



HOSHIZAKI ELECTRIC CO., LTD.

ファクトブック

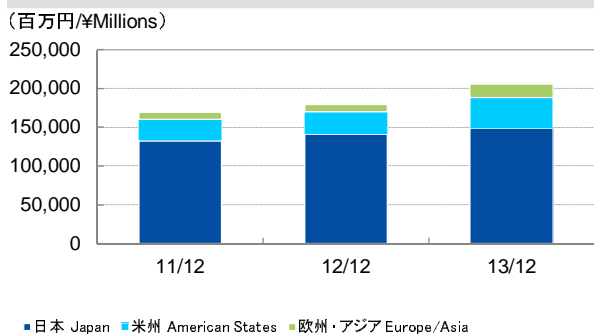
# *Facts and Figures*

# 2013

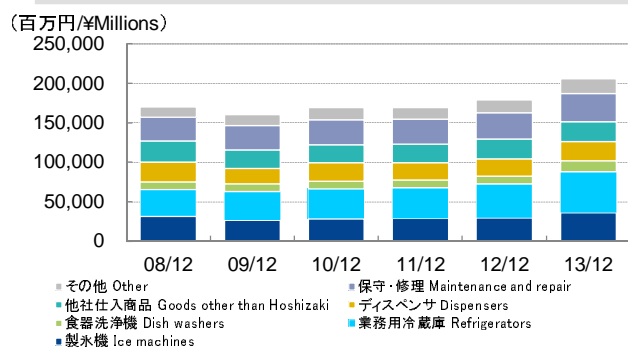
**ホシザキ電機株式会社**

## 業績推移/Business Performance

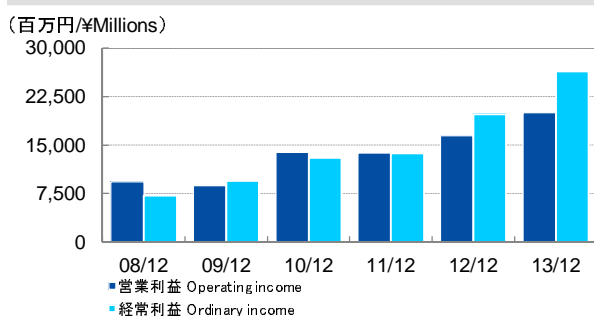
報告セグメント別売上高  
Net Sales by Reporting Segment



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		08/12	09/12	10/12	11/12	12/12	13/12
売上高(百万円)	Net sales (¥Millions)	170,281	160,291	169,379	169,297	178,863	205,513
報告セグメント別売上高	Net sales by reporting segment						
日本	Japan	-	-	-	132,274	140,909	148,507
米州	American States	-	-	-	28,309	28,760	40,008
欧州・アジア	Europe/Asia	-	-	-	8,713	9,192	16,997
製品群別売上高(百万円)	Net sales by product (¥Millions)						
製氷機	Ice machines	31,824	26,440	28,198	28,615	29,744	36,234
業務用冷蔵庫	Refrigerators	33,888	36,345	38,379	39,212	42,711	51,666
食器洗浄機	Dish washers	9,873	9,661	9,764	9,574	10,269	13,872
ディスペンサ	Dispensers	24,970	19,809	23,155	22,212	21,783	24,615
他社仕入商品	Goods other than Hoshizaki	26,893	23,394	23,156	23,067	24,932	25,199
保守・修理	Maintenance and repair	29,989	30,783	31,473	31,766	32,977	35,661
その他	Other	12,843	13,855	15,251	14,849	16,444	18,264
売上総利益率	Gross profit to net sales	36.3%	37.0%	38.1%	38.6%	38.8%	39.0%
営業利益(百万円)	Operating income (¥Millions)	9,364	8,738	13,842	13,808	16,483	20,052
経常利益(百万円)	Ordinary income (¥Millions)	7,144	9,455	13,058	13,750	19,768	26,349
当期純利益(百万円)	Net income (¥Millions)	4,209	4,896	8,884	7,220	11,276	15,769
1株当たり当期純利益(円)	Net income per share (¥)	65.80	67.96	123.31	100.18	156.33	218.37

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。

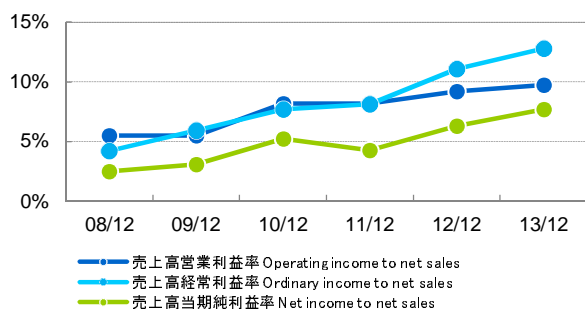
Note:

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."

## 収益性/Profitability

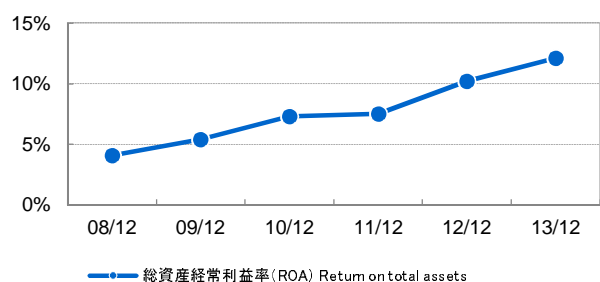
### 売上高営業利益率 / 経常利益率 / 当期純利益率

Operating Income to Net Sales /  
Ordinary Income to Net Sales / Net Income to Net Sales



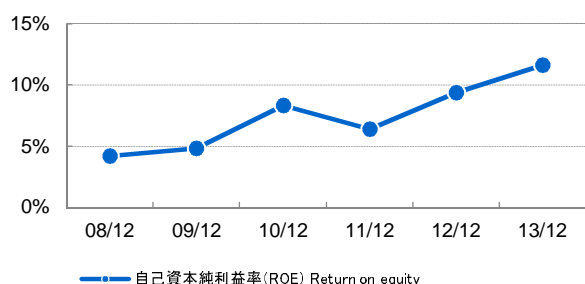
### 総資産経常利益率 (ROA)

Return on Total Assets



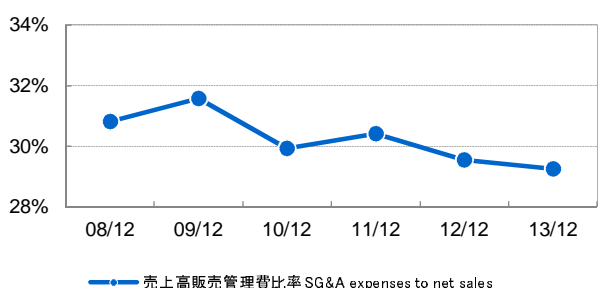
### 自己資本純利益率 (ROE)

Return on Equity



### 売上高販売管理費比率

SG&A Expenses to Net Sales



決算期 / Fiscal Year Ended		08/12	09/12	10/12	11/12	12/12	13/12
売上高営業利益率	Operating income to net sales	5.5%	5.5%	8.2%	8.2%	9.2%	9.8%
売上高経常利益率	Ordinary income to net sales	4.2%	5.9%	7.7%	8.1%	11.1%	12.8%
売上高当期純利益率	Net income to net sales	2.5%	3.1%	5.2%	4.3%	6.3%	7.7%
総資産経常利益率 (ROA)	Return on total assets	4.1%	5.4%	7.3%	7.5%	10.2%	12.1%
自己資本純利益率 (ROE)	Return on equity	4.2%	4.8%	8.3%	6.4%	9.4%	11.6%
売上高販売管理費比率	SG&A expenses to net sales	30.8%	31.6%	29.9%	30.4%	29.5%	29.3%

#### 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

売上高販売管理費比率 = 販売費及び一般管理費 ÷ 売上高 × 100

#### Notes :

Operating income to net sales = Operating income / Net sales × 100

Ordinary income to net sales = Ordinary income / Net sales × 100

Net income to net sales = Net income / Net sales × 100

Return on total assets = Operating income / Average of beginning and end-of-year total assets × 100

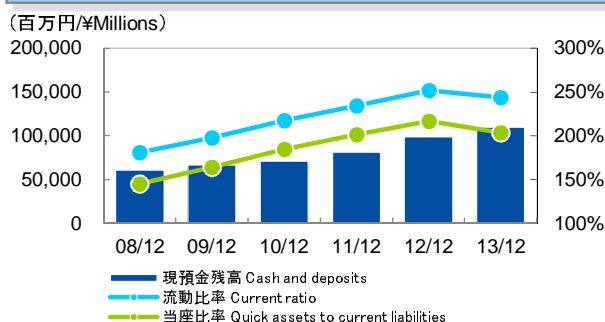
Return on equity = Net income / Average of beginning and end-of-year equity capital × 100

SG&A expenses to net sales = Selling and administrative expenses / Net sales × 100

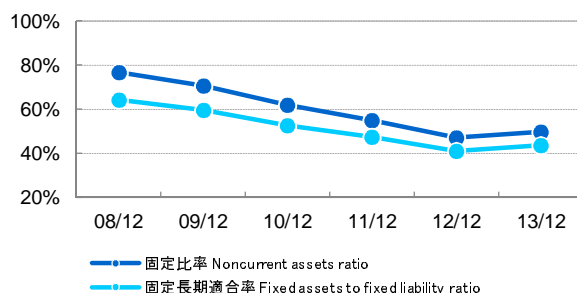
## 安定性/Stability

### 現預金残高/流動比率/当座比率

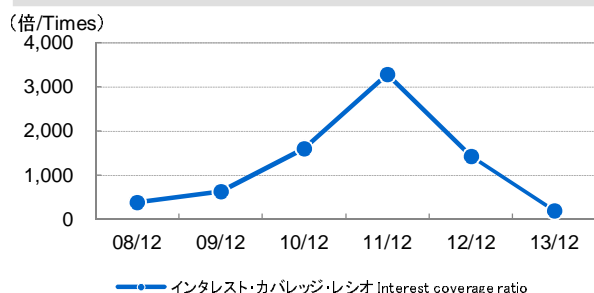
Cash and Deposits/Current Ratio/Quick Assets to Current Liabilities



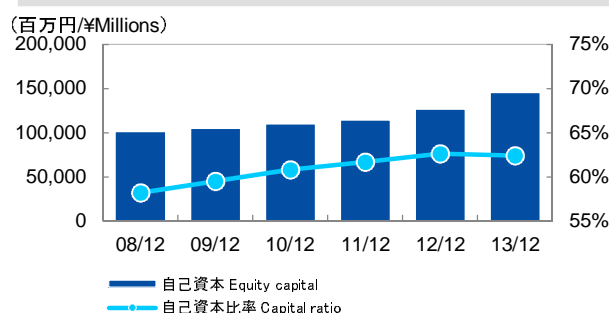
### 固定比率/固定長期適合率



### インタレスト・カバレッジ・レシオ



### 自己資本/自己資本比率



決算期/Fiscal Year Ended		08/12	09/12	10/12	11/12	12/12	13/12
現預金残高(百万円)	Cash and deposits (¥Millions)	60,564	66,796	70,769	81,418	98,504	109,745
流動比率	Current ratio	181.1%	197.7%	217.6%	234.3%	251.7%	243.5%
当座比率	Quick assets to current liabilities	145.0%	164.4%	184.5%	201.2%	216.7%	203.3%
固定比率	Noncurrent assets ratio	76.9%	70.7%	62.0%	55.2%	47.3%	49.9%
固定長期適合率	Fixed assets to fixed liability ratio	64.4%	59.5%	52.8%	47.5%	41.1%	43.8%
インタレスト・カバレッジ・レシオ(倍)	Interest coverage ratio (Times)	380.6	637.5	1,600.5	3,284.0	1,427.7	191.4
自己資本(百万円)	Equity capital (¥Millions)	100,982	104,969	110,169	114,328	126,244	145,457
自己資本比率	Capital ratio	58.2%	59.5%	60.8%	61.7%	62.6%	62.4%

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

固定長期適合比率＝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

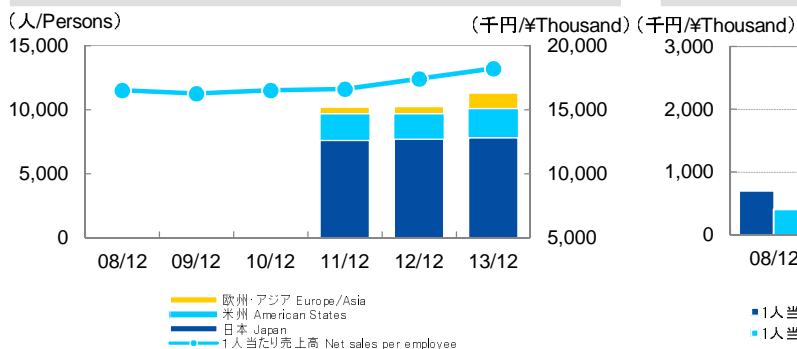
Fixed assets to fixed liability ratio = Noncurrent assets / (Equity capital + Noncurrent liabilities) x100

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

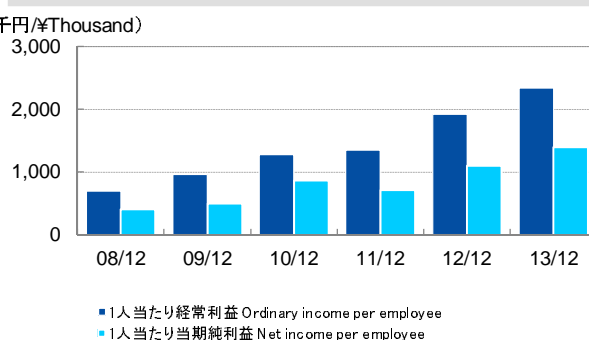
Capital ratio = Equity capital / Total assets x100

## 効率性/Efficiency

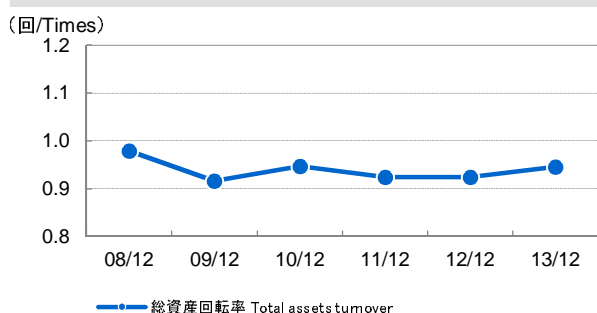
### セグメント別従業員数/1人当たり売上高 Number of Employees/Net Sales per Employee



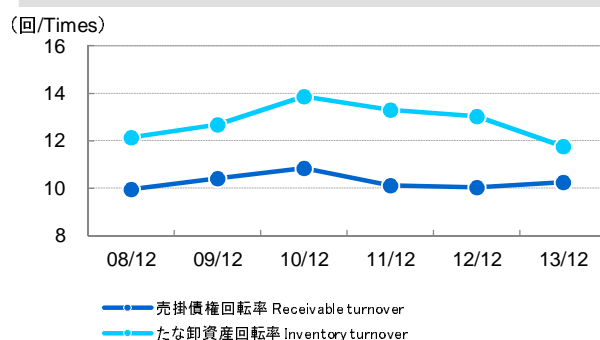
### 1人当たり経常利益/1人当たり当期純利益 Ordinary Income per Employee/Net Income per Employee



### 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



		08/12	09/12	10/12	11/12	12/12	13/12
セグメント別従業員数	Number of employees (Persons)	10,298	9,861	10,238	10,195	10,267	11,284
日本	Japan	-	-	-	7,593	7,693	7,804
米州	American States	-	-	-	2,095	1,986	2,267
欧州・アジア	Europe/Asia	-	-	-	507	588	1,213
1人当たり売上高(千円)	Net sales per employee (¥thousand)	16,535	16,255	16,544	16,606	17,421	18,213
1人当たり経常利益(千円)	Ordinary income per employee (¥thousand)	694	959	1,275	1,349	1,925	2,335
1人当たり当期純利益(千円)	Net income per employee (¥thousand)	409	497	868	708	1,098	1,398
総資産回転率(回)	Total assets turnover (Times)	0.98	0.92	0.95	0.92	0.92	0.95
売掛債権回転率(回)	Receivable turnover (Times)	9.95	10.42	10.85	10.11	10.05	10.26
たな卸資産回転率(回)	Inventory turnover (Times)	12.14	12.69	13.86	13.30	13.03	11.76

#### 注:

セグメント別従業員数について、2010年以前は開示していないため、その記載を省略しております。  
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  
たな卸資産回転率=売上高÷たな卸資産(当期・前期末平均)

#### Notes:

Regarding the number of employees by segment, as that information was not disclosed prior to 2010 those statements are omitted.  
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

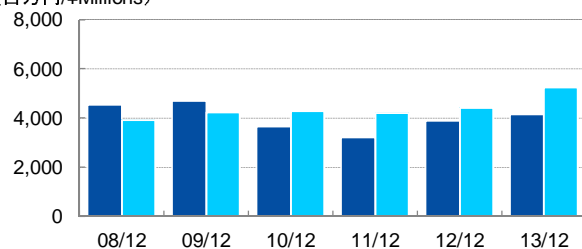
Receivable turnover = Net sales / Notes and accounts receivable-trade

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

その他の指標/Other Data

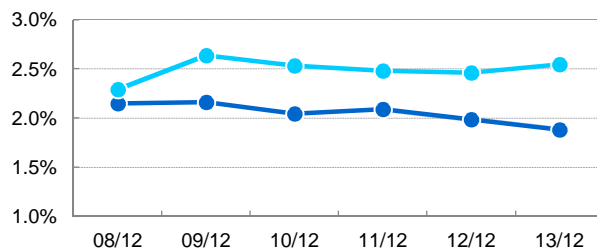
設備投資額/減価償却費  
Capital Expenditure/Depreciation

(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/売上高減価償却比率  
R&D Expenses to Net Sales/Depreciation to Net Sales

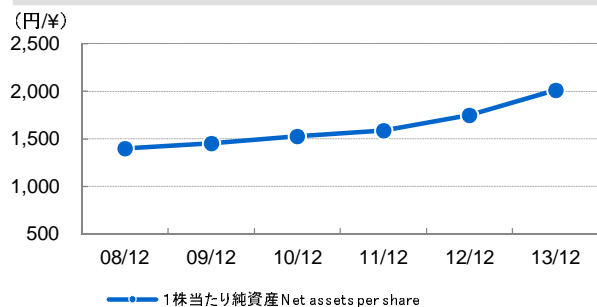


—売上高研究開発費率 R&D expenses to net sales  
—売上高減価償却比率 Depreciation to net sales

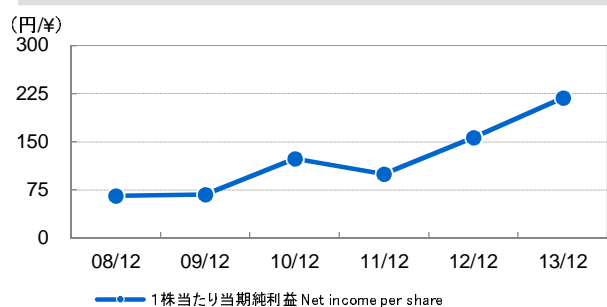
決算期/Fiscal Year Ended		08/12	09/12	10/12	11/12	12/12	13/12
設備投資額 (百万円)	Capital expenditure (¥Millions)	4,529	4,685	3,643	3,197	3,877	4,141
減価償却費 (百万円)	Depreciation (¥Millions)	3,906	4,221	4,291	4,195	4,407	5,232
研究開発費 (百万円)	R&D expenses (¥Millions)	3,654	3,465	3,465	3,540	3,547	3,873
売上高研究開発費比率	R&D expenses to net sales	2.1%	2.2%	2.0%	2.1%	2.0%	1.9%
売上高減価償却費比率	Depreciation to net sales	2.3%	2.6%	2.5%	2.5%	2.5%	2.5%

## 1株データ/Per Share Data

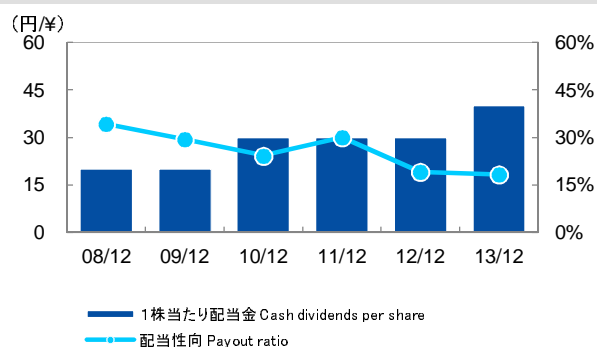
### 1株当たり純資産 Net Assets per Share



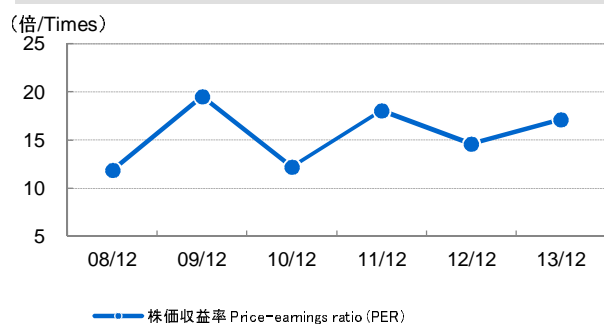
### 1株当たり当期純利益 Net Income per Share



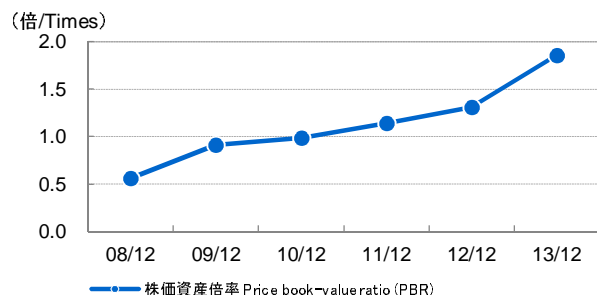
### 1株当たり配当金/配当性向 Annual Cash Dividends per Share/Payout Ratio



### 株価収益率(PER) Price-earnings Ratio



### 株価資産倍率(PBR)



決算期/Fiscal Year Ended		08/12	09/12	10/12	11/12	12/12	13/12
1株当たり純資産(円)	Net assets per share (¥)	1,401.52	1,456.85	1,528.96	1,585.30	1,749.06	2,012.90
1株当たり当期純利益(円)	Net income per share (¥)	65.80	67.96	123.31	100.18	156.33	218.37
1株当たり配当金(円)	Cash dividends per share (¥)	20.00	20.00	30.00	30.00	30.00	40.00
株価収益率(PER)(倍)	Price-earnings ratio (Times)	11.91	19.53	12.21	18.05	14.65	17.13
株価資産倍率(PBR)(倍)	Price book-value ratio (Times)	0.56	0.91	0.98	1.14	1.31	1.86
配当性向	Payout ratio	34.2%	29.4%	24.3%	30.0%	19.2%	18.3%
期末発行株式数(千株)	Number of shares issued (Thousand)	72,052	72,052	72,055	72,118	72,179	72,263

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

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

## 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		08/12	09/12	10/12	11/12	12/12	13/12
<b>【資産の部】</b>	<b>Assets</b>						
流動資産	Current assets	95,884	102,092	112,990	122,147	142,074	160,469
現金及び預金	Cash and deposits	60,564	66,796	70,769	81,418	98,504	109,745
受取手形及び売掛金	Notes and accounts receivable-trade	15,935	14,817	16,409	17,069	18,529	21,518
有価証券	Securities	282	3,283	8,643	6,410	5,314	2,701
たな卸資産	Inventories	13,411	11,842	12,597	12,870	14,581	20,384
繰延税金資産	Deferred tax assets	2,025	2,425	2,281	2,329	2,606	3,064
その他	Other	3,802	3,070	2,378	2,133	2,622	3,156
貸倒引当金	Allowance for doubtful accounts	△ 136	△ 143	△ 88	△ 83	△ 84	△ 102
固定資産	Noncurrent assets	77,652	74,252	68,252	63,135	59,712	72,513
有形固定資産	Property, plant and equipment	39,789	39,393	37,415	36,741	37,909	41,496
建物及び構築物	Buildings and structures	15,660	16,174	15,090	14,277	14,450	16,288
土地	Land	15,431	15,507	15,546	15,516	15,565	15,921
その他	Other	8,698	7,711	6,779	6,947	7,894	9,286
無形固定資産	Intangible assets	20,025	18,879	16,350	13,707	11,896	20,961
のれん	Goodwill	13,881	11,928	9,724	7,598	6,664	11,789
その他	Other	6,143	6,950	6,625	6,108	5,231	9,172
投資・その他の資産合計	Investments and other assets	17,837	15,980	14,486	12,687	9,907	10,054
繰延税金資産	Deferred tax assets	6,774	6,596	6,706	5,997	6,004	5,808
その他	Other	11,256	9,582	7,950	6,847	4,017	4,489
貸倒引当金	Allowance for doubtful accounts	△ 193	△ 198	△ 170	△ 157	△ 114	△ 242
資産合計	Total Assets	173,537	176,345	181,243	185,282	201,787	232,982
<b>【負債の部】</b>	<b>Liabilities</b>						
流動負債	Current liabilities	52,936	51,638	51,934	52,123	56,455	65,908
支払手形及び買掛金	Notes and accounts payable-trade	10,279	9,485	10,021	9,490	9,727	12,922
未払金	Accounts payable-other	8,682	7,790	9,580	9,995	10,550	12,259
未払法人税等	Income taxes payable	984	2,122	1,952	2,624	5,064	5,352
前受金	Advances received	16,460	15,787	15,284	14,821	15,305	16,949
賞与引当金	Provision for bonuses	2,053	1,962	2,232	2,206	2,335	2,632
製品保証引当金	Provision for product warranties	979	1,169	846	868	878	1,051
その他	Other	13,496	13,320	12,017	12,116	12,593	14,740
固定負債	Noncurrent liabilities	19,618	19,737	19,006	18,713	18,942	20,144
繰延税金負債	Deferred tax liabilities	3,251	3,436	3,158	3,032	3,354	4,564
退職給付引当金	Provision for retirement benefits	15,478	12,239	12,534	12,924	13,398	13,779
役員退職慰労引当金	Provision for directors' retirement benefits	403	381	407	471	480	505
製品保証引当金	Provision for product warranties	-	244	258	269	308	438
その他	Other	484	3,436	2,647	2,015	1,400	855
負債合計	Total liabilities	72,554	71,376	70,940	70,837	75,397	86,052
<b>【純資産の部】</b>	<b>Net assets</b>						
株主資本	Shareholders' equity	106,276	109,731	117,178	122,314	131,501	145,208
資本金	Capital stock	7,772	7,772	7,774	7,812	7,850	7,901
資本剰余金	Capital surplus	14,294	14,294	14,296	14,335	14,372	14,423
利益剰余金	Retained earnings	84,208	87,664	95,108	100,167	109,279	122,884
その他の包括利益累計額	Other comprehensive income	△ 5,293	△ 4,762	△ 7,009	△ 7,986	△ 5,256	249
その他有価証券評価差額金	Valuation difference on available-for-sale securities	△ 151	△ 111	△ 56	△ 176	△ 18	146
為替換算調整勘定	Foreign currency translation adjustment	△ 5,142	△ 4,650	△ 6,952	△ 7,809	△ 5,197	102
少数株主持分	Minority interests	-	-	133	117	144	1,472
純資産合計	Total net assets	100,982	104,969	110,302	114,445	126,389	146,930
負債純資産合計	Total liabilities and net assets	173,537	176,345	181,243	185,282	201,787	232,982

## 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		08/12	09/12	10/12	11/12	12/12	13/12
売上高	Net sales	170,281	160,291	169,379	169,297	178,863	205,513
売上原価	Cost of sales	108,449	100,931	104,840	104,011	109,541	125,326
売上総利益	Gross profit	61,832	59,360	64,538	65,286	69,321	80,187
販売費及び一般管理費	Selling, general and administrative expenses	52,468	50,621	50,696	51,477	52,838	60,135
営業利益	Operating income	9,364	8,738	13,842	13,808	16,483	20,052
営業外収益	Non-operating income	1,068	936	626	649	3,417	6,569
営業外費用	Non-operating expenses	3,287	220	1,410	708	132	272
経常利益	Ordinary income	7,144	9,455	13,058	13,750	19,768	26,349
特別利益	Extraordinary income	35	225	1,522	11	2	3
特別損失	Extraordinary loss	369	818	661	236	95	76
税金等調整前当期純利益	Income before income taxes	6,810	8,861	13,919	13,524	19,675	26,276
法人税等	Income taxes	2,601	3,965	5,037	6,312	8,410	10,547
少数株主損失(△)	Minority interests in loss	-	-	△ 3	△ 8	△ 11	△ 41
当期純利益	Net income	4,209	4,896	8,884	7,220	11,276	15,769

## 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		08/12	09/12	10/12	11/12	12/12	13/12
【営業活動によるキャッシュ・フロー】	Net cash provided by (used in) operating activities	8,874	13,900	12,755	12,957	16,568	20,212
【投資活動によるキャッシュ・フロー】	Net cash provided by (used in) investing activities	△ 7,977	△ 21,097	△ 9,951	△ 6,178	△ 13,498	△ 4,489
【フリー・キャッシュ・フロー】	Free cash flow	896	△ 7,197	2,804	6,778	3,070	15,722
【財務活動によるキャッシュ・フロー】	Net cash provided by (used in) financing activities	3,821	△ 1,451	△ 1,328	△ 2,118	△ 2,092	△ 1,499
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	37,509	29,049	30,707	35,148	36,498	52,710