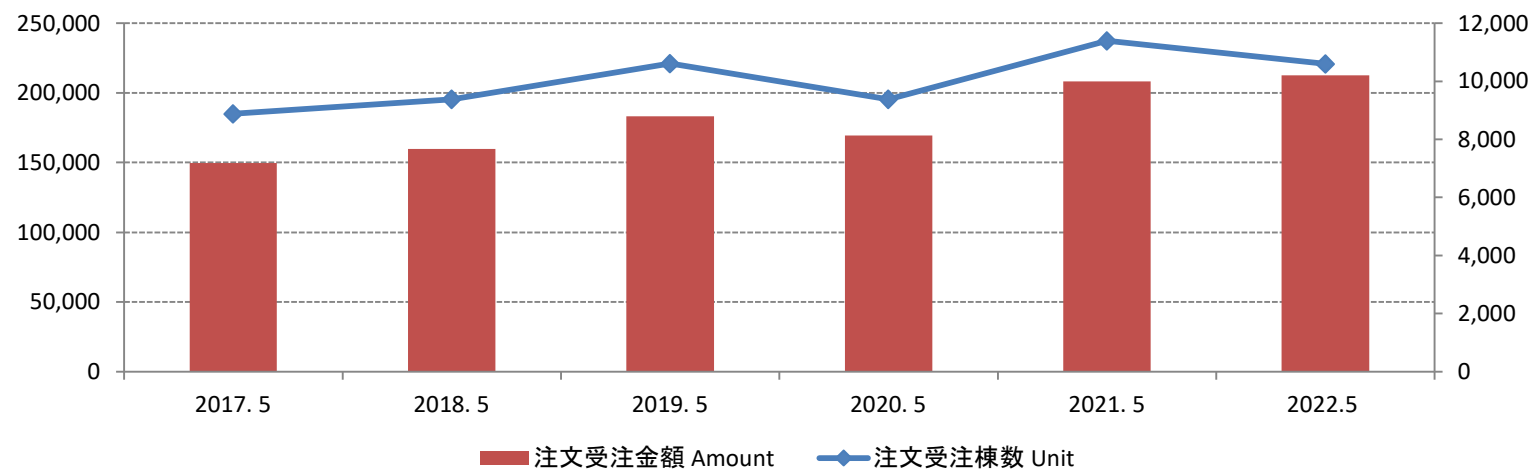


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注文住宅 受注実績推移
Changes in orders of custom-build homes

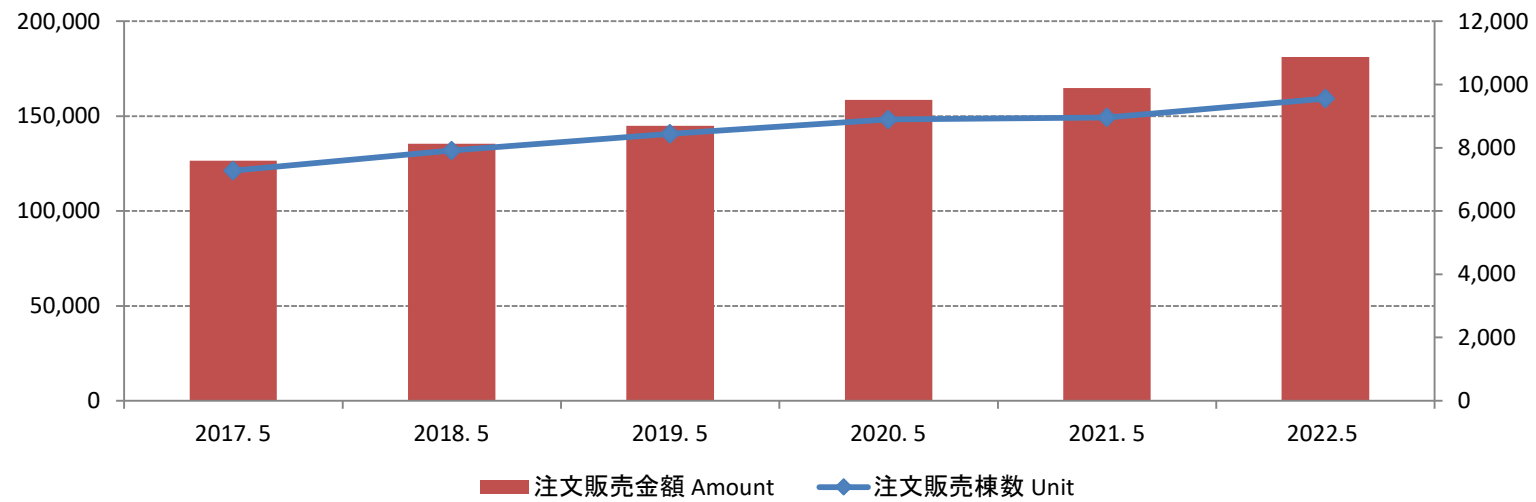


〈受注棟数・金額 Changes in orders〉

棟数 Unit	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
注文住宅 Custom-build homes	8,877	9,386	10,604	9,380	11,395	10,595
戸建分譲住宅 Detached Homes	372	440	526	713	929	1,132
計 Total	9,249	9,826	11,130	10,093	12,324	11,727

金額(百万円) Amount(¥Million)	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
注文住宅 Custom-build homes	149,659	159,711	183,320	169,582	208,151	212,489
戸建分譲住宅 Detached homes	5,668	6,860	8,270	11,520	15,643	19,784
計 Total	155,327	166,571	191,590	181,102	223,794	232,273

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

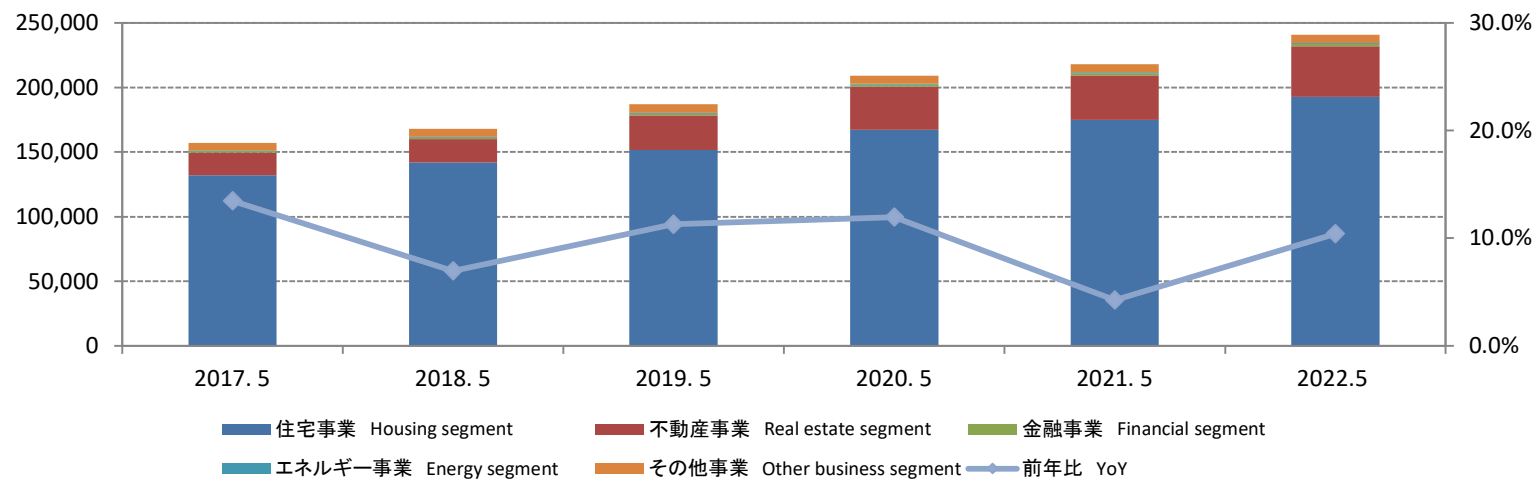


〈販売棟数・金額 Changes in sales〉

棟数 Unit	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
注文住宅 Custom-build homes	7,275	7,913	8,444	8,890	8,957	9,551
既存ライン Standard line	6,852	7,144	7,667	8,050	8,398	9,028
ハイライン Hight-end line	-	2	-	-	-	1
ベーシックライン Low-end line	423	767	777	840	559	522
戸建分譲住宅 Detached homes	346	397	472	620	829	951
計 Total	7,621	8,310	8,916	9,510	9,786	10,502

金額(百万円) Amount(¥Million)	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
注文住宅 Custom-build homes	126,423	135,410	144,872	158,480	164,746	181,254
戸建分譲住宅 Detached homes	10,914	12,596	13,866	18,589	25,214	28,243
計 Total	137,337	148,006	158,738	177,069	189,960	209,497

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



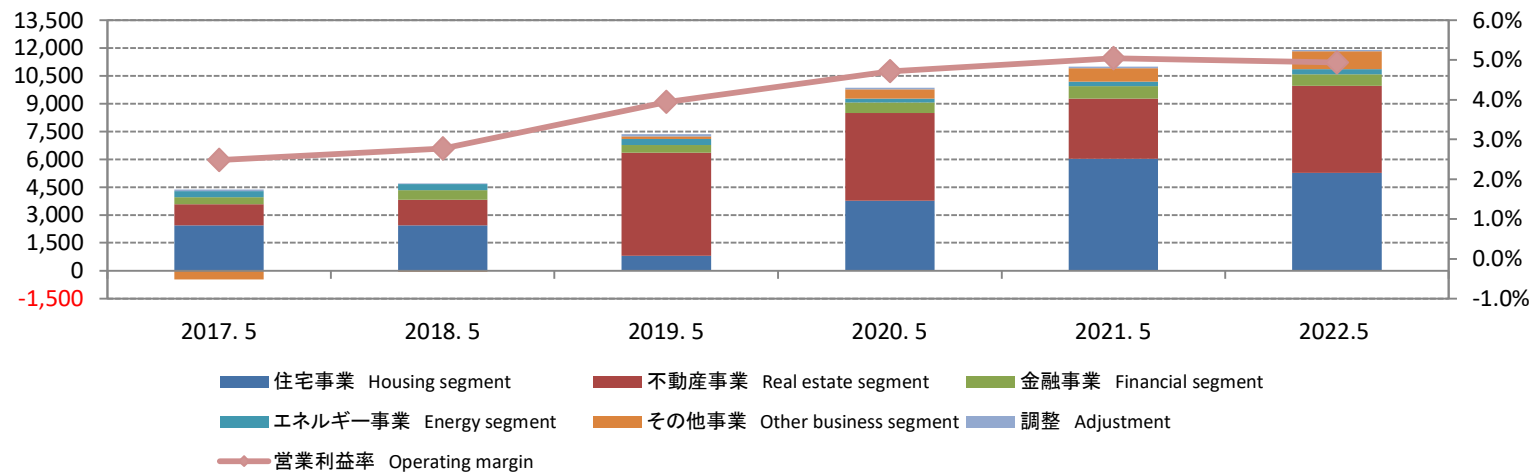
〈売上高 Net sales (Consolidated)〉

金額(百万円) Amount(¥Million)	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
売上高 Net sales	157,001	167,915	186,874	209,207	218,092	240,760
前年比 YoY	13.5%	7.0%	11.3%	12.0%	4.2%	10.4%

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

金額(百万円) Amount(¥Million)	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
住宅事業 Housing segment	131,900	141,847	151,647	167,099	174,630	192,715
非住宅事業 Non-Housing segment	25,100	26,068	35,227	42,108	43,462	48,044
不動産事業 Real estate segment	17,666	18,019	26,640	33,427	34,751	39,328
金融事業 Financial segment	1,060	1,163	1,165	1,434	1,550	1,484
エネルギー事業 Energy segment	901	880	882	791	821	844
その他事業 Other business segment	5,472	6,004	6,538	6,454	6,338	6,386
計 Total	157,001	167,915	186,874	209,207	218,092	240,760

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



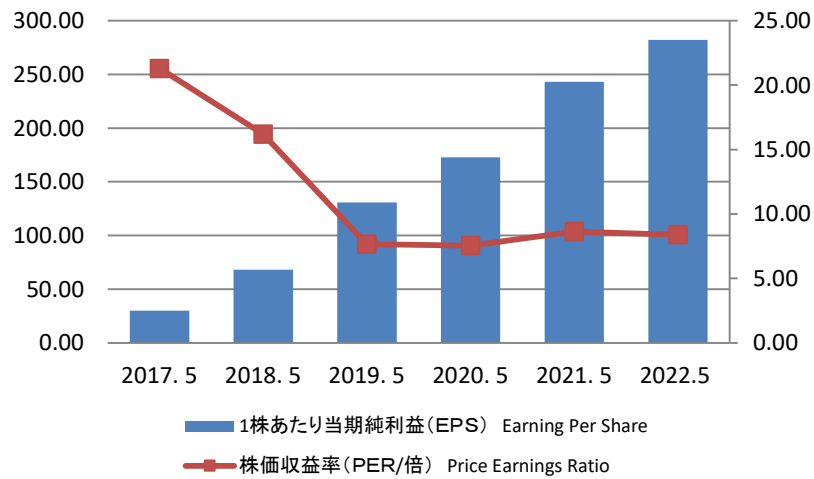
〈営業利益 Changes in operating income (Consolidated)〉

金額(百万円) Amount(¥Million)	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
営業利益 Operating income	3,901	4,653	7,366	9,873	10,999	11,893
営業利益率 Operating margin	2.5%	2.8%	3.9%	4.7%	5.0%	4.9%

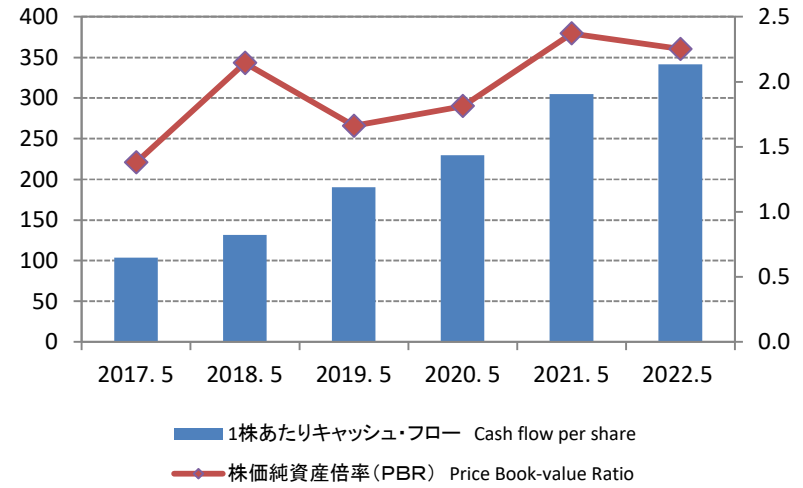
〈セグメント別業績 Changes in operating income by segment (Consolidated)〉

金額(百万円) Amount(¥Million)	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
住宅事業 Housing segment	2,437	2,444	801	3,775	6,030	5,272
非住宅事業 Non-Housing segment	1,387	2,176	6,450	6,011	4,888	6,561
不動産事業 Real estate segment	1,146	1,383	5,553	4,726	3,241	4,696
金融事業 Financial segment	387	516	432	564	671	622
エネルギー事業 Energy segment	328	330	327	206	243	279
その他事業 Other business segment	△ 475	△ 53	135	513	731	961
調整 Adjustment	76	31	115	86	80	59
計 Total	3,901	4,653	7,366	9,873	10,999	11,893

1株あたり当期純利益(EPS)、株価収益率(PER/倍)
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



	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
1株あたり当期純利益(EPS) Earning Per Share	30.00	68.12	130.89	172.76	243.35	282.25
株価収益率(PER/倍) Price Earnings Ratio	21.30	16.22	7.66	7.55	8.65	8.41
1株あたりキャッシュ・フロー Cash flow per share	104	132	190	230	305	341
株価純資産倍率(PBR) Price Book-value Ratio	1.4	2.1	1.7	1.8	2.4	2.3
年度末株価(円) Stock price at the end of the fiscal year	639	1,105	1,002	1,304	2,104	2,373

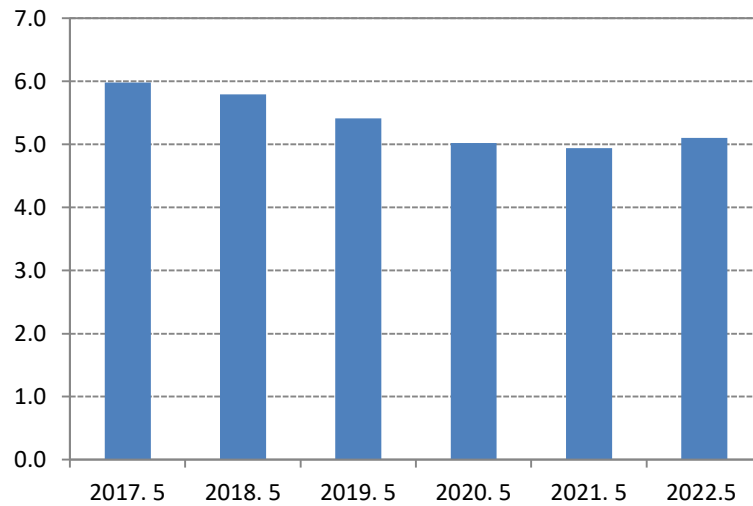
※株価収益率 = 株価(各年度末) / 1株あたり親会社株主に帰属する当期純利益

※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

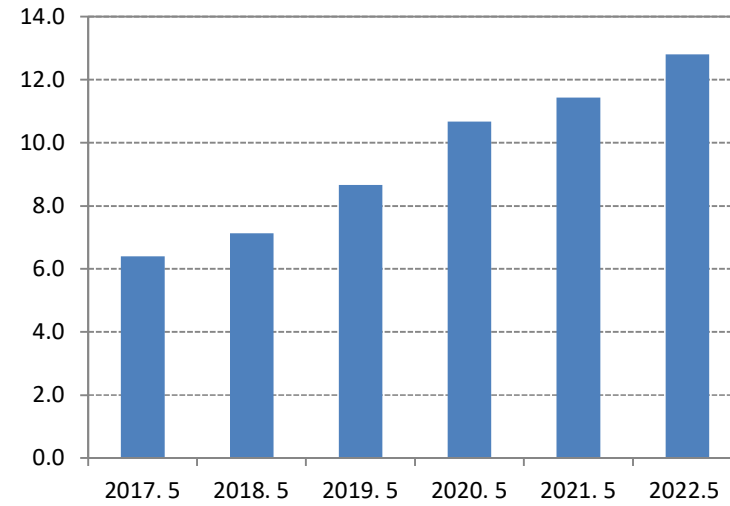
※PER = Stock price (the end of the fiscal year) / Profit for the year attributable to owners of parent per share

※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



	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
棚卸資産回転率 Inventory turnover rate	6.0	5.8	5.4	5.0	4.9	5.1
有形固定資産回転率 Tangible fixed asset turnover rate	6.4	7.1	8.7	10.7	11.4	12.8

※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

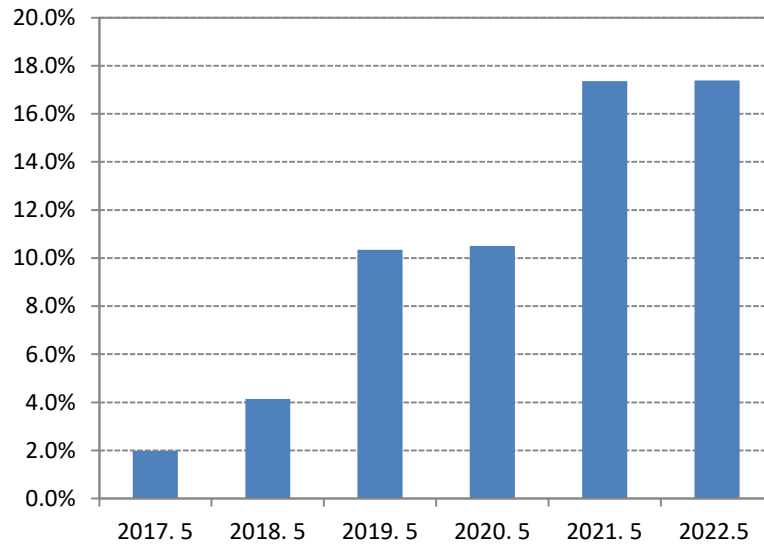
※棚卸資産、有形固定資産は期中平均値

※Inventory turnover rate = Cost of sales / Inventory

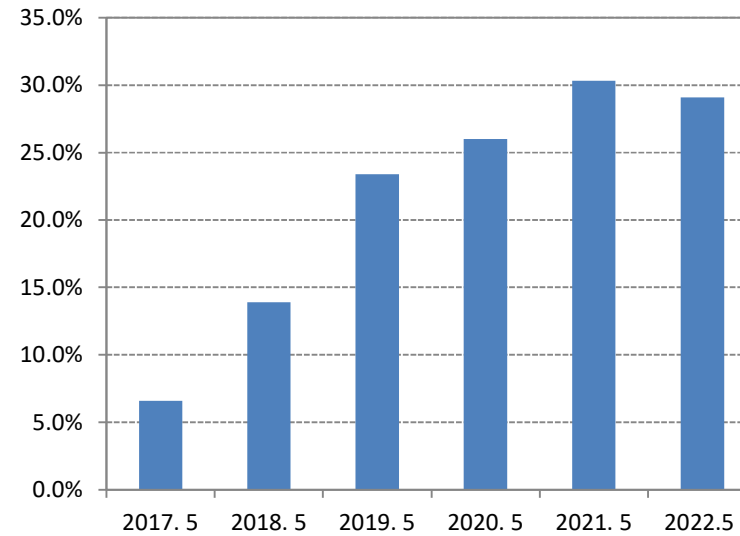
※Tangible fixed asset turnover rate = Net sales / Tangible fixed assets

※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)



	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
投下資本利益率(ROIC)	2.0%	4.1%	10.3%	10.5%	17.4%	17.4%
株主資本利益率(ROE)	6.6%	13.9%	23.4%	26.0%	30.3%	29.1%
D/Eレシオ D/E ratio	2.36	2.36	1.21	1.42	0.65	0.59

※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

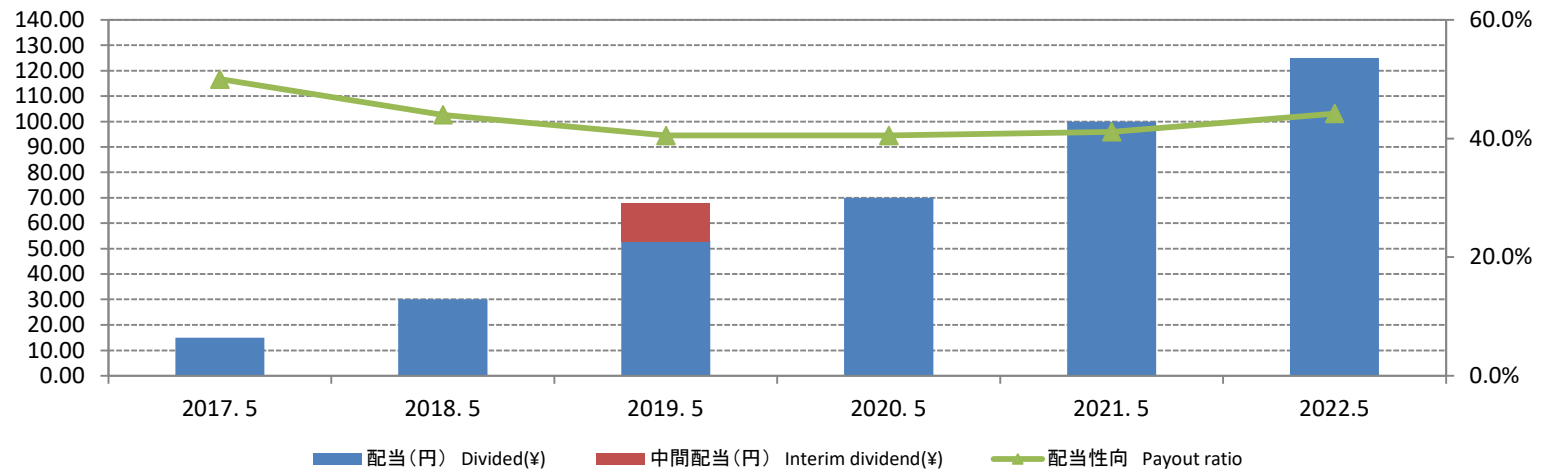
※Invested capital = Net assets + Interest-bearing debts

※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



	2017.5	2018.5	2019.5	2020.5	2021.5	2022.5
配当(円) Divided(¥)	15.00	30.00	53.00	70.00	100.00	125.00
中間配当(円) Interim dividend(¥)	-	-	15.00	-	-	-
配当性向 Payout ratio	50.0%	44.0%	40.5%	40.5%	41.1%	44.2%

		2018. 5	2019. 5	2020. 5	2021. 5	2022. 5
資産の部	Assets					
流動資産	Current assets	61,012	62,920	75,519	74,603	79,223
現金及び預金	Cash and deposits	31,627	27,013	30,993	32,681	33,471
受取手形・完成工事未収入金等	Notes receivable, accounts receivable from completed construction contracts and other	1,284	1,278	1,357	1,294	-
受取手形	Notes receivable - trade	-	-	-	-	62
完成工事未収入金	Accounts receivable from completed construction contracts	-	-	-	-	276
売掛金	Accounts receivable - trade	-	-	-	-	1,104
営業貸付金	Operating loans	3,124	4,959	6,801	7,200	2,503
販売用不動産	Real estate for sale	7,717	8,191	6,377	9,234	11,342
未成工事支出金	Costs on construction contracts in progress	7,692	11,048	11,873	12,054	11,896
仕掛販売用不動産	Real estate for sale in process	7,672	8,645	16,300	10,225	16,697
その他の棚卸資産	Other inventories	573	502	479	599	650
その他	Other	1,325	1,283	1,342	1,321	1,225
貸倒引当金	Allowance for doubtful accounts	△ 3	△ 2	△ 6	△ 8	△ 7
固定資産	Non-current assets	29,754	26,577	26,193	25,612	25,854
有形固定資産	Property, Plant and equipment	23,377	19,778	19,434	18,732	18,867
建物及び構築物	Buildings and structures	-	-	-	-	22,944
減価償却累計額	Accumulated depreciation	-	-	-	-	△ 14,084
建物及び構築物(純額)	Buildings and structures, net	11,155	8,923	9,316	8,926	8,860
機械装置及び運搬具	Machinery, equipment and vehicles	-	-	-	-	4,791
減価償却累計額	Accumulated depreciation	-	-	-	-	△ 1,692
機械装置及び運搬具(純額)	Machinery, equipment and vehicles, net	3,683	3,467	3,236	3,029	3,098
土地	Land	8,240	6,846	6,698	6,587	6,635
リース資産	Lease assets	130	153	33	25	60
減価償却累計額	Accumulated depreciation	-	-	-	-	△ 45
リース資産(純額)	Leased assets, net	-	-	-	-	14
建設仮勘定	Construction in progress	19	249	13	18	53
その他	Other	147	137	136	144	684
減価償却累計額	Accumulated depreciation	-	-	-	-	△ 479
その他(純額)	Other, net	-	-	-	-	204
無形固定資産	Intangible assets	160	117	832	953	1,116
投資その他の資産	Total investments and other assets	6,216	6,680	5,926	5,926	5,870
投資有価証券	Investment securities	1,499	1,444	514	486	448
長期貸付金	Long-term loans receivable	85	81	77	74	67
繰延税金資産	Deferred tax assets	1,017	1,546	1,789	1,946	2,025
その他	Other	4,124	4,111	4,053	3,932	3,842
貸倒引当金	Allowance for doubtful accounts	△ 510	△ 503	△ 509	△ 513	△ 513
資産合計	Total assets	90,767	89,497	101,713	100,216	105,077

連結貸借対照表

Consolidated balance sheets

		2018. 5	2019. 5	2020. 5	2021. 5	2022.5
負債の部	Liabilities					
流動負債	Current liabilities	53,103	60,691	68,847	68,363	65,451
支払手形・工事未払金等	Notes payable, accounts payable for construction contracts and other	12,793	14,528	14,260	15,301	16,520
短期借入金	Short-term borrowings	8,475	8,585	15,336	12,588	11,401
1年内償還予定の社債	Current portion of bonds payable	100	-	-	-	-
1年内返済予定の長期借入金	Current portion of long-term borrowings	6,264	3,907	3,785	356	270
未払法人税等	Income taxes payable	863	2,071	2,389	2,858	2,494
未成工事受入金	Advances received on uncompleted construction contracts	17,255	23,191	22,977	25,880	24,821
完成工事補償引当金	Provision for warranties for completed construction	1,037	1,230	1,362	1,341	1,389
賞与引当金	Provision for bonuses	243	146	191	244	241
その他	Other	6,071	7,029	8,543	9,792	8,310
固定負債	Noncurrent liabilities	22,151	10,615	11,633	5,638	8,709
長期借入金	Long-term borrowings	19,087	7,346	8,263	2,140	5,063
資産除去債務	Asset retirement obligations	1,562	1,558	1,567	1,816	1,808
その他	Other	1,501	1,710	1,801	1,681	1,836
負債合計	Total liabilities	75,254	71,307	80,480	74,001	74,160
純資産の部	Net assets					
株主資本	Shareholders' equity	15,161	17,743	20,818	25,924	30,812
資本金	Share capital	4,310	4,310	4,310	4,310	4,310
資本剰余金	Capital surplus	4,356	4,357	4,280	4,280	4,280
利益剰余金	Retained earnings	6,494	9,076	12,228	17,334	22,672
自己株式	Treasury shares	-	-	△0	△0	△ 450
その他の包括利益累計額	Accumulated other comprehensive income	325	393	358	216	60
その他有価証券評価差額金	Valuation difference on available-for-sale securities	13	4	20	19	13
繰延ヘッジ損益	Deferred gains or losses on hedges	△0	3	0	3	1
為替換算調整勘定	Foreign currency translation adjustment	313	385	338	193	46
非支配株主持分	Non-controlling interests	25	52	55	73	43
純資産合計	Total net assets	15,513	18,190	21,232	26,214	30,916
負債純資産合計	Total liabilities and net assets	90,767	89,497	101,713	100,216	105,077

		2018. 5	2019. 5	2020. 5	2021. 5	2022.5
売上高	Net sales	167,915	186,874	209,207	218,092	240,760
売上原価	Cost of sales	126,701	140,873	159,269	165,872	185,502
売上総利益	Gross profit	41,214	46,000	49,937	52,219	55,258
利益率	profit margin	24.5%	24.6%	23.9%	23.9%	23.0%
販管費及び一般管理費	Selling, general and administrative expenses	36,560	38,633	40,064	41,220	43,365
役員報酬	Remuneration for directors (and other officers)	905	1,014	989	1,081	1,356
従業員給料手当	Employees' salaries and allowances	12,508	12,681	12,997	13,791	13,804
従業員賞与	Employees' bonuses	1,049	1,362	2,299	2,496	2,583
賞与引当金繰入額	Provision for bonuses	163	100	129	158	155
退職給付費用	Retirement benefit expenses	409	452	518	564	633
法定福利費	Legal welfare expenses	2,044	2,031	2,252	2,320	2,352
通信交通費	Correspondence and transportation expenses	1,214	1,292	1,286	1,255	1,218
広告宣伝費	Advertising expenses	6,248	7,365	7,494	7,900	9,833
貸倒引当金繰入額	Provision of allowance for doubtful accounts	△0	△ 2	13	13	4
賃借料	Rent expenses	4,784	4,648	4,514	4,352	4,281
減価償却費	Depreciation	1,553	1,430	1,274	1,378	1,314
その他販管費	Other	5,678	6,256	6,294	5,908	5,826
営業利益	Operating profit	4,653	7,366	9,873	10,999	11,893
利益率	profit margin	2.8%	3.9%	4.7%	5.0%	4.9%

		2018. 5	2019. 5	2020. 5	2021. 5	2022.5
営業外収益	Non-operating income	285	260	459	453	726
受取利息	Interest income	12	7	4	1	1
受取配当金	Dividends income	0	0	0	0	0
仕入割引	Purchase discount	64	55	75	72	70
為替差益	Foreign exchange gain	-	-	-	88	199
受取地代家賃	Rental income from land and buildings	19	27	27	27	27
持分法による投資利益	Share of profit of entities accounted for using equity method	-	-	0	5	-
受取和解金	Settlement received	-	-	-	18	150
違約金収入	Penalty income	78	74	84	100	122
その他	Other	108	94	265	137	154
営業外費用	Non-operating expenses	909	672	578	358	272
支払利息	Interest expenses	380	336	207	220	154
シンジケートローン手数料	Commission for syndicated loans	125	90	60	4	-
アレンジメントフィー	Arrangement fee	64	-	94	-	-
為替差損	Foreign exchange losses	44	12	29	-	-
投資事業組合運用損	Loss on investments in partnership	111	53	23	11	3
持分法による投資損失	Share of loss of entities accounted for using equity method	-	0	-	-	19
その他	Other	183	179	163	123	95
経常利益	Ordinary income	4,029	6,955	9,754	11,093	12,346
利益率	profit margin	2.4%	3.7%	4.7%	5.1%	5.1%
特別利益	Extraordinary income	52	82	9	82	42
固定資産売却益	Gain on sale of non-current assets	52	-	5	49	-
投資有価証券売却益	Gain on sale of investment securities	-	-	3	0	-
出資金売却益	Gain on sale of investment	-	-	-	-	42
事業撤退損戻入益	Reversal of loss on business withdrawal	-	82	-	-	-
為替換算調整勘定取崩益	Foreign currency translation adjustments reversal gains	-	-	-	31	-
特別損失	Extraordinary loss	1,045	1,281	1,558	822	225
固定資産除却損	Loss on retirement of non-current assets	52	39	118	78	65
関係会社株式評価損	Loss on valuation of investment securities	5	-	948	-	4
リース解約損	Loss on cancellation of leases	5	14	17	11	5
減損損失	Impairment loss	74	987	360	732	149
賃貸借契約解約損	Loss on cancellation of rental contracts	4	-	-	-	-
関係会社出資金売却損	Loss on sale of investments in capital of subsidiaries and affiliates	-	238	-	-	-
和解金	Settlement package	100	-	-	-	-
事業撤退損	Loss on withdrawal from business	802	-	112	-	-
税金等調整前当期純利益	Profit before income taxes	3,036	5,756	8,205	10,353	12,163
利益率	profit margin	1.8%	3.1%	3.9%	4.7%	5.1%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	2,047	3,934	5,109	7,168	8,283

		2018. 5	2019. 5	2020. 5	2021. 5	2022.5
営業活動によるキャッシュ・フロー	Cash flows from operating activities	4,501	12,525	2,201	17,639	4,580
税金等調整前当期純利益	Profit before income taxes	3,036	5,756	8,205	10,353	12,163
減価償却費	Depreciation	1,902	1,775	1,550	1,682	1,615
減損損失	Impairment loss	74	987	360	732	149
賃貸借契約解約損	Loss on cancellation of rental contracts	4	-	-	-	-
固定資産除却損	Loss on retirement of non-current assets	52	39	118	78	65
リース解約損	Loss on cancellation of leases	5	14	17	11	5
有形固定資産売却損益(△は益)	Loss (gain) on sale of property, plant and equipment	-	-	△ 5	△ 49	-
関係会社出資金売却損	Loss on sale of investments in capital of subsidiaries and affiliates	-	238	-	-	-
事業撤退損	Loss on withdrawal from business	802	-	112	-	-
のれん償却額	Amortization of goodwill	23	9	-	-	-
出資金売却益	Gain on sale of investment	-	-	-	-	△ 42
貸倒引当金の増減額(△は減少)	Increase (decrease) in allowance for doubtful accounts	△ 144	△ 8	10	5	△ 1
完成工事補償引当金の増減額(△は減少)	Increase (decrease) in provision for warranties for completed constructions	△ 28	193	131	△ 21	48
受取利息及び受取配当金	Interest and dividends income	△ 13	△ 8	△ 5	△ 1	△ 2
支払利息	Interest expenses	380	336	207	220	154
受取和解金	Settlement received	-	-	-	△ 18	△ 150
営業債権の増減額(△は増加)	Decrease (increase) in trade receivables	194	△ 1,827	△ 1,920	△ 334	4,572
棚卸資産の増減額(△は増加)	Decrease (increase) in inventories	△ 3,993	△ 2,243	△ 6,643	2,917	△ 8,472
未払消費税等の増減額(△は減少)	Increase (decrease) in accrued consumption taxes	-	-	-	1,133	△ 1,320
仕入債務の増減額(△は減少)	Increase (decrease) in trade payables	618	1,735	△ 268	1,041	1,219
未成工事受入金の増減額(△は減少)	Increase (decrease) in advances received on construction contracts in progress	3,333	5,936	△ 214	2,903	△ 1,058
その他	Other	693	1,046	2,837	64	△ 81
小計	Sub total	6,943	13,981	5,450	20,718	8,863
利息及び配当金の受取額	Interest and dividends received	10	8	3	2	1
利息の支払額	Interest paid	△ 372	△ 324	△ 212	△ 214	△ 170
リース解約損の支払額	Payments for loss on cancellation of lease contracts	△ 5	△ 14	△ 17	△ 11	△ 5
和解金の受取額	Amount of settlement money received	-	-	-	18	150
法人税等の支払額	Income taxes paid	△ 2,079	△ 1,132	△ 3,027	△ 2,876	△ 4,264
その他	Other	4	7	6	3	5

		2018. 5	2019. 5	2020. 5	2021. 5	2022.5
投資活動によるキャッシュ・フロー	Cash flows from investing activities	△ 1,494	△ 1,531	△ 3,494	△ 1,520	△ 1,992
有形固定資産の取得による支出	Purchases of property, plant and equipment	△ 1,605	△ 1,393	△ 2,679	△ 1,655	△ 1,850
有形固定資産の売却による収入	Proceeds from sales of property, plant and equipment	8	54	131	233	-
投資有価証券の取得による支出	Purchases of investment securities	△ 0	△ 33	△ 140	-	-
投資有価証券の売却による収入	Proceeds from sales of investment securities	-	-	8	1	-
無形固定資産の取得による支出	Purchase of intangible assets	-	-	-	△ 138	△ 193
貸し付けによる支出	Loan advances	△ 2	-	-	-	-
貸付金の回収による収入	Proceeds from collection of loans receivable	7	5	3	3	4
連結の範囲の変更を伴う関係会社出資金の売却による収入	Proceeds from sale of investments in capital of subsidiaries and affiliates resulting in change in scope of consolidation	-	4	-	-	-
出資金の売却による収入	Proceeds from sale of investments in capital	-	-	-	-	199
その他	Other	96	△ 169	△ 818	34	△ 153
財務活動によるキャッシュ・フロー	Cash flows from financing activities	1,918	△ 15,605	5,274	△ 14,436	△ 1,824
短期借入金の純増減額(△は減少)	Net increase (decrease) in short-term borrowings	1,165	109	6,751	△ 2,748	△ 1,186
長期借入による収入	Proceeds from long-term borrowings	10,369	5,784	6,103	264	3,675
長期借入金の返済による支出	Repayments of long-term borrowings	△ 8,726	△ 19,880	△ 5,308	△ 9,816	△ 837
自己株式の取得による支出	Purchase of treasury shares	-	-	△ 893	-	△ 450
社債の償還による支出	Redemption of bonds	△ 200	△ 100	-	-	-
配当金の支払額	Dividends paid	△ 449	△ 1,349	△ 1,140	△ 2,060	△ 2,943
非支配株主からの払込による収入	Proceeds from share issuance to non-controlling shareholders	48	6	3	-	-
非支配株主への配当金の支払額	Dividends paid to non-controlling interests	-	-	△ 17	△ 11	△ 59
非支配株主への払戻による支出	Repayments to non-controlling shareholders	△ 17	△ 0	-	-	-
割賦債務の返済による支出	Repayments of installment payables	△ 36	△ 35	△ 11	-	-
その他	Other	△ 234	△ 138	△ 212	△ 64	△ 21
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	△ 4	△ 1	△ 2	6	26
現金及び現金同等物の増減額(△は減少)	Net increase (decrease) in cash and cash equivalents	4,921	△ 4,613	3,979	1,688	790
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of period	26,706	31,627	27,013	30,993	32,681
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	31,627	27,013	30,993	32,681	33,471