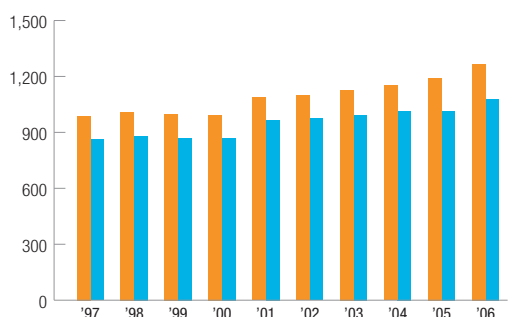
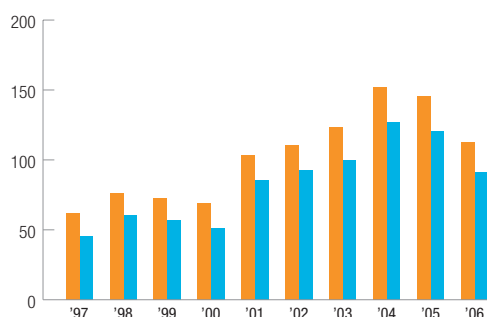


# FINANCIAL DATA (PROFITABILITY AND GROWTH) 財務データ(収益性/成長性)

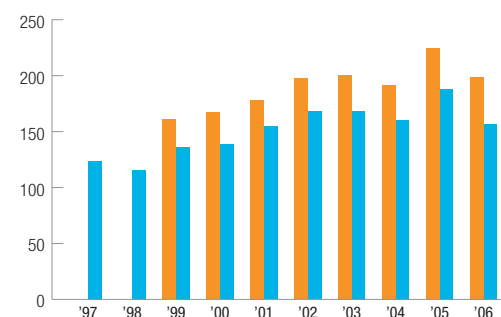
**Net Sales (¥ billion)**  
売上高 (十億円)



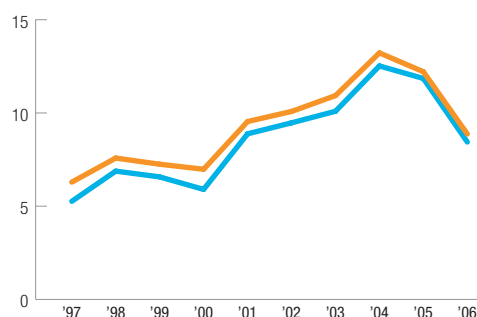
**Operating Income (¥ billion)**  
営業利益 (十億円)



**Operating Cash Flow (¥ billion)**  
営業キャッシュフロー (十億円)



**Operating Income Ratio (%)**  
営業利益率 (%)



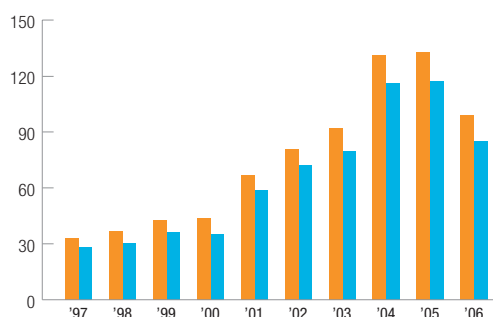
Fiscal years ended March 31	3月31日に終了した1年間	1997	1998
<b>CONSOLIDATED 連結</b>			
Net Sales (¥ million)	売上高 (百万円)	988,077	1,009,154
Operating Income (¥ million)	営業利益 (百万円)	62,163	76,484
Ordinary Income (¥ million)	経常利益 (百万円)	33,023	36,471
Net Income (¥ million)	当期純利益 (百万円)	15,432	17,240
Operating Income Ratio (%)	営業利益率 (%)	6.29	7.58
Ordinary Income Ratio (%)	経常利益率 (%)	3.34	3.61
Return on Sales (%)	当期純利益率 (%)	1.56	1.71
Operating Cash Flow (¥ million)	営業キャッシュフロー (百万円)	—	—
Free Cash Flow (¥ million)	フリーキャッシュフロー (百万円)	—	—
<b>NONCONSOLIDATED 単独</b>			
Net Sales (¥ million)	売上高 (百万円)	862,592	880,428
Operating Income (¥ million)	営業利益 (百万円)	45,404	60,558
Ordinary Income (¥ million)	経常利益 (百万円)	28,390	30,185
Net Income (¥ million)	当期純利益 (百万円)	15,255	15,017
Operating Income Ratio (%)	営業利益率 (%)	5.26	6.88
Ordinary Income Ratio (%)	経常利益率 (%)	3.29	3.43
Return on Sales (%)	当期純利益率 (%)	1.77	1.71
Operating Cash Flow (¥ million)	営業キャッシュフロー (百万円)	123,469	115,871
Free Cash Flow (¥ million)	フリーキャッシュフロー (百万円)	-23,995	-31,234

● Operating Cash Flow = Net Income + Amortization of Long-term Period Expenses + Depreciation 営業キャッシュフロー = 当期純利益 + 長期前払費用償却費 + 減価償却費

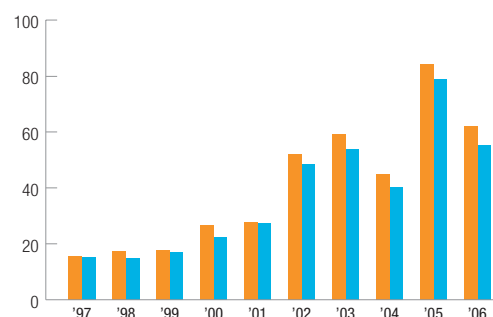
● Free Cash Flow = Net Income + Amortization of Long-term Period Expenses + Depreciation - Capital Expenditures  
フリーキャッシュフロー = 当期純利益 + 長期前払費用償却費 + 減価償却費 - 設備投資額

● Cash flows on a consolidated basis were not reported prior to the fiscal year ended March 31, 1999.  
連結分の営業キャッシュフローとフリー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います。

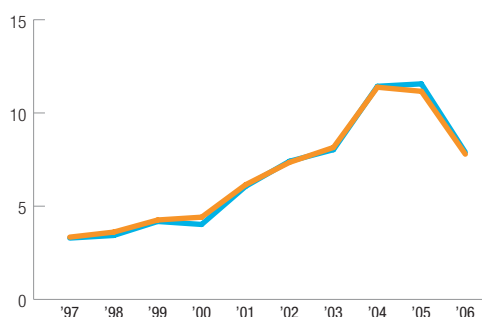
**Ordinary Income** (¥ billion)  
**経常利益** (十億円)



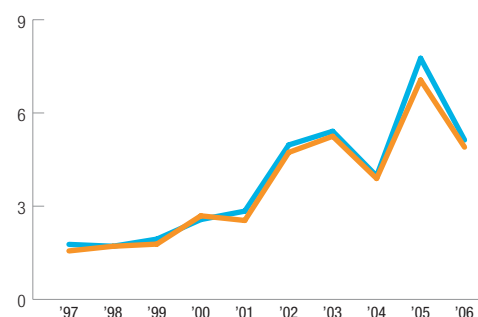
**Net Income** (¥ billion)  
**当期純利益** (十億円)



**Ordinary Income Ratio** (%)  
**経常利益率** (%)



**Return on Sales** (%)  
**当期純利益率** (%)



	1999	2000	2001	2002	2003	2004	2005	2006
	997,766	992,255	1,086,770	1,097,589	1,127,633	1,151,824	1,190,783	1,266,501
	72,302	69,233	103,659	110,607	123,294	152,287	145,349	112,345
	42,515	43,720	66,875	80,626	91,955	131,093	132,856	98,689
	17,764	26,698	27,595	51,911	59,201	44,787	84,047	62,114
	7.25	6.98	9.54	10.08	10.93	13.22	12.21	8.87
	4.26	4.41	6.15	7.35	8.15	11.38	11.16	7.79
	1.78	2.69	2.54	4.73	5.25	3.89	7.06	4.90
	160,773	167,004	177,969	197,475	200,228	191,682	224,318	198,490
	9,647	42,029	66,572	92,178	88,240	84,241	116,789	79,055
	870,838	869,939	965,619	974,566	992,236	1,013,754	1,013,993	1,078,109
	57,193	51,296	85,790	92,299	100,108	126,954	120,167	90,990
	36,405	34,929	58,542	72,249	79,680	115,859	117,192	85,089
	16,915	22,395	27,400	48,451	53,633	40,273	78,666	55,299
	6.57	5.90	8.88	9.47	10.09	12.52	11.85	8.44
	4.18	4.02	6.06	7.41	8.03	11.43	11.56	7.89
	1.94	2.57	2.84	4.97	5.41	3.97	7.76	5.13
	135,986	139,150	154,524	167,957	168,270	160,048	187,993	156,889
	-8,323	26,059	53,839	75,402	74,500	73,305	112,757	71,036