

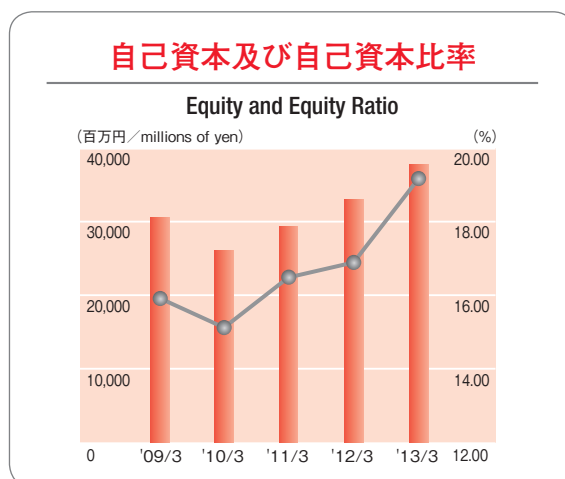
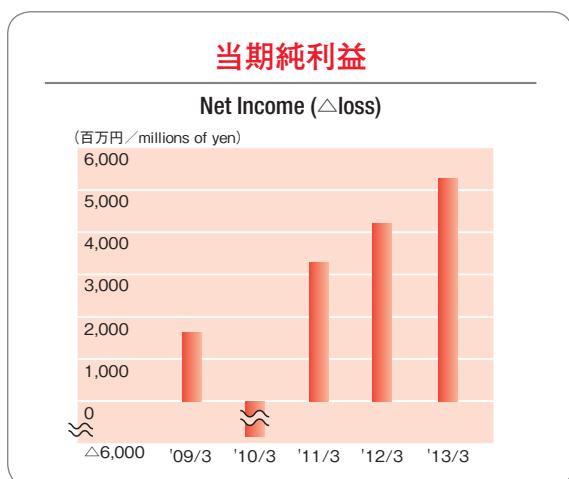
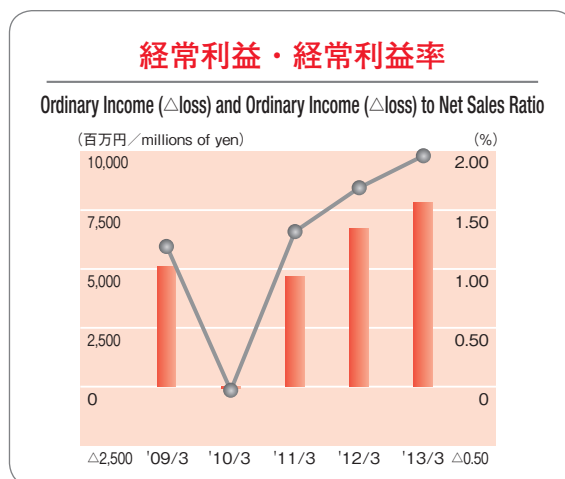
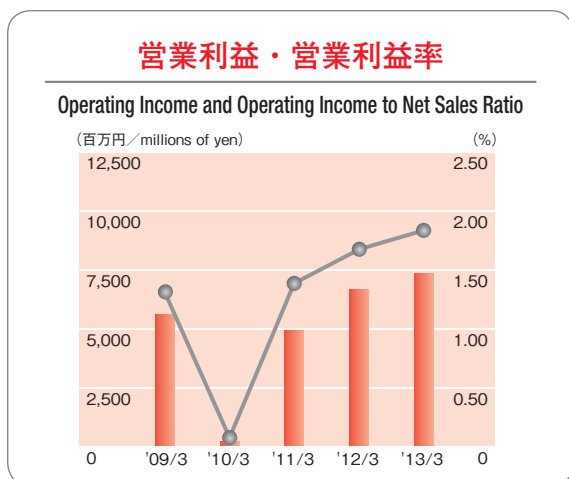
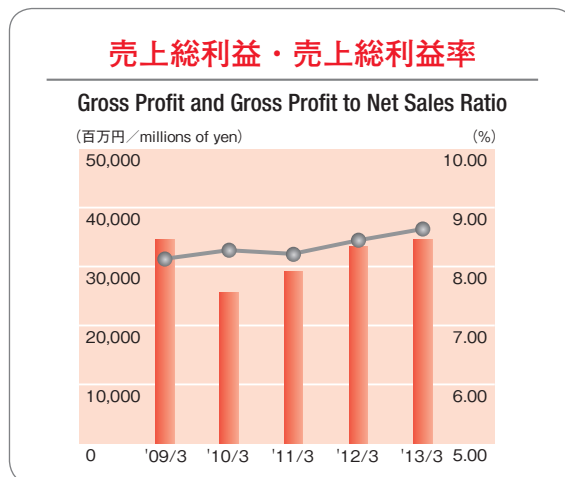
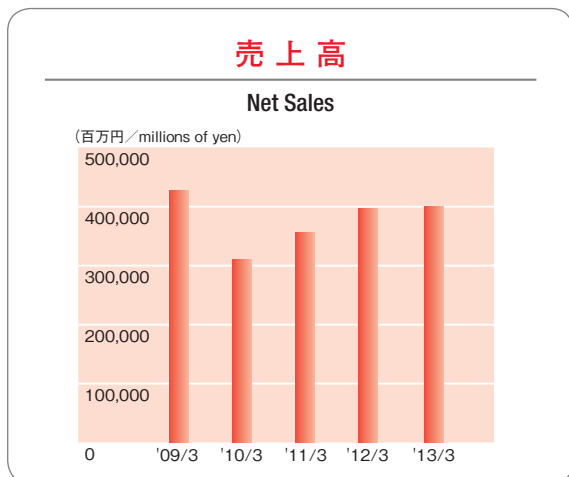
Financial

2013
FACTBOOK

YUASA TRADING CO., LTD.



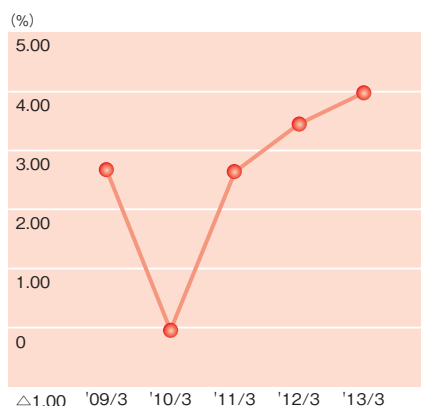
ユアサ商事株式会社



決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
売上高(百万円)	Net sales (millions of yen)	426,262	309,196	355,910	396,732	400,252
売上総利益(百万円)	Gross profit (millions of yen)	34,655	25,609	29,217	33,518	34,580
売上総利益率(%)	Gross profit to net sales ratio (%)	8.13	8.28	8.21	8.45	8.64
営業利益(百万円)	Operating income (millions of yen)	5,559	204	4,899	6,634	7,310
営業利益率(%)	Operating income to net sales ratio (%)	1.30	0.07	1.38	1.67	1.83
経常利益(△損失)(百万円)	Ordinary income (△loss) (millions of yen)	5,115	△87	4,691	6,714	7,827
経常利益率(%)	Ordinary income to net sales ratio (%)	1.20	△0.03	1.32	1.69	1.96
当期純利益(△純損失)(百万円)	Net income (△loss) (millions of yen)	1,619	△5,133	3,293	4,202	5,276
自己資本(百万円)	Equity (millions of yen)	30,540	26,053	29,372	33,003	37,708
自己資本比率(%)	Equity ratio (%)	15.91	15.12	16.49	16.89	19.17

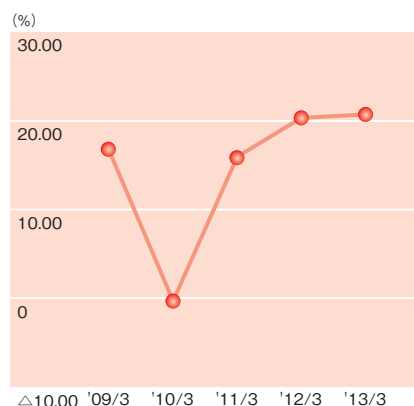
総資産経常利益率

Return on Assets (ROA)



自己資本経常利益率

Return on Equity (ROE)



決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
総資産経常利益率 (%)	Return on assets (ROA) (%)	2.66	△0.05	2.63	3.44	3.98
自己資本経常利益率 (%)	Return on equity (ROE) (%)	16.75	△0.34	15.97	20.34	20.76

注：総資産経常利益率＝経常利益／総資産(期末)×100

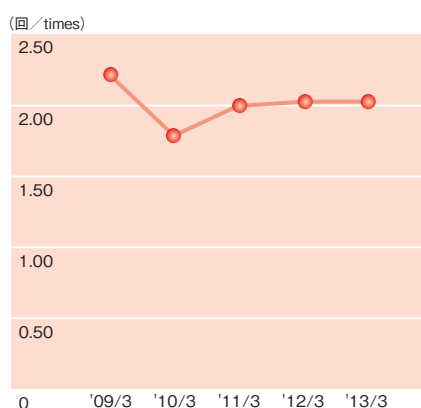
自己資本経常利益率＝経常利益／(株主資本＋その他の包括利益累計額)(期末)×100

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

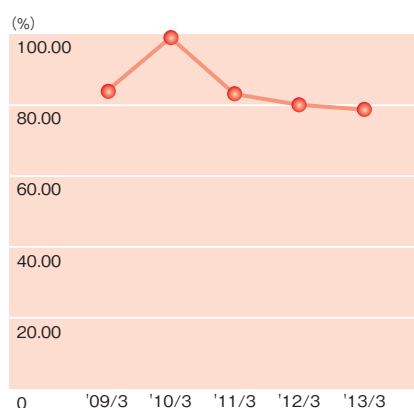
総資本回転率

Total Assets Turnover



オーバーヘッドレシオ

SG&A Expenses to Gross Profit Ratio



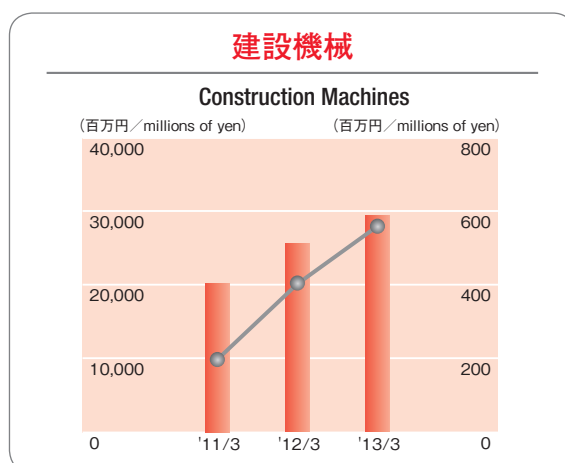
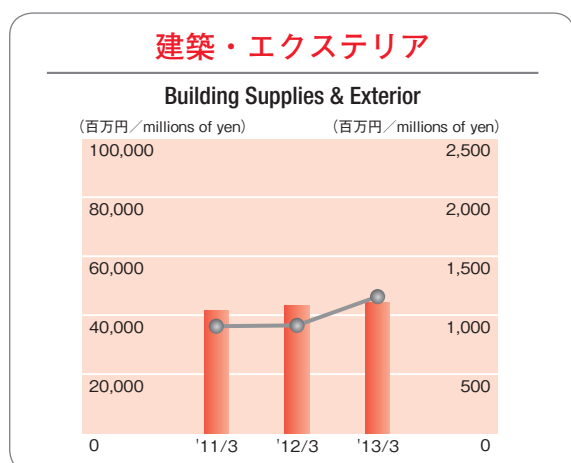
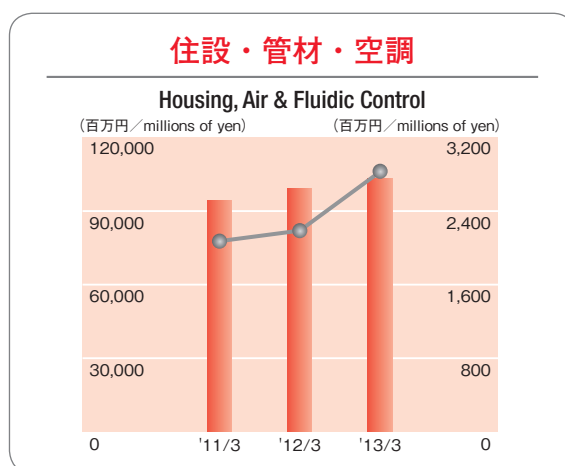
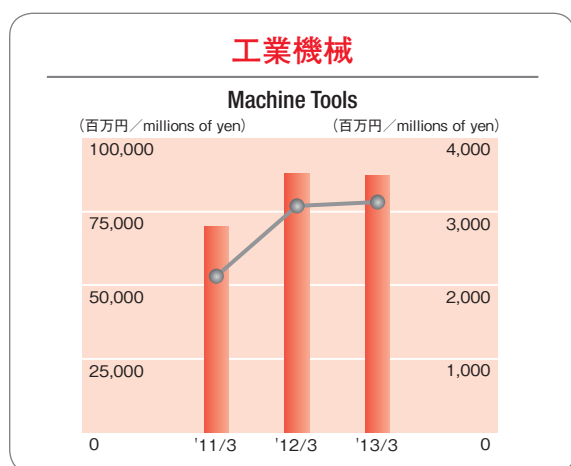
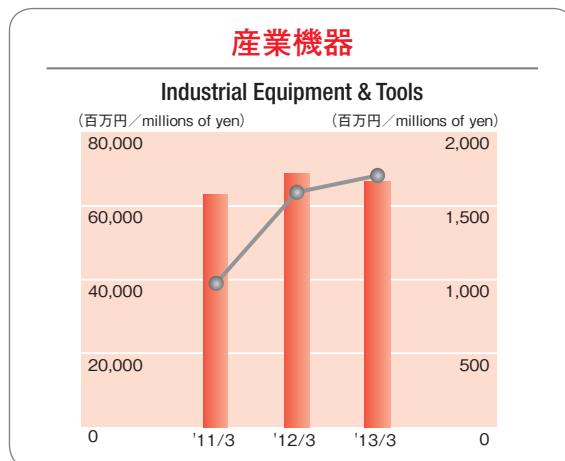
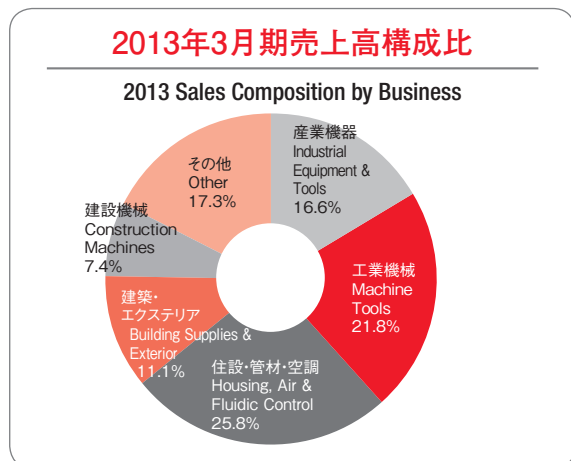
決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
総資本回転率 (回)	Total assets turnover (times)	2.22	1.79	2.00	2.03	2.03
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	83.96	99.20	83.23	80.21	78.86

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



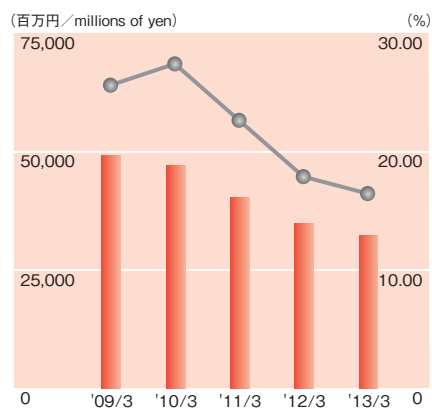
■売上高(左目盛) Sales (left scale) ●営業利益(右目盛) Operating income (right scale)

(百万円/ millions of yen)

決算期	Fiscal years ended		'11/3	'12/3	'13/3
産業機器	売上高	Sales	63,268	68,861	66,566
Industrial Equipment & Tools	営業利益	Operating income	965	1,586	1,703
工業機械	売上高	Sales	69,968	87,713	87,307
Machine Tools	営業利益	Operating income	2,119	3,074	3,127
住設・管材・空調	売上高	Sales	94,473	99,409	103,158
Housing, Air & Fluidic Control	営業利益	Operating income	2,073	2,187	2,828
建築・エクステリア	売上高	Sales	41,533	43,356	44,498
Building Supplies & Exterior	営業利益	Operating income	912	919	1,164
建設機械	売上高	Sales	20,219	25,645	29,466
Construction Machines	営業利益	Operating income	199	403	561
その他	売上高	Sales	66,448	71,746	69,255
Other	営業利益(△損失)	Operating income(△loss)	△1,371	△1,535	△2,074
全社計	売上高	Sales	355,910	396,732	400,252
Total	営業利益	Operating income	4,899	6,634	7,310

有利子負債及び有利子負債比率

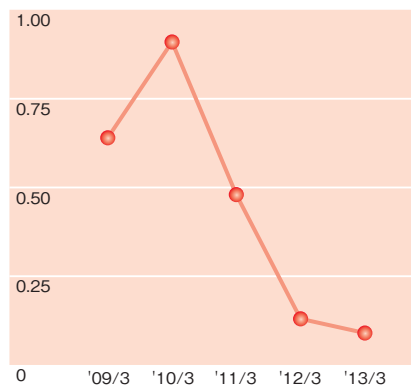
Interest-bearing Debt and Debt to Total Asset Ratio



■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	'09/3	'10/3	'11/3	'12/3	'13/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	49,171	47,219	40,314	34,947	32,357
有利子負債比率(%)	Debt to total asset ratio (%)	25.61	27.41	22.64	17.88	16.45
ネットD/Eレシオ	Net debt to equity ratio	0.64	0.91	0.48	0.13	0.09

注：有利子負債比率=有利子負債/総資本×100

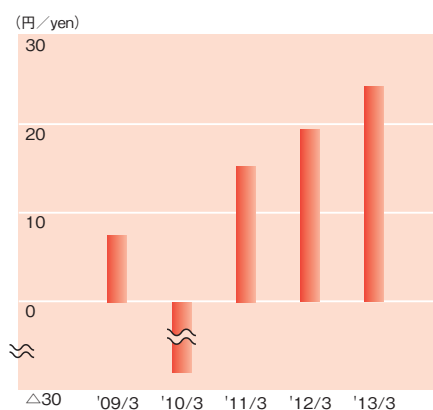
ネットD/Eレシオ=(有利子負債-現金及び預金)/(株主資本+その他の包括利益累計額)

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)

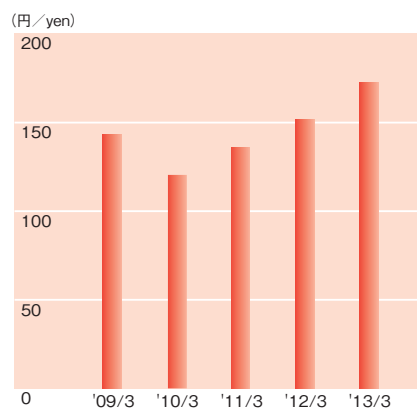
1株当たり当期純利益

Net Income (△loss) per Share



1株当たり純資産

Net assets per Share



決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
1株当たり当期純利益(△純損失)(円)	Net income (△loss) per share (yen)	7.43	△24.03	15.22	19.37	24.21
1株当たり純資産(円)	Net assets per share (yen)	143.35	120.48	135.73	151.91	172.81
期中平均株式数(千株)	Average number of shares outstanding (thousand)	218,102	213,634	216,429	216,915	217,954
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]	213,040	216,244	216,398	217,259	218,203

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	'09/3	'10/3	'11/3	'12/3	'13/3
資産の部 Assets						
流動資産	Current assets	149,967	131,405	139,510	160,185	159,640
現金及び預金	Cash and time deposits	29,548	23,394	26,188	30,653	28,911
受取手形及び売掛金	Notes and accounts receivable	94,406	84,164	92,071	107,696	109,717
たな卸資産	Inventories	17,244	16,677	14,262	14,436	14,018
繰延税金資産	Deferred tax assets	1,968	1,266	1,960	2,729	2,939
その他	Others	8,178	6,822	5,977	5,526	4,336
貸倒引当金	Less allowance for doubtful receivables	△1,377	△919	△949	△857	△282
固定資産	Fixed assets	42,031	40,863	38,573	35,254	37,099
有形固定資産	Property, plant and equipment	16,353	17,253	16,852	16,637	18,190
建物及び構築物	Buildings and structures	3,547	4,355	4,097	3,969	4,254
土地	Land	10,551	10,716	10,969	11,007	11,683
その他	Others	2,254	2,181	1,785	1,660	2,252
無形固定資産	Intangible fixed assets	2,313	2,051	1,849	2,472	4,069
投資その他の資産	Investments and other assets	23,364	21,558	19,870	16,144	14,840
投資有価証券	Investments in securities	6,148	8,130	7,811	7,410	7,587
長期金銭債権	Long-term loans receivable	4,575	4,710	4,387	4,274	2,770
繰延税金資産	Deferred tax assets	8,866	5,481	5,250	2,844	1,723
その他	Others	5,221	4,967	4,521	4,073	3,898
貸倒引当金	Less allowance for doubtful receivable	△1,447	△1,730	△2,100	△2,458	△1,140
資産合計	Total assets	191,999	172,268	178,084	195,440	196,740
負債の部 Liabilities						
流動負債	Current liabilities	142,380	131,374	144,806	152,466	149,854
支払手形及び買掛金	Notes and accounts payable	102,074	89,812	98,611	117,999	116,176
短期借入金	Short-term loans	34,602	35,822	40,062	28,340	27,417
賞与引当金	Accrued bonuses	733	449	745	1,138	1,285
その他	Others	4,969	5,290	5,387	4,987	4,975
固定負債	Long-term liabilities	17,300	14,169	3,071	9,152	8,216
長期借入金	Long-term debt	14,569	11,396	251	6,606	4,940
退職給付引当金	Accrued retirement benefits for employees	235	264	331	336	336
役員退職慰労引当金	Accrued retirement benefits for officers	31	18	21	37	41
その他	Others	2,463	2,490	2,467	2,171	2,898
負債合計	Total liabilities	159,680	145,544	147,878	161,618	158,070
純資産の部 Net assets						
株主資本	Shareholders' equity	31,863	26,412	29,738	33,586	37,470
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	6,789
利益剰余金	Retained earnings	6,636	805	4,109	7,855	11,617
自己株式	Less treasury stock, at cost	△2,194	△1,814	△1,793	△1,691	△1,580
その他の包括利益累計額	Accumulated other comprehensive income	△1,323	△359	△366	△582	237
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	△1,032	△76	59	△52	652
繰延ヘッジ損益	Deferred hedge gain (△loss)	24	25	29	5	△32
為替換算調整勘定	Foreign currency translation adjustments	△316	△308	△455	△536	△382
新株予約権	Subscription rights to shares	89	173	233	275	335
少数株主持分	Minority interests	1,689	497	600	542	625
純資産合計	Total net assets	32,319	26,724	30,205	33,821	38,669
負債純資産合計	Total liabilities and net assets	191,999	172,268	178,084	195,440	196,740

損益計算書

Statements of Operations

(百万円 / millions of yen)

決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
売上高	Net sales	426,262	309,196	355,910	396,732	400,252
売上原価	Cost of sales	391,606	283,586	326,693	363,213	365,671
売上総利益	Gross profit	34,655	25,609	29,217	33,518	34,580
販売費及び一般管理費	Selling, general and administrative expenses	29,095	25,405	24,317	26,883	27,269
営業利益	Operating income	5,559	204	4,899	6,634	7,310
営業外収益	Non-operating income	1,937	1,544	1,600	1,647	1,864
受取利息	Interest income	1,347	999	1,162	1,224	1,263
受取配当金	Dividends income	241	182	130	138	220
その他	Others, net	348	361	308	284	380
営業外費用	Non-operating expenses	2,381	1,836	1,809	1,568	1,348
支払利息	Interest expenses	1,838	1,336	1,344	1,233	1,088
その他	Others, net	543	499	464	334	259
経常利益(△損失)	Ordinary income (△loss)	5,115	△87	4,691	6,714	7,827
特別利益	Extraordinary gains	28	291	147	290	160
特別損失	Extraordinary losses	2,064	1,768	1,326	164	1,144
税金等調整前当期純利益(△純損失)	Net income (△loss) before income taxes and minority interests	3,079	△1,565	3,512	6,839	6,842
法人税、住民税及び事業税	Current income taxes	724	402	740	932	941
法人税等調整額	Deferred income taxes	835	3,376	△568	1,719	547
法人税等合計	Total income taxes	1,559	3,779	171	2,652	1,489
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	4,187	5,353
少数株主利益(△損失)	Minority interests in income (△loss)	△100	△211	46	△14	77
当期純利益(△純損失)	Net income (△loss)	1,619	△5,133	3,293	4,202	5,276

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	'09/3	'10/3	'11/3	'12/3	'13/3
営業活動によるキャッシュ・フロー	Net cash provided by (△used in) operating activities	10,598	△1,539	10,958	11,602	5,729
投資活動によるキャッシュ・フロー	Net cash used in investing activities	△1,362	△1,611	△715	△724	△3,329
財務活動によるキャッシュ・フロー	Net cash used in financing activities	△11,945	△3,301	△7,669	△6,440	△4,323
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	△240	35	△65	△35	111
現金及び現金同等物の増減額	Increase (△decrease) in cash and cash equivalents	△2,949	△6,416	2,507	4,402	△1,812
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	32,174	29,255	22,959	25,654	30,447
新規連結に伴う現金及び現金同等物の増加額	Increase in cash and cash equivalents from newly consolidated subsidiary	29	120	187	390	61
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	29,255	22,959	25,654	30,447	28,696

貸借対照表

Balance Sheets

(百万円 / millions of yen)

決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
資産の部 Assets						
流動資産	Current assets	147,547	125,651	132,351	145,347	145,355
固定資産	Fixed assets	44,377	43,867	42,242	40,574	41,761
有形固定資産	Property, plant and equipment	11,145	12,028	11,815	12,416	13,652
無形固定資産	Intangible fixed assets	1,575	1,535	1,535	2,322	3,852
投資その他の資産	Investments and other assets	31,656	30,304	28,891	25,835	24,256
資産合計	Total assets	191,924	169,519	174,594	185,922	187,117
負債の部 Liabilities						
流動負債	Current liabilities	145,776	130,388	143,084	145,116	143,797
固定負債	Long-term liabilities	16,132	12,918	1,952	8,516	7,306
負債合計	Total liabilities	161,908	143,306	145,036	153,632	151,104
純資産の部 Net assets						
株主資本	Shareholders' equity	30,899	26,148	29,293	32,127	35,159
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	6,789
利益剰余金	Retained earnings	5,671	540	3,664	6,396	9,306
自己株式	Less treasury stock, at cost	△2,194	△1,814	△1,793	△1,691	△1,580
評価・換算差額等	Valuation and translation adjustments	△971	△109	30	△113	517
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	△996	△134	1	△119	550
繰延ヘッジ損益	Deferred hedge gain (△loss)	24	25	29	5	△32
新株予約権	Subscription rights to shares	89	173	233	275	335
純資産合計	Total net assets	30,016	26,212	29,557	32,289	36,013
負債純資産合計	Total liabilities and net assets	191,924	169,519	174,594	185,922	187,117

損益計算書

Statements of Operations

(百万円 / millions of yen)

決算期	Fiscal years ended	'09/3	'10/3	'11/3	'12/3	'13/3
売上高	Net sales	373,161	268,363	305,729	344,308	349,152
売上原価	Cost of sales	351,711	253,062	288,289	322,705	326,252
売上総利益	Gross profit	21,449	15,300	17,440	21,602	22,899
販売費及び一般管理費	Selling, general and administrative expenses	17,052	15,118	14,395	17,073	17,851
営業利益	Operating income	4,396	182	3,044	4,528	5,047
営業外収益	Non-operating income	2,119	2,606	2,374	1,781	2,313
営業外費用	Non-operating expenses	2,217	1,698	1,637	1,503	1,313
経常利益	Ordinary income	4,298	1,090	3,781	4,806	6,047
特別利益	Extraordinary gains	51	—	36	485	160
特別損失	Extraordinary losses	1,250	1,947	1,223	153	956
税引前当期純利益(△純損失)	Net income (△loss) before income taxes	3,099	△857	2,594	5,137	5,251
法人税、住民税及び事業税	Current income taxes	48	64	57	76	239
法人税等調整額	Deferred income taxes	1,548	3,477	△590	1,671	580
法人税等合計	Total income taxes	1,597	3,541	△532	1,748	819
当期純利益(△純損失)	Net income (△loss)	1,502	△4,398	3,127	3,389	4,431