# Consolidated Financial Summary for the Fiscal Year Ended March 31, 2013 SINANEN CO., LTD.

May 10, 2013

Securities code: 8132 URL: http://www.sinanen.com/ Shares listed: Tokyo Stock Exchange

Representative: Tadashi Sakimura, President and CEO

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Director, Finance and Accounting Manager

Scheduled date of Ordinary General Meeting of Shareholders: June 25, 2013 Scheduled date of start of dividend payment: June 26, 2013 Scheduled date of filing of securities report: June 25, 2013

## **Consolidated Financial Highlights**

(As of and for the fiscal years ended March 31, 2012 and 2013)

#### 1. Consolidated Performance

	Fiscal years ended March 31_	2012	2013	2013 / 2012	2013
		(Millions	s of yen)	(Percentage change)	(Thousands of U.S. dollars)
(1) Consolidated finance	al results:				
Net sales		¥272,050	¥274,027	0.7%	\$2,913,631
Operating income		2,627	2,347	-10.7%	24,955
Ordinary income		3,241	3,005	-7.3%	31,951
Net income		1,569	1,142	-27.2%	12,142
Net income per sh	are (yen)	24.20	17.94		
Net income per sh	are (diluted) (yen)	_	_		
Return on equity (	ROE)	3.5%	2.5%		
Return on assets (	ROA)	4.0%	3.5%		
Operating income	to net sales	1.0%	0.9%		

(Note) Comprehensive income

Fiscal year ended March 31, 2013: ¥1,538 million (15.6%) Fiscal year ended March 31, 2012: ¥1,331 million (15.4%)

(Reference) Equity in (earnings) losses of affiliates

Fiscal year ended March 31, 2013: ¥— million Fiscal year ended March 31, 2012: ¥— million

	As of	Mar. 31, 2012	Mar. 31, 2013	Mar. 31, 2013
		(Millions	s of yen)	(Thousands of U.S. dollars)
(2) Consolidated financial condition:				
Total assets		¥84,077	¥86,668	\$921,510
Net assets		45,339	46,011	489,219
Equity ratio		53.9%	53.0%	
Net assets per share (yen)		¥713.40	¥720.98	
(Reference) Shareholders' equity				

As of March 31, 2013: ¥45,971 million As of March 31, 2012: ¥45,307 million

Fiscal years ended March 31	2012	2013	2013
	(Millions of	yen)	(Thousands of U.S. dollars)
(3) Consolidated cash flows:			
Cash flow from operating activities	¥1,250	¥2,422	\$25,752
Cash flow from investing activities	(2,897)	(2,889)	(30,718)
Cash flow from financing activities	(1,057)	973	10,346
Cash and cash equivalents at end of year	¥16,617	¥17,204	\$182,924

#### 2 Dividends

		Divid	ends per S	hare		_	B (B)	Dividend on
	1Q end	2Q end	3Q end	Year end	Total	<b>Total Dividends</b>	Payout Ratio (Consolidated)	Net Assets Ratio (Consolidated)
			(Yen)			(Millions of yen)	(%)	(%)
2012	_	_	_	¥15.00	¥15.00	¥974	62.0%	2.1%
2013	_	_	_	15.00	15.00	974	83.6%	2.1%
2014 (Forecast)	_	_	_	¥15.00	¥15.00		63.7%	

#### 3. Consolidated Results Forecast for Year Ending March 31, 2014

	2014	2014
	Full year	Full year
	(Millions of yen)	(Thousands of U.S. dollars)
Net sales	¥280,000	\$2,977,140
Operating income	2,500	26,582
Ordinary income	3,000	31,898
Net income	1,500	15,949
Net income per share (yen)	¥23.53	

#### Notes:

- 1. U.S. dollar amounts are translated from Japanese yen, for readers' convenience only, at the exchange rate of 94.05 yen per U.S. dollar, the approximate exchange rate of TTM of The Bank of Tokyo-Mitsubishi UFJ, Ltd., on March 29, 2013.
- 2. Return on equity (ROE) = Net income / Average shareholders' equity
- 3. Return on assets (ROA) = Ordinary income / Average total assets

#### 4. Other

- (1) Changes in significant subsidiaries during the period (Changes in specified subsidiaries resulting in change in scope of consolidation): None
- (2) Changes in accounting policies and accounting estimates and retrospective restatement
  - (i) Changes in accounting policies resulting from revision of accounting standards, etc.: Yes
  - (ii) Changes in accounting policies other than (i): No
  - (iii) Change in accounting estimates: Yes
  - (iv) Retrospective restatements: No
- (3) Number of shares issued (common stock)
  - (i) Number of shares issued (including treasury stock)

As of March 31, 2013 75,752,958 shares As of March 31, 2012 75,752,958 shares

(ii) Number of shares of treasury stock

As of March 31, 2013 11,991,326 shares As of March 31, 2012 12,244,612 shares

(iii) Average number of shares

Fiscal year ended March 31, 2013 63,653,184 shares Fiscal year ended March 31, 2012 64,847,453 shares

#### Note:

The above changes correspond to Article 14-7 in the "Ordinance on Terminology, Forms and Preparation Methods of Consolidated Financial Statements" (In cases where there are difficulties in distinguishing changes in accounting policies from changes in accounting estimates).

#### \* Presentation regarding status of audit procedures:

This report is not subject to the audit procedures under the Financial Instruments and Exchange Law, and as of the date of disclosure hereof, the audit procedures for consolidated financial statements under the Financial Instruments and Exchange Law are being carried out.

\* Explanations about the appropriate use of the consolidated results forecast and other noteworthy points:

The earnings forecasts contained in these materials are based on information currently available to the

Company and on certain assumptions deemed to be reasonable. Consequently, any statements herein do not constitute assurances regarding actual results by the Company. Actual business and other results may differ substantially due to various factors.

## Non-consolidated Financial Highlights

(As of and for the fiscal years ended March 31, 2012 and 2013)

#### Non-consolidated Performance

	Fiscal years ended March 31	2012	2013	2013 / 2012	2013
		(Million	s of yen)	(Percentage change)	(Thousands of U.S. dollars)
(1) Non-consolidated fi	nancial results:				
Net sales		¥252,073	¥252,701	0.2%	\$2,686,879
Operating income		882	953	8.0%	10,133
Ordinary income		1,893	1,708	-9.8%	18,161
Net income		1,008	797	-20.9%	8,474
Net income per sh	nare (yen)	15.54	12.52		
Net income per sh	nare (diluted) (yen)	_	_		

	As of	Mar. 31, 2012	Mar. 31, 2013	Mar. 31, 2013
		(Million	s of yen)	(Thousands of U.S. dollars)
(2) Non-consolidated financial condition:				
Total assets		¥76,090	¥75,253	\$800,138
Net assets		39,627	39,879	424,019
Equity ratio		52.1%	53.0%	
Net assets per share (yen)		¥623.97	¥625.44	
(Reference) Shareholders' equity				

As of March 31, 2013: ¥39,879 million As of March 31, 2012: ¥39,627 million

#### Note:

U.S. dollar amounts are translated from Japanese yen, for readers' convenience only, at the exchange rate of 94.05 yen per U.S. dollar, the approximate exchange rate of TTM of The Bank of Tokyo-Mitsubishi UFJ, Ltd., on March 31, 2013.

Consolidated Balance Sheets (As of March 31, 2012 and 2013)

	2012	2013	2013
	(Millions o	of yen)	(Thousands of U.S. dollars)
Assets			
Current assets			
Cash and deposits	¥16,652	¥17,253	\$183,445
Notes and accounts receivable-trade	32,303	29,793	316,778
Merchandise and finished goods	4,266	4,554	48,421
Work in process	50	113	1,201
Raw materials and supplies	60	67	712
Deferred tax assets	518	422	4,487
Other	1,514	1,602	17,033
Allowance for doubtful accounts	(231)	(91)	(968)
Total current assets	55,135	53,717	571,154
Noncurrent assets			
Property, plant and equipment			
Buildings and structures	14,954	15,578	165,635
Accumulated depreciation	(9,290)	(9,578)	(101,839)
Buildings and structures, net	5,663	5,999	63,785
Machinery, equipment and vehicles	9,842	9,968	105,986
Accumulated depreciation	(7,373)	(7,628)	(81,106
Machinery, equipment and vehicles, net	2,469	2,340	24,880
Land	9,911	10,554	112,217
Lease assets	446	842	8,953
Accumulated depreciation	(158)	(275)	(2,924)
Lease assets, net	288	566	6,018
Construction in progress	146	207	2,201
Other	866	1,022	10,867
Accumulated depreciation	(601)	(654)	(6,954
Other, net	264	367	3,902
Total property, plant and equipment	18,744	20,035	213,025
Intangible assets	10,744	20,033	213,023
Goodwill	1,017	1,037	11,026
Lease assets	19	1,037	11,020
Other	1,067	2,196	23,349
Total intangible assets	2,104	3,245	34,503
Investments and other assets	2,104	3,243	34,303
Investment securities	4,654	5,297	56,321
Long-term loans receivable	4,034	465	4,944
Long-term roans receivable  Long-term prepaid expenses	985	957	10,175
Deferred tax assets	226	271	2,881
Other	2,005	3,047	32,398
Allowance for doubtful accounts	(276)		
		(368)	(3,913)
Total investments and other assets	8,093	9,670	102,818
Total noncurrent assets	28,941	32,951	350,356
Total assets	¥84,077	¥86,668	\$921,510

Liabilities           Current liabilities           Notes and accounts payable-trade         ¥26,187         ¥23,522         \$25,042           Short-term loans payable-other         1,875         2,182         23,000           Lease obligations         128         2,07         2,201           Income taxes payable         1,007         777         8,02c           Accrued consumption taxes         140         214         2,275           Provision for bonuses         630         620         6,592           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,666           Total current liabilities         32,672         32,79         35,064           Nocurrent liabilities         32,672         32,97         35,065           Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         55,05           Lease obligations         348         582         6,188           Deferred tax liabilities         2491         2,66         27,241           Provision for directors' retirement benefits         1,91         10         10		2012	2013	2013	
Notes and accounts payable-trade		(Millions o	of yen)		
Notes and accounts payable-trade         Y26,187         Y23,552         \$250,420           Short-term loans payable         771         3,543         37,671           Accounts payable-other         1,875         2,182         23,200           Lease obligations         128         207         2,201           Income taxes payable         1,007         777         8,262           Accrued consumption taxes         140         214         2,275           Provision for bonuses         630         620         6,592           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         32,672         32,979         350,654           Noncurrent liabilities         4,427         25,805         4,88           Lease obligations         348         582         6,188           Deferred tax liabilities         2,97         473         5,029           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166	Liabilities			,	
Short-term loans payable         771         3,543         37,671           Accounts payable-other         1,875         2,182         23,200           Lease obligations         128         207         2,201           Income taxes payable         1,007         777         8,262           Accrued consumption taxes         140         214         2,275           Provision for bonuses         630         620         6,592           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         32,672         32,979         350,654           Lease obligations         348         882         6,188           Deferred tax liabilities         297         473         5,029           Provision for etirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412	Current liabilities				
Accounts payable-other         1,875         2,182         23,00           Lease obligations         128         207         2,201           Income taxes payable         1,007         777         8,262           Accrued consumption taxes         140         214         2,275           Provision for bonuses         630         620         6,592           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         348         582         6,188           Long-term loans payable         1,408         2,427         25,805           Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Tota	Notes and accounts payable-trade	¥26,187	¥23,552	\$250,420	
Lease obligations         128         207         2,201           Income taxes payable         1,007         777         8,262           Accrued consumption taxes         140         214         2,275           Provision for bonuses         630         620         6,992           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,885           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total liabilities         38,737         40,656         81,616           Total liabilities         15,630         15,630         166,188           <	Short-term loans payable	771	3,543	37,671	
Income taxes payable         1,007         777         8,262           Accrued consumption taxes         140         214         2,275           Provision for bosues         630         620         6,592           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         32,672         32,979         350,654           Long-term loans payable         1,408         2,427         25,805           Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total liabilities         5,606         7,676         81,616	Accounts payable-other	1,875	2,182	23,200	
Accrued consumption taxes         140         214         2,275           Provision for bonuses         630         620         6,592           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,765           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total sestes         8         40,656         432,281           Net assets         8         40,656         432,281           Capital stock         15,630         15,630         15,630           Capi	Lease obligations	128	207	2,201	
Provision for bonuses         630         620         6,992           Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         32,672         32,979         350,654           Long-term loans payable         1,408         2,427         25,805           Lease obligations         348         582         61,88           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total liabilities         38,737         40,656         432,281           Net assets           Shareholders' equity         11,755         11,702         124,423           Capital stock         15,630         15,63	Income taxes payable	1,007	777	8,262	
Provision for loss on disaster         118         51         542           Other         1,813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         8         2         2,808           Long-term loans payable         1,408         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total sects         38,737         40,656         432,281           Net assets         2         15,630         15,630         15,630         16,188           Capital surplus         11,755         11,702         124,233           Retained earnings         24,105         24,294	Accrued consumption taxes	140	214	2,275	
Other         1.813         1,859         19,766           Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         32,672         32,979         350,654           Long-term loans payable         1,408         2,427         25,805           Lease obligations         348         582         61,88           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         50         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total sibilities         38,737         40,656         43,228           Net assets           Shareholders' equity         11,553         15,630         166,188           Capital stock         15,630         15,630         166,188           Capital stock         6,648	Provision for bonuses	630	620	6,592	
Total current liabilities         32,672         32,979         350,654           Noncurrent liabilities         1,408         2,427         25,805           Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for retirement benefits         10         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total sests         8         8         8         8         8           Capital stock         15,630         15,630         48,281         8         16         8         16         18         16         18         16         16         18         16         16         18         16         16         18         16         16         18         16         16         18         16         16         18	Provision for loss on disaster	118	51	542	
Noncurrent liabilities         1,408         2,427         25,805           Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total sests         8         8         4         4         509         5,412           Vet assets         8         6,064         7,676         81,616         81,616         81,616         81,616         81,616         81,616         81,616         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,281         82,282         82,281         82,282         82,282 <td< td=""><td>Other</td><td>1,813</td><td>1,859</td><td>19,766</td></td<>	Other	1,813	1,859	19,766	
Long-term loans payable         1,408         2,427         25,805           Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         38,737         40,656         432,281           Net assets         Shareholders' equity         5,630         15,630         166,188           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation adifference on available-for-sale securities	Total current liabilities	32,672	32,979	350,654	
Lease obligations         348         582         6,188           Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         38,737         40,656         432,281           Net assets         Shareholders' equity         50,064         7,676         81,616           Total stock         15,630         15,630         166,188           Capital stock         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation adifference on available-for-sale securities         290         631         6,709           Deferred gains or losses on hedges	Noncurrent liabilities				
Deferred tax liabilities         297         473         5,029           Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total stages         8,737         40,656         432,281           Net assets         8         15,630         15,630         15,630           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0 <t< td=""><td>Long-term loans payable</td><td>1,408</td><td>2,427</td><td>25,805</td></t<>	Long-term loans payable	1,408	2,427	25,805	
Provision for retirement benefits         2,491         2,562         27,241           Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total liabilities         38,737         40,656         432,281           Net assets         Shareholders' equity         5         15,630         15,630         166,188           Capital stock         15,630         15,630         166,188         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8) <td< td=""><td>Lease obligations</td><td>348</td><td>582</td><td>6,188</td></td<>	Lease obligations	348	582	6,188	
Provision for directors' retirement benefits         101         102         1,085           Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total liabilities         38,737         40,656         432,281           Net assets         Shareholders' equity         5,630         15,630         166,188           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments <td>Deferred tax liabilities</td> <td>297</td> <td>473</td> <td>5,029</td>	Deferred tax liabilities	297	473	5,029	
Long-term guarantee deposited         793         768         8,166           Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total liabilities         38,737         40,656         432,281           Net assets           Shareholders' equity           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         4	Provision for retirement benefits	2,491	2,562	27,241	
Asset retirement obligations         494         509         5,412           Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total liabilities         38,737         40,656         432,281           Net assets           Shareholders' equity           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219 <td>Provision for directors' retirement benefits</td> <td>101</td> <td>102</td> <td>1,085</td>	Provision for directors' retirement benefits	101	102	1,085	
Other         129         251         2,669           Total noncurrent liabilities         6,064         7,676         81,616           Total liabilities         38,737         40,656         432,281           Net assets           Shareholders' equity           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Long-term guarantee deposited	793	768	8,166	
Total noncurrent liabilities         6,064         7,676         81,616           Total liabilities         38,737         40,656         432,281           Net assets           Shareholders' equity           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Asset retirement obligations	494	509	5,412	
Total liabilities         38,737         40,656         432,281           Net assets         Shareholders' equity           Capital stock         15,630         15,630         166,188           Capital surplus         11,755         11,702         124,423           Retained earnings         24,105         24,294         258,309           Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Other	129	251	2,669	
Net assets         Shareholders' equity         Capital stock       15,630       15,630       166,188         Capital surplus       11,755       11,702       124,423         Retained earnings       24,105       24,294       258,309         Treasury stock       (6,468)       (6,326)       (67,262)         Total shareholders' equity       45,023       45,299       481,648         Valuation and translation adjustments       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Total noncurrent liabilities	6,064	7,676	81,616	
Shareholders' equity       15,630       15,630       166,188         Capital stock       11,755       11,702       124,423         Retained earnings       24,105       24,294       258,309         Treasury stock       (6,468)       (6,326)       (67,262)         Total shareholders' equity       45,023       45,299       481,648         Valuation and translation adjustments       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Total liabilities	38,737	40,656	432,281	
Capital stock       15,630       15,630       166,188         Capital surplus       11,755       11,702       124,423         Retained earnings       24,105       24,294       258,309         Treasury stock       (6,468)       (6,326)       (67,262)         Total shareholders' equity       45,023       45,299       481,648         Valuation and translation adjustments       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Net assets				
Capital surplus       11,755       11,702       124,423         Retained earnings       24,105       24,294       258,309         Treasury stock       (6,468)       (6,326)       (67,262)         Total shareholders' equity       45,023       45,299       481,648         Valuation and translation adjustments       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Shareholders' equity				
Retained earnings       24,105       24,294       258,309         Treasury stock       (6,468)       (6,326)       (67,262)         Total shareholders' equity       45,023       45,299       481,648         Valuation and translation adjustments       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Capital stock	15,630	15,630	166,188	
Treasury stock         (6,468)         (6,326)         (67,262)           Total shareholders' equity         45,023         45,299         481,648           Valuation and translation adjustments         290         631         6,709           Deferred gains or losses on hedges         3         0         0           Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Capital surplus	11,755	11,702	124,423	
Total shareholders' equity       45,023       45,299       481,648         Valuation and translation adjustments       Valuation difference on available-for-sale securities       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Retained earnings	24,105	24,294	258,309	
Valuation and translation adjustments         Valuation difference on available-for-sale securities       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Treasury stock	(6,468)	(6,326)	(67,262)	
Valuation difference on available-for-sale securities       290       631       6,709         Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Total shareholders' equity	45,023	45,299	481,648	
Deferred gains or losses on hedges       3       0       0         Foreign currency translation adjustment       (8)       39       415         Total valuation and translation adjustments       284       671       7,135         Minority interests       32       40       425         Total net assets       45,339       46,011       489,219	Valuation and translation adjustments				
Foreign currency translation adjustment         (8)         39         415           Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Valuation difference on available-for-sale securities	290	631	6,709	
Total valuation and translation adjustments         284         671         7,135           Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Deferred gains or losses on hedges	3	0	0	
Minority interests         32         40         425           Total net assets         45,339         46,011         489,219	Foreign currency translation adjustment	(8)	39	415	
Total net assets 45,339 46,011 489,219	Total valuation and translation adjustments	284	671	7,135	
Total net assets 45,339 46,011 489,219	Minority interests	32	40	425	
	<u> </u>	45,339	46,011	489,219	
	Total liabilities and net assets				

## **Consolidated Statements of Income and** Consolidated Statements of Comprehensive Income (For the years ended March 31, 2012 and 2013)

	2012	2013	2013
	(Millions	(Millions of yen)	
Net sales	¥272,050	¥274,027	<i>U.S. dollars</i> ) \$2,913,631
Cost of sales	244,126	246,475	2,620,680
Gross profit	27,924	27,551	292,940
Selling, general and administrative expenses	25,296	25,204	267,985
Operating income	2,627	2,347	24,955
Non-operating income			
Interest income	26	27	287
Dividends income	124	131	1,393
Commission fee	61	62	659
Foreign exchange gains	_	118	1,255
Diesel oil delivery tax subsidies	88	88	936
Insurance return	35	17	181
Gain from derivatives	112	_	_
Other	280	313	3,328
Total non-operating income	730	759	8,070
Non-operating expenses			
Interest expenses	34	31	330
Provision of allowance for doubtful accounts	15	_	_
Loss on valuation of investment securities	13	7	74
Other	52	62	659
Total non-operating expenses	116	101	1,074
Ordinary income	3,241	3,005	31,951
Extraordinary income			
Gain on sales of noncurrent assets	10	11	117
Reversal of allowance for doubtful accounts	153	_	_
Other	7	_	_
Total extraordinary income	172	11	117
Extraordinary loss			
Loss on sales of noncurrent assets	0	22	234
Loss on retirement of noncurrent assets	107	145	1,542
Impairment loss	0	134	1,425
Loss on cancellation of leases	11	6	64
Loss on valuation of investment securities	3	_	_
Loss on disaster	111	_	_
Expenses related to oil spill accident	50	_	_
Other	3	32	340
Total extraordinary losses	¥289	¥342	\$3,636

	2012	2013	2013
	(Millions o	f yen)	(Thousands of U.S. dollars)
Income before income taxes	¥3,123	¥2,674	\$28,432
Income taxes-current	1,560	1,434	15,247
Income taxes-deferred	20	88	936
Total income taxes	1,581	1,522	16,183
Income before minority interests	1,542	1,151	12,238
Minority interests in income (loss)	(27)	8	85
Net income	1,569	1,142	12,142
Minority interests in income (loss)	(27)	8	85
Income before minority interests	1,542	1,151	12,238
Other comprehensive income			
Valuation difference on available-for-sale securities	(204)	341	3,626
Deferred gains or losses on hedges	0	(2)	(21)
Foreign currency translation adjustment	(7)	48	510
Total other comprehensive income	(211)	386	4,104
Comprehensive income	1,331	1,538	16,353
Comprehensive income attributable to			
Comprehensive income attributable to owners of parent	1,358	1,529	16,257
Comprehensive income attributable to minority interests	(¥27)	¥8	\$85

# Consolidated Statements of Changes in Net Assets (For the years ended March 31, 2012 and 2013)

	2012	2013	2013
	(Millions of yen)		(Thousands of U.S. dollars)
nareholders' equity			·
Capital stock			
Balance at the beginning of current period	¥15,630	¥15,630	\$166,188
Changes of items during the period			
Total changes of items during the period	_	_	_
Balance at the end of current period	15,630	15,630	166,188
Capital surplus			
Balance at the beginning of current period	11,769	11,755	124,987
Changes of items during the period			
Disposal of treasury stock	(14)	(53)	(564
Total changes of items during the period	(14)	(53)	(564
Balance at the end of current period	11,755	11,702	124,423
Retained earnings			
Balance at the beginning of current period	23,510	24,105	256,300
Changes of items during the period			
Dividends from surplus	(974)	(952)	(10,122
Net income	1,569	1,142	12,142
Change of scope of consolidation	_	(1)	(11
Total changes of items during the period	594	188	1,999
Balance at the end of current period	24,105	24,294	258,309
Treasury stock			
Balance at the beginning of current period	(5,925)	(6,468)	(68,772
Changes of items during the period			
Disposal of treasury stock	39	147	1,563
Purchase of treasury stock	(581)	(5)	(53
Total changes of items during the period	(542)	142	1,510
Balance at the end of current period	(6,468)	(6,326)	(67,262
Total shareholders' equity			
Balance at the beginning of current period	44,984	45,023	478,713
Changes of items during the period			
Dividends from surplus	(974)	(952)	(10,122
Net income	1,569	1,142	12,142
Disposal of treasury stock	25	93	989
Purchase of treasury stock	(581)	(5)	(53
Change of scope of consolidation	_	(1)	(11
Total changes of items during the period	38	276	2,935
Balance at the end of current period	¥45,023	¥45,299	\$481,648

	2012	2013	2013	
	(Millions of yen)		(Thousands of U.S. dollars)	
Valuation and translation adjustments				
Valuation difference on available-for-sale securities				
Balance at the beginning of current period	¥494	¥290	\$3,083	
Changes of items during the period				
Net changes of items other than shareholders' equity	(204)	341	3,626	
Total changes of items during the period	(204)	341	3,626	
Balance at the end of current period	290	631	6,709	
Deferred gains or losses on hedges				
Balance at the beginning of current period	2	3	32	
Changes of items during the period				
Net changes of items other than shareholders' equity	0	(2)	(21)	
Total changes of items during the period	0	(2)	(21)	
Balance at the end of current period	3	0	0	
Foreign currency translation adjustment				
Balance at the beginning of current period	(1)	(8)	(85	
Changes of items during the period				
Net changes of items other than shareholders' equity	(7)	48	510	
Total changes of items during the period	(7)	48	510	
Balance at the end of current period	(8)	39	415	
Total valuation and translation adjustments				
Balance at the beginning of current period	495	284	3,020	
Changes of items during the period				
Net changes of items other than shareholders' equity	(211)	386	4,104	
Total changes of items during the period	(211)	386	4,104	
Balance at the end of current period	284	671	7,135	
Minority interests			·	
Balance at the beginning of current period	39	32	340	
Changes of items during the period				
Net changes of items other than shareholders' equity	(7)	8	85	
Total changes of items during the period	(7)	8	85	
Balance at the end of current period	32	40	425	
Fotal net assets				
Balance at the beginning of current period	45,520	45,339	482,073	
Changes of items during the period	- 7-	-,	,,,,,	
Dividends from surplus	(974)	(952)	(10,122	
Net income	1,569	1,142	12,142	
Disposal of treasury stock	25	93	989	
Purchase of treasury stock	(581)	(5)	(53	
Change of scope of consolidation	_	(1)	(11	
Net changes of items other than shareholders' equity	(218)	395	4,200	
Total changes of items during the period	(180)	671	7,135	
Balance at the end of current period	¥45,339	¥46,011	\$489,219	

Consolidated Statements of Cash Flows (For the years ended March 31, 2012 and 2013)

_	2012	2013	2013	
	(Millions of yen)		(Thousands of U.S. dollars)	
Net cash provided by (used in) operating activities			<u> </u>	
Income before income taxes	¥3,123	¥2,674	\$28,432	
Depreciation and amortization	1,889	1,789	19,022	
Amortization of goodwill	286	301	3,200	
Increase (decrease) in allowance for doubtful accounts	(105)	(5)	(53)	
Increase (decrease) in provision for retirement benefits	32	(28)	(298)	
Increase (decrease) in other provision	(305)	(75)	(797)	
Foreign exchange losses (gains)	(15)	(27)	(287)	
Interest and dividends income	(151)	(158)	(1,680)	
Interest expenses	34	31	330	
Loss (gain) on valuation of investment securities	17	7	74	
Loss on retirement of noncurrent assets	107	145	1,542	
Loss (gain) on sales of noncurrent assets	(10)	10	106	
Decrease (increase) in notes and accounts receivable-trade	(6,302)	2,605	27,698	
Decrease (increase) in inventories	(416)	26	276	
Increase (decrease) in notes and accounts payable-trade	4,830	(2,861)	(30,420)	
Increase (decrease) in guarantee deposits received	19	11	117	
Decrease (increase) in long-term prepaid expenses	(362)	(350)	(3,721)	
Other, net	(191)	(140)	(1,489)	
Subtotal	2,481	3,954	42,041	
Interest and dividends income received	151	164	1,744	
Interest expenses paid	(34)	(32)	(340)	
Income taxes paid	(1,347)	(1,663)	(17,682)	
Net cash provided by (used in) operating activities	1,250	2,422	25,752	
Net cash provided by (used in) investing activities	<u> </u>	<u> </u>	·	
Proceeds from withdrawal of time deposits	21	35	372	
Payments into time deposits	(31)	(777)	(8,262)	
Proceeds from sales and redemption of investment securities	_	1	11	
Purchase of investment securities	(421)	(106)	(1,127)	
Proceeds from sales of noncurrent assets	95	54	574	
Purchase of noncurrent assets	(1,913)	(2,210)	(23,498)	
Decrease (increase) in short-term loans receivable	(112)	(3)	(32)	
Collection of long-term loans receivable	40	120	1,276	
Payments of long-term loans receivable	(453)	(65)	(691)	
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	_	167	1,776	
Purchase of investments in subsidiaries resulting in change in scope of consolidation	(53)	(9)	(96)	
Proceeds from maturity of insurance funds	_	155	1,648	
Purchase of insurance funds		(168)	(1,786)	
Other, net	(67)	(80)	(851)	
Net cash provided by (used in) investing activities	(¥2,897)	(¥2,889)	(\$30,718)	

	2012	2013	2013
	(Millions o	(Thousands of U.S. dollars)	
Net cash provided by (used in) financing activities			
Net increase (decrease) in short-term loans payable	(¥147)	¥1,721	\$18,299
Proceeds from long-term loans payable	877	1,049	11,154
Repayment of long-term loans payable	(178)	(812)	(8,634)
Redemption of bonds	(17)	_	_
Proceeds from sales of treasury stock	25	93	989
Purchase of treasury stock	(581)	(5)	(53)
Cash dividends paid	(974)	(952)	(10,122)
Cash dividends paid to minority shareholders	(0)	(0)	(0)
Proceeds from stock issuance to minority shareholders	20	0	0
Other, net	(79)	(120)	(1,276)
Net cash provided by (used in) financing activities	(1,057)	973	10,346
Effect of exchange rate change on cash and cash equivalents	10	75	797
Net increase (decrease) in cash and cash equivalents	(2,693)	583	6,199
Cash and cash equivalents at beginning of period	19,310	16,617	176,683
Increase in cash and cash equivalents from newly consolidated subsidiary	_	4	43
Cash and cash equivalents at end of period	¥16,617	¥17,204	\$182,924

### **Segment Information**

(As of and for the years ended March 31, 2012 and 2013)

#### Segment Information

For the year ended March 31, 2013

1. Overview of reporting segments

The reporting segments of the Company are constituent units of the Company for which separate financial information can be obtained, and the Board of Directors examines such information on a regular basis to determine the allocation of management resources and evaluate business performance.

The Company divides its operations mainly by business line and forms a group together with consolidated subsidiaries engaged in the same business line. Headquarters for each business line are established in the Company's head office, and each headquarters formulates a comprehensive strategy for the products and services they handle to develop their respective business activities.

Accordingly, the Company's reporting segments are determined based on the business line, which are namely, Energy Wholesale and Peripheral Business, Energy Retail and Peripheral Business, and Global Business.

The Energy Wholesale and Peripheral Business sells various fuels such as petroleum products and liquefied petroleum gas, as well as oil and gas appliances and other housing equipment to retailers. It also includes peripheral businesses such as management of service stations and auto LPG stations and manufacturing of solid fuel. The Energy Retail and Peripheral Business supplies and sells liquefied petroleum gas and city gas to consumers and provides peripheral services related to consumers' living environment such as renovation and house cleaning services and services related to kitchens and bathrooms where water is used. The Global Business comprises various businesses that target the international market and the environmental business market, such as manufacturing of antibiotic zeolite and its marketing in Japan and abroad, manufacturing and marketing of biomass fuels, outsourcing of bicycle production to a foreign company and importing and selling of these bicycles.

From the fiscal year under review, the Company changed the reporting segments which originally consisted of two segments, namely the Energy Wholesale Business, and Energy Retail and Peripheral Businesses, to three segments comprising Energy Wholesale and Peripheral Business, Energy Retail and Peripheral Business, and Global Business, in line with the change in the company organization aimed at stepping up the group management.

Accordingly, segment information in the previous fiscal year has been reclassified in accordance with the new segmentation after the change in the company organization.

2. Methods of calculating net sales, income or loss, assets, and other items by reporting segment Methods of accounting treatment for reported business segments are generally the same as those for statements in "Basis of Presenting the Consolidated Financial Statements" (available in Japanese only). Income or loss of reporting segments is a figure based on operating income. Intersegment net sales and transfer amount is based on market prices.

Net Sales, Income/Loss, Assets and Other Information As of and for the year ended March 31, 2012

	Reporting Segment								
	Energy Wholesale and Peripheral Business	Energy Retail and Peripheral Business	Global Business	Subtotal	Other Note 1	Total	Adjustments Note 2 Note 3	Consolidated Total Note 4	
		(Millions of yen)							
Net sales									
Net sale sales to external customers	¥242,058	¥24,553	¥4,273	¥270,885	¥1,100	¥271,985	¥64	¥272,050	
Intersegment net sales or transfer amount	13,421	227	125	13,774	1,992	15,766	(15,766)	_	
Total	255,479	24,780	4,399	284,659	3,092	287,752	(15,701)	272,050	
Segment income or loss	1,887	1,174	74	3,136	(162)	2,974	(346)	2,627	
Segment assets	50,437	11,657	3,187	65,282	2,044	67,327	16,750	84,077	
Others:	•	·			•				
Depreciation and amortization	627	973	65	1,665	72	1,737	151	1,889	
Amortization of goodwill	97	122	_	219	66	286	_	286	
Increase (decrease) in property, plant and equipment and intangible assets	¥541	¥856	¥306	¥1,704	¥371	¥2,076	¥330	¥2,406	

#### Notes:

- 1. The Other segment is a business segment not included in reporting segments. It includes preservation of liquefied petroleum gas, distribution of liquefied petroleum gas and other fuels, and computer system service business, among others.
- Adjustments of net sales to external customers of ¥64 million are rental income of real estate property managed by the Company.
- 3. Adjustments are as follows:
- (1) Adjustment of segment income or loss, -¥346 million, includes the amount stated in Note 2, intersegment transaction elimination of ¥207 million and corporate expenses not allocated to each reporting segment of -¥618 million.
- (2) Adjustment of segment assets, ¥16,750 million, includes intersegment transaction elimination of -¥10,025 million and corporate assets not allocated to each reporting segment of ¥26,775 million.
- (3) Adjustment of depreciation and amortization, ¥151 million, is corporate expenses not allocated to each reporting segment.
- (4) Adjustment of increase in property, plant and equipment and intangible assets, ¥330 million, is corporate assets not allocated to each reporting segment.
- 4. Segment income or loss is adjusted with operating income in the Consolidated Statements of Income and the Consolidated Statements of Comprehensive Income.

#### As of and for the year ended March 31, 2013

	Reporting Segment							
	Energy Wholesale and Peripheral Business	Energy Retail and Peripheral Business	Global Business	Subtotal	Other Note 1	Total	Adjustments Note 2 Note 3	Consolidated Total Note 4
				(Millions	of yen)			
Net sales								
Net sale sales to external customers	¥243,186	¥24,686	¥4,207	¥272,079	¥1,878	¥273,958	¥69	¥274,027
Intersegment net sales or transfer amount	13,751	140	89	13,982	2,025	16,007	(16,007)	_
Total	256,937	24,826	4,297	286,061	3,903	289,965	(15,938)	274,027
Segment income or loss	2,322	1,082	(34)	3,370	(357)	3,012	(665)	2,347
Segment assets	47,586	11,263	5,696	64,545	3,297	67,843	18,825	86,668
Others:	•			*	•		•	
Depreciation and amortization	581	844	84	1,511	119	1,631	158	1,789
Amortization of goodwill	97	110	_	207	93	301	_	301
Increase (decrease) in property, plant and equipment and intangible assets	¥810	¥746	¥82	¥1,639	¥644	¥2,284	¥1,072	¥3,356

#### Notes:

- 1. The Other segment is a business segment not included in reporting segments. It includes preservation of liquefied petroleum gas, distribution of liquefied petroleum gas and other fuels, and computer system service business, among others.
- 2. Adjustments of net sales to external customers of ¥69 million are rental income of real estate property managed by the Company.
- 3. Adjustments are as follows:
  - (1) Adjustment of segment income or loss, -¥665 million, includes the amount stated in Note 2, intersegment transaction elimination of ¥213 million and corporate expenses not allocated to each reporting segment of -¥947 million.
  - (2) Adjustment of segment assets, ¥18,825 million, includes intersegment transaction elimination of -¥10,778 million and corporate assets not allocated to each reporting segment of ¥29,603 million.
  - (3) Adjustment of depreciation and amortization, ¥158 million, is corporate expenses not allocated to each reporting segment.
  - (4) Adjustment of increase in property, plant and equipment and intangible assets, ¥1,072 million, is corporate assets not allocated to each reporting segment.
- 4. Segment income or loss is adjusted with operating income in the Consolidated Statements of Income and the Consolidated Statements of Comprehensive Income.