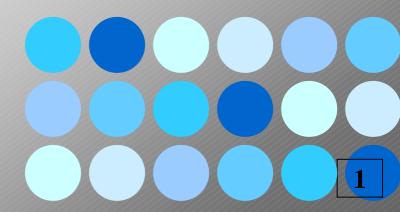




#### Financial Results for the 1<sup>st</sup> Half Ended September 30, 2004

October 29, 2004

**OMRON Corporation** 





#### **Contents**

- 1. Results for the Six Months Ended September 30, 2004
- 2. Forecast for the Six Months and 12 Months Ending March 31, 2005
- 3. Progress of the New Medium-Term Management Plan
- 4. Corporate Pensions: Present and Future
- 5. Aiming for the Best Match Between Humans and Machines
  - OMRON'S Future Direction -

#### **Notes:**

- 1. The financial statements are prepared in accordance with U.S. GAAP.
- 2. Includes 140 consolidated subsidiaries and 12 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.

#### **Main Business Areas**



Business	<b>Business Name</b>	Abbreviation	<b>Business Description</b>
Industrial Automation	Industrial Automation Business	IAB	Manufacture and sale of control components for factory automation, etc.
<b>Electronic Components</b>	<b>Electronic Components Business</b>	ECB	Manufacture and sale of electronics components for home appliances, communications, mobile devices, etc.
<b>Automotive Electronics</b>	<b>Automotive Electronic Components Business</b>	AEC	Manufacture and sale of electronic components for automobiles
Social Systems	Social Systems Business	SSB	Manufacture, sale and services for fund transfer (ATMs, etc.), public transportation (automated passenger gates, etc.) and traffic and road management systems
Healthcare Equipment	<b>Healthcare Business</b>	НСВ	Manufacture and sale of medical devices (digital blood pressure monitors, etc.)
Others	Business Development Group/Others	Others	Exploration of new businesses, businesses not included in above



#### 1. Financial Results for the Six Months Ended September 30, 2004

#### **Consolidated Income Statements**



### Net sales ¥302.3B (112% YOY change), operating income ¥31.2B (145% YOY change), both in line with our previous forecasts\*

<b>Income Statements</b>				(Billions of Yen)				
	6 months ended 09/2003 Actual (1)	6 months ended 09/2004 Actual (2)		ended 09/2004		Change from last year (2)/(1)	6 months ended 09/2004 Previous forecasts*(3)	Change from previous forecasts* (2)/(3)
Net sales	270.2		302.3	111.9%	300.0	100.8%		
Gross profit	113.0		127.3	112.7%	126.0	101.0%		
SG&A expenses	71.0		71.9	101.3%	72.0	99.9%		
R&D expenses	20.5		24.2	118.0%	23.0	105.2%		
Operating income	21.5		31.2	144.8%	31.0	100.6%		
NIBT	19.4		29.0	149.2%	27.0	107.4%		
NIAT	7.7		16.4	213.5%	16.0	102.5%		
<b>Exchange Rate</b>	change Rate					(Yen)		
US\$	118.1		109.5	-8.6	107.0	2.5		
EUR	133.3		132.8	-0.5	130.7	2.1		

#### Breakdown of Sales by Region and Business

### High growth rate of about 10% YOY, strong in Japan and overseas; 115% YOY change in IAB and ECB segments

		(Billions of Yen)				
By Region	6 months ended 09/2003 Actual (1)	6 months ended 09/2004 Actual (2)		Change from last year (2)/(1)	6 months ended 09/2004 Previous forecasts*(3)	Change from previous forecasts* (2)/(3)
Japan	159.6		181.0	113.4%	181.0	100.0%
Overseas**	110.6		121.3	109.7%	119.0	101.9%
Total	270.2		302.3	111.9%	300.0	100.8%
** Overseas includes direct e	xports					
By Business	Actual (1)	A	ctual (2)	(2)/(1)	Previous forecasts*(3)	(2)/(3)
IAB	110.6		127.2	115.0%	125.5	101.4%
ECB	43.5		50.0	114.7%	50.0	100.0%
AEC	28.2		30.2	107.0%	30.0	100.7%
SSB	53.7		58.9	109.7%	58.5	100.7%
НСВ	22.8	23.9		104.8%	24.5	97.6%
Others	11.4		12.1	106.8%	11.5	105.2%
Total	270.2		302.3	111.9%	300.0	100.8%

<sup>\*</sup>The previous forecasts were released on July 30, 2004.

#### Breakdown of Operating Income By Segments



### IAB: strong contributor to increased income; SSB: increase from special demand of new bank note; tough conditions for AEC

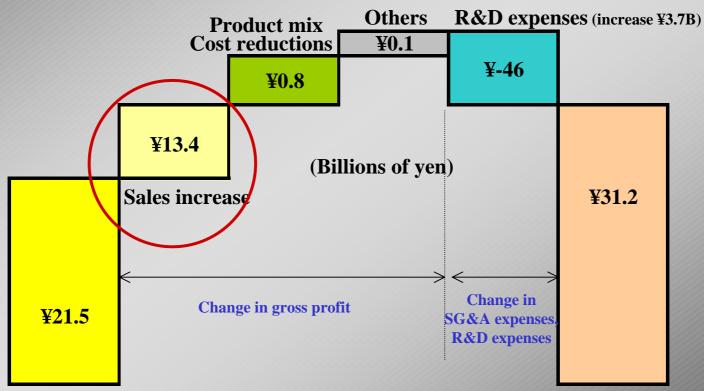
				(Billions of Yen)				
	6 months ended 09/2003	6 months ended 09/2004		Change from last year	6 months ended 09/2004	Change from previous forecasts*		
By Business	Actual (1)	Act	ual (2)	(2)/(1)	Previous forecasts*(3)	(2)/(3)		
IAB	16.3		23.6	144.7%	24.3	97.2%		
ECB	7.5		8.3	110.5%	8.2	101.2%		
AEC	0.4		-0.7	-193.5%	0.1	-710.0%		
SSB	0.9		3.7	428.9%	1.7	220.0%		
НСВ	3.8		3.0	78.7%	4.4	68.2%		
Others	1.9		2.0	106.4%	1.3	156.3%		
<b>HQ Cost/Elimination</b>	-9.2		-8.8	95.6%	-9.0	98.1%		
Total	21.5		31.2	144.9%	31.0	100.5%		

### **Breakdown of Changes** in Operating Income



### Sales growth the major factor in gross profit increase ¥9.7B YOY increase in operating income after substantial increase in R&D expenses

Increase in SG&A expenses, (increase \( \) \( \) \( \) (increase \( \) (increase \( \) (increase \( \) (increase \( \) (increase \( \) (increase \( \) \(



Operating income for 6 months ended 09/30/03

Operating income for 6 months ended 09/30/04

### **Consolidated Balance Sheet Summary**



### Redemption of approx. ¥30B in convertible bonds in Sept. reduced cash and cash equivalents and bank loans

		(Billions of Yen)				
Consolidated Balance Sheet	As of 09/30/2003 (Actual)	As of 03/31/2004 (Actual)	As of 09/30/2004 (Actual)			
<b>Total Assets</b>	552.5	592.3	571.2			
Cash and cash equivalents	79.3	95.1	77.5			
Notes and A/C receivable	97.4	122.1	113.9			
Inventories	77.1	70.3	82.3			
Other current assets	23.9	28.8	26.8			
Fixed assets	274.8	276.0	270.7			
Total Liabilities	290.4	317.6	271.0			
Bank loans	45.7	45.5	24.8			
Long-term tebt	11.4	11.2	0.8			
Other liabilities	233.3	260.9	245.4			
Shareholders' equity	262.1	274.7	300.3			

### **Consolidated Statements of Cash Flows Summary**



Redemption of approx. ¥30B in convertible bonds in Sept reduced cash and cash equivalents at end of period by about ¥17.6B

		(Billions of Yen)			
Consolidated Cash Flows	6 months ended 09/2003 (Actual)	12 months ended 03/2004 (Actual)	6 months ended 09/2004 (Actual)		
Net cash provided by operating activities	35.5	80.7	33.6		
Net cash used in investing activities	-15.6	-34.5	-16.5		
Net cash used in financing activities	-17.9	-28.1	-37.3		
Effect of exchange rate changes	-2.7	-2.9	2.6		
Net increase (decrease)	-0.7	15.1	-17.6		
Cash and cash equivalents at end of the period	79.3	95.1	77.5		

### **Segment Information IAB (Industrial Automation Business)**



Manufacture and sale of control systems and equipment for factory automation and production machinery

Industrial Components (Temperature Controllers, Relays, Switches, Timers, counters, etc.)
System Components (Programmable Logic Controllers, Motion Controllers, etc.)
Sensors (Photoelectric/Proximity Sensors, Base Inspection Systems, etc.)

### Net sales ¥127.2B, high growth in Japan and Greater China; operating income ratio 18.6%

	(Billions of Yen)					
	6 months		6 months ded 09/2004		Change from	
IAB	ended 09/2003	en			last year	
Sales	Actual (1)		Actua	l (2)	(2)/(1)	
Japan	54.5			65.7	120.4%	
Overseas	56.1			61.5	109.8%	
North America	10.2			10.1	99.3%	
Europe	29.4			32.4	110.0%	
Asia	6.7			5.6	83.4%	
China	9.5			11.3	118.6%	
Exports	0.2			2.1	1372.5%	1
Total	110.6			127.2	115.0%	
<b>Operating income</b>	16.3			23.6	144.7%	







ubsidiary moved to exports

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### **Segment Information ECB (Electronic Components Business)**



Manufacture and sale of electronic components for home appliances, communications, mobile phones, amusement components, OA

Relays, Switches, Connectors, Sensors, Micro Lens Arrays, Customized ICs, IC Coins, Optical Communications Devices, etc.

Net sales ¥50.0B, operating income ratio 16.7% Strong sales of mobile devices in China and exports

			Billions of Yen)
	6 months	6 months	Change from
ECB	ended 09/2003	ended 09/2004	last year
Sales	Actual (1)	Actual (2)	(2)/(1)
Japan	23.5	25.2	107.0%
Oveseas	20.0	24.8	123.9%
North America	5.4	5.2	95.5%
Europe	5.0	5.9	117.7%
Asia	2.4	2.8	118.0%
China	4.4	5.7	131.3%
Exports	2.8	5.2	183.4%
Total	43.5	50.0	114.7%
Operating income	7.5	8.3	110.5%







#### **Segment Information**



#### AEC (Automotive Electronic Components Business) Sensing tomorrow™

#### Manufacture and sale of automotive electronic components

Automotive Relays, Sensors, Laser Radars, Power Window Switches, Keyless Entry Systems, ECU, etc.

#### Net sales ¥30.2B, operating loss Slump in sales to a certain domestic customer, difficult situation in North America

		(Billions of yen)					
AEC Sales	6 months ended 09/2003 Actual (1)	6 months ended 09/2004 Actual (2)	Change from last year (2)/(1)				
Japan	11.7	12.6	108.1%				
Overseas	16.5	17.6	106.3%				
North America	10.6	10.1	94.8%				
Europe	1.9	2.1	113.9%				
Asia	3.9	5.3	135.5%				
China	0	0	<u> </u>				
Exports	0.2	0.1	79.1%				
Total	28.2	30.2	107.3%				
Operating income	0.4	-0.7					







### Segment Information SSB (Social Systems Business\*)



Manufacture and sale of equipment/modules, and provision of solutions and services to the fields of finance, public transportation and traffic/road management

Finance: ATMs, Cash Dispensers, Automated Bill Changers, etc.

Public Transportation: Passenger Gates, Ticket Venders, Fare Adjustment Systems, etc.

Traffic/Road Management: Signal Controllers, Road Management Devices, etc.

### Major increase in both sales and income due to special demand for new bank notes

			(Billions of yen)				
		6 months	6 months		Change from		
SSB		ended 09/2003	er 09/2	nded 2004	last year		
Sales		Actual (1)	Actu	al (2)	(2)/(1)		
Japan		48.3		54.2	112.0%		
Overseas		5.4		4.7	88.9%		
	North America	0.1		0.1	78.7%		
	Europe	0.6		0.4	68.8%		
	Asia	0		0	-		
	China	0.1		0			
	Exports	4.4		4.3	95.9%		
Total		53.7		58.9	109.8%		
<b>Operating incon</b>	ne	0.9		3.7	428.9%		







### **Segment Information HCB (Healthcare Business)**



Manufacture and sale of home and professional healthcare equipment

Digital Blood Pressure Monitors, Digital Thermometers, Pedometers, Body Composition Analyzers (Body-fat Analyzers), Electronic Pulse Massagers, Chair Massagers, etc.

#### Net sales ¥23.9B, operating income ratio 12.6% Solid sales of blood pressure monitors, body composition analyzers in Japan

		(Billions of yen)			
	6 months	6 months		Change from	
НСВ	ended 09/2003	ended 09/2004		last year	
Sales	Actual (1)	Actual	(2)	(2)/(1)	
Japan	10.4		11.4	109.5%	
Overseas	12.4		12.5	100.7%	
North America	6.7		6.8	101.4%	
Europe	3.7		3.7	98.4%	
Asia	0.7		0.7	111.3%	
China	1.3		1.3	95.7%	
Exports	0.1		0.1	104.8%	
Total	22.8		23.9	104.8%	
Operating income	3.8		3.0	78.7%	









## 2. Forecast for the Six Months and 12 months Ending March 31, 2005

Six Months ending March 31, 2005

### **Forecast of Consolidated Income Statements**



### Forecast: Net sales \(\frac{\pma}{312.7B}\), operating income \(\frac{\pma}{28.8B}\) No major changes YOY or from the previous forecasts\*

<b>Income Statements</b>	ncome Statements (Billions of Yen)					
	6 months ended 03/2004 Actual (1)	6 months ending 03/2005 Forecasts (2)		Change from last year (2)/(1)	last year ending 03/2005	
Sales	314.7		312.7	99.4%	315.0	99.3%
Gross profit	127.1		126.7	99.7%	126.0	100.6%
SG&A	71.2		73.1	102.7%	72.0	101.5%
R&D expenses	26.0		24.8	95.3%	25.0	99.2%
Operating income	29.9		28.8	96.4%	29.0	99.3%
NIBT	28.6		27.0	94.6%	29.0	93.1%
NIAT	19.1		17.6	92.1%	18.0	97.8%
Exchange Rate					(Yen)	
US\$	108.3		110.0	1.7	105.0	5.0
EUR	131.0		130.0	-1.0	130.0	0.0

<sup>\*</sup>The previous forecasts were released on July 30, 2004.

#### Sales Forecast by Region and Business



### SSB sales to decrease YOY due to transfer of ATM business to JV, all other businesses to grow

					(Billions of yen)	
By Region	6 months ended 03/2004 Actual (1)	6 months ending 03/2005 Forecasts (2)		Change from last year (2)/(1)	6 months ending 03/2005 Previous forecasts*(3)	Change from previous forecasts* (2)/(3)
Japan	201.5		188.6	93.6%	192.5	98.0%
Overseas**	113.2		124.2	109.7%	122.5	101.3%
Total	314.7		312.7	99.4%	315.0	99.3%
**Overseas includes direct ex	**Overseas includes direct exports					
By Business	Actual (1)	Forecasts (2)		(2)/(1)	Previous forecasts*(3)	(2)/(3)
IAB	119.0		125.8	105.7%	124.0	101.4%
ECB	45.4		56.5	124.4%	58.5	96.6%
AEC	30.6		31.8	103.9%	32.0	99.3%
SSB	82.3		57.1	69.4%	56.5	101.1%
НСВ	24.2		27.1	112.2%	27.0	100.4%
Other	13.1		14.4	109.6%	17.0	84.6%
Total	314.7		312.7	99.4%	315.0	99.3%

<sup>\*</sup>The previous forecasts were released on July 30, 2004.

### Forecast of Consolidated Operating Income



Consolidated operating income on target to meet previous projections IAB and ECB to maintain strong growth SSB to decrease due to peak-out of new bank notes related demand

					(Billions of yen)	
	6 months ended	6 months		Change from	6 months ending	Change from previous
	03/2004	ending 03/2005		last year	03/2005	forecasts*
By Business	Actual (1)	Forecasts (2)		(2)/(1)	Previous forecasts*(3)	(2)/(3)
IAB	17.9		20.9	116.9%	20.7	100.8%
ECB	7.1		8.7	122.0%	9.0	96.1%
AEC	0.7		1.0	150.7%	1.4	72.1%
SSB	9.5		2.8	29.1%	3.4	81.2%
НСВ	3.3		5.0	149.4%	4.3	116.3%
Others	1.9		1.1	57.9%	2.0	54.2%
<b>HQ Cost/Eliminations</b>	-10.5		-10.6	100.9%	-11.8	89.5%
Total	29.9		28.8	96.5%	29.0	99.3%

<sup>\*</sup>The previous forecasts were released on July 30, 2004.

Income Statements

### **Forecast of Consolidated Income Statements**



(Rillians of Van)

### Sales, income both expected to set new records in line with previous projection

ROE=11.5%, EPS=¥140 (forecast)

income Statements				(Dillions of Yell)			
	12 months ended 03/2004 Actual (1)	12 months ending 03/2005 Forecasts (2)		Change from last year (2)/(1)	12 months ending 03/2005 Previous forecasts*(3)	Change from previous forecasts*	
Sales	584.9		615.0	105.1%	615.0	100.0%	
Gross profit	240.1		254.0	105.8%	252.0	100.8%	
SG&A	142.2		145.0	102.0%	144.0	100.7%	
R&D expenses	46.5		49.0	105.4%	48.0	102.1%	
Operating income	51.4		60.0	116.7%	60.0	100.0%	
NIBT	48.0		56.0	116.7%	56.0	100.0%	
NIAT	26.8		34.0	126.8%	34.0	100.0%	
			ROE	= 11.5%, EP	S=¥142.81 (F	Torecast)	
<b>Exchange Rate</b>				(Yen)			
US\$	113.4		109.8	-3.6	106.1	3.7	
EUR	132.4		131.5	-0.9	130.3	1.2	
			///////////////////////////////////////				

<sup>\*</sup>The previous forecasts were released on July 30, 2004.

#### Sales Forecast by Region and Business



#### 5.1% YOY sales growth Net sales growth will be approx. 7% excluding ATM's JV effect

				(Billions of yen)		
By Region	12 months ended 03/2004 Actual (1)	12 months ending 03/2005 Forecasts (2)	Change from last year (2)/(1)	12 months ending 03/2005 Previous	Change from previous forecasts*	
Japan	361.1	369.5	102.3%	forecasts*(3)  373.5	98.9%	
Overseas**	223.8	245.5	109.7%	241.5	101.7%	
Total	584.9	615.0	105.1%	615.0	100.0%	
**Overseas includes direct	exports					
By Business	Actual (1)	Forecasts (2)	(2)/(1)	Previous forecasts*(3)	(2)/(3)	
IAB	229.6	253.0	110.2%	249.5	101.4%	
ECB	89.0	106.5	119.7%	108.5	98.2%	
AEC	58.8	62.0	105.4%	62.0	100.0%	
SSB	136.0	116.0	85.3%	115.0	100.9%	
НСВ	47.0	51.0	108.6%	51.5	99.0%	
Other	24.5	26.5	108.3%	28.5	93.0%	
Total	584.9	615.0	105.1%	615.0	100.0%	

<sup>\*</sup>The previous forecasts were released on July 30, 2004.

### Forecast of Consolidated Operating Income



IAB/ECB/HCB: double-digit growth / SSB: decrease due to peak-out of new Bank notes demand / AEC: Profitability recovery may delay

					(Billions of yen)		
By Business	12 months ended 03/2004 Actual (1)	12 months ending 03/2005 Forecasts (2)		Change from last year (2)/(1)	12 months ending 03/2005 Previous forecasts*(3)	Change from previous forecasts* (2)/(3)	
IAB	34.2		44.5	130.2%	45.0	98.9%	
ECB	14.6		17.0	116.1%	17.2	98.8%	
AEC	1.0		0.3	28.9%	1.5	20.0%	
SSB	10.4		6.5	62.7%	5.1	127.5%	
НСВ	7.2		8.0	111.7%	8.7	92.0%	
Others	3.8		3.1	82.0%	3.3	93.7%	
<b>HQ Cost/Eliminations</b>	-19.7		-19.4	98.4%	-20.8	93.2%	
Total	51.4		60.0	116.7%	60.0	100.0%	

<sup>\*</sup>The previous forecasts were released on July 30, 2004.



#### 3. Progress of the New Medium-Term Management Plan

New Medium-Term Management Plan Progress

#### Core Growth Areas to Achieve Plan Objectives



New Technological Fields and Greater China Market Set as Core Growth Areas in Mid-Term Plan Announced in May 2004

Fiscal 2007 Management Objective "To Double Total Business Value"

#### **Creating Business Value** in New Technological Fields

#### One scenario:

**Increase ¥50B sales in new technological fields** 

which may be expected to grow over 20% annually with OMRON's core technologies to CREATE NEW BUSINESS VALUE

#### Increasing Business Value in Existing Fields, including Greater China

#### One scenario:

**Increase ¥100B sales in Greater China** 

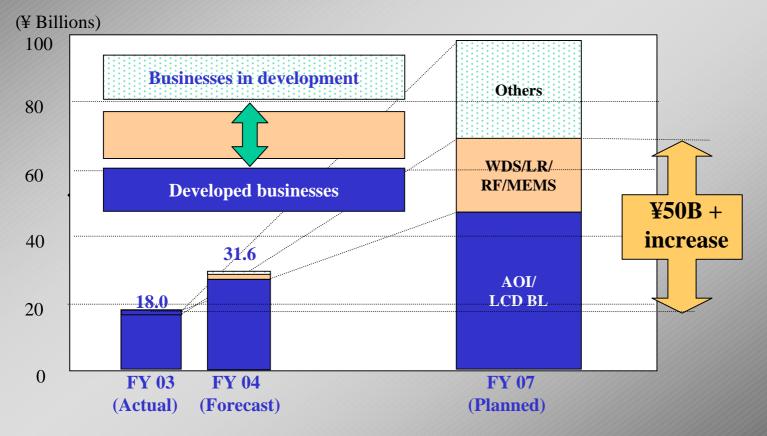
and strengthen PL structure of existing businesses (esp. improve SG&A and mfg. cost ratios) to INCREASE BUSINESS VALUE

New Medium-Term Management Plan Progress

#### Core Growth Area 1: New Technological Fields



Strong automated PCB inspection system and LCD backlight units in steady progress toward goal of ¥50B sales increase by FY 07



#### New Technological Fields

WDS: Waveform analysis, diagnosis and solution

LR: Laser radars for automobiles

RF: Passive keyless entry for automobiles

MEMS: Micro electro mechanical systems

**AOI:** Automated optical inspection

LCD BL: Liquid crystal backlight

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New Medium-Term Management Plan Progress

#### Core Growth Area 2: Greater China Market



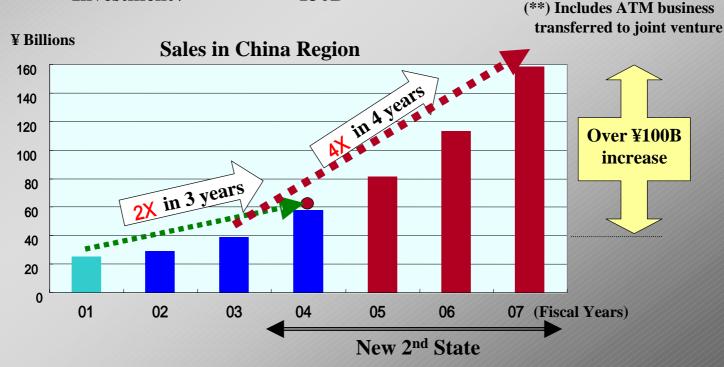
### FY 04 sales in Greater China forecast to grow 48%\* Steady advance toward goal of ¥100B increase by FY 07

- (\*)
- ·US dollar basis
- 'Excludes ATM business transferred to joint venture

FY 2003 (Actual) FY 2007 (Estimated)

Net sales:  $\$38.8B^{**}$   $\longrightarrow$  \$150.0B (over \$100B increase)

Investment: ¥30B





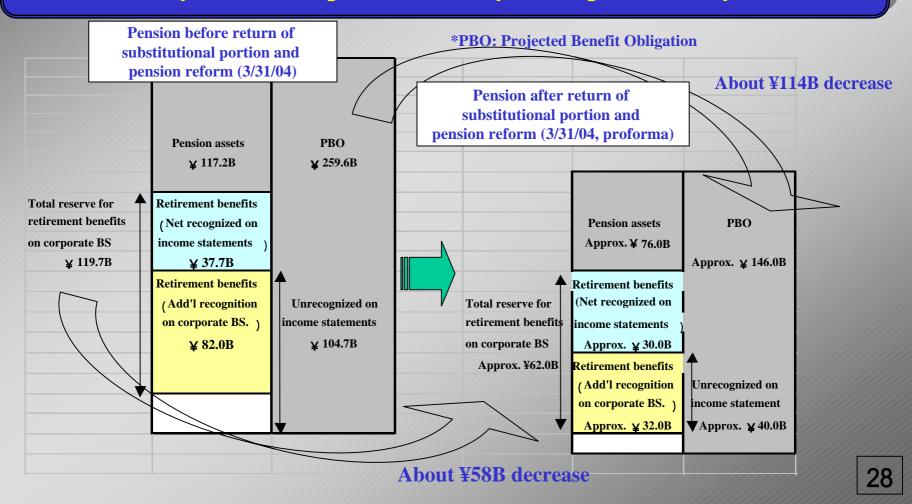
## 4. Corporate Pensions: Present and Future

**Corporate Pensions: Present and Future** 

#### **Effect of Return of Substitutional Portion and Pension Reform on Corporate BS (Estimated)**



### Return of substitutional portion and pension reform projected to reduce PBO\* by ¥114B and pension liability on corporate BS by ¥58B





# 5. Aiming for the Best Match Between Humans and Machines OMRON'S Future Direction

### Omron Proposes New Concept "Best Matching of Humans and Machines"



Making machines more compatible with humans. That is "Best Matching of Humans and Machines."

**Past** 

**Humans adapt to machines** 

Change with
Sensing and Control
Technology

**Future** 

Machines adapt to humans

Machine adjusting its functions and performance to the user's ability level/gender/age

"Best matching of Humans and Machines"

**Best Matching of Humans & Machines** 

### **Background: Shift from Industrialization Society to Optimization Society**



Social needs change as society changes.

Omron will anticipate those changing needs.

#### **Industrialization Society**

Social change

#### **Optimization Society**

Needs to attain material wealth

**Productivity** 

**Efficiency** 

#### **Examples:**

- Mass production/mass consumption
- Information as a means to compress time and distance

Society's needs also change Needs to attain spiritual comfort

Safety

Security

**Environment** 

#### **Examples:**

- 'Safe, secure, healthy workplaces and homes
- 'Reduced consumption of energy and natural resources, environmental preservation

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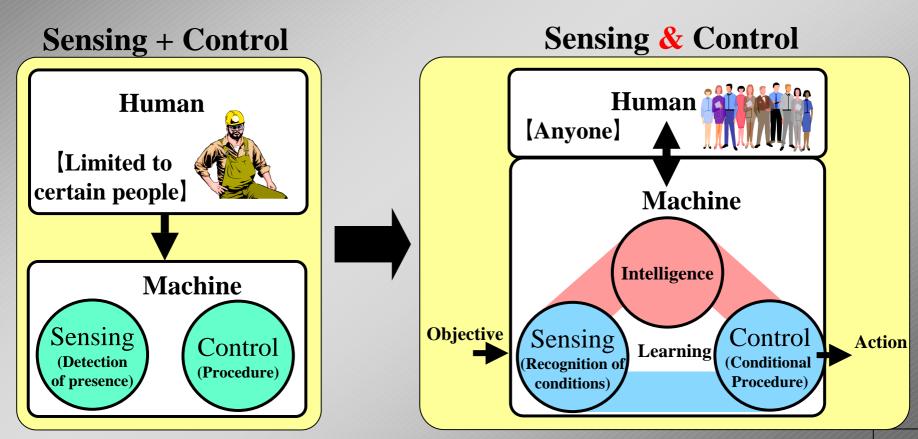
**Best Matching of Humans & Machines** 

### **Advanced Sensing & Control Technology** to Achieve the



"Best Matching of Humans and Machines"

### With advanced Sensing & Control, Machine learns in lieu of humans to achieve the optimum action



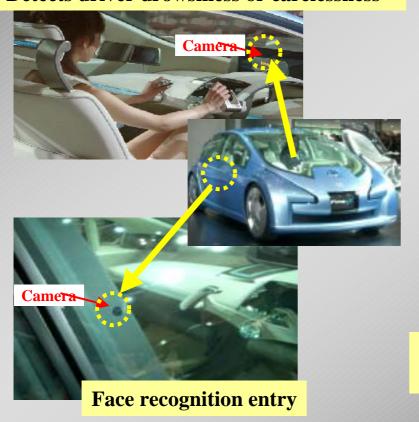
**Best Matching of Humans & Machines** 

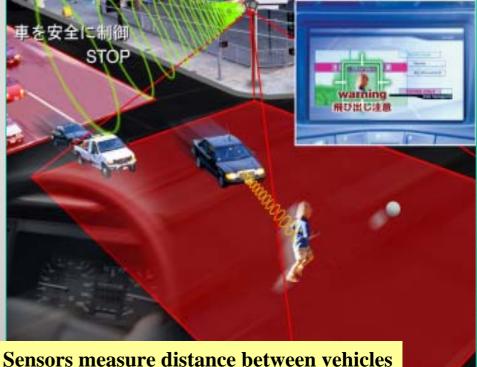
#### "Best Matching of Humans and Machines" Example: Support in Safety Driving



### Biosensors, laser radars and HDRC support safer driving

-Optimizing individual driving environment -Detects driver drowsiness or carelessness





Sensors measure distance between vehicles or detect obstructions



## **Aiming for the Best Matching of Humans and Machines**



