

F A C T B O O K

For the year ended March 31,2017

2 0 1 7 年 3 月 期

株式会社 長谷工コーポレーション

HASEKO Corporation

2 0 1 7 年 6 月

M a y , 2 0 1 7

| | | 頁 Page |
|---------------|---|--------|
| 連結決算 | Consolidated | |
| サマリー情報 | Five Years Summary | 1 |
| 要約損益計算書（連結） | Summary of Consolidated Income Statements | 2 |
| 包括利益計算書（連結） | Statement of Comprehensive Income | 3 |
| 要約貸借対照表（連結） | Summary of Consolidated Balance Sheets | 4~5 |
| 主要子会社推移 | Major Consolidated Subsidiaries | 6~7 |
| (株)長谷エココミュニティ | HASEKO COMMUNITY, Inc. | |
| (株)長谷エライブネット | HASEKO LIVENET, Inc. | |
| (株)長谷エリフォーム | HASEKO REFORM, Inc. | |
| (株)長谷エアーベスト | HASEKO URBEST, Inc. | |
| 単体決算 | Non-Consolidated | |
| 要約損益計算書（単体） | Summary of Non-Consolidated Income Statements | 8 |
| 要約貸借対照表（単体） | Summary of Non-Consolidated Balance Sheets | 9~10 |
| 受注高推移（単体） | Non-Consolidated Orders Received | 11 |



(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------------------------|---|---------|---------|---------|---------|---------|
| 連結 Consolidated | | | | | | |
| 売上高 | Net Sales | 558,919 | 587,571 | 642,167 | 787,354 | 772,328 |
| 営業利益 | Operating Income | 24,329 | 28,838 | 42,698 | 68,762 | 89,032 |
| | [営業利益率] [Operating income ratio] | [4.4%] | [4.9%] | [6.6%] | [8.7%] | [11.5%] |
| 経常利益 | Ordinary Income | 19,976 | 25,405 | 41,889 | 67,327 | 88,827 |
| | [経常利益率] [Ordinary income ratio] | [3.6%] | [4.3%] | [6.5%] | [8.6%] | [11.5%] |
| 親会社株主に帰属する当期純利益 | Net income attributable to owners of parent | 13,064 | 24,830 | 28,542 | 51,226 | 58,762 |
| 純資産 | Total Net Assets | 113,805 | 119,472 | 144,089 | 185,374 | 238,467 |
| 総資産 | Total Assets | 460,864 | 457,408 | 476,914 | 589,993 | 630,937 |
| 営業活動によるキャッシュ・フロー | Net cash provided by (used in) Operating activities | 38,231 | 55,267 | 39,984 | 65,590 | 109,536 |
| 投資活動によるキャッシュ・フロー | Net cash provided by (used in) Investing activities | 14,843 | 29,395 | △4,067 | △30,801 | △19,824 |
| 財務活動によるキャッシュ・フロー | Net cash provided by (used in) Financing activities | △24,115 | △65,425 | △40,235 | △16,286 | △40,213 |
| 現金及び現金同等物の期末残高 | Cash and Cash Equivalents at End of the Year | 118,239 | 137,689 | 133,563 | 152,115 | 201,456 |
| 従業員数 | Number of employees | 4,640 | 5,188 | 5,379 | 6,136 | 6,602 |

単体 Non-Consolidated

| | | | | | | |
|-------|----------------------------------|---------|---------|---------|---------|---------|
| 売上高 | Net Sales | 411,436 | 422,221 | 460,193 | 560,870 | 534,898 |
| 営業利益 | Operating Income | 16,662 | 19,138 | 34,056 | 66,441 | 76,232 |
| | [営業利益率] [Operating income ratio] | [4.0%] | [4.5%] | [7.4%] | [11.8%] | [14.3%] |
| 経常利益 | Ordinary Income | 14,540 | 18,018 | 34,714 | 65,420 | 75,967 |
| | [経常利益率] [Ordinary income ratio] | [3.5%] | [4.3%] | [7.5%] | [11.7%] | [14.2%] |
| 当期純利益 | Net Income | 15,953 | 18,848 | 24,460 | 51,126 | 56,459 |
| 純資産 | Total Net Assets | 107,248 | 105,687 | 115,908 | 162,417 | 214,185 |
| 総資産 | Total Assets | 386,035 | 349,270 | 363,019 | 456,280 | 496,869 |
| 従業員数 | Number of employees | 2,005 | 2,044 | 2,146 | 2,253 | 2,325 |



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

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|-----------------|--|---------|---------|---------|---------|---------|
| 売上高 | Net Sales | 558,919 | 587,571 | 642,167 | 787,354 | 772,328 |
| 完成工事高 | Construction contracts | 338,048 | 364,322 | 447,309 | 501,553 | 478,718 |
| 設計監理売上高 | Design and supervision | 8,073 | 9,473 | 11,177 | 12,134 | 11,438 |
| 賃貸管理収入 | Leasing and management | 70,003 | 61,069 | 60,639 | 73,710 | 81,318 |
| 不動産売上高 | Real estate sale | 138,016 | 145,772 | 110,431 | 186,861 | 186,161 |
| その他の事業収入 | Other | 4,779 | 6,934 | 12,611 | 13,097 | 14,693 |
| 売上総利益 | Gross Profit | 53,459 | 61,363 | 78,937 | 113,347 | 142,874 |
| 完成工事総利益 | Construction contracts | 30,183 | 33,677 | 50,565 | 79,376 | 91,947 |
| [利益率] | [Profit ratio of Construction contracts] | [8.9%] | [9.2%] | [11.3%] | [15.8%] | [19.2%] |
| 設計監理売上総利益 | Design and supervision | 4,630 | 5,399 | 6,695 | 7,387 | 6,767 |
| [利益率] | [Profit ratio of Design and supervision] | [57.4%] | [57.0%] | [59.9%] | [60.9%] | [59.2%] |
| 賃貸管理総利益 | Leasing and management | 11,394 | 11,011 | 11,176 | 15,296 | 17,336 |
| 不動産売上総利益 | Real estate sale | 6,007 | 9,727 | 7,843 | 8,818 | 24,749 |
| その他の事業総利益 | Other | 1,245 | 1,549 | 2,657 | 2,470 | 2,075 |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 29,130 | 32,525 | 36,239 | 44,584 | 53,842 |
| 営業利益 | Operating Income | 24,329 | 28,838 | 42,698 | 68,762 | 89,032 |
| 金融収支 | Interest income (expense),net | △4,942 | △3,977 | △2,526 | △2,600 | △1,042 |
| 受取利息 | Interest income | 438 | 352 | 286 | 205 | 149 |
| 受取配当金 | Dividend income | 154 | 155 | 399 | 491 | 1,033 |
| 支払利息 | Interest expense | △3,579 | △3,016 | △2,379 | △1,885 | △1,401 |
| ローン付常費用等 | Incidental Expenses For Loan, etc | △1,955 | △1,467 | △832 | △1,411 | △823 |
| その他 | Other income (expense),net | 589 | 544 | 1,717 | 1,164 | 837 |
| 経常利益 | Ordinary Income | 19,976 | 25,405 | 41,889 | 67,327 | 88,827 |
| 特別利益 | Special income | 7 | 6,037 | 658 | 5,437 | 1,278 |
| 特別損失 | Special losses | 8,280 | 721 | 240 | 3,915 | 11,849 |
| 税金等調整前当期純利益 | Net Income before income taxes | 11,704 | 30,721 | 42,306 | 68,849 | 78,256 |
| 法人税、住民税及び事業税 | Current tax | 985 | 2,576 | 4,278 | 10,939 | 21,385 |
| 法人税等調整額 | Deferred tax | △2,369 | 3,277 | 9,426 | 6,537 | △2,078 |
| 当期純利益 | Net income | 13,088 | 24,868 | 28,602 | 51,374 | 58,949 |
| 非支配株主に帰属する当期純利益 | Net income attributable to non-controlling interests | 24 | 38 | 60 | 148 | 187 |
| 親会社株主に帰属する当期純利益 | Net income attributable to owners of parent | 13,064 | 24,830 | 28,542 | 51,226 | 58,762 |



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

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------------------|---|--------|--------|--------|--------|--------|
| 当期純利益 | Net income | 13,088 | 24,868 | 28,602 | 51,374 | 58,949 |
| その他の包括利益 | Other comprehensive income | 4,257 | 6,338 | 9,838 | △7,115 | △833 |
| その他有価証券評価差額金 | Net unrealized gain (loss) on other securities | 1,122 | 426 | 694 | △1,557 | △121 |
| 為替換算調整勘定 | Translation adjustments | 3,134 | 5,906 | 4,620 | 131 | △799 |
| 退職給付にかかる調整額 | Retirement benefits liability adjustments | 0 | 0 | 4,504 | △5,661 | 87 |
| 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 | 2 | 6 | 19 | △28 | 0 |
| 包括利益 | Comprehensive income | 17,346 | 31,207 | 38,440 | 44,259 | 58,116 |
| (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 | 17,322 | 31,168 | 38,381 | 44,111 | 57,929 |
| 非支配株主に係る包括利益 | Comprehensive income attributable to non-controlling interests | 24 | 38 | 60 | 148 | 187 |



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

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|----------------|--|----------------|----------------|----------------|----------------|----------------|
| 流動資産 | Total current assets | 352,624 | 356,926 | 380,841 | 448,140 | 478,611 |
| 現金預金 | Cash and bank deposits | 118,589 | 138,382 | 134,187 | 152,752 | 201,269 |
| 受取手形・完成工事未収入金等 | Notes and accounts receivable, trade | 95,136 | 89,732 | 104,975 | 130,271 | 117,607 |
| 有価証券 | Negotiable Certificates of Deposit | - | - | - | - | 3,854 |
| 未成工事支出金等 | Costs incurred on uncompleted contracts | 7,945 | 5,712 | 6,790 | 9,985 | 9,340 |
| 営業用不動産(※) | Inventories | 112,742 | 103,272 | 112,596 | 137,014 | 128,903 |
| 繰延税金資産 | Deferred tax assets | 7,691 | 9,346 | 9,386 | 6,379 | 5,445 |
| その他 | Other current assets | 10,823 | 10,637 | 13,002 | 11,926 | 12,367 |
| 貸倒引当金 | Allowance for doubtful accounts | △ 302 | △ 155 | △ 94 | △ 187 | △ 174 |
| 固定資産 | Total fixed assets | 108,241 | 100,482 | 96,073 | 141,853 | 152,327 |
| 有形固定資産 + 借地権 | Property and Equipment, Leasehold rights | 67,601 | 54,572 | 56,237 | 102,267 | 112,264 |
| 投資有価証券 | Investment securities | 8,378 | 9,707 | 15,458 | 15,556 | 13,524 |
| 繰延税金資産 | Long-term deferred tax assets | 16,656 | 14,292 | 920 | - | 2,011 |
| その他 | Other fixed assets | 16,701 | 22,972 | 24,555 | 24,833 | 25,330 |
| 貸倒引当金 | Allowance for doubtful accounts | △ 1,095 | △ 1,060 | △ 1,097 | △ 804 | △ 801 |
| 資産合計 | Total Assets | 460,864 | 457,408 | 476,914 | 589,993 | 630,937 |
| 流動負債 | Total current liabilities | 215,044 | 209,699 | 248,586 | 259,960 | 270,002 |
| 支払手形・工事未払金等 | Notes and accounts payable | 112,888 | 107,856 | 127,082 | 100,937 | 81,405 |
| 電子記録債務 | Electronically recorded obligations-operating | - | - | - | 34,415 | 39,598 |
| 短期借入金 | Short-term borrowings | 10,380 | 300 | 300 | - | 10,000 |
| 1年内返済予定の長期借入金 | Current portion of long-term debt | 47,520 | 42,149 | 56,574 | 48,289 | 25,771 |
| 未成工事受入金 | Advances received on uncompleted contracts | 12,498 | 14,282 | 15,239 | 10,278 | 22,256 |
| その他 | Other current liabilities | 31,758 | 45,113 | 49,390 | 66,040 | 90,972 |
| 固定負債 | Total long-term liabilities | 132,015 | 128,237 | 84,240 | 144,658 | 122,469 |
| 社債 | Straight bonds | - | - | 10,000 | 20,000 | 20,000 |
| 長期借入金 | Long-term debt | 123,944 | 102,776 | 56,296 | 99,027 | 77,493 |
| 退職給付に係る負債 | Net defined benefit liability (Reserve for employees' retirement benefits) | - | 9,372 | 562 | 3,765 | 1,016 |
| その他 | Other long-term liabilities | 8,071 | 16,089 | 17,381 | 21,866 | 23,960 |
| 負債合計 | Total Liabilities | 347,059 | 337,936 | 332,825 | 404,618 | 392,470 |

※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



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

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|--------------|--|-----------|-----------|-----------|-----------|-----------|
| 株主資本 | Total Shareholders' equity | 124,481 | 128,632 | 143,356 | 191,580 | 245,358 |
| 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 | 59,605 | 63,764 | 78,495 | 126,726 | 180,509 |
| 自己株式 | Treasury stock | △123 | △132 | △139 | △146 | △151 |
| その他の包括利益累計額 | Accumulated Other Comprehensive Income | △10,848 | △9,367 | 471 | △6,643 | △7,510 |
| その他有価証券評価差額金 | Net unrealized gain (loss) on other securities | 2,225 | 2,657 | 3,371 | 1,786 | 1,631 |
| 為替換算調整勘定 | Translation adjustments | △13,073 | △7,167 | △2,546 | △2,416 | △3,215 |
| 退職給付に係る調整累計額 | Remeasurements of defined benefit plans | - | △4,857 | △353 | △6,013 | △5,926 |
| 非支配株主持分 | Non-controlling interests | 172 | 207 | 261 | 438 | 619 |
| 純資産合計 | Total Net Assets | 113,805 | 119,472 | 144,089 | 185,374 | 238,467 |
| 負債純資産合計 | Total Liabilities and Net Assets | 460,864 | 457,408 | 476,914 | 589,993 | 630,937 |

保有不動産残高 Real Estate Balance

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|--------------|---|-----------|-----------|-----------|-----------|-----------|
| 営業用不動産 | Inventories | 112,742 | 103,272 | 112,596 | 137,014 | 128,903 |
| 販売用不動産 | Real estate for sale | 26,522 | 22,606 | 31,146 | 39,931 | 51,684 |
| 不動産事業支出金 | Costs and advances for real estate operations | 48,620 | 38,451 | 40,438 | 70,330 | 53,188 |
| 開発用不動産等 | Real estate for development | 37,600 | 42,215 | 41,012 | 26,754 | 24,032 |
| 有形固定資産 + 借地権 | Property and Equipment, Leasehold rights | 67,601 | 54,572 | 56,237 | 102,267 | 112,264 |
| 合計 | Total | 180,343 | 157,844 | 168,833 | 239,281 | 241,167 |

有利子負債残高 Interest-bearing Debt Balance

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|---------------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|
| 短期借入金 | Short-term borrowings | 10,380 | 300 | 300 | - | 10,000 |
| 1年内返済予定の長期借入金 | Current portion of long-term debt | 47,520 | 42,149 | 56,574 | 48,289 | 25,771 |
| 長期借入金 | Long-term debt | 123,944 | 102,776 | 56,296 | 99,027 | 77,493 |
| 社債 | Straight bonds | - | - | 10,000 | 20,000 | 20,000 |
| リース債務 | lease obligations | 586 | 2,635 | 5,074 | 7,404 | 8,587 |
| 合計 | Total | 182,430 | 147,860 | 128,244 | 174,720 | 141,851 |



主要子会社推移 Major Consolidated Subsidiaries

㈱長谷工コミュニティ HASEKO COMMUNITY, Inc.

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------------|--|--------|--------|--------|--------|--------|
| 総売上高 | Net Sales | 32,636 | 34,801 | 34,944 | 35,913 | 36,914 |
| 売上総利益 | Gross Profit | 3,670 | 4,202 | 4,170 | 4,478 | 4,205 |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 1,461 | 1,598 | 1,729 | 1,759 | 1,902 |
| 営業利益 | Operating Income | 2,209 | 2,604 | 2,440 | 2,719 | 2,303 |
| 経常利益 | Ordinary Income | 2,344 | 2,613 | 2,689 | 2,827 | 2,987 |

(単位：戸 Units)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|-----------|----------------------------|-----------|-----------|-----------|-----------|-----------|
| マンション管理戸数 | Managing condominium units | 238,222 | 249,397 | 253,620 | 260,572 | 264,997 |

㈱長谷エライブネット HASEKO LIVENET, Inc.

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------------|--|--------|--------|--------|--------|--------|
| 総売上高 | Net Sales | 22,913 | 23,169 | 24,061 | 25,779 | 32,319 |
| 売上総利益 | Gross Profit | 6,024 | 5,880 | 5,482 | 5,856 | 7,330 |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 4,389 | 4,441 | 3,960 | 3,900 | 5,375 |
| 営業利益 | Operating Income | 1,636 | 1,440 | 1,522 | 1,957 | 1,956 |
| 経常利益 | Ordinary Income | 1,629 | 1,497 | 1,672 | 2,154 | 2,373 |

(単位：戸 Units)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|--------|-----------------------------------|-----------|-----------|-----------|-----------|-----------|
| サブリース | Sublease | 8,777 | 8,857 | 8,765 | 11,430 | 11,209 |
| P M受託 | Commissioned property management | 44,291 | 43,280 | 47,992 | 76,655 | 77,108 |
| 社宅管理代行 | Company housing management agency | 40,750 | 42,542 | 44,619 | 51,661 | 55,578 |
| 運営戸数合計 | Total number of dwellings managed | 93,818 | 94,679 | 101,376 | 139,746 | 143,895 |

*社宅管理代行は、2014/7月より㈱長谷工ビジネスプロクシーにて運営しております。



主要子会社推移 Major Consolidated Subsidiaries

㈱長谷工リフォーム HASEKO REFORM, Inc.

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------------|--|--------|--------|--------|--------|--------|
| 総売上高 | Net Sales | 22,549 | 30,549 | 28,050 | 34,969 | 36,436 |
| 売上総利益 | Gross Profit | 2,429 | 2,872 | 2,532 | 3,766 | 3,994 |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 1,975 | 2,191 | 2,460 | 2,813 | 3,113 |
| 営業利益 | Operating Income | 455 | 681 | 71 | 952 | 882 |
| 経常利益 | Ordinary Income | 429 | 658 | 67 | 934 | 868 |

(単位：億円 Billions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|-----|--------------|-----------|-----------|-----------|-----------|-----------|
| 受注高 | Order volume | 258 | 324 | 358 | 313 | 366 |

㈱長谷工アーベスト HASEKO URBEST, Inc.

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------------|--|--------|--------|--------|--------|--------|
| 総売上高 | Net Sales | 7,694 | 8,338 | 7,280 | 6,472 | 6,807 |
| 売上総利益 | Gross Profit | 2,184 | 3,270 | 2,713 | 2,297 | 2,366 |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 1,160 | 1,057 | 945 | 1,060 | 1,006 |
| 営業利益 | Operating Income | 1,024 | 2,213 | 1,768 | 1,237 | 1,361 |
| 経常利益 | Ordinary Income | 1,123 | 2,242 | 1,849 | 1,269 | 1,422 |

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

| | | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|------|-------------------|---------------------------|--------|--------|--------|--------|--------|
| 受託販売 | Consignment sales | 契約件数 Unit of transactions | 6,786 | 7,601 | 6,574 | 4,947 | 6,047 |
| | | 取扱高 Trading amount | 2,208 | 2,559 | 2,250 | 1,746 | 2,314 |



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

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|-----------------|---|---------|---------|---------|---------|---------|
| 売上高 | Net Sales | 411,436 | 422,221 | 460,193 | 560,870 | 534,898 |
| 完成工事高 | Construction contracts | 278,334 | 286,423 | 368,862 | 422,372 | 395,651 |
| 業務受託売上高 | Commissioned works | 5,316 | 6,245 | 5,161 | 5,398 | 5,052 |
| 設計監理売上高 | Design and supervision | 8,118 | 9,573 | 11,420 | 12,349 | 11,997 |
| 貸室営業収入 | Lease rentals of buildings | 2,772 | 2,103 | 1,237 | 1,422 | 1,862 |
| 不動産売上高 | Real estate sale | 116,896 | 117,878 | 73,512 | 119,329 | 120,335 |
| 売上総利益 | Gross Profit | 30,920 | 35,403 | 51,927 | 86,234 | 101,161 |
| 完成工事総利益 | Construction contracts | 19,369 | 20,511 | 37,812 | 64,384 | 76,663 |
| [完成工事総利益率] | [Profit ratio of Construction contracts] | [7.0%] | [7.2%] | [10.3%] | [15.2%] | [19.4%] |
| 業務受託売上総利益 | Commissioned works | 3,382 | 3,975 | 3,115 | 3,621 | 3,007 |
| [完成工事+業務受託 利益率] | [Profit ratio of Construction contracts + Commissioned works] | [8.0%] | [8.4%] | [10.9%] | [15.9%] | [19.9%] |
| 設計監理売上総利益 | Design and supervision | 4,657 | 5,492 | 6,905 | 7,526 | 7,125 |
| 貸室営業総利益 | Lease rentals of buildings | 923 | 683 | 512 | 525 | 935 |
| 不動産売上総利益 | Real estate sale | 2,589 | 4,742 | 3,583 | 10,179 | 13,431 |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 14,258 | 16,265 | 17,871 | 19,793 | 24,929 |
| 営業利益 | Operating Income | 16,662 | 19,138 | 34,056 | 66,441 | 76,232 |
| 金融収支 | Interest income (expense), net | △2,504 | △1,276 | △222 | △1,516 | △598 |
| 受取利息 | Interest income | 536 | 533 | 720 | 873 | 970 |
| 受取配当金 | Dividend income | 1,927 | 1,996 | 1,905 | 493 | 603 |
| 支払利息 | Interest expense | △3,033 | △2,604 | △2,022 | △1,408 | △1,288 |
| ローン付帯費用等 | Incidental Expenses For Loan, etc | △1,935 | △1,200 | △825 | △1,474 | △883 |
| その他 | Other income (expense), net | 383 | 156 | 880 | 495 | 333 |
| 経常利益 | Ordinary Income | 14,540 | 18,018 | 34,714 | 65,420 | 75,967 |
| 特別利益 | Special income | 2 | 2,493 | 0 | 48 | 1,485 |
| 特別損失 | Special losses | 3,745 | 526 | 22 | 1,099 | 277 |
| 税引前当期純利益 | Net Income before income taxes | 10,798 | 19,986 | 34,693 | 64,369 | 77,176 |
| 法人税、住民税及び事業税 | Current tax | △2,099 | △1,491 | 969 | 6,795 | 17,830 |
| 法人税等調整額 | Deferred tax | △3,056 | 2,629 | 9,263 | 6,448 | 2,887 |
| 当期純利益 | Net Income | 15,953 | 18,848 | 24,460 | 51,126 | 56,459 |



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

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|---------------|--|----------------|----------------|----------------|----------------|----------------|
| 流動資産 | Total current assets | 260,602 | 239,357 | 252,373 | 271,530 | 277,011 |
| 現金預金 | Cash and bank deposits | 89,729 | 95,865 | 82,286 | 86,055 | 109,845 |
| 受取手形・完成工事未収入金 | Notes and A/R., construction contracts | 62,556 | 56,646 | 75,286 | 97,410 | 81,723 |
| 不動産事業未収入金(※1) | A/R;Real estate and Lease rental of building | 3,355 | 2,053 | 3,414 | 2,928 | 7,150 |
| 未成工事支出金 | Costs incurred on uncompleted contracts | 5,991 | 3,514 | 4,050 | 6,774 | 6,042 |
| 営業用不動産(※2) | Inventories | 82,996 | 63,696 | 67,080 | 64,608 | 61,299 |
| 繰延税金資産 | Deferred tax assets | 7,090 | 8,505 | 8,612 | 5,138 | 3,181 |
| その他 | Other current assets | 8,885 | 9,077 | 11,644 | 8,618 | 7,771 |
| 固定資産 | Total fixed assets | 125,433 | 109,913 | 110,646 | 184,749 | 219,858 |
| 有形固定資産 + 借地権 | Property and Equipment,Leasehold rights | 20,289 | 9,956 | 13,319 | 28,173 | 45,351 |
| 投資有価証券 | Investment securities | 4,324 | 4,737 | 8,936 | 7,751 | 8,063 |
| 関係会社株式 | Investments in subsidiaries and affiliates | 51,177 | 51,077 | 51,257 | 86,004 | 90,410 |
| その他の関係会社有価証券 | Investments in affiliates | 12,010 | 3 | 485 | 1,036 | 1,296 |
| 長期貸付金 | Long-term loans | - | - | - | - | - |
| 関係会社長期貸付金 | Long-term loans to subsidiaries and affiliates | 14,533 | 27,153 | 28,806 | 53,313 | 61,937 |
| 繰延税金資産 | Long-term deferred tax assets | 16,001 | 11,807 | 1,491 | - | - |
| その他 | Other fixed assets | 8,171 | 6,219 | 7,391 | 9,175 | 13,510 |
| 貸倒引当金 | Allowance for doubtful accounts | △1,070 | △1,039 | △1,038 | △702 | △709 |
| 資産合計 | Total Assets | 386,035 | 349,270 | 363,019 | 456,280 | 496,869 |
| 流動負債 | Total current liabilities | 170,736 | 154,985 | 192,128 | 185,087 | 196,653 |
| 支払手形・工事未払金 | Notes and A/P, construction contracts | 94,499 | 85,602 | 105,094 | 78,182 | 58,266 |
| 電子記録債務 | Electronically recorded obligations-operating | - | - | - | 33,025 | 36,806 |
| 短期借入金 | Short-term borrowings | 10,080 | - | - | - | 10,000 |
| 1年内返済予定の長期借入金 | Current portion of long-term debt | 37,832 | 38,612 | 53,342 | 30,307 | 25,035 |
| 未成工事受入金 | Advances received on uncompleted contracts | 10,742 | 12,403 | 12,888 | 7,845 | 20,238 |
| その他 | Other current liabilities | 17,583 | 18,368 | 20,804 | 35,728 | 46,307 |
| 固定負債 | Total long-term liabilities | 108,051 | 88,599 | 54,983 | 108,776 | 86,031 |
| 社債 | Straight bonds | - | - | 10,000 | 20,000 | 20,000 |
| 長期借入金 | Long-term debt | 93,256 | 86,644 | 44,292 | 87,040 | 62,005 |
| 関係会社長期借入金 | Long-term debt from affiliated companies | 12,441 | - | - | - | - |
| その他 | Other long-term liabilities | 2,354 | 1,955 | 691 | 1,736 | 4,026 |
| 負債合計 | Total Liabilities | 278,787 | 243,583 | 247,111 | 293,863 | 282,684 |

※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



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

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|--------------|--|-----------|-----------|-----------|-----------|-----------|
| 株主資本 | Total Shareholders'equity | 105,231 | 103,400 | 113,106 | 161,218 | 213,163 |
| 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 | 40,355 | 38,532 | 48,244 | 96,364 | 148,314 |
| 自己株式 | Treasury stock | △123 | △132 | △139 | △146 | △151 |
| 評価・換算差額等 | Total valuation and translation adjustments | 2,017 | 2,287 | 2,803 | 1,199 | 1,022 |
| その他有価証券評価差額金 | Net unrealized gain (loss) on other securities | 2,017 | 2,287 | 2,803 | 1,199 | 1,022 |
| 純資産合計 | Total Net Assets | 107,248 | 105,687 | 115,908 | 162,417 | 214,185 |
| 負債純資産合計 | Total Liabilities and Net Assets | 386,035 | 349,270 | 363,019 | 456,280 | 496,869 |

保有不動産残高 Real Estate Balance

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|--------------|---|-----------|-----------|-----------|-----------|-----------|
| 営業用不動産 | Inventories | 82,996 | 63,696 | 67,080 | 64,608 | 61,299 |
| 販売用不動産 | Real estate for sale | 25,495 | 20,392 | 28,018 | 21,877 | 30,183 |
| 不動産事業支出金 | Costs and advances for real estate operations | 48,653 | 37,627 | 37,625 | 42,731 | 31,116 |
| 開発用不動産等 | Real estate for development | 8,849 | 5,677 | 1,437 | - | - |
| 有形固定資産 + 借地権 | Property and Equipment, Leasehold rights | 20,289 | 9,956 | 13,319 | 28,173 | 45,351 |
| 合計 | Total | 103,285 | 73,653 | 80,399 | 92,781 | 106,650 |

有利子負債残高 Interest-bearing Debt Balance

(単位：百万円 Millions of yen)

| | | 2013/3/31 | 2014/3/31 | 2015/3/31 | 2016/3/31 | 2017/3/31 |
|---------------|--|-----------|-----------|-----------|-----------|-----------|
| 短期借入金 | Short-term borrowings | 10,080 | - | - | - | 10,000 |
| 1年内返済予定の長期借入金 | Current portion of long-term debt | 37,832 | 38,612 | 53,342 | 30,307 | 25,035 |
| 長期借入金 | Long-term debt | 93,256 | 86,644 | 44,292 | 87,040 | 62,005 |
| 関係会社長期借入金 | Long-term debt from affiliated companies | 12,441 | - | - | - | - |
| 社債 | Straight bonds | - | - | 10,000 | 20,000 | 20,000 |
| リース債務 | lease obligations | 60 | 75 | 69 | 75 | 54 |
| 合計 | Total | 153,669 | 125,331 | 107,703 | 137,422 | 117,094 |



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

(単位：百万円 Millions of yen)

| | | 2013/3 | 2014/3 | 2015/3 | 2016/3 | 2017/3 |
|-----------|--|---------|---------|---------|---------|---------|
| 受注高 | Order volume | 286,397 | 363,082 | 464,195 | 483,401 | 502,215 |
| 建設事業 | Construction contracts | 277,752 | 351,226 | 451,688 | 470,387 | 489,023 |
| 民間分譲マンション | Private-sector condominiums | 259,987 | 326,308 | 424,258 | 450,978 | 455,051 |
| 一般工事 | General construction | 11,191 | 18,551 | 20,325 | 12,849 | 27,386 |
| 土木工事 | Civil engineering | 829 | 940 | 1,908 | 954 | 2,101 |
| 業務受託 | Consulting contracts | 5,745 | 5,427 | 5,196 | 5,606 | 4,486 |
| 設計監理事業 | Design and supervision | 8,644 | 11,856 | 12,508 | 13,014 | 13,192 |
| 売上高 | Net Sales of each fiscal year | 291,768 | 302,240 | 385,444 | 440,119 | 412,700 |
| 建設事業 | Construction contracts | 283,650 | 292,668 | 374,024 | 427,770 | 400,703 |
| 民間分譲マンション | Private-sector condominiums | 259,717 | 271,143 | 350,684 | 401,606 | 377,443 |
| 一般工事 | General construction | 16,271 | 13,877 | 16,910 | 19,657 | 16,935 |
| 土木工事 | Civil engineering | 2,346 | 1,404 | 1,269 | 1,109 | 1,274 |
| 業務受託 | Consulting contracts | 5,316 | 6,245 | 5,161 | 5,398 | 5,052 |
| 設計監理事業 | Design and supervision | 8,118 | 9,573 | 11,420 | 12,349 | 11,997 |
| 次期繰越高 | Balance of orders at the end of each fiscal year | 287,561 | 348,402 | 427,153 | 470,436 | 559,951 |
| 建設事業 | Construction contracts | 281,005 | 339,563 | 417,227 | 459,844 | 548,164 |
| 民間分譲マンション | Private-sector condominiums | 262,730 | 317,895 | 391,470 | 440,841 | 518,449 |
| 一般工事 | General construction | 13,345 | 18,020 | 21,435 | 14,628 | 25,079 |
| 土木工事 | Civil engineering | 685 | 221 | 860 | 706 | 1,533 |
| 業務受託 | Consulting contracts | 4,245 | 3,427 | 3,462 | 3,670 | 3,103 |
| 設計監理事業 | Design and supervision | 6,555 | 8,839 | 9,926 | 10,591 | 11,786 |
| 特命受注比率 | Exclusive contract | 86.6% | 87.4% | 91.9% | 91.5% | 83.6% |
| 設計施工比率 | Construction-with-design orders | 95.4% | 93.4% | 97.4% | 97.2% | 95.0% |