

FACT BOOK

2011年度 (2012年3月期) 実績
FY2011 Result



2012年5月11日
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(Forward-Looking Statements)

This presentation contains various forward-looking statements which are based on the current expectations and assumptions of future events. All figures and statements with respect to the future performance, projections and business plans of Sumitomo Electric and its group companies constitute forward-looking statements. Although Sumitomo Electric believes that its expectations and assumptions are reasonable, actual results and trends of Sumitomo Electric's performance could differ materially from those expressed or implied by such figures or statements due to risks and uncertainties in the future business circumstances. The factors which may cause such difference include, without limitation:

- 1.General market and economic conditions in the U.S., Europe, Japan and other Asian countries, especially personal consumption and capital expenditure.
- 2.Fluctuations of currency exchange rates, especially between Japanese yen and U.S. dollar, Euro and Asian currencies.
- 3.Rapid technological development and Sumitomo Electric and its affiliated companies' ability to cope with it.
- 4.Changes in various assumptions including financial, managerial and environmental ones.
- 5.Current and future laws and regulations by foreign countries about trading and other activities.
- 6.Change in market value of securities that Sumitomo Electric and its affiliated companies own.

Please be advised that there are possibilities actual sales and profits could be different from those described in this material. Sumitomo Electric and its affiliated companies are not obliged to update and make public any descriptions in forward-looking statements after releasing this material.

(将来情報についての注意事項)

この資料に記載されております売上高及び利益等の計画のうち、過去または現在の事実に関するもの以外は、当社グループの各事業に関する業界の動向についての見通しを含む経済状況、ならびに為替レートの変動その他の業績に影響を与える要因について、現時点で入手可能な情報をもとにした当社グループの仮定及び判断に基づく見通しを前提としております。

これら将来予想に関する記述は、既知または未知のリスク及び不確実性が内在しており、例として以下のものが挙げられますが、これらに限られるものではありません。

- ・米国、欧州、日本その他のアジア諸国の経済情勢、特に個人消費及び企業による設備投資の動向
- ・米ドル、ユーロ、アジア諸国の各通貨の為替相場の変動
- ・急速な技術革新と当社グループの対応能力
- ・財務的、経営的、環境的な諸前提の変動
- ・諸外国による現在及び将来の貿易規制等
- ・当社グループが所有する有価証券等の時価の変動

従いまして、実際の売上高及び利益等と、この資料に記載されております計画とは大きく異なる場合があることをご承知おき下さい。なお、当社グループは、この資料の本リリース後においても、将来予想に関する記述を更新して公表する義務を負うものではありません。

1. P/L Summary

損益概要

(Millions of Yen)

(百万円)

		FY2005	2006	2007	2008	2009	2010 ①	2011②	2012 E ③	Change ②-①	Change ③-②
Net sales	売上高	2,007,134	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,200,000	25,517	140,656
Operating income	営業利益	105,495	128,745	148,996	23,527	51,728	103,810	86,946	110,000	(16,864)	23,054
Equity in net income	持分法による投資利益	17,417	19,714	19,765	12,529	12,159	23,861	20,527	20,000	(3,334)	(527)
Other non-operating income(expense)	その他営業外損益	(9,718)	(3,091)	883	1,717	4,319	1,428	(777)	-	(2,205)	777
Ordinary income	経常利益	113,194	145,368	169,644	37,773	68,206	129,099	106,696	130,000	(22,403)	23,304
Extraordinary profit	特別利益	8,251	11,744	11,707	31,231	8,965	8,338	7,049	-	(1,289)	(7,049)
Extraordinary loss	特別損失	13,166	12,562	14,739	27,878	21,746	23,656	13,804	11,000	(9,852)	(2,804)
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	108,279	144,550	166,612	41,126	55,425	113,781	99,941	119,000	(13,840)	19,059
Income taxes	法人税等	38,337	55,341	58,862	18,472	16,921	31,158	30,410	36,000	(748)	5,590
Minority interests	少数株主利益	11,596	13,180	19,946	5,417	9,796	12,009	10,670	13,000	(1,339)	2,330
Net income(loss)	当期純利益	58,346	76,029	87,804	17,237	28,708	70,614	58,861	70,000	(11,753)	11,139

1st half and 2nd half breakdown

上期下期内訳

		2010		2011		2012 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Net sales	売上高	990,573	1,043,254	956,804	1,102,540	1,000,000	1,200,000
Operating income	営業利益	46,002	57,808	23,834	63,112	40,000	70,000
Equity in net income	持分法による投資利益	14,226	9,635	9,037	11,490	9,000	11,000
Other non-operating income(expense)	その他営業外損益	1,925	(497)	2,699	(3,476)	1,000	(1,000)
Ordinary income	経常利益	62,153	66,946	35,570	71,126	50,000	80,000
Extraordinary profit	特別利益	-	8,338	2,502	4,547	-	-
Extraordinary loss	特別損失	864	22,792	10,240	3,564	3,000	8,000
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	61,289	52,492	27,832	72,109	47,000	72,000
Income taxes	法人税等	14,984	16,174	5,944	24,466	14,000	22,000
Minority interests	少数株主利益	4,919	7,090	2,820	7,850	5,000	8,000
Net income(loss)	当期純利益	41,386	29,228	19,068	39,793	28,000	42,000

2. Business Segment Information

事業の種類別セグメント情報

Net Sales by Business Segment

事業セグメント別売上高

(Millions of Yen)

(百万円)

(business segment)	(セグメント区分)	FY2005	2006	2007	2008	2009	2010①	2011②	2012 E ③	Change ②-①	Change ③-②
Automotive	自動車	895,165	1,095,852	1,199,352	917,125	816,623	960,002	991,682	1,080,000	31,680	88,318
Information and communications	情報通信	336,808	333,063	275,596	274,966	271,177	218,165	161,991	190,000	(56,174)	28,009
Electronics	エレクトロニクス	183,706	223,002	219,985	182,870	165,050	178,209	185,786	240,000	7,577	54,214
Electric wire and cable, energy	電線・機材・エネルギー	373,748	501,802	594,757	536,090	412,511	464,883	508,624	480,000	43,741	(28,624)
Industrial materials and others	産業素材他	264,889	295,458	301,883	282,056	228,225	277,533	277,879	310,000	346	32,121
Eliminations and corporate	消去又は全社	(47,182)	(64,782)	(50,715)	(71,129)	(57,234)	(64,965)	(66,618)	(100,000)	(1,653)	(33,382)
Consolidated Total	連結合計	2,007,134	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,200,000	25,517	140,656

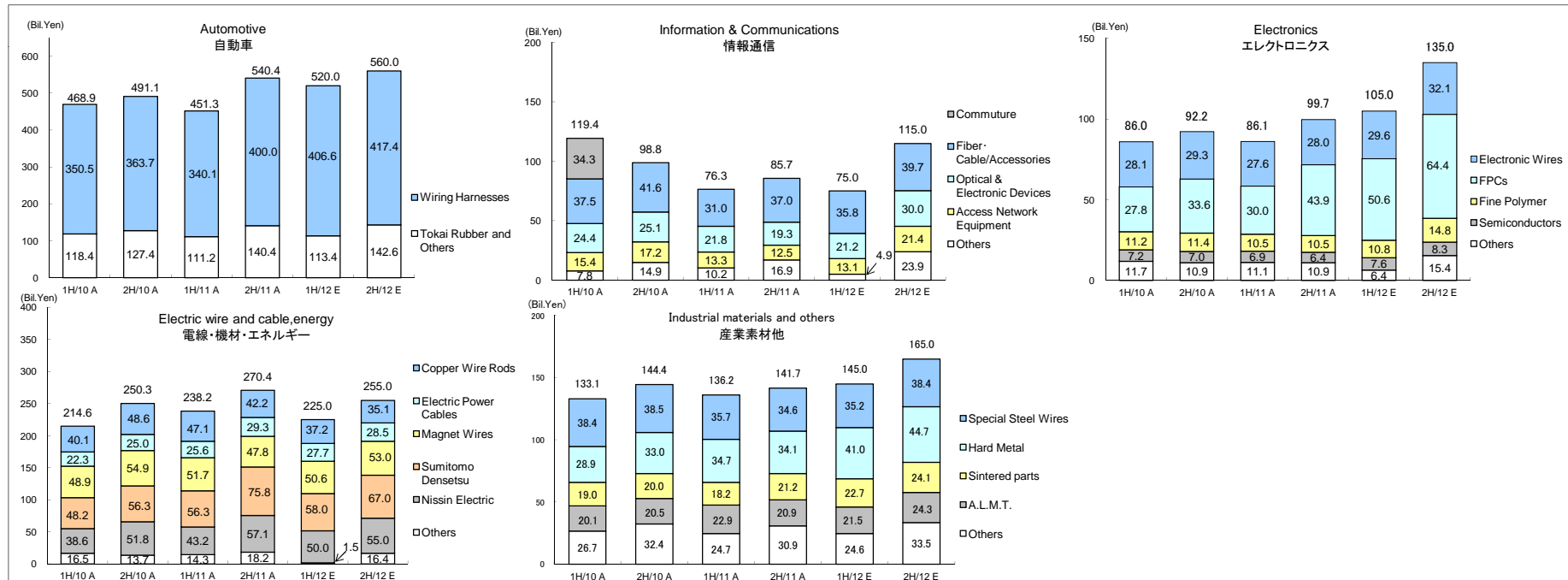
1st half and 2nd half breakdown

上期下期内訳

		2010		2011		2012 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Automotive	自動車	468,863	491,139	451,306	540,376	520,000	560,000
Information and communications	情報通信	119,380	98,785	76,310	85,681	75,000	115,000
Electronics	エレクトロニクス	86,008	92,201	86,050	99,736	105,000	135,000
Electric wire and cable, energy	電線・機材・エネルギー	214,615	250,268	238,162	270,462	225,000	255,000
Industrial materials and others	産業素材他	133,119	144,414	136,249	141,630	145,000	165,000
Eliminations and corporate	消去又は全社	(31,412)	(33,553)	(31,273)	(35,345)	(70,000)	(30,000)
Consolidated Total	連結合計	990,573	1,043,254	956,804	1,102,540	1,000,000	1,200,000

Breakdown of Each Business Segment

各セグメント別売上高の主要製品内訳



(Millions of Yen)
(百万円)Operating Income by Business Segment
事業セグメント別営業利益

		FY2005	2006	2007	2008	2009	2010①	2011②	2012E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	51,119	58,048	74,532	6,142	34,526	64,118	54,331	61,000	(9,787)	6,669
Information and communications	情報通信	13,535	12,610	8,143	5,010	3,624	2,983	(5,872)	1,000	(8,855)	6,872
Electronics	エレクトロニクス	13,745	19,957	17,154	1,104	4,849	6,603	3,289	9,000	(3,314)	5,711
Electric wire and cable, energy	電線・機材・エネルギー	1,487	11,888	18,734	8,899	7,893	13,428	16,922	17,000	3,494	78
Industrial materials and others	産業素材他	25,425	26,072	30,300	2,346	944	16,884	18,462	23,000	1,578	4,538
Eliminations and corporate	消去又は全社	184	170	133	26	(108)	(206)	(186)	(1,000)	20	(814)
Consolidated Total	連結合計	105,495	128,745	148,996	23,527	51,728	103,810	86,946	110,000	(16,864)	23,054

1st half and 2nd half breakdown

上期下期内訳

		2010		2011		2012 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Automotive	自動車	32,687	31,431	13,997	40,334	28,000	33,000
Information and communications	情報通信	(1,490)	4,473	(4,237)	(1,635)	(6,000)	7,000
Electronics	エレクトロニクス	3,859	2,744	(37)	3,326	3,000	6,000
Electric wire and cable, energy	電線・機材・エネルギー	3,886	9,542	4,869	12,053	5,000	12,000
Industrial materials and others	産業素材他	7,043	9,841	9,255	9,207	10,000	13,000
Eliminations and corporate	消去又は全社	17	(223)	(13)	(173)	-	(1,000)
Consolidated Total	連結合計	46,002	57,808	23,834	63,112	40,000	70,000

Assets by Business Segment

事業セグメント別資産残高

(Millions of Yen)
(百万円)Total Assets
総資産

		FY2007	2008	2009	2010 ①	2011②	Change ② - ①
Automotive	自動車	829,119	657,739	705,376	735,249	846,223	110,974
Information and communications	情報通信	231,950	255,405	237,635	198,573	198,393	(180)
Electronics	エレクトロニクス	157,835	126,821	136,578	145,036	156,523	11,487
Electric wire and cable, energy	電線・機材・エネルギー	475,766	397,473	390,313	404,779	429,971	25,192
Industrial materials and others	産業素材他	445,644	413,619	427,849	424,499	443,074	18,575
Eliminations and corporate	消去又は全社	54,568	17,117	42,184	48,148	(2,120)	(50,268)
Consolidated Total	連結合計	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	115,780

3. Capital Expenditure/ Depreciation and Amortization/ R&D Expenses

設備投資, 減価償却費, 研究開発費

Capital Expenditure (Investment in fixed assets)

設備投資

										(Millions of Yen) (百万円)	
		FY2005	2006	2007	2008	2009	2010①	2011②	2012E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	72,700	69,100	72,900	69,600	29,600	45,700	60,500	77,000	14,800	16,500
Information and communications	情報通信	9,200	9,800	7,500	9,100	12,900	18,700	14,800	14,000	(3,900)	(800)
Electronics	エレクトロニクス	10,000	13,900	10,900	12,000	6,700	10,100	15,600	21,000	5,500	5,400
Electric wire and cable, energy	電線・機材・エネルギー	7,200	7,800	9,500	18,300	15,500	9,800	13,600	15,000	3,800	1,400
Industrial materials and others	産業素材他	22,700	19,300	21,100	22,600	8,600	14,100	30,500	33,000	16,400	2,500
Consolidated Total	連結合計	121,800	119,900	121,900	131,600	73,300	98,400	135,000	160,000	36,600	25,000

Depreciation and Amortization

減価償却費

										(Millions of Yen) (百万円)	
		FY2005	2006	2007	2008	2009	2010①	2011②	2012 E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	45,000	54,100	57,600	55,300	50,600	45,000	36,500	42,000	(8,500)	5,500
Information and communications	情報通信	10,700	10,200	10,000	10,300	12,200	12,300	9,300	11,500	(3,000)	2,200
Electronics	エレクトロニクス	10,100	11,100	11,400	11,300	10,300	9,500	8,800	10,500	(700)	1,700
Electric wire and cable, energy	電線・機材・エネルギー	7,400	7,700	10,200	13,000	13,300	13,200	9,900	10,500	(3,300)	600
Industrial materials and others	産業素材他	14,000	16,700	17,700	18,300	17,400	16,800	13,500	15,500	(3,300)	2,000
Consolidated Total	連結合計	87,200	99,800	106,900	108,200	103,800	96,800	78,000	90,000	(18,800)	12,000

R&D Expenses

研究開発費

										(Millions of Yen) (百万円, %)	
		FY2005	2006	2007	2008	2009	2010①	2011②	2012 E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	39,900	40,900	41,400	38,900	37,500	45,100	49,000	55,000	3,900	6,000
Information and communications	情報通信	11,000	12,200	12,000	13,400	17,500	17,100	16,100	15,500	(1,000)	(600)
Electronics	エレクトロニクス	6,000	7,700	7,900	7,100	5,600	5,400	5,600	5,000	200	(600)
Electric wire and cable, energy	電線・機材・エネルギー	4,400	3,800	6,900	9,600	7,600	7,200	9,600	11,000	2,400	1,400
Industrial materials and others	産業素材他	3,100	3,800	4,100	4,000	4,100	4,200	6,300	6,500	2,100	200
Consolidated Total	連結合計	64,400	68,400	72,300	73,000	72,300	79,000	86,600	93,000	7,600	6,400
R&D Expense / Net Sales	売上高比率	3.2	2.9	2.8	3.4	3.9	3.9	4.2	4.2	0.3	0.0

4. Consolidated Financial Statements

連結財務諸表

Consolidated Balance Sheets

(Millions of Yen)

連結貸借対照表

(百万円)

Assets	資産の部	FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Current Assets	流動資産									
Cash and time deposits	現金及び預金	144,634	130,541	137,948	131,239	143,851	142,287	132,657	135,922	115,930
Trade notes and accounts	受取手形及び売掛金	475,789	547,295	580,487	371,309	441,892	425,187	500,857	425,601	431,161
Marketable securities	有価証券	-	-	15,001	13,500	32,000	53,993	12,288	37,300	22,373
Inventories	棚卸資産	233,315	271,234	311,983	268,078	251,727	286,519	310,086	267,592	304,435
Deferred tax assets	繰延税金資産	33,118	34,048	35,699	28,155	31,755	32,979	30,683	30,294	33,840
Other current assets	その他	59,987	53,813	55,627	59,731	61,627	50,013	62,690	58,034	57,577
Allowance for doubtful receivables	貸倒引当金	(3,675)	(4,232)	(2,927)	(3,199)	(2,902)	(2,195)	(1,831)	(2,696)	(2,261)
Total current assets	流動資産合計	943,168	1,032,699	1,133,818	868,813	959,950	988,783	1,047,430	952,047	963,055
Fixed Assets	固定資産									
Property, plant and equipment	有形固定資産									
Buildings and structures	建物及び構築物	175,161	186,678	196,771	194,707	206,794	187,825	196,849	201,837	185,578
Machinery and equipment	機械装置及び運搬具	221,156	239,155	236,447	208,702	192,001	175,463	204,009	179,497	182,752
Land	土地	69,147	69,107	83,228	80,399	82,619	75,528	79,265	86,199	74,841
Construction in progress	建設仮勘定	18,995	13,998	19,383	26,653	15,868	16,420	32,149	17,286	25,331
Other	その他	31,954	33,115	34,555	30,855	27,375	26,539	31,444	26,136	27,831
Total property, plant and equipment	有形固定資産合計	516,413	542,053	570,384	541,316	524,657	481,775	543,716	510,955	496,333
Intangible assets	無形固定資産	31,418	32,012	35,645	29,997	29,374	25,446	27,255	27,566	25,810
Investments and long-term receivables	投資その他の資産									
Investment securities	投資有価証券	448,117	467,766	396,859	318,441	317,734	362,473	356,549	318,791	349,418
Deferred tax assets	繰延税金資産	19,116	16,390	17,257	26,506	23,133	17,745	16,935	20,178	17,473
Other	その他	35,242	37,593	42,710	85,900	87,758	81,882	81,774	82,393	80,807
Allowance for doubtful receivables	貸倒引当金	(2,426)	(2,108)	(1,791)	(2,799)	(2,671)	(1,820)	(1,595)	(1,881)	(1,818)
Total investments and long-term receivables	投資その他の資産合計	500,049	519,641	455,035	428,048	425,954	460,280	453,663	419,481	445,880
Total fixed assets	固定資産合計	1,047,880	1,093,706	1,061,064	999,361	979,985	967,501	1,024,634	958,002	968,023
Total assets	資産合計	1,991,048	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	1,910,049	1,931,078

Liabilities and Net Assets	負債及び純資産の部	FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Current liabilities	流動負債									
Trade notes payable and trade accounts payable	支払手形及び買掛金	281,824	310,747	342,719	215,693	260,388	254,067	316,584	260,235	270,329
Short-term bank loans	短期借入金	102,307	152,351	139,263	164,304	101,170	81,857	140,064	75,956	102,571
Commercial paper	コマーシャル・ペーパー	-	-	-	14,997	-	-	-	-	-
Current portion of long-term debt	1年内償還予定の社債	60,000	15,000	81,501	27,000	43,000	35,000	20,000	30,000	35,000
Other current liabilities	その他	159,766	167,810	183,247	133,228	153,311	160,026	159,231	140,439	152,225
Total current liabilities	流動負債合計	603,897	645,908	746,730	555,222	557,869	530,950	635,879	506,630	560,125
Long-term liabilities	固定負債									
Long-term debt	社債	232,710	217,617	135,000	138,000	95,000	60,000	51,850	95,000	60,000
Long-term bank loans	長期借入金	57,791	71,431	59,709	60,407	115,337	163,590	150,608	125,585	146,429
Deferred tax liabilities	繰延税金負債	83,859	98,015	80,220	57,296	61,176	64,369	49,930	58,078	50,008
Accrued pension and severance costs	退職給付引当金	31,492	23,381	27,115	28,560	32,716	30,381	31,622	30,680	29,096
Other long-term liabilities	その他	11,907	17,064	17,873	14,607	13,262	14,384	13,244	15,224	15,280
Total long-term liabilities	固定負債合計	417,759	427,508	319,917	298,870	317,491	332,724	297,254	324,567	300,813
Total liabilities	負債合計	1,021,656	1,073,416	1,066,647	854,092	875,360	863,674	933,133	831,197	860,938
Minority interests	少数株主持分	158,271	-	-	-	-	-	-	-	-
Net Assets (Shareholders' Equity)	純資産（資本）									
Shareholders' Equity	株主資本									
Common stock	資本金	96,774	96,784	96,914	99,737	99,737	99,737	99,737	99,737	99,737
Capital surplus	資本剰余金	117,474	117,491	168,197	171,020	171,020	171,020	171,020	171,020	171,020
Retained earnings	利益剰余金	480,281	543,451	616,834	622,186	637,478	696,776	741,192	674,317	708,120
Treasury stock, at cost	自己株式	(611)	(591)	(600)	(612)	(619)	(640)	(645)	(622)	(644)
Total Shareholders' Equity	株主資本合計	-	757,135	881,345	892,331	907,616	966,893	1,011,304	944,452	978,233
Accumulated other comprehensive income	その他の包括利益累計額									
Net unrealized holding gains on available-for-sale securities	その他有価証券評価差額金	116,926	117,178	70,408	31,514	50,087	61,184	57,306	48,321	44,745
Deferred gains or losses on derivatives	繰延ヘッジ損益	-	243	(237)	377	33	(35)	(192)	(53)	(36)
Land revaluation	土地再評価差額金	(1,411)	(1,422)	(1,422)	(1,422)	(1,188)	-	-	(1,188)	-
Foreign currency translation adjustments	為替換算調整勘定	1,688	14,854	17,435	(60,713)	(52,387)	(78,996)	(80,420)	(71,839)	(93,132)
Total Accumulated other comprehensive income	その他の包括利益累計額合計	-	130,853	86,184	(30,244)	(3,455)	(17,847)	(23,306)	(24,759)	(48,423)
Share warrants	新株予約権	-	24	31	37	22	17	10	21	10
Minority interests	少数株主持分	-	164,977	160,675	151,958	160,392	143,547	150,923	159,138	140,320
Total Net Assets (Total Shareholders' Equity)	純資産合計（資本合計）	811,121	1,052,989	1,128,235	1,014,082	1,064,575	1,092,610	1,138,931	1,078,852	1,070,140
Total Liabilities and Net Assets	負債・純資産合計	1,991,048	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	1,910,049	1,931,078

Fact Book (May, 2012)

Consolidated Statements of Income

連結損益計算書

(Millions of Yen)

(百万円)

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Net sales	売上高	2,007,134	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	990,573	956,804
Cost of sales	売上原価	1,645,805	1,979,737	2,102,375	1,814,447	1,516,688	1,656,750	1,688,370	806,943	793,908
Selling, general and administrative expenses	販売費及び一般管理費	255,834	275,913	289,487	284,004	267,936	273,267	284,028	137,628	139,062
Operating income	営業利益	105,495	128,745	148,996	23,527	51,728	103,810	86,946	46,002	23,834
Non-operating income	営業外収益									
Interest income	受取利息	1,480	1,744	1,946	1,401	840	663	1,071	382	492
Dividend income	受取配当金	4,007	3,929	5,440	6,631	4,483	3,692	3,147	2,357	1,939
Equity in net income	持分法による投資利益	17,417	19,714	19,765	12,529	12,159	23,861	20,527	14,226	9,037
Other income	その他	14,567	17,379	17,395	13,970	13,796	14,180	12,508	7,370	5,920
Total	計	37,471	42,766	44,546	34,531	31,278	42,396	37,253	24,335	17,388
Non-operating expenses	営業外費用									
Interest expenses	支払利息	6,624	9,198	9,856	8,294	6,186	5,189	5,378	2,724	2,703
Other expenses	その他	23,148	16,945	14,042	11,991	8,614	11,918	12,125	5,460	2,949
Total	計	29,772	26,143	23,898	20,285	14,800	17,107	17,503	8,184	5,652
Ordinary income	経常利益	113,194	145,368	169,644	37,773	68,206	129,099	106,696	62,153	35,570
Extraordinary profit	特別利益									
Gain on sales of fixed assets	固定資産売却益	2,853	3,973	379	-	1,825	368	259	-	293
Gain on sales of investment securities	投資有価証券売却益	1,668	2,844	801	-	7,140	7,970	6,790	-	2,209
Gain on business transfer	事業譲渡益	-	-	9,601	-	-	-	-	-	-
Amortization of prior service cost	退職給付過去勤務債務取崩益	3,730	3,172	926	-	-	-	-	-	-
Gain on exemption from substitutional portion of the employees' pension funds	退職給付代行部分返上益	-	-	-	-	-	-	-	-	-
Gain on securities contributed to employees' retirement benefit trust	退職給付信託設定益	-	-	-	31,231	-	-	-	-	-
Other	他	-	1,755	-	-	-	-	-	-	-
Total	計	8,251	11,744	11,707	31,231	8,965	8,338	7,049	-	2,502
Extraordinary loss	特別損失									
Loss on disposal of fixed assets	固定資産除却損	4,296	3,694	3,750	3,635	4,371	2,188	2,191	864	810
Provision for loss on investment securities	投資有価証券評価損	949	1,277	550	9,067	1,240	1,287	2,162	-	2,021
Restructuring expenses	事業構造改善費用	-	-	-	6,463	5,777	-	-	-	-
Pension costs of prior years	退職給付費用	-	-	-	-	-	-	-	-	-
Impairment losses of fixed assets	減損損失	6,560	5,486	10,439	8,713	3,595	11,336	-	-	-
Loss on disaster	災害損失	-	-	-	-	-	8,845	7,349	-	5,267
Provision for surcharge	課徴金引当金繰入額	-	-	-	-	6,763	-	2,102	-	2,142
Other	他	1,361	2,105	-	-	-	-	-	-	-
Total	計	13,166	12,562	14,739	27,878	21,746	23,656	13,804	864	10,240
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	108,279	144,550	166,612	41,126	55,425	113,781	99,941	61,289	27,832
Income and enterprise taxes	法人税、住民税及び事業税	36,679	39,052	45,374	17,690	24,971	30,993	29,406	13,172	9,814
Adjustment for income taxes	法人税等調整額	1,658	16,289	13,488	782	(8,050)	165	1,004	1,812	(3,870)
Minority interests	少数株主損益	11,596	13,180	19,946	5,417	9,796	12,009	10,670	4,919	2,820
Net income(loss)	当期純利益	58,346	76,029	87,804	17,237	28,708	70,614	58,861	41,386	19,068

Consolidated Statements of Cash Flows
連結キャッシュ・フロー計算書

(Millions of Yen)
(百万円)

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Cash flows from operating activities	営業活動によるキャッシュ・フロー									
Income before income taxes and minority interests	税金等調整前当期純利益	108,279	144,550	166,612	41,126	55,425	113,781	99,941	61,289	27,832
Depreciation and amortization	減価償却費	87,151	99,802	106,682	107,840	103,712	96,969	76,653	46,109	36,701
Equity in net income	持分法による投資損益	(17,417)	(19,714)	(19,765)	(12,529)	(12,159)	(23,861)	(20,527)	(14,226)	(9,037)
Gain on securities contributed to employees' retirement benefit trust	退職給付信託設定損益	-	-	-	(31,231)	-	-	-	-	-
Decrease(Increase) in trade notes and accounts receivables	売上債権の減少額(増加額)	(37,823)	(55,252)	(11,467)	163,086	(58,559)	(16,232)	(47,628)	7,352	6,135
Decrease(Increase) in inventories	棚卸資産の減少額(増加額)	(13,239)	(31,277)	(19,897)	16,748	28,307	(52,521)	(20,174)	(23,844)	(24,589)
Increase(Decrease) in trade notes and accounts payable	仕入債務の増加額(減少額)	9,628	20,654	15,021	(88,191)	37,275	21,658	17,331	11,112	(6,452)
Others, net	その他	18,403	6,734	9,568	(2,255)	22,814	23,454	1,782	5,840	3,255
Sub total	小計	154,982	165,497	246,754	194,594	176,815	163,248	107,378	93,632	33,845
Interest and dividends received	利息及び配当金の受取額	10,091	12,783	11,476	11,719	8,309	10,411	9,140	5,447	4,342
Interest paid	利息の支払額	(6,357)	(8,614)	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(2,695)	(2,662)
Provision for surcharge	課徴金の支払額	-	-	-	-	-	(6,763)	-	(6,763)	-
Income taxes paid	法人税等の支払額	(33,743)	(38,669)	(43,790)	(29,650)	(7,506)	(22,394)	(24,987)	(11,159)	(14,326)
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	124,973	130,997	204,612	168,509	171,576	139,298	86,051	78,462	21,199
Cash flows from investing activities	投資活動によるキャッシュ・フロー									
Expenditures for purchase of securities	有価証券及び投資有価証券の取得による支出	(20,283)	(17,927)	(12,492)	(19,276)	(12,576)	(8,964)	(15,435)	(2,925)	(13,849)
Proceeds from sales of securities and investment securities	有価証券及び投資有価証券の売却による収入	3,932	3,962	1,051	1,358	32,019	20,212	15,433	127	3,100
Expenditures for purchase of property, plant and equipment	有形固定資産の取得による支出	(113,911)	(121,376)	(120,524)	(126,350)	(84,565)	(91,163)	(121,411)	(43,930)	(53,483)
Proceeds from sales of property, plant and equipment	有形固定資産の売却による収入	7,047	10,756	2,969	1,721	6,669	3,518	2,115	1,800	1,849
Others, net	その他	(32,125)	(6,608)	2,582	(18,503)	(14,446)	(10,154)	(9,925)	(267)	788
Net cash used in investing activities	投資活動によるキャッシュ・フロー	(155,340)	(131,193)	(126,414)	(161,050)	(72,899)	(86,551)	(129,223)	(45,195)	(61,595)
Free Cash Flow	フリーキャッシュ・フロー	(30,367)	(196)	78,198	7,459	98,677	52,747	(43,172)	33,267	(40,396)
Cash flows from financing activities	財務活動によるキャッシュ・フロー									
Net increase(decrease) in short-term loan payable	短期借入金の純増加額(純減少額)	(250)	44,421	(11,394)	33,464	(62,946)	(13,768)	33,823	(18,353)	4,350
Proceeds from long-term loan payable	長期借入れによる収入	22,451	29,647	2,100	12,210	68,203	55,793	14,414	10,760	3,697
Repayment of long-term loan payable	長期借入金の返済による支出	(15,679)	(16,794)	(14,955)	(7,299)	(16,372)	(8,184)	(7,776)	(6,444)	(1,504)
Proceeds from issuance of commercial paper	コマーシャル・ペーパー発行による収入	-	-	-	14,997	(14,997)	-	-	-	-
Proceeds from long-term debt	社債の発行による収入	50,000	-	-	30,000	-	-	11,850	-	-
Repayment of long-term debt	社債の償還による支出	(25,130)	(60,000)	(15,014)	(75,855)	(27,000)	(43,000)	(35,000)	(13,000)	-
Cash dividends paid by parent company	親会社による配当金の支払額	(8,336)	(10,621)	(15,477)	(16,616)	(11,107)	(14,280)	(15,075)	(7,140)	(7,933)
Others, net	その他	(1,954)	(3,202)	(1,206)	(2,858)	(3,394)	(4,406)	(4,627)	(2,484)	(3,767)
Net cash provided by (used in) financing activities	財務活動によるキャッシュ・フロー	21,102	(16,549)	(55,946)	(11,957)	(67,613)	(27,845)	(2,391)	(36,661)	(5,157)
Effect of exchange rate changes on cash and cash equivalents	現金及び現金同等物に係る換算差額	810	1,027	(3,480)	(6,767)	(264)	(2,720)	541	(1,698)	(3,313)
Net increase(decrease) in cash and cash equivalents	現金及び現金同等物の増加額(減少額)	(8,455)	(15,718)	18,772	(11,265)	30,800	22,182	(45,022)	(5,092)	(48,866)
Cash and cash equivalents at the beginning of year	現金・現金同等物の期首残高	152,876	144,614	130,521	151,778	143,946	175,617	192,092	175,617	192,092
Net increase(decrease) in cash and cash equivalents resulting from change of fiscal term of subsidiaries	連結子会社の決算期変更による現金及び現金同等物の増減額(△は減少)	-	-	-	-	-	(689)	(7,610)	(689)	(7,610)
Cash and cash equivalents of newly consolidated subsidiaries	新規連結に伴う現金及び現金同等物の増加額	193	1,625	2,920	3,946	1,343	1,304	3,273	937	-
Cash and cash equivalents of exclusive consolidated subsidiaries	連結除外に伴う現金及び現金同等物の減少額	-	-	(435)	(513)	(472)	(6,322)	(374)	(8)	-
Cash and cash equivalents at the end of year	現金・現金同等物の期末残高	144,614	130,521	151,778	143,946	175,617	192,092	142,359	170,765	135,616

(Note)

Reconciliation of the balance of cash and cash equivalents at the end of the fiscal year and Cash and time deposits in the consolidated balance sheets

(注)

現金及び現金同等物の期末残高と連結貸借対照表に掲記されている科目の金額との関係

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Cash and time deposits	現金及び預金勘定	144,634	130,541	137,948	131,239	143,851	142,287	132,657	135,922	115,930
Time deposits with a maturity of 3 months or more at date of purchase	預入期間が3ヶ月を超える定期預金	(20)	(20)	(170)	(201)	(234)	(1,195)	(2,576)	(2,457)	(2,687)
Marketable securities and loans receivable	有価証券勘定・短期貸付金勘定	-	-	14,000	13,000	32,000	51,000	12,278	37,300	22,373
Restricted deposits	拘束性預金	-	-	-	(92)	-	-	-	-	-
Cash and cash equivalents	現金及び現金同等物	144,614	130,521	151,778	143,946	175,617	192,092	142,359	170,765	135,616

Fact Book (May, 2012)

Segment Information by Geographic Area

所在地別セグメント情報

(Millions of Yen)
(百万円)

Net sales	売上高	FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Japan	日本	1,609,784	1,811,302	1,884,236	1,605,614	1,444,970	1,495,548	1,480,752	745,197	686,268
Americas	米州	290,871	321,677	341,327	252,947	194,173	240,078	238,176	118,353	104,753
Asia	アジア	329,844	474,175	567,064	496,056	440,815	596,160	638,768	280,719	290,869
Europe and others	欧州その他	115,378	226,027	265,644	186,705	152,664	193,602	206,893	87,720	104,533
Total	計	2,345,877	2,833,181	3,058,271	2,541,322	2,232,622	2,525,388	2,564,589	1,231,989	1,186,423
Elimination or Corporate	消去または全社	(338,743)	(448,786)	(517,413)	(419,344)	(396,270)	(491,561)	(505,245)	(241,416)	(229,619)
Consolidated	連結	2,007,134	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	990,573	956,804

Operating income	営業利益	FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Japan	日本	74,106	89,680	92,954	(1,089)	30,351	50,838	43,714	18,746	7,505
Americas	米州	14,136	11,032	13,330	1,270	1,199	9,560	6,984	5,103	1,635
Asia	アジア	14,395	21,394	33,104	24,069	23,627	36,347	28,645	18,346	9,974
Europe and others	欧州その他	3,637	6,337	9,440	(2,150)	(3,337)	8,460	7,351	3,859	4,202
Total	計	106,274	128,443	148,828	22,100	51,840	105,205	86,694	46,054	23,316
Elimination or Corporate	消去または全社	(779)	302	168	1,427	(112)	(1,395)	252	(52)	518
Consolidated	連結	105,495	128,745	148,996	23,527	51,728	103,810	86,946	46,002	23,834

Identifiable assets	資産	FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Japan	日本	1,616,474	1,677,531	1,724,268	1,557,175	1,645,223	1,652,066	1,732,528	-	-
Americas	米州	157,529	181,204	179,818	147,643	130,526	121,648	132,954	-	-
Asia	アジア	215,041	268,637	334,039	279,111	305,326	343,410	396,704	-	-
Europe and others	欧州その他	126,691	148,980	165,037	115,586	112,218	111,628	126,033	-	-
Total	計	2,115,735	2,276,352	2,403,162	2,099,515	2,193,293	2,228,752	2,388,219	-	-
Elimination or Corporate	消去または全社	(124,687)	(149,947)	(208,280)	(231,341)	(253,358)	(272,468)	(316,155)	-	-
Consolidated	連結	1,991,048	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	-	-

Overseas Net sales

海外売上高

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Americas	米州	289,085	313,842	332,164	248,121	195,716	239,947	241,638	118,375	109,207
Ratio to consolidated net sales	連結売上高に占める割合(%)	14.4	13.2	13.1	11.7	10.7	11.8	11.7	11.9	11.4
Asia	アジア	262,900	348,273	416,785	364,004	348,254	451,096	488,324	211,876	231,228
Ratio to consolidated net sales	連結売上高に占める割合(%)	13.1	14.6	16.4	17.1	18.9	22.2	23.7	21.4	24.2
Europe and others	欧州その他	121,980	238,440	283,221	194,562	161,387	199,327	209,982	92,748	107,468
Ratio to consolidated net sales	連結売上高に占める割合(%)	6.1	10.0	11.1	9.2	8.8	9.8	10.2	9.4	11.2
Total	計	673,965	900,555	1,032,170	806,687	705,357	890,370	939,944	422,999	447,903
Ratio to consolidated net sales	連結売上高に占める割合(%)	33.6	37.8	40.6	38.0	38.4	43.8	45.6	42.7	46.8
Consolidated net sales	連結売上高	2,007,134	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	990,573	956,804

5. Financial Index

主要財務指標

Profitability Data

収益性指標

(Millions of Yen)
(百万円)

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Net sales	売上高	2,007,134	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	990,573	956,804
Operating income	営業利益	105,495	128,745	148,996	23,527	51,728	103,810	86,946	46,002	23,834
Ordinary income	経常利益	113,194	145,368	169,644	37,773	68,206	129,099	106,696	62,153	35,570
Income before taxes	税前利益	108,279	144,550	166,612	41,126	55,425	113,781	99,941	61,289	27,832
Net income	当期純利益	58,346	76,029	87,804	17,237	28,708	70,614	58,861	41,386	19,068
Total assets	総資産残高	1,991,048	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	1,910,049	1,931,078
Net assets	純資産	811,121	1,052,989	1,128,235	1,014,082	1,064,575	1,092,610	1,138,931	1,078,852	1,070,140
Return on Equity(%)	自己資本当期純利益率(%)	7.8	8.9	9.5	1.9	3.3	7.6	6.1	9.1	4.1
Operating income / Total assets(%)	総資産営業利益率(%)	5.7	6.3	6.9	1.2	2.7	5.3	4.3	4.8	2.5
Capital employed ※	使用資本※	1,422,200	1,509,388	1,543,708	1,419,559	1,420,161	1,434,533	1,502,926	1,406,631	1,415,534
Operating income / Capital employed(%)	使用資本営業利益率(%)	7.9	8.8	9.8	1.6	3.6	7.3	5.9	6.5	3.3
Operating income / Net sales(%)	売上高営業利益率(%)	5.3	5.4	5.9	1.1	2.8	5.1	4.2	4.6	2.5
Ordinary income / Net sales(%)	売上高経常利益率(%)	5.6	6.1	6.7	1.8	3.7	6.3	5.2	6.3	3.7
Return on sales(%)	売上高当期利益率(%)	2.9	3.2	3.5	0.8	1.6	3.5	2.9	4.2	2.0

※総資産－無利子負債

Financial Stability Data

安全性指標

Total Assets－Interest-free Liabilities

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Shareholders' equity ratio(%)	自己資本比率(%)	40.7	41.8	44.1	46.1	46.6	48.5	47.7	48.2	48.1
Interest-bearing debt	有利子負債残高	452,808	456,399	415,473	405,477	355,586	341,923	363,995	327,779	345,394
Debt / equity ratio(%)	有利子負債/自己資本比率(%)	55.8	51.4	42.9	47.0	39.3	36.0	36.8	35.6	37.1
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	124,973	130,997	204,612	168,509	171,576	139,298	86,051	78,462	21,199
Interest paid	利息の支払額(キャッシュ・フローベース)	(6,357)	(8,614)	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(2,695)	(2,662)
Interest coverage ratio(Times)	インタレストカバレッジレシオ(倍)	20.7	16.2	21.8	21.7	29.4	27.8	16.7	30.1	9.0
Current assets	流動資産	943,168	1,032,699	1,133,818	868,813	959,950	988,783	1,047,430	952,047	963,055
Current liabilities	流動負債	603,897	645,908	746,730	555,222	557,869	530,950	635,879	506,630	560,125
Current ratio(%)	流動比率(%)	156.2	159.9	151.8	156.5	172.1	186.2	164.7	187.9	171.9

Efficiency Data

効率性指標

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Total assets turnover(Times)	総資産回転率	1.1	1.2	1.2	1.0	1.0	1.0	1.0	1.0	1.0
Inventories	棚卸資産残高	233,315	271,234	311,983	268,078	251,727	286,519	310,086	267,592	304,435
Inventory turnover(Times)	棚卸資産回転率	9.2	9.5	8.7	7.3	7.1	7.6	6.9	7.6	6.5
Account receivable	売上債権残高	475,961	547,822	581,450	371,571	442,466	425,374	500,857	426,857	431,259
Account receivable turnover(Times)	売上債権回転率	4.5	4.7	4.5	4.5	4.5	4.7	4.4	4.6	4.5

Per Share Data

一株当たり指標

(Yen)
(円)

		FY2005	2006	2007	2008	2009	2010	2011	1H/2010	1H/2011
Net income per share	一株当たり当期純利益	76.43	100.22	112.74	21.78	36.19	89.02	74.21	52.17	24.04
Earnings before depreciation and amortization per share	一株当たりキャッシュ・フロー利益	192.0	231.8	250.0	158.5	167.1	211.0	172.5	110.3	70.3
Shareholders' equity per share	一株当たり純資産	1068.73	1170.54	1,226.56	1,086.79	1,139.84	1,196.46	1,245.57	1,159.42	1,172.21