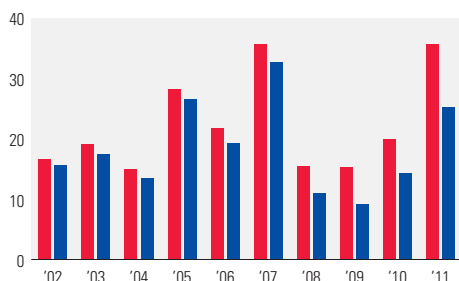


## FINANCIAL DATA &lt;PERFORMANCE INDICATORS&gt;

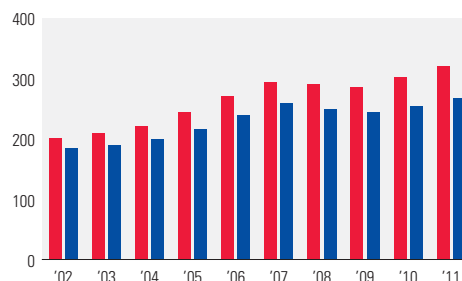
## 財務データ &lt;投資指標&gt;

■ Consolidated 連結  
■ Non-consolidated 個別

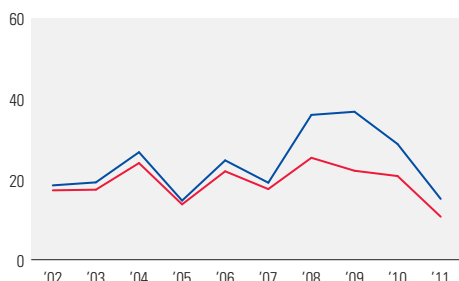
Earnings per Share, adjusted for latent shares (¥)  
EPS (潜在株式調整後1株当たり当期純利益) (円)



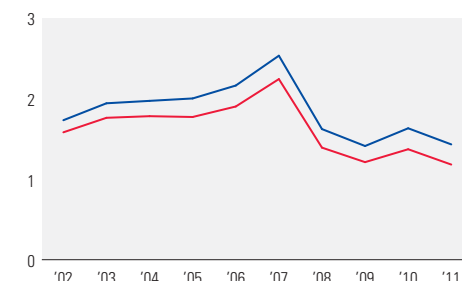
Book Value per Share (¥)  
BPS (1株当たり純資産) (円)



Price Earnings Ratio (times)  
PER (倍)



Price Book Value Ratio (times)  
PBR (倍)



As of March 31

3月31日時点

2002

2003

**CONSOLIDATED**

EPS (Earnings per Share, adjusted for latent shares) (¥)	16.66	19.11
BPS (Book Value per Share) (¥)	200.75	208.65
CFPS (Cash Flow per Share) (¥)	70.27	71.73
DOE (Dividends on Equity) (%)	3.02	2.92
Total Payout Ratio (%)	51.74	75.18
Payout Ratio (%)	32.49	28.33
PER (Price Earnings Ratio) (times)	17.21	17.37
PBR (Price Book Value Ratio) (times)	1.58	1.76
Price Cash Flow Ratio (times)	4.53	5.13
EBITDA (¥ million)	256,171	264,321
EV/EBITDA (times)	6.44	6.56

**連結**

EPS (潜在株式調整後1株当たり当期純利益) (円)	16.66	19.11
BPS (1株当たり純資産) (円)	200.75	208.65
CFPS (1株当たりキャッシュ・フロー) (円)	70.27	71.73
DOE (自己資本配当率) (%)	3.02	2.92
総分配性向 (%)	51.74	75.18
配当性向 (%)	32.49	28.33
PER (倍)	17.21	17.37
PBR (倍)	1.58	1.76
PCFR (倍)	4.53	5.13
EBITDA (百万円)	256,171	264,321
EBITDA 倍率 (倍)	6.44	6.56

**NON-CONSOLIDATED**

EPS (Earnings per Share, adjusted for latent shares) (¥)	15.62	17.38
BPS (Book Value per Share) (¥)	184.02	189.23
CFPS (Cash Flow per Share) (¥)	59.77	60.28
Issued Number of Shares (Common Stock) (thousands of shares)	2,810,165	2,810,171
Cash Dividends Paid (¥ million)	16,859	16,672
DOE (Dividends on Equity) (%)	3.29	3.19
Payout Ratio (%)	34.80	31.27
PER (Price Earnings Ratio) (times)	18.44	19.18
PBR (Price Book Value Ratio) (times)	1.73	1.94
Price Cash Flow Ratio (times)	5.32	6.11
EBITDA (¥ million)	211,805	214,745
EV/EBITDA (times)	7.03	7.30
Dividend per Share (¥)	6.00	6.00
Stock Repurchase	—	10,000

**個別**

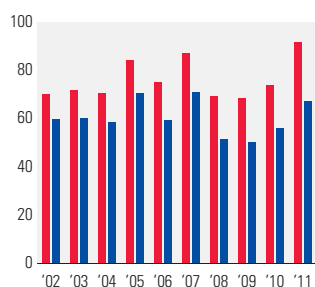
EPS (潜在株式調整後1株当たり当期純利益) (円)	15.62	17.38
BPS (1株当たり純資産) (円)	184.02	189.23
CFPS (1株当たりキャッシュ・フロー) (円)	59.77	60.28
発行済株式総数 (普通株式) (千株)	2,810,165	2,810,171
年間配当総額 (百万円)	16,859	16,672
DOE (自己資本配当率) (%)	3.29	3.19
配当性向 (%)	34.80	31.27
PER (倍)	18.44	19.18
PBR (倍)	1.73	1.94
PCFR (倍)	5.32	6.11
EBITDA (百万円)	211,805	214,745
EBITDA 倍率 (倍)	7.03	7.30
1株当たり配当金 (円)	6.00	6.00
自社株取得額 (百万円)	—	10,000

Cash Flow per Share = (Net Income + Depreciation + Amortization of Long-term Prepaid Expenses) / Numbers of Issued Shares (average)  
Dividends on Equity = Annual Cash Dividend / Equity (average) × 100  
Total Payout Ratio of Year n = [(Dividends from Unappropriated Profit in Year n) + (Amount of Treasury Stocks Acquired in Year n + 1)] / (Consolidated Net Income in Year n)  
Payout Ratio = Dividends Paid per Share / Net Income per Share × 100

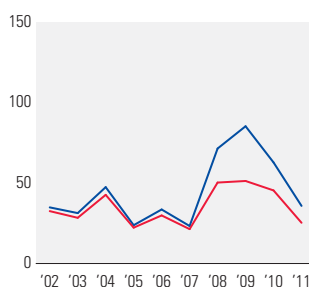
1株当たりキャッシュ・フロー = (当期純利益 + 減価償却費 + 長期前払費用償却) ÷ 期中平均株式総数  
DOE (自己資本配当率) = 年間配当金 ÷ 自己資本 (期中平均) × 100  
n年度総分配性向 = ((n年度年間配当金総額) + (n+1年度自社株取得額)) ÷ (n年度連結当期純利益)  
配当性向 = 1株当たり配当金支払額 ÷ 1株当たり当期純利益 × 100



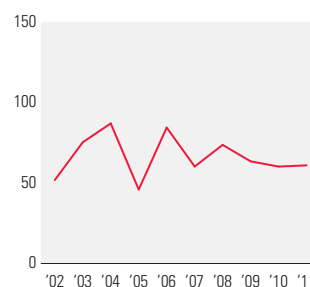
Cash Flow per Share (¥)  
CFPS (1株当たりキャッシュ・フロー) (円)



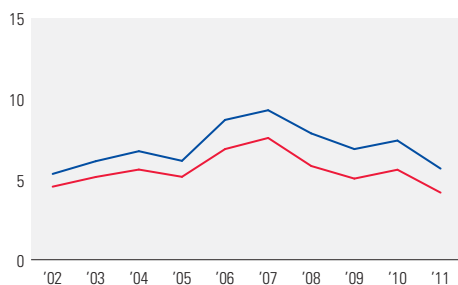
Payout Ratio (%)  
配当性向 (%)



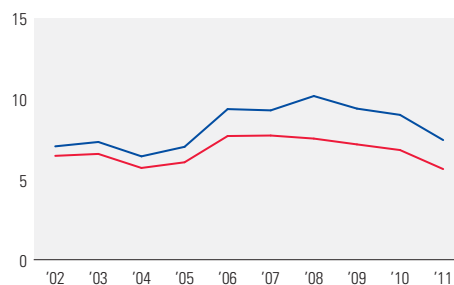
Total Payout Ratio (%)  
総分配性向 (%)



Price Cash Flow Ratio (times)  
PCFR (倍)



EV/EBITDA (times)  
EBITDA 倍率 (倍)



	2004	2005	2006	2007	2008	2009	2010	2011
	14.98	28.24	21.70	35.69	15.50	15.37	19.86	<b>35.63</b>
	221.53	244.73	270.46	293.11	289.49	284.72	301.58	<b>320.70</b>
	70.44	84.06	75.12	87.08	69.36	68.52	73.82	<b>91.37</b>
	3.21	2.98	2.71	2.83	2.72	2.78	3.07	<b>2.88</b>
	86.87	45.87	84.29	60.14	73.56	63.35	60.11	<b>60.87</b>
	42.58	22.24	29.81	21.33	50.19	51.18	45.32	<b>25.26</b>
	23.97	13.73	21.93	17.52	25.28	22.07	20.75	<b>10.67</b>
	1.78	1.77	1.90	2.24	1.39	1.21	1.37	<b>1.18</b>
	5.59	5.14	6.86	7.55	5.81	5.03	5.58	<b>4.16</b>
	299,181	285,619	248,721	295,457	212,469	206,287	231,346	<b>271,788</b>
	5.69	6.04	7.67	7.70	7.51	7.15	6.80	<b>5.62</b>
	13.52	26.47	19.34	32.74	10.94	9.26	14.36	<b>25.19</b>
	199.97	216.54	238.78	259.22	248.43	244.28	253.45	<b>266.58</b>
	58.52	70.45	59.38	70.88	51.45	50.27	55.82	<b>67.30</b>
	2,810,171	2,810,171	2,810,171	2,810,171	2,741,571	2,717,571	2,703,761	<b>2,684,193</b>
	18,908	18,557	18,641	21,556	21,251	21,425	24,343	<b>24,108</b>
	3.54	3.33	3.06	3.20	3.12	3.24	3.62	<b>3.45</b>
	47.36	23.76	33.49	23.26	71.30	85.11	62.67	<b>35.73</b>
	26.66	14.66	24.64	19.10	35.92	36.70	28.69	<b>15.09</b>
	1.97	2.00	2.16	2.53	1.62	1.41	1.63	<b>1.43</b>
	6.73	6.13	8.67	9.27	7.83	6.86	7.38	<b>5.65</b>
	246,728	229,494	192,580	234,782	150,103	151,573	171,394	<b>201,672</b>
	6.41	7.00	9.34	9.26	10.15	9.37	8.98	<b>7.42</b>
	7.00	7.00	7.00	8.00	8.00	8.00	9.00	<b>9.00</b>
	27,837	20,000	20,000	33,717	39,000	10,000	7,983	<b>34,000</b>

PCFR = Share Price (year-end) / CFPS

EV/EBITDA = (Market Capitalization + Interest-bearing Debt + Minority Interests - Cash and Deposits - Marketable Securities) / (Operating Income + Amortization of Long-term Prepaid Expenses + Depreciation)

The amount shown for stock repurchase excludes requests for the purchase of odd-lot shares.

PCFR = 期末株価 ÷ CFPS

EBITDA 倍率 = (株式時価総額 + 有利子負債残高 + 少数株主持分 - 現金預金 - 短期保有目的の有価証券) ÷ (営業利益 + 長期前払費用償却 + 減価償却費)

自社株取得額は端株買取請求を除いた金額