

# Consolidated Financial Statements for the Fiscal Year Ended March 31, 2000

May 17, 2000

These financial statements have been prepared for reference only in accordance with accounting principles and practices generally accepted in Japan.

**Kuraya Sanseido Inc. (formerly Sanseido Co., Ltd.)**  
7-15, Yaesu 2-chome  
Chuo-ku, Tokyo 104-8464, Japan

Stock exchange listings: Tokyo, Osaka  
Code number: 7459  
Board of Directors meeting: May 17, 2000

## 1. Results for Fiscal 2000 (April 1, 1999-March 31, 2000)

Sanseido Co., Ltd. began compiling consolidated financial statements in the fiscal year ended March 31, 2000. Prior year figures and prior year comparisons are therefore omitted. On April 1, 2000, Sanseido Co., Ltd. merged with Kuraya Corporation and Tokyo Pharmaceutical Co., Ltd.

(1) Sales and Income Note: All amounts are rounded down to the nearest million yen.

	Net sales (¥ million)	Year-on-year change [%]	Operating income (¥ million)	Year-on-year change [%]	Ordinary income (¥ million)	Year-on-year change [%]
Fiscal 2000	272,472	—	1,918	—	2,940	—

	Net income (¥ million)	Year-on-year Change [%]	Earnings per share (¥)	Earnings per share (diluted) (¥)	Return on equity [%]	Ordinary income/total assets [%]	Ordinary income/net sales [%]
Fiscal 2000	1,560	—	28.15	—	2.5	1.8	1.1

### Notes

- Equity in earnings of unconsolidated subsidiaries and affiliates: ¥— million
- Valuation gain on securities: ¥4,626 million  
Valuation gain on derivatives: ¥— million
- Changes in accounting methods: None
- Year-on-year change figures represent comparisons with the previous fiscal year.

## (2) Financial Position

	Total assets (¥ million)	Shareholders' equity (¥ million)	Shareholders' equity/total assets (%)	Shareholders' equity per share (¥)
Fiscal 2000	163,827	61,630	37.6	1,112.10

## (3) Cash Flows

	Cash flows from operating activities (¥ million)	Cash flows from investing activities (¥ million)	Cash flows from financing activities (¥ million)	Cash and cash equivalents at end of period (¥ million)
Fiscal 2000	3,842	(3,393)	(722)	28,152

## (4) Scope of consolidation and application of the equity method

Consolidated subsidiaries: 1 company  
Unconsolidated subsidiaries accounted for by the equity method: None  
Affiliated companies accounted for by the equity method: None

## (5) Changes in scope of consolidation and application of the equity method :

Consolidation: (New) 1 company  
(Eliminated) None  
Equity method: (New) None  
(Eliminated) None

## 2. Projected Results for Fiscal 2001 (April 1, 2000-March 31, 2001)

	Net sales (¥ million)	Ordinary income (¥ million)	Net income (¥ million)
Interim period	471,100	5,670	2,820
Fiscal 2001	962,000	10,900	5,700

Reference: Estimated earnings per share (fiscal 2001): ¥41.84

### Notes:

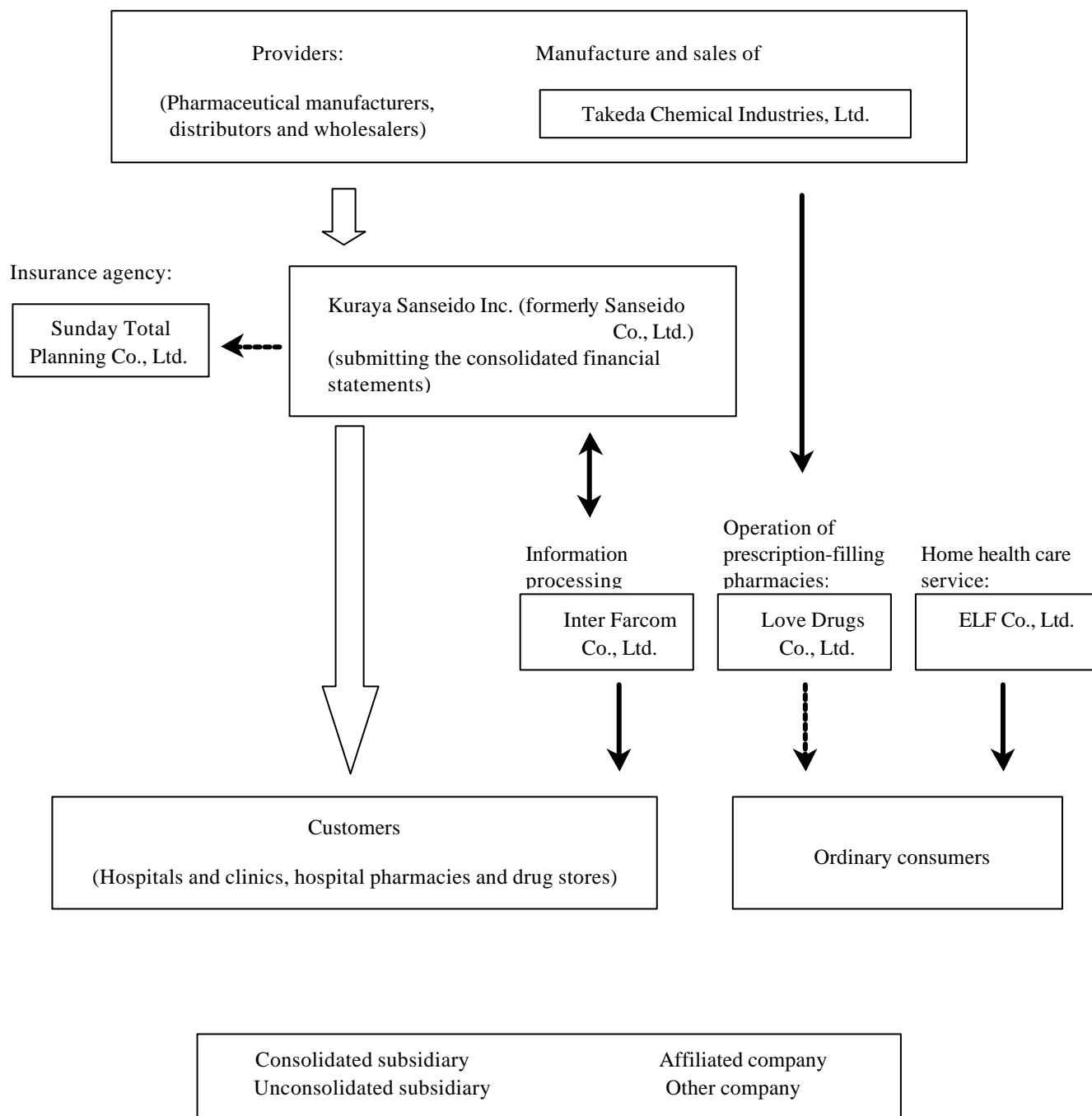
- Projected results for the year ending March 31, 2001 include the effects of the merger.

2. Projected net income per share above is computed based on the number of shares after the issuance of new shares in connection with the merger on April 1, 2000.

### 1 State of the Kuraya Sanseido Group

The Kuraya Sanseido Group consists of Kuraya Sanseido Inc. (formerly Sanseido Co., Ltd.), its three subsidiaries, two affiliates and one related company. The group companies primarily engage in sales of pharmaceuticals. The business operations are shown in the flow chart below.

Motokawa-Junseido Bichiku Yakkyoku Co., Ltd. , one of the three subsidiaries, was dissolved as of March 31, 2000, and the liquidation procedure is now in progress.



## 2 Management Policies

In previous years, significant structural changes have developed in the pharmaceutical wholesale environment, including an expansion of fixed-rate medical care, a leaner medical service supply system and the separation of dispensaries from medical practitioners. In the future, industrial changes will be further accelerated by the radical reform of the health insurance system and the full-fledged implementation of the new insurance system for home health care.

Under these operating conditions, the SANSEIDO Group prepared an “Intermediate-Term Management Plan 21” with key management policies for the 21st century and actively conducts operations according to the four mainstay management strategies: low cost, differentiation, concentration and wide-area operation.

Furthermore, to properly meet the rapidly changing market needs, Sanseido merged with other pharmaceutical wholesalers, KURAYA CORPORATION and TOKYO PHARMACEUTICAL CO., LTD., as of April 1, 2000, and began operations as KURAYA SANSEIDO INC. As a consequence, the predecessor SANSEIDO Group was reborn as the KURAYA SANSEIDO Group with seven consolidated subsidiaries.

The corporate philosophy of this new pharmaceutical wholesale group is to “create marketing value by embracing the trust of people who desire good health and people who can help provide it.” Based on this concept, as a distribution company related to health and life, KURAYA SANSEIDO will strive to provide a stable supply of products, mainly pharmaceuticals, as well as create distribution that offers higher value in terms of distribution, information systems, services and other aspects.

The KURAYA SANSEIDO Group formulated its “Intermediate-Term Management Plan” covering the period from the fiscal year ending March 2001 to that ending March 2003.

Under this three-year plan, we aim to reach net sales of ¥1,200 billion, ordinary profit of ¥23 billion and net income of ¥12.7 billion on a consolidated basis for the year ending March 31, 2003. In addition, earnings per share (EPS) of ¥93, return on equity (ROE) of 9% and cash flow from operating activities of ¥23 billion are targeted.

As key management strategies toward achieving these target figures, the plan sets forth three objectives: “Strengthen marketing capabilities by reallocating resources,” “Reduce costs by restructuring operations,” and “Reinforce R&D by rebuilding various functions.”

To realize the first objective, “Strengthen marketing capabilities by reallocating resources,” we will strategically raise market share by introducing a sufficient number of merger-generated staff especially into the low-share areas and enhancing the marketing capability of salespersons. At the same time, we will strive to build a distribution and supply system capable of supporting an increased market share and create and develop functions that can meet customer needs. Sales capabilities will also be improved in the marketing of nursing care supplies and medical equipment.

With regard to “Reduce costs by restructuring operations,” we will review all current operations and intend to reduce the number of overhead-related staff to improve the direct-indirect cost ratio by carefully checking the efficiency of operational systems.

For “Reinforce R&D by rebuilding various functions,” we aim to build up new occupational functions and roles by extending the conventional framework of pharmaceutical distribution. To that end, it will be important to assess the needs of customers, suppliers and pharmaceutical makers and tie in these needs with the development of our business models.

The KURAYA SANSEIDO Group will actively pursue its targets in the intermediate-term plan—e.g., improving its competitiveness and profitability amid volatile industrial changes—on the basis of synergies due to the merger.

The group maintains a basic dividend policy of ensuring stable dividends to shareholders while keeping a sufficient internal reserve for future business development and a healthier financial basis.

### **3 Results of Operations**

#### **(1) Overview of Operations**

In the year ended March 31, 2000, gross margins in the pharmaceutical wholesale industry declined sharply because the pressure for price reduction increased, partly reflecting the intensified competition in the management of medical institutions and the competition for survival among domestic wholesalers.

Under these operating conditions, the SANSEIDO Group opened the Takaoka Sales Office in July 1999 to strengthen its sales capability in the Hokuriku region. In addition to such a focused marketing effort in low-share areas, we endeavored to increase market shares in Tokai and Kyoto. Moreover, the strategic release of new products worked to increase the number of new customers.

On the other hand, in the home health care field, we emphasized training care helpers and increasing the number of helper stations at several subsidiaries so that we could supply quality care services at home to people. In addition, our proactive marketing strategy anticipating the introduction of the health care insurance system resulted in the release of "STARS Care," a powerful health care operation support system and opening health care shops for rental services of health care and welfare supplies.

As a result, on a consolidated basis, the SANSEIDO Group recorded net sales of ¥272,472 million, ordinary profit of ¥2,940 million and net income of ¥1,560 million.

Capital expenditures amounted to ¥991 million on a completion basis, primarily of reinforced host computer equipment. Our capital investment was wholly covered by funds on hand.

#### **(2) Outlook for the Next Fiscal Year**

As the reduction of the National Health Insurance pharmaceutical price standards was implemented in April 2000, demands for the further reduction of drug prices by medical institutions are naturally expected. The KURAYA SANSEIDO Group, however, anticipates consolidated net sales of ¥962.0 billion, ordinary profit of ¥10.9 billion and net income of ¥5.7 billion, up 253.1%, 270.7% and 265.3%, respectively, in the current fiscal term, through strict management of profitability and the positive promotion of basic management strategies toward the intermediate-term plan targets.

#### 4-1 Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2000			As of March 31, 2000	
<b>ASSETS</b>	163,827	100.0%	<b>LIABILITIES</b>	102,193	62.4%
Current assets	117,360	71.6	Current liabilities	100,823	61.6
Cash and cash equivalents	28,583		Notes and accounts payable	95,551	
Notes and accounts receivable	70,742		Income taxes payable	575	
Merchandise	10,930		Consumption tax payable	707	
Deferred income taxes	388		Reserve for bonuses	1,922	
Accounts receivable	6,879		Allowance for losses on sales returns	141	
Other current assets	295		Other current liabilities	1,923	
Allowance for doubtful receivables	(459)				
Fixed assets	46,467	28.4	Long-term liabilities	1,370	0.8
Tangible fixed assets	42,245	25.8	Reserve for retirement benefits	18	
			Allowance for directors' retirement benefits	831	
			Other long-term liabilities	521	
Buildings and structures	15,873		Minority interests	3	0.0
Land	23,987				
Other tangible fixed assets	2,384				
Intangible fixed assets	125	0.1	Minority interests	3	
Investments and other assets	4,095	2.5	Shareholders' equity	61,630	37.6
Investment securities	2,052		Common stock	6,928	
Long-term loans	429		Additional paid-in capital	6,034	
Deferred income taxes	461		Consolidated retained earnings	48,666	
Other	1,709		Treasury stock	(0)	
Allowance for doubtful receivables	(557)				
<b>Total assets</b>	<b>163,827</b>	<b>100.0</b>	<b>Total liabilities</b>	<b>163,827</b>	<b>100.0</b>

Note: As consolidated financial statements are prepared beginning in this consolidated fiscal year, prior year figures have been omitted.

## 4-2 Consolidated Statements of Income

(Millions of yen)

	Year ended March 31, 2000	
Net sales	272,472	100.0%
Cost of sales	244,145	89.6
Gross profit	28,328	10.4
Selling, general and administrative expenses	26,409	9.7
Operating income	1,918	0.7
Non-operating income:	1,774	0.7
Interest and dividend income	111	
Business fees	661	
Rental income	672	
Other non-operating income	328	
Non-operating expenses:	752	0.3
Interest expense and discounts	9	
Rental expenses	734	
Other non-operating expenses	8	
Ordinary income	2,940	1.1
Extraordinary gain	268	0.1
Gain on sales of fixed assets	93	
Gain on allowance for doubtful accounts	175	
Extraordinary loss	200	0.1
Loss on disposal of fixed assets	156	
Loss on reorganization of affiliated companies	44	
Income before income taxes and minority interests	3,008	1.1
Income taxes:		
Current	1,041	0.4
Deferred	423	0.1
Minority interests	16	0.0
Net income	1,560	0.6

Note: As consolidated financial statements are prepared beginning in this consolidated fiscal year, prior year comparisons have been omitted.

## 4-3 Consolidated Statements of Retained Earnings

(Millions of yen)

	Year ended March 31, 2000
Balance at beginning of the year	47,882
Deductions	775
Cash dividends paid	720
Bonuses to directors and corporate auditors	55
[Bonuses to corporate auditors (included in above)]	[5]
Net income	1,560
Balance at the end of the year	48,666

Note: As consolidated financial statements are prepared beginning in this consolidated fiscal year, prior year comparisons have been omitted.

#### 4-4 Consolidated Statements of Cash Flows

	(Millions of yen)
	Year ended March 31, 2000
Cash flow from operating activities	
Net income before income taxes and others	3,008
Depreciation and amortization	1,949
Depreciation adjustment for consolidation	0
Provision for doubtful receivables	(208)
Provision for investment	(111)
Net interest and dividend income	9
Loss on disposal of fixed assets	70
Gain (loss) on sales of marketable securities	23
Increase in accounts receivable	(536)
Increase in inventories	(1,191)
Increase (decrease) in other current assets	(1,566)
Increase in notes and accounts payable	4,385
Decrease (increase) in accrued consumption tax payable	443
Increase in other current liabilities	(110)
Bonuses to directors	(55)
Subtotal	6,112
Interest received and dividends received	114
Interest paid	(9)
Income taxes	(2,374)
Cash flow from operating activities	3,842
Cash flow from investing activities	
Payment for purchases of property, plant and equipment	(3,182)
Proceeds from sales of property, plant and equipment	194
Payment for purchases of investment securities	(51)
Proceeds from sales of investment securities	4
Payment for loans advanced	(406)
Proceeds from recovery of loans	18
Other	28
Cash flow from investing activities	(3,393)
Cash flow from financing activities	
Acquisition and recovery of treasury stock	(0)
Dividends paid	(722)
Cash flow from financing activities	(722)
Net increase in cash and cash equivalents	(273)
Cash and cash equivalents, beginning of period	28,398
Effect of newly consolidated subsidiaries	27
Cash and cash equivalents, end of period	28,152

Cash and cash equivalents on balance sheet	28,583
Time deposits maturing within three months	431
Difference	28,152

## 4-5 Preparation of the Consolidated Financial Statements

### (1) Scope of Consolidation

Number of consolidated subsidiaries: 1 company

Subsidiary ELF Co., Ltd. was included in consolidation this fiscal year because of its increased strategic importance.

#### 1. Unconsolidated subsidiaries:

Sunday Total Planning Co., Ltd. and Motokawa-Junseido Bichiku Yakkyoku Co., Ltd.

#### 2. Reasons for elimination from scope of consolidation:

Sunday Total Planning Co., Ltd. was eliminated from the scope of consolidation because it is a small-scale company and total assets, net sales, net income and retained earnings do not have a material effect on the consolidated financial statements. Motokawa-Junseido Bichiku Yakkyoku Co., Ltd. is currently in liquidation proceedings.

### (2) Application of the Equity Method

1. The equity method is not applied to any unconsolidated subsidiaries or affiliates.

2. Unconsolidated subsidiaries (Sunday Total Planning Co., Ltd. and Motokawa-Junseido Bichiku Yakkyoku Co., Ltd.) and affiliates (Love Drugs Co., Ltd. and Inter Pharcom Co., Ltd.) that are not accounted for by the equity method are valued using the cost method because they have only a slight effect on consolidated profit and loss or consolidated retained earnings and are not material to the totals.

### (3) Accounting Periods of Consolidated Subsidiaries

The accounting periods of all consolidated subsidiaries end on the consolidated account settlement date.

### (4) Accounting standards

#### 1. Accounting standards for major valuation of assets

##### (a) Valuation of Securities

Securities quoted on stock exchanges: Valued at lower of cost or market using the moving-average method

Other securities: Valued at cost using the moving-average method

##### (b) Valuation of Inventories

Valued at cost using the moving-average method

#### 2. Accounting for major valuation of depreciation

##### (a) Tangible Fixed Assets

The Company and its domestic consolidated subsidiaries primarily use the declining-balance method based on the Corporation Tax Law. However, for buildings (excluding attached facilities) acquired on or after April 1, 1998, the straight-line method is employed as stipulated in the Corporation Tax Law. Consolidated subsidiaries outside Japan primarily use the straight-line method.

##### (b) Intangible fixed assets

The Company and its consolidated subsidiaries use the straight-line method as prescribed by the Corporation Tax Law.

#### 3. Accounting Standards for Major Reserves

##### (a) Allowance for doubtful receivables

An allowance for doubtful receivables is provided in amounts deemed necessary to cover possible losses. It comprises the amount calculated in accordance with the corporate income tax regulations and the amount estimated to be uncollectible on an individual basis.

##### (b) Reserve for bonuses:

Stated as the projected amount required to be paid to enrolled employees at the end of the period based on the applicable payment period.

##### (c) Allowance for losses on sales returns

An allowance for losses on sales returns is provided in the maximum amount permitted by the Corporation Tax Law.

##### (d) Reserve for retirement benefits:

To cover payments of employees' retirement benefits, the Corporation provides amounts calculated according to the following standards:

Regular employees: A fully funded contributory pension plan is used, and past-service obligation costs are posted for the year ended March 31, 2000.

Other employees (part-time, etc.): Stated at the amount that would be required to be paid if all eligible employees voluntarily terminated their employment at the balance sheet date.

##### (e) Allowance for directors' retirement benefits

A reserve is provided to cover directors' retirement bonuses based on the internal rules of each company.

#### 4. Conversion of Foreign Currency-Denominated Assets

None applicable.

#### 5. Accounting for Significant Lease Transactions

Finance lease transactions other than those for which ownership is deemed to be transferred to the lessee are accounted for as ordinary lease transactions.

6. Accounting for Consumption Taxes

Consumption taxes are excluded from revenues and expenses.

(5) Valuation of Assets and Liabilities of Consolidated Subsidiaries

The assets and liabilities of the consolidated subsidiaries are valued using the full mark-to-market method.

(6) Amortization of the Consolidation Adjustments Account

As the amount is small, the consolidation adjustments account is charged to income in the full amount in the year in which it occurs.

(7) Items Related to Appropriation of Profits, etc.

The consolidated statements of earned surplus are prepared based on the final appropriation of retained earnings of the respective consolidated companies determined during the consolidated fiscal year.

(8) Scope of Funds in the Consolidated Statements of Cash Flows

Cash and cash equivalents in the consolidated statements of cash flows comprise cash on hand, demand deposits, and short-term investments that are readily convertible into cash, are exposed to insignificant risk of changes in value and are redeemable in three months or less.

## Items Pertaining to Consolidated Balance Sheets

(Millions of yen/ shares)

	As of March 31, 2000
(1) Accumulated depreciation of property, plant and equipment	1,947
(2) Owned by the parent company:	
Treasury stock	14 shares
Parent company shares owned by subsidiaries	— shares
(3) Items pertaining to unconsolidated subsidiaries:	
Investment securities	448

## Items Pertaining to Consolidated Statements of Income

(Millions of yen)

	As of March 31, 2000
Major items and amounts in SG&A expenses:	
Wages and salaries	13,848
Welfare expenses	2,685
Provision for bonuses	1,922
Reserve for employees' retirement	3
Reserve for directors' retirement benefits	86
Provision for employees' retirement benefits	1,875
Provision for directors' retirement bonuses	586
Depreciation and amortization	1,392

## Items Pertaining to Lease Transactions

(Items Pertaining to Finance Lease Transaction Other than Those that Transfer Ownership)

(1) Acquisition cost, accumulated depreciation and ending balance of leased assets

(Millions of yen)

	As of March 31, 2000
Acquisition cost	—
Depreciation expense	—
Ending balance of leased assets	—

(2) Future lease payments

(Millions of yen)

	As of March 31, 2000
Due within one year	—
Due after one year	—
Total	—

(3) Equivalent amount of lease payments

(Millions of yen)

	As of March 31, 2000
Lease payments (Depreciation expense)	1

Notes:

1. Amounts shown above include interest.
2. Depreciation expense is calculated using the straight-line method.

## Items Pertaining to Tax Effect Accounting

(1) Breakdown of major causes of deferred tax asset and liabilities (Millions of yen)

Current assets	
Deferred tax assets	
Excess allowance for bonuses	244
Disallowed deferred enterprise taxes	53
Disallowed deferred taxes	30
Disallowed deferred assets	29
Others	29
Total deferred tax assets	388
Intangible fixed assets	
Deferred tax assets	
Reserve for directors' retirement benefits	348
Excess over depreciation limit for deferred assets	185
Excess allowance for doubtful accounts	180
Others	32
Total deferred tax assets	746
Deferred tax liabilities	
Reserve for compression of assets	253
Others	31
Total deferred tax liabilities	284
Net deferred tax assets	461

(2) The effective income tax rates of the companies differed from the statutory tax rate for the following reasons: (%)

	Year ended March 31, 2000
Statutory tax rate	41.9%
(Adjustment)	
Expenses not deductible for tax purposes	5.1
Average rate of inhabitants tax	2.4
Other-net	(0.7)
Effective tax rate	48.7

## Subsequent Event

### Merger with Kuraya Corporation and Tokyo Pharmaceutical Co., Ltd.

To further strengthen its business base in the twenty-first century, and to provide high-quality, efficient medical-related services nationwide, the parent company received approval at the General Meeting of Shareholders held on June 29, 1999 to merge with Kuraya Corporation and Tokyo Pharmaceutical Co., Ltd., effective April 1, 2000.

#### (1) Method of merger

The three companies merged in a spirit of equality. However, under the methods and procedures, Sanseido Co., Ltd. is the surviving entity, and Kuraya Corporation and Tokyo Pharmaceutical Co., Ltd. were disbanded.

#### (2) Change in company name

On the date of the merger, the name of Sanseido Co., Ltd. was changed to Kuraya Sanseido Inc.

#### (3) Financial assets inherited on the occasion of the merger

### Assets and liabilities inherited from Kuraya Corporation (as of April 1, 2000)

(Millions of yen)

Current assets	235,867	Current liabilities	223,472
Cash and cash equivalents	29,872	Trade notes payable	22,533
Trade notes receivable	22,368	Trade accounts payable	188,076
Trade accounts receivable	146,427	Short-term loans	5,025
Merchandise	22,796	Accrued liabilities	440
Accounts receivable	13,039	Reserve for bonuses	3,003
Deferred income taxes	580	Allowance for losses on sales	
Others	1,877	returns	303
Allowance for doubtful		Other current liabilities	4,089
receivables	(1,094)	Long-term liabilities	33,830
Fixed assets	71,824	Convertible bonds	22,891
Tangible fixed assets	54,861	Reserve for retirement benefits	8,394
Buildings and structures	17,963	Reserve for directors' retirement	
Land	34,739	benefits	979
Other tangible fixed assets	2,158	Other long-term liabilities	1,565
Intangible fixed assets	652		
Investments and other assets	16,310		
Investment securities	5,584		
Deferred income taxes	3,658		
Other	9,382		
Allowance for doubtful			
receivables	(2,314)	Total liabilities	257,302
Total assets	307,691	Net inherited assets	50,389

Accrued money delivered due to merger included in "Others" in Current liabilities: ¥406 million

Number of employees inherited from Kuraya Corporation: 3,622

**Assets and liabilities inherited from Tokyo Pharmaceutical Co., Ltd. (as of April 1, 2000)**

(Millions of yen)

<b>Current assets</b>	<b>31,779</b>	<b>Current liabilities</b>	<b>29,995</b>
Cash and cash equivalents	1,093	Trade notes payable	5,797
Trade notes receivable	4,987	Trade accounts payable	21,349
Trade accounts receivable	19,994	Short-term loans	1,700
Merchandise	2,843	Accrued liabilities	29
Accounts receivable	2,667	Reserve for bonuses	501
Deferred income taxes	202	Allowance for losses on sales	
Others	166	returns	81
Allowance for doubtful		Other current liabilities	536
receivables	(175)	<b>Long-term liabilities</b>	<b>1,683</b>
<b>Fixed assets</b>	<b>5,363</b>	Reserve for retirement benefits	1,593
<b>Tangible fixed assets</b>	<b>3,960</b>	Reserve for directors' retirement	
Buildings and structures	1,944	benefits	89
Land	1,819		
Other tangible fixed assets	196		
<b>Intangible fixed assets</b>	<b>39</b>		
<b>Investments and other assets</b>	<b>1,364</b>		
Investment securities	115		
Deferred income taxes	393		
Other	1,079		
Allowance for doubtful			
receivables	(224)	<b>Total liabilities</b>	<b>31,678</b>
<b>Total assets</b>	<b>37,143</b>	<b>Net inherited assets</b>	<b>5,464</b>

Accrued money delivered due to merger included in "Others" in Current liabilities: ¥20 million

Number of employees inherited from Tokyo Pharmaceutical Co., Ltd.: 721

## **5 Segment Information**

(1) **Business Segment Information**

In the year ended March 31, 2000, consolidated net sales, operating income and total assets of the pharmaceutical sales business constituted more than 90 percent of the totals for all business segments. Business segment information is therefore omitted.

(2) **Geographic Segment Information**

In the year ended March 31, 2000, the Company had no consolidated subsidiaries, nor any important branch offices, in countries or regions outside Japan. Geographic segment information is therefore omitted.

(3) **Overseas Sales**

The Company had no overseas sales in the fiscal year ended March 31, 2000.

## 6 Production, Orders and Sales

### (1) Sales

(Millions of yen)

	Fiscal 2000 (April 1, 1999-March 31, 2000)	
Ethical pharmaceuticals	224,919	82.5%
Over-the-counter pharmaceuticals	18,963	7.0
Reagents	8,927	3.3
Medical equipment	12,552	4.6
Others	7,108	2.6
Total	272,472	100.0

### (2) Accounts

(Millions of yen)

	Fiscal 2000 (April 1, 1999-March 31, 2000)	
Ethical pharmaceuticals	203,532	83.0%
Over-the-counter pharmaceuticals	16,540	6.7
Reagents	7,857	3.2
Medical equipment	11,189	4.6
Others	6,221	2.5
Total	245,341	100.0

## 7 Market Value of Marketable Securities

	Fiscal 2000 (April 1, 1999-March 31, 2000)		
	Balance sheet Amount	Market value	Valuation gain (loss)
1. Items classified as current assets:			
Stocks	—	—	—
Bonds	—	—	—
Others	—	—	—
Sub-total	—	—	—
2. Items classified as fixed assets:			
Stocks	1,474	6,101	4,626
Bonds	0	0	(0)
Others	—	—	—
Sub-total	1,474	6,101	4,626
Total	1,474	6,101	4,626

Note 1: Methods of calculating market value

(1) Listed marketable securities:

Closing prices on Tokyo Stock Exchange

(2) Marketable securities traded over-the-counter:

Trading prices quoted by the Japan Securities Dealers Association

(3) Marketable securities not traded on stock exchanges

OTC indicators for government bonds quoted by the Japan Securities Dealers Association

Note 2: Book value of marketable securities not disclosed in the above statements, in the consolidated balance sheets

Unlisted stocks (excluding stocks traded over-the-counter): ¥577 million

## 8 Contract Amounts, Market Value and Valuation Gain/Loss of Derivative Transactions

None applicable

## 9 Transactions with Third Parties

(1) Major corporate shareholders of parent company

Attribute	Company name	Address	Capital (Millions of yen)	Description of business	Percentage of voting rights owned
Other affiliated company	Takeda Chemical Industries, Ltd.	Chuo-ku, Osaka Japan	63,540	Manufacturing and sale of pharmaceuticals and other products	Direct 22% Indirect 0%

Description of relationship		Description of transactions		Amount of transactions (Millions of yen)	Line item	Ending balance (Millions of yen)	
Directors serving concurrently, etc.	Business relationship						
None	Purchase of products from Takeda Chemical Industries	Sales transactions	Sales of pharmaceuticals, etc.	51	Notes and accounts receivable	11	
			Purchase of pharmaceuticals, etc.		37,915	Accounts receivable	1,292
						Notes and accounts payable	11,916
		Other transactions		Business fees receivable	131	Accounts receivable	0
			Real estate rental	23	Deposit received for guarantee	19	

Note: Consumption taxes are not included in transaction amounts but are included in ending balances.

Transaction terms or policies for determining transaction terms

- For sales of pharmaceuticals, etc., purchases of pharmaceuticals and business fees receivable, pricing and other terms are the same as the standard terms applied to suppliers with whom the parent company has no affiliation.
- The balance of accrued receivables from sales transactions is mainly discounts and refunds. Transaction amount for purchases of pharmaceuticals, etc. is the purchase amount after eliminating purchase discounts and refunds.

(2) Directors and major individual shareholders  
None applicable

(3) Subsidiaries, etc.  
None applicable

(4) Sister companies, etc.  
None applicable

# Summary of Unconsolidated Financial Statements for the Fiscal Year Ended March 31, 2000

May 17, 2000

These financial statements have been prepared for reference only in accordance with accounting principles and practices generally accepted in Japan.

**Kuraya Sanseido Inc. (formerly Sanseido Co., Ltd.)**  
7-15, Yaesu 2-chome  
Chuo-ku, Tokyo 104-8464, Japan

Stock exchange listings: Tokyo, Osaka  
Code number: 7459  
Board of Directors meeting: May 17, 2000  
Ordinary General Meeting  
of Shareholders: June 29, 2000  
Interim Dividend System: Yes

## 1. Results for Fiscal 2000 (April 1, 1999-March 31, 2000)

### (1) Sales and Income

Note: All amounts are rounded down to the nearest million yen.

	Net sales (¥ million)	Year-on-year change [%]	Operating income (¥ million)	Year-on-year change [%]	Ordinary income (¥ million)	Year-on-year change [%]
Fiscal 2000	272,359	[+3.6]	1,995	[-58.7]	3,017	[-44.5]
Fiscal 1999	262,910	[-1.1]	4,836	[+181.3]	5,437	[+110.1]

	Net income (¥ million)	Year-on-year change [%]	Earnings per share (¥)	Earnings per share (diluted) (¥)	Return on equity [%]	Ordinary income/total assets [%]	Ordinary income/net sales [%]
Fiscal 2000	1,621	[-9.0]	29.26	—	[+2.6]	[+1.9]	[+1.1]
Fiscal 1999	1,782	[+61.6]	32.16	—	[+3.0]	[+3.4]	[+2.1]

#### Notes

- Average number of shares outstanding during the term: Fiscal 2000 55,418,000 shares  
Fiscal 1999 55,418,000 shares
- Changes in Accounting Methods: None
- Year-on year change for net sales, operating income, ordinary income and net income is based on the previous fiscal year.

### (2) Dividends

	Annual dividends per share (¥)		Total dividends (annual) (¥ million)	Payout ratio [%]	Dividend rate for shareholders' equity [%]
	Interim	Year-end			
Fiscal 2000	12.00	6.00	665	[+41.0]	[+1.1]
Fiscal 1999	13.00	6.00	720	[+40.4]	[+1.2]

Notes: Breakdown of dividends: Ordinary dividends for fiscal 2000 -- ¥12.00 Special dividend -- ¥0.00

### (3) Financial Position

	Total assets (¥ million)	Shareholders' equity (¥ million)	Shareholders' equity/total assets [%]	Shareholders' equity per share (¥)
Fiscal 2000	163,868	61,691	[+37.6]	1,113.21
Fiscal 1999	161,764	60,845	[+37.6]	1,097.94

Notes: Total number of shares outstanding : As of March 31, 2000 55,418,000 shares  
As of March 31, 1999 55,418,000 shares

## 2. Projected Results for Fiscal 2001 (April 1, 2000-March 31, 2001)

	Net sales (¥ million)	Ordinary income (¥ million)	Net income (¥ million)	Annual dividends per share (¥)	
				Interim	Year-end
Interim period	459,000	5,520	2,770	6.00	—
Fiscal 2001	937,000	10,400	5,500	—	6.00

Reference: Estimated earnings per share (fiscal 2001): ¥ 40.37

#### Notes:

- Projected results for the year ending March 31, 2001 include the effects of the merger.
- Projected net income per share above is computed based on the number of shares after the issuance of new shares in connection with the merger on April 1, 2000.

## 11-1 Balance Sheets

ASSETS		(Millions of yen)			
	As of March 31, 1999		As of March 31, 2000		Increase (decrease)
Assets	161,764	100.0%	163,868	100.0%	2,104
Current assets	114,231	70.6	117,296	71.6	3,064
Cash and cash equivalents	28,824		28,524		(299)
Trade notes receivable	11,176		11,642		466
Trade accounts receivable	58,918		59,097		178
Treasury stock	0		0		(0)
Merchandise and products	9,739		10,930		1,191
Prepaid expenses	9		133		123
Deferred income taxes	478		388		(89)
Accounts receivable	5,539		6,879		1,339
Other current assets	105		160		55
Allowance for doubtful receivables	(559)		(459)		100
Fixed assets	47,532	29.4	46,572	28.4	(960)
Tangible fixed assets	43,387	26.8	42,238	25.8	(1,149)
Buildings	16,323		15,286		(1,036)
Structures	669		583		(85)
Machinery and equipment	721		611		(109)
Vehicles and carriers	245		250		5
Furniture and fixtures	1,294		1,469		174
Land	24,132		23,987		(144)
Construction in progress	—		48		48
Intangible fixed assets	126	0.1	124	0.1	(2)
Leasehold interest	35		35		—
Telephone subscription rights	54		54		—
Facilities usage rights	37		34		(2)
Investments and other assets	4,018	2.5	4,209	2.5	191
Investment securities	1,531		1,568		37
Equity in affiliates	515		558		43
Capital subscriptions	10		10		(0)
Long-term loans	16		14		(1)
Long-term loans to employees	17		15		(1)
Long-term loans to affiliated companies	—		450		450
Guarantees	528		547		18
Accumulated claims	665		554		(110)
Long-term prepaid expenses	15		6		(9)
Deferred income taxes	795		461		(333)
Other	588		579		(9)
Allowance for doubtful accounts	(665)		(558)		107
Total assets	161,764	100.0	163,868	100.0	2,104

## 11-1 Balance Sheets

LIABILITIES AND SHAREHOLDERS' EQUITY		(Millions of yen)			
	As of March 31, 1999		As of March 31, 2000		Increase (decrease)
Total liabilities	100,918	62.4%	102,176	62.4%	1,258
Current liabilities	99,424	61.5	100,806	61.5	1,382
Trade notes payable	9,179		9,859		680
Trade accounts payable	81,986		85,692		3,705
Accrued liabilities	3,559		1,294		(2,265)
Income taxes payable	1,908		574		(1,333)
Consumption tax payable	263		705		441
Accrued expenses	459		477		18
Deposits	268		73		(195)
Advance receipts	—		64		64
Reserve for bonuses	1,651		1,919		268
Allowance for losses on sales returns	142		141		(1)
Other current liabilities	3		4		0
Long-term liabilities	1,494	0.9	1,370	0.9	(124)
Guarantee deposits	—		521		521
Reserve for retirement benefits	750		18		(732)
Reserve for directors' retirement bonuses	744		831		86
Shareholders' equity	60,845	37.6	61,691	37.6	846
Common stock	6,928	4.3	6,928	4.2	—
Additional paid-in capital	6,034	3.7	6,034	3.7	—
Legal reserve	685	0.4	763	0.4	78
Other retained earnings	47,196	29.2	47,964	29.3	767
Reserve for compression of assets	362		360		(2)
General reserve	43,400		45,600		2,200
Unappropriated retained earnings	3,434		2,004		(1,429)
[Net income in above]	1,782		1,621		(160)
Total liabilities and shareholders' equity	161,764	100.0	163,868	100.0	2,104

## 11-2 Statements of Income

(Millions of yen)

	Year ended March 31, 1999		Year ended March 31, 2000		Increase (decrease)
Net sales	262,910	100.0%	272,359	100.0%	9,449
Cost of sales	232,591	88.5	244,144	89.6	11,552
Gross profit	30,318	11.5	28,215	10.4	(2,102)
Selling, general and administrative expenses	25,482	9.7	26,220	9.7	737
Operating income	4,836	1.8	1,995	0.7	(2,840)
Non-operating income:	1,160	0.5	1,774	0.7	613
Interest income	134		66		(68)
Interest dividends	75		44		(30)
Interest on marketable securities	24		0		(23)
Business fees	633		661		27
Rental income	155		672		517
Other non-operating income	137		328		191
Non-operating expenses:	558	0.2	751	0.3	193
Interest expense	11		9		(2)
Real estate rental expense	466		734		268
Other expenses	81		8		(73)
Ordinary income	5,437	2.1	3,017	1.1	(2,420)
Extraordinary gains	21	0.0	268	0.1	247
Gain on sales of fixed assets	0		93		93
Gain on allowance for doubtful	20		174		154
Extraordinary loss	1,491	0.6	200	0.1	(1,291)
Loss on disposal of fixed assets	48		156		107
Loss on reorganization of affiliates	—		44		44
Special retirement allowances	827		—		(827)
Loss on reorganization of fitness business	616		—		(616)
Income before income taxes	3,967	1.5	3,085	1.1	(881)
Income taxes current	2,531	0.9	1,041	0.4	(1,489)
Income taxes deferred	(346)	(0.1)	423	0.1	769
Net income	1,782	0.7	1,621	0.6	(160)
Profit brought forward from the previous term	743		748		5
Interim dividends	332		332		(0)
Provision for legal reserve	34		33		(0)
Money delivered due to merger	97		—		(97)
Prior year adjustments due to application of tax-effect accounting	927		—		(927)
Liquidation of reserve for compression due to application of tax-	250		—		(250)
Unappropriated retained earnings at the end of the term	3,434		2,004		(1,429)

### 11-3 Statement of Appropriation of Retained Earnings

(Millions of yen)

	Year ended March 31, 1999	Year ended March 31, 2000	Increase (decrease)
Unappropriated retained earnings at the end of the term	3,434	2,004	(1,429)
Liquidation of reserve for compression due to application of tax-	2	8	6
Total	3,436	2,013	(1,423)
We propose to appropriate the foregoing as follows:			
Legal reserve	45	41	(4)
Dividends	387	332	(55)
Bonuses to directors	50	69	19
Bonuses to auditors	5	7	1
Voluntary reserve			
Reserve for special account for asset reduction	—	43	43
General reserve	2,200	—	(2,200)
Balance to be carried forward	748	1,519	771

#### Cash Dividends per Share

(¥)

	Fiscal 1999 (April 1, 1998-March 31, 1999)			Fiscal 2000 (April 1, 1999-March 31, 2000)		
	Annual	Interim	Year-end	Annual	Interim	Interim
Common stock	13.00	6.00	7.00	12.00	6.00	6.00
Ordinary dividends	12.00	6.00	6.00	12.00	6.00	6.00
Special dividend	1.00	—	1.00	—	—	—

## 11-4 Significant Accounting Policies

### (1) Valuation of Securities

Securities quoted on stock exchanges: Valued at cost or market using the moving-average method

Other securities: Valued at cost using the moving-average method

### (2) Valuation of Inventories

Valued at cost using the supplier sampling method

### (3) Depreciation of Fixed Assets

The Company uses the declining-balance method based on the Corporation Tax Law. However, for buildings (excluding attached facilities) acquired on or after April 1, 1998, the straight-line method is employed as stipulated in the Corporation Tax Law.

### (4) Accounting Standards for Major Reserves

#### 1) Allowance for doubtful accounts

The allowance for discounts and rebates on products and merchandise sold is treated as a basis for totaling accounts in previous years.

#### 2) Reserve for bonuses

The reserve for bonuses is provided according to the expected amount of the payment for employees at the end of the year, based on payments during the period.

#### 3) Reserve for returned goods

An allowance for losses on sales returns is provided in the computed according to Article 53 of the Corporation Tax Law.

#### 4) Reserve for retirement benefits

A reserve is provided to cover retirement benefits in the amount computed according to the following standards:

##### A. Regular employees

The Company uses a contributory pension plan. The past service cost at the end of the term is stated as the reserve for retirement benefits.

##### B. Other employees (part-time, etc.)

Stated as the amount required to be paid at the end of the term according to the Company's internal regulations.

#### 5) Reserve for directors' retirement bonuses

The Company provides a reserve to cover directors' retirement bonuses, stated as the amount required to be paid at the end of the term according to the Company's internal regulations.

### (5) Accounting for Lease Transactions

Finance lease transactions other than those for which ownership is deemed to be transferred to the lessee are accounted for as ordinary lease transactions.

### (6) Consumption tax

Consumption tax is excluded from the amounts in the Statements of Income.

### [Changes in Method of Presentation]

Guarantee deposits such as security deposits on rental property, which were previously included in "Deposits" under "Current liabilities," are presented as "Guarantee deposits" under "Long-term liabilities" beginning in the year ended March 31, 2000.

### [Items Pertaining to Unconsolidated Balance Sheets]

	Fiscal 1999	Fiscal 2000
Depreciation of property, plant and equipment	¥13,886 million	¥ 15,343 million
Treasury stock	27 shares	14 shares

**[Items Pertaining to Unconsolidated Statements of Income]**

Major components of selling, general and administrative expenses

(Millions of yen)

	Fiscal 1999	Fiscal 2000
Wages and salaries	13,079	13,747
Welfare expenses	2,736	2,681
Provision for bonuses	1,651	1,919
Provision for employees' retirement benefits	281	3
Provision for directors' retirement bonuses	97	86
Shipping and delivery expenses	1,834	1,875
Rental expenses	546	564
Depreciation adjustment for consolidation	1,508	1,389

**[Items Pertaining to Lease Transactions]**

Finance lease transactions other than these for which ownership is deemed to be transferred to the lessee

(1) Acquisition cost, accumulated depreciation and ending balances of leased assets

(Millions of yen)

	Fiscal 1999	Fiscal 2000
	Furniture and fixtures	Furniture and fixtures
Acquisition cost	44	—
Accumulated depreciation	42	—
Ending balance	1	—

(2) Future lease payments

(Millions of yen)

	Fiscal 1999	Fiscal 2000
Due within one year	1	—
Due after one year	—	—
Total	1	—

(3) Equivalent amount of lease payments and depreciation expense

(Millions of yen)

	Fiscal 1999	Fiscal 2000
	49	1

Notes:

(1) The above amounts include interest.

(2) Accumulated depreciation is computed using the straight line method.

**[Items Pertaining to Tax Effect Accounting]**

(Millions of yen)

	Fiscal 1999	Fiscal 2000
1. Breakdown of major causes for of deferred tax asset and liabilities		
(1) Current assets		
Deferred tax assets		
Excess allowance for bonuses	128	244
Enterprise taxes	169	53
Disallowed deferred taxes	105	30
Disallowed deferred assets	—	29
Others	74	29
Total deferred tax assets	478	388
(2) Fixed assets		
Deferred tax assets		
Excess allowance for retirement benefits	305	—
reserve for directors' retirement benefits	304	348
Excess over depreciation limit for deferred assets	183	185
Excess allowance for doubtful accounts	215	180
Others	34	32
Total deferred tax assets	1,044	746
Deferred tax liabilities		
Reserve for compression of fixed assets	249	253
Others	—	31
Total deferred tax liabilities	249	284
Net deferred tax assets	795	461
2. The effective income tax rate of the Company differed from the statutory tax rate for the following reasons:		
Statutory tax rate	47.6%	41.9%
(Adjustment)		
Expenses not deductible for tax purposes	4.3	5.0
Average rate of inhabitants tax	1.8	2.3
Effect of statutory rate change	1.4	—
Other - net	—	(1.7)
Effective tax rate	55.1	47.5

**[Subsequent Event]**

To further strengthen its business base in the twenty-first century, and to provide high-quality, efficient medical-related services nationwide, the Company received approval at the General Meeting of Shareholders held on June 29, 1999 to merge with Kuraya Corporation and Tokyo Pharmaceutical Co., Ltd., effective April 1, 2000.

A summary of the merger is provided under Subsequent Events in the consolidated financial statements.

## 12 Change of Directors

(1) Changes in representative directors

None

(2) Changes in other directors

1. Change in director (one)

Name	New Title	Previous Title
Susumu Wada	Board of Director, Executive Director of OTC Division	Senior Managing Director, Executive Director of OTC Division

2. New directors

None

3. Director scheduled for retirement

Name	New Title	Previous Title
Keizo Kaneko	Head Executive Officer, Director of Audit Department	Board of Director, Director of Audit Department
Eiji Ishida	Head Executive Officer, Director of Strategic Marketing Department	Board of Director, Director of Strategic Marketing Department
Kouzo Kishi	Head Executive Officer, Director of Marketing Planning Department	Board of Director, Director of Marketing Planning Department
Zenichi Higuchi	Head Executive Officer, Executive Vice Director of Eastern Regional Sales Division	Board of Director, Executive Vice Director of Eastern Regional Sales Division
Masatoshi Ikawa	Head Executive Officer, Executive Vice Director of OTC Division	Board of Director, Executive Vice Director of OTC Division
Yoshiharu Kataoka	Head Executive Officer, Director of Finance Department	Board of Director, Director of Finance Department
Tetsuro Ishihara	Head Executive Officer, Executive Vice Director of Western Regional Sales Division	Board of Director, Executive Vice Director of Western Regional Sales Division
Tomota Yoshinari	Head Executive Officer, Director of General Affairs	Board of Director, Director of General Affairs
Hideyuki Aikei	Head Executive Officer, Executive Vice Director of Eastern Regional Sales Division	Board of Director, Executive Vice Director of Eastern Regional Sales Division
Takuro Masuda	Head Executive Officer, Director of Medical Affairs Information Department	Director of Medical Affairs Information Department
Kikuo Miki	Senior Executive Officer, Director of Public Relations Department	Board of Director, Director of Public Relations Department
Renzo Konishi	Senior Executive Officer, Executive Vice Director of Medical Equipment Division	Board of Director, Executive Vice Director of Medical Equipment Division
Taro Shintani	Senior Executive Officer, Executive Director of System Division	Board of Director, Executive Director of System Division
Akiyoshi Ohgane	Senior Executive Officer, Executive Vice Director of Eastern Regional Sales Division	Board of Director, Executive Vice Director of Eastern Regional Sales Division
Kazuo Misaki	Senior Executive Officer, Executive Vice Director of Distribution Division	Board of Director, Executive Vice Director of Distribution Division
Hidetaka Hata	Senior Executive Officer, Executive Director of Operations Division	Board of Director, Executive Director of Operations Division
Taro Kimura	Senior Executive Officer, Director of Purchasing Department	Board of Director, Director of Purchasing Department
Shinichi Matsuo	Senior Executive Officer, Executive Vice Director of Western Regional	Board of Director, Executive Vice Director of Western Regional Sales

	Sales Division	Division
Yoshio Imaichi	Senior Executive Officer, Executive Vice Director of Western Regional Sales Division	Board of Director, Executive Vice Director of Western Regional Sales Division
Juichirou Ichiyama	Senior Executive Officer, Executive Vice Director of Western Regional Sales Division	Board of Director, Executive Vice Director of Western Regional Sales Division
Morio Mimura	Senior Executive Officer, Executive Vice Director of OTC Division	Board of Director, Executive Vice Director of OTC Division
Kazumi Takahashi	Senior Executive Officer, Director of Customer Support Center	Board of Director, Director of Customer Support Center
Naoyuki Shimura	Head of Affiliated Companies Division	Board of Director, Head of Affiliated Companies Division
Akira Moriwaki	Senior Executive Officer, Executive Vice Director of Eastern Regional Sales Division	Board of Director, Executive Vice Director of Eastern Regional Sales Division
Hiroshi Narawa	Executive Officer , Executive Vice Director of OTC Division	Board of Director, Executive Vice Director of OTC Division
Keihachiro Uramatsu	Auditor (Full Time)	Board of Director, Director of Management Planning Department
Kazuhisa Yanagihara	Auditor	Board of Director, Head of Finance Department
Masaaki Sakamoto	Consultant (Full Time)	Board of Director, Director of Sales Division
Takayuki Shimada		Board of Director, Director of Sales Division
Shigeru Ohishi	Director of Medical Affairs Information Department	Board of Director, Director of Medical Affairs Information Department
Tadayuki Kinbara		Board of Director, Executive Vice Director of Western Regional Sales Division
Takami Tabuchi		Board of Director, Director of Affiliated Business Division
Katsuyuki Nagura		Board of Director, Director of Affiliated Business Division
Hiroshi Masuda	Consultant (Full Time)	Board of Director, Adviser
Yutaka Sakamoto	Consultant (Full Time)	Board of Director, Adviser
Tadao Sasaki	Consultant (Full Time)	Board of Director, Adviser

(4)

Name	New Title	Previous Title
Sakae Tsuji	Auditor	Auditor (Full Time)

(5)

Name	New Title	Previous Title
Keihachiro Uramatsu	Auditor (Full Time)	Board of Director, Director of Management Planning Department
Kazuhisa Yanagihara	Auditor	Board of Director, Head of Finance Department

(6)

Name	New Title	Previous Title
Isao Tsubakimoto		Auditor (Full Time)
Kinji Miyashita		Auditor (Full Time)
Tomiji Murakami		Auditor (Full Time)
Tadashi Kojima		Auditor
Masayoshi Ueda		Auditor
Youko Sanuki		Auditor
Yasuo Yamamoto		Auditor

(7)

Name	New Title	Previous Title
Takemi Yanagisawa	Executive Officer , Director of Bungyo Support Center	Director of Bungyo Support Center
Hiroyuki Maruyama	Executive Officer , Head of Strategic Marketing Department	Head of Strategic Marketing Department
Kazutoshi Hashimoto	Executive Officer , Executive Vice Director of Eastern Regional Sales Division	Executive Vice Director of Eastern Regional Sales Division
Masaaki Matsuishi	Executive Officer , Executive Vice Director of Western Regional Sales Division	Head of Sales Promotion Department
Hitoshi Higuchi	Executive Officer , Executive Vice Director of Eastern Regional Sales Division	Executive Vice Director of Eastern Regional Sales Division
Yuzuru Sato	Executive Officer , Executive Vice Director of Eastern Regional Sales Division	Executive Vice Director of Eastern Regional Sales Division
Toshiharu Sako	Executive Officer , Director of Customer Support Center	Director of Customer Support Center
Yoshiro Hasegawa	Executive Officer , Executive Vice Director of Eastern Regional Sales Division	Executive Vice Director of Eastern Regional Sales Division
Yoshihiro Takatori	Executive Officer , Director of Accounting Department	Director of Accounting Department