Highlights of Consolidated Financial Results for the First Nine Months of the Fiscal Year Ending March 2011

| Both net sales and income increased year on year. |  |  |  |
| :--- | ---: | ---: | :--- |
| Net Sales | 685.1 billion | $8.3 \%$ | up |
| Operating Income | 12.2 billion | $51.1 \%$ | up |
| Ordinary Income | 10.2 billion | $83.9 \%$ | up |
| Net Income | 6.6 billion | $224.9 \%$ | up |

6.6 billion
83.9\% up
e revise the full- year forecasts upward.

| On a consolidated basis |  |  |  |  |  |  | (Net sales/ Gross trading profit) Both net sales and gross trading profit increased, chiefly reflecting the strong performance of the Electronics \& IT, Iron \& Steel, and Machinery \& Plant divisions with the recovery in demand both in Japan and abroad. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Unit: 100 million yen) | Q3 of FY2009 | Q3 of FY2010 | Year- on- year |  | FY2010 |  |  |
|  |  |  | Change | Change (8) | Forecasts | Change $(9)$ |  |
| Net sales | 6,328 | 6,851 | 523 | 8.3\% | 9,200 | 74.5\% |  |
| Gross trading profit | 543 | 556 | 12 | 2.3\% |  |  |  |
| SG\&A expenses | 462 | 433 | $\triangle 29$ | -6.3\% |  |  | (Operating income) |
| Operating income | 81 | 122 | 41 | 51.1\% | 170 | 72.0\% | to a reduction in SG\&A expenses. |
| Dividends received | 6 | 11 | 5 |  |  |  | (Ordinary income) |
| Interest | $\triangle 28$ | $\triangle 27$ | 1 | - | - | - | (included in "Other"), ordinary income |
| Gains or losses on equity method investments | $\triangle 7$ | $\triangle 1$ | 6 |  | - | - | climbed as a result of an improvement in non-operating income/loss, because of an |
| Others | 3 | $\triangle 4$ | $\triangle 7$ | - | - | - | increase in dividends received and an improvement in losses on equity-method |
| Non- operating income/loss | $\triangle 26$ | $\triangle 21$ | 5 |  |  |  | investments. |
| Ordinary income | 55 | 102 | 46 | 83.9\% | 130 | 78.4\% | (Net income) |
| Extraordinary gain | 11 | 7 | $\triangle 4$ |  |  |  | loss on the sale of investments in |
| Extraordinary loss | $\triangle 9$ | $\triangle 15$ | $\triangle 6$ |  |  |  | investments in securities, and the effect of |
| $\begin{aligned} & \text { Income (loss) before } \\ & \text { income taxes } \\ & \hline \end{aligned}$ | 57 | 94 | 37 | 64.3\% | - |  | applying the accounting standards for asset retirement obligations, net income |
| Income taxes and minority interests | $\triangle 37$ | $\triangle 27$ | 9 | - | - |  | rose substantially from a year ago, |
| Net income | 20 | 66 | 46 | 224.9\% | 70 | 94.9\% |  |


| Assets, Liabilities and Net Assets |  |  |  |  | (Total assets) <br> Total assets declined 2.7 billion yen, primarily because of a fall in cash and bank deposits associated with the repayment of debt. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Unit: 100 million yen) | 3/2010 | 12/2010 | Change | $\begin{gathered} \text { with } 3 / 2010 \\ \hline \text { Change (ea) } \\ \hline \end{gathered}$ |  |
| Total assets | 3,986 | 3,960 | $\triangle 27$ | -0.7\% | (nterest-bearing debt) |
| Gross interest- bearing debt | 1,931 | 1,743 | $\triangle 188$ | - 9.8\% | Gross interest-bearing debt elll 18.8 billion yen as a result of the |
| Net interest- bearing debt | 1,094 | 1,067 | $\triangle 26$ | - $2.4 \%$ | yen, to 106.7 billion yen. |
| Equity capital | 545 | 612 | 67 | 12.2\% |  |
| (Retained earnings) | $\triangle 3$ | 64 | 66 |  | (Total net assets) |
| Valuation and translation adjustments | $\triangle 256$ | $\triangle 309$ | $\triangle 53$ |  | Despite the with changes in exchange rates, shareholders' equity associated |
| Minority interests | 169 | 164 | $\triangle 5$ | -3.2\% | and net assets rose, reflecting an increase in retained earnings attributable to the posting of net income. |
| Total net assets | 458 | 466 | 8 | 1.8\% |  |
| Shareholder's equity (Note 1) | 289 | 303 | 13 | 4.7\% | As a result, the equity ratio improved to 3.5. |
| Equity ratio (Note 2) | 7.3\% | 7.6\% | 0.3pt |  |  |
| Net debt- equity ratio (Note 3) | 3.8 | 3.5 | 0.3pt |  |  |

(Note 1) Sharenoloder' sequity = Total net assets- Minority interests
(Note 3) Net debt- equity ratio = Net interest- bearing debt / Equity capital


| Segment information |  |  |  |  |  |  | (Electronics \& IT): Both sales and income rose. <br> With a recovery in demand for semiconductors, the semiconductor equipment business proved sharply. The mechanical device business and mobile business also performed well. Costs were reduced in the ICT business. <br> (Foods \& Foodstuff): Sales increased, but income dropped. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Unit: 100 million yen) | Net sales (net external sales) |  |  | Operating income |  |  |  |
|  | $\begin{aligned} & \text { Q3 of } \\ & \text { FYY2009 } \end{aligned}$ | $\begin{aligned} & \text { Q3 of } \\ & \text { FY } 2010 \end{aligned}$ | Change | $\begin{gathered} \text { Q3 of } \\ \text { FY2009 } \end{gathered}$ | $\begin{aligned} & \hline \text { Q3 of } \\ & \text { FY } 2010 \end{aligned}$ | Change |  |
| Electronics \& IT | 1,678 | 1,839 | 161 | 34 | 67 | 32 | overall. The meat and marine products business posted stable revenues. The foodstuff business struggled in terms of income, reflecting a decline in feed production due to the effect of extremely high temperatures in Japan and other factors and falls in prices of |
| Foods \& Foodstuff | 2,034 | 2,072 | 38 | 28 | 17 | $\triangle 10$ | soy products associated with deflation, despite surges in market prices overseas. |
| Steel | 636 | 729 | 93 | 21 | 26 | 5 | Exports of automobile wire rods for Europe and the United States were strong, as were shipments of special and stainless steel for the United States and Asia. Exports of |
| Machinery \& Plant | 409 | 463 | 54 | 11 | 5 | 16 | surf |
| Environment \& Materials | 1,447 | 1,617 | 170 | 6 | 6 | $\triangle 0$ | (Machinery \& Plant): Sales rose, and a turnaround was achieved. Business linked to automobile parts was solid, especially for China, and plants for the Midde Gast were steady. The environment for orders in the machine toolbusin |
| Total for reportable segments | 204 | 6,720 | 518 | 78 | 120 | 43 |  |
|  |  |  |  |  |  |  |  |
| Other (including adjustment) | 124 | 131 | 7 | 3 | 2 | $\triangle 1$ | Exports of raw materials for car and resin were solid. Colostrums products were strong. Imports of pharmaceutical |
| Grand total | 6,328 | 6,851 | 523 | 81 | 122 | 41 | ingredients were also robust. The profitability of the energy business deteriorated because of weak domestic demand. |



[^0] * Since the figures above are rounded off to the nearest 100 miliion yen, the sum of each item and the total may differ


[^0]:    estimates based on rational assumptions pleasense note that actual resusts may differ materially from the forecasts presented here def dending on varions fand ors

