

## FACT BOOK

2013年度 (2014年3月期) 実績  
FY2013 Result



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As of May 9th, 2014

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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)								Change ②-①	Change ③-②
		FY2007	2008	2009	2010	2011	2012①	2013②	2014 E ③		
Net sales	売上高	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,568,779	2,700,000	408,837	131,221
Operating income	営業利益	148,996	23,527	51,728	103,810	86,946	76,790	120,058	125,000	43,268	4,942
Equity in net income	持分法による投資利益	19,765	12,529	12,159	23,861	20,527	22,115	29,626	26,000	7,511	(3,626)
Other non-operating income(expense)	その他営業外損益	883	1,717	4,319	1,428	(777)	(4,789)	(4,330)	(6,000)	459	(1,670)
Ordinary income	経常利益	169,644	37,773	68,206	129,099	106,696	94,116	145,354	145,000	51,238	(354)
Extraordinary profit	特別利益	11,707	31,231	8,965	8,338	7,049	6,682	1,487	(16,700)	(5,195)	4,821
Extraordinary loss	特別損失	(14,739)	(27,878)	(21,746)	(23,656)	(13,804)	(16,714)	(23,008)		(6,294)	
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	166,612	41,126	55,425	113,781	99,941	84,084	123,833	128,300	39,749	4,467
Income taxes	法人税等	58,862	18,472	16,921	31,158	30,410	34,746	44,218	58,300	9,472	1,215
Minority interests	少数株主利益	19,946	5,417	9,796	12,009	10,670	11,383	12,867		1,484	
Net income(loss)	当期純利益	87,804	17,237	28,708	70,614	58,861	37,955	66,748	70,000	28,793	3,252

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

		2012		2013		2014 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Net sales	売上高	1,042,775	1,117,167	1,217,611	1,351,168	1,300,000	1,400,000
Operating income	営業利益	34,732	42,058	47,038	73,020	45,000	80,000
Equity in net income	持分法による投資利益	9,975	12,140	10,659	18,967	11,000	15,000
Other non-operating income(expense)	その他営業外損益	(3,176)	(1,613)	(444)	(3,886)	(1,000)	(5,000)
Ordinary income	経常利益	41,531	52,585	57,253	88,101	55,000	90,000
Extraordinary profit	特別利益	2,621	4,061	1,487	0	(5,700)	(11,000)
Extraordinary loss	特別損失	(9,161)	(7,553)	(10,664)	(12,344)		
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	34,991	49,093	48,076	75,757	49,300	79,000
Income taxes	法人税等	12,872	21,874	15,374	28,844	19,300	39,000
Minority interests	少数株主利益	6,314	5,069	6,899	5,968		
Net income(loss)	当期純利益	15,805	22,150	25,803	40,945	30,000	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)	FY2007	2008	2009	2010	2011	2012①	2013②	2014E ③	Change ②-①	Change ③-②
Automotive	自動車	1,199,352	917,125	816,623	960,002	991,682	1,071,168	1,351,049	1,400,000	279,881	48,951
Infocommunications	情報通信	275,596	274,966	271,177	218,165	161,991	155,132	164,893	180,000	9,761	15,107
Electronics	エレクトロニクス	219,985	182,870	165,050	178,209	185,786	217,571	262,624	280,000	45,053	17,376
Environment and Energy	環境エネルギー	594,757	536,090	412,511	464,883	508,624	511,182	564,157	610,000	52,975	45,843
Industrial Materials and others	産業素材他	301,883	282,056	228,225	277,533	277,879	272,524	303,299	330,000	30,775	26,701
Eliminations and corporate	消去又は全社	(50,715)	(71,129)	(57,234)	(64,965)	(66,618)	(67,635)	(77,243)	(100,000)	(9,608)	(22,757)
Consolidated Total	連結合計	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,568,779	2,700,000	408,837	131,221

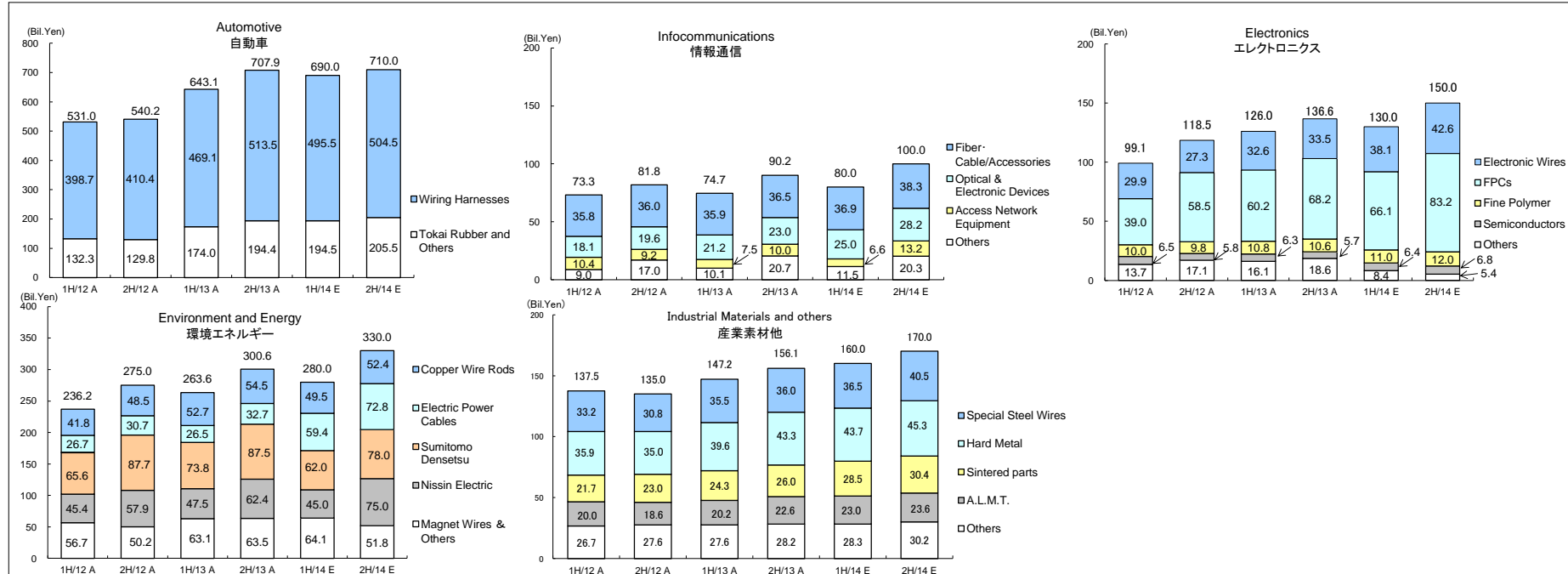
1st half and 2nd half breakdown

上期下期内訳

		2012		2013		2014 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Automotive	自動車	530,984	540,184	643,105	707,944	690,000	710,000
Infocommunications	情報通信	73,326	81,806	74,698	90,195	80,000	100,000
Electronics	エレクトロニクス	99,149	118,422	126,028	136,596	130,000	150,000
Environment and Energy	環境エネルギー	236,226	274,956	263,587	300,570	280,000	330,000
Industrial Materials and others	産業素材他	137,504	135,020	147,187	156,112	160,000	170,000
Eliminations and corporate	消去又は全社	(34,414)	(33,221)	(36,994)	(40,249)	(40,000)	(60,000)
Consolidated Total	連結合計	1,042,775	1,117,167	1,217,611	1,351,168	1,300,000	1,400,000

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

		FY2007	2008	2009	2010	2011	2012①	2013②	2014E③	Change ② - ①	Change ③ - ②
Automotive	自動車	74,532	6,142	34,526	64,118	54,331	53,116	71,781	75,000	18,665	3,219
Infocommunications	情報通信	8,143	5,010	3,624	2,983	(5,872)	(10,255)	(1,155)	1,000	9,100	2,155
Electronics	エレクトロニクス	17,154	1,104	4,849	6,603	3,289	5	5,332	8,000	5,327	2,668
Environment and Energy	環境エネルギー	18,734	8,899	7,893	13,428	16,922	19,084	24,134	17,000	5,050	(7,134)
Industrial Materials and others	産業素材他	30,300	2,346	944	16,884	18,462	15,100	20,509	24,000	5,409	3,491
Eliminations and corporate	消去又は全社	133	26	(108)	(206)	(186)	(260)	(543)	0	(283)	543
Consolidated Total	連結合計	148,996	23,527	51,728	103,810	86,946	76,790	120,058	125,000	43,268	4,942

## 1st half and 2nd half breakdown

上期下期内訳

		2012		2013		2014 E	
		1st Half	2nd Half	1st Half	2nd Half	1st Half	2nd Half
Automotive	自動車	28,574	24,542	30,819	40,962	33,000	42,000
Infocommunications	情報通信	(7,829)	(2,426)	(3,208)	2,053	(3,000)	4,000
Electronics	エレクトロニクス	987	(982)	1,960	3,372	3,000	5,000
Environment and Energy	環境エネルギー	5,768	13,316	9,040	15,094	1,000	16,000
Industrial Materials and others	産業素材他	7,279	7,821	8,537	11,972	11,000	13,000
Eliminations and corporate	消去又は全社	(47)	(213)	(110)	(433)	0	0
Consolidated Total	連結合計	34,732	42,058	47,038	73,020	45,000	80,000

## 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

		FY2009	2010	2011	2012①	2013②	Change ② - ①
Automotive	自動車	705,376	735,249	846,223	986,799	1,165,307	178,508
Infocommunications	情報通信	237,635	198,573	198,393	207,167	204,166	(3,001)
Electronics	エレクトロニクス	136,578	145,036	156,523	197,487	197,765	278
Environment and Energy	環境エネルギー	390,313	404,779	429,971	449,730	476,528	26,798
Industrial Materials and others	産業素材他	427,849	424,499	443,074	486,523	561,452	74,929
Eliminations and corporate	消去又は全社	42,184	48,148	(2,120)	(30,139)	(50,399)	(20,260)
Consolidated Total	連結合計	1,939,935	1,956,284	2,072,064	2,297,567	2,554,819	257,252

## 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)	
		FY2007	2008	2009	2010	2011	2012①	2013②	2014E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	72,900	69,600	29,600	45,700	60,500	76,900	88,200	85,000	11,300	(3,200)
Infocommunications	情報通信	7,500	9,100	12,900	18,700	14,800	12,100	9,300	14,500	(2,800)	5,200
Electronics	エレクトロニクス	10,900	12,000	6,700	10,100	15,600	21,400	11,500	11,500	(9,900)	0
Environment and Energy	環境エネルギー	9,500	18,300	15,500	9,800	13,600	12,400	18,200	24,000	5,800	5,800
Industrial Materials and others	産業素材他	21,100	22,600	8,600	14,100	30,500	25,100	23,600	25,000	(1,500)	1,400
Consolidated Total	連結合計	121,900	131,600	73,300	98,400	135,000	147,900	150,800	160,000	2,900	9,200

## Depreciation and Amortization

## 減価償却費

										(Millions of Yen) (百万円)	
		FY2007	2008	2009	2010	2011	2012①	2013②	2014 E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	57,600	55,300	50,600	45,000	36,500	44,100	60,200	62,000	16,100	1,800
Infocommunications	情報通信	10,000	10,300	12,200	12,300	9,300	11,300	11,600	10,500	300	(1,100)
Electronics	エレクトロニクス	11,400	11,300	10,300	9,500	8,800	10,200	13,300	14,000	3,100	700
Environment and Energy	環境エネルギー	10,200	13,000	13,300	13,200	9,900	9,500	11,300	14,500	1,800	3,200
Industrial Materials and others	産業素材他	17,700	18,300	17,400	16,800	13,500	15,500	16,900	19,000	1,400	2,100
Consolidated Total	連結合計	106,900	108,200	103,800	96,800	78,000	90,600	113,300	120,000	22,700	6,700

## R&amp;D Expenses

## 研究開発費

										(Millions of Yen) (百万円, %)	
		FY2007	2008	2009	2010	2011	2012①	2013②	2014 E ③	Change ② - ①	Change ③ - ②
Automotive	自動車	41,400	38,900	37,500	45,100	49,000	57,900	62,100	61,000	4,200	(1,100)
Infocommunications	情報通信	12,000	13,400	17,500	17,100	16,100	13,500	12,600	12,000	(900)	(600)
Electronics	エレクトロニクス	7,900	7,100	5,600	5,400	5,600	5,200	4,600	4,000	(600)	(600)
Environment and Energy	環境エネルギー	6,900	9,600	7,600	7,200	9,600	11,000	12,600	13,500	1,600	900
Industrial Materials and others	産業素材他	4,100	4,000	4,100	4,200	6,300	6,700	7,600	7,500	900	(100)
Consolidated Total	連結合計	72,300	73,000	72,300	79,000	86,600	94,300	99,500	98,000	5,200	(1,500)
R&D Expense / Net Sales	売上高比率	2.8	3.4	3.9	3.9	4.2	4.4	3.9	3.6	(0.5)	(0.3)

## 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	FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Current Assets	流動資産									
Cash and time deposits	現金及び預金	137,948	131,239	143,851	142,287	132,657	172,637	161,797	135,102	162,335
Trade notes and accounts	受取手形及び売掛金	580,487	371,309	441,892	425,187	500,857	502,000	563,599	441,566	510,079
Marketable securities	有価証券	15,001	13,500	32,000	53,993	12,288	4,164	343	22,315	6,054
Inventories	たな卸資産	311,983	268,078	251,727	286,519	310,086	343,766	382,634	318,930	374,249
Deferred tax assets	繰延税金資産	35,699	28,155	31,755	32,979	30,683	32,028	32,273	29,322	33,088
Other current assets	その他	55,627	59,731	61,627	50,013	62,690	63,876	67,020	57,180	62,089
Allowance for doubtful receivables	貸倒引当金	(2,927)	(3,199)	(2,902)	(2,195)	(1,831)	(2,710)	(4,047)	(2,248)	(2,823)
Total current assets	流動資産合計	1,133,818	868,813	959,950	988,783	1,047,430	1,115,761	1,203,619	1,002,167	1,145,071
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	196,771	194,707	206,794	187,825	196,849	227,801	251,004	198,826	236,438
Machinery and equipment	機械装置及び運搬具	236,447	208,702	192,001	175,463	204,009	260,608	297,109	212,858	276,855
Land	土地	83,228	80,399	82,619	75,528	79,265	83,325	87,610	79,392	85,103
Construction in progress	建設仮勘定	19,383	26,653	15,868	16,420	32,149	38,558	38,343	38,791	38,765
Other	その他	34,555	30,855	27,375	26,539	31,444	40,759	50,811	34,257	45,855
Total property, plant and equipment	有形固定資産合計	570,384	541,316	524,657	481,775	543,716	651,051	724,877	564,124	683,016
Intangible assets	無形固定資産	35,645	29,997	29,374	25,446	27,255	37,045	63,301	27,375	56,946
Investments and long-term receivables	投資その他の資産									
Investment securities	投資有価証券	396,859	318,441	317,734	362,473	356,549	388,834	453,520	349,013	435,788
Net defined benefit asset	退職給付に係る資産	-	-	-	-	-	-	64,317	-	-
Deferred tax assets	繰延税金資産	17,257	26,506	23,133	17,745	16,935	18,572	19,423	16,924	19,709
Other	その他	42,710	85,900	87,758	81,882	81,774	87,713	27,220	85,381	85,785
Allowance for doubtful receivables	貸倒引当金	(1,791)	(2,799)	(2,671)	(1,820)	(1,595)	(1,409)	(1,458)	(1,482)	(1,407)
Total investments and long-term receivables	投資その他の資産合計	455,035	428,048	425,954	460,280	453,663	493,710	563,022	449,836	539,875
Total fixed assets	固定資産合計	1,061,064	999,361	979,985	967,501	1,024,634	1,181,806	1,351,200	1,041,335	1,279,837
Total assets	資産合計	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	2,554,819	2,043,502	2,424,908

Liabilities and Net Assets	負債及び純資産の部	FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Current liabilities	流動負債									
Trade notes payable and trade accounts payable	支払手形及び買掛金	342,719	215,693	260,388	254,067	316,584	300,669	329,021	287,980	313,760
Short-term bank loans	短期借入金	139,263	164,304	101,170	81,857	140,064	167,961	215,379	112,363	193,124
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	81,501	27,000	43,000	35,000	20,000	20,000	10,620	40,000	310
Other current liabilities	その他	183,247	133,228	153,311	160,026	159,231	168,515	185,426	155,297	171,040
Total current liabilities	流動負債合計	746,730	555,222	557,869	530,950	635,879	657,145	740,446	595,640	678,234
Long-term liabilities	固定負債									
Long-term debt	社債	135,000	138,000	95,000	60,000	51,850	56,850	46,230	31,850	56,540
Long-term bank loans	長期借入金	59,709	60,407	115,337	163,590	150,608	238,608	258,954	202,413	266,369
Deferred tax liabilities	繰延税金負債	80,220	57,296	61,176	64,369	49,930	54,450	65,719	41,178	62,618
Accrued pension and severance costs	退職給付引当金	27,115	28,560	32,716	30,381	31,622	33,260	-	31,250	35,308
Net defined benefit liability	退職給付に係る負債	-	-	-	-	-	-	47,507	-	-
Other long-term liabilities	その他	17,873	14,607	13,262	14,384	13,244	12,559	16,051	12,433	13,994
Total long-term liabilities	固定負債合計	319,917	298,870	317,491	332,724	297,254	395,727	434,461	319,124	434,829
Total liabilities	負債合計	1,066,647	854,092	875,360	863,674	933,133	1,052,872	1,174,907	914,764	1,113,063
Net Assets	純資産									
Shareholders' Equity	株主資本									
Common stock	資本金	96,914	99,737	99,737	99,737	99,737	99,737	99,737	99,737	99,737
Capital surplus	資本剰余金	168,197	171,020	171,020	171,020	171,020	171,020	171,020	171,020	171,020
Retained earnings	利益剰余金	616,834	622,186	637,478	696,776	741,192	763,159	819,179	749,003	780,975
Treasury stock, at cost	自己株式	(600)	(612)	(619)	(640)	(645)	(649)	(659)	(647)	(654)
Total Shareholders' Equity	株主資本合計	881,345	892,331	907,616	966,893	1,011,304	1,033,267	1,089,277	1,019,113	1,051,078
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	70,408	31,514	50,087	61,184	57,306	66,687	85,170	49,314	82,021
Deferred gains or losses on derivatives	繰延ヘッジ損益	(237)	377	33	(35)	(192)	(1,254)	(1,097)	(141)	(1,185)
Land revaluation	土地再評価差額金	(1,422)	(1,422)	(1,188)	-	-	-	-	-	-
Foreign currency translation adjustments	為替換算調整勘定	17,435	(60,713)	(52,387)	(78,996)	(80,420)	(26,215)	24,902	(95,001)	(1,986)
Remeasurements of defined benefit plans	退職給付に係る調整累計額	-	-	-	-	-	-	(8,644)	-	-
Total Accumulated other comprehensive income	その他の包括利益累計額合計	86,184	(30,244)	(3,455)	(17,847)	(23,306)	39,218	100,331	(45,828)	78,850
Share warrants	新株予約権	31	37	22	17	10	-	-	-	-
Minority interests	少数株主持分	160,675	151,958	160,392	143,547	150,923	172,210	190,304	155,453	181,917
Total Net Assets	純資産合計	1,128,235	1,014,082	1,064,575	1,092,610	1,138,931	1,244,695	1,379,912	1,128,738	1,311,845
Total Liabilities and Net Assets	負債・純資産合計	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	2,554,819	2,043,502	2,424,908



# Fact Book (May, 2014)

Consolidated Statements of Income

## 連結損益計算書

(Millions of Yen)

(百万円)

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Net sales	売上高	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,568,779	1,042,775	1,217,611
Cost of sales	売上原価	2,102,375	1,814,447	1,516,688	1,656,750	1,688,370	1,785,052	2,104,728	858,326	1,003,446
Selling, general and administrative expenses	販売費及び一般管理費	289,487	284,004	267,936	273,267	284,028	298,100	343,993	149,717	167,127
Operating income	営業利益	148,996	23,527	51,728	103,810	86,946	76,790	120,058	34,732	47,038
Non-operating income	営業外収益									
Interest income	受取利息	1,946	1,401	840	663	1,071	999	1,296	467	600
Dividend income	受取配当金	5,440	6,631	4,483	3,692	3,147	3,152	3,743	2,123	2,223
Equity in net income	持分法による投資利益	19,765	12,529	12,159	23,861	20,527	22,115	29,626	9,975	10,659
Other income	その他	17,395	13,970	13,796	14,180	12,508	10,339	10,060	4,101	5,354
Total	計	44,546	34,531	31,278	42,396	37,253	36,605	44,725	16,666	18,836
Non-operating expenses	営業外費用									
Interest expenses	支払利息	9,856	8,294	6,186	5,189	5,378	5,065	7,055	2,368	3,452
Other expenses	その他	14,042	11,991	8,614	11,918	12,125	14,214	12,374	7,499	5,169
Total	計	23,898	20,285	14,800	17,107	17,503	19,279	19,429	9,867	8,621
Ordinary income	経常利益	169,644	37,773	68,206	129,099	106,696	94,116	145,354	41,531	57,253
Extraordinary profit	特別利益									
Gain on sales of fixed assets	固定資産売却益	379	-	1,825	368	259	-	-	-	-
Gain on sales of investment securities	投資有価証券売却益	801	-	7,140	7,970	6,790	6,682	-	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	926	-	-	-	-	-	-	-	-
Gain on exemption from employees' retirement benefit trust	退職給付信託返還益	-	-	-	-	-	-	1,487	-	1,487
Gain on securities contributed to employees' retirement benefit trust	退職給付信託設定益	-	31,231	-	-	-	-	-	-	-
Total	計	11,707	31,231	8,965	8,338	7,049	6,682	1,487	2,621	1,487
Extraordinary loss	特別損失									
Loss on disposal of fixed assets	固定資産除却損	3,750	3,635	4,371	2,188	2,191	3,307	3,668	1,209	1,480
Loss on valuation of investment securities	投資有価証券評価損	550	9,067	1,240	1,287	2,162	1,720	1,170	1,677	789
Restructuring expenses	事業構造改善費用	-	6,463	5,777	-	-	9,101	2,742	6,275	976
Settlement	和解金	-	-	-	-	-	-	9,998	-	5,200
Impairment losses of fixed assets	減損損失	10,439	8,713	3,595	11,336	-	2,586	5,430	-	2,219
Loss on disaster	災害損失	-	-	-	8,845	7,349	-	-	-	-
Provision for surcharge	課徴金引当金繰入額	-	-	6,763	-	2,102	-	-	-	-
Total	計	14,739	27,878	21,746	23,656	13,804	16,714	23,008	9,161	10,664
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	166,612	41,126	55,425	113,781	99,941	84,084	123,833	34,991	48,076
Income and enterprise taxes	法人税、住民税及び事業税	45,374	17,690	24,971	30,993	29,406	35,562	43,439	15,093	17,747
Income taxes-deferred	法人税等調整額	13,488	782	(8,050)	165	1,004	(816)	779	(2,221)	(2,373)
Minority interests	少数株主利益	19,946	5,417	9,796	12,009	10,670	11,383	12,867	6,314	6,899
Net income(loss)	当期純利益	87,804	17,237	28,708	70,614	58,861	37,955	66,748	15,805	25,803

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

(Millions of Yen)

(百万円)

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
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	166,612	41,126	55,425	113,781	99,941	84,084	123,833	34,991	48,076
Depreciation and amortization	減価償却費	106,682	107,840	103,712	96,969	76,653	88,916	110,441	41,444	52,647
Equity in net income	持分法による投資損益	(19,765)	(12,529)	(12,159)	(23,861)	(20,527)	(22,115)	(29,626)	(9,975)	(10,659)
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)	(11,467)	163,086	(58,559)	(16,232)	(47,628)	43,405	(30,246)	56,052	9,541
Decrease(increase) in inventories	たな卸資産の減少額(増加額)	(19,897)	16,748	28,307	(52,521)	(20,174)	(2,998)	(14,002)	(16,554)	(17,976)
Increase(decrease) in trade notes and accounts payable	仕入債務の増加額(減少額)	15,021	(88,191)	37,275	21,658	17,331	(33,556)	10,679	(24,570)	2,352
Others, net	その他	9,568	(2,255)	22,814	23,454	1,782	(2,579)	9,936	15,690	12,795
Sub total	小計	246,754	194,594	176,815	163,248	107,378	155,157	181,015	97,078	96,776
Interest and dividends received	利息及び配当金の受取額	11,476	11,719	8,309	10,411	9,140	7,897	11,199	4,234	5,963
Interest paid	利息の支払額	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(4,897)	(6,437)	(2,385)	(3,545)
Settlement paid	和解金の支払額	-	-	-	-	-	-	(3,268)	-	(3,000)
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	(43,790)	(29,650)	(7,506)	(22,394)	(24,987)	(31,206)	(34,804)	(16,355)	(17,423)
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	204,612	168,509	171,576	139,298	86,051	124,849	147,705	80,470	78,771
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	(12,492)	(19,276)	(12,576)	(8,964)	(15,435)	(18,424)	(21,140)	(5,904)	(21,039)
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	1,051	1,358	32,019	20,212	15,433	10,501	4,728	4,234	2,577
Expenditures for purchase of property, plant and equipment	有形固定資産の取得による支出	(120,524)	(126,350)	(84,565)	(91,163)	(121,411)	(151,725)	(142,662)	(75,270)	(71,346)
Proceeds from sales of property, plant and equipment	有形固定資産の売却による収入	2,969	1,721	6,669	3,518	2,115	1,579	3,492	553	1,268
Others, net	その他	2,582	(18,503)	(14,446)	(10,154)	(9,925)	(13,997)	(18,520)	(6,878)	(9,719)
Net cash used in investing activities	投資活動によるキャッシュ・フロー	(126,414)	(161,050)	(72,899)	(86,551)	(129,223)	(172,066)	(174,102)	(83,265)	(98,259)
Free Cash Flow	フリーキャッシュ・フロー	78,198	7,459	98,677	52,747	(43,172)	(47,217)	(26,397)	(2,795)	(19,488)
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)	(11,394)	33,464	(62,946)	(13,768)	33,823	3,141	(21,363)	(10,331)	(20,735)
Proceeds from long-term loan payable	長期借入れによる収入	2,100	12,210	68,203	55,793	14,414	107,061	94,934	59,813	70,873
Repayment of long-term loan payable	長期借入金の返済による支出	(14,955)	(7,299)	(16,372)	(8,184)	(7,776)	(28,750)	(28,632)	(20,921)	(10,489)
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	(15,014)	(75,855)	(27,000)	(43,000)	(35,000)	(20,000)	(20,000)	-	(20,000)
Cash dividends paid by parent company	親会社による配当金の支払額	(15,477)	(16,616)	(11,107)	(14,280)	(15,075)	(15,867)	(15,867)	(7,933)	(7,933)
Others, net	その他	(1,206)	(2,858)	(3,394)	(4,406)	(4,627)	(5,663)	(8,959)	(2,065)	(4,940)
Net cash provided by (used in) financing activities	財務活動によるキャッシュ・フロー	(55,946)	(11,957)	(67,613)	(27,845)	(2,391)	64,922	113	18,563	6,776
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	(3,480)	(6,767)	(264)	(2,720)	541	10,058	6,665	(3,181)	2,615
Net increase(decrease) in cash and cash equivalents	現金及び現金同等物の増加額(減少額)	18,772	(11,265)	30,800	22,182	(45,022)	27,763	(19,619)	12,587	(10,097)
Cash and cash equivalents at the beginning of year	現金・現金同等物の期首残高	130,521	151,778	143,946	175,617	192,092	142,359	176,543	142,359	176,543
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	-	-	-	(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	2,920	3,946	1,343	1,304	3,273	6,724	3,205	2,126	131
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	151,778	143,946	175,617	192,092	142,359	176,543	160,129	157,005	166,577

(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

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Cash and time deposits	現金及び預金勘定	137,948	131,239	143,851	142,287	132,657	172,637	161,797	135,102	162,335
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	(170)	(201)	(234)	(1,195)	(2,576)	(723)	(2,429)	(527)	(1,681)
Marketable securities and loans receivable	有価証券勘定・短期貸付勘定	14,000	13,000	32,000	51,000	12,278	4,629	761	22,430	5,923
Restricted deposits	拘束性預金	-	(92)	-	-	-	-	-	-	-
Cash and cash equivalents	現金及び現金同等物	151,778	143,946	175,617	192,092	142,359	176,543	160,129	157,005	166,577

Fact Book (May, 2014)

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	FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Japan	日本	1,884,236	1,605,614	1,444,970	1,495,548	1,480,752	1,469,099	1,566,797	731,794	738,188
Americas	米州	341,327	252,947	194,173	240,078	238,176	298,168	402,167	140,679	195,214
Asia	アジア	567,064	496,056	440,815	596,160	638,768	767,885	980,476	360,394	473,553
Europe and others	欧州その他	265,644	186,705	152,664	193,602	206,893	190,603	309,375	89,375	139,752
Total	計	3,058,271	2,541,322	2,232,622	2,525,388	2,564,589	2,725,755	3,258,815	1,322,242	1,546,707
Elimination and Corporate	消去又は全社	(517,413)	(419,344)	(396,270)	(491,561)	(505,245)	(565,813)	(690,036)	(279,467)	(329,096)
Consolidated	連結	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,568,779	1,042,775	1,217,611

Operating income	営業利益	FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Japan	日本	92,954	(1,089)	30,351	50,838	43,714	24,541	44,815	9,393	14,468
Americas	米州	13,330	1,270	1,199	9,560	6,984	10,565	15,269	4,883	6,204
Asia	アジア	33,104	24,069	23,627	36,347	28,645	40,320	59,041	20,588	27,341
Europe and others	欧州その他	9,440	(2,150)	(3,337)	8,460	7,351	1,126	2,409	(776)	(763)
Total	計	148,828	22,100	51,840	105,205	86,694	76,552	121,534	34,088	47,250
Elimination and Corporate	消去又は全社	168	1,427	(112)	(1,395)	252	238	(1,476)	644	(212)
Consolidated	連結	148,996	23,527	51,728	103,810	86,946	76,790	120,058	34,732	47,038

Identifiable assets	資産	FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Japan	日本	1,724,268	1,557,175	1,645,223	1,652,066	1,732,528	1,864,785	2,069,492	-	-
Americas	米州	179,818	147,643	130,526	121,648	132,954	181,805	193,580	-	-
Asia	アジア	334,039	279,111	305,326	343,410	396,704	534,074	603,629	-	-
Europe and others	欧州その他	165,037	115,586	112,218	111,628	126,033	168,288	265,645	-	-
Total	計	2,403,162	2,099,515	2,193,293	2,228,752	2,388,219	2,748,952	3,132,346	-	-
Elimination and Corporate	消去又は全社	(208,280)	(231,341)	(253,358)	(272,468)	(316,155)	(451,385)	(577,527)	-	-
Consolidated	連結	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	2,554,819	-	-

Overseas Net sales

海外売上高

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Americas	米州	332,164	248,121	195,716	239,947	241,638	293,999	402,506	138,954	190,884
Ratio to consolidated net sales	連結売上高に占める割合(%)	13.1	11.7	10.7	11.8	11.7	13.6	15.7	13.3	15.7
Asia	アジア	416,785	364,004	348,254	451,096	488,324	561,044	716,269	267,958	347,807
Ratio to consolidated net sales	連結売上高に占める割合(%)	16.4	17.1	18.9	22.2	23.7	26.0	27.9	25.7	28.6
Europe and others	欧州その他	283,221	194,562	161,387	199,327	209,982	193,768	298,234	92,225	134,041
Ratio to consolidated net sales	連結売上高に占める割合(%)	11.1	9.2	8.8	9.8	10.2	9.0	11.6	8.9	11.0
Total	計	1,032,170	806,687	705,357	890,370	939,944	1,048,811	1,417,009	499,137	672,732
Ratio to consolidated net sales	連結売上高に占める割合(%)	40.6	38.0	38.4	43.8	45.6	48.6	55.2	47.9	55.3
Consolidated net sales	連結売上高	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,568,779	1,042,775	1,217,611

## 5. Financial Index

## 主要財務指標

Profitability Data

## 収益性指標

(Millions of Yen)  
(百万円)

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Net sales	売上高	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,159,942	2,568,779	1,042,775	1,217,611
Operating income	営業利益	148,996	23,527	51,728	103,810	86,946	76,790	120,058	34,732	47,038
Ordinary income	経常利益	169,644	37,773	68,206	129,099	106,696	94,116	145,354	41,531	57,253
Income before taxes	税前利益	166,612	41,126	55,425	113,781	99,941	84,084	123,833	34,991	48,076
Net income	当期純利益	87,804	17,237	28,708	70,614	58,861	37,955	66,748	15,805	25,803
Total assets	総資産残高	2,194,882	1,868,174	1,939,935	1,956,284	2,072,064	2,297,567	2,554,819	2,043,502	2,424,908
Net assets	純資産	1,128,235	1,014,082	1,064,575	1,092,610	1,138,931	1,244,695	1,379,912	1,128,738	1,311,845
Return on Equity(%)	自己資本当期純利益率(%)	9.5	1.9	3.3	7.6	6.1	3.7	5.9	3.2	4.7
Operating income / Total assets(%)	総資産営業利益率(%)	6.9	1.2	2.7	5.3	4.3	3.5	4.9	3.4	4.0
Capital employed ※	使用資本※	1,543,708	1,419,559	1,420,161	1,434,533	1,502,926	1,730,264	1,914,533	1,517,030	1,831,633
Operating income / Capital employed(%)	使用資本営業利益率(%)	9.8	1.6	3.6	7.3	5.9	4.8	6.6	4.6	5.3
Operating income / Net sales(%)	売上高営業利益率(%)	5.9	1.1	2.8	5.1	4.2	3.6	4.7	3.3	3.9
Ordinary income / Net sales(%)	売上高経常利益率(%)	6.7	1.8	3.7	6.3	5.2	4.4	5.7	4.0	4.7
Return on sales(%)	売上高当期利益率(%)	3.5	0.8	1.6	3.5	2.9	1.8	2.6	1.5	2.1

※総資産－無利子負債

Total Assets－Interest-free Liabilities

## Financial Stability Data

## 安全性指標

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Shareholders' equity ratio(%)	自己資本比率(%)	44.1	46.1	46.6	48.5	47.7	46.7	46.6	47.6	46.6
Interest-bearing debt	有利子負債残高	415,473	405,477	355,586	341,923	363,995	485,569	534,641	388,292	519,788
Debt / equity ratio(%)	有利子負債/自己資本比率(%)	42.9	47.0	39.3	36.0	36.8	45.3	44.9	39.9	46.0
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	204,612	168,509	171,576	139,298	86,051	124,849	147,705	80,470	78,771
Interest paid	利息の支払額(キャッシュ・フローベース)	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(4,897)	(6,437)	(2,385)	(3,545)
Interest coverage ratio(Times)	インタレストカバレッジレシオ(倍)	21.8	21.7	29.4	27.8	16.7	26.5	23.9	34.7	23.2
Current assets	流動資産	1,133,818	868,813	959,950	988,783	1,047,430	1,115,761	1,203,619	1,002,167	1,145,071
Current liabilities	流動負債	746,730	555,222	557,869	530,950	635,879	657,145	740,446	595,640	678,234
Current ratio(%)	流動比率(%)	151.8	156.5	172.1	186.2	164.7	169.8	162.6	168.3	168.8

## Efficiency Data

## 効率性指標

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Total assets turnover(Times)	総資産回転率	1.2	1.0	1.0	1.0	1.0	1.0	1.1	1.0	1.0
Inventories	棚卸資産残高	311,983	268,078	251,727	286,519	310,086	343,766	382,634	318,930	374,249
Inventory turnover(Times)	棚卸資産回転率	8.7	7.3	7.1	7.6	6.9	6.6	7.1	6.6	6.8
Account receivable	売上債権残高	581,450	371,571	442,466	425,374	500,857	502,000	563,599	441,566	510,079
Account receivable turnover(Times)	売上債権回転率	4.5	4.5	4.5	4.7	4.4	4.3	4.8	4.4	4.8

## Per Share Data

## 一株当たり指標

(Yen)

(円)

		FY2007	2008	2009	2010	2011	2012	2013	1H/2012	1H/2013
Net income per share	一株当たり当期純利益	112.74	21.78	36.19	89.02	74.21	47.85	84.15	19.93	32.53
Earnings before depreciation and amortization per share	一株当たりキャッシュ・フロー利益	250.0	158.5	167.1	211.0	172.5	162.2	227.1	72.2	98.9
Shareholders' equity per share	一株当たり純資産	1226.56	1,086.79	1,139.84	1,196.46	1,245.57	1,352.09	1,499.76	1,227.03	1,424.52