

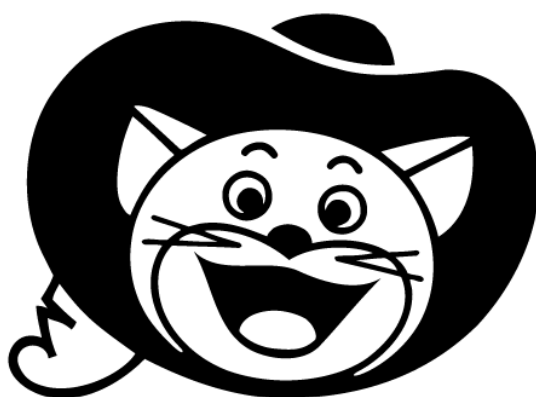
東映アニメーション株式会社

2011年10月28日

計数資料 2012年3月期 第2四半期決算(2011/4~2011/9)

TOEI ANIMATION CO., LTD.

Data Sheets The Second Quarter Period of FY 2012.3(Apr. 1, 2011 to Sep. 30, 2011)



**TOEI ANIMATION**

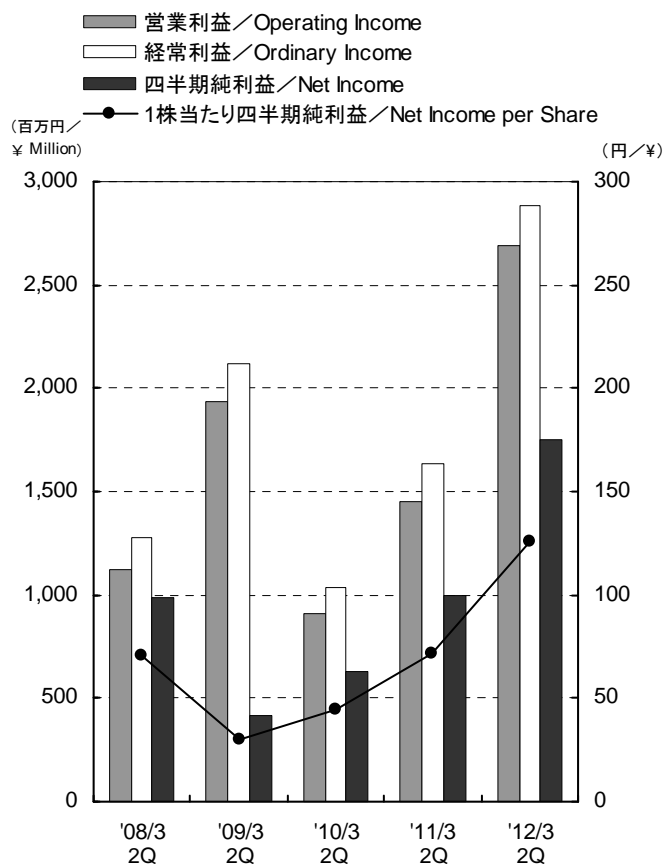
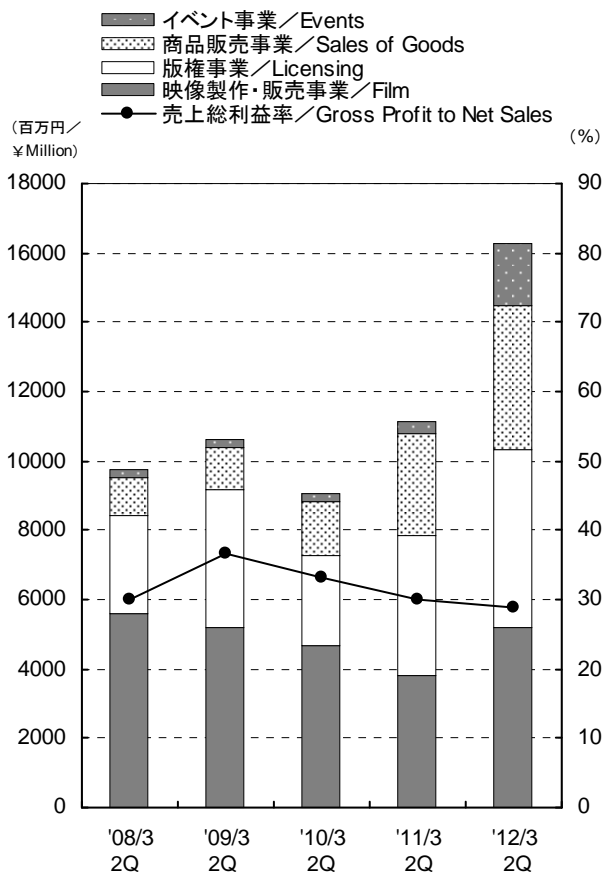
*Since 1956*

# ●連結業績推移／Consolidated Operating Results

## 【第2四半期／2<sup>nd</sup> Quarter】

部門別売上高／売上総利益率  
Net Sales/Gross Profit to Net Sales

営業利益／経常利益／四半期純利益／  
1株当たり四半期純利益  
Operating Income/Ordinary Income/Net Income/  
Net Income per Share



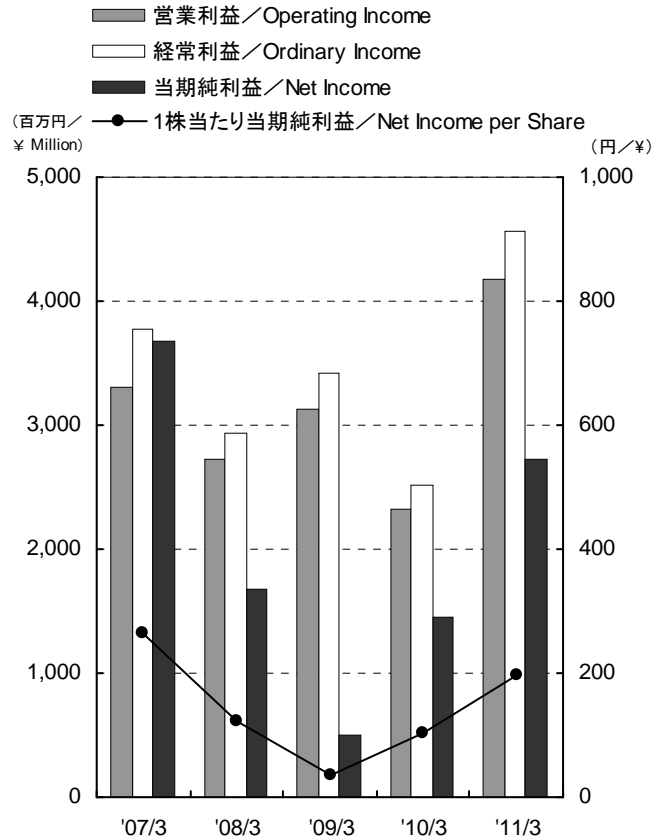
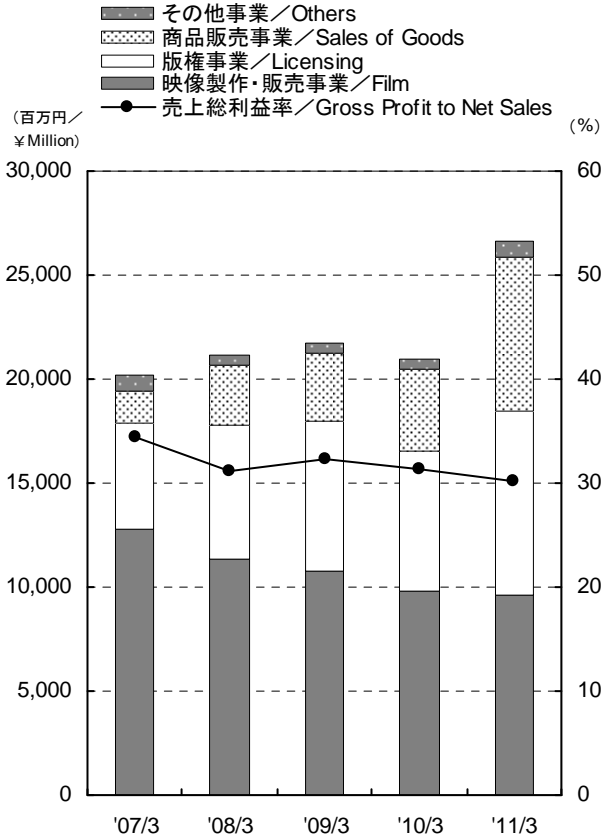
百万円／¥ Million

| 第2四半期／2 <sup>nd</sup> Quarter  | '08/3 2Q   | '09/3 2Q   | '10/3 2Q   | '11/3 2Q   | '12/3 2Q    | 増減%   |
|--|------------|------------|------------|------------|-------------|-------|
| 売上高／Net Sales  | 9,768      | 10,613     | 9,063      | 11,139     | 16,276      | 46.1  |
| 映像製作・販売事業／Film   | 5,570      | 5,170      | 4,698      | 3,822      | 5,194       | 35.9  |
| 版權事業／Licensing   | 2,877      | 4,029      | 2,600      | 4,043      | 5,136       | 27.0  |
| 商品販売事業／Sales of Goods  | 1,065      | 1,191      | 1,537      | 2,933      | 4,172       | 42.2  |
| イベント事業／Events  | 266        | 232        | 247        | 358        | 1,786       | 397.9 |
| セグメント比率(%)[映像/版權/商品販売/イベント]<br>／Share [Film/Licensing/Sales of Goods/Events] | 57/29/11/3 | 49/38/11/2 | 52/28/17/3 | 34/36/27/3 | 32/31/26/11 | -     |
| 内部売上消去／Intra-company Sales   | 12         | 9          | 19         | 18         | 13          | -     |
| 売上原価率(%)／Cost of Sales to Net Sales(%)                                       | 69.9       | 63.4       | 66.7       | 69.9       | 71.2        | -     |
| 売上総利益率(%)／Gross Profit to Net Sales(%)                                       | 30.1       | 36.6       | 33.3       | 30.1       | 28.8        | -     |
| 営業利益／Operating Income  | 1,123      | 1,937      | 906        | 1,452      | 2,693       | 85.5  |
| 経常利益／Ordinary Income   | 1,278      | 2,123      | 1,040      | 1,636      | 2,884       | 76.3  |
| 四半期純利益／Net Income  | 984        | 418        | 625        | 994        | 1,749       | 75.8  |
| 1株当たり四半期純利益(円)／Net Income per Share(¥)                                       | 70.73      | 30.09      | 44.94      | 71.58      | 125.92      | 75.9  |

# 【 通期 / Fiscal Year 】

部門別売上高 / 売上総利益率  
Net Sales / Gross Profit to Net Sales

営業利益 / 経常利益 / 当期純利益 /  
1株当たり当期純利益  
Operating Income / Ordinary Income / Net Income /  
Net Income per Share



百万円 / ¥ Million

| 決算期 / Fiscal Year Ended  | 2007/3    | 2008/3     | 2009/3     | 2010/3     | 2011/3     | 増減%  |
|--|-----------|------------|------------|------------|------------|------|
| 売上高 / Net Sales  | 20,153    | 21,148     | 21,718     | 20,960     | 26,622     | 27.0 |
| 映像製作・販売事業 / Film   | 12,765    | 11,302     | 10,810     | 9,762      | 9,634      | △1.3 |
| 著作権事業 / Licensing  | 5,149     | 6,497      | 7,154      | 6,794      | 8,867      | 30.5 |
| 商品販売事業 / Sales of Goods  | 1,512     | 2,863      | 3,309      | 3,901      | 7,377      | 89.1 |
| その他事業 / Others   | 766       | 503        | 462        | 536        | 779        | 45.4 |
| セグメント比率(%) [映像 / 著作権 / 商品販売 / その他]<br>/ Share [Film / Licensing / Sales of Goods / Others] | 63/26/7/4 | 53/31/14/2 | 50/33/15/2 | 47/32/19/2 | 36/33/28/3 | -    |
| 内部売上消去 / Intra-company Sales   | 40        | 18         | 18         | 34         | 37         | -    |
| 売上原価率(%) / Cost of Sales to Net Sales(%)   | 65.6      | 68.8       | 67.7       | 68.6       | 69.9       | -    |
| 売上総利益率(%) / Gross Profit to Net Sales(%)   | 34.4      | 31.2       | 32.3       | 31.4       | 30.1       | -    |
| 営業利益 / Operating Income  | 3,307     | 2,726      | 3,123      | 2,328      | 4,184      | 79.7 |
| 経常利益 / Ordinary Income   | 3,773     | 2,938      | 3,412      | 2,522      | 4,570      | 81.2 |
| 当期純利益 / Net Income   | 3,672     | 1,685      | 492        | 1,448      | 2,722      | 88.0 |
| 1株当たり当期純利益(円) / Net Income per Share(¥)  | 263.94    | 121.16     | 35.42      | 104.09     | 195.94     | 88.2 |

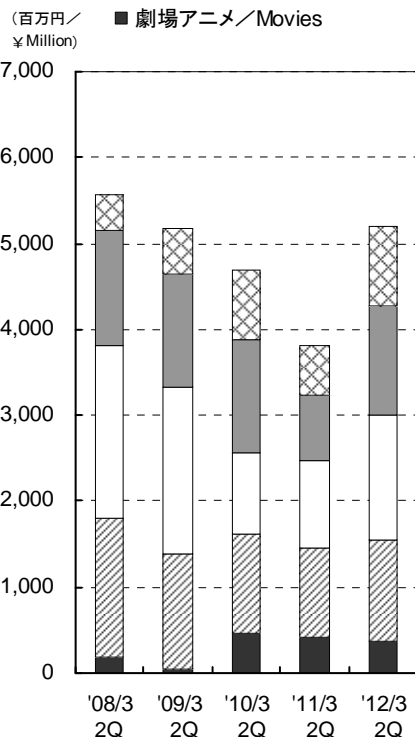


# ●連結セグメント別業績推移①／Consolidated Results by Segment

## 【第2四半期／2<sup>nd</sup> Quarter】

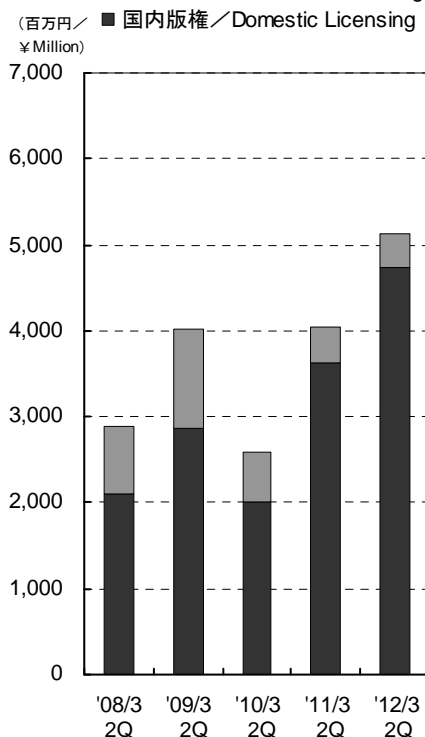
映像製作・販売事業  
Film

- その他／Others
- 海外映像／Overseas Film
- コンテンツ事業／DVDs
- ▨ テレビアニメ／TVs
- 劇場アニメ／Movies



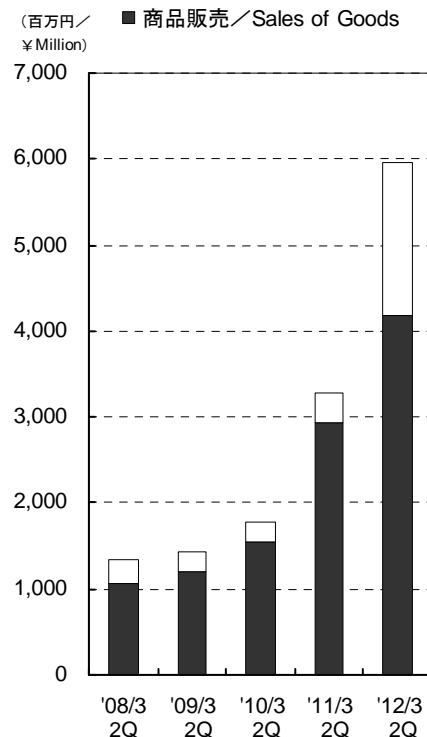
著作権事業  
Licensing

- 海外版權／Overseas Licensing
- 国内版權／Domestic Licensing



商品販売事業・イベント事業  
Sales of Goods/Events

- イベント／Events
- 商品販売／Sales of Goods



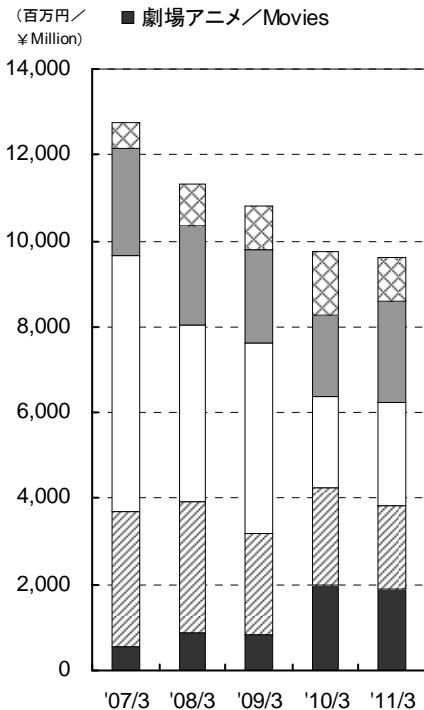
百万円／¥Million

| 第2四半期／2 <sup>nd</sup> Quarter | '08/3 2Q | '09/3 2Q | '10/3 2Q | '11/3 2Q | '12/3 2Q | 増減%   |
|-------------------------------|----------|----------|----------|----------|----------|-------|
| 売上高／Net Sales                 | 9,768    | 10,613   | 9,063    | 11,139   | 16,276   | 46.1  |
| 映像製作・販売事業／Film                | 5,570    | 5,170    | 4,698    | 3,822    | 5,194    | 35.9  |
| 劇場アニメ／Movies                  | 193      | 54       | 452      | 417      | 367      | △12.0 |
| テレビアニメ／TVs                    | 1,619    | 1,336    | 1,169    | 1,043    | 1,188    | 13.8  |
| コンテンツ事業／DVDs                  | 2,000    | 1,938    | 941      | 1,014    | 1,445    | 42.5  |
| 海外映像／Overseas Film            | 1,334    | 1,308    | 1,316    | 765      | 1,271    | 66.1  |
| その他／Others                    | 423      | 532      | 818      | 581      | 921      | 58.4  |
| 営業利益／Operating Income         | 358      | 831      | 330      | △29      | 571      | -     |
| 著作権事業／Licensing               | 2,877    | 4,029    | 2,600    | 4,043    | 5,136    | 27.0  |
| 国内版權／Domestic Licensing       | 2,096    | 2,875    | 2,018    | 3,623    | 4,736    | 30.7  |
| 海外版權／Overseas Licensing       | 781      | 1,154    | 581      | 420      | 399      | △4.9  |
| 営業利益／Operating Income         | 1,299    | 1,588    | 1,077    | 1,820    | 2,303    | 26.5  |
| 商品販売事業／Sales of Goods         | 1,065    | 1,191    | 1,537    | 2,933    | 4,172    | 42.2  |
| 営業利益／Operating Income         | 6        | 45       | 19       | 119      | 272      | 129.1 |
| イベント事業／Events                 | 266      | 232      | 247      | 358      | 1,786    | 397.9 |
| 営業利益／Operating Income         | △3       | 71       | 83       | 94       | 145      | 54.9  |
| 内部売上消去／Intra-company Sales    | 12       | 9        | 19       | 18       | 13       | -     |

# 【通期／Fiscal Year】

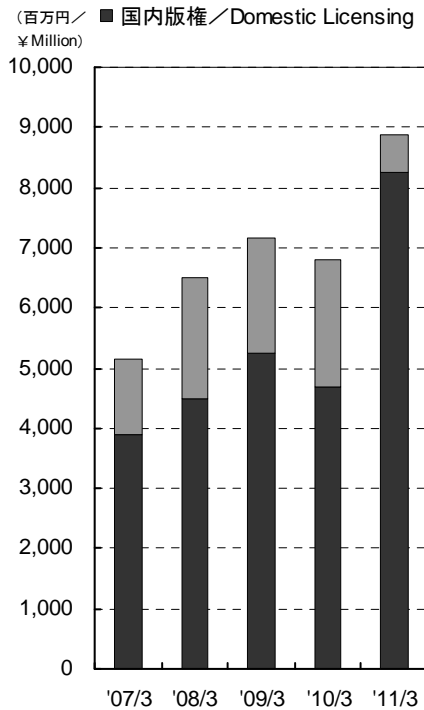
## 映像製作・販売事業 Film

- その他／Others
- 海外映像／Overseas Film
- コンテンツ事業／DVDs
- ▨ テレビアニメ／TVs
- 劇場アニメ／Movies



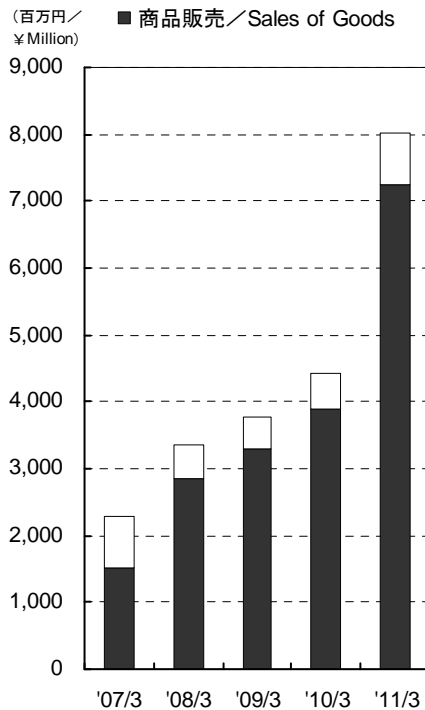
## 著作権事業 Licensing

- 海外版權／Overseas Licensing
- 国内版權／Domestic Licensing



## 商品販売事業・その他事業 Sales of Goods/Others

- その他／Others
- 商品販売／Sales of Goods



百万円/¥Million

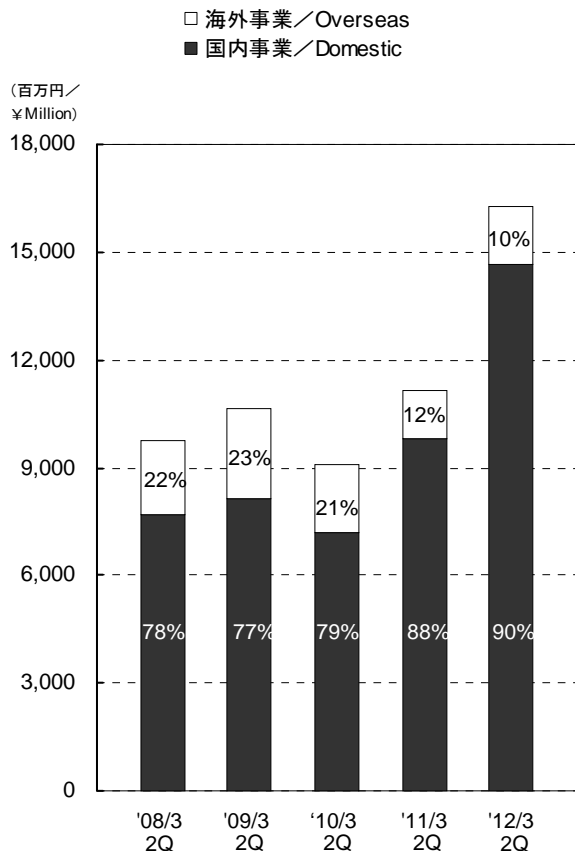
| 決算期／Fiscal Year Ended      | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 | 増減%   |
|----------------------------|--------|--------|--------|--------|--------|-------|
| 売上高／Net Sales              | 20,153 | 21,148 | 21,718 | 20,960 | 26,622 | 27.0  |
| 映像製作・販売事業／Film             | 12,765 | 11,302 | 10,810 | 9,762  | 9,634  | △1.3  |
| 劇場アニメ／Movies               | 535    | 900    | 817    | 1,992  | 1,892  | △5.0  |
| テレビアニメ／TVs                 | 3,170  | 3,038  | 2,373  | 2,246  | 1,922  | △14.4 |
| コンテンツ事業／DVDs               | 5,950  | 4,124  | 4,434  | 2,119  | 2,430  | 14.7  |
| 海外映像／Overseas Film         | 2,485  | 2,291  | 2,161  | 1,916  | 2,336  | 21.9  |
| その他／Others                 | 623    | 947    | 1,024  | 1,487  | 1,053  | △29.2 |
| 営業利益／Operating Income      | 2,360  | 790    | 1,214  | 484    | 802    | 65.7  |
| 著作権事業／Licensing            | 5,149  | 6,497  | 7,154  | 6,794  | 8,867  | 30.5  |
| 国内版權／Domestic Licensing    | 3,878  | 4,483  | 5,252  | 4,672  | 8,263  | 76.9  |
| 海外版權／Overseas Licensing    | 1,270  | 2,013  | 1,901  | 2,122  | 604    | △71.5 |
| 営業利益／Operating Income      | 2,356  | 2,949  | 2,880  | 2,829  | 3,936  | 39.1  |
| 商品販売事業／Sales of Goods      | 1,512  | 2,863  | 3,309  | 3,901  | 7,377  | 89.1  |
| 営業利益／Operating Income      | 49     | 102    | 80     | 87     | 407    | 364.6 |
| その他事業／Others               | 766    | 503    | 462    | 536    | 779    | 45.4  |
| 営業利益／Operating Income      | △229   | 59     | 152    | 175    | 203    | 15.9  |
| 内部売上消去／Intra-company Sales | 40     | 18     | 18     | 34     | 37     | -     |



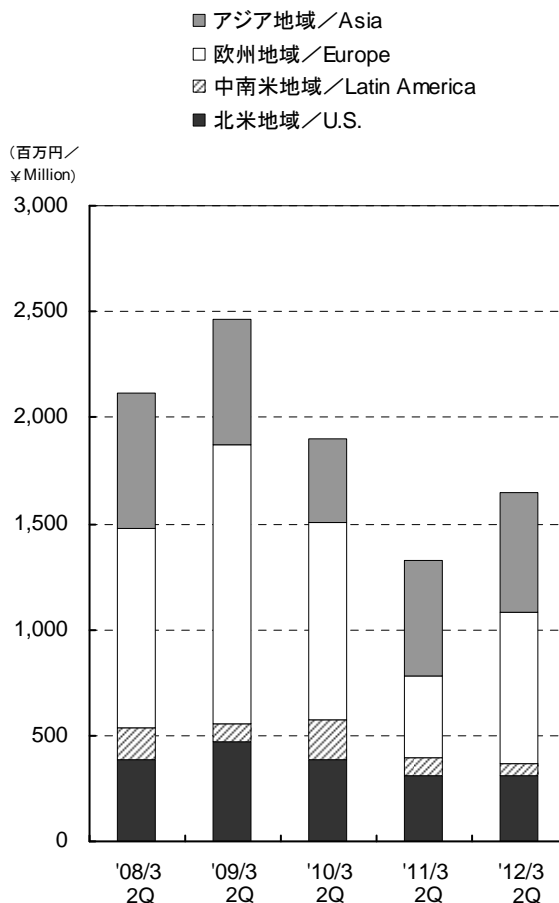
# ●連結セグメント別業績推移②／Consolidated Results by Segment

## 【第2四半期／2<sup>nd</sup> Quarter】

国内／海外別売上高  
Sales breakdown of Overseas and Domestic



海外事業地域別売上高  
Overseas Sales by Region

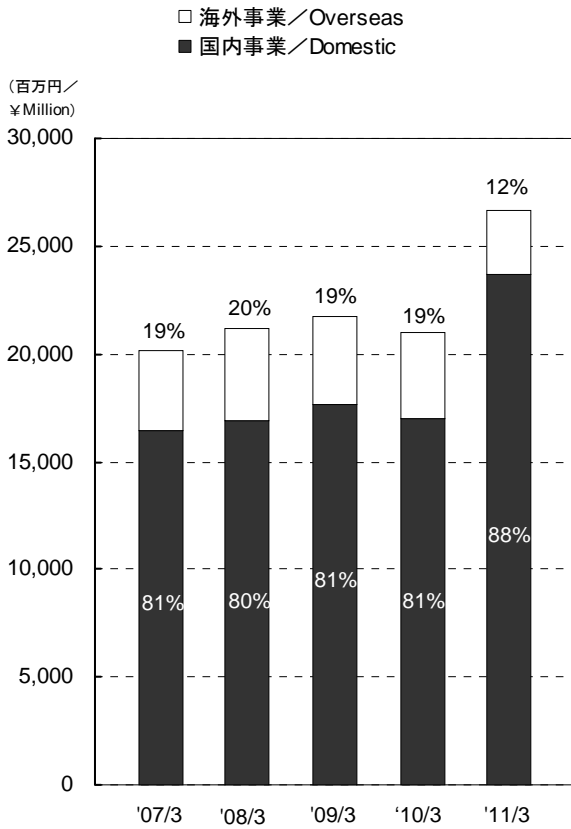


百万円/¥Million

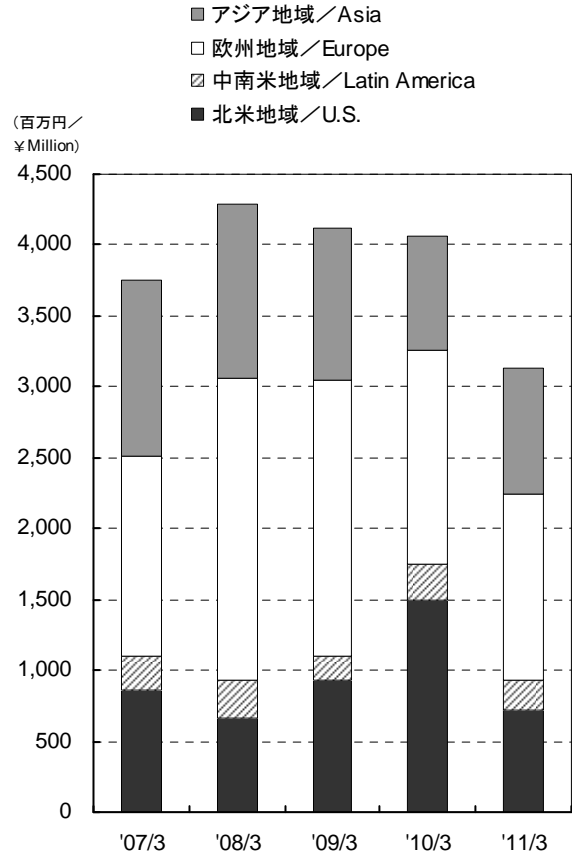
| 第2四半期／2 <sup>nd</sup> Quarter               | '08/3 2Q | '09/3 2Q | '10/3 2Q | '11/3 2Q | '12/3 2Q | 増減%   |
|---|----------|----------|----------|----------|----------|-------|
| 売上高／Net Sales                               | 9,768    | 10,613   | 9,063    | 11,139   | 16,276   | 46.1  |
| 国内事業／Domestic                               | 7,664    | 8,160    | 7,185    | 9,835    | 14,638   | 48.8  |
| 海外事業／Overseas                               | 2,116    | 2,463    | 1,898    | 1,323    | 1,651    | 24.8  |
| 北米地域／U.S.                                   | 388      | 474      | 381      | 311      | 308      | △0.9  |
| 中南米地域／Latin America                         | 148      | 81       | 197      | 86       | 60       | △29.5 |
| 欧州地域／Europe                                 | 943      | 1,317    | 928      | 387      | 712      | 84.0  |
| アジア地域／Asia                                  | 634      | 589      | 391      | 538      | 569      | 5.7   |
| 売上高比率(%) (国内/海外) / Share(Domestic/Overseas) | 78/22    | 77/23    | 79/21    | 88/12    | 90/10    | -     |
| 内部売上消去／Intra-company Sales                  | 12       | 9        | 19       | 18       | 13       | -     |

# 【 通期 / Fiscal Year 】

国内 / 海外別売上高  
Sales breakdown of Overseas and Domestic



海外事業地域別売上高  
Overseas Sales by Region



百万円 / ¥ Million

| 決算期 / Fiscal Year Ended                       | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 | 増減%   |
|---|--------|--------|--------|--------|--------|-------|
| 売上高 / Net Sales                               | 20,153 | 21,148 | 21,718 | 20,960 | 26,622 | 27.0  |
| 国内事業 / Domestic                               | 16,438 | 16,861 | 17,670 | 16,937 | 23,520 | 38.9  |
| 海外事業 / Overseas                               | 3,755  | 4,305  | 4,066  | 4,057  | 3,139  | △22.6 |
| 北米地域 / U.S.                                   | 863    | 678    | 926    | 1,490  | 721    | △51.6 |
| 中南米地域 / Latin America                         | 232    | 277    | 117    | 261    | 216    | △17.3 |
| 欧州地域 / Europe                                 | 1,413  | 2,124  | 1,951  | 1,507  | 1,308  | △13.2 |
| アジア地域 / Asia                                  | 1,247  | 1,224  | 1,070  | 799    | 892    | 11.7  |
| 売上高比率 (%) (国内/海外) / Share (Domestic/Overseas) | 81/19  | 80/20  | 81/19  | 81/19  | 88/12  | -     |
| 内部売上消去 / Intra-company Sales                  | 40     | 18     | 18     | 34     | 37     | -     |



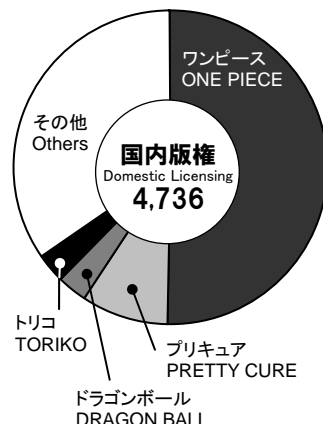
# ●主要セグメント別作品内訳／Consolidated Sales of Major Titles by Segment

## 【第2四半期／2<sup>nd</sup> Quarter】

### 国内版權 売上上位4作品／Domestic Licensing Top 4

百万円／¥Million

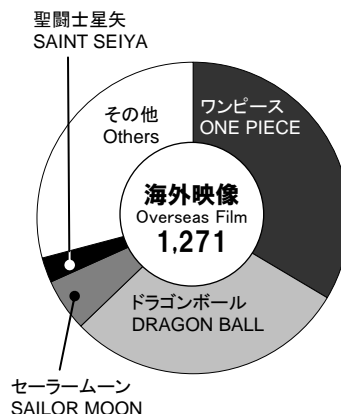
| '08/3 2Q                             | '09/3 2Q                      | '10/3 2Q                      | '11/3 2Q                      | '12/3 2Q                      |
|--------------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| 全体／Total<br>2,096                    | 2,875                         | 2,018                         | 3,623                         | 4,736                         |
| プリキュア<br>PRETTY CURE<br>453          | プリキュア<br>PRETTY CURE<br>420   | プリキュア<br>PRETTY CURE<br>513   | ワンピース<br>ONE PIECE<br>1,346   | ワンピース<br>ONE PIECE<br>2,380   |
| ドラゴンボール<br>DRAGON BALL<br>409        | ドラゴンボール<br>DRAGON BALL<br>382 | ドラゴンボール<br>DRAGON BALL<br>322 | プリキュア<br>PRETTY CURE<br>586   | プリキュア<br>PRETTY CURE<br>425   |
| ゲゲゲの鬼太郎<br>GE-GE-GE NO KITARO<br>104 | ワンピース<br>ONE PIECE<br>136     | ワンピース<br>ONE PIECE<br>141     | ドラゴンボール<br>DRAGON BALL<br>166 | ドラゴンボール<br>DRAGON BALL<br>148 |
| ワンピース<br>ONE PIECE<br>68             | キン肉マン<br>MR.MUSCLEMAN<br>61   | キン肉マン<br>MR.MUSCLEMAN<br>56   | デジモン<br>DIGIMON<br>54         | トリコ<br>TORIKO<br>144          |



### 海外映像 売上上位4作品／Overseas Film Top 4

百万円／¥Million

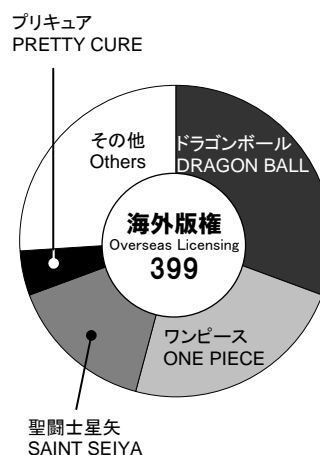
| '08/3 2Q                      | '09/3 2Q                                 | '10/3 2Q                      | '11/3 2Q                      | '12/3 2Q                      |
|-------------------------------|--|-------------------------------|-------------------------------|-------------------------------|
| 全体／Total<br>1,334             | 1,308                                    | 1,316                         | 765                           | 1,271                         |
| ドラゴンボール<br>DRAGON BALL<br>340 | ドラゴンボール<br>DRAGON BALL<br>378            | ドラゴンボール<br>DRAGON BALL<br>672 | ドラゴンボール<br>DRAGON BALL<br>346 | ワンピース<br>ONE PIECE<br>427     |
| ワンピース<br>ONE PIECE<br>274     | ワンピース<br>ONE PIECE<br>285                | ワンピース<br>ONE PIECE<br>214     | ワンピース<br>ONE PIECE<br>173     | ドラゴンボール<br>DRAGON BALL<br>372 |
| ポーポボ<br>BO-BOBO<br>199        | デジモン<br>DIGIMON<br>146                   | プリキュア<br>PRETTY CURE<br>83    | プリキュア<br>PRETTY CURE<br>73    | セーラームーン<br>SAILOR MOON<br>68  |
| デジモン<br>DIGIMON<br>56         | 北斗の拳<br>FIST OF THE<br>NORTH STAR<br>107 | デジモン<br>DIGIMON<br>80         | デジモン<br>DIGIMON<br>17         | 聖闘士星矢<br>SAINT SEIYA<br>34    |



### 海外版權 売上上位4作品／Overseas Licensing Top 4

百万円／¥Million

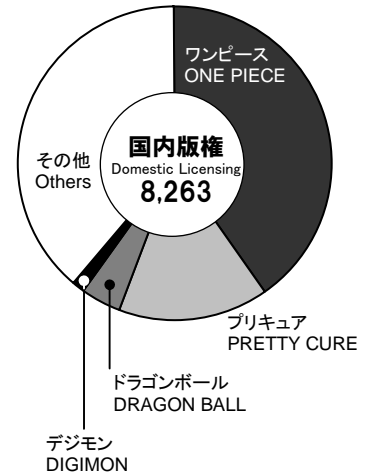
| '08/3 2Q                      | '09/3 2Q                      | '10/3 2Q                      | '11/3 2Q                      | '12/3 2Q                      |
|-------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| 全体／Total<br>781               | 1,154                         | 581                           | 420                           | 399                           |
| ドラゴンボール<br>DRAGON BALL<br>482 | ドラゴンボール<br>DRAGON BALL<br>931 | ドラゴンボール<br>DRAGON BALL<br>352 | ドラゴンボール<br>DRAGON BALL<br>202 | ドラゴンボール<br>DRAGON BALL<br>122 |
| 聖闘士星矢<br>SAINT SEIYA<br>75    | デジモン<br>DIGIMON<br>77         | 聖闘士星矢<br>SAINT SEIYA<br>68    | ワンピース<br>ONE PIECE<br>78      | ワンピース<br>ONE PIECE<br>94      |
| プリキュア<br>PRETTY CURE<br>51    | 聖闘士星矢<br>SAINT SEIYA<br>70    | ワンピース<br>ONE PIECE<br>43      | 聖闘士星矢<br>SAINT SEIYA<br>66    | 聖闘士星矢<br>SAINT SEIYA<br>61    |
| デジモン<br>DIGIMON<br>46         | ワンピース<br>ONE PIECE<br>22      | プリキュア<br>PRETTY CURE<br>32    | プリキュア<br>PRETTY CURE<br>23    | プリキュア<br>PRETTY CURE<br>18    |



# 【 通期 / Fiscal Year 】

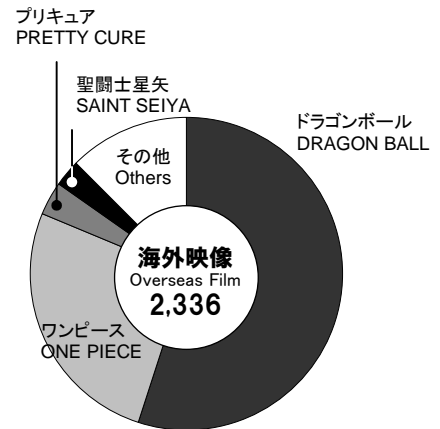
## 国内版權 売上上位4作品 / Domestic Licensing Top 4 百万円 / ¥Million

| 2007/3                          | 2008/3                               | 2009/3                        | 2010/3                        | 2011/3                        |
|---------------------------------|--------------------------------------|-------------------------------|-------------------------------|-------------------------------|
| 全体 / Total<br>3,878             | 4,483                                | 5,252                         | 4,672                         | 8,263                         |
| ドラゴンボール<br>DRAGON BALL<br>1,228 | プリキュア<br>PRETTY CURE<br>1,051        | プリキュア<br>PRETTY CURE<br>964   | プリキュア<br>PRETTY CURE<br>1,195 | ワンピース<br>ONE PIECE<br>3,339   |
| プリキュア<br>PRETTY CURE<br>617     | ドラゴンボール<br>DRAGON BALL<br>875        | ドラゴンボール<br>DRAGON BALL<br>769 | ワンピース<br>ONE PIECE<br>669     | プリキュア<br>PRETTY CURE<br>1,252 |
| デジモン<br>DIGIMON<br>277          | ゲゲゲの鬼太郎<br>GE-GE-GE NO KITARO<br>176 | ワンピース<br>ONE PIECE<br>308     | ドラゴンボール<br>DRAGON BALL<br>598 | ドラゴンボール<br>DRAGON BALL<br>343 |
| ワンピース<br>ONE PIECE<br>85        | ワンピース<br>ONE PIECE<br>148            | キン肉マン<br>MR. MUSCLEMAN<br>122 | キン肉マン<br>MR. MUSCLEMAN<br>73  | デジモン<br>DIGIMON<br>112        |



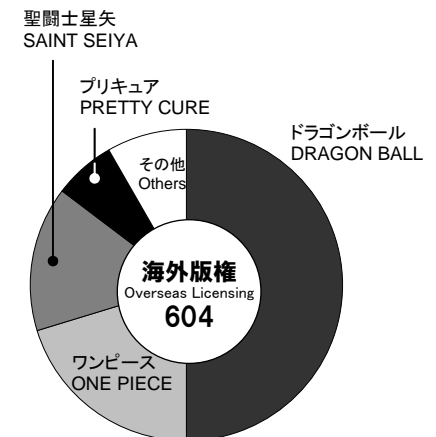
## 海外映像 売上上位4作品 / Overseas Film Top 4 百万円 / ¥Million

| 2007/3                        | 2008/3                        | 2009/3                                   | 2010/3                        | 2011/3                          |
|-------------------------------|-------------------------------|--|-------------------------------|---------------------------------|
| 全体 / Total<br>2,485           | 2,291                         | 2,161                                    | 1,916                         | 2,336                           |
| ドラゴンボール<br>DRAGON BALL<br>583 | ドラゴンボール<br>DRAGON BALL<br>507 | ドラゴンボール<br>DRAGON BALL<br>672            | ドラゴンボール<br>DRAGON BALL<br>875 | ドラゴンボール<br>DRAGON BALL<br>1,285 |
| ワンピース<br>ONE PIECE<br>366     | ワンピース<br>ONE PIECE<br>402     | ワンピース<br>ONE PIECE<br>433                | ワンピース<br>ONE PIECE<br>343     | ワンピース<br>ONE PIECE<br>615       |
| ガッシュベル<br>ZATCH BELL<br>325   | ポーポポ<br>BO-BOBO<br>210        | デジモン<br>DIGIMON<br>185                   | デジモン<br>DIGIMON<br>112        | プリキュア<br>PRETTY CURE<br>78      |
| プリキュア<br>PRETTY CURE<br>182   | デジモン<br>DIGIMON<br>174        | 北斗の拳<br>FIST OF THE<br>NORTH STAR<br>127 | プリキュア<br>PRETTY CURE<br>96    | 聖闘士星矢<br>SAINT SEIYA<br>62      |



## 海外版權 売上上位4作品 / Overseas Licensing Top 4 百万円 / ¥Million

| 2007/3                        | 2008/3                          | 2009/3                          | 2010/3                          | 2011/3                        |
|-------------------------------|---------------------------------|---------------------------------|---------------------------------|-------------------------------|
| 全体 / Total<br>1,270           | 2,013                           | 1,901                           | 2,122                           | 604                           |
| ドラゴンボール<br>DRAGON BALL<br>684 | ドラゴンボール<br>DRAGON BALL<br>1,300 | ドラゴンボール<br>DRAGON BALL<br>1,403 | ドラゴンボール<br>DRAGON BALL<br>1,624 | ドラゴンボール<br>DRAGON BALL<br>379 |
| 聖闘士星矢<br>SAINT SEIYA<br>190   | 聖闘士星矢<br>SAINT SEIYA<br>151     | 聖闘士星矢<br>SAINT SEIYA<br>183     | 聖闘士星矢<br>SAINT SEIYA<br>122     | ワンピース<br>ONE PIECE<br>156     |
| ワンピース<br>ONE PIECE<br>72      | デジモン<br>DIGIMON<br>127          | デジモン<br>DIGIMON<br>127          | ワンピース<br>ONE PIECE<br>80        | 聖闘士星矢<br>SAINT SEIYA<br>113   |
| プリキュア<br>PRETTY CURE<br>61    | プリキュア<br>PRETTY CURE<br>74      | ワンピース<br>ONE PIECE<br>53        | セーラーMoon<br>SAILOR MOON<br>65   | プリキュア<br>PRETTY CURE<br>46    |



注: 海外子会社は、12月31日が決算日となっており、連結決算日との間に生じた重要な取引については、調整を行っております。

Notes: Because the fiscal year of the overseas subsidiaries ends Dec. 31, appropriate adjustments are made concerning to important business deals occurred till the closing date of the parent company.

# ●収益性／Profitability

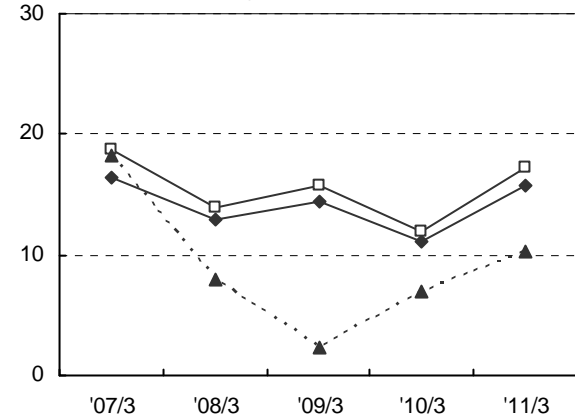
## 【通期／Fiscal Year】

### 売上高営業利益率／經常利益率／当期純利益率

Operating Income to Net Sales/  
Ordinary Income to Net Sales/Net Income to Net Sales

Ordinary Income to Net Sales/Net Income to Net Sales

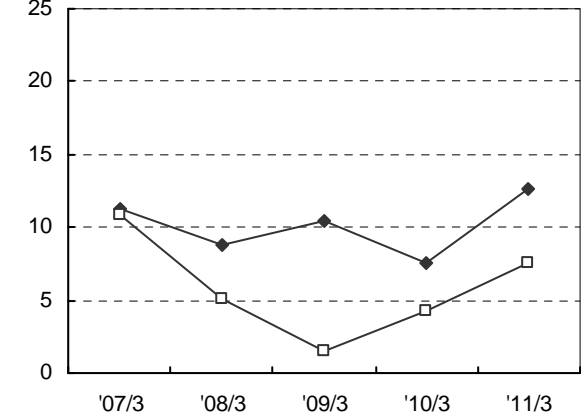
—◆— 売上高営業利益率／Operating Income to Net Sales  
—□— 売上高經常利益率／Ordinary Income to Net Sales  
- - -▲- - - 売上高当期純利益率／Net Income to Net Sales



### 使用総資産經常利益率／当期純利益率

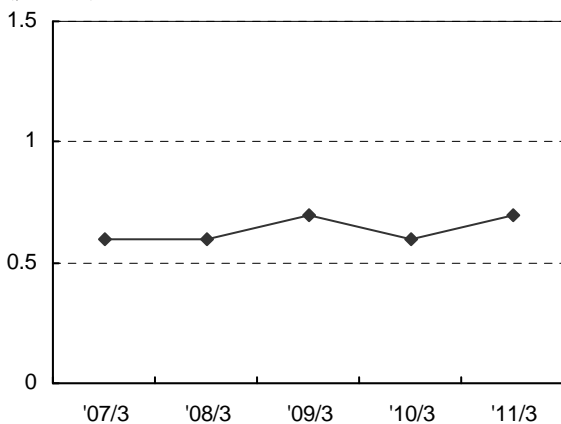
Ordinary Income to Total Assets/Net Income to Total Assets

—◆— 使用総資産經常利益率／Ordinary Income to Total Assets  
—□— 使用総資産当期純利益率／Net Income to Total Assets



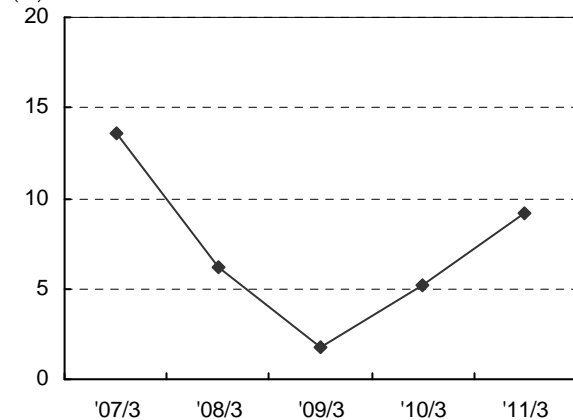
### 総資産回転率(回) Total Assets Turnover (Times)

(回／Times)



### 自己資本当期純利益率 Return on Equity

(%)



| 決算期／Fiscal Year Ended                      | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 |
|--|--------|--------|--------|--------|--------|
| 売上高営業利益率／Operating Income to Net Sales     | 16.4   | 12.9   | 14.4   | 11.1   | 15.7   |
| 売上高經常利益率／Ordinary Income to Net Sales      | 18.7   | 13.9   | 15.7   | 12.0   | 17.2   |
| 売上高当期純利益率／Net Income to Net Sales          | 18.2   | 8.0    | 2.3    | 6.9    | 10.2   |
| 使用総資産經常利益率／Ordinary Income to Total Assets | 11.2   | 8.8    | 10.5   | 7.6    | 12.7   |
| 使用総資産当期純利益率／Net Income to Total Assets     | 10.9   | 5.1    | 1.5    | 4.3    | 7.6    |
| 総資産回転率(回)／Total Assets Turnover(Times)     | 0.6    | 0.6    | 0.7    | 0.6    | 0.7    |
| 自己資本当期純利益率／Return on Equity                | 13.6   | 6.2    | 1.8    | 5.2    | 9.2    |

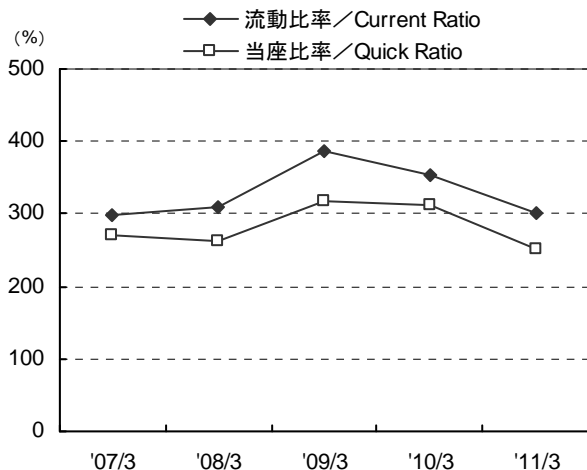
注： 使用総資産經常利益率＝經常利益／総資産(期中平均)×100  
 使用総資産当期純利益率＝当期純利益／総資産(期中平均)×100  
 総資産回転率＝売上高／総資産(期中平均)  
 自己資本当期純利益率＝当期純利益／自己資本(期中平均)×100

Notes: Ordinary Income to Total Assets=Ordinary Income/Total Assets (Yearly Average)×100  
 Net Income to Total Assets=Net Income/Total Assets (Yearly Average)×100  
 Total Assets Turnover=Net Sales/Total Assets (Yearly Average)  
 Return on Equity=Net Income/Shareholder's Equity (Yearly Average)×100

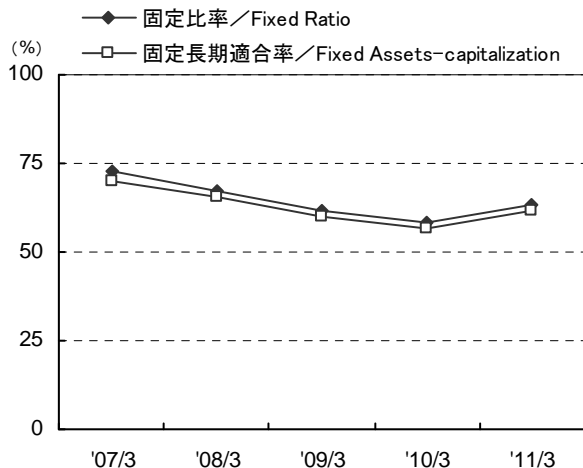
# ●安定性／Stability

## 【通期／Fiscal Year】

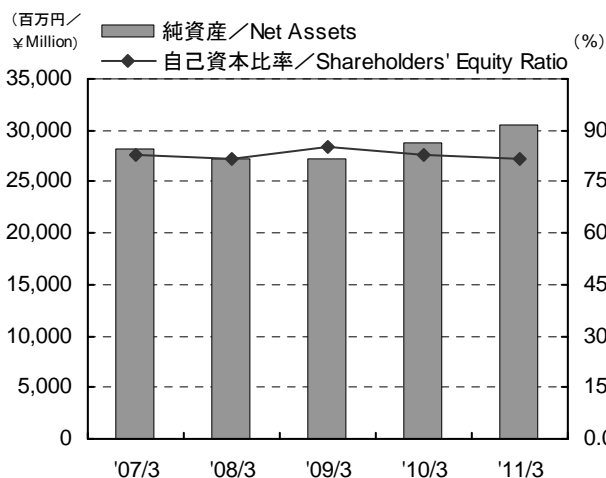
流動比率／当座比率  
Current Ratio/Quick Ratio



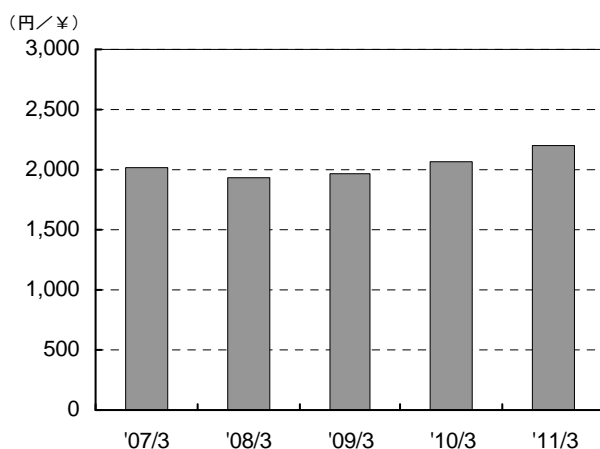
固定比率／固定長期適合率  
Fixed Ratio/Fixed Assets-capitalization



純資産／自己資本比率  
Net Assets/Shareholders' Equity Ratio



1株当たり純資産  
Net Assets per Share



| 決算期／Fiscal Year Ended                | 2007/3   | 2008/3   | 2009/3   | 2010/3   | 2011/3   |
|--------------------------------------|----------|----------|----------|----------|----------|
| 流動比率／Current Ratio                   | 297.8    | 308.2    | 385.4    | 353.2    | 301.8    |
| 当座比率／Quick Ratio                     | 269.5    | 261.4    | 317.7    | 311.1    | 252.0    |
| 固定比率／Fixed Ratio                     | 72.8     | 67.4     | 61.9     | 58.2     | 63.4     |
| 固定長期適合率／Fixed Assets-capitalization  | 70.2     | 65.6     | 60.1     | 56.6     | 61.7     |
| 純資産(百万円)／Net Assets (¥ Million)      | 28,289   | 27,231   | 27,281   | 28,757   | 30,451   |
| 1株当たり純資産(円)／Net Assets per Share (¥) | 2,009.02 | 1,927.37 | 1,960.97 | 2,068.18 | 2,192.29 |
| 自己資本比率／Shareholders' Equity Ratio    | 82.6     | 81.8     | 85.1     | 83.0     | 81.7     |

注： 流動比率=流動資産(期末)／流動負債(期末)×100 当座比率=(現金及び預金(期末)+売上債権(期末)+有価証券(期末))／流動負債(期末)×100  
固定比率=固定資産(期末)／純資産(期末)×100 固定長期適合率=固定資産(期末)／{純資産(期末)+固定負債(期末)}×100

Notes: Current Ratio=Current Assets (Fiscal Year-end)/Current Liabilities (Fiscal Year-end)×100

Quick Ratio=(Cash and Time Deposits (Fiscal Year-end) +Accounts Receivable (Fiscal Year-end) +Securities (Fiscal Year-end))/Current Liabilities (Fiscal Year-end)×100

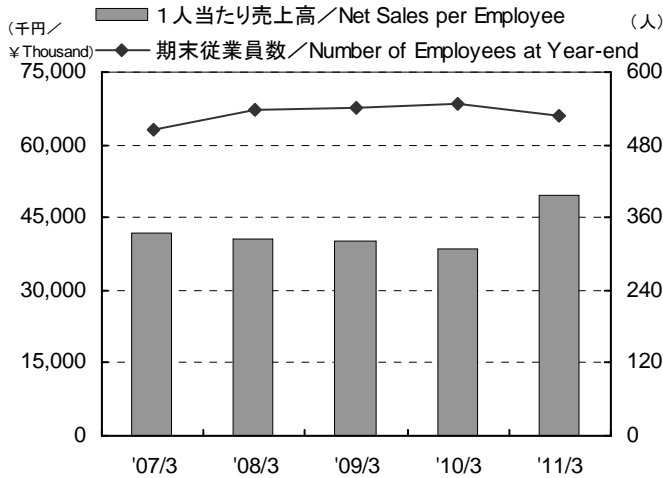
Fixed Ratio=Fixed Assets (Fiscal Year-end)/Net Assets×100

Fixed Assets-capitalization=Fixed Assets (Fiscal Year-end)/(Net Assets (Fiscal Year-end) +Long-term Liabilities (Fiscal Year-end))×100

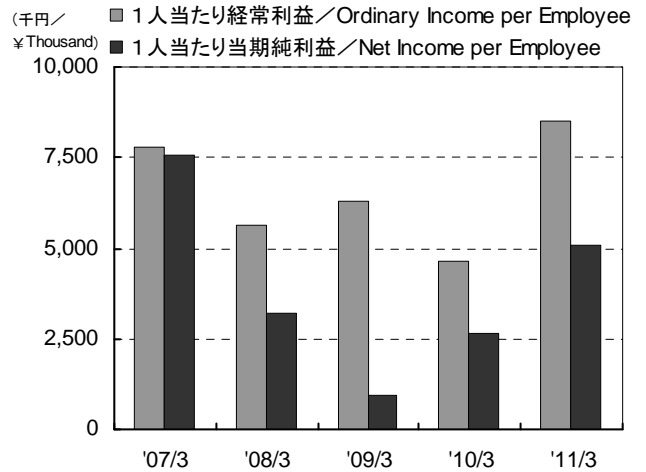
# ●効率性/Efficiency

## 【通期/Fiscal Year】

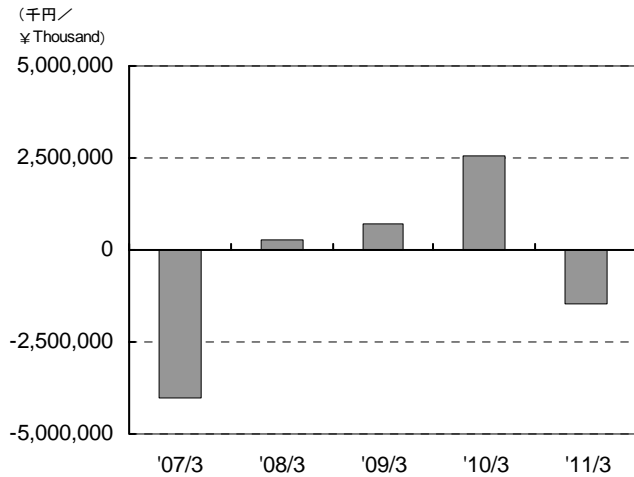
1人当たり売上高/期末従業員数  
Net Sales per Employee/Number of Employees at Year-end



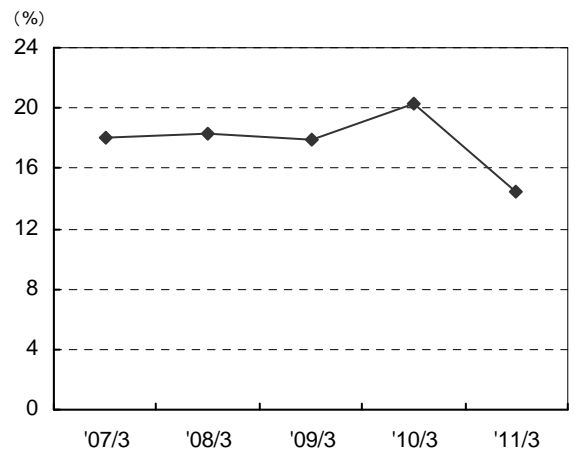
1人当たり経常利益/当期純利益  
Ordinary Income per Employee/Net Income per Employee



キャッシュ・フロー  
Cash Flows



売上高販管費率  
Selling, General and Administrative Expenses to Net Sales



千円/¥Thousand

| 決算期/Fiscal Year Ended                     | 2007/3     | 2008/3     | 2009/3     | 2010/3     | 2011/3     |
|---|------------|------------|------------|------------|------------|
| 1人当たり売上高/Net Sales per Employee           | 41,682     | 40,553     | 40,257     | 38,495     | 49,483     |
| 期末従業員数(名)/Number of Employees at Year-end | 505        | 538        | 541        | 548        | 528        |
| 1人当たり経常利益/Ordinary Income per Employee    | 7,803      | 5,634      | 6,324      | 4,632      | 8,496      |
| 1人当たり当期純利益/Net Income per Employee        | 7,594      | 3,232      | 913        | 2,659      | 5,060      |
| 設備投資額/Capital Expenditures                | 187,327    | 196,835    | 271,167    | 161,460    | 321,640    |
| 減価償却費/Depreciation and Amortization       | 316,218    | 314,368    | 313,654    | 337,324    | 315,317    |
| キャッシュ・フロー/Cash Flows                      | △4,033,260 | 296,048    | 708,582    | 2,558,587  | △1,442,555 |
| 期末発行済株式数(株)/Number of Shares Outstanding  | 13,912,396 | 13,912,356 | 13,912,284 | 13,904,686 | 13,890,026 |
| 売上高販管費率(%)/SG&A Expenses to Net Sales (%) | 18.0       | 18.3       | 17.9       | 20.3       | 14.4       |

注: 従業員1人当たり指標は、期中平均従業員数に基づいて算出しています。

Notes: Per Employee Data are based on the yearly average number of employees.

# ●連結貸借対照表／Consolidated Balance Sheets

百万円／¥Million

| 決算期／Fiscal Year Ended                              | 2008/3 | 2009/3 | 2010/3 | 2011/3 | 2012/3<br>2Q | 増減     |
|--|--------|--------|--------|--------|--------------|--------|
| <b>【資産の部】／Assets</b>                               |        |        |        |        |              |        |
| 流動資産／Current Assets                                | 14,676 | 15,167 | 17,929 | 17,960 | 20,831       | 2,870  |
| 現金及び預金／Cash and Time Deposits                      | 9,528  | 10,237 | 12,296 | 11,353 | 13,672       | 2,319  |
| 受取手形及び売掛金／Notes Receivable and Accounts Receivable | 3,920  | 3,267  | 3,997  | 4,640  | 5,086        | 445    |
| たな卸資産／Inventories                                  | 623    | -      | -      | -      | -            | -      |
| 商品及び製品／Merchandise and Finished Goods              | -      | 186    | 110    | 292    | 178          | △113   |
| 仕掛品／Work in Progress                               | -      | 712    | 784    | 842    | 1,100        | 258    |
| 原材料及び貯蔵品／Raw Materials and Supplies                | -      | 60     | 68     | 66     | 47           | △18    |
| 繰延税金資産／Deferred Tax Assets                         | 85     | 69     | 147    | 230    | -            | -      |
| その他／Other  | 623    | 732    | 587    | 581    | 789          | -      |
| 貸倒引当金／Allowance for Doubtful Accounts              | △105   | △99    | △62    | △45    | △43          | 2      |
| 固定資産／Fixed Assets                                  | 18,081 | 16,892 | 16,738 | 19,313 | 18,104       | △1,209 |
| 有形固定資産／Tangible Fixed Assets                       | 3,768  | 3,724  | 3,669  | 3,687  | 3,660        | △26    |
| 建物及び構築物(純額)／Buildings and Structures, Net          | 1,225  | 1,130  | 1,098  | 1,058  | -            | -      |
| 機械装置及び運搬具(純額)／Machinery and Equipment, Net         | 47     | 39     | 37     | 26     | -            | -      |
| 土地／Land  | 2,310  | 2,310  | 2,310  | 2,310  | -            | -      |
| その他／Other  | 185    | 244    | 223    | 291    | -            | -      |
| 無形固定資産／Intangible Fixed Assets                     | 350    | 364    | 245    | 221    | 181          | △39    |
| 投資その他の資産／Investments and Other Assets              | 13,962 | 12,803 | 12,823 | 15,405 | 14,261       | △1,143 |
| 投資有価証券／Investment Securities                       | 9,821  | 8,189  | 8,141  | 7,777  | 8,234        | 457    |
| 長期貸付金／Long-term Loans                              | 753    | 1,432  | 1,127  | 2,845  | -            | -      |
| 長期預金／Long-term Deposits                            | 2,000  | 2,000  | 2,500  | 3,500  | -            | -      |
| その他／Other  | 1,432  | 1,230  | 1,094  | 1,346  | 6,088        | -      |
| 貸倒引当金／Allowance for Doubtful Accounts              | △45    | △48    | △39    | △63    | △61          | 1      |
| 資産合計／Total Assets                                  | 32,758 | 32,059 | 34,668 | 37,274 | 38,936       | 1,661  |
| <b>【負債の部】／Liabilities</b>                          |        |        |        |        |              |        |
| 流動負債／Current Liabilities                           | 4,761  | 3,935  | 5,076  | 5,951  | 6,620        | 668    |
| 支払手形及び買掛金／Notes Payable and Accounts Payable-trade | 2,829  | 2,324  | 2,928  | 3,443  | 4,168        | 725    |
| 未払法人税等／Accrued Income Taxes                        | 441    | 88     | 910    | 1,305  | 1,176        | △129   |
| 賞与引当金／Allowance for Employees' Bonuses             | 206    | 212    | 225    | 217    | 234          | 16     |
| その他／Other  | 1,284  | 1,310  | 1,012  | 984    | 1,041        | 56     |
| 固定負債／Fixed Liabilities                             | 764    | 842    | 834    | 872    | 853          | △18    |
| 退職給付引当金／Accrued Pension and Severance Indemnities  | 434    | 480    | 505    | 546    | 574          | 27     |
| 役員退職慰労引当金／Accrued Pension and Severance Costs      | 234    | 229    | 254    | 156    | 135          | △20    |
| その他／Other  | 95     | 132    | 74     | 169    | 143          | △25    |
| 負債合計／Total Liabilities                             | 5,526  | 4,778  | 5,910  | 6,823  | 7,473        | 649    |
| <b>【純資産の部】／Net Assets</b>                          |        |        |        |        |              |        |
| 株主資本／Shareholders' Equity                          | 28,104 | 28,249 | 29,266 | 31,584 | 32,639       | 1,054  |
| 資本金／Common Stock                                   | 2,867  | 2,867  | 2,867  | 2,867  | 2,867        | 0      |
| 資本剰余金／Capital Surplus                              | 3,409  | 3,409  | 3,409  | 3,409  | 3,409        | 0      |
| 利益剰余金／Retained Earnings                            | 21,831 | 21,976 | 23,006 | 25,346 | 26,401       | 1,054  |
| 自己株式／Treasury Stock                                | △3     | △3     | △17    | △39    | △39          | 0      |
| その他の包括利益累計額／Accumulated other comprehensive Income | △1,290 | △968   | △508   | △1,133 | △1,176       | △43    |
| 少数株主持分／Minority Interests                          | 417    | -      | -      | -      | -            | -      |
| 純資産合計／Total Net Assets                             | 27,231 | 27,281 | 28,757 | 30,451 | 31,462       | 1,011  |
| 負債純資産合計／Total Liabilities and Net Assets           | 32,758 | 32,059 | 34,668 | 37,274 | 38,936       | 1,661  |



# ●連結損益計算書／Consolidated Statements of Income

## 【第2四半期／2<sup>nd</sup> Quarter】

百万円／¥Million

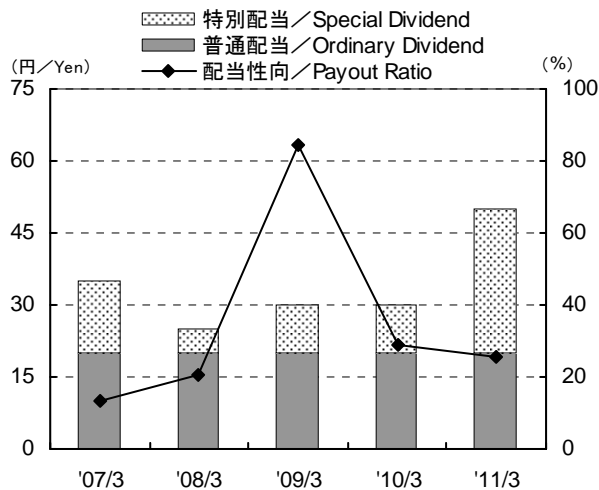
| 第2四半期／2 <sup>nd</sup> Quarter                                      | '08/3 2Q | '09/3 2Q | '10/3 2Q | '11/3 2Q | '12/3 2Q | 増減    |
|--|----------|----------|----------|----------|----------|-------|
| 売上高／Net Sales  | 9,768    | 10,613   | 9,063    | 11,139   | 16,276   | 5,136 |
| 売上原価／Cost of Sales   | 6,826    | 6,732    | 6,044    | 7,787    | 11,592   | 3,804 |
| 売上総利益／Gross Profit   | 2,941    | 3,881    | 3,018    | 3,352    | 4,683    | 1,331 |
| 販売費及び一般管理費／Selling, General and Administrative Expenses            | 1,817    | 1,943    | 2,111    | 1,899    | 1,989    | 89    |
| 営業利益／Operating Income  | 1,123    | 1,937    | 906      | 1,452    | 2,693    | 1,241 |
| 営業外収益／Non-operating Income   | 194      | 187      | 174      | 241      | 257      | 16    |
| 営業外費用／Non-operating Expenses                                       | 39       | 1        | 41       | 57       | 66       | 9     |
| 経常利益／Ordinary Income   | 1,278    | 2,123    | 1,040    | 1,636    | 2,884    | 1,248 |
| 特別損益／Extraordinary Gains (Losses)                                  | 283      | △1,205   | △3       | △25      | -        | 25    |
| 税金等調整前四半期純利益／Income before Income Taxes                            | 1,561    | 918      | 1,036    | 1,610    | 2,884    | 1,274 |
| 法人税、住民税及び事業税／Income Taxes, Inhabitant Taxes and Enterprise Taxes   | 495      | 355      | 502      | 500      | 1,114    | 613   |
| 法人税等調整額／Income Taxes Adjustment                                    | 37       | 100      | △91      | 114      | 21       | △93   |
| 少数株主利益／Minority Interests in Earnings on Consolidated Subsidiaries | 45       | 43       | -        | -        | -        | -     |
| 四半期純利益／Net Income  | 984      | 418      | 625      | 994      | 1,749    | 754   |

## 【通期／Fiscal Year】

百万円／¥Million

| 決算期／Fiscal Year Ended  | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 | 増減    |
|--|--------|--------|--------|--------|--------|-------|
| 売上高／Net Sales  | 20,153 | 21,148 | 21,718 | 20,960 | 26,622 | 5,661 |
| 売上原価／Cost of Sales   | 13,213 | 14,549 | 14,708 | 14,386 | 18,611 | 4,225 |
| 売上総利益／Gross Profit   | 6,939  | 6,598  | 7,010  | 6,574  | 8,011  | 1,436 |
| 販売費及び一般管理費／Selling, General and Administrative Expenses            | 3,632  | 3,872  | 3,887  | 4,246  | 3,827  | △419  |
| 営業利益／Operating Income  | 3,307  | 2,726  | 3,123  | 2,328  | 4,184  | 1,855 |
| 営業外収益／Non-operating Income   | 470    | 350    | 338    | 237    | 392    | 154   |
| 営業外費用／Non-operating Expenses                                       | 4      | 137    | 49     | 43     | 5      | △38   |
| 経常利益／Ordinary Income   | 3,773  | 2,938  | 3,412  | 2,522  | 4,570  | 2,048 |
| 特別利益／Extraordinary Gains   | 1,632  | 300    | -      | 95     | 66     | △28   |
| 特別損失／Extraordinary Losses  | 9      | 339    | 2,740  | 136    | 46     | △89   |
| 税金等調整前当期純利益／Income before Income Taxes                             | 5,396  | 2,899  | 672    | 2,480  | 4,590  | 2,109 |
| 法人税等合計／Income Taxes  | 1,690  | 1,112  | 136    | 1,032  | 1,867  | 835   |
| 少数株主利益／Minority Interests in Earnings on Consolidated Subsidiaries | 34     | 101    | 43     | -      | -      | -     |
| 当期純利益／Net Income   | 3,672  | 1,685  | 492    | 1,448  | 2,722  | 1,274 |

## ●配当の状況／Dividends



| 決算期／Fiscal Year Ended                  | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 | 増減 |
|--|--------|--------|--------|--------|--------|----|
| 1株当たり配当金／Dividends per Share           | 35.00  | 25.00  | 30.00  | 30.00  | 50.00  | -  |
| 普通配当／Ordinary Dividend                 | 20.00  | 20.00  | 20.00  | 20.00  | 20.00  | -  |
| 特別配当／Special Dividend                  | 15.00  | 5.00   | 10.00  | 10.00  | 30.00  | -  |
| 配当金総額(百万円)／Total Dividend (¥ Million)  | 489    | 349    | 419    | 419    | 699    | -  |
| 配当性向(%)／Payout Ratio (%)               | 13.3   | 20.6   | 84.7   | 28.8   | 25.5   | -  |
| 純資産配当率(%)／Dividend on Equity Ratio (%) | 1.8    | 1.3    | 1.5    | 1.5    | 2.3    | -  |

