

平成28年3月期 (March 31, 2016)

FACT SHEETS

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March 31, 2016 (Consolidated)

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March 31, 2016 (Non-consolidated)

住友不動産株式会社

Sumitomo Realty & Development Co., Ltd.

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平成28年3月期(Mar.-16) 連結決算(Consolidated base)

[損益計算書](Statements of operations)

		24/3	25/3	26/3	27/3	28/3	29/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
単位:百万円	(¥million)						
営業収益	Revenue from operations	688,662	736,652	780,273	806,835	854,964	880,000
売上総利益	Gross profit	198,225	206,739	221,286	226,870	240,773	251,000
粗利益率	Gross profit margin	28.8%	28.1%	28.4%	28.1%	28.2%	28.5%
広告費	Selling expenses	10,343	13,294	13,702	15,040	17,912	18,000
一般管理費	G & A expenses	40,417	42,099	47,112	45,935	48,620	55,000
販管費	S,G&A expenses	50,760	55,394	60,815	60,976	66,532	73,000
営業利益	Operating income	147,465	151,345	160,471	165,894	174,240	178,000
営業利益率	Operating income margin	21.4%	20.5%	20.6%	20.6%	20.4%	20.2%
受取利息・配当金	Interest & dividend income	3,760	4,090	4,629	5,260	5,574	6,000
その他	Others	681	634	646	642	739	500
営業外収益	Non-operating income	4,442	4,724	5,276	5,902	6,313	6,500
支払利息	Interest expenses	35,824	31,888	26,971	26,246	24,489	23,000
その他	Others	8,171	9,264	8,239	6,495	7,640	6,500
営業外費用	Non-operating expenses	43,995	41,153	35,210	32,742	32,129	29,500
(金融収支)	(Net interest receive)	(▲32,064)	(▲27,798)	(▲22,342)	(▲20,986)	(▲18,915)	(▲17,000)
経常利益	Ordinary profit	107,912	114,916	130,536	139,055	148,424	155,000
固定資産売却益	Gain on sale of fixed assets	428	21	19	3	114	
投資有価証券売却益	Gain on sale of investments in securities	0	1,769	1,429		428	
その他	Others	20	36	235		3	
特別利益	Extraordinary income	449	1,827	1,684	3	546	
固定資産売却損	Loss on sale of fixed assets	398	10	2	3		
固定資産減損損失	Loss on impairment of fixed assets	5,617	16,966	15,068	3,810	10,806	
固定資産除却損	Loss on disposal of fixed assets	554	1,404	1,918	3,105	1,145	
投資有価証券評価損	Loss on devaluation of investments in securities	3,740	2,086	96	30	465	
関係会社株式評価損	Loss on devaluation of common stocks of subsidiaries and affiliates	854					
その他	Others	28	212	13	1,443	999	
特別損失	Extraordinary loss	11,194	20,681	17,099	8,392	13,416	10,000
税金等調整前当期利益	Income before income taxes	97,167	96,062	115,121	130,666	135,553	145,000
法人税等	Income tax and other taxes	41,840	33,924	42,603	47,445	44,729	45,000
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	2,090	2,312	2,820	2,654	3,026	3,000
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	53,236	59,825	69,697	80,566	87,797	97,000
減価償却費	Depreciation	36,049	37,761	35,311	33,519	34,574	42,000

[セグメント情報](Segment Information)

(1) 営業収益 Revenue from operations 単位: 百万円 (¥million)		24/3	25/3	26/3	27/3	28/3	29/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
賃貸事業	Leasing	271,811	278,316	283,729	289,117	313,340	330,000
販売事業	Sales	198,153	232,149	234,093	264,207	274,760	280,000
完工事業	Housing Construction	165,995	171,081	201,190	188,994	199,115	200,000
流通事業	Brokerage	49,396	50,957	57,210	58,486	61,496	63,000
合計	Total	688,662	736,652	780,273	806,835	854,964	880,000

(2) 営業利益 Operating income 単位: 百万円 (¥million)		24/3	25/3	26/3	27/3	28/3	29/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
賃貸事業	Leasing	89,636	94,186	97,951	104,441	111,327	119,000
販売事業	Sales	37,892	38,923	39,208	43,781	44,187	44,500
完工事業	Housing Construction	16,476	15,758	18,708	12,962	15,300	15,500
流通事業	Brokerage	14,539	14,494	17,961	16,462	17,722	18,000
合計	Total	147,465	151,345	160,471	165,894	174,240	178,000

(3) 営業利益率 Operating income margin		24/3	25/3	26/3	27/3	28/3	29/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
賃貸事業	Leasing	33.0%	33.8%	34.5%	36.1%	35.5%	36.1%
販売事業	Sales	19.1%	16.8%	16.7%	16.6%	16.1%	15.9%
完工事業	Housing Construction	9.9%	9.2%	9.3%	6.9%	7.7%	7.8%
流通事業	Brokerage	29.4%	28.4%	31.4%	28.1%	28.8%	28.6%
合計	Total	21.4%	20.5%	20.6%	20.6%	20.4%	20.2%

(4) 資産 Assets of segment 単位: 百万円 (¥million)		24/3	25/3	26/3	27/3	28/3	29/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
賃貸事業	Leasing	2,840,515	2,884,179	3,010,806	3,123,992	3,194,739	/
販売事業	Sales	678,886	732,713	749,259	844,622	888,578	
完工事業	Housing Construction	13,823	15,358	17,924	16,326	18,166	
流通事業	Brokerage	12,808	12,490	13,813	18,404	19,135	
合計	Total	3,859,698	4,105,500	4,220,428	4,523,804	4,675,914	/

(5) 従業員数 Number of employees		24/3	25/3	26/3	27/3	28/3	29/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
賃貸事業	Leasing	2,599	2,811	2,957	3,111	3,312	/
販売事業	Sales	832	866	949	1,019	1,065	
完工事業	Housing Construction	2,881	3,234	3,493	3,563	3,609	
流通事業	Brokerage	2,665	2,842	3,004	3,034	3,037	
合計	Total	9,954	10,741	11,473	11,855	12,116	/

[事業の概況]

(1)賃貸事業部門(Leasing)		24/3	25/3	26/3	27/3	28/3	29/3
【連結ベース】(Consolidated base)		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
単位:千㎡ (1,000㎡)							
期末延床面積	Gross floor area	4,160	4,145	4,094	4,104	4,395	
所有	Outright ownership	3,109	3,135	3,171	3,189	3,493	
サブリース事業	Sub-lease business	1,051	1,010	923	914	902	
東京都区部	Tokyo 23wards	3,924	3,896	3,851	3,859	4,155	
その他	Other Area	235	249	243	245	240	

オフィス期末空室率(※)	Vacancy rate	7.8%	7.1%	5.9%	4.9%	4.7%
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※ 竣工後1年を経過したオフィスビルの空室率 (Vacancy rate for existing buildings)

(2)販売事業部門(Sales)		24/3	25/3	26/3	27/3	28/3	29/3
【連結ベース】(Consolidated base)		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
単位:戸、百万円 (units、¥million)							
マンション新規発売戸数	Condominium units supplied	3,329	4,611	5,473	6,305	5,073	5,500
マンション契約戸数	Condominium units sold	4,034	5,151	5,634	5,204	5,524	5,500
マンション完成済み未契約戸数	Condominium units unsold	638	716	488	929	1,324	

計上戸数	Units delivered	4,119	4,688	4,958	5,351	4,996	5,100
マンション・戸建	Condominiums & Detached houses	4,033	4,618	4,900	5,260	4,898	5,000
宅地	Land lots	86	70	58	91	98	100
売上高	Sales income	198,153	232,149	234,093	264,207	274,760	280,000
マンション・戸建	Condominiums & Detached houses	188,180	222,186	226,470	247,586	263,014	270,000
宅地	Land lots	7,623	7,168	5,334	12,020	8,684	} 10,000
その他	Others	2,350	2,794	2,288	4,599	3,062	

(3)完工事業部門(Housing Construction)		24/3	25/3	26/3	27/3	28/3	29/3
【連結ベース】(Consolidated base)		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)	通期予想 (Mar.-17)
単位:棟、百万円 (units、¥million)							
受注棟数	Units contracted	9,196	10,040	10,053	9,765	11,336	11,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	7,228	7,651	7,623	7,310	8,454	8,600
注文住宅	Custom Home	1,968	2,389	2,430	2,455	2,882	3,000

計上棟数	Units delivered	9,013	9,129	10,414	10,001	10,729	10,900
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	7,141	7,260	8,038	7,775	8,150	8,200
注文住宅	Custom Home	1,872	1,869	2,376	2,226	2,579	2,700
売上高	Revenue from housing business	165,995	171,081	201,190	188,994	199,115	200,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	90,188	92,834	105,354	104,128	105,296	106,000
注文住宅	Custom Home	52,496	52,676	69,347	68,126	77,926	79,000
その他	Others	23,311	25,571	26,489	16,740	15,893	15,000

[連結キャッシュ・フロー計算書](Consolidated Statements of Cash Flows)

		24/3	25/3	26/3	27/3	28/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)
単位: 百万円	(¥million)					
税金等調整前当期純利益	Income before income taxes	97,167	96,062	115,121	130,666	135,553
減価償却費	Depreciation and amortization	36,049	37,761	35,311	33,519	34,574
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△839	38	△3,006	△582	△2,095
固定資産売却益	Gain on sale of property and equipment	△30	△11	△16	△0	△114
固定資産減損損失	Loss on impairment of fixed assets	5,617	16,966	15,068	3,810	10,806
売上債権の増加額(△)又は減少額	Decrease (Increase) in notes and accounts receivable -- trade	△2,866	△1,243	△529	△8,740	7,441
たな卸資産の増加額(△)	Increase in inventories	△14,347	△104,737	△24,291	△88,915	△51,301
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	2,907	4,159	6,671	21,445	△12,363
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	△2,144	15,962	4,260	△3,506	10,981
法人税等の支払額	Payments for income tax and other taxes	△30,742	△39,338	△38,340	△47,326	△46,985
その他	Other -- net	10,631	7,974	6,744	△5,301	9,610
営業活動によるキャッシュ・フロー		101,402	33,594	116,993	35,067	96,107
Net cash provided by (used in) operating activities						
有形固定資産の取得による支出	Payments for purchases of property and equipment	△112,293	△57,623	△181,471	△149,517	△91,296
有形固定資産の売却による収入	Proceeds from sale of property and equipment	1,485	677	108	141	403
有価証券/投資有価証券の純増減	Decrease (increase) in securities	△8,264	△46,140	△22,956	△8,010	△16,279
敷金及び保証金の純増減	Decrease in guarantee and lease deposits paid to lessors	8,421	7,827	13,517	4,602	3,284
預り敷金及び保証金の純増減	Increase (Decrease) in guarantee and lease deposits received	810	△3,966	1,403	6,780	13,646
共同投資事業出資預託金の純増減	Receipts (Restitution) of deposits from partnership investors	39,143	42,242	△103,285	△72,882	△24,114
その他	Other -- net	△1,403	4,450	△2,765	△2,031	8,971
投資活動によるキャッシュ・フロー		△72,100	△52,531	△295,449	△220,917	△105,384
Net cash used in investing activities						
短期借入金・CPの純増減	Increase (Decrease) in short-term bank loans & CP	△46,044	27,782	△52,500	△57,900	△8,282
社債の純増減	Increase (Decrease) in bonds and notes	△60,000		70,000	30,000	△20,000
長期借入金の純増減	Increase in long-term debt	106,808	96,627	141,108	305,715	185,337
SPC借入金・社債の純増減	Decrease in non-recourse loans and bonds	△9,885	△27,818	△9,138	△50,988	△25,182
配当金の支払額	Cash dividends paid	△9,484	△9,482	△9,482	△9,480	△10,429
その他	Other -- net	△11,458	15,648	△42,532	△29,532	△76,463
財務活動によるキャッシュ・フロー		△30,065	102,757	97,454	187,814	44,980
Net cash provided by (used in) financing activities						
現金及び現金同等物の増加額又は減少額		△1,227	84,532	△78,508	4,041	35,830
Net increase (decrease) in cash and cash equivalents						
現金及び現金同等物の期首残高		119,748	140,199	224,732	146,223	150,264
Cash and cash equivalents at beginning of year						
現金及び現金同等物の期末残高		140,199	224,732	146,223	150,264	185,989
Cash and cash equivalents at end of year						

[財務の状況](Financial Indices)

(1) 総資産、自己資本

		24/3	25/3	26/3	27/3	28/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)
単位: 百万円	Total assets & Equity (¥million)					
総資産	Total assets	3,859,698	4,105,500	4,220,428	4,523,804	4,675,914
ROA	Return On Assets(※1)	4.3%	3.9%	4.0%	3.9%	3.9%
自己資本	Shareholders' equity	553,843	627,011	707,947	832,462	888,099
自己資本比率	Equity ratio	14.3%	15.3%	16.8%	18.4%	19.0%
	劣後ローンの資本性考慮後(※2)	16.7%	15.6%	17.1%	18.7%	-
ROE	Return On Equity(※3)	9.9%	10.1%	10.4%	10.5%	10.2%

(※1)(営業利益+受取利息・配当金)÷総資産(期首期末平均)(Operating income + Interest & Dividend income/Total assets)

(※2)劣後ローンの資本性認定額を自己資本とした場合(資本性認定額:平成24年3月期まで900億円、平成25年3月期から平成27年3月期まで150億円)

(When certain amount of Subordinated loan is certified as Shareholders' equity: ¥90 billion up until March 2012 fiscal year, and ¥15 billion from March 2013 fiscal year until March 2015 fiscal year)

(※3)当期利益÷自己資本(期首期末平均)(Net income/Shareholders' equity)

(2) 連結有利子負債

		24/3	25/3	26/3	27/3	28/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)
単位: 百万円	Interest-bearing debt (¥million)					
CP	Commercial Paper	19,994	59,976	31,995	-	-
短期借入	Short-term loans	149,700	137,500	113,000	87,000	78,718
長期借入	Long-term loans	1,392,668	1,549,295	1,690,403	1,996,218	2,241,556
社債	Bonds; Debentures	340,000	340,000	410,000	440,000	420,000
劣後ローン	Subordinated loan	120,000	60,000	60,000	60,000	-
SPC長期借入金・社債	Non-recourse loans and bonds	531,753	503,935	494,797	443,809	418,627
連結有利子負債	Interest-bearing debt	2,554,115	2,650,706	2,800,195	3,027,027	3,158,901
長期比率	Ratio of long-term debt	93%	93%	95%	97%	98%
固定金利比率	Ratio of fixed-interest debt	80%	80%	82%	87%	94%
現金・預金	Cash, time and notice deposits	146,475	225,774	147,266	151,367	187,233
連結純有利子負債	Net interest-bearing debt	2,407,640	2,424,932	2,652,929	2,875,660	2,971,668
デットエクイティレシオ	Net D/E Ratio(※4)	4.3	3.9	3.7	3.5	3.3
	劣後ローンの資本性考慮後(※2)	3.6	3.8	3.6	3.4	-
インタレストカバレッジ	Interest Coverage(※5)	4.2	4.9	6.1	6.5	7.3
純有利子負債/営業利益倍率	Net Debt/Operating Income Ratio(※6)	15.9	15.6	16.1	16.8	16.5

(※4)連結純有利子負債÷連結自己資本(Net Interest-bearing debt/Shareholders' equity)

(※5)(営業利益+受取利息・配当金)÷支払利息(Operating income + Interest & Dividend income/Interest expenses)

(※6)連結純有利子負債÷(営業利益+受取利息・配当金)(Net Interest-bearing debt/Operating income + Interest & Dividend income)

(3) 賃貸セグメント資産総利回り

		24/3	25/3	26/3	27/3	28/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)
単位: 百万円	Return on leasing assets (¥million)					
賃貸営業利益	Operating income of leasing business	89,636	94,186	97,951	104,441	111,327
減価償却費	Depreciation	33,990	35,557	32,975	31,047	32,098
賃貸キャッシュフロー	Cash flows from leasing business	123,626	129,743	130,926	135,488	143,425
賃貸セグメント資産	Assets of leasing segment	2,840,515	2,884,179	3,010,806	3,123,992	3,194,739
預り敷金及び保証金	Guarantee & security deposits received from tenants	▲ 165,002	▲ 160,469	▲ 161,486	▲ 168,273	▲ 181,497
賃貸投資残	Net investments of leasing business	2,675,513	2,723,710	2,849,320	2,955,719	3,013,242
賃貸セグメント資産総利回り	Return on leasing assets(※7)	5.3%	4.8%	4.7%	4.7%	4.8%

(※7)賃貸キャッシュフロー÷賃貸投資残(期首期末平均)(Cash flows from leasing business/Net assets of leasing business)

(参考)平成28年3月期(Mar.-16) 単体推移(Non-consolidated base)

[損益計算書](Statements of operations)

		24/3	25/3	26/3	27/3	28/3
		(Mar.-12)	(Mar.-13)	(Mar.-14)	(Mar.-15)	(Mar.-16)
単位: 百万円	(¥million)					
賃貸事業	Leasing	248,460	250,372	248,827	250,927	270,440
販売事業	Sales	192,232	228,033	228,764	255,650	266,469
完成工事事業	Housing Construction	142,667	145,494	174,599	171,957	183,002
その他事業	Others	2,250	2,645	3,110	3,007	3,172
営業収益	Revenue from operations	585,611	626,545	655,302	681,543	723,085
賃貸事業	Leasing	73,344	76,477	79,491	85,445	91,313
販売事業	Sales	45,422	49,149	49,464	55,378	56,566
完成工事事業	Housing Construction	36,874	36,727	43,267	40,786	44,761
その他事業	Others	2,210	2,607	3,082	2,988	3,153
売上総利益	Gross profit	157,852	164,960	175,305	184,598	195,794
賃貸事業	Leasing	29.5%	30.5%	31.9%	34.1%	33.8%
販売事業	Sales	23.6%	21.6%	21.6%	21.7%	21.2%
完成工事事業	Housing Construction	25.8%	25.2%	24.8%	23.7%	24.5%
その他事業	Others	98.2%	98.6%	99.1%	99.4%	99.4%
粗利益率	Gross profit margin	27.0%	26.3%	26.8%	27.1%	27.1%
販売費	Selling expenses	12,522	14,627	15,147	17,390	19,198
一般管理費	G & A expenses	26,739	28,342	33,202	33,579	36,628
販管費	S,G&A expenses	39,261	42,970	48,349	50,970	55,827
営業利益	Operating income	118,590	121,990	126,955	133,628	139,967
受取利息・配当金	Interest & dividend income	7,392	7,905	7,821	8,161	8,506
その他	Others	362	488	348	590	1,101
営業外収益	Non-operating income	7,755	8,394	8,169	8,752	9,607
支払利息	Interest expenses	27,114	22,995	19,143	19,359	19,104
その他	Others	7,553	8,681	7,438	5,636	6,813
営業外費用	Non-operating expenses	34,667	31,677	26,582	24,996	25,917
(金融収支)	(Net interest receive)	(▲19,722)	(▲15,090)	(▲11,322)	(▲11,198)	(▲10,598)
経常利益	Ordinary profit	91,678	98,707	108,543	117,384	123,657
固定資産売却益	Gain on sales of fixed assets	402		9	0	88
投資有価証券売却益	Gain on sale of investments in securities		1,723	1,429		350
その他	Others	15	56			3
特別利益	Extraordinary income	417	1,779	1,438	0	441
固定資産売却損	Loss on sale of fixed assets	398	10	0		
固定資産減損損失	Loss on impairment of fixed assets	5,617	16,968	15,160	3,810	10,806
固定資産除却損	Loss on disposal of fixed assets	502	1,127	1,638	2,997	1,054
投資有価証券評価損	Loss on devaluation of investments in securities	3,740	2,086	96	30	465
関係会社株式評価損	Loss on devaluation of common stocks of subsidiaries and affiliates	854				
その他	Others	28	563	410	845	171
特別損失	Extraordinary loss	11,141	20,756	17,305	7,683	12,497
税引前当期利益	Income before income taxes	80,954	79,730	92,676	109,701	111,601
法人税等	Income tax and other taxes	33,179	27,234	34,398	38,053	35,773
当期利益	Profit	47,775	52,495	58,278	71,647	75,827
減価償却費	Depreciation	22,870	25,835	24,324	23,218	24,839