## Assets

## Current assets

Cash and deposits

| 20,114 | 22,698 |
| ---: | ---: |
| 83,190 | 81,418 |
| 4,000 | 2,000 |
| 12,631 | 18,223 |
| 1,342 | 1,280 |
| 3,159 | 2,336 |
| $(790)$ | $(773)$ |
| $\mathbf{1 2 3 , 6 4 8}$ | $\mathbf{1 2 7 , 1 8 4}$ |

Notes and accounts receivable-trade
83,190
81,418
Short-term investment securities
4,000
2,000
Merchandise and finished goods
1,342
1,280
Deferred tax assets
3,159
2,336
Other

23,648
127,184
Allowance for doubtful accounts
Total current assets

## Noncurrent assets

Property, plant and equipment
Buildings and structures, net

| 3,806 | 3,782 |
| ---: | ---: |
| 99 | 107 |
| 120 | 152 |
| 7,861 | 8,334 |
| 118 | 104 |
| 12,006 | 12,481 |
| 1,155 | 1,194 |

Intangible assets
Investments and other assets
Investment securities
Long-term loans receivable
Claims provable in bankruptcy, claims provable in rehabilitation and other
Prepaid pension cost
6,170
5,003
$\begin{array}{lrr}\text { Tools, furniture and fixtures, net } & 120 & 152\end{array}$
$\begin{array}{lll}\text { Land } & \text { 7,861 } & 8,334\end{array}$
Other, net
Total property, plant and equipment

Deferred tax assets
7
44

Other
Allowance for doubtful accounts
Total investments and other assets

## Total noncurrent assets

Total assets
$312 \quad 283$
1,259 1,034
$26 \quad 112$
$1,655 \quad 1,651$

| $(481)$ | $(425)$ |
| ---: | ---: |
| 8,950 | 7,705 |
| 22,112 | 21,380 |
| 145,760 | 148,565 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 84,966 | 88,003 |
| Short-term loans payable | 7,666 | 6,686 |
| Income taxes payable | 2,440 | 2,079 |
| Provision for bonuses | 1,967 | 2,023 |
| Provision for voluntary recall of goods | 484 | 293 |
| Other | 6,767 | 6,734 |
| Total current liabilities | 104,292 | 105,819 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | - | 379 |
| Provision | 24 | 59 |
| Deferred tax liabilities | 451 | 35 |
| Other | 1,270 | 1,265 |
| Total noncurrent liabilities | 1,746 | 1,740 |
| Total liabilities | 106,038 | 107,560 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Capital stock | 7,909 | 7,909 |
| Capital surplus | 6,081 | 6,081 |
| Retained earnings | 27,386 | 30,142 |
| Treasury stock | (16) | (16) |
| Total shareholders' equity | 41,361 | 44,117 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 746 | 203 |
| Deferred gains or losses on hedges | 16 | (91) |
| Foreign currency translation adjustment | $(2,402)$ | $(3,263)$ |
| Total accumulated other comprehensive income | $(1,639)$ | $(3,151)$ |
| Minority interests | - | 38 |
| Total net assets | 39,721 | 41,005 |
| Total liabilities and net assets | 145,760 | 148,565 |


|  | $\begin{array}{r} \text { from:2010/04/01 } \\ \text { to:2010/09/30 } \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { from:2011/04/01 } \\ \text { to:2011/09/30 } \\ \hline \end{array}$ |
| :---: | :---: | :---: |
| Net sales | 148,130 | 181,012 |
| Cost of sales | 129,854 | 157,522 |
| Gross profit | 18,275 | 23,489 |
| Selling, general and administrative expenses | 15,855 | 18,113 |
| Operating income | 2,419 | 5,376 |
| Non-operating income |  |  |
| Interest income | 615 | 667 |
| Dividends income | 46 | 57 |
| Gain on valuation of derivatives | - | 68 |
| Other | 135 | 155 |
| Total non-operating income | 797 | 949 |
| Non-operating expenses |  |  |
| Interest expenses | 567 | 713 |
| Loss on sales of notes payable | 1 | 1 |
| Loss on valuation of derivatives | 227 | - |
| Other | 16 | 34 |
| Total non-operating expenses | 813 | 749 |
| Ordinary income | 2,404 | 5,575 |
| Extraordinary income |  |  |
| Gain on sales of noncurrent assets | - | 0 |
| Gain on sales of investment securities | 1 | - |
| Total extraordinary income | 1 | 0 |
| Extraordinary loss |  |  |
| Loss on sales of noncurrent assets | 0 | 0 |
| Loss on retirement of noncurrent assets | 0 | 2 |
| Impairment loss | - | 22 |
| Loss on valuation of investment securities | 0 | 69 |
| Loss on liquidation of business | 70 | - |
| Loss on adjustment for changes of accounting stanı | 13 | - |
| Other | - | 0 |
| Total extraordinary losses | 84 | 94 |
| Income before income taxes and minority interests | 2,321 | 5,482 |
| Income taxes-current | 1,075 | 2,181 |
| Income taxes-deferred | (335) | (18) |
| Total income taxes | 740 | 2,162 |
| Income before minority interests | 1,581 | 3,319 |
| Minority interests in income | - | 9 |
| Net income | 1,581 | 3,309 |

Consolidated quarterly statements of cash flows

| from:2010/04/01 | from:2011/04/01 |
| ---: | ---: |
| to:2010/09/30 | to:2011/09/30 |


| Net cash provided by (used in) operating activities |  |  |
| :---: | :---: | :---: |
| Income before income taxes and minority interests | 2,321 | 5,482 |
| Depreciation and amortization | 436 | 429 |
| Impairment loss | - | 22 |
| Increase (decrease) in allowance for doubtful accounts | (19) | (47) |
| Increase (decrease) in other provision | 287 | (140) |
| Decrease (increase) in prepaid pension costs | 208 | 221 |
| Interest and dividends income | (662) | (725) |
| Interest expenses | 567 | 713 |
| Foreign exchange losses (gains) | (12) | (19) |
| Loss (gain) on sales of investment securities | (1) | - |
| Loss (gain) on valuation of investment securities | 0 | 69 |
| Loss on liquidation of business | 70 | - |
| Loss on retirement of property, plant and equipment and intangible assets | 0 | 2 |
| Loss (gain) on sales of property, plant and equipment and intangible assets | 0 | 0 |
| Decrease (increase) in notes and accounts receivable-trade | $(5,657)$ | 2,468 |
| Decrease (increase) in inventories | $(1,315)$ | $(5,620)$ |
| Increase (decrease) in notes and accounts payable-trade | 5,938 | 1,767 |
| Loss on adjustment for changes of accounting standard for asset retirement obligations | 13 | - |
| Other, net | 1,717 | 640 |
| Subtotal | 3,891 | 5,262 |
| Income taxes paid | (836) | $(2,602)$ |
| Net cash provided by (used in) operating activities | 3,054 | 2,659 |
| Net cash provided by (used in) investing activities |  |  |
| Payments into time deposits | (277) | (12) |
| Proceeds from withdrawal of time deposits | 10 | 164 |
| Purchase of investment securities | (56) | (111) |
| Proceeds from sales of investment securities | 3 | 0 |
| Payments of loans receivable | (2) | (45) |
| Collection of loans receivable | 10 | 17 |
| Purchase of property, plant and equipment and intangible assets | (92) | (336) |
| Proceeds from sales of property, plant and equipment and intangible assets | 0 | 2 |
| Interest and dividends income received | 661 | 723 |
| Other, net | (30) | 63 |
| Net cash provided by (used in) investing activities | 226 | 466 |
| Net cash provided by (used in) financing activities |  |  |
| Net increase (decrease) in short-term loans payable | 107 | $(1,003)$ |
| Repayment of long-term loans payable | (5) | (19) |
| Cash dividends paid | (468) | (656) |
| Interest expenses paid | (565) | (711) |
| Other, net | 0 | - |
| Net cash provided by (used in) financing activities | (932) | $(2,390)$ |
| Effect of exchange rate change on cash and cash equivalents | (320) | (621) |
| Net increase (decrease) in cash and cash equivalents | 2,027 | 114 |
| Cash and cash equivalents at beginning of period | 16,062 | 23,772 |
| Increase in cash and cash equivalents from newly consolidated subsidiary | - | 644 |
| Cash and cash equivalents at end of period | 18,090 | 24,530 |

