

FACT BOOK

2011年度 (2012年3月期)第3四半期 実績  
FY2011 3rd Quarter Result



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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)

		2009				2010				2011			Change ②-①
		1st Half	3Q	4Q	Total	1st Half	3Q①	4Q	Total	1st Half	3Q②	Total E	
Net sales	売上高	812,315	470,271	553,766	1,836,352	990,573	487,440	555,814	2,033,827	956,804	505,007	2,000,000	17,567
Operating income	営業利益	(7,025)	19,198	39,555	51,728	46,002	21,992	35,816	103,810	23,834	22,381	100,000	389
Equity in net income	持分法による投資利益	1,857	4,293	6,009	12,159	14,226	6,266	3,369	23,861	9,037	4,326	15,000	(1,940)
Other non-operating income (expense)	その他営業外損益	1,317	1,804	1,198	4,319	1,925	244	(741)	1,428	2,699	522	0	278
Ordinary income	経常利益	(3,851)	25,295	46,762	68,206	62,153	28,502	38,444	129,099	35,570	27,229	115,000	(1,273)
Extraordinary profit	特別利益	1,890	348	6,727	8,965	-	-	8,338	8,338	2,502	4,306	4,000	4,306
Extraordinary loss	特別損失	7,687	2,096	11,963	21,746	864	309	22,483	23,656	10,240	1,121	11,000	812
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	(9,648)	23,547	41,526	55,425	61,289	28,193	24,299	113,781	27,832	30,414	108,000	2,221
Income taxes	法人税等	(815)	6,175	11,561	16,921	14,984	4,327	11,847	31,158	5,944	9,738	32,000	5,411
Minority Interests	少数株主利益	907	2,961	5,928	9,796	4,919	3,230	3,860	12,009	2,820	2,792	11,000	(438)
Net Income(loss)	当期純利益	(9,740)	14,411	24,037	28,708	41,386	20,636	8,592	70,614	19,068	17,884	65,000	(2,752)

2. B/S Summary  
貸借対照表概要

		2009			2010			2011	
		1st Half	3Q	2nd Half	1st Half	3Q	2nd Half	1st Half	3Q
Current Assets	流動資産	856,664	892,911	959,950	952,047	950,504	988,783	963,055	991,309
Property, plant and equipment	有形固定資産	548,330	528,814	524,657	510,955	494,806	481,775	496,333	510,617
Intangible assets	無形固定資産	30,939	29,311	29,374	27,566	25,938	25,446	25,810	25,566
Investments and long-term receivables	投資その他の資産	441,948	437,070	425,954	419,481	468,295	460,280	445,880	428,895
Fixed Assets	固定資産	1,021,217	995,195	979,985	958,002	989,039	967,501	968,023	965,078
Total Assets	資産合計	1,877,881	1,888,106	1,939,935	1,910,049	1,939,543	1,956,284	1,931,078	1,956,387
Current Liabilities	流動負債	517,957	546,752	557,869	506,630	513,754	530,950	560,125	589,636
Long-term Liabilities	固定負債	331,200	315,093	317,491	324,567	337,088	332,724	300,813	291,592
Total Liabilities	負債合計	849,157	861,845	875,360	831,197	850,842	863,674	860,938	881,228
Shareholders' Equity	株主資本	875,915	885,373	907,616	944,452	958,539	966,893	978,233	989,008
Accumulated other comprehensive income	その他の包括利益累計額	(883)	(12,665)	(3,455)	(24,759)	(11,677)	(17,847)	(48,423)	(55,511)
Share Warrants	新株予約権	22	22	22	21	21	17	10	10
Minority Interests	少数株主持分	153,670	153,531	160,392	159,138	141,818	143,547	140,320	141,652
Total Net Assets	純資産合計	1,028,724	1,026,261	1,064,575	1,078,852	1,088,701	1,092,610	1,070,140	1,075,159
Total Liabilities and Net Assets	負債・純資産合計	1,877,881	1,888,106	1,939,935	1,910,049	1,939,543	1,956,284	1,931,078	1,956,387

Fact Book (January, 2012)

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)	2010							2011						
		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	236,022	232,841	468,863	234,392	256,747	491,139	960,002	194,043	257,263	451,306	250,819	960,000
	Operating Income	営業利益	15,820	16,867	32,687	14,077	17,354	31,431	64,118	(118)	14,115	13,997	17,468	48,000	
Information and communications	Net Sales	情報通信	売上高	57,606	61,774	119,380	43,215	55,570	98,785	218,165	37,162	39,148	76,310	35,880	170,000
	Operating Income	営業利益	(1,551)	61	(1,490)	334	4,139	4,473	2,983	(2,225)	(2,012)	(4,237)	(3,572)	1,000	
Electronics	Net Sales	エレクトロニクス	売上高	42,551	43,457	86,008	47,109	45,092	92,201	178,209	41,559	44,491	86,050	46,571	185,000
	Operating Income	営業利益	1,789	2,070	3,859	1,648	1,096	2,744	6,603	(343)	306	(37)	1,435	11,000	
Electric wire and cable, energy	Net Sales	電線・機材・エネルギー	売上高	103,136	111,479	214,615	111,190	139,078	250,268	464,883	117,122	121,040	238,162	118,099	495,000
	Operating Income	営業利益	1,192	2,694	3,886	2,350	7,192	9,542	13,428	1,340	3,529	4,869	2,625	15,000	
Industrial materials and others	Net Sales	産業素材他	売上高	63,996	69,123	133,119	68,456	75,958	144,414	277,533	65,581	70,668	136,249	70,310	290,000
	Operating Income	営業利益	2,531	4,512	7,043	3,772	6,069	9,841	16,884	3,746	5,509	9,255	4,368	25,000	
Eliminations and corporate	Net Sales	消去又は全社	売上高	(15,554)	(15,858)	(31,412)	(16,922)	(16,631)	(33,553)	(64,965)	(13,870)	(17,403)	(31,273)	(16,672)	(100,000)
	Operating Income	営業利益	(23)	40	17	(189)	(34)	(223)	(206)	32	(45)	(13)	57	0	
Consolidated Total	Net Sales	連結合計	売上高	487,757	502,816	990,573	487,440	555,814	1,043,254	2,033,827	441,597	515,207	956,804	505,007	2,000,000
	Operating Income	営業利益	19,758	26,244	46,002	21,992	35,816	57,808	103,810	2,432	21,402	23,834	22,381	100,000	

Breakdown of Each Business Segment

各セグメント別売上高の主要製品内訳

