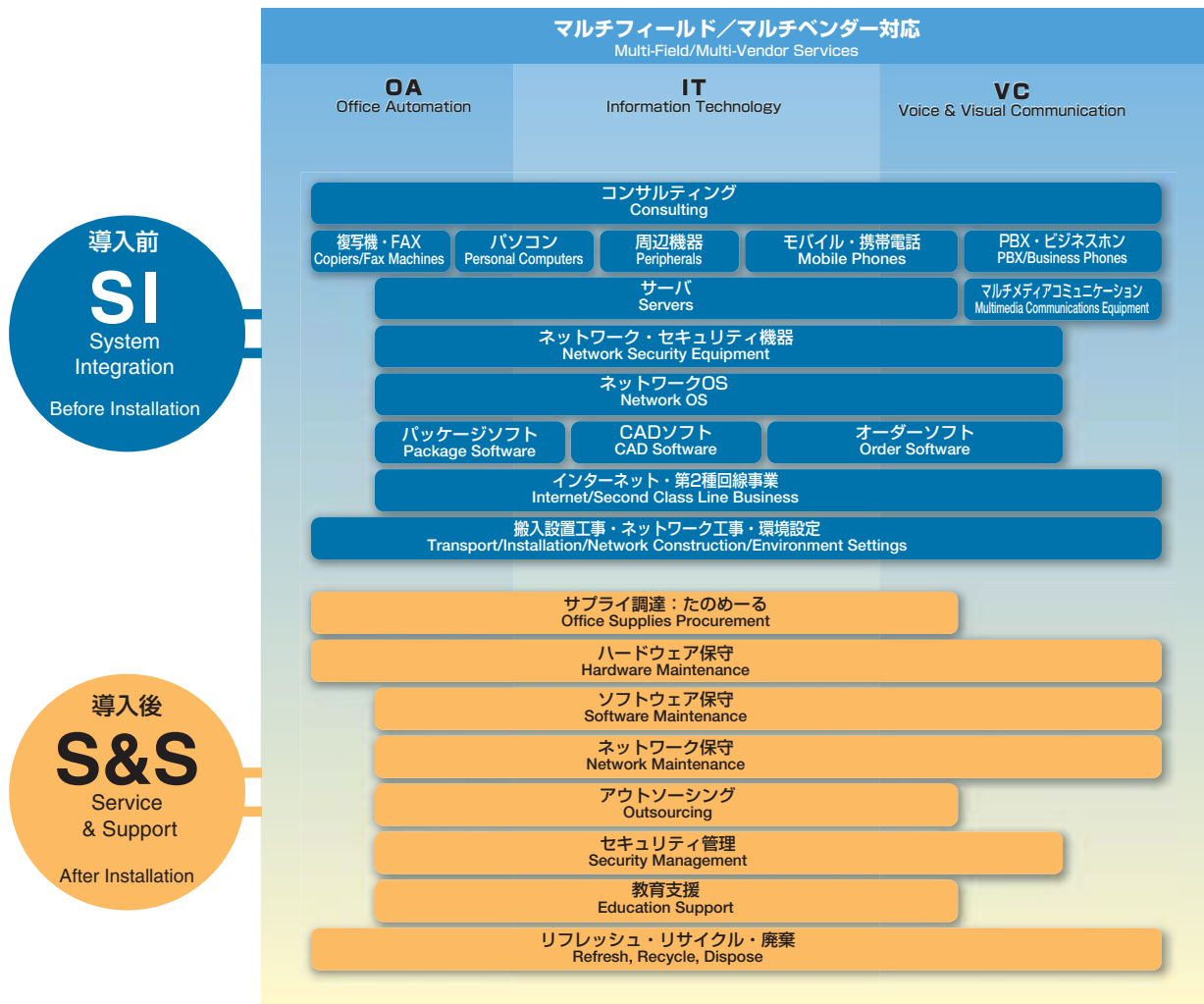


# Fact Book 2001

2001年12月期  
(2001.1~2001.12)

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当社はシステム導入までのシステムインテグレーション事業とシステム導入後のサービス&サポート事業の2つの事業を行ない、お客様のニーズに応じたシステムの有効活用全般をサポートしています。

また、オフィスで必要となる、コンピュータ、複写機、CADシステム、通信機器など全般を取り扱うマルチフィールド対応と、幅広いメーカーの製品を取り扱うマルチベンダー対応を大きな特色としています。

OTSUKA CORPORATION conducts its business operations in two major areas. Our System Integration Business provides system integration services, while the Service and Support Business offers comprehensive support following system introduction. Together, both divisions support effective utilization of systems to fully satisfy customers' needs.

OTSUKA CORPORATION's most distinctive characteristic is its multi-field response capability for handling the wide range of equipment needed in today's offices, including computers, copiers, CAD systems and telecommunications equipment, and a multi-vendor approach offering products from a broad range of manufacturers.

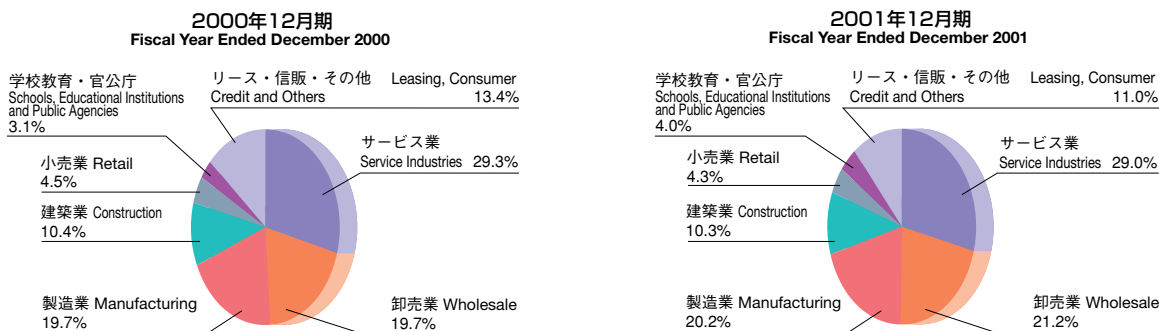
このファクトブックに記載されている将来の業績に関する予想、計画、見通しなどは、当社および当社グループ会社が現時点で入手可能な情報に基づき、当社の経営者が合理的と判断したものです。実際の業績は様々な要因の変化により、これらの業績見通しとは大きく異なる可能性があります。

そのような要因としては、主要市場の経済状況および製品需要の変動、国内外の各種規制ならびに会計基準・慣行などの変更等が含まれます。

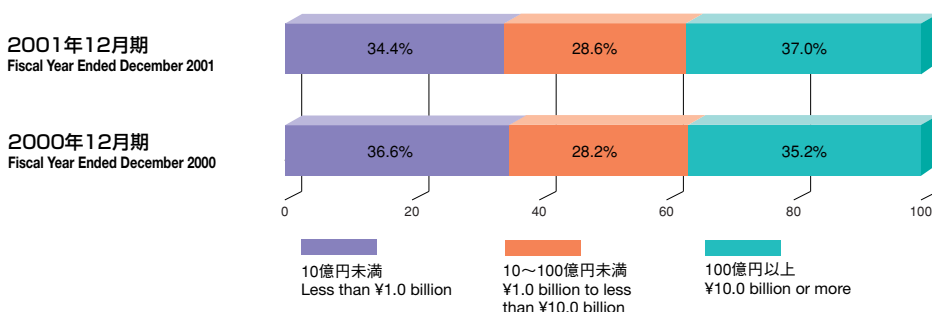
The forecasts, plans and outlooks concerning future operating results that are described in this Fact Book are judgments believed to be reasonable by the Company's management, based upon the information available to OTSUKA CORPORATION and member companies of the OTSUKA Group at the time such future projections were created. Various factors that form the basis of these forward-looking statements may differ from the OTSUKA Group's assumptions, and actual results may differ significantly from those presented here.

Such factors include changes to the economic situation in principal markets and to product demand, and changes in various domestic and international regulations, accounting standards and customary business practices.

## ■ お客様の業種別売上構成 Composition of Sales by Customers' Industry



## ■ お客様の年商規模別売上構成 Composition of Sales by Customers' Annual Turnover



\* 個人顧客、αランド店舗販売を除く  
 \* Excluding non-corporate customers and sales generated by α Land

業種別ではサービス業をトップに幅広い業種に及び、特定業種への大きな片寄りはありません。前期と比較しても大きな変化はありませんが、卸売業と学校教育／官公庁関係が各々1.5ポイント、0.9ポイント増加しています。

一方、年商規模別に見た当社のお客様の売上構成比は、10億円未満、10億円～100億円未満、100億円以上で各々ほぼ3分の1ずつになっていますが、前期と比較すると100億円以上が1.8ポイント、10億円～100億円未満が0.4ポイント上昇し、全体としてより上位企業の構成比が高まっています。

OTSUKA CORPORATION's customers do not show any distinct tendency to be concentrated in any specific business, and span the full spectrum of product and service industries with the largest number of clients in service industries. There were no major changes in OTSUKA CORPORATION's sales breakdown by customers' industry, though the percentage of total sales accounted for by wholesale operations increased by 1.5 percentage point, while the percentage of sales to schools, educational institutions and public agencies rose by 0.9 percentage point.

Meanwhile, with regard to the composition of OTSUKA CORPORATION's sales by size of annual turnover of its customers, which are classified into three types, enterprises in all three classes, namely those with annual sales of less than ¥1.0 billion, those with annual sales of more than ¥1.0 billion but less than ¥10.0 billion and those with annual sales of ¥10.0 billion or more were represented more or less evenly. Compared to the prior fiscal year, however, the percentage of sales accounted for by firms with annual sales of ¥1.0 billion to less than ¥10.0 billion rose by 0.4 percentage point, while sales to firms with annual sales of ¥10.0 billion or more increased by 1.8 percentage point. Overall, sales are shifting towards large, top-ranking firms.

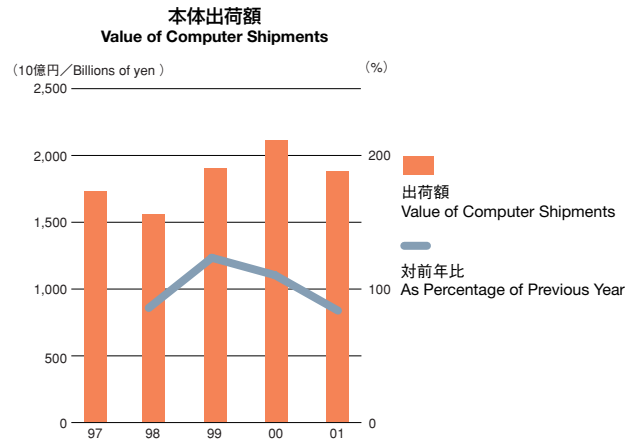
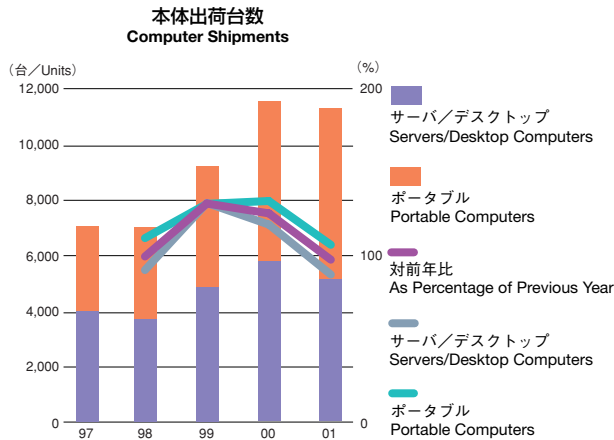
## 国内パソコン市場の推移 Trends in Domestic Personal Computer Market

		千台/Thousands of units、対前年比/Change									
		1997		1998		1999		2000		2001	
本体出荷台数	Computer Shipments	7,042	— %	7,016	99.6%	9,215	131.3%	11,554	125.4%	11,285	97.7%
サーバ/デスクトップ	Servers/Desktop Computers	4,048	—	3,704	91.5	4,874	131.6	5,787	118.7	5,138	88.8
ポータブル	Portable Computers	2,994	—	3,312	110.6	4,341	131.1	5,767	132.8	6,147	106.6

		10億円/Billions of yen、対前年比/Change									
		1997		1998		1999		2000		2001	
本体出荷額	Value of Computer Shipments	¥1,714.7	— %	¥1,564.1	91.2%	¥1,897.7	121.3%	¥2,105.2	110.9%	¥1,885.4	89.6%

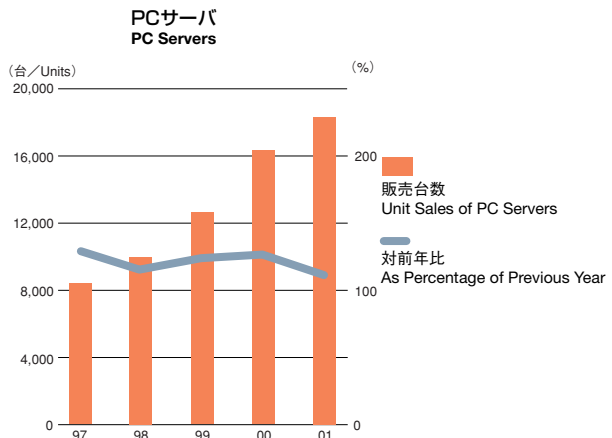
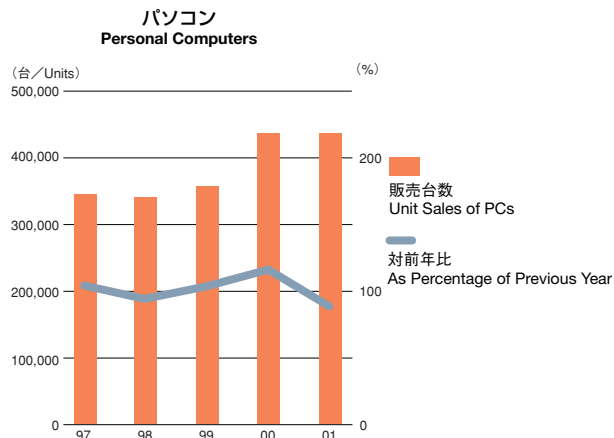
出典：社団法人 電子情報技術産業協会 (JEITA)  
Source: Japan Electronics and Information Technology Industries Association



注：国内パソコン市場の推移は、JEITAが発表している四半期データを基に、当社の会計年度（歴年）に換算した数値を掲載しております。この方法での算出は97年以降であるため、対前年比は98年以降を記載しております。  
Note: The numbers used to explain the state of the domestic PC market were based on the quarterly data published by JEITA, which were adjusted to OTSUKA CORPORATION's fiscal term that coincides with a calendar year from 1997. Therefore, comparisons with prior years are shown only for 1998 and subsequent years.

## 当社のコンピュータ販売台数 Sales of Computers by OTSUKA CORPORATION

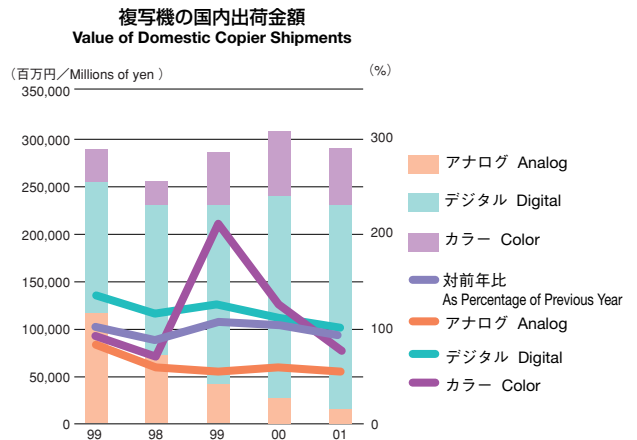
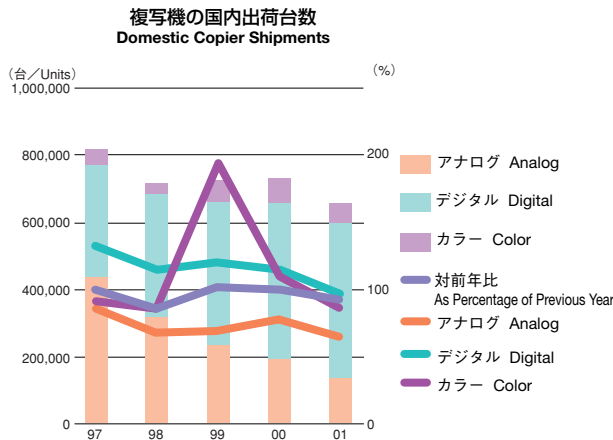
		台/Units、対前年比/Change									
		1997		1998		1999		2000		2001	
パソコン	Personal Computers	347,262	106.3%	338,659	97.5%	355,443	105.0%	435,782	122.6%	420,352	96.5%
PCサーバ	PC Servers	8,405	131.4	9,942	118.3	12,583	126.6	16,263	129.2	18,252	112.2



国内複写機市場の推移 Trends in Domestic Shipments of Copiers

		台/Units、対前年比/Change									
		1997		1998		1999		2000		2001	
複写機出荷台数合計	Total	811,399	100.9%	721,976	89.0%	730,750	101.2%	733,991	100.4%	660,068	89.9%
アナログ	Analog	437,883	87.3	317,564	72.5	232,766	73.3	191,215	82.1	133,254	69.7
デジタル	Digital	334,536	128.6	369,262	110.4	429,487	116.3	469,479	109.3	465,593	99.2
カラー	Color	38,980	91.7	35,150	90.2	68,497	194.9	73,297	107.0	61,221	83.5
		百万円/Millions of yen、対前年比/Change									
複写機出荷金額合計	Total	¥284,528	101.6%	¥255,215	89.7%	¥285,085	111.7%	¥307,868	108.0%	¥289,292	94.0%
アナログ	Analog	115,393	82.3	71,618	62.1	40,930	57.2	26,421	64.6	14,808	56.0
デジタル	Digital	136,310	130.3	157,814	115.8	189,028	119.8	212,345	112.3	215,249	101.4
カラー	Color	32,825	93.5	25,783	78.5	55,127	213.8	69,102	125.4	59,235	85.7

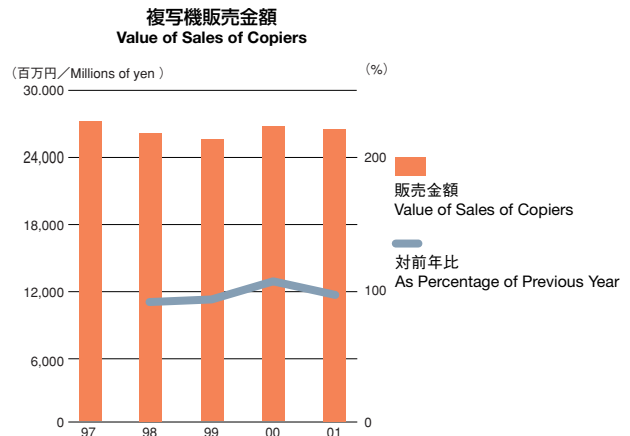
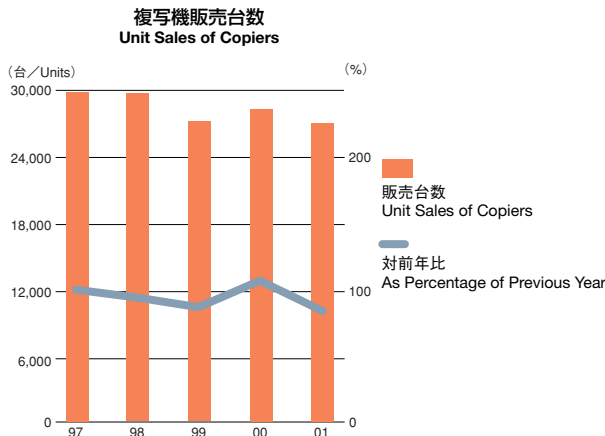
ジアゾ複写機を除く 出典：社団法人 ビジネス機械・情報システム産業協会 (JBMA) (Dialzo copier not included) Source: Japan Business Machine and Information System Industries Association



当社の複写機販売実績の推移 Sales of Copiers by OTSUKA CORPORATION

		台/Units、対前年比/Change									
		1997		1998		1999		2000		2001	
複写機販売台数	Unit Sales of Copiers	29,929	101.7%	29,603	98.9%	27,144	91.7%	28,261	104.1%	27,000	95.5%
複写機販売金額	Value of Sales of Copiers	¥27,136	— %	¥26,142	96.3%	¥25,571	97.8%	¥26,701	104.4%	¥26,470	99.1%

ジアゾ複写機を除く (Dialzo copier not included)



注：96年以前の複写機販売金額に一部搬入設置料が含まれているため、前年対比は98年以降を記載しております。

Note: Values of sales of copiers prior to 1996 are inclusive of part of delivery and installation charges. Therefore, comparisons with prior years are shown only for 1998 and subsequent years.

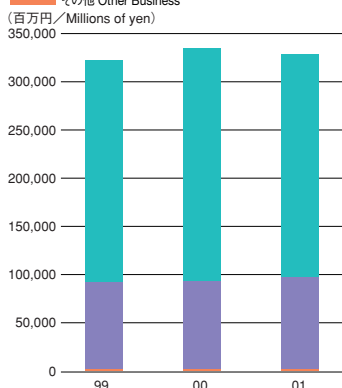
		百万円/Millions of yen			千米ドル/Thousands of U.S. dollars
		1999	2000	2001	2001
売上高	Net Sales	¥322,816	¥334,911	¥328,151	\$2,496,014
システムインテグレーション事業 (SI)	System Integration Business	231,262	241,904	230,561	1,753,716
サービス&サポート事業 (S&S)	Service and Support Business	90,427	91,603	96,338	732,775
その他の事業	Other Business	1,127	1,404	1,252	9,523
営業利益	Operating Income	6,878	5,922	8,178	62,204
経常利益	Recurring Profit	7,081	6,206	7,665	58,302
税金等調整前当期純利益	Income before Income Taxes and Minority Interest	8,205	5,708	4,859	36,959
当期純利益	Net Income	3,219	2,997	2,531	19,252
総資産	Total Assets	169,222	167,761	148,111	1,126,576
有利子負債	Total Interest-Bearing Debt	67,503	46,549	36,983	281,304
株主資本	Total Shareholders' Equity	28,074	51,196	41,131	312,855

\*米ドル金額は、2001年12月末日の為替相場1ドル=131.47円で換算しています。  
U.S. dollar amounts are computed using the December 31, 2001 exchange rate of ¥131.47=US\$1.

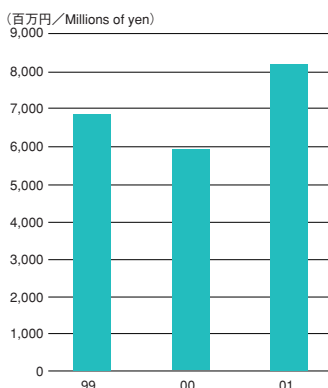
本ファクトブックでは、有効桁未満を四捨五入しています。  
Figures shown in this Fact Book have been rounded from fractional units to the nearest effective unit.

売上高 Net Sales

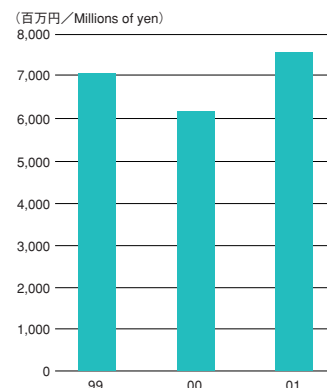
■ システムインテグレーション事業 (SI) System Integration Business  
■ サービス&サポート事業 (S&S) Service and Support Business  
■ その他 Other Business



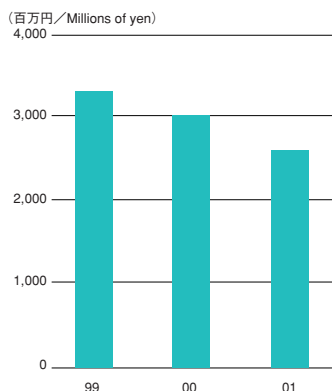
営業利益 Operating Income



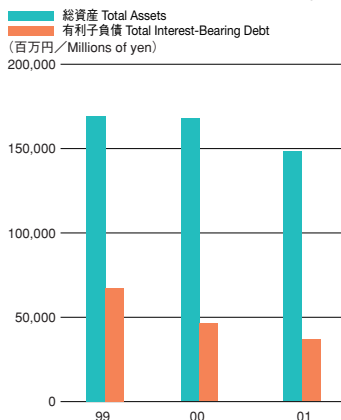
経常利益 Recurring Profit



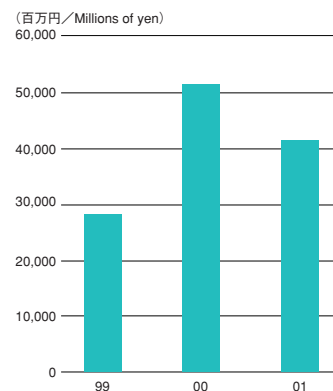
当期純利益 Net Income



総資産・有利子負債  
Total Assets, Total Interest-Bearing Debt



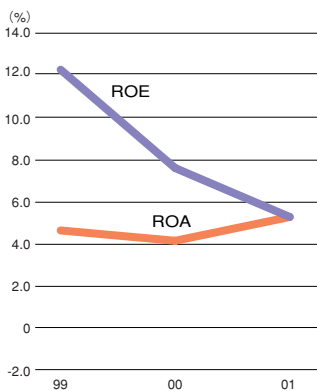
株主資本 Shareholders' Equity



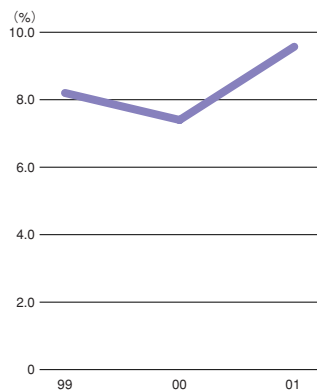
		%		
		1999	2000	2001
総資本事業利益率 (ROA)	Return on Assets	4.60%	4.11%	5.24%
株主資本利益率 (ROE)	Return on Equity	12.23	7.56	5.48
投下資本利益率 (ROI)	Return on Investment	8.20	7.40	9.57
売上高当期純利益率	Net Income to Net Sales	1.00	0.89	0.77
売上高営業利益率	Operating Income to Net Sales	2.13	1.77	2.49
売上高経常利益率	Recurring Profit to Net Sales	2.19	1.85	2.34
売上高販管費率	Selling, General and Administrative Expenses to Net Sales	20.12	20.31	20.87
売上高成長率	Net Sales Growth Rate	(0.76)	3.75	(2.02)
営業利益成長率	Operating Income Growth Rate	246.45	(13.90)	38.10
経常利益成長率	Recurring Profit Growth Rate	466.75	(12.36)	23.51

総資本事業利益率 (ROA) = 事業利益 / 総資本 (期中平均)    Return on Assets = Business Profit / Average Total Assets  
 事業利益 = 営業利益 + 受取利息 + 受取配当金 + 仕入割引    Business Profit = Operating Income + Interest and Dividend Income + Purchase Discounts  
 株主資本利益率 (ROE) = 当期純利益 / 株主資本 (期中平均)    Return on Equity = Net Income / Average Shareholders' Equity  
 投下資本利益率 (ROI) = (経常利益 + 支払利息 + 社債利息) / (株主資本 + 有利子負債) (期中平均)  
 Return on Investment = (Recurring Profit + Interest Expenses + Interest Payable on Bonds) / Average of (Shareholders' Equity + Interest-Bearing Debt)

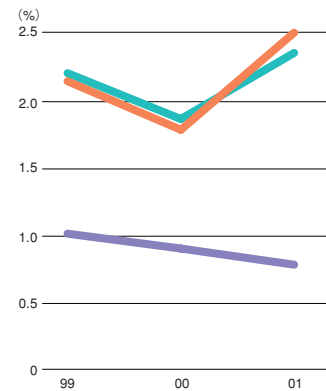
ROA/ROE



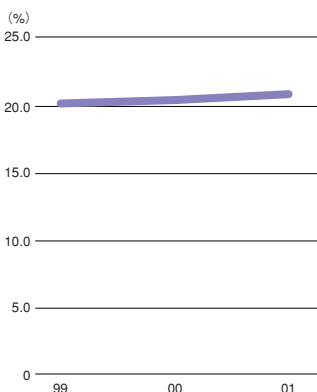
ROI



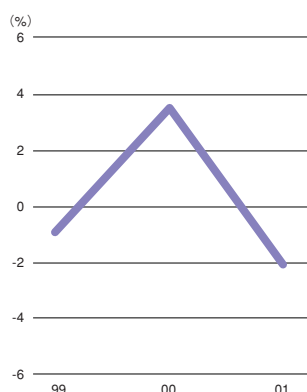
■ 売上高当期純利益率 Net Income to Net Sales  
 ■ 売上高営業利益率 Operating Income to Net Sales  
 ■ 売上高経常利益率 Recurring Profit to Net Sales



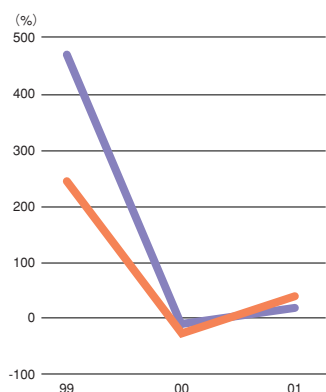
売上高販管費率 Selling, General and Administrative Expenses to Net Sales



売上高成長率 Net Sales Growth Rate



■ 営業利益成長率 Operating Income Growth Rate  
 ■ 経常利益成長率 Recurring Profit Growth Rate



# 連結主要財務指標 (安全性・効率性・生産性) Consolidated Financial Indicators (Stability, Efficiency, Productivity)

		%		
		1999	2000	2001
株主資本比率	Shareholders' Equity Ratio	16.59%	30.52%	27.77%
固定比率	Fixed Assets to Capital Ratio	309.52	172.52	177.06
インタレスト・カバレッジ・レシオ (倍)	Interest Coverage Ratio (Times)	6.77	7.33	11.04
有利子負債比率	Total Interest-Bearing Debt Ratio	39.89	27.75	24.97
デット・エクイティ・レシオ	Debt/Equity Ratio	240.44	90.92	89.92

		回/Times		
総資本回転率	Total Assets Turnover	1.88	1.99	2.08
売上債権回転率	Trade Receivables Turnover	6.25	6.83	6.96
買入債務回転率	Trade Payables Turnover	6.06	6.27	6.41
棚卸資産回転率	Inventories Turnover	15.48	16.65	18.54

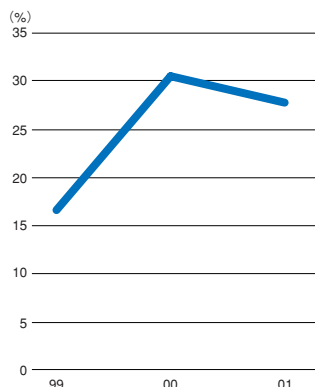
  

		千円/Thousands of yen		
従業員1人当たり売上高	Sales per Employee	¥45,200	¥46,374	¥44,640
従業員1人当たり営業利益	Operating Income per Employee	963	820	1,112
従業員1人当たり当期純利益	Net Income per Employee	451	415	344
従業員数	Number of Employees	7,142	7,222	7,351

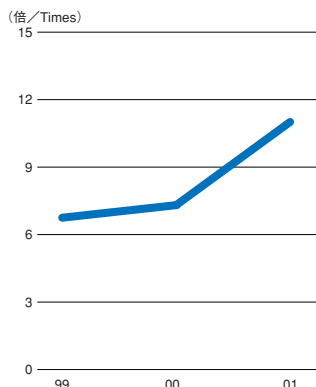
インタレスト・カバレッジ・レシオ = (営業利益 + 受取利息 + 受取配当金 + 仕入割引) / (支払利息 + 社債利息)  
 Interest Coverage Ratio = (Operating Income + Interest and Dividend Income + Purchase Discounts) / (Interest Expenses + Interest Payable on Bonds)

デット・エクイティ・レシオ = (長期有利子負債 + 短期有利子負債) / 株主資本  
 Debt/Equity Ratio = (Long-Term Interest-Bearing Debt + Short-Term Interest-Bearing Debt) / Shareholders' Equity

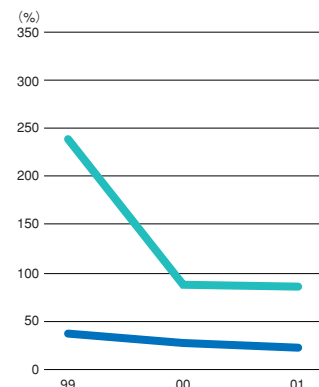
**株主資本比率**  
Shareholders' Equity Ratio



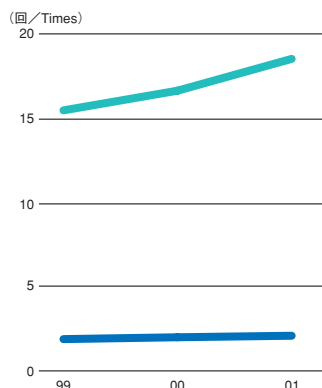
**インタレスト・カバレッジ・レシオ (倍)**  
Interest Coverage Ratio (Times)



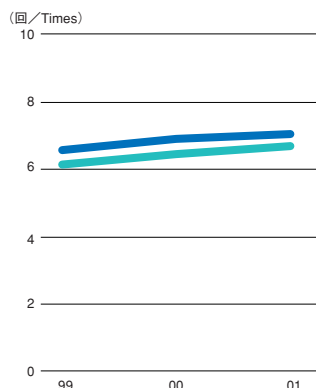
**有利子負債比率 Total Interest-Bearing Debt Ratio**  
**デット・エクイティ・レシオ Debt/Equity Ratio**



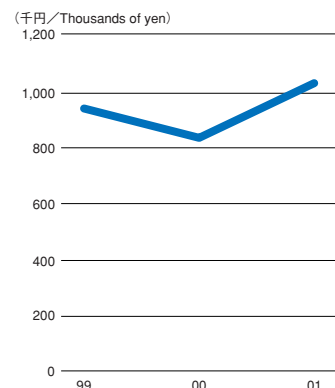
**総資本回転率 Total Assets Turnover**  
**棚卸資産回転率 Inventories Turnover**



**売上債権回転率 Trade Receivables Turnover**  
**買入債務回転率 Trade Payables Turnover**



**従業員1人当たり営業利益**  
Operating Income per Employee





# 1株当たりデータ Per Share Data

		円/Yen			ドル/U.S. dollars
		1999	2000	2001	2001
1株当たり当期純利益 (EPS)	Earnings per Share	¥114.06	¥99.67	¥79.94	\$0.61
1株当たり純資産 (BPS)	Book Value per Share	994.80	1,702.63	1,298.82	9.88
1株当たり配当額 (単体)	Dividends per Share of Common Stock (Non-Consolidated)	10.00	25.00*	25.00*	0.19
配当性向 (単体) (%)	Dividend Payout Ratio (Non-Consolidated) (%)	9.90%	25.38%	31.73%	—

\* 2000年は5円の上場記念配当、2001年は5円の創業40周年記念配当が含まれています。

\* The dividends paid in 2000 and in 2001 were inclusive of a 5-yen special dividend commemorating the IPO and a 5-yen special dividend commemorating the 40th anniversary of the company, respectively.

## その他のデータ Other Data

		百万円/Millions of yen			千米ドル/Thousands of U.S. dollars
		1999	2000	2001	2001
EBITDA*	EBITDA*	¥11,846	¥9,048	¥7,982	\$60,713
設備投資額	Capital Investment	—	3,606	1,291	9,819
減価償却費	Depreciation	—	6,450	6,266	47,661
営業キャッシュフロー	Cash Flows from Operating Activities	—	9,514	15,724	119,601

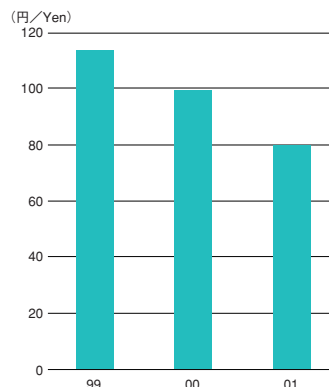
\* EBITDA = 税金等調整前当期純利益 + 支払利息 + 社債利息 + 固定資産の減価償却費

\* EBITDA = Income before Income Taxes and Minority Interests + Interest Expenses + Interest Payable on Bonds + Depreciation of Fixed Assets

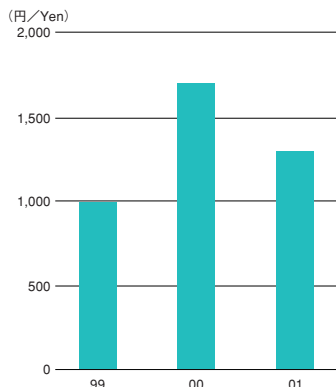
連結キャッシュフロー計算書は2000年度からの作成であるため、設備投資額、減価償却費、営業キャッシュフローは2000年度から記載しております。

Since the Company began disclosing Consolidated Statements of Cash Flows from the year ended December 31, 2000, Capital Investment, Depreciation and Cash Flows from Operating Activities are only available starting from that year.

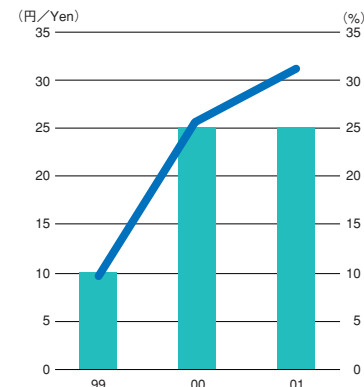
1株当たり当期純利益 (EPS)  
Earnings per Share



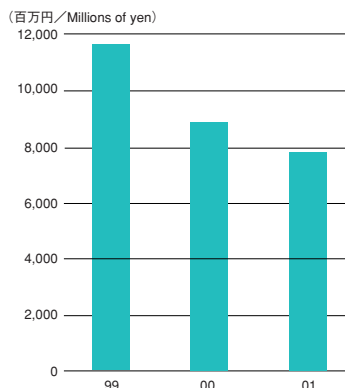
1株当たり純資産 (BPS)  
Book Value per Share



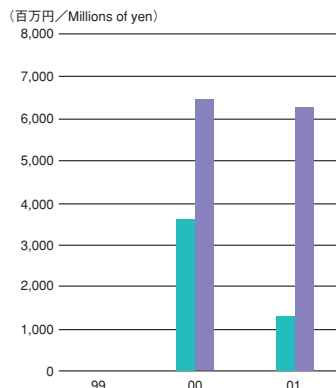
1株当たり配当額 Dividends per Share of Common Stock  
配当性向 Dividend Payout Ratio



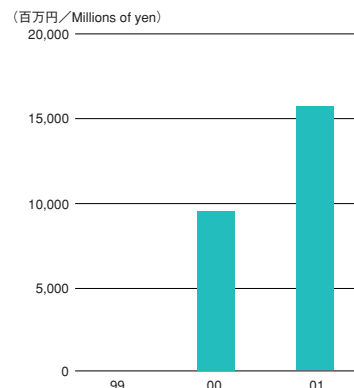
EBITDA



設備投資額 Capital Investment  
減価償却費 Depreciation



営業キャッシュフロー  
Cash Flows from Operating Activities



株式会社大塚商会および連結子会社 2000年および2001年12月31日現在	OTSUKA CORPORATION and Consolidated Subsidiaries Years ended December 31, 2000 and 2001	百万円		千米ドル
		Millions of yen	Millions of yen	Thousands of U.S.dollars
		2000	2001	2001
<b>資産の部</b>	<b>ASSETS</b>			
<b>流動資産：</b>	<b>Current assets:</b>			
現金・預金	Cash, time deposits and other cash equivalents	¥ 5,927	¥ 6,431	\$ 48,916
受取手形及び未収金	Accounts and notes receivable:			
売掛金	Trade	47,547	45,935	349,395
非連結子会社・関連会社	Unconsolidated subsidiaries and affiliates	787	25	190
その他	Other	4,122	3,802	28,919
		52,456	49,762	378,504
貸倒引当金	Less: Allowance for bad debts	(413)	(337)	(2,563)
		52,043	49,425	375,941
棚卸資産	Inventories	19,279	16,120	122,614
繰延税金資産	Deferred tax assets	477	861	6,549
その他の流動資産	Other current assets	1,609	2,449	18,628
流動資産計	Total current assets	79,335	75,286	572,648
<b>投資等：</b>	<b>Investments and advances:</b>			
投資有価証券	Investments in securities	2,784	4,086	31,079
関係会社株式	Investments in unconsolidated subsidiaries and affiliates	1,326	955	7,264
差入保証金	Guarantee deposits	8,860	7,629	58,028
繰延税金資産	Deferred tax assets, non-current	758	756	5,750
再評価に係る繰延税金資産	Deferred tax assets regarding revaluation for land	—	8,823	67,110
その他の投資	Other investments	2,481	1,441	10,961
		16,209	23,690	180,192
<b>有形固定資産：</b>	<b>Property, plant and equipment:</b>			
土地	Land	29,676	8,654	65,825
建物及び構築物	Buildings and structures	56,084	56,254	427,885
建設仮勘定	Construction in progress	1,119	1,057	8,040
その他	Others	9,642	9,573	72,815
		96,521	75,538	574,565
減価償却累計額	Less: Accumulated depreciation	(33,042)	(34,933)	(265,711)
有形固定資産（純額）	Net property, plant and equipment	63,479	40,605	308,854
<b>無形固定資産：</b>	<b>Intangibles and deferred charges:</b>			
ソフトウェア	Software	8,152	7,940	60,394
その他	Others	484	590	4,488
		8,636	8,530	64,882
為替換算調整勘定	Foreign currency translation adjustment	102	—	—
資産合計	Total assets	¥167,761	¥148,111	\$1,126,576

		2000	百万円	千米ドル
			Millions of yen	Thousands of U.S.dollars
			2001	2001
<b>負債及び資本の部</b>	<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>流動負債：</b>	<b>Current liabilities:</b>			
短期借入金	Short-term bank loans	¥ 30,498	¥ 23,952	\$ 182,186
1年以内に償還（返済）する長期債務	Current maturities of long-term debt	7,027	3,728	28,356
支払手形及び未払金	Accounts and notes payable:			
買掛金	Trade	51,862	49,664	377,759
非連結子会社・関連会社	Unconsolidated subsidiaries and affiliates	949	414	3,149
その他	Other	2,670	2,885	21,944
		55,481	52,963	402,852
未払法人税等	Income taxes payable	782	1,648	12,535
その他の流動負債	Other current liabilities	9,077	8,930	67,925
流動負債計	Total current liabilities	102,865	91,221	693,854
<b>長期債務</b>	<b>Long-term debt</b>	9,024	9,303	70,761
退職給付引当金	Reserve for retirement benefits	3,824	5,575	42,405
繰延税金負債	Deferred tax liabilities, non-current	307	359	2,731
その他の長期債務	Other long-term liabilities	110	101	768
<b>少数株主持分</b>	<b>Minority interests in consolidated subsidiaries</b>	435	421	3,202
<b>偶発債務</b>	<b>Contingent liabilities</b>			
<b>資本：</b>	<b>Shareholders' equity:</b>			
普通株:	Common stock:			
授權株式：112,860,000株	Authorized: 112,860,000 shares			
発行済株式：	Outstanding:	10,375	10,375	78,915
2000年12月31日 31,667,020株	December 31, 2000 31,667,020 shares			
2001年12月31日 31,667,020株	December 31, 2001 31,667,020 shares			
資本準備金	Additional paid-in capital	16,255	16,255	123,640
再評価差額金	Excess of land revaluation after tax-effect	—	(12,134)	(92,294)
連結剰余金	Retained earnings	24,566	26,122	198,692
自己株式	Less: Treasury stock	(0)	(0)	(0)
その他有価証券評価差額金	Unrealized gain of investment securities after tax-effect	—	558	4,244
為替換算調整勘定	Foreign currency translation adjustment	—	(45)	(342)
資本の部計	Total shareholders' equity	51,196	41,131	312,855
負債、少数株主持分及び資本合計	Total liabilities and shareholders' equity	¥167,761	¥148,111	\$1,126,576

株式会社大塚商会および連結子会社 2000年および2001年12月期	OTSUKA CORPORATION and Consolidated Subsidiaries For the years ended December 31, 2000 and 2001	百万円 Millions of yen		千米ドル Thousands of U.S.dollars
		2000	2001	2001
売上高	Net sales	¥334,911	¥328,151	\$2,496,014
売上原価	Cost of sales	260,959	251,483	1,912,855
売上総利益	Gross profit	73,952	76,668	583,159
販売費及び一般管理費	Selling, general and administrative expenses	68,030	68,490	520,955
営業利益	Operating income	5,922	8,178	62,204
その他の収益／(費用)：	Other income (expenses):			
受取利息・配当金	Interest and dividend income	107	104	791
支払利息	Interest expenses	(945)	(749)	(5,697)
仕入割引	Purchase discounts	894	—	—
関係会社株式売却益	Gain on sale of investments in affiliates	296	—	—
株式譲渡契約精算益	Gain on cancellation of stock transfer contract	1,500	—	—
上場関連費用	Stock list expenses of OTSUKA CORPORATION	(118)	—	—
固定資産売却・除却損	Loss on sale/disposal of property, plant and equipment	(738)	(409)	(3,111)
会員権売却・評価損	Loss on evaluation/sale of membership	(1,406)	(73)	(555)
持分法投資損益	Equity in earnings of the affiliates	—	(149)	(1,133)
会計基準変更時差異償却	Amortization of transition amount arising from adopting new accounting standard for retirement benefit	—	(2,135)	(16,239)
その他(純額)	Other, net	196	92	699
		(214)	(3,319)	(25,245)
税金等調整前当期純利益	Income before income taxes and minority interests	5,708	4,859	36,959
法人税、住民税及び事業税：	Income taxes:			
法人税、住民税及び事業税	Current	3,098	3,072	23,366
法人税等調整額	Deferred	(339)	(728)	(5,537)
		2,759	2,344	17,829
少数株主損失	Minority interests in net losses of consolidated subsidiaries	48	16	122
当期純利益	Net income	¥ 2,997	¥ 2,531	\$ 19,252
			円 Yen	米ドル U.S.dollars
1株当たり当期純利益及び配当金：	Net income and dividends per share:			
1株当たり当期純利益	Net income	¥99.67	¥79.94	\$0.61
1株当たり配当金	Cash dividends	25.00	25.00	0.19

株式会社大塚商会および連結子会社  
2000年および2001年12月期

OTSUKA CORPORATION and Consolidated Subsidiaries  
For the years ended December 31, 2000 and 2001

百万円  
Millions of yen

千米ドル  
Thousands of U.S.dollars

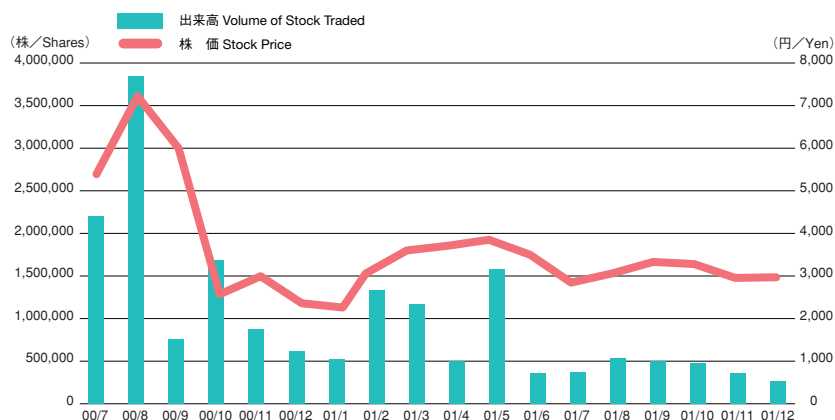
		2000	2001	2001
<b>営業活動によるキャッシュフロー：</b>	<b>Cash flows from operating activities:</b>			
税金等調整前当期純利益	Income before income taxes and minority interests	¥ 5,708	¥ 4,859	\$ 36,959
減価償却費	Depreciation and amortization	6,450	6,266	47,661
連結調整勘定償却額	Amortization of difference between cost of investment and equity in net assets of consolidated subsidiaries	49	51	388
退職給付引当金増加額	Provision for retirement benefits	210	1,714	13,037
貸倒引当金増加額	Provision for allowance for bad debts	568	218	1,658
受取利息及び受取配当金	Interest and dividend income	(107)	(104)	(791)
支払利息	Interest expenses	945	749	5,697
持分法による投資損失	Equity in earnings of the affiliates	—	149	1,133
固定資産売却・除却損	Loss on sale/disposal of property, plant and equipment	738	409	3,111
投資有価証券売却益	Gain on sale of investment in securities	(296)	—	—
株式譲渡契約精算益	Gain on cancellation of stock transfer contract	(1,500)	—	—
投資有価証券評価損	Loss on evaluation of investments in securities	157	189	1,438
会員権売却評価損	Loss on evaluation/sale of membership	1,406	73	555
売上債権の減少額	Decrease in notes and accounts receivable	1,738	2,260	17,190
棚卸資産の減少額	Decrease in inventories	1,805	3,166	24,082
仕入債務の減少額	Decrease in notes and accounts payable	(1,932)	(2,759)	(20,986)
その他	Other	1,146	1,356	10,314
小計	Sub-total	17,085	18,596	141,446
利息及び配当金の受取額	Interest and dividend income received	108	101	768
利息の支払額	Interest expenses paid	(982)	(795)	(6,046)
法人税等の支払額	Income taxes paid	(6,697)	(2,178)	(16,567)
営業活動によるキャッシュフロー	Net cash provided by operating activities	9,514	15,724	119,601
<b>投資活動によるキャッシュフロー：</b>	<b>Cash flows from investing activities:</b>			
有形固定資産の取得による支出	Payments for purchase of property, plant and equipment	(3,606)	(1,291)	(9,819)
ソフトウェアの開発による支出	Payments for software developed	(3,127)	(3,159)	(24,028)
投資有価証券の取得による支出	Payments for purchase of investments in securities	(2,177)	(686)	(5,218)
投資有価証券の売却による収入	Proceeds from sale of investments in securities	426	61	464
長期貸付金の貸付による増加	Increase in long-term loans receivable	(498)	(89)	(677)
その他	Other	283	327	2,487
投資活動によるキャッシュフロー	Net cash used in investing activities	(8,699)	(4,837)	(36,791)
<b>財務活動によるキャッシュフロー：</b>	<b>Cash flows from financing activities:</b>			
短期借入金の減少額（純額）	Decrease in short-term bank loans, net	(17,059)	(6,545)	(49,783)
長期債務による収入	Proceeds from long-term debts	623	4,520	34,380
長期債務の返済による支出	Repayments of long-term debts	(5,118)	(7,627)	(58,013)
株式の発行による収入	Proceeds from issue of new shares	19,845	—	—
配当金の支払額	Cash dividends paid	(282)	(791)	(6,017)
その他	Other	14	1	8
財務活動によるキャッシュフロー	Net cash used in financing activities	(1,977)	(10,442)	(79,425)
現金及び現金同等物に係る換算差額	Effect of exchange rate changes on cash and cash equivalents	(2)	7	53
現金及び現金同等物の増減額	Net increase (decrease) in cash and cash equivalents	(1,164)	452	3,438
現金及び現金同等物期首残高	Cash and cash equivalents at beginning of year	5,433	4,445	33,810
連結の範囲変更による現金及び現金同等物の増加額	Increase in cash and cash equivalents for newly consolidated subsidiaries	—	66	502
合併による現金及び現金同等物の増加額	Increase in cash and cash equivalents due to merger	176	—	—
現金及び現金同等物期末残高	Cash and cash equivalents at end of year	¥ 4,445	¥ 4,963	\$ 37,750

会社が発行する株式の総数	Authorized Common Stock	112,860,000株/shares
発行済株式総数	Issued Common Stock	31,667,020株/shares
1単元の株式の数	Number of Shares of Unit Stock	100株/shares
独立監査法人	Independent Auditor	中央青山監査法人/ChuoAoyama Audit Corporation
名義書換代理人	Transfer Agent	〒105-8574 東京都港区芝三丁目33番1号 中央三井信託銀行 The Chuo Mitsui Trust and Banking Co., Ltd. 33-1, Shiba 3-chome, Minato-ku, Tokyo 105-8574, Japan
上場証券取引所	Listing	東京証券取引所/The Tokyo Stock Exchange 市場第一部/First Section
証券コード	Code	4768
株主数	Number of Shareholders	12,116名

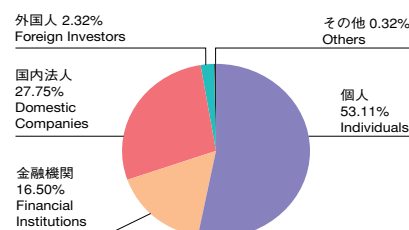
大株主の状況/Major Shareholders

株主名/Name		持株数(株) Number of Shares Held	持株比率(%) Equity Ownership (%)
大塚装備株式会社	Otsuka Sobi Co., Ltd.	8,112,730	25.61
大塚 実	Minoru Otsuka	2,765,490	8.73
大塚 裕司	Yuji Otsuka	2,622,580	8.28
大塚商会社員持株会	OTSUKA CORPORATION Employee Stock-Sharing Plan	2,595,320	8.19
東洋信託銀行株式会社(信託勘定A口)	The Toyo Trust and Banking Company, Limited, Trust Account (A)	1,412,100	4.45
株式会社横浜銀行	The Bank of Yokohama, Ltd.	720,840	2.27
大塚 照恵	Terue Otsuka	645,500	2.03
大塚 厚志	Atsushi Otsuka	485,550	1.53
日本トラスティ・サービス信託銀行株式会社(信託口)	Japan Trustee Services Bank, Ltd., Trust Account	352,900	1.11
株式会社東京三菱銀行	The Bank of Tokyo-Mitsubishi, Ltd.	339,100	1.07

出来高/株価 Share Performance of OTSUKA CORPORATION



所有者別株式保有状況  
Breakdown of Shareholders



商号： 株式会社大塚商会  
 Name: OTSUKA CORPORATION  
 創業： 1961年7月17日 (設立：1961年12月13日)  
 Date of Foundation: July 17, 1961  
 Date of Establishment: December 13, 1961  
 資本金： 10,374,851,000円  
 Paid-in Capital: ¥10,374,851,000  
 従業員数： 6,251名 (男5,129名/女1,122名)  
 Number of Employees: 6,251 (Male 5,129/Female 1,122)  
 事業内容： システムインテグレーション事業/コンピュータ、複写機、通信機器、ソフトウェアの販売および受託ソフトの開発等  
 サービス&サポート事業/サプライ供給、保守、教育支援等  
 Business: System Integration Business: Sales of computers, copiers, communication equipment and software, and software development of consigned software  
 Service and Support Business: Supplies, maintenance and educational support

本社： 〒101-8373 東京都千代田区三崎町2-12-1  
 電話：03-3264-7111 (大代表)  
 Head Office: 12-1, Misaki-cho 2-chome, Chiyoda-ku, Tokyo 101-8373, Japan  
 Phone: +81-3-3264-7111  
 支社： 首都圏支社 Metropolitan Office  
 Branches: 関西支社 Kansai Office  
 中部支社 Chubu Office  
 事業部： L A 事業部 Large Account Sales Department  
 Departments: B P 事業部 Business Alliance Department  
 M R O 事業部 MRO (Maintenance Repair & Operation) Department  
 S & D 事業部 S&D (Shop & Direct) Sales Department  
 ホテル事業部 Hotel Business Department  
 地域営業部： 中央第1営業部 Chuo Sales Group 1  
 Offices: 中央第2営業部 Chuo Sales Group 2  
 城西営業部 Josai Sales Group  
 城北営業部 Johoku Sales Group  
 多摩営業部 Tama Sales Group  
 京葉営業部 Keiyo Sales Group  
 神奈川営業部 Kanagawa Sales Group  
 埼玉営業部 Saitama Sales Group  
 大阪北営業部 Osaka Northern Sales Group  
 大阪南営業部 Osaka Southern Sales Group  
 地方支店： 札幌支店 Sapporo Branch  
 Local Branches: 仙台支店 Sendai Branch  
 宇都宮支店 Utsunomiya Branch  
 名古屋支店 Nagoya Branch  
 三河支店 Mikawa Branch  
 京都支店 Kyoto Branch  
 神戸支店 Kobe Branch  
 広島支店 Hiroshima Branch  
 福岡支店 Fukuoka Branch

αランド： αランド八重洲  
 α Land : α Land Yaesu  
 αランド宇都宮 α Land Utsunomiya  
 αランド御堂筋 α Land Midosuji

海外拠点： Otsuka.U.S.A.Inc.  
 Overseas:

連結子会社： Consolidated Subsidiaries:  
 株式会社オーエスケイ OSK Co., LTD.  
 株式会社ネットプラン Netplan Co., LTD.  
 株式会社アルファシステム Alpha System Co., LTD.  
 株式会社テンアートニ 10art-ni Corporation  
 株式会社ネットワーク Net World, INC.  
 震旦大塚(股)有限公司 AURORA-OTSUKA CORP.  
 株式会社アルファネット Alpha Net Inc.  
 株式会社アルファテクノ Alpha Techno Co., LTD.  
 株式会社ジェイ・ピー・エス・エス JPSS Co., LTD.  
 株式会社富士見建設 Fujimi Construction Co., LTD.

# 株式会社 大塚商会

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