

## Consolidated Earning Results for Fiscal 2000

May 23, 2001

### 1. Consolidated Results for Fiscal 2000 (April 1, 2000 – March 31, 2001)

#### (1) Consolidated Operating Results

(millions of yen)

	Operating revenues	Operating income	Recurring profit
Year ended March 31, 2001	21,623	8,837	8,693
Year ended March 31, 2000	16,971	6,927	6,520

	Net income	Net income per share (yen)	Diluted net income per share (yen)	Return on equity (%)	Recurring profit on equity (%)	Recurring profit margin (%)
Year ended March 31, 2001	4,493	168.68	-	15.0	15.3	40.2
Year ended March 31, 2000	3,543	206.39	-	18.2	14.5	38.4

#### (2) Consolidated Financial Position

(millions of yen)

	Total assets	Shareholders' equity	Equity ratio (%)	Shareholders' equity per share(yen)
As of March 31, 2001	62,315	32,266	51.8	1,211.32
As of March 31, 2000	51,395	27,600	53.7	1,042.03

#### (3) Consolidated Cash Flows

(millions of yen)

	Operating activities	Investing activities	Financing activities	Cash and cash equivalents at the end of the period
Year ended March 31, 2001	8,021	(14,204)	547	11,496
Year ended March 31, 2000	6,102	(4,699)	5,838	16,729

#### (4) Information Regarding Scope of Consolidation and Application of Equity Method

Consolidated subsidiaries: 8

Non-consolidated subsidiaries accounted for by the equity method: 0

Affiliates accounted for by the equity method: 1

#### (5) Change in Scope of Consolidation and Application of Equity Method

Consolidated subsidiaries

New: 1

Excluded: 0

Subsidiaries accounted for by the equity method

New: 0

Excluded: 0

**2. Consolidated Outlook for Fiscal 2001(April 1, 2001 – March 31, 2002)**

(millions of yen)

	Operating revenues	Recurring profit	Net income
Interim	11,400	4,500	2,250
For the year	24,600	10,000	5,180

Reference: Projected net income per share for the year: ¥194.46

Consolidated Financial Statements

**1. Consolidated Balance Sheets**

(millions of yen)

	As of March 31, 2001		As of March 31, 2000	
<b>Assets</b>				
<b>Current assets:</b>				
Cash and cash in banks	11,595		17,097	
Receivables due from member dealers at auction	8,183		5,150	
Accounts receivable	305		215	
Marketable securities	-		1,100	
Inventories	167		53	
Prepaid expenses	217		112	
Deferred tax assets	243		188	
Other current assets	200		352	
Allowance for doubtful accounts	(113)		(66)	
Total current assets	20,798	33.4	24,204	47.1
<b>Fixed Assets:</b>				
Property and equipment				
Buildings and structures	8,699		7,766	
Vehicles and other transport equipment	115		46	
Machinery tools and other equipment	1,422		1,534	
Land	20,530		15,606	
Construction in progress	7,345		11	
Total property and equipment	38,112	61.1	24,964	48.6
Intangible assets:				
Excess of cost of investments in consolidated subsidiaries over the fair value of net assets	180		203	
Other intangible assets	807		829	
Total Intangible assets	988	1.6	1,033	2.0
Investments and other assets:				
Investments	1,242		228	

Long-term prepaid expenses	323		211	
Deferred tax assets	220		31	
Other investments and assets	692		799	
Allowance for doubtful accounts	(63)		(78)	
Total investments and other assets	2,415	3.9	1,192	2.3
Total property and equipment	41,516	66.6	27,190	52.9
<b>Total assets</b>	<b>62,315</b>	<b>100.0</b>	<b>51,395</b>	<b>100.0</b>

	As of March 31, 2001		As of March 31, 2000	
<b>Liabilities and Shareholders' Equity</b>				
<b>Current Liabilities:</b>				
Payables due to member dealers at auctions	8,367		5,459	
Bonds payable within one year	412		-	
Short-term borrowings	3,158		2,965	
Income taxes payable	2,362		1,308	
Guarantee deposits	1,700		1,406	
Allowance for bonus	135		118	
Other current liabilities	1,463		1,342	
Total current liabilities	17,600	28.2	12,600	24.5
<b>Long-term debt:</b>				
Bonds	868		712	
Long-term borrowings	9,022		8,481	
Accrued retirements benefit	56		-	
Guarantee deposits received from member dealers	2,076		1,813	
Total long-term debt	12,024	19.3	11,006	21.4
Total liabilities	29,624	47.5	23,607	45.9
<b>Minority interest:</b>				
Minority interest	423	0.7	186	0.4
<b>Shareholders' Equity:</b>				
Common stock	6,320	10.2	6,312	12.3
Additional paid-in capital	10,156	16.3	9,481	18.4
Retained earnings	15,909	25.5	11,807	23.0
Unrealized loss on available-for sale securities, net of taxes	(119)	(0.2)	-	-
Treasury stock	-	-	(0)	(0)
Total shareholders' equity	32,266	51.8	27,600	53.7
Total liabilities, minority interest and shareholders' equity	62,315	100.0	51,395	100.0

## 2 . Consolidated Statements of Income

(millions of yen)

	Year Ended March 31, 2001		Year Ended March 31, 2000	
Operating Revenues	21,623	% 100.0	16,971	% 100.0
Costs of revenues	8,257	38.2	6,490	38.2
Gross profit	13,365	61.8	10,480	61.8
<b>Selling, general and administrative expenses:</b>	4,528	20.9	3,553	21.0
Sales promotion expenses	825		710	
Provision for doubtful accounts	97		110	
Remuneration for directors and statutory auditors	406		388	
Employees' salaries and bonuses	814		645	
Provision for bonuses	55		48	
Depreciation	255		227	
Amortization of excess of cost of investments in consolidated subsidiaries over the fair value of net assets	74		64	
Other, net	1,999		1,357	
Operating income	8,837	40.9	6,927	40.8
<b>Non-operating Income:</b>	244	1.1	126	0.7
Interest income	13		8	
Lease of real estate	28		8	
Gain on sales of marketable securities	-		42	
Cancellation of insurance contract	42		-	
Compensation received	36		-	
Other income	124		67	
<b>Non-operating Expenses:</b>	388	1.8	533	3.1
Interest expenses	231		401	
Fees on syndicated loans	66		-	

Equity in loss of affiliated companies	23		-	
Other expenses	66		131	
Recurring profit	8,693	40.2	6,520	38.4
<b>Extraordinary gains</b>	30	0.2	1	0.0
Gain on sales of property and equipment	3		0	
Gain on sales of investment securities	-		1	
Reversal of allowance for doubtful accounts	26		-	
Other extraordinary gains	0		-	
<b>Extraordinary losses</b>	421	2.0	76	0.4
Loss on sales of property and equipment	48		0	
Loss on disposal of property and equipment	201		4	
Loss on upgrading of satellite terminals	-		71	
Directors' retirement benefits	82		-	
Write-off of pension fund shortfall	45		-	
Other extraordinary losses	44		-	
Income before income taxes	8,302	38.4	6,446	38.0
Income taxes	3,732	17.2	2,714	16.0
Deferred tax	(160)	(0.7)	116	0.7
Minority interest in net income of consolidated subsidiaries	237	1.1	72	0.4
Net income	4,493	20.8	3,543	20.9

### 3. Statements of Consolidated Retained Earnings

(millions of yen)

	Year Ended March 31, 2001		Year Ended March 31, 2000	
Balance at beginning of period		11,807		8,382
Appropriations				
Cash dividends	332		60	
Bonuses to directors and statutory auditors	58	391	57	118
Net income		4,493		3,543
Balance at end of period		15,909		11,807



#### 4. Consolidated Statement of Cash Flows

(millions of yen)

	Year Ended March 31, 2001	Year Ended March 31, 2000
<b>Cash flows from operating activities:</b>		
Income before income taxes	8,302	6,446
Adjustments for:		
Depreciation and amortization	1,825	1,789
Amortization of excess of cost of investments in consolidated subsidiaries over the fair value of net assets	74	64
Equity in loss of affiliated companies	23	-
Increase in accrued retirement benefit	28	89
Increase (decrease) in allowance for bonus	15	(2)
Increase in allowance for retirement benefits	54	-
Interest and dividend income	(13)	(8)
Interest expense	232	401
New shares issue expense	-	49
Gain on sales of marketable securities	-	(40)
Loss on sale and disposal of property and equipment	246	19
Net change in due from/to member dealers at auction	(18)	797
(Increase) in trade accounts receivable	(90)	-
Increase in deposits received	200	-
Bonuses paid to directors and statutory auditors	(58)	(57)
Other, net	93	194
Sub-total	10,915	9,740
Interest and dividend received	13	8
Interest paid	(229)	(400)
Income taxes paid	(2,678)	(3,246)
Net cash provided by operating activities	8,021	6,102

	Year Ended March 31, 2001	Year Ended March 31, 2000
<b>Cash flows from investing activities</b>		
Net (increase) decrease in time deposits	90	(66)
Purchase of marketable securities	-	(1,703)
Proceeds from sale of marketable securities	-	744
Acquisition of property and equipment	(14,047)	(3,143)
Proceeds from sale of property and equipment	10	2
Purchase of intangible assets	(200)	(80)
Payments for purchase of investment securities	(149)	(161)
Proceeds from sale of investment securities	-	16
Increase in long-term prepaid expenses	(265)	(231)
Other, net	357	(74)
Net cash used in investing activities	(14,204)	(4,699)
<b>Cash flows from financing activities</b>		
Net increase (decrease) in short-term borrowings	97	(270)
Proceeds from long-term debt	8,500	1,000
Repayments of long-term debt	(8,439)	(8,283)
Proceeds from guarantee deposits received from member dealers	214	219
Repayment of guarantee deposits received from member dealers	(52)	(33)
Issuance of bonds	559	394
Issuance of new shares	-	12,875
Proceeds from sales of treasury stock	0	39
Payments for the purchases of treasury stock	-	(42)
Dividends paid	(332)	(60)
Net cash provided by financing activities	547	5,838
Increase (decrease) in cash and cash equivalents	(5,635)	7,241
Cash and cash equivalents at beginning of period	16,729	9,238

Increase in cash and cash equivalents upon inclusion of additional subsidiaries on consolidation	403	249
Cash and cash equivalents at end of period	11,496	16,729