

Key Financial Figures(Consolidated)

1. Operating Results	(Fiscal year ended)					Mar.'03 (Forecast)	(Nine months ended)		
	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Dec.'00		Dec.'01	Dec.'02	
Net sales	1,425.9	1,447.1	1,538.2	1,672.3	1,738.0	1,109.2	1,221.4	1,277.5	
(change from the previous corresponding period)	1.6%	1.5%	6.3%	8.7%	3.9%	—	10.1%	4.6%	
Domestic sales	820.9	873.1	930.4	902.6	895.0	681.7	664.5	659.7	
(change from the previous corresponding period)	-1.2%	6.4%	6.6%	-3.0%	-0.8%	—	-2.5%	-0.7%	
Overseas sales	605.0	573.9	607.8	769.6	843.0	427.5	556.9	617.7	
(change from the previous corresponding period)	5.8%	-5.1%	5.9%	26.6%	9.5%	—	30.3%	10.9%	
Overseas sales ratio	42.4%	39.7%	39.5%	46.0%	48.5%	38.5%	45.6%	48.4%	
Gross profit	568.5	580.0	613.3	699.9	741.0	443.6	515.5	545.5	
(change from the previous corresponding period)	0.6%	2.0%	5.8%	14.1%	5.9%	—	16.2%	5.8%	
Percentage of net sales	39.9%	40.1%	39.9%	41.9%	42.6%	40.0%	42.2%	42.7%	
Operating income	73.5	88.9	105.1	129.6	138.0	76.9	89.6	94.7	
(change from the previous corresponding period)	-18.0%	20.9%	18.2%	23.4%	6.4%	—	16.4%	5.7%	
Percentage of net sales	5.2%	6.1%	6.8%	7.8%	7.9%	6.9%	7.3%	7.4%	
Income before income taxes	53.0	70.3	97.7	113.9	125.1	69.0	78.3	85.6	
(change from the previous corresponding period)	-22.5%	32.7%	38.9%	16.6%	9.8%	—	13.5%	9.3%	
Percentage of net sales	3.7%	4.9%	6.4%	6.8%	7.2%	6.2%	6.4%	6.7%	
Net income	30.6	41.9	53.2	61.6	73.2	38.2	43.2	51.3	
(change from the previous corresponding period)	1.7%	36.8%	27.0%	15.8%	18.8%	—	13.1%	18.5%	
Percentage of net sales	2.1%	2.9%	3.5%	3.7%	4.2%	3.5%	3.5%	4.0%	
Net income per share—basic [yen]	44.33	60.61	76.85	88.27	101.00	55.28	62.38	70.62	
(change from the previous corresponding period)	-1.4%	36.7%	26.8%	14.9%	14.4%	—	12.8%	13.2%	
Exchange rate [yen/US\$]	127.98	111.52	110.60	125.10	121.70	108.12	122.67	122.92	
[yen/EURO]	143.73	115.35	100.41	110.60	120.37	97.60	108.77	118.84	
2. Sales by Category	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Mar.'03 (Forecast)	Sep.'00	Sep.'01	Sep.'02	
Imaging Solutions	954.3	898.0	867.0	934.1	868.2	632.6	687.5	638.6	
Network input/output systems	128.3	173.1	261.8	344.2	453.5	178.6	251.5	336.3	
Network system solutions	168.2	181.9	209.5	206.9	194.8	149.2	148.0	140.1	
Other Businesses	175.0	194.0	199.8	186.9	221.5	148.7	134.3	162.3	
3. Sales by Geographic Area	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Mar.'03 (Forecast)	Sep.'00	Sep.'01	Sep.'02	
Japan	820.9	873.1	930.4	902.6	895.0	681.7	664.5	659.7	
The Americas	239.6	231.1	252.6	341.7	341.0	174.4	245.2	254.6	
Europe	283.3	258.5	247.4	311.3	357.0	177.2	225.9	254.5	
Other	82.0	84.2	107.6	116.6	145.0	75.8	85.6	108.6	
4. Other ratios	Mar.'99	Mar.'00	Mar.'01	Mar.'02	Mar.'03 (Forecast)	Sep.'00	Sep.'01	Sep.'02	
R&D Expenditure	66.7	66.5	78.2	80.7	83.5	55.8	58.6	61.0	
R&D Expenditure / net sales	4.7%	4.6%	5.1%	4.8%	4.8%	5.0%	4.8%	4.8%	
Interest and dividend income	5.9	5.9	8.0	4.7	3.4	5.9	4.0	2.6	
Interest expense	11.6	10.1	7.7	8.2	6.5	4.6	6.5	5.3	
Financial income(expenses)net	-5.7	-4.1	0.2	-3.4	-3.1	1.2	-2.5	-2.6	
Interest coverage ratio(%) [times]	6.8	9.3	14.5	16.3	21.8	17.7	14.3	18.3	
Depreciation for tangible fixed assets	67.4	61.9	62.1	73.7	70.0	45.1	53.3	51.4	
Expenditure for plant and equipment	70.4	58.3	73.3	75.6	75.0	50.6	56.6	55.1	
Liquidity at hand	245.3	257.6	137.8	205.5	—	193.6	150.4	184.9	
Liquidity at hand/Averaged sales [months]	2.1	2.1	1.1	1.5	—	1.6	1.1	1.3	
Inventories	162.2	143.1	176.3	162.1	—	158.8	173.9	149.3	
Inventories/Averaged cost of sales [months]	2.3	2.0	2.3	2.0	—	2.1	2.2	1.8	
Debt	653.2	515.1	538.9	561.4	—	539.9	586.0	541.2	
Debt on total assets	40.1%	33.4%	31.6%	30.6%	—	34.0%	33.3%	29.9%	
Total assets	1,628.0	1,543.3	1,704.7	1,832.9	—	1,586.7	1,760.3	1,807.2	
Income before income taxes on total assets	3.2%	4.4%	6.0%	6.4%	—	4.4%	4.5%	4.7%	
Shareholders' equity	487.4	541.5	556.7	633.0	—	561.4	601.2	671.1	
Equity ratio	29.9%	35.1%	32.7%	34.5%	—	35.4%	34.2%	37.1%	
Return on equity	6.4%	8.1%	9.7%	10.4%	—	6.9%	7.5%	7.9%	
Number of employees(Japan)(thousand of people)	41.7	41.3	40.5	40.0	—	—	39.9	39.8	
Number of employees(Overseas)(thousand of people)	23.7	26.0	33.8	34.2	—	—	34.3	34.4	
Number of employees (Total)(thousand of people)	65.4	67.3	74.2	74.2	—	—	74.2	74.2	

Interest coverage ratio(%)=(Interest and dividend income + Operating income) ÷ Interest expense

Key Financial Figures(Consolidated)

1. Operating Results	(Three months ended)				(Three months ended)			
	'01 Q1	'01 Q2	'01 Q3	'01 Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
Net sales	411.9	408.1	401.3	450.9	428.2	428.5	420.7	460.4
(change from the previous corresponding period)	12.2%	10.9%	7.3%	5.1%	4.0%	5.0%	4.8%	2.1%
Domestic sales	228.7	223.9	211.7	238.1	224.8	224.7	210.1	235.2
(change from the previous corresponding period)	1.1%	-2.6%	-6.1%	-4.2%	-1.7%	0.3%	-0.8%	-1.2%
Overseas sales	183.2	184.1	189.5	212.7	203.4	203.8	210.5	225.2
(change from the previous corresponding period)	29.9%	33.3%	27.8%	18.0%	11.0%	10.7%	11.1%	5.8%
Overseas sales ratio	44.5%	45.1%	47.2%	47.2%	47.5%	47.6%	50.0%	48.9%
Gross profit	174.0	167.8	173.6	184.4	186.4	174.1	184.9	195.4
(change from the previous corresponding period)	17.3%	15.3%	16.0%	8.7%	7.2%	3.7%	6.5%	6.0%
Percentage of net sales	42.2%	41.1%	43.3%	40.9%	43.5%	40.6%	44.0%	42.4%
Operating income	31.6	28.2	29.7	40.0	35.9	25.4	33.3	43.2
(change from the previous corresponding period)	20.6%	13.5%	15.0%	42.5%	13.6%	-10.2%	12.3%	8.0%
Percentage of net sales	7.7%	6.9%	7.4%	8.9%	8.4%	5.9%	7.9%	9.4%
Income before income taxes	27.1	25.3	25.8	35.5	32.2	23.4	29.9	39.4
(change from the previous corresponding period)	17.3%	10.2%	12.9%	24.0%	18.7%	-7.7%	15.9%	10.9%
Percentage of net sales	6.6%	6.2%	6.4%	7.9%	7.5%	5.5%	7.1%	8.6%
Net income	14.8	13.5	14.8	18.3	19.5	14.0	17.8	21.8
(change from the previous corresponding period)	17.9%	2.6%	19.4%	22.5%	31.2%	3.5%	19.5%	19.4%
Percentage of net sales	3.6%	3.3%	3.7%	4.1%	4.6%	3.3%	4.2%	4.8%
Net income per share—basic [yen]	21.47	19.50	21.41	25.89	26.85	19.26	24.51	30.38
(change from the previous corresponding period)	17.8%	2.4%	18.9%	20.0%	25.1%	-1.2%	14.5%	17.3%
Exchange rate [yen/US\$]	122.60	121.72	123.70	132.50	127.01	119.19	122.59	118.00
[yen/EURO]	107.25	108.32	110.74	116.21	116.56	117.34	122.59	125.00

2. Sales by Category	'01 Q1	'01 Q2	'01 Q3	'01 Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
Imaging Solutions	231.6	226.6	229.2	246.6	219.9	210.4	208.3	229.5
Network input/output systems	87.6	80.6	83.2	92.7	110.5	108.4	117.4	117.1
Network system solutions	48.7	54.1	45.0	58.9	46.9	53.1	40.0	54.6
Other Businesses	43.9	46.5	43.8	52.6	50.9	56.5	54.9	59.1

3. Sales by Geographic Area	'01 Q1	'01 Q2	'01 Q3	'01 Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
Japan	228.7	223.9	211.7	238.1	224.8	224.7	210.1	235.2
The Americas	79.8	82.7	82.5	96.5	84.1	86.2	84.1	86.3
Europe	76.1	71.9	77.8	85.3	83.2	82.9	88.3	102.4
Other	27.1	29.3	29.1	30.9	35.9	34.6	37.9	36.3

4. Other ratios	'01 Q1	'01 Q2	'01 Q3	'01 Q4	'02 Q1	'02 Q2	'02 Q3	'02 Q4 (Forecast)
R&D Expenditure	17.8	22.0	18.6	22.1	18.4	21.7	20.8	22.5
R&D Expenditure / net sales	4.3%	5.4%	4.7%	4.9%	4.3%	5.1%	5.0%	4.9%
Interest and dividend income	1.1	1.7	1.1	0.6	0.9	1.0	0.8	0.7
Interest expense	2.4	2.1	2.0	1.6	1.7	2.2	1.2	1.1
Financial income(expenses)net	-1.2	-0.3	-0.8	-0.9	-0.7	-1.2	-0.6	-0.4
Interest coverage ratio(%) [times]	13.6	14.0	15.4	24.4	21.2	11.6	26.2	37.6
Depreciation for tangible fixed assets	15.1	17.9	20.2	20.3	16.9	16.9	17.5	18.7
Expenditure for plant and equipment	17.9	21.8	16.8	19.0	17.6	20.8	16.7	19.9
Liquidity at hand	141.6	155.0	150.4	205.5	215.3	227.5	184.9	—
Liquidity at hand/Averaged sales [months]	1.0	1.1	1.1	1.4	1.5	1.6	1.3	—
Inventories	175.4	163.7	173.9	162.1	157.1	148.9	149.3	—
Inventories/Averaged cost of sales [months]	2.2	2.0	2.3	1.8	1.9	1.8	1.9	—
Debt	538.8	548.6	586.0	561.4	554.8	543.2	541.2	—
Debt on total assets	31.2%	32.0%	33.3%	30.6%	30.5%	29.7%	29.9%	—
Total assets	1,728.5	1,713.0	1,760.3	1,832.9	1,821.9	1,826.3	1,807.2	—
Income before income taxes on total assets	1.6%	1.5%	1.5%	2.0%	1.8%	1.3%	1.7%	—
Shareholders' equity	570.3	581.3	601.2	633.0	648.3	663.6	671.1	—
Equity ratio	33.0%	33.9%	34.2%	34.5%	35.6%	36.3%	37.1%	—
Return on equity	2.6%	2.3%	2.5%	3.0%	3.0%	2.1%	2.7%	—
Number of employees(Japan)(thousand of people)	—	40.0	39.9	40.0	39.9	39.8	39.8	—
Number of employees(Overseas)(thousand of people)	—	34.4	34.3	34.2	34.5	34.8	34.4	—
Number of employees (Total)(thousand of people)	—	74.4	74.2	74.2	74.4	74.6	74.2	—

Interest coverage ratio(%)=(Interest and dividend income + Operating income) ÷ Interest expense