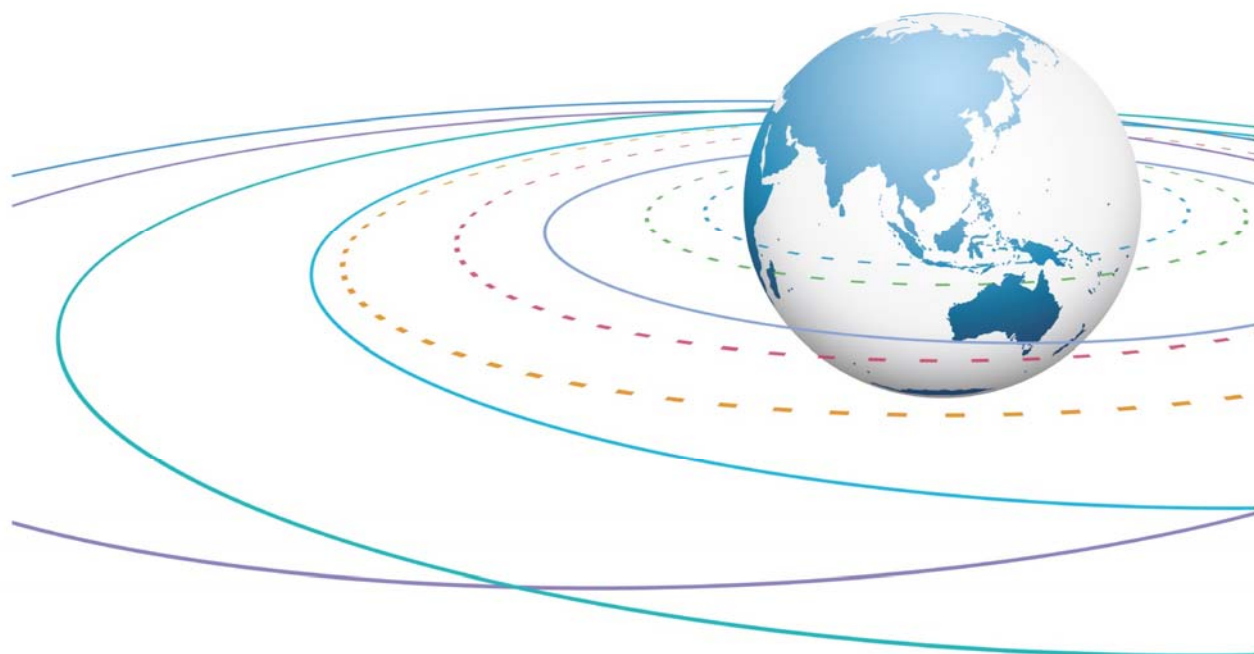


FACT BOOK 2013

2013年3月期 / Year ended March 31, 2013



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注) 1.本誌の財務データは、日本会計基準および関連法規に基づいて作成されたものであり、当社のアニュアルレポートとは異なる部分があります。
2.本誌は百万円未満を切り捨てて記載しています。

Notes) 1.The financial figures in this report are based on Japanese Accounting Standards and accompanying laws, and may vary from those presented in the annual report.

2.The figures in this report has been rounded down to the nearest million yen.



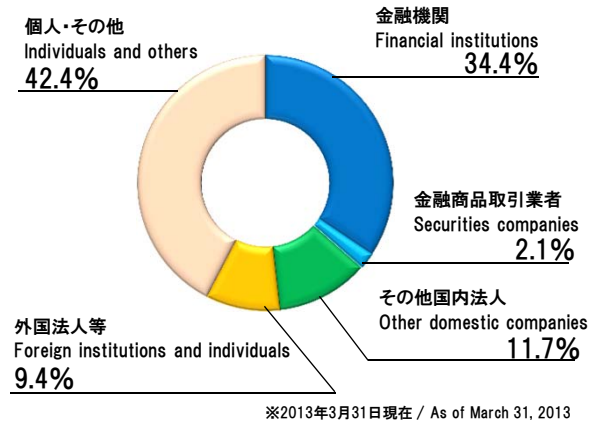
第一実業株式会社
DAIICHI JITSUGYO CO., LTD.

会社概要 / Company profile

■ 会社概要 / Company information

会社名	第一実業株式会社	Trade name	DAIICHI JITSUGYO CO., LTD.
設立年月日	1948年8月12日	Establishment date	August 12, 1948
代表者	代表取締役社長 山片康司	President & COO	Koji Yamagata
資本金	5,105百万円	Capitalization	¥5,105 million
株式上場	東京証券取引所第一部	Stock market	The First Section of the Tokyo Stock Exchange
本社所在地	〒102-0084 東京都千代田区二番町11番19号	Headquarters	11-19, Niban-cho Chiyoda-ku, Tokyo 102-0084 Japan
連結従業員数	1,043名	Number of employees	1,043(Consolidated)

■ 発行済株式の所有者別状況 / Distribution of ownership among shareholders



■ 大株主リスト / Major shareholders

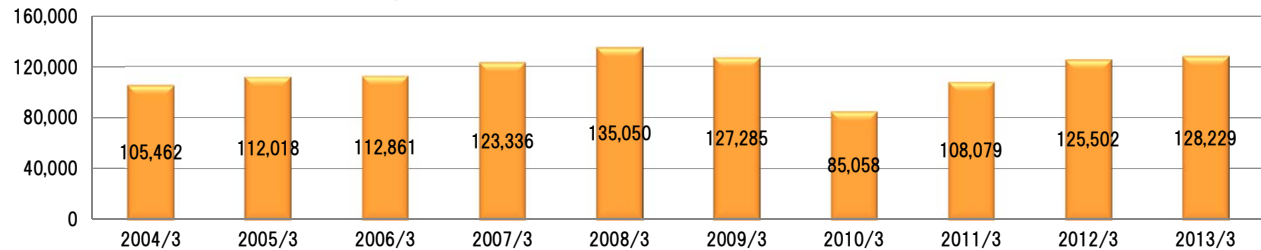
※2013年3月31日現在 / As of March 31, 2013

大株主	出資比率 (%)
株式会社みずほコーポレート銀行	4.84
株式会社三井住友銀行	4.83
株式会社三菱東京UFJ銀行	3.52
株式会社りそな銀行	3.20
日本トラスティ・サービス信託銀行株式会社(信託口)	3.10
日本興亜損害保険株式会社	2.88

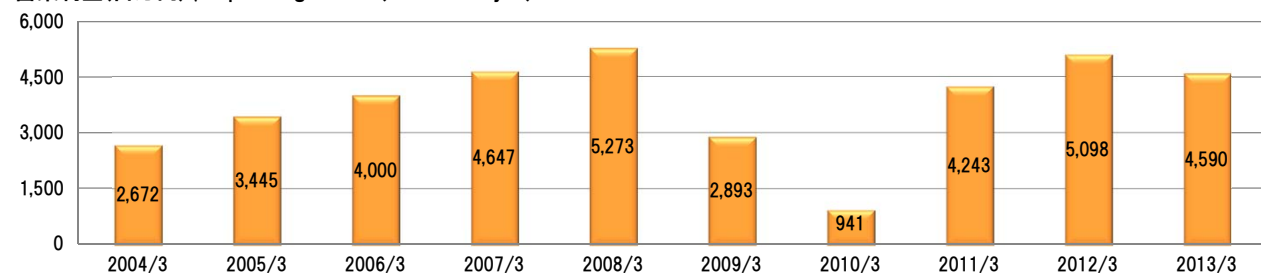
Major shareholders	Share of total (%)
Mizuho Corporate Bank, Ltd.	4.84
Sumitomo Mitsui Banking Corporation	4.83
The bank of Tokyo-Mitsubishi UFJ, Ltd.	3.52
Resona Bank, Limited.	3.20
Japan Trustee Service Bank, Ltd.(Trust Account)	3.10
Nipponkoa Insurance Co., Ltd.	2.88

■ 連結業績推移 / Consolidated financial highlights

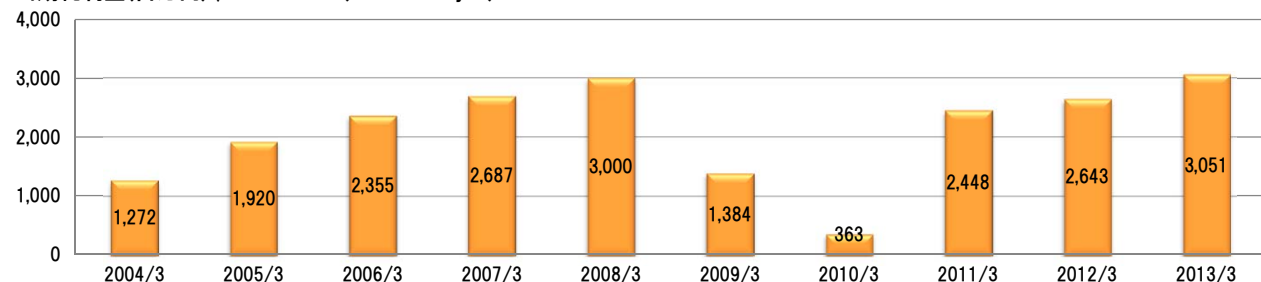
売上高(百万円) / Net sales(millions of yen)



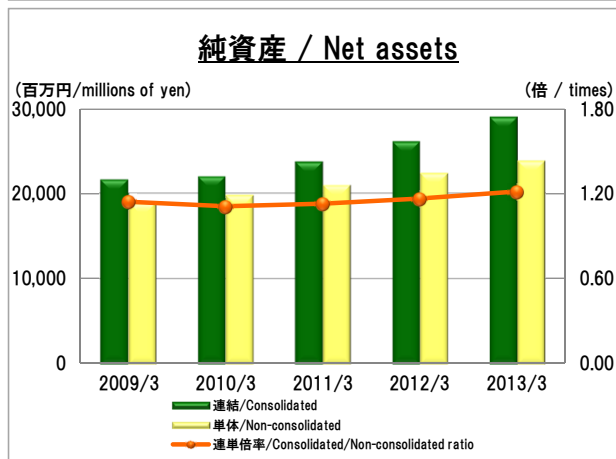
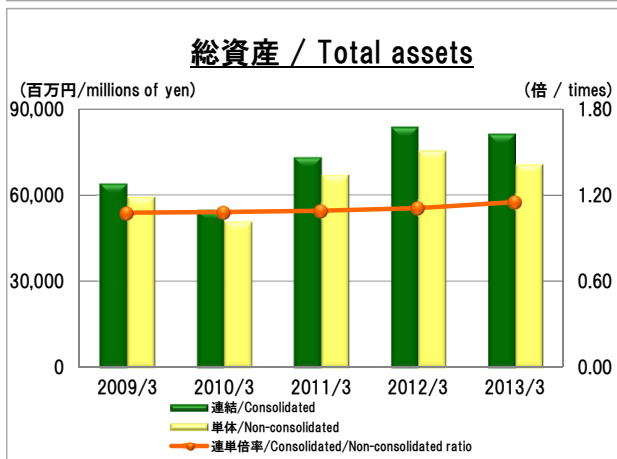
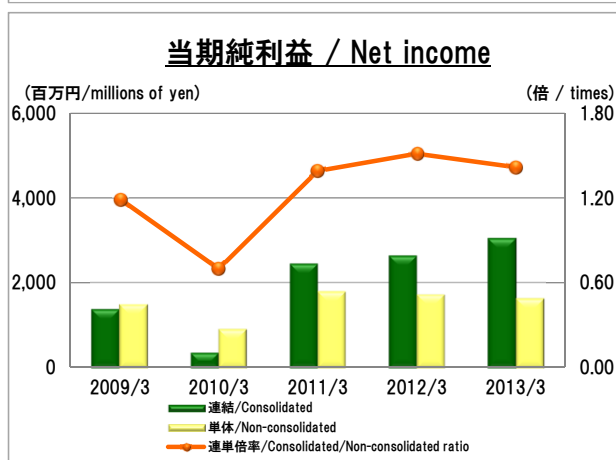
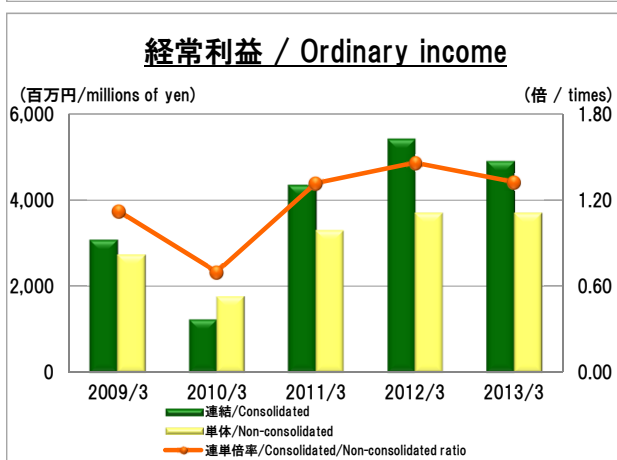
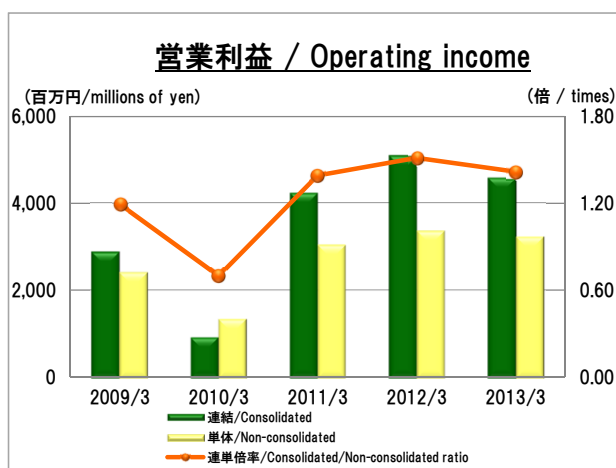
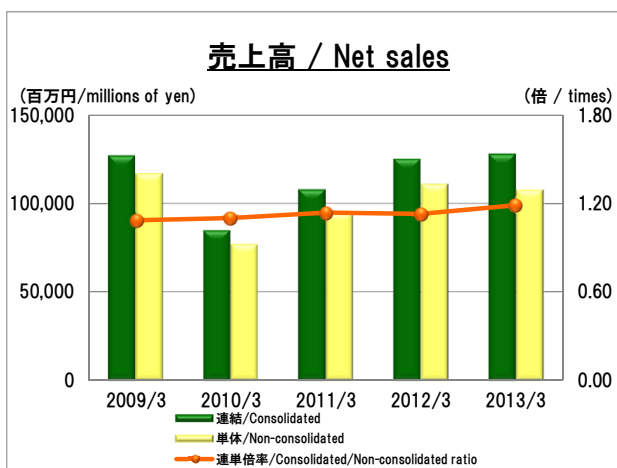
営業利益(百万円) / Operating income(millions of yen)



当期純利益(百万円) / Net income(millions of yen)

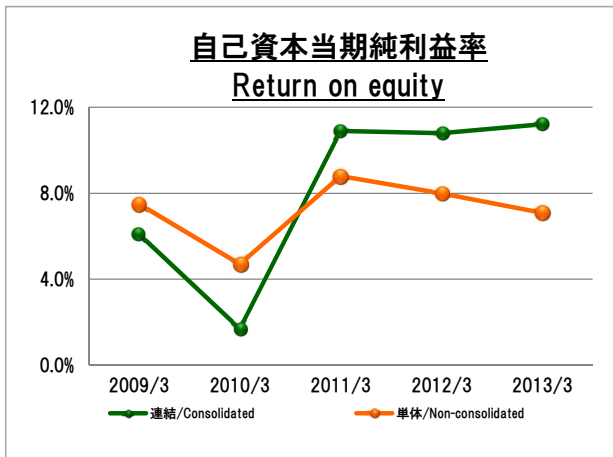
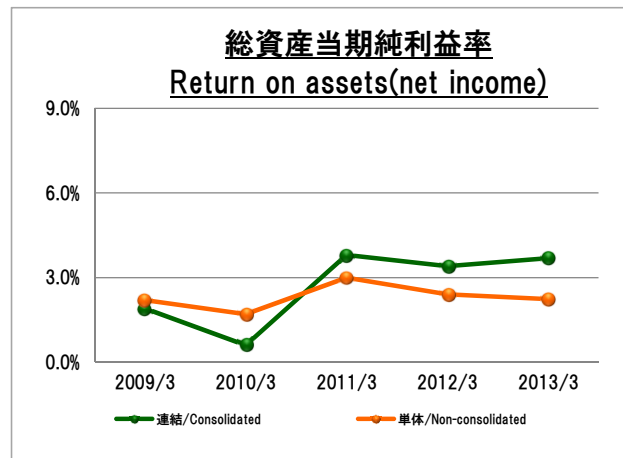
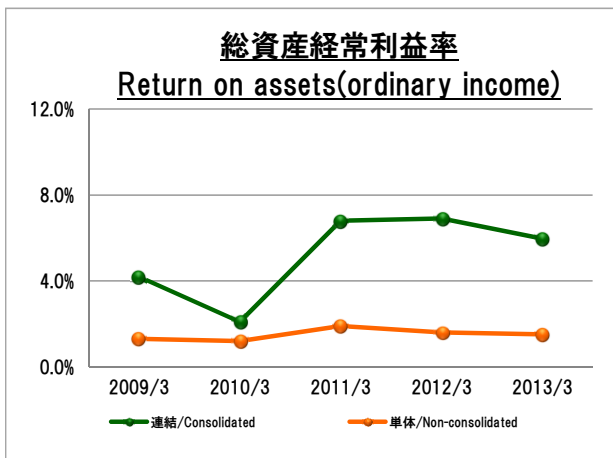
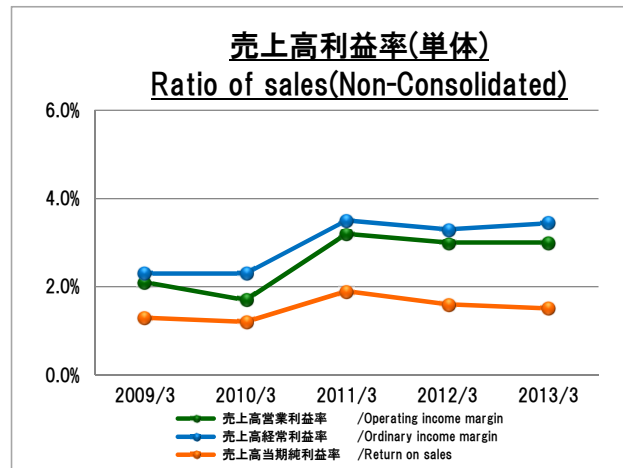
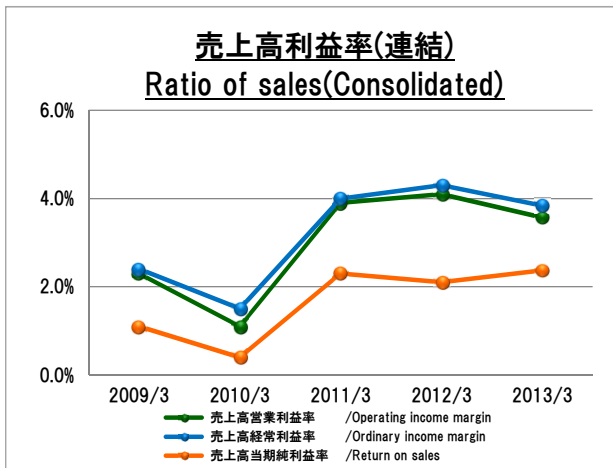


財務ハイライト / Financial highlights



		(百万円 / millions of yen)				
連結/Consolidated		2009/3	2010/3	2011/3	2012/3	2013/3
売上高	/Net sales	127,285	85,058	108,079	125,502	128,229
営業利益	/Operating income	2,893	941	4,243	5,098	4,590
経常利益	/Ordinary income	3,092	1,241	4,362	5,434	4,925
当期純利益	/Net income	1,384	363	2,448	2,643	3,051
総資産	/Total assets	64,066	55,096	73,322	83,759	81,478
純資産	/Net assets	21,694	22,082	23,777	26,167	29,013
		(百万円 / millions of yen)				
単体/Non-consolidated		2009/3	2010/3	2011/3	2012/3	2013/3
売上高	/Net sales	117,193	77,252	95,000	111,096	107,852
営業利益	/Operating income	2,423	1,350	3,047	3,366	3,236
経常利益	/Ordinary income	2,748	1,777	3,310	3,718	3,714
当期純利益	/Net income	1,495	918	1,799	1,735	1,636
総資産	/Total assets	59,411	50,922	67,151	75,480	70,673
純資産	/Net assets	18,974	19,872	21,048	22,437	23,865

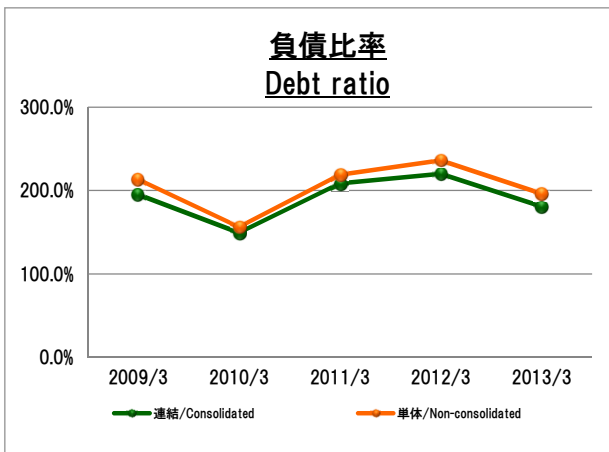
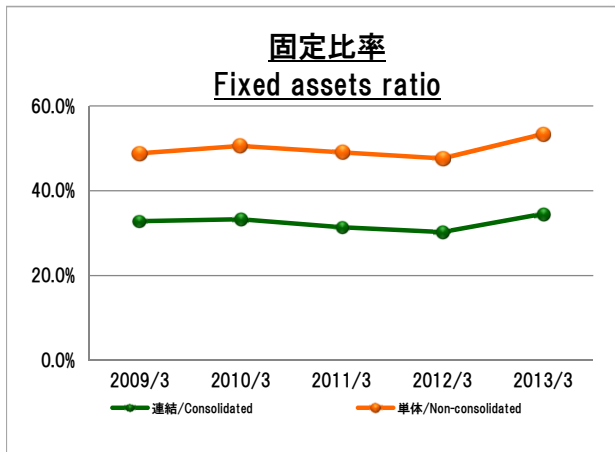
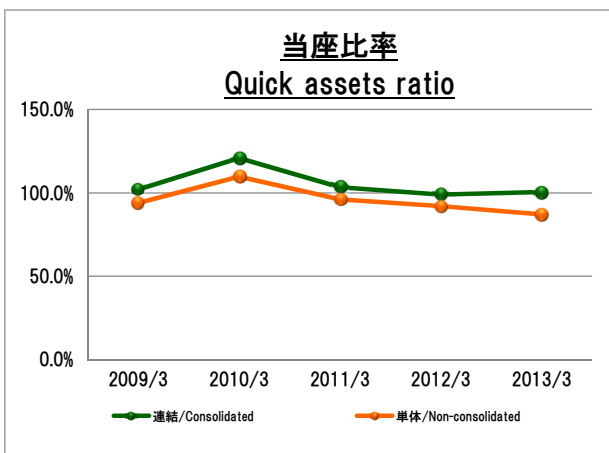
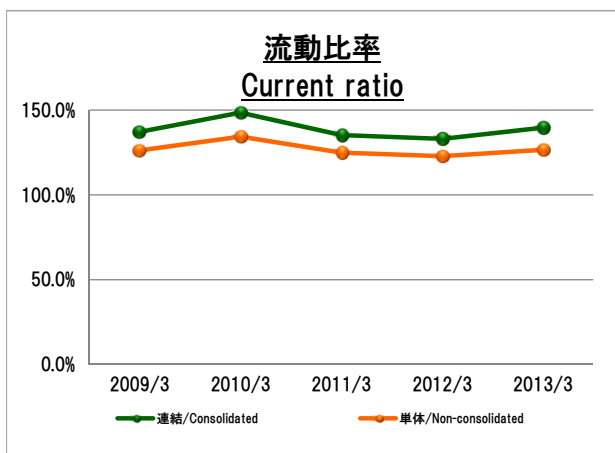
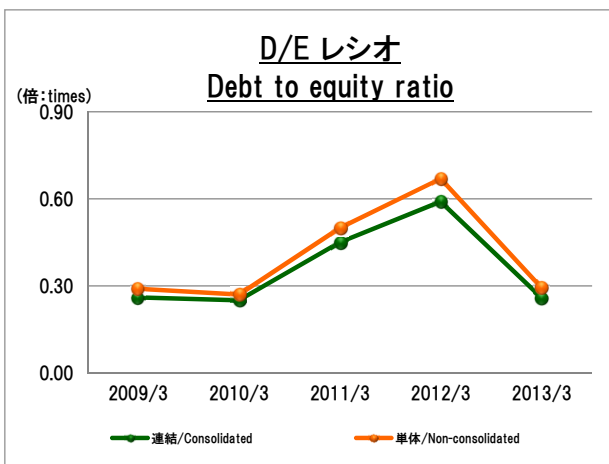
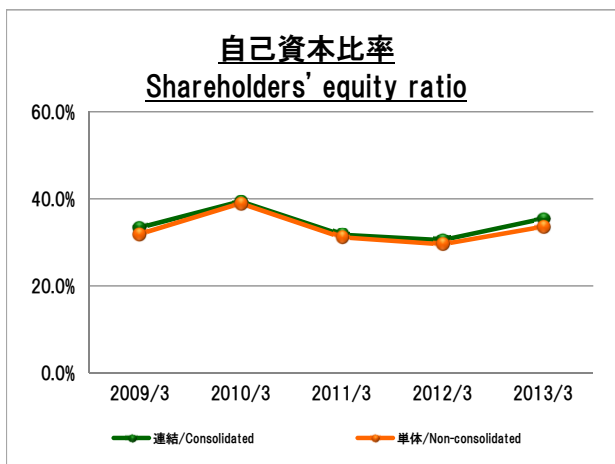
収益性 / Profitability



連結/Consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
売上高営業利益率 / Operating income margin	2.3%	1.1%	3.9%	4.1%	3.6%
売上高経常利益率 / Ordinary income margin	2.4%	1.5%	4.0%	4.3%	3.8%
売上高当期純利益率 / Return on sales	1.1%	0.4%	2.3%	2.1%	2.4%
総資産経常利益率 / Return on assets(ordinary income)	4.2%	2.1%	6.8%	6.9%	6.0%
総資産当期純利益率 / Return on assets(net income)	1.9%	0.6%	3.8%	3.4%	3.7%
自己資本当期純利益率 / Return on equity	6.1%	1.7%	10.9%	10.8%	11.2%

単体/Non-consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
売上高営業利益率 / Operating income margin	2.1%	1.7%	3.2%	3.0%	3.0%
売上高経常利益率 / Ordinary income margin	2.3%	2.3%	3.5%	3.3%	3.4%
売上高当期純利益率 / Return on sales	1.3%	1.2%	1.9%	1.6%	1.5%
総資産経常利益率 / Return on assets(ordinary income)	4.0%	3.2%	5.6%	5.2%	5.1%
総資産当期純利益率 / Return on assets(net income)	2.2%	1.7%	3.0%	2.4%	2.2%
自己資本当期純利益率 / Return on equity	7.5%	4.7%	8.8%	8.0%	7.1%

健全性 / Soundness



連結/Consolidated		2009/3	2010/3	2011/3	2012/3	2013/3
自己資本比率	/Shareholders' equity ratio	33.4%	39.4%	31.8%	30.5%	35.4%
有利子負債(百万円) / Interest-bearing debt(millions of yen)		5,567	5,489	10,560	14,942	7,486
D/E レシオ(倍) /Debt to equity ratio(times)		0.26	0.25	0.45	0.59	0.26
流動比率 /Current ratio		137.3%	148.5%	135.3%	133.1%	139.8%
当座比率 /Quick assets ratio		102.0%	120.8%	103.5%	99.0%	100.5%
固定比率 /Fixed assets ratio		32.8%	33.3%	31.4%	30.3%	34.6%
負債比率 /Debt ratio		195.3%	149.5%	208.4%	220.1%	180.8%

単体/Non-consolidated		2009/3	2010/3	2011/3	2012/3	2013/3
自己資本比率	/Shareholders' equity ratio	31.9%	39.0%	31.2%	29.6%	33.6%
有利子負債(百万円) / Interest-bearing debt(millions of yen)		5,526	5,375	10,494	14,866	6,973
D/E レシオ(倍) /Debt to equity ratio(times)		0.29	0.27	0.50	0.67	0.29
流動比率 /Current ratio		126.2%	134.4%	124.9%	122.9%	126.6%
当座比率 /Quick assets ratio		94.0%	109.7%	96.2%	92.0%	87.0%
固定比率 /Fixed assets ratio		48.8%	50.6%	49.1%	47.6%	53.3%
負債比率 /Debt ratio		213.1%	156.3%	219.0%	236.4%	196.1%

その他の財務指標 / Other financial indicators

■資産の回転期間 / Asset turnover

連結/Consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
売上債権回転期間(月) / Receivable turnover period(month)	3.38	4.38	3.88	3.89	3.82
仕入債務回転期間(月) / Payable turnover period(month)	3.02	3.81	3.30	3.24	3.36
棚卸資産回転期間(月) / Inventory turnover period(month)	0.51	0.58	0.74	0.87	0.84
総資産回転率(回) / Total assets turnover(times)	1.74	1.43	1.68	1.60	1.55
単体/Non-consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
売上債権回転期間(月) / Receivable turnover period(month)	3.49	4.49	4.10	4.11	4.13
仕入債務回転期間(月) / Payable turnover period(month)	3.07	3.91	3.49	3.35	3.57
棚卸資産回転期間(月) / Inventory turnover period(month)	0.30	0.30	0.51	0.65	0.68
総資産回転率(回) / Total assets turnover(times)	1.71	1.40	1.61	1.56	1.48

■従業員1人当たりデータ / Data per employee

連結/Consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
従業員1人当たり売上高(百万円) / Net sales per employee(millions of yen)	135	88	109	125	124
従業員1人当たり当期純利益率(百万円) / Net income per employee(millions of yen)	1.4	0.3	2.4	2.6	2.9
従業員数(人) /Number of employee	942	974	992	1,008	1,043
単体/Non-consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
従業員1人当たり売上高(百万円) / Net sales per employee(millions of yen)	269	178	224	267	260
従業員1人当たり当期純利益率(百万円) / Net income per employee(millions of yen)	3.4	2.1	4.2	4.1	3.9
従業員数(人) /Number of employee	436	428	418	411	416

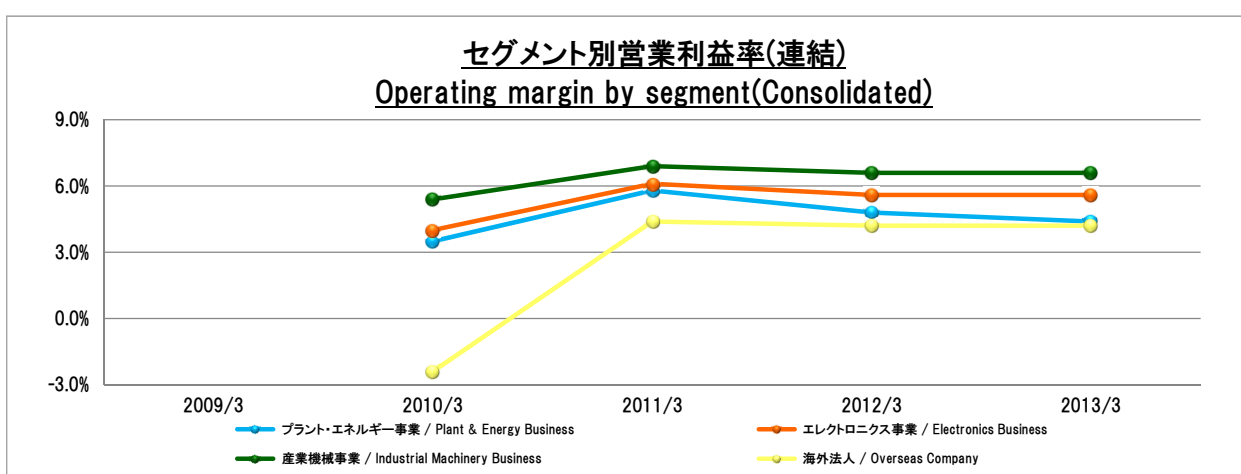
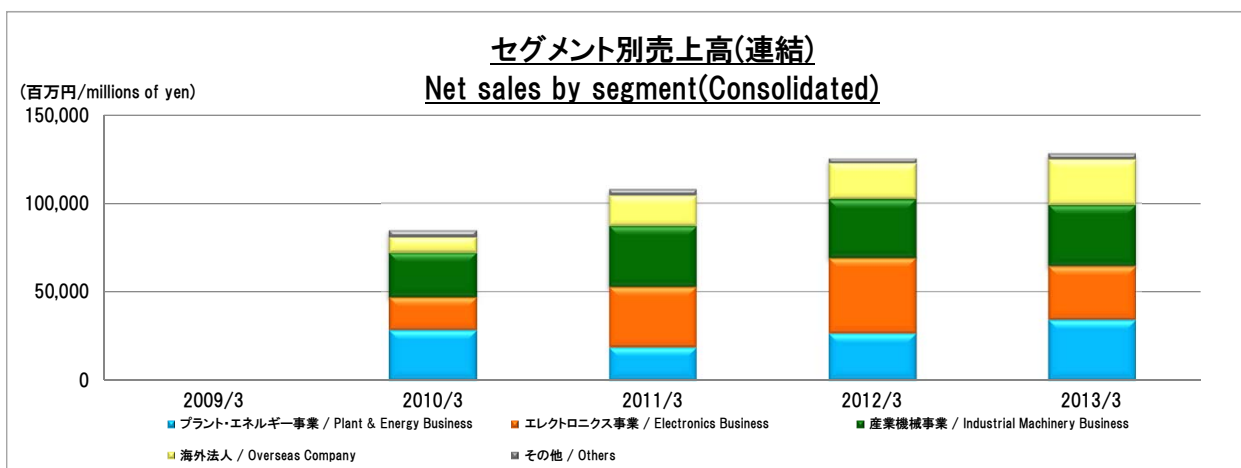
■販売費及び一般管理費の内訳 / Selling, general and administrative expenses(SGA)

連結/Consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
人件費 /Personnel expenses	6,679	6,000	6,880	7,281	7,477
賃借料 /Rent expenses	1,068	1,030	989	975	1,019
通信費 /Communication expenses	252	213	206	207	210
減価償却費 /Depreciation expenses	121	133	155	165	179
その他 /Other expenses	3,273	2,784	2,749	3,084	3,231
販管費合計 /Total of SGA	11,394	10,162	10,981	11,714	12,119
単体/Non-consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
人件費 /Personnel expenses	4,490	3,921	4,571	4,751	4,567
賃借料 /Rent expenses	711	643	621	609	620
通信費 /Communication expenses	145	112	98	102	101
減価償却費 /Depreciation expenses	63	59	62	71	86
その他 /Other expenses	1,960	1,546	1,552	1,790	1,833
販管費合計 /Total of SGA	7,370	6,283	6,906	7,325	7,209

■設備投資費・減価償却費・人件費 / Capital expenditures, Depreciation and amortization, Personnel expenses

連結/Consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
設備投資費 /Capital expenditure	263	443	346	428	967
減価償却費 /Depreciation and amortization	357	326	356	353	316
人件費 /Personnel expenses	7,585	6,597	7,778	8,191	8,395
※人件費には、製造原価処理した人件費を含んでおります。 / Personnel expenses include related cost for manufacturing.					
単体/Non-consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
設備投資費 /Capital expenditure	125	281	236	314	574
減価償却費 /Depreciation and amortization	260	222	244	249	208
人件費 /Personnel expenses	4,490	3,921	4,571	4,751	4,567

セグメント情報 / Segment information



(百万円 / millions of yen)

セグメント別売上高 / Net sales by segment	2009/3	2010/3	2011/3	2012/3	2013/3
プラント・エネルギー事業 / Plant & Energy Business	-	28,414	18,767	26,589	34,308
構成比 / Component ratio	-	33.4%	17.4%	21.2%	26.8%
エレクトロニクス事業 / Electronics Business	-	18,723	34,161	42,695	30,250
構成比 / Component ratio	-	22.0%	31.6%	34.0%	23.6%
産業機械事業 / Industrial Machinery Business	-	25,166	34,454	33,139	34,690
構成比 / Component ratio	-	29.6%	31.9%	26.4%	27.1%
海外法人 / Overseas Company	-	8,676	17,217	20,387	25,666
構成比 / Component ratio	-	10.2%	15.9%	16.2%	20.0%
その他 / Others	-	4,077	3,478	2,690	3,314
構成比 / Component ratio	-	4.8%	3.2%	2.2%	2.5%
合計 / Total	-	85,058	108,079	125,502	128,229

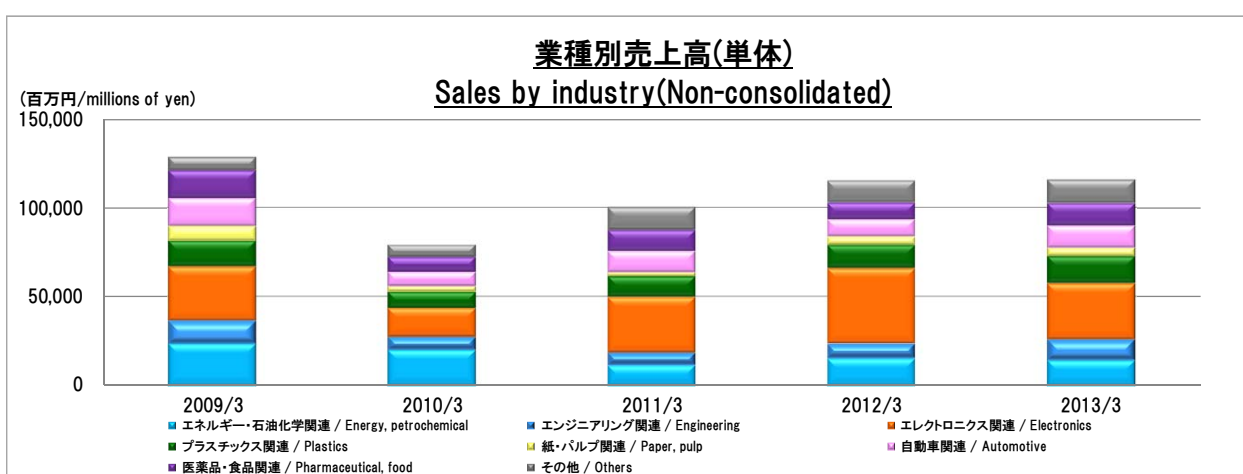
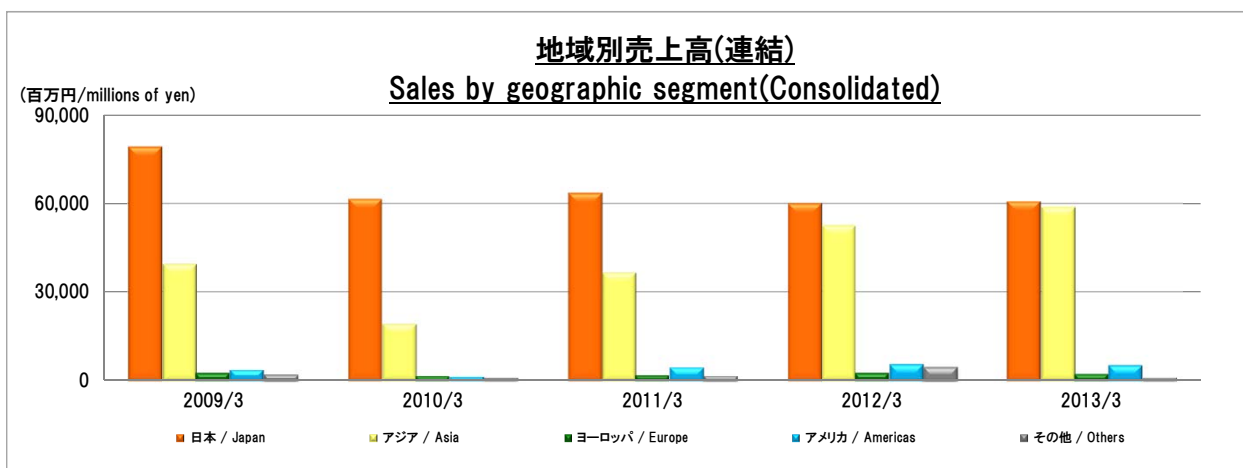
※2011年3月期より新セグメント会計基準を適用しております。 / The new accounting standard for segment reporting has been applied since March 2011.

※売上高は、外部顧客に対する売上高を記載しております。 / Sales indicate the sales to external customers.

(百万円 / millions of yen)

セグメント別営業利益 / Operating margin by segment	2009/3	2010/3	2011/3	2012/3	2013/3
プラント・エネルギー事業 / Plant & Energy Business	-	995	1,092	1,270	1,520
構成比 / Component ratio	-	3.5%	5.8%	4.8%	4.4%
エレクトロニクス事業 / Electronics Business	-	748	2,089	2,417	1,697
構成比 / Component ratio	-	4.0%	6.1%	5.7%	5.6%
産業機械事業 / Industrial Machinery Business	-	1,349	2,388	2,198	2,297
構成比 / Component ratio	-	5.4%	6.9%	6.6%	6.6%
海外法人 / Overseas Company	-	-207	762	1,405	1,089
構成比 / Component ratio	-	-2.4%	4.4%	6.9%	4.2%
その他 / Others	-	366	563	603	555
構成比 / Component ratio	-	9.0%	16.2%	22.4%	16.8%
調整額 / Adjustment	-	-2,310	-2,653	-2,795	-2,569
合計 / Total	-	941	4,243	5,098	4,590

セグメント情報 / Segment information



(百万円 / millions of yen)

地域別連結売上高 / Sales by geographic segment	2009/3	2010/3	2011/3	2012/3	2013/3
日本 / Japan	79,334	61,677	63,620	60,191	60,787
構成比 / Component ratio	62.3%	72.5%	58.5%	48.0%	47.4%
アジア / Asia	39,625	19,284	36,706	52,646	58,839
構成比 / Component ratio	31.1%	22.7%	34.0%	41.9%	45.9%
ヨーロッパ / Europe	2,571	1,656	1,886	2,551	2,289
構成比 / Component ratio	2.0%	1.9%	1.7%	2.0%	1.8%
アメリカ / Americas	3,646	1,423	4,546	5,511	5,197
構成比 / Component ratio	2.9%	1.7%	4.2%	4.4%	4.1%
その他 / Others	2,109	1,017	1,678	4,600	1,114
構成比 / Component ratio	1.7%	1.2%	1.6%	3.7%	0.8%
合計 / Total	127,285	85,058	108,079	125,502	128,229

※地域別売上高は、顧客の所在地を国または地域に分類して集計しております。Sales are classified in countries or regions based on the location of customers.

(百万円 / millions of yen)

業種別売上高(単体) / Sales by industry	2009/3	2010/3	2011/3	2012/3	2013/3
エネルギー・石油化学関連 / Energy, petrochemical	23,584	20,187	11,735	15,424	14,454
エンジニアリング関連 / Engineering	13,069	7,484	6,964	8,322	11,743
エレクトロニクス関連 / Electronics	30,460	16,199	31,445	42,426	31,544
プラスチック関連 / Plastics	14,530	9,037	11,593	13,142	15,203
紙・パルプ関連 / Paper, pulp	8,186	3,168	2,070	4,711	4,582
自動車関連 / Automotive	15,687	8,215	12,005	9,584	12,589
医薬品・食品関連 / Pharmaceutical, food	4,238	6,093	6,313	4,979	4,453
その他 / Others	7,436	6,867	12,872	12,505	13,280
合計 / Total	117,193	77,252	95,000	111,096	107,852

関係会社情報 / Group company information

■ 関係会社数の推移 / Number of group company

	2009/3	2010/3	2011/3	2012/3	2013/3
子会社数 / Number of subsidiaries	21	23	24	22	22
連結子会社 / Number of consolidated subsidiaries	11	13	13	13	13
非連結子会社 / Number of Non-consolidated subsidiaries	10	10	11	9	9
関係会社数 / Number of affiliates	4	5	5	6	6
うち持分法適用の関連会社 / Equity-method affiliates	0	1	1	2	2

■ 連結子会社の状況 / Results of consolidated subsidiaries

会社名 Company name	資本金 Capital	売上高 Net sales	前期比 previous period (%)	経常利益 Ordinary income	前期比 previous period (%)	当期純利益 Net income	前期比 previous period (%)	事業内容 Business description
(株)第一メカテック DAIICHI MECHA-TECH CORPORATION	160 百万円/millions of yen	4,070 百万円/millions of yen	89.7%	162 百万円/millions of yen	62.6%	91 百万円/millions of yen	90.6%	産業用各種機械器具の修理・製造・販売 Repairing, manufacturing, and sales of various types of industrial machinery and equipment
(株)DJTECH DJTECH CO., LTD.	160 百万円/millions of yen	550 百万円/millions of yen	60.2%	-23 百万円/millions of yen	-	-23 百万円/millions of yen	-	半導体検査装置・製造装置および部品、画 像認識応用システムの開発・製造・販売なら びに保守 Maintenance, development, design, manufacturing, and sales of Automatic Optical Inspection systems
第一実業ビスウィル(株) DAIICHI JITSUGYO VISWILL CO., LTD.	100 百万円/millions of yen	2,784 百万円/millions of yen	101.0%	114 百万円/millions of yen	96.6%	66 百万円/millions of yen	93.2%	外観検査装置の開発・製造・販売 Development, manufacturing and sales of inspection equipment
DAIICHI JITSUGYO (AMERICA), INC.	4,000 千US\$/thousand of US\$	5,080 百万円/millions of yen	72.1%	87 百万円/millions of yen	75.2%	52 百万円/millions of yen	74.1%	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
DJK EUROPE GMBH	25 千EUR/thousand of EUR	1,480 百万円/millions of yen	68.5%	-15 百万円/millions of yen	-	-12 百万円/millions of yen	-	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
上海一実貿易有限公司 SHANGHAI YISHI TRADING CO., LTD.	4,000 千US\$/thousand of US\$	7,925 百万円/millions of yen	148.2%	134 百万円/millions of yen	48.1%	98 百万円/millions of yen	48.0%	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
第一実業(香港)有限公司 DAIICHI JITSUGYO (HONG KONG) LIMITED	194 百万円/millions of yen	1,572 百万円/millions of yen	137.7%	4 百万円/millions of yen	-	4 百万円/millions of yen	-	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
第一実業(広州)貿易有限公司 DAIICHI JITSUGYO (GUANGZHOU) TRADING CO., LTD.	19,485 千HK\$/thousand of HK\$	1,616 百万円/millions of yen	146.1%	80 百万円/millions of yen	-	61 百万円/millions of yen	-	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
DAIICHI JITSUGYO ASIA PTE. LTD.	317 百万円/millions of yen	5,347 百万円/millions of yen	85.0%	46 百万円/millions of yen	28.1%	42 百万円/millions of yen	36.8%	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
DAIICHI JITSUGYO (THAILAND) CO., LTD.	210,000 千BHT/thousand of BHT	5,701 百万円/millions of yen	153.7%	655 百万円/millions of yen	123.6%	513 百万円/millions of yen	143.2%	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
DAI-ICHI JITSUGYO (MALAYSIA) SDN. BHD.	1,500 千RM/thousand of RM	3,264 百万円/millions of yen	270.2%	104 百万円/millions of yen	-	80 百万円/millions of yen	-	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
DAIICHI JITSUGYO (PHILIPPINES), INC.	9,675 千PHP/thousand of PHP	630 百万円/millions of yen	167.7%	16 百万円/millions of yen	28.0%	11 百万円/millions of yen	27.6%	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment
PT. DJK INDONESIA	300 千US\$/thousand of US\$	544 百万円/millions of yen	99.9%	-15 百万円/millions of yen	-	-32 百万円/millions of yen	-	産業用各種機械器具の販売 Sales of various types of industrial machinery and equipment

財務諸表 / Financial statements

■ 貸借対照表(連結) / Balance sheet(Consolidated)

(百万円 / millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
【資産の部 / Assets】					
流動資産 / Current assets	56,959	47,745	65,846	75,821	71,445
現金及び預金 / Cash and cash equivalents	12,337	7,891	12,347	13,604	12,974
受取手形及び売掛金 / Notes and accounts receivable	30,008	30,954	38,023	42,809	38,390
有価証券 / Marketable securities	3,000	-	-	-	-
棚卸資産 / Inventories	3,733	4,436	8,945	9,157	8,850
前渡金 / Accounts prepaid	4,535	2,629	4,156	7,056	7,009
繰延税金資産 / Deferred tax assets	282	303	480	715	538
その他流動資産 / Other current assets	3,090	1,601	1,962	2,589	3,739
貸倒引当金 / Allowance for doubtful accounts	-27	-72	-69	-112	-56
固定資産 / Permanent assets	7,107	7,351	7,476	7,937	10,033
有形固定資産 / Net property, plant and equipment	1,665	1,756	1,666	1,784	2,544
無形固定資産 / Intangible fixed assets	200	95	98	83	111
投資その他の資産 / Investment and other assets	5,240	5,499	5,711	6,070	7,377
資産合計 / Total assets	64,066	55,096	73,322	83,759	81,478
【負債・純資産の部 / Liabilities and equity】					
流動負債 / Current liabilities	41,496	32,155	48,665	56,965	51,122
支払手形及び買掛金 / Notes and accounts payable	24,490	22,463	28,549	30,193	32,228
短期借入金 / Short-term bank loans	4,954	5,022	10,239	14,731	6,939
1年内返済予定の長期借入金 / Current portion of long-term debt	150	151	151	152	60
前受金 / Advances received	10,744	3,228	6,862	7,891	8,574
その他流動負債 / Other current liabilities	1,156	1,289	2,861	3,996	3,319
固定負債 / Long-term liabilities	876	859	879	625	1,342
長期借入金 / Long-term debt	455	304	152	-	350
退職給付引当金 / Accrued severance benefits	212	298	369	251	211
その他固定負債 / Other long-term liabilities	208	257	357	374	780
負債合計 / Total liabilities	42,372	33,014	49,545	57,591	52,464
純資産 / Equity	21,694	22,082	23,777	26,167	29,013
資本金 / Common stock	5,105	5,105	5,105	5,105	5,105
資本剰余金 / Capital surplus	3,791	3,789	3,789	3,786	3,786
利益剰余金 / Retained earnings	14,985	15,087	17,013	18,063	20,258
自己株式 / Treasury stock	-2,225	-2,222	-2,210	-1,214	-1,079
その他有価証券評価差額金 / Unrealized gain on available-for-sale securities	51	276	89	343	844
繰延ヘッジ損益 / Deferred gain on derivatives under hedge accounting	-8	-3	25	-0	20
為替換算調整勘定 / Foreign currency translation adjustments	-306	-317	-531	-577	-72
新株予約権 / Stock acquisition rights	-	34	94	100	96
少数株主持分 / Minority interests	300	332	401	560	55
負債・純資産合計 / Total liabilities and equity	64,066	55,096	73,322	83,759	81,478

■ 損益計算書(連結) / Income statement(Consolidated)

(百万円 / millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
売上高 / Net sales	127,285	85,058	108,079	125,502	128,229
売上原価 / Cost of sales	112,997	73,953	92,855	108,689	111,519
売上総利益 / Gross profit	14,287	11,104	15,224	16,813	16,710
(売上高比 / Sales ratio)	(11.2%)	(13.1%)	(14.1%)	(13.4%)	(13.0%)
販売費及び一般管理費 / Selling, general and administrative expenses	11,394	10,162	10,981	11,714	12,119
(売上高比 / Sales ratio)	(9.0%)	(12.0%)	(10.2%)	(9.3%)	(9.5%)
営業利益 / Operating income	2,893	941	4,243	5,098	4,590
(売上高比 / Sales ratio)	(2.3%)	(1.1%)	(3.9%)	(4.1%)	(3.6%)
営業外収益 / Non-operating income	491	517	434	536	642
受取利息 / Interest received	85	47	45	38	37
受取配当金 / Dividend income	134	154	96	111	127
その他の営業外収益 / Other non-operating income	270	315	292	386	477
営業外費用 / Non-operating expenses	291	217	315	200	307
支払利息 / Interest expense	64	33	67	91	77
その他の営業外費用 / Non-operating expense	227	183	247	108	229
経常利益 / Ordinary income	3,092	1,241	4,362	5,434	4,925
(売上高比 / Sales ratio)	(2.4%)	(1.5%)	(4.0%)	(4.3%)	(3.8%)
特別利益 / Extraordinary profit	7	48	43	9	845
特別損失 / Extraordinary loss	44	50	144	481	10
税金等調整前当期純利益 / Income before income taxes and minority interests	3,055	1,239	4,262	4,961	5,759
(売上高比 / Sales ratio)	(2.4%)	(1.5%)	(3.9%)	(4.0%)	(4.5%)
法人税、住民税及び事業税 / Income taxes	1,259	784	1,992	2,270	2,168
法人税等調整額 / Deferred taxes	359	72	-261	-134	277
少数株主損益調整前当期純利益 / Income before minority interests	-	-	2,531	2,826	3,313
(売上高比 / Sales ratio)	-	-	(2.3%)	(2.3%)	(2.6%)
少数株主利益 / Minority interests in net income	51	18	83	183	262
当期純利益 / Net income	1,384	363	2,448	2,643	3,051
(売上高比 / Sales ratio)	(1.1%)	(0.4%)	(2.3%)	(2.1%)	(2.4%)

財務諸表 / Financial statements

■ キャッシュ・フロー計算書(連結) / Statement of cash flow(consolidated)

(百万円 / millions of yen)

	2009/3	2010/3	2011/3	2012/3	2013/3
営業活動によるキャッシュ・フロー / Net cash (used in) provided by operating activities	8,526	-6,848	690	-1,661	8,781
税金等調整前当期純利益 / Income before income taxes and minority interests	3,055	1,239	4,262	4,961	5,759
減価償却費 / Depreciation and amortization	357	326	356	353	316
キャッシュ・フローに影響しない損益項目 / Income and expense items that do not affect cash flow	-33	221	349	776	-1,648
売上債権の増減 / Increase/Decrease in notes and accounts receivable-trade	10,348	-864	-7,155	-4,754	5,220
前渡金の増減 / Increase/Decrease in advance payments to suppliers	7,284	1,886	-1,579	-2,925	150
仕入債務の増減 / Increase/Decrease in notes and accounts payable-trade	-7,762	-2,052	6,230	1,632	1,614
前受金の増減 / Increase/Decrease in advances from customers	-6,486	-7,496	3,740	1,073	511
棚卸資産の増減 / Increase/Decrease in inventories	3,200	-700	-4,637	-228	483
法人税等の支払額 / Income taxes-paid	-2,241	-743	-722	-2,011	-2,640
その他 / Others	803	1,335	-155	-540	-985
投資活動によるキャッシュ・フロー / Net cash (used in) provided by investing activities	-592	1,993	-396	-274	-1,509
有形固定資産の取得額 / Acquisition of property, plant and equipment	-140	-146	-129	-346	-782
投資有価証券の増減 / Acquisition of marketable and investment securities	-330	-213	-421	-350	-161
その他 / Others	-120	2,353	154	423	-566
財務活動によるキャッシュ・フロー / Net cash (used in) provided by financing activities	-2,985	-372	4,557	3,692	-8,321
長期借入金の返済額 / Repayment of long-term debt	-150	-150	-151	-151	-182
短期借入金の増減 / Increase/Decrease in short-term bank loans-net	4	69	5,227	4,480	-7,818
配当金の支払等 / Dividends paid	-2,840	-287	-510	-731	-838
その他 / Others	-	-4	-7	95	518
現金及び現金同等物に係る換算差額 / Foreign currency translation adjustments on cash and cash equivalents	-241	-7	-92	-30	339
現金及び現金同等物の増減額 / Net increase in cash and cash equivalents	4,706	-5,235	4,759	1,726	-710
現金及び現金同等物の期首残高 / Cash and cash equivalents, beginning of year	7,575	12,282	7,118	11,878	13,604
新規連結に伴う現金及び現金同等物増加高 / Increase in cash and cash equivalents from newly consolidated subsidiary	-	72	-	-	-
現金及び現金同等物の期末残高 / Cash and cash equivalents, end of year	12,282	7,118	11,878	13,604	12,894

財務諸表 / Financial statements

■ 貸借対照表(単体) / Balance sheet(Non-consolidated)

(百万円 / millions of yen)

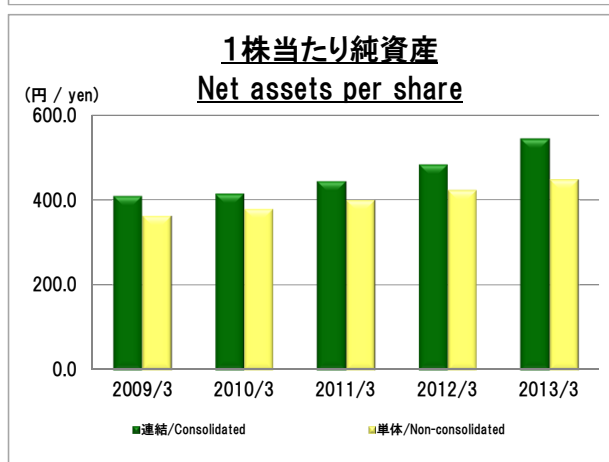
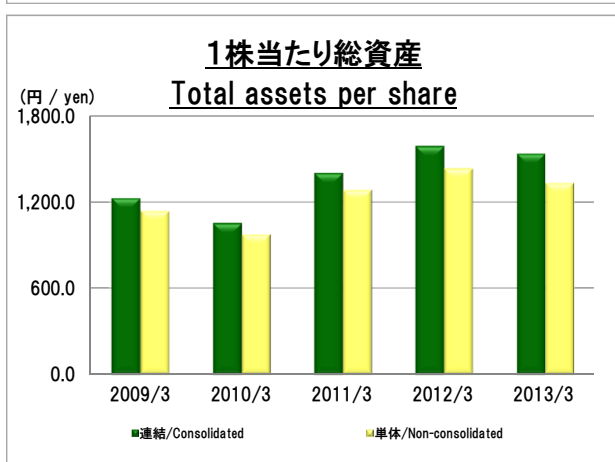
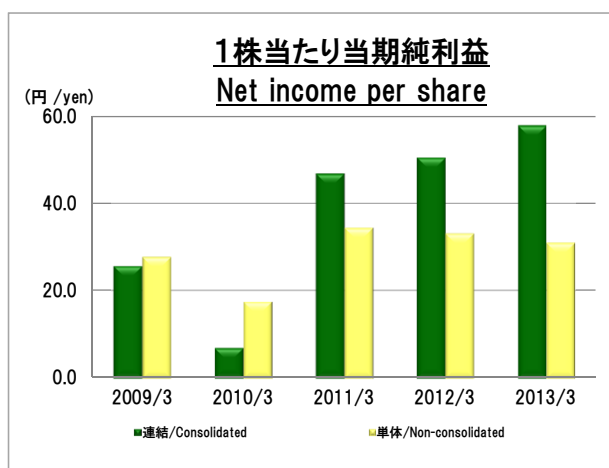
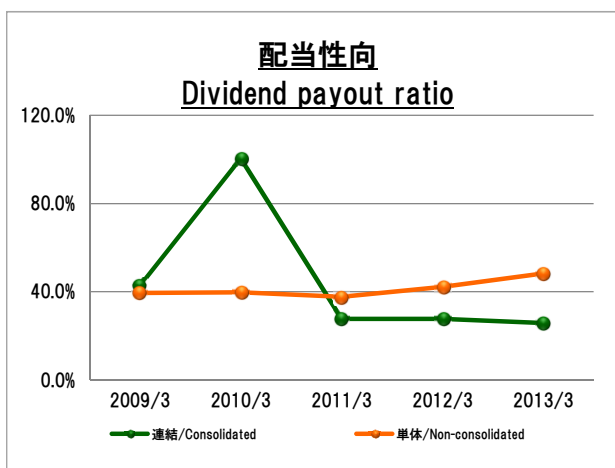
	2009/3	2010/3	2011/3	2012/3	2013/3
【資産の部 / Assets】					
流動資産 / Current assets	50,157	40,873	56,826	64,794	57,941
現金及び預金 / Cash and cash equivalents	9,277	4,817	8,227	8,456	5,926
受取手形及び売掛金 / Notes and accounts receivable	28,098	28,556	35,524	40,042	33,906
有価証券 / Marketable securities	3,000	-	-	-	14
棚卸資産 / Inventories	1,541	2,299	5,740	6,264	5,913
前渡金 / Accounts prepaid	4,195	2,589	3,978	5,837	6,657
繰延税金資産 / Deferred tax assets	177	157	305	554	359
その他流動資産 / Other current assets	3,875	2,499	3,108	3,736	5,204
貸倒引当金 / Allowance for doubtful accounts	-9	-46	-58	-98	-41
固定資産 / Permanent assets	9,254	10,049	10,325	10,686	12,731
有形固定資産 / Net property, plant and equipment	1,404	1,456	1,400	1,515	2,006
無形固定資産 / Intangible fixed assets	24	22	42	45	52
投資その他の資産 / Investment and other assets	7,825	8,570	8,882	9,125	10,673
資産合計 / Total assets	59,411	50,922	67,151	75,480	70,673
【負債・純資産の部 / Liabilities and equity】					
流動負債 / Current liabilities	39,742	30,414	45,494	52,703	45,768
支払手形及び買掛金 / Notes and accounts payable	23,429	21,916	27,542	28,460	29,429
短期借入金 / Short-term bank loans	4,920	4,920	10,190	14,670	6,450
1年内返済予定の長期借入金 / Current portion of long-term debt	150	151	151	152	60
前受金 / Advances received	10,379	2,667	5,499	6,316	7,486
その他流動負債 / Other current liabilities	862	758	2,110	3,105	2,342
固定負債 / Long-term liabilities	695	636	608	338	1,039
長期借入金 / Long-term debt	455	304	152	-	350
退職給付引当金 / Accrued severance benefits	72	122	156	36	0
その他固定負債 / Other long-term liabilities	166	209	298	302	689
負債合計 / Total liabilities	40,437	31,050	46,103	53,042	46,808
純資産 / Equity	18,974	19,872	21,048	22,437	23,865
資本金 / Common stock	5,105	5,105	5,105	5,105	5,105
資本剰余金 / Capital surplus	3,791	3,789	3,789	3,786	3,786
利益剰余金 / Retained earnings	12,259	12,892	14,170	14,313	15,092
自己株式 / Treasury stock	-2,225	-2,222	-2,210	-1,214	-1,079
その他有価証券評価差額金 / Unrealized gain on available-for-sale securities	52	276	89	344	844
繰延ヘッジ損益 / Deferred gain on derivatives under hedge accounting	-8	-3	9	2	20
新株予約権 / Stock acquisition rights	-	34	94	100	96
負債・純資産合計 / Total liabilities and equity	59,411	50,922	67,151	75,480	70,673

■ 損益計算書(単体) / Income statement(Non-consolidated)

(百万円 / millions of yen)

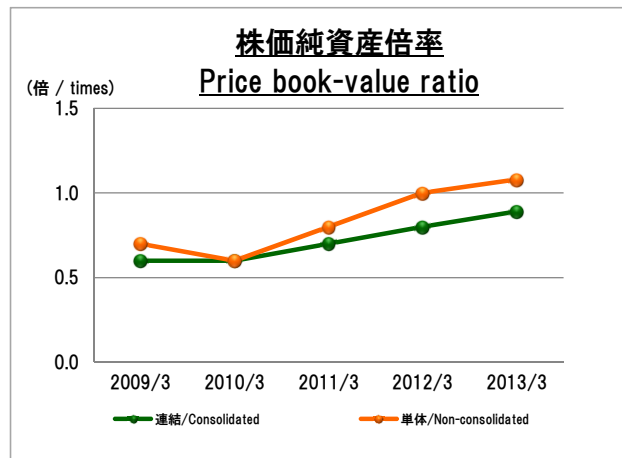
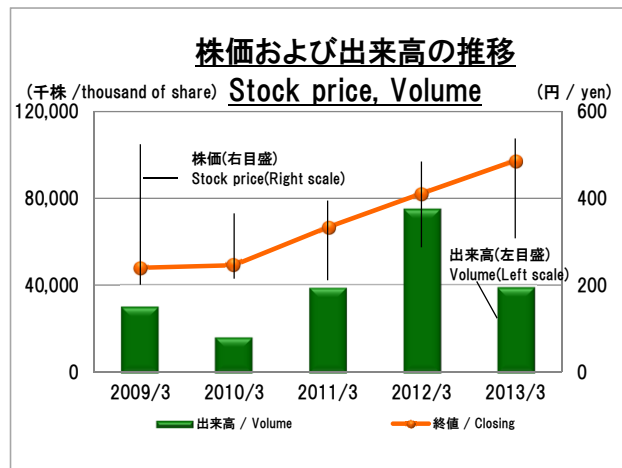
	2009/3	2010/3	2011/3	2012/3	2013/3
売上高 / Net sales	117,193	77,252	95,000	111,096	107,852
売上原価 / Cost of sales	107,398	69,618	85,046	100,405	97,406
売上総利益 / Gross profit	9,794	7,634	9,954	10,691	10,445
(売上高比 / Sales ratio)	(8.4%)	(9.9%)	(10.5%)	(9.6%)	(9.7%)
販売費及び一般管理費 / Selling, general and administrative expenses	7,370	6,283	6,906	7,325	7,209
(売上高比 / Sales ratio)	(6.3%)	(8.2%)	(7.3%)	(6.6%)	(6.7%)
営業利益 / Operating income	2,423	1,350	3,047	3,366	3,236
(売上高比 / Sales ratio)	(2.1%)	(1.7%)	(3.2%)	(3.0%)	(3.0%)
営業外収益 / Non-operating income	608	568	453	518	662
受取利息 / Interest received	43	48	55	40	37
その他の営業外収益 / Other non-operating income	565	519	397	477	624
営業外費用 / Non-operating expenses	284	140	190	166	185
支払利息 / Interest expense	60	30	66	88	74
その他の営業外費用 / Non-operating expense	223	110	124	78	110
経常利益 / Ordinary income	2,748	1,777	3,310	3,718	3,714
(売上高比 / Sales ratio)	(2.3%)	(2.3%)	(3.5%)	(3.3%)	(3.4%)
特別利益 / Extraordinary profit	5	40	14	7	0
特別損失 / Extraordinary loss	40	31	103	437	6
税金等調整前当期純利益 / Income before income taxes and minority interests	2,712	1,786	3,221	3,288	3,708
(売上高比 / Sales ratio)	(2.3%)	(2.3%)	(3.4%)	(3.0%)	(3.4%)
法人税、住民税及び事業税 / Income taxes	1,054	721	1,617	1,708	1,805
法人税等調整額 / Deferred taxes	162	146	-195	-155	266
当期純利益 / Net income	1,495	918	1,799	1,735	1,636
(売上高比 / Sales ratio)	(1.3%)	(1.2%)	(1.9%)	(1.6%)	(1.5%)

株式情報 / Stock information



連結/Consolidated		2009/3	2010/3	2011/3	2012/3	2013/3
配当性向	/ Dividend payout ratio	42.7%	100.4%	27.7%	27.7%	25.9%
1株当たり当期純利益(円)	/ Net income per share(yen)	25.8	7.0	46.9	50.6	58.0
1株当たり総資産(円)	/ Total assets per share(yen)	1,229.7	1,057.1	1,404.3	1,593.4	1,540.8
1株当たり純資産(円)	/ Net assets per share(yen)	410.6	416.6	445.9	485.2	545.8
1株当たり配当金(円)	/ Dividends per share(yen)	11.0	7.0	13.0	14.0	15.0
単体/Non-consolidated		2009/3	2010/3	2011/3	2012/3	2013/3
配当性向	/ Dividend payout ratio	39.5%	39.7%	37.7%	42.2%	48.3%
1株当たり当期純利益(円)	/ Net income per share(yen)	27.8	17.6	34.5	33.2	31.1
1株当たり総資産(円)	/ Total assets per share(yen)	1,140.4	977.0	1,286.1	1,435.9	1,336.4
1株当たり純資産(円)	/ Net assets per share(yen)	364.2	380.6	401.3	424.9	449.5
1株当たり配当金(円)	/ Dividends per share(yen)	11.0	7.0	13.0	14.0	15.0

株式情報 / Stock information



	2009/3	2010/3	2011/3	2012/3	2013/3
期末株価(円) / Share price at the end of (the fiscal) year(yen)	240	246	333	411	487
単元株主数(人) / Number of unit shareholders	6,036	5,777	5,638	5,925	5,572
総株主数(人) / Number of shareholders	8,246	7,997	7,867	8,152	7,769
発行済株式数(千株) / Common shares issued(thousand of share)	52,099	52,119	52,213	52,565	52,881
時価総額(百万円) / Market capitalization(millions of yen)	12,054	12,821	17,387	21,604	25,753

※発行済株式数は自己株式を控除した株式数 / The Common shares issued is the number of shares excluded treasury shares.

株価の推移 / Price range, Volume

	2009/3	2010/3	2011/3	2012/3	2013/3
出来高(千株) / Volume(thousand of shares)	30,350	16,274	39,060	74,773	39,155
高値(円) / High(yen)	525	365	395	485	538
安値(円) / Low(yen)	201	215	211	287	308
終値(円) / Closing(yen)	240	246	333	411	487

連結/Consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
株価収益率(倍) / Price-earnings ratio(times)	9.3	35.3	7.1	8.1	8.4
株価純資産倍率(倍) / Price book-value ratio(times)	0.6	0.6	0.7	0.8	0.9

単体/Non-consolidated	2009/3	2010/3	2011/3	2012/3	2013/3
株価収益率(倍) / Price-earnings ratio(times)	8.6	14.0	9.7	12.4	15.7
株価純資産倍率(倍) / Price book-value ratio(times)	0.7	0.6	0.8	1.0	1.1

脚注 / Bottom notes

収益性 / Profitability

売上高営業利益率(%)=営業利益÷売上高×100	Operating income margin(%)=Operating income/Net sales×100
売上高経常利益率(%)=経常利益÷売上高×100	Ordinary income margin(%)=Ordinary income/Net sales×100
売上高当期純利益率(%)=当期純利益÷売上高×100	Return on sales(%)=Net income/Net sales×100
総資産経常利益率(%)=経常利益÷平均総資産×100	Return on assets(ordinary income)(%)=Ordinary income/Average total assets×100
総資産当期純利益率(%)=当期純利益÷平均総資産×100	Return on assets(net income)(%)=Net income/Average total assets×100
自己資本当期純利益率(%)=当期純利益÷平均自己資本×100	Return on equity(%)=Net income/Average shareholders'equities

健全性 / Soundness

自己資本比率(%)=自己資本÷総資産×100	Shareholders'equity ratio(%)=Shareholders'equities/Total assets×100
D/E レシオ(倍)=有利子負債÷自己資本	Debt to equity ratio(times)=Interest-bearing debt/Shareholders'equities
流動比率(%)=流動資産÷流動負債×100	Current ratio(%)=Current asstes/Current liabilities×100
当座比率(%)=当座資産÷流動負債×100	Quick assets ratio(%)=Liquid assets/Current liabilities×100
固定比率(%)=固定資産÷純資産×100	Fixed assets ratio(%)=Permanent assets/Equities×100
負債比率(%)=負債合計÷純資産×100	Debt ratio(%)=Total liabilities/Equities×100

その他の財務指標 / Other financial indicators

売上債権回転期間(月)=売上債権(期中平均)÷売上高×12	Receivable turnover period(month)=Average trade receivable/Net sales×12
仕入債務回転期間(月)=仕入債務(期中平均)÷売上原価×12	Payable turnover period(month)=Average trade payable/Cost of sales×12
棚卸資産回転期間(月)=棚卸資産(期中平均)÷売上高×12	Inventory turnover period(month)=Average Inventories/Net sales×12
総資産回転率(回)=売上高÷平均総資産	Total assets turnover period(times)=Net sales/Average total assets
1人当たり売上高=売上高÷従業員数(期中平均)	Net sales per employee=Net sales/Average number of employee
1人当たり当期純利益=当期純利益÷従業員数(期中平均)	Net income per employee=Net income/Average number of employee
販売費及び一般管理費の件費= 報酬及び給料+賞与+役員賞与+退職給付費用+役員退職慰労金+ 福利厚生費+株式報酬費用(引当金繰入額を含む)	Personnel expense(Selling, general and administrative expenses)= Compensation and salary+Bonus+Bonus to directors+Retirement benefit expenses+Retirement benefits for directors+Welfare expense+Stock-based compensation expense(including provision allowance)

株式情報 / Stock information

配当性向=1株当たり配当金÷1株当たり当期純利益	Dividend payout ratio=Divended payout per share/Net income per share
1株当たり当期純利益率=当期純利益÷期中平均株式数	Net income per share=Net income/Average number of shares
1株当たり総資産=総資産÷期末発行済株式数	Total assets per share=Total assets/Outstanding stock
1株当たり純資産=(純資産-新株予約権-少数株主持分)÷期末発行済株式数	Net assets per share=(Equities-Stock acquisition rights-Minority interests)/Outstanding stock(end of the fiscal year)
株価収益率(倍)=期末株価÷1株当たり当期純利益	Price-earnings ratio(times)=Share price of year end/Net income per share
株価純資産倍率(倍)=期末株価÷1株当たり純資産	Price book-value ratio(times)=Share price of year end/Net assets per share