

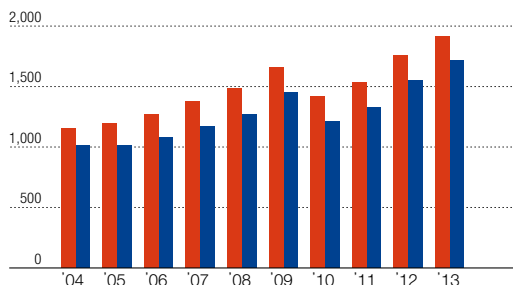
Financial Data (Profitability and Growth)

財務データ (収益性 / 成長性)

Consolidated 連結 Non-consolidated 個別

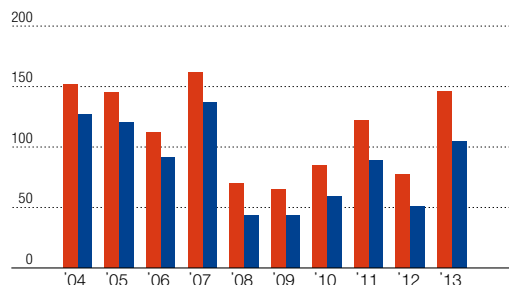
Net Sales (¥ billion)

売上高 (十億円)



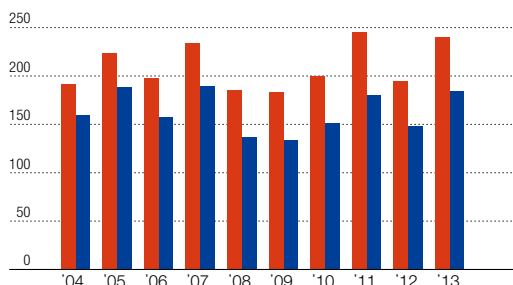
Operating Income (¥ billion)

営業利益 (十億円)



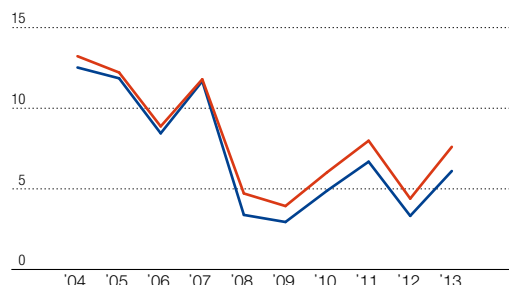
Operating Cash Flow (¥ billion)

営業キャッシュ・フロー (十億円)



Operating Income Margin (%)

営業利益率 (%)



For the years ended March 31	3月31日に終了した1年間	2004	2005
CONSOLIDATED	連結		
Net Sales (¥ million)	売上高 (百万円)	1,151,824	1,190,783
Operating Income (¥ million)	営業利益 (百万円)	152,287	145,349
Ordinary Income (¥ million)	経常利益 (百万円)	131,093	132,856
Net Income (¥ million)	当期純利益 (百万円)	44,787	84,047
Operating Income Margin (%)	営業利益率 (%)	13.22	12.21
Ordinary Income Margin (%)	経常利益率 (%)	11.38	11.16
Return on Sales (%)	当期純利益率 (%)	3.89	7.06
Operating Cash Flow (¥ million)	営業キャッシュ・フロー (百万円)	191,682	224,318
Free Cash Flow (¥ million)	フリーキャッシュ・フロー (百万円)	84,241	116,789
NON-CONSOLIDATED	個別		
Net Sales (¥ million)	売上高 (百万円)	1,013,754	1,013,993
Operating Income (¥ million)	営業利益 (百万円)	126,954	120,167
Ordinary Income (¥ million)	経常利益 (百万円)	115,859	117,192
Net Income (¥ million)	当期純利益 (百万円)	40,273	78,666
Operating Income Margin (%)	営業利益率 (%)	12.52	11.85
Ordinary Income Margin (%)	経常利益率 (%)	11.43	11.56
Return on Sales (%)	当期純利益率 (%)	3.97	7.76
Operating Cash Flow (¥ million)	営業キャッシュ・フロー (百万円)	160,048	187,993
Free Cash Flow (¥ million)	フリーキャッシュ・フロー (百万円)	73,305	112,757

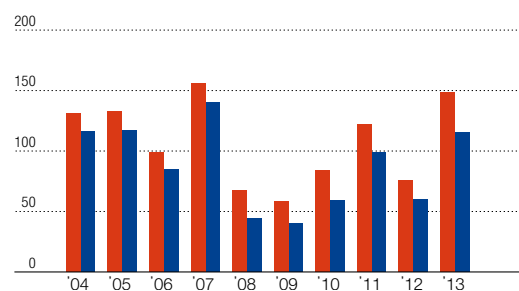
Operating Cash Flow = Net Income + Amortization of Long-term Prepaid Expenses + Depreciation
 Free Cash Flow = Net Income + Amortization of Long-term Prepaid Expenses + Depreciation - Capital Expenditures

営業キャッシュ・フロー = 当期純利益 + 長期前払費用償却 + 減価償却費
 フリーキャッシュ・フロー = 当期純利益 + 長期前払費用償却 + 減価償却費 - 設備投資額

For the years ended March 31	3月31日に終了した1年間	2004	2005
REFERENCE (Economic Frame)	ご参考 (経済フレーム)		
Crude Oil Prices (\$/bbl)	原油価格 (\$/bbl)	29.42	38.77
Exchange Rates (¥/\$)	対ドル為替レート (¥/\$)	113.19	107.55

▶ Ordinary Income (¥ billion)

▶ 経常利益 (十億円)



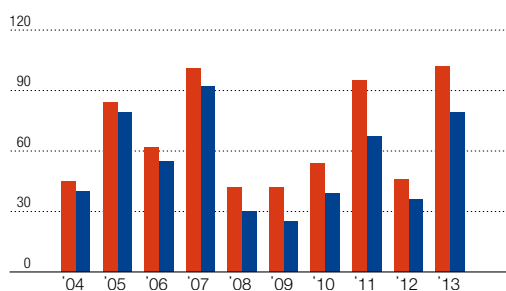
▶ Ordinary Income Margin (%)

▶ 経常利益率 (%)



▶ Net Income (¥ billion)

▶ 当期純利益 (十億円)



▶ Return on Sales (%)

▶ 当期純利益率 (%)



	2006	2007	2008	2009	2010	2011	2012	2013
	1,266,501	1,376,958	1,487,496	1,660,162	1,415,718	1,535,242	1,754,257	1,915,639
	112,345	162,315	70,048	65,204	85,229	122,451	77,075	145,633
	98,689	156,039	66,832	58,337	83,519	121,548	75,620	147,453
	62,114	100,699	42,487	41,708	53,781	95,467	46,060	101,678
	8.87	11.79	4.71	3.93	6.02	7.98	4.39	7.60
	7.79	11.33	4.49	3.51	5.90	7.92	4.31	7.70
	4.90	7.31	2.86	2.51	3.80	6.22	2.63	5.31
	198,490	233,841	184,908	182,791	199,898	244,803	194,565	240,448
	79,057	109,285	46,902	36,862	51,712	94,600	48,152	56,651
	1,078,109	1,172,186	1,268,048	1,448,154	1,210,640	1,329,834	1,550,343	1,714,267
	90,990	136,778	42,863	42,547	59,124	88,845	51,403	104,819
	85,089	139,823	44,376	39,864	58,931	99,107	59,943	114,569
	55,299	92,340	29,921	25,087	38,883	67,491	35,700	78,556
	8.44	11.67	3.38	2.94	4.88	6.68	3.32	6.11
	7.89	11.93	3.50	2.75	4.87	7.45	3.87	6.68
	5.13	7.88	2.36	1.73	3.21	5.08	2.30	4.58
	156,889	190,344	137,161	134,113	151,153	180,318	148,297	184,457
	71,036	101,568	44,774	27,607	38,845	77,944	34,351	57,346

	2006	2007	2008	2009	2010	2011	2012	2013
	55.81	63.50	78.72	90.52	69.40	84.15	114.16	113.88
	113.32	116.97	114.44	100.71	92.89	85.74	79.08	82.91