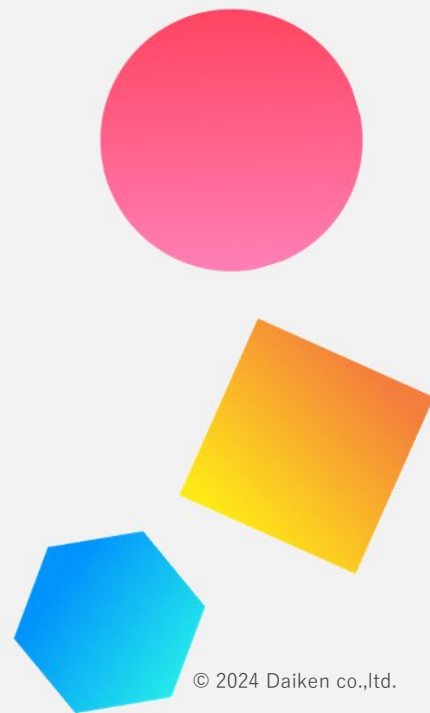


DAIKEN

第55期 DAIKEN POLICY

2024.10.12

代表取締役 河村 昌則



© 2024 Daiken co.,ltd.

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弊社くを取り巻く環境から来期目指すべき方向性と、会社全体の枠組みについての解説

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01 概要

弊社を取り巻く環境から来期目指すべき方向性と、会社全体の枠組みについての解説

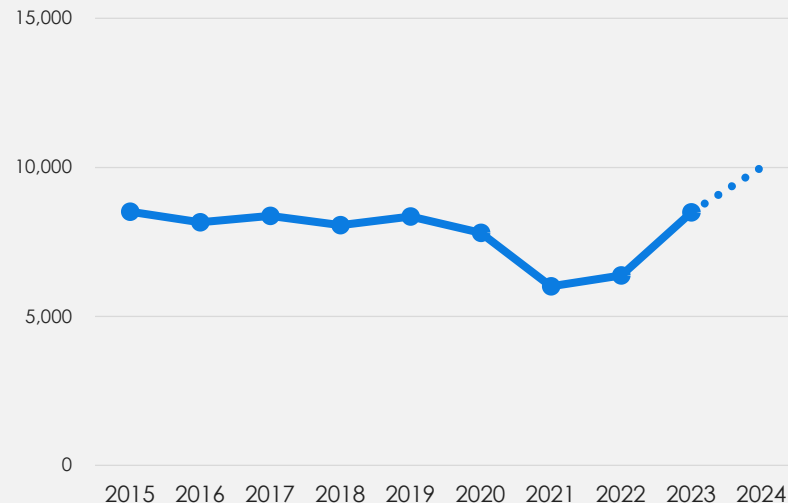
概要

**当社はこの度策定した「第三次中期経営計画」にて、
事業ポートフォリオの再編成と生成AIを活用したビジネスモデルへの
転換を打ち出しました。**

概要

食品業界はここ数年の原料高に伴い中小零細企業を筆頭に苦しい経営環境にあり、企業数が減少してくことが予想されます。

倒産件数



帝国データバンクHP 倒産集計より 2015年～2023年の倒産件数 (2024年は予測値)

2024年上半期 4,887件 (前年同期比+22.0%)

※帝国データバンク倒産集計 2024年上半期報 (1月～6月)

概要

このような経済環境下で、我々は先見性を持ち、不確実性に対応していくことが求められます。

これまで以上にあらゆる産業知見とマーケットインテリジェンスを強化することによって、マーケットの発展、従業員のQOLをより良いものに主導する事が我々の役割だと考えています。

概要

以上の考えと背景のもと、
第55期 DAIKEN POLICY を発表します。

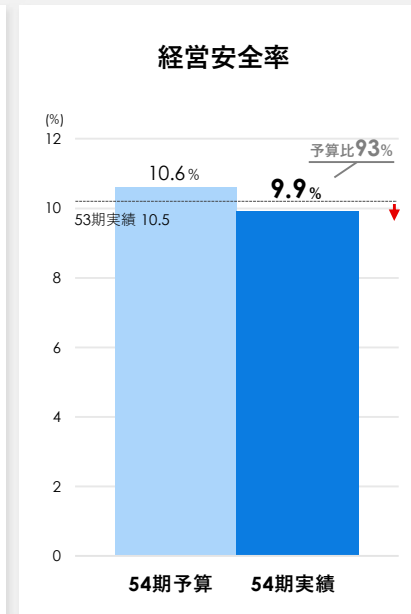
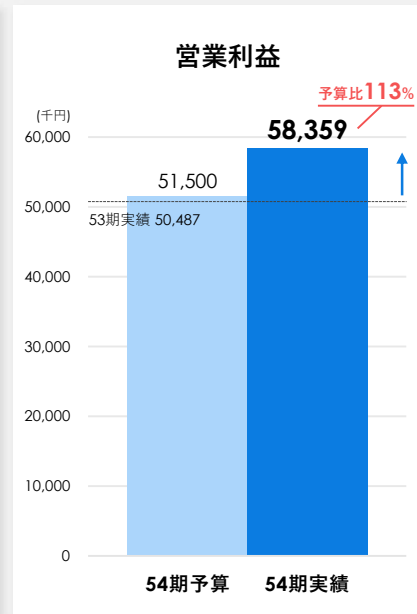
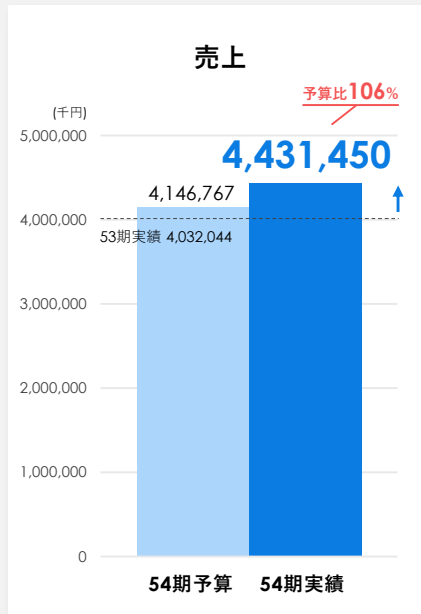
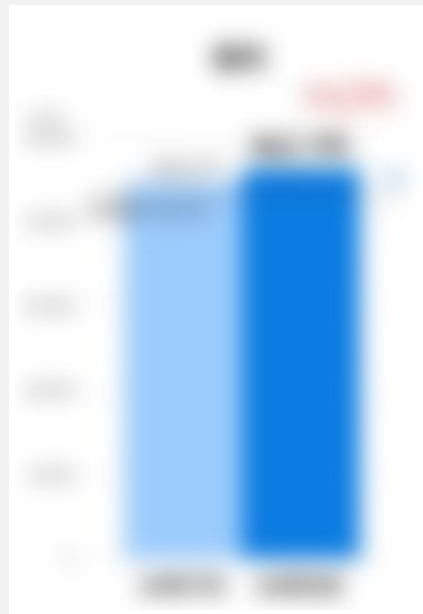
「**全従業員が自信と威厳をもって挑戦し続ける**」
そういう企業でありたいと思います。

02

昨年度の実績・フィードバック

54期の予算、KPI進捗結果の確認

会社 予算進捗結果

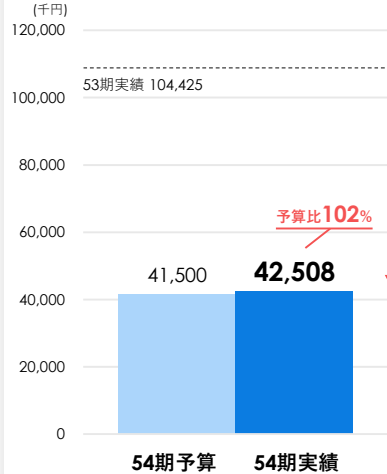


Summary

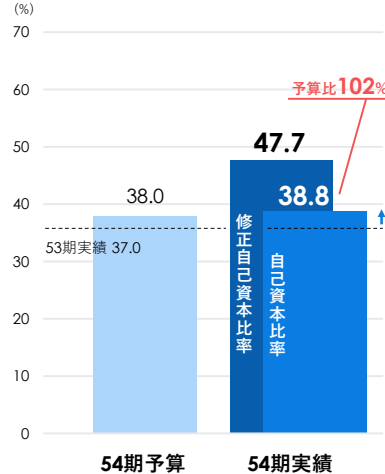
売上総利益・営業利益も昨年を上回る予算比103%/113%となり最終的に増収増益となった。経営安全率は9.9%とこちらも昨年から0.7%悪化している。（経営安全率の業界平均：10%）

会社 予算進捗結果

当期純利益

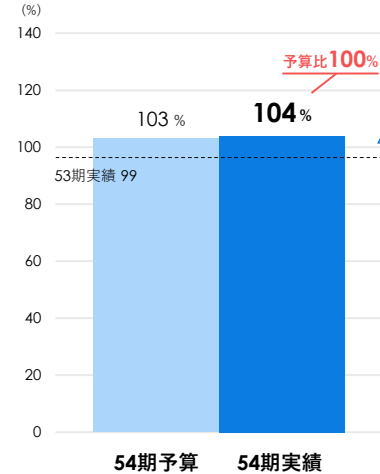


自己資本比率・修正自己資本比率

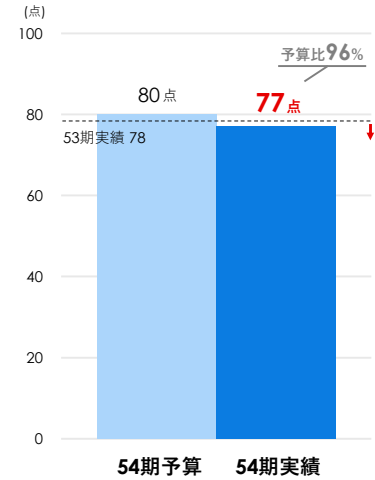


※ 修正自己資本比率の54期予算は未策定

各セクションの パフォーマンス



従業員満足度



Summary

当期純利益は予算比102%、自己資本比率、パフォーマンス予算もほぼ予算通り良い結果をおさめる事ができました。ただし、従業員満足度については残念ながら予算を割れこんでおり対策が必要。

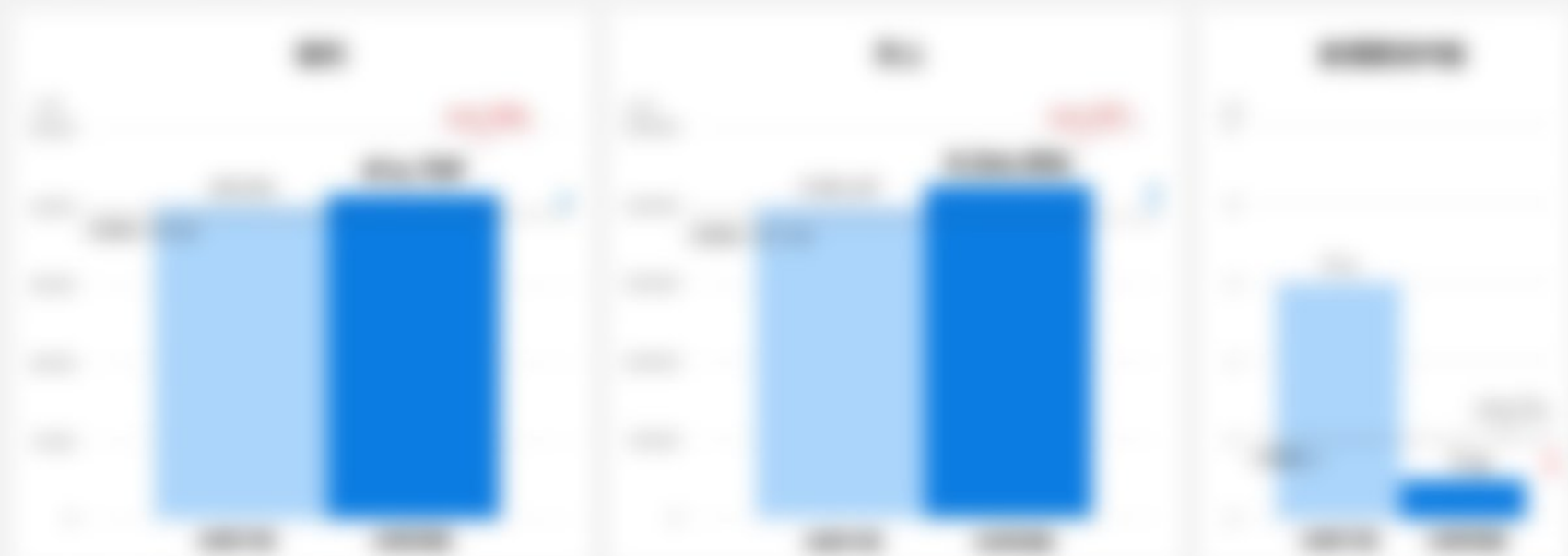
パフォーマンス … 業務効果。営業：新規・既存訪問件数の計画達成率、衛生事業部：新規・既存訪問件数の計画達成率、管理：就労時間の予算比、総合支援：KPIに関する年間スケジュールの進捗達成率



02 昨年度の実績・フィードバック

営業部 第54期予算・KPI進捗結果

END TRENDS



END TRENDS

END TRENDS

END TRENDS

2020-2021



Notes

PERCENTAGE OF STUDENTS WITH A LEARNING DISABILITY, PHYSICAL OR MENTAL HEALTH CONDITION, CHRONIC HEALTH CONDITION, AND CHRONIC HEALTH CONDITION IN 2020 AND 2021. DATA IS BASED ON THE 2020 AND 2021 SCHOOL YEAR.

2020-2021

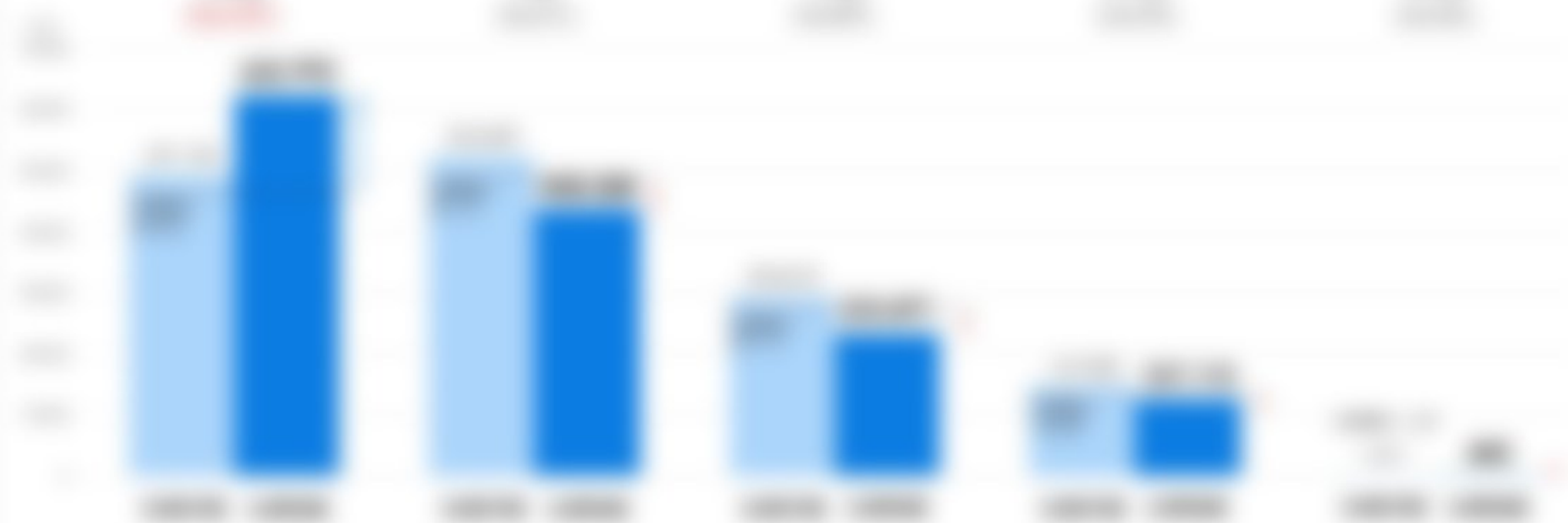
2021-2022

2022-2023

2023-2024

2024-2025

2025-2026



Source:

2020-2021, 2021-2022, 2022-2023, 2023-2024, 2024-2025, 2025-2026

02 昨年度の実績・フィードバック

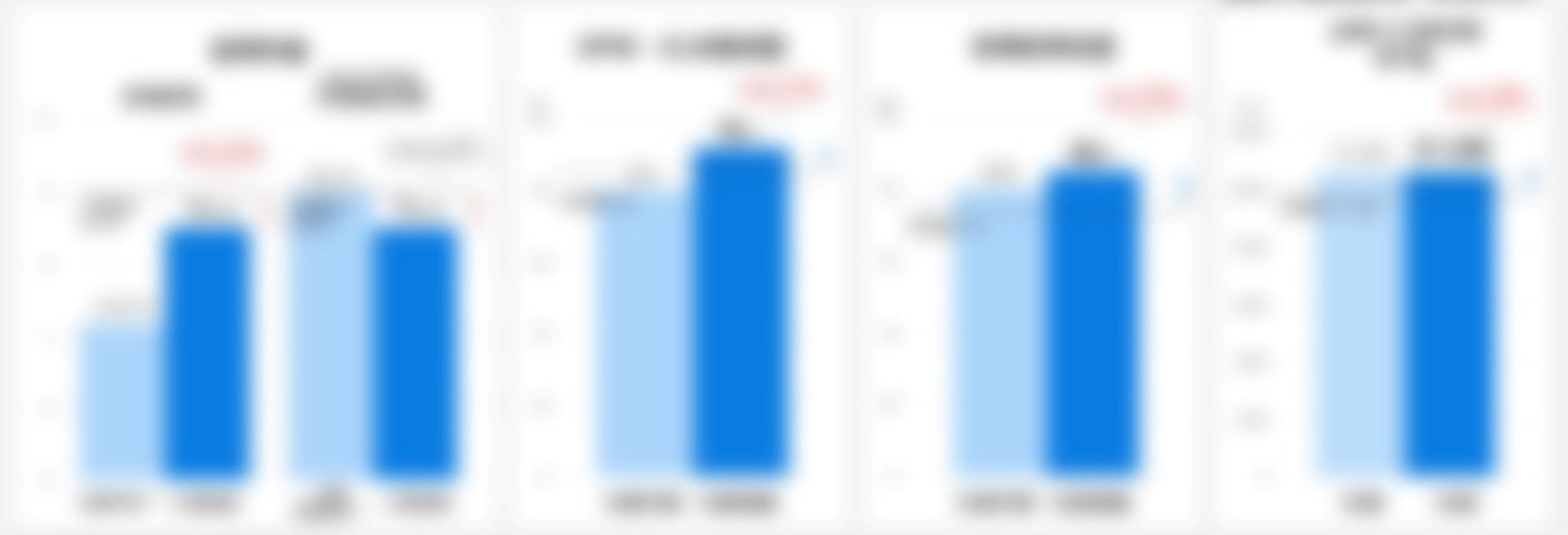
衛生事業部 第54期予算・KPI進捗結果

GROUP TOTALS



Source: ...

Global Income



Notes

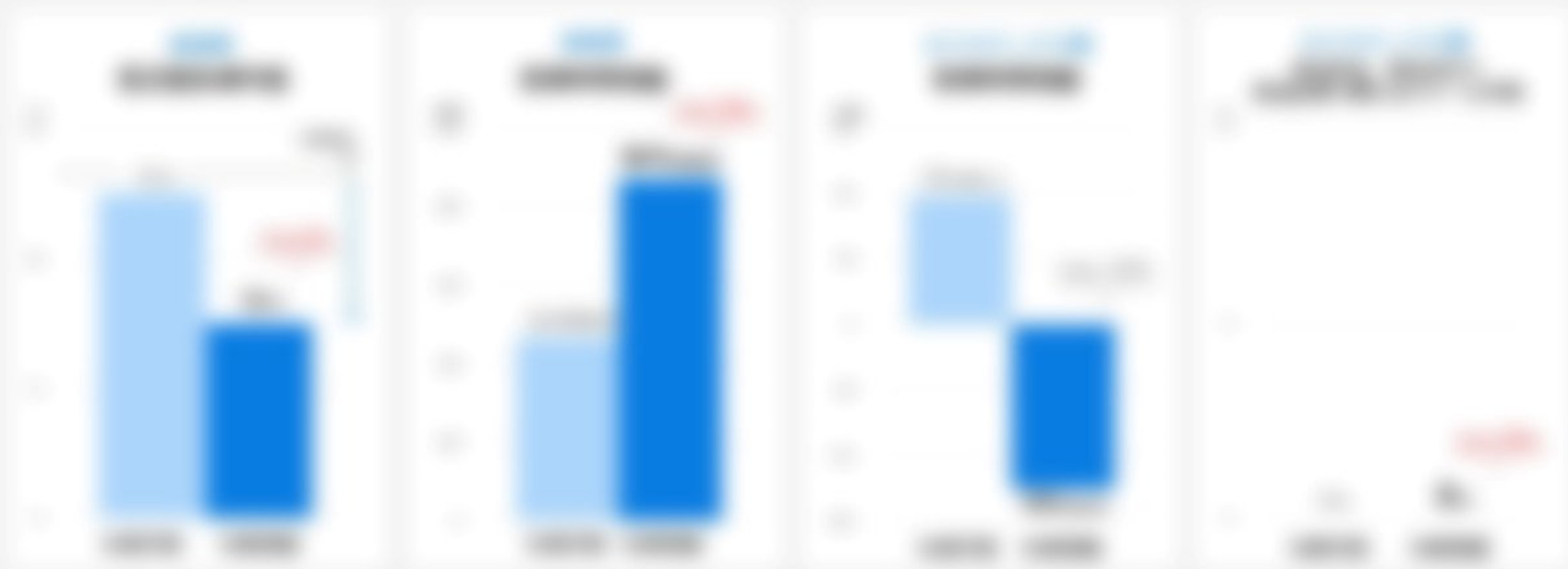
Income data is based on the most recent available information. All figures are in billions of U.S. dollars. The data is not seasonally adjusted.

02 昨年度の実績・フィードバック

管理部 第54期予算・KPI進捗結果

START

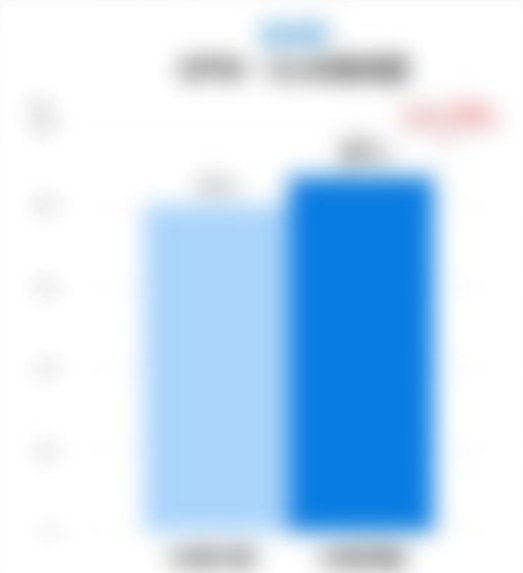
2020-2021



Notes

The number of students in each category is shown in the bar charts. The number of students in each category is shown in the bar charts. The number of students in each category is shown in the bar charts.

2000-2001



Source: Bureau of Economic Analysis, Bureau of Labor Statistics, Bureau of Economic Analysis

2000-2001

2000-2001: 15% increase in the number of people in the workforce

2000-2001



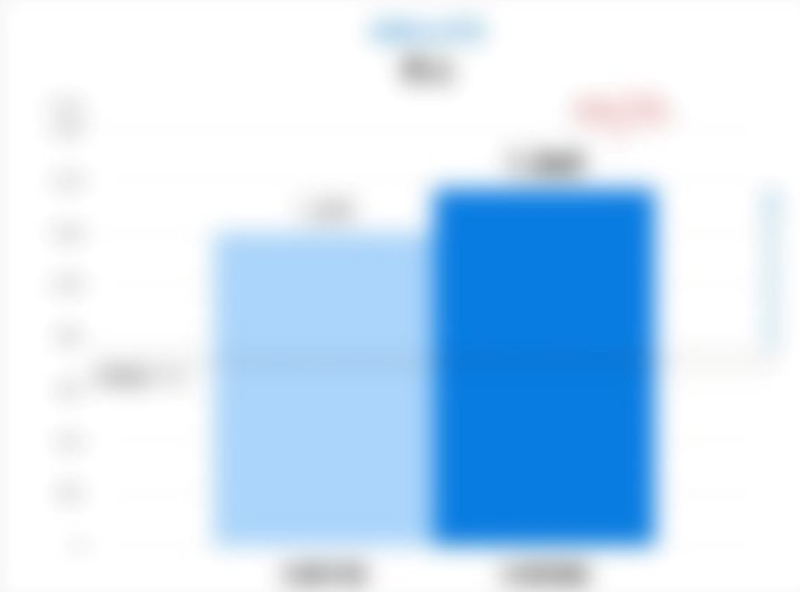
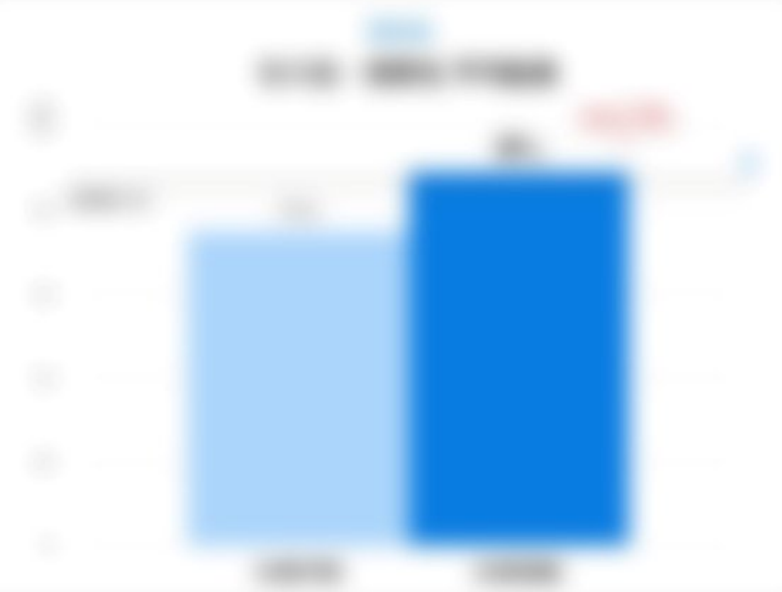
2000-2001

2000-2001

02 昨年度の実績・フィードバック

総合支援部 第54期予算・KPI進捗結果

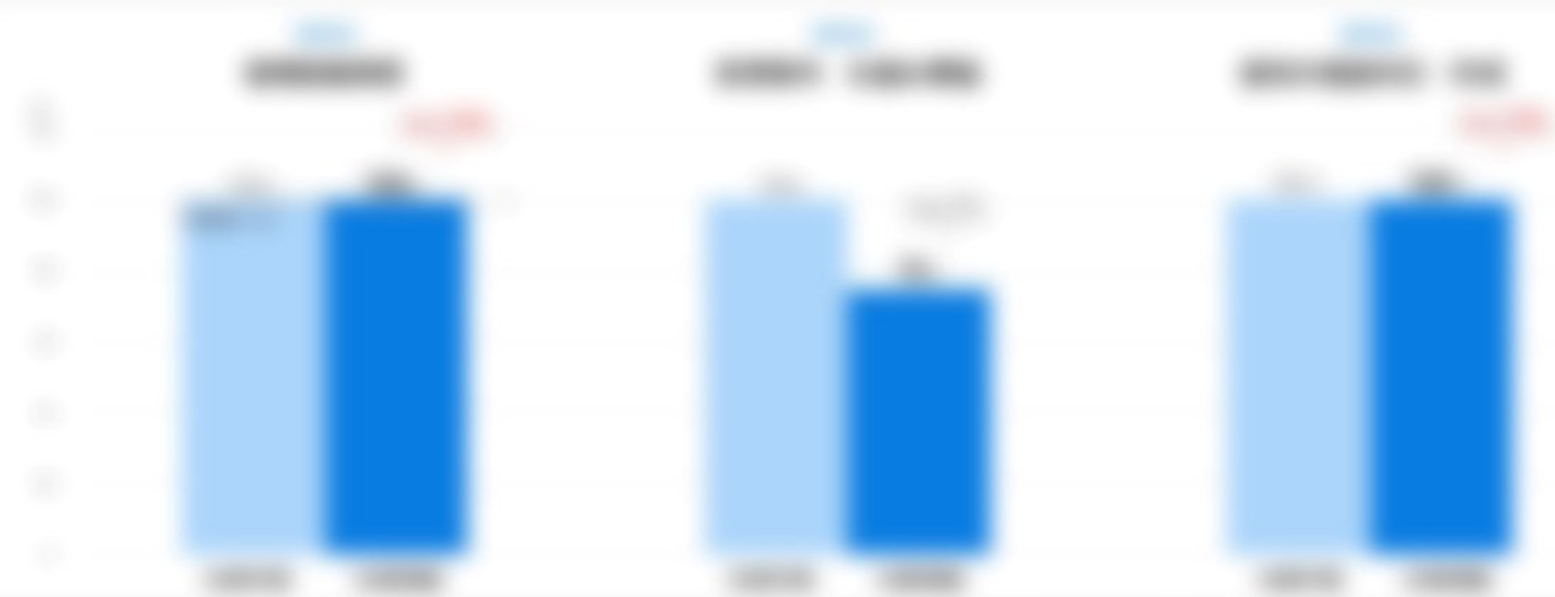
GROUP MEANS



Notes:
Group means are calculated as the sum of all individual scores divided by the number of individuals in the group.
The mean is a measure of central tendency that represents the average value of a set of scores.
The mean is calculated by adding all the scores and dividing the total by the number of scores.

2023-2024

2023



2023-2024

2022-2023

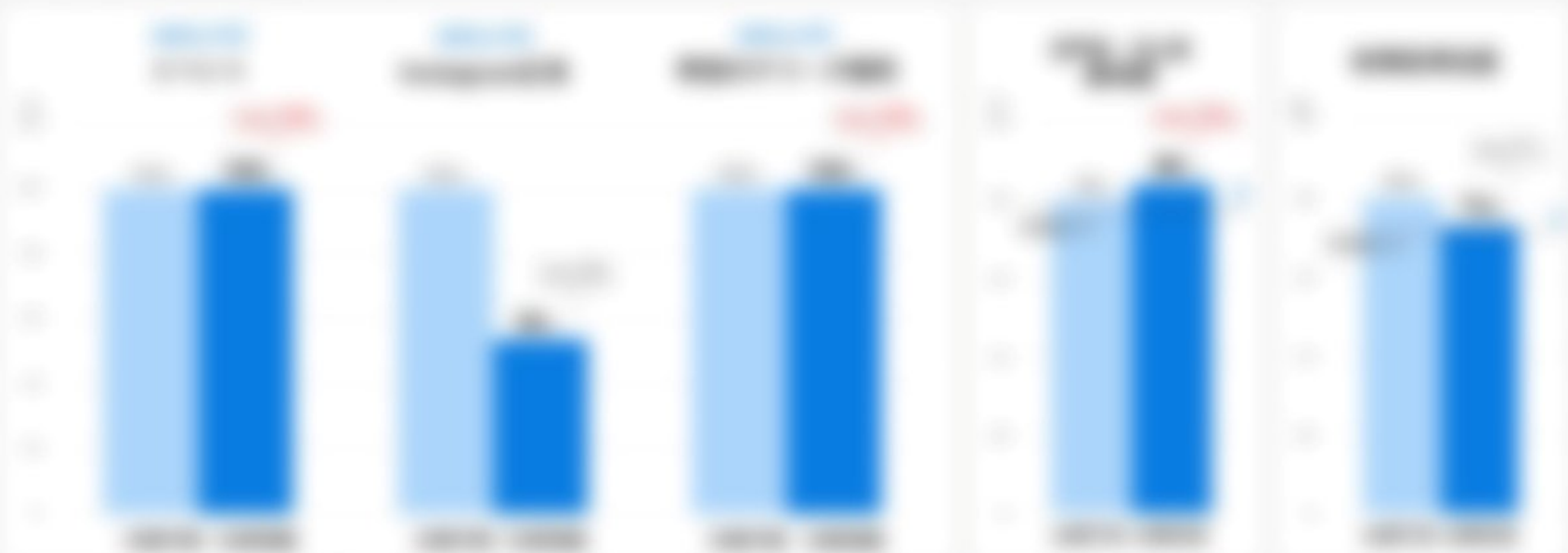
2022-2023

2022-2023

2022-2023

2022-2023

2022-2023



Notes

The data is based on the information provided in the report. The data is subject to change and is not intended to be used for any other purpose. The data is provided for informational purposes only and is not intended to be used for any other purpose. The data is provided for informational purposes only and is not intended to be used for any other purpose.

AMULATE

AMULATE

02 昨年度の実績・フィードバック

DAIKEN TOPIC

DAIKEN



広がる **フランドベース食品**
生姜焼きにジェラートまで?!



サステナブルクッキー PBFタイプ(6枚入)

2,160円

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DAIKEN TOPIC

2月

「豊橋市子育て応援企業」認定



4月

「健康経営優良法人2024」認定



4月

高島屋サステナブルイベント出店



4月

テレビ東京「ワールドビジネスサテライト」にて紹介



広がる **プラントベース食品**
生業焼きにジェラートまで?

サステナブルクッキー PBFタイプ(5枚入)

2,160円

4月

Well-being Projects株式会社 設立

Well-Being
PROJECTS

7月

牛川第2サテライトオフィス計画始動 & 外部駐車場設置





03

組織図

● 新体制への移行について解説

Executive



河村 昌則

代表取締役
CEO

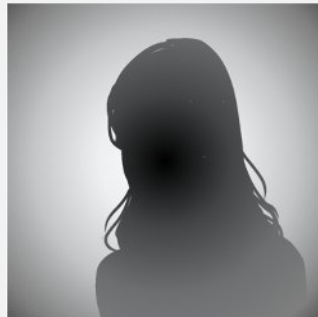
Chief Executive Officer
最高経営責任者



杉浦 慶

取締役 営業本部長
COO

Chief Operating Officer
最高執行責任者



河村 綾

取締役 経理部長
CFO

Chief Financial Officer
最高経理責任者



小野寺 ゆみ

執行役員 管理部 部長
CAO

Chief Administrative Officer
最高総務責任者



山田 大介

マーケティング部 部長
CDO

Chief Digital Officer
最高デジタル責任者

Manager



佐藤 繁晴

営業部 次長



今泉 大樹

衛生事業部
衛生事業課 課長



渥美 奈保

マーケティング部
販売促進課 課長

組織図

2024.10.1時点

EXM … Executive

衛生顧問	瀬野尾 武志
顧問弁護士	E&J名古屋法律事務所
会計事務所・社労士	税理士法人 SHIP



04 第55期予算

第55期（2024.10～2025.9）の基本予算と各部署予算の解説

第55期 基本予算

② 売上額

45億6,440万円

(前年比 103%)

第55期 基本予算

③ 各セクションパフォーマンス	105 %	(前年 104%)
④ 営業利益	3,650 万円	(前年比 62%)
⑤ 当期純利益	2,450 万円	(前年比 57%)
⑥ 経営安全率	11 %	(前年 9.9%)
⑦ 自己資本比率	40 %	(前年 38.8%)

第55期 基本予算

⑧ 新規口座

15 件

(前年比 1500%)

※営業部・衛生事業部合算

⑨ 従業員満足度

80 点

(前年 77点)

⑩ 得意先満足度

90 点

(前年 88点)

⑪ 仕入先満足度

95 点

(前年 90点)

第55期 基本予算達成のための経営主要管理事項 (1/2)

● 従業員新規採用 7名 / 2025.4

基本予算 ①~⑧ 達成のため

営業部 1課 (S)

- ・エンジニア (F) 1名
- ・アシスタント (F) 1名
- ・アシスタント (P) 1名



計 7 名体制となる

エンジニア 4名
アシスタント 3名

管理部 業務課 (K)

- ・受発注業務担当者(P) 1名
- ・総経担当者(F) 1名



計 7 名体制となる

本社 4名
第2サテライト 3名

衛生事業部 (SM)

アシスタント(P) 1名



補填検討

エンジニア 3名
アシスタント 1名
(現状維持)

マーケティング部 デジタル推進課 (MD)

IT系業務担当者(F) 1名



計 3 名体制となる

本社 2名
第2サテライト 1名

● 受発注自動プログラム稼働率 10%以上 / 2025.1 (MD)

基本予算 ③ 達成のため

AI-OCR, RPA

※ CEO：社長、S：営業部、SM：衛生事業部、K：管理部、MD：マーケティング部デジタル推進課、MS：マーケティング部販売促進課

第55期 基本予算達成のための経営主要管理事項 (2/2)

- **余剰資金運用によりROA0.5%改善 / 2025.4 (CEO)**
ラップファンド
基本予算 ③,⑤ 達成のため
- **SNS委員会改編による広報・採用・販促の強化 / 2025.1 (MD)**
基本予算 ①~⑧ 達成のため
- **年間休日を105日から111日へ (+6日) / 2024.10 (CEO)**
1月、4月、7月、10月の第3土曜日を休日に変更
基本予算 ⑨ 達成のため
- **HP更新、DKメンバーシップサービスの提供 / 2025.4 (M)**
メールサービス内容の改善 (相場資料、法令確認、リコール確認)
基本予算 ⑩,⑪ 達成のため
- **2025年4月賃金見直し (全従業員一律+5%) / 2025.4 (CEO)**
基本予算 ③,⑨ 達成のため

第55期 KPIツリー

KPI

KSF

粗利・売上 前年比105%
新規顧客獲得件数 10件

S

粗利・売上 前年比105%
新規コンサル 5件

SM

パフォーマンス向上
総処理効率UP 前年比105%

K

各部署の予算達成
(各部署のパフォーマンス 前年比105%)

M

経営予算達成

CEO

KGI

パフォーマンス
前年比103%



04 第55期予算

営業部 第55期予算

Introduction

- 1. Overview of the course
- 2. Learning objectives
- 3. Course structure
- 4. Assessment methods
- 5. Support and resources

WELCOME TO THE COURSE

Thank you for joining us.

SQL 쿼리

SELECT * FROM 테이블

WHERE 조건

ORDER BY 컬럼

LIMIT 수

JOIN 테이블

AS 별칭

ON 조건

INNER JOIN

LEFT JOIN

RIGHT JOIN

FULL JOIN

CROSS JOIN

10

10

2025-2026

2025-2026

2025-2026

2025-2026

2025-2026

2025-2026

2025-2026

2025-2026

QUESTION

10

1. A company has a net income of \$100,000 and a tax rate of 30%. What is the company's taxable income?

2. A company has a net income of \$100,000 and a tax rate of 30%. What is the company's taxable income?

3. A company has a net income of \$100,000 and a tax rate of 30%. What is the company's taxable income?

4. A company has a net income of \$100,000 and a tax rate of 30%. What is the company's taxable income?

ANSWER

10

1. \$130,000

2. \$130,000

3. \$130,000

4. \$130,000

5. \$130,000

6. \$130,000

7. \$130,000

11



000

00000000000000000000	00000000000000000000
00000000000000000000	00000000000000000000

THE FOUNDATION

1990-2000

1990-1995: Initial phase of development, focusing on infrastructure and basic services.

1995-2000: Continued growth and expansion, with significant investments in education and healthcare.

1990-1995: Initial phase of development, focusing on infrastructure and basic services.

1995-2000: Continued growth and expansion, with significant investments in education and healthcare.

2000-2005: Accelerated growth, driven by technological advancements and increased foreign investment.

2005-2010: Sustained economic growth, with a focus on innovation and sustainable development.



END SUBPARTS

1	2	3	4
<p>1. The first part of the document is the title page, which contains the title, author, and date.</p> <p>Five</p>	<p>2. The second part of the document is the introduction, which provides an overview of the topic and the objectives of the study.</p> <p>Five</p>	<p>3. The third part of the document is the main body, which contains the detailed discussion and analysis of the topic.</p> <p>Five</p>	<p>4. The fourth part of the document is the conclusion, which summarizes the findings and provides recommendations for future research.</p> <p>Five</p>

04 第55期予算

衛生事業部 第55期予算

Introduction

- 1. Introduction
- 2. Overview
- 3. Methodology
- 4. Results
- 5. Discussion

CONCLUSION

REFERENCES

Account	Balance	Available
Checking	\$1,234.56	\$1,234.56
Savings	\$5,678.90	\$5,678.90
Money Market	\$9,876.54	\$9,876.54

Transfer

Transfer to Savings

Withdraw

Withdraw from Money Market

2022-2023

- 1. **Introduction**
- 2. **Background**
- 3. **Methodology**
- 4. **Results**
- 5. **Conclusion**

Introduction

The purpose of this study is to investigate the impact of climate change on the environment. This research aims to provide a comprehensive overview of the current state of climate change and its effects on various ecosystems and human societies.

Methodology

The study employs a mixed-methods approach, combining quantitative data analysis with qualitative interviews. The data was collected from various sources, including government reports, academic journals, and direct observations.

Results

The findings indicate a significant increase in global temperatures over the past few decades. This has led to a rise in sea levels, more frequent extreme weather events, and a loss of biodiversity. The impact on human health and economic stability is also becoming increasingly apparent.

Conclusion

Climate change is a global challenge that requires immediate action. Governments, businesses, and individuals must work together to reduce greenhouse gas emissions and implement sustainable practices to mitigate the worst effects of climate change.

Background

Climate change is a global phenomenon that has been the subject of extensive research. The scientific consensus is that human activities, particularly the burning of fossil fuels, are the primary drivers of climate change. This has led to a range of environmental and social impacts that are being felt worldwide.

Methodology

The research methodology involves a combination of secondary data analysis and primary data collection. Secondary data was gathered from peer-reviewed journals and official reports. Primary data was obtained through interviews with experts in the field and field observations.

Results

The study shows that climate change is causing a significant increase in global temperatures. This is leading to a range of environmental impacts, including melting glaciers, rising sea levels, and more frequent and severe weather events. These changes are also affecting human health and economic stability.

Conclusion

The research concludes that climate change is a global crisis that requires urgent action. It is essential for governments and individuals to take steps to reduce greenhouse gas emissions and transition to a sustainable economy. This will help to mitigate the worst effects of climate change and protect the planet for future generations.

2022-2023

1. **Introduction**
This document provides an overview of the project goals and objectives.

2. **Methodology**
The research methodology involves a combination of qualitative and quantitative approaches.

3. **Results**
The initial findings indicate a significant correlation between the variables studied.

4. **Conclusion**
The study concludes that the proposed model effectively addresses the research objectives.

Table 1

Variable	Value
Variable 1	1.2
Variable 2	0.8
Variable 3	1.5
Variable 4	0.9

Variable	Value
Variable 1	1.1
Variable 2	0.7
Variable 3	1.4
Variable 4	0.8

Variable	Value
Variable 1	1.3
Variable 2	0.9

Variable	Value
Variable 1	1.4
Variable 2	1.0
Variable 3	1.6
Variable 4	1.1

WELCOME TO THE APPLICATION

Your information is secure and will not be shared with third parties.

Table

User		Role
admin	admin	admin
user	user	user

STUDY SCHEDULE

Day	Topic	Time	Notes
1	Introduction to Chemistry	9:00 - 10:30	Basic concepts and safety rules.
2	Atomic Structure	10:30 - 12:00	Atomic models and periodic table.
3	Matter	12:00 - 1:30	States of matter and changes.
4	Isotopes and Radioactivity	1:30 - 3:00	Properties and uses of isotopes.
5	Chemical Equations	3:00 - 4:30	Balancing and types of reactions.
6	Redox Reactions	4:30 - 6:00	Oxidation and reduction processes.
7	Metallic and Non-metallic Character	6:00 - 7:30	Properties of metals and non-metals.
8	Chemical Bonding	7:30 - 9:00	Electron dot diagrams and bond types.
9	Atomic Structure	9:00 - 10:30	Atomic models and periodic table.
10	Matter	10:30 - 12:00	States of matter and changes.
11	Isotopes and Radioactivity	12:00 - 1:30	Properties and uses of isotopes.
12	Chemical Equations	1:30 - 3:00	Balancing and types of reactions.
13	Redox Reactions	3:00 - 4:30	Oxidation and reduction processes.
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15	Chemical Bonding	6:00 - 7:30	Electron dot diagrams and bond types.
16	Atomic Structure	7:30 - 9:00	Atomic models and periodic table.
17	Matter	9:00 - 10:30	States of matter and changes.
18	Isotopes and Radioactivity	10:30 - 12:00	Properties and uses of isotopes.
19	Chemical Equations	12:00 - 1:30	Balancing and types of reactions.
20	Redox Reactions	1:30 - 3:00	Oxidation and reduction processes.
21	Metallic and Non-metallic Character	3:00 - 4:30	Properties of metals and non-metals.
22	Chemical Bonding	4:30 - 6:00	Electron dot diagrams and bond types.
23	Atomic Structure	6:00 - 7:30	Atomic models and periodic table.
24	Matter	7:30 - 9:00	States of matter and changes.
25	Isotopes and Radioactivity	9:00 - 10:30	Properties and uses of isotopes.
26	Chemical Equations	10:30 - 12:00	Balancing and types of reactions.
27	Redox Reactions	12:00 - 1:30	Oxidation and reduction processes.
28	Metallic and Non-metallic Character	1:30 - 3:00	Properties of metals and non-metals.
29	Chemical Bonding	3:00 - 4:30	Electron dot diagrams and bond types.
30	Atomic Structure	4:30 - 6:00	Atomic models and periodic table.
31	Matter	6:00 - 7:30	States of matter and changes.
32	Isotopes and Radioactivity	7:30 - 9:00	Properties and uses of isotopes.
33	Chemical Equations	9:00 - 10:30	Balancing and types of reactions.
34	Redox Reactions	10:30 - 12:00	Oxidation and reduction processes.
35	Metallic and Non-metallic Character	12:00 - 1:30	Properties of metals and non-metals.
36	Chemical Bonding	1:30 - 3:00	Electron dot diagrams and bond types.
37	Atomic Structure	3:00 - 4:30	Atomic models and periodic table.
38	Matter	4:30 - 6:00	States of matter and changes.
39	Isotopes and Radioactivity	6:00 - 7:30	Properties and uses of isotopes.
40	Chemical Equations	7:30 - 9:00	Balancing and types of reactions.
41	Redox Reactions	9:00 - 10:30	Oxidation and reduction processes.
42	Metallic and Non-metallic Character	10:30 - 12:00	Properties of metals and non-metals.
43	Chemical Bonding	12:00 - 1:30	Electron dot diagrams and bond types.
44	Atomic Structure	1:30 - 3:00	Atomic models and periodic table.
45	Matter	3:00 - 4:30	States of matter and changes.
46	Isotopes and Radioactivity	4:30 - 6:00	Properties and uses of isotopes.
47	Chemical Equations	6:00 - 7:30	Balancing and types of reactions.
48	Redox Reactions	7:30 - 9:00	Oxidation and reduction processes.
49	Metallic and Non-metallic Character	9:00 - 10:30	Properties of metals and non-metals.
50	Chemical Bonding	10:30 - 12:00	Electron dot diagrams and bond types.
51	Atomic Structure	12:00 - 1:30	Atomic models and periodic table.
52	Matter	1:30 - 3:00	States of matter and changes.
53	Isotopes and Radioactivity	3:00 - 4:30	Properties and uses of isotopes.
54	Chemical Equations	4:30 - 6:00	Balancing and types of reactions.
55	Redox Reactions	6:00 - 7:30	Oxidation and reduction processes.
56	Metallic and Non-metallic Character	7:30 - 9:00	Properties of metals and non-metals.
57	Chemical Bonding	9:00 - 10:30	Electron dot diagrams and bond types.
58	Atomic Structure	10:30 - 12:00	Atomic models and periodic table.
59	Matter	12:00 - 1:30	States of matter and changes.
60	Isotopes and Radioactivity	1:30 - 3:00	Properties and uses of isotopes.
61	Chemical Equations	3:00 - 4:30	Balancing and types of reactions.
62	Redox Reactions	4:30 - 6:00	Oxidation and reduction processes.
63	Metallic and Non-metallic Character	6:00 - 7:30	Properties of metals and non-metals.
64	Chemical Bonding	7:30 - 9:00	Electron dot diagrams and bond types.
65	Atomic Structure	9:00 - 10:30	Atomic models and periodic table.
66	Matter	10:30 - 12:00	States of matter and changes.
67	Isotopes and Radioactivity	12:00 - 1:30	Properties and uses of isotopes.
68	Chemical Equations	1:30 - 3:00	Balancing and types of reactions.
69	Redox Reactions	3:00 - 4:30	Oxidation and reduction processes.
70	Metallic and Non-metallic Character	4:30 - 6:00	Properties of metals and non-metals.
71	Chemical Bonding	6:00 - 7:30	Electron dot diagrams and bond types.
72	Atomic Structure	7:30 - 9:00	Atomic models and periodic table.
73	Matter	9:00 - 10:30	States of matter and changes.
74	Isotopes and Radioactivity	10:30 - 12:00	Properties and uses of isotopes.
75	Chemical Equations	12:00 - 1:30	Balancing and types of reactions.
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77	Metallic and Non-metallic Character	3:00 - 4:30	Properties of metals and non-metals.
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79	Atomic Structure	6:00 - 7:30	Atomic models and periodic table.
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81	Isotopes and Radioactivity	9:00 - 10:30	Properties and uses of isotopes.
82	Chemical Equations	10:30 - 12:00	Balancing and types of reactions.
83	Redox Reactions	12:00 - 1:30	Oxidation and reduction processes.
84	Metallic and Non-metallic Character	1:30 - 3:00	Properties of metals and non-metals.
85	Chemical Bonding	3:00 - 4:30	Electron dot diagrams and bond types.
86	Atomic Structure	4:30 - 6:00	Atomic models and periodic table.
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88	Isotopes and Radioactivity	7:30 - 9:00	Properties and uses of isotopes.
89	Chemical Equations	9:00 - 10:30	Balancing and types of reactions.
90	Redox Reactions	10:30 - 12:00	Oxidation and reduction processes.
91	Metallic and Non-metallic Character	12:00 - 1:30	Properties of metals and non-metals.
92	Chemical Bonding	1:30 - 3:00	Electron dot diagrams and bond types.
93	Atomic Structure	3:00 - 4:30	Atomic models and periodic table.
94	Matter	4:30 - 6:00	States of matter and changes.
95	Isotopes and Radioactivity	6:00 - 7:30	Properties and uses of isotopes.
96	Chemical Equations	7:30 - 9:00	Balancing and types of reactions.
97	Redox Reactions	9:00 - 10:30	Oxidation and reduction processes.
98	Metallic and Non-metallic Character	10:30 - 12:00	Properties of metals and non-metals.
99	Chemical Bonding	12:00 - 1:30	Electron dot diagrams and bond types.
100	Atomic Structure	1:30 - 3:00	Atomic models and periodic table.



GROUP DISCUSSION

1	2	3	4
<p>1. What are the main objectives of the project?</p> <p>2. How do we measure success?</p> <p>3. What are the key risks and how do we mitigate them?</p> <p>4. How do we ensure communication and collaboration among team members?</p> <p>5. How do we manage resources and budget?</p>	<p>1. What are the main objectives of the project?</p> <p>2. How do we measure success?</p> <p>3. What are the key risks and how do we mitigate them?</p> <p>4. How do we ensure communication and collaboration among team members?</p> <p>5. How do we manage resources and budget?</p>	<p>1. What are the main objectives of the project?</p> <p>2. How do we measure success?</p> <p>3. What are the key risks and how do we mitigate them?</p> <p>4. How do we ensure communication and collaboration among team members?</p> <p>5. How do we manage resources and budget?</p>	<p>1. What are the main objectives of the project?</p> <p>2. How do we measure success?</p> <p>3. What are the key risks and how do we mitigate them?</p> <p>4. How do we ensure communication and collaboration among team members?</p> <p>5. How do we manage resources and budget?</p>

04 第55期予算

管理部 第55期予算

Introduction

- 1. Overview of the course
- 2. Learning objectives
- 3. Course structure
- 4. Assessment methods
- 5. Support and resources

WELCOME TO THE COURSE

Thank you for joining us.



SEARCHED INDEXED

SERIALIZED FILED

FEB 15 1951

FEDERAL BUREAU OF INVESTIGATION
U. S. DEPARTMENT OF JUSTICE



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1. Introduction

1.1. Background

This document describes the...
The purpose of this...
The scope of this...
The objectives of this...

- ...
- ...

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2. Methodology

2.1. Approach

The methodology...
The data collection...
The data analysis...

- ...
- ...

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QUESTION 10

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QUESTION 10

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QUESTION 10

QUESTION 10

QUESTION 1

QUESTION

1. The following table shows the results of a survey of 100 people. The table shows the number of people who chose each option for each of the three categories.

Category	Option 1	Option 2	Option 3
A	15	25	10
B	20	15	15
C	10	10	15

2. The following table shows the results of a survey of 100 people. The table shows the number of people who chose each option for each of the three categories.

Category	Option 1	Option 2	Option 3
A	15	25	10
B	20	15	15
C	10	10	15

ANSWER

1. The following table shows the results of a survey of 100 people. The table shows the number of people who chose each option for each of the three categories.

Category	Option 1	Option 2	Option 3
A	15	25	10
B	20	15	15
C	10	10	15

2. The following table shows the results of a survey of 100 people. The table shows the number of people who chose each option for each of the three categories.

Category	Option 1	Option 2	Option 3
A	15	25	10
B	20	15	15
C	10	10	15

QUESTION 2

QUESTION



QUESTION 1



QUESTION 1

QUESTION 1

QUESTION 1

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QUESTION 1



QUESTION 1

QUESTION 1

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QUESTION 1

QUESTION 1

THE NEW BUSINESS MODEL

1. The New Business Model

2. The New Business Model

3. The New Business Model

4. The New Business Model

5. The New Business Model



1. **Identify the problem**

2. **Define the objectives**

3. **Develop a plan**

4. **Implement the plan**

5. **Evaluate the results**

6. **Adjust the plan**

7. **Report the results**

8. **Communicate the results**

9. **Review the process**

10. **Document the process**

11. **Share the results**



04 第55期予算

マーケティング部 第55期予算

※ 総合支援部から名称変更

Introduction

- 1. Introduction
- 2. Overview
- 3. Methodology
- 4. Results
- 5. Discussion

CONCLUSION

REFERENCES

01/20/2020

01/20/2020 10:00 AM

01/20/2020

01/20/2020 10:00 AM

01/20/2020

01/20/2020 10:00 AM

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10月20日 星期五

日期	星期	天气	温度
10月20日	星期五	晴	15-25
10月21日	星期六	晴	15-25
10月22日	星期日	晴	15-25
10月23日	星期一	晴	15-25
10月24日	星期二	晴	15-25
10月25日	星期三	晴	15-25

日期	星期	天气	温度
10月26日	星期四	晴	15-25
10月27日	星期五	晴	15-25
10月28日	星期六	晴	15-25
10月29日	星期日	晴	15-25
10月30日	星期一	晴	15-25
10月31日	星期二	晴	15-25

Business Process Model

Business Process
A series of tasks that are performed in a specific order to achieve a goal.

Business Process
A series of tasks that are performed in a specific order to achieve a goal.

Business Process
A series of tasks that are performed in a specific order to achieve a goal.



QUESTION NUMBER 01 OF 01

QUESTION NUMBER 01 OF 01

QUESTION
The following table shows the number of students who took part in a school sports day. The number of students who took part in each sport is given in the table.

ANSWER
The number of students who took part in each sport is given in the table.

QUESTION
The following table shows the number of students who took part in a school sports day. The number of students who took part in each sport is given in the table.

ANSWER
The number of students who took part in each sport is given in the table.

QUESTION

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QUESTION

1. A company has a net income of \$100,000 and a tax rate of 30%. The company's operating expenses are \$200,000. What is the company's operating income?

2. A company has a net income of \$100,000 and a tax rate of 30%. The company's operating expenses are \$200,000. What is the company's operating income?

3. A company has a net income of \$100,000 and a tax rate of 30%. The company's operating expenses are \$200,000. What is the company's operating income?

4. A company has a net income of \$100,000 and a tax rate of 30%. The company's operating expenses are \$200,000. What is the company's operating income?

QUESTION BANK

QUESTION

QUESTION	ANSWER
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QUESTION	ANSWER

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STUDYING THE WORLD

1. THE WORLD

The world is a vast and diverse place, with many different cultures, languages, and traditions. It is important to understand the world around us in order to live and work effectively in a global environment.

2. THE WORLD

The world is a vast and diverse place, with many different cultures, languages, and traditions. It is important to understand the world around us in order to live and work effectively in a global environment.

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The world is a vast and diverse place, with many different cultures, languages, and traditions. It is important to understand the world around us in order to live and work effectively in a global environment.

4. THE WORLD

The world is a vast and diverse place, with many different cultures, languages, and traditions. It is important to understand the world around us in order to live and work effectively in a global environment.

5. THE WORLD

The world is a vast and diverse place, with many different cultures, languages, and traditions. It is important to understand the world around us in order to live and work effectively in a global environment.

QUESTION 1

QUESTION	ANSWER	EXPLANATION	REFERENCE
1. A company is considering the purchase of a new machine. The machine will cost \$100,000 and will have a useful life of 5 years. The machine will generate cash flows of \$30,000 per year. The company's cost of capital is 10%. What is the net present value of the machine?	\$10,000	The net present value (NPV) is calculated as the present value of the cash flows minus the initial investment. The present value of the cash flows is \$100,000 (the initial investment) plus the present value of the annuity of \$30,000 per year for 5 years at a discount rate of 10%. The present value of the annuity is \$100,000 * (1 - 1.10^-5) / 0.10 = \$385,664. The NPV is \$385,664 - \$100,000 = \$285,664.	
2. A company is considering the purchase of a new machine. The machine will cost \$100,000 and will have a useful life of 5 years. The machine will generate cash flows of \$30,000 per year. The company's cost of capital is 10%. What is the internal rate of return of the machine?	15%	The internal rate of return (IRR) is the discount rate that makes the NPV equal to zero. The NPV is \$100,000 - \$30,000 / (1 + IRR)^1 - \$30,000 / (1 + IRR)^2 - \$30,000 / (1 + IRR)^3 - \$30,000 / (1 + IRR)^4 - \$30,000 / (1 + IRR)^5 = 0. Solving for IRR, we get IRR = 15%.	
3. A company is considering the purchase of a new machine. The machine will cost \$100,000 and will have a useful life of 5 years. The machine will generate cash flows of \$30,000 per year. The company's cost of capital is 10%. What is the payback period of the machine?	3.33 years	The payback period is the time it takes for the cumulative cash flows to equal the initial investment. The cumulative cash flows are \$30,000 per year for 3 years, totaling \$90,000. The remaining \$10,000 is recovered in the 4th year, so the payback period is 3 + 10,000 / 30,000 = 3.33 years.	
4. A company is considering the purchase of a new machine. The machine will cost \$100,000 and will have a useful life of 5 years. The machine will generate cash flows of \$30,000 per year. The company's cost of capital is 10%. What is the profitability index of the machine?	1.35	The profitability index (PI) is the ratio of the present value of the cash flows to the initial investment. The present value of the cash flows is \$385,664 (see question 1). The PI is \$385,664 / \$100,000 = 3.86.	

05 その他

福利厚生、年次イベント、CSR活動、各委員会、関連事業について解説

その他予算

予算合計 **3,000** 万円

事業予算

食糧新聞 **6.1**万円月間工場長 **2.1**万円Well-being 販促費用 **200**万円

設備関連

営業部
※本部長予算 **100**万円衛生事業部
※セミナー予算 **300**万円管理部
※小野寺部長予算 **300**万円マーケティング部
※自動受発注システム、
SFA・CRMシステムなど **1,400**万円

従業員への機会創出

教育支援制度 **200**万円研修費用 **200**万円誕生日 **100**万円EXM費用 **100**万円

リスキリング

保持している資格 / 受講した講座・研修（抜粋）

食品系

惣菜管理士 3級・2級・1級 / 食品表示検定 中級 / フードコーディネーター 3級 / 菓子検定 2級

衛生管理系

HACCPコーディネーター / HACCP上級コーディネーター / HACCPリード・インストラクター /
ペストコントロール 1級技術者・2級技術者 / 食品微生物検査技士 3級 / FSSC内部監査員 / 安全衛生推進者 /
微生物検査基礎・判定研修 / 異物検査スペシャリスト検定 初級 / 第2種 電気工事士

ロジ系

ロジスティクス管理スペシャリスト 3級・2級 / ロジスティクスオペレーションスペシャリスト 3級 / 倉庫管理主任者 /
安全運転管理者 / 職業安全運転士 / 高所作業者運転技能 / フォークリフト技能講習 / 酒類販売管理研修 /
危険物取扱者 乙種第4類

経理系

日商簿記 3級 / 工業簿記 1級

情報系

ITパスポート / P検 3級・準2級・2級 / MOT2003 / MOS Word, Excel 2003 / 工事担任者 第二級デジタル通信 /
カラーコーディネーター検定スタンダードクラス / AIリスキリング

その他

グロービス：マーケティング・経営戦略基礎講座 / ビジネス実務マナー検定 3級

スキルマップ

標準資格	全部署					
	P検 3級					
	営業部	衛生事業部	管理部		マーケティング部	
			業務課	ロジスティクス課	デジタル推進課	販売促進課
所属部署で業務を遂行するにあたり基礎となる資格	惣菜管理士 3級	<ul style="list-style-type: none"> ペストコントロール3級 HACCPコーディネーターに準ず 	<ul style="list-style-type: none"> 日商簿記 3級 アラジンテスト (ダイケン独自) 	<ul style="list-style-type: none"> ロジスティクスオペレーション 3級 アラジンテスト (ダイケン独自) 中型自動車免許 	MOS Associate認証	マーケティング検定 3級
必須資格 規定の資格を所有する者が部署内に1名以上在籍していることを必須とする	惣菜管理士 1級	<ul style="list-style-type: none"> ペストコントロール1級 HACCP上級コーディネーター 第2種電気工事士 	ビジネス・キャリア検定 労務管理 2級	<ul style="list-style-type: none"> 危険物取扱者 乙種第4類 ロジスティクス管理 2級 	ITパスポート	グロービス：マーケティング・経営戦略基礎講座受講

委員会

*：旧編成から継続

食品安全委員会

SPM - 小野寺 (管理部) 計 10名

営業部：2

佐藤*

衛生事業部：2

今泉*

管理部：5

三川
森田
野田
藤原
藤原(兼衛生事業部)1名

マーケティング部：1

ザンゾウ(兼衛生事業部)1名

BCMS委員会

SPM - 杉浦 (営業部) * 計 10名

営業部：3

高橋(兼アソシエイト)1名
アソシエイト(兼アソシエイト)1名

衛生事業部：2

佐藤*
衛生事業部(兼衛生事業部)1名

管理部：4

佐藤(兼)
森田
三川
山内

マーケティング部：1

渥美*

メディア委員会 旧SNS委員会

SPM - 山田 (マーケティング部) 計 9名

営業部：2

佐藤
佐藤*

衛生事業部：1

佐藤

管理部：4

佐藤*
山田
佐藤*
藤原(兼衛生事業部)1名

マーケティング部：2

佐藤*

タイムキーパー

※ 今年度から委員会活動は平日に実施。回数や時間に制限は設けない。予算の達成に必要な時間を確保する。

年間行事

第1Q			第2Q			第3Q			第4Q		
10月	11月	12月	1月	2月	3月	4月	5月	6月	7月	8月	9月
<ul style="list-style-type: none">方針発表会業績賞与年間休日作成個人面談冬季賞与			<ul style="list-style-type: none">新年会寄付回収訓練			<ul style="list-style-type: none">社外研修衛生管理セミナー防災訓練個人面談			<ul style="list-style-type: none">新年度予算編成夏季賞与		



ありがとうございました

重要なのは、基本理念、基本的価値観、VISION、MISSIONに忠実に、
自分達の在りたい姿、望ましい状態を成し遂げたという強い意識です。
制限を取り外し、可能性を信じましょう。

株式会社ダイケン商会
代表取締役 河村昌則