

## TEN-YEAR CONSOLIDATED STATEMENTS OF INCOME 連結損益計算書 (10年分)

		Fiscal years ended March 31										(¥ millions/百万円)
		3月31日に終了した1年間	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Net sales	売上高		915,862	958,662	988,077	1,009,154	997,766	992,255	1,086,770	1,097,589	1,127,633	1,151,824
Cost of sales	売上原価		433,918	461,964	498,548	490,693	477,283	483,813	561,006	561,988	571,929	578,529
Gross profit	売上総利益		481,943	496,697	489,528	518,461	520,483	508,441	525,764	535,600	555,704	573,294
Selling, general and administrative expenses	供給販売費及び一般管理費		421,838	429,589	427,365	441,977	448,181	439,208	422,105	424,992	432,409	421,006
Selling expenses	供給販売費		329,836	340,596	339,500	352,269	350,068	344,675	348,624	353,977	359,999	345,572
General and administrative expenses	一般管理費		92,001	88,991	87,863	89,706	98,111	94,532	73,480	71,015	72,409	75,434
Operating income	営業利益		60,105	67,108	62,163	76,484	72,302	69,233	103,659	110,607	123,294	152,287
Non-operating income	営業外収益		7,513	9,170	14,041	6,860	7,877	10,202	8,372	7,605	7,441	9,131
Interest income	受取利息		1,285	578	542	261	182	210	205	187	239	346
Dividend income	受取配当金		1,271	1,291	1,308	1,279	1,182	1,072	1,190	833	849	1,051
Equity in net income of an affiliated company	持分法による投資利益		—	—	—	—	—	392	348	310	220	236
Exchange gains	為替差益		—	—	—	—	1,381	2,636	—	—	—	—
Miscellaneous revenue and others	雑収入ほか		4,957	7,301	12,191	5,320	5,129	5,890	6,629	6,275	6,133	7,498
Non-operating expenses	営業外費用		37,249	38,722	43,182	46,873	37,664	35,716	45,156	37,586	38,780	30,324
Interest expenses	支払利息		13,962	13,095	12,197	8,977	22,393	23,366	22,866	19,274	17,472	14,822
Bond interest expenses	社債利息		12,940	14,726	16,401	17,237	—	—	—	—	—	—
Bond issue cost amortization	社債発行費償却		199	774	2,609	—	—	—	—	—	—	—
Adjustments of charges for construction of distribution facilities	他受工事精算差額		7,226	6,978	6,742	7,266	8,546	7,837	6,271	6,827	4,648	4,144
Miscellaneous expenses and others	雑支出ほか		2,922	3,149	5,233	13,393	6,724	4,512	16,019	11,485	16,660	11,358
Ordinary income	経常利益		30,368	37,556	33,023	36,471	42,515	43,720	66,875	80,626	91,955	131,093
Extraordinary income	特別利益		2,582	2,588	873	924	750	514	163	4,200	8,699	8,413
Extraordinary expenses	特別損失		92	670	1,295	1,134	2,302	496	21,953	1,965	4,771	66,375
Income before income taxes	税金等調整前当期純利益		32,858	39,473	32,601	36,260	40,964	43,738	45,084	82,861	95,882	73,131
Income taxes	法人税等		21,568	22,524	17,095	18,940	23,498	16,064	25,436	31,507	43,621	44,266
Income taxes—deferred	法人税等調整額		—	—	—	—	—	713	-8,026	-741	-7,244	-16,366
Minority interest in net income and loss of consolidated subsidiaries	少数株主損益		218	187	73	78	-298	261	80	184	304	444
Net income	当期純利益		11,071	16,761	15,432	17,240	17,764	26,698	27,595	51,911	59,201	44,787

• Some items in the accompanying financial statements have been summarized to preserve simplicity. Such changes are unaudited.  
上記の財務諸表については、各勘定科目の要約に当たっての監査は受けておりません。

## THREE-YEAR CONSOLIDATED STATEMENTS OF CASH FLOWS 連結キャッシュ・フロー計算書 (3年分)

		Fiscal years ended March 31			(¥ millions/百万円)
		3月31日に終了した1年間	2002	2003	2004
1. Cash flows from operating activities:	営業活動によるキャッシュ・フロー				
Income before income taxes and minority interest in net income of consolidated subsidiaries	税金等調整前当期純利益		82,861	95,882	73,131
Depreciation	減価償却費		141,646	137,299	143,128
Amortization of long-term prepayments	長期前払費用償却費		3,917	3,727	3,766
Loss on disposals of property, plant and equipment	有形固定資産除却損		3,576	2,481	3,790
Loss on bond redemption	社債償還損		4,618	6,327	6,574
Increase (Decrease) in employees' severance and retirement benefits	退職給付引当金の増加および(減少)		-8,661	-4,658	36,912
Interest and dividend income	受取利息および配当金		-1,020	-1,088	-1,398
Interest expense	支払利息		19,274	17,472	14,822
Increase in notes and accounts receivable	売上債権の増加		-217	-6,777	5,156
Decrease (Increase) in inventories	たな卸資産の減少(増加)		-1,339	7,633	-1,701
Decrease in notes and accounts payable	仕入債務の減少		-3,674	-1,784	—
Increase (Decrease) in consumption taxes payable	未払消費税等の増加(減少)		2,748	—	-1,551
Other	その他		-8,243	10,426	-4,832
Subtotal	小計		235,486	266,940	277,797
Cash received for interest and dividends	受取利息および配当金の入金		1,089	1,166	1,380
Cash paid for interest	支払利息の支払		-19,325	-18,069	-15,053
Cash paid for income taxes	法人税等の支払		-25,574	-36,504	-46,516
Net cash provided by operating activities	営業活動によるキャッシュ・フロー		191,675	213,532	217,608

		Fiscal years ended March 31			(¥ millions/百万円)
		3月31日に終了した1年間	2002	2003	2004
2. Cash flows from investing activities:	投資活動によるキャッシュ・フロー				
Purchases of marketable and investment securities	有価証券および投資有価証券の購入		-3,711	-7,297	-15,371
Purchases of property, plant and equipment	有形固定資産の取得による支出		-104,883	-98,148	-101,011
Purchases of intangible fixed assets	無形固定資産の取得による支出		-7,791	-9,014	-12,211
Expenditure of long-term prepayment	長期前払費用の支出		-1,006	-1,799	-2,103
Proceeds from sale of tangible and intangible fixed assets	固定資産の売却による収入		2,527	6,888	1,234
Other	その他		3,044	-773	-3,424
Net cash used in investing activities	投資活動によるキャッシュ・フロー		-111,820	-110,143	-126,038
3. Cash flows from financing activities:	財務活動によるキャッシュ・フロー				
Increase (Decrease) in short-term bank loans	短期借入金の純増(減)額		2,788	-809	-11,870
Increase (Decrease) in commercial paper	コマーシャル・ペーパーの純増(減)額		12,000	-12,000	—
Proceeds from long-term debt	社債および長期借入金による収入		45,485	37,340	87,789
Repayments of long-term debt	社債および長期借入金の償還・返済		-159,069	-75,449	-131,041
Cash dividends paid	配当金の支払額		-18,236	-16,777	-16,425
Cash dividends paid to minority shareholders	少数株主への配当金の支払額		-50	-53	-56
Purchase of treasury stock and other	自己株式の取得による支出等		-94	-10,769	-28,141
Net cash provided by (used in) financing activities	財務活動によるキャッシュ・フロー		-117,176	-78,517	-99,744
4. Effect of exchange rate changes on cash and cash equivalents	現金および現金同等物に係る換算差額		6	-2	5
5. Net increase (decrease) in cash and cash equivalents	現金および現金同等物の純増(減)額		-37,314	24,869	-8,169
6. Increase due to addition of consolidated subsidiaries	連結会社の増加に伴う現金および現金同等物の増加額		—	—	—
7. Cash and cash equivalents at beginning of year	現金および現金同等物の期首残高		64,575	27,260	52,129
8. Cash and cash equivalents at end of year	現金および現金同等物の期末残高		27,260	52,129	43,960

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