

# Financial Data 2012



# Contents

Consolidated Balance Sheet .....	2~3
Consolidated Statement of Income .....	4
Consolidated Statement of Comprehensive Income .....	5
Consolidated Statement of Changes in Equity .....	6~7
Consolidated Statement of Cash Flows .....	8
Notes to Consolidated Financial Statement .....	9~39
INDEPENDENT AUDITOR'S REPORT .....	40
Corporate Data .....	41

# Consolidated Balance Sheet

March 31, 2012

ASSETS	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2012	2011	2012
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents (Note 13) . . . . .	¥ 10,395	¥ 9,711	\$ 126,475
Receivables (Notes 13 and 14):			
Trade notes (Note 14) . . . . .	48,454	58,023	589,536
Trade accounts (Note 13) . . . . .	173,875	142,797	2,115,525
Unconsolidated subsidiaries and associated companies . . . . .	9,116	8,668	110,913
Other . . . . .	180	401	2,190
Allowance for doubtful receivables . . . . .	(1,608)	(2,164)	(19,564)
Inventories (Note 4) . . . . .	61,704	51,143	750,748
Advances to suppliers . . . . .	2,301	3,972	27,996
Deferred tax assets (Note 12) . . . . .	1,805	2,000	21,961
Prepaid expenses and other current assets . . . . .	2,617	2,696	31,840
<b>Total current assets . . . . .</b>	<b>308,842</b>	<b>277,250</b>	<b>3,757,659</b>
<b>PROPERTY, PLANT AND EQUIPMENT (Notes 5 and 7):</b>			
Land . . . . .	17,257	17,210	209,964
Buildings and structures . . . . .	19,772	18,326	240,564
Machinery and equipment . . . . .	12,800	12,742	155,736
Furniture and fixtures . . . . .	5,765	5,585	70,142
Lease assets . . . . .	197	108	2,396
Construction in progress . . . . .	711	164	8,650
<b>Total . . . . .</b>	<b>56,503</b>	<b>54,137</b>	<b>687,468</b>
Accumulated depreciation . . . . .	(24,174)	(22,370)	(294,123)
<b>Net property, plant and equipment . . . . .</b>	<b>32,329</b>	<b>31,766</b>	<b>393,344</b>
<b>INVESTMENTS AND OTHER ASSETS:</b>			
Investment securities (Notes 3, 7 and 13) . . . . .	11,580	9,753	140,893
Investments in and advances to unconsolidated subsidiaries and associated companies (Note 13) . . . . .	10,787	12,398	131,244
Long-term loans . . . . .	760	895	9,246
Goodwill (Note 6) . . . . .	444	632	5,402
Deferred tax assets (Note 12) . . . . .	1,184	1,469	14,405
Other assets . . . . .	7,847	7,514	95,473
Allowance for doubtful receivables . . . . .	(3,508)	(3,280)	(42,681)
<b>Total investments and other assets . . . . .</b>	<b>29,096</b>	<b>29,382</b>	<b>354,009</b>
<b>TOTAL . . . . .</b>	<b>¥ 370,268</b>	<b>¥ 338,400</b>	<b>\$ 4,505,024</b>

## Consolidated Balance Sheet

March 31, 2012

LIABILITIES AND EQUITY	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2012	2011	2012
<b>CURRENT LIABILITIES:</b>			
Short-term borrowings (Notes 7, 13 and 14) . . . . .	¥ 71,965	¥ 70,291	\$ 875,593
Current portion of long-term debt (Notes 7, 13 and 14) . . . . .	6,245	4,414	75,982
Payables (Notes 13 and 14):			
Trade notes . . . . .	54,696	54,674	665,482
Trade accounts (Note 15) . . . . .	137,224	115,496	1,669,594
Unconsolidated subsidiaries and associated companies . . . . .	738	738	8,979
Other . . . . .	698	696	8,492
Advances from customers . . . . .	2,719	4,397	33,081
Income taxes payable (Note 12) . . . . .	3,768	1,304	45,844
Accrued expenses . . . . .	3,886	3,844	47,280
Provision for losses from a natural disaster (Note 9) . . . . .		402	
Asset retirement obligations (Note 10) . . . . .	43	37	523
Deferred tax liabilities (Note 12) . . . . .	9	5	109
Other . . . . .	2,784	2,279	33,872
<b>Total current liabilities . . . . .</b>	<b>284,781</b>	<b>258,584</b>	<b>3,464,910</b>
<b>LONG-TERM LIABILITIES:</b>			
Long-term debt (Notes 7, 13 and 14) . . . . .	15,068	14,998	183,331
Liability for retirement benefits (Note 8) . . . . .	2,720	2,940	33,094
Provision for loss on liquidation of an associated company . . . . .	4	44	48
Asset retirement obligations (Note 10) . . . . .	96	104	1,168
Deferred tax liabilities (Note 12) . . . . .	864	1,037	10,512
Other . . . . .	1,241	1,301	15,099
<b>Total long-term liabilities . . . . .</b>	<b>19,995</b>	<b>20,426</b>	<b>243,277</b>
<b>COMMITMENTS AND CONTINGENT LIABILITIES (Notes 14 and 16)</b>			
<b>EQUITY (Notes 11 and 17):</b>			
Common stock-authorized, 400,000,000 shares; issued, 164,534,094 shares in 2012 and 164,534,094 shares in 2011 . . . . .	12,335	12,335	150,079
Capital surplus . . . . .	7,084	7,084	86,190
Retained earnings . . . . .	45,673	39,532	555,700
Treasury stock, at cost, 2,676,083 shares in 2012 and 668,372 shares in 2011 . . . . .	(579)	(204)	(7,044)
Accumulated other comprehensive income (loss):			
Net unrealized gain on available-for-sale securities (Note 3) . . . . .	1,376	875	16,741
Deferred gain (loss) on derivatives under hedge accounting . . . . .	85	(143)	1,034
Foreign currency translation adjustments . . . . .	(3,457)	(2,733)	(42,061)
<b>Total . . . . .</b>	<b>62,517</b>	<b>56,747</b>	<b>760,639</b>
Minority interests . . . . .	2,973	2,643	36,172
<b>Total equity . . . . .</b>	<b>65,491</b>	<b>59,390</b>	<b>796,824</b>
<b>TOTAL . . . . .</b>	<b>¥ 370,268</b>	<b>¥ 338,400</b>	<b>\$ 4,505,024</b>

See notes to consolidated financial statements.

# Consolidated Statement of Income

Year Ended March 31, 2012

	Millions of Yen			Thousands of U.S. Dollars (Note 1)
	2012	2011	2010	2012
NET SALES (Note 15) .....	¥ 807,245	¥ 790,900	¥ 757,185	\$ 9,821,693
COST OF SALES (Notes 8 and 15) .....	744,905	732,314	701,871	9,063,207
Gross profit .....	62,340	58,585	55,313	758,486
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (Notes 6 and 8) .....	48,810	48,328	46,517	593,867
Operating income .....	13,529	10,257	8,796	164,606
OTHER INCOME (EXPENSES):				
Interest and dividend income .....	659	604	632	8,018
Interest expense .....	(1,439)	(1,436)	(1,670)	(17,508)
Gain on sales of securities-net (Note 3) .....	83	36	643	1,009
Loss on disposal of property, plant and equipment .....		(269)		
Gain on sales of property, plant and equipment .....	119	2	99	1,447
Loss on sales of property, plant and equipment .....	(38)	(11)		(462)
Loss on devaluation of investment securities (Note 3) .....	(68)	(1,087)	(366)	(827)
Impairment losses of fixed assets (Note 5) .....	(425)	(277)	(427)	(5,170)
Losses from a natural disaster (Note 9) .....		(582)		
Provision for loss on liquidation of an associated company .....		(44)		
Loss on adjustment for changes in accounting standard for asset retirement obligations .....		(161)		
Equity in (losses) earnings of unconsolidated subsidiary and associated companies .....	(703)	1,493	371	(8,553)
Gain on negative goodwill .....	537			6,533
Gain on liquidation of subsidiaries and affiliates .....	357			4,343
(Loss) gain on change in equity .....	(172)	(34)	6	(2,092)
Other-net .....	543	589	188	6,606
Other expenses-net .....	(546)	(1,177)	(520)	(6,643)
INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS .....	12,982	9,079	8,275	157,951
INCOME TAXES (Note 12):				
Current .....	5,456	3,245	3,827	66,382
Deferred .....	369	53	20	4,489
Total income taxes .....	5,825	3,298	3,847	70,872
NET INCOME BEFORE MINORITY INTERESTS .....	7,157	5,781	4,428	87,078
MINORITY INTERESTS IN NET (LOSS) INCOME .....	(42)	32	(162)	(511)
NET INCOME .....	¥ 7,199	¥ 5,748	¥ 4,591	\$ 87,589
PER SHARE OF COMMON STOCK (Note 2.t):				
Basic net income .....	¥ 44.3	¥ 35.0	¥ 28.0	\$ 0.53
Cash dividends applicable to the year .....	8.0	6.0	5.0	0.09

See notes to consolidated financial statements.

# Consolidated Statement of Comprehensive Income

Year Ended March 31, 2012

	Millions of Yen			Thousands of U.S. Dollars (Note 1)
	2012	2011	2010	2012
NET INCOME BEFORE MINORITY INTERESTS	¥ 7,157	¥ 5,781	¥ 4,428	\$ 87,078
OTHER COMPREHENSIVE INCOME (LOSS) (Note 17):				
Unrealized gain (loss) on available-for-sale securities	527	(36)	271	6,411
Deferred gain (loss) on derivatives under hedge accounting	228	(21)	(68)	2,774
Foreign currency translation adjustments	(220)	(689)	167	(2,676)
Share of other comprehensive loss in associated companies	(526)	(432)	228	(6,399)
Total other comprehensive income (loss)	¥ 9	¥ (1,179)	¥ 599	\$ 109
COMPREHENSIVE INCOME (Note 17)	¥ 7,166	¥ 4,602	¥ 5,027	\$ 87,188
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO (Note 17):				
Owners of the parent	7,203	4,657	5,180	87,638
Minority interests	(37)	(55)	(152)	(450)

See notes to consolidated financial statements.

# Consolidated Statement of Changes in Equity

Year Ended March 31, 2012

	Thousands	Millions of Yen		
	Number of Shares of Common Stock Outstanding	Common Stock	Capital Surplus	Retained Earnings
BALANCE, APRIL 1, 2009.....	163,990	¥ 12,335	¥ 7,086	¥ 30,604
Net income.....				4,591
Cash dividends, ¥ 5 per share.....				(819)
Effect of change in ownership ratio of an associated company.....				(153)
Effect of change in scope of consolidated subsidiaries.....				218
Reversal of land revaluation surplus.....				(1)
Purchase of treasury stock.....	(21)			
Disposal of treasury stock.....	10		(1)	
Net change in the year.....				
BALANCE, MARCH 31, 2010.....	163,979	12,335	7,084	34,439
Net income.....				5,748
Cash dividends, ¥ 6 per share.....				(819)
Effect of change in ownership ratio of an associated company.....				0
Effect of change in scope of consolidated subsidiaries.....				76
Reversal of land revaluation surplus.....				76
Change in scope of equity method.....				10
Purchase of treasury stock.....	(116)			
Disposal of treasury stock.....	2		0	
Net change in the year.....				
BALANCE, MARCH 31, 2011.....	163,865	12,335	7,084	39,532
Net income.....				7,199
Cash dividends, ¥ 8 per share.....				(1,059)
Effect of change in ownership ratio of an associated company.....				0
Purchase of treasury stock.....	(2,010)			
Disposal of treasury stock.....	2		(0)	
Net change in the year.....				
BALANCE, MARCH 31, 2012.....	161,858	¥ 12,335	¥ 7,084	¥ 45,673

	Thousands of U.S. Dollars (Note 1)		
	Common Stock	Capital Surplus	Retained Earnings
BALANCE, MARCH 31, 2011.....	\$ 150,079	\$ 86,190	\$ 480,983
Net income.....			87,589
Cash dividends, \$ 0.097 per share.....			(12,884)
Effect of change in ownership ratio of an associated company.....			0
Purchase of treasury stock.....			
Disposal of treasury stock.....		(0)	
Net change in the year.....			
BALANCE, MARCH 31, 2012.....	\$ 150,079	\$ 86,190	\$ 555,700

See notes to consolidated financial statements.



Millions of Yen							
Treasury Stock	Accumulated other comprehensive income				Total	Minority Interests	Total Equity
	Net Unrealized Gain (Loss) on Available-for-sale Securities	Deferred Gain (Loss) on Derivatives under Hedge Accounting	Land Revaluation Surplus	Foreign Currency Translation Adjustments			
¥ (184)	¥ 592	¥ (52)	¥ 75	¥ (1,990)	¥ 48,467	¥ 1,962	¥ 50,429
					4,591		4,591
					(819)		(819)
					(153)		(153)
					218		218
					(1)		(1)
(4)					(4)		(4)
3					2		2
	296	(68)	0	360	589	(183)	405
(184)	889	(121)	76	(1,630)	52,888	1,779	54,668
					5,748		5,748
					(819)		(819)
					0		0
					76		76
					76		76
					10		10
(20)					(20)		(20)
0					0		0
	(13)	(21)	(76)	(1,102)	(1,214)	863	(350)
(204)	875	(143)		(2,733)	56,747	2,643	59,390
					7,199		7,199
					(1,059)		(1,059)
					0		0
(375)					(375)		(375)
0					0		0
	500	228		(724)	4	330	335
¥ (579)	¥ 1,376	¥ 85		¥ (3,457)	¥ 62,517	¥ 2,973	¥ 65,491

Thousands of U.S. Dollars (Note 1)							
Treasury Stock	Accumulated other comprehensive income				Total	Minority Interests	Total Equity
	Net Unrealized Gain (Loss) on Available-for-sale Securities	Deferred Gain (Loss) on Derivatives under Hedge Accounting	Land Revaluation Surplus	Foreign Currency Translation Adjustments			
\$ (2,482)	\$ 10,646	\$ (1,739)		\$ (32,252)	\$ 690,436	\$ 32,157	\$ 722,593
					87,589		87,589
					(12,884)		(12,884)
					0		0
(4,562)					(4,562)		(4,562)
0					0		0
	6,083	2,774		(8,808)	48	4,015	4,075
\$ (7,044)	\$ 16,741	\$ 1,034		\$ (42,061)	\$ 760,639	\$ 36,172	\$ 796,824

# Consolidated Statement of Cash Flows

Year Ended March 31, 2012

	Millions of Yen			Thousands of U.S. Dollars (Note 1)
	2012	2011	2010	2012
<b>OPERATING ACTIVITIES:</b>				
Income before income taxes and minority interests .....	¥ 12,982	¥ 9,079	¥ 8,275	\$ 157,951
Adjustments for:				
Income taxes-paid .....	(3,030)	(3,061)	(4,909)	(36,865)
Depreciation and amortization .....	2,194	2,223	1,895	26,694
Equity in losses (earnings) of unconsolidated subsidiary and associated companies .....	703	(1,493)	(371)	8553
Loss on adjustment for changes in accounting standard for asset retirement obligations .....		161		
Reversal of provision for doubtful receivables .....	(529)	(821)	(338)	(6,436)
Loss on disposal of property, plant and equipment .....		269		
Losses from a natural disaster .....		582		
Impairment losses on fixed assets .....	425	277	427	5,170
Gain on sales of securities-net .....	(83)	(36)	(643)	(1,009)
Loss on devaluation of investment securities .....	68	1,087	366	827
(Gain) loss on sales of property, plant and equipment-net .....	(81)	9	(99)	(985)
Changes in assets and liabilities, net of effects				
(Increase) decrease in receivables .....	(19,174)	(779)	13,144	(233,288)
(Increase) decrease in inventories .....	(8,467)	(7,511)	20,043	(103,017)
Increase (decrease) in payables .....	19,346	(1,063)	(33,509)	235,381
(Decrease) increase in liability for retirement benefits .....	(295)	(224)	8	(3,589)
Other-net .....	1,303	722	7,308	15,853
Total adjustments .....	(7,620)	(9,658)	3,320	(92,712)
Net cash provided by (used in) operating activities .....	5,362	(578)	11,596	65,239
<b>INVESTING ACTIVITIES:</b>				
(Decrease) increase in time deposit .....	(13)	(9)	60	(158)
Purchases of property, plant and equipment .....	(3,109)	(3,729)	(1,644)	(37,826)
Proceeds from sales of property, plant and equipment .....	924	371	294	11,242
Purchases of intangible assets .....	(183)	(249)	(14)	(2,226)
Purchases of investment securities .....	(2,037)	(2,428)	(1,822)	(24,784)
Proceeds from sales of investment securities .....	200	208	1,716	2,433
Purchases of the shares of companies previously unconsolidated .....	(246)	(288)	(449)	(2,993)
Sales of the shares of companies previously consolidated .....	8	62	(42)	97
Decrease (increase) in short-term loans receivable .....	97	(525)	(17)	1,180
Payments of long-term loans receivable .....	(349)	(1,504)	(168)	(4,246)
Proceeds from long-term loans receivable .....	96	1,269	21	1,168
Other-net .....	158	190	164	1,922
Net cash used in investing activities .....	(4,454)	(6,631)	(1,901)	(54,191)
<b>FINANCING ACTIVITIES:</b>				
Increase (decrease) in short-term borrowings-net .....	1,148	8,388	(7,812)	13,967
Proceeds from long-term debt .....	5,507	4,146	3,561	67,003
Repayments of long-term debt .....	(5,162)	(5,698)	(4,423)	(62,805)
Purchase of treasury stock .....	(376)			(4,574)
Dividends paid .....	(1,061)	(824)	(822)	(12,909)
Dividends paid to minority shareholders .....	(46)	(27)	(99)	(559)
Proceeds from funds paid by minority shareholders .....	26	1	5	316
Other-net .....	(149)	(131)	(11)	(1,812)
Net cash (used in) provided by financing activities .....	(113)	5,855	(9,602)	(1,374)
FOREIGN CURRENCY TRANSLATION ADJUSTMENTS ON CASH AND CASH EQUIVALENTS .....	(110)	(304)	50	(1,338)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS .....	684	(1,659)	143	8,322
CASH AND CASH EQUIVALENTS OF NEWLY CONSOLIDATED SUBSIDIARIES, BEGINNING OF YEAR .....		155	155	
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR .....	9,711	11,214	10,915	118,153
CASH AND CASH EQUIVALENTS, END OF YEAR .....	¥ 10,395	¥ 9,711	¥ 11,214	\$ 126,475

See notes to consolidated financial statements.

## 1. BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

The accompanying consolidated financial statements have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in conformity with accounting principles generally accepted in Japan (“Japanese GAAP”), which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards. Japanese yen figures less than a million yen are rounded down to the nearest million yen, except for per share data.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside Japan. In addition, certain reclassifications have been made in the 2010 and 2011 consolidated financial statements to conform to the classifications used in 2012.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which SUMIKIN BUSSAN CORPORATION (the “Company”) is incorporated and operates. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥ 82.19 to \$ 1, the rate of exchange at March 31, 2012. Such translations should not be construed as representations that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate. U.S. dollar figures less than a thousand dollars are rounded down to the nearest thousand dollars, except for per share data.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**a. Consolidation** - The consolidated financial statements as of March 31, 2012 include the accounts of the Company and its 53 significant (50 in 2011 and 47 in 2010) subsidiaries (collectively, the “Group”).

The Company changed the scope of consolidated subsidiaries due to an increase in relative significance hence, the subsidiaries in the scope of consolidation increased by three. The effect on retained earnings of the change of this scope was stated as “Effect of change in scope of consolidated subsidiaries” for the year ended March 31, 2012 in the consolidated statements of changes in equity, and was not restated retrospectively.

Under the control or influence concept, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated, and those companies over which the Group has the ability to exercise significant influence are accounted for by the equity method.

Investments in 1 (1 in 2011 and 2 in 2010) unconsolidated subsidiary and 13 (11 in 2011 and 9 in 2010) associated companies are accounted for by the equity method.

Investments in the remaining unconsolidated subsidiaries and associated companies are stated at cost. If the consolidation or equity method of accounting had been applied to the investments in these companies, the effect on the accompanying consolidated financial statements would not be material.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group is also eliminated.

**b. Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements**

- In May 2006, the Accounting Standards Board of Japan (ASBJ) issued ASBJ Practical Issues Task Force (PITF) No.18, "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements." PITF No.18 prescribes: 1) the accounting policies and procedures applied to a parent company and its subsidiaries for similar transactions and events under similar circumstances should, in principle, be unified for the preparation of the consolidated financial statements, 2) financial statements prepared by foreign subsidiaries in accordance with either International Financial Reporting Standards or the generally accepted accounting principles in the United States of America tentatively may be used for the consolidation process, 3) however, the following items should be adjusted in the consolidation process so that net income is accounted for in accordance with Japanese GAAP, unless they are not material:

(a) amortization of goodwill; (b) scheduled amortization of actuarial gain or loss of pensions that has been directly recorded in equity; (c) expensing capitalized development costs of R&D; (d) cancellation of the fair value model accounting for property, plant, and equipment and investment properties and incorporation of the cost model accounting; and (e) exclusion of minority interests from net income, if contained in net income.

**c. Unification of Accounting Policies Applied to Foreign Associated Companies for the Equity Method**

- In March 2008, the ASBJ issued ASBJ Statement No.16, "Accounting Standard for Equity Method of Accounting for Investments". The new standard requires adjustments to be made to conform the associate's accounting policies for similar transactions and events under similar circumstances to those of the parent company when the associate's financial statements are used in applying the equity method, unless it is impracticable to determine such adjustments. In addition, financial statements prepared by foreign associated companies in accordance with either International Financial Reporting Standards or the generally accepted accounting principles in the United States of America tentatively may be used in applying the equity method, if the following items are adjusted so that net income is accounted for in accordance with Japanese GAAP, unless they are not material: 1) amortization of goodwill; 2) scheduled amortization of actuarial gain or loss of pensions that has been directly recorded in equity; 3) expensing capitalized development costs of research and development (R&D); 4) cancellation of the fair value model accounting for property, plant, and equipment and investment properties and incorporation of the cost model accounting; and 5) exclusion of minority interests from net income, if contained in net income.

**d. Cash Equivalents** - Cash equivalents are short-term investments that are readily convertible into cash and that are exposed to insignificant risk of changes in value.

Cash equivalents include time deposits, certificate of deposit, commercial paper and bond funds, all of which mature or become due within three months of the date of acquisition.

**e. Allowance for Doubtful Receivables** - The allowance for doubtful receivables is provided principally at an amount computed based on the actual ratio of bad debts in the past, plus the aggregate amount of estimated losses based on an analysis of certain individual receivables.

**f. Inventories** - Inventories are principally stated as follows:

Steel products are stated at cost determined by the moving-average method. Textiles are stated at cost determined by the first-in, first-out method or by the specific identification method. Food items are stated

at cost determined by the specific identification method. Other inventories are stated at cost determined by the moving-average method or by the specific identification method.(See Note 4.)

**g. Marketable and Investment Securities** - Marketable and investment securities are classified and accounted for, depending on management's intent, as follows:

1) trading securities, which are held for the purpose of earning capital gains in the near term are reported at fair value, and the related unrealized gains and losses are included in earnings, 2) held-to-maturity debt securities, for which there is the positive intent and ability to hold to maturity are reported at amortized cost, and 3) available-for-sale securities, which are not classified as either of the aforementioned securities, are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity.

Non-marketable available-for-sale securities are stated at cost determined by the moving-average method.

For other-than-temporary declines in fair value, investment securities are reduced to net realizable value by a charge to income.

**h. Property, Plant and Equipment** - Property, plant and equipment are stated at cost. Depreciation of property, plant and equipment of the Company and its 31 (29 in 2011 and 29 in 2010) consolidated subsidiaries is computed by the straight-line method based on the estimated useful lives of the assets. Depreciation of property, plant and equipment of 22 (21 in 2011 and 18 in 2010) consolidated subsidiaries is computed principally by the declining-balance method at rates based on the estimated useful lives of the assets. On the basis of acquisition cost, 40.6% of buildings and structures, 21.0% of machinery and equipment, and 73.2% of furniture and fixtures are depreciated by the declining-balance method. The range of useful lives is principally from 2 to 50 years for buildings and structures, and from 2 to 20 years for machinery and equipment.

Equipment held for lease is depreciated by the straight-line method over the respective lease periods.

**i. Long-Lived Assets** - The Group reviews its long-lived assets for impairment whenever events or changes in circumstance indicate the carrying amount of an asset or asset group may not be recoverable. An impairment loss would be recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued use and eventual disposition of the asset or asset group.

The impairment loss would be measured as the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.

**j. Goodwill** - Goodwill is amortized on a straight-line basis over five years.

**k. Retirement and Pension Plans** - The Company and certain consolidated subsidiaries have non-contributory funded pension plans covering substantially all of their employees. Certain consolidated subsidiaries have severance payment plans for directors and corporate auditors.

**I. Asset Retirement Obligations** - In March 2008, the ASBJ published ASBJ Statement No.18, "Accounting Standard for Asset Retirement Obligations" and ASBJ Guidance No.21, "Guidance on Accounting Standard for Asset Retirement Obligations". Under this accounting standard, an asset retirement obligation (ARO) is defined as a legal obligation imposed by either law or contract that results from the acquisition, construction, development and normal operation of a tangible fixed asset and is associated with the retirement of such tangible fixed asset. The ARO is recognized as the sum of the discounted cash flows required for the future asset retirement and is recorded in the period in which the obligation is incurred if a reasonable estimate can be made. If a reasonable estimate of the ARO cannot be made in the period the ARO is incurred, the liability should be recognized when a reasonable estimate of ARO can be made. Upon initial recognition of a liability for an ARO, an asset retirement cost is capitalized by increasing the carrying amount of the related fixed asset by the amount of the liability. The asset retirement cost is subsequently allocated to expense through depreciation over the remaining useful life of the asset. Over time, the liability is accreted to its present value each period. Any subsequent revisions to the timing or the amount of the original estimate of undiscounted cash flows are reflected as an increase or a decrease in the carrying amount of the liability and the capitalized amount of the related asset retirement cost.

**m. Losses from a Natural Disaster** - The provision is provided for the restoration of the property struck by the Higashi-Nihon Earthquake based on estimated amounts of possible loss at the end of the reporting period.

**n. Provision for Loss on Liquidation of an Associated Company** - The provision is provided for loss on the business liquidation of an associated company based on the estimated amounts of possible loss.

**o. Leases** - In March 2007, the ASBJ issued ASBJ Statement No.13, "Accounting Standard for Lease Transactions", which revised the previous accounting standard for lease transactions issued in June 1993. The revised accounting standard for lease transactions was effective for fiscal years beginning on or after April 1, 2008.

Under the previous accounting standard, finance leases that were deemed to transfer ownership of the leased property to the lessee were capitalized. However, other finance leases were permitted to be accounted for as operating lease transactions if certain "as if capitalized" information was disclosed in the note to the lessee's financial statements. The revised accounting standard requires that all finance lease transactions be capitalized by recognizing lease assets and lease obligations in the balance sheet. In addition, the revised accounting standard permits leases which existed at the transition date and do not transfer ownership of the leased property to the lessee to continue to be accounted for as operating lease transactions.

The Company applied the revised accounting standard effective April 1, 2008. In addition, the Company accounted for leases which existed at the transition date and which do not transfer ownership of the leased property to the lessee as operating lease transactions.

All other leases are accounted for as operating leases.

**p. Income Taxes** - The provision for income taxes is computed based on the pretax income included in the consolidated statement of income. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences.

**q. Foreign Currency Transactions** - All short-term and long-term monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rates at the balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statement of income to the extent that they are not hedged by foreign currency forward contracts.

**r. Foreign Currency Financial Statements** - The balance sheet accounts of the consolidated foreign subsidiaries are translated into Japanese yen at the current exchange rate as of the balance sheet date except for equity, which is translated at the historical rate. Differences arising from such translation are shown as "Foreign currency translation adjustments" under accumulated other comprehensive income (loss) in a separate component of equity.

Revenue and expense accounts of consolidated foreign subsidiaries are translated into yen at the average exchange rate.

**s. Derivatives and Hedging Activities** - The Group uses derivative financial instruments to manage its exposures to fluctuations in foreign exchange and interest rates. Derivatives include foreign currency forward contracts, currency swaps, currency options and interest rate swaps, which are utilized by the Group to reduce foreign currency exchange and interest rate risks. The Group does not enter into derivatives for trading or speculative purposes.

Derivative financial instruments and foreign currency transactions are classified and accounted for as follows:

- 1) all derivatives are recognized as either assets or liabilities and measured at fair value, and gains or losses on derivative transactions are recognized in the consolidated statement of income and
- 2) for derivatives used for hedging purposes, if such derivatives qualify for hedge accounting because of high correlation and effectiveness between the hedging instruments and the hedged items, gains or losses on derivatives are deferred until maturity of the hedged transactions.

The foreign currency forward contracts are utilized to hedge foreign currency exposures for imports from overseas suppliers. Trade payables denominated in foreign currencies are translated at the contracted rates if the forward contracts qualify for hedge accounting. Interest rate swaps are utilized to hedge interest rate exposures of short-term borrowings and long-term debt. The swaps which qualify for hedge accounting are measured at market value at the balance sheet date, and the unrealized gains or losses are deferred until maturity as deferred gain (loss) under hedge accounting in a separate component of equity.

Short-term bank loans are used to fund the Group's ongoing operations, and long-term debt including bank loans are utilized to fund capital investment. Although a portion of such bank loans with floating rates are exposed to market risks from changes in variable interest rates, those risks are mitigated by

using derivatives of interest rate swaps.

Derivatives mainly include foreign currency forward contracts, currency swaps, currency options and interest rate swaps. Foreign currency forward contracts, currency swaps and currency options are used to manage exposure to market risks from changes in foreign currency exchange rates of receivables, payables and investment for securities in foreign currencies including foreign subsidiaries. Interest rate swaps are used to manage exposure to market risks from changes in interest rates of bank loans.

**t. Per Share Information** - Basic net income per share is computed by dividing net income available to common shareholders by the weighted-average number of shares of common stock outstanding for the period, retroactively adjusted for stock splits. The weighted-average number of shares of common stock used in the computation was 162,344 thousand shares for 2012, 163,934 thousand shares for 2011 and 163,985 thousand shares for 2010.

Diluted net income per share is not disclosed because no potentially dilutive securities have been issued.

Cash dividends per share presented in the accompanying consolidated statements of income are dividends applicable to the respective years including dividends to be paid after the end of the year.

**u. Accounting Changes and Error Corrections** - In December 2009, ASBJ issued ASBJ Statement No. 24, "Accounting Standard for Accounting Changes and Error Corrections" and ASBJ Guidance No. 24, "Guidance on Accounting Standard for Accounting Changes and Error Corrections". Accounting treatments under this standard and guidance are as follows;

1) Changes in Accounting Policies

When a new accounting policy is applied with revision of accounting standards, the new policy is applied retrospectively unless the revised accounting standards include specific transitional provisions. When the revised accounting standards include specific transitional provisions, an entity shall comply with the specific transitional provisions.

2) Changes in Presentation

When the presentation of financial statements is changed, prior-period financial statements are reclassified in accordance with the new presentation.

3) Changes in Accounting Estimates

A change in an accounting estimate is accounted for in the period of the change if the change affects that period only, and is accounted for prospectively if the change affects both the period of the change and future periods.

4) Corrections of Prior-Period Errors

When an error in prior-period financial statements is discovered, those statements are restated.

This accounting standard and the guidance are applicable to accounting changes and corrections of prior-period errors which are made from the beginning of the fiscal year that begins on or after April 1, 2011.



***v. New Accounting Pronouncements***

***Accounting Standard for Retirement Benefits*** - On May 17, 2012, ASBJ issued ASBJ Statement No.26, "Accounting Standard for Retirement Benefits and ASBJ Guidance No.25, "Guidance on Accounting Standard for Retirement Benefits", which replaced the Accounting Standard for Retirement Benefits that had been issued by Business Accounting Council in 1998 with effective date of April 1, 2000 and the other related practical guidances, being followed by partial amendments from time to time through 2009.

Major changes are as follows:

1) Treatment in the balance sheet

Under the current requirements, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss are not recognized in the balance sheet, and the difference between retirement benefit obligations and plan assets (hereinafter, "deficit or surplus"), adjusted by such unrecognized amounts, are recognized as a liability or asset.

Under the revised accounting standard, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss shall be recognized within equity (accumulated other comprehensive income), after adjusting for tax effects, and the deficit or surplus shall be recognized as a liability (liability for retirement benefits ) or asset (asset for retirement benefits).

2) Treatment in the statement of income and the statement of comprehensive income (or the statement of income and comprehensive income)

The revised accounting standard would not change how to recognize actuarial gains and losses and past service costs in profit or loss. Those amounts would be recognized in profit or loss over a certain period no longer than the expected average remaining working lives of the employees. However, actuarial gains and losses and past service costs that arose in the current period and yet to be recognized in profit or loss shall be included in other comprehensive income and actuarial gains and losses and past service costs that were recognized in other comprehensive income in prior periods and then recognized in profit or loss in the current period shall be treated as reclassification adjustments.

This accounting standard and the guidance are effective for the end of annual periods beginning on or after April 1, 2013 with earlier application being permitted from the beginning of annual periods beginning on or after April 1, 2013. However, no retrospective application of this accounting standard to consolidated financial statements in prior periods is required.

The Company expects to apply the revised accounting standard from the end of the annual period beginning on April 1, 2013 and is in the process of measuring the effects of applying the revised accounting standard for the year ending March 31, 2014.

### 3. MARKETABLE AND INVESTMENT SECURITIES

Marketable and investment securities as of March 31, 2012 and 2011 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Non-current:			
Marketable equity securities.....	¥ 6,437	¥ 5,501	\$ 78,318
Government and corporate bonds.....	14	14	170
Other.....	5,128	4,237	62,392
Total.....	¥ 11,580	¥ 9,753	\$ 140,893

The costs and aggregate fair values of marketable and investment securities at March 31, 2012 and 2011 were as follows:

March 31, 2012	Millions of Yen			
	Cost	Unrealized Gains	Unrealized Losses	Fair Value
Securities classified as:				
Available-for-sale:				
Equity securities.....	¥ 3,865	¥ 2,762	¥ 191	¥ 6,437
Debt securities.....	14	0		14

March 31, 2011	Millions of Yen			
	Cost	Unrealized Gains	Unrealized Losses	Fair Value
Securities classified as:				
Available-for-sale:				
Equity securities.....	¥ 3,532	¥ 2,222	¥ 252	¥ 5,501
Debt securities.....	14	0		14

March 31, 2012	Thousands of U.S. Dollars			
	Cost	Unrealized Gains	Unrealized Losses	Fair Value
Securities classified as:				
Available-for-sale:				
Equity securities.....	\$ 47,025	\$ 33,605	\$ 2,323	\$ 78,318
Debt securities.....	170	0		170

The information for available-for-sale securities which were sold during the years ended March 31, 2012 and 2011 is as follows:

<b>March 31, 2012</b>	Millions of Yen		
	Proceeds	Realized Gains	Realized Loss
Available-for-sale:			
Marketable equity securities .....	¥ 195	¥ 83	¥ 9
Other .....	22	8	
<b>Total .....</b>	<b>¥ 217</b>	<b>¥ 92</b>	<b>¥ 9</b>

March 31, 2011	Millions of Yen		
	Proceeds	Realized Gains	Realized Loss
Available-for-sale:			
Marketable equity securities .....	¥ 187	¥ 79	¥ 33
Other .....	21		9
<b>Total .....</b>	<b>¥ 208</b>	<b>¥ 79</b>	<b>¥ 42</b>

<b>March 31, 2012</b>	Thousands of U.S. Dollars		
	Proceeds	Realized Gains	Realized Loss
Available-for-sale:			
Marketable equity securities .....	\$ 2,372	\$ 1,009	\$ 109
Other .....	267	97	
<b>Total .....</b>	<b>\$ 2,640</b>	<b>\$ 1,119</b>	<b>\$ 109</b>

The impairment losses on available-for-sale marketable equity securities for the years ended March 31, 2012 and 2011 were ¥ 0 million (\$ 0 thousand) and ¥ 539 million, respectively.

The impairment losses on other available-for-sale equity securities for the years ended March 31, 2012 and 2011 were ¥ 76 million (\$ 924 thousand) and ¥ 548 million, respectively.

#### 4. INVENTORIES

Inventories at March 31, 2012 and 2011 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Merchandise and finished products .....	¥ 51,694	¥ 42,914	\$ 628,957
Work in process .....	1,284	912	15,622
Raw materials and supplies .....	8,725	7,316	106,156
<b>Total .....</b>	<b>¥ 61,704</b>	<b>¥ 51,143</b>	<b>\$ 750,748</b>

## 5. LONG-LIVED ASSETS

The Group recognized impairment losses of ¥ 425 million (\$ 5,170 thousand) for processing facilities and other operating assets for the year ended March 31, 2012, and ¥ 277 million for stores and other operating assets for the year ended March 31, 2011.

The Company and its consolidated subsidiaries classify fixed assets into groups, at the minimum cash-generating unit level, by the type of respective business. Certain consolidated subsidiaries classify groups by store. For idle assets, each property is considered to constitute a group.

Due to consecutive operating losses or a significant decrease in the market value of land, the book value of long-lived assets is reduced to the recoverable amounts and the amounts written down are recorded as impairment losses on fixed assets.

The recoverable amounts are calculated based on the higher of net sales value or use value.

In the case of use value, the relevant assets are evaluated based on expected future cash flows discounted at 5.13% for the year ended March 31, 2012, and 4.47% for the year ended March 31, 2011.

In the case of net sales value, the relevant assets are evaluated based on publicly-assessed values.

## 6. GOODWILL

Goodwill as of March 31, 2012 and 2011 consisted of the following:

	Millions of Yen		Thousands of
	2012	2011	U.S. Dollars
Consolidation goodwill .....	¥ 396	¥ 556	\$ 4,818
Acquisition goodwill .....	48	75	584
Total .....	¥ 444	¥ 632	\$ 5,402

Amortization charged to selling, general and administrative expenses for the years ended March 31, 2012 and 2011, was ¥ 222 million (\$ 2,701 thousand) and ¥ 311 million, respectively.

## 7. SHORT-TERM BORROWINGS AND LONG-TERM DEBT

Short-term borrowings at March 31, 2012 and 2011 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Loans, primarily from banks with interest principally at 0.255% to 6.100% in 2012 and 0.187% to 4.860% in 2011.....	¥ 71,965	¥ 70,291	\$ 875,593

Long-term debt at March 31, 2012 and 2011 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Loans, primarily from banks and insurance companies with interest principally at 0.050% to 4.020% in 2012 and 0.452% to 4.020% in 2011, due serially through 2015			
Collateralized .....	¥ 548	¥ 650	\$ 6,667
Unsecured .....	20,616	18,632	250,833
Obligations under finance leases.....	148	128	1,800
Total .....	21,314	19,412	259,325
Less current portion .....	(6,245)	(4,414)	(75,982)
Long-term debt, less current portion .....	¥ 15,068	¥ 14,998	\$ 183,331

The annual maturities of long-term debt excluding finance leases as of March 31, 2012 were as follows:

Year Ending March 31	Millions of Yen	Thousands of U.S. Dollars
2013.....	¥ 6,189	\$ 75,301
2014.....	3,746	45,577
2015.....	4,168	50,711
2016.....	2,045	24,881
2017.....	4,695	57,123
Total .....	¥ 20,846	\$ 253,631

The carrying amounts of assets pledged as collateral for short-term borrowings and long-term debt at March 31, 2012 were as follows:

	Millions of Yen	Thousands of U.S. Dollars
Investment securities .....	¥ 528	\$ 6,424
Land .....	1,370	16,668
Machinery and equipment.....	1	12
Buildings and structures .....	1,525	18,554

As is customary in Japan, the Company maintains deposit balances with banks with which it has bank loans. Such deposit balances are not legally or contractually restricted as to withdrawal.

In addition, the bank borrowings are subject to agreements under which collateral must be given if requested by the lending banks, and certain banks have the right to offset cash deposited with them against any bank loan or obligation that becomes due and, in case of default and certain other specified events, against all other debt payable to the bank concerned. The Company has never received any such request.

## 8. RETIREMENT AND PENSION PLANS

The Company and certain consolidated subsidiaries have severance payment plans for employees, and certain consolidated subsidiaries have severance payment plans for directors and corporate auditors. Under most circumstances, employees terminating their employment are entitled to retirement benefits determined based on the rate of pay at the time of termination, years of service and certain other factors. Such retirement benefits are made in the form of a lump-sum severance payment from the Company or from certain consolidated subsidiaries and annuity payments from a trustee. Employees are entitled to larger payments if the termination is involuntary, by retirement at the mandatory retirement age, by death, or by voluntary retirement at certain specific ages prior to the mandatory retirement age.

The liability for employees' retirement benefits at March 31, 2012 and 2011 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Projected benefit obligation .....	¥ 10,476	¥ 10,002	\$ 127,460
Fair value of plan assets.....	(6,367)	(6,275)	(77,466)
Unrecognized actuarial difference .....	(1,828)	(1,296)	(22,241)
Unrecognized prior service cost.....	116	157	1,411
Prepaid pension expenses.....	16	20	194
Net liability .....	¥ 2,413	¥ 2,608	\$ 29,358

The components of net periodic benefit costs for the years ended March 31, 2012 and 2011 are as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Service cost.....	¥ 431	¥ 388	\$ 5,243
Interest cost.....	159	165	1,934
Expected return on plan assets .....	(112)	(113)	(1,362)
Recognized actuarial difference .....	288	371	3,504
Amortization of prior service cost.....	(41)	(41)	(498)
Others .....	348	452	4,234
Net periodic benefit costs.....	¥ 1,074	¥ 1,222	\$ 13,067

Assumptions used for the years ended March 31, 2012 and 2011 are set forth as follows:

	2012	2011
Discount rate .....	1.0%	2.0%
Expected rate of return on plan assets .....	2.0%	2.0%
Recognition period of actuarial gain/loss .....	9 years, generally	9 years, generally
Amortization period of prior service cost.....	9 years	9 years

Prior to April 1, 2009, the Company's "actual difference" and "prior service cost" were amortized over ten years by the straight-line method.

Effective April 1, 2009, the Company changed the "recognition period of actuarial difference" and "amortization period of prior service cost" from ten to nine years, because the average of residual working terms was shortened.

The effect of this change was to decrease income before income taxes and minority interests for the year ended March 31, 2010, by ¥ 136 million.

The liability for retirement benefits for directors and corporate auditors in certain consolidated subsidiaries at March 31, 2012 and 2011 are ¥ 307 million (\$ 3,735 thousand) and ¥ 332 million, respectively.

**9. LOSSES FROM A NATURAL DISASTER** Losses from a natural disaster are losses related with the Great East Japan Earthquake.

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Provision for losses from a natural disaster .....		¥ 402	
Donation and relief supplies .....		52	
Loss and damage of properties etc.....		127	

**10. ASSET RETIREMENT OBLIGATIONS** The changes in asset retirement obligations for the years ended March 31, 2012 and 2011 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Balance at beginning of year .....	¥ 142	¥ 201	\$ 1,727
Additional provisions associated			
with the acquisition of property, plant and equipment .....	3	6	36
Reconciliation associated with passage of time .....	1	0	12
Additional provisions associated with the change of estimate.....		49	
Reduction associated with settlement of			
asset retirement obligations.....	(6)	(117)	(73)
Balance at end of year .....	¥ 140	¥ 142	\$ 1,703

Content and effect of changes in AROs:

In certain subsidiary, the estimate of the future costs for restoration was changed in the year ended March 31, 2011. The effect of this change was to increase AROs by ¥ 49 million.

**11. EQUITY**

Japanese companies are subject to the Companies Act of Japan (the “Companies Act”). The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

(1) Dividends

Under the Companies Act, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders meeting. For companies that meet certain criteria such as: 1) having a Board of Directors, 2) having independent auditors, 3) having a Board of Corporate Auditors, and 4) the term of service of the directors is prescribed as one year rather than two years of normal term by its articles of incorporation, the Board of Directors may declare dividends (except for dividends in kind) at any time during the fiscal year if the company has prescribed so in its articles of incorporation. However, the Company cannot do so because it does not meet all the above criteria.

The Companies Act permits companies to distribute dividends-in-kind (non-cash assets) to shareholders subject to a certain limitation and additional requirements .

Semiannual interim dividends may also be paid once a year upon resolution by the Board of Directors if the articles of incorporation of the company so stipulate. The Companies Act provides certain limitations on the amounts available for dividends or the purchase of treasury stock. The limitation is defined as the amount available for distribution to the shareholders, but the amount of net assets after dividends must be maintained at no less than ¥ 3 million.

(2) Increases / decrease and transfer of common stock, reserve and surplus

The Companies Act requires that an amount equal to 10% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus) depending on the equity account charged upon the payment of such dividends until the aggregate amount of legal reserve and additional paid-in capital equals 25% of the common stock. Under the Companies Act, the total amount of additional paid-in capital and legal reserve may be reversed without limitation. The Companies Act also provides that common stock, legal reserve, additional paid-in capital, other capital surplus and retained earnings can be transferred among the accounts under certain conditions upon resolution of the shareholders.

(3) Treasury stock and treasury stock acquisition rights

The Companies Act also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the Board of Directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders which is determined by specific formula.

Under the Companies Act, stock acquisition rights are presented as a separate component of equity.

The Companies Act also provides that companies can purchase both treasury stock acquisition rights and treasury stock. Such treasury stock acquisition rights are presented as a separate component of equity or deducted directly from stock acquisition rights.

For the years ended March 31, 2012 and 2011, land revaluation surplus is not applicable.

For the year ended March 31, 2010, an associated company accounted for by the equity method elected a one-time revaluation of their own-use land to a value based on real estate appraisal information as of June 30, 2000 under the "Law of Land Revaluation."

The resulting land revaluation surplus represents unrealized appreciation of land and the company's equity in unrealized appreciation is stated, net of income taxes, as a component of equity. There was no effect on the consolidated statement of income. Continuous readjustment is not permitted unless the land value subsequently declines significantly such that the amount of the decline in value should be removed from the land revaluation excess amount and deferred tax liabilities. The details of the one-time revaluation as of June 30, 2000 were as follows:

Land before revaluation	—	¥ 1,097 million
Land after revaluation	—	¥ 1,620 million
Deferred tax liabilities	—	¥ 220 million
Land revaluation excess	—	¥ 303 million

At March 31, 2010, the carrying amount of the land after the above one-time revaluation exceeded the market value by ¥ 194 million in the share ratio of the Company.



## 12. INCOME TAXES

The Company and its domestic subsidiaries are subject to a number of different taxes based on income, which, in the aggregate, resulted in an effective normal statutory tax rate of 40.67% for the years ended March 31, 2012 and 2011. The consolidated foreign subsidiaries are subject to a number of different taxes based on income at tax rates specific to the rates of each country.

The tax effects of significant temporary differences and loss carryforwards which resulted in deferred tax assets and liabilities at March 31, 2012 and 2011 are as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
<b>Deferred Tax Assets:</b>			
Inventories .....	¥ 1,467	¥ 1,471	\$ 17,848
Provision for doubtful receivables .....	1,273	1,516	15,488
Impairment losses on fixed assets .....	273	290	3,321
Excess depreciation .....	533	561	6,484
Loss on devaluation of stock and investments in associated companies .....	913	1,406	11,108
Accrued enterprise taxes .....	298	134	3,625
Accrued bonuses to employees .....	463	497	5,633
Pension and severance costs .....	873	1,072	10,621
Tax loss carryforwards .....	1,697	1,706	20,647
Other .....	1,659	1,554	20,184
Less valuation allowance .....	(5,142)	(5,290)	(62,562)
<b>Total .....</b>	<b>¥ 4,313</b>	<b>¥ 4,919</b>	<b>\$ 52,475</b>
<b>Deferred Tax Liabilities:</b>			
Net unrealized gain on available-for-sale securities .....	¥ 857	¥ 805	\$ 10,427
Unrealized gains on assets and liabilities of Consolidated Subsidiaries .....	630	737	7,665
Reserve for advanced depreciation of non-current assets .....	372	401	4,526
Other .....	335	547	4,075
<b>Total .....</b>	<b>¥ 2,196</b>	<b>¥ 2,492</b>	<b>\$ 26,718</b>
<b>Net deferred tax assets .....</b>	<b>¥ 2,116</b>	<b>¥ 2,426</b>	<b>\$ 25,745</b>

A reconciliation between the normal effective statutory tax rates and the actual effective tax rates reflected in the accompanying consolidated statements of income for the years ended March 31, 2012 and 2011 is as follows:

	2012	2011
Normal effective statutory tax rate .....	40.67%	40.67%
Effect of taxation on dividends eliminated in consolidation .....	4.87	6.55
Non-taxable gain .....	(4.38)	(4.50)
Non-deductible expenses .....	1.19	1.64
Gain and loss on investments from equity method .....	2.20	(7.28)
Gain on negative goodwill .....	(1.71)	
Effect of tax rate reduction .....	1.37	
Other-net .....	0.66	(0.75)
<b>Actual effective tax rate .....</b>	<b>44.87%</b>	<b>36.33%</b>

On December 2, 2011, new tax reform laws were enacted in Japan, which changed the normal effective statutory tax rate from approximately 41% to 38% effective for the fiscal years beginning on or after April 1, 2012 through March 31, 2015, and to 36% afterwards. The effect of this change was to decrease deferred taxes in the consolidated balance sheet as of March 31, 2012 by ¥ 55 million (\$ 669 thousand) and to increase income taxes-deferred in the consolidated statement of income for the year then ended by ¥ 300 million (\$ 3,650 thousand).

At March 31, 2012, certain subsidiaries have tax loss carryforwards aggregating approximately ¥ 5,103 million (\$ 62,087 thousand), which are available to be offset against taxable income of such subsidiaries in future years. These tax loss carryforwards, if not utilized, will expire as follows:

Year Ending March 31	Millions of Yen	Thousands of U.S. Dollars
2013.....	¥ 152	\$ 1,849
2014.....		
2015.....	261	3,175
2016.....	868	10,560
2017.....	1,426	17,350
2018.....	916	11,144
2019 and thereafter .....	1,478	17,982
Total.....	¥ 5,103	\$ 62,087

### 13. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

#### (1) Group policy for financial instruments

The Group utilizes indirect and direct financing, such as bank loans and liquidation of receivables for working capital including inventory funds and funds of capital investments, positions to secure mobility, reduction of costs and stable procurement as the basic funding policy. In addition, the Group does not invest for speculation because it basically does not have cash surplus, and uses minimum necessary imprest funds as short-term deposits. Derivatives are used, not for speculative purposes, but to manage exposure to financial risks as described in (2) below.

#### (2) Nature and extent of risks arising from financial instruments

Receivables such as trade notes and trade accounts are exposed to customer credit risk. Marketable and investment securities, mainly securities of financial institutions or customers and suppliers of the Group, are additionally exposed to the risk of market price fluctuations. Marketable and investment securities in foreign currencies are exposed to the market risk of fluctuation in foreign currency exchange rates.

Payment terms of payables, such as trade notes and trade accounts, are mostly less than one year. Although payables in foreign currencies are exposed to the market risk of fluctuation in foreign currency exchange rates, the position, net of receivables, is hedged by using forward foreign currency contracts.

Short-term borrowings are used for the Group's ongoing operations, and long-term debt, such as bank loans, is utilized to fund capital investment. Although a portion of such bank loans with floating rates are exposed to market risks from changes in variable interest rates, those risks are mitigated by using derivatives of interest rate swaps.

Although a portion of long-term debt in foreign currency is exposed to market risks of fluctuation in foreign currency exchange rate, those risks are mitigated by using derivatives of currency swaps.

Derivatives include foreign currency forward contracts, currency swaps, currency options and interest rate swaps, which are used to manage exposure to market risks from changes in foreign currency exchange rates of receivables and payables, and from changes in interest rates of bank loans. Please see Note 14 for more details of derivatives.

#### (3) Risk management for financial instruments

##### (i) Credit risk management

Credit risk is the risk of economic loss arising from a counterparty's failure to repay or service debt according to the contractual terms. The Company manages its credit risk on the basis of credit management guidelines, which include assessing customers quantitatively and qualitatively by the Credit Control Department to set credit limits. The credit limits are periodically reviewed. The consolidated subsidiaries manage credit risk under similar credit management guidelines.

With respect to derivative transactions, the Company manages its exposure to counterparty risk by limiting its transactions to high-credit rating financial institutions.

##### (ii) Market risk management (foreign exchange risk and interest rate risk)

The Company and certain consolidated subsidiaries manage the market risk of fluctuation in foreign currency exchange rates of foreign currency trade receivables and payables principally by using foreign currency forward contracts. In addition, foreign exchange risk is hedged by foreign currency forward contracts when foreign currency trade receivables and payables are expected from forecasted transactions.

Interest rate swaps are used to manage exposure to market risks from changes in interest rates of loan payables.

Marketable and investment securities are managed by monitoring market values and the financial position of issuers periodically, and the Company continuously reviews the status of holding securities by considering the relationship to customers and suppliers of the Group. The loans in foreign currency are used to manage exposure to the market risk from fluctuation in foreign currency exchange rates of some investment securities in foreign currencies.

Derivative transactions are entered into by the Corporate Treasury Department under the limits of transactions which are approved in the Board of Directors meeting based on the internal guidelines which prescribe the limit for each transaction, and the balances of transactions with customers are verified by the Corporate Planning Department. In addition, the consolidated subsidiaries manage derivative transactions based on the Company's internal guidelines. The transaction data has been reported in the Board of Directors meeting on a regular basis.

(iii) Liquidity risk management

Liquidity risk comprises the risk that the Group cannot meet its contractual obligations in full on maturity dates. The Group manages its liquidity risk by the Group's treasury management from Cash Management System (CMS), diversification of financing measures, loans from several financial institutions, and the adjustment for the length of financing from Asset Liability Management (ALM). In addition, the Corporate Treasury Department manages short-term liquidity daily by reviewing the funds, along with renewal of financial planning based on the reports from each section and the Company's subsidiaries.

(4) Fair values of financial instruments

Carrying amounts, fair values and unrealized gain or loss of financial instruments as of March 31, 2012 and 2011 are as follows: Financial instruments whose fair value cannot be reliably determined are not included in following information. Also please see Note 14 for the detail of fair value for derivatives.

## (i) Fair value of financial instruments.

<b>March 31, 2012</b>	Millions of Yen		
	Carrying Amount	Fair Value	Unrealized Gains / Losses
Cash and cash equivalents .....	¥ 10,395	¥ 10,395	
Receivables .....	231,627		
Allowance for doubtful receivables .....	(1,608)		
Receivables-net.....	230,019	230,019	
Investment securities .....	6,452	6,452	
Investments in and advances to unconsolidated subsidiaries and associated companies .....	2,117	4,112	¥ 1,995
<b>Total .....</b>	<b>¥ 248,983</b>	<b>¥ 250,979</b>	<b>¥ 1,995</b>
Short-term borrowings.....	¥ 71,965	¥ 71,965	
Current portion of long-term debt.....	6,245	6,245	
Payables .....	193,358	193,358	
Long-term debt.....	15,068	15,100	¥ 31
<b>Total .....</b>	<b>¥ 286,637</b>	<b>¥ 286,669</b>	<b>¥ 31</b>

March 31, 2011	Millions of Yen		
	Carrying Amount	Fair Value	Unrealized Gains / Losses
Cash and cash equivalents .....	¥ 9,711	¥ 9,711	
Receivables .....	209,890		
Allowance for doubtful receivables .....	(2,164)		
Receivables-net.....	207,725	207,725	
Investment securities .....	5,517	5,517	
Investments in and advances to unconsolidated subsidiaries and associated companies .....	3,675	7,103	¥ 3,428
<b>Total .....</b>	<b>¥ 226,629</b>	<b>¥ 230,058</b>	<b>¥ 3,428</b>
Short-term borrowings.....	¥ 70,291	¥ 70,291	
Current portion of long-term debt.....	4,414	4,414	
Payables .....	171,606	171,606	
Long-term debt.....	14,998	15,033	¥ 35
<b>Total .....</b>	<b>¥ 261,309</b>	<b>¥ 261,345</b>	<b>¥ 35</b>

<b>March 31, 2012</b>	Thousands of U.S. Dollars		
	Carrying Amount	Fair Value	Unrealized Gains / Losses
Cash and cash equivalents .....	\$ 126,475	\$ 126,475	
Receivables .....	2,818,189		
Allowance for doubtful receivables .....	(19,564)		
Receivables-net.....	2,798,625	2,798,625	
Investment securities .....	78,501	78,501	
Investments in and advances to unconsolidated subsidiaries and associated companies .....	25,757	50,030	\$ 24,273
<b>Total .....</b>	<b>\$ 3,029,358</b>	<b>\$ 3,053,643</b>	<b>\$ 24,273</b>
Short-term borrowings.....	\$ 875,593	\$ 875,593	
Current portion of long-term debt.....	75,982	75,982	
Payables .....	2,352,573	2,352,573	
Long-term debt.....	183,331	183,720	\$ 377
<b>Total .....</b>	<b>\$ 3,487,492</b>	<b>\$ 3,487,881</b>	<b>\$ 377</b>

## Assets

### (a) Cash and cash equivalents

The carrying values of cash and cash equivalents approximate fair value because of their short maturities.

### (b) Receivables

The fair values of receivables are measured at the carrying values because the collection term is short. The allowance for doubtful receivables is computed based on the actual ratio of bad debt in the past, plus the aggregate amount of estimated losses based on the analysis of certain individual receivables with recoverable collateral and guarantees. Therefore, the fair values are measured at the quoted price because the fair values are approximately equal to the values, which are deducted from the current estimated bad debts from balance sheet accounts. In addition, some portion of receivables denominated in foreign currencies and hedged by foreign currency forward contracts is translated at the applicable contract rate.

### (c) Marketable and investment securities

The fair values of marketable and investment securities are measured at the quoted market price of the stock exchange for equity instruments, and at the quoted price obtained from the financial institution for certain debt instruments. The information of the fair values for marketable and investment securities by classification is included in Note 3.

## Liabilities

### (a) Payables, Short-term borrowings

The carrying values of payables and short-term borrowings approximate fair value because such balances are settled in the short term. In addition, some portion of payables denominated in foreign currencies and hedged by foreign currency forward contracts is translated at the applicable contract rate.

### (b) Long-term debt

The fair values of long-term debt are determined by discounting the cash flows related to the bank loans at the Group's assumed corporate borrowing rate.

## Derivatives

Fair value information for derivatives is included in Note 14.

### (ii) Carrying amount of financial instruments whose fair value cannot be reliably determined

March 31, 2012	Carrying Amount		
	2012, Millions of Yen	2011 Millions of Yen	2012, Thousands of U.S.Dollars
Investments in equity instruments that do not			
have a quoted market price in an active market .....	¥ 5,107	¥ 4,237	\$ 62,136
Investments in and advances to unconsolidated subsidiaries and associated			
companies that do not have a quoted market price in an active market ....	8,084	8,124	98,357
Investments in debt instruments that do not			
have a quoted market price in an active market .....	21		255

(5) Maturity analysis for financial assets and securities with contractual maturities

	Millions of Yen			
	Due in 1 Year or Less	Due after 1 Year through 5 Years	Due after 5 Years through 10 Years	Due after 10 Years
<b>March 31, 2012</b>				
Cash and cash equivalents .....	¥ 10,395			
Receivables .....	231,627			
Investment securities:				
Available-for-sale securities with contractual maturities .....		¥ 15		
<b>Total .....</b>	<b>¥ 242,023</b>	<b>¥ 15</b>		

	Millions of Yen			
	Due in 1 Year or Less	Due after 1 Year through 5 Years	Due after 5 Years through 10 Years	Due after 10 Years
<b>March 31, 2011</b>				
Cash and cash equivalents .....	¥ 9,711			
Receivables .....	209,890			
Investment securities:				
Available-for-sale securities with contractual maturities .....		¥ 15		
<b>Total .....</b>	<b>¥ 219,601</b>	<b>¥ 15</b>		

	Thousands of U.S. Dollars			
	Due in 1 Year or Less	Due after 1 Year through 5 Years	Due after 5 Years through 10 Years	Due after 10 Years
<b>March 31, 2012</b>				
Cash and cash equivalents .....	\$ 126,475			
Receivables .....	2,818,189			
Investment securities:				
Available-for-sale securities with contractual maturities .....		\$ 182		
<b>Total .....</b>	<b>\$ 2,944,676</b>	<b>\$ 182</b>		

Please see Note 7 for annual maturities of long-term debt.

## 14. DERIVATIVES

The Group enters into foreign currency forward contracts in the normal course of business to hedge foreign exchange risk associated with certain assets and liabilities denominated in foreign currencies. The Group enters into interest rate swap agreements as a means of managing its interest rate exposures on certain liabilities. Interest rate swaps effectively convert some floating rate debt to a fixed basis, or convert some fixed rate debt to a floating basis.

It is the Group's policy to use derivatives only for the purpose of reducing market risks associated with assets and liabilities.

Derivatives are subject to market risk and credit risk. Market risk is the exposure created by potential fluctuations in market conditions, including interest or foreign exchange rates. Credit risk is the possibility that a loss may result from a counterparty's failure to perform according to the terms and conditions of the contract. Since most of the Group's derivative transactions are related to qualified hedges of underlying business exposures, market gain or loss risk in derivative instruments is basically offset by opposite movements in the value of the hedged assets or liabilities. Also, because the counterparties to those derivatives are limited to major financial institutions, the Group does not anticipate any losses arising from credit risk.

Derivative transactions entered into by the Group have been made in accordance with internal policies, which regulate the authorization and credit limit amount. The basic policies for the use of derivatives are approved by the Board of Directors and the execution and control of derivatives are made by the Finance Department and monitored by the Corporate Planning Section. Each derivative transaction is periodically reported to management, where evaluation and analysis of such derivatives are made.



### Derivative transactions to which hedge accounting is not applied

	Millions of Yen			
	Contract Amount	Contract Amount due after One Year	Fair Value	Unrealized Gains (Losses)
<b>March 31, 2012</b>				
Foreign currency forward contracts:				
Selling:				
USD.....	¥ 174		¥ (3)	¥ (3)
Buying:				
USD.....	1,382		26	26
JPY.....	44		0	0
Currency swaps: .....	934	¥ 934	(6)	(6)
Total .....	¥ 2,535	¥ 934	¥ 16	¥ 16
Interest rate swaps: .....	¥ 367		¥ (0)	¥ (0)
(fixed rate payment, floating rate receipt)				

	Millions of Yen			
	Contract Amount	Contract Amount due after One Year	Fair Value	Unrealized Gains (Losses)
<b>March 31, 2011</b>				
Foreign currency forward contracts:				
Selling:				
USD.....	¥ 93		¥ 0	¥ 0
JPY.....	3		(0)	(0)
Buying:				
USD.....	702		(6)	(6)
JPY.....	213		4	4
Currency swaps: .....	304	¥ 304	(51)	(51)
Total .....	¥ 1,317	¥ 304	¥ (53)	¥ (53)
Interest rate swaps: .....	¥ 405	¥ 405	¥ (4)	¥ (4)
(fixed rate payment, floating rate receipt)				

	Thousands of U.S. Dollars			
	Contract Amount	Contract Amount due after One Year	Fair Value	Unrealized Gains (Losses)
<b>March 31, 2012</b>				
Foreign currency forward contracts:				
Selling:				
USD.....	\$ 2,117		\$ (36)	\$ (36)
Buying:				
USD.....	16,814		316	316
JPY.....	535		0	0
Currency swaps: .....	11,363	\$ 11,363	(73)	(73)
Total .....	\$ 30,843	\$ 11,363	\$ 194	\$ 194
Interest rate swaps: .....	\$ 4,465		\$ (0)	\$ (0)
(fixed rate payment, floating rate receipt)				

### Derivative transactions to which hedge accounting is applied

		Millions of Yen		
March 31, 2012	Hedged item	Contract Amount	Contract Amount due after One Year	Fair Value
Foreign currency forward contracts:				
Selling: Receivables				
USD .....		¥ 1,777		¥ (31)
JPY .....		245		(3)
EUR .....		148		(2)
GBP .....		1		(0)
HKD .....		0		0
Buying: Payables				
USD .....		55,423	¥ 12,670	476
THB .....		115		5
EUR .....		112		3
GBP .....		58	1	0
AUD .....		55		2
Currency swap: Long-term debt				
USD .....		4,000	4,000	
Currency options: Payables				
USD .....		8		(2)
AUD .....		1		0
Total .....		¥ 61,949	¥ 16,671	¥ 447
Interest rate swaps: (fixed rate payment, floating rate receipt)		¥ 20,943	¥ 12,595	¥ (411)
				Short-term borrowings and Long-term debt

		Millions of Yen		
March 31, 2011	Hedged item	Contract Amount	Contract Amount due after One Year	Fair Value
Foreign currency forward contracts:				
Selling: Receivables				
USD .....		¥ 1,763		¥ (4)
JPY .....		168		6
EUR .....		111		(5)
THB .....		38		(1)
Buying: Payables				
USD .....		71,075	¥ 17,455	191
EUR .....		520		8
THB .....		75		1
AUD .....		65	3	1
HKD .....		5		0
GBP .....		1		0
Currency swap: Long-term debt				
USD .....		2,000	2,000	
Currency options: Payables				
USD .....		41		(0)
AUD .....		5		
Total .....		¥ 75,872	¥ 19,458	¥ 198
Interest rate swaps: (fixed rate payment, floating rate receipt)		¥ 19,806	¥ 18,201	¥ (545)
				Short-term borrowings and Long-term debt

		Thousands of U.S. Dollars		
<b>March 31, 2012</b>	Hedged item	Contract Amount	Contract Amount due after One Year	Fair Value
Foreign currency forward contracts:				
Selling: Receivables				
USD .....		<b>\$ 21,620</b>		<b>\$ (377)</b>
JPY .....		<b>2,980</b>		<b>(36)</b>
EUR .....		<b>1,800</b>		<b>(24)</b>
GBP .....		<b>12</b>		<b>(0)</b>
HKD .....		<b>0</b>		<b>0</b>
Buying: Payables				
USD .....		<b>674,327</b>	<b>\$ 154,155</b>	<b>5,791</b>
THB .....		<b>1,399</b>		<b>60</b>
EUR .....		<b>1,362</b>		<b>24</b>
GBP .....		<b>705</b>	<b>12</b>	<b>0</b>
AUD .....		<b>669</b>		<b>24</b>
Currency swap: Long-term debt				
USD .....		<b>48,667</b>	<b>48,667</b>	
Currency options: Payables				
USD .....		<b>97</b>		<b>(24)</b>
AUD .....		<b>12</b>		<b>0</b>
Total .....		<b>\$ 753,729</b>	<b>\$ 202,834</b>	<b>\$ 5,438</b>
Interest rate swaps: Short-term borrowings and Long-term debt				
(fixed rate payment, floating rate receipt)		<b>\$ 254,812</b>	<b>\$ 153,242</b>	<b>\$ (5,000)</b>

The fair value of derivative transactions is measured at the quoted price obtained from the financial institution.

The contract or notional amounts of derivatives which are shown in the above table do not represent the amounts exchanged by the parties and do not measure the Group's exposure to credit or market risk.

## 15. RELATED PARTY DISCLOSURES

At March 31, 2012, 39% of the Company's issued shares were owned by Sumitomo Metal Industries, Ltd. (SMI), which is principally engaged in manufacturing various kinds of steel products.

As a trading company, the Company purchases products from SMI and sells them to customers. The Company also sells certain materials to SMI.

Related party transactions with SMI as of and for the years ended March 31, 2012 and 2011 are as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Sales .....	¥ 12,413	¥ 10,673	\$ 151,028
Purchases .....	148,482	139,825	1,806,570

  

	Millions of Yen		Thousands of U.S. Dollars
	2012	2011	2012
Trade receivables .....	¥ 2,238	¥ 2,493	\$ 27,229
Trade payables .....	41,312	30,057	502,640

## 16. CONTINGENT LIABILITIES

At March 31, 2012, the Group had the following contingent liabilities:

	Millions of Yen	Thousands of U.S. Dollars
Trade notes discounted.....	¥ 3,710	\$ 45,139
Trade notes endorsed .....	53	644
Guarantees for loans.....	1,746	21,243
Maximum amount of obligations to repurchase transferred receivables under certain conditions .....	1,380	16,790
Total.....	¥ 6,891	\$ 83,842

## 17. COMPREHENSIVE INCOME

The components of other comprehensive income for the year ended March 31, 2012 were as follows:

	Millions of Yen	Thousands of U.S. Dollars
	2012	2012
Unrealized gain on available-for-sale securities		
Gains arising during the year .....	¥ 615	\$ 7,482
Reclassification adjustments to profit or loss .....	(32)	(389)
Amount before income tax effect .....	583	7,093
Income tax effect.....	(55)	(669)
Total.....	¥ 527	\$ 6,411
Deferred gain on derivatives under hedge accounting		
Gains arising during the year .....	¥ 130	\$ 1,581
Reclassification adjustments to profit or loss .....	249	3,029
Amount before income tax effect .....	380	4,623
Income tax effect.....	(151)	(1,837)
Total.....	¥ 228	\$ 2,774
Foreign currency translation adjustments		
Adjustments arising during the year .....	¥ (231)	\$ (2,810)
Income tax effect .....	10	121
Total.....	¥ (220)	\$ (2,676)
Share of other comprehensive income in associates		
Gains arising during the year .....	¥ (614)	\$ (7,470)
Reclassification adjustments to profit or loss .....	88	1,070
Total.....	¥ (526)	\$ (6,399)
Total other comprehensive income .....	¥ 9	\$ 109

The corresponding information for the year ended March 31, 2011 was not required under the accounting standard for presentation of comprehensive income as an exemption for the first year of adopting that standard and not disclosed herein.

## 18. SUBSEQUENT EVENT

The following appropriation of retained earnings at March 31, 2012 was approved at the Company's shareholders' meeting held on June 26, 2012

	Millions of Yen	Thousands of U.S. Dollars
Year-end cash dividends, ¥ 5.0 (\$ 0.06) per share	¥ 809	\$ 9,843

## 19. SEGMENT INFORMATION

Under the ASBJ Statement No.17, "Accounting Standard for Segment Information Disclosures" and ASBJ Guidance No.20, "Guidance on Accounting Standard for Segment Information Disclosures", an entity is required to report financial and descriptive information about its reportable segments. Reportable segments are operating segments or aggregations of operating segments that meet specified criteria. Operating segments are components of an entity about which separate financial information is available and such information is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Generally, segment information is required to be reported on the same basis as is used internally for evaluating operating segment performance and deciding how to allocate resources to operating segments.

### (1) Description of reportable segments

The Group's reportable segments are those for which separately financial information is available and regular evaluation by the Company's management is being performed in order to decide how resources are allocated among the Group. Therefore, the Group's reportable segments consist of the Steel, Industrial Supply and Infrastructure, Textiles and Foodstuffs segments. Steel consists of various steel products, construction materials and raw materials. Industrial Supply and Infrastructure consists of nonferrous metals, machinery metals, cast and forged steel production and railway wheels. An associated company operates development, sales of industrial park and generation of electric power. Textiles consists of yarns and fabrics, clothing, bedding, interior items, uniforms and undergarments. Foodstuffs consists of beef, pork, mutton, chicken and marine products.

### (2) Methods of measurement for the amounts of sales, profit (loss), assets, liabilities and other items for each reportable segment

The accounting policies of each reportable segment are consistent with those disclosed in Note 2, "Summary of Significant Accounting Policies".

### (3) Information about sales, profit (loss), assets, liabilities and other items.

	Millions of Yen						
	2012						
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Consolidated
<b>Sales</b>							
Sales to external customers .....	¥ 432,278	¥ 101,028	¥ 168,147	¥ 104,427	¥ 1,363		¥ 807,245
Intersegment sales or transfers .....	2,141	2,298	0		168	¥ (4,610)	
<b>Total</b> .....	<b>¥ 434,420</b>	<b>¥ 103,327</b>	<b>¥ 168,148</b>	<b>¥ 104,427</b>	<b>¥ 1,532</b>	<b>¥ (4,610)</b>	<b>¥ 807,245</b>
Segment profit .....	¥ 3,862	¥ 376	¥ 4,798	¥ 3,203	¥ 176	¥ (8)	¥ 12,408
Segment assets .....	188,455	55,883	84,271	30,292	7,803	3,561	370,268
<b>Other:</b>							
Depreciation.....	1,433	164	369	192	33		2,194
Amortization of goodwill.....	155		67				222
Interest income .....	142	34	39	21	9		248
Interest expense.....	741	110	356	153	77		1,439
Equity in earnings (losses) of unconsolidated subsidiary and associated companies .....	201	(937)	31				(703)
Investments under the equity method.....	2,884	5,019	396				8,300
Increase in property, plant and equipment and intangible assets.....	2,420	250	290	240	7		3,210

Millions of Yen

	2011						
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Consolidated
<b>Sales</b>							
Sales to external customers .....	¥ 421,190	¥ 105,478	¥ 156,250	¥ 106,417	¥ 1,563		¥ 790,900
Intersegment sales or transfers .....	1,754	2,540	0		304	¥ (4,601)	
<b>Total.....</b>	<b>¥ 422,945</b>	<b>¥ 108,019</b>	<b>¥ 156,251</b>	<b>¥ 106,417</b>	<b>¥ 1,868</b>	<b>¥ (4,601)</b>	<b>¥ 790,900</b>
Segment profit .....	¥ 4,527	¥ 2,150	¥ 3,243	¥ 1,922	¥ (121)	¥ 14	¥ 11,736
Segment assets .....	167,475	50,866	78,409	28,859	8,050	4,739	338,400
<b>Other:</b>							
Depreciation.....	1,424	161	274	269	93		2,223
Amortization of goodwill .....	285	2	23				311
Interest income .....	132	36	24	20	9		222
Interest expense.....	735	111	374	111	103		1,436
Equity in earnings of unconsolidated subsidiaries and associated companies .....	293	826	373				1,493
Investments under the equity method.....	2,786	6,688	364				9,838
Increase in property, plant and equipment and intangible assets .....	2,540	448	508	431	265		4,194

Thousands of U.S. Dollars

	2012						
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Consolidated
<b>Sales</b>							
Sales to external customers .....	\$ 5,259,496	\$ 1,229,200	\$ 2,045,832	\$ 1,270,556	\$ 16,583		\$ 9,821,693
Intersegment sales or transfers .....	26,049	27,959	0		2,044	\$ (56,089)	
<b>Total.....</b>	<b>\$ 5,285,557</b>	<b>\$ 1,257,172</b>	<b>\$ 2,045,844</b>	<b>\$ 1,270,556</b>	<b>\$ 18,639</b>	<b>\$ (56,089)</b>	<b>\$ 9,821,693</b>
Segment profit .....	\$ 46,988	\$ 4,574	\$ 58,376	\$ 38,970	\$ 2,141	\$ (97)	\$ 150,967
Segment assets .....	2,292,918	679,924	1,025,319	368,560	94,938	43,326	\$ 4,505,024
<b>Other:</b>							
Depreciation.....	17,435	1,995	4,489	2,336	401		26,694
Amortization of goodwill .....	1,885		815				2,701
Interest income .....	1,727	413	474	255	109		3,017
Interest expense.....	9,015	1,338	4,331	1,861	936		17,508
Equity in earnings (losses) of unconsolidated subsidiary and associated companies .....	2,445	(11,400)	377				(8,553)
Investments under the equity method.....	35,089	61,065	4,818				100,985
Increase in property, plant and equipment and intangible assets .....	29,443	3,041	3,528	2,920	85		39,055

Notes for the year ended March 31, 2012

- (a) "Other" represents operating segments which are not included in a reportable segment, consisting of real estate and other transactions.
- (b) The reconciliation in segment profit or loss of ¥ 8 million (\$ 97 thousand) represents the elimination of intersegment trades.
- (c) The reconciliation in segment assets of ¥ 3,561 million (\$ 43,326 thousand) represents the result of elimination of intersegment trades ¥ 1,217 million (\$ 14,807 thousand) and the Group's assets ¥ 4,778 million (\$ 58,133 thousand) which are not included in a reportable segment. The Group's assets mainly consist of cash and cash equivalents of the Company.
- (d) Items causing the difference between the aggregated amounts of segment profit or loss of reportable segments and others, and income before income taxes and minority interests in the consolidated financial statements are mainly the following:
  - ¥ 8 million (\$ 97 thousand) of reconciliations
  - ¥ 537 million (\$ 6,533 thousand) of gain on negative goodwill, which is included in other income (expenses)
  - ¥ 425 million (\$ 5,170 thousand) of impairment losses of fixed assets, which is included in other income (expenses)
  - ¥ 357 million (\$ 4,343 thousand) of gain of liquidation of subsidiaries and affiliates, which is included in other income (expenses)

Notes for the year ended March 31, 2011

- (a) "Other" represents operating segments which are not included in a reportable segment, consisting of real estate and other transactions.
- (b) The reconciliation in segment profit or loss of ¥ 14 million represents the elimination of intersegment trades.
- (c) The reconciliation in segment assets of ¥ 4,739 million represents the result of elimination of intersegment trades ¥ 898 million and the Group's assets ¥ 5,637 million which are not included in a reportable segment. The Group's assets mainly consist of cash and cash equivalents of the Company.
- (d) Items causing the difference between the aggregated amounts of segment profit or loss of reporting segments and others, and income before income taxes and minority interests in the consolidated financial statements are mainly the following:
  - ¥ 14 million of reconciliations
  - ¥ 1,088 million of loss on devaluation of investment securities, which is included in other income (expenses)
  - ¥ 582 million of losses from a natural disaster, which is included in other income (expenses)

(4) Information about products and services

See operating segments information above because the reportable segments are determined on the basis of products and services.

(5) Information about geographical areas

(i) Sales

Millions of Yen			
2012			
Japan	Asia	Others	Total
¥ 715,058	¥ 75,944	¥ 16,243	¥ 807,245

  

Millions of Yen			
2011			
Japan	Asia	Others	Total
¥ 698,763	¥ 78,477	¥ 13,689	¥ 790,900

  

Millions of U.S. Dollars			
2012			
Japan	Asia	Others	Total
\$ 8,700,060	\$ 924,005	\$ 197,627	\$ 9,821,693

Sales are classified in countries or regions based on location of customers.

(ii) Property, plant and equipment

Millions of Yen			
2012			
Japan	Asia	Others	Total
¥ 27,010	¥ 3,239	¥ 2,079	¥ 32,329

  

Millions of Yen			
2011			
Japan	Asia	Others	Total
¥ 26,770	¥ 2,772	¥ 2,224	¥ 31,766

  

Millions of U.S. Dollars			
2012			
Japan	Asia	Others	Total
\$ 328,628	\$ 39,408	\$ 25,295	\$ 393,344

(6) Information about major customers

Information about major customers is not disclosed because there was no single external customer amounting to 10 % or more of the Group's revenues for the year ended March 31, 2012.



(7) Impairment losses of assets are as follows:

Millions of Yen							
2012							
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Total
Impairment losses of assets .....		¥ 159	¥ 174	¥ 91			¥ 425

Millions of Yen							
2011							
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Total
Impairment losses of assets .....		¥ 65		¥ 211			¥ 277

Millions of U.S. Dollars							
2012							
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Total
Impairment losses of assets .....		\$ 1,934	\$ 2,117	\$ 1,107			\$ 5,170

(8) Amortization of goodwill and goodwill are as follows:

Millions of Yen							
2012							
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Total
Amortization of goodwill .....	¥ 155		¥ 67				¥ 222
Goodwill at March 31 2012.....	337		107				444

Millions of Yen							
2011							
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Total
Amortization of goodwill .....	¥ 285	¥ 2	¥ 23				¥ 311
Goodwill at March 31 2012.....	492		139				632

Millions of U.S. Dollars							
2012							
	Steel	Industrial Supply and Infrastructure	Textiles	Foodstuffs	Others	Reconciliations	Total
Amortization of goodwill .....	\$ 1,885		\$ 815				\$ 2,701
Goodwill at March 31 2012.....	4,100		1,301				5,402

(9) Information about negative goodwill by segment

¥ 250 million (\$ 3,041 thousand) of amortization of negative goodwill for the year ended March 31, 2012 is recognized within the “Steel” segment. A newly consolidated subsidiary and additional acquisition of subsidiary shares affected this.

¥ 286 million (\$ 3,479 thousand) of amortization of negative goodwill for the year ended March 31, 2012 is recognized within the “Textiles” segment. A newly consolidated subsidiary affected this.

# Deloitte.

## INDEPENDENT AUDITOR'S REPORT

### To the Board of Directors of SUMIKIN BUSSAN CORPORATION:

We have audited the accompanying consolidated balance sheet of SUMIKIN BUSSAN CORPORATION and consolidated subsidiaries as of March 31, 2012, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in conformity with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in conformity with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of SUMIKIN BUSSAN CORPORATION and consolidated subsidiaries as of March 31, 2012, and the consolidated results of their operations and their cash flows for the year then ended in conformity with accounting principles generally accepted in Japan.

#### Convenience Translation

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in conformity with the basis stated in Note 1. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.

*Deloitte Touche Tohmatsu LLC*

June 26, 2012

# Corporate Data

(As of March 31, 2012)

## **Date of Establishment**

April 12, 1941

## **Osaka Head Office**

10-9, Shinmachi 1-chome, Nishi-ku, Osaka 550-8662

TEL: 81-6-7634-8001

FAX: 81-6-7634-8009

## **Tokyo Head Office**

5-27, Akasaka 8-chome, Minato-ku, Tokyo 107-8527

TEL: 81-3-5412-5001

FAX: 81-3-5412-5101

## **Number of Employees**

1,116

## **Number of Subsidiaries and Associated Companies**

85 and 27

**Sumikin Bussan Corporation**