



複合専門商社グループ

Fact Book 2022

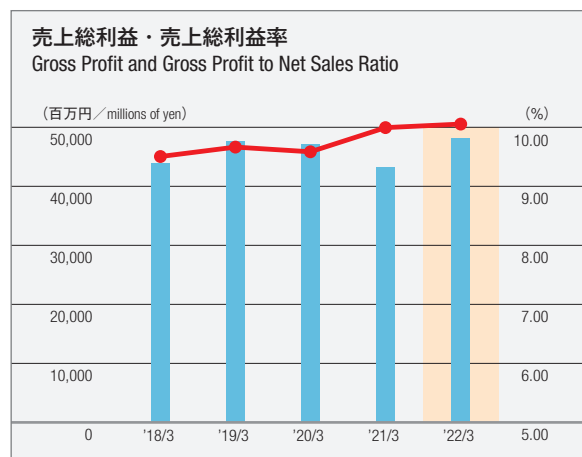
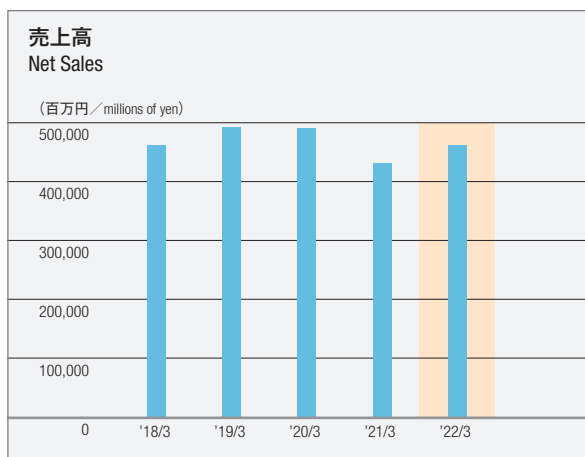
ファクトブック 2022

YUASA TRADING CO., LTD.

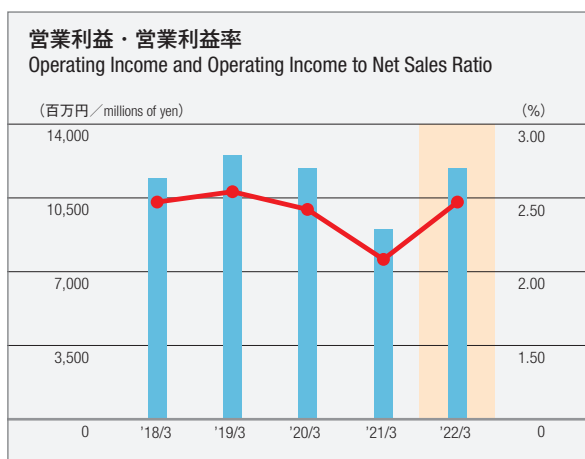


ユアサ商事株式会社

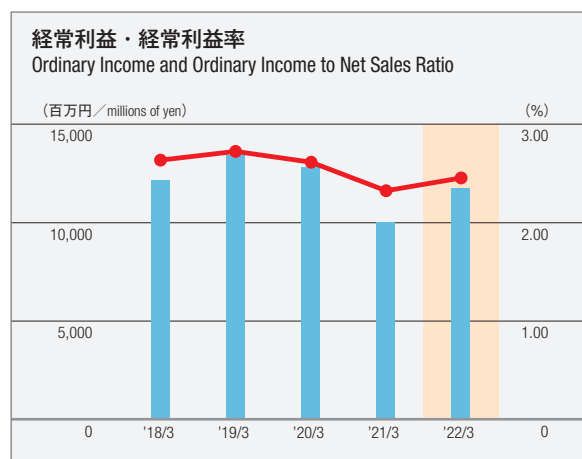
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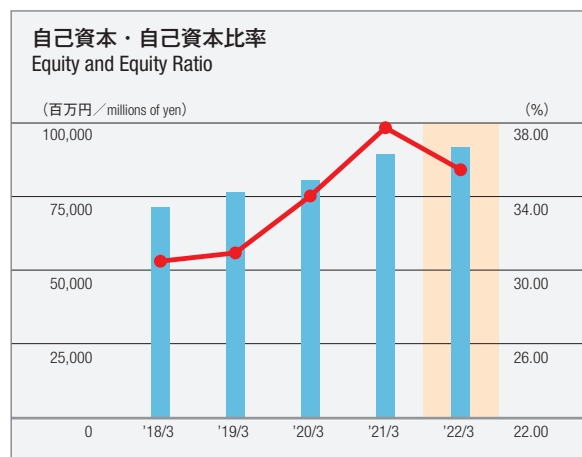
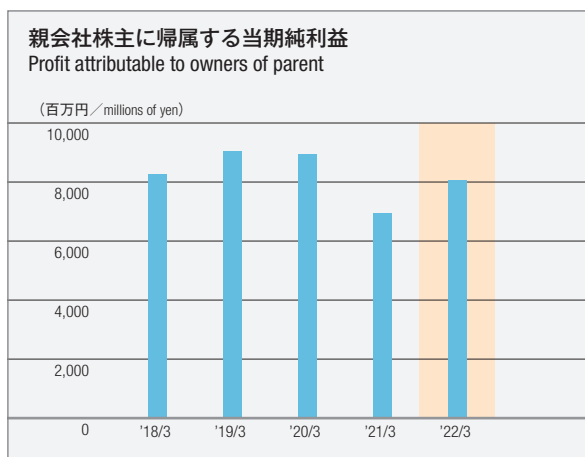
■売上総利益 Gross profit
●売上総利益率 Gross profit to net sales ratio



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

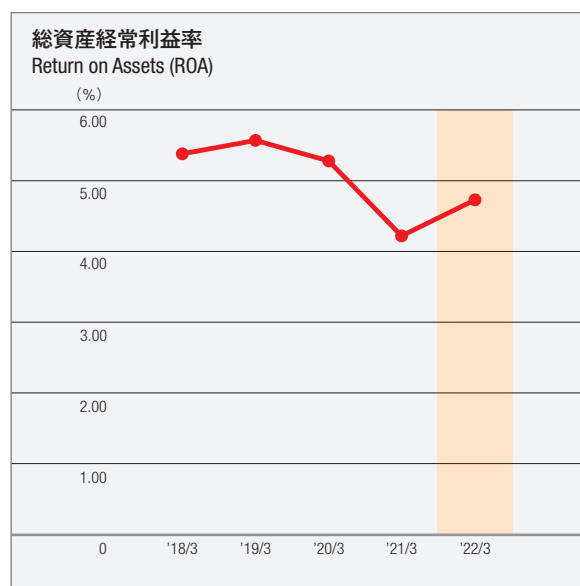
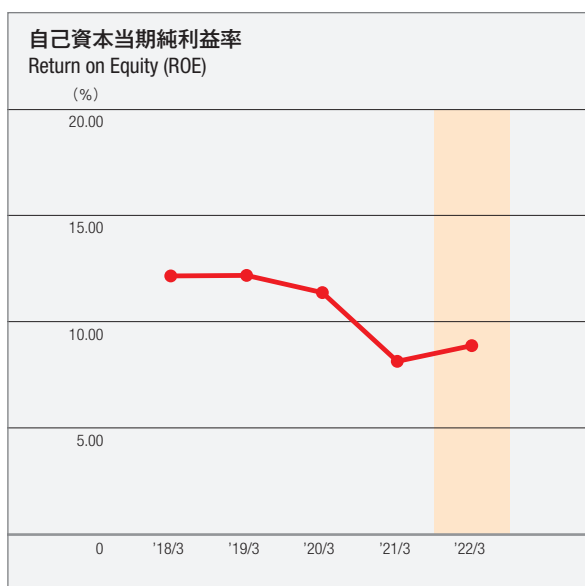


■経常利益 Ordinary income
●経常利益率 Ordinary income to net sales ratio



■自己資本 Equity
●自己資本比率 Equity ratio

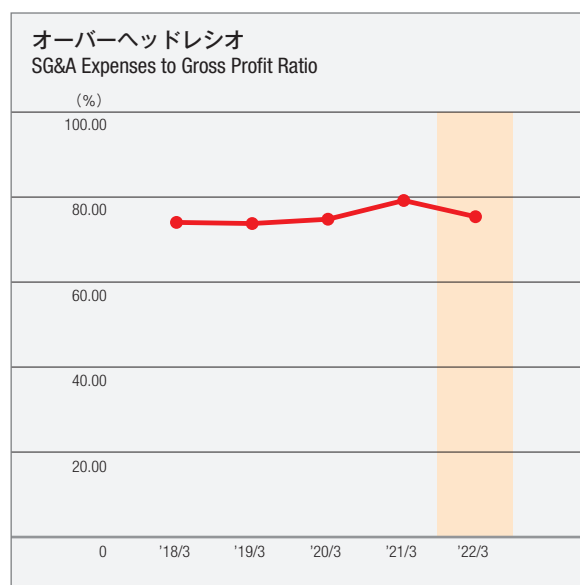
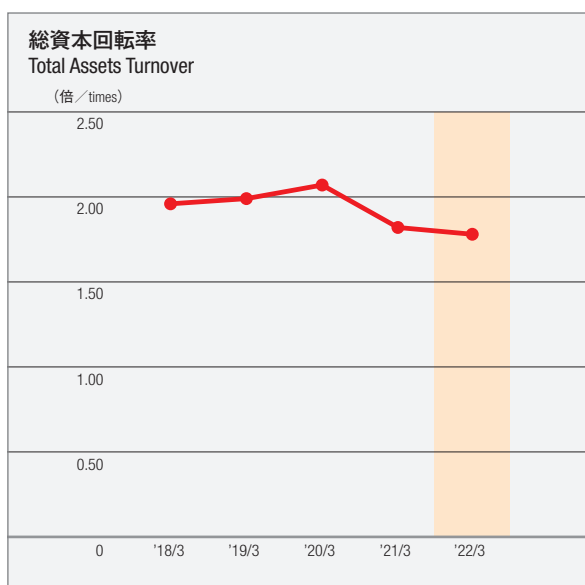
決算期 Fiscal years ended		'18/3	'19/3	'20/3	'21/3	'22/3
売上高(百万円)	Net sales (millions of yen)	461,749	493,627	491,348	432,185	462,725
売上総利益(百万円)	Gross profit (millions of yen)	43,868	47,702	47,080	43,181	48,237
売上総利益率(%)	Gross profit to net sales ratio (%)	9.50	9.66	9.58	9.99	10.05
営業利益(百万円)	Operating income (millions of yen)	11,402	12,517	11,871	8,983	11,880
営業利益率(%)	Operating income to net sales ratio (%)	2.47	2.54	2.42	2.08	2.47
経常利益(百万円)	Ordinary income (millions of yen)	12,149	13,437	12,804	10,011	11,744
経常利益率(%)	Ordinary income to net sales ratio (%)	2.63	2.72	2.61	2.32	2.45
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)	8,261	9,038	8,950	6,930	8,058
自己資本(百万円)	Equity (millions of yen)	71,661	76,651	80,684	89,601	91,981
自己資本比率(%)	Equity ratio (%)	30.49	30.94	34.03	37.73	35.45



決算期 Fiscal years ended		'18/3	'19/3	'20/3	'21/3	'22/3
自己資本当期純利益率 (%)	Return on equity (ROE) (%)	12.16	12.19	11.38	8.14	8.88
総資産経常利益率 (%)	Return on assets (ROA) (%)	5.38	5.57	5.28	4.22	4.73

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

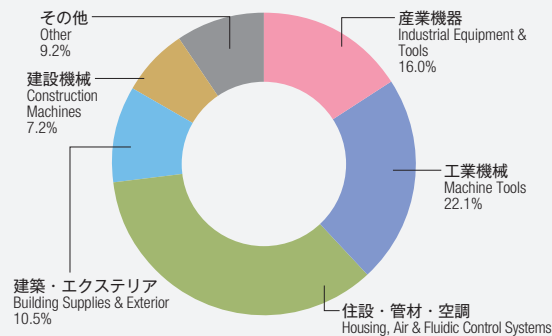


決算期 Fiscal years ended		'18/3	'19/3	'20/3	'21/3	'22/3
総資本回転率 (倍)	Total assets turnover (times)	1.96	1.99	2.07	1.82	1.78
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	74.01	73.76	74.78	79.19	75.37

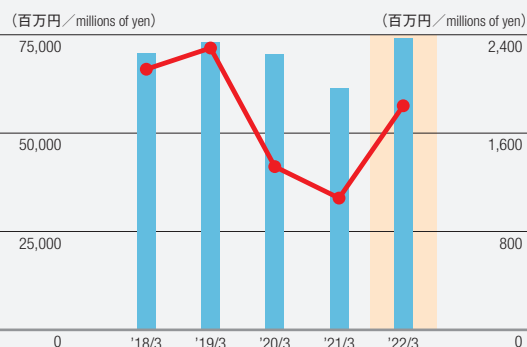
注：1. 総資本回転率 = 売上高 / 総資産(期末)
2. オーバーヘッドレシオ = 販売費及び一般管理費 / 売上総利益 × 100

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

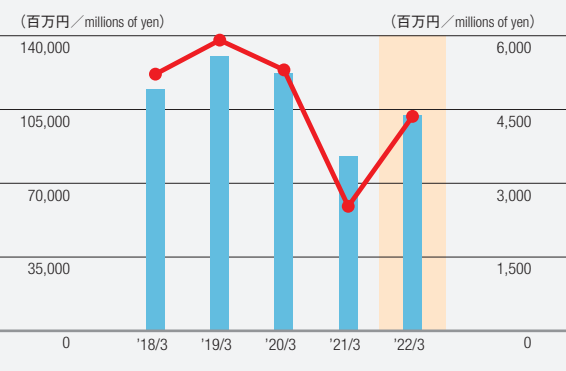
2022年3月期売上高構成比
2022 Sales Composition by Business



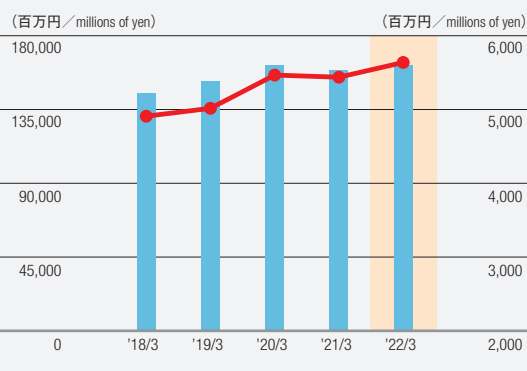
産業機器
Industrial Equipment & Tools



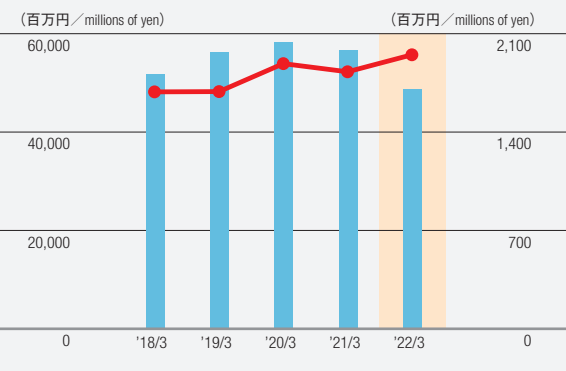
工業機械
Machine Tools



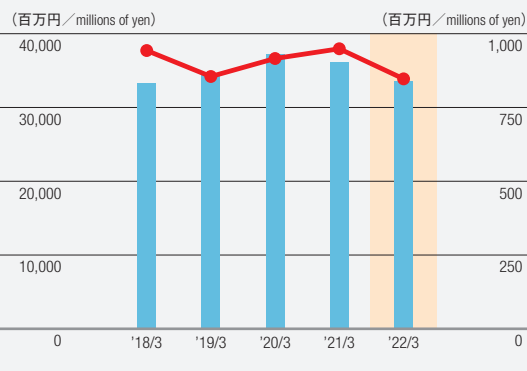
住設・管材・空調
Housing, Air & Fluidic Control Systems



建築・エクステリア
Building Supplies & Exterior



建設機械
Construction Machines



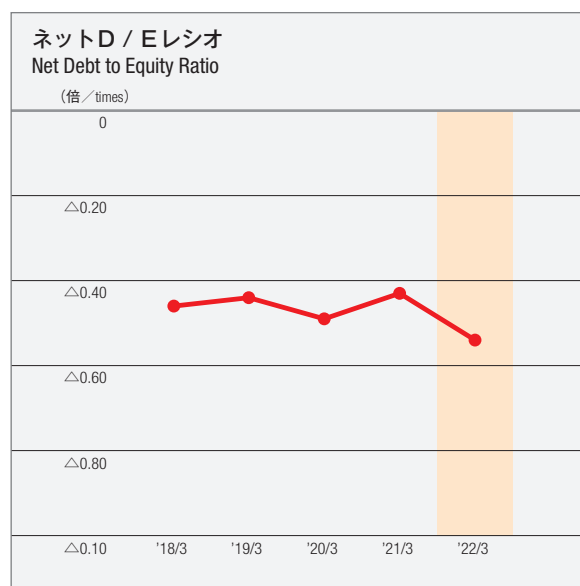
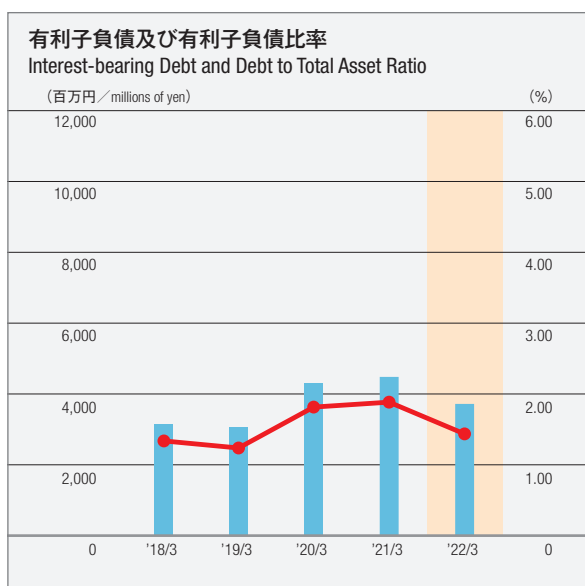
■売上高 (左目盛) Sales (left scale)
●営業利益 (右目盛) Operating income (right scale)

■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		'18/3	'19/3	'20/3	'21/3	'22/3
産業機器	売上高	Sales	70,418	73,043	70,056	61,520	74,115
Industrial Equipment & Tools	営業利益	Operating income	1,323	2,294	1,329	1,073	1,824
工業機械	売上高	Sales	114,843	130,555	122,426	122,426	102,258
Machine Tools	営業利益	Operating income	5,213	5,905	5,300	2,525	4,354
住設・管材・空調	売上高	Sales	144,820	152,105	162,419	158,970	162,038
Housing, Air & Fluidic Control Systems	営業利益	Operating income	4,905	5,012	5,463	5,434	5,634
建築・エクステリア	売上高	Sales	51,652	56,233	58,259	56,624	48,734
Building Supplies & Exterior	営業利益	Operating income	1,684	1,686	1,885	1,827	1,948
建設機械	売上高	Sales	33,350	34,355	37,275	36,102	33,528
Construction Machines	営業利益	Operating income	942	854	915	948	846
その他	売上高	Sales	46,663	40,912	40,912	36,242	42,049
Other	営業利益	Operating income	△ 3,466	△ 3,235	△ 3,023	△ 2,827	△ 2,727
全社計	売上高	Sales	461,749	493,627	491,348	432,185	462,725
Total	営業利益	Operating income	11,402	12,517	11,871	8,983	11,880

注：セグメント利益の調整額 3,163 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 ¥3,163 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

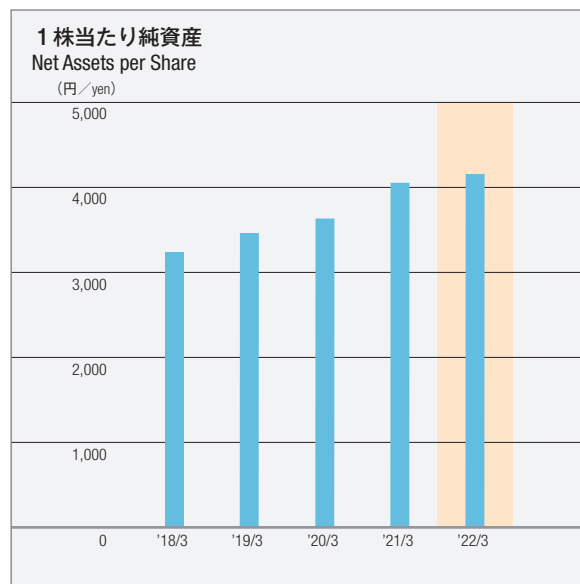
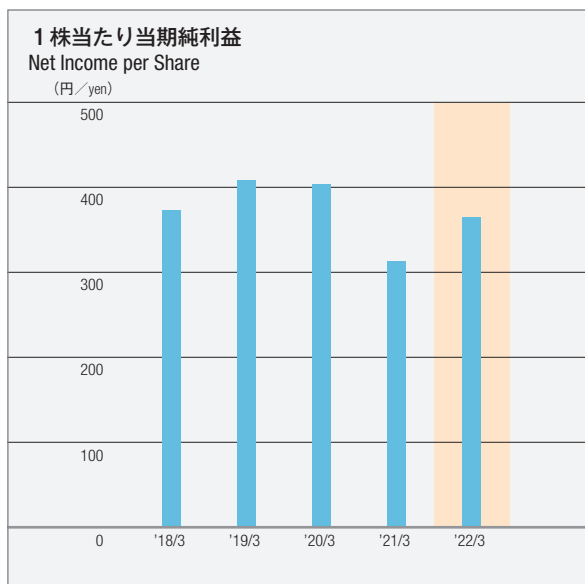
決算期 Fiscal years ended		'18/3	'19/3	'20/3	'21/3	'22/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	3,138	3,048	4,290	4,473	3,710
有利子負債比率 (%)	Debt to total asset ratio (%)	1.33	1.23	1.81	1.88	1.43
ネットD/Eレシオ(倍)	Net debt to equity ratio (times)	△ 0.46	△ 0.44	△ 0.49	△ 0.43	△ 0.54

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		'18/3	'19/3	'20/3	'21/3	'22/3
1株当たり当期純利益(円)	Net income per share (yen)	373.22	408.27	403.55	313.03	364.54
1株当たり純資産(円)	Net assets per share (yen)	3,236.29	3,464.20	3,635.18	4,057.16	4,160.75
期中平均株式数(千株)	Average number of shares outstanding, excluding treasury stock (thousand)	22,135	22,138	22,180	22,139	22,105
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)	22,143	22,126	22,195	23,155	23,155

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		'18/3	'19/3	'20/3	'21/3	'22/3
資産の部 Assets						
流動資産	Current assets	192,917	207,885	197,460	185,777	217,584
現金及び預金	Cash and deposits	36,428	36,870	43,780	42,567	53,744
受取手形及び売掛金	Notes and accounts receivable-trade	126,930	132,715	116,621	107,874	—
受取手形、売掛金及び契約資産						121,531
電子記録債権	Electronically recorded monetary claims-operating	13,414	17,805	18,287	18,678	22,799
たな卸資産	Inventories	13,392	16,596	16,190	14,574	16,147
その他	Other	2,857	3,987	2,641	2,159	3,420
貸倒引当金	Allowance for doubtful accounts	△ 105	△ 89	△ 59	△ 77	△ 59
固定資産	Noncurrent assets	42,104	39,861	39,610	51,710	41,829
有形固定資産	Property, plant and equipment	13,401	13,051	13,601	15,665	12,667
賃貸用固定資産	Fixed assets for rent	225	248	320	1,076	1,209
建物及び構築物	Buildings and structures	2,717	2,562	2,847	3,199	2,932
機械及び装置	Machinery and equipment	451	391	125	122	134
工具、器具及び備品	Tools, furniture and fixtures	716	599	555	483	384
土地	Land	9,073	9,075	9,433	10,647	7,826
リース資産	Lease assets	217	162	101	111	171
建設仮勘定	Construction in progress	0	10	218	24	9
無形固定資産	Intangible assets	5,588	4,245	5,192	5,148	3,336
のれん	Goodwill	1,702	1,372	2,907	2,910	2,133
その他	Other	3,886	2,872	2,285	2,237	1,202
投資その他の資産	Investments and other assets	23,114	22,565	20,816	30,896	25,826
投資有価証券	Investment securities	12,783	11,296	9,335	13,679	7,889
長期金銭債権	Long term a money claim	1,693	1,549	1,364	1,292	1,129
繰延税金資産	Deferred tax assets	85	114	188	218	241
退職給付に係る資産	Net defined benefit asset	5,454	6,436	6,718	12,205	12,385
その他	Other	3,751	3,740	3,703	3,950	4,523
貸倒引当金	Allowance for doubtful accounts	△ 655	△ 573	△ 494	△ 449	△ 343
資産合計	Total assets	235,022	247,747	237,071	237,487	259,413
負債の部 Liabilities						
流動負債	Current liabilities	156,697	164,794	149,894	138,081	158,953
支払手形及び買掛金	Notes and accounts payable-trade	122,987	129,554	114,952	90,009	96,112
電子記録債務	Electronically recorded obligations-operating	19,228	19,093	18,555	33,945	45,815
短期借入金	Short-term loans payable	3,138	3,048	3,489	3,744	3,128
リース債務	Lease obligations	171	142	68	68	79
未払法人税等	Income taxes payable	1,793	2,584	2,506	995	2,870
賞与引当金	Provision for bonuses	2,192	2,415	2,469	2,383	2,623
役員賞与引当金	Provision for directors' bonuses	80	89	86	66	70
その他	Other	7,106	7,866	7,766	6,868	8,251
固定負債	Noncurrent liabilities	6,146	5,834	6,148	9,163	7,854
長期借入金	Long-term loans payable	—	—	801	728	581
リース債務	Lease obligations	175	131	135	104	129
繰延税金負債	Deferred tax liabilities	2,707	2,304	1,337	3,912	2,728
役員退職慰労引当金	Provision for directors' retirement benefits	92	99	132	196	153
株式給付引当金	Provision for share-based remuneration	—	49	107	139	191
役員株式給付引当金	Provision for share-based remuneration for directors (and other officers)	—	41	80	127	173
退職給付に係る負債	Net defined benefit liability	644	638	705	947	998
その他	Other	2,526	2,568	2,847	3,007	2,898
負債合計	Total liabilities	162,844	170,628	156,042	147,245	166,808
純資産の部 Net assets						
株主資本	Shareholders' equity	64,458	70,630	76,356	80,474	85,938
資本金	Capital stock	20,644	20,644	20,644	20,644	20,644
資本剰余金	Capital surplus	6,765	6,785	6,804	6,815	6,831
利益剰余金	Retained earnings	38,257	44,654	50,269	54,749	60,155
自己株式	Treasury stock	△ 1,209	△ 1,454	△ 1,362	△ 1,735	△ 1,692
その他の包括利益累計額	Accumulated other comprehensive income	7,202	6,020	4,327	9,126	6,042
その他有価証券評価差額金	Valuation difference on available-for-sale securities	4,790	3,715	2,515	4,334	1,798
繰延ヘッジ損益	Deferred gains or losses on hedges	△ 24	△ 0	0	20	48
為替換算調整勘定	Foreign currency translation adjustment	△ 13	△ 127	△ 110	△ 272	46
退職給付に係る調整累計額	Remeasurements of defined benefit plans	2,449	2,432	1,921	5,044	4,149
新株予約権	Subscription rights to shares	497	396	299	272	238
非支配株主持分	Non-controlling interests	18	71	45	368	385
純資産合計	Total net assets	72,177	77,118	81,028	90,242	92,605
負債純資産合計	Total liabilities and net assets	235,022	247,747	237,071	237,487	259,413

連結損益計算書 Consolidated Statements of Operations

(百万円 / millions of yen)

決算期 Fiscal years ended		'18/3	'19/3	'20/3	'21/3	'22/3
売上高	Net sales	461,749	493,627	491,348	432,185	462,725
売上原価	Cost of sales	417,880	445,924	444,268	389,004	414,487
売上総利益	Gross profit	43,868	47,702	47,080	43,181	48,237
販売費及び一般管理費	Selling, general and administrative expenses	32,465	35,184	35,208	34,197	36,356
営業利益	Operating income	11,402	12,517	11,871	8,983	11,880
営業外収益	Non-operating income	1,847	2,004	2,050	2,173	2,255
受取利息	Interest income	1,304	1,389	1,420	1,361	1,473
受取配当金	Dividends income	220	247	262	235	249
その他	Other	322	367	367	576	533
営業外費用	Non-operating expenses	1,100	1,084	1,117	1,145	2,391
支払利息	Interest expenses	966	1,056	1,032	903	894
持分法による投資損失	Equity losses of Affiliated Companies	—	—	—	160	1,439
その他	Other	133	28	84	81	57
経常利益	Ordinary income	12,149	13,437	12,804	10,011	11,744
特別利益	Extraordinary income	59	13	575	729	2,304
特別損失	Extraordinary loss	66	36	132	265	1,363
税金等調整前当期純利益	Income before income taxes and minority interests	12,142	13,414	13,247	10,475	12,685
法人税、住民税及び事業税	Income taxes-current	3,556	4,333	4,556	3,048	4,332
法人税等調整額	Income taxes-deferred	321	35	△ 233	496	276
法人税等合計	Income taxes	3,878	4,368	4,323	3,544	4,608
当期純利益	Profit	8,264	9,045	8,923	6,930	8,077
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	3	7	△ 26	0	18
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	8,261	9,038	8,950	6,930	8,058

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		'18/3	'19/3	'20/3	'21/3	'22/3
営業活動によるキャッシュ・フロー	Net cash provided by (△ used in) operating activities	6,645	4,387	12,970	5,982	10,213
投資活動によるキャッシュ・フロー	Net cash provided by (△ used in) investing activities	△ 1,355	△ 873	△ 2,843	△ 3,509	4,776
財務活動によるキャッシュ・フロー	Net cash provided by (△ used in) financing activities	△ 2,418	△ 3,182	△ 3,509	△ 3,713	△ 3,553
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	22	△ 86	3	△ 73	152
現金及び現金同等物の増減額	Net increase (△ decrease) in cash and cash equivalents	2,893	246	6,620	△ 1,313	11,589
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of period	33,239	36,203	36,626	43,246	41,947
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	—	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	70	—	—	13	—
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	36,203	36,626	43,246	41,947	53,536

会社情報 (2022年3月31日現在)

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	2,489名(連結) 1,074名(単体)

取締役及び監査役 (2022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
取締役	高知尾敏之
取締役	中山 直美
取締役(社外)	前田 新造
取締役(社外)	戸谷 圭子
取締役(社外)	木村 恭介
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860,065株を含む)
株主数	7,960名

大株主(上位10名)

株主名	持株数(千株)	持株比率(%)
日本マスタートラスト 信託銀行株式会社	2,878	12.91
株式会社日本カストディ銀行	994	4.46
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	900	4.03
BNYM AS AGT/CLTS 10PERCENT	894	4.01
ユアサ炭協持株会	858	3.85
BBH FOR FIDELITY PURITAN TR: FIDELITY SR INTRINSIC OPPORTUNITIES FUND	675	3.02
西部ユアサやまずみ持株会	663	2.97
東部ユアサやまずみ持株会	601	2.69
株式会社三井住友銀行	594	2.66
光通信株式会社	529	2.37

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860千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 Information (As of March 31, 2022)

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	2,489 (Consolidated) 1,074 (Non-consolidated)

Board of Directors and Auditors (As of April 1st, 2022)

President & CEO	Hiroyuki Tamura*
Representative Director & Senior Managing Director	Haruo Sanoki*
Senior Managing director	Kenichi Tanaka*
Director	Toshiyuki Takachio*
Director	Naomi Nakayama*
Director (Outside)	Shinzou Maeda
Director (Outside)	Keiko Toya
Director (Outside)	Kyosuke Kimura
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 860,065 shares)
Number of Shareholders	7,960

Principal Shareholders

Name	Number of Shares (thousands)	Percentage of Total Issued Shares (%)
The Master Trust Bank of Japan, Ltd.	2,878	12.91
Custody Bank of Japan, Ltd.	994	4.46
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	900	4.03
BNYM AS AGT/CLTS 10PERCENT	894	4.01
Yuasa Tankyo Shareholding Association	858	3.85
BBH FOR FIDELITY PURITAN TR: FIDELITY SR INTRINSIC OPPORTUNITIES FUND	675	3.02
West Yuasa Yamazumi Shareholding Association	663	2.97
East Yuasa Yamazumi Shareholding Association	601	2.69
Sumitomo Mitsui Banking Corporation	594	2.66
HIKARI TSUSHIN, Inc.	529	2.37

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 860 thousand shares as treasury stock, which is not included in the above table.