

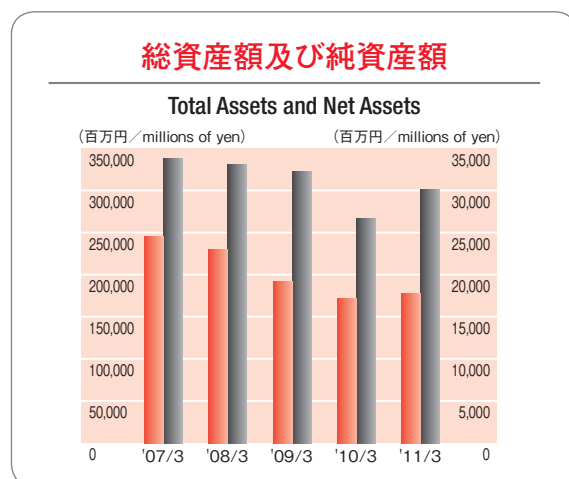
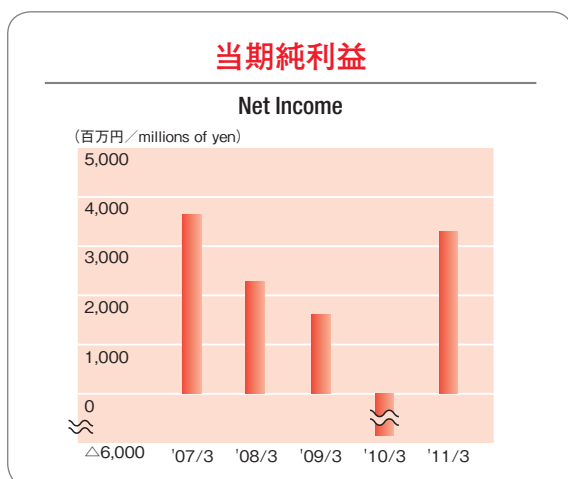
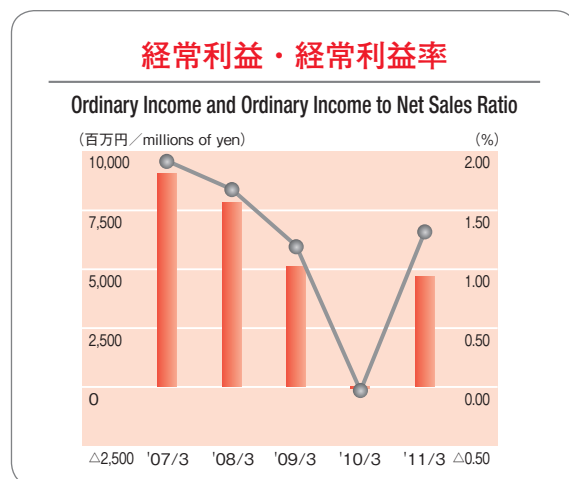
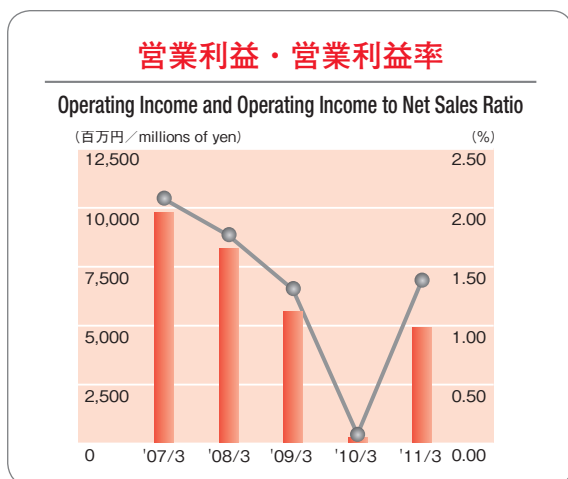
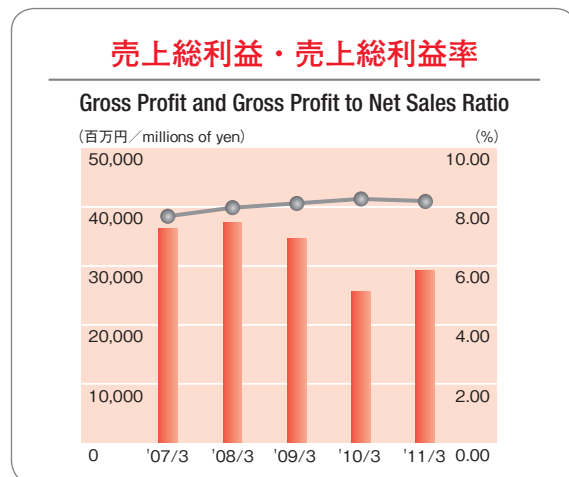
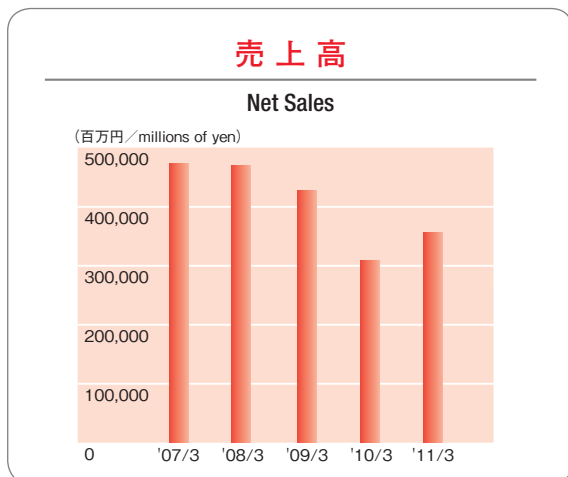
Financial

2011  
**FACTBOOK**

**YUASA TRADING CO., LTD.**



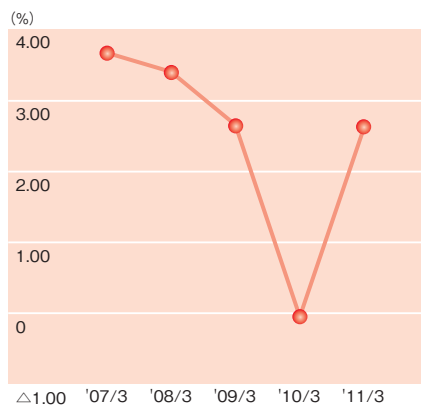
ユアサ商事株式会社



決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
売上高(百万円)	Net sales (millions of yen)	472,738	468,476	426,262	309,196	355,910
売上総利益(百万円)	Gross profit (millions of yen)	36,345	37,372	34,655	25,609	29,217
売上総利益率(%)	Gross profit to net sales ratio (%)	7.69	7.98	8.13	8.28	8.21
営業利益(百万円)	Operating income (millions of yen)	9,765	8,254	5,559	204	4,899
営業利益率(%)	Operating income to net sales ratio (%)	2.07	1.76	1.30	0.07	1.38
経常利益(△損失)(百万円)	Ordinary income (△loss) (millions of yen)	9,057	7,857	5,115	△87	4,691
経常利益率(%)	Ordinary income to net sales ratio (%)	1.92	1.68	1.20	△0.03	1.32
当期純利益(△純損失)(百万円)	Net income (△loss) (millions of yen)	3,650	2,287	1,619	△5,133	3,293
総資産額(百万円)	Total assets (millions of yen)	245,802	230,497	191,999	172,268	178,084
純資産額(百万円)	Net assets (millions of yen)	33,812	33,140	32,319	26,724	30,205

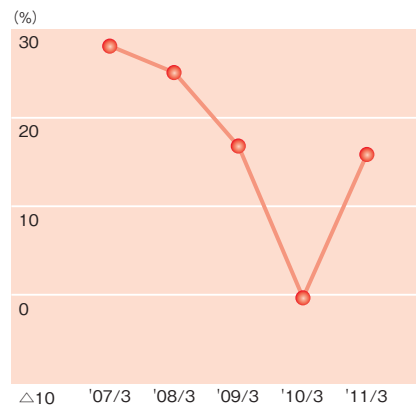
総資産経常利益率

Return on Assets (ROA)



自己資本経常利益率

Return on Equity (ROE)



決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
総資産経常利益率 (%)	Return on assets (ROA) (%)	3.68	3.41	2.66	△0.05	2.63
自己資本経常利益率 (%)	Return on equity (ROE) (%)	28.11	25.11	16.75	△0.34	15.97

注：総資産経常利益率＝経常利益／総資産（期末）×100

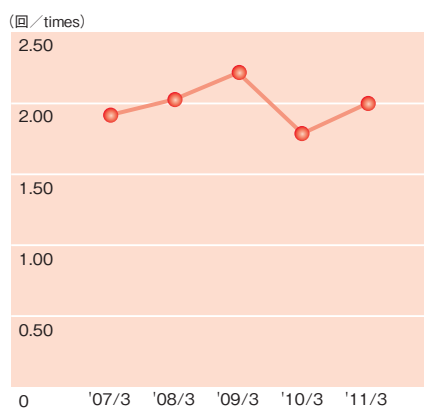
自己資本経常利益率＝経常利益／（株主資本＋その他の包括利益累計額）（期末）×100

Notes: Return on assets = Ordinary income/Total assets (Year-end)×100

Return on equity = Ordinary income/(Shareholders' equity+Accumulated other comprehensive income) (Year-end)×100

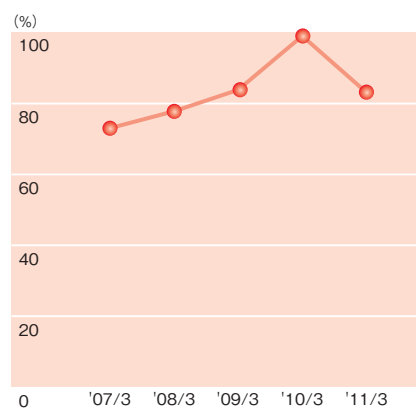
総資本回転率

Total Assets Turnover



オーバーヘッドレシオ

SG&A Expenses to Gross Profit Ratio



決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
総資本回転率(回)	Total assets turnover (times)	1.92	2.03	2.22	1.79	2.00
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	77.13	77.91	83.96	99.20	83.23

注：総資本回転率＝売上高／総資産（期末）

オーバーヘッドレシオ＝販売費及び一般管理費／売上総利益×100

Notes: Total assets turnover = Net sales/Total assets (Year-end)

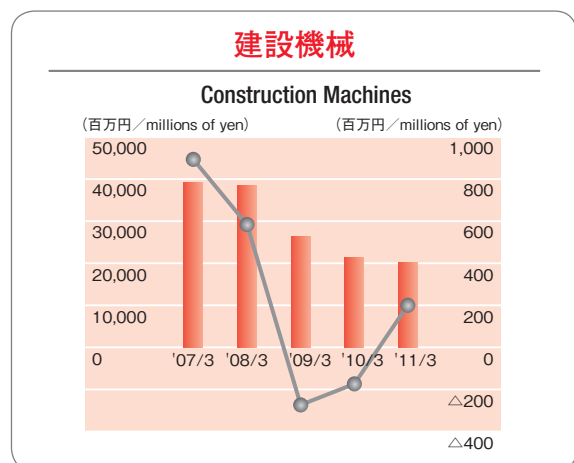
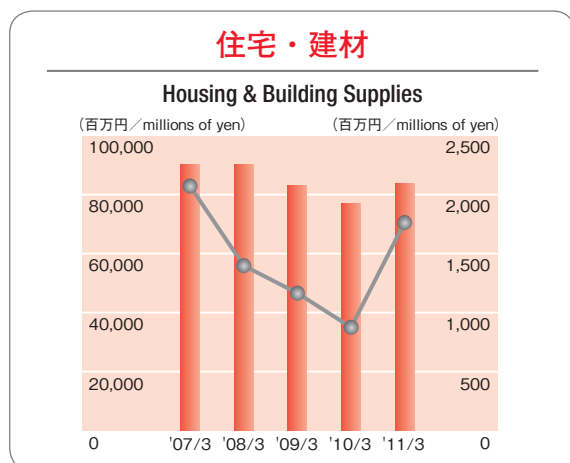
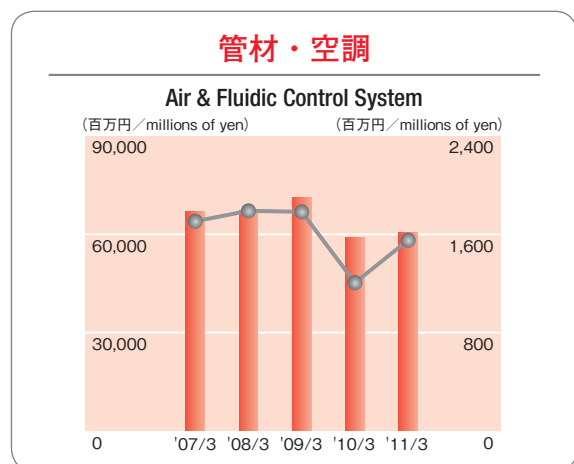
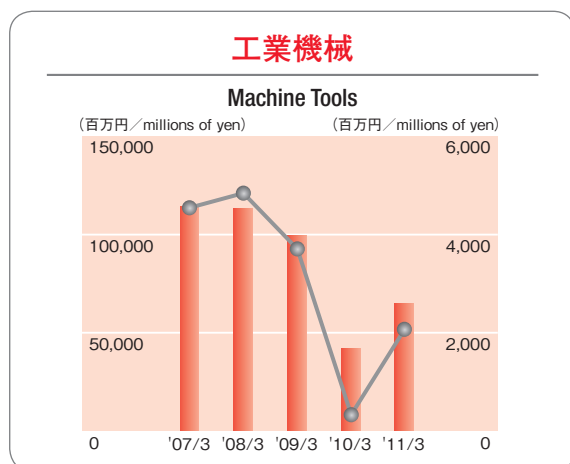
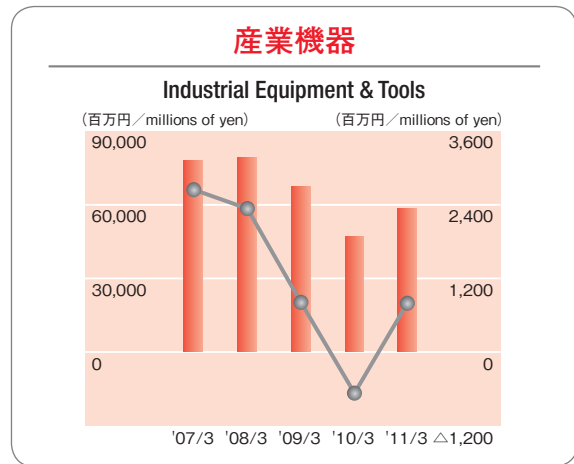
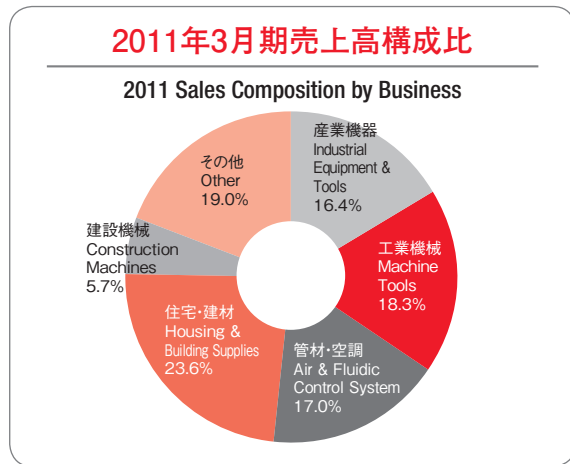
SG&A expenses to gross profit ratio = Selling, general and administrative expenses/Gross profit×100

# 事業セグメント情報(連結)

## Operating Results by Business (Consolidated)

2008年3月期より、セグメント区分の変更(機電部門を産業機器部門と工業機械部門の2区分に変更)並びに名称の変更(流体システム部門を管材・空調部門に、機械ソリューション部門を建設機械部門にそれぞれ名称変更)を致しました。

Effective from the year ended March 31, 2008, the Machines, Tools & Equipment segment was divided into the Industrial Equipment & Tools segment and the Machine Tools segment, and the Machinery Solution segment was renamed the Construction Machines segment.



■売上高(左目盛) Sales (left scale) ●営業利益(△損失)(右目盛) Operating income (△loss)(right scale)

(百万円/millions of yen)

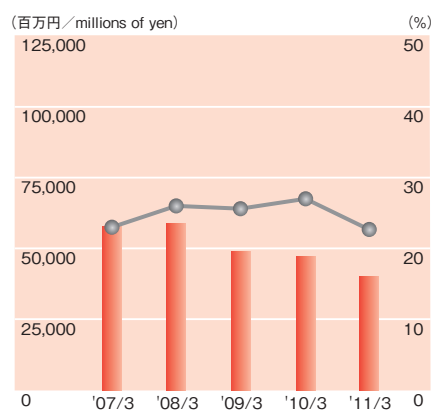
決算期	Fiscal years ended		'07/3		'08/3		'09/3		'10/3		'11/3	
産業機器	売上高	Sales	78,039	16.5%	79,342	16.9%	67,332	15.8%	47,206	15.3%	58,325	16.4%
Industrial Equipment & Tools	営業利益(△損失)	Operating income(△loss)	2,628		2,320		791		△690		776	
工業機械	売上高	Sales	114,513	24.2	113,265	24.2	99,486	23.3	41,922	13.6	65,013	18.3
Machine Tools	営業利益	Operating income	4,546		4,844		3,708		327		2,059	
管材・空調	売上高	Sales	66,917	14.2	67,302	14.4	71,249	16.7	59,186	19.1	60,518	17.0
Air & Fluidic Control System	営業利益	Operating income	1,699		1,784		1,776		1,198		1,545	
住宅・建材	売上高	Sales	90,255	19.1	90,496	19.3	83,331	19.5	77,134	25.0	84,034	23.6
Housing & Building Supplies	営業利益	Operating income	2,067		1,391		1,157		867		1,759	
建設機械	売上高	Sales	39,372	8.3	38,725	8.3	26,662	6.3	21,522	7.0	20,219	5.7
Construction Machines	営業利益(△損失)	Operating income(△loss)	893		583		△275		△175		199	
その他	売上高	Sales	83,640	17.7	79,343	16.9	78,200	18.4	62,223	20.0	67,798	19.0
Other	営業利益(△損失)	Operating income(△loss)	△2,070		△2,670		△1,599		△1,322		△1,441	
全社計	売上高	Sales	472,738	100.0%	468,476	100.0%	426,262	100.0%	309,196	100.0%	355,910	100.0%
Total	営業利益	Operating income	9,765		8,254		5,559		204		4,899	

注: 2008年3月期以前のセグメント業績は、新しい区分によるセグメント業績と対比できるように組替え表示を致しております。

Note: Certain reclassifications were made to the operating results by business for the years ended March 31, 2007 to conform to the current presentation.

有利子負債残高及び有利子負債比率

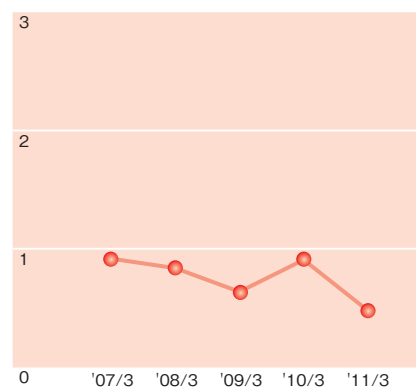
Interest-bearing Debt and Debt to Total Asset Ratio



■有利子負債 Interest-bearing debt  
●有利子負債比率 Debt to total asset ratio

ネットD/Eレシオ

Net Debt to Equity Ratio



決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	57,745	58,838	49,171	47,219	40,314
有利子負債比率(%)	Debt to total asset ratio (%)	23.49	25.53	25.61	27.41	22.64
ネットD/Eレシオ	Net debt to equity ratio	0.92	0.84	0.64	0.91	0.48

注：有利子負債比率＝有利子負債／総資本×100

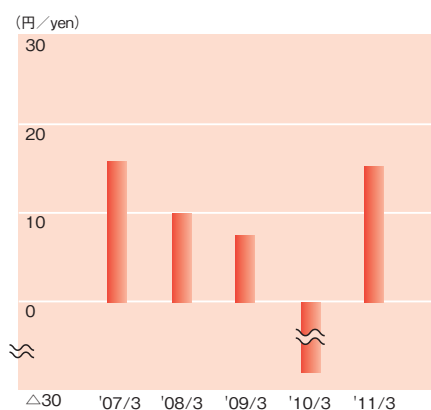
ネットD/Eレシオ＝(有利子負債－現金及び預金)／(株主資本＋その他の包括利益累計額)

Notes: Debt to total asset ratio = Interest-bearing debt/Total assets×100

Net debt to equity ratio = (Interest-bearing debt－Cash and time deposits)/(Shareholders' equity + Accumulated other comprehensive income)

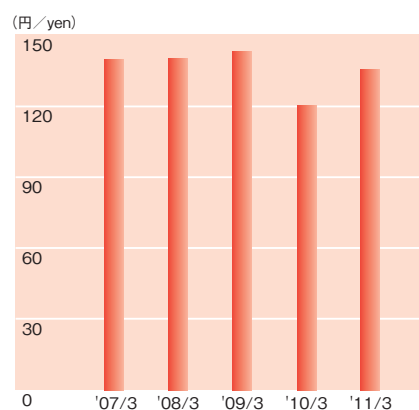
1株当たり当期純利益

Net Income per Share



1株当たり純資産

Net Assets per Share



決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
1株当たり当期純利益(△純損失) (円)	Net income (△loss) per share (yen)	15.79	9.93	7.43	△24.03	15.22
1株当たり純資産 (円)	Net assets per share (yen)	139.41	140.20	143.35	120.48	135.73
期中平均株式数 (千株)	Average number of shares outstanding (thousand)	231,163	230,429	218,102	213,634	216,429
期末発行済株式数 (千株) (自己株式数を除く)	Year-end number of shares issued (thousand) [excluding treasury stock]	231,121	223,173	213,040	216,244	216,398

注：1株当たり純資産＝(株主資本＋その他の包括利益累計額)／期末発行済株式数

Note: Net assets per share = (Shareholders' equity + Accumulated other comprehensive income)/Year-end number of shares issued

## 貸借対照表

## Balance Sheets

(百万円 / millions of yen)

決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
<b>資産の部 Assets</b>						
流動資産	Current assets	198,960	186,978	149,967	131,405	139,510
現金及び預金	Cash and time deposits	28,067	32,560	29,548	23,394	26,188
受取手形及び売掛金	Notes and accounts receivable	138,188	124,110	94,406	84,164	92,071
たな卸資産	Inventories	20,542	17,704	17,244	16,677	14,262
繰延税金資産	Deferred tax assets	2,443	3,011	1,968	1,266	1,960
その他	Others	10,713	11,179	8,178	6,822	5,977
貸倒引当金	Less allowance for doubtful receivables	△995	△1,587	△1,377	△919	△949
固定資産	Fixed assets	46,823	43,518	42,031	40,863	38,573
有形固定資産	Property, plant and equipment	15,171	15,874	16,353	17,253	16,852
建物及び構築物	Buildings and structures	3,469	3,793	3,547	4,355	4,097
土地	Land	11,045	10,515	10,551	10,716	10,969
その他	Others	656	1,565	2,254	2,181	1,785
無形固定資産	Intangible fixed assets	2,261	1,946	2,313	2,051	1,849
投資その他の資産	Investments and other assets	29,390	25,697	23,364	21,558	19,870
投資有価証券	Investments in securities	14,307	8,723	6,148	8,130	7,811
長期金銭債権	Long-term loans receivable	8,410	4,820	4,575	4,710	4,387
繰延税金資産	Deferred tax assets	7,243	8,450	8,866	5,481	5,250
その他	Others	3,443	5,230	5,221	4,967	4,521
貸倒引当金	Less allowance for doubtful receivable	△4,015	△1,527	△1,447	△1,730	△2,100
繰延資産	Deferred assets	18	—	—	—	—
資産合計	Total assets	245,802	230,497	191,999	172,268	178,084
<b>負債の部 Liabilities</b>						
流動負債	Current liabilities	191,807	177,452	142,380	131,374	144,806
支払手形及び買掛金	Notes and accounts payable	145,231	129,766	102,074	89,812	98,611
短期借入金	Short-term loans	40,208	41,328	34,602	35,822	40,062
賞与引当金	Accrued bonuses	948	1,011	733	449	745
その他	Others	5,418	5,346	4,969	5,290	5,387
固定負債	Long-term liabilities	20,181	19,905	17,300	14,169	3,071
長期借入金	Long-term debt	17,536	17,509	14,569	11,396	251
退職給付引当金	Accrued retirement benefits for employees	898	235	235	264	331
役員退職慰労引当金	Accrued retirement benefits for officers	272	275	31	18	21
その他	Others	1,474	1,884	2,463	2,490	2,467
負債合計	Total liabilities	211,989	197,357	159,680	145,544	147,878
<b>純資産の部 Net assets</b>						
株主資本	Shareholders' equity	31,402	32,176	31,863	26,412	29,738
資本金	Common stock	20,644	20,644	20,644	20,644	20,644
資本剰余金	Capital surplus	6,777	6,777	6,777	6,777	6,777
利益剰余金	Retained earnings	4,053	5,840	6,636	805	4,109
自己株式	Less treasury stock, at cost	△72	△1,086	△2,194	△1,814	△1,793
その他の包括利益累計額	Accumulated other comprehensive income	817	△888	△1,323	△359	△366
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	1,237	△577	△1,032	△76	59
繰延ヘッジ損益	Deferred hedge gain (△loss)	21	△41	24	25	29
為替換算調整勘定	Foreign currency translation adjustments	△441	△269	△316	△308	△455
新株予約権	Subscription rights to shares	—	—	89	173	233
少数株主持分	Minority interests	1,592	1,852	1,689	497	600
純資産合計	Total net assets	33,812	33,140	32,319	26,724	30,205
負債純資産合計	Total liabilities and net assets	245,802	230,497	191,999	172,268	178,084

## 損益計算書

## Statements of Income

(百万円 / millions of yen)

決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
売上高	Net sales	472,738	468,476	426,262	309,196	355,910
売上原価	Cost of sales	436,393	431,103	391,606	283,586	326,693
売上総利益	Gross profit	36,345	37,372	34,655	25,609	29,217
販売費及び一般管理費	Selling, general and administrative expenses	26,580	29,117	29,095	25,405	24,317
営業利益	Operating income	9,765	8,254	5,559	204	4,899
営業外収益	Non-operating income	2,251	2,181	1,937	1,544	1,600
受取利息	Interest income	1,600	1,563	1,347	999	1,162
受取配当金	Dividends income	170	207	241	182	130
その他	Others, net	479	411	348	361	308
営業外費用	Non-operating expenses	2,958	2,578	2,381	1,836	1,809
支払利息	Interest expenses	2,338	1,994	1,838	1,336	1,344
その他	Others, net	619	584	543	499	464
経常利益(△損失)	Ordinary income (△loss)	9,057	7,857	5,115	△87	4,691
特別利益	Extraordinary gains	100	1,414	28	291	147
特別損失	Extraordinary losses	2,309	6,303	2,064	1,768	1,326
税金等調整前当期純利益(△純損失)	Net income before income taxes and minority interests (△loss)	6,848	2,968	3,079	△1,565	3,512
法人税、住民税及び事業税	Current income taxes	864	992	724	402	740
法人税等調整額	Deferred income taxes	2,083	△476	835	3,376	△568
法人税等合計	Total income taxes	—	516	1,559	3,779	171
少数株主損益調整前当期純利益(△純損失)	Net income (△loss) before minority interests	—	—	—	△5,344	3,340
少数株主利益(△損失)	Minority interests in income (△loss)	249	165	△100	△211	46
当期純利益(△純損失)	Net income (△loss)	3,650	2,287	1,619	△5,133	3,293

## キャッシュ・フロー計算書

## Statements of Cash Flows

(百万円 / millions of yen)

決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
営業活動によるキャッシュ・フロー	Net cash provided by operating activities	14,317	5,734	10,598	△1,539	10,958
投資活動によるキャッシュ・フロー	Net cash used in investing activities	△2,956	△233	△1,362	△1,611	△715
財務活動によるキャッシュ・フロー	Net cash used in financing activities	△8,917	△1,085	△11,945	△3,301	△7,669
現金及び現金同等物に係る換算差額	Effect of exchange rate changes on cash and cash equivalents	13	△163	△240	35	△65
現金及び現金同等物の増減額	Increase (△decrease) in cash and cash equivalents	2,455	4,252	△2,949	△6,416	2,507
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	25,041	27,536	32,174	29,255	22,959
非連結子会社の合併による現金及び現金同等物の増加額	Increase in cash and cash equivalents due to merger of unconsolidated subsidiary	38	—	—	—	—
新規連結子会社に係る現金及び現金同等物の増加額	Increase in cash and cash equivalents due to inclusion in consolidation	1	385	29	120	187
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	27,536	32,174	29,255	22,959	25,654

貸借対照表

Balance Sheets

(百万円 / millions of yen)

決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
<b>資産の部 Assets</b>						
流動資産	Current assets	185,297	162,861	147,547	125,651	132,351
固定資産	Fixed assets	48,266	44,801	44,377	43,867	42,242
有形固定資産	Property, plant and equipment	10,404	9,628	11,145	12,028	11,815
無形固定資産	Intangible fixed assets	1,270	1,078	1,575	1,535	1,535
投資その他の資産	Investments and other assets	36,591	34,095	31,656	30,304	28,891
繰延資産	Deferred assets	18	—	—	—	—
資産合計	Total assets	233,583	207,663	191,924	169,519	174,594
<b>負債の部 Liabilities</b>						
流動負債	Current liabilities	180,565	158,401	145,776	130,388	143,084
固定負債	Long-term liabilities	19,450	18,711	16,132	12,918	1,952
負債合計	Total liabilities	200,015	177,113	161,908	143,306	145,036
<b>純資産の部 Net assets</b>						
株主資本	Shareholders' equity	32,462	31,174	30,899	26,148	29,293
資本金	Common stock	20,644	20,644	20,644	20,644	20,644
資本剰余金	Capital surplus	6,777	6,777	6,777	6,777	6,777
利益剰余金	Retained earnings	5,112	4,838	5,671	540	3,664
自己株式	Less treasury stock, at cost	△72	△1,086	△2,194	△1,814	△1,793
評価・換算差額等	Valuation and translation adjustments	1,105	△623	△971	△109	30
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	1,084	△582	△996	△134	1
繰延ヘッジ損益	Deferred hedge gain (△loss)	21	△41	24	25	29
新株予約権	Subscription rights to shares	—	—	89	173	233
純資産合計	Total net assets	33,567	30,550	30,016	26,212	29,557
負債純資産合計	Total liabilities and net assets	233,583	207,663	191,924	169,519	174,594

損益計算書

Statements of Income

(百万円 / millions of yen)

決算期	Fiscal years ended	'07/3	'08/3	'09/3	'10/3	'11/3
売上高	Net sales	420,806	412,981	373,161	268,363	305,729
売上原価	Cost of sales	394,584	387,089	351,711	253,062	288,289
売上総利益	Gross profit	26,222	25,891	21,449	15,300	17,440
販売費及び一般管理費	Selling, general and administrative expenses	18,455	19,972	17,052	15,118	14,395
営業利益	Operating income	7,767	5,918	4,396	182	3,044
営業外収益	Non-operating income	2,377	2,341	2,119	2,606	2,374
営業外費用	Non-operating expenses	2,836	2,386	2,217	1,698	1,637
経常利益	Ordinary income	7,307	5,874	4,298	1,090	3,781
特別利益	Extraordinary gains	399	1,388	51	—	36
特別損失	Extraordinary losses	3,836	6,405	1,250	1,947	1,223
税引前当期純利益(△純損失)	Net income (△loss) before income taxes	3,870	857	3,099	△857	2,594
法人税、住民税及び事業税	Current income taxes	70	50	48	64	57
法人税等調整額	Deferred income taxes	1,685	504	1,548	3,477	△590
法人税等合計	Total income taxes	—	554	1,597	3,541	△532
当期純利益(△純損失)	Net income (△loss)	2,115	303	1,502	△4,398	3,127