



HOSHIZAKI CORPORATION

ファクトブック

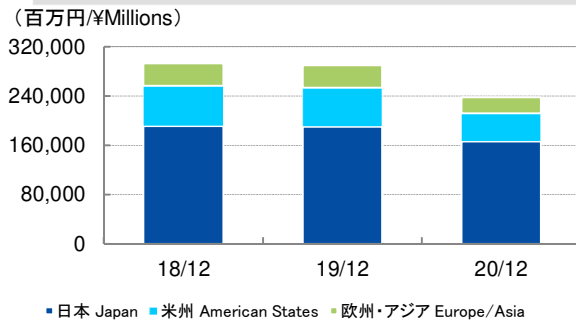
Facts and Figures

2020

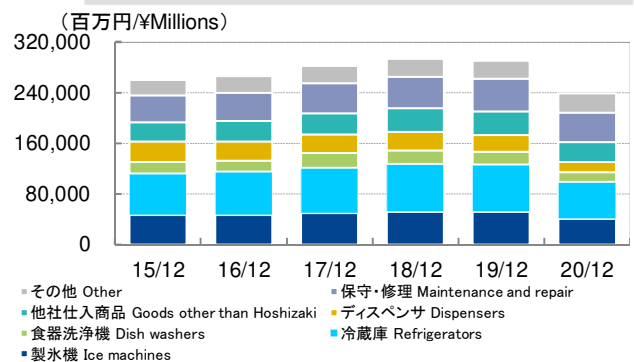
ホシザキ株式会社

業績推移／Business Performance

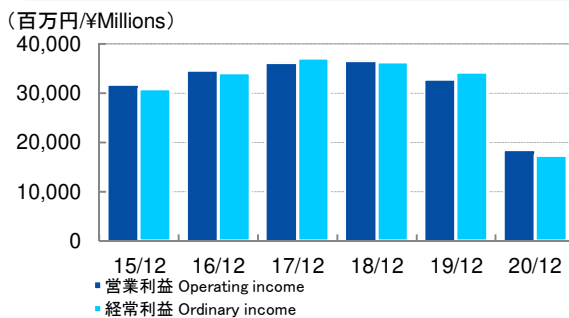
報告セグメント別売上高
Net Sales by Reporting Segment



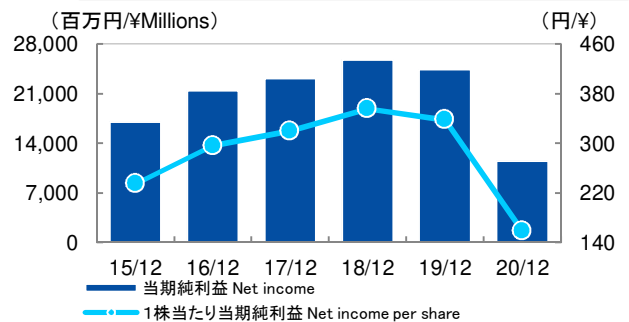
製品群別売上高
Net Sales by Product



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		15/12	16/12	17/12	18/12	19/12	20/12
売上高(百万円)	Net sales (¥Millions)	260,174	265,548	282,215	292,774	290,136	238,314
報告セグメント別売上高(百万円)	Net sales by reporting segment(¥Millions)						
日本	Japan	170,010	176,158	186,621	191,239	189,953	166,117
米州	American States	62,370	60,868	65,415	65,564	63,916	45,945
欧州・アジア	Europe/Asia	27,792	28,521	30,179	35,970	36,265	26,250
製品群別売上高(百万円)	Net sales by product (¥Millions)						
製氷機	Ice machines	46,203	46,563	49,578	51,007	51,528	40,491
冷蔵庫	Refrigerators	66,220	68,474	71,471	76,306	75,038	58,564
食器洗浄機	Dish washers	17,646	17,760	23,716	21,387	20,104	14,723
ディスペンサ	Dispensers	32,320	30,016	29,379	28,744	26,139	16,530
他社仕入商品	Goods other than Hoshizaki	30,713	31,932	33,512	37,620	37,799	30,986
保守・修理	Maintenance and repair	42,874	44,865	47,132	49,560	50,763	47,072
その他	Other	24,194	25,935	27,424	28,146	28,763	29,946
売上総利益率	Gross profit to net sales	38.8%	39.0%	38.4%	37.8%	37.7%	37.4%
営業利益(百万円)	Operating income (¥Millions)	31,719	34,575	36,065	36,446	32,664	18,447
経常利益(百万円)	Ordinary income (¥Millions)	30,864	34,140	37,086	36,372	34,224	17,420
当期純利益(百万円)	Net income (¥Millions)	16,971	21,430	23,144	25,717	24,437	11,442
1株当たり当期純利益(円)	Net income per share (¥)	234.47	295.95	319.62	355.14	337.45	158.00

注：

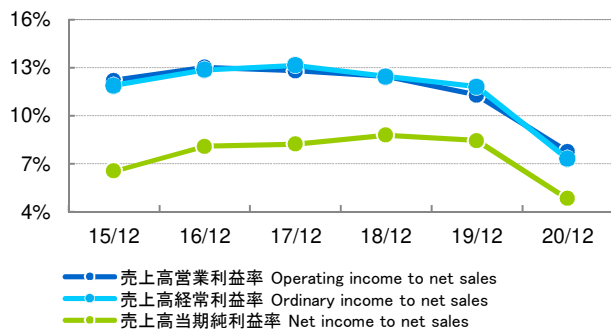
セグメント間の取引については相殺消去しております。
エリア等を基軸に各法人を集約した「日本」、「米州」、「欧州・アジア」をセグメントとしております。
各地域の売上高は「外部顧客に対する売上高」となっております。
当期純利益は2016年12月期より「親会社株主に帰属する当期純利益」となっております。

Note :

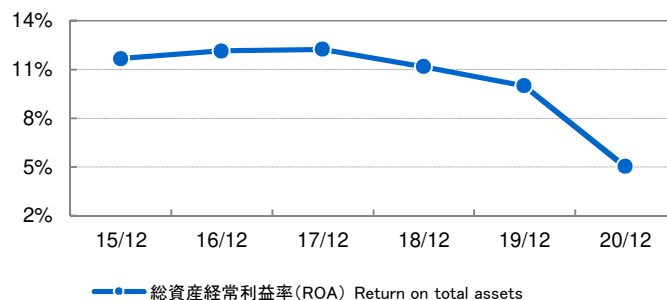
Transactions between segments are offset.
Using area as a criterion, individual corporations are collected into the following segments:
"Japan," "American States," and "Europe/Asia."
Net sales for each area are listed as "Net sales against external customers."
Net income indicates "Profit attributable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

収益性／Profitability

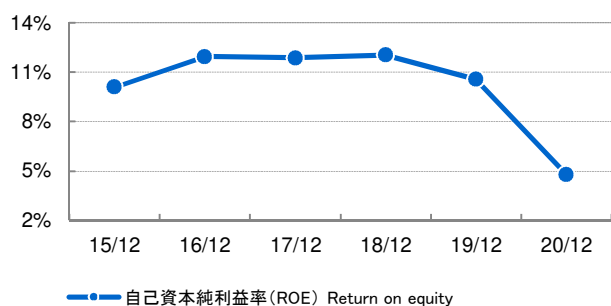
売上高営業利益率／経常利益率／当期純利益率
Operating Income to Net Sales/



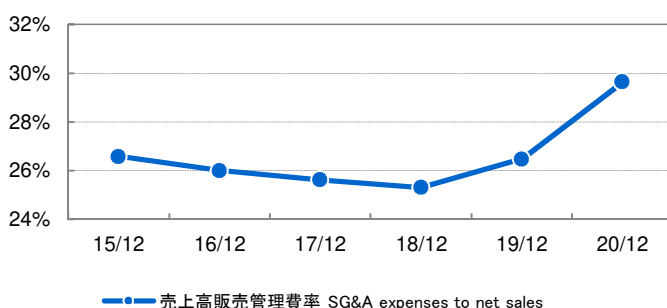
総資産経常利益率(ROA)
Return on Total Assets



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		15/12	16/12	17/12	18/12	19/12	20/12
売上高営業利益率	Operating income to net sales	12.2%	13.0%	12.8%	12.4%	11.3%	7.7%
売上高経常利益率	Ordinary income to net sales	11.9%	12.9%	13.1%	12.4%	11.8%	7.3%
売上高当期純利益率	Net income to net sales	6.5%	8.1%	8.2%	8.8%	8.4%	4.8%
総資産経常利益率(ROA)	Return on total assets	11.6%	12.1%	12.2%	11.2%	10.0%	5.0%
自己資本純利益率(ROE)	Return on equity	10.1%	11.9%	11.9%	12.0%	10.6%	4.8%
売上高販売管理費率	SG&A expenses to net sales	26.6%	26.0%	25.6%	25.3%	26.5%	29.6%

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

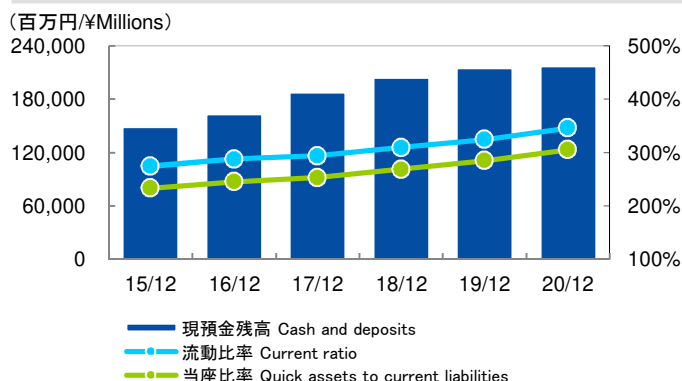
SG&A expenses to net sales = Selling and administrative expenses / Net sales x100

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

安定性/Stability

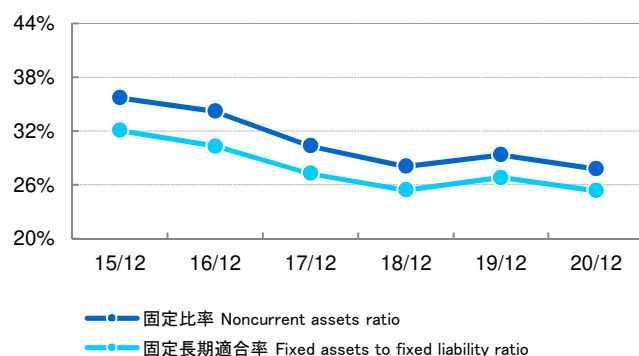
現預金残高/流動比率/当座比率

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



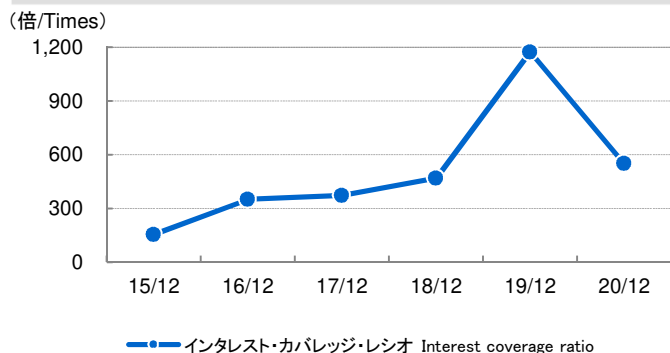
固定比率/固定長期適合率

Noncurrent Assets Ratio/Fixed Assets to Fixed Liability Ratio



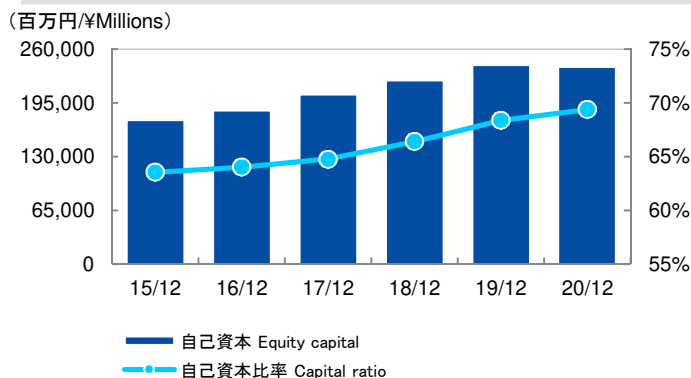
インタレスト・カバレッジ・レシオ

Interest Coverage Ratio



自己資本/自己資本比率

Equity Capital/Capital Ratio



決算期/Fiscal Year Ended		15/12	16/12	17/12	18/12	19/12	20/12
現預金残高(百万円)	Cash and deposits (¥Millions)	148,950	163,048	187,224	204,263	215,093	217,212
流動比率	Current ratio	274.3%	287.2%	293.5%	308.9%	323.8%	345.4%
当座比率	Quick assets to current liabilities	232.4%	244.7%	252.6%	267.9%	284.3%	305.1%
固定比率	Noncurrent assets ratio	35.7%	34.2%	30.3%	28.0%	29.3%	27.8%
固定長期適合率	Fixed assets to fixed liability ratio	32.0%	30.3%	27.2%	25.4%	26.8%	25.3%
インタレスト・カバレッジ・レシオ(倍)	Interest coverage ratio (Times)	154.7	349.1	371.6	467.3	1,173.2	549.4
自己資本(百万円)	Equity capital (¥Millions)	173,864	185,573	204,967	222,238	240,531	238,143
自己資本比率	Capital ratio	63.5%	64.0%	64.7%	66.4%	68.4%	69.3%

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

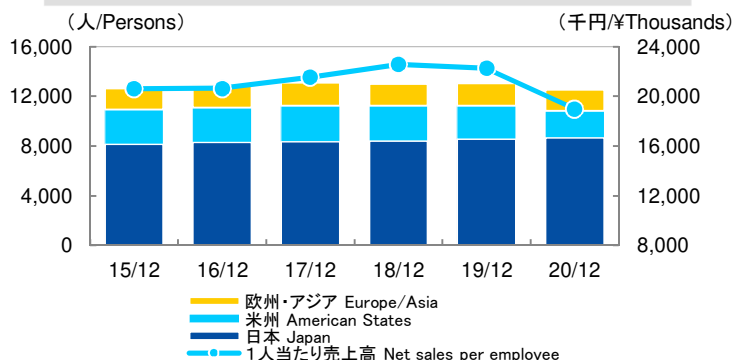
Fixed assets to fixed liability ratio = Noncurrent assets / (Equity capital + Noncurrent liabilities) x100

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

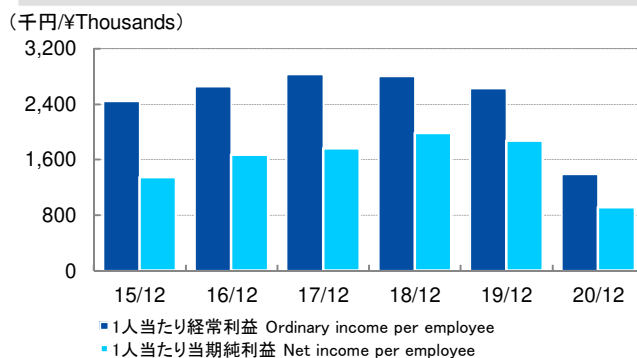
Capital ratio = Equity capital / Total assets x100

効率性/Efficiency

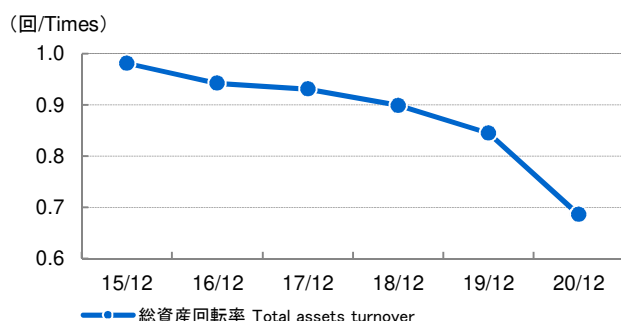
セグメント別従業員数/1人当たり売上高
Number of Employees/Net Sales per Employee



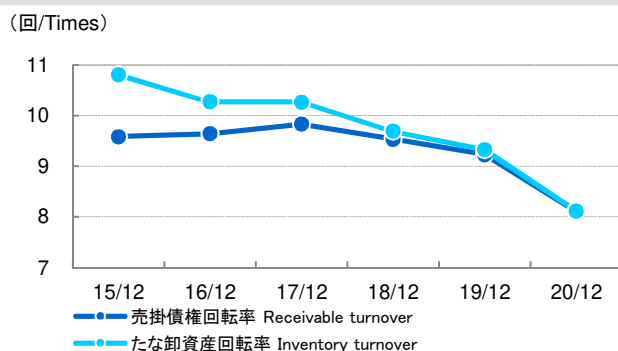
1人当たり経常利益/1人当たり当期純利益
Ordinary Income per Employee/Net Income per Employee



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



		15/12	16/12	17/12	18/12	19/12	20/12
セグメント別従業員数(人)	Number of employees (Persons)	12,634	12,878	13,118	12,982	13,049	12,555
日本	Japan	8,184	8,312	8,345	8,436	8,596	8,698
米州	American States	2,746	2,792	2,901	2,819	2,669	2,129
欧州・アジア	Europe/Asia	1,704	1,774	1,872	1,727	1,784	1,728
1人当たり売上高(千円)	Net sales per employee (¥thousand)	20,593	20,620	21,514	22,552	22,234	18,982
1人当たり経常利益(千円)	Ordinary income per employee (¥thousand)	2,443	2,651	2,827	2,802	2,623	1,388
1人当たり当期純利益(千円)	Net income per employee (¥thousand)	1,343	1,664	1,764	1,981	1,873	911
総資産回転率(回)	Total assets turnover (Times)	0.98	0.94	0.93	0.90	0.84	0.69
売掛債権回転率(回)	Receivable turnover (Times)	9.58	9.64	9.83	9.53	9.23	8.10
たな卸資産回転率(回)	Inventory turnover (Times)	10.80	10.27	10.26	9.68	9.32	8.11

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

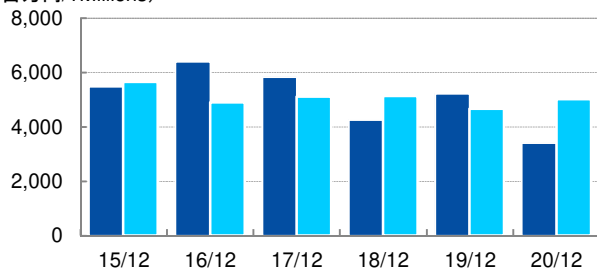
Inventory turnover = Net sales / Average of beginning and end-of-year inventories

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

その他の指標／Other Data

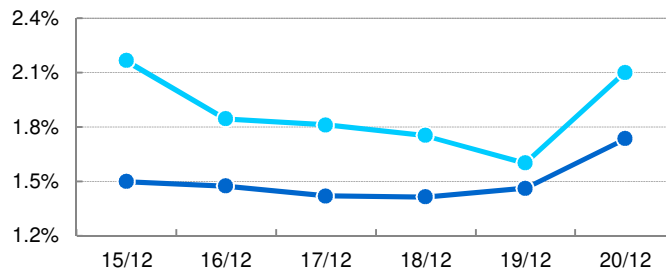
設備投資額／減価償却費 Capital Expenditure/Depreciation

(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

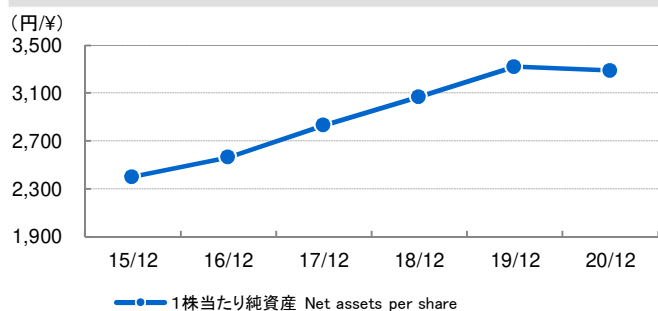


● 売上高研究開発費率 R&D expenses to net sales
● 売上高減価償却費率 Depreciation to net sales

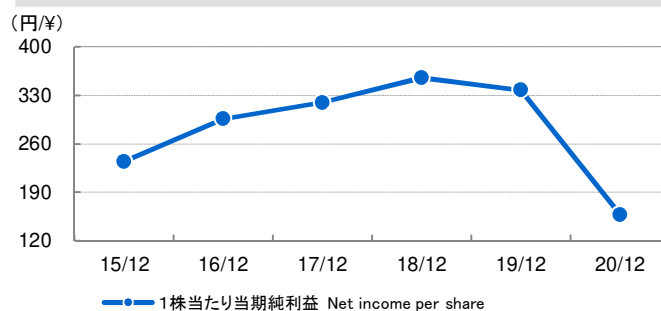
決算期／Fiscal Year Ended		15/12	16/12	17/12	18/12	19/12	20/12
設備投資額 (百万円)	Capital expenditure (¥Millions)	5,482	6,387	5,827	4,246	5,216	3,406
減価償却費 (百万円)	Depreciation (¥Millions)	5,631	4,892	5,104	5,122	4,643	5,001
研究開発費 (百万円)	R&D expenses (¥Millions)	3,894	3,906	4,000	4,130	4,232	4,128
売上高研究開発費率	R&D expenses to net sales	1.5%	1.5%	1.4%	1.4%	1.5%	1.7%
売上高減価償却費率	Depreciation to net sales	2.2%	1.8%	1.8%	1.7%	1.6%	2.1%

1株データ/Per Share Data

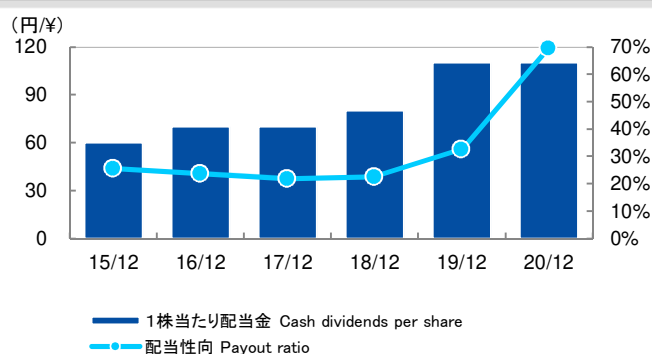
1株当たり純資産 Net Assets per Share



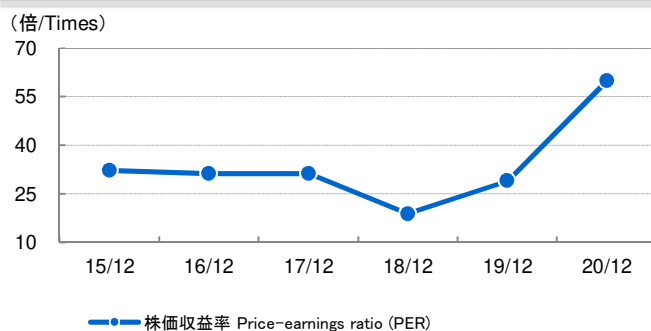
1株当たり当期純利益 Net Income per Share



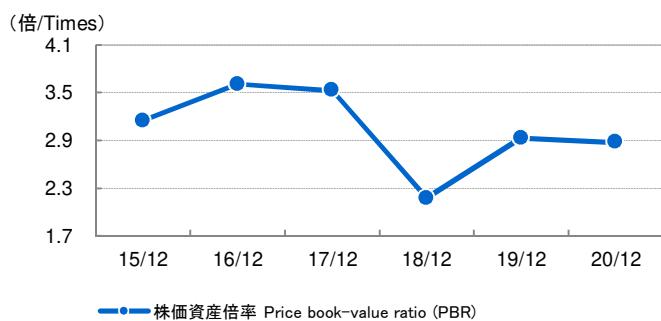
1株当たり配当金/配当性向 Annual Cash Dividends per Share/Payout Ratio



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		15/12	16/12	17/12	18/12	19/12	20/12
1株当たり純資産(円)	Net assets per share (円)	2,400.96	2,562.66	2,830.48	3,068.86	3,321.31	3,288.35
1株当たり当期純利益(円)	Net income per share (円)	234.47	295.95	319.62	355.14	337.45	158.00
1株当たり配当金(円)	Cash dividends per share (円)	60.00	70.00	70.00	80.00	110.00	110.00
株価収益率 (PER) (倍)	Price-earnings ratio (Times)	32.24	31.26	31.26	18.81	28.98	59.94
株価資産倍率 (PBR) (倍)	Price book-value ratio (Times)	3.15	3.61	3.53	2.18	2.93	2.88
配当性向	Payout ratio	25.6%	23.7%	21.9%	22.5%	32.6%	69.6%

期末発行株式数(千株)	Number of shares issued (Thousands)	72,415	72,415	72,415	72,418	72,421	72,421
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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.

連結貸借対照表／Consolidated Balance Sheets

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		15/12	16/12	17/12	18/12	19/12	20/12
【資産の部】	Assets						
流動資産	Current assets	211,563	226,535	254,531	272,560	281,343	277,241
現金及び預金	Cash and deposits	148,950	163,048	187,224	204,263	215,093	217,212
受取手形及び売掛金	Notes and accounts receivable-trade	27,942	27,172	30,261	31,183	31,708	27,122
有価証券	Securities	2,391	2,782	1,564	1,000	220	514
たな卸資産	Inventories	25,281	26,441	28,550	31,910	30,336	28,405
繰延税金資産	Deferred tax assets	3,642	3,495	3,116	0	0	0
その他	Other	3,450	3,740	3,959	4,354	4,140	4,192
貸倒引当金	Allowance for doubtful accounts	△ 95	△ 143	△ 145	△ 151	△ 155	△ 207
固定資産	Noncurrent assets	62,092	63,431	62,106	62,318	70,543	66,152
有形固定資産	Property, plant and equipment	45,126	45,479	45,775	43,962	44,303	42,345
建物及び構築物	Buildings and structures	17,849	17,188	17,767	16,426	16,902	15,295
土地	Land	16,024	15,911	15,678	15,631	15,656	14,489
その他	Other	11,252	12,380	12,330	11,905	11,744	12,560
無形固定資産	Intangible assets	9,157	8,917	6,835	5,489	4,695	3,510
のれん	Goodwill	3,534	3,893	2,662	2,102	1,536	967
その他	Other	5,622	5,024	4,172	3,386	3,158	2,543
投資・その他の資産合計	Investments and other assets	7,807	9,034	9,495	12,866	21,543	20,296
繰延税金資産	Deferred tax assets	5,336	6,464	6,537	9,615	9,434	9,112
その他	Other	2,699	2,761	3,176	3,447	12,318	11,387
貸倒引当金	Allowance for doubtful accounts	△ 226	△ 191	△ 218	△ 197	△ 208	△ 203
資産合計	Total Assets	273,655	289,967	316,637	334,879	351,887	343,393
【負債の部】	Liabilities						
流動負債	Current liabilities	77,132	78,878	86,720	88,243	86,878	80,265
支払手形及び買掛金	Notes and accounts payable-trade	15,856	15,445	16,893	17,664	16,555	16,052
未払金	Accounts payable-other	13,764	14,025	15,225	15,512	14,973	12,069
未払法人税等	Income taxes payable	4,075	3,738	4,925	3,760	3,519	1,632
前受金	Advances received	20,464	22,923	24,982	26,699	26,829	26,070
賞与引当金	Provision for bonuses	3,284	3,301	3,427	3,434	3,348	2,837
製品保証引当金	Provision for product warranties	1,359	1,594	1,664	1,641	1,671	1,823
その他	Other	18,327	17,850	19,601	19,531	19,980	19,778
固定負債	Noncurrent liabilities	19,977	23,909	23,016	23,124	22,970	23,416
繰延税金負債	Deferred tax liabilities	4,939	4,630	3,944	2,215	1,904	1,610
役員退職慰労引当金	Provision for directors' retirement benefits	427	435	451	242	233	238
退職給付に係る負債	Net defined benefit liabilities	13,597	17,666	17,298	19,118	18,826	19,835
製品保証引当金	Provision for product warranties	858	1,029	1,114	1,211	1,244	994
その他	Other	154	147	208	336	761	738
負債合計	Total liabilities	97,109	102,787	109,737	111,368	109,848	103,681
【純資産の部】	Net assets						
株主資本	Shareholders' equity	170,822	187,907	205,981	226,659	245,328	248,803
資本金	Capital stock	7,993	7,993	7,993	8,008	8,021	8,021
資本剰余金	Capital surplus	14,516	14,516	14,516	14,530	14,543	14,543
利益剰余金	Retained earnings	148,313	165,399	183,475	204,123	222,768	226,244
その他の包括利益累計額	Other comprehensive income	3,042	△ 2,333	△ 1,014	△ 4,420	△ 4,796	△ 10,659
その他有価証券評価差額金	Valuation difference on available-for-sale securities	209	239	313	139	94	11
為替換算調整勘定	Foreign currency translation adjustment	2,708	△ 74	463	△ 2,052	△ 3,196	△ 8,829
退職給付に係る調整累計額	Remeasurements of defined benefit plans	124	△ 2,498	△ 1,791	△ 2,507	△ 1,695	△ 1,841
非支配株主持分	Non-controlling interests	2,681	1,605	1,932	1,272	1,506	1,568
純資産合計	Total net assets	176,545	187,179	206,900	223,510	242,038	239,711
負債純資産合計	Total liabilities and net assets	273,655	289,967	316,637	334,879	351,887	343,393

※非支配株主持分については、2015年12月期以前は「少数株主持分」を示す。*“Non-controlling interests” indicates “Minority interests” in 15/12 and before.

連結損益計算書／Statements of Income

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		15/12	16/12	17/12	18/12	19/12	20/12
売上高	Net sales	260,174	265,548	282,215	292,774	290,136	238,314
売上原価	Cost of sales	159,319	161,918	173,849	182,224	180,671	149,261
売上総利益	Gross profit	100,854	103,630	108,365	110,549	109,464	89,053
販売費及び一般管理費	Selling, general and administrative expenses	69,135	69,054	72,299	74,103	76,799	70,605
営業利益	Operating income	31,719	34,575	36,065	36,446	32,664	18,447
営業外収益	Non-operating income	1,023	1,535	1,665	2,049	2,329	2,204
営業外費用	Non-operating expenses	1,877	1,970	644	2,123	769	3,232
経常利益	Ordinary income	30,864	34,140	37,086	36,372	34,224	17,420
特別利益	Extraordinary income	63	12	100	12	103	83
特別損失	Extraordinary loss	1,850	415	1,885	294	63	215
税金等調整前当期純利益	Income before income taxes	29,077	33,737	35,302	36,090	34,263	17,288
法人税等	Income taxes	11,851	11,956	11,980	10,132	9,518	5,663
非支配株主に帰属する当期純利益(損の場合は△)	Profit attributable to non-controlling interests	254	350	177	240	307	181
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	16,971	21,430	23,144	25,717	24,437	11,442

※非支配株主に帰属する当期純利益については、2015年12月期以前は「少数株主損益」を示す。*“Profit attributable to non-controlling interests” indicates “Minority interests in loss and gain” in 15/12 and before.

※親会社株主に帰属する当期純利益については、2015年12月期以前は「当期純利益」を示す。*“Profit attributable to owners of parent” indicates “Net income” in 15/12 and before.

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

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		15/12	16/12	17/12	18/12	19/12	20/12
【営業活動によるキャッシュ・フロー】	Net cash provided by (used in) operating activities	30,424	30,611	34,877	30,203	30,455	20,734
【投資活動によるキャッシュ・フロー】	Net cash provided by (used in) investing activities	△ 11,306	△ 34,865	△ 34,066	16,478	29,645	△ 1,229
【フリー・キャッシュ・フロー】	Free cash flow	19,117	△ 4,253	810	46,682	60,100	19,504
【財務活動によるキャッシュ・フロー】	Net cash provided by (used in) financing activities	△ 4,665	△ 5,010	△ 4,966	△ 5,047	△ 5,908	△ 8,281
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	64,822	53,733	49,906	89,256	142,803	148,833