

## Consolidated Financial Results for the Fiscal Year Ended March 31, 2009

Company name: **Yamada Denki Co., Ltd.**  
 Listing: The Tokyo Stock Exchange  
 Stock code: 9831  
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Scheduled date of ordinary general meeting of shareholders: June 26, 2009  
 Scheduled date to commence dividend payments: June 29, 2009  
 Scheduled date to file annual securities report: June 26, 2009

(Millions of yen with fractional amounts discarded, unless otherwise noted)

### 1. Consolidated performance for the fiscal year ended March 31, 2009 (from April 1, 2008 to March 31, 2009)

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended								
March 31, 2009	1,871,828	5.9	49,522	(24.3)	64,604	(20.9)	33,207	(32.5)
March 31, 2008	1,767,818	22.5	65,424	17.8	81,652	13.8	49,174	13.3

	Net income per share	Diluted net income per share	Net income/equity	Ordinary income/total assets	Operating income/net sales
Fiscal year ended	Yen	Yen	%	%	%
March 31, 2009	353.32	352.47	9.8	8.5	2.6
March 31, 2008	511.83	509.90	15.9	12.6	3.7

Reference: Equity in earnings of affiliates  
 For the year ended March 31, 2009: None  
 For the year ended March 31, 2008: None

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	Millions of yen	Millions of yen	%	Yen
March 31, 2009	778,489	356,452	45.4	3,757.06
March 31, 2008	750,213	326,937	43.1	3,443.63

Reference: Equity  
 As of March 31, 2009: 353,208 million yen  
 As of March 31, 2008: 323,538 million yen

### (3) Consolidated cash flows

	Net cash provided by (used in) operating activities	Net cash provided by (used in) investing activities	Net cash provided by (used in) financing activities	Cash and cash equivalents at end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
March 31, 2009	50,498	(67,347)	(307)	47,956
March 31, 2008	26,934	(123,305)	120,569	65,029

### 2. Cash dividends

Record date	Cash dividends per share					Total cash dividends (full year)	Dividend payout ratio (consolidated)	Ratio of dividends to net assets (consolidated)
	First quarter	Second quarter	Third quarter	Fiscal year-end	Annual			
Fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
March 31, 2008	–	–	–	33.00	33.00	3,100	6.4	1.0
March 31, 2009	–	–	–	33.00	33.00	3,102	9.3	0.9
Fiscal year ending March 31, 2010 (Forecast)	–	–	–	33.00	33.00		7.2	

### 3. Consolidated earnings forecasts for the fiscal year ending March 31, 2010 (from April 1, 2009 to March 31, 2010)

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending September 30, 2009	885,000	(3.7)	22,220	(25.2)	28,600	(22.5)	15,000	(26.9)	159.55
Fiscal year ending March 31, 2010	1,908,000	1.9	69,600	40.5	81,700	26.5	43,300	30.4	460.58

#### 4. Others

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
  
- (2) Changes in accounting policies, procedures, and methods of presentation for preparing the consolidated financial statements (changes described in the section of “Changes in significant matters forming the basis of preparing the consolidated financial statements”)
  - a. Changes due to revisions to accounting standards and other regulations: Yes
  - b. Changes due to other reasons: None
  
- (3) Number of issued shares (common stock)
  - a. Total number of issued shares at the year end (including treasury stock)

As of March 31, 2009	96,450,384 shares
As of March 31, 2008	96,391,142 shares
  - b. Number of treasury stock at the year end

As of March 31, 2009	2,438,605 shares
As of March 31, 2008	2,438,495 shares

(Note) For the number of shares as a basis of calculating consolidated net income per share, please refer to “Per share information” on page 16.

#### \* Proper use of earnings forecasts, and other special matters

The forward-looking statements mentioned above are based on information currently available to the Company and may include uncertainties. Actual business and other results may differ due to factors such as changes in the business environment.

## 1. Operating results

### (1) Analysis of operating results

Since the financial crisis that followed in the wake of the U.S. subprime loan crisis quickly spread to international markets, Japanese corporate earnings were also affected by the substantial fall in stock prices as well as the volatility in the foreign exchange market. This resulted in a tighter job market and income conditions in addition to a decline in consumer spending. As a result, Japan experienced unprecedented adverse market conditions.

The consumer electric appliance retail industry was also affected by the economic deterioration. Consumers refrained from spending and elected instead to save money rather than making new purchases. The entire market segment experienced a significant downturn.

Sales of imaging related items, especially large-flat-panel televisions (LCD and PDP) and blue-ray recorders, managed to maintain steady growth. The nationwide ecological campaign stimulated consumers into replacing their so-called “white appliances,” especially refrigerators and washing machines, and their sales continued to be favorable. The boiling hot summer also boosted demand for seasonal items such as air conditioners. Meanwhile, sales of the following products were sluggish: cooking appliances, health-related appliances, personal care products, personal computers and related products, cell phones, digital cameras and game/entertainment products.

In response to such conditions, the Group began to focus on the following operational reforms beginning in the second half of the fiscal year.

#### 1. Retail Store Efficiency Improvement

- (1) Retail store allocation development/improvement by establishing main stores under the “scrap-and-build” strategy and building an efficient network with existing satellite stores (optimization/maximization of investment costs for construction);
- (2) Optimization and maximization of manpower and staff skill allocation for rationalizing and streamlining storefront services (improvement in productivity);
- (3) Optimization of balance of volume of sales, inventory and number of customers by improving convenience, services and product selection.

#### 2. Cash Flow Improvement

- (1) Improvement in inventory efficiency by determining base items for each store and quantity for each product (inventory minimization);
- (2) Systemization of careful selection of inventory to improve ratio of gross profit to inventory investment (gross margin improvement);
- (3) Optimization of inventory by improving logistics system (inventory minimization).

#### 3. Cost Reduction

- (1) Optimization and maximization of point-based sales promotions
  - (i) Sales, gross margin ratio, point accumulation, point redemption;
- (2) Reduction of labor costs by reviewing and establishing guidelines for the allocation of manpower for direct operations, indirect operations and part-time jobs;
- (3) Reduction of advertising expenses by reviewing efficiency against 100% trading area coverage.

The Group has achieved good results especially with regard to improvements in cash flow. Operating cash flow was drastically improved and inventory turnover was 12 times during the fiscal year (for Yamada Denki Co., Ltd. itself).

With the management slogan “Promoting a Return to Basics and Improvement Ideas Through ‘Appreciation and Trust’-Year 1,” we intend to undertake management in which all employees are actively involved. Accordingly, we introduced and actively promoted our system to boost operational efficiency and problem solving in daily operations as well as management.

We also continued with our ongoing business improvement approaches such as those related to

increasing customer satisfaction by enhancing employee training, promoting development of the large-scale urban retail store LABI, reinvigorating existing stores, developing franchise partners in small-scale trade areas to establish community-based retail stores, promoting eco-friendly appliances and intensifying CSR (Corporate Social Responsibility) activities.

We implemented our CSR activities concentrating on four core categories: compliance, labor issues, environmental issues and improvement in customer satisfaction, and released our “CSR Report.” This report explains the progress we achieved and the results of our CSR activities including holding weekly CSR Committee meetings, various study sessions and quarterly round table talks with outside experts, enhancing child-support programs (to acquire the “Kurumin” certificate), reducing overtime, increasing customer satisfaction by intensifying employee training, employing green energy (first in Japan), using environment-conscious plastic bags and fund-raising for large-scale disaster-stricken areas.

(Please refer to our website at <http://www.yamada-denki.jp/csr/index.html>.)

In our marketing efforts, we promoted imaging related items during the year-end sale period and in time for the Beijing Olympics, popularized eco-friendly products and emphasized our point-based sales promotions in order to attract consumers to our stores and to encourage loyalty. By fully publicizing economical benefits to customers, we achieved to differentiate ourselves from peers in the sector. Furthermore, we stepped up our efforts in improving our customers’ convenience and increasing the number of visits by offering various products at GMS (general merchandising stores) under the brand name of ELENDA, and other non-electronics items, such as drugs and beverages at our existing electronics stores, so that we would be able to respond to complex and diversifying customer needs.

With regard to store development, we opened 6 LABI stores (urban large-scale stores) including the LABI Tsudanuma store and 37 Tecc Land stores (suburban stores) including the Tecc Land Hirakata store, closed 18 stores including the consumer electronics store and the PC store operated by Tecc Land Takasaki in line with our scrap-and-build policy and expanded retail space for both Tecc Land Takamatsu-Kasuga and Tecc Land Kanazawa main store. We also transformed 3 Matsuya Denki stores (subsidiary stores) and 1 Tecc.site store (subsidiary store) into Tecc Land stores. The number of consolidated retail stores at the end of the term stood at 527 (comprising 382 directly managed stores and 145 stores operating as consolidated subsidiaries). The total number of stores including the stores managed by non-consolidated subsidiaries and franchise stores stood at 1,500.

As a result, consolidated sales amounted to ¥1,871,828 million, operating income totaled ¥49,522 million, ordinary income was ¥64,604 million and net income for the fiscal year under review was ¥33,207 million.

## **(2) Analysis of financial position**

### **A. Position of assets, liabilities, and net assets**

Total assets at the end of the fiscal year under review amounted to ¥778,489 million, up ¥28,275 million (3.8%) from the previous year. The major contributing factors are the increase of property, plant and equipment and guarantee deposits in connection with opening of new stores such as opening of 6 urban-type stores LABI in addition to suburbs-type store Tecc Land, and changing to a large-scale store under the scrap-and-built approach. The application of lease accounting standard also increased lease assets. In contrast, the inventories significantly decreased thanks to our efforts to improve the efficiency of inventory management for the purpose of improving cash flows and innovation in our logistic system.

Total liabilities amounted to ¥422,036 million, down ¥1,239 million (-0.3%) from the previous year. It was mainly due to the application of lease accounting standard that increased the lease liabilities, the increase of provision for point card certificates as a result of active point-based sales promotion for the purpose of differentiate ourselves from our competitors, and the efficiency improvement of

inventory management, bringing to the decrease of notes and accounts payable-trade.

Net assets amounted to ¥356,452 million, up ¥29,514 million (9.0%) from the previous year, thanks to the increase of net income. As a result, the equity ratio was 45.4% (up 2.2% compared with the end of the previous fiscal year).

## B. Position of cash flows

As of the end of the fiscal year under review, cash and cash equivalents on a consolidated basis stood at ¥47,956 million, down 17,073 million (-26.3%) compared with the previous year.

The position of cash flows during the fiscal year under review is as follows:

### *Net cash provided by (used in) operating activities*

Net cash provided by operating activities amounted to ¥50,498 million.

This was mainly due to the occurrence of depreciation and amortization cost of ¥22,730 million, non-cash expenditure, the increase of provision for point card certificates of ¥10,500 million, and the decrease of notes and accounts payable-trade of ¥32,557 million that exceeded the large fall of inventories of ¥23,209 million.

### *Net cash provided by (used in) investing activities*

Net cash used in investing activities amounted to ¥67,347 million.

This was mainly due to the expenditure for the purchase of property, plant and equipment in connection with opening of new stores of ¥44,884 million and the payment of guarantee deposits of ¥19,795 million.

### *Net cash provided by (used in) financing activities*

Net cash used in financing activities amounted to ¥307 million.

This was mainly due to the redemption of bonds of ¥7,300 million and repayments of lease obligations of ¥5,669 million, despite the increase of loans by ¥15,762 million.

(Reference) Trends in company cash flow indicators are as shown below.

	Fiscal year ended March 31, 2005	Fiscal year ended March 31, 2006	Fiscal year ended March 31, 2007	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
	Year-end	Year-end	Year-end	Year-end	Year-end
Equity ratio (%)	46.5	54.2	53.8	43.1	45.4
Market value-based equity ratio (%)	124.6	276.7	190.4	107.7	46.6
Interest-bearing debt to cash flows (year)	0.7	2.0	1.6	3.4	2.1
Interest coverage ratio (factor)	74.2	47.0	46.3	13.9	26.9

Equity ratio: equity / total assets

Market value-based equity ratio: market capitalization / total assets

Interest-bearing debt to cash flows: interest-bearing debt / operating cash flows

Interest coverage ratio: operating cash flows / paid interest

\* All indicators are calculated using consolidated-based financial figures.

\* Market capitalization is calculated based on the number of issued shares as of the end of the period (excluding treasury stock).

\* The figure used for operating cash flows is “net cash provided by (used in) operating activities” on the consolidated statements of cash flows for the fiscal year ended March 31, 2009.

\* Interest-bearing debt includes all liabilities recorded on the consolidated balance sheet as of March 31, 2009 on which we paid interest.

**(3) Basic policy on profit distribution and dividends for the fiscal year ended March 31, 2009 and the fiscal year ending March 31, 2010**

In allocating its profits, the Company is most concerned with the stability and continuity of dividend payments to shareholders. At the same time, amid changes in the retail industry, it also believes that internal reserves are indispensable for achieving stable growth through a strengthened corporate structure. To maintain and improve future competitiveness, the Company plans to make effective use of internal reserves in building its base of operations through the allocation to capital investments in new store development and existing store refurbishments, as well as personnel development and various moves aimed at strengthening the Company's finances.

The annual dividend is expected to be ¥33.00 per share for the fiscal year ended March 31, 2009 and the fiscal year ending March 31, 2010.

## 2. Consolidated financial statements

### (1) Consolidated balance sheets

(Millions of yen)

	As of March 31, 2008	As of March 31, 2009
<b>Assets</b>		
Current assets		
Cash and deposits	66,195	49,464
Notes and accounts receivable-trade	34,755	33,740
Inventories	193,506	–
Merchandise and finished goods	–	169,692
Work in process	–	6
Raw materials and supplies	–	918
Deferred tax assets	5,349	9,533
Other	43,186	50,273
Allowance for doubtful accounts	(98)	(82)
Total current assets	342,894	313,548
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	136,750	167,660
Land	99,364	102,107
Lease assets, net	–	15,574
Construction in progress	18,152	9,973
Other, net	8,950	10,355
Total property, plant and equipment	263,218	305,672
Intangible assets	3,860	4,378
Investments and other assets		
Investment securities	20,998	19,893
Guarantee deposits	104,491	114,819
Deferred tax assets	4,670	7,586
Other	10,350	12,861
Allowance for doubtful accounts	(269)	(272)
Total investments and other assets	140,240	154,889
Total noncurrent assets	407,319	464,940
Total assets	750,213	778,489

(Millions of yen)

	As of March 31, 2008	As of March 31, 2009
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable-trade	90,668	58,111
Short-term loans payable	–	9,212
Lease obligations	–	5,938
Income taxes payable	17,537	17,721
Provision for bonuses	2,674	3,017
Provision for directors' bonuses	117	136
Provision for point card certificates	7,200	17,700
Other	63,298	61,695
Total current liabilities	181,496	173,533
Noncurrent liabilities		
Bonds payable	151,277	140,274
Long-term loans payable	66,619	73,001
Lease obligations	–	10,661
Provision for retirement benefits	5,721	6,053
Provision for directors' retirement benefits	2,471	2,578
Provision for product warranties	4,762	6,666
Other	10,928	9,268
Total noncurrent liabilities	241,779	248,503
Total liabilities	423,276	422,036
Net assets		
Shareholders' equity		
Capital stock	70,595	70,701
Capital surplus	70,513	70,620
Retained earnings	204,864	234,971
Treasury stock	(23,043)	(23,044)
Total shareholders' equity	322,930	353,249
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	608	(40)
Total valuation and translation adjustments	608	(40)
Minority interests	3,398	3,243
Total net assets	326,937	356,452
Total liabilities and net assets	750,213	778,489

**(2) Consolidated statements of income**

(Millions of yen)

	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
Net sales	1,767,818	1,871,828
Cost of sales	1,377,312	1,399,873
Gross profit	390,505	471,954
Selling, general and administrative expenses	325,080	422,432
Operating income	65,424	49,522
Non-operating income		
Interest income	977	1,195
Purchase discounts	12,522	8,767
Gain on bond retirement	–	2,700
Other	5,244	5,171
Total non-operating income	18,745	17,834
Non-operating expenses		
Interest expenses	1,934	1,892
Loss on valuation of derivatives	113	550
Other	469	309
Total non-operating expenses	2,517	2,752
Ordinary income	81,652	64,604
Extraordinary income		
Gain on sales of noncurrent assets	66	0
Surrender value of insurance	144	30
Penalty income from breach of leasehold contracts	–	12
Reversal of allowance for doubtful accounts	–	6
Other	55	16
Total extraordinary income	266	65
Extraordinary loss		
Loss on disposal of noncurrent assets	203	862
Provision of allowance for doubtful accounts	271	–
Loss on refund and cancellation of guarantee deposits	42	45
Impairment loss	84	189
Loss on valuation of investment securities	115	3,183
Directors' retirement benefits	143	80
Other	178	425
Total extraordinary losses	1,039	4,786
Income before income taxes and minority interests	80,880	59,883
Income taxes-current	30,711	32,443
Income taxes for prior periods	89	964
Income taxes-deferred	703	(6,707)
Total income taxes	31,504	26,700
Minority interests in income (loss)	201	(24)
Net income	49,174	33,207

**(3) Consolidated statements of changes in net assets**

(Millions of yen)

	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
Shareholders' equity		
Capital stock		
Balance at the end of previous period	68,930	70,595
Changes of items during the period		
Issuance of new shares	1,664	106
Total changes of items during the period	1,664	106
Balance at the end of current period	70,595	70,701
Capital surplus		
Balance at the end of previous period	68,849	70,513
Changes of items during the period		
Issuance of new shares	1,664	106
Total changes of items during the period	1,664	106
Balance at the end of current period	70,513	70,620
Retained earnings		
Balance at the end of previous period	158,459	204,864
Changes of items during the period		
Dividends from surplus	(2,768)	(3,100)
Net income	49,174	33,207
Total changes of items during the period	46,405	30,106
Balance at the end of current period	204,864	234,971
Treasury stock		
Balance at the end of previous period	(98)	(23,043)
Changes of items during the period		
Purchase of treasury stock	(22,945)	(0)
Total changes of items during the period	(22,945)	(0)
Balance at the end of current period	(23,043)	(23,044)
Total shareholders' equity		
Balance at the end of previous period	296,140	322,930
Changes of items during the period		
Issuance of new shares	3,329	213
Dividends from surplus	(2,768)	(3,100)
Net income	49,174	33,207
Purchase of treasury stock	(22,945)	(0)
Total changes of items during the period	26,789	30,319
Balance at the end of current period	322,930	353,249

(Millions of yen)

	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
Valuation and translation adjustments		
Valuation difference on available-for-sale securities		
Balance at the end of previous period	191	608
Changes of items during the period		
Net changes of items other than shareholders' equity	416	(648)
Total changes of items during the period	416	(648)
Balance at the end of current period	608	(40)
Total valuation and translation adjustments		
Balance at the end of previous period	191	608
Changes of items during the period		
Net changes of items other than shareholders' equity	416	(648)
Total changes of items during the period	416	(648)
Balance at the end of current period	608	(40)
Minority interests		
Balance at the end of previous period	3,203	3,398
Changes of items during the period		
Net changes of items other than shareholders' equity	195	(155)
Total changes of items during the period	195	(155)
Balance at the end of current period	3,398	3,243
Total net assets		
Balance at the end of previous period	299,536	326,937
Changes of items during the period		
Issuance of new shares	3,329	213
Dividends from surplus	(2,768)	(3,100)
Net income	49,174	33,207
Purchase of treasury stock	(22,945)	(0)
Net changes of items other than shareholders' equity	611	(804)
Total changes of items during the period	27,401	29,514
Balance at the end of current period	326,937	356,452

**(4) Consolidated statements of cash flows**

(Millions of yen)

	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	80,880	59,883
Depreciation and amortization	12,818	22,730
Amortization of goodwill	(527)	(952)
Increase (decrease) in provision for retirement benefits	863	331
Increase (decrease) in provision for directors' retirement benefits	107	107
Increase (decrease) in provision for bonuses	624	343
Increase (decrease) in provision for directors' bonuses	0	18
Increase (decrease) in allowance for doubtful accounts	(179)	(13)
Increase (decrease) in provision for point card certificates	(5,595)	10,500
Increase (decrease) in provision for product warranties	1,598	1,904
Interest and dividends income	(1,009)	(1,357)
Interest expenses	1,934	1,892
Foreign exchange losses (gains)	198	(82)
Bond issuance cost	124	–
Gain on redemption of bonds	–	(2,700)
Loss (gain) on valuation of investment securities	115	3,183
Loss (gain) on disposal of noncurrent assets	45	838
Loss (gain) on sales of noncurrent assets	(66)	(0)
Impairment loss	84	189
Loss (gain) on valuation of derivatives	113	550
Loss on refund and cancellation of guarantee deposits	42	45
Decrease (increase) in notes and accounts receivable-trade	(12,274)	1,014
Decrease (increase) in inventories	(27,671)	23,209
Increase (decrease) in notes and accounts payable-trade	3,035	(32,557)
Increase (decrease) in accrued consumption taxes	(1,330)	2,293
Decrease (increase) in other current assets	(245)	(2,833)
Increase (decrease) in other current liabilities	3,057	(4,287)
Other, net	602	1,184
Subtotal	57,346	85,440
Interest and dividends income received	232	632
Interest expenses paid	(1,938)	(1,873)
Income taxes paid	(28,706)	(33,700)
Net cash provided by (used in) operating activities	26,934	50,498

(Millions of yen)

	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
Net cash provided by (used in) investing activities		
Payments into time deposits	(1,080)	(416)
Proceeds from withdrawal of time deposits	38	74
Proceeds from sale of mortgage securities	500	–
Purchase of investment securities	(10,208)	(1,703)
Proceeds from sales of investment securities	124	47
Payments for investments in capital	(0)	–
Collection of investments in capital	0	6
Purchase of stocks of subsidiaries and affiliates	(5,740)	(1,584)
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	5,912	–
Payments of loans receivable	(8,800)	(5,262)
Collection of loans receivable	774	534
Purchase of property, plant and equipment	(91,704)	(44,884)
Purchase of intangible assets	(476)	(832)
Payments for guarantee deposits	(18,863)	(19,795)
Proceeds from collection of guarantee deposits	6,400	7,000
Other, net	(181)	(529)
Net cash provided by (used in) investing activities	(123,305)	(67,347)
Net cash provided by (used in) financing activities		
Increase in short-term loans payable	1,278,654	875,758
Decrease in short-term loans payable	(1,290,966)	(872,453)
Proceeds from long-term loans payable	19,650	32,550
Repayment of long-term loans payable	(11,277)	(20,093)
Redemption of bonds	–	(7,300)
Purchase of treasury stock	(22,945)	(0)
Cash dividends paid	(2,766)	(3,095)
Cash dividends paid to minority shareholders	(2)	(3)
Proceeds from issuance of bonds	150,223	–
Repayments of lease obligations	–	(5,669)
Net cash provided by (used in) financing activities	120,569	(307)
Effect of exchange rate change on cash and cash equivalents	(198)	82
Net increase (decrease) in cash and cash equivalents	24,000	(17,073)
Cash and cash equivalents at beginning of period	41,029	65,029
Cash and cash equivalents at end of period	65,029	47,956

### 3. Notes on premise of going concern

No items to report

### 4. Additional information

Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
The Company has changed its accounting policy regarding incentive income on mobile phone sales due to the increase of amount materiality and more appropriate disclosure. From the fiscal year ended March 31, 2008, the Company and its consolidated subsidiaries record the incentive income as net sales, although the Company and its consolidated subsidiaries recorded as the reduction of cost of sales (purchase rebates until last year), as well as other household electric appliance retail sales. As a result of the change, net sales and cost of sales increased by ¥99,952 million.	

### 5. Segment information

Fiscal year ended March 31, 2008 (from April 1, 2007 to March 31, 2008), fiscal year ended March 31, 2009 (from April 1, 2008 to March 31, 2009)

#### 1) Information by business segment

The Company and its consolidated subsidiaries primarily operate in the home electrical appliance retail market.

Information by business segment is not disclosed because the proportion of net sales, operating income and the amount of assets derived from the above business segment exceeded 90% of the total.

#### 2) Information by geographic area

Information by geographic area is not disclosed because there were no consolidated subsidiaries and important branches outside Japan.

#### 3) Overseas sales information

Overseas sales information is not disclosed because there were no overseas sales.

## 6. Per share information

(Yen)

Fiscal year ended March 31, 2008		Fiscal year ended March 31, 2009	
Net assets per share	3,443.63	Net assets per share	3,757.06
Basic net income per share	511.83	Basic net income per share	353.32
Diluted net income per share	509.90	Diluted net income per share	352.47

Note: Basis for calculating basic net income per share and diluted net income per share is shown below.

(Millions of yen, unless otherwise stated)

	Fiscal year ended March 31, 2008	Fiscal year ended March 31, 2009
Basic net income per share		
Net income as shown on the statements of income	49,174	33,207
Net income not attributable to common shareholders	-	-
Net income related to common stock	49,174	33,207
Average number of common stock outstanding during the year (Unit: thousands of shares)	96,075	93,985
Diluted net income per share		
Net income adjustments	-	-
Increase in number of common stock (Unit: thousands of shares)	362	226
(Including number of bonds with subscription rights to shares)	(362)	(226)
Overview of potential shares and conditional issuable potential shares not included in the calculation of the diluted net income per share because of the lack of dilution effects	2 types of subscription rights to shares (euro-yen convertible bonds due in 2013 (70,000 subscription rights to shares with a total face value of ¥70 billion), euro-yen convertible bonds due in 2015 (80,000 subscription rights to shares with a total face value of ¥80 billion))	2 types of subscription rights to shares (euro-yen convertible bonds due in 2013 (70,000 subscription rights to shares with a total face value of ¥70 billion), euro-yen convertible bonds due in 2015 (70,000 subscription rights to shares with a total face value of ¥70 billion))

## 7. Significant subsequent events

No items to report

## 8. Other information

### Sales by product

(Millions of yen)

Products		Fiscal year ended March 31, 2008		Fiscal year ended March 31, 2009		Change	
		Amount	(%)	Amount	(%)	Amount	(%)
Household electric appliances	Color televisions	282,891	16.0	343,677	18.4	60,786	21.5
	Video/DVD players	101,324	5.7	127,022	6.8	25,698	25.4
	Audio equipment	53,097	3.0	56,557	3.0	3,460	6.5
	Refrigerators	86,622	4.9	97,689	5.2	11,067	12.8
	Washing machines	67,605	3.8	73,045	3.9	5,440	8.0
	Cooking appliances	61,461	3.5	64,456	3.4	2,995	4.9
	Air conditioners	80,163	4.6	89,462	4.8	9,299	11.6
	Other home cooling and heating equipment	30,086	1.7	31,363	1.7	1,277	4.2
	Others	265,538	15.0	276,785	14.8	11,247	4.2
	Subtotal	1,028,792	58.2	1,160,062	62.0	131,270	12.8
Home information appliances	Personal computers	214,846	12.2	217,779	11.6	2,933	1.4
	PC peripheral equipment	139,082	7.9	143,118	7.6	4,036	2.9
	PC software	12,795	0.7	12,813	0.7	18	0.1
	Telephones/fax machines	12,937	0.7	11,225	0.6	(1,712)	(13.2)
	Mobile phones	126,018	7.1	94,381	5.0	(31,637)	(25.1)
	Others	55,132	3.1	59,229	3.2	4,096	7.4
		Subtotal	560,813	31.7	538,547	28.7	(22,266)
Other products	Audio and visual software and books	138,811	7.9	126,864	6.8	(11,947)	(8.6)
	Others	39,400	2.2	46,353	2.5	6,953	17.6
		Subtotal	178,212	10.1	173,218	9.3	(4,994)
Total		1,767,818	100.0	1,871,828	100.0	104,010	5.9