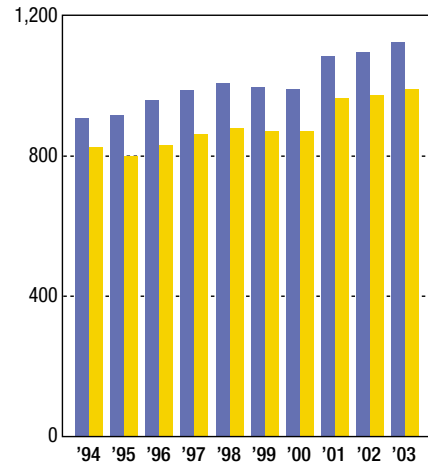


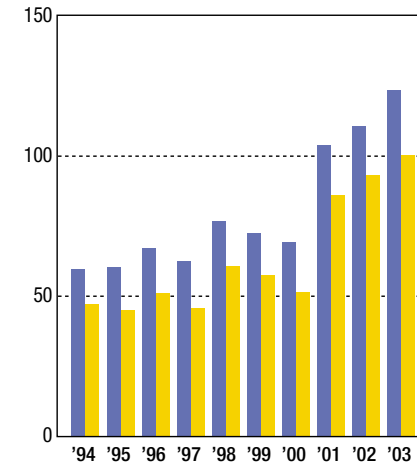
Net Sales 売上高

(¥ billions/十億円)



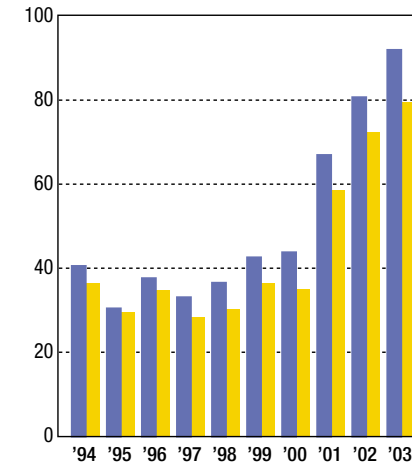
Operating Income 営業利益

(¥ billions/十億円)



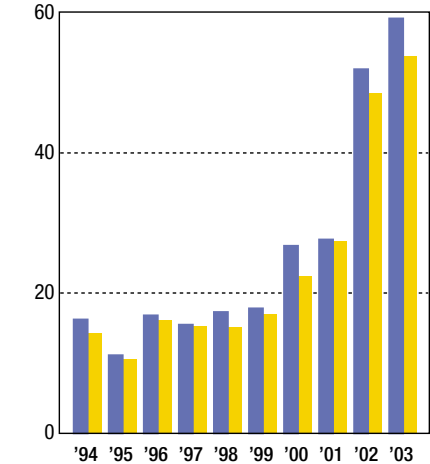
Ordinary Income 経常利益

(¥ billions/十億円)



Net Income 当期利益

(¥ billions/十億円)



(¥ millions/百万円)

Fiscal years ended March 31 3月31日に終了した1年間

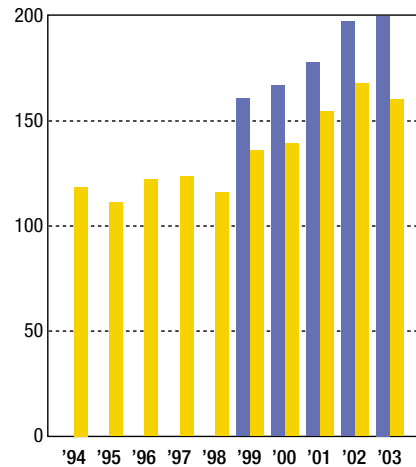
■ CONSOLIDATED 連結

	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
Net Sales 売上高	909,673	915,862	958,662	988,077	1,009,154	997,766	992,255	1,086,770	1,097,589	1,127,633
Operating Income 営業利益	59,262	60,105	67,108	62,163	76,484	72,302	69,233	103,659	110,607	123,294
Ordinary Income 経常利益	40,466	30,368	37,556	33,023	36,471	42,515	43,720	66,875	80,626	91,955
Net Income 当期利益	16,173	11,071	16,761	15,432	17,240	17,764	26,698	27,595	51,911	59,201

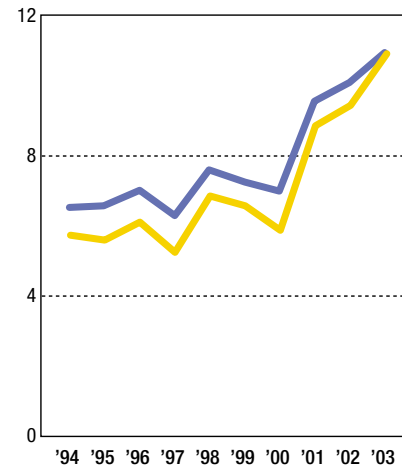
■ NONCONSOLIDATED 単独

Net Sales 売上高	825,992	800,675	831,739	862,592	880,428	870,838	869,939	965,619	974,566	992,236
Operating Income 営業利益	47,083	44,897	50,869	45,404	60,558	57,193	51,296	85,790	92,299	100,108
Ordinary Income 経常利益	36,486	29,556	34,841	28,390	30,185	36,405	34,929	58,542	72,249	79,680
Net Income 当期利益	14,260	10,473	16,015	15,255	15,017	16,915	22,395	27,400	48,451	53,633

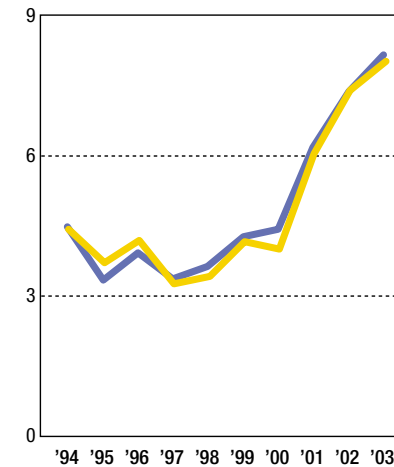
Gross Cash Flow グロス・キャッシュ・フロー
(¥ billions/十億円)



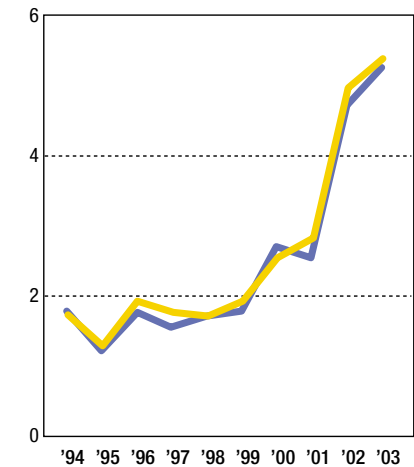
Operating Income Ratio 営業利益率
(%)



Ordinary Income Ratio 経常利益率
(%)



Return on Sales 当期利益率
(%)



	(¥ millions/百万円)											
Fiscal years ended March 31 3月31日に終了した1年間	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003		
■ CONSOLIDATED 連結												
Gross Cash Flow グロス・キャッシュ・フロー	—	—	—	—	—	160,773	167,004	177,969	197,475	200,228		
Operating Income Ratio (%) 営業利益率(%)	6.51	6.56	7.00	6.29	7.58	7.25	6.98	9.54	10.08	10.93		
Ordinary Income Ratio (%) 経常利益率(%)	4.45	3.32	3.92	3.34	3.61	4.26	4.41	6.15	7.35	8.15		
Return on Sales (%) 当期利益率(%)	1.78	1.21	1.75	1.56	1.71	1.78	2.69	2.54	4.73	5.25		
■ NONCONSOLIDATED 単独												
Gross Cash Flow グロス・キャッシュ・フロー	118,554	111,222	121,964	123,469	115,871	135,986	139,150	154,524	167,957	168,270		
Operating Income Ratio (%) 営業利益率(%)	5.70	5.61	6.12	5.26	6.88	6.57	5.90	8.88	9.47	10.09		
Ordinary Income Ratio (%) 経常利益率(%)	4.42	3.69	4.19	3.29	3.43	4.18	4.02	6.06	7.41	8.03		
Return on Sales (%) 当期利益率(%)	1.73	1.31	1.93	1.77	1.71	1.94	2.57	2.84	4.97	5.41		

● Gross Cash Flow = Net Income + Depreciation and Amortization グロス・キャッシュ・フロー=当期利益+長期前払費用償却費+減価償却費

※ Cash flows on a consolidated basis were not reported prior to the fiscal year ended March 31, 1999. 連結分のグロス・キャッシュ・フローについては99年3月期末より算出を行っております。