## IO DATA

## The 34 th term Annual Report

From July 1, 2008 to June 30, 2009


I-O DATA DEVICE, INC.

## Greetings to Our Shareholders



I hope this report finds you well. Please allow me to take this opportunity to express my utmost gratitude for your continued generous support. As of June 30, 2009, we completed our 34th fiscal year (from July 1, 2008 to June 30, 2009). Hence, I would like to hereby report an overview of our business performance and other relevant information. I sincerely hope you will grant us continued support and guidance for the future.


Akio Hosono, President
September 2009

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## Status of Corporate Group

I-O \& YT (Hong Kong) Ltd.

## I-O \& YT Pte. Ltd.

Creative Media K.K.
I-O \& HY (Shanghai), Ltd.

> I-O DATA DEVICE, INC.

TAIWAN I-O DATA DEVICE, INC.


|  | Names | Capital stock | Percentage of shares held by I-O DATA DEVICE, INC. |
| :---: | :---: | :---: | :---: |
| Subsidiaries | TAIWAN I-O DATA DEVICE, INC. | NT\$50,000,000 | 100\% |
|  | I-O \& YT(Hong Kong) Ltd. | HK\$2,550,000 | See $\ldots 1$ |
|  | I-O \& HY(Shanghai), Ltd. | US\$600,000 | 50\% |
|  | I-O DATA America, Inc. | US\$100,000 | 100\% |
| Affiliates | I-O \& YT Pte. Ltd. | S\$1,585,000 | 49\% |
|  | Creative Media K.K. | $¥ 499,000,000$ | 30\% |

※1.TAIWAN I-O DATA DEVICE, INC. holds a $50 \%$ share and the remaining $50 \%$ belongs to I-O \& YT Pte. Ltd.
2.I-O \& HY (Shanghai), Ltd., has been determined to be dissolved as of December 22, 2008, and is in the process of being liquidated.

## The Outline of Sales

The Japanese economy, during the current consolidated fiscal year, created a difficult condition for business where the employment situation and personal consumption deteriorated sharply as the plunging stock price and rapidly appreciating yen pressured corporate earnings in light of the global economic downturn since the latter half of last year.
As for the personal computer(PC)-related industry surrounding our group of companies, the PC market and the peripheral market, both domestic and abroad, remained weak with companies and consumers increasingly holding back investments as the economy deteriorated, although the lowpriced small PC market, mainly for consumers, expanded. Furthermore, the worldwide drop in demand for PCs and electronic components had an impact on the electronics component industry, and the magnitude of price declines for electronic components, such as DRAM, NAND flash memory, and liquid crystal displays, which are linked to the business of our group companies, reached levels never seen before, and this accelerated the price reduction in the final goods.
Under such circumstances, our group of companies worked to cut costs, lower expenses, and pursued further operational efficiency while working hard to develop new markets. However, it was not enough to absorb the impact of declining sales prices and weakening demand, which became more and more pronounced every quarter. The result was a very difficult situation with sales and profits falling significantly below the previous consolidated fiscal year levels.
In regards to sales in such a difficult demand environment, we strived to expand sales and enhance our lineup of next generation communicationrelated products and digital consumer electronics products, which are areas that are expected to grow, going forward. Despite these efforts, the Extension Memory Board Division and Peripheral Division remained weak as demand fell and prices declined at the same time, in comparison to the previous consolidated fiscal year, from the beginning of this fiscal year. In addition, sales for the Storage Division and Liquid Crystal Division, which faced a sharp price decline in the third quarter even though demand continued to be firm, was sluggish. As a result, overall sales fell significantly below the previous consolidated fiscal year.
On the profit side, we made every effort to shrink costs, including cutting outsourcing fees, lowering executive compensation and management salaries, and reducing product costs from the design phase, in order to cope with the rapid deterioration in the business environment. However, there were multiple temporary factors that pushed down profit, such as compensation for inventory devaluation for the Storage Division in light of the rapid sales price decline in the third quarter, loss on revaluation of

inventory for the Liquid Crystal Division in the first quarter, in addition to the effect of sluggish overall sales, and we posted losses for all items below operating income.
As a result, for this consolidated fiscal year, we posted group sales of 45,785 million yen (down $27.3 \%$ from the previous year), operating loss of 725 million yen (operating profit of 2,093 million yen in the previous year), current loss of 1,007 million yen, (current profit of 1,816 million yen in the previous year), and net loss of 1,050 million yen (net profit of 1,166 million yen in the previous year).
Looking ahead, despite positive factors for economic recovery showing up with the effects of economic stimulus measures in the respective countries contributing from this year, the domestic economic situation, as well as the business environment surrounding companies, is expected to remain difficult as the deterioration in the global economy continues and because there are still forecasts that the uncertainty over the outlook will persist for some time.
Under such circumstances, our group recognizes that the transformation to a profitable system is urgently needed, and we will advance towards strengthening the competitiveness of existing businesses as well as accelerating the development of new businesses by utilizing, to the fullest extent, the partnership network within the industry that we have built in Japan and overseas and the various associated technologies we own, as a comprehensive peripheral equipment manufacturer for digital devices including PCs.
We will focus on creating new demand by aggressively enhancing and proposing attractive products and services from the customers' perspective to develop the digital consumer electronics peripherals market, which is an area that is expected to grow, and the corporate market, mainly for small and medium size enterprises. As for the PC peripheral device market, which is our existing line of business, we will make thorough efforts to further cut overall business operating expenses and to lower cost prices, including reviewing our lineup in order to enhance competitiveness. At the same time, we will make every effort to shrink costs, including maintaining lower compensation and salaries for directors, operating officers, and managers.
Although we anticipate profitability to improve through these efforts, demand growth will remain sluggish in this harsh economic situation that we face, and since we expect it will take time for product prices, which fell significantly during this consolidated fiscal year, to recover, we unfortunately foresee that a full recovery in profits in the next consolidated fiscal year would be difficult.




## Outline of Sales by Division

## Extension Memory Board Division

In the memory board business, sales fell significantly below the previous consolidated fiscal year level, as unit sales growth was sluggish due to less demand for expansion because the initial memory size preinstalled in PCs has grown, in addition to sales prices falling dramatically with the market price of DRAM, which is a major component, in comparison with the previous consolidated fiscal year. As for flash memory products, mainly memory cards and USB memory devices, unit sales trended relatively firm with the progress of price reductions, although it was not enough to

## Storage Division

Although unit sales exceeded the previous consolidated fiscal year, mainly with external large-capacity hard disk drives, for which demand is growing in light of the increase in data holdings, sales growth remained sluggish due to the impact of retail prices falling sharply from increased competition in the third quarter, and as a result, the Storage Division posted sales of 16,985 million yen, down $14 \%$ from the previous year.
absorb the impact of lower prices, and sales ended lower than the previous consolidated fiscal year. As a result, sales in the Extension Memory Board Division fell 39.9\% year-overyear to 6,907 million yen.

## Liquid Crystal Division

While both corporate and consumer demand for additional display monitors was weak, we enhanced our product lineup and renewed our efforts to expand sales in light of the sharp decline in raw material prices. As a result, LCD product unit sales and market share exceeded the previous consolidated fiscal year. However, the division posted sales of 10,153 million yen, down $26.9 \%$ from the previous year, as product prices fell significantly because raw material prices
fell since the beginning of the fiscal period, because of the impact of companies holding back investments in the third quarter, and because we were between product models during the fourth quarter.


## Peripheral Division

As for multimedia and digital consumer electronics products, demand was slow to pick up during this fiscal period and sales did not reach previous fiscal year levels, although we made efforts to expand sales and enhance our lineup of digital terrestrial tuners for analog television sets as well as add-on tuners for PCs ahead of the proliferation period with analog broadcast being terminated in 2011. As for network products, despite our aggressive efforts to offer cutting edge technology, including the introduction of new products at the fiscal year-end using next generation communication standard WiMAX, which went in service in the metropolitan areas from July 1, 2009, sales fell below the year-ago level due to the impact of lower sales of NAS (network attached storage) products in light of the downturn in corporate demand and because a large-size order

## Custom Order Product Division

Although OEM products business, such as STB products for video distribution services over the Internet, progressed in line with our plans, a major transaction, which peaked during the last consolidated fiscal year, has been settled and because of this, sales of the Custom Order Product Division dropped $58.0 \%$ from the
received last fiscal year did not continue into this fiscal year. As a result, sales for the Peripherals Division fell $28.8 \%$ from the previous year to 8,108 million yen.


## Others

Sales of other brand products and electronic components that complement our product lineup remained relatively firm, but not enough to absorb the impact of I-O \& YT Pte. Ltd., which leads overseas component sales, becoming an equity method affiliate in January 2008. As a result, sales of the Other division declined 18.3\%
year-over-year to 1,895 million yen.



## Consolidated Financial Statements

## Consolidated Balance Sheets



Consolidated Statements of Income

|  | Amount |  |
| :--- | ---: | :---: |
| Item | (Millions of yen) |  |
|  | 33rd Term <br> (Year ended June 30, 2008) | 34ern ended June 30, 2009) |
| Net sales | 62,968 | 45,785 |
| Cost of sales | 53,376 | 39,910 |
| Gross profit | 9,592 | 5,874 |
| Selling, general and administrative expenses | 7,499 | 6,600 |
| Operating income (loss) | 2,093 | $(725)$ |
| Other income | 205 | 213 |
| Other expenses | 481 | 495 |
| Ordinary income (loss) | 1,816 | $(1,007)$ |
| Extraordinary income | 16 | 39 |
| Extraordinary loss | 423 | 196 |
| Net income (Net loss) before income taxes | 1,408 | $(1,164)$ |
| Income taxes-current | 363 | 124 |
| Income taxes-deferred | $(157)$ | $(246)$ |
| Minority interests | 36 | 9 |
| Net income (Net loss) | 1,166 | $(1,050)$ |
| ※Truncating the number under million yen |  | Notes:2 |

Consolidated Statements of Cash Flow

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
| Item | Amount |  |
|  | 33rd Term (Year ended June 30, 2008) | 34th Term (Year ended June 30, 2009) |
| Cash flows from operating activities | 1,110 | 3,568 |
| Cash flows from investing activities | (428) | (258) |
| Cash flows from financing activities | $(1,346)$ | (339) |
| Effects of exchange rate changes on cash and cash equivalents | (173) | (290) |
| Net increase in cash and cash equivalents | (838) | 2,680 |
| Cash and cash equivalents at beginning of year | 6,477 | 5,605 |
| Effect of disposal of Consolidated Subsidiaries | (33) | - |
| Cash and cash equivalents at end of year | 5,605 | 8,285 |

Consolidated Statement of Changes in Shareholders' Equity (Year ended June 30, 2009)

| (Millions of yen) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shareholders' equity |  |  |  |  | Net unrealized gain, foreign currency translation adjustments etc. |  |  | Minority interests |
|  | $\begin{aligned} & \text { Common } \\ & \text { stock } \end{aligned}$ | Capital surplus | Retained earnings | Treasury stock-at cost | Total | Net unrealized gain on investment securities | Deferred net gain on hedge | Cumulative currency translation adjustments |  |
| Initial Balance | 3,588 | 4,308 | 12,381 | (820) | 19,457 | (10) | 76 | (79) | 206 |
| Impact from application of Practical Issue Task Force No. 18 Changes | - |  | (21) | - | (21) | - | - | - | - |
| Distribution of unappropriated earned surplus | - | - | (209) | - | (209) | - | - | - | - |
| Net loss | - | - | $(1,050)$ | - | $(1,050)$ | - | - | - | - |
| Acquisition of treasury stock | - | - | - | (110) | (110) | - | - | - | - |
| Retirement of treasury stock | - | - | - | 0 | 0 | - | - | - | - |
| Other changes outside shareholders' equity | - | - | - | - | - | (40) | (344) | (202) | (29) |
| Total changes | - | - | $(1,259)$ | (110) | $(1,369)$ | (40) | (344) | (202) | (29) |
| Ending balance | 3,588 | 4,308 | 11,099 | (930) | 18,065 | (51) | (267) | (281) | 177 |

[^0]
## Non-Consolidated Financial Statements

## Non-Consolidated Balance Sheets

| Item | Amount |  |
| :---: | :---: | :---: |
|  | 33rd Term (As of June 30, 2008) | 34th Term (As of June 30, 2009) |
| ASSETS |  |  |
| Current Assets |  |  |
| Cash and bank deposits | 3,636 | 6,501 |
| Notes and accounts receivable-trade | 11,142 | 6,449 |
| Inventories | 6,327 | 4,924 |
| Other | 1,274 | 1,398 |
| Less:Allowance for doubtful accounts | (152) | (122) |
| Total Current Assets | 22,228 | 19,151 |
| Fixed Assets |  |  |
| Tangible fixed assets |  |  |
| Buildings and structures | 1,150 | 1,100 |
| Land | 2,880 | 2,880 |
| Other | 320 | 222 |
| Total tangible fixed assets | 4,351 | 4,203 |
| Intangible fixed assets | 408 | 249 |
| Investments and others | 1,959 | 1,952 |
| Total Fixed Assets | 6,718 | 6,405 |
| Total Assets | 28,946 | 25,557 |


| Item | Amount |  |
| :---: | :---: | :---: |
|  | 33rd Term <br> (As of June 30, 2008) | 34th Term (As of June 30, 2009) |
| LIABILITIES |  |  |
| Current Liabilities |  |  |
| Notes and accounts payable-trade | 7,292 | 6,383 |
| Accrued income taxes | 270 | 17 |
| Other | 2,195 | 1,671 |
| Total Current Liabilities | 9,758 | 8,073 |
| Long-term Liabilities |  |  |
| Reserve for retirement benefits | 184 | 199 |
| Reserve for directors' retirement allowances | 129 | 129 |
| Reserve for recycle projects | 377 | 466 |
| Reserve for product warranty | - | 128 |
| Other | 55 | 27 |
| Total Long-term Liabilities | 747 | 951 |
| Total Liabilities | 10,505 | 9,024 |
| NET ASSETS |  |  |
| Shareholders' equity | 18,374 | 16,851 |
| Common stock | 3,588 | 3,588 |
| Capital surplus | 4,308 | 4,308 |
| Retained earnings | 11,298 | 9,885 |
| Treasury stock-at cost | (820) | (930) |
| Net unrealized gain, |  |  |
| foreign currency translation adjustments etc. | 65 | (319) |
| Net unrealized gain on investment securities | (10) | (51) |
| Deferred net gain on hedge | 76 | (267) |
| Total Net Assets | 18,440 | 16,532 |
| Total Liabilities and Net Assets | 28,946 | 25,557 |
| ※Truncating the number under million yen |  | Notes:4 |

## Non-Consolidated Statements of Income

| Item | Amount |  |
| :--- | ---: | ---: |
|  | 33rd Term <br> (Year ended June 30, 2008) | 34th Tearended June 30, 2009) |
| Net sales | 61,476 | 45,661 |
| Cost of sales | 53,103 | 40,741 |
| Gross profit | 8,373 | 4,920 |
| Selling, general and administrative expenses | 6,813 | 6,212 |
| Operating income (loss) | 1,560 | $(1,292)$ |
| Other income | 449 | 304 |
| Other expenses | 179 | 260 |
| Ordinary income (loss) | 1,829 | $(1,247)$ |
| Extraordinary income | 16 | 47 |
| Extraordinary loss | 423 | 195 |
| Net income (Net loss) before income taxes | 1,422 | $(1,396)$ |
| Income taxes-current | 300 | 33 |
| Income taxes-deferred | $(127)$ | $(225)$ |
| Net income (Net loss) | 1,249 | $(1,203)$ |

※Truncating the number under million yen
Notes:5
$\left.\left.\begin{array}{lcc}\text { Notes:1 } & & \begin{array}{c}\text { 33rd Term } \\ \text { (Millions of yen) }\end{array} \\ \hline \text { 34th Term } \\ \text { (As of June 30, 2008) }\end{array}\right) \begin{array}{ccc}\text { (As of June 30, 2009) }\end{array}\right]$

Notes: 3

1. Cash and cash equivalents at end of year agree with "Cash and bank deposits" stated in the consolidated balance sheets.

| Notes: 4 | (Millions of yen) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { 33rd Term } \\ \text { (As of June 30, 2008) } \end{gathered}$ | 34th Term <br> (As of June 30, 2009) |
| 1. Short-term receivable due from affiliated companies | 768 | 454 |
| Short-term payable due to affiliated companies | 1,756 | 1,125 |
| 2. Accumulated depreciation of tangible fixed assets | 3,581 | 3,878 |
| 3. Liabilities for guarantee |  |  |
| TAIWAN I-O DATA DEVICE, INC. | 1,317 | 191 |
| Those denominated in foreign currencies therein: | (US\$12,372 thousand) | (US\$2,002 thousand) |
| Notes:5 |  | (Millions of yen) |
|  | 33rd Term (Year ended June 30, 2008) | $\begin{gathered} \text { 34th Term } \\ \text { (Year ended June } 30,2009 \text { ) } \end{gathered}$ |
| 1. Purchases, etc. from affiliated companies | 26,826 | 16,894 |
| 2. Research and development costs included in selling, general and administrative expenses | 1,075 | 945 |
| 3. Net income (Net loss) per share (unit:yen) | 86.80 | (87.33) |

## Non-Consolidated Statement of Changes in Shareholders' Equity (Year ended June 30, 2009)

|  |  |  |  |  |  |  |  |  | (Mi | ions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Shareholders' equity |  |  |  |  |  |  |  | Net unrealized gain, foreign currency translation adjustments etc. |  |
|  | $\begin{aligned} & \text { Common } \\ & \text { stock } \end{aligned}$ | Capital surplus |  | Retained earnings |  |  | Treasury stock-at cost | Total | $\begin{gathered} \text { Net unrealized } \\ \text { gain on } \\ \text { investment } \\ \text { securities } \\ \hline \end{gathered}$ | Deferred net gain on hedge |
|  |  | Capital reserve | Other capital surplus | Other retained earnings |  |  |  |  |  |  |
|  |  |  |  | Reserve for reduction of fixed assets | Special reserves | $\begin{array}{\|l\|l} \text { Retained earnings } \\ \text { carried forward } \end{array}$ |  |  |  |  |
| Initial Balance | 3,588 | 1,000 | 3,308 | 207 | 9,800 | 1,290 | (820) | 18,374 | (10) | 76 |
| Changes |  |  |  |  |  |  |  |  |  |  |
| Distribution of unappropriated earned surplus | - | - | - | - | - | (209) | - | (209) | - | - |
| Net loss | - | - | - | - | - | $(1,203)$ | - | $(1,203)$ | - | - |
| Acquisition of treasury stock | - | - | - | - | - | - | (110) | (110) | - | - |
| Retirement of treasury stock | - | - | - | (0) | - | - | 0 | 0 | - | - |
| Reversal of reserve for reduction of fixed assets | - | - | - | (0) | - | 0 | - | - | - | - |
| Accumulation of special reserve | - | - | - | - | 1,000 | $(1,000)$ | - | - | - | - |
| Other changes outside shareholders' equity | - | - | - | - | - | - | - | - | (40) | (344) |
| Total changes | - | - | - | (0) | 1,000 | $(2,411)$ | (110) | $(1,522)$ | (40) | (344) |
| Ending balance | 3,588 | 1,000 | 3,308 | 206 | 10,800 | $(1,121)$ | (930) | 16,851 | (51) | (267) |

[^1]
## Company Profile

Outline (As of June 30, 2009)

| $\square$ Name | I-O DATA DEVICE, INC. |
| :--- | :--- |
| $\square$ Established | January 10, 1976 |
| $\square$ Capital | $3,588.07$ million yen |
| $\square$ Employees | 579 (Non-Consolidated) |
|  | 618 (Consolidated) |

Board of Directors (As of September 25, 2009)

| President | Akio Hosono |
| :--- | :--- |
| Executive Director | Nobuo Ikeda |
| Managing Director | Takeji Shimada |
| Director | Hiroshi Kawada |
| Standing Statutory Auditor | Masakatsu Ikeda |
| * Statutory Auditor | Fumio Miyazaki |
| * Statutory Auditor | Akira Mizutani |
| * Statutory Auditor | Yukio Kanai |

Note: Outside Statutory Auditors are marked with an asterisk (*).

Offices (As of June 30, 2009)

## Headquarters and Factory

3-10 Sakurada-machi, Kanazawa, Ishikawa
Sales Headquarters in Tokyo
4-14-1 Sotokanda, Chiyoda-ku, Tokyo
Osaka Office
2-1-10 Minamisenba, Chuo-ku, Osaka, Osaka

## Sapporo Office

4-1, Kitajujonishi, Kita-ku, Sapporo, Hokkaido
Sendai Office
2-2-10 Tsutsujigaoka, Miyagino-ku, Sendai, Miyagi

## Yokohama Office

3-18-5 Shinyokohama, Kohoku-ku, Yokohama, Kanagawa

## Nagoya Office

1-4-12 Kamimaezu, Naka-ku, Nagoya, Aichi

## Hiroshima Office

7-14 Hashimoto-cho, Naka-ku, Hiroshima, Hiroshima
Fukuoka Office
1-31 Tenya-machi, Hakata-ku, Fukuoka, Fukuoka

Note: The Yokohama Office was closed as of June 30, 2009.

Authorized shares
41,000,000
Total number of shares outstanding _ 14, 839,349
Number of shares per unit -100
Number of shareholders at the term-end - 8,760

Major Shareholders

| Investment by these <br> shareholders in the <br> Company | Investment by the <br> Company in these <br> shareholders |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | Number of <br> shares held | Share holding <br> percentage | Number of <br> shares held | Share holding <br> percentage |
| Akio Hosono | $4,514,643$ | $30.42 \%$ | - | - |
| I-O DATA DEVICE, INC. | $1,208,156$ | 8.14 | - | - |
| Yukie Hosono | 763,780 | 5.15 | - | - |
| The Hokkoku Bank, Ltd. | 306,662 | 2.07 | 510,000 | 0.15 |
| Japan Trustee Services Bank, Ltd. <br> (Trust Account) | 274,000 | 1.85 | - | - |
| TRENT Ltd. | 269,675 | 1.82 | - | - |
| Mizuho Bank, Ltd. | 153,331 | 1.03 | - | - |

## Distribution of Shares by Shareholder Type



## Information for Shareholders

Fiscal Year: From July 1 to June 30
Ordinary General Meeting of Shareholders: Annually in September Record Date:

Ordinary General Meeting of Shareholders: June 30 Dividends: June 30
Interim Dividends: December 31
Other record dates shall be set up and announced in advance when necessary.
Listed Stock Exchange: JASDAQ
(Japan Association of Securities Dealers Automated Quotations)
Security Code: 6916
Media of Public Notice: Announcements will be made electronically on our website. (http://www.iodata.jp/) However, when electronic announcements are difficult due to circumstances beyond our control, we will place a notice in the Nihon Keizai Shimbun (Nikkei Newspaper).

## Stock Transfer Agent and account management institution for special accounts:

The Sumitomo Trust \& Banking Co., Ltd.
4-5-33 Kitahama, Chuo-ku, Osaka

## Handling Office:

The Sumitomo Trust \& Banking Co., Ltd. Stock Transfer Agency Department 4-5-33 Kitahama, Chuo-ku, Osaka

## Mailing Address:

The Sumitomo Trust \& Banking Co., Ltd. Stock Transfer Agency Department 1-10 Nikko-cho, Fuchu, Tokyo 183-8701

## Website:

http://www.sumitomotrust.co.jp/STA/retail/service/daiko/index.html

## F.D DATA

## I-O DATA DEVICE, INC.

3-10 Sakurada-machi, Kanazawa, Ishikawa, JAPAN
http://www.iodata.jp/


[^0]:    ※Truncating the number under million yen

[^1]:    ※Truncating the number under million yen

