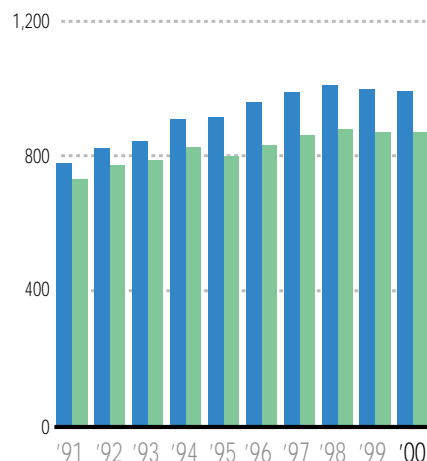


# 財務データ (収益性 / 成長性) Financial Data (Profitability and Growth)

## 売上高

Net Sales

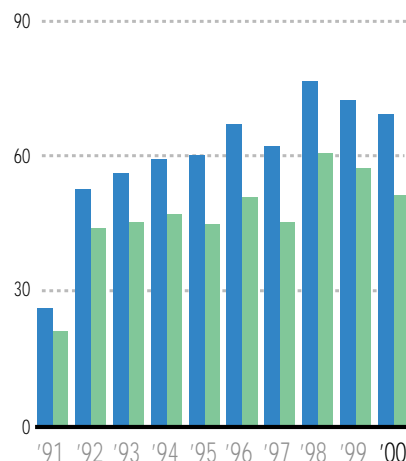
(十億円/¥ billions)



## 営業利益

Operating Income

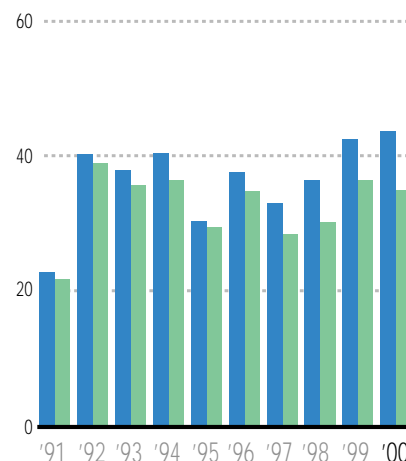
(十億円/¥ billions)



## 経常利益

Ordinary Income

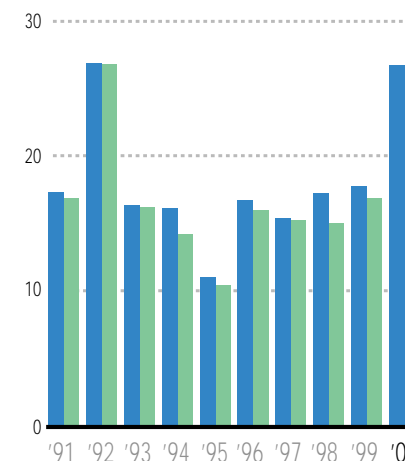
(十億円/¥ billions)



## 当期利益

Net Income

(十億円/¥ billions)



(単位 Unit : 百万円/¥ millions)

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

連結 Consolidated

|                       | 1991    | 1992    | 1993    | 1994    | 1995    | 1996    | 1997    | 1998      | 1999    | 2000           |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|-----------|---------|----------------|
| 売上高 Net Sales         | 778,821 | 823,761 | 844,443 | 909,673 | 915,862 | 958,662 | 988,077 | 1,009,154 | 997,766 | <b>992,255</b> |
| 営業利益 Operating Income | 26,376  | 52,694  | 56,082  | 59,262  | 60,105  | 67,108  | 62,163  | 76,484    | 72,302  | <b>69,233</b>  |
| 経常利益 Ordinary Income  | 22,843  | 40,197  | 37,948  | 40,466  | 30,368  | 37,556  | 33,023  | 36,471    | 42,515  | <b>43,720</b>  |
| 当期利益 Net Income       | 17,358  | 26,813  | 16,367  | 16,173  | 11,071  | 16,761  | 15,432  | 17,240    | 17,764  | <b>26,698</b>  |

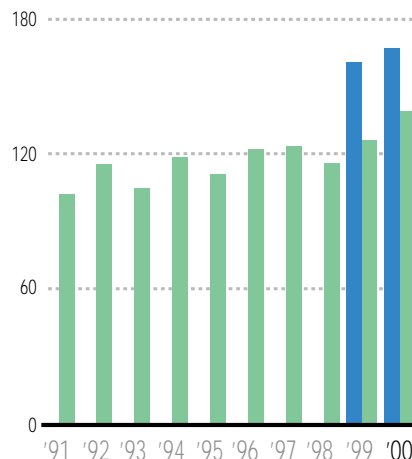
単独 Nonconsolidated

|                       |         |         |         |         |         |         |         |         |         |                |
|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------------|
| 売上高 Net Sales         | 730,580 | 772,298 | 787,365 | 825,992 | 800,675 | 831,739 | 862,592 | 880,428 | 870,838 | <b>869,939</b> |
| 営業利益 Operating Income | 21,127  | 44,019  | 45,271  | 47,083  | 44,897  | 50,869  | 45,404  | 60,558  | 57,193  | <b>51,296</b>  |
| 経常利益 Ordinary Income  | 21,816  | 38,925  | 35,729  | 36,486  | 29,556  | 34,841  | 28,390  | 30,185  | 36,405  | <b>34,929</b>  |
| 当期利益 Net Income       | 16,892  | 26,783  | 16,193  | 14,260  | 10,473  | 16,015  | 15,255  | 15,017  | 16,915  | <b>22,395</b>  |

### グロス・キャッシュフロー

Gross Cash Flow

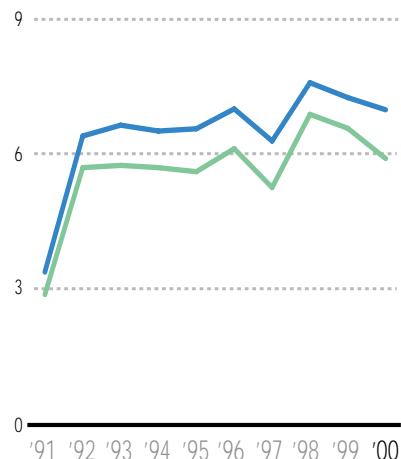
(十億円/¥ billions)



### 営業利益率

Operating Income Ratio

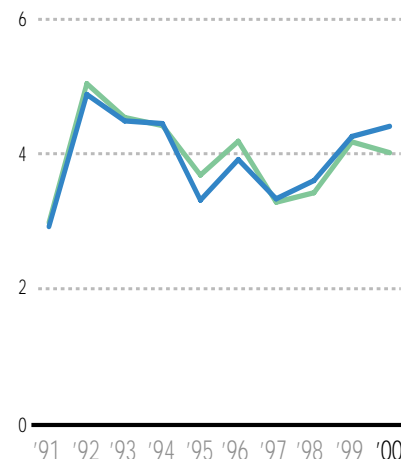
(%)



### 経常利益率

Ordinary Income Ratio

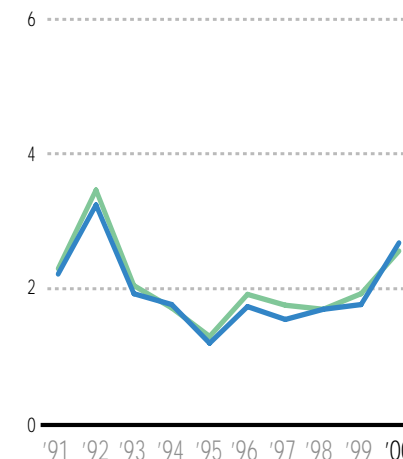
(%)



### 当期利益率

Return on Sales

(%)



(単位 Unit : 百万円/¥ millions)

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

連 結 Consolidated

グロス・キャッシュフロー Gross Cash Flow

営業利益率(%) Operating Income Ratio (%)

経常利益率(%) Ordinary Income Ratio (%)

当期利益率(%) Return on Sales (%)

|                                     | 1991    | 1992    | 1993    | 1994    | 1995    | 1996    | 1997    | 1998    | 1999    | 2000           |
|-------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----------------|
| グロス・キャッシュフロー Gross Cash Flow        | -       | -       | -       | -       | -       | -       | -       | -       | 160,773 | <b>167,004</b> |
| 営業利益率(%) Operating Income Ratio (%) | 3.39    | 6.40    | 6.64    | 6.51    | 6.56    | 7.00    | 6.29    | 7.58    | 7.25    | <b>6.98</b>    |
| 経常利益率(%) Ordinary Income Ratio (%)  | 2.93    | 4.88    | 4.49    | 4.45    | 3.32    | 3.92    | 3.34    | 3.61    | 4.26    | <b>4.41</b>    |
| 当期利益率(%) Return on Sales (%)        | 2.23    | 3.25    | 1.94    | 1.78    | 1.21    | 1.75    | 1.56    | 1.71    | 1.78    | <b>2.69</b>    |
| 単 独 Nonconsolidated                 |         |         |         |         |         |         |         |         |         |                |
| グロス・キャッシュフロー Gross Cash Flow        | 102,298 | 115,529 | 105,013 | 118,554 | 111,222 | 121,964 | 123,469 | 115,871 | 125,986 | <b>139,150</b> |
| 営業利益率(%) Operating Income Ratio (%) | 2.89    | 5.70    | 5.75    | 5.70    | 5.61    | 6.12    | 5.26    | 6.88    | 6.57    | <b>5.90</b>    |
| 経常利益率(%) Ordinary Income Ratio (%)  | 2.99    | 5.04    | 4.54    | 4.42    | 3.69    | 4.19    | 3.29    | 3.43    | 4.18    | <b>4.02</b>    |
| 当期利益率(%) Return on Sales (%)        | 2.31    | 3.47    | 2.06    | 1.73    | 1.31    | 1.93    | 1.77    | 1.71    | 1.94    | <b>2.57</b>    |

グロス・キャッシュフロー = 当期利益 + 長期前払費用 + 減価償却費

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。

Gross Cash Flow = Net Income + Long-Term Prepaid Expenses + Depreciation and Amortization

Cash flows on a consolidated basis were not reported prior to the fiscal year ended March 31, 1999.