

FY 2004 Non-Consolidated Financial Results

FUJIMI INCORPORATED

JASDAQ Code: #5384

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

Contact: Tadashi Nagatoshi, Managing Director

Date of board meeting approving the financial results: May 14, 2004

Date of ordinary general shareholders' meeting: June 24, 2004

Registered trademark: FUJIMI INC.

Location of headquarters: Aichi Prefecture

President: Akira Koshiyama

Tel: +81-52-503-8181

Payment of interim dividends: Applied

Round lot: 100 shares

1. Operations for FY 2004 (April 1, 2003 - March 31, 2004)

(1) Summary of results

	(Fractions less than one million yen are rounded off.)	
	FY 2004	FY 2003
	Million yen (%)	Million yen (%)
Net sales	20,754 (11.1)	18,684 (22.9)
Operating income	2,758 (28.5)	2,147 (202.6)
Ordinary income	2,802 (24.4)	2,252 (202.0)
Net income	1,787 (48.2)	1,205 (942.7)
Net income per share	116.21 yen	76.30 yen
Net income per share (diluted)	115.01 yen	---
Net income to capital stock ratio	5.3%	3.6%
Ordinary income to gross capital ratio	7.0%	5.8%
Ordinary income to net sales ratio	13.5%	12.1%

Notes: 1. Average shares:

(FY 2004) 15,036,105 (FY 2003) 15,148,617

2. Changes in accounting policies: None

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

(2) Dividends

	Yen	
	FY 2004	FY 2003
Per-share dividends (yearly)	32.00	30.00
Per-share dividends (mid-term)	16.00	15.00
Per-share dividends (term end)	16.00	15.00
Total dividends (yearly)	477 million	451 million
Dividend payout	27.5%	39.3%
Dividend rate for shareholders' equity	1.4%	1.3%

(3) Financial position

	Yen (millions)	
	FY 2004	FY 2003
Total assets	39,446	40,073
Shareholders' equity	34,342	33,731
Shareholders' equity ratio	87.1%	84.2%
Shareholders' equity per share	2,322.55 yen	2,238.20 yen

Notes: 1. The number of issued shares at the term end: (FY 2004) 15,349,750 (FY2003) 15,349,750

2. The number of treasury stocks at the term end: (FY 2004) 580,424 (FY 2003) 301,365

2. Forecast for FY2005 (April 1, 2004 - March 31, 2005)

	Yen (millions)	
	Mid-term	Yearly
Net Sales	11,050	23,000
Ordinary income	1,500	3,300
Net income	900	2,000
Per-share dividends (yearly)	---	32.00 yen
Per-share dividends (mid-term)	16.00 yen	---
Per-share dividends (term end)	---	16.00 yen

Reference: Estimated net income per share (yearly): 135.42 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.

Non-Consolidated Financial Statement

(1) Balance Sheet

(Thousands of yen)

Item	Term	FY 2003 (As of March 31, 2003)		FY 2004 (As of March 31, 2004)		Increase/ Decrease Amount
		Amount	Percentage	Amount	Percentage	
ASSETS			%		%	
I	Current assets					
1.	Cash and deposits	12,297,838		10,001,597		2,296,240
2.	Notes receivable	1,878,721		2,167,665		288,944
3.	Accounts receivable	4,165,424		5,070,960		905,535
4.	Marketable securities	200,012		200,020		7
5.	Merchandises	4,128		2,991		1,137
6.	Products	1,104,860		986,213		118,646
7.	Raw materials	271,343		262,938		8,405
8.	Work in process	740,403		834,674		94,271
9.	Stored goods	120,155		106,363		13,792
10.	Prepaid expenses	7,688		7,570		118
11.	Deferred tax assets	534,839		227,521		307,317
12.	Short-term loans receivable	57,056		109,470		52,414
13.	Other	25,259		53,421		28,162
	Allowance for doubtful accounts	33,000		16,000		17,000
	Total current assets	21,374,731	53.3	20,015,408	50.7	1,359,322
II	Fixed assets					
1.	Tangible fixed assets					
(1)	Building	4,784,846		4,642,264		142,582
(2)	Structures	332,983		318,575		14,408
(3)	Machinery and equipment	2,581,615		2,491,168		90,447
(4)	Vehicles	12,042		11,321		720
(5)	Tools, furniture, and fixtures	1,264,199		1,034,523		229,675
(6)	Land	3,651,400		3,651,400		---
(7)	Construction in progress	461,083		90,082		371,001
	Total tangible fixed assets	13,088,172	32.7	12,239,336	31.0	848,835
2.	Intangible fixed assets					
(1)	Leasehold rights	10,968		10,968		---
(2)	Software	451,496		366,140		85,355
(3)	Telephone subscription rights	8,314		8,314		---
(4)	Other	13,619		32,167		18,548
	Total intangible fixed assets	484,399	1.2	417,592	1.1	66,806
3.	Investment and other assets					
(1)	Investment in securities	698,338		803,077		104,738
(2)	Stock of affiliated companies	2,948,145		2,949,083		937
(3)	Long-term loans receivable	1,476		1,025		450
(4)	Long-term loans receivable from employees	932		---		932
(5)	Long-term loans receivable from affiliated companies	55,243		847,303		792,060
(6)	Claims in bankruptcy, reorganization claims, and similar claims	9,225		1,500		7,724
(7)	Deferred tax assets	407,960		256,449		151,510
(8)	Long-term saving	800,000		1,750,000		950,000
(9)	Memberships, etc.	88,415		64,565		23,850
(10)	Other	155,852		131,145		24,706
	Allowance for doubtful accounts	39,525		29,500		10,025
	Total of investment and other assets	5,126,063	12.8	6,774,649	17.2	1,648,586
	Total fixed assets	18,698,634	46.7	19,431,578	49.3	732,944
	Total Assets	40,073,365	100.0	39,446,986	100.0	626,378

(Thousands of yen)

Item	FY 2003 (As of March 31, 2003)		FY 2004 (As of March 31, 2004)		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	Amount
		%		%	
LIABILITIES					
I Current liabilities					
1. Notes payable	560,897		737,109		176,211
2. Accounts payable	2,004,680		2,393,574		388,894
3. Accrued amount payable	576,913		450,812		126,101
4. Accrued expenses	83,076		88,071		4,995
5. Corporate tax payable	1,155,000		96,000		1,059,000
6. Accrued consumption tax	47,305		40,622		6,682
7. Allowance for bonus payment	413,850		417,547		3,696
8. Notes payable for facilities	193,907		120,880		73,027
9. Accrued amount payable for acquisition of facilities	347,196		192,369		154,826
10 Other	18,607		18,735		127
Total current liabilities	5,401,436	13.5	4,555,722	11.5	845,713
II Fixed liabilities					
1. Allowance for employees' retirement benefits	410,525		431,328		20,802
2. Allowance for directors' retirement benefits	530,076		117,478		412,598
Total fixed liabilities	940,602	2.3	548,806	1.4	391,795
Total liabilities	6,342,038	15.8	5,104,529	12.9	1,237,509
SHAREHOLDERS' EQUITY					
I Capital stock	4,753,438	11.9	4,753,438	12.1	---
II Capital surplus					
1. Additional paid-in capital	5,038,501		5,038,501		---
Total capital surplus	5,038,501	12.6	5,038,501	12.8	---
III Retained earnings					
1. Legal reserve of retained earnings	362,596		362,596		---
2. Voluntary reserve	22,990,000		22,990,000		---
(1) General reserve	22,990,000		22,990,000		---
3. Unappropriated retained earnings	1,375,907		2,646,741		1,270,833
Total retained earnings	24,728,504	61.7	25,999,337	65.9	1,270,833
IV Gain or loss on revaluation of other securities	21,269	0.1	80,381	0.2	101,650
V Treasury stock	767,847	1.9	1,529,202	3.9	761,354
Total assets	33,731,326	84.2	34,342,457	87.1	611,130
Total liabilities and shareholders' equity	40,073,365	100.0	39,446,986	100.0	626,378

(2) Statement of Income

(Thousands of yen)

Term Item	FY 2003 〔 April 1, 2002 - March 31, 2003 〕		FY 2004 〔 April 1, 2003 - March 31, 2004 〕		Increase/ decrease
	Amount	Percentage	Amount	Percentage	Amount
		%		%	
I Net Sales	18,684,215	100.0	20,754,080	100.0	2,069,865
II Cost of sales	12,762,201	68.3	14,162,775	68.2	1,400,574
Gross profit on sales	5,922,014	31.7	6,591,305	31.8	669,291
III Selling, general and administrative expenses	3,774,780	20.2	3,832,668	18.5	57,888
Operating income	2,147,233	11.5	2,758,636	13.3	611,403
IV Non-operating income	134,087	0.7	125,629	0.5	8,457
1. Interest received	34,289		33,075		1,214
2. Dividends received	41,978		13,929		28,049
3. Sales commission received	24,048		29,535		5,486
4. Profit from waste disposal	---		13,198		13,198
5. Other	33,770		35,891		2,121
V Non-operating expenses	29,155	0.1	81,535	0.4	52,380
1. Interest paid	1,300		---		1,300
2. Allowance for doubtful accounts	15,000		---		15,000
3. Foreign exchange loss	6,973		79,243		72,269
4. Other	5,880		2,292		3,587
Ordinary income	2,252,165	12.1	2,802,730	13.5	550,565
VI Extraordinary income	8,285	0.0	169,399	0.8	161,113
1. Gain on sale of membership	8,285		---		8,285
2. Gain on sale of fixed assets	---		30,469		30,469
3. Gain on sale of investment in securities	---		133,248		133,248
4. Other	---		5,682		5,682
VII Extraordinary loss	270,838	1.5	58,282	0.3	212,556
1. Loss on disposal of fixed assets	56,115		46,196		9,919
2. Loss on revaluation of investment in securities	95,171		---		95,171
3. Loss on revaluation of memberships	12,650		11,200		1,450
4. Loss on adjustment concerning development	106,902		---		106,902
5. Other	---		886		886
Net income before tax	1,989,612	10.6	2,913,848	14.0	924,235
Corporate tax, inhabitant tax, and business tax	1,197,442	6.4	736,966	3.6	460,476
Corporate tax adjustment	413,747	2.2	389,561	1.9	803,309
Net income	1,205,918	6.4	1,787,320	8.6	581,402
Retained earnings brought forward	395,734		1,100,182		704,447
Interim dividend payments	225,744		240,760		15,016
Unappropriated retained earnings	1,375,907		2,646,741		1,270,833

(3) Statement of appropriation of retained earnings

(Thousands of yen)

Item \ Term	FY 2003 [April 1, 2002 - March 31, 2003]	FY 2004 [April 1, 2003 - March 31, 2004]	Increase/ Decrease
Unappropriated retained earnings	1,375,907	2,646,741	1,270,833
Total	1,375,907	2,646,741	1,270,833
Above will be appropriated as follows:			
Dividends	225,725	236,309	10,583
	15.00 yen per share	16.00 yen per share	
Bonuses to directors (Bonuses to auditors)	50,000 (1,800)	40,000 (2,700)	10,000 (900)
Total	275,725	276,309	583
Retained earnings brought forward	1,100,182	2,370,432	1,270,250

Note: The interim dividends of 240,760,000 yen (16.00 yen per share) were paid on December 10, 2003.