

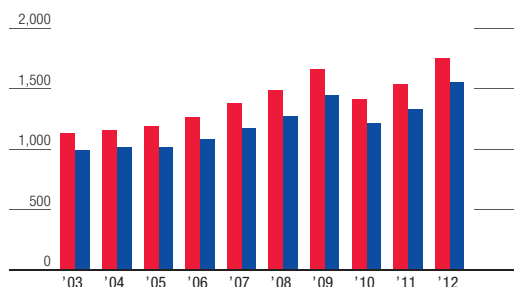
FINANCIAL DATA (PROFITABILITY AND GROWTH)

財務データ(収益性/成長性)

■ Consolidated 連結 ■ Non-consolidated 個別

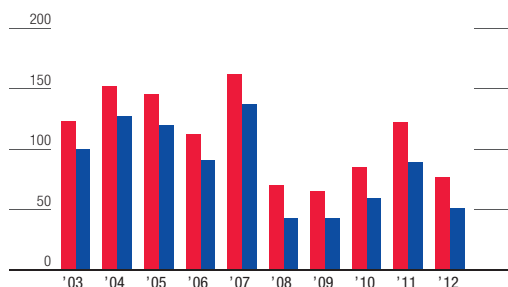
Net Sales (¥ billion)

売上高 (十億円)



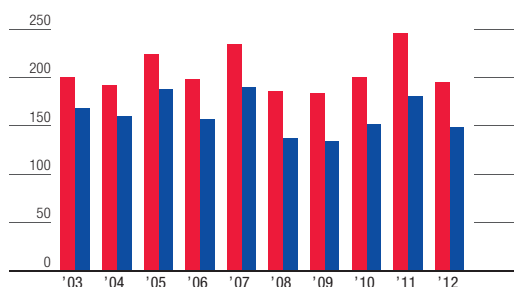
Operating Income (¥ billion)

営業利益 (十億円)



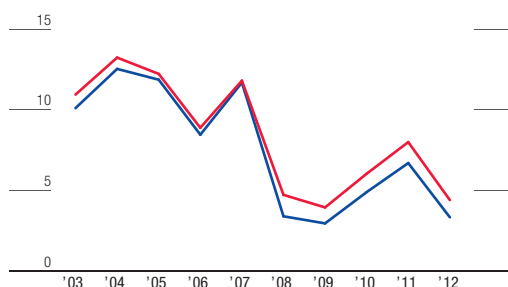
Operating Cash Flow (¥ billion)

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

2003

2004

CONSOLIDATED

連結

Net Sales (¥ million)	売上高 (百万円)	1,127,633	1,151,824
Operating Income (¥ million)	営業利益 (百万円)	123,294	152,287
Ordinary Income (¥ million)	経常利益 (百万円)	91,955	131,093
Net Income (¥ million)	当期純利益 (百万円)	59,201	44,787
Operating Income Margin (%)	営業利益率 (%)	10.93	13.22
Ordinary Income Margin (%)	経常利益率 (%)	8.15	11.38
Return on Sales (%)	当期純利益率 (%)	5.25	3.89
Operating Cash Flow (¥ million)	営業キャッシュ・フロー (百万円)	200,228	191,682
Free Cash Flow (¥ million)	フリーキャッシュ・フロー (百万円)	88,240	84,241

NON-CONSOLIDATED

個別

Net Sales (¥ million)	売上高 (百万円)	992,236	1,013,754
Operating Income (¥ million)	営業利益 (百万円)	100,108	126,954
Ordinary Income (¥ million)	経常利益 (百万円)	79,680	115,859
Net Income (¥ million)	当期純利益 (百万円)	53,633	40,273
Operating Income Margin (%)	営業利益率 (%)	10.09	12.52
Ordinary Income Margin (%)	経常利益率 (%)	8.03	11.43
Return on Sales (%)	当期純利益率 (%)	5.41	3.97
Operating Cash Flow (¥ million)	営業キャッシュ・フロー (百万円)	168,270	160,048
Free Cash Flow (¥ million)	フリーキャッシュ・フロー (百万円)	74,500	73,305

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

2003

2004

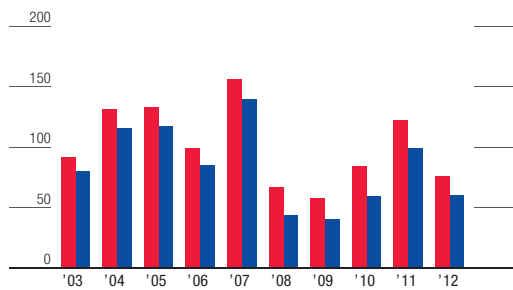
REFERENCE (Economic Frame)

ご参考 (経済フレーム)

Crude Oil Prices (\$/bbl)	原油価格 (\$/bbl)	27.40	29.42
Exchange Rates (¥/\$)	対ドル為替レート (¥/\$)	121.98	113.19

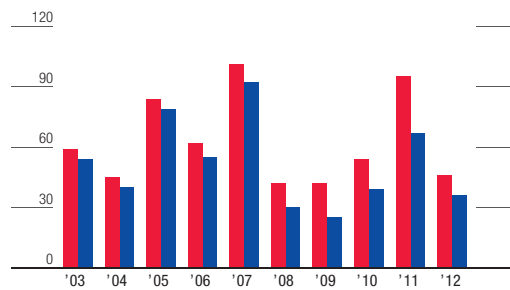
Ordinary Income (¥ billion)

経常利益 (十億円)



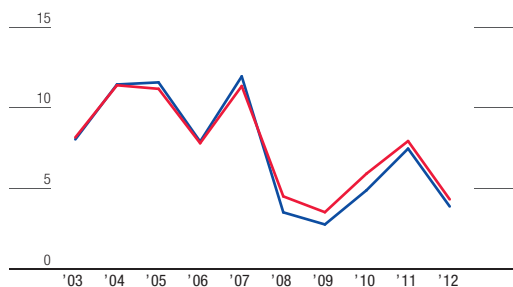
Net Income (¥ billion)

当期純利益 (十億円)



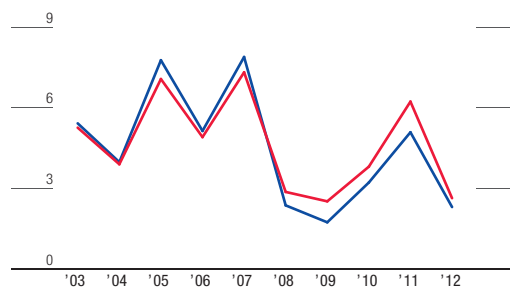
Ordinary Income Margin (%)

経常利益率 (%)



Return on Sales (%)

当期純利益率 (%)



2005 2006 2007 2008 2009 2010 2011 2012

1,190,783	1,266,501	1,376,958	1,487,496	1,660,162	1,415,718	1,535,242	1,754,257
145,349	112,345	162,315	70,048	65,204	85,229	122,451	77,075
132,856	98,689	156,039	66,832	58,337	83,519	121,548	75,620
84,047	62,114	100,699	42,487	41,708	53,781	95,467	46,060
12.21	8.87	11.79	4.71	3.93	6.02	7.98	4.39
11.16	7.79	11.33	4.49	3.51	5.90	7.92	4.31
7.06	4.90	7.31	2.86	2.51	3.80	6.22	2.63
224,318	198,490	233,841	184,908	182,791	199,898	244,803	194,565
116,789	79,057	109,285	46,902	36,862	51,712	94,600	48,152

1,013,993	1,078,109	1,172,186	1,268,048	1,448,154	1,210,640	1,329,834	1,550,343
120,167	90,990	136,778	42,863	42,547	59,124	88,845	51,403
117,192	85,089	139,823	44,376	39,864	58,931	99,107	59,943
78,666	55,299	92,340	29,921	25,087	38,883	67,491	35,700
11.85	8.44	11.67	3.38	2.94	4.88	6.68	3.32
11.56	7.89	11.93	3.50	2.75	4.87	7.45	3.87
7.76	5.13	7.88	2.36	1.73	3.21	5.08	2.30
187,993	156,889	190,344	137,161	134,113	151,153	180,318	148,297
112,757	71,036	101,568	44,774	27,607	38,845	77,944	34,351

2005 2006 2007 2008 2009 2010 2011 2012

38.77	55.81	63.50	78.72	90.52	69.40	84.15	114.16
107.55	113.32	116.97	114.44	100.71	92.89	85.74	79.08