



# Data Book

*2010年3月期*  
*Fiscal year ended March 31, 2010*

**株式会社スズケン**  
**Suzuken Company Limited**

**2010年5月**  
**May 2010**

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# 1. 企業集団の状況(平成22年3月31日現在) The Suzuken Group (as of March 31, 2010)

(1) 企業集団の状況 The Suzuken Group

2010年3月期 連結子会社数 57 社 (2009年3月期 59社)

Number of consolidated subsidiaries as of March 31, 2010: 57 (As of March 31, 2009: 59)

事業区分 Business segment	事業内容 Business activities	主な子会社名 Major subsidiaries
医薬品 卸売事業 Pharmaceutical Distribution	医薬品・医療機器などの販売 Sales of pharmaceuticals and medical equipment	株式会社 スズケン Suzuken Co., Ltd.
		株式会社 スズケン岩手 Suzuken Iwate Co., Ltd.
		ナカノ薬品 株式会社 Nakano Yakuhin Co., Ltd.
		株式会社 サンキ Sanki Corporation
		株式会社 アステイス ASTIS Co., Ltd.
		株式会社 翔薬 Shoyaku Co., Ltd.
		株式会社 スズケン沖縄薬品 Suzuken Okinawa Yakuhin Co., Ltd.
		神宮薬品 株式会社 Jingu Yakuhin Co., Ltd.
医薬品を中心に取り扱う物流専門会社 (主に医薬品卸から医療機関・調剤薬局への輸配送) Logistics specialists mainly handling pharmaceuticals (Distribution from wholesalers to hospitals and pharmacies)	株式会社 スズケンロジコム Suzuken Logicom Corporation	
	秋山物流サービス 株式会社 Akiyama Butsuryu Service, Inc.	
医薬品 製造事業 Pharmaceutical Manufacturing	医薬品・診断用試薬などの研究開発と製造販売 R&D, manufacture and sales of pharmaceuticals and diagnostic reagents	株式会社 三和化学研究所 Sanwa Kagaku Kenkyusho Co., Ltd.
医療関連 サービス等事業 Healthcare-related Services	医薬品を中心に取り扱う物流専門会社 (主に医薬品メーカーから医薬品卸への輸配送) Logistics specialists mainly handling pharmaceuticals (Distribution from manufacturers to wholesalers)	中央運輸 株式会社 Chuounyu.Co.,Ltd.
	在宅介護 Provision of home nursing care services	サンキ・ウエルビィ 株式会社 Sanki Wellbe Co., Ltd.
	臨床試験に関する業務受託 Provision of clinical testing services	株式会社 サンキ・クリニカルリンク Sanki Clinical Link Co., Ltd.
	医療機器の製造販売 Manufacture and sales of medical equipment	ケンツメディコ 株式会社 Kenzmedico Co., Ltd.
	医療経営コンサルティング Consulting services for the management of medical institutions	株式会社 HMS HMS Co., Ltd.
	調剤薬局の経営 Operation of dispensing pharmacies	株式会社 ファーコス Pfercos Co., Ltd.
	調剤薬局の経営 Operation of dispensing pharmacies	両毛医薬品 株式会社 Ryomo Medicine Co., Ltd.
	医療・健康分野を主とする広告・出版・映像 Production of medical and health-related advertising, publications and videos	株式会社 ライフメディコム Life Medicom Co., Ltd.
保険代理店業、食品・什器備品等の販売 Insurance agency activities; sales of foods, fixtures and fittings	株式会社 ライフサポート Life Support Co., Ltd.	

# 1. 企業集団の状況(平成22年3月31日現在) Suzuken Group (as of March 31, 2010)

## (2) 主な事業再編

- 1994年 加藤薬品(株)、神弘薬品(株)と合併
- 1996年 (株)熊谷薬品(現社名 (株)スズケン岩手)を子会社化  
(株)ドーエーメディックスと合併
- 1998年 (株)秋山愛生館と合併
- 1999年 ナカノ薬品(株)を子会社化
- 2002年 オオモリ薬品(株)と合併
- 2003年 (株)安藤薬業会社と合併  
(株)サンキを子会社化
- 2005年 沖縄薬品(株)を子会社化  
(株)アスティスを子会社化  
(株)スズケン沖縄が沖縄薬品(株)と合併して、(株)スズケン沖縄薬品に社名変更
- 2006年 (株)翔薬を子会社化  
  
全国展開を達成

## (2) Major additions to the Suzuken Group

- 1994 Merged with Kato Yakuhin Co., Ltd. and Shinko Yakuhin Co., Ltd.
- 1996 Acquired Kumagai Yakuhin Co., Ltd. (now Suzuken Iwate Co., Ltd.)  
Merged with Doei Medics Co., Ltd.
- 1998 Merged with Akiyama Inc.
- 1999 Acquired Nakano Yakuhin Co., Ltd.
- 2002 Merged with Ohmori Co., Ltd.
- 2003 Merged with Ando Chemical Works Co., Ltd.  
Acquired Sanki Corporation
- 2005 Acquired Okinawa Yakuhin Co., Ltd.  
Acquired ASTIS Co., Ltd.  
Suzuken Okinawa and Okinawa Yakuhin merged to form Suzuken Okinawa Yakuhin Co., Ltd.
- 2006 Acquired Shoyaku Co., Ltd.  
  
Suzuken develops business nationwide

## 2. 連結決算概況 Consolidated Financial Overview

### (1) 経営成績 Business performance

#### ①金額 Results

単位:百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
売上高 Net sales		1,388,694	1,454,841	1,586,596	1,641,331	1,735,476
差引売上総利益 Balance of gross profit (loss)		140,524	148,361	164,039	162,065	169,591
販売費及び一般管理費 Selling, general and administrative expenses		123,720	129,950	140,788	147,384	155,517
営業利益 Operating income		16,804	18,411	23,250	14,680	14,073
経常利益 Ordinary income		29,639	32,116	37,155	28,811	28,643
当期純利益 Net income		17,183	17,701	21,327	7,072	13,969
1株当たり当期純利益(円) Net income per share(Yen)		187.42	191.72	230.49	77.10	154.96
自己資本当期純利益率(%) Return on equity		7.4	7.0	7.9	2.6	5.1
総資産経常利益率(%) Return on assets		4.0	4.0	4.4	3.5	3.4

#### ②売上比 Ratio to sales

単位: %

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
差引売上総利益 Balance of gross profit (loss)		10.12	10.20	10.34	9.87	9.77
販売費及び一般管理費 Selling, general and administrative expenses		8.91	8.93	8.87	8.98	8.96
営業利益 Operating income		1.21	1.27	1.47	0.89	0.81
経常利益 Ordinary income		2.13	2.21	2.34	1.76	1.65
当期純利益 Net income		1.24	1.22	1.34	0.43	0.80

#### ③増加率 Year-on-year change

単位: %

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
売上高 Net sales		4.3	4.8	9.1	3.4	5.7
差引売上総利益 Balance of gross profit (loss)		8.9	5.6	10.6	△ 1.2	4.6
販売費及び一般管理費 Selling, general and administrative expenses		6.0	5.0	8.3	4.7	5.5
営業利益 Operating income		35.9	9.6	26.3	△ 36.9	△ 4.1
経常利益 Ordinary income		26.6	8.4	15.7	△ 22.5	△ 0.6
当期純利益 Net income		36.6	3.0	20.5	△ 66.8	97.5

## 2. 連結決算概況 Consolidated Financial Overview

### (2) 財政状態 Financial Position

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
資本金 Common stock		13,546	13,546	13,546	13,546	13,546
純資産 Net assets		240,146	271,228	274,357	270,854	277,944
総資産 Total assets		739,870	857,515	822,852	828,515	858,608
自己資本比率 (%) Equity ratio		32.5	31.3	33.0	32.2	32.3
1株当たり純資産(円) Net assets per share (Yen)		2,640.53	2,857.57	2,951.19	2,961.98	3,080.67

### (3) キャッシュ・フローの状況 Cash Flows

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
営業活動による Operating cash flow		19,636	68,116	△ 16,118	△ 4,583	31,913
税金等調整前当期純利益 Income before income taxes and minority interests		28,809	30,712	37,684	13,664	25,193
減価償却費 Depreciation and amortization		5,516	5,716	6,573	7,067	8,212
売上債権の増減額 Decrease (increase) in trade receivables		12,173	△ 2,026	△ 17,335	△ 13,930	△ 9,615
たな卸資産の増減額 Decrease (increase) in inventories		8,198	△ 8,054	4,644	△ 5,587	929
仕入債務の増減額 (Decrease) increase in trade payables		△ 28,820	53,312	△ 34,161	11,558	9,548
投資活動による Investing cash flow		△ 6,425	△ 30,194	△ 21,017	△ 15,454	△ 25,539
財務活動による Financing cash flow		△ 9,241	△ 5,205	△ 12,689	△ 10,526	△ 7,436
現金及び現金同等物期末残高 Cash and cash equivalents, end of period		120,695	153,411	103,584	73,017	71,954
1株当たり営業キャッシュ・フロー(円) Operating cash flow per share (Yen)		216.05	725.26	△ 175.36	△ 50.93	353.96

### (4) 売上債権、たな卸資産、仕入債務の状況

Trade receivables, inventories and trade payables

単位: 百万円、ヶ月 (Millions of yen, months)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
月平均売上高 Average net sales per month		115,724	121,238	132,216	136,777	144,623
売上債権 Trade receivables (months)		343,276	368,555	386,423	402,883	413,524
売上債権回転期間(ヶ月) Trade receivables turnover period (months)		2.97	3.04	2.92	2.95	2.86
たな卸資産 Inventories		92,915	106,948	102,091	108,699	107,791
たな卸資産回転期間(ヶ月) Inventory turnover period (months)		0.80	0.88	0.77	0.79	0.75
仕入債務 Trade payables		452,374	537,848	504,514	518,244	528,585
仕入債務回転期間(ヶ月) Trade payables turnover period (months)		3.91	4.44	3.82	3.79	3.65

<ご参考> 銀行休日に伴う買掛金未決済による影響を除いた仕入債務

Reference: Trade payables exclude the impact of accounts that remain outstanding due to a bank holiday.

仕入債務 Trade payables	452,374	498,935	504,514	518,244	528,585
仕入債務回転期間(ヶ月) Trade payables turnover period (months)	3.91	4.12	3.82	3.79	3.65

## 2. 連結決算概況 Consolidated Financial Overview

### (5) 設備投資額、減価償却費

Capital expenditures, depreciation and amortization

単位: 百万円 (Millions of yen)

決算期 Fiscal year ended		06/3	07/3	08/3	09/3	10/3
科目 Item		March 2006	March 2007	March 2008	March 2009	March 2010
設備投資額	Capital expenditures	10,680	10,628	9,716	15,333	22,480
うち情報投資	Including IT investment	4,152	3,126	2,580	5,979	8,736
減価償却費	Depreciation and amortization	5,516	5,716	6,573	7,067	8,212

### (6) 販売費及び一般管理費

Selling, general and administrative expenses

単位: 百万円、% (Millions of yen/%)

決算期 Fiscal year ended		06/3	07/3	08/3	09/3	10/3
科目 Item		March 2006	March 2007	March 2008	March 2009	March 2010
売上高	Net sales	1,388,694	1,454,841	1,586,596	1,641,331	1,735,476
販売費及び一般管理費	Selling, general and administrative expenses	123,720	129,950	140,788	147,384	155,517
売上比	Ratio to net sales (%)	8.91	8.93	8.87	8.98	8.96
人件費	Personnel costs	77,798	82,213	87,415	89,765	93,005
売上比	Ratio to net sales (%)	5.60	5.65	5.51	5.47	5.36
研究開発費	Research and development costs	6,230	5,461	5,437	5,390	6,437
売上比	Ratio to net sales (%)	0.44	0.37	0.34	0.33	0.37
のれん償却額	Negative goodwill	288	※ 927	1,431	1,534	2,056
売上比	Ratio to net sales (%)	0.02	0.06	0.09	0.09	0.12
減価償却費	Depreciation and amortization	4,349	4,604	5,197	5,631	6,392
売上比	Ratio to net sales (%)	0.31	0.32	0.33	0.34	0.37
上記以外	Others	35,055	36,745	41,308	45,064	47,627
売上比	Ratio to net sales (%)	2.54	2.53	2.60	2.75	2.74

※のれん償却額

2007年3月期より「企業結合に関する会計基準」等を適用したことにより、のれんの償却額は販売費及び一般管理費に、負ののれん償却額は営業外収益に計上しております。今期営業外収益に計上した負ののれん償却額は344百万円であります。

\*Note: As a result of the application of accounting standards for business combinations, effective from the year ended March 31, 2007, goodwill is booked under selling, general and administrative expenses and negative goodwill is booked under non-operating income. For the year ended March 31, 2007, negative goodwill of ¥344 million was booked under non-operating income.

### (7) 人員配置 ※期末従業員数

Deployment of personnel: Number of employees at fiscal year-ends

単位: 人

(Number of employees)

決算期 Fiscal year ended		06/3	07/3	08/3	09/3	10/3
科目 Item		March 2006	March 2007	March 2008	March 2009	March 2010
医薬品卸売事業	Pharmaceutical distribution business	8,319	9,277	9,615	9,844	10,186
医薬品製造事業	Pharmaceutical manufacturing business	1,286	1,323	1,302	1,341	1,374
医療関連サービス等事業	Healthcare-related service business	913	1,124	1,706	2,517	3,095
合計	Total	10,518	11,724	12,623	13,702	14,655

### 3. セグメント状況 Segment Information

(1) 売上高 Net sales

単位: 百万円 (Millions of yen)

決算期 Fiscal year ended		06/3	07/3	08/3	09/3	10/3
セグメント Segment		March 2006	March 2007	March 2008	March 2009	March 2010
医薬品卸売事業 Pharmaceutical distribution business		1,353,019	1,418,957	1,541,981	1,580,386	1,657,766
医療用医薬品 Pharmaceuticals		1,239,666	1,299,365	1,415,941	1,447,748	1,519,933
診断薬 Diagnostic reagents		56,155	57,438	59,590	63,432	67,179
医療機器・材料 Medical equipment and supplies		41,073	43,746	46,377	48,404	48,467
その他 Other		16,125	18,406	20,071	20,800	22,186
医薬品製造事業 Pharmaceutical manufacturing business		49,208	51,199	54,925	62,318	66,221
医療関連サービス等事業 Healthcare-related service business		26,034	29,328	41,074	59,219	81,343
セグメント間消去 Intersegment sales		△ 39,567	△ 44,643	△ 51,385	△ 60,593	△ 69,855
合計 Total		1,388,694	1,454,841	1,586,596	1,641,331	1,735,476

(2) 営業利益・売上比 Operating income, ratio to net sales

単位: 百万円、% (Millions of yen/%)

決算期 Fiscal year ended		06/3	07/3	08/3	09/3	10/3
セグメント Segment		March 2006	March 2007	March 2008	March 2009	March 2010
医薬品卸売事業 Pharmaceutical distribution business	金額 Amount	12,584	16,472	19,239	6,930	5,925
	売上比 Ratio to net sales (%) Total	0.93	1.16	1.25	0.44	0.36
医薬品製造事業 Pharmaceutical manufacturing business	金額 Amount	3,465	2,081	3,097	6,419	5,585
	売上比 Ratio to net sales (%) Total	7.04	4.07	5.64	10.30	8.43
医療関連サービス等事業 Healthcare-related service business	金額 Amount	△ 165	△ 39	559	1,199	2,294
	売上比 Ratio to net sales (%) Total	△ 0.63	△ 0.13	1.36	2.03	2.82
セグメント間消去 Intersegment sales	金額 Amount	919	△ 103	354	131	268
合計 Total	金額 Amount	16,804	18,411	23,250	14,680	14,073
	売上比 Ratio to net sales (%) Total	1.21	1.27	1.47	0.89	0.81

### 3. セグメント状況 Segment Information

#### (3) 医薬品卸売事業 Pharmaceutical distribution business

##### ①-1 地域別売上高 Net sales by region

単位：百万円 (Millions of yen)

地域 Region	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
北海道 Hokkaido		107,263	104,911	108,305	109,628	112,238
東北 Tohoku		32,554	37,654	43,507	48,031	52,315
関東 Kanto		449,921	458,659	487,384	498,894	527,480
甲信越 Koshinetsu		53,700	53,903	56,540	57,961	60,920
東海 Tokai		239,736	240,795	251,511	256,228	266,163
北陸 Hokuriku		42,830	42,461	44,633	44,428	47,127
近畿 Kinki		195,800	200,881	210,866	217,028	225,559
中国 Chugoku		85,485	85,332	89,350	90,920	95,750
四国 Shikoku		80,347	78,697	80,990	81,844	84,708
九州/沖縄 Kyushu/Okinawa		64,620	114,860	167,964	174,564	184,897
輸出 Exports		757	798	924	855	604
全国計 Nationwide total		1,353,019	1,418,957	1,541,981	1,580,386	1,657,766

##### ①-2 地域別営業拠点数 Number of sales offices by region

地域 Region	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
北海道 Hokkaido		19	17	16	16	16
東北 Tohoku		14	15	16	18	19
関東 Kanto		61	53	55	55	55
甲信越 Koshinetsu		11	13	11	11	11
東海 Tokai		32	31	31	31	31
北陸 Hokuriku		7	7	7	7	7
近畿 Kinki		32	32	32	32	31
中国 Chugoku		21	21	21	21	21
四国 Shikoku		13	11	11	11	11
九州/沖縄 Kyushu/Okinawa		13	46	44	45	45
全国計 Nationwide total		223	246	248	247	247

##### <参考> 医療用医薬品 地域別シェア(薬価ベース)

<Reference> Pharmaceuticals: Share by region (Price basis)

単位：%

地域 Region	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
北海道 Hokkaido		26.19	25.91	26.33	25.98	25.44
東北 Tohoku		5.72	6.49	7.29	7.91	8.21
関東 Kanto		21.06	21.03	21.18	21.04	21.10
甲信越 Koshinetsu		17.23	17.12	17.43	17.70	17.72
東海 Tokai		29.40	29.05	29.12	28.92	28.40
北陸 Hokuriku		23.07	22.60	23.03	22.58	22.84
近畿 Kinki		17.24	17.37	17.48	17.45	17.37
中国 Chugoku		17.08	16.99	17.28	17.30	17.52
四国 Shikoku		28.98	28.18	28.38	28.08	28.20
九州/沖縄 Kyushu/Okinawa		7.86	19.65	19.58	19.82	20.03
全国計 Nationwide total		18.81	20.12	20.20	20.31	20.30

### 3. セグメント状況 Segment Information

#### (3) 医薬品卸売事業 Pharmaceutical distribution business

##### ②-1 医療用医薬品 メーカー別売上高(上位10社)

Pharmaceuticals: Net sales by top ten manufacturers

単位: 百万円 (Millions of yen)

決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
メーカー Manufacturer					
アステラス製薬(株) Astellas Pharma Inc.	105,363	107,858	116,861	115,610	122,832
田辺三菱製薬(株) Mitsubishi Tanabe Pharma Corporation	64,690	69,707	74,602	73,335	77,366
エーザイ(株) Eisai Co., Ltd.	46,144	51,024	60,100	64,424	71,991
第一三共(株) DAIICHI SANKYO COMPANY, LIMITED	61,065	67,168	74,332	70,369	71,234
塩野義製薬(株) Shionogi & Co., Ltd.	72,989	72,942	76,595	71,727	69,620
ファイザー(株) Pfizer Japan Inc.	67,671	70,359	74,995	71,484	67,587
中外製薬(株) Chugai Pharmaceutical Co., Ltd.	43,078	42,598	47,154	53,115	60,015
ノバルティス・ファーマ(株) Novartis Pharma K.K.	39,175	43,554	51,759	54,522	58,049
アストラゼネカ(株) AstraZeneca	43,916	45,899	49,804	51,471	53,079
大塚製薬(株) Otsuka Pharmaceutical Co., Ltd.	38,045	39,810	44,229	45,690	48,237
その他 Others	657,530	688,446	745,510	776,001	819,923
合計 Total	1,239,666	1,299,365	1,415,941	1,447,748	1,519,933

##### ②-2 医療用医薬品 メーカー別売上高構成比(上位10社)

Pharmaceuticals: Percentage of total net sales by top ten manufacturers

単位: %

決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
メーカー Manufacturer					
アステラス製薬(株) Astellas Pharma Inc.	8.5	8.3	8.3	8.0	8.1
田辺三菱製薬(株) Mitsubishi Tanabe Pharma Corporation	5.2	5.4	5.3	5.1	5.1
エーザイ(株) Eisai Co., Ltd.	3.7	3.9	4.2	4.4	4.7
第一三共(株) DAIICHI SANKYO COMPANY, LIMITED	4.9	5.2	5.2	4.9	4.7
塩野義製薬(株) Shionogi & Co., Ltd.	5.9	5.6	5.4	5.0	4.6
ファイザー(株) Pfizer Japan Inc.	5.5	5.4	5.3	4.9	4.4
中外製薬(株) Chugai Pharmaceutical Co., Ltd.	3.5	3.3	3.3	3.7	3.9
ノバルティス・ファーマ(株) Novartis Pharma K.K.	3.2	3.4	3.7	3.8	3.8
アストラゼネカ(株) AstraZeneca	3.5	3.5	3.5	3.6	3.5
大塚製薬(株) Otsuka Pharmaceutical Co., Ltd.	3.1	3.1	3.1	3.2	3.2
その他 Others	52.8	52.8	52.6	53.6	53.9
合計 Total	100.0	100.0	100.0	100.0	100.0

### 3. セグメント状況 Segment Information

#### (3) 医薬品卸売事業 Pharmaceutical distribution business

##### ③-1 医療用医薬品 販売先別売上高

Pharmaceuticals: Net sales by client type

単位:百万円 (Millions of yen)

決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
販売先 Client type					
大病院 Large hospitals	364,846	363,707	375,336	364,047	373,135
病院 Hospitals	111,192	108,862	113,300	110,305	113,836
診療所 Health clinics	250,533	254,995	271,296	271,219	279,363
調剤薬局 Dispensing pharmacies	501,686	557,364	639,971	684,615	734,741
その他 Other	11,405	14,434	16,036	17,560	18,856
合計 Total	1,239,666	1,299,365	1,415,941	1,447,748	1,519,933

##### ③-2 医療用医薬品 販売先別売上高構成比

Pharmaceuticals: Net sales composition by client type

単位: %

決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
販売先 Client type					
大病院 Large hospitals	29.4	28.0	26.5	25.1	24.5
病院 Hospitals	9.0	8.4	8.0	7.6	7.5
診療所 Health clinics	20.2	19.6	19.2	18.7	18.4
調剤薬局 Dispensing pharmacies	40.5	42.9	45.2	47.3	48.3
その他 Other	0.9	1.1	1.1	1.2	1.2
合計 Total	100.0	100.0	100.0	100.0	100.0

※販売先の区分基準 Client definitions:

大病院: 200床以上 Large hospital: 200 or more beds

病院: 50~199床 Hospital: 50 - 199 beds

診療所: 49床以下 Health clinic: 49 beds or fewer

## 4. 株式の状況 Stock Information

### (1) 所有者別分布状況 Shareholder composition

#### ①所有者別株主構成状況 Shareholder composition by shareholder type

区分 Type	06/3 March 2006		07/3 March 2007		08/3 March 2008		09/3 March 2009		10/3 March 2010	
	株主数(人)	株主数比率(%)	株主数(人)	株主数比率(%)	株主数(人)	株主数比率(%)	株主数(人)	株主数比率(%)	株主数(人)	株主数比率(%)
	Number of shareholders (Shareholders)	Percentage of total number of shareholders (%)	Number of shareholders (Shareholders)	Percentage of total number of shareholders (%)	Number of shareholders (Shareholders)	Percentage of total number of shareholders (%)	Number of shareholders (Shareholders)	Percentage of total number of shareholders (%)	Number of shareholders (Shareholders)	Percentage of total number of shareholders (%)
個人・その他 Japanese individuals and others	10,026	93.94	9,703	93.67	9,957	94.05	10,356	94.13	10,107	94.09
金融機関 Japanese financial institutions	90	0.84	87	0.84	75	0.71	65	0.59	68	0.63
その他国内法人 Other Japanese corporations	245	2.30	251	2.42	239	2.26	240	2.18	236	2.20
外国人 Foreign institutions and individual	284	2.66	286	2.76	288	2.72	311	2.83	305	2.84
証券会社 Japanese securities companies	27	0.25	31	0.30	26	0.25	29	0.26	25	0.23
自己株式 Treasury stock	1	0.01	1	0.01	1	0.01	1	0.01	1	0.01
合計 Total	10,673	100.00	10,359	100.00	10,587	100.00	11,002	100.00	10,742	100.00

#### ②所有者別株式構成状況 Stock composition by shareholder type

区分 Type	06/3 March 2006		07/3 March 2007		08/3 March 2008		09/3 March 2009		10/3 March 2010	
	株式数(千株)	株式数比率(%)	株式数(千株)	株式数比率(%)	株式数(千株)	株式数比率(%)	株式数(千株)	株式数比率(%)	株式数(千株)	株式数比率(%)
	Number of shares (Thousands)	Percentage of total number of shares (%)	Number of shares (Thousands)	Percentage of total number of shares (%)	Number of shares (Thousands)	Percentage of total number of shares (%)	Number of shares (Thousands)	Percentage of total number of shares (%)	Number of shares (Thousands)	Percentage of total number of shares (%)
個人・その他 Japanese individuals and others	38,049	40.66	33,634	35.80	33,322	35.47	33,301	35.45	31,532	33.56
金融機関 Japanese financial institutions	22,760	24.32	21,081	22.44	20,867	22.21	20,278	21.58	20,059	21.35
その他国内法人 Other Japanese corporations	15,245	16.29	16,904	17.99	16,979	18.07	17,205	18.31	17,217	18.33
外国人 Foreign institutions and individual	14,545	15.54	21,703	23.10	20,216	21.52	18,639	19.84	20,593	21.92
証券会社 Japanese securities companies	289	0.31	596	0.64	528	0.56	556	0.59	759	0.81
自己株式 Treasury stock	2,693	2.88	28	0.03	2,033	2.16	3,967	4.22	3,787	4.03
合計 Total	93,584	100.00	93,949	100.00	93,949	100.00	93,949	100.00	93,949	100.00

#### 4. 株式の状況 Stock Information

##### (2) 大株主の状況 Major shareholders

氏名または名称 Shareholders	株式数 Number of shares (千株/Thousands)	発行済株式総数に対する 株式数比率(%) Voting right ratio
日本トラスティ・サービス信託銀行株式会社 (住友信託銀行再信託分・塩野義製薬株式会社退職給付信託口) Japan Trustee Services Bank, Ltd.(Retirement benefit trust account re-trusted by The Sumitomo Trust & Banking Co., Ltd. As trustee for Shionogi & Co., Ltd.)	5,400	5.74
日本トラスティ・サービス信託銀行株式会社(信託口) Japan Trustee Services Bank, Ltd.(Trust account)	3,510	3.73
塩野義製薬株式会社 Shionogi & Co., Ltd.	3,306	3.51
日本マスタートラスト信託銀行株式会社(信託口) The Master Trust Bank of Japan, Ltd.(Trust account)	3,048	3.24
別所弘子 Hiroko Bessho	3,012	3.20
スズケン従業員持株会 Suzuken Employee Stock Ownership Association	2,950	3.14
伊澤久代 Hisayo Izawa	2,230	2.37
STATE STREET BANK CLIENT OMNIBUS OM04 オーエム04イスエスピークライアントオムニバス	2,027	2.15
CBNY-ORBIS SICAV シービーニューヨーク オービス エスアイシーアーヴィー	2,002	2.13
DAIWA CM SINGAPORE LTD (TRUST A/C) ダイワキャピタルマーケットツシンガポールリミテッド(トラストアカウト)	1,954	2.08

注) 上記のほか、当社が保有している株式3,787,533株(発行済株式総数に対する所有株式数の割合4.03%)があります。

Note) Treasury stock of 3,787,533 shares (4.03% of shares issued) is not listed in the table.

##### (3) 配当状況 Dividends

決算期 Fiscal year ended 科目 Item	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
1株当たり年間配当金(円) Annual dividend per share (Yen)	36	42	50	62	62
配当金総額(百万円) Total dividend amount (millions of yen)	3,272	3,879	4,595	5,638	5,603
配当性向(%) Dividend payout ratio	19.2	21.9	21.7	80.4	40.0
純資産配当率(%) Dividend on equity (DOE)	1.4	1.5	1.7	2.1	2.1

## 5. 連結財務諸表 Consolidated Financial Statements

(1) 連結貸借対照表 Consolidated balance sheets

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
<b>(資産の部) Assets</b>						
<b>流動資産 Current Assets:</b>		<b>585,750</b>	<b>673,430</b>	<b>629,426</b>	<b>621,893</b>	<b>630,654</b>
現金及び預金 Cash and cash equivalents		117,667	162,107	98,090	70,841	72,354
受取手形・売掛金 Trade notes and accounts receivable		343,276	368,555	386,423	402,883	413,524
有価証券 Marketable securities		2,030	5,425	12,785	8,784	7,293
たな卸資産 Inventories		92,915	106,948	102,091	108,699	107,791
繰延税金資産 Deferred tax assets		7,927	8,636	8,346	10,112	8,774
仕入割戻し等未収入金 Purchase rebates receivable		24,141	23,123	24,372	21,556	21,778
その他 Other current assets		2,393	2,882	1,561	2,830	2,499
貸倒引当金 Allowance for doubtful accounts		△ 4,602	△ 4,247	△ 4,246	△ 3,812	△ 3,361
<b>固定資産 Property and Equipment:</b>		<b>154,120</b>	<b>184,084</b>	<b>193,426</b>	<b>206,621</b>	<b>227,953</b>
<b>有形固定資産 Tangible Fixed Assets</b>		<b>82,748</b>	<b>89,718</b>	<b>92,046</b>	<b>96,496</b>	<b>109,800</b>
建物及び構築物 Buildings and structures		34,666	35,657	38,334	38,716	42,482
土地 Land		42,733	45,900	47,051	49,555	53,812
建設仮勘定 Construction in progress		370	3,398	255	1,809	6,525
その他 Other assets		4,977	4,762	6,405	6,415	6,980
<b>無形固定資産 Intangible Fixed Assets</b>		<b>10,035</b>	<b>13,741</b>	<b>12,576</b>	<b>17,745</b>	<b>19,651</b>
<b>投資その他の資産 Investments and Other Assets:</b>		<b>61,336</b>	<b>80,625</b>	<b>88,802</b>	<b>92,379</b>	<b>98,500</b>
投資有価証券 Investment securities		39,459	56,966	62,182	56,562	59,992
長期貸付金 Long-term loans		471	449	788	536	336
繰延税金資産 Deferred tax assets		1,398	1,373	1,323	647	559
その他 Other assets		21,836	23,753	26,250	36,134	38,614
貸倒引当金 Allowance for doubtful accounts		△ 1,828	△ 1,917	△ 1,741	△ 1,501	△ 1,002
<b>資産合計 Total</b>		<b>739,870</b>	<b>857,515</b>	<b>822,852</b>	<b>828,515</b>	<b>858,608</b>

## 5. 連結財務諸表 Consolidated Financial Statements

(1) 連結貸借対照表 Consolidated balance sheets

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
<b>(負債の部) Liabilities and Shareholders' Equity</b>						
<b>流動負債 Current Liabilities:</b>		<b>480,156</b>	<b>566,943</b>	<b>534,102</b>	<b>542,501</b>	<b>560,197</b>
支払手形・買掛金 Trade notes and accounts payable		452,374	537,848	504,514	518,244	528,585
短期借入金 Short-term bank loans		490	786	468	2,119	3,704
未払法人税等 Income taxes payable		8,644	7,470	9,650	2,694	5,738
賞与引当金 Accrued bonuses		8,094	9,082	9,050	7,406	7,875
その他 Other current liabilities		10,552	11,755	10,417	12,036	14,232
<b>固定負債 Long-term Liabilities:</b>		<b>16,840</b>	<b>19,343</b>	<b>14,393</b>	<b>15,159</b>	<b>20,466</b>
長期借入金 Long-term debt		1,058	421	487	379	1,090
繰延税金負債 Deferred tax liabilities		8,338	9,863	5,089	6,265	9,536
退職給付引当金 Liability for employees' retirement benefits		3,461	5,569	5,199	4,539	5,012
役員退職慰労引当金 Liability for retirement benefits to directors and corporate auditors		506	590	645	749	783
その他 Other long-term liabilities		3,476	2,899	2,970	3,225	3,534
<b>負債合計 Total liabilities</b>		<b>496,997</b>	<b>586,286</b>	<b>548,495</b>	<b>557,660</b>	<b>580,663</b>
<b>(少数株主持分) Minority Interests</b>		<b>2,727</b>	—	—	—	—
<b>(資本の部) Shareholders' Equity</b>						
資本金 Common stock		13,546	—	—	—	—
資本剰余金 Capital surplus		32,180	—	—	—	—
利益剰余金 Retained earnings		200,588	—	—	—	—
土地再評価差額金 Land revaluation difference		△ 6,601	—	—	—	—
その他有価証券評価差額金 Net unrealized gain on available-for-sale securities		6,961	—	—	—	—
為替換算調整勘定 Foreign currency translation adjustment		—	—	—	—	—
自己株式 Treasury stock		△ 6,528	—	—	—	—
<b>資本合計 Total shareholders' equity</b>		<b>240,146</b>	—	—	—	—
<b>負債、少数株主持分及び資本合計 Total liabilities, minority interests and shareholders' equity</b>		<b>739,870</b>	—	—	—	—
<b>(純資産の部) Net Assets:</b>						
資本金 Common stock		—	13,546	13,546	13,546	13,546
資本剰余金 Capital surplus		—	39,375	39,375	39,373	38,899
利益剰余金 Retained earnings		—	214,779	231,845	233,856	242,152
自己株式 Treasury stock		—	△ 85	△ 7,663	△ 12,682	△ 12,025
<b>株主資本合計 Total shareholders' equity</b>		—	<b>267,615</b>	<b>277,103</b>	<b>274,094</b>	<b>282,573</b>
その他有価証券評価差額金 Net unrealized gain on available-for-sale securities		—	7,660	1,150	△ 491	2,187
土地再評価差額金 Land revaluation difference		—	△ 6,890	△ 6,993	△ 7,079	△ 7,003
<b>評価・換算差額等合計 Valuation and translation adjustments</b>		—	769	△ 5,842	△ 7,570	△ 4,815
<b>少数株主持分 Minority interests</b>		—	<b>2,843</b>	<b>3,096</b>	<b>4,330</b>	<b>186</b>
<b>純資産合計 Total net assets</b>		—	<b>271,228</b>	<b>274,357</b>	<b>270,854</b>	<b>277,944</b>
<b>負債及び純資産合計 Total liabilities and net assets</b>		—	<b>857,515</b>	<b>822,852</b>	<b>828,515</b>	<b>858,608</b>

## 5. 連結財務諸表 Consolidated Financial Statements

(2) 連結損益計算書 Consolidated statements of income

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
<b>売上高 Net Sales</b>		<b>1,388,694</b>	<b>1,454,841</b>	<b>1,586,596</b>	<b>1,641,331</b>	<b>1,735,476</b>
売上原価 Cost of Sales		1,248,258	1,306,495	1,422,543	1,479,321	1,565,890
売上総利益 Gross profit		140,436	148,346	164,052	162,009	169,586
返品調整引当金戻入(繰入) Reversal (deferment) of reserve for adjustment of returned products		88	15	△ 12	55	5
<b>差引売上総利益 Balance of gross profit (loss)</b>		<b>140,524</b>	<b>148,361</b>	<b>164,039</b>	<b>162,065</b>	<b>169,591</b>
<b>販売費及び一般管理費 Selling, General and Administrative Expenses</b>		<b>123,720</b>	<b>129,950</b>	<b>140,788</b>	<b>147,384</b>	<b>155,517</b>
<b>営業利益 Operating income</b>		<b>16,804</b>	<b>18,411</b>	<b>23,250</b>	<b>14,680</b>	<b>14,073</b>
営業外収益 Other Income:		13,273	14,011	14,307	14,510	14,970
受取利息・配当金 Interest and dividends		729	1,152	1,543	1,761	1,450
仕入割引 Purchase discounts		7,391	6,642	6,204	6,519	6,977
受入情報収入 Commission for supplying sales data		3,630	4,028	4,320	4,345	4,555
その他 Other		1,521	2,187	2,240	1,883	1,986
営業外費用 Other Expenses:		438	305	403	379	400
支払利息・割引料 Interest and discount expenses		110	26	47	43	79
その他 Other		327	278	356	336	321
<b>経常利益 Ordinary income</b>		<b>29,639</b>	<b>32,116</b>	<b>37,155</b>	<b>28,811</b>	<b>28,643</b>
特別利益 Extraordinary profit		4,069	688	2,477	381	523
特別損失 Extraordinary loss		4,900	2,093	1,947	15,528	3,973
<b>税金等調整前当期純利益 Income Before Income Taxes and Minority Interests</b>		<b>28,809</b>	<b>30,712</b>	<b>37,684</b>	<b>13,664</b>	<b>25,193</b>
法人税、住民税及び事業税 Income taxes		12,535	12,775	16,187	4,780	8,048
法人税等調整額 Income tax adjustment		△ 1,279	106	△ 47	1,307	2,787
少数株主損益 Minority Interests in Net Income		369	128	217	502	387
<b>当期純利益 Net Income</b>		<b>17,183</b>	<b>17,701</b>	<b>21,327</b>	<b>7,072</b>	<b>13,969</b>

## 5. 連結財務諸表 Consolidated Financial Statements

(3) 連結株主資本等変動計算書 Consolidated statements of changes in net assets

① 前連結会計年度(自平成20年4月1日 至平成21年3月31日)

Previous fiscal year (Balance at April 1, 2008 – Balance at March 31, 2009)

単位:百万円 (Millions of yen)

	株主資本 Shareholders' equity				
	資本金 Common stock	資本剰余金 Capital surplus	利益剰余金 Retained earnings	自己株式 Treasury stock	株主資本合計 Total
平成20年3月31日残高 Balance at March 31, 2008	13,546	39,375	231,845	△ 7,663	277,103
連結会計年度中の変動額 Changes during fiscal year					
剰余金の配当 Cash dividends			△ 5,147		△ 5,147
当期純利益 Net income			7,072		7,072
自己株式の取得 Purchase of treasury stock				△ 5,028	△ 5,028
自己株式の処分 Disposal of treasury stock		△ 1		9	7
土地再評価差額金の取崩 Write-off due to land revaluation difference			85		85
株主資本以外の項目の連結会計期間の変動額 Changes during fiscal year to items other than shareholders' equity					
連結会計年度中の変動額合計 Total changes during fiscal year		△ 1	2,010	△ 5,018	△ 3,009
平成21年3月31日残高 Balance at March 31, 2009	13,546	39,373	233,856	△ 12,682	274,094

単位:百万円 (Millions of yen)

	評価・換算差額等 Valuation and translation adjustments			少数株主持分 Minority interests	純資産合計 Total net assets
	その他有価証券 評価差額金 Net unrealized gain on available-for-sale securities	土地再評価 差額金 Land revaluation difference	評価・換算差額 等合計 Total valuation and translation adjustments		
平成20年3月31日残高 Balance at March 31, 2008	1,150	△ 6,993	△ 5,842	3,096	274,357
連結会計年度中の変動額 Changes during fiscal year					
剰余金の配当 Cash dividends					△ 5,147
当期純利益 Net income					7,072
自己株式の取得 Purchase of treasury stock					△ 5,028
自己株式の処分 Disposal of treasury stock					7
土地再評価差額金の取崩 Write-off due to land revaluation difference					85
株主資本以外の項目の連結会計期間の変動額 Changes during fiscal year to items other than shareholders' equity	△ 1,642	△ 85	△ 1,727	1,234	△ 492
連結会計年度中の変動額合計 Total changes during fiscal year	△ 1,642	△ 85	△ 1,727	1,234	△ 3,502
平成21年3月31日残高 Balance at March 31, 2009	△ 491	△ 7,079	△ 7,570	4,330	270,854

## 5. 連結財務諸表 Consolidated Financial Statements

(3) 連結株主資本等変動計算書 Consolidated statements of changes in net assets

② 当連結会計年度(自平成21年4月1日至平成22年3月31日)

Fiscal year (Balance at April 1, 2009 – Balance at March 31, 2010)

単位:百万円 (Millions of yen)

	株主資本 Shareholders' equity				
	資本金 Common stock	資本剰余金 Capital surplus	利益剰余金 Retained earnings	自己株式 Treasury stock	株主資本合計 Total
平成21年3月31日残高 Balance at March 31, 2009	13,546	39,373	233,856	△ 12,682	274,094
連結会計年度中の変動額 Changes during fiscal year					
剰余金の配当 Cash dividends			△ 5,597		△ 5,597
当期純利益 Net income			13,969		13,969
自己株式の取得 Purchase of treasury stock				△ 1,304	△ 1,304
自己株式の処分 Disposal of treasury stock		△ 473		1,962	1,488
土地再評価差額金の取崩 Write-off due to land revaluation difference			△ 75		△ 75
株主資本以外の項目の連結会計期間の変動額 Changes during fiscal year to items other than shareholders' equity					
連結会計年度中の変動額合計 Total changes during fiscal year		△ 473	8,296	657	8,479
平成22年3月31日残高 Balance at March 31, 2010	13,546	38,899	242,152	△ 12,025	282,573

単位:百万円 (Millions of yen)

	評価・換算差額等 Valuation and translation adjustments			少数株主持分 Minority interests	純資産合計 Total net assets
	その他有価証券 評価差額金 Net unrealized gain on available-for-sale securities	土地再評価 差額金 Land revaluation difference	評価・換算差額 等合計 Total valuation and translation adjustments		
平成21年3月31日残高 Balance at March 31, 2009	△ 491	△ 7,079	△ 7,570	4,330	270,854
連結会計年度中の変動額 Changes during fiscal year					
剰余金の配当 Cash dividends					△ 5,597
当期純利益 Net income					13,969
自己株式の取得 Purchase of treasury stock					△ 1,304
自己株式の処分 Disposal of treasury stock					1,488
土地再評価差額金の取崩 Write-off due to land revaluation difference					△ 75
株主資本以外の項目の連結会計期間の変動額 Changes during fiscal year to items other than shareholders' equity	2,678	75	2,754	△ 4,144	△ 1,389
連結会計年度中の変動額合計 Total changes during fiscal year	2,678	75	2,754	△ 4,144	7,089
平成22年3月31日残高 Balance at March 31, 2010	2,187	△ 7,003	△ 4,815	186	277,944

## 6. セグメント別損益表 Statements of Income by Segment

### (1) 医薬品卸売事業 Pharmaceutical distribution business

単位:百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2009
売上高 Net Sales		1,353,019	1,418,957	1,541,981	1,580,386	1,657,766
売上原価 Cost of Sales		1,244,187	1,301,647	1,414,528	1,464,903	1,542,421
売上総利益 Gross profit		108,832	117,309	127,452	115,483	115,344
差引売上総利益 Balance of gross profit (loss)		108,919	117,324	127,439	115,538	115,350
販売費及び一般管理費 Selling, General and Administrative Expenses		96,335	100,851	108,200	108,607	109,424
営業利益 Operating income		12,584	16,472	19,239	6,930	5,925
営業外収益 Other income		14,217	14,411	14,597	14,923	15,554
営業外費用 Other expenses		368	283	352	310	297
経常利益 Ordinary income		26,433	30,600	33,483	21,542	21,182
特別利益 Extraordinary profit		1,948	596	2,198	343	295
特別損失 Extraordinary loss		4,461	1,940	1,483	15,269	3,733
税金等調整前当期純利益 Income Before Income Taxes and Minority Interests		23,920	29,255	34,198	6,616	17,744
当期純利益 Net Income		14,916	17,510	19,904	3,729	10,097

### (2) 医薬品製造事業 Pharmaceutical manufacturing business

単位:百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2009
売上高 Net Sales		49,208	51,199	54,925	62,318	66,221
売上原価 Cost of Sales		24,654	27,723	29,724	32,953	35,618
売上総利益 Gross profit		24,553	23,475	25,201	29,365	30,603
差引売上総利益 Balance of gross profit (loss)		24,554	23,476	25,201	29,365	30,603
販売費及び一般管理費 Selling, General and Administrative Expenses		21,088	21,394	22,103	22,946	25,017
営業利益 Operating income		3,465	2,081	3,097	6,419	5,585
営業外収益 Other income		44	50	45	29	129
営業外費用 Other expenses		76	20	9	18	11
経常利益 Ordinary income		3,433	2,112	3,133	6,429	5,704
特別利益 Extraordinary profit		2,160	106	239	9	96
特別損失 Extraordinary loss		221	133	381	168	117
税金等調整前当期純利益 Income Before Income Taxes and Minority Interests		5,372	2,085	2,992	6,271	5,683
当期純利益 Net Income		3,159	1,001	1,463	3,529	3,412

### (3) 医療関連サービス等事業 Healthcare-related service business

単位:百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2009
売上高 Net Sales		26,034	29,328	41,074	59,219	81,343
売上原価 Cost of Sales		18,130	20,705	28,948	41,127	56,669
売上総利益 Gross profit		7,903	8,622	12,125	18,092	24,673
販売費及び一般管理費 Selling, General and Administrative Expenses		8,068	8,661	11,566	16,892	22,379
営業利益 Operating income		△ 165	△ 39	559	1,199	2,294
営業外収益 Other income		187	357	293	432	654
営業外費用 Other expenses		104	121	221	269	338
経常利益 Ordinary income		△ 82	196	631	1,362	2,611
特別利益 Extraordinary profit		52	71	54	130	30
特別損失 Extraordinary loss		225	79	82	91	122
税金等調整前当期純利益 Income Before Income Taxes and Minority Interests		△ 255	189	602	1,401	2,518
当期純利益 Net Income		△ 659	△ 211	123	365	1,263

## 7. 単体財務諸表 Nonconsolidated Financial Statements

(1) 単体貸借対照表 Nonconsolidated balance sheets

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
<b>(資産の部) Assets</b>						
<b>流動資産 Current Assets:</b>		<b>534,290</b>	<b>586,521</b>	<b>548,243</b>	<b>535,806</b>	<b>541,807</b>
現金及び預金 Cash and cash equivalents		96,846	132,134	72,761	39,378	40,689
受取手形 Trade notes and accounts receivable		8,179	6,410	5,541	4,914	4,547
売掛金 Marketable securities		328,091	335,991	361,688	382,607	392,421
有価証券 Inventories		1,999	5,425	12,785	8,784	7,293
たな卸資産 Purchase rebates receivable		73,918	76,326	72,346	76,098	73,913
仕入割戻し等未収入金 Deferred tax assets		22,282	19,926	21,162	18,889	18,986
その他 Other current assets		7,029	13,899	5,377	8,129	6,622
貸倒引当金 Allowance for doubtful accounts		△ 4,054	△ 3,590	△ 3,419	△ 2,995	△ 2,669
<b>固定資産 Property and Equipment:</b>		<b>148,480</b>	<b>181,282</b>	<b>192,370</b>	<b>204,993</b>	<b>220,941</b>
<b>有形固定資産 Tangible Fixed Assets</b>		<b>54,966</b>	<b>54,678</b>	<b>55,451</b>	<b>57,961</b>	<b>60,514</b>
建物及び構築物 Buildings and structures		20,810	19,557	22,280	21,502	21,060
土地 Land		31,349	29,249	28,998	31,625	31,466
建設仮勘定 Construction in progress		4	3,384	110	1,187	4,551
その他 Other assets		2,802	2,488	4,062	3,645	3,435
<b>無形固定資産 Intangible Fixed Assets</b>		<b>8,597</b>	<b>9,839</b>	<b>8,075</b>	<b>11,785</b>	<b>15,209</b>
<b>投資その他の資産 Investments and Other Assets:</b>		<b>84,916</b>	<b>116,764</b>	<b>128,843</b>	<b>135,246</b>	<b>145,216</b>
投資有価証券 Investment securities		31,256	46,227	56,269	51,472	54,247
関係会社株式 Subsidiaries' shares		29,648	44,404	41,610	43,570	46,118
その他 Other assets		25,634	27,781	32,484	41,430	45,479
貸倒引当金 Allowance for doubtful accounts		△ 1,622	△ 1,648	△ 1,521	△ 1,225	△ 628
<b>資産合計 Total</b>		<b>682,771</b>	<b>767,803</b>	<b>740,614</b>	<b>740,800</b>	<b>762,748</b>

## 7. 単体財務諸表 Nonconsolidated Financial Statements

(1) 単体貸借対照表 Nonconsolidated balance sheets

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
<b>(負債の部) Liabilities and Shareholders' Equity</b>						
<b>流動負債 Current Liabilities:</b>		<b>461,737</b>	<b>520,737</b>	<b>499,494</b>	<b>507,155</b>	<b>520,762</b>
支払手形 Trade notes		7,872	8,410	3,659	2,844	2,300
買掛金 Accounts payable		429,548	486,464	467,491	480,300	488,503
未払法人税等 Income taxes payable		5,812	5,200	6,818	197	2,411
賞与引当金 Accrued bonuses		5,440	5,707	5,619	3,961	4,085
その他 Other current liabilities		13,063	14,956	15,905	19,850	23,461
<b>固定負債 Long-term Liabilities:</b>		<b>9,778</b>	<b>10,421</b>	<b>6,093</b>	<b>7,712</b>	<b>10,655</b>
転換社債 Convertible bonds		-	-	-	-	-
繰延税金負債 Deferred tax liabilities		6,722	7,735	3,452	5,163	8,174
退職給付引当金 Liability for employees' retirement benefits		-	-	-	-	-
その他 Other long-term liabilities		3,056	2,686	2,641	2,549	2,481
<b>負債合計 Total liabilities</b>		<b>471,516</b>	<b>531,159</b>	<b>505,587</b>	<b>514,867</b>	<b>531,418</b>
<b>(資本の部) Shareholders' Equity:</b>						
資本金 Common stock		13,546	-	-	-	-
資本剰余金 Capital surplus		33,795	-	-	-	-
利益剰余金 Retained earnings		171,264	-	-	-	-
土地再評価差額金 Land revaluation difference		△ 6,601	-	-	-	-
株式等評価差額金 Net unrealized gain on available-for-sale securities		5,779	-	-	-	-
自己株式 Treasury stock		△ 6,528	-	-	-	-
<b>資本合計 Total shareholders' equity</b>		<b>211,254</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>負債・資本合計 Total liabilities and shareholders' equity</b>		<b>682,771</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>(純資産の部) Net Assets:</b>						
資本金 Common stock		-	13,546	13,546	13,546	13,546
資本剰余金 Capital surplus		-	40,990	40,991	40,989	40,515
利益剰余金 Retained earnings		-	182,751	194,315	191,537	194,316
自己株式 Treasury stock		-	△ 85	△ 7,663	△ 12,682	△ 12,025
<b>株主資本合計 Total shareholders' equity</b>		<b>-</b>	<b>237,202</b>	<b>241,188</b>	<b>233,391</b>	<b>236,353</b>
その他有価証券評価差額金 Net unrealized gain on available-for-sale securities		-	6,331	831	△ 379	1,979
土地再評価差額金 Land revaluation difference		-	△ 6,890	△ 6,993	△ 7,079	△ 7,003
<b>評価・換算差額等合計 Valuation and translation adjustments</b>		<b>-</b>	<b>△ 559</b>	<b>△ 6,162</b>	<b>△ 7,458</b>	<b>△ 5,023</b>
<b>純資産合計 Total net assets</b>		<b>-</b>	<b>236,643</b>	<b>235,026</b>	<b>225,932</b>	<b>231,330</b>
<b>負債及び純資産合計 Total liabilities and net assets</b>		<b>-</b>	<b>767,803</b>	<b>740,614</b>	<b>740,800</b>	<b>762,748</b>

## 7. 単体財務諸表 Nonconsolidated Financial Statements

(2) 単体損益計算書 Nonconsolidated statements of income

単位: 百万円 (Millions of yen)

科目 Item	決算期 Fiscal year ended	06/3 March 2006	07/3 March 2007	08/3 March 2008	09/3 March 2009	10/3 March 2010
<b>売上高</b> Net Sales		<b>1,283,513</b>	<b>1,315,699</b>	<b>1,390,754</b>	<b>1,443,457</b>	<b>1,518,724</b>
売上原価 Cost of Sales		1,191,646	1,220,003	1,293,145	1,355,718	1,431,401
売上総利益 Gross profit		91,866	95,696	97,608	87,739	87,322
返品調整引当金戻入(繰入) Reversal (deferment) of reserve for adjustment of returned products		81	22	△ 4	51	5
<b>差引売上総利益</b> Balance of gross profit (loss)		<b>91,948</b>	<b>95,719</b>	<b>97,604</b>	<b>87,790</b>	<b>87,328</b>
<b>販売費及び一般管理費</b> Selling, General and Administrative Expenses		<b>81,715</b>	<b>81,801</b>	<b>83,394</b>	<b>83,497</b>	<b>83,884</b>
<b>営業利益</b> Operating income		<b>10,233</b>	<b>13,917</b>	<b>14,210</b>	<b>4,293</b>	<b>3,443</b>
営業外収益 Other Income:		13,094	12,997	13,266	14,033	14,829
受取利息・配当金 Interest and dividends		638	1,085	1,452	1,815	2,145
仕入割引 Purchase discounts		7,352	6,469	6,067	6,378	6,883
受入情報収入 Commission for supplying sales data		3,114	3,316	3,377	3,389	3,561
その他 Other		1,990	2,127	2,368	2,450	2,238
営業外費用 Other Expenses:		1,226	1,071	1,229	1,266	1,432
支払利息・割引料 Interest and discount expenses		15	19	30	33	11
その他 Other		1,211	1,051	1,199	1,232	1,420
<b>経常利益</b> Ordinary income		<b>22,100</b>	<b>25,843</b>	<b>26,247</b>	<b>17,061</b>	<b>16,841</b>
特別利益 Extraordinary profit		1,860	420	1,721	281	344
特別損失 Extraordinary loss		3,906	1,513	1,297	13,869	3,176
<b>税金等調整前当期純利益</b> Income Before Income Taxes and Minority Interests		<b>20,053</b>	<b>24,750</b>	<b>26,671</b>	<b>3,473</b>	<b>14,009</b>
法人税、住民税及び事業税 Income taxes		8,443	9,373	11,451	171	2,584
法人税等調整額 Income tax adjustment		△ 359	426	△ 604	1,018	2,972
<b>当期純利益</b> Net Income		<b>11,970</b>	<b>14,951</b>	<b>15,825</b>	<b>2,284</b>	<b>8,452</b>