

Financial Results for the Year Ended March 31, 2014  
 【Full Year for the fiscal year ended March 31, 2014】 (Japan GAAP)

## Consolidated Balance Sheets

(Thousands of Yen)

	March 31, 2013	March 31, 2014
<b>Assets</b>		
Current assets		
Cash and deposits	3,209,527	2,374,236
Accounts receivable – trade	1,407,157	1,304,287
Securities	3,500,797	4,400,404
Other	108,623	86,516
Allowance for doubtful accounts	△ 6,820	△ 9,242
Total current assets	8,219,285	8,156,201
<b>Non-current assets</b>		
Property, plant and equipment		
Buildings	57,332	65,571
Accumulated depreciation and impairment loss	△ 48,545	△ 10,300
Buildings, net	8,786	55,271
Machinery and equipment	430,330	459,148
Accumulated depreciation	△ 325,380	△ 329,406
Machinery and equipment, net	104,949	129,742
Tools, furniture and fixtures	797,249	812,772
Accumulated depreciation and impairment loss	△ 745,758	△ 712,239
Tools, furniture and fixtures, net	51,490	100,532
Total property, plant and equipment	165,226	285,546
Intangible assets	208,011	404,569
Investments and other assets		
Investment securities	1,573,464	524,754
Deferred tax assets	131,270	151,114
Other	371,034	392,716
Allowance for doubtful accounts	△ 42	—
Total investments and other assets	2,075,727	1,068,585
<b>Total non-current assets</b>	<b>2,448,965</b>	<b>1,758,700</b>
<b>Total assets</b>	<b>10,668,250</b>	<b>9,914,902</b>
<b>Liabilities</b>		
Current liabilities		
Accounts payable – trade	304,126	274,399
Accounts payable – other	410,972	356,679
Income taxes payable	318,300	191,536
Allowance for head office transfer cost	7,131	—
Other	64,207	168,614
<b>Total current liabilities</b>	<b>1,104,738</b>	<b>991,229</b>
<b>Non-current liabilities</b>	<b>3,701</b>	<b>3,540</b>
<b>Total liabilities</b>	<b>1,108,439</b>	<b>994,769</b>
<b>Net assets</b>		
Shareholders' equity		
Capital stock	630,480	630,480
Capital surplus	780,808	780,808
Retained earnings	7,567,952	7,942,128
Treasury shares	△ 170,131	△ 606,344
Total shareholders' equity	8,809,110	8,747,073
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	754,563	155,508
Foreign currency translation adjustment	△ 3,862	17,550
Total accumulated other comprehensive income	750,700	173,059
<b>Total net assets</b>	<b>9,559,811</b>	<b>8,920,132</b>
<b>Total liabilities and net assets</b>	<b>10,668,250</b>	<b>9,914,902</b>

## Consolidated Statements of Income

(Thousands of Yen)

	Fiscal Year ended March 31, 2013 (April 1st, 2012 – March 31, 2013)	Fiscal Year ended March 31, 2014 (April 1st, 2013 – March 31, 2014)
<b>Net sales</b>	<b>7,234,113</b>	<b>7,554,329</b>
Cost of sales	3,713,613	4,049,639
Gross profit	3,520,500	3,504,689
Selling, general and administrative expenses	1,839,626	1,796,235
<b>Operating income</b>	<b>1,680,873</b>	<b>1,708,453</b>
Non-operating income		
Interest income	8,762	7,980
Dividend income	1,102	2,105
Real estate rent	—	4,266
Other	6,033	1,203
Total non-operating income	15,897	15,555
Non-operating expenses		
Share of loss of entities accounted for using equity method	633,165	33,798
Rent expenses on real estates	—	741
Other	—	3,801
Total non-operating expenses	633,165	38,340
<b>Ordinary income</b>	<b>1,063,606</b>	<b>1,685,669</b>
Extraordinary income		
Gain on sales of investment securities	—	119,504
Total extraordinary income	—	119,504
Extraordinary losses		
Loss on retirement of non-current assets	13,098	728
Head office transfer cost	22,095	—
Loss on closing of stores	—	52,675
Loss on sales of shares of subsidiaries and associates	—	40,538
Loss on valuation of investment securities	60,691	170,253
Total extraordinary losses	95,885	264,195
<b>Income before income taxes and minority interests</b>	<b>967,720</b>	<b>1,540,977</b>
Income taxes – current	660,804	496,952
Income taxes – deferred	△240,184	128,618
Total income taxes	420,620	625,571
Income before minority interests	547,100	915,406
<b>Net income</b>	<b>547,100</b>	<b>915,406</b>

## Consolidated Statements of Comprehensive Income

(Thousands of Yen)

	Fiscal Year ended March 31, 2013 (April 1st, 2012 – March 31, 2013)	Fiscal Year ended March 31, 2014 (April 1st, 2013 – March 31, 2014)
<b>Income before minority interests</b>	<b>547,100</b>	<b>915,406</b>
Other comprehensive income		
Valuation difference on available-for-sale securities	△457,748	△599,054
Foreign currency translation adjustment	△1,345	21,413
Total other comprehensive income	△459,093	△577,641
<b>Comprehensive income</b>	<b>88,006</b>	<b>337,764</b>
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	88,006	337,764

## Consolidated Statements of Cash Flows

(Thousands of Yen)

	Fiscal Year ended March 31, 2013 (April 1st, 2012 – March 31, 2013)	Fiscal Year ended March 31, 2014 (April 1st, 2013 – March 31, 2014)
<b>Cash flows from operating activities</b>		
Income before income taxes and minority interests	967,720	1,540,977
Depreciation	88,421	138,319
Amortization of goodwill	—	11,632
Increase (decrease) in allowance for doubtful accounts	4,088	2,380
Increase (decrease) in provision for head office transfer cost	7,131	△ 7,131
Interest and dividend income	△ 9,864	△ 10,085
Share of (profit) loss of entities accounted for using equity method	633,165	33,798
Loss (gain) on sales of investment securities	—	△ 119,504
Loss (gain) on valuation of investment securities	60,691	170,253
Loss (gain) on sales of shares of subsidiaries and associates	—	40,538
Loss on retirement of non-current assets	13,098	728
Loss on store closings	—	52,675
Decrease (increase) in notes and accounts receivable – trade	107,828	103,203
Decrease (increase) in inventories	3,418	△ 328
Increase (decrease) in notes and accounts payable – trade	△ 135,309	△ 88,958
Other, net	△ 2,437	△ 14,766
Subtotal	1,737,953	1,853,733
Interest and dividend income received	10,055	10,968
Income taxes paid	△ 720,664	△ 620,898
Income taxes refund	8,759	—
<b>Net cash provided by (used in) operating activities</b>	<b>1,036,104</b>	<b>1,243,803</b>
<b>Cash flows from investing activities</b>		
Payments into time deposits	△ 2,900,000	△ 900,000
Proceeds from withdrawal of time deposits	1,600,000	2,100,000
Purchase of securities	△ 4,600,000	△ 2,400,000
Proceeds from redemption of securities	4,800,000	3,400,000
Purchase of property, plant and equipment	△ 90,861	△ 180,821
Purchase of intangible assets	△ 121,564	△ 99,844
Payments for investments in real estates	△ 205,038	—
Purchase of investment securities	△ 40,003	—
Proceeds from sales of investment securities	—	265,617
Purchase of shares of subsidiaries and associates	△ 480,240	—
Payments for transfer of business	—	△ 200,000
Other, net	△ 60,062	△ 19,528
<b>Net cash provided by (used in) investing activities</b>	<b>△ 2,097,770</b>	<b>1,965,423</b>
<b>Cash flows from financing activities</b>		
Purchase of treasury shares	△ 395	△ 436,212
Cash dividends paid	△ 494,259	△ 525,449
<b>Net cash provided by (used in) financing activities</b>	<b>△ 494,655</b>	<b>△ 961,662</b>
<b>Effect of exchange rate change on cash and cash equivalents</b>	<b>6,199</b>	<b>16,750</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>△ 1,550,121</b>	<b>2,264,315</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>4,560,447</b>	<b>3,010,325</b>
<b>Cash and cash equivalents at end of period</b>	<b>3,010,325</b>	<b>5,274,640</b>