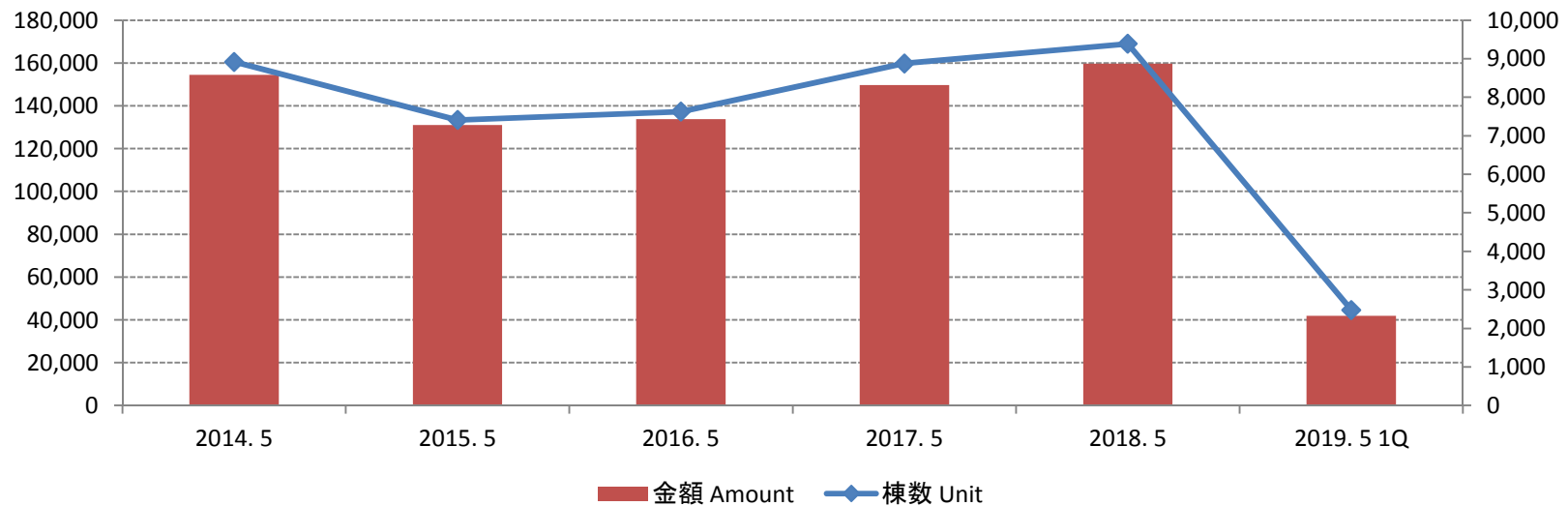


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受注棟数・金額 The state of orders and amounts

注文住宅 実績推移  
Changes in orders of custom-build homes



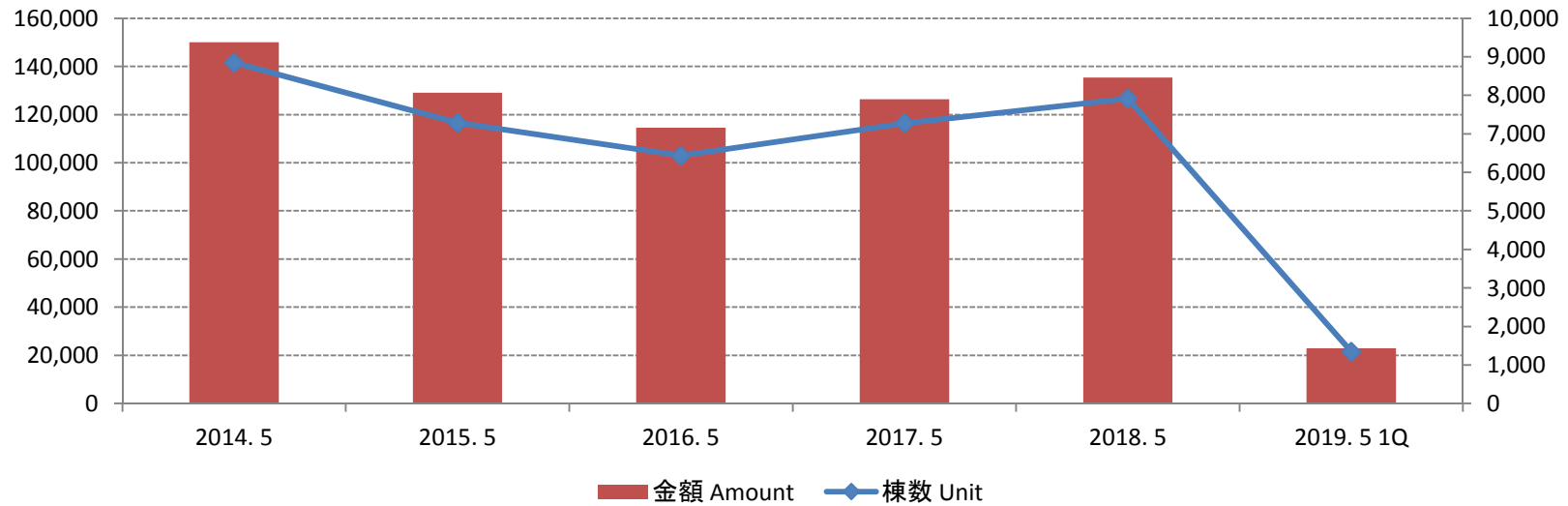
〈受注棟数・金額 Changes in orders〉

棟数 Unit	2014. 5	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
住宅事業 Housing segment	8,933	7,412	7,626	8,877	9,386	2,478
注文住宅 Custom-build homes	8,919	7,409	7,626	8,877	9,386	2,478
賃貸住宅 Apartments	14	3	0	0	0	0
戸建分譲住宅 Detached Homes	136	163	358	372	440	107
計 Total	9,069	7,575	7,984	9,249	9,826	2,585

金額(百万円) Amount(¥Million)	2014. 5	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
注文住宅 Custom-build homes	154,400	131,042	133,718	149,659	159,711	41,843
賃貸住宅 Apartments	339	80	0	0	0	0
戸建分譲住宅 Detached homes	2,323	2,710	5,514	5,668	6,860	1,654

注文住宅 実績推移  
Changes in sales of custom-build homes



〈販売棟数・金額 Changes in sales〉

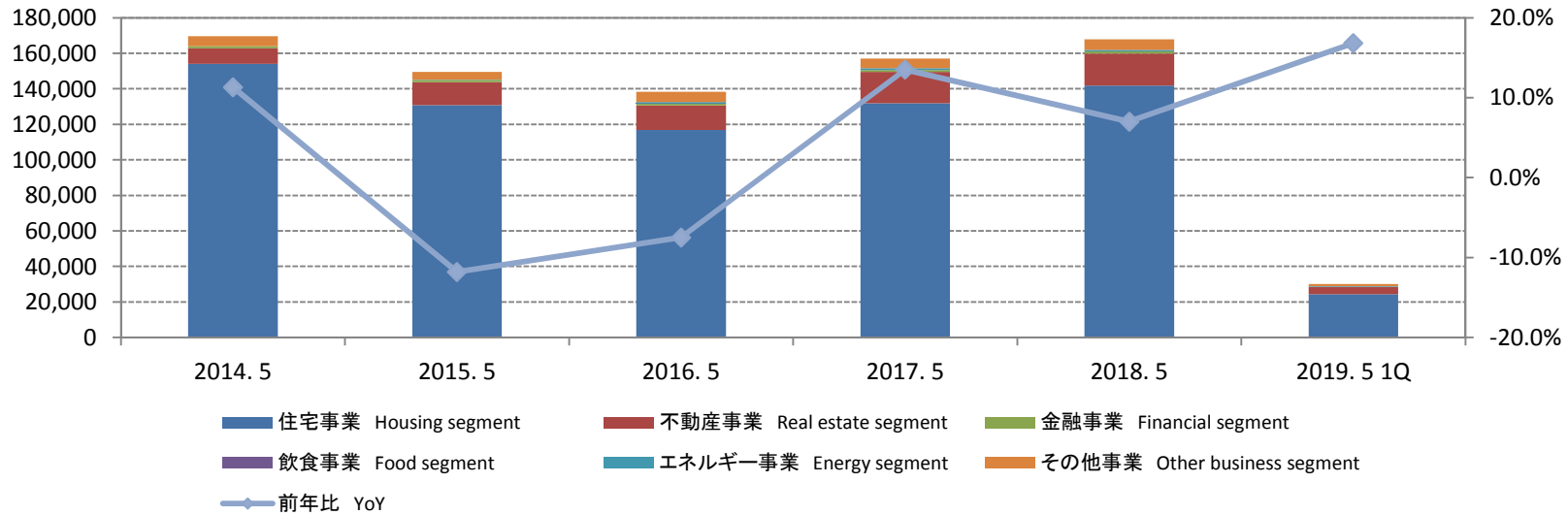
棟数 Unit	2014. 5	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
注文住宅 Custom-build homes	8,846	7,286	6,433	7,275	7,913	1,343
既存ライン Standard line	-	-	6,388	6,852	7,144	1,229
ハイライン High-end line	-	-	-	-	2	0
ベーシックライン Low-end line	-	-	45	423	767	114
賃貸住宅 Apartments	22	8	1	0	0	0
戸建分譲住宅 Detached homes	124	131	347	346	397	99
計 Total	8,992	7,425	6,781	7,621	8,310	1,442

金額(百万円) Amount(¥Million)	2014. 5	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
注文住宅 Custom-build homes	150,083	129,050	114,484	126,423	135,410	22,985
賃貸住宅 Apartments	575	199	34	0	0	0
戸建分譲住宅 Detached homes	4,838	4,721	10,319	10,914	12,596	2,901

## 連結売上高 Net sales (Consolidated)

### 連結売上高 セグメント別推移 Changes in sales by segment



#### 〈売上高 Net sales (Consolidated)〉

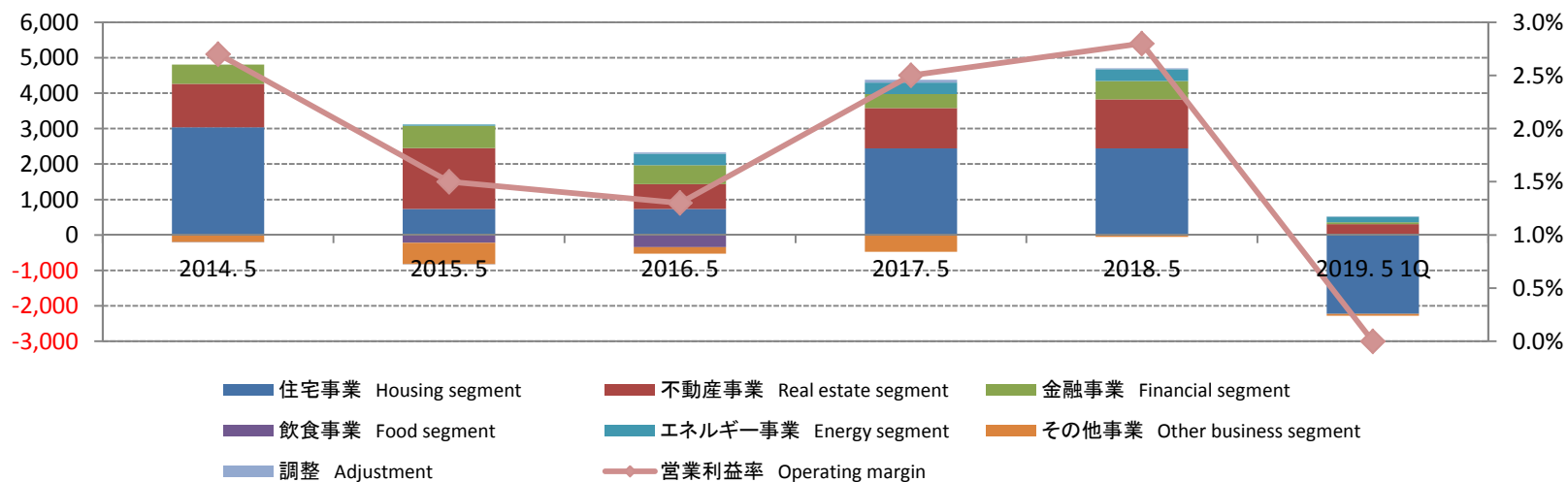
金額(百万円) Amount(¥Million)	2014.5	2015.5	2016.5	2017.5	2018.5	2019.5 1Q	
売上高 Net sales	169,528	149,570	138,379	157,001	167,915	30,034	
前年比 YoY		11.3%	-11.8%	-7.5%	13.5%	7.0%	16.8%

#### 〈セグメント別業績 Sales by segment (Consolidated)〉

金額(百万円) Amount(¥Million)	2014.5	2015.5	2016.5	2017.5	2018.5	2019.5 1Q
住宅事業 Housing segment	154,076	130,715	116,810	131,900	141,847	24,338
非住宅事業 Non-Housing segment	15,451	18,855	21,568	25,100	26,068	5,696
不動産事業 Real estate segment	8,724	12,934	13,762	17,666	18,019	3,930
金融事業 Financial segment	1,137	1,230	1,143	1,060	1,163	226
飲食事業 Food segment	-	-	38	-	-	-
エネルギー事業 Energy segment	-	335	850	901	880	289
その他事業 Other business segment	5,590	4,354	5,773	5,472	6,004	1,249
計 Total	169,528	149,570	138,379	157,001	167,915	30,034

## 連結営業利益 Operating income (Consolidated)

### 連結営業利益 セグメント別推移 Changes in operating income by segment



〈営業利益 Changes in operating income (Consolidated)〉

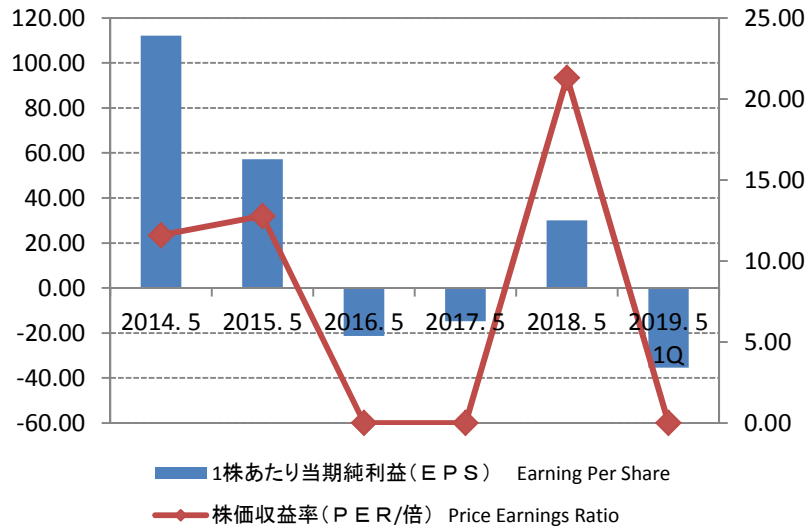
金額(百万円) Amount(¥Million)	2014.5	2015.5	2016.5	2017.5	2018.5	2019.5 1Q
営業利益 Operating income	4,580	2,284	1,803	3,901	4,653	-1,756
営業利益率 Operating margin	2.7%	1.5%	1.3%	2.5%	2.8%	-

〈セグメント別業績 Changes in operating income by segment (Consolidated)〉

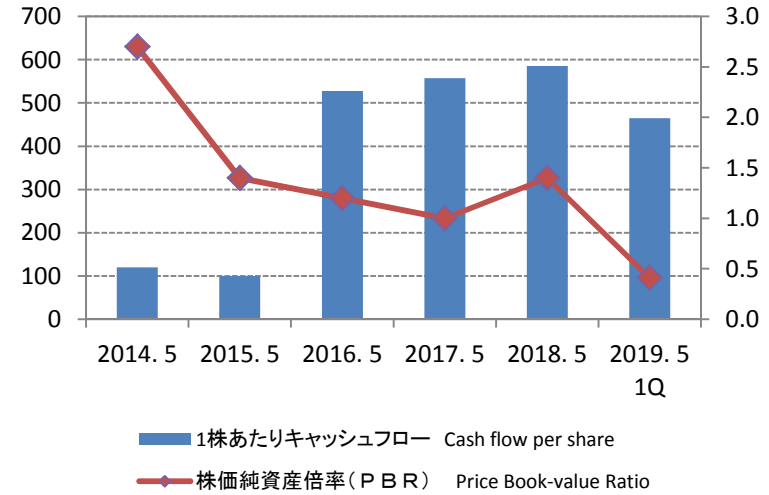
金額(百万円) Amount(¥Million)	2014.5	2015.5	2016.5	2017.5	2018.5	2019.5 1Q
住宅事業 Housing segment	3,039	735	736	2,437	2,444	-2,223
非住宅事業 Non-Housing segment	1,554	1,562	1,032	1,387	2,176	457
不動産事業 Real estate segment	1,221	1,711	699	1,146	1,383	300
金融事業 Financial segment	543	632	532	387	516	60
飲食事業 Food segment	-	-219	-344	-	-	-
エネルギー事業 Energy segment	-	41	326	328	330	154
その他事業 Other business segment	-201	-603	-181	-475	-53	-57
調整 Adjustment	-13	-16	34	76	31	9
計 Total	4,580	2,284	1,803	3,901	4,653	-1,756

## 1株あたり情報 Per share date

**1株あたり当期純利益、株価収益率(PER)**  
Changes in Earning Per Share and Price earnings ratio



**1株あたりキャッシュフロー、株価純資産倍率(PBR)**  
Changes in Cash flow per share and Price Book - value ratio



	2014.5	2015.5	2016.5	2017.5	2018.5	2019.5 1Q
1株あたり当期純利益(EPS) Earning Per Share	112.10	57.14	-21.34	-14.84	29.98	-35.40
株価収益率(PER/倍) Price Earnings Ratio	11.59	12.78	-	-	21.31	-
1株あたりキャッシュフロー Cash flow per share	120	100	528	557	585	465
株価純資産倍率(PBR) Price Book-value Ratio	2.7	1.4	1.2	1.0	1.4	0.4
年度末株価(円) Stock price at the end of the fiscal year	1,299	730	577	435	639	1,105

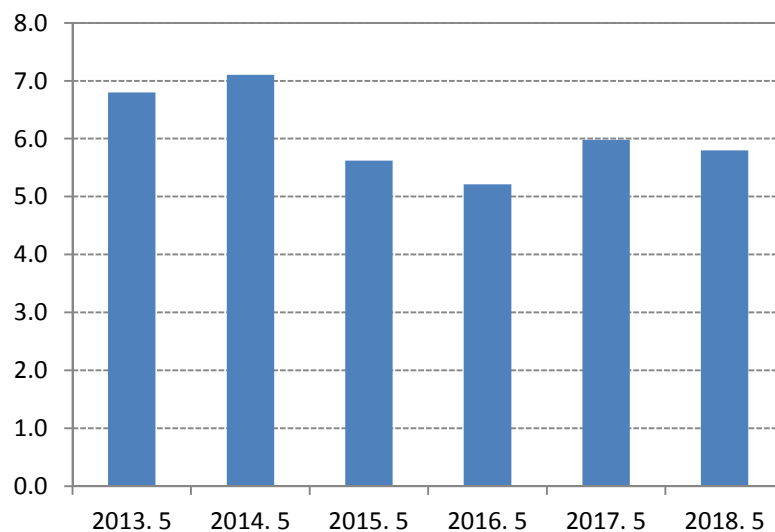
※株価収益率 = 株価(各年度末) / 1株あたり親会社株主に帰属する当期純利益

※キャッシュ・フロー = 親会社株主に帰属する当期純利益 + 減価償却費

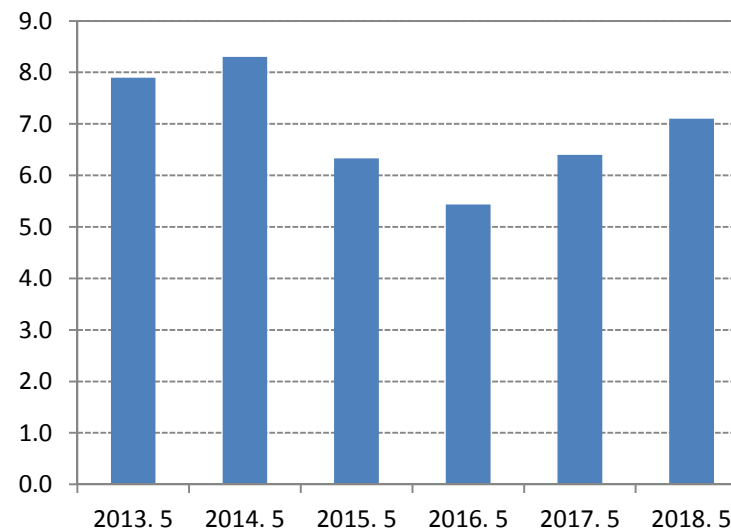
※PER = Stock price (the end of the fiscal year) / Profit for the year attributable to owners of parent per share

※Cash flow = Profit for year attributable to owners of parent + Depreciation expenses

棚卸資産回転率  
Changes in Inventory turnover rate



有形固定資産回転率  
Tangible fixed asset turnover rate



	2013.5	2014.5	2015.5	2016.5	2017.5	2018.5
棚卸資産回転率 Inventory turnover rate	6.8	7.1	5.6	5.2	6.0	5.8
有形固定資産回転率 Tangible fixed asset turnover rate	7.9	8.3	6.3	5.4	6.4	7.1

※棚卸資産回転率 = 売上原価 / 棚卸資産

※有形固定資産回転率 = 売上高 / 有形固定資産

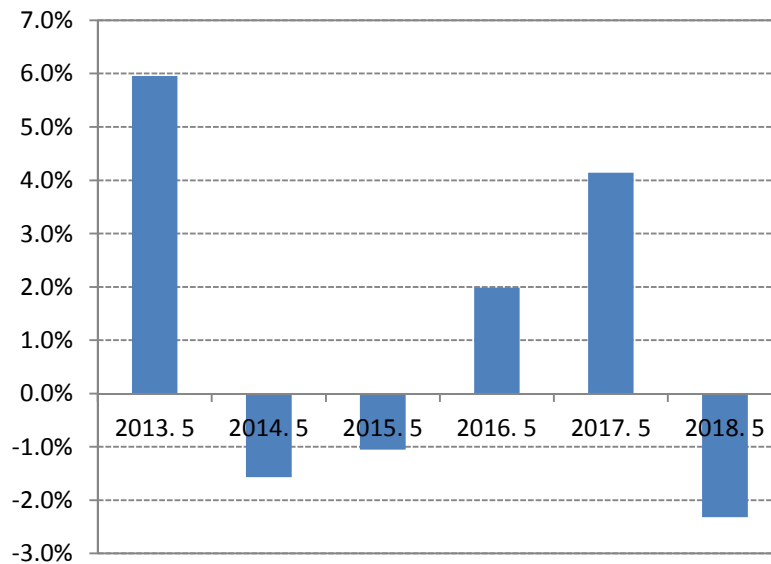
※棚卸資産、有形固定資産は期中平均値

※Inventory turnover rate = Cost of sales / Inventory

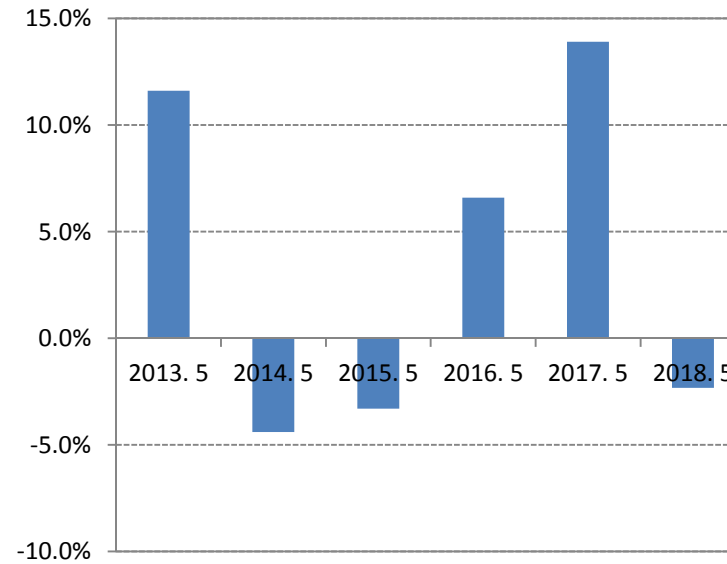
※Tangible fixed asset turnover rate = Net sales / Tangible fixed assets

※Inventory and tangible fixed assets are average for the period.

投下資本利益率 (ROIC)



株主資本利益率 (ROE)



	2013.5	2014.5	2015.5	2016.5	2017.5	2018.5
投下資本利益率 (ROIC)	6.0%	-1.6%	-1.1%	2.0%	4.1%	-2.3%
株主資本利益率 (ROE)	11.6%	-4.4%	-3.3%	6.6%	13.9%	-2.3%
D/Eレシオ D/E ratio	0.89	1.93	2.23	2.31	2.24	2.44

※投下資本利益率 (ROIC) = 親会社株主に帰属する当期純利益 / 投下資本  
 ※投下資本 = 純資産 + 有利子負債

※株主資本利益率 (ROE) = 親会社株主に帰属する当期純利益 / 株主資本

※D/Eレシオ = 負債 / 株主資本

※株主資本は期中平均値を使用

※ROIC = Profit for the year attributable to owners of parent / Invested capital

※Invested capital = Net assets + Interest-bearing debts

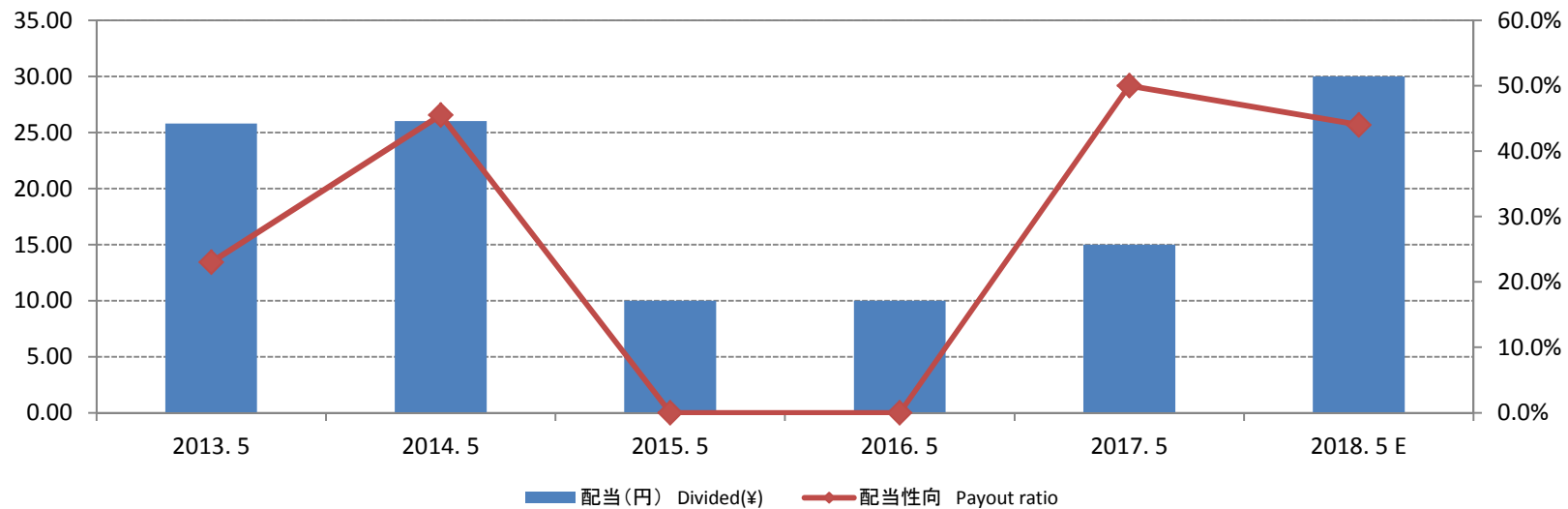
※ROE = Profit for the year attributable to owners of parent / Invested capital

※D/E ratio = Liabilities / Shareholder's equity

※Shareholder's equities are average during the period.



配当金額、配当性向  
Changes in Divided and Payout ratio



	2013.5	2014.5	2015.5	2016.5	2017.5	2018.5 E
配当(円) Divided(¥)	25.80	26.00	10.00	10.00	15.00	30.00
配当性向 Payout ratio	23.0%	45.5%	-	-	50.0%	44.0%

## 株式の状況 The state of share distribution

〈株式の状況 The state of share distribution〉

	2016年5月31日現在 As of May 31,2016			2017年5月31日現在 As of May 31,2017			2018年5月31日現在 As of May 31,2018		
	株主数 Shareholder's	株式数 Number of shares	株式数比率 Percentage	株主数 Shareholder's	株式数 Number of shares	株式数比率 Percentage	株主数 Shareholder's	株式数 Number of shares	株式数比率 Percentage
個人・その他 Individuals and others	26,701	18,333,087	61.0%	28,948	15,090,949	50.2%	27,043	11,785,292	39.2%
金融機関 Financial institutions	23	1,815,200	6.0%	24	2,367,300	7.9%	26	3,561,000	11.8%
銀行・信託銀行 Banks, Trust banks	17	1,510,800	5.0%	16	2,057,400	6.8%	18	3,256,500	10.8%
生命保険会社 Life insurance companies	2	3,700	0.0%	4	8,700	0.0%	4	2,300	0.0%
損害保険会社 Nonlife insurance companies	3	300,000	1.0%	3	300,000	1.0%	3	300,000	1.0%
その他金融 Other financial institutions	1	700	0.0%	1	1,200	0.0%	1	2,200	0.0%
その他国内法人 Other domestic companies	107	9,634,901	32.1%	112	11,463,703	38.1%	93	12,925,003	43.0%
外国人 Foreigners	76	225,571	1.0%	98	1,035,531	3.4%	97	1,042,210	3.5%
個人 Individuals	34	10,203	0.0%	45	8,904	0.0%	32	4,004	0.0%
法人 Companies	42	215,368	0.0%	53	1,026,627	3.4%	65	1,038,206	3.5%
証券会社 Securities companies	17	47,041	0.2%	23	98,317	0.3%	23	742,295	2.5%
計 Total	26,924	30,055,800	100.0%	29,205	30,055,800	100.0%	27,282	30,055,800	100.0%

## 大株主一覧 Major shareholders

〈大株主一覧 Major shareholders〉

	2017年5月31日現在 As of May 31,2017			2018年5月31日現在 As of May 31,2018		
	株主名 Share holder	株式数 Number of shares	議決権比率 Voting share ratio	株主名 Share holder	株式数 Number of shares	議決権比率 Voting share ratio
1	㈱TAMAX TAMAX, Co.	11,391,200	37.9%	株式会社TAMAX TAMAX, Co.	11,391,200	37.9%
2	玉木 康裕 Yasuhiro Tamaki	871,700	2.9%	株式会社ヤマダ電機 YAMADA DENKI CO., LTD.	1,491,000	4.9%
3	玉木 伸弥 Shinya Tamaki	871,700	2.9%	日本トラスティ・サービス信託銀行株式会社(信託口) Japan Trustee Services Bank, Ltd. (Trust A/C)	1,313,800	4.4%
4	玉木 和恵 Kazue Tamaki	871,700	2.9%	玉木 康裕 Yasuhiro Tamaki	871,700	2.9%
5	玉木 克弥 Katsuya Tamaki	871,700	2.9%	玉木 和恵 Kazue Tamaki	871,700	2.9%
6	タマホームグループ従業員持株会 Employee Stock Ownership of	830,400	2.7%	玉木 伸弥 Shinya Tamaki	871,700	2.9%
7	日本トラスティ・サービス信託銀行株式会社(信託口) Japan Trustee Services Bank, Ltd. (Trust A/C)	565,400	1.8%	玉木 克弥 Katsuya Tamaki	871,700	2.9%
8	日本トラスティ・サービス信託銀行株式会社(信託口5) Japan Trustee Services Bank, Ltd. (Trust A/C5)	311,900	1.0%	タマホームグループ従業員持株会 Employee Stock Ownership of	715,800	2.3%
9	J.P.MORGAN SECURITIES LL C-CLEARING	285,000	0.9%	メリルリンチ日本証券株式会社 Merrill Lynch Japan Securities Co.,Ltd.	503,400	1.7%
10	日本マスタートラスト信託銀行㈱(信託口) The Master Tust Bank of Japan, Ltd. (Trust A/C)	265,400	0.8%	日本マスタートラスト信託銀行株式会社(信託口) The Master Tust Bank of Japan, Ltd. (Trust A/C)	484,100	1.6%

連結貸借対照表

Consolidated balance sheets

		2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
資産の部	Assets					
流動資産	Current assets	55,311	52,640	54,037	61,012	61,501
現金及び預金	Cash and deposits	27,119	26,566	26,706	31,627	25,327
受取手形・完成工事未収入金等	Notes receivable, accounts receivable from completed construction	1,001	1,466	1,517	1,284	967
営業貸付金	Operating loans	2,305	2,142	2,971	3,124	3,882
販売用不動産	Real estate for sale	6,092	3,825	4,682	7,717	7,817
未成工事支出金	Cost on uncompleted construction contracts	5,434	5,397	5,905	7,692	13,943
仕掛販売用不動産	Real estate for sale in process	8,439	9,377	9,055	7,672	7,708
その他の棚卸資産	Other inventories	418	453	441	573	572
繰延税金資産	Deferred tax assets	989	780	1,105	-	-
その他	Other	3,522	2,643	1,657	1,325	1,285
貸倒引当金	Allowance for doubtful accounts	-11	-12	-6	-3	-3
固定資産	Fixed asset	31,760	31,225	29,313	29,754	29,783
有形固定資産	Property, Plant and equipment	25,476	25,432	23,705	23,377	22,590
建物及び構築物	Buildings and structures	11,497	12,710	11,244	11,155	10,722
機械装置及び運搬具	Machinery, equipment and vehicles	4,322	4,099	3,902	3,683	3,627
土地	Land	6,965	8,248	8,245	8,240	7,846
リース資産	Lease assets	493	202	162	130	121
建設仮勘定	Construction in progress	2,038	21	36	19	128
その他	Other	159	149	113	147	143
無形固定資産	Intangible assets	536	418	232	160	145
投資その他の資産	Investments and other assets	5,746	5,373	5,375	6,216	7,048
投資有価証券	Investment securities	1,311	1,256	1,494	1,499	1,489
長期貸付金	Long-term loans receivable	93	85	83	85	84
繰延税金資産	Deferred tax assets	214	65	68	1,017	1,898
その他	Other	4,756	4,623	4,382	4,124	4,085
貸倒引当金	Allowance for doubtful accounts	-628	-657	-652	-510	-510
資産合計	Total	87,071	83,866	83,350	90,767	91,285



連結損益計算書 Consolidated statements of income

		2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
売上高	Net sales	149,570	138,379	157,001	167,915	30,034
売上原価	Cost of sales	112,223	102,776	117,036	126,701	22,754
売上総利益	Gross profit	37,347	35,602	39,964	41,214	7,280
利益率	profit margin	25.0%	25.7%	25.5%	24.5%	24.2%
販売費及び一般管理費	Selling, general and administrative expenses	35,062	33,799	36,063	36,560	9,036
役員報酬	Directors' compensations	695	833	936	905	228
従業員給料手当	Employees' salaries	10,829	11,644	12,259	12,508	3,016
従業員賞与	Employees' bonuses	1,068	762	1,020	163	-2
賞与引当金繰入額	Provision for bonuses	176	183	185	1,049	288
退職給付費用	Retirement benefit costs	188	176	186	409	102
法定福利費	Welfare expenses	1,792	1,789	1,966	2,044	477
通信交通費	Correspondence and transportation expenses	1,270	1,178	1,166	1,214	323
広告宣伝費	Advertising and promotion expenses	6,109	5,434	6,052	6,248	1,777
貸倒引当金繰入額	Provision of allowance for doubtful accounts	224	40	-	0	-1
賃借料	Rent expenses	5,230	4,990	4,893	4,784	1,168
減価償却費	Depreciation	1,971	1,827	1,903	1,553	368
その他販管費	Other	5,510	4,939	5,492	5,678	1,288
営業利益	Operating income	2,284	1,803	3,901	4,653	-1,756
利益率	profit margin	1.5%	1.3%	2.5%	2.8%	-

連結損益計算書 Consolidated statements of income

		2015. 5	2016. 5	2017. 5	2018. 5	2019. 5 1Q
営業外収益	Non-operating income	564	333	437	285	122
受取利息	Interest income	40	69	62	12	2
受取配当金	Dividends income	0	2	-	0	0
為替差益	Foreign exchange gain	197	-	73	-	71
違約金収入	Penalty income	73	59	71	78	15
消費税差額	Consumption tax difference	19	43	-	-	-
仕入割引	Purchase discount	-	-	-	46	-
その他	Other	232	158	229	146	33
営業外費用	Non-operating expenses	833	1,120	863	909	154
支払利息	Interest expenses	276	375	380	380	94
シンジケートローン手数料	Commission for syndicate loan	125	127	153	125	-
アレンジメントフィー	Arrangement fee	160	66	36	64	-
為替差損	Foreign exchange losses	-	267	-	44	-
事業組合運用損	Loss on investments in partnership	-	-	-	111	-
その他	Other	272	284	293	183	60
経常利益	Ordinary income	2,016	1,016	3,475	4,029	-1,787
利益率	profit margin	1.3%	0.7%	2.2%	2.4%	-
特別利益	Extraordinary income	-	28	17	52	-
固定資産売却益	Gain on sales of noncurrent assets	-	28	17	52	-
特別損失	Extraordinary loss	1,615	443	922	1,045	51
固定資産売却損	loss from sale of fixed assets	0	0	33	-	-
固定資産除却損	Loss on retirement of noncurrent assets	466	179	189	52	14
投資有価証券評価損	Loss on valuation of investment securities	-	16	-	5	-
リース解約損	Loss on cancellation of lease contracts	16	12	9	5	8
減損損失	Impairment loss	887	233	564	74	28
賃貸借契約解約損	Loss on cancellation of leasehold contracts	94	-	6	4	-
和解金	Settlement package	-	-	-	100	-
事業撤退損	Loss on business withdrawal	-	-	-	802	-
その他	Other	150	-	119	-	-
税金等調整前当期純利益	Income before income taxes and minority interests	401	602	2,570	3,036	-1,838
利益率	profit margin	0.3%	0.4%	1.6%	1.8%	-
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	-641	-446	901	2,047	-1,062

連結キャッシュ・フロー計算書

Consolidated statements of cash flows

		2014. 5	2015. 5	2016. 5	2017. 5	2018. 5
営業活動によるキャッシュ・フロー	Operating activities	5,891	-7,809	36	-1,100	4,501
税金等調整前当期純利益	Income before income taxes and minority interests	4,151	401	602	2,570	3,036
減価償却費	Depreciation and amortization	1,629	1,989	2,059	2,209	1,902
減損損失	Impairment loss	169	887	233	564	74
賃貸借契約解約損	Loss on cancellation of leasehold contracts	9	94	-	6	4
固定資産除却損	Loss on retirement of noncurrent assets	169	466	179	189	52
リース解約損	Loss on cancellation of lease contracts	9	16	12	9	5
事業撤退損	Loss on withdrawal from business	-	-	-	-	802
のれん償却額	Amortization of goodwill	14	23	23	23	23
貸倒引当金の増減額	Increase (decrease) in allowance for doubtful accounts	203	245	29	-10	-144
完成工事保証引当金の増減額	Increase (decrease) in provision for warranties for completed constructions	93	241	-79	3	-28
工事損失引当金の増減額	Increase (decrease) in provision for loss on construction contracts	154	-154	-	-	-
受取利息及び受取配当金	Interest and dividends income	-13	-4	-71	-63	-13
支払利息	Interest expenses	107	276	375	380	380
営業債権の増減額	Increase (decrease) in trade accounts receivable	-1,778	1,208	-316	-870	194
棚卸資産の増減額	Increase (decrease) in inventories	-2,890	-741	1,340	-1,032	-3,993
仕入債務の増減額	Increase (decrease) in trade accounts payable	5,948	-5,836	-2,657	-6,975	618
未成工事受入金の増減額	Increase (decrease) in advances received on uncompleted construction contracts	1,358	-5,628	261	1,271	3,333
その他	Other	-639	1,394	-211	1,596	693
小計	Subtotal	7,698	-5,156	1,781	-126	6,943
利息及び配当金の受入額	Interest and dividends received	12	40	71	63	10
利息の支払額	Interest expenses paid	-110	-276	-385	-364	-372
リース解約損の支払額	Payments for loss on cancellation of lease contracts	-9	-16	-12	-9	-5
法人税等の支払額	Income taxes-paid	-1,745	-2,404	-1,424	-672	-2,079
その他	Other	45	2	6	8	4



連結キャッシュ・フロー計算書

Consolidated statements of cash flows

		2014. 5	2015. 5	2016. 5	2017. 5	2018. 5
投資活動によるキャッシュ・フロー	Investing activities	-4,872	-9,177	-2,220	-555	-1,494
有形固定資産の取得による支出	Purchases of property, plant and equipment	-4,093	-6,584	-2,132	-896	-1,605
有形固定資産の売却による支出	Proceeds from sales of property, plant and equipment	0	-	115	281	8
投資有価証券の取得による支出	Purchases of investment securities	0	-1,136	-85	-270	-0
投資有価証券の売却による収入	Proceeds from sales of investment securities	42	24	20	20	-
貸し付けによる支出	Payments of loans receivable	-20	-534	-19	-2	-2
貸付金の回収による収入	Collection of loans receivable	14	20	43	-495	7
連結の範囲の変更を伴う子会社株式の取得による支出	Purchase of investments in subsidiaries resulting in change in scope of consolidation	-104	-	-	-	-
その他	Other	-709	-966	-161	-182	96
財務活動によるキャッシュ・フロー	Financing activities	5,256	12,028	1,681	1,750	1,918
短期借入金の純増減額	Increase (decrease) in short-term loans payable, net	470	5,181	-872	911	1,165
長期借入による収入	Proceeds from long-term loans payable	8,197	12,184	8,002	10,033	10,369
長期借入金の返済による支出	Repayments of long-term loans payable	-2,138	-3,886	-4,464	-8,350	-8,726
社債の償還による支出	Redemption of bonds	-400	-400	-200	-200	-200
株式の発行による収入	Proceeds from stock issuance	-	-	-	-	-
自己株式の処分による収入	Proceeds from disposal of treasury stock	-	-	-	-	-
配当金の支払額	Dividends paid	-772	-781	-300	-299	-449
非支配株主からの払込による収入	Proceeds from stock issuance to minority shareholders	167	125	141	31	48
非支配株主への払戻による支出	Cash dividends paid to minority shareholders	-	-	-209	-78	-17
割賦債務の返済による支出	Repayments of installment payables	-33	-60	-61	-58	-36
その他	Other	-332	-335	-353	-238	-234
現金及び現金同等物に係る換算差額	Effect of exchange rate change on cash and cash equivalents	46	102	-50	45	-4
現金及び現金同等物の増減額	Net increase (decrease) in cash and cash equivalents	6,322	-4,855	-552	139	4,921
現金及び現金同等物の期首残高	Cash and cash equivalents, beginning of year	25,652	31,975	27,119	26,566	26,706
現金及び現金同等物の期末残高	Cash and cash equivalents, end of year	31,975	27,119	26,566	26,706	31,627