| 1.Operating Results | (Fiscal year ended) |  |  |  | (Six months ended) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar.'03 | Mar.'04 | Mar.'05 | Mar.'06 | Mar.' 07 <br> (Forecast) | Sep.'04 | Sep.'05 | Sep.'06 <br> (Forecast) |
| Net sales | 1,738.3 | 1,780.2 | 1,814.1 | 1,909.2 | 2,060.0 | 876.0 | 919.8 | 987.0 |
| (change from the previous corresponding period) | 3.9\% | 2.4\% | 1.9\% | 5.2\% | 7.9\% | -1.4\% | 5.0\% | 7.3\% |
| Domestic sales | 896.0 | 914.0 | 972.9 | 966.2 | 1,003.0 | 469.1 | 477.7 | 490.0 |
| (change from the previous corresponding period) | -0.7\% | 2.0\% | 6.4\% | -0.7\% | 3.8\% | 4.6\% | 1.8\% | 2.6\% |
| Overseas sales | 842.3 | 866.1 | 841.1 | 943.0 | 1,057.0 | 406.8 | 442.1 | 497.0 |
| (change from the previous corresponding period) | 9.4\% | 2.8\% | -2.9\% | 12.1\% | 12.1\% | -7.4\% | 8.7\% | 12.4\% |
| Overseas sales ratio | 48.5\% | 48.7\% | 46.4\% | 49.4\% | 51.3\% | 46.4\% | 48.1\% | 50.4\% |
| Gross profit | 745.3 | 765.6 | 754.5 | 795.0 | 850.0 | 363.8 | 385.7 | 411.0 |
| (change from the previous corresponding period) | 6.5\% | 2.7\% | -1.4\% | 5.4\% | 6.9\% | -6.2\% | 6.0\% | 6.6\% |
| Percentage of net sales | 42.9\% | 43.0\% | 41.6\% | 41.6\% | 41.3\% | 41.5\% | 41.9\% | 41.6\% |
| Operating income | 133.6 | 150.0 | 135.5 | 148.5 | 170.0 | 57.7 | 65.0 | 73.0 |
| (change from the previous corresponding period) | 3.1\% | 12.2\% | -9.7\% | 9.7\% | 14.4\% | -25.2\% | 12.6\% | 12.3\% |
| Percentage of net sales | 7.7\% | 8.4\% | 7.5\% | 7.8\% | 8.3\% | 6.6\% | 7.1\% | 7.4\% |
| Income before income taxes | 123.4 | 143.0 | 135.3 | 152.7 | 168.0 | 60.0 | 67.5 | 72.0 |
| (change from the previous corresponding period) | 8.4\% | 15.9\% | -5.4\% | 12.8\% | 10.0\% | -15.9\% | 12.4\% | 6.7\% |
| Percentage of net sales | 7.1\% | 8.0\% | 7.5\% | 8.0\% | 8.2\% | 6.9\% | 7.3\% | 7.3\% |
| Net income | 72.5 | 91.7 | 83.1 | 97.0 | 106.5 | 35.8 | 42.8 | 48.3 |
| (change from the previous corresponding period) | 17.7\% | 26.6\% | -9.4\% | 16.7\% | 9.7\% | -15.2\% | 19.7\% | 12.7\% |
| Percentage of net sales | 4.2\% | 5.2\% | 4.6\% | 5.1\% | 5.2\% | 4.1\% | 4.7\% | 4.9\% |
| Net income per share-basic [yen] | 99.79 | 123.63 | 112.64 | 132.33 | 145.99 | 48.48 | 58.40 | 66.21 |
| (change from the previous corresponding period) | 13.1\% | 23.9\% | -8.9\% | 17.5\% | 10.3\% | -14.6\% | 20.5\% | 13.4\% |
| Exchange rate [yen/US\$] | 121.96 | 113.09 | 107.58 | 113.26 | 114.88 | 109.83 | 109.42 | 114.77 |
| [yen/EURO] | 121.00 | 132.65 | 135.25 | 137.86 | 140.94 | 133.31 | 135.67 | 141.89 |
| 2 . Sales by Category | Mar.'03 | Mar.'04 | Mar.'05 | Mar.'06 | $\begin{gathered} \text { Mar.'07 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ | Sep.'04 | Sep. ${ }^{\prime} 05$ | $\begin{gathered} \text { Sep.'06 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ |
| Imaging Solution Business | --- | --- | 1,332.2 | 1,446.6 | 1,574.1 | 639.0 | 693.1 | 747.5 |
| Network System Solution Business | --- | --- | 199.1 | 190.5 | 197.8 | 95.6 | 93.1 | 94.7 |
| Industry Business | --- | --- | 119.4 | 120.6 | 136.1 | 58.7 | 58.4 | 68.5 |
| Other Business | --- | --- | 163.2 | 151.3 | 151.8 | 82.5 | 75.1 | 76.1 |
| 3 . Sales by Geographic Area | Mar.'03 | Mar.'04 | Mar.'05 | Mar.'06 | $\begin{gathered} \text { Mar.'07 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ | Sep.'04 | Sep. ${ }^{\prime} 05$ | $\begin{gathered} \text { Sep.'06 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ |
| Japan | 896.0 | 914.0 | 972.9 | 966.2 | 1,003.0 | 469.1 | 477.7 | 490.0 |
| The Americas | 343.9 | 326.3 | 325.5 | 387.4 | 436.4 | 161.3 | 183.9 | 210.5 |
| Europe | 354.4 | 402.3 | 408.9 | 434.8 | 489.2 | 192.9 | 201.3 | 227.5 |
| Other | 143.9 | 137.4 | 106.6 | 120.8 | 131.3 | 52.5 | 56.7 | 58.9 |
| 4 . Other ratios | Mar.'03 | Mar.'04 | Mar.'05 | Mar.'06 | $\begin{gathered} \text { Mar.'07 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ | Sep. ${ }^{\text {'04 }}$ | Sep. ${ }^{\prime} 05$ | $\begin{gathered} \text { Sep.'06 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ |
| R\&D Expenditure | 83.5 | 92.5 | 110.4 | 110.3 | 120.0 | 53.4 | 54.9 | 58.0 |
| R\&D Expenditure / net sales | 4.8\% | 5.2\% | 6.1\% | 5.8\% | 5.8\% | 6.1\% | 6.0\% | 5.9\% |
| Interest and dividend income | 3.7 | 1.9 | 2.2 | 2.8 | --- | 1.0 | 1.3 | --- |
| Interest expense | 6.8 | 5.2 | 4.6 | 5.2 | --- | 2.3 | 2.1 | --- |
| Financial income(expenses)net | -3.0 | -3.3 | -2.4 | -2.3 | --- | -1.2 | -0.8 | --- |
| Interest coverage ratio(※) [times] | 20.1 | 28.7 | 29.4 | 28.9 | --- | 25.4 | 30.2 | --- |
| Depreciation for tangible fixed assets | 69.5 | 67.6 | 66.7 | 67.4 | 69.0 | 31.0 | 31.1 | 32.0 |
| Expenditure for plant and equipment | 73.9 | 75.5 | 84.7 | 102.0 | 85.0 | 38.2 | 58.1 | 38.0 |
| Liquidity at hand | 200.4 | 249.1 | 188.4 | 188.6 | --- | 266.6 | 148.7 | --- |
| Liquidity at hand/Averaged sales [months] | 1.4 | 1.7 | 1.2 | 1.2 | --- | 1.8 | 1.0 | --- |
| Inventories | 146.0 | 145.3 | 167.3 | 169.2 | --- | 151.7 | 167.7 | --- |
| Inventories/Averaged cost of sales [months] | 1.8 | 1.7 | 1.9 | 1.8 | --- | 1.8 | 1.9 | --- |
| Debt | 484.6 | 432.7 | 410.0 | 381.2 | --- | 435.3 | 371.7 | --- |
| Debt on total assets | 25.7\% | 23.4\% | 21.0\% | 18.7\% | --- | 23.2\% | 19.1\% | --- |
| Total assets | 1,884.9 | 1,852.7 | 1,953.6 | 2,041.1 | --- | 1,877.4 | 1,948.5 | --- |
| Income before income taxes on total assets | 6.6\% | 7.7\% | 7.1\% | 7.6\% | --- | 3.2\% | 3.5\% | --- |
| Shareholders' equity | 657.5 | 795.1 | 862.9 | 960.2 | --- | 830.2 | 905.6 | --- |
| Equity ratio | 34.9\% | 42.9\% | 44.2\% | 47.0\% | --- | 44.2\% | 46.5\% | --- |
| Return on equity | 11.2\% | 12.6\% | 10.0\% | 10.6\% | --- | 4.4\% | 4.8\% | --- |
| Number of employees(Japan)(thousand of people) | 39.5 | 38.8 | 40.1 | 39.9 | --- | 39.2 | 40.8 | --- |
| Number of employees(Overseas)(thousand of people) | 35.1 | 34.4 | 35.0 | 36.2 | --- | 33.7 | 35.5 | --- |
| Number of employees (Total)(thousand of people) | 74.6 | 73.2 | 75.1 | 76.1 | --- | 72.9 | 76.3 | --- |

[^0]*The amount of discontinued operation is excluded since March '06.

| 1.Operating Results | (Three months ended) |  | Dec.'04 | Mar.'05 |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun. ${ }^{\text {O }}$ | Sep.'04 |  |  |
| Net sales | 436.5 | 439.4 | 443.7 | 494.3 |
| (change from the previous corresponding period) | -0.2\% | -2.5\% | 5.4\% | 4.9\% |
| Domestic sales | 233.3 | 235.8 | 231.3 | 272.4 |
| (change from the previous corresponding period) | 4.0\% | 5.2\% | 8.6\% | 7.9\% |
| Overseas sales | 203.2 | 203.5 | 212.4 | 221.8 |
| (change from the previous corresponding period) | -4.6\% | -10.1\% | 2.2\% | 1.4\% |
| Overseas sales ratio | 46.6\% | 46.3\% | 47.9\% | 44.9\% |
| Gross profit | 189.1 | 174.7 | 192.1 | 198.5 |
| (change from the previous corresponding period) | -1.9\% | -10.6\% | 3.4\% | 3.6\% |
| Percentage of net sales | 43.3\% | 39.8\% | 43.3\% | 40.2\% |
| Operating income | 39.3 | 18.3 | 38.7 | 39.0 |
| (change from the previous corresponding period) | 2.3\% | -52.6\% | 6.9\% | 6.8\% |
| Percentage of net sales | 9.0\% | 4.2\% | 8.7\% | 7.9\% |
| Income before income taxes | 41.3 | 18.7 | 34.6 | 40.6 |
| (change from the previous corresponding period) | 10.7\% | -45.0\% | 4.2\% | 5.9\% |
| Percentage of net sales | 9.5\% | 4.3\% | 7.8\% | 8.2\% |
| Net income | 24.8 | 10.9 | 22.2 | 25.0 |
| (change from the previous corresponding period) | 11.4\% | -45.1\% | 13.0\% | -15.9\% |
| Percentage of net sales | 5.7\% | 2.5\% | 5.0\% | 5.1\% |
| Net income per share-basic [yen] | 33.69 | 14.79 | 30.08 | 34.08 |
| (change from the previous corresponding period) | 12.2\% | -44.7\% | 13.4\% | -15.5\% |
| Exchange rate [yen/US\$] | 109.65 | 110.01 | 106.01 | 104.60 |
| [yen/EURO] | 132.17 | 134.44 | 137.16 | 137.26 |


| 2 .Sales by Category | Jun.'04 | Sep.'04 | Dec.'04 | Mar.'05 |
| :--- | ---: | ---: | ---: | ---: |
| Imaging Solutions | 324.4 | 314.5 | 338.0 | 355.1 |
| Network input/output systems | 43.2 | 52.3 | 41.8 | 61.6 |
| Network system solutions | 29.5 | 29.1 | 26.0 | 34.5 |
| Other Businesses | 39.2 | 43.3 | 37.7 | 42.9 |


| 3 .Sales by Geographic Area | Jun.'04 | Sep.'04 | Dec.'04 | Mar.'05 |
| :--- | ---: | ---: | ---: | ---: |
| Japan | 233.3 | 235.8 | 231.3 | 272.4 |
| The Americas | 78.4 | 82.9 | 78.2 | 86.0 |
| Europe | 100.3 | 92.6 | 107.6 | 108.3 |
| Other | 24.5 | 27.9 | 26.6 | 27.4 |


| 4 .Other ratios | Jun.'04 | Sep.'04 | Dec.'04 | Mar.'05 |
| :--- | ---: | ---: | ---: | ---: |
| R\&D Expenditure | 24.3 | 29.0 | 26.1 | 30.8 |
| $\quad$ R\&D Expenditure / net sales | $5.6 \%$ | $6.6 \%$ | $5.9 \%$ | $6.2 \%$ |
| Interest and dividend income | 0.6 | 0.4 | 0.3 | 0.8 |
| Interest expense | 1.2 | 1.0 | 1.2 | 1.0 |
| Financial income(expenses)net | -0.6 | -0.6 | -0.9 | -0.2 |
| $\quad$ Interest coverage ratio(※) $\quad$ [times] | 32.5 | 17.3 | 30.6 | 36.5 |
| Depreciation for tangible fixed assets | 15.9 | 15.0 | 16.9 | 18.7 |
| Expenditure for plant and equipment | 18.6 | 19.5 | 20.5 | 25.9 |
| Liquidity at hand | 262.7 | 266.6 | 202.1 | 188.4 |
| $\quad$ Liquidity at hand/Averaged sales | [months] | 1.8 | 1.8 | 1.4 |
| Inventories | 150.5 | 151.7 | 168.9 | 167.3 |
| $\quad$ Inventories/Averaged cost of sales | [months] | 1.8 | 1.7 | 2.0 |
| Debt | 423.7 | 435.3 | 446.4 | 410.0 |
| $\quad$ Debt on total assets | $22.8 \%$ | $23.2 \%$ | $23.5 \%$ | $21.0 \%$ |
| Total assets | $1,855.7$ | $1,877.4$ | $1,899.8$ | $1,953.6$ |
| $\quad$ Income before income taxes on total assets | $2.2 \%$ | $1.0 \%$ | $1.8 \%$ | $2.1 \%$ |
| Shareholders' equity | 812.9 | 830.2 | 841.9 | 862.9 |
| $\quad$ Equity ratio | $43.8 \%$ | $44.2 \%$ | $44.3 \%$ | $44.2 \%$ |
| $\quad$ Return on equity | $3.1 \%$ | $1.3 \%$ | $2.7 \%$ | $2.9 \%$ |
| Number of employees(Japan)(thousand of people) | 39.2 | 39.2 | 40.3 | 40.1 |
| $\quad$ Number of employees(Overseas)(thousand of people) | 33.8 | 33.7 | 34.6 | 35.0 |
| Number of employees (Total)(thousand of people) | 73.0 | 72.9 | 74.9 | 75.1 |

[^1]| Jun.'05 | Sep.'05 | Dec.'05 | Mar.'06 |
| ---: | ---: | ---: | ---: |
| 451.4 | 468.4 | 474.4 | 514.8 |
| $3.4 \%$ | $6.6 \%$ | $6.9 \%$ | $4.2 \%$ |
| 232.4 | 245.2 | 229.5 | 258.8 |
| $-0.4 \%$ | $4.0 \%$ | $-0.7 \%$ | $-5.0 \%$ |
| 218.9 | 223.1 | 244.8 | 256.0 |
| $7.8 \%$ | $9.6 \%$ | $15.3 \%$ | $15.4 \%$ |
| $48.5 \%$ | $47.6 \%$ | $51.6 \%$ | $49.7 \%$ |
| 193.5 | 192.2 | 200.1 | 209.1 |
| $2.3 \%$ | $10.0 \%$ | $4.2 \%$ | $5.3 \%$ |
| $42.9 \%$ | $41.0 \%$ | $42.2 \%$ | $40.6 \%$ |
| 36.3 | 28.6 | 36.3 | 47.1 |
| $-7.6 \%$ | $55.8 \%$ | $-6.0 \%$ | $20.8 \%$ |
| $8.1 \%$ | $6.1 \%$ | $7.7 \%$ | $9.2 \%$ |
| 37.1 | 30.3 | 38.0 | 47.2 |
| $-10.0 \%$ | $61.7 \%$ | $9.7 \%$ | $16.2 \%$ |
| $8.2 \%$ | $6.5 \%$ | $8.0 \%$ | $9.2 \%$ |
| 23.7 | 19.1 | 23.0 | 31.1 |
| $-4.7 \%$ | $75.2 \%$ | $3.5 \%$ | $24.3 \%$ |
| $5.3 \%$ | $4.1 \%$ | $4.8 \%$ | $6.1 \%$ |
| 32.32 | 26.08 | 31.34 | 42.59 |
| $-4.1 \%$ | $76.3 \%$ | $4.2 \%$ | $25.0 \%$ |
| 107.60 | 111.22 | 117.24 | 117.01 |
| 135.55 | 135.79 | 139.41 | 140.72 |
|  |  |  |  |


| Jun.'06 | $\begin{gathered} \text { Sep.'06 } \\ \text { (Forecast) } \end{gathered}$ |
| :---: | :---: |
| 484.5 | 502.4 |
| 7.3\% | 7.3\% |
| 240.4 | 249.5 |
| 3.4\% | 1.7\% |
| 244.1 | 252.8 |
| 11.5\% | 13.3\% |
| 50.4\% | 50.3\% |
| 202.5 | 208.4 |
| 4.7\% | 8.4\% |
| 41.8\% | 41.5\% |
| 40.6 | 32.3 |
| 11.7\% | 13.0\% |
| 8.4\% | 6.4\% |
| 38.7 | 33.2 |
| 4.0\% | 9.8\% |
| 8.0\% | 6.6\% |
| 29.1 | 19.1 |
| 22.8\% | 0.2\% |
| 6.0\% | 3.8\% |
| 39.92 | 26.29 |
| 23.5\% | 0.8\% |
| 114.53 | 115.00 |
| 143.78 | 140.00 |


| Jun.'05 | Sep.'05 | Dec.'05 | Mar.'06 |  | Jun.'06 |  | Sep.'06 <br> (Forecast) |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 349.4 | 343.6 | 367.2 | 386.2 |  | $\mathbf{3 7 2 . 7}$ | $\mathbf{3 7 4 . 7}$ |  |
| 38.5 | 54.5 | 40.7 | 56.6 |  | $\mathbf{3 9 . 0}$ | $\mathbf{5 5 . 7}$ |  |
| 26.0 | 32.3 | 29.7 | 32.4 |  | $\mathbf{3 4 . 7}$ | $\mathbf{3 3 . 8}$ |  |
| 37.3 | 37.8 | 36.7 | 39.4 |  | $\mathbf{3 8 . 0}$ | $\mathbf{3 8 . 1}$ |  |


| Jun.'05 | Sep.'05 | Dec.'05 | Mar.'06 |
| ---: | ---: | ---: | ---: |
| 232.4 | 245.2 | 229.5 | 258.8 |
| 87.1 | 96.7 | 98.1 | 105.3 |
| 104.4 | 96.9 | 115.1 | 118.2 |
| 27.3 | 29.4 | 31.6 | 32.4 |


| Jun.'06 | Sep.'06 <br> (Forecast) |
| ---: | ---: |
| 240.4 | 249.5 |
| 100.6 | 109.9 |
| 113.5 | 114.0 |
| 30.0 | 28.9 |


| Jun.'05 | Sep.'05 | Dec.'05 | Mar.'06 | Jun.'06 | $\begin{gathered} \text { Sep.'06 } \\ \text { (Forecast) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 25.5 | 29.4 | 27.2 | 28.2 | 25.3 | 32.6 |
| 5.7\% | 6.3\% | 5.7\% | 5.5\% | 5.2\% | 6.5\% |
| 0.6 | 0.6 | 0.8 | 0.6 | 1.0 | --- |
| 1.0 | 1.1 | 1.4 | 1.5 | 1.5 | --- |
| -0.3 | -0.4 | -0.5 | -0.9 | -0.4 | --- |
| 36.7 | 24.7 | 25.7 | 29.9 | 26.4 | --- |
| 15.6 | 15.4 | 17.6 | 18.7 | 15.9 | 16.0 |
| 34.7 | 23.4 | 21.2 | 22.6 | 15.9 | 22.0 |
| 146.4 | 148.7 | 156.7 | 188.6 | 190.8 | --- |
| 1.0 | 1.0 | 1.0 | 1.1 | 1.2 | --- |
| 170.5 | 167.7 | 171.7 | 169.2 | 183.7 | --- |
| 2.0 | 1.8 | 1.9 | 1.7 | 2.0 | --- |
| 366.4 | 371.7 | 397.4 | 381.2 | 372.4 | --- |
| 19.3\% | 19.1\% | 20.0\% | 18.7\% | 18.1\% | --- |
| 1,899.9 | 1,948.5 | 1,990.8 | 2,041.1 | 2,055.1 | --- |
| 1.9\% | 1.6\% | 1.9\% | 2.3\% | 1.9\% | --- |
| 879.6 | 905.6 | 929.5 | 960.2 | 980.2 | --- |
| 46.3\% | 46.5\% | 46.7\% | 47.0\% | 47.7\% | --- |
| 2.7\% | 2.1\% | 2.5\% | 3.3\% | 3.0\% | --- |
| 40.7 | 40.8 | 40.4 | 39.9 | 40.6 | --- |
| 34.2 | 35.5 | 35.3 | 36.2 | 37.5 | --- |
| 74.9 | 76.3 | 75.8 | 76.1 | 78.2 | --- |

*The amount of discontinued operation is excluded since March '06.


[^0]:    Interest coverage ratio $(※)=$ (Interest and dividend income + Operating income $) \div$ Interest expense

[^1]:    Interest coverage ratio $(※)=$ (Interest and dividend income + Operating income) $\div$ Interest expense

