

2021年3月期 第3四半期

(December 31, 2020)

FACT SHEETS

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住友不動産株式会社
Sumitomo Realty & Development Co., Ltd.

(ご照会先)

—REFERENCE—

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2021年3月期 第3四半期 (Dec-20) 連結決算 (Consolidated base)

* 2020年3月期期首より、会計方針(住友不動産販売の収益認識基準)の変更をしております。2019年3月期第3四半期は遡及適用後の数値を記載しております。

(Financial results for the third quarter of March 2019 fiscal year have been adjusted retroactively, reflecting the adoption of Accounting Standard for Revenue Recognition in Sumitomo Real Estate Sales effective from the beginning of March 2020 fiscal year.)

* 2021年3月期期首よりセグメント変更を行い、「販売事業」、「流通事業」、「調整額(記載省略)」に計上していた住友不動産販売の業績は「流通事業」へ計上しております。2020年3月期第3四半期は変更後の数値を記載しております。

(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for the third quarter of March 2020 fiscal year have been adjusted retroactively.)

[損益計算書] (Statements of operations)

		2016/12	2017/12	2018/12	2019/12	2020/12
単位: 百万円 (millions of yen)		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
売上高	Revenue from operations	679,573	707,764	762,763	768,061	705,852
売上総利益	Gross profit	195,988	221,894	235,828	247,151	230,319
粗利益率	Gross profit margin	28.8%	31.4%	30.9%	32.2%	32.6%
販管費	S,G&A expenses	51,234	55,800	60,779	62,977	50,893
営業利益	Operating income	144,754	166,093	175,048	184,173	179,425
営業利益率	Operating income margin	21.3%	23.5%	22.9%	24.0%	25.4%
受取利息・配当金	Interest & dividend income	6,344	7,974	9,526	11,218	11,316
その他	Others	576	1,656	473	386	1,406
営業外収益	Non-operating income	6,921	9,631	10,000	11,605	12,723
支払利息	Interest expenses	16,550	15,371	15,330	14,417	13,880
その他	Others	3,849	3,411	4,148	5,607	3,355
営業外費用 (金融収支)	Non-operating expenses (Net interest receive)	20,399 (▲10,206)	18,782 (▲7,397)	19,478 (▲5,804)	20,024 (▲3,199)	17,236 (▲2,564)
経常利益	Ordinary profit	131,276	156,942	165,570	175,753	174,912
特別利益	Extraordinary income	67	831	17	4,905	12,956
特別損失	Extraordinary loss	532	789	14,332	11,441	3,524
税金等調整前四半期(累計)純利益	Income before income taxes	130,811	156,985	151,255	169,218	184,344
法人税等	Income tax and other taxes	40,649	47,895	51,953	56,358	55,991
非支配株主に帰属する四半期純利益	Profit attributable to non-controlling interests	2,143	794	-	-	-
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent	88,018	108,295	99,301	112,859	128,352

[セグメント情報] (Segment Information)

(1) 売上高		2016/12	2017/12	2018/12	2019/12	2020/12
Revenue from operations		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
単位: 百万円 (millions of yen)		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
賃貸事業	Leasing	252,039	261,958	282,003	291,020	297,941
販売事業	Sales	241,162	252,700	281,271	272,113	232,486
完工事業	Housing Construction	137,465	139,015	142,118	148,286	126,026
流通事業	Brokerage	46,363	50,128	53,387	53,994	48,036
合計	Total	679,573	707,764	762,763	768,061	705,852

(2) 営業利益		2016/12	2017/12	2018/12	2019/12	2020/12
Operating income		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
単位: 百万円 (millions of yen)		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
賃貸事業	Leasing	99,920	112,076	115,941	125,859	121,433
販売事業	Sales	37,155	43,191	46,499	45,482	54,489
完工事業	Housing Construction	7,949	8,760	10,745	12,159	7,776
流通事業	Brokerage	12,279	15,228	16,084	12,085	9,078
合計	Total	144,754	166,093	175,048	184,173	179,425

[事業の概況](Review of operations)

(1) 賃貸事業部門 (Leasing) 【連結ベース】(Consolidated base)		2016/12	2017/12	2018/12	2019/12	2020/12
		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
オフィス期末空室率*	Vacancy rate*	4.4%	4.4%	4.2%	1.6%	2.3%

* 竣工後1年を経過した既存オフィスビルの空室率 (Vacancy rate for existing buildings)

(2) 販売事業部門 (Sales) 【連結ベース】(Consolidated base)		2016/12	2017/12	2018/12	2019/12	2020/12
		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
単位: 戸、百万円	(units, millions of yen)					
マンション契約戸数	Condominium units sold	4,793	5,771	3,764	3,761	2,080

計上戸数		Units delivered	4,459	4,627	5,053	4,520	3,574
マンション・戸建	Condominiums & Detached houses		4,405	4,615	5,035	4,505	3,567
宅地	Land lots		54	12	18	15	7
売上高		Sales income	241,162	252,700	281,271	272,113	232,486
マンション・戸建	Condominiums & Detached houses		232,478	243,997	273,890	262,568	222,870
宅地・その他	Land lots & Others		8,683	8,703	7,380	9,544	9,615

(3) 完工事業部門 (Housing Construction) 【連結ベース】(Consolidated base)		2016/12	2017/12	2018/12	2019/12	2020/12
		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
単位: 戸、百万円	(units, millions of yen)					
受注棟数	Units contracted	8,661	9,195	9,774	7,286	7,216
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	6,741	7,070	7,511	5,786	5,592
注文住宅	Custom Home	1,920	2,125	2,263	1,500	1,624

計上棟数		Units delivered	7,821	8,115	8,027	8,203	6,688
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		6,119	6,409	6,359	6,482	5,132
注文住宅	Custom Home		1,702	1,706	1,668	1,721	1,556
売上高		Revenue from housing business	137,465	139,015	142,118	148,286	126,026
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"		74,880	77,528	79,188	81,925	65,947
注文住宅	Custom Home		52,172	51,978	53,295	55,991	52,349
その他	Others		10,413	9,509	9,635	10,370	7,730

(4) 流通事業部門 (Brokerage) 【住友不動産販売】(Sumitomo Real Estate Sales)		2016/12	2017/12	2018/12	2019/12	2020/12
		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)
単位: 件、百万円	(transactions, millions of yen)					
仲介件数	Number of transactions	26,742	27,873	28,089	28,951	25,901
取扱高	Total transaction value	844,940	941,580	993,448	973,597	899,732
取扱単価	Average price per transaction	31.5	33.7	35.3	33.6	34.7
仲介収益	Brokerage revenues	43,768	48,330	51,319	51,073	45,687

仲介店舗数(国内)	Number of brokerage offices (Japan)	257	264	270	270	269
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[財務の状況] (Financial Indices)

(参考)

		2016/12	2017/12	2018/12	2019/12	2020/12	2020/3 前期末 Mar-20
		(Dec-16)	(Dec-17)	(Dec-18)	(Dec-19)	(Dec-20)	
単位: 百万円	(millions of yen)						
総資産	Total assets	4,797,183	5,056,432	4,989,637	5,197,398	5,526,028	5,317,623
自己資本	Shareholders' equity	992,163	1,133,921	1,157,416	1,322,304	1,464,662	1,294,998

連結有利子負債	Interest-bearing debt	3,277,941	3,391,257	3,317,188	3,345,901	3,533,244	3,440,908
現金・預金	Cash, time and notice deposits	131,730	200,619	147,521	141,591	142,759	195,360
連結純有利子負債	Net interest-bearing debt	3,146,210	3,190,637	3,169,667	3,204,309	3,390,484	3,245,548

(参考)2020年3月期 (Mar-20) 連結決算 (Consolidated base)

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(Financial results for March 2019 fiscal year have been adjusted retroactively, reflecting the adoption of Accounting Standard for Revenue Recognition in Sumitomo Real Estate Sales effective from the beginning of March 2020 fiscal year.)

※2020年11月12日に、2021年3月期通期予想を変更しております。
(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

[損益計算書] (Statements of operations)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※ Mar-21 (F)
売上高	Revenue from operations	854,964	925,151	948,402	1,012,198	1,013,512	900,000
売上総利益	Gross profit	240,773	260,967	284,386	301,148	321,680	295,000
粗利益率	Gross profit margin	28.2%	28.2%	30.0%	29.8%	31.7%	32.8%
広告費	Selling expenses	17,912	19,214	20,993	21,250	18,514	12,000
一般管理費	G & A expenses	48,620	53,582	57,755	60,508	68,833	70,000
販管費	S,G&A expenses	66,532	72,796	78,749	81,758	87,348	82,000
営業利益	Operating income	174,240	188,171	205,637	219,389	234,332	213,000
営業利益率	Operating income margin	20.4%	20.3%	21.7%	21.7%	23.1%	23.7%
受取利息・配当金	Interest & dividend income	5,574	6,707	8,484	10,066	11,679	
その他	Others	739	768	1,073	630	570	
営業外収益	Non-operating income	6,313	7,475	9,557	10,697	12,249	12,000
支払利息	Interest expenses	24,489	21,588	20,351	20,184	19,186	
その他	Others	7,640	6,361	7,972	6,675	6,874	
営業外費用	Non-operating expenses	32,129	27,949	28,323	26,859	26,061	25,000
(金融収支)	(Net interest receive)	(▲18,915)	(▲14,881)	(▲11,867)	(▲10,118)	(▲7,507)	
経常利益	Ordinary profit	148,424	167,697	186,870	203,227	220,520	200,000
固定資産売却益	Gain on sale of fixed assets	114	15	37	75	278	
投資有価証券売却益	Gain on sale of investments in securities	428	42	1,009	11	1,417	
その他	Others	3		66		4,824	
特別利益	Extraordinary income	546	58	1,113	86	6,519	
固定資産売却損	Loss on sale of fixed assets		3	217	3,723	2,130	
固定資産減損損失	Loss on impairment of fixed assets	10,806	15,537	10,634	8,575	9,660	
固定資産除却損	Loss on disposal of fixed assets	1,145	1,522	600	1,280	1,566	
投資有価証券評価損	Loss on devaluation of investments in securities	465			1,104	7,838	
投資有価証券売却損	Loss on sale of investments in securities			47			
その他	Others	999	68	40	70	35	
特別損失	Extraordinary loss	13,416	17,131	11,540	14,755	21,231	
税金等調整前当期利益	Income before income taxes	135,553	150,623	176,444	188,558	205,809	
法人税等	Income tax and other taxes	44,729	43,628	55,918	58,456	64,812	
非支配株主に帰属する当期純利益	Profit attributable to non-controlling interests	3,026	3,506	794			
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	87,797	103,488	119,731	130,102	140,997	140,000
減価償却費	Depreciation	34,574	39,445	41,627	46,312	48,974	55,000

[セグメント情報] (Segment Information)

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(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage". Financial results for March 2020 fiscal year and financial forecasts for March 2021 fiscal year have been adjusted retroactively.)

※2020年11月12日に、2021年3月期通期予想を変更しております。

(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

(1) 売上高		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Revenue from operations		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	313,340	337,465	353,880	381,763	395,592	390,000
販売事業	Sales	274,760	314,299	311,192	331,751	324,928	270,000
完工事業	Housing Construction	199,115	203,623	209,355	221,693	218,930	180,000
流通事業	Brokerage	61,496	66,714	69,168	71,867	71,199	60,000
合計	Total	854,964	925,151	948,402	1,012,198	1,013,512	900,000

(2) 営業利益		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Operating income		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	111,327	126,213	139,368	149,932	169,416	160,000
販売事業	Sales	44,187	46,189	46,838	47,115	46,490	53,000
完工事業	Housing Construction	15,300	13,933	16,108	20,407	20,583	12,000
流通事業	Brokerage	17,722	19,147	21,457	20,977	14,592	9,000
合計	Total	174,240	188,171	205,637	219,389	234,332	213,000

(3) 営業利益率		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Operating income margin		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想※
		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	35.5%	37.4%	39.4%	39.3%	42.8%	41.0%
販売事業	Sales	16.1%	14.7%	15.1%	14.2%	14.3%	19.6%
完工事業	Housing Construction	7.7%	6.8%	7.7%	9.2%	9.4%	6.7%
流通事業	Brokerage	28.8%	28.7%	31.0%	29.2%	20.5%	15.0%
合計	Total	20.4%	20.3%	21.7%	21.7%	23.1%	23.7%

(4) 資産		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Assets of segment		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	3,194,739	3,359,261	3,565,087	3,737,136	3,922,318	
販売事業	Sales	888,578	890,868	826,574	713,300	673,420	
完工事業	Housing Construction	18,166	27,424	27,945	30,057	25,053	
流通事業	Brokerage	19,135	18,506	12,199	14,074	61,453	
合計	Total	4,675,914	4,980,039	5,167,198	5,130,118	5,317,623	

(5) 従業員数		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
Number of employees		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	通期予想
		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
賃貸事業	Leasing	3,312	3,466	3,666	3,771	4,059	
販売事業	Sales	1,065	1,096	944	894	852	
完工事業	Housing Construction	3,609	3,800	3,920	4,050	4,137	
流通事業	Brokerage	3,037	3,106	3,258	3,329	3,633	
合計	Total	12,116	12,574	12,934	13,238	13,676	

[事業の概況](Review of operations)

(1) 賃貸事業部門 (Leasing)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【連結ベース】(Consolidated base)							通期予想
単位:千㎡ (1,000㎡)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
期末延床面積	Gross floor area	4,395	4,610	4,843	5,037	5,461	
所有	Outright ownership	3,493	3,790	4,026	4,226	4,633	
サブリース事業	Sub-lease business	902	820	817	811	828	
東京都区部	Tokyo 23wards	4,155	4,370	4,591	4,738	5,169	
その他	Other Area	240	240	252	299	292	
オフィス期末空室率*	Vacancy rate*	4.7%	4.5%	4.9%	2.8%	1.4%	

* 竣工後1年を経過した既存オフィスビルの空室率 (Vacancy rate for existing buildings)

(2) 販売事業部門 (Sales)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【連結ベース】(Consolidated base)							通期予想
単位:戸、百万円 (units、millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
マンション新規発売戸数	Condominium units supplied	5,073	6,722	6,686	6,384	4,969	4,000
マンション契約戸数	Condominium units sold	5,524	6,467	7,355	5,111	4,865	4,000
マンション完成済み未契約戸数	Condominium units unsold	1,324	1,191	1,129	1,044	1,466	
計上戸数	Units delivered	4,996	5,716	5,881	5,970	5,431	4,500
マンション・戸建	Condominiums & Detached houses	4,898	5,632	5,865	5,948	5,413	
宅地	Land lots	98	84	16	22	18	
売上高	Sales income	274,760	314,299	311,192	331,751	324,928	270,000
マンション・戸建	Condominiums & Detached houses	263,014	300,655	301,504	323,297	314,429	
宅地・その他	Land lots & Others	11,746	13,643	9,688	8,454	10,498	

(3) 完工事業部門 (Housing Construction)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【連結ベース】(Consolidated base)							通期予想※
単位:棟、百万円 (units、millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
受注棟数	Units contracted	11,336	11,531	12,340	13,526	9,666	9,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	8,454	8,770	9,350	10,449	7,506	7,300
注文住宅	Custom Home	2,882	2,761	2,990	3,077	2,160	2,300
計上棟数	Units delivered	10,729	11,222	11,686	12,013	11,927	9,600
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	8,150	8,455	8,886	9,132	9,301	7,300
注文住宅	Custom Home	2,579	2,767	2,800	2,881	2,626	2,300
売上高	Revenue from housing business	199,115	203,623	209,355	221,693	218,930	180,000
新築そっくりさん	Remodeling "Shinchiku Sokkurisan"	105,296	103,721	108,739	116,195	119,801	94,000
注文住宅	Custom Home	77,926	85,657	88,019	93,458	86,783	76,000
その他	Others	15,893	14,245	12,597	12,040	12,346	10,000

(4) 流通事業部門 (Brokerage)		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
【住友不動産販売】(Sumitomo Real Estate Sales)							通期予想※
単位:件、百万円 (transactions、millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21 (F)
仲介件数	Number of transactions	35,987	36,108	37,058	37,643	37,715	33,000
取扱高	Total transaction value	1,065,654	1,193,044	1,257,507	1,326,357	1,287,508	1,150,000
取扱単価	Average price per transaction	29.6	33.0	33.9	35.2	34.1	34.8
仲介収益	Brokerage revenues	56,303	61,216	66,310	68,583	67,063	58,000

仲介店舗数(国内)	Number of brokerage offices (Japan)	257	260	266	270	276	
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※2020年11月12日に、2021年3月期通期予想を変更しております。(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

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

		2016/3	2017/3	2018/3	2019/3	2020/3
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
税金等調整前当期純利益	Income before income taxes	135,553	150,623	176,444	188,558	205,809
減価償却費	Depreciation and amortization	34,574	39,445	41,627	46,312	48,974
貸倒引当金の増加額又は減少額(△)	Provision for allowance for doubtful accounts -- net	△2,095	411	△525	△308	△4,848
固定資産売却損益(△は益)	Loss (Gain) on sale of property and equipment	△114	△11	179	3,648	1,852
固定資産減損損失	Loss on impairment of fixed assets	10,806	15,537	10,634	8,575	9,660
売上債権の増加額(△)又は減少額	Decrease (Increase) in notes and accounts receivable -- trade	7,441	1,089	△5,668	2,233	4,636
たな卸資産の増加額(△)又は減少額	Decrease (Increase) in inventories	△51,301	5,573	25,915	65,981	46,766
仕入債務の増加額又は減少額(△)	Increase (Decrease) in notes and accounts payable -- trade	△12,363	△12,936	△12,535	26,188	△18,542
前受金の増加額又は減少額(△)	Increase (Decrease) in advances received	10,981	7,816	17,076	△12,072	△415
法人税等の支払額	Payments for income tax and other taxes	△46,985	△55,545	△56,252	△69,426	△65,218
その他	Other -- net	9,610	6,503	△6,963	367	1,783
営業活動によるキャッシュ・フロー		96,107	158,507	189,933	260,057	230,458
Net cash provided by operating activities						
有形固定資産の取得による支出	Payments for purchases of property and equipment	△91,296	△254,930	△220,016	△188,573	△270,347
有形固定資産の売却による収入	Proceeds from sale of property and equipment	403	124	357	6,617	11,307
有価証券／投資有価証券の純増減	Decrease (Increase) in securities	△16,279	△19,391	△26,637	△30,946	△44,019
敷金及び保証金の純増減	Decrease (Increase) in guarantee and lease deposits paid to lessors	3,284	6,640	27,144	3,737	△316
預り敷金及び保証金の純増減	Increase (Decrease) in guarantee and lease deposits received	13,646	11,714	13,994	21,340	18,575
共同投資事業出資預託金の純増減	Receipts (Restitution) of deposits from partnership investors	△24,114	△10,869	△9,124	△9,438	△22,185
その他	Other -- net	8,971	△7,450	△6,252	△11,948	16,866
投資活動によるキャッシュ・フロー		△105,384	△274,161	△220,534	△209,212	△290,118
Net cash used in investing activities						
短期借入金・CPの純増減	Increase (Decrease) in short-term bank loans & CP	△8,282	△12,610	△2,892	△35,773	121,083
社債の純増減	Increase (Decrease) in bonds and notes	△20,000	-	△50,000	△60,000	△40,000
長期借入金の純増減	Increase (Decrease) in long-term debt	185,337	223,463	166,378	△27,451	23,681
SPC借入金・社債の純増減	Increase (Decrease) in non-recourse loans and bonds	△25,182	720	△8,648	△7,501	△6,643
配当金の支払額	Cash dividends paid	△10,429	△10,428	△12,324	△13,268	△15,162
その他	Other -- net	△76,463	△3,147	△66,052	△2,064	△313
財務活動によるキャッシュ・フロー		44,980	197,996	26,461	△146,058	82,644
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		35,830	81,954	△4,263	△94,969	22,740
Net increase (decrease) in cash and cash equivalents						
現金及び現金同等物の期首残高		150,264	185,989	267,943	262,045	170,707
Cash and cash equivalents at beginning of year						
現金及び現金同等物の期末残高		185,989	267,943	262,045	170,707	193,448
Cash and cash equivalents at end of year						

[財務の状況] (Financial Indices)

(1) 総資産、自己資本

		2016/3	2017/3	2018/3	2019/3	2020/3
Total assets & Equity (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
総資産	Total assets	4,675,914	4,980,039	5,167,198	5,130,118	5,317,623
ROA*1	Return On Assets*1	3.9%	4.0%	4.2%	4.5%	4.7%
自己資本	Shareholders' equity	888,099	1,007,347	1,114,975	1,202,103	1,294,998
自己資本比率	Equity ratio	19.0%	20.2%	21.6%	23.4%	24.4%
ROE*2	Return On Equity*2	10.2%	10.9%	11.3%	11.2%	11.3%

*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 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

		2016/3	2017/3	2018/3	2019/3	2020/3
Interest-bearing debt (millions of yen, times)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
CP	Commercial Paper	-	-	-	-	120,000
短期借入	Short-term loans	78,718	66,108	61,416	25,643	26,726
長期借入	Long-term loans	2,241,556	2,465,019	2,631,397	2,603,945	2,703,627
社債	Bonds; Debentures	420,000	420,000	370,000	310,000	270,000
SPC長期借入金・社債	Non-recourse loans and bonds	418,627	419,347	410,699	403,198	320,555
連結有利子負債	Interest-bearing debt	3,158,901	3,370,474	3,473,512	3,342,786	3,440,908
長期比率	Ratio of long-term debt	98%	98%	98%	99%	96%
固定金利比率	Ratio of fixed-interest debt	94%	95%	94%	96%	95%
現金・預金	Cash, time and notice deposits	187,233	269,312	263,209	172,191	195,360
連結純有利子負債	Net interest-bearing debt	2,971,668	3,101,162	3,210,303	3,170,595	3,245,548
デットエクイティレシオ*3	Net D/E Ratio*3	3.3	3.1	2.9	2.6	2.5
インタレストカバレッジレシオ*4	Interest Coverage Ratio*4	7.3	9.0	10.5	11.4	12.8
純有利子負債/営業利益倍率*5	Net Debt/Operating Income Ratio*5	16.5	15.9	15.0	13.8	13.2

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

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

*5 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

		2016/3	2017/3	2018/3	2019/3	2020/3
Return on leasing assets (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
賃貸営業利益	Operating income of leasing business	111,327	126,213	139,368	149,932	169,416
減価償却費	Depreciation	32,098	36,948	38,981	43,200	45,420
賃貸キャッシュフロー	Cash flows from leasing business	143,425	163,161	178,349	193,132	214,836
賃貸セグメント資産	Assets of leasing segment	3,194,739	3,359,261	3,565,087	3,737,136	3,922,318
預り敷金及び保証金	Guarantee & security deposits received from tenants	▲ 181,497	▲ 193,110	▲ 207,823	▲ 228,958	▲ 247,609
賃貸投資残	Net investments of leasing business	3,013,242	3,166,151	3,357,264	3,508,178	3,674,709
賃貸セグメント資産総利回り*6	Return on leasing assets*6	4.8%	5.3%	5.5%	5.6%	6.0%

*6 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)

2020年3月期 (Mar-20) 単体推移 (Non-consolidated base)

[損益計算書](Statements of operations)

		2016/3	2017/3	2018/3	2019/3	2020/3
単位: 百万円 (millions of yen)		Mar-16	Mar-17	Mar-18	Mar-19	Mar-20
賃貸事業	Leasing	270,440	289,987	304,010	335,677	356,138
販売事業	Sales	266,469	305,092	311,127	331,748	324,928
完成工事事業	Housing Construction	183,002	187,949	195,806	208,704	206,057
その他事業	Others	3,172	3,161	3,248	3,023	666
売上高	Revenue from operations	723,085	786,191	814,192	879,154	887,791
賃貸事業	Leasing	91,313	108,888	121,388	132,864	162,047
販売事業	Sales	56,566	58,246	64,654	65,466	63,732
完成工事事業	Housing Construction	44,761	46,276	50,173	55,989	56,742
その他事業	Others	3,153	3,146	3,233	3,009	649
売上総利益	Gross profit	195,794	216,558	239,449	257,329	283,172
賃貸事業	Leasing	33.8%	37.5%	39.9%	39.6%	45.5%
販売事業	Sales	21.2%	19.1%	20.8%	19.7%	19.6%
完成工事事業	Housing Construction	24.5%	24.6%	25.6%	26.8%	27.5%
その他事業	Others	99.4%	99.5%	99.5%	99.5%	97.4%
粗利益率	Gross profit margin	27.1%	27.5%	29.4%	29.3%	31.9%
販売費	Selling expenses	19,198	21,064	23,387	23,936	21,627
一般管理費	G & A expenses	36,628	40,278	45,355	47,566	51,088
販管費	S,G&A expenses	55,827	61,343	68,743	71,503	72,716
営業利益	Operating income	139,967	155,214	170,705	185,826	210,455
受取利息・配当金	Interest & dividend income	8,506	9,897	9,873	11,761	22,241
その他	Others	1,101	1,108	1,376	888	1,154
営業外収益	Non-operating income	9,607	11,006	11,250	12,650	23,395
支払利息	Interest expenses	19,104	17,808	17,496	17,597	16,958
その他	Others	6,813	4,680	6,608	7,792	5,984
営業外費用	Non-operating expenses	25,917	22,488	24,105	25,390	22,942
(金融収支)	(Net interest receive)	(▲10,598)	(▲7,911)	(▲7,623)	(▲5,836)	(5,283)
経常利益	Ordinary profit	123,657	143,732	157,851	173,087	210,908
固定資産売却益	Gain on sales of fixed assets	88		37	75	277
投資有価証券売却益	Gain on sale of investments in securities	350	42	1,009	11	1,417
その他	Others	3				618
特別利益	Extraordinary income	441	42	1,047	86	2,313
固定資産売却損	Loss on sale of fixed assets		0	216	0	2,130
固定資産減損損失	Loss on impairment of fixed assets	10,806	15,537	216		
固定資産除却損	Loss on disposal of fixed assets	1,054	1,316	632	1,054	1,287
投資有価証券評価損	Loss on devaluation of investments in securities	465			1,078	7,838
投資有価証券売却損	Loss on sale of investments in securities			47		
その他	Others	171	94	33	28	34
特別損失	Extraordinary loss	12,497	16,949	1,146	2,162	11,290
税引前当期利益	Income before income taxes	111,601	126,826	157,752	171,011	201,931
法人税等	Income tax and other taxes	35,773	35,736	47,566	50,553	55,232
当期利益	Profit	75,827	91,089	110,186	120,458	146,699
減価償却費	Depreciation	24,839	30,037	32,302	35,282	38,253

旧セグメントと新セグメントの比較情報 (Comparison of old and new segments)

* 2021年3月期期首よりセグメント変更を行い、「販売事業」、「流通事業」、「調整額(記載省略)」に計上していた住友不動産販売の業績は「流通事業」へ計上しております。

(From the beginning of March 2021 fiscal year, the business segments for revenue and income from Sumitomo Real Estate Sales have been changed, from the allocation to "Sales", "Brokerage" and "Adjustments (not presented in the document)", to be consolidated into "Brokerage".)

2021年3月期 第3四半期 (Dec-20) 連結決算 (Consolidated base)

(1)売上高 Revenue from operations 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2019/12	2019/12	2020/12
		Dec-19	Dec-19	Dec-20
賃貸事業	Leasing	291,020	291,020	297,941
販売事業	Sales	272,113	272,113	232,486
完工事業	Housing Construction	148,286	148,286	126,026
流通事業	Brokerage	52,451	53,994	48,036
合計	Total	768,061	768,061	705,852

(2)営業利益 Operating income 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2019/12	2019/12	2020/12
		Dec-19	Dec-19	Dec-20
賃貸事業	Leasing	125,859	125,859	121,433
販売事業	Sales	46,321	45,482	54,489
完工事業	Housing Construction	12,159	12,159	7,776
流通事業	Brokerage	15,313	12,085	9,078
合計	Total	184,173	184,173	179,425

2020年3月期 (Mar-20)実績・2021年3月期 (Mar-21)予想 連結決算 (Consolidated base)

※2020年11月12日に、2021年3月期通期予想を変更しております。

(Consolidated business forecasts for March 2021 fiscal year have been revised on November 12, 2020.)

(1)売上高 Revenue from operations 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2020/3	2020/3	2021/3 通期予想※
		Mar-20	Mar-20	Mar-21 (F)
賃貸事業	Leasing	395,592	395,592	390,000
販売事業	Sales	324,967	324,928	270,000
完工事業	Housing Construction	218,930	218,930	180,000
流通事業	Brokerage	69,331	71,199	60,000
合計	Total	1,013,512	1,013,512	900,000

(2)営業利益 Operating income 単位:百万円 (millions of yen)		旧セグメント Old segment	新セグメント New segment	
		2020/3	2020/3	2021/3 通期予想※
		Mar-20	Mar-20	Mar-21 (F)
賃貸事業	Leasing	169,416	169,416	160,000
販売事業	Sales	47,374	46,490	53,000
完工事業	Housing Construction	20,583	20,583	12,000
流通事業	Brokerage	19,336	14,592	9,000
合計	Total	234,332	234,332	213,000

四半期営業情報
Quarterly Information

(別紙)
(Appendix)

		既存ビル 期末空室率 Vacancy Rate (Office)	マンション契約戸数 Condominium Units Sold		注文住宅受注棟数 Custom Home Units Contracted		そっくりさん受注棟数 Remodeling "Shinchiku Sokkurisan" Units Contracted	
				前年同期比 YoY		前年同期比 YoY		前年同期比 YoY
2015/3 Mar-15	1st	5.7%	1,351	-5.0%	488	-17.7%	1,659	-30.0%
	2nd	5.4%	1,175	-30.2%	600	-24.3%	2,023	-24.8%
	3rd	5.2%	1,184	9.0%	548	26.9%	1,829	41.9%
	4th	4.9%	1,494	3.5%	819	33.8%	1,799	41.2%
	Year-end	4.9%	5,204	-7.6%	2,455	1.0%	7,310	-4.1%
2016/3 Mar-16	1st	4.8%	1,438	6.4%	666	36.5%	2,393	44.2%
	2nd	4.8%	1,401	19.2%	743	23.8%	2,152	6.4%
	3rd	4.7%	1,248	5.4%	669	22.1%	2,036	11.3%
	4th	4.7%	1,437	-3.8%	804	-1.8%	1,873	4.1%
	Year-end	4.7%	5,524	6.1%	2,882	17.4%	8,454	15.6%
2017/3 Mar-17	1st	4.6%	1,533	6.6%	614	-7.8%	2,472	3.3%
	2nd	4.4%	1,708	21.9%	736	-0.9%	2,089	-2.9%
	3rd	4.4%	1,552	24.4%	570	-14.8%	2,180	7.1%
	4th	4.5%	1,674	16.5%	841	4.6%	2,029	8.3%
	Year-end	4.5%	6,467	17.1%	2,761	-4.2%	8,770	3.7%
2018/3 Mar-18	1st	4.7%	1,762	14.9%	702	14.3%	2,454	-0.7%
	2nd	4.6%	2,463	44.2%	791	7.5%	2,379	13.9%
	3rd	4.4%	1,546	-0.4%	632	10.9%	2,237	2.6%
	4th	4.9%	1,584	-5.4%	865	2.9%	2,280	12.4%
	Year-end	4.9%	7,355	13.7%	2,990	8.3%	9,350	6.6%
2019/3 Mar-19	1st	4.7%	1,314	-25.4%	708	0.9%	2,397	-2.3%
	2nd	4.3%	1,347	-45.3%	889	12.4%	2,544	6.9%
	3rd	4.2%	1,103	-28.7%	666	5.4%	2,570	14.9%
	4th	2.8%	1,347	-15.0%	814	-5.9%	2,938	28.9%
	Year-end	2.8%	5,111	-30.5%	3,077	2.9%	10,449	11.8%
2020/3 Mar-20	1st	2.3%	1,018	-22.5%	438	-38.1%	1,713	-28.5%
	2nd	1.7%	1,390	3.2%	677	-23.8%	2,017	-20.7%
	3rd	1.6%	1,353	22.7%	385	-42.2%	2,056	-20.0%
	4th	1.4%	1,104	-18.0%	660	-18.9%	1,720	-41.5%
	Year-end	1.4%	4,865	-4.8%	2,160	-29.8%	7,506	-28.2%
2021/3 Mar-21	1st	1.5%	302	-70.3%	364	-16.9%	1,241	-27.6%
	2nd	1.8%	1,006	-27.6%	812	19.9%	2,191	8.6%
	3rd	2.3%	772	-42.9%	448	16.4%	2,160	5.1%