## First Quarter Financial Results

For the Three Months Ended June 30, 2005 - Consolidated
August 2, 2005

## NTN Corporation

Security Code: 6472
Listings: The First Section of Tokyo and Osaka Stock Exchanges
URL:
http://www.ntn.co.jp/
Head Office: Osaka Japan
Representative: Yasunobu Suzuki, President \& Representative Director
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## 1. Notes Related to the Preparation of This Report

1) Use of simplified accounting method: Yes
(Corporate income tax and other taxes are calculated using expected annual tax rates based on the statutory income tax rates.)
2) Change in accounting policies from the last accounting period: None
3) Change in the scope of consolidation or application of the equity method: Yes

Consolidated subsidiaries (Newly included): 1
2. Consolidated Financial Results for the Three Months Ended June 30, 2005
(April 1, 2005 to June 30, 2005)
(1) Operating Results
(Amounts rounded down to the nearest million yen)

|  | Net sales |  | Operating income |  | Ordinary income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2005 | million yen | \% | million yen | $\%$ | million yen | $\%$ |
| Three months ended <br> June 30, 2004 | 94,925 | 8.2 | 8,147 | 4.0 | 7,327 | -0.4 |
| Year ended <br> March 31, 2005 | 388,348 | - | 7,832 | 34.9 | 7,354 | 39.1 |


|  | Net income | Net income <br> per share | Diluted net income <br> per share |  |
| :---: | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2005 | 4,569 | 4.4 | 9.89 | yen |
| Three months ended <br> June 30, 2004 | 4,376 | 38.2 | 9.47 | 9.09 |
| Year ended <br> March 31, 2005 | 16,739 | - | 35.83 | 9.27 |

[^0](2) Financial Position

|  | Total assets | Shareholders' <br> equity | Shareholders' <br> equity ratio | Shareholders' <br> equity per share |
| :---: | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2005 <br> Three months ended <br> June 30, 2004 | million yen | million yen | \% | yen |
| Year ended <br> March 31, 2005 | 525,156 | 160,901 | 30.6 | 348.33 |

(3) Cash Flows

|  | Cash flows from <br> operating activities | Cash flows from <br> investing activities | Cash flows from <br> financing activities | Cash and <br> cash equivalents <br> at end of period |
| :---: | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2005 <br> Three months ended <br> June 30, 2004 | million yen | million yen | million yen | million yen |
| Year ended <br> March 31,2005 | 2,933 | $-12,259$ | 5,937 | 47,793 |

3. Forecast for Consolidated Earnings for the Year Ending March 31, 2006
(April 1, 2005 to March 31, 2006)

|  | Net sales | Operating income | Ordinary income | Net income |
| :---: | :---: | :---: | :---: | :---: |
|  | million yen | million yen | million yen | million yen |
| Interim | 205,000 | 17,500 | 13,500 | 8,000 |
| Full year | 420,000 | 37,000 | 30,500 | 19,000 |

Note: There are no changes from the forecast announced on May 17, 2005.
Reference: Projected net income per share for the full year: 40.72 yen

* The above forecasts incorporate certain assumptions and projections based on which the future outlook and plans by the Company as announced in this document are formulated. Actual results may differ from the above forecasts depending on various conditions.


## Earnings Report for the Three Months Ended June 30, 2005 - Consolidated

## [Review of Operating Results]

The Japanese economy during the first quarter experienced a moderate recovery as the improvement in corporate profits lifted capital expenditure and consumer spending rebounded. Overseas, economic expansion continued in the U.S. and Asia (mainly in China), while European economies saw a moderate upturn. On the other hand, soaring crude oil and steel prices remained a disruptive factor on the global economy.

In this setting, the NTN Group moved into the second year of its 3-year medium-term management plan Rapid Advance 21, striving to enhance corporate value by implementing further proactive marketing measures and energetic cost-cutting efforts.

As a result, first-quarter net sales increased $8.5 \%$ year-to-year to 102,968 million yen. Operating income expanded $4.0 \%$ to 8,147 million yen, while ordinary income slipped $0.4 \%$ to 7,327 million yen. Net income for the first quarter after the recognition of 224 million yen in extraordinary losses from fixed asset impairment came to 4,569 million yen, an increase of $4.4 \%$ on the year.

Sales trends by business segment were as follows:
(1) Bearings

Automotive applications showed solid performance in axle-bearings and needle roller bearings, helped by orders from new customers in Japan, North America, and Europe. Among applications for general industrial machinery, large-size bearings for construction machinery and machine tools expanded in the domestic market, as did precision bearings, while in the North American market bearings for construction machinery saw solid growth. Bearings mainly for office machines showed solid performance in Asia and other regions. Shipments to distributors were firm both in Japan and overseas. As a result, net sales increased 9.6\% year-to-year to 65,961 million yen.
(2) Constant-velocity Joints (CVJs)
U.S. automobile makers gained momentum. Deliveries also increased to Japanese automobile makers in Europe, while in China first orders from new customers contributed to sales growth. As a result, net sales increased $12.2 \%$ from the previous year to 30,761 million yen.
(3) Precision Equipment

While LCD color filter repair equipment performed favorably, products such as liquid crystal repair equipment and plasma display panel (PDP) rib repair systems posted declines in the wake of IT-related inventory adjustments. As a result, net sales came to 6,245 million yen, or a decline of $14.5 \%$ compared with the previous year.

Sales by geographical segment were as follows:
(1) Japan

Automotive bearings and large-size bearings and precision bearings for construction machinery and machine tools enjoyed solid conditions among general industrial machinery applications. Deliveries to distributors also developed favorably. As a result, net sales reached 75,941 million yen, which was $9.4 \%$ higher compared with the previous year. Operating income came to 5,115 million yen, or a $4.3 \%$ increase over the previous year, reflecting increased sales and cost-reductions in the face of surging raw materials prices.
(2) North America

Sales of automotive CVJs and axle bearings expanded strongly, while sales to general industrial machinery applications performed favorably, centered on construction machinery. As a result, net sales reached 26,433 million yen, rising $16.5 \%$ from a year earlier. Despite surging raw materials prices, operating income came to 1,182 million yen, increasing $19.4 \%$ year-to-year, thanks to higher sales.

## (3) Europe

Among automotive applications, CVJs developed favorably, while axle-bearings contributed through orders from new customers. Shipments for general industrial machinery applications and shipments to distributors were solid. As a result, net sales reached 17,578 million yen, reflecting an $8.3 \%$ increase from the previous year. Operating income came to 864 million, which was $8.1 \%$ lower than a year earlier, as surging prices for raw materials outpaced higher sales.
(4) Asia and other regions

Sales in China were solid for fluid dynamic bearings and bearings for office machines, while CVJs contributed through orders from new customers. In the ASEAN region, sales of motorcycle bearings increased in Indonesia. As a result, net sales reached 9,511 million yen, rising $26.0 \%$ from the previous year. Operating income came to 803 million yen, an increase of $44.2 \%$ on the year, due to higher sales.

## [Review of Change in Financial Position]

Net cash provided by operating activities was 2,933 million yen, representing a decrease of 7,822 million yen, or $72.7 \%$, compared with the previous year. This reflects 7,103 million yen in pretax profit, 6,417 million yen in depreciation expenses, and a 3,164 million yen increase in trade payables, all of which were offset by 6,203 million yen in income taxes, a 4,102 million yen increase in inventories, 979 million yen in interest payable, and a 906 million yen increase in trade receivables.

Cash used in investing activities increased $25.5 \%$ year-to-year to 12,259 million yen. This was mainly because of the outlays of 11,646 million yen for fixed assets.

Cash provided by financing activities was 5,937 million yen, representing an increase of 7,530 million yen compared with a year earlier. This was mainly due to a 8,284 million yen increase in short and long-term borrowings which was partly offset by 2,309 million yen paid in dividends.

As a result of these cash flows, and including a reduction of 119 million yen from foreign exchange translation differences, cash and cash equivalents as of the end of the first quarter came to 47,793 million yen, representing a decline of 3,509 million yen, or $6.8 \%$, compared with a year earlier.

## [Forecast of Earnings]

Since business results for the first quarter were largely in line with the company's forecast, no revisions are made to estimates announced on May 17, 2005 for interim and full-year financial results for the year ending March 31, 2006.

## 1. Summary of Consolidated Balance Sheets

|  | (In millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { June 30, } 2005 \text { (A) } \end{gathered}$ | As of March 31, 2005 (B) | (A) - (B) | As of June 30, 2004 |
|  | Amount | Amount | Amount | Amount |
| Assets |  |  |  |  |
| I Current assets |  |  |  |  |
| 1 Cash and bank deposits | 14,324 | 22,418 | -8,094 | 10,215 |
| 2 Notes and accounts receivable-trade | 101,747 | 100,889 | 858 | 94,437 |
| 3 Securities | 6,997 | 6,997 | 0 | 6,996 |
| 4 Inventories | 97,592 | 93,167 | 4,425 | 84,577 |
| 5 Other | 43,424 | 38,988 | 4,436 | 41,720 |
| 6 Allowance for doubtful accounts | -32 | -63 | 31 | -59 |
| Total current assets | 264,054 | 262,397 | 1,657 | 237,887 |
| II Fixed Assets |  |  |  |  |
| 1 Property, plant and equipment |  |  |  |  |
| (1) Buildings and structures | 58,281 | 58,258 | 23 | 50,668 |
| (2) Machinery, equipment and vehicles | 110,680 | 105,353 | 5,327 | 90,351 |
| (3) Land | 23,033 | 23,041 | -8 | 24,521 |
| (4) Construction in progress | 14,372 | 13,164 | 1,208 | 15,940 |
| (5) Other | 7,873 | 7,841 | 32 | 7,752 |
| Total property, plant and equipment | 214,241 | 207,659 | 6,582 | 189,235 |
| 2 Intangible fixed assets | 3,235 | 2,833 | 402 | 2,469 |
| 3 Investments and other assets (1) Investment securities | 22.062 | 22.164 | -102 | 20,681 |
| (2) Other | 22,552 | 22,488 | 64 | 20,556 |
| (3) Allowance for doubtful accounts | -989 | -964 | -25 | -867 |
| Total investments and other assets | 43,625 | 43,687 | -62 | 40,370 |
| Total fixed assets | 261,102 | 254,181 | 6,921 | 232,074 |
| Total assets | 525,156 | 516,578 | 8,578 | 469,962 |
|  |  |  |  |  |


|  | $\begin{gathered} \text { As of } \\ \text { June 30, } 2005 \text { (A) } \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { March 31, } 2005 \text { (B) } \end{gathered}$ | (A) - (B) | As of June 30, 2004 |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount | Amount |
| Liabilities |  |  |  |  |
| I Current liabilities |  |  |  |  |
| 1 Notes and accounts payable-trade | 87,738 | 84,702 | 3,036 | 71,652 |
| 2 Short-term loans | 94,020 | 88,080 | 5,940 | 73,573 |
| 3 Accrued income taxes | 4,770 | 8,164 | -3,394 | 4,757 |
| 4 Other | 28,237 | 31,462 | -3,225 | 25,793 |
| Total current liabilities | 214,767 | 212,409 | 2,358 | 175,777 |
| II Long-term liabilities |  |  |  |  |
| 1 Bonds | 50,000 | 50,000 | - | 50,000 |
| 2 Corporate bonds with equity warrant | 30,000 | 30,000 | - | 30,000 |
| 3 Long-term loans | 11,278 | 8,105 | 3,173 | 11,907 |
| 4 Accrued retirement benefits for employees | 47,754 | 47,347 | 407 | 46,593 |
| 5 Accrued retirement benefits for directors and statutory auditors |  | 329 | -329 | 282 |
| 6 Reserve for product defect compensations | 1,383 | 1,918 | -535 | 1,931 |
| 7 Other | 4,935 | 4,450 | 485 | 3,871 |
| Total long-term liabilities | 145,352 | 142,151 | 3,201 | 144,586 |
| Total liabilities | 360,119 | 354,560 | 5,559 | 320,363 |
| Minority interests |  |  |  |  |
| Minority interests | 4,136 | 4,065 | 71 | 3,666 |
| Shareholders' equity |  |  |  |  |
| II Capital Surplus | 39,599 56,622 | 39,599 52,622 | - | 39,599 52,622 |
| III Retained earnings | 74,997 | 72,918 | 2,079 | 62,172 |
| IV Net unrealized holding gains on securities | 5,245 | 5,231 | 14 | 4,712 |
| V Translation adjustments | -11,041 | -11,911 | 870 | -12,808 |
| VI Treasury stock | -522 | -508 | -14 | -366 |
| Total shareholders' equity | 160,901 | 157,952 | 2,949 | 145,931 |
| Total liabilities, minority interests and shareholders' equity | 525,156 | 516,578 | 8,578 | 469,962 |
|  |  |  |  |  |

## 2. Summary of Consolidated Statements of Operations

(In millions of yen)

|  | Three months ended June 30, 2005 (A) | Three months ended June 30, 2004 (B) | (A) - (B) | Year ended March 31, 2005 |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount | Amount |
| I Net sales | 102,968 | 94,925 | 8,043 | 388,348 |
| II Cost of sales | 81,283 | 74,044 | 7,239 | 303,232 |
| Gross profit | 21,685 | 20,881 | 804 | 85,116 |
| III Selling, general and administrative expenses | 13,538 | 13,048 | 490 | 51,915 |
| Operating income | 8,147 | 7,832 | 315 | 33,200 |
| IV Non-operating income | 842 | 777 | 65 | 3,259 |
| 1 Interest and dividend income | 189 | 120 | 69 | 286 |
| 2 Other | 653 | 656 | -3 | 2,972 |
| $\checkmark$ Non-operating expenses | 1,661 | 1,255 | 406 | 8,074 |
| 1 Interest expenses | 814 | 562 | 252 | 2,460 |
| 2 Other | 846 | 693 | 153 | 5,613 |
| Ordinary Income | 7,327 | 7,354 | -27 | 28,385 |
| VI Extraordinary losses <br> 1 Impairment losses <br> 2 Reserve for product defect compensations <br> Income before income taxes and minority interests Income and other taxes Minority interests in subsidiaries Net income | 224 | - | 224 | 1,800 |
|  | 224 | - | 224 | 1,800 |
|  | 7,103 | 7,354 | -251 | 26,585 |
|  | 2,436 | 2,867 | -431 | 9,601 |
|  | 96 | 111 | -15 | 244 |
|  | 4,569 | 4,376 | 193 | 16,739 |
|  |  |  |  |  |

## 3. Summary of Consolidated Statements of Cash Flows

(In millions of yen)

|  | Three months ended June 30, 2005 | Three months ended June 30, 2004 | Year ended March 31, 2005 |
| :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount |
| I Cash flows from operating activities: |  |  |  |
| 1 Income before income taxes and minority interests | 7,103 | 7,354 | 26,585 |
| 2 Depreciation and amortization | 6,417 | 5,648 | 24,870 |
| 3 Amortization of goodwill |  | -41 | -40 |
| 4 Increase/decrease in allowance for doubtful accounts | -38 | -19 | 88 |
| 5 Increase/decrease in accrued retirement benefits for employees | 401 | 68 | 788 |
| 6 Increase/decrease in accrued retirement benefits for directors and statutory auditors | -329 | -168 | -121 |
| 7 Increase/decrease in reserve for product defect compensation | -534 | -725 | -738 |
| 8 Interest and dividend income | -189 | -120 | -286 |
| 9 Interest expenses | 814 | 562 | 2,460 |
| 10 Foreign currency translation adjustments Foreign exchange losses/gains | -320 | -577 | -629 |
| 11 Equity in loss/income of non-consolidated subsidiaries and affiliates | -226 | -175 | -932 |
| 12 Decrease/ increase in trade receivables | -906 | -2,271 | -7,649 |
| 13 Decrease/ increase in inventories | -4,102 | -275 | -8,523 |
| 14 Increase/decrease in trade payables | 3,164 | 2,931 | 15,656 |
| 15 Bonuses paid to directors and statutory auditors | -184 | -153 | -153 |
| 16 Other | -1,849 | -117 | 2,126 |
| Subtotal | 9,219 | 11,918 | 53,500 |
| 17 Interest and dividend income received | 896 | 688 | 852 |
| 18 Interest expenses paid | -979 | -679 | -2,374 |
| 19 Income taxes paid | -6,203 | -1,171 | -4,149 |
| Net cash provided by operating activities | 2,933 | 10,755 | 47,830 |
| II Cash flows from investing activities: |  |  |  |
| 1 Increase in time deposits | - | - | -70 |
| 2 Decrease in time deposits | 84 | - | 22 |
| 3 Purchase of property, plant and equipment | -11,646 | -10,844 | -47,465 |
| 4 Proceeds from sale of property, plant and equipment | - | 918 | 2,216 |
| 5 Purchase of intangible fixed assets | -576 | 30 | -1,061 |
| 6 Proceeds from sale of investment securities | 63 | 4 | 446 |
| 7 Decrease in short-term loans receivable, net | 10 | 0 | 29 |
| 8 Other | -193 | 122 | -269 |
| Net cash used in investing activities | -12,259 | -9,768 | -46,151 |
| III Cash flows from financing activities |  |  |  |
| 1 Net increase/decrease in short-term loans | 5,639 | -134 | 8,343 |
| 2 Proceeds from long-term loans | 3,160 | 4,316 | 1,825 |
| 3 Repayment of long-term loans | -515 | -4,366 | -505 |
| 4 Issuance of common stock assigned to minority shareholders | - | 13 | 223 |
| 5 Cash dividends paid | -2,309 | -1,386 | -3,004 |
| 6 Other | -38 | -36 | -189 |
| Net cash used in/provided by financing activities | 5,937 | -1,593 | 6,693 |
| IV Effect of exchange rate changes on cash and cash equivalents | -119 | 420 | 596 |
| V Increase/decrease in cash and cash equivalents | -3,508 | -186 | 8,969 |
| VI Cash and cash equivalents, at beginning of the year | 51,302 | 42,157 | 42,157 |


| VIIIncrease in cash and cash equivalents resulting <br> from addition of newly consolidated subsidiaries <br> VIII Cash and cash equivalents, at end of the year$\quad 47,793$ | 175 | 175 |
| :--- | ---: | ---: | ---: |

Note: Reconciliation of the amounts of cash and cash equivalents at end of the year stated in Consolidated Statements of Cash Flows to the amounts of accounts stated in Consolidated Balance Sheets.

|  | As of | As of | As of |
| :--- | ---: | ---: | ---: |
|  | June 30,2005 | June 30,2004 | March 31, 2005 |
| Cash and bank deposits | 14,324 | 10,215 | 22,418 |
| Securities | 6,997 | 6,996 | 6,997 |
| Short-term loans receivable | 26,523 | 25,062 | 22,032 |
| Time deposits with original maturities of more than three | -30 | -66 | -114 |
| months | -21 | -62 | -32 |
| Short-term loans receivable (excluding Gensaki 47,793 42,146 <br> agreement)   <br> Cash and cash equivalents  51,302 |  |  |  |

## 4. Segment Information

## (1) Business Segment Information

Three months ended June 30, 2005 (April 1, 2005 - June 30, 2005)
(In millions of yen)

|  | Bearings | CVJs | Precision <br> Equipment | Total |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 65,961 | 30,761 | 6,245 | 102,968 |

Three months ended June 30, 2004 (April 1, 2004 - June 30, 2004)
(In millions of yen)

|  | Bearings | CVJs | Precision <br> Equipment | Total |
| :---: | :--- | :---: | :---: | :---: |
| Net sales | 60,190 | 27,426 | 7,308 | 94,925 |

Year ended March 31, 2005 (April 1, 2004 - March 31, 2005)
(In millions of yen)

|  | Bearings | CVJs | Precision <br> Equipment | Total |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 248,810 | 11,307 | 28,230 | 288,348 |

## (2) Geographic Segment Information

(In millions of yen)

|  | Three months ended June 30, 2005 (April 1, 2005 - June 30, 2005) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia and other areas | Total | Elimination | Consolidated total |
| Net sales <br> (1) External sales <br> (2) Inter-segment sales | $\begin{aligned} & 50,060 \\ & 25,881 \end{aligned}$ | $\begin{array}{r} 26,193 \\ 239 \end{array}$ | $\begin{array}{r} 17,541 \\ 37 \end{array}$ | $\begin{array}{r} 9,173 \\ 337 \end{array}$ | $\begin{array}{r} 102,968 \\ 26,495 \end{array}$ | -26,495 | 102,968 |
| Total | 75,941 | 26,433 | 17,578 | 9,511 | 129,464 | -26,495 | 102,968 |
| Operating expenses | 70,826 | 25,250 | 16,713 | 8,707 | 121,498 | -26,676 | 94,821 |
| Operating income | 5,115 | 1,182 | 864 | 803 | 7,966 | 180 | 8,147 |

Note: Classification of geographic segment and major countries or regions in each segment
(1) Classification method of geographic segment: by geographic proximity
(2) Major countries or regions in each segment: North America: U.S.A., Canada

Europe: Germany, France, United Kingdom
Asia and other areas: Asia, South and Central America

|  | Three months ended June 30, 2004 (April 1, 2004 - June 30, 2004) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia and other areas | Total | Elimination | Consolidated total |
| Net sales <br> (1) External sales <br> (2) Inter-segment sales | $\begin{array}{r} 48,886 \\ 20,546 \\ \hline \end{array}$ | $\begin{array}{r} 22,527 \\ \hline 157 \\ \hline \end{array}$ | $\begin{array}{r} 16,114 \\ 115 \\ \hline \end{array}$ | $\begin{array}{r} 7,397 \\ 151 \end{array}$ | $\begin{array}{r} 94,925 \\ 20,971 \\ \hline \end{array}$ | -20,971 | 94,925 |
| Total | 69,432 | 22,685 | 16,229 | 7,549 | 115,896 | -20,971 | 94,925 |
| Operating expenses | 64,525 | 21,694 | 15,288 | 6,992 | 108,501 | -21,408 | 87,093 |
| Operating income | 4,906 | 990 | 940 | 557 | 7,395 | 437 | 7,832 |

Note: Classification of geographic segment and major countries or regions in each segment
(1) Classification method of geographic segment: by geographic proximity
(In millions of yen)

|  | Year ended March 31, 2005 <br> (April 1, 2004 - March 31, 2005) |  |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: |
|  | North <br> America |  |  |  |  |  |  |  |
|  | Europe | Asia and <br> other areas | Total | Elimination | Consolidated <br> total |  |  |  |
| Net sales <br> (1) External sales <br> (2) Inter-segment sales | 202,341 | 91,669 | 62,956 | 31,380 | 388,348 | - | 388,348 |  |
| Total | 29,608 | 705 | 349 | 927 | 94,590 | $-94,590$ | - |  |
| Operating expenses | 272,114 | 92,374 | 63,305 | 32,308 | 482,939 | $-94,590$ | 388,348 |  |
| Operating income | 22,835 | 3,537 | 60,155 | 29,540 | 450,647 | $-95,499$ | 355,147 |  |

Note: Classification of geographic segment and major countries or regions in each segment
(1) Classification method of geographic segment: by geographic proximity
(2) Major countries or regions in each segment: North America: U.S.A., Canada

Europe: Germany, France, United Kingdom
Asia and other areas: Asia, South and Central America

## (3) Overseas Sales

Three months ended June 30, 2005 (April 1, 2005 - June 30, 2005)

|  |  | (In millions of yen) |  |  | Asia and <br> other areas |  | Total |
| :--- | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| I Overseas sales | 26,265 | 17,505 | 12,168 | 55,939 |  |  |  |
| II | Consolidated net sales |  |  |  | 102,968 |  |  |
| III <br> Ratio of overseas sales to <br> consolidated sales | $25.5 \%$ | $17.1 \%$ | $11.8 \%$ | $54.3 \%$ |  |  |  |

## Notes:

1. Classification of geographic segment and major countries or regions in each segment
(1) Classification method of geographic segment: by geographic proximity
(2) Major countries or regions in each segment: North America: U.S.A., Canada Europe: Germany, France, United Kingdom, etc.
Asia and other areas: Asia, South and Central America, etc.
2. "Overseas sales" includes sales by the Company and its consolidated subsidiaries to the countries and regions other than Japan.

Three months ended June 30, 2004 (April 1, 2004 - June 30, 2004)
(In millions of yen)

|  | North America | Europe | Asia and <br> other areas | Total |
| :---: | :---: | :---: | :---: | :---: |
| I Overseas sales | 22,592 | 16,041 | 10,218 | 48,853 |
| II | Consolidated net sales |  |  |  |
| III <br> Ratio of overseas sales to <br> consolidated sales | $23.8 \%$ | $16.9 \%$ | $10.8 \%$ | $51.5 \%$ |

## Notes:

1. Classification of geographic segment and major countries or regions in each segment
(1) Classification method of geographic segment: by geographic proximity
(2) Major countries or regions in each segment: North America: U.S.A., Canada

Europe: Germany, France, United Kingdom, etc.
Asia and other areas: Asia, South and Central America, etc.
2. "Overseas sales" includes sales by the Company and its consolidated subsidiaries to the countries and regions other than Japan.

Year ended March 31, 2004 (April 1, 2004 - March 31, 2005)

|  |  |  |  |  |  |  | North America | Europe | Asia and <br> other areas | Total |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I Overseas sales | 92,046 | 62,592 | 43,719 | 198,358 |  |  |  |  |  |  |
| II | Consolidated net sales |  |  |  |  |  |  |  |  |  |
| III <br> Ratio of overseas sales to <br> consolidated sales | $23.7 \%$ | $16.1 \%$ | $11.3 \%$ | 588,348 |  |  |  |  |  |  |

## Notes:

1. Classification of geographic segment and major countries or regions in each segment
(1) Classification method of geographic segment: by geographic proximity
(2) Major countries or regions in each segment: North America: U.S.A., Canada

Europe: Germany, France, United Kingdom, etc.
Asia and other areas: Asia, South and Central America, etc.
2. "Overseas sales" includes sales by the Company and its consolidated subsidiaries to the countries and regions other than Japan.


[^0]:    Note: The percentage figures shown in net sales, operating income, ordinary income, and net income columns represent year-on-year changes.

