







## Management's Discussion and Analysis

### **Operating Results**

#### **Business Environment**

Japan's economy showed signs of recovery during the current fiscal year, aided by restoration demand following the Tohoku-Pacific Ocean Earthquake, but was also affected by the European financial crisis and economic slowdowns in emerging countries. In the printing industry, despite changes in the business environment for media, including growth in Internet advertising, overall demand was sluggish and the business environment for printing remained challenging.

A discussion of the business environment affecting each of DNP's business segments during the current fiscal year is provided below.

In the Information Communication segment, the books and magazines market has continued to contract that has persisted since 1997, and estimated sales of publications in Japan fell 4.4% year on year during the year ended March 2013. Book sales declined 2.9% year on year to ¥796.9 billion as a result of fewer major hit titles than last year. Magazine sales also fell 5.6% to ¥921.3 billion, reflecting not only a decline in sales volume, but also a far greater number of discontinued publications than new publications. However, the e-book market grew 16% year on year and sales value rose to about ¥73.0 billion.

In the Commercial Printing business, domestic advertising expenditures increased on growth in Internet advertising in January–March 2013, but held flat for the full year. Demand for printed material was weak as companies accelerated their shift from paper catalogs and instruction manuals to online distribution. Conditions in the Business Forms business remained difficult, affected by the production of fewer forms and decrease in circulation due to cutbacks in corporate expenditures, progress in efforts to simplify and enable online viewing of invoices, notifications, and other items, and a decline in order prices from stiffer competition.

In the Lifestyle and Industrial Supplies segment, consumer spending on jewelry and other luxury goods was strong in January–March 2013, and department store sales showed signs of recovery by rising above year-ago levels for three consecutive months. However, supermarket sales were lower than the previous year on declines for both foods and daily goods. Convenience store same-store sales have also decreased year on year for 10 consecutive months, since June 2012. Accordingly, consumer spending on foods and other daily goods has continued to stagnate. In the Lifestyle Materials business (includes decorative materials), domestic housing starts grew 6.2% year on year to around 890,000 units during the fiscal year ended March 2013, and have risen above year-ago levels for seven consecutive months, since September 2012.

In the Industrial Supplies business, anti-reflection films faced a difficult business environment. Global LCD TV shipment volume fell 1% to 203.2 million units in January–December 2012, the first year on year decline since the start of data disclosure. Chinese market demand rose from summer 2012 through the end of the year, due partly to public demand stimulus measures, but slowed from February 2013 as a result of slower economic

Annhais of Benonmance

o Our Shareholders

Special Featur

DNP's Businesses

growth and other factors. The photovoltaic cell market faced increasingly harsh conditions. Despite the launch of a feed-in tariff system for renewable energy in Japan, global demand continued to decline and the world's biggest photovoltaic panel maker in China went bankrupt in March 2013.

In the Electronics segment, in addition to lower shipments of LCD TVs, global PC shipment volume decreased by 3.5% to 352.7 million units in January–December 2012. Mobile phone shipments grew 1.2% to 1.7359 billion units, but expanding demand for smart phones and tablet PCs resulted in lower shipment volume for PCs, and conditions remained quite severe overall.

### Overview

DNP sought to aggressively develop its business and deliver products and services tailored to the needs of its customers, based on its P&I Solutions business vision. It also pursued Production 21 Activities to establish a robust production structure in all facets of production, including quality, cost, and delivery time. Additionally, DNP worked to secure earnings through the rebuilding of domestic and overseas business structures from the standpoint of overall optimization and actively pursued business expansion from global and social perspectives. Despite these efforts, DNP's consolidated net sales fell 4.0% year on year to ¥1,446,607 million in the year ended March 2013.

In the Information Communication segment, DNP integrated the three business divisions responsible for commercial printing, smart cards, and security solutions into the Information Solutions Operations business unit in October 2012 in an effort to bolster mutual cooperation and establish a structure for developing comprehensive solutions. DNP is also pursuing a business partnership with Nihon Unisys, Ltd. and launched specific initiatives to expand cloud computing and platform service businesses. Sales in this segment decreased as a result of weakness for products other than strong-performing smart cards.

The Lifestyle and Industrial Supplies segment maintained sales on par with the previous year. Sales of anti-reflection films decreased, due partly to a decline in unit prices from a shift toward lower priced LCD TVs and stiffer competition. However, the Packaging business had higher sales of aseptic PET plastic bottle filling systems, and decorative materials were also firm.

In the Electronics segment, to respond to rapid changes in the business environment, DNP sought to improve profitability by integrating the two business divisions responsible for display components and electronic devices in June 2012, and also focused on the development of new products, including touch panel components. Segment sales fell sharply as a result of lower global demand for LCD panels, a decline for LCD color filters on account of transferring operations at the Sakai Plant to Sakai Display Products Corporation in August 2012, and the impact of tough semiconductor market conditions in the Electronic Devices business.

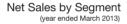
The Beverages segment posted lower sales overall. Mineral waters and tea beverages achieved growth, but carbonated beverages declined.

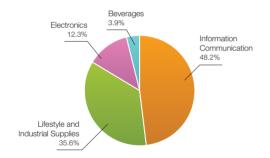
Consolidated operating income grew 5.2% year on year. Despite the large impact of a slump for anti-reflection films, the company benefited from strong performances for smart cards and decorative materials, the

integration of business divisions, and cost structure reforms in the Electronics segment. The consolidated operating income margin was 2.5%, up 0.2 percentage points from the previous year.

Looking at the operating income margins in each business segment, the Information Communication segment rose 0.1 percentage points to 2.3%, whereas the Lifestyle and Industrial Supplies segment declined 0.7 percentage points to 5.4%. The Electronics segment posted an operating loss for a second consecutive year, but the operating loss margin improved 1.9 percentage points to 0.2%. The Beverages segment declined 1.5 percentage points to 0.8%.

		2013.3		2012.3		2011.3
Net sales (¥ million)	¥ 1	446,607	¥	1,507,228	¥	1,589,373
Gross margin (%)		18.0%		17.3%		19.0%
Operating income margin (%)		2.5%		2.3%		4.3%
Ordinary income margin (%)		2.8%		2.4%		4.0%
Net income margin (%)		1.3%		-		1.6%
Net income (loss) per share (¥)	¥	29.84	¥	(25.39)	¥	38.86





### Net sales

Net sales totaled ¥1,446,607 million in the current fiscal year, down 4.0%, or ¥60.621 million, from the previous year.

### Information Communication

In the Books and Magazines business, magazine sales decreased amid a continued slump in the publications market, but book sales increased thanks to aggressive sales activities and benefits from integrated production lines. In the Commercial Printing business, sales of flyers, catalogs, and other printed materials decreased, but sales increased for mail-order shipping agency services and point-of-purchase (POP) materials. In the Business Forms business, smart card sales increased, but overall sales decreased year on year on a decline for information processing services (ranging from data entry to printing and shipment of personal mail and other items). In the Education and Publications Distribution business, despite focusing on sales of e-books, sales decreased on a decline for education business, including book sales to libraries. As a result, overall segment sales declined 1.4%.

### Lifestyle and Industrial Supplies

Packaging business sales increased on growth for paper cups, aseptic PET plastic bottle filling systems, and other products. Lifestyle Materials business sales also increased on growing demand for products that use DNP's proprietary Electron Beam coating technology. In the Industrial Supplies business, energy-related products (including soft packs for lithium-ion batteries) recorded higher sales, but anti-reflection films declined. As a result, overall segment sales declined 0.3%.

### **Electronics**

In the LCD Color Filter business, sales of small- and medium-sized filters were firm throughout the year, but overall sales were down sharply as a result of large TV panel production adjustments at domestic customers, lower capacity utilization from converting to small- and medium-sized products, and lower sales from the transfer of 10th-generation color filter operations at the Sakai Plant in August 2012. Semiconductor photomasks achieved growth overseas, but sales fell below prior-year levels on a downturn in the domestic semiconductor market. Lead frames and other products decreased as a result of weak demand for hard disk products amid weak PC sales. As a result, overall segment sales declined 19.7%.

### **Beverages**

Amid tough market conditions characterized by weak consumer spending and stiffer sales competition, DNP worked to expand sales of Coca-Cola and Georgia, both core products, and I LOHAS, a brand of mineral water that uses "ecoru Bottle Shiboru," a lightweight PET plastic bottle. As a result, although mineral waters and tea beverages increased, carbonated beverages declined, and overall segment sales fell 1.4%.

### Cost of Sales

The cost of sales totaled \$1,186,558\$ million, down 4.8%, or \$60,320\$ million, from the previous year. The gross margin was 18.0%, up 0.7 percentage points from 17.3%.

Naphtha prices trended upward at the start of the fiscal year, held steady as crude oil prices fell sharply in summer 2012, and then rose gradually on a yen converted basis due to the weaker yen from the end of 2012. However, the year on year impact was minor. As a result, although higher raw material prices had a ¥1.5 billion impact during the current fiscal year, nearly all of this was passed through to product prices based on negotiations with customers.

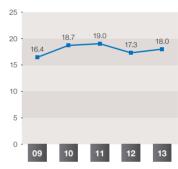
The entire DNP Group has also been pursuing Production 21 Activities since April 2002. During the current fiscal year, DNP consolidated manufacturing facilities for Packaging Operations and sought to optimize nationwide production based on integrated production control centers for the Information Communication segment and packaging production control centers for Packaging Operations. DNP also worked to enhance production efficiency, improved yields, and reduce material losses. As a result, DNP cut costs by ¥27.3 billion during the year.

### Selling, General and Administrative Expenses

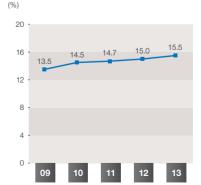
Selling, general and administrative expenses totaled ¥224,269 million, down 0.9%, or ¥2,066 million, from the previous year. However, selling, general and administrative expenses equated to 15.5% of net sales, up 0.5 percentage points from the previous year.

## Gross Profit Margin

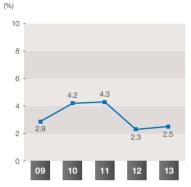




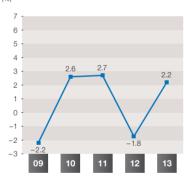
### SGA Expenses to Net Sales



### Operating Income Margin



## ROE



### **Operating Income**

Operating income totaled  $\pm 35,780$  million, up 5.2%, or  $\pm 1,765$  million, from the previous year. The operating income margin was 2.5%, up 0.2 percentage points from 2.3% in the previous year.

In the Information Communication segment, in addition to increasing highly profitable business, notably smart cards, DNP worked to reduce overall segment costs through well-located production and other actions led by the production control center. Segment operating income totaled ¥15,944 million, up 2.9%, or ¥456 million, from the previous year.

The Lifestyle and Industrial Supplies segment had operating income of ¥28,029 million, down 12.0%, or ¥3,810 million, from the previous year, due to lower sales of anti-reflection films and deterioration in the profitability of photovoltaic module components on a decline in demand.

The Electronics segment had an operating loss of ¥304 million as a result of weak capacity utilization for large color filter lines during the first half of the fiscal year and a slump for semiconductor photomasks. However, operating losses improved by ¥4,343 million from ¥4,647 million in the previous year thanks to rigorous cost cutting, including production line reforms.

# Nonoperating Income (Expenses) and Extraordinary Income (Losses)

Nonoperating income totaled \$14,833\$ million, up 34.6%, or \$3,809\$ million, from the previous year; and nonoperating expenses totaled \$10,295\$ million, up 25.6%, or \$2,100\$ million. As a result, net nonoperating income was \$4,538\$ million.

Ordinary income totaled  $\pm40,318$  million, up 9.4%, or  $\pm3,475$  million, from the previous year.

For extraordinary items, due to the sale or disposal of property, plant and equipment, losses on sale or disposal of property, plant and equipment increased, but sale gains also rose sharply. As a result, extraordinary income totaled ¥10,187 million, up 4.28 times, or ¥7,808 million, from the previous year. Extraordinary losses totaled ¥15,353 million, down nearly 50%, or ¥21,197 million, from the previous year, due to a sharp decrease in impairment losses, which totaled ¥25,013 million in the previous year. As a result, net extraordinary losses totaled ¥5,166 million, down from ¥34,171 million in the previous year.

As a result of the above, income before income taxes and minority interests totaled ¥35,152 million, up 13.16 times, or ¥32,479 million, from the previous year.

### Net Income (Losses)

Net income totaled ¥19,218 million, improving sharply from a loss of ¥16,356 million in the previous year.

Additionally, net income per share was ¥29.84, improving sharply from a loss of ¥25.39 in the previous year.

### Cash Flow

	2013.3	2012	2.3	2011.3
Cash flow from operating activities ¥	100,498	¥ 108,6	603 ¥	140,053
Cash flow from investing activities	(72,588)	(80,1	126)	(82,562)
Free cash flow	27,910	28,4	177	57,491
				(¥ million)

Net cash provided by operating activities totaled  $\pm 100,498$  million, down 7.5% from the previous year.

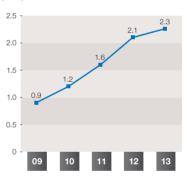
Net cash used in investing activities totaled \$72,588\$ million, down 9.4%, or \$7,538\$ million, from \$80,126\$ million in the previous year.

Net cash used in financing activities totaled ¥36,236 million, up ¥3,403 million, from ¥32,833 million in the previous year.

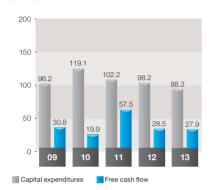
As a result of these activities, cash and cash equivalents at the end of the fiscal year totaled ¥212,062 million, down 1.9%, or ¥4,218 million, from the previous year.

Free cash flow—i.e., net cash provided by operating activities minus net cash used in investing activities—was ¥27,910 million, down ¥567 million from ¥28,477 million in the previous year.

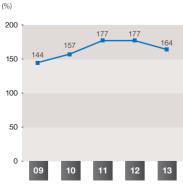
## Interest-bearing Debt to Cash Flow Ratio (times)



Capital Expenditures and Free Cash Flow



### Current Ratio



# Capital Expenditures; Depreciation; Research and Development Expenditures, etc.

DNP focuses capital expenditures on strategic areas and upgrading existing facilities to enhance its competitive advantages. Capital expenditures this fiscal year totaled ¥88.3 billion, down 10.1%, or ¥9.8 billion, from the previous year. Key capital expenditures included: the opening of the DNP Ichiqaya Tamachi Building, expansion of the Sapporo Plant of Hokkaido Coca-Cola Bottling Co., Ltd., development of systems for the hybrid bookstore network, expansion of flexible packaging production lines at the Tanabe Plant in Kyoto Prefecture, and construction of a new building at the Utsunomiva Plant of DNP Fine Chemicals Utsunomiya Co., Ltd. (name changed from DNP Fine Chemicals Fukushima Co., Ltd. on February 1, 2013). By segment, capital expenditures in the Information Communication segment were ¥27.2 billion. down ¥2.6 billion from the previous year and accounting for 31% of total capital expenditures. The Lifestyle and Industrial Supplies segment was ¥32.5 billion, down ¥6.9 billion and accounting for 37%. The Electronics segment was ¥20.1 billion, down ¥3.3 billion and accounting for 23%. Other businesses were ¥8.3 billion, up ¥3.0 billion and accounting for 9%.

Depreciation totaled ¥80.2 billion, down 16.3%, or ¥15.6 billion, from the previous year. By segment, depreciation in the Information Communication segment was ¥22.2 billion, down ¥1.7 billion from the previous year and accounting for 28% of total depreciation. The Lifestyle and Industrial Supplies segment was ¥26.4 billion, up ¥0.9 billion and accounting for 33%. The Electronics segment was ¥25.9 billion, down ¥14.4 billion and accounting for 32%. Other businesses were ¥5.5 billion, down ¥0.2 billion and accounting for 7%.

Research and development expenditures totaled ¥30.8 billion, down 2.8%, or ¥0.8 billion, from the previous year. DNP focuses on "business creation" research and development to find proper solutions to problems from the standpoint of consumers.

### The Balance Sheet

DNP is working to enhance capital efficiency, raise enterprise value, and maintain the liquidity required to quickly respond to changes in the business environment.

	2013.3	2012.3	2011.3
Total assets (¥ million)	¥ 1,578,976	¥ 1,608,806	¥ 1,649,784
Current ratio (%)	164%	177%	177%
Working capital/net sales (%)	20%	23%	22%
Debt-to-equity ratio (%)	25%	26%	25%
Net assets per share (¥)	¥ 1,386.86	¥ 1,352.71	¥ 1,410.44

DNP's total assets at the end of this fiscal year amounted to ¥1,578,976 million, down 1.9%, or ¥29.830 million, from the previous year.

Among current assets, cash and cash equivalents, and time deposits totaled ¥213,630 million, down 1.8%, or ¥3,889 million, from the previous year. Trade receivables totaled ¥367,765 million, down 4.5%, or ¥17,337 million. Inventories of merchandise and finished products, work in process,

raw materials and supplies totaled \$139,055\$ million, down 8.0%, or \$12,064\$ million. As a result, current assets totaled \$751,151\$ million, down 4.1%, or \$31,806\$ million.

Among long-term assets, property, plant and equipment totaled ¥538,455 million, down 7.1%, or ¥41,112 million, from the previous year. Intangible assets totaled ¥35,480 million, down 6.6%, or ¥2,525 million. Investments and other assets totaled ¥253,890 million, up 22.4%, or ¥46,503 million. As a result, long-term assets totaled ¥827,825 million, up 0.3%, or ¥2,866 million.

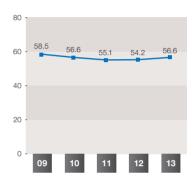
Current liabilities totaled ¥457,785 million, up 3.3%, or ¥14,606 million, from the previous year. Long-term liabilities totaled ¥184,136 million, down 26.8%, or ¥67,278 million. As a result, total liabilities amounted to ¥641,921 million, down 7.6%, or ¥52,672 million.

Additionally, net assets totaled ¥937,055 million, up 2.5%, or ¥22,842 million.

DNP repurchased a total of about 112.86 million of its shares through 2008 and retired 59 million treasury shares during this time. As of March 31, 2013, the number of treasury shares totaled 55.94 million shares, or 7.99% of total shares outstanding of 700,480,693 shares.

### **Equity Ratio**

(%)



### **Business Risks**

The performance and the results of DNP could be significantly affected by a variety of factors and circumstances that might arise in the future. Because the Company is aware of these risk factors, its policy is to strive to minimize their potential effects.

The Company considers the following factors to be key risks, as of the publication date of this annual report.

### The Japanese economy and consumption trends

DNP engages in a wide range of businesses with an extremely large number of customers. It conducts business so as not to be overly dependent on specific customers. The Company does most of its business in the Japanese market and overseas sales account for about 14% of net sales. Nevertheless, if the domestic economy weakens in sympathy with global economic trends and consumer spending and other components of domestic demand slump, then declines in order volume and unit prices may affect its performance.

### Changes in the electronics market

The Electronics segment is a strategic segment and the Company aims to secure stable profits by focusing on creating business strategies based on rigorous data collection, establishing a highly profitable production structure, and developing high-value-added products that are competitive in the market. However, it is possible that earnings in this segment could be affected by changes in the global markets for display and semiconductor products, including sharp fluctuations in demand and declines in unit prices.

### Fluctuations in raw material procurement

The Company procures raw materials such as printing paper and film from multiple suppliers in Japan and overseas. The Company works hard to secure stable supplies and maintain optimal prices. However, there is some potential for imbalances between supply and demand due to factors like sharp volatility in petroleum prices, sudden surges in demand from emerging markets, and major disasters. The Company intends to cope with such instances by negotiating with customers and business partners. However, if it should become extremely difficult to secure supplies, or if prices rise markedly, DNP's performance could be affected.

### Development of new products and technologies and services

DNP uses its printing and information technologies to develop and provide to a broad range of industries products, technologies, and services that meet the needs of corporate clients and consumers. In recent years, the pace of technological innovation in these areas has become faster than ever, and customers' needs have been rapidly diversifying. The Company believes that in the future, competition in the area of product development will become more intense than ever before, and it is possible that DNP's performance could fluctuate significantly due to unforeseeable changes in market trends or a shortening of product life cycles.

### **Currency fluctuations**

Particularly in fields such as Electronics, and Lifestyle and Industrial Supplies, the Company is expanding its business with customers overseas. Because the Company expects the effects of currency rates to gradually become more important, it uses such means as foreign exchange forward contracts to hedge the risks of currency fluctuations. Nevertheless, it is possible that radical swings in currency values could have a more serious effect on the Company's performance.

### Legal compliance

The Company's business conduct is based on strict compliance with the law and social ethics. Both in Japan and overseas, our business is subject to a wide variety of laws and restrictions, including regulations related to product liability, monopolies, protection of personal information, patents, taxes, and international trade. It is possible that in the future, these regulations may become even more restrictive than they are now. At the same time, we expect that in some areas deregulation will lead to dramatic changes in markets and industry trends. Whether regulations are tightened or loosened, DNP's business activities may be affected by direct and/or indirect costs resulting from the need to adapt to such changes.

### Environmental protection and stricter regulations

The Company is affected by laws and regulations in Japan and other countries regarding energy conservation, the use of harmful substances, the prevention of air pollution, water quality protection and waste treatment, and product recycling. Such regulations may be strengthened because of the impact of global climate trends. In addition, for example, if soil is contaminated by harmful substances and the Company is faced with the situation of being responsible for assessing and cleaning up the environmental pollution, then the Company's business could be substantially affected.

### Information security and protection of personal information

With computer networks and information systems playing an ever-greater role in keeping business activity going, the risks of information system malfunctions, breaches of personal information, and other events, owing to software and hardware problems and viruses, have risen. The Company regards the protection of data and personal information as a top priority. It is doing all it can to protect and maintain systems and data by strengthening its organization and training employees, but if problems arise in these areas, then its business activity could be affected.

#### **Disasters**

The Company takes steps to protect its production equipment and other major facilities from being damaged by disasters such as fires or earthquakes. In addition, the Company divides its work among multiple production bases and makes every effort to prevent disasters from causing production stoppages or disturbances in its ability to supply products. The Company also uses various types of insurance to transfer risk. Nevertheless, its performance could be substantially affected in the event of major earthquakes or other natural disasters, terrorist attacks, infectious disease outbreaks, or other unexpected events that cause production stoppages or major damage or interference with social infrastructure.

# Selected Financial Data (unaudited)

Dai Nippon Printing Co., Ltd. and Consolidated Subsidiaries Years ended March 31

	2013	2012	2011	2010
tatements of Operations Data (¥ million)				
Net sales	¥ 1,446,607	¥ 1,507,228	¥ 1,589,373	¥ 1,583,383
Cost of sales	1,186,558	1,246,878	1,287,581	1,286,682
Gross profit	260,049	260,350	301,792	296,701
Selling, general and administrative expenses	224,269	226,335	233,973	230,187
Operating income	35,780	34,015	67,819	66,514
Ordinary income	40,318	36,843	62,786	68,841
Income (loss) before income taxes and minority interests	35,152	2,673	52,696	49,496
Net income (loss)	19,218	(16,356)	25,033	23,278
alance Sheet Data (¥ million)				
Total assets	¥ 1,578,976	¥ 1,608,806	¥ 1,649,784	¥ 1,618,854
Property, plant and equipment—net	538,455	579,567	614,827	616,848
Long-term liabilities	184,136	251,414	249,575	190,045
Total liabilities	641,921	694,593	697,343	661,990
Total stockholders' equity	-	-	-	-
Stockholders' equity	887,194	888,650	925,702	921,775
Total net assets	937,055	914,213	952,441	956,864
ther Selected Data (¥ million)				
Capital expenditures	¥ 88,315	¥ 98,189	¥ 102,173	¥ 119,063
Depreciation expenses	80,200	95,829	97,977	91,695
R&D expenditures	30,820	31,690	33,147	33,850
ommon Share Data (¥, shares)				
Earnings (loss) per share—primary	¥ 29.84	¥ (25.39)	¥ 38.86	¥ 36.13
Earnings (loss) per share—fully diluted	29.79	_	_	-
Dividends paid per share	32.00	32.00	32.00	32.00
Book value per share	1,386.86	1,352.71	1,410.44	1,422.34
No. of common shares outstanding (exc. treasury shares)	643,990,364	644,062,928	644,142,530	644,238,930
nancial Ratios (%, times)				
As a percent of net sales:				
Gross profit	17.98%	17.27%	18.99%	18.74%
Selling, general and administrative expenses	15.50	15.02	14.72	14.54
Operating income	2.47	2.26	4.27	4.20
Income (loss) before income taxes and minority interests	2.43	0.18	3.32	3.13
Net income (loss)	1.33	-1.09	1.57	1.47
Return on equity	2.18	-1.84	2.74	2.57
Current ratio	164	177	177	157
D/E ratio	25	26	25	18

2009	2008	2007	2006	2005	2004
¥ 1,584,84	¥ 1,616,053	¥ 1,557,802	¥ 1,507,506	¥ 1,424,943	¥ 1,354,101
1,324,52	1,327,872	1,268,072	1,202,160	1,121,374	1,073,118
260,32	22 288,181	289,730	305,346	303,569	280,983
214,14	15 201,077	193,585	184,676	183,041	178,545
46,17	77 87,104	96,145	120,670	120,528	102,438
47,39	90 86,502	101,348	124,715	120,485	97,276
(27,84	12) 88,469	98,950	114,640	107,686	93,137
(20,93	33) 45,172	54,842	65,188	59,937	52,971
¥ 1,536,55	57 ¥ 1,601,193	¥ 1,700,250	¥ 1,662,377	¥ 1,600,129	¥ 1,513,734
604,90		635,784	568,966	528,009	513,175
126,67		118,437	118,287	115,801	119,277
596,47		600,811	571,170	566,796	510,970
		_	1,063,309	1,007,944	978,736
917,34		1,027,475		-	_
940,08		1,099,439	_	_	_
¥ 96,15	56 ¥ 116,139	¥ 162,886	¥ 136,059	¥ 86,057	¥ 69,834
106,88	33 109,902	100,161	87,264	80,440	85,182
34,1 <sup>-</sup>	2 35,556	30,113	28,692	26,386	26,050
¥ (32.3	35) ¥ 67.08	¥ 78.10	¥ 91.23	¥ 82.56	¥ 71.49
		-	-	-	-
32.0	00 36.00	32.00	26.00	24.00	21.00
1,393.9	1,516.35	1,544.02	1,507.90	1,409.18	1,348.40
644,357,07	76 661,366,377	694,226,171	704,972,101	715,076,830	725,677,422
16.4	17.83	% 18.60%	6 20.26%	6 21.30%	% 20.75%
13.5			12.25	12.85	13.19
2.9		6.17	8.00	8.46	7.57
-1.7		6.35	7.60	7.56	6.88
-1.0	32 2.80		4.32	4.21	3.91
-2.2			6.29	6.03	5.52
14			178	186	197
	4 8		6	7	7