| 1.Operating Results | (Fiscal year ended) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar.'05 | Mar.'06 | Mar.'07 | Mar.'08 | Mar.'09 <br> (Forecast) |
| Net sales | 1,807.4 | 1,909.2 | 2,068.9 | 2,219.9 | 2,150.0 |
| (change from the previous corresponding period) | 1.9\% | 5.6\% | 8.4\% | 7.3\% | -3.2\% |
| Domestic sales | 966.2 | 966.2 | 1,002.2 | 1,016.0 | 1,000.0 |
| (change from the previous corresponding period) | 6.5\% | 0.0\% | 3.7\% | 1.4\% | -1.6\% |
| Overseas sales | 841.1 | 943.0 | 1,066.6 | 1,203.9 | 1,150.0 |
| (change from the previous corresponding period) | -2.9\% | 12.1\% | 13.1\% | 12.9\% | -4.5\% |
| Overseas sales ratio | 46.5\% | 49.4\% | 51.6\% | 54.2\% | 53.5\% |
| Gross profit | 749.1 | 795.0 | 862.4 | 927.7 | 898.0 |
| (change from the previous corresponding period) | -1.4\% | 6.1\% | 8.5\% | 7.6\% | -3.2\% |
| Percentage of net sales | 41.5\% | 41.6\% | 41.7\% | 41.8\% | 41.8\% |
| Operating income | 131.1 | 148.5 | 174.3 | 181.5 | 150.0 |
| (change from the previous corresponding period) | -9.8\% | 13.3\% | 17.4\% | 4.1\% | -17.4\% |
| Percentage of net sales | 7.3\% | 7.8\% | 8.4\% | 8.2\% | 7.0\% |
| Income before income taxes | 130.9 | 152.7 | 174.5 | 174.6 | 142.0 |
| (change from the previous corresponding period) | -5.4\% | 16.6\% | 14.2\% | 0.1\% | -18.7\% |
| Percentage of net sales | 7.2\% | 8.0\% | 8.4\% | 7.9\% | 6.6\% |
| Net income | 83.1 | 97.0 | 111.7 | 106.4 | 87.0 |
| (change from the previous corresponding period) | -9.4\% | 16.7\% | 15.1\% | -4.7\% | -18.3\% |
| Percentage of net sales | 4.6\% | 5.1\% | 5.4\% | 4.8\% | 4.0\% |
| Net income per share-basic [yen] | 112.64 | 132.33 | 153.10 | 146.04 | 120.48 |
| (change from the previous corresponding period) | -8.9\% | 17.5\% | 15.7\% | -4.6\% | -17.5\% |
| Exchange rate [yen/US\$] | 107.58 | 113.26 | 117.02 | 114.40 | 103.08 |
| [yen/EURO] | 135.25 | 137.86 | 150.08 | 161.69 | 146.35 |

(Six months ended)

| Sep.'06 | Sep.'07 | Sep.'08 |
| ---: | ---: | ---: |
| 986.9 | $1,088.3$ | $\mathbf{1 , 0 6 5 . 9}$ |
| $7.3 \%$ | $10.3 \%$ | $\mathbf{- 2 . 1 \%}$ |
| 492.4 | 504.4 | $\mathbf{4 8 3 . 8}$ |
| $3.1 \%$ | $2.4 \%$ | $\mathbf{- 4 . 1 \%}$ |
| 494.4 | 583.9 | $\mathbf{5 8 2 . 1}$ |
| $11.8 \%$ | $18.1 \%$ | $\mathbf{- 0 . 3 \%}$ |
| $50.1 \%$ | $53.7 \%$ | $\mathbf{5 4 . 6 \%}$ |
| 407.9 | 451.2 | $\mathbf{4 4 3 . 3}$ |
| $5.8 \%$ | $10.6 \%$ | $\mathbf{- 1 . 8 \%}$ |
| $41.3 \%$ | $41.5 \%$ | $\mathbf{4 1 . 6 \%}$ |
| 73.1 | 84.5 | $\mathbf{6 5 . 0}$ |
| $12.5 \%$ | $15.6 \%$ | $\mathbf{- 2 3 . 0 \%}$ |
| $7.4 \%$ | $7.8 \%$ | $\mathbf{6 . 1 \%}$ |
| 74.2 | 85.0 | $\mathbf{5 8 . 8}$ |
| $10.0 \%$ | $14.5 \%$ | $\mathbf{- 3 0 . 8 \%}$ |
| $7.5 \%$ | $7.8 \%$ | $\mathbf{5 . 5 \%}$ |
| 52.0 | 53.1 | $\mathbf{3 4 . 3}$ |
| $21.4 \%$ | $2.1 \%$ | $\mathbf{- 3 5 . 4 \%}$ |
| $5.3 \%$ | $4.9 \%$ | $\mathbf{3 . 2 \%}$ |
| 71.35 | 72.83 | $\mathbf{4 7 . 5 6}$ |
| $22.2 \%$ | $2.1 \%$ | $\mathbf{- 3 4 . 7 \%}$ |
| 115.40 | 119.37 | $\mathbf{1 0 6 . 1 5}$ |
| 145.98 | 162.36 | $\mathbf{1 6 2 . 6 9}$ |
|  |  |  |


| 2. Sales by Category | Mar.'05 | Mar.'06 | Mar.'07 | Mar.'08Mar.'09 <br> (Forecast) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Imaging Solution Business | $1,332.2$ | $1,446.6$ | $1,580.1$ | $1,709.4$ | $\mathbf{1 , 6 4 6 . 1}$ |
| Network System Solution Business | 199.1 | 190.5 | 194.3 | 200.0 | $\mathbf{2 2 3 . 4}$ |
| Industry Business | 119.4 | 120.6 | 133.3 | 144.3 | $\mathbf{1 3 1 . 7}$ |
| Other Business | 156.5 | 151.3 | 161.0 | 166.0 | $\mathbf{1 4 8 . 7}$ |


| Sep.'06 | Sep.'07 | Sep.'08 |
| ---: | ---: | ---: |
| 743.6 | 827.3 | $\mathbf{8 1 4 . 1}$ |
| 94.4 | 97.2 | $\mathbf{1 0 5 . 6}$ |
| 68.2 | 77.4 | $\mathbf{6 7 . 8}$ |
| 80.5 | 86.2 | $\mathbf{7 8 . 3}$ |


| 3. Sales by Geographic Area | Mar.'05 | Mar.'06 | Mar.'07 | Mar.'08 | Mar.'09 (Forecast) | Sep.'06 | Sep.'07 | Sep.'08 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan | 966.2 | 966.2 | 1,002.2 | 1,016.0 | 1,000.0 | 492.4 | 504.4 | 483.8 |
| The Americas | 325.5 | 387.4 | 426.4 | 434.7 | 437.9 | 203.5 | 215.7 | 217.5 |
| Europe | 408.9 | 434.8 | 507.1 | 603.2 | 548.7 | 226.5 | 289.1 | 288.7 |
| Other | 106.6 | 120.8 | 133.0 | 165.9 | 163.3 | 64.3 | 79.1 | 75.8 |
| 4. Other ratios | Mar.'05 | Mar.'06 | Mar.'07 | Mar.'08 | Mar. 09 <br> (Forecast) | Sep.'06 | Sep.'07 | Sep.'08 |
| R\&D Expenditure | 110.4 | 110.3 | 114.9 | 126.0 | 127.0 | 56.5 | 61.5 | 63.2 |
| R\&D Expenditure / net sales | 6.1\% | 5.8\% | 5.6\% | 5.7\% | 5.9\% | 5.7\% | 5.7\% | 5.9\% |
| Interest and dividend income | 2.2 | 2.8 | 5.5 | 6.3 | --- | 1.9 | 3.1 | 3.0 |
| Interest expense | 4.6 | 5.2 | 7.3 | 4.8 | --- | 3.2 | 2.7 | 2.4 |
| Financial income(expenses)net | -2.4 | -2.3 | -1.8 | 1.5 | --- | -1.2 | 0.4 | 0.6 |
| Interest coverage ratio $※$ ) [times] | 28.5 | 28.9 | 24.5 | 38.9 | --- | 23.2 | 32.2 | 27.8 |
| Depreciation for tangible fixed assets | 66.7 | 67.4 | 72.4 | 72.7 | 75.0 | 33.7 | 35.6 | 35.3 |
| Expenditure for plant and equipment | 84.7 | 102.0 | 85.8 | 85.2 | 90.0 | 39.1 | 39.6 | 46.9 |
| Free Cash Flow | 33.0 | 53.4 | 51.8 | -3.9 | --- | 12.3 | -58.2 | -44.5 |
| Liquidity at hand | 188.4 | 188.6 | 257.3 | 172.1 | --- | 205.5 | 191.5 | 162.2 |
| Liquidity at hand/Averaged sales [months] | 1.3 | 1.2 | 1.5 | 0.9 | --- | 1.2 | 1.1 | 0.9 |
| Inventories | 167.3 | 169.2 | 184.3 | 192.0 | --- | 184.7 | 203.3 | 206.1 |
| Inventories/Averaged cost of sales [months] | 1.9 | 1.8 | 1.8 | 1.8 | --- | 1.9 | 1.9 | 2.0 |
| Debt | 410.0 | 381.2 | 415.6 | 384.3 | --- | 393.7 | 420.4 | 426.8 |
| Debt on total assets | 21.0\% | 18.7\% | 18.5\% | 17.4\% | --- | 18.8\% | 18.3\% | 19.2\% |
| Total assets | 1,953.6 | 2,041.1 | 2,243.4 | 2,214.3 | --- | 2,097.7 | 2,299.8 | 2,220.8 |
| Income before income taxes on total assets | 6.9\% | 7.6\% | 8.1\% | 7.8\% | --- | 3.6\% | 3.7\% | 2.7\% |
| Shareholders' equity | 862.9 | 960.2 | 1,070.9 | 1,080.1 | --- | 1,008.4 | 1,114.5 | 1,102.4 |
| Equity ratio | 44.2\% | 47.0\% | 47.7\% | 48.8\% | --- | 48.1\% | 48.5\% | 49.6\% |
| Return on equity | 10.0\% | 10.6\% | 11.0\% | 9.9\% | --- | 5.3\% | 4.9\% | 3.1\% |
| Number of employees(Japan)(thousand of people) | 40.1 | 39.9 | 40.3 | 40.4 | --- | 40.6 | 40.7 | 41.2 |
| Number of employees(Overseas)(thousand of people) | 35.0 | 36.2 | 41.6 | 43.1 | --- | 38.3 | 42.2 | 45.8 |
| Number of employees (Total)(thousand of people) | 75.1 | 76.1 | 81.9 | 83.5 | --- | 78.9 | 83.0 | 87.0 |

Interest coverage ratio $※$ ) $=$ (Interest and dividend income + Operating income) $\div$ Interest expense
*As a result of the sale of a business in 1Q of FY07/3, the operating results from the discontinued operations have been reclassified.

| (Three months ended) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1.Operating Results | Jun. ${ }^{\text {O6 }}$ | Sep. ${ }^{\text {'06 }}$ | Dec.'06 | Mar.'07 | Jun.'07 | Sep.'07 | Dec. ${ }^{\prime} 07$ | Mar.'08 | Jun.'08 | Sep.'08 |
| Net sales | 484.5 | 502.3 | 505.7 | 576.2 | 530.1 | 558.2 | 552.0 | 579.5 | 521.5 | 544.3 |
| (change from the previous corresponding period | 7.3\% | 7.2\% | 6.6\% | 11.9\% | 9.4\% | 11.1\% | 9.2\% | 0.6\% | -1.6\% | -2.5\% |
| Domestic sales | 240.4 | 252.0 | 236.8 | 272.9 | 244.7 | 259.7 | 244.6 | 266.9 | 233.8 | 249.9 |
| (change from the previous corresponding period | 3.4\% | 2.8\% | 3.1\% | 5.4\% | 1.8\% | 3.0\% | 3.3\% | -2.2\% | -4.4\% | -3.8\% |
| Overseas sales | 244.1 | 250.2 | 268.8 | 303.3 | 285.3 | 298.5 | 307.3 | 312.6 | 287.7 | 294.4 |
| (change from the previous corresponding period | 11.5\% | 12.2\% | 9.8\% | 18.5\% | 16.9\% | 19.3\% | 14.3\% | 3.1\% | 0.8\% | -1.4\% |
| Overseas sales ratio | 50.4\% | 49.8\% | 53.2\% | 52.6\% | 53.8\% | 53.5\% | 55.7\% | 53.9\% | 55.2\% | 54.1\% |
| Gross profit | 202.5 | 205.3 | 219.3 | 235.1 | 228.7 | 222.4 | 237.4 | 239.0 | 228.3 | 214.9 |
| (change from the previous corresponding period) | 4.7\% | 6.8\% | 9.6\% | 12.4\% | 12.9\% | 8.3\% | 8.2\% | 1.7\% | -0.2\% | -3.4\% |
| Percentage of net sales | 41.8\% | 40.9\% | 43.4\% | 40.8\% | 43.2\% | 39.9\% | 43.0\% | 41.2\% | 43.8\% | 39.5\% |
| Operating income | 40.6 | 32.5 | 48.6 | 52.5 | 46.6 | 37.9 | 49.4 | 47.4 | 39.7 | 25.3 |
| (change from the previous corresponding period) | 11.7\% | 13.6\% | 33.7\% | 11.4\% | 14.7\% | 16.7\% | 1.6\% | -9.7\% | -14.7\% | -33.3\% |
| Percentage of net sales | 8.4\% | 6.5\% | 9.6\% | 9.1\% | 8.8\% | 6.8\% | 9.0\% | 8.2\% | 7.6\% | 4.7\% |
| Income before income taxes | 38.7 | 35.5 | 48.7 | 51.4 | 53.2 | 31.7 | 49.0 | 40.5 | 43.7 | 15.1 |
| (change from the previous corresponding period) | 4.0\% | 17.3\% | 28.3\% | 8.9\% | 37.6\% | -10.6\% | 0.5\% | -21.1\% | -17.9\% | -52.4\% |
| Percentage of net sales | 8.0\% | 7.1\% | 9.6\% | 8.9\% | 10.0\% | 5.7\% | 8.9\% | 7.0\% | 8.4\% | 2.8\% |
| Net income | 29.1 | 22.9 | 31.2 | 28.4 | 33.8 | 19.3 | 32.1 | 21.1 | 25.7 | 8.6 |
| (change from the previous corresponding period) | 22.8\% | 19.7\% | 35.9\% | -8.9\% | 16.2\% | -15.8\% | 2.8\% | -25.5\% | -24.0\% | -55.4\% |
| Percentage of net sales | 6.0\% | 4.6\% | 6.2\% | 4.9\% | 6.4\% | 3.5\% | 5.8\% | 3.7\% | 4.9\% | 1.6\% |
| Net income per share-basic [yen] | 39.92 | 31.43 | 42.83 | 38.92 | 46.38 | 26.45 | 44.01 | 29.20 | 35.71 | 11.85 |
| (change from the previous corresponding period) | 23.5\% | 20.5\% | 36.7\% | -8.6\% | 16.2\% | -15.8\% | 2.8\% | -25.0\% | -23.0\% | -55.2\% |
| Exchange rate [yen/US\$] | 114.53 | 116.26 | 117.82 | 119.48 | 120.77 | 117.98 | 113.24 | 105.60 | 104.66 | 107.63 |
| [yen/EURO] | 143.78 | 148.16 | 151.92 | 156.52 | 162.72 | 162.00 | 163.96 | 158.06 | 163.48 | 161.92 |
| 2. Sales by Category | Jun.'06 | Sep.'06 | Dec.'06 | Mar.'07 | Jun.'07 | Sep.'07 | Dec.'07 | Mar.'08 | Jun.'08 | Sep.'08 |
| Imaging Solutions | 372.7 | 370.8 | 394.3 | 442.1 | 412.1 | 415.2 | 434.3 | 447.7 | 410.1 | 403.9 |
| Network input/output systems | 39.0 | 55.4 | 40.9 | 58.9 | 40.6 | 56.5 | 44.3 | 58.5 | 45.1 | 60.5 |
| Network system solutions | 34.7 | 33.5 | 30.5 | 34.5 | 35.5 | 41.9 | 34.2 | 32.5 | 33.0 | 34.7 |
| Other Businesses | 38.0 | 42.5 | 39.8 | 40.6 | 41.7 | 44.5 | 39.1 | 40.6 | 33.2 | 45.0 |
| 3. Sales by Geographic Area | Jun.'06 | Sep.'06 | Dec.'06 | Mar.'07 | Jun.'07 | Sep.'07 | Dec.'07 | Mar.'08 | Jun.'08 | Sep.'08 |
| Japan | 240.4 | 252.0 | 236.8 | 272.9 | 244.7 | 259.7 | 244.6 | 266.9 | 233.8 | 249.9 |
| The Americas | 100.6 | 102.9 | 105.7 | 117.0 | 103.1 | 112.5 | 108.2 | 110.8 | 101.6 | 115.9 |
| Europe | 113.5 | 112.9 | 129.7 | 150.8 | 146.8 | 142.2 | 154.5 | 159.5 | 148.6 | 140.0 |
| Other | 30.0 | 34.3 | 33.3 | 35.4 | 35.3 | 43.7 | 44.6 | 42.2 | 37.3 | 38.4 |
| 4. Other ratios | Jun. ${ }^{\text {O }}$ ( | Sep. ${ }^{\text {'06 }}$ | Dec. ${ }^{\prime} 06$ | Mar.'07 | Jun.'07 | Sep.'07 | Dec. ${ }^{\prime} 07$ | Mar.'08 | Jun.'08 | Sep.'08 |
| R\&D Expenditure | 25.3 | 31.1 | 27.9 | 30.5 | 27.2 | 34.3 | 32.0 | 32.4 | 31.7 | 31.4 |
| R\&D Expenditure / net sales | 5.2\% | 6.2\% | 5.5\% | 5.3\% | 5.1\% | 6.1\% | 5.8\% | 5.6\% | 6.1\% | 5.8\% |
| Interest and dividend income | 1.0 | 0.8 | 1.4 | 2.0 | 1.3 | 1.8 | 1.3 | 1.7 | 1.2 | 1.7 |
| Interest expense | 1.5 | 1.6 | 1.8 | 2.2 | 1.1 | 1.5 | 0.7 | 1.3 | 1.0 | 1.3 |
| Financial income(expenses)net | -0.4 | -0.7 | -0.4 | -0.1 | 0.1 | 0.2 | 0.6 | 0.4 | 0.2 | 0.4 |
| Interest coverage ratio $\left(\begin{array}{l}\text { ) } \\ \text { [times] }\end{array}\right.$ | 26.4 | 20.2 | 26.6 | 24.5 | 41.7 | 25.3 | 68.2 | 36.0 | 38.4 | 19.7 |
| Depreciation for tangible fixed assets | 15.9 | 17.7 | 18.2 | 20.4 | 16.8 | 18.8 | 18.4 | 18.6 | 17.7 | 17.6 |
| Expenditure for plant and equipment | 15.9 | 23.2 | 17.6 | 28.9 | 17.1 | 22.5 | 18.1 | 27.3 | 20.4 | 26.5 |
| Free Cash Flow | 21.2 | -8.8 | 0.5 | 38.9 | -85.8 | 27.5 | 2.2 | 52.0 | -20.4 | -24.1 |
| Liquidity at hand | 190.8 | 205.5 | 271.0 | 257.3 | 173.4 | 191.5 | 190.3 | 172.1 | 176.2 | 162.2 |
| Liquidity at hand/Averaged sales [months] | 1.2 | 1.2 | 1.6 | 1.3 | 1.0 | 1.0 | 1.0 | 0.9 | 1.0 | 0.9 |
| Inventories | 183.7 | 184.7 | 207.3 | 184.3 | 203.5 | 203.3 | 214.3 | 192.0 | 218.7 | 206.1 |
| Inventories/Averaged cost of sales [months] | 2.0 | 1.9 | 2.2 | 1.6 | 2.0 | 1.8 | 2.0 | 1.7 | 2.2 | 1.9 |
| Debt | 372.4 | 393.7 | 468.0 | 415.6 | 429.0 | 420.4 | 428.7 | 384.3 | 420.1 | 426.8 |
| Debt on total assets | 18.1\% | 18.8\% | 21.2\% | 18.5\% | 18.5\% | 18.3\% | 18.7\% | 17.4\% | 18.2\% | 19.2\% |
| Total assets | 2,055.1 | 2,097.7 | 2,205.5 | 2,243.4 | 2,313.5 | 2,299.8 | 2,294.9 | 2,214.3 | 2,304.7 | 2,220.8 |
| Income before income taxes on total assets | 1.9\% | 1.7\% | 2.3\% | 2.3\% | 2.3\% | 1.4\% | 2.1\% | 1.8\% | 1.9\% | 0.7\% |
| Shareholders' equity | 980.2 | 1,008.4 | 1,036.1 | 1,070.9 | 1,111.0 | 1,114.5 | 1,132.3 | 1,080.1 | 1,123.4 | 1,102.4 |
| Equity ratio | 47.7\% | 48.1\% | 47.0\% | 47.7\% | 48.0\% | 48.5\% | 49.3\% | 48.8\% | 48.7\% | 49.6\% |
| Return on equity | 3.0\% | 2.3\% | 3.1\% | 2.7\% | 3.1\% | 1.7\% | 2.9\% | 1.9\% | 2.3\% | 0.8\% |
| Number of employees(Japan)(thousand of people) | 40.6 | 40.6 | 40.3 | 40.3 | 41.0 | 40.7 | 40.6 | 40.4 | 41.5 | 41.2 |
| Number of employees(Overseas)(thousand of people | 37.5 | 38.3 | 39.1 | 41.6 | 40.9 | 42.2 | 42.4 | 43.1 | 44.1 | 45.8 |
| Number of employees (Total)(thousand of people) | 78.2 | 78.9 | 79.4 | 81.9 | 81.9 | 83.0 | 83.1 | 83.5 | 85.5 | 87.0 |

Interest coverage ratio $(※)=$ (Interest and dividend income + Operating income) $\div$ Interest expense

