

# Growing together with

## Uyemura Group Companies

- *Japan*      C.Uyemura & Co., Ltd.  
                  Sumix Corporation
- *USA*         Uyemura International Corporation
- *Hong Kong* Uyemura International (Hong Kong) Co., Ltd.
- *Shenzhen*    Uyemura (Shenzhen) Co., Ltd.
- *Shanghai*     Uyemura (Shanghai) Co., Ltd.
- *Taiwan*       Taiwan Uyemura Co., Ltd.
- *Korea*        Uyemura Korea Co., Ltd.
- *Singapore*    Uyemura International (Singapore) Pte., Ltd.
- *Malaysia*     Uyemura (Malaysia) Sdn. Bhd.
- *Thailand*     Sum Hitech Co., Ltd.
- *Indonesia*    PT.Uyemura Indonesia



May 26, 2017

Thank you for your continued support of Uyemura.

I would now like to make a few comments before reporting Uyemura's results for the 89th fiscal term (April 1, 2016 – March 31, 2017).

The Japanese economy for the current fiscal year remained on track to modest recovery as employment conditions and personal income continued improving. However, the future prospects for the economy remained unclear with the slowdown of the Chinese and other emerging economies, issues involving Brexit, and uncertainty about the future economic policies of the new U.S. administration.

In the electronic devices market, which is the Uyemura Group's main market area, the production of on-board electronics components increased along with a movement to ensure automotive safety and improved convenience. On the other hand, smartphones, which had been a driver of the market, somewhat slowed its pace of growth as the market adoption of smartphones largely had run its course.

Production adjustments involving high-end smartphones negatively affected our surface finishing materials business. Furthermore, the reduction in unit selling prices in conjunction with falling market prices of nickel and copper impacted our performance. In the plating job business, performance was affected by the automobile industry slump in Thailand and Indonesia. As a result, sales and profits were lower than in the previous fiscal year.

The outlook for the electronic devices market is generally positive. As the number of devices connected to the Internet increases due to the progress of IoT, demand for ultra-small or high reliability components is expected to expand drastically. We expect that all of these trends will underscore the growing importance of the plating technology. The Uyemura Group will tap fully into its network to gain a clear picture of what is in demand in growth areas across the world, and continue to provide customers operating globally with comprehensive solutions for plating underpinned by our expertise in chemicals, machines and plating bath controllers.

This year we have reached the 20th anniversary of our stock listing on the Osaka Securities Exchange (now the Tokyo Stock Exchange) in 1997. We are very grateful for the support over many years of shareholders and all others who helped enable us to reach this important milestone.

We ask for your continued support. Thank you.

May 2017

Hiroya Uyemura,  
President of C. Uyemura & Co., Ltd.

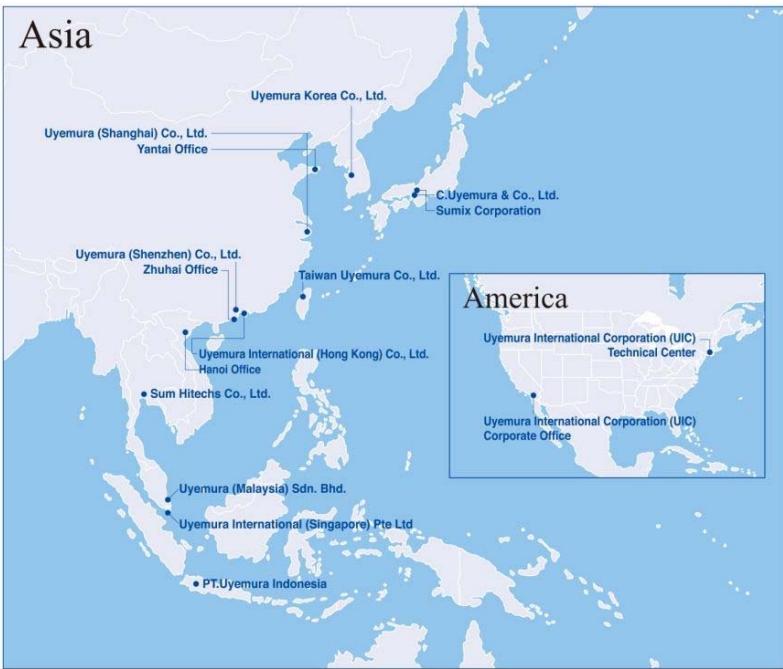
## Management Policies

Talented workers, technological prowess, a distinct business model, and collective group strengths are necessary for us to maintain growth in the 21st century.

1. Ensure thorough compliance
2. Ensure thorough safety and eco-friendliness
3. Better research and development environment to accelerate its progress
4. Initiatives over the next ten and twenty years
  - Better training to help workers develop skills and know-how
  - Steps towards new markets and new technology fields
  - Create a new business model
5. Establish a total solutions business model
6. Increase synergies among group companies and divisions
7. Explore and examine new overseas manufacturing and sales bases with an eye to the future
8. Ensure a quick response to changes in business environment

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# Technologies of Uyemura extending to the world.



We broke into the U.S. and the Asian markets in the middle of the 1980s when other companies in the industry had not yet turned their attention overseas. Uyemura supports companies with production bases in the Asia-Pacific area with services identical to those in Japan and deploys the stages for activities by Uyemura.

## Central Research Laboratory (Hirakata, Osaka)



Company name	abbr	Foundation	Location	Employees	Business
C.Uyemura & Co., Ltd.	CUC	1848 (Establishment) 1933 (Incorporated)	Japan	257	
Sumix Corporation	SMX	1963	Japan	24	
Uyemura International Corporation	UIC	1985	US	45	
Uyemura International (Hong Kong) Co., Ltd.	UHK	1986	China (Hong Kong)	22	
Taiwan Uyemura Co., Ltd.	TUC	1987	Taiwan	288	
Sum Hitech Co., Ltd.	SUM	1987	Thailand	564	
Uyemura (Shenzhen) Co., Ltd.	USZ	1988	China (Shenzhen)	198	
Uyemura International Singapore Pte Ltd	UIS	1992	Singapore	13	
Uyemura (Malaysia) Sdn. Bhd.	UMM	1996	Malaysia	36	
Uyemura (Shanghai) Co., Ltd.	USC	2002	China (Shanghai)	62	
Uyemura Korea Co., Ltd.	UKC	2010	Korea	41	
PT.Uyemura Indonesia	UID	2012	Indonesia	109	



Sales



R&amp;D



Chemical Production



Machinery Production



Plating Job

As of March 31, 2017

Corporate website

<http://www.uyemura.co.jp/>

## 4 Business Segments

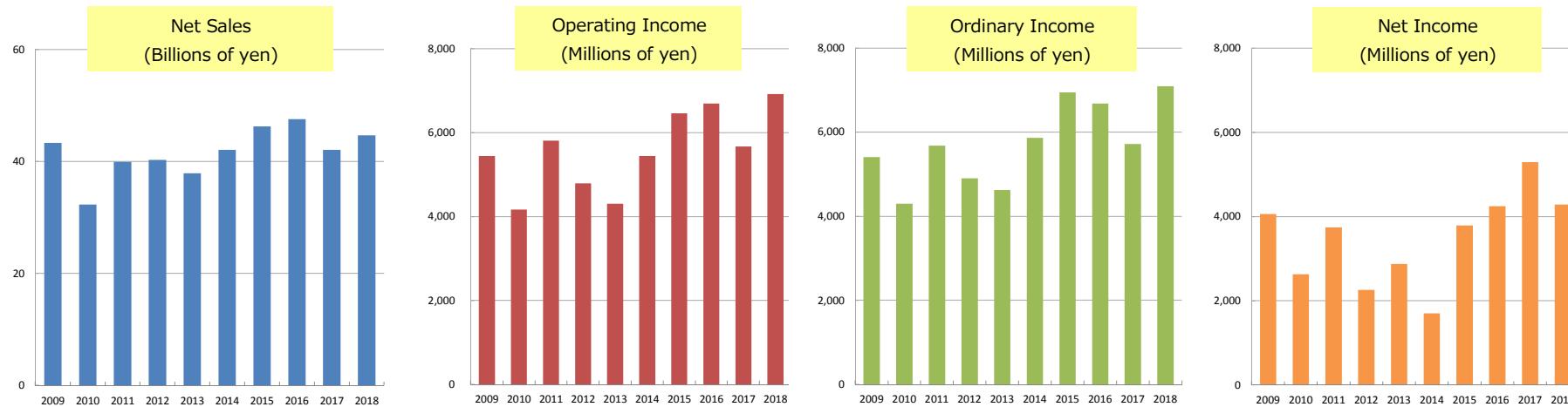
Surface Finishing Materials manufacture and marketing of plating chemicals, procurement and marketing of industrial chemicals and non-ferrous metals

Surface Finishing Machinery manufacture and marketing of surface finishing machinery, procurement and marketing of surface finishing machinery

Plating Job Plastic formation, plating, and coating of parts for autos and home appliances

Real Estate Rental Real estate Rental for office buildings, condominiums

## Financial Summary (Consolidated) [1/2]



### ■ Consolidated Business Results

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Net Sales	43,329	32,306	39,930	40,263	37,905	42,049	46,254	47,568	42,081	44,660
Operating Income	5,443	4,167	5,814	4,792	4,310	5,443	6,460	6,698	5,671	6,920
Ordinary Income	5,404	4,298	5,677	4,900	4,627	5,867	6,944	6,678	5,720	7,090
Net Income	4,062	2,631	3,742	2,259	2,875	1,705	3,789	4,250	5,293	4,290

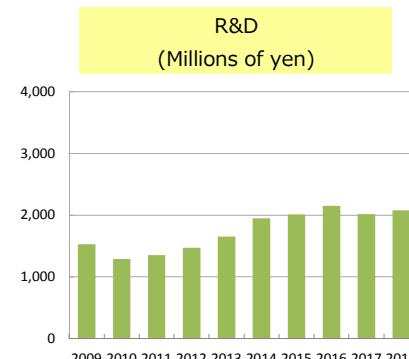
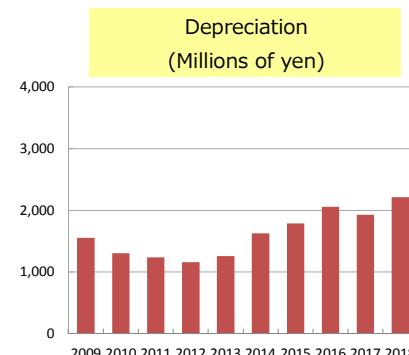
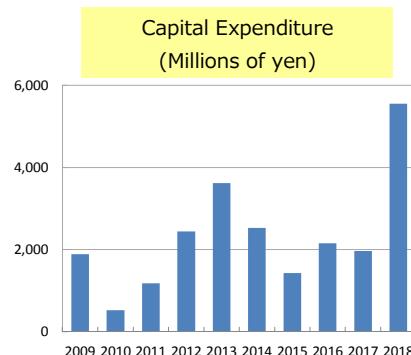
### ■ Consolidated Sales by Business Segment

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Surface Finishing Materials	34,637	26,646	33,211	31,935	30,364	33,643	37,598	35,883	32,068	34,720
Surface Finishing Machinery	4,872	2,671	3,190	5,405	4,641	4,279	4,576	6,448	4,874	4,440
Plating Job	3,336	2,527	3,020	2,510	2,501	3,723	3,971	4,779	4,705	4,790
Real Estate Rental	804	773	768	754	723	700	705	717	720	700
Others	23	18	13	14	6	6	6	6	9	10
Adjustment	△ 347	△ 331	△ 274	△ 357	△ 331	△ 302	△ 603	△ 267	△ 296	
Total	43,329	32,306	39,930	40,263	37,905	42,049	46,254	47,568	42,081	44,660

### ■ Consolidated Operating Income by Business Segment

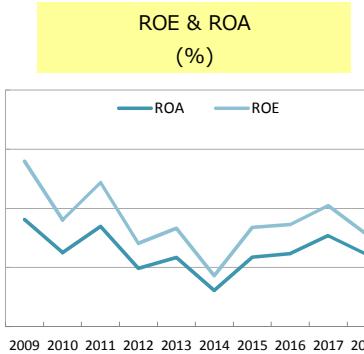
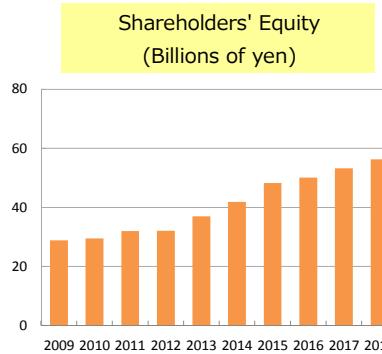
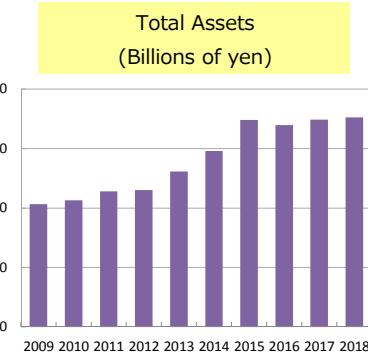
Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Surface Finishing Materials	4,633	3,692	5,074	4,301	3,974	5,073	6,605	6,940	6,078	6,400
Surface Finishing Machinery	△ 114	△ 265	131	△ 132	△ 58	△ 176	△ 404	△ 427	△ 807	20
Plating Job	444	308	212	212	△ 7	167	△ 68	△ 222	35	102
Real Estate Rental	456	415	383	398	396	380	373	403	410	390
Others	21	15	11	12	5	5	5	5	7	8
Adjustment	0	0	0	0	0	△ 5	△ 50	0	△ 53	
Total	5,443	4,167	5,814	4,792	4,310	5,443	6,460	6,698	5,671	6,920

## Financial Summary (Consolidated) [2/2]



### ■ Capital Expenditure, Depreciation, R&D

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Capital Expenditure	1,887	526	1,181	2,442	3,620	2,533	1,434	2,154	1,969	5,547
Depreciation	1,555	1,307	1,235	1,160	1,258	1,629	1,785	2,060	1,929	2,213
R&D	1,531	1,289	1,355	1,470	1,652	1,947	2,013	2,149	2,014	2,080



### ■ Financial Data

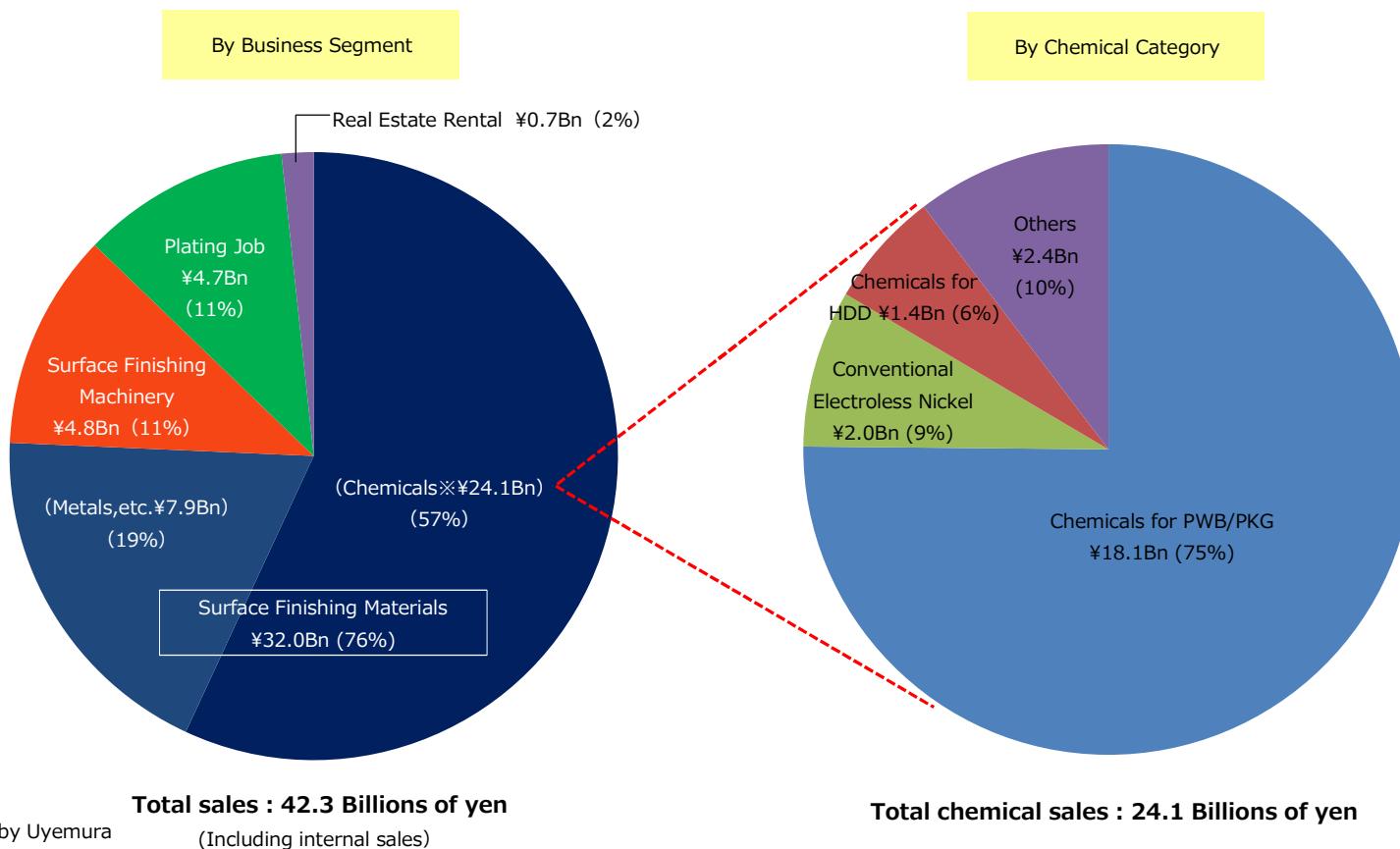
Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Total Assets	41,288	42,612	45,662	46,087	52,348	59,189	69,679	67,931	69,703	70,520
ROA (%)	9.1	6.3	8.5	4.9	5.8	3.1	5.9	6.2	7.7	6.1
Shareholders' Equity	28,829	29,475	31,977	32,125	37,040	41,929	48,309	50,127	53,228	56,258
ROE (%)	14.0	9.0	12.2	7.1	8.3	4.3	8.4	8.6	10.2	7.8

## Plating Chemical Sales by Category

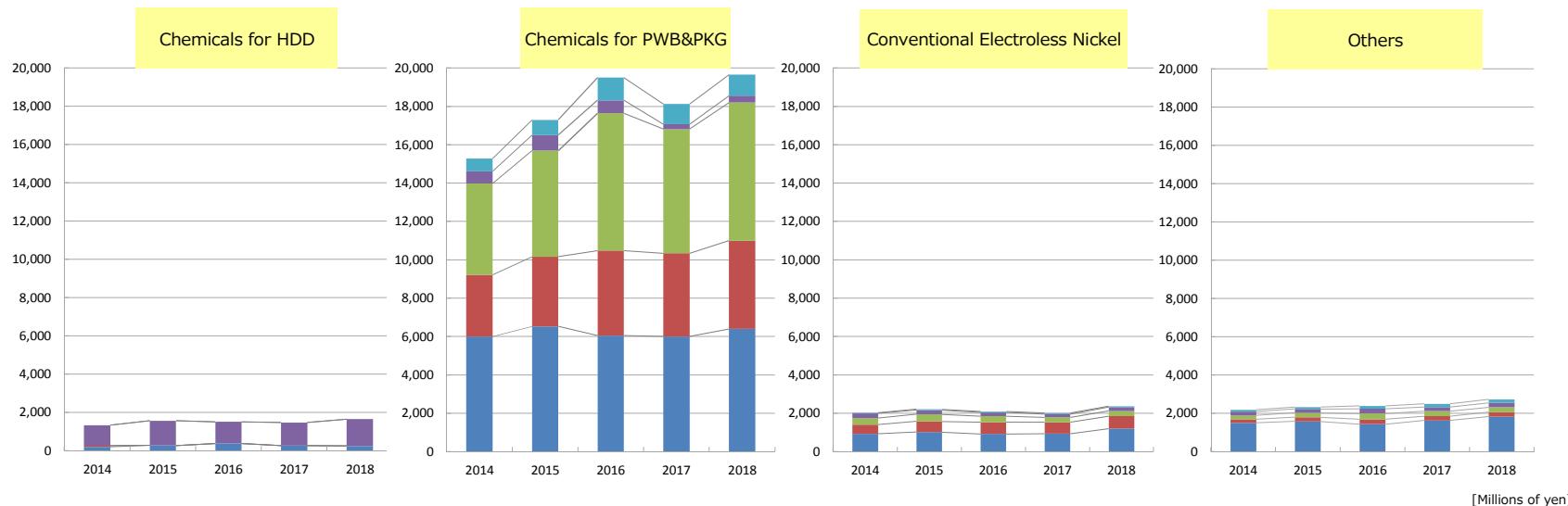
### ■ Plating Chemical Sales by Category (Consolidated)

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Chemicals for HDD	3,907	2,470	1,900	1,575	1,000	1,337	1,574	1,519	1,478	1,650
Chemicals for PWB/PKG	14,428	10,621	12,410	12,530	13,334	15,280	17,296	19,502	18,120	19,650
Conventional Electroless Nickel	2,350	1,657	2,182	2,146	1,723	2,024	2,206	2,089	2,012	2,370
Others	1,979	1,873	2,217	2,082	1,961	2,185	2,330	2,392	2,499	2,730
Total	22,665	16,622	18,709	18,334	18,019	20,826	23,406	25,503	24,111	26,400

### ■ Composition ratio of Segment/Category Sales (Consolidated)



## Plating Chemical Sales by Region



	Japan CUC	China & Hong Kong UHK, USZ, USC	Taiwan & Korea TUC, UKC	ASEAN UIS	United States UIC	Total
<b>Fiscal year ending March 31, 2018 (forecasts)</b>						
Chemicals for HDD	250	0	0	1,400	0	1,650
Chemicals for PWB/PKG	6,400	4,600	7,200	350	1,100	19,650
Conventional Electroless Nickel	1,200	650	270	200	50	2,370
Others	1,830	230	260	230	180	2,730
<b>Total</b>	<b>9,680</b>	<b>5,480</b>	<b>7,730</b>	<b>2,180</b>	<b>1,330</b>	<b>26,400</b>
<b>Fiscal year ended March 31, 2017</b>						
Chemicals for HDD	275	1	0	1,201	0	1,478
Chemicals for PWB/PKG	6,006	4,332	6,474	255	1,051	18,120
Conventional Electroless Nickel	936	595	260	169	49	2,012
Others	1,630	223	267	204	173	2,499
<b>Total</b>	<b>8,848</b>	<b>5,153</b>	<b>7,002</b>	<b>1,831</b>	<b>1,275</b>	<b>24,111</b>
<b>Fiscal year ended March 31, 2016</b>						
Chemicals for HDD	384	0	0	1,133	0	1,519
Chemicals for PWB/PKG	6,046	4,436	7,162	673	1,184	19,502
Conventional Electroless Nickel	925	611	317	187	47	2,089
Others	1,436	256	305	246	146	2,392
<b>Total</b>	<b>8,793</b>	<b>5,305</b>	<b>7,784</b>	<b>2,240</b>	<b>1,379</b>	<b>25,503</b>
<b>Fiscal year ended March 31, 2015</b>						
Chemicals for HDD	273	0	0	1,298	0	1,574
Chemicals for PWB/PKG	6,527	3,634	5,529	812	792	17,296
Conventional Electroless Nickel	1,011	560	375	216	42	2,206
Others	1,574	217	230	205	101	2,329
<b>Total</b>	<b>9,387</b>	<b>4,413</b>	<b>6,134</b>	<b>2,533</b>	<b>937</b>	<b>23,406</b>
<b>Fiscal year ended March 31, 2014</b>						
Chemicals for HDD	199	63	0	1,073	0	1,336
Chemicals for PWB/PKG	5,991	3,218	4,766	639	663	15,279
Conventional Electroless Nickel	923	476	350	241	31	2,024
Others	1,502	191	197	206	86	2,185
<b>Total</b>	<b>8,617</b>	<b>3,950</b>	<b>5,314</b>	<b>2,161</b>	<b>782</b>	<b>20,826</b>

## Business results and Forecast by Group Company

★How to read the table

Upper row ... Results ( Millions of yen )
Lower row ... Y o Y ( Millions of yen )

Fiscal years ended March 31

Company name	abbr	Location	2016				2017				2018(forecasts)			
			Net Sales	Operating Income	Ordinary Income	Net Income	Net Sales	Operating Income	Ordinary Income	Net Income	Net Sales	Operating Income	Ordinary Income	Net Income
C.Uyemura & Co., Ltd.	CUC	Japan	24,406 △ 855	2,269 △ 239	4,258 △ 578	1,764 △ 1,524	21,855 △ 2,551	2,091 △ 178	4,109 △ 149	3,099 +1,335	22,473 +618	2,764 +673	4,897 +788	2,938 △ 161
Sumix Corporation	SMX	Japan	718 △ 171	△ 49 △ 28	△ 48 △ 26	△ 56 △ 37	665 △ 53	13 +62	11 +59	2 +58	546 △ 119	△ 53 △ 66	6 △ 5	4 +2
Uyemura International Corporation	UIC	US	4,132 △ 332	137 +38	125 +33	124 +65	4,140 +8	△ 5 △ 142	△ 18 △ 143	△ 10 △ 134	3,782 △ 358	81 +86	70 +88	40 +50
Uyemura International (Hong Kong) Co., Ltd.	UHK	China (Hong Kong)	2,923 △ 50	462 +138	929 +258	830 +236	2,731 △ 192	324 △ 138	670 △ 259	595 △ 235	2,486 △ 245	244 △ 80	237 △ 433	198 △ 397
Taiwan Uyemura Co., Ltd.	TUC	Taiwan	8,193 +617	1,901 +257	2,024 +240	1,627 +150	7,267 △ 926	1,724 △ 177	1,818 △ 206	1,441 △ 186	8,292 +1,025	1,812 +88	1,873 +55	1,555 +114
Sum Hitech Co., Ltd.	SUM	Thailand	3,646 +852	227 △ 40	313 △ 40	313 +11	3,473 △ 173	274 +47	331 +18	277 △ 36	3,520 +47	358 +84	414 +83	331 +54
Uyemura (Shenzhen) Co., Ltd.	USZ	China (Shenzhen)	4,362 +210	609 △ 82	584 △ 94	454 △ 50	4,112 △ 250	554 △ 55	535 △ 49	386 △ 68	4,461 +349	663 +109	662 +127	497 +111
Uyemura International Singapore Pte Ltd	UIS	Singapore	3,275 △ 586	132 △ 26	131 △ 51	114 △ 43	2,829 △ 446	△ 3 △ 135	△ 19 △ 150	△ 22 △ 136	3,214 +385	71 +74	49 +68	41 +63
Uyemura (Malaysia) Sdn. Bhd.	UMM	Malaysia	1,284 △ 315	258 △ 94	262 △ 97	189 △ 75	1,313 +29	344 +86	354 +92	256 +67	1,695 +382	370 +26	373 +19	283 +27
Uyemura (Shanghai) Co., Ltd.	USC	China (Shanghai)	3,512 +895	791 +237	820 +183	611 +149	3,154 △ 358	675 △ 116	688 △ 132	509 +149	3,177 +23	686 +11	710 +22	533 +24
Uyemura Korea Co., Ltd.	UKC	Korea	1,690 △ 805	167 △ 222	158 △ 249	128 △ 201	1,395 △ 295	130 △ 37	124 △ 34	97 △ 31	1,789 +394	157 +27	155 +31	120 +23
PT.Uyemura Indonesia	UID	Indonesia	123 +99	△ 304 △ 16	△ 470 △ 120	△ 462 △ 113	248 +125	△ 289 +15	△ 263 +207	△ 261 +201	393 +145	△ 227 +62	△ 250 +13	△ 250 +11
Subtotal			33,858 +414	4,331 +162	4,828 +37	3,872 +92	31,327 △ 2,531	3,741 △ 590	4,231 △ 597	3,270 △ 602	33,355 +2,028	4,162 +421	4,299 +68	3,352 +82
Total			58,264 △ 441	6,600 △ 77	9,086 △ 541	5,636 △ 1,432	53,182 △ 5,082	5,832 △ 768	8,340 △ 746	6,369 +733	55,828 +2,646	6,926 +1,094	9,196 +856	6,290 △ 79
Elimination for consolidation			△ 10,696	98	△ 2,408	△ 1,386	△ 11,101	△ 161	△ 2,620	△ 1,076	△ 11,168	△ 6	△ 2,106	△ 2,000
Total (consolidated)			47,568 +1,314	6,698 +238	6,678 △ 266	4,250 +461	42,081 △ 5,487	5,671 △ 1,027	5,720 △ 958	5,293 1,043	44,660 +2,579	6,920 +1,249	7,090 +1,370	4,290 △ 1,003

## Non-consolidated Data

### ■ Non-consolidated Business Results

[Millions of yen]

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Net Sales	25,537	21,148	25,770	25,422	22,547	22,306	25,261	24,406	21,855	22,473
Operating Income	2,041	2,206	2,964	2,675	2,485	1,984	2,508	2,269	2,091	2,764
Ordinary Income	2,973	2,737	3,683	3,570	3,687	3,698	4,836	4,258	4,109	4,897
Net Income	1,209	1,799	2,791	2,279	2,569	1,067	3,288	1,764	3,099	2,938

### ■ Non-consolidated Sales by Business Segment

[Millions of yen]

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Surface Finishing Materials	20,351	18,137	22,028	20,314	18,910	18,943	21,431	17,978	17,529	18,484
Surface Finishing Machinery	4,075	1,951	2,677	4,114	2,678	2,332	2,735	5,347	3,268	2,949
Plating Job	0	0	0	0	0	0	0	0	0	0
Real Estate Rental	804	773	768	754	723	700	705	717	720	699
Others	305	286	296	239	234	330	388	362	337	340
Total	25,537	21,148	25,770	25,422	22,547	22,306	25,261	24,406	21,855	22,473

### ■ Capital Expenditure, Depreciation, R&D (Non-consolidated)

[Millions of yen]

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Capital Expenditure	861	309	611	892	2,004	873	230	689	545	2,579
Depreciation	877	731	677	683	609	805	759	831	763	902
R&D	985	904	916	1,000	1,160	1,371	1,305	1,375	1,277	1,340

### ■ Financial Data (Non-consolidated)

[Millions of yen]

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Total Assets	25,367	26,639	29,776	29,312	33,165	33,979	39,931	39,025	39,957	40,733
ROA (%)	4.3	6.9	9.9	7.7	8.2	3.2	8.9	4.5	7.9	7.3
Shareholders' Equity	20,304	19,693	21,966	22,988	25,094	25,761	28,710	29,547	31,197	32,875
ROE (%)	6.0	9.0	13.4	10.1	10.7	4.2	12.1	6.1	10.2	9.2

### ■ Plating Chemical Sales by Category (Non-consolidated)

[Millions of yen]

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018(forecasts)
Chemicals for HDD	1,506	1,008	343	169	166	199	273	384	275	250
Chemicals for PWB/PKG	5,178	5,057	5,801	5,758	6,188	5,991	6,527	6,046	6,400	
Conventional Electroless Nickel	1,174	962	1,118	1,108	880	923	1,011	925	936	1,200
Others	1,363	1,351	1,649	1,488	1,433	1,502	1,574	1,436	1,630	1,830
Total	9,223	8,380	8,913	8,525	8,669	8,617	9,387	8,793	8,848	9,680

## Consolidated Balance Sheets

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017
[Millions of yen]									
<b>Assets</b>									
<b>I Current assets</b>	<b>26,394</b>	<b>28,016</b>	<b>31,736</b>	<b>31,317</b>	<b>34,678</b>	<b>39,138</b>	<b>48,257</b>	<b>47,437</b>	<b>49,380</b>
Cash and deposits with banks	14,921	15,168	17,101	17,319	18,063	22,327	26,660	28,559	31,254
Notes and accounts receivable-trade	7,356	9,429	9,693	9,820	11,021	10,640	12,795	11,428	11,276
Inventories	3,515	2,771	4,074	3,351	3,729	3,685	5,386	4,108	4,097
Deferred tax assets	259	220	264	265	302	442	648	791	976
Other current assets	357	453	644	593	1,603	2,084	2,819	2,594	1,831
Allowance for doubtful accounts	△ 15	△ 27	△ 42	△ 32	△ 40	△ 41	△ 53	△ 45	△ 56
<b>II Fixed assets</b>	<b>14,893</b>	<b>14,596</b>	<b>13,925</b>	<b>14,769</b>	<b>17,669</b>	<b>20,051</b>	<b>21,421</b>	<b>20,494</b>	<b>20,323</b>
<b>1 Tangible fixed assets</b>	<b>12,960</b>	<b>12,446</b>	<b>11,908</b>	<b>12,750</b>	<b>15,991</b>	<b>17,644</b>	<b>18,329</b>	<b>17,460</b>	<b>17,436</b>
Buildings and structures	7,021	7,410	6,960	6,869	9,404	10,296	10,477	9,563	9,001
Other tangible fixed assets	5,938	5,036	4,948	5,880	6,586	7,347	7,851	7,896	8,434
<b>2 Intangible assets</b>	<b>285</b>	<b>232</b>	<b>213</b>	<b>176</b>	<b>261</b>	<b>353</b>	<b>394</b>	<b>429</b>	<b>360</b>
<b>3 Investments and other assets</b>	<b>1,648</b>	<b>1,916</b>	<b>1,802</b>	<b>1,842</b>	<b>1,416</b>	<b>2,053</b>	<b>2,697</b>	<b>2,604</b>	<b>2,526</b>
Investment securities	632	883	770	768	936	1,105	1,575	1,529	1,850
Net defined benefit assets							104	49	76
Deferred tax assets	26	76	49	80	93	47	77	90	138
Others	1,015	984	1,010	1,024	414	927	967	1,011	532
Allowance for doubtful accounts	△ 35	△ 29	△ 28	△ 29	△ 27	△ 27	△ 27	△ 76	△ 71
<b>Total Assets</b>	<b>41,288</b>	<b>42,612</b>	<b>45,662</b>	<b>46,087</b>	<b>52,348</b>	<b>59,189</b>	<b>69,679</b>	<b>67,931</b>	<b>69,703</b>
<b>Liabilities</b>									
<b>I Current liabilities</b>	<b>7,816</b>	<b>8,340</b>	<b>9,244</b>	<b>8,919</b>	<b>9,962</b>	<b>10,679</b>	<b>14,384</b>	<b>11,469</b>	<b>11,542</b>
Notes and accounts payable-trade	3,938	4,766	5,533	4,760	5,011	4,691	2,461	1,727	1,994
Electronically recorded obligations-operating							3,630	2,901	2,581
Short-term loans payable	1,000	843	753	749	729	776	954	851	820
Current portion of long-term loans payable	156	100	36	310	186	291	392	399	235
Income taxes payable	690	787	1,046	860	884	1,351	2,215	1,912	1,904
Accrued bonuses	147	142	136	141	138	144	146	144	151
Deferred tax liabilities	5	7	4	2	4	-	-	-	-
Other current liabilities	1,877	1,693	1,732	2,094	3,007	3,423	4,582	3,532	3,855
<b>II Long-term liabilities</b>	<b>2,936</b>	<b>3,113</b>	<b>2,901</b>	<b>3,504</b>	<b>4,228</b>	<b>5,223</b>	<b>5,902</b>	<b>5,939</b>	<b>4,524</b>
Long-term loans payable	422	326	346	408	578	899	846	473	220
Other long-term liabilities	2,513	2,787	2,554	3,096	3,649	4,324	5,055	5,466	4,304
<b>Total Liabilities</b>	<b>10,752</b>	<b>11,453</b>	<b>12,145</b>	<b>12,423</b>	<b>14,190</b>	<b>15,903</b>	<b>20,286</b>	<b>17,408</b>	<b>16,066</b>
<b>Net Assets</b>									
<b>I Shareholders' equity</b>	<b>31,601</b>	<b>31,698</b>	<b>34,925</b>	<b>35,914</b>	<b>38,289</b>	<b>39,493</b>	<b>42,586</b>	<b>45,634</b>	<b>49,337</b>
Common stock	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336
Capital surplus	1,644	1,644	1,644	1,644	1,644	1,644	1,613	1,321	1,321
Retained earnings	28,697	30,786	34,014	35,758	38,132	39,338	42,462	45,802	50,003
Treasury stock	△ 77	△ 2,070	△ 2,070	△ 2,824	△ 2,825	△ 2,826	△ 2,826	△ 2,826	△ 3,324
<b>II Accumulated other comprehensive income</b>	<b>△ 2,771</b>	<b>△ 2,222</b>	<b>△ 2,947</b>	<b>△ 3,788</b>	<b>△ 1,248</b>	<b>2,435</b>	<b>5,722</b>	<b>4,493</b>	<b>3,891</b>
Cumulative securities holding gain	98	252	207	218	259	363	695	675	824
Foreign currency translation adjustments	△ 2,869	△ 2,474	△ 3,154	△ 4,007	△ 1,507	2,114	5,027	3,859	3,091
Remeasurements of defined benefit plans	-	-	-	-	-	△ 42	-	△ 41	△ 23
<b>III Non-controlling interests</b>	<b>1,705</b>	<b>1,683</b>	<b>1,539</b>	<b>1,537</b>	<b>1,116</b>	<b>1,356</b>	<b>1,083</b>	<b>395</b>	<b>407</b>
<b>Total Net Assets</b>	<b>30,535</b>	<b>31,158</b>	<b>33,516</b>	<b>33,663</b>	<b>38,157</b>	<b>43,286</b>	<b>49,392</b>	<b>50,522</b>	<b>53,636</b>
<b>Total Liabilities and Net Assets</b>	<b>41,288</b>	<b>42,612</b>	<b>45,662</b>	<b>46,087</b>	<b>52,348</b>	<b>59,189</b>	<b>69,679</b>	<b>67,931</b>	<b>69,703</b>

## Non-consolidated Balance Sheets

	Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	[Millions of yen]
<b>Assets</b>											
<b>I Current assets</b>		<b>14,487</b>	<b>15,845</b>	<b>18,522</b>	<b>17,225</b>	<b>18,238</b>	<b>18,299</b>	<b>23,854</b>	<b>23,459</b>	<b>24,362</b>	
Cash and deposits with banks		8,701	7,699	9,087	8,459	8,431	8,728	12,039	12,555	14,831	
Notes receivable-trade		2,033	2,731	3,252	3,306	3,067	2,591	3,067	2,552	2,366	
Accounts receivable-trade		2,350	3,904	3,797	4,179	4,353	3,726	3,710	3,480	3,301	
Inventories		785	948	1,665	702	802	927	1,718	963	809	
Other current assets		617	561	719	577	1,584	2,326	3,319	3,910	3,054	
Allowance for doubtful accounts		0	0	0	0	0	0	0	△1	△1	
<b>II Fixed assets</b>		<b>10,879</b>	<b>10,794</b>	<b>11,253</b>	<b>12,087</b>	<b>14,926</b>	<b>15,679</b>	<b>16,076</b>	<b>15,565</b>	<b>15,595</b>	
1 Tangible fixed assets		<b>7,563</b>	<b>7,247</b>	<b>6,964</b>	<b>7,072</b>	<b>8,631</b>	<b>8,348</b>	<b>8,000</b>	<b>7,755</b>	<b>7,654</b>	
Buildings		4,386	4,531	4,209	4,025	5,783	5,583	5,235	4,924	4,606	
Other tangible fixed assets		3,176	2,715	2,755	3,046	2,848	2,765	2,765	2,830	3,047	
2 Intangible assets		<b>174</b>	<b>135</b>	<b>114</b>	<b>86</b>	<b>68</b>	<b>132</b>	<b>151</b>	<b>222</b>	<b>236</b>	
3 Investments and other assets		<b>3,141</b>	<b>3,411</b>	<b>4,174</b>	<b>4,929</b>	<b>6,226</b>	<b>7,199</b>	<b>7,924</b>	<b>7,587</b>	<b>7,704</b>	
Investment securities		2,251	2,598	2,949	3,467	5,314	5,476	5,962	5,898	6,568	
Others		918	839	1,252	1,490	940	1,750	1,990	1,717	1,163	
Allowance for doubtful accounts		△27	△27	△27	△29	△27	△27	△27	△27	△27	
<b>Total Assets</b>		<b>25,367</b>	<b>26,639</b>	<b>29,776</b>	<b>29,312</b>	<b>33,165</b>	<b>33,979</b>	<b>39,931</b>	<b>39,025</b>	<b>39,957</b>	
<b>Liabilities</b>											
<b>I Current liabilities</b>		<b>4,194</b>	<b>6,125</b>	<b>7,020</b>	<b>5,507</b>	<b>7,161</b>	<b>7,316</b>	<b>10,399</b>	<b>8,471</b>	<b>7,726</b>	
Notes payable-trade		368	467	503	468	472	306	262	137	60	
Electronically recorded obligations-operating								3,630	2,901	2,581	
Accounts payable-trade		2,361	3,893	4,773	3,540	4,229	3,884	1,328	1,106	976	
Short-term loans payable		400	400	400	400	400	400	500	400	400	
Current portion of long-term loans payable		13	18	18	13	-	-	-	-	-	
Income taxes payable		233	497	598	514	428	795	1,416	1,326	1,295	
Accrued bonuses		128	131	130	134	132	138	137	138	144	
Other current liabilities		688	718	596	435	1,498	1,792	3,123	2,460	2,268	
<b>II Long-term liabilities</b>		<b>868</b>	<b>820</b>	<b>789</b>	<b>816</b>	<b>909</b>	<b>901</b>	<b>821</b>	<b>1,006</b>	<b>1,033</b>	
Corporate bonds		-	-	-	-	-	-	-	-	-	
Long-term loans payable		49	31	13	-	-	-	-	-	-	
Allowance for employee retirement											
Deferred tax liabilities		-	-	-	-	-	-	-	174	222	
Other long-term liabilities		819	789	776	816	909	901	821	832	810	
<b>Total Liabilities</b>		<b>5,063</b>	<b>6,945</b>	<b>7,810</b>	<b>6,323</b>	<b>8,070</b>	<b>8,218</b>	<b>11,220</b>	<b>9,478</b>	<b>8,760</b>	
<b>Net Assets</b>											
<b>I Shareholders' equity</b>		<b>20,221</b>	<b>19,486</b>	<b>21,762</b>	<b>22,772</b>	<b>24,840</b>	<b>25,406</b>	<b>28,028</b>	<b>28,882</b>	<b>30,391</b>	
1. Common stock		1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	1,336	
2. Capital surplus		1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	
Additional paid-in capital		1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	1,644	
3. Retained earnings		17,317	18,574	20,851	22,615	24,684	25,250	27,874	28,728	30,735	
(1) Legal reserves		334	334	334	334	334	334	334	334	334	
(2) Other retained earnings		16,983	18,240	20,516	22,281	24,350	24,916	27,539	28,393	30,400	
Special depreciation reserve		6	4	3	1	-	-	-	-	-	
Deferred gain on repurchased property		4	4	4	4	4	4	4	4	4	
Dividend equalization reserve		810	810	810	810	810	810	810	810	810	
Special reserve		14,665	15,315	16,615	18,615	20,415	22,415	22,415	25,215	25,915	
Retained earnings brought forward		1,498	2,106	3,084	2,850	3,120	1,687	4,310	2,364	3,671	
4. Treasury stock		△77	△2,070	△2,070	△2,824	△2,825	△2,826	△2,826	△2,826	△3,324	
<b>II Valuation and translation adjustments</b>		<b>82</b>	<b>207</b>	<b>203</b>	<b>216</b>	<b>254</b>	<b>355</b>	<b>681</b>	<b>664</b>	<b>806</b>	
Cumulative securities holding gain		82	207	203	216	254	355	681	664	806	
<b>Total Net Assets</b>		<b>20,304</b>	<b>19,693</b>	<b>21,966</b>	<b>22,988</b>	<b>25,094</b>	<b>25,761</b>	<b>28,710</b>	<b>29,547</b>	<b>31,197</b>	
<b>Total Liabilities and Net Assets</b>		<b>25,367</b>	<b>26,639</b>	<b>29,776</b>	<b>29,312</b>	<b>33,165</b>	<b>33,979</b>	<b>39,931</b>	<b>39,025</b>	<b>39,957</b>	

## Consolidated Statements of Income

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	[Millions of yen]
<b>I Sales</b>	<b>43,329</b>	<b>32,306</b>	<b>39,930</b>	<b>40,263</b>	<b>37,905</b>	<b>42,049</b>	<b>46,254</b>	<b>47,568</b>	<b>42,081</b>	
<b>II Cost of goods sold</b>	<b>30,125</b>	<b>21,546</b>	<b>27,325</b>	<b>28,303</b>	<b>26,178</b>	<b>27,918</b>	<b>30,652</b>	<b>30,994</b>	<b>26,918</b>	
Gross profit	13,203	10,760	12,605	11,959	11,726	14,131	15,601	16,573	15,163	
Selling, general and administrative expenses	7,759	6,592	6,791	7,167	7,415	8,687	9,141	9,875	9,491	
<b>Operating Income</b>	<b>5,443</b>	<b>4,167</b>	<b>5,814</b>	<b>4,792</b>	<b>4,310</b>	<b>5,443</b>	<b>6,460</b>	<b>6,698</b>	<b>5,671</b>	
<b>III Non-operating income</b>	<b>278</b>	<b>300</b>	<b>208</b>	<b>289</b>	<b>394</b>	<b>489</b>	<b>556</b>	<b>389</b>	<b>305</b>	
Interests and dividends received	149	69	76	104	115	146	176	186	147	
Other non-operating income	129	231	132	185	279	342	379	202	157	
<b>IV Non-operating expenses</b>	<b>317</b>	<b>169</b>	<b>345</b>	<b>181</b>	<b>78</b>	<b>65</b>	<b>71</b>	<b>409</b>	<b>256</b>	
Interest expense	73	42	32	41	34	31	42	34	24	
Foreign exchange losses	164	61	249	81		-		326	188	
Other non-operating expenses	80	65	63	58	43	34	29	48	44	
<b>Ordinary Profit</b>	<b>5,404</b>	<b>4,298</b>	<b>5,677</b>	<b>4,900</b>	<b>4,627</b>	<b>5,867</b>	<b>6,944</b>	<b>6,678</b>	<b>5,720</b>	
<b>V Extraordinary income</b>	<b>14</b>	<b>6</b>	<b>162</b>	<b>28</b>	<b>1,091</b>	<b>50</b>	<b>62</b>	<b>244</b>	<b>5</b>	
<b>VI Extraordinary loss</b>	<b>422</b>	<b>110</b>	<b>242</b>	<b>475</b>	<b>582</b>	<b>43</b>	<b>23</b>	<b>41</b>	<b>44</b>	
<b>Net income before income taxes and non-controlling</b>	<b>4,997</b>	<b>4,194</b>	<b>5,597</b>	<b>4,453</b>	<b>5,136</b>	<b>5,873</b>	<b>6,983</b>	<b>6,881</b>	<b>5,681</b>	
Income taxes-current	1,279	1,161	1,772	1,665	1,676	2,285	2,755	2,496	1,919	
Income taxes for prior periods						1,338	-	-	-	
Income taxes-deferred	△ 698	146	△ 229	368	384	405	333	79	△1,573	
<b>Net Income</b>	<b>4,416</b>	<b>2,886</b>	<b>4,054</b>	<b>2,419</b>	<b>3,075</b>	<b>1,844</b>	<b>3,895</b>	<b>4,306</b>	<b>5,334</b>	
Profit attributable to owners of parent	4,062	2,631	3,742	2,259	2,875	1,705	3,789	4,250	5,293	
Profit attributable to non-controlling interests	354	255	311	160	200	138	105	55	41	
<b>Other comprehensive income</b>			△ 812	△ 929	2,714	3,911	3,391	△1,253	△605	
Cumulative securities holding gain			△ 45	11	40	104	331	△19	149	
Foreign currency translation adjustments			△ 767	△ 941	2,673	3,806	3,017	△1,191	△772	
Remeasurements of defined benefit plans, net of tax							42	△42	18	
<b>Comprehensive income</b>				<b>3,242</b>	<b>1,490</b>	<b>5,789</b>	<b>5,756</b>	<b>7,286</b>	<b>3,053</b>	<b>4,729</b>

## Non-consolidated Statements of Income

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017	[Millions of yen]
<b>I Sales</b>	<b>25,537</b>	<b>21,148</b>	<b>25,770</b>	<b>25,422</b>	<b>22,547</b>	<b>22,306</b>	<b>25,261</b>	<b>24,406</b>	<b>21,855</b>	
<b>II Cost of goods sold</b>	<b>19,372</b>	<b>15,168</b>	<b>19,032</b>	<b>18,937</b>	<b>16,089</b>	<b>16,127</b>	<b>18,643</b>	<b>17,914</b>	<b>15,588</b>	
Gross profit	6,164	5,979	6,737	6,485	6,457	6,178	6,618	6,492	6,266	
Selling, general and administrative expenses	4,122	3,773	3,773	3,809	3,971	4,194	4,109	4,222	4,175	
<b>Operating Income</b>	<b>2,041</b>	<b>2,206</b>	<b>2,964</b>	<b>2,675</b>	<b>2,485</b>	<b>1,984</b>	<b>2,508</b>	<b>2,269</b>	<b>2,091</b>	
<b>III Non-operating income</b>	<b>988</b>	<b>589</b>	<b>919</b>	<b>944</b>	<b>1,226</b>	<b>1,731</b>	<b>2,339</b>	<b>2,123</b>	<b>2,164</b>	
Interest and dividends received	974	512	910	923	1,158	1,651	2,189	2,063	2,151	
Other non-operating income	13	76	9	21	67	79	150	59	13	
<b>IV Non-operating expenses</b>	<b>55</b>	<b>58</b>	<b>200</b>	<b>49</b>	<b>25</b>	<b>17</b>	<b>11</b>	<b>134</b>	<b>146</b>	
Interest expense	11	8	6	5	4	3	4	4	3	
Other non-operating expenses	44	50	193	44	20	13	6	130	143	
<b>Ordinary Profit</b>	<b>2,973</b>	<b>2,737</b>	<b>3,683</b>	<b>3,570</b>	<b>3,687</b>	<b>3,698</b>	<b>4,836</b>	<b>4,258</b>	<b>4,109</b>	
<b>V Extraordinary income</b>	-	-	<b>33</b>	<b>1</b>	<b>16</b>	<b>35</b>	-	<b>153</b>	-	
<b>VI Extraordinary loss</b>	<b>668</b>	<b>20</b>	<b>158</b>	<b>12</b>	<b>138</b>	<b>41</b>	<b>15</b>	<b>1,031</b>	<b>250</b>	
<b>Net income before income taxes and non-controlling</b>	<b>2,305</b>	<b>2,716</b>	<b>3,558</b>	<b>3,559</b>	<b>3,565</b>	<b>3,692</b>	<b>4,820</b>	<b>3,380</b>	<b>3,859</b>	
Income taxes-current	917	941	1,193	1,183	1,078	1,426	1,695	1,419	949	
Income tax penalty	-	-	-	-	-	1,338	-	-	-	
Income taxes-deferred	178	△ 24	△ 426	96	△ 81	△ 140	△ 164	195	△ 189	
<b>Net Income</b>	<b>1,209</b>	<b>1,799</b>	<b>2,791</b>	<b>2,279</b>	<b>2,569</b>	<b>1,067</b>	<b>3,288</b>	<b>1,764</b>	<b>3,099</b>	

## Consolidated Statements of Cash Flows

Fiscal year ended March 31	2009	2010	2011	2012	2013	2014	2015	2016	2017
<small>[Millions of yen]</small>									
<b>I Cash flows from operating activities</b>									
Income before income taxes and non-controlling interests	4,997	4,194	5,597	4,453	5,136	5,873	6,983	6,881	5,681
Depreciation and amortization	1,555	1,307	1,235	1,160	1,258	1,629	1,785	2,060	1,929
Interests and dividends income	△ 149	△ 69	△ 76	△ 104	△ 115	△ 146	△ 176	△ 186	△ 147
Interest expense	73	42	32	41	34	31	42	34	24
Increase (decrease) in notes and accounts receivable-trade	6,571	△ 1,991	△ 641	△ 333	△ 546	1,524	△ 1,222	1,079	△ 194
Increase (decrease) in inventories	△ 189	789	△ 1,488	568	9	673	△ 1,271	1,163	△ 121
Increase (decrease) in notes and accounts payable-trade	△ 3,418	812	988	△ 655	△ 96	△ 793	784	△ 1,265	△ 90
Others	845	△ 321	186	926	△ 442	△ 60	581	△ 544	1,364
<b>Subtotal</b>	<b>10,285</b>	<b>4,764</b>	<b>5,832</b>	<b>6,056</b>	<b>5,238</b>	<b>8,733</b>	<b>7,507</b>	<b>9,222</b>	<b>8,447</b>
Interests and dividends received	148	72	73	103	116	143	175	187	144
Interests paid	△ 78	△ 44	△ 31	△ 38	△ 36	△ 31	△ 44	△ 37	△ 20
Proceeds from insurance income					1,038	34	-	-	-
Payments for loss on disaster					△ 611	△ 29	-	-	-
Income taxes paid	△ 1,663	△ 1,075	△ 1,500	△ 1,822	△ 1,711	△ 1,908	△ 1,969	△ 2,799	△ 1,934
Income taxes for prior periods paid						△ 1,338	-	-	-
Others			△ 62	△ 70	△ 27	-	-	153	-
<b>Net cash provided by operating activities</b>	<b>8,691</b>	<b>3,716</b>	<b>4,312</b>	<b>4,228</b>	<b>4,007</b>	<b>5,603</b>	<b>5,668</b>	<b>6,727</b>	<b>6,635</b>
<b>II Cash flows from investing activities</b>									
Acquisition of investment securities	△ 56	△ 8	176	△ 7	△ 88	△ 7	△ 7	△ 8	△ 105
Acquisition and sales of fixed assets	△ 1,849	△ 502	△ 1,167	△ 2,387	△ 3,518	△ 2,490	△ 1,294	△ 1,826	△ 1,950
Increase and collection of loans receivable	△ 1	△ 7	△ 3	△ 8	2	-	-	-	-
Others	△ 2,248	△ 758	△ 839	70	△ 1,315	△ 743	△ 681	1,880	1,648
<b>Net cash used in investing activities</b>	<b>△ 4,156</b>	<b>△ 1,276</b>	<b>△ 1,833</b>	<b>△ 2,332</b>	<b>△ 4,920</b>	<b>△ 3,241</b>	<b>△ 1,983</b>	<b>45</b>	<b>△ 407</b>
<b>III Cash flows from financing activities</b>									
Increase (decrease) in loans payable	△ 860	△ 323	△ 87	377	△ 68	418	87	△ 436	△ 396
Payment for acquisition of treasury stock	△ 1	△ 2,087	△ 348	△ 754	△ 124	△ 25	△ 469	△ 10	△ 498
Cash dividends paid	△ 639	△ 600	△ 586	△ 589	△ 551	△ 559	△ 852	△ 933	△ 1,117
Purchase of shares of subsidiaries							△ 23	△ 994	-
Others				△ 17	△ 39	△ 56	△ 61	△ 55	△ 54
<b>Net cash used in financing activities</b>	<b>△ 1,501</b>	<b>△ 3,011</b>	<b>△ 1,022</b>	<b>△ 983</b>	<b>△ 783</b>	<b>△ 225</b>	<b>△ 1,319</b>	<b>△ 2,430</b>	<b>△ 2,067</b>
<b>IV Effect of exchange rate changes on cash and cash equivalents</b>	<b>△ 977</b>	<b>133</b>	<b>△ 278</b>	<b>△ 309</b>	<b>690</b>	<b>1,031</b>	<b>809</b>	<b>△ 375</b>	<b>△ 82</b>
<b>V Increase(decrease) in cash and cash equivalents</b>	<b>2,054</b>	<b>△ 437</b>	<b>1,177</b>	<b>603</b>	<b>△ 1,005</b>	<b>3,167</b>	<b>3,174</b>	<b>3,966</b>	<b>4,078</b>
<b>VI Cash and cash equivalents at beginning of period</b>	<b>10,953</b>	<b>13,007</b>	<b>12,569</b>	<b>13,747</b>	<b>14,350</b>	<b>13,344</b>	<b>16,511</b>	<b>19,686</b>	<b>23,653</b>
<b>VII Increase in cash and cash equivalents by change in scope of consolidation</b>	-	-	-	-	-	-	-	-	-
<b>VIII Cash and cash equivalents at end of period</b>	<b>13,007</b>	<b>12,569</b>	<b>13,747</b>	<b>14,350</b>	<b>13,344</b>	<b>16,511</b>	<b>19,686</b>	<b>23,653</b>	<b>27,731</b>