



複合専門商社グループ

# Fact Book 2023

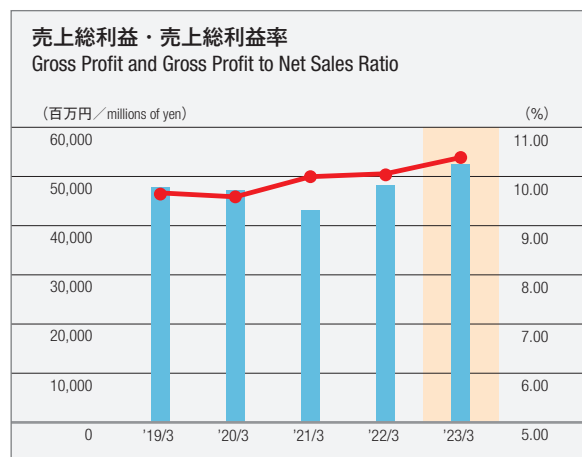
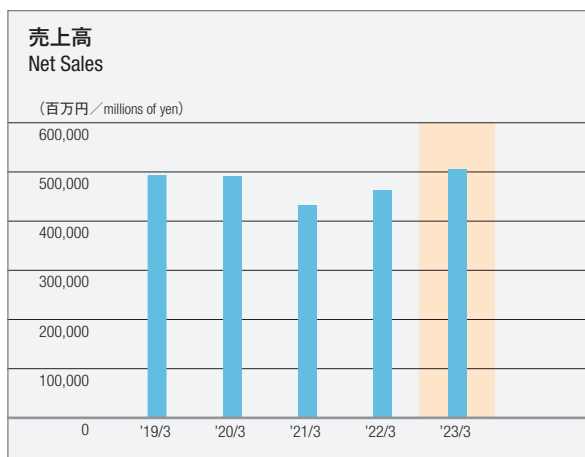
ファクトブック 2023

YUASA TRADING CO., LTD.

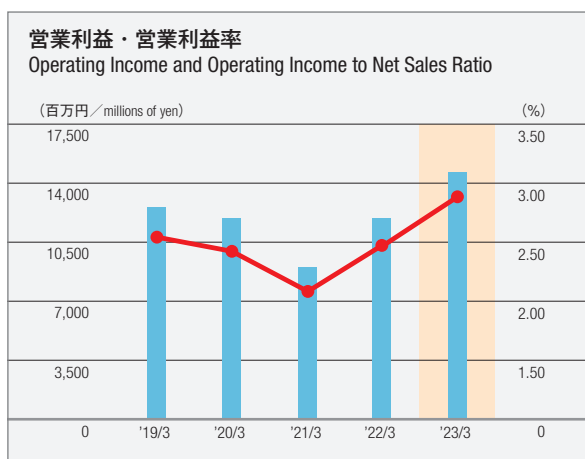


ユアサ商事株式会社

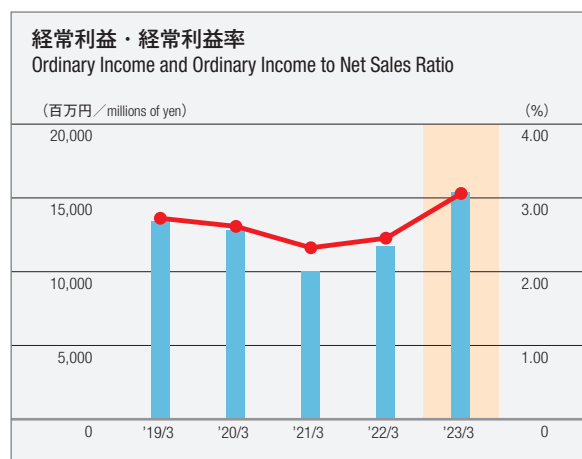
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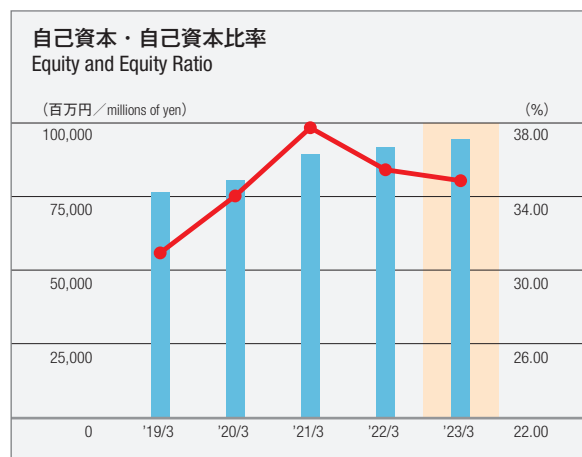
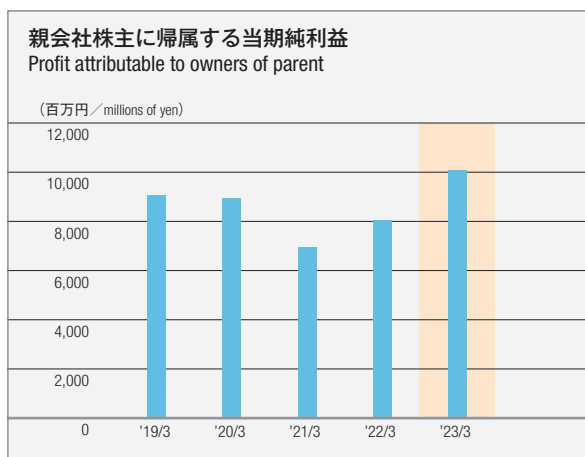
■売上総利益 Gross profit  
●売上総利益率 Gross profit to net sales ratio



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

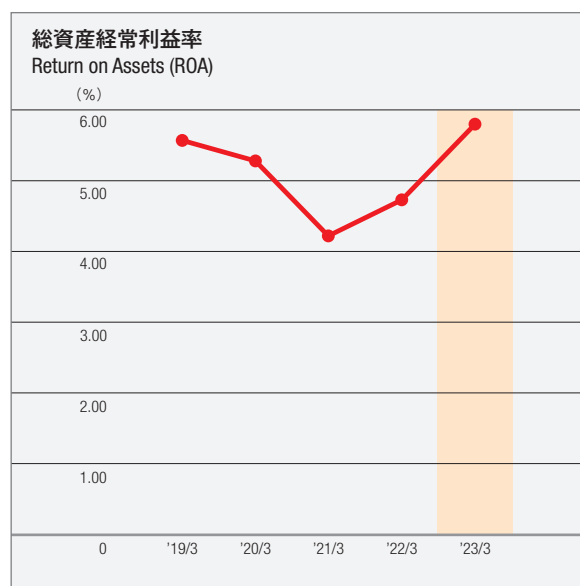
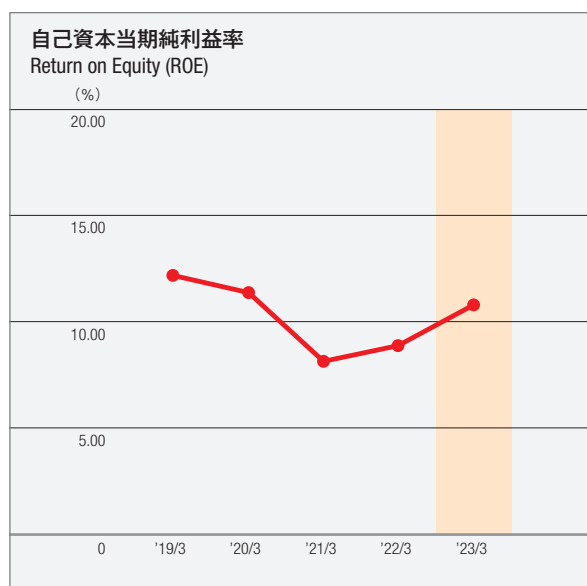


■経常利益 Ordinary income  
●経常利益率 Ordinary income to net sales ratio



■自己資本 Equity  
●自己資本比率 Equity ratio

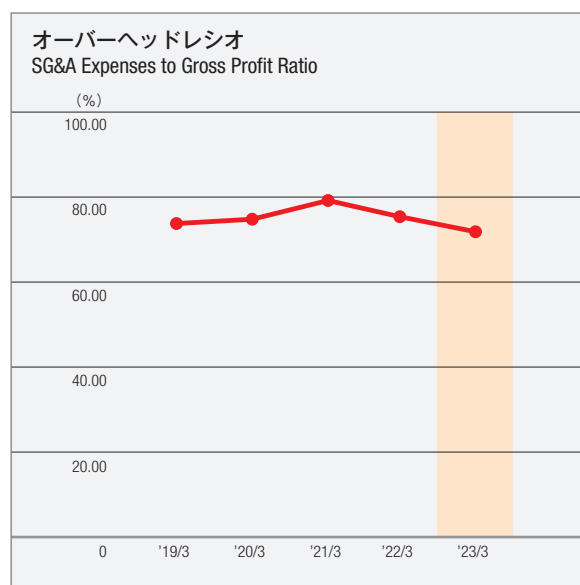
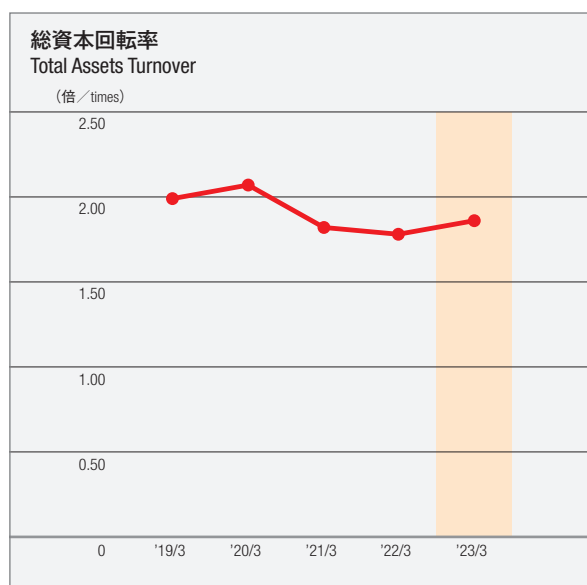
決算期 Fiscal years ended		'19/3	'20/3	'21/3	'22/3	'23/3
売上高(百万円)	Net sales (millions of yen)	493,627	491,348	432,185	462,725	504,806
売上総利益(百万円)	Gross profit (millions of yen)	47,702	47,080	43,181	48,237	52,424
売上総利益率(%)	Gross profit to net sales ratio (%)	9.66	9.58	9.99	10.05	10.38
営業利益(百万円)	Operating income (millions of yen)	12,517	11,871	8,983	11,880	14,599
営業利益率(%)	Operating income to net sales ratio (%)	2.54	2.42	2.08	2.47	2.89
経常利益(百万円)	Ordinary income (millions of yen)	13,437	12,804	10,011	11,744	15,382
経常利益率(%)	Ordinary income to net sales ratio (%)	2.72	2.61	2.32	2.45	3.05
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)	9,038	8,950	6,930	8,058	10,079
自己資本(百万円)	Equity (millions of yen)	76,651	80,684	89,601	91,981	94,677
自己資本比率(%)	Equity ratio (%)	30.94	34.03	37.73	35.45	34.91



決算期 Fiscal years ended		'19/3	'20/3	'21/3	'22/3	'23/3
自己資本当期純利益率 (%)	Return on equity (ROE) (%)	12.19	11.38	8.14	8.88	10.80
総資産経常利益率 (%)	Return on assets (ROA) (%)	5.57	5.28	4.22	4.73	5.80

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

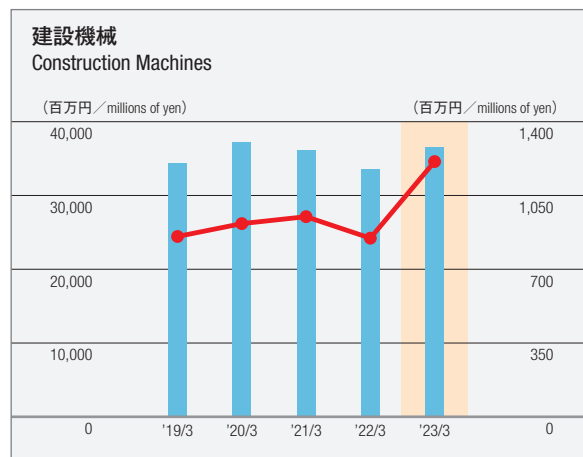
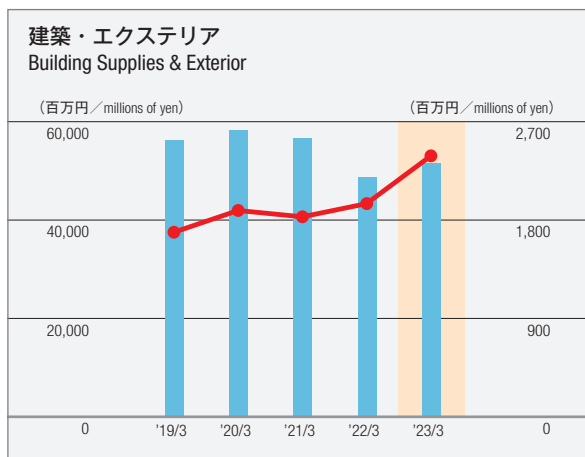
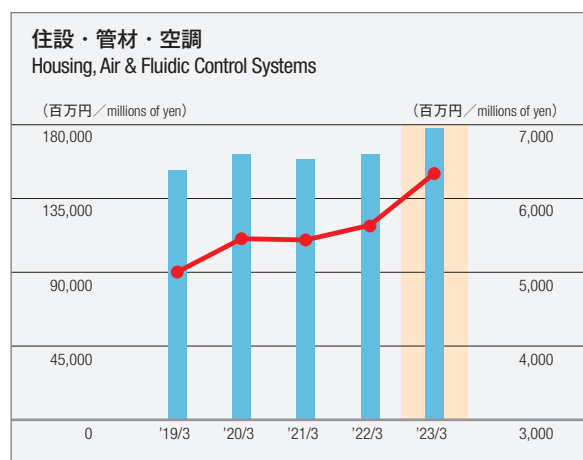
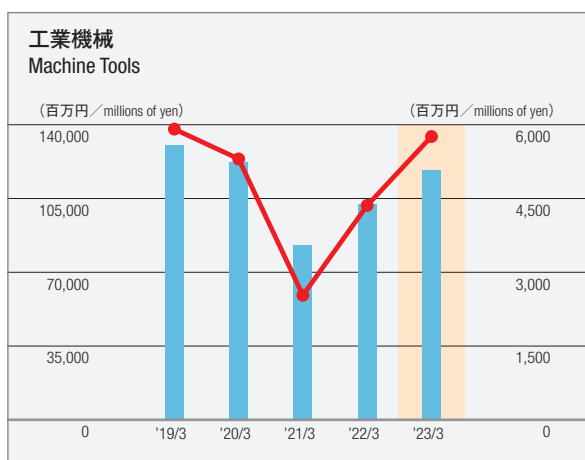
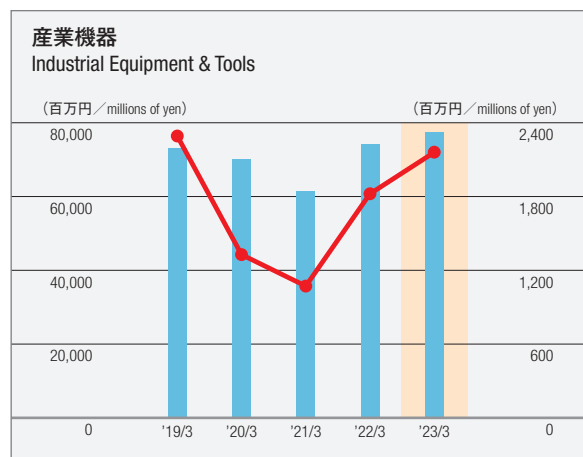
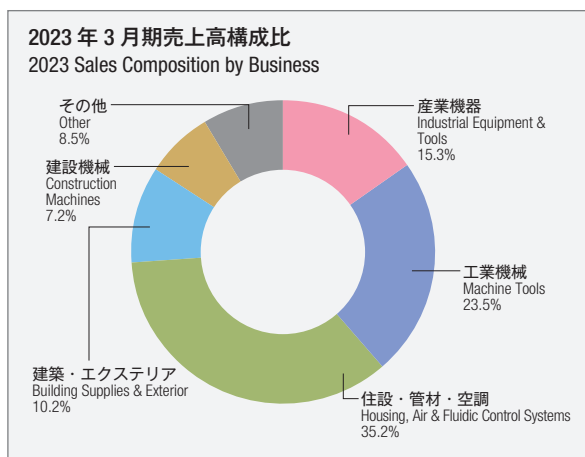
Notes: 1. Return on equity = Profit attributable to owners of parent / Average total equity × 100  
2. Return on assets = Ordinary income / Average total assets × 100



決算期 Fiscal years ended		'19/3	'20/3	'21/3	'22/3	'23/3
総資本回転率 (倍)	Total assets turnover (times)	1.99	2.07	1.82	1.78	1.86
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	73.76	74.78	79.19	75.37	72.15

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



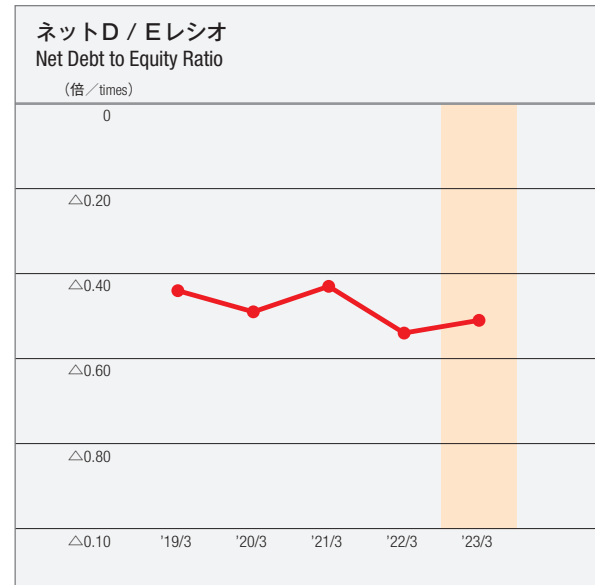
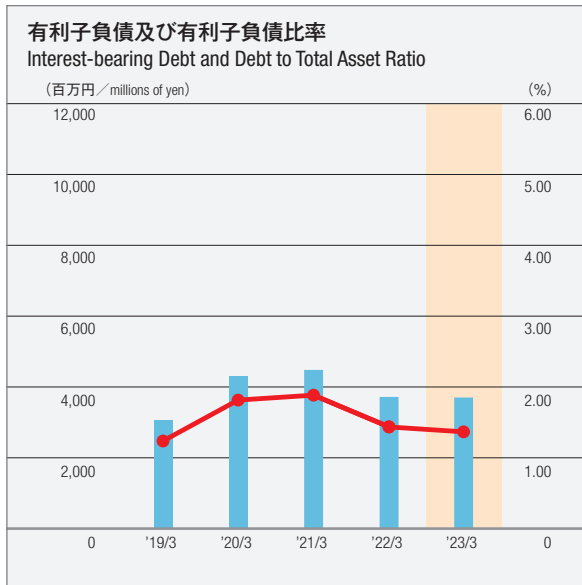
■売上高 (左目盛) Sales (left scale)  
●営業利益 (右目盛) Operating income (right scale)

■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		'19/3	'20/3	'21/3	'22/3	'23/3
産業機器	売上高	Sales	73,043	70,056	61,520	74,115	77,440
Industrial Equipment & Tools	営業利益	Operating income	1,073	1,329	2,525	1,824	2,161
工業機械	売上高	Sales	130,555	122,426	82,723	102,258	118,515
Machine Tools	営業利益	Operating income	5,905	5,300	2,525	4,354	5,755
住設・管材・空調	売上高	Sales	152,105	162,419	158,970	162,038	177,915
Housing, Air & Fluidic Control Systems	営業利益	Operating income	5,012	5,463	5,434	5,634	6,348
建築・エクステリア	売上高	Sales	56,233	58,259	56,624	48,734	51,638
Building Supplies & Exterior	営業利益	Operating income	1,686	1,885	1,827	1,948	2,385
建設機械	売上高	Sales	34,355	37,275	36,102	33,528	36,533
Construction Machines	営業利益	Operating income	854	915	948	846	1,212
その他	売上高	Sales	47,333	40,912	36,242	42,049	42,763
Other	営業利益	Operating income	△ 3,235	△ 3,023	△ 2,827	△ 2,727	△ 3,265
全社計	売上高	Sales	493,627	491,348	432,185	462,725	504,806
Total	営業利益	Operating income	12,517	11,871	8,983	11,880	14,599

注：セグメント利益の調整額 3,588 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。

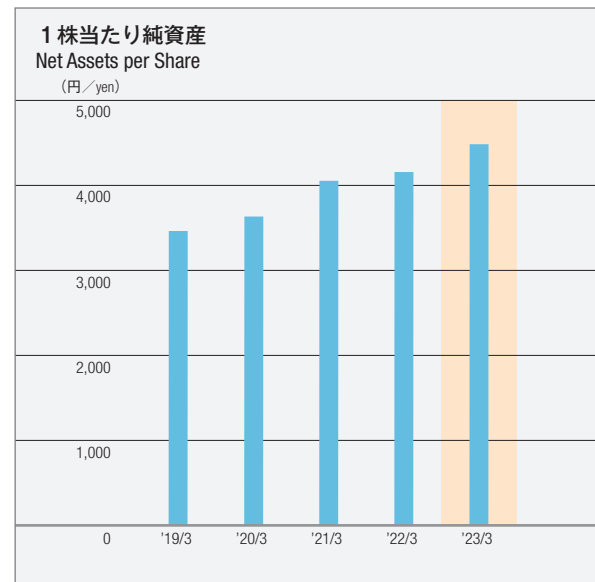
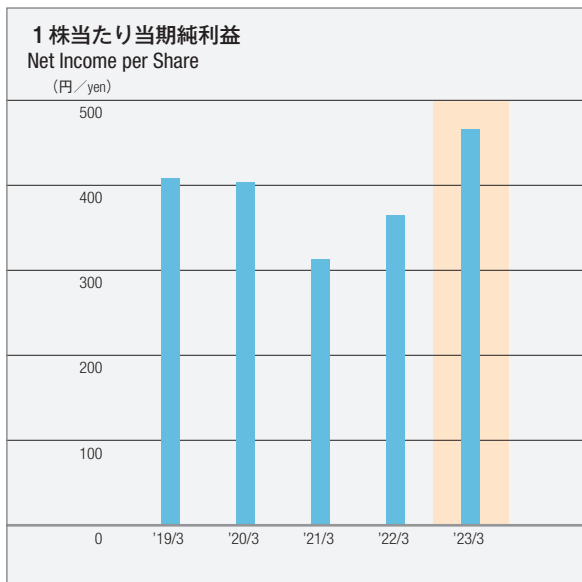
Note: Adjustment of ¥3,588 million for segment profit is primarily expenses related to administrative operations not attributable to a reportable segment.



■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		'19/3	'20/3	'21/3	'22/3	'23/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	3,048	4,290	4,473	3,710	3,691
有利子負債比率(%)	Debt to total asset ratio (%)	1.23	1.81	1.88	1.43	1.36
ネットD/Eレシオ(倍)	Net debt to equity ratio (times)	△ 0.44	△ 0.49	△ 0.43	△ 0.54	△ 0.51

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		'19/3	'20/3	'21/3	'22/3	'23/3
1株当たり当期純利益(円)	Net income per share (yen)	408.27	403.55	313.03	364.54	466.23
1株当たり純資産(円)	Net assets per share (yen)	3,464.20	3,635.18	4,057.16	4,160.75	4,483.99
期中平均株式数(千株)	Average number of shares outstanding, excluding treasury stock (thousand)	22,138	22,180	22,139	22,105	21,620
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)	22,126	22,195	23,155	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		'19/3	'20/3	'21/3	'22/3	'23/3
<b>資産の部 Assets</b>						
<b>流動資産 Current assets</b>		<b>207,885</b>	<b>197,460</b>	<b>185,777</b>	<b>217,584</b>	<b>225,997</b>
現金及び預金	Cash and deposits	36,870	43,780	42,567	53,744	52,448
受取手形及び売掛金	Notes and accounts receivable-trade	132,715	116,621	107,874	—	—
受取手形、売掛金及び契約資産					121,531	121,334
電子記録債権	Electronically recorded monetary claims-operating	17,805	18,287	18,678	22,799	30,157
たな卸資産	Inventories	16,596	16,190	14,574	16,147	18,480
その他	Other	3,987	2,641	2,159	3,420	3,667
貸倒引当金	Allowance for doubtful accounts	△ 89	△ 59	△ 77	△ 59	△ 89
<b>固定資産 Noncurrent assets</b>		<b>39,861</b>	<b>39,610</b>	<b>51,710</b>	<b>41,829</b>	<b>45,220</b>
<b>有形固定資産 Property, plant and equipment</b>		<b>13,051</b>	<b>13,601</b>	<b>15,665</b>	<b>12,667</b>	<b>14,099</b>
賃貸用固定資産	Fixed assets for rent	248	320	1,076	1,209	1,133
建物及び構築物	Buildings and structures	2,562	2,847	3,199	2,932	2,853
機械及び装置	Machinery and equipment	391	125	122	134	133
工具、器具及び備品	Tools, furniture and fixtures	599	555	483	384	302
土地	Land	9,075	9,433	10,647	7,826	7,774
リース資産	Lease assets	162	101	111	171	198
建設仮勘定	Construction in progress	10	218	24	9	1,704
<b>無形固定資産 Intangible assets</b>		<b>4,245</b>	<b>5,192</b>	<b>5,148</b>	<b>3,336</b>	<b>2,675</b>
のれん	Goodwill	1,372	2,907	2,910	2,133	1,369
その他	Other	2,872	2,285	2,237	1,202	1,305
<b>投資その他の資産 Investments and other assets</b>		<b>22,565</b>	<b>20,816</b>	<b>30,896</b>	<b>25,826</b>	<b>28,445</b>
投資有価証券	Investment securities	11,296	9,335	13,679	7,889	8,697
長期金銭債権	Long term a money claim	1,549	1,364	1,292	1,129	1,079
繰延税金資産	Deferred tax assets	114	188	218	241	879
退職給付に係る資産	Net defined benefit asset	6,436	6,718	12,205	12,385	12,788
その他	Other	3,740	3,703	3,950	4,523	5,342
貸倒引当金	Allowance for doubtful accounts	△ 573	△ 494	△ 449	△ 343	△ 341
<b>資産合計 Total assets</b>		<b>247,747</b>	<b>237,071</b>	<b>237,487</b>	<b>259,413</b>	<b>271,218</b>
<b>負債の部 Liabilities</b>						
<b>流動負債 Current liabilities</b>		<b>164,794</b>	<b>149,894</b>	<b>138,081</b>	<b>158,953</b>	<b>170,523</b>
支払手形及び買掛金	Notes and accounts payable-trade	129,554	114,952	90,009	96,112	98,684
電子記録債務	Electronically recorded obligations-operating	19,093	18,555	33,945	45,815	51,443
短期借入金	Short-term loans payable	3,048	3,489	3,744	3,128	3,273
リース債務	Lease obligations	142	68	68	79	111
未払法人税等	Income taxes payable	2,584	2,506	995	2,870	5,682
賞与引当金	Provision for bonuses	2,415	2,469	2,383	2,623	2,960
役員賞与引当金	Provision for directors' bonuses	89	86	66	70	77
その他	Other	7,866	7,766	6,868	8,251	8,289
<b>固定負債 Noncurrent liabilities</b>		<b>5,834</b>	<b>6,148</b>	<b>9,163</b>	<b>7,854</b>	<b>5,454</b>
長期借入金	Long-term loans payable	—	801	728	581	417
リース債務	Lease obligations	131	135	104	129	117
繰延税金負債	Deferred tax liabilities	2,304	1,337	3,912	2,728	306
役員退職慰労引当金	Provision for directors' retirement benefits	99	132	196	153	94
株式給付引当金	Provision for share-based remuneration	49	107	139	191	227
役員株式給付引当金	Provision for share-based remuneration for directors (and other officers)	41	80	127	173	180
退職給付に係る負債	Net defined benefit liability	638	705	947	998	1,070
その他	Other	2,568	2,847	3,007	2,898	3,038
<b>負債合計 Total liabilities</b>		<b>170,628</b>	<b>156,042</b>	<b>147,245</b>	<b>166,808</b>	<b>175,977</b>
<b>純資産の部 Net assets</b>						
<b>株主資本 Shareholders' equity</b>		<b>70,630</b>	<b>76,356</b>	<b>80,474</b>	<b>85,938</b>	<b>89,453</b>
資本金	Capital stock	20,644	20,644	20,644	20,644	20,644
資本剰余金	Capital surplus	6,785	6,804	6,815	6,831	6,837
利益剰余金	Retained earnings	44,654	50,269	54,749	60,155	67,273
自己株式	Treasury stock	△ 1,454	△ 1,362	△ 1,735	△ 1,692	△ 5,301
<b>その他の包括利益累計額 Accumulated other comprehensive income</b>		<b>6,020</b>	<b>4,327</b>	<b>9,126</b>	<b>6,042</b>	<b>5,224</b>
その他有価証券評価差額金	Valuation difference on available-for-sale securities	3,715	2,515	4,334	1,798	2,349
繰延ヘッジ損益	Deferred gains or losses on hedges	△ 0	0	20	48	△ 96
為替換算調整勘定	Foreign currency translation adjustment	△ 127	△ 110	△ 272	46	505
退職給付に係る調整累計額	Remeasurements of defined benefit plans	2,432	1,921	5,044	4,149	2,465
<b>新株予約権 Subscription rights to shares</b>		<b>396</b>	<b>299</b>	<b>272</b>	<b>238</b>	<b>165</b>
<b>非支配株主持分 Non-controlling interests</b>		<b>71</b>	<b>45</b>	<b>368</b>	<b>385</b>	<b>397</b>
<b>純資産合計 Total net assets</b>		<b>77,118</b>	<b>81,028</b>	<b>90,242</b>	<b>92,605</b>	<b>95,240</b>
<b>負債純資産合計 Total liabilities and net assets</b>		<b>247,747</b>	<b>237,071</b>	<b>237,487</b>	<b>259,413</b>	<b>271,218</b>

連結損益計算書 Consolidated Statements of Operations

(百万円 / millions of yen)

決算期 Fiscal years ended		'19/3	'20/3	'21/3	'22/3	'23/3
売上高	Net sales	493,627	491,348	432,185	462,725	504,806
売上原価	Cost of sales	445,924	444,268	389,004	414,487	452,382
売上総利益	Gross profit	47,702	47,080	43,181	48,237	52,424
販売費及び一般管理費	Selling, general and administrative expenses	35,184	35,208	34,197	36,356	37,825
営業利益	Operating income	12,517	11,871	8,983	11,880	14,599
営業外収益	Non-operating income	2,004	2,050	2,173	2,255	
受取利息	Interest income	1,389	1,420	1,361	1,473	1,578
受取配当金	Dividends income	247	262	235	249	254
その他	Other	367	367	576	533	260
営業外費用	Non-operating expenses	1,084	1,117	1,145	2,391	1,310
支払利息	Interest expenses	1,056	1,032	903	894	1,063
その他	Other	28	84	241	1,497	247
経常利益	Ordinary income	13,437	12,804	10,011	11,744	15,382
特別利益	Extraordinary income	13	575	729	2,304	17
特別損失	Extraordinary loss	36	132	265	1,363	152
税金等調整前当期純利益	Income before income taxes and minority interests	13,414	13,247	10,475	12,685	15,247
法人税、住民税及び事業税	Income taxes-current	4,333	4,556	3,048	4,332	7,648
法人税等調整額	Income taxes-deferred	35	△ 233	496	276	△ 2,497
法人税等合計	Income taxes	4,368	4,323	3,544	4,608	5,150
当期純利益	Profit	9,045	8,923	6,930	8,077	10,096
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	7	△ 26	0	18	16
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	9,038	8,950	6,930	8,058	10,079

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		'19/3	'20/3	'21/3	'22/3	'23/3
営業活動によるキャッシュ・フロー	Net cash provided by (△ used in) operating activities	4,387	12,970	5,982	10,213	8,338
投資活動によるキャッシュ・フロー	Net cash provided by (△ used in) investing activities	△ 873	△ 2,843	△ 3,509	4,776	△ 2,845
財務活動によるキャッシュ・フロー	Net cash provided by (△ used in) financing activities	△ 3,182	△ 3,509	△ 3,713	△ 3,553	△ 6,890
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	△ 86	3	△ 73	152	256
現金及び現金同等物の増減額	Net increase (△ decrease) in cash and cash equivalents	246	6,620	△ 1,313	11,589	△ 1,140
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of period	36,203	36,626	43,246	41,947	53,536
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	—	—	13	—	—
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	36,626	43,246	41,947	53,536	52,395

## 会社情報 (2023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	2,533名(連結) 1,103名(単体)

## 取締役及び監査役 (2023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	中山 直美
取締役	濱安 守
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)	古本 好之
監査役(常勤)	前野 威
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1,870,205株を含む)
株主数	7,412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	2,591	12.17
BNYM AS AGT/CLTS 10PERCENT	951	4.46
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	900	4.22
ユアサ炭協持株会	899	4.22
株式会社日本カストディ銀行	840	3.95
光通信株式会社	708	3.32
西部ユアサやまずみ持株会	688	3.23
東部ユアサやまずみ持株会	627	2.94
ユアサ商事社員持株会	528	2.48
株式会社三井住友銀行	494	2.32

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1,870千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, 2023)

## 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	2,533 (Consolidated) 1,103 (Non-consolidated)

## Board of Directors and Auditors (As of April 1st, 2023)

President & CEO	Hiroyuki Tamura*
Representative Director & Senior Managing Director	Haruo Sanoki*
Senior Managing director	Kenichi Tanaka*
Director	Naomi Nakayama*
Director	Mamoru Hamayasu*
Director (Outside)	Shinzou Maeda
Director (Outside)	Keiko Toya
Director (Outside)	Kyosuke Kimura
Audit & Supervisory Board Member (Full-Time)	Yoshiyuki Furumoto
Audit & Supervisory Board Member (Full-Time)	Takeshi Maeda
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 1,870,205 shares)
Number of Shareholders	7,412

## Principal Shareholders

Name	Number of Shares (thousands)	Percentage of Total Issued Shares (%)
The Master Trust Bank of Japan, Ltd.	2,591	12.17
BNYM AS AGT/CLTS 10PERCENT	951	4.46
STATE STREET BANK AND TRUST CLIENT OMNIBUS ACCOUNT OM02 505002	900	4.22
Yuasa Tankyo Shareholding Association	899	4.22
Custody Bank of Japan, Ltd.	840	3.95
HIKARI TSUSHIN, Inc.	708	3.32
West Yuasa Yamazumi Shareholding Association	688	3.23
East Yuasa Yamazumi Shareholding Association	627	2.94
YUASA TRADING Employee Shareholding Association	528	2.48
Sumitomo Mitsui Banking Corporation	494	2.32

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 1,870 thousand shares as treasury stock, which is not included in the above table.