

# 主要な経営数値 Key management figures

会計年度	FY	11.3	12.3	13.3
売上高	Net sales	1,187,142	1,294,781	1,380,060
営業利益	Operating profit	88,584	77,274	84,773
経常利益	Ordinary profit	82,372	75,694	90,125
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	45,968	45,207	52,467
セグメント利益	Segment profit	90,746	82,911	91,109
EBITDA	EBITDA	188,315	176,536	173,927
(参考) EBITDA	(Reference)EBITDA	186,153	170,899	167,592
総資産 *1,2	Total assets *1,2	1,437,297	1,475,759	1,566,899
純資産 *1	Net assets *1	688,695	708,904	774,317
自己資本 *1	Shareholders' equity *1	664,959	684,584	747,802
負債 *1,2	Liabilities *1,2	748,601	766,855	792,581
有利子負債 *1,3	Balance of interest-bearing debt *1,3	532,493	541,349	540,199
営業活動によるキャッシュ・フロー	Cash flows from operating activities	126,399	122,793	129,597
投資活動によるキャッシュ・フロー	Cash flows from investing activities	-82,408	-107,764	-116,791
財務活動によるキャッシュ・フロー	Cash flows from financing activities	-41,257	-8,279	-27,897
現金及び現金同等物の期末残高	Cash and cash equivalents at end of period	116,230	122,448	109,456
設備投資額	Capital expenditures	69,600	87,171	112,987
投資額 (設備投資額含む)	Investment (including capital expenditures)	79,987	107,914	130,282
品質向上投資	Investment for quality improvement	53,600	43,713	44,507
成長投資	Investment for growth	26,387	64,201	85,775
フリーキャッシュフロー	Free cash flow	72,798	79,079	85,089
(参考) フリーキャッシュフロー	(Reference)Free cash flow	43,991	15,028	12,805
従業員数 (人) *1	Number of employees (Number of persons) *1	19,684	19,818	19,870
連結子会社数 (社) *1	Number of consolidated subsidiaries (Number of companies)*1	131	133	130
持分法適用関連会社数 (社) *1	Number of equity method affiliates (Number of companies)*1	7	9	9

\*1 各3月末時点

\*1 As of March 31

\*2 18.3期実績は「税効果会計に係る会計基準」の一部改正を考慮して算定

\*2 FY18.3 results are calculated taking in account of "Partial Amendments to Accounting standard for Tax Effect Accounting".

\*3 ( ) は劣後特約付き社債

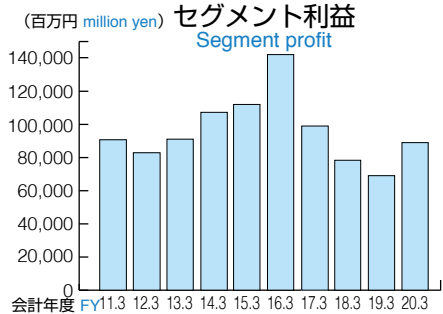
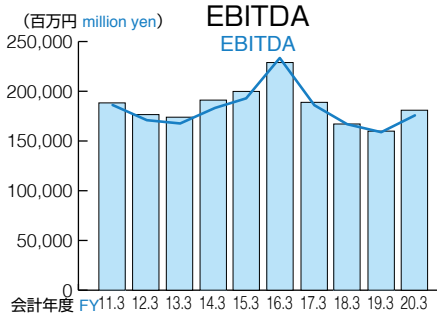
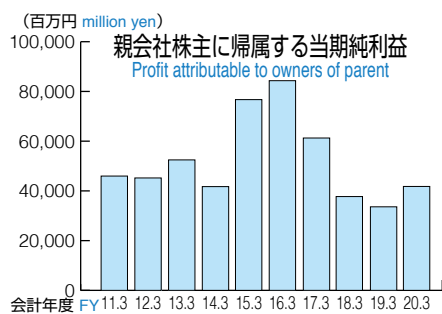
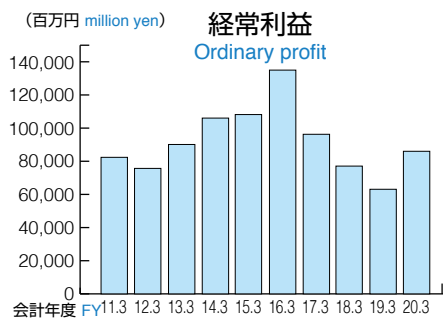
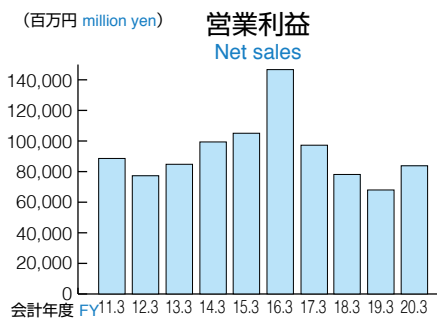
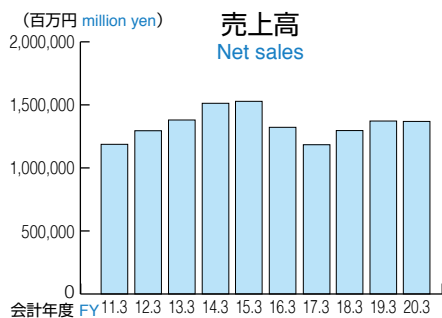
\*3 ( ) Subordinated corporate bonds

セグメント利益 = 営業利益 + 持分法投資損益

Segment profit = Operating profit + share of profit (loss) of entities accounted for using equity method

EBITDA = 営業利益 + 減価償却費 + のれん償却費 (びわ湖ブルーエナジー株ののれん一括償却除く) + 持分法投資損益

EBITDA = Operating profit + depreciation + amortization of goodwill (BIWAKO BLUE ENERGY Co., Ltd.'s one-time amortization of goodwill is excluded) + share of profit (loss) of entities accounted for using equity method



EBITDA EBITDA  
(参考) EBITDA (Reference)EBITDA

(百万円 million yen)

	14.3	15.3	16.3	17.3	18.3	19.3	20.3
	1,512,581	1,528,164	1,322,012	1,183,846	1,296,238	1,371,863	1,368,689
	99,381	105,065	146,674	97,250	78,118	67,977	83,792
	106,044	108,173	134,986	96,276	77,087	63,103	86,018
	41,725	76,709	84,324	61,271	37,724	33,601	41,788
	107,299	112,055	142,136	99,036	78,376	69,073	89,018
	191,105	199,840	228,883	188,403	167,100	159,916	180,943
	183,187	192,850	233,421	186,617	166,841	158,820	175,717
	1,668,317	1,862,201	1,829,756	1,886,577	1,897,230	2,029,722	2,140,482
	828,565	918,869	935,786	991,870	1,028,799	1,035,044	1,027,667
	798,964	888,496	906,623	961,905	999,569	1,004,340	997,492
	839,752	943,331	893,970	894,706	868,430	994,678	1,112,815
	573,586	633,923	567,164	540,668	503,789	647,465	754,006 (100,000)
	154,225	156,908	281,819	148,801	168,731	65,116	182,892
	-175,591	-110,704	-144,198	-137,527	-110,456	-204,192	-232,266
	4,163	22,892	-90,716	-50,530	-51,591	85,262	79,272
	90,359	162,793	209,367	166,912	171,061	115,769	146,813
	124,146	119,398	114,418	88,657	81,716	107,259	131,010
	183,936	137,175	153,902	134,046	115,494	210,164	225,896
	41,082	44,698	56,051	48,253	42,191	44,205	57,498
	142,853	92,476	97,850	85,792	73,303	165,958	168,398
	113,142	112,210	225,767	100,547	116,343	20,910	125,394
	-21,365	46,204	137,620	11,274	58,274	-139,076	-49,374
	21,250	20,982	20,844	20,762	19,997	20,224	20,543
	150	145	149	150	138	150	156
	12	13	16	18	19	23	23

主要な経営数値

(参考) EBITDA = 営業利益 + 減価償却費 + のれん償却費 (びわ湖ブルーエナジー株ののれん一括償却除く)  
 (Reference) EBITDA = Operating profit + depreciation + amortization of goodwill (BIWAKO BLUE ENERGY Co., Ltd.'s one-time amortization of goodwill is excluded)  
 フリーキャッシュフロー = 営業活動によるキャッシュ・フロー - 通常の事業維持のための設備投資  
 Free cash flow = Cash flows from operating activities - Capital expenditures for existing business maintenance  
 (参考) フリーキャッシュフロー = 営業活動によるキャッシュ・フロー - 投資活動によるキャッシュ・フロー  
 (Reference) Free cash flow = Cash flows from operating activities - Cash flows from investing activities

