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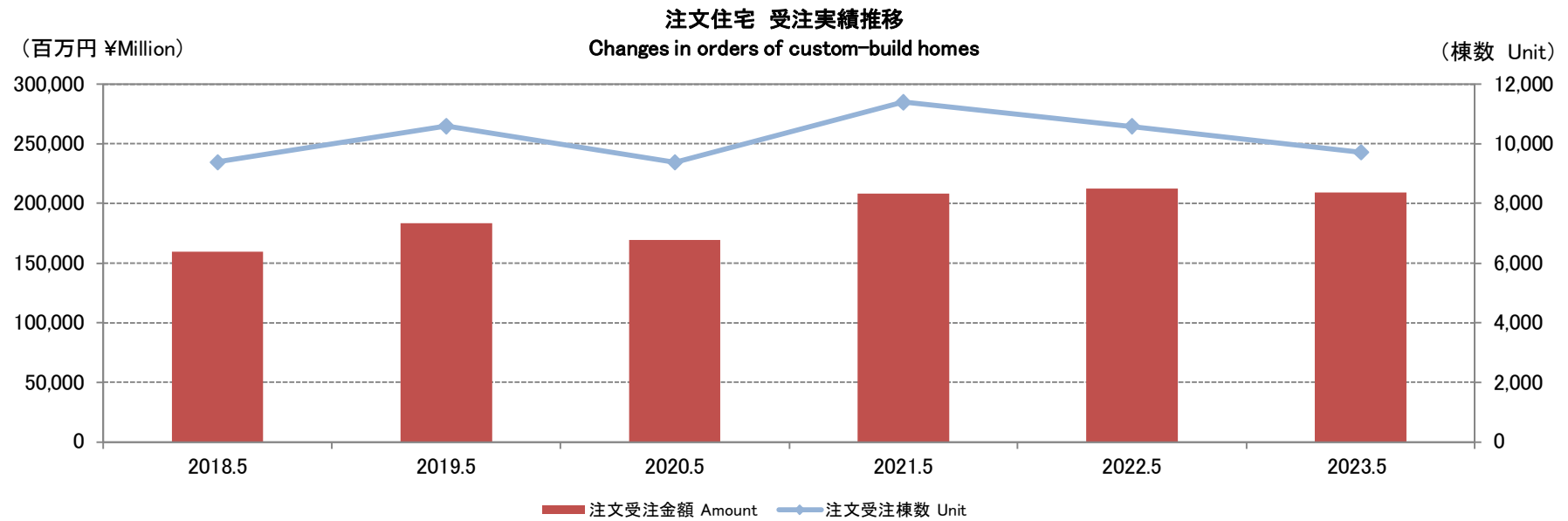
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受注棟数・金額 The state of orders and amounts



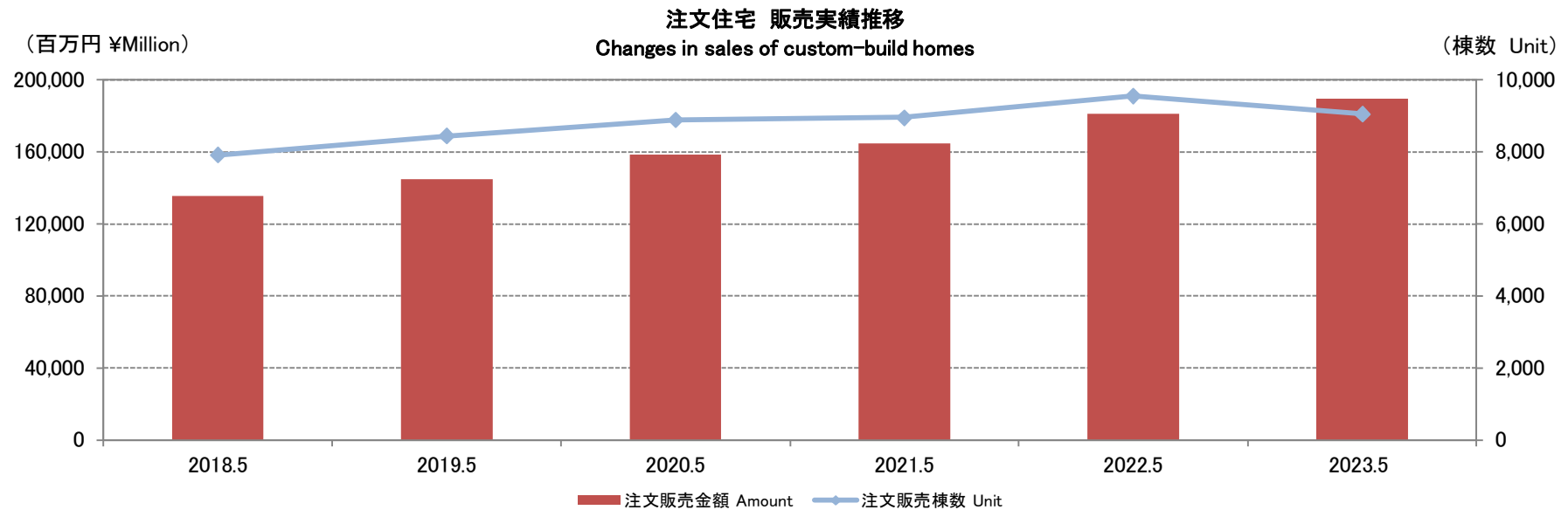
〈受注棟数・金額 Changes in orders〉

棟数 Unit	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
注文住宅 Custom-build homes	9,386	10,604	9,380	11,395	10,595	9,720
戸建分譲住宅 Detached homes	440	526	713	929	1,132	1,320
計 Total	9,826	11,130	10,093	12,324	11,727	11,040

金額(百万円) Amount(¥Million)	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
注文住宅 Custom-build homes	159,711	183,320	169,582	208,151	212,489	209,224
戸建分譲住宅 Detached homes	6,860	8,270	11,520	15,643	19,784	23,205
計 Total	166,571	191,590	181,102	223,794	232,273	232,430

販売棟数・金額 The state of sales and amounts

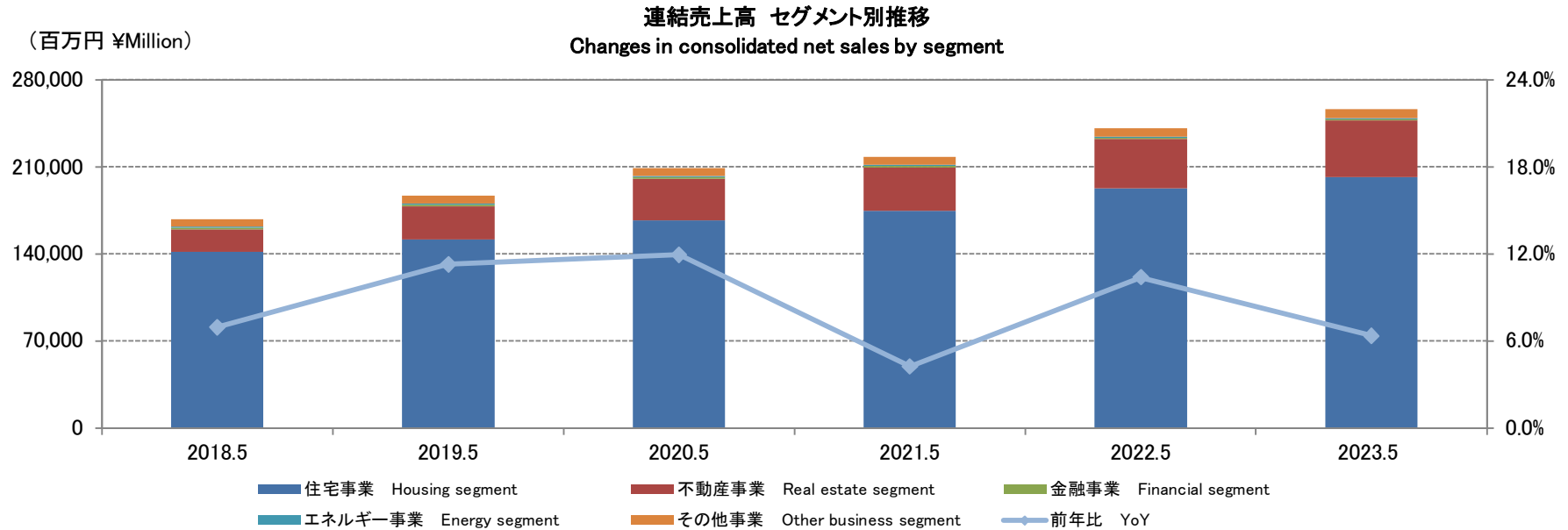


〈販売棟数・金額 Changes in sales〉

棟数 Unit	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
注文住宅 Custom-build homes	7,913	8,444	8,890	8,957	9,551	9,059
既存ライン Standard line	7,144	7,667	8,050	8,398	9,026	8,521
ハイライン Hight-end line	2	-	-	-	3	11
ベーシックライン Low-end line	767	777	840	559	522	527
戸建分譲住宅 Detached homes	397	472	620	829	951	1,247
計 Total	8,310	8,916	9,510	9,786	10,502	10,306

金額(百万円) Amount(¥Million)	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
注文住宅 Custom-build homes	135,410	144,872	158,480	164,746	181,254	189,577
戸建分譲住宅 Detached homes	12,596	13,866	18,589	25,214	28,243	37,569
計 Total	148,006	158,738	177,069	189,960	209,497	227,146

## 連結売上高 Consolidated net sales



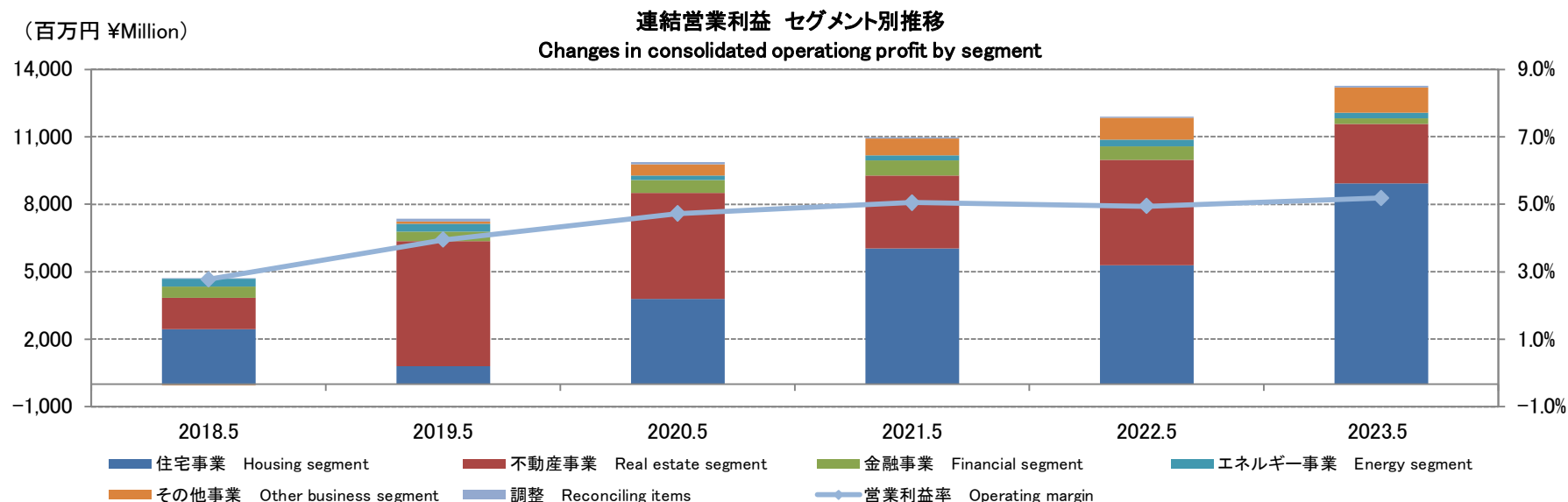
### 〈売上高 Changes in consolidated net sales〉

金額(百万円) Amount(¥Million)	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
売上高 Consolidated net sales	167,915	186,874	209,207	218,092	240,760	256,065
前年比 YoY	7.0%	11.3%	12.0%	4.2%	10.4%	6.4%

### 〈セグメント別業績 Changes in consolidated net sales by segment〉

金額(百万円) Amount(¥Million)	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
住宅事業 Housing segment	141,847	151,647	167,099	174,630	192,715	201,708
非住宅事業 Non-housing segment	26,068	35,227	42,108	43,462	48,044	54,357
不動産事業 Real estate segment	18,019	26,640	33,427	34,751	39,328	45,404
金融事業 Financial segment	1,163	1,165	1,434	1,550	1,484	1,144
エネルギー事業 Energy segment	880	882	791	821	844	837
その他事業 Other business segment	6,004	6,538	6,454	6,338	6,386	6,970
計 Total	167,915	186,874	209,207	218,092	240,760	256,065

## 連結営業利益 Consolidated operating profit



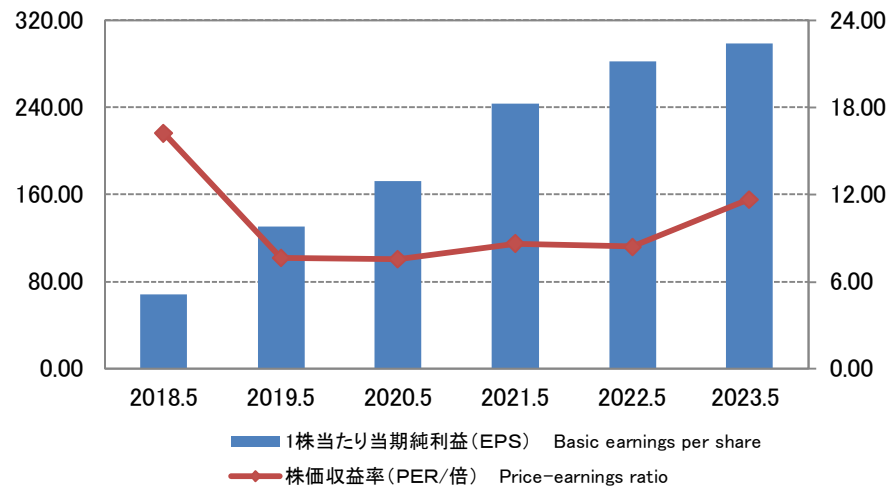
〈営業利益 Changes in consolidated operating profit〉

金額(百万円) Amount(¥Million)	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
営業利益 Consolidated operating profit	4,653	7,366	9,873	10,999	11,893	13,264
営業利益率 Operating margin	2.8%	3.9%	4.7%	5.0%	4.9%	5.2%

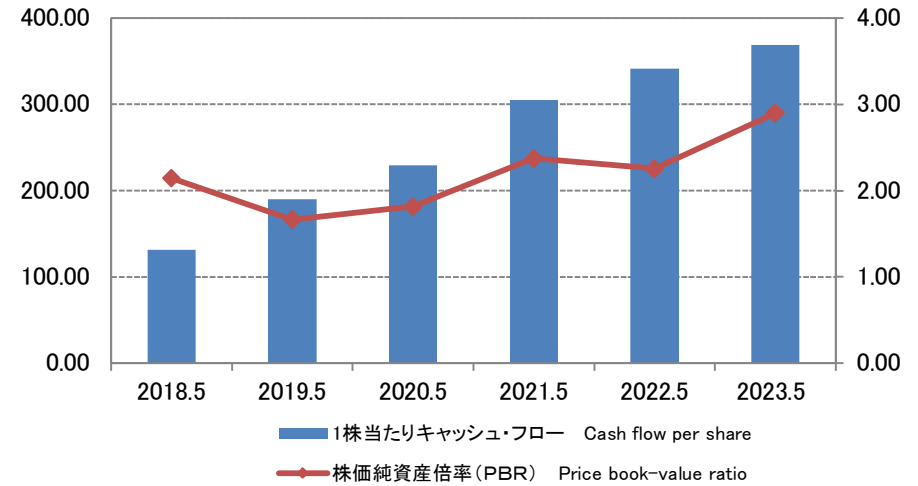
〈セグメント別業績 Changes in consolidated operating profit by segment〉

金額(百万円) Amount(¥Million)	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
住宅事業 Housing segment	2,444	801	3,775	6,030	5,272	8,935
非住宅事業 Non-housing segment	2,176	6,450	6,011	4,888	6,561	4,265
不動産事業 Real estate segment	1,383	5,553	4,726	3,241	4,696	2,637
金融事業 Financial segment	516	432	564	671	622	232
エネルギー事業 Energy segment	330	327	206	243	279	270
その他事業 Other business segment	△ 53	135	513	731	961	1,126
調整 Reconciling items	31	115	86	80	59	63
計 Total	4,653	7,366	9,873	10,999	11,893	13,264

1株当たり当期純利益(EPS)、株価収益率(PER/倍)  
Changes in basic earnings per share and price-earnings ratio



1株当たりキャッシュ・フロー、株価純資産倍率(PBR)  
Changes in cash flow per share and price book – value ratio



	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
1株当たり当期純利益(EPS) Basic earnings per share	68.12	130.89	172.76	243.35	282.25	298.41
株価収益率(PER/倍) Price-earnings ratio	16.22	7.66	7.55	8.65	8.41	11.68
1株当たりキャッシュ・フロー Cash flow per share	132	190	230	305	341	369
株価純資産倍率(PBR) Price book-value ratio	2.1	1.7	1.8	2.4	2.3	2.9
年度末株価(円) Stock price at the end of the fiscal year	1,105	1,002	1,304	2,104	2,373	3,485

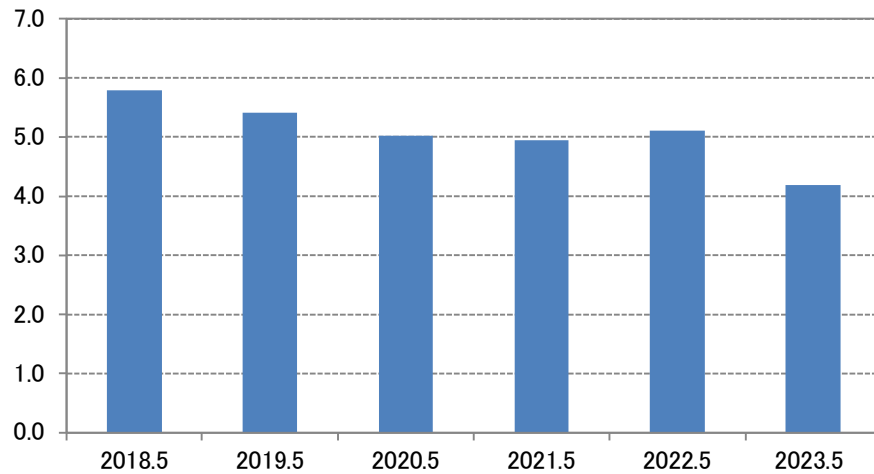
※株価収益率 = 株価(各年度末) / 1株当たり親会社株主に帰属する当期純利益

※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

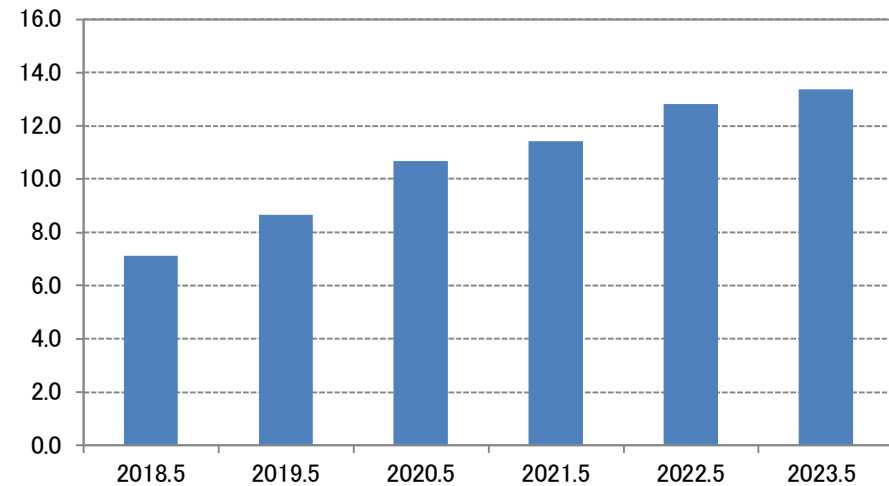
※PER = Stock price (the end of the fiscal year) / Profit attributable to owners of parent

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

棚卸資産回転率  
Changes in inventory turnover rate



有形固定資産回転率  
Changes in tangible fixed asset turnover rate



	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
棚卸資産回転率 Inventory turnover rate	5.8	5.4	5.0	4.9	5.1	4.2
有形固定資産回転率 Tangible fixed asset turnover rate	7.1	8.7	10.7	11.4	12.8	13.4

※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

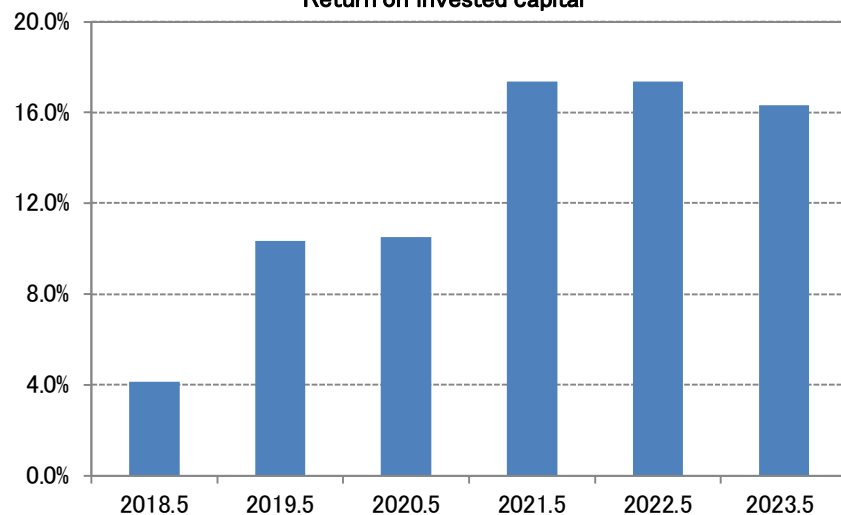
※棚卸資産、有形固定資産は期中平均値

※Inventory turnover rate = Cost of sales / Inventory

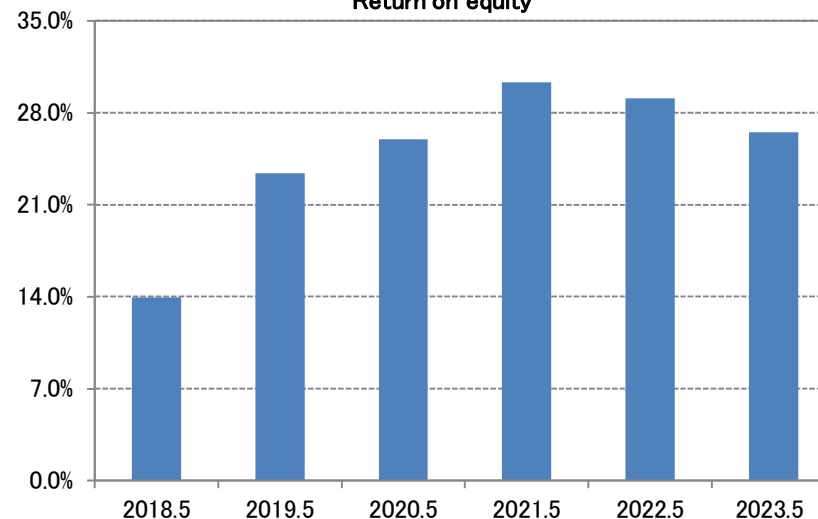
※Tangible fixed asset turnover rate = Net sales / Property, plant and equipment

※Inventory and property, plant and equipment are average for the period.

投下資本利益率(ROIC)  
Return on invested capital



株主資本利益率(ROE)  
Return on equity



	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
投下資本利益率(ROIC) Return on invested capital	4.1%	10.3%	10.5%	17.4%	17.4%	16.3%
株主資本利益率(ROE) Return on equity	13.9%	23.4%	26.0%	30.3%	29.1%	26.5%
D/Eレシオ D/E ratio	2.36	1.21	1.42	0.65	0.59	0.56

※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 attributable to owners of parent / Invested capital

※Invested capital = Net assets + Interest-bearing debts

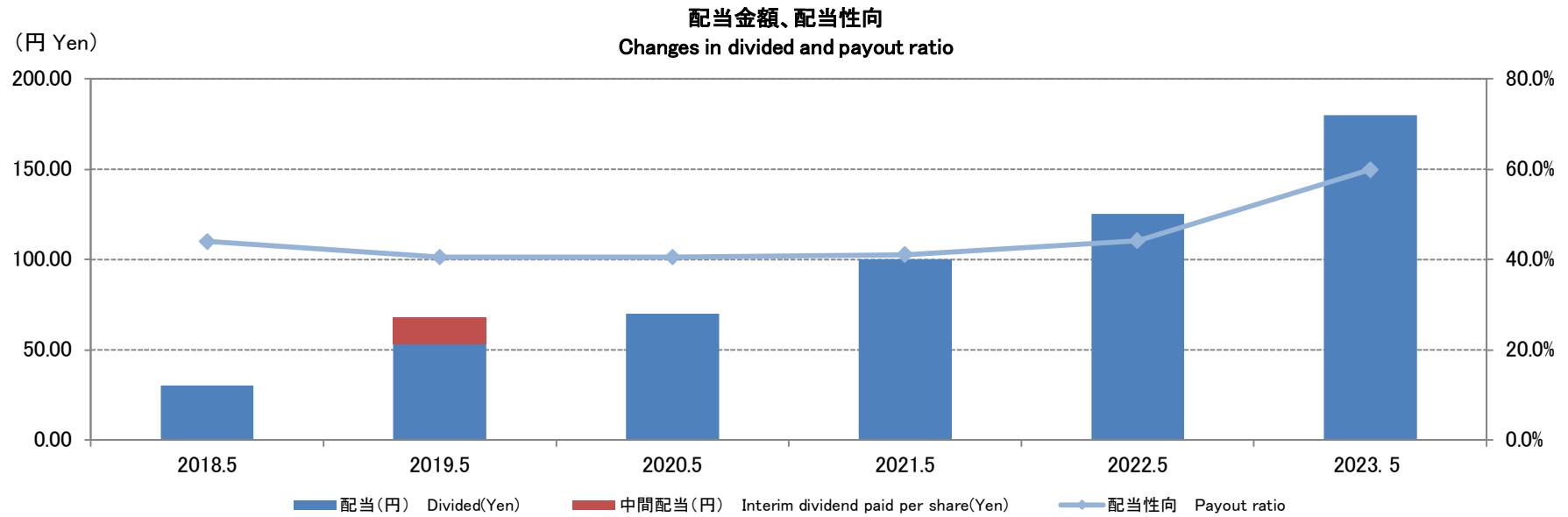
※ROE = Profit for the year attributable to owners of parent / Shareholders' equity

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

※Shareholder's equities are average during the period.



配当・配当性向 Divided,Payout ratio



	2018.5	2019.5	2020.5	2021.5	2022.5	2023.5
配当(円) Divided(Yen)	30.00	53.00	70.00	100.00	125.00	180.00
中間配当(円) Interim dividend paid per share(Yen)	-	15.00	-	-	-	-
配当性向 Payout ratio	44.0%	40.5%	40.5%	41.1%	44.2%	59.9%

連結貸借対照表

Consolidated balance sheet

		2019.5	2020.5	2021.5	2022.5	2023.5
資産の部	Assets					
流動資産	Current assets	62,920	75,519	74,603	79,223	84,482
現金及び預金	Cash and deposits	27,013	30,993	32,681	33,471	34,323
受取手形・完成工事未収入金等	Notes receivable, accounts receivable from completed construction contracts and other	1,278	1,357	1,294	—	—
受取手形	Notes receivable – trade	—	—	—	62	71
完成工事未収入金	Accounts receivable from completed construction contracts	—	—	—	276	340
売掛金	Accounts receivable – trade	—	—	—	1,104	930
営業貸付金	Operating loans	4,959	6,801	7,200	2,503	1,474
販売用不動産	Real estate for sale	8,191	6,377	9,234	11,342	18,718
未成工事支出金	Costs on construction contracts in progress	11,048	11,873	12,054	11,896	7,832
仕掛販売用不動産	Real estate for sale in process	8,645	16,300	10,225	16,697	18,515
その他の棚卸資産	Other inventories	502	479	599	650	635
その他	Other	1,283	1,342	1,321	1,225	1,645
貸倒引当金	Allowance for doubtful accounts	△ 2	△ 6	△ 8	△ 7	△ 6
固定資産	Non-current assets	26,577	26,193	25,612	25,854	27,026
有形固定資産	Property, plant and equipment	19,778	19,434	18,732	18,867	19,153
建物及び構築物	Buildings and structures	—	—	—	22,944	23,608
減価償却累計額	Accumulated depreciation	—	—	—	△ 14,084	△ 14,792
建物及び構築物(純額)	Buildings and structures, net	8,923	9,316	8,926	8,860	8,815
機械装置及び運搬具	Machinery, equipment and vehicles	—	—	—	4,791	5,982
減価償却累計額	Accumulated depreciation	—	—	—	△ 1,692	△ 2,277
機械装置及び運搬具(純額)	Machinery, equipment and vehicles, net	3,467	3,236	3,029	3,098	3,705
土地	Land	6,846	6,698	6,587	6,635	6,360
リース資産	Leased assets	153	33	25	60	49
減価償却累計額	Accumulated depreciation	—	—	—	△ 45	△ 40
リース資産(純額)	Leased assets, net	—	—	—	14	8
建設仮勘定	Construction in progress	249	13	18	53	61
その他	Other	137	136	144	684	743
減価償却累計額	Accumulated depreciation	—	—	—	△ 479	△ 542
その他(純額)	Other, net	—	—	—	204	201
無形固定資産	Intangible assets	117	832	953	1,116	1,154
投資その他の資産	Investments and other assets	6,680	5,926	5,926	5,870	6,718
投資有価証券	Investment securities	1,444	514	486	448	313
長期貸付金	Long-term loans receivable	81	77	74	67	64
繰延税金資産	Deferred tax assets	1,546	1,789	1,946	2,025	3,054
その他	Other	4,111	4,053	3,932	3,842	3,827
貸倒引当金	Allowance for doubtful accounts	△ 503	△ 509	△ 513	△ 513	△ 541
資産合計	Total assets	89,497	101,713	100,216	105,077	111,508

連結貸借対照表

Consolidated balance sheet

		2019.5	2020.5	2021.5	2022.5	2023.5
負債の部	Liabilities					
流動負債	Current liabilities	60,691	68,847	68,363	65,451	69,023
支払手形・工事未払金等	Notes payable, accounts payable for construction contracts and other	14,528	14,260	15,301	16,520	18,450
短期借入金	Short-term borrowings	8,585	15,336	12,588	11,401	12,915
1年内返済予定の長期借入金	Current portion of long-term borrowings	3,907	3,785	356	270	1,728
未払法人税等	Income taxes payable	2,071	2,389	2,858	2,494	3,704
未成工事受入金等	Advances received on construction contracts in progress	23,191	22,977	25,880	24,821	17,630
完成工事補償引当金	Provision for warranties for completed construction	1,230	1,362	1,341	1,389	1,497
賞与引当金	Provision for bonuses	146	191	244	241	243
その他	Other	7,029	8,543	9,792	8,310	12,851
固定負債	Non-current liabilities	10,615	11,633	5,638	8,709	7,570
長期借入金	Long-term borrowings	7,346	8,263	2,140	5,063	3,803
資産除去債務	Asset retirement obligations	1,558	1,567	1,816	1,808	1,822
その他	Other	1,710	1,801	1,681	1,836	1,944
負債合計	Total liabilities	71,307	80,480	74,001	74,160	76,593
純資産の部	Net assets					
株主資本	Shareholders' equity	17,743	20,818	25,924	30,812	34,864
資本金	Share capital	4,310	4,310	4,310	4,310	4,310
資本剰余金	Capital surplus	4,357	4,280	4,280	4,280	4,280
利益剰余金	Retained earnings	9,076	12,228	17,334	22,672	27,724
自己株式	Treasury shares	-	△0	△0	△ 450	△ 1,450
その他の包括利益累計額	Accumulated other comprehensive income	393	358	216	60	11
その他有価証券評価差額金	Valuation difference on available-for-sale securities	4	20	19	13	14
繰延ヘッジ損益	Deferred gains or losses on hedges	3	0	3	1	4
為替換算調整勘定	Foreign currency translation adjustment	385	338	193	46	△ 6
非支配株主持分	Non-controlling interests	52	55	73	43	39
純資産合計	Total net assets	18,190	21,232	26,214	30,916	34,915
負債純資産合計	Total liabilities and net assets	89,497	101,713	100,216	105,077	111,508

連結損益計算書

Consolidated statement of income

		2019.5	2020.5	2021.5	2022.5	2023.5
売上高	Net sales	186,874	209,207	218,092	240,760	256,065
売上原価	Cost of sales	140,873	159,269	165,872	185,502	194,428
売上総利益	Gross profit	46,000	49,937	52,219	55,258	61,637
利益率	Profit margin	24.6%	23.9%	23.9%	23.0%	24.1%
販管費及び一般管理費	Selling, general and administrative expenses	38,633	40,064	41,220	43,365	48,372
役員報酬	Remuneration for directors (and other officers)	1,014	989	1,081	1,356	1,447
従業員給料手当	Employees' salaries and allowances	12,681	12,997	13,791	13,804	13,885
従業員賞与	Employees' bonuses	1,362	2,299	2,496	2,583	4,256
賞与引当金繰入額	Provision for bonuses	100	129	158	155	155
退職給付費用	Retirement benefit expenses	452	518	564	633	790
法定福利費	Legal welfare expenses	2,031	2,252	2,320	2,352	2,582
通信交通費	Communication and transportation expenses	1,292	1,286	1,255	1,218	1,291
広告宣伝費	Advertising expenses	7,365	7,494	7,900	9,833	11,511
貸倒引当金繰入額	Provision of allowance for doubtful accounts	△ 2	13	13	4	△ 1
賃借料	Rent expenses	4,648	4,514	4,352	4,281	4,115
減価償却費	Depreciation	1,430	1,274	1,378	1,314	1,636
その他販管費	Other	6,256	6,294	5,908	5,826	6,702
営業利益	Operating profit	7,366	9,873	10,999	11,893	13,264
利益率	Profit margin	3.9%	4.7%	5.0%	4.9%	5.2%

連結損益計算書

Consolidated statements of income

		2019.5	2020.5	2021.5	2022.5	2023.5
営業外収益	Non-operating income	260	459	453	726	621
受取利息	Interest income	7	4	1	1	2
受取配当金	Dividend income	0	0	0	0	0
仕入割引	Purchase discounts	55	75	72	70	80
為替差益	Foreign exchange gains	-	-	88	199	162
受取地家賃	Rental income from land and buildings	27	27	27	27	28
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 income	-	-	18	150	-
違約金収入	Penalty income	74	84	100	122	175
その他	Other	94	265	137	154	171
営業外費用	Non-operating expenses	672	578	358	272	409
支払利息	Interest expenses	336	207	220	154	191
シンジケートローン手数料	Commission for syndicated loans	90	60	4	-	-
アレンジメントフィー	Arrangement fee	-	94	-	-	-
為替差損	Foreign exchange losses	12	29	-	-	-
投資事業組合運用損	Loss on investments in investment partnerships	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	27
その他	Other	179	163	123	95	189
経常利益	Ordinary profit	6,955	9,754	11,093	12,346	13,477
利益率	Profit margin	3.7%	4.7%	5.1%	5.1%	5.3%
特別利益	Extraordinary income	82	9	82	42	1
固定資産売却益	Gain on sale of non-current assets	-	5	49	-	1
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 losses	1,281	1,558	822	225	329
固定資産売却損	Loss on sale of non-current assets	-	-	-	-	1
固定資産除却損	Loss on retirement of non-current assets	39	118	78	65	90
関係会社株式評価損	Loss on valuation of shares of subsidiaries and associates	-	948	-	4	-
リース解約損	Loss on cancellation of leases	14	17	11	5	-
減損損失	Impairment losses	987	360	732	149	175
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	-	-	-	-	62
事業撤退損	Loss on withdrawal from business	-	112	-	-	-
税金等調整前当期純利益	Profit before income taxes	5,756	8,205	10,353	12,163	13,149
利益率	Profit margin	3.1%	3.9%	4.7%	5.1%	5.1%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	3,934	5,109	7,168	8,283	8,715

連結キャッシュ・フロー計算書

Consolidated statements of cash flows

		2019.5	2020.5	2021.5	2022.5	2023.5
営業活動によるキャッシュ・フロー	Cash flows from operating activities	12,525	2,201	17,639	4,580	6,385
税金等調整前当期純利益	Profit before income taxes	5,756	8,205	10,353	12,163	13,149
減価償却費	Depreciation	1,775	1,550	1,682	1,615	1,993
減損損失	Impairment losses	987	360	732	149	175
固定資産売却損益(△は益)	Loss (gain) on sale of non-current assets	-	-	△ 49	-	△ 0
固定資産除却損	Loss on retirement of non-current assets	39	118	78	65	90
リース解約損	Loss on cancellation of leases	14	17	11	5	-
関係会社出資金売却損	Loss on sale of investments in capital of subsidiaries and affiliates	238	-	-	-	-
投資有価証券評価損益(△は益)	Loss (gain) on valuation of investment securities	-	948	-	-	-
事業撤退損	Loss on withdrawal from business	-	112	-	-	-
のれん償却額	Amortization of goodwill	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	△ 8	10	5	△ 1	26
完成工事補償引当金の増減額(△は減少)	Increase (decrease) in provision for warranties for completed construction	193	131	△ 21	48	108
受取利息及び受取配当金	Interest and dividend income	△ 8	△ 5	△ 1	△ 2	△ 3
支払利息	Interest expenses	336	207	220	154	191
受取和解金	Settlement income	-	-	△ 18	△ 150	-
営業債権の増減額(△は増加)	Decrease (increase) in trade receivables	△ 1,827	△ 1,920	△ 334	4,572	1,126
棚卸資産の増減額(△は増加)	Decrease (increase) in inventories	△ 2,243	△ 6,643	2,917	△ 8,472	△ 4,753
未払消費税等の増減額(△は減少)	Increase (decrease) in accrued consumption taxes	-	-	1,133	△ 1,320	827
仕入債務の増減額(△は減少)	Increase (decrease) in trade payables	1,735	△ 268	1,041	1,219	1,929
未成工事受入金等の増減額(△は減少)	Increase (decrease) in advances received on construction contracts in progress	5,936	△ 214	2,903	△ 1,058	△ 7,191
未払費用の増減額(△は減少)	Increase (decrease) in accrued expenses	-	-	-	37	3,117
その他	Other	1,046	2,837	64	△ 119	94
小計	Subtotal	13,981	5,450	20,718	8,863	10,884
利息及び配当金の受取額	Interest and dividends received	8	3	2	1	2
利息の支払額	Interest paid	△ 324	△ 212	△ 214	△ 170	△ 204
リース解約損の支払額	Payments for loss on cancellation of lease contracts	△ 14	△ 17	△ 11	△ 5	-
和解金の受取額	Settlement received	-	-	18	150	-
法人税等の支払額	Income taxes paid	△ 1,132	△ 3,027	△ 2,876	△ 4,264	△ 4,301
その他	Other	7	6	3	5	5

連結キャッシュ・フロー計算書

Consolidated statements of cash Flows

		2019.5	2020.5	2021.5	2022.5	2023.5
投資活動によるキャッシュ・フロー	Cash flows from investing activities	△ 1,531	△ 3,494	△ 1,520	△ 1,992	△ 2,626
有形固定資産の取得による支出	Purchase of property, plant and equipment	△ 1,393	△ 2,679	△ 1,655	△ 1,850	△ 2,718
有形固定資産の売却による収入	Proceeds from sale of property, plant and equipment	54	131	233	-	5
投資有価証券の取得による支出	Purchase of investment securities	△ 33	△ 140	-	-	-
投資有価証券の売却による収入	Proceeds from sale 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	△ 61
貸付金の回収による収入	Proceeds from collection of loans receivable	5	3	3	4	2
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	△ 169	△ 818	34	△ 153	144
財務活動によるキャッシュ・フロー	Cash flows from financing activities	△ 15,605	5,274	△ 14,436	△ 1,824	△ 2,992
短期借入金の純増減額(△は減少)	Net increase (decrease) in short-term borrowings	109	6,751	△ 2,748	△ 1,186	1,513
長期借入れによる収入	Proceeds from long-term borrowings	5,784	6,103	264	3,675	2,600
長期借入金の返済による支出	Repayments of long-term borrowings	△ 19,880	△ 5,308	△ 9,816	△ 837	△ 2,401
自己株式の取得による支出	Purchase of treasury shares	-	△ 893	-	△ 450	△ 1,000
社債の償還による支出	Redemption of bonds	△ 100	-	-	-	-
配当金の支払額	Dividends paid	△ 1,349	△ 1,140	△ 2,060	△ 2,943	△ 3,660
非支配株主からの払込みによる収入	Proceeds from share issuance to non-controlling shareholders	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	△ 28
非支配株主への払戻による支出	Repayments to non-controlling shareholders	△ 0	-	-	-	-
割賦債務の返済による支出	Repayments of installment payables	△ 35	△ 11	-	-	-
その他	Other	△ 138	△ 212	△ 64	△ 21	△ 15
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	△ 1	△ 2	6	26	85
現金及び現金同等物の増減額(△は減少)	Net increase (decrease) in cash and cash equivalents	△ 4,613	3,979	1,688	790	852
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of period	31,627	27,013	30,993	32,681	33,471
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	27,013	30,993	32,681	33,471	34,323