

Key Financial Figures(Consolidated)

1. Operating Results	(Fiscal year ended)					(Nine months ended)		
	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Dec.'02	Dec.'03	Dec.'04
Net sales	1,538.2	1,672.3	1,738.3	1,780.2	1,815.0	1,277.5	1,308.9	1,319.8
(change from the previous corresponding period)	6.3%	8.7%	3.9%	2.4%	2.0%	4.6%	2.5%	0.8%
Domestic sales	930.4	902.6	896.0	914.0	972.9	659.7	661.5	700.4
(change from the previous corresponding period)	6.6%	-3.0%	-0.7%	2.0%	6.4%	-0.7%	0.3%	5.9%
Overseas sales	607.8	769.6	842.3	866.1	842.1	617.7	647.4	619.3
(change from the previous corresponding period)	5.9%	26.6%	9.4%	2.8%	-2.8%	10.9%	4.8%	-4.3%
Overseas sales ratio	39.5%	46.0%	48.5%	48.7%	46.4%	48.4%	49.5%	46.9%
Gross profit	613.3	699.9	745.3	765.6	764.0	545.5	573.8	555.9
(change from the previous corresponding period)	5.8%	14.1%	6.5%	2.7%	-0.2%	5.8%	5.2%	-3.1%
Percentage of net sales	39.9%	41.9%	42.9%	43.0%	42.1%	42.7%	43.8%	42.1%
Operating income	105.1	129.6	133.6	150.0	147.0	94.7	113.4	96.4
(change from the previous corresponding period)	18.2%	23.4%	3.1%	12.2%	-2.0%	5.7%	19.8%	-15.0%
Percentage of net sales	6.8%	7.8%	7.7%	8.4%	8.1%	7.4%	8.7%	7.3%
Income before income taxes	97.7	113.9	123.4	143.0	141.0	85.6	104.6	94.7
(change from the previous corresponding period)	38.9%	16.6%	8.4%	15.9%	-1.4%	9.3%	22.2%	-9.5%
Percentage of net sales	6.4%	6.8%	7.1%	8.0%	7.8%	6.7%	8.0%	7.2%
Net income	53.2	61.6	72.5	91.7	85.0	51.3	61.9	58.0
(change from the previous corresponding period)	27.0%	15.8%	17.7%	26.6%	-7.4%	18.5%	20.7%	-6.3%
Percentage of net sales	3.5%	3.7%	4.2%	5.2%	4.7%	4.0%	4.7%	4.4%
Net income per share-basic [yen]	76.85	88.27	99.79	123.63	115.07	70.62	83.32	78.56
(change from the previous corresponding period)	26.8%	14.9%	13.1%	23.9%	-6.9%	13.2%	18.0%	-5.7%
Exchange rate [yen/US\$]	110.60	125.10	121.96	113.09	107.67	122.92	115.00	108.55
[yen/EURO]	100.41	110.60	121.00	132.65	133.45	118.84	132.17	134.60
2 . Sales by Category	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Dec.'02	Dec.'03	Dec.'04
Imaging Solutions	867.0	934.1	859.7	803.5	707.6	638.6	604.1	534.9
Network input/output systems	261.8	344.2	463.3	558.2	693.9	336.3	401.1	481.6
Network system solutions	209.5	206.9	197.4	195.8	198.6	140.1	138.8	142.5
Other Businesses	199.8	186.9	217.7	222.6	214.8	162.3	164.8	160.6
3 . Sales by Geographic Area	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Dec.'02	Dec.'03	Dec.'04
Japan	930.4	902.6	896.0	914.0	972.9	659.7	661.5	700.4
The Americas	252.6	341.7	343.9	326.3	328.4	254.6	243.5	239.5
Europe	247.4	311.3	354.4	402.3	409.2	254.5	296.3	300.5
Other	107.6	116.6	143.9	137.4	104.4	108.6	107.4	79.1
4 . Other ratios	Mar.'01	Mar.'02	Mar.'03	Mar.'04	Mar.'05 (Forecast)	Dec.'02	Dec.'03	Dec.'04
R&D Expenditure	78.2	80.7	83.5	92.5	107.0	61.0	68.5	79.5
R&D Expenditure / net sales	5.1%	4.8%	4.8%	5.2%	5.9%	4.8%	5.2%	6.0%
Interest and dividend income	8.0	4.7	3.7	1.9	2.0	2.6	1.7	1.4
Interest expense	7.7	8.2	6.8	5.2	5.0	5.3	4.2	3.5
Financial income(expenses)net	0.2	-3.4	-3.0	-3.3	-3.0	-2.6	-2.4	-2.1
Interest coverage ratio() [times]	14.5	16.3	20.1	28.7	29.8	18.3	27.4	27.3
Depreciation for tangible fixed assets	62.1	73.7	69.5	67.6	67.5	51.4	49.4	47.9
Expenditure for plant and equipment	73.3	75.6	73.9	75.5	79.0	55.1	51.8	58.7
Liquidity at hand	137.8	205.5	200.4	249.1	---	184.9	239.3	202.1
Liquidity at hand/Averaged sales [months]	1.1	1.5	1.4	1.7	---	1.3	1.6	1.4
Inventories	176.3	162.1	146.0	145.3	---	149.3	163.1	168.9
Inventories/Averaged cost of sales [months]	2.3	2.0	1.8	1.7	---	1.8	2.0	2.0
Debt	538.9	561.4	484.6	432.7	---	541.2	513.1	446.4
Debt on total assets	31.6%	30.6%	25.7%	23.4%	---	29.9%	26.7%	23.5%
Total assets	1,704.7	1,832.9	1,884.9	1,852.7	---	1,807.2	1,922.1	1,899.8
Income before income taxes on total assets	6.0%	6.4%	6.6%	7.7%	---	4.7%	5.5%	5.0%
Shareholders' equity	556.7	633.0	657.5	795.1	---	671.1	708.8	841.9
Equity ratio	32.7%	34.5%	34.9%	42.9%	---	37.1%	36.9%	44.3%
Return on equity	9.7%	10.4%	11.2%	12.6%	---	7.9%	9.1%	7.1%
Number of employees(Japan)(thousand of people)	40.5	40.0	39.5	38.8	---	39.8	39.3	40.3
Number of employees(Overseas)(thousand of people)	33.8	34.2	35.1	34.4	---	34.4	35.0	34.6
Number of employees (Total)(thousand of people)	74.2	74.2	74.6	73.2	---	74.2	74.3	74.9
Interest coverage ratio() = (Interest and dividend income + Operating income) ÷ Interest expense								

Key Financial Figures(Consolidated)

		(Three months ended)							
1. Operating Results		Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04	Sep.'04	Dec.'04	Mar.'05 (Forecast)
Net sales		437.4	450.6	420.9	471.2	436.5	439.4	443.7	495.1
	(change from the previous corresponding period)	2.1%	5.2%	0.0%	2.3%	-0.2%	-2.5%	5.4%	5.1%
Domestic sales		224.3	224.3	212.9	252.5	233.3	235.8	231.3	272.4
	(change from the previous corresponding period)	-0.2%	-0.2%	1.3%	6.9%	4.0%	5.2%	8.6%	7.9%
Overseas sales		213.1	226.3	207.9	218.7	203.2	203.5	212.4	222.7
	(change from the previous corresponding period)	4.8%	11.0%	-1.2%	-2.6%	-4.6%	-10.1%	2.2%	1.8%
Overseas sales ratio		48.7%	50.2%	49.4%	46.4%	46.6%	46.3%	47.9%	45.0%
Gross profit		192.7	195.3	185.7	191.7	189.1	174.7	192.1	208.0
	(change from the previous corresponding period)	3.4%	12.2%	0.5%	-4.0%	-1.9%	-10.6%	3.3%	8.5%
Percentage of net sales		44.1%	43.4%	44.1%	40.7%	43.3%	39.8%	43.3%	42.0%
Operating income		38.4	38.7	36.2	36.5	39.3	18.3	38.7	50.5
	(change from the previous corresponding period)	7.1%	52.6%	8.4%	-6.2%	2.3%	-52.6%	6.9%	38.3%
Percentage of net sales		8.8%	8.6%	8.6%	7.8%	9.0%	4.2%	8.7%	10.2%
Income before income taxes		37.3	34.0	33.2	38.3	41.3	18.7	34.6	46.2
	(change from the previous corresponding period)	15.6%	45.7%	10.9%	1.5%	10.7%	-45.0%	4.2%	20.6%
Percentage of net sales		8.5%	7.6%	7.9%	8.1%	9.5%	4.3%	7.8%	9.3%
Net income		22.3	19.9	19.6	29.8	24.8	10.9	22.2	26.9
	(change from the previous corresponding period)	14.5%	42.2%	10.5%	40.8%	11.4%	-45.1%	13.0%	-9.7%
Percentage of net sales		5.1%	4.4%	4.7%	6.3%	5.7%	2.5%	5.0%	5.4%
Net income per share-basic	[yen]	30.04	26.75	26.53	40.31	33.69	14.79	30.08	36.51
	(change from the previous corresponding period)	11.9%	38.9%	8.2%	38.2%	12.2%	-44.7%	13.4%	-9.4%
Exchange rate	[yen/US\$]	118.52	117.61	108.92	107.31	109.65	110.01	106.01	105.00
	[yen/EURO]	134.67	132.27	129.58	134.10	132.17	134.44	137.16	130.00
2 . Sales by Category		Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04	Sep.'04	Dec.'04	Mar.'05 (Forecast)
Imaging Solutions		212.7	202.3	189.0	199.4	181.6	174.9	178.3	172.7
Network input/output systems		127.5	135.6	137.9	157.1	157.3	152.9	171.3	212.2
Network system solutions		43.4	53.7	41.6	56.9	44.9	54.0	43.5	56.1
Other Businesses		53.7	58.8	52.3	57.7	52.5	57.4	50.6	54.0
3 . Sales by Geographic Area		Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04	Sep.'04	Dec.'04	Mar.'05 (Forecast)
Japan		224.3	224.3	212.9	252.5	233.3	235.8	231.3	272.4
The Americas		79.4	88.1	75.9	82.7	78.4	82.9	78.2	88.8
Europe		98.6	98.3	99.4	106.0	100.3	92.6	107.6	108.6
Other		35.0	39.8	32.6	29.9	24.5	27.9	26.6	25.2
4 . Other ratios		Jun.'03	Sep.'03	Dec.'03	Mar.'04	Jun.'04	Sep.'04	Dec.'04	Mar.'05 (Forecast)
R&D Expenditure		19.3	24.8	24.2	24.0	24.3	29.0	26.1	27.3
R&D Expenditure / net sales		4.4%	5.5%	5.8%	5.1%	5.6%	6.6%	5.9%	5.5%
Interest and dividend income		0.6	0.6	0.4	0.1	0.6	0.4	0.3	0.5
Interest expense		1.5	1.3	1.3	1.0	1.2	1.0	1.2	1.4
Financial income(expenses)net		-0.8	-0.7	-0.9	-0.9	-0.6	-0.6	-0.9	-0.8
Interest coverage ratio() [times]		25.7	29.4	27.4	33.7	32.5	17.3	30.6	36.3
Depreciation for tangible fixed assets		17.0	16.5	15.7	18.2	15.9	15.0	16.9	19.4
Expenditure for plant and equipment		18.6	17.6	15.5	23.6	18.6	19.5	20.5	20.2
Liquidity at hand		220.0	227.0	239.3	249.1	262.7	266.6	202.1	---
Liquidity at hand/Averaged sales [months]		1.5	1.5	1.7	1.6	1.8	1.8	1.4	---
Inventories		161.7	152.1	163.1	145.3	150.5	151.7	168.9	---
Inventories/Averaged cost of sales [months]		2.0	1.8	2.1	1.6	1.8	1.7	2.0	---
Debt		483.1	484.9	513.1	432.7	423.7	435.3	446.4	---
Debt on total assets		25.1%	25.4%	26.7%	23.4%	22.8%	23.2%	23.5%	---
Total assets		1,924.6	1,912.1	1,922.1	1,852.7	1,855.7	1,877.4	1,899.8	---
Income before income taxes on total assets		2.0%	1.8%	1.7%	2.0%	2.2%	1.0%	1.8%	---
Shareholders' equity		685.7	703.0	708.8	795.1	812.9	830.2	841.9	---
Equity ratio		35.6%	36.8%	36.9%	42.9%	43.8%	44.2%	44.3%	---
Return on equity		3.3%	2.9%	2.8%	4.0%	3.1%	1.3%	2.7%	---
Number of employees(Japan)(thousand of people)		39.9	39.4	39.3	38.8	39.2	39.2	40.3	---
Number of employees(Overseas)(thousand of people)		35.1	34.6	35.0	34.4	33.8	33.7	34.6	---
Number of employees (Total)(thousand of people)		75.0	74.0	74.3	73.2	73.0	72.9	74.9	---
Interest coverage ratio() = (Interest and dividend income + Operating income) ÷ Interest expense									