

## FACT BOOK

2012年度 (2013年3月期) 第2四半期実績  
FY2012 1st Half Result



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As of October 31st, 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)		
1st Half Result 上期実績		FY2011 1H ①	2012 A 1H ②	Change ②-①
Net sales	売上高	956,804	1,042,775	85,971
Operating income	営業利益	23,834	34,732	10,898
Equity in net income	持分法による投資利益	9,037	9,975	938
Other non-operating income(expense)	その他営業外損益	2,699	(3,176)	(5,875)
Ordinary income	経常利益	35,570	41,531	5,961
Extraordinary profit	特別利益	2,502	2,621	119
Extraordinary loss	特別損失	10,240	9,161	(1,079)
Income (loss) before income taxes and minority interests	税金等調整前当期純利益	27,832	34,991	7,159
Income taxes	法人税等	5,944	12,872	6,928
Minority interests	少数株主利益	2,820	6,314	3,494
Net income(loss)	当期純利益	19,068	15,805	(3,263)

Full Year Forecast 年間予想		FY2006	2007	2008	2009	2010	2011①	2012 E ②	Change ②-①
Net sales	売上高	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,100,000	40,656
Operating income	営業利益	128,745	148,996	23,527	51,728	103,810	86,946	87,000	54
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	20,000	(527)
Other non-operating income(expense)	その他営業外損益	(3,091)	883	1,717	4,319	1,428	(777)	(7,000)	(6,223)
Ordinary income	経常利益	145,368	169,644	37,773	68,206	129,099	106,696	100,000	(6,696)
Extraordinary profit	特別利益	11,744	11,707	31,231	8,965	8,338	7,049	6,100	(949)
Extraordinary loss	特別損失	12,562	14,739	27,878	21,746	23,656	13,804	14,100	296
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	92,000	(7,941)
Income taxes	法人税等	55,341	58,862	18,472	16,921	31,158	30,410	33,000	2,590
Minority interests	少数株主利益	13,180	19,946	5,417	9,796	12,009	10,670	14,000	3,330
Net income(loss)	当期純利益	76,029	87,804	17,237	28,708	70,614	58,861	45,000	(13,861)

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)

1st Half Result 上期実績		FY2011 1H ①	2012A 1H ②	Change ② - ①
Automotive	自動車	451,306	530,984	79,678
Information and communications	情報通信	76,310	73,326	(2,984)
Electronics	エレクトロニクス	86,050	99,149	13,099
Electric wire and cable, energy	電線・機材・エネルギー	238,162	236,226	(1,936)
Industrial materials and others	産業素材他	136,249	137,504	1,255
Eliminations and corporate	消去又は全社	(31,273)	(34,414)	(3,141)
Consolidated Total	連結合計	956,804	1,042,775	85,971

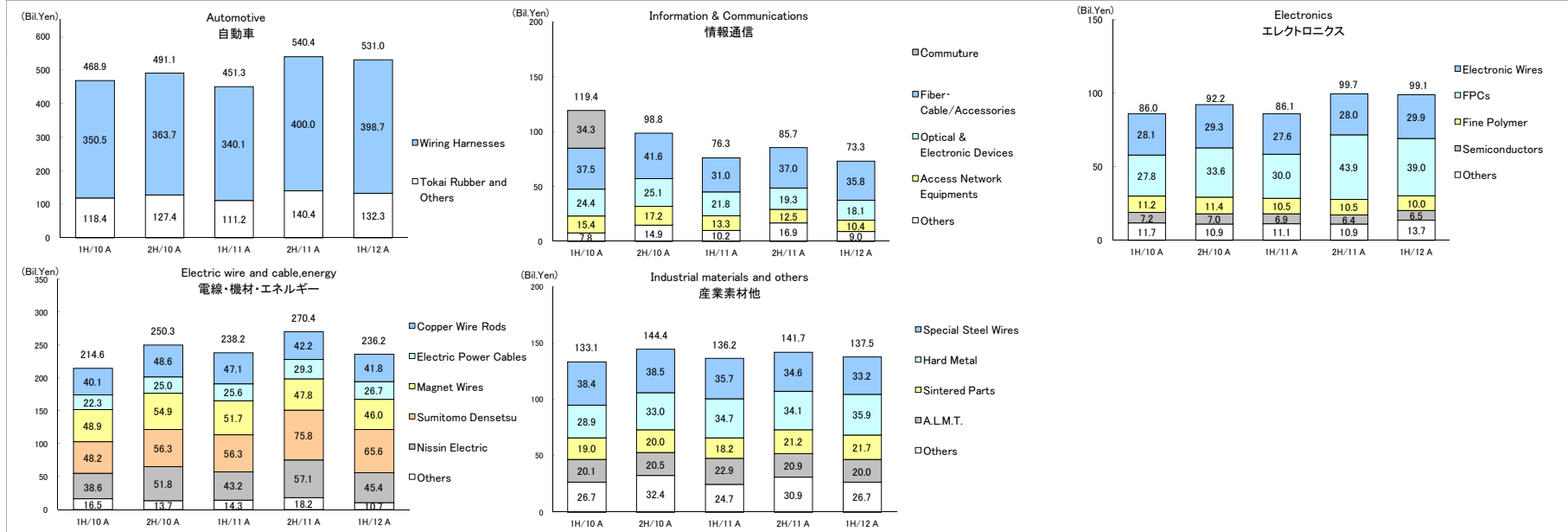
Full Year

年間

(business segment)	(セグメント区分)	FY2006	2007	2008	2009	2010	2011①	2012 E ②	Change ② - ①
Automotive	自動車	1,095,852	1,199,352	917,125	816,623	960,002	991,682	1,040,000	48,318
Information and communications	情報通信	333,063	275,596	274,966	271,177	218,165	161,991	170,000	8,009
Electronics	エレクトロニクス	223,002	219,985	182,870	165,050	178,209	185,786	220,000	34,214
Electric wire and cable, energy	電線・機材・エネルギー	501,802	594,757	536,090	412,511	464,883	508,624	480,000	(28,624)
Industrial materials and others	産業素材他	295,458	301,883	282,056	228,225	277,533	277,879	280,000	2,121
Eliminations and corporate	消去又は全社	(64,782)	(50,715)	(71,129)	(57,234)	(64,965)	(66,618)	(90,000)	(23,382)
Consolidated Total	連結合計	2,384,395	2,540,858	2,121,978	1,836,352	2,033,827	2,059,344	2,100,000	40,656

Breakdown of Each Business Segment

各セグメント別売上高の主要製品内訳



Operating Income by Business Segment  
事業セグメント別営業利益

(Millions of Yen)  
(百万円)

1st Half Result 上期実績		FY2011 1H ①	2012A 1H ②	Change ② - ①
Automotive	自動車	13,997	28,574	14,577
Information and communications	情報通信	(4,237)	(7,829)	(3,592)
Electronics	エレクトロニクス	(37)	987	1,024
Electric wire and cable, energy	電線・機材・エネルギー	4,869	5,768	899
Industrial materials and others	産業素材他	9,255	7,279	(1,976)
Eliminations and corporate	消去又は全社	(13)	(47)	(34)
Consolidated Total	連結合計	23,834	34,732	10,898

## Full Year

年間		FY2006	2007	2008	2009	2010	2011①	2012 E ②	Change ② - ①
Automotive	自動車	58,048	74,532	6,142	34,526	64,118	54,331	53,500	(831)
Information and communications	情報通信	12,610	8,143	5,010	3,624	2,983	(5,872)	(4,000)	1,872
Electronics	エレクトロニクス	19,957	17,154	1,104	4,849	6,603	3,289	5,500	2,211
Electric wire and cable, energy	電線・機材・エネルギー	11,888	18,734	8,899	7,893	13,428	16,922	16,000	(922)
Industrial materials and others	産業素材他	26,072	30,300	2,346	944	16,884	18,462	16,000	(2,462)
Eliminations and corporate	消去又は全社	170	133	26	(108)	(206)	(186)	-	186
Consolidated Total	連結合計	128,745	148,996	23,527	51,728	103,810	86,946	87,000	54

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	2011 ②	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&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	2012 E ②	Change ② - ①
Automotive	自動車	69,100	72,900	69,600	29,600	45,700	60,500	73,000	12,500
Information and communications	情報通信	9,800	7,500	9,100	12,900	18,700	14,800	13,000	(1,800)
Electronics	エレクトロニクス	13,900	10,900	12,000	6,700	10,100	15,600	20,000	4,400
Electric wire and cable, energy	電線・機材・エネルギー	7,800	9,500	18,300	15,500	9,800	13,600	14,000	400
Industrial materials and others	産業素材他	19,300	21,100	22,600	8,600	14,100	30,500	30,000	(500)
Consolidated Total	連結合計	119,900	121,900	131,600	73,300	98,400	135,000	150,000	15,000

Depreciation and Amortization

## 減価償却費

(Millions of Yen)

(百万円)

		FY2006	2007	2008	2009	2010	2011①	2012 E ②	Change ② - ①
Automotive	自動車	54,100	57,600	55,300	50,600	45,000	36,500	41,000	4,500
Information and communications	情報通信	10,200	10,000	10,300	12,200	12,300	9,300	11,500	2,200
Electronics	エレクトロニクス	11,100	11,400	11,300	10,300	9,500	8,800	10,500	1,700
Electric wire and cable, energy	電線・機材・エネルギー	7,700	10,200	13,000	13,300	13,200	9,900	10,000	100
Industrial materials and others	産業素材他	16,700	17,700	18,300	17,400	16,800	13,500	15,000	1,500
Consolidated Total	連結合計	99,800	106,900	108,200	103,800	96,800	78,000	88,000	10,000

R&amp;D Expenses

## 研究開発費

(Millions of Yen, %)

(百万円, %)

		FY2006	2007	2008	2009	2010	2011①	2012 E ②	Change ② - ①
Automotive	自動車	40,900	41,400	38,900	37,500	45,100	49,000	57,000	8,000
Information and communications	情報通信	12,200	12,000	13,400	17,500	17,100	16,100	14,000	(2,100)
Electronics	エレクトロニクス	7,700	7,900	7,100	5,600	5,400	5,600	5,000	(600)
Electric wire and cable, energy	電線・機材・エネルギー	3,800	6,900	9,600	7,600	7,200	9,600	10,500	900
Industrial materials and others	産業素材他	3,800	4,100	4,000	4,100	4,200	6,300	6,500	200
Consolidated Total	連結合計	68,400	72,300	73,000	72,300	79,000	86,600	93,000	6,400
R&D Expense / Net Sales	売上高比率	2.9	2.8	3.4	3.9	3.9	4.2	4.4	0.2

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	1H/2011	1H/2012
<b>Current Assets</b>	<b>流動資産</b>								
Cash and time deposits	現金及び預金	130,541	137,948	131,239	143,851	142,287	132,657	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	431,161	441,566
Marketable securities	有価証券	-	15,001	13,500	32,000	53,993	12,288	22,373	22,315
Inventories	たな卸資産	271,234	311,983	268,078	251,727	286,519	310,086	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	33,840	29,322
Other current assets	その他	53,813	55,627	59,731	61,627	50,013	62,690	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)	(2,261)	(2,248)
<b>Total current assets</b>	<b>流動資産合計</b>	<b>1,032,699</b>	<b>1,133,818</b>	<b>868,813</b>	<b>959,950</b>	<b>988,783</b>	<b>1,047,430</b>	<b>963,055</b>	<b>1,002,167</b>
<b>Fixed Assets</b>	<b>固定資産</b>								
<b>Property, plant and equipment</b>	<b>有形固定資産</b>								
Buildings and structures	建物及び構築物	186,678	196,771	194,707	206,794	187,825	196,849	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	182,752	212,858
Land	土地	69,107	83,228	80,399	82,619	75,528	79,265	74,841	79,392
Construction in progress	建設仮勘定	13,998	19,383	26,653	15,868	16,420	32,149	25,331	38,791
Other	その他	33,115	34,555	30,855	27,375	26,539	31,444	27,831	34,257
<b>Total property, plant and equipment</b>	<b>有形固定資産合計</b>	<b>542,053</b>	<b>570,384</b>	<b>541,316</b>	<b>524,657</b>	<b>481,775</b>	<b>543,716</b>	<b>496,333</b>	<b>564,124</b>
Intangible assets	無形固定資産	32,012	35,645	29,997	29,374	25,446	27,255	25,810	27,375
<b>Investments and long-term receivables</b>	<b>投資その他資産</b>								
Investment securities	投資有価証券	467,766	396,859	318,441	317,734	362,473	356,549	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	17,473	16,924
Other	その他	37,593	42,710	85,900	87,758	81,882	81,774	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)	(1,818)	(1,482)
<b>Total investments and long-term receivables</b>	<b>投資その他の資産合計</b>	<b>519,641</b>	<b>455,035</b>	<b>428,048</b>	<b>425,954</b>	<b>460,280</b>	<b>453,663</b>	<b>445,880</b>	<b>449,836</b>
<b>Total fixed assets</b>	<b>固定資産合計</b>	<b>1,093,706</b>	<b>1,061,064</b>	<b>999,361</b>	<b>979,985</b>	<b>967,501</b>	<b>1,024,634</b>	<b>968,023</b>	<b>1,041,335</b>
<b>Total assets</b>	<b>資産合計</b>	<b>2,126,405</b>	<b>2,194,882</b>	<b>1,868,174</b>	<b>1,939,935</b>	<b>1,956,284</b>	<b>2,072,064</b>	<b>1,931,078</b>	<b>2,043,502</b>

Liabilities and Net Assets	負債及び純資産の部	FY2006	2007	2008	2009	2010	2011	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	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	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	35,000	40,000
Other current liabilities	その他	167,810	183,247	133,228	153,311	160,026	159,231	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	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	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	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	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	29,096	31,250
Other long-term liabilities	その他	17,064	17,873	14,607	13,262	14,384	13,244	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	300,813	319,124
Total liabilities	負債合計	1,073,416	1,066,647	854,092	875,360	863,674	933,133	860,938	914,764
Minority interests	少数株主持分	-	-	-	-	-	-	-	-
Net Assets (Shareholders' Equity)	純資産（資本）の部								
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
Capital surplus	資本剰余金	117,491	168,197	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	708,120	749,003
Treasury stock, at cost	自己株式	(591)	(600)	(612)	(619)	(640)	(645)	(644)	(647)
Total Shareholders' Equity	株主資本合計	757,135	881,345	892,331	907,616	966,893	1,011,304	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	44,745	49,314
Deferred gains or losses on derivatives	繰延ヘッジ損益	243	(237)	377	33	(35)	(192)	(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)	(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)	(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	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	1,070,140	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	1,931,078	2,043,502



Consolidated Statements of Income  
 連結損益計算書

 (Millions of Yen)  
 (百万円)

		FY2006	2007	2008	2009	2010	2011	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	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	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	139,062	149,717
Operating income	営業利益	128,745	148,996	23,527	51,728	103,810	86,946	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	492	467
Dividend income	受取配当金	3,929	5,440	6,631	4,483	3,692	3,147	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	9,037	9,975
Other income	その他	17,379	17,395	13,970	13,796	14,180	12,508	5,920	4,101
Total	計	42,766	44,546	34,531	31,278	42,396	37,253	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	2,703	2,368
Other expenses	その他	16,945	14,042	11,991	8,614	11,918	12,125	2,949	7,499
Total	計	26,143	23,898	20,285	14,800	17,107	17,503	5,652	9,867
Ordinary income	経常利益	145,368	169,644	37,773	68,206	129,099	106,696	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	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 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	11,744	11,707	31,231	8,965	8,338	7,049	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	810	1,209
Provision for loss on investment securities	投資有価証券評価損	1,277	550	9,067	1,240	1,287	2,162	2,021	1,677
Restructuring expenses	事業構造改善費用	-	-	6,463	5,777	-	-	-	6,275
Pension costs of prior years	退職給付費用	-	-	-	-	-	-	-	-
Impairment losses of fixed assets	減損損失	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	2,105	-	-	-	-	-	-	-
Total	計	12,562	14,739	27,878	21,746	23,656	13,804	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	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	9,814	15,093
Adjustment for income taxes	法人税等調整額	16,289	13,488	782	(8,050)	165	1,004	(3,870)	(2,221)
Minority interests	少数株主利益	13,180	19,946	5,417	9,796	12,009	10,670	2,820	6,314
Net income(loss)	当期純利益	76,029	87,804	17,237	28,708	70,614	58,861	19,068	15,805

(Millions of Yen)

(百万円)

Consolidated Statements of Cash Flows 連結キャッシュ・フロー計算書		FY2006	2007	2008	2009	2010	2011	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	27,832	34,991
Depreciation and amortization	減価償却費	99,802	106,682	107,840	103,712	96,969	76,653	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)	(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)	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)	(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	(6,452)	(24,570)
Others, net	その他	6,734	9,568	(2,255)	22,814	23,454	1,782	3,255	15,690
Sub total	小計	165,497	246,754	194,594	176,815	163,248	107,378	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	4,342	4,234
Interest paid	利息の支払額	(8,614)	(9,828)	(8,154)	(6,042)	(5,204)	(5,480)	(2,662)	(2,385)
Provision for surcharge	課徴金の支払額	-	-	-	-	(6,763)	-	-	(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)	(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	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)	(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	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)	(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	1,849	553
Others, net	その他	(6,608)	2,582	(18,503)	(14,446)	(10,154)	(9,925)	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)	(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)	(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	短期借入金の純増加額(純減少額)	44,421	(11,394)	33,464	(62,946)	(13,768)	33,823	4,350	(10,331)
Proceeds from long-term loan payable	長期借入による収入	29,647	2,100	12,210	68,203	55,793	14,414	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)	(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	-	-
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)	-	-
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)	(7,933)	(7,933)
Others, net	その他	(3,202)	(1,206)	(2,858)	(3,394)	(4,406)	(4,627)	(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)	(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	(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)	(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	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	-	-	-	-	(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	-	2,126
Cash and cash equivalents of exclusive consolidated subsidiaries	連結除外会社に係る現金及び現金同等物の減少額	-	(435)	(513)	(472)	(6,322)	(374)	-	(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	135,616	157,005

## 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	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	686,268	731,794
Americas	米州	321,677	341,327	252,947	194,173	240,078	238,176	104,753	140,679
Asia	アジア	474,175	567,064	496,056	440,815	596,160	638,768	290,869	360,394
Europe and others	欧州その他	226,027	265,644	186,705	152,664	193,602	206,893	104,533	89,375
Total	計	2,833,181	3,058,271	2,541,322	2,232,622	2,525,388	2,564,589	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)	(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	956,804	1,042,775
Operating income	営業利益	FY2006	2007	2008	2009	2010	2011	1H/2011	1H/2012
Japan	日本	89,680	92,954	(1,089)	30,351	50,838	43,714	7,505	9,393
Americas	米州	11,032	13,330	1,270	1,199	9,560	6,984	1,635	4,883
Asia	アジア	21,394	33,104	24,069	23,627	36,347	28,645	9,974	20,588
Europe and others	欧州その他	6,337	9,440	(2,150)	(3,337)	8,460	7,351	4,202	(776)
Total	計	128,443	148,828	22,100	51,840	105,205	86,694	23,316	34,088
Elimination or Corporate	消去または全社	302	168	1,427	(112)	(1,395)	252	518	644
Consolidated	連結	128,745	148,996	23,527	51,728	103,810	86,946	23,834	34,732

## Overseas Net sales

## 海外売上高

		FY2006	2007	2008	2009	2010	2011	1H/2011	1H/2012
Americas	米州	313,842	332,164	248,121	195,716	239,947	241,638	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	11.4	13.3
Asia	アジア	348,273	416,785	364,004	348,254	451,096	488,324	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	24.2	25.7
Europe and others	欧州その他	238,440	283,221	194,562	161,387	199,327	209,982	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	11.2	8.9
Total	計	900,555	1,032,170	806,687	705,357	890,370	939,944	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	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	956,804	1,042,775

## 5. Financial Index

## 主要財務指標

(Millions of Yen)  
(百万円)Profitability Data  
収益性指標

		FY2006	2007	2008	2009	2010	2011	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	956,804	1,042,775
Operating Income	営業利益	128,745	148,996	23,527	51,728	103,810	86,946	23,834	34,732
Ordinary Income	経常利益	145,368	169,644	37,773	68,206	129,099	106,696	35,570	41,531
Income before Taxes	税引前利益	144,550	166,612	41,126	55,425	113,781	99,941	27,832	34,991
Net Income	当期純利益	76,029	87,804	17,237	28,708	70,614	58,861	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	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	1,070,140	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	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	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	1,415,534	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	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	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	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	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	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	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	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	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	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)	(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	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	963,055	1,002,167
Current Liabilities	流動負債	645,908	746,730	555,222	557,869	530,950	635,879	560,125	595,640
Current Ratio(%)	流動比率(%)	159.9	151.8	156.5	172.1	186.2	164.7	171.9	168.3

## Efficiency Data

## 効率性指標

		FY2006	2007	2008	2009	2010	2011	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
Inventories	棚卸資産残高	271,234	311,983	268,078	251,727	286,519	310,086	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	6.5	6.6
Account Receivable	売上債権残高	547,822	581,450	371,571	442,466	425,374	500,857	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	4.5	4.4

## Per Share Data

## 一株当たり指標

(Yen)  
(円)

		FY2006	2007	2008	2009	2010	2011	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	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	70.3	72.2
Shareholders' Equity per Share	一株当たり純資産	1,170.54	1,226.56	1,086.79	1,139.84	1,196.46	1,245.57	1,172.21	1,227.03