January 29, 2013

Consolidated Financial Results (Japanese Accounting Standards) for the Nine Months Ended December 31, 2012 (Q3 FY2012)

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Stock exchange listing: Tokyo Stock Exchange, Osaka Securities Exchange
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Scheduled date for filing of securities report: February 13, 2013
Scheduled date of commencement of dividend payment: –
Supplementary documents for quarterly results: Yes
Quarterly results briefing: None

(Amounts of less than one million yen are rounded to the nearest million yen.)

1. Consolidated Financial Results for the Nine Months Ended December 31, 2012 (April 1, 2012 – December 31, 2012)

(1) Consolidated Results of Operations (Accumulated Total) (Percentages show year-on-year changes.)

	Net sales		Operating income		Ordinary income		Net income	
Nine months ended	Million yen	%	Million yen	%	Million yen	%	Million yen	%
December 31, 2012	161,943	(3.2)	10,225	(22.9)	11,473	(18.0)	7,116	(11.8)
December 31, 2011	167,372	(0.8)	13,265	17.4	13,984	19.0	8,071	23.7

(Note) Comprehensive income: 7,195 million yen (negative 14.5%) for the nine months ended December 31, 2012
8,417 million yen (43.3%) for the nine months ended December 31, 2011

	Net income per share (basic)	Net income per share (diluted)
Nine months ended	Yen	Yen
December 31, 2012	66.98	–
December 31, 2011	75.60	–

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
Nine months ended December 31, 2012	241,012	192,010	79.4	1,810.23
Year ended March 31, 2012	240,092	189,242	78.6	1,768.27

(Reference) Shareholders' equity: Nine months ended December 31, 2012: 191,452 million yen
Year ended March 31, 2012: 188,785 million yen

2. Dividends

	Dividend per share				
	End of first quarter	End of second quarter	End of third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2012	–	13.00	–	15.00	28.00
Year ending March 31, 2013	–	15.00	–		
Year ending March 31, 2013 (forecasts)				15.00	30.00

(Note) Revisions to dividend forecasts published most recently: None

3. Consolidated Forecasts for the Fiscal Year Ending March 31, 2013 (April 1, 2012 – March 31, 2013)

(Percentage figures for the fiscal year represent the changes from the previous year.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Year ending March 31, 2013	211,000	(1.5)	12,500	(11.1)	14,100	(9.0)	8,800	11.0	82.92

(Note) Revisions to financial forecasts published most recently: None

* Notes

(1) Changes of important subsidiaries during the period
(changes of specific subsidiaries in accordance with changes in the scope of consolidation): None

(2) Application of particular accounts procedures to the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies and changes or restatement of accounting estimates

(i) Changes in accounting policies caused by revision of accounting standards: Yes
(ii) Changes in accounting policies other than (i): None
(iii) Changes in accounting estimates: Yes
(iv) Restatement: None

(Note) The depreciation method changed in the first quarter of this fiscal year. This falls under "cases where it is difficult to distinguish changes in accounting policies from changes in accounting estimates." For details, please refer to "2. Matters Relating to Summary Information (Notes); (3) Changes in Accounting Policies and Changes or Restatement of Accounting Estimates" on page 4 of the accompanying materials.

(4) Number of shares outstanding (common stock):

(i) Number of shares outstanding at end of period (including treasury stock)
As of December 31, 2012: 105,761,763 shares
As of March 31, 2012: 106,765,422 shares

(ii) Number of treasury stock at end of period
As of December 31, 2012: 658 shares
As of March 31, 2012: 2,928 shares

(iii) Average number of shares outstanding during the term
Nine months ended December 31, 2012: 106,245,266 shares
Nine months ended December 31, 2011: 106,763,463 shares

* Status of a quarterly review

- This financial summary does not need to undergo a quarterly review under the Financial Instruments and Exchange Act. Procedures for a quarterly review of the consolidated financial statements are being followed at the time of the announcement of this financial summary.

* Explanations and other special notes concerning the appropriate use of business performance forecasts

- The forward-looking statements such as result forecasts included in this document are based on the information available to the Company at the time of the announcement and on certain assumptions considered reasonable, and the Company makes no representations as to their achievability. Actual results may differ materially from the forecast depending on a range of factors.
- For other matters relating to the forecasts, please refer to "(3) Qualitative Information Concerning the Consolidated Business Performance Forecasts" on page 4 of the accompanying materials.

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1. Qualitative Information on Results for the First Three Quarters Ended December 31, 2012

(1) Qualitative Information Concerning the Consolidated Operating Results

During the nine-month period ended December 31, 2012, the yen depreciated, primarily reflecting expectations for the policies of the new government, but the Japanese economy was weakened by the European debt crisis and concern over an economic slowdown in emerging countries, especially China. The operating environment surrounding the food industry, a domestic demand-based industry, does not allow for optimism, given persistent deflation.

Responding to these circumstances, the Group is taking steps to achieve the growth strategies for each business that it specified in the Fourth Medium-Term Business Plan, which began to be executed in the fiscal year under review.

Sales were weak as the Spice / Seasoning / Prepared Food Business and Health Food Business, which are considered "Core businesses," were influenced by changes in customers' habits in cooking at home, intensifying competition among different types of products and price competition, and a reaction against the spike in demand that followed the earthquake. Sales of certain products recovered with aggressive marketing to revitalize the market in the second half, but overall sales declined from the same period in the previous fiscal year. In the International Business, a "Growth business," sales were strong, reflecting business expansion in each country.

Overall, net sales in the nine-month period under review declined 3.2% year on year, to 161,943 million yen.

Income expanded steadily in International Business, but affected by decreases in domestic core businesses. Consequently, operating income declined 22.9% year on year, to 10,225 million yen, and ordinary income fell 18.0%, to 11,473 million yen. Net income decreased 11.8%, to 7,116 million yen.

The following is an overview of results by segment.

	Consolidated net sales		Consolidated operating income (segment margin)	
	Amount (million yen)	Year-on-year change (%)	Amount (million yen)	Year-on-year change (%)
Spice / Seasoning / Prepared Food Business	95,929	95.7	6,847	74.9
Health Food Business	34,658	92.0	1,967	72.9
International Business	9,872	114.2	705	132.3
Transport and Other Businesses	21,484	103.4	701	77.3
Reportable segments total	161,943	96.8	10,221	77.0

* Figures in the consolidated operating income (segment margin) column are figures before adjustment for impact of inter-segment transactions of 4 million yen.

Spice / Seasoning / Prepared Food Business

The performance of curry roux products and retort pouched curry products was weak overall, reflecting a decline in demand in reaction to special demand after the earthquake, intensifying competition among different types of products, and falling prices. The Group promoted *The Hotel Curry* and *Kamatama Supa* primarily through TV commercials for these products to be received well in the market. Of spice products, sales of *Nokkete Gelee*, which was launched last year, slowed, but the *Toast Seasonings* series has created new demand and continued to sell well. Overall, sales of spice products were on a par with the year-ago level.

Sales of stew roux products were slow at the beginning of the season due to lingering summer heat but recovered to the same level as the previous year thanks to aggressive marketing, including a "Feeling warm together" campaign, and the launch of *Koku no Zeitaku Stew*.

As a result, sales in the Spice / Seasoning / Prepared Food Business declined 4.3% year on year, to 95,929 million yen. Operating income decreased 25.1% year on year, to 6,847 million yen, reflecting the poor performance of the main products and an increase in sales promotion costs.

Health Food Business

In the Health Food Business, the Group expanded and diversified the sales channels of *Ukon no Chikara Cool* of the *Ukon no Chikara* series. However, the business faced a challenging situation overall, affected by changes in customers' attitudes towards alcohol and intensifying sales competition with rival products, while also facing a decline in sales of *C1000* series in reaction to increased demand after the earthquake. In contrast, the customer base of *Mega Shaki*, a growing brand, expanded partly because of the effect of TV commercials, and sales increased.

As a consequence, sales in the Health Food Business declined 8.0% year on year, to 34,658 million yen, and operating income fell 27.1% year on year, to 1,967 million yen, attributable to a decrease in sales of the main brands.

International Business

International Business is ranked as a "Growth business" in the Fourth Medium-Term Business Plan. The Group established independent business promotion units for three areas (the United States, China, and Southeast Asia) and has been taking steps to accelerate the development of operations in each area.

Both sales and income rose in the tofu business in the United States as the number of stores dealing in tofu continued to increase.

The curry business in China curbed sales activities as Japan-China relations worsened following the Japanese government's nationalization of the Senkaku Islands. However, both sales and income climbed, reflecting the growing recognition of Japanese-style curry as a result of continuous sales promotions, continued cost cutting, and pricing revisions in response to rising raw materials prices and labor costs. In the Southeast Asia area, functional beverages were launched in Thailand in July last year, and the sales channels are being expanded. In Vietnam a processed food manufacturing plant is steadily being built. The plant is scheduled to start operations in the spring.

In the curry restaurant business, the number of restaurants increased especially in China, Taiwan, and South Korea, and sales and profits continued to expand.

As a result of the above factors, sales of the International Business grew 14.2% year on year, to 9,872 million yen, and operating income increased 32.3% year on year, to 705 million yen.

Transport and Other Businesses

Sales of the transport and warehouse business of House Logistics Service Corporation, a Group company, rose with the continued expansion in logistics operations commissioned by companies outside the Group. However, profits declined, primarily reflecting increased costs. Meanwhile, sales and profits at Delica Chef Corporation, a Group company producing prepared foods for convenience stores, increased from a year ago, attributable to strong sales of desserts and prepared foods and a decline in the material cost rate as a result of activities to reduce losses.

As a consequence, sales of Transport and Other Businesses climbed 3.4% year on year, to 21,484 million yen, and operating income declined 22.7% year on year, to 701 million yen.

(2) Qualitative Information Concerning the Company's Consolidated Financial Situation

The consolidated financial situation at the end of the third quarter of the fiscal year under review is as follows:

Total assets were 241,012 million yen, an increase of 920 million yen in comparison to the end of the previous consolidated fiscal year.

Current assets increased 3,670 million yen, to 113,835 million yen, primarily attributable to increases in notes and accounts receivable-trade and cash and deposits, which more than offset a decrease in short-term investment securities with negotiable deposits and bonds reaching maturity. Noncurrent assets finished at 127,177 million yen, a fall of 2,750 million yen, due chiefly to decreases in long-term time deposits and prepaid pension costs, which offset increases in

construction in progress associated with the construction of plants overseas and in investment securities resulting from the acquisition of bonds and other factors.
Liabilities were 49,002 million yen, a decrease of 1,848 million yen from the end of the previous fiscal year.
Current liabilities declined 1,776 million yen, to 39,331 million yen, mainly because of decreases in accounts payable-other and income taxes payable. Noncurrent liabilities slipped 72 million yen, to 9,671 million yen, primarily reflecting decreases in the provision for retirement benefits and other factors, which more than offset a rise in long-term accounts payable-other.
Net assets climbed 2,768 million yen from the end of the previous fiscal year, to 192,010 million yen, reflecting an increase in retained earnings as a result of net income, among other factors.
As a result, the equity ratio stood at 79.4% (compared with 78.6% at the end of the previous fiscal year). Net assets per share were 1,810.23 yen (1,768.27 yen at the end of the previous fiscal year).

(3) Qualitative Information Concerning the Consolidated Business Performance Forecasts

There has been no change to the consolidated performance forecasts announced on October 31, 2012, for the period ending March 31, 2013.

2. Matters Relating to Summary Information (Notes)

(1) Changes of Important Subsidiaries during the Period

Not applicable.

(2) Application of Particular Accounts Procedures to the Preparation of Quarterly Consolidated Financial Statements

Calculation of tax expenses
Following the application of tax effect accounting for the current term net income before taxes for the consolidated fiscal year, the Company has adopted a method of calculating tax expenses using a reasonable estimate of the effective tax rate and multiplying quarterly net income before taxes by this estimated effective tax rate.
“Income taxes-current” and “Income taxes-deferred” are unified in “Income taxes.”

(3) Changes in Accounting Policies and Changes or Restatement of Accounting Estimates

Change in accounting policy that is difficult to distinguish from change in accounting estimates
Following the revision of the Corporation Tax Act, the Company and its domestic consolidated subsidiaries depreciated property, plant and equipment that were acquired on or after April 1, 2012 under the revised Corporation Tax Act.
The effect of the change on earnings in the first three quarters under review was minor.

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

(Million yen)

	End of previous fiscal year (As of March 31, 2012)	End of third quarter of the fiscal year under review (As of December 31, 2012)
Assets		
Current assets		
Cash and deposits	23,475	25,100
Notes and accounts receivable–trade	38,585	47,107
Short-term investment securities	33,717	27,797
Merchandise and finished goods	6,229	5,387
Work in process	875	940
Raw materials and supplies	2,737	2,830
Deferred tax assets	2,946	3,073
Other	1,605	1,609
Allowance for doubtful accounts	(4)	(8)
Total current assets	110,165	113,835
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	16,886	16,727
Machinery, equipment and vehicles, net	6,987	6,128
Land	24,072	24,098
Lease assets, net	4,545	4,429
Construction in progress	254	1,673
Other, net	810	843
Total property, plant and equipment	53,553	53,896
Intangible assets		
Goodwill	703	167
Software	1,501	1,004
Software in progress	58	56
Other	205	281
Total intangible assets	2,467	1,507
Investments and other assets		
Investment securities	65,327	66,509
Long-term loans receivable	247	240
Deferred tax assets	170	158
Long-term time deposits	3,124	1,000
Prepaid pension cost	2,740	1,584
Other	2,546	2,552
Allowance for doubtful accounts	(247)	(270)
Total investments and other assets	73,908	71,773
Total noncurrent assets	129,927	127,177
Total assets	240,092	241,012

(Million yen)

	End of previous fiscal year (As of March 31, 2012)	End of third quarter of the fiscal year under review (As of December 31, 2012)
Liabilities		
Current liabilities		
Notes and accounts payable–trade	19,602	19,965
Electronically recorded obligations-operating	–	1,289
Short-term loans payable	590	546
Lease obligations	394	404
Accounts payable–other	13,247	11,590
Income taxes payable	3,189	1,323
Provision for directors' bonuses	73	47
Other	4,013	4,167
Total current liabilities	41,108	39,331
Noncurrent liabilities		
Lease obligations	4,151	4,026
Long-term accounts payable–other	655	848
Deferred tax liabilities	2,663	2,741
Provision for retirement benefits	1,557	1,352
Asset retirement obligations	284	277
Other	432	427
Total noncurrent liabilities	9,742	9,671
Total liabilities	50,850	49,002
Net assets		
Shareholders' equity		
Capital stock	9,948	9,948
Capital surplus	23,868	23,868
Retained earnings	151,392	154,009
Treasury stock	(4)	(1)
Total shareholders' equity	185,205	187,825
Other accumulated comprehensive income		
Valuation difference on available-for-sale securities	5,531	5,614
Foreign currency translation adjustment	(1,950)	(1,987)
Total other accumulated comprehensive income	3,580	3,627
Minority interests	456	558
Total net assets	189,242	192,010
Total liabilities and net assets	240,092	241,012

(2) Quarterly Consolidated Statements of Income and Comprehensive Income

First nine-month period

(Million yen)

	First nine-month period of previous fiscal year (April 1, 2011 - December 31, 2011)	First nine-month period of the fiscal year under review (April 1, 2012 - December 31, 2012)
Net sales	167,372	161,943
Cost of sales	89,680	87,698
Gross profit	77,692	74,245
Selling, general and administrative expenses		
Advertising expenses	8,258	8,379
Transportation and warehousing expenses	4,822	4,567
Sales commission	3,373	3,230
Promotion expenses	22,841	22,910
Salaries, allowances and bonuses	9,543	9,680
Provision for directors' bonuses	52	52
Depreciation	859	770
Amortization of goodwill	1,021	684
Rent expenses	1,030	1,101
Experiment and research expenses	2,813	2,846
Other	9,815	9,801
Total selling, general and administrative expenses	64,427	64,020
Operating income	13,265	10,225
Non-operating income		
Interest income	323	361
Dividends income	265	294
Equity in earnings of affiliates	281	339
Foreign exchange gains	–	135
Other	140	194
Total non-operating income	1,009	1,322
Non-operating expenses		
Interest expenses	28	31
Foreign exchange losses	201	–
Other	61	44
Total non-operating expenses	291	74
Ordinary income	13,984	11,473
Extraordinary income		
Gain on sales of noncurrent assets	0	2
Gain on sales of investment securities	–	10
Reversal of allowance for doubtful accounts	1	0
Other	6	3
Total extraordinary income	8	15

(Million yen)

	First nine-month period of previous fiscal year (April 1, 2011 - December 31, 2011)	First nine-month period of the fiscal year under review (April 1, 2012 - December 31, 2012)
Extraordinary loss		
Loss on sales of noncurrent assets	32	9
Loss on retirement of noncurrent assets	105	133
Loss on valuation of investment securities	116	72
Loss on valuation of membership	24	29
Impairment loss	445	–
Loss on disaster	178	–
Other	31	17
Total extraordinary loss	933	260
Income before income taxes	13,059	11,229
Income taxes	4,996	4,097
Income before minority interests	8,063	7,132
Minority interests in income (loss)	(8)	16
Net income	8,071	7,116
Minority interests in income (loss)	(8)	16
Income before minority interests	8,063	7,132
Other comprehensive income		
Valuation difference on available-for-sale securities	667	82
Foreign currency translation adjustment	(301)	(22)
Share of other comprehensive income of associates accounted for using equity method	(12)	4
Total other comprehensive income	354	64
Comprehensive income	8,417	7,195
(Breakdown)		
Comprehensive income attributable to owners of the parent	8,454	7,163
Comprehensive income attributable to minority interests	(37)	33

(3) Quarterly Consolidated Statements of Cash Flows

(Million yen)

	First nine-month period of previous fiscal year (April 1, 2011 - December 31, 2011)	First nine-month period of the fiscal year under review (April 1, 2012 - December 31, 2012)
Net cash provided by (used in) operating activities		
Income before income taxes	13,059	11,229
Depreciation and amortization	3,912	3,626
Amortization of goodwill	1,021	684
Impairment loss	445	–
Equity in (earnings) losses of affiliates	(281)	(339)
Loss (gain) on valuation of investment securities	116	72
Loss on valuation of membership	24	29
Increase (decrease) in allowance for doubtful accounts	13	24
Increase (decrease) in provision for directors' bonuses	(33)	(26)
Increase (decrease) in provision for retirement benefits	(390)	(205)
Interest and dividends income	(588)	(655)
Interest expenses	28	31
Foreign exchange losses (gains)	178	(95)
Loss (gain) on sales of investment securities	–	(10)
Loss (gain) on sales of noncurrent assets	32	7
Loss on retirement of noncurrent assets	105	133
Decrease (increase) in notes and accounts receivable-trade	(8,677)	(8,166)
Decrease (increase) in inventories	(121)	759
Increase (decrease) in notes and accounts payable-trade	4,129	2,330
Increase (decrease) in accounts payable-bonuses	(330)	(295)
Decrease (increase) in other assets	1,332	858
Increase (decrease) in other liabilities	55	(1,209)
Subtotal	14,029	8,781
Interest and dividends income received	981	1,117
Interest expenses paid	(23)	(31)
Income taxes paid	(4,733)	(5,976)
Net cash provided by (used in) operating activities	10,254	3,891

(Million yen)

	First nine-month period of previous fiscal year (April 1, 2011 - December 31, 2011)	First nine-month period of the fiscal year under review (April 1, 2012 - December 31, 2012)
Net cash provided by (used in) investing activities		
Payments into time deposits	(3,510)	(1,524)
Proceeds from withdrawal of time deposits	50	11,759
Purchase of short-term investment securities	–	(2,000)
Proceeds from sales of short-term investment securities	1,500	3,000
Purchase of property, plant and equipment	(2,960)	(3,533)
Proceeds from sales of property, plant and equipment	9	29
Purchase of intangible assets	(196)	(190)
Purchase of investment securities	(8,499)	(8,327)
Proceeds from sales of investment securities	1,000	1,525
Purchase of memberships	–	(3)
Purchase of stocks of subsidiaries and affiliates	–	(1,016)
Net cash provided by (used in) investing activities	(12,605)	(280)
Net cash provided by (used in) financing activities		
Increase in short-term loans payable	890	1,585
Decrease in short-term loans payable	(840)	(1,629)
Repayments of lease obligations	(287)	(309)
Purchase of treasury stock	(2)	(1,308)
Cash dividends paid	(2,568)	(3,188)
Proceeds from stock issuance to minority shareholders	106	69
Cash dividends paid to minority shareholders	(0)	(0)
Net cash provided by (used in) financing activities	(2,701)	(4,781)
Effect of exchange rate change on cash and cash equivalents	(212)	72
Net increase (decrease) in cash and cash equivalents	(5,264)	(1,099)
Cash and cash equivalents at beginning of period	46,091	41,190
Cash and cash equivalents at end of period	40,827	40,091

(4) Notes Relating to Assumptions for the Going Concern

Not applicable.

(5) Segment Information

I. First nine-month period of previous consolidated fiscal year (April 1, 2011 – December 31, 2011)

1. Information on net sales and profits or losses by reported segment

(Million yen)

	Reported segments					Other	Total
	Spice / Seasoning / Prepared Food Business	Health Food Business	International Business	Transport and Other Businesses	Total		
Net sales							
Sales – outside customers	100,278	37,663	8,645	20,786	167,372	–	167,372
Sales and transfer – inter-segment	32	–	–	9,056	9,088	–	9,088
Total	100,310	37,663	8,645	29,842	176,461	–	176,461
Segment profit	9,137	2,697	533	906	13,274	–	13,274

2. Difference between the sum of reportable segment profits and losses and operating income in quarterly consolidated statements of income and comprehensive income, and major factors in the difference (adjustment of difference)

(Million yen)

Profit	Amount
Reportable segments total	13,274
Elimination of inter-segment transactions	(9)
Operating income in quarterly consolidated statements of income and comprehensive income	13,265

3. Information on impairment loss on noncurrent assets and goodwill by reportable segment

(Million yen)

	Reported segments					Other	Total
	Spice / Seasoning / Prepared Food Business	Health Food Business	International Business	Transport and Other Businesses	Total		
Impairment loss	379	58	8	0	445	–	445

(Note) An impairment loss on the head office and on branch office buildings of 445 million yen is posted in the first three quarters under review.

II. First nine-month period of consolidated fiscal year under review (April 1, 2012 – December 31, 2012)

1. Information on net sales and profits or losses by reported segment

(Million yen)

	Reported segments					Other	Total
	Spice / Seasoning / Prepared Food Business	Health Food Business	International Business	Transport and Other Businesses	Total		
Net sales							
Sales – outside customers	95,929	34,658	9,872	21,484	161,943	–	161,943
Sales and transfer – inter-segment	–	–	–	8,493	8,493	–	8,493
Total	95,929	34,658	9,872	29,977	170,436	–	170,436
Segment profit	6,847	1,967	705	701	10,221	–	10,221

2. Difference between the sum of reportable segment profits and losses and operating income in quarterly consolidated statements of income and comprehensive income, and major factors in the difference (adjustment of difference)

(Million yen)

Profit	Amount
Reportable segments total	10,221
Elimination of inter-segment transactions	4
Operating income in quarterly consolidated statements of income and comprehensive income	10,225

3. Information on impairment loss on noncurrent assets and goodwill by reportable segment

(Million yen)

	Reported segments					Other	Total
	Spice / Seasoning / Prepared Food Business	Health Food Business	International Business	Transport and Other Businesses	Total		
Impairment loss	–	–	–	140	140	–	140

(Note) During the nine-month period under review, the Company acquired shares in Horie Yamatoya Co., Ltd., making it a consolidated subsidiary. In association with the share acquisition, the Company posted goodwill of 140 million yen.

(6) Notes for Case Where Shareholders' Equity underwent Significant Changes in Value

Based on a resolution at a Board of Directors' meeting held on July 25, 2012, the Company purchased treasury stock in the first half of the fiscal year under review. As a result, treasury stock increased 1,306 million yen in the first half of this fiscal year.

By resolution of a Board of Directors' meeting held on October 31, 2012, the Company canceled 1,003,659 treasury shares on November 9, 2012. As a result, treasury stock and retained earnings declined 1,311 million yen and 1,311 million yen, respectively, during the first nine-month period under review.

As a result, retained earnings and treasury stock stood at 154,009 million yen and 1 million yen, respectively, at the end of the period under review.

4. Quarterly Non-Consolidated Financial Statements

(Note) These Quarterly Financial Statements (Non-Consolidated) have been prepared voluntarily by the Company based on the Regulations for Quarterly Financial Statements and are outside of the scope of this quarterly review.

(1) Quarterly Balance Sheets (Non-Consolidated)

(Million yen)

	End of previous fiscal year (As of March 31, 2012)	End of third quarter of the fiscal year under review (As of December 31, 2012)
Assets		
Current assets		
Cash and deposits	19,156	21,447
Notes receivable-trade	11	15
Accounts receivable-trade	30,272	37,830
Short-term investment securities	33,717	27,797
Merchandise and finished goods	5,154	4,511
Work in process	830	904
Raw materials and supplies	1,928	2,018
Deferred tax assets	1,820	1,860
Other	2,018	1,526
Allowance for doubtful accounts	(4)	(5)
Total current assets	94,901	97,902
Noncurrent assets		
Property, plant and equipment		
Buildings, net	10,078	9,742
Structures, net	452	446
Machinery and equipment, net	4,561	4,094
Vehicles, net	63	48
Tools, furniture, and fixtures, net	404	371
Land	14,713	14,713
Lease assets, net	64	79
Construction in progress	3	13
Total property, plant and equipment	30,339	29,507
Intangible assets		
Leasehold right	6	6
Right of trademark	4	3
Telephone subscription right	44	44
Right of using facilities	0	0
Software	1,130	667
Software in progress	2	30
Total intangible assets	1,186	750
Investments and other assets		
Investment securities	60,599	61,514
Stocks of subsidiaries and affiliates	43,573	44,991
Investments in capital	21	21
Investments in capital of subsidiaries and affiliates	2,955	2,955
Long-term loans receivable from employees	4	3
Long-term loans receivable from subsidiaries and affiliates	2,159	2,076
Long-term prepaid expenses	46	25
Guarantee deposits	1,163	1,167
Long-term time deposits	3,024	1,000
Prepaid pension cost	2,740	1,584
Other	45	42
Allowance for doubtful accounts	(213)	(236)
Total investments and other assets	116,116	115,141
Total noncurrent assets	147,641	145,398
Total assets	242,542	243,301

(Million yen)

	End of previous fiscal year (As of March 31, 2012)	End of third quarter of the fiscal year under review (As of December 31, 2012)
Liabilities		
Current liabilities		
Notes payable-trade	2,400	255
Electronically recorded obligations-operating	–	1,289
Accounts payable-trade	11,236	11,997
Short-term loans payable to subsidiaries and affiliates	11,811	12,202
Lease obligations	18	22
Accounts payable-other	11,423	10,479
Accrued expenses	1,907	1,104
Income taxes payable	2,776	1,092
Deposits received	130	679
Provision for directors' bonuses	69	45
Other	186	633
Total current liabilities	41,956	39,797
Noncurrent liabilities		
Lease obligations	46	58
Long-term guarantee deposited	268	268
Long-term accounts payable-other	623	601
Deferred tax liabilities	2,659	2,736
Asset retirement obligations	51	42
Total noncurrent liabilities	3,647	3,706
Total liabilities	45,603	43,503
Net assets		
Shareholders' equity		
Capital stock	9,948	9,948
Capital surplus		
Legal capital surplus	23,815	23,815
Total capital surplus	23,815	23,815
Retained earnings		
Legal retained earnings	2,487	2,487
Other retained earnings		
General reserve	133,900	133,900
Retained earnings brought forward	21,197	23,970
Total retained earnings	157,584	160,357
Treasury stock	(4)	(1)
Total Shareholders' equity	191,344	194,120
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	5,595	5,677
Total valuation and translation adjustments	5,595	5,677
Total net assets	196,939	199,798
Total liabilities and net assets	242,542	243,301

(2) Quarterly Statements of Income (Non-Consolidated)

First nine-month period

(Million yen)

	First nine-month period of previous fiscal year (April 1, 2011 - December 31, 2011)	First nine-month period of the fiscal year under review (April 1, 2012 - December 31, 2012)	(Reference) Previous fiscal year (April 1, 2011 - March 31, 2012)
Net sales	118,810	112,760	151,803
Cost of sales	57,426	54,235	73,866
Gross profit	61,385	58,525	77,937
Selling, general and administrative expenses			
Advertising expenses	7,358	7,411	9,748
Transportation and warehousing expenses	3,416	3,158	4,372
Sales commissions	3,373	3,230	4,280
Promotion expenses	17,705	17,653	23,150
Directors' compensation	185	199	247
Salaries, allowances and bonuses	6,431	6,322	8,384
Provision for directors’ bonuses	45	45	69
Retirement benefit expenses	1,284	1,149	1,711
Welfare expenses	1,498	1,474	1,950
Traveling and communication expenses	1,011	1,042	1,323
Depreciation	603	526	799
Rent expenses	848	902	1,122
Experiment and research expenses	2,393	2,337	3,238
Investigation expenses	625	500	836
Other	3,831	3,949	5,014
Total selling, general and administrative expenses	50,606	49,897	66,241
Operating income	10,779	8,627	11,696
Non-operating income			
Interest income	64	72	86
Interest on securities	296	312	400
Dividends income	1,649	1,757	1,916
Rent income	171	140	226
Fiduciary obligation fee	–	117	–
Foreign exchange gains	–	135	–
Other	115	191	213
Total non-operating income	2,294	2,727	2,841
Non-operating expenses			
Interest expenses	26	26	35
Rent expenses	58	52	75
Fiduciary obligation expenses	–	118	–
Foreign exchange losses	198	–	39
Other	53	29	53
Total non-operating expenses	336	224	202
Ordinary income	12,738	11,130	14,334

(Million yen)

	First nine-month period of previous fiscal year (April 1, 2011 - December 31, 2011)	First nine-month period of the fiscal year under review (April 1, 2012 - December 31, 2012)	(Reference) Previous fiscal year (April 1, 2011 - March 31, 2012)
Extraordinary income			
Gain on sales of noncurrent assets	0	–	280
Reversal of allowance for doubtful accounts	1	0	1
Gain on sales of investment securities	0	10	1
Total extraordinary income	1	10	282
Extraordinary loss			
Loss on sales of noncurrent assets	20	8	20
Loss on retirement of noncurrent assets	65	105	242
Loss on valuation of investment securities	116	72	26
Loss on valuation of membership	24	29	31
Impairment loss	445	–	445
Loss on disaster	150	–	150
Cost of early retirement support	–	–	1,477
Other	23	–	24
Total extraordinary loss	843	214	2,414
Income before income taxes	11,896	10,926	12,203
Income taxes	4,378	3,654	4,319
Net income	7,518	7,272	7,884