

## FACT BOOK

2012年度 (2013年3月期) 実績  
FY2012 Result



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2013年5月10日  
As of May 10th, 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)	
		FY2006	2007	2008	2009	2010	2011①	2012②	2013 E ③	Change ②-①	Change ③-②
Net sales	売上高	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,400,000	100,598	240,058
Operating income	営業利益	128,745	148,996	23,527	51,728	103,810	86,946	76,790	100,000	(10,156)	23,210
Equity in net income	持分法による投資利益	19,714	19,765	12,529	12,159	23,861	20,527	22,115	24,000	1,588	1,885
Other non-operating income(expense)	その他営業外損益	(3,091)	883	1,717	4,319	1,428	(777)	(4,789)	(4,000)	(4,012)	789
Ordinary income	経常利益	145,368	169,644	37,773	68,206	129,099	106,696	94,116	120,000	(12,580)	25,884
Extraordinary profit	特別利益	11,744	11,707	31,231	8,965	8,338	7,049	6,682	0	(367)	(6,682)
Extraordinary loss	特別損失	12,562	14,739	27,878	21,746	23,656	13,804	16,714	8,000	2,910	(8,714)
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	144,550	166,612	41,126	55,425	113,781	99,941	84,084	112,000	(15,857)	27,916
Income taxes	法人税等	55,341	58,862	18,472	16,921	31,158	30,410	34,746	40,000	4,336	5,254
Minority interests	少数株主利益	13,180	19,946	5,417	9,796	12,009	10,670	11,383	12,000	713	617
Net income(loss)	当期純利益	76,029	87,804	17,237	28,708	70,614	58,861	37,955	60,000	(20,906)	22,045

1st half and 2nd half breakdown  
上期下期内訳

		2011		2012		2013 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Net sales	売上高	956,804	1,102,540	1,042,775	1,117,167	1,100,000	1,300,000
Operating income	営業利益	23,834	63,112	34,732	42,058	30,000	70,000
Equity in net income	持分法による投資利益	9,037	11,490	9,975	12,140	10,000	14,000
Other non-operating income(expense)	その他営業外損益	2,699	(3,476)	(3,176)	(1,613)	0	(4,000)
Ordinary income	経常利益	35,570	71,126	41,531	52,585	40,000	80,000
Extraordinary profit	特別利益	2,502	4,547	2,621	4,061	0	0
Extraordinary loss	特別損失	10,240	3,564	9,161	7,553	4,000	4,000
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	27,832	72,109	34,991	49,093	36,000	76,000
Income taxes	法人税等	5,944	24,466	12,872	21,874	11,000	29,000
Minority interests	少数株主利益	2,820	7,850	6,314	5,069	5,000	7,000
Net income(loss)	当期純利益	19,068	39,793	15,805	22,150	20,000	40,000

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)	FY2006	2007	2008	2009	2010	2011①	2012②	2013 E ③	Change ②-①	Change ③-②
Automotive	自動車	1,095,852	1,199,352	917,125	816,623	960,002	991,682	1,071,168	1,255,000	79,486	183,832
Information & Communications	情報通信	333,063	275,596	274,966	271,177	218,165	161,991	155,132	180,000	(6,859)	24,868
Electronics	エレクトロニクス	223,002	219,985	182,870	165,050	178,209	185,786	217,571	240,000	31,785	22,429
Electric wire & cable, energy	電線・機材・エネルギー	501,802	594,757	536,090	412,511	464,883	508,624	511,182	530,000	2,558	18,818
Industrial Materials and others	産業素材他	295,458	301,883	282,056	228,225	277,533	277,879	272,524	300,000	(5,355)	27,476
Eliminations and corporate	消去又は全社	(64,782)	(50,715)	(71,129)	(57,234)	(64,965)	(66,618)	(67,635)	(105,000)	(1,017)	(37,365)
Consolidated Total	連結合計	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,400,000	100,598	240,058

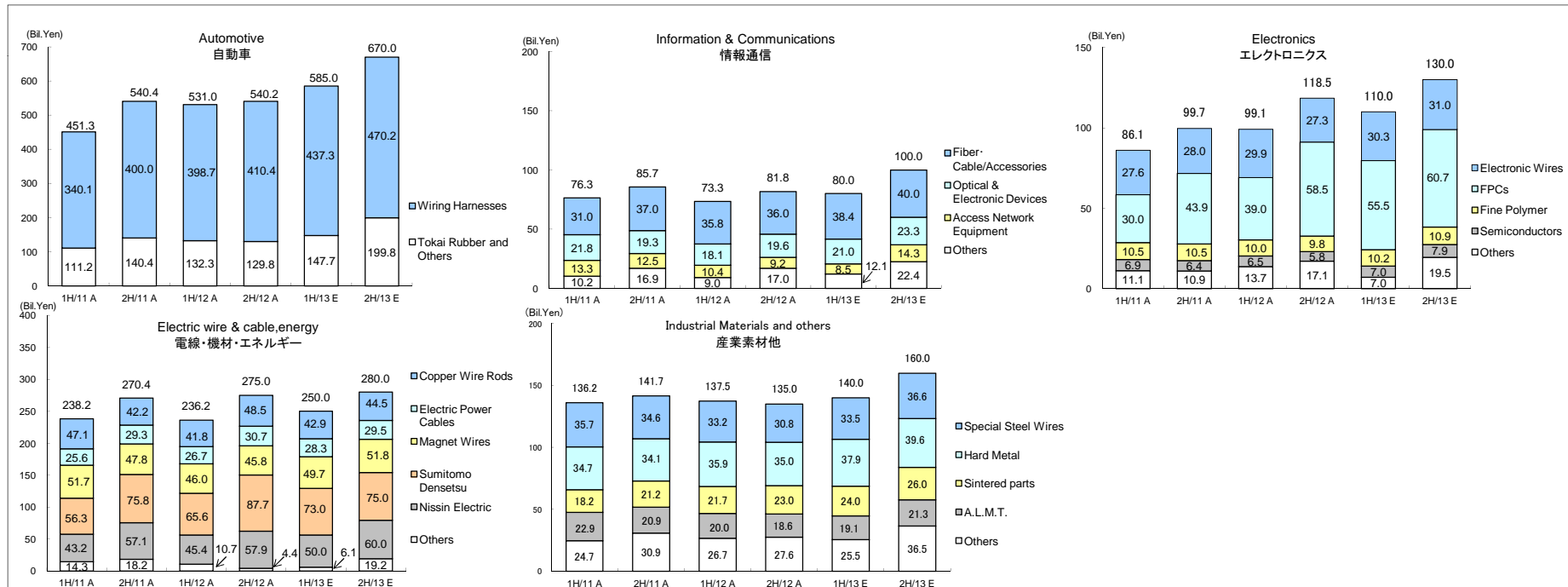
1st half and 2nd half breakdown

上期下期内訳

		2011		2012		2013 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Automotive	自動車	451,306	540,376	530,984	540,184	585,000	670,000
Information & Communications	情報通信	76,310	85,681	73,326	81,806	80,000	100,000
Electronics	エレクトロニクス	86,050	99,736	99,149	118,422	110,000	130,000
Electric wire & cable, energy	電線・機材・エネルギー	238,162	270,462	236,226	274,956	250,000	280,000
Industrial Materials and others	産業素材他	136,249	141,630	137,504	135,020	140,000	160,000
Eliminations and corporate	消去又は全社	(31,273)	(35,345)	(34,414)	(33,221)	(65,000)	(40,000)
Consolidated Total	連結合計	956,804	1,102,540	1,042,775	1,117,167	1,100,000	1,300,000

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

		FY2006	2007	2008	2009	2010	2011①	2012②	2013E③	Change ② - ①	Change ③ - ②
Automotive	自動車	58,048	74,532	6,142	34,526	64,118	54,331	53,116	58,500	(1,215)	5,384
Information & Communications	情報通信	12,610	8,143	5,010	3,624	2,983	(5,872)	(10,255)	1,000	(4,383)	11,255
Electronics	エレクトロニクス	19,957	17,154	1,104	4,849	6,603	3,289	5	5,500	(3,284)	5,495
Electric wire & cable, energy	電線・機材・エネルギー	11,888	18,734	8,899	7,893	13,428	16,922	19,084	18,000	2,162	(1,084)
Industrial Materials and others	産業素材他	26,072	30,300	2,346	944	16,884	18,462	15,100	17,000	(3,362)	1,900
Eliminations and corporate	消去又は全社	170	133	26	(108)	(206)	(186)	(260)	0	(74)	260
Consolidated Total	連結合計	128,745	148,996	23,527	51,728	103,810	86,946	76,790	100,000	(10,156)	23,210

## 1st half and 2nd half breakdown

## 上期下期内訳

		2011		2012		2013 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Automotive	自動車	13,997	40,334	28,574	24,542	23,000	35,500
Information & Communications	情報通信	(4,237)	(1,635)	(7,829)	(2,426)	(4,500)	5,500
Electronics	エレクトロニクス	(37)	3,326	987	(982)	500	5,000
Electric wire & cable, energy	電線・機材・エネルギー	4,869	12,053	5,768	13,316	4,500	13,500
Industrial Materials and others	産業素材他	9,255	9,207	7,279	7,821	6,500	10,500
Eliminations and corporate	消去又は全社	(13)	(173)	(47)	(213)	0	0
Consolidated Total	連結合計	23,834	63,112	34,732	42,058	30,000	70,000

## Assets by Business Segment

## 事業セグメント別資産残高

## Total Assets

## 総資産

(Millions of Yen)  
(百万円)

		FY2008	2009	2010	2011①	2012②	Change ② - ①
Automotive	自動車	657,739	705,376	735,249	846,223	986,063	139,840
Information & Communications	情報通信	255,405	237,635	198,573	198,393	205,028	6,635
Electronics	エレクトロニクス	126,821	136,578	145,036	156,523	194,423	37,900
Electric wire & cable, energy	電線・機材・エネルギー	397,473	390,313	404,779	429,971	446,236	16,265
Industrial Materials and others	産業素材他	413,619	427,849	424,499	443,074	453,989	10,915
Eliminations and corporate	消去又は全社	17,117	42,184	48,148	(2,120)	11,828	13,948
Consolidated Total	連結合計	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	225,503

## 3. Capital Expenditure/ Depreciation and Amortization/ R&amp;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)	
		FY2006	2007	2008	2009	2010	2011①	2012②	2013E③	Change ② - ①	Change ③ - ②
Automotive	自動車	69,100	72,900	69,600	29,600	45,700	60,500	76,900	93,000	16,400	16,100
Information & Communications	情報通信	9,800	7,500	9,100	12,900	18,700	14,800	12,100	11,000	(2,700)	(1,100)
Electronics	エレクトロニクス	13,900	10,900	12,000	6,700	10,100	15,600	21,400	11,000	5,800	(10,400)
Electric wire & cable, energy	電線・機材・エネルギー	7,800	9,500	18,300	15,500	9,800	13,600	12,400	19,000	(1,200)	6,600
Industrial Materials and others	産業素材他	19,300	21,100	22,600	8,600	14,100	30,500	25,100	26,000	(5,400)	900
Consolidated Total	連結合計	119,900	121,900	131,600	73,300	98,400	135,000	147,900	160,000	12,900	12,100

## Depreciation and Amortization

## 減価償却費

										(Millions of Yen) (百万円)	
		FY2006	2007	2008	2009	2010	2011①	2012②	2013 E③	Change ② - ①	Change ③ - ②
Automotive	自動車	54,100	57,600	55,300	50,600	45,000	36,500	44,100	54,000	7,600	9,900
Information & Communications	情報通信	10,200	10,000	10,300	12,200	12,300	9,300	11,300	12,500	2,000	1,200
Electronics	エレクトロニクス	11,100	11,400	11,300	10,300	9,500	8,800	10,200	14,500	1,400	4,300
Electric wire & cable, energy	電線・機材・エネルギー	7,700	10,200	13,000	13,300	13,200	9,900	9,500	11,500	(400)	2,000
Industrial Materials and others	産業素材他	16,700	17,700	18,300	17,400	16,800	13,500	15,500	17,500	2,000	2,000
Consolidated Total	連結合計	99,800	106,900	108,200	103,800	96,800	78,000	90,600	110,000	12,600	19,400

## R&amp;D Expenses

## 研究開発費

										(Millions of Yen) (百万円, %)	
		FY2006	2007	2008	2009	2010	2011①	2012②	2013 E③	Change ② - ①	Change ③ - ②
Automotive	自動車	40,900	41,400	38,900	37,500	45,100	49,000	57,900	59,000	8,900	1,100
Information & Communications	情報通信	12,200	12,000	13,400	17,500	17,100	16,100	13,500	12,000	(2,600)	(1,500)
Electronics	エレクトロニクス	7,700	7,900	7,100	5,600	5,400	5,600	5,200	4,500	(400)	(700)
Electric wire & cable, energy	電線・機材・エネルギー	3,800	6,900	9,600	7,600	7,200	9,600	11,000	12,000	1,400	1,000
Industrial Materials and others	産業素材他	3,800	4,100	4,000	4,100	4,200	6,300	6,700	7,500	400	800
Consolidated Total	連結合計	68,400	72,300	73,000	72,300	79,000	86,600	94,300	95,000	7,700	700
R&D Expense / Net Sales	売上高比率	2.9	2.8	3.4	3.9	3.9	4.2	4.4	4.0	0.2	(0.4)

## 4. Consolidated Financial Statements

## 連結財務諸表

Consolidated Balance Sheets

## 連結貸借対照表

(Millions of Yen)

(百万円)

Assets	資産の部	FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Current Assets	流動資産									
Cash and time deposits	現金及び預金	130,541	137,948	131,239	143,851	142,287	132,657	172,637	115,930	135,102
Trade notes and accounts	受取手形及び売掛金	547,295	580,487	371,309	441,892	425,187	500,857	502,000	431,161	441,566
Marketable securities	有価証券	-	15,001	13,500	32,000	53,993	12,288	4,164	22,373	22,315
Inventories	たな卸資産	271,234	311,983	268,078	251,727	286,519	310,086	343,766	304,435	318,930
Deferred tax assets	繰延税金資産	34,048	35,699	28,155	31,755	32,979	30,683	32,028	33,840	29,322
Other current assets	その他	53,813	55,627	59,731	61,627	50,013	62,690	63,876	57,577	57,180
Allowance for doubtful receivables	貸倒引当金	(4,232)	(2,927)	(3,199)	(2,902)	(2,195)	(1,831)	(2,710)	(2,261)	(2,248)
Total current assets	流動資産合計	1,032,699	1,133,818	868,813	959,950	988,783	1,047,430	1,115,761	963,055	1,002,167
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	186,678	196,771	194,707	206,794	187,825	196,849	227,801	185,578	198,826
Machinery and equipment	機械装置及び運搬具	239,155	236,447	208,702	192,001	175,463	204,009	260,608	182,752	212,858
Land	土地	69,107	83,228	80,399	82,619	75,528	79,265	83,325	74,841	79,392
Construction in progress	建設仮勘定	13,998	19,383	26,653	15,868	16,420	32,149	38,558	25,331	38,791
Other	その他	33,115	34,555	30,855	27,375	26,539	31,444	40,759	27,831	34,257
Total property, plant and equipment	有形固定資産合計	542,053	570,384	541,316	524,657	481,775	543,716	651,051	496,333	564,124
Intangible assets	無形固定資産	32,012	35,645	29,997	29,374	25,446	27,255	37,045	25,810	27,375
Investments and long-term receivables	投資その他の資産									
Investment securities	投資有価証券	467,766	396,859	318,441	317,734	362,473	356,549	388,834	349,418	349,013
Deferred tax assets	繰延税金資産	16,390	17,257	26,506	23,133	17,745	16,935	18,572	17,473	16,924
Other	その他	37,593	42,710	85,900	87,758	81,882	81,774	87,713	80,807	85,381
Allowance for doubtful receivables	貸倒引当金	(2,108)	(1,791)	(2,799)	(2,671)	(1,820)	(1,595)	(1,409)	(1,818)	(1,482)
Total investments and long-term receivables	投資その他の資産合計	519,641	455,035	428,048	425,954	460,280	453,663	493,710	445,880	449,836
Total fixed assets	固定資産合計	1,093,706	1,061,064	999,361	979,985	967,501	1,024,634	1,181,806	968,023	1,041,335
Total assets	資産合計	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	1,931,078	2,043,502

Liabilities and Net Assets	負債及び純資産の部	FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Current liabilities	流動負債									
Trade notes payable and trade accounts payable	支払手形及び買掛金	310,747	342,719	215,693	260,388	254,067	316,584	300,669	270,329	287,980
Short-term bank loans	短期借入金	152,351	139,263	164,304	101,170	81,857	140,064	167,961	102,571	112,363
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	15,000	81,501	27,000	43,000	35,000	20,000	20,000	35,000	40,000
Other current liabilities	その他	167,810	183,247	133,228	153,311	160,026	159,231	168,515	152,225	155,297
Total current liabilities	流動負債合計	645,908	746,730	555,222	557,869	530,950	635,879	657,145	560,125	595,640
Long-term liabilities	固定負債									
Long-term debt	社債	217,617	135,000	138,000	95,000	60,000	51,850	56,850	60,000	31,850
Long-term bank loans	長期借入金	71,431	59,709	60,407	115,337	163,590	150,608	238,608	146,429	202,413
Deferred tax liabilities	繰延税金負債	98,015	80,220	57,296	61,176	64,369	49,930	54,450	50,008	41,178
Accrued pension and severance costs	退職給付引当金	23,381	27,115	28,560	32,716	30,381	31,622	33,260	29,096	31,250
Other long-term liabilities	その他	17,064	17,873	14,607	13,262	14,384	13,244	12,559	15,280	12,433
Total long-term liabilities	固定負債合計	427,508	319,917	298,870	317,491	332,724	297,254	395,727	300,813	319,124
Total liabilities	負債合計	1,073,416	1,066,647	854,092	875,360	863,674	933,133	1,052,872	860,938	914,764
Net Assets (Shareholders' Equity)	純資産（資本）									
Shareholders' Equity	株主資本									
Common stock	資本金	96,784	96,914	99,737	99,737	99,737	99,737	99,737	99,737	99,737
Capital surplus	資本剰余金	117,491	168,197	171,020	171,020	171,020	171,020	171,020	171,020	171,020
Retained earnings	利益剰余金	543,451	616,834	622,186	637,478	696,776	741,192	763,159	708,120	749,003
Treasury stock, at cost	自己株式	(591)	(600)	(612)	(619)	(640)	(645)	(649)	(644)	(647)
Total Shareholders' Equity	株主資本合計	757,135	881,345	892,331	907,616	966,893	1,011,304	1,033,267	978,233	1,019,113
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	117,178	70,408	31,514	50,087	61,184	57,306	66,687	44,745	49,314
Deferred gains or losses on derivatives	繰延ヘッジ損益	243	(237)	377	33	(35)	(192)	(1,254)	(36)	(141)
Land revaluation	土地再評価差額金	(1,422)	(1,422)	(1,422)	(1,188)	-	-	-	-	-
Foreign currency translation adjustments	為替換算調整勘定	14,854	17,435	(60,713)	(52,387)	(78,996)	(80,420)	(26,215)	(93,132)	(95,001)
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)	39,218	(48,423)	(45,828)
Share warrants	新株予約権	24	31	37	22	17	10	-	10	-
Minority interests	少数株主持分	164,977	160,675	151,958	160,392	143,547	150,923	172,210	140,320	155,453
Total Net Assets (Total Shareholders' Equity)	純資産合計（資本合計）	1,052,989	1,128,235	1,014,082	1,064,575	1,092,610	1,138,931	1,244,695	1,070,140	1,128,738
Total Liabilities and Net Assets	負債・純資産合計	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	1,931,078	2,043,502



# Fact Book (May, 2013)

Consolidated Statements of Income

## 連結損益計算書

(Millions of Yen)

(百万円)

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Net sales	売上高	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	956,804	1,042,775
Cost of sales	売上原価	1,979,737	2,102,375	1,814,447	1,516,688	1,656,750	1,688,370	1,785,052	793,908	858,326
Selling, general and administrative expenses	販売費及び一般管理費	275,913	289,487	284,004	267,936	273,267	284,028	298,100	139,062	149,717
Operating income	営業利益	128,745	148,996	23,527	51,728	103,810	86,946	76,790	23,834	34,732
Non-operating income	営業外収益									
Interest income	受取利息	1,744	1,946	1,401	840	663	1,071	999	492	467
Dividend income	受取配当金	3,929	5,440	6,631	4,483	3,692	3,147	3,152	1,939	2,123
Equity in net income	持分法による投資利益	19,714	19,765	12,529	12,159	23,861	20,527	22,115	9,037	9,975
Other income	その他	17,379	17,395	13,970	13,796	14,180	12,508	10,339	5,920	4,101
Total	計	42,766	44,546	34,531	31,278	42,396	37,253	36,605	17,388	16,666
Non-operating expenses	営業外費用									
Interest expenses	支払利息	9,198	9,856	8,294	6,186	5,189	5,378	5,065	2,703	2,368
Other expenses	その他	16,945	14,042	11,991	8,614	11,918	12,125	14,214	2,949	7,499
Total	計	26,143	23,898	20,285	14,800	17,107	17,503	19,279	5,652	9,867
Ordinary income	経常利益	145,368	169,644	37,773	68,206	129,099	106,696	94,116	35,570	41,531
Extraordinary profit	特別利益									
Gain on sales of fixed assets	固定資産売却益	3,973	379	-	1,825	368	259	-	293	-
Gain on sales of investment securities	投資有価証券売却益	2,844	801	-	7,140	7,970	6,790	6,682	2,209	2,621
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	3,172	926	-	-	-	-	-	-	-
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	11,744	11,707	31,231	8,965	8,338	7,049	6,682	2,502	2,621
Extraordinary loss	特別損失									
Loss on disposal of fixed assets	固定資産除却損	3,694	3,750	3,635	4,371	2,188	2,191	3,307	810	1,209
Loss on valuation of investment securities	投資有価証券評価損	1,277	550	9,067	1,240	1,287	2,162	1,720	2,021	1,677
Restructuring expenses	事業構造改善費用	-	-	6,463	5,777	-	-	9,101	-	6,275
Impairment losses of fixed assets	減損損失	5,486	10,439	8,713	3,595	11,336	-	2,586	-	-
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	2,105	-	-	-	-	-	-	-	-
Total	計	12,562	14,739	27,878	21,746	23,656	13,804	16,714	10,240	9,161
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	144,550	166,612	41,126	55,425	113,781	99,941	84,084	27,832	34,991
Income and enterprise taxes	法人税、住民税及び事業税	39,052	45,374	17,690	24,971	30,993	29,406	35,562	9,814	15,093
Income taxes-deferred	法人税等調整額	16,289	13,488	782	(8,050)	165	1,004	(816)	(3,870)	(2,221)
Minority interests	少数株主損益	13,180	19,946	5,417	9,796	12,009	10,670	11,383	2,820	6,314
Net income(loss)	当期純利益	76,029	87,804	17,237	28,708	70,614	58,861	37,955	19,068	15,805

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

(Millions of Yen)  
(百万円)

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
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	144,550	166,612	41,126	55,425	113,781	99,941	84,084	27,832	34,991
Depreciation and amortization	減価償却費	99,802	106,682	107,840	103,712	96,969	76,653	88,916	36,701	41,444
Equity in net income	持分法による投資損益	(19,714)	(19,765)	(12,529)	(12,159)	(23,861)	(20,527)	(22,115)	(9,037)	(9,975)
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)	(55,252)	(11,467)	163,086	(58,559)	(16,232)	(47,628)	43,405	6,135	56,052
Decrease(Increase) in inventories	たな卸資産の減少額(増加額)	(31,277)	(19,897)	16,748	28,307	(52,521)	(20,174)	(2,998)	(24,589)	(16,554)
Increase(Decrease) in trade notes and accounts payable	仕入債務の増加額(減少額)	20,654	15,021	(88,191)	37,275	21,658	17,331	(33,556)	(6,452)	(24,570)
Others, net	その他	6,734	9,568	(2,255)	22,814	23,454	1,782	(2,579)	3,255	15,690
Sub total	小計	165,497	246,754	194,594	176,815	163,248	107,378	155,157	33,845	97,078
Interest and dividends received	利息及び配当金の受取額	12,783	11,476	11,719	8,309	10,411	9,140	7,897	4,342	4,234
Interest paid	利息の支払額	(8,614)	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(4,897)	(2,662)	(2,385)
Payment of surcharge	課徴金の支払額	-	-	-	-	(6,763)	-	(2,102)	-	(2,102)
Income taxes paid	法人税等の支払額	(38,669)	(43,790)	(29,650)	(7,506)	(22,394)	(24,987)	(31,206)	(14,326)	(16,355)
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	130,997	204,612	168,509	171,576	139,298	86,051	124,849	21,199	80,470
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	(17,927)	(12,492)	(19,276)	(12,576)	(8,964)	(15,435)	(18,424)	(13,849)	(5,904)
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	3,962	1,051	1,358	32,019	20,212	15,433	10,501	3,100	4,234
Expenditures for purchase of property, plant and equipment	有形固定資産の取得による支出	(121,376)	(120,524)	(126,350)	(84,565)	(91,163)	(121,411)	(151,725)	(53,483)	(75,270)
Proceeds from sales of property, plant and equipment	有形固定資産の売却による収入	10,756	2,969	1,721	6,669	3,518	2,115	1,579	1,849	553
Others, net	その他	(6,608)	2,582	(18,503)	(14,446)	(10,154)	(9,925)	(13,997)	788	(6,878)
Net cash used in investing activities	投資活動によるキャッシュ・フロー	(131,193)	(126,414)	(161,050)	(72,899)	(86,551)	(129,223)	(172,066)	(61,595)	(83,265)
Free Cash Flow	フリーキャッシュ・フロー	(196)	78,198	7,459	98,677	52,747	(43,172)	(47,217)	(40,396)	(2,795)
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	短期借入金純増加額(純減少額)	44,421	(11,394)	33,464	(62,946)	(13,768)	33,823	3,141	4,350	(10,331)
Proceeds from long-term loan payable	長期借入れによる収入	29,647	2,100	12,210	68,203	55,793	14,414	107,061	3,697	59,813
Repayment of long-term loan payable	長期借入金の返済による支出	(16,794)	(14,955)	(7,299)	(16,372)	(8,184)	(7,776)	(28,750)	(1,504)	(20,921)
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	-	-	30,000	-	-	11,850	25,000	-	-
Repayment of long-term debt	社債の償還による支出	(60,000)	(15,014)	(75,855)	(27,000)	(43,000)	(35,000)	(20,000)	-	-
Cash dividends paid by parent company	親会社による配当金の支払額	(10,621)	(15,477)	(16,616)	(11,107)	(14,280)	(15,075)	(15,867)	(7,933)	(7,933)
Others, net	その他	(3,202)	(1,206)	(2,858)	(3,394)	(4,406)	(4,627)	(5,663)	(3,767)	(2,065)
Net cash provided by (used in) financing activities	財務活動によるキャッシュ・フロー	(16,549)	(55,946)	(11,957)	(67,613)	(27,845)	(2,391)	64,922	(5,157)	18,563
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	1,027	(3,480)	(6,767)	(264)	(2,720)	541	10,058	(3,313)	(3,181)
Net increase(decrease) in cash and cash equivalents	現金及び現金同等物の増加額(減少額)	(15,718)	18,772	(11,265)	30,800	22,182	(45,022)	27,763	(48,866)	12,587
Cash and cash equivalents at the beginning of year	現金・現金同等物の期首残高	144,614	130,521	151,778	143,946	175,617	192,092	142,359	192,092	142,359
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)	-	(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	1,625	2,920	3,946	1,343	1,304	3,273	6,724	-	2,126
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)	(303)	-	(67)
Cash and cash equivalents at the end of year	現金・現金同等物の期末残高	130,521	151,778	143,946	175,617	192,092	142,359	176,543	135,616	157,005

(Note)

(注)

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  
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

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Cash and time deposits	現金及び預金勘定	130,541	137,948	131,239	143,851	142,287	132,657	172,637	115,930	135,102
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)	(170)	(201)	(234)	(1,195)	(2,576)	(723)	(1,386)	(527)
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	4,629	21,072	22,430
Restricted deposits	拘束性預金	-	-	(92)	-	-	-	-	-	-
Cash and cash equivalents	現金及び現金同等物	130,521	151,778	143,946	175,617	192,092	142,359	176,543	135,616	157,005

# Fact Book (May, 2013)

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	FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Japan	日本	1,811,302	1,884,236	1,605,614	1,444,970	1,495,548	1,480,752	1,469,099	686,268	731,794
Americas	米州	321,677	341,327	252,947	194,173	240,078	238,176	298,168	104,753	140,679
Asia	アジア	474,175	567,064	496,056	440,815	596,160	638,768	767,885	290,869	360,394
Europe and others	欧州その他	226,027	265,644	186,705	152,664	193,602	206,893	190,603	104,533	89,375
Total	計	2,833,181	3,058,271	2,541,322	2,232,622	2,525,388	2,564,589	2,725,755	1,186,423	1,322,242
Elimination or Corporate	消去または全社	(448,786)	(517,413)	(419,344)	(396,270)	(491,561)	(505,245)	(565,813)	(229,619)	(279,467)
Consolidated	連結	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	956,804	1,042,775

Operating income	営業利益	FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Japan	日本	89,680	92,954	(1,089)	30,351	50,838	43,714	24,541	7,505	9,393
Americas	米州	11,032	13,330	1,270	1,199	9,560	6,984	10,565	1,635	4,883
Asia	アジア	21,394	33,104	24,069	23,627	36,347	28,645	40,320	9,974	20,588
Europe and others	欧州その他	6,337	9,440	(2,150)	(3,337)	8,460	7,351	1,126	4,202	(776)
Total	計	128,443	148,828	22,100	51,840	105,205	86,694	76,552	23,316	34,088
Elimination or Corporate	消去または全社	302	168	1,427	(112)	(1,395)	252	238	518	644
Consolidated	連結	128,745	148,996	23,527	51,728	103,810	86,946	76,790	23,834	34,732

Identifiable assets	資産	FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Japan	日本	1,677,531	1,724,268	1,557,175	1,645,223	1,652,066	1,732,528	1,864,785	-	-
Americas	米州	181,204	179,818	147,643	130,526	121,648	132,954	181,805	-	-
Asia	アジア	268,637	334,039	279,111	305,326	343,410	396,704	534,074	-	-
Europe and others	欧州その他	148,980	165,037	115,586	112,218	111,628	126,033	168,288	-	-
Total	計	2,276,352	2,403,162	2,099,515	2,193,293	2,228,752	2,388,219	2,748,952	-	-
Elimination or Corporate	消去または全社	(149,947)	(208,280)	(231,341)	(253,358)	(272,468)	(316,155)	(451,385)	-	-
Consolidated	連結	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	-	-

Overseas Net sales

## 海外売上高

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Americas	米州	313,842	332,164	248,121	195,716	239,947	241,638	293,999	109,207	138,954
Ratio to consolidated net sales	連結売上高に占める割合(%)	13.2	13.1	11.7	10.7	11.8	11.7	13.6	11.4	13.3
Asia	アジア	348,273	416,785	364,004	348,254	451,096	488,324	561,044	231,228	267,958
Ratio to consolidated net sales	連結売上高に占める割合(%)	14.6	16.4	17.1	18.9	22.2	23.7	26.0	24.2	25.7
Europe and others	欧州その他	238,440	283,221	194,562	161,387	199,327	209,982	193,768	107,468	92,225
Ratio to consolidated net sales	連結売上高に占める割合(%)	10.0	11.1	9.2	8.8	9.8	10.2	9.0	11.2	8.9
Total	計	900,555	1,032,170	806,687	705,357	890,370	939,944	1,048,811	447,903	499,137
Ratio to consolidated net sales	連結売上高に占める割合(%)	37.8	40.6	38.0	38.4	43.8	45.6	48.6	46.8	47.9
Consolidated net sales	連結売上高	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	956,804	1,042,775

## 5. Financial Index

## 主要財務指標

## Profitability Data

## 収益性指標

(Millions of Yen)  
(百万円)

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Net sales	売上高	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	956,804	1,042,775
Operating income	営業利益	128,745	148,996	23,527	51,728	103,810	86,946	76,790	23,834	34,732
Ordinary income	経常利益	145,368	169,644	37,773	68,206	129,099	106,696	94,116	35,570	41,531
Income before taxes	税前列益	144,550	166,612	41,126	55,425	113,781	99,941	84,084	27,832	34,991
Net income	当期純利益	76,029	87,804	17,237	28,708	70,614	58,861	37,955	19,068	15,805
Total assets	総資産残高	2,126,405	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	1,931,078	2,043,502
Net assets	純資産	1,052,989	1,128,235	1,014,082	1,064,575	1,092,610	1,138,931	1,244,695	1,070,140	1,128,738
Return on Equity(%)	自己資本当期純利益率(%)	8.9	9.5	1.9	3.3	7.6	6.1	3.7	4.1	3.2
Operating income / Total assets(%)	総資産営業利益率(%)	6.3	6.9	1.2	2.7	5.3	4.3	3.5	2.5	3.4
Capital employed ※	使用資本※	1,509,388	1,543,708	1,419,559	1,420,161	1,434,533	1,502,926	1,730,264	1,415,534	1,517,030
Operating income / Capital employed(%)	使用資本営業利益率(%)	8.8	9.8	1.6	3.6	7.3	5.9	4.8	3.3	4.6
Operating income / Net sales(%)	売上高営業利益率(%)	5.4	5.9	1.1	2.8	5.1	4.2	3.6	2.5	3.3
Ordinary income / Net sales(%)	売上高経常利益率(%)	6.1	6.7	1.8	3.7	6.3	5.2	4.4	3.7	4.0
Return on sales(%)	売上高当期利益率(%)	3.2	3.5	0.8	1.6	3.5	2.9	1.8	2.0	1.5

※総資産－無利子負債

## Financial Stability Data

## 安全性指標

Total Assets－Interest-free Liabilities

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Shareholders' equity ratio(%)	自己資本比率(%)	41.8	44.1	46.1	46.6	48.5	47.7	46.7	48.1	47.6
Interest-bearing debt	有利子負債残高	456,399	415,473	405,477	355,586	341,923	363,995	485,569	345,394	388,292
Debt / equity ratio(%)	有利子負債/自己資本比率(%)	51.4	42.9	47.0	39.3	36.0	36.8	45.3	37.1	39.9
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	130,997	204,612	168,509	171,576	139,298	86,051	124,849	21,199	80,470
Interest paid	利息の支払額(キャッシュ・フローベース)	(8,614)	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(4,897)	(2,662)	(2,385)
Interest coverage ratio(Times)	インタレストカバレッジレシオ(倍)	16.2	21.8	21.7	29.4	27.8	16.7	26.5	9.0	34.7
Current assets	流動資産	1,032,699	1,133,818	868,813	959,950	988,783	1,047,430	1,115,761	963,055	1,002,167
Current liabilities	流動負債	645,908	746,730	555,222	557,869	530,950	635,879	657,145	560,125	595,640
Current ratio(%)	流動比率(%)	159.9	151.8	156.5	172.1	186.2	164.7	169.8	171.9	168.3

## Efficiency Data

## 効率性指標

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Total assets turnover(Times)	総資産回転率	1.2	1.2	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Inventories	棚卸資産残高	271,234	311,983	268,078	251,727	286,519	310,086	343,766	304,435	318,930
Inventory turnover(Times)	棚卸資産回転率	9.5	8.7	7.3	7.1	7.6	6.9	6.6	6.5	6.6
Account receivable	売上債権残高	547,822	581,450	371,571	442,466	425,374	500,857	502,000	431,259	441,566
Account receivable turnover(Times)	売上債権回転率	4.7	4.5	4.5	4.5	4.7	4.4	4.3	4.5	4.4

## Per Share Data

## 一株当たり指標

(Yen)

(円)

		FY2006	2007	2008	2009	2010	2011	2012	1H/2011	1H/2012
Net income per share	一株当たり当期純利益	100.22	112.74	21.78	36.19	89.02	74.21	47.85	24.04	19.93
Earnings before depreciation and amortization per share	一株当たりキャッシュ・フロー利益	231.8	250.0	158.5	167.1	211.0	172.5	162.2	70.3	72.2
Shareholders' equity per share	一株当たり純資産	1170.54	1226.56	1,086.79	1,139.84	1,196.46	1,245.57	1,352.09	1,172.21	1,227.03