

(単位/円:億円 元:百万円 ドル:百万ドル)

|                             | 17.12          |        | 16.12   |        |         |        |       |        |       |        |         |        |       |        |       |        |
|-----------------------------|----------------|--------|---------|--------|---------|--------|-------|--------|-------|--------|---------|--------|-------|--------|-------|--------|
|                             | 通期計画           | 対前年増減率 | 通期      | 対前年増減率 | 上期      | 対前年増減率 | 1Q    | 対前年増減率 | 2Q    | 対前年増減率 | 下期      | 対前年増減率 | 3Q    | 対前年増減率 | 4Q    | 対前年増減率 |
| <b>&lt;&lt;経営計画&gt;&gt;</b> |                |        |         |        |         |        |       |        |       |        |         |        |       |        |       |        |
| 売上高                         | 2,190.0        | 3.3%   | 2,118.7 | -3.2%  | 1,014.2 | -3.2%  | 538.7 | -1.4%  | 475.5 | -5.1%  | 1,104.4 | -3.2%  | 486.7 | -7.2%  | 617.6 | 0.1%   |
| (国内事業)                      | 1,630.0        | 1.7%   | 1,544.1 | -1.6%  | 730.8   | -2.1%  | 404.1 | -1.3%  | 326.6 | -3.1%  | 813.3   | -1.2%  | 351.2 | -2.5%  | 462.0 | -0.1%  |
| 温水空調分野                      | 1,220.0        | 2.5%   | 1,131.5 | 1.1%   | 538.5   | 2.0%   | 306.1 | 3.0%   | 232.3 | 0.6%   | 593.0   | 0.4%   | 251.3 | -1.4%  | 341.7 | 1.8%   |
| (内部取引)                      | (60)           | 3.5%   | ※       |        |         |        |       |        |       |        |         |        |       |        |       |        |
| 新エネルギー分野                    | 17年より温水空調分野に統合 |        | 14.9    | -58.1% | 8.1     | -59.8% | 4.7   | -54.6% | 3.4   | -65.3% | 6.8     | -55.9% | 4.3   | -38.5% | 2.5   | -70.3% |
| 住設システム分野                    | 120.0          | 2.5%   | 117.4   | -6.1%  | 58.8    | -5.7%  | 28.8  | -7.4%  | 29.9  | -4.0%  | 58.6    | -6.6%  | 28.4  | -6.1%  | 30.1  | -7.0%  |
| 厨房分野                        | 235.0          | 3.5%   | 227.1   | -2.2%  | 100.0   | -5.8%  | 51.7  | -4.8%  | 48.3  | -6.8%  | 127.1   | 0.9%   | 53.0  | -2.4%  | 74.0  | 3.3%   |
| その他分野                       | 55.0           | 5.7%   | 52.9    | -8.3%  | 25.3    | -15.1% | 12.6  | -22.8% | 12.6  | -5.7%  | 27.6    | -1.1%  | 14.0  | -1.3%  | 13.5  | -3.4%  |
| (海外事業)                      | 640.0          | 6.7%   | 574.5   | -7.2%  | 283.4   | -5.8%  | 134.5 | -1.6%  | 148.8 | -9.3%  | 291.1   | -8.6%  | 135.5 | -17.4% | 155.5 | 0.8%   |
| 中国                          | 470.0          | 5.0%   | 422.6   | -6.2%  | 203.8   | -6.9%  | 93.5  | -4.5%  | 110.3 | -8.9%  | 218.7   | -5.5%  | 99.1  | -15.9% | 119.6 | 5.3%   |
| <<円>>                       | 2,901.2        | 12.6%  | 2,575.3 | 9.7%   | 1,197.6 | 5.8%   | 532.7 | 3.9%   | 664.9 | 7.5%   | 1,377.7 | 13.4%  | 640.7 | 4.4%   | 736.9 | 22.4%  |
| <<元>>                       | 245.0          | 2.6%   | 238.6   | -12.9% | 117.6   | -12.0% | 54.3  | -5.7%  | 63.3  | -16.8% | 121.0   | -13.8% | 54.9  | -25.4% | 66.1  | -1.0%  |
| <<元>>                       | 1,512.3        | 3.9%   | 1,454.5 | 1.8%   | 691.0   | 0.0%   | 309.5 | 2.5%   | 381.5 | -1.9%  | 763.4   | 3.5%   | 356.0 | -7.2%  | 407.4 | 15.0%  |
| 北米                          | 85.0           | 26.1%  | 67.4    | -3.3%  | 35.5    | -0.7%  | 19.6  | 4.5%   | 15.9  | -6.4%  | 31.8    | -6.1%  | 15.0  | -7.4%  | 16.7  | -4.9%  |
| <<ドル>>                      | 75.2           | 22.2%  | 61.5    | 6.8%   | 31.8    | 7.0%   | 17.0  | 8.3%   | 14.7  | 5.5%   | 29.7    | 6.7%   | 14.7  | 10.2%  | 15.0  | 3.4%   |
| 豪州                          | 65.0           | 10.7%  | 58.7    | -10.5% | 28.5    | -12.3% | 13.1  | -9.7%  | 15.4  | -14.5% | 30.1    | -8.6%  | 15.6  | -11.7% | 14.5  | -5.0%  |
| <<ASドル>>                    | 77.9           | 7.7%   | 72.3    | -4.4%  | 34.7    | -0.2%  | 15.6  | -0.5%  | 19.1  | -0.0%  | 37.6    | -0.5%  | 20.0  | -0.9%  | 17.5  | -0.1%  |
| その他                         | 20.0           | -22.1% | 25.7    | -23.4% | 15.4    | 14.4%  | 8.3   | 48.1%  | 7.1   | -9.7%  | 10.3    | -48.8% | 5.6   | -53.8% | 4.6   | -41.0% |
| (内部取引)                      | (20)           | -20.0% | ※       |        |         |        |       |        |       |        |         |        |       |        |       |        |
| 営業利益                        | 100.0          | 11.8%  | 89.4    | 74.5%  | 34.3    | 144.3% | 26.2  | 55.3%  | 8.0   | -      | 55.0    | 48.1%  | 10.4  | -      | 44.6  | 14.3%  |
| (国内事業)                      | 66.0           | 10.3%  | 59.8    | 66.6%  | 16.8    | 165.6% | 18.2  | 33.3%  | -1.3  | -      | 43.0    | 45.4%  | 4.4   | -      | 38.5  | 3.9%   |
| (海外事業)                      | 34.0           | 15.2%  | 29.5    | 93.1%  | 17.4    | 126.7% | 8.0   | 148.6% | 9.4   | 110.9% | 12.0    | 58.8%  | 5.9   | 6.0%   | 6.0   | 215.3% |
| 経常利益                        | 102.0          | 9.2%   | 93.4    | 55.4%  | 28.6    | 52.2%  | 23.8  | 23.2%  | 4.8   | -      | 64.7    | 56.8%  | 11.7  | -      | 52.9  | 25.0%  |
| 親会社株主に帰属する当期純利益             | 61.0           | 31.1%  | 46.5    | -      | 18.2    | 123.5% | 11.0  | -4.1%  | 7.2   | -      | 28.3    | -      | -17.1 | -      | 45.4  | 388.4% |

・為替レート・・・2016.12の平均為替レートは、1ドル:109.50円・1元:16.41円・1ASドル:81.19円/2017.12の想定為替平均レートは、1ドル:113.0円・1元:16.2円・1ASドル:83.4円  
 ・2017.12の国内事業・海外事業の売上高には内部取引金額含む。  
 ・※2016.12の内部取引金額は国内事業58億円、海外事業25億円。

(単位:千円)

|                                      | 17.12        |       |        | 16.12 |       |        |       |       |        |       |     |        |       |     |        |       |       |        |       |     |        |       |     |        |       |
|--------------------------------------|--------------|-------|--------|-------|-------|--------|-------|-------|--------|-------|-----|--------|-------|-----|--------|-------|-------|--------|-------|-----|--------|-------|-----|--------|-------|
|                                      | 通期計画         | 前年比   | シェア    | 通期    | 前年比   | シェア    | 上期    | 前年比   | シェア    | 1Q    | 前年比 | シェア    | 2Q    | 前年比 | シェア    | 下期    | 前年比   | シェア    | 3Q    | 前年比 | シェア    | 4Q    | 前年比 | シェア    |       |
| <b>&lt;&lt;国内事業 主要品群計画&gt;&gt;</b>   |              |       |        |       |       |        |       |       |        |       |     |        |       |     |        |       |       |        |       |     |        |       |     |        |       |
| 温水空調分野                               | ガス風呂釜        | 696   | 103.8% | 39.9% | 671   | 100.3% | 38.1% | 322   | 99.0%  | 37.8% | 186 | 100.0% | 38.1% | 136 | 97.5%  | 37.3% | 349   | 101.6% | 38.4% | 149 | 98.2%  | 37.0% | 200 | 104.2% | 39.5% |
|                                      | ガス給湯器        | 355   | 99.8%  | 35.0% | 356   | 102.4% | 34.1% | 191   | 108.2% | 34.7% | 114 | 111.8% | 35.1% | 77  | 103.1% | 34.1% | 165   | 96.4%  | 33.5% | 73  | 89.7%  | 32.5% | 93  | 102.4% | 34.4% |
|                                      | 石油給湯器        | 139   | 95.9%  | 43.5% | 145   | 102.2% | 39.8% | 70    | 104.1% | 39.1% | 40  | 107.2% | 38.8% | 30  | 100.2% | 39.6% | 75    | 100.5% | 40.4% | 30  | 93.6%  | 39.1% | 45  | 105.9% | 41.3% |
|                                      | 小計           | 1,191 | 101.6% | 38.7% | 1,172 | 101.2% | 37.0% | 583   | 102.4% | 36.9% | 340 | 104.6% | 37.1% | 242 | 99.6%  | 36.5% | 590   | 100.0% | 37.1% | 252 | 95.1%  | 35.8% | 337 | 104.0% | 38.1% |
| 住設システム分野                             | システムバス(戸建)   | 17    | 100.6% | 2.3%  | 17    | 85.4%  | 2.3%  | 9     | 77.0%  | 2.4%  | 4   | 71.5%  | 2.3%  | 5   | 82.6%  | 2.4%  | 9     | 96.0%  | 2.2%  | 4   | 94.8%  | 2.2%  | 4   | 97.1%  | 2.2%  |
|                                      | システムキッチン(戸建) | 10    | 100.7% | 1.4%  | 10    | 98.8%  | 1.4%  | 5     | 102.3% | 1.4%  | 2   | 98.2%  | 1.2%  | 3   | 106.2% | 1.6%  | 5     | 95.3%  | 1.4%  | 2   | 92.6%  | 1.3%  | 2   | 97.9%  | 1.4%  |
|                                      | 洗面化粧台        | 112   | 102.1% | 6.3%  | 110   | 99.5%  | 6.0%  | 57    | 102.2% | 6.3%  | 30  | 103.0% | 6.3%  | 27  | 101.4% | 6.4%  | 53    | 96.7%  | 5.8%  | 27  | 97.1%  | 6.0%  | 26  | 96.4%  | 5.6%  |
| 厨房分野                                 | ビルトインコンロ     | 407   | 104.1% | 29.3% | 392   | 99.4%  | 28.9% | 180   | 96.0%  | 28.8% | 93  | 95.4%  | 28.6% | 87  | 96.6%  | 28.9% | 212   | 102.5% | 29.0% | 94  | 100.3% | 28.6% | 117 | 104.4% | 29.3% |
|                                      | テーブルコンロ      | 55    | 99.2%  | 3.1%  | 56    | 98.8%  | 3.0%  | 24    | 102.2% | 2.9%  | 12  | 97.2%  | 2.4%  | 12  | 107.5% | 3.4%  | 31    | 96.3%  | 3.1%  | 12  | 99.1%  | 3.0%  | 19  | 94.6%  | 3.2%  |
| <b>&lt;&lt;国内事業 主要品群需要予想&gt;&gt;</b> |              |       |        |       |       |        |       |       |        |       |     |        |       |     |        |       |       |        |       |     |        |       |     |        |       |
| 温水空調分野                               | ガス風呂釜        | 1,744 | 99.0%  |       | 1,761 | 101.3% |       | 852   | 100.0% |       | 488 | 101.3% |       | 363 | 98.4%  |       | 909   | 102.5% |       | 402 | 99.8%  |       | 507 | 104.7% |       |
|                                      | ガス給湯器        | 1,017 | 97.4%  |       | 1,044 | 106.4% |       | 550   | 110.6% |       | 325 | 114.8% |       | 226 | 105.0% |       | 494   | 102.0% |       | 224 | 99.0%  |       | 270 | 104.7% |       |
|                                      | 石油給湯器        | 320   | 87.7%  |       | 365   | 104.3% |       | 179   | 107.2% |       | 103 | 111.1% |       | 76  | 102.3% |       | 186   | 101.6% |       | 78  | 99.1%  |       | 108 | 103.5% |       |
|                                      | 小計           | 3,081 | 97.2%  |       | 3,170 | 103.3% |       | 1,581 | 104.3% |       | 916 | 106.8% |       | 665 | 101.0% |       | 1,589 | 102.3% |       | 704 | 99.5%  |       | 885 | 104.6% |       |
| 住設システム分野                             | システムバス(戸建)   | 758   | 99.1%  |       | 764   | 101.2% |       | 370   | 102.5% |       | 177 | 104.5% |       | 193 | 100.8% |       | 394   | 100.0% |       | 190 | 100.8% |       | 205 | 99.3%  |       |
|                                      | システムキッチン(戸建) | 710   | 101.3% |       | 702   | 104.1% |       | 354   | 108.3% |       | 188 | 117.0% |       | 166 | 99.9%  |       | 348   | 100.2% |       | 171 | 100.0% |       | 177 | 100.5% |       |
|                                      | 洗面化粧台        | 1,780 | 98.1%  |       | 1,814 | 101.5% |       | 895   | 101.9% |       | 470 | 103.5% |       | 425 | 100.3% |       | 918   | 101.1% |       | 443 | 100.7% |       | 475 | 101.4% |       |
| 厨房分野                                 | ビルトインコンロ     | 1,392 | 102.6% |       | 1,356 | 102.1% |       | 626   | 103.3% |       | 323 | 103.4% |       | 303 | 103.2% |       | 731   | 101.0% |       | 331 | 101.1% |       | 400 | 101.0% |       |
|                                      | テーブルコンロ      | 1,805 | 97.4%  |       | 1,853 | 96.4%  |       | 847   | 96.0%  |       | 485 | 97.3%  |       | 362 | 94.2%  |       | 1,006 | 96.8%  |       | 416 | 92.8%  |       | 590 | 99.9%  |       |