

FACT BOOK

For the year ended March 31,2022

2022年3月期

株式会社 長谷工コーポレーション

HASEKO Corporation

2022年6月

June, 2022

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(単位：百万円 Millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
連結 Consolidated						
売上高	Net Sales	813,276	890,981	846,029	809,438	909,708
営業利益	Operating Income	100,805	98,430	85,925	72,909	82,702
	[営業利益率] [Operating income ratio]	[12.4%]	[11.0%]	[10.2%]	[9.0%]	[9.1%]
経常利益	Ordinary Income	100,497	100,369	85,253	71,832	81,871
	[経常利益率] [Ordinary income ratio]	[12.4%]	[11.3%]	[10.1%]	[8.9%]	[9.0%]
親会社株主に帰属する当期純利益	Net income attributable to owners of parent	72,289	87,391	59,851	48,258	54,490
純資産	Total Net Assets	296,835	368,051	387,682	394,365	417,667
総資産	Total Assets	687,706	773,219	799,319	953,659	1,081,907
営業活動によるキャッシュ・フロー	Net cash provided by (used in) Operating activities	56,516	33,064	△15,263	31,876	65,448
投資活動によるキャッシュ・フロー	Net cash provided by (used in) Investing activities	△16,351	△14,473	△37,222	△35,772	△31,601
財務活動によるキャッシュ・フロー	Net cash provided by (used in) Financing activities	△34,742	△12,379	△8,356	66,799	15,728
現金及び現金同等物の期末残高	Cash and Cash Equivalents at End of the Year	206,866	212,980	151,754	214,299	264,864
従業員数	Number of employees	6,816	6,974	7,321	7,415	7,460

単体 Non-Consolidated						
売上高	Net Sales	581,334	652,331	614,076	563,346	630,859
営業利益	Operating Income	84,661	81,491	68,716	54,614	56,278
	[営業利益率] [Operating income ratio]	[14.6%]	[12.5%]	[11.2%]	[9.7%]	[8.9%]
経常利益	Ordinary Income	84,307	83,059	88,820	64,553	64,175
	[経常利益率] [Ordinary income ratio]	[14.5%]	[12.7%]	[14.5%]	[11.5%]	[10.2%]
当期純利益	Net Income	59,578	57,572	67,191	47,185	45,457
純資産	Total Net Assets	259,682	303,081	332,563	338,031	356,487
総資産	Total Assets	544,295	599,053	649,002	792,444	888,509
従業員数	Number of employees	2,389	2,436	2,475	2,437	2,433

		2018/3	2019/3	2020/3	2021/3	2022/3
売上高	Net Sales	813,276	890,981	846,029	809,438	909,708
完成工事高	Construction contracts	518,119	541,577	522,803	479,244	482,866
設計監理売上高	Design and supervision	12,366	11,727	11,999	9,933	11,262
賃貸管理収入	Leasing and management	84,461	84,922	85,185	86,335	85,416
不動産売上高	Real estate sale	182,485	235,617	208,467	217,070	312,576
その他の事業収入	Other	15,845	17,138	17,576	16,857	17,588
売上総利益	Gross Profit	157,245	157,851	146,762	136,231	148,309
完成工事総利益	Construction contracts	109,228	100,579	92,141	81,420	82,956
[利益率]	[Profit ratio of Construction contracts]	[21.1%]	[18.6%]	[17.6%]	[17.0%]	[17.2%]
設計監理売上総利益	Design and supervision	6,847	6,153	6,181	4,458	5,543
[利益率]	[Profit ratio of Design and supervision]	[55.4%]	[52.5%]	[51.5%]	[44.9%]	[49.2%]
賃貸管理総利益	Leasing and management	18,479	19,980	19,734	19,346	19,255
不動産売上総利益	Real estate sale	20,434	28,279	25,758	29,025	38,137
その他の事業総利益	Other	2,257	2,861	2,947	1,983	2,417
販売費及び一般管理費	Selling, General and Administrative Expenses	56,440	59,420	60,837	63,322	65,607
営業利益	Operating Income	100,805	98,430	85,925	72,909	82,702
金融収支	Interest income (expense),net	△1,068	1,246	△1,563	△2,745	△1,918
受取利息	Interest income	166	168	212	104	84
受取配当金	Dividend income	574	2,669	346	386	1,142
支払利息	Interest expense	△1,101	△884	△901	△1,353	△1,675
ローン付常費用等	Incidental Expenses For Loan, etc.	△706	△706	△1,220	△1,882	△1,469
その他	Others, net	761	692	892	1,669	1,086
経常利益	Ordinary Income	100,497	100,369	85,253	71,832	81,871
特別利益	Special income	3,535	22,059	2,405	7	224
特別損失	Special losses	3,012	1,187	503	973	270
税金等調整前当期純利益	Income before income taxes	101,021	121,241	87,155	70,866	81,825
法人税、住民税及び事業税	Current tax	28,978	35,949	23,578	22,994	25,478
法人税等調整額	Deferred tax	△492	△2,311	3,662	△386	1,857
当期純利益	Net income	72,535	87,602	59,916	48,258	54,490
非支配株主に帰属する当期純利益	Net income attributable to non-controlling interests	245	211	65	△0	△0
親会社株主に帰属する当期純利益	Net income attributable to owners of parent	72,289	87,391	59,851	48,258	54,490

		2018/3	2019/3	2020/3	2021/3	2022/3
当期純利益	Net income	72,535	87,602	59,916	48,258	54,490
その他の包括利益	Other comprehensive income	2,264	△1,388	△6,876	5,015	3,468
その他有価証券評価差額金	Net unrealized gain (loss) on other securities	2,648	775	△5,581	4,781	△1,897
為替換算調整勘定	Translation adjustments	△929	△625	△562	△1,989	5,140
退職給付にかかる調整額	Retirement benefits liability adjustments	545	△1,538	△733	2,223	225
包括利益	Comprehensive income	74,798	86,214	53,040	53,273	57,958
(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	74,553	86,003	52,974	53,273	57,958
非支配株主に係る包括利益	Comprehensive income attributable to non-controlling interests	245	211	65	△0	△0

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
流動資産	Total current assets	505,271	568,303	572,334	689,527	810,079
現金預金	Cash and bank deposits	208,055	212,423	152,531	216,107	266,891
受取手形・完成工事未収入金等	Notes and accounts receivable, trade	110,613	139,312	141,415	132,346	147,945
有価証券	Marketable securities	3,840	2,751	3,260	516	576
未成工事支出金等	Costs incurred on uncompleted contracts	9,208	10,702	11,046	10,774	11,379
営業用不動産(※1)	Inventories	162,746	189,374	250,453	305,703	368,732
その他	Other current assets	10,998	13,914	13,756	24,175	14,642
貸倒引当金	Allowance for doubtful accounts	△ 188	△ 173	△ 128	△ 94	△ 84
固定資産	Total fixed assets	182,435	204,917	226,985	264,132	271,828
有形固定資産 + 借地権	Property and equipment, Land leasehold rights	126,995	136,554	155,268	174,886	176,077
のれん	Goodwill	3,545	2,997	2,793	2,590	2,387
投資有価証券	Investment securities	18,155	25,316	28,106	40,880	43,125
繰延税金資産	Long-term deferred tax assets	6,690	9,345	7,478	5,803	8,918
その他	Other fixed assets	27,853	31,470	34,103	40,766	42,108
貸倒引当金	Allowance for doubtful accounts	△ 803	△ 765	△ 763	△ 793	△ 787
資産合計	Total Assets	687,706	773,219	799,319	953,659	1,081,907
流動負債	Total current liabilities	280,896	287,317	247,346	271,963	350,543
支払手形・工事未払金等	Notes and accounts payable	86,658	86,331	83,619	87,095	86,480
電子記録債務	Electronically recorded obligations	49,343	52,449	54,570	54,899	55,562
短期借入金	Short-term borrowings	10,000	-	-	-	-
1年内返済予定の長期借入金	Current portion of long-term debt	26,471	17,762	4,171	5,971	31,841
1年内償還予定の社債	Current portion of bonds	-	10,000	10,000	-	-
未成工事受入金	Advances received on uncompleted contracts	20,921	17,968	18,725	17,636	25,472
その他	Other current liabilities	87,503	102,806	76,261	106,363	151,188
固定負債	Total long-term liabilities	109,975	117,851	164,291	287,331	313,697
社債	Straight bonds	20,000	20,000	20,000	90,000	90,000
長期借入金	Long-term debt	60,194	72,642	118,091	171,981	190,000
退職給付に係る負債	Net defined benefit liability	921	1,064	1,375	1,361	1,446
訴訟損失引当金	Provision for loss on litigation	2,705	2,533	2,474	2,245	2,484
その他	Other long-term liabilities	26,156	21,612	22,351	21,745	29,768
負債合計	Total Liabilities	390,871	405,168	411,637	559,294	664,240

※1 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

※2 『税効果会計に係る会計基準』の一部改正を2019/3期から適用しており、2018/3期につきましては遡及適用後の数値を記載しております。

"Partial Amendments to Accounting Standard for Tax Effect Accounting" has been applied from FY2018, and , the figures before FY2017 is described retroactively.

(単位：百万円 Millions of yen)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
株主資本	Total Shareholders' equity	301,245	373,645	401,187	402,855	422,689
資本金	Capital stock	57,500	57,500	57,500	57,500	57,500
資本剰余金	Capital surplus	7,513	7,513	7,623	7,373	7,373
利益剰余金	Retained earnings	240,880	313,242	346,039	369,335	392,149
自己株式	Treasury stock	△4,649	△4,609	△9,975	△31,353	△34,333
その他の包括利益累計額	Accumulated Other Comprehensive Income	△5,246	△6,634	△13,510	△8,495	△5,027
その他有価証券評価差額金	Net unrealized gain (loss) on other securities	4,279	5,055	△526	4,254	2,358
為替換算調整勘定	Translation adjustments	△4,144	△4,769	△5,331	△7,320	△2,180
退職給付に係る調整累計額	Retirement benefits liability adjustments	△5,382	△6,920	△7,653	△5,429	△5,205
非支配株主持分	Non-controlling interests	837	1,040	6	5	5
純資産合計	Total Net Assets	296,835	368,051	387,682	394,365	417,667
負債純資産合計	Total Liabilities and Net Assets	687,706	773,219	799,319	953,659	1,081,907

保有不動産残高 Real Estate Balance

(単位：百万円 Millions of yen)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
営業用不動産	Inventories	162,746	189,374	250,453	305,703	368,732
販売用不動産	Real estate for sale	71,651	87,232	124,881	166,708	165,818
不動産事業支出金	Costs and advances for real estate operations	67,700	78,078	102,379	113,272	176,887
開発用不動産等	Real estate for development projects	23,395	24,065	23,193	25,723	26,027
有形固定資産 + 借地権	Property and equipment, Land leasehold rights	126,995	136,554	155,268	174,886	176,077
合計	Total	289,742	325,928	405,720	480,589	544,809

借入金・社債残高 Interest-bearing Debt Balance

(単位：百万円 Millions of yen)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
短期借入金	Short-term borrowings	10,000	-	-	-	-
1年内返済予定の長期借入金	Current portion of long-term debt	26,471	17,762	4,171	5,971	31,841
長期借入金	Long-term debt	60,194	72,642	118,091	171,981	190,000
1年内償還予定の社債	Current portion of bonds	-	10,000	10,000	-	-
社債	Straight bonds	20,000	20,000	20,000	90,000	90,000
合計	Total	116,664	120,404	152,262	267,951	311,841

㈱長谷工コミュニティ Haseko Community, Inc.

(単位：百万円 Millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
総売上高	Net Sales	37,238	38,981	42,229	50,980	53,938
売上総利益	Gross Profit	4,623	5,366	5,783	6,817	7,915
販売費及び一般管理費	Selling, General and Administrative Expenses	2,644	2,921	3,266	4,186	3,960
営業利益	Operating Income	1,979	2,446	2,516	2,631	3,955
経常利益	Ordinary Income	2,435	2,651	2,689	2,954	4,136

(単位：戸 Unit)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
マンション管理戸数	Managing condominium units	271,173	275,084	286,054	373,760	382,174

※ 2020年4月1日に長谷工コミュニティが長谷工スマイルコミュニティ及び総合ハウジングサービスを吸収合併しました。

On April 1, 2020, Haseko Community merged with the Haseko Smile Community and Sohgo Housing Service.

㈱長谷工ライブネット Haseko Livenet, Inc.

(単位：百万円 Millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
総売上高	Net Sales	32,969	33,709	35,643	36,786	44,084
売上総利益	Gross Profit	8,092	8,673	9,343	9,503	10,444
販売費及び一般管理費	Selling, General and Administrative Expenses	5,838	6,071	6,370	6,397	6,516
営業利益	Operating Income	2,253	2,602	2,973	3,106	3,928
経常利益	Ordinary Income	2,547	3,073	3,178	3,325	4,472

(単位：戸 Unit)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
サブリース	Sublease	10,563	9,659	9,281	8,899	8,246
P M受託	Commissioned property management	80,790	83,910	90,418	98,823	108,308
社宅管理代行	Company housing management agency	58,988	60,735	63,820	61,513	58,397
運営戸数合計	Total number of dwellings managed	150,341	154,304	163,519	169,235	174,951

※ 上の表は長谷工グループが管理している賃貸マンション運営管理戸数の各3月末の推移を表しています。

The above table shows the number of the rental apartment management and operation units managed by the Haseko Group at the end of March.

㈱長谷工リフォーム Haseko Reform, Inc.

(単位：百万円 Millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
総売上高	Net Sales	35,579	38,070	35,525	30,439	37,416
売上総利益	Gross Profit	4,461	4,424	4,355	3,188	4,258
販売費及び一般管理費	Selling, General and Administrative Expenses	3,404	3,242	3,420	3,167	3,293
営業利益	Operating Income	1,057	1,182	934	21	965
経常利益	Ordinary Income	1,047	1,182	933	84	963

(単位：十億円 Billions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
受注高	Orders	38.0	43.0	30.6	31.9	41.4

㈱長谷エアベスト Haseko Urbest, Inc.

(単位：百万円 Millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
総売上高	Net Sales	7,499	8,721	8,554	8,723	12,212
売上総利益	Gross Profit	2,830	3,567	3,118	3,142	5,553
販売費及び一般管理費	Selling, General and Administrative Expenses	1,098	1,086	1,231	1,208	1,110
営業利益	Operating Income	1,732	2,481	1,887	1,934	4,443
経常利益	Ordinary Income	1,815	2,569	1,976	2,090	4,621

(単位：件、十億円 Number of transaction/Billions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3		
受託販売	Consignment sales	契約件数	Unit of transactions	5,997	7,089	6,178	6,862	8,724
		取扱高	Trading amount	235.0	280.1	260.5	310.7	418.4

		2018/3	2019/3	2020/3	2021/3	2022/3
売上高	Net Sales	581,334	652,331	614,076	563,346	630,859
完成工事高	Construction contracts	437,656	452,669	453,411	412,589	405,959
業務受託売上高	Commissioned works	5,343	6,961	6,130	4,906	5,155
設計監理売上高	Design and supervision	12,956	12,346	12,658	11,091	12,146
貸室営業収入	Lease rentals of buildings	2,583	4,088	4,414	4,761	5,613
不動産売上高	Real estate sale	122,797	176,268	137,462	129,998	201,986
売上総利益	Gross Profit	113,233	113,172	102,614	90,413	94,673
完成工事総利益	Construction contracts	92,977	85,911	78,295	70,786	69,232
[完成工事総利益率]	[Profit ratio of Construction contracts]	[21.2%]	[19.0%]	[17.3%]	[17.2%]	[17.1%]
業務受託売上総利益	Commissioned works	3,096	4,938	4,188	3,042	3,447
[完成工事+業務受託 利益率]	[Profit ratio of Construction contracts + Commissioned works]	[21.7%]	[19.8%]	[17.9%]	[17.7%]	[17.7%]
設計監理売上総利益	Design and supervision	7,201	6,502	6,537	5,067	6,035
貸室営業総利益	Lease rentals of buildings	1,068	1,727	1,891	1,742	1,637
不動産売上総利益	Real estate sale	8,890	14,094	11,704	9,776	14,321
販売費及び一般管理費	Selling, General and Administrative Expenses	28,572	31,681	33,899	35,799	38,395
営業利益	Operating Income	84,661	81,491	68,716	54,614	56,278
金融収支	Interest income (expense),net	△604	1,189	19,533	9,247	7,248
受取利息	Interest income	985	1,146	1,668	2,481	2,401
受取配当金	Dividend income	245	1,797	20,232	10,224	8,296
支払利息	Interest expense	△1,044	△944	△1,003	△1,365	△1,716
ローン付帯費用等	Incidental Expenses For Loan, etc.	△790	△811	△1,364	△2,094	△1,733
その他	Other income (expense),net	249	379	571	693	649
経常利益	Ordinary Income	84,307	83,059	88,820	64,553	64,175
特別利益	Special income	597	337	2	2	152
特別損失	Special losses	6	424	317	752	7
税引前当期純利益	Income before income taxes	84,898	82,972	88,505	63,804	64,320
法人税、住民税及び事業税	Current tax	25,317	24,199	20,248	17,602	17,988
法人税等調整額	Deferred tax	2	1,201	1,067	△983	874
当期純利益	Net Income	59,578	57,572	67,191	47,185	45,457

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
流動資産	Total current assets	309,601	287,469	309,286	365,518	438,074
現金預金	Cash and bank deposits	136,187	83,998	72,058	111,202	137,942
受取手形・完成工事未収入金	Notes and A/R., construction contracts	82,803	103,252	109,007	96,655	116,051
不動産事業未収入金(※1)	A/R;Real estate and Lease rental of building	2,420	1,343	1,374	1,852	462
未成工事支出金	Costs incurred on uncompleted contracts	5,752	7,494	8,407	6,559	7,498
営業用不動産(※2)	Inventories	75,920	76,537	101,495	125,454	154,448
その他	Other current assets	6,518	14,845	16,945	23,797	21,671
固定資産	Total fixed assets	234,695	311,584	339,715	426,926	450,435
有形固定資産 + 借地権	Property and equipment, Land leasehold rights	67,231	85,107	99,538	112,835	110,855
投資有価証券	Investment securities	12,534	18,310	11,557	21,320	19,204
関係会社株式	Investments in subsidiaries and affiliates	90,496	107,502	111,425	124,200	151,538
その他の関係会社有価証券	Investments in affiliates	1,296	1,296	1,297	570	570
関係会社長期貸付金	Long-term loans to subsidiaries and affiliates	45,923	79,034	92,883	141,637	140,169
繰延税金資産	Long-term deferred tax assets	558	-	-	-	288
その他	Other fixed assets	17,367	21,047	23,726	27,072	28,518
貸倒引当金	Allowance for doubtful accounts	△710	△710	△710	△708	△707
資産合計	Total Assets	544,295	599,053	649,002	792,444	888,509
流動負債	Total current liabilities	209,588	202,307	177,292	188,118	247,292
支払手形・工事未払金	Notes and A/P, construction contracts	63,050	64,200	61,775	63,811	62,105
電子記録債務	Electronically recorded obligations	45,908	48,242	51,980	51,256	52,846
短期借入金	Short-term borrowings	10,000	-	-	-	-
1年内返済予定の長期借入金	Current portion of long-term debt	19,835	13,435	3,435	3,435	31,205
1年内償還予定の社債	Current portion of bonds	-	10,000	10,000	-	-
未成工事受入金	Advances received on uncompleted contracts	19,102	16,837	17,346	17,943	25,920
その他	Other current liabilities	51,693	49,593	32,755	51,673	75,216
固定負債	Total long-term liabilities	75,026	93,665	139,147	266,295	284,730
社債	Straight bonds	20,000	20,000	20,000	90,000	90,000
長期借入金	Long-term debt	52,170	68,735	114,920	171,345	190,000
その他	Other long-term liabilities	2,856	4,930	4,227	4,950	4,730
負債合計	Total Liabilities	284,614	295,972	316,439	454,413	532,021

※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

※3 『『税効果会計に係る会計基準』の一部改正』を2019/3期から適用しており、2018/3期につきましては遡及適用後の数値を記載しております。

"Partial Amendments to Accounting Standard for Tax Effect Accounting" has been applied from FY2018, and , the figures before FY2017 is described retroactively.

(単位：百万円 Millions of yen)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
株主資本	Total Shareholders' equity	256,220	298,801	333,572	334,417	354,653
資本金	Capital stock	57,500	57,500	57,500	57,500	57,500
資本剰余金	Capital surplus	7,500	7,500	7,500	7,500	7,500
利益剰余金	Retained earnings	195,868	238,410	278,547	300,770	323,985
自己株式	Treasury stock	△4,649	△4,609	△9,975	△31,353	△34,333
評価・換算差額等	Total valuation and translation adjustments	3,462	4,280	△1,009	3,613	1,834
その他有価証券評価差額金	Net unrealized gain (loss) on other securities	3,462	4,280	△1,009	3,613	1,834
純資産合計	Total Net Assets	259,682	303,081	332,563	338,031	356,487
負債純資産合計	Total Liabilities and Net Assets	544,295	599,053	649,002	792,444	888,509

保有不動産残高 Real Estate Balance

(単位：百万円 Millions of yen)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
営業用不動産	Inventories	75,920	76,537	101,495	125,454	154,448
販売用不動産	Real estate for sale	47,320	56,646	85,694	108,990	119,473
不動産事業支出金	Costs and advances for real estate operations	28,599	19,891	15,801	16,464	34,976
有形固定資産 + 借地権	Property and equipment, Land leasehold rights	67,231	85,107	99,538	112,835	110,855
合計	Total	143,151	161,644	201,033	238,289	265,304

借入金・社債残高 Interest-bearing Debt Balance

(単位：百万円 Millions of yen)

		2018/3/31	2019/3/31	2020/3/31	2021/3/31	2022/3/31
短期借入金	Short-term borrowings	10,000	-	-	-	-
1年内返済予定の長期借入金	Current portion of long-term debt	19,835	13,435	3,435	3,435	31,205
長期借入金	Long-term debt	52,170	68,735	114,920	171,345	190,000
1年内償還予定の社債	Current portion of bonds	-	10,000	10,000	-	-
社債	Straight bonds	20,000	20,000	20,000	90,000	90,000
合計	Total	102,005	112,170	148,355	264,780	311,205

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

(単位：百万円 Millions of yen)

		2018/3	2019/3	2020/3	2021/3	2022/3
受注高	Orders	483,801	485,477	471,749	430,310	472,314
建設事業	Construction business	470,290	471,905	459,802	417,930	461,029
住宅	Residence	446,513	445,169	443,592	380,534	427,477
民間分譲マンション	Private-sector condominiums	427,962	405,624	428,698	350,865	374,470
賃貸マンション・社宅等	Rental condominiums, Company housing, etc.	18,550	39,545	14,894	29,669	53,008
非住宅	Non-Residence	8,868	6,248	2,090	23,217	10,513
その他	Others	8,888	12,908	8,462	9,455	16,562
業務受託	Consulting contracts	6,021	7,580	5,659	4,725	6,477
設計監理事業	Design and supervision	13,511	13,572	11,947	12,380	11,285
売上高	Net Sales of each fiscal year	455,955	471,976	472,200	428,586	423,260
建設事業	Construction business	442,999	459,630	459,541	417,495	411,113
住宅	Residence	424,511	437,904	434,836	391,003	381,517
民間分譲マンション	Private-sector condominiums	416,241	420,828	405,886	370,732	365,064
賃貸マンション・社宅等	Rental condominiums, Company housing, etc.	8,270	17,076	28,950	20,272	16,453
非住宅	Non-Residence	3,225	7,562	6,438	12,469	14,829
その他	Others	9,919	7,203	12,137	9,116	9,612
業務受託	Consulting contracts	5,343	6,961	6,130	4,906	5,155
設計監理事業	Design and supervision	12,956	12,346	12,658	11,091	12,146
次期繰越高	Balance of orders at the end of each fiscal year	587,796	601,297	600,847	606,518	655,573
建設事業	Construction business	575,455	587,730	587,991	592,374	642,289
住宅	Residence	556,269	563,535	572,290	565,768	611,728
民間分譲マンション	Private-sector condominiums	530,170	514,966	537,778	521,859	531,264
賃貸マンション・社宅等	Rental condominiums, Company housing, etc.	26,099	48,569	34,512	43,909	80,464
非住宅	Non-Residence	9,252	7,938	3,590	14,338	10,021
その他	Others	6,153	11,857	8,182	8,520	15,470
業務受託	Consulting contracts	3,781	4,400	3,929	3,748	5,070
設計監理事業	Design and supervision	12,341	13,567	12,856	14,144	13,283
特命受注比率	Exclusive contract	83.6%	82.4%	91.7%	77.3%	82.7%
設計施工比率	Construction-with-design orders	93.7%	91.3%	97.1%	91.8%	87.9%