

Something Better with Chemicals



DAISO CO., LTD.

# FACT BOOK 2012

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Year ended March 31, 2012

## ◆ Corporate Profile

As of March 31, 2012

Company Name	DAISO Co., Ltd.
President	Tamotsu Sato
Location	1-12-18, Awaza, Nishi-ku, Osaka 550-0011, Japan Telephone: +81-6-6110-1560 Facsimile: +81-6-6110-1603
Website URL	<a href="http://www.daiso.co.jp">http://www.daiso.co.jp</a>
Establishment	October 26, 1915
Capital	¥10,882 million
Number of Employees	755(Consolidated) 531(Single Entity)

## ◆ Main Products

Basic Chemical Products	Caustic Soda, Hydrochloric Acid, Liquid Chlorine, Chlorine Gas, Caustic Potash, Sodium Hypochlorite, Sodium Chlorite, Sodium Chlorate, Hydrogen Gas, Epichlorohydrin, Allyl Chloride, Dichloropropene, Paint Materials, Adhesive Materials etc.
Functional Chemical Products	Allyl Derivatives, Epichlorohydrin Rubber 'EPICHLOMER®', Diallyl Phthalates 'DAISO DAP®', Polysulfide System Silane Coupling Agent 'CABRUS®', 'DAISOGEL®' Silica for HPLC, Lens Materials, Photosensitive Resin, Color Resist, Materials for LCD, Electrodes 'SPLODE®', Optically Active Substances, Bulk Pharmaceuticals and Intermediates, Material Recycle etc.
Housing Facilities and others	DAP Decorative Board, Housing Facilities, Health Food, Chemicals Plant, Environmental preservation facilities etc.

**I . Consolidated statements of income**

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**V . Consolidated cash flows and capital investment**

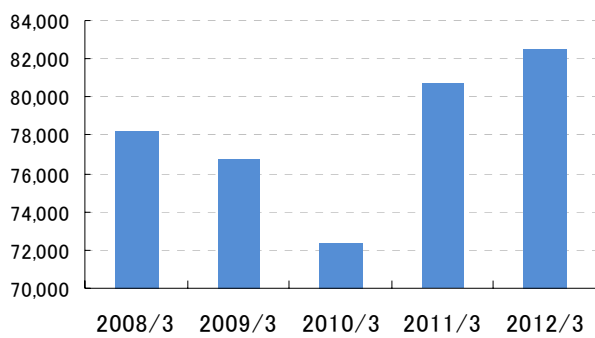
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# I. Consolidated statements of income

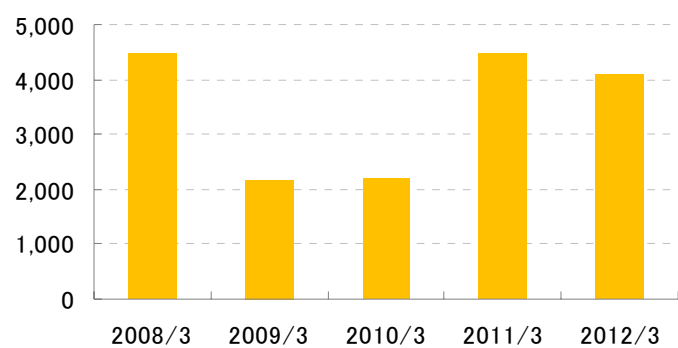
Unit : Millions of yen

	2003/3	2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3	2011/3	2012/3
Net Sales	58,278	57,118	62,022	66,737	72,398	78,229	76,726	72,404	80,757	82,489
Cost of Sales	48,641	47,316	50,985	54,162	58,556	63,377	64,377	60,807	66,595	68,646
Gross Profit	9,636	9,801	11,037	12,575	13,841	14,851	12,349	11,596	14,162	13,842
Selling, General and Administrative Expenses	8,320	8,272	8,935	9,422	10,230	10,383	10,164	9,408	9,691	9,760
Operating Income	1,316	1,529	2,101	3,153	3,610	4,468	2,184	2,188	4,470	4,082
Non-operating Income	505	293	290	386	321	455	376	334	416	358
Non-operating Expenses	671	436	372	375	196	391	467	337	267	194
Ordinary Income	1,149	1,386	2,020	3,163	3,735	4,532	2,093	2,185	4,618	4,246
Extraordinary Income	307	532	830	351	2	0	398	36	10	4
Extraordinary Losses	1,070	583	1,116	488	576	315	1,221	530	863	726
Income before Income Taxes	386	1,335	1,733	3,026	3,161	4,217	1,270	1,691	3,765	3,523
Income Taxes (Current and Deferred)	278	694	806	1,292	1,187	1,728	525	743	1,340	1,583
Net Income	108	641	927	1,734	1,974	2,489	745	947	2,425	1,940

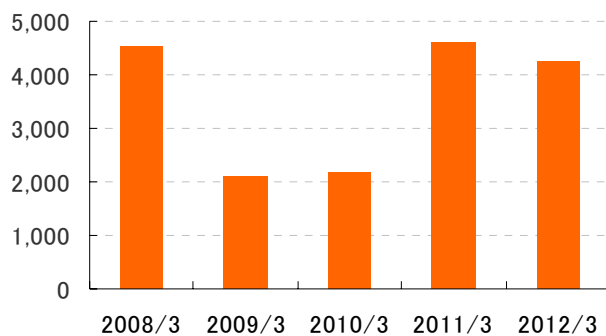
## ◆ Net Sales



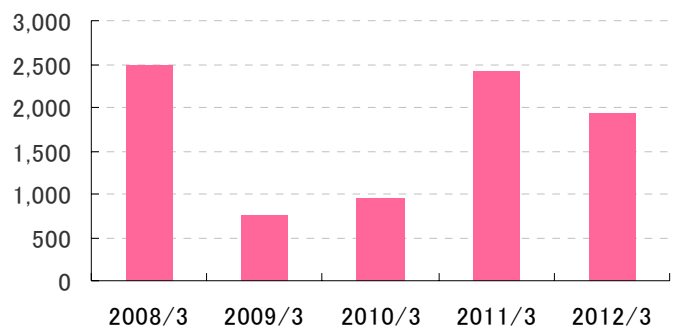
## ◆ Operating Income



## ◆ Ordinary Income



## ◆ Net Income



## II. Consolidated balance sheets

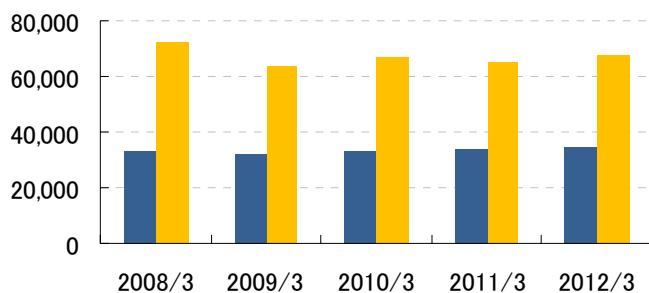
Unit : Millions of yen

	2003/3	2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3	2011/3	2012/3
Current Assets	24,838	27,848	31,556	32,480	35,326	38,825	32,092	36,679	37,613	39,505
Fixed Assets	22,457	23,412	25,610	31,017	33,292	33,537	31,633	30,000	27,600	28,172
Tangible Fixed Assets	14,949	14,071	14,407	14,872	16,839	18,962	19,244	16,847	15,287	16,006
Intangible Fixed Assets	616	736	678	892	1,242	1,180	970	764	606	398
Investments and Other Assets	6,892	8,604	10,524	15,253	15,209	13,394	11,418	12,388	11,706	11,767
<b>Total Assets</b>	<b>47,295</b>	<b>51,260</b>	<b>57,167</b>	<b>63,498</b>	<b>68,618</b>	<b>72,362</b>	<b>63,726</b>	<b>66,680</b>	<b>65,214</b>	<b>67,677</b>
Current Liabilities	19,110	17,088	18,403	19,983	24,645	23,820	18,188	21,469	26,371	29,578
Non-Current Liabilities	9,247	13,508	12,783	10,513	10,349	15,726	13,122	12,424	5,241	3,256
<b>Total Liabilities</b>	<b>28,357</b>	<b>30,597</b>	<b>31,186</b>	<b>30,496</b>	<b>34,994</b>	<b>39,546</b>	<b>31,311</b>	<b>33,893</b>	<b>31,612</b>	<b>32,834</b>
Shareholders' Equity										
Common Stock	6,282	6,282	8,694	10,435	-	-	-	-	-	-
Capital Surplus	4,798	4,798	7,208	8,947	-	-	-	-	-	-
Retained Earnings	6,923	7,216	7,557	8,745	-	-	-	-	-	-
Net Unrealized Holding Gains on Securities	1,038	2,476	2,645	5,025	-	-	-	-	-	-
Treasury Stock	-105	-110	-124	-151	-	-	-	-	-	-
<b>Net Assets</b>										
Common Stock	-	-	-	-	10,488	10,644	10,882	10,882	10,882	10,882
Capital Surplus	-	-	-	-	9,000	9,156	9,394	9,394	9,394	9,394
Retained Earnings	-	-	-	-	9,968	11,754	11,838	11,998	13,773	14,923
Treasury Stock	-	-	-	-	-161	-177	-201	-778	-1,647	-1,648
Other Comprehensive Income	-	-	-	-	4,317	1,403	437	1,217	1,128	1,224
Stock Acquisition Rights	-	-	-	-	8	34	64	72	70	66
<b>Total Net Assets</b>	<b>18,937</b>	<b>20,663</b>	<b>25,980</b>	<b>33,001</b>	<b>33,623</b>	<b>32,816</b>	<b>32,414</b>	<b>32,786</b>	<b>33,601</b>	<b>34,843</b>
<b>Total Liabilities and Net Assets</b>	<b>47,295</b>	<b>51,260</b>	<b>57,167</b>	<b>63,498</b>	<b>68,618</b>	<b>72,362</b>	<b>63,726</b>	<b>66,680</b>	<b>65,214</b>	<b>67,677</b>

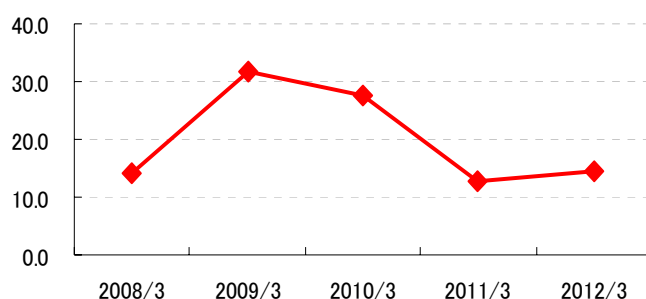
# III. Main management index

<Consolidated>	2003/3	2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3	2011/3	2012/3
Net assets (Millions of yen)	18,937	20,663	25,980	33,001	33,623	32,816	32,414	32,786	33,601	34,843
Total assets (Millions of yen)	47,295	51,260	57,167	63,498	68,618	72,362	63,726	66,680	65,214	67,677
Net assets per share (yen)	238.95	260.82	268.83	304.89	310.03	299.56	291.65	301.75	318.11	329.94
Earnings per share (yen)	0.96	7.70	10.13	16.51	18.23	22.80	6.76	8.59	22.47	18.41
Fully diluted earnings per share (yen)	-	7.68	10.09	16.10	18.10	21.01	5.91	7.60	19.82	17.90
Shareholder's equity ratio (%)	40.0	40.3	45.4	52.0	49.0	45.3	50.8	49.1	51.4	51.4
Return on equity (%)	0.6	3.2	4.0	5.9	5.9	7.5	2.3	2.9	7.3	5.7
Price earnings ratio (%)	202.1	38.1	34.2	28.8	22.2	14.3	31.8	27.6	12.7	14.4
Cash flows from operating activities (Millions of yen)	2,539	1,323	2,928	2,520	2,801	3,404	4,217	7,012	5,370	3,950
Cash flows from investing activities (Millions of yen)	-2,411	-1,037	-3,314	-3,683	-5,316	-8,155	-4,290	-1,510	-1,312	-2,340
Cash flows from financing activities (Millions of yen)	-1,303	1,313	1,658	-738	1,610	6,798	-787	-3,363	-4,726	-1,385
Cash and cash equivalents at end of year (Millions of yen)	3,463	5,062	6,335	4,434	3,557	5,527	4,437	6,522	5,764	5,881
Number of employees	732	722	717	708	716	718	745	748	761	755

■ Net assets    ■ Total assets



Price earning ratio



<Single Entity>	2003/3	2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3	2011/3	2012/3
Net assets (Millions of yen)	18,899	20,530	25,773	32,577	32,992	32,010	31,266	31,474	31,615	32,553
Total assets (Millions of yen)	43,323	47,400	52,633	58,364	62,755	67,204	59,127	61,181	57,859	60,526
Net assets per share (yen)	238.46	259.13	266.69	300.96	304.20	292.20	281.29	289.65	299.27	308.21
Earnings per share (yen)	0.81	6.73	9.30	14.50	16.29	20.47	3.53	6.17	16.15	15.54
Dividend per share (yen)	4.00	4.00	5.00	6.00	6.00	6.00	6.00	6.00	7.00	7.00
Fully diluted earnings per share (yen)	-	6.71	9.26	14.14	16.17	18.86	3.08	5.45	14.25	15.10
Shareholder's equity ratio (%)	43.6	43.3	49.0	55.8	52.6	47.6	52.8	51.3	54.5	53.7
Return on equity (%)	0.5	2.9	3.7	5.2	5.4	6.9	1.2	2.2	5.5	5.0
Price earnings ratio (%)	239.5	43.5	37.2	32.8	24.9	15.9	60.9	38.4	17.6	17.1
Dividend payout ratio (%)	492.0	59.4	53.8	41.4	36.8	29.3	170.0	97.3	43.3	45.0
Number of employees	616	608	595	603	607	608	576	532	527	531

## IV. Segment information

### ◆ Net Sales

Unit : Millions of yen

Accounting period	2008/3	2009/3	2010/3	2011/3	2012/3
Basic Chemical Products	41,094	39,023	34,689	38,098	38,977
Functional Chemical Products	27,767	25,343	26,063	29,827	27,271
Housing Facilities and others	9,367	12,360	11,650	12,831	16,240

### ◆ Operating income

Unit : Millions of yen

Accounting period	2008/3	2009/3	2010/3	2011/3	2012/3
Basic Chemical Products	2,803	2,652	2,574	2,803	2,598
Functional Chemical Products	2,364	111	595	2,669	2,441
Housing Facilities and others	81	345	-7	167	171

### ◆ Operating income ratio

Unit : Millions of yen

Accounting period	2008/3	2009/3	2010/3	2011/3	2012/3
Basic Chemical Products	6.8	6.8	7.4	7.4	6.7
Functional Chemical Products	8.5	0.4	2.3	8.9	9.0
Housing Facilities and others	0.9	2.8	-0.1	1.3	1.1

\* From the year ended March 31, 2010, the company reclassified its business segment information in accordance with new segment accounting standard.

# V. Consolidated cash flows and capital investment

&lt;Consolidated&gt;

Unit : Millions of yen

Accounting period	2008/3	2009/3	2010/3	2011/3	2012/3
Cash and cash equivalents at beginning of year	3,557	5,527	4,437	6,522	5,764
Operating activities	3,404	4,217	7,012	5,370	3,950
Investing activities	-8,155	-4,290	-1,510	-1,312	-2,340
Free cash flows	-4,751	-73	5,502	4,058	1,610
Financing activities	6,798	-787	-3,363	-4,726	-1,385
Cash and cash equivalents at end of year	5,527	4,437	6,522	5,764	5,881

Depreciation	3,025	3,448	3,386	3,008	2,770
Capital expenditures	5,908	4,614	2,040	1,279	3,532
Research and development expenses	1,666	1,737	1,570	1,549	1,550





**DAISO CO., LTD.**

