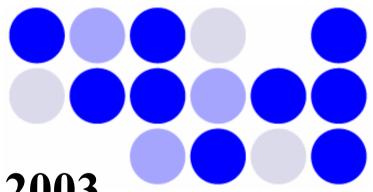




## Results for the Six Months Ended September 30, 2003



**November 4, 2003** 

## **OMRON Corporation**

#### **Contents**



1. Summary of Results for the Six Months Ended

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2. Outlook for the Fiscal Year Ending

March 31, 2004 : Page 13

#### Notes:

- 1. The financial statements are prepared in accordance with U.S. GAAP.
- 2. Includes 134 consolidated subsidiaries and 10 affiliated companies accounted for by the equity method.
- 3. Projections of results and future developments are based on information available to the Company at the present time, as well as certain assumptions judged by the Company to be reasonable. Various factors could cause actual results to differ materially from these projections. Major factors influencing Omron's actual results include, but are not limited to, (i) the economic conditions surrounding the Company's businesses in Japan and overseas, (ii) demand trends for the Company's products and services, (iii) the ability of the Omron Group to develop new technologies and new products, (iv) major changes in the fund-raising environment, (v) tie-ups or cooperative relationships with other companies, and (vi) movements in currency exchange rates and stock markets.

## **Business Domains**



#### **IAB:** Industrial Automation Business

Manufacture and sale of control components for factory automation, etc.

#### **ECB:** Electronic Components Business

Manufacture and sale of electronics components for home appliances, mobile devices, etc.

#### **AEC:** Automotive Electronic Components Business

Manufacture and sale of electronic components for automobiles

#### **SSB:** Social Systems Business \*

Equipment for financial institutions (ATMs, etc.), railway companies (automated passenger gates, etc.) and others

\* SSB consists of the Social Systems Solutions and Service Business Company and the Advanced Module Business Company (AMB).

#### **HCB:** Healthcare Business

Manufacture and sale of medical devices (digital blood pressure monitors, etc.)

#### Others: Business Development Group/Others

Exploration of new business, businesses not included in above



## 1. Summary of Results for the Six Months Ended September 30, 2003

### Interim Results

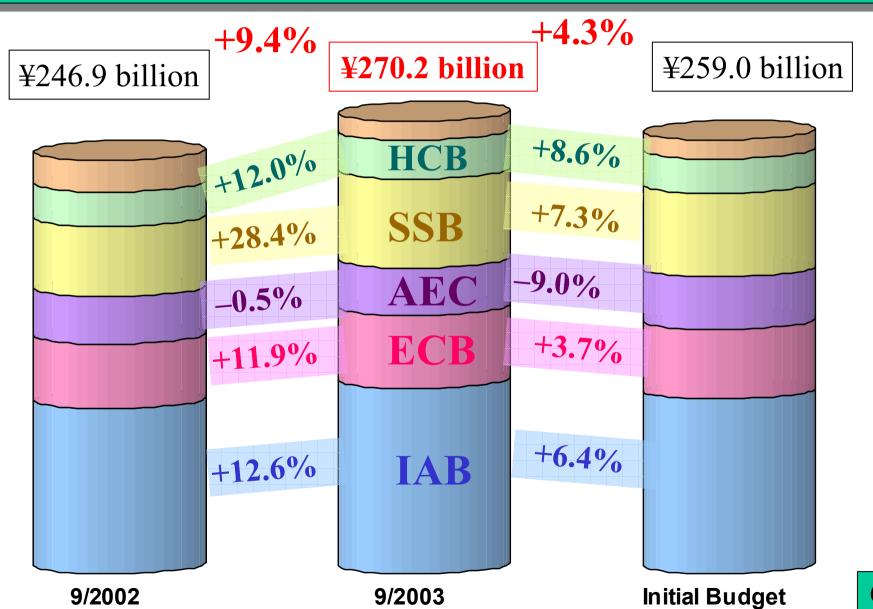


(Billions of yen)

First Half Results	Six Months Ended September 30, 2003		Six Months Ended September 30, 2002		% of Previous Period
Net sales	270.2	100.0%	246.9	100.0%	109.4%
Gross profit	113.0	41.8%	94.9	38.4%	119.1%
SG&A expenses	71.0	26.2%	65.1	26.4%	109.0%
R&D expenses	20.5	7.6%	18.3	7.4%	111.7%
Operating income	21.5	8.0%	11.5	4.6%	188.0%
Non-operating expenses	2.1	0.8%	24.2	9.8%	8.7%
EBIT	19.4	7.2%	-12.7	-5.2%	-152.7%
Net income (loss)	7.7	2.8%	-9.7	-3.9%	-79.1%

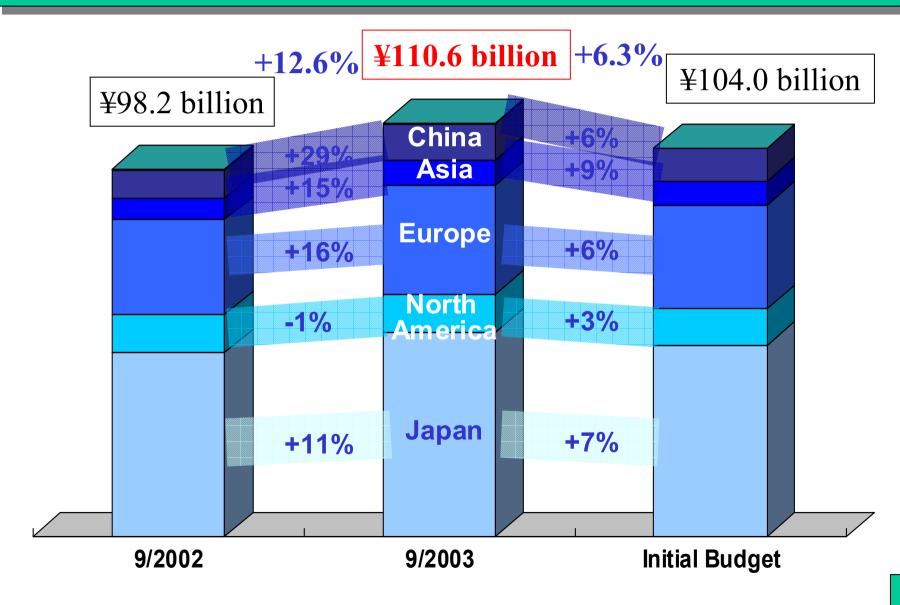
#### Net Sales





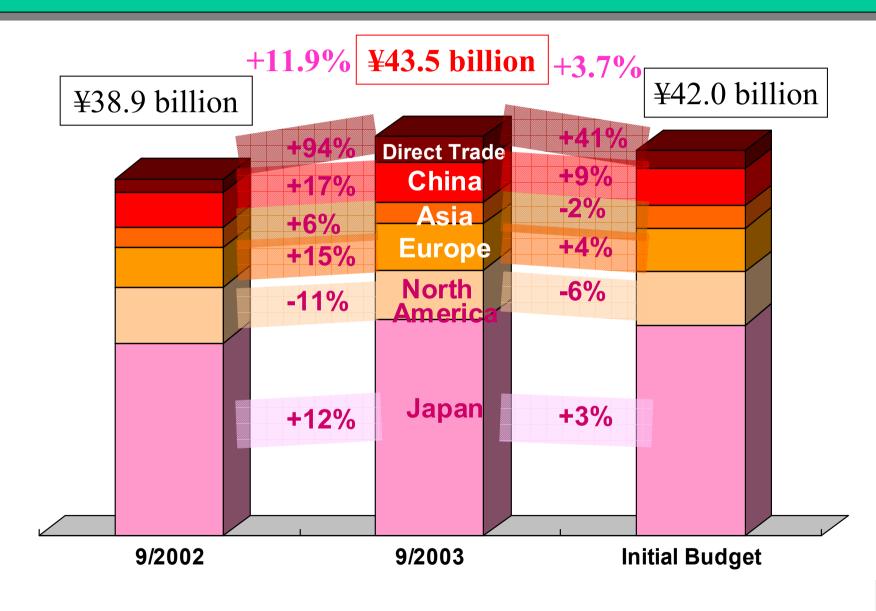
#### **IAB**





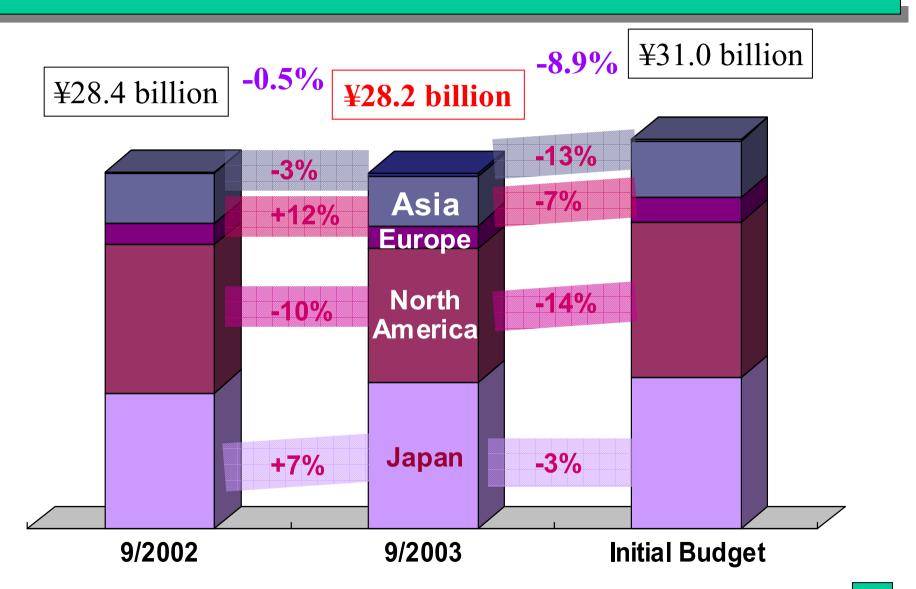
#### **ECB**





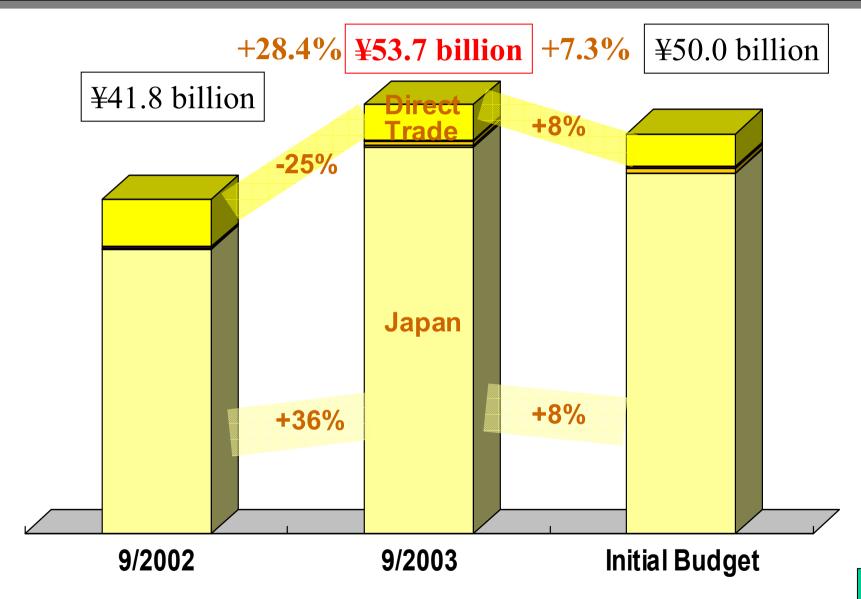
#### AEC





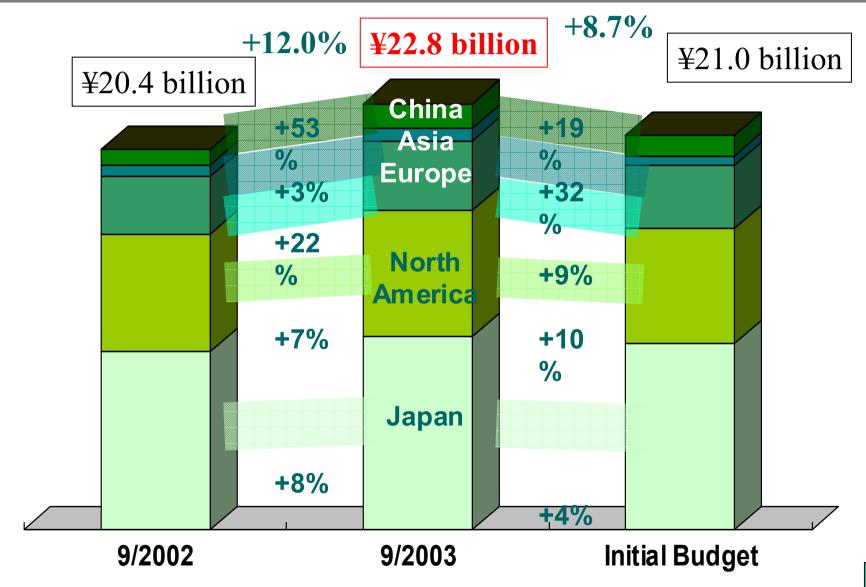
### SSB





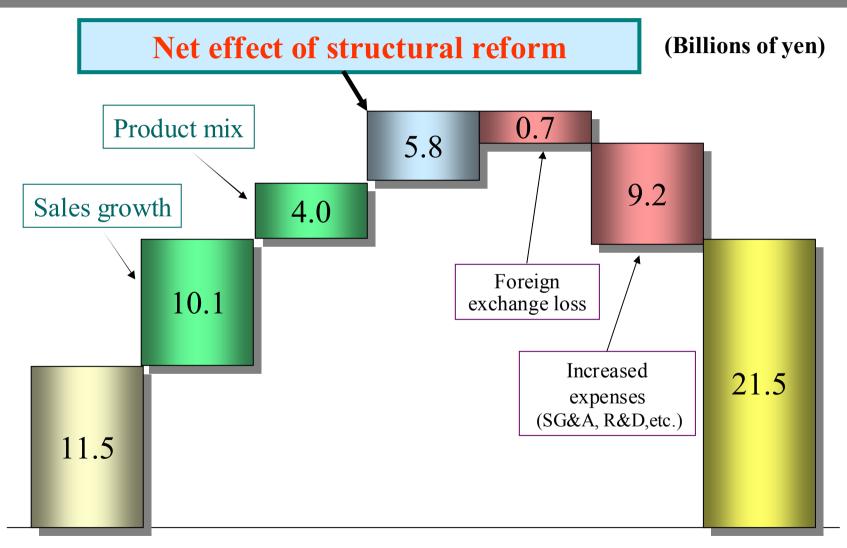
#### **HCB**





## **Operating Income**





Six months ended September 30, 2002 Six months ended September 30, 2003 Six months ended September 30, 2003

#### Cash Flows



	Six months ended eptember 30, 2003	Six months ended September 30, 2002
Net Cash Provided by Operating Activiti	es 35.5 billion	15.0 billion
Net Cash Used in Investing Activities	(15.5 billion)	(12.8 billion)
Free Cash Flows	20.0 billion	2.2 billion
Net Cash Provided by (Used in) Financia Activities	ng (17.9 billion)	10.7 billion
Net Increase (Decrease) in Cash and Cas Equivalents	sh (0.7 billion)	12.4 billion
Cash and Cash Equivalents at End of the Period	79.3 billion	83.2 billion



# 2. Outlook for the Fiscal Year Ending March 31, 2004

## Fiscal Year Forecast



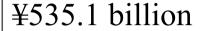
(Billions of yen)

Fiscal Year	Year Ending March 31, 2004 (Est.)		Year Ended March 31, 2003 (Act.)		% of Previous Period
Net sales	580.0	100.0%	535.1	100.0%	108.4%
Gross profit	239.0	41.2%	207.7	38.8%	115.1%
SG&A expenses	143.0	24.7%	135.1	25.3%	105.8%
R&D expenses	46.0	7.9%	40.2	7.5%	114.3%
Operating income	50.0	8.6%	32.3	6.0%	154.7%
Non-operating expenses	4.0	0.7%	27.6	5.2%	14.5%
EBIT	46.0	7.9%	4.7	0.9%	972.1%
Net income	24.0	4.1%	0.5	0.1%	4696.7%

Outlook for year ending March 31, 2004

## Sales Forecast for the Fiscal Year omron Ending March 31, 2004





Year ended March 31, 2003

+8.4%

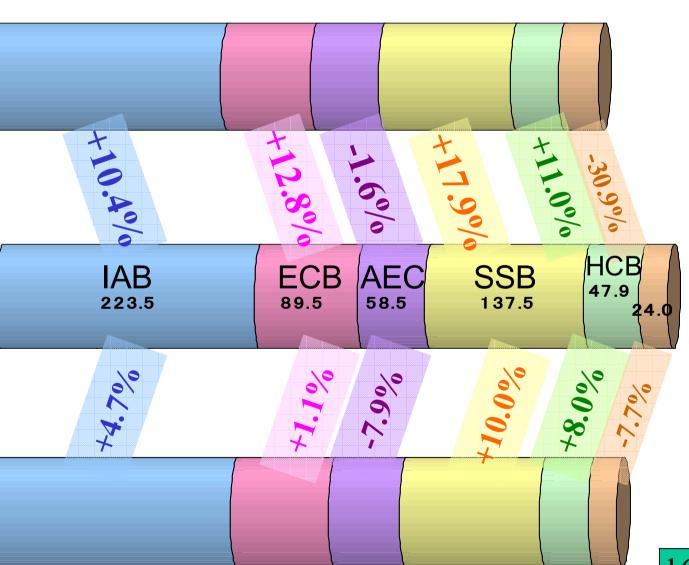
#### ¥580.0 billion

Year ending March 31, 2004

+3.6%

¥560.0 billion

**Initial Plan** 



Outlook for year ending March 31, 2004

## IAB Sales Forecast



¥202.5 billion

Year ended March 31, 2003

+10.4%

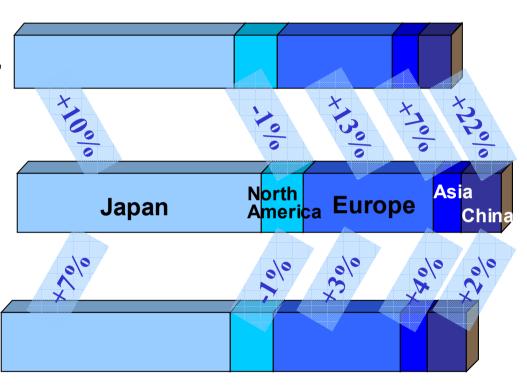
¥223.5 billion

Year ending March 31, 2004

+4.7%

¥213.5 billion

**Initial Budget** 







Strengthen sales force

Japan: Distribution agency system

China: Strengthen sales bases, etc.

Development of Solutions business

Outlook for year ending March 31, 2004

## **ECB Sales Forecast**



¥79.4 billion

Year ended March 31, 2003

+12.8%

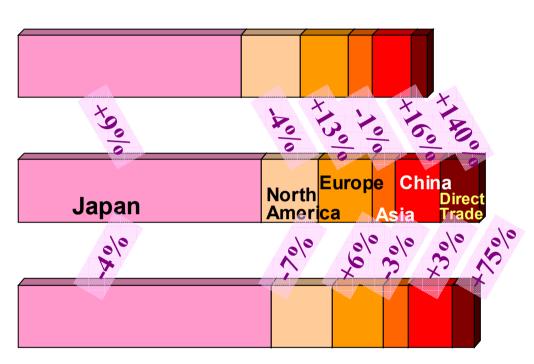
#### ¥89.5 billion

Year ending March 31, 2004

+1.1%

¥88.5 billion

Initial Budget



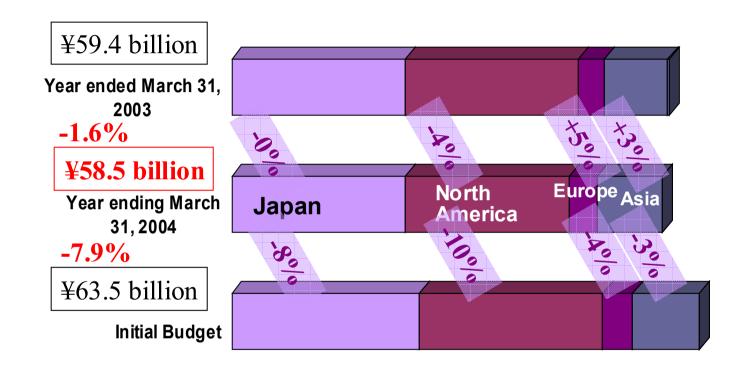
Develop, introduce original products
B-MLA, FPC Connector for mobile components etc.
Strengthen sales capabilities



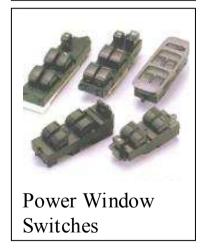


## **AEC Sales Forecast**





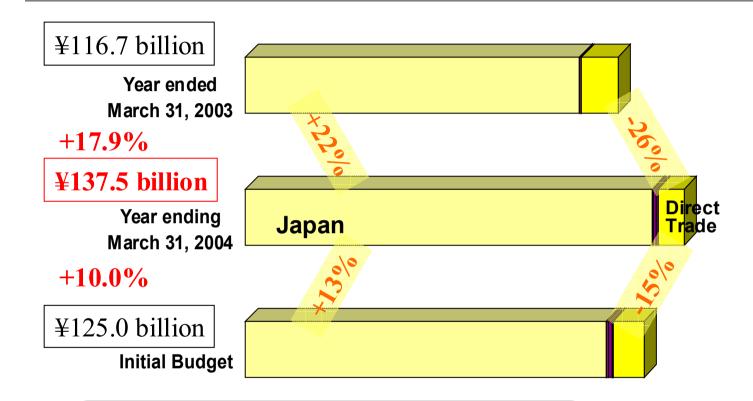
Automotive Relays



Decline in number of cars sold by key customers in North America Strike at key customer in South Korea Outlook for year ending March 31, 2004

## **SSB Sales Forecast**





Bill Processing
Module



Equipment to handle new bank note in Japan Approx. ¥15.7 billion

Strong railway business

(Ticket venders in Kanto, SF Card system in Chubu, etc.)

Outlook for year ending March 31, 2004

### **HCB Sales Forecast**



¥42.3 billion

Year ended March 31, 2003

+11.0%

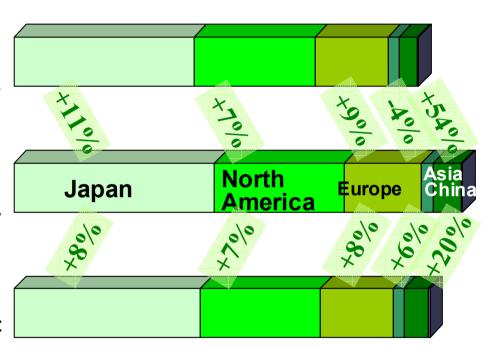
¥47.0 billion

Year ending March 31, 2004

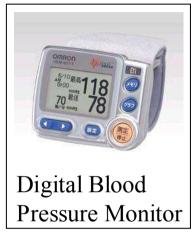
+8.0%

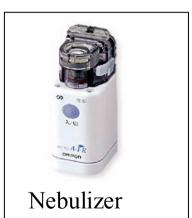
¥43.5 billion

**Initial Budget** 



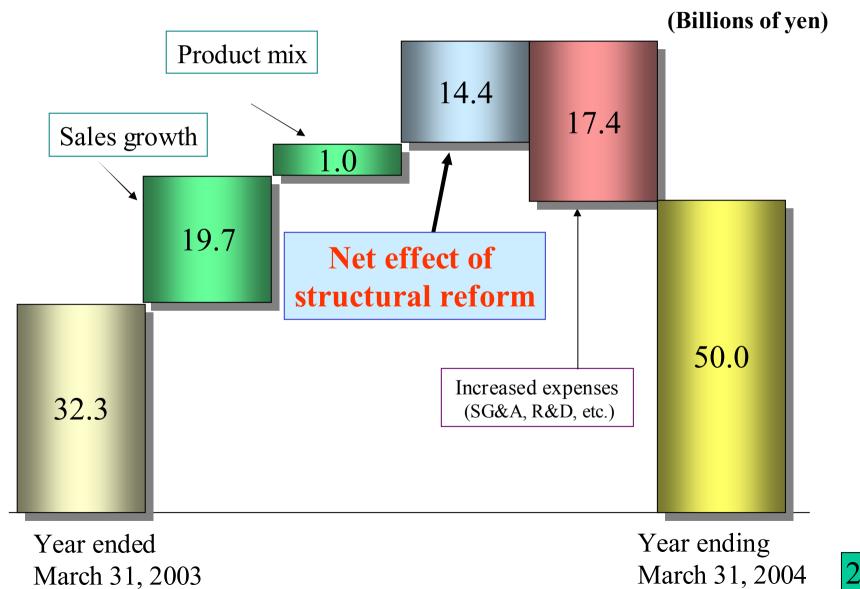
Increasing global concern about health "Top Brand" evaluation (*Consumer Reports*)
New product introductions
(Chair massager, body-fat analyzer, etc.)





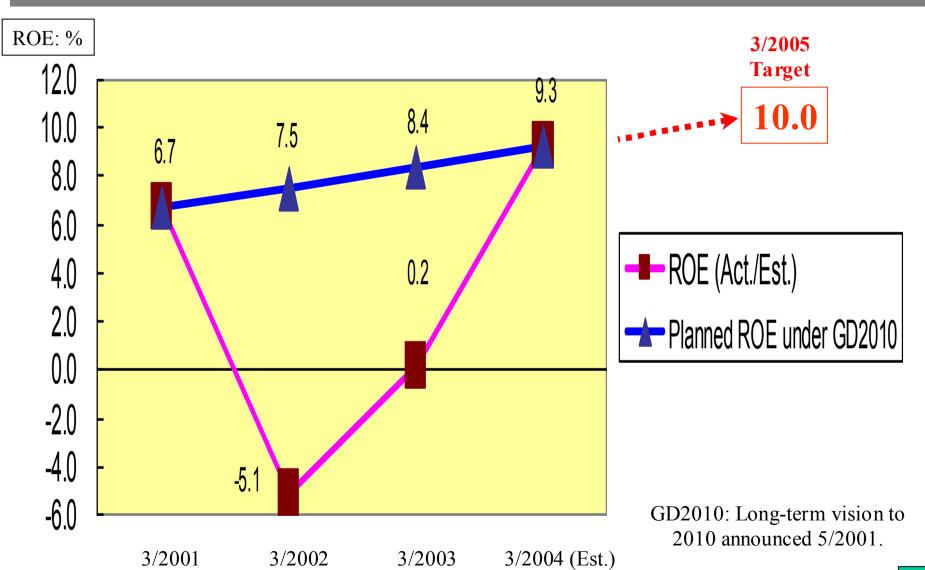
## Operating Income Forecast Omron





## **ROE** Forecast





### ending March 31, 2004 Results of Structural Reforms 1



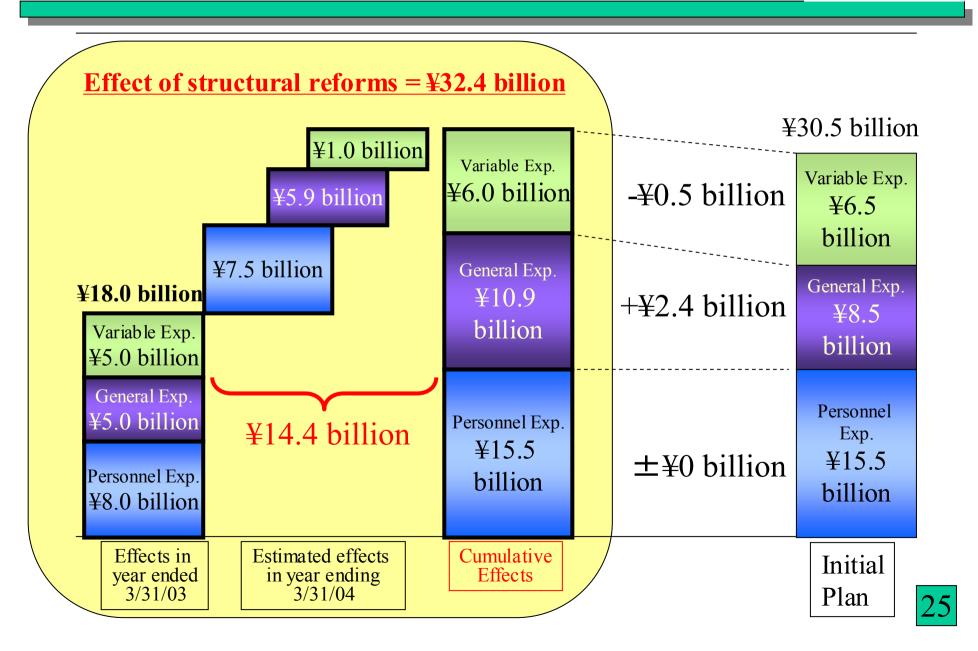
### **Implementation Period**

From April 2002 to September 30, 2003

<u>Tasks</u>	<u>Targets</u>	<u>Results</u>
<ul><li>Reduction of Group fixed and variable expenses</li></ul>	¥30.5 billion	¥32.4 billion
◆ Overseas production ratio	50% increase	52% increase
◆Withdrawal from low-profit and unprofitable businesses	2 businesses 5 subsidiaries	8 businesses 11 subsidiaries

## Results of Structural Reforms 2





## ending March 31, 2004 Results of Structural Reforms 3

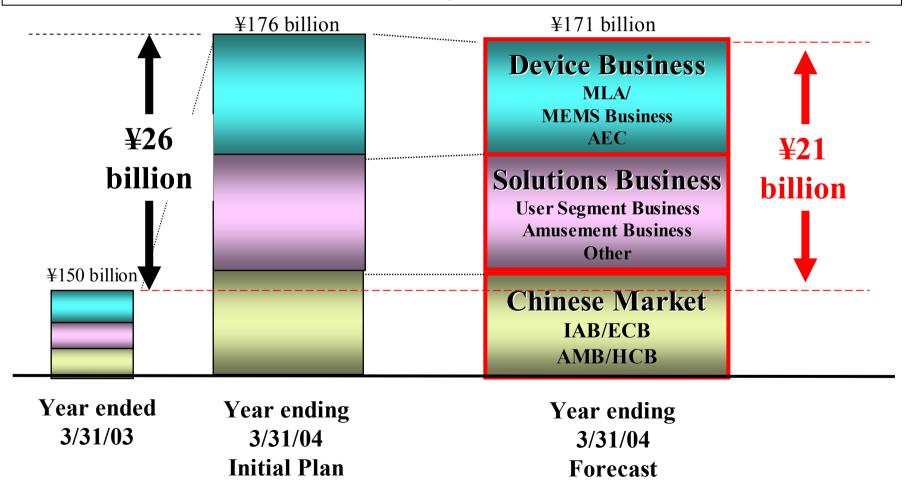


Business Structure	Consolidation/sale of 8 businesses/ 11 subsidiaries  Reorganization of SSB, withdrawal from paper-handling business, sale of Omron Alphatech Corporation, dissolution of Creative Service Business
Manufacturing Structure	Closed 3 factories in Japan, increased overseas production ratio by 50%
Purchasing Processes	Area for direct central purchasing of materials expanded 3.1 times
<b>Management Productivity</b>	Management staff reduced 21%
Head Office Structure	3 divisions, 3 departments eliminated through consolidation; head office fixed expenses reduced
Asset Structure	14% Decision to sell 11 properties
<b>Employment Structure</b>	Consolidation of R&D bases  Early retirement of 1,462 employees + more than
Additional Measures	800 leave group  Reductions in distribution / information expenses

#### Growth Areas



Projections for growth in sales of products and technologies in expanding markets and business areas, with results for the year ended March 31, 2003 as a baseline



Note: Certain figures above contain overlaps in products and regions.

Sizes of boxes in the diagram are not proportional to monetary values.

### B-MLA (Backlight-Micro Lens Array)







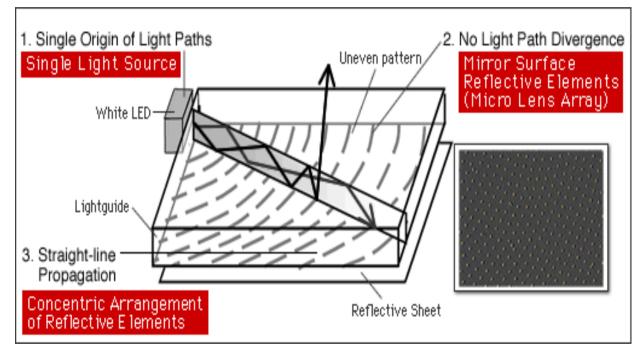
High brightness High efficiency

Low power consumption

Simple structure

Minimal color unevenness

Winner of 2003 Keidanren Chairman's Award from Japan Institute of Invention and Innovation



Microphotonics technology

+

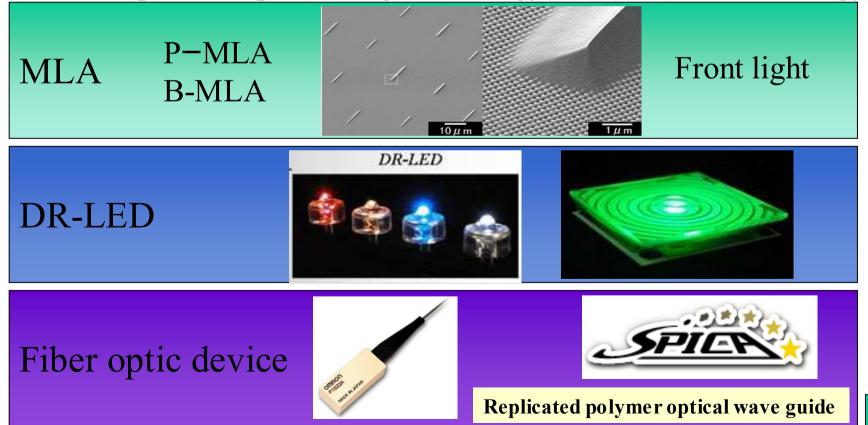
Micro-replication processing technology

## Microphotonics Technology Omron



(Technology to miniaturize and integrate various optical functions and control optical waves)

Micro-replication processing technology (Production technology)



Sensing tomorrow"