

Key Financial Figures(Consolidated)

1. Operating Results	(Fiscal year ended)					(Six months ended)		
	Mar.'00	Mar.'01	Mar.'02	Mar.'03	Mar.'04 (Forecast)	Sep.'01	Sep.'02	Sep.'03 (Forecast)
Net sales	1,447.1	1,538.2	1,672.3	1,738.3	1,805.0	820.0	856.8	892.5
(change from the previous corresponding period)	1.5%	6.3%	8.7%	3.9%	3.8%	11.5%	4.5%	4.2%
Domestic sales	873.1	930.4	902.6	896.0	900.0	452.7	449.5	451.0
(change from the previous corresponding period)	6.4%	6.6%	-3.0%	-0.7%	0.4%	-0.7%	-0.7%	0.3%
Overseas sales	573.9	607.8	769.6	842.3	905.0	367.3	407.2	441.5
(change from the previous corresponding period)	-5.1%	5.9%	26.6%	9.4%	7.4%	31.6%	10.9%	8.4%
Overseas sales ratio	39.7%	39.5%	46.0%	48.5%	50.1%	44.8%	47.5%	49.5%
Gross profit	580.0	613.3	699.9	745.3	792.0	341.8	360.6	388.0
(change from the previous corresponding period)	2.0%	5.8%	14.1%	6.5%	6.3%	16.3%	5.5%	7.6%
Percentage of net sales	40.1%	39.9%	41.9%	42.9%	43.9%	41.7%	42.1%	43.5%
Operating income	88.9	105.1	129.6	133.6	151.0	59.9	61.3	73.5
(change from the previous corresponding period)	20.9%	18.2%	23.4%	3.1%	13.0%	17.1%	2.4%	19.8%
Percentage of net sales	6.1%	6.8%	7.8%	7.7%	8.4%	7.3%	7.2%	8.2%
Income before income taxes	70.3	97.7	113.9	123.4	145.5	52.5	55.6	71.0
(change from the previous corresponding period)	32.7%	38.9%	16.6%	8.4%	17.8%	13.8%	6.0%	27.5%
Percentage of net sales	4.9%	6.4%	6.8%	7.1%	8.1%	6.4%	6.5%	8.0%
Net income	41.9	53.2	61.6	72.5	85.0	28.4	33.5	41.5
(change from the previous corresponding period)	36.8%	27.0%	15.8%	17.7%	17.2%	10.1%	18.0%	23.8%
Percentage of net sales	2.9%	3.5%	3.7%	4.2%	4.7%	3.5%	3.9%	4.6%
Net income per share-basic [yen]	60.61	76.85	88.27	99.79	114.16	40.97	46.11	55.74
(change from the previous corresponding period)	36.7%	26.8%	14.9%	13.1%	14.4%	9.9%	12.5%	20.9%
Exchange rate [yen/US\$]	111.52	110.60	125.10	121.96	116.63	122.16	123.08	117.26
[yen/EURO]	115.35	100.41	110.60	121.00	131.17	107.79	116.95	132.34
2. 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	794.5	458.3	430.3	409.0
Network input/output systems	173.1	261.8	344.2	463.3	596.5	168.3	218.9	275.0
Network system solutions	181.9	209.5	206.9	197.4	187.0	102.9	100.0	94.5
Other Businesses	194.0	199.8	186.9	217.7	227.0	90.5	107.4	114.0
3. Sales by Geographic Area	Mar.'00	Mar.'01	Mar.'02	Mar.'03	Mar.'04 (Forecast)	Sep.'01	Sep.'02	Sep.'02
Japan	873.1	930.4	902.6	896.0	900.0	452.7	449.5	451.0
The Americas	231.1	252.6	341.7	343.9	344.0	162.6	170.4	170.0
Europe	258.5	247.4	311.3	354.4	409.0	148.1	166.1	200.0
Other	84.2	107.6	116.6	143.9	152.0	56.5	70.6	71.5
4. 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	85.0	39.9	40.2	41.0
R&D Expenditure / net sales	4.6%	5.1%	4.8%	4.8%	4.7%	4.9%	4.7%	4.6%
Interest and dividend income	5.9	8.0	4.7	3.7	2.7	2.8	2.0	1.4
Interest expense	10.1	7.7	8.2	6.8	6.1	4.5	4.0	3.0
Financial income(expenses)net	-4.1	0.2	-3.4	-3.0	-3.3	-1.6	-1.9	-1.6
Interest coverage ratio(%) [times]	9.3	14.5	16.3	20.1	25.0	13.8	15.7	25.0
Depreciation for tangible fixed assets	61.9	62.1	73.7	69.5	70.0	33.1	33.8	34.0
Expenditure for plant and equipment	58.3	73.3	75.6	73.9	75.0	39.8	38.4	37.5
Liquidity at hand	257.6	137.8	205.5	200.4	---	155.0	227.5	---
Liquidity at hand/Averaged sales [months]	2.1	1.1	1.5	1.4	---	1.1	1.6	---
Inventories	143.1	176.3	162.1	146.0	---	163.7	148.9	---
Inventories/Averaged cost of sales [months]	2.0	2.3	2.0	1.8	---	2.1	1.8	---
Debt	515.1	538.9	561.4	484.6	---	548.6	543.2	---
Debt on total assets	33.4%	31.6%	30.6%	25.7%	---	32.0%	29.7%	---
Total assets	1,543.3	1,704.7	1,832.9	1,884.9	---	1,713.0	1,826.3	---
Income before income taxes on total assets	4.4%	6.0%	6.4%	6.6%	---	3.1%	3.0%	---
Shareholders' equity	541.5	556.7	633.0	657.5	---	581.3	663.6	---
Equity ratio	35.1%	32.7%	34.5%	34.9%	---	33.9%	36.3%	---
Return on equity	8.1%	9.7%	10.4%	11.2%	---	5.0%	5.2%	---
Number of employees(Japan)(thousand of people)	41.3	40.5	40.0	39.5	---	40.0	39.8	---
Number of employees(Overseas)(thousand of people)	26.0	33.8	34.2	35.1	---	34.4	34.8	---
Number of employees (Total)(thousand of people)	67.3	74.2	74.2	74.6	---	74.4	74.6	---
Interest coverage ratio(%)=(Interest and dividend income + Operating income) ÷ Interest expense								

Key Financial Figures(Consolidated)

(Three months ended)										
1. Operating Results	'01 1Q	'01 2Q	'01 3Q	'01 4Q	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q (Forecast)
Net sales	411.9	408.1	401.3	450.9	428.2	428.5	420.7	460.7	437.4	455.0
(change from the previous corresponding period)	12.2%	10.9%	7.3%	5.1%	4.0%	5.0%	4.8%	2.2%	2.1%	6.2%
Domestic sales	228.7	223.9	211.7	238.1	224.8	224.7	210.1	236.2	224.3	226.6
(change from the previous corresponding period)	1.1%	-2.6%	-6.1%	-4.2%	-1.7%	0.3%	-0.8%	-0.8%	-0.2%	0.9%
Overseas sales	183.2	184.1	189.5	212.7	203.4	203.8	210.5	224.5	213.1	228.3
(change from the previous corresponding period)	29.9%	33.3%	27.8%	18.0%	11.0%	10.7%	11.1%	5.5%	4.8%	12.1%
Overseas sales ratio	44.5%	45.1%	47.2%	47.2%	47.5%	47.6%	50.0%	48.7%	48.7%	50.2%
Gross profit	174.0	167.8	173.6	184.4	186.4	174.1	184.9	199.7	192.7	195.2
(change from the previous corresponding period)	17.3%	15.3%	16.0%	8.7%	7.2%	3.7%	6.5%	8.3%	3.4%	12.1%
Percentage of net sales	42.2%	41.1%	43.3%	40.9%	43.5%	40.6%	44.0%	43.4%	44.1%	42.9%
Operating income	31.6	28.2	29.7	40.0	35.9	25.4	33.3	38.9	38.4	35.0
(change from the previous corresponding period)	20.6%	13.5%	15.0%	42.5%	13.6%	-10.2%	12.3%	-2.8%	7.1%	37.9%
Percentage of net sales	7.7%	6.9%	7.4%	8.9%	8.4%	5.9%	7.9%	8.4%	8.8%	7.7%
Income before income taxes	27.1	25.3	25.8	35.5	32.2	23.4	29.9	37.8	37.3	33.6
(change from the previous corresponding period)	17.3%	10.2%	12.9%	24.0%	18.7%	-7.7%	15.9%	6.3%	15.6%	43.9%
Percentage of net sales	6.6%	6.2%	6.4%	7.9%	7.5%	5.5%	7.1%	8.2%	8.5%	7.4%
Net income	14.8	13.5	14.8	18.3	19.5	14.0	17.8	21.1	22.3	19.1
(change from the previous corresponding period)	17.9%	2.6%	19.4%	22.5%	31.2%	3.5%	19.5%	15.7%	14.5%	36.7%
Percentage of net sales	3.6%	3.3%	3.7%	4.1%	4.6%	3.3%	4.2%	4.6%	5.1%	4.2%
Net income per share-basic [yen]	21.47	19.50	21.41	25.89	26.85	19.26	24.51	29.17	30.04	25.70
(change from the previous corresponding period)	17.8%	2.4%	18.9%	20.0%	25.1%	-1.2%	14.5%	12.7%	11.9%	33.4%
Exchange rate [yen/US\$]	122.60	121.72	123.70	132.50	127.01	119.19	122.59	119.04	118.52	116.00
[yen/EURO]	107.25	108.32	110.74	116.21	116.56	117.34	122.59	127.63	134.67	130.00
2. Sales by Category										
	'01 1Q	'01 2Q	'01 3Q	'01_Q4	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q (Forecast)
Imaging Solutions	231.6	226.6	229.2	246.6	219.9	210.4	208.3	221.0	212.7	196.2
Network input/output systems	87.6	80.6	83.2	92.7	110.5	108.4	117.4	127.0	127.5	147.4
Network system solutions	48.7	54.1	45.0	58.9	46.9	53.1	40.0	57.3	43.4	51.0
Other Businesses	43.9	46.5	43.8	52.6	50.9	56.5	54.9	55.3	53.7	60.2
3. Sales by Geographic Area										
	'01 1Q	'01 2Q	'01 3Q	'01_Q4	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q (Forecast)
Japan	228.7	223.9	211.7	238.1	224.8	224.7	210.1	236.2	224.3	226.6
The Americas	79.8	82.7	82.5	96.5	84.1	86.2	84.1	89.3	79.4	90.5
Europe	76.1	71.9	77.8	85.3	83.2	82.9	88.3	99.9	98.6	101.3
Other	27.1	29.3	29.1	30.9	35.9	34.6	37.9	35.2	35.0	36.4
4. Other ratios										
	'01 1Q	'01 2Q	'01 3Q	'01 Q4	'02 1Q	'02 2Q	'02 3Q	'02 4Q	'03 1Q	'03 2Q (Forecast)
R&D Expenditure	17.8	22.0	18.6	22.1	18.4	21.7	20.8	22.4	19.3	21.7
R&D Expenditure / net sales	4.3%	5.4%	4.7%	4.9%	4.3%	5.1%	5.0%	4.9%	4.4%	4.8%
Interest and dividend income	1.1	1.7	1.1	0.6	0.9	1.0	0.6	1.1	0.6	0.7
Interest expense	2.4	2.1	2.0	1.6	1.7	2.2	1.2	1.5	1.5	1.5
Financial income(expenses)net	-1.2	-0.3	-0.8	-0.9	-0.7	-1.2	-0.6	-0.3	-0.8	-0.8
Interest coverage ratio(※) [times]	13.6	14.0	15.4	24.4	21.2	11.6	26.2	26.3	25.7	23.8
Depreciation for tangible fixed assets	15.1	17.9	20.2	20.3	16.9	16.9	17.5	18.1	17.0	17.0
Expenditure for plant and equipment	17.9	21.8	16.8	19.0	17.6	20.8	16.7	18.8	18.6	18.9
Liquidity at hand	141.6	155.0	150.4	205.5	215.3	227.5	184.9	200.4	220.0	---
Liquidity at hand/Averaged sales [months]	1.0	1.1	1.1	1.4	1.5	1.6	1.3	1.3	1.5	---
Inventories	175.4	163.7	173.9	162.1	157.1	148.9	149.3	146.0	161.7	---
Inventories/Averaged cost of sales [months]	2.2	2.0	2.3	1.8	1.9	1.8	1.9	1.7	2.0	---
Debt	538.8	548.6	586.0	561.4	554.8	543.2	541.2	484.6	483.1	---
Debt on total assets	31.2%	32.0%	33.3%	30.6%	30.5%	29.7%	29.9%	25.7%	25.1%	---
Total assets	1,728.5	1,713.0	1,760.3	1,832.9	1,821.9	1,826.3	1,807.2	1,884.9	1,924.6	---
Income before income taxes on total assets	1.6%	1.5%	1.5%	2.0%	1.8%	1.3%	1.7%	2.0%	2.0%	---
Shareholders' equity	570.3	581.3	601.2	633.0	648.3	663.6	671.1	657.5	685.7	---
Equity ratio	33.0%	33.9%	34.2%	34.5%	35.6%	36.3%	37.1%	34.9%	35.6%	---
Return on equity	2.6%	2.3%	2.5%	3.0%	3.0%	2.1%	2.7%	3.2%	3.3%	---
Number of employees(Japan)(thousand of people)	—	40.0	39.9	40.0	39.9	39.8	39.8	39.5	39.9	---
Number of employees(Overseas)(thousand of people)	—	34.4	34.3	34.2	34.5	34.8	34.4	35.1	35.1	---
Number of employees (Total)(thousand of people)	—	74.4	74.2	74.2	74.4	74.6	74.2	74.6	75.0	---
Interest coverage ratio(※)=(Interest and dividend income + Operating income) ÷ Interest expense										