



複合専門商社グループ

# Fact Book 2020

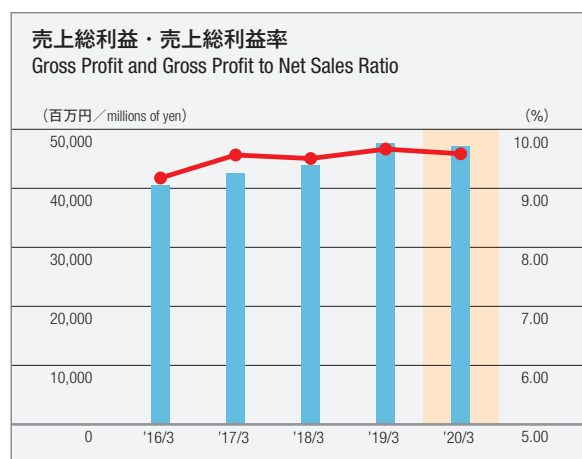
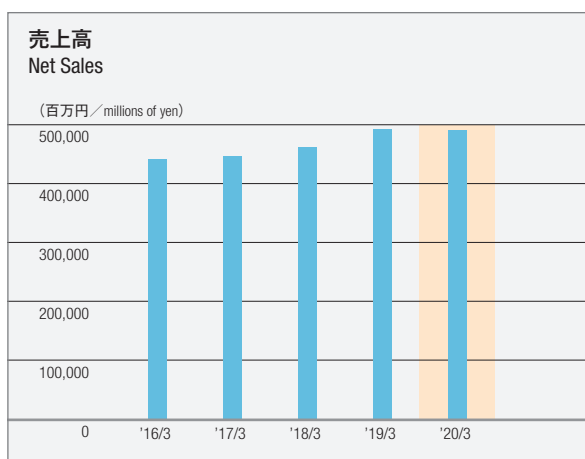
ファクトブック 2020

YUASA TRADING CO., LTD.

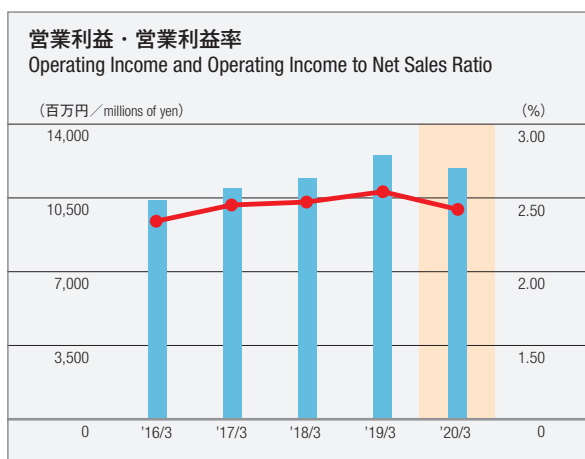


ユアサ商事株式会社

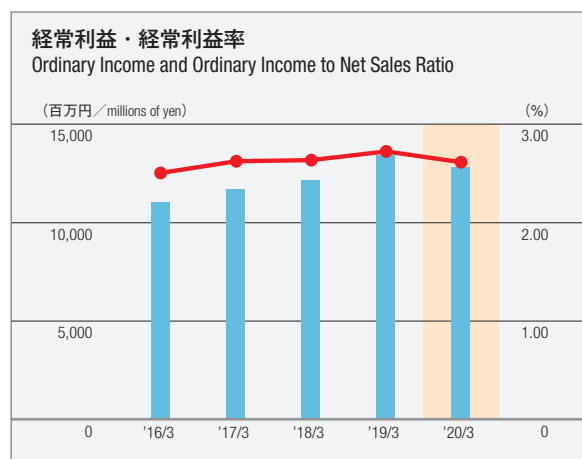
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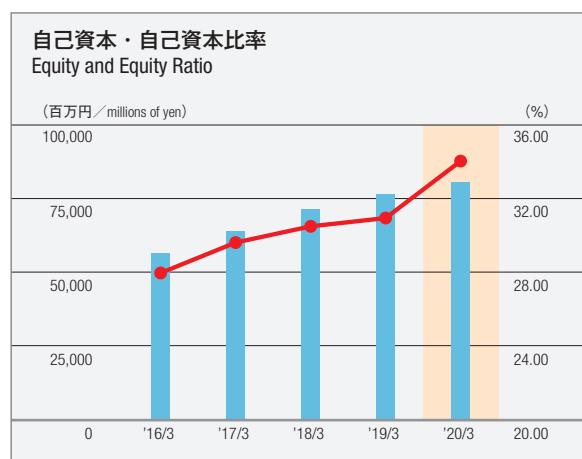
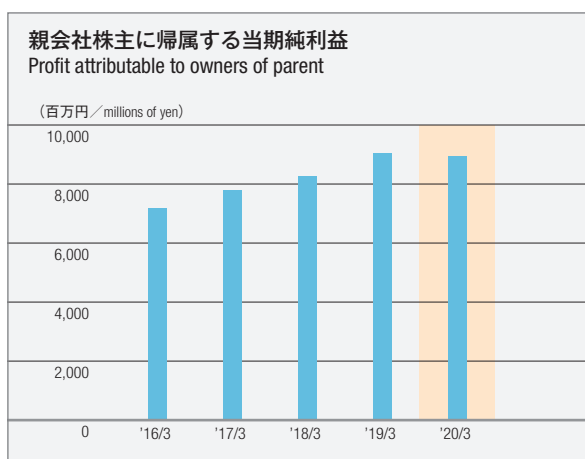
■売上総利益 Gross profit  
●売上総利益率 Gross profit to net sales ratio



■営業利益 Operating income  
●営業利益率 Operating income to net sales ratio

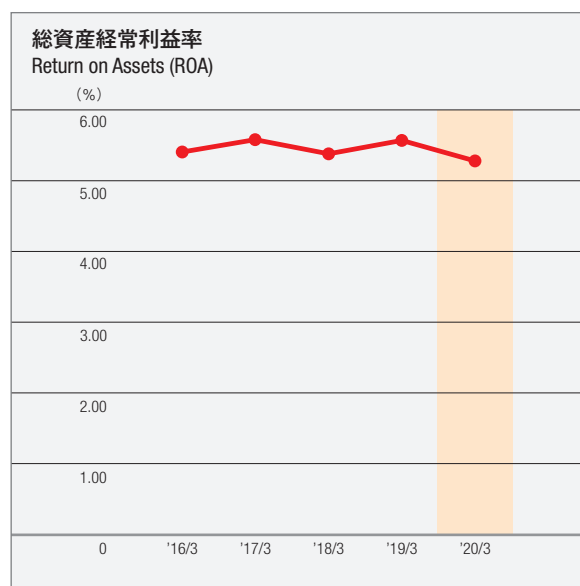
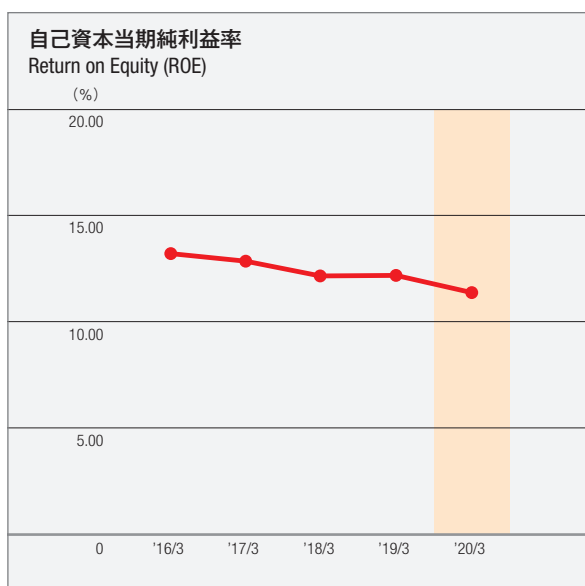


■経常利益 Ordinary income  
●経常利益率 Ordinary income to net sales ratio



■自己資本 Equity  
●自己資本比率 Equity ratio

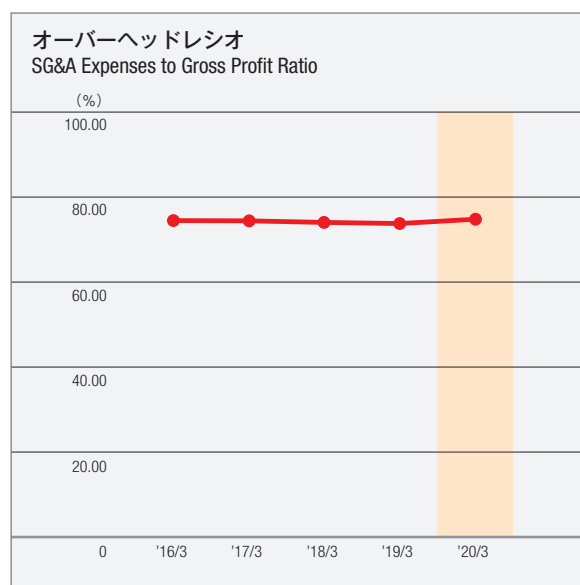
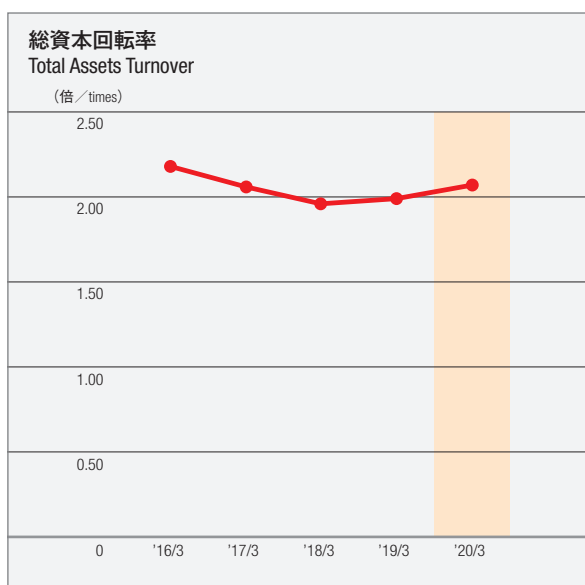
決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
売上高(百万円)	Net sales (millions of yen)	442,042	446,335	461,749	493,627	491,348
売上総利益(百万円)	Gross profit (millions of yen)	40,539	42,655	43,868	47,702	47,080
売上総利益率(%)	Gross profit to net sales ratio (%)	9.17	9.56	9.50	9.66	9.58
営業利益(百万円)	Operating income (millions of yen)	10,357	10,923	11,402	12,517	11,871
営業利益率(%)	Operating income to net sales ratio (%)	2.34	2.45	2.47	2.54	2.42
経常利益(百万円)	Ordinary income (millions of yen)	11,039	11,704	12,149	13,437	12,804
経常利益率(%)	Ordinary income to net sales ratio (%)	2.50	2.62	2.63	2.72	2.61
親会社株主に帰属する当期純利益(百万円)	Profit attributable to owners of parent (millions of yen)	7,190	7,777	8,261	9,038	8,950
自己資本(百万円)	Equity (millions of yen)	56,727	64,244	71,661	76,651	80,684
自己資本比率(%)	Equity ratio (%)	27.96	29.61	30.49	30.94	34.03



決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
自己資本当期純利益率 (%)	Return on equity (ROE) (%)	13.21	12.86	12.16	12.19	11.38
総資産経常利益率 (%)	Return on assets (ROA) (%)	5.41	5.58	5.38	5.57	5.28

注：1. 自己資本当期純利益率 = 親会社株主に帰属する当期純利益 / 期首・期末平均自己資本 × 100  
2. 総資産経常利益率 = 経常利益 / 期首・期末平均総資産 × 100

Notes: 1. Return on equity = Profit attributable to owners of parent / Average total equity × 100  
2. Return on assets = Ordinary income / Average total assets × 100

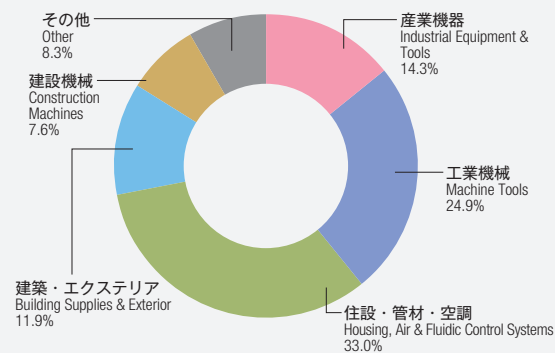


決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
総資本回転率 (倍)	Total assets turnover (times)	2.18	2.06	1.96	1.99	2.07
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	74.45	74.39	74.01	73.76	74.78

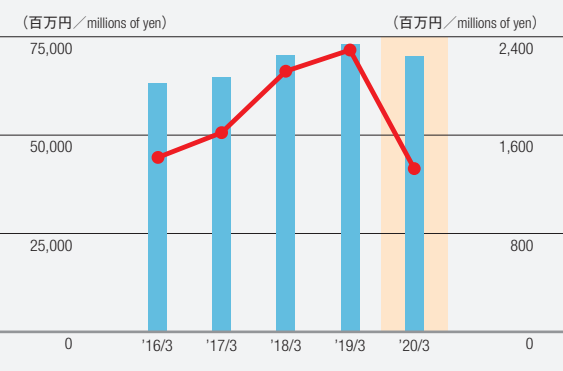
注：1. 総資本回転率 = 売上高 / 総資産(期末)  
2. オーバーヘッドレシオ = 販売費及び一般管理費 / 売上総利益 × 100

Notes: 1. Total assets turnover = Net sales / Total assets (Year-end)  
2. SG&A expenses to gross profit ratio = Selling, general and administrative expenses / Gross profit × 100

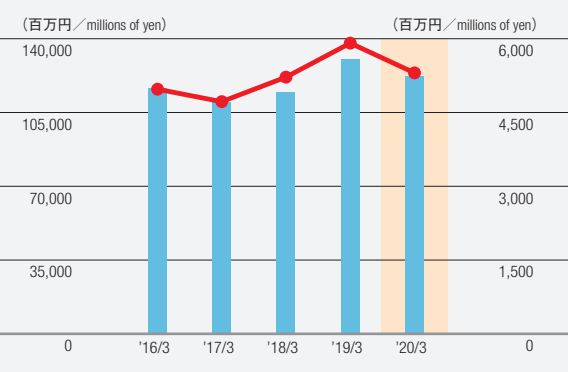
2020年3月期売上高構成比  
2020 Sales Composition by Business



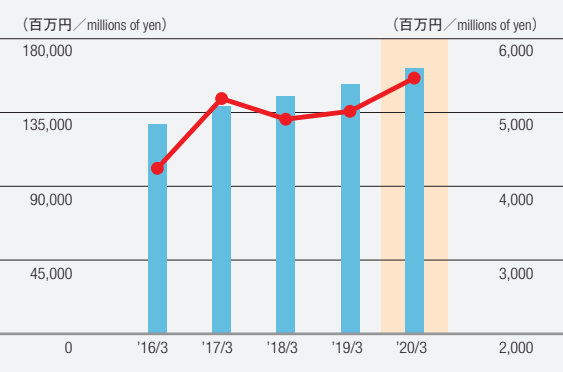
産業機器  
Industrial Equipment & Tools



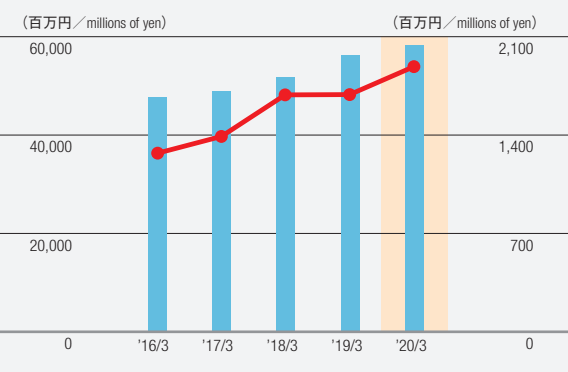
工業機械  
Machine Tools



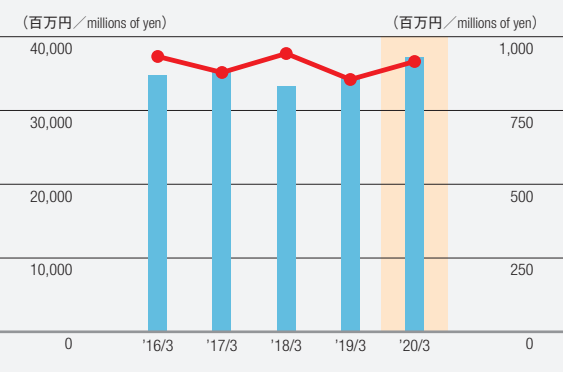
住設・管材・空調  
Housing, Air & Fluidic Control Systems



建築・エクステリア  
Building Supplies & Exterior



建設機械  
Construction Machines



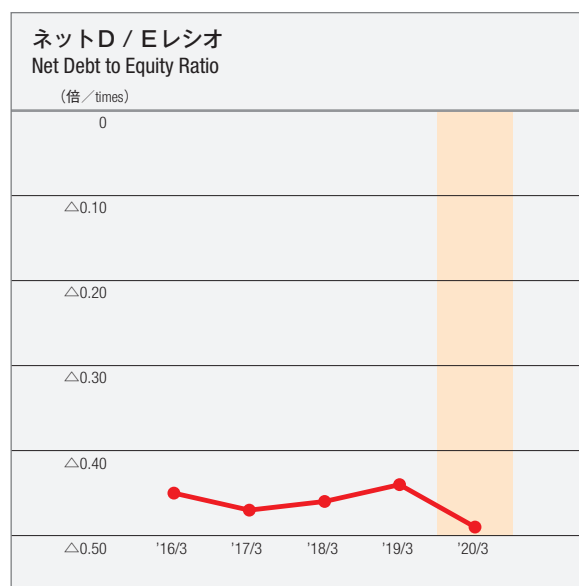
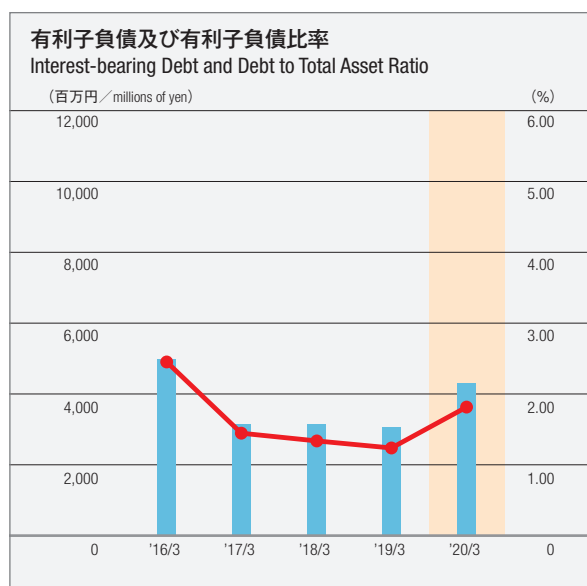
■売上高 (左目盛) Sales (left scale)  
●営業利益 (右目盛) Operating income (right scale)

■売上高 (左目盛) Sales (left scale)  
●営業利益 (右目盛) Operating income (right scale) (百万円 / millions of yen)

決算期	Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
産業機器	売上高	Sales	63,169	64,655	70,418	73,043	70,056
Industrial Equipment & Tools	営業利益	Operating income	1,420	1,624	2,123	2,294	1,329
工業機械	売上高	Sales	116,747	110,116	114,843	130,555	122,426
Machine Tools	営業利益	Operating income	4,968	4,715	5,213	5,905	5,300
住設・管材・空調	売上高	Sales	127,901	139,058	144,820	152,105	162,419
Housing, Air & Fluidic Control Systems	営業利益	Operating income	4,239	5,185	4,905	5,012	5,463
建築・エクステリア	売上高	Sales	47,720	49,002	51,652	56,233	58,259
Building Supplies & Exterior	営業利益	Operating income	1,269	1,388	1,684	1,686	1,885
建設機械	売上高	Sales	34,775	35,156	33,350	34,355	37,275
Construction Machines	営業利益	Operating income	933	878	942	854	915
その他	売上高	Sales	51,728	48,346	46,663	47,333	40,912
Other	営業利益	Operating income	△ 2,473	△ 2,869	△ 3,466	△ 3,235	△ 3,023
全社計	売上高	Sales	442,042	446,335	461,749	493,627	491,348
Total	営業利益	Operating income	10,357	10,923	11,402	12,517	11,871

注：セグメント利益の調整額△3,499百万円は、主に報告セグメントに帰属していない当社の管理部門に係る費用等であります。

Note: Adjustment of ¥3,499 million for segment profit is primarily expenses related to administrative operations not attributable to a reportable segment.



■有利子負債 Interest-bearing debt  
●有利子負債比率 Debt to total asset ratio

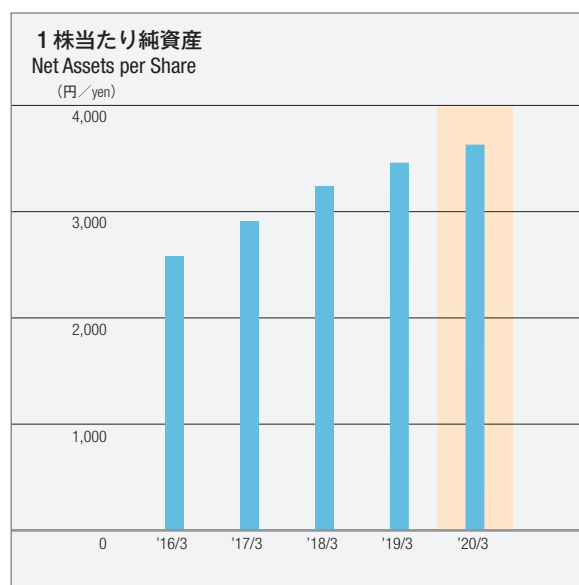
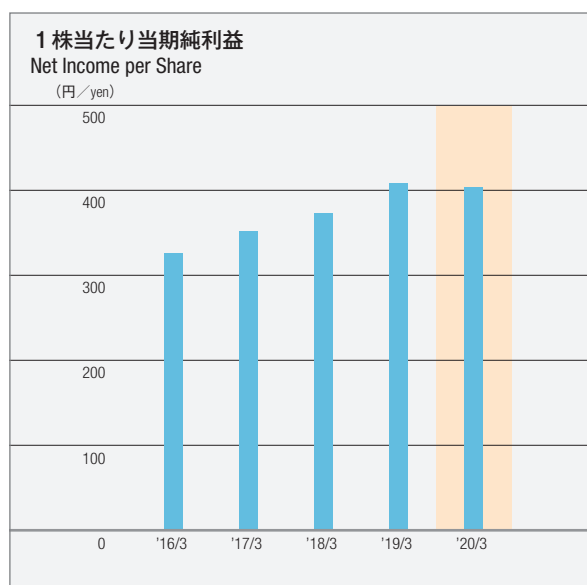
決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	4,972	3,117	3,138	3,048	4,290
有利子負債比率(%)	Debt to total asset ratio (%)	2.45	1.44	1.33	1.23	1.81
ネットD/Eレシオ(倍)	Net debt to equity ratio (times)	△ 0.45	△ 0.47	△ 0.46	△ 0.44	△ 0.49

注：1. 有利子負債比率 = 有利子負債 / 総資本 × 100

2. ネットD/Eレシオ = (有利子負債 - 現金及び預金) / 自己資本

Notes: 1. Debt to total asset ratio = Interest-bearing debt / Total assets × 100

2. Net debt to equity ratio = (Interest-bearing debt - Cash and deposits) / Equity



決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
1株当たり当期純利益(円)	Net income per share (yen)	326.27	352.45	373.22	408.27	403.55
1株当たり純資産(円)	Net assets per share (yen)	2,573.88	2,910.02	3,236.29	3,464.20	3,635.18
期中平均株式数(千株)	Average number of shares outstanding, excluding treasury stock (thousand)	22,039	22,067	22,135	22,138	22,180
期末発行済株式数(千株) 〔自己株式数を除く〕	Year-end number of shares outstanding, excluding treasury stock (thousand)	22,039	22,076	22,143	22,126	22,195

注：1株当たり純資産 = 自己資本 / 期末発行済株式数

Note: Net assets per share = Equity / Year-end number of shares outstanding

## 連結貸借対照表 Consolidated Balance Sheets

(百万円 / millions of yen)

決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
<b>資産の部 Assets</b>						
<b>流動資産 Current assets</b>		<b>169,070</b>	<b>175,977</b>	<b>192,917</b>	<b>207,885</b>	<b>197,460</b>
現金及び預金	Cash and deposits	30,660	33,454	36,428	36,870	43,780
受取手形及び売掛金	Notes and accounts receivable-trade	112,419	114,287	126,930	132,715	116,621
電子記録債権	Electronically recorded monetary claims-operating	8,051	10,447	13,414	17,805	18,287
たな卸資産	Inventories	13,728	13,448	13,392	16,596	16,190
繰延税金資産	Deferred tax assets	1,082	1,045	—	—	—
その他	Other	3,403	3,355	2,857	3,987	2,641
貸倒引当金	Allowance for doubtful accounts	△ 275	△ 61	△ 105	△ 89	△ 59
<b>固定資産 Noncurrent assets</b>		<b>33,821</b>	<b>41,007</b>	<b>42,104</b>	<b>39,861</b>	<b>39,610</b>
<b>有形固定資産 Property, plant and equipment</b>		<b>12,577</b>	<b>13,878</b>	<b>13,401</b>	<b>13,051</b>	<b>13,601</b>
賃貸用固定資産	Fixed assets for rent	169	189	225	248	320
建物及び構築物	Buildings and structures	2,537	2,804	2,717	2,562	2,847
機械及び装置	Machinery and equipment	500	516	451	391	125
工具、器具及び備品	Tools, furniture and fixtures	328	828	716	599	555
土地	Land	8,436	9,159	9,073	9,075	9,433
リース資産	Lease assets	606	367	217	162	101
建設仮勘定	Construction in progress	—	12	0	10	218
<b>無形固定資産 Intangible assets</b>		<b>4,686</b>	<b>6,586</b>	<b>5,588</b>	<b>4,245</b>	<b>5,192</b>
のれん	Goodwill	9	2,034	1,702	1,372	2,907
その他	Other	4,677	4,551	3,886	2,872	2,285
<b>投資その他の資産 Investments and other assets</b>		<b>16,557</b>	<b>20,542</b>	<b>23,114</b>	<b>22,565</b>	<b>20,816</b>
投資有価証券	Investment securities	8,544	10,739	12,783	11,296	9,335
長期金銭債権	Long term a money claim	1,592	1,669	1,693	1,549	1,364
繰延税金資産	Deferred tax assets	—	—	85	114	188
退職給付に係る資産	Net defined benefit asset	3,092	4,893	5,454	6,436	6,718
その他	Other	3,755	3,850	3,751	3,740	3,703
貸倒引当金	Allowance for doubtful accounts	△ 426	△ 610	△ 655	△ 573	△ 494
<b>資産合計 Total assets</b>		<b>202,891</b>	<b>216,984</b>	<b>235,022</b>	<b>247,747</b>	<b>237,071</b>
<b>負債の部 Liabilities</b>						
<b>流動負債 Current liabilities</b>		<b>141,016</b>	<b>146,034</b>	<b>156,697</b>	<b>164,794</b>	<b>149,894</b>
支払手形及び買掛金	Notes and accounts payable-trade	122,095	114,318	122,987	129,554	114,952
電子記録債務	Electronically recorded obligations-operating	3,585	16,535	19,228	19,093	18,555
短期借入金	Short-term loans payable	4,919	3,117	3,138	3,048	3,489
リース債務	Lease obligations	467	263	171	142	68
未払法人税等	Income taxes payable	2,480	2,419	1,793	2,584	2,506
賞与引当金	Provision for bonuses	1,785	2,001	2,192	2,415	2,469
役員賞与引当金	Provision for directors' bonuses	83	82	80	89	86
その他	Other	5,599	7,295	7,106	7,866	7,766
<b>固定負債 Noncurrent liabilities</b>		<b>4,567</b>	<b>6,105</b>	<b>6,146</b>	<b>5,834</b>	<b>6,148</b>
長期借入金	Long-term loans payable	53	—	—	—	801
リース債務	Lease obligations	159	151	175	131	135
繰延税金負債	Deferred tax liabilities	1,568	2,841	2,707	2,304	1,337
役員退職慰労引当金	Provision for directors' retirement benefits	33	86	92	99	132
株式給付引当金	Provision for share-based remuneration	—	—	—	49	107
役員株式給付引当金	Provision for share-based remuneration for directors (and other officers)	—	—	—	41	80
退職給付に係る負債	Net defined benefit liability	457	615	644	638	705
その他	Other	2,293	2,411	2,526	2,568	2,847
<b>負債合計 Total liabilities</b>		<b>145,583</b>	<b>152,140</b>	<b>162,844</b>	<b>170,628</b>	<b>156,042</b>
<b>純資産の部 Net assets</b>						
<b>株主資本 Shareholders' equity</b>		<b>53,040</b>	<b>58,341</b>	<b>64,458</b>	<b>70,630</b>	<b>76,356</b>
資本金	Capital stock	20,644	20,644	20,644	20,644	20,644
資本剰余金	Capital surplus	6,778	6,775	6,765	6,785	6,804
利益剰余金	Retained earnings	26,945	32,207	38,257	44,654	50,269
自己株式	Treasury stock	△ 1,327	△ 1,284	△ 1,209	△ 1,454	△ 1,362
<b>その他の包括利益累計額 Accumulated other comprehensive income</b>		<b>3,686</b>	<b>5,902</b>	<b>7,202</b>	<b>6,020</b>	<b>4,327</b>
その他有価証券評価差額金	Valuation difference on available-for-sale securities	1,862	3,335	4,790	3,715	2,515
繰延ヘッジ損益	Deferred gains or losses on hedges	5	△ 8	△ 24	△ 0	0
為替換算調整勘定	Foreign currency translation adjustment	105	△ 70	△ 13	△ 127	△ 110
退職給付に係る調整累計額	Remeasurements of defined benefit plans	1,713	2,645	2,449	2,432	1,921
<b>新株予約権 Subscription rights to shares</b>		<b>468</b>	<b>499</b>	<b>497</b>	<b>396</b>	<b>299</b>
<b>非支配株主持分 Non-controlling interests</b>		<b>111</b>	<b>100</b>	<b>18</b>	<b>71</b>	<b>45</b>
<b>純資産合計 Total net assets</b>		<b>57,307</b>	<b>64,844</b>	<b>72,177</b>	<b>77,118</b>	<b>81,028</b>
<b>負債純資産合計 Total liabilities and net assets</b>		<b>202,891</b>	<b>216,984</b>	<b>235,022</b>	<b>247,747</b>	<b>237,071</b>

連結損益計算書 Consolidated Statements of Operations

(百万円 / millions of yen)

決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
売上高	Net sales	442,042	446,335	461,749	493,627	491,348
売上原価	Cost of sales	401,502	403,680	417,880	445,924	444,268
売上総利益	Gross profit	40,539	42,655	43,868	47,702	47,080
販売費及び一般管理費	Selling, general and administrative expenses	30,181	31,731	32,465	35,184	35,208
営業利益	Operating income	10,357	10,923	11,402	12,517	11,871
営業外収益	Non-operating income	1,822	1,951	1,847	2,004	2,050
受取利息	Interest income	1,290	1,268	1,304	1,389	1,420
受取配当金	Dividends income	198	206	220	247	262
その他	Other	332	476	322	367	367
営業外費用	Non-operating expenses	1,141	1,170	1,100	1,084	1,117
支払利息	Interest expenses	989	935	966	1,056	1,032
その他	Other	151	234	133	28	84
経常利益	Ordinary income	11,039	11,704	12,149	13,437	12,804
特別利益	Extraordinary income	112	253	59	13	575
特別損失	Extraordinary loss	396	305	66	36	132
税金等調整前当期純利益	Income before income taxes and minority interests	10,754	11,652	12,142	13,414	13,247
法人税、住民税及び事業税	Income taxes-current	3,591	3,665	3,556	4,333	4,556
法人税等調整額	Income taxes-deferred	△ 38	199	321	35	△ 233
法人税等合計	Income taxes	3,552	3,864	3,878	4,368	4,323
当期純利益	Profit	7,201	7,788	8,264	9,045	8,923
非支配株主に帰属する当期純利益 (△純損失)	Profit (△loss) attributable to non-controlling interests	11	10	3	7	△ 26
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	7,190	7,777	8,261	9,038	8,950

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

(百万円 / millions of yen)

決算期 Fiscal years ended		'16/3	'17/3	'18/3	'19/3	'20/3
営業活動によるキャッシュ・フロー	Net cash provided by (△ used in) operating activities	9,114	11,908	6,645	4,387	12,970
投資活動によるキャッシュ・フロー	Net cash provided by (△ used in) investing activities	△ 589	△ 3,652	△ 1,355	△ 873	△ 2,843
財務活動によるキャッシュ・フロー	Net cash provided by (△ used in) financing activities	△ 8,982	△ 5,501	△ 2,418	△ 3,182	△ 3,509
現金及び現金同等物に係る換算差額	Effect of exchange rate change on cash and cash equivalents	△ 137	△ 134	22	△ 86	3
現金及び現金同等物の増減額	Net increase (△ decrease) in cash and cash equivalents	△ 594	2,618	2,893	246	6,620
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of period	31,031	30,436	33,239	36,203	36,626
新規連結に伴う現金及び現金同等物の増加額	Increase in cash and cash equivalents from newly consolidated subsidiary	—	120	—	177	—
非連結子会社との合併に伴う現金及び現金同等物の増加額	Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries	—	63	70	—	—
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	30,436	33,239	36,203	36,626	43,246

## 会社情報 (2020年3月31日現在)

## Corporate Information (As of March 31, 2020)

### 会社概要

商号	ユアサ商事株式会社
本社	東京都千代田区神田美土代町7番地
創業	1666年(寛文6年)3月
設立	1919年(大正8年)6月25日
資本金	20,644百万円
従業員数	2,242名(連結) 1,030名(単体)

### 取締役及び監査役 (2020年4月1日現在)

代表取締役社長	田村 博之
代表取締役専務取締役	佐野木晴生
専務取締役	田中 謙一
常務取締役	高知尾敏之
取締役	高橋 宣善
取締役	中山 直美
取締役	広瀬 薫
取締役	佐古 晴彦
取締役(社外)	前田 新造
取締役(社外)	戸谷 圭子
監査役(常勤)	水町 一実
監査役(常勤)	古本 好之
監査役(社外)	鶴田 進
監査役(社外)	本田 光宏

注：社外取締役を除く全取締役は執行役員を兼務しております。

### 株式の状況

発行可能株式総数	40,000,000株
発行済株式総数	23,155,882株 (自己株式881,156株を含む)
株主数	8,062名

### 大株主(上位10名)

株主名	持株数(千株)	持株比率(%)
日本トラスティ・サービス 信託銀行株式会社	2,049	9.19
日本マスタートラスト 信託銀行株式会社	1,307	5.87
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	918	4.12
ユアサ炭協持株会	789	3.54
BBH FOR FIDELITY PURITAN TR: FIDELITY SR INTRINSIC OPPORTUNITIES FUND	650	2.91
西部ユアサやまずみ持株会	624	2.80
株式会社三井住友銀行	594	2.66
東部ユアサやまずみ持株会	588	2.64
ユアサ商事社員持株会	452	2.02
ダイキン工業株式会社	452	2.02

注：1. 千株未満は切り捨てて表示しております。  
2. 持株比率については、自己株式を控除して算出し小数点第3位以下は切り捨てて表示しております。  
3. 当社は自己株式881千株を保有しておりますが、上記の大株主から除いております。

### Corporate Profile

Company Name	YUASA TRADING CO., LTD.
Head Office	7, Kanda-Mitoshirocho, Chiyoda-ku, Tokyo
Founded	March 1666
Established	June 25, 1919
Capital	20,644 million
Employees	2,242 (Consolidated) 1,030 (Non-consolidated)

### Board of Directors and Auditors (As of April 1st, 2020)

President & COO	Hiroyuki Tamura*
Representative Director & Senior Managing Director	Haruo Sanoki*
Senior Managing director	Kenichi Tanaka*
Managing Director	Toshiyuki Takachio*
Director	Noriyoshi Takahashi*
Director	Naomi Nakayama*
Director	Kaoru Hirose*
Director	Haruhiko Sako*
Director (Outside)	Shinzou Maeda
Director (Outside)	Keiko Toya
Audit & Supervisory Board Member (Full-Time)	Kazumi Mizumachi
Audit & Supervisory Board Member (Full-Time)	Yoshiyuki Furumoto
Audit & Supervisory Board Member (Outside)	Susumu Tsuruta
Audit & Supervisory Board Member (Outside)	Mitsuhiro Honda

\*Executive officer

### Stock Information

Number of Authorized Shares	40,000,000 shares
Number of Issued Shares	23,155,882 shares (including treasury stock of 881,156 shares)
Number of Shareholders	8,062

### Principal Shareholders

Name	Number of Shares (thousands)	Percentage of Total Issued Shares (%)
Japan Trustee Services Bank, Ltd.	2,049	9.19
The Master Trust Bank of Japan, Ltd.	1,307	5.87
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	918	4.12
Yuasa Tankyo Shareholding Association	789	3.54
BBH FOR FIDELITY PURITAN TR: FIDELITY SR INTRINSIC OPPORTUNITIES FUND	650	2.91
West Yuasa Yamazumi Shareholding Association	624	2.80
Sumitomo Mitsui Banking Corporation	594	2.66
East Yuasa Yamazumi Shareholding Association	588	2.64
YUASA TRADING Employee Shareholding Association	452	2.02
Daikin Industries, Ltd.	452	2.02

Notes: 1. The number of shares shown in the above list are rounded down to the nearest thousand shares.  
2. The ratio of shareholding is calculated by deducting treasury stock and less than one thousand are disregarded.  
3. The Company holds 881 thousand shares as treasury stock, which is not included in the above table.