

## Key Financial Figures(Consolidated)

1. Operating Results	(Fiscal year ended)					(Six months ended)		
	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Sep.'02	Sep.'03	Sep.'04 (Forecast)
Net sales	1,538.2	1,672.3	1,738.3	<b>1,780.2</b>	<b>1,810.0</b>	856.8	<b>888.0</b>	<b>895.0</b>
(change from the previous corresponding period)	6.3%	8.7%	3.9%	<b>2.4%</b>	<b>1.7%</b>	4.5%	<b>3.6%</b>	<b>0.8%</b>
Domestic sales	930.4	902.6	896.0	<b>914.0</b>	<b>935.0</b>	449.5	<b>448.6</b>	<b>466.0</b>
(change from the previous corresponding period)	6.6%	-3.0%	-0.7%	<b>2.0%</b>	<b>2.3%</b>	-0.7%	<b>-0.2%</b>	<b>3.9%</b>
Overseas sales	607.8	769.6	842.3	<b>866.1</b>	<b>875.0</b>	407.2	<b>439.4</b>	<b>429.0</b>
(change from the previous corresponding period)	5.9%	26.6%	9.4%	<b>2.8%</b>	<b>1.0%</b>	10.9%	<b>7.9%</b>	<b>-2.4%</b>
Overseas sales ratio	39.5%	46.0%	48.5%	<b>48.7%</b>	<b>48.3%</b>	47.5%	<b>49.5%</b>	<b>47.9%</b>
Gross profit	613.3	699.9	745.3	<b>765.6</b>	<b>785.0</b>	360.6	<b>388.1</b>	<b>386.8</b>
(change from the previous corresponding period)	5.8%	14.1%	6.5%	<b>2.7%</b>	<b>2.5%</b>	5.5%	<b>7.6%</b>	<b>-0.3%</b>
Percentage of net sales	39.9%	41.9%	42.9%	<b>43.0%</b>	<b>43.4%</b>	42.1%	<b>43.7%</b>	<b>43.2%</b>
Operating income	105.1	129.6	133.6	<b>150.0</b>	<b>175.0</b>	61.3	<b>77.2</b>	<b>78.0</b>
(change from the previous corresponding period)	18.2%	23.4%	3.1%	<b>12.2%</b>	<b>16.7%</b>	2.4%	<b>26.0%</b>	<b>1.0%</b>
Percentage of net sales	6.8%	7.8%	7.7%	<b>8.4%</b>	<b>9.7%</b>	7.2%	<b>8.7%</b>	<b>8.7%</b>
Income before income taxes	97.7	113.9	123.4	<b>143.0</b>	<b>165.0</b>	55.6	<b>71.4</b>	<b>74.5</b>
(change from the previous corresponding period)	38.9%	16.6%	8.4%	<b>15.9%</b>	<b>15.3%</b>	6.0%	<b>28.3%</b>	<b>4.3%</b>
Percentage of net sales	6.4%	6.8%	7.1%	<b>8.0%</b>	<b>9.1%</b>	6.5%	<b>8.0%</b>	<b>8.3%</b>
Net income	53.2	61.6	72.5	<b>91.7</b>	<b>95.0</b>	33.5	<b>42.2</b>	<b>43.8</b>
(change from the previous corresponding period)	27.0%	15.8%	17.7%	<b>26.6%</b>	<b>3.5%</b>	18.0%	<b>26.1%</b>	<b>3.6%</b>
Percentage of net sales	3.5%	3.7%	4.2%	<b>5.2%</b>	<b>5.2%</b>	3.9%	<b>4.8%</b>	<b>4.9%</b>
Net income per share-basic [yen]	76.85	88.27	99.79	<b>123.63</b>	<b>128.57</b>	46.11	<b>56.79</b>	<b>59.28</b>
(change from the previous corresponding period)	26.8%	14.9%	13.1%	<b>23.9%</b>	<b>4.0%</b>	12.5%	<b>23.2%</b>	<b>4.4%</b>
Exchange rate [yen/US\$]	110.60	125.10	121.96	<b>113.09</b>	<b>105.00</b>	123.08	<b>118.06</b>	<b>105.00</b>
[yen/EURO]	100.41	110.60	121.00	<b>132.65</b>	<b>130.00</b>	116.95	<b>133.47</b>	<b>130.00</b>
2 . Sales by Category	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Sep.'02	Sep.'03	Sep.'04 (Forecast)
Imaging Solutions	867.0	934.1	859.7	<b>803.5</b>	<b>700.9</b>	430.3	<b>415.0</b>	<b>365.5</b>
Network input/output systems	261.8	344.2	463.3	<b>558.2</b>	<b>685.5</b>	218.9	<b>263.1</b>	<b>316.1</b>
Network system solutions	209.5	206.9	197.4	<b>195.8</b>	<b>203.4</b>	100.0	<b>97.2</b>	<b>100.8</b>
Other Businesses	199.8	186.9	217.7	<b>222.6</b>	<b>220.0</b>	107.4	<b>112.5</b>	<b>112.5</b>
3 . Sales by Geographic Area	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Sep.'02	Sep.'03	Sep.'04 (Forecast)
Japan	930.4	902.6	896.0	<b>914.0</b>	<b>935.0</b>	449.5	<b>448.6</b>	<b>466.0</b>
The Americas	252.6	341.7	343.9	<b>326.3</b>	<b>319.4</b>	170.4	<b>167.6</b>	<b>155.4</b>
Europe	247.4	311.3	354.4	<b>402.3</b>	<b>416.8</b>	166.1	<b>196.9</b>	<b>202.7</b>
Other	107.6	116.6	143.9	<b>137.4</b>	<b>138.7</b>	70.6	<b>74.8</b>	<b>70.8</b>
4 . Other ratios	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Sep.'02	Sep.'03	Sep.'04 (Forecast)
R&D Expenditure	78.2	80.7	83.5	<b>92.5</b>	<b>100.0</b>	40.2	<b>44.2</b>	<b>50.0</b>
R&D Expenditure / net sales	5.1%	4.8%	4.8%	<b>5.2%</b>	<b>5.5%</b>	4.7%	<b>5.0%</b>	<b>5.6%</b>
Interest and dividend income	8.0	4.7	3.7	<b>1.9</b>	<b>2.0</b>	2.0	<b>1.3</b>	---
Interest expense	7.7	8.2	6.8	<b>5.2</b>	<b>5.0</b>	4.0	<b>2.8</b>	---
Financial income(expenses)net	0.2	-3.4	-3.0	<b>-3.3</b>	<b>-3.0</b>	-1.9	<b>-1.5</b>	---
Interest coverage ratio( ) [times]	14.5	16.3	20.1	<b>28.7</b>	<b>35.4</b>	15.7	<b>27.4</b>	---
Depreciation for tangible fixed assets	62.1	73.7	69.5	<b>67.6</b>	<b>69.0</b>	33.8	<b>33.6</b>	<b>34.0</b>
Expenditure for plant and equipment	73.3	75.6	73.9	<b>75.5</b>	<b>74.5</b>	38.4	<b>36.3</b>	<b>37.0</b>
Liquidity at hand	137.8	205.5	200.4	<b>249.1</b>	---	227.5	<b>227.0</b>	---
Liquidity at hand/Averaged sales [months]	1.1	1.5	1.4	<b>1.7</b>	---	1.6	<b>1.5</b>	---
Inventories	176.3	162.1	146.0	<b>145.3</b>	---	148.9	<b>152.1</b>	---
Inventories/Averaged cost of sales [months]	2.3	2.0	1.8	<b>1.7</b>	---	1.8	<b>1.8</b>	---
Debt	538.9	561.4	484.6	<b>432.7</b>	---	543.2	<b>484.9</b>	---
Debt on total assets	31.6%	30.6%	25.7%	<b>23.4%</b>	---	29.7%	<b>25.4%</b>	---
Total assets	1,704.7	1,832.9	1,884.9	<b>1,852.7</b>	---	1,826.3	<b>1,912.1</b>	---
Income before income taxes on total assets	6.0%	6.4%	6.6%	<b>7.7%</b>	---	3.0%	<b>3.8%</b>	---
Shareholders' equity	556.7	633.0	657.5	<b>795.1</b>	---	663.6	<b>703.0</b>	---
Equity ratio	32.7%	34.5%	34.9%	<b>42.9%</b>	---	36.3%	<b>36.8%</b>	---
Return on equity	9.7%	10.4%	11.2%	<b>12.6%</b>	---	5.2%	<b>6.2%</b>	---
Number of employees(Japan)(thousand of people)	40.5	40.0	39.5	<b>38.8</b>	---	39.8	<b>39.4</b>	---
Number of employees(Overseas)(thousand of people)	33.8	34.2	35.1	<b>34.4</b>	---	34.8	<b>34.6</b>	---
Number of employees (Total)(thousand of people)	74.2	74.2	74.6	<b>73.2</b>	---	74.6	<b>74.0</b>	---
Interest coverage ratio( ) = (Interest and dividend income + Operating income) ÷ Interest expense								

**Key Financial Figures(Consolidated)**

(Three months ended)										
1. Operating Results	Jun.'02	Sep.'02	Dec.'02	Mar.'03	Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04 (Forecast)	Sep.'04 (Forecast)
Net sales	428.2	428.5	420.7	460.7	437.4	450.6	420.9	471.2	441.0	454.0
(change from the previous corresponding period)	4.0%	5.0%	4.8%	2.2%	2.1%	5.2%	0.0%	2.3%	0.8%	0.7%
Domestic sales	224.8	224.7	210.1	236.2	224.3	224.3	212.9	252.5	233.0	233.0
(change from the previous corresponding period)	-1.7%	0.3%	-0.8%	-0.8%	-0.2%	-0.2%	1.3%	6.9%	3.9%	3.9%
Overseas sales	203.4	203.8	210.5	224.5	213.1	226.3	207.9	218.7	208.0	221.0
(change from the previous corresponding period)	11.0%	10.7%	11.1%	5.5%	4.8%	11.0%	-1.2%	-2.6%	-2.4%	-2.4%
Overseas sales ratio	47.5%	47.6%	50.0%	48.7%	48.7%	50.2%	49.4%	46.4%	47.2%	48.7%
Gross profit	186.4	174.1	184.9	199.7	192.7	195.3	185.7	191.7	192.3	194.5
(change from the previous corresponding period)	7.2%	3.7%	6.5%	8.3%	3.4%	12.2%	0.5%	-4.0%	-0.2%	-0.4%
Percentage of net sales	43.5%	40.6%	44.0%	43.4%	44.1%	43.4%	44.1%	40.7%	43.6%	42.8%
Operating income	35.9	25.4	33.3	38.9	38.4	38.7	36.2	36.5	39.0	39.0
(change from the previous corresponding period)	13.6%	-10.2%	12.3%	-2.8%	7.1%	52.6%	8.4%	-6.2%	1.3%	0.6%
Percentage of net sales	8.4%	5.9%	7.9%	8.4%	8.8%	8.6%	8.6%	7.8%	8.8%	8.6%
Income before income taxes	32.2	23.4	29.9	37.8	37.3	34.0	33.2	38.3	37.5	37.0
(change from the previous corresponding period)	18.7%	-7.7%	15.9%	6.3%	15.6%	45.7%	10.9%	1.5%	0.5%	8.5%
Percentage of net sales	7.5%	5.5%	7.1%	8.2%	8.5%	7.6%	7.9%	8.1%	8.5%	8.1%
Net income	19.5	14.0	17.8	21.1	22.3	19.9	19.6	29.8	22.5	21.3
(change from the previous corresponding period)	31.2%	3.5%	19.5%	15.7%	14.5%	42.2%	10.5%	40.8%	0.6%	7.0%
Percentage of net sales	4.6%	3.3%	4.2%	4.6%	5.1%	4.4%	4.7%	6.3%	5.1%	4.7%
Net income per share-basic [yen]	26.85	19.26	24.51	29.17	30.04	26.75	26.53	40.31	30.45	28.83
(change from the previous corresponding period)	25.1%	-1.2%	14.5%	12.7%	11.9%	38.9%	8.2%	38.2%	1.4%	7.8%
Exchange rate [yen/US\$]	127.01	119.19	122.59	119.04	118.52	117.61	108.92	107.31	105.00	105.00
[yen/EURO]	116.56	117.34	122.59	127.63	134.67	132.27	129.58	134.10	130.00	130.00
2 . Sales by Category	Jun.'02	Sep.'02	Dec.'02	Mar.'03	Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04 (Forecast)	Sep.'04 (Forecast)
Imaging Solutions	219.9	210.4	208.3	221.0	212.7	202.3	189.0	199.4	---	---
Network input/output systems	110.5	108.4	117.4	127.0	127.5	135.6	137.9	157.1	---	---
Network system solutions	46.9	53.1	40.0	57.3	43.4	53.7	41.6	56.9	---	---
Other Businesses	50.9	56.5	54.9	55.3	53.7	58.8	52.3	57.7	---	---
3 . Sales by Geographic Area	Jun.'02	Sep.'02	Dec.'02	Mar.'03	Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04 (Forecast)	Sep.'04 (Forecast)
Japan	224.8	224.7	210.1	236.2	224.3	224.3	212.9	252.5	---	---
The Americas	84.1	86.2	84.1	89.3	79.4	88.1	75.9	82.7	---	---
Europe	83.2	82.9	88.3	99.9	98.6	98.3	99.4	106.0	---	---
Other	35.9	34.6	37.9	35.2	35.0	39.8	32.6	29.9	---	---
4 . Other ratios	Jun.'02	Sep.'02	Dec.'02	Mar.'03	Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04 (Forecast)	Sep.'04 (Forecast)
R&D Expenditure	18.4	21.7	20.8	22.4	19.3	24.8	24.2	24.0	22.0	28.0
R&D Expenditure / net sales	4.3%	5.1%	5.0%	4.9%	4.4%	5.5%	5.8%	5.1%	5.0%	6.2%
Interest and dividend income	0.9	1.0	0.6	1.1	0.6	0.6	0.4	0.1	---	---
Interest expense	1.7	2.2	1.2	1.5	1.5	1.3	1.3	1.0	---	---
Financial income(expenses)net	-0.7	-1.2	-0.6	-0.3	-0.8	-0.7	-0.9	-0.9	---	---
Interest coverage ratio( ) [times]	21.2	11.6	26.2	26.3	25.7	29.4	27.4	33.7	---	---
Depreciation for tangible fixed assets	16.9	16.9	17.5	18.1	17.0	16.5	15.7	18.2	17.0	17.0
Expenditure for plant and equipment	17.6	20.8	16.7	18.8	18.6	17.6	15.5	23.6	18.0	19.0
Liquidity at hand	215.3	227.5	184.9	200.4	220.0	227.0	239.3	249.1	---	---
Liquidity at hand/Averaged sales [months]	1.5	1.6	1.3	1.3	1.5	1.5	1.7	1.6	---	---
Inventories	157.1	148.9	149.3	146.0	161.7	152.1	163.1	145.3	---	---
Inventories/Averaged cost of sales [months]	1.9	1.8	1.9	1.7	2.0	1.8	2.1	1.6	---	---
Debt	554.8	543.2	541.2	484.6	483.1	484.9	513.1	432.7	---	---
Debt on total assets	30.5%	29.7%	29.9%	25.7%	25.1%	25.4%	26.7%	23.4%	---	---
Total assets	1,821.9	1,826.3	1,807.2	1,884.9	1,924.6	1,912.1	1,922.1	1,852.7	---	---
Income before income taxes on total assets	1.8%	1.3%	1.7%	2.0%	2.0%	1.8%	1.7%	2.0%	---	---
Shareholders' equity	648.3	663.6	671.1	657.5	685.7	703.0	708.8	795.1	---	---
Equity ratio	35.6%	36.3%	37.1%	34.9%	35.6%	36.8%	36.9%	42.9%	---	---
Return on equity	3.0%	2.1%	2.7%	3.2%	3.3%	2.9%	2.8%	4.0%	---	---
Number of employees(Japan)(thousand of people)	39.9	39.8	39.8	39.5	39.9	39.4	39.3	38.8	---	---
Number of employees(Overseas)(thousand of people)	34.5	34.8	34.4	35.1	35.1	34.6	35.0	34.4	---	---
Number of employees (Total)(thousand of people)	74.4	74.6	74.2	74.6	75.0	74.0	74.3	73.2	---	---
Interest coverage ratio( ) = (Interest and dividend income + Operating income) ÷ Interest expense										