

TETSUJIN Inc. (2404) Consolidated Fact Sheet

Code: 2404

	11th (FY 09/8)	12th (FY 10/8)	13th (FY 11/8)	14th (FY12/8)	YOY %
(In JPY thousand : rounded to the nearest thousand)	FY Aug-2009	FY Aug-2010	FY Aug-2011	FY Aug-2012	
Sales (100%)	7,074,799	7,312,304	8,363,871	9,358,294	111.9%
Cost of sales	5,648,202	5,858,561	6,842,591	7,644,992	111.7%
Cost of sales ratio	79.8%	80.1%	81.8%	81.7%	
Gross profit	1,426,596	1,453,743	1,521,280	1,713,301	112.6%
Gross profit margin (%)	20.2%	19.9%	18.2%	18.3%	
SG&A expense	1,021,542	1,008,094	1,073,785	1,180,794	110.0%
SG&A expense ratio (%)	14.4%	13.8%	12.8%	12.6%	
Operating income	405,053	445,649	447,495	532,507	119.0%
Operating income percentage (%)	5.7%	6.1%	5.4%	5.7%	
Current income	349,284	385,242	470,010	447,506	95.2%
Current income percentage (%)	4.9%	5.3%	5.6%	4.8%	
Net income	123,299	146,014	110,443	174,910	158.4%
Net income percentage (%)	1.7%	2.0%	1.3%	1.9%	
Cost of Sales Break down (100%)	5,648,202	5,858,561	6,842,591	7,644,992	111.7%
Product cost	82,912	76,916	143,170	88,276	61.7%
Cost of sales ratio to Sales Cost%	1.5%	1.3%	2.1%	1.2%	
Materials and promotion	874,289	876,803	917,418	1,023,189	111.5%
Cost of sales ratio to Sales Cost%	15.5%	15.0%	13.4%	13.4%	
labours	1,659,062	1,757,925	1,944,981	2,235,050	114.9%
Cost of sales ratio to Sales Cost%	29.4%	30.0%	28.4%	29.2%	
Rents	1,289,321	1,385,069	1,611,434	1,883,288	116.9%
Cost of sales ratio to Sales Cost%	22.8%	23.6%	23.6%	24.6%	
Lease	205,449	101,260	60,649	23,551	38.8%
Cost of sales ratio to Sales Cost%	3.6%	1.7%	0.9%	0.3%	
Depreciation	381,544	345,455	412,645	458,244	111.1%
Cost of sales ratio to Sales Cost%	6.8%	5.9%	6.0%	6.0%	
Utility cost	333,309	324,016	371,650	428,394	115.3%
Cost of sales ratio to Sales Cost%	5.9%	5.5%	5.4%	5.6%	
Information cost	187,748	228,792	275,423	298,371	108.3%
Cost of sales ratio to Sales Cost%	3.3%	3.9%	4.0%	3.9%	
Sales promotion	67,719	92,717	287,449	332,811	115.8%
Cost of sales ratio to Sales Cost%	1.2%	1.6%	4.2%	4.4%	
Improvement cost	145,737	159,563	203,743	200,081	98.2%
Cost of sales ratio to Sales Cost%	2.6%	2.7%	3.0%	2.6%	
Break down SG&A (100%)	1,021,542	1,008,094	1,073,785	1,180,794	110.0%
Personel salary	521,043	520,641	561,259	650,027	115.8%
% of SG&A	51.0%	51.6%	52.3%	55.0%	
Rents	89,073	95,917	87,071	77,317	88.8%
% of SG&A	8.7%	9.5%	8.1%	6.5%	
Lease	31,432	20,898	14,321	9,171	64.0%
% of SG&A	3.1%	2.1%	1.3%	0.8%	
Subcontracting	55,689	50,336	64,162	77,863	121.4%
% of SG&A	5.5%	5.0%	6.0%	6.6%	
Depreciation	38,430	41,308	36,254	43,841	120.9%
% of SG&A	3.8%	4.1%	3.4%	3.7%	
Tax and public charge	21,963	29,128	28,433	29,807	104.8%
% of SG&A	2.1%	2.9%	2.6%	2.5%	
Recuruting & education	41,416	24,540	16,937	23,062	136.2%
% of SG&A	4.1%	2.4%	1.6%	2.0%	
Stock related cost	19,072	18,653	19,421	17,281	89.0%
% of SG&A	1.9%	1.9%	1.8%	1.5%	
Amortization	52,007	52,007	68,838	73,918	107.4%
% of SG&A	5.1%	5.2%	6.4%	6.3%	
R&D	62,036	69,197	49,926	30,173	60.4%
% of SG&A	6.1%	6.9%	4.6%	2.6%	
Equipment	924,000	910,000	1,297,050	1,571,114	121.1%

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	FY Aug-2009	FY Aug-2010	FY Aug-2011	FY Aug-2012	
Total Assets	6,265,899	6,889,416	8,758,267	10,390,818	118.6%
Current assets	1,976,312	2,331,447	2,723,193	3,824,117	140.4%
Cash on hand and in banks	1,584,602	1,899,709	1,916,596	3,060,534	159.7%
Account receivable	65,227	78,473	186,205	153,740	82.6%
Inventories	60,317	94,858	105,226	120,232	114.3%
Other current assets	266,166	258,407	515,166	489,611	95.0%
Total fixed assets	4,289,587	4,557,969	6,035,074	6,566,700	108.8%
Current liabilities	2,488,853	2,599,286	3,331,274	4,166,210	125.1%
Accounts payable	146,593	164,320	179,794	213,876	119.0%
Short term debt	1,750,662	1,803,381	2,117,936	2,975,047	140.5%
Payable expense	385,778	366,749	570,603	657,315	115.2%
Other current liabilities	205,820	264,836	462,941	319,971	69.1%
Total fixed liabilities	2,085,361	2,509,223	3,590,407	4,442,555	123.7%
Long-term debt	1,924,461	2,378,199	3,152,797	4,106,885	130.3%
Total shareholders' equity	1,691,685	1,780,906	1,836,585	1,782,052	97.0%
Paid up capital (¥ thousand)	732,394	732,394	732,394	740,066	101.0%
Retained earnings	263,272	377,602	433,344	482,480	111.3%
Number of shares outstanding	33,068	33,068	33,068	33,322	100.8%
Own Shares	958	1,810	1,810	2,383	131.7%
ROA(%)	2.1%	2.2%	1.4%	1.8%	129.4%
ROE(%)	7.6%	8.4%	6.1%	9.7%	158.3%
EPS(yen)	3,811円.77銭	4,635円.23銭	3,533円.27銭	5,474円.43銭	154.9%
BPS(JPY)	52,624円.54銭	56,617円.02銭	58,331円.11銭	57,399円.43銭	98.4%
Dividends(JPY)	1,000(H500)	1,500(H500)	2,000(H750)	3,000(H1,250)	
Payout ratio %	26.2%	32.4%	56.6%	54.8%	96.8%
	11th (FY 09/8)	12th (FY 10/8)	13th (FY 11/8)	14th (FY12/8)	YOY %
	FY Aug-2009	FY Aug-2010	FY Aug-2011	FY Aug-2012	
Operating cash flow	722,961	736,497	924,209	944,048	102.1%
Investment cash flow	-665,587	-788,734	-1,897,718	-1,324,473	69.8%
Financial cash flow	698,036	387,374	960,378	1,527,361	159.0%
No. of employees (regular)	129(non-c115)	147(non-c132)	167(non-c147)	213(non-c156)	