

# 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す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		FY2005	2006 A	Change
上期実績		1H ①	1H ②	②-①
Net sales	売上高	923,207	1,109,605	186,398
Operating income	営業利益	44,212	48,647	4,435
Ordinary income	経常利益	51,002	54,153	3,151
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	3,641	5,553	1,912
Extraordinary profit total	特別利益計	3,641	5,553	1,912
Restructuring expenses	事業構造改善費	-	-	-
Loss on disposal of inventories	棚卸資産処分損	-	-	-
Other extraordinary loss	その他特別損失	6,091	4,827	(1,264)
Extraordinary loss total	特別損失計	6,091	4,827	(1,264)
Income (loss) before income taxes and minority interests	税金等調整前当期純利益	48,552	54,879	6,327
Net Income(loss)	当期純利益	24,991	29,062	4,071

Full Year Forecast  
年間予想

		FY2000	2001	2002	2003	2004	2005 ①	2006 E ②	Change ②-①
Net sales	売上高	1,478,740	1,485,021	1,488,914	1,542,402	1,740,198	2,007,134	2,300,000	292,866
Operating income	営業利益	95,169	46,165	29,832	48,203	81,429	105,495	115,000	9,505
Ordinary income	経常利益	90,117	38,781	20,611	60,688	92,498	113,194	125,000	11,806
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	110,470	19,013	14,352	8,013	36,587	8,251	6,500	(1,751)
Extraordinary profit total	特別利益計	110,470	19,013	31,958	22,942	36,587	8,251	6,500	(1,751)
Restructuring expenses	事業構造改善費	3,234	8,408	48,802	7,562	34,282	-	-	-
Loss on disposal of inventories	棚卸資産処分損	-	11,112	-	-	-	-	-	-
Other extraordinary loss	その他特別損失	124,091	12,424	12,411	9,814	4,673	13,166	10,000	(3,166)
Extraordinary loss total	特別損失計	127,325	31,944	61,213	17,376	38,955	13,166	10,000	(3,166)
Income (loss) before income taxes and minority interests	税金等調整前当期純利益	73,262	25,850	(8,644)	66,254	90,130	108,279	121,500	13,221
Net Income(loss)	当期純利益	40,223	8,260	(19,892)	25,635	36,540	58,346	62,000	3,654

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		FY2005 1H ①	2006 A 1H ②	Change ② - ①
Automotive	自動車	421,396	506,958	85,562
Information and communications	情報通信	147,843	156,935	9,092
Electronics	エレクトロニクス	82,865	103,188	20,323
Electric wire and cable, energy	電線・機材・エネルギー	167,600	227,949	60,349
Industrial materials and others	産業素材他	123,906	143,032	19,126
Eliminations and corporate	消去又は全社	(20,403)	(28,457)	(8,054)
<b>Consolidated Total</b>	<b>連結合計</b>	<b>923,207</b>	<b>1,109,605</b>	<b>186,398</b>

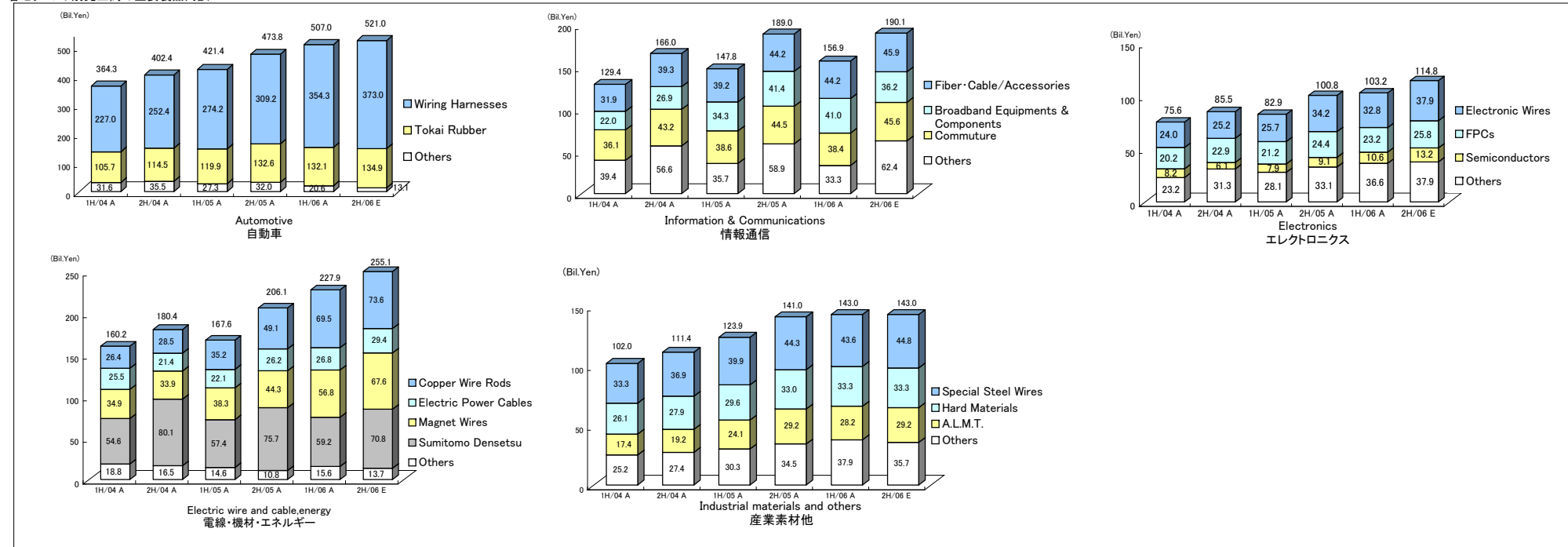
Full Year  
年間

(business segment)

		FY2000	2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	546,500	568,100	633,100	686,100	766,700	895,165	1,028,000	132,835
Information and communications	情報通信	299,600	340,100	294,900	282,700	295,400	336,808	347,000	10,192
Electronics	エレクトロニクス	123,100	106,600	118,800	144,300	161,100	183,706	218,000	34,294
Electric wire and cable, energy	電線・機材・エネルギー	344,800	322,000	299,900	283,000	340,600	373,748	483,000	109,252
Industrial materials and others	産業素材他	197,800	181,400	175,000	182,200	213,400	264,889	286,000	21,111
Eliminations and corporate	消去又は全社	(33,060)	(33,179)	(32,786)	(35,898)	(37,002)	(47,182)	(62,000)	(14,818)
<b>Consolidated Total</b>	<b>連結合計</b>	<b>1,478,740</b>	<b>1,485,021</b>	<b>1,488,914</b>	<b>1,542,402</b>	<b>1,740,198</b>	<b>2,007,134</b>	<b>2,300,000</b>	<b>292,866</b>

Breakdown of Each Business Segment

各セグメント別売上高の主要製品内訳



# Fact Book (Nov, 2006)

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

(Millions of Yen)  
(百万円)

1st Half Result 上期実績		FY2005 1H ①	2006 A 1H ②	Change ② - ①
Automotive	自動車	25,850	19,157	(6,693)
Information and communications	情報通信	773	3,342	2,569
Electronics	エレクトロニクス	5,922	9,196	3,274
Electric wire and cable, energy	電線・機材・エネルギー	(940)	3,568	4,508
Industrial materials and others	産業素材他	12,490	13,283	793
Eliminations and corporate	消去又は全社	117	101	(16)
Consolidated Total	連結合計	44,212	48,647	4,435

Full Year 年間		FY2000	2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	31,500	25,600	37,100	43,400	49,900	51,119	44,700	(6,419)
Information and communications	情報通信	32,200	24,100	(11,900)	(12,200)	(6,900)	13,535	14,000	465
Electronics	エレクトロニクス	9,400	(8,100)	(4,600)	4,300	11,600	13,745	20,000	6,255
Electric wire and cable, energy	電線・機材・エネルギー	9,300	900	3,400	(200)	6,700	1,487	8,500	7,013
Industrial materials and others	産業素材他	12,000	2,900	5,400	12,600	19,900	25,425	27,400	1,975
Eliminations and corporate	消去又は全社	769	765	432	303	229	184	400	216
Consolidated Total	連結合計	95,169	46,165	29,832	48,203	81,429	105,495	115,000	9,505

## Assets by Business Segment 事業セグメント別資産残高

Capital Employed; Total Assets - Interest-free Liabilities  
使用資本; 総資産 - 無利子負債

(Millions of Yen)  
(百万円)

		FY2000	2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	278,000	296,000	314,200	316,700	364,800	466,700	469,800	3,100
Information and communications	情報通信	193,200	223,300	196,100	175,600	148,600	144,800	145,800	1,000
Electronics	エレクトロニクス	80,000	97,600	84,200	86,700	96,000	99,500	105,800	6,300
Electric wire and cable, energy	電線・機材・エネルギー	189,800	156,600	151,200	155,700	154,000	155,200	170,500	15,300
Industrial materials and others	産業素材他	229,200	207,800	182,100	181,300	192,900	233,400	238,000	4,600
Corporate	コーポレート資産	276,900	297,000	245,100	319,800	293,100	322,600	345,300	22,700
Consolidated Total	連結合計	1,247,100	1,278,300	1,172,900	1,235,800	1,249,400	1,422,200	1,475,200	53,000

(Millions of Yen)  
(百万円)

Total Assets 総資産		FY2000	2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	434,900	467,800	504,600	513,000	586,700	729,400	746,700	17,300
Information and communications	情報通信	266,600	325,300	276,300	267,000	243,900	232,200	239,700	7,500
Electronics	エレクトロニクス	109,700	115,100	105,700	118,400	123,900	138,800	141,100	2,300
Electric wire and cable, energy	電線・機材・エネルギー	295,200	265,300	251,300	240,400	251,300	248,300	291,700	43,400
Industrial materials and others	産業素材他	303,700	276,400	235,000	242,500	260,100	321,900	319,700	(2,200)
Eliminations and corporate	消去又は全社	402,800	317,500	253,900	319,500	269,900	320,400	336,700	16,300
Consolidated Total	連結合計	1,812,900	1,767,400	1,626,800	1,700,800	1,735,800	1,991,000	2,075,600	84,600

※住友3M、住友ゴム株式等の全社共通資産は「コーポレート資産」に含みます。

## 3. Capital Expenditure/ Depreciation and Amortization/ R&amp;D Expenses

設備投資, 減価償却費, 研究開発費

Capital Expenditure (Investment fixed assets)  
設備投資(Millions of Yen)  
(百万円)

		FY2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	39,800	47,200	48,200	55,700	72,700	74,000	1,300
Information and communications	情報通信	46,400	18,800	10,400	8,400	9,200	11,500	2,300
Electronics	エレクトロニクス	18,700	8,300	7,800	10,000	10,000	13,000	3,000
Electric wire and cable, energy	電線・機材・エネルギー	8,500	4,800	8,000	7,200	7,200	8,500	1,300
Industrial materials and others	産業素材他	13,300	8,100	9,600	20,800	22,700	21,000	(1,700)
Consolidated Total	連結合計	126,700	87,200	84,000	102,100	121,800	128,000	6,200

Depreciation and Amortization  
減価償却費(Millions of Yen)  
(百万円)

		FY2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	36,300	37,000	36,800	39,700	45,000	50,200	5,200
Information and communications	情報通信	17,800	19,900	16,900	11,800	10,700	10,000	(700)
Electronics	エレクトロニクス	10,800	9,900	9,000	8,600	10,100	10,800	700
Electric wire and cable, energy	電線・機材・エネルギー	9,100	8,400	8,000	7,400	7,400	7,400	0
Industrial materials and others	産業素材他	14,200	13,900	11,800	12,500	14,000	16,600	2,600
Consolidated Total	連結合計	88,200	89,100	82,500	80,000	87,200	95,000	7,800

10,400 (別途、特別損失計上分)

R&D Expenses  
研究開発費(Millions of Yen, %)  
(百万円, %)

		FY2001	2002	2003	2004	2005 ①	2006 E ②	Change ② - ①
Automotive	自動車	20,600	22,500	28,000	31,500	39,900	40,800	900
Information and communications	情報通信	14,800	14,600	14,700	12,200	11,000	12,300	1,300
Electronics	エレクトロニクス	4,900	4,600	4,900	5,200	6,000	7,100	1,100
Electric wire and cable, energy	電線・機材・エネルギー	2,900	3,500	4,900	4,500	4,400	4,100	(300)
Industrial materials and others	産業素材他	5,300	3,400	2,700	3,100	3,100	3,700	600
Consolidated Total	連結合計	48,500	48,600	55,200	56,500	64,400	68,000	3,600
R&D Expense / Net Sales	売上高比率	3.3	3.3	3.6	3.2	3.2	3.0	(0.2)

## 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	FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Current Assets	流動資産	856,206	801,067	765,293	795,084	865,231	943,168	860,772	996,739
Cash and time deposits	現金及び預金	132,898	125,557	99,219	103,376	152,962	144,634	144,535	143,080
Trade notes and accounts	受取手形及び売掛金	412,225	374,938	370,743	388,979	420,491	475,789	404,481	505,509
Marketable securities	有価証券	2,263	1,563	1,270	-	-	-	-	-
Inventories	棚卸資産	229,558	217,511	201,548	195,811	204,307	233,315	219,061	263,863
Advances to suppliers	前渡金	5,213	3,262	1,568	-	-	-	-	-
Deferred tax assets	繰延税金資産	-	-	-	24,749	28,355	33,118	29,313	31,701
Other current assets	その他	77,771	81,673	93,826	85,342	62,556	59,987	66,547	57,817
Allowance for doubtful receivables	貸倒引当金	(3,722)	(3,437)	(2,881)	(3,173)	(3,440)	(3,675)	(3,165)	(5,231)
Fixed Assets	固定資産	956,684	966,343	861,475	905,680	870,583	1,047,880	936,409	1,034,725
Property, plant and equipment	有形固定資産	503,501	550,521	515,461	487,601	471,455	516,413	487,141	531,060
Buildings and structures	建物及び構築物	165,079	182,961	183,406	179,382	166,273	175,161	167,034	181,206
Machinery and equipment	機械装置及び運搬具等	240,507	265,743	234,893	219,030	219,304	253,110	231,523	265,723
Land	土地	73,004	71,670	73,301	72,240	69,443	69,147	69,830	69,208
Construction in progress	建設仮勘定	24,911	30,147	23,861	16,949	16,435	18,995	18,754	14,923
Intangible assets	無形固定資産	18,129	22,723	19,439	19,692	19,288	31,418	19,989	30,944
Investments and long-term receivables	投資その他資産	435,054	393,099	326,575	398,387	379,840	500,049	429,279	472,721
Investment securities	投資有価証券	385,692	338,378	254,928	340,856	327,785	448,117	375,463	421,607
Long-term loans receivables	長期貸付金	4,359	4,316	3,731	-	-	-	-	-
Deferred tax assets	繰延税金資産	-	-	-	26,023	21,678	19,116	21,471	19,614
Other	その他	48,104	53,270	70,860	34,177	32,878	35,242	34,861	33,572
Allowance for doubtful receivables	貸倒引当金	(3,101)	(2,865)	(2,944)	(2,669)	(2,501)	(2,426)	(2,516)	(2,072)
Goodwill on consolidation	連結調整勘定	-	-	-	-	-	-	-	-
Foreign currency translation adjustments	為替換算調整勘定	-	-	-	-	-	-	-	-
Total Assets	資産合計	1,812,890	1,767,410	1,626,768	1,700,764	1,735,814	1,991,048	1,797,181	2,031,464

Liabilities and Shareholders' Equity	負債及び資本の部	FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
<b>Current Liabilities</b>	<b>流動負債</b>	550,600	504,461	486,263	460,392	510,990	603,897	501,671	636,753
Trade notes payable and trade accounts payable	支払手形及び買掛金	251,361	214,486	211,869	219,125	248,492	281,824	240,994	283,506
Short-term bank loans	短期借入金	104,767	120,234	99,760	93,446	95,377	102,307	102,502	121,413
Current portion of long-term debt	1年以内社債償還予定額	33,692	31,000	37,300	15,170	25,130	60,000	18,130	60,000
Income and enterprise taxes payable	未払法人税等	29,989	8,287	15,180	-	-	-	-	-
Accrued expenses	未払費用	60,991	61,931	62,244	62,383	66,345	73,482	65,957	76,786
Advances from customers	前受金	12,392	8,135	12,350	-	-	-	-	-
Other current liabilities	その他	57,408	60,388	47,560	70,268	75,646	86,284	74,088	95,048
<b>Long-term Liabilities</b>	<b>固定負債</b>	423,458	436,942	393,276	430,861	390,134	417,759	411,052	417,825
Long-term debt	社債	226,158	233,658	216,358	258,421	244,466	232,710	246,016	224,630
Long-term bank loans	長期借入金	43,662	67,483	72,313	59,135	49,682	57,791	50,217	73,394
Accrued pension and severance costs	退職給付引当金	67,926	72,600	77,243	62,307	34,465	31,492	33,568	29,530
Deferred tax liabilities	繰延税金負債	-	-	-	42,114	43,409	83,859	61,207	78,664
Other long-term liabilities	その他	85,712	63,201	27,362	8,884	18,112	11,907	20,044	11,607
<b>Total Liabilities</b>	<b>負債合計</b>	974,058	941,403	879,539	891,253	901,124	1,021,656	912,723	1,054,578
Minority Interests	少数株主持分	130,860	135,445	133,921	153,958	143,818	158,271	146,816	-
<b>Net Assets (Shareholders' Equity)</b>	<b>純資産 (資本)</b>								
<b>Shareholders' Equity</b>	<b>株主資本</b>	-	-	-	-	-	-	-	716,578
Common stock	資本金	96,230	96,231	96,231	96,231	96,231	96,774	96,232	96,782
Capital surplus	資本剰余金	105,910	105,911	105,911	105,912	116,930	117,474	116,932	117,487
Retained earnings	利益剰余金	417,927	416,611	386,896	406,008	433,017	480,281	452,383	502,894
Treasury stock, at cost	自己株式	(314)	(489)	(9,257)	(9,307)	(578)	(611)	(604)	(585)
<b>Valuation, Translation Adjustment and Others</b>	<b>評価・換算差額等</b>	-	-	-	-	-	-	-	101,460
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	63,605	116,926	85,547	101,509
Deferred gains or losses on derivatives	繰延ヘッジ損益	-	-	-	-	-	-	-	(73)
Land revaluation	土地再評価差額金	-	(1,428)	(1,411)	(1,388)	(1,388)	(1,411)	(1,389)	(1,411)
Foreign currency translation adjustments	為替換算調整勘定	(15,450)	3,294	(6,551)	(17,833)	(16,945)	1,688	(11,459)	1,435
Share Subscription Rights	新株予約権	-	-	-	-	-	-	-	8
Minority Interests	少数株主持分	-	-	-	-	-	-	-	158,840
<b>Total Net Assets (Total Shareholders' Equity)</b>	<b>純資産合計 (資本合計)</b>	707,972	690,562	613,308	655,553	690,872	811,121	737,642	976,886
<b>Total Liabilities and Net Assets</b>	<b>負債・純資産合計</b>	1,812,890	1,767,410	1,626,768	1,700,764	1,735,814	1,991,048	1,797,181	2,031,464

(Notes)	(注)	FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
1.Accumulated depreciation	1.有形固定資産の減価償却累計額	824,852	849,039	893,436	878,226	878,806	933,631	903,652	965,338
2.Repurchase of notes receivable discounted	2.受取手形割引高	3,600	3,210	2,087	742	374	172	215	802
3.Repurchase of notes receivable endorsed	3.受取手形裏書譲渡高	431	651	704	630	530	328	283	320
4.Contingent liabilities	4.保証債務(保証予約、経営指導念書含む)	11,737	11,219	10,996	9,068	15,456	18,973	16,816	17,558

Consolidated Statements of Income  
連結損益計算書(Millions of Yen)  
(百万円)

		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Net sales	売上高	1,478,740	1,485,021	1,488,914	1,542,402	1,740,198	2,007,134	923,207	1,109,605
Cost of sales	売上原価	1,182,884	1,224,218	1,243,526	1,271,741	1,426,241	1,645,805	752,492	923,211
Selling, general and administrative expenses	販売費及び一般管理費	200,687	214,638	215,556	222,458	232,528	255,834	126,503	137,747
Operating income	営業利益	95,169	46,165	29,832	48,203	81,429	105,495	44,212	48,647
Non-operating income	営業外収益								
Interest income	受取利息	2,164	2,030	1,403	1,043	869	1,480	636	984
Dividend income	受取配当金	5,502	4,297	4,129	4,623	3,994	4,007	2,623	2,597
Equity in net income of affiliates	持分法による投資利益	8,234	-	2,764	12,675	13,875	17,417	8,538	6,898
Other income	その他	12,263	14,662	10,874	13,246	14,069	14,567	6,533	6,345
Total	計	28,163	20,989	19,170	31,587	32,807	37,471	18,330	16,824
Non-operating expenses	営業外費用								
Interest expenses	支払利息	10,622	10,050	7,767	6,053	5,676	6,624	3,186	4,353
Equity in net losses of affiliates	持分法による投資損失	-	573	-	-	-	-	-	-
Other expenses	その他	22,593	17,750	20,624	13,049	16,062	23,148	8,354	6,965
Total	計	33,215	28,373	28,391	19,102	21,738	29,772	11,540	11,318
Ordinary income	経常利益	90,117	38,781	20,611	60,688	92,498	113,194	51,002	54,153
Extraordinary profit	特別利益								
Gain on sales of fixed assets	固定資産売却益	2,373	2,841	4,012	2,576	7,078	2,853	969	3,433
Gain on sales of investment securities	投資有価証券売却益	7,184	13,982	6,581	3,181	7,585	1,668	956	223
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	3,391	3,730	1,716	1,897
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	-	-	-	-	3,623	-	-	-
Total	計	110,470	19,013	31,958	22,942	36,587	8,251	3,641	5,553
Extraordinary loss	特別損失								
Loss on disposal of fixed assets	固定資産売却損	3,875	4,198	4,367	3,307	3,742	4,296	1,825	1,392
Provision for loss on investment securities	投資有価証券評価損	4,283	1,863	3,834	736	754	949	268	339
Restructuring expenses	事業構造改善費	3,234	8,408	48,802	7,562	34,282	-	-	-
Pension costs of prior years	退職給付費用	115,933	4,462	4,210	5,771	177	-	-	-
Impairment losses of fixed assets	減損損失	-	-	-	-	-	6,560	2,637	991
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	-	-	-	-	-	1,361	1,361	2,105
Total	計	127,325	31,944	61,213	17,376	38,955	13,166	6,091	4,827
Income(loss) before income taxes and minority interests	税金等調整前当期純利益	73,262	25,850	(8,644)	66,254	90,130	108,279	48,552	54,879
Income and enterprise taxes	法人税、住民税及び事業税	43,360	19,847	21,860	23,813	28,404	36,679	15,439	14,992
Income taxes	法人税及び住民税	-	-	-	-	-	-	-	-
Adjustment for income taxes	法人税等調整額	(15,921)	(8,126)	(17,275)	3,108	10,582	1,658	2,456	6,230
Minority Interests	少数株主損益	5,600	5,869	6,663	13,698	14,604	11,596	5,666	4,595
Amortization of consolidation difference	連結調整勘定当期償却額	-	-	-	-	-	-	-	-
Equity in undistributed net income of unconsolidated subsidiaries and affiliates	持分法による投資損益	-	-	-	-	-	-	-	-
Net Income(loss)	当期純利益	40,223	8,260	(19,892)	25,635	36,540	58,346	24,991	29,062

## Fact Book (Nov, 2006)

Consolidated Statements of Cash Flows

連結キャッシュ・フロー計算書

8 / 10

(Millions of Yen)

(百万円)

		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
<b>Cash Flows from Operating Activities</b>	<b>営業活動によるキャッシュ・フロー</b>								
Income before income and enterprise taxes and other adjustments	税金等調整前当期純利益	73,262	25,850	(8,644)	66,254	90,130	108,279	48,552	54,879
Depreciation and amortization	減価償却費	74,375	88,235	99,497	82,519	80,005	87,151	40,410	45,916
Equity in net income of unconsolidated subsidiaries and affiliates	持分法による投資損益	(8,234)	573	(2,764)	(12,675)	(13,875)	(17,417)	(8,538)	(6,898)
Decrease(Increase) in trade notes and accounts receivables	売上債権の減少額(増加額)	(47,321)	42,632	3,335	(22,555)	(29,973)	(37,823)	19,197	(21,250)
Decrease(Increase) in inventories	棚卸資産の減少額(増加額)	(41,427)	8,006	19,157	870	(12,819)	(13,239)	(14,406)	(29,749)
Increase(Decrease) in trade notes and accounts payable	仕入債務の増加額(減少額)	38,089	(41,348)	2,270	9,461	28,663	9,628	(15,107)	1,767
Others, net	その他	23,131	20,122	23,097	(15,616)	(10,928)	18,403	(754)	11,254
Sub total	小計	111,875	144,070	135,948	108,258	131,203	154,982	69,354	55,919
Interest and dividends received	利息及び配当金の受取額	10,012	9,177	8,707	7,026	9,754	10,091	7,025	9,975
Interest paid	利息の支払額	(10,731)	(10,097)	(7,472)	(5,648)	(5,335)	(6,357)	(2,952)	(3,869)
Income taxes paid	法人税等の支払額	(27,989)	(39,824)	(16,244)	(23,857)	(26,643)	(33,743)	(17,227)	(21,735)
<b>Net cash provided by operating activities</b>	<b>営業活動によるキャッシュ・フロー</b>	<b>83,167</b>	<b>103,326</b>	<b>120,939</b>	<b>85,779</b>	<b>108,979</b>	<b>124,973</b>	<b>56,200</b>	<b>40,290</b>
<b>Cash Flows from Investing Activities</b>	<b>投資活動によるキャッシュ・フロー</b>								
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	(10,506)	(14,502)	(9,337)	(18,822)	(15,023)	(20,283)	(9,109)	(5,505)
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	10,805	18,715	12,171	9,225	16,027	3,932	2,142	562
Payment for purchase of property, plant and equipment	有形固定資産の取得による支出	(101,835)	(149,001)	(97,955)	(82,556)	(97,212)	(113,911)	(52,564)	(60,257)
Others, net	その他	2,017	5,579	2,672	17,219	16,271	(25,078)	(1,467)	5,232
<b>Net cash used in investing activities</b>	<b>投資活動によるキャッシュ・フロー</b>	<b>(99,519)</b>	<b>(139,209)</b>	<b>(92,449)</b>	<b>(74,934)</b>	<b>(79,937)</b>	<b>(155,340)</b>	<b>(60,998)</b>	<b>(59,968)</b>
<b>Cash Flows from Financing Activities</b>	<b>財務活動によるキャッシュ・フロー</b>								
Net increase(decrease) in short-term loan payable	短期借入金金の純増加額(純減少額)	(6,740)	(550)	(12,226)	(4,156)	5,488	(250)	5,807	16,806
Proceeds from long-term loan payable	長期借入による収入	8,968	51,019	19,128	9,397	5,929	22,451	7,125	20,971
Repayment of long-term loan payable	長期借入金の返済による支出	(19,580)	(20,043)	(33,793)	(21,273)	(22,805)	(15,679)	(6,234)	(6,379)
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	30,000	38,500	20,000	59,000	12,000	50,000	10,000	-
Repayment of long-term debt	社債の償還による支出	(10,000)	(33,690)	(31,000)	(32,014)	(15,170)	(25,130)	(15,000)	(8,000)
Issuance of common stock	親会社の株式の発行による収入	-	-	-	-	-	-	-	-
Cash dividends paid by parent company	親会社による配当金の支払額	(7,494)	(8,242)	(6,743)	(5,904)	(6,742)	(8,336)	(3,789)	(5,311)
Others, net	その他	(696)	(2,350)	(10,750)	(3,637)	2,897	(1,954)	(1,518)	(2,054)
<b>Net cash provided by (used in) financing activities</b>	<b>財務活動によるキャッシュ・フロー</b>	<b>(5,542)</b>	<b>24,644</b>	<b>(55,384)</b>	<b>1,413</b>	<b>(18,403)</b>	<b>21,102</b>	<b>(3,609)</b>	<b>16,033</b>
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	988	3,363	(2,791)	(2,013)	1,361	810	(165)	968
<b>Net increase(decrease) in cash and cash equivalents</b>	<b>現金及び現金同等物の増加額(減少額)</b>	<b>(20,906)</b>	<b>(7,876)</b>	<b>(29,685)</b>	<b>10,245</b>	<b>12,000</b>	<b>(8,455)</b>	<b>(8,572)</b>	<b>(2,677)</b>
Cash and cash equivalents at the beginning of year	現金・現金同等物の期首残高	171,002	150,181	142,861	125,919	138,114	152,876	152,876	144,614
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	85	556	12,743	1,950	2,762	193	169	1,622
<b>Cash and cash equivalents at the end of year</b>	<b>現金・現金同等物の期末残高</b>	<b>150,181</b>	<b>142,861</b>	<b>125,919</b>	<b>138,114</b>	<b>152,876</b>	<b>144,614</b>	<b>144,473</b>	<b>143,559</b>
(Note)	(注)								
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	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								
		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Cash and time deposits	現金及び預金勘定	132,898	125,557	99,219	103,376	152,962	144,634	144,535	143,080
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	(1,413)	(757)	(363)	(118)	(86)	(20)	(62)	(20)
Marketable securities and loans receivable	有価証券勘定・短期貸付金勘定	18,696	18,061	27,063	34,856	-	-	-	499
<b>Cash and cash equivalents</b>	<b>現金及び現金同等物</b>	<b>150,181</b>	<b>142,861</b>	<b>125,919</b>	<b>138,114</b>	<b>152,876</b>	<b>144,614</b>	<b>144,473</b>	<b>143,559</b>

# Fact Book (Nov, 2006)

Segment Information by Geographic Area

所在地別セグメント情報

(Millions of Yen)

(百万円)

Net sales	売上高	FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Japan	日本	1,288,215	1,257,799	1,263,871	1,312,735	1,444,256	1,609,784	739,847	853,959
Americas	米州	194,934	207,754	189,482	173,805	205,772	290,871	134,519	153,964
Asia	アジア	115,040	138,968	148,329	175,857	236,325	329,844	143,402	208,365
Others	その他	43,375	56,437	59,658	77,018	104,398	115,378	56,509	102,556
Total	計	1,641,564	1,660,958	1,661,340	1,739,415	1,990,751	2,345,877	1,074,277	1,318,844
Elimination or Corporate	消去または全社	(162,824)	(175,937)	(172,426)	(197,013)	(250,553)	(338,743)	(151,070)	(209,239)
Consolidated	連結	1,478,740	1,485,021	1,488,914	1,542,402	1,740,198	2,007,134	923,207	1,109,605
<b>Operating expenses</b>	<b>営業費用</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>1H/2005</b>	<b>1H/2006</b>
Japan	日本	1,208,528	1,222,638	1,249,522	1,286,147	1,393,158	1,535,678	714,165	821,194
Americas	米州	186,857	205,810	185,215	166,643	195,774	276,735	125,860	148,056
Asia	アジア	108,362	131,599	139,038	166,691	222,991	315,449	135,307	200,069
Others	その他	42,380	55,406	57,891	72,264	96,512	111,741	54,707	101,403
Total	計	1,546,127	1,615,453	1,631,666	1,691,745	1,908,435	2,239,603	1,030,039	1,270,722
Elimination or Corporate	消去または全社	(162,556)	(176,597)	(172,584)	(197,546)	(249,666)	(337,964)	(151,044)	(209,764)
Consolidated	連結	1,383,571	1,438,856	1,459,082	1,494,199	1,658,769	1,901,639	878,995	1,060,958
<b>Operating income</b>	<b>営業利益</b>	<b>FY2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>1H/2005</b>	<b>1H/2006</b>
Japan	日本	79,687	35,161	14,349	26,588	51,098	74,106	25,682	32,765
Americas	米州	8,077	1,944	4,267	7,162	9,998	14,136	8,659	5,908
Asia	アジア	6,678	7,369	9,291	9,166	13,334	14,395	8,095	8,296
Others	その他	995	1,031	1,767	4,754	7,886	3,637	1,802	1,153
Total	計	95,437	45,505	29,674	47,670	82,316	106,274	44,238	48,122
Elimination or Corporate	消去または全社	(268)	660	158	533	(887)	(779)	(26)	525
Consolidated	連結	95,169	46,165	29,832	48,203	81,429	105,495	44,212	48,647
<b>Identifiable assets</b>	<b>資産</b>	<b>FY2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>1H/2005</b>	<b>1H/2006</b>
Japan	日本	1,508,887	1,467,204	1,390,737	1,414,140	1,448,814	1,616,474	-	-
Americas	米州	138,382	155,845	139,831	117,425	131,334	157,529	-	-
Asia	アジア	97,659	120,893	128,532	135,275	159,656	215,041	-	-
Others	その他	32,505	46,343	53,283	63,765	85,396	126,691	-	-
Total	計	1,777,433	1,790,285	1,712,383	1,730,605	1,825,200	2,115,735	-	-
Elimination or Corporate	消去または全社	35,457	(22,875)	(85,615)	(29,841)	(89,386)	(124,687)	-	-
Consolidated	連結	1,812,890	1,767,410	1,626,768	1,700,764	1,735,814	1,991,048	-	-
<b>Overseas Net sales</b>	<b>海外売上高</b>	<b>FY2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>1H/2005</b>	<b>1H/2006</b>
Americas	米州	199,938	203,703	185,423	173,459	210,292	289,085	133,925	152,781
Ratio to consolidated net sales	連結売上高に占める割合(%)	13.5	13.7	12.5	11.3	12.1	14.4	14.5	13.8
Asia	アジア	112,530	130,267	143,316	149,584	200,957	262,900	119,068	156,539
Ratio to consolidated net sales	連結売上高に占める割合(%)	7.6	8.8	9.6	9.7	11.5	13.1	12.9	14.1
Others	その他	54,676	64,723	68,263	86,873	110,696	121,980	59,156	107,757
Ratio to consolidated net sales	連結売上高に占める割合(%)	3.7	4.3	4.6	5.6	6.4	6.1	6.4	9.7
Total	計	367,144	398,693	397,002	409,916	521,945	673,965	312,149	417,077
Ratio to consolidated net sales	連結売上高に占める割合(%)	24.8	26.8	26.7	26.6	30.0	33.6	33.8	37.6
Consolidated net sales	連結売上高	1,478,740	1,485,021	1,488,914	1,542,402	1,740,198	2,007,134	923,207	1,109,605

## 5. Financial Index

## 主要財務指標

(Millions of Yen)  
(百万円)

Profitability Data 収益性指標		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Net Sales	売上高	1,478,740	1,485,021	1,488,914	1,542,402	1,740,198	2,007,134	923,207	1,109,605
Operating Income	営業利益	95,169	46,165	29,832	48,203	81,429	105,495	44,212	48,647
Ordinary Income	経常利益	90,117	38,781	20,611	60,688	92,498	113,194	51,002	54,153
Income before Taxes	税前利益	73,262	25,850	(8,644)	66,254	90,130	108,279	48,552	54,879
Net Income	当期純利益	40,223	8,260	(19,892)	25,635	36,540	58,346	24,991	29,062
Total Assets	総資産残高	1,812,890	1,767,410	1,626,768	1,700,764	1,735,814	1,991,048	1,797,181	2,031,464
Net Assets (Shareholders' Equity)	純資産(株主資本)	707,972	690,562	613,308	655,553	690,872	811,121	737,642	976,886
Return on Equity(%)	自己資本当期純利益率(%) (株主資本当期純利益率)	6.2	1.2	(3.1)	4.0	5.4	7.8	7.0	7.1
Operating income / Total assets(%)	総資産営業利益率(%) (総資本営業利益率)	5.8	2.6	1.8	2.9	4.7	5.7	5.0	4.8
Capital employed	使用資本※	1,247,111	1,278,382	1,172,960	1,235,683	1,249,345	1,422,200	1,301,323	1,456,323
Operating income / Capital employed(%)	使用資本営業利益率(%)	8.1	3.7	2.4	4.0	6.6	7.9	6.9	6.8
Ordinary income / Net sales(%)	売上高経常利益率(%)	6.1	2.6	1.4	3.9	5.3	5.6	5.5	4.9
Return on Sales(%)	売上高当期利益率(%)	2.7	0.6	(1.3)	1.7	2.1	2.9	2.7	2.6
Financial Stability Data 安全性指標		※総資産－無利子負債 Total Assets－Interest-free Liabilities							
		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Shareholders' Equity Ratio(%)	自己資本比率(%) (株主資本比率)	39.1	39.1	37.7	38.5	39.8	40.7	41.0	40.3
Interest-Bearing Debt	有利子負債残高	408,279	452,375	425,731	426,172	414,655	452,808	416,865	479,437
Debt / Equity Ratio(%)	有利子負債/自己資本比率(%) (有利子負債/株主資本比率)	57.7	65.5	69.4	65.0	60.0	55.8	56.5	58.6
Net cash provided by operating activities	営業活動によるキャッシュ・フロー	83,167	103,326	120,939	85,779	108,979	124,973	56,200	40,290
Interest paid	利息の支払額(キャッシュ・フローベース)	(10,731)	(10,097)	(7,472)	(5,648)	(5,335)	(6,357)	(2,952)	(3,869)
Interest Coverage Ratio(Times)	インタレストカバレッジレシオ(倍)	8.8	11.2	17.2	16.2	21.4	20.7	20.0	11.4
Current Assets	流動資産	856,206	801,067	765,293	795,084	865,231	943,168	860,772	996,739
Current Liabilities	流動負債	550,600	504,461	486,263	460,392	510,990	603,897	501,671	636,753
Current Ratio(%)	流動比率(%)	155.5	158.8	157.4	172.7	169.3	156.2	171.6	156.5
Efficiency Data 効率性指標									
		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Total Assets Turnover(Times)	総資産回転率(総資本回転率)	0.9	0.8	0.9	0.9	1.0	1.1	1.0	1.1
Inventories	棚卸資産残高	229,558	217,511	201,548	195,811	204,307	233,315	219,061	263,863
Inventory Turnover(Times)	棚卸資産回転率	7.1	6.6	7.1	7.8	8.7	9.2	8.7	8.9
Account Receivable	売上債権残高	415,825	378,148	372,830	389,721	420,865	475,961	404,696	506,311
Account Receivable Turnover(Times)	売上債権回転率	3.8	3.7	4.0	4.0	4.3	4.5	4.5	4.5
Per Share Data 一株当たり指標									
		FY2000	2001	2002	2003	2004	2005	1H/2005	1H/2006
Net Income per Share	一株当たり当期純利益	53.69	11.03	(26.89)	34.29	48.01	76.43	32.98	38.31
Earnings before Depreciation and Amortization per Share	一株当たりキャッシュ・フロー利益	153.0	128.8	106.5	146.6	154.8	192.0	172.6	197.7
Shareholders' Equity per Share	一株当たり純資産	944.98	921.82	830.91	888.06	911.24	1068.73	973.51	1078.34