

2012年3月期

For the year ended March 31,2012

FACT BOOK

株式会社 長谷エコーポレーション
HASEKO Corporation

2012年6月
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サマリー情報 Five Years Summary

(単位：百万円 Millions of yen)

		2008/3	2009/3	2010/3	2011/3	2012/3
連結 Consolidated						
売上高	Net Sales	745,074	505,500	420,382	440,429	500,929
営業利益	Operating Income	55,718	15,574	17,118	23,327	21,615
	[営業利益率] [Operating income ratio]	[7.5%]	[3.1%]	[4.1%]	[5.3%]	[4.3%]
経常利益	Ordinary Income	53,103	12,444	14,165	19,138	18,199
	[経常利益率] [Ordinary income ratio]	[7.1%]	[2.5%]	[3.4%]	[4.3%]	[3.6%]
当期純利益	Net Income	22,384	△7,596	5,814	10,137	11,242
純資産	Total Net Assets	110,978	71,187	92,125	97,478	101,996
総資産	Total Assets	486,204	485,781	439,273	457,487	467,075
営業活動によるキャッシュ・フロー	Net cash provided by (used in) Operating activities	14,416	△47,255	2,038	28,629	33,711
投資活動によるキャッシュ・フロー	Net cash provided by (used in) Investing activities	27,324	△4,008	10,009	136	2,363
財務活動によるキャッシュ・フロー	Net cash provided by (used in) Financing activities	△44,844	44,784	△7,393	△6,848	△28,801
現金及び現金同等物の期末残高	Cash and Cash Equivalents at End of The Year	62,426	55,130	59,815	81,656	88,885
従業員数	Number of employees	3,916	4,326	4,384	4,505	4,549

単体 Non-Consolidated

売上高	Net Sales	600,688	374,351	303,528	298,472	368,044
営業利益	Operating Income	42,119	10,643	12,258	16,796	15,178
	[営業利益率] [Operating income ratio]	[7.0%]	[2.8%]	[4.0%]	[5.6%]	[4.1%]
経常利益	Ordinary Income	44,442	11,057	13,502	16,501	14,644
	[経常利益率] [Ordinary income ratio]	[7.4%]	[3.0%]	[4.4%]	[5.5%]	[4.0%]
当期純利益	Net Income	18,277	△4,799	3,618	9,461	11,078
純資産	Total Net Assets	92,597	63,101	81,312	89,889	95,815
総資産	Total Assets	432,639	417,244	358,839	374,238	390,012
従業員数	Number of employees	2,020	2,089	2,089	1,998	2,017

要約損益計算書（連結） Summary of Consolidated Income Statements

（単位：百万円 Millions of yen）

		2008/3	2009/3	2010/3	2011/3	2012/3
売上高	Net Sales	745,074	505,500	420,382	440,429	500,929
完成工事高	Construction contracts	481,833	356,632	252,497	285,766	330,324
設計監理売上高	Design and supervision	9,495	7,146	4,678	6,271	7,841
賃貸管理収入	Leasing and management	62,199	63,355	66,971	65,656	66,362
不動産売上高	Real estate sale	187,478	74,165	92,320	78,610	92,084
その他の事業収入	Other	4,069	4,202	3,917	4,126	4,319
売上総利益	Gross Profit	82,923	44,562	45,447	50,863	49,665
完成工事総利益	Construction contracts	51,101	37,392	29,306	34,694	31,246
[利益率]	[Profit ratio of Construction contracts]	[10.6%]	[10.5%]	[11.6%]	[12.1%]	[9.5%]
設計監理売上総利益	Design and supervision	5,197	3,464	1,722	3,095	4,133
[利益率]	[Profit ratio of Design and supervision]	[54.7%]	[48.5%]	[36.8%]	[49.3%]	[52.7%]
賃貸管理総利益	Leasing and management	10,521	8,751	10,798	9,618	10,461
不動産売上総利益	Real estate sale	15,565	△5,565	3,163	2,721	2,716
その他の事業総利益	Other	538	519	457	735	1,110
販売費及び一般管理費	Selling, General and Administrative Expenses	27,205	28,988	28,329	27,537	28,051
営業利益	Operating Income	55,718	15,574	17,118	23,327	21,615
金融収支	Interest income (expense),net	△2,948	△3,425	△3,844	△5,136	△4,606
[受取利息]	[Interest income]	[610]	[330]	[94]	[522]	[511]
[受取配当金]	[Dividend income]	[74]	[98]	[686]	[370]	[274]
[支払利息]	[Interest expense]	[△2,964]	[△3,211]	[△3,179]	[△3,572]	[△3,966]
[ローン付帯費用]	[Incidental Expenses For Loan]	[△668]	[△641]	[△1,445]	[△2,456]	[△1,424]
その他	Other income (expense),net	333	295	891	947	1,190
経常利益	Ordinary Income	53,103	12,444	14,165	19,138	18,199
特別利益	Special income	2,383	105	4,436	1,938	807
特別損失	Special losses	31,821	13,507	6,041	1,461	334
税金等調整前当期純利益	Net Income before income taxes	23,665	△958	12,560	19,615	18,673
法人税、住民税及び事業税	Current tax	1,954	652	1,140	782	887
法人税等調整額	Deferred tax	△724	5,970	5,581	8,673	6,539
少数株主利益	Minority interests	50	16	24	22	5
当期純利益	Net Income	22,384	△7,596	5,814	10,137	11,242

包括利益計算書（連結） Statement of Comprehensive Income

（単位：百万円 Millions of yen）

		2011/3	2012/3
少数株主損益調整前当期純利益	Income before minority interests	10,160	11,247
その他の包括利益	Other comprehensive income	△4,039	△976
[その他有価証券評価差額金]	[Net unrealized gain (loss) on other securities]	[△108]	[616]
[為替換算調整勘定]	[Cumulative translation adjustments]	[△3,939]	[△1,593]
[持分法適用会社に対する持分相当額]	[Share of other comprehensive income of associates accounted for using equity method]	[8]	[1]
包括利益	Comprehensive income	6,121	10,271
（内訳）	Comprehensive income attributable to abstract		
親会社株主に係る包括利益	Comprehensive income attributable to owners of the parent	6,098	10,266
少数株主に係る包括利益	Comprehensive income attributable to minority interests	22	5

要約貸借対照表（連結） Summary of Consolidated Balance Sheets

（単位：百万円 Millions of yen）

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
流動資産	Total current assets	359,641	313,253	277,138	314,202	333,297
現金預金	Cash and bank deposits	62,639	55,518	60,272	82,034	89,223
受取手形・完成工事未収入金等	Notes and accounts receivable, trade	94,837	70,182	51,135	83,970	101,669
未成工事支出金等	Costs incurred on uncompleted contracts	11,974	14,890	6,365	7,708	6,525
営業用不動産(※)	Inventories	162,149	152,702	142,122	121,666	116,428
短期貸付金	Short-term loans receivable	1,840	136	59	58	58
繰延税金資産	Deferred tax assets	17,012	11,693	9,162	9,501	7,176
その他	Other current assets	9,360	9,378	9,127	10,316	12,728
貸倒引当金	Allowance for doubtful accounts	△171	△1,247	△1,104	△1,052	△509
固定資産	Total fixed assets	126,563	172,528	162,136	143,285	133,778
有形固定資産＋借地権	Property and Equipment, Leasehold rights	69,764	106,213	104,531	100,583	94,439
投資有価証券	Investment securities	8,363	6,962	5,968	5,990	6,745
長期貸付金	Long-term loans	4,439	2,751	1,237	1,199	1,383
繰延税金資産	Long-term deferred tax assets	33,575	32,513	29,119	19,998	15,948
その他	Other fixed assets	13,031	34,566	28,612	16,863	16,375
貸倒引当金	Allowance for doubtful accounts	△2,609	△10,478	△7,331	△1,348	△1,112
資産合計	Total Assets	486,204	485,781	439,273	457,487	467,075
流動負債	Total current liabilities	248,263	310,814	252,958	192,285	211,666
支払手形・工事未払金等	Notes and accounts payable	131,427	100,849	72,920	85,230	112,661
短期借入金	Short-term borrowings	15,424	84,927	50,404	22,350	12,900
1年内返済予定の長期借入金	Current portion of long-term debt	31,800	57,692	90,327	40,591	42,404
未成工事受入金	Advances received on uncompleted contracts	30,792	20,936	10,774	13,154	14,332
その他	Other current liabilities	38,820	46,409	28,533	30,960	29,369
固定負債	Total long-term liabilities	126,962	103,780	94,190	167,725	153,413
長期借入金	Long-term debt	117,828	93,329	83,232	157,090	142,965
その他	Other long-term liabilities	9,134	10,451	10,959	10,634	10,448
負債合計	Total Liabilities	375,225	414,594	347,148	360,009	365,079

※販売用不動産＋不動産事業支出金＋開発用不動産等 Real estate for sale + Costs and advances for real estate operations + Real estate for development projects

要約貸借対照表（連結） Summary of Consolidated Balance Sheets

(単位：百万円 Millions of yen)

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
株主資本	Total Shareholders' equity	114,936	82,536	102,085	111,460	116,952
資本金	Capital stock	50,000	50,000	57,500	57,500	57,500
資本剰余金	Additional paid-in capital	-	-	7,500	7,500	7,500
利益剰余金	Retained earnings	68,573	32,644	37,205	46,582	52,074
自己株式	Treasury stock	△3,638	△108	△120	△123	△123
その他の包括利益累計額	Total valuation and translation adjustments	△4,275	△11,460	△10,090	△14,130	△15,106
その他有価証券評価差額金	Net unrealized gain (loss) on other securities	△224	30	585	484	1,101
為替換算調整勘定	Cumulative translation adjustments	△4,051	△11,490	△10,675	△14,614	△16,207
少数株主持分	Minority interests	318	112	130	148	150
純資産合計	Total Net Assets	110,978	71,187	92,125	97,478	101,996
負債純資産合計	Total Liabilities and Net Assets	486,204	485,781	439,273	457,487	467,075

保有不動産残高 Real Estate Balance

(単位：百万円 Millions of yen)

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
営業用不動産	Inventories	162,149	152,702	142,122	121,666	116,428
販売用不動産	Real estate for sale	71,299	47,325	35,965	30,953	36,397
不動産事業支出金	Costs and advances for real estate operations	46,009	61,854	63,004	52,289	44,692
開発用不動産等	Real estate for development projects	44,840	43,523	43,153	38,424	35,339
有形固定資産+借地権	Property and Equipment, Leasehold rights	69,764	106,213	104,531	100,583	94,439
合計	Total	231,913	258,915	246,653	222,249	210,867

有利子負債残高 Interest-bearing Debt Balance

(単位：百万円 Millions of yen)

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
短期借入金	Short-term borrowings	15,424	84,927	50,404	22,350	12,900
1年内返済予定の長期借入金	Current portion of long-term debt	31,800	57,692	90,327	40,591	42,404
長期借入金	Long-term debt	117,828	93,329	83,232	157,090	142,965
合計	Total	165,052	235,948	223,963	220,031	198,269

主要子会社推移 Major Consolidated Subsidiaries

㈱長谷エココミュニティ HASEKO COMMUNITY Inc.

(単位：百万円 Millions of yen)

		2008/3	2009/3	2010/3	2011/3	2012/3
総売上高	Net Sales	41,310	44,417	46,709	33,903	31,719
売上総利益	Gross Profit	3,879	4,142	4,461	4,014	3,805
販売費及び一般管理費	Selling, General and Administrative Expenses	1,397	1,577	1,561	1,515	1,472
営業利益	Operating Income	2,482	2,564	2,900	2,499	2,333
経常利益	Ordinary Income	2,555	2,566	3,016	2,652	2,509

(単位：戸 Units)

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
マンション管理戸数	Managing condominium units	192,861	205,364	214,228	221,135	231,297

㈱長谷エライブネット HASEKO LIVENET Inc.

(単位：百万円 Millions of yen)

		2008/3	2009/3	2010/3	2011/3	2012/3
総売上高	Net Sales	21,731	22,213	23,948	22,246	22,647
売上総利益	Gross Profit	5,513	4,802	5,412	5,461	5,915
販売費及び一般管理費	Selling, General and Administrative Expenses	3,323	3,464	3,692	3,791	4,196
営業利益	Operating Income	2,190	1,339	1,719	1,671	1,719
経常利益	Ordinary Income	2,206	1,290	1,786	1,770	1,763

(単位：戸 Units)

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
サブリース	Sublease	9,114	8,951	8,781	8,822	8,949
PM受託	Commissioned property management	33,408	44,468	40,827	41,160	42,763
社宅管理代行	Company housing management agency	18,638	22,571	23,250	26,900	40,010
運営戸数合計	Total number of dwellings managed	61,160	75,990	72,858	76,882	91,722

主要子会社推移 Major Consolidated Subsidiaries

㈱長谷エリフォーム HASEKO REFORM Inc.

(単位：百万円 Millions of yen)

		-	-	-	2011/3	2012/3
総売上高	Net Sales				12,993	18,856
売上総利益	Gross Profit				1,553	1,987
販売費及び一般管理費	Selling, General and Administrative Expenses				1,056	1,840
営業利益	Operating Income				497	147
経常利益	Ordinary Income				480	124

(単位：億円 Billions of yen)

		-	-	-	2011/3/31	2012/3/31
受注高	Order volume				190	192

㈱長谷エアーベスト HASEKO URBEST Inc.

(単位：百万円 Millions of yen)

		2008/3	2009/3	2010/3	2011/3	2012/3
総売上高	Net Sales	12,514	9,922	9,875	9,454	10,050
売上総利益	Gross Profit	3,690	1,323	2,441	2,276	2,162
販売費及び一般管理費	Selling, General and Administrative Expenses	1,468	1,539	1,561	1,437	1,257
営業利益	Operating Income	2,222	△216	881	839	906
経常利益	Ordinary Income	2,303	△132	919	891	937

(単位：戸、億円 Units/Billions of yen)

		2008/3	2009/3	2010/3	2011/3	2012/3	
受託販売	Consignment sales	契約戸数 Number of transactions	7,874	5,930	6,132	6,822	6,608
		取扱高 Value of transactions	2,838	2,016	2,087	2,376	2,169
流通仲介	Brokerage	契約戸数 Number of transactions	1,799	1,645	1,925	1,910	1,658
		取扱高 Value of transactions	507	481	543	517	435
合計	Total	契約戸数 Number of transactions	9,673	7,575	8,057	8,732	8,266
		取扱高 Value of transactions	3,345	2,497	2,630	2,893	2,603

要約損益計算書（単体） Summary of Non-Consolidated Income Statements

（単位：百万円 Millions of yen）

		2008/3	2009/3	2010/3	2011/3	2012/3
売上高	Net Sales	600,688	374,351	303,528	298,472	368,044
完成工事高	Construction contracts	414,304	301,102	227,128	237,773	278,118
業務受託売上高	Commissioned works	14,001	5,987	3,826	4,499	5,214
設計監理売上高	Design and supervision	9,526	7,575	4,678	6,271	7,853
貸室営業収入	Lease rentals of buildings	3,838	4,802	5,284	3,385	2,888
不動産売上高	Real estate sale	159,019	54,885	62,612	46,544	73,972
売上総利益	Gross Profit	59,297	28,922	28,020	31,065	29,479
完成工事総利益	Construction contracts	35,285	28,484	23,886	26,432	21,792
業務受託売上総利益	Commissioned works	10,239	3,650	1,952	2,531	3,051
[完成工事+業務受託 利益率]	[Profit ratio of Construction contracts + Commissioned works]	[10.6%]	[10.5%]	[11.2%]	[12.0%]	[8.8%]
設計監理売上総利益	Design and supervision	5,171	3,666	1,694	3,084	4,144
貸室営業総利益	Lease rentals of buildings	835	1,141	1,521	1,132	960
不動産売上総利益	Real estate sale	7,767	△8,018	△1,033	△2,114	△468
販売費及び一般管理費	Selling, General and Administrative Expenses	17,178	18,279	15,763	14,269	14,300
営業利益	Operating Income	42,119	10,643	12,258	16,796	15,178
金融収支	Interest income (expense),net	1,961	142	725	△820	△1,240
[受取利息]	[Interest income]	[793]	[990]	[956]	[533]	[568]
[受取配当金]	[Dividend income]	[4,319]	[3,000]	[3,737]	[4,035]	[2,822]
[支払利息]	[Interest expense]	[△2,577]	[△3,216]	[△2,936]	[△2,953]	[△3,225]
[ローン付帯費用]	[Incidental Expenses For Loan]	[△575]	[△632]	[△1,032]	[△2,435]	[△1,404]
その他	Other income (expense),net	363	272	519	524	705
経常利益	Ordinary Income	44,442	11,057	13,502	16,501	14,644
特別利益	Special income	1,210	60	4,218	1,781	673
特別損失	Special losses	23,821	11,850	10,379	1,895	193
税引前当期純利益	Net Income before income taxes	21,831	△732	7,341	16,387	15,124
法人税、住民税及び事業税	Current tax	△393	△1,212	△1,702	△1,680	△1,827
法人税等調整額	Deferred tax	3,947	5,279	5,425	8,606	5,873
当期純利益	Net Income	18,277	△4,799	3,618	9,461	11,078

要約貸借対照表（単体） Summary of Non-Consolidated Balance Sheets

（単位：百万円 Millions of yen）

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
流動資産	Total current assets	281,454	229,225	192,702	222,971	246,797
現金預金	Cash and bank deposits	34,120	27,783	34,452	51,752	66,401
受取手形・完成工事未収入金	Notes and A/R., construction contracts	81,722	51,120	38,876	49,491	66,234
不動産事業未収入金(※1)	A/R;Real estate and Lease rental of building	2,865	4,688	1,840	3,072	3,607
未成工事支出金	Costs incurred on uncompleted contracts	13,419	12,750	6,101	7,197	5,137
営業用不動産(※2)	Inventories	123,799	113,461	96,897	93,079	90,020
繰延税金資産	Deferred tax assets	15,721	11,063	8,355	8,831	6,421
その他	Other current assets	9,808	8,360	6,181	9,549	8,977
固定資産	Total fixed assets	151,185	188,019	166,137	151,266	143,216
有形固定資産＋借地権	Property and Equipment,Leasehold rights	16,428	50,298	26,820	24,762	20,196
投資有価証券	Investments in securities	1,928	1,999	2,685	2,353	2,661
関係会社株式	Investments in subsidiaries and affiliates	52,528	52,388	50,569	50,569	50,667
その他の関係会社有価証券	Securities of affiliated companies	4,930	1,533	11,663	11,660	11,660
関係会社長期貸付金	Long-term loans to subsidiaries and affiliates	52,267	36,872	34,915	37,221	37,027
繰延税金資産	Long-term deferred tax assets	30,079	29,466	26,434	17,430	14,195
その他	Other fixed assets	9,792	25,568	20,285	9,442	9,014
貸倒引当金	Allowance for doubtful accounts	△16,768	△10,106	△7,234	△2,171	△2,204
資産合計	Total Assets	432,639	417,244	358,839	374,238	390,012
流動負債	Total current liabilities	221,070	263,644	208,940	155,280	173,186
支払手形・工事未払金	Notes and accounts payable	117,182	83,787	61,831	74,736	100,822
短期借入金	Short-term borrowings	19,624	82,729	50,104	22,050	12,600
1年内返済予定の長期借入金	Current portion of long-term debt	31,800	57,420	74,260	31,360	32,632
未成工事受入金	Advances received on uncompleted contracts	28,016	18,129	9,449	12,202	13,179
その他	Other current liabilities	24,448	21,579	13,297	14,932	13,953
固定負債	Total long-term liabilities	118,972	90,499	68,587	129,068	121,011
長期借入金	Long-term debt	117,600	88,280	48,220	111,360	105,088
関係会社長期借入金	Long-term debt from affiliated companies	-	-	17,800	15,493	13,884
その他	Other long-term liabilities	1,372	2,219	2,567	2,215	2,039
負債合計	Total Liabilities	340,042	354,144	277,527	284,349	294,198

※1 貸室未収入金＋不動産事業未収入金 A/R;Real estate + Lease rental of building

※2 販売用不動産＋不動産事業支出金＋開発用不動産等 Real estate for sale + Costs and advances for real estate operations + Real estate for development projects

要約貸借対照表（単体） Summary of Non-Consolidated Balance Sheets

（単位：百万円 Millions of yen）

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
株主資本	Total Shareholders' equity	92,706	63,103	80,853	89,551	94,879
資本金	Capital stock	50,000	50,000	57,500	57,500	57,500
資本剰余金	Additional paid-in capital	-	-	7,500	7,500	7,500
利益剰余金	Retained earnings	46,344	13,211	15,973	24,674	30,001
自己株式	Treasury stock	△3,638	△108	△120	△123	△123
評価・換算差額等	Total valuation and translation adjustments	△109	△2	459	338	936
その他有価証券評価差額金	Net unrealized gain (loss) on other securities	△109	△2	459	338	936
純資産合計	Total Net Assets	92,597	63,101	81,312	89,889	95,815
負債純資産合計	Total Liabilities and Net Assets	432,639	417,244	358,839	374,238	390,012

保有不動産残高 Real Estate Balance

（単位：百万円 Millions of yen）

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
営業用不動産	Inventories	123,799	113,461	96,897	93,079	90,020
販売用不動産	Real estate for sale	69,656	46,370	35,582	30,402	36,031
不動産事業支出金	Costs and advances for real estate operations	42,828	55,916	50,831	52,635	44,652
開発用不動産等	Real estate for development projects	11,316	11,175	10,484	10,043	9,337
有形固定資産＋借地権	Property and Equipment, Leasehold rights	16,428	50,298	26,820	24,762	20,196
合計	Total	140,228	163,759	123,717	117,841	110,215

有利子負債残高 Interest-bearing Debt Balance

（単位：百万円 Millions of yen）

		2008/3/31	2009/3/31	2010/3/31	2011/3/31	2012/3/31
短期借入金	Short-term borrowings	19,624	82,729	50,104	22,050	12,600
1年内返済予定の長期借入金	Current portion of long-term debt	31,800	57,420	74,260	31,360	32,632
長期借入金	Long-term debt	117,600	88,280	48,220	111,360	105,088
関係会社長期借入金	Long-term debt from affiliated companies	-	-	17,800	15,493	13,884
合計	Total	169,024	228,429	190,384	180,263	164,204

受注高推移（単体） Non-Consolidated Orders Received

（単位：百万円 Millions of yen）

		2008/3	2009/3	2010/3	2011/3	2012/3
受注高	Order volume	367,585	250,861	270,650	275,496	280,561
建設事業	Construction contracts	356,718	245,030	267,789	268,394	272,294
民間分譲マンション	Private-sector condominiums	318,258	178,817	240,720	240,878	256,305
一般工事	General construction	24,817	58,916	23,818	19,842	9,021
土木工事	Civil engineering	2,110	2,770	1,829	2,942	2,784
業務受託	Consulting contracts	11,533	4,527	1,422	4,732	4,183
設計監理事業	Design and supervision	10,868	5,831	2,861	7,102	8,267
売上高	Net Sales of each fiscal year	437,831	314,664	235,632	248,543	291,185
建設事業	Construction contracts	428,305	307,089	230,954	242,272	283,331
民間分譲マンション	Private-sector condominiums	385,972	276,147	174,398	209,851	259,838
一般工事	General construction	23,138	21,749	51,194	25,718	16,287
土木工事	Civil engineering	5,194	3,206	1,536	2,203	1,992
業務受託	Consulting contracts	14,001	5,987	3,826	4,499	5,214
設計監理事業	Design and supervision	9,526	7,575	4,678	6,271	7,853
次期繰越高	Balance of orders at the end of each fiscal year	305,387	241,584	276,603	303,556	292,932
建設事業	Construction contracts	297,043	234,983	271,819	297,941	286,903
民間分譲マンション	Private-sector condominiums	265,974	168,644	234,966	265,992	262,460
一般工事	General construction	21,776	58,943	31,568	25,691	18,425
土木工事	Civil engineering	814	378	671	1,410	2,202
業務受託	Consulting contracts	8,479	7,019	4,614	4,847	3,817
設計監理事業	Design and supervision	8,344	6,601	4,785	5,615	6,029
特命受注比率	Exclusive contract	99.9%	91.9%	81.8%	75.1%	81.2%
設計施工比率	Construction-with-design orders	90.1%	93.3%	82.6%	87.8%	97.0%