

## Statements of Income

(Unit: Thousands of yen)

	2000.3	2001.3	2002.3	2003.3	2004.3
I.Sales	10,923,819	11,484,244	9,991,819	9,897,135	<b>10,514,091</b>
II.Cost of sales	6,926,099	7,405,594	6,592,525	6,290,208	<b>6,785,799</b>
<b>Gross profit on sales</b>	<b>3,997,720</b>	<b>4,078,649</b>	<b>3,399,293</b>	<b>3,606,926</b>	<b>3,728,291</b>
III.Selling,general and administration expenses	2,506,182	2,660,183	2,571,598	2,611,460	<b>2,731,442</b>
<b>Operating Income</b>	<b>1,491,538</b>	<b>1,418,465</b>	<b>827,694</b>	<b>995,466</b>	<b>996,848</b>
IV.Non-operating income					
1. Interest earned	2,372	3,130	424	273	<b>152</b>
2. Interest on securities	779	4,943	3,200	974	<b>699</b>
3. Dividends earned	6,100	6,223	5,056	6,121	<b>5,525</b>
4. Profit on sales of securities	-	44,993	2,085	-	<b>17,857</b>
5. Reversal of allowance for doubtful accounts	3,569	-	9,191	-	<b>-</b>
6. Miscellaneous income	14,398	7,748	30,262	19,375	<b>19,420</b>
<b>Total non-operating income</b>	<b>23,651</b>	<b>67,039</b>	<b>50,220</b>	<b>26,746</b>	<b>43,655</b>
V. Non-operating expenses					
1. Interest paid	36,161	26,570	17,229	11,773	<b>5,194</b>
2. Bond interest	-	-	-	-	<b>-</b>
3. Loss on securities revaluation	15,353	3,774	-	-	<b>-</b>
4. Provision for doubtful accounts	-	93,019	970	-	<b>-</b>
5. Loss on evaluation of memberships	94,975	29,763	5,570	18,198	<b>-</b>
6. Loss on write-off of guarantee deposits	10,522	-	-	-	<b>-</b>
7. Provision for employees' retirement benefits net of payment	98,597	-	-	-	<b>-</b>
8. Miscellaneous losses	13,121	20,718	15,581	17,157	<b>17,968</b>
<b>Total Non-operating expenses</b>	<b>268,732</b>	<b>173,846</b>	<b>38,381</b>	<b>47,129</b>	<b>23,160</b>
<b>Ordinary Income</b>	<b>1,246,456</b>	<b>1,311,659</b>	<b>839,533</b>	<b>975,082</b>	<b>1,017,343</b>
VI. Extraordinary profit					
1. Profit on sale of investment securities	-	-	-	61,033	<b>-</b>
VII. Extraordinary loss					
1. Losses on sale of fixed assets	-	-	-	-	<b>-</b>
2. Loss on disposal of fixed assets	-	-	-	-	<b>-</b>
3. Losses on sale of investment securities	-	-	-	109,577	<b>-</b>
4. Loss on securities revaluation of affiliated companies	-	-	-	-	<b>-</b>
5. Loss on revaluation of commercial land	276,382	-	-	-	<b>-</b>
6. Loss on cancellation of lease obligation	-	-	-	-	<b>-</b>
7. Head-Office Relocation expenses	-	-	-	172,313	<b>-</b>
<b>Net income before tax</b>	<b>970,074</b>	<b>1,311,659</b>	<b>839,533</b>	<b>754,225</b>	<b>1,017,343</b>
Corporate and residence taxes	-	-	-	-	<b>-</b>
Corporation, inhabitants and enterprise taxes	775,877	592,000	359,400	426,688	<b>506,000</b>
Income tax adjustments	350,701	28,193	7,130	82,692	<b>70,735</b>
<b>Net income</b>	<b>544,899</b>	<b>747,852</b>	<b>473,003</b>	<b>410,229</b>	<b>582,078</b>
Retained earnings brought forward from previous period	71,397	78,905	78,430	88,052	<b>89,382</b>
Tax effect adjustments for prior years	70,057	-	-	-	<b>-</b>
Reversal of tax effect program reserve	36,623	-	-	-	<b>-</b>
Reversal of tax effect domestic market development reserve	14,481	-	-	-	<b>-</b>
Unappropriated retained earnings	737,459	826,758	551,433	498,281	<b>671,461</b>