Key Financial Figures(Consolidated)

(Billions of yen)

	(Fiscal year ended)					(Nine month	(Nine months ended)	
1.Operating Results	Mar.'00	Mar.'01	Mar.'02	Mar.'03	Mar.'04 (Forecast)	Dec.'01	Dec.'02	Dec.'03
Net sales	1,447.1	1,538.2	1,672.3	1,738.3	1,777.0	1,221.4	1,277.5	1,308.9
(change from the previous corresponding period)	1.5%	6.3%	8.7%	3.9%	2.2%	10.1%	4.6%	2.5%
Domestic sales	873.1	930.4	902.6	896.0	900.0	664.5	659.7	661.5
(change from the previous corresponding period)	6.4%	6.6%	-3.0%	-0.7%	0.4%	-2.5%	-0.7%	0.3%
Overseas sales	573.9	607.8	769.6	842.3	877.0	556.9	617.7	647.
(change from the previous corresponding period)	-5.1%	5.9%	26.6%	9.4%	4.1%	30.3%	10.9%	4.8%
Overseas sales ratio	39.7%	39.5%	46.0%	48.5%	49.4%	45.6%	48.4%	49.5%
Gross profit	580.0	613.3	699.9	745.3	778.0	515.5	545.5	573.
(change from the previous corresponding period)	2.0%	5.8%	14.1%	6.5%	4.4%	16.2%	5.8%	5.2%
Percentage of net sales	40.1%	39.9%	41.9%	42.9%	43.8%	42.2%	42.7%	43.8%
Operating income	88.9	105.1	129.6	133.6	153.0	89.6	94.7	113.
(change from the previous corresponding period)	20.9%	18.2%	23.4%	3.1%	14.5%	16.4%	5.7%	19.8%
Percentage of net sales	6.1%	6.8%	7.8%	7.7%	8.6%	7.3%	7.4%	8.7%
Income before income taxes	70.3	97.7	113.9	123.4	144.0	78.3	85.6	104.
(change from the previous corresponding period)	32.7%	38.9%	16.6%	8.4%	16.6%	13.5%	9.3%	22.2%
Percentage of net sales	4.9%	6.4%	6.8%	7.1%	8.1%	6.4%	6.7%	8.0%
Net income	41.9	53.2	61.6	72.5	85.0	43.2	51.3	61.
(change from the previous corresponding period)	36.8%	27.0%	15.8%	17.7%	17.2%	13.1%	18.5%	20.7%
Percentage of net sales	2.9%	3.5%	3.7%	4.2%	4.8%	3.5%	4.0%	4.7%
Net income per share-basic [yen]	60.61	76.85	88.27	99.79	114.89	62.38	70.62	83.3
(change from the previous corresponding period)	36.7%	26.8%	14.9%	13.1%	15.1%	12.8%	13.2%	18.0%
Exchange rate [yen/US\$]	111.52	110.60	125.10	121.96	113.26	122.67	122.92	115.0
[yen/EURO]	115.35	100.41	110.60	121.00	131.13	108.77	118.84	132.1
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? . Sales by Category	Mar.'00	Mar.'01	Mar.'02	Mar.'03	Mar.'04 (Forecast)	Sep.'01	Sep.'02	Sep.'02
Imaging Solutions	898.0	867.0	934.1	859.7	804.6	687.5	638.6	604.
Network input/output systems	173.1	261.8	344.2	463.3	558.9	251.5	336.3	401.
Network system solutions	181.9	209.5	206.9	197.4	194.6	148.0	140.1	138.
Other Businesses	194.0	199.8	186.9	217.7	218.7	134.3	162.3	164.8
3 . Sales by Geographic Area Japan	Mar.'00 873.1	Mar.'01 930.4	Mar.'02 902.6	Mar.'03 896.0	Mar.'04 (Forecast) 900.0	Sep.01	Sep.'02 659.7	Sep.'02 661.5
The Americas	231.1	252.6	341.7	343.9	328.4	245.2	254.6	243.5
Europe	258.5	247.4	311.3	354.4	405.4	225.9	254.5	296.3
Other	84.2	107.6	116.6	143.9	143.0	85.6	108.6	107.
. Other ratios	Mar.'00	Mar.'01	Mar.'02	Mar.'03	Mar.'04 (Forecast)	Sep.'01	Sep.'02	Sep.'02
R&D Expenditure	66.5	78.2	80.7	83.5	94.0	58.6	61.0	68.4
R&D Expenditure / net sales	4.6%	5.1%	4.8%	4.8%	5.3%	4.8%	4.8%	5.2%
Interest and dividend income	5.9	8.0	4.7	3.7	2.3	4.0	2.6	1.
Interest expense	10.1	7.7	8.2	6.8	5.6	6.5	5.3	4.
Financial income(expenses)net	-4.1	0.2	-3.4	-3.0	-3.3	-2.5	-2.6	-2.
Interest coverage ratio() [times]	9.3	14.5	16.3	20.1	27.3	14.3	18.3	27.4
Depreciation for tangible fixed assets	61.9	62.1	73.7	69.5	70.0	53.3	51.4	49.
Expenditure for plant and equipment	58.3	73.3	75.6	73.9	75.0	56.6	55.1	51.
Liquidity at hand	257.6	137.8	205.5	200.4		150.4	184.9	239.
Liquidity at hand/Averaged sales [months]	2.1	1.1	1.5	1.4		1.1	1.3	1.6
Inventories	143.1	176.3	162.1	146.0		173.9	149.3	163.
Inventories/Averaged cost of sales [months]	2.0	2.3	2.0	1.8		2.2	1.8	2.0
Debt	515.1	538.9	561.4	484.6		586.0	541.2	513.
Debt on total assets	33.4%	31.6%	30.6%	25.7%		33.3%	29.9%	26.7%
Total assets	1,543.3	1,704.7	1,832.9	1,884.9		1,760.3	1,807.2	1,922.
Income before income taxes on total assets	4.4%	6.0%	6.4%	6.6%		4.5%	4.7%	5.5%
Shareholders' equity	541.5	556.7	633.0	657.5		601.2	671.1	708.
Equity ratio	35.1%	32.7%	34.5%	34.9%		34.2%	37.1%	36.9%
	8.1%	9.7%	10.4%	11.2%		7.5%	7.9%	
Return on equity	0.1%	9.170	10.4%	11.2%		1.5%	1.9%	9.1%
Number of employage (Isses) (thousand of socials)	41.2	10.5	40.0	20.5		20.0	20.9	20
Number of employees(Japan)(thousand of people)	41.3	40.5	40.0	39.5		39.9	39.8	
Number of employees(Japan)(thousand of people) Number of employees(Overseas)(thousand of people) Number of employees (Total)(thousand of people)	41.3 26.0 67.3	40.5 33.8 74.2	40.0 34.2 74.2	39.5 35.1 74.6		39.9 34.3 74.2	39.8 34.4 74.2	39.3 35.0 74.3

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

Key Financial Figures(Consolidated)

(Billions of yen)

	(Three mon	ths ended)						102.40
.Operating Results	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q	'03 3Q	'03 4Q (Forecast)
Net sales	428.2	428.5	420.7	460.7	437.4	450.6	420.9	468.0
(change from the previous corresponding period)	4.0%	5.0%	4.8%	2.2%	2.1%	5.2%	0.0%	1.6%
Domestic sales	224.8	224.7	210.1	236.2	224.3	224.3	212.9	238.4
(change from the previous corresponding period)	-1.7%	0.3%	-0.8%	-0.8%	-0.2%	-0.2%	1.3%	0.9%
Overseas sales	203.4	203.8	210.5	224.5	213.1	226.3	207.9	229.5
(change from the previous corresponding period)	11.0%	10.7%	11.1%	5.5%	4.8%	11.0%	-1.2%	2.2%
Overseas sales ratio	47.5%	47.6%	50.0%	48.7%	48.7%	50.2%	49.4%	49.0%
Gross profit	186.4	174.1	184.9	199.7	192.7	195.3	185.7	204.1
(change from the previous corresponding period)	7.2%	3.7%	6.5%	8.3%	3.4%	12.2%	0.5%	2.2%
Percentage of net sales	43.5% 35.9	40.6%	44.0%	43.4%	44.1% 38.4	43.4%	44.1%	43.6%
Operating income (change from the previous corresponding period)	13.6%	-10.2%	33.3 12.3%	38.9 -2.8%	7.1%	38.7 52.6%	36.2 8.4%	1.5%
Percentage of net sales	8.4%	5.9%	7.9%	8.4%	8.8%	8.6%	8.6%	8.4%
Income before income taxes	32.2	23.4	29.9	37.8	37.3	34.0	33.2	39.3
(change from the previous corresponding period)	18.7%	-7.7%	15.9%	6.3%	15.6%	45.7%	10.9%	4.0%
Percentage of net sales	7.5%	5.5%	7.1%	8.2%	8.5%	7.6%	7.9%	8.4%
Net income	19.5	14.0	17.8	21.1	22.3	19.9	19.6	23.0
(change from the previous corresponding period)	31.2%	3.5%	19.5%	15.7%	14.5%	42.2%	10.5%	8.9%
Percentage of net sales	4.6%	3.3%	4.2%	4.6%	5.1%	42.2%	4.7%	4.9%
Net income per share-basic [yen]	26.85	19.26	24.51	29.17	30.04	26.75	26.53	31.57
(change from the previous corresponding period)	25.1%	-1.2%	14.5%	12.7%	11.9%	38.9%	8.2%	8.2%
Exchange rate [yen/US\$]	127.01	119.19	122.59	119.04	118.52	117.61	108.92	108.00
[yen/EURO]	116.56	117.34	122.59	127.63	134.67	132.27	129.58	128.00
	110.00	117.0	122.07	127.00	15.107	102.27	125,000	120100
? . Sales by Category	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q	'03 3Q	'03 4Q (Forecast)
Imaging Solutions	219.9	210.4	208.3	221.0	212.7	202.3	189.0	200.4
Network input/output systems	110.5	108.4	117.4	127.0	127.5	135.6	137.9	157.8
Network system solutions	46.9	53.1	40.0	57.3	43.4	53.7	41.6	55.7
Other Businesses	50.9	56.5	54.9	55.3	53.7	58.8	52.3	53.8
								102.40
. Sales by Geographic Area	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q	'03 3Q	'03 4Q (Forecast)
Japan	224.8	224.7	210.1	236.2	224.3	224.3	212.9	238.4
The Americas	84.1	86.2	84.1	89.3	79.4	88.1	75.9	84.8
Europe	83.2	82.9	88.3	99.9	98.6	98.3	99.4	109.0
Other	35.9	34.6	37.9	35.2	35.0	39.8	32.6	35.6
. Other ratios	'02 1Q	'02 2Q	'02 30	'02 40	'03 1Q	'03 2Q	'03 3Q	'03 4Q
R&D Expenditure	18.4	21.7	20.8	22.4	19.3	24.8	24.2	(Forecast) 25.5
R&D Expenditure / net sales	4.3%	5.1%	5.0%	4.9%	4.4%	5.5%	5.8%	5.4%
Interest and dividend income	0.9	1.0	0.6	1.1	0.6	0.6	0.4	0.5
Interest expense	1.7	2.2	1.2	1.5	1.5	1.3	1.3	1.4
Financial income(expenses)net						-0.7	-0.9	-0.9
rmanciai mcome(expenses)net		1.2					-0.9	-0.9
Interest serverses notice () [times]	-0.7	-1.2	-0.6	-0.3	-0.8		27.4	27.0
Interest coverage ratio() [times]	21.2	11.6	26.2	26.3	25.7	29.4	27.4	27.0
Depreciation for tangible fixed assets	21.2 16.9	11.6 16.9	26.2 17.5	26.3 18.1	25.7 17.0	29.4 16.5	15.7	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment	21.2 16.9 17.6	11.6 16.9 20.8	26.2 17.5 16.7	26.3 18.1 18.8	25.7 17.0 18.6	29.4 16.5 17.6	15.7 15.5	20.5 23.1
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand	21.2 16.9 17.6 215.3	11.6 16.9 20.8 227.5	26.2 17.5 16.7 184.9	26.3 18.1 18.8 200.4	25.7 17.0 18.6 220.0	29.4 16.5 17.6 227.0	15.7 15.5 239.3	20.5 23.1
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months]	21.2 16.9 17.6 215.3 1.5	11.6 16.9 20.8 227.5 1.6	26.2 17.5 16.7 184.9 1.3	26.3 18.1 18.8 200.4 1.3	25.7 17.0 18.6 220.0 1.5	29.4 16.5 17.6 227.0 1.5	15.7 15.5 239.3 1.7	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories	21.2 16.9 17.6 215.3 1.5	11.6 16.9 20.8 227.5 1.6 148.9	26.2 17.5 16.7 184.9 1.3 149.3	26.3 18.1 18.8 200.4 1.3 146.0	25.7 17.0 18.6 220.0 1.5 161.7	29.4 16.5 17.6 227.0 1.5 152.1	15.7 15.5 239.3 1.7 163.1	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months]	21.2 16.9 17.6 215.3 1.5 157.1	11.6 16.9 20.8 227.5 1.6 148.9 1.8	26.2 17.5 16.7 184.9 1.3 149.3	26.3 18.1 18.8 200.4 1.3 146.0 1.7	25.7 17.0 18.6 220.0 1.5 161.7 2.0	29.4 16.5 17.6 227.0 1.5 152.1 1.8	15.7 15.5 239.3 1.7 163.1 2.1	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8	11.6 16.9 20.8 227.5 1.6 148.9 1.8	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9	15.7 15.5 239.3 1.7 163.1 2.1 513.1	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7%	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9%	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7%	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1%	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4%	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7%	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7%	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1%	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5% 1,821.9 1.8%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7% 1,826.3 1.3%	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2 1.7%	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9 2.0%	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1% 1,924.6 2.0%	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1 1.8%	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1 1.7%	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5% 1,821.9 1.8% 648.3	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7% 1,826.3 1.3% 663.6	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2 1.7% 671.1	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9 2.0% 657.5	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1% 1,924.6 2.0% 685.7	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1 1.8% 703.0	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1 1.7% 708.8	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity Equity ratio	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5% 1,821.9 1.8% 648.3 35.6%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7% 1,826.3 1.3% 663.6 36.3%	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2 1.7% 671.1 37.1%	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9 2.0% 657.5 34.9%	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1% 1,924.6 2.0% 685.7 35.6%	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1 1.8% 703.0 36.8%	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1 1.7% 708.8 36.9%	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity Equity ratio Return on equity	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5% 1,821.9 1.8% 648.3 35.6% 3.0%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7% 1,826.3 1.3% 663.6 36.3% 2.1%	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2 1.7% 671.1 37.1% 2.7%	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9 2.0% 657.5 34.9% 3.2%	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1% 1,924.6 2.0% 685.7 35.6% 3.3%	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1 1.8% 703.0 36.8% 2.9%	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1 1.7% 708.8 36.9% 2.8%	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity Equity ratio Return on equity Number of employees(Japan)(thousand of people)	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5% 1,821.9 1.8% 648.3 35.6% 3.0%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7% 1,826.3 1.3% 663.6 36.3% 2.1% 39.8	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2 1.7% 671.1 37.1% 2.7% 39.8	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9 2.0% 657.5 34.9% 3.2% 39.5	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1% 1,924.6 2.0% 685.7 35.6% 3.3% 39.9	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1 1.8% 703.0 36.8% 2.9% 39.4	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1 1.7% 708.8 36.9% 2.8%	20.5
Depreciation for tangible fixed assets Expenditure for plant and equipment Liquidity at hand Liquidity at hand/Averaged sales [months] Inventories Inventories/Averaged cost of sales [months] Debt Debt on total assets Total assets Income before income taxes on total assets Shareholders' equity Equity ratio Return on equity	21.2 16.9 17.6 215.3 1.5 157.1 1.9 554.8 30.5% 1,821.9 1.8% 648.3 35.6% 3.0%	11.6 16.9 20.8 227.5 1.6 148.9 1.8 543.2 29.7% 1,826.3 1.3% 663.6 36.3% 2.1%	26.2 17.5 16.7 184.9 1.3 149.3 1.9 541.2 29.9% 1,807.2 1.7% 671.1 37.1% 2.7%	26.3 18.1 18.8 200.4 1.3 146.0 1.7 484.6 25.7% 1,884.9 2.0% 657.5 34.9% 3.2%	25.7 17.0 18.6 220.0 1.5 161.7 2.0 483.1 25.1% 1,924.6 2.0% 685.7 35.6% 3.3%	29.4 16.5 17.6 227.0 1.5 152.1 1.8 484.9 25.4% 1,912.1 1.8% 703.0 36.8% 2.9%	15.7 15.5 239.3 1.7 163.1 2.1 513.1 26.7% 1,922.1 1.7% 708.8 36.9% 2.8%	20.5 23.1

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