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# 第91期 定時株主総会

川本産業株式会社



1. 2021年3月期 業績ハイライト
2. セグメント別の業績
3. 取り組み内容およびトピック
4. 次年度の見通し
5. 新型コロナウイルス感染症への対応

# 1. 2021年3月期 業績ハイライト

- ▶ 感染管理製品の特需により、売上高・利益が大きく増加
- ▶ 営業利益、経常利益、当期純利益ともに過去最高値
- ▶ 繰延税金資産の計上により税金費用が減少し、当期純利益が増加

## 連結損益計算書

(単位:百万円)

	2021年3月期 (当初予想)	2021年3月期 (実績)	達成率	2020年3月期 (前期実績)	前期比
売上高	27,000	30,872	114.3%	25,091	+5,781
営業利益	400	1,305	326.4%	232	+1,073
経常利益	450	1,368	304.1%	298	+1,070
親会社株主に帰属 する当期純利益	300	1,370	456.8%	254	+1,116
1株当たり 当期純利益(円)	51.76	236.49	456.8%	43.91	+192.58

# 1. 2021年3月期 業績ハイライト

- ▶ 売上増加による売上債権および在庫金額の増加
- ▶ 繰延税金資産の計上により固定資産が増加
- ▶ 有利子負債は返済により減少
- ▶ 自己資本比率は6.0%増加

## 連結貸借対照表

(単位:百万円)

科目	2020年3月期	2021年3月期	増減	主な理由
流動資産	12,296	13,482	+1,186	債権、在庫の増加
うち、現金及び預金	1,226	1,154	△72	
固定資産	3,310	3,627	+317	繰延税金資産の計上
流動負債	7,470	7,935	+465	
固定負債	4,176	3,810	△366	
うち、有利子負債	6,256	5,618	△638	返済による減少
純資産	3,918	5,313	+1,395	当期純利益による増加
自己資本比率	25.1%	31.1%	+6.0%	

## 2. セグメント別の業績

感染管理製品の販売特需は**両事業に共通**

### メディカル事業

- ▶ 浙江川本衛生材料有限公司におけるマスク増産
- ▶ 製造受託の拡大(工場稼働率の向上)
- ▶ 株式会社サカキL&Eワイズの子会社化

売上高: 9,878百万円(+23.9%) ※カッコ内は前期比

経常利益: 847百万円(+289.5%)

### コンシューマ事業

- ▶ 既存得意先の販売拡大
- ▶ 不採算取引、物流費の見直しに取り組み
- ▶ ニシキ株式会社の子会社化

売上高: 20,993百万円(+22.6%)

経常利益: 999百万円(+86.4%)

### 3. 取り組み内容およびトピック

## 新製品およびリニューアル

### 感染管理製品



アイシールドのセット品



ステア®ジェルのパッケージリニューアル

### その他



マウスピュア®  
口腔ケアジェルウメ風味90g「emute® (エミュート)」



在宅向け製品のパッケージリニューアル

### 3. 取り組み内容およびトピック

## 新介護ブランド「ウィズエール」を立ち上げました



ふれあう安心  
つながる笑顔

介護する人、介護される人がともに、  
安心してふれあえる介護環境を応援したい。  
その想いをこめて、  
新ブランド「ウィズエール」は生まれました。



### 3. 取り組み内容およびトピック

## Newsweekに当社記事が掲載されました



### Kawamoto Corporation: the healthcare materials leader at the forefront of the COVID-19 battle

Established in 1914 to supply bandages during World War One, Kawamoto today finds itself at the forefront of the war against COVID-19, where it is supplying high-quality infection control materials and protective equipment.



"We believe that it is necessary to positively consider working with overseas partners if there are any promising companies with excellent technologies or services"

Makoto Fukui, President, Kawamoto Corporation

**Kawamoto's proud history**  
In 1914, the same year that World War One began, Shimozaki Kawamoto founded a family store manufacturing antiseptic bandage materials. Due to the war, demand for bandages was high and Kawamoto's factory was constructed in Osaka in 1916 shortly after the store was founded. As the Great Kanto earthquake occurred that year, the demand for bandages rapidly increased. "For a period of two months, there was only enough time to sleep for three hours a day," recalls Kawamoto's current president, Makoto Fukui. "To meet the rising demand, the Osaka plant was relocated and rebuilt. It is still in operation today and marks its 98th year of history this year."

As of 2021, 107 years have passed since the founding of Kawamoto, which has and continues to lead the healthcare materials industry in Japan. Kawamoto's corporate philosophy includes the phrase "improvement of society's health and hygiene." This philosophy is based on the company's desire since its founding – to resolve the issue of adequate healthcare materials not reaching to people during wartime or in the event of earthquakes.

"Recently, there have not been any shortages of gauze or band-

ages." As one ages, the mouth tends to become dry, chewing becomes more difficult and it also becomes harder to swallow. To address these symptoms, Kawamoto aims to provide sponges and gels to be used to clean, moisturize and massage the oral cavity to keep clean and ensure people are able to eat properly.

**Products in focus**

At present, Kawamoto handles not only bandage materials, but also products in a wide range of categories including infection control surgery gowns, nursing and health and safety protective gear. Of these, the most focus is being placed on infection control products and oral care products.

"Focus has been placed back on infection control products due to the spread of COVID-19," says Mr. Fukui. "We have many products including

face masks, gloves and eye shields, in addition to hand sanitizer and environmental disinfectant wipes. In particular, the sales volume of hand sanitizer has increased significantly during the COVID-19 pandemic."

"Kawamoto's hand sanitizer is characterized by its fragrance and moisturizing effect. The fragrance has been created by adding natural aromatic oils in order to make hand sanitizing more enjoyable for medical professionals. Repeated use tends to cause chapped hands, but the inclusion of a moisturizing ingredient makes the product less likely to cause chapping."

Kawamoto's oral care products have been developed with the desire to "make people smile by continuing to experience the joy of eating even in old

age." Mr. Fukui explains. "The K9M brand has penetrated the Middle East market through sales activities of our products over many years, and sales to the region have now become a major pillar supporting our overseas business," Mr. Fukui explains.



**Future overseas expansion**

Most of Kawamoto's products are disposables, and due to the nature of its products it is necessary to comply with different medical device regulations in each country. As such, Kawamoto has grown by utilizing local distributors with abundant knowledge of the local healthcare industry and market in each country. In particular, growth has been pronounced in Southeast Asian countries, where there is demand for high-quality products worth their price. In order to cater to this demand, Kawamoto has decided to assign sales personnel overseas.

"Moving forward we will further expand the area covered by our distributor business and believe that it is necessary to positively consider working with overseas partners if there are any promising companies with excellent technologies or services," says Mr. Fukui.

"We also see M&A and joint ventures as necessary options for gaining overall strength and providing the capability to respond to change. If there are any partners enabling both sides to enjoy synergies, we will willingly push to work together with a sense of speed."



Star Gel

at head office, which led the company to begin sales of gauze materials to government organizations in locations such as Sweden, Thailand and Indonesia through Japanese trading companies.

Based by oil money, Kawamoto then expanded into the Middle East region around 1975, which was during a period of transition from indirect trade control or export-led trade of materials processed at subsidiaries under the company's



MOUJH PURE series





## 4. 次年度の見通し

### 当社を取り巻く事業環境

#### ① 新型コロナウイルス感染症の拡大

- ◆ ワクチン接種が始まっているが、新型コロナウイルスの終息時期の見通しは不明
- ◆ 感染管理製品は市場で流通在庫が増加
- ◆ 感染防止対策は継続

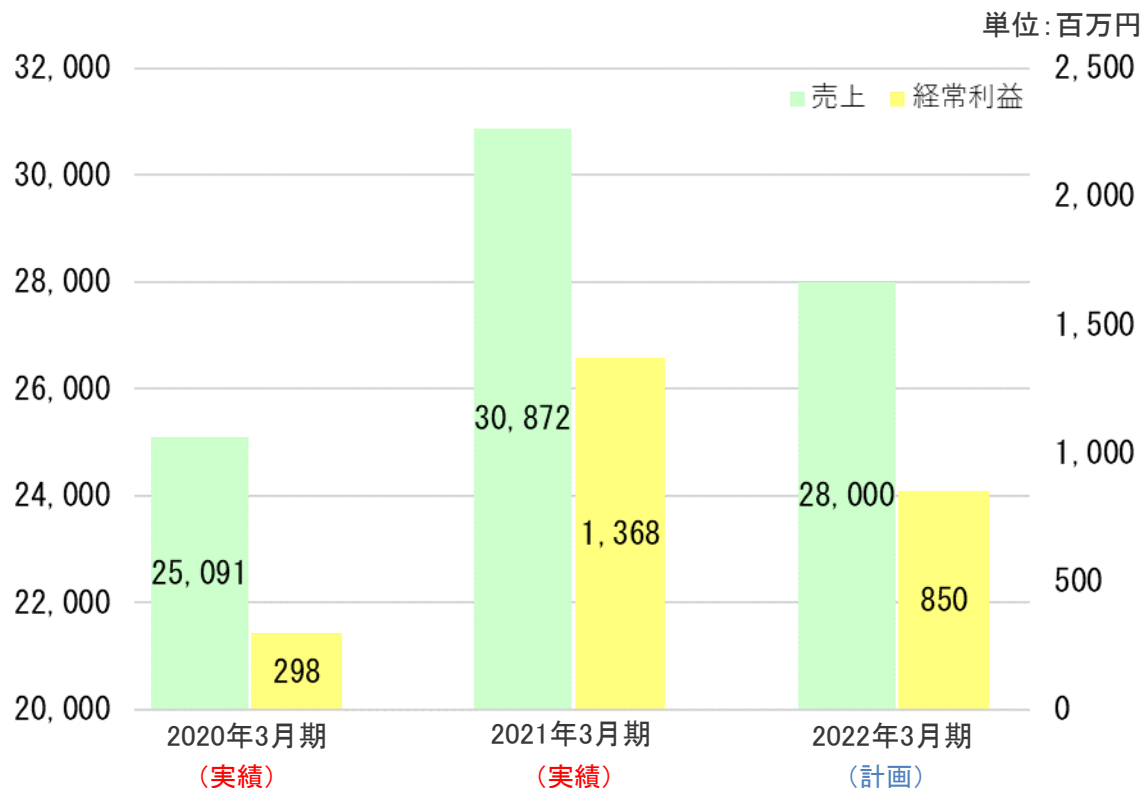
#### ② 社会環境の変化

- ◆ 少子高齢化社会の加速
- ◆ 医療機関の機能分化
- ◆ 地域包括ケアシステムの推進による在宅医療の普及

#### ③ 医療現場における変化

- ◆ 医療消耗品等の価格競争激化
- ◆ 医療物資のサプライチェーン見直し
- ◆ 医療機関における経営状況の悪化

## 4. 次年度の見通し



売上高

**28,000** 百万円 (△9.3%)

経常利益

**850** 百万円 (△37.9%)

親会社株主に帰属する当期純利益

**590** 百万円 (△57.0%)

- ▶ 感染管理製品の特需は、2021年3月期より**減少を想定**
- ▶ メディカル事業は、**感染管理製品の拡販**、**OEM受託の拡大**や**新製品開発**に注力
- ▶ コンシューマ事業は、**介護製品の拡販**や**PB製品の受託活動**を積極的に実施
- ▶ 他社から仕入れている商品のグループ内で**内製化**を進める
- ▶ 両事業および本社費用について、**経費削減**への取組みは継続

## 5. 新型コロナウイルス感染症への対応

新型コロナウイルス感染症の拡大防止のために様々な取り組みを実施し、継続していきます。

### 感染防止への取り組み事例

- ▶ 全社員へ感染防止の注意喚起
- ▶ マスクの着用、手指消毒、検温の徹底
- ▶ 自主的なPCR検査の実施
- ▶ 在宅勤務、在宅手当の導入
- ▶ 時差出勤の導入
- ▶ ワクチン接種時の特別休暇
- ▶ WEB会議システムの導入
- ▶ 不要不急の出張制限
- ▶ 展示会・セミナーなどへの参加自粛
- ▶ 新卒・中途採用のオンライン面談



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