

## Key Financial Indicators

|  | 1997.3 | 1998.3 | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3        |
|--|--------|--------|--------|--------|--------|--------|--------|---------------|
| Ratio of gross profit to net sales(%)    | 33.2   | 32.9   | 30.1   | 36.6   | 35.5   | 34.0   | 36.4   | <b>35.5</b>   |
| Ratio of ordinary income to net sales(%) | 6.9    | 6.4    | 4.7    | 11.4   | 11.4   | 8.4    | 9.9    | <b>9.7</b>    |
| Net sales per employee(thousands of yen) | 38,737 | 34,842 | 30,331 | 36,718 | 37,715 | 31,619 | 30,266 | <b>31,107</b> |
| Total assets turnover(times)             | 1.59   | 1.37   | 1.24   | 1.37   | 1.25   | 1.11   | 1.14   | <b>1.11</b>   |
| Shareholders' equity turnover(times)     | 4.79   | 3.88   | 3.29   | 3.22   | 2.61   | 2.06   | 1.97   | <b>1.95</b>   |
| Shareholders' equity ratio(%)            | 33.2   | 37.4   | 38.5   | 46.1   | 49.8   | 59.1   | 57.2   | <b>57.1</b>   |
| Current ratio(%)                         | 113.4  | 126.8  | 151.9  | 173.2  | 176.8  | 229.2  | 193.5  | <b>182.5</b>  |

