

Market Data マーケットデータ

Housing Starts 住宅着工戸数

		(Thousands of units / 千戸)									
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Housing starts	住宅着工戸数	893	987	880	921	974	946	952	883	812	865
Custom-built houses	持家	317	353	278	284	292	282	288	283	263	281
Houses in housing development projects	分譲(一戸建)	125	134	124	126	135	138	145	146	129	144
Rental housing	貸家【賃貸住宅】	321	370	358	384	427	410	390	334	303	330
Condominiums for sale	分譲(マンション)	124	124	110	118	112	108	120	111	108	102
Prefabricated housing starts	プレハブ着工戸数	134	150	140	143	148	136	131	124	107	114
Prefabricated housing share	プレハブシェア	15.0%	15.2%	15.9%	15.6%	15.2%	14.4%	13.7%	14.1%	13.3%	13.2%
Custom-built houses	持家	56	57	47	45	46	43	44	40	35	37
Prefabricated housing share	プレハブシェア	17.7%	16.3%	16.8%	15.9%	15.8%	15.4%	15.2%	14.3%	13.3%	13.2%
Rental housing	貸家【賃貸住宅】	72	86	86	92	95	87	80	77	66	71
Prefabricated housing share	プレハブシェア	22.6%	23.3%	24.0%	23.9%	22.2%	21.2%	20.6%	23.1%	22.0%	21.7%
Houses in housing development projects and condominiums for sale	分譲(一戸建・マンション)	5	6	6	6	5	5	5	6	4	4
Prefabricated housing share	プレハブシェア	2.1%	2.2%	2.7%	2.3%	2.2%	2.0%	2.0%	2.3%	1.8%	1.9%

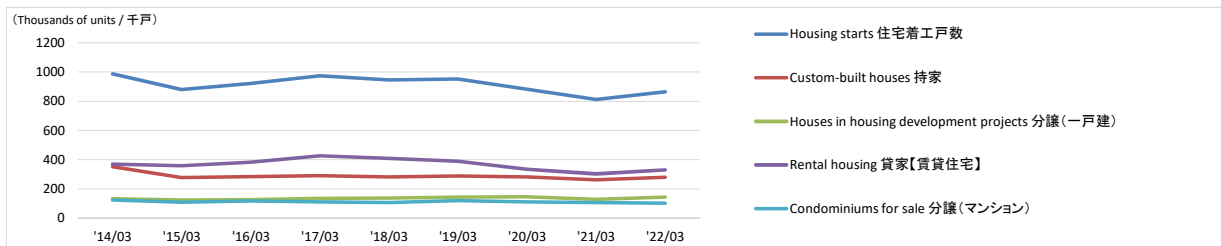
Source: Statistics for housing (including prefabricated) starts are from Housing Starts Survey by Ministry of Land, Infrastructure and Transport / (注) 住宅着工戸数及びプレハブ着工戸数は、「住宅着工統計」(国土交通省)より

Sales of Houses (Non-consolidated) 住宅販売戸数(大和ハウス工業 個別)

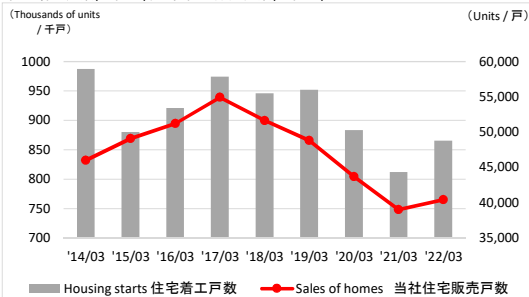
		(Units / 戸)									
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Sales of Houses	住宅販売戸数	43,203	46,018	49,087	51,207	54,925	51,641	48,410	43,703	38,991	40,758
Single-family houses (Custom-built houses)	戸建住宅	7,965	8,088	7,280	6,999	7,106	6,907	6,524	5,917	5,178	5,164
Single-family houses in housing development projects	分譲住宅	1,916	2,433	2,614	2,333	2,180	2,320	2,192	2,066	1,841	1,596
Rental housing	賃貸住宅	30,514	32,424	36,757	38,903	43,428	40,254	37,905	33,502	29,488	31,202
Condominiums for sale	分譲マンション	2,808	3,073	2,436	2,972	2,211	2,160	1,789	2,218	2,484	2,796
Reference: Cosmos Initia** 参考:コスモスイニシア**											
Condominiums for sale	分譲マンション	-	799	772	896	744	558	414	325	455	453

** Cosmos Initia Co., Ltd. became a consolidated subsidiary, June 2013 / 株式会社コスモスイニシアは、2013年6月より連結子会社となりました。

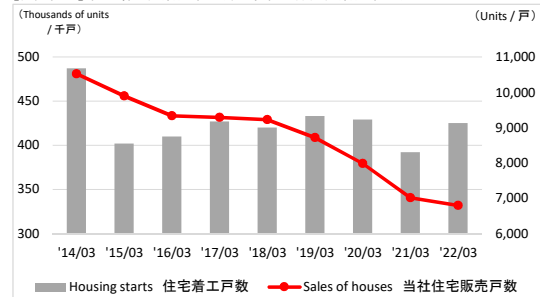
Housing Starts 住宅着工戸数



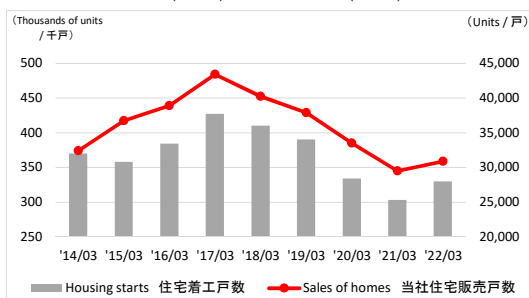
Housing starts (left scale), Sales of homes (right scale) (Non-consolidated) 住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



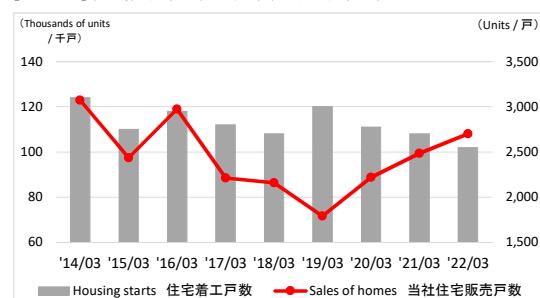
【Single-family houses】Housing starts (left scale), Sales of homes (right scale) 【戸建住宅】住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



【Rental housing】Housing starts (left scale), Sales of homes (right scale) 【賃貸住宅】住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



【Condominiums】Housing starts (left scale), Sales of homes (right scale) 【マンション】住宅着工戸数(左目盛)、当社住宅販売戸数(右目盛)



Financial Data 財務データ 1

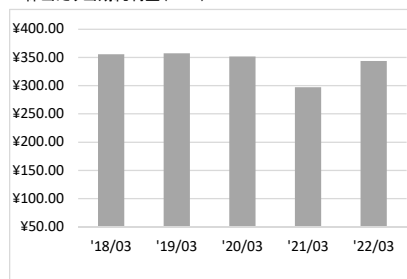
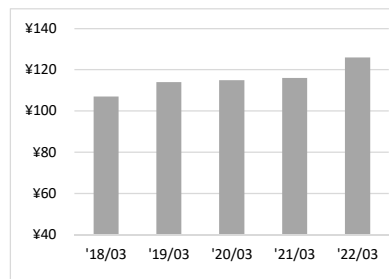
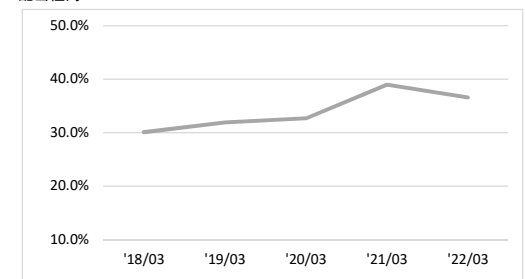
Consolidated Balance Sheets 連結貸借対照表

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
		(¥ Million / 百万円)									
Assets	資産の部										
Current assets	流動資産										
Cash and deposits	現金預金	248,799	212,114	238,776	192,571	216,749	330,806	279,859	281,434	425,980	337,632
Notes and accounts receivable from completed construction contracts and other	受取手形・売掛金等	189,770	227,276	244,045	281,755	315,275	360,395	390,922	433,053	401,314	407,430
Short-term investment securities	有価証券	8	18	16	16	2,006	2,040	891	814	550	7,568
Inventories	たな卸資産	398,584	455,578	598,690	640,165	624,285	784,256	955,665	1,094,844	1,173,612	1,562,408
Costs on uncompleted construction contracts	未成工事支出金	21,712	23,818	31,778	36,753	49,484	58,627	79,305	47,861	46,866	48,516
Land for sale	販売用土地	280,502	319,477	399,211	422,607	393,498	501,367	620,941	703,290	794,018	1,024,842
Buildings for sale	販売用建物	71,217	84,035	140,220	152,657	154,179	195,386	223,066	309,400	299,740	454,326
Other	その他の流動資産	147,332	184,126	192,067	216,923	254,525	261,348	302,370	302,735	366,588	395,950
Allowance for doubtful accounts	貸倒引当金	-2,949	-3,382	-3,347	-2,583	-7,653	-8,836	-8,665	-9,016	-13,682	-18,195
Total current assets	流動資産合計	981,546	1,075,731	1,270,247	1,328,849	1,405,188	1,730,010	1,921,043	2,103,866	2,354,364	2,692,794
Noncurrent assets	固定資産										
Property, plant and equipment	有形固定資産	802,634	943,886	1,070,121	1,190,704	1,407,380	1,501,499	1,608,548	1,721,717	1,858,847	1,969,066
Buildings and structures	建物及び構築物	345,000	384,466	417,638	428,046	482,076	546,337	581,738	570,086	653,389	744,610
Land	土地	396,353	485,813	566,139	652,043	759,813	776,342	811,205	857,587	870,822	878,851
Other	その他	61,280	73,607	86,342	110,614	165,489	178,819	215,604	294,042	334,635	345,603
Intangible assets	無形固定資産	80,258	82,173	80,578	87,206	86,989	103,768	124,639	118,172	135,625	170,917
Investments and other assets	投資その他の資産	506,799	564,154	600,059	651,045	656,326	699,780	679,804	683,632	704,214	688,884
Total noncurrent assets	固定資産合計	1,389,691	1,590,215	1,750,759	1,928,955	2,150,696	2,305,048	2,412,993	2,523,522	2,698,687	2,828,868
Total assets	資産合計	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388	5,053,052	5,521,662
Liabilities	負債の部										
Current liabilities	流動負債										
Notes and accounts payable for construction contracts and other	支払手形・工事未払金等	337,767	274,776	309,261	368,494	383,232	479,451	530,472	360,338	296,165	355,936
Short-term loans payable	短期借入金	7,495	22,302	70,892	54,291	78,944	93,843	97,631	110,519	124,584	151,421
Current portion of bonds payable	一年以内償還予定の社債	53	100,053	110	10,085	10	20,110	95,000	65,000	40,000	25,000
Current portion of long-term loans payable	一年以内返済予定の長期借入金	38,987	60,442	34,803	31,748	69,401	61,574	40,441	65,669	46,700	79,589
Commercial papers	コマーシャル・ペーパー	-	-	72,000	-	-	-	-	49,000	-	-
Income taxes payable	未払法人税・事業税	33,051	46,796	27,415	60,429	52,511	61,826	69,944	58,980	57,093	69,170
Advances received on uncompleted construction contracts	未成工事受入金	60,166	70,238	90,487	107,531	113,850	124,571	165,186	130,633	113,186	137,977
Other	その他の流動負債	240,030	270,864	311,132	341,208	324,023	356,970	403,173	457,113	601,127	625,496
Total current liabilities	流動負債合計	717,551	845,474	916,104	973,790	1,021,973	1,198,349	1,401,849	1,297,254	1,278,858	1,444,592
Noncurrent liabilities	固定負債										
Bonds payable	社債	130,667	30,614	110,595	100,010	200,000	287,342	192,000	277,000	383,000	408,000
Long-term loans payable	長期借入金	197,585	180,156	275,128	295,828	292,316	317,702	350,573	473,689	677,700	758,496
Other	その他の固定負債	590,550	617,015	606,361	706,189	711,693	718,078	745,896	806,056	819,989	799,188
Total noncurrent liabilities	固定負債合計	918,803	827,786	992,085	1,102,028	1,204,009	1,323,124	1,288,470	1,556,745	1,880,689	1,965,684
Total liabilities	負債合計	1,636,354	1,673,260	1,908,190	2,075,818	2,225,983	2,521,474	2,690,320	2,853,999	3,159,548	3,410,277
Net assets	純資産の部										
Shareholders' equity	株主資本										
Capital stock	資本金	110,120	161,699	161,699	161,699	161,699	161,699	161,699	161,699	161,699	161,699
Capital surplus	資本剰余金	226,824	294,632	294,632	311,226	311,393	311,910	310,879	307,154	304,595	301,982
Retained earnings	利益剰余金	404,979	465,719	534,639	591,850	734,242	903,550	1,066,705	1,217,407	1,339,558	1,486,900
Treasury stock	自己株式	-19,998	-1,256	-1,965	-4,617	-8,450	-4,630	-8,316	-7,588	-33,019	-29,081
Total shareholders' equity	株主資本合計	721,926	920,794	989,005	1,060,158	1,198,884	1,372,528	1,530,968	1,678,671	1,772,834	1,921,500
Accumulated other comprehensive income	その他の包括利益累計額										
Valuation difference on available-for-sale securities	その他有価証券評価差額金	24,326	50,498	84,678	84,983	88,642	75,257	51,016	36,996	59,404	64,017
Deferred gains or losses on hedges	繰延ヘッジ損益	-	10	84	35	-5	-35	-21	-10	10	-860
Revaluation reserve for land	土地再評価差額金	-13,160	-5,241	-457	702	3,495	6,188	6,453	10,251	10,624	10,642
Foreign currency translation adjustment	為替換算調整勘定	531	20,456	32,318	24,399	17,273	20,599	7,574	1,087	-7,677	24,857
Total accumulated other comprehensive income	その他の包括利益累計額合計	11,697	65,723	116,623	110,119	109,405	102,010	65,023	48,323	62,361	98,657
Subscription rights to shares	新株予約権	-	38	38	38	115	115	114	101	91	-
Non-controlling interests	非支配株主持分	1,259	6,129	7,149	11,669	21,495	38,929	47,610	46,292	58,216	91,227
Total net assets	純資産合計	734,883	992,686	1,112,817	1,181,986	1,329,901	1,513,585	1,643,717	1,773,388	1,893,504	2,111,385
Total liabilities and net assets	負債純資産合計	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388	5,053,052	5,521,662

Financial Data 財務データ 2

Consolidated Statements of Income 連結損益計算書

		(¥ Million / 百万円)										
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	'23/03 Forecast 計画
Net sales	売上高	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909	3,795,992	4,143,505	4,380,209	4,126,769	4,439,536	4,580,000
Cost of sales	売上原価	1,592,218	2,192,414	2,269,846	2,560,483	2,791,596	3,002,160	3,300,738	3,510,002	3,299,886	3,574,853	3,702,000
SG&A expenses	販売費及び一般管理費	287,746	344,326	360,516	389,316	411,220	446,690	470,571	489,091	469,761	481,425	528,000
Operating income	営業利益	128,024	163,576	180,352	243,100	310,092	347,141	372,195	381,114	357,121	383,256	350,000
Excluded amortization of actuarial differences	【参考】退職数理差異の影響を除く営業利益	-	-	-	-	293,573	336,264	369,178	378,245	329,472	332,267	-
Interest income and dividends income	受取利息・配当金	5,041	6,357	6,576	7,015	6,895	7,221	8,444	7,587	7,254	7,332	-
Equity in earnings of affiliates	持分法による投資利益	500	1,453	11	-	-	-	-	-	-	-	-
Total non-operating income	営業外収益計	27,988	26,991	35,340	13,651	13,253	14,633	16,047	16,730	20,381	26,263	16,900
Interest expenses	支払利息	5,278	4,620	5,129	5,048	5,143	5,544	7,504	8,982	10,013	13,033	-
Equity in losses of affiliates	持分法による投資損失	-	-	-	574	1,274	62	13,080	6,972	11,553	6,810	-
Total non-operating expenses	営業外費用計	10,616	14,201	13,064	23,160	22,815	17,180	28,780	30,175	39,672	33,273	29,900
Ordinary income	経常利益	145,395	176,366	202,628	233,592	300,529	344,593	359,462	367,669	337,830	376,246	337,000
Extraordinary income	特別利益	32,436	1,332	14,397	14,955	1,783	15,358	5,033	3,285	4,671	8,888	-
Extraordinary losses	特別損失	64,569	9,189	15,934	92,333	7,448	13,636	12,265	21,271	31,290	31,834	3,000
Income before income taxes and non-controlling shareholders' interests	税金等調整前当期純利益	113,262	168,509	201,091	156,214	294,865	346,315	352,230	349,683	311,210	353,300	334,000
Income taxes and others	法人税等	47,092	66,000	83,552	51,545	92,072	106,412	110,198	112,327	109,873	124,341	-
Net income attributable to non-controlling shareholders' interests	非支配株主に帰属する当期純利益	-103	413	406	1,091	1,092	3,546	4,592	3,753	6,260	3,686	-
Net income attributable to owners of the parent	親会社株主に帰属する当期純利益	66,274	102,095	117,133	103,577	201,700	236,357	237,439	233,603	195,076	225,272	218,000
Basic net income per share	一株当たり当期純利益	¥114.52	¥161.08	¥177.74	¥156.40	¥304.14	¥355.87	¥357.29	¥351.84	¥297.18	¥343.82	¥332.49
Dividend per share	一株当たり配当金	¥35	¥50	¥60	¥80	¥92	¥107	¥114	¥115	¥116	¥126	¥130
of which interim dividend per share	うち、一株当たり中間配当	-	¥20	¥25	¥35	¥40	¥45	¥50	¥55	¥50	¥55	¥60
Dividend payout ratio	配当性向	30.6%	31.0%	33.8%	51.2%	30.2%	30.1%	31.9%	32.7%	39.0%	36.6%	39.1%
Balance between financial income and expenses	金融収支	-236	1,736	1,446	1,967	1,752	1,677	940	-1,394	-2,759	-5,700	-
Number of issued and outstanding shares (Thousands of share)	発行済株式数(千株)	578,672	659,121	658,802	663,808	663,546	664,755	663,801	664,019	654,237	655,668	-

Earnings per share (EPS)
一株当たり当期純利益 (EPS)Cash dividends per share
一株当たり配当金Payout ratio
配当性向

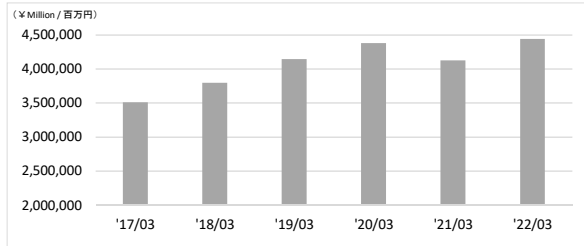
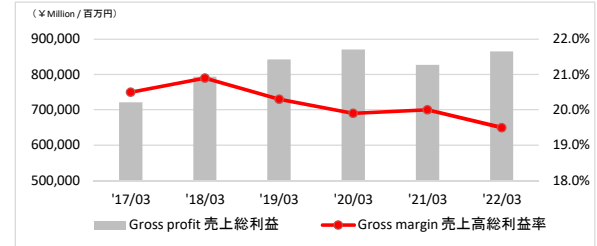
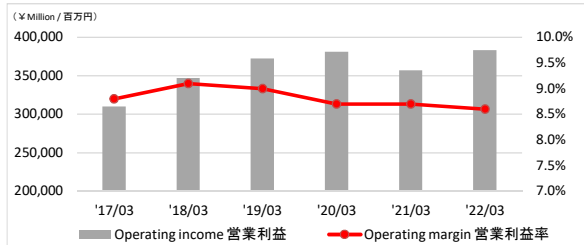
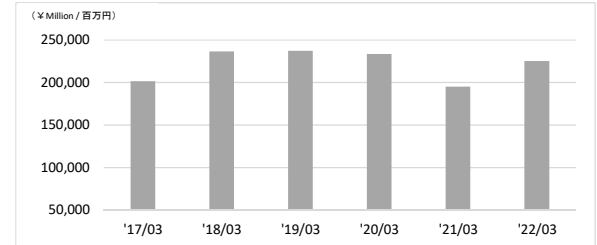
【Reference】The State of Share Distribution (Composition Ratio) 【参考】株式分布状況表(構成比)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Financial Institutions	金融機関	41.2%	39.3%	39.8%	41.4%	42.7%	44.6%	46.3%	47.6%	45.9%	45.5%
Foreigners	外国人	30.2%	36.5%	37.5%	36.9%	34.9%	33.5%	30.7%	29.4%	28.4%	28.9%
Individuals & Others	個人・その他	12.8%	12.4%	11.0%	10.4%	10.8%	10.2%	10.6%	11.2%	11.3%	11.5%
Other Companies	その他国内法人	10.2%	9.4%	9.4%	9.5%	9.4%	9.2%	8.8%	8.5%	8.0%	7.6%
Securities Companies	証券会社	2.1%	2.2%	2.1%	1.4%	2.2%	2.5%	3.2%	3.0%	4.6%	4.9%
Treasury Stock	自己名義株式	3.5%	0.2%	0.2%	0.4%	0.0%	0.0%	0.3%	0.3%	1.8%	1.6%
Total	合計	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Index Data 指標データ 1

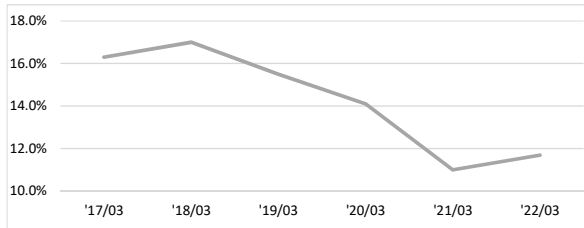
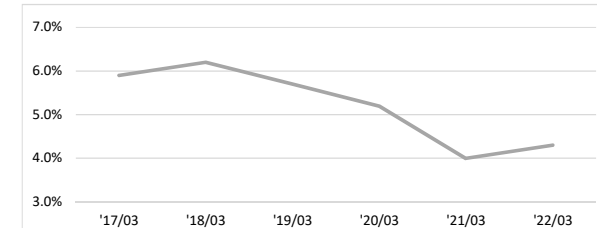
Profitability Indices (Consolidated) 収益性指標(連結)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Net sales	売上高	2,007,989	2,700,318	2,810,714	3,192,900	3,512,909	3,795,992	4,143,505	4,380,209	4,126,769	4,439,536
Gross profit	売上総利益	415,771	507,903	540,868	632,417	721,312	793,832	842,767	870,206	826,883	864,682
Gross margin	売上高総利益率	20.7%	18.8%	19.2%	19.8%	20.5%	20.9%	20.3%	19.9%	20.0%	19.5%
SG&A expenses	管理販売費及び一般管理費	287,746	344,326	360,516	389,316	411,220	446,690	470,571	489,091	469,761	481,425
Operating income	営業利益	128,024	163,576	180,352	243,100	310,092	347,141	372,195	381,114	357,121	383,256
Operating margin	営業利益率	6.4%	6.1%	6.4%	7.6%	8.8%	9.1%	9.0%	8.7%	8.7%	8.6%
Ordinary income	経常利益	145,395	176,366	202,628	233,592	300,529	344,593	359,462	367,669	337,830	376,246
Net income attributable to owners of the parent	親会社株主に帰属する当期純利益	66,274	102,095	117,133	103,577	201,700	236,357	237,439	233,603	195,076	225,272

Net sales
売上高Gross profit (left scale), Gross margin (right scale)
売上総利益(左目盛)、売上高総利益率(右目盛)Operating income (left scale), Operating margin (right scale)
営業利益(左目盛)、営業利益率(右目盛)Net income attributable to owners of the parent
親会社株主に帰属する当期純利益

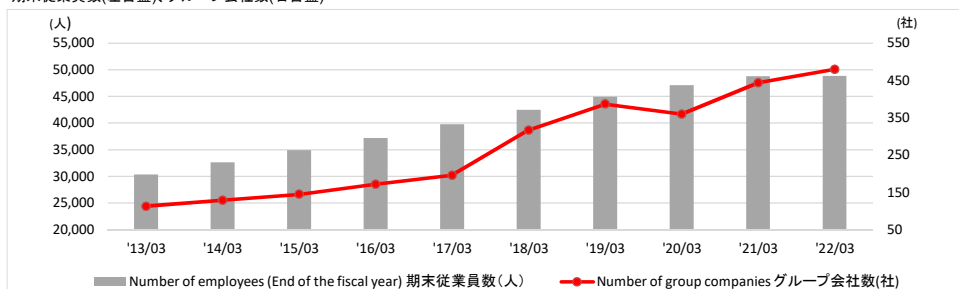
Efficiency Indices (Consolidated) 効率性指標(連結)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Return on equity (ROE)	株主資本利益率(ROE)	9.5%	11.9%	11.2%	9.1%	16.3%	17.0%	15.5%	14.1%	11.0%	11.7%
Return on assets (ROA)	総資産利益率(ROA)	3.0%	4.1%	4.1%	3.3%	5.9%	6.2%	5.7%	5.2%	4.0%	4.3%

Return on equity
株主資本利益率(ROE)Return on assets
総資産利益率(ROA)

Productivity Indices (Consolidated) 生産性指標(連結)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Number of employees (End of the fiscal year)	期末従業員数(人)	30,361	32,628	34,903	37,191	39,770	42,460	44,947	47,133	48,807	48,831
Number of group companies	グループ会社数(社)	113	129	145	172	196	317	387	360	444	480

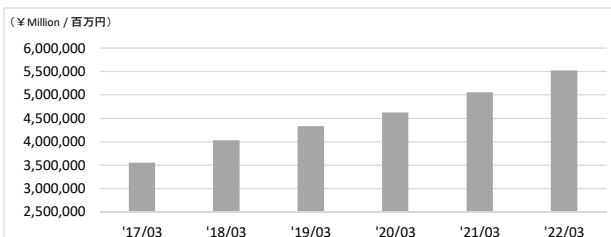
Number of employees (left scale), Number of group companies (right scale)
期末従業員数(左目盛)、グループ会社数(右目盛)

Index Data 指標データ 2

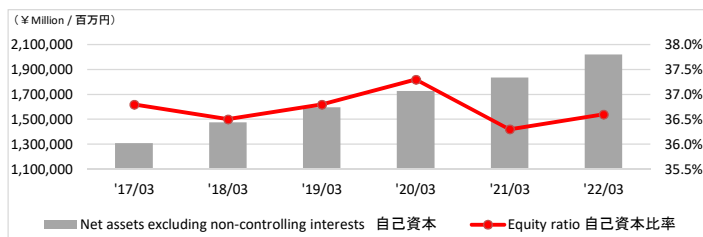
Stability Indices (Consolidated) 安全性指標(連結)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Total assets	総資産	2,371,238	2,665,946	3,021,007	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388	5,053,052	5,521,662
Equity ratio	自己資本比率	30.9%	37.0%	36.6%	35.9%	36.8%	36.5%	36.8%	37.3%	36.3%	36.6%
Interest-bearing liabilities (excl. lease obligations)	有利子負債(リース債務除く)	374,788	393,568	563,530	491,964	640,671	780,574	778,546	1,043,478	1,274,886	1,425,407
D/E ratio	D/Eレシオ	51.1%	39.9%	51.0%	42.0%	49.0%	52.9%	48.8%	60.4%	69.5%	70.6%
D/E ratio after taking the hybrid financing into account	ハイブリッドファイナンス考慮後のD/Eレシオ	-	-	-	-	-	-	-	53.7%	58.7%	60.6%
Net D/E ratio	ネットD/Eレシオ	17.2%	18.4%	29.4%	25.6%	32.4%	30.5%	31.2%	44.1%	46.3%	53.8%
Current ratio	流動比率	136.8%	127.2%	138.7%	136.5%	137.5%	144.4%	137.0%	162.2%	184.4%	186.4%
Fixed ratio	固定比率	189.4%	161.2%	158.3%	164.8%	164.4%	156.3%	151.2%	146.1%	147.1%	140.0%

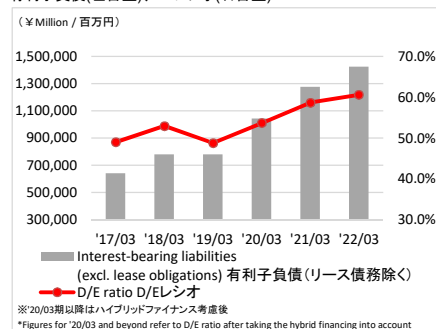
Total assets 総資産



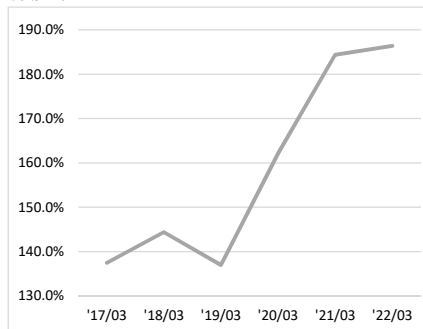
Net assets excluding non-controlling interests (left scale), Equity ratio (right scale) 自己資本(左目盛)、自己資本比率(右目盛)



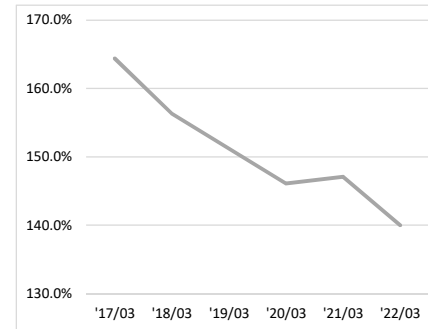
Interest-bearing debt(left scale), D/E ratio(right scale) 有利子負債(左目盛)、D/Eレシオ(右目盛)



Current ratio 流動比率



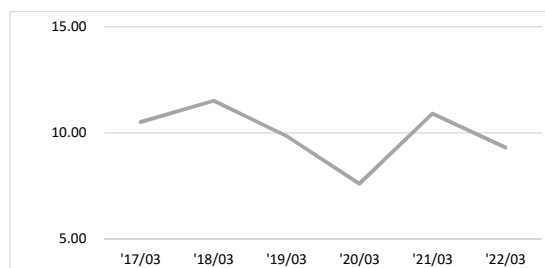
Fixed ratio 固定比率



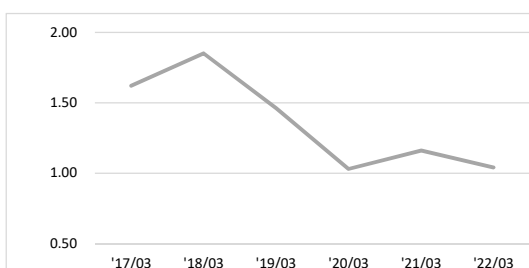
Investment Indices (Consolidated) 投資指標(連結)

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Earnings per share	一株当たり当期純利益(EPS)	¥114.52	¥161.08	¥177.74	¥156.40	¥304.14	¥355.87	¥357.29	¥351.84	¥297.18	¥343.82
Book-value per share	一株当たり純資産	¥1,267.77	¥1,496.72	¥1,678.24	¥1,762.97	¥1,971.66	¥2,218.17	¥2,404.32	¥2,600.82	¥2,805.09	¥3,081.07
Dividend per share	一株当たり配当金(円)	¥35	¥50	¥60	¥80	¥92	¥107	¥114	¥115	¥116	¥126
Payout ratio	配当性向	30.6%	31.0%	33.8%	51.2%	30.2%	30.1%	31.9%	32.7%	39.0%	36.6%
Price earnings ratio (Times)	株価収益率(PER)(倍)	15.89	10.87	13.34	20.24	10.51	11.52	9.85	7.61	10.91	9.31
Price book-value ratio (Times)	株価純資産倍率(PBR)(倍)	1.44	1.17	1.41	1.80	1.62	1.85	1.46	1.03	1.16	1.04

Price earnings ratio (Times) 株価収益率(PER) (倍)



Price book-value ratio (Times) 株価純資産倍率(PBR) (倍)



Operating Data 事業データ 1

Sales by Segment (Consolidated) セグメント別売上高(連結)

(¥100Million / 億円)

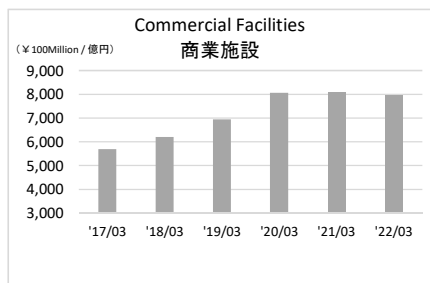
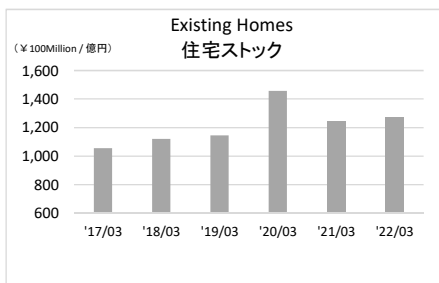
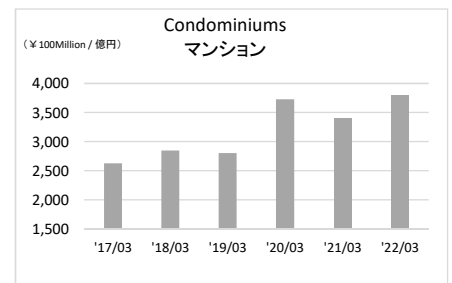
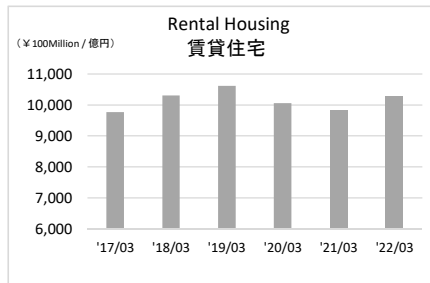
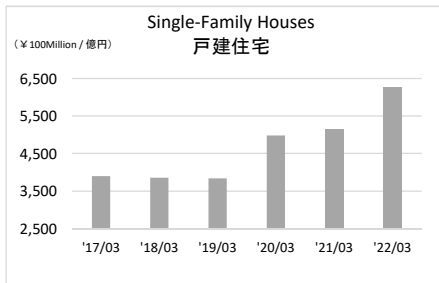
		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Single-Family Houses	戸建住宅	3,363	3,511	3,944	3,753	3,783	3,903	3,853	3,838	4,978	5,161	6,268
Rental Housing	賃貸住宅	5,267	5,925	6,887	7,729	8,801	9,772	10,308	10,613	10,059	9,827	10,291
Condominiums	マンション	1,288	1,567	2,427	2,313	2,793	2,628	2,850	2,805	3,727	3,397	3,798
Existing Homes	住宅ストック	681	764	867	916	955	1,055	1,121	1,145	1,456	1,247	1,269
Commercial Facilities	商業施設	3,069	3,472	4,219	4,562	4,955	5,697	6,208	6,939	8,067	8,083	7,969
Logistics, Business & Corporate Facilities	事業施設	2,570	2,514	5,921	5,815	7,363	8,284	8,502	10,223	11,523	9,899	11,396
Other Businesses	その他	3,129	3,353	3,939	4,265	4,588	5,135	6,371	7,161	5,300	5,073	5,018
Adjustment	調整額	(881)	(1,030)	(1,205)	(1,248)	(1,311)	(1,349)	(1,256)	(1,293)	(1,311)	(1,423)	(1,617)
Total	合計	18,487	20,079	27,003	28,107	31,929	35,129	37,959	41,435	43,802	41,267	44,395

Note: 1.Sales by segment include intersegment transactions.

2.Regards to overseas business included in Other Businesses segment, we will reclassify the segments according to the business content from the fiscal year ended March 31, 2020. Also, we will change the forecasts of some subsidiaries to segments according to the content of their main business.

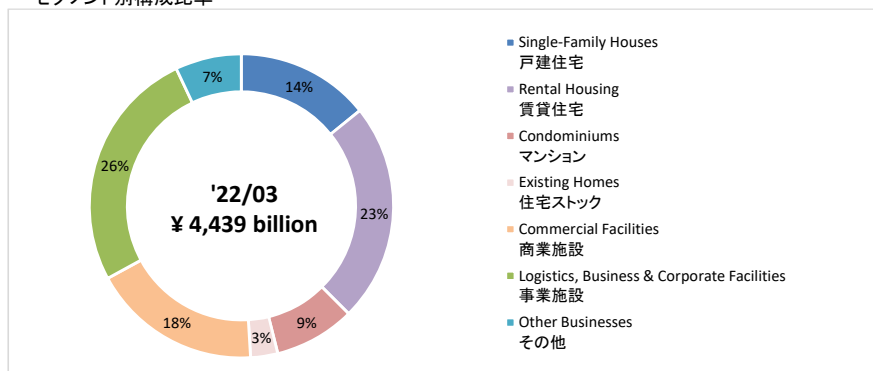
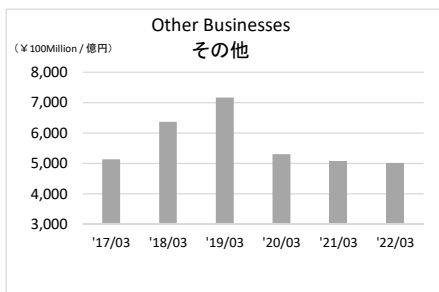
注: 1.上記実績には、セグメント間の内部取引を含んでいます。

2.「その他」セグメントに含めておりました海外事業につきましては、2020年3月期より事業内容に沿って各セグメントに変更を行っております。また、一部の子会社につきましても主要事業の内容に沿ってセグメントに変更を行っております。



Composition by business segment

セグメント別構成比率



Operating Data 事業データ 2

Operating Income and Operating Margin by Segment (Consolidated) セグメント別営業利益・営業利益率(連結)

Operating Income

営業利益

(¥100Million / 億円)

		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Single-Family Houses	戸建住宅	110	125	133	88	165	192	215	199	180	218	297
Rental Housing	賃貸住宅	529	522	642	695	819	942	1,066	1,022	985	908	943
Condominiums	マンション	37	99	107	108	157	134	133	135	158	53	97
Existing Homes	住宅ストック	45	61	93	99	112	130	132	159	167	104	88
Commercial Facilities	商業施設	331	459	607	672	803	1,007	1,141	1,377	1,406	1,228	1,148
Logistics, Business & Corporate Facilities	事業施設	258	206	269	384	680	789	889	989	1,206	1,159	1,317
Other Businesses	その他	82	96	140	102	95	168	230	325	192	107	25
Adjustment	調整額	(246)	(291)	(358)	(348)	(403)	(265)	(337)	(486)	(487)	(209)	(85)
Total	合計	1,149	1,280	1,635	1,803	2,431	3,100	3,471	3,721	3,811	3,571	3,832

Operating Margin

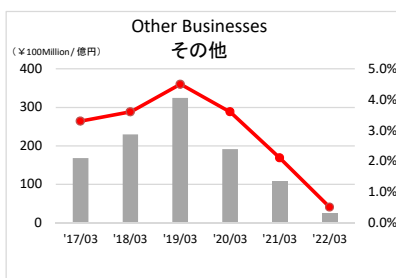
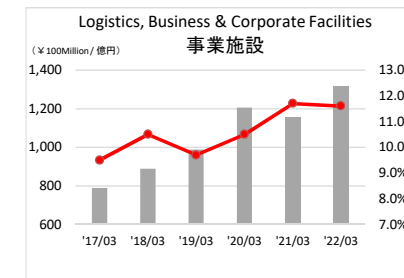
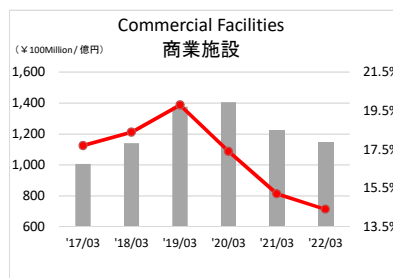
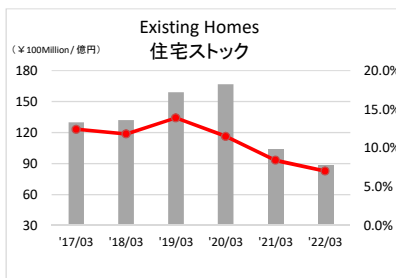
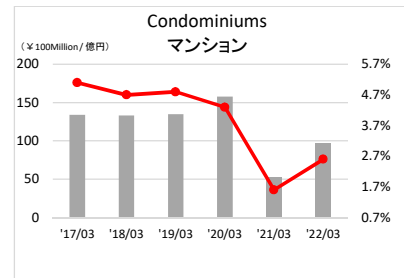
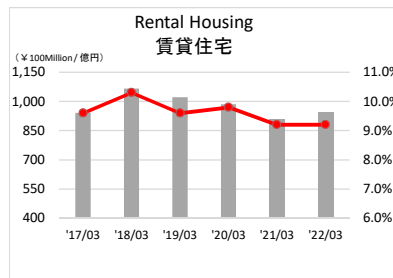
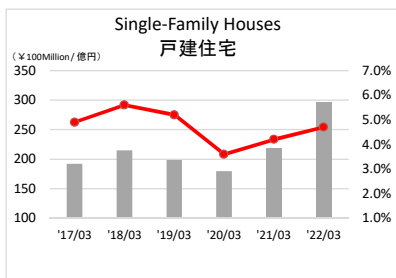
営業利益率

		'12/03	'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Single-Family Houses	戸建住宅	3.3%	3.6%	3.4%	2.4%	4.4%	4.9%	5.6%	5.2%	3.6%	4.2%	4.7%
Rental Housing	賃貸住宅	10.1%	8.8%	9.3%	9.0%	9.3%	9.6%	10.3%	9.6%	9.8%	9.2%	9.2%
Condominiums	マンション	2.9%	6.4%	4.4%	4.7%	5.7%	5.1%	4.7%	4.8%	4.3%	1.6%	2.6%
Existing Homes	住宅ストック	6.7%	8.0%	10.7%	10.9%	11.8%	12.4%	11.8%	13.9%	11.5%	8.4%	7.0%
Commercial Facilities	商業施設	10.8%	13.2%	14.4%	14.7%	16.2%	17.7%	18.4%	19.8%	17.4%	15.2%	14.4%
Logistics, Business & Corporate Facilities	事業施設	10.1%	8.2%	4.5%	6.6%	9.2%	9.5%	10.5%	9.7%	10.5%	11.7%	11.6%
Other Businesses	その他	2.6%	2.9%	3.6%	2.4%	2.1%	3.3%	3.6%	4.5%	3.6%	2.1%	0.5%
Total	合計	6.2%	6.4%	6.1%	6.4%	7.6%	8.8%	9.1%	9.0%	8.7%	8.7%	8.6%

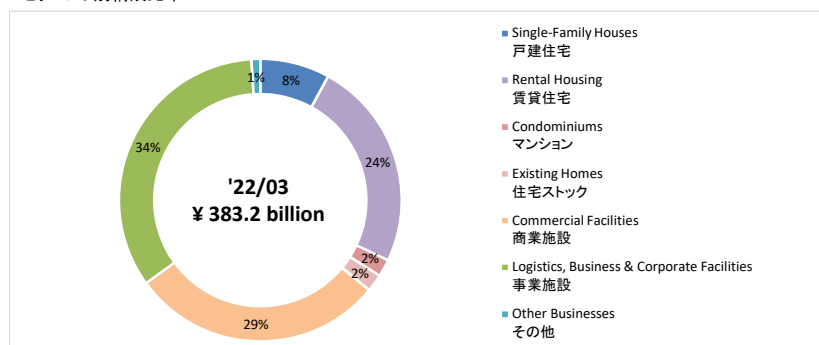
Note: 1. Operating income by segment include intersegment transactions. 2. We reclassified our business segments in the fiscal year ended March 31, 2020.

注: 1 上記表には、セグメント間の内部取引を含んでいます。2 2020/3月期より、新セグメントで記載しています。

■ Operating income (left scale) 営業利益(左目盛) — Operating margin (right scale) 営業利益率(右目盛)



Composition by business segment
セグメント別構成比率



Operating Data 事業データ (参考)

New Segment (Consolidated) 新セグメント (連結)

In accordance with the start of 7th Medium-Term Management Plan, the reporting segment will be changed from FY2022. 2022年度からスタートした第7次中期経営計画に合わせて、2023年3月期より報告セグメントを変更します。

■Major changes

1) Change in segments

- ・ Environment and Energy Business, which had been included in Other Businesses segment, will be changed to the reportable segment to strengthen initiatives for the segment.
- ・ We will delete the Existing Home Business segment due to changes in the segmentation of each company included in the segment.

2) Change the companies included in each segment

- ・ For certain companies, we will change the segmentation to segments that reflect their respective value chains.

■主な変更点

1) 報告セグメントの変更

- ・ 環境エネルギー事業への取り組みを強化するため、「その他」に含めていた「環境エネルギー事業」を独立セグメントとします。
- ・ 「住宅ストック」事業に含めていた各社のセグメンテーションを変更したため、同セグメントは廃止します。

2) 各セグメントに含める会社の変更

- ・ 一部のグループ会社について、各々のバリューチェーンに応じたセグメントにセグメンテーションを変更します。

【Appendix 参考】

The actual results for FY2021 are rearranged and disclosed according to the changed reporting segment classification.

2022年3月期の実績については変更後の報告セグメントの区分で組み替えて開示しています。

Sales by New Segment 新セグメント別売上高

(¥100Million / 億円)		'22/03	'23/03 Forecast 計画
Single-Family Houses	戸建住宅	7,848	8,900
Rental Housing	賃貸住宅	10,525	11,100
Condominiums	マンション	3,799	4,650
Commercial Facilities	商業施設	10,385	10,200
Logistics, Business & Corporate Facilities	事業施設	10,792	10,100
Environment and Energy	環境エネルギー	1,610	1,350
Other Businesses	その他	630	680
Adjustment	調整額	(1,197)	(1,180)
Total	合計	44,395	45,800

Operating income by New Segment 新セグメント別営業利益

(¥100Million / 億円)		'22/03	'23/03 Forecast 計画
Single-Family Houses	戸建住宅	383	500
Rental Housing	賃貸住宅	966	1,050
Condominiums	マンション	97	290
Commercial Facilities	商業施設	1,241	1,250
Logistics, Business & Corporate Facilities	事業施設	1,255	1,020
Environment and Energy	環境エネルギー	52	55
Other Businesses	その他	-59	-50
Adjustment	調整額	(105)	(615)
Total	合計	3,832	3,500

Operating margin by New Segment 新セグメント別営業利益率

		'22/03	'23/03 Forecast 計画
Single-Family Houses	戸建住宅	4.9%	5.6%
Rental Housing	賃貸住宅	9.2%	9.5%
Condominiums	マンション	2.6%	6.2%
Commercial Facilities	商業施設	12.0%	12.3%
Logistics, Business & Corporate Facilities	事業施設	11.6%	10.1%
Environment and Energy	環境エネルギー	3.3%	4.1%
Other Businesses	その他	—	—
Adjustment	調整額	—	—
Total	合計	8.6%	7.6%

Operating Data 事業データ 3

Performance Indicators of Major Companies in the Daiwa House Group (1)

大和ハウスグループ主要各社の経営指標 (1)

(¥ Million / 百万円)

			'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別)	Net sales	売上高	1,649,765	1,720,394	1,814,277	1,925,518	1,975,150	1,863,934	1,976,165
	Operating income	営業利益	167,638	198,673	237,990	240,628	250,053	226,478	240,657
	Ordinary income	経常利益	183,863	212,346	263,039	268,457	275,581	288,332	254,870
	Net income	当期純利益	81,991	147,582	198,223	182,528	196,484	182,546	165,381
	Total assets	総資産	2,174,782	2,410,655	2,711,058	2,856,636	3,087,824	3,320,005	3,464,449
	Net assets	純資産	959,592	1,050,139	1,174,649	1,253,846	1,360,805	1,466,459	1,560,626
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	326,880	482,284	571,183	526,116	769,690	941,196	942,721
Daiwa House Reform Co., Ltd. 大和ハウスリフォーム (*1)	Net sales	売上高	77,191	82,870	85,628	88,001	90,420	78,194	55,697
	Operating income	営業利益	8,006	8,311	8,196	10,264	9,043	8,247	4,006
	Ordinary income	経常利益	7,819	8,559	8,191	10,280	9,055	8,476	3,993
	Net income	当期純利益	4,516	5,315	5,197	6,431	5,952	5,358	2,730
	Total assets	総資産	29,571	32,713	37,205	44,954	48,603	41,056	30,134
	Net assets	純資産	11,024	14,847	18,450	23,323	27,346	20,483	17,000
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Net sales	売上高	33,067	37,738	42,288	42,860	53,426	44,643	45,173
	Operating income	営業利益	1,501	1,934	2,085	2,131	4,403	2,408	2,787
	Ordinary income	経常利益	1,389	1,893	2,072	2,134	4,391	2,350	2,789
	Net income	当期純利益	428	1,354	1,448	1,479	3,014	1,577	2,005
	Total assets	総資産	14,963	17,362	17,590	18,813	23,828	21,917	20,876
	Net assets	純資産	4,705	5,807	6,849	7,894	10,465	11,138	12,189
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	200	1,200	200	200	200	-	-
DesignArc Co., Ltd. デザイナーアーク	Net sales	売上高	52,936	53,317	55,006	54,189	52,769	46,198	50,749
	Operating income	営業利益	1,744	1,832	1,950	1,570	1,835	2,203	3,773
	Ordinary income	経常利益	1,479	2,275	1,958	1,571	1,840	2,254	3,793
	Net income	当期純利益	-565	1,544	1,202	203	1,251	1,291	2,484
	Total assets	総資産	43,074	41,021	41,554	42,130	43,612	35,117	36,431
	Net assets	純資産	22,170	23,364	24,067	23,894	25,043	19,031	20,986
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-
Stanley-Martin Holdings, LLC. スタンレー・マーチン (*2)	Net sales	売上高	-	-	-	84,766	105,026	155,691	194,631
	Operating income	営業利益	-	-	-	6,222	8,790	16,864	18,047
	Ordinary income	経常利益	-	-	-	6,150	8,785	16,679	18,129
	Net income	当期純利益	-	-	-	5,879	8,138	14,147	16,412
	Total assets	総資産	-	-	-	97,896	112,249	155,796	223,765
	Net assets	純資産	-	-	-	35,254	39,584	61,172	88,315
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	54,826	62,317	77,969	104,721
Daiwa Living Co., Ltd. 大和リビング	Net sales	売上高	78,109	82,851	91,537	94,823	97,875	99,870	230,363
	Operating income	営業利益	6,499	5,128	6,890	8,840	9,016	8,203	17,597
	Ordinary income	経常利益	6,866	5,486	7,125	9,209	9,387	9,020	18,494
	Net income	当期純利益	4,386	3,493	4,596	6,036	6,151	5,698	12,382
	Total assets	総資産	48,217	54,569	57,918	65,670	71,170	79,301	186,834
	Net assets	純資産	29,033	31,210	34,757	39,413	43,753	47,597	78,622
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-
Daiwa Living Management Co., Ltd. 大和リビングマネジメント (*3)	Net sales	売上高	351,898	397,729	437,682	473,335	503,086	531,117	396,521
	Operating income	営業利益	5,838	6,053	6,255	8,340	10,680	18,133	14,870
	Ordinary income	経常利益	7,095	8,202	7,566	9,862	13,105	20,872	24,146
	Net income	当期純利益	3,342	5,739	5,378	6,868	6,953	13,681	19,860
	Total assets	総資産	66,340	78,917	88,981	114,258	132,569	139,419	-
	Net assets	純資産	13,125	16,428	19,379	23,587	26,934	13,949	-
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-
Daiwa House Chintai Reform Co., Ltd. 大和ハウス賃貸リフォーム	Net sales	売上高	-	-	-	-	-	-	24,619
	Operating income	営業利益	-	-	-	-	-	-	2,350
	Ordinary income	経常利益	-	-	-	-	-	-	2,351
	Net income	当期純利益	-	-	-	-	-	-	1,274
	Total assets	総資産	-	-	-	-	-	-	14,143
	Net assets	純資産	-	-	-	-	-	-	5,977
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-

*Note: 1. In April 2021, the rental housing renovation business of Daiwa House Reform Co., Ltd. was transferred to Daiwa House Chintai Reform Co., Ltd. through an absorption-type company split.
2. Stanley-Martin Holdings, LLC. became a consolidated subsidiary, February 2017.
3. Daiwa Living Management Co., Ltd. was integrated with Daiwa Living Co., Ltd. as the surviving company in January 2022. For this reason, nine months' business results are shown.

*注: 1. 2021年4月より、大和ハウスリフォームの賃貸住宅リフォーム事業は、吸収分割により大和ハウス賃貸リフォームに移管されました。
2. スタンレー・マーチン社は、2017年2月より連結子会社となりました。
3. 大和リビングマネジメントは、2022年1月に大和リビングを存続会社として経営統合されたため、9カ月分の業績を表記しております。

Operating Data 事業データ 3

Performance Indicators of Major Companies in the Daiwa House Group (2)

大和ハウスグループ主要各社の経営指標 (2)

			(¥ Million / 百万円)						
			'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Cosmos Initia Co., Ltd. コスモスイニシア	Net sales	売上高	74,752	78,387	86,779	91,425	95,412	93,085	97,772
	Operating income	営業利益	2,979	3,438	4,505	5,018	5,863	2,472	4,418
	Ordinary income	経常利益	2,664	3,091	4,150	4,521	5,105	2,332	3,227
	Net income	当期純利益	3,439	2,764	3,593	3,682	3,377	1,538	1,959
	Total assets	総資産	89,105	96,939	101,176	122,922	139,612	135,608	137,639
	Net assets	純資産	18,297	20,824	24,180	27,557	30,373	31,647	33,369
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	49,995	55,485	55,464	70,820	79,987	71,455	81,915
Daiwa LifeNext Co., Ltd. 大和ライフネクスト	Net sales	売上高	69,666	73,022	79,065	85,294	91,945	91,134	91,409
	Operating income	営業利益	3,856	4,300	4,544	4,808	4,938	3,845	4,536
	Ordinary income	経常利益	4,001	4,477	4,751	5,081	5,202	4,465	4,822
	Net income	当期純利益	2,160	3,235	3,429	3,576	3,311	2,467	2,768
	Total assets	総資産	35,871	38,124	41,241	45,058	48,191	49,715	52,511
	Net assets	純資産	21,456	23,973	26,360	28,762	30,878	32,196	34,061
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	-
Daiwa Lease Co., Ltd. 大和リース	Net sales	売上高	179,877	200,656	207,317	212,096	221,547	227,953	223,931
	Operating income	営業利益	15,023	17,778	18,969	18,643	19,620	23,143	25,153
	Ordinary income	経常利益	13,660	17,778	18,605	18,515	19,398	22,775	25,639
	Net income	当期純利益	3,374	11,894	12,013	12,061	12,417	13,709	17,096
	Total assets	総資産	402,652	435,574	452,995	478,804	510,158	435,322	445,653
	Net assets	純資産	128,611	138,085	146,528	154,920	163,556	173,564	187,446
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	57,500	67,500	67,500	72,500	102,977	92,500	86,500
Daiwa House Realty Mgt. Co., Ltd. 大和ハウスリアルティマネジメント*	Net sales	売上高	-	-	-	-	-	-	141,583
	Operating income	営業利益	-	-	-	-	-	-	11,564
	Ordinary income	経常利益	-	-	-	-	-	-	12,902
	Net income	当期純利益	-	-	-	-	-	-	8,076
	Total assets	総資産	-	-	-	-	-	-	409,952
	Net assets	純資産	-	-	-	-	-	-	95,814
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	-	-	-	17,100
Daiwa Information Service Co., Ltd. 大和情報サービス*	Net sales	売上高	54,213	60,284	69,338	76,202	82,174	88,993	-
	Operating income	営業利益	6,498	7,161	8,019	8,861	9,440	10,273	-
	Ordinary income	経常利益	6,283	7,709	8,282	9,558	9,835	10,345	-
	Net income	当期純利益	3,663	5,220	5,766	5,420	6,153	6,640	-
	Total assets	総資産	118,418	133,551	151,413	171,340	180,762	199,382	-
	Net assets	純資産	17,715	21,788	25,989	29,680	34,207	39,001	-
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	-	-	-	4,530	4,800	3,200	-
Daiwa Royal Co., Ltd. ダイワロイヤル*	Net sales	売上高	68,093	75,926	82,249	88,027	96,538	79,790	-
	Operating income	営業利益	10,106	12,554	14,534	15,564	14,116	-192	-
	Ordinary income	経常利益	9,800	12,517	14,535	15,559	13,896	460	-
	Net income	当期純利益	6,179	8,649	9,875	9,882	8,959	-235	-
	Total assets	総資産	139,834	146,228	154,716	170,263	191,822	202,679	-
	Net assets	純資産	23,684	30,419	37,700	44,619	50,614	49,438	-
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	17,070	14,070	11,070	8,300	5,300	9,500	-
Royal Home Center Co., Ltd. ロイヤルホームセンター	Net sales	売上高	78,543	83,970	85,572	88,497	88,884	91,853	83,639
	Operating income	営業利益	1,817	1,529	1,294	2,055	1,897	4,463	4,090
	Ordinary income	経常利益	1,730	1,698	1,351	2,156	1,948	4,640	4,535
	Net income	当期純利益	-116	1,060	-3,334	1,356	873	3,728	4,291
	Total assets	総資産	54,964	58,897	59,833	60,810	68,761	71,070	71,608
	Net assets	純資産	30,439	31,400	27,741	29,098	29,972	33,700	37,995
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	10,000	13,000	11,500	11,500	18,900	17,400	15,900

*Note: In October 2021, Daiwa Information Service Co., Ltd. merged with Daiwa Royal Co., Ltd. and the business name changed to Daiwa House Realty Mgt. Co., Ltd.
 *注: 大和情報サービス株式会社は、ダイワロイヤル株式会社と2021年10月に経営統合し、商号が大和ハウスリアルティマネジメント株式会社となりました。

Operating Data 事業データ 3

Performance Indicators of Major Companies in the Daiwa House Group (3)

大和ハウスグループ主要各社の経営指標 (3)

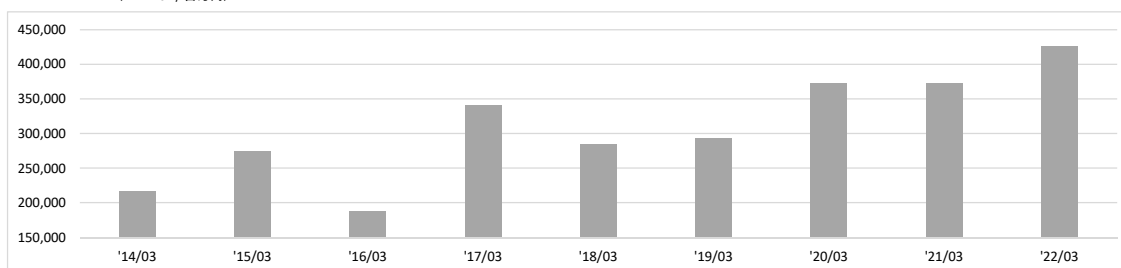
			(¥ Million / 百万円)						
			'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Fujita Corporation (Non-Consolidated) フジタ (個別)	Net sales	売上高	310,224	386,591	430,639	509,751	520,802	379,240	419,487
	Operating income	営業利益	14,556	22,390	21,800	21,898	9,886	12,206	13,235
	Ordinary income	経常利益	12,423	22,505	21,130	22,004	8,561	8,866	13,577
	Net income	当期純利益	14,956	16,201	14,931	15,293	6,013	5,579	-385
	Total assets	総資産	261,161	296,500	336,680	396,232	382,871	385,590	418,350
	Net assets	純資産	55,539	69,516	80,021	91,850	90,683	95,143	92,594
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	12,726	14,440	27,427	15,854	46,752	66,402	73,705
Daiwa Logistics Co., Ltd. 大和物流	Net sales	売上高	51,895	54,536	53,866	56,301	59,574	55,900	59,211
	Operating income	営業利益	3,038	3,630	3,340	3,549	5,247	6,139	6,445
	Ordinary income	経常利益	2,980	3,943	3,431	3,622	5,264	6,184	6,395
	Net income	当期純利益	850	2,766	2,368	2,178	3,507	4,148	5,269
	Total assets	総資産	46,034	47,345	49,902	53,330	62,060	72,542	77,755
	Net assets	純資産	20,776	22,902	24,391	25,837	28,634	31,690	35,680
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	5,620	2,730	2,200	2,900	3,500	7,000	6,800
Daiwa Resort Co., Ltd. 大和リゾート	Net sales	売上高	46,934	46,360	46,698	47,299	46,252	17,499	18,820
	Operating income	営業利益	305	357	1,008	670	-175	-9,666	-7,532
	Ordinary income	経常利益	134	1,096	1,050	743	-63	-7,721	-5,672
	Net income	当期純利益	-5,188	-993	-3,476	342	-1,008	-13,314	-6,990
	Total assets	総資産	46,218	67,437	50,111	52,722	49,384	36,119	32,070
	Net assets	純資産	-3,955	31,047	27,572	27,912	26,899	11,840	4,853
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	2,450	4,700	4,700	4,700	4,700	12,700	18,200
Daiwa House Industry Co., Ltd. (Consolidated) 大和ハウス工業(連結)	Net sales	売上高	3,192,900	3,512,909	3,795,992	4,143,505	4,380,209	4,126,769	4,439,536
	Operating income	営業利益	243,100	300,529	347,141	372,195	381,114	357,121	383,256
	Ordinary income	経常利益	233,592	300,529	344,593	359,462	367,669	337,830	376,246
	Net income	当期純利益	103,577	201,700	236,357	237,439	233,603	201,336	228,958
	Total assets	総資産	3,257,805	3,555,885	4,035,059	4,334,037	4,627,388	5,053,052	5,521,662
	Net assets	純資産	1,181,986	1,329,901	1,513,585	1,643,717	1,773,388	1,893,504	2,111,385
	Interest-bearing liabilities (excl. lease obligations)	有利子負債 (リース債務除く)	491,964	640,671	780,574	778,546	1,043,478	1,274,886	1,425,407
Parent company's share of the Group total (Times) 連単倍率 (倍)	Net sales	売上高	1.94	2.04	2.09	2.15	2.22	2.21	2.25
	Operating income	営業利益	1.45	1.56	1.46	1.55	1.52	1.58	1.59
	Ordinary income	経常利益	1.27	1.42	1.31	1.34	1.33	1.17	1.48
	Net income	当期純利益	1.26	1.37	1.19	1.30	1.19	1.07	1.36

Operating Data 事業データ 4

Capital Investments (Consolidated) 設備投資額(連結)

		(¥ Million / 百万円)									
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Single-Family Houses	戸建住宅	4,312	6,370	5,030	6,216	8,509	7,594	4,353	5,835	4,895	5,512
Rental Housing	賃貸住宅	10,479	13,450	33,258	19,910	37,554	30,025	31,987	30,585	30,258	29,196
Condominiums	マンション	4,321	5,365	4,572	3,330	6,184	5,091	5,427	15,469	12,852	12,048
Existing Homes	住宅ストック	828	403	194	70	146	143	63	642	229	223
Commercial Facilities	商業施設	22,465	44,043	46,873	31,647	61,701	58,455	79,482	113,440	56,871	114,272
Logistics, Business & Corporate Facilities	事業施設	45,612	113,188	121,763	100,246	164,137	131,180	106,272	173,765	234,821	232,148
Other Businesses	その他	33,222	34,155	42,126	28,307	62,985	52,299	66,474	34,121	29,957	26,833
Adjustment	調整額	141	381	21,171	(1,416)	437	(199)	(908)	(0)	3016	5,572
Total	合計	121,383	217,358	274,990	188,312	341,656	284,590	293,151	373,851	372,904	425,807

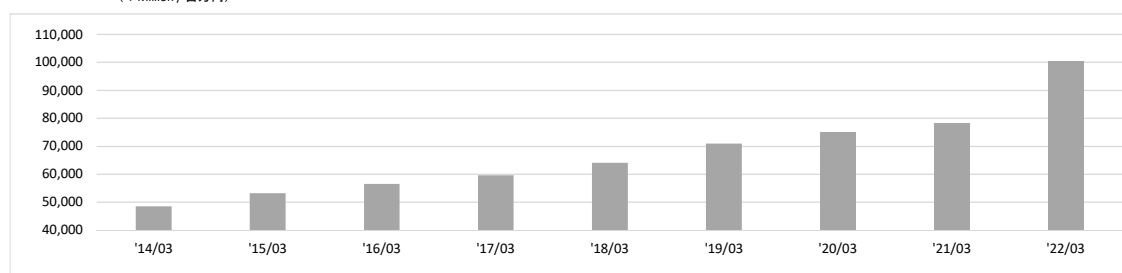
(¥ Million / 百万円)



Depreciation (Consolidated) 減価償却費(連結)

		(¥ Million / 百万円)									
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Single-Family Houses	戸建住宅	2,495	3,026	3,529	3,572	3,860	3,494	3,527	5,671	4,576	4,934
Rental Housing	賃貸住宅	6,509	6,701	7,042	7,816	8,636	8,994	8,801	9,609	9,158	10,606
Condominiums	マンション	1,331	1,842	2,023	1,789	2,112	1,717	1,947	2,012	2,575	2,793
Existing Homes	住宅ストック	459	149	174	155	135	146	102	188	216	218
Commercial Facilities	商業施設	13,263	14,200	15,168	16,407	17,469	19,306	21,031	29,035	31,936	33,715
Logistics, Business & Corporate Facilities	事業施設	5,487	6,357	7,963	8,333	9,348	11,057	13,958	14,047	14,393	32,118
Other Businesses	その他	15,534	15,516	16,510	17,261	16,985	18,255	20,395	13,532	14,551	14,322
Adjustment	調整額	755	738	870	1,180	1,049	1,190	1,256	1,109	995	1,619
Total	合計	45,836	48,533	53,283	56,515	59,597	64,163	71,020	75,207	78,403	100,328

(¥ Million / 百万円)



Notes: We reclassified our business segments in the fiscal year ended March 31, 2020.

注: 2020/3月期より、新セグメントで記載しています。

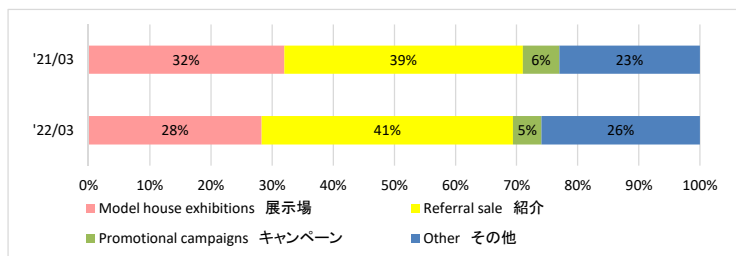
Reference Materials 参考データ 1

Single-Family Houses Business 戸建住宅事業

		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
		(Units / 戸)									
Sales of Single-family houses (Domestic)	住宅販売戸数(国内)	9,881	10,521	9,894	9,332	9,286	9,227	8,716	7,983	7,019	6,760
Custom-built houses	戸建住宅	7,965	8,088	7,280	6,999	7,106	6,907	6,524	5,917	5,178	5,164
Houses in housing development projects	分譲住宅	1,916	2,433	2,614	2,333	2,180	2,320	2,192	2,066	1,841	1,596
		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Number of model house exhibitions	住宅展示場数	228	240	239	246	240	239	244	229	206	197
Number of family groups visiting	住宅展示場来場者数(組)	79,154	71,164	69,242	64,642	67,602	65,307	68,402	60,088	40,591	32,929
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)	347	297	290	263	282	273	280	262	197	167
Number of MACHINAKA-xevo	まちなかジーヴォ展示場数										
Display homes completed	完成済	186	153	160	143	126	119	107	136	129	114
Works in process	仕掛中	44	74	54	49	55	56	43	44	43	54
Average sales per unit	一戸当たりの平均売上金額 (¥ Million / 百万円)										
Custom-built houses	戸建住宅	30.1	31.1	32.7	33.7	34.3	35.9	37.3	39.6	39.6	41.0
Steel-frame	鉄骨	30.1	31.3	32.9	33.6	34.4	36.0	37.3	39.7	39.6	40.9
Wood-frame	木造	27.9	27.3	30.6	35.3	32.5	34.6	35.9	38.4	41.0	43.0
Housing development	分譲住宅	23.8	23.5	24.0	24.5	25.3	24.0	24.3	22.4	23.1	24.2
Steel-frame	鉄骨	23.8	23.4	24.0	24.5	25.6	24.4	24.7	22.2	23.1	24.0
Wood-frame	木造	24.3	24.9	23.5	24.2	22.7	20.8	21.8	24.7	22.7	28.3
Average area per unit	一戸当たりの平均売上面積 (㎡)										
Custom-built houses	戸建住宅	131.9	132.0	132.9	131.9	132.7	134.1	135.7	137.8	135.0	138.4
Steel-frame	鉄骨	132.1	132.5	133.2	131.7	132.9	134.1	135.9	138.0	134.9	138.0
Wood-frame	木造	127.4	124.9	127.9	136.2	129.6	133.7	132.8	135.2	136.7	144.6
Housing development	分譲住宅	117.1	112.6	108.9	110.4	103.3	103.3	106.6	97.3	104.9	105.0
Steel-frame	鉄骨	116.9	112.1	108.8	110.2	104.4	104.5	108.4	96.4	104.8	104.8
Wood-frame	木造	120.0	119.1	109.9	113.2	93.6	94.2	95.5	107.7	105.8	110.6
Percentage of reconstruction	建替比率(建替+住替)	27%	31%	27%	25%	24%	23%	25%	22%	21%	21%

Order receipt channels

受注経路



		'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
		(Units / 戸)									
Sales of Single-family houses (Overseas)	住宅販売戸数(海外)	-	-	-	-	-	973	2,621	2,875	4,184	4,857

Reference Materials 参考データ 2

Rental Housing Business 賃貸住宅事業

			'13/03	'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Sales of rental housing	賃貸住宅販売戸数	(Units / 戸)	30,514	32,424	36,757	38,903	43,428	40,254	37,905	33,502	29,488	31,202
Average sales per unit 一戸当たりの平均売上金額 (¥ Million / 百万円)												
Rental housing	賃貸住宅		10.7	11.2	11.4	11.6	11.4	12.0	12.4	12.3	12.4	12.0
Steel-frame (low-rise)	低層		10.3	10.9	11.1	11.3	11.1	11.6	12.0	11.7	11.6	11.6
Steel-frame (high and mid-rise)	中高層		14.0	14.4	14.9	15.2	16.6	17.8	18.1	20.2	19.8	16.7
Average area per unit 一戸当たりの平均売上面積 (㎡)												
Rental housing	賃貸住宅		53.2	55.8	53.1	52.3	50.5	51.5	52.0	49.9	50.4	47.6
Steel-frame (low-rise)	低層		52.3	54.5	52.8	52.1	50.1	51.0	51.5	48.7	48.1	47.3
Steel-frame (high and mid-rise)	中高層		61.7	68.7	57.8	54.2	56.7	57.4	58.7	67.2	73.2	50.2

Number of rental housing units managed and occupancy rates

賃貸住宅管理戸数の推移

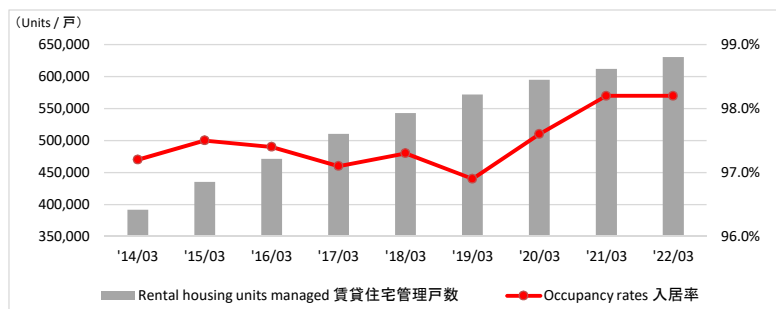
			'14/03	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Daiwa Living Co., Ltd. 大和リビング*	Rental housing units managed	賃貸住宅管理戸数	376,760	418,382	452,401	490,145	522,118	550,214	572,499	587,899	605,435
	Occupancy rates	入居率	97.2%	97.6%	97.5%	97.2%	97.3%	96.9%	97.5%	98.2%	98.1%
Nihon Jyutaku Ryutu Co., Ltd. 日本住宅流通	Rental housing units managed	賃貸住宅管理戸数	15,018	17,133	18,941	20,063	21,006	22,024	22,683	23,975	25,120
	Occupancy rates	入居率	95.8%	94.9%	95.3%	95.1%	95.8%	96.8%	97.9%	98.1%	98.6%
Total 合計	Rental housing units managed	賃貸住宅管理戸数	391,778	435,515	471,342	510,208	543,124	572,238	595,182	611,874	630,555
	Lump-sum contracted units (occupancy guarantee)	一括借上(入居保証)戸数	352,341	397,282	433,628	471,845	505,313	531,356	552,625	568,679	585,000
	Occupancy rates	入居率	97.2%	97.5%	97.4%	97.1%	97.3%	96.9%	97.6%	98.2%	98.2%

*Note: Daiwa Living Management Co., Ltd. was integrated with Daiwa Living Co., Ltd. as the surviving company in January 2022.

*注: 大和リビングマネジメントは、2022年1月に大和リビングを存続会社として経営統合されました。

Rental housing units managed (left scale), Occupancy rates (right scale)

賃貸住宅管理戸数(左目盛)、入居率(右目盛)



Reference Materials 参考データ 3

Condominiums Business マンション事業

Sales (Non-Consolidated)

売上高の状況(個別)		(㎡, ¥Million / 百万円)	'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Hokkaido 北海道	Units	戸数	137	285	131	145	24	121	109	340
	Sales amount	売上金額	4,453	10,810	5,532	6,251	963	9,929	3,985	15,038
	Average sales per unit	平均売上金額	32.6	37.9	42.3	43.2	40.1	40.2	34.2	44.2
	Floor space(㎡)	専有面積(㎡)	11,969	22,774	11,249	11,378	1,936	8,925	6,502	24,561
	Average floor space per unit(㎡)	平均専有面積(㎡)	87.6	79.9	86.0	78.7	80.7	74.0	59.7	72.2
Tohoku 東北	Units	戸数	117	64	16	83	44	2	64	145
	Sales amount	売上金額	4,278	2,306	554	5,148	2,022	71	2,198	6,237
	Average sales per unit	平均売上金額	36.6	36.0	34.6	62.0	46.0	35.5	34.3	43.0
	Floor space(㎡)	専有面積(㎡)	9,369	5,047	1,533	6,694	3,376	169	4,968	11,325
	Average floor space per unit(㎡)	平均専有面積(㎡)	80.1	78.9	95.8	80.7	76.7	84.5	77.6	78.1
Kanto 関東	Units	戸数	764	1,118	949	749	829	1,116	1,676	1,611
	Sales amount	売上金額	30,461	57,576	49,174	47,761	49,797	78,556	88,636	86,483
	Average sales per unit	平均売上金額	39.9	51.5	51.8	63.7	60.0	54.7	52.9	52.7
	Floor space(㎡)	専有面積(㎡)	54,109	81,593	70,561	54,190	63,544	80,661	119,135	106,891
	Average floor space per unit(㎡)	平均専有面積(㎡)	70.8	73.0	74.4	72.3	76.6	72.3	71.1	66.4
Chubu 中部	Units	戸数	460	347	425	372	141	380	234	174
	Sales amount	売上金額	16,768	15,105	17,613	14,970	5,663	16,938	8,759	6,676
	Average sales per unit	平均売上金額	36.5	43.5	41.4	40.2	40.2	44.6	37.4	38.3
	Floor space(㎡)	専有面積(㎡)	37,210	28,440	34,066	30,131	11,077	30,474	18,223	13,361
	Average floor space per unit(㎡)	平均専有面積(㎡)	80.9	82.0	80.2	81.0	78.6	80.2	77.9	76.7
Kinki 近畿	Units	戸数	511	465	506	480	318	484	307	390
	Sales amount	売上金額	21,523	20,144	27,191	26,988	14,706	26,278	13,573	17,893
	Average sales per unit	平均売上金額	42.2	43.3	53.7	56.2	46.3	54.3	43.2	45.9
	Floor space(㎡)	専有面積(㎡)	36,994	34,904	38,819	35,303	22,783	35,120	21,331	26,701
	Average floor space per unit(㎡)	平均専有面積(㎡)	72.5	75.1	76.7	73.5	71.7	72.6	69.5	68.5
Chushikoku 中四国	Units	戸数	—	30	8	—	46	21	16	—
	Sales amount	売上金額	—	1,816	582	—	2,071	804	557	—
	Average sales per unit	平均売上金額	—	60.5	72.8	—	45.0	38.3	34.8	—
	Floor space(㎡)	専有面積(㎡)	—	2,552	805	—	3,468	1,505	1,128	—
	Average floor space per unit(㎡)	平均専有面積(㎡)	—	85.1	100.6	—	75.4	71.7	70.5	—
Kyushu 九州	Units	戸数	447	663	176	331	387	94	78	136
	Sales amount	売上金額	14,653	23,413	6,370	13,132	24,385	4,168	2,759	6,146
	Average sales per unit	平均売上金額	32.8	35.3	36.1	39.7	62.9	44.5	30.4	45.2
	Floor space(㎡)	専有面積(㎡)	35,283	52,784	12,689	25,783	31,523	7,127	4,219	9,105
	Average floor space per unit(㎡)	平均専有面積(㎡)	79.0	79.6	72.0	78.0	81.4	76.1	53.8	67.0
Total 合計	Units	戸数	2,436	2,972	2,211	2,160	1,789	2,218	2,484	2,796
	Sales amount	売上金額	92,263	131,320	107,108	114,921	99,902	138,064	122,207	140,059
	Average sales per unit	平均売上金額	37.9	44.2	48.4	53.2	55.8	52.1	48.8	49.0
	Floor space(㎡)	専有面積(㎡)	184,936	228,098	169,725	163,483	137,712	163,984	175,509	191,947
	Average floor space per unit(㎡)	平均専有面積(㎡)	75.9	76.7	76.8	75.7	77.0	73.9	70.7	68.7

Number of condominium units managed

分譲型マンション管理戸数		'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03	
Daiwa LifeNext Co., Ltd. -New 大和ライフネクスト(新)	Number of managed units	管理戸数	—	249,017	256,347	263,064	265,512	273,011	275,140	275,846
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	—	4,047	4,153	4,236	4,256	4,335	4,386	4,373
Daiwa Service Co., Ltd. ダイワサービス	Number of managed units	管理戸数	87,520	—	—	—	—	—	—	—
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	1,404	—	—	—	—	—	—	—
Daiwa LifeNext Co., Ltd. -Former 大和ライフネクスト(旧)	Number of managed units	管理戸数	152,729	—	—	—	—	—	—	—
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	2,510	—	—	—	—	—	—	—
Global Community Co., Ltd. グローバルコミュニティ	Number of managed units	管理戸数	80,239	83,282	85,358	89,962	95,107	98,513	101,028	101,901
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	1,843	1,882	2,018	2,096	2,210	2,290	2,341	2,361
Total 合計	Number of managed units	管理戸数	320,488	332,299	341,705	353,026	360,619	371,524	376,168	377,747
	Number of managed buildings entrusted by HOAs	管理組合からの受託棟数	5,757	5,929	6,171	6,332	6,466	6,625	6,727	6,734

Note: In April 2015, Daiwa Service Co., Ltd. merged with Daiwa LifeNext Co., Ltd., and the business name changed to Daiwa LifeNext Co., Ltd.

注: 株式会社ダイワサービスは、大和ライフネクスト株式会社と2015年4月に経営統合し、商号が大和ライフネクスト株式会社となりました。

Reference Materials 参考データ 4

Commercial Facilities Business 商業施設事業 (1)

Subleasing areas of commercial facilities

転貸建物面積の推移			'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Daiwa Lease Co., Ltd. 大和リース	Total leasing floor space(㎡) 貸付可能面積(㎡)		1,791,414	1,812,807	1,857,193	1,914,656	1,959,890	2,035,502	2,015,547	2,020,104
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)		1,774,437	1,794,208	1,835,597	1,892,830	1,936,155	2,004,770	1,978,437	1,989,148
	Tenants テナント数		2,880	2,981	3,104	3,243	3,372	3,646	3,617	3,725
	Occupancy rates* 入居率 (*1)		99.1%	99.0%	98.8%	98.9%	98.8%	98.5%	98.2%	98.5%
Daiwa House Realty Mgt. Co., Ltd. 大和ハウスリアルティマネジメント (*2)	Total leasing floor space(㎡) 貸付可能面積(㎡)		-	-	-	-	-	-	-	4,611,634
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)		-	-	-	-	-	-	-	4,575,154
	Tenants テナント数		-	-	-	-	-	-	-	8,091
	Occupancy rates* 入居率 (*1)		-	-	-	-	-	-	-	99.2%
Daiwa Information Service Co., Ltd. 大和情報サービス (*2)	Total leasing floor space(㎡) 貸付可能面積(㎡)		1,584,088	1,747,872	1,900,896	2,149,198	2,309,375	2,515,900	2,589,264	-
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)		1,576,780	1,740,654	1,894,110	2,140,286	2,299,191	2,504,555	2,577,704	-
	Tenants テナント数		2,850	3,115	3,387	3,861	4,119	4,383	4,530	-
	Occupancy rates* 入居率 (*1)		99.5%	99.6%	99.6%	99.6%	99.6%	99.5%	99.6%	-
Daiwa Royal Co., Ltd. ダイワロイヤル (*2)	Total leasing floor space(㎡) 貸付可能面積(㎡)		1,459,862	1,581,442	1,681,892	1,766,928	1,826,327	1,861,894	1,956,476	-
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)		1,446,087	1,568,503	1,666,314	1,743,771	1,803,217	1,837,568	1,926,246	-
	Tenants テナント数		2,531	2,714	2,828	2,971	3,119	3,191	3,352	-
	Occupancy rates* 入居率 (*1)		99.1%	99.2%	99.1%	98.7%	98.7%	98.7%	98.5%	-
Total 合計	Total leasing floor space(㎡) 貸付可能面積(㎡)		4,835,365	5,142,121	5,439,981	5,830,782	6,095,592	6,413,296	6,561,286	6,631,738
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)		4,797,304	5,103,365	5,396,021	5,776,887	6,038,563	6,346,893	6,482,387	6,564,301
	Tenants テナント数		8,261	8,810	9,319	10,075	10,610	11,220	11,499	11,816
	Occupancy rates* 入居率 (*1)		99.2%	99.2%	99.2%	99.1%	99.1%	99.0%	98.8%	99.0%

Management of owned commercial facilities

自社保有商業施設の運営状況			'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Daiwa House Industry Co., Ltd. (non-consolidated) 大和ハウス工業(個別)	Total leasing floor space(㎡) 貸付可能面積(㎡)		298,909	299,483	296,331	326,505	279,686	351,854	310,274	332,456
	Leasing floor space occupied(㎡) 入居賃貸面積(㎡)		290,509	295,772	288,351	322,345	272,768	337,144	284,170	305,606
	Tenants テナント数		728	722	719	768	610	812	650	691
	Occupancy rates* 入居率 (*1)		97.2%	98.8%	97.3%	98.7%	97.5%	95.8%	91.6%	91.9%

*Note: 1. Leasing floor space occupied/Total leasing floor space

2. In October 2021, Daiwa Information Service Co., Ltd. merged with Daiwa Royal Co., Ltd. and the business name changed to Daiwa House Realty Mgt. Co., Ltd.

*注: 1. 入居面積/貸付可能面積

2. 大和情報サービス株式会社は、ダイワロイヤル株式会社と2021年10月に経営統合し、商号が大和ハウスリアルティマネジメント株式会社となりました。

Reference Materials 参考データ 4

Commercial Facilities Business 商業施設事業 (2)

City-Center hotels 都市型ホテル			'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Number of hotels	ホテル数		40	46	52	54	72	91	92	102
Number of rooms	客室数		8,981	10,150	11,398	11,548	14,444	17,068	17,585	18,872
Daiwa Roynet Hotels (Daiwa House Realty Mgt. Co., Ltd.) ダイワロイネットホテル (大和ハウスリアルティマネジメント)	Occupancy rates	客室稼働率	85.8%	87.2%	88.6%	91.5%	91.8%	87.4%	33.9%	55.7%
	Number of hotels	ホテル数	37	42	45	46	52	59	62	75
	Number of rooms	客室数	8,003	9,012	9,621	9,732	11,226	12,543	13,115	15,918
Daiwa Royal Hotel City (Daiwa House Realty Mgt. Co., Ltd.) ダイワロイヤルホテルシティ (大和ハウスリアルティマネジメント) (*1)	Number of hotels	ホテル数	-	-	-	-	4	7	8	-
	Number of rooms	客室数	-	-	-	-	891	1,527	1,754	-
OSAKA DAI-ICHI HOTEL (Osaka Marubiru Co., Ltd.) 大阪第一ホテル (大阪マルビル)	Number of hotels	ホテル数	1	1	1	1	1	1	1	1
	Number of rooms	客室数	460	460	460	460	460	460	460	460
La' gent Inn (Daiwa House Industry Co., Ltd.) ラ・ジェント・イン (大和ハウス工業) (*2)	Number of hotels	ホテル数	1	2	2	2	2	2	2	2
	Number of rooms	客室数	226	386	386	385	385	385	385	385
La' gent Hotel (Daiwa House Industry Co., Ltd.) ラ・ジェント・ホテル (大和ハウス工業) (*2)	Number of hotels	ホテル数	-	-	3	3	4	5	5	5
	Number of rooms	客室数	-	-	639	639	827	965	965	965
MIMARU (Cosmos Initia Co., Ltd.) MIMARU (コスモスイニシア) (*2)	Number of hotels	ホテル数	-	-	-	1	8	15	20	17
	Number of rooms	客室数	-	-	-	40	361	760	555	793
THE STAY OSAKA shinsaibashi etc. (Daiwa LifeNext Co., Ltd.) THE STAY OSAKA 心齋橋 他 (大和ライフネクスト) (*2)	Number of hotels	ホテル数	-	-	-	-	-	1	2	2
	Number of rooms	客室数	-	-	-	-	-	134	351	351

*Note: 1.8 hotels of Daiwa Royal Hotel City are included in "Daiwa Roynet Hotels" from FY2021 due to rebranding in October 2021.

2.City-Center hotels are included in the Commercial Facilities Business. La' gent Inn and La' gent Hotel are included in the Rental Housing Business. MIMARU and THE STAY OSAKA shinsaibashi are included in the Condominiums Business.

*注: 1. 2021年10月のリブランドに伴い、ダイワロイヤルホテルシティのホテル8施設は22/03期より「ダイワロイネットホテル」に合算表記しております。

2. 都市型ホテルは、商業施設事業に含まれますが、ラ・ジェント・インとラ・ジェント・ホテルは賃貸住宅事業、MIMARUとTHE STAY OSAKA 心齋橋はマンション事業に含まれます。

Reference Materials 参考データ 5

Logistics, Business & Corporate Facilities Business 事業施設事業

Developed area of logistics facility (accumulated)		(Thousand m ² / 千m ²)
物流施設の開発延床面積(累計)		'22/03
Hokkaido	北海道	288
Tohoku	東北	472
Kanto	関東	7,176
Hokushinetsu・Chubu	北信越・中部	1,506
Kinki	近畿	1,365
Chugoku・Shikoku	中国・四国	425
Kyushu	九州	754
Total	合計	11,987

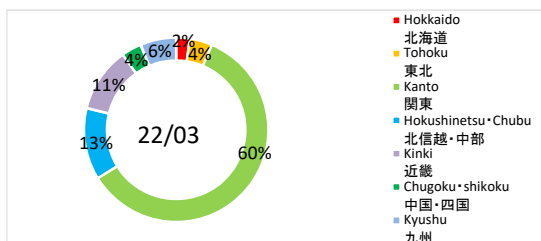
Composition of development (accumulated)		(Thousand m ² / 千m ²)
開発構成(累計)		'22/03
Build-to-suit type BTS型	Number of logistics facilities 物件数	238
	Floor areas 延床面積	5,291
Multi-tenant type マルチ型	Number of logistics facilities 物件数	95
	Floor areas 延床面積	6,695
Total 合計	Number of logistics facilities 物件数	333
	Floor areas 延床面積	11,987

Note: Floor areas have accumulated since FY2003 in Build-to-suit type logistics, and since FY2013 in Multi-tenant type logistics.

注: BTSは2003年度、マルチは2013年度からの累積です。

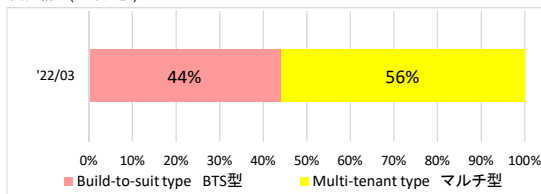
Developed area of logistics facility (accumulated)

物流施設の開発延床面積(累計)



Composition of development (floor areas)

開発構成(延床面積)



Other Businesses その他事業

Resort Hotels

リゾートホテル		'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
DAIWA ROYAL HOTEL ダイワロイヤルホテル	Room occupancy rates 客室稼働率	58.6%	62.5%	60.4%	62.1%	62.6%	58.8%	28.0%	28.7%
	Number of Daiwa Royal Hotels ホテル数	28	28	28	28	28	28	28	25
	Number of rooms 客室数	7,406	7,406	7,406	7,406	7,153	7,113	7,113	6,760
Royton Sapporo ロイトン札幌	Number of hotels ホテル数	1	1	1	1	1	1	1	1
	Number of rooms 客室数	292	292	292	292	294	294	294	292

Note: Including Nishiwaki Royal Hotel. / 注: 西留ロイヤルホテルを含む

Note: Resort hotels are included in the Other Business. / 注: リゾートホテルは、その他事業に含まれます。

Health & Leisure

健康余暇		'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Sports Club NAS スポーツクラブNAS	Number of members 期末会員数(人)	165,084	175,233	179,151	188,696	191,092	196,582	161,843	156,574
	Number of sports clubs スポーツクラブ数	65	67	68	68	69	71	71	71
DAIWA ROYAL GOLF ダイワロイヤルゴルフ	Number of guests ゴルフ場ご利用 お客様数(人)	345,772	355,278	342,488	355,661	351,144	341,305	324,035	338,519
	Number of members 期末会員数(人)	4,865	5,361	6,145	6,772	6,771	6,519	6,406	6,282
	Number of golf courses ゴルフ場数	10	10	10	10	10	10	10	10

Note: Health & Leisure is included in the Other Business. / 注: 健康余暇は、その他事業に含まれます。

Home Center

ホームセンター		'15/03	'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Sales account per customer (¥) お客様1人当たり購入単価(円)		2,550	2,658	2,689	2,767	2,858	2,924	2,945	2,910
Sales floor space (except out-mall selling space) (m ²) 期末店舗面積(外売場を除く)(m ²)		250,437	259,064	292,296	295,813	296,782	301,103	310,289	306,019
Number of stores 期末店舗数		52	53	57	59	58	57	59	57

Note: Home Center is included in the Other Business. / 注: ホームセンターは、その他事業に含まれます。

Reference Materials 参考データ 6

Other Businesses その他事業

Environment and Energy Business

環境エネルギー事業

			'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Group renewable energy generation facilities (in operation) グループ再生可能エネルギー (稼働中)	Solar power 太陽光	Number of facilities 物件数	154	191	225	266	321	359	411
		Solar power generation capacity 太陽光発電出力(MW)	156.5	186.6	245.1	292.5	355.3	400.4	535.8
	Wind power 風力	Number of facilities 物件数	5	4	1	1	11	15	19
		Wind power generation capacity 風力発電出力(MW)	9.6	9.6	9	9.0	25.7	26.5	26.7
	Water power 水力	Number of facilities 物件数	-	-	1	2	2	3	3
		Water power generation capacity 水力発電出力(MW)	-	-	0.9	1.9	2.0	2.7	2.7
Total 合計	Number of facilities 物件数	159	195	227	269	334	377	433	
	Generation capacity 発電出力(MW)	166.2	196.3	255.1	303.4	382.9	429.6	565.2	

Note: Maximum output is indicated in "generation capacity" from FY2021.

注: 22/3期から、発電出力は最大出力で表記しています。

Car Parking Business

駐車場事業

		'16/03	'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
Number of facilities 施設数		2,197	2,475	2,747	3,828	4,019	4,180	4,378
Number of car parking 収容台数		34,177	42,051	53,375	73,898	82,894	96,263	106,872

【Reference/参考】 Overseas Business 海外事業

Sales
売上高

(¥100Million / 億円)

		'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
USA	アメリカ	55	783	990	1,173	1,768	2,678
Australia	オーストラリア	41	186	545	572	369	412
ASEAN	ASEAN	202	260	403	451	369	395
China	中国	361	445	362	222	266	475
Other countries	その他	461	634	507	430	244	489
Total	合計	1,116	2,310	2,785	2,773	3,018	4,451

Note: 1. Adjustments included in total net sales and operating income.

2. For each business area, we disclose results after consolidation adjustment since FY2020.

注: 1. 合計には連結調整額が含まれています。

2. 21/3期から、各エリアの業績は連結調整後の数値で開示しています。

Operating income

営業利益

(¥100Million / 億円)

		'17/03	'18/03	'19/03	'20/03	'21/03	'22/03
USA	アメリカ	3	64	84	116	191	224
Australia	オーストラリア	-2	13	45	18	-18	10
ASEAN	ASEAN	16	7	15	44	17	-23
China	中国	1	44	35	-0	12	61
Other countries	その他	6	-5	-4	-83	-8	-12
Total	合計	25	106	129	62	195	261

Note: 1. Adjustments included in total net sales and operating income.

2. For each business area, we disclose results after consolidation adjustment since FY2020.

注: 1. 合計には連結調整額が含まれています。

2. 21/3期から、各エリアの業績は連結調整後の数値で開示しています。