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# FACT BOOK

2018年度（2019年3月期）実績  
FY2018 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 group 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 group 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 group 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

## 1. 損益概要

|  |                 | (Millions of Yen)<br>(百万円) |           |           |           |           |           |           |              | Change<br>②-① | Change<br>③-② |
|--|-----------------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|--------------|---------------|---------------|
|  |                 | FY2012                     | 2013      | 2014      | 2015      | 2016      | 2017 ①    | 2018 ②    | 2019 E (※) ③ |               |               |
| Net Sales  | 売上高             | 2,159,942                  | 2,568,779 | 2,822,811 | 2,933,089 | 2,814,483 | 3,082,247 | 3,177,985 | 3,200,000    | 95,738        | 22,015        |
| Operating Income   | 営業利益            | 76,790                     | 120,058   | 134,457   | 143,476   | 150,503   | 173,139   | 166,260   | 167,000      | (6,879)       | 740           |
| Share of Profit of Investments Accounted for Using the Equity Method | 持分法による投資利益      | 22,115                     | 29,626    | 27,187    | 29,645    | 28,200    | 27,813    | 25,051    |              | (2,762)       | (4,389)       |
| Other Non-Operating Income (Expense)                                 | その他営業外損益        | (4,789)                    | (4,330)   | (1,047)   | (7,463)   | (4,831)   | (5,942)   | (2,662)   | 18,000       | 3,280         |               |
| Ordinary Income  | 経常利益            | 94,116                     | 145,354   | 160,597   | 165,658   | 173,872   | 195,010   | 188,649   | 185,000      | (6,361)       | (3,649)       |
| Extraordinary Profit   | 特別利益            | 6,682                      | 1,487     | 55,410    | 32,186    | 14,432    | 13,506    | 8,905     |              | (4,601)       |               |
| Extraordinary Loss   | 特別損失            | (16,714)                   | (23,008)  | (48,940)  | (42,985)  | (20,512)  | (15,179)  | (16,166)  |              | (987)         |               |
| Profit before Income Taxes   | 税金等調整前当期純利益     | 84,084                     | 123,833   | 167,067   | 154,859   | 167,792   | 193,337   | 181,388   | (66,000)     | (11,949)      | 4,586         |
| Income Taxes   | 法人税等            | 34,746                     | 44,218    | 37,036    | 49,826    | 41,447    | 53,349    | 51,181    |              | (2,168)       |               |
| Profit Attributable to Non-Controlling Interests                     | 非支配株主に帰属する当期純利益 | 11,383                     | 12,867    | 10,260    | 14,032    | 18,783    | 19,660    | 12,144    |              | (7,516)       |               |
| Profit Attributable to Owners of the Parent                          | 親会社株主に帰属する当期純利益 | 37,955                     | 66,748    | 119,771   | 91,001    | 107,562   | 120,328   | 118,063   | 119,000      | (2,265)       | 937           |

(※)E: Estimate/予想

## 1st Half and 2nd Half Breakdown

## 上期下期内訳

|  |                 | 2017      |           | 2018      |           | 2019 E    |           |
|--|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|
|  |                 | 1st Half  | 2nd Half  | 1st Half  | 2nd Half  | 1st Half  | 2nd Half  |
| Net Sales  | 売上高             | 1,459,217 | 1,623,030 | 1,528,360 | 1,649,625 | 1,530,000 | 1,670,000 |
| Operating Income   | 営業利益            | 65,708    | 107,431   | 64,286    | 101,974   | 50,000    | 117,000   |
| Share of Profit of Investments Accounted for Using the Equity Method | 持分法による投資利益      | 10,852    | 16,961    | 10,823    | 14,228    | 7,000     | 11,000    |
| Other Non-Operating Income (Expense)                                 | その他営業外損益        | (1,526)   | (4,416)   | (1,349)   | (1,313)   |           |           |
| Ordinary Income  | 経常利益            | 75,034    | 119,976   | 73,760    | 114,889   | 57,000    | 128,000   |
| Extraordinary Profit   | 特別利益            | 4,670     | 8,836     | -         | 8,905     |           |           |
| Extraordinary Loss   | 特別損失            | (6,254)   | (8,925)   | (1,356)   | (14,810)  |           |           |
| Profit before Income Taxes   | 税金等調整前当期純利益     | 73,450    | 119,887   | 72,404    | 108,984   | (22,000)  | (44,000)  |
| Income Taxes   | 法人税等            | 22,597    | 30,752    | 17,314    | 33,867    |           |           |
| Profit Attributable to Non-Controlling Interests                     | 非支配株主に帰属する当期純利益 | 8,405     | 11,255    | 7,103     | 5,041     |           |           |
| Profit Attributable to Owners of the Parent                          | 親会社株主に帰属する当期純利益 | 42,448    | 77,880    | 47,987    | 70,076    | 35,000    | 84,000    |

2. Business Segment Information

2. 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) | FY2012    | 2013      | 2014      | 2015      | 2016      | 2017 ①    | 2018 ②    | 2019 E ③  | Change ②-① | Change ③-② |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|
| Automotive                      | 自動車       | 1,071,168 | 1,351,049 | 1,488,214 | 1,541,985 | 1,513,221 | 1,631,952 | 1,709,426 | 1,760,000 | 77,474     | 50,574     |
| Infocommunications              | 情報通信      | 155,132   | 164,893   | 172,011   | 184,688   | 198,240   | 220,326   | 208,420   | 220,000   | (11,906)   | 11,580     |
| Electronics                     | エレクトロニクス  | 217,571   | 262,624   | 292,005   | 312,021   | 251,113   | 246,319   | 228,933   | 200,000   | (17,386)   | (28,933)   |
| Environment and Energy          | 環境エネルギー   | 511,182   | 564,157   | 636,512   | 659,543   | 621,418   | 717,972   | 759,786   | 740,000   | 41,814     | (19,786)   |
| Industrial Materials and Others | 産業素材他     | 272,524   | 303,299   | 317,360   | 312,154   | 303,943   | 343,126   | 357,824   | 370,000   | 14,698     | 12,176     |
| Eliminations and Corporate      | 消去又は全社    | (67,635)  | (77,243)  | (83,291)  | (77,302)  | (73,452)  | (77,448)  | (86,404)  | (90,000)  | (8,956)    | (3,596)    |
| Consolidated Total              | 連結合計      | 2,159,942 | 2,568,779 | 2,822,811 | 2,933,089 | 2,814,483 | 3,082,247 | 3,177,985 | 3,200,000 | 95,738     | 22,015     |

1st Half and 2nd Half Breakdown

上期下期内訳

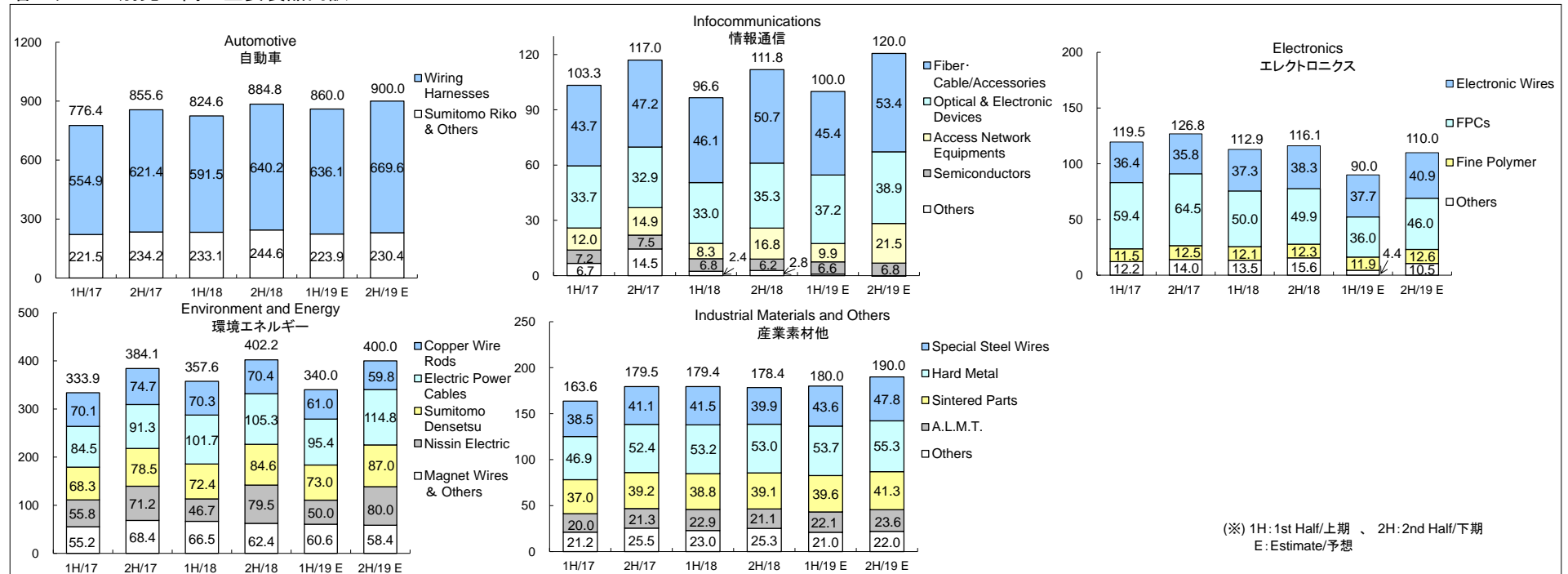
|                                 |          | 2017      |           | 2018      |           | 2019 E    |           |
|---------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|
|                                 |          | 1st Half  | 2nd Half  | 1st Half  | 2nd Half  | 1st Half  | 2nd Half  |
| Automotive                      | 自動車      | 776,406   | 855,546   | 824,621   | 884,805   | 860,000   | 900,000   |
| Infocommunications              | 情報通信     | 103,335   | 116,991   | 96,574    | 111,846   | 100,000   | 120,000   |
| Electronics                     | エレクトロニクス | 119,524   | 126,795   | 112,865   | 116,068   | 90,000    | 110,000   |
| Environment and Energy          | 環境エネルギー  | 333,874   | 384,098   | 357,608   | 402,178   | 340,000   | 400,000   |
| Industrial Materials and Others | 産業素材他    | 163,577   | 179,549   | 179,434   | 178,390   | 180,000   | 190,000   |
| Eliminations and Corporate      | 消去又は全社   | (37,499)  | (39,949)  | (42,742)  | (43,662)  | (40,000)  | (50,000)  |
| Consolidated Total              | 連結合計     | 1,459,217 | 1,623,030 | 1,528,360 | 1,649,625 | 1,530,000 | 1,670,000 |

(Billions of Yen)

(十億円)

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)<br>(百万円) |                 |
|---------------------------------|----------|----------|---------|---------|---------|----------|---------|---------|----------|----------------------------|-----------------|
|                                 |          | FY2012   | 2013    | 2014    | 2015    | 2016     | 2017 ①  | 2018 ②  | 2019 E ③ | Change<br>② - ①            | Change<br>③ - ② |
| Automotive                      | 自動車      | 53,116   | 71,781  | 89,252  | 88,654  | 98,616   | 96,805  | 84,669  | 85,000   | (12,136)                   | 331             |
| Infocommunications              | 情報通信     | (10,255) | (1,155) | 3,749   | 11,903  | 21,509   | 18,603  | 16,398  | 12,000   | (2,205)                    | (4,398)         |
| Electronics                     | エレクトロニクス | 5        | 5,332   | 5,460   | 10,203  | (10,898) | 5,410   | 7,016   | 8,000    | 1,606                      | 984             |
| Environment and Energy          | 環境エネルギー  | 19,084   | 24,134  | 13,528  | 13,404  | 20,807   | 24,120  | 30,062  | 30,000   | 5,942                      | (62)            |
| Industrial Materials and Others | 産業素材他    | 15,100   | 20,509  | 22,992  | 19,234  | 20,491   | 28,171  | 28,193  | 32,000   | 22                         | 3,807           |
| Eliminations and Corporate      | 消去又は全社   | (260)    | (543)   | (524)   | 78      | (22)     | 30      | (78)    | 0        | (108)                      | 78              |
| Consolidated Total              | 連結合計     | 76,790   | 120,058 | 134,457 | 143,476 | 150,503  | 173,139 | 166,260 | 167,000  | (6,879)                    | 740             |

## 1st Half and 2nd Half Breakdown

上期下期内訳

|                                 |          | 2017     |          | 2018     |          | 2019 E   |          |
|---------------------------------|----------|----------|----------|----------|----------|----------|----------|
|                                 |          | 1st Half | 2nd Half | 1st Half | 2nd Half | 1st Half | 2nd Half |
| Automotive                      | 自動車      | 40,615   | 56,190   | 34,053   | 50,616   | 29,000   | 56,000   |
| Infocommunications              | 情報通信     | 6,338    | 12,265   | 6,413    | 9,985    | 2,000    | 10,000   |
| Electronics                     | エレクトロニクス | 988      | 4,422    | 1,818    | 5,198    | 0        | 8,000    |
| Environment and Energy          | 環境エネルギー  | 6,101    | 18,019   | 7,127    | 22,935   | 6,000    | 24,000   |
| Industrial Materials and Others | 産業素材他    | 11,548   | 16,623   | 14,972   | 13,221   | 13,000   | 19,000   |
| Eliminations and Corporate      | 消去又は全社   | 118      | (88)     | (97)     | 19       | 0        | 0        |
| Consolidated Total              | 連結合計     | 65,708   | 107,431  | 64,286   | 101,974  | 50,000   | 117,000  |

## Assets by Business Segment

## 事業セグメント別資産残高

Total Assets  
総資産

|                                 |          |           |           |           |           |           | (Millions of Yen)<br>(百万円) |  |
|---------------------------------|----------|-----------|-----------|-----------|-----------|-----------|----------------------------|--|
|                                 |          | FY2014    | 2015      | 2016      | 2017 ①    | 2018 ②    | Change<br>② - ①            |  |
| Automotive                      | 自動車      | 1,290,669 | 1,242,498 | 1,305,747 | 1,353,642 | 1,387,003 | 33,361                     |  |
| Infocommunications              | 情報通信     | 219,185   | 218,229   | 243,473   | 283,705   | 243,908   | (39,797)                   |  |
| Electronics                     | エレクトロニクス | 223,150   | 215,032   | 215,210   | 180,735   | 180,258   | (477)                      |  |
| Environment and Energy          | 環境エネルギー  | 567,945   | 571,483   | 621,281   | 632,762   | 678,351   | 45,589                     |  |
| Industrial Materials and Others | 産業素材他    | 680,636   | 541,037   | 585,908   | 618,580   | 647,964   | 29,384                     |  |
| Eliminations and Corporate      | 消去又は全社   | (55,800)  | (45,431)  | (64,327)  | (69,521)  | (84,221)  | (14,700)                   |  |
| Consolidated Total              | 連結合計     | 2,925,785 | 2,742,848 | 2,907,292 | 2,999,903 | 3,053,263 | 53,360                     |  |

## 3. Capital Expenditure/ Depreciation and Amortization/ R&amp;D Expenses

## 3. 設備投資, 減価償却費, 研究開発費

| Capital Expenditure (Investment in Fixed Assets)<br>設備投資 |          | (Millions of Yen)<br>(百万円) |         |         |         |         |         |         |          |                 |                 |
|--|----------|----------------------------|---------|---------|---------|---------|---------|---------|----------|-----------------|-----------------|
|  |          | FY2012                     | 2013    | 2014    | 2015    | 2016    | 2017 ①  | 2018 ②  | 2019 E ③ | Change<br>② - ① | Change<br>③ - ② |
| Automotive   | 自動車      | 76,900                     | 88,200  | 75,600  | 76,300  | 76,900  | 77,000  | 91,000  | 106,000  | 14,000          | 15,000          |
| Infocommunications                                       | 情報通信     | 12,100                     | 9,300   | 13,600  | 13,400  | 24,100  | 29,300  | 18,700  | 17,000   | (10,600)        | (1,700)         |
| Electronics  | エレクトロニクス | 21,400                     | 11,500  | 15,100  | 28,700  | 34,200  | 10,500  | 19,200  | 16,000   | 8,700           | (3,200)         |
| Environment and Energy                                   | 環境エネルギー  | 12,400                     | 18,200  | 19,900  | 27,300  | 24,000  | 25,800  | 29,600  | 28,000   | 3,800           | (1,600)         |
| Industrial Materials and Others                          | 産業素材他    | 25,100                     | 23,600  | 24,000  | 21,600  | 24,500  | 28,500  | 31,800  | 26,000   | 3,300           | (5,800)         |
| Consolidated Total                                       | 連結合計     | 147,900                    | 150,800 | 148,200 | 167,300 | 183,700 | 171,100 | 190,300 | 193,000  | 19,200          | 2,700           |

| Depreciation and Amortization<br>減価償却費 |          | (Millions of Yen)<br>(百万円) |         |         |         |         |         |         |          |                 |                 |
|--|----------|----------------------------|---------|---------|---------|---------|---------|---------|----------|-----------------|-----------------|
|  |          | FY2012                     | 2013    | 2014    | 2015    | 2016    | 2017 ①  | 2018 ②  | 2019 E ③ | Change<br>② - ① | Change<br>③ - ② |
| Automotive                             | 自動車      | 44,100                     | 60,200  | 67,400  | 71,700  | 69,900  | 75,500  | 77,500  | 80,000   | 2,000           | 2,500           |
| Infocommunications                     | 情報通信     | 11,300                     | 11,600  | 11,400  | 11,400  | 11,700  | 15,000  | 16,100  | 17,500   | 1,100           | 1,400           |
| Electronics                            | エレクトロニクス | 10,200                     | 13,300  | 14,400  | 15,900  | 17,700  | 17,900  | 17,000  | 17,000   | (900)           | 0               |
| Environment and Energy                 | 環境エネルギー  | 9,500                      | 11,300  | 14,300  | 14,600  | 15,500  | 16,500  | 16,800  | 17,500   | 300             | 700             |
| Industrial Materials and Others        | 産業素材他    | 15,500                     | 16,900  | 19,200  | 20,800  | 19,700  | 21,200  | 21,400  | 23,000   | 200             | 1,600           |
| Consolidated Total                     | 連結合計     | 90,600                     | 113,300 | 126,700 | 134,400 | 134,500 | 146,100 | 148,900 | 155,000  | 2,800           | 6,100           |

| R&D Expenses<br>研究開発費           |          | (Millions of Yen)<br>(百万円) |        |         |         |         |         |         |          |                 |                 |
|---------------------------------|----------|----------------------------|--------|---------|---------|---------|---------|---------|----------|-----------------|-----------------|
|                                 |          | FY2012                     | 2013   | 2014    | 2015    | 2016    | 2017 ①  | 2018 ②  | 2019 E ③ | Change<br>② - ① | Change<br>③ - ② |
| Automotive                      | 自動車      | 57,900                     | 62,100 | 64,400  | 68,400  | 70,900  | 71,800  | 81,900  | 85,000   | 10,100          | 3,100           |
| Infocommunications              | 情報通信     | 13,500                     | 12,600 | 15,200  | 16,900  | 16,900  | 18,300  | 18,200  | 18,500   | (100)           | 300             |
| Electronics                     | エレクトロニクス | 5,200                      | 4,600  | 3,900   | 3,400   | 3,400   | 3,300   | 3,300   | 3,500    | 0               | 200             |
| Environment and Energy          | 環境エネルギー  | 11,000                     | 12,600 | 14,200  | 14,500  | 16,000  | 16,000  | 17,900  | 18,000   | 1,900           | 100             |
| Industrial Materials and Others | 産業素材他    | 6,700                      | 7,600  | 7,900   | 7,600   | 8,000   | 8,300   | 8,400   | 8,000    | 100             | (400)           |
| Consolidated Total              | 連結合計     | 94,300                     | 99,500 | 105,600 | 110,800 | 115,200 | 117,700 | 129,600 | 133,000  | 11,900          | 3,400           |
| R&D Expense / Net Sales(%)      | 売上高比率(%) | 4.4                        | 3.9    | 3.7     | 3.8     | 4.1     | 3.8     | 4.1     | 4.2      | 0.3             | 0.1             |

## 4. Consolidated Financial Statements

## 4. 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              | FY2012           | 2013             | 2014             | 2015             | 2016             | 2017             | 2018             | 1H/2017          | 1H/2018          |
|---|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Current Assets</b>                     | <b>流動資産</b>       |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Cash and Time Deposits                    | 現金及び預金            | 172,637          | 161,797          | 172,697          | 174,686          | 180,034          | 178,918          | 167,225          | 166,473          | 161,391          |
| Trade Notes and Accounts Receivable       | 受取手形及び売掛金         | 502,000          | 563,599          | 644,834          | 622,944          | 648,411          | 668,616          | 708,617          | 640,689          | 670,277          |
| Securities                                | 有価証券              | 4,164            | 343              | 5,009            | 57               | 792              | 2,065            | 2,084            | 13,811           | 9,313            |
| Inventories                               | たな卸資産             | 343,766          | 382,634          | 450,276          | 422,976          | 449,070          | 466,437          | 528,789          | 488,381          | 536,154          |
| Deferred Tax Assets                       | 繰延税金資産            | 32,028           | 32,273           | 40,995           | 48,764           | 49,734           | -                | -                | -                | -                |
| Other Current Assets                      | その他               | 63,876           | 67,020           | 106,003          | 91,359           | 101,245          | 88,277           | 108,534          | 89,495           | 97,191           |
| Allowance for Doubtful Receivables        | 貸倒引当金             | (2,710)          | (4,047)          | (4,253)          | (3,590)          | (2,733)          | (2,616)          | (1,609)          | (2,725)          | (1,979)          |
| <b>Total Current Assets</b>               | <b>流動資産合計</b>     | <b>1,115,761</b> | <b>1,203,619</b> | <b>1,415,561</b> | <b>1,357,196</b> | <b>1,426,553</b> | <b>1,401,697</b> | <b>1,513,640</b> | <b>1,396,124</b> | <b>1,472,347</b> |
| <b>Non-Current 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           | 227,801          | 251,004          | 271,816          | 261,016          | 266,700          | 273,231          | 278,473          | 274,927          | 274,678          |
| Machinery and Equipment                   | 機械装置及び運搬具         | 260,608          | 297,109          | 338,777          | 332,388          | 368,822          | 376,445          | 405,266          | 380,837          | 394,661          |
| Land                                      | 土地                | 83,325           | 87,610           | 88,435           | 87,512           | 87,904           | 88,461           | 89,229           |                  |                  |
| Construction in Progress                  | 建設仮勘定             | 38,558           | 38,343           | 38,006           | 48,505           | 46,813           | 51,705           | 52,747           |                  |                  |
| Other                                     | その他               | 40,759           | 50,811           | 52,741           | 50,699           | 52,946           | 55,992           | 60,108           | 198,127          | 204,149          |
| <b>Net Property, Plant and Equipment</b>  | <b>有形固定資産合計</b>   | <b>651,051</b>   | <b>724,877</b>   | <b>789,775</b>   | <b>780,120</b>   | <b>823,185</b>   | <b>845,834</b>   | <b>885,823</b>   | <b>853,891</b>   | <b>873,488</b>   |
| Intangible Assets                         | 無形固定資産            | 37,045           | 63,301           | 67,232           | 51,733           | 54,316           | 49,115           | 40,695           | 52,465           | 48,445           |
| <b>Investments and Other Assets</b>       | <b>投資その他の資産</b>   |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Investment Securities                     | 投資有価証券            | 388,834          | 453,520          | 500,289          | 420,759          | 441,040          | 478,761          | 446,559          | 467,957          | 450,648          |
| Net Defined Benefit Assets                | 退職給付に係る資産         | -                | 64,317           | 105,305          | 75,728           | 98,739           | 134,470          | 87,569           |                  |                  |
| Deferred Tax Assets                       | 繰延税金資産            | 18,572           | 19,423           | 19,344           | 17,829           | 19,680           | 42,989           | 33,382           |                  |                  |
| Other                                     | その他               | 87,713           | 27,220           | 29,641           | 40,911           | 46,219           | 49,171           | 47,822           | 195,767          | 214,854          |
| Allowance for Doubtful Receivables        | 貸倒引当金             | (1,409)          | (1,458)          | (1,362)          | (1,428)          | (2,440)          | (2,134)          | (2,227)          | (2,387)          | (2,143)          |
| <b>Total Investments and Other Assets</b> | <b>投資その他の資産合計</b> | <b>493,710</b>   | <b>563,022</b>   | <b>653,217</b>   | <b>553,799</b>   | <b>603,238</b>   | <b>703,257</b>   | <b>613,105</b>   | <b>661,337</b>   | <b>663,359</b>   |
| <b>Total Non-Current Assets</b>           | <b>固定資産合計</b>     | <b>1,181,806</b> | <b>1,351,200</b> | <b>1,510,224</b> | <b>1,385,652</b> | <b>1,480,739</b> | <b>1,598,206</b> | <b>1,539,623</b> | <b>1,567,693</b> | <b>1,585,292</b> |
| <b>Total Assets</b>                       | <b>資産合計</b>       | <b>2,297,567</b> | <b>2,554,819</b> | <b>2,925,785</b> | <b>2,742,848</b> | <b>2,907,292</b> | <b>2,999,903</b> | <b>3,053,263</b> | <b>2,963,817</b> | <b>3,057,639</b> |

(Millions of Yen)  
(百万円)

| Liabilities and Net Assets                                    | 負債及び純資産の部            | FY2012           | 2013             | 2014             | 2015             | 2016             | 2017             | 2018             | 1H/2017          | 1H/2018          |
|---|----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Current Liabilities</b>                                    | <b>流動負債</b>          |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Trade Notes and Accounts Payable                              | 支払手形及び買掛金            | 300,669          | 329,021          | 367,253          | 349,360          | 378,110          | 367,297          | 379,844          | 380,649          | 372,974          |
| Short-Term Debt   | 短期借入金                | 167,961          | 215,379          | 213,637          | 162,213          | 179,584          | 186,931          | 248,583          | 197,045          | 224,764          |
| Current Portion of Bonds                                      | 1年内償還予定の社債           | 20,000           | 10,620           | 10,620           | 10,610           | 15,000           | -                | -                | 14,995           | -                |
| Other Current Liabilities                                     | その他                  | 168,515          | 185,426          | 218,359          | 248,990          | 251,481          | 249,440          | 252,324          | 248,150          | 252,160          |
| <b>Total Current Liabilities</b>                              | <b>流動負債合計</b>        | <b>657,145</b>   | <b>740,446</b>   | <b>809,869</b>   | <b>771,173</b>   | <b>824,175</b>   | <b>803,668</b>   | <b>880,751</b>   | <b>840,839</b>   | <b>849,898</b>   |
| <b>Non-Current Liabilities</b>                                | <b>固定負債</b>          |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Bonds   | 社債                   | 56,850           | 46,230           | 35,610           | 25,000           | 60,000           | 74,805           | 74,828           | 74,793           | 74,816           |
| Long-Term Debt  | 長期借入金                | 238,608          | 258,954          | 288,160          | 256,239          | 253,862          | 226,627          | 213,330          | 235,189          | 247,906          |
| Deferred Tax Liabilities                                      | 繰延税金負債               | 54,450           | 65,719           | 88,327           | 59,228           | 67,583           | 57,663           | 36,690           |                  |                  |
| Accrued Pension and Severance Costs                           | 退職給付引当金              | 33,260           | -                | -                | -                | -                | -                | -                | -                | -                |
| Net Defined Benefit Liabilities                               | 退職給付に係る負債            | -                | 47,507           | 39,408           | 51,562           | 54,553           | 54,661           | 55,867           | 55,430           | 55,386           |
| Other Non-Current Liabilities                                 | その他                  | 12,559           | 16,051           | 17,498           | 18,357           | 18,504           | 18,393           | 15,484           | 71,437           | 54,200           |
| <b>Total Non-Current Liabilities</b>                          | <b>固定負債合計</b>        | <b>395,727</b>   | <b>434,461</b>   | <b>469,003</b>   | <b>410,386</b>   | <b>454,502</b>   | <b>432,149</b>   | <b>396,199</b>   | <b>436,849</b>   | <b>432,308</b>   |
| <b>Total Liabilities</b>                                      | <b>負債合計</b>          | <b>1,052,872</b> | <b>1,174,907</b> | <b>1,278,872</b> | <b>1,181,559</b> | <b>1,278,677</b> | <b>1,235,817</b> | <b>1,276,950</b> | <b>1,277,688</b> | <b>1,282,206</b> |
| <b>Net Assets</b>   | <b>純資産</b>           |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Shareholders' Equity</b>                                   | <b>株主資本</b>          |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Common Stock  | 資本金                  | 99,737           | 99,737           | 99,737           | 99,737           | 99,737           | 99,737           | 99,737           | 99,737           | 99,737           |
| Capital Surplus   | 資本剰余金                | 171,020          | 171,020          | 171,020          | 171,314          | 170,849          | 170,849          | 170,868          | 170,849          | 170,866          |
| Retained Earnings   | 利益剰余金                | 763,159          | 819,179          | 920,850          | 981,413          | 1,074,770        | 1,160,601        | 1,216,207        | 1,099,159        | 1,189,086        |
| Treasury Stock, at Cost                                       | 自己株式                 | (649)            | (659)            | (667)            | (677)            | (20,736)         | (20,749)         | (20,749)         | (20,741)         | (20,754)         |
| <b>Total Shareholders' Equity</b>                             | <b>株主資本合計</b>        | <b>1,033,267</b> | <b>1,089,277</b> | <b>1,190,940</b> | <b>1,251,787</b> | <b>1,324,620</b> | <b>1,410,438</b> | <b>1,466,063</b> | <b>1,349,004</b> | <b>1,438,935</b> |
| <b>Accumulated Other Comprehensive Income</b>                 | <b>その他の包括利益累計額</b>   |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Net Unrealized Holding Gains on Available-for-Sale Securities | その他有価証券評価差額金         | 66,687           | 85,170           | 127,416          | 74,629           | 78,725           | 86,251           | 83,430           | 94,420           | 73,972           |
| Deferred Gains or Losses on Hedges                            | 繰延ヘッジ損益              | (1,254)          | (1,097)          | (838)            | 2,134            | 56               | (230)            | (128)            | (430)            | (300)            |
| Foreign Currency Translation Adjustments                      | 為替換算調整勘定             | (26,215)         | 24,902           | 88,444           | 27,680           | (9,019)          | 238              | (13,927)         | 5,504            | (3,529)          |
| Remeasurements of Defined Benefit Plans                       | 退職給付に係る調整累計額         | -                | (8,644)          | 25,224           | 4,309            | 21,372           | 42,756           | 15,445           | 19,885           | 40,870           |
| <b>Total Accumulated Other Comprehensive Income</b>           | <b>その他の包括利益累計額合計</b> | <b>39,218</b>    | <b>100,331</b>   | <b>240,246</b>   | <b>108,752</b>   | <b>91,134</b>    | <b>129,015</b>   | <b>84,820</b>    | <b>119,379</b>   | <b>111,013</b>   |
| <b>Non-Controlling Interests</b>                              | <b>非支配株主持分</b>       |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Total Net Assets  | 純資産合計                | 1,244,695        | 1,379,912        | 1,646,913        | 1,561,289        | 1,628,615        | 1,764,086        | 1,776,313        | 1,686,129        | 1,775,433        |
| <b>Total Liabilities and Net Assets</b>                       | <b>負債・純資産合計</b>      | <b>2,297,567</b> | <b>2,554,819</b> | <b>2,925,785</b> | <b>2,742,848</b> | <b>2,907,292</b> | <b>2,999,903</b> | <b>3,053,263</b> | <b>2,963,817</b> | <b>3,057,639</b> |



## Fact Book (May, 2019)

Consolidated Statements of Income  
連結損益計算書(Millions of Yen)  
(百万円)

|  |                 | FY2012    | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
|--|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Net Sales  | 売上高             | 2,159,942 | 2,568,779 | 2,822,811 | 2,933,089 | 2,814,483 | 3,082,247 | 3,177,985 | 1,459,217 | 1,528,360 |
| Cost of Sales  | 売上原価            | 1,785,052 | 2,104,728 | 2,310,606 | 2,397,166 | 2,284,190 | 2,507,434 | 2,593,363 | 1,191,988 | 1,255,099 |
| Selling, General and Administrative Expenses                         | 販売費及び一般管理費      | 298,100   | 343,993   | 377,748   | 392,447   | 379,790   | 401,674   | 418,362   | 201,521   | 208,975   |
| Operating Income   | 営業利益            | 76,790    | 120,058   | 134,457   | 143,476   | 150,503   | 173,139   | 166,260   | 65,708    | 64,286    |
| Non-Operating Income   | 営業外収益           |           |           |           |           |           |           |           |           |           |
| Interest Income  | 受取利息            | 999       | 1,296     | 1,262     | 1,223     | 1,154     | 1,178     | 1,192     | 555       | 588       |
| Dividend Income  | 受取配当金           | 3,152     | 3,743     | 3,757     | 4,048     | 3,679     | 4,023     | 4,609     | 2,469     | 2,405     |
| Share of Profit of Investments Accounted for Using the Equity Method | 持分法による投資利益      | 22,115    | 29,626    | 27,187    | 29,645    | 28,200    | 27,813    | 25,051    | 10,852    | 10,823    |
| Other Income   | その他             | 10,339    | 10,060    | 11,250    | 11,795    | 11,686    | 10,105    | 14,423    | 6,865     | 5,498     |
| Total  | 計               | 36,605    | 44,725    | 43,456    | 46,711    | 44,719    | 43,119    | 45,275    | 20,741    | 19,314    |
| Non-Operating Expenses   | 営業外費用           |           |           |           |           |           |           |           |           |           |
| Interest Expenses  | 支払利息            | 5,065     | 7,055     | 6,694     | 5,271     | 4,831     | 5,514     | 6,897     | 2,779     | 3,229     |
| Other Expenses   | その他             | 14,214    | 12,374    | 10,622    | 19,258    | 16,519    | 15,734    | 15,989    | 8,636     | 6,611     |
| Total  | 計               | 19,279    | 19,429    | 17,316    | 24,529    | 21,350    | 21,248    | 22,886    | 11,415    | 9,840     |
| Ordinary Income  | 経常利益            | 94,116    | 145,354   | 160,597   | 165,658   | 173,872   | 195,010   | 188,649   | 75,034    | 73,760    |
| Extraordinary Profit   | 特別利益            |           |           |           |           |           |           |           |           |           |
| Gain on Return of Assets from Retirement Benefit Trust               | 退職給付信託返還益       | -         | 1,487     | -         | -         | -         | -         | 8,905     | -         | -         |
| Gain on Sales of Investment Securities                               | 投資有価証券売却益       | 6,682     | -         | 49,613    | 32,186    | 14,432    | 13,506    | -         | 4,670     | -         |
| Gain on Step Acquisitions  | 段階取得に係る差益       | -         | -         | 5,797     | -         | -         | -         | -         | -         | -         |
| Total  | 計               | 6,682     | 2,974     | 55,410    | 32,186    | 14,432    | 13,506    | 8,905     | 4,670     | -         |
| Extraordinary Loss   | 特別損失            |           |           |           |           |           |           |           |           |           |
| Loss on Disposal of Fixed Assets                                     | 固定資産除却損         | 3,307     | 3,668     | 2,916     | 3,275     | 4,331     | 3,728     | 3,094     | 1,097     | 1,356     |
| Impairment Loss on Fixed Assets                                      | 減損損失            | 2,586     | 5,430     | 7,926     | 12,479    | -         | 3,439     | 10,715    | 1,095     | -         |
| Restructuring Expenses   | 事業構造改善費用        | 9,101     | 2,742     | 16,944    | 6,046     | 6,046     | 3,951     | 2,357     | -         | -         |
| Loss on Overseas Construction Related Accident                       | 海外工事事故関連損失      | -         | -         | -         | -         | -         | 4,061     | -         | 4,062     | -         |
| Settlement Package   | 和解金             | -         | 9,998     | 9,970     | 20,661    | 10,135    | -         | -         | -         | -         |
| Special Transportation Expenses                                      | 特別輸送費           | -         | -         | 4,212     | 524       | -         | -         | -         | -         | -         |
| Loss on Valuation of Investment Securities                           | 投資有価証券評価損       | 1,720     | 1,170     | 1,071     | -         | -         | -         | -         | -         | -         |
| Surcharge  | 課徴金             | -         | -         | 4,851     | -         | -         | -         | -         | -         | -         |
| Environmental Expenses   | 環境対策費           | -         | -         | 1,050     | -         | -         | -         | -         | -         | -         |
| Total  | 計               | 16,714    | 23,008    | 48,940    | 42,985    | 20,512    | 15,179    | 16,166    | 6,254     | 1,356     |
| Profit before Income Taxes   | 税金等調整前当期純利益     | 84,084    | 123,833   | 167,067   | 154,859   | 167,792   | 193,337   | 181,388   | 73,450    | 72,404    |
| Income and Enterprise Taxes  | 法人税、住民税及び事業税    | 35,562    | 43,439    | 48,962    | 50,002    | 39,068    | 48,918    | 51,118    | 20,303    | 17,863    |
| Income Taxes-Deferred  | 法人税等調整額         | (816)     | 779       | (11,926)  | (176)     | 2,379     | 4,431     | 63        | 2,294     | (549)     |
| Profit Attributable to Non-Controlling Interests                     | 非支配株主に帰属する当期純利益 | 11,383    | 12,867    | 10,260    | 14,032    | 18,783    | 19,660    | 12,144    | 8,405     | 7,103     |
| Profit Attributable to Owners of the Parent                          | 親会社株主に帰属する当期純利益 | 37,955    | 66,748    | 119,771   | 91,001    | 107,562   | 120,328   | 118,063   | 42,448    | 47,987    |

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

(Millions of Yen)

(百万円)

|  |   | FY2012    | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017  | 1H/2018  |
|--|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|
| <b>Cash Flows from Operating Activities</b>  | <b>営業活動によるキャッシュ・フロー</b>                 |           |           |           |           |           |           |           |          |          |
| Profit before Income Taxes   | 税金等調整前当期純利益                             | 84,084    | 123,833   | 167,067   | 154,859   | 167,792   | 193,337   | 181,388   | 73,450   | 72,404   |
| Depreciation and Amortization  | 減価償却費                                   | 88,916    | 110,441   | 123,471   | 131,117   | 130,700   | 141,439   | 148,916   | 69,259   | 72,806   |
| Share of (Profit)/Loss of Investments Accounted for Using the Equity Method  | 持分法による投資(利益)損失                          | (22,115)  | (29,626)  | (27,187)  | (29,645)  | (28,200)  | (27,813)  | (25,051)  | (10,852) | (10,823) |
| Decrease(Increase) in Trade Notes and Accounts Receivables   | 売上債権の減少額(増加額)                           | 43,405    | (30,246)  | (14,672)  | 2,714     | (29,405)  | (18,750)  | (41,044)  | 17,520   | 3,579    |
| Decrease(Increase) in Inventories  | たな卸資産の減少額(増加額)                          | (2,998)   | (14,002)  | (22,004)  | 7,952     | (29,509)  | (17,568)  | (60,006)  | (30,793) | (61,791) |
| Increase(Decrease) in Trade Notes and Accounts Payable   | 仕入債務の増加額(減少額)                           | (33,556)  | 10,679    | 6,486     | (8,157)   | 29,848    | (11,572)  | 12,824    | (1,861)  | 2,591    |
| Others, Net  | その他                                     | (2,579)   | 9,936     | (27,802)  | 28,703    | 18,449    | 10,263    | (11,361)  | 45       | (10,632) |
| Sub Total  | 小計                                      | 155,157   | 181,015   | 205,359   | 287,543   | 259,675   | 269,336   | 205,666   | 116,768  | 68,134   |
| Interest and Dividends Received  | 利息及び配当金の受取額                             | 7,897     | 11,199    | 11,674    | 14,386    | 10,903    | 15,313    | 14,930    | 9,772    | 9,292    |
| Interest Paid  | 利息の支払額                                  | (4,897)   | (6,437)   | (7,467)   | (5,675)   | (4,884)   | (5,833)   | (6,901)   | (2,916)  | (3,180)  |
| Settlement Package Paid  | 和解金の支払額                                 | -         | (3,268)   | (3,373)   | (17,634)  | (21,006)  | (3,676)   | -         | (3,626)  | -        |
| Payment of Surcharge   | 課徴金の支払額                                 | (2,102)   | -         | (8,387)   | -         | -         | -         | -         | -        | -        |
| Income Taxes Paid  | 法人税等の支払額                                | (31,206)  | (34,804)  | (44,297)  | (37,841)  | (35,455)  | (35,567)  | (36,039)  | (15,648) | (17,813) |
| Net Cash Provided by Operating Activities  | 営業活動によるキャッシュ・フロー                        | 124,849   | 147,705   | 153,509   | 240,779   | 209,233   | 239,573   | 177,656   | 104,350  | 56,433   |
| <b>Cash Flows from Investing Activities</b>  | <b>投資活動によるキャッシュ・フロー</b>                 |           |           |           |           |           |           |           |          |          |
| Expenditures for Purchase of Property, Plant and Equipment   | 有形固定資産の取得による支出                          | (151,725) | (142,662) | (146,158) | (160,309) | (175,170) | (171,951) | (178,046) | (83,901) | (84,722) |
| Proceeds from Sales of Property, Plant and Equipment   | 有形固定資産の売却による収入                          | 1,579     | 3,492     | 3,972     | 5,823     | 4,852     | 4,046     | 5,484     | 2,154    | 3,032    |
| Expenditures for Purchase of Investment Securities   | 投資有価証券の取得による支出                          | (18,424)  | (21,140)  | (20,121)  | (4,159)   | (19,712)  | (2,462)   | (2,411)   | (291)    | (466)    |
| Proceeds from Sales of Investment Securities   | 投資有価証券の売却による収入                          | 10,501    | 4,728     | 86,073    | 56,472    | 19,984    | 17,464    | 7,445     | 5,488    | 184      |
| Others, Net  | その他                                     | (13,997)  | (18,520)  | (10,654)  | (15,214)  | (24,783)  | (21,362)  | (17,073)  | (10,205) | (9,047)  |
| Net Cash Used in Investing Activities  | 投資活動によるキャッシュ・フロー                        | (172,066) | (174,102) | (86,888)  | (117,387) | (194,829) | (174,265) | (184,601) | (86,755) | (91,019) |
| <b>Free Cash Flow</b>  | <b>フリーキャッシュ・フロー</b>                     | (47,217)  | (26,397)  | 66,621    | 123,392   | 14,404    | 65,308    | (6,945)   | 17,595   | (34,586) |
| <b>Cash Flows from Financing Activities</b>  | <b>財務活動によるキャッシュ・フロー</b>                 |           |           |           |           |           |           |           |          |          |
| Net Increase(Decrease) in Short-Term Loan Payable  | 短期借入金の純増加額(純減少額)                        | 3,141     | (21,363)  | 10,873    | (64,008)  | 33,200    | (5,143)   | 49,043    | (5,030)  | 64,712   |
| Proceeds from Long-Term Loan Payable   | 長期借入れによる収入                              | 107,061   | 94,934    | 43,483    | 18,756    | 32,279    | 22,865    | 48,464    | 18,037   | 26,707   |
| Repayment of Long-Term Loan Payable  | 長期借入金の返済による支出                           | (28,750)  | (28,632)  | (80,467)  | (21,495)  | (51,685)  | (36,428)  | (51,221)  | (20,337) | (40,362) |
| Proceeds from Long-Term Bond   | 社債の発行による収入                              | 25,000    | -         | -         | -         | 50,000    | 15,000    | -         | 15,000   | -        |
| Repayment of Long-Term Bond  | 社債の償還による支出                              | (20,000)  | (20,000)  | (10,620)  | (10,620)  | (10,610)  | (15,000)  | -         | -        | -        |
| Purchase of Treasury Shares  | 自己株式の取得による支出                            | (2)       | (6)       | (4)       | (6)       | (20,002)  | (4)       | (3)       | (3)      | (3)      |
| Cash Dividends Paid  | 配当金の支払額                                 | (15,867)  | (15,867)  | (19,040)  | (27,767)  | (27,541)  | (34,324)  | (38,224)  | (17,942) | (19,502) |
| Others, Net  | その他                                     | (5,663)   | (8,959)   | (8,266)   | (10,772)  | (10,404)  | (13,761)  | (12,383)  | (10,693) | (7,907)  |
| Net Cash Provided by (Used in) Financing Activities  | 財務活動によるキャッシュ・フロー                        | 64,920    | 107       | (64,041)  | (115,912) | (4,763)   | (66,795)  | (4,324)   | (20,968) | 23,645   |
| 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                        | 10,058    | 6,665     | 11,817    | (10,554)  | (3,544)   | 1,262     | (639)     | 2,509    | 888      |
| Net Increase(Decrease) in Cash and Cash Equivalents  | 現金及び現金同等物の増加額(減少額)                      | 27,763    | (19,619)  | 14,401    | (3,074)   | 6,097     | (225)     | (11,908)  | (864)    | (10,053) |
| Cash and Cash Equivalents at the Beginning of Year   | 現金及び現金同等物の期首残高                          | 142,359   | 176,543   | 160,129   | 177,107   | 174,055   | 180,002   | 180,108   | 180,002  | 180,108  |
| 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             | -         | -         | -         | (8)       | -         | -         | -         | -        | -        |
| 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                    | 6,724     | 3,205     | 2,577     | 30        | 545       | 331       | 673       | 273      | -        |
| 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                    | (303)     | -         | -         | -         | (695)     | -         | -         | -        | -        |
| Cash and Cash Equivalents at the End of Year   | 現金及び現金同等物の期末残高                          | 176,543   | 160,129   | 177,107   | 174,055   | 180,002   | 180,108   | 168,873   | 179,411  | 170,055  |
| (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 |           |           |           |           |           |           |           |          |          |
| Cash and Time Deposits   | 現金及び預金勘定                                | 172,637   | 161,797   | 172,697   | 174,686   | 180,034   | 178,918   | 167,225   | 166,473  | 161,391  |
| Deposits Placed with Banks with a Maturity of Over Three Months  | 預入期間が3ヶ月を超える定期預金                        | (723)     | (2,429)   | (638)     | (688)     | (824)     | (875)     | (436)     | (873)    | (649)    |
| Marketable Securities and Loans Receivable   | 有価証券勘定・短期貸付金勘定                          | 4,629     | 761       | 5,048     | 57        | 792       | 2,065     | 2,084     | 13,811   | 9,313    |
| Cash and Cash Equivalents  | 現金及び現金同等物                               | 176,543   | 160,129   | 177,107   | 174,055   | 180,002   | 180,108   | 168,873   | 179,411  | 170,055  |

Fact Book (May, 2019)

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    | FY2012    | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
|---------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Japan                     | 日本     | 1,469,099 | 1,566,797 | 1,659,051 | 1,695,511 | 1,677,369 | 1,893,983 | 1,983,224 | 911,237   | 941,637   |
| Americas                  | 米州     | 298,168   | 402,167   | 488,870   | 523,329   | 496,229   | 522,055   | 550,472   | 254,135   | 270,764   |
| Asia                      | アジア    | 767,885   | 980,476   | 1,093,348 | 1,154,000 | 1,062,114 | 1,209,785 | 1,238,626 | 572,600   | 607,873   |
| Europe and Others         | 欧州その他  | 190,603   | 309,375   | 339,228   | 338,543   | 320,402   | 342,592   | 343,020   | 164,838   | 165,488   |
| Total                     | 計      | 2,725,755 | 3,258,815 | 3,580,497 | 3,711,383 | 3,556,114 | 3,968,415 | 4,115,342 | 1,902,810 | 1,985,762 |
| Elimination and Corporate | 消去又は全社 | (565,813) | (690,036) | (757,686) | (778,294) | (741,631) | (886,168) | (937,357) | (443,593) | (457,402) |
| Consolidated              | 連結     | 2,159,942 | 2,568,779 | 2,822,811 | 2,933,089 | 2,814,483 | 3,082,247 | 3,177,985 | 1,459,217 | 1,528,360 |

| Operating Income          | 営業利益   | FY2012 | 2013    | 2014    | 2015    | 2016    | 2017    | 2018    | 1H/2017 | 1H/2018 |
|---------------------------|--------|--------|---------|---------|---------|---------|---------|---------|---------|---------|
| Japan                     | 日本     | 24,541 | 44,815  | 36,553  | 24,299  | 49,932  | 71,709  | 81,981  | 20,439  | 24,410  |
| Americas                  | 米州     | 10,565 | 15,269  | 30,495  | 34,422  | 24,377  | 20,063  | 15,098  | 10,845  | 6,969   |
| Asia                      | アジア    | 40,320 | 59,041  | 63,470  | 77,365  | 71,376  | 80,353  | 79,179  | 35,861  | 38,293  |
| Europe and Others         | 欧州その他  | 1,126  | 2,409   | 5,746   | 6,125   | 5,231   | 1,970   | (9,729) | (872)   | (5,020) |
| Total                     | 計      | 76,552 | 121,534 | 136,264 | 142,211 | 150,916 | 174,095 | 166,529 | 66,273  | 64,652  |
| Elimination and Corporate | 消去又は全社 | 238    | (1,476) | (1,807) | 1,265   | (413)   | (956)   | (269)   | (565)   | (366)   |
| Consolidated              | 連結     | 76,790 | 120,058 | 134,457 | 143,476 | 150,503 | 173,139 | 166,260 | 65,708  | 64,286  |

| Identifiable Assets       | 資産     | FY2012    | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017 | 1H/2018 |
|---------------------------|--------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|
| Japan                     | 日本     | 1,864,785 | 2,069,492 | 2,267,887 | 2,205,262 | 2,333,311 | 2,426,842 | 2,431,152 | -       | -       |
| Americas                  | 米州     | 181,805   | 193,580   | 267,034   | 245,047   | 276,003   | 257,101   | 272,576   | -       | -       |
| Asia                      | アジア    | 534,074   | 603,629   | 725,932   | 683,508   | 725,849   | 734,469   | 765,495   | -       | -       |
| Europe and Others         | 欧州その他  | 168,288   | 265,645   | 240,131   | 264,663   | 258,105   | 292,114   | 288,463   | -       | -       |
| Total                     | 計      | 2,748,952 | 3,132,346 | 3,500,984 | 3,398,480 | 3,593,268 | 3,710,526 | 3,757,686 | -       | -       |
| Elimination and Corporate | 消去又は全社 | (451,385) | (577,527) | (575,199) | (655,632) | (685,976) | (710,623) | (704,423) | -       | -       |
| Consolidated              | 連結     | 2,297,567 | 2,554,819 | 2,925,785 | 2,742,848 | 2,907,292 | 2,999,903 | 3,053,263 | -       | -       |

Overseas Net sales  
海外売上高

|                                 |                | FY2012    | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
|---------------------------------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Americas                        | 米州             | 293,999   | 402,506   | 494,684   | 526,250   | 494,679   | 518,479   | 549,088   | 252,334   | 269,629   |
| Ratio to Consolidated Net Sales | 連結売上高に占める割合(%) | 13.6      | 15.7      | 17.5      | 18.0      | 17.6      | 16.8      | 17.3      | 17.3      | 17.6      |
| Asia                            | アジア            | 561,044   | 716,269   | 806,123   | 876,178   | 830,309   | 960,215   | 959,036   | 451,867   | 473,316   |
| Ratio to Consolidated Net Sales | 連結売上高に占める割合(%) | 26.0      | 27.9      | 28.6      | 29.8      | 29.5      | 31.2      | 30.2      | 31.0      | 31.0      |
| Europe and Others               | 欧州その他          | 193,768   | 298,234   | 346,008   | 343,710   | 328,743   | 360,129   | 350,140   | 176,572   | 174,636   |
| Ratio to Consolidated Net Sales | 連結売上高に占める割合(%) | 9.0       | 11.6      | 12.2      | 11.7      | 11.7      | 11.7      | 11.0      | 12.1      | 11.4      |
| Total                           | 計              | 1,048,811 | 1,417,009 | 1,646,815 | 1,746,138 | 1,653,731 | 1,838,823 | 1,858,264 | 880,773   | 917,581   |
| Ratio to Consolidated Net Sales | 連結売上高に占める割合(%) | 48.6      | 55.2      | 58.3      | 59.5      | 58.8      | 59.7      | 58.5      | 60.4      | 60.0      |
| Consolidated Net Sales          | 連結売上高          | 2,159,942 | 2,568,779 | 2,822,811 | 2,933,089 | 2,814,483 | 3,082,247 | 3,177,985 | 1,459,217 | 1,528,360 |

## 5. Financial Index

## 5. 主要財務指標

|   |                      | (Millions of Yen)<br>(百万円)                           |           |           |           |           |           |           |           |           |
|---|----------------------|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Profitability Index<br>収益性指標                                |                      | FY2012   | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
| Net Sales   | 売上高                  | 2,159,942  | 2,568,779 | 2,822,811 | 2,933,089 | 2,814,483 | 3,082,247 | 3,177,985 | 1,459,217 | 1,528,360 |
| Operating Income  | 営業利益                 | 76,790   | 120,058   | 134,457   | 143,476   | 150,503   | 173,139   | 166,260   | 65,708    | 64,286    |
| Ordinary Income   | 経常利益                 | 94,116   | 145,354   | 160,597   | 165,658   | 173,872   | 195,010   | 188,649   | 75,034    | 73,760    |
| Profit Attributable to Owners of the Parent                 | 親会社株主に帰属する当期純利益      | 37,955   | 66,748    | 119,771   | 91,001    | 107,562   | 120,328   | 118,063   | 42,448    | 47,987    |
| Total Assets  | 総資産残高                | 2,297,567  | 2,554,819 | 2,925,785 | 2,742,848 | 2,907,292 | 2,999,903 | 3,053,263 | 2,963,817 | 3,057,639 |
| Net Assets  | 純資産                  | 1,244,695  | 1,379,912 | 1,646,913 | 1,561,289 | 1,628,615 | 1,764,086 | 1,776,313 | 1,686,129 | 1,775,433 |
| Return on Equity(%)   | 自己資本当期純利益率(%)        | 3.7  | 5.9       | 9.1       | 6.5       | 7.7       | 8.1       | 7.6       | 5.9       | 6.2       |
| Invested Assets ※   | 投下資産※                | 1,730,264  | 1,914,553 | 2,197,752 | 2,018,434 | 2,139,604 | 2,256,653 | 2,317,058 | 2,212,603 | 2,326,839 |
| Operating Income / Invested Assets(ROIC)(%)                 | 投下資産営業利益率(ROIC)(%)   | 4.8  | 6.6       | 6.5       | 6.8       | 7.2       | 7.9       | 7.3       | 6.0       | 5.6       |
| Operating Income / Net Sales(%)                             | 売上高営業利益率(%)          | 3.6  | 4.7       | 4.8       | 4.9       | 5.3       | 5.6       | 5.2       | 4.5       | 4.2       |
| Ordinary Income / Net Sales(%)                              | 売上高経常利益率(%)          | 4.4  | 5.7       | 5.7       | 5.6       | 6.2       | 6.3       | 5.9       | 5.1       | 4.8       |
| Profit Attributable to Owners of the Parent / Net Sales (%) | 売上高当期利益率(%)          | 1.8  | 2.6       | 4.2       | 3.1       | 3.8       | 3.9       | 3.7       | 2.9       | 3.1       |
| Financial Stability Index<br>安全性指標                          |                      | ※総資産－無利子負債<br>Total Assets－Interest-Free Liabilities |           |           |           |           |           |           |           |           |
|   |                      | FY2012   | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
| Shareholders' Equity Ratio(%)                               | 自己資本比率(%)            | 46.7   | 46.6      | 48.9      | 49.6      | 48.7      | 51.3      | 50.8      | 49.5      | 50.7      |
| Interest-Bearing Debt                                       | 有利子負債残高              | 485,569  | 534,641   | 550,839   | 457,145   | 510,989   | 492,567   | 540,745   | 526,474   | 551,406   |
| Debt / Equity Ratio(%)                                      | 有利子負債/自己資本比率(%)      | 45.3   | 44.9      | 38.5      | 33.6      | 36.1      | 32.0      | 34.9      | 35.9      | 35.6      |
| Net Cash Provided by Operating Activities                   | 営業活動によるキャッシュ・フロー     | 124,849  | 147,705   | 153,509   | 240,779   | 209,233   | 239,573   | 177,656   | 104,350   | 56,433    |
| Interest Paid   | 利息の支払額(キャッシュ・フローベース) | (4,897)  | (6,437)   | (7,467)   | (5,675)   | (4,884)   | (5,833)   | (6,901)   | (2,916)   | (3,180)   |
| Interest Coverage Ratio(Times)                              | インタレストカバーレッジレシオ(倍)   | 26.5   | 23.9      | 21.6      | 43.4      | 43.8      | 42.1      | 26.7      | 36.8      | 18.7      |
| Current Assets  | 流動資産                 | 1,115,761  | 1,203,619 | 1,415,561 | 1,357,196 | 1,426,553 | 1,401,697 | 1,513,640 | 1,396,124 | 1,472,347 |
| Current Liabilities   | 流動負債                 | 657,145  | 740,446   | 809,869   | 771,173   | 824,175   | 803,668   | 880,751   | 840,839   | 849,898   |
| Current Ratio(%)  | 流動比率(%)              | 169.8  | 162.6     | 174.8     | 176.0     | 173.1     | 174.4     | 171.9     | 166.0     | 173.2     |
| Efficiency Index<br>効率性指標                                   |                      | FY2012   | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
| Total Assets Turnover(Times)                                | 総資産回転率(回)            | 1.0  | 1.1       | 1.0       | 1.0       | 1.0       | 1.0       | 1.1       | 1.0       | 1.0       |
| Inventories   | 棚卸資産残高               | 343,766  | 382,634   | 450,276   | 422,976   | 449,070   | 466,437   | 528,789   | 488,381   | 536,154   |
| Inventory Turnover(Times)                                   | 棚卸資産回転率(回)           | 6.6  | 7.1       | 6.8       | 6.7       | 6.5       | 6.7       | 6.4       | 6.2       | 6.1       |
| Account Receivable  | 売上債権残高               | 502,000  | 563,998   | 646,295   | 625,110   | 649,583   | 671,239   | 709,294   | 641,119   | 670,875   |
| Account Receivable Turnover(Times)                          | 売上債権回転率(回)           | 4.3  | 4.8       | 4.7       | 4.6       | 4.4       | 4.7       | 4.6       | 4.5       | 4.6       |
| Per Share Index<br>一株当たり指標                                  |                      | (Yen)<br>(円)   |           |           |           |           |           |           |           |           |
|   |                      | FY2012   | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 1H/2017   | 1H/2018   |
| Earnings per Share  | 一株当たり当期純利益           | 47.85  | 84.15     | 151.00    | 114.73    | 137.61    | 154.29    | 151.38    | 54.43     | 61.53     |
| Dividend per Share  | 一株当たり配当金             | 20.0   | 22.0      | 30.0      | 35.0      | 40.0      | 46.0      | 48.0      | 21.0      | 24.0      |
| Dividend Payout Ratio(%)                                    | 配当性向(%)              | 41.8   | 26.1      | 19.9      | 30.5      | 29.1      | 29.8      | 31.7      | 38.6      | 39.0      |
| Earnings before Depreciation and Amortization per Share     | 一株当たりキャッシュ・フロー利益     | 162.2  | 227.1     | 310.7     | 284.1     | 309.7     | 341.6     | 342.3     | 143.2     | 154.9     |
| Shareholders' Equity per Share                              | 一株当たり純資産             | 1,352.09   | 1,499.76  | 1,804.34  | 1,715.28  | 1,815.32  | 1,973.95  | 1,988.58  | 1,882.81  | 1,987.42  |