

Statements of Income

(Unit: Thousands of yen)

	1997.3	1998.3	1999.3	2000.3	2001.3	2002.3	2003.3
I. Sales	11,040,252	10,052,024	9,008,552	10,923,819	11,484,244	9,991,819	9,897,135
II. Cost of sales	7,369,798	6,749,515	6,299,246	6,926,099	7,405,594	6,592,525	6,290,208
Gross profit on sales	3,670,453	3,302,508	2,709,306	3,997,720	4,078,649	3,399,293	3,606,926
III. Selling, general and administration expenses	2,696,964	2,576,876	2,230,176	2,506,182	2,660,183	2,571,598	2,611,460
Operating Income	973,489	725,632	479,129	1,491,538	1,418,465	827,694	995,466
IV. Non-operating income							
1. Interest earned	3,268	4,087	5,178	2,372	3,130	424	273
2. Interest on securities	1,003	777	602	779	4,943	3,200	974
3. Dividends earned	5,004	5,112	2,953	6,100	6,223	5,056	6,121
4. Profit on sales of securities	82	29,024	3,293	-	44,993	2,085	-
5. Reversal of allowance for doubtful accounts	-	10,320	1,231	3,569	-	9,191	-
6. Miscellaneous income	14,178	22,747	7,802	14,398	7,748	30,262	19,375
Total non-operating income	23,536	72,069	19,831	23,651	67,039	50,220	26,746
V. Non-operating expenses							
1. Interest paid	66,708	43,522	36,547	36,161	26,570	17,229	11,773
2. Bond interest	7,900	3,950	-	-	-	-	-
3. Loss on securities revaluation	84,800	87,843	10,070	15,353	3,774	-	-
4. Provision for doubtful accounts	-	-	15,250	-	93,019	970	-
5. Loss on evaluation of memberships	-	-	-	94,975	29,763	5,570	18,198
6. Loss on write-off of guarantee deposits	-	-	-	10,522	-	-	-
7. Provision for employees' retirement benefits net of payment	-	-	-	98,597	-	-	-
8. Miscellaneous losses	72,309	20,852	17,159	13,121	20,718	15,581	17,157
Total Non-operating expenses	231,718	156,168	79,028	268,732	173,846	38,381	47,129
Ordinary Income	765,307	641,533	419,932	1,246,456	1,311,659	839,533	975,082
VI. Extraordinary profit							
1. Profit on sale of investment securities	-	-	-	-	-	-	61,033
VII. Extraordinary loss							
1. Losses on sale of fixed assets	2,111	100	-	-	-	-	-
2. Loss on disposal of fixed assets	13,075	3,561	-	-	-	-	-
3. Losses on sale of investment securities	-	-	16,174	-	-	-	109,577
4. Loss on securities revaluation of affiliated companies	-	-	30,759	-	-	-	-
5. Loss on revaluation of commercial land	-	-	-	276,382	-	-	-
6. Loss on cancellation of lease obligation	75,572	-	-	-	-	-	-
7. Head-Office Relocation expenses	-	-	-	-	-	-	172,313
Net income before tax	674,547	637,871	372,998	970,074	1,311,659	839,533	754,225
Corporate and residence taxes	289,510	335,707	-	-	-	-	-
Corporation, inhabitants and enterprise taxes	-	-	216,042	775,877	592,000	359,400	426,688
Income tax adjustments	-	-	-	△ 350,701	△ 28,193	7,130	△ 82,692
Net income	385,036	302,164	156,956	544,899	747,852	473,003	410,229
Retained earnings brought forward from previous period	50,072	79,842	67,825	71,397	78,905	78,430	88,052
Tax effect adjustments for prior years	-	-	-	70,057	-	-	-
Reversal of tax effect program reserve	-	-	-	36,623	-	-	-
Reversal of tax effect domestic market development reserve	-	-	-	14,481	-	-	-
Unappropriated retained earnings	435,109	382,007	224,781	737,459	826,758	551,433	498,281