

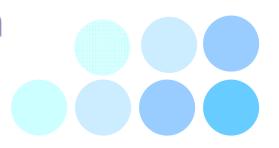


# Financial Results for the Fiscal Year Ended March 31, 2007 (FY06)

**Business Plan for the Fiscal Year Ending March 31, 2008 (FY07)** 

**April 27, 2007** 

**OMRON** Corporation



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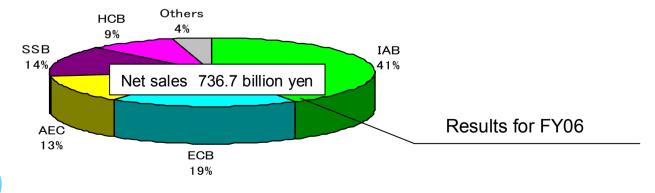
#### Notes:

- 1. The financial statements are prepared in accordance with U.S. GAAP.
- 2. Includes 160 consolidated subsidiaries and 21 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**

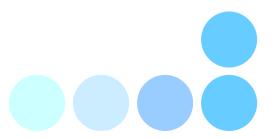


Industrial Automation	
IAB	: Sensing devices, control devices, safety devices, inspection systems, etc.
Electronic Components	
ECB	: Relays, switches, connectors, micro lens arrays, LCD backlights, optical communications devices, etc.
<b>Automotive Electronics</b>	
AEC	: Keyless entry systems, power window switches, automotive relays, components, laser radar, TPMS, etc.
Social Systems	
SSB	: Ticket gates, ticket vending machines, road management systems, security management systems, facial recognition systems, etc.
Health Care	
НСВ	: Digital blood pressure monitors, body composition analyzers, nebulizers, etc.
Others	
Others	: PC peripherals, RFID systems, commercial game machines, energy management, etc.





### 1. Executive Summary





#### **Executive Summary**

#### FY06 is final milestone toward achieving second-stage objectives of GD2010

'Accelerating growth while securing profit increase advancing toward FY07 targets by front-loading growth'

#### **FY06 Results**

#### Achieved record sales and profits (5<sup>th</sup> consecutive year of increase), absorbing *daikohenjo* in FY05

Consolidated	Result	vs. prev. year	vs. original target		
Net sales	¥736.7 billion	117.5%	105.2%	(0 1	
Operating income	¥64.0 billion	103.1%	101.6%	(Operating mare	gin 8.7%)
NIBT	¥66.3 billion	103.0%	102.0%	(NIBT margin	9.0%)
Net income	¥38.3billion	107.0%	102.1%	(NI margin	5.2%)

(1) Net sales: 17.5% year-on-year increase, mainly due to sales increase from M&A and foreign exchange gains

(2) Operating income: 3.1% year-on-year increase due to solid business, M&A and exchange rate gains, covering raw

material price hike. But 28% increase excluding ¥11.9 billion gain on return of substitutional portion

of employees' pension fund (daikohenjyo) in previous year.

1.6% increase over target mainly due to foreign exchange rate gains, reduction of R&D expenses.

(3) NIBT: 2.0% increase over target due to operating income plus non-operating income from factors including

gain on establishment of retirement benefit trust.

(4) Business summary: Sales were solid, with double-digit growth in IAB and strong growth in SSB. In operating income,

AEC moved into black in 3rd quarter although still showed loss in full fiscal year.

#### Plan for FY07 and Key Points

■ We will aim for the 6<sup>th</sup> consecutive year of consolidated sales and income growth and prioritize profits to achieve GD 2<sup>nd</sup> stage goals.

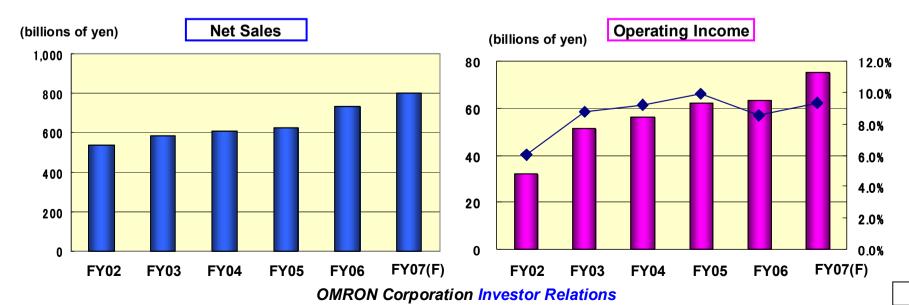
Year ending March 31, 2008	vs. prev. year		
¥800.0 billion	108.6%		
¥75.0 billion	117.1%	(Operating margin	9.4%)
¥72.0 billion	108.6%	(NIBT margin	9.0%)
¥46.0 billion	120.2%	(NI margin	5.8%)
	¥800.0 billion ¥75.0 billion ¥72.0 billion	¥800.0 billion 108.6% ¥75.0 billion 117.1% ¥72.0 billion 108.6%	¥800.0 billion 108.6% ¥75.0 billion 117.1% (Operating margin ¥72.0 billion 108.6% (NIBT margin

#### **Summary of Consolidated Net Sales and Operating Income**



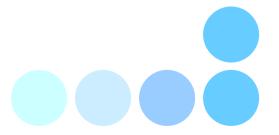
#### Expect to achieve growth in sales and income for the 6th consecutive year, record sales and profits

	FY2002	FY2003	FY2004	FY2005	FY2006	FY2007
Net Sales	535.1	584.9	608.6	626.8	736.7	800.0
Gross Profit	207.7	240.1	249.8	253.4	284.2	309.5
Operating Income	32.3	51.4	56.1	62.1	64.0	75.0
Operating Income Margin	6.0%	8.8%	9.2%	9.9%	8.7%	9.4%
Net Income	0.5	26.8	30.2	35.8	38.3	46.0
EPS(Yen)	2.07	110.66	126.52	151.14	164.96	199.55
<curency rate=""></curency>						
USD	122.1	113.4	107.3	113.4	117.0	115.0
EUR	121.1	132.4	135.0	138.2	150.3	150.0





# 2. Results for the Fiscal Year Ended March 31, 2007



#### **Consolidated Income Statements**



#### Net sales ¥736.7 billion; Operating margin 8.7%

Reached operating income target set at start of year. Operating income was up 3.1% year-on-year, but up 28% excluding return of substitutional portion of pension fund (daikohenjyo).

P/L	FY05	FY06	YoY Change	FY06	Change from Original target		
				Original	tui got		
	Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)		
Net sales	626.8	736.7	117.5%	700.0	105.2%		
Gross profit	253.4	284.2	112.2%	282.0	100.8%		
SG&A expenses	152.7	168.1	110.1%	163.5	102.8%		
R&D expenses	50.5	52.0	103.0%	55.5	93.7%		
Daikohenjyo	11.9	-		-			
Operating income	62.1	64.0	103.1%	63.0	101.6%		
NIBT	64.4	66.3	103.0%	65.0	102.0%		
NIAT	35.8	38.3	107.0%	37.5	102.1%		
(yen)							
USD	113.4	117.0	+3.6	110.0	+7.0		
EUR	138.2	150.3	+12.1	135.0	+15.3		

<sup>\*</sup> Daikohenjyo: Return of substitutional portion of pension fund

### Breakdown of Consolidated Sales by Region and Business



Sales results cleared original targets in Japan and overseas. By segment, IAB, ECB, AEC and SSB sales exceeded targets.

			•	
				Change from
FY05	FY06	YoY Change	FY06	Original
				target
			Original	
Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
354.9	388.0	109.3%	376.5	103.1%
271.9	348.7	128.2%	323.5	107.8%
626.8	736.7	117.5%	700.0	105.2%
	Actual (1) 354.9 271.9	Actual (1) Actual (2)  354.9 388.0  271.9 348.7	Actual (1)       Actual (2)       (2)/(1)         354.9       388.0       109.3%         271.9       348.7       128.2%	FY05         FY06         YoY Change         FY06           Actual (1)         Actual (2)         (2)/(1)         Original target (3)           354.9         388.0         109.3%         376.5           271.9         348.7         128.2%         323.5

By Business Segment				Original	
	(1)	(2)	(2)/(1)	target(3)	(2)/(3)
IAB	272.7	305.6	112.1%	298.0	102.5%
ECB	97.7	138.4	141.6%	121.5	113.9%
AEC	77.6	93.3	120.3%	91.0	102.6%
SSB	91.8	105.9	115.4%	99.0	107.0%
HCB	61.1	65.7	107.6%	66.5	98.8%
Others	25.9	27.8	106.9%	24.0	115.8%
Total	626.8	736.7	117.5%	700.0	105.2%

#### Breakdown of Operating Income By Business Segment



### ECB and AEC did not reach targets, but the shortfall was covered by SSB and others.

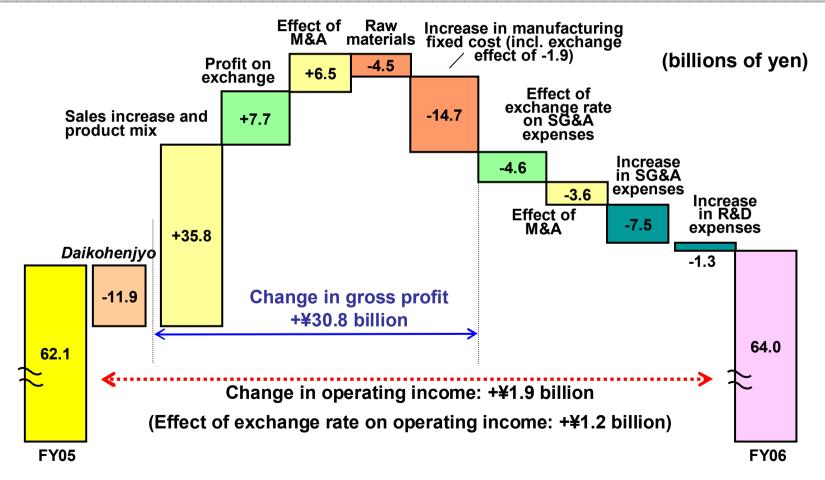
					Change from
	FY05	FY06	YoY Change	FY06	Original
					target
				Original	
<b>Business Segment</b>	Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
IAB	41.9	48.5	115.7%	48.0	101.0%
ECB	11.2	13.1	116.9%	14.5	90.2%
AEC	-2.0	-1.2	-	3.0	-
SSB	4.4	8.1	182.0%	6.0	134.5%
HCB	8.7	8.7	100.4%	8.5	102.2%
Others	1.7	2.4	144.8%	0.5	484.2%
HQ Cost/Elimination	-15.7	-15.6	-	-17.5	-
Daikohenjyo	11.9	-	-	-	-
Total	62.1	64.0	103.1%	63.0	101.6%

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



Increased profits offset absence of gain on return of substitutional portion of employees' pension fund in previous year.

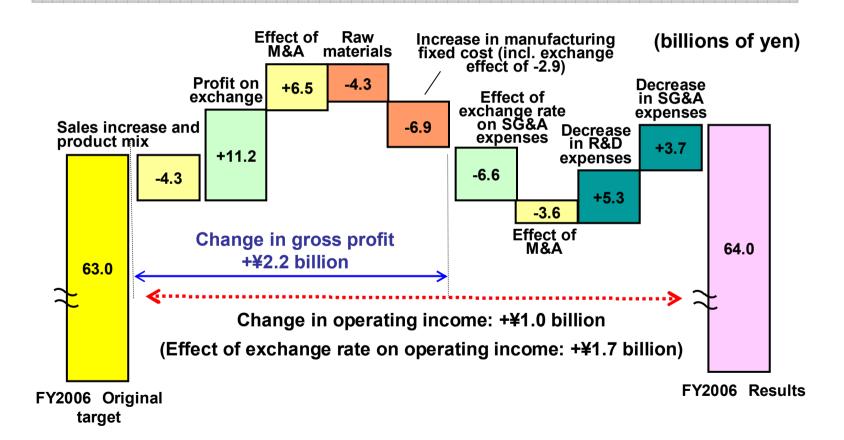
In addition to net increase in sales, foreign exchange gains covered higher raw material costs



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



Operating income met original target due to decreased R&D expenses and exchange gains that covered rising cost of raw materials.



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



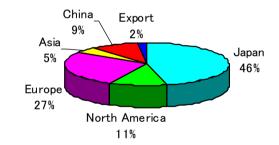
Sales: ¥305.6 billion; Operating margin: 15.9%

Achieved double-digit year-on-year growth, with sales and profits basically on target, as strength continued in North America and Europe.

#### (billions of yen)

					Change from
	FY05	FY06	YoY Change	FY06	Original
IAB					target
				Original	
	Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
Japan	136.2	140.8	103.4%	142.0	99.2%
Overseas	136.5	164.8	120.7%	156.0	105.6%
North America	25.4	34.8	137.2%	29.5	118.1%
Europe	69.6	81.3	116.8%	72.5	112.2%
Asia	12.7	14.0	110.1%	14.5	96.4%
China	24.0	28.8	120.2%	33.0	87.3%
Export	4.8	5.8	120.3%	6.5	89.6%
Total	272.7	305.6	112.1%	298.0	102.5%

Operating income	41.9	48.5	115.7%	48.0	101.0%
Operating income ratio	15.4%	15.9%		16.1%	





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



Sales: ¥138.4 billion; Operating margin: 9.5%
Sales growth mainly due to stronger sales of small-sized backlight business.
Operating income fell short of target due to factors including rising raw material costs and lower selling prices.

#### (billions of yen)

	E\/0E	E)/0.0	V-V 01	E\/00	Change from
	FY05	FY06	YoY Change	FY06	Original
ECB					target
				Original	
	Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
Japan	45.0	58.8	130.5%	55.0	106.8%
Overseas	52.7	79.6	151.1%	66.5	119.7%
North America	9.9	11.0	110.9%	11.0	99.7%
Europe	12.5	12.0	96.2%	10.5	114.7%
Asia	6.3	8.6	136.5%	7.0	122.3%
China	14.5	35.7	245.4%	28.5	125.1%
Export	9.5	12.4	130.8%	9.5	130.3%
Total	97.7	138.4	141.6%	121.5	113.9%

Operating income	11.2	13.1	116.9%	14.5	90.2%
Operating income ratio	11.5%	9.5%		11.9%	



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

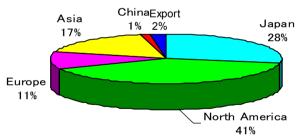


Sales: ¥93.3 billion; Operating income was negative. AEC returned to consolidated profitability in second half, reflecting productivity improvements in North American operations.

#### (billions of yen)

				Change from
FY05	FY06	YoY Change	FY06	Original
				target
			Original	
Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
27.2	26.1	95.7%	27.0	96.6%
50.4	67.2	133.5%	64.0	105.1%
28.8	37.9	131.5%	36.5	103.7%
6.2	9.8	157.9%	10.5	93.8%
15.1	16.2	106.8%	16.0	101.0%
0.1	1.4	1032.4%	1.0	136.3%
0.0	2.0	-	0.0	-
77.6	93.3	120.3%	91.0	102.6%
	Actual (1) 27.2 50.4 28.8 6.2 15.1 0.1 0.0	Actual (1) Actual (2)  27.2 26.1  50.4 67.2  28.8 37.9  6.2 9.8  15.1 16.2  0.1 1.4  0.0 2.0	Actual (1)       Actual (2)       (2)/(1)         27.2       26.1       95.7%         50.4       67.2       133.5%         28.8       37.9       131.5%         6.2       9.8       157.9%         15.1       16.2       106.8%         0.1       1.4       1032.4%         0.0       2.0       -	Actual (1)         Actual (2)         (2)/(1)         target (3)           27.2         26.1         95.7%         27.0           50.4         67.2         133.5%         64.0           28.8         37.9         131.5%         36.5           6.2         9.8         157.9%         10.5           15.1         16.2         106.8%         16.0           0.1         1.4         1032.4%         1.0           0.0         2.0         -         0.0

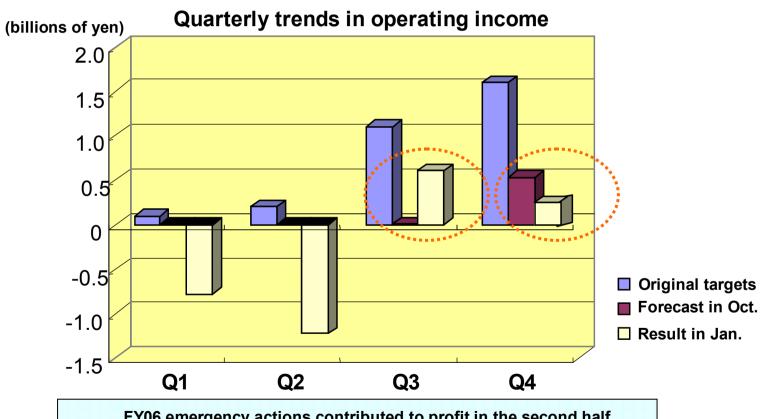
Operating income	-2.0	-1.2	-	3.0	-
Operating income ratio	-	-		3.3%	



#### **AEC Performance**



Although well short of initial targets, AEC achieved profitability on an operating basis in 3<sup>rd</sup> and 4<sup>th</sup> quarters.



FY06 emergency actions contributed to profit in the second half Cost reduction by VAVE/Price hikes/ Production shift from North America to other regions/ Productivity improvement

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



#### Sales: ¥105.9 billion; Operating margin: 7.6%

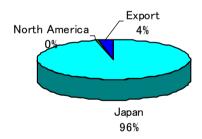
Shift to IC in Kanto public transportation systems contributed to substantial sales increase.

Operating income well above target due to effect of structural reforms.

#### (billions of yen)

	FY05	FY06	YoY Change	FY06	Change from Original
SSB					target
				Original	
	Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
Japan	90.5	101.8	112.6%	95.0	107.2%
Overseas	1.3	4.1	308.8%	4.0	103.0%
North America	0.2	0.5	262.1%	0.5	97.0%
Europe	0.0	0.0	-	0.0	-
Asia	0.0	0.0	-	0.0	-
China	0.0	0.0	-	0.0	-
Export	1.1	3.6	317.9%	3.5	103.8%
Total	91.8	105.9	115.4%	99.0	107.0%

Operating income	4.4	8.1	182.0%	6.0	134.5%
Operating income ratio	4.8%	7.6%		6.1%	



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

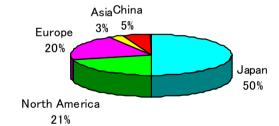


Sales: ¥65.7 billion; Operating margin: 13.2% In line with original targets as Europe and Asia covered sales drop in North America.

#### (billions of yen)

					Change from
	FY05	FY06	YoY Change	FY06	Original
HCB					target
				Original	
	Actual (1)	Actual (2)	(2)/(1)	target (3)	(2)/(3)
Japan	30.3	32.8	108.2%	33.5	98.0%
Overseas	30.8	32.9	107.0%	33.0	99.7%
North America	15.4	13.8	89.8%	16.0	86.4%
Europe	10.6	13.1	124.3%	11.0	119.5%
Asia	1.6	2.1	127.0%	1.5	138.1%
China	2.9	3.6	123.8%	4.0	90.0%
Export	0.2	0.3	106.8%	0.5	50.2%
Total	61.1	65.7	107.6%	66.5	98.8%

Operating income	8.7	8.7	100.4%	8.5	102.2%
Operating income ratio	14.2%	13.2%		12.8%	



#### **Consolidated Balance Sheet**



Increase in total assets due to increase in receivables, increase in inventories resulting from business acquisitions and currency translation, etc.

Increase in short-term loans to fund M&A.

Cash and cash equivalents are being reduced. Net worth ratio was 60.7%

B/S	FY04	FY05	FY06
Total Assets	585.4	589.1	630.3
Cash and cash equivalents	80.6	52.3	43.0
Notes and accounts receivable - trade	121.7	136.3	173.4
Inventories	68.6	75.0	94.1
Other current assets	25.0	28.8	31.6
Net Property, Plant and Equipment	154.7	167.6	159.3
Investments and Other Assets	134.8	129.1	129.0
Total Liabilities	279.6	226.2	247.5
Bank Loans / Current portion of L/T debt	22.9	2.8	20.1
Long-term debt	1.8	1.0	1.7
Other liabilities	254.9	222.4	225.7
Shareholders' Equity	305.8	362.9	382.8

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

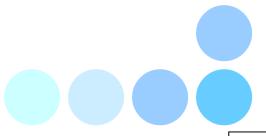


### Net cash used in investing activities was ¥47.1 billion due to acquisitions for future growth, etc.

C/F	FY04	FY05	FY06
Net cash provided by operating activities	61.1	51.7	40.5
Net cash used in investing activities	-36.1	-43.0	-47.1
Free cash flow	25.0	8.7	-6.5
Net cash used in financing activities	-40.7	-38.3	-4.7
Effect of exchange rate changes	1.2	1.3	1.9
Net increase (decrease)	-14.4	-28.3	-9.3
Cash and cash equivalents at end of the period	80.6	52.3	43.0



# 3. Business Plan for the Fiscal Year Ending March 31, 2008



#### **FY07 Management Policy**



#### FY 2007 Policy

'Prioritizing Profit to Achieve GD2010 Second-stage Goals'

#### Basic stance

- Set out profit-focused measures in our annual plan to ensure operating profit in excess of 75 billion yen.
- Lay the foundation for a growth structure that supports increased profits, in preparation for the third stage of GD2010

\*Grand Design 2010 (GD2010): Long-term management vision for the 10 years from April 2001 to March 2011

#### **Assumed Operating Environment**



#### **Operating Environment**

IAB	Capital investment in auto industry expected to pick up this summer. Investment in IT- related industries is less foreseeable.  Quality, safety and environment related business expected to grow.
ECB	Outlook for industrial components market is generally bullish; growth is also expected for TV and other digital home appliances.  Solid demand for communication relays in Europe and United States. High growth in
AEC	mobile phone related demand in emerging countries continues.  Domestic auto production volume on the increase. But mini vehicles ratio is increasing.  North American demand is anticipated less than the previous year. But module business is expected to grow due to greater need for safety and security.
SSB	Sales of public transportation equipment will decline as shift to common IC card systems in Kanto region has peaked.  Expansion of new business areas such as security-related business is expected.
нсв	Domestic demand is expected to be solid, but demand for North American blood pressure monitors is weak.  Blood pressure monitor demand in Europe and Asia is expected to grow substantially.

### **Forecast of Consolidated Statements of Operations**



Aim for new sales and profit records with sixth consecutive year of growth.

Prioritize Profit to Achieve GD2010 Second-stage Goals.

	FY2005	FY2006	FY2007 Forecast	YoY Change %
Net sales	626.8	736.7	800.0	108.6%
Gross profit	253.4	284.2	309.5	108.9%
SG&A expense	152.7	168.1	178.0	105.9%
R&D expense	50.5	52.0	56.5	108.6%
'Daiko-henjyo'	11.9	-	-	
Operating income	62.1	64.0	75.0	117.1%
Non-Operating profit and loss	2.2	2.3	-3.0	-
NIBT	64.4	66.3	72.0	108.6%
NIAT	35.8	38.3	46.0	120.2%
ROE	10.7%	10.3%	11.5%	+1.2
				(yen)
USD	113.4	117.0	115.0	-2.0
EUR	138.2	150.3	150.0	-0.3

Business Plan for FY07

### Sales Forecast by Region and Business Segment



Expect sales growth of 9% (Japan 2%, Overseas 16%)
By segment, we expect sales growth of 10% or more in IAB, ECB and HCB

	FY2005	FY2006	FY2007	YoY
Japan/Overseas			Forecast	%
Japan	354.9	388.0	396.5	102.2%
Overseas*	271.9	348.7	403.5	115.7%
Total	626.8	736.7	800.0	108.6%
By business	FY2005	FY2006	FY2007	%
By business IAB	FY2005 272.7	FY2006 305.6	FY2007 339.5	<mark>%</mark> 111.1%
IAB	272.7	305.6	339.5	111.1%
IAB ECB	272.7 97.7	305.6 138.4	339.5 180.5	111.1% 130.5%
IAB ECB AEC	272.7 97.7 77.6	305.6 138.4 93.3	339.5 180.5 100.0	111.1% 130.5% 107.2%
IAB ECB AEC SSB	272.7 97.7 77.6 91.8	305.6 138.4 93.3 105.9	339.5 180.5 100.0 90.0	111.1% 130.5% 107.2% 85.0%

Business Plan for FY07

### Consolidated Operating Income Forecast (by Business Segment)



IAB will sharply increase profits through global productivity structure reforms

AEC will restore profits.

We aim for record-high profits

	FY2005	FY2006	FY2007	YoY
By Business			Forecast	%
IAB	41.9	48.5	64.6	133.1%
ECB	11.2	13.1	15.3	116.8%
AEC	-2.0	-1.2	1.4	-
SSB	4.4	8.1	7.3	90.5%
НСВ	8.7	8.7	9.5	109.3%
Others	1.7	2.4	-0.6	-
HQ Cost/Elimination	-15.7	-15.5	-22.4	144.8%
'Daiko-henjyo'	11.9	-	-	-
Total	62.1	64.0	75.0	117.1%

#### **Sales and Operating Income Growth by Business**



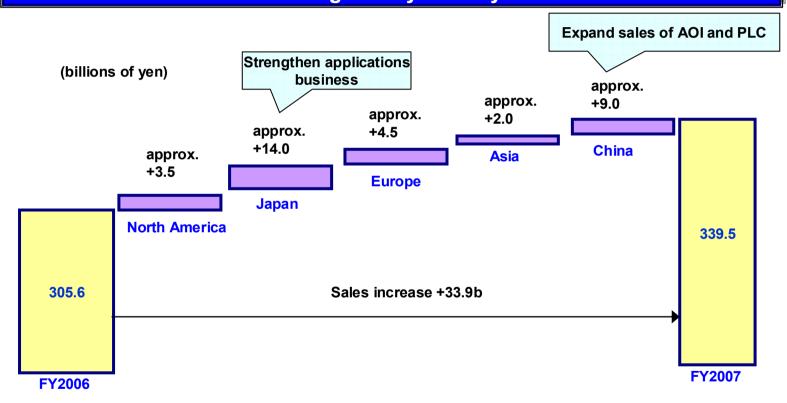
Sales	
IAB	•Strengthen proposal-based sales. Focus on AOI (Automated Optical Inspection), safety components and application sensor businesses.
ECB	<ul> <li>Focus on miniature backlight business. Generate synergy with OPT (Omron Precision Technology)</li> <li>Expansion projected for amusement components business.</li> </ul>
AEC	<ul> <li>Focus on products in new tech fields with emphasis on safety.</li> <li>Focus on sales growth in China, where we established a new production base.</li> </ul>
SSB	<ul> <li>IC conversion of public transportation systems in Kanto has peaked.</li> <li>Focus on security as a new business area.</li> </ul>
НСВ	•Focus on hypertension and obesity prevention care business with mission of prevention and early detection of lifestyle diseases. Regional focus on China and Russia.

Operating income	
IAB	<ul> <li>Profit structure: Achieve internal target of 5:3:2</li> <li>Improve profits in growth businesses (PLC, AOI, safety devices, etc.)</li> </ul>
ECB	<ul> <li>Improve profits with expansion of China business and relay business</li> <li>Full-scale launch of optical communication devices, synergy with OPT in miniature backlights expected.</li> </ul>
AEC	<ul> <li>Increase sales of growth products (laser radars, tire pressure monitoring systems, electronic power steering, etc.)</li> <li>Ongoing profit improvement at North American production base</li> </ul>
SSB	<ul> <li>Continued promotion of structural reforms and operational reform</li> <li>Focus on getting security business fully under way</li> </ul>
НСВ	<ul><li>Enter new category markets</li><li>Strengthen marketing of growth categories</li></ul>

#### **Forecast of IAB Sales Growth**



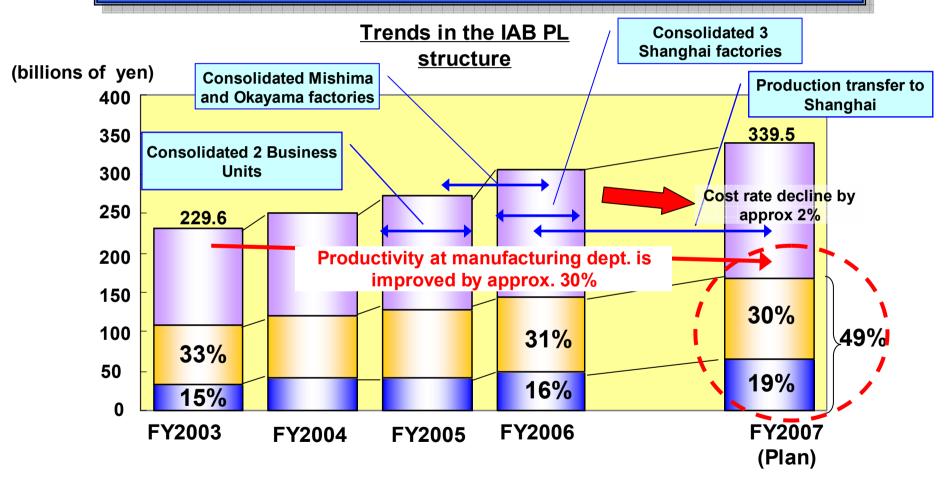
## Strengthen domestic applications business and expand sales of AOI and PLC in Greater China area. Aim for 111% growth year-on-year basis



#### IAB P/L Structure



### Having reduced fixed costs, achieve Profit and Loss structure of 5:3:2



PL structure of

5:3:2 will be completed



**OMRON** 



### 4. Progress of Key Strategic Themes



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



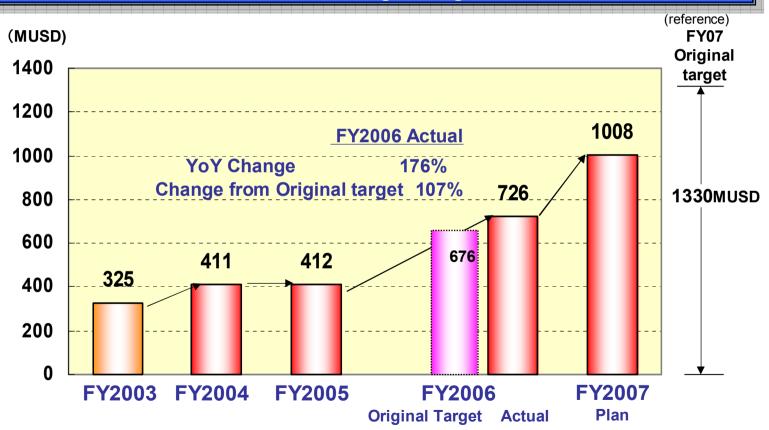
Sharp increase over previous period due to contribution of OMRON PRECISION TECHNOLOGY Co., Ltd. (formerly Pioneer Precision Machinery Corp.) Expect to surpass ¥100b in final year of second stage of GD2010 (FY2007) **Estimate** (billions of ven) Over¥100b Products in New Tech Fields IAB: Automated Optical Inspection Systems, etc. 90.0 **OPT** (reference) ECB: Back Light for LCD, etc. 40.1b 80.0 ECB: MEMS Sensors, etc. **FY07 Original** AEC: Laser radars for automobiles, etc. 67.9b target 70.0 **OPT** 60.0 198% 21.9b **50.0** 119% 34.3b/ 68.0 b 40.0 160% 28.8b 30.0 18.0b 20.0 10.0 Actua Actual 0 **FY2003** FY2006 **FY2007** FY2004 **FY2005** 

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



### Sales of OMRON PRECISION TECHNOLOGY Co., Ltd. made strong contribution

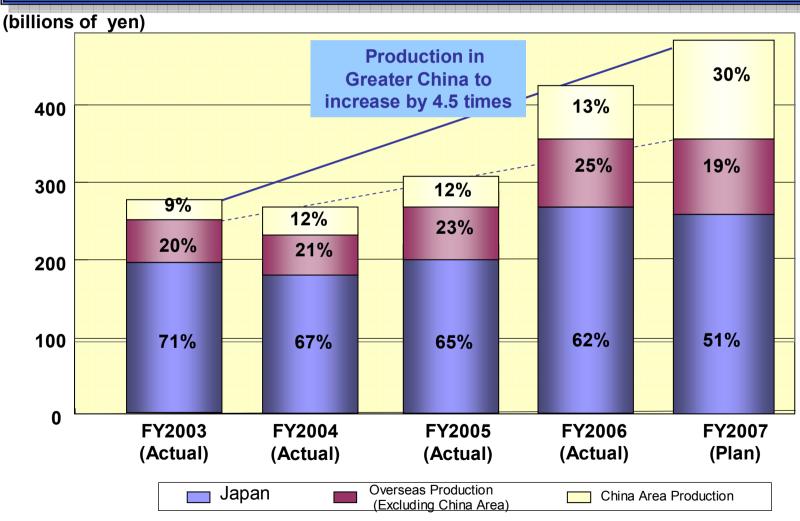
Sales up 176% year-on-year, 107% vs. start-of-year target But difficult to achieve original target of FY2007



### Progress of Key Strategic Themes (3) Global Production Reform



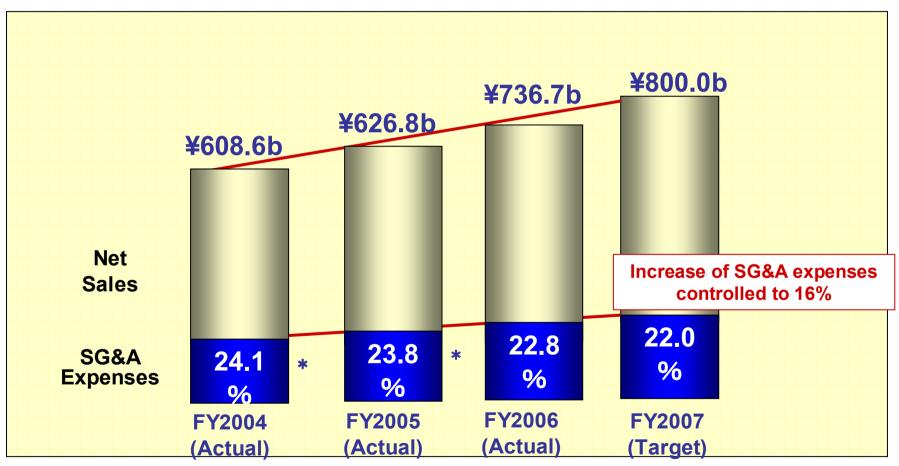
Ongoing shift of production to Greater China Greater China Greater China production ratio continued to increase in FY2006; will reach about 30% in FY2007



### Progress of Key Strategic Themes (4) SG&A Expenses Reform



### Continuously control SG&A costs at offices and headquarters to achieve the target of 4:3:1 P/L structure



<sup>•</sup>Excluding extraordinary factors of ATM business and response to hazardous chemical substance regulations in FY2004

<sup>•</sup>Excluding extraordinary factor of response to hazardous chemical substance regulations in FY2005





# 5. Basic Policy on Distribution of Profits



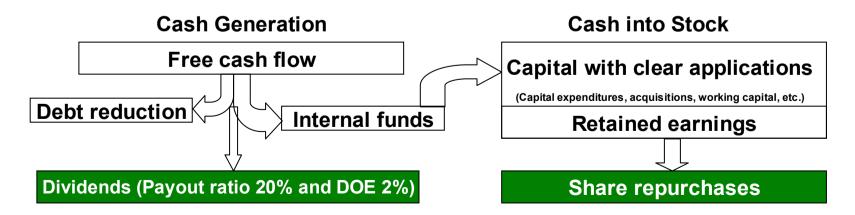
#### **Basic Policy on Distribution of Profits**



Omron will increase cash dividends for FY 2006 to 34 yen per share while aiming for DOE of 2% and maintaining a minimum payout ratio of 20% for FY2007.

#### <Basic Policy on Distribution of Profits>

- 1. Place top priority internal funds for growth investments to raise corporate value
- 2. Return surplus earnings to shareholders as much as possible after considering the free cash flow level
- 3. Enhance stable, uninterrupted shareholder returns by taking into account consolidated results as well as indicators including dividend on equity (DOE) in annual dividends
- 4. Aim for DOE of 2% and maintain a minimum payout ratio of 20%
- 5. Over the long-term, use retained earnings to flexibly provide returns to shareholders, including share repurchases







#### 6. Reference



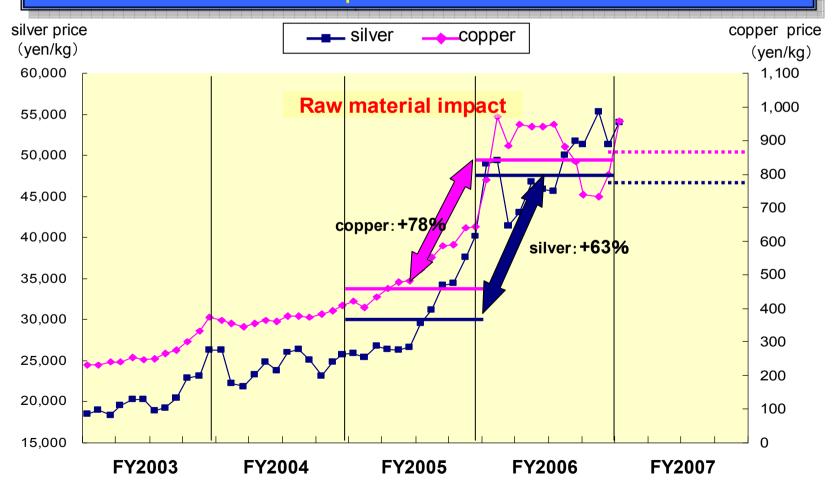
#### **Raw Material Price Hike**



Copper prices rose sharply from second half of FY2005.

Prices showed temporary downward trend, but recently prices began rising again.

Silver prices continue to rise.



**OMRON Corporation Investor Relations** 

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# Aiming for the Best Matching of Machines to People

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