

# FY2003 Consolidated Financial Results

## FUJIMI INCORPORATED

JASDAQ Code: #5384

URL: <http://www.fujimiinc.co.jp>

Contact: Tadashi Nagatoshi, Director and Manager of Business Management Dept.

Tel: +81-52-503-8181

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US GAAP: Not adopted

Registered trademark: FUJIMI INC.

Location of headquarters: Aichi Prefecture

President: Akira Koshiyama

## 1. Operations for FY2003 (April 1, 2002 - March 31, 2003)

### (1) Summary of results

	FY2003	FY2002
	Million yen (%)	Million yen (%)
Net sales	21,992 (16.1)	18,945 ( 25.4)
Operating income	2,177 (692.2)	274 ( 94.0)
Ordinary income	2,147 (654.9)	284 ( 93.9)
Net income	1,086 ( - )	315 ( - )
Net income per share	Y68.39	Y 20.43
Net income per share (diluted)	-	-
Return on shareholders' equity	(3.1)	( 0.9)
Ordinary income to total assets ratio	(5.2)	(0.7)
Ordinary income to net sales ratio	(9.8)	(1.5)

(Notes) 1. Equity in earnings (losses) of affiliated companies:

(FY2003) - million yen (FY2002) - million yen

2. Average shares: (FY2003) 15,148,617 (FY2002) 15,450,274

3. Changes in accounting policies: None

4. The figures in percentage for net sales, operating income, ordinary income and net income indicate changes from a year earlier.

### (2) Financial position

	Yen (millions)	
	FY2003	FY 2002
Total assets	42,167	41,032
Shareholders' equity	34,775	35,314
Shareholders' equity ratio	82.5%	86.1%
Shareholders' equity per share	Y2,310.93	Y2,300.78

(Notes) The number of issued shares at the term-end: (FY2003) 15,048,385 (FY2002) 15,349,112

### (3) Consolidated cash flows

	Yen (millions)	
	FY2003	FY2002
Operating activities	5,871	2,332
Investing activities	918	3,905
Financing activities	1,782	1,227
Cash and cash equivalents at the term-end	13,491	10,402

### (4) The number of consolidated subsidiaries and other affiliated companies (equity method)

Consolidated subsidiaries: 3 Unconsolidated subsidiaries: - Affiliated companies: -

### (5) Changes in the number of consolidated subsidiaries and other affiliated companies (equity method)

Consolidated subsidiaries (new): - (exclusion): -

Equity method (new): - (exclusion): -

## 2. Forecast for FY2004 (April 1, 2003 - March 31, 2004)

	Yen (millions)	
	Mid-term	Yearly
Net Sales	11,200	24,100
Ordinary income	1,330	3,200
Net income	770	1,900

(Reference) Estimated net income per share (yearly): 126.26 yen

Forecasts contained in this documentation are provided as a reference only. They are based on the company's projection and estimates and should not be construed as an assurance or guarantee of future performance. When using this information, please keep in mind that results may differ from the estimates.

## (1) Consolidated Balance Sheet

(Thousands of yen)

Item	Term	FY 2003 ( As of March 31, 2003 )		FY 2002 ( As of March 31, 2002 )		Increase/ Decrease
		Amount	Percentage	Amount	Percentage	
<b>ASSETS</b>			%		%	
Current assets		23,944,773	56.8	21,669,629	52.8	2,275,144
1. Cash and deposits		13,291,207		7,312,120		5,979,087
2. Notes and accounts receivable		6,173,865		5,981,332		192,532
3. Marketable securities		274,090		1,664,477		1,390,386
4. Inventories		3,384,296		3,403,424		19,127
5. Deferred tax assets		638,908		94,546		544,362
6. Prepaid expenses		70,004		40,672		29,331
7. Short-term loans receivable		1,812		2,008,081		2,006,268
8. Accrued corporate tax		116,400		1,134,274		1,017,873
9. Other current assets		27,186		48,439		21,253
Allowance for doubtful accounts		33,000		17,739		15,260
Fixed Assets		18,223,201	43.2	19,362,967	47.2	1,139,765
1. Tangible fixed assets		15,614,358	37.0	16,912,116	41.2	1,297,757
(1) Building and structures		6,384,430		6,971,424		586,993
(2) Machinery, equipment and vehicles		3,253,646		4,161,512		907,865
(3) Land		3,985,934		4,001,483		15,549
(4) Construction in progress		701,068		95,147		605,920
(5) Other tangible fixed assets		1,289,278		1,682,548		393,270
2. Intangible fixed assets		484,399	1.2	571,959	1.4	87,560
(1) Software		451,496		116,527		334,969
(2) Consolidated adjustment accounts		-		163,759		163,759
(3) Software in progress		-		257,037		257,037
(4) Other intangible fixed assets		32,902		34,634		1,732
3. Investments and other assets		2,124,443	5.0	1,878,890	4.6	245,552
(1) Investment in securities		698,338		614,153		84,185
(2) Long-term loans receivable		2,408		4,221		1,812
(3) Deferred tax assets		407,960		544,861		136,900
(4) Other investments and assets		1,055,261		758,240		297,021
Allowance for doubtful accounts		39,525		42,585		3,060
Total Assets		42,167,974	100.0	41,032,596	100.0	1,135,378

(Thousands of yen)

Item	Term	FY2003 ( As of March 31, 2003 )		FY2002 ( As of March 31, 2002 )		Increase/Decrease
		Amount	Percentage	Amount	Percentage	
			%		%	
<b>LIABILITIES</b>						
Current liabilities		6,378,745	15.1	4,625,312	11.2	1,753,432
1. Notes and accounts payable		2,629,935		2,281,878		348,056
2. Short-term loans payable		697,450		1,359,287		661,837
3. Corporate tax payable		1,155,000		-		1,155,000
4. Deferred tax liabilities		1,780		31,229		29,448
5. Accrued expenses		267,800		228,776		39,024
6. Allowance for bonus payment		413,850		238,298		175,552
7. Notes payable for facilities		193,907		11,021		182,885
8. Other current liabilities		1,019,019		474,820		544,199
Fixed liabilities		983,533	2.3	1,060,010	2.6	76,476
1. Deferred tax liabilities		42,931		90,732		47,801
2. Allowance for employees' retirement benefits		410,525		446,751		36,225
3. Allowance for directors' retirement benefits		530,076		522,526		7,550
Total liabilities		7,362,278	17.4	5,685,323	13.8	1,676,955
<b>MINORITY INTEREST</b>						
Minority interest		29,997	0.1	32,416	0.1	2,419
<b>SHAREHOLDERS' EQUITY</b>						
Capital stock		-		4,753,438	11.6	4,753,438
Additional paid-in capital		-		5,038,501	12.3	5,038,501
Consolidated retained earnings		-		24,751,277	60.3	24,751,277
Gain or loss on revaluation of other securities		-		1,387	0.0	1,387
Foreign currency translation adjustment		-		771,613	1.9	771,613
Treasury stock		-		1,361	0.0	1,361
Total shareholders' equity		-		35,314,856	86.1	35,314,856
Capital stock		4,753,438	11.3	-		4,753,438
Capital surplus		5,038,501	12.0	-		5,038,501
Retained earnings		25,394,114	60.2	-		25,394,114
Gain or loss on revaluation of other securities		21,269	0.1	-		21,269
Foreign currency translation adjustment		378,761	0.9	-		378,761
Treasury stock		767,847	1.8	-		767,847
Total shareholders' equity		34,775,698	82.5	-		34,775,698
Total of liabilities, minority interest and shareholders' equity		42,167,974	100.0	41,032,596	100.0	1,135,378

## (2) Consolidated Statement of Income

( Thousands of yen )

Term Item	FY 2003 〔 April 1, 2002- March 31, 2003 〕		FY 2002 〔 April 1, 2001- March 31, 2002 〕		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	Amount
Net sales	21,992,159	100.0	18,945,292	100.0	3,046,866
Cost of sales	14,997,971	68.2	14,281,035	75.4	716,936
Gross income on sales	6,994,187	31.8	4,664,256	24.6	2,329,930
Selling, general and administrative expenses	4,816,414	21.9	4,389,354	23.2	427,059
1. Selling expenses	626,057		685,918		59,861
2. General and administrative expenses	4,190,356		3,703,435		486,920
Operating income	2,177,773	9.9	274,902	1.4	1,902,870
Non-operating income	88,149	0.4	108,737	0.6	20,588
1. Interest received	28,582		39,429		10,846
2. Dividends received	1,579		1,641		61
3. Exchange profit	-		41,010		41,010
4. Other	57,986		26,656		31,330
Non-operating expenses	118,326	0.5	99,143	0.5	19,183
1. Interest paid	47,006		56,427		9,421
2. Loss on sale of marketable securities	-		32,369		32,369
3. Other	71,319		10,346		60,973
Ordinary income	2,147,595	9.8	284,496	1.5	1,863,099
Extraordinary profit	8,285	0.0	9,663	0.1	1,378
1. Profit from sale of membership	1,285		-		1,285
2. Reversal of allowance for doubtful accounts	7,000		9,663		2,663
Extraordinary loss	270,838	1.2	641,739	3.4	370,900
1. Loss on sale and disposal of fixed assets	56,115		33,189		22,925
2. Loss on revaluation of investment in securities	95,171		567,687		472,516
3. Loss on revaluation of membership	12,650		11,082		1,568
4. Loss on adjustment concerning development	106,902		-		106,902
5. Other	-		29,779		29,779
Net income before tax adjustment	1,885,042	8.6	347,578	1.8	2,232,621
Corporate tax, inhabitant tax, and business tax	1,239,137	5.6	70,926	0.4	1,168,211
Corporate tax for previous period	-	-	93,563	0.5	93,563
Corporate tax refund	-	-	125,102	0.6	125,102
Corporate tax adjustment	444,232	2.0	76,716	0.4	367,515
Minority interest	4,132	0.0	5,428	0.0	1,296
Net income ( : Net loss)	1,086,004	5.0	315,678	1.7	1,401,683

## ( 3 ) Statement of Consolidated Retained Earnings

(Thousands of yen)

Item	Term	FY2003	FY2002	Increase/ Decrease
		( April 1, 2002- March 31, 2003 )	( April 1, 2001- March 31, 2002 )	
		Amount	Amount	
Initial balance of consolidated retained earnings		-	26,135,750	26,135,750
Increase in consolidated retained earnings		-	50,598	50,598
Increase in retained earnings from new consolidation		-	50,598	50,598
Decrease in consolidated retained earnings		-	1,119,392	1,119,392
1. Dividends		-	504,020	504,020
2. Bonuses to directors		-	80,000	80,000
3. Depreciated treasury stock		-	535,372	535,372
Net Income ( Net loss)		-	315,678	315,678
Final balance of consolidated retained earnings		-	24,751,277	24,751,277
(Capital surplus)				
Initial balance of capital surplus		5,038,501	-	5,038,501
Final balance of capital surplus		5,038,501	-	5,038,501
(Retained earnings)				
Initial balance of retained earnings		24,751,277	-	24,751,277
Increase in retained earnings		1,086,004	-	1,086,004
Net income		1,086,004	-	1,086,004
Decrease in retained earnings		443,167	-	443,167
Dividends		443,167	-	443,167
Final balance of retained earnings		25,394,114	-	25,394,114

## (4) Consolidated Cash Flows

(Thousands of yen)

Item	Term	(Thousands of yen)	
		FY 2003	FY 2002
		( April 1, 2002 March 31, 2003 )	( April 1, 2001 March 31, 2002 )
		Amount	Amount
Cash flows from operating activities			
Net income before tax adjustment ( : net loss)		1,885,042	347,578
Depreciation expense		2,297,490	2,482,071
Amortization of consolidated adjustment account		163,759	163,759
Loss on revaluation of investment in securities		95,171	567,687
Increase/decrease in allowance for doubtful accounts ( : decrease)		12,200	10,163
Increase/decrease in allowance for employees' retirement benefits ( : decrease)		36,225	115,077
Increase/decrease in allowance for directors' retirement benefits ( : decrease)		7,550	27,325
Increase/decrease in allowance for bonus payments ( : decrease)		175,552	185,625
Interest and dividends received		30,162	41,071
Interest paid		47,006	56,427
Loss on sale of marketable securities		-	32,369
Loss on sale and disposal of tangible fixed assets		54,030	31,903
Loss on sale and disposal of intangible fixed assets		2,085	1,286
Loss on adjustment concerning development		106,902	-
Loss on revaluation of membership		3,150	11,082
Increase/decrease in receivables ( : increase)		279,716	2,977,535
Increase/decrease in payables ( : decrease)		414,799	1,714,127
Increase/decrease in inventories ( : increase)		105,328	330,939
Increase/decrease in accrued amount payable ( : decrease)		74,163	137,044
Increase/decrease in accrued consumption tax ( : decrease)		42,188	5,117
Increase/decrease in other assets and liabilities ( : increase)		1,069,873	178,342
Bonuses to directors		-	80,000
Subtotal		5,999,533	4,180,507
Interest and dividends received		30,162	41,071
Subsidy received		0	311,400
Interest paid		47,006	56,427
Corporate tax		111,136	2,143,882
Cash flows from operating activities		5,871,553	2,332,667
Cash flows from investing activities			
Fixed deposits		300,000	500,000
Purchases of marketable securities		99,950	549,456
Proceeds from sale of marketable securities		581,263	254,447
Purchases of investment in securities		517,434	32,105
Proceeds from sale of investment in securities		300,001	6
Purchases of tangible fixed assets		706,028	2,749,679
Proceeds from collection of loans		7,816	1,517
Loans		-	10,533
Purchases of intangible fixed assets		183,497	334,381
Purchases of other investments		55,362	11,042
Proceeds from sale of other investments		55,114	25,615
Cash flows from investing activities		918,075	3,905,612
Cash flows from financing activities			
Net increase/decrease in short-term loans ( : decrease)		572,600	256,758
Repayment of long-term loans		-	437,968
Purchases or sale of treasury stock (net)		766,486	542,247
Dividends paid by parent company		443,167	504,020
Cash flows from financing activities		1,782,253	1,227,477
Effect of currency rate exchanges on cash and cash equivalents		82,152	40,008
Decrease in cash and cash equivalents		3,089,071	2,760,413
Increase in cash and cash equivalents from new consolidation		-	90,085
Cash and cash equivalents at the beginning of the term		10,402,149	13,072,477
Cash and cash equivalents at the end of the term		13,491,220	10,402,149