



HOSHIZAKI CORPORATION

ファクトブック

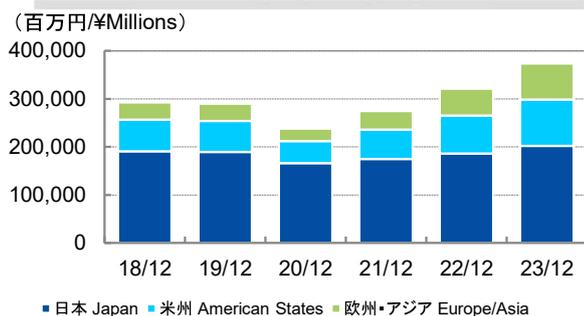
Facts and Figures

2023

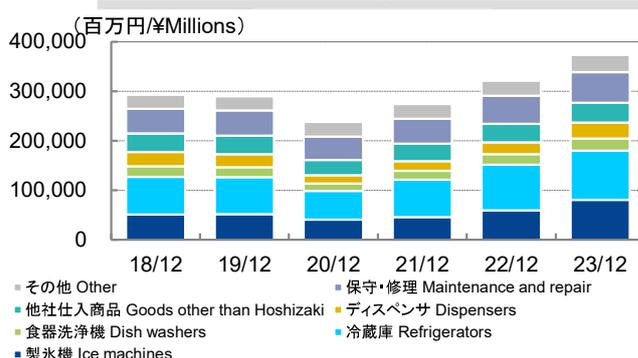
ホシザキ株式会社

業績推移／Business Performance

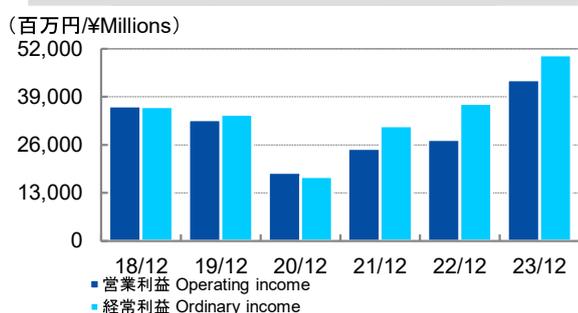
報告セグメント別売上高 Net Sales by Reporting Segment



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		18/12	19/12	20/12	21/12	22/12	23/12
売上高(百万円)	Net sales (¥Millions)	292,774	290,136	238,314	274,419	321,338	373,563
報告セグメント別売上高(百万円)	Net sales by reporting segment(¥Millions)						
日本	Japan	191,239	189,953	166,117	175,269	186,439	202,011
米州	American States	65,564	63,916	45,945	60,621	79,054	96,892
欧州・アジア	Europe/Asia	35,970	36,265	26,250	38,527	55,845	74,658
製品群別売上高(百万円)	Net sales by product (¥Millions)						
製氷機	Ice machines	51,007	51,528	40,491	45,725	59,689	80,454
冷蔵庫	Refrigerators	76,306	75,038	58,564	75,528	92,153	99,514
食器洗浄機	Dish washers	21,387	20,104	14,723	18,300	20,980	24,836
ディスペンサ	Dispensers	28,744	26,139	16,530	19,243	23,798	32,045
他社仕入商品	Goods other than Hoshizaki	37,620	37,799	30,986	35,321	37,892	40,337
保守・修理	Maintenance and repair	49,560	50,763	47,072	50,578	56,631	61,620
その他	Other	28,146	28,763	29,946	29,721	30,192	34,754
売上総利益率	Gross profit to net sales	37.8%	37.7%	37.4%	36.3%	34.8%	36.4%
営業利益(百万円)	Operating income (¥Millions)	36,446	32,664	18,447	24,931	27,378	43,520
経常利益(百万円)	Ordinary income (¥Millions)	36,372	34,224	17,420	31,165	37,226	50,322
当期純利益(百万円)	Net income (¥Millions)	25,717	24,437	11,442	21,679	23,977	32,835
1株当たり当期純利益(円)	Net income per share (¥)	355.14	337.45	158.00	299.33	165.52	226.66

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「親会社株主に帰属する当期純利益」を示しております。

2022年7月1日を効力発生日として、1:2の株式分割を実施。

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."

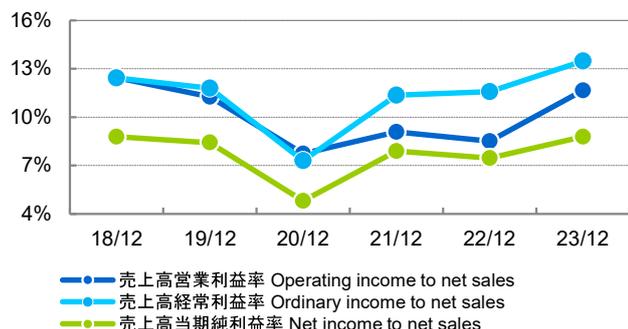
Net sales for each area are listed as "Net sales against external customers."

Net income indicates "Profit attributable to owners of parent".

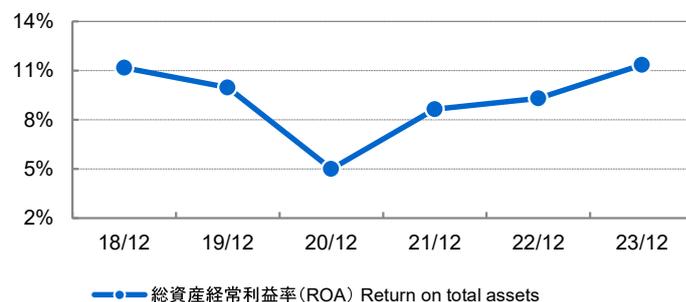
With July 1, 2022 as the effective date, a 1:2 stock split was implemented.

収益性／Profitability

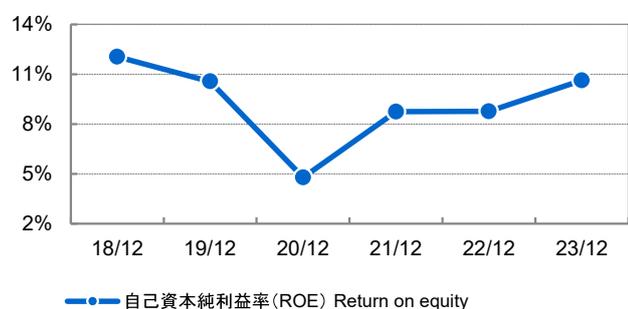
売上高営業利益率／経常利益率／当期純利益率
Operating Income to Net Sales/
Ordinary Income to Net Sales/Net Income to Net Sales



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		18/12	19/12	20/12	21/12	22/12	23/12
売上高営業利益率	Operating income to net sales	12.4%	11.3%	7.7%	9.1%	8.5%	11.7%
売上高経常利益率	Ordinary income to net sales	12.4%	11.8%	7.3%	11.4%	11.6%	13.5%
売上高当期純利益率	Net income to net sales	8.8%	8.4%	4.8%	7.9%	7.5%	8.8%
総資産経常利益率 (ROA)	Return on total assets	11.2%	10.0%	5.0%	8.6%	9.3%	11.3%
自己資本純利益率 (ROE)	Return on equity	12.0%	10.6%	4.8%	8.7%	8.8%	10.6%
売上高販売管理費率	SG&A expenses to net sales	25.3%	26.5%	29.6%	27.2%	26.2%	24.8%

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「親会社株主に帰属する当期純利益」を示しております。

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".

安定性/Stability

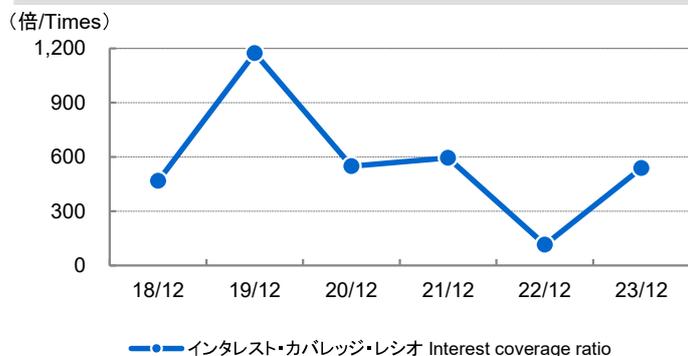
現預金残高/流動比率/当座比率 Cash and Deposits/Current Ratio/Quick Assets to Current Liabilities



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		18/12	19/12	20/12	21/12	22/12	23/12
現預金残高(百万円)	Cash and deposits (¥Millions)	204,263	215,093	217,212	240,723	226,065	254,530
流動比率	Current ratio	308.9%	323.8%	345.4%	328.9%	318.7%	348.0%
当座比率	Quick assets to current liabilities	267.9%	284.3%	305.1%	287.8%	264.0%	293.0%
固定比率	Noncurrent assets ratio	28.0%	29.3%	27.8%	26.3%	33.1%	30.8%
固定長期適合率	Fixed assets to fixed liability ratio	25.4%	26.8%	25.3%	24.1%	30.1%	28.4%
インタレスト・カバレッジ・レシオ(倍)	Interest coverage ratio (Times)	467.3	1,173.2	549.4	594.9	114.9	538.5
自己資本(百万円)	Equity capital (¥Millions)	222,238	240,531	238,143	257,826	288,949	328,497
自己資本比率	Capital ratio	66.4%	68.4%	69.3%	68.1%	68.2%	70.6%

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

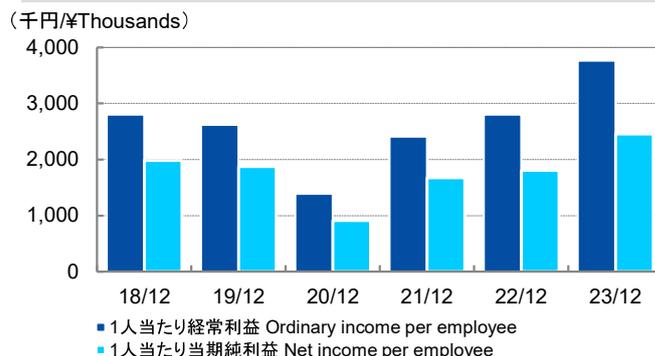
Capital ratio = Equity capital / Total assets x100

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



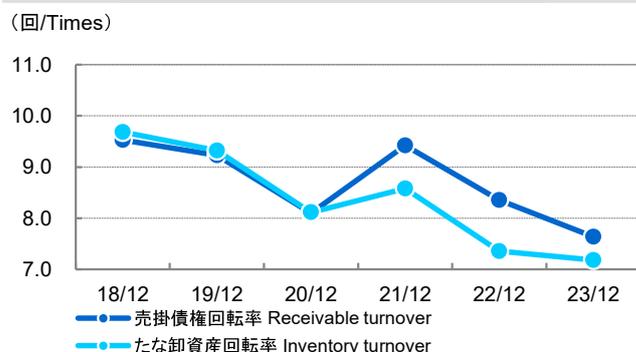
1人当たり経常利益/1人当たり当期純利益
Ordinary Income per Employee/Net Income per Employee



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



		18/12	19/12	20/12	21/12	22/12	23/12
セグメント別従業員数(人)	Number of employees (Persons)	12,982	13,049	12,555	12,923	13,271	13,361
日本	Japan	8,436	8,596	8,698	8,660	8,578	8,698
米州	American States	2,819	2,669	2,129	2,374	2,600	2,623
欧州・アジア	Europe/Asia	1,727	1,784	1,728	1,889	2,093	2,040
1人当たり売上高(千円)	Net sales per employee (¥thousand)	22,552	22,234	18,982	21,235	24,214	27,959
1人当たり経常利益(千円)	Ordinary income per employee (¥thousand)	2,802	2,623	1,388	2,412	2,805	3,766
1人当たり当期純利益(千円)	Net income per employee (¥thousand)	1,981	1,873	911	1,678	1,807	2,458
総資産回転率(回)	Total assets turnover (Times)	0.90	0.84	0.69	0.76	0.80	0.84
売掛債権回転率(回)	Receivable turnover (Times)	9.53	9.23	8.10	9.42	8.36	7.64
たな卸資産回転率(回)	Inventory turnover (Times)	9.68	9.32	8.11	8.58	7.35	7.18

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、売掛金及び契約資産(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「親会社株主に帰属する当期純利益」を示しております。

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

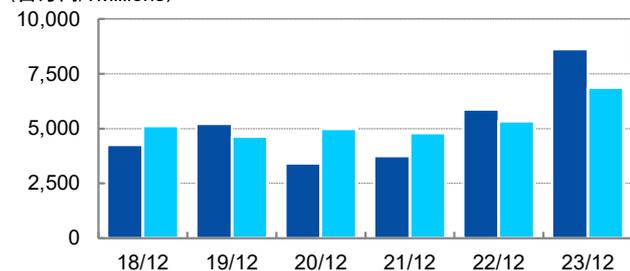
Inventory turnover = Net sales / Average of beginning and end-of-year inventories

Net income indicates "Profit attributable to owners of parent".

その他の指標/Other Data

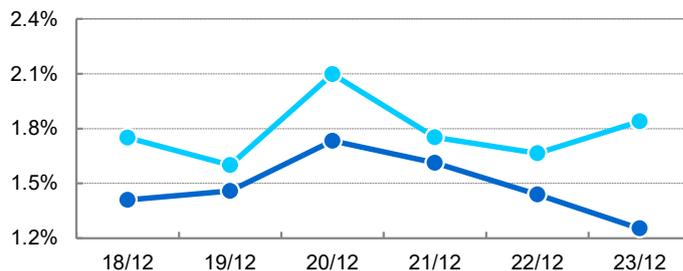
設備投資額/減価償却費 Capital Expenditure/Depreciation

(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		18/12	19/12	20/12	21/12	22/12	23/12
設備投資額 (百万円)	Capital expenditure (¥Millions)	4,246	5,216	3,406	3,749	5,874	8,617
減価償却費 (百万円)	Depreciation (¥Millions)	5,122	4,643	5,001	4,809	5,349	6,874
研究開発費 (百万円)	R&D expenses (¥Millions)	4,130	4,232	4,128	4,425	4,623	4,682
売上高研究開発費率	R&D expenses to net sales	1.4%	1.5%	1.7%	1.6%	1.4%	1.3%
売上高減価償却費率	Depreciation to net sales	1.7%	1.6%	2.1%	1.8%	1.7%	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		18/12	19/12	20/12	21/12	22/12	23/12
1株当たり純資産(円)	Net assets per share (¥)	3,068.86	3,321.31	3,288.35	3,559.85	1,994.67	2,267.49
1株当たり当期純利益(円)	Net income per share (¥)	355.14	337.45	158.00	299.33	165.52	226.66
1株当たり配当金(円)	Cash dividends per share (¥)	80.00	110.00	110.00	110.00	70.00	95.00
株価収益率(PER)(倍)	Price-earnings ratio (Times)	18.81	28.98	59.94	28.90	28.12	22.77
株価資産倍率(PBR)(倍)	Price book-value ratio (Times)	2.18	2.93	2.88	2.43	2.33	2.28
配当性向	Payout ratio	22.5%	32.6%	69.6%	36.7%	42.3%	41.9%

期末発行株式数(千株)	Number of shares issued(Thousands)	72,418	72,421	72,421	72,427	144,864	144,875
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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「親会社株主に帰属する当期純利益」を示しております。

2022年7月1日を効力発生日として、1:2の株式分割を実施。

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".

With July 1, 2022 as the effective date, a 1:2 stock split was implemented.

連結貸借対照表／Consolidated Balance Sheets

(単位:百万円/Millions ※百万円未満は数値を切り捨てています。*Figures shown are rounded down to the nearest million yen.)

決算期／Fiscal Year Ended	18/12	19/12	20/12	21/12	22/12	23/12
【資産の部】	Assets					
流動資産	Current assets					
現金及び預金	272,560	281,343	277,241	310,645	328,240	364,145
受取手形及び売掛金	204,263	215,093	217,212	240,723	226,065	254,530
受取手形、売掛金及び契約資産(※)	31,183	31,708	27,122	31,120	-	-
有価証券	-	-	-	-	45,783	52,026
たな卸資産	1,000	220	514	0	1	0
繰延税金資産	31,910	30,336	28,405	35,556	51,825	52,263
その他	0	0	0	0	0	0
貸倒引当金	4,354	4,140	4,192	3,477	5,055	5,875
固定資産	Noncurrent assets					
有形固定資産	Property, plant and equipment					
建物及び構築物	43,962	44,303	42,345	43,174	49,510	53,034
土地	16,426	16,902	15,295	15,156	18,057	19,343
その他	15,631	15,656	14,489	14,692	15,279	15,621
無形固定資産	Intangible assets					
のれん	11,905	11,744	12,560	13,326	16,174	18,070
その他	5,489	4,695	3,510	2,766	17,957	18,357
投資・その他の資産合計	2,102	1,536	967	623	9,549	9,382
繰延税金資産	3,386	3,158	2,543	2,142	8,408	8,974
貸倒引当金	12,866	21,543	20,296	21,883	28,190	29,823
その他	9,615	9,434	9,112	9,927	10,919	10,723
貸倒引当金	3,447	12,318	11,387	12,163	17,485	19,311
資産合計	△ 197	△ 208	△ 203	△ 206	△ 214	△ 211
【負債の部】	Liabilities					
流動負債	Current liabilities					
支払手形及び買掛金	88,243	86,878	80,265	94,448	102,987	104,638
未払金	17,664	16,555	16,052	25,847	32,714	30,308
未払法人税等	15,512	14,973	12,069	8,313	10,479	11,393
契約負債(※)	3,760	3,519	1,632	6,502	4,066	5,952
前受金	-	-	-	-	36,376	35,959
賞与引当金	26,699	26,829	26,070	28,014	354	98
製品保証引当金	3,434	3,348	2,837	2,986	3,486	3,855
その他	1,641	1,671	1,823	2,146	2,434	3,273
固定負債	Noncurrent liabilities					
繰延税金負債	19,531	19,980	19,778	20,639	13,078	13,800
役員退職慰労引当金	23,124	22,970	23,416	24,159	28,411	27,785
退職給付に係る負債	2,215	1,904	1,610	2,141	3,456	3,053
製品保証引当金	242	233	238	246	226	215
その他	19,118	18,826	19,835	19,995	21,560	21,451
負債合計	1,211	1,244	994	1,264	1,881	1,564
純資産の部	Net assets					
株主資本	Shareholders' equity					
資本金	226,659	245,328	248,803	262,579	274,795	297,476
資本剰余金	8,008	8,021	8,021	8,052	8,070	8,098
利益剰余金	14,530	14,543	14,543	14,574	14,593	14,620
その他の包括利益累計額	204,123	222,768	226,244	239,958	252,140	274,766
その他有価証券評価差額金	△ 4,420	△ 4,796	△ 10,659	△ 4,752	14,153	31,021
為替換算調整勘定	139	94	11	4	65	216
退職給付に係る調整累計額	△ 2,052	△ 3,196	△ 8,829	△ 3,361	15,914	32,038
非支配株主持分	△ 2,507	△ 1,695	△ 1,841	△ 1,395	△ 1,826	△ 1,233
純資産合計	1,272	1,506	1,568	2,035	3,550	4,439
負債純資産合計	223,510	242,038	239,711	259,862	292,500	332,937
負債純資産合計	334,879	351,887	343,393	378,469	423,898	465,361

(* 新収益認識会計基準適用に伴う科目追加、変更。*Additions and changes to items due to the adoption of the accounting standard for new revenue recognition.)

連結損益計算書／Statements of Income

(単位:百万円/Millions ※百万円未満は数値を切り捨てています。*Figures shown are rounded down to the nearest million yen.)

決算期／Fiscal Year Ended	18/12	19/12	20/12	21/12	22/12	23/12
売上高	292,774	290,136	238,314	274,419	321,338	373,563
売上原価	182,224	180,671	149,261	174,727	209,642	237,501
売上総利益	110,549	109,464	89,053	99,691	111,695	136,062
販売費及び一般管理費	74,103	76,799	70,605	74,760	84,317	92,541
営業利益	36,446	32,664	18,447	24,931	27,378	43,520
営業外収益	2,049	2,329	2,204	6,509	11,051	8,494
営業外費用	2,123	769	3,232	275	1,203	1,692
経常利益	36,372	34,224	17,420	31,165	37,226	50,322
特別利益	12	103	83	120	81	96
特別損失	294	63	215	54	3,212	2,040
税金等調整前当期純利益	36,090	34,263	17,288	31,231	34,095	48,378
法人税等	10,132	9,518	5,663	9,229	9,571	14,830
非支配株主に帰属する当期純利益(損の場合は△)	240	307	181	322	546	712
親会社株主に帰属する当期純利益	25,717	24,437	11,442	21,679	23,977	32,835

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

(単位:百万円/Millions ※百万円未満は数値を切り捨てています。*Figures shown are rounded down to the nearest million yen.)

決算期／Fiscal Year Ended	18/12	19/12	20/12	21/12	22/12	23/12
【営業活動によるキャッシュ・フロー】	30,203	30,455	20,734	27,343	5,170	37,698
【投資活動によるキャッシュ・フロー】	16,478	29,645	△ 1,229	5,238	1,941	3,286
【フリー・キャッシュ・フロー】	46,682	60,100	19,504	32,582	7,111	40,984
【財務活動によるキャッシュ・フロー】	△ 5,047	△ 5,908	△ 8,281	△ 8,122	△ 13,349	△ 10,355
現金及び現金同等物の期末残高	89,256	142,803	148,833	181,615	186,669	227,072