

Translation

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Summary of Consolidated Financial Results for the Year Ended March 31, 2014 (Based on Japanese GAAP)

May 14, 2014

Company name: YUASA TRADING CO.,LTD.
 Stock exchange listing: Tokyo
 Stock code: 8074 URL <http://www.yuasa.co.jp>
 Representative: Representative Director, President & CEO Etsuro Sato
 Inquiries: Managing Director Akio Miyazaki TEL (03)3665-6761
 Scheduled date of ordinary general meeting of shareholders: June 27, 2014
 Scheduled date to file Securities Report: June 27, 2014
 Scheduled date to commence dividend payments: June 6, 2014
 Preparation of supplementary material on financial results: Yes
 Holding of financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the year ended March 31, 2014 (from April 1, 2013 to March 31, 2014)

(1) Consolidated financial results

Percentages indicate year-on-year changes

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Year ended March 31, 2014	442,213	10.5	9,517	30.2	9,781	25.0	5,481	3.9
Year ended March 31, 2013	400,252	0.9	7,310	10.2	7,827	16.6	5,276	25.5

	Net income per share	Diluted net income per share	Net income/equity	Ordinary income/total assets	Operating income/net sales
	Yen	Yen	%	%	%
Year ended March 31, 2014	25.07	24.69	13.4	4.9	2.2
Year ended March 31, 2013	24.21	23.90	14.9	4.0	1.8

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2014	205,669	45,287	21.5	201.71
As of March 31, 2013	196,740	38,669	19.2	172.81

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Year ended March 31, 2014	9,407	(880)	(11,782)	26,470
Year ended March 31, 2013	5,729	(3,329)	(4,323)	28,696

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Dividend payout ratio (Consolidated)	Ratio of dividends to net assets (Consolidated)
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Year ended March 31, 2013	–	2.00	–	4.00	6.00	1,308	24.8	3.7
Year ended March 31, 2014	–	3.00	–	3.00	6.00	1,313	23.9	3.2
Year ending March 31, 2015 (Forecast)	–	3.00	–	40.00	–		26.9	

3. Forecast of consolidated financial results for the year ending March 31, 2015 (from April 1, 2014 to March 31, 2015)

Percentages indicate year-on-year changes

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2014	215,000	9.7	3,900	13.6	4,100	16.9	2,150	4.8	9.80
Full year	458,000	3.6	9,600	0.9	10,000	2.2	5,700	4.0	259.81

4. Notes

(1) Changes in significant subsidiaries during the year ended March 31, 2014

(changes in specified subsidiaries resulting in the change in scope of consolidation): No

(2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements

Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

Changes in accounting policies due to other reasons: No

Changes in accounting estimates: No

Restatement of prior period financial statements after error corrections: No

(3) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2014	231,558,826 shares	As of March 31, 2013	231,558,826 shares
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Number of treasury shares at the end of the period

As of March 31, 2014	12,494,434 shares	As of March 31, 2013	13,355,032 shares
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Average number of shares during the period

Year ended March 31, 2014	218,654,923 shares	Year ended March 31, 2013	217,954,909 shares
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Consolidated financial statements
Consolidated balance sheets

(Millions of yen)

	As of March 31, 2013	As of March 31, 2014
Assets		
Current assets		
Cash and deposits	28,911	26,690
Notes and accounts receivable - trade	109,717	121,553
Inventories	14,018	13,963
Deferred tax assets	2,939	2,116
Other	4,336	3,425
Allowance for doubtful accounts	(282)	(243)
Total current assets	159,640	167,507
Non-current assets		
Property, plant and equipment		
Fixed assets for rent	1,551	1,529
Accumulated depreciation	(1,269)	(1,340)
Fixed assets for rent, net	281	188
Buildings and structures	8,947	8,916
Accumulated depreciation	(4,693)	(4,906)
Buildings and structures, net	4,254	4,010
Machinery and equipment	789	714
Accumulated depreciation	(406)	(353)
Machinery and equipment, net	383	360
Tools, furniture and fixtures	1,522	1,705
Accumulated depreciation	(1,168)	(1,347)
Tools, furniture and fixtures, net	354	358
Land	11,683	11,575
Leased assets	1,879	1,988
Accumulated depreciation	(646)	(639)
Leased assets, net	1,232	1,348
Construction in progress	-	171
Total property, plant and equipment	18,190	18,013
Intangible assets		
Goodwill	8	14
Other	4,060	4,880
Total intangible assets	4,069	4,894
Investments and other assets		
Investment securities	7,587	8,659
Long term a money claim	2,770	2,358
Net defined benefit asset	-	1,617
Deferred tax assets	1,723	-
Other	3,898	3,564
Allowance for doubtful accounts	(1,140)	(945)
Total investments and other assets	14,840	15,254
Total non-current assets	37,099	38,162
Total assets	196,740	205,669

(Millions of yen)

	As of March 31, 2013	As of March 31, 2014
Liabilities		
Current liabilities		
Notes and accounts payable - trade	116,176	126,233
Short-term loans payable	27,417	19,346
Lease obligations	336	283
Income taxes payable	540	819
Provision for bonuses	1,285	1,396
Provision for directors' bonuses	38	67
Other	4,059	4,506
Total current liabilities	149,854	152,652
Non-current liabilities		
Long-term loans payable	4,940	2,950
Lease obligations	942	1,097
Deferred tax liabilities	-	1,170
Provision for retirement benefits	336	-
Provision for directors' retirement benefits	41	46
Net defined benefit liability	-	382
Other	1,956	2,083
Total non-current liabilities	8,216	7,729
Total liabilities	158,070	160,382
Net assets		
Shareholders' equity		
Capital stock	20,644	20,644
Capital surplus	6,789	6,853
Retained earnings	11,617	15,839
Treasury shares	(1,580)	(1,479)
Total shareholders' equity	37,470	41,857
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	652	1,825
Deferred gains or losses on hedges	(32)	6
Foreign currency translation adjustment	(382)	(142)
Remeasurements of defined benefit plans	-	640
Total accumulated other comprehensive income	237	2,330
Subscription rights to shares	335	413
Minority interests	625	686
Total net assets	38,669	45,287
Total liabilities and net assets	196,740	205,669

Consolidated statements of income and consolidated statements of comprehensive income
Consolidated statements of income

(Millions of yen)

	Fiscal year ended March 31, 2013	Fiscal year ended March 31, 2014
Net sales	400,252	442,213
Cost of sales	365,671	404,906
Gross profit	34,580	37,306
Selling, general and administrative expenses	27,269	27,789
Operating income	7,310	9,517
Non-operating income		
Interest income	1,263	1,265
Dividend income	220	147
Other	380	241
Total non-operating income	1,864	1,654
Non-operating expenses		
Interest expenses	1,088	1,091
Other	259	298
Total non-operating expenses	1,348	1,390
Ordinary income	7,827	9,781
Extraordinary income		
Gain on sales of non-current assets	3	5
Gain on sales of investment securities	157	54
Total extraordinary income	160	59
Extraordinary losses		
Loss on sales of non-current assets	0	-
Loss on retirement of non-current assets	63	5
Impairment loss	-	207
Loss on valuation of investment securities	695	-
Loss on dispose of subsidiaries and affiliates	44	-
Loss on liquidation of business	294	-
Other	46	-
Total extraordinary losses	1,144	212
Income before income taxes and minority interests	6,842	9,628
Income taxes - current	941	1,301
Income taxes - deferred	547	2,766
Total income taxes	1,489	4,067
Income before minority interests	5,353	5,560
Minority interests in income	77	78
Net income	5,276	5,481

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

	Fiscal year ended March 31, 2013	Fiscal year ended March 31, 2014
Income before minority interests	5,353	5,560
Other comprehensive income		
Valuation difference on available-for-sale securities	708	1,176
Deferred gains or losses on hedges	(38)	39
Foreign currency translation adjustment	171	317
Total other comprehensive income	841	1,532
Comprehensive income	6,195	7,092
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	6,110	7,009
Comprehensive income attributable to minority interests	84	83

Consolidated statements of changes in net assets

Fiscal year ended March 31, 2013

(Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	20,644	6,777	7,855	(1,691)	33,586
Changes of items during period					
Change of scope of consolidation			8		8
Dividends of surplus			(1,522)		(1,522)
Net income			5,276		5,276
Purchase of treasury shares				(3)	(3)
Disposal of treasury shares		11		114	125
Net changes of items other than shareholders' equity					
Total changes of items during period	-	11	3,762	110	3,884
Balance at end of current period	20,644	6,789	11,617	(1,580)	37,470

	Accumulated other comprehensive income					Subscription rights to shares	Minority interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of current period	(52)	5	(536)	-	(582)	275	542	33,821
Changes of items during period								
Change of scope of consolidation								8
Dividends of surplus								(1,522)
Net income								5,276
Purchase of treasury shares								(3)
Disposal of treasury shares								125
Net changes of items other than shareholders' equity	704	(38)	154	-	820	60	82	963
Total changes of items during period	704	(38)	154	-	820	60	82	4,847
Balance at end of current period	652	(32)	(382)	-	237	335	625	38,669

Fiscal year ended March 31, 2014

(Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of current period	20,644	6,789	11,617	(1,580)	37,470
Changes of items during period					
Change of scope of consolidation			271		271
Dividends of surplus			(1,531)		(1,531)
Net income			5,481		5,481
Purchase of treasury shares				(3)	(3)
Disposal of treasury shares		64		103	168
Net changes of items other than shareholders' equity					
Total changes of items during period	-	64	4,221	100	4,386
Balance at end of current period	20,644	6,853	15,839	(1,479)	41,857

	Accumulated other comprehensive income					Subscription rights to shares	Minority interests	Total net assets
	Valuation difference on available-for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of current period	652	(32)	(382)	-	237	335	625	38,669
Changes of items during period								
Change of scope of consolidation								271
Dividends of surplus								(1,531)
Net income								5,481
Purchase of treasury shares								(3)
Disposal of treasury shares								168
Net changes of items other than shareholders' equity	1,172	39	239	640	2,092	78	61	2,231
Total changes of items during period	1,172	39	239	640	2,092	78	61	6,617
Balance at end of current period	1,825	6	(142)	640	2,330	413	686	45,287

Consolidated statements of cash flows

(Millions of yen)

	Fiscal year ended March 31, 2013	Fiscal year ended March 31, 2014
Cash flows from operating activities		
Income before income taxes and minority interests	6,842	9,628
Depreciation	1,297	1,101
Amortization of goodwill	5	7
Impairment loss	-	207
Loss (gain) on sales of non-current assets	(3)	(5)
Loss on retirement of non-current assets	63	5
Loss (gain) on valuation of investment securities	695	-
Loss (gain) on sales of investment securities	(157)	(54)
Loss on dispose of subsidiaries and affiliates	44	-
Loss on liquidation of business	294	-
Other extraordinary loss (income)	46	-
Increase (decrease) in provision for retirement benefits	(19)	(336)
Increase (decrease) in net defined benefit asset	-	(1,617)
Increase (decrease) in net defined benefit liability	-	382
Increase (decrease) in allowance for doubtful accounts	(1,893)	(235)
Increase (decrease) in provision for bonuses	143	106
Increase (decrease) in provision for directors' bonuses	13	29
Interest and dividend income	(1,484)	(1,413)
Interest expenses	1,088	1,091
Foreign exchange losses (gains)	(1)	(0)
Decrease (increase) in notes and accounts receivable - trade	(1,823)	(11,235)
Decrease (increase) in inventories	199	371
Increase (decrease) in notes and accounts payable - trade	(2,009)	9,283
Decrease (increase) in long term a money claim	1,504	412
Other, net	1,602	2,195
Subtotal	6,449	9,926
Interest and dividend income received	1,484	1,413
Interest expenses paid	(1,088)	(1,093)
Income taxes paid	(1,117)	(839)
Net cash provided by (used in) operating activities	5,729	9,407

(Millions of yen)

	Fiscal year ended March 31, 2013	Fiscal year ended March 31, 2014
Cash flows from investing activities		
Payments into time deposits	(469)	(452)
Proceeds from withdrawal of time deposits	474	474
Purchase of property, plant and equipment	(1,854)	(488)
Proceeds from sales of property, plant and equipment	9	103
Purchase of investment securities	(313)	(443)
Proceeds from sales of investment securities	601	731
Payments of loans receivable	(0)	-
Collection of loans receivable	47	45
Other, net	(1,823)	(850)
Net cash provided by (used in) investing activities	(3,329)	(880)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	(1,003)	(8,126)
Proceeds from long-term loans payable	550	-
Repayments of long-term loans payable	(2,154)	(1,994)
Repayments of lease obligations	(281)	(287)
Purchase of treasury shares	(3)	(3)
Proceeds from sales of treasury shares	91	160
Cash dividends paid	(1,522)	(1,528)
Other, net	(0)	(3)
Net cash provided by (used in) financing activities	(4,323)	(11,782)
Effect of exchange rate change on cash and cash equivalents	111	205
Net increase (decrease) in cash and cash equivalents	(1,812)	(3,050)
Cash and cash equivalents at beginning of period	30,447	28,696
Increase in cash and cash equivalents from newly consolidated subsidiary	61	824
Cash and cash equivalents at end of period	28,696	26,470