



Data Book

2011年3月期
Fiscal year ended March 31, 2011

株式会社スズケン

2011年5月
May 2011

この資料に関するお問い合わせは伊藤、宮田まで(Tel: 052-950-6305)

If you have any inquiry about the Data Book,
please contact: Messrs. Ito or Miyata.
Tel: +81-52-950-6305

目次

Contents

| | ページ |
|---|-----|
| 1. 企業集団の状況(平成23年3月31日現在) The Suzuken Group (as of March 31, 2011) | |
| (1) 企業集団の状況 The Suzuken Group | 2 |
| (2) 主な事業再編 Major additions to the Suzuken Group | 3 |
| 2. 連結決算概況 Consolidated Financial Overview | |
| (1) 経営成績 Business performance | 4 |
| ①金額 Results ②売上比 Ratio to sales ③増加率 Year-on-year change | |
| (2) 財政状態 Financial Position | 5 |
| (3) キャッシュ・フローの状況 Cash Flows | |
| (4) 売上債権、たな卸資産、仕入債務の状況 Trade receivables, inventories and trade payables | |
| (5) 設備投資額、減価償却費 Capital expenditures, depreciation and amortization | 6 |
| (6) 販売費及び一般管理費 Selling, general and administrative expenses | |
| (7) 人員配置 Deployment of personnel | |
| 3. セグメント状況 Segment Information | |
| (1) 売上高 Net sales | 7 |
| (2) 営業利益・売上比 Operating income, ratio to net sales | |
| (3) 医薬品卸売事業 Pharmaceutical distribution business | 8 |
| ①-1 地域別売上高 Net sales by region | |
| ①-2 地域別営業拠点数 Number of sales offices by region | |
| ※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) | |
| ②-1 医療用医薬品 メーカー別売上高(上位10社) | 9 |
| Pharmaceuticals: Net sales by top ten manufacturers | |
| 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 | |
| ③-1 医療用医薬品 販売先別売上高 | 10 |
| Pharmaceuticals: Net sales by client type | |
| 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 | |
| 4. 株式の状況(平成23年3月31日現在) Stock Information (as of March 31, 2011) | |
| (1) 所有者別分布状況 Shareholder composition | 11 |
| (2) 大株主の状況 Major shareholders | 12 |
| (3) 配当状況 Dividends | |
| 5. 連結財務諸表 Consolidated Financial Statements | |
| (1) 連結貸借対照表 Consolidated balance sheets | 13 |
| (2) 連結損益計算書 Consolidated statements of income | 15 |
| (3) 連結株主資本等変動計算書 Consolidated statements of changes in net assets | 16 |
| 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 | 18 |
| (2) 医薬品製造事業 Pharmaceutical manufacturing business | |
| (3) 保険薬局事業 Dispensing pharmacies business | |
| (4) 医療関連サービス等事業 Healthcare-related service business | |
| 7. 単体財務諸表 Nonconsolidated Financial Statements | |
| (1) 単体貸借対照表 Nonconsolidated balance sheets | 20 |
| (2) 単体損益計算書 Nonconsolidated statements of income | 22 |

1. 企業集団の状況(平成23年3月31日現在) The Suzuken Group (as of March 31, 2011)

(1) 企業集団の状況 The Suzuken Group

2011年3月期 連結子会社数 58 社 (2010年3月期 57社)

Number of consolidated subsidiaries as of March 31, 2011: 58 (As of March 31, 2010: 57)

| 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. |
| 保険薬局 事業 Dispensing pharmacies | 調剤薬局の経営 Operation of dispensing pharmacies | 株式会社 ファーコス Pfercos Co., Ltd. |
| | | 両毛医薬品 株式会社 Ryomo Medicine Co., Ltd. |
| 医療関連 サービス等事業 Healthcare-related Services | 医薬品を中心に扱う物流専門会社 (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. |
| | 医業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. |
| | 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23年3月31日現在) Suzuken Group (as of March 31, 2011)

(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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net sales | | 1,454,841 | 1,586,596 | 1,641,331 | 1,735,476 | 1,751,928 |
| 差引売上総利益 Balance of gross profit (loss) | | 148,361 | 164,039 | 162,065 | 169,591 | 165,187 |
| 販売費及び一般管理費 Selling, general and administrative expenses | | 129,950 | 140,788 | 147,384 | 155,517 | 159,816 |
| 営業利益 Operating income | | 18,411 | 23,250 | 14,680 | 14,073 | 5,370 |
| 経常利益 Ordinary income | | 32,116 | 37,155 | 28,811 | 28,643 | 20,026 |
| 当期純利益 Net income | | 17,701 | 21,327 | 7,072 | 13,969 | 9,627 |
| 1株当たり当期純利益(円) Net income per share(Yen) | | 191.72 | 230.49 | 77.10 | 154.96 | 106.79 |
| 自己資本当期純利益率(%) Return on equity | | 7.0 | 7.9 | 2.6 | 5.1 | 3.4 |
| 総資産経常利益率(%) Return on assets | | 4.0 | 4.4 | 3.5 | 3.4 | 2.3 |

②売上比 Ratio to sales

単位: %

| 科目 Item | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 差引売上総利益 Balance of gross profit (loss) | | 10.20 | 10.34 | 9.87 | 9.77 | 9.43 |
| 販売費及び一般管理費 Selling, general and administrative expenses | | 8.93 | 8.87 | 8.98 | 8.96 | 9.12 |
| 営業利益 Operating income | | 1.27 | 1.47 | 0.89 | 0.81 | 0.31 |
| 経常利益 Ordinary income | | 2.21 | 2.34 | 1.76 | 1.65 | 1.14 |
| 当期純利益 Net income | | 1.22 | 1.34 | 0.43 | 0.80 | 0.55 |

③増加率 Year-on-year change

単位: %

| 科目 Item | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net sales | | 4.8 | 9.1 | 3.4 | 5.7 | 0.9 |
| 差引売上総利益 Balance of gross profit (loss) | | 5.6 | 10.6 | △ 1.2 | 4.6 | △ 2.6 |
| 販売費及び一般管理費 Selling, general and administrative expenses | | 5.0 | 8.3 | 4.7 | 5.5 | 2.8 |
| 営業利益 Operating income | | 9.6 | 26.3 | △ 36.9 | △ 4.1 | △ 61.8 |
| 経常利益 Ordinary income | | 8.4 | 15.7 | △ 22.5 | △ 0.6 | △ 30.1 |
| 当期純利益 Net income | | 3.0 | 20.5 | △ 66.8 | 97.5 | △ 31.1 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|---|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 資本金 Common stock | | 13,546 | 13,546 | 13,546 | 13,546 | 13,546 |
| 純資産 Net assets | | 271,228 | 274,357 | 270,854 | 277,944 | 284,851 |
| 総資産 Total assets | | 857,515 | 822,852 | 828,515 | 858,608 | 912,406 |
| 自己資本比率(%) Equity ratio | | 31.3 | 33.0 | 32.2 | 32.3 | 31.2 |
| 1株当たり純資産(円) Net assets per share (Yen) | | 2,857.57 | 2,951.19 | 2,961.98 | 3,080.67 | 3,157.40 |

(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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 営業活動による Operating cash flow | | 68,116 | △ 16,118 | △ 4,583 | 31,913 | 28,336 |
| 税金等調整前当期純利益 Income before income taxes and minority interests | | 30,712 | 37,684 | 13,664 | 25,193 | 16,657 |
| 減価償却費 Depreciation and amortization | | 5,716 | 6,573 | 7,067 | 8,212 | 9,656 |
| 売上債権の増減額 Decrease (increase) in trade receivables | | △ 2,026 | △ 17,335 | △ 13,930 | △ 9,615 | △ 2,414 |
| たな卸資産の増減額 Decrease (increase) in inventories | | △ 8,054 | 4,644 | △ 5,587 | 929 | △ 31,201 |
| 仕入債務の増減額 (Decrease) increase in trade payables | | 53,312 | △ 34,161 | 11,558 | 9,548 | 52,076 |
| 投資活動による Investing cash flow | | △ 30,194 | △ 21,017 | △ 15,454 | △ 25,539 | △ 20,872 |
| 財務活動による Financing cash flow | | △ 5,205 | △ 12,689 | △ 10,526 | △ 7,436 | △ 10,613 |
| 現金及び現金同等物期末残高 Cash and cash equivalents, end of period | | 153,411 | 103,584 | 73,017 | 71,954 | 68,776 |
| 1株当たり営業キャッシュ・フロー(円) Operating cash flow per share (Yen) | | 725.26 | △ 175.36 | △ 50.93 | 353.96 | 314.32 |

(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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 月平均売上高 Average net sales per month | | 121,238 | 132,216 | 136,777 | 144,623 | 145,994 |
| 売上債権 Trade receivables (months) | | 368,555 | 386,423 | 402,883 | 413,524 | 416,061 |
| 売上債権回転期間(ヶ月) Trade receivables turnover period (months) | | 3.04 | 2.92 | 2.95 | 2.86 | 2.85 |
| たな卸資産 Inventories | | 106,948 | 102,091 | 108,699 | 107,791 | 139,150 |
| たな卸資産回転期間(ヶ月) Inventory turnover period (months) | | 0.88 | 0.77 | 0.79 | 0.75 | 0.95 |
| 仕入債務 Trade payables | | 537,848 | 504,514 | 518,244 | 528,585 | 580,776 |
| 仕入債務回転期間(ヶ月) Trade payables turnover period (months) | | 4.44 | 3.82 | 3.79 | 3.65 | 3.98 |

<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 | 498,935 | 504,514 | 518,244 | 528,585 | 580,776 |
| 仕入債務回転期間(ヶ月) Trade payables turnover period (months) | 4.12 | 3.82 | 3.79 | 3.65 | 3.98 |

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)

| ended | 決算期 Fiscal year | 07/3 | 08/3 | 09/3 | 10/3 | 11/3 |
|---------|-------------------------------|------------|------------|------------|------------|------------|
| 科目 Item | | March 2007 | March 2008 | March 2009 | March 2010 | March 2011 |
| 設備投資額 | Capital expenditures | 10,628 | 9,716 | 15,359 | 22,406 | 17,876 |
| うち情報投資 | Including IT investment | 3,126 | 2,580 | 5,985 | 8,664 | 10,458 |
| 減価償却費 | Depreciation and amortization | 5,716 | 6,573 | 7,249 | 8,212 | 9,656 |

(6) 販売費及び一般管理費

Selling, general and administrative expenses

単位: 百万円、% (Millions of yen/%)

| ended | 決算期 Fiscal year | 07/3 | 08/3 | 09/3 | 10/3 | 11/3 |
|------------|--|------------|------------|------------|------------|------------|
| 科目 Item | | March 2007 | March 2008 | March 2009 | March 2010 | March 2011 |
| 売上高 | Net sales | 1,454,841 | 1,586,596 | 1,641,331 | 1,735,476 | 1,751,928 |
| 販売費及び一般管理費 | Selling, general and administrative expenses | 129,950 | 140,788 | 147,384 | 155,517 | 159,816 |
| 売上比 | Ratio to net sales (%) | 8.93 | 8.87 | 8.98 | 8.96 | 9.12 |
| 人件費 | Personnel costs | 82,213 | 87,415 | 89,765 | 93,005 | 94,300 |
| 売上比 | Ratio to net sales (%) | 5.65 | 5.51 | 5.47 | 5.36 | 5.38 |
| 研究開発費 | Research and development costs | 5,461 | 5,437 | 5,390 | 6,437 | 7,036 |
| 売上比 | Ratio to net sales (%) | 0.37 | 0.34 | 0.33 | 0.37 | 0.40 |
| のれん償却額 | Negative goodwill | ※ 9,317 | 1,431 | 1,534 | 2,056 | 1,587 |
| 売上比 | Ratio to net sales (%) | 0.06 | 0.09 | 0.09 | 0.12 | 0.09 |
| 減価償却費 | Depreciation and amortization | 4,604 | 5,197 | 5,631 | 6,392 | 7,744 |
| 売上比 | Ratio to net sales (%) | 0.32 | 0.33 | 0.34 | 0.37 | 0.44 |
| 上記以外 | Others | 36,745 | 41,308 | 45,064 | 47,627 | 49,148 |
| 売上比 | Ratio to net sales (%) | 2.53 | 2.60 | 2.75 | 2.74 | 2.81 |

※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317百万円であります。

*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 ¥317 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)

| ended | 決算期 Fiscal year | 07/3 | 08/3 | 09/3 | 10/3 | 11/3 |
|-------------|---------------------------------------|------------|------------|------------|------------|------------|
| 科目 Item | | March 2007 | March 2008 | March 2009 | March 2010 | March 2011 |
| 医薬品卸売事業 | Pharmaceutical distribution business | 9,277 | 9,615 | 9,844 | 10,186 | 10,434 |
| 医薬品製造事業 | Pharmaceutical manufacturing business | 1,323 | 1,302 | 1,341 | 1,374 | 1,429 |
| 保険薬局事業 | Dispensing pharmacies business | | | | 2,100 | 2,202 |
| 医療関連サービス等事業 | Healthcare-related service business | 1,124 | 1,706 | 2,517 | 995 | 1,087 |
| 合計 | Total | 11,724 | 12,623 | 13,702 | 14,655 | 15,152 |

※2011年3月期より医療関連サービス等事業に含めておりました保険薬局事業を分離し、新たなセグメントとして表記しております。なお、2009年3月期以前につきましては組換えをしておりません。

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 | | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|--|--------------------|--------------------|--------------------|--------------------|--------------------|
| セグメント Segment | | | | | | |
| 医薬品卸売事業 Pharmaceutical distribution business | | 1,418,957 | 1,541,981 | 1,580,386 | 1,657,766 | 1,667,193 |
| 医療用医薬品 Pharmaceuticals | | 1,299,365 | 1,415,941 | 1,447,748 | 1,519,933 | 1,525,545 |
| 診断薬 Diagnostic reagents | | 57,438 | 59,590 | 63,432 | 67,179 | 66,806 |
| 医療機器・材料 Medical equipment and supplies | | 43,746 | 46,377 | 48,404 | 48,467 | 51,765 |
| その他 Other | | 18,406 | 20,071 | 20,800 | 22,186 | 23,075 |
| 医薬品製造事業 Pharmaceutical manufacturing business | | 51,199 | 54,925 | 62,318 | 66,221 | 68,267 |
| 保険薬局事業 Dispensing pharmacies business | | | | | 63,841 | 70,636 |
| 医療関連サービス等事業 Healthcare-related service business | | 29,328 | 41,074 | 59,219 | 16,704 | 21,314 |
| セグメント間消去 Intersegment sales | | △ 44,643 | △ 51,385 | △ 60,593 | △ 69,058 | △ 75,483 |
| 合計 Total | | 1,454,841 | 1,586,596 | 1,641,331 | 1,735,476 | 1,751,928 |

※2011年3月期より医療関連サービス等事業に含めておりました保険薬局事業を分離し、新たなセグメントとして表記しております。

なお、2009年3月期以前につきましては組換えをしておりません。

(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 | | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| セグメント Segment | | | | | | |
| 医薬品卸売事業 Pharmaceutical distribution business | 金額 Amount | 16,472 | 19,239 | 6,930 | 5,925 | △ 4,399 |
| | 売上比 Ratio to net sales (%) Total | 1.16 | 1.25 | 0.44 | 0.36 | △ 0.26 |
| 医薬品製造事業 Pharmaceutical manufacturing business | 金額 Amount | 2,081 | 3,097 | 6,419 | 5,585 | 5,755 |
| | 売上比 Ratio to net sales (%) Total | 4.07 | 5.64 | 10.30 | 8.43 | 8.43 |
| 保険薬局事業 Dispensing pharmacies business | 金額 Amount | | | | 1,538 | 3,491 |
| | 売上比 Ratio to net sales (%) Total | | | | 2.41 | 4.94 |
| 医療関連サービス等事業 Healthcare-related service business | 金額 Amount | △ 39 | 559 | 1,199 | 775 | 840 |
| | 売上比 Ratio to net sales (%) Total | △ 0.13 | 1.36 | 2.03 | 4.64 | 3.94 |
| セグメント間消去 Intersegment sales | 金額 Amount | △ 103 | 354 | 131 | 248 | △ 317 |
| 合計 Total | 金額 Amount | 18,411 | 23,250 | 14,680 | 14,073 | 5,370 |
| | 売上比 Ratio to net sales (%) Total | 1.27 | 1.47 | 0.89 | 0.81 | 0.31 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|----------------------|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 北海道 Hokkaido | | 104,911 | 108,305 | 109,628 | 112,238 | 110,092 |
| 東北 Tohoku | | 37,654 | 43,507 | 48,031 | 52,315 | 53,738 |
| 関東 Kanto | | 458,659 | 487,384 | 498,894 | 527,480 | 535,397 |
| 甲信越 Koshinetsu | | 53,903 | 56,540 | 57,961 | 60,920 | 60,442 |
| 東海 Tokai | | 240,795 | 251,511 | 256,228 | 266,163 | 268,053 |
| 北陸 Hokuriku | | 42,461 | 44,633 | 44,428 | 47,127 | 46,433 |
| 近畿 Kinki | | 200,881 | 210,866 | 217,028 | 225,559 | 222,984 |
| 中国 Chugoku | | 85,332 | 89,350 | 90,920 | 95,750 | 97,614 |
| 四国 Shikoku | | 78,697 | 80,990 | 81,844 | 84,708 | 84,960 |
| 九州/沖縄 Kyushu/Okinawa | | 114,860 | 167,964 | 174,564 | 184,897 | 186,713 |
| 輸出 Exports | | 798 | 924 | 855 | 604 | 761 |
| 全国計 Nationwide total | | 1,418,957 | 1,541,981 | 1,580,386 | 1,657,766 | 1,667,193 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|----------------------|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 北海道 Hokkaido | | 17 | 16 | 16 | 16 | 16 |
| 東北 Tohoku | | 15 | 16 | 18 | 19 | 19 |
| 関東 Kanto | | 53 | 55 | 55 | 55 | 63 |
| 甲信越 Koshinetsu | | 13 | 11 | 11 | 11 | 9 |
| 東海 Tokai | | 31 | 31 | 31 | 31 | 31 |
| 北陸 Hokuriku | | 7 | 7 | 7 | 7 | 7 |
| 近畿 Kinki | | 32 | 32 | 32 | 31 | 31 |
| 中国 Chugoku | | 21 | 21 | 21 | 21 | 21 |
| 四国 Shikoku | | 11 | 11 | 11 | 11 | 11 |
| 九州/沖縄 Kyushu/Okinawa | | 46 | 41 | 45 | 45 | 45 |
| 全国計 Nationwide total | | 246 | 245 | 247 | 247 | 253 |

<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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|----------------------|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 北海道 Hokkaido | | 25.91 | 26.33 | 25.98 | 25.44 | 24.65 |
| 東北 Tohoku | | 6.49 | 7.29 | 7.91 | 8.21 | 8.47 |
| 関東 Kanto | | 21.03 | 21.18 | 21.04 | 21.10 | 20.69 |
| 甲信越 Koshinetsu | | 17.12 | 17.43 | 17.70 | 17.72 | 17.36 |
| 東海 Tokai | | 29.05 | 29.12 | 28.92 | 28.40 | 27.84 |
| 北陸 Hokuriku | | 22.60 | 23.03 | 22.58 | 22.84 | 22.02 |
| 近畿 Kinki | | 17.37 | 17.48 | 17.45 | 17.37 | 16.77 |
| 中国 Chugoku | | 16.99 | 17.28 | 17.30 | 17.52 | 17.68 |
| 四国 Shikoku | | 28.18 | 28.38 | 28.08 | 28.20 | 27.59 |
| 九州/沖縄 Kyushu/Okinawa | | 19.65 | 19.58 | 19.82 | 20.03 | 19.77 |
| 全国計 Nationwide total | | 20.12 | 20.20 | 20.31 | 20.30 | 19.94 |

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)

| メーカー Manufacturer | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| アステラス製薬(株) Astellas Pharma Inc. | | 107,858 | 116,861 | 115,610 | 122,832 | 121,059 |
| エーザイ(株) Eisai Co., Ltd. | | 51,024 | 60,100 | 64,424 | 71,991 | 75,095 |
| 田辺三菱製薬(株) Mitsubishi Tanabe Pharma Corporation | | 69,707 | 74,602 | 73,335 | 77,366 | 74,319 |
| MSD(株) MSD K.K | | 61,406 | 63,868 | 68,202 | 70,327 | 72,480 |
| 第一三共(株) DAIICHI SANKYO COMPANY, LIMITED | | 67,168 | 74,332 | 70,369 | 71,234 | 69,875 |
| 塩野義製薬(株) Shionogi & Co., Ltd. | | 72,942 | 76,595 | 71,727 | 69,620 | 68,578 |
| ファイザー(株) Pfizer Japan Inc. | | 70,359 | 74,995 | 71,484 | 67,587 | 64,337 |
| ノバルティス・ファーマ(株) Novartis Pharma K.K. | | 43,554 | 51,759 | 54,522 | 58,049 | 58,609 |
| 中外製薬(株) Chugai Pharmaceutical Co., Ltd. | | 42,598 | 47,154 | 53,115 | 60,015 | 55,438 |
| アストラゼネカ(株) AstraZeneca | | 45,899 | 49,804 | 51,471 | 53,079 | 49,877 |
| その他 Others | | 666,843 | 725,866 | 753,485 | 797,827 | 815,873 |
| 合計 Total | | 1,299,365 | 1,415,941 | 1,447,748 | 1,519,933 | 1,525,545 |

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:%

| メーカー Manufacturer | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| アステラス製薬(株) Astellas Pharma Inc. | | 8.3 | 8.3 | 8.0 | 8.1 | 7.9 |
| エーザイ(株) Eisai Co., Ltd. | | 3.9 | 4.2 | 4.4 | 4.7 | 4.9 |
| 田辺三菱製薬(株) Mitsubishi Tanabe Pharma Corporation | | 5.4 | 5.3 | 5.1 | 5.1 | 4.9 |
| MSD(株) MSD K.K | | 4.7 | 4.5 | 4.7 | 4.6 | 4.8 |
| 第一三共(株) DAIICHI SANKYO COMPANY, LIMITED | | 5.2 | 5.2 | 4.9 | 4.7 | 4.6 |
| 塩野義製薬(株) Shionogi & Co., Ltd. | | 5.6 | 5.4 | 5.0 | 4.6 | 4.5 |
| ファイザー(株) Pfizer Japan Inc. | | 5.4 | 5.3 | 4.9 | 4.4 | 4.2 |
| ノバルティス・ファーマ(株) Novartis Pharma K.K. | | 3.4 | 3.7 | 3.8 | 3.8 | 3.8 |
| 中外製薬(株) Chugai Pharmaceutical Co., Ltd. | | 3.3 | 3.3 | 3.7 | 3.9 | 3.6 |
| アストラゼネカ(株) AstraZeneca | | 3.5 | 3.5 | 3.6 | 3.5 | 3.3 |
| その他 Others | | 51.3 | 51.3 | 52.0 | 52.5 | 53.5 |
| 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)

| 販売先 Client type | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2008 | 10/3 March 2009 | 11/3 March 2011 |
|----------------------------|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 大病院 Large hospitals | | 363,707 | 375,336 | 364,047 | 373,135 | 375,622 |
| 病院 Hospitals | | 108,862 | 113,300 | 110,305 | 113,836 | 111,650 |
| 診療所 Health clinics | | 254,995 | 271,296 | 271,219 | 279,363 | 273,160 |
| 調剤薬局 Dispensing pharmacies | | 557,364 | 639,971 | 684,615 | 734,741 | 747,491 |
| その他 Other | | 14,434 | 16,036 | 17,560 | 18,856 | 17,621 |
| 合計 Total | | 1,299,365 | 1,415,941 | 1,447,748 | 1,519,933 | 1,525,545 |

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: %

| 販売先 Client type | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|----------------------------|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 大病院 Large hospitals | | 28.0 | 26.5 | 25.1 | 24.5 | 24.6 |
| 病院 Hospitals | | 8.4 | 8.0 | 7.6 | 7.5 | 7.3 |
| 診療所 Health clinics | | 19.6 | 19.2 | 18.7 | 18.4 | 17.9 |
| 調剤薬局 Dispensing pharmacies | | 42.9 | 45.2 | 47.3 | 48.3 | 49.0 |
| その他 Other | | 1.1 | 1.1 | 1.2 | 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 | 07/3 March 2007 | | 08/3 March 2008 | | 09/3 March 2009 | | 10/3 March 2010 | | 11/3 March 2011 | |
|--|--|--|--|--|--|--|--|--|--|--|
| | 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 | 9,703 | 93.67 | 9,957 | 94.05 | 10,356 | 94.13 | 10,106 | 94.07 | 11,881 | 94.58 |
| 金融機関 Japanese financial institutions | 87 | 0.84 | 75 | 0.71 | 65 | 0.59 | 68 | 0.63 | 63 | 0.50 |
| その他国内法人 Other Japanese corporations | 251 | 2.42 | 239 | 2.26 | 240 | 2.18 | 236 | 2.19 | 250 | 1.99 |
| 外国人 Foreign institutions and individual | 286 | 2.76 | 288 | 2.72 | 311 | 2.83 | 305 | 2.83 | 329 | 2.61 |
| 証券会社 Japanese securities companies | 31 | 0.30 | 26 | 0.25 | 29 | 0.26 | 25 | 0.23 | 36 | 0.28 |
| 自己株式 Treasury stock | 1 | 0.01 | 1 | 0.01 | 1 | 0.01 | 1 | 0.01 | 1 | 0.00 |
| 合計 Total | 10,359 | 100.00 | 10,587 | 100.00 | 11,002 | 100.00 | 10,742 | 100.00 | 12,561 | 100.00 |

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

| 区分 Type | 07/3 March 2007 | | 08/3 March 2008 | | 09/3 March 2009 | | 10/3 March 2010 | | 11/3 March 2011 | |
|--|---------------------------------|--|---------------------------------|--|---------------------------------|--|---------------------------------|--|---------------------------------|--|
| | 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 | 33,634 | 35.80 | 33,322 | 35.47 | 33,301 | 35.45 | 31,531 | 33.56 | 31,992 | 34.05 |
| 金融機関 Japanese financial institutions | 21,081 | 22.44 | 20,867 | 22.21 | 20,278 | 21.58 | 20,059 | 21.35 | 20,572 | 21.89 |
| その他国内法人 Other Japanese corporations | 16,904 | 17.99 | 16,979 | 18.07 | 17,205 | 18.31 | 17,217 | 18.32 | 17,244 | 18.35 |
| 外国人 Foreign institutions and individual | 21,703 | 23.10 | 20,216 | 21.52 | 18,639 | 19.84 | 20,593 | 21.91 | 19,724 | 20.99 |
| 証券会社 Japanese securities companies | 596 | 0.64 | 528 | 0.56 | 556 | 0.59 | 759 | 0.80 | 616 | 0.65 |
| 自己株式 Treasury stock | 28 | 0.03 | 2,033 | 2.16 | 3,967 | 4.22 | 3,787 | 4.03 | 3,797 | 4.04 |
| 合計 Total | 93,949 | 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) | 4,030 | 4.28 |
| 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) | 3,531 | 3.75 |
| 塩野義製薬株式会社 Shionogi & Co., Ltd. | 3,306 | 3.51 |
| スズケン従業員持株会 Suzuken Employee Stock Ownership Association | 3,059 | 3.25 |
| 別所弘子 Hiroko Bessho | 3,012 | 3.20 |
| STATE STREET BANK CLIENT OMNIBUS OM04 オーエム04エスエスピークライアントオムニバス | 2,216 | 2.35 |
| 伊澤久代 Hisayo Izawa | 2,206 | 2.34 |
| エーザイ株式会社 Eisai Co., Ltd. | 1,892 | 2.01 |
| 鈴木慶子 Kyoko Suzuki | 1,881 | 2.00 |

注) 上記のほか、当社が保有している株式3,797,531株(発行済株式総数に対する所有株式数の割合4.04%)があります。
Note) Treasury stock of 3,797,531 shares (4.04% of shares issued) is not listed in the table.

(3) 配当状況 Dividends

| 科目 Item | 決算期 Fiscal year ended | | | | |
|---|-----------------------|--------------------|--------------------|--------------------|--------------------|
| | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
| 1株当たり年間配当金(円) Annual dividend per share (Yen) | 42 | 50 | 62 | 62 | 62 |
| 配当金総額(百万円) Total dividend amount (millions of yen) | 3,879 | 4,595 | 5,638 | 5,603 | 5,589 |
| 配当性向(%) Dividend payout ratio | 21.9 | 21.7 | 80.4 | 40.0 | 58.1 |
| 純資産配当率(%) Dividend on equity (DOE) | 1.5 | 1.7 | 2.1 | 2.1 | 2.0 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| (資産の部) Assets | | | | | | |
| 流動資産 Current Assets: | | 673,430 | 629,426 | 621,893 | 630,654 | 670,558 |
| 現金及び預金 Cash and cash equivalents | | 162,107 | 98,090 | 70,841 | 72,354 | 71,171 |
| 受取手形・売掛金 Trade notes and accounts receivable | | 368,555 | 386,423 | 402,883 | 413,524 | 416,061 |
| 有価証券 Marketable securities | | 5,425 | 12,785 | 8,784 | 7,293 | 7,797 |
| たな卸資産 Inventories | | 106,948 | 102,091 | 108,699 | 107,791 | 139,150 |
| 繰延税金資産 Deferred tax assets | | 8,636 | 8,346 | 10,112 | 8,774 | 8,903 |
| 仕入割戻し等未収入金 Purchase rebates receivable | | 23,123 | 24,372 | 21,556 | 21,778 | 22,532 |
| その他 Other current assets | | 2,882 | 1,561 | 2,830 | 2,499 | 8,462 |
| 貸倒引当金 Allowance for doubtful accounts | | △ 4,247 | △ 4,246 | △ 3,812 | △ 3,361 | △ 3,520 |
| 固定資産 Property and Equipment: | | 184,084 | 193,426 | 206,621 | 227,953 | 241,848 |
| 有形固定資産 Tangible Fixed Assets | | 89,718 | 92,046 | 96,496 | 109,800 | 109,638 |
| 建物及び構築物 Buildings and structures | | 35,657 | 38,334 | 38,716 | 42,482 | 44,325 |
| 土地 Land | | 45,900 | 47,051 | 49,555 | 53,812 | 53,754 |
| 建設仮勘定 Construction in progress | | 3,398 | 255 | 1,809 | 6,525 | 2,173 |
| その他 Other assets | | 4,762 | 6,405 | 6,415 | 6,980 | 9,384 |
| 無形固定資産 Intangible Fixed Assets | | 13,741 | 12,576 | 17,745 | 19,651 | 26,570 |
| 投資その他の資産 Investments and Other Assets: | | 80,625 | 88,802 | 92,379 | 98,500 | 105,640 |
| 投資有価証券 Investment securities | | 56,966 | 62,182 | 56,562 | 59,992 | 64,119 |
| 長期貸付金 Long-term loans | | 449 | 788 | 536 | 336 | 281 |
| 繰延税金資産 Deferred tax assets | | 1,373 | 1,323 | 647 | 559 | 428 |
| その他 Other assets | | 23,753 | 26,250 | 36,134 | 38,614 | 41,869 |
| 貸倒引当金 Allowance for doubtful accounts | | △ 1,917 | △ 1,741 | △ 1,501 | △ 1,002 | △ 1,058 |
| 資産合計 Total | | 857,515 | 822,852 | 828,515 | 858,608 | 912,406 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| (負債の部) Liabilities and Shareholders' Equity | | | | | | |
| 流動負債 Current Liabilities: | | 566,943 | 534,102 | 542,501 | 560,197 | 605,548 |
| 支払手形・買掛金 Trade notes and accounts payable | | 537,848 | 504,514 | 518,244 | 528,585 | 580,776 |
| 短期借入金 Short-term bank loans | | 786 | 468 | 2,119 | 3,704 | 518 |
| 未払法人税等 Income taxes payable | | 7,470 | 9,650 | 2,694 | 5,738 | 3,583 |
| 賞与引当金 Accrued bonuses | | 9,082 | 9,050 | 7,406 | 7,875 | 7,314 |
| その他 Other current liabilities | | 11,755 | 10,417 | 12,036 | 14,232 | 12,954 |
| 固定負債 Long-term Liabilities: | | 19,343 | 14,393 | 15,159 | 20,466 | 22,006 |
| 長期借入金 Long-term debt | | 421 | 487 | 379 | 1,090 | 157 |
| 繰延税金負債 Deferred tax liabilities | | 9,863 | 5,089 | 6,265 | 9,536 | 12,585 |
| 退職給付引当金 Liability for employees' retirement benefits | | 5,569 | 5,199 | 4,539 | 5,012 | 4,796 |
| 役員退職慰労引当金 Liability for retirement benefits to directors and corporate auditors | | 590 | 645 | 749 | 783 | 793 |
| その他 Other long-term liabilities | | 2,899 | 2,970 | 3,225 | 3,534 | 3,673 |
| 負債合計 Total liabilities | | 586,286 | 548,495 | 557,660 | 580,663 | 627,555 |
| (純資産の部) Net Assets: | | | | | | |
| 資本金 Common stock | | 13,546 | 13,546 | 13,546 | 13,546 | 13,546 |
| 資本剰余金 Capital surplus | | 39,375 | 39,375 | 39,373 | 38,899 | 38,899 |
| 利益剰余金 Retained earnings | | 214,779 | 231,845 | 233,856 | 242,152 | 246,190 |
| 自己株式 Treasury stock | | △ 85 | △ 7,663 | △ 12,682 | △ 12,025 | △ 12,054 |
| 株主資本合計 Total shareholders' equity | | 267,615 | 277,103 | 274,094 | 282,573 | 286,582 |
| 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 | 5,065 |
| 土地再評価差額金 Land revaluation difference | | △ 6,890 | △ 6,993 | △ 7,079 | △ 7,003 | △ 7,003 |
| 評価・換算差額等合計 Valuation and translation adjustments | | 769 | △ 5,842 | △ 7,570 | △ 4,815 | △ 1,937 |
| 少数株主持分 Minority interests | | 2,843 | 3,096 | 4,330 | 186 | 206 |
| 純資産合計 Total net assets | | 271,228 | 274,357 | 270,854 | 277,944 | 284,851 |
| 負債及び純資産合計 Total liabilities and net assets | | 857,515 | 822,852 | 828,515 | 858,608 | 912,406 |

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)

| ended | 決算期 Fiscal year | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net Sales | | 1,454,841 | 1,586,596 | 1,641,331 | 1,735,476 | 1,751,928 |
| 売上原価 Cost of Sales | | 1,306,495 | 1,422,543 | 1,479,321 | 1,565,890 | 1,586,773 |
| 売上総利益 Gross profit | | 148,346 | 164,052 | 162,009 | 169,586 | 165,155 |
| 返品調整引当金戻入(繰入) Reversal (deferment) of reserve for adjustment of returned products | | 15 | ▲ 12 | 55 | 5 | 32 |
| 差引売上総利益 Balance of gross profit (loss) | | 148,361 | 164,039 | 162,065 | 169,591 | 165,187 |
| 販売費及び一般管理費 Selling, General and Administrative Expenses | | 129,950 | 140,788 | 147,384 | 155,517 | 159,816 |
| 営業利益 Operating income | | 18,411 | 23,250 | 14,680 | 14,073 | 5,370 |
| 営業外収益 Other Income: | | 14,011 | 14,307 | 14,510 | 14,970 | 15,145 |
| 受取利息・配当金 Interest and dividends | | 1,152 | 1,543 | 1,761 | 1,450 | 1,566 |
| 仕入割引 Purchase discounts | | 6,642 | 6,204 | 6,519 | 6,977 | 6,874 |
| 受入情報収入 Commission for supplying sales data | | 4,028 | 4,320 | 4,345 | 4,555 | 4,595 |
| その他 Other | | 2,187 | 2,240 | 1,883 | 1,986 | 2,108 |
| 営業外費用 Other Expenses: | | 305 | 403 | 379 | 400 | 488 |
| 支払利息・割引料 Interest and discount expenses | | 26 | 47 | 43 | 79 | 81 |
| その他 Other | | 278 | 356 | 336 | 321 | 407 |
| 経常利益 Ordinary income | | 32,116 | 37,155 | 28,811 | 28,643 | 20,026 |
| 特別利益 Extraordinary profit | | 688 | 2,477 | 381 | 523 | 676 |
| 特別損失 Extraordinary loss | | 2,093 | 1,947 | 15,528 | 3,973 | 4,045 |
| 税金等調整前当期純利益 Income Before Income Taxes and Minority Interests | | 30,712 | 37,684 | 13,664 | 25,193 | 16,657 |
| 法人税、住民税及び事業税 Income taxes | | 12,775 | 16,187 | 4,780 | 8,048 | 5,940 |
| 法人税等調整額 Income tax adjustment | | 106 | ▲ 47 | 1,307 | 2,787 | 1,067 |
| 少数株主損益調整前当期純利益 Income Before Minority Interests | | 17,830 | 21,544 | 7,575 | 14,357 | 9,649 |
| 少数株主損益 Minority Interests in Net Income | | 128 | 217 | 502 | 387 | 21 |
| 当期純利益 Net Income | | 17,701 | 21,327 | 7,072 | 13,969 | 9,627 |

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21年4月1日 至平成22年3月31日)

Previous 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 |

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22年4月1日 至平成23年3月31日)

Fiscal year (Balance at April 1, 2010 – Balance at March 31, 2011)

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22年3月31日残高 Balance at March 31, 2010 | 13,546 | 38,899 | 242,152 | △ 12,025 | 282,573 |
| 連結会計年度中の変動額 Changes during fiscal year | | | | | |
| 剰余金の配当 Cash dividends | | | △ 5,589 | | △ 5,589 |
| 当期純利益 Net income | | | 9,627 | | 9,627 |
| 自己株式の取得 Purchase of treasury stock | | | | △ 32 | △ 32 |
| 自己株式の処分 Disposal of treasury stock | | △ 0 | | 3 | 2 |
| 土地再評価差額金の取崩 Write-off due to land revaluation difference | | | | | |
| 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 | | △ 0 | 4,038 | △ 28 | 4,008 |
| 平成23年3月31日残高 Balance at March 31, 2011 | 13,546 | 38,899 | 246,190 | △ 12,054 | 286,582 |

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22年3月31日残高 Balance at March 31, 2010 | 2,187 | △ 7,003 | △ 4,815 | 186 | 277,944 |
| 連結会計年度中の変動額 Changes during fiscal year | | | | | |
| 剰余金の配当 Cash dividends | | | | | △ 5,589 |
| 当期純利益 Net income | | | | | 9,627 |
| 自己株式の取得 Purchase of treasury stock | | | | | △ 32 |
| 自己株式の処分 Disposal of treasury stock | | | | | 2 |
| 土地再評価差額金の取崩 Write-off due to land revaluation difference | | | | | |
| 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 | 2,878 | | 2,878 | 19 | 2,898 |
| 連結会計年度中の変動額合計 Total changes during fiscal year | 2,878 | | 2,878 | 19 | 6,906 |
| 平成23年3月31日残高 Balance at March 31, 2011 | 5,065 | △ 7,003 | △ 1,937 | 206 | 284,851 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net Sales | | 1,418,957 | 1,541,981 | 1,580,386 | 1,657,766 | 1,667,193 |
| 売上原価 Cost of Sales | | 1,301,647 | 1,414,528 | 1,464,903 | 1,542,421 | 1,558,916 |
| 売上総利益 Gross profit | | 117,309 | 127,452 | 115,483 | 115,344 | 108,277 |
| 差引売上総利益 Balance of gross profit (loss) | | 117,324 | 127,439 | 115,538 | 115,350 | 108,309 |
| 販売費及び一般管理費 Selling, General and Administrative Expenses | | 100,851 | 108,200 | 108,607 | 109,424 | 112,709 |
| 営業利益 Operating income | | 16,472 | 19,239 | 6,930 | 5,925 | ▲ 4,399 |
| 営業外収益 Other income | | 14,411 | 14,597 | 14,923 | 15,554 | 15,631 |
| 営業外費用 Other expenses | | 283 | 352 | 310 | 297 | 310 |
| 経常利益 Ordinary income | | 30,600 | 33,483 | 21,542 | 21,182 | 10,921 |
| 特別利益 Extraordinary profit | | 596 | 2,198 | 343 | 295 | 242 |
| 特別損失 Extraordinary loss | | 1,940 | 1,483 | 15,269 | 3,733 | 3,198 |
| 税金等調整前当期純利益 Income Before Income Taxes and Minority Interests | | 29,255 | 34,198 | 6,616 | 17,744 | 7,965 |
| 当期純利益 Net Income | | 17,510 | 19,904 | 3,729 | 10,097 | 4,747 |

(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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net Sales | | 51,199 | 54,925 | 62,318 | 66,221 | 68,267 |
| 売上原価 Cost of Sales | | 27,723 | 29,724 | 32,953 | 35,618 | 36,954 |
| 売上総利益 Gross profit | | 23,475 | 25,201 | 29,365 | 30,603 | 31,313 |
| 差引売上総利益 Balance of gross profit (loss) | | 23,476 | 25,201 | 29,365 | 30,603 | 31,313 |
| 販売費及び一般管理費 Selling, General and Administrative Expenses | | 21,394 | 22,103 | 22,946 | 25,017 | 25,557 |
| 営業利益 Operating income | | 2,081 | 3,097 | 6,419 | 5,585 | 5,755 |
| 営業外収益 Other income | | 50 | 45 | 29 | 129 | 352 |
| 営業外費用 Other expenses | | 20 | 9 | 18 | 11 | 60 |
| 経常利益 Ordinary income | | 2,112 | 3,133 | 6,429 | 5,704 | 6,047 |
| 特別利益 Extraordinary profit | | 106 | 239 | 9 | 96 | 70 |
| 特別損失 Extraordinary loss | | 133 | 381 | 168 | 117 | 341 |
| 税金等調整前当期純利益 Income Before Income Taxes and Minority Interests | | 2,085 | 2,992 | 6,271 | 5,683 | 5,776 |
| 当期純利益 Net Income | | 1,001 | 1,463 | 3,529 | 3,412 | 3,982 |

(3) 保険薬局事業 Dispensing pharmacies business

単位: 百万円 (Millions of yen)

| 科目 Item | 決算期 Fiscal year ended | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net Sales | | | | | 63,841 | 70,636 |
| 売上原価 Cost of Sales | | | | | 42,077 | 46,000 |
| 売上総利益 Gross profit | | | | | 21,763 | 24,636 |
| 販売費及び一般管理費 Selling, General and Administrative Expenses | | | | | 20,224 | 21,144 |
| 営業利益 Operating income | | | | | 1,538 | 3,491 |
| 営業外収益 Other income | | | | | 141 | 154 |
| 営業外費用 Other expenses | | | | | 188 | 176 |
| 経常利益 Ordinary income | | | | | 1,491 | 3,468 |
| 特別利益 Extraordinary profit | | | | | 24 | 70 |
| 特別損失 Extraordinary loss | | | | | 114 | 183 |
| 税金等調整前当期純利益 Income Before Income Taxes and Minority Interests | | | | | 1,400 | 3,355 |
| 当期純利益 Net Income | | | | | 370 | 1,530 |

※2011年3月期より医療関連サービス等事業に含めておりました保険薬局事業を分離し、新たなセグメントとして表記しております。
なお、2009年3月期以前につきましては組換えをしておりません。

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

(4) 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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net Sales | | 29,328 | 41,074 | 59,219 | 16,704 | 21,314 |
| 売上原価 Cost of Sales | | 20,705 | 28,948 | 41,127 | 14,029 | 18,283 |
| 売上総利益 Gross profit | | 8,622 | 12,125 | 18,092 | 2,675 | 3,031 |
| 販売費及び一般管理費 Selling, General and Administrative Expenses | | 8,661 | 11,566 | 16,892 | 1,899 | 2,190 |
| 営業利益 Operating income | | ▲ 39 | 559 | 1,199 | 775 | 840 |
| 営業外収益 Other income | | 357 | 293 | 432 | 356 | 322 |
| 営業外費用 Other expenses | | 121 | 221 | 269 | 140 | 174 |
| 経常利益 Ordinary income | | 196 | 631 | 1,362 | 991 | 988 |
| 特別利益 Extraordinary profit | | 71 | 54 | 130 | 6 | 299 |
| 特別損失 Extraordinary loss | | 79 | 82 | 91 | 7 | 328 |
| 税金等調整前当期純利益 Income Before Income Taxes and Minority Interests | | 189 | 602 | 1,401 | 989 | 959 |
| 当期純利益 Net Income | | ▲ 211 | 123 | 365 | 764 | 610 |

※2011年3月期より医療関連サービス等事業に含めておりました保険薬局事業を分離し、新たなセグメントとして表記しております。
なお、2009年3月期以前につきましては組換えをしておりません。

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|---|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| (資産の部) Assets | | | | | | |
| 流動資産 Current Assets: | | 586,521 | 548,243 | 535,806 | 541,807 | 575,745 |
| 現金及び預金 Cash and cash equivalents | | 132,134 | 72,761 | 39,378 | 40,689 | 36,940 |
| 受取手形 Trade notes and accounts receivable | | 6,410 | 5,541 | 4,914 | 4,547 | 4,651 |
| 売掛金 Marketable securities | | 335,991 | 361,688 | 382,607 | 392,421 | 400,885 |
| 有価証券 Inventories | | 5,425 | 12,785 | 8,784 | 7,293 | 7,797 |
| たな卸資産 Purchase rebates receivable | | 76,326 | 72,346 | 76,098 | 73,913 | 98,980 |
| 仕入割戻し等未収入金 Deferred tax assets | | 19,926 | 21,162 | 18,889 | 18,986 | 19,565 |
| その他 Other current assets | | 13,899 | 5,377 | 8,129 | 6,622 | 9,587 |
| 貸倒引当金 Allowance for doubtful accounts | | △ 3,590 | △ 3,419 | △ 2,995 | △ 2,669 | △ 2,663 |
| 固定資産 Property and Equipment: | | 181,282 | 192,370 | 204,993 | 220,941 | 239,944 |
| 有形固定資産 Tangible Fixed Assets | | 54,678 | 55,451 | 57,961 | 60,514 | 60,399 |
| 建物及び構築物 Buildings and structures | | 19,557 | 22,280 | 21,502 | 21,060 | 22,823 |
| 土地 Land | | 29,249 | 28,998 | 31,625 | 31,466 | 31,433 |
| 建設仮勘定 Construction in progress | | 3,384 | 110 | 1,187 | 4,551 | 1,016 |
| その他 Other assets | | 2,488 | 4,062 | 3,645 | 3,435 | 5,125 |
| 無形固定資産 Intangible Fixed Assets | | 9,839 | 8,075 | 11,785 | 15,209 | 22,055 |
| 投資その他の資産 Investments and Other Assets: | | 116,764 | 128,843 | 135,246 | 145,216 | 157,488 |
| 投資有価証券 Investment securities | | 46,227 | 56,269 | 51,472 | 54,247 | 58,725 |
| 関係会社株式 Subsidiaries' shares | | 44,404 | 41,610 | 43,570 | 46,118 | 47,883 |
| その他 Other assets | | 27,781 | 32,484 | 41,430 | 45,479 | 51,582 |
| 貸倒引当金 Allowance for doubtful accounts | | △ 1,648 | △ 1,521 | △ 1,225 | △ 628 | △ 703 |
| 資産合計 Total | | 767,803 | 740,614 | 740,800 | 762,748 | 815,689 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|--|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| (負債の部) Liabilities and Shareholders' Equity | | | | | | |
| 流動負債 Current Liabilities: | | 520,737 | 499,494 | 507,155 | 520,762 | 568,970 |
| 支払手形 Trade notes | | 8,410 | 3,659 | 2,844 | 2,300 | 2,902 |
| 買掛金 Accounts payable | | 486,464 | 467,491 | 480,300 | 488,503 | 540,928 |
| 未払法人税等 Income taxes payable | | 5,200 | 6,818 | 197 | 2,411 | 160 |
| 賞与引当金 Accrued bonuses | | 5,707 | 5,619 | 3,961 | 4,085 | 3,431 |
| その他 Other current liabilities | | 14,956 | 15,905 | 19,850 | 23,461 | 21,150 |
| 固定負債 Long-term Liabilities: | | 10,421 | 6,093 | 7,712 | 10,655 | 13,846 |
| 転換社債 Convertible bonds | | - | - | - | - | - |
| 繰延税金負債 Deferred tax liabilities | | 7,735 | 3,452 | 5,163 | 8,174 | 11,224 |
| 退職給付引当金 Liability for employees' retirement benefits | | - | - | - | - | - |
| その他 Other long-term liabilities | | 2,686 | 2,641 | 2,549 | 2,481 | 2,712 |
| 負債合計 Total liabilities | | 531,159 | 505,587 | 514,867 | 531,418 | 582,817 |
| (純資産の部) Net Assets: | | | | | | |
| 資本金 Common stock | | 13,546 | 13,546 | 13,546 | 13,546 | 13,546 |
| 資本剰余金 Capital surplus | | 40,990 | 40,991 | 40,989 | 40,515 | 40,514 |
| 利益剰余金 Retained earnings | | 182,751 | 194,315 | 191,537 | 194,316 | 192,813 |
| 自己株式 Treasury stock | | △ 85 | △ 7,663 | △ 12,682 | △ 12,025 | △ 12,054 |
| 株主資本合計 Total shareholders' equity | | 237,202 | 241,188 | 233,391 | 236,353 | 234,821 |
| 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 | 5,054 |
| 土地再評価差額金 Land revaluation difference | | △ 6,890 | △ 6,993 | △ 7,079 | △ 7,003 | △ 7,003 |
| 評価・換算差額等合計 Valuation and translation adjustments | | △ 559 | △ 6,162 | △ 7,458 | △ 5,023 | △ 1,949 |
| 純資産合計 Total net assets | | 236,643 | 235,026 | 225,932 | 231,330 | 232,872 |
| 負債及び純資産合計 Total liabilities and net assets | | 767,803 | 740,614 | 740,800 | 762,748 | 815,689 |

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 | 07/3 March 2007 | 08/3 March 2008 | 09/3 March 2009 | 10/3 March 2010 | 11/3 March 2011 |
|---|-----------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| 売上高 Net Sales | | 1,315,699 | 1,390,754 | 1,443,457 | 1,518,724 | 1,535,183 |
| 売上原価 Cost of Sales | | 1,220,003 | 1,293,145 | 1,355,718 | 1,431,401 | 1,454,565 |
| 売上総利益 Gross profit | | 95,696 | 97,608 | 87,739 | 87,322 | 80,617 |
| 返品調整引当金戻入(繰入) Reversal (deferment) of reserve for adjustment of returned products | | 22 | △ 4 | 51 | 5 | 28 |
| 差引売上総利益 Balance of gross profit (loss) | | 95,719 | 97,604 | 87,790 | 87,328 | 80,645 |
| 販売費及び一般管理費 Selling, General and Administrative Expenses | | 81,801 | 83,394 | 83,497 | 83,884 | 86,267 |
| 営業利益 Operating income | | 13,917 | 14,210 | 4,293 | 3,443 | △ 5,622 |
| 営業外収益 Other Income: | | 12,997 | 13,266 | 14,033 | 14,829 | 14,965 |
| 受取利息・配当金 Interest and dividends | | 1,085 | 1,452 | 1,815 | 2,145 | 2,448 |
| 仕入割引 Purchase discounts | | 6,469 | 6,067 | 6,378 | 6,883 | 6,785 |
| 受入情報収入 Commission for supplying sales data | | 3,316 | 3,377 | 3,389 | 3,561 | 3,590 |
| その他 Other | | 2,127 | 2,368 | 2,450 | 2,238 | 2,141 |
| 営業外費用 Other Expenses: | | 1,071 | 1,229 | 1,266 | 1,432 | 1,448 |
| 支払利息・割引料 Interest and discount expenses | | 19 | 30 | 33 | 11 | 13 |
| その他 Other | | 1,051 | 1,199 | 1,232 | 1,420 | 1,435 |
| 経常利益 Ordinary income | | 25,843 | 26,247 | 17,061 | 16,841 | 7,894 |
| 特別利益 Extraordinary profit | | 420 | 1,721 | 281 | 344 | 129 |
| 特別損失 Extraordinary loss | | 1,513 | 1,297 | 13,869 | 3,176 | 2,112 |
| 税金等調整前当期純利益 Income Before Income Taxes and Minority Interests | | 24,750 | 26,671 | 3,473 | 14,009 | 5,911 |
| 法人税、住民税及び事業税 Income taxes | | 9,373 | 11,451 | 171 | 2,584 | 155 |
| 法人税等調整額 Income tax adjustment | | 426 | △ 604 | 1,018 | 2,972 | 1,670 |
| 当期純利益 Net Income | | 14,951 | 15,825 | 2,284 | 8,452 | 4,086 |