## DATA BOOK 2009

May 7th, 2009
Year ended March 31, 2009


* Achievement transition(Consolidated)


| Consolidated | $\begin{gathered} \text { FY2006 } \\ \left(' 05 / 4-{ }^{\prime} 06 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2007 } \\ \left(' 06 / 4-{ }^{\prime} 07 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2008 } \\ (' 07 / 4-\text { '08/3) } \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ \left(' 08 / 4--^{\prime} 09 / 3\right) \end{gathered}$ |  | $\begin{gathered} \hline \text { FY2010 forecast } \\ (' 09 / 4-10 / 3) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \%Change | $\begin{gathered} \hline \text { Millions of } \\ \text { Yen } \\ \hline \end{gathered}$ | \%Change | Millions of Yen | \%Change | $\begin{aligned} & \hline \text { Millions of } \\ & \text { Yen } \end{aligned}$ | \%Change | Millions of Yen | \%Change |
| Net sales | 55,991 | 8.8 | 61,663 | 10.1 | 66,171 | 7.3 | 59,959 | $\triangle 9.4$ | 55,000 | $\triangle 8.3$ |
| Operating income | 2,254 | $\triangle 24.9$ | 2,831 | 25.6 | 3,031 | 7.1 | 1,117 | $\triangle 63.1$ | 1,100 | $\triangle 1.5$ |
| Ordinary income | 2,563 | $\triangle 20.8$ | 2,908 | 13.5 | 3,222 | 10.8 | 1,291 | $\triangle 59.9$ | 1,250 | $\triangle 3.2$ |
| Net income | 1,329 | $\triangle 27.2$ | 1,637 | 23.2 | 1,775 | 8.4 | 657 | $\triangle 63.0$ | 650 | $\triangle 1.1$ |

## * Achievement transition(Non-consolidated)

| Non-consolidated | $\begin{gathered} \text { FY2006 } \\ \left(' 05 / 4-{ }^{\prime} 06 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2007 } \\ \left(' 06 / 4-'^{\prime} 07 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2008 } \\ \left(' 07 / 4-\mathbf{-}^{\prime} 08 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ \left(' 08 / 4-{ }^{\prime} 09 / 3\right) \end{gathered}$ |  | $\begin{gathered} \hline \text { FY2010 forecast } \\ (' 09 / 4-10 / 3) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change |
| Net sales | 48,183 | 9.7 | 51,389 | 6.7 | 54,410 | 5.9 | 49,850 | $\triangle 8.4$ | 45,500 | $\triangle 8.7$ |
| Operating income | 1,158 | $\triangle 35.9$ | 1,296 | 11.9 | 1,434 | 10.6 | 586 | $\triangle 59.1$ | 500 | $\triangle 14.7$ |
| Ordinary income | 1,885 | $\triangle 22.4$ | 2,112 | 12.1 | 2,433 | 15.2 | 1,465 | $\triangle 39.8$ | 1,300 | $\triangle 11.3$ |
| Net income | 1,243 | $\triangle 23.9$ | 1,359 | 9.4 | 1,571 | 15.6 | 695 | $\triangle 55.8$ | 800 | 15.1 |

[^0]
## * Segment information(Consolidated)



1st Quarter $\square$ 2nd Quarter $\square$ 3rd Quarter $\square$ 4th Quarter - - Full-year




| Consolidated |  | $\begin{gathered} \text { FY2006 } \\ \left(' 05 / 4-{ }^{\prime} 06 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2007 } \\ \left(' 06 / 4-{ }^{\prime} 07 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2008 } \\ \left(' 07 / 4-\mathbf{\prime}^{\prime} 08 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ \left(' 08 / 4-{ }^{\prime} 09 / 3\right) \end{gathered}$ |  | FY2010 forecast <br> ('09/4-'10/3) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change | Millions of Yen | \%Change |
| Paper chemicals | Net sales | 21,374 | 9.1 | 22,193 | 3.8 | 23,038 | 3.8 | 19,737 | $\triangle 14.3$ | 16,900 | $\triangle 14.4$ |
|  | Operating income | 742 | $\triangle 23.0$ | 1,134 | 52.9 | 1,283 | 13.1 | 396 | $\triangle 69.1$ | 280 | $\triangle 29.4$ |
|  | Operating income/sales | 3.5\% |  | 5.1\% |  | 5.6\% |  | 2.0\% |  | 1.7\% |  |
| Speciality chemicals | Net sales | 33,677 | 8.0 | 38,559 | 14.5 | 42,420 | 10.0 | 39,550 | $\triangle 6.8$ | 37,600 | $\triangle 4.9$ |
|  | Operating income | 1,417 | $\triangle 29.4$ | 1,628 | 14.9 | 1,677 | 3.0 | 678 | $\triangle 59.6$ | 800 | 17.9 |
|  | Operating income/sales | 4.2\% |  | 4.2\% |  | 4.0\% |  | 1.7\% |  | 2.1\% |  |
| Others | Net sales | 939 | 34.5 | 910 | $\triangle 3.0$ | 712 | $\triangle 21.8$ | 671 | $\triangle 5.7$ | 500 | $\triangle 25.6$ |
|  | Operating income | 94 | 216.8 | 67 | $\triangle 28.1$ | 69 | 2.8 | 42 | $\triangle 39.2$ | 20 | $\triangle 52.8$ |
|  | Operating income/sales | 10.0\% |  | 7.4\% |  | 9.8\% |  | 6.3\% |  | 4.0\% |  |
| Consolidated total | Net sales | 55,991 | 8.8 | 61,663 | 10.1 | 66,171 | 7.3 | 59,959 | $\triangle 9.4$ | 55,000 | $\triangle 8.3$ |
|  | Operating income | 2,254 | $\triangle 24.9$ | 2,831 | 25.6 | 3,031 | 7.1 | 1,117 | $\triangle 63.1$ | 1,100 | $\triangle 1.5$ |
|  | Operating income/sales | 4.0\% |  | 4.6\% |  | 4.6\% |  | 1.9\% |  | 2.0\% |  |

[^1]* Business segment information(consolidated)


| Consolidated | $\begin{gathered} \text { FY2006 } \\ (' 05 / 4-\text { '06/3) } \end{gathered}$ |  | $\begin{gathered} \text { FY2007 } \\ \left(' 06 / 4-{ }^{\prime} 07 / 3\right) \end{gathered}$ |  | $\begin{gathered} \text { FY2008 } \\ (' 07 / 4-\text { '08/3) } \end{gathered}$ |  | $\begin{gathered} \text { FY2009 } \\ (' 08 / 4-\text { '09/3) } \end{gathered}$ |  | $\begin{aligned} & \text { FY2010 forecast } \\ & \text { ('09/4-'10/3) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of Yen | \%Change | $\begin{gathered} \hline \text { Millions of } \\ \text { Yen } \\ \hline \end{gathered}$ | \%Change | $\begin{aligned} & \hline \text { Millions of } \\ & \text { Yen } \end{aligned}$ | \%Change | $\begin{gathered} \hline \text { Millions of } \\ \text { Yen } \\ \hline \end{gathered}$ | \%Change | Millions of Yen | \%Change |
| Paper chemicals business | 21,374 | 9.1 | 22,193 | 3.8 | 23,038 | 3.8 | 19,737 | $\triangle 14.3$ | 16,900 | $\triangle 14.4$ |
| Speciality chemicals business | 24,483 | 9.3 | 27,803 | 13.6 | 30,470 | 9.6 | 28,464 | $\triangle 6.6$ | 25,900 | $\triangle 9.0$ |
| Total Basis business | 45,858 | 9.2 | 49,996 | 9.0 | 53,509 | 7.0 | 48,202 | $\triangle 9.9$ | 42,800 | $\triangle 11.2$ |
| Share | 81.9\% |  | 81.1\% |  | 80.9\% |  | 80.4\% |  | 77.8\% |  |
| Photo-Electronic materials business | 6,900 | 4.7 | 7,768 | 12.6 | 8,585 | 10.5 | 8,281 | $\triangle 3.5$ | 8,800 | 6.3 |
| Functional materials business | 3,022 | 13.3 | 3,605 | 19.3 | 3,777 | 4.8 | 3,167 | $\triangle 16.1$ | 3,100 | $\triangle 2.1$ |
| Total Expansion business | 9,923 | 7.2 | 11,373 | 14.6 | 12,362 | 8.7 | 11,448 | $\triangle 7.4$ | 11,900 | 3.9 |
| Share | 17. |  |  |  | 18. |  | 19. |  | 21. |  |
| Others | 209 | $\triangle 7.0$ | 293 | 40.0 | 299 | 2.0 | 308 | 3.0 | 300 | $\triangle 2.9$ |
| Total | 55,991 | 8.8 | 61,663 | 10.1 | 66,171 | 7.3 | 59,959 | $\triangle 9.4$ | 55,000 | $\triangle 8.3$ |

* Paper chemicals business..... Size agent, Paper strengthening agent, Ratex, etc.
* Speciality chemicals business. . . . . Printing ink resin, Paint resin, Adhesive resin, Polymerization emulsifier, Colorless rosin derivatives, etc.
* Photo-Electronic materials business $\cdots \cdots$ UV/EB curable resin, Compound materials for electronics, Organic/inorganic hybrid resin, etc.
* Functional materials business.... Flux cleaning solvent, Flux cleaning system, Functional fine chemical materials, Solder paste, etc.
* Others $\cdots$... Real estate agent, Insurance business, etc.

Management index

|  |  | FY2006 ('05/4-'06/3) | FY2007 '06/4-'07/3) | FY2008 07/4-'08/3) | FY2009 08/4-'09/3) | $\begin{array}{r} \text { FY2010 } \\ \text { forecast } \\ \text { '09/4-'10/3) } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital investment (Completion basis) (Millions of Yen) | Consolidated | 4,919 | 1,574 | 2,991 | 1,349 | 3,780 |  |
|  | Non-consolidated | 2,110 | 989 | 958 | 1,098 | 2,300 |  |
| Capital investment (Cash flows basis) (Millions of Yen) | Consolidated | 4,467 | 2,624 | 2,274 | 1,562 | 3,400 |  |
|  | Non-consolidated | 1,966 | 1,070 | 1,070 | 1,316 | 2,120 |  |
| Depreciation and amortization (Millions of Yen) | Consolidated | 1,655 | 1,832 | 2,091 | 2,183 | 2,360 |  |
|  | Non-consolidated | 1,208 | 1,150 | 1,370 | 1,462 | 1,650 |  |
| R \& D expenses (Millions of Yen) | Consolidated | 2,257 | 2,321 | 2,495 | 2,637 | 3,110 |  |
|  | Non-consolidated | 1,899 | 1,971 | 2,170 | 2,325 | 2,800 |  |
| Interest-bearing debt (Millions of Yen) | Consolidated | 6,785 | 9,829 | 8,275 | 10,147 | 9,560 |  |
|  | Non-consolidated | 5,572 | 7,286 | 5,896 | 7,563 | 7,130 |  |
| Total assets (Millions of Yen) | Consolidated | 62,012 | 67,732 | 64,799 | 58,531 | 61,500 |  |
|  | Non-consolidated | 53,659 | 58,203 | 55,038 | 51,070 | 51,900 |  |
| Shareholders' equity <br> (Millions of Yen) | Consolidated | 34,666 | 35,446 | 35,639 | 34,148 | 34,400 | Note(1) |
|  | Non-consolidated | 32,925 | 33,220 | 33,259 | 32,595 | 33,000 |  |
| Shareholders' equity to total assets(\%) | Consolidated | 55.9 | 52.3 | 55.0 | 58.3 | 55.9 | Note(1) |
|  | Non-consolidated | 61.4 | 57.1 | 60.4 | 63.8 | 63.6 |  |
| Return on equity (\%) | Consolidated | 4.1 | 4.7 | 5.0 | 1.9 | 1.9 | Note(1) |
|  | Non-consolidated | 4.0 | 4.1 | 4.7 | 2.1 | 2.4 |  |
| Operating income to net sales <br> (\%) | Consolidated | 4.0 | 4.6 | 4.6 | 1.9 | 2.0 |  |
|  | Non-consolidated | 2.4 | 2.5 | 2.6 | 1.2 | 1.1 |  |
| Ordinary income to net sales (\%) | Consolidated | 4.6 | 4.7 | 4.9 | 2.2 | 2.3 |  |
|  | Non-consolidated | 3.9 | 4.1 | 4.5 | 2.9 | 2.9 |  |
| Earnings per share-Basic (Yen) | Consolidated | 81.80 | 81.31 | 88.18 | 32.64 | 32.28 | Note(3) |
|  | Non-consolidated | 76.59 | 67.51 | 78.05 | 34.51 | 39.72 |  |
| Book-value per share (Yen) | Consolidated | 2,063.56 | 1,759.95 | 1,769.62 | 1,695.62 | 1,710.00 | Note(2),(3) |
|  | Non-consolidated | 1,959.90 | 1,649.44 | 1,651.46 | 1,618.53 | 1,640.00 |  |
| Price to earnings ratio | Consolidated | 16.1 | 18.0 | 13.1 | 19.1 | - |  |
|  | Non-consolidated | 17.2 | 21.7 | 14.8 | 18.1 | - |  |
| Annual Dividends per share (Yen) |  | 20.00 | 24.00 | 25.00 | 22.50 | 23.00 |  |
| Payout ratio <br> (\%) | Consolidated | 24.4 | 29.5 | 28.4 | 68.9 | 71.3 |  |
|  | Non-consolidated | 26.1 | 35.6 | 32.0 | 65.2 | 57.9 |  |
| Number of employees | Consolidated | 1,084 | 1,128 | 1,179 | 1,218 | 1,235 |  |
|  | Non-consolidated | 645 | 642 | 646 | 658 | 665 |  |

[^2]| Assets | (Unit: Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2005 | FY2006 | FY2007 | FY2008 | Y2009 |
|  | ('04/4-'05/3) ('05/4-'06/3) ('06/4-'07/3) ('07/4-'08/3) ('08/4-'09/3) |  |  |  |  |
| $\diamond$ Current Assets | 32,585 | 35,451 | 41,172 | 39,977 | 36,563 |
| Cash and deposits | 5,513 | 4,187 | 2,457 | 3,981 | 6,928 |
| Notes and accounts receivable-trade | 19,170 | 21,167 | 25,846 | 24,341 | 17,906 |
| Short-term investment securities | 2 | 506 | - | - | - |
| Inventories | 7,014 | 8,492 | 11,685 | 10,613 | 10,675 |
| Deferred tax assets | 438 | 411 | 511 | 528 | 451 |
| Other | 562 | 808 | 791 | 629 | 709 |
| Allowance for doubtful accounts | $\triangle 115$ | $\triangle 122$ | $\triangle 120$ | $\triangle 116$ | $\triangle 107$ |
| $\diamond$ Noncurrent assets | 22,054 | 26,561 | 26,560 | 24,821 | 21,968 |
| - Property, plant and equipment | 15,151 | 17,988 | 18,765 | 18,799 | 17,686 |
| Buildings and structures | 5,448 | 6,088 | 5,988 | 6,954 | 6,465 |
| Machinery, equipment and vehicles | 3,935 | 5,871 | 5,807 | 5,519 | 4,644 |
| Land | 4,535 | 5,240 | 5,241 | 5,235 | 5,270 |
| Construction in progress | 467 | 32 | 996 | 400 | 612 |
| Other | 764 | 755 | 730 | 689 | 692 |
| - Intangible assets | 1,021 | 924 | 830 | 667 | 460 |
| - Investments and other assets | 5,881 | 7,648 | 6,964 | 5,354 | 3,821 |
| Investment securities | 5,254 | 7,036 | 6,320 | 4,678 | 2,935 |
| Deferred tax assets | 142 | 140 | 165 | 158 | 396 |
| Other | 777 | 751 | 555 | 529 | 497 |
| Allowance for doubtful accounts | $\triangle 293$ | $\triangle 280$ | $\triangle 77$ | $\triangle 11$ | $\triangle 8$ |
| Total Assets | 54,640 | 62,012 | 67,732 | 64,799 | 58,531 |

Liabilities

| $\diamond$ Current liabilities | 19,171 | 21,455 | 26,589 | 24,545 | 18,539 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Notes and accounts payable-trade | 9,863 | 10,910 | 13,346 | 12,171 | 7,964 |
| Short-term loans payable | 5,281 | 6,530 | 8,958 | 7,601 | 7,658 |
| Income taxes payable | 712 | 698 | 717 | 690 | 75 |
| Accrued consumption taxes | 25 | 45 | 50 | 153 | 44 |
| Notes payable-facilities | 104 | 84 | 78 | 140 | 83 |
| Other | 3,183 | 3,185 | 3,437 | 3,786 | 2,712 |
| Noncurrent liabilities | 3,457 | 3,833 | 4,080 | 3,234 | 4,755 |
| Long-term loans payable | 802 | 254 | 870 | 673 | 2,489 |
| Deferred tax liabilities | 384 | 1,293 | 876 | 269 | - |
| Provision for retirement benefits | 1,947 | 1,976 | 2,016 | 2,015 | 2,039 |
| Provision for retirement allowances for directors | 323 | 272 | 316 | - | - |
| Other | 0 | 35 | 0 | 275 | 226 |
| Total Liabilities | 22,629 | 25,289 | 30,670 | 27,779 | 23,294 |

Net assets

| $\diamond$ Shareholders' equity | 29,468 | 31,956 | 33,194 | 34,445 | 34,589 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Capital stock | 2,365 | 3,128 | 3,128 | 3,128 | 3,128 |
| Capital surplus | 2,587 | 3,350 | 3,350 | 3,350 | 3,350 |
| Retained earnings | 24,519 | 25,482 | 26,725 | 27,977 | 28,121 |
| Treasury stock | $\Delta 3$ | $\Delta 3$ | $\Delta 9$ | $\Delta 10$ | $\Delta 10$ |
| Valuation and translation adjustments | 861 | 2,709 | 2,251 | 1,193 | $\Delta 440$ |
| Valuation difference on <br> available-for-sale securities | 1,273 | 2,625 | 1,952 | 926 | 72 |
| Foreign currency translation adjustment | $\Delta 412$ | 84 | 299 | 266 | $\Delta 513$ |
| Minority interests | 1,680 | 2,057 | 1,616 | 1,380 | 1,088 |
| Total Net assets | 32,011 | 36,723 | 37,062 | 37,019 | 35,237 |
| Total Liabilities and net assets | 54,640 | 62,012 | 67,732 | 64,799 | 58,531 |

* Conventional "Shareholders' Equity" section is reclassified into "Net Assets."


## Statements of Income (Consolidated)

FY2005 FY2006 FY2007 FY2008 FY2009
('04/4-'05/3) ('05/4-'06/3) ('06/4-'07/3) ('07/4-'08/3) ('08/4-'09/3)

| $\diamond$ Net sales | 51,470 | 55,991 | 61,663 | 66,171 | 59,959 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\diamond$ Cost of sales | 39,280 | 44,212 | 48,882 | 52,921 | 48,585 |
| Gross profit | 12,190 | 11,778 | 12,781 | 13,250 | 11,374 |
| Selling, general and administrative expense | 9,188 | 9,524 | 9,950 | 10,218 | 10,257 |
| Operating income | 3,001 | 2,254 | 2,831 | 3,031 | 1,117 |
| $\diamond$ Non-operating income | 352 | 440 | 500 | 596 | 567 |
| Interest income | 19 | 19 | 17 | 18 | 16 |
| Dividends income | 44 | 56 | 74 | 94 | 100 |
| Technical support fee | 74 | 99 | 134 | 145 | 140 |
| Real estate rent | 56 | 56 | 59 | 90 | 102 |
| Foreign exchange gains | - | 78 | 46 | - | - |
| Equity in earnings of affiliates | 38 | 49 | 86 | 94 | 86 |
| Other | 117 | 79 | 83 | 152 | 120 |
| $\diamond$ Non-operating expenses | 118 | 131 | 423 | 404 | 392 |
| Interest expenses | 57 | 67 | 130 | 187 | 202 |
| Stock issuance cost | - | 21 | - | - | - |
| Foreign exchange losses | 7 | - | - | 43 | 144 |
| Other | 53 | 42 | 292 | 173 | 45 |
| Ordinary income | 3,235 | 2,563 | 2,908 | 3,222 | 1,291 |
| $\diamond$ Extraordinary income | 143 | 53 | 9 | 6 | 310 |
| Gain on sales of noncurrent assets | 141 | 50 | 3 | 1 | 282 |
| Gain on sales of investment securities | - | - | - | - | 5 |
| Reversal of allowance for doubtful account | 2 | 3 | 5 | 5 | 7 |
| Other | - | - | - | - | 15 |
| $\diamond$ Extraordinary loss | 66 | 69 | 28 | 161 | 319 |
| Loss on sales and retirement of noncurrent assets | 61 | 34 | 28 | 61 | 52 |
| Loss on sales of investment securities | - | 13 | - | - | - |
| Loss on valuation of investment securities | - | - | - | 0 | 260 |
| Loss on valuation of noncurrent assets | 4 | 0 | 0 | 0 | 6 |
| Other | - | 22 | - | 99 | - |
| Income before income taxes | 3,312 | 2,547 | 2,888 | 3,067 | 1,282 |
| Income taxes-current | 1238 | 1,021 | 1,207 | 1,129 | 498 |
| Income taxes-deferred | 36 | 0 | $\triangle 74$ | 94 | 156 |
| Minority interests in income | 210 | 196 | 117 | 68 | $\triangle 29$ |
| Net income | 1,826 | 1,329 | 1,637 | 1,775 | 657 |

## Statements of Cash Flows (consolidated)

(Unit : Millions of Yen)
FY2005 FY2006 FY2007 FY2008 FY2009 ('04/4-'05/3) ('05/4-'06/3) ('06/4-'07/3) ('07/4-'08/3) ('08/4-'09/3)
I . Net cash provided by (used in) operating

| Income before income taxes | 3,312 | 2,547 | 2,888 | 3,068 | 1,282 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Depreciation and amortization | 1,587 | 1,655 | 1,832 | 2,091 | 2,183 |
| Amortization of consolidation difference | 216 | 216 | - | - | - |
| Amortization of goodwill | - | - | 248 | 226 | 108 |
| Increase (decrease) in allowance for doubtful accounts | 15 | $\Delta 13$ | $\Delta 205$ | $\Delta 67$ | $\Delta 6$ |
| Increase (decrease) in provision for retirement benefits | 1 | 29 | 40 | $\Delta 1$ | 33 |
| Loss (gain) on valuation of investment securities | - | - | - | 0 | 260 |
| Loss (gain) on sales of investment securities | $\Delta 12$ | 13 | 0 | - | $\Delta 5$ |
| Interest and dividends income | $\Delta 64$ | $\Delta 76$ | $\Delta 91$ | $\Delta 112$ | $\Delta 117$ |
| Interest expenses | 57 | 67 | 130 | 187 | 202 |
| Decrease (increase) in notes and accounts receivable-trade | $\Delta 920$ | $\Delta 1,858$ | $\Delta 4,643$ | 1,465 | 6,079 |
| Increase (decrease) in notes and accounts payable-trade | 1,144 | 930 | 2,408 | $\Delta 1,135$ | $\Delta 3,962$ |
| Other, net | $\Delta 1,050$ | $\Delta 1,470$ | $\Delta 2,663$ | 1,275 | $\Delta 1,647$ |
| Sub-total | 4,285 | 2,039 | $\Delta 54$ | 6,998 | 4,411 |
| Interest and dividends income received | 73 | 83 | 132 | 178 | 158 |
| Interest expenses paid | $\Delta 60$ | $\Delta 65$ | $\Delta 126$ | $\Delta 194$ | $\Delta 200$ |
| Income taxes paid | $\Delta 1,323$ | $\Delta 1,042$ | $\Delta 1,189$ | $\Delta 1,155$ | $\Delta 1,108$ |


| Other, net | - | - | - | $\Delta 99$ | - |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Net cash provided by (used in) operating activities | 2,975 | 1,015 | $\Delta 1,238$ | 5,727 | 3,261 |

II. Net cash provided by (used in) investment activities

| Purchase of noncurrent assets | $\triangle 1,975$ | $\triangle 4,467$ | $\triangle 2,624$ | $\triangle$ 2,274 | $\triangle 1,562$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Purchase of investment securities | $\triangle 387$ | $\triangle 37$ | $\triangle 366$ | $\triangle 69$ | $\triangle 70$ |
| Proceeds from sales of investment securities | 20 | 7 | 1 | - | 11 |
| Purchase of investments in (capital of) subsidiaries | - | - | $\triangle 528$ | - | $\triangle 173$ |
| Increase (decrease) in notes payable-facilities | 8 | $\triangle 20$ | $\triangle 5$ | 62 | $\triangle 57$ |
| Other, net | 448 | $\triangle 119$ | 886 | 275 | $\triangle 6$ |
| Net cash provided by (used in) investment activities | $\triangle 1,885$ | $\triangle 4,637$ | $\triangle$ 2,637 | $\triangle 2,006$ | $\triangle 1,858$ |
| III. Net cash provided by (used in) financing activities |  |  |  |  |  |
| Net increase (decrease) in short-term loans payable | $\triangle 494$ | 651 | 2,899 | $\triangle 1,373$ | 363 |
| Proceeds from long-term loans payable | 98 | 328 | 966 | 78 | 2,200 |
| Repayment of long-term loans payable | $\triangle 314$ | $\triangle 217$ | $\triangle 883$ | $\triangle 243$ | $\triangle 384$ |
| Proceeds from issuance of common stock | - | 1,525 | - | - | - |
| Cash dividends paid | $\triangle 299$ | $\triangle 331$ | $\triangle 369$ | $\triangle 523$ | $\triangle 513$ |
| Cash dividends paid to minority shareholders | $\triangle 120$ | $\triangle 121$ | $\triangle 105$ | $\triangle 120$ | $\triangle 20$ |
| Other, net | 299 | 88 | $\triangle 5$ | $\triangle 1$ | $\triangle 0$ |
| Net cash provided by (used in) financing activities | $\triangle 832$ | 1,923 | 2,502 | $\triangle$ 2,183 | 1,645 |
| IV. Effect of exchange rate change on cash and cash equivalents | $\triangle 18$ | 269 | 23 | $\triangle 22$ | $\triangle 146$ |
| V. Net increase (decrease) in cash and cash equivalents | 239 | $\triangle 1,429$ | $\triangle 1,350$ | 1,514 | 2,901 |
| VI. Cash and cash equivalents, Beginning of term | 4,936 | 5,175 | 3,746 | 2,396 | 3,911 |
| VII. Cash and cash equivalents, End of term | 5,175 | 3,746 | 2,396 | 3,911 | 6,812 |

Balance Sheets (Non-consolidated)

Assets

| $\diamond$ Current assets | 25,728 | 28,011 | 33,118 | 31,907 | 29,805 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and deposits | 2,124 | 2,081 | 1,008 | 2,023 | 5,012 |
| Notes and accounts receivable-trade | 17,055 | 18,716 | 22,806 | 21,030 | 15,547 |
| Short-term investment securities | - | 503 | - | - | - |
| Inventories | 5,337 | 5,704 | 7,395 | 6,860 | 7,243 |
| Other | 1,301 | 1,095 | 1,998 | 2,082 | 2,090 |
| Allowance for doubtful accounts | $\triangle 90$ | $\triangle 90$ | $\triangle 90$ | $\triangle 90$ | $\triangle 90$ |
| $\diamond$ Noncurrent assets | 22,555 | 25,648 | 25,084 | 23,130 | 21,265 |
| - Property, plant and equipment | 12,157 | 12,794 | 12,548 | 12,101 | 11,907 |
| Buildings and structures | 4,570 | 4,452 | 4,262 | 4,006 | 3,853 |
| Machinery, equipment and vehicles | 3,049 | 3,273 | 3,244 | 2,905 | 2,534 |
| Land | 3,875 | 4,583 | 4,584 | 4,578 | 4,615 |
| Other | 662 | 484 | 457 | 611 | 903 |
| - Intangible assets | 98 | 155 | 276 | 333 | 272 |
| - Investments and other assets | 10,299 | 12,698 | 12,260 | 10,696 | 9,085 |
| Investment securities | 4,907 | 6,658 | 5,897 | 4,257 | 2,628 |
| Stocks of subsidiaries and affiliates | 3,292 | 3,292 | 3,637 | 3,637 | 3,637 |
| Investments in capital of subsidiaries and affiliates | 1,558 | 1,828 | 2,011 | 2,185 | 1,787 |
| Other | 776 | 1,124 | 721 | 624 | 1,039 |
| Allowance for doubtful accounts | $\triangle 235$ | $\triangle 206$ | $\triangle 8$ | $\triangle 8$ | $\triangle 8$ |
| Total Assets | 48,284 | 53,659 | 58,203 | 55,038 | 51,070 |

Liabilities

| $\diamond$ Current liabilities | 16,623 | 17,237 | 21,524 | 19,206 | 14,213 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Notes and accounts payable-trade | 8,450 | 9,169 | 11,467 | 10,231 | 6,651 |
| Short-term loans payable | 4,900 | 5,100 | 6,450 | 5,300 | 5,000 |
| Current portion of long-term loans payable | 208 | 225 | 239 | 233 | 233 |
| Accounts payable-other | 1,758 | 1,483 | 1,827 | 1,826 | 1,370 |
| Accrued expenses | 753 | 662 | 798 | 809 | 647 |
| Income taxes payable | 404 | 434 | 449 | 539 | 55 |
| Accrued consumption taxes | 13 | 24 | 36 | 144 | 23 |
| Deposits received | 49 | 52 | 88 | 36 | 44 |
| Notes payable-facilities | 84 | 84 | 52 | 48 | 69 |
| Other | - | - | 113 | 37 | 118 |
| Noncurrent liabilities | 2,477 | 3,496 | 3,459 | 2,572 | 4,260 |
| Long-term loans payable | 172 | 246 | 596 | 363 | 2,330 |
| Deferred tax liabilities | 382 | 1,286 | 869 | 265 | - |
| Provision for retirement benefits | 1,676 | 1,686 | 1,717 | 1,682 | 1,724 |
| Provision for retirement allowances for directors | 246 | 241 | 275 | - | - |
| Other | - | 34 | - | 260 | 206 |
| Total Liabilities | 19,100 | 20,733 | 24,983 | 21,778 | 18,474 |

## Net assets

| $\diamond$ Shareholders' equity | 27,915 | 30,319 | 31,279 | 32,326 | 32,507 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Capital stock | 2,365 | 3,128 | 3,128 | 3,128 | 3,128 |
| Capital surplus | 2,587 | 3,350 | 3,350 | 3,350 | 3,350 |
| Retained earnings | 22,966 | 23,845 | 24,810 | 25,858 | 26,040 |
| Treasury stock | $\Delta 3$ | $\Delta 3$ | $\Delta 9$ | $\Delta 10$ | $\Delta 10$ |
| Valuation and translation adjustments | 1,268 | 2,606 | 1,940 | 932 | 87 |
| Valuation difference on available-for-sale securitie | 1,268 | 2,606 | 1,940 | 932 | 87 |
| Total Net assets | 29,183 | 32,925 | 33,220 | 33,259 | 32,595 |
| Total Liabilities and net assets | 48,284 | 53,659 | 58,203 | 55,038 | 51,070 |

* Conventional "Shareholders' Equity" section is reclassified into "Net Assets."


## Statements of Income (Non-consolidated)

(Unit : Millions of Yen)

|  | $\begin{array}{r} \text { FY2005 } \\ \left(' 04 / 4-\mathbf{' O}^{\prime} / 3\right) \end{array}$ | $\begin{array}{r} \text { FY2006 } \\ \left(' 05 / 4-\mathbf{'}^{\prime} 06 / 3\right) \end{array}$ | $\begin{array}{r} \text { FY2007 } \\ \left(' 06 / 4-{ }^{\prime} 07 / 3\right) \end{array}$ | $\begin{array}{r} \text { FY2008 } \\ (' 07 / 4-08 / 3) \end{array}$ | $\begin{array}{r} \text { FY2009 } \\ (' 08 / 4-09 / 3) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\diamond$ Net sales | 43,922 | 48,183 | 51,389 | 54,410 | 49,850 |
| $\diamond$ Cost of sales | 34,811 | 39,612 | 42,444 | 45,147 | 41,398 |
| Gross profit | 9,110 | 8,570 | 8,945 | 9,263 | 8,451 |
| Selling, general and | 7,304 | 7,412 | 7,648 | 7,828 | 7,865 |
| Operating income | 1,806 | 1,158 | 1,296 | 1,434 | 586 |
| $\diamond$ Non-operating income | 681 | 805 | 1,032 | 1,181 | 973 |
| Interest income | 12 | 23 | 20 | 25 | 24 |
| Dividends income | 254 | 316 | 395 | 612 | 405 |
| Technical support fee | 161 | 208 | 293 | 278 | 239 |
| Real estate rent | 55 | 54 | 82 | 130 | 150 |
| Foreign exchange gains | 33 | 57 | 59 | 18 | 53 |
| Other | 164 | 145 | 181 | 115 | 100 |
| $\diamond$ Non-operating expenses | 59 | 79 | 216 | 182 | 94 |
| Interest expenses | 29 | 31 | 47 | 71 | 66 |
| Stock issuance cost | - | 21 | - | - |  |
| Loss on abandonment of goods | 14 | 15 | 27 | 7 | - |
| Other | 15 | 11 | 141 | 103 | 27 |
| Ordinary income | 2,429 | 1,885 | 2,112 | 2,433 | 1,465 |
| $\diamond$ Extraordinary income | 143 | 52 | 3 | 1 | 286 |
| Gain on sales of noncurrent assets | 141 | 49 | 2 | 1 | 281 |
| Gain on sales of investment securities | - | - | 0 | - | 5 |
| Reversal of allowance for doubtful accounts | 2 | 2 | 0 | 0 | 0 |
| $\diamond$ Extraordinary loss | 60 | 50 | 20 | 65 | 769 |
| Loss on sales and retirement of noncurrent assets | 56 | 28 | 20 | 35 | 24 |
| Loss on valuation of investment securities | - | - | - | 0 | 257 |
| Loss on valuation of investments in capital of subsidiaries and affiliates | - | - | - | - | 480 |
| Loss on valuation of noncurrent assets | 4 | 0 | 0 | 0 | 6 |
| Other | - | 22 | - | 28 | - |
| Income before income taxes | 2,511 | 1,886 | 2,095 | 2,369 | 982 |
| Income taxes-current | 820 | 650 | 760 | 730 | 310 |
| Income taxes-deferred | 56 | $\triangle 6$ | $\triangle 24$ | 68 | $\triangle 22$ |
| Net income | 1,634 | 1,243 | 1,359 | 1,571 | 695 |

[^3]
## Balance sheets(Consolidated)

(Unit: Millions of yen)

| Item | FY2008 <br> As of March 31, 2008 |  | FY2009 <br> As of March 31, 2009 |  | Increase /Decrease |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\begin{array}{\|c} \hline \text { Com- } \\ \text { position } \\ \text { ratio } \\ \hline \end{array}$ | Amount | $\begin{gathered} \text { Com- } \\ \text { position } \\ \text { ratio } \\ \hline \end{gathered}$ |  |
| (Assets) |  | \% |  | \% |  |
| I Current assets |  |  |  |  |  |
| 1. Cash and deposits | 3,981 |  | 6, 928 |  | 2, 947 |
| 2. Notes and accounts receivable-trade | 24,341 |  | 17, 906 |  | $\triangle 6,435$ |
| 3. Inventories | 10,613 |  | 10,675 |  | 61 |
| 4. Deferred tax assets | 528 |  | 451 |  | $\triangle \quad 76$ |
| 5. Other | 629 |  | 709 |  | 80 |
| Allowance for doubtful accounts | $\triangle 116$ |  | $\triangle 107$ |  | 8 |
| Total Current assets | 39, 977 | 61.7 | 36, 563 | 62.5 | $\triangle 3,414$ |
| II Noncurrent assets |  |  |  |  |  |
| 1. Property, plant and equipment |  |  |  |  |  |
| (1) Buildings and structures | 6,954 |  | 6,465 |  | $\triangle 489$ |
| (2) Machinery, equipment and vehicles | 5,519 |  | 4,644 |  | $\triangle 874$ |
| (3) Land | 5,235 |  | 5,270 |  | 35 |
| (4) Construction in progress | 400 |  | 612 |  | 212 |
| (5) Other | 689 |  | 692 |  | 3 |
| Total Property, plant and equipment | 18,799 | 29.0 | 17,686 | 30.2 | $\triangle 1,112$ |
| 2. Intangible assets |  |  |  |  |  |
| (1) Goodwill | 108 |  | - |  | $\triangle 108$ |
| (2) Other | 559 |  | 460 |  | $\triangle \quad 99$ |
| Total Intangible assets | 667 | 1.0 | 460 | 0.8 | $\triangle \quad 207$ |
| 3. Investments and other assets |  |  |  |  |  |
| (1) Investment securities | 4,678 |  | 2,935 |  | $\triangle 1,742$ |
| (2) Deferred tax assets | 158 |  | 396 |  | 237 |
| (3) Other | 529 |  | 497 |  | $\triangle \quad 31$ |
| Allowance for doubtful accounts | $\triangle 11$ |  | $\triangle 8$ |  | 2 |
| Total Investments and other assets | 5,354 | 8. 3 | 3, 821 | 6. 5 | $\triangle 1,533$ |
| Total Noncurrent assets | 24, 821 | 38.3 | 21,968 | 37.5 | $\triangle 2,852$ |
| Total Assets | 64,799 | 100.0 | 58,531 | 100.0 | $\triangle 6,267$ |

(Unit: Millions of yen)

|  | FY2008 <br> As of March 31, | , 2008 | FY2009 <br> As of March 31 | , 2009 |  | ase <br> crease |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Item | Amount | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { Com- } \\ \text { position } \\ \text { ratio } \end{array} \\ \hline \end{array}$ | Amount | $\begin{array}{\|c\|} \hline \text { Com- } \\ \text { position } \\ \text { ratio } \\ \hline \end{array}$ |  |  |
| (Liabilities) |  | \% |  | \% |  |  |
| I Current liabilities |  |  |  |  |  |  |
| 1. Notes and accounts payable-trade | 12,171 |  | 7,964 |  | $\triangle$ | 4,207 |
| 2. Short-term loans payable | 7,601 |  | 7,658 |  |  | 57 |
| 3. Income taxes payable | 690 |  | 75 |  | $\Delta$ | 615 |
| 4. Accrued consumption taxes | 153 |  | 44 |  | $\triangle$ | 109 |
| 5. Provision for directors' bonuses | 40 |  | 25 |  | $\triangle$ | 14 |
| 6. Notes payable-facilities | 140 |  | 83 |  | $\triangle$ | 57 |
| 7. Other | 3,746 |  | 2,687 |  | $\Delta$ | 1,059 |
| Total Current liabilities | 24,545 | 37.9 | 18, 539 | 31.7 | $\triangle$ | 6,006 |
| II Noncurrent liabilities |  |  |  |  |  |  |
| 1. Long-term loans payable | 673 |  | 2,489 |  |  | 1,815 |
| 2. Deferred tax liabilities | 269 |  | - |  | $\triangle$ | 269 |
| 3. Provision for retirement benefits | 2, 015 |  | 2, 039 |  |  | 24 |
| 4. Other | 275 |  | 226 |  | $\triangle$ | 49 |
| Total Noncurrent liabilities | 3, 234 | 5.0 | 4,755 | 8.1 |  | 1,520 |
| Total Liabilities | 27,779 | 42.9 | 23, 294 | 39.8 | $\Delta$ | 4,485 |
| (Net assets) |  |  |  |  |  |  |
| I Shareholders' equity |  |  |  |  |  |  |
| 1. Capital stock | 3,128 |  | 3,128 |  |  | - |
| 2. Capital surplus | 3,350 |  | 3, 350 |  |  | - |
| 3. Retained earnings | 27,977 |  | 28,121 |  |  | 143 |
| 4. Treasury stock | $\triangle \quad 10$ |  | $\triangle \quad 10$ |  | $\triangle$ | 0 |
| Total Shareholders' equity | 34, 445 | 53.2 | 34,589 | 59.1 |  | 143 |
| II Valuation and translation adjustments |  |  |  |  |  |  |
| 1. Valuation difference on available-for-sale securities | 926 |  | 72 |  | $\triangle$ | 854 |
| 2. <br> Foreign currency translation adiustment | 266 |  | $\triangle \quad 513$ |  | $\triangle$ | 779 |
| Total Valuation and translation adjustments | 1,193 | 1.8 | $\triangle \quad 440$ | $\triangle 0.8$ | $\triangle$ | 1,634 |
| III Minority interests | 1,380 | 2.1 | 1, 088 | 1.9 | $\Delta$ | 291 |
| Total Net assets | 37, 019 | 57.1 | 35, 237 | 60.2 | $\Delta$ | 1,782 |
| Total Liabilities and net assets | 64,799 | 100.0 | 58, 531 | 100.0 | $\triangle$ | 6,267 |

## Statements of income(Consolidated)

(Unit: Millions of yen)


## Statements of cash flows (Consolidated)

| Item | $\begin{gathered} \text { FY2008 } \\ , 07 / 4-{ }^{\prime} 08 / 3 \end{gathered}$ | $\begin{gathered} \text { FY2009 } \\ , 08 / 4-' 09 / 3 \end{gathered}$ | Increase /Decrease |
| :---: | :---: | :---: | :---: |
|  | Amount | Amount |  |
| I Net cash provided by (used in) operating |  |  |  |
| Income before income taxes | 3,068 | 1,282 | $\triangle 1,785$ |
| Depreciation and amortization | 2,091 | 2,183 | 91 |
| Amortization of goodwill | 226 | 108 | $\triangle 118$ |
| Increase (decrease) in allowance for doubtful accounts | $\triangle \quad 67$ | $\triangle \quad 6$ | 60 |
| Increase (decrease) in provision for directors' bonuses | 5 | $\triangle 14$ | $\triangle 20$ |
| Increase (decrease) in provision for retirement benefits | $\triangle 1$ | 33 | 34 |
| Increase (decrease) in provision for directors' retirement benefits | $\triangle 316$ | - | 316 |
| Loss (gain) on valuation of investment securities | 0 | 260 | 260 |
| Loss (gain) on valuation of other investments | - | 6 | 6 |
| Loss (gain) on sales of investment securities | - | $\triangle \quad 5$ | $\triangle$, 5 |
| Loss (gain) on sales and retirement of noncurrent assets | 59 | $\triangle 229$ | $\triangle 289$ |
| Interest and dividends income | $\triangle 112$ | $\triangle 117$ | $\triangle \quad 4$ |
| Interest expenses | 187 | 202 | 15 |
| Equity in (earnings) losses of affiliates | $\triangle \quad 94$ | $\triangle 86$ | 8 |
| Relocation expenses | 99 | - | $\triangle \quad 99$ |
| Decrease (increase) in notes and accounts receivable-trade | 1,465 | 6, 079 | 4,614 |
| Decrease (increase) in inventories | 1,014 | $\triangle \quad 556$ | $\triangle 1,570$ |
| Increase (decrease) in notes and accounts payable-trade | $\triangle 1,135$ | $\triangle$ 3,962 | $\triangle 2,826$ |
| Increase (decrease) in accrued consumption taxes | 102 | $\triangle 108$ | $\triangle 211$ |
| Other, net | 403 | $\triangle \quad 658$ | $\triangle \quad 1,062$ |
| Subtotal | 6,998 | 4, 411 | $\triangle$ 2,586 |
| Interest and dividends income received | 178 | 158 | $\triangle 20$ |
| Interest expenses paid | $\triangle 194$ | $\triangle 200$ | $\triangle 5$ |
| Payments for removal expenses | $\triangle \quad 99$ | - - | 99 |
| Income taxes paid | $\triangle 1,155$ | $\triangle \quad 1,108$ | 47 |
| Net cash provided by (used in) operating activities | 5,727 | 3,261 | $\triangle 2,466$ |
| II Net cash provided by (used in) investment activities |  |  |  |
| Decrease (increase) in time deposits | $\triangle 8$ | $\triangle \quad 45$ | $\triangle 36$ |
| Purchase of property, plant and equipment | $\triangle 2,149$ | $\triangle 1,520$ | 629 |
| Proceeds from sales of property, plant and equipment | 24 | 370 | 346 |
| Purchase of investment securities | $\triangle \quad 69$ | $\triangle \quad 70$ | $\triangle \quad 0$ |
| Proceeds from sales of investment securities | - | 11 | 11 |
| Purchase of intangible assets | $\triangle 124$ | $\triangle \quad 41$ | 83 |
| Purchase of investments in capital of subsidiaries | - | $\triangle 173$ | $\triangle 173$ |
| Purchase of investments and other assets | $\triangle \quad 93$ | $\triangle 30$ | 62 |
| Proceeds from sales of investments and other assets | 94 | 26 | $\triangle \quad 68$ |
| Increase (decrease) in notes payable-facilities | 62 | $\triangle \quad 57$ | $\triangle 119$ |
| Other, net | 259 | $\triangle \quad 326$ | $\triangle \quad 585$ |
| Net cash provided by (used in) investment activities | $\triangle 2,006$ | $\triangle 1,858$ | 148 |
| III Net cash provided by (used in) financing activities |  |  |  |
| Net increase (decrease) in short-term loans payable | $\triangle 1,373$ | 363 | 1,737 |
| Proceeds from long-term loans payable | 78 | 2, 200 | 2,121 |
| Repayment of long-term loans payable | $\triangle 243$ | $\triangle \quad 384$ | $\triangle 140$ |
| Purchase of treasury stock | $\triangle 1$ | $\triangle \quad 0$ | 0 |
| Cash dividends paid | $\triangle \quad 523$ | $\triangle \quad 513$ | 10 |
| Cash dividends paid to minority shareholders | $\triangle \quad 120$ | $\triangle \quad 20$ | 100 |
| Net cash provided by (used in) financing activities | $\triangle 2,183$ | 1,645 | 3, 828 |
| IV Effect of exchange rate change on cash and cash equivalents | $\triangle 22$ | $\triangle \quad 146$ | $\triangle 123$ |
| V Net increase (decrease) in cash and cash equivalents | 1,514 | 2,901 | 1,387 |
| VI Cash and cash equivalents, Beginning of term | 2,396 | 3,911 | 1,514 |
| VII Cash and cash equivalents, End of term | 3,911 | 6,812 | 2,901 |
|  |  |  |  |

## Balance sheets (Non-consolidated)

(Unit: Millions of yen)

| Item | $\begin{gathered} \hline \text { FY2008 } \\ \text { As of March 31, } 2008 \end{gathered}$ |  | FY2009As of March 31, 2009 |  | Increase /Decrease |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\begin{array}{\|c} \hline \text { Com- } \\ \text { position } \\ \text { ratio } \end{array}$ | Amount | $\begin{gathered} \text { Com- } \\ \text { position } \\ \text { ratio } \end{gathered}$ |  |
| (Assets) |  | \% |  | \% |  |
| I Current assets |  |  |  |  |  |
| Cash and deposits | 2, 023 |  | 5,012 |  | 2,989 |
| Notes receivable-trade | 1,452 |  | 940 |  | $\triangle \quad 512$ |
| Accounts receivable-trade | 19,578 |  | 14,607 |  | $\triangle 4,970$ |
| Merchandise | 133 |  | 115 |  | $\triangle \quad 17$ |
| Finished goods | 3, 863 |  | 4, 106 |  | 242 |
| Raw materials | 2, 363 |  | 2, 577 |  | 213 |
| Work in process | 442 |  | 376 |  | $\triangle \quad 66$ |
| Supplies | 57 |  | 68 |  | 10 |
| Prepaid expenses | 93 |  | 82 |  | $\triangle \quad 10$ |
| Deferred tax assets | 412 |  | 329 |  | $\triangle 83$ |
| Short-term loans receivable to subsidiaries and affiliates | 1,090 |  | 1,210 |  | 120 |
| Other | 486 |  | 468 |  | $\triangle \quad 17$ |
| Allowance for doubtful accounts | $\triangle 90$ |  | $\triangle 90$ |  | - |
| Total Current assets | 31, 907 | 58.0 | 29,805 | 58.4 | $\triangle 2,102$ |
| II Noncurrent assets |  |  |  |  |  |
| 1. Property, plant and equipment |  |  |  |  |  |
| Buildings | 3, 243 |  | 3,170 |  | $\triangle \quad 73$ |
| Structures | 762 |  | 683 |  | $\triangle \quad 79$ |
| Machinery and equipment | 2, 890 |  | 2, 508 |  | $\triangle 382$ |
| Vehicles | 14 |  | 18 |  |  |
| Tools, furniture and fixtures | 421 |  | 495 |  | 73 |
| Land | 4,578 |  | 4,615 |  | 37 |
| Lease assets | - |  | 6 |  | 6 |
| Construction in progress | 190 |  | 408 |  | 218 |
| Total Property, plant and equipment | 12, 101 | 22.0 | 11,907 | 23.3 | $\triangle \quad 194$ |
| 2. Intangible assets |  |  |  |  |  |
| Leasehold right | 3 |  | 3 |  | - |
| Software | 313 |  | 253 |  | $\triangle \quad 59$ |
| Telephone subscription right | 12 |  | 12 |  | - |
| Other | 3 |  | 2 |  | $\triangle$ |
| Total Intangible assets | 333 | 0.6 | 272 | 0.5 | $\triangle \quad 60$ |
| 3. Investments and other assets |  |  |  |  |  |
| Investment securities | 4, 257 |  | 2, 628 |  | $\triangle 1,628$ |
| Stocks of subsidiaries and affiliates | 3,637 |  | 3,637 |  | - |
| Investments in capital of subsidiaries and affiliates | 2, 185 |  | 1,787 |  | $\triangle \quad 397$ |
| Long-term loans receivable from subsidiaries and affiliates | 400 |  | 400 |  |  |
| Deferred tax assets | - |  | 427 |  | 427 |
| Claims provable in bankruptcy, claims provable in rehabilitation and other | 8 |  | 8 |  | 0 |
| Long-term prepaid expenses | 5 |  | 2 |  | $\triangle \quad 3$ |
| Other | 210 |  | 200 |  | $\triangle \quad 10$ |
| Allowance for doubtful accounts | $\triangle 8$ |  | $\triangle 8$ |  | $\triangle \quad 0$ |
| Total Investments and other assets | 10,696 | 19.4 | 9, 085 | 17.8 | $\triangle 1,610$ |
| Total Noncurrent assets | 23,130 | 42.0 | 21, 265 | 41.6 | $\triangle 1,865$ |
| Total Assets | 55, 038 | 100.0 | 51,070 | 100.0 | $\triangle 3,967$ |

(Unit: Millions of yen)

| Item | FY2008 <br> As of March 31, 2008 |  | FY2009 <br> As of March 31, 2009 |  | Increase /Decrease |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Composition ratio | Amount | Composition ratio |  |
| (Liabilities) |  | \% |  | \% |  |
| I Current liabilities |  |  |  |  |  |
| Notes payable-trade | 2,144 |  | 1,490 |  | $\triangle \quad 653$ |
| Accounts payable-trade | 8, 087 |  | 5,160 |  | $\triangle 2,926$ |
| Short-term loans payable | 5,300 |  | 5, 000 |  | $\triangle \quad 300$ |
| Current portion of long-term loans payable | 233 |  | 233 |  | 0 |
| Lease obligations | - |  | 1 |  | 1 |
| Accounts payable-other | 1,826 |  | 1,370 |  | $\triangle 456$ |
| Accrued expenses | 809 |  | 647 |  | $\triangle \quad 162$ |
| Income taxes payable | 539 |  | 55 |  | $\triangle 483$ |
| Accrued consumption taxes | 144 |  | 23 |  | $\triangle \quad 121$ |
| Deposits received | 36 |  | 44 |  | 7 |
| Provision for directors' bonuses | 37 |  | 25 |  | $\triangle \quad 12$ |
| Provision for repairs | - |  | 91 |  | 91 |
| Notes payable-facilities | 48 |  | 69 |  | 20 |
| Total Current liabilities | 19,206 | 34.9 | 14, 213 | 27.8 | $\triangle 4,992$ |
| II Noncurrent liabilities |  |  |  |  |  |
| Long-term loans payable | 363 |  | 2, 330 |  | 1,966 |
| Long-term lease obligations | - |  | 5 |  | 5 |
| Deferred tax liabilities | 265 |  | - |  | $\triangle \quad 265$ |
| Provision for retirement benefits | 1,682 |  | 1,724 |  | 42 |
| Provision for repairs | 39 |  | - |  | $\triangle \quad 39$ |
| Other | 221 |  | 201 |  | $\triangle \quad 20$ |
| Total Noncurrent liabilities | 2, 572 | 4. 7 | 4, 260 | 8. 4 | 1,688 |
| Total Liabilities | 21,778 | 39. 6 | 18, 474 | 36.2 | $\triangle 3,303$ |
| (Net assets) |  |  |  |  |  |
| I Shareholders' equity |  |  |  |  |  |
| 1 Capital stock | 3,128 | 5.7 | 3,128 | 6.1 | - |
| 2 Capital surplus |  |  |  |  |  |
| (1)Legal capital surplus | 3,350 |  | 3, 350 |  | - |
| Total Capital surplus | 3,350 | 6. 1 | 3,350 | 6. 6 | - |
| 3 Retained earnings |  |  |  |  |  |
| (1)Legal retained earnings | 307 |  | 307 |  | - |
| (2)Other retained earnings |  |  |  |  |  |
| Reserve for special depreciation | 3 |  | 1 |  | $\triangle \quad 1$ |
| Reserve for advanced depreciation of noncurrent assets | 491 |  | 613 |  | 121 |
| General reserve | 22,500 |  | 23, 300 |  | 800 |
| Retained earnings brought forward | 2, 556 |  | 1,817 |  | $\triangle \quad 738$ |
| Total Retained earnings | 25,858 | 46.9 | 26,040 | 50.9 | 181 |
| 4 Treasury stock | $\triangle 10$ | $\triangle 0.0$ | $\triangle 10$ | $\triangle 0.0$ | $\triangle \quad 0$ |
| Total Shareholders' equity | 32, 326 | 58.7 | 32,507 | 63.6 | 181 |
| II Valuation and translation adjustments |  |  |  |  |  |
| Valuation difference on | 932 |  | 87 |  | $\triangle 845$ |
| Total Valuation and translation | 932 | 1.7 | 87 | 0. 2 | $\triangle 845$ |
| Total Net assets | 33, 259 | 60.4 | 32, 595 | 63.8 | $\triangle \quad 663$ |
| Total Liabilities and net assets | 55,038 | 100.0 | 51,070 | 100.0 | $\triangle 3,967$ |

Statements of income(Non-consolidated)
(Unit:Millions of yen)

|  |  | $\begin{aligned} & \text { FY2008 } \\ & 7 / 4-\mathbf{-}^{\prime} 08 / 3 \end{aligned}$ |  |  | $\begin{aligned} & \text { FY2009 } \\ & 8 / 4-^{\prime} 09 / 3 \end{aligned}$ |  |  | ease <br> rease |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Ratio |  |  | Ratio | Amount | Rate of change |
| I Net sales |  | 54, 410 | 100.0 |  | 49, 850 | 100.0 | $\triangle 4,560$ | - $8 \quad 8.4$ |
| II Cost of sales |  | 45,147 | 83.0 |  | 41,398 | 83.0 | $\triangle 3,748$ | $\triangle \quad 8.3$ |
| Gross profit |  | 9, 263 | 17.0 |  | 8, 451 | 17.0 | $\triangle 811$ | $\triangle \quad 8.8$ |
| III <br> Selling, general and administrative expenses |  | 7, 828 | 14.4 |  | 7, 865 | 15.8 | 36 | 0.5 |
| Operating income |  | 1,434 | 2. 6 |  | 586 | 1. 2 | $\triangle 848$ | $\triangle \quad 59.1$ |
| IV Non-operating income |  |  |  |  |  |  |  |  |
| Interest income | 25 |  |  | 24 |  |  |  |  |
| Dividends income | 612 |  |  | 405 |  |  |  |  |
| Technical support fee | 278 |  |  | 239 |  |  |  |  |
| Real estate rent | 130 |  |  | 150 |  |  |  |  |
| Foreign exchange gains | 18 |  |  | 53 |  |  |  |  |
| Other | 115 | 1,181 | 2. 2 | 100 | 973 | 1.9 | $\triangle \quad 208$ | $\triangle 17.6$ |
| V Non-operating expenses |  |  |  |  |  |  |  |  |
| Interest expenses | 71 |  |  | 66 |  |  |  |  |
| Loss on valuation of inventories | 71 |  |  | - |  |  |  |  |
| Loss on abandonment of goods | 7 |  |  | - |  |  |  |  |
| Other | 31 | 182 | 0.3 | 27 | 94 | 0.2 | $\triangle \quad 87$ | $\triangle \quad 48.1$ |
| Ordinary income |  | 2, 433 | 4. 5 |  | 1,465 | 2. 9 | $\triangle \quad 968$ | $\triangle \quad 39.8$ |
| VI Extraordinary income |  |  |  |  |  |  |  |  |
| Gain on sales of noncurrent assets | 1 |  |  | 281 |  |  |  |  |
| Gain on sales of investment securities | - |  |  | 5 |  |  |  |  |
| Reversal of allowance for doubtful | 0 | 1 | 0.0 | 0 | 286 | 0.6 | 285 | - |
| VII Extraordinary loss |  |  |  |  |  |  |  |  |
| Loss on sales and retirement of noncurrent assets | 35 |  |  | 24 |  |  |  |  |
| Loss on valuation of investment | 0 |  |  | 257 |  |  |  |  |
| Loss on valuation of investments in capital of subsidiaries and affiliates | - |  |  | 480 |  |  |  |  |
| Loss on valuation of noncurrent assets | 0 |  |  | 6 |  |  |  |  |
| Office transfer expenses | 28 | 65 | 0.1 | - | 769 | 1.5 | 704 | - |
| Income before income taxes |  | 2,369 | 4. 4 |  | 982 | 2. 0 | $\triangle 1,387$ | $\triangle 58.5$ |
| Income taxes-current | 730 |  |  | 310 |  |  |  |  |
| Income taxes-deferred | 68 | 798 | 1. 5 | $\triangle 22$ | 287 | 0.6 | $\triangle \quad 510$ | $\triangle 64.0$ |
| Net income |  | 1,571 | 2.9 |  | 695 | 1. 4 | $\triangle 876$ | $\triangle \quad 55.8$ |


[^0]:    * The Quarter Performances of past years in this appendix are for reference purpose only, due to the New Accounting Principles which came into effect in FY2008.

[^1]:    * The Quarter Performances of past years in this appendix are for reference purpose only, due to the New Accounting Principles which came into effect in FY2008.

[^2]:    * Note to 2007,2008 and 2009 Projection
    (1)"Shareholders' equity" is obtained by totaling owners' equity and valuation and translation adjustments
    in "Accounting Standard for Presentation of Net Assets in the Balance Sheet, ASBJ Statement No.5."
    (2) "Book-value per share" is obtained by deducting minority interests from net assets
    (3)A 1.2-for-1 stock split was carried out as of April 1st, 2006.

[^3]:    ※The statements concerning future performance that are presented in this document are based on information available to issuing date of this report,
    and therefore the actual results may differ from these forecasted figures due to various unknown factors.

