

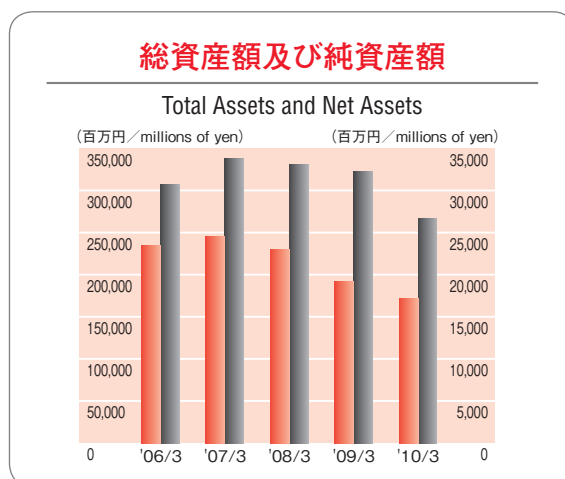
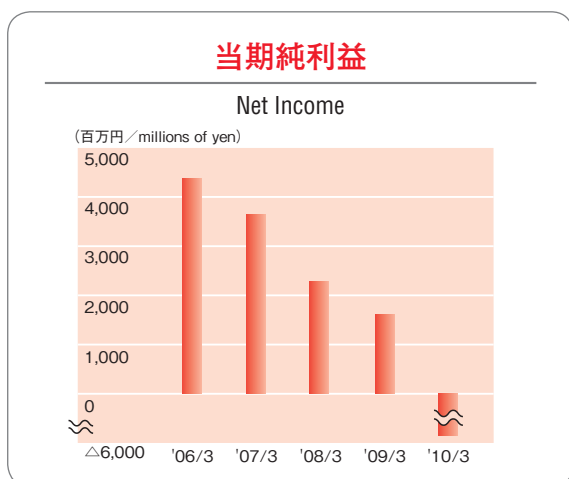
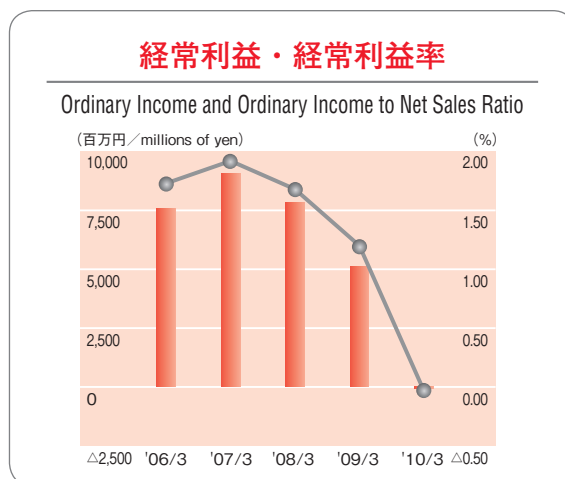
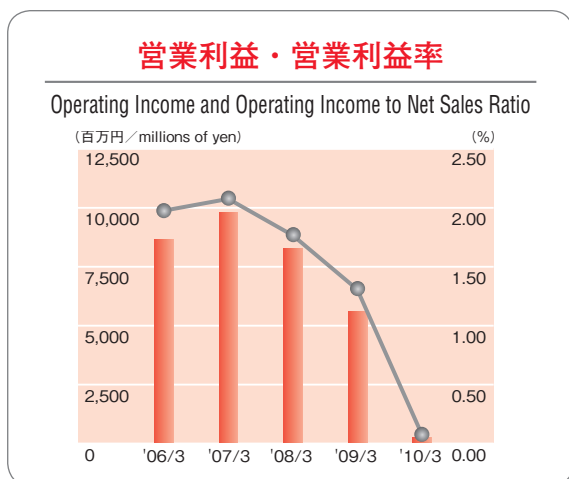
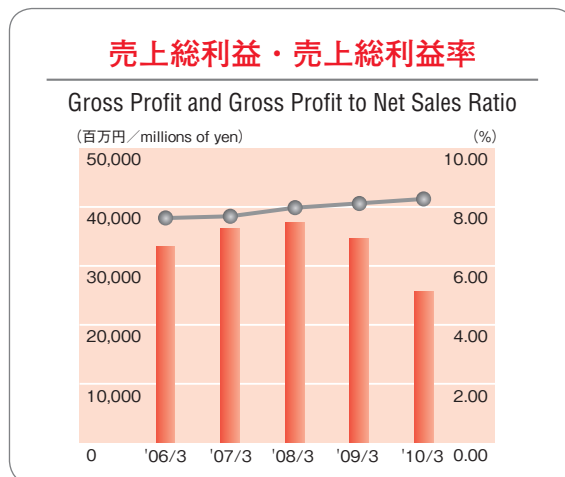
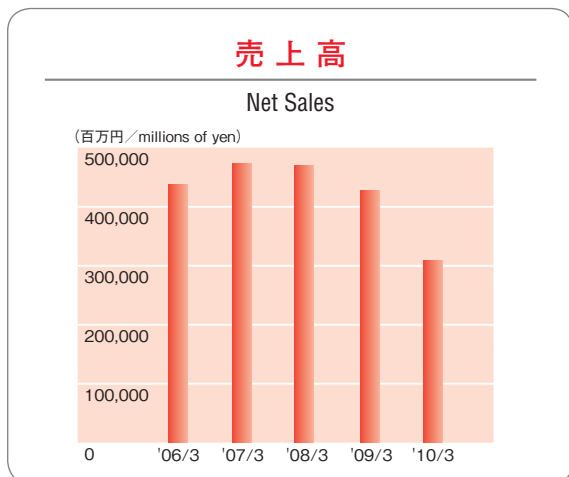
Financial

2010
FACTBOOK

YUASA TRADING CO., LTD.



ユアサ商事株式会社

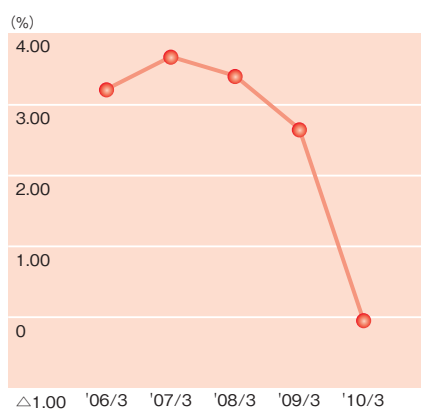


決算期	Fiscal years ended	'06/3	'07/3	'08/3	'09/3	'10/3
売上高(百万円)	Net sales (millions of yen)	437,154	472,738	468,476	426,262	309,196
売上総利益(百万円)	Gross profit (millions of yen)	33,371	36,345	37,372	34,655	25,609
売上総利益率(%)	Gross profit to net sales ratio (%)	7.63	7.69	7.98	8.13	8.28
営業利益(百万円)	Operating income (millions of yen)	8,638	9,765	8,254	5,559	204
営業利益率(%)	Operating income to net sales ratio (%)	1.97	2.07	1.76	1.30	0.07
経常利益(△損失)(百万円)	Ordinary income (△loss) (millions of yen)	7,578	9,057	7,857	5,115	△87
経常利益率(%)	Ordinary income to net sales ratio (%)	1.73	1.92	1.68	1.20	△0.03
当期純利益(△純損失)(百万円)	Net income (△loss) (millions of yen)	4,370	3,650	2,287	1,619	△5,133
総資産額(百万円)	Total assets (millions of yen)	235,104	245,802	230,497	191,999	172,268
純資産額(百万円)	Net assets (millions of yen)	30,700	33,812	33,140	32,319	26,724

注：純資産額については、P5の注を参照下さい。
 Note: For net assets, see Note on page 5.

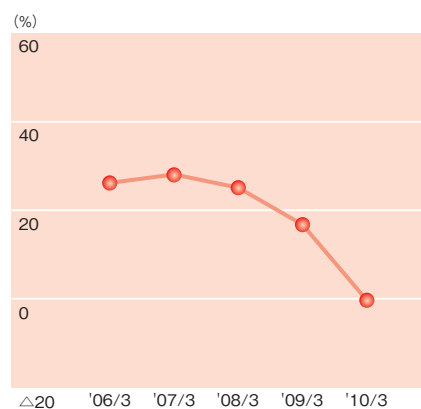
総資産経常利益率

Return on Assets (ROA)



自己資本経常利益率

Return on Equity (ROE)



決算期	Fiscal years ended	'06/3	'07/3	'08/3	'09/3	'10/3
総資産経常利益率 (%)	Return on assets (ROA) (%)	3.22	3.68	3.41	2.66	△0.05
自己資本経常利益率 (%)	Return on equity (ROE) (%)	26.18	28.11	25.11	16.75	△0.34

注：総資産経常利益率＝経常利益／総資産（期末）×100

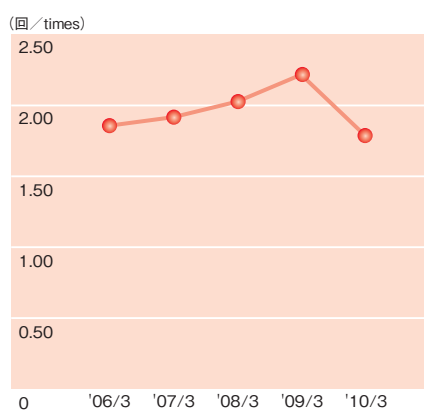
自己資本経常利益率＝経常利益／（株主資本＋評価・換算差額等）（期末）×100

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

Return on equity = Ordinary income/(Shareholders' equity+Valuation and translation adjustments) (Year-end)×100

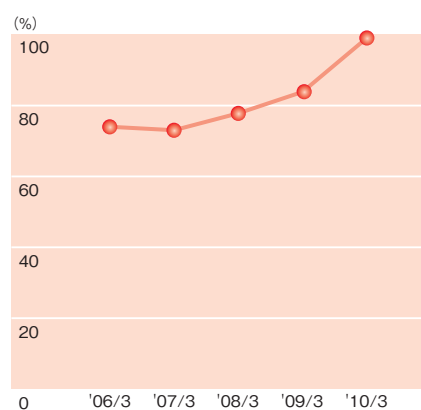
総資本回転率

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	'06/3	'07/3	'08/3	'09/3	'10/3
総資本回転率(回)	Total assets turnover (times)	1.86	1.92	2.03	2.22	1.79
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	74.11	73.13	77.91	83.96	99.20

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)

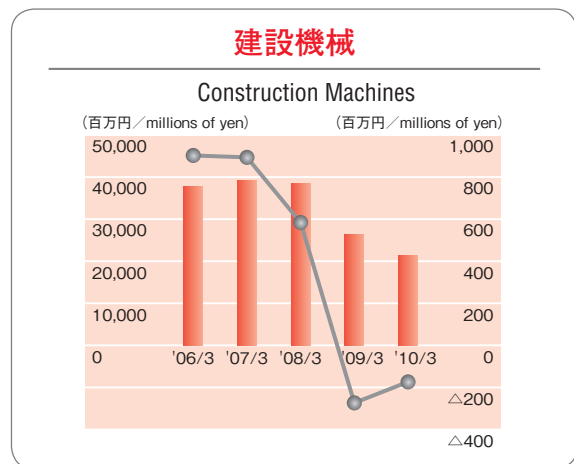
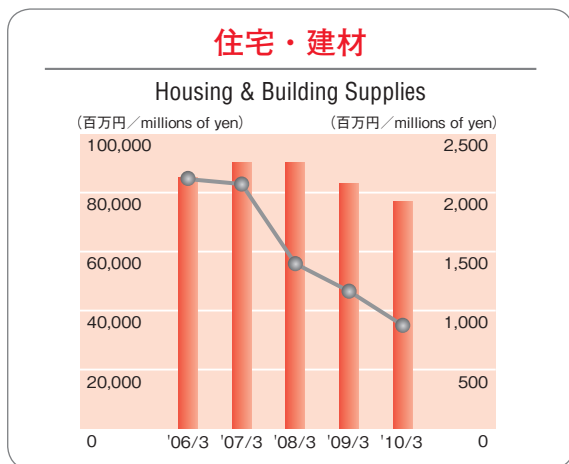
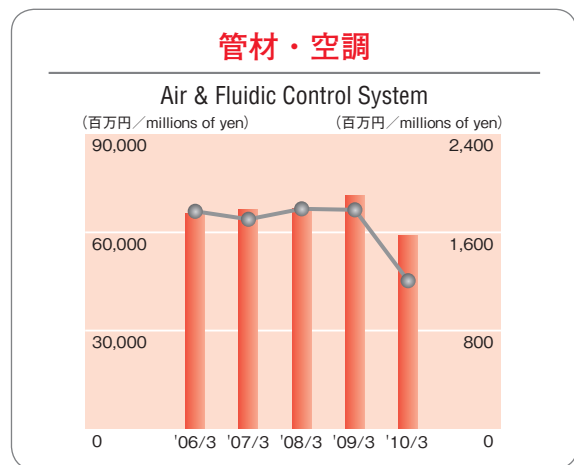
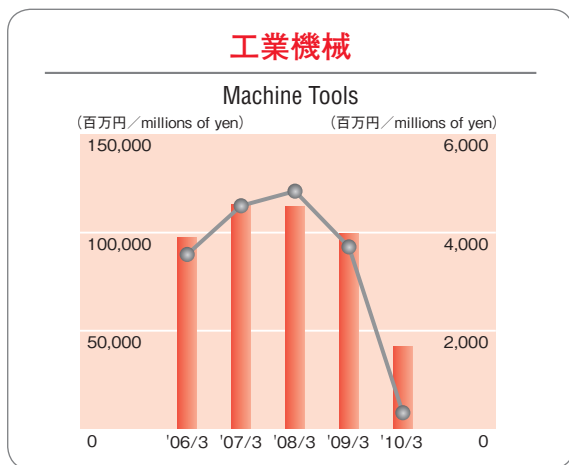
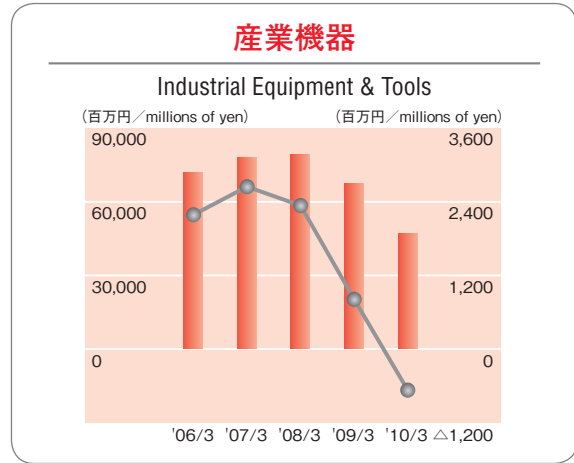
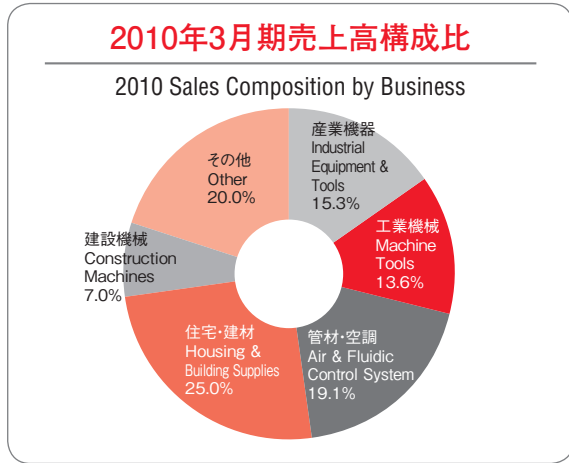
SG&A expenses to gross profit ratio = Selling, general and administrative expenses/Gross profit×100

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)

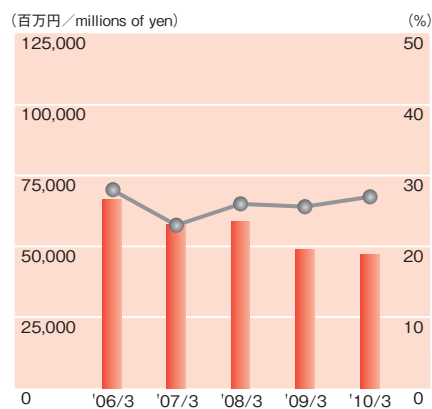
決算期	Fiscal years ended		'06/3		'07/3		'08/3		'09/3		'10/3	
産業機器	売上高	Sales	71,966	16.5%	78,039	16.5%	79,342	16.9%	67,332	15.8%	47,206	15.3%
産業機器	営業利益(△損失)	Operating income(△loss)	2,170		2,628		2,320		791		△690	
工業機械	売上高	Sales	97,356	22.3	114,513	24.2	113,265	24.2	99,486	23.3	41,922	13.6
工業機械	営業利益	Operating income	3,554		4,546		4,844		3,708		327	
管材・空調	売上高	Sales	65,970	15.1	66,917	14.2	67,302	14.4	71,249	16.7	59,186	19.1
管材・空調	営業利益	Operating income	1,764		1,699		1,784		1,776		1,198	
住宅・建材	売上高	Sales	85,308	19.5	90,255	19.1	90,496	19.3	83,331	19.5	77,134	25.0
住宅・建材	営業利益	Operating income	2,109		2,067		1,391		1,157		867	
建設機械	売上高	Sales	37,934	8.7	39,372	8.3	38,725	8.3	26,662	6.3	21,522	7.0
建設機械	営業利益(△損失)	Operating income(△loss)	902		893		583		△275		△175	
その他	売上高	Sales	78,617	18.0	83,640	17.7	79,343	16.9	78,200	18.4	62,223	20.0
その他	営業利益(△損失)	Operating income(△loss)	△1,862		△2,070		△2,670		△1,599		△1,322	
全社計	売上高	Sales	437,154	100.0	472,738	100.0%	468,476	100.0%	426,262	100.0%	309,196	100.0%
全社計	営業利益	Operating income	8,638		9,765		8,254		5,559		204	

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, 2006 and 2007 to conform to the current presentation.

有利子負債残高及び有利子負債比率

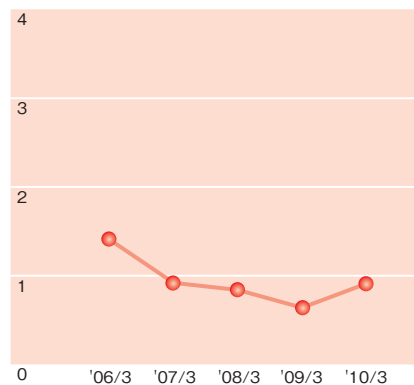
Interest-bearing Debt and Debt to Total Asset Ratio



■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	'06/3	'07/3	'08/3	'09/3	'10/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	66,679	57,745	58,838	49,171	47,219
有利子負債比率(%)	Debt to total asset ratio (%)	28.36	23.49	25.53	25.61	27.41
ネットD/Eレシオ	Net debt to equity ratio	1.41	0.92	0.84	0.64	0.91

注：有利子負債比率=有利子負債/総資本×100

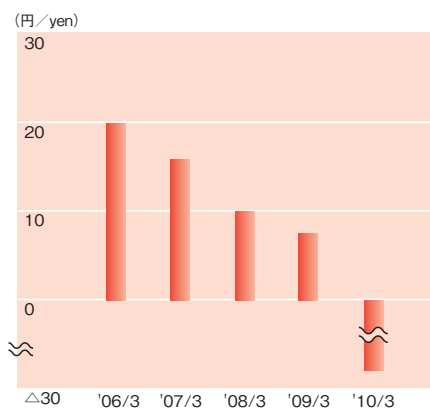
ネットD/Eレシオ=(有利子負債-現金及び預金)/(株主資本+評価・換算差額等)

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 + Valuation and translation adjustments)

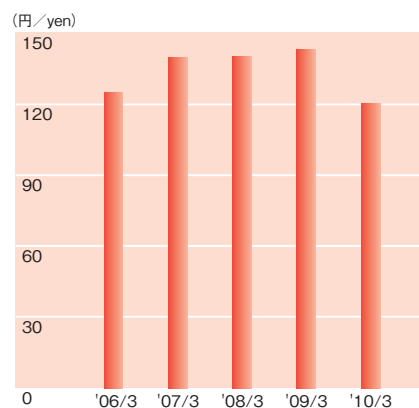
1株当たり当期純利益

Net Income per Share



1株当たり純資産

Net Assets per Share



決算期	Fiscal years ended	'06/3	'07/3	'08/3	'09/3	'10/3
1株当たり当期純利益(△純損失)(円)	Net income (△loss) per share (yen)	19.82	15.79	9.93	7.43	△24.03
1株当たり純資産(円)	Net assets per share (yen)	125.21	139.41	140.20	143.35	120.48
期中平均株式数(千株)	Average number of shares outstanding (thousand)	220,580	231,163	230,429	218,102	213,634
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]	231,212	231,121	223,173	213,040	216,244

注：1株当たり純資産=(株主資本+評価・換算差額等)/期末発行済株式数

Note: Net assets per share = (Shareholders' equity + Valuation and translation adjustments)/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	'06/3	'07/3	'08/3	'09/3	'10/3
資産の部 Assets						
流動資産	Current assets	188,069	198,960	186,978	149,967	131,405
現金及び預金	Cash and time deposits	25,815	28,067	32,560	29,548	23,394
受取手形及び売掛金	Notes and accounts receivable	133,843	138,188	124,110	94,406	84,164
たな卸資産	Inventories	16,022	20,542	17,704	17,244	16,677
繰延税金資産	Deferred tax assets	2,710	2,443	3,011	1,968	1,266
その他	Others	10,486	10,713	11,179	8,178	6,822
貸倒引当金	Less allowance for doubtful receivables	△809	△995	△1,587	△1,377	△919
固定資産	Fixed assets	46,987	46,823	43,518	42,031	40,863
有形固定資産	Property, plant and equipment	15,017	15,171	15,874	16,353	17,253
建物及び構築物	Buildings and structures	3,621	3,469	3,793	3,547	4,355
土地	Land	10,470	11,045	10,515	10,551	10,716
その他	Others	925	656	1,565	2,254	2,181
無形固定資産	Intangible fixed assets	1,352	2,261	1,946	2,313	2,051
投資その他の資産	Investments and other assets	30,617	29,390	25,697	23,364	21,558
投資有価証券	Investments in securities	14,400	14,307	8,723	6,148	8,130
長期金銭債権	Long-term loans receivable	14,227	8,410	4,820	4,575	4,710
繰延税金資産	Deferred tax assets	8,846	7,243	8,450	8,866	5,481
その他	Others	3,341	3,443	5,230	5,221	4,967
貸倒引当金	Less allowance for doubtful receivable	△10,198	△4,015	△1,527	△1,447	△1,730
繰延資産	Deferred assets	46	18	—	—	—
資産合計	Total assets	235,104	245,802	230,497	191,999	172,268
負債の部 Liabilities						
流動負債	Current liabilities	196,617	191,807	177,452	142,380	131,374
支払手形及び買掛金	Notes and accounts payable	129,219	145,231	129,766	102,074	89,812
短期借入金	Short-term loans	61,996	40,208	41,328	34,602	35,822
賞与引当金	Accrued bonuses	528	948	1,011	733	449
その他	Others	4,874	5,418	5,346	4,969	5,290
固定負債	Long-term liabilities	7,785	20,181	19,905	17,300	14,169
長期借入金	Long-term debt	4,683	17,536	17,509	14,569	11,396
退職給付引当金	Accrued retirement benefits for employees	1,286	898	235	235	264
役員退職慰労引当金	Accrued retirement benefits for officers	339	272	275	31	18
その他	Others	1,476	1,474	1,884	2,463	2,490
負債合計	Total liabilities	204,403	211,989	197,357	159,680	145,544
純資産の部 Net assets						
株主資本	Shareholders' equity	27,755	31,402	32,176	31,863	26,412
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	385	4,053	5,840	6,636	805
自己株式	Less treasury stock, at cost	△52	△72	△1,086	△2,194	△1,814
評価・換算差額等	Valuation and translation adjustments	1,193	817	△888	△1,323	△359
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	1,532	1,237	△577	△1,032	△76
繰延ヘッジ損益	Deferred hedge gain	—	21	△41	24	25
為替換算調整勘定	Foreign currency translation adjustments	△338	△441	△269	△316	△308
新株予約権	Subscription rights to shares	—	—	—	89	173
少数株主持分	Minority interests	1,751	1,592	1,852	1,689	497
純資産合計	Total net assets	30,700	33,812	33,140	32,319	26,724
負債純資産合計	Total liabilities and net assets	235,104	245,802	230,497	191,999	172,268

注：純資産の部については、改正後の連結財務諸表規則により作成しております。改正後の表示に合わせるために、2007年3月期より前の資本の部は組替再表示しております。

Note: The net assets section is presented in accordance with the revised accounting standards for the consolidated financial statements. Accordingly, shareholders' equity sections prior to March 31, 2007 have been reclassified to conform to the revised presentation.

損益計算書

Statements of Income

(百万円 / millions of yen)

決算期	Fiscal years ended	'06/3	'07/3	'08/3	'09/3	'10/3
売上高	Net sales	437,154	472,738	468,476	426,262	309,196
売上原価	Cost of sales	403,782	436,393	431,103	391,606	283,586
売上総利益	Gross profit	33,371	36,345	37,372	34,655	25,609
販売費及び一般管理費	Selling, general and administrative expenses	24,733	26,580	29,117	29,095	25,405
営業利益	Operating income	8,638	9,765	8,254	5,559	204
営業外収益	Non-operating income	2,232	2,251	2,181	1,937	1,544
受取利息	Interest income	1,606	1,600	1,563	1,347	999
受取配当金	Dividends income	158	170	207	241	182
その他	Others, net	467	479	411	348	361
営業外費用	Non-operating expenses	3,292	2,958	2,578	2,381	1,836
支払利息	Interest expenses	2,864	2,338	1,994	1,838	1,336
その他	Others, net	428	619	584	543	499
経常利益(△損失)	Ordinary income (△loss)	7,578	9,057	7,857	5,115	△87
特別利益	Extraordinary gains	2,091	100	1,414	28	291
特別損失	Extraordinary losses	1,730	2,309	6,303	2,064	1,768
税金等調整前当期純利益(△純損失)	Net income before income taxes and minority interests (△loss)	7,939	6,848	2,968	3,079	△1,565
法人税、住民税及び事業税	Current income taxes	821	864	992	724	402
法人税等調整額	Deferred income taxes	2,525	2,083	△476	835	3,376
法人税等合計	Total income taxes	—	—	516	1,559	3,779
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
少数株主利益(△損失)	Minority interests in income (△loss)	221	249	165	△100	△211
当期純利益(△純損失)	Net income (△loss)	4,370	3,650	2,287	1,619	△5,133

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	'06/3	'07/3	'08/3	'09/3	'10/3
営業活動によるキャッシュ・フロー	Net cash provided by operating activities	14,315	14,317	5,734	10,598	△1,539
投資活動によるキャッシュ・フロー	Net cash provided by (△used in) investing activities	1,322	△2,956	△233	△1,362	△1,611
財務活動によるキャッシュ・フロー	Net cash used in financing activities	△9,704	△8,917	△1,085	△11,945	△3,301
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	41	13	△163	△240	35
現金及び現金同等物の増減額	Increase (△decrease) in cash and cash equivalents	5,974	2,455	4,252	△2,949	△6,416
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	18,326	25,041	27,536	32,174	29,255
連結範囲の変更に伴う現金及び現金同等物の減少額	Decrease in cash and cash equivalents due to exclusion from consolidation	△48	—	—	—	—
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	14	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	773	1	385	29	120
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	25,041	27,536	32,174	29,255	22,959

貸借対照表

Balance Sheets

(百万円 / millions of yen)

決算期	Fiscal years ended	'06/3	'07/3	'08/3	'09/3	'10/3
資産の部 Assets						
流動資産	Current assets	179,393	185,297	162,861	147,547	125,651
固定資産	Fixed assets	48,402	48,266	44,801	44,377	43,867
有形固定資産	Property, plant and equipment	10,152	10,404	9,628	11,145	12,028
無形固定資産	Intangible fixed assets	1,267	1,270	1,078	1,575	1,535
投資その他の資産	Investments and other assets	36,982	36,591	34,095	31,656	30,304
繰延資産	Deferred assets	46	18	—	—	—
資産合計	Total assets	227,842	233,583	207,663	191,924	169,519
負債の部 Liabilities						
流動負債	Current liabilities	189,530	180,565	158,401	145,776	130,388
固定負債	Long-term liabilities	6,621	19,450	18,711	16,132	12,918
負債合計	Total liabilities	196,151	200,015	177,113	161,908	143,306
純資産の部 Net assets						
株主資本	Shareholders' equity	30,366	32,462	31,174	30,899	26,148
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	2,997	5,112	4,838	5,671	540
自己株式	Less treasury stock, at cost	△52	△72	△1,086	△2,194	△1,814
評価・換算差額等	Valuation and translation adjustments	1,324	1,105	△623	△971	△109
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	1,324	1,084	△582	△996	△134
繰延ヘッジ損益	Deferred hedge gain	—	21	△41	24	25
新株予約権	Subscription rights to shares	—	—	—	89	173
純資産合計	Total net assets	31,691	33,567	30,550	30,016	26,212
負債純資産合計	Total liabilities and net assets	227,842	233,583	207,663	191,924	169,519

注：純資産の部については、改正後の財務諸表規則により作成しております。改正後の表示に合わせるために、2007年3月期より前の資本の部は組替再表示しております。

Note: The net assets section is presented in accordance with the revised accounting standards for the non-consolidated financial statements. Accordingly, shareholders' equity sections prior to March 31, 2007 have been reclassified to conform to the revised presentation.

損益計算書

Statements of Income

(百万円 / millions of yen)

決算期	Fiscal years ended	'06/3	'07/3	'08/3	'09/3	'10/3
売上高	Net sales	387,657	420,806	412,981	373,161	268,363
売上原価	Cost of sales	363,406	394,584	387,089	351,711	253,062
売上総利益	Gross profit	24,251	26,222	25,891	21,449	15,300
販売費及び一般管理費	Selling, general and administrative expenses	17,384	18,455	19,972	17,052	15,118
営業利益	Operating income	6,866	7,767	5,918	4,396	182
営業外収益	Non-operating income	2,518	2,377	2,341	2,119	2,606
営業外費用	Non-operating expenses	3,185	2,836	2,386	2,217	1,698
経常利益	Ordinary income	6,199	7,307	5,874	4,298	1,090
特別利益	Extraordinary gains	1,712	399	1,388	51	—
特別損失	Extraordinary losses	2,785	3,836	6,405	1,250	1,947
税引前当期純利益(△純損失)	Net income (△loss) before income taxes	5,127	3,870	857	3,099	△857
法人税、住民税及び事業税	Current income taxes	71	70	50	48	64
法人税等調整額	Deferred income taxes	2,059	1,685	504	1,548	3,477
法人税等合計	Total income taxes	—	—	554	1,597	3,541
当期純利益(△純損失)	Net income (△loss)	2,997	2,115	303	1,502	△4,398