



# Financial Factbook

**First Half of Fiscal Year Ending March 31, 2011**  
April 1 to September 30, 2010



**Daiwa House Industry Co.,Ltd.**

# Daiwa House Industry Financial Factbook

## 1st Half of Fiscal Year Ending March 31, 2011

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\* Remarks on appropriate use of forecasted results of operation and other special matters

Consolidated and non-consolidated business forecasts are based on assumptions in light of the information available as of the date ( Nov. 9, 2010 ) of announcement of this material and the factors of uncertainty that may possibly impact the future results of operation. The Group's actual results may differ significantly from those presented herein as a consequence of numerous factors such as the financial market, economic conditions, competitor situations and fluctuations in land prices.

#### 業績予想の適切な利用に関する説明、その他特記事項

連結及び個別の業績予想は、本資料の発表日現在(2010年11月9日)において入手可能な情報及び将来の業績に影響を与える不確実な要因に係る仮定を前提としています。今後実際の業績は、金融市場の動向、経済の状況、競合の状況や地価の変動の他、様々な要因によって大きく異なる結果となる可能性があります。



## Housing Starts / Sales of Houses

### 住宅着工戸数 / 住宅販売戸数

#### Housing Starts

##### 住宅着工戸数

(Thousands of units / 千戸)

	'06/03	'07/03	'08/03	'09/03	'10/03	'10/03-1H	'11/03-1H
<b>Housing starts</b> 住宅着工戸数	1,249	1,285	1,036	1,039	775	384	408
<b>Private-owned houses</b> 持家	353	356	312	311	287	148	159
<b>Subdivisions</b> 分譲 (一戸建)	138	138	121	107	95	45	56
<b>Condominiums for sale</b> 分譲 (マンション)	231	242	160	165	67	31	42
<b>Rental houses</b> 貸家【集合住宅】	518	538	431	445	311	152	146
<b>Prefabricated housing starts</b> プレハブ着工戸数	157	160	147	148	124	62	63
<b>Prefabricated housing share (%)</b> プレハブシェア (%)	12.5	12.4	14.2	14.3	16.0	16.0	15.4
<b>Private-owned houses</b> 持家	64	64	57	55	52	26	28
<b>Prefabricated housing share (%)</b> プレハブシェア (%)	18.0	17.9	18.2	17.8	18.0	17.6	17.3
<b>Subdivisions</b> 分譲 (一戸建・マンション)	7	8	9	6	4	2	2
<b>Prefabricated housing share (%)</b> プレハブシェア (%)	2.0	2.1	3.1	2.3	2.7	2.6	2.2
<b>Rental houses</b> 貸家【集合住宅】	85	87	81	86	67	33	33
<b>Prefabricated housing share (%)</b> プレハブシェア (%)	16.4	16.2	18.7	19.3	21.5	21.7	22.4

Source: Statistics for housing (including prefabricated) starts are from Housing Starts Survey by Ministry of Land, Infrastructure and Transport.

(注)住宅着工戸数及びプレハブ着工戸数は、「住宅着工統計」(国土交通省)より

#### Sales of Houses

##### 住宅販売戸数

(Units / 戸)

	'06/03	'07/03	'08/03	'09/03	'10/03	'10/03-1H	'11/03-1H	Forecasts '11/03予想
<b>Sales of houses</b> 住宅販売戸数	43,632	44,983	44,029	43,239	39,318	19,923	18,757	37,800
<b>Single-family houses, contracting</b> 戸建	9,641	9,309	9,070	8,586	8,609	4,420	4,187	8,540
<b>Subdivisions</b> 分譲	1,944	1,955	1,685	1,729	1,308	657	694	1,360
<b>Condominiums for sale</b> マンション	4,391	4,981	4,253	3,511	2,863	1,557	998	2,500
<b>Rental houses</b> 集合	27,656	28,738	29,021	29,413	26,538	13,289	12,878	25,400


**Financial Statements**  
**財務諸表**
**Consolidated Balance Sheets**
**連結貸借対照表**

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
<b>Assets</b>						
<b>資産の部</b>						
<b>Current assets</b>						
<b>流動資産</b>						
Cash and deposits						
現金預金	124,021	102,369	100,354	105,840	179,792	198,544
Notes receivable, accounts receivable from completed construction contracts and other						
受取手形・売掛金	60,631	60,238	63,337	51,445	75,815	77,766
Short-term investment securities						
有価証券	-	-	20	-	6	6
Inventories						
たな卸資産	368,334	432,328	495,612	396,443	300,002	291,431
Costs on uncompleted construction contracts						
未成工事支出金	49,560	59,259	72,602	57,444	15,098	13,566
Land for sale						
販売用土地	247,569	284,610	308,055	237,621	213,456	209,590
Buildings for sale						
販売用建物	48,464	63,375	87,686	76,574	51,527	47,292
Other						
その他の流動資産	69,192	72,672	103,450	108,800	125,830	125,020
Allowance for doubtful accounts						
貸倒引当金	-2,161	-1,274	-897	-1,342	-2,690	-2,524
<b>Total current assets</b>	<b>620,019</b>	<b>666,334</b>	<b>761,877</b>	<b>661,187</b>	<b>678,757</b>	<b>690,244</b>
<b>Noncurrent assets</b>						
<b>固定資産</b>						
Property, plant and equipment						
有形固定資産	505,471	602,260	642,816	728,953	778,610	780,080
Buildings and structures						
建物及び構築物	180,550	204,361	237,455	315,673	333,731	345,135
Land						
土地	286,699	344,107	341,407	356,002	389,587	383,081
Other						
その他	38,220	53,790	63,952	57,277	55,291	51,862
Intangible assets						
無形固定資産	11,791	17,116	12,410	13,176	20,153	20,563
Investments and other assets						
投資その他の資産	337,915	344,311	373,948	407,255	439,406	449,606
<b>Total noncurrent assets</b>	<b>855,178</b>	<b>963,688</b>	<b>1,029,175</b>	<b>1,149,385</b>	<b>1,238,170</b>	<b>1,250,250</b>
<b>Total assets</b>	<b>1,475,197</b>	<b>1,630,022</b>	<b>1,791,052</b>	<b>1,810,573</b>	<b>1,916,927</b>	<b>1,940,494</b>
<b>資産合計</b>						



Financial Statements  
財務諸表

## Consolidated Balance Sheets

## 連結貸借対照表

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
<b>Liabilities</b>						
<b>負債の部</b>						
<b>Current liabilities</b>						
<b>流動負債</b>						
Notes payable, accounts payable for construction contracts and other 支払手形・工事未払金等	169,853	253,255	189,860	129,843	113,807	105,634
Short-term loans payable 短期借入金	6,183	6,933	11,918	16,407	14,771	7,790
Current portion of long-term loans payable 一年以内返済予定の長期借入金	2,927	1,070	1,595	5,610	2,901	8,578
Commercial papers コマーシャル・ペーパー	-	-	20,000	-	-	-
Income taxes payable 未払法人税・事業税	16,211	15,832	23,163	6,962	24,037	11,064
Advances received on uncompleted construction contracts 未成工事受入金	65,423	62,870	58,628	61,054	27,403	32,091
Other その他の流動負債	166,769	149,626	179,158	152,757	161,679	159,853
<b>Total current liabilities</b>	<b>427,368</b>	<b>489,588</b>	<b>484,323</b>	<b>372,636</b>	<b>344,601</b>	<b>325,013</b>
<b>Noncurrent liabilities</b>						
<b>固定負債</b>						
Bonds payable 社債	-	-	-	-	105,300	105,300
Long-term loans payable 長期借入金	13,527	50,570	193,376	319,956	335,388	335,685
Other その他の固定負債	383,109	428,718	463,911	510,553	513,868	539,138
<b>Total noncurrent liabilities</b>	<b>396,637</b>	<b>479,288</b>	<b>657,287</b>	<b>830,509</b>	<b>954,556</b>	<b>980,123</b>
<b>Total liabilities</b>	<b>824,006</b>	<b>968,876</b>	<b>1,141,611</b>	<b>1,203,145</b>	<b>1,299,157</b>	<b>1,305,136</b>
<b>負債合計</b>						
<b>Interest-bearing liabilities (excl. lease obligations)</b>						
<b>有利子負債（リース債務除く）</b>	22,638	58,573	228,390	341,974	458,360	457,353
<b>Debt / Equity ratio (%)</b>						
<b>D/Eレシオ (%)</b>	3.9	8.9	36.1	56.4	74.3	72.1
<b>Net Debt / Equity ratio (%)</b>						
<b>ネットD/Eレシオ (%)</b>	-	-	20.2	38.9	45.2	40.8



Financial Statements  
財務諸表

## Consolidated Balance Sheets

## 連結貸借対照表

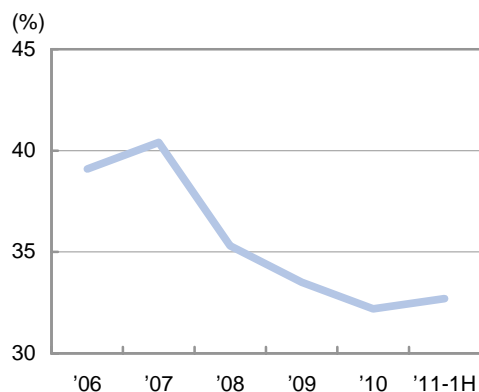
( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
<b>Minority interests</b> <b>少数株主持分</b>	74,656	-	-	-	-	-
<b>Shareholders' equity</b> <b>資本の部</b>						
Capital stock 資本金	110,120	-	-	-	-	-
Capital surplus 資本剰余金	148,019	-	-	-	-	-
Retained earnings 利益剰余金	355,494	-	-	-	-	-
Treasury stock 自己株式	-3,571	-	-	-	-	-
Revaluation reserve for land 土地再評価差額金	-63,392	-	-	-	-	-
Valuation difference on available-for-sale securities その他有価証券評価差額金	30,746	-	-	-	-	-
Foreign currency translation adjustment 為替換算調整勘定	-882	-	-	-	-	-
<b>Total shareholders' equity</b> <b>資本合計</b>	<b>576,534</b>	-	-	-	-	-
<b>Total liabilities, minority interests and shareholders' equity</b> <b>負債、少数株主持分及び資本合計</b>	<b>1,475,197</b>	-	-	-	-	-
<b>Net assets</b> <b>純資産の部</b>						
<b>Shareholders' equity</b> <b>株主資本</b>						
Capital stock 資本金	-	110,120	110,120	110,120	110,120	110,120
Capital surplus 資本剰余金	-	226,834	226,824	226,824	226,824	226,824
Retained earnings 利益剰余金	-	387,842	381,479	370,240	375,154	382,329
Treasury stock 自己株式	-	-7,692	-19,534	-19,553	-19,615	-19,623
<b>Total shareholders' equity</b> <b>株主資本合計</b>	-	<b>717,104</b>	<b>698,891</b>	<b>687,632</b>	<b>692,484</b>	<b>699,651</b>
<b>Valuation and translation adjustments</b> <b>評価・換算差額等</b>						
Valuation difference on available-for-sale securities その他有価証券評価差額金	-	29,873	13,432	2,034	6,696	6,154
Revaluation reserve for land 土地再評価差額金	-	-86,847	-79,195	-77,878	-77,593	-65,705
Foreign currency translation adjustment 為替換算調整勘定	-	-821	-556	-5,105	-4,765	-5,707
<b>Total valuation and translation adjustments</b> <b>評価・換算差額等合計</b>	-	<b>-57,795</b>	<b>-66,320</b>	<b>-80,949</b>	<b>-75,662</b>	<b>-65,257</b>
<b>Minority interests</b> <b>少数株主持分</b>	-	1,837	16,869	744	948	963
<b>Total net assets</b> <b>純資産合計</b>	-	<b>661,145</b>	<b>649,440</b>	<b>607,427</b>	<b>617,769</b>	<b>635,357</b>
<b>Total liabilities and net assets</b> <b>負債純資産合計</b>	-	<b>1,630,022</b>	<b>1,791,052</b>	<b>1,810,573</b>	<b>1,916,927</b>	<b>1,940,494</b>

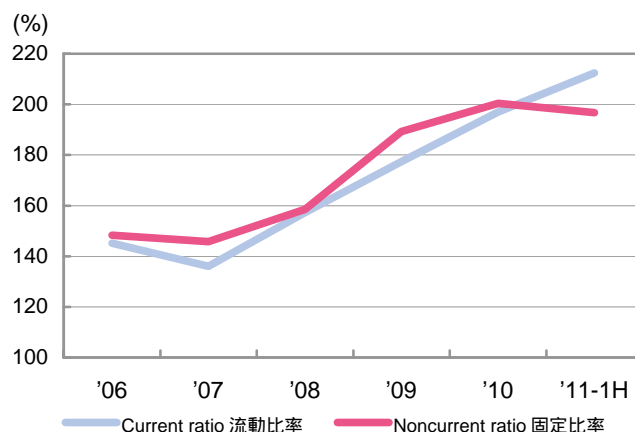


## Analysis of Financial Position 財政状態

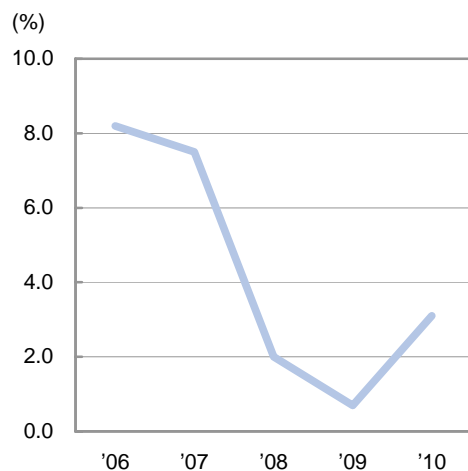
### Net Asset Ratio 自己資本比率



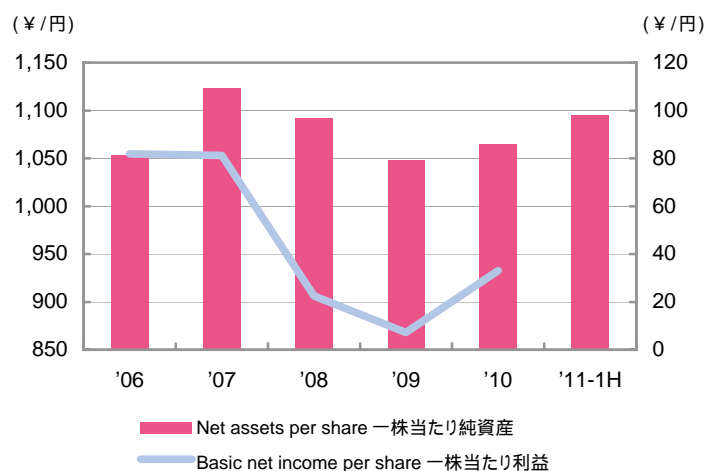
### Current Ratio / Noncurrent Ratio 流動比率 / 固定比率



### Return on Equity 自己資本当期純利益率



### Net Assets per Share (left scale) 一株当たり純資産 (左目盛) Basic Net Income per Share (right scale) 一株当たり利益 (右目盛)

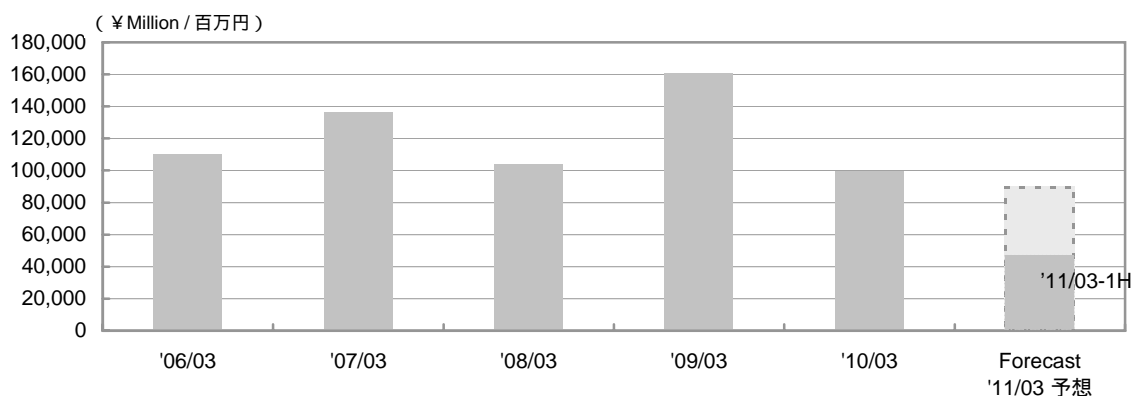


	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
Net asset ratio 自己資本比率	39.1	40.4	35.3	33.5	32.2	32.7
Current ratio 流動比率	145.1	136.1	157.3	177.4	197.0	212.4
Noncurrent ratio 固定比率	148.3	145.8	158.5	189.2	200.4	196.8
Return on equity 自己資本当期純利益率	8.2	7.5	2.0	0.7	3.1	-
Net assets per share (¥) 一株当たり純資産 (円)	1,053.37	1,122.88	1,092.04	1,047.50	1,065.15	1,095.53
Basic net income per share (¥) 一株当たり利益 (円)	81.88	81.15	22.46	7.20	33.00	-



## Capital Investments 設備投資

### Capital Investments 設備投資額



### Capital Investments 設備投資額

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
<b>Capital investments</b> <b>設備投資額</b>	<b>110,143</b>	<b>136,171</b>	<b>103,856</b>	<b>160,600</b>	<b>99,786</b>	<b>89,500</b>	<b>58,464</b>	<b>47,577</b>
Single-Family Houses 戸建住宅	-	-	-	-	4,338	3,100	2,670	1,286
Rental Housing 賃貸住宅	-	-	-	-	26,343	17,400	17,131	10,982
Condominiums マンション	-	-	-	-	2,416	2,400	964	729
Existing Home Business 住宅ストック	-	-	-	-	635	600	362	192
Commercial Facilities 商業施設	-	-	-	-	19,633	26,600	12,843	19,835
Business & Corporate Facilities 事業施設	-	-	-	-	26,528	17,500	16,329	2,933
Health & Leisure 健康余暇	-	-	-	-	2,584	5,800	1,242	3,113
Other Businesses その他	-	-	-	-	17,866	19,400	7,250	11,487
Eliminations/Corporate 消去又は全社	-	-	-	-	(559)	(3,300)	(329)	(2,984)

'11/03予想には、「資産除去債務に関する会計基準」の適用に伴う資産の増加額を含んでいます。

### 【 Reference / 参考 】

#### Previous Segmentation / 旧決算セグメント

( ¥ Million / 百万円 )

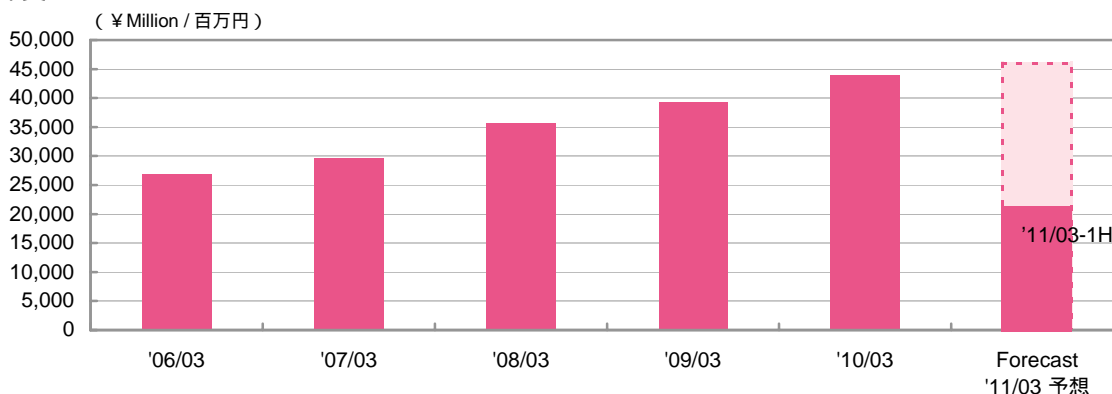
	'06/03	'07/03	'08/03	'09/03	'10/03	'10/03-1H
<b>Capital investments</b> <b>設備投資額</b>	<b>110,143</b>	<b>136,171</b>	<b>103,856</b>	<b>160,600</b>	<b>99,786</b>	<b>58,464</b>
Residential business 住宅事業	12,642	12,599	10,484	50,112	33,784	21,165
Commercial construction business 商業建築事業	77,100	98,812	71,060	89,259	46,159	29,172
Resort hotels and sports life business リゾート・スポーツ施設事業	3,072	2,677	2,794	2,378	2,564	1,231
Home center business ホームセンター事業	611	3,119	733	1,074	524	320
Other businesses その他事業	17,410	19,907	18,719	19,424	17,310	6,903
Eliminations/Corporate 消去又は全社	(694)	(945)	63	(1,648)	(557)	(329)





## Depreciation 減価償却費

### Depreciation 減価償却費



### Depreciation 減価償却費

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
<b>Depreciation</b> <b>減価償却費</b>	<b>26,814</b>	<b>29,536</b>	<b>35,621</b>	<b>39,318</b>	<b>43,917</b>	<b>46,000</b>	<b>21,085</b>	<b>21,714</b>
Single-Family Houses 戸建住宅	-	-	-	-	2,593	2,600	1,337	1,200
Rental Housing 賃貸住宅	-	-	-	-	5,792	6,800	2,692	3,224
Condominiums マンション	-	-	-	-	1,044	1,200	429	534
Existing Home Business 住宅ストック	-	-	-	-	357	500	138	197
Commercial Facilities 商業施設	-	-	-	-	12,519	13,200	5,877	6,193
Business & Corporate Facilities 事業施設	-	-	-	-	4,198	4,300	2,049	2,032
Health & Leisure 健康余暇	-	-	-	-	2,641	2,700	1,275	1,238
Other Businesses その他	-	-	-	-	13,862	13,800	6,895	6,739
Eliminations/Corporate 消去又は全社	-	-	-	-	908	900	389	353

#### 【 Reference / 参考 】

#### Previous Segmentation / 旧決算セグメント

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'10/03-1H
<b>Depreciation</b> <b>減価償却費</b>	<b>26,814</b>	<b>29,536</b>	<b>35,621</b>	<b>39,318</b>	<b>43,917</b>	<b>21,085</b>
Residential business 住宅事業	5,227	5,515	6,956	7,248	9,917	4,661
Commercial construction business 商業建築事業	7,897	8,971	10,923	13,979	16,715	7,926
Resort hotels and sports life business リゾート・スポーツ施設事業	1,918	1,915	2,579	2,859	2,524	1,217
Home center business ホームセンター事業	665	736	875	980	1,009	489
Other businesses その他事業	9,635	11,096	13,085	13,190	12,827	6,393
Eliminations/Corporate 消去又は全社	1,470	1,299	1,200	1,059	923	397



## Analysis of Operations 業績

### Consolidated Statements of Income

#### 連結損益計算書

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
<b>Net sales</b> 売上高	1,528,983	1,618,450	1,709,254	1,690,956	1,609,883	1,660,000	804,460	821,901
<b>Cost of sales</b> 売上原価	1,213,644	1,283,587	1,360,348	1,357,820	1,303,881	1,325,200	645,265	650,372
<b>Selling, general and administrative expenses</b> 販売費及び一般管理費	235,266	249,183	259,784	259,555	243,288	249,800	120,446	124,702
<b>Operating income</b> 営業利益	80,072	85,678	89,120	73,580	62,714	85,000	38,748	46,826
<b>Interest income and dividends income</b> 受取利息・配当金	1,590	2,142	2,602	2,840	3,103	-	1,331	2,205
<b>Equity in earnings of affiliates</b> 持分法による投資利益	350	289	315	542	1,242	-	741	348
<b>Total non-operating income</b> 営業外収益計	29,063	10,609	10,176	12,663	12,352	12,000	6,113	6,707
<b>Interest expenses</b> 支払利息	1,321	1,750	3,371	5,160	6,869	-	2,972	3,841
<b>Total non-operating expenses</b> 営業外費用計	6,062	6,931	38,006	46,388	15,030	17,000	6,146	6,001
<b>Ordinary income</b> 経常利益	103,073	89,356	61,290	39,855	60,036	80,000	38,715	47,532
<b>Extraordinary income</b> 特別利益	2,422	1,911	1,708	1,046	261	1,700	235	596
<b>Extraordinary loss</b> 特別損失	23,340	14,818	38,135	27,181	22,229	22,000	856	6,319
<b>Income before income taxes and minority interests</b> 税金等調整前当期純利益	82,155	76,449	24,862	13,720	38,069	59,700	38,094	41,808
<b>Income taxes</b> 法人税等	33,645	29,982	12,068	10,029	18,932	23,700	16,732	12,899
<b>Minority interests in income(loss)</b> 少数株主利益又は損失	3,325	73	-285	-479	22	0	2	-2
<b>Net income</b> 当期(四半期)純利益	45,184	46,393	13,079	4,170	19,113	36,000	21,359	28,910
<b>Basic net income per share ( ¥ )</b> 一株当たり利益(円)	81.88	81.15	22.46	7.20	33.00	62.17	36.88	49.93
<b>Dividend per share ( ¥ )</b> 一株当たり配当金(円)	20.00	20.00	24.00	24.00	17.00	17.00	-	-
<b>Dividend payout ratio (%)</b> 配当性向(%)	24.4	24.6	106.8	333.4	51.5	27.3	-	-
<b>Balance between financial income and expenses</b> 金融収支	269	392	-769	-2,320	-3,765	-	-1,640	-1,636
<b>Number of issued and outstanding shares (Thousands of share)</b> 発行済株式数(千株)	546,915	587,158	579,256	579,171	579,091	-	579,137	579,076



## Analysis of Operations 業績

### Sales by Segment

#### 8 事業領域別売上高

(¥ 100 Million / 億円)

	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
Single-Family Houses 戸建住宅	3,561	3,259	3,250	1,726	1,615
Rental Housing 賃貸住宅	4,496	4,490	4,805	2,238	2,438
Condominiums マンション	1,187	1,193	1,335	543	568
Existing Home Business 住宅ストック	348	469	595	207	285
Commercial Facilities 商業施設	3,039	2,856	2,760	1,409	1,338
Business & Corporate Facilities 事業施設	2,435	1,962	1,865	998	985
Health & Leisure 健康余暇	612	571	595	293	302
Other Businesses その他	2,223	2,109	2,210	1,040	1,090
Eliminations/Corporate 消去又は全社	(992)	(812)	(815)	(414)	(404)
<b>Total</b> 合計	16,909	16,098	16,600	8,044	8,219

### Operating Income (Loss) by Segment

#### 8 事業領域別営業利益(損失)

(¥ 100 Million / 億円)

	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
Single-Family Houses 戸建住宅	30	62	148	43	72
Rental Housing 賃貸住宅	341	386	415	200	240
Condominiums マンション	-101	-183	30	-52	-2
Existing Home Business 住宅ストック	7	17	40	5	19
Commercial Facilities 商業施設	339	344	325	171	169
Business & Corporate Facilities 事業施設	333	217	120	118	82
Health & Leisure 健康余暇	-10	-5	0	-1	-0
Other Businesses その他	49	10	27	13	11
Eliminations/Corporate 消去又は全社	(252)	(222)	(255)	(112)	(124)
<b>Total</b> 合計	735	627	850	387	468



## Reference Materials

## 参考資料

## Rental Housing / Condominiums

## 賃貸住宅 / マンション

## Management of rental housing units

## 賃貸住宅管理戸数の推移

(Units / 戸数)

		'06/03	'07/03	'08/03	'09/03	'10/03	'10/09
Daiwa Living Co., Ltd. 大和リビング	Management of rental housing units 賃貸住宅管理戸数	131,583	159,288	187,460	213,423	243,526	255,043
	Lump-sum contracts (occupancy guarantee) 一括借上(入居保証)戸数	101,371	126,647	152,012	176,116	204,354	215,240
	Occupancy rates(%) 入居率(%)	97.1	96.3	96.6	96.1	96.2	95.7
Daiwa Lease Co., Ltd. 大和リース	Management of rental housing units 賃貸住宅管理戸数	2,872	3,851	4,565	5,291	-	-
	Lump-sum contracts (occupancy guarantee) 一括借上(入居保証)戸数	2,738	3,717	4,425	5,183	-	-
	Occupancy rates(%) 入居率(%)	92.0	93.4	95.3	90.3	-	-
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Management of rental housing units 賃貸住宅管理戸数	8,543	9,757	10,783	12,076	12,996	13,372
	Lump-sum contracts (occupancy guarantee) 一括借上(入居保証)戸数	6,927	8,029	8,991	9,959	10,570	10,893
	Occupancy rates(%) 入居率(%)	95.0	93.8	94.3	94.0	94.5	95.3
Total 3社計	Management of rental housing units 賃貸住宅管理戸数	142,998	172,896	202,808	230,790	256,522	268,415
	Lump-sum contracts (occupancy guarantee) 一括借上(入居保証)戸数	111,036	138,393	165,428	191,258	214,924	226,133
	Occupancy rates(%) 入居率(%)	96.8	96.1	96.5	95.8	96.2	95.7

'09/04より大和リースの住宅事業は、大和リビングに移管されています。

## Management of condominium units

## 分譲型マンション管理戸数

(Units / 戸数)

		'06/03	'07/03	'08/03	'09/03	'10/03	'10/09
Daiwa Service Co., Ltd. ダイワサービス	Management of condominium units 管理戸数	46,355	52,587	58,275	63,271	67,945	69,417
	Entrustment agreements with HOAs 管理組合からの受託棟数	865	951	1,028	1,095	1,152	1,173
Daiwa LifeNext Co., Ltd. 大和ライフネクスト '09/09「コスモスライフ」を 子会社化し、'10/04より社名変更	Management of condominium units 管理戸数	-	-	-	-	129,937	129,706
	Entrustment agreements with HOAs 管理組合からの受託棟数	-	-	-	-	2,178	2,174
Total 2社計	Management of condominium units 管理戸数	46,355	52,587	58,275	63,271	197,882	199,123
	Entrustment agreements with HOAs 管理組合からの受託棟数	865	951	1,028	1,095	3,330	3,347



## Reference Materials

## 参考資料

## Commercial Facilities

## 商業施設

## Sublease areas of commercial construction

## 転貸建物面積の推移

		'06/03	'07/03	'08/03	'09/03	'10/03	'10/09
Daiwa Lease Co., Ltd. 大和リース	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	1,083,127	1,250,863	1,424,599	1,581,745	1,631,809	1,642,403
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	1,068,375	1,225,480	1,389,283	1,538,349	1,581,713	1,588,547
	Tenants テナント数	1,598	1,882	2,092	2,322	2,478	2,513
	Occupancy rates(%)* 入居率(%)*	98.6	98.0	97.5	97.3	96.9	96.7
Daiwa Information Service Co., Ltd. 大和情報サービス	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	724,342	891,904	1,004,589	1,129,528	1,236,900	1,263,191
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	720,424	886,370	991,153	1,113,035	1,220,523	1,243,943
	Tenants テナント数	1,058	1,405	1,564	1,773	2,001	2,054
	Occupancy rates(%)* 入居率(%)*	99.5	99.4	98.7	98.5	98.7	98.5
Daiwa Royal Co., Ltd. ダイワロイヤル	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	792,299	871,292	920,013	958,845	1,047,860	1,081,790
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	790,273	867,054	914,545	944,568	1,032,142	1,068,484
	Tenants テナント数	1,351	1,488	1,583	1,665	1,790	1,847
	Occupancy rates(%)* 入居率(%)*	99.7	99.5	99.4	98.5	98.5	98.8
Total 3社計	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	2,599,768	3,014,059	3,349,201	3,670,118	3,916,569	3,987,384
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	2,579,072	2,978,904	3,294,981	3,595,952	3,834,378	3,900,974
	Tenants テナント数	4,007	4,775	5,239	5,760	6,269	6,414
	Occupancy rates(%)* 入居率(%)*	99.2	98.8	98.4	98.0	97.9	97.8

\*Leasing floor space occupied/Total leasing floor space

\*入居面積/賃貸可能面積

## 【 Reference / 参考 】

## Management of Owned Commercial Facilities

## 自社保有商業施設の運営状況

		'10/03	'10/09
Daiwa House Industry Co., Ltd. 大和ハウス工業	Total leasing floor space(m <sup>2</sup> ) 貸付可能面積(m <sup>2</sup> )	349,153	362,178
	Leasing floor space occupied(m <sup>2</sup> ) 入居賃貸面積(m <sup>2</sup> )	322,550	332,505
	Tenants テナント数	680	698
	Occupancy rates(%)* 入居率(%)*	92.4	91.8



## Reference Materials

## 参考資料

## Health &amp; Leisure

## 健康余暇

## DAIWA ROYAL HOTELS

## ダイワロイヤルホテルズ

			'07/03	'08/03	'09/03	'10/03	'10/09
Number of guests 宿泊お客様数(人)	1H	上期	1,761,123	1,636,366	1,596,953	1,490,678	1,714,207
	2H	下期	1,525,192	1,463,770	1,343,032	1,369,155	
Room occupancy rates(%) 客室稼働率(%)	1H	上期	58.9	55.8	53.7	49.0	56.7
	2H	下期	53.2	53.4	46.9	48.1	
Number of Daiwa Royal club members メンバーズ期末会員数(人)			9,288	8,968	8,634	8,288	8,177

(Note) 30 hotels. / (注) ホテル数は30ヶ所

## Golf courses

## ゴルフ場

			'07/03	'08/03	'09/03	'10/03	'10/09
Number of guests ゴルフ場ご利用お客様数(人)	1H	上期	186,052	194,684	196,277	200,608	199,787
	2H	下期	161,573	159,077	162,595	164,633	
Number of members 期末会員数(人)	1H	上期	5,237	5,054	4,643	4,069	3,877
	2H	下期	5,161	4,928	4,492	3,944	

(Note) 10 golf courses. / (注) ゴルフ場は10ヶ所

## Sports club NAS

## スポーツクラブNAS

			'07/03	'08/03	'09/03	'10/03	'10/09
Number of members 期末会員数(人)			97,270	93,034	96,687	97,929	103,802

(Note) 53 sports clubs. / (注) スポーツクラブは53ヶ所

## Other Businesses City-Center Hotels

## その他事業 都市型ホテル部門

(Rooms / 客室数)

			'07/03	'08/03	'09/03	'10/03	'10/09
Room occupancy rates(%) 客室稼働率(%)	1H	上期	75.6	78.3	74.8	71.7	73.5
	2H	下期	75.5	74.2	69.4	70.6	
Daiwa Roynet Hotels ダイワロイネットホテル(ダイワロイヤル)			(8)	(10)	(14)	(20)	(24)
Royton Sapporo ロイトン札幌(大和ハウス工業)			1,675	2,085	2,916	4,354	5,203
OSAKA DAI-ICHI HOTEL 大阪第一ホテル(大阪マルビル)			(1)	(1)	(1)	(1)	(1)
Total 合計			292	292	292	292	292
			(1)	(1)	(1)	(1)	(1)
			448	447	447	446	446
			(10)	(12)	(16)	(22)	(26)
			2,415	2,824	3,655	5,092	5,941

(Note) Figures in parentheses indicate the number of hotels in each category.  
(注) ( )内はホテル数

## Home Center Business

## ホームセンター

			'07/03	'08/03	'09/03	'10/03	'10/09
Number of customers (Thousands) 購入お客様数(千人)	1H	上期	12,481	12,179	13,040	12,825	12,703
	2H	下期	11,732	11,576	11,626	11,714	
Sales account per customer (¥) お客様1人当たり購入単価(円)	1H	上期	2,282	2,337	2,303	2,255	2,239
	2H	下期	2,387	2,451	2,365	2,320	
Sales floor space (except out-mall selling space) (m <sup>2</sup> ) 期末店舗面積(外売場を除く)(m <sup>2</sup> )			207,476	233,936	234,749	220,308	220,308
Number of stores (Stores) 期末店舗数(店)			42	47	48	47	47

(Note) Excluding home renovation. / (注) リフォームを除く


**Reference Materials**  
**参考資料**
**Performance Indicators of Major Companies in the Daiwa House Group**
**大和ハウスグループ主要各社の経営指標**

( ¥ Million / 百万円 )

		Net Sales	Operating income	Ordinary income	Net income	Total assets	Net assets	Interest-bearing liabilities (excl. lease obligations)
		売上高	営業利益	経常利益	四半期純利益	総資産	純資産	有利子負債 (リース債務除く)
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業 (個別)	'09/09	532,431	29,105	31,307	19,216	1,308,716	552,918	245,000
	'10/09	514,908	32,074	37,650	25,714	1,435,229	560,927	355,000
Daiwa Lease Co., Ltd. 大和リース	'09/09	63,661	3,619	3,151	1,624	300,373	102,903	36,900
	'10/09	63,014	3,830	3,505	1,887	307,307	105,284	42,000
Daiwa Rakuda Industry Co., Ltd. ダイワラクダ工業	'09/09	18,981	286	338	156	34,623	20,378	-
	'10/09	19,376	188	248	85	34,787	20,581	-
Daiwa Logistics Co., Ltd. 大和物流	'09/09	15,507	740	786	440	27,630	15,889	5,860
	'10/09	16,727	700	760	227	31,081	16,196	7,937
Daiwa Service Co., Ltd. ダイワサービス	'09/09	11,394	439	553	459	10,953	5,834	-
	'10/09	10,648	377	392	377	11,035	6,435	-
Daiwa Living Co., Ltd. 大和リビング	'09/09	85,666	1,923	2,103	1,135	57,404	17,776	-
	'10/09	95,383	2,437	2,584	1,360	61,335	18,837	-
Daiwa Information Service Co., Ltd. 大和情報サービス	'09/09	17,445	1,447	1,444	847	70,716	7,440	2,788
	'10/09	18,446	1,704	2,013	1,138	74,693	8,791	1,994
Daiwa Royal Co., Ltd. ダイワロイヤル	'09/09	17,248	1,235	1,595	855	75,168	8,444	10,070
	'10/09	19,863	1,406	1,643	1,108	91,319	9,468	15,770
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	'09/09	10,407	201	179	100	14,422	3,424	3,467
	'10/09	10,141	163	147	48	15,853	3,526	4,738
Royal Home Center Co., Ltd. ロイヤルホームセンター	'09/09	31,574	865	922	439	45,541	34,263	3,500
	'10/09	30,889	874	848	305	43,627	33,645	1,500
Daiwa Resort Co., Ltd. 大和リゾート	'09/09	22,968	123	188	3	65,835	13,926	-
	'10/09	23,680	241	322	-31	61,159	10,226	-
Daiwa House Industry Co., Ltd. (consolidated) 大和ハウス工業 (連結)	'09/09	804,460	38,748	38,715	21,359	1,795,287	622,341	354,542
	'10/09	821,901	46,826	47,532	28,910	1,940,494	635,357	457,353
Parent company's share of the Group total (Times) 連単倍率 (倍)	'09/09	1.51	1.33	1.24	1.11	-	-	-
	'10/09	1.60	1.46	1.26	1.12	-	-	-


**Financial Statements**  
**財務諸表**
**Non-Consolidated Balance Sheets**
**貸借対照表**

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
<b>Assets</b>						
<b>資産の部</b>						
<b>Current assets</b>						
<b>流動資産</b>						
Cash and deposits						
現金預金	65,364	52,186	42,358	58,195	138,706	154,977
Notes receivable, accounts receivable from completed construction contracts and other						
受取手形・売掛金	39,240	34,224	33,579	23,819	43,499	48,330
Short-term investment securities						
有価証券	-	-	20	-	6	6
Inventories						
たな卸資産	347,376	404,124	457,722	364,009	269,544	259,130
Costs on uncompleted construction contracts						
未成工事支出金	47,602	56,652	70,035	54,663	11,228	9,237
Land for sale						
販売用土地	245,948	279,133	291,740	226,789	203,407	199,913
Single-family houses for sale						
戸建	92,238	98,132	120,449	100,488	84,296	81,714
Condominiums for sale						
マンション	103,430	130,532	127,870	96,352	85,782	87,893
Other						
その他	50,280	50,468	43,420	29,949	33,329	30,306
Buildings for sale						
販売用建物	43,923	57,323	84,005	72,090	48,717	42,822
Single-family houses for sale						
戸建	16,468	14,009	16,435	15,021	9,174	9,147
Condominiums for sale						
マンション	27,298	41,387	66,853	57,048	36,611	33,667
Other						
その他	156	1,926	716	20	2,931	7
Other						
その他の流動資産	37,972	43,001	66,194	57,787	62,494	74,407
Allowance for doubtful accounts						
貸倒引当金	-2,072	-1,416	-815	-987	-2,400	-2,338
<b>Total current assets</b>	<b>487,881</b>	<b>532,120</b>	<b>599,060</b>	<b>502,824</b>	<b>511,849</b>	<b>534,512</b>
<b>流動資産合計</b>						
<b>Noncurrent assets</b>						
<b>固定資産</b>						
Property, plant and equipment						
有形固定資産	339,110	314,267	327,077	395,843	420,817	402,411
Buildings and structures						
建物及び構築物	78,461	61,015	72,953	129,291	144,892	139,430
Land						
土地	249,303	234,503	231,020	248,397	254,006	243,330
Other						
その他	11,345	18,748	23,102	18,154	21,918	19,650
Intangible assets						
無形固定資産	7,423	7,533	7,516	7,553	7,924	8,604
Investments and other assets						
投資その他の資産	243,958	346,520	399,884	431,278	477,608	489,700
<b>Total noncurrent assets</b>	<b>590,492</b>	<b>668,321</b>	<b>734,477</b>	<b>834,676</b>	<b>906,349</b>	<b>900,717</b>
<b>固定資産合計</b>						
<b>Total assets</b>	<b>1,078,374</b>	<b>1,200,441</b>	<b>1,333,538</b>	<b>1,337,500</b>	<b>1,418,199</b>	<b>1,435,229</b>
<b>資産合計</b>						




**Financial Statements**  
**財務諸表**
**Non-Consolidated Balance Sheets**
**貸借対照表**

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
<b>Liabilities</b>						
<b>負債の部</b>						
<b>Current liabilities</b>						
<b>流動負債</b>						
Notes payable, accounts payable for construction contracts and other						
支払手形・工事未払金等	138,143	216,105	159,798	98,126	82,342	76,521
Commercial papers						
コマーシャル・ペーパー	-	-	20,000	-	-	-
Income taxes payable						
未払法人税・事業税	9,274	9,334	16,362	540	17,983	5,139
Advances received on uncompleted construction contracts						
未成工事受入金	65,087	59,651	55,615	59,534	24,968	30,526
Other						
その他の流動負債	145,234	164,060	199,263	184,994	188,932	186,641
<b>Total current liabilities</b>	<b>357,740</b>	<b>449,152</b>	<b>451,040</b>	<b>343,195</b>	<b>314,227</b>	<b>298,829</b>
<b>Noncurrent liabilities</b>						
<b>固定負債</b>						
Bonds payable						
社債	-	-	-	-	100,000	100,000
Long-term loans payable						
長期借入金	-	-	145,000	245,000	245,000	255,000
Other						
その他の固定負債	186,181	158,080	176,241	207,111	213,654	220,473
<b>Total noncurrent liabilities</b>	<b>186,181</b>	<b>158,080</b>	<b>321,241</b>	<b>452,111</b>	<b>558,654</b>	<b>575,473</b>
<b>Total liabilities</b>	<b>543,921</b>	<b>607,232</b>	<b>772,282</b>	<b>795,306</b>	<b>872,881</b>	<b>874,302</b>
<b>負債合計</b>	<b>543,921</b>	<b>607,232</b>	<b>772,282</b>	<b>795,306</b>	<b>872,881</b>	<b>874,302</b>

Daiwa House  
GroupFinancial Statements  
財務諸表Non-Consolidated Balance Sheets  
貸借対照表

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	'11/03-1H
<b>Shareholders' equity</b>						
<b>資本の部</b>						
Capital stock	110,120	-	-	-	-	-
資本金	110,120	-	-	-	-	-
Capital surplus	147,761	-	-	-	-	-
資本剰余金	147,761	-	-	-	-	-
Retained earnings	315,157	-	-	-	-	-
利益剰余金	315,157	-	-	-	-	-
Treasury stock	-645	-	-	-	-	-
自己株式	-645	-	-	-	-	-
Revaluation reserve for land	-67,709	-	-	-	-	-
土地再評価差額金	-67,709	-	-	-	-	-
Valuation difference on available-for-sale securities	29,769	-	-	-	-	-
その他有価証券評価差額金	29,769	-	-	-	-	-
<b>Total shareholders' equity</b>	<b>534,453</b>	-	-	-	-	-
<b>資本合計</b>	<b>534,453</b>	-	-	-	-	-
<b>Total liabilities and shareholders' equity</b>	<b>1,078,374</b>	-	-	-	-	-
<b>負債・資本合計</b>	<b>1,078,374</b>	-	-	-	-	-
<b>Net assets</b>						
<b>純資産の部</b>						
<b>Shareholders' equity</b>						
<b>株主資本</b>						
Capital stock	-	110,120	110,120	110,120	110,120	110,120
資本金	-	110,120	110,120	110,120	110,120	110,120
Capital surplus	-	228,795	228,786	228,786	228,786	228,786
資本剰余金	-	228,795	228,786	228,786	228,786	228,786
Retained earnings	-	339,441	327,925	317,951	316,720	320,698
利益剰余金	-	339,441	327,925	317,951	316,720	320,698
Treasury stock	-	-24,950	-36,791	-36,810	-36,873	-36,880
自己株式	-	-24,950	-36,791	-36,810	-36,873	-36,880
<b>Total shareholders' equity</b>	<b>-</b>	<b>653,407</b>	<b>630,040</b>	<b>620,046</b>	<b>618,753</b>	<b>622,725</b>
<b>株主資本合計</b>	<b>-</b>	<b>653,407</b>	<b>630,040</b>	<b>620,046</b>	<b>618,753</b>	<b>622,725</b>
<b>Valuation and translation adjustments</b>						
<b>評価・換算差額等</b>						
Valuation difference on available-for-sale securities	-	29,585	13,784	3,127	7,258	7,012
その他有価証券評価差額金	-	29,585	13,784	3,127	7,258	7,012
Revaluation reserve for land	-	-89,784	-82,569	-80,980	-80,694	-68,810
土地再評価差額金	-	-89,784	-82,569	-80,980	-80,694	-68,810
<b>Total valuation and translation adjustments</b>	<b>-</b>	<b>-60,198</b>	<b>-68,785</b>	<b>-77,853</b>	<b>-73,436</b>	<b>-61,797</b>
<b>評価・換算差額等合計</b>	<b>-</b>	<b>-60,198</b>	<b>-68,785</b>	<b>-77,853</b>	<b>-73,436</b>	<b>-61,797</b>
<b>Total net assets</b>	<b>-</b>	<b>593,208</b>	<b>561,255</b>	<b>542,193</b>	<b>545,317</b>	<b>560,927</b>
<b>純資産合計</b>	<b>-</b>	<b>593,208</b>	<b>561,255</b>	<b>542,193</b>	<b>545,317</b>	<b>560,927</b>
<b>Total liabilities and net assets</b>	<b>-</b>	<b>1,200,441</b>	<b>1,333,538</b>	<b>1,337,500</b>	<b>1,418,199</b>	<b>1,435,229</b>
<b>負債純資産合計</b>	<b>-</b>	<b>1,200,441</b>	<b>1,333,538</b>	<b>1,337,500</b>	<b>1,418,199</b>	<b>1,435,229</b>


**Financial Statements**  
**財務諸表**
**Non-Consolidated Statements of Income**
**損益計算書**

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
<b>Net sales</b> 売上高	1,138,461	1,185,664	1,157,660	1,152,431	1,034,834	1,031,000	532,431	514,908
<b>Cost of sales</b> 売上原価	899,986	931,920	913,917	927,862	832,796	805,700	422,615	399,941
<i>Selling, general and administrative expenses</i> 販売費及び一般管理費	184,009	192,750	180,498	177,065	163,254	166,000	80,710	82,892
<b>Operating income</b> 営業利益	54,466	60,993	63,245	47,503	38,782	59,300	29,105	32,074
<i>Interest income and dividends income</i> 受取利息・配当金	2,146	2,446	6,531	9,548	4,814	6,700	3,968	5,880
<b>Total non-operating income</b> 営業外収益計	23,771	7,902	11,243	13,599	9,500	10,400	6,144	8,551
<i>Interest expenses</i> 支払利息	229	361	1,198	2,962	3,473	4,000	1,723	2,112
<b>Total non-operating expenses</b> 営業外費用計	5,571	3,259	24,529	32,782	9,237	9,700	3,942	2,975
<b>Ordinary income</b> 経常利益	72,666	65,636	49,959	28,320	39,045	60,000	31,307	37,650
<b>Extraordinary income</b> 特別利益	1,820	1,264	991	691	537	1,900	537	769
<b>Extraordinary loss</b> 特別損失	18,091	6,893	39,288	17,572	16,343	28,800	611	4,963
<b>Income before income taxes and minority interests</b> 税引前当期純利益	56,395	60,007	11,662	11,439	23,240	33,100	31,233	33,456
<b>Income taxes</b> 法人税等	21,044	21,714	4,215	5,861	10,271	15,100	12,017	7,741
<b>Net income</b> 当期純利益	35,351	38,292	7,446	5,578	12,969	18,000	19,216	25,714

**Capital Investments ( of which, investment property )**
**設備投資額 (内、投資用不動産)**

( ¥ Million / 百万円 )

	'06/03	'07/03	'08/03	'09/03	'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
<b>Capital investments</b> 設備投資額	61,062	38,599	59,715	99,280	61,909	44,000	37,899	15,865
<b>Investment property</b> 内、投資用不動産	45,687	23,355	48,958	79,721	50,534	29,300	32,481	10,389
<i>Rental housing</i> 賃貸住宅	-	467	-	23,564	22,056	9,936	16,640	6,305
<i>Commercial facilities</i> 商業施設	28,263	19,939	31,015	34,359	6,836	2,090	5,167	800
<i>Business and corporate facilities</i> 事業施設	17,424	2,949	17,943	21,798	21,642	17,274	10,674	3,284



## Analysis of Operations 業績

### Sales by Segment

#### 8事業領域別売上高

( ¥ Million / 百万円 )

		'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
Housing 住宅	Single-family houses, contracting 戸建住宅	249,364	246,814	130,326	122,997
	Subdivisions 分譲住宅	32,231	33,100	16,166	16,738
	Land for subdivisions 土地	44,369	44,900	25,496	21,799
	Sub-total 小計	325,965	324,814	171,990	161,535
Rental housing 集合住宅	267,602	273,966	134,923	144,440	
Condominiums マンション	92,412	90,100	49,102	36,317	
Existing home business 住宅ストック	39,633	50,812	17,975	25,165	
Commercial facilities 流通店舗	169,135	154,659	86,709	74,252	
Business and corporate facilities 建築	131,631	127,109	67,537	68,546	
Resort hotels and golf courses 観光	4,505	4,693	2,411	2,333	
Other その他	3,947	4,843	1,781	2,316	
Total 合計	1,034,834	1,031,000	532,431	514,908	

### Gross Profit Ratio by Segment

#### 8事業領域別売上総利益率

(%)

		'10/03	Forecasts '11/03予想	'10/03-1H	'11/03-1H
Housing 住宅	Single-family houses, contracting 戸建住宅	23.3	24.0	23.5	24.5
	Subdivisions 分譲住宅	21.7	22.4	20.6	23.1
	Land for subdivisions 土地	-15.2	-2.5	-14.8	-5.0
	Sub-total 小計	17.9	20.2	17.5	20.4
Rental housing 集合住宅	25.3	25.4	25.6	25.9	
Condominiums マンション	-10.4	13.3	-1.0	10.6	
Existing home business 住宅ストック	29.4	32.7	32.7	33.2	
Commercial facilities 流通店舗	25.1	25.2	25.7	26.1	
Business and corporate facilities 建築	23.0	16.7	24.5	18.3	
Resort hotels and golf courses 観光	22.3	22.9	22.6	23.4	
Other その他	3.7	10.1	21.8	-2.4	
Total 合計	19.5	21.9	20.6	22.3	

\* 旧セグメントの情報は、2010FINANCIAL FACTBOOK : [http://www.daiwahouse.co.jp/company/financial/pdf/201003\\_financial\\_00.pdf](http://www.daiwahouse.co.jp/company/financial/pdf/201003_financial_00.pdf) をご参照ください。



## Analysis of Operations 業績

### Orders Received by Segment / Sales by Segment

8事業領域別 受注高 / 売上高の状況

#### Orders received

#### 受注高

( Units / 戸, ¥100 Million / 億円 )

		'10/03		Forecasts '11/03 予想		'10/03-1H		'11/03-1H	
		Units/戸数	Amount/金額	Units/戸数	Amount/金額	Units/戸数	Amount/金額	Units/戸数	Amount/金額
Housing 住宅	Single-family houses, contracting 戸建住宅	8,166	2,337	8,560	2,462	4,282	1,218	4,433	1,271
	Subdivisions 分譲住宅	1,331	328	1,340	327	680	167	729	175
	Land for subdivisions 土地	-	413	-	464	-	220	-	244
	Sub-total 小計	9,497	3,079	9,900	3,253	4,962	1,606	5,162	1,690
Rental Housing 集合住宅		25,433	2,450	27,300	2,874	13,440	1,317	13,985	1,525
Condominiums マンション		2,675	877	2,400	857	1,432	463	1,249	447
Existing home business 住宅ストック		-	421	-	508	-	195	-	265
Commercial facilities 流通店舗		-	1,566	-	1,551	-	810	-	763
Business and corporate facilities 建築		-	1,269	-	1,208	-	581	-	612
Resort hotels and golf courses 観光		-	45	-	46	-	24	-	23
Other その他		-	40	-	49	-	18	-	24
	Total 合計	37,605	9,750	39,600	10,350	19,834	5,017	20,396	5,352

#### Sales

#### 売上高

( Units / 戸, ¥100 Million / 億円 )

		'10/03		Forecasts '11/03 予想		'10/03-1H		'11/03-1H	
		Units/戸数	Amount/金額	Units/戸数	Amount/金額	Units/戸数	Amount/金額	Units/戸数	Amount/金額
Housing 住宅	Single-family houses, contracting 戸建住宅	8,609	2,493	8,540	2,468	4,420	1,303	4,187	1,229
	Subdivisions 分譲住宅	1,308	322	1,360	331	657	161	694	167
	Land for subdivisions 土地	-	443	-	449	-	254	-	217
	Sub-total 小計	9,917	3,259	9,900	3,248	5,077	1,719	4,881	1,615
Rental housing 集合住宅		26,538	2,676	25,400	2,739	13,289	1,349	12,878	1,444
Condominiums マンション		2,863	924	2,500	901	1,557	491	998	363
Existing home business 住宅ストック		-	396	-	508	-	179	-	251
Commercial facilities 流通店舗		-	1,691	-	1,546	-	867	-	742
Business and corporate facilities 建築		-	1,316	-	1,271	-	675	-	685
Resort hotels and golf courses 観光		-	45	-	46	-	24	-	23
Other その他		-	39	-	48	-	17	-	23
	Total 合計	39,318	10,348	37,800	10,310	19,923	5,324	18,757	5,149

Note: Amounts less than 100 million have been eliminated.

注) 億円未満は切り捨てて表示しております。



## Reference Materials

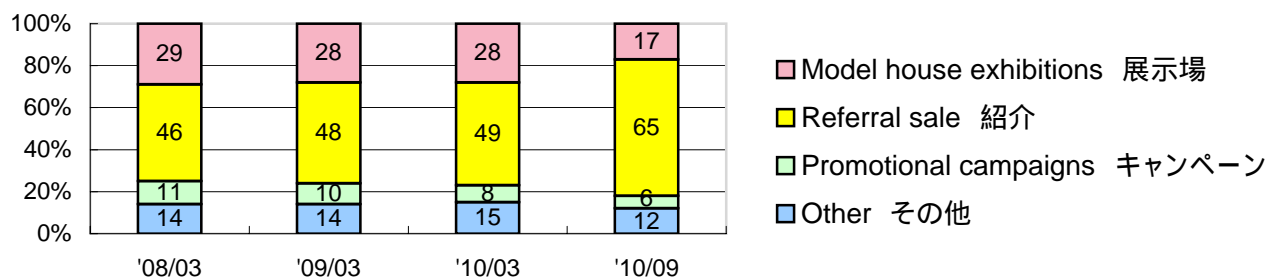
## 参考資料

## Residential Business

## 住宅事業

## Order receipt channels ( Single-family houses and rental houses )

## 受注経路(住宅 + 集合)



## Percentage of reconstruction

## 建替比率(建替 + 住替)

(%)

	'08/03	'09/03	'10/03	'10/09
Percentage of reconstruction 建替比率	27	26	27	28

## Model house exhibitions

## 住宅展示場

	'08/03	'09/03	'10/03	'10/09
Number of model house exhibitions 住宅展示場数	260	248	225	223
Number of family groups visiting 住宅展示場来場者数(組)	102,218	96,616	85,792	44,856
Average number of family group visits per single model house exhibition 1展示場当たり住宅展示場来場者数(組)	393	390	381	201
Number of MACHINAKA-xevo まちなかジーヴォ展示場数				
Display homes 完成済	48	82	40	22
Works in process 仕掛中	14	6	5	5

## Average sales per unit / Average area per unit

## 一戸当たりの平均売上金額 / 一戸当たりの平均売上面積

(¥ Million / 百万円、㎡)

	'09/03		'09/09		'10/03		'10/09	
	Sales / 売上	Area / 面積	Sales / 売上	Area / 面積	Sales / 売上	Area / 面積	Sales / 売上	Area / 面積
Steel-frame 鉄骨	29.7	136.0	27.9	132.8	28.2	133.3	28.6	133.3
Wood-frame 木造	28.8	134.6	27.5	132.7	27.6	132.1	28.1	132.2
Single-family houses, contracting 戸建	29.6	135.9	27.9	132.8	28.2	133.2	28.5	133.2
Steel-frame 鉄骨	24.4	121.6	24.7	122.8	24.6	122.1	24.1	120.0
Wood-frame 木造	22.3	122.3	24.1	123.0	24.4	123.4	23.3	120.8
Subdivisions 分譲	24.1	121.7	24.6	122.8	24.6	122.2	24.1	120.1
Steel-frame (low-rise) 低層	9.4	49.4	9.5	50.5	9.4	50.8	9.8	54.1
Steel-frame (high and mid-rise) 中高層	11.6	82.3	11.5	63.8	11.8	65.1	18.0	68.3
Wood-frame 木造	9.5	60.8	8.7	56.4	8.9	58.4	9.9	65.4
Rental houses 集合	9.7	53.2	9.7	51.7	9.7	52.0	10.6	55.5



Reference Materials  
参考資料

## Condominiums Business

## マンション事業

## Sales

## 売上高の状況

( m<sup>2</sup>, ¥ Million / 百万円 )

Region		Units	Floor space	Total amount	Average floor space per unit	Average sales per unit
地区		戸数	専有面積	金額	平均専有面積	平均売上金額
<b>Hokkaido</b>	'09/09	144	12,836	3,671	89.1	25.5
北海道	'10/09	32	2,922	977	91.3	30.5
<b>Tohoku</b>	'09/09	93	6,745	1,760	72.5	18.9
東北	'10/09	3	270	40	90.0	13.3
<b>Kanto</b>	'09/09	456	33,649	16,808	73.8	36.9
関東	'10/09	305	23,853	12,941	78.2	42.4
<b>Chubu</b>	'09/09	169	14,157	4,877	83.8	28.9
中部	'10/09	104	8,487	2,903	81.6	27.9
<b>Kinki</b>	'09/09	441	34,074	13,641	77.3	30.9
近畿	'10/09	359	27,229	11,652	75.9	32.5
<b>Chushikoku</b>	'09/09	25	2,179	726	87.2	29.1
中四国	'10/09	59	4,745	1,657	80.4	28.1
<b>Kyushu</b>	'09/09	229	19,241	7,451	84.0	32.5
九州	'10/09	136	11,700	5,714	86.0	42.0
<b>Total</b>	'09/09	1,557	122,883	48,937	78.9	31.4
合計	'10/09	998	79,209	35,887	79.4	36.0

## Stock of completed construction

## 完成在庫の状況

( m<sup>2</sup>, ¥ Million / 百万円 )

Region		Units ( of which, contracts concluded )	Floor space	Total amount	Average floor space per unit
地区		戸数 ( 内、契約戸数 )	専有面積	金額	平均専有面積
<b>Hokkaido</b>	'10/03	73 ( 6 )	6,845	1,748	93.8
北海道	'10/09	41 ( 4 )	3,922	987	95.7
<b>Tohoku</b>	'10/03	6 ( 0 )	889	171	148.2
東北	'10/09	3 ( 0 )	618	44	206.0
<b>Kanto</b>	'10/03	276 ( 33 )	24,178	10,472	87.6
関東	'10/09	222 ( 34 )	18,541	8,017	83.5
<b>Chubu</b>	'10/03	138 ( 15 )	10,361	3,178	75.1
中部	'10/09	85 ( 21 )	6,351	1,900	74.7
<b>Kinki</b>	'10/03	159 ( 15 )	12,749	4,869	80.2
近畿	'10/09	45 ( 8 )	3,605	1,316	80.1
<b>Chushikoku</b>	'10/03	31 ( 1 )	2,495	619	80.5
中四国	'10/09	26 ( 5 )	2,008	552	77.2
<b>Kyushu</b>	'10/03	151 ( 12 )	12,113	4,184	80.2
九州	'10/09	46 ( 5 )	3,715	1,189	80.8
<b>Total</b>	'10/03	834 ( 82 )	69,630	25,241	83.5
合計	'10/09	468 ( 77 )	38,764	14,008	82.8