

## Entity information

Mar 2013

| Company information                                |   |
|--|---|
| FASF member mark                                   | true  |
| Document name                                      | 決算短信〔日本基準〕<br>(連結)  |
| Filing date  | 2013-05-14  |
| Company name                                       | 藤井産業株式会社  |
| Stock exchange listings                            |   |
| Tokyo  | -   |
| Tokyo 1st section                                  | -   |
| Tokyo 2nd section                                  | -   |
| Tokyo Mothers                                      | -   |
| Tokyo Others                                       | -   |
| Osaka  | true  |
| Osaka 1st section                                  | -   |
| Osaka 2nd section                                  | -   |
| Osaka JASDAQ                                       | true  |
| Osaka Others                                       | -   |
| Nagoya   | -   |
| Nagoya 1st section                                 | -   |
| Nagoya 2nd section                                 | -   |
| Nagoya Centrex                                     | -   |
| Nagoya Others                                      | -   |
| Sapporo  | -   |
| Sapporo  | -   |
| Sapporo Ambitious                                  | -   |
| Sapporo Others                                     | -   |
| Fukuoka  | -   |
| Fukuoka  | -   |
| Fukuoka Q-Board                                    | -   |
| Fukuoka Others                                     | -   |
| Green Sheet  | -   |
| Japan Securities Dealers Association               | -   |
| Securities code                                    | 99060   |
| URL  | <a href="http://www.fujii.co.jp/">http://www.fujii.co.jp/</a> |
| Business category                                  |   |
| General Business                                   | true  |
| Specific Business                                  | -   |
| Fiscal Year End                                    | 2013-03-31  |
| Representative                                     |   |
| Title  | 代表取締役社長   |
| Name   | 藤井 昌一   |
| Inquiries  |   |
| Title  | 常務取締役社長室長   |
| Name   | 秋本 榮一   |
| Tel  | 028-662-6018  |
| Other  |   |
| Date of general shareholders' meeting (as planned) | 2013-06-26  |
| Dividend payable date (as planned)                 | 2013-06-27  |
| Annual securities report filing date (as planned)  | 2013-06-27  |
| Supplemental material of annual results            | -   |
| Way of getting                                     | -   |
| Convening briefing of annual results               | -   |
| Target audience                                    | -   |
| Note to fraction processing method                 | (百万円未満切捨て)  |

## Consolidated information

(in millions of yens)

|  | Mar 2014 | Sep 2013 | Mar 2013 | Mar 2012 |
|--|----------|----------|----------|----------|
| Consolidated information                           |          |          |          |          |
| Consolidated financial results                     |          |          |          |          |
| Consolidated operating results                     |          |          |          |          |
| Consolidated income statements information         |          |          |          |          |
| Net sales  |          |          |          |          |
| Net sales  |          |          | 55,767   | 52,316   |
| % change in net sales                              |          |          | 0.066    | 0.070    |
| Operating income                                   |          |          |          |          |
| Operating income                                   |          |          | 1,220    | 453      |
| % change in operating income                       |          |          | 1.694    | 1.024    |
| Ordinary income                                    |          |          |          |          |
| Ordinary income                                    |          |          | 1,552    | 822      |
| % change in ordinary income                        |          |          | 0.886    | 0.460    |
| Net income   |          |          |          |          |
| Net income   |          |          | 850      | 73       |
| % change in net income                             |          |          | 10.505   | -0.781   |
| Note to consolidated income statements information |          |          |          |          |
| Comprehensive income                               |          |          |          |          |
| Comprehensive income                               |          |          | 951      | 64       |
| Change in comprehensive income                     |          |          | 13.764   | -0.870   |
| Other consolidated operating results               |          |          |          |          |
| Net income per share                               |          |          | 98.11    | 8.53     |
| Diluted net income per share                       |          |          | -        | -        |
| Net income to shareholders' equity ratio           |          |          | 0.064    | 0.006    |
| Ordinary income to total assets ratio              |          |          | 0.048    | 0.027    |
| Operating income to net sales ratio                |          |          | 0.022    | 0.009    |
| Note to consolidated operating results             |          |          |          |          |
| Investment profit (loss) on equity method          |          |          | 24       | 22       |
| Note to consolidated operating results             |          |          | -        |          |
| Consolidated financial positions                   |          |          |          |          |
| Total assets                                       |          |          | 34,150   | 30,752   |
| Net assets   |          |          | 14,924   | 14,052   |
| Capital adequacy ratio                             |          |          | 0.404    | 0.422    |
| Net assets per share                               |          |          | 1593.36  | 1495.81  |
| Note to consolidated financial positions           |          |          |          |          |
| Owner's equity                                     |          |          | 13,811   | 12,965   |
| Note to consolidated financial positions           |          |          | -        |          |
| Consolidated cash flows                            |          |          |          |          |
| Cash flows from operating activities               |          |          | 2,057    | 956      |
| Cash flows from investing activities               |          |          | -2,279   | -407     |
| Cash flows from financing activities               |          |          | 280      | -24      |
| Cash and equivalents, end of period                |          |          | 5,289    | 5,230    |
| Note to consolidated cash flows                    |          |          |          |          |
| Note to consolidated cash flows                    |          |          | -        |          |
| Note to consolidated financial results             |          |          |          |          |
| Note to consolidated financial results             |          |          | -        |          |
| Dividends  |          |          |          |          |
| Dividend per share                                 |          |          |          |          |
| First quarter                                      |          |          |          |          |
| Result   |          |          | -        | -        |
| Forecast   | -        |          |          |          |
| Forecast (upper)                                   | -        |          |          |          |
| Forecast (lower)                                   | -        |          |          |          |
| Second quarter                                     |          |          |          |          |
| Result   |          |          | 4.00     | 4.00     |
| Forecast   | 6.00     |          |          |          |
| Forecast (upper)                                   | -        |          |          |          |
| Forecast (lower)                                   | -        |          |          |          |
| Third quarter                                      |          |          |          |          |
| Result   |          |          | -        | -        |
| Forecast   | -        |          |          |          |
| Forecast (upper)                                   | -        |          |          |          |

|  |  |        |       |
|--|--|--------|-------|
| Forecast (lower)   | -  |        |       |
| Fiscal year end  |  |        |       |
| Result   |  | 16.00  | 4.00  |
| Forecast   | 14.00  |        |       |
| Forecast (upper)   | -  |        |       |
| Forecast (lower)   | -  |        |       |
| Total  |  |        |       |
| Result   |  | 20.00  | 8.00  |
| Forecast   | 20.00  |        |       |
| Forecast (upper)   | -  |        |       |
| Forecast (lower)   | -  |        |       |
| Total dividend paid  |  |        |       |
| Total dividend paid  |  | 173    | 69    |
| Payout ratio (consolidated)  |  |        |       |
| Payout ratio   |  | 0.204  | 0.938 |
| Payout ratio   | 0.193  |        |       |
| Ratio of total amount of dividends to net assets<br>(consolidated)   |  |        |       |
| Ratio of total amount of dividends to net assets   |  | 0.013  | 0.005 |
| Note to dividends  |  |        |       |
| Note to dividends  |  | -      |       |
| Consolidated forecasts   |  |        |       |
| Title for consolidated forecasts   | 3. 平成26年 3月期の<br>連結業績予想(平成2<br>5年 4月 1日～平成26<br>年 3月31日) |        |       |
| Preamble to consolidated forecasts   |  |        |       |
| Preamble to consolidated forecasts   | -  |        |       |
| Main table of consolidated forecasts   |  |        |       |
| Net sales  |  |        |       |
| Forecast   | 57,700   | 27,500 |       |
| Forecast (upper)   | -  | -      |       |
| Forecast (lower)   | -  | -      |       |
| % change (forecast)  | 0.035  | 0.073  |       |
| % change (forecast-upper)  | -  | -      |       |
| % change (forecast-lower)  | -  | -      |       |
| Operating income   |  |        |       |
| Forecast   | 1,400  | 500    |       |
| Forecast (upper)   | -  | -      |       |
| Forecast (lower)   | -  | -      |       |
| % change (forecast)  | 0.147  | 0.166  |       |
| % change (forecast-upper)  | -  | -      |       |
| % change (forecast-lower)  | -  | -      |       |
| Ordinary income  |  |        |       |
| Forecast   | 1,700  | 700    |       |
| Forecast (upper)   | -  | -      |       |
| Forecast (lower)   | -  | -      |       |
| % change (forecast)  | 0.095  | 0.108  |       |
| % change (forecast-upper)  | -  | -      |       |
| % change (forecast-lower)  | -  | -      |       |
| Net income   |  |        |       |
| Forecast   | 900  | 370    |       |
| Forecast (upper)   | -  | -      |       |
| Forecast (lower)   | -  | -      |       |
| % change (forecast)  | 0.058  | 0.256  |       |
| % change (forecast-upper)  | -  | -      |       |
| % change (forecast-lower)  | -  | -      |       |
| Net income per share   |  |        |       |
| Forecast   | 103.83   | 42.69  |       |
| Forecast (upper)   | -  | -      |       |
| Forecast (lower)   | -  | -      |       |
| Note to consolidated forecasts   |  |        |       |
| Note to consolidated forecasts   | -  |        |       |
| Others   |  |        |       |
| Material changes in subsidiaries during this period<br>(Changes in scope of consolidations resulting from<br>change is subsidiaries) |  |        |       |
| Material changes in subsidiaries during this<br>period (Changes in scope of consolidations<br>resulting from change is subsidiaries) |  | -      |       |

|  |            |            |
|--|------------|------------|
| Number of subsidiaries newly consolidated  | -          |            |
| Name of subsidiaries newly consolidated  | -          |            |
| Number of subsidiaries excluded from consolidation   | -          |            |
| Name of subsidiaries excluded from consolidation   | -          |            |
| Note to material changes in subsidiaries during this period                                  |            |            |
| Note to material changes in subsidiaries during this period                                  | -          |            |
| Changes in accounting policies and accounting estimates, retrospective restatement           |            |            |
| Changes in accounting policies based on revisions of accounting standard                     | true       |            |
| Changes in accounting policies other than ones based on revisions of accounting standard     | -          |            |
| Changes in accounting estimates  | true       |            |
| Retrospective restatement  | -          |            |
| Note to changes in accounting policies and accounting estimates, retrospective restatement   |            |            |
| Note to changes in accounting policies and accounting estimates, retrospective restatement   | -          |            |
| Number of issued and outstanding shares (common stock)                                       |            |            |
| Number of issued and outstanding shares at the end of fiscal year (including treasury stock) | 10,010,000 | 10,010,000 |
| Number of treasury stock at the end of fiscal year   | 1,342,069  | 1,342,026  |
| Average number of shares   | 8,667,944  | 8,667,981  |
| Note to number of issued and outstanding shares (common stock)                               |            |            |
| Note to number of issued and outstanding shares (common stock)                               | -          |            |

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## Non consolidated information

(in millions of yens)

|  | Mar 2014                                     | Sep 2013 | Mar 2013 | Mar 2012 |
|--|--|----------|----------|----------|
| Non-consolidated information                   |  |          |          |          |
| Summary of non-consolidated financial results  |  |          |          |          |
| Non-consolidated financial results             |  |          |          |          |
| Non-consolidated operating results             |  |          |          |          |
| Non-consolidated income statements information |  |          |          |          |
| Net sales                                      |  |          |          |          |
| Net sales                                      |  |          | 45,284   | 41,978   |
| % change in net sales                          |  |          | 0.079    | 0.089    |
| Operating income                               |  |          |          |          |
| Operating income                               |  |          | 1,007    | 259      |
| % change in operating income                   |  |          | 2.875    | 5.935    |
| Ordinary income                                |  |          |          |          |
| Ordinary income                                |  |          | 1,301    | 599      |
| % change in ordinary income                    |  |          | 1.171    | 0.914    |
| Net income                                     |  |          |          |          |
| Net income                                     |  |          | 737      | 223      |
| % change in net income                         |  |          | 2.305    | 0.142    |
| Other non-consolidated operating results       |  |          |          |          |
| Net income per share                           |  |          | 85.07    | 25.74    |
| Diluted net income per share                   |  |          | -        | -        |
| Note to non-consolidated operating results     |  |          |          |          |
| Note to non-consolidated operating results     |  |          | -        |          |
| Non-consolidated financial positions           |  |          |          |          |
| Total assets                                   |  |          | 26,678   | 24,229   |
| Net assets                                     |  |          | 11,130   | 10,387   |
| Capital adequacy ratio                         |  |          | 0.417    | 0.429    |
| Net assets per share                           |  |          | 1284.13  | 1198.40  |
| Note to non-consolidated financial positions   |  |          |          |          |
| Owner's equity                                 |  |          | 11,130   | 10,387   |
| Note to non-consolidated financial positions   |  |          | -        |          |
| Note to non-consolidated financial results     |  |          |          |          |
| Note to non-consolidated financial results     |  |          | -        |          |
| Non-consolidated forecasts                     |  |          |          |          |
| Title for non-consolidated forecasts           | 2. 平成26年 3月期の個別業績予想(平成25年 4月 1日～平成26年 3月31日) |          |          |          |
| Preamble to non-consolidated forecasts         |  |          |          |          |
| Preamble to non-consolidated forecasts         | -  |          |          |          |
| Main table of non-consolidated forecasts       |  |          |          |          |
| Net sales                                      |  |          |          |          |
| Forecast                                       | 46,700                                       | 22,300   |          |          |
| Forecast (upper)                               | -  | -        |          |          |
| Forecast (lower)                               | -  | -        |          |          |
| % change (forecast)                            | 0.031  | 0.085    |          |          |
| % change (forecast-upper)                      | -  | -        |          |          |
| % change (forecast-lower)                      | -  | -        |          |          |
| Ordinary income                                |  |          |          |          |
| Forecast                                       | 1,400  | 600      |          |          |
| Forecast (upper)                               | -  | -        |          |          |
| Forecast (lower)                               | -  | -        |          |          |
| % change (forecast)                            | 0.076  | 0.161    |          |          |
| % change (forecast-upper)                      | -  | -        |          |          |
| % change (forecast-lower)                      | -  | -        |          |          |
| Net income                                     |  |          |          |          |
| Forecast                                       | 770  | 330      |          |          |
| Forecast (upper)                               | -  | -        |          |          |
| Forecast (lower)                               | -  | -        |          |          |
| % change (forecast)                            | 0.044  | 0.349    |          |          |
| % change (forecast-upper)                      | -  | -        |          |          |
| % change (forecast-lower)                      | -  | -        |          |          |
| Net income per share                           |  |          |          |          |

|                                    |       |       |
|------------------------------------|-------|-------|
| Forecast                           | 88.83 | 38.07 |
| Forecast (upper)                   | -     | -     |
| Forecast (lower)                   | -     | -     |
| Note to non-consolidated forecasts |       |       |
| Note to non-consolidated forecasts | -     |       |

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**This information is a summary of the earnings report. It does not contain all details included in the earnings report disclosed in Japanese.**