

Financial Fact Book 2008

YASKAWA Electric Corporation

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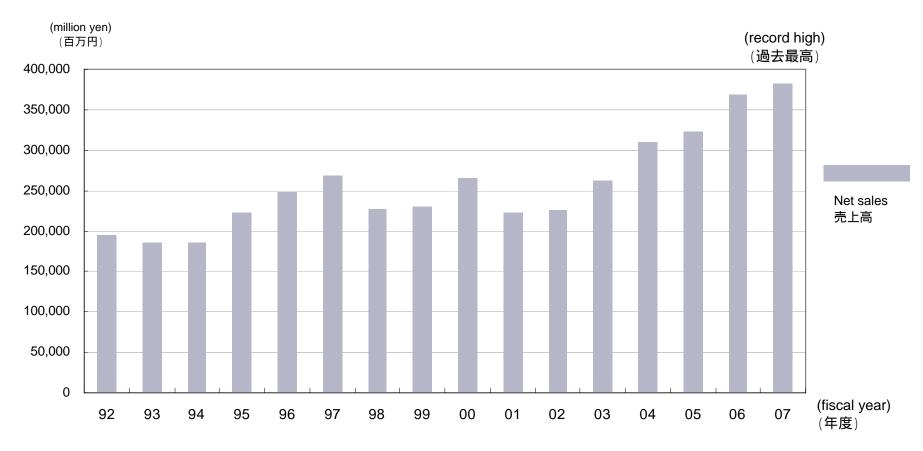
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Corporate Profile (as of March 20, 2008)

会社概要 (2008年3月20日現在)

Corporate Name:	YASKAWA Electric Corporation	商号:	株式会社安川電機
Establishment Date:	July 16, 1915	創立:	1915年(大正4年)7月16日
Head Office:	2-1 Kurosaki-Shiroishi, Yahatanishi-Ku Kitakyushu-city, Fukuoka 806-0004, Japan	本社所在地:	北九州市八幡西区黒崎城石2番1号 〒806-0004
	Tel: +81-93-645-8801 Fax: +81-93-631-8837 URL: http://www.yaskawa.co.jp/en/		TEL (093)645-8801 FAX (093)631-8837 URL: http://www.yaskawa.co.jp/
Capital:	23.0 billion yen	資本金:	230億円
Number of Employees:	8,347	従業員数:	8,347名
Sales:	382.3 billion yen (Year ended March 20, 2008)	売上高:	3,823億円 (2008年3月期実績)

Long-term Trends in Net Sales 長期売上高推移



	FY92	FY93	FY94	FY95	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07
Net Sales(million yen)																
売上高(百万円)	194,267	185,358	185,704	222,398	247,511	268,642	227,457	229,844	266,068	222,707	226,143	263,045	309,615	322,916	368,971	382,327
Annual Change(%)																
前年度比増減(%)	(15.2%)	(4.6%)	+0.2%	+19.8%	+11.3%	+8.5%	(15.3%)	+1.0%	+15.8%	(16.3%)	+1.5%	+16.3%	+17.7%	+4.3%	+14.3%	+3.6%

Note:1. In October 1999, 50% of the stock of Yaskawa System Engineering, which works on engineering and after-sales services for industrial drive system business, was transferred to SIEMENS AG.

The company became unconsolidated to be included in equity method affiliates. Net sales of Yaskawa System Engineering for the fiscal year 98 were 22.6 billion yen.

^{2. 2000}年1月に、汎用中・小形モータを手掛ける(株)ワイ・イー・ドライブの株式の67%を日本電産(株)に譲渡し、持分法対象とした。同社の98年度の売上高は103億円。



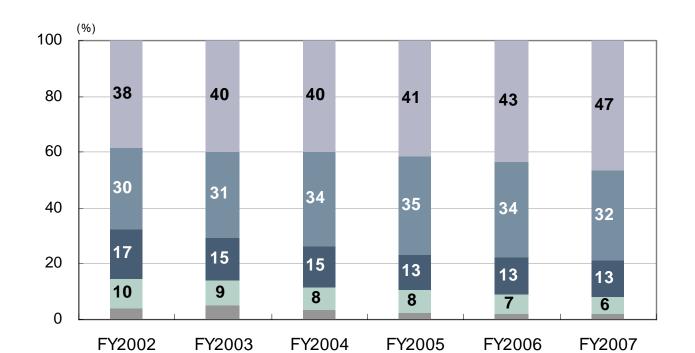
^{2.} In January 2000, 67% of the stock of Y-E Drive Corporation, which manufactures general-purpose small-to-medium sized motors, was transferred to Nidec Corporation. The company became unconsolidated to be included in equity method affiliates. Net sales of Y-E Drive Corporation for the fiscal year 98 were 10.3 billion yen.

The company decame unconsolidated to be included in equity method animates. Net sales of 1-2 Drive Corporation for the issuary year 90 were 10.5 billion yen.

(注) 1.99年10月に、産業用ドライブシステム事業のエンジニアリングとアフターサービスを手掛ける安川システムエンジニアリング(株)の株式の50%をシーメンスAGに譲渡し、持分法対象とした。同事業の98年度の売上高は226億円。

Net Sales: Break Down by Business Segment

事業セグメント別売上高構成



(unit: million yen,%) (単位:百万円、%)

(单位:日万门、%)						
	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Motion Control	86,314	105,069	122,944	133,909	159,601	177,899
モーションコントロール	38.2%	39.9%	39.7%	41.5%	43.3%	46.5%
Robotics	67,094	80,479	105,164	113,458	126,723	123,550
ロボット	29.7%	30.6%	34.0%	35.1%	34.3%	32.3%
System Engineering	39,509	40,373	44,930	41,932	49,487	50,517
システムエンジニアリング	17.5%	15.3%	14.5%	13.0%	13.4%	13.2%
Information Technologies	23,595	24,415	25,421	24,783	26,472	23,183
情報	10.4%	9.3%	8.2%	7.7%	7.2%	6.1%
Other	9,630	12,709	11,154	8,833	6,686	7,176
その他	4.3%	4.8%	3.6%	2.7%	1.8%	1.9%
Total	226,143	263,045	309,615	322,916	368,971	382,327
合計	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Motion Control モーションコントロール

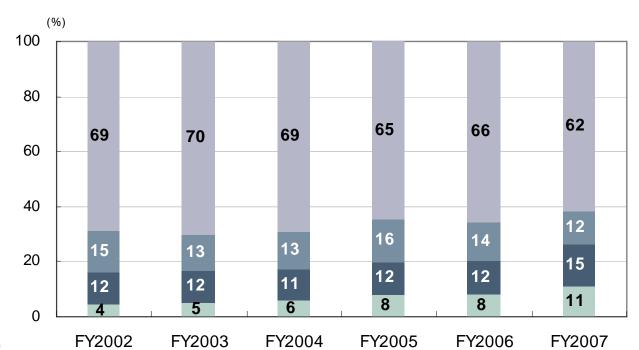
Robotics ロボット

System Engineering システムエンジンニアリング

Information Technologies 情報

Other その他

Net Sales: Break Down by Geographical Area 所在地別売上高構成



(unit:	million ye	n,%)
(単位	::百万円、	%)

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Japan	155,677	184,113	214,890	208,728	243,127	235,678
日本	68.8%	70.0%	69.4%	64.6%	65.9%	61.6%
The Americas	33,710	34,915	41,785	50,353	50,635	46,735
米州	14.9%	13.3%	13.5%	15.6%	13.7%	12.2%
Europe	26,762	31,300	34,306	38,235	45,505	57,308
ヨーロッパ	11.8%	11.9%	11.1%	11.8%	12.3%	15.0%
Asia	9,993	12,715	18,633	25,600	29,703	42,604
アジア	4.4%	4.8%	6.0%	7.9%	8.1%	11.1%
Total	226,143	263,045	309,615	322,916	368,971	382,327
合計	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Japan 日本

米州

Europe

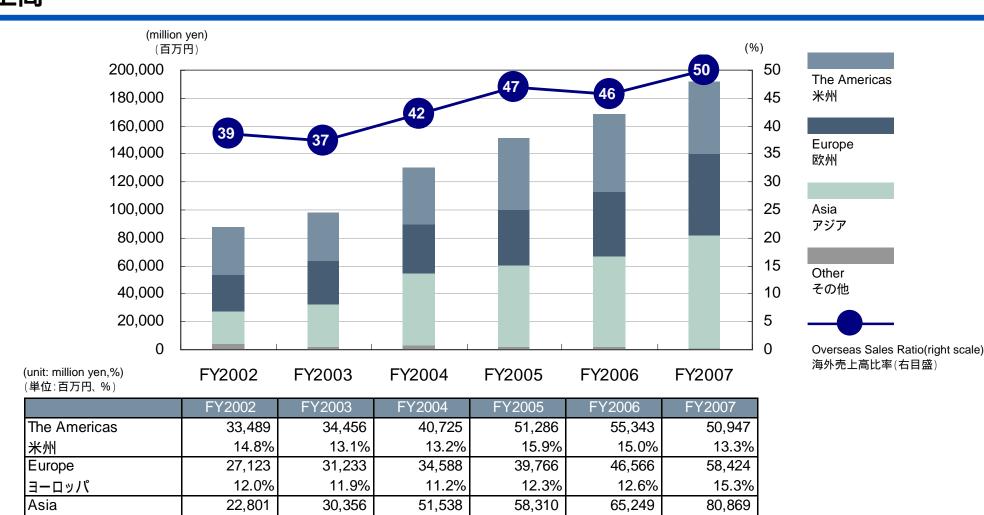
欧州

Asia

アジア

The Americas

Overseas Sales 海外売上高



Note: The earnings and expenses of overseas subsidiaries had previously been calculated using the spot exchange rate on the record date, however the company decided to use the average exchange rate during FY2006. As a result of this change, consolidated sales decreased by 4,114 million yen. This change also caused percentage of overseas sales against consolidated sales to decrease by 0.6 percentage points.

11.5%

2.437

98,483

37.4%

0.9%

10.1%

3.986

87,401

38.6%

1.8%

16.6%

3,402

130,254

1.1%

42.1%

18.1%

1.985

151,348

0.6%

46.9%

17.7%

1.538

168,698

0.4%

45.7%

21.2%

1.265

0.3%

50.1%

191,506



アジア

Other

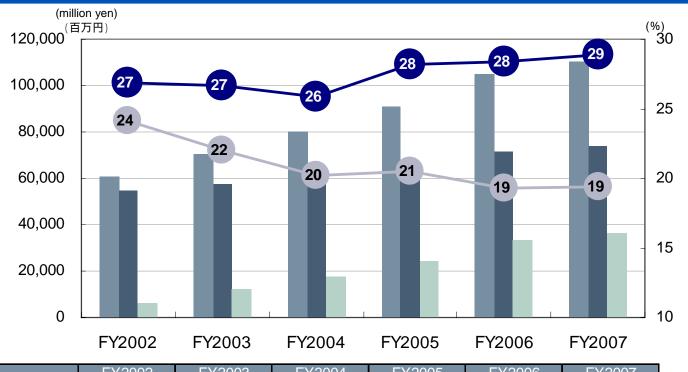
その他

Overseas Sales

海外売上高合計

⁽注) 在外子会社等の収益及び費用の円貨換算は、従来、決算日の直物為替相場を使用していたが、06年度より期中平均相場に変更している。この変更により、従来の方法によった場合に比べて、06年度の連結売上高は4,114百万円減少している。 なお、連結売上高に占める海外売上高の割合は、同じく0.6ポイント低下している。

Gross Profit, SG & A Expenses 売上総利益、販売費及び一般管理費



	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales(million yen)						
売上高(百万円)	226,143	263,045	309,615	322,916	368,971	382,327
Cost of Sales(million yen)						
売上原価(百万円)	165,318	192,786	229,498	232,052	264,084	271,725
Gross Profit(million yen)						
売上総利益(百万円)	60,825	70,259	80,116	90,864	104,886	110,601
Gross Profit Ratio(%)						
売上総利益率(%)	26.9%	26.7%	25.9%	28.1%	28.4%	28.9%
SG & A Expenses(million yen)						
販売費及び一般管理費(百万円)	54,517	57,851	62,589	66,377	71,322	74,113
SG & A Expenses to Net Sales(%)						
売上高販管費比率(%)	24.1%	22.0%	20.2%	20.5%	19.3%	19.4%
Operating Income(million yen)						
営業利益(百万円)	6,308	12,407	17,527	24,486	33,564	36,487

SG&A Expenses 販売費及び一般管理費

Operating Income 営業利益

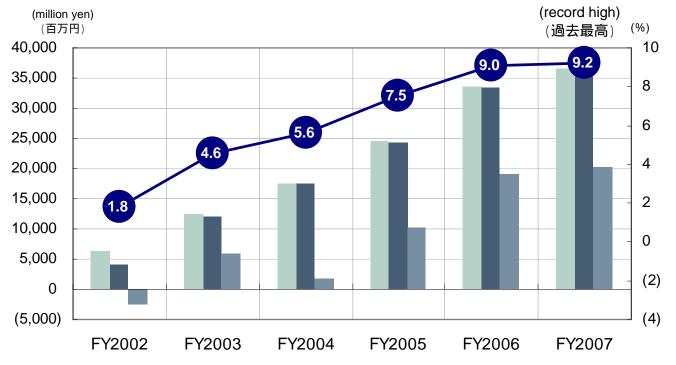


Gross Profit Ratio(right scale) 売上総利益率(右目盛)



SG&A Expenses to Net Sales (right scale) 売上高販管費比率(右目盛)

Operating Income, Ordinary Income, Ordinary Income Ratio, Net Income 営業利益、経常利益、売上高経常利益率、当期利益



	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Operating Income(million yen)					777	
営業利益(百万円)	6,308	12,407	17,527	24,486	33,564	36,487
Operating Income Ratio(%)						
売上高営業利益率(%)	2.8%	4.7%	5.7%	7.6%	9.1%	9.5%
Ordinary Income(million yen)						
経常利益(百万円)	4,008	12,010	17,414	24,331	33,383	35,212
Ordinary Income Ratio(%)						
売上高経常利益率(%)	1.8%	4.6%	5.6%	7.5%	9.0%	9.2%
Net Income(million yen)						
税引後当期利益(百万円)	(2,524)	5,819	1,860	10,157	18,982	20,242

Operating Income 営業利益

Ordinary Income 経常利益

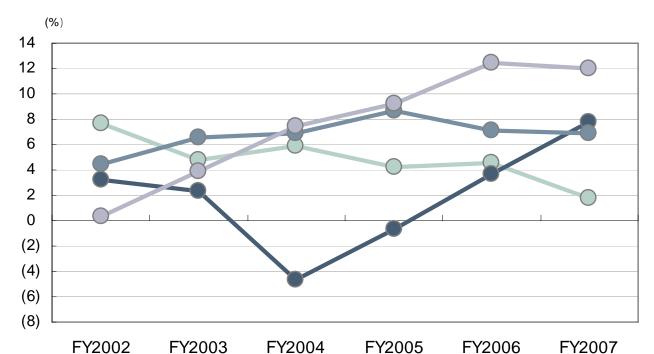
Net Income 当期利益

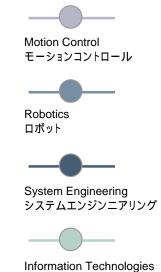


Ordinary Income Ratio(right scale)

売上高経常利益率(右目盛)

Operating Income Ratio:Break Down by Business Segment 事業セグメント別営業利益率

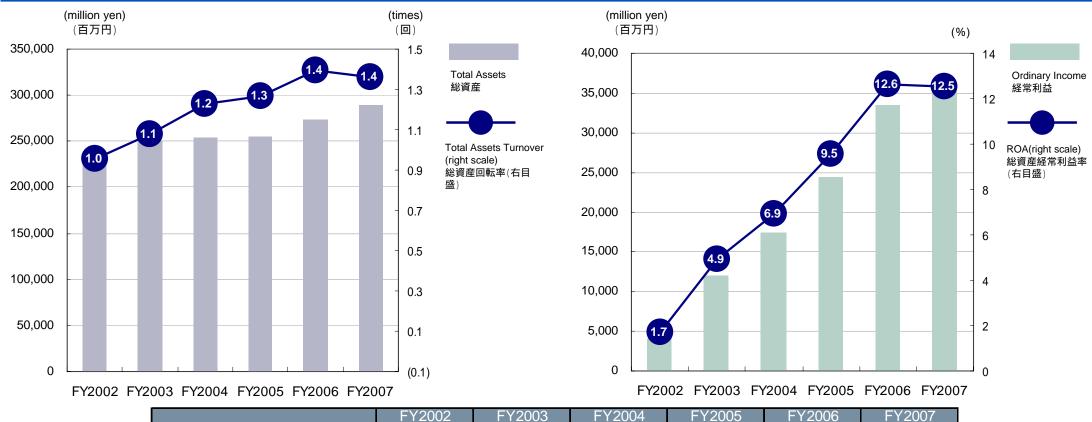




	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Motion Control(%)						
モーションコントロール(%)	0.4%	3.8%	7.4%	9.2%	12.4%	12.0%
Robotics(%)						
ロボット(%)	4.4%	6.5%	6.9%	8.7%	7.1%	6.9%
System Engineering(%)						
システムエンジニアリング(%)	3.2%	2.4%	(4.7%)	(0.6%)	3.7%	7.8%
Information Technologies(%)						
情報(%)	7.7%	4.8%	5.9%	4.2%	4.5%	1.8%
Total(%)						
全社(%)	2.8%	4.7%	5.7%	7.6%	9.1%	9.5%

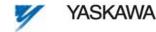
Total Assets Turnover, Return on Total Assets

総資産回転率、総資産経常利益率(ROA)

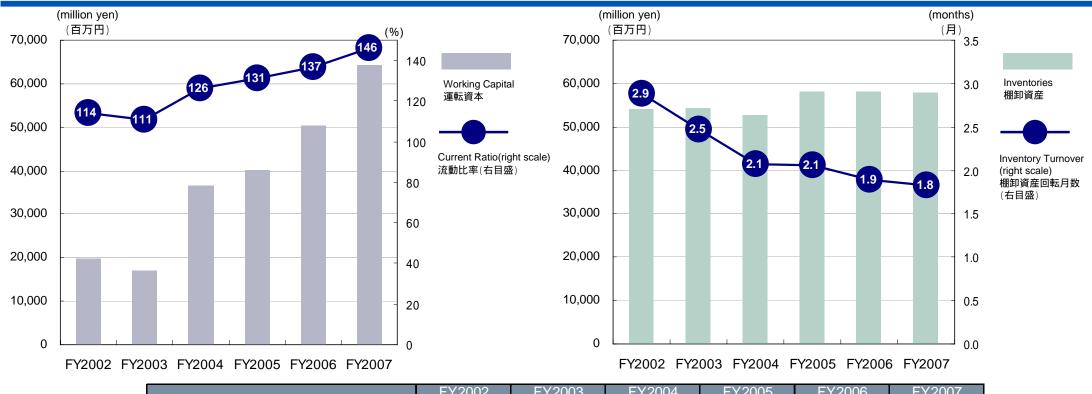


	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales (million yen)						
売上高(百万円)	226,143	263,045	309,615	322,916	368,971	382,327
Total Assets (million yen)						
総資産(百万円)	237,641	249,829	254,438	255,222	273,180	289,206
Total Assets Turnover(times)						
総資産回転率(回)	1.0	1.1	1.2	1.3	1.4	1.4
Ordinary Income(million yen)						
経常利益(百万円)	4,008	12,010	17,414	24,331	33,383	35,212
Return on Assets(million yen)						
総資産経常利益率(%)	1.7%	4.9%	6.9%	9.5%	12.6%	12.5%

Note: Total assets turnover=Sales / Total assets(average of beginning and end of fiscal year) x 100, ROA=Ordinary income / Total assets (average of beginning and end of fiscal year) x 100 (注) 総資産回転率 = 売上高÷期首期末平均総資産 x 100、ROA = 経常利益÷期首期末平均総資産 x 100



Working Capital, Current Ratio, Inventory Turnover 運転資本、流動比率、棚卸資産回転期間

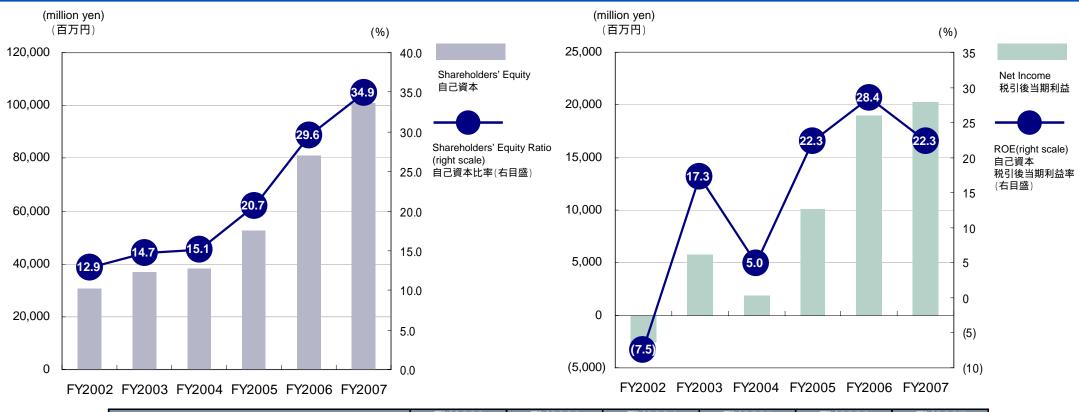


	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Current Assets(million yen)						
流動資産(百万円)	158,460	169,611	175,505	169,192	187,760	204,561
Current Liabilities (million yen)						
流動負債(百万円)	138,582	152,664	138,837	128,973	137,278	140,205
Working Capital (million yen)						
運転資本(百万円)	19,878	16,947	36,668	40,219	50,482	64,356
Current Ratio(%)						
流動比率(%)	114%	111%	126%	131%	137%	146%
Inventories (million yen)						
棚卸資産(百万円)	54,161	54,345	52,681	58,177	58,136	57,902
Inventory Turnover Period(months)						
棚卸資産回転期間(月)	2.9	2.5	2.1	2.1	1.9	1.8

Note: Working capital=Current assets – Current liabilities, Current ratio=Current assets / Current liabilities x 100, Inventory Turnover= Inventories (average of beginning and end of fiscal year) x 100 / Net sales per month (注) 運転資本 = 流動資産 - 流動負債、流動比率 = 流動資産 ÷ 流動負債 x 100、棚卸資産回転期間 = 期首期末平均棚卸資産 ÷ 1ヵ月当たり売上高



Shareholders' Equity Ratio, Return on Shareholders' Equity 自己資本比率、自己資本稅引後当期利益率(ROE)

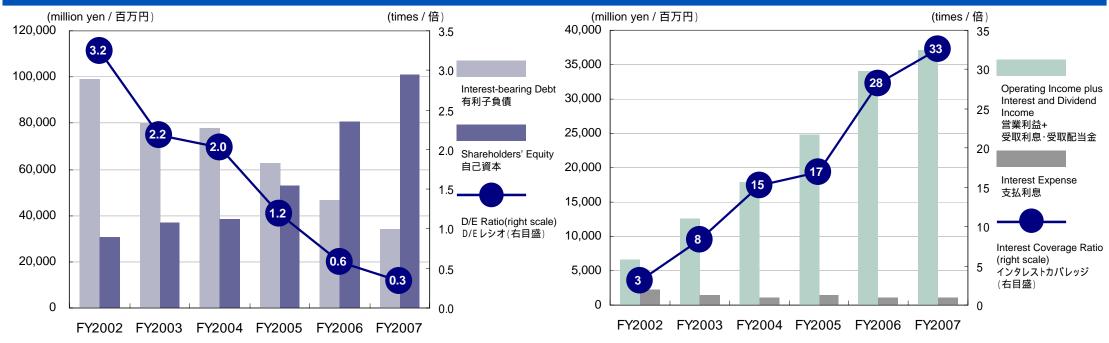


	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Shareholders' Equity(million yen)						
自己資本(百万円)	30,631	36,715	38,366	52,750	80,788	100,862
Total Assets(million yen)						
総資産(百万円)	237,641	249,829	254,438	255,222	273,180	289,206
Shareholders' Equity to Total Assets(%)						
自己資本比率(%)	12.9%	14.7%	15.1%	20.7%	29.6%	34.9%
Net Income(million yen)						
税引後当期利益(百万円)	(2,524)	5,819	1,860	10,157	18,982	20,242
Return on Shareholders' Equity(%)						
自己資本税引後当期利益率(%)	(7.5%)	17.3%	5.0%	22.3%	28.4%	22.3%

Note: Shareholders' equity to total assets=Shareholders' equity / Total assets x 100, ROE=Net income / Shareholders' equity (average of beginning and end of fiscal year) x 100 (注) 自己資本比率 = 自己資本÷総資産 x 100, ROE = 税引後当期利益÷期首期末平均自己資本



D/E Ratio, Interest Coverage Ratio D/Eレシオ、インタレストカバレッジ



12 1 12003 1 12004 1 12003 1 12000 1 1200	31					
	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Interest-bearing Debt(million yen)						
有利子負債(百万円)	99,195	79,962	77,807	62,556	46,750	33,829
Shareholders' Equity(million yen)						
自己資本(百万円)	30,631	36,715	38,366	52,750	80,788	100,862
D/E Ratio(times)						
D/Eレシオ(倍)	3.2	2.2	2.0	1.2	0.6	0.3
Interest expense(million yen)						
支払利息(百万円)	2,187	1,506	1,170	1,469	1,207	1,137
Interest and dividend income(million yen)						
受取利息·受取配当金	381	230	328	293	512	536
Operating income(million yen)						
営業利益(百万円)	6,308	12,407	17,527	24,486	33,564	36,487
Interest coverage(times)		_				
インタレストカバレッジ(倍)	3.1	8.4	15.3	16.9	28.2	32.6

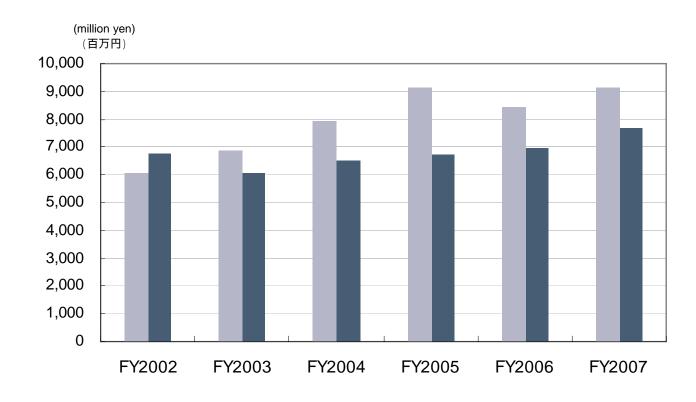
Note: D/E ratio=Interest-bearing debt / Shareholders' equity,Interest Coverage=(Operating Income + Interest and Dividend Income) / Interest Expense

(注) D/Eレシオ = 有利子負債 / 自己資本、インタレストカバレッジ = (営業利益 + 受取利息・受取配当金)/ 支払利息



Capital Expenditures, Depreciation

設備投資、減価償却費



Capital Expenditures 設備投資

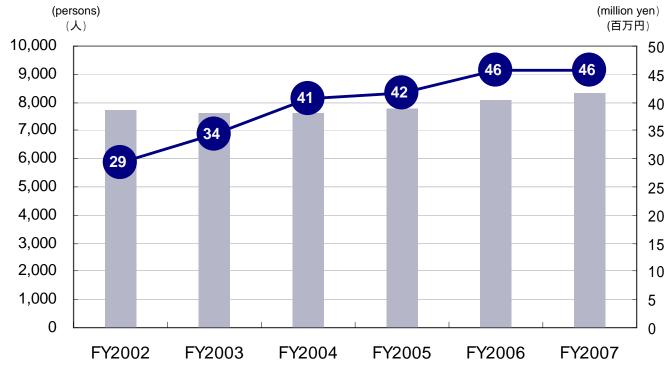
Depreciation 減価償却費

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Capital Expenditures(million yen)						
設備投資(百万円)	6,071	6,887	7,918	9,154	8,452	9,121
Depreciation(million yen)						
減価償却費(百万円)	6,752	6,047	6,499	6,699	6,962	7,676

Note: Capital expenditures in fiscal year 2005 include purchase of Yaskawa Electric U.K.'s leased asset of 846 million yen. (注) 2005年度の設備投資には、英国安川電機のリース資産買取8.5億円を含む

Number of Employees, Net Sales per Employee

従業員数、従業員1人当たり売上高



Number of Employees 従業員数

Net Sales per Employee(right scale) 従業員1人当たり売上高(右目盛)

1	
07	
2,327	
3.347	

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales (million yen)						
売上高(百万円)	226,143	263,045	309,615	322,916	368,971	382,327
Number of employees (persons)						
従業員数(人)	7,720	7,635	7,620	7,754	8,056	8,347
Net sales/employee (million yen)						
従業員1人当たり売上高(百万円)	29.3	34.5	40.6	41.6	45.8	45.8

Note: Number of employee at the end of each fiscal year

(注) 従業員数は各年度期末時点

Business Summary by Business Segment 事業セグメント別概要

Information Technologies

<u>情報</u>

FY2007 Sales: 23.1 billion yen

2007年度売上高:231億円

(Two subsidiaries on the Tokyo Stock Exchange 2nd Section) (東証2部上場の2社で構成)

Major Subsidiaries and Core products 主要子会社とコア製品

YE DATA INC. ワイ・イー・データ

computer peripherals コンピュータ周辺機器

laser marking devices, etc. レーザー応用システム等

YASKAWA INFORMATION SYSTEMS Corporation 安川情報システム information management software and services 情報処理ソフト・サービス

System Engineering システムエンジニアリング

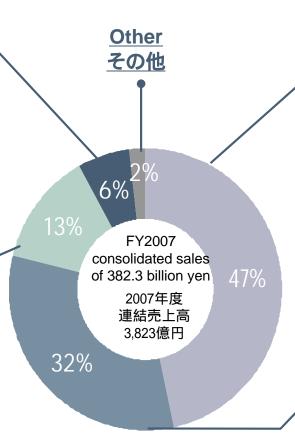
FY2007 Sales: 50.5 billion yen

2007年度売上高:505億円

Core products コア製品

electrical systems for steel plants 鉄鋼プラント用電機システム electrical instrumentation for water supply plants and sewage treatment facility systems, etc.上下水道用電気計装システム等

Major subsidiaries 主要関係会社 YASKAWA Motor Corp. 安川モートル



Motion Control モーションコントロール

FY2007 Sales: 177.8 billion yen 2007年度売上高: 1.778億円

Core products コア製品

AC servomotors and controllers ACサーボモータ、コントローラ

Linear servo リニアサーボ

General purpose inverter drives, etc. 汎用インバータ等

Major subsidiaries 主要関係会社

YASKAWA Electric Engineering Corp. 安川エンジニアリング

YASKAWA Controls Co., Ltd. 安川コントロール

YASKAWA Mechatrec Corp. 安川メカトレック

YASKAWA Electric America, Inc. (U.S.)

YASKAWA Electric Europe GmbH (Germany)

YASKAWA Electric (Shanghai) Co., Ltd (China)

Robotics ロボット

FY2007 Sales: 123.5 billion yen 2007年度売上高: 1,235億円

Core products <u>コア製品</u>

Arc and spot welding robots アーク溶接、スポット溶接 Painting and handling robots 塗装、ハンドリングロボット

FPD glass sheet transfer robots 液晶ガラス搬送ロボット

New generation robots 新世代ロボット

Semiconductor wafer transfer robots, etc. 半導体ウェ八搬送ロボット

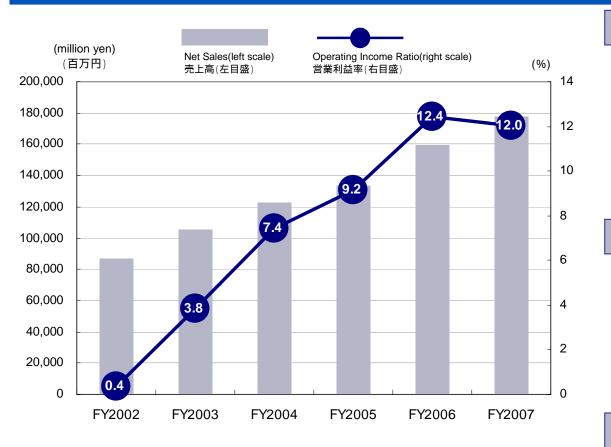
Major subsidiaries 主要関係会社

Motoman, Inc. (U.S.)

Motoman Robotics Europe AB (Sweden)

Motoman Robotec GmbH (Germany)

Segment Information:Motion Control セグメント情報: モーションコントロール



(unit: million yen,%) (単位:百万円、%)

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales						
売上高	86,314	105,069	122,944	133,909	159,601	177,899
Operating Income						
営業利益	305	4,037	9,121	12,278	19,832	21,370
Operating Income Ratio						
営業利益率	0.4%	3.8%	7.4%	9.2%	12.4%	12.0%

Main Products

AC servomotors and controllers, general-purpose inverter drives, AC spindle motors and controllers for machine tools, linear motors and controllers, DC servomotors and controllers, high-speed motors, compact precision motors, hybrid motors, energy-saving motors and inverter drives, high-frequency inverter drives, programmable controllers, machine controllers, numerical control systems, vision systems, etc.

主要製品

ACサーボモータ・制御装置、汎用インバータ 工作機械用AC主軸モータ・制御装置 リニアモータ・制御装置、DCサーボモータ・制御装置 高速モータ、小形精密モータ、複合モータ 省エネモータ・インバータ、高周波インバータ プログラマブルコントローラ、マシンコントローラ NCシステム、ビジョンシステム、その他

Related Markets

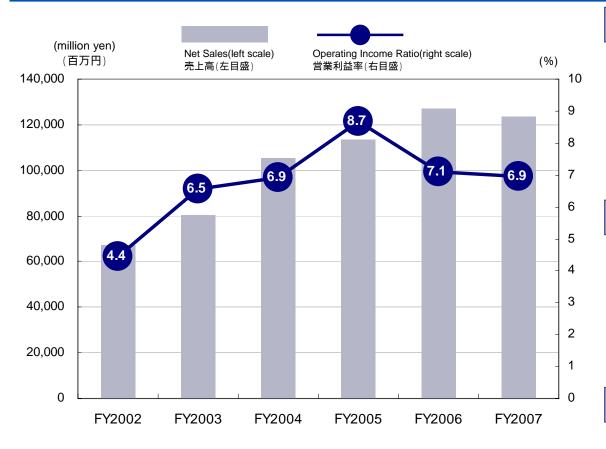
semiconductor and LCD manufacturing equipment electronic components, machine tools injection molding machines, metal forming elevator, HVAC, textiles, etc.

仕向先市場

半導体・液晶製造装置、電子部品実装機工作機械、射出成型機、金属加工機 エレベータ・空調・繊維機械、その他

Segment Information:Robotics

セグメント情報:ロボット



(unit: million yen,%) (単位:百万円、%)

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales						
売上高	67,094	80,479	105,164	113,458	126,723	123,550
Operating Income						
営業利益	2,985	5,266	7,282	9,850	8,983	8,576
Operating Income Ratio						
営業利益率	4.4%	6.5%	6.9%	8.7%	7.1%	6.9%

Main Products

arc welding robots, spot welding robots, painting robots, handling robots, new generation robots, clean/vacuum robots for semiconductor and LCD-manufacturing equipment, special actuators, transfer systems for clean/vacuum environment, robot-application FA systems, medical care and welfare service robots, etc.

主要製品

アーク溶接ロボット、スポット溶接ロボット 塗装ロボット、ハンドリングロボット、新世代ロボット 半導体・液晶製造装置用クリーン・真空ロボット 特殊アクチュエータ、クリーン・真空内搬送システム ロボット応用FAシステム 医療・福祉サービスロボット、その他

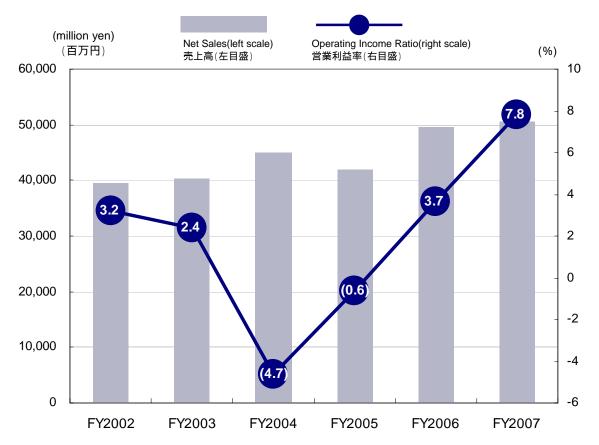
Related Markets

automobile, LCD panel manufacturing equipment semiconductor Production equipment, etc.

仕向先市場

自動車、液晶パネル製造装置、半導体製造装置、その他

Segment Information:System Engineering セグメント情報:システムエンジニアリング



(unit: million yen,%) (単位:百万円、%)

(— III : II) 1 1 () ()						
	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales						
売上高	39,509	40,373	44,930	41,932	49,487	50,517
Operating Income						
営業利益	1,259	958	(2,092)	(259)	1,814	3,940
Operating Income Ratio						
営業利益率	3.2%	2.4%	(4.7%)	(0.6%)	3.7%	7.8%

Main Products

electrical systems for steel plants, electrical instrumentation for water supply plants and sewage treatment facilities systems, roadway equipment power supplies systems, electrical systems for environmental plants. power mechatronics systems, control systems for harbor loading and unloading cranes, variable-speed drive systems for for printing machines and production equipments of paper, film and fabric, system information control equipment, medium-capacity medium-voltage inverter drives, medium-voltage switching devices. control centers, system control panels, electric power distribution equipment, internal permanent magnet motors, medium and large induction motors, small power generators and power generation equipment, rotating machines for other production uses, etc.

主要製品

鉄鋼プラント用電機システム、上下水道用電気計装システム 道路設備電源システム、環境プラント用電機システム パワーメカトロシステム、港湾荷役用クレーン制御システム 紙・フィルム・繊維製造装置・印刷機械用可変速ドライブシステム システム情報制御機器、中容量高圧インバータ、高圧開閉装置 コントロールセンタ、システム用制御盤、電力用配電機器 永久磁石内蔵形回転機、中大形誘導電動機 中形発電機及び発電装置、その他産業用回転機、その他

Segment Information:Information Technology セグメント情報:情報



(unit: million yen,%) (単位:百万円、%)

(
	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales						
売上高	23,595	24,415	25,421	24,783	26,472	23,183
Operating Income						
営業利益	1,806	1,172	1,500	1,042	1,192	420
Operating Income Ratio						
営業利益率	7.7%	4.8%	5.9%	4.2%	4.5%	1.8%

Main Products

floppy disk drives, 2-dimensional cord marking and reading devices, information management software and services, machines for office applications, etc.

主要製品

フロッピーディスクドライブ 二次元コードマーキング・読取装置 情報処理ソフト及びサービス OA機器、その他

Consolidated Statements of Operations 連結損益計算書

(million	ven)	(百万円)	
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(Hillion yell) (EDJD)						
Fiscal year ended March 20 決算期3月20日	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales 売上高	226,143	263,045	309,615	322,916	368,971	382,327
Cost of sales 売上原価	165,318	192,786	229,498	232,052	264,084	271,725
Gross profit 売上総利益	60,825	70,259	80,116	90,864	104,886	110,601
Selling, general and administrative expenses 販売費及び一般管理費						
Salaries expense 給料手当	23,748	25,885	27,758	29,075	31,232	31,599
Sales commissions 販売手数料	3,728	4,493	4,762	4,984	5,650	5,291
Shipping expense 運賃諸掛	1,194	1,565	2,100	2,118	2,173	1,634
Retirement benefits expense 退職給付費用	3,561	2,889	3,020	3,136	2,944	2,744
Depreciation expense 減価償却費	2,428	2,451	2,971	2,645	2,482	2,358
Bad-debts expense 貸倒引当金繰入額	108	152	105	-	66	959
Other その他	19,747	20,415	21,869	24,416	26,771	29,523
Total selling, general and administrative expenses 販売費及び一般管理費計	54,517	57,851	62,589	66,377	71,322	74,113
Operating income (loss) 営業利益(損失)	6,308	12,407	17,527	24,486	33,564	36,487
Non-operating income 営業外収益						
Interest income 受取利息	194	78	78	98	179	195
Dividends received 受取配当金	186	151	249	194	333	341
Proceeds from sales of securities 有価証券売却益	-	-	268	-	-	-
Investment gain on equity method 持分法による投資利益	-	1,032	44	873	523	1,195
Proceeds from sales of technology 技術供与料	331	64	76	-	-	-
Currency exchange profits 為替差益	-	-	-	273	-	-
Miscellaneous income 雑収入	507	1,005	716	602	830	497
Total non-operating income 営業外収益計	1,218	2,330	1,433	2,042	1,867	2,230
Non-operating expenses 営業外費用						
Interest expense 支払利息	2,187	1,506	1,170	1,469	1,207	1,137
Investment loss on equity method 持分法による投資損失	701	-	-	-	-	-
Loss on sales of receivables 債権売却損	-	-	-	398	248	158
Currency exchange losses 為替差損	286	743	-	-	-	2,066
Miscellaneous expenses 雑支出	344	479	376	329	593	143
Total non-operating expenses 営業外費用計	3,520	2,728	1,546	2,198	2,048	3,505
Ordinary income (loss) 経常利益(損益)	4,008	12,010	17,414	24,331	33,383	35,212

Consolidated Statements of Operations 連結損益計算書

(million yen) (百万円)

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Fiscal year ended March 20 決算期3月20日	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Extraordinary gains 特別利益						
Profits from sales of investment securities 投資有価証券売却益	1,618	1,883	468	80	120	24
Gains from sales of stock of affiliated companies 関係会社株式売却益	510	-	560	-	1,856	-
Proceeds from sales of fixed assets 固定資産売却益	188	1,055	1,790	222	1,069	7
Proceeds from factory expropriation 土地収用益	-	2,420	-	-	-	-
Reversal of litigation liability 訴訟関連債務戻入益	-	-	-	-	-	88
Other その他	3,394	122	40	144	29	29
Total extraordinary gains 特別利益計	5,710	5,480	2,861	447	3,076	149
Extraordinary losses 特別損失						
Loss on disposal of fixed assets 固定資産廃却損	268	678	392	251	398	253
Non-recurring pension provision charge 退職給付会計基準変更時差異償却	5,698	3,576	3,576	3,576	-	-
Loss on write-down of investment securities 投資有価証券評価損	1,492	33	29	12	727	150
Impairment loss 減損損失	-	-	-	-	2,167	301
Loss on structural business reforms 事業構造改善費用	1,766	1,248	1,904	2,649	1,845	-
Impairment of goodwill 営業権減損	-	-	4,055	-	-	-
Other その他	1,344	866	1,095	1,003	1,346	360
Total extraordinary losses 特別損失計	10,568	6,402	11,053	7,492	6,486	1,066
Income before income taxes and minority shareholder gains 税金等調整前当期純利益	(849)	11,089	9,222	17,286	29,973	34,295
Corporate, municipal and business taxes 法人税、住民税及び事業税	2,702	4,206	8,968	9,617	10,654	13,432
Additional income tax for previous periods 過年度法人税等追徵税額	-	-	-	-	842	604
Reversal of income taxes payable for previous periods 過年度未払法人税等戻入額	-	-	-	-	(549)	(262)
Corporate tax adjustment 法人税調整額	(1,039)	796	(1,753)	(2,803)	(794)	(38)
Minority interests 少数株主利益	11	265	147	314	836	317
Net income 当期純利益	(2,524)	5,819	1,860	10,157	18,982	20,242



Consolidated Balance Sheets 連結貸借対照表

(million yen) (百万円)						
Fiscal year ended March 20 決算期3月20日	FY2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
ASSETS 資産の部						
Currents assets 流動資産						
Cash and time deposits 現金及び預金	15,638	16,194	17,976	12,147	13,356	12,004
Short-term investments 有価証券	1,359	1,142	152	53	26	20
Trade notes and accounts receivable 受取手形及び売掛金	70,150	84,186	91,128	85,012	99,231	110,473
Inventories たな卸資産	54,161	54,345	52,681	58,177	58,136	57,902
Deferred tax assets 繰延税金資産	6,711	5,337	5,689	7,169	6,944	7,504
Other current assets その他	11,041	9,235	8,646	7,364	11,063	17,634
Allowance for doubtful accounts 貸倒引当金	(601)	(830)	(770)	(732)	(998)	(978)
Total currents assets 流動資産合計	158,460	169,611	175,505	169,192	187,760	204,561
Cive de conte. 田ウ海女						
Fixed assets 固定資産						
Property, plant and equipment 有形固定資産	40,000	40.005	10 100	47 707	47 700	10, 100
Buildings and structures 建物及び構築物	16,633	16,335	16,198	17,727	17,703	18,460
Machinery and equipment 機械装置及び運搬具	8,325	7,004	7,812	8,506	9,481	10,491
Land 土地	9,410	9,103	9,040	9,425	7,767	7,551
Other その他	4,731	4,400	4,407	3,997	4,843	4,576
Total property, plant and equipment 有形固定資産合計	39,101	36,844	37,459	39,656	39,795	41,079
Intangible fixed assets 無形固定資産	0.400	5.050	4.050	4 770	4 700	4 5 40
Goodwill のれん	6,400	5,858	1,658	1,779	1,766	1,546
Other その他	6,859	8,138	7,669	6,642	5,912	5,242
Intangible fixed assets 無形固定資産合計	13,259	13,997	9,328	8,422	7,679	6,788
Investments and other assets 投資その他の資産						
Investments 投資有価証券	12,940	14,857	18,006	23,840	23,011	19,334
Long-term loans 長期貸付金	257	265	194	298	284	306
Deferred tax assets 繰延税金資産	10,835	10,784	11,488	11,051	11,790	13,790
Other その他	3,305	3,763	2,792	3,152	3,183	4,342
Allowance for doubtful accounts 貸倒引当金	(518)	(295)	(337)	(391)	(324)	(998)
Total other assets 投資その他の資産合計	27,337	29,669	32,145	37,952	37,945	36,776
Total fixed assets 固定資産合計	79,181	80,217	78,933	86,030	85,419	84,644
TOTAL ASSETS 資産合計	237,641	249,829	254,438	255,222	273,180	289,206

Consolidated Balance Sheets 連結貸借対照表

(million yen) (百万円)						
Fiscal year ended March 20 決算期3月20日	FY2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
LIABILITIES AND NET ASSETS 負債・資本の部						
Current liabilities 流動負債						
Trade notes and accounts payable 支払手形及び買掛金	49,198	63,382	65,478	65,082	69,318	74,370
Short-term bank loans 短期借入金	62,317	40,372	39,067	30,274	23,111	26,256
Current portion of convertible bonds 一年以内に償還予定の転換社債	-	15,000	-	-	-	-
Current portion of corporate bonds 一年以内に償還予定の社債	-	-	-	-	10,000	-
Accrued expenses 未払費用	12,607	14,812	15,423	16,951	19,083	19,152
Accrued income taxes 未払法人税等	2,483	2,791	6,292	4,797	5,600	8,337
Accrued bonuses to directors 役員賞与引当金	-	-	-	-	153	223
Other その他	11,975	16,306	12,575	11,867	10,010	11,865
Total Current Liabilities 流動負債合計	138,582	152,664	138,837	128,973	137,278	140,205
Long-term liabilities 固定負債						
Bonds 社債	25,000	10,000	10,000	10,000	-	-
Convertible bonds 新株予約権付社債	-	-	15,000	14,368	6,200	-
Long-term debt 長期借入金	11,878	14,590	13,740	7,914	7,439	7,573
Deferred income taxes 繰延税金負債	122	24	12	59	36	215
Accrued retirement benefits for employees 退職給付引当金	24,972	29,276	32,423	35,774	34,912	33,607
Accrued directors' retirement benefits 役員退職慰労引当金	-	-	-	-	701	823
Other その他	2,227	2,295	1,987	1,292	370	326
Total long-term liabilities 固定負債合計	64,201	56,188	73,164	69,408	49,659	42,546

202,784

208,852

212,002

TOTAL LIABILITIES 負債合計

182,751

198,382

186,938

Consolidated Balance Sheets 連結貸借対照表

(million yen) (百万円)						
Fiscal year ended March 20 決算期3月20日	FY2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
Minority interests 少数株主持分	4,225	4,261	4,069	4,090	-	-
Shareholders' equity 資本の部						
Common stock 資本金	15,540	15,540	15,541	15,858	-	-
Additional paid-in capital 資本剰余金	14,749	13,999	14,001	11,329	-	-
Retained earnings (deficit) 利益剰余金	(286)	6,171	7,291	20,367	-	-
Net unrealized holding gain on securities その他有価証券評価差額金	250	1,040	1,933	4,739	-	-
Foreign currency translation adjustments 為替換算調整勘定	581	154	(115)	764	-	-
Treasury stock, at cost 自己株式	(204)	(191)	(286)	(309)	-	-
TOTAL SHAREHOLDERS' EQUITY 資本合計	30,631	36,715	38,366	52,750	-	-
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY 負債·資本合計	237,641	249,829	254,438	255,222	-	-
Net Assets 純資産の部						
Shareholders' equity 株主資本						
Common stock 資本金	-	-	-	-	19,953	23,062
Additional paid-in capital 資本剰余金	-	-	-	-	15,489	18,652
Retained earnings (deficit) 利益剰余金	-	-	-	-	38,736	56,988
Treasury stock, at cost 自己株式	-	-	-	-	(282)	(359)
Total shareholders' equity 株主資本合計	-	-	-	-	73,897	98,343
Evaluation and translation adjustments 評価·換算差額等						
Net unrealized holding gain on securities その他有価証券評価差額金	-	-	-	-	4,619	1,607
Deferred hedge income (loss) 繰延ヘッジ損益	-	-	-	-	(8)	(10)
Foreign currency translation adjustments 為替換算調整勘定	-	-	-	-	2,280	921
Total evaluation and translation adjustments 評価·換算差額等合計	-	-	-	-	6,890	2,518
Minority interests 少数株主持分	-	-	-	-	5,454	5,592
Total net Assets 純資産合計	-	-	-	-	86,242	106,454
TOTAL LIABILITIES AND NET ASSETS 負債·純資産合計	-	-	-	-	273,180	289,206

Consolidated Statements of Cash flows 連結キャッシュフロー計算書

(million yen) (百万円)

Fiscal year ended March 20 決算期3月20日	FY2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
Cash flows from operating activities 営業活動によるキャッシュ・フロー						
Income (loss) before income taxes and minority interests 税金等調整前当期純利益	(849)	11,089	9,222	17,286	29,973	34,295
Depreciation and amortization 減価償却費	6,752	6,047	6,499	6,699	6,962	7,676
Impairment loss 減損損失	· -	-	-	-	2,167	301
Provision for employees' retirement benefits, net of payments 退職給付引当金の増減額	-	4,255	3,140	3,351	(1,122)	(1,342)
Provision for directors' retirement benefits, net of payments 役員退職慰労引当金の増減額	-	· -	-	-	701	16
Gain (loss) on sales of property, plant and equipment 固定資産売却損益	(172)	(589)	(1,744)	(203)	(974)	(2)
Gain on sales of investment securities 投資有価証券売却益	(1,618)	(1,883)	(468)	(80)	(120)	(24)
Gain on sales of investments in affiliates 関係会社株式売却益	· ,	· -	(560)	· -	(1,856)	· -
Loss on devaluation of investment securities 投資有価証券評価損	1,492	33	29	12	727	150
Impairment of goodwill 営業権減損	-	-	4,055	-	-	-
Gain on expropriation of property, plant and equipment 工場収用益	-	(2,420)	-	-	-	-
Interest and dividend income 受取利息及び受取配当金	(381)	(230)	(328)	(293)	(512)	(537)
Interest expense 支払利息	2,187	1,506	1,170	1,469	1,207	1,137
Amortization of net retirement benefit obligation at transition 退職給付会計基準変更時差異償却	5,698	-	-	-	_	-
(Increase) decrease in trade receivables 売上債権増減額	(8,943)	(13,226)	(6,859)	9,069	(12,016)	(17,795)
(Increase) decrease in inventories たな卸資産の増減額	(827)	(202)	1,440	(4,505)	802	(714)
Increase (decrease) in trade payables 仕入債務の増減額	10,806	14,253	2,255	(1,742)	1,100	5,449
Increase (decrease) in other accounts payable 未払金の増減額	2,545	1,088	(3,159)	(2,416)	(298)	435
Increase (decrease) in consumption tax payable 未収消費税等の増減額	-	-	(819)	(199)	-	(534)
Other, net その他	(4,332)	4,036	(1,812)	3,108	(1,027)	236
Subtotal 小計	12,358	23,757	12,059	31,556	25,713	28,748
Interest and dividends received 利息及び配当金の受取額	428	237	355	307	694	960
Interest paid 利息の支払額	(2,367)	(1,512)	(1,178)	(1,461)	(1,270)	(1,143)
Income taxes paid 法人税等の支払額	(1,976)	(3,978)	(5,447)	(11,677)	(10,147)	(10,876)
Net cash provided by (used in) operating activities 営業活動によるキャッシュ・フロー	8,444	18,504	5,789	18,724	14,990	17,688



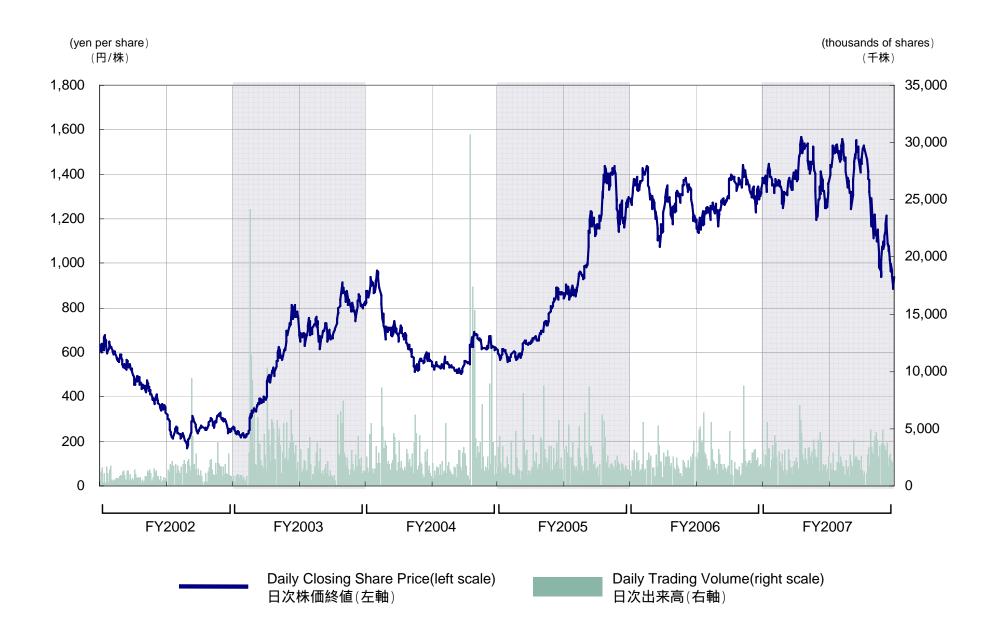
Consolidated Statements of Cash flows 連結キャッシュフロー計算書

(million yen) (百万円)

Fiscal year ended March 20 決算期3月20日	FY2002	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007
Cash flows from investing activities 投資活動によるキャッシュ・フロー						
Purchases of property, plant and equipment and intangible assets 有形固定資産等の取得による支出	(6,139)	(6,178)	(6,889)	(9,300)	(8,429)	(9,116)
Proceeds from sales of property, plant and equipment 有形固定資産等の売却による収入	2,228	1,359	2,775	433	1,103	174
Purchases of investment securities 投資有価証券等の取得による支出	(1,164)	(1,404)	(2,812)	(645)	(585)	(1,252)
Proceeds from sales of investment securities 投資有価証券等の売却による収入	2,510	3,254	938	231	207	50
Purchases of stock of affiliated companies 関係会社株式取得による支出	-	-	(133)	(257)	-	- 1
Proceeds from sales of stock of affiliated companies 関係会社株式売却による収入	1,232	221	870	-	1,801	_ /
Proceeds from purchases of stock of subsidiaries 子会社株式の取得による収入	-	-	-	-	-	165
Proceeds from expropriation of property, plant and equipment 工場収用に伴う収入	-	3,555	3,555	-	-	_ /
Other, net その他	(617)	309	(548)	(191)	(216)	44
Net cash provided by (used in) investing activities 投資活動によるキャッシュ・フロー	(1,950)	1,118	(2,242)	(9,729)	(6,119)	(9,933)
Cash flows from financing activities 財務活動によるキャッシュ・フロー						
Net increase (decrease) in short-term debt 短期借入金純増減額	(9,939)	(14,071)	(1,901)	(8,951)	(4,517)	3,287
Proceeds from long-term debt 長期借入による収入	7,800	7,846	5,391	30	3,715	5,435
Repayments of long-term debt 長期借入金の返済による支出	(4,706)	(12,210)	(5,356)	(5,877)	(6,062)	(5,359)
Proceeds from issuance of convertible bonds, net 社債の発行による収入	9,964	-	14,903	-	• -	_ /
Redemption of bonds 社債の償還による支出	(10,000)	-	(14,998)	-	-	(10,000)
Dividends paid to shareholders of the Company 親会社の配当金の支払額	-	-	(695)	-	(2,093)	(1,990)
Dividends paid to minority shareholders 少数株主への配当金の支払額	-	(178)	(205)	(187)	(161)	(180)
Other, net その他	355	(262)	39	51	158	17
Net cash provided by (used in) financing activities 財務活動によるキャッシュ・フロー	(6,525)	(18,877)	(2,823)	(14,934)	(8,960)	(8,790)
Effect of exchange rate changes on cash and cash equivalents 現金及び現金同等物に係る換算差額	19	(31)	84	309	226	(341)
Net increase (decrease) in cash and cash equivalents 現金及び現金同等物の増加額	(11)	714	808	(5,630)	137	(1,377)
Cash and cash equivalents at beginning of year 現金及び現金同等の期首残高	16,227	16,267	17,098	17,906	12,102	13,214
Increase due to inclusion of subsidiaries in consolidation 新規連結に伴う現金及び現金同等物の増加	139	148	-	-	975	27
Decrease due to exclusion of subsidiaries from consolidation 連結除外に伴う現金及び現金同等物の減少	(87)	(32)	-	(173)	-	- 1
Cash and cash equivalents at end of year 現金及び現金同等物の期末残高	16,267	17,098	17,906	12,102	13,214	11,864



Common Stock Price Range 株価推移





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