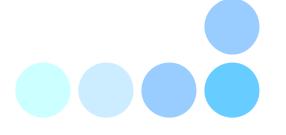




# Financial Results for the Three Months Ended June 30, 2006

July 28, 2006

OMRON Corporation



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#### Financial Results for the Three Months Ended June 30, 2006

- 1. Executive Summary
- 2. Results for the Three Months Ended June 30, 2006
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Forecast for the Full Year Ending March 31, 2007

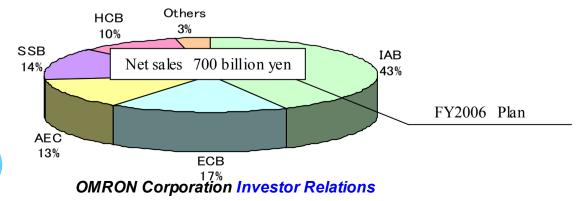
#### Notes:

- 1. Quarterly financial information is not audited or reviewed by an auditing corporation.
- 2. The financial state ments are prepared in accordance with U.S. GAAP.
- 3. Includes 147 consolidated subsidiaries and 16 affiliated companies accounted for by the equity method.
- 4. 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**

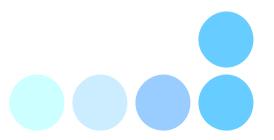


Industrial Automation				
IAB	: Sensing Devices, Control Devices, Safety Devices,			
IAD	Inspection Systems, etc.			
Electronic components				
ECB	: Relays, Switches, Connectors, Micro Lens Arrays,			
ECB	Backlights for LCD, Optical Communications Devices, etc.			
<b>Automotive Electronics</b>				
AEC	: Keyless Entry System, Power Window Switches, Automotive relays			
ALC	Components, Laser Radars, TPMS etc.			
Social Systems				
SSB	: Passenger Gates, Ticket Vending Machines, Road Management System,			
33 <b>D</b>	Security Management Systems, Face Recognition Systems, etc.			
Healthcare Equipment				
НСВ	: Digital Blood Pressure Monitors, Body Composition Analyzers			
псь	Nebulizer, etc.			
Others				
Othors	: Personal Computer Peripherals, RFID Systems,			
Others	Commercial Game Machines, etc.			





### 1. Executive Summary





#### **Executive Summary**

The Year ending March 2007 is the final milestone toward achieving 2<sup>nd</sup> phase objectives of Grand Design 2010 "Accelerating growth while securing profit increase advancing toward FY07 targets by front-loading growth"

#### 1st Quarter Results and Key Points

Sales results were as planned; Operating income exceeded original target due to SG&A and R&D expenses reduction

Consolidated	Result	vs. same period in prev. year	vs. original target		
Netsales	¥155.4 billion	112.2%	100.3%	<b></b>	
Ope rating income	¥9.5billion	104.6%	126.9%	(Operating marg	in 6.1%)
NIBT	¥13.6 billion	158.7%	136.1%	( NIBT margin	8.7%)
Net income	46.9billion	133.2%	114.3%	( NI margin	4.4%)

(1) Net sales: 12% increase over previous year due to strong performance by Electronic Components Business (ECB),

Automotive Electronic Components Business (AEC), and Healthcare Business (HCB)

(2) Operating income: Increase in gross profit due to increase of net sales was the main factor of 5% increase against

the original target (Refer to P.10)

27% increase over previous year due to SG&A and R&D expenses reduction (Refer to P.11)

(3) NIBT: 59% increase over previous year due to factors including gain on the establishment of a retirement benefit

trust and a loss on the sale of land and buildings of the Tokyo Head Office.

(4) Business summary: Sales were strong. For Operating income, AEC faced difficult conditions

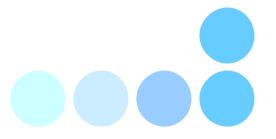
#### **Full-Year Forecasts and Key Points**

Sales & income both forecast to be in line with original target

Consolidated	Year ending March 31, 2007	vs. same period in prev. year		
Netsales	$\mathbf{\$700.0}$ billion	111.7%		
Operating income	¥63.0 billion	101.4%	(Operating marg	in 9.0%)
NIBT	\$65.0 billion	101.0%	(NIBT margin	9.3%)
Net income	¥37.5 billion	104.9%	(NI margin	5.4%)
	*Assumption: T	he PL influence of the announced	d two M&A is not	included.



# 2. Results for the Three Months Ended June 30, 2006



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



#### Sales: ¥155.4b; Operating margin: 6.1%

Net Sales matched the original target; Operating income was 27% increase YoY change due to SG&A and R&D expense reduction

(billion yen)

	FY2005	FY2006	Change From	FY2006	Change From
	Q1	Q1	last year	Q1	Original
				Original	target
	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
Net sales	138.5	155.4	112.2%	155.0	100.3%
Gross profit	55.9	61.0	109.0%	62.0	98.3%
SG&A expense	35.3	39.9	113.1%	41.0	97.4%
R&D expense	11.5	11.5	99.9%	13.5	85.3%
Operating income	9.1	9.5	104.6%	7.5	126.9%
NIBT	8.6	13.6	158.7%	10.0	136.1%
NIAT	5.1	6.9	133.2%	6.0	114.3%

(yen)

USD	108.1	114.8	6.7	110.0	4.8
EUR	136.2	144.1	7.9	135.0	9.1

#### Breakdown of Sales by Region and Business



#### Sales results were as planned in Japan and overseas By segment, sales of ECB, AEC and HCB remained strong

(billion ven

					(Dillion ven
	FY2005	FY2006	Change From	FY2006	<b>Change From</b>
	Q1	Q1	last year	Q1	Original
				Original	target
Japan/Overseas	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
Japan	77.3	79.3	102.7%	81.2	97.7%
Overseas*	61.2	76.1	124.3%	73.8	103.1%
Total	138.5	155.4	112.2%	155.0	100.3%

<sup>\*</sup> Overseas includes direct exports

By business				Original	
·	(1)	(2)	(2)/(1)	target(3)	(2)/(3)
IAB	64.6	71.8	111.1%	73.5	97.7%
ECB	22.6	26.9	119.3%	25.5	105.7%
AEC	17.5	21.5	122.9%	21.0	102.3%
SSB	15.6	13.9	89.4%	15.0	92.9%
HCB	12.4	15.1	121.5%	15.0	100.4%
Others	5.8	6.2	106.8%	5.0	123.7%
Total	138.5	155.4	112.2%	155.0	100.3%

#### **Breakdown of Operating Income**



IAB exceeded original target due to exchange rate and cost cutting ECB and HCB remained strong, AEC was negative against original target

#### (billion yen)

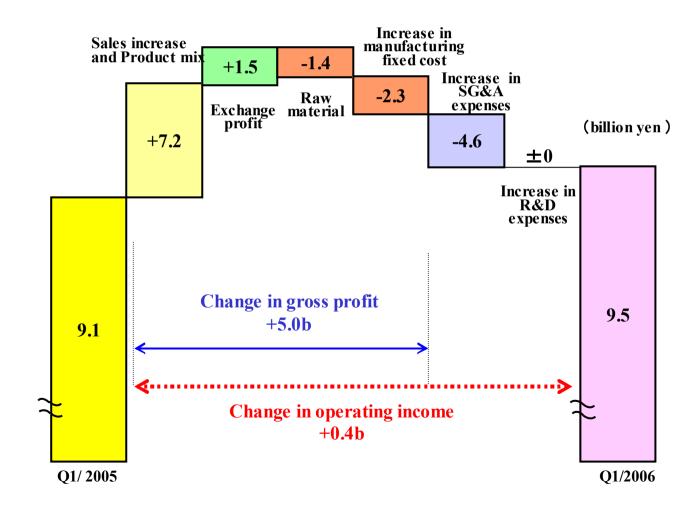
	FY2005	FY2006	Change From	FY2006	Change From
	Q1	Q1	last year	Q1	Original
				Original	target
By Business	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
IAB	10.7	11.3	105.6%	11.1	101.8%
ECB	2.3	2.6	114.8%	2.1	125.9%
AEC	0.1	-0.8	-	0.1	-
SSB	-1.9	-1.8	-	-3.0	-
НСВ	1.5	1.8	115.9%	1.1	163.0%
Others	0.6	0.3	55.3%	0.1	308.0%
HQ Cost/Elimination	-4.2	-3.9	-	-4.0	-
Total	9.1	9.5	104.6%	7.5	126.9%

Q1/FY2006

## Breakdown of Changes in Operating Income (comparison to previous year)



Operating income increased from previous year due to net increase of sales and exchange rate gains despite investments for SG&A expenses for growth

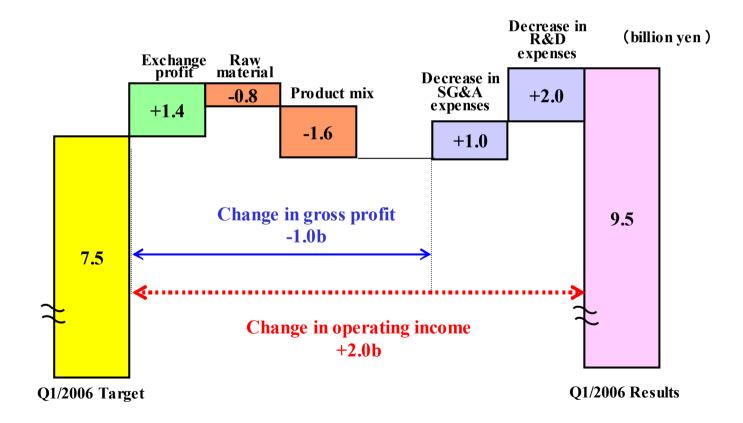


Q1/FY2006

## Breakdown of Changes in Operating Income (comparison to original target)



Operating income exceeded original target due to SG&A and R&D expenses reduction and exchange profit covered increase of raw material price



#### IAB (Industrial Automation Business)



#### Sales: ¥71.8b; Operating margin: 15.7%

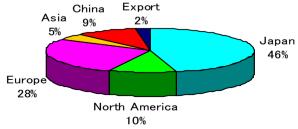
Sales in Japan were negative against original target due to fall in reaction to strong demand at the end of the previous year. Overseas sales were basically in line with original target

(billion yen)

	FY2005	FY2006	Change From	FY2006	Change From
TAD	Q1	Q1	las t year	Q1	Original
IAB				Original	target
	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
Japan	32.0	33.0	103.1%	35.0	94.1%
Overseas	32.7	38.9	118.9%	38.5	100.9%
North America	5.4	7.5	140.7%	7.0	107.7%
Europe	17.5	19.8	113.2%	18.0	109.8%
Asia	3.0	3.2	108.6%	3.5	92.7%
China	5.7	6.7	117.5%	8.5	78.4%
Export	1.2	1.7	136.0%	1.5	110.6%
Total	64.6	71.8	111.1%	73.5	97.7%

Operating income	10.7	11.3	105.6%	11.1	101.8%
Operating income ratio	16.6%	15.7%		15.1%	

Sales by region



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

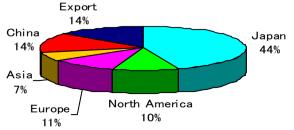


Sales: ¥26.9b; Operating margin: 9.8% Large size LCD Back light Business started full-scale operations

(billion yen)

(billon yen )						
	FY2005	FY2006	Change From	FY2006	<b>Change From</b>	
_ ~ _	Q1	Q1	las t year	Q1	Original	
<b>ECB</b>				Original	target	
	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)	
Japan	11.5	12.0	104.8%	12.3	97.5%	
Overseas	11.1	14.9	134.2%	13.2	113.2%	
North America	2.2	2.7	123.4%	2.8	97.9%	
Europe	3.1	2.8	91.8%	2.6	108.9%	
Asia	1.3	1.8	135.8%	1.6	114.3%	
China	2.9	3.7	127.2%	4.2	88.6%	
Export	1.6	3.8	245.1%	2.0	191.2%	
Total	22.6	26.9	119.3%	25.5	105.7%	
Operating income	2.3	2.6	114.8%	2.1	125.9%	
• 0			114.0 /0		143.7/0	
Operating income ratio	10.2%	9.8%		8.2%		

Sales by region



**OMRON Corporation Investor Relations** 

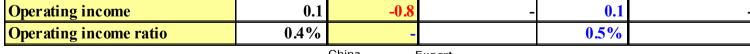
#### **AEC** (Automotive Electronic Components Business)

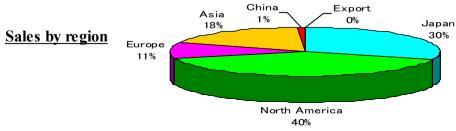


Sales: ¥21.5b; Operating income was negative due to increasing cost for raw materials and delays in productivity improvement for some products

(billion ven)

	FY2005	FY2006	Change From	FY2006	Change From
AFC	Q1	Q1	las t year	Q1	Original
AEC				Original	target
	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
Japan	6.5	6.5	99.7%	6.5	100.1%
Overseas	10.9	15.0	136.8%	14.5	103.3%
North America	5.8	8.7	149.3%	8.2	105.8%
Europe	1.6	2.3	140.6%	2.2	104.0%
Asia	3.5	3.8	108.8%	4.0	95.6%
China	0.0	0.2	-	0.1	193.0%
Export	0.0	0.0	-	0.0	-
Total	17.5	21.5	122.9%	21.0	102.3%





#### **SSB** (Social Systems Business)

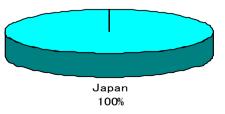


#### Sales: ¥13.9b; Operating income improved due to cost reduction

(billion yen)

	FY2005	FY2006	Change From	FY2006	Change From
SSB	Q1	Q1	last year	Q1	Original
SSD				Original	target
	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
Japan	15.2	13.9	91.1%	14.4	96.4%
Overseas	0.3	0.0	14.5%	0.6	8.2%
North Americ	0.0	0.0	104.3%	0.1	49.0%
Europe	0.0	0.0	_	0.0	_
Asia	0.0	0.0	_	0.0	_
China	0.0	0.0	_	0.0	_
Export	0.3	0.0	0.1%	0.5	0.0%
Total	15.6	13.9	89.4%	15.0	92.9%
	1.0	4.0		2.0	
Operating income	-1.9	-1.8	_	-3.0	_
Operating income ratio	-	_	_	_	_

Sales by region



**Operating income** 

#### **HCB** (Healthcare Business)



Sales: ¥15.1b; Operating margin: 11.9%

Japan sales were basically in line with budget. Overseas sales remained strong due to sales growth in Europe

(billion yen)

163.0%

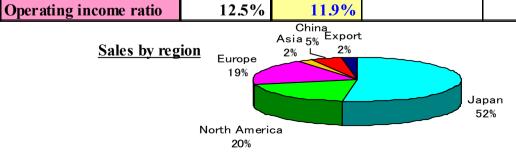
	FY2005	FY2006	Change From	FY2006	Change From
HCB	Q1	Q1	las t year	Q1	Original
				Original	target
	Actual(1)	Actual(2)	(2)/(1)	target(3)	(2)/(3)
Japan	6.3	7.8	124.1%	8.0	98.1%
Overseas	6.1	7.2	118.7%	7.0	103.0%
North Americ	2.9	3.0	104.2%	3.5	85.3%
Europe	2.0	2.8	143.8%	2.2	127.8%
Asia	0.5	0.3	67.9%	0.3	111.3%
China	0.7	0.7	101.7%	0.9	80.2%
Export	0.1	0.4	714.0%	0.1	357.0%
Total	12.4	15.1	121.5%	15.0	100.4%

1.8

115.9%

1.1

7.3%



1.5

#### **Consolidated Balance Sheet**



## Due to reduction in total assets, shareholders' equity ratio increased from 61.6% at previous year-end to 64.8%

(billion yen)

	June 2005	March 2006	June 2006
Total Assets	570.3	589.1	556.9
Cash and cash equivalents	70.2	52.3	58.9
Notes and accounts receivable - trade	106.9	136.3	117.0
Inventories	70.3	75.0	87.4
Other current assets	30.5	28.8	29.5
Net Property, Plant and Equipment	155.3	167.6	150.8
<b>Investments and Other Assets</b>	137.1	129.1	113.3
Total Liabilities	259.9	226.2	196.3
Bank Loans / Current portion of L/T debt	24.5	2.8	2.9
Long-term de bt	2.1	1.0	1.2
Other liabilities	233.3	222.4	192.2
Shareholders' Equity	310.4	362.9	360.6

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



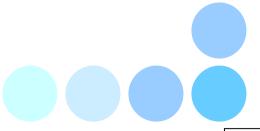
Net cash provided by investing activities totaled \(\frac{4}{2}.3\) b. While Omron made investments for the future, it sold the land and buildings of the Tokyo Head Office.

(billion ven)

	FY2005	FY2006
	1Q	1Q
Net cash provided by operating activities	8.1	6.7
Net cash provided by (used in) investing activities	-11.6	2.3
Free cash flow	-3.5	9.0
Net cash used in financing activities	-3.2	-3.6
Effect of exchange rate changes	-3.8	1.2
Net increase (decrease)	-10.4	6.6
Cash and cash equivalents at end of the period	70.2	58.9



# 3. Forecast for the Six Months Ending Sept. 30, 2006 And Forecast for the Full Year Ending March 31, 2007



#### Forecast of Consolidated Statements of Operations Sensing tomorrow

#### No change from initial budget

(billion yen)

					Change from	
	FY2005	FY2006	YOY	FY2006	Original	
	1H	1H	Change	1H	target	
	Actual	Forcasts	%	Target	%	
Net sales	285.4	320.0	112.1%	320.0	100.0%	
Gross profit	117.2	129.5	110.5%	129.5	100.0%	
SG&A	73.2	81.5	111.4%	81.5	100.0%	
R&D	24.7	28.0	113.3%	28.0	100.0%	
'Daiko henjyo' *	11.9	-	-	-	-	
Operating income	31.3	20.0	64.0%	20.0	100.0%	
NIBT	31.8	22.0	69.3%	22.0	100.0%	
NIAT	16.7	12.5	74.7%	12.5	100.0%	
<currency rate=""> (yen</currency>						
USD	109.9	112.8	2.9	110.0	2.8	
EUR	136.2	140.2	4.0	135.0	5.2	

<sup>\*&#</sup>x27;Daiko henjyo is return of substitutional portion of pension fund

<sup>\*</sup>Assumption: The PL influence of the announced two M&A are not included.



#### No change from initial budget

(billion yen)

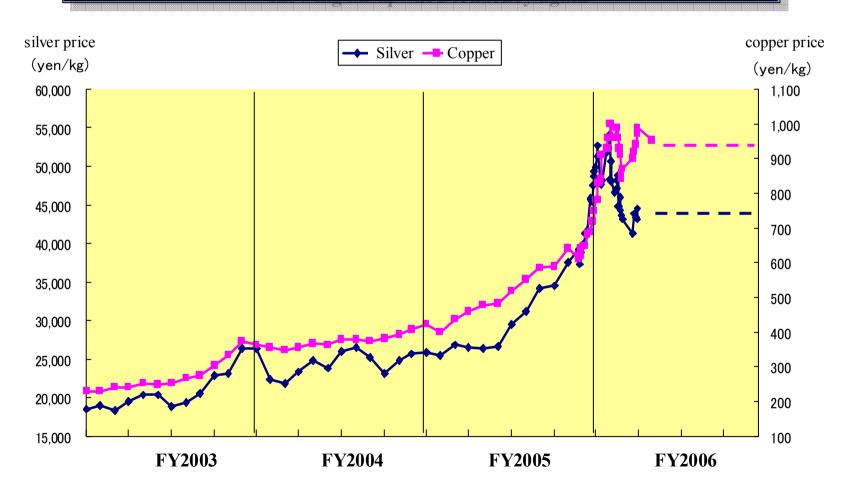
					Change from	
	FY2005	FY2006	YOY	FY2006	Original	
	Actual	Forcasts	Change	Original	target	
			%	target	%	
Net sales	626.8	700.0	111.7%	700.0	100.0%	
Gross profit	253.4	282.0	111.3%	282.0	100.0%	
SG&A	152.7	163.5	107.1%	163.5	100.0%	
R&D	50.5	55.5	109.9%	55.5	100.0%	
'Daikohenjyo'	11.9	-	-	-		
Operating income	62.1	63.0	101.4%	63.0	100.0%	
NIBT	64.4	65.0	100.9%	65.0	100.0%	
NIAT	35.8	37.5	104.9%	37.5	100.0%	
<currency rate=""> (yen)</currency>						
USD	113.4	111.5	-1.9	110.0	1.5	
EUR	138.2	137.8	-0.4	135.0	2.8	

\*Assumption: The PL influence of the announced two M&A are not included.

#### One of risk factors for the future



Sharp increase in the price of copper and silver from the end of March to May, 2006. Although the price dropped back in June, showing an upward tendency again







(Reference)

#### M&A



#### Strengthening the Safety Business Acquisition of Scientific Technology Inc. (STI)



Creating a global market leader in safety products for factory automation

Acquisition of the leader of the North American safety devices

Consolidate in Q2

Changes in society and customer needs: With social trend toward strengthening CSR on a global base, manufacturing industry needs are rapidly rising for safety as well as higher productivity

Background

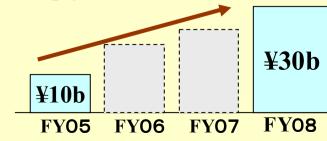
Expansion of safety components market: Annual global growth of 15%. Will reach \(\frac{1}{2}\)170b in FY2008. Necessary to combine diverse products for equipment safety.

Objective

- 1) Enhancing product lineup and expanding business fields: Strengthening safety components and raising total solutions capability
- 2) Accelerating new product creation by strengthening development capability:
  Obtain optical application technology and robust response know-how to combine with sensing and control technology

Aim for top global share with sales of ¥30b in FY2008

Target



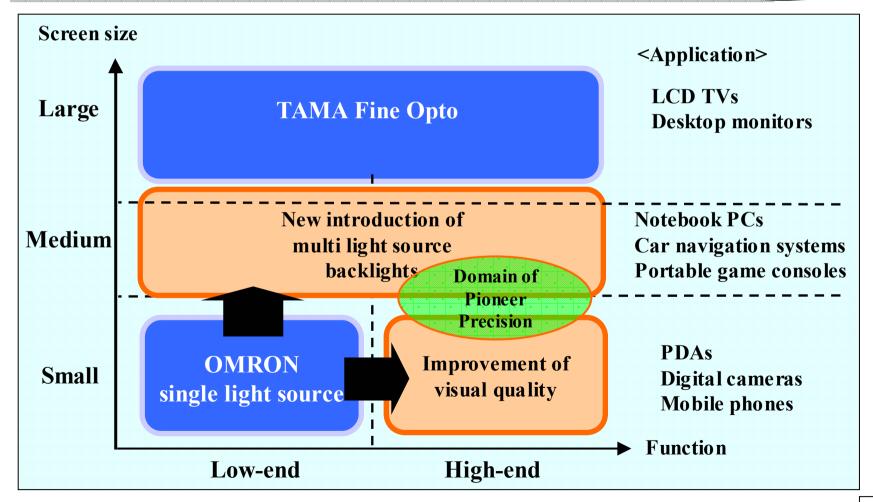
M&A

## **Strengthening the Backlight Business Acquisition of Pioneer Precision Machinery Corp.**



Aim to become the world's top LCD backlight manufacturer by supplementing our strengths with a full small/medium/large-scale lineup

Consolidate in Q2







## Aiming for the Best Matching of Machines to Human Beings

## **OMRON** Corporation



**Finance and Investor Relations Headquarters Investor Relations Department** 

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E-mail: omron\_ir@omron.co.jp

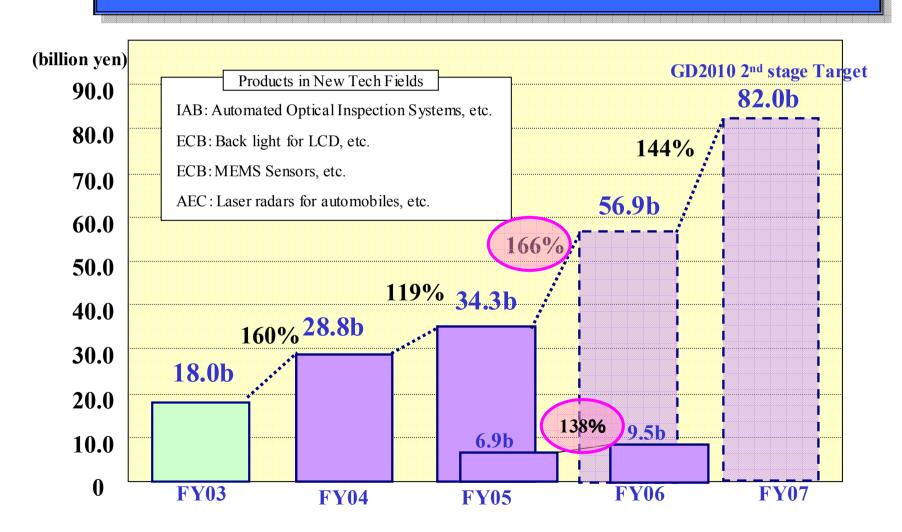
URL: www.omron.co.jp



## Progress of Key Strategic Themes (1)Sales Growth in New Tech Fields



Raised March 2008 target to \(\frac{4}{82.0b}\) from initial \(\frac{4}{68.0b}\). Aiming for 166% growth, which is \(\frac{4}{56.9b}\) in March 2007.



## Progress of Key Strategic Themes (2)Sales Growth in Greater China



27% increase YoY Change, but sales were below the original plan in Q1, FY2006

