



mediceo  
PALTAC

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# Data Book

2007年3月期  
For the Year Ended March 31, 2007

株式会社メディセオ・パルタックホールディングス  
Mediceo Paltac Holdings Co., Ltd.

上場証券取引所: (株)東京証券取引所 市場第一部 (証券コード: 7459)

Stock exchange listings: Tokyo Stock Exchange, First Section (Stock code number: 7459)

URL <http://www.mediceo-paltac.co.jp/>

..... 目次 Contents .....

1. 企業集団の状況	Corporate Group	1
2. 主な連結経営指標等の推移	Main Consolidated Management Indicators	3
3. 連結売上高の状況	Consolidated Net Sales	4
(1) 商品別売上高	By Product Type (Consolidated)	
(2) 販路別売上高	By Sales Channel (Consolidated)	
(3) エリア別売上高	By Area (Consolidated)	
(4) 仕入先別売上高	By Supplier (Consolidated)	
(5) 医療用医薬品目別売上高	By Prescription Pharmaceutical Brand (Consolidated)	
4. 連結販売費及び一般管理費	Consolidated Selling, General & Administrative Expenses	7
5. 主な設備投資の状況	Major Capital Investments (Payment Basis)	7
6. 従業員数	Number of Employees	7
7. 連結財務諸表	Consolidated Financial Statements	8
(1) 損益計算書	Consolidated Statements of Operations	
(2) 貸借対照表	Consolidated Balance Sheets	
(3) キャッシュ・フロー計算書	Consolidated Statements of Cash Flows	
(4) 株主資本等変動計算書	Consolidated Statements of Changes in Shareholders' Equity, Etc.	
8. 個別財務諸表	Unconsolidated Financial Statements	13
(1) 損益計算書	Unconsolidated Statements of Operations	
(2) 貸借対照表	Unconsolidated Balance Sheets	
(3) 株主資本等変動計算書	Unconsolidated Statements of Changes in Shareholders' Equity, Etc.	
9. 株式の状況	Stock Information	17
(1) 株式の状況	Stock Information	
(2) 大株主の状況	Major Shareholders	
(3) 所有者別分布状況(持株比率)	Distribution of Shareholders (% of Total Shares)	

この資料は連結決算と個別決算を合わせて記載しております。

These supplementary materials include both consolidated and unconsolidated figures.

グラフおよび表における事業年度は、以下の通りであります。

Fiscal year notation in graphs and tables is as follows:

・03/3 2003年3月期  
・04/3 2004年3月期  
・05/3 2005年3月期  
・06/3 2006年3月期  
・07/3 2007年3月期  
・06/9 2007年3月期中間(参考)

Year ended March 31, 2003  
Year ended March 31, 2004  
Year ended March 31, 2005  
Year ended March 31, 2006  
Year ended March 31, 2007  
Six months ended September 30, 2006 (for reference)

1.企業集団の状況(2007年3月31日現在) Corporate Group (As of March 31, 2007)

連結子会社...11社  
 非連結子会社で持分法非適用会社...26社  
 関連会社で持分法非適用会社...8社

Consolidated subsidiaries: 11  
 Unconsolidated subsidiaries accounted for by equity method: 26  
 Affiliated companies accounted for by equity method: 8

連結子会社 Consolidated Subsidiaries

社名 Company Name	事業内容 Business
千秋薬品株式会社 SENSHU YAKUHIN CO., LTD.	医療用医薬品等卸売業(秋田県、青森県、岩手県) Wholesale distribution of prescription pharmaceutical products (Akita, Aomori, Iwate prefectures)
株式会社潮田クラヤ三星堂 USHIODA KURAYA SANSEIDO Inc.	医療用医薬品等卸売業(茨城県、栃木県、群馬県) Wholesale distribution of prescription pharmaceutical products (Ibaraki, Tochigi, Gunma prefectures)
株式会社クラヤ三星堂 KURAYA SANSEIDO Inc.	医薬品、医薬部外品、試薬、医療機器、介護用品等に関する総合卸売業 Wholesale distribution of pharmaceutical products, quasi-drugs, reagents, medical equipment and tools, clinical material, nursing products
株式会社やまひろクラヤ三星堂 YAMAHIRO KURAYA SANSEIDO Inc.	医療用医薬品等卸売業(山梨県、長野県) Wholesale distribution of prescription pharmaceutical products (Yamanashi, Nagano prefectures)
平成薬品株式会社 HEISEI YAKUHIN CO., LTD.	医療用医薬品等卸売業(岐阜県、三重県) Wholesale distribution of prescription pharmaceutical products (Gifu, Mie prefectures)
株式会社井筒クラヤ三星堂 IZUTSU KURAYA SANSEIDO Inc.	医療用医薬品等卸売業(京都府、滋賀県、富山県、石川県、福井県) Wholesale distribution of prescription pharmaceutical products (Kyoto, Shiga, Toyama, Ishikawa, Fukui prefectures)
株式会社エパルス EVERLTH Co., Ltd.	医療用医薬品等卸売業(広島県、鳥取県、島根県、岡山県、山口県) Wholesale distribution of prescription pharmaceutical products (Hiroshima, Tottori, Shimane, Okayama, Yamaguchi prefectures)
株式会社アトル ATOL Co., Ltd.	医療用医薬品等卸売業(福岡県、佐賀県、長崎県、熊本県、大分県、宮崎県、鹿児島県) Wholesale distribution of prescription pharmaceutical products (Fukuoka, Saga, Nagasaki, Kumamoto, Oita, Miyazaki, Kagoshima prefectures)
株式会社メディセオメディカル MEDICEO MEDICAL CO., LTD.	医科器械、理化学器械等の販売 Sale of medical equipment and laboratory instruments
株式会社パルタック PALTAC CORPORATION	化粧品・日用品、一般用医薬品卸売業 Wholesale distribution of cosmetics, daily necessities and OTC pharmaceuticals
クラヤ化成株式会社 KURAYA KASEI, INC.	化学工業薬品、食品添加物の販売 Sale of fertilizers, food additives

(ご参考)非連結子会社・関連会社 For Reference: Unconsolidated Subsidiaries and Affiliates

社名 Company Name	事業内容 Business
株式会社トキモ TOKIMO CO., LTD.	施設運営管理業務・設備管理業務・清掃管理業務・衛生管理業務・警備業務・環境特化商品販売業務等 Facility management and administration, equipment management, cleaning management, sanitation management, security services, sale of products for special environments, and other businesses
株式会社エム・アイ・シー M.I.C. (Medical Information College), INC	医療事務員の養成・派遣、医療事務業務の受託、医療経営コンサルタント Provision of medical office training, workers and work services on a contract basis, medical management consulting
株式会社物流二十四 BUTSURYU 24, INC.	物流センターの管理運営・物流情報の収集処理、貨物自動車運送業・人材派遣業 Management and operation of distribution centers, collection and processing of distribution data, cargo vehicle transportation and worker dispatch
株式会社トリム Trim Co., Ltd.	損害保険代理店業、生命保険の募集に関する業務 Non-life insurance agency, operations related to life insurance subscription
KURAYA (USA) CORPORATION	海外医療情報の提供、医療関連用品の紹介、海外教育セミナーのサポート Provision of overseas medical information, introduction of medical-related products, support for overseas training seminars
その他 Others	= 21社 21 companies = 8社 8 companies

## ご参考

- ・ 04年10月1日付で、当社は事業持株会社に移行し、商号を株式会社メディセオホールディングスに変更いたしました。また、同日、当社の医薬品等卸売事業の営業を会社分割し、本件営業は当社の完全子会社であるクラヤ三星堂分割準備会社が承継し、商号をクラヤ三星堂に変更いたしました。
- ・ 04年10月1日付で、株式会社クラヤ三星堂は株式会社エバルスへ岡山県、広島県における医療用医薬品等の卸売に関する営業を譲渡いたしました。
- ・ 05年1月1日付で、株式会社中川誠光堂を存続会社とし、株式会社ホスプを解散会社として、両社は合併いたしました。
- ・ 05年2月1日付で、株式会社クラヤ三星堂は、株式会社由利三薬館の医薬品の卸売に関する営業を譲受けました。
- ・ 05年4月1日付で、株式会社クラヤ三星堂は株式会社中川誠光堂へ、営業のうち医療機器・用具に限定した首都圏1都3県の大病院市場における営業を譲渡いたしました。また、株式会社中川誠光堂は、05年7月1日付で、商号を株式会社メディセオメディカルに変更いたしました。
- ・ 05年4月1日付で、当社は簡易株式交換により、株式会社チャクを完全子会社(100%子会社)といたしました。
- ・ 05年10月1日付で、当社は株式交換制度を活用し、株式会社パルタック(大阪市中央区)と経営統合を行い、商号を株式会社メディセオ・パルタックホールディングス(東証銘柄略称 メディ・パル)に変更いたしました。
- ・ 05年10月1日付で、クラヤ商事株式会社は商号を株式会社セルメスタに変更いたしました。
- ・ 05年12月26日付で、当社は、当社が保有するオリエンタル薬品工業株式会社株式のうち発行済株式総数の67.0%を日医工株式会社(富山県富山市)に譲渡いたしました。
- ・ 06年1月1日付で、株式会社クラヤ三星堂を存続会社とし、株式会社チャクを解散会社として、両社は合併いたしました。
- ・ 06年3月31日付で、当社は、当社が保有する株式会社セルメスタ株式の90.0%を株式会社ファセリア・ホールディングス(東京都墨田区)に譲渡いたしました。
- ・ 06年4月1日付で、株式会社クラヤ三星堂は、同社の営業のうち富山県、石川県、福井県の医療用医薬品等の卸売に関する営業を井筒薬品株式会社へ譲渡いたしました。なお、同日付で、井筒薬品株式会社は、商号を株式会社井筒クラヤ三星堂に変更いたしました。
- ・ 06年4月1日付で、株式会社クラヤ三星堂は、同社の営業のうち大阪府、兵庫県、奈良県の医療機器の営業の一部を株式会社メディセオメディカルへ譲渡いたしました。
- ・ 06年4月1日付で、潮田三國堂薬品株式会社は、商号を株式会社潮田クラヤ三星堂に変更いたしました。
- ・ 06年10月1日付で、株式会社クラヤ三星堂ならびに株式会社エバルスは、両社の一般用医薬品の事業を株式会社パルタックに譲渡いたしました。

## Reference

- ・ On October 1, 2004, KURAYA SANSEIDO Inc. performed a corporate separation of its wholesale distribution of pharmaceuticals and other products business and changed its name to MEDICEO Holdings Co., Ltd., an operating holding company. The wholesale distribution of prescription drugs and other products was transferred to KURAYA SANSEIDO Spin-off Preparation Inc., which changed its name to KURAYA SANSEIDO Inc.
- ・ On October 1, 2004, KURAYA SANSEIDO Inc. transferred its wholesale distribution of pharmaceuticals and other products business in Okayama and Hiroshima Prefectures to EVERLTH Co., Ltd.
- ・ On January 1, 2005, NAKAGAWA SEIKODO CO., LTD. merged with HOSSP CORPORATION. Nakagawa Seikodo was the surviving entity.
- ・ On February 1, 2005, KURAYA SANSEIDO Inc. absorbed the pharmaceutical wholesale businesses of Yurisan-yakukan Co., Ltd.
- ・ On April 1, 2005, KURAYA SANSEIDO Inc. transferred its business in the large hospital market in the four prefectures of the Tokyo metropolitan area, limited to medical equipment and tools, to NAKAGAWA SEIKODO CO., LTD. On July 1, 2005, Nakagawa Seikodo changed its name to MEDICEO MEDICAL CO., LTD.
- ・ On April 1, 2005, MEDICEO Holdings Co., Ltd. made Chiyaku Co., Ltd. a 100% owned subsidiary through a simple exchange of shares.
- ・ On October 1, 2005, MEDICEO Holdings Co., Ltd. implemented a management integration with PALTAC CORPORATION, using the share exchange system, and changed its name to Mediceo Paltac Holdings Co., Ltd.
- ・ On October 1, 2005, KURAYA SHOJI, INC. changed its name to SELMESTA CO., LTD.
- ・ On December 26, 2005, Mediceo Paltac Holdings Co., Ltd. transferred 67.0% of the total outstanding shares of Oriental Pharmaceutical Co., Ltd. to Nichi-iko Pharmaceutical Co., Ltd. (Toyama City, Toyama Prefecture).
- ・ On January 1, 2006, KURAYA SANSEIDO Inc. merged with Chiyaku Co., Ltd. KURAYA SANSEIDO Inc. was the surviving entity.
- ・ On March 31, 2006, Mediceo Paltac Holdings Co., Ltd. transferred 90% of the shares of SELMESTA CO., LTD. to FASALIA HOLDINGS CO., LTD.
- ・ On April 1, 2006, KURAYA SANSEIDO Inc. transferred its wholesale distribution of prescription pharmaceuticals and other products business in Toyama, Ishikawa and Fukui prefectures to IZUTSU PHARMACEUTICAL CO., LTD. As of the same date, IZUTSU PHARMACEUTICAL CO., LTD. changed its name to IZUTSU KURAYA SANSEIDO Inc.
- ・ On April 1, 2006, KURAYA SANSEIDO Inc. transferred a portion of its medical equipment business in Osaka, Hyogo and Nara prefectures to MEDICEO MEDICAL CO., LTD.
- ・ On April 1, 2006, USHIODA SANGOKUDO YAKUHIN CO., LTD. changed its name to USHIODA KURAYA SANSEIDO Inc.
- ・ On October 1, 2006, KURAYA SANSEIDO Inc. and EVERLTH CO., Ltd. transferred their respective OTC pharmaceutical businesses to PALTAC CORPORATION.

## 2. 主な連結経営指標等の推移 Main Consolidated Management Indicators

### (1) 経営指標 Management Indicators

(百万円/%) (Millions of Yen/%)

(金額) (Amounts)	03/3	04/3	05/3	06/3	07/3	前期比 Change from 06/3	06/9
売上高 Net sales	1,274,502	1,283,925	1,665,815	1,921,713	2,166,762	112.8%	1,073,411
売上総利益 Gross profit	114,923	116,805	137,805	161,603	188,235	116.5%	95,157
営業利益 Operating income	10,159	15,354	10,986	20,608	27,776	134.8%	14,330
経常利益 Ordinary income	13,644	19,312	23,185	32,736	41,574	127.0%	21,678
当期(中間)純利益 Net income	5,015	7,878	8,729	20,842	19,105	91.7%	8,632

(各利益率) (Profit Ratios)	03/3	04/3	05/3	06/3	07/3	06/9
売上総利益率 Gross profit	9.0%	9.1%	8.3%	8.4%	8.7%	8.9%
営業利益率 Operating income	0.8%	1.2%	0.7%	1.1%	1.3%	1.3%
経常利益率 Ordinary income	1.1%	1.5%	1.4%	1.7%	1.9%	2.0%
当期(中間)純利益率 Net income	0.4%	0.6%	0.5%	1.1%	0.9%	0.8%

### (2) 資本指標 Capital Indicators

(百万円/%) (Millions of Yen/%)

	03/3	04/3	05/3	06/3	07/3	06/9
資本金 Capital	12,751	15,183	17,786	21,479	21,743	21,657
純資産 Net assets	112,261	128,987	168,104	242,413	261,111	248,995
総資産 Total assets	638,589	626,626	848,416	993,491	1,032,931	1,016,613
自己資本比率 Net worth ratio	17.6%	20.6%	19.8%	24.4%	25.3%	24.5%

### 3. 連結売上高の状況 Consolidated Net Sales

#### (1) 商品別売上高 Net Sales by Product Type (Consolidated)

(百万円/%) (Millions of Yen/%)

	03/3		04/3		05/3		06/3		07/3		前期比 Change from 06/3	06/9	
		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition			構成比 Composition
医療用医薬品 Prescription pharmaceuticals	1,110,137	87.1%	1,120,711	87.3%	1,431,988	85.9%	1,482,913	77.2%	1,486,124	68.6%	100.2%	731,357	68.1%
一般用医薬品 OTC pharmaceuticals	53,379	4.2%	48,729	3.8%	59,458	3.6%	57,674	3.0%	65,916	3.0%	114.3%	31,906	3.0%
医療機器 Medical equipment, tools and clinical materials	59,856	4.7%	61,413	4.8%	101,582	6.1%	100,677	5.2%	102,025	4.7%	101.3%	49,915	4.7%
試薬 Diagnostic reagents	27,973	2.2%	29,117	2.3%	32,543	2.0%	35,794	1.9%	34,016	1.6%	95.0%	16,570	1.5%
化粧品・日用品 Cosmetics/Daily necessities	-	-	-	-	-	-	196,057	10.2%	439,771	20.3%	224.3%	218,604	20.4%
その他 Others	23,156	1.8%	23,954	1.8%	40,242	2.4%	48,596	2.5%	38,908	1.8%	80.1%	25,056	2.3%
合計 Total	1,274,502	100.0%	1,283,925	100.0%	1,665,815	100.0%	1,921,713	100.0%	2,166,762	100.0%	112.8%	1,073,411	100.0%

#### (2) 販路別売上高 Net Sales By Sales Channel (Consolidated)

(百万円/%) (Millions of Yen/%)

	03/3		04/3		05/3		06/3		07/3		前期比 Change from 06/3	06/9	
		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition			構成比 Composition
大病院 Large hospitals	349,054	27.4%	338,273	26.4%	425,369	25.5%	433,432	22.6%	427,016	19.7%	98.5%	212,443	19.8%
中小病院 Small, medium-sized hospitals	123,741	9.7%	116,116	9.0%	149,928	9.0%	151,456	7.9%	146,407	6.8%	96.7%	72,737	6.8%
開業医・診療所 Physicians, clinics	242,619	19.0%	241,281	18.8%	316,250	19.0%	323,395	16.8%	320,980	14.8%	99.3%	156,901	14.6%
調剤薬局 Dispensing pharmacies	410,602	32.2%	441,828	34.4%	587,331	35.3%	626,645	32.6%	653,710	30.2%	104.3%	317,534	29.6%
一般薬局 Pharmacies	62,129	4.9%	57,516	4.5%	70,826	4.2%	73,206	3.8%	35,755	1.6%	48.8%	35,689	3.3%
ドラッグストア Drugstores	-	-	-	-	-	-	89,143	4.6%	247,186	11.4%	277.3%	108,951	10.1%
コンビニエンスストア Convenience stores	-	-	-	-	-	-	24,414	1.3%	47,462	2.2%	194.4%	23,625	2.2%
ホームセンター Home centers	-	-	-	-	-	-	26,211	1.4%	61,273	2.8%	233.8%	32,370	3.0%
スーパーマーケット Supermarkets	-	-	-	-	-	-	40,394	2.1%	89,063	4.1%	220.5%	42,555	4.0%
その他 Others	86,356	6.8%	88,909	6.9%	116,110	7.0%	133,413	6.9%	137,906	6.4%	103.4%	70,601	6.6%
合計 Total	1,274,502	100.0%	1,283,925	100.0%	1,665,815	100.0%	1,921,713	100.0%	2,166,762	100.0%	112.8%	1,073,411	100.0%

## (3) エリア別売上高 Net Sales by Area (Consolidated)

(百万円/%) (Millions of Yen/%)

	03/3		04/3		05/3		06/3		07/3		前期比 Change from 06/3	06/9	
		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition			構成比 Composition
北海道 Hokkaido	11,614	0.9%	12,096	0.9%	11,802	0.7%	18,473	1.0%	28,129	1.3%	152.3%	13,251	1.2%
東北 Tohoku	76,470	6.0%	77,148	6.0%	78,116	4.7%	89,241	4.6%	101,672	4.7%	113.9%	51,443	4.8%
北関東 Kita-Kanto	122,170	9.6%	113,117	8.8%	117,146	7.0%	119,507	6.2%	111,303	5.1%	93.1%	54,771	5.1%
首都圏 Greater Tokyo	495,929	38.9%	512,333	39.9%	559,440	33.6%	644,595	33.6%	728,383	33.6%	113.0%	357,969	33.4%
甲信越 Koshinetsu	47,004	3.7%	49,177	3.8%	49,434	3.0%	54,464	2.8%	58,701	2.7%	107.8%	28,977	2.7%
東海 Tokai	87,171	6.8%	92,516	7.2%	97,459	5.8%	124,186	6.5%	154,231	7.1%	124.2%	76,054	7.1%
北陸 Hokuriku	26,726	2.1%	26,469	2.1%	25,034	1.5%	34,326	1.8%	42,550	2.0%	124.0%	21,618	2.0%
近畿 Kinki	398,562	31.3%	392,696	30.6%	399,305	24.0%	459,666	23.9%	504,291	23.3%	109.7%	250,435	23.3%
中国 Chugoku	8,852	0.7%	8,370	0.7%	148,982	8.9%	163,162	8.5%	174,471	8.0%	106.9%	87,342	8.1%
四国 Shikoku	-	-	-	-	-	-	7,029	0.4%	14,952	0.7%	212.7%	7,620	0.7%
九州 Kyushu	-	-	-	-	179,092	10.8%	206,112	10.7%	248,075	11.5%	120.4%	123,927	11.6%
合計 Total	1,274,502	100.0%	1,283,925	100.0%	1,665,815	100.0%	1,921,713	100.0%	2,166,762	100.0%	112.8%	1,073,411	100.0%

## (4) 仕入先別売上高 Net Sales by Supplier (Consolidated)

(百万円/%) (Millions of Yen/%)

	03/3		04/3		05/3		06/3		07/3		前期比 Change from 06/3	06/9	
		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition			構成比 Composition
武田薬品工業 Takeda Pharmaceutical Company Limited	200,056	15.7%	200,659	15.6%	259,016	15.6%	276,578	14.4%	273,823	12.6%	99.0%	141,325	13.2%
アステラス製薬 Astellas Pharma Inc.	67,555	5.3%	69,655	5.4%	80,384	4.8%	114,772	6.0%	111,858	5.2%	97.5%	54,936	5.1%
ファイザー Pfizer Japan Inc.	32,174	2.5%	42,724	3.3%	59,179	3.6%	63,182	3.3%	61,972	2.9%	98.1%	31,280	2.9%
中外製薬 Chugai Pharmaceutical Co., Ltd.	41,183	3.2%	51,765	4.0%	66,625	4.0%	64,952	3.4%	58,788	2.7%	90.5%	28,625	2.7%
エーザイ Eisai Co., Ltd.	36,818	2.9%	37,063	2.9%	46,574	2.8%	48,608	2.5%	49,338	2.3%	101.5%	25,137	2.3%
ノバルティス ファーマ Novartis Pharma K.K.	31,998	2.5%	34,872	2.7%	47,200	2.8%	48,533	2.5%	48,968	2.3%	100.9%	24,249	2.3%
グラクソ・スミスクライン Glaxo SmithKline K.K.	28,772	2.3%	29,924	2.3%	40,655	2.4%	46,965	2.4%	48,285	2.2%	102.8%	23,731	2.2%
アストラゼネカ Astra Zeneca Co., Ltd.	28,644	2.2%	31,390	2.4%	43,454	2.6%	46,400	2.4%	48,074	2.2%	103.6%	24,010	2.2%
大塚製薬 Otsuka Pharmaceutical Co., Ltd.	37,587	2.9%	36,359	2.8%	46,345	2.8%	48,957	2.5%	47,514	2.2%	97.1%	24,384	2.3%
大日本住友製薬 Dainippon Sumitomo Pharma Co., Ltd	31,140	2.4%	28,966	2.3%	38,140	2.3%	61,899	3.2%	46,419	2.1%	75.0%	23,132	2.2%
その他 Others	738,569	58.1%	720,543	56.1%	938,239	56.3%	1,100,861	57.3%	1,371,717	63.3%	124.6%	672,597	62.6%
合計 Total	1,274,502	100.0%	1,283,925	100.0%	1,665,815	100.0%	1,921,713	100.0%	2,166,762	100.0%	112.8%	1,073,411	100.0%

## (5) 医療用医薬品品目別売上高 Net Sales by Prescription Pharmaceutical Brand (Consolidated)

(百万円) (Millions of Yen)

	品名 Brand Name	メーカー名 Manufacturer	売上高 Sales
1	プロブレス Blopress	武田薬品工業 Takeda Pharmaceutical Company Limited	58,499
2	リュープリン Leuplin	武田薬品工業 Takeda Pharmaceutical Company Limited	31,344
3	タケプロン Takepron	武田薬品工業 Takeda Pharmaceutical Company Limited	26,435
4	ベースン Basen	武田薬品工業 Takeda Pharmaceutical Company Limited	24,898
5	ノルバスク Norvasc	ファイザー Pfizer Japan Inc.	24,180
6	リビートル Lipitor	アステラス製薬 Astellas Pharma Inc.	22,034
7	ディオバン Diovan	ノバルティス ファーマ Novartis Pharma K.K.	17,279
8	モーラス MOHRUS	久光製薬 Hisamitsu Pharmaceutical Co., Ltd.	16,763
9	アクトス Actos	武田薬品工業 Takeda Pharmaceutical Company Limited	15,061
10	ガスター Gaster	アステラス製薬 Astellas Pharma Inc.	14,412
11	アダラート Adalat	バイエル薬品 Bayer Yakuhin, Ltd.	13,005
12	エボジン Epogin	中外製薬 Chugai Pharmaceutical Co., Ltd.	12,886
13	アムロジン Amlodin	大日本住友製薬 Dainippon Sumitomo Pharma Co., Ltd.	12,257
14	パキシル Paxil	グラクソ・スミスクライン GlaxoSmithKline K.K.	11,837
15	ミカルディス Micardis	アステラス製薬 Astellas Pharma Inc.	10,667
16	アリセプト Aricept	エーザイ Eisai Co., Ltd.	10,611
17	ムコスタ Mucosta	大塚製薬 Otsuka Pharmaceutical Co., Ltd.	9,869
18	プレタール Pletaal	大塚製薬 Otsuka Pharmaceutical Co., Ltd.	9,474
19	カソデックス Casodex	アストラゼネカ Astra Zeneca Co., Ltd.	9,330
20	ハルナール Harnal	アステラス製薬 Astellas Pharma Inc.	8,940

#### 4. 連結販売費及び一般管理費 Consolidated Selling, General & Administrative Expenses

(百万円/%) (Millions of Yen/%)

	03/3		04/3		05/3		06/3		07/3		前期比 Change from 06/3	06/9	
		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition		構成比 Composition			構成比 Composition
売上高 Sales	1,274,502	-	1,283,925	-	1,665,815	-	1,921,713	-	2,166,762	-	112.8%	1,073,411	-
人件費 Personnel expenses	73,155	5.7%	70,265	5.5%	85,570	5.1%	93,120	4.8%	102,430	4.7%	110.0%	51,881	4.8%
諸経費 Overhead	26,965	2.1%	25,966	2.0%	33,944	2.0%	39,364	2.0%	46,542	2.1%	118.2%	23,294	2.2%
減価償却費 Depreciation and amortization	4,641	0.4%	5,218	0.4%	7,304	0.4%	8,509	0.4%	8,870	0.4%	104.2%	4,342	0.4%
のれん償却額 Amortization of goodwill	-	-	-	-	-	-	-	-	2,616	0.1%	-	1,308	0.1%
販管費合計 SG&A expenses total	104,763	8.2%	101,450	7.9%	126,818	7.6%	140,995	7.3%	160,459	7.4%	113.8%	80,826	7.6%

#### 5. 主な設備投資の状況(支払いベース) Major Capital Investments (Payment Basis)

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3
西日本物流センター新設	Construction of NISHINIPPON DISTRIBUTION CENTER	3,195	-	-	-	-
HC東日本物流センター新設	Construction of HC HIGASHINIPPON DISTRIBUTION CENTER	-	2,645	-	-	-
埼玉物流センター新設	Construction of SAITAMA DISTRIBUTION CENTER	-	-	2,723	1,357	-
RDC中国新設	Construction of RDC CHUGOKU	-	-	-	2,708	3,206
RDC堺新設	Construction of RDC SAKAI	-	-	-	-	4,445
その他	Other	3,010	2,329	4,058	4,998	4,584
合計	Total	6,205	4,974	6,781	9,063	12,235

#### 6. 従業員数 Number of Employees

		02/3	03/3	04/3	05/3	06/3	07/3
内勤	Office workers	3,085	3,123	3,031	3,872	4,791	4,559
外勤	Mobile workers	4,695	4,618	4,437	5,624	6,287	6,105
(うち営業)	(MS incl. in above)	3,948	3,810	3,459	4,177	4,771	4,634
従業員数合計	Regular employees	7,780	7,741	7,468	9,496	11,078	10,664
外勤比率	Mobile worker ratio	60.3%	59.7%	59.4%	59.2%	56.8%	57.2%

## 7 - (1) 連結損益計算書 Consolidated Statements of Operations

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3	06/9
売上高	Sales	1,274,502	1,283,925	1,665,815	1,921,713	2,166,762	1,073,411
売上原価	Cost of sales	1,159,550	1,167,126	1,528,010	1,760,110	1,978,527	978,276
返品調整引当金繰入差額	Provision for losses on sales returns	28	5	-	-	-	22
売上総利益	Gross profit	114,923	116,805	137,805	161,603	188,235	95,157
販売費及び一般管理費	Selling, general and administrative expenses	104,763	101,450	126,818	140,995	160,459	80,826
営業利益	Operating income	10,159	15,354	10,986	20,608	27,776	14,330
営業外収益	Non-operating income:	4,830	5,001	13,339	13,535	15,532	8,297
受取利息	Interest income	115	66	272	249	248	119
受取配当金	Dividend income	145	151	279	488	1,017	597
情報提供料収入	Research fee income	2,886	3,201	4,251	4,472	5,076	2,476
不動産賃貸収入	Real estate rental income	1,024	834	737	1,267	1,640	829
負ののれん償却額	Amortization of negative goodwill	-	-	6,628	5,567	6,067	3,096
その他の収益	Other non-operating income	659	748	1,169	1,490	1,482	1,178
営業外費用	Non-operating expenses:	1,346	1,044	1,140	1,407	1,734	949
支払利息	Interest expense	208	154	151	194	404	181
社債利息	Bond expenses	179	152	83	39	12	6
新株発行費償却	Amortization of new stock issuance expenses	-	-	19	-	-	-
不動産賃貸費用	Real estate rental expenses	708	612	436	776	1,153	584
その他の費用	Other non-operating expenses	249	124	448	396	163	176
経常利益	Ordinary income	13,644	19,312	23,185	32,736	41,574	21,678
特別利益	Extraordinary gains:	103	231	2,131	2,709	3,144	322
固定資産売却益	Gain on sale of fixed assets	28	27	1,669	1,105	365	117
投資有価証券売却益	Gain on sale of investment securities	33	4	18	258	36	43
投資有価証券償還益	Gain on redemption of investment securities	-	-	-	39	-	-
関係会社株式売却益	Gain on sale of equity in affiliates	-	-	-	409	21	21
ゴルフ会員権処分益	Gain on disposal of golf memberships	30	3	23	7	16	8
営業権譲渡益	Gain on transfer of business	-	160	-	-	-	-
貸倒引当金戻入額	Reversal of allowance for doubtful accounts	-	36	420	525	2,574	-
厚生年金基金精算益	Gain on settlement of pension fund	-	-	-	-	130	130
退職給付制度改定益	Gain on revision of retirement benefit system	-	-	-	363	-	-
債務保証損失引当金戻入額	Reversal of allowance for losses on debt guarantees	8	-	-	-	-	-
その他	Other extraordinary gains	2	-	-	-	-	-
特別損失	Extraordinary losses:	2,547	4,450	6,012	5,337	10,379	8,693
固定資産売却廃棄損	Loss on sale and disposal of fixed assets	890	703	974	1,543	729	323
減損損失	Loss on impairment of fixed assets	-	-	-	2,109	2,767	2,390
投資有価証券売却損	Loss on sale of investment securities	7	-	3	12	-	-
投資有価証券評価損	Loss on valuation of investment securities	312	43	47	12	121	82
関係会社株式消却損	Loss on retirement of equity in subsidiaries and affiliates	-	-	20	-	-	-
関係会社株式売却損	Loss on sale of stock of affiliates	-	-	-	744	-	-
関係会社株式評価損	Loss on valuation of equity in affiliates	-	256	-	105	249	249
ゴルフ会員権処分損	Loss on disposal of golf memberships	80	3	1	12	5	-
ゴルフ会員権評価損	Loss on valuation of golf memberships	132	36	89	0	12	9
特別退職金	Special retirement benefits	1,079	1,362	753	35	5,750	5,177
事業所等統廃合費用	Office consolidation expenses	44	1,476	1,064	431	455	204
経営統合費用	Management integration expenses	-	-	-	209	-	-
会社分割費用	Corporate separation expense	-	-	391	-	-	-
退職給付制度改定損失	Loss on revision of retirement benefit system	-	566	853	-	-	-
関係会社事業撤退損	Loss on business withdrawal of affiliate	-	-	503	-	-	-
厚生年金基金解散損失	Loss on termination of retirement pension fund	-	-	1,190	-	-	-
厚生年金基金脱退掛金	Retirement pension fund withdrawal premium	-	-	-	119	-	-
貸倒損失	Loss on doubtful accounts	-	-	117	-	-	-
リース解約違約金	Lease cancellaion penalty	-	-	-	-	287	256
税金等調整前当期(中間)純利益	Income before income taxes and minority interests	11,200	15,093	19,304	30,108	34,339	13,307
法人税、住民税及び事業税	Current income taxes	7,803	6,327	4,293	9,707	9,727	8,395
法人税等調整額	Deferred income taxes	2,131	530	6,209	441	5,506	3,721
少数株主損益	Gain in minority interests	512	356	72	0	-	-
当期(中間)純利益	Net income	5,015	7,878	8,729	20,842	19,105	8,632

## 7 - (2) 連結貸借対照表 Consolidated Balance Sheets

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3	06/9
<b>(資産の部)</b>	<b>ASSETS</b>	638,589	626,626	848,416	993,491	1,032,931	1,016,613
<b>流動資産</b>	<b>Current assets</b>	<b>498,551</b>	<b>487,645</b>	<b>673,317</b>	<b>774,082</b>	<b>795,807</b>	<b>784,711</b>
現金及び預金	Cash on hand and in banks	70,153	70,645	120,635	144,268	147,674	133,514
受取手形及び売掛金	Notes and accounts receivable - trade	340,233	338,035	437,654	489,442	492,847	493,678
有価証券	Marketable securities	2	2	8	-	-	-
たな卸資産	Inventories	55,900	52,954	78,294	96,675	106,218	106,264
繰延税金資産	Deferred income taxes	4,126	3,633	4,836	8,592	7,579	13,988
未収入金	Accounts receivable	29,917	23,169	33,028	37,791	41,787	40,204
その他の流動資産	Other current assets	2,162	2,095	2,576	2,770	2,484	2,697
貸倒引当金	Allowance for doubtful accounts	3,944	2,891	3,716	5,459	2,784	5,634
<b>固定資産</b>	<b>Fixed assets</b>	<b>140,037</b>	<b>138,980</b>	<b>175,099</b>	<b>219,409</b>	<b>237,123</b>	<b>231,901</b>
<b>有形固定資産</b>	<b>Tangible fixed assets</b>	<b>95,464</b>	<b>93,739</b>	<b>122,616</b>	<b>151,267</b>	<b>151,520</b>	<b>152,303</b>
建物及び構築物	Buildings and structures	40,603	38,333	48,645	63,558	65,499	62,236
土地	Land	48,402	46,805	62,721	72,196	70,338	72,010
建設仮勘定	Construction in progress	53	2,714	3,082	1,819	1,802	5,207
その他	Other intangible fixed assets	6,405	5,885	8,166	13,693	13,880	12,849
<b>無形固定資産</b>	<b>Intangible fixed assets</b>	<b>7,629</b>	<b>7,294</b>	<b>6,380</b>	<b>6,139</b>	<b>13,493</b>	<b>15,043</b>
のれん	Goodwill	-	-	-	-	8,567	9,875
ソフトウェア	Software	1,817	5,188	5,473	4,682	4,200	4,310
連結調整勘定	Consolidation difference	1,987	1,155	-	-	-	-
その他の無形固定資産	Other intangible fixed assets	3,825	949	906	1,456	726	857
<b>投資等</b>	<b>Investments and other assets:</b>	<b>36,943</b>	<b>37,946</b>	<b>46,102</b>	<b>62,001</b>	<b>72,108</b>	<b>64,555</b>
投資有価証券	Investment securities	11,956	15,003	31,366	47,950	56,950	48,207
長期貸付金	Long-term loans receivable	398	324	921	775	674	734
繰延税金資産	Deferred income taxes	7,678	6,808	3,357	1,192	390	851
再評価に係る繰延税金資産	Deferred income taxes - land revaluation	8,456	7,974	-	-	-	-
その他の投資	Other	13,633	13,624	15,278	16,478	18,221	18,857
貸倒引当金	Allowance for doubtful accounts	5,180	5,789	4,820	4,396	4,128	4,095
<b>繰延資産</b>	<b>Deferred assets</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>合計</b>	<b>Total assets</b>	<b>638,589</b>	<b>626,626</b>	<b>848,416</b>	<b>993,491</b>	<b>1,032,931</b>	<b>1,016,613</b>

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3	06/9
<b>(負債の部)</b>	<b>LIABILITIES</b>	521,900	496,946	679,571	751,077	771,819	767,618
<b>流動負債</b>	<b>Current liabilities</b>	<b>481,680</b>	<b>462,988</b>	<b>613,939</b>	<b>701,270</b>	<b>716,061</b>	<b>710,057</b>
支払手形及び買掛金	Notes and accounts payable - trade	445,652	433,696	584,267	631,285	646,329	630,600
短期借入金	Short-term bank loans	12,299	7,339	5,325	25,878	31,294	27,433
1年内長期借入金	Current portion of long-term debt	969	735	425	5,017	4,956	5,426
未払法人税等	Income taxes payable	5,383	2,839	1,163	8,107	3,643	8,291
繰延税金負債	Deferred tax liabilities	-	-	-	-	6	-
未払金	Accounts payable	4,549	6,795	9,792	15,646	15,527	23,220
未払費用	Accrued expense	2,503	2,511	3,333	3,529	3,146	3,260
賞与引当金	Reserve for bonuses	7,014	6,026	6,860	8,020	7,882	8,145
返品調整引当金	Allowance for losses on sales returns	704	699	710	961	909	971
その他の流動負債	Other current liabilities	2,604	2,346	2,061	2,822	2,365	2,707
<b>固定負債</b>	<b>Long-term liabilities</b>	<b>40,219</b>	<b>33,958</b>	<b>65,632</b>	<b>49,807</b>	<b>55,757</b>	<b>57,561</b>
転換社債	Convertible bonds	19,324	14,459	9,254	1,867	1,340	1,512
長期借入金	Long-term debt	1,137	741	656	5,636	4,468	6,831
預り保証金	Guarantee deposits received	829	575	382	943	1,393	1,050
繰延税金負債	Deferred tax liabilities	-	-	5,200	8,010	14,030	10,622
再評価に係る繰延税金負債	Deferred income taxes - land revaluation	252	234	1,112	1,075	1,049	1,056
退職給付引当金	Employees' retirement benefits	16,420	9,956	15,975	17,068	17,267	17,755
役員退職慰労引当金	Officers' retirement bonuses	1,827	1,854	-	492	-	-
債務保証損失引当金	Allowances for losses on debt guarantees	292	74	-	-	-	-
連結調整勘定	Consolidation difference	-	-	28,583	11,749	-	-
負ののれん	Negative goodwill	-	-	-	-	13,978	18,005
その他の固定負債	Other long-term liabilities	136	6,062	4,466	2,964	2,231	727
<b>(少数株主持分)</b>	<b>MINORITY INTERESTS</b>	<b>4,427</b>	<b>691</b>	<b>741</b>	-	-	-
<b>(資本の部)</b>	<b>SHAREHOLDERS' EQUITY</b>	112,261	128,987	168,104	242,413	-	-
<b>資本金</b>	<b>Common stock</b>	<b>12,751</b>	<b>15,183</b>	<b>17,786</b>	<b>21,479</b>	-	-
<b>資本剰余金</b>	<b>Additional paid-in capital</b>	<b>25,919</b>	<b>30,064</b>	<b>67,618</b>	<b>131,328</b>	-	-
<b>利益剰余金</b>	<b>Retained earnings</b>	<b>87,874</b>	<b>93,308</b>	<b>98,910</b>	<b>115,948</b>	-	-
<b>土地再評価差額金</b>	<b>Revaluation surplus</b>	<b>12,259</b>	<b>11,462</b>	<b>19,660</b>	<b>18,750</b>	-	-
<b>その他有価証券評価差額金</b>	<b>Unrealized gains on certain investment securities</b>	<b>2,602</b>	<b>4,341</b>	<b>6,123</b>	<b>11,317</b>	-	-
<b>自己株式</b>	<b>Treasury stock, at cost</b>	<b>4,626</b>	<b>2,448</b>	<b>2,673</b>	<b>18,909</b>	-	-
<b>負債、少数株主持分及び資本合計</b>	<b>Total liabilities, minority interests and shareholders' equity</b>	<b>638,589</b>	<b>626,626</b>	<b>848,416</b>	<b>993,491</b>	-	-
<b>(純資産の部)</b>	<b>NET ASSETS</b>	-	-	-	-	261,111	248,995
<b>株主資本</b>	<b>Shareholders' equity</b>	-	-	-	-	<b>266,084</b>	<b>255,228</b>
資本金	Common stock	-	-	-	-	21,743	21,657
資本剰余金	Capital surplus	-	-	-	-	132,878	131,505
利益剰余金	Retained earnings	-	-	-	-	129,760	120,992
自己株式	Treasury stock, at cost	-	-	-	-	18,297	18,927
<b>評価・換算差額等</b>	<b>Valuation, foreign currency and other adjustments</b>	-	-	-	-	<b>4,972</b>	<b>6,232</b>
その他有価証券評価差額金	Unrealized gain on available-for-sale securities	-	-	-	-	13,099	11,695
土地再評価差額金	Land revaluation surplus	-	-	-	-	18,071	17,927
<b>新株予約権</b>	<b>Stock acquisition rights</b>	-	-	-	-	-	-
<b>少数株主持分</b>	<b>Minority interests</b>	-	-	-	-	-	-
<b>合計</b>	<b>Total liabilities and total net assets</b>	-	-	-	-	<b>1,032,931</b>	<b>1,016,613</b>

(注) 2006年5月1日施行の会社法により、「資本の部」が廃止され、「純資産の部」が新設されました。

Note: With the enforcement of the Company Law as of May 1, 2006, the "Shareholders' Equity" section has been eliminated and the "Net Assets" section has been newly created.

7 - (3) 連結キャッシュフロー計算書 Consolidated Statements of Cash Flows

(百万円) (Millions of Yen)

		06/3	07/3	06/9
<b>営業活動によるキャッシュ・フロー</b>	<b>Cash flows from operating activities</b>			
税金等調整前当期(中間)純利益	Income before income taxes and minority interests (interim)	30,108	34,339	13,307
減価償却費	Depreciation and amortization	9,125	9,663	4,723
減損損失	Loss on impairment of fixed assets	2,109	2,767	2,390
連結調整勘定償却額	Amortization of consolidation difference	5,567	-	-
のれん(負ののれん)償却額	Amortization of goodwill (negative goodwill)	-	3,451	1,787
退職給付引当金の増減額	Decrease in reserve for employees' retirement benefits - net	1,921	3,721	2,374
役員退職慰労引当金の増減額	Increase (decrease) in reserve for directors' and corporate auditors' retirement benefits	84	492	492
賞与引当金の増減額	Increase (decrease) in reserve for employees' bonuses	68	197	65
貸倒引当金の増減額	Decrease in allowance for doubtful accounts	1,283	3,260	443
返品調整引当金の増減額	Decrease in allowance for losses on sales returns	1	83	22
受取利息及び受取配当金	Interest and dividend income	737	1,265	717
支払利息	Interest expenses	234	417	188
固定資産売却廃棄損益	Loss on disposal of property, plant and equipment - net	438	363	205
有価証券関連損益	(Gain) loss on sale or devaluation of securities - net	273	85	38
関係会社株式評価損	Loss on devaluation of stock of affiliates	-	-	-
関係会社株式関連損益	Loss related to stock of affiliates	440	228	228
ゴルフ会員権関連損益	Loss on golf club memberships	5	0	0
特別退職金	Additional retirement benefits for employees	35	5,750	5,177
売上債権の増減額	Decrease in notes and accounts receivable - trade	10,799	2,069	1,046
たな卸資産の増減額	(Increase) decrease in inventories	3,355	8,770	8,808
その他の資産の増減額	Increase (decrease) in other current assets	50	2,469	2,599
仕入債務の増減額	Decrease in notes and accounts payable	2,286	8,974	6,375
未払消費税等の増減額	Increase (decrease) in accrued consumption taxes	2,857	1,194	953
その他の負債の増減額	Decrease in other current liabilities	2,196	1,720	89
役員賞与の支払額	Payment of director's and corporate auditors' bonuses	315	434	434
<b>小 計</b>	<b>Subtotal</b>	<b>44,993</b>	<b>37,599</b>	<b>2,275</b>
利息及び配当金の受取額	Interest and dividends received	738	1,265	717
利息の支払額	Cash paid for interest	201	414	187
特別退職金の支払額	Special retirement benefits paid	35	5,183	189
法人税等の支払額	Cash paid for income taxes	3,699	13,430	7,577
<b>営業活動によるキャッシュ・フロー</b>	<b>Net cash provided by operating activities</b>	<b>41,795</b>	<b>19,836</b>	<b>4,962</b>
<b>投資活動によるキャッシュ・フロー</b>	<b>Cash flows from investing activities</b>			
定期預金の預入による支出	Payments for time deposits	1,144	4,940	80
定期預金の払戻による収入	Maturity of time deposits	1,250	1,065	205
有価証券の取得による支出	Payments for purchase of marketable securities	2	-	-
有価証券の売却による収入	Proceeds from sale of marketable securities	10	-	-
有形固定資産の取得による支出	Payments for purchase of property, plant and equipment	9,063	12,235	6,133
有形固定資産の売却による収入	Proceeds from sale of property, plant and equipment	3,862	3,194	755
投資有価証券の取得による支出	Payments for purchase of investment securities	3,103	4,150	2,301
投資有価証券の売却による収入	Proceeds from sale of investment securities	1,759	1,255	1,298
関係会社株式の取得による支出	Payments for acquisition of subsidiary stock	-	3,975	-
関係会社株式の売却による収入	Proceeds from sale of subsidiary stock	250	119	-
連結範囲の変更を伴う子会社株式の取得による受入	Proceeds from acquisition of subsidiary stock due to change in scope of consolidation	10,628	-	-
貸付けによる支出	Payments for issuance of loans	75	75	41
貸付金の回収による収入	Proceeds from recovery of loans	212	247	95
営業譲受による支出	Payments for business transfers	30	-	-
営業譲受による収入	Proceeds from business transfers	-	8	-
その他の増減額	Other, net	189	650	119
<b>投資活動によるキャッシュ・フロー</b>	<b>Net cash (used in) provided by investing activities</b>	<b>4,366</b>	<b>20,137</b>	<b>6,319</b>
<b>財務活動によるキャッシュ・フロー</b>	<b>Cash flows from financing activities</b>			
短期借入金の純増減額	Decrease in short-term bank loans - net	1,033	3,615	244
長期借入れによる収入	Proceeds from long-term debt	1,500	5,000	5,000
長期借入金の返済による支出	Repayment of long-term debt	3,113	6,369	3,536
転換社債の償還による支出	Redemption of convertible bonds	0	0	0
自己株式の取得による支出	Purchase of treasury stock	16,873	138	17
親会社による配当金の支払額	Cash dividends paid	2,246	3,798	2,070
株式交換による完全子会社の配当金支払	Cash dividends of wholly owned subsidiary from share exchange	604	-	-
少数株主への配当金の支払額	Cash dividends paid to minority shareholders	3	-	-
<b>財務活動によるキャッシュ・フロー</b>	<b>Net cash used in financing activities</b>	<b>22,375</b>	<b>1,690</b>	<b>869</b>
<b>現金及び現金同等物の増減額</b>	<b>Net increase (decrease) in cash and cash equivalents</b>	<b>23,786</b>	<b>1,991</b>	<b>12,151</b>
<b>現金及び現金同等物の期首残高</b>	<b>Cash and cash equivalents, beginning of period</b>	<b>119,121</b>	<b>142,908</b>	<b>142,908</b>
<b>連結子会社の合併に伴う現金及び現金同等物の増加額</b>	<b>Decrease in cash and cash equivalents due to merger of consolidated subsidiaries</b>	<b>-</b>	<b>1,522</b>	<b>1,522</b>
<b>現金及び現金同等物の期末(中間期末)残高</b>	<b>Cash and cash equivalents, end of period</b>	<b>142,908</b>	<b>142,439</b>	<b>132,279</b>

7 - (4) 連結株主資本等変動計算書 Consolidated Statements of Changes in Shareholders' Equity, Etc.

(百万円) (Millions of Yen)

		株主資本 Shareholders' equity				
		資本金 Common stock	資本剰余金 Capital surplus	利益剰余金 Retained earnings	自己株式 Treasury stock	株主資本合計 Total shareholders' equity
<b>前期末残高</b>	<b>Balance at March 31, 2006</b>	<b>21,479</b>	<b>131,328</b>	<b>115,948</b>	<b>18,909</b>	<b>249,846</b>
<b>当期変動額</b>	<b>Changes during the year</b>					
新株の発行	Issuance of new stock	263	263			526
剰余金の配当	Dividends from retained earnings			3,798		3,798
役員賞与	Bonuses to directors and corporate auditors			434		434
連結子会社の合併・分割による増減	Increase (decrease) from merger/separation of consolidated subsidiaries			606		606
当期純利益	Net income			19,105		19,105
自己株式の取得	Acquisition of treasury stock				138	138
自己株式の処分	Disposal of treasury stock		1,287		750	2,037
再評価差額金取崩	Reverse of land revaluation surplus			454		454
株主資本以外の項目の当期変動額	Changes in items other than shareholders' equity					-
<b>当期変動額合計</b>	<b>Total changes during the year</b>	<b>263</b>	<b>1,550</b>	<b>13,812</b>	<b>611</b>	<b>16,238</b>
<b>当期末残高</b>	<b>Balance at March 31, 2007</b>	<b>21,743</b>	<b>132,878</b>	<b>129,760</b>	<b>18,297</b>	<b>266,084</b>

		評価・換算差額等 Valuation, foreign currency and other adjustments			純資産合計 Total net assets
		その他有価証券 評価差額金 Unrealized gains on available-for-sale securities	土地再評価 差額金 Land revaluation surplus	評価・換算差額等 等合計 Total valuation, foreign currency and other adjustments	
<b>前期末残高</b>	<b>Balance at March 31, 2006</b>	<b>11,317</b>	<b>18,750</b>	<b>7,432</b>	<b>242,413</b>
<b>当期変動額</b>	<b>Changes during the year</b>				
新株の発行	Issuance of new stock				526
剰余金の配当	Dividends from retained earnings				3,798
役員賞与	Bonuses to directors and corporate auditors				434
連結子会社の合併・分割による増減	Increase (decrease) from merger/separation of consolidated subsidiaries				606
当期純利益	Net income				19,105
自己株式の取得	Acquisition of treasury stock				138
自己株式の処分	Disposal of treasury stock				2,037
再評価差額金取崩	Reverse of land revaluation surplus				454
株主資本以外の項目の当期変動額	Changes in items other than shareholders' equity	1,781	678	2,460	2,460
<b>当期変動額合計</b>	<b>Total changes during the year</b>	<b>1,781</b>	<b>678</b>	<b>2,460</b>	<b>18,698</b>
<b>当期末残高</b>	<b>Balance at March 31, 2007</b>	<b>13,099</b>	<b>18,071</b>	<b>4,972</b>	<b>261,111</b>

(注) 2006年5月1日施行の会社法により、連結剰余金計算書が廃止され、連結株主資本等変動計算書が新設されました。

Note: With the enforcement of the Company Law as of May 1, 2006, the "Consolidated Statements of Retained Earnings" section has been eliminated and the "Consolidated Statements of Changes in Shareholders' Equity, Etc." section has been newly created.

## 8 - (1) 個別損益計算書 Unconsolidated Statements of Operations

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3	06/9
売上高	Net sales	1,200,543	1,218,355	1,336,544	1,512,189	1,503,798	746,568
売上原価	Cost of sales	1,110,177	1,129,932	1,281,141	1,484,021	1,473,399	731,643
返品調整引当金繰入差額	Provision for allowance for losses on sales returns	29	11	-	-	-	-
売上総利益	Gross profit	90,336	88,434	55,403	28,167	30,398	14,924
販売費及び一般管理費	Selling, general and administrative expenses	82,050	77,891	51,077	25,611	27,979	13,707
営業利益	Operating income	8,266	10,542	4,325	2,555	2,418	1,217
営業外収益	Non-operating income:	4,368	4,157	5,330	6,293	10,185	5,798
受取利息	Interest income	96	77	79	51	57	25
受取配当金	Dividend income	127	138	497	820	4,187	2,981
有価証券利息	Interest on marketable securities	0	0	0	-	-	-
情報提供料収入	Research fee income	2,260	2,467	2,979	3,655	4,255	2,013
不動産賃貸収入	Real estate rental income	1,045	867	968	1,058	1,026	432
その他の収益	Other non-operating income	838	606	805	707	658	345
営業外費用	Non-operating expenses:	1,082	881	896	765	912	349
支払利息	Interest expense	41	42	42	5	46	15
社債利息	Bond interest expenses	179	152	83	39	12	6
新株発行費償却	Amortization of new stock issuance	-	-	19	9	-	-
不動産賃貸費用	Real estate rental expenses	703	589	659	650	816	311
投資等貸倒引当金繰越額	Transfer of provision for doubtful investments, etc.	12	-	-	-	-	-
その他の費用	Other non-operating expenses	145	97	90	60	36	16
経常利益	Ordinary income	11,572	13,819	8,759	8,083	11,691	6,666
特別利益	Extraordinary gains:	58	1,455	2,183	1,632	32	29
固定資産売却益	Gain on sale of fixed assets	28	11	1,573	1,070	20	19
投資有価証券売却益	Gain on sale of investment securities	-	2	7	4	0	0
投資有価証券償還益	Gain on redemption of investment securities	-	-	-	39	-	-
関係会社株式売却益	Gain on sale of equity in affiliates	-	-	-	517	-	-
ゴルフ会員権処分益	Gain on disposal of golf club memberships	30	2	5	0	11	8
営業権譲渡益	Gain on transfer of business	-	1,080	350	-	-	-
貸倒引当金戻入額	Reversal of allowance for doubtful accounts	-	358	246	0	-	-
特別損失	Extraordinary losses:	2,267	4,306	5,035	1,988	643	527
固定資産売却廃棄損	Loss on sale and disposal of fixed assets	781	677	249	178	150	51
減損損失	Loss on impairment of fixed assets	-	-	-	1,182	475	475
投資有価証券売却損	Loss on sale of investment securities	-	-	-	0	-	-
投資有価証券評価損	Loss on devaluation of investment securities	265	29	3	12	17	1
関係会社株式売却損	Loss on sale of equity in affiliates	-	-	-	217	-	-
関係会社株式評価損	Loss on valuation of equity in affiliates	-	328	2,367	-	-	-
関係会社株式消却損	Loss on liquidation of affiliate	-	-	3	-	-	-
ゴルフ会員権処分損	Loss on disposal of golf club memberships	75	3	-	0	-	-
ゴルフ会員権評価損	Loss on valuation of golf club memberships	116	20	36	-	-	-
特別退職金	Additional retirement benefits for employees	1,028	1,305	595	-	-	-
事業所等統廃合費用	Restructuring costs of business establishments	-	1,374	964	187	-	-
経営統合費用	Management integration expenses	-	566	-	209	-	-
その他	Other extraordinary losses	-	-	813	-	-	-
税金等調整前当期(中間)純利益	Income before income taxes and minority interests	9,363	10,968	5,907	7,727	11,080	6,167
法人税等	Current income taxes	6,280	4,070	1,310	3,000	2,030	1,090
法人税等調整額	Deferred income taxes	1,873	539	2,071	190	1,649	251
当期(中間)純利益	Net income	4,957	6,359	2,526	4,917	7,401	4,826
前期繰越利益	Unappropriated retained earnings carried forward	1,918	2,059	2,562	2,652	-	-
土地再評価差額金取崩額	Disposition of land revaluation surplus	44	658	359	453	-	-
自己株式処分差損	Loss from appropriation of treasury stock	238	-	-	-	-	-
中間配当金	Interim dividends	804	832	1,119	1,132	-	-
当期(中間)未処分利益	Unappropriated retained earnings at the end of the period	5,877	6,927	3,610	5,983	-	-

(注) 2006年5月1日施行の会社法により、当期(中間)純利益以下の計算区分は廃止されました。

Note: With the enforcement of the Company Law as of May 1, 2006, the section below "Net income" has been eliminated.

## 8 - (2) 個別貸借対照表 Unconsolidated Balance Sheets

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3	06/9
<b>(資産の部)</b>	<b>ASSETS</b>	601,443	598,329	771,838	848,569	855,512	849,509
<b>流動資産</b>	<b>Current assets</b>	<b>476,786</b>	<b>470,141</b>	<b>593,290</b>	<b>610,859</b>	<b>614,246</b>	<b>611,093</b>
現金及び預金	Cash on hand and in banks	57,145	57,962	38,332	41,095	34,571	28,587
受取手形	Trade notes receivable	27,310	17,889	191	95	129	108
売掛金	Trade accounts receivable	317,218	325,613	489,289	508,755	504,101	504,794
商品	Inventories	42,581	42,153	41,999	38,474	52,493	54,038
繰延税金資産	Deferred income taxes	3,509	2,823	749	949	521	711
未収入金	Accounts receivable	29,161	23,410	20,746	21,189	21,673	22,370
その他	Other current assets	1,390	1,095	1,980	377	755	481
貸倒引当金	Allowance for doubtful accounts	1,531	806	-	-	-	-
<b>固定資産</b>	<b>Fixed assets</b>	<b>124,657</b>	<b>128,187</b>	<b>178,548</b>	<b>237,709</b>	<b>241,266</b>	<b>238,416</b>
<b>有形固定資産</b>	<b>Tangible fixed assets</b>	<b>79,449</b>	<b>77,847</b>	<b>50,516</b>	<b>46,688</b>	<b>43,949</b>	<b>45,442</b>
建物	Buildings	33,661	31,560	23,112	22,618	21,028	21,777
土地	Land	38,648	37,120	18,545	16,999	16,706	16,836
その他	Other tangible fixed assets	7,139	9,166	8,858	7,070	6,214	6,828
<b>無形固定資産</b>	<b>Intangible fixed assets</b>	<b>5,373</b>	<b>5,879</b>	<b>5,097</b>	<b>4,437</b>	<b>3,962</b>	<b>4,175</b>
<b>投資その他の資産</b>	<b>Investments and other assets</b>	<b>39,834</b>	<b>44,460</b>	<b>122,935</b>	<b>186,583</b>	<b>193,354</b>	<b>188,798</b>
投資有価証券	Investment securities	8,507	11,048	11,578	17,158	20,150	17,610
関係会社株式	Equity in subsidiaries and affiliates	9,273	12,974	108,468	166,487	170,494	168,056
繰延税金資産	Deferred income taxes	2,805	2,397	-	-	-	-
再評価に係る繰延税金資産	Deferred income taxes - land revaluation	8,287	7,792	-	-	-	-
その他	Other	13,781	12,936	2,994	3,031	2,828	3,280
貸倒引当金	Allowance for doubtful accounts	2,820	2,687	107	93	119	149
<b>資産合計</b>	<b>Total assets</b>	<b>601,443</b>	<b>598,329</b>	<b>771,838</b>	<b>848,569</b>	<b>855,512</b>	<b>849,509</b>

(百万円) (Millions of Yen)

		03/3	04/3	05/3	06/3	07/3	06/9
<b>(負債の部)</b>	<b>LIABILITIES</b>	489,038	471,122	576,359	598,884	598,716	596,259
<b>流動負債</b>	<b>Current liabilities:</b>	<b>456,784</b>	<b>444,784</b>	<b>563,118</b>	<b>591,922</b>	<b>590,572</b>	<b>589,356</b>
支払手形	Trade notes payable	15,478	11,547	11,435	11,698	7,967	9,301
買掛金	Trade accounts payable	413,528	412,424	526,532	541,798	545,242	545,730
未払法人税等	Income taxes payable	4,035	1,393	-	2,713	236	916
賞与引当金	Reserve for bonuses	6,010	4,872	676	649	677	678
返品調整引当金	Allowance for losses on sales returns	558	547	-	-	-	-
その他	Other current liabilities	17,173	13,997	24,473	35,062	36,448	32,727
<b>固定負債</b>	<b>Long-term liabilities</b>	<b>32,253</b>	<b>26,338</b>	<b>13,241</b>	<b>6,962</b>	<b>8,144</b>	<b>6,903</b>
転換社債	Convertible bonds	19,324	14,459	9,254	1,867	1,340	1,512
繰延税金負債	Deferred tax liabilities	-	-	3,365	4,631	5,489	4,495
再評価に係る繰延税金負債	Deferred income taxes - land revaluation	-	-	239	116	116	116
退職給付引当金	Reserve for employees' retirement benefits	10,647	3,928	-	-	-	-
役員退職慰労引当金	Reserve for directors' and corporate auditors' retirement benefits	1,317	1,313	-	-	-	-
その他	Other long-term liabilities	965	6,637	382	346	1,198	779
<b>(資本の部)</b>	<b>SHAREHOLDERS' EQUITY</b>	112,405	127,206	195,479	249,684	-	-
<b>資本金</b>	<b>Common stock</b>	<b>12,751</b>	<b>15,183</b>	<b>17,786</b>	<b>21,479</b>	<b>-</b>	<b>-</b>
<b>資本剰余金</b>	<b>Capital surplus</b>	<b>25,919</b>	<b>30,064</b>	<b>103,492</b>	<b>165,065</b>	<b>-</b>	<b>-</b>
資本準備金	Additional paid-in capital	25,919	28,351	100,979	162,453	-	-
その他資本剰余金	Other capital surplus	-	1,712	2,512	2,612	-	-
<b>利益剰余金</b>	<b>Retained earnings</b>	<b>87,873</b>	<b>91,804</b>	<b>91,799</b>	<b>93,929</b>	<b>-</b>	<b>-</b>
利益準備金	Legal reserve	1,795	1,795	1,795	1,795	-	-
任意積立金	Voluntary reserves	80,200	83,081	86,394	86,150	-	-
当期(中間)未処分利益	Unallocated profit for the period	5,877	6,927	3,610	5,983	-	-
<b>土地再評価差額金</b>	<b>Land revaluation surplus</b>	<b>11,974</b>	<b>11,354</b>	<b>18,780</b>	<b>17,927</b>	<b>-</b>	<b>-</b>
<b>その他有価証券評価差額金</b>	<b>Unrealized gain on available-for-sale securities</b>	<b>2,462</b>	<b>3,956</b>	<b>4,413</b>	<b>6,647</b>	<b>-</b>	<b>-</b>
<b>自己株式</b>	<b>Treasury stock</b>	<b>4,626</b>	<b>2,448</b>	<b>3,231</b>	<b>19,510</b>	<b>-</b>	<b>-</b>
<b>負債及び資本合計</b>	<b>Total liabilities and shareholders' equity</b>	<b>601,443</b>	<b>598,329</b>	<b>771,838</b>	<b>848,569</b>	<b>-</b>	<b>-</b>
<b>(純資産の部)</b>	<b>NET ASSETS</b>	-	-	-	-	256,796	253,250
<b>株主資本</b>	<b>Shareholders' equity</b>	-	-	-	-	<b>266,374</b>	<b>263,439</b>
資本金	Common stock	-	-	-	-	21,743	21,657
資本剰余金	Capital surplus	-	-	-	-	166,016	165,243
資本準備金	Additional paid-in capital	-	-	-	-	162,716	162,630
その他資本剰余金	Other capital surplus	-	-	-	-	3,299	2,612
利益剰余金	Retained earnings	-	-	-	-	96,913	96,067
利益準備金	Legal reserve	-	-	-	-	1,795	1,795
その他利益剰余金	Other retained earnings	-	-	-	-	95,117	-
資産圧縮積立金	Reserve for advanced depreciation of assets	-	-	-	-	937	-
資産圧縮特別勘定積立金	Special reserve for advanced depreciation of assets	-	-	-	-	-	-
別途積立金	Provision of general reserve	-	-	-	-	85,251	86,223
繰越利益剰余金	Retained earnings carried forward	-	-	-	-	8,928	8,048
自己株式	Treasury stock	-	-	-	-	18,297	19,527
<b>評価・換算差額等</b>	<b>Valuation, foreign currency and other adjustments</b>	-	-	-	-	<b>9,578</b>	<b>10,189</b>
その他有価証券評価差額金	Unrealized gain on available-for-sale securities	-	-	-	-	7,521	6,910
土地再評価差額金	Land revaluation surplus	-	-	-	-	17,099	17,099
<b>負債純資産合計</b>	<b>Total liabilities and total net assets</b>	-	-	-	-	<b>855,512</b>	<b>849,509</b>

(注) 2006年5月1日施行の会社法により、「資本の部」が廃止され、「純資産の部」が新設されました。

Note: With the enforcement of the Company Law as of May 1, 2006, the "Shareholders' Equity" section has been eliminated and the "Net Assets" section has been newly created.

8 - (3) 株主資本等変動計算書 Unconsolidated Statements of Changes in Shareholders' Equity, Etc.

(百万円) (Millions of Yen)

		株主資本 Shareholders' equity			
		資本金 Common stock	資本剰余金 Capital surplus		
			資本準備金 Additional paid-in capital	その他 資本剰余金 Other capital surplus	資本剰余金 合計 Total capital surplus
<b>前期末残高</b>	<b>Balance at March 31, 2006</b>	<b>21,479</b>	<b>162,453</b>	<b>2,612</b>	<b>165,065</b>
<b>当期変動額</b>	<b>Changes during the year</b>				
新株の発行	Issuance of new stock	263	263		263
資産圧縮積立金の積立	Provision of reserve for advanced depreciation of assets				
資産圧縮積立金の取崩	Drawdown of reserve for advanced depreciation of assets				
資産圧縮特別勘定積立金の取崩	Drawdown of special reserve for advanced depreciation of assets				
別途積立金の積立	Provision of general reserve				
剰余金の配当	Dividends from retained earnings				
役員賞与	Bonuses to directors and corporate auditors				
当期純利益	Net income				
自己株式の取得	Acquisition of treasury stock				
自己株式の処分	Disposal of treasury stock			686	686
土地再評価差額金の取崩	Reverse of land revaluation surplus				
株主資本以外の項目の当期変動額	Changes in items other than shareholders' equity				
<b>当期変動額合計</b>	<b>Total changes during the year</b>	<b>263</b>	<b>263</b>	<b>686</b>	<b>950</b>
<b>当期末残高</b>	<b>Balance at March 31, 2007</b>	<b>21,743</b>	<b>162,716</b>	<b>3,299</b>	<b>166,016</b>

		株主資本 Shareholders' equity							株主資本 合計 Total share- holders' equity
		利益剰余金 Retained earnings						自己株式 Treasury stock	
		利益準備金 Legal reserve	その他利益剰余金 Other retained earnings				利益剰余金 合計 Total retained earnings		
資産圧縮 積立金 Reserve for advanced depreciation of assets	資産圧縮特別 勘定積立金 Special reserve for advanced depreciation of assets		別途積立金 Provision of general reserve	繰越利益 剰余金 Retained earnings carried forward					
<b>前期末残高</b>	<b>Balance at March 31, 2006</b>	<b>1,795</b>	<b>1,354</b>	<b>144</b>	<b>84,651</b>	<b>5,983</b>	<b>93,929</b>	<b>19,510</b>	<b>260,964</b>
<b>当期変動額</b>	<b>Changes during the year</b>								
新株の発行	Issuance of new stock								526
資産圧縮積立金の積立	Provision of reserve for advanced depreciation of assets		266			266			
資産圧縮積立金の取崩	Drawdown of reserve for advanced depreciation of assets		683			683			
資産圧縮特別勘定積立金の取崩	Drawdown of special reserve for advanced depreciation of assets			144		144			
別途積立金の積立	Provision of general reserve				600	600			
剰余金の配当	Dividends from retained earnings					3,798	3,798		3,798
役員賞与	Bonuses to directors and corporate auditors					137	137		137
当期純利益	Net income					7,401	7,401		7,401
自己株式の取得	Acquisition of treasury stock							138	138
自己株式の処分	Disposal of treasury stock							1,350	2,037
土地再評価差額金の取崩	Reverse of land revaluation surplus					481	481		481
株主資本以外の項目の当期変動額	Changes in items other than shareholders' equity								
<b>当期変動額合計</b>	<b>Total changes during the year</b>		<b>416</b>	<b>144</b>	<b>600</b>	<b>2,945</b>	<b>2,983</b>	<b>1,212</b>	<b>5,410</b>
<b>当期末残高</b>	<b>Balance at March 31, 2007</b>	<b>1,795</b>	<b>937</b>	<b>-</b>	<b>85,251</b>	<b>8,928</b>	<b>96,913</b>	<b>18,297</b>	<b>266,374</b>

		評価・換算差額等 Valuation, foreign currency and other adjustments			純資産合計 Total net assets
		その他有 価証券 評価差額金 Unrealized gains on available-for- sale securities	土地再評価 差額金 Land revaluation surplus	評価・換算差 額等合計 Total valuation, foreign currency and other adjustments	
<b>前期末残高</b>	<b>Balance at March 31, 2006</b>	<b>6,647</b>	<b>17,927</b>	<b>11,280</b>	<b>249,684</b>
<b>当期変動額</b>	<b>Changes during the year</b>				
新株の発行	Issuance of new stock				526
資産圧縮積立金の積立	Provision of reserve for advanced depreciation of assets				
資産圧縮積立金の取崩	Drawdown of reserve for advanced depreciation of assets				
資産圧縮特別勘定積立金の取崩	Drawdown of special reserve for advanced depreciation of assets				
別途積立金の積立	Provision of general reserve				
剰余金の配当	Dividends from retained earnings				3,798
役員賞与	Bonuses to directors and corporate auditors				137
当期純利益	Net income				7,401
自己株式の取得	Acquisition of treasury stock				138
自己株式の処分	Disposal of treasury stock				2,037
土地再評価差額金の取崩	Reverse of land revaluation surplus				481
株主資本以外の項目の当期変動額	Changes in items other than shareholders' equity	874	827	1,701	1,701
<b>当期変動額合計</b>	<b>Total changes during the year</b>	<b>874</b>	<b>827</b>	<b>1,701</b>	<b>7,112</b>
<b>当期末残高</b>	<b>Balance at March 31, 2007</b>	<b>7,521</b>	<b>17,099</b>	<b>9,578</b>	<b>256,796</b>

## 9.株式の状況 Stock Information

### (1)株式の状況 Stock Information

発行可能株式総数	Number of shares authorized	900,000,000 株 shares
発行済株式総数	Number of outstanding shares	243,093,358 株 shares
1単元の株式数	Trading unit	242,820,800 株 shares
株主数	Number of stockholders	13,631 名
(うち単元株主数)	[trading unit holders incl. in above]	(12,213 名)

### (2)大株主の状況 Major Shareholders

株主名 Shareholders	持株数(千株) Shares Held (Thousands)	持株比率(%) Voting Trust (%)
武田薬品工業株式会社	Takeda Pharmaceutical Company Limited	22,640 9.31
ステートストリートバンクアンドトラストカンパニー	State Street Bank and Trust Company	18,074 7.44
MPグループクラヤ三星堂従業員持株会	Employees Shareholders' Association	8,232 3.39
日本マスタートラスト信託銀行株式会社(信託口)	The Master Trust Bank of Japan, Ltd. (Trust Account)	7,301 3.00
日本トラスティ・サービス信託銀行株式会社(信託口)	Japan Trustee Services Bank, Ltd. (Trust Account)	7,003 2.88
アステラス製薬株式会社	Astellas Pharma Inc.	6,404 2.63
日本トラスティ・サービス信託銀行株式会社(信託口4)	Japan Trustee Services Bank, Ltd. (Trust Account)	4,281 1.76
ステートストリートバンクアンドトラストカンパニー 505041	State Street Bank and Trust Company	3,759 1.55
熊倉 貞武	Sadatake Kumakura	3,422 1.41
大日本住友製薬株式会社	Dainippon Sumitomo Pharma Co., Ltd.	3,149 1.30

(注) 当社は自己株式11,691千株を保有しておりますが、上記の大株主から除いております。

Note: The Company holds 11,691 thousand shares of treasury stock, which is excluded from the major shareholders listed above.

### (3)所有者別分布状況(持株比率) Distribution of Shareholders (% of Total Shares)

所有者名 Shareholders	株主数(名) Number of Shareholders	持株数(千株) Shares Held (Thousands)	持株比率(%) % of Total Shares
個人その他	Individuals and others	12,916	81,153 33.38
その他の法人	Other companies	331	63,386 26.08
外国法人	Foreign companies	262	45,740 18.82
金融機関	Financial institutions	88	39,867 16.39
自己株式	Treasury stock	1	11,691 4.81
証券会社	Securities companies	33	1,252 0.52
合計 Total		13,631	243,093 100.0