



Consolidated balance sheets

(Unit : ¥million)

	03/31/12	03/31/13
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	22,398	<b>23,797</b>
Notes and accounts receivable-trade	92,861	<b>85,976</b>
Securities	2,000	<b>7,000</b>
Merchandise and finished goods	15,934	<b>17,928</b>
Deferred tax assets	2,444	<b>1,069</b>
Other	3,011	<b>3,810</b>
Allowance for doubtful accounts	(1,154)	<b>(564)</b>
<b>Total current assets</b>	<b>137,495</b>	<b>139,017</b>
<b>Noncurrent assets</b>		
Property, plant and equipment		
Buildings and structures	9,557	<b>9,235</b>
Accumulated depreciation	(6,677)	<b>(6,150)</b>
Buildings and structures, net	2,880	<b>3,084</b>
Machinery, equipment and vehicles	826	<b>844</b>
Accumulated depreciation	(723)	<b>(741)</b>
Machinery, equipment and vehicles, net	103	<b>102</b>
Tools, furniture and fixtures	1,031	<b>1,091</b>
Accumulated depreciation	(784)	<b>(814)</b>
Tools, furniture and fixtures, net	246	<b>277</b>
Land	7,021	<b>6,039</b>
Other	159	<b>763</b>
Accumulated depreciation	(76)	<b>(91)</b>
Other, net	83	<b>671</b>
Total property, plant and equipment	10,334	<b>10,175</b>
Intangible assets	1,286	<b>1,187</b>
Investments and other assets		
Investment securities	5,915	<b>7,693</b>
Claims provable in bankruptcy, claims provable in rehabilitation and other	264	<b>518</b>
Prepaid pension cost	814	<b>319</b>
Deferred tax assets	30	<b>28</b>
Other	1,815	<b>1,882</b>
Allowance for doubtful accounts	(398)	<b>(643)</b>
Total investments and other assets	8,442	<b>9,797</b>
<b>Total noncurrent assets</b>	<b>20,064</b>	<b>21,160</b>
<b>Total assets</b>	<b>157,560</b>	<b>160,178</b>



## Consolidated balance sheets

(Unit : ¥million)

	03/31/12	03/31/13
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable-trade	94,504	92,796
Short-term loans payable	5,189	3,099
Income taxes payable	3,297	2,028
Provision for bonuses	2,296	2,384
Other	7,022	6,440
<b>Total current liabilities</b>	<b>112,310</b>	<b>106,749</b>
<b>Noncurrent liabilities</b>		
Long-term loans payable	322	233
Deferred tax liabilities	262	650
Provision for retirement benefits	100	98
Other	1,048	976
<b>Total noncurrent liabilities</b>	<b>1,733</b>	<b>1,959</b>
<b>Total liabilities</b>	<b>114,044</b>	<b>108,708</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	7,909	7,909
Capital surplus	6,081	6,081
Retained earnings	31,109	35,952
Treasury stock	(16)	(16)
<b>Total shareholders' equity</b>	<b>45,084</b>	<b>49,927</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	767	1,659
Deferred gains or losses on hedges	27	301
Foreign currency translation adjustment	(2,411)	(494)
<b>Total accumulated other comprehensive income</b>	<b>(1,616)</b>	<b>1,466</b>
Minority interests	48	75
<b>Total net assets</b>	<b>43,515</b>	<b>51,469</b>
<b>Total liabilities and net assets</b>	<b>157,560</b>	<b>160,178</b>



Consolidated statements of (comprehensive) income (Unit : ¥million)

	from:2011/04/01 to:2012/03/31	from:2012/04/01 1
<b>Net sales</b>	372,830	<b>370,338</b>
<b>Cost of sales</b>	325,258	<b>323,307</b>
<b>Gross profit</b>	47,571	<b>47,031</b>
<b>Selling, general and administrative expenses</b>	37,043	<b>37,274</b>
<b>Operating income</b>	10,528	<b>9,756</b>
<b>Non-operating income</b>		
Interest income	1,321	<b>1,356</b>
Dividends income	103	<b>118</b>
Gain on valuation of derivatives	333	<b>196</b>
Other	417	<b>404</b>
Total non-operating income	2,176	<b>2,074</b>
<b>Non-operating expenses</b>		
Interest expenses	1,450	<b>1,421</b>
Loss on sales of notes payable	4	<b>3</b>
Other	93	<b>55</b>
Total non-operating expenses	1,548	<b>1,480</b>
<b>Ordinary income</b>	11,155	<b>10,351</b>
<b>Extraordinary income</b>		
Gain on sales of noncurrent assets	0	<b>3</b>
Gain on sales of investment securities	7	<b>2</b>
Total extraordinary income	7	<b>6</b>
<b>Extraordinary loss</b>		
Loss on retirement of noncurrent assets	41	<b>18</b>
Loss on sales of noncurrent assets	0	<b>153</b>
Impairment loss	2,515	<b>-</b>
Loss on valuation of investment securities	76	<b>25</b>
Loss on valuation of stocks of subsidiaries and -		<b>4</b>
Other	0	<b>3</b>
Total extraordinary losses	2,633	<b>205</b>
Income before income taxes and minority interests	8,530	<b>10,152</b>
Income taxes-current	4,805	<b>2,743</b>
Income taxes-deferred	(1,225)	<b>1,142</b>
Total income taxes	3,580	<b>3,885</b>
Income before minority interests	4,950	<b>6,267</b>
Minority interests in income	16	<b>17</b>
<b>Net income</b>	4,933	<b>6,249</b>



## Consolidated statements of cash flows

(Unit : ¥million)

	from:2011/04/01 to:2012/03/31	from:2012/04/01 to:2013/03/31
<b>Net cash provided by (used in) operating activities</b>		
Income before income taxes and minority interests	8,530	10,152
Depreciation and amortization	898	860
Impairment loss	2,515	-
Increase (decrease) in allowance for doubtful accounts	286	(352)
Increase (decrease) in other provision	(131)	44
Decrease (increase) in prepaid pension costs	445	498
Interest and dividends income	(1,425)	(1,474)
Interest expenses	1,450	1,421
Foreign exchange losses (gains)	(4)	72
Loss (gain) on sales of investment securities	(7)	(2)
Loss (gain) on valuation of investment securities	76	25
Loss on valuation of stocks of subsidiaries and affiliates	-	4
Loss on retirement of property, plant and equipment and intangible assets	41	18
Loss (gain) on sales of property, plant and equipment and intangible assets	0	149
Decrease (increase) in notes and accounts receivable-trade	(8,553)	7,760
Decrease (increase) in inventories	(3,021)	(1,319)
Increase (decrease) in notes and accounts payable-trade	7,876	(2,465)
Other, net	126	(1,177)
Subtotal	9,103	14,217
Income taxes paid	(4,097)	(4,190)
Net cash provided by (used in) operating activities	5,005	10,027
<b>Net cash provided by (used in) investing activities</b>		
Payments into time deposits	(49)	(22)
Proceeds from withdrawal of time deposits	334	40
Purchase of investment securities	(186)	(455)
Proceeds from sales of investment securities	18	27
Payments of loans receivable	(48)	(50)
Collection of loans receivable	26	25
Payments of other investments	(136)	(208)
Collection of other investments	103	56
Purchase of property, plant and equipment and intangible assets	(1,226)	(1,705)
Proceeds from sales of property, plant and equipment and intangible assets	22	971
Interest and dividends income received	1,423	1,464
Net cash provided by (used in) investing activities	283	143
<b>Net cash provided by (used in) financing activities</b>		
Net increase (decrease) in short-term loans payable	(2,010)	(2,086)
Proceeds from long-term loans payable	300	-
Repayment of long-term loans payable	(886)	(94)
Cash dividends paid	(1,313)	(1,406)
Interest expenses paid	(1,445)	(1,418)
Other, net	-	0
Net cash provided by (used in) financing activities	(5,355)	(5,005)
Effect of exchange rate change on cash and cash equivalents	7	1,251
Net increase (decrease) in cash and cash equivalents	(58)	6,417
Cash and cash equivalents at beginning of period	23,772	24,358
Cash and cash equivalents from newly consolidated subsidiary at beginning of period	644	-
<b>Cash and cash equivalents at end of period</b>	24,358	30,775



Consolidated statements of changes in net assets

(Unit : ¥million)

	from:2011/04/01 to:2012/03/31	from:2012/04/01 to:2013/03/31
<b>Shareholders' equity</b>		
<b>Capital stock</b>		
Balance at the beginning of current period	7,909	7,909
Changes of items during the period		
Total changes of items during the period	-	-
Balance at the end of current period	<u>7,909</u>	<u>7,909</u>
<b>Capital surplus</b>		
Balance at the beginning of current period	6,081	6,081
Changes of items during the period		
Total changes of items during the period	-	-
Balance at the end of current period	<u>6,081</u>	<u>6,081</u>
<b>Retained earnings</b>		
Balance at the beginning of current period	27,386	31,109
Changes of items during the period		
Dividends from surplus	(656)	(750)
Interim dividends from surplus	(656)	(656)
Net income	4,933	6,249
Change from newly consolidated subsidiary	103	-
Total changes of items during the period	<u>3,723</u>	<u>4,842</u>
Balance at the end of current period	<u>31,109</u>	<u>35,952</u>
<b>Treasury stock</b>		
Balance at the beginning of current period	(16)	(16)
Changes of items during the period		
Purchase of treasury stock	-	0
Total changes of items during the period	-	0
Balance at the end of current period	<u>(16)</u>	<u>(16)</u>
<b>Total shareholders' equity</b>		
Balance at the beginning of current period	41,361	45,084
Changes of items during the period		
Dividends from surplus	(656)	(750)
Interim dividends from surplus	(656)	(656)
Net income	4,933	6,249
Purchase of treasury stock	-	0
Change from newly consolidated subsidiary	103	-
Total changes of items during the period	<u>3,723</u>	<u>4,842</u>
Balance at the end of current period	<u>45,084</u>	<u>49,927</u>



Consolidated statements of changes in net assets

(Unit : ¥million)

	from:2011/04/01 to:2012/03/31	from:2012/04/01 to:2013/03/31
<b>Accumulated other comprehensive income</b>		
<b>Valuation difference on available-for-sale securities</b>		
Balance at the beginning of current period	746	767
Changes of items during the period		
Net changes of items other than shareholders' equity	20	892
Total changes of items during the period	20	892
Balance at the end of current period	767	1,659
<b>Deferred gains or losses on hedges</b>		
Balance at the beginning of current period	16	27
Changes of items during the period		
Net changes of items other than shareholders' equity	11	274
Total changes of items during the period	11	274
Balance at the end of current period	27	301
<b>Foreign currency translation adjustment</b>		
Balance at the beginning of current period	(2,402)	(2,411)
Changes of items during the period		
Net changes of items other than shareholders' equity	(9)	1,916
Total changes of items during the period	(9)	1,916
Balance at the end of current period	(2,411)	(494)
<b>Total accumulated other comprehensive income</b>		
Balance at the beginning of current period	(1,639)	(1,616)
Changes of items during the period		
Net changes of items other than shareholders' equity	22	3,083
Total changes of items during the period	22	3,083
Balance at the end of current period	(1,616)	1,466
<b>Minority interests</b>		
Balance at the beginning of current period	-	48
Changes of items during the period		
Net changes of items other than shareholders' equity	48	27
Total changes of items during the period	48	27
Balance at the end of current period	48	75
<b>Total net assets</b>		
Balance at the beginning of current period	39,721	43,515
Changes of items during the period		
Dividends from surplus	(656)	(750)
Interim dividends from surplus	(656)	(656)
Net income	4,933	6,249
Purchase of treasury stock	-	0
Change from newly consolidated subsidiary	103	-
Net changes of items other than shareholders' equity	70	3,110
Total changes of items during the period	3,794	7,953
Balance at the end of current period	43,515	51,469



Consolidated statements of comprehensive income

(Unit : ¥million)

	from:2011/04/01 to:2012/03/31	from:2012/04/01 to:2013/03/31
<b>Income before minority interests</b>	4,950	<b>6,267</b>
<b>Other comprehensive income</b>		
Valuation difference on available-for-sale securities	40	<b>893</b>
Deferred gains or losses on hedges	11	<b>274</b>
Foreign currency translation adjustment	6	<b>1,925</b>
Total other comprehensive income	57	<b>3,093</b>
<b>Comprehensive income</b>	5,008	<b>9,360</b>
<b>Comprehensive income attributable to</b>		
Comprehensive income attributable to owners of the par	4,991	<b>9,333</b>
Comprehensive income attributable to minority interests	16	<b>27</b>