

FACT BOOK

2011年度 (2012年3月期) 実績
FY2011 Result



2012年5月11日
As of May 11th, 2012

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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、過去または現在の実事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 |

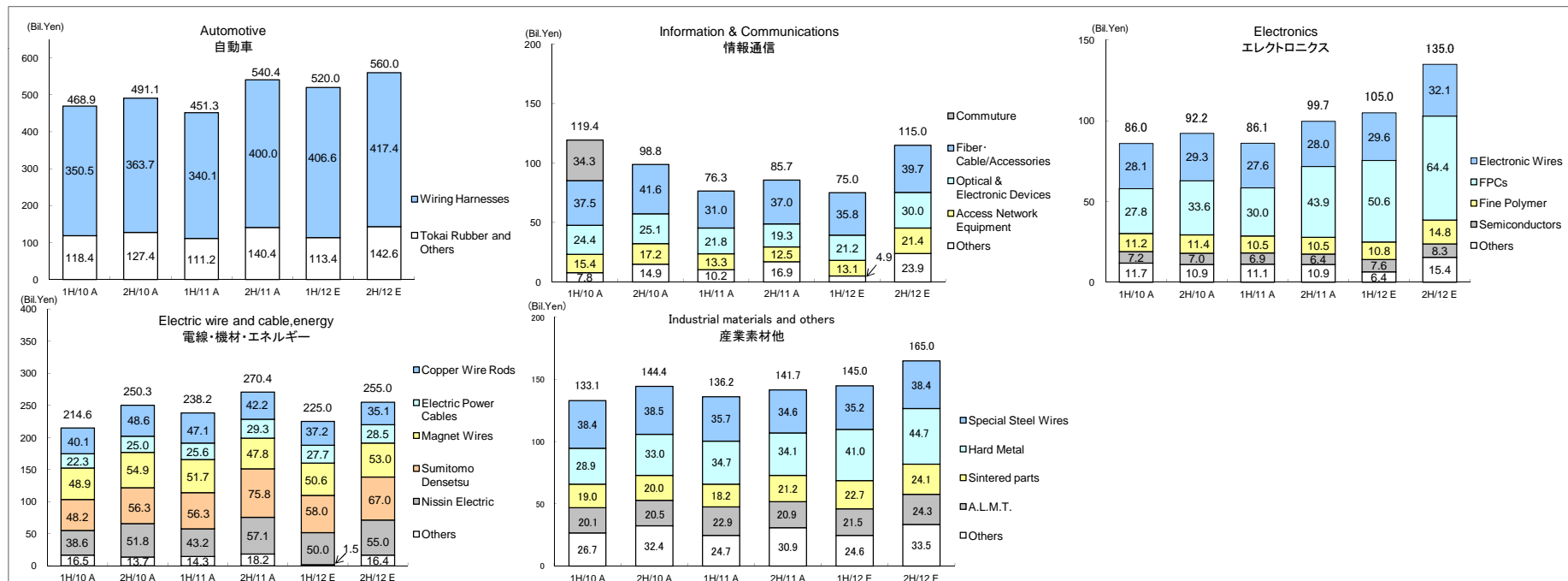
1st half and 2nd half breakdown

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 |