

## FACT BOOK

2013年度（2014年3月期）第3四半期実績  
FY2013 3rd Quarter Result



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As of February 3rd, 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)

		2011				2012				2013			Change ②-①
		1st Half	3Q	4Q	Total	1st Half	3Q①	4Q	Total	1st Half	3Q②	Total E	
Net sales	売上高	956,804	505,007	597,533	2,059,344	1,042,775	520,496	596,671	2,159,942	1,217,611	649,986	2,500,000	129,490
Operating income	営業利益	23,834	22,381	40,731	86,946	34,732	12,187	29,871	76,790	47,038	30,880	110,000	18,693
Equity in net income	持分法による投資利益	9,037	4,326	7,164	20,527	9,975	4,617	7,523	22,115	10,659	9,496	29,000	4,879
Other non-operating income (expense)	その他営業外損益	2,699	522	(3,998)	(777)	(3,176)	846	(2,459)	(4,789)	(444)	(641)	(4,000)	(1,487)
Ordinary income	経常利益	35,570	27,229	43,897	106,696	41,531	17,650	34,935	94,116	57,253	39,735	135,000	22,085
Extraordinary profit	特別利益	2,502	4,306	241	7,049	2,621	3,936	125	6,682	1,487	0	(13,500)	(3,936)
Extraordinary loss	特別損失	(10,240)	(1,121)	(2,443)	(13,804)	(9,161)	(1,601)	(5,952)	(16,714)	(10,664)	(810)		791
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	27,832	30,414	41,695	99,941	34,991	19,985	29,108	84,084	48,076	38,925	121,500	18,940
Income taxes	法人税等	5,944	9,738	14,728	30,410	12,872	7,356	14,518	34,746	15,374	11,668	56,500	4,312
Minority Interests	少数株主利益	2,820	2,792	5,058	10,670	6,314	2,373	2,696	11,383	6,899	1,813		(560)
Net Income(loss)	当期純利益	19,068	17,884	21,909	58,861	15,805	10,256	11,894	37,955	25,803	25,444	65,000	15,188

2. B/S Summary  
貸借対照表概要

		2011			2012			2013	
		1st Half	3Q	2nd Half	1st Half	3Q	2nd Half	1st Half	3Q
Current Assets	流動資産	963,055	991,309	1,047,430	1,002,167	1,036,392	1,115,761	1,145,071	1,210,307
Property, plant and equipment	有形固定資産	496,333	510,617	543,716	564,124	602,448	651,051	683,016	719,270
Intangible assets	無形固定資産	25,810	25,566	27,255	27,375	28,404	37,045	56,946	57,675
Investments and long-term receivables	投資その他の資産	445,880	428,895	453,663	449,836	474,215	493,710	539,875	560,468
Fixed Assets	固定資産	968,023	965,078	1,024,634	1,041,335	1,105,067	1,181,806	1,279,837	1,337,413
Total Assets	資産合計	1,931,078	1,956,387	2,072,064	2,043,502	2,141,459	2,297,567	2,424,908	2,547,720
Current Liabilities	流動負債	560,125	589,636	635,879	595,640	645,595	657,145	678,234	762,528
Long-term Liabilities	固定負債	300,813	291,592	297,254	319,124	317,346	395,727	434,829	412,700
Total Liabilities	負債合計	860,938	881,228	933,133	914,764	962,941	1,052,872	1,113,063	1,175,228
Shareholders' Equity	株主資本	978,233	989,008	1,011,304	1,019,113	1,021,450	1,033,267	1,051,078	1,068,686
Accumulated other comprehensive income	その他の包括利益累計額	(48,423)	(55,511)	(23,306)	(45,828)	(6,256)	39,218	78,850	113,745
Share Warrants	新株予約権	10	10	10	-	-	-	-	-
Minority Interests	少数株主持分	140,320	141,652	150,923	155,453	163,324	172,210	181,917	190,061
Total Net Assets	純資産合計	1,070,140	1,075,159	1,138,931	1,128,738	1,178,518	1,244,695	1,311,845	1,372,492
Total Liabilities and Net Assets	負債・純資産合計	1,931,078	1,956,387	2,072,064	2,043,502	2,141,459	2,297,567	2,424,908	2,547,720

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)	2012							2013						
		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	274,352	256,632	530,984	250,320	289,864	540,184	1,071,168	315,064	328,041	643,105	344,330	1,310,000
	Operating Income		営業利益	15,738	12,836	28,574	8,832	15,710	24,542	53,116	14,710	16,109	30,819	17,474	64,000
Infocommunications	Net Sales	情報通信	売上高	34,507	38,819	73,326	37,426	44,380	81,806	155,132	35,412	39,286	74,698	39,680	180,000
	Operating Income		営業利益	(4,232)	(3,597)	(7,829)	(2,379)	(47)	(2,426)	(10,255)	(893)	(2,315)	(3,208)	212	1,000
Electronics	Net Sales	エレクトロニクス	売上高	47,102	52,047	99,149	61,603	56,819	118,422	217,571	59,665	66,363	126,028	78,097	250,000
	Operating Income		営業利益	1	986	987	257	(1,239)	(982)	5	66	1,894	1,960	3,745	6,000
Environment and Energy	Net Sales	環境エネルギー	売上高	118,940	117,286	236,226	121,537	153,419	274,956	511,182	122,864	140,723	263,587	131,769	550,000
	Operating Income		営業利益	2,438	3,330	5,768	3,436	9,880	13,316	19,084	1,887	7,153	9,040	4,463	21,000
Industrial Materials and others	Net Sales	産業素材他	売上高	69,106	68,398	137,504	65,280	69,740	135,020	272,524	72,244	74,943	147,187	76,656	300,000
	Operating Income		営業利益	3,960	3,319	7,279	2,094	5,727	7,821	15,100	3,740	4,797	8,537	5,157	18,000
Eliminations and corporate	Net Sales	消去又は全社	売上高	(16,750)	(17,664)	(34,414)	(15,670)	(17,551)	(33,221)	(67,635)	(17,906)	(19,088)	(36,994)	(20,546)	(90,000)
	Operating Income		営業利益	0	(47)	(47)	(53)	(160)	(213)	(260)	(105)	(5)	(110)	(171)	0
Consolidated Total	Net Sales	連結合計	売上高	527,257	515,518	1,042,775	520,496	596,671	1,117,167	2,159,942	587,343	630,268	1,217,611	649,986	2,500,000
	Operating Income		営業利益	17,905	16,827	34,732	12,187	29,871	42,058	76,790	19,405	27,633	47,038	30,880	110,000

Breakdown of Each Business Segment

各セグメント別売上高の主要製品内訳

