

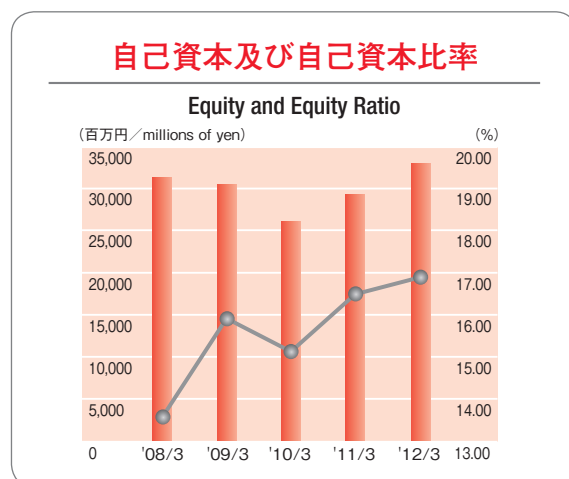
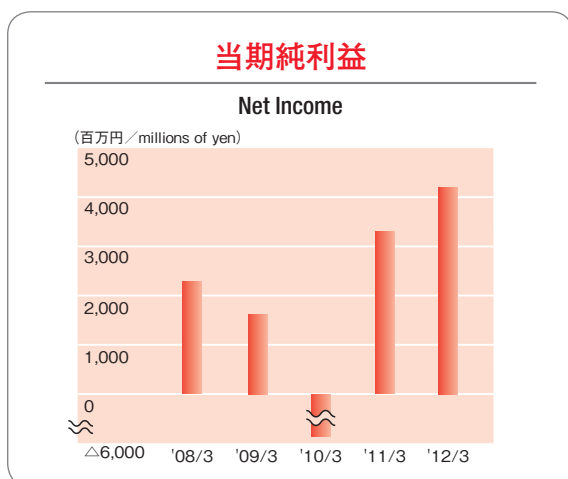
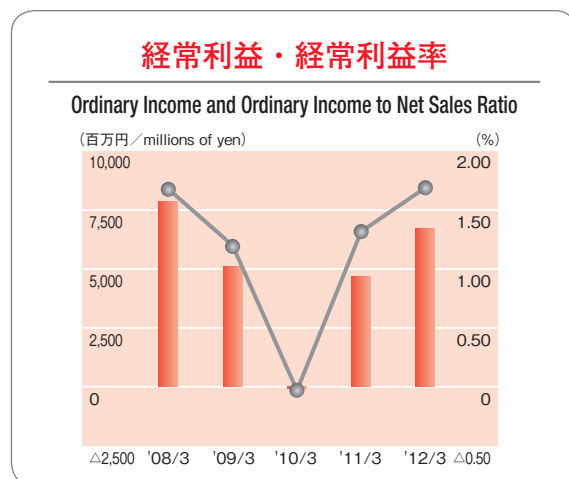
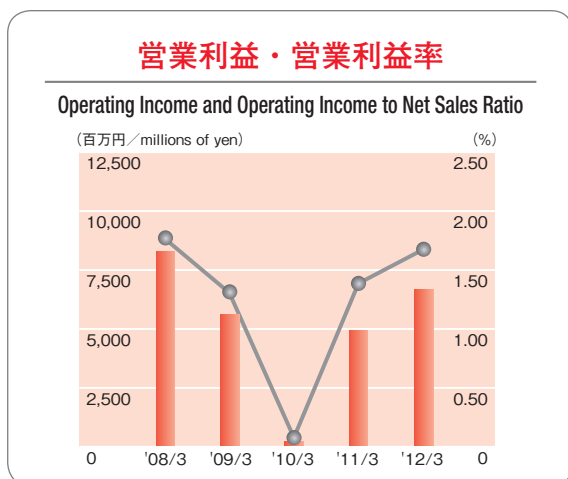
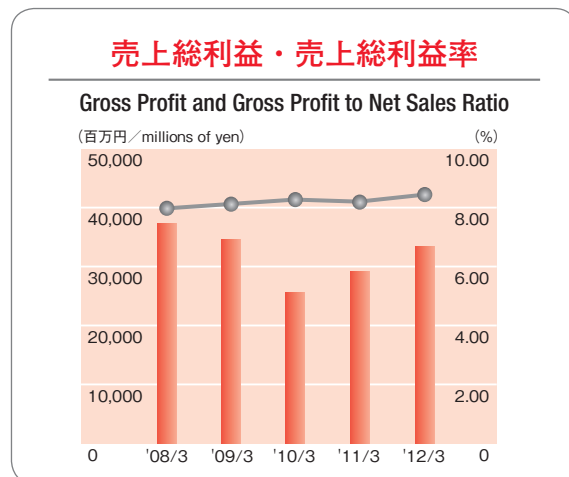
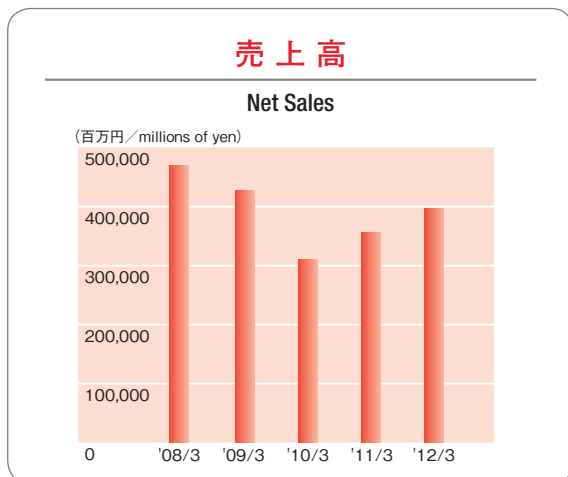
Financial

2012
FACTBOOK

YUASA TRADING CO., LTD.



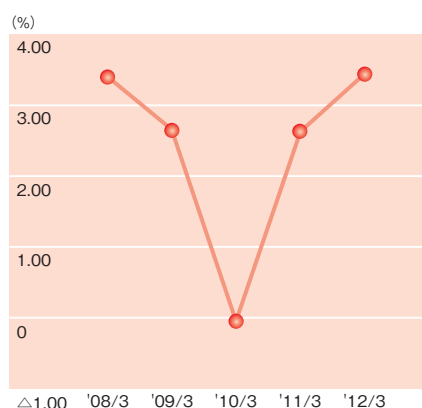
ユアサ商事株式会社



決算期	Fiscal years ended	'08/3	'09/3	'10/3	'11/3	'12/3
売上高(百万円)	Net sales (millions of yen)	468,476	426,262	309,196	355,910	396,732
売上総利益(百万円)	Gross profit (millions of yen)	37,372	34,655	25,609	29,217	33,518
売上総利益率(%)	Gross profit to net sales ratio (%)	7.98	8.13	8.28	8.21	8.45
営業利益(百万円)	Operating income (millions of yen)	8,254	5,559	204	4,899	6,634
営業利益率(%)	Operating income to net sales ratio (%)	1.76	1.30	0.07	1.38	1.67
経常利益(△損失)(百万円)	Ordinary income (△loss) (millions of yen)	7,857	5,115	△87	4,691	6,714
経常利益率(%)	Ordinary income to net sales ratio (%)	1.68	1.20	△0.03	1.32	1.69
当期純利益(△純損失)(百万円)	Net income (△loss) (millions of yen)	2,287	1,619	△5,133	3,293	4,202
自己資本(百万円)	Equity (millions of yen)	31,287	30,540	26,053	29,372	33,003
自己資本比率(%)	Equity Ratio (%)	13.57	15.91	15.12	16.49	16.89

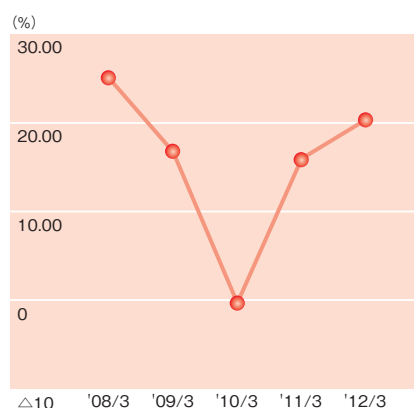
総資産経常利益率

Return on Assets (ROA)



自己資本経常利益率

Return on Equity (ROE)



決算期	Fiscal years ended	'08/3	'09/3	'10/3	'11/3	'12/3
総資産経常利益率 (%)	Return on assets (ROA) (%)	3.41	2.66	△0.05	2.63	3.44
自己資本経常利益率 (%)	Return on equity (ROE) (%)	25.11	16.75	△0.34	15.97	20.34

注：総資産経常利益率＝経常利益／総資産（期末）×100

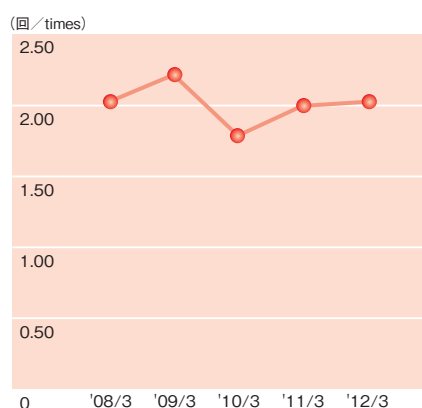
自己資本経常利益率＝経常利益／（株主資本＋その他の包括利益累計額）（期末）×100

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

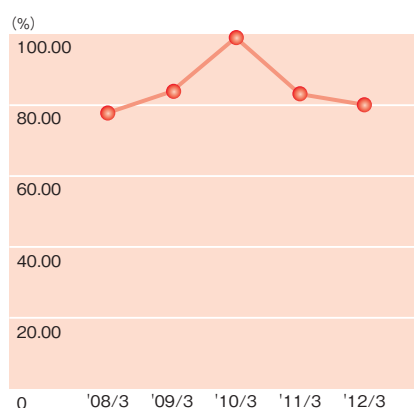
総資本回転率

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	'08/3	'09/3	'10/3	'11/3	'12/3
総資本回転率(回)	Total assets turnover (times)	2.03	2.22	1.79	2.00	2.03
オーバーヘッドレシオ (%)	SG&A expenses to gross profit ratio (%)	77.91	83.96	99.20	83.23	80.21

注：総資本回転率＝売上高／総資産（期末）

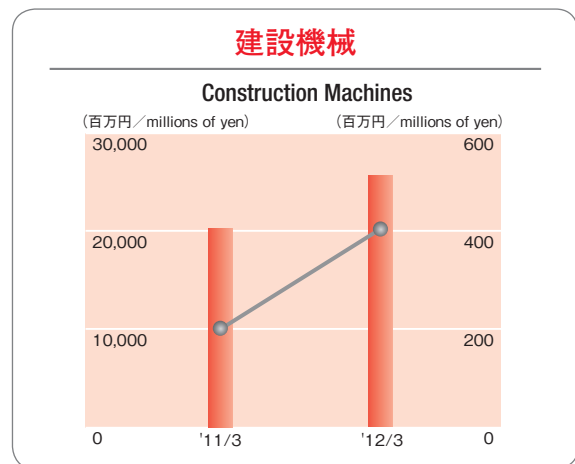
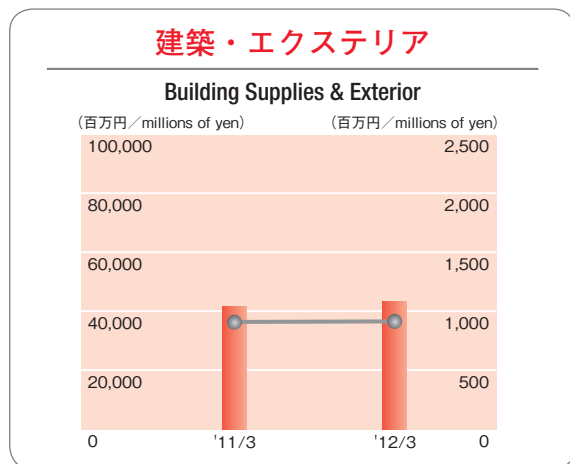
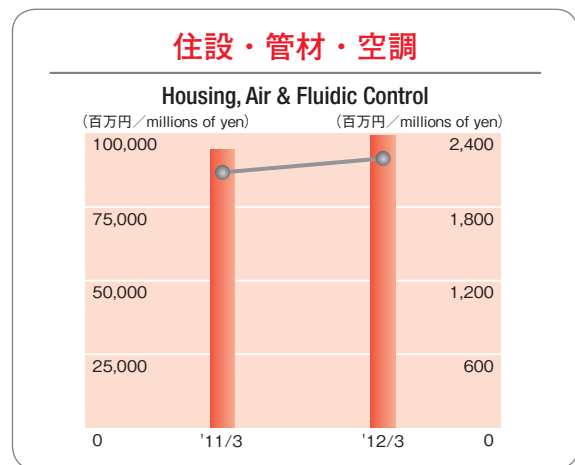
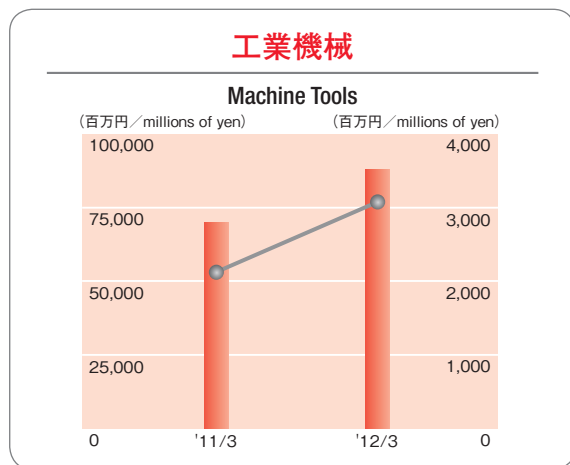
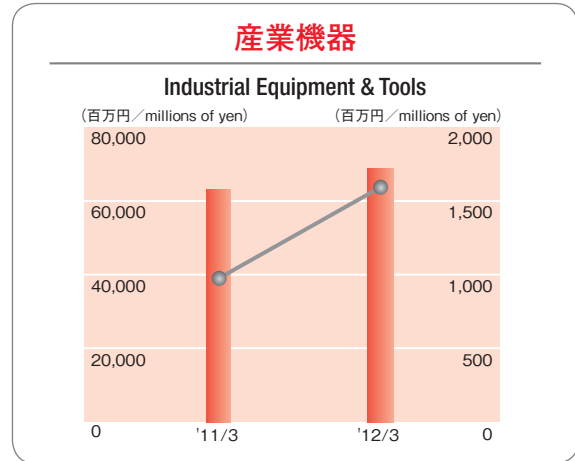
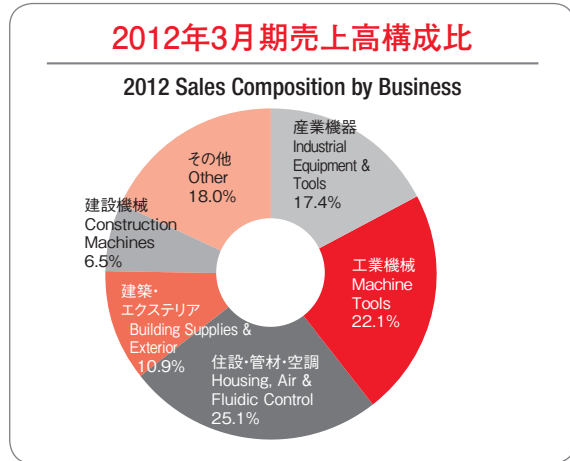
オーバーヘッドレシオ＝販売費及び一般管理費／売上総利益×100

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)

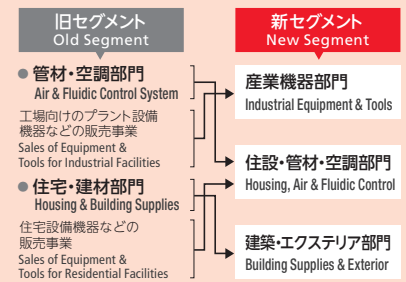
2012年3月期より、セグメント事業区分の変更を致しました。
Effective from the year ended March 31, 2012, business classifications were changed.



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

決算期	Fiscal years ended		'11/3		'12/3	
産業機器	売上高	Sales	63,268	17.8%	68,861	17.4%
Industrial Equipment & Tools	営業利益	Operating income	965		1,586	
工業機械	売上高	Sales	69,968	19.7	87,713	22.1
Machine Tools	営業利益	Operating income	2,119		3,074	
住設・管材・空調	売上高	Sales	94,473	26.5	99,409	25.1
Housing, Air & Fluidic Control	営業利益	Operating income	2,073		2,187	
建築・エクステリア	売上高	Sales	41,533	11.7	43,356	10.9
Building Supplies & Exterior	営業利益	Operating income	912		919	
建設機械	売上高	Sales	20,219	5.7	25,645	6.5
Construction Machines	営業利益	Operating income	199		403	
その他	売上高	Sales	66,448	18.6	71,746	18.0
Other	営業利益(△損失)	Operating income(△loss)	△1,371		△1,535	
全社計	売上高	Sales	355,910	100.0%	396,732	100.0%
Total	営業利益	Operating income	4,899		6,634	

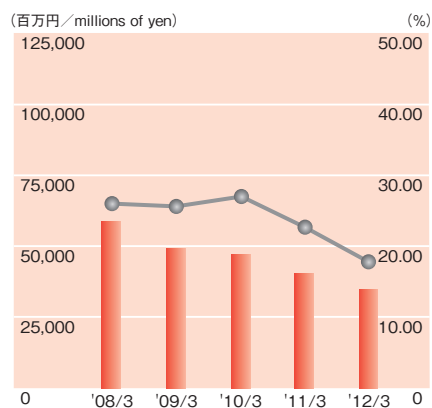
2012年3月期 第1四半期連結会計期間からセグメントの事業区分を一部変更いたしました。Effective from the three months ended June 30, 2011, business classifications were partially changed.



注：2011年3月期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 year ended March 31, 2011 to conform to the current presentation.

有利子負債残高及び有利子負債比率

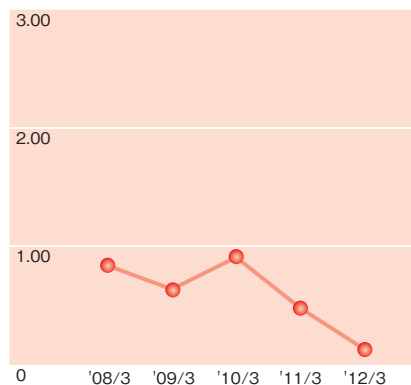
Interest-bearing Debt and Debt to Total Asset Ratio



■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	'08/3	'09/3	'10/3	'11/3	'12/3
有利子負債(百万円)	Interest-bearing debt (millions of yen)	58,838	49,171	47,219	40,314	34,947
有利子負債比率(%)	Debt to total asset ratio (%)	25.53	25.61	27.41	22.64	17.88
ネットD/Eレシオ	Net debt to equity ratio	0.84	0.64	0.91	0.48	0.13

注：有利子負債比率＝有利子負債／総資本×100

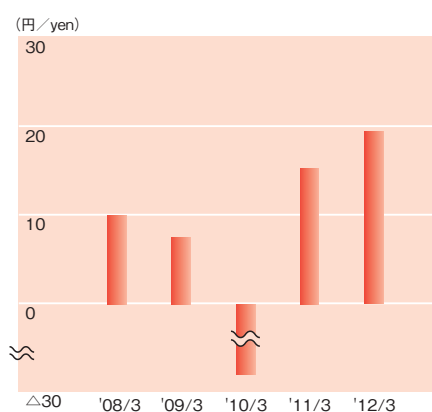
ネットD/Eレシオ＝(有利子負債－現金及び預金)／(株主資本＋その他の包括利益累計額)

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)

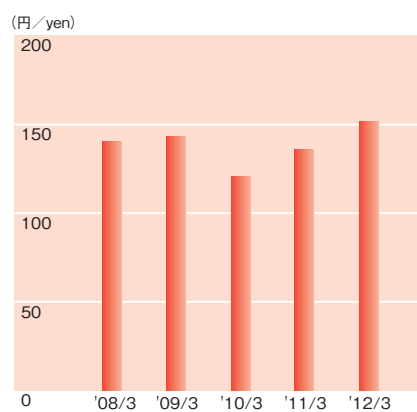
1株当たり当期純利益

Net Income per Share



1株当たり純資産

Net Assets per Share



決算期	Fiscal years ended	'08/3	'09/3	'10/3	'11/3	'12/3
1株当たり当期純利益(△純損失)(円)	Net income (△loss) per share (yen)	9.93	7.43	△24.03	15.22	19.37
1株当たり純資産(円)	Net assets per share (yen)	140.20	143.35	120.48	135.73	151.91
期中平均株式数(千株)	Average number of shares outstanding (thousand)	230,429	218,102	213,634	216,429	216,915
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]	223,173	213,040	216,244	216,398	217,259

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	'08/3	'09/3	'10/3	'11/3	'12/3
資産の部 Assets						
流動資産	Current assets	186,978	149,967	131,405	139,510	160,185
現金及び預金	Cash and time deposits	32,560	29,548	23,394	26,188	30,653
受取手形及び売掛金	Notes and accounts receivable	124,110	94,406	84,164	92,071	107,696
たな卸資産	Inventories	17,704	17,244	16,677	14,262	14,436
繰延税金資産	Deferred tax assets	3,011	1,968	1,266	1,960	2,729
その他	Others	11,179	8,178	6,822	5,977	5,526
貸倒引当金	Less allowance for doubtful receivables	△1,587	△1,377	△919	△949	△857
固定資産	Fixed assets	43,518	42,031	40,863	38,573	35,254
有形固定資産	Property, plant and equipment	15,874	16,353	17,253	16,852	16,637
建物及び構築物	Buildings and structures	3,793	3,547	4,355	4,097	3,969
土地	Land	10,515	10,551	10,716	10,969	11,007
その他	Others	1,565	2,254	2,181	1,785	1,660
無形固定資産	Intangible fixed assets	1,946	2,313	2,051	1,849	2,472
投資その他の資産	Investments and other assets	25,697	23,364	21,558	19,870	16,144
投資有価証券	Investments in securities	8,723	6,148	8,130	7,811	7,410
長期金銭債権	Long-term loans receivable	4,820	4,575	4,710	4,387	4,274
繰延税金資産	Deferred tax assets	8,450	8,866	5,481	5,250	2,844
その他	Others	5,230	5,221	4,967	4,521	4,073
貸倒引当金	Less allowance for doubtful receivable	△1,527	△1,447	△1,730	△2,100	△2,458
資産合計	Total assets	230,497	191,999	172,268	178,084	195,440
負債の部 Liabilities						
流動負債	Current liabilities	177,452	142,380	131,374	144,806	152,466
支払手形及び買掛金	Notes and accounts payable	129,766	102,074	89,812	98,611	117,999
短期借入金	Short-term loans	41,328	34,602	35,822	40,062	28,340
賞与引当金	Accrued bonuses	1,011	733	449	745	1,138
その他	Others	5,346	4,969	5,290	5,387	4,987
固定負債	Long-term liabilities	19,905	17,300	14,169	3,071	9,152
長期借入金	Long-term debt	17,509	14,569	11,396	251	6,606
退職給付引当金	Accrued retirement benefits for employees	235	235	264	331	336
役員退職慰労引当金	Accrued retirement benefits for officers	275	31	18	21	37
その他	Others	1,884	2,463	2,490	2,467	2,171
負債合計	Total liabilities	197,357	159,680	145,544	147,878	161,618
純資産の部 Net assets						
株主資本	Shareholders' equity	32,176	31,863	26,412	29,738	33,586
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	5,840	6,636	805	4,109	7,855
自己株式	Less treasury stock, at cost	△1,086	△2,194	△1,814	△1,793	△1,691
その他の包括利益累計額	Accumulated other comprehensive income	△888	△1,323	△359	△366	△582
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	△577	△1,032	△76	59	△52
繰延ヘッジ損益	Deferred hedge gain (△loss)	△41	24	25	29	5
為替換算調整勘定	Foreign currency translation adjustments	△269	△316	△308	△455	△536
新株予約権	Subscription rights to shares	—	89	173	233	275
少数株主持分	Minority interests	1,852	1,689	497	600	542
純資産合計	Total net assets	33,140	32,319	26,724	30,205	33,821
負債純資産合計	Total liabilities and net assets	230,497	191,999	172,268	178,084	195,440

損益計算書

Statements of Income

(百万円 / millions of yen)

決算期	Fiscal years ended	'08/3	'09/3	'10/3	'11/3	'12/3
売上高	Net sales	468,476	426,262	309,196	355,910	396,732
売上原価	Cost of sales	431,103	391,606	283,586	326,693	363,213
売上総利益	Gross profit	37,372	34,655	25,609	29,217	33,518
販売費及び一般管理費	Selling, general and administrative expenses	29,117	29,095	25,405	24,317	26,883
営業利益	Operating income	8,254	5,559	204	4,899	6,634
営業外収益	Non-operating income	2,181	1,937	1,544	1,600	1,647
受取利息	Interest income	1,563	1,347	999	1,162	1,224
受取配当金	Dividends income	207	241	182	130	138
その他	Others, net	411	348	361	308	284
営業外費用	Non-operating expenses	2,578	2,381	1,836	1,809	1,568
支払利息	Interest expenses	1,994	1,838	1,336	1,344	1,233
その他	Others, net	584	543	499	464	334
経常利益(△損失)	Ordinary income (△loss)	7,857	5,115	△87	4,691	6,714
特別利益	Extraordinary gains	1,414	28	291	147	290
特別損失	Extraordinary losses	6,303	2,064	1,768	1,326	164
税金等調整前当期純利益(△純損失)	Net income before income taxes and minority interests (△loss)	2,968	3,079	△1,565	3,512	6,839
法人税、住民税及び事業税	Current income taxes	992	724	402	740	932
法人税等調整額	Deferred income taxes	△476	835	3,376	△568	1,719
法人税等合計	Total income taxes	516	1,559	3,779	171	2,652
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
少数株主利益(△損失)	Minority interests in income (△loss)	165	△100	△211	46	△14
当期純利益(△純損失)	Net income (△loss)	2,287	1,619	△5,133	3,293	4,202

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	'08/3	'09/3	'10/3	'11/3	'12/3
営業活動によるキャッシュ・フロー	Net cash provided by operating activities	5,734	10,598	△1,539	10,958	11,602
投資活動によるキャッシュ・フロー	Net cash used in investing activities	△233	△1,362	△1,611	△715	△724
財務活動によるキャッシュ・フロー	Net cash used in financing activities	△1,085	△11,945	△3,301	△7,669	△6,440
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	△163	△240	35	△65	△35
現金及び現金同等物の増減額	Increase (△decrease) in cash and cash equivalents	4,252	△2,949	△6,416	2,507	4,402
現金及び現金同等物の期首残高	Cash and cash equivalents at beginning of year	27,536	32,174	29,255	22,959	25,654
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	385	29	120	187	390
現金及び現金同等物の期末残高	Cash and cash equivalents at end of year	32,174	29,255	22,959	25,654	30,447

貸借対照表

Balance Sheets

(百万円 / millions of yen)

決算期	Fiscal years ended	'08/3	'09/3	'10/3	'11/3	'12/3
資産の部 Assets						
流動資産	Current assets	162,861	147,547	125,651	132,351	145,347
固定資産	Fixed assets	44,801	44,377	43,867	42,242	40,574
有形固定資産	Property, plant and equipment	9,628	11,145	12,028	11,815	12,416
無形固定資産	Intangible fixed assets	1,078	1,575	1,535	1,535	2,322
投資その他の資産	Investments and other assets	34,095	31,656	30,304	28,891	25,835
資産合計	Total assets	207,663	191,924	169,519	174,594	185,922
負債の部 Liabilities						
流動負債	Current liabilities	158,401	145,776	130,388	143,084	145,116
固定負債	Long-term liabilities	18,711	16,132	12,918	1,952	8,516
負債合計	Total liabilities	177,113	161,908	143,306	145,036	153,632
純資産の部 Net assets						
株主資本	Shareholders' equity	31,174	30,899	26,148	29,293	32,127
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	4,838	5,671	540	3,664	6,396
自己株式	Less treasury stock, at cost	△1,086	△2,194	△1,814	△1,793	△1,691
評価・換算差額等	Valuation and translation adjustments	△623	△971	△109	30	△113
その他有価証券評価差額金	Unrealized holding gain (△loss) on securities	△582	△996	△134	1	△119
繰延ヘッジ損益	Deferred hedge gain (△loss)	△41	24	25	29	5
新株予約権	Subscription rights to shares	—	89	173	233	275
純資産合計	Total net assets	30,550	30,016	26,212	29,557	32,289
負債純資産合計	Total liabilities and net assets	207,663	191,924	169,519	174,594	185,922

損益計算書

Statements of Income

(百万円 / millions of yen)

決算期	Fiscal years ended	'08/3	'09/3	'10/3	'11/3	'12/3
売上高	Net sales	412,981	373,161	268,363	305,729	344,308
売上原価	Cost of sales	387,089	351,711	253,062	288,289	322,705
売上総利益	Gross profit	25,891	21,449	15,300	17,440	21,602
販売費及び一般管理費	Selling, general and administrative expenses	19,972	17,052	15,118	14,395	17,073
営業利益	Operating income	5,918	4,396	182	3,044	4,528
営業外収益	Non-operating income	2,341	2,119	2,606	2,374	1,781
営業外費用	Non-operating expenses	2,386	2,217	1,698	1,637	1,503
経常利益	Ordinary income	5,874	4,298	1,090	3,781	4,806
特別利益	Extraordinary gains	1,388	51	—	36	485
特別損失	Extraordinary losses	6,405	1,250	1,947	1,223	153
税引前当期純利益(△純損失)	Net income (△loss) before income taxes	857	3,099	△857	2,594	5,137
法人税、住民税及び事業税	Current income taxes	50	48	64	57	76
法人税等調整額	Deferred income taxes	504	1,548	3,477	△590	1,671
法人税等合計	Total income taxes	554	1,597	3,541	△532	1,748
当期純利益(△純損失)	Net income (△loss)	303	1,502	△4,398	3,127	3,389