

Financial Highlights (Consolidated)



Year ended March 31

millions of yen

| | 2001 | 2002 | 2003 | 2004 | 2005 |
|--|---------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| Net Sales | 176,049 | 187,082 | 200,625 | 215,195 | 230,003 |
| Growth Rate | 2.8% | 6.3% | 7.2% | 7.3% | 6.9% |
| Cost of Sales | 89,021 | 96,816 | 101,980 | 104,903 | 106,238 |
| %/Net Sales | 50.6% | 51.7% | 50.8% | 48.7% | 46.2% |
| Gross Profit | 87,028 | 90,265 | 98,644 | 110,292 | 123,764 |
| %/Net Sales | 49.4% | 48.3% | 49.2% | 51.3% | 53.8% |
| SGA Expenses | 58,227 | 62,227 | 67,346 | 73,639 | 76,657 |
| %/Net Sales | 33.1% | 33.3% | 33.6% | 34.3% | 33.3% |
| Operating Income | 28,800 | 28,038 | 31,298 | 36,652 | 47,107 |
| %/Net Sales | 16.4% | 15.0% | 15.6% | 17.0% | 20.5% |
| Ordinary Income | 28,527 | 30,021 | 30,061 | 35,304 | 47,125 |
| %/Net Sales | 16.2% | 16.0% | 15.0% | 16.4% | 20.5% |
| Net Income | 16,639 | 14,441 | 18,155 | 19,792 | 27,134 |
| %/Net Sales | 9.5% | 7.7% | 9.0% | 9.2% | 11.8% |
| Earnings par share (yen) | 78.91 | 68.88 | 88.65 | 98.45 | 136.03 |
| Research and Development | 8,896 | 10,289 | 11,390 | 14,699 | 13,739 |
| Depreciation, Amortization | 14,070 | 14,289 | 18,216 | 14,880 | 17,760 |
| Investment in plant and equipment | 12,120 | 14,719 | 10,141 | 12,100 | 12,104 |
| Free cash flow | 11,078 | 13,146 | 5,104 | 29,858 | 28,088 |
| Total assets | 281,660 | 284,736 | 288,184 | 293,866 | 312,455 |
| Stockholder's equity | 172,271 | 179,854 | 184,463 | 195,075 | 219,872 |
| Shareholder's equity ratio(%) | 61.2% | 63.2% | 64.0% | 66.4% | 70.4% |
| Shareholder's equity per share (yen) | 816.93 | 873.61 | 917.69 | 982.62 | 1,107.88 |
| ROA | 5.6% | 5.1% | 6.3% | 6.8% | 9.0% |
| ROE | 9.9% | 8.2% | 10.0% | 10.4% | 13.1% |
| Numbers of shares issued and outstanding (x1000) | 210,876 | 205,874 | 200,847 | 198,382 | 198,320 |
| Employees at year-end | 7,412 | 8,062 | 8,749 | 9,094 | 9,624 |
| Average exchange rate (yen) | \$1=110.51 EUR1=100.36 | \$1=124.98 EUR1=110.45 | \$1=121.98 EUR1=120.88 | \$1=113.19 EUR1=132.65 | \$1=107.55 EUR1=135.17 |