



HOSHIZAKI CORPORATION

ファクトブック

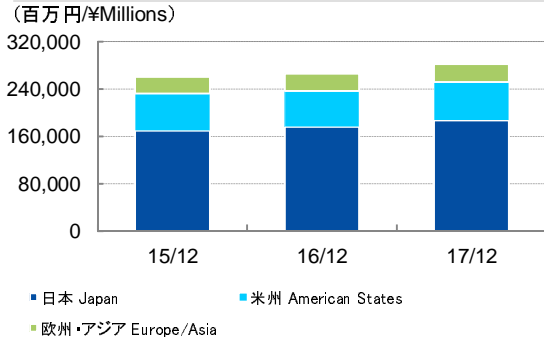
Facts and Figures

2017

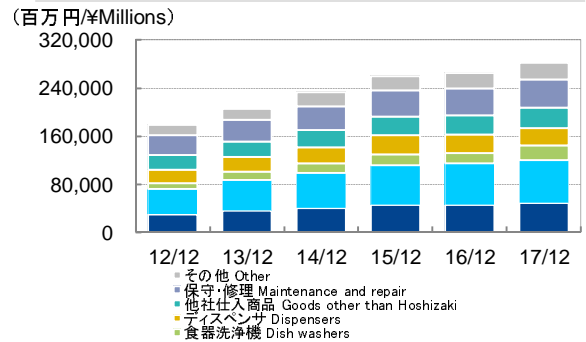
ホシザキ株式会社

業績推移/Business Performance

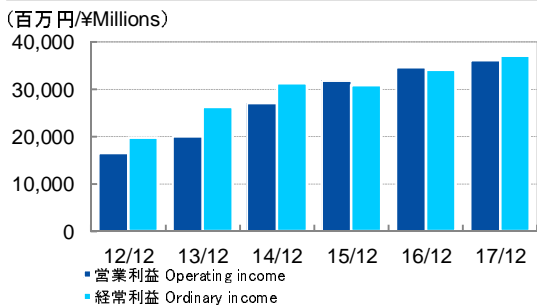
報告セグメント別売上高 Net Sales by Reporting Segment



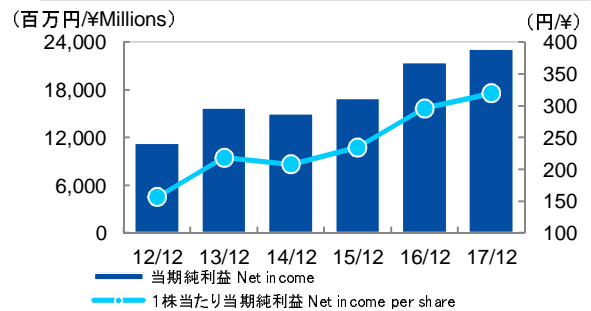
製品群別売上高 Net Sales by Product



営業利益/経常利益 Operating Income/Ordinary Income



当期純利益/一株当たり当期純利益 Net Income/Net Income per Share



決算期/Fiscal Year Ended		12/12	13/12	14/12	15/12	16/12	17/12
売上高(百万円)	Net sales (¥Millions)	178,863	205,513	233,252	260,174	265,548	282,215
報告セグメント別売上高(百万円)	Net sales by reporting segment(¥Millions)						
日本	Japan	140,909	148,507	159,416	170,010	176,158	186,621
米州	American States	28,760	40,008	51,377	62,370	60,868	65,415
欧州・アジア	Europe/Asia	9,192	16,997	22,458	27,792	28,521	30,179
製品群別売上高(百万円)	Net sales by product (¥Millions)						
製氷機	Ice machines	29,744	36,234	40,379	46,203	46,563	49,578
冷蔵庫	Refrigerators	42,711	51,666	59,359	66,220	68,474	71,471
食器洗浄機	Dish washers	10,269	13,872	15,337	17,646	17,760	23,716
ディスペンサ	Dispensers	21,783	24,615	27,134	32,320	30,016	29,379
他社仕入商品	Goods other than Hoshizaki	24,932	25,199	27,958	30,713	31,932	33,512
保守・修理	Maintenance and repair	32,977	35,661	39,757	42,874	44,865	47,132
その他	Other	16,444	18,264	23,326	24,194	25,935	27,424
売上総利益率	Gross profit to net sales	38.8%	39.0%	39.1%	38.8%	39.0%	38.4%
営業利益(百万円)	Operating income (¥Millions)	16,483	20,052	26,984	31,719	34,575	36,065
経常利益(百万円)	Ordinary income (¥Millions)	19,768	26,349	31,235	30,864	34,140	37,086
当期純利益(百万円)	Net income (¥Millions)	11,276	15,769	15,011	16,971	21,430	23,144
1株当たり当期純利益(円)	Net income per share (¥)	156.33	218.37	207.65	234.47	295.95	319.62

注:

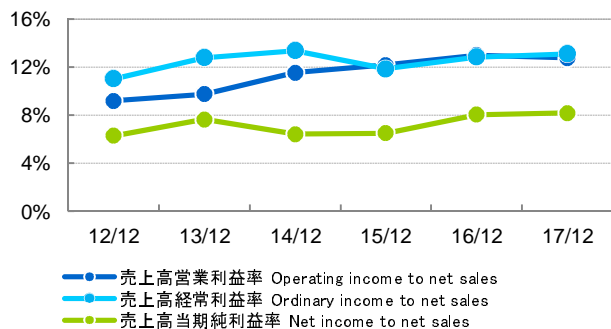
セグメント間の取引については相殺消去しております。
エリア等を基軸に各法人を集約した「日本」、「米州」、「欧州・アジア」をセグメントとしております。
各地域の売上高は「外部顧客に対する売上高」となっております。
当期純利益は2016年12月期より「親会社株主に帰属する当期純利益」となっております。

Note:

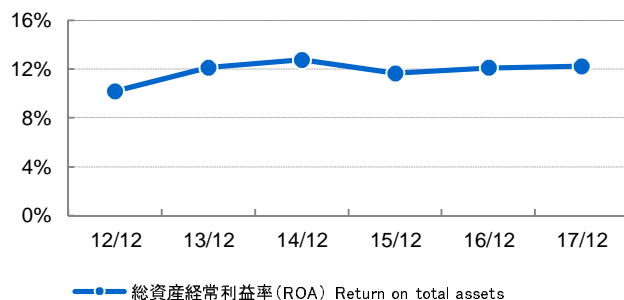
Transactions between segments are offset.
Using area as a criterion, individual corporations are collected into the following segments: "Japan," "American States," and "Europe/Asia."
Net sales for each area are listed as "Net sales against external customers."
Net income indicates "Profit attributable to owners of parent" from 16/12.

収益性／Profitability

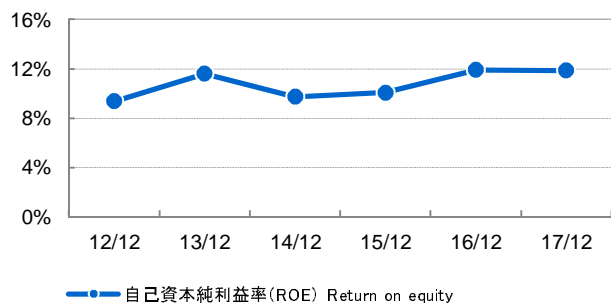
売上高営業利益率／経常利益率／当期純利益率 Operating Income to Net Sales/



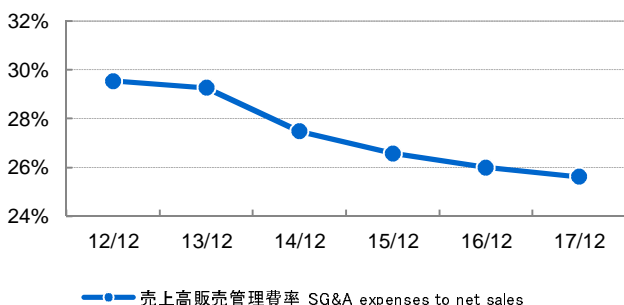
総資産経常利益率(ROA) Return on Total Assets



自己資本純利益率(ROE) Return on Equity



売上高販売管理費率 SG&A Expenses to Net Sales



決算期／Fiscal Year Ended		12/12	13/12	14/12	15/12	16/12	17/12
売上高営業利益率	Operating income to net sales	9.2%	9.8%	11.6%	12.2%	13.0%	12.8%
売上高経常利益率	Ordinary income to net sales	11.1%	12.8%	13.4%	11.9%	12.9%	13.1%
売上高当期純利益率	Net income to net sales	6.3%	7.7%	6.4%	6.5%	8.1%	8.2%
総資産経常利益率(ROA)	Return on total assets	10.2%	12.1%	12.8%	11.6%	12.1%	12.2%
自己資本純利益率(ROE)	Return on equity	9.4%	11.6%	9.7%	10.1%	11.9%	11.9%
売上高販売管理費率	SG&A expenses to net sales	29.5%	29.3%	27.5%	26.6%	26.0%	25.6%

注：

売上高営業利益率=営業利益÷売上高×100

売上高経常利益率=経常利益÷売上高×100

売上高当期純利益率=当期純利益÷売上高×100

総資産経常利益率=経常利益÷総資産(当期・前期末平均)×100

自己資本純利益率=当期純利益÷自己資本(当期・前期末平均)×100

売上高販売管理費率=販売費及び一般管理費÷売上高×100

当期純利益は2016年12月期より「親会社株主に帰属する当期純利益」となっております。

Notes：

Operating income to net sales = Operating income / Net sales x100

Ordinary income to net sales = Ordinary income / Net sales x100

Net income to net sales = Net income / Net sales x100

Return on total assets = Operating income / Average of beginning and end-of-year total assets x100

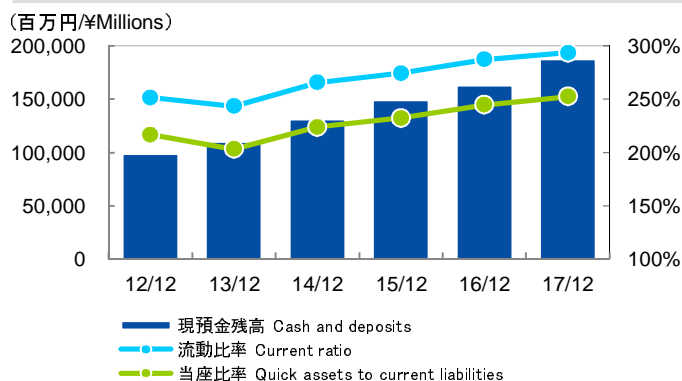
Return on equity = Net income / Average of beginning and end-of-year equity capital x100

SG&A expenses to net sales = Selling and administrative expenses / Net sales x100

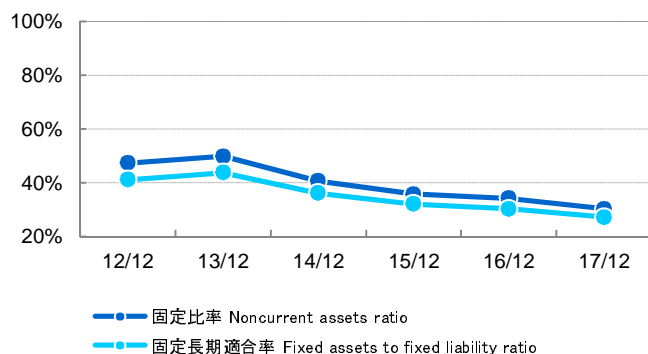
Net income indicates "Profit attributable to owners of parent" from 16/12.

安定性/Stability

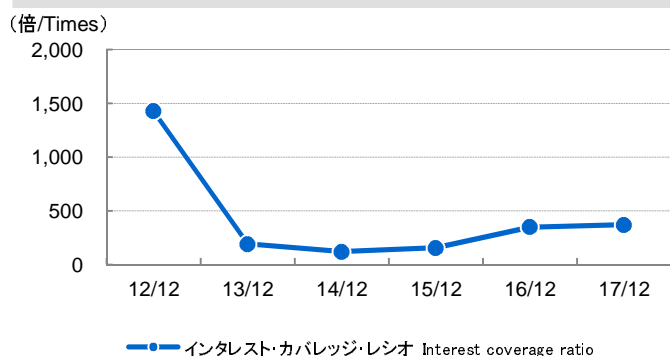
現預金残高/流動比率/当座比率 Cash and Deposits/Current Ratio/Quick Assets to Current Liabilities



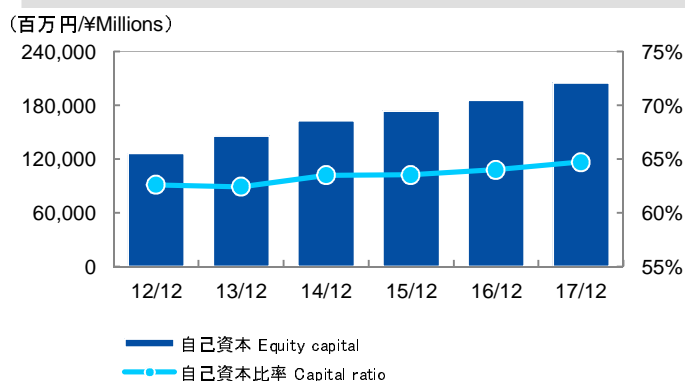
固定比率/固定長期適合率 Noncurrent Assets Ratio/Fixed Assets to Fixed Liability Ratio



インタレスト・カバレッジ・レシオ Interest Coverage Ratio



自己資本/自己資本比率 Equity Capital/Capital Ratio



決算期/Fiscal Year Ended		12/12	13/12	14/12	15/12	16/12	17/12
現預金残高(百万円)	Cash and deposits (¥Millions)	98,504	109,745	131,029	148,950	163,048	187,224
流動比率	Current ratio	251.7%	243.5%	265.8%	274.3%	287.2%	293.5%
当座比率	Quick assets to current liabilities	216.7%	203.3%	224.1%	232.4%	244.7%	252.6%
固定比率	Noncurrent assets ratio	47.3%	49.9%	40.6%	35.7%	34.2%	30.3%
固定長期適合率	Fixed assets to fixed liability ratio	41.1%	43.8%	36.1%	32.0%	30.3%	27.2%
インタレスト・カバレッジ・レシオ(倍)	Interest coverage ratio (Times)	1,427.7	191.4	118.8	154.7	349.1	371.6
自己資本(百万円)	Equity capital (¥Millions)	126,244	145,457	162,835	173,864	185,573	204,967
自己資本比率	Capital ratio	62.6%	62.4%	63.5%	63.5%	64.0%	64.7%

注:

流動比率 = 流動資産 ÷ 流動負債 × 100

当座比率 = (現金及び預金 + 受取手形及び売掛金 + 有価証券) ÷ 流動負債 × 100

固定比率 = 固定資産 ÷ 自己資本 × 100

固定長期適合率 = 固定資産 ÷ (自己資本 + 固定負債) × 100

インタレスト・カバレッジ・レシオ = 営業活動によるキャッシュフロー ÷ 利息の支払額

自己資本比率 = 自己資本 ÷ 総資産 × 100

Notes:

Current ratio = Current assets / Current liabilities x100

Quick assets to current liabilities = (Cash and deposits + Note and accounts receivable-trade + Short-term investment securities) / Current Liabilities x100

Noncurrent assets ratio = Noncurrent assets / Equity capital x100

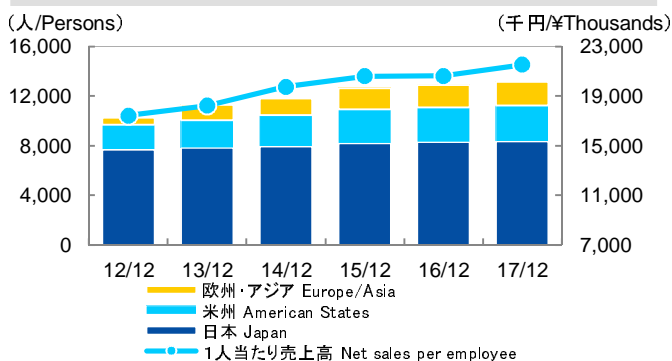
Fixed assets to fixed liability ratio = Noncurrent assets / (Equity capital + Noncurrent liabilities) x100

Interest coverage ratio = Net cash provided by (used in) operating activities / Interest expenses paid

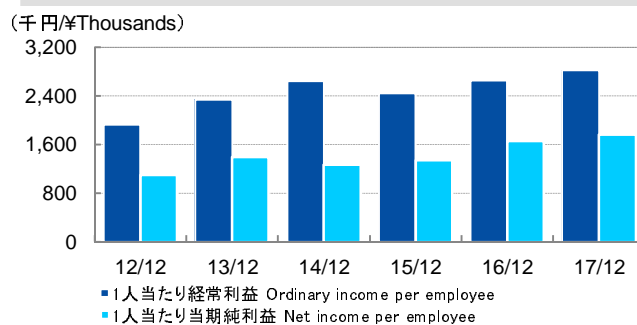
Capital ratio = Equity capital / Total assets x100

効率性/Efficiency

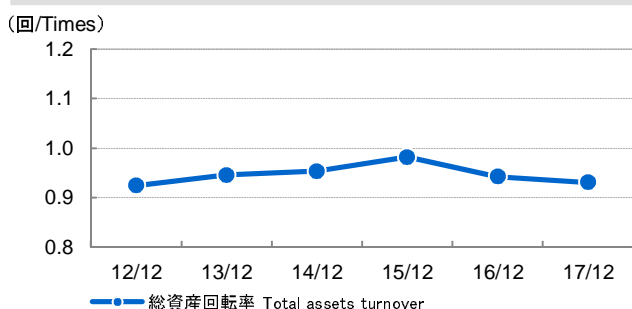
セグメント別従業員数/1人当たり売上高
Number of Employees/Net Sales per Employee



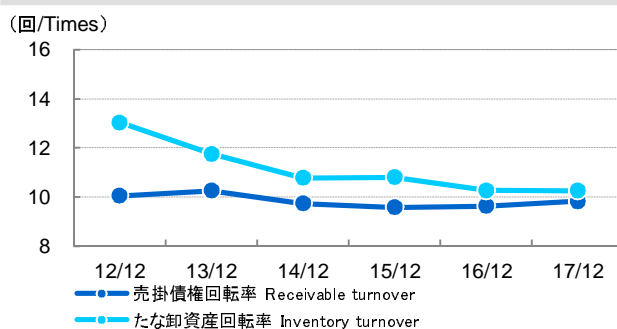
1人当たり経常利益/1人当たり当期純利益
Ordinary Income per Employee/Net Income per Employee



総資産回転率
Total Assets Turnover



売掛債権回転率/たな卸資産回転率
Receivable Turnover/Inventory Turnover



		12/12	13/12	14/12	15/12	16/12	17/12
セグメント別従業員数(人)	Number of employees (Persons)	10,267	11,284	11,808	12,634	12,878	13,118
日本	Japan	7,693	7,804	7,942	8,184	8,312	8,345
米州	American States	1,986	2,267	2,509	2,746	2,792	2,901
欧州・アジア	Europe/Asia	588	1,213	1,357	1,704	1,774	1,872
1人当たり売上高(千円)	Net sales per employee (¥thousand)	17,421	18,213	19,754	20,593	20,620	21,514
1人当たり経常利益(千円)	Ordinary income per employee (¥thousand)	1,925	2,335	2,645	2,443	2,651	2,827
1人当たり当期純利益(千円)	Net income per employee (¥thousand)	1,098	1,398	1,271	1,343	1,664	1,764
総資産回転率(回)	Total assets turnover (Times)	0.92	0.95	0.95	0.98	0.94	0.93
売掛債権回転率(回)	Receivable turnover (Times)	10.05	10.26	9.74	9.58	9.64	9.83
たな卸資産回転率(回)	Inventory turnover (Times)	13.03	11.76	10.78	10.80	10.27	10.26

注:

平均臨時雇用者数については、従業員数の100分の10未満であるため、その記載を省略しております。

総資産回転率=売上高÷総資産(当期・前期末平均)

売掛債権回転率=売上高÷受取手形及び売掛金(当期・前期末平均)

たな卸資産回転率=売上高÷たな卸資産(当期・前期末平均)

当期純利益は2016年12月期より「親会社株主に帰属する当期純利益」となっております。

Notes:

Regarding the average number of temporary employees, as such employees constitute less than 10% of total employee numbers, those statements are omitted.

Total assets turnover = Net sales / Average of beginning and end-of-year total assets

Receivable turnover = Net sales / Average of beginning and end-of-year notes and accounts receivable-trade

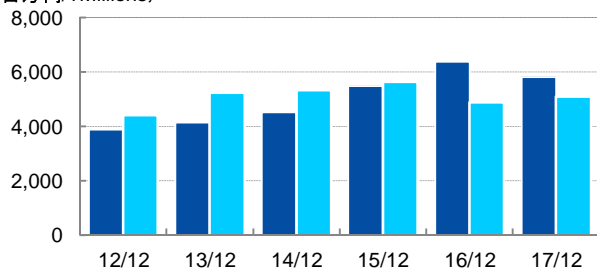
Inventory turnover = Net sales / Average of beginning and end-of-year inventories

Net income indicates "Profit attributable to owners of parent" from 16/12.

その他の指標/Other Data

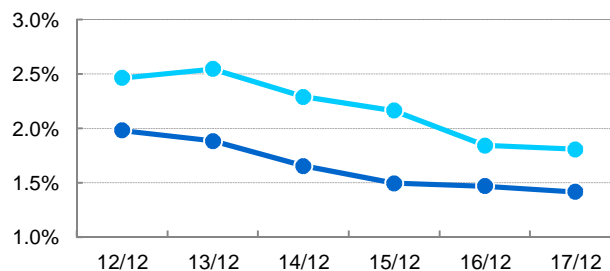
設備投資額/減価償却費 Capital Expenditure/Depreciation

(百万円/¥Millions)



■ 設備投資額 Capital expenditure
■ 減価償却費 Depreciation

売上高研究開発費率/売上高減価償却費率 R&D Expenses to Net Sales/Depreciation to Net Sales

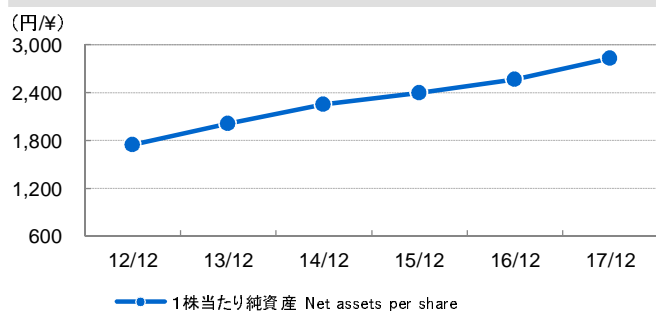


—●— 売上高研究開発費率 R&D expenses to net sales
—●— 売上高減価償却費率 Depreciation to net sales

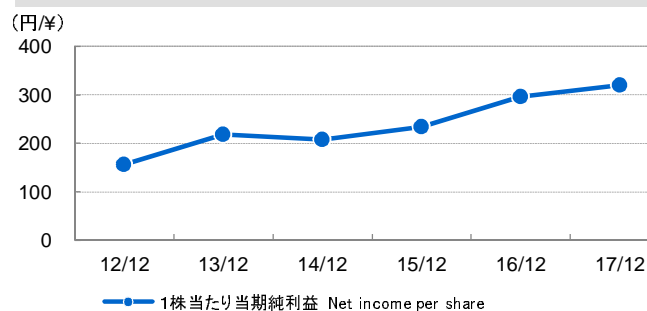
決算期/Fiscal Year Ended		12/12	13/12	14/12	15/12	16/12	17/12
設備投資額 (百万円)	Capital expenditure (¥Millions)	3,877	4,141	4,529	5,482	6,387	5,827
減価償却費 (百万円)	Depreciation (¥Millions)	4,407	5,232	5,343	5,631	4,892	5,104
研究開発費 (百万円)	R&D expenses (¥Millions)	3,547	3,873	3,862	3,894	3,906	4,000
売上高研究開発費率	R&D expenses to net sales	2.0%	1.9%	1.7%	1.5%	1.5%	1.4%
売上高減価償却費率	Depreciation to net sales	2.5%	2.5%	2.3%	2.2%	1.8%	1.8%

1株データ/Per Share Data

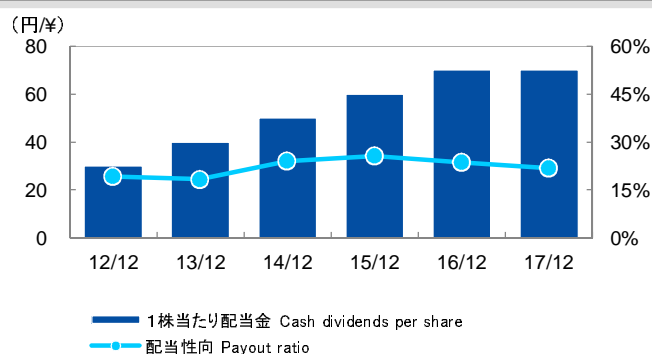
1株当たり純資産 Net Assets per Share



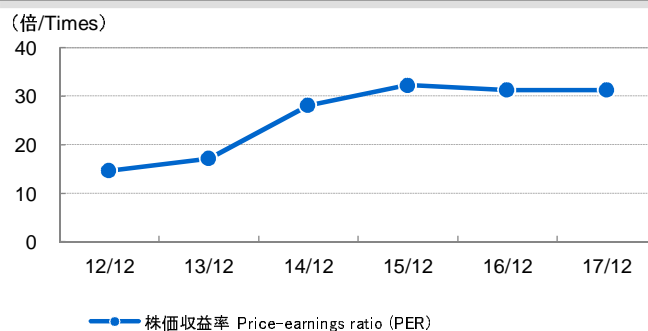
1株当たり当期純利益 Net Income per Share



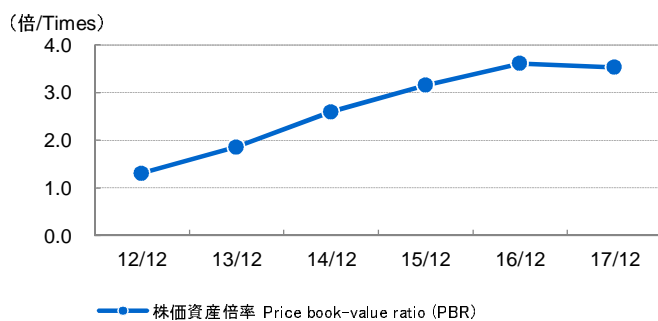
1株当たり配当金/配当性向 Annual Cash Dividends per Share/Payout Ratio



株価収益率 (PER) Price-earnings Ratio



株価資産倍率 (PBR) Price Book-value Ratio



決算期/Fiscal Year Ended		12/12	13/12	14/12	15/12	16/12	17/12
1株当たり純資産(円)	Net assets per share (円)	1,749.06	2,012.90	2,250.99	2,400.96	2,562.66	2,830.48
1株当たり当期純利益(円)	Net income per share (円)	156.33	218.37	207.65	234.47	295.95	319.62
1株当たり配当金(円)	Cash dividends per share (円)	30.00	40.00	50.00	60.00	70.00	70.00
株価収益率 (PER) (倍)	Price-earnings ratio (Times)	14.65	17.13	28.12	32.24	31.26	31.26
株価資産倍率 (PBR) (倍)	Price book-value ratio (Times)	1.31	1.86	2.59	3.15	3.61	3.53
配当性向	Payout ratio	19.2%	18.3%	24.1%	25.6%	23.7%	21.9%

期末発行株式数 (千株)	Number of shares issued (Thousands)	72,179	72,263	72,340	72,415	72,415	72,415
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注:

株価収益率 = 株価(決算期末) ÷ 1株当たり当期純利益

株価資産倍率 = 株価(決算期末) ÷ 1株当たり純資産

当期純利益は2016年12月期より「親会社株主に帰属する当期純利益」となっております。

Notes:

Price-earnings ratio = Stock price (closing price at year-end) / Net income per share

Price book-value ratio = Stock price (closing price at year-end) / Net assets per share

Net income indicates "Profit attributable to owners of parent" from 16/12.

