## OmROn

Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2006

## Summary of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2006

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## 1. Preparation of Summary First Quarter Fiscal 2006 Results

| Simplification of accounting methods: | Yes. Some simplified methods are applied in accounting <br> standards for reserves and allowances. |  |  |  |  |
| :--- | :--- | :--- | :---: | :---: | :---: |
| Changes in consolidated accounting methods <br> from the most recent fiscal year: | Yes (Change in segment classification in geographical segment <br> information) |  |  |  |  |
| Changes in scope of consolidation and <br> application of equity method: | Yes |  |  |  |  |
| Consolidation: |  |  |  | (New) 5 companies | (Eliminated) 1 company |
| Equity Method: | (New) 1 company | (Eliminated) 0 companies |  |  |  |

2. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2006
(1) Sales and Income

| Millions of Yen - Except Per Share Data and Percentages |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2005 |  | Three months ended June 30, 2004 |  | Year ended March 31, 2005 |
|  |  | Change |  | Change |  |
| Net sales | 138,474 | (6.4) | 147,930 | 10.1 | 608,588 |
| Operating income | 9,099 | (40.2) | 15,206 | 53.8 | 56,111 |
| Income before income taxes | 8,576 | (43.1) | 15,084 | 51.3 | 52,548 |
| Net income | 5,147 | (46.4) | 9,605 | 58.3 | 30,176 |
| Net income per share (yen) |  |  |  |  | 126.52 |
| Net income per share, diluted (yen) |  |  |  |  | 124.75 |

Note: Percentages for net sales, operating income, income before income taxes, and net income represent changes compared with the previous fiscal year .

|  | Millions of Yen - Except Per Share Data and Percentages |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { June } 30,2005 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { As of } \\ \text { June } 30,2004 \\ \hline \end{gathered}$ | As of March 31, 2005 |
| Total assets .. | 570,334 | 596,041 | 585,429 |
| Shareholders' equity .............................................. | 310,408 | 291,443 | 305,810 |
| Shareholders' equity ratio (percentage)..................... | 54.4 | 48.9 | 52.2 |
| Shareholders' equity per share (yen) ........................ | 1,304.15 | 1,218.01 | 1,284.81 |

(3) Consolidated Cash Flows

|  | Millions of Yen - Except Per Share Data and Percentages |  |  |
| :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2005 | Three months ended June 30, 2004 | Year ended March 31, 2005 |
| Net cash provided by operating activities.................. | 8,073 | 10,689 | 61,076 |
| Net cash used in investing activities.................... | $(11,560)$ | $(5,379)$ | $(36,050)$ |
| Net cash used in financing activities ........................ | $(3,155)$ | $(3,528)$ | $(40,684)$ |
| Cash and cash equivalents at end of period................ | 70,175 | 96,962 | 80,619 |

3. Projected Results for the Fiscal Year Ending March 31, 2006 (April 1, 2005 - March 31, 2006)

|  | Millions of Yen - Except per Share |  |
| :---: | :---: | :---: |
|  | Six Months Ending Sept. 30, 2005 | Full Year Ending <br> March 31, 2006 |
| Net sales | 285,000 | 625,000 |
| Income before income taxes ................................................................. | 30,000 | 63,000 |
| Net income ....................................................................................... | 17,000 | 36,000 |
| Net income per share (yen) | 71.42 | 151.25 |

Note: Please see pages 7 of the attached materials regarding assumptions of the results projected above and cautionary statements concerning the use of these projections.

## Summary of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2006

| Consolidated Results |  |  |  |
| :--- | :---: | :---: | :---: |
|  | Three months ended <br> June 30, 2005 | Three months ended <br> June 30, 2004 | Year-on-year change |
| Net sales | 138,474 | 147,930 | $93.6 \%$ |
| Operating income | 9,099 | 15,206 | $59.8 \%$ |
| $[\%$ of net sales $]$ | $[6.6 \%]$ | $[10.3 \%]$ | $[-3.7 \mathrm{P}]$ |
| Income before income taxes | 8,576 | 15,084 | $56.9 \%$ |
| $[\%$ of net sales] | $[6.2 \%]$ | $[10.2 \%]$ | $[-4.0 \mathrm{P}]$ |
| Net income | 5,147 | 9,605 | $53.6 \%$ |
| Net income per share (basic) $(\not ¥)$ | 21.63 | 40.15 | -18.52 |

Notes:

1. Figures for first quarter results are not reviewed by independent auditors.
2. The consolidated financial statements are prepared in accordance with U.S. GAAP.
3. Includes 146 consolidated subsidiaries and 18 affiliated companies accounted for by the equity method.

## 1. Results of Operations and Financial Condition

## General Overview

Looking at economic conditions during the first quarter (April-June 2005) of the Omron Group's fiscal year, factors including high crude oil prices and the start of an adjustment phase in inventories of information technology (IT) and digital-related products led to slower growth in consumer spending and capital investment in North America and Europe. In greater China and Southeast Asia, production slowed, particularly in China, South Korea and Taiwan. As a result, the global economy overall continued in a decelerating trend. The Japanese economy also tended toward slower growth due to sluggish exports and corporate capital investment, which have been driving economic growth until now.

In this economic environment, the Omron Group's net sales for the first quarter were below the level of the same period of the previous year, totaling $¥ 138,474$ million (a decrease of 6.4 percent compared with the same period of the previous year). The transfer of the ATM and other information equipment business to an equity affiliate had a substantial impact on sales. However, although domestic and overseas sales of consumer and commerce components for IT and digital-related products were weak, sales of electronic components for automobiles and control devices for factory automation, two key products of the Omron Group, were solid. As a result, net sales for the first quarter, excluding the transferred information equipment business, surpassed net sales for the same period of the previous year. While conducting aggressive investment for future growth, the Omron Group made continuous structural reforms to promote lasting efficiency improvements aimed at realizing a solid profit structure. However, the decrease in net sales due to the transfer of the information equipment business and increases in sales, general and administrative expenses and research and development expenses resulted in operating income of $¥ 9,099$ million (a decrease of 40.2 percent compared with the same period of the previous year) income before income taxes of $¥ 8,576$ million (a decrease of 43.1 percent compared with the same period of the previous year) and net income for the quarter of $¥ 5,147$ million (a decrease of 46.4 percent compared with the same period of the previous year). Each of these figures was below that for the same period of the previous year.

## Segment Information

## Industrial Automation Business

In Japan, investment to improve quality and safety was firm, and businesses such as the safety business and quality solutions business, which are positioned as strategic growth businesses, achieved steady expansion in sales. However, sales of existing products for the semiconductor and digital home appliance industries, which are in an adjustment phase, were lackluster, and overall sales in Japan were below the level of the same period of the previous year.

Overseas, sales in North America were solid, particularly sales of products for the automobile industry. In Europe, sales were also firm due to favorable growth in sales of inverters, servomotors and other products. Also in greater China, Omron Group performed strongly as a result of aggressive investment in enhancing productivity and boosting sales through measures such as upgrading sales channels.

As a result, segment sales for the first quarter were $¥ 64,642$ million, an increase of 1.0 percent compared with the same period in the previous year.

## Electronic Components Business

In Japan, sales were down from the same period of the previous year due to factors including weakness in the air conditioning market and continued production adjustments by customers that reflected delays in approval of new machines in the pachinko slot machine industry. Overseas sales were sluggish overall. Sales of signal relays in Europe declined as demand from the telecommunications industry remained weak, and sales of backlights in greater China dropped substantially due to increased competition, customer inventory adjustments and other factors.

As a result, segment sales for the first quarter were $¥ 22,589$ million, a decrease of 9.0 percent compared with the same period of the previous year.

## Automotive Electronic Components Business

Although performance in each country varied, overall automobile sales volume worldwide showed stable growth, and sales of this segment also grew steadily. First-quarter sales were higher than in the same period of the previous year in the United States, Europe and Japan, and sales in South Korea increased substantially.

As a result, segment sales were $¥ 17,474$ million, an increase of 17.2 percent compared with the same period of the previous year.

## Social Systems Business

In the station management and settlement system business, despite a decrease in sales in reaction to strong demand in the first quarter of the previous year for the renewal and upgrade of ticket machines and other equipment in order to accommodate newly designed currency bills, sales were favorable due to increased demand for IC card-compatible settlement equipment to prevent counterfeiting. In addition, the security solutions business achieved strong sales growth, centered on security system packages.

However, sales in the same period of the previous year included sales of the ATM and other information systems business, which was transferred to an equity affiliate established through a joint venture and corporate separation. Due in part to the absence of sales from this business, segment sales for the first quarter were $¥ 15,579$ million, a decrease of 41.2 percent compared with the same period of the previous year.

## Healthcare Business

In Japan, electronic blood pressure monitors and body composition monitors continued to perform well. Overseas, sales in North America declined compared with the same period of the previous year, due in part to a slower growth rate in the key electronic blood pressure monitor market, but demand for electronic blood pressure monitors was firm in Europe. In greater China and Southeast Asia, sales of blood pressure monitors and nebulizers, which are core products, declined from the same period of the previous year due to increased competition in China. However, sales continued to expand in Southeast Asia.

As a result, segment sales for the first quarter were $¥ 12,396$ million, an increase of 0.2 percent compared with the same period of the previous year.

## Others

The Others segment primarily consists of the Business Development Group, which seeks out and develops new businesses and nurtures and strengthens businesses not covered by internal companies.

Among existing businesses, sales were solid in the computer peripheral business, centered on
corporate demand, despite a continued drop in market prices due to intensified competition. In the entertainment business, while difficult conditions continued due to factors including increased competition for commercial game machines, the mobile phone content distribution business, a new area, performed well. Among new growth themes, sales were solid in the radio frequency identification (RFID) business.

Segment sales for the first quarter were $¥ 5,794$ million, an increase of 8.2 percent compared with the same period of the previous year.

## Financial Condition

Total assets decreased $¥ 15,095$ million compared with the end of the previous fiscal year, to $¥ 570,334$ million. Shareholders’ equity increased $¥ 4,598$ million compared with the end of the previous fiscal year, to $¥ 310,408$ million. As a result, the ratio of shareholders’ equity to total assets increased from 52.2 percent at March 31, 2005, to 54.4 percent.

Net cash provided by operating activities was $¥ 8,073$ million, a decrease of $¥ 2,616$ million compared with the same period in the previous year, due to the decrease in net income, an increase in income taxes payable and other factors. Net cash used in investing activities totaled $¥ 11,560$ million, an increase of $¥ 6,181$ million from the same period in the previous year. As in the same period of the previous fiscal year, Omron made investments for the future and also acquired businesses. Net cash used in financing activities was $¥ 3,155$ million, a decrease of $¥ 373$ million from the same period in the previous year. The principal use of cash was payment of cash dividends.

As a result, cash and cash equivalents at the end of the first quarter totaled $¥ 70,175$ million, a decrease of $¥ 10,444$ million from the end of the previous fiscal year.

## Outlook for the Year Ending March 31, 2006

In the second quarter and beyond, Omron assumes that on the whole, the economic recovery trend will continue. Although elements of uncertainty will remain, including high crude oil prices, inventory adjustments for IT and digital-related products are generally running their course, and consumer spending and corporate capital investment are expected to be firm..

In these conditions, the Omron Group's net sales for the first quarter, although lower than in the same period of the previous year, were in line with the initial forecast, and sales are expected to continue according to the initial forecast in the second quarter and beyond. Income is also expected to be in line with the initial forecast, as the Omron Group will continue working to promote continuous structural reforms to advance toward a strong profit structure while aggressively investing in future growth.

No changes have been made to the projections of results for the interim period and full fiscal year announced on April 27, 2005. The projected results for the interim period and the full fiscal year assume exchange rates of $¥ 110$ to US $\$ 1$ and $¥ 135$ to 1 euro during the second quarter, and $¥ 100$ to US $\$ 1$ and $¥ 130$ to 1 euro in the third quarter and thereafter.

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 market.

## 2. Consolidated Financial Statements

## Consolidated Statements of Operations

|  | Three months ended June 30, 2005 |  | Three months ended June 30, 2004 |  | Increase (decrease) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 138,474 | 100.0\% | 147,930 | 100.0\% | $(9,456)$ |
| Cost of sales | 82,538 | 59.6 | 86,821 | 58.7 | $(4,283)$ |
| Gross profit | 55,936 | 40.4 | 61,109 | 41.3 | $(5,173)$ |
| Selling, general and administrative expenses | 35,312 | 25.5 | 34,802 | 23.5 | 510 |
| Research and development expenses | 11,525 | 8.3 | 11,101 | 7.5 | 424 |
| Operating income | 9,099 | 6.6 | 15,206 | 10.3 | $(6,107)$ |
| Foreign exchange gain (loss), net | 285 | 0.2 | (335) | (0.2) | 620 |
| Other expenses, net | 238 | 0.2 | 457 | 0.3 | (219) |
| Income before income taxes and minority interests and cumulative effect of accounting change | 8,576 | 6.2 | 15,084 | 10.2 | $(6,508)$ |
| Income taxes | 3,446 | 2.5 | 5,431 | 3.7 | $(1,985)$ |
| Minority interests | (17) | (0.0) | 48 | 0.0 | (65) |
| Net income | 5,147 | 3.7 | 9,605 | 6.5 | $(4,458)$ |

Comprehensive income in addition to other comprehensive income in net income is as follows:
$\begin{array}{ll}\text { Three months ended June 30, 2005: } & ¥ 4,606 \text { million } \\ \text { Three months ended June 30, 2004: } & ¥ 16,626 \text { million }\end{array}$
Other comprehensive income includes changes in foreign currency translation adjustments, minimum pension liability adjustments, unrealized gain on available-for-sale securities, and unrealized loss on derivatives.

## Consolidated Balance Sheets



|  | As of <br> June 30, 2005 |  | As of <br> June 30, 2004 |  | As of <br> March 31, 2005 |  | Change <br> (June 30, 2005- <br> March 31, 2005) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| LIABILITIES | 146,429 | 25.7 | 172,607 | 29.0 | 162,988 | 27.8 | $(16,559)$ |
| Current Liabilities: |  |  |  |  |  |  |  |
| $\quad$ Bank loans and current |  |  |  |  |  |  |  |
| $\quad$ portion of long-term debt | 24,485 |  | 44,983 |  | 22,927 |  | 1,558 |
| $\quad$ Notes and accounts payable |  |  |  |  |  |  |  |
| $\quad$ - trade | 66,325 |  | 75,422 |  | 75,866 |  | $(9,541)$ |
| $\quad$ Other current liabilities | 55,619 |  | 52,202 |  | 64,195 |  | $(8,576)$ |
| Long-Term Debt | 2,120 | 0.4 | 11,390 | 1.9 | 1,832 | 0.3 | 288 |
| Other Long-Term Liabilities | 109,893 | 19.2 | 119,050 | 19.9 | 113,250 | 19.3 | $(3,357)$ |
| Minority Interests in |  |  |  |  |  |  |  |
| $\quad$ Subsidiaries | 1,484 | 0.3 | 1,551 | 0.3 | 1,549 | 0.4 | $(65)$ |
| $\quad$ Total Liabilities | 259,926 | 45.6 | 304,598 | 51.1 | 279,619 | 47.8 | $(19,693)$ |
| $\quad$ SHAREHOLDERS' EQUITY |  |  |  |  |  |  |  |
| Common stock | 64,100 | 11.2 | 64,099 | 10.8 | 64,100 | 10.9 | - |
| Additional paid-in capital | 98,726 | 17.3 | 98,723 | 16.6 | 98,726 | 16.9 | 0 |
| Legal reserve | 7,854 | 1.4 | 7,566 | 1.3 | 7,649 | 1.3 | 205 |
| Retained earnings | 204,492 | 35.9 | 184,775 | 31.0 | 199,551 | 34.1 | 4,941 |
| Accumulated other |  |  |  |  |  |  |  |
| comprehensive loss | $(41,550)$ | $(7.3)$ | $(43,538)$ | $(7.4)$ | $(41,009)$ | $(7.0)$ | $(541)$ |
| Treasury stock | $(4.1)$ | $(20,182)$ | $(3.4)$ | $(23,207)$ | $(4.0)$ | $(7)$ |  |
| $\quad$ Total Shareholders' Equity | 310,408 | 54.4 | 291,443 | 48.9 | 305,810 | 52.2 | 4,598 |
| Total Liabilities and |  |  |  |  |  |  |  |
| $\quad$ Shareholders' Equity | 570,334 | $100.0 \%$ | 596,041 | $100.0 \%$ | 585,429 | $100.0 \%$ | $(15,095)$ |

## Consolidated Statements of Cash Flows

(Millions of yen)

|  | Three months ended June 30, 2005 | Three months ended June 30, 2004 | Increase (Decrease) |
| :---: | :---: | :---: | :---: |
| I Operating Activities: <br> 1. Net income <br> 2. Adjustments to reconcile net income to net cash provided by operating activities: <br> (1) Depreciation and amortization <br> (2) Loss on impairment of investment securities and other assets <br> (3) Decrease in notes and accounts receivable - trade <br> (4) Increase in inventories <br> (5) Decrease in notes and accounts payable - trade <br> (6) Other, net | $\begin{array}{r} 5,147 \\ \\ 7,461 \\ 201 \\ 16,849 \\ (416) \\ (10,643) \\ (10,526) \\ \hline \end{array}$ | 9,605 7,192 18 10,790 $(7,714)$ $(6,673)$ $(2,529)$ | $(4,458)$ |
| Total adjustments | 2,926 | 1,084 | 1,842 |
| Net cash provided by operating activities | 8,073 | 10,689 | $(2,616)$ |
| II Investing Activities: <br> 1. Capital expenditures <br> 2. Net proceeds from sales and acquisition of business entities <br> 3. Other, net | $\begin{gathered} (5,906) \\ \\ (8,451) \\ 2,797 \\ \hline \end{gathered}$ | $\begin{array}{r} (5,738) \\ \\ 115 \\ 244 \\ \hline \end{array}$ | $\begin{gathered} (168) \\ (8,566) \\ 2,553 \\ \hline \end{gathered}$ |
| Net cash used in investing activities | $(11,560)$ | $(5,379)$ | $(6,181)$ |
| III Financing Activities: <br> 1. Increase (decrease) in interest-bearing liabilities <br> 2. Dividends paid by the company <br> 3. Acquisition of treasury stock <br> 4. Disposal of treasury stock <br> 5. Exercise of stock options | $\begin{gathered} 213 \\ (3,361) \\ (8) \\ 1 \\ - \end{gathered}$ | $\begin{array}{r} (358) \\ (3,243) \\ (12) \\ \overline{85} \end{array}$ | $\begin{gathered} 571 \\ (118) \\ 4 \\ 1 \\ (85) \\ \hline \end{gathered}$ |
| Net cash used in financing activities | $(3,155)$ | $(3,528)$ | 373 |
| IV Effect of Exchange Rate Changes on Cash and Cash Equivalents | $(3,802)$ | 121 | $(3,923)$ |
| Net Increase (Decrease) in Cash and Cash Equivalents | $(10,444)$ | 1,903 | $(12,347)$ |
| Cash and Cash Equivalents at Beginning of the Period | 80,619 | 95,059 | $(14,440)$ |
| Cash and Cash Equivalents at End of the Period | 70,175 | 96,962 | $(26,787)$ |

## (Attachment)

## 3. Segment Information

## 1. Business Segment Information

Three months ended June 30, 2005
(Millions of yen)

|  | Industrial Automation Business | Electronic Components Business | Automotive Electronic Components Business | Social Systems Business | Healthcare Business | Others | Total | Eliminations <br>  <br> Corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |  |  |  |  |  |
| (1) Sales to outside customers | 64,642 | 22,589 | 17,474 | 15,579 | 12,396 | 5,794 | 138,474 | - | 138,474 |
| (2) Intersegment sales and transfers | 2,210 | 4,976 | 629 | 2,564 | 18 | 9,144 | 19,541 | $(19,541)$ | - |
| Total | 66,852 | 27,565 | 18,103 | 18,143 | 12,414 | 14,938 | 158,015 | $(19,541)$ | 138,474 |
| Operating expenses | 56,153 | 25,262 | 18,036 | 20,002 | 10,867 | 14,381 | 144,701 | $(15,326)$ | 129,375 |
| Operating income (loss) | 10,699 | 2,303 | 67 | $(1,859)$ | 1,547 | 557 | 13,314 | $(4,215)$ | 9,099 |

Three months ended June 30, 2004
(Millions of yen)

|  | Industrial <br> Automation <br> Business | Electronic <br> Components <br> Business | Automotive <br> Electronic <br> Components <br> Business | Social <br> Systems <br> Business | Healthcare <br> Business | Others | Total | Eliminations <br>  <br> Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales: |  |  |  |  |  |  |  |  |  |
| (1) Sales to outside <br> customers | 63,979 | 24,834 | 14,913 | 26,474 | 12,376 | 5,354 | 147,930 | - | 147,930 |
| (2) Intersegment sales and <br> transfers | 1,469 | 6,048 | 753 | 2,895 | 37 | 9,966 | 21,168 | $(21,168)$ | - |
| Total | 65,448 | 30,882 | 15,666 | 29,369 | 12,413 | 15,320 | 169,098 | $(21,168)$ | 147,930 |
| Operating expenses | 52,727 | 26,584 | 15,944 | 29,246 | 10,090 | 14,784 | 149,375 | $(16,651)$ | 132,724 |
| Operating income (loss) | 12,721 | 4,298 | $(278)$ | 123 | 2,323 | 536 | 19,723 | $(4,517)$ | 15,206 |

Notes: 1. For the three months ended June 30, 2005, the "Social Systems Business" includes the Social Systems Solutions and Service Business Company and others.
2. For the three months ended June 30, 2004, the "Social Systems Business" includes the Social Systems Solutions and Service Business Company and the Financial Systems Business Company and others.
3. "Others" includes the Business Development Group and other divisions.
(Attachment)

## 2. Geographical Segment Information

Three months ended June 30, 2005
(Millions of yen)

|  | Japan | North America | Europe | Greater China | South-east <br> Asia and others | Total | Eliminations \& Corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |  |  |  |  |
| (1) Sales to outside customers | 80,407 | 16,296 | 24,124 | 9,308 | 8,339 | 138,47 | - | 138,474 |
| (2) Intersegment sales and transfers | 20,529 | 40 | 242 | 6,869 | 1,893 |  | $(29,573)$ | - |
| Total | 100,936 | 16,336 | 24,366 | 16,177 | 10,232 | 29,573 | $(29,573)$ | 138,474 |
|  |  |  |  |  |  | 168,04 |  |  |
| Operating expenses | 91,528 | 16,094 | 22,332 | 15,887 | 9,343 | 155,18 | $(25,809)$ | 129,375 |
| Operating income | 9,408 | 242 | 2,034 | 290 | 889 | 12,863 | $(3,764)$ | 9,099 |

Three months ended June 30, 2004
(Millions of yen)

|  | Japan | North America | Europe | Greater China | South-east Asia and others | Total | $\begin{array}{\|c\|} \hline \text { Eliminations } \\ \& \\ \text { Corporate } \\ \hline \end{array}$ | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales: |  |  |  |  |  |  |  |  |
| (1) Sales to outside customers | 92,217 | 16,100 | 22,772 | 9,633 | 7,208 | 147,93 | - | 147,930 |
| (2) Intersegment sales and transfers | 21,429 | 172 | 131 | 7,192 | 5,426 |  | $(34,350)$ | - |
| Total | 113,646 | 16,272 | 22,903 | 16,825 | 12,634 | 34,350 | $(34,350)$ | 147,930 |
|  |  |  |  |  |  | $182,28$ |  |  |
| Operating expenses | 100,313 | 15,395 | 20,633 | 15,574 | 11,619 | 163,53 | $(30,810)$ | 132,724 |
| Operating income | 13,333 | 877 | 2,270 | 1,251 | 1,015 | 18,746 | $(3,540)$ | 15,206 |

Note: The segment previously classified as "Asia" was divided into "Greater China" and "Southeast Asia and others" as of April 2005. Figures for the three months ended June 30, 2004 have been restated to conform to the new classification. "Greater China" includes China, Hong Kong and Taiwan.

## 4. Breakdown of Sales

Net sales by consolidated business segment
(Millions of yen)

|  | Three months ended <br> June 30, 2005 |  | Three months ended <br> June 30, 2004 |  | Year-on- <br> year <br> change (\%) |
| :--- | ---: | :---: | :---: | :---: | :---: |
| Industrial Automation Business | 64,642 | $46.7 \%$ | 63,979 | $43.2 \%$ | $1.0 \%$ |
| Electronic Components Business | 22,589 | 16.3 | 24,834 | 16.8 | $(9.0)$ |
| Automotive Electronic Components Business | 17,474 | 12.6 | 14,913 | 10.1 | 17.2 |
| Social Systems Business | 15,579 | 11.2 | 26,474 | 17.9 | $(41.2)^{*}$ |
| Healthcare Business | 12,396 | 9.0 | 12,376 | 8.4 | 0.2 |
| Other | 5,794 | 4.2 | 5,354 | 3.6 | 8.2 |
| Total | 138,474 | $100.0 \%$ | 147,930 | $100.0 \%$ | $(6.4) \%$ |

## Notes:

1. For the three months ended June 30, 2004, the "Social Systems Business" includes the Social Systems Solutions and Service Business Company, the Financial Systems Business Company and others.
2. For the three months ended June 30, 2005, the "Social Systems Business" includes the Social Systems Solutions and Service Business Company and others.
*The ATM and other information equipment business, which had been part of the Social Systems Business, was transferred to an equity affiliate on October 1, 2004.
