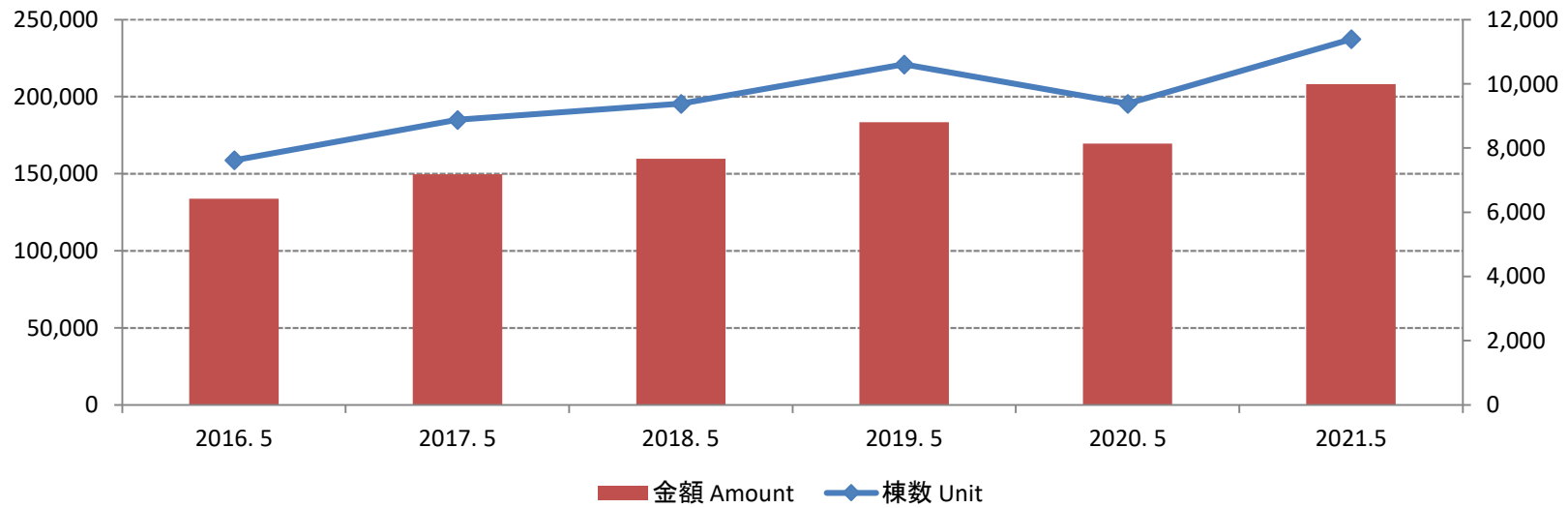


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注文住宅 実績推移
Changes in orders of custom-build homes

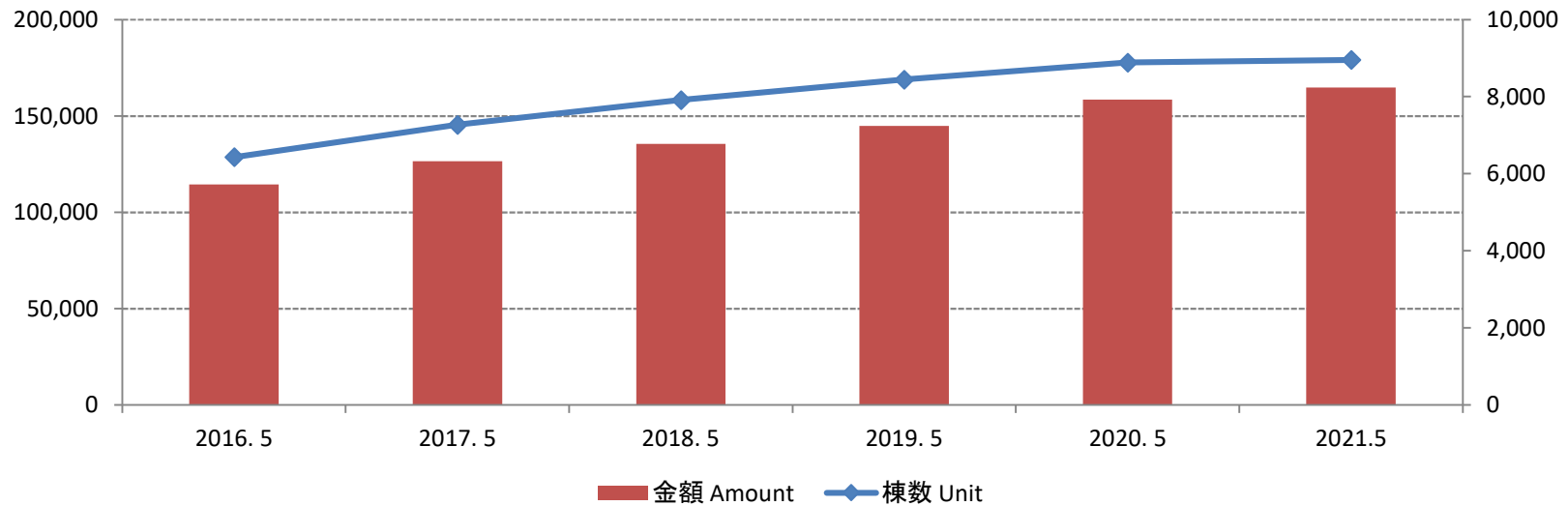


〈受注棟数・金額 Changes in orders〉

棟数 Unit	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
注文住宅 Custom-build homes	7,626	8,877	9,386	10,604	9,380	11,395
戸建分譲住宅 Detached Homes	358	372	440	526	713	929
計 Total	7,984	9,249	9,826	11,130	10,093	12,324

金額(百万円) Amount(¥Million)	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
注文住宅 Custom-build homes	133,718	149,659	159,711	183,320	169,582	208,152
戸建分譲住宅 Detached homes	5,514	5,668	6,860	8,270	11,520	15,643

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



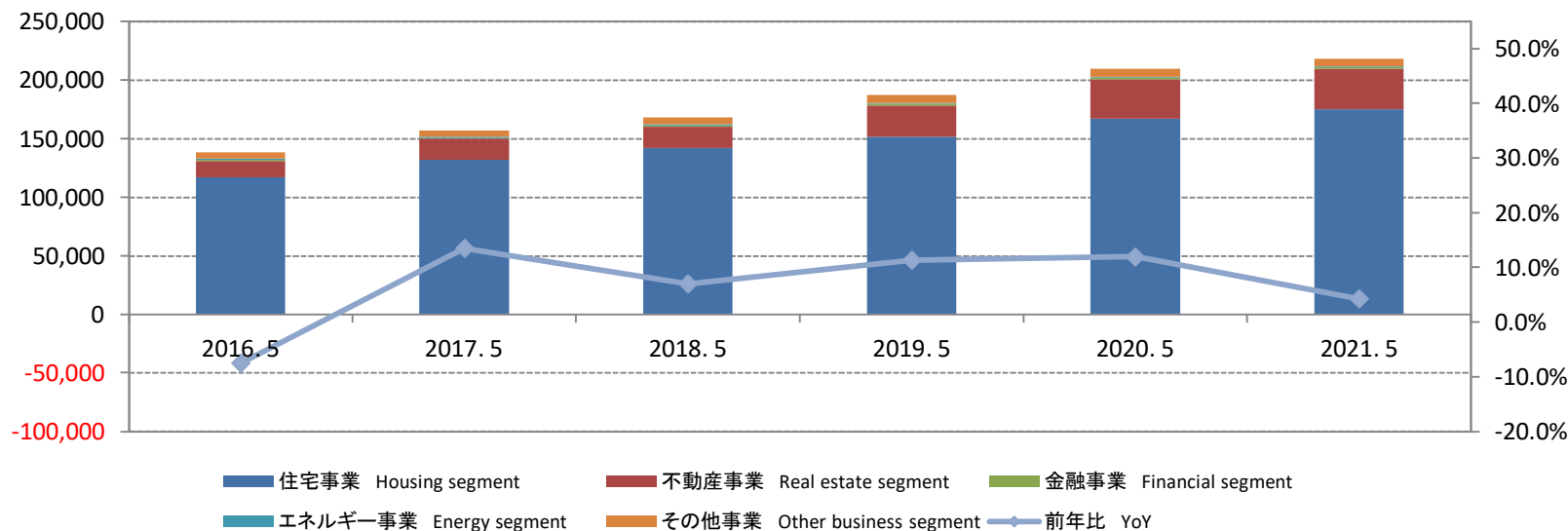
〈販売棟数・金額 Changes in sales〉

棟数 Unit	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
注文住宅 Custom-build homes	6,433	7,275	7,913	8,444	8,890	8,957
既存ライン Standard line	6,388	6,852	7,144	7,667	8,050	8,398
ハイライン High-end line	-	-	2	-	-	-
ベーシックライン Low-end line	45	423	767	777	840	559
戸建分譲住宅 Detached homes	347	346	397	472	620	829
計 Total	6,781	7,621	8,310	8,916	9,510	9,786

金額(百万円) Amount(¥Million)	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
注文住宅 Custom-build homes	114,484	126,423	135,410	144,872	158,480	164,746
戸建分譲住宅 Detached homes	10,319	10,914	12,596	13,866	18,589	25,214

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



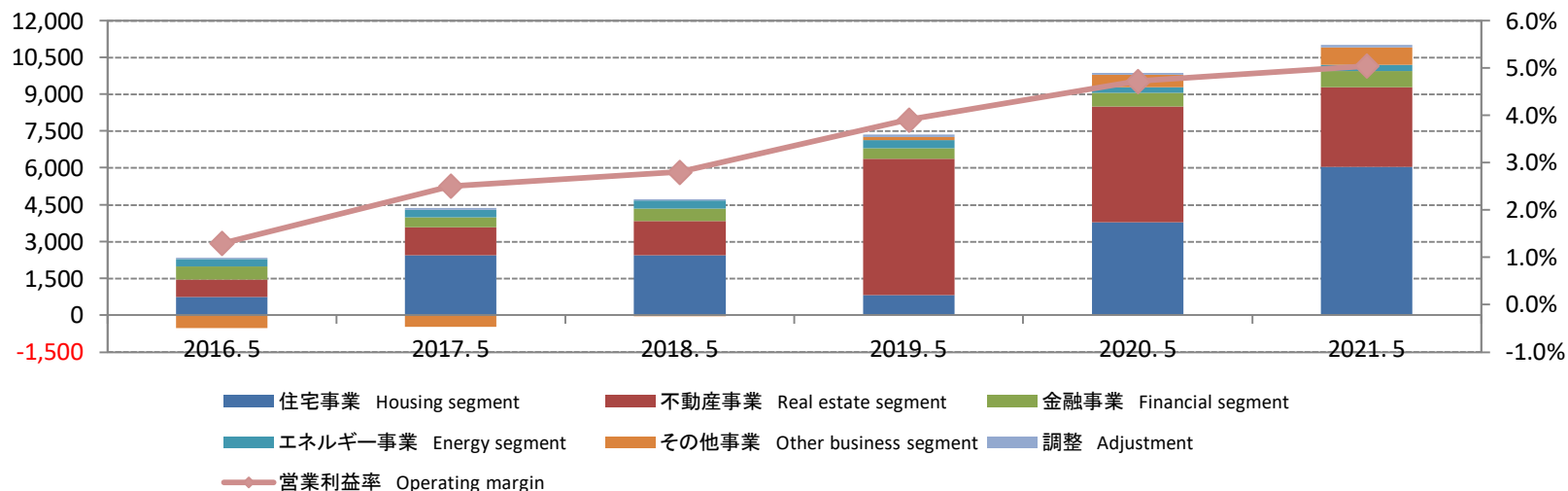
〈売上高 Net sales (Consolidated)〉

金額(百万円) Amount(¥Million)	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
売上高 Net sales	138,379	157,001	167,915	186,874	209,207	218,092
前年比 YoY	-7.5%	13.5%	7.0%	11.3%	12.0%	4.2%

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

金額(百万円) Amount(¥Million)	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
住宅事業 Housing segment	116,810	131,900	141,847	151,647	167,099	174,630
非住宅事業 Non-Housing segment	21,568	25,100	26,068	35,227	42,108	43,462
不動産事業 Real estate segment	13,762	17,666	18,019	26,640	33,427	34,751
金融事業 Financial segment	1,143	1,060	1,163	1,165	1,434	1,550
エネルギー事業 Energy segment	850	901	880	882	791	821
その他事業 Other business segment	5,812	5,472	6,004	6,538	6,454	6,338
計 Total	138,379	157,001	167,915	186,874	209,207	218,092

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



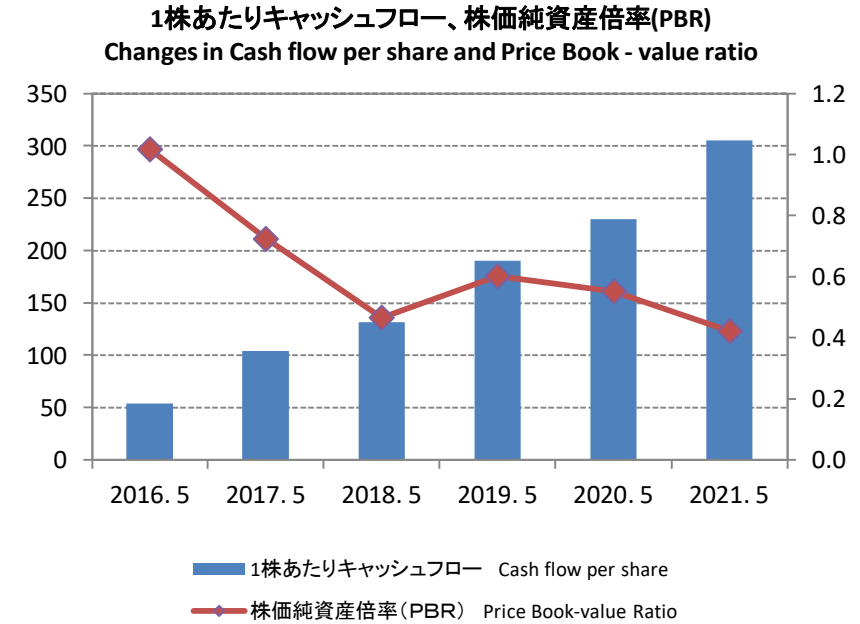
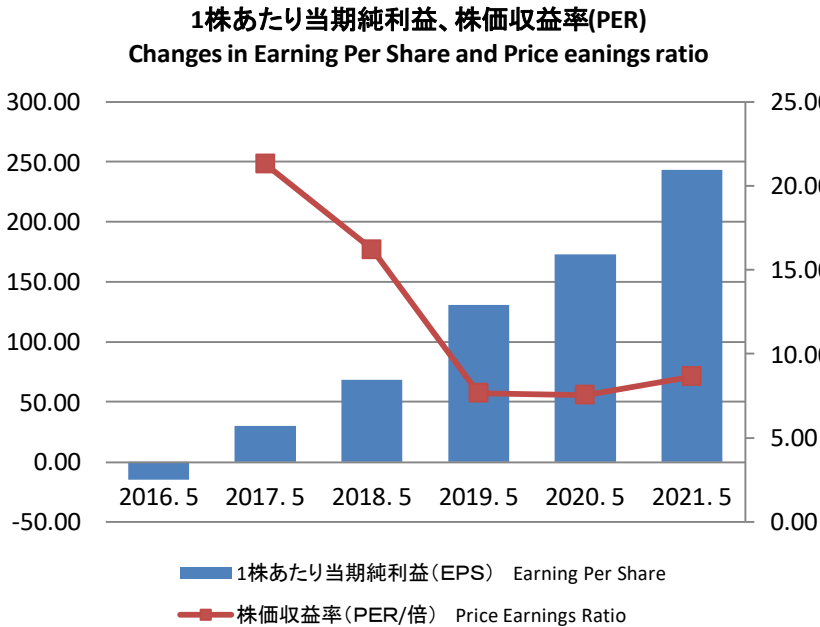
〈営業利益 Changes in operating income (Consolidated)〉

金額(百万円) Amount(¥Million)	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
営業利益 Operating income	1,803	3,901	4,653	7,366	9,873	10,999
営業利益率 Operating margin	1.3%	2.5%	2.8%	3.9%	4.7%	5.0%

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

金額(百万円) Amount(¥Million)	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
住宅事業 Housing segment	736	2,437	2,444	801	3,775	6,030
非住宅事業 Non-Housing segment	1,032	1,387	2,176	6,450	6,011	4,888
不動産事業 Real estate segment	699	1,146	1,383	5,553	4,726	3,241
金融事業 Financial segment	532	387	516	432	564	671
エネルギー事業 Energy segment	326	328	330	327	206	243
その他事業 Other business segment	-525	-475	-53	135	513	731
調整 Adjustment	34	76	31	115	86	80
計 Total	1,803	3,901	4,653	7,366	9,873	10,999

1株あたり情報 Per share date



	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
1株あたり当期純利益 (EPS) Earning Per Share	-14.84	30.00	68.12	130.89	172.76	243.35
株価収益率 (PER/倍) Price Earnings Ratio	-	21.30	16.22	7.66	7.55	8.65
1株あたりキャッシュフロー Cash flow per share	54	104	132	190	230	305
株価純資産倍率 (PBR) Price Book-value Ratio	1.0	0.7	0.5	0.6	0.6	0.4
年度末株価 (円) Stock price at the end of the fiscal year	435	639	1,105	1,002	1,304	2,104

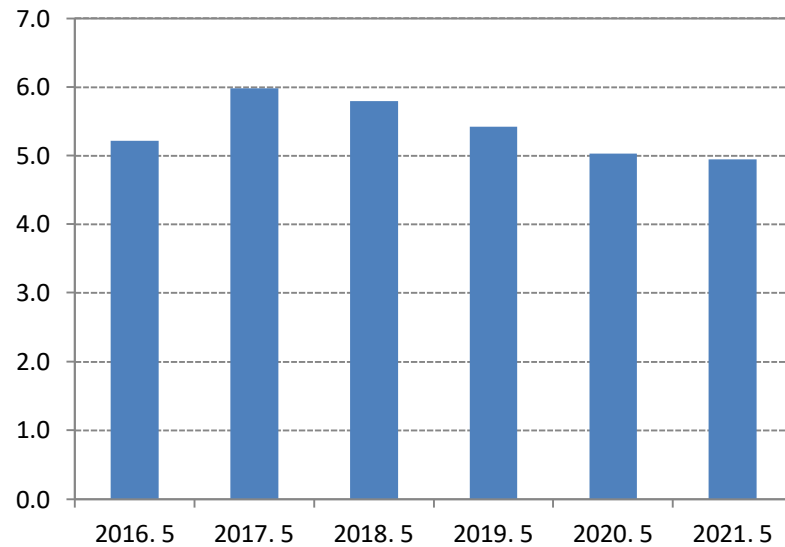
※株価収益率 = 株価(各年度末) / 1株あたり親会社株主に帰属する当期純利益

※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

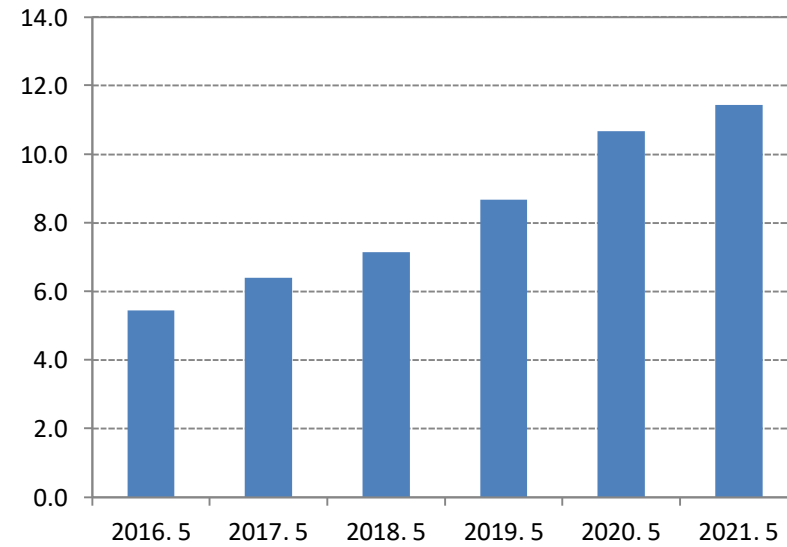
※PER = Stock price (the end of the fiscal year) / Profit for the year attributable to owners of parent per share

※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



	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
たな卸資産回転率 Inventory turnover rate	5.2	6.0	5.8	5.4	5.0	4.9
有形固定資産回転率 Tangible fixed asset turnover rate	5.4	6.4	7.1	8.7	10.7	11.4

※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

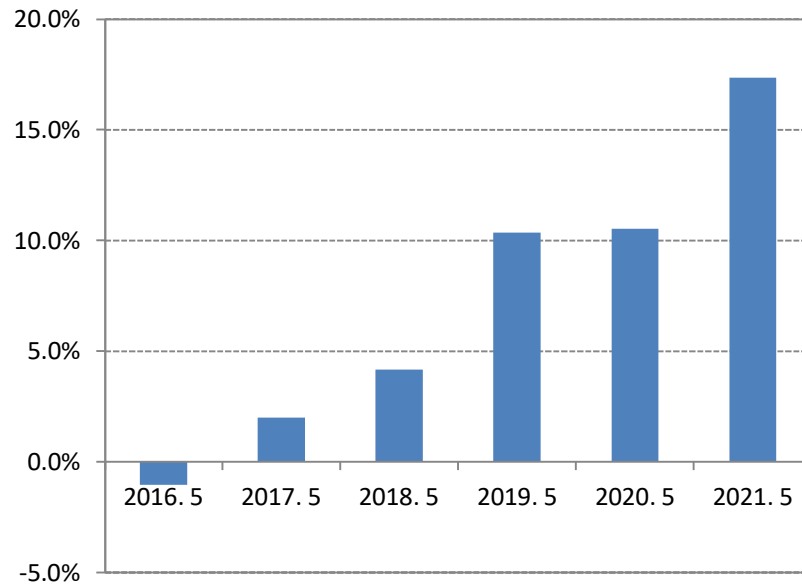
※棚卸資産、有形固定資産は期中平均値

※Inventory turnover rate = Cost of sales / Inventory

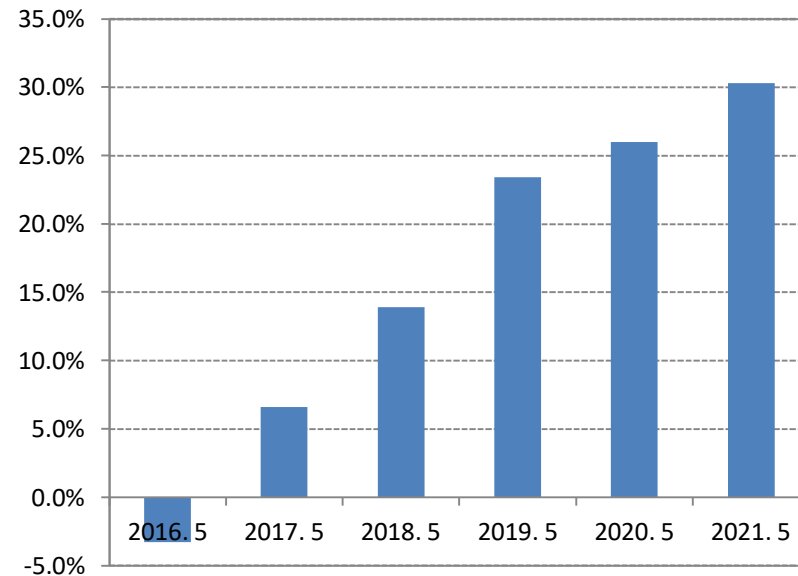
※Tangible fixed asset turnover rate = Net sales / Tangible fixed assets

※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)



	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
投下資本利益率(ROIC)	-1.1%	2.0%	4.1%	10.3%	10.5%	17.4%
株主資本利益率(ROE)	-3.3%	6.6%	13.9%	23.4%	26.0%	30.3%
D/ELシオ D/E ratio	2.13	2.34	2.35	1.21	1.42	0.65

※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/EL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

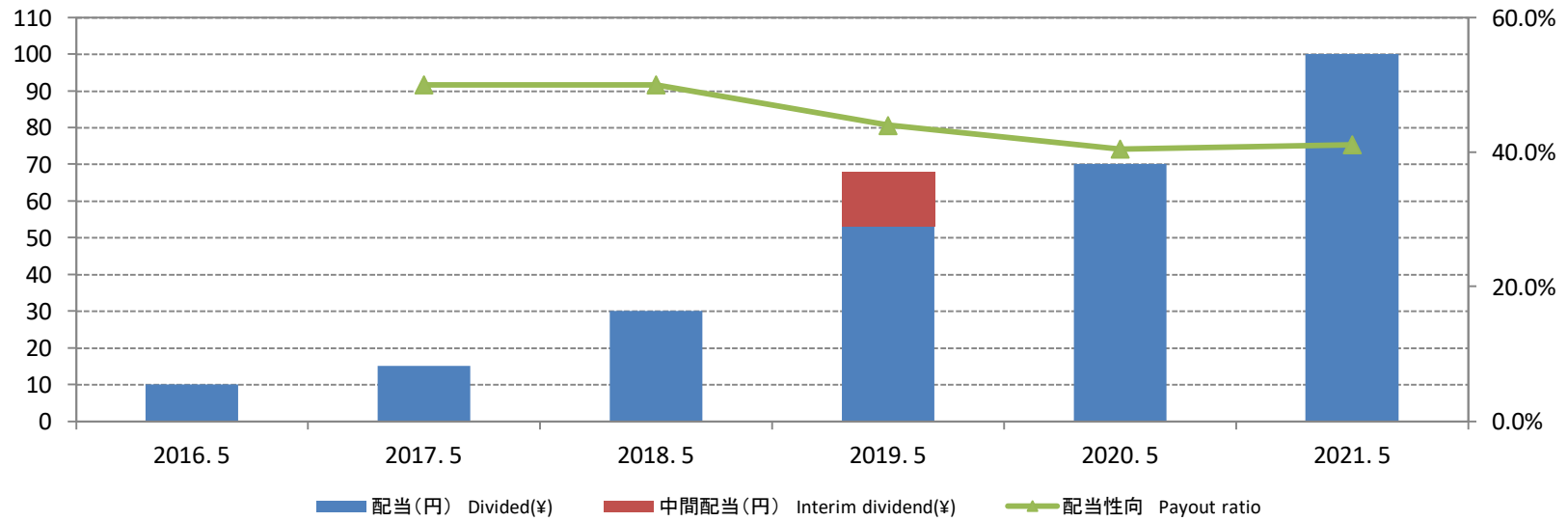
※Invested capital = Net assets + Interest-bearing debts

※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



	2016.5	2017.5	2018.5	2019.5	2020.5	2021.5
配当(円) Divided(¥)	10.00	15.00	30.00	53.00	70.00	100.00
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%

株式の状況 The state of share distribution

〈株式の状況 The state of share distribution〉

	2019年5月31日現在 As of May 31,2019			2020年5月31日現在 As of May 31,2020			2021年5月31日現在 As of May 31,2021		
	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	33,668	13,340,010	44.4%	36,620	13,367,007	45.4%	41,323	12,513,905	42.5%
金融機関 Financial institutions	24	2,429,400	8.1%	27	2,171,400	7.4%	24	2,596,100	8.8%
銀行・信託銀行 Banks, Trust banks	18	2,127,000	7.1%	17	1,801,800	6.1%	17	2,279,600	7.7%
生命保険会社 Life insurance companies	2	2,200	0.0%	5	63,800	0.2%	3	15,900	0.1%
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	200	0.0%	2	5,800	0.0%	1	600	0.0%
その他国内法人 Other domestic companies	132	12,973,706	43.2%	126	11,430,908	38.8%	167	11,446,012	38.9%
外国人 Foreigners	124	1,173,390	3.9%	164	2,269,921	7.7%	188	2,386,362	8.1%
個人 Individuals	46	5,404	0.0%	49	8,105	0.0%	64	7,037	0.0%
法人 Companies	78	1,167,986	3.9%	115	2,261,816	7.7%	124	2,379,325	8.1%
証券会社 Securities companies	24	139,294	0.5%	22	216,563	0.7%	26	513,420	1.7%
自己名義株式 Treasury stock	-	-	-	1	1	-	1	1	-
計 Total	33,972	30,055,800	100.0%	36,960	29,455,800	100.0%	41,729	29,455,800	100.0%

大株主一覧 Major shareholders

〈大株主一覧 Major shareholders〉

	2020年5月31日現在 As of May 31,2020			2021年5月31日現在 As of May 31,2021		
	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	株式会社TAMAX TAMAX, Co.	11,391,200	38.7%	株式会社TAMAX TAMAX, Co.	11,391,200	38.7%
2	玉木 康裕 Yasuhiro Tamaki	871,700	3.0%	玉木 康裕 Yasuhiro Tamaki	871,700	3.0%
3	玉木 和恵 Kazue Tamaki	871,700	3.0%	玉木 和恵 Kazue Tamaki	871,700	3.0%
4	玉木 伸弥 Shinya Tamaki	871,700	3.0%	玉木 伸弥 Shinya Tamaki	871,700	3.0%
5	玉木 克弥 Katsuya Tamaki	871,700	3.0%	玉木 克弥 Katsuya Tamaki	871,700	3.0%
6	タマホームグループ従業員持株会 Employee Stock Ownership of TamaHome	638,100	2.2%	タマホームグループ従業員持株会 Employee Stock Ownership of TamaHome	621,700	2.1%
7	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)	436,000	1.5%	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)	531,900	1.8%
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/C 5)	266,500	0.9%	UBS AG LONDON A/C IPB SEGREGATED CLIENT ACCOUNT	341,745	1.2%
9	CREDIT SUISSE SECURITIES(USA) LCC SPCL. FOR EXCL. BEN	213,092	0.7%	株式会社日本カストディ銀行(信託口) Custody Bank of Japan, Ltd.(Trust A/C)	314,800	1.1%
10	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)	196,900	0.7%	株式会社日本カストディ銀行(信託口5) Custody Bank of Japan, Ltd.(Trust A/C 5)	256,400	0.9%

連結貸借対照表

Consolidated balance sheets

		2017. 5	2018. 5	2019. 5	2020. 5	2021. 5
資産の部	Assets					
流動資産	Current assets	54,037	61,012	62,920	75,519	74,603
現金及び預金	Cash and deposits	26,706	31,627	27,013	30,993	32,681
受取手形・完成工事未収入金等	Notes receivable, accounts receivable from completed construction	1,517	1,284	1,278	1,357	1,294
営業貸付金	Operating loans	2,971	3,124	4,959	6,801	7,200
販売用不動産	Real estate for sale	4,682	7,717	8,191	6,377	9,234
未成工事支出金	Cost on uncompleted construction contracts	5,905	7,692	11,048	11,873	12,054
仕掛販売用不動産	Real estate for sale in process	9,055	7,672	8,645	16,300	10,225
その他のたな卸資産	Other inventories	441	573	502	479	599
その他	Other	1,657	1,325	1,283	1,342	1,321
貸倒引当金	Allowance for doubtful accounts	-6	-3	-2	-6	-8
固定資産	Fixed asset	29,313	29,754	26,577	26,193	25,612
有形固定資産	Property, Plant and equipment	23,705	23,377	19,778	19,434	18,732
建物及び構築物	Buildings and structures	11,244	11,155	8,923	9,316	8,926
機械装置及び運搬具	Machinery, equipment and vehicles	3,902	3,683	3,467	3,236	3,029
土地	Land	8,245	8,240	6,846	6,698	6,587
リース資産	Lease assets	162	130	153	33	25
建設仮勘定	Construction in progress	36	19	249	13	18
その他	Other	113	147	137	136	144
無形固定資産	Intangible assets	232	160	117	832	953
投資その他の資産	Investments and other assets	5,375	6,216	6,680	5,926	5,926
投資有価証券	Investment securities	1,494	1,499	1,444	514	486
長期貸付金	Long-term loans receivable	83	85	81	77	74
繰延税金資産	Deferred tax assets	68	1,017	1,546	1,789	1,946
その他	Other	4,382	4,124	4,111	4,053	3,932
貸倒引当金	Allowance for doubtful accounts	-652	-510	-503	-509	-513
資産合計	Total	83,350	90,767	89,497	101,713	100,216

連結損益計算書

Consolidated statements of income

		2017. 5	2018. 5	2019. 5	2020. 5	2021. 5
売上高	Net sales	157,001	167,915	186,874	209,207	218,092
売上原価	Cost of sales	117,036	126,701	140,873	159,269	165,872
売上総利益	Gross profit	39,964	41,214	46,000	49,937	52,219
利益率	profit margin	25.5%	24.5%	24.6%	23.9%	23.9%
販管費及び一般管理費	Selling, general and administrative expenses	36,063	36,560	38,633	40,064	41,220
役員報酬	Directors' compensations	936	905	1,014	989	1,081
従業員給料手当	Employees' salaries	12,259	12,508	12,681	12,997	13,791
従業員賞与	Employees' bonuses	1,020	1,049	1,362	2,299	2,496
賞与引当金繰入額	Provision for bonuses	185	163	100	129	158
退職給付費用	Retirement benefit costs	186	409	452	518	564
法定福利費	Welfare expenses	1,966	2,044	2,031	2,252	2,320
通信交通費	Correspondence and transportation expenses	1,166	1,214	1,292	1,286	1,255
広告宣伝費	Advertising and promotion expenses	6,052	6,248	7,365	7,494	7,900
貸倒引当金繰入額	Provision of allowance for doubtful accounts	-	0	-2	13	13
賃借料	Rent expenses	4,893	4,784	4,648	4,514	4,352
減価償却費	Depreciation	1,903	1,553	1,430	1,274	1,378
その他販管費	Other	5,492	5,678	6,256	6,294	5,908
営業利益	Operating income	3,901	4,653	7,366	9,873	10,999
利益率	profit margin	2.5%	2.8%	3.9%	4.7%	5.0%

連結損益計算書

Consolidated statements of income

		2017. 5	2018. 5	2019. 5	2020. 5	2021. 5
営業外収益	Non-operating income	437	285	260	459	453
受取利息	Interest income	62	12	7	4	1
受取配当金	Dividends income	0	0	0	0	0
為替差益	Foreign exchange gain	73	-	-	-	88
受取地代家賃	Land and house rent received	-	19	27	27	27
仕入割引	Purchase discount	-	64	55	75	72
持分法による投資利益	Investment gain on equity method	-	-	-	0	5
受取和解金	Settlement received	-	-	-	-	-
違約金収入	Penalty income	71	78	74	84	100
その他	Other	229	108	94	265	155
営業外費用	Non-operating expenses	863	909	672	578	358
支払利息	Interest expenses	380	380	336	207	220
シンジケートローン手数料	Commission for syndicate loan	153	125	90	60	4
アレンジメントフィー	Arrangement fee	36	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	-
その他	Other	293	183	179	163	123
経常利益	Ordinary income	3,475	4,029	6,955	9,754	11,093
利益率	profit margin	2.2%	2.4%	3.7%	4.7%	5.1%
特別利益	Extraordinary income	17	52	82	9	82
固定資産売却益	Gain on sales of noncurrent assets	17	52	-	5	49
投資有価証券売却益	Gain on sale of investment securities	-	-	-	3	0
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	922	1,045	1,281	1,558	822
固定資産売却損	loss from sale of fixed assets	33	-	-	-	-
固定資産除却損	Loss on retirement of noncurrent assets	189	52	39	118	78
投資有価証券評価損	Loss on valuation of investment securities	-	5	-	948	-
リース解約損	Loss on cancellation of lease contracts	9	5	14	17	11
減損損失	Impairment loss	564	74	987	360	732
賃貸借契約解約損	Loss on cancellation of leasehold contracts	6	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 business withdrawal	-	802	-	112	-
その他	Other	119	-	-	-	-
税金等調整前当期純利益	Income before income taxes	2,570	3,036	5,756	8,205	10,353
利益率	profit margin	1.6%	1.8%	3.1%	3.9%	4.7%
親会社株主に帰属する当期純利益	Net income attributable to owners of parent	901	2,047	3,934	5,109	7,168

連結キャッシュ・フロー計算書

Consolidated statements of cash flows

		2017. 5	2018. 5	2019. 5	2020. 5	2021. 5
営業活動によるキャッシュ・フロー	Operating activities	-1,100	4,501	12,525	2,201	17,639
税金等調整前当期純利益	Income before income taxes	2,570	3,036	5,756	8,205	10,353
減価償却費	Depreciation and amortization	2,209	1,902	1,775	1,550	1,682
減損損失	Impairment loss	564	74	987	360	732
賃貸借契約解約損	Loss on cancellation of leasehold contracts	6	4	-	-	-
固定資産売却損益(△は益)	Loss (gain) on sale of noncurrent assets	-	-	-	-	-
固定資産除却損	Loss on retirement of noncurrent assets	189	52	39	118	78
リース解約損	Loss on cancellation of lease contracts	9	5	14	17	11
有形固定資産売却損益(益:△)	Loss(gain)on sale and retirement 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	23	9	-	-
貸倒引当金の増減額(△は減少)	Increase (decrease) in allowance for doubtful accounts	-10	-144	-8	10	5
完成工事補償引当金の増減額	Increase (decrease) in provision for warranties for completed constructions	3	-28	193	131	-21
受取利息及び受取配当金	Interest and dividends income	-63	-13	-8	-5	-1
支払利息	Interest expenses	380	380	336	207	220
営業債権の増減額(△は増加)	Decrease (increase) in trade accounts receivable	-870	194	-1,827	-1,920	-334
たな卸資産の増減額(△は増加)	Decrease (increase) in inventories	-1,032	-3,993	-2,243	-6,643	2,917
仕入債務の増減額(△は減少)	Increase (decrease) in trade accounts payable	-6,975	618	1,735	-268	1,041
未成工事受入金の増減額(△は減少)	Increase (decrease) in advances received on uncompleted construction contracts	1,271	3,333	5,936	-214	2,903
その他	Other	1,596	693	1,046	3,792	1,197
小計	Subtotal	-126	6,943	13,981	5,450	20,736
利息及び配当金の受取額	Interest and dividends received	63	10	8	3	2
利息の支払額	Interest expenses paid	-364	-372	-324	-212	-214
リース解約損の支払額	Payments for loss on cancellation of lease contracts	-9	-5	-14	-17	-11
法人税等の支払額	Income taxes-paid	-672	-2,079	-1,132	-3,027	-2,876
その他	Other	8	4	7	6	3

連結キャッシュ・フロー計算書

Consolidated statements of cash flows

		2017. 5	2018. 5	2019. 5	2020. 5	2021. 5
投資活動によるキャッシュ・フロー	Investing activities	-555	-1,494	-1,531	-3,494	-1,520
有形固定資産の取得による支出	Purchases of property, plant and equipment	-896	-1,605	-1,393	-2,679	-1,655
有形固定資産の売却による収入	Proceeds from sales of property, plant and equipment	-	-	54	131	233
固定資産の売却による支出	Proceeds from sales of property, plant and equipment	281	8	-	-	-
投資有価証券の取得による支出	Purchases of investment securities	-270	-0	-33	-140	-0
投資有価証券の売却による収入	Proceeds from sales of investment securities	20	-	-	8	1
貸し付けによる支出	Payments of loans receivable	-2	-2	-	-	-
貸付金の回収による収入	Collection of loans receivable	495	7	5	3	3
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	-	-
その他	Other	-182	96	-169	-818	-103
財務活動によるキャッシュ・フロー	Financing activities	1,750	1,918	-15,605	5,274	-14,436
短期借入金の純増減額(△は減少)	Increase (decrease) in short-term loans payable, net	911	1,165	109	6,751	-2,748
長期借入による収入	Proceeds from long-term loans payable	10,033	10,369	5,784	6,103	264
長期借入金の返済による支出	Repayments of long-term loans payable	-8,350	-8,726	-19,880	-5,308	-9,816
自己株式の取得による支出	Purchase of treasury stock	-	-	-	-893	-
社債の償還による支出	Redemption of bonds	-200	-200	-100	-	-
配当金の支払額	Dividends paid	-299	-449	-1,349	-1,140	-2,060
非支配株主への配当金の支払額	Cash dividends paid to minority shareholders	-	-	-	-17	-11
非支配株主からの払込による収入	Proceeds from stock issuance to minority shareholders	31	48	6	3	-
非支配株主への払戻による支出	Cash dividends paid to minority shareholders	-78	-17	-0	-	-
割賦債務の返済による支出	Repayments of installment payables	-58	-36	-35	-11	-6
その他	Other	-238	-234	-138	-212	-57
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	45	-4	-1	-2	6
現金及び現金同等物の増減額(△は減少)	Net increase (decrease) in cash and cash equivalents	139	4,921	-4,613	3,979	1,688
現金及び現金同等物の期首残高	Cash and cash equivalents, at the beginning of the them	26,566	26,706	31,627	27,013	30,993
現金及び現金同等物の期末残高	Cash and cash equivalents, at the end of the term	26,706	31,627	27,013	30,993	32,681