

**Business Report for the 72<sup>nd</sup> Term** 

(from April 1, 2005 to March 31, 2006)





Hiroyuki Suzuki
President and CEO

### To Our Shareholders:

I would like to take this opportunity to introduce myself. My name is Hiroyuki Suzuki, the new President and CEO of Sinanen. I would like to say a few words to mark the release of our Business Report for the 72nd Term.

We are currently carrying out Plan 236, a mid-term management plan covering the entire Group. My task is to accomplish the goals set out in this plan to shift the focus of the Group's core energy supply business towards a customer oriented business with emphasis on retail, concentrating on the "Himawari (sunflower) Gas brand." I also consider it essential to push reforms ahead with affiliated retailers such as improvement of distribution efficiency, thereby laying the foundations for the Company's stable growth in the next stage.

We would like to ask all of our shareholders for your understanding with regard to the Group's business activities and for your continued support in the future.

# Promoting structural reform from wholesale to retail to create a next generation business model

 Establishing a stable business structure and pursuing aggressive, quick-thinking management



As the new President of Sinanen, what are your goals for the future?

My first task will be to build on the foundations of the midterm management plan laid by my predecessor Teruo Hattori as we move forward. Elsewhere, the Group's core household energy products are susceptible to weather conditions in terms of price and volume. I therefore intend to implement reforms to create a business structure that will enable us to guarantee stable profits.

The Company will mark its 80th anniversary next year. For the first 40 years, Sinanen was a manufacturer of high quality solid fuel such as charcoal briquettes and pea coal. Although we later changed course to become an energy trading company, even today the Company retains something of its gentle nature of its former days as a manufacturer. This no longer fits in with the rapidly changing modern era. I believe that we urgently need to foster human resources capable of acting aggressively and thinking quickly in the future in order to transform our corporate culture.

**■ Expanding retail business and promoting Plan 236** 



What is the current status of the mid-term management plan you mentioned?

As part of our mid-term management plan, Plan 236, we have set out a number of goals, including annual kerosene sales of 2 million kiloliters, LPG consumers numbering 300,000 households and a consolidated ROE (return on equity) of 6% by the end of March 2008. With regard to the first of these goals, although demand for kerosene is expected to fall temporarily due to rising prices, I believe we will be able to achieve our target of 2 million kiloliters based on past performance. In terms of LPG, in spite of the difficult situation at present due in part to power companies switching exclusively to electricity instead of gas, I intend to actively promote the transfer of goodwill in order to meet our target of 300,000 households. As I see it, accomplishing these business plans will enable us to achieve our third target of a 6% ROE.



# Growth in sales and profits achieved amid a harsh business environment



# How do you view the current business environment and the Company's results for the 72nd term?

As it stands, there are no prospects for further demand increases in the oil and LPG industries due to factors such as energy-saving measures to combat global warming and falling populations. The relaxation of regulations is also bringing an end to the segregation of energy into categories such as electricity, gas and oil. Suppliers of household energy such as LPG and kerosene, like ourselves, are facing a particularly difficult situation. In spite of all this however, we managed to secure increased sales and profits during FY2005, with consolidated sales up 26.2% on the previous term to ¥230.8 billion, operating profit down 6.1% to ¥4.2 billion and ordinary income up 1.3% to ¥5.2 billion. Given the extremely harsh business environment, I think that these are pretty respectable results.

### ■ A thoroughly customer oriented growth strategy



In view of the current harsh business environment, with no increase in demand expected for core products, what sort of management strategy will you be adopting for the next generation?

The Group is promoting increased business efficiency, especially in terms of distribution, and the expansion of its LPG retail business in an effort to become a "comfortable lifestyle provider".

As there is unlikely to be any increase in demand on a macro scale, competition for shares of the market is set to become increasingly fierce. In order to come out on top, we need to enhance our price competitiveness by cutting costs and gain the upper hand by differentiating our products and services in other areas as well as price.

By way of an example of strategies designed to achieve this, we are developing a system to enable kerosene home delivery services in Hokkaido in partnership with a major distributor. We are also focusing on our service station operations, including constructing new self-service stations and renovating existing stations. At our gas sales subsidiaries, we are trying to be more customer oriented through initiatives such as directly offering advice to customers on home



renovations via "living research teams" consisting of architects and other experts.

Based on activities such as these, we are currently looking into a new type of business designed to provide total comfortable lifestyle solutions, combined with inspection and maintenance services for lifeline utilities such as electricity and water as well as oil and LPG and sales of housing equipment products as part of our renovation operations. We are also presently conducting ongoing tests with an eye to using household fuel batteries as a promising tool in the energy-saving business in the near future.



Finally, what are your thoughts on compliance, which has become an increasingly prominent issue in light of corporate scandals in recent years?

On May 10 of this year, the Board of Directors adopted a basic policy for the establishment of an internal control system. This is primarily designed to strictly enforce compliance within the Group, improve risk management capabilities and enhance monitoring to ensure that such activities are carried out appropriately. As part of our efforts to strictly enforce compliance, we intend to develop a system incorporating a Compliance Committee to oversee the Group as a whole, as well as organizing training sessions for employees.

As this shows, the Group is very much aware of the importance of compliance and is making every effort to ensure that it is enforced.

## **Consolidated Review of Operations**

### **Energy Products Business**

#### **Oil Products Division**

Crude oil prices continued to soar in FY2005, resulting in a continued increase in oil product retail prices. Although this was partially responsible for a fall in the sales volume of products such as gasoline and light oil, demand for kerosene for household use increased due to record-breaking cold weather from the start of last winter onwards. The Group has also introduced measures such as increasing the number of kerosene shops selling kerosene for household use and developing a system of delivering kerosene directly to consumers' homes in partnership with major distributors. In addition to this, the Group has continued to promote the construction of new service stations and the conversion of others to self service stations. As a result, the Oil Products Division recorded consolidated sales of ¥175,940 million, an increase of 32.7% from the previous year.

From the next fiscal year onwards, the Oil Products Division will work on strengthening service station operations. We will therefore continue to promote the construction of new service stations and the conversion of others to self service stations, as well as organizing service station management workshops. We also plan to increase sales of kerosene for household use by improving the operating efficiency of kerosene depots and shops, constructing new facilities and expanding sales channels.





①②(Service Nigatake (Miyagi Prefecture))

#### **LPG Division**

The LGP CP (contract price) rose even higher in FY2005 in line with soaring crude oil prices in the LPG industry. In the domestic market, competition between city gas, electricity and other forms of energy intensified, making it extremely difficult to reflect increases in CP in retail prices amidst the current environment. Under these conditions, the LPG Division actively transferred LPG operation goodwill and focused on increasing LPG sales, successfully

securing new consumers totaling over 13,000 households. The Group also organized meetings throughout the country for our clients' young and next generation managers based on the theme of how to respond to the trend towards switching exclusively to electricity instead of oil and gas. As a result, the LPG Division recorded consolidated sales of ¥41,857 million, an increase of 11.6% from the previous year.

In the future, the LPG Division will actively promote the transfer of LPG operation goodwill in order to further strengthen retail operations. In addition to enforcing compliance with safety laws and regulations and increasing distribution efficiency, we intend to improve our service, focusing primarily on increasing contact with consumers, publicize the Himawari (sunflower) Gas brand and build up a trusting relationship with consumers.







(A meeting)

#### **Solid Fuel Division**

Retail prices for products such as charcoal briquettes and pea coals increased due to the impact of a surge in material coal prices, with prices even going up amongst the likes of mass retailers. The volume of charcoal briquettes shipped nationally came to 101.2% of the previous year, surpassing the previous year's volume thanks to increased demand for charcoal briquettes for concrete curing due to soaring kerosene prices and increased demand for heating products due to a harsh winter. As a result, the Group's consolidated sales from the Solid Fuel Division came to ¥940 million, an increase of 3.3% from the previous year.

However, the market for charcoal briquettes and pea coals is expected to experience a fall in sales volume in the future. The group will continue to make every effort to increase manufacturing and sales efficiency and cut costs through measures such as partnerships with other companies in order to secure profits.



#### **Housing Equipment Division**

The number of new housing starts in FY2005 increased by 4.7% to approximately 1.25 million, marking a year on year increase for the third consecutive year. In terms of products in the Housing Equipment Division, shipments of high efficiency products such as glass-top stove burners and Eco-Jozu energy-saving water heaters were relatively healthy. Shipments of gas fan heaters and other heating equipment were also up on the previous year due to a harsh winter. Shipments of gas equipment on the whole however fell year on year.

In addition to the showcasing and selling glass-top stove burners, floor heaters and other advanced products, the Housing Equipment Division also actively staged customer appreciation events and promotional events such as the "Gas is Best!" campaign during FY2005. It also continued to promote business on a



 $\uparrow$  (A customer appreciation event (Matsubushi branch))

face-to-face basis with consumers, including the "HOT Gift" campaign and the rental and sale of water purifiers. Nevertheless, consolidated sales for the Housing Equipment Division came to ¥8,456 million, a drop of 2.2% on the previous year.

As consumer demand for housing renovations to suit individual lifestyles is set to increase in the future, the Housing Equipment Division intends to breathe new life into sales of renovation solutions, especially those centering on more efficient water use. In response to the trend towards switching exclusively to electricity instead of oil and gas, we will continue to use consumer appreciation events and the "Gas is Best!" campaign to showcase the benefits that gas has to offer.

#### **Non-Energy Business**

#### **Antimicrobial Agent Division**

The Antimicrobial Agent Division continued to promote Zeomic, an antimicrobial agent with both antimicrobial and deodorizing effects, in the textile, spray product and hygienic material segments, whilst also promoting sales in the water treatment segment. The division has also continued to market products in Europe and the US through AgION Technologies Inc. and promote sales in the South Korean, Chinese, Thai and other South East Asian markets.



Price competition among antimicrobial agent manufacturers is expected to continue intensifying from FY2006 onwards



↑ (Public technology examination certificate)



↑ (The causes and mechanisms hehind concrete corrosion)

as companies continue to promote low cost, low additive products in an effort to increase their market share. In terms of domestic business, the Antimicrobial Agent Division will continue to promote Zeomic in new segments such as water treatment and air conditioning. As Zeomighty, an antimicrobial agent for concrete, is also receiving positive feedback from overseas markets, we plan to actively market it in other countries as well as in Japan.

#### **Environment Division and Others**

The Environment Division continued to run hydrogen station testing, a grantaided project commissioned by the Ministry of Economy, Trade and Industry, at Sagamihara Hydrogen Station in FY2005. Elsewhere, the Company commenced trial operation of fuel batteries made by Nippon Oil Corporation, Idemitsu Kosan Co., Ltd. and Japan Energy Corporation in an effort to build up expertise relating to the installation and operation of household fuel batteries. In terms of commercial fuel batteries, the Company participated in fuel battery testing organized by Mie Prefecture along with Kurita Water Industries and focused

heavily on the development of LPG supply technology to regulate sulfur concentration. We also worked on promoting sales of generation systems combining a solar photovoltaic generation system and the household co-generation system Ecowill to housing manufacturers and expanding the Company's new energy and environmental recycling business through initiatives such as the manufacture of biomass fuel using scrap wood.

In view of growing interest in energy-saving technology out of concern for the environment, future business activities will include continued testing at Sagamihara Hydrogen Station and



(Sagamihara hydrogen Station)



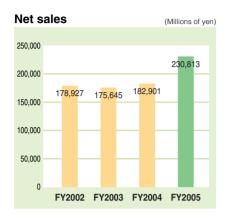
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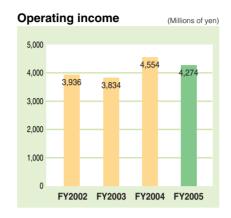
1 (A home fitted with a solar photovoltaic generation system)

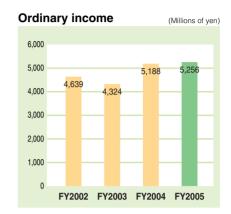
testing of household and commercial fuel batteries in order to build up further expertise. In order to cater to areas expected to develop in the future, such as biomass generation, the Company also plans to expand its biomass fuel operations.

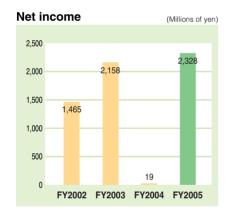
Consolidated sales from Non-Energy Businesses for FY2005 came to ¥3,618 million, an increase of 11.3% from the previous year.

# **Consolidated Financial Highlights**

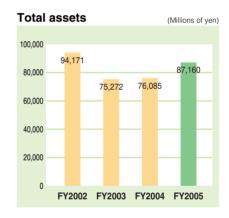


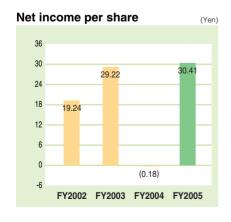
















# **Consolidated Financial Statements**

# Consolidated Balance Sheets

| As of March 31                             | 2006            | 2005          | 2006                     | As of March 31   | 2006        | 2005     | 2006                     |
|--|-----------------|---------------|--------------------------|--|-------------|----------|--------------------------|
|  | Millions        | of yen        | Thousands of U.S.dollars |  | Millions    | s of yen | Thousands of U.S.dollars |
| (Assets) Current assets                    |                 |               |                          | (Liabilities)<br>Current liabilities                     |             |          |                          |
|  | V47.040         | V4.0 004      | Φ4.Ε4. <b>0</b> .4Ε      |  | .,          |          |                          |
| Cash and deposits                          | ¥17,849         | ¥16,921       | \$151,945                | Trade notes and accounts payable                         | ¥22,933     | ¥16,990  | \$195,224                |
| Trade notes and accounts receivable        | 30,046          | 23,383        | 255,776                  | Short-term bank borrowings                               | 125         | 184      | 1,064                    |
| Marketable securities                      | 800             | 300           | 6,810                    | Bonds with stock subscription rights due within one year | _           | 600      | _                        |
| Inventories                                | 3,372           | 2,432         | 28,705                   | Accounts payable - other                                 | 2,395       | 1,558    | 20,388                   |
| Deferred tax assets                        | 681             | 1,223         | 5,797                    | Income taxes payable                                     | 1,392       | 422      | 11,850                   |
| Other current assets                       | 920             | 888           | 7,832                    | Consumption taxes payable                                | 131         | 147      | 1,115                    |
| Allowance for doubtful accounts            | (227)           | (148)         | (1,932)                  | Reserve for bonuses                                      | 582         | 514      | 4,954                    |
| Total current assets                       | 53,442          | 45,001        | 454,942                  | Other current liabilities                                | 1,000       | 1,124    | 8,513                    |
| Fixed assets                               |                 |               |                          | Total current liabilities                                | 28,560      | 21,543   | 243,126                  |
| Tangible fixed assets                      | 16,569          | 17,622        | 141,049                  | Long-term liabilities                                    |             |          |                          |
| Buildings and structures                   | 5,364           | 5,767         | 45,663                   | Long-term debt   | 1,131       | 1,023    | 9,628                    |
| Machinery, equipment and vehicles          | 2,617           | 2,834         | 22,278                   | Deferred tax liabilities                                 | 2,291       | 1,065    | 19,503                   |
|  |                 |               |                          | Accrued retirement benefits                              | 2,766       | 3,378    | 23,546                   |
| Land                                       | 8,455           | 8,893         | 71,976                   | Accrued retirement benefits                              | ,           | ,        | ,                        |
| Construction in progress                   | 0               | 8             | 0                        | for directors  | 173         | _        | 1,473                    |
| Other tangible fixed assets                | 130             | 118           | 1,107                    | Long-term deposits                                       | 865         | 972      | 7,364                    |
| Intangible assets                          | 609             | 715           | 5,184                    | Other long-term liabilities                              | 284         | 227      | 2,418                    |
| Consolidation goodwill                     | 195             | 324           | 1,660                    | Total long-term liabilities                              | 7,512       | 6,667    | 63,948                   |
| Other intangible assets                    | 414             | 390           | 3,524                    | Total liabilities  | 36,072      | 28,210   | 307,074                  |
| Investments and other assets               | 16,538          | 12,743        | 140,785                  | Total nasimios   | 00,012      | 20,210   | 001,011                  |
| Investments in securities                  | 10,196          | 6,337         | 86,797                   | (Minority interests)                                     |             |          |                          |
| Long-term loans                            | 249             | 113           | 2,120                    | Minority interests                                       | 39          | 37       | 332                      |
| Long-term prepaid expenses                 | 4,854           | 5,072         | 41,321                   |  |             |          |                          |
| Deferred tax assets                        | 301             | 243           | 2,562                    | (Shareholders' equity)                                   |             |          |                          |
| Other investments and other assets         | 1,212           | 1,404         | 10,318                   | Common stock   | 15,630      | 15,630   | 133,055                  |
| Allowance for doubtful                     |                 |               |                          | Capital surplus  | 11,773      | 11,772   | 100,221                  |
| accounts                                   | (276)           | (428)         | (2,350)                  | Retained earnings  | 20,610      | 19,223   | 175,449                  |
| Total fixed assets                         | 33,717          | 31,081        | 287,026                  | Unrealized gains on other securities                     | 3,145       | 1,289    | 26,773                   |
| Deferred assets                            |                 | 0             |                          | Treasury stock, at cost                                  | (111)       | (78)     | (945)                    |
| Bond issue expenses  Total deferred assets |                 | 2<br><b>2</b> |                          | Total shareholders' equity                               | 51,048      | 47,837   | 434,562                  |
| Total assets                               | ¥87,160         | ¥76,085       | \$741,977                | Total liabilities, minority interests                    | ¥87,160     | ¥76,085  | \$741,977                |
|  | acro and alcour |               |                          | and shareholders' equity                                 | C 01 00 the |          | Ţ, <b></b> ,             |

Note: U.S. dollar amounts presented here and elsewhere in this business report are translated from yen at ¥117.47 = U.S. \$1.00, the rate of exchange on March 31, 2006.

# Consolidated Statements of Income

| V   | 2006     | 2005     | 2006                     |
|---|----------|----------|--------------------------|
| Years ended March 31  | Millions | of yen   | Thousands of U.S.dollars |
| Net sales   | ¥230,813 | ¥182,901 | \$1,964,868              |
| Cost of sales   | 201,537  | 153,930  | 1,715,647                |
| Gross profit  | 29,275   | 28,971   | 249,213                  |
| Selling, general and administrative expenses                              | 25,001   | 24,417   | 212,829                  |
| Operating income  | 4,274    | 4,554    | 36,384                   |
| Non-operating income  | 1,112    | 849      | 9,466                    |
| Interest and dividend income  | 173      | 163      | 1,473                    |
| Light-oil delivery tax grant  | 153      | 142      | 1,302                    |
| Equity in earnings of affiliates  | _        | 0        | _                        |
| Other non-operating income  | 786      | 542      | 6,691                    |
| Non-operating expenses  | 131      | 214      | 1,115                    |
| Interest expense  | 33       | 32       | 281                      |
| Provision for allowance for doubtful accounts                             | 30       | 29       | 255                      |
| Equity in losses of affiliates  | 1        | _        | 9                        |
| Other non-operating expenses  | 65       | 152      | 553                      |
| Ordinary income   | 5,256    | 5,188    | 44,743                   |
| Extraordinary income  | 283      | 1,422    | 2,409                    |
| Gain on sales of fixed assets   | 283      | 206      | 2,409                    |
| Gain on sales of investment securities                                    | _        | 873      | _                        |
| Indemnity of expropriation  | _        | 342      | _                        |
| Extratordinary expenses   | 1,224    | 6,410    | 10,420                   |
| Loss on sales of fixed assets   | 16       | 6,058    | 136                      |
| Loss on disposal of fixed assets  | 189      | 173      | 1,609                    |
| Directors' retirement benefits  | 118      | 102      | 1,005                    |
| Provision for accrued retirement benefits for directors for prior periods | 135      | _        | 1,149                    |
| Special retirement benefits   | 163      | _        | 1,388                    |
| Impairment loss   | 42       | _        | 358                      |
| Lump-sum payment of contributions due to withdrawal from pension fund     | 403      | _        | 3,431                    |
| Loss on cancellation of lease   | 58       | _        | 494                      |
| Other extraordinary expenses  | 95       | 74       | 809                      |
| Income before income taxes  | 4,314    | 200      | 36,724                   |
| Income taxes  |          |          |                          |
| Current   | 1,540    | 570      | 13,110                   |
| Deferred  | 444      | (388)    | 3,780                    |
| Minority interests  | 1        | _        | _                        |
| Loss on minority interests  | _        | 1        | _                        |
| Net income  | ¥ 2,328  | ¥ 19     | \$ 19,818                |

# Consolidated Statements of Retained Earnings

| Years ended March 31   | 2006            | 2005    | 2006                     |
|--|-----------------|---------|--------------------------|
| rears chaca march of   | Millions of yen |         | Thousands of U.S.dollars |
| (Capital surplus)  |                 |         |                          |
| Capital surplus, balance at beginning of year                    | ¥11,772         | ¥11,912 | \$100,213                |
| Increase in capital surplus                                      | 0               | _       | _                        |
| Gain on disposal of treasury stock                               | 0               | _       | _                        |
| Decrease in capital surplus                                      | _               | 139     | _                        |
| Decrease in capital reduction marginal profit of capital reserve | _               | 88      | _                        |
| Decrease in gain on disposal of treasury stock                   | _               | 50      | _                        |
| Balance at end of year   | 11,773          | 11,772  | 100,221                  |
| (Retained earnings)  |                 |         |                          |
| Retained earnings at<br>beginnings of year                       | 19,223          | 20,120  | 163,642                  |
| Increase in retained earnings                                    | 2,328           | 19      | 19,818                   |
| Net income   | 2,328           | 19      | 19,818                   |
| Decrease in retained earnings                                    | 941             | 917     | 8,011                    |
| Cash dividends   | 907             | 883     | 7,721                    |
| Directors' bonuses   | 34              | 33      | 289                      |
| Balance at end of year   | ¥20,610         | ¥19,223 | \$175,449                |

# **Consolidated Statements of Cash Flows**

| Years ended March 31   | 2006            | 2005    | 2006                     |  |
|--|-----------------|---------|--------------------------|--|
| rears ended March 31   | Millions of yen |         | Thousands of U.S.dollars |  |
| Net cash provided by operating activities                    | ¥ 3,624         | ¥ 3,634 | \$ 30,850                |  |
| Net cash provided by investing activities                    | (720)           | 203     | (6,129)                  |  |
| Net cash provided by (used in) financing activities          | (1,489)         | 438     | (12,676)                 |  |
| Effect of exchange rate changes on cash and cash equivalents | 14              | (10)    | 119                      |  |
| Net increase in cash and cash equivalents                    | 1,427           | 4,267   | 12,148                   |  |
| Cash and cash equivalents at beginning of year               | 17,217          | 12,949  | 146,565                  |  |
| Cash and cash equivalents at end of year                     | 18,644          | 17,217  | 158,713                  |  |

# **Non-Consolidated Financial Statements**

# Non-Consolidated Balance Sheets

| As of March 31                                      | 2006     | 2005     | 2006                     |
|---|----------|----------|--------------------------|
| AS OF IVIAICIT ST                                   | Millions | s of yen | Thousands of U.S.dollars |
| (Assets)  |          |          |                          |
| Current assets                                      |          |          |                          |
| Cash and deposits                                   | ¥14,203  | ¥13,854  | \$120,907                |
| Trade notes   | 1,403    | 1,340    | 11,943                   |
| Accounts receivable                                 | 25,853   | 18,715   | 220,082                  |
| Marketable securities                               | 800      | 300      | 6,810                    |
| Merchandise   | 2,181    | 1,484    | 18,566                   |
| Other current assets                                | 3,068    | 4,216    | 26,117                   |
| Total Current assets                                | 47,510   | 39,910   | 404,444                  |
| Fixed assets  |          |          |                          |
| Tangible fixed assets                               | 12,703   | 13,553   | 108,138                  |
| Buildings and structures                            | 3,012    | 3,212    | 25,641                   |
| Land  | 6,835    | 7,238    | 58,185                   |
| Other tangible fixed assets                         | 2,856    | 3,103    | 24,313                   |
| Intangible assets                                   | 352      | 328      | 2,997                    |
| Investments and other securities                    | 17,082   | 13,081   | 145,416                  |
| Investments in securities                           | 10,094   | 6,254    | 85,928                   |
| Other investments and other securities              | 6,988    | 6,827    | 59,488                   |
| Deferred assets                                     | _        | 2        | _                        |
| Bond issue expenses                                 | _        | 2        | _                        |
| Total fixed assets                                  | 30,138   | 26,963   | 256,559                  |
| Total assets  | 77,648   | 66,877   | 661,003                  |
| (Liabilities)                                       |          |          |                          |
| Current liabilities                                 |          |          |                          |
| Trade accounts payable                              | 21,544   | 15,600   | 183,400                  |
| Bonds with new share warrants due within one year   | _        | 600      | _                        |
| Other current liabilities                           | 4,382    | 3,306    | 37,303                   |
| <b>Total Current liabilities</b>                    | 25,926   | 19,507   | 220,703                  |
| Long-term liabilities                               |          |          |                          |
| Long-term debt                                      | 500      | 500      | 4,256                    |
| Other long-term liabilities                         | 5,409    | 4,283    | 46,046                   |
| Total Long-term liabilities                         | 5,909    | 4,783    | 50,302                   |
| Total liabilities                                   | 31,835   | 24,291   | 271,005                  |
| (Shareholders' equity)                              |          |          |                          |
| Common stock  | 15,630   | 15,630   | 133,055                  |
| Capital surplus                                     | 11,774   | 11,773   | 100,230                  |
| Additional paid-in capital                          | 3,907    | 3,907    | 33,260                   |
| Other capital surplus                               | 7,866    | 7,865    | 66,962                   |
| Retained earnings                                   | 15,399   | 13,986   | 131,089                  |
| Voluntary reserves                                  | 12,076   | 13,774   | 102,801                  |
| Unappropriated retained earnings at end of the year | 3,323    | 212      | 28,288                   |
| Unrealized gains on other securities                | 3,119    | 1,274    | 26,551                   |
| Treasury stock, at cost                             | (111)    | (78)     | (945)                    |
| Total shareholders' equity                          | 45,812   | 42,586   | 389,989                  |
| Total liabilities and shareholders' equity          | ¥77,648  | ¥66,877  | \$661,003                |

# Non-Consolidated Statements of Income

| Years ended March 31  | 2006            | 2005     | 2006                     |  |
|---|-----------------|----------|--------------------------|--|
|   | Millions of yen |          | Thousands of U.S.dollars |  |
| Net sales   | ¥206,218        | ¥159,351 | \$1,755,495              |  |
| Cost of sales   | 189,108         | 142,537  | 1,609,841                |  |
| Gross profit  | 17,109          | 16,814   | 145,646                  |  |
| Selling, general and administrative expenses                              | 13,931          | 13,758   | 118,592                  |  |
| Operating income  | 3,177           | 3,056    | 27,045                   |  |
| Non-operating income  | 1,148           | 811      | 9,773                    |  |
| Interest and dividend income  | 280             | 284      | 2,384                    |  |
| Other non-operating income  | 867             | 526      | 7,381                    |  |
| Non-operating expenses  | 103             | 209      | 877                      |  |
| Interest expense  | 33              | 33       | 281                      |  |
| Other non-operating expenses  | 69              | 176      | 587                      |  |
| Ordinary income   | 4,222           | 3,657    | 35,941                   |  |
| Extraordinary income  | 282             | 1,421    | 2,401                    |  |
| Gain on sales of fixed assets   | 282             | 205      | 2,401                    |  |
| Gain on sales of investment securities                                    | _               | 873      | _                        |  |
| Indemnity of expropriation  | _               | 342      | _                        |  |
| Extraordinary expenses  | 436             | 6,264    | 3,712                    |  |
| Loss on sales of fixed assets   | 4               | 6,057    | 34                       |  |
| Loss on disposal of fixed assets  | 157             | 149      | 1,337                    |  |
| Directors' retirement benefits  | 17              | 46       |                          |  |
| Provision for accrued retirement benefits for directors for prior periods | 135             | _        |                          |  |
| Impairment loss   | 26              | _        |                          |  |
| Other extraordinary expenses  | 95              | 10       |                          |  |
| Income before income taxes  | 4,068           | _        | _                        |  |
| Loss before income taxes  | _               | 1,184    | _                        |  |
| Income taxes  |                 |          |                          |  |
| Current   | 1,025           | 48       | 8,726                    |  |
| Deferred  | 700             | (461)    | 5,959                    |  |
| Net income  | 2,342           | _        | _                        |  |
| Net loss  | _               | 771      | _                        |  |
| Retained earnings brought forward from previous year                      | 963             | 937      | 8,198                    |  |
| Reversal of provision for retirement benefits                             | 17              | 46       | 145                      |  |
| Unappropriated retained<br>earnings at end of the year                    | ¥ 3,323         | ¥ 212    | \$ 28,288                |  |

# Appropriation of Retained Earnings

|  | 2006               | 2005               | 2006                     |
|--|--------------------|--------------------|--------------------------|
|  | Thousands of yen   |                    | Thousands of U.S.dollars |
| Unappropriated retained earnings, end of the year          | ¥3,323,828         | ¥ 212,426          | \$28,295                 |
| Reversal of reserve for advanced                           | 407.000            | 0.000.007          | 4 000                    |
| depreciation of replaced assets                            | 187,939            | 2,662,297          | 1,600                    |
| Reversal of provision for retirement benefits              | 68,461             | _                  | 583                      |
| Total  | 3,580,229          | 2,874,724          | 30,478                   |
| The above amount of fund is to be appropriated as follows: |                    |                    |                          |
| Cash dividends   | 906,520            | 907,088            | 7,717                    |
|  | (12 yen per share) | (12 yen per share) |                          |
| Directors' bonuses   | 24,000             | 22,400             | 204                      |
| Reserve for retirement benefits                            | _                  | 50,000             | _                        |
| Reserve for advanced depreciation of                       |                    |                    |                          |
| replaced assets  | _                  | 281,713            | _                        |
| Special reserve  | 1,700,000          | 650,000            | 14,472                   |
| Unappropriated retained earnings carried forward           | 949.708            | 963,522            | 8,085                    |
| Retained earnings, end of the year                         | ¥3,580,229         | ¥2,874,724         | \$30,478                 |

# **Corporate Data**

# Corporate Data Corporate Data

Corporate Name: Sinanen Co., Ltd.

Head Office: 1-4-22, Kaigan, Minato-ku, Tokyo

Established: April 11, 1927 Incorporated: April 25, 1934

Common Stock: 15,630,132,192 yen

Number of Employees: 399 (as of March 31, 2006)

#### Directors, Corporate Auditors and Executive Officers (as of June 27, 2006)

President and Chief Executive Officer Hiroyuki Suzuki

Vice President Junji Taniuchi

Senior Managing Director Takao Nishiuchi

Managing Director Isao Akizuki

Managing Director Kiyoshi Kanno

Director Sachio Kanezaki

Director Shiro Yamamoto

Director Shiro Kurokawa

Director Taizo Taniyama

Director Shunichi Honkado

Standing Corporate Auditor Tadashi Maeda

Standing Corporate Auditor **Toshio Nakamura** 

Corporate Auditor Tsutomu Shiozu

Corporate Auditor Masaharu Saito

Executive Officer Masatoshi Iwamoto

Executive Officer Tadashi Sakimura

Executive Officer Tetsuhiko Masuda

Executive Officer Yasunaga Oiri

# Stock Information

# **Stock Information**

#### Stock Information

Number of shares authorized 237,603,000

Number of shares issued 75,752,958

Number of shareholders 6,280

#### **Major shareholders**

| Name                                   | Number of shares held (thousands) | Ownership ratio (%) |
|--|-----------------------------------|---------------------|
| Itochu Enex Co., Ltd.                  | 20,320                            | 26.82               |
| Meiji Yasuda Life Insurance Company    | 4,200                             | 5.54                |
| COSMO OIL Co., Ltd.                    | 3,945                             | 5.21                |
| The Sumitomo Trust & Banking Co., Ltd. | 2,785                             | 3.68                |
| State Street Bank and Trust Company    | 2,765                             | 3.65                |
| Idemitsu Kosan Co., Ltd.               | 2,369                             | 3.13                |
| Japan Trustee Services Bank, Ltd.      | 2,012                             | 2.66                |
| SOMPO JAPAN INSURANCE INC.             | 1,999                             | 2.64                |
| Customers' Stockholding                | 1,893                             | 2.50                |
| Mizuho Trust & Banking Co., Ltd.       | 1,710                             | 2.26                |

#### Information for Shareholders

Business Year From April 1 of each year to March 31 of the

following year

Date of Annual Shareholders' Meeting

June of each year

Record Date Annual Shareholders' Meeting: March 31 of

each year

Year-end dividends: March 31 of each year When necessary, other record dates may be established after public notice thereof has been

made.

Agent to manage shareholders' registry

Mizuho Trust & Banking Co., Ltd. 1-2-1, Yaesu, Chuo-ku, Tokyo

Administrative Office for the Above

Head Office Securities Agent Dept., Mizuho Trust & Banking Co., Ltd. 1-2-1, Yaesu, Chuo-ku, Tokyo

For Inquiries Securities Agent Dept.,

Mizuho Trust & Banking Co., Ltd. 1-17-7, Saga, Koto-ku, Tokyo 135-8722 Tel: 0120-288-324 (Toll free number)

Agent Offices Any branch in Japan of Mizuho Trust & Banking

Co., Ltd.

Head office and any branch in Japan of Mizuho

Investors Securities Co., Ltd.

Public Notice The Company makes public notices electroni-

cally. However, if the Company is unable to give an electronic public notice because of an accident or any other unavoidable reason, public notices may be given in the Nihon Keizai

Shimbun.

Website http://www.sinanen.com/ir/koukoku.html

# **SINANEN's Network**

#### **Head Office**

New Pier Takeshiba North Tower 9F, 1-11-1, Kaigan, Minato-ku, Tokyo 105-8525 Tel: 03(5470)7100

Kansai Branch Office

3-6-14, Kamikuratsukuri, Hirano-ku, Osaka 547-0004

**Chubu Branch Office** 

Daisan Kubo Kensetsu Bldg., 5-100, Toriimatsu-cho, Kasugai-shi, Aichi 486-0844 Tel: 0568(89)8261

Southern Metropolitan Tokyo Area Branch Office

3-37-1, Kamishirane, Asahi-ku, Yokohama, Kanagawa 241-0002 Tel: 045(955)2211

**Eastern Metropolitan Tokyo Area Branch Office** 

8-1, Misawa, Tomisato-shi, Chiba 286-0225

Northern Metropolitan Tokyo Area Branch Office

888, Osaki, Shiraoka-cho, Minamisaitama-gun, Saitama 349-0203 Tel: 0480(92)7511

**Tohoku Branch Office** 

4-7-30, Ougimachi, Miyagino-ku, Sendai-shi, Miyagi 983-0034 Tel: 022(235)1010

**Hokkaido Branch Office** 

11-1-1, Hachiken-rokujonishi, Nishi-ku, Sapporo, Hokkaido 063-0846 Tel: 011(611)3261



# SINANEN CO., LTD.

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■The Company's website: http://www.sinanen.com