	386	370	345
積水ハウスリフォーム3社 3 Sekisui House Remodeling companies					
	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
営業所 Branch	41	41	41	41	41

## 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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
新規受入 New acceptance	207,001	260,684	259,999	231,941	211,554
当期売上(原価ベース) Sales (Cost base)	142,124	191,677	206,361	244,314	255,073
評価損 Loss on evaluation	4,146	7,433	3,344	10,687	6,064
<b>販売用土地期末残高 Balance at the end of the fiscal year</b>	<b>597,128</b>	<b>658,701</b>	<b>708,994</b>	<b>685,934</b>	<b>636,352</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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
分譲住宅事業 Houses for sale	131,688	118,158	114,538	114,781	106,914
マンション事業 Condominiums	117,287	113,708	119,569	117,752	97,781
都市再開発事業 Urban redevelopment	37,535	54,555	44,463	30,473	39,792
国際事業 Overseas Business	310,616	372,280	430,423	422,927	391,863
<b>合計 Total</b>	<b>597,128</b>	<b>658,701</b>	<b>708,994</b>	<b>685,934</b>	<b>636,352</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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
分譲住宅事業 Houses for sale	15,223	7,009	7,631	8,841	6,676
マンション事業 Condominiums	26,229	39,031	49,927	47,038	39,256
都市再開発事業 Urban redevelopment	19,046	18,966	29,003	16,589	11,136
国際事業 Overseas Business	240,626	256,675	282,562	321,068	285,525
<b>合計 Total</b>	<b>301,125</b>	<b>321,682</b>	<b>369,124</b>	<b>393,538</b>	<b>342,594</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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
当社戸建住宅 Houses built by us	72,320	69,568	67,895	70,272	76,618
当社賃貸住宅 Rental apartments built by us	35,970	39,182	41,742	42,513	43,753
一般住宅 Houses not built by us	18,400	17,045	17,062	17,113	18,271
その他 Other	7,768	7,703	10,144	11,518	14,087

積和不動産借り上げ入居率・管理室数  
Trend in Sekiwa Real Estate Block Leasing Operation

入居率※ Occupancy rate	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
	96.5%	96.5%	96.7%	97.8%	97.7%

(単位:戸/Units)

管理室数 units under management	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
	565,471	584,096	601,582	619,494	639,780

※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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
	33	74	0	186	78

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 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019	
	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	49,260	15,189	86,760	16,865	57,895	9,984	126,948	32,399	88,950	11,394
賃貸他 Leasing and other	43,778	9,558	43,731	6,549	45,882	7,010	46,443	8,004	42,970	5,651
都市再開発事業 合計 Total	93,038	24,747	130,491	23,414	103,777	16,994	173,391	40,403	131,920	17,045

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、マンション等 Office, Condos, etc	約37,900㎡	約483,600㎡	10.0%
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㎡	60.0%
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%
<b>開発中物件</b> Properties that Sekisui House developed					
国際赤坂ビル Kokusai Akasaka Building	東京都 港区 Minato, Tokyo	解体中	約6,000㎡	—	50.0%
フレイザースイート赤坂東京 Fraser Suites Akasaka Tokyo	東京都 港区 Minato, Tokyo	サービスアパートメント Serviced Apartments	約2,200㎡	約14,500㎡	100.0%
W OSAKA	大阪市 Osaka	ホテル Hotel	約2,800㎡	約35,900㎡	100.0%
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%

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

(単位:百万円/Millions of yen)

	Fiscal 2015			Fiscal 2016			Fiscal 2017			Fiscal 2018			Fiscal 2019		
	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	6,454	7,877	257,920	6,001	7,144	245,091	5,805	6,995	239,499	5,231	6,274	226,723	5,612	6,806	247,377
シャワーウッド戸建 Wood frame	3,342	3,371	124,053	3,363	3,394	126,379	3,034	3,062	119,382	3,024	3,051	119,980	3,181	3,234	127,394
小計 Subtotal	9,796	11,248	381,973	9,364	10,538	371,470	8,839	10,057	358,882	8,255	9,325	346,703	8,793	10,040	374,771
<b>賃貸住宅事業</b> Built-to-Order Rental Housing															
シヤーマゾン Low-rise apartments	4,748	30,172	370,363	4,758	32,669	404,561	4,233	30,491	401,625	3,683	27,412	364,762	3,438	25,365	363,981
RC請負 RC contracts	98	2,459	42,437	98	2,047	42,197	106	2,446	53,511	91	2,089	58,309	128	2,433	55,462
小計 Subtotal	4,846	32,631	412,800	4,856	34,716	446,758	4,339	32,937	455,136	3,774	29,501	423,071	3,566	27,798	419,444
<b>分譲住宅事業</b> Houses for Sale															
鉄骨戸建 Steel frame	1,452	1,714	49,061	1,268	1,309	42,847	1,406	1,661	51,561	1,264	1,396	45,308	1,260	1,811	47,904
シャワーウッド戸建 Wood frame	650	650	21,408	723	723	24,087	962	990	29,714	914	915	30,579	754	755	25,798
土地 Land	-	-	47,918	-	-	47,137	-	-	52,996	-	-	48,790	-	-	51,903
小計 Subtotal	2,102	2,364	118,387	1,991	2,032	114,072	2,368	2,651	134,272	2,178	2,311	124,678	2,014	2,566	125,606
<b>分譲マンション事業</b> Condominiums															
分譲マンション建物 Condominiums	18	2,002	36,678	28	1,102	34,508	17	1,085	46,442	15	1,261	49,167	15	1,645	57,980
分譲マンション土地 Land	-	-	37,389	-	-	25,670	-	-	26,212	-	-	30,238	-	-	36,570
小計 Subtotal	18	2,002	74,068	28	1,102	60,178	17	1,085	72,655	15	1,261	79,406	15	1,645	94,550
都市再開発事業 Urban Redevelopment	-	-	75,088	-	-	98,362	-	-	63,119	-	-	113,411	-	-	94,196
<b>その他</b> Other Businesses															
エクステリア Exteriors	-	-	71,344	-	-	73,706	-	-	67,817	-	-	65,526	-	-	70,815
その他 Other	-	-	14,968	-	-	16,351	-	-	17,787	-	-	19,722	-	-	23,532
小計 Subtotal	-	-	86,312	-	-	90,058	-	-	85,605	-	-	85,248	-	-	94,348
合計 Total	16,762	48,245	1,148,631	16,239	48,388	1,180,901	15,563	46,730	1,169,671	14,222	42,398	1,172,519	14,388	42,049	1,202,918

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

(単位:百万円/Millions of yen)

	Fiscal 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019	
	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	6,149	247,971	6,004	249,457	5,537	230,198	5,666	245,849	4,724	216,859
シャワーウッド戸建 Wood frame	3,353	126,078	3,184	121,591	3,033	119,902	3,208	126,602	2,791	114,389
小計 Subtotal	9,502	374,050	9,188	371,048	8,570	350,101	8,874	372,451	7,515	331,249
<b>賃貸住宅事業</b> Built-to-Order Rental Housing										
シヤーマゾン Low-rise apartments	4,900	403,017	4,485	414,421	4,068	395,218	3,531	377,276	3,272	395,436
RC請負 RC contracts	150	54,678	148	45,753	160	71,995	113	55,630	106	49,397
小計 Subtotal	5,050	457,695	4,633	460,174	4,228	467,214	3,644	432,907	3,378	444,834
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	1,428	45,718	1,432	48,641	1,349	51,223	1,261	47,005	1,206	44,057
シャワーウッド戸建 Wood frame	663	22,137	882	27,359	861	28,436	926	30,390	737	25,297
土地 Land	-	44,698	-	51,372	-	51,426	-	52,783	-	47,753
小計 Subtotal	2,091	112,554	2,314	127,373	2,210	131,086	2,187	130,179	1,943	117,108
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	44,733	-	48,372	-	65,650	-	47,696	-	45,780
分譲マンション土地 Land	-	25,181	-	32,357	-	38,523	-	30,761	-	22,968
小計 Subtotal	-	69,915	-	80,729	-	104,173	-	78,458	-	68,748
都市再開発事業 Urban Redevelopment	-	75,088	-	98,362	-	88,419	-	88,111	-	124,482
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	71,424	-	69,976	-	67,893	-	69,603	-	74,232
その他 Other	-	15,193	-	16,616	-	17,629	-	20,597	-	23,702
小計 Subtotal	-	86,617	-	86,593	-	85,522	-	90,201	-	97,934
合計 Total	16,643	1,175,922	16,135	1,224,283	15,008	1,226,517	14,705	1,192,309	12,836	1,184,358



## 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 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019	
	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	3,575	136,809	3,578	141,176	3,310	131,875	3,745	151,001	2,857	120,483
シャワーウッド戸建 Wood frame	1,951	66,312	1,772	61,524	1,771	62,044	1,955	68,666	1,565	55,662
<b>小計 Subtotal</b>	<b>5,526</b>	<b>203,121</b>	<b>5,350</b>	<b>202,700</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>賃貸住宅事業</b> Built-to-Order Rental Housing										
シャーマゾン Low-rise apartments	3,755	287,609	3,482	297,469	3,317	291,062	3,573	347,130	3,407	378,585
RC請負 RC contracts	419	94,575	469	98,130	523	116,615	137	70,383	115	64,318
<b>小計 Subtotal</b>	<b>4,174</b>	<b>382,184</b>	<b>3,951</b>	<b>395,600</b>	<b>3,840</b>	<b>407,677</b>	<b>3,710</b>	<b>417,513</b>	<b>3,522</b>	<b>442,904</b>
<b>分譲住宅事業</b> Houses for Sale										
鉄骨戸建 Steel frame	486	13,440	650	19,235	593	18,897	590	20,593	536	16,746
シャワーウッド戸建 Wood frame	269	7,534	428	10,806	327	9,528	339	9,340	322	8,838
土地 Land	-	7,244	-	11,479	-	9,908	-	13,901	-	9,751
<b>小計 Subtotal</b>	<b>755</b>	<b>28,220</b>	<b>1,078</b>	<b>41,521</b>	<b>920</b>	<b>38,334</b>	<b>929</b>	<b>43,835</b>	<b>858</b>	<b>35,337</b>
<b>分譲マンション事業</b> Condominiums										
分譲マンション建物 Condominiums	-	38,977	-	52,841	-	72,049	-	70,578	-	58,377
分譲マンション土地 Land	-	23,247	-	29,934	-	42,244	-	42,768	-	29,166
<b>小計 Subtotal</b>	<b>-</b>	<b>62,224</b>	<b>-</b>	<b>82,775</b>	<b>-</b>	<b>114,293</b>	<b>-</b>	<b>113,346</b>	<b>-</b>	<b>87,544</b>
<b>都市再開発事業</b> Urban Redevelopment										
	-	-	-	-	-	-	-	-	-	30,285
<b>その他</b> Other Businesses										
エクステリア Exteriors	-	46,858	-	43,128	-	43,204	-	47,281	-	50,697
その他 Other	-	982	-	1,247	-	1,088	-	1,964	-	2,134
<b>小計 Subtotal</b>	<b>-</b>	<b>47,840</b>	<b>-</b>	<b>44,376</b>	<b>-</b>	<b>44,293</b>	<b>-</b>	<b>49,245</b>	<b>-</b>	<b>52,832</b>
<b>合計 Total</b>	<b>10,455</b>	<b>723,591</b>	<b>10,379</b>	<b>766,972</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>

## 積和の木の家 売上高/棟数 推移

### Trend in Sales of "Sekiwa no ki no ie"

(単位:百万円/Millions of yen)

積和の木の家 推移 Trend in Sales of "Sekiwa no ki no ie"										
	Fiscal 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019	
	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
	469	10,549	504	11,659	507	12,289	454	11,241	528	16,224

## 当社住宅の傾向

### Trend in Housing Constructed by Sekisui House

(単位:千円/Thousands of yen)

	Fiscal 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019
<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	37,002	37,292	38,074	38,753	39,935
1棟当たり面積 Floor area per detached house	140.43 m <sup>2</sup>	138.63 m <sup>2</sup>	137.94 m <sup>2</sup>	138.03 m <sup>2</sup>	137.68 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of detached house	870	889	912	928	958
<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	30,845	31,805	30,887	32,807	31,157
1棟当たり面積 Floor area per built for sale house	121.20 m <sup>2</sup>	118.19 m <sup>2</sup>	117.22 m <sup>2</sup>	120.44 m <sup>2</sup>	116.73 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	76,771	83,612	93,959	100,194	102,415
1棟当たり面積 Floor area per building	366.10 m <sup>2</sup>	385.19 m <sup>2</sup>	418.35 m <sup>2</sup>	432.28 m <sup>2</sup>	427.67 m <sup>2</sup>
3.3㎡当たり売上金額 Sales per 3.3m <sup>2</sup> of rental housing	693	717	742	766	791
<b>土地</b>					
<b>Land</b>					
1区画当たり売上金額 Sales per lot	18,083	18,376	18,821	17,558	18,357
1区画当たり面積 Area per lot	203.27 m <sup>2</sup>	197.92 m <sup>2</sup>	209.06 m <sup>2</sup>	205.96 m <sup>2</sup>	205.84 m <sup>2</sup>

※戸建住宅は、鉄骨・シャウ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 2015		Fiscal 2016		Fiscal 2017		Fiscal 2018		Fiscal 2019	
	15.02-15.07	15.08-16.01	16.02-16.07	16.08-17.02	17.02-17.07	17.08-18.02	18.02-18.07	18.08-19.01	19.02-19.07	19.08-20.01
自己資金比率 Buyers own funds as against total amount	36.1%	35.8%	31.1%	32.3%	30.0%	31.1%	28.2%	31.2%	29.6%	27.4%
建替比率 Percentage of re-builders	28.8%	30.2%	30.1%	29.1%	28.4%	30.6%	27.8%	33.2%	28.4%	26.4%
二世帯住宅 Percentage of two-generation duplex	18.7%	17.1%	17.4%	17.1%	16.4%	17.5%	15.1%	16.1%	14.7%	13.2%
紹介比率(戸建のみ) Percentage of referral orders (Detached Houses)	26.7%	22.2%	21.2%	19.7%	18.2%	17.5%	17.1%	17.3%	15.8%	18.6%
紹介比率(集合住宅含む) Percentage of referral orders (Include Apartment)	42.7%	40.8%	38.1%	37.3%	36.1%	34.5%	35.1%	33.9%	33.2%	34.8%
展示場比率 Percentage of buyers who decided to buy on tour to display home	66.1%	71.9%	74.6%	75.8%	77.9%	79.5%	79.8%	79.9%	81.2%	77.3%
坪単価(千円) Unit price per 3.3m <sup>2</sup> (Thousands of yen)	844	851	868	875	890	888	901	908	941	965
給与所得者割合 Percentage of company employees	55.3%	54.1%	55.3%	53.6%	56.0%	54.7%	56.7%	53.3%	55.6%	54.3%

# 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 2015	Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020 (plan)
<b>国際事業 Overseas Business</b>						
売上高 Net sales	895	1,821	3,067	2,459	3,898	4,100
営業利益 Operating income	△ 56	251	297	163	445	460
経常利益 Ordinary income	△ 3	274	287	181	463	470
投資残高 Investment balance	6,037	6,940	7,829	8,298	7,490	
受注高 Orders	1,470	1,588	3,164	2,375	5,008	3,550
<b>オーストラリア Australia</b>						
売上高 Net sales	330	452	615	419	234	434
営業利益 Operating income	33	69	99	△ 19	△ 22	35
経常利益 Ordinary income	28	67	100	△ 18	△ 23	35
投資残高 Investment balance	896	1,590	1,576	1,363	1,403	
受注高 Orders	742	123	452	238	291	379
為替レート AUD/JPY Exchange rate	90.98	81.69	86.06	82.58	76.12	75.00
<b>アメリカ USA</b>						
売上高 Net sales	506	951	2,071	1,666	3,091	2,856
営業利益 Operating income	107	187	183	165	444	318
経常利益 Ordinary income	109	182	164	139	412	296
投資残高 Investment balance	2,153	2,736	4,003	4,790	4,445	
受注高 Orders	627	1,027	2,348	1,639	3,357	2,756
為替レート USD/JPY Exchange rate	120.99	110.30	112.39	110.57	109.37	109.00
<b>中国 China</b>						
売上高 Net sales	57	416	379	373	571	810
営業利益 Operating income	△ 186	5	24	27	36	120
経常利益 Ordinary income	△ 182	3	25	33	62	130
投資残高 Investment balance	2,564	2,185	1,929	1,656	1,168	
受注高 Orders	100	437	363	496	1,358	415
為替レート CNY/JPY Exchange rate	19.21	16.56	16.64	16.69	15.85	15.00
<b>シンガポール ※持分法 Singapore ※Accounted for by the equity method</b>						
経常利益 Ordinary income	51	30	7	38	66	25
投資残高 Investment balance	423	427	319	488	438	
為替レート SGD/JPY Exchange rate	88.14	79.56	81.44	81.94	80.18	80.00

※シンガポールの経常利益は持分法投資損益及び持分売却益(特別利益)

\* Including Equity in earnings/loss of affiliates and gain on sale of equity(Extraordinary income)

## 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)		15,895 戸 Units	6,456 戸 Units	5,896 戸 Units
ウエントワースポイント Wentworth Point (シドニー) (Sydney)	2011.11-	2,151 戸 Units	2,151 戸 Units	2,150 戸 Units
オーチャーズ The Orchards (シドニー) (Sydney)	2018.4Q-	1,300 戸 Units	121 戸 Units	80 戸 Units
ウェストビレッジ West Village (ブリスベン) (Brisbane)	2018.4Q-	1,244 戸 Units	377 戸 Units	274 戸 Units
サンクチュアリ Sanctuary (シドニー) (Sydney)	2020.4Q-	2,000 戸 Units	364 戸 Units	191 戸 Units
メルローズパーク Melrose Park (シドニー) (Sydney)	2020.1Q-	6,400 戸 Units	641 戸 Units	399 戸 Units
宅地開発事業 計2プロジェクト Housing land development (total 2 projects)		4,620 区画 Lots	2,055 区画 Lots	1,779 区画 Lots
ヘリミテージ The Hermitage (シドニー) (Sydney)	-	1,820 区画 Lots	1,270 区画 Lots	1,150 区画 Lots
エコ リプリー Ecco Ripley (ブリスベン) (Brisbane)	-	2,800 区画 Lots	785 区画 Lots	629 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	30,239 区画 Lots
中央部 Central	24,547 区画 Lots	14,144 区画 Lots
東部 East	27,399 区画 Lots	12,360 区画 Lots
北西部 North West	12,656 区画 Lots	3,256 区画 Lots
賃貸住宅開発事業 計34プロジェクト Multifamily business (Rental residence development) (total 34 projects)	完了プロジェクト Completed Projects	14 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 2017	Fiscal 2018	Fiscal 2019
	1,940 戸 Units	2,058 戸 Units	2,038 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	6,673 戸 Units	5,641 戸 Units
江蘇省蘇州市 Suzhou Jiangsu	2016.03-	3,234 戸 Units	3,234 戸 Units	3,112 戸 Units
江蘇省蘇州市 太倉Ⅰ Taicang Jiangsu	2015.08-	511 戸 Units	511 戸 Units	511 戸 Units
江蘇省蘇州市 太倉Ⅱ Taicang Jiangsu	2020.4Q-	1,163 戸 Units	1,143 戸 Units	1,107 戸 Units
江蘇省無錫市 Wuxi Jiangsu	2015.12-	744 戸 Units	744 戸 Units	432 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	5,322 戸 Units	4,796 戸 Units
ウッズスクエア Woods Square (ウッドランズ) (Woodlands)	2020.1Q	466 戸 Units	466 戸 Units	127 戸 Units
シーサイドレジデンス Seaside Residences (シグラップ) (Siglap)	2020.3Q	841 戸 Units	841 戸 Units	774 戸 Units
ワン ホランド ビレッジ One Holland Village (ホランド) (Holland)	2023.4Q	296 戸 Units	233 戸 Units	113 戸 Units

# 株式分布状況表

## The State of Share Distribution

	2019年度(2020年1月31日) As of January 31, 2020			2019年度 第2四半期末(2019年7月31日) As of July 31, 2019			2018年度(2019年1月31日) As of January 31, 2019		
	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	株 0	% 0.00	1	株 5	% 0.00	1	株 5	% 0.00
金融機関 Financial institutions	183	276,329,928	40.01	236	284,658,895	41.21	247	284,115,582	41.14
銀行 Banks	44	34,780,181	5.04	55	35,995,794	5.21	59	36,986,194	5.36
信託銀行 Trust Banks	24	181,525,432	26.28	27	183,074,186	26.51	27	181,753,347	26.31
生命保険会社 Life insurance companies	31	32,398,685	4.69	33	32,978,785	4.77	30	33,265,285	4.82
損害保険会社 Nonlife insurance companies	5	10,185,106	1.47	7	11,138,106	1.61	9	11,462,832	1.66
その他金融機関 Other financial institutions	79	17,440,524	2.53	114	21,472,024	3.11	122	20,647,924	2.99
金融商品取引業者 Securities companies	39	42,735,583	6.19	37	40,192,994	5.82	40	43,262,293	6.26
外国人 Foreigners	937	209,746,577	30.37	839	179,493,214	25.99	821	156,976,772	22.73
法人 Companies	877	209,685,060	30.36	767	179,421,493	25.98	725	156,892,297	22.72
個人 Individuals	60	61,517	0.01	72	71,721	0.01	96	84,475	0.01
その他法人 Other companies	995	63,753,174	9.23	1,102	74,165,425	10.74	1,255	75,831,828	10.98
個人・その他 Individuals and others	82,425	91,080,231	13.18	102,361	110,095,064	15.94	120,877	128,149,045	18.55
自己名義株式 Treasury stock	1	7,037,973	1.02	1	2,077,869	0.30	1	2,347,941	0.34
合 計 Total	84,580	690,683,466	100.00	104,577	690,683,466	100.00	123,242	690,683,466	100.00

議決権を有する株主	Total number of shareholders with voting rights	78,135 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	6,825,147 個 Rights	2019年度 期末 (Jan.31, 2020) 8,166 株 Shares
期中平均株式数(個別)	Average total number of shares issued during the term(non-consolidated)	686,585,404 株 Shares ※	2019年度 第2四半期末 (July 31, 2019) 6,605 株 Shares
期中平均株式数(連結)	Average total number of shares issued during the term(consolidated)	686,401,345 株 Shares ※	2018年度 期末 (Jan.31, 2019) 5,604 株 Shares
期末発行済株式数(個別)	Total number of shares issued (non-consolidated)	683,645,493 株 Shares ※	2019年度に行った自己株式の買入れ 5,010,622 株 Shares (Repurchase of shares during the term) (取得総額 10,012 百万円) (Total of 10,012 million yen)
期末発行済株式数(連結)	Total number of shares issued (consolidated)	683,461,396 株 Shares ※	

※自己株式数を除く Excluding treasury stock