

**平成14年3月期 (March 31,2002)**

**FACT SHEETS**

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March 31,2002 (Consolidated)

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March 31,2002 (Non-consolidated)

**住友不動産株式会社**

Sumitomo Realty & Development Co., Ltd.

(ご照会先)

- REFERENCE -

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[損益計算書](Statements of operations)		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
単位：億円(¥100million)								
営業収益	Revenue from operations	3,649	3,891	4,216	4,592	4,979	2,150	5,500
売上総利益	Gross profit	755	859	1,016	1,096	1,207	510	1,320
粗利益率	Gross profit margin	20.7%	22.1%	24.1%	23.9%	24.2%	23.7%	24.0%
広告費	Selling expenses	44	57	45	61	81	35	90
一般管理費	G & A expenses	213	211	244	283	303	150	315
貸倒引当金繰入額	Provision for allowance for doubtful receivables	45	26	21	1	19	5	15
販管費	S,G&A expenses	301	294	310	344	403	190	420
営業利益	Operating profit	454	565	705	752	804	320	900
受取利息・配当金	Interest & dividend income	27	25	18	12	10	5	10
有価証券売却益	Gain on sales of marketable securities	11	13	1	-	-	-	-
その他	Others	9	18	24	27	12	5	10
営業外収益	Non-operating income	46	56	43	39	22	10	20
支払利息	Interest expenses	361	370	411	354	287	145	290
有価証券評価損	Loss on devaluation of marketable securities	67	13	30	-	-	-	-
その他	Others	21	22	37	52	68	35	70
営業外費用	Non-operating expenses	449	404	478	406	355	180	360
(金融収支)	(Net interest receive)	( 334)	( 345)	( 393)	( 342)	( 277)	( 140)	( 280)
経常利益	Recurring profit	51	217	271	385	471	150	560
固定資産売却益	Gain on sales of fixed assets		3	625				
関係会社株式売却益	Gain on sale of investments in subsidiary		26	4				
その他	Others		0		1	1		
特別利益	Extraordinary income	0	29	629	1	1	0	0
投資有価証券評価損	Loss on devaluation of investments in securities					38		
貸倒損失	Write offs of bad debt	50	1	43	501			
貸倒引当金繰入額	Provision for allowance for doubtful accounts of a consolidated subsidiary	625			148			
退職給付会計移行時差異償却	Provision for employees' retirement benefits				17			
販売用不動産整理損	Loss from devaluation of inventories			249				
海外事業整理損	Loss from restructuring of overseas business			226				
過年度賃借料修正損	Loss on adjustment of prior year's sub-lease bussiness rent			142				
投資有価証券売却損	Loss on sale of investments in securities		34					
有価証券売却損	Loss on sale of marketable securities		21					
その他	Others	6	2	18	11	11		
特別損失	Extraordinary loss	681	57	678	677	49	10	10
税金等調整前当期利益 ( 損失 )	Income( loss) before income taxes	630	188	222	291	423	140	550
当期純利益 ( 損失 )	Net income ( loss )	660	110	147	180	230	70	300
減価償却費	Depreciation	136	103	113	104	107	60	150

(1) 営業収益 (Revenue from operations)		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
単位：億円(¥100million)								
賃貸事業	Leasing	1,447	1,519	1,528	1,646	1,780	925	1,930
販売事業	Sales	1,256	1,377	1,505	1,492	1,704	490	1,890
完工事業	Housing	621	666	872	1,135	1,153	550	1,300
流通事業	Brokerage	275	280	319	349	362	180	380
<b>合計</b>		<b>Total</b>	<b>3,649</b>	<b>3,891</b>	<b>4,216</b>	<b>4,592</b>	<b>2,150</b>	<b>5,500</b>

(2) 営業利益 (Operating profit)		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
単位：億円(¥100million)								
賃貸事業	Leasing	370	437	458	464	492	265	555
販売事業	Sales	73	65	186	197	244	40	240
完工事業	Housing	1	24	48	40	48	5	60
流通事業	Brokerage	47	53	72	87	80	35	85
<b>合計</b>		<b>Total</b>	<b>454</b>	<b>565</b>	<b>705</b>	<b>752</b>	<b>320</b>	<b>900</b>

10 / 3 期は改訂後の連結財務諸表規則に基づき組み替えています。

(3) 営業利益率 (Operating profit margin)		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
賃貸事業	Leasing	25.6%	28.8%	29.9%	28.2%	27.6%	28.6%	28.8%
販売事業	Sales	5.8%	4.8%	12.3%	13.2%	14.3%	8.2%	12.7%
完工事業	Housing	0.1%	3.6%	5.5%	3.5%	4.1%	0.9%	4.6%
流通事業	Brokerage	17.0%	18.9%	22.6%	25.0%	22.0%	19.4%	22.4%
<b>合計</b>		<b>Total</b>	<b>12.4%</b>	<b>14.5%</b>	<b>16.7%</b>	<b>16.4%</b>	<b>14.9%</b>	<b>16.4%</b>

(4) 資産 (Assets of segment)		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3
単位：億円(¥100million)		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)
賃貸事業	Leasing	10,645	10,663	14,921	14,158	15,061
販売事業	Sales	2,853	2,198	1,286	1,523	1,934
完工事業	Housing	158	169	227	253	203
流通事業	Brokerage	270	230	211	272	210
<b>合計</b>		<b>Total</b>	<b>18,548</b>	<b>18,358</b>	<b>19,207</b>	<b>19,727</b>

(5) 従業員数 (Number of employees)		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)
賃貸事業	Leasing	-	-	1,171	1,206	1,257
販売事業	Sales	-	-	555	622	622
完工事業	Housing	-	-	1,262	1,686	1,835
流通事業	Brokerage	-	-	1,844	1,896	2,101
<b>合計</b>		<b>Total</b>	<b>-</b>	<b>5,334</b>	<b>6,008</b>	<b>6,329</b>

(1) 賃貸事業部門(Leasing)  
 【連結ベース】(Consolidated base)  
 単位：千㎡(1,000㎡)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
期末延床面積	Gross floor area	-	-	2,105	2,232	2,360		
所有	Outright ownership	-	-	993	929	1,048		
賃借	Sub-lease	-	-	1,112	1,303	1,312		
期末建物貸付面積	Rent-generating floor area	-	-	1,591	1,677	1,772		
期末空室率(単独)	Vacancy rate	3.8%	4.5%	4.5%	2.3%	3.5%	4.5%	4.0%

(2) 販売事業部門(Sales)  
 【単独ベース】(Non-consolidated base)  
 単位：戸(units)、億円(¥100million)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
マンション新規発売戸数	Condominiums units supplied	2,246	2,982	3,903	4,490	4,442	2,100	4,500
マンション契約戸数	Condominiums units sold	2,042	3,153	3,796	4,215	4,358	2,100	4,400
期末完成在庫	Inventory	328	301	221	355	411		

計上戸数	Units delivered	3,171	3,360	3,610	3,598	4,105	1,150	4,500
マンション	Condominiums	3,009	3,011	3,408	3,397	3,994	1,130	4,400
戸建	Detached houses	132	205	120	121	12	} 20	} 100
宅地	Land lots	30	144	82	80	99		
売上高	Sales income	1,218	1,360	1,461	1,461	1,681	465	1,840
マンション	Condominiums	1,144	1,201	1,352	1,349	1,639	455	1,800
戸建	Detached houses	56	95	57	50	5	} 10	} 40
宅地	Land lots	17	47	37	61	33		
その他	Others	1	17	16	1	3		

(3) 完工事業部門(Housing)  
 【連結ベース】(Consolidated base)  
 単位：棟(units)、億円(¥100million)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
受注棟数	Units contracted	2,089	2,530	3,974	5,752	6,132	3,550	7,250
新築そっくりさん	"Shinchiku Sokkurisan"	462	695	1,569	2,951	3,770	2,300	4,800
アメリカンコンフォート	"American Comfort"	697	1,008	1,257	1,498	1,254	650	1,300
住友不動産ホーム	Sumitomo Fudosan Home	930	827	1,148	1,303	1,108	600	1,150

計上棟数	Units delivered	1,935	2,219	3,203	5,267	6,094	3,000	6,900
新築そっくりさん	"Shinchiku Sokkurisan"	334	577	1,020	2,664	3,547	2,000	4,500
アメリカンコンフォート	"American Comfort"	624	830	1,167	1,304	1,358	550	1,250
住友不動産ホーム	Sumitomo Fudosan Home	977	812	1,016	1,299	1,189	450	1,150
売上高	Revenue from housing business	621	666	872	1,135	1,153	550	1,300
新築そっくりさん	"Shinchiku Sokkurisan"	33	63	104	252	335	190	430
アメリカンコンフォート	"American Comfort"	119	165	230	263	282	115	260
住友不動産ホーム	Sumitomo Fudosan Home	253	203	245	296	276	100	260
ユニバーサルホーム	Universal Home	63	61	76	46	25	10	20
その他	Others	153	174	217	278	237	135	330

単位：億円(¥100million)	10/3	11/3	12/3	13/3	14/3	15/3 (予想)	
	(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期 (Sep-02)	通期 (Mar-03)
税金等調整前当期純利益又は損失 Income (Loss) before income tax and minority interest	-	-	222	291	423		
減価償却費 Depreciation and amortization	-	-	113	104	107		
貸倒引当金の減少額 Provision for allowance for doubtful accounts -- net	-	-	93	363	113		
固定資産売却益( )又は売却損 Loss (Gain) on sale of property and equipment	-	-	625	4	2		
海外事業整理損 Loss from reduction of overseas business	-	-	226	-	-		
売上債権の増加額( )又は減少額 Decrease (Increase) in notes and accounts receivable -- trade	-	-	85	3	9		
たな卸資産の増加額( )又は減少額 Decrease (Increase) in inventories	-	-	99	212	74		
営業貸付金及び長期営業貸付金の減少額 Decrease in trade loans receivable	-	-	157	963	126		
仕入債務の増加額又は減少額( ) Increase (Decrease) in notes and accounts payable -- trade	-	-	73	123	76		
前受金の増加額 Increase in advances received	-	-	39	74	28		
法人税等の支払額 Payments for income tax and other taxes	-	-	29	57	50		
その他 Other -- net	-	-	118	69	76		
<b>営業活動によるキャッシュ・フロー</b> Net cash provided by operating activities	-	-	384	33	441		
有形固定資産の取得による支出 Payments for purchases of property and equipment	-	-	980	550	562		
有形固定資産の売却による収入 Proceeds from sale of property and equipment	-	-	1,672	796	43		
有価証券/投資有価証券の純増減 Decrease (Increase) in securities	-	-	17	158	212		
差入保証金・敷金の純増減 Decrease in guarantee and lease deposits paid to lessors	-	-	446	509	85		
預り保証金の純増減 Increase (Decrease) in guarantee and lease deposits received	-	-	22	84	18		
共同投資事業出資預託金の純増減 Receipts of contributions to partnerships	-	-	298	553	921		
その他 Other -- net	-	-	150	118	135		
<b>投資活動によるキャッシュ・フロー</b> Net cash provided by investing activities	-	-	1,324	1,116	122		
短期借入金・CPの純増減 Decrease in short-term bank loans	-	-	3,490	331	63		
社債の純増減 Increase (Decrease) in bonds and notes	-	-	400	637	844		
長期借入金の純増減 Increase in long-term debt	-	-	1,028	49	9		
少数株主への株式発行による収入 Proceeds from issuance of common stock to minority shareholders	-	-	10	-	-		
配当金の支払額 Cash dividends paid	-	-	26	26	26		
その他 Other -- net	-	-	22	317	300		
<b>財務活動によるキャッシュ・フロー</b> Net cash used in financing activities	-	-	2,100	629	625		
現金及び現金同等物の増加額又は減少額 Net increase (decrease) in cash and cash equivalents	-	-	394	521	48		
現金及び現金同等物の期首残高 Cash and cash equivalents at beginning of year	-	-	796	402	924		
現金及び現金同等物の期末残高 Cash and cash equivalents at end of year	-	-	402	924	876		

(1) 総資産、自己資本 (Total assets & Equity)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期	通期
単位：億円(¥100million)							(Sep-02)	(Mar-03)
総資産	Total assets	18,548	18,358	19,207	19,035	19,727		
ROA (1)	Return On Assets	2.6%	3.2%	3.9%	4.0%	4.2%		
自己資本	Shareholders' equity	1,794	2,072	2,155	1,934	2,138		
自己資本比率	Equity Ratio	9.7%	11.3%	11.2%	10.2%	10.8%		
ROE (2)	Return On Equity	30.8%	5.7%	7.0%	8.8%	11.3%		

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

(2) 当期利益 ÷ 自己資本 (期首期末平均) (Net Income/Shareholder's Equity)

(2) 連結有利子負債 (Outstanding interest-bearing debt)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3	15 / 3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期	通期
単位：億円(¥100million)							(Sep-02)	(Mar-03)
CP	Commercial Paper	2,019	2,491	258	1,130	639		
短期借入	Short-term loans	4,208	3,332	3,285	2,047	2,476		
長期借入	Long-term loans	2,986	3,588	5,270	5,319	5,328		
社債	Bonds/Debentures	5,360	4,497	4,897	4,260	3,416		
連結有利子負債	Outstanding interest-bearing debt	14,573	13,908	13,710	12,757	11,859		
長期比率	Ratio of long-term debt	57%	58%	74%	75%	74%		
固定金利比率	Ratio of fixed-interest debt	60%	59%	75%	79%	73%		
デットエクイティレシオ (3)	D/E Ratio	8.12	6.71	6.36	6.60	5.55		
インタレストカバレッジ (4)	Interest Coverage	1.33	1.60	1.76	2.16	2.84		
保証・保証予約	Guarantee	2,289	2,272	113	101	70		
グループ総有利子負債	Outstanding interest-bearing debt (Incl. Guarantee)	16,862	16,180	13,823	12,857	11,929		

(3) 連結有利子負債 ÷ 連結自己資本 (Outstanding Interest-bearing Debt/Shareholders' Equity)

(4) (営業利益 + 受取利息・配当金) ÷ 支払利息 (Operating Profit + Interest & Dividend Income/Interest Expenses)

(3) 賃貸セグメント資産総利回り (Return on Leasing Assets)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)
単位：億円(¥100million)						
賃貸営業利益	Operating profit of leasing business	-	-	458	464	492
減価償却費	Depreciation	-	-	106	97	99
賃貸キャッシュフロー	Cash flows from leasing business	-	-	564	561	592
賃貸セグメント資産	Assets of leasing segment	-	-	14,921	14,158	15,061
預り保証金・敷金	Guarantee & security deposits received from tenants	-	-	1,269	1,323	1,306
賃貸投資残	Net assets of leasing business	-	-	13,652	12,835	13,755
賃貸セグメント資産総利回り (5)	Return on leasing assets	-	-	-	4.2%	4.5%

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

(4) 棚卸資産 (Turnover of sales business inventories)

		10 / 3	11 / 3	12 / 3	13 / 3	14 / 3
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)
単位：億円(¥100million)						
不動産販売事業収益	Revenue from sales business	1,256	1,377	1,505	1,492	1,704
棚卸資産	Inventories	2,577	2,067	1,283	1,492	1,785
棚卸資産回転率 (6)	Turnover of inventories	0.49	0.67	1.17	1.00	0.96

(6) 不動産販売事業収益 ÷ 棚卸資産 (Revenue from sales business/Inventories)

## [損益計算書](Statements of operations)

		10/3	11/3	12/3	13/3	14/3	15/3 (予想)	
		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	中間期	通期
単位：億円(¥100million)		(Mar-98)	(Mar-99)	(Mar-00)	(Mar-01)	(Mar-02)	(Sep-02)	(Mar-03)
賃貸事業	Leasing	1,222	1,287	1,310	1,451	1,595	835	1,735
販売事業	Sales	1,218	1,360	1,461	1,461	1,681	465	1,840
完成工事業	Housing	151	203	231	454	617	305	690
その他事業	Others			43	45	49	25	65
<b>営業収益</b>	Revenue from operations	2,592	2,850	3,045	3,412	3,943	1,630	4,330
賃貸事業	Leasing	312	366	359	361	381	205	425
販売事業	Sales	123	132	236	257	321	60	315
完成工事業	Housing	38	49	34	80	126	65	155
その他事業	Others			37	40	45	25	60
<b>売上総利益</b>	Gross profit	474	547	667	738	873	355	955
賃貸事業	Leasing	25.5%	28.5%	27.4%	24.9%	23.9%	24.6%	24.5%
販売事業	Sales	10.1%	9.7%	16.2%	17.6%	19.1%	12.9%	17.1%
完成工事業	Housing	25.2%	24.2%	14.7%	17.7%	20.4%	21.3%	22.5%
その他事業	Others			87.5%	87.9%	90.4%	100.0%	92.3%
<b>粗利益率</b>	Gross profit margin	18.3%	19.2%	21.9%	21.6%	22.1%	21.8%	22.1%
販売費	Selling expenses	62	83	74	98	114	45	125
一般管理費	G & A expenses	63	62	72	106	136	70	145
<b>販管費</b>	S,G&A expenses	125	146	146	204	251	115	270
<b>営業利益</b>	Operating profit	348	402	520	534	622	240	685
受取利息・配当金	Interest & dividend income	16	12	9	12	61	35	65
その他	Others	5	14	9	19	6	5	5
<b>営業外収益</b>	Non-operating income	22	26	17	31	67	40	70
支払利息	Interest expenses	289	294	298	278	266	135	275
有価証券評価損	Loss on devaluation of marketable securities	62	12	27				
その他	Others	9	20	30	46	71	35	70
<b>営業外費用</b>	Non-operating expenses	359	325	355	325	336	170	345
<b>(金融収支)</b>	(Net interest receive)	( 272)	( 283)	( 289)	( 267)	( 205)	( 100)	( 210)
<b>経常利益</b>	Recurring profit	11	102	183	240	353	110	410
固定資産売却益	Gain on sales of fixed assets			625				
その他	Others		28		6	0		
<b>特別利益</b>	Extraordinary income	0	28	625	6	0	0	0
投資有価証券評価損	Loss on devaluation of investments in securities					36		
関係会社債権放棄額	Loss from forgiveness of loan receivable from an affiliated company	670			600			
退職給付会計移行時差異償却	Provision for employees' retirement benefits				12			
販売用不動産整理損	Loss from devaluation of inventories			246				
海外事業整理損	Loss from restructuring of overseas business			386				
投資評価引当金繰入額	Provision for losses on investments in affiliated companies			29				
過年度賃借料修正損	Loss on adjustment of prior year's sub-lease business rent			142				
有価証券売却損	Loss on sale of marketable securities		21					
その他	Others	1	11	4	15	4	5	10
<b>特別損失</b>	Extraordinary loss	671	32	807	627	40	5	10
<b>税引前当期利益</b>	Income( loss) before income taxes	661	98	1	380	313	105	400
<b>当期利益</b>	Net income ( loss)	661	57	0	220	181	60	230
<b>減価償却費</b>	Depreciation	96	71	68	68	70	40	105