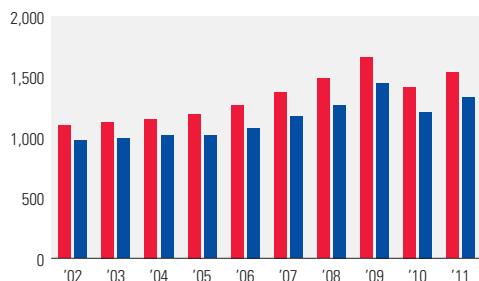


FINANCIAL DATA <PROFITABILITY AND GROWTH>

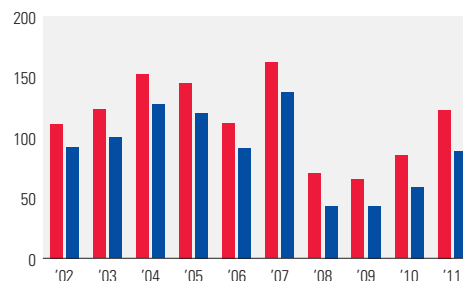
財務データ <収益性/成長性>

■ Consolidated 連結
■ Non-consolidated 個別

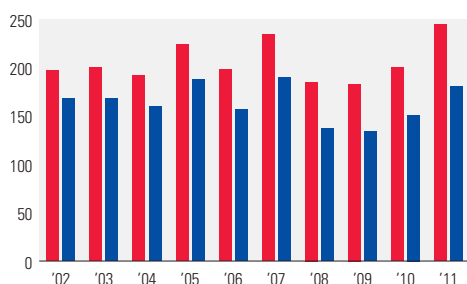
Net Sales (¥ billion)
売上高 (十億円)



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

2002 2003

CONSOLIDATED**連結**

Net Sales (¥ million)	売上高 (百万円)	1,097,589	1,127,633
Operating Income (¥ million)	営業利益 (百万円)	110,607	123,294
Ordinary Income (¥ million)	経常利益 (百万円)	80,626	91,955
Net Income (¥ million)	当期純利益 (百万円)	51,911	59,201
Operating Income Margin (%)	営業利益率 (%)	10.08	10.93
Ordinary Income Margin (%)	経常利益率 (%)	7.35	8.15
Return on Sales (%)	当期純利益率 (%)	4.73	5.25
Operating Cash Flow (¥ million)	営業キャッシュ・フロー (百万円)	197,475	200,228
Free Cash Flow (¥ million)	フリーキャッシュ・フロー (百万円)	92,178	88,240

NON-CONSOLIDATED**個別**

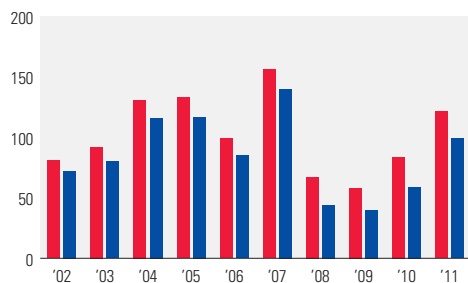
Net Sales (¥ million)	売上高 (百万円)	974,566	992,236
Operating Income (¥ million)	営業利益 (百万円)	92,299	100,108
Ordinary Income (¥ million)	経常利益 (百万円)	72,249	79,680
Net Income (¥ million)	当期純利益 (百万円)	48,451	53,633
Operating Income Margin (%)	営業利益率 (%)	9.47	10.09
Ordinary Income Margin (%)	経常利益率 (%)	7.41	8.03
Return on Sales (%)	当期純利益率 (%)	4.97	5.41
Operating Cash Flow (¥ million)	営業キャッシュ・フロー (百万円)	167,957	168,270
Free Cash Flow (¥ million)	フリーキャッシュ・フロー (百万円)	75,402	74,500

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

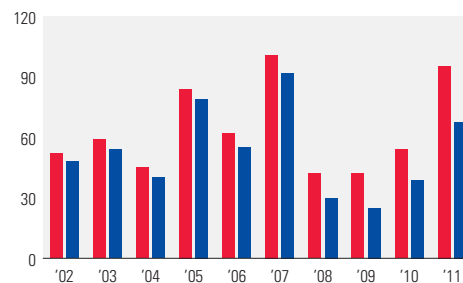
営業キャッシュ・フロー=当期純利益+長期前払費用償却+減価償却費
フリーキャッシュ・フロー=当期純利益+長期前払費用償却+減価償却費-設備投資額



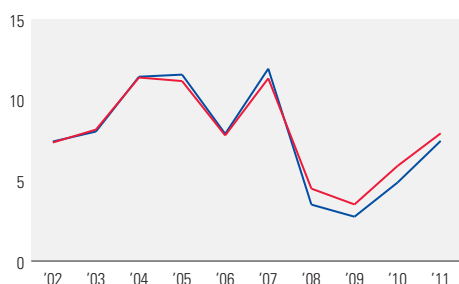
Ordinary Income (¥ billion)
経常利益 (十億円)



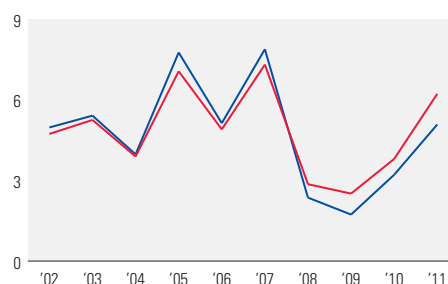
Net Income (¥ billion)
当期純利益 (十億円)



Ordinary Income Margin (%)
経常利益率 (%)



Return on Sales (%)
当期純利益率 (%)



	2004	2005	2006	2007	2008	2009	2010	2011
	1,151,824	1,190,783	1,266,501	1,376,958	1,487,496	1,660,162	1,415,718	1,535,242
	152,287	145,349	112,345	162,315	70,048	65,204	85,229	122,451
	131,093	132,856	98,689	156,039	66,832	58,337	83,519	121,548
	44,787	84,047	62,114	100,699	42,487	41,708	53,781	95,467
	13.22	12.21	8.87	11.79	4.71	3.93	6.02	7.98
	11.38	11.16	7.79	11.33	4.49	3.51	5.90	7.92
	3.89	7.06	4.90	7.31	2.86	2.51	3.80	6.22
	191,682	224,318	198,490	233,841	184,908	182,791	199,898	244,803
	84,241	116,789	79,057	109,285	46,902	36,862	51,712	94,600
	1,013,754	1,013,993	1,078,109	1,172,186	1,268,048	1,448,154	1,210,640	1,329,834
	126,954	120,167	90,990	136,778	42,863	42,547	59,124	88,845
	115,859	117,192	85,089	139,823	44,376	39,864	58,931	99,107
	40,273	78,666	55,299	92,340	29,921	25,087	38,883	67,491
	12.52	11.85	8.44	11.67	3.38	2.94	4.88	6.68
	11.43	11.56	7.89	11.93	3.50	2.75	4.87	7.45
	3.97	7.76	5.13	7.88	2.36	1.73	3.21	5.08
	160,048	187,993	156,889	190,344	137,161	134,113	151,153	180,318
	73,305	112,757	71,036	101,568	44,774	27,607	38,845	77,944