

## FACT BOOK

2012年度 (2013年3月期) 第3四半期実績  
FY2012 3rd Quarter Result



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2013年2月4日  
As of February 4th, 2013

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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)

		2010				2011				2012			Change ②-①
		1st Half	3Q	4Q	Total	1st Half	3Q①	4Q	Total	1st Half	3Q②	Total E	
Net sales	売上高	990,573	487,440	555,814	2,033,827	956,804	505,007	597,533	2,059,344	1,042,775	520,496	2,100,000	15,489
Operating income	営業利益	46,002	21,992	35,816	103,810	23,834	22,381	40,731	86,946	34,732	12,187	87,000	(10,194)
Equity in net income	持分法による投資利益	14,226	6,266	3,369	23,861	9,037	4,326	7,164	20,527	9,975	4,617	20,000	291
Other non-operating income (expense)	その他営業外損益	1,925	244	(741)	1,428	2,699	522	(3,998)	(777)	(3,176)	846	(7,000)	324
Ordinary income	経常利益	62,153	28,502	38,444	129,099	35,570	27,229	43,897	106,696	41,531	17,650	100,000	(9,579)
Extraordinary profit	特別利益	-	-	8,338	8,338	2,502	4,306	241	7,049	2,621	3,936	6,100	(370)
Extraordinary loss	特別損失	864	309	22,483	23,656	10,240	1,121	2,443	13,804	9,161	1,601	14,100	480
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	61,289	28,193	24,299	113,781	27,832	30,414	41,695	99,941	34,991	19,985	92,000	(10,429)
Income taxes	法人税等	14,984	4,327	11,847	31,158	5,944	9,738	14,728	30,410	12,872	7,356	33,000	(2,382)
Minority Interests	少数株主利益	4,919	3,230	3,860	12,009	2,820	2,792	5,058	10,670	6,314	2,373	14,000	(419)
Net Income(loss)	当期純利益	41,386	20,636	8,592	70,614	19,068	17,884	21,909	58,861	15,805	10,256	45,000	(7,628)

2. B/S Summary  
貸借対照表概要

		2010			2011			2012	
		1st Half	3Q	2nd Half	1st Half	3Q	2nd Half	1st Half	3Q
Current Assets	流動資産	952,047	950,504	988,783	963,055	991,309	1,047,430	1,002,167	1,036,392
Property, plant and equipment	有形固定資産	510,955	494,806	481,775	496,333	510,617	543,716	564,124	602,448
Intangible assets	無形固定資産	27,566	25,938	25,446	25,810	25,566	27,255	27,375	28,404
Investments and long-term receivables	投資その他の資産	419,481	468,295	460,280	445,880	428,895	453,663	449,836	474,215
Fixed Assets	固定資産	958,002	989,039	967,501	968,023	965,078	1,024,634	1,041,335	1,105,067
Total Assets	資産合計	1,910,049	1,939,543	1,956,284	1,931,078	1,956,387	2,072,064	2,043,502	2,141,459
Current Liabilities	流動負債	506,630	513,754	530,950	560,125	589,636	635,879	595,640	645,595
Long-term Liabilities	固定負債	324,567	337,088	332,724	300,813	291,592	297,254	319,124	317,346
Total Liabilities	負債合計	831,197	850,842	863,674	860,938	881,228	933,133	914,764	962,941
Shareholders' Equity	株主資本	944,452	958,539	966,893	978,233	989,008	1,011,304	1,019,113	1,021,450
Accumulated other comprehensive income	その他の包括利益累計額	(24,759)	(11,677)	(17,847)	(48,423)	(55,511)	(23,306)	(45,828)	(6,256)
Share Warrants	新株予約権	21	21	17	10	10	10	-	-
Minority Interests	少数株主持分	159,138	141,818	143,547	140,320	141,652	150,923	155,453	163,324
Total Net Assets	純資産合計	1,078,852	1,088,701	1,092,610	1,070,140	1,075,159	1,138,931	1,128,738	1,178,518
Total Liabilities and Net Assets	負債・純資産合計	1,910,049	1,939,543	1,956,284	1,931,078	1,956,387	2,072,064	2,043,502	2,141,459

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## 3. Business Segment Information

### 事業の種類別セグメント情報

Net Sales and Operating Income by Business Segment

### 事業セグメント別売上高・営業利益

(Millions of Yen)

(百万円)

(Business Segment)	(セグメント区分)	2011							2012						
		1Q	2Q	1st Half	3Q	4Q	2nd Half	Total	1Q	2Q	1st Half	3Q	Total E		
Automotive	Net Sales	自動車	売上高	194,043	257,263	451,306	250,819	289,557	540,376	991,682	274,352	256,632	530,984	250,320	1,040,000
	Operating Income		営業利益	(118)	14,115	13,997	17,468	22,866	40,334	54,331	15,738	12,836	28,574	8,832	53,500
Information & Communications	Net Sales	情報通信	売上高	37,162	39,148	76,310	35,880	49,801	85,681	161,991	34,507	38,819	73,326	37,426	170,000
	Operating Income		営業利益	(2,225)	(2,012)	(4,237)	(3,572)	1,937	(1,635)	(5,872)	(4,232)	(3,597)	(7,829)	(2,379)	(4,000)
Electronics	Net Sales	エレクトロニクス	売上高	41,559	44,491	86,050	46,571	53,165	99,736	185,786	47,102	52,047	99,149	61,603	220,000
	Operating Income		営業利益	(343)	306	(37)	1,435	1,891	3,326	3,289	1	986	987	257	5,500
Electric wire & cable, energy	Net Sales	電線・機材・エネルギー	売上高	117,122	121,040	238,162	118,099	152,363	270,462	508,624	118,940	117,286	236,226	121,537	480,000
	Operating Income		営業利益	1,340	3,529	4,869	2,625	9,428	12,053	16,922	2,438	3,330	5,768	3,436	16,000
Industrial Materials and others	Net Sales	産業素材他	売上高	65,581	70,668	136,249	70,310	71,320	141,630	277,879	69,106	68,398	137,504	65,280	280,000
	Operating Income		営業利益	3,746	5,509	9,255	4,368	4,839	9,207	18,462	3,960	3,319	7,279	2,094	16,000
Eliminations and corporate	Net Sales	消去又は全社	売上高	(13,870)	(17,403)	(31,273)	(16,672)	(18,673)	(35,345)	(66,618)	(16,750)	(17,664)	(34,414)	(15,670)	(90,000)
	Operating Income		営業利益	32	(45)	(13)	57	(230)	(173)	(186)	0	(47)	(47)	(53)	0
Consolidated Total	Net Sales	連結合計	売上高	441,597	515,207	956,804	505,007	597,533	1,102,540	2,059,344	527,257	515,518	1,042,775	520,496	2,100,000
	Operating Income		営業利益	2,432	21,402	23,834	22,381	40,731	63,112	86,946	17,905	16,827	34,732	12,187	87,000

Breakdown of Each Business Segment

### 各セグメント別売上高の主要製品内訳

