## Summary of Consolidated Financial Statements for the Third Quarter of the Fiscal Year Ending March 31, 2005

February 1, 2005
These financial statements have been prepared for reference only in accordance with accounting principles and practices generally accepted in Japan.

## FANCL CORPORATION

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## 1. Preparation of Summary of Quarterly Results

(1) Use of simplified accounting method: Yes (Details)
Method of depreciation of fixed assets:
(1) Tangible fixed assets
Quarterly portion of estimated amount for the year
(2) Intangible fixed assets Quarterly portion of estimated amount for the year
Standard for stating income taxes: Calculated using the estimated annual tax rate based on the effective statutory tax rate.

Simplified procedures are used for amounts with an immaterial effect.
(2) Changes in account method used in most recent consolidated fiscal year: None
(3) Changes in scope of consolidation and application of equity method: None
2. Results for the Third Quarter of Fiscal 2005 (April 1, 2004 to December 31, 2004)
(1) Sales and Income

|  | Net sales <br> $(¥$ million) | Year-on- <br> year change <br> $(\%)$ | Operating <br> income <br> $(¥$ million) | Year-on-year <br> change (\%) | Ordinary <br> income <br> (¥ million) | Year-on-year <br> change (\%) |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Nine months ended 12/04 | 66,251 | 3.3 | 3,783 | $(53.5)$ | 3,979 | $(52.6)$ |
| Nine months ended 12/03 | 64,107 | $(6.5)$ | 8,130 | $(14.5)$ | 8,388 | $(16.2)$ |
| (Ref.) Year ended 3/04 | 84,956 |  | 7,769 |  | 7,686 |  |


|  | Net income <br> (¥ million) | Year-on-year <br> change (\%) | Earnings <br> per share ( $¥$ ) | Earnings per share <br> (diluted) ( $¥$ ) |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended 12/04 | 1,434 | $(64.6)$ | 67.40 | - |
| Nine months ended 12/03 | 4,057 | $(27.3)$ | 183.80 | - |
| (Ref.) Year ended 3/04 | 3,387 |  | 154.57 | - |

Note: Year-on-year change for net sales, operating income, ordinary income and net income is the change from the third quarter period of the previous year.

## Operating Results (Quarterly Summary)

Economic conditions in Japan during the third quarter remained uncertain due to factors including an incomplete recovery in consumer spending, despite a recovery trend supported by growth in exports, improved corporate profits and a an increase in private capital investment.

In the cosmetics industry, the market as a whole was flat despite strong performance of sunscreen and beauty lotion.
In the nutritional supplements industry, the market continued to expand amid rising health consciousness, and competition intensified substantially with the entrance of new market participants.

Amid this business environment, FANCL invested a total of $¥ 15,995$ million, a $¥ 4,244$ million increase compared with the same period in the previous year, in advertising and promotion, and actively reformed stores and opened new stores, in line with the FANCL Change and Challenge Plan, a three year medium-term management plan.

Consequently, although net sales for the third quarter increased 3.3 percent compared with the same period in the previous year to $¥ 66,251$ million, operating income decreased 53.5 percent compared with the same period in the previous year to $¥ 3,783$ million, the operating income ratio decreased by 7.0 percentage points to 5.7 percent, ordinary income decreased 52.6 percent compared with the same period in the previous year to $¥ 3,979$ million, and the ordinary income margin decreased 7.1 percentage points to 6.0 percent.

Net income for the nine months ended December 31, 2004 decreased 64.6 percent compared with the same period in the previous year to $¥ 1,434$ million and the ratio of net income to net sales decreased 4.2 percentage points to 2.1 percent, due to factors including a loss on cancellation of lease recorded in the course of changing to a new production method for Hatsuga Genmai.
(2) Financial Position

|  | Total assets <br> $(\not ¥$ million) | Shareholders’ equity <br> (¥ million) | Shareholders’ <br> equity/total assets (\%) | Shareholders’ equity <br> per share (¥) |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended 12/04 | 78,245 | 65,931 | 84.3 | $3,098.15$ |
| Nine months ended $12 / 03$ | 80,636 | 67,491 | 83.7 | $3,112.54$ |
| (Ref.) Year ended $3 / 04$ | 78,479 | 65,613 | 83.6 | $3,082.42$ |

(3) Cash Flows

|  | Net cash provided by <br> operating activities <br> $(¥$ million) | Net cash used in <br> investing activities <br> $(\not ¥$ million) | Net cash used in <br> financing activities <br> $(\not ¥$ million) | Cash and cash <br> equivalents at end of <br> period (¥ million) |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended 12/04 | 1,198 | $(1,617)$ | $(1,027)$ | 22,120 |
| Nine months ended $12 / 03$ | 4,158 | $(3,231)$ | $(3,159)$ | 24,133 |
| (Ref.) Year ended 3/04 | 5,861 | $(4,118)$ | $(4,532)$ | 23,561 |

## Qualitative Information Concerning Changes to the Financial Conditions

Cash and cash equivalents ("net cash") at the end of the third quarter decreased $¥ 1,441$ million from the end of the previous year to $¥ 22,120$ million. Cash flows and factors are as appear below.
(Cash flows fromoperating activities)
Net cash used in operating activities amounted to $¥ 1,198$ million, due to factors including $¥ 3,531$ million in income before income taxes, $¥ 1,815$ million in depreciation and amortization, $¥ 708$ million in increased inventory, and $¥ 1,520$ million income taxes paid.
(Cash flows frominvesting activities)
Net cash used in investing activities totaled $¥ 1,617$ million, due primarily to $¥ 1,115$ million in payment for shop renewals . (Cash flows fromfinancing activities)
Net cash used in financing activities was $¥ 1,027$ million, due primarily to cash dividends paid.

Supplementary Materials
(Summary) Third Quarter Consolidated Balance Sheets, (Summary) Third Quarter Consolidated Statements of Income

## [Reference]

Projected consolidated results for the year ending March 31, 2005(A pril 1, 2004 to March 31, 2005)

|  | Net sales (¥ million) | Ordinary income (¥ million) | Net income (¥ million) |
| :--- | :---: | :---: | :---: |
| Year ending $3 / 05$ | 88,000 | 5,200 | 1,700 |

Reference: Estimated earnings per share (full year): $¥ 79.88$

Note: The above projections were made based on information available to the Company at the time of publication of these materials. Actual results may differ depending on a number of factors including but not limited to economic conditions.

Qualitative information in these projections:
Results were generally in line with projections, and there are at present no revisions to the projections announced on October 29, 2004.

1. (Summary) Third Quarter Consolidated Balance Sheets
(Millions of yen)


| (LIABILITES) |  | \% |  | \% |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I Current liabilities: |  |  |  |  |  |  |
| Notes and accounts payable | 3,725 |  | 3,823 |  | 3,172 |  |
| Accrues liabilities | 3,080 |  | 2,851 |  | 4,273 |  |
| Accued income taxes | 1,278 |  | 1,631 |  | 1,105 |  |
| Others | 1,513 |  | 1,995 |  | 1,471 |  |
| Total current liabilities | 9,598 | 12.2 | 10,301 | 12.8 | 10,022 | 12.8 |
| II Long-term Liabilities: |  |  |  |  |  |  |
| Allowance for retirement bonuses | 1,120 |  | 1,175 |  | 1,196 |  |
| Allowance for directors' retirement | 1,108 |  | 1,183 |  | 1,210 |  |
| bonuses |  |  |  |  |  |  |
| Others | 485 |  | 484 |  | 437 |  |
| Total long-term liablities | 2,714 | 3.5 | 2,843 | 3.5 | 2,843 | 3.6 |
| Total liabilities | 12,313 | 15.7 | 13,145 | 16.3 | 12,866 | 16.4 |
| (SHAREHOLDERS' EQUITY) |  |  |  |  |  |  |
| I Common stock | 10,795 | 13.8 | 10,795 | 13.4 | 10,795 | 13.7 |
| II Capital reserve | 11,706 | 15.0 | 11,706 | 14.5 | 11,706 | 14.9 |
| III Retained earnings | 50,897 | 65.1 | 51,198 | 63.5 | 50,528 | 64.4 |
| IV Net unrealized holding gain on other securities | 22 | 0.0 | 18 | 0.0 | 54 | 0.1 |
| $\begin{array}{\|ll} \text { v } & \begin{array}{l} \text { Foreign currency translation } \\ \text { adjustment } \end{array} \end{array}$ | (4) | (0.0) | (20) | (0.0) | (4) | (0.0) |
| VI Treasury stock | $(7,484)$ | (9.6) | $(6,205)$ | (7.7) | $(7,466)$ | (9.5) |
| Total shareholders' equity | 65,931 | 84.3 | 67,491 | 83.7 | 65,613 | 83.6 |
| Total liabilities and shareholders' equity | 78,245 | 100.0 | 80,636 | 100.0 | 78,479 | 100.0 |

[^0]2. (Summary) Third Quarter Consolidated Statements of Income

| Item | (Millions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2004 |  | Nine months ended December 31, 2003 |  | Year ended March 31, 2004 |  |
|  | Amount | Percentage of Total | Amount | Percentage of Total | Amount | Percentage of Total |
| Net sales | 66,251 | $\%$ 100.0 | 64,107 | \% 100.0 | 84,956 | \% |
| Cost of sales | 22,643 | 34.2 | 22,048 | 34.4 | 29,260 | 34.4 |
| Gross profit | 43,607 | 65.8 | 42,058 | 65.6 | 55,696 | 65.6 |
| Selling, general and administrative expenses | 39,824 | 60.1 | 33,928 | 52.9 | 47,926 | 56.4 |
| Operating income | 3,783 | 5.7 | 8,130 | 12.7 | 7,769 | 9.1 |
| Non-operating income | 546 | 0.8 | 600 | 0.9 | 701 | 0.8 |
| Interest and dividend income | 34 |  | 33 |  | 40 |  |
| Other non-operating income | 512 |  | 567 |  | 661 |  |
| Non-operating expenses | 350 | 0.5 | 342 | 0.5 | 784 | 0.9 |
| Interest expense | - |  | 2 |  | 2 |  |
| Other non-operating expenses | 350 |  | 339 |  | 781 |  |
| Ordinary income | 3,979 | 6.0 | 8,388 | 13.1 | 7,686 | 9.0 |
| Extraordinary Income | 57 | 0.1 | 0 | 0.0 | 0 | 0.0 |
| Extraordinary expenses | 505 | 0.8 | 1,227 | 1.9 | 1,472 | 1.7 |
| Loss on disposal of fixed assets | 204 |  | 95 |  | 340 |  |
| Special service bonuses for directors | 18 |  | 176 |  | 176 |  |
| Transfer of reserve for retirement allowances for directors | - |  | 858 |  | 858 |  |
| Other extraordinary expenses | 282 |  | 97 |  | 97 |  |
| Income before income taxes | 3,531 | 5.3 | 7,161 | 11.2 | 6,213 | 7.3 |
| Tax expenses | 2,096 | 3.2 | 3,104 | 4.9 | 2,826 | 3.3 |
| Net income | 1,434 | 2.1 | 4,057 | 6.3 | 3,387 | 4.0 |

[^1]
## 3. (Summary) Third Quarter Consolidated Statements of Cash Flows

| (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: |
| Item | Nine months ended December 31, 2004 | Nine months ended December 31, 2003 | Year ended March 31, 2004 |
| I Cash flows from operating activities: |  |  |  |
| Income before income taxes | 3,531 | 7,161 | 6,213 |
| Depreciation and amortization | 1,815 | 1,857 | 2,556 |
| Increase(decrease)in allowance for bonuses | (289) | (276) | (60) |
| Increase(decrease) in allowance for | (75) | 56 | 77 |
| retirement benefits |  |  |  |
| Interest and dividend income | (34) | (33) | (40) |
| Gain on sale of marketable securities | (57) |  |  |
| Loss on disposal of tangible fixed assets | 121 | 94 | 157 |
| Decrease (increase) in trade receivables | $(1,710)$ | $(1,281)$ | 406 |
| Decrease (increase) in inventories | (708) | (271) | (369) |
| Decrease (increase) in other current assets | (218) | (430) | (228) |
| Increase (decrease) in trade payables | 553 | 532 | (168) |
| Increase (decrease) in other current liabilities | (859) | 22 | 811 |
| Others | (67) | 768 | 859 |
| Subtotal | 2,000 | 8,200 | 10,216 |
| Interest and dividends received | 39 | 22 | 37 |
| Income taxes paid | $(1,520)$ | $(4,565)$ | $(4,954)$ |
| Others | 679 | 500 | 561 |
| Net cash provided by (used in) operating activities | 1,198 | 4,158 | 5,861 |
| II Cash flows from investing activities: |  |  |  |
| Payment for purchase of tangible fixed assets | $(1,115)$ | $(2,473)$ | $(3,341)$ |
| Payment for purchase of intangible fixed assets | (163) | (571) | (584) |
| Proceeds form sales of investment securities | 115 | 2 | 2 |
| Payment for purchase of other investments | (542) | (267) | (379) |
| Others | 88 | 78 | 184 |
| Net cash used in investing activities | $(1,617)$ | $(3,231)$ | $(4,118)$ |
| III Cash flows from financing activities |  |  |  |
| Repayment of long-term debt |  | (287) | (350) |
| Payment for purchase of treasury stock | (20) | $(2,037)$ | $(3,297)$ |
| Proceeds from sales of treasury stock | 1 |  |  |
| Cash dividends paid | $(1,008)$ | (834) | (884) |
| Net cash used in financing activities | $(1,027)$ | $(3,159)$ | $(4,532)$ |
| IV Effect of exchange rate changes on cash and cash equivqlents | 5 | (4) | (20) |
| V Net increase in cash and cash equivalents | $(1,441)$ | $(2,236)$ | $(2,808)$ |
| VI Cash and cash equivqlents at beginning of period | 23,561 | 26,370 | 26,370 |
| VII Cash and cash equivalents at end of period | 22,120 | 24,133 | 23,561 |

Note: Figures below $¥ 1$ milllion have been truncates.

## 4. Segment Information

## Business Segments

Nine months ended 12/04
(Millions of yen)

|  | Cosmetics <br> Business | Nutritional <br> Supplements <br> Business | Other <br> Businesses | Total | Eliminations <br> or <br> Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Sales <br> $(1)$ <br> Sales to external <br> customers <br> $(2)$ <br> Intersegment sales or <br> transfers | 28,028 | 23,157 | 15,064 | 66,251 | - | 66,251 |
| Total sales |  | - | - | - | - | - |
| Operationg expenses | 28,028 | 23,157 | 15,064 | 66,251 | - | 66,251 |
| Operating income(loss) | 24,403 | 19,887 | 16,608 | 60,899 | 1,567 | 62,467 |

Nine months ended 12/03
(Millions of yen)

|  | Cosmetics <br> Business | Nutritional Supplements Business | Other <br> Businesses | Total | Eliminations <br> or <br> Corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales: <br> (1) Sales to external customers | 26,343 | 22,150 | 15,613 | 64,107 | - | 64,107 |
| (2) Intersegment sales or transfers | - | - | - | - | - | - |
| Total sales | 26,343 | 22,150 | 15,613 | 64,107 | - | 64,107 |
| Operating expenses | 20,393 | 17,790 | 16,209 | 54,394 | 1,582 | 55,976 |
| Operating income(loss) | 5,950 | 4,359 | (596) | 9,713 | $(1,582)$ | 8,130 |

## Information by Segment

## 1) Cosmetics Business

In FANCL cosmetics, FANCL developed products focused on functionality in order to revitalize the skincare product line, and implemented renewals of Mild Cleansing Oil on August 20, 2004, and the core FENATTY skin care series on September 21, 2004. In ATTENIR cosmetics, ATTENIR renewed makeup and other products, and launched Night White $C C$, an advanced beauty lotion.

## Sales

In the Cosmetics Business, sales increased $6.4 \%$ compared with the same period of the previous year to $¥ 28,028$ million.

|  | Nine months ended $12 / 04$ |  | Nine months ended $12 / 03$ |  | $\%$ change |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\%$ of total | Amount | $\%$ of total |  |
| FANCL cosmetics | $¥ 20,946$ million | 74.7 | $¥ 19,906$ million | 75.6 | 5.2 |
| ATTENIR cosmetics | $¥ 6,901$ million | 24.6 | $¥ 6,109$ million | 23.2 | 13.0 |
| Other | $¥ 180$ million | 0.7 | $¥ 327$ million | 1.2 | $(45.0)$ |
| Total | $¥ 28,028$ million | 100.0 | $¥ 26,343$ million | 100.0 | 6.4 |


|  | Nine months ended $12 / 04$ |  | Nine months ended $12 / 03$ |  | $\%$ change |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\%$ of total | Amount | $\%$ of total |  |
| Mail-order sales | $¥ 17,417$ million | 62.1 | $¥ 16,571$ million | 62.9 | 5.1 |
| Retail store sales | $¥ 8,565$ million | 30.6 | $¥ 8,024$ million | 30.5 | 6.7 |
| Other | $¥ 2,045$ million | 7.3 | $¥ 1,748$ million | 6.6 | 17.0 |
| Total | $¥ 28,028$ million | 100.0 | $¥ 26,343$ million | 100.0 | 6.4 |

Mail-order sales were $¥ 17,417$ million, an increase of $5.1 \%$ compared with the same period in the previous year.
For FANCL cosmetics, sales of products including FENATTY and Mild Cleansing Oil increased as a result of renewals and sales of limited-edition seasonal products were favorable, resulting in an overall 1.6 increase in sales compared with the same period of the previous year to $¥ 11,006$ million.

Sales of ATTENIR cosmetics increased 11.8 percent compared with the same period in the previous year to $¥ 6,408$ million, as the number of customers reached a record high (as of December 31, 2004) due to effective advertising and promotional activities, and the effects of new products and renewals.

Retail store sales increased 6.7 percent compared with the same period in the previous year to $¥ 8,565$ million. Sales at existing stores increased after a decline due to strengthened store staff education, reformed operations, renovated stores and other factors including the effect of opening new stores. As of December 31, 2004, the number of FANCL House shops (including two franchise stores) was 107 (with four openings, one closure and ten changes to FANCL House J shops during the period); the number of FANCL House J shops (former FANCL Style shops) was 29 (with nine openings and ten changes from FANCL House shops during the period); the number of ATTENIR shops was eight (with two openings during the period); and the number of other shops was one (no openings or closures during the period).

In other sales channels, sales increased 17.0 percent compared with the same period in the previous year to $¥ 2,045$ million, as exports to Hong Kong and other overseas sales increased.

## Operating income

Operating income decreased 39.1 percent compared with the same period in the previous year to $¥ 3,625$ million and the operating income ratio decreased 9.7 percentage points to 12.9 percent, due to an increase in the cost of sales ratio brought on by the start of operations at the Shiga Factory and increased store staff, and as a result of aggressive investment in advertising and promotion conducted with the product renewals.

## 2) Nutritional Supplements Business

FANCL launched improved versions of four mineral products containing the new compound TWINTOSE, jointly developed with Hokkaido University and Nippon Beet Sugar Manufacturing Co., Ltd., on April 21, 2004 and May 21, 2004.

## Sales

In the Nutritional Supplements Business, sales increased $4.5 \%$ compared with the same period of the previous year to $¥ 23,157$ million.

|  | Nine months ended $12 / 04$ |  | Nine months ended $12 / 03$ |  | $\%$ change |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Amount | $\%$ of total | Amount | $\%$ of total |  |
| Mail-order sales | $¥ 12,364$ million | 53.4 | $¥ 12,281$ million | 55.5 | 0.7 |
| Retail store sales | $¥ 5,309$ million | 22.9 | $¥ 4,413$ million | 19.9 | 20.3 |
| Other | $¥ 5,483$ million | 23.7 | $¥ 5,455$ million | 24.6 | 0.5 |
| Total | $¥ 23,157$ million | 100.0 | $¥ 22,150$ million | 100.0 | 4.5 |

Mail-order sales increased 0.7 percent compared with the same period in the previous year to $¥ 12,364$ million. Coenzyme Q10 achieved record-high sales due to the effect of lower prices and features on health information television programs. Sales of minerals containing the compound TWINTOSE were also strong.

Retail store sales increased 20.3 percent compared with the same period in the previous year to $¥ 5,309$ million, due to favorable sales, particularly of cosmetics, at FANCL House shops, and the increase in the number of FANCL House J shops which have greater sales of nutritional supplements compared to FANCL House shops. As of December 31, 2004, the number of Genki Station shops was nine (no openings or closures during the period) and the number of other shops was two (no openings or closures during the period).

In other sales channels, sales increased 0.5 percent compared with the same period in the previous year to $¥ 5,483$ million, as exports to Hong Kong and other overseas sales increased, offsetting stagnant sales to convenience stores.

## Operating income

Operating income decreased 25.0 percent compared with the same period in the previous year to $¥ 3,269$ million, and the operating income ratio decreased 5.6 percentage points to 14.1 percent, despite improved cost of sales ratio related to revised cost of raw materials, due to aggressive investment in advertising to extend recognition of the compound TWINTOSE.

## 3) Other Businesses

## Sales

In Other Businesses, sales decreased 3.5 percent compared with the same period of the previous year to $¥ 15,064$ million.

|  | Nine months ended $12 / 03$ | Nine months ended 12/03 | \% change |
| :--- | :---: | :---: | :---: |
| Hatsuga Genmai Business | $¥ 3,945$ million | $¥ 4,203$ million | $(6.1)$ |
| Kale juice Business | $¥ 2,613$ million | $¥ 2,470$ million | 5.8 |
| IIMONO OHKOKU mail- <br> order business | $¥ 5,447$ million | $¥ 6,284$ million | $(13.3)$ |
| Other | $¥ 3,057$ million | $¥ 2,654$ million | 15.2 |
| Total | $¥ 15,064$ million | $¥ 15,613$ million | $(3.5)$ |

In the Hatsuga Genmai Business, sales were below the level of the same period of the previous year, due to a decline in the number of mail-order sales customers, despite the start of store and mail-order sales of Hatsuga Mai, manufactured through a new production process for improved taste, smell and texture, on June 18, 2004 and the start of its OEM supply from the beginning of September 2004.

In the Kale Juice Business, sales increased over the level of the same period of the previous year, as sales of powdered-type containing the TWINTOSE compound, launched on July 21, 2004, were favorable.

Mail-order sales of IIMONO OHKOKU Co., Ltd., formerly NGC Co., Ltd., decreased over the same period of the previous year, as sales through the main catalog, which was significantly revised, were sluggish as were sales of seasonal products.

In Other Businesses, sales increased over the same period of the previous year, as sales of Kaiteki Hadagi comfort undergarments and household sundries were strong.

## Operating income

Despite a recovery trend in the second half of the year, losses increased in IIMONO OHKOKU Co., Ltd. and all other businesses. Consequently, operating loss increased $¥ 947$ million compared with the same period of the previous year to $¥ 1,544$ million.
(Summary) Third Quarter Nonconsolidated Balance Sheets
(Millions of yen)


| (LIABILITES) |  | \% |  | \% |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current liabilities:Notes and accounts payableAccrues liabilitiesAccued income taxesOthersTotal current liabilities |  |  |  |  |  |  |
|  | 2,483 | 10.9 | 2,419 | 11.3 | 2,371 | 12.0 |
|  | 2,734 |  | 2,470 |  | 3,627 |  |
|  | 712 |  | 943 |  | 760 |  |
|  | 1,146 |  | 1,803 |  | 1,181 |  |
|  | 7,076 |  | 7,636 |  | 7,940 |  |
| II Long-term Liabilities: |  | $\begin{array}{r} 3.2 \\ 14.0 \end{array}$ |  | $\begin{gathered} 3.1 \\ 14.4 \end{gathered}$ |  | $\begin{array}{r} 3.2 \\ 15.2 \end{array}$ |
| Allowance for retirement bonuses | 875 |  | 778 |  | 804 |  |
| Allowance for directors' retirement bonuses | 1,108 |  | 1,183 |  | 1,210 |  |
| Others | 79 |  | 125 |  | 78 |  |
| Total long-term liablities | 2,063 |  | 2,086 |  | 2,093 |  |
| Total liabilities | 9,139 |  | 9,723 |  | 10,034 |  |
| SHAREHOLDERS' EQUITY |  |  |  |  |  |  |
| Common stock | 10,795 | 16.6 | 10,795 | 16.1 | 10,795 | 16.4 |
| II Capital reserve | 11,706 | 18.0 | 11,706 | 17.4 | 11,706 | 17.8 |
| III Retained earnings | 41,035 | 62.9 | 41,281 | 61.3 | 40,802 | 61.9 |
| IV Net unrealized holding gain on other securities | 21 | 0.0 | 13 | 0.0 | 28 | 0.0 |
| V Treasury stock | $(7,484)$ | (11.5) | $(6,205)$ | (9.2) | $(7,466)$ | (11.3) |
| Total shareholders' equity | 56,073 | 86.0 | 57,590 | 85.6 | 55,865 | 84.8 |
| Total liabilities and shareholders' equity | 65,213 | 100.0 | 67,313 | 100.0 | 65,900 | 100.0 |

Note: Figures below $¥ 1$ million have been truncated.
(Summary) Third Quarter Nonconsolidated Statements of Income
(Millions of yen)

| Item | Nine months ended December 31, 2004 |  | Nine months ended December 31, 2003 |  | Year ended March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Percentage of Total | Amount | Percentage of Total | Amount | Percentage of Total |
| Net sales Cost of sales | $\begin{aligned} & 52,021 \\ & 18,226 \end{aligned}$ | $\%$ 100.0 35.0 | $\begin{aligned} & 50,319 \\ & 18,150 \end{aligned}$ | \% 100.0 36.1 | $\begin{aligned} & 66,448 \\ & 23,850 \end{aligned}$ | $\%$ 100.0 35.9 |
| Gross profit | 33,794 | 65.0 | 32,169 | 63.9 | 42,598 | 64.1 |
| Selling, general and administrative expenses | 31,824 | 61.2 | 26,335 | 52.3 | 37,450 | 56.4 |
| Operating income | 1,970 | 3.8 | 5,834 | 11.6 | 5,147 | 7.7 |
| Non-operating income | 1,000 | 1.9 | 817 | 1.6 | 1,354 | 2.0 |
| Interest and dividend income | 200 |  | 188 |  | 220 |  |
| Other non-operating income | 799 |  | 629 |  | 1,133 |  |
| Non-operating expenses | 320 | 0.6 | 241 | 0.5 | 594 | 0.8 |
| Interest expense | - |  | 2 |  | 3 |  |
| Other non-operating expenses | 320 |  | 238 |  | 591 |  |
| Ordinary income | 2,649 | 5.1 | 6,409 | 12.7 | 5,906 | 8.9 |
| Extraordinary Income | - | - | - | - | - | - |
| Extraordinary expenses | 409 | 0.8 | 1,238 | 2.4 | 1,461 | 2.2 |
| Income before income taxes | 2,240 | 4.3 | 5,171 | 10.3 | 4,445 | 6.7 |
| Tax expenses | 942 | 1.8 | 2,089 | 4.2 | 1,842 | 2.8 |
| Net income | 1,297 | 2.5 | 3,082 | 6.1 | 2,602 | 3.9 |

[^2]
[^0]:    Note: Figures below $¥ 1$ million have been truncated.

[^1]:    Note: Figures below $¥ 1$ million have been truncated.

[^2]:    Note: Figures below $¥ 1$ million have been truncated.

