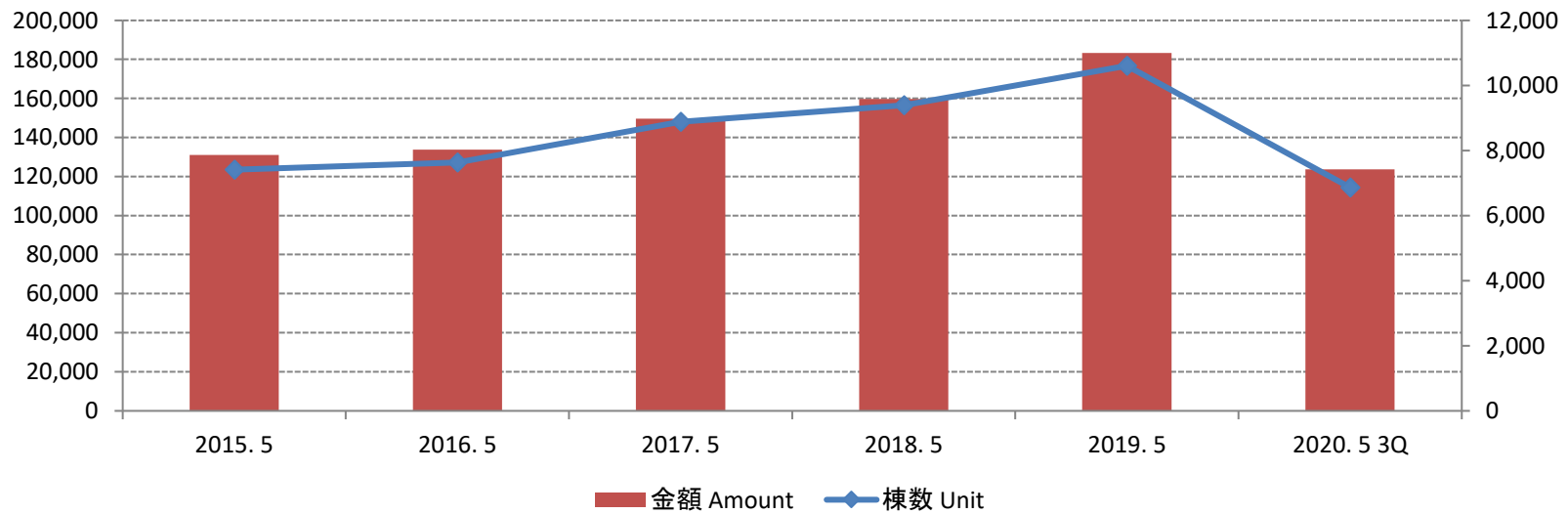


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注文住宅 実績推移
Changes in orders of custom-build homes

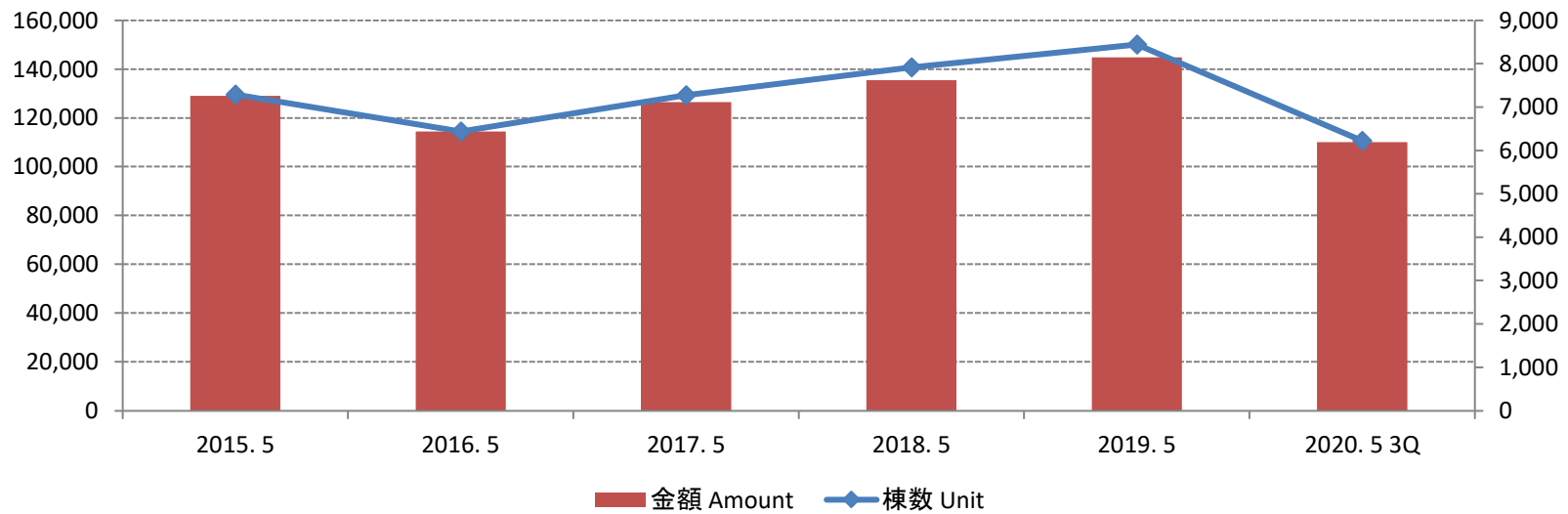


〈受注棟数・金額 Changes in orders〉

棟数 Unit	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
住宅事業 Housing segment	7,412	7,626	8,877	9,386	10,604	6,861
注文住宅 Custom-build homes	7,409	7,626	8,877	9,386	10,604	6,861
賃貸住宅 Apartments	3	-	-	-	-	-
戸建分譲住宅 Detached Homes	163	358	372	440	526	513
計 Total	7,575	7,984	9,249	9,826	11,130	7,374

金額(百万円) Amount(¥Million)	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
注文住宅 Custom-build homes	131,042	133,718	149,659	159,711	183,320	123,627
賃貸住宅 Apartments	80	-	-	-	-	-
戸建分譲住宅 Detached homes	2,710	5,514	5,668	6,860	8,267	8,265

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



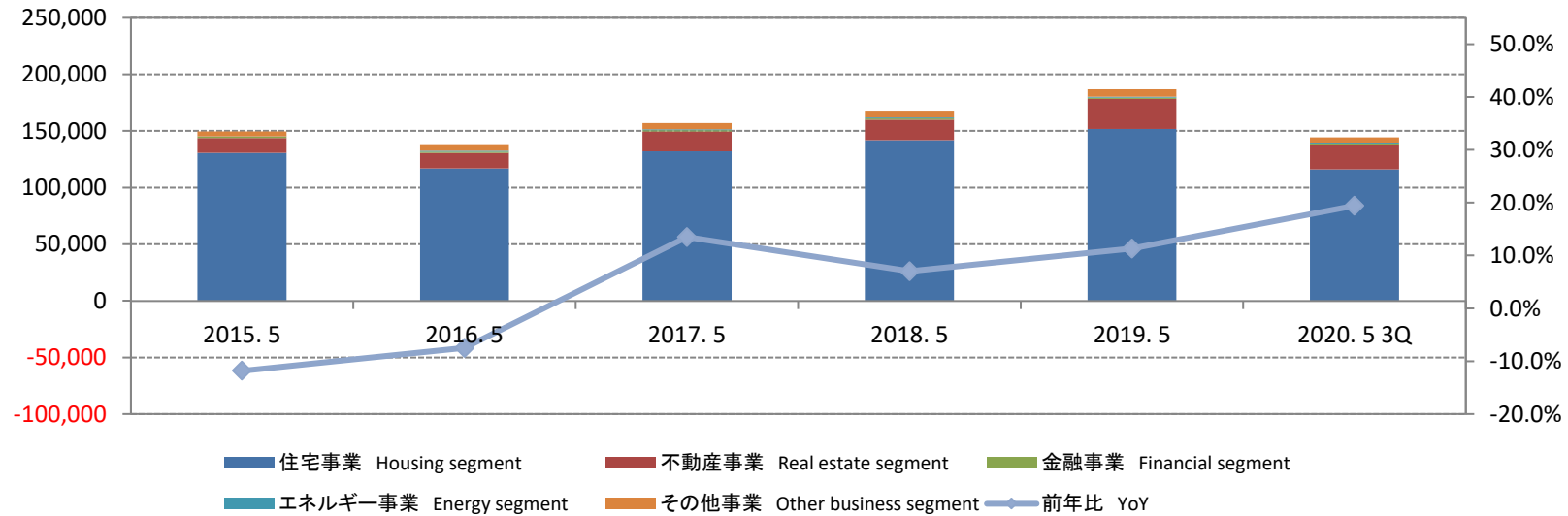
〈販売棟数・金額 Changes in sales〉

棟数 Unit	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
注文住宅 Custom-build homes	7,286	6,433	7,275	7,913	8,444	6,220
既存ライン Standard line	-	6,388	6,852	7,144	7,667	5,624
ハイライン Hight-end line	-	-	-	2	-	-
ベーシックライン Low-end line	-	45	423	767	777	596
賃貸住宅 Apartments	8	1	-	-	-	-
戸建分譲住宅 Detached homes	131	347	346	397	472	411
計 Total	7,425	6,781	7,621	8,310	8,916	6,631

金額(百万円) Amount(¥Million)	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
注文住宅 Custom-build homes	129,050	114,484	126,423	135,410	144,872	110,121
賃貸住宅 Apartments	199	34	-	-	-	-
戸建分譲住宅 Detached homes	4,721	10,319	10,914	12,596	13,866	12,181

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



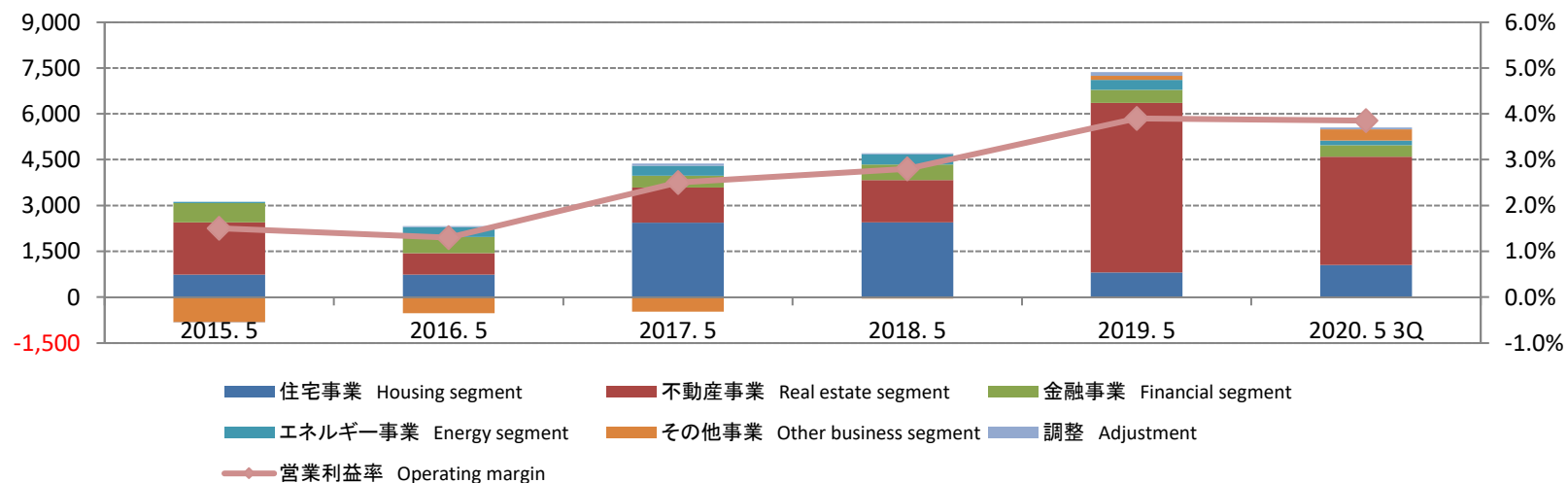
〈売上高 Net sales (Consolidated)〉

金額(百万円) Amount(¥Million)	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
売上高 Net sales	149,570	138,379	157,001	167,915	186,874	144,271
前年比 YoY	-11.8%	-7.5%	13.5%	7.0%	11.3%	19.4%

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

金額(百万円) Amount(¥Million)	2015. 5	2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
住宅事業 Housing segment	130,715	116,810	131,900	141,847	151,647	116,048
非住宅事業 Non-Housing segment	18,855	21,568	25,100	26,068	35,227	28,223
不動産事業 Real estate segment	12,934	13,762	17,666	18,019	26,640	21,889
金融事業 Financial segment	1,230	1,143	1,060	1,163	1,165	1,015
エネルギー事業 Energy segment	335	850	901	880	882	584
その他事業 Other business segment	4,354	5,811	5,472	6,004	6,538	4,733
計 Total	149,570	138,379	157,001	167,915	186,874	144,271

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



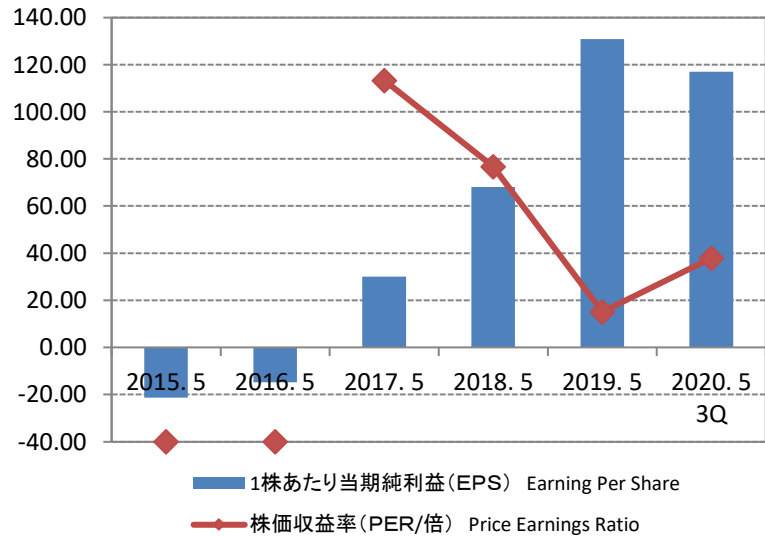
〈営業利益 Changes in operating income (Consolidated)〉

金額(百万円) Amount(¥Million)	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
営業利益 Operating income	2,284	1,803	3,901	4,653	7,366	5,558
営業利益率 Operating margin	1.5%	1.3%	2.5%	2.8%	3.9%	3.9%

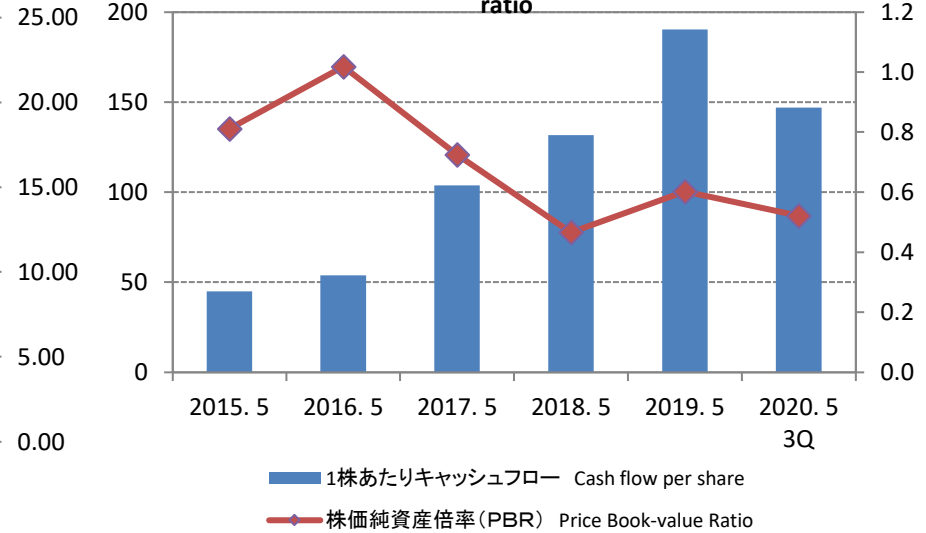
〈セグメント別業績 Changes in operating income by segment (Consolidated)〉

金額(百万円) Amount(¥Million)	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
住宅事業 Housing segment	735	736	2,437	2,444	801	1,045
非住宅事業 Non-Housing segment	1,562	1,032	1,387	2,176	6,450	4,444
不動産事業 Real estate segment	1,711	699	1,146	1,383	5,553	3,549
金融事業 Financial segment	632	532	387	516	432	382
エネルギー事業 Energy segment	41	326	328	330	327	148
その他事業 Other business segment	-822	-525	-475	-53	135	364
調整 Adjustment	-16	34	76	31	115	68
計 Total	2,284	1,803	3,901	4,653	7,366	5,558

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



	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
1株あたり当期純利益 (EPS) Earning Per Share	-21.34	-14.84	30.00	68.12	130.89	117.03
株価収益率 (PER/倍) Price Earnings Ratio	-	-	21.30	16.22	7.66	10.82
1株あたりキャッシュフロー Cash flow per share	45	54	104	132	190	147
株価純資産倍率 (PBR) Price Book-value Ratio	0.8	1.0	0.7	0.5	0.6	0.5
年度末株価 (円) Stock price at the end of the fiscal year	577	435	639	1,105	1,002	1,266

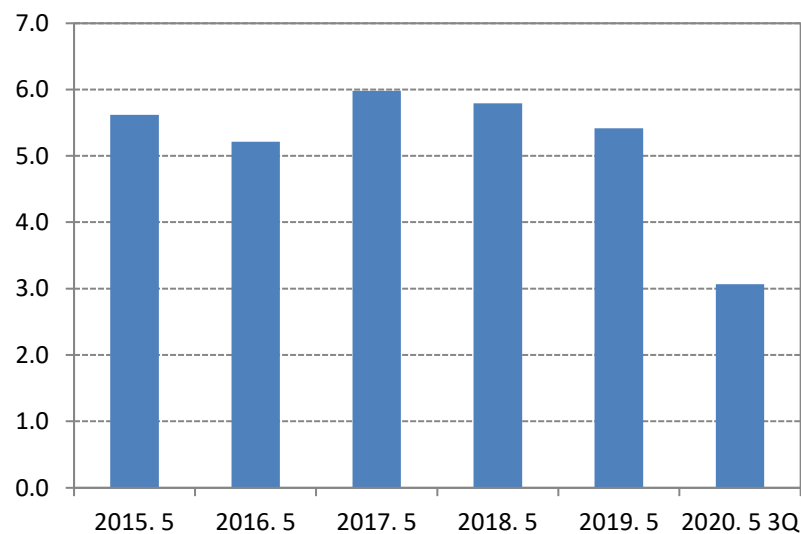
※株価収益率 = 株価 (各年度末) / 1株あたり親会社株主に帰属する当期純利益

※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

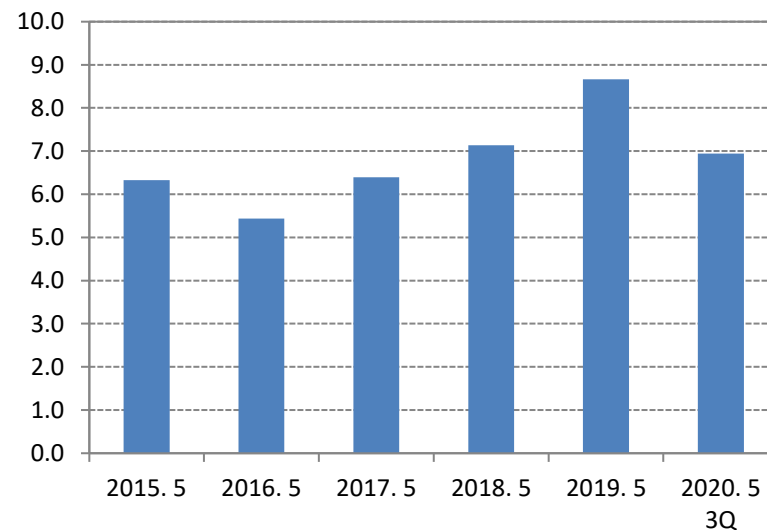
※PER = Stock price (the end of the fiscal year) / Profit for the year attributable to owners of parent per share

※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



	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
棚卸資産回転率 Inventory turnover rate	5.6	5.2	6.0	5.8	5.4	3.1
有形固定資産回転率 Tangible fixed asset turnover rate	6.3	5.4	6.4	7.1	8.7	6.9

※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

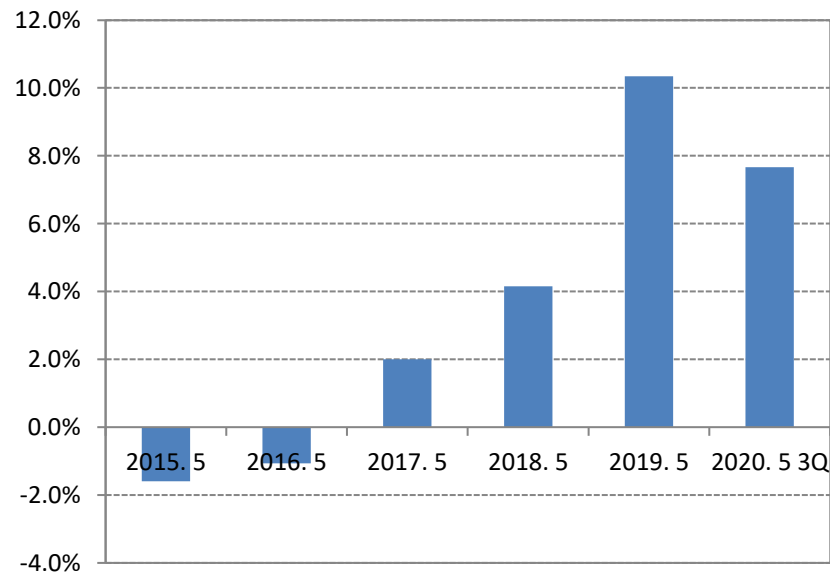
※棚卸資産、有形固定資産は期中平均値

※Inventory turnover rate = Cost of sales / Inventory

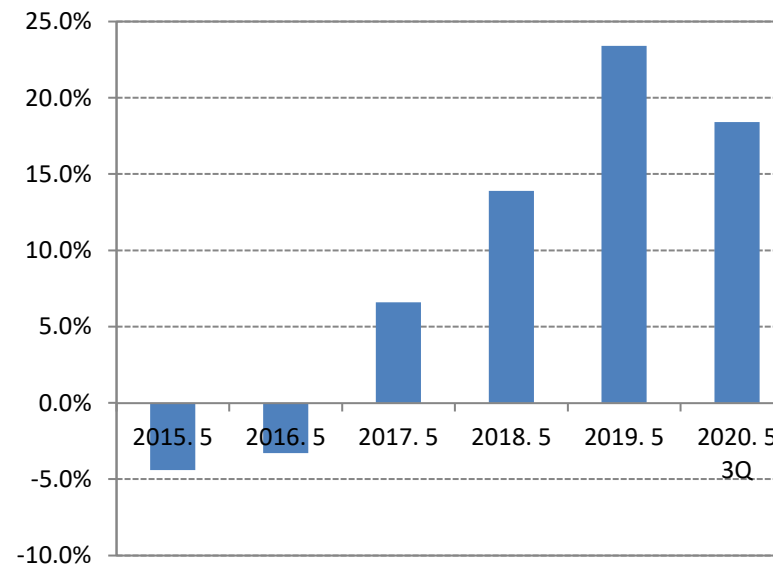
※Tangible fixed asset turnover rate = Net sales / Tangible fixed assets

※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)



	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5 3Q
投下資本利益率(ROIC)	-1.6%	-1.1%	2.0%	4.1%	10.3%	7.7%
株主資本利益率(ROE)	-4.4%	-3.3%	6.6%	13.9%	23.4%	18.4%
D/Eレシオ D/E ratio	1.79	2.13	2.34	2.35	1.21	1.41

※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

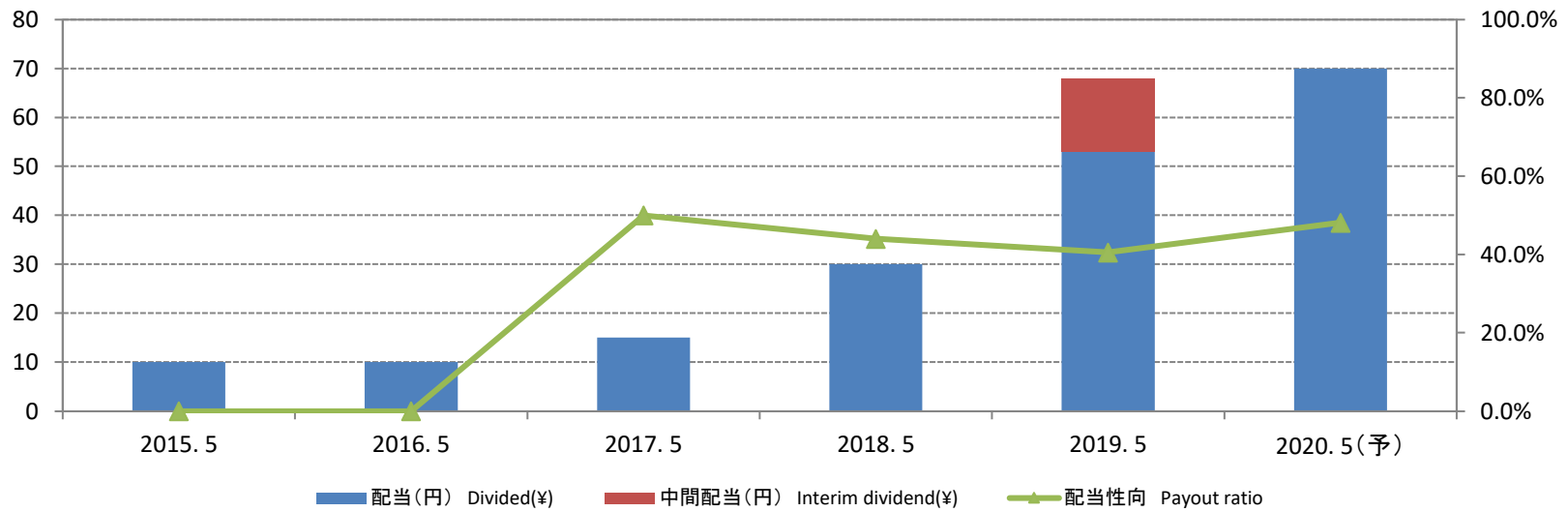
※Invested capital = Net assets + Interest-bearing debts

※ROE = Prifit 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



	2015.5	2016.5	2017.5	2018.5	2019.5	2020.5(予)
配当(円) Divided(¥)	10.00	10.00	15.00	30.00	53.00	70.00
中間配当(円) Interim dividend(¥)	-	-	-	-	15.00	-
配当性向 Payout ratio	-	-	50.0%	44.0%	40.5%	48.1%

株式の状況 The state of share distribution

〈株式の状況 The state of share distribution〉

	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			2019年5月31日現在 As of May 31,2019		
	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	28,948	15,090,949	50.2%	27,043	11,785,292	39.2%	33,668	13,340,010	44.4%
金融機関 Financial institutions	24	2,367,300	7.9%	26	3,561,000	11.8%	24	2,429,400	8.1%
銀行・信託銀行 Banks, Trust banks	16	2,057,400	6.8%	18	3,256,500	10.8%	18	2,127,000	7.1%
生命保険会社 Life insurance companies	4	8,700	0.0%	4	2,300	0.0%	2	2,200	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	1,200	0.0%	1	2,200	0.0%	1	200	0.0%
その他国内法人 Other domestic companies	112	11,463,703	38.1%	93	12,925,003	43.0%	132	12,973,706	43.2%
外国人 Foreigners	98	1,035,531	3.4%	97	1,042,210	3.5%	124	1,173,390	3.9%
個人 Individuals	45	8,904	0.0%	32	4,004	0.0%	46	5,404	0.0%
法人 Companies	53	1,026,627	3.4%	65	1,038,206	3.5%	78	1,167,986	3.9%
証券会社 Securities companies	23	98,317	0.3%	23	742,295	2.5%	24	139,294	0.5%
計 Total	29,205	30,055,800	100.0%	27,282	30,055,800	100.0%	33,972	30,055,800	100.0%

大株主一覧 Major shareholders

〈大株主一覧 Major shareholders〉

	2018年5月31日現在 As of May 31,2018			2019年5月31日現在 As of May 31,2019		
	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	37.9%	株式会社TAMAX TAMAX, Co.	11,391,200	37.9%
2	株式会社ヤマダ電機 YAMADA DENKI CO., LTD.	1,491,000	4.9%	株式会社ヤマダ電機 YAMADA DENKI CO., LTD.	1,491,000	4.9%
3	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%	玉木 康裕 Yasuhiro Tamaki	871,700	2.9%
4	玉木 康裕 Yasuhiro Tamaki	871,700	2.9%	玉木 和恵 Kazue Tamaki	871,700	2.9%
5	玉木 和恵 Kazue Tamaki	871,700	2.9%	玉木 伸弥 Shinya Tamaki	871,700	2.9%
6	玉木 伸弥 Shinya Tamaki	871,700	2.9%	玉木 克弥 Katsuya Tamaki	871,700	2.9%
7	玉木 克弥 Katsuya Tamaki	871,700	2.9%	タマホームグループ従業員持株会 Employee Stock Ownership of TamaHome	705,400	2.3%
8	タマホームグループ従業員持株会 Employee Stock Ownership of TamaHome	715,800	2.4%	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)	539,600	1.8%
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%	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)	404,800	1.3%
10	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%	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)	256,300	0.9%

連結貸借対照表

Consolidated balance sheets

		2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
資産の部	Assets					
流動資産	Current assets	52,640	54,037	61,012	62,920	75,579
現金及び預金	Cash and deposits	26,566	26,706	31,627	27,013	25,548
受取手形・完成工事未収入金等	Notes receivable, accounts receivable from completed construction	1,466	1,517	1,284	1,278	1,184
営業貸付金	Operating loans	2,142	2,971	3,124	4,959	9,163
販売用不動産	Real estate for sale	3,825	4,682	7,717	8,191	8,525
未成工事支出金	Cost on uncompleted construction contracts	5,397	5,905	7,692	11,048	16,516
仕掛販売用不動産	Real estate for sale in process	9,377	9,055	7,672	8,645	12,369
その他の棚卸資産	Other inventories	453	441	573	502	519
繰延税金資産	Deferred tax assets	780	1,105	-	-	-
その他	Other	2,643	1,657	1,325	1,283	1,754
貸倒引当金	Allowance for doubtful accounts	-12	-6	-3	-2	-2
固定資産	Fixed asset	31,225	29,313	29,754	26,577	25,402
有形固定資産	Property, Plant and equipment	25,432	23,705	23,377	19,778	19,217
建物及び構築物	Buildings and structures	12,710	11,244	11,155	8,923	8,711
機械装置及び運搬具	Machinery, equipment and vehicles	4,099	3,902	3,683	3,467	3,292
土地	Land	8,248	8,245	8,240	6,846	6,536
リース資産	Lease assets	202	162	130	153	76
建設仮勘定	Construction in progress	21	36	19	249	466
その他	Other	149	113	147	137	134
無形固定資産	Intangible assets	418	232	160	117	96
投資その他の資産	Investments and other assets	5,373	5,375	6,216	6,680	6,089
投資有価証券	Investment securities	1,256	1,494	1,499	1,444	1,517
長期貸付金	Long-term loans receivable	85	83	85	81	78
繰延税金資産	Deferred tax assets	65	68	1,017	1,546	910
その他	Other	4,623	4,382	4,124	4,111	4,092
貸倒引当金	Allowance for doubtful accounts	-657	-652	-510	-503	-510
資産合計	Total	83,866	83,350	90,767	89,497	100,982

連結貸借対照表

Consolidated balance sheets

		2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
負債の部	Liabilities					
流動負債	Current liabilities	51,912	47,625	53,103	60,691	70,760
支払手形・工事未払金等	Notes payable, accounts payable for construction contracts and other	19,149	12,174	12,793	14,528	13,571
短期借入金	Short-term loans payable	6,398	7,309	8,475	8,585	16,220
1年内償還予定の社債	Current portion of bonds	200	200	100	-	-
1年内返済予定の長期借入金	Current portion of long-term loans payable	6,479	4,999	6,264	3,907	2,216
未払法人税等	Income taxes payable	541	1,972	863	2,071	128
未成工事受入金	Advances received on uncompleted construction contracts	12,649	13,921	17,255	23,191	30,744
完成工事補償引当金	Provision for warranties for completed construction	1,061	1,065	1,037	1,230	1,344
賞与引当金	Provision for bonuses	245	246	243	146	745
その他	Other	5,186	5,735	6,071	7,029	5,789
固定負債	Noncurrent liabilities	18,422	21,636	22,151	10,615	10,721
社債	Bonds payable	300	100	-	-	-
長期借入金	Long-term loans payable	15,546	18,709	19,087	7,346	7,304
資産除去債務	Asset retirement obligations	1,287	1,547	1,562	1,558	1,560
その他	Other	1,288	1,279	1,501	1,710	1,856
負債合計	Subtotal	70,334	69,261	75,254	71,307	81,482
純資産の部	Net assets					
株主資本	Shareholders' equity	12,968	13,570	15,161	17,743	19,174
資本金	Capital stock	4,310	4,310	4,310	4,310	4,310
資本剰余金	Capital surplus	4,361	4,362	4,356	4,357	4,279
利益剰余金	Retained earnings	4,296	4,898	6,494	9,076	10,584
自己株式	Treasury Stock	-	-	-	-	-
その他の包括利益累計額	Accumulated other comprehensive income	344	348	325	393	268
その他有価証券評価差額金	Valuation difference on available-for-sale securities	6	11	13	4	7
繰延ヘッジ損益	Deferred gains or losses on hedges	-7	-1	-0	3	1
為替換算調整勘定	Foreign currency translation adjustment	345	338	313	385	259
非支配株主持分	Non-controlling shareholders' equity	217	168	25	52	55
純資産合計	Subtotal	13,531	14,088	15,513	18,190	19,499
負債純資産合計	Total	83,866	83,350	90,767	89,497	100,982

連結損益計算書

Consolidated statements of income

		2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
売上高	Net sales	138,379	157,001	167,915	186,874	144,271
売上原価	Cost of sales	102,776	117,036	126,701	140,873	109,437
売上総利益	Gross profit	35,602	39,964	41,214	46,000	34,834
利益率	profit margin	25.7%	25.5%	24.5%	24.6%	24.1%
販売費及び一般管理費	Selling, general and administrative expenses	33,799	36,063	36,560	38,633	29,275
役員報酬	Directors' compensations	833	936	905	1,014	744
従業員給料手当	Employees' salaries	11,644	12,259	12,508	12,681	9,674
従業員賞与	Employees' bonuses	762	1,020	1,049	1,362	832
賞与引当金繰入額	Provision for bonuses	183	185	163	100	481
退職給付費用	Retirement benefit costs	176	186	409	452	367
法定福利費	Welfare expenses	1,789	1,966	2,044	2,031	1,603
通信交通費	Correspondence and transportation expenses	1,178	1,166	1,214	1,292	995
広告宣伝費	Advertising and promotion expenses	5,434	6,052	6,248	7,365	5,617
貸倒引当金繰入額	Provision of allowance for doubtful accounts	40	-	0	-2	8
賃借料	Rent expenses	4,990	4,893	4,784	4,648	3,417
減価償却費	Depreciation	1,827	1,903	1,553	1,430	943
その他販管費	Other	4,939	5,492	5,678	6,256	4,589
営業利益	Operating income	1,803	3,901	4,653	7,366	5,558
利益率	profit margin	1.3%	2.5%	2.8%	3.9%	3.9%

連結損益計算書

Consolidated statements of income

		2016. 5	2017. 5	2018. 5	2019. 5	2020. 5 3Q
営業外収益	Non-operating income	333	437	285	260	192
受取利息	Interest income	69	62	12	7	3
受取配当金	Dividends income	2	0	0	0	0
為替差益	Foreign exchange gain	-	73	-	-	10
違約金収入	Penalty income	59	71	78	74	56
消費税差額	Consumption tax difference	43	-	-	-	-
仕入割引	Purchase discount	-	-	64	55	56
持分法による投資利益		-	-	-	-	0
その他	Other	158	229	108	94	63
営業外費用	Non-operating expenses	1,120	863	909	672	395
支払利息	Interest expenses	375	380	380	336	155
シンジケートローン手数料	Commission for syndicate loan	127	153	125	90	4
アレンジメントフィー	Arrangement fee	66	36	64	-	94
為替差損	Foreign exchange losses	267	-	44	12	-
投資事業組合運用損	Loss on investments in partnership	-	-	111	53	-
その他	Other	284	293	183	179	140
経常利益	Ordinary income	1,016	3,475	4,029	6,955	5,356
利益率	profit margin	0.7%	2.2%	2.4%	3.7%	3.7%
特別利益	Extraordinary income	28	17	52	82	9
固定資産売却益	Gain on sales of noncurrent assets	28	17	52	-	5
投資有価証券売却益		-	-	-	-	3
事業撤退戻入益	Reversal of loss on business withdrawal	-	-	-	82	-
特別損失	Extraordinary loss	443	922	1,045	1,281	200
固定資産売却損	loss from sale of fixed assets	0	33	-	-	-
固定資産除却損	Loss on retirement of noncurrent assets	179	189	52	39	112
投資有価証券売却損	Loss on sales of investment securities	-	-	-	-	-
投資有価証券評価損	Loss on valuation of investment securities	16	-	5	-	9
リース解約損	Loss on cancellation of lease contracts	12	9	5	14	17
減損損失	Impairment loss	233	564	74	987	61
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	-	-
その他	Other	-	119	-	-	-
税金等調整前当期純利益	Income before income taxes and minority interests	602	2,570	3,036	5,756	5,164
利益率	profit margin	0.4%	1.6%	1.8%	3.1%	3.6%
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	14	-446	901	3,934	3,465