



FACT BOOK

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(Forward-Looking Statements)

This presentation contains various forward-looking statements which are based on the current expectations and assumptions of future events. All figures and statements with respect to the future performance, projections and business plans of Sumitomo Electric and its group companies constitute forward-looking statements. Although Sumitomo Electric believes that its expectations and assumptions are reasonable, actual results and trends of Sumitomo Electric's performance could differ materially from those expressed or implied by such figures or statements due to risks and uncertainties in the future business circumstances. The factors which may cause such difference include, without limitation:

- 1.General market and economic conditions in the U.S., Europe, Japan and other Asian countries, especially personal consumption and capital expenditure.
- 2.Fluctuations of currency exchange rates, especially between Japanese yen and U.S. dollar, Euro and Asian currencies.
- 3.Rapid technological development and Sumitomo Electric and its affiliated companies' ability to cope with it.
- 4.Changes in various assumptions including financial, managerial and environmental ones.
- 5.Current and future laws and regulations by foreign countries about trading and other activities.
- 6.Change in market value of securities that Sumitomo Electric and its affiliated companies own.

Please be advised that there are possibilities actual sales and profits could be different from those described in this material. Sumitomo Electric and its affiliated companies are not obliged to update and make public any descriptions in forward-looking statements after releasing this material.

(将来情報についての注意事項)

この資料に記載されておりまして売上高及び利益等の計画のうち、過去または現在の事実に関するもの以外は、当社グループの各事業に関する業界の動向についての見通しを含む経済状況、ならびに為替レートの変動その他の業績に影響を与える要因について、現時点で入手可能な情報をもとにした当社グループの仮定及び判断に基づく見通しを前提としております。

これら将来予想に関する記述は、既知または未知のリスク及び不確実性が内在しており、例として以下のものが挙げられますが、これらに限られるものではありません。

- ・米国、欧州、日本その他のアジア諸国の経済情勢、特に個人消費及び企業による設備投資の動向
- ・米ドル、ユーロ、アジア諸国の各通貨の為替相場の変動
- ・急速な技術革新と当社グループの対応能力
- ・財務的、経営的、環境的な諸前提の変動
- ・諸外国による現在及び将来の貿易規制等
- ・当社グループが所有する有価証券等の時価の変動

従いまして、実際の売上高及び利益等と、この資料に記載されております計画とは大きく異なる場合があることをご承知おき下さい。なお、当社グループは、この資料の本リリース後においても、将来予想に関する記述を更新して公表する義務を負うものではありません。

1. P/L Summary
損益概要

		(Millions of Yen) (百万円)		
1st Half Result 上期実績		FY2003 1H ①	2004 A 1H ②	Change ②-①
Net sales	売上高	734,526	812,132	77,606
Operating income	営業利益	14,320	33,113	18,793
Ordinary income	経常利益	18,132	38,106	19,974
Gain on exemption from substitutional portion of the employees' pension funds	退職給付代行部分返上益	-	-	-
Other extraordinary profit	その他特別利益	3,473	27,439	23,966
Extraordinary profit total	特別利益計	3,473	27,439	23,966
Restructuring expenses	事業構造改善費	-	29,175	29,175
Loss on disposal of inventories	棚卸資産処分損	-	-	-
Other extraordinary loss	その他特別損失	1,822	2,155	333
Extraordinary loss total	特別損失計	1,822	31,330	29,508
Income before income taxes	税金等調整前当期純利益	19,783	34,215	14,432
Net Income	当期純利益	8,078	9,188	1,110

Full Year Forecast 年間予想		FY1995	1996	1997	1998	1999	2000	2001	2002	2003 ①	2004 E ②	Change ②-①
Net sales	売上高	1,160,753	1,262,993	1,297,082	1,281,100	1,308,563	1,478,740	1,485,021	1,488,914	1,542,402	1,700,000	157,598
Operating income	営業利益	54,945	73,211	61,214	54,084	63,690	95,169	46,165	29,832	48,203	78,000	29,797
Ordinary income	経常利益	51,244	65,960	59,013	52,490	60,765	90,117	38,781	20,611	60,688	90,000	29,312
Gain on exemption from substitutional portion of the employees' pension funds	退職給付代行部分返上益	-	-	-	-	-	-	-	17,606	14,929	-	-
Other extraordinary profit	その他特別利益	1,569	366	1,842	3,713	4,755	110,470	19,013	14,352	8,013	30,900	22,887
Extraordinary profit total	特別利益計	1,569	366	1,842	3,713	4,755	110,470	19,013	31,958	22,942	30,900	7,958
Restructuring expenses	事業構造改善費	-	-	-	-	-	3,234	8,408	48,802	7,562	29,200	21,638
Loss on disposal of inventories	棚卸資産処分損	-	-	-	-	-	-	11,112	-	-	-	-
Other extraordinary loss	その他特別損失	2,314	12,043	4,578	6,913	18,788	124,091	12,424	12,411	9,814	4,300	(5,514)
Extraordinary loss total	特別損失計	2,314	12,043	4,578	6,913	18,788	127,325	31,944	61,213	17,376	33,500	16,124
Income before income taxes	税金等調整前当期純利益	50,499	54,284	56,277	49,290	46,732	73,262	25,850	(8,644)	66,254	87,000	20,746
Net Income	当期純利益	28,074	32,207	33,120	20,307	23,584	40,223	8,260	(19,892)	25,635	35,000	9,365

2. Business Segment Information

事業の種類別セグメント情報

Net Sales by Business Segment
事業セグメント別売上高

(Millions of Yen)
(百万円)

1st Half Result 上期実績		FY2003 1H ①	2004 A 1H ②	Change ②-①
Automotive	自動車	326,094	354,808	28,714
Information and communications	情報通信	88,141	93,321	5,180
Electronics	エレクトロニクス	111,328	133,151	21,823
Engineering	エンジニアリング	86,642	92,759	6,117
Industrial materials and others	産業用素材他	139,804	157,367	17,563
Eliminations and corporate	消去又は全社	(17,483)	(19,274)	(1,791)
Consolidated Total		734,526	812,132	77,606

Full Year

年間

(Previous business segment)

(旧セグメント区分)

		FY1995	1996	1997	1998	1999	2000	2001	
Wires and Cables	電線ケーブル	473,115	520,230	545,954	520,707	520,740	590,554	600,718	
Cable Accessories and Engineering	機器・工事	235,930	256,514	265,054	299,822	290,420	289,615	289,089	
Industrial Materials	産業用素材	303,616	327,054	290,526	268,522	287,247	314,072	303,508	
Information-related Businesses and Others	情報関連事業他	167,933	184,881	225,979	237,986	258,412	357,377	350,947	
Eliminations and corporate	消去又は全社	(19,842)	(25,687)	(30,432)	(45,937)	(48,256)	(72,878)	(59,241)	
Consolidated Total		連結合計	1,160,753	1,262,993	1,297,082	1,281,100	1,308,563	1,478,740	1,485,021

(New business segment)

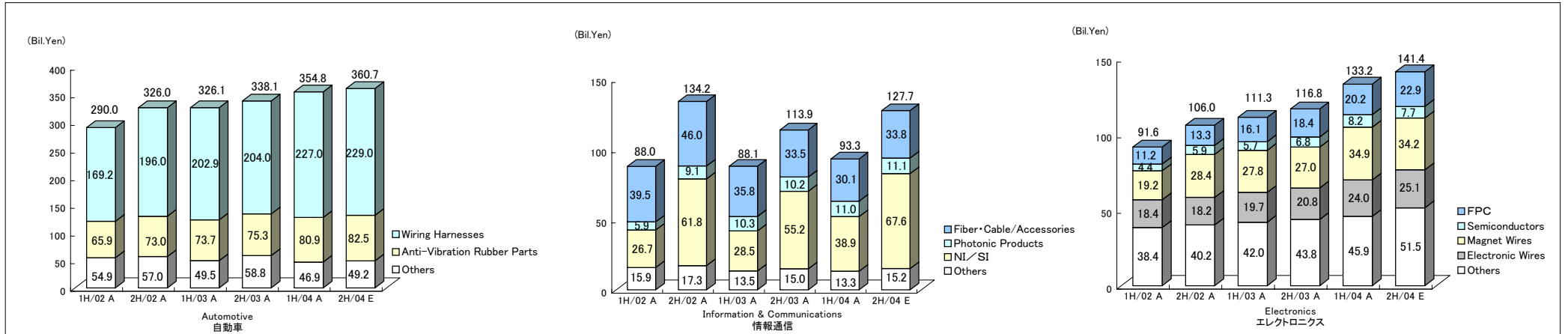
(新セグメント区分)

		FY1999	2000	2001	2002	2003 ①	2004 E ②	Change ②-①	
Automotive	自動車	476,800	524,900	554,688	615,968	664,158	715,500	51,342	
Information and communications	情報通信	162,300	227,000	268,045	222,213	201,965	221,000	19,035	
Electronics	エレクトロニクス	177,500	209,600	178,695	197,580	228,056	274,600	46,544	
Engineering	エンジニアリング	(FY1999より新セグメント区分にて集計)		229,300	235,400	230,838	201,731	217,300	21,596
Industrial materials and others	産業用素材他	292,000	314,900	285,991	284,189	288,251	315,500	27,249	
Eliminations and corporate	消去又は全社	(29,337)	(33,060)	(33,236)	(32,767)	(35,732)	(43,900)	(8,168)	
Consolidated Total		連結合計	1,308,563	1,478,740	1,485,021	1,488,914	1,542,402	1,700,000	157,598

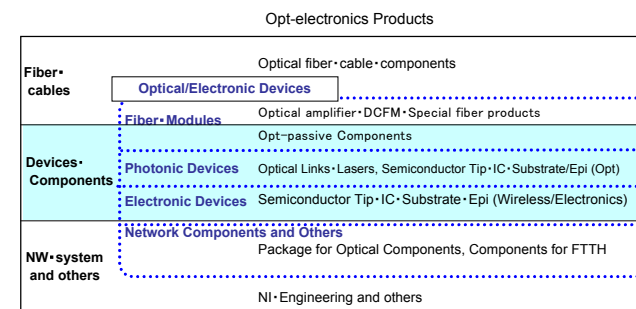
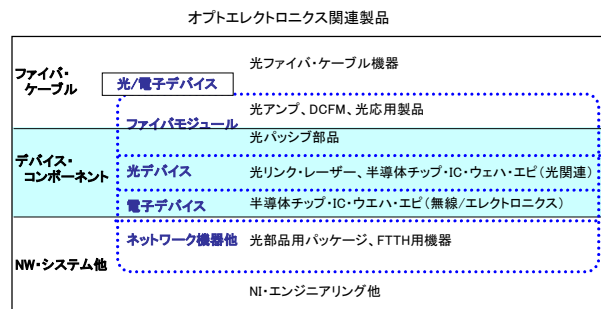
※東海ゴムの「樹脂製品」セグメントは、FY1999より、「自動車」から「エレクトロニクス」に組みかえております。

Breakdown of Each Business Segment

各セグメント別売上高の主要製品内訳



"Opt-electronics Products Sales" and "Optical/Electron Devices Sales"
「オプトエレクトロニクス関連売上高」「光/電子デバイス売上高」分類表



Opt-electronics Products Sales
オプトエレクトロニクス関連売上高

1st Half Result		FY2003	2004 A	Change
上期実績		1H ①	1H ②	②-①
Fiber cables	ファイバケーブル	32,600	24,500	(8,100)
Devices components	デバイス・コンポーネント	15,900	18,900	3,000
Network System and others	NW・システム他	38,500	43,300	4,800
Consolidated Total	連結合計	87,000	86,700	(300)

Full Year

年間		FY1999	2000	2001	2002	2003 ①	2004 E ②	Change
								②-①
Fiber cables	ファイバケーブル	73,400	92,000	97,700	76,100	59,800	52,300	(7,500)
Devices components	デバイス・コンポーネント	29,700	57,200	36,900	25,000	32,900	36,800	3,900
Network System and others	NW・システム他	66,600	81,000	69,100	74,300	93,200	107,400	14,200
Consolidated Total	連結合計	169,700	230,200	203,700	175,400	185,900	196,500	10,600

Optical/Electron Devices Sales
光/電子デバイス売上高

1st Half Result		FY2003	2004 A	Change
上期実績		1H ①	1H ②	②-①
Fiber Modules	ファイバモジュール	3,100	3,000	(100)
Photonic Devices	光デバイス	7,000	9,700	2,700
Electron Devices	電子デバイス	6,500	7,500	1,000
Network Components and Others	ネットワーク機器他	900	4,000	3,100
Consolidated Total	連結合計	17,500	24,200	6,700

Full Year

年間		FY1999	2000	2001	2002	2003 ①	2004 E ②	Change
								②-①
Fiber Modules	ファイバモジュール	6,600	14,000	9,400	4,800	6,000	7,300	1,300
Photonic Devices	光デバイス	18,700	36,500	24,500	11,300	15,600	18,000	2,400
Electron Devices	電子デバイス	8,800	13,800	9,100	10,300	13,200	14,400	1,200
Network Components and Others	ネットワーク機器他	900	5,100	2,600	1,700	3,500	9,600	6,100
Consolidated Total	連結合計	35,000	69,400	45,600	28,100	38,300	49,300	11,000

Fact Book (Nov, 2004)

Operating Income by Business Segment
事業セグメント別営業利益

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(Millions of Yen)
(百万円)

1st Half Result 上期実績		FY2003 1H ①	2004 A 1H ②	Change ②-①
Automotive	自動車	20,105	25,872	5,767
Information and communications	情報通信	(10,961)	(12,062)	(1,101)
Electronics	エレクトロニクス	1,645	7,811	6,166
Engineering	エンジニアリング	27	1,930	1,903
Industrial materials and others	産業用素材他	3,045	9,427	6,382
Eliminations and corporate	消去又は全社	459	135	(324)
Consolidated Total	連結合計	14,320	33,113	18,793

Full Year

年間 (Previous business segment)	(旧セグメント区分)	FY1995	1996	1997	1998	1999	2000	2001
Wires and Cables	電線ケーブル	22,487	35,940	28,079	24,239	24,980	36,673	26,616
Cable Accessories and Engineering	機器・工事	6,956	7,618	7,168	8,909	7,307	7,179	3,253
Industrial Materials	産業用素材	19,011	23,268	17,298	12,262	14,967	21,493	11,643
Information-related Businesses and Others	情報関連事業他	6,308	6,688	8,452	8,644	16,792	28,890	4,027
Eliminations and corporate	消去又は全社	181	(304)	216	30	(356)	934	626
Consolidated Total	連結合計	54,945	73,211	61,214	54,084	63,690	95,169	46,165

(New business segment)	(新セグメント区分)	FY1999	2000	2001	2002	2003 ①	2004 E ②	Change ②-①		
Automotive	自動車	22,000	27,500	25,497	37,640	43,664	52,400	8,736		
Information and communications	情報通信	15,800	29,800	22,421	(13,879)	(15,360)	(14,200)	1,160		
Electronics	エレクトロニクス	14,200	19,300	(6,524)	(2,788)	6,900	16,300	9,400		
Engineering	エンジニアリング	(FY1999より新セグメント区分にて集計)		2,900	2,000	1,581	2,497	4,403	5,900	1,497
Industrial materials and others	産業用素材他	8,100	15,800	2,416	5,964	8,264	17,600	9,336		
Eliminations and corporate	消去又は全社	690	769	774	398	332	0	(332)		
Consolidated Total	連結合計	63,690	95,169	46,165	29,832	48,203	78,000	29,797		

※東海ゴムの「樹脂製品」セグメントは、FY1999より、「自動車」から「エレクトロニクス」に組みかえております。

Assets by Business Segment
事業セグメント別資産残高(Millions of Yen)
(百万円)Capital Employed; Total Assets — Interest-free Liabilities
使用資本; 総資産 — 無利子負債

		FY1999	2000	2001	2002	2003 ①	2004 E ②	Change ②-①
Automotive	自動車	247,200	272,100	286,600	302,500	301,000	332,400	31,400
Information and communications	情報通信	126,100	164,200	193,900	175,200	144,900	123,900	(21,000)
Electronics	エレクトロニクス	128,200	150,300	167,000	164,400	171,300	175,200	3,900
Engineering	エンジニアリング	86,500	84,000	83,100	77,900	81,600	81,600	0
Industrial materials and others	産業用素材他	208,000	294,600	247,400	209,200	214,200	220,000	5,800
Corporate	コーポレート資産	301,200	281,900	300,300	243,700	322,800	305,700	(17,100)
Consolidated Total	連結合計	1,097,200	1,247,100	1,278,300	1,172,900	1,235,800	1,238,800	3,000

Total Assets
総資産

(Previous business segment)	(旧セグメント区分)	FY1995	1996	1997	1998	1999	2000	2001
Wires and Cables	電線ケーブル	398,128	464,924	497,445	504,316	480,380	527,757	586,854
Cable Accessories and Engineering	機器・工事	205,706	228,238	220,803	246,095	236,031	250,636	232,740
Industrial Materials	産業用素材	353,873	383,881	369,212	364,541	371,592	530,302	480,909
Information-related Businesses and Others	情報関連事業他	191,867	196,520	241,917	242,925	270,546	336,405	361,858
Eliminations and corporate	消去又は全社	97,614	95,451	99,658	136,681	136,421	167,790	105,049
Consolidated Total	連結合計	1,247,189	1,369,016	1,429,036	1,494,558	1,494,970	1,812,890	1,767,410

(New business segment) : Before distribution of corporate assets	(新セグメント区分) : 住友スリーエム株式・住友ゴム株式等の全社共通資産は「コーポレート資産」に含む	FY1999	2000	2001	2002	2003 ①	2004 E ②	Change ②-①
Automotive	自動車	372,500	416,600	447,300	481,300	486,600	525,900	39,300
Information and communications	情報通信	169,300	215,200	275,600	227,300	218,900	196,900	(22,000)
Electronics	エレクトロニクス	178,000	200,200	209,700	221,000	230,400	241,600	11,200
Engineering	エンジニアリング (FY1999より新セグメント区分にて集計)	168,700	182,300	171,500	150,600	148,200	148,200	0
Industrial materials and others	産業用素材他	274,200	388,800	340,400	281,800	288,700	295,000	6,300
Corporate	コーポレート資産	332,300	409,800	322,900	264,800	328,000	296,600	(31,400)
Consolidated Total	連結合計	1,495,000	1,812,900	1,767,400	1,626,800	1,700,800	1,704,200	3,400

※東海ゴムの「樹脂製品」セグメントは、FY1999より、「自動車」から「エレクトロニクス」に組みかえております。

※事業セグメント別使用資本の追加記載に伴い、前期と比較可能な資産残高とすべく、セグメント別の区分を一部見直しました。

3. Capital Expenditure/ Depreciation and Amortization/ R&D Expenses/ Number of Employees

設備投資、減価償却費、研究開発費、人員

Capital Expenditure (Investment in fixed assets) 設備投資									(Millions of Yen) (百万円)	
(Previous business segment)	(旧セグメント区分)	FY1995	1996	1997	1998	1999	2000	2001		
Wires and Cables	電線ケーブル					26,200	47,300	60,800		
Cable Accessories and Engineering	機器・工事	(FY1999よりセグメント別内訳を集計)					2,900	3,400	3,700	
Industrial Materials	産業用素材					17,200	29,300	25,400		
Information-related Businesses and Others	情報関連事業他					21,000	44,200	36,800		
Consolidated Total	連結合計	74,000	78,000	97,000	95,000	67,300	124,200	126,700		

(New business segment)	(新セグメント区分)					FY2001	2002	2003 ①	2004 E ②	Change ②-①	
Automotive	自動車					34,200	43,100	44,300	53,900	9,600	
Information and communications	情報通信					45,600	18,300	9,800	7,000	(2,800)	
Electronics	エレクトロニクス	(FY2001より新セグメント区分にて集計)					28,900	16,500	17,600	20,500	2,900
Engineering	エンジニアリング					1,300	500	700	2,600	1,900	
Industrial materials and others	産業用素材他					16,700	8,800	11,600	19,000	7,400	
Consolidated Total	連結合計					126,700	87,200	84,000	103,000	19,000	

※東海ゴムの「樹脂製品」セグメントは、FY2001より、「自動車」から「エレクトロニクス」に組みかえております。

Depreciation and Amortization 減価償却費									(Millions of Yen) (百万円)
(Previous business segment)	(旧セグメント区分)	FY1995	1996	1997	1998	1999	2000	2001	
Wires and Cables	電線ケーブル					27,600	28,000	34,300	
Cable Accessories and Engineering	機器・工事					4,000	3,700	3,500	
Industrial Materials	産業用素材					21,000	20,700	22,400	
Information-related Businesses and Others	情報関連事業他					19,600	22,000	28,000	
Consolidated Total	連結合計	60,700	64,500	68,400	71,100	72,200	74,400	88,200	

(New business segment)	(新セグメント区分)					FY2001	2002	2003 ①	2004 E ②	Change ②-①	
Automotive	自動車					34,500	34,900	34,200	36,200	2,000	
Information and communications	情報通信					17,200	19,200	16,200	11,200	(5,000)	
Electronics	エレクトロニクス	(FY2001より新セグメント区分にて集計)					19,500	19,400	18,400	18,100	(300)
Engineering	エンジニアリング					1,300	1,300	1,300	1,200	(100)	
Industrial materials and others	産業用素材他					15,700	14,300	12,400	12,300	(100)	
Consolidated Total	連結合計					88,200	89,100	82,500	79,000	(3,500)	

※東海ゴムの「樹脂製品」セグメントは、FY2001より、「自動車」から「エレクトロニクス」に組みかえております。

別途、特別損失計上分 10400

R&D Expenses 研究開発費										(Millions of Yen, %) (百万円, %)	
(Previous business segment)	(旧セグメント区分)	FY1995	1996	1997	1998	1999	2000	2001			
Wires and Cables	電線ケーブル					15,500	15,800	17,900			
Cable Accessories and Engineering	機器・工事	(FY1999よりセグメント別内訳を集計)				4,800	3,800	3,000			
Industrial Materials	産業用素材					8,900	10,300	9,700			
Information-related Businesses and Others	情報関連事業他					12,800	14,900	17,900			
Consolidated Total	連結合計	40,500	43,000	45,800	43,400	42,000	44,800	48,500			
(New business segment)	(新セグメント区分)									Change ②-①	
Automotive	自動車					19,400	21,300	26,400	30,000	3,600	
Information and communications	情報通信					14,500	14,400	14,500	12,600	(1,900)	
Electronics	エレクトロニクス	(FY2001より新セグメント区分にて集計)				7,900	7,400	7,100	7,000	(100)	
Engineering	エンジニアリング					1,000	1,000	900	700	(200)	
Industrial materials and others	産業用素材他					5,700	4,500	6,300	6,700	400	
Consolidated Total	連結合計					48,500	48,600	55,200	57,000	1,800	
R&D Expense / Net Sales	売上高比率	3.5	3.4	3.5	3.4	3.2	3.0	3.3	3.3	3.6	(0.2)

※東海ゴムの「樹脂製品」セグメントは、FY2001より、「自動車」から「エレクトロニクス」に組みかえております。

Number of Employees 人員										(Number) (人)
(Previous business segment)	(旧セグメント区分)	FY1995	1996	1997	1998	1999	2000	2001		
Wires and Cables	電線ケーブル					37,818	41,124	40,944		
Cable Accessories and Engineering	機器・工事	(FY1999よりセグメント別内訳を集計)				6,423	5,908	5,728		
Industrial Materials	産業用素材					12,247	12,685	12,216		
Information-related Businesses and Others	情報関連事業他					10,504	11,219	11,071		
Consolidated Total	連結合計	54,570	55,854	59,112	63,177	66,992	70,936	69,959		
(New business segment)	(新セグメント区分): フロー人員含む									Change ②-①
Automotive	自動車					40,979	50,461	57,934	66,426	8,492
Information and communications	情報通信					7,418	7,125	6,954	6,408	(546)
Electronics	エレクトロニクス	(FY2001より新セグメント区分にて集計)				9,771	10,223	10,872	11,581	709
Engineering	エンジニアリング					4,260	4,153	3,851	3,688	(163)
Industrial materials and others	産業用素材他					9,678	8,931	9,741	10,032	291
Consolidated Total	連結合計					72,106	80,893	89,352	98,135	8,783

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4. Consolidated Financial Statements

連結財務諸表

Consolidated Balance Sheets
連結貸借対照表(Millions of Yen)
(百万円)

Assets	資産の部	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Current Assets	流動資産	654,065	740,467	758,367	772,832	778,746	856,206	801,067	765,293	795,084	756,083	809,944
Cash and time deposits	現金及び預金	98,691	113,606	125,462	141,384	158,975	132,898	125,557	99,219	103,376	125,424	123,358
Trade notes and accounts	受取手形及び売掛金	323,183	361,352	354,384	369,191	363,211	412,225	374,938	370,743	388,979	335,618	370,821
Marketable securities	有価証券	17,433	17,123	22,820	30,774	18,834	2,263	1,563	1,270	10,057	61	-
Inventories	棚卸資産	183,989	194,510	202,956	191,869	185,908	229,558	217,511	201,548	195,811	207,361	200,847
Advances to suppliers	前渡金	3,764	4,682	4,099	3,445	2,397	5,213	3,262	1,568	3,946	3,752	5,465
Other current assets	その他	29,404	52,471	51,762	39,209	52,788	77,771	81,673	93,826	96,088	86,807	112,192
Allowance for doubtful receivables	貸倒引当金	(2,401)	(3,279)	(3,119)	(3,040)	(3,367)	(3,722)	(3,437)	(2,881)	(3,173)	(2,940)	(2,739)
Fixed Assets	固定資産	586,329	628,549	668,583	710,896	693,354	956,684	966,343	861,475	905,680	897,463	841,178
Property, plant and equipment	有形固定資産	381,891	395,398	419,091	457,340	457,451	503,501	550,521	515,461	487,601	506,074	469,242
Buildings and structures	建物及び構築物	131,665	135,338	143,141	155,569	156,631	165,079	182,961	183,406	179,382	182,339	164,894
Machinery and equipment	機械装置及び運搬具等	177,806	187,470	199,365	213,230	215,823	240,507	265,743	234,893	219,030	230,738	215,368
Land	土地	56,086	57,435	59,156	67,968	70,019	73,004	71,670	73,301	72,240	72,071	70,488
Construction in progress	建設仮勘定	16,332	15,154	17,428	20,573	14,978	24,911	30,147	23,861	16,949	20,926	18,492
Intangible assets	無形固定資産	1,644	1,670	2,186	2,096	15,188	18,129	22,723	19,439	19,692	19,156	18,722
Investments and long-term receivables	投資その他資産	202,794	231,479	247,305	251,460	220,715	435,054	393,099	326,575	398,387	372,233	353,214
Investment securities	投資有価証券	163,840	175,812	183,022	185,186	169,696	385,692	338,378	254,928	340,856	304,767	300,504
Long-term loans receivables	長期貸付金	12,235	9,730	15,629	14,261	4,638	4,359	4,316	3,731	2,883	3,733	2,551
Other	その他	28,058	50,873	51,288	55,114	48,197	48,104	53,270	70,860	57,317	66,707	52,799
Allowance for doubtful receivables	貸倒引当金	(1,340)	(4,937)	(2,634)	(3,101)	(1,816)	(3,101)	(2,865)	(2,944)	(2,669)	(2,974)	(2,640)
Goodwill on consolidation	連結調整勘定	53	-	-	-	-	-	-	-	-	-	-
Foreign currency translation adjustments	為替換算調整勘定	6,741	-	2,085	10,830	22,870	-	-	-	-	-	-
Total Assets	資産合計	1,247,189	1,369,016	1,429,036	1,494,558	1,494,970	1,812,890	1,767,410	1,626,768	1,700,764	1,653,546	1,651,122

Liabilities and Shareholders' Equity	負債及び資本の部	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Current Liabilities	流動負債	472,743	474,319	451,741	463,864	449,344	550,600	504,461	486,263	460,392	433,657	456,587
Trade notes payable and trade accounts payable	支払手形及び買掛金	173,932	190,288	186,714	181,035	207,523	251,361	214,486	211,869	219,125	188,349	215,534
Short-term bank loans	短期借入金	122,516	129,104	123,191	109,524	103,448	104,767	120,234	99,760	93,446	91,158	90,898
Current portion of long-term debt	1年以内社債償還予定額	52,191	12,704	10,000	50,000	10,000	33,692	31,000	37,300	15,170	27,000	20,170
Income and enterprise taxes payable	未払法人税等	18,870	25,157	16,442	12,886	14,587	29,989	8,287	15,180	15,107	10,912	12,546
Accrued expenses	未払費用	51,094	55,200	56,722	59,731	63,158	60,991	61,931	62,244	62,383	59,200	63,236
Advances from customers	前受金	19,331	22,102	16,891	17,177	11,478	12,392	8,135	12,350	7,332	9,735	5,805
Other current liabilities	その他	34,806	39,762	41,778	33,511	39,150	57,408	60,388	47,560	47,829	47,303	48,398
Long-term Liabilities	固定負債	255,718	300,783	349,991	379,262	347,025	423,458	436,942	393,276	430,861	434,292	401,415
Long-term debt	社債	122,910	174,042	217,697	239,935	229,924	226,158	233,658	216,358	258,421	252,358	250,104
Long-term bank loans	長期借入金	80,908	67,499	71,033	73,523	55,233	43,662	67,483	72,313	59,135	68,284	56,814
Accrued pension and severance costs	退職給付引当金	-	-	-	-	-	67,926	72,600	77,243	62,307	77,250	42,871
Retirement benefits	退職手当引当金	45,382	47,793	48,865	54,554	56,717	-	-	-	-	-	-
Other long-term liabilities	その他	6,516	11,448	12,395	11,250	5,151	85,712	63,201	27,362	50,998	36,400	51,626
Goodwill on consolidation	連結調整勘定	-	41	111	-	-	-	-	-	-	-	-
Foreign currency translation adjustments	為替換算調整勘定	-	635	-	-	-	-	-	-	-	-	-
Minority Interests	少数株主持分	75,140	83,831	91,110	-	-	-	-	-	-	-	-
Total Liabilities	負債合計	803,602	859,610	892,953	843,126	796,369	974,058	941,403	879,539	891,253	867,949	858,002
Minority Interests	少数株主持分	-	-	-	105,287	110,037	130,860	135,445	133,921	153,958	144,830	133,132
Shareholders' Equity	資本											
Common stock	資本金	67,169	79,709	81,248	81,263	96,193	96,230	96,231	96,231	96,231	96,231	96,231
Capital surplus	資本剰余金	76,895	89,413	90,950	90,964	105,873	105,910	105,911	105,911	105,912	105,911	116,916
Retained earnings	利益剰余金	-	-	-	374,027	386,686	417,927	416,611	386,896	406,008	391,530	412,175
Appropriation for legal reserve	利益準備金	13,983	14,711	15,601	-	-	-	-	-	-	-	-
Other surplus	その他の剰余金	285,544	325,587	348,289	-	-	-	-	-	-	-	-
Land revaluation	土地再評価差額金	-	-	-	-	-	-	(1,428)	(1,411)	(1,388)	(1,388)	(1,388)
Net unrealized holding gains on investment securities	その他有価証券評価差額金	-	-	-	-	-	103,669	70,432	41,489	75,930	63,184	54,708
Foreign currency translation adjustments	為替換算調整勘定	-	-	-	-	-	(15,450)	3,294	(6,551)	(17,833)	(5,421)	(18,068)
Treasury stock, at cost	自己株式	(5)	(15)	(6)	(109)	(188)	(314)	(489)	(9,257)	(9,307)	(9,280)	(586)
Total Shareholders' Equity	資本合計	443,587	509,406	536,082	546,145	588,564	707,972	690,562	613,308	655,553	640,767	659,988
Total Liabilities and Shareholders' Equity	負債、少数株主持分及び資本合計	1,247,189	1,369,016	1,429,036	1,494,558	1,494,970	1,812,890	1,767,410	1,626,768	1,700,764	1,653,546	1,651,122

(Notes)	(注)	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
1. Accumulated depreciation	1. 有形固定資産の減価償却累計額	644,147	684,253	727,260	782,615	786,659	824,852	849,039	893,436	878,226	876,910	900,055
2. Repurchase of notes receivable discounted	2. 受取手形割引高	20,664	10,688	8,683	5,292	5,376	3,600	3,210	2,087	742	1,769	881
3. Repurchase of notes receivable endorsed	3. 受取手形裏書譲渡高	178	1,353	1,064	469	446	431	651	704	630	553	731
4. Contingent liabilities	4. 保証債務(保証予約、経営指導念書含む)	-	-	-	22,112	13,095	11,737	11,219	10,996	9,068	8,999	16,605

Fact Book (Nov, 2004)

Consolidated Statements of Income
連結損益計算書

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(Millions of Yen)
(百万円)

		FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Net sales	売上高	1,160,753	1,262,993	1,297,082	1,281,100	1,308,563	1,478,740	1,485,021	1,488,914	1,542,402	734,526	812,132
Cost of sales	売上原価	936,658	1,010,208	1,047,537	1,051,575	1,057,406	1,182,884	1,224,218	1,243,526	1,271,741	610,567	665,184
Selling, general and administrative expenses	販売費及び一般管理費	169,150	179,572	188,330	175,441	187,467	200,687	214,638	215,556	222,458	109,639	113,835
Operating income	営業利益	54,945	73,211	61,214	54,084	63,690	95,169	46,165	29,832	48,203	14,320	33,113
Non-operating income	営業外収益											
Interest income	受取利息	2,934	2,015	2,355	2,715	2,051	2,164	2,030	1,403	1,043	497	390
Dividend income	受取配当金	5,737	4,648	5,380	6,197	4,728	5,502	4,297	4,129	4,623	3,010	2,429
Equity in net income of affiliates	持分法による投資利益	-	-	-	6,360	2,381	8,234	-	2,764	12,675	4,765	6,183
Other income	その他	9,803	11,561	12,576	10,848	13,747	12,263	14,662	10,874	13,246	6,307	6,585
Total	計	18,474	18,224	20,311	26,120	22,907	28,163	20,989	19,170	31,587	14,579	15,587
Non-operating expenses	営業外費用											
Interest expenses	支払利息	14,644	13,317	12,919	15,274	11,512	10,622	10,050	7,767	6,053	3,325	2,821
Equity in net losses of affiliates	持分法による投資損失	-	-	-	-	-	-	573	-	-	-	-
Other expenses	その他	7,531	12,159	9,594	12,440	14,320	22,593	17,750	20,624	13,049	7,442	7,773
Total	計	22,175	25,476	22,513	27,714	25,832	33,215	28,373	28,391	19,102	10,767	10,594
Ordinary income	経常利益	51,244	65,960	59,013	52,490	60,765	90,117	38,781	20,611	60,688	18,132	38,106
Extraordinary profit	特別利益											
Gain on sales of fixed assets	固定資産売却益	1,214	205	-	641	593	2,373	2,841	4,012	2,576	1,795	4,373
Gain on sales of investment securities	投資有価証券売却益	355	161	538	3,071	-	7,184	13,982	6,581	3,181	465	6,509
Reversal of prior service costs	退職給付過去勤務債務取崩益	-	-	-	-	-	867	2,190	3,759	2,256	1,213	1,647
Gain on exemption from substitutional portion of the employees' pension funds	退職給付代行部分返上益	-	-	-	-	-	-	-	17,606	14,929	-	-
Gain on securities contributed to employees' retirement benefit trust	退職給付信託設定益	-	-	-	-	-	100,046	-	-	-	-	14,910
Other	他	-	-	1,304	-	4,162	-	-	-	-	-	-
Total	計	1,569	366	1,842	3,713	4,755	110,470	19,013	31,958	22,942	3,473	27,439
Extraordinary loss	特別損失											
Loss on disposal of fixed assets	固定資産売却損	2,314	3,426	2,747	2,027	3,803	3,875	4,198	4,367	3,307	1,420	1,702
Provision for loss on investment securities	投資有価証券等評価損	-	-	1,830	-	1,822	4,283	1,863	3,834	736	313	364
Restructuring expenses	事業構造改善費	-	-	-	-	-	3,234	8,408	48,802	7,562	-	29,175
Pension costs of prior years	退職給付費用	-	-	-	-	-	115,933	4,462	4,210	5,771	89	89
Loss on disposal of inventories	棚卸資産処分損	-	-	-	-	-	-	11,112	-	-	-	-
Loss on construction contracts	受注工事損失	-	-	-	-	-	-	1,901	-	-	-	-
Other	他	-	8,617	-	4,886	13,163	-	-	-	-	-	-
Total	計	2,314	12,043	4,578	6,913	18,788	127,325	31,944	61,213	17,376	1,822	31,330
Income before income taxes	税金等調整前当期純利益	50,499	54,284	56,277	49,290	46,732	73,262	25,850	(8,644)	66,254	19,783	34,215
Income and enterprise taxes	法人税、住民税及び事業税	-	-	-	23,602	27,755	43,360	19,847	21,860	23,813	11,539	13,528
Income taxes	法人税及び住民税	21,345	27,986	25,358	-	-	-	-	-	-	-	-
Adjustment for income taxes	法人税等調整額	(441)	(6,461)	(2,224)	1,656	(10,995)	(15,921)	(8,126)	(17,275)	3,108	(4,217)	5,608
Minority Interests	少数株主損益	5,204	6,878	6,155	3,725	6,388	5,600	5,869	6,663	13,698	4,383	5,891
Amortization of consolidation difference	連結調整勘定当期償却額	67	33	(34)	-	-	-	-	-	-	-	-
Equity in undistributed net income of unconsolidated subsidiaries and affiliates	持分法による投資損益	3,750	6,359	6,098	-	-	-	-	-	-	-	-
Net Income	当期純利益	28,074	32,207	33,120	20,307	23,584	40,223	8,260	(19,892)	25,635	8,078	9,188

Fact Book (Nov, 2004)

Consolidated Statements of Cash Flows
連結キャッシュ・フロー計算書

11 / 14

(Millions of Yen)
(百万円)

		FY1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Cash Flows from Operating Activities	営業活動によるキャッシュ・フロー								
Income before income and enterprise taxes and other adjustments	税金等調整前当期純利益	49,290	46,732	73,262	25,850	(8,644)	66,254	19,783	34,215
Depreciation and amortization	減価償却費	71,105	72,236	74,375	88,235	99,497	82,519	40,358	37,708
Equity in net income of unconsolidated subsidiaries and affiliates	持分法による投資損益	(6,360)	(2,381)	(8,234)	573	(2,764)	(12,675)	(4,765)	(6,183)
Decrease(Increase) in trade notes and accounts receivables	売上債権の減少額(増加額)	5,101	10,359	(47,321)	42,632	3,335	(22,555)	34,750	19,289
Decrease(Increase) in inventories	棚卸資産の減少額(増加額)	21,625	7,882	(41,427)	8,006	19,157	870	(6,182)	(8,270)
Increase(Decrease) in trade notes and accounts payable	仕入債務の増加額(減少額)	(18,553)	24,173	38,089	(41,348)	2,270	9,461	(24,074)	(2,952)
Others, net	その他	6,906	(2,611)	23,131	20,122	23,097	(15,616)	(5,964)	(1,673)
Sub total	小計	129,114	156,390	111,875	144,070	135,948	108,258	53,906	72,134
Interest and dividends received	利息及び配当金の受取額	13,191	7,385	10,012	9,177	8,707	7,026	3,868	5,043
Interest paid	利息の支払額	(14,457)	(11,629)	(10,731)	(10,097)	(7,472)	(5,648)	(3,163)	(2,544)
Income taxes paid	法人税等の支払額	(28,166)	(26,349)	(27,989)	(39,824)	(16,244)	(23,857)	(15,811)	(15,715)
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	99,682	125,797	83,167	103,326	120,939	85,779	38,800	58,918
Cash Flows from Investing Activities	投資活動によるキャッシュ・フロー								
Payment for purchase of securities	有価証券及び投資有価証券の取得による支出	(23,344)	(11,413)	(10,506)	(14,502)	(9,337)	(18,822)	(6,139)	(5,244)
Proceeds from the sales of securities and investment securities	有価証券及び投資有価証券の売却による収入	-	16,782	10,805	18,715	12,171	9,225	2,561	13,106
Payment for purchase of property, plant and equipment	有形固定資産の取得による支出	(102,790)	(68,159)	(101,835)	(149,001)	(97,955)	(82,556)	(43,855)	(49,854)
Others, net	その他	12,571	4,231	2,017	5,579	2,672	17,219	18,062	13,533
Net cash used in investing activities	投資活動によるキャッシュ・フロー	(113,563)	(58,559)	(99,519)	(139,209)	(92,449)	(74,934)	(29,371)	(28,459)
Cash Flows from Financing Activities	財務活動によるキャッシュ・フロー								
Net increase(decrease) in short-term loan payable	短期借入金の純増加額(純減少額)	(19,561)	(12,967)	(6,740)	(550)	(12,226)	(4,156)	(11,066)	27
Proceeds from long-term loan payable	長期借入による収入	24,365	7,998	8,968	51,019	19,128	9,397	4,577	2,883
Repayment of long-term loan payable	長期借入金の返済による支出	(26,139)	(27,539)	(19,580)	(20,043)	(33,793)	(21,273)	(8,505)	(10,069)
Proceed from issuance of commercial paper	コマーシャル・ペーパー発行による収入	-	-	-	-	-	-	-	-
Proceeds from long-term debt	社債の発行による収入	72,300	-	30,000	38,500	20,000	59,000	46,000	7,000
Repayment of long-term debt	社債の償還による支出	(10,034)	(50,000)	(10,000)	(33,690)	(31,000)	(32,014)	(15,014)	(10,000)
Issuance of common stock	親会社の株式の発行による収入	0	29,828	-	-	-	-	-	-
Cash dividends paid by parent company	親会社による配当金の支払額	(7,282)	(7,387)	(7,494)	(8,242)	(6,743)	(5,904)	(2,952)	(2,952)
Others, net	その他	(195)	(2,348)	(696)	(2,350)	(10,750)	(3,637)	(2,600)	493
Net cash provided by (used in) financing activities	財務活動によるキャッシュ・フロー	33,454	(62,415)	(5,542)	24,644	(55,384)	1,413	10,440	(12,618)
Effect of exchange rate changes on cash and cash equivalents	現金及び現金同等物に係る換算差額	(1,640)	(3,147)	988	3,363	(2,791)	(2,013)	369	527
Net increase(decrease) in cash and cash equivalents	現金及び現金同等物の増加額(減少額)	17,933	1,676	(20,906)	(7,876)	(29,685)	10,245	20,238	18,368
Cash and cash equivalents at the beginning of year	現金・現金同等物の期首残高	141,624	165,452	171,002	150,181	142,861	125,919	125,919	138,114
Cash and cash equivalents of newly consolidated subsidiaries	新規連結子会社に係る現金及び現金同等物の残高	5,895	3,874	85	556	12,743	1,950	1,450	2,761
Cash and cash equivalents at the end of year	現金・現金同等物の期末残高	165,452	171,002	150,181	142,861	125,919	138,114	147,607	159,243

(Note)
Reconciliation of the balance of cash and cash equivalents at the end of the fiscal year and Cash and time deposits in the consolidated balance sheets

(注)
現金及び現金同等物の期末残高と連結貸借対照表に掲記されている科目の金額との関係

		FY1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Cash and time deposits	現金及び預金勘定	141,384	158,975	132,898	125,557	99,219	103,376	125,424	123,358
Time deposits with a maturity of 3 months or more at date of purchase	預入期間が3ヶ月を超える定期預金	(1,172)	(1,686)	(1,413)	(757)	(363)	(118)	(376)	(114)
Marketable securities and loans receivable	有価証券勘定・短期貸付金勘定	25,240	13,713	18,696	18,061	27,063	34,856	22,559	35,999
Cash and cash equivalents	現金及び現金同等物	165,452	171,002	150,181	142,861	125,919	138,114	147,607	159,243

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Segment Information by Geographic Area
所在地別セグメント情報

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(Millions of Yen)
(百万円)

Net sales	売上高	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Japan	日本	-	-	-	1,161,664	1,171,188	1,288,215	1,257,799	1,263,871	1,312,735	607,374	672,154
Americas	米州	-	-	-	124,419	142,051	194,934	207,754	189,482	173,805	95,297	100,714
Asia	アジア	-	-	-	73,376	85,473	115,040	138,968	148,329	175,857	89,687	110,223
Others	その他	-	-	-	21,041	29,012	43,375	56,437	59,658	77,018	38,756	48,185
Domestic	国内	1,088,569	1,172,534	1,185,908	-	-	-	-	-	-	-	-
Overseas	在外	145,619	185,047	211,780	-	-	-	-	-	-	-	-
Total	計	1,234,188	1,357,581	1,397,688	1,380,500	1,427,724	1,641,564	1,660,958	1,661,340	1,739,415	831,114	931,276
Elimination or Corporate	消去または全社	(73,435)	(94,588)	(100,606)	(99,400)	(119,161)	(162,824)	(175,937)	(172,426)	(197,013)	(96,588)	(119,144)
Consolidated	連結	1,160,753	1,262,993	1,297,082	1,281,100	1,308,563	1,478,740	1,485,021	1,488,914	1,542,402	734,526	812,132
Operating expenses	営業費用	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Japan	日本	-	-	-	1,117,839	1,119,299	1,208,528	1,222,638	1,249,522	1,286,147	603,608	654,752
Americas	米州	-	-	-	118,810	135,523	186,857	205,810	185,215	166,643	91,541	94,279
Asia	アジア	-	-	-	70,794	81,171	108,362	131,599	139,038	166,691	85,224	104,464
Others	その他	-	-	-	20,027	28,602	42,380	55,406	57,891	72,264	36,819	44,652
Domestic	国内	1,041,102	1,110,292	1,133,662	-	-	-	-	-	-	-	-
Overseas	在外	138,803	174,849	203,623	-	-	-	-	-	-	-	-
Total	計	1,179,906	1,285,142	1,337,286	1,327,470	1,364,595	1,546,127	1,615,453	1,631,666	1,691,745	817,192	898,147
Elimination or Corporate	消去または全社	(74,098)	(95,361)	(101,418)	(100,454)	(119,722)	(162,556)	(176,597)	(172,584)	(197,546)	(96,986)	(119,128)
Consolidated	連結	1,105,808	1,189,781	1,235,868	1,227,016	1,244,873	1,383,571	1,438,856	1,459,082	1,494,199	720,206	779,019
Operating income	営業利益	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Japan	日本	-	-	-	43,825	51,889	79,687	35,161	14,349	26,588	3,766	17,402
Americas	米州	-	-	-	5,609	6,528	8,077	1,944	4,267	7,162	3,756	6,435
Asia	アジア	-	-	-	2,582	4,302	6,678	7,369	9,291	9,166	4,463	5,759
Others	その他	-	-	-	1,014	410	995	1,031	1,767	4,754	1,937	3,533
Domestic	国内	47,466	62,241	52,245	-	-	-	-	-	-	-	-
Overseas	在外	6,816	10,197	8,157	-	-	-	-	-	-	-	-
Total	計	54,282	72,438	60,402	53,030	63,129	95,437	45,505	29,674	47,670	13,922	33,129
Elimination or Corporate	消去または全社	663	773	812	1,054	561	(268)	660	158	533	398	(16)
Consolidated	連結	54,945	73,211	61,214	54,084	63,690	95,169	46,165	29,832	48,203	14,320	33,113
Identifiable assets	資産	FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Japan	日本	-	-	-	1,225,570	1,240,385	1,508,887	1,467,204	1,390,737	1,414,140	-	-
Americas	米州	-	-	-	95,506	99,606	138,382	155,845	139,831	117,425	-	-
Asia	アジア	-	-	-	79,448	86,256	97,659	120,893	128,532	135,275	-	-
Others	その他	-	-	-	22,455	26,115	32,505	46,343	53,283	63,765	-	-
Domestic	国内	1,056,886	1,155,495	1,184,539	-	-	-	-	-	-	-	-
Overseas	在外	118,913	144,410	173,039	-	-	-	-	-	-	-	-
Total	計	1,175,800	1,299,905	1,357,579	1,422,979	1,452,362	1,777,433	1,790,285	1,712,383	1,730,605	-	-
Elimination or Corporate	消去または全社	71,389	69,111	71,457	71,579	42,608	35,457	(22,875)	(85,615)	(29,841)	-	-
Consolidated	連結	1,247,189	1,369,016	1,429,036	1,494,558	1,494,970	1,812,890	1,767,410	1,626,768	1,700,764	-	-

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Overseas Net Sales
海外売上高

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(Millions of Yen)
(百万円)

		FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Americas	米州	-	-	-	135,209	152,894	199,938	203,703	185,423	173,459	94,142	103,349
Ratio to consolidated net sales	連結売上高に占める割合(%)	-	-	-	10.5	11.7	13.5	13.7	12.5	11.3	12.8	12.7
Asia	アジア	-	-	-	91,716	86,299	112,530	130,267	143,316	149,584	74,810	94,183
Ratio to consolidated net sales	連結売上高に占める割合(%)	-	-	-	7.2	6.6	7.6	8.8	9.6	9.7	10.2	11.6
Others	その他	-	-	-	33,069	39,134	54,676	64,723	68,263	86,873	42,742	50,628
Ratio to consolidated net sales	連結売上高に占める割合(%)	-	-	-	2.6	3.0	3.7	4.3	4.6	5.6	5.8	6.3
Total	計	186,769	215,779	256,563	259,994	278,327	367,144	398,693	397,002	409,916	211,694	248,160
Ratio to consolidated net sales	連結売上高に占める割合(%)	16.1	17.1	19.8	20.3	21.3	24.8	26.8	26.7	26.6	28.8	30.6
Consolidated net sales	連結売上高	1,160,753	1,262,993	1,297,082	1,281,100	1,308,563	1,478,740	1,485,021	1,488,914	1,542,402	734,526	812,132

5. Financial Index

主要財務指標

Profitability Data
収益性指標(Millions of Yen)
(百万円)

		FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Net Sales	売上高	1,160,753	1,262,993	1,297,082	1,281,100	1,308,563	1,478,740	1,485,021	1,488,914	1,542,402	734,526	812,132
Operating Income	営業利益	54,945	73,211	61,214	54,084	63,690	95,169	46,165	29,832	48,203	14,320	33,113
Ordinary Income	経常利益	51,244	65,960	59,013	52,490	60,765	90,117	38,781	20,611	60,688	18,132	38,106
Income before Taxes	税前列益	50,499	54,284	56,277	49,290	46,732	73,262	25,850	(8,644)	66,254	19,783	34,215
Net Income	当期利益	28,074	32,207	33,120	20,307	23,584	40,223	8,260	(19,892)	25,635	8,078	9,188
Total Assets	総資産残高	1,247,189	1,369,016	1,429,036	1,494,558	1,494,970	1,812,890	1,767,410	1,626,768	1,700,764	1,653,546	1,651,122
Shareholders' Equity	株主資本	443,587	509,406	536,082	546,145	588,564	707,972	690,562	613,308	655,553	640,767	659,988
Return on Equity(%)	株主資本当期利益率(%)	6.5	6.8	6.3	3.8	4.2	6.2	1.2	(3.1)	4.0	2.6	2.8
Operating income / Total assets(%)	総資本営業利益率(%)	4.5	5.6	4.4	3.7	4.3	5.8	2.6	1.8	2.9	1.7	4.0
Capital employed	使用資本※	897,252	976,586	1,049,114	1,124,414	1,097,206	1,247,111	1,278,382	1,172,960	1,235,683	1,224,397	1,211,106
Operating income / Capital employed(%)	使用資本営業利益率(%)	6.3	7.8	6.0	5.0	5.7	8.1	3.7	2.4	4.0	2.4	5.4
Ordinary income / Net sales(%)	売上高経常利益率(%)	4.4	5.2	4.5	4.1	4.6	6.1	2.6	1.4	3.9	2.5	4.7
Return on Sales(%)	売上高当期利益率(%)	2.4	2.6	2.6	1.6	1.8	2.7	0.6	(1.3)	1.7	1.1	1.1

※総資産－無利子負債

Financial Stability Data
安全性指標

		FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Shareholders' Equity Ratio(%)	株主資本比率(%)	35.6	37.2	37.5	36.5	39.4	39.1	39.1	37.7	38.5	38.8	40.0
Interest-Bearing Debt	有利子負債残高	378,525	383,349	421,921	472,982	398,605	408,279	452,375	425,731	426,172	438,800	417,986
Debt / Equity Ratio(%)	有利子負債/株主資本比率(%)	85.3	75.3	78.7	86.6	67.7	57.7	65.5	69.4	65.0	68.5	63.3
Net cash provided by operating activities	営業活動によるキャッシュ・フロー				99,682	125,797	83,167	103,326	120,939	85,779	38,800	58,918
Interest paid	利息の支払額(キャッシュフローベース)				(14,457)	(11,629)	(10,731)	(10,097)	(7,472)	(5,648)	(3,163)	(2,544)
Interest Coverage Ratio(Times)	インタレストカバレッジレシオ(倍)				7.9	11.8	8.8	11.2	17.2	16.2	13.3	24.2
Current Assets	流動資産	654,065	740,467	758,367	772,832	778,746	856,206	801,067	765,293	795,084	756,083	809,944
Current Liabilities	流動負債	472,743	474,319	451,741	463,864	449,344	550,600	504,461	486,263	460,392	433,657	456,587
Current Ratio(%)	流動比率(%)	138.4	156.1	167.9	166.6	173.3	155.5	158.8	157.4	172.7	174.4	177.4

Efficiency Data
効率性指標

		FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Total Assets Turnover(Times)	総資本回転率	0.9	1.0	0.9	0.9	0.9	0.9	0.8	0.9	0.9	0.9	1.0
Inventories	棚卸資産残高	183,989	194,510	202,956	191,869	185,908	229,558	217,511	201,548	195,811	207,361	200,847
Inventory Turnover(Times)	棚卸資産回転率	6.5	6.7	6.5	6.5	6.9	7.1	6.6	7.1	7.8	7.2	8.2
Account Receivable	売上債権残高	343,847	372,040	363,067	374,483	368,587	415,825	378,148	372,830	389,721	337,387	371,702
Account Receivable Turnover(Times)	売上債権回転率	3.5	3.5	3.5	3.5	3.5	3.8	3.7	4.0	4.0	4.1	4.3

Per Share Data
一株当たり指標(Yen)
(円)

		FY1995	1996	1997	1998	1999	2000	2001	2002	2003	1H/2003	1H/2004
Net Income per Share	一株当たり当期純利益	39.49	45.22	45.51	27.89	31.70	53.69	11.03	(26.89)	34.29	10.95	12.29
Earnings before Depreciation and Amortization per Share	一株当たりキャッシュフロー利益	124.8	135.8	139.5	125.5	128.8	153.0	128.8	106.5	146.6	131.3	125.4
Shareholders' Equity per Share	一株当たり純資産	623.97	701.55	736.20	750.17	785.61	944.98	921.82	830.91	888.06	868.44	871.03