

## Financial Statements Statistics of Corporations by Industry, Quarterly

### 1. Sales

(100 million yen.%)

| Classification                          | Oct. -Dec. 2003 |                | Jan. -Mar. 2004 |                | Apr. -Jun.  |                | Jul. -Sep.  |                | Oct. -Dec.  |                |
|---|-----------------|----------------|-----------------|----------------|-------------|----------------|-------------|----------------|-------------|----------------|
|   |                 | Percent change |                 | Percent change |             | Percent change |             | Percent change |             | Percent change |
| Total                                   | 3,225,494       | 3.1            | 3,349,469       | 2.4            | 3,119,255   | 5.4            | 3,290,169   | 5.7            | 3,389,869   | 5.1            |
| Manufacturing                           | 979,052         | 2.9            | 1,014,799       | 4.3            | 944,490     | 4.4            | 1,006,113   | 7.1            | 1,025,474   | 4.7            |
| Food                                    | 112,762         | 5.2            | 94,223          | 4.8            | 110,716     | 5.2            | 117,170     | 12.7           | 123,217     | 9.3            |
| Chemicals                               | 86,291          | 3.7            | 82,843          | 5.9            | 89,179      | 5.6            | 91,658      | 9.8            | 97,002      | 12.4           |
| Metal products                          | 47,683          | 9.5            | 45,385          | 1.3            | 39,361      | 9.9            | 42,633      | 4.4            | 45,188      | 5.2            |
| General machinery                       | 71,727          | 27.7           | 89,015          | 25.8           | 72,597      | 19.7           | 79,743      | 17.2           | 75,805      | 5.7            |
| a Electrical machinery                  | 169,807         | 1.9            | 193,590         | 1.3            | 80,228      |                | 92,409      |                | 90,707      |                |
| b Information Communication Electronics |                 |                |                 |                | 90,945      |                | 102,781     |                | 95,187      |                |
| [ a + b ]                               |                 |                |                 |                | [171,173]   | [4.6]          | [195,190]   | [13.9]         | [185,894]   | [9.5]          |
| Transportation machinery                | 156,307         | 7.3            | 165,881         | 7.9            | 136,433     | 6.1            | 144,452     | 4.6            | 145,232     | 7.1            |
| Non-manufacturing                       | 2,246,442       | 3.2            | 2,334,670       | 1.5            | 2,174,766   | 5.8            | 2,284,056   | 5.0            | 2,364,395   | 5.3            |
| Construction                            | 265,090         | 6.6            | 348,994         | 6.6            | 230,478     | 4.7            | 250,123     | 6.6            | 243,518     | 8.1            |
| Wholesaling and Retailing               | 1,235,684       | 1.3            | 1,216,567       | 1.0            | 1,184,578   |                | 1,229,039   |                | 1,295,177   |                |
| [included Eating and drinking places]   |                 |                |                 |                | [1,217,467] | [6.6]          | [1,261,653] | [7.4]          | [1,327,914] | [7.5]          |
| Real estate                             | 70,116          | 9.2            | 79,643          | 14.7           | 75,149      | 5.3            | 84,280      | 15.7           | 87,499      | 24.8           |
| c Information Communications            | 217,570         | 10.3           | 209,685         | 11.1           | 117,826     |                | 129,825     |                | 127,426     |                |
| d Transportation                        |                 |                |                 |                | 131,722     |                | 143,771     |                | 148,810     |                |
| [ c + d ]                               |                 |                |                 |                | [249,548]   | [33.0]         | [273,596]   | [30.4]         | [276,236]   | [27.0]         |
| Electricity                             | 35,964          | 2.0            | 40,008          | 1.0            | 37,021      | 3.8            | 44,263      | 10.2           | 37,815      | 5.1            |
| Services                                | 414,623         | 19.1           | 430,154         | 12.0           | 331,065     | 10.3           | 335,579     | 16.5           | 348,116     | 16.0           |
| Corporations with capital of            |                 |                |                 |                |             |                |             |                |             |                |
| 1 billion yen or over                   | 1,287,352       | 1.3            | 1,398,194       | 0.1            | 1,241,391   | 3.6            | 1,373,080   | 7.3            | 1,378,308   | 7.1            |
| 100 million to 1 billion yen            | 542,375         | 7.1            | 571,902         | 8.7            | 519,546     | 3.4            | 567,323     | 7.0            | 579,030     | 6.8            |
| 10 to 100 million yen                   | 1,395,768       | 3.3            | 1,379,374       | 2.2            | 1,358,318   | 7.9            | 1,349,766   | 3.6            | 1,432,532   | 2.6            |

Note : Percent change is compared with the same quarter of the previous year.

(Reference)

### Percent changes (seasonally adjusted, Sales)

(%)

| Classification    | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
|-------------------|-------------------|-------------------|-----------|-----------|-----------|
| Total             | 1.5               | 0.6               | 2.7       | 0.9       | 0.8       |
| Manufacturing     | 2.9               | 1.5               | 1.4       | 1.1       | 0.6       |
| Non-manufacturing | 0.9               | 0.2               | 3.2       | 0.7       | 0.9       |

Note : Percent change is compared with the previous quarter

## 2. Ordinary profits

(100 million yen.%)

| Classification                          | Oct.-Dec.<br>2003 | Percent<br>change | Jan.-Mar.<br>2004 | Percent<br>change | Apr.-Jun. | Percent<br>change | Jul.-Sep. | Percent<br>change | Oct.-Dec. | Percent<br>change |
|---|-------------------|-------------------|-------------------|-------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|
|   | Total             | 105,726           | 16.9              | 128,696           | 24.6      | 116,654           | 34.3      | 108,773           | 37.8      | 124,362           |
| Manufacturing                           | 42,784            | 2.4               | 47,486            | 25.1              | 49,496    | 37.8              | 44,321    | 35.6              | 53,591    | 25.3              |
| Food                                    | 5,740             | 1.5               | 1,885             | 25.0              | 4,253     | 19.7              | 4,117     | 41.5              | 5,243     | 8.6               |
| Chemicals                               | 8,027             | 12.8              | 5,703             | 17.6              | 9,832     | 25.3              | 8,032     | 36.2              | 9,986     | 24.4              |
| Metal products                          | 1,324             | 14.5              | 1,690             | 23.8              | 1,644     | 78.8              | 1,954     | 507.7             | 2,401     | 81.3              |
| General machinery                       | 2,752             | 109.0             | 4,918             | 51.0              | 3,985     | 77.1              | 4,279     | 66.4              | 3,305     | 20.1              |
| a Electrical machinery                  | } 5,711           | 44.4              | 7,674             | 72.0              | 3,182     |                   | 3,131     |                   | 2,887     |                   |
| b Information Communication Electronics |                   |                   |                   |                   | 3,611     |                   | 3,716     |                   | 2,904     |                   |
| [ a + b ]                               |                   |                   |                   |                   | [6,793]   | [105.5]           | [6,847]   | [62.0]            | [5,791]   | [1.4]             |
| Transportation machinery                | 6,400             | 21.8              | 9,124             | 13.8              | 7,644     | 5.4               | 4,462     | 35.3              | 7,130     | 11.4              |
| Non-manufacturing                       | 62,941            | 29.4              | 81,210            | 24.3              | 67,157    | 31.8              | 64,452    | 39.3              | 70,770    | 12.4              |
| Construction                            | 2,212             | *                 | 18,961            | 2.3               | 537       | 50.8              | 463       | *                 | 1,756     | 20.6              |
| Wholesaling and Retailing               | 18,871            | 10.7              | 25,103            | 18.5              | 22,079    |                   | 20,421    |                   | 26,172    |                   |
| [included Eating and drinking places]   |                   |                   |                   |                   | [22,650]  | [21.6]            | [20,334]  | [29.1]            | [27,136]  | [43.8]            |
| Real estate                             | 6,702             | 60.2              | 5,616             | 17.3              | 6,768     | 3.1               | 6,407     | 6.0               | 7,551     | 12.7              |
| c Information Communications            | } 15,047          | 4.8               | 5,979             | 130.0             | 9,957     |                   | 8,135     |                   | 9,104     |                   |
| d Transportation                        |                   |                   |                   |                   | 7,120     |                   | 9,159     |                   | 7,182     |                   |
| [ c + d ]                               |                   |                   |                   |                   | [17,077]  | [63.0]            | [17,294]  | [94.8]            | [16,286]  | [8.2]             |
| Electricity                             | 2,987             | 134.2             | 1,020             | *                 | 3,788     | 91.1              | 7,351     | 55.1              | 2,928     | 2.0               |
| Services                                | 16,705            | 53.0              | 22,521            | 70.3              | 13,964    | 21.6              | 11,660    | 3.6               | 11,299    | 32.4              |
| Corporations with capital of            |                   |                   |                   |                   |           |                   |           |                   |           |                   |
| 1 billion yen or over                   | 55,741            | 4.0               | 57,058            | 24.8              | 63,139    | 35.9              | 67,327    | 33.4              | 66,861    | 19.9              |
| 100 million to 1 billion yen            | 14,984            | 31.5              | 18,680            | 21.1              | 13,264    | 33.1              | 14,144    | 25.8              | 16,243    | 8.4               |
| 10 to 100 million yen                   | 35,001            | 37.5              | 52,959            | 25.7              | 40,251    | 32.2              | 27,302    | 58.3              | 41,258    | 17.9              |

Note : Percent change is compared with the same quarter of the previous year.

\* : Can not be compared because of the negative figure in the previous year.

(Reference)

## Percent changes (seasonally adjusted, Ordinary profits)

(%)

| Classification    | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
|-------------------|-------------------|-------------------|-----------|-----------|-----------|
| Total             | 12.5              | 4.4               | 10.4      | 5.0       | 2.4       |
| Manufacturing     | 5.2               | 11.2              | 13.3      | 1.7       | 1.8       |
| Non-manufacturing | 17.5              | 0.2               | 8.4       | 7.4       | 2.7       |

Note : Percent change is compared with the previous quarter

(Reference)

## Operating profits

(100 million yen,%)

| Classification    | Oct.-Dec. | Percent | Jan.-Mar. | Percent | Apr.-Jun. | Percent | Jul.-Sep. | Percent | Oct.-Dec. | Percent |
|-------------------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
|                   | 2003      | change  | 2004      | change  |           | change  |           | change  |           | change  |
| Total             | 110,990   | 22.0    | 135,572   | 20.8    | 110,941   | 33.4    | 111,392   | 29.4    | 125,146   | 12.8    |
| Manufacturing     | 43,059    | 3.3     | 48,896    | 22.8    | 43,441    | 40.0    | 43,763    | 25.1    | 52,039    | 20.9    |
| Non-manufacturing | 67,931    | 37.7    | 86,676    | 19.7    | 67,500    | 29.5    | 67,629    | 32.3    | 73,106    | 7.6     |

Note : Percent change is compared with the same quarter of the previous year.

### 3. Ratio of ordinary profits to sales

| Classification                          | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
|---|-------------------|-------------------|-----------|-----------|-----------|
| Total                                   | 3.3               | 3.8               | 3.7       | 3.3       | 3.7       |
| Manufacturing                           | 4.4               | 4.7               | 5.2       | 4.4       | 5.2       |
| Food                                    | 5.1               | 2.0               | 3.8       | 3.5       | 4.3       |
| Chemicals                               | 9.3               | 6.9               | 11.0      | 8.8       | 10.3      |
| Metal products                          | 2.8               | 3.7               | 4.2       | 4.6       | 5.3       |
| General machinery                       | 3.8               | 5.5               | 5.5       | 5.4       | 4.4       |
| a Electrical machinery                  | } 3.4             | } 4.0             | 4.0       | 3.4       | 3.2       |
| b Information Communication Electronics |                   |                   | 4.0       | 3.6       | 3.1       |
| [ a + b ]                               |                   |                   | [4.0]     | [3.5]     | [3.1]     |
| Transportation machinery                | 4.1               | 5.5               | 5.6       | 3.1       | 4.9       |
| Non-manufacturing                       | 2.8               | 3.5               | 3.1       | 2.8       | 3.0       |
| Construction                            | 0.8               | 5.4               | 0.2       | 0.2       | 0.7       |
| Wholesaling and Retailing               | 1.5               | 2.1               | 1.9       | 1.7       | 2.0       |
| [included Eating and drinking places]   |                   |                   | [1.9]     | [1.6]     | [2.0]     |
| Real estate                             | 9.6               | 7.1               | 9.0       | 7.6       | 8.6       |
| c Information Communications            | } 6.9             | } 2.9             | 8.5       | 6.3       | 7.1       |
| d Transportation                        |                   |                   | 5.4       | 6.4       | 4.8       |
| [ c + d ]                               |                   |                   | [6.8]     | [6.3]     | [5.9]     |
| Electricity                             | 8.3               | 2.6               | 10.2      | 16.6      | 7.7       |
| Services                                | 4.0               | 5.2               | 4.2       | 3.5       | 3.2       |
| Corporations with capital of            |                   |                   |           |           |           |
| 1 billion yen or over                   | 4.3               | 4.1               | 5.1       | 4.9       | 4.9       |
| 100 million to 1 billion yen            | 2.8               | 3.3               | 2.6       | 2.5       | 2.8       |
| 10 to 100 million yen                   | 2.5               | 3.8               | 3.0       | 2.0       | 2.9       |

(%)

## 4. Investment in plant and equipment

(100 million yen,%)

| Classification                          | Oct. -Dec. 2003 |                | Jan. -Mar. 2004 |                | Apr. -Jun. |                | Jul. -Sep. |                | Oct. -Dec. |                |
|---|-----------------|----------------|-----------------|----------------|------------|----------------|------------|----------------|------------|----------------|
|   |                 | Percent change |                 | Percent change |            | Percent change |            | Percent change |            | Percent change |
| Total                                   | 106,666         | 6.0            | 127,539         | 10.1           | 97,772     | 10.7           | 114,610    | 14.4           | 110,402    | 3.5            |
|   | 99,957          | 5.1            | 118,214         | 10.2           | 91,178     | 9.7            | 105,608    | 13.9           | 102,907    | 3.0            |
| Manufacturing                           | 33,331          | 13.8           | 40,968          | 18.3           | 29,656     | 5.6            | 38,877     | 14.8           | 36,120     | 8.4            |
|   | 31,706          | 15.0           | 37,820          | 19.7           | 28,118     | 6.6            | 36,446     | 15.6           | 34,425     | 8.6            |
| Food                                    | 2,389           | 23.8           | 2,967           | 6.6            | 2,501      | 2.9            | 3,504      | 30.8           | 3,323      | 39.1           |
| Chemicals                               | 3,427           | 6.3            | 4,055           | 19.9           | 3,311      |                | 4,177      | 3.8            | 3,627      | 5.9            |
| Metal products                          | 893             | 30.1           | 1,591           | 42.4           | 892        | 19.5           | 1,371      | 9.2            | 1,253      | 40.4           |
| General machinery                       | 2,237           | 24.4           | 3,336           | 84.9           | 1,697      | 14.8           | 2,124      | 5.3            | 2,537      | 13.4           |
| a Electrical machinery                  | 7,017           | 25.6           | 9,384           | 32.1           | 3,391      |                | 3,816      |                | 3,180      |                |
| b Information Communication Electronics |                 |                |                 |                | 4,269      |                | 6,324      |                | 4,962      |                |
| [ a + b ]                               |                 |                |                 |                | [7,660]    | [32.0]         | [10,140]   | [42.4]         | [8,142]    | [16.0]         |
| Transportation machinery                | 6,088           | 29.4           | 7,780           | 10.3           | 4,614      | 13.7           | 6,524      | 3.0            | 5,398      | 11.3           |
| Non-manufacturing                       | 73,335          | 2.8            | 86,572          | 6.6            | 68,116     | 13.0           | 75,733     | 14.2           | 74,281     | 1.3            |
|   | 68,252          | 1.1            | 80,394          | 6.3            | 63,060     | 11.1           | 69,162     | 13.1           | 68,482     | 0.3            |
| Construction                            | 2,332           | 4.4            | 2,748           | 28.5           | 2,120      | 16.1           | 3,062      | 49.7           | 2,380      | 2.1            |

|   |          |      |        |      |            |          |            |          |            |          |
|---|----------|------|--------|------|------------|----------|------------|----------|------------|----------|
| Wholesaling and Retailing               | 11,097   | 1.7  | 12,536 | 20.6 | 9,916      |          | 11,771     |          | 12,178     |          |
| [ included Eating and drinking places ] |          |      |        |      | [ 10,731 ] | [ 12.2 ] | [ 12,606 ] | [ 19.4 ] | [ 13,551 ] | [ 22.1 ] |
| Real estate                             | 3,663    | 37.7 | 5,781  | 1.9  | 3,512      | 28.5     | 4,451      | 48.2     | 2,790      | 23.8     |
| c Information Communications            | } 17,161 | 48.9 | 21,105 | 10.2 | 8,127      |          | 10,646     |          | 8,613      |          |
| d Transportation                        |          |      |        |      | 4,640      |          | 7,128      |          | 8,350      |          |
| [ c + d ]                               |          |      |        |      | [ 12,767 ] | [ 9.3 ]  | [ 17,774 ] | [ 19.0 ] | [ 16,963 ] | [ 1.2 ]  |
| Electricity                             | 5,621    | 11.2 | 6,373  | 1.8  | 3,720      | 15.1     | 3,402      | 23.6     | 4,778      | 15.0     |
| Services                                | 32,971   | 1.2  | 37,058 | 5.4  | 33,442     | 22.3     | 32,496     | 4.8      | 31,701     | 3.8      |
| Corporations with capital of            |          |      |        |      |            |          |            |          |            |          |
| 1 billion yen or over                   | 62,123   | 4.2  | 77,009 | 4.0  | 54,346     | 0.8      | 69,072     | 14.1     | 65,627     | 5.6      |
| 100 million to 1 billion yen            | 15,436   | 4.4  | 19,318 | 18.6 | 14,197     | 2.5      | 17,023     | 8.8      | 15,872     | 2.8      |
| 10 to 100 million yen                   | 29,107   | 17.1 | 31,213 | 22.2 | 29,229     | 42.0     | 28,515     | 19.0     | 28,903     | 0.7      |

Note : 1.Percent change is compared with the same quarter of the previous year.

2.Figure include investment in software .Figures of the lower row exclude investment in software.



(Reference) **Percent changes (seasonally adjusted, excepting investment in software)**

(%)

| Classification    | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
|-------------------|-------------------|-------------------|-----------|-----------|-----------|
| Total             | 7.1               | 2.6               | 2.4       | 1.2       | 2.8       |
| Manufacturing     | 7.4               | 3.4               | 2.4       | 6.0       | 1.5       |
| Non-manufacturing | 6.9               | 2.2               | 4.7       | 1.0       | 4.8       |

Note : Percent change is compared with the previous quarter

## 5. Increases in inventories and ratio of inventories to sales

(100 million yen,%)

| Classification                        | Oct.-Dec. 2003 |                    | Jan.-Mar. 2004 |                    | Apr.-Jun. |                    | Jul.-Sep. |                    | Oct.-Dec. |                    |
|---------------------------------------|----------------|--------------------|----------------|--------------------|-----------|--------------------|-----------|--------------------|-----------|--------------------|
|                                       |                | Amount of increase |                | Amount of increase |           | Amount of increase |           | Amount of increase |           | Amount of increase |
| Total                                 | 48,585         | 3,198              | 94,570         | 26,748             | 45,613    | 236                | 2,796     | 8,841              | 60,557    | 11,972             |
| finished goods and merchandise        | 5,187          | 677                | 26,666         | 2,677              | 12,643    | 52                 | 7,276     | 669                | 12,257    | 7,070              |
| works in process                      | 42,011         | 5,445              | 65,871         | 31,782             | 29,020    | 3,265              | 1,795     | 3,279              | 45,479    | 3,468              |
| raw materials and supplies            | 1,386          | 2,923              | 2,032          | 2,356              | 3,950     | 2,977              | 2,686     | 6,232              | 2,821     | 1,435              |
| Manufacturing                         | 7,855          | 1,194              | 22,123         | 9,992              | 20,617    | 4,570              | 1,812     | 10,789             | 12,482    | 4,627              |
| Non-manufacturing                     | 40,729         | 2,005              | 72,447         | 16,757             | 24,996    | 4,807              | 4,608     | 1,949              | 48,075    | 7,346              |
| Construction                          | 28,145         | 4,305              | 36,838         | 23,378             | 12,214    | 2,599              | 701       | 5,898              | 28,577    | 432                |
| Wholesaling and Retailing             | 8,969          | 171                | 13,907         | 785                | 10,022    |                    | 611       |                    | 10,681    |                    |
| [included Eating and drinking places] |                |                    |                |                    | [10,043]  | [5,668]            | [637]     | [4,015]            | [10,922]  | [1,953]            |
| Real estate                           | 3,198          | 739                | 8,792          | 4,328              | 341       | 9,747              | 4,247     | 354                | 3,198     | 6,396              |
| Ratio of inventories to sales         | 8.1            |                    | 7.0            |                    | 8.5       |                    | 7.8       |                    | 8.2       |                    |

Notes : 1. Percent change is compared with the same quarter of the previous year.

2. Ratio of inventories to sales =  $\frac{\text{Inventories(at the end of the quarter)}}{\text{Sales} \times 4} \times 100$

3. Inventory investment = Inventories at the end of the quarter - that at the beginning of the quarter.

## 6. Corporate finance (all industry)

(100 million yen.%)

| Classification                | Oct.-Dec. 2003 |                | Jan.-Mar. 2004 |                | Apr.-Jun. |                | Jul.-Sep. |                | Oct.-Dec. |                |
|-------------------------------|----------------|----------------|----------------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|
|                               |                | Percent change |                | Percent change |           | Percent change |           | Percent change |           | Percent change |
| Bills and accounts receivable | 2,027,643      | 0.1            | 2,054,022      | 0.2            | 1,928,755 | 3.5            | 1,963,223 | 5.3            | 2,104,822 | 3.8            |
| Bills and accounts payable    | 1,685,885      | 0.5            | 1,677,323      | 0.2            | 1,583,026 | 1.7            | 1,591,961 | 3.6            | 1,725,304 | 2.3            |
| Short-term borrowings         | 1,774,397      | 7.5            | 1,694,245      | 12.1           | 1,754,275 | 2.0            | 1,761,618 | 1.8            | 1,789,250 | 0.8            |
| Long-term borrowings          | 2,337,353      | 11.5           | 2,279,810      | 8.7            | 2,532,567 | 5.7            | 2,499,678 | 8.5            | 2,514,045 | 7.6            |
| Cash and deposits             | 1,231,842      | 2.7            | 1,287,420      | 1.7            | 1,283,147 | 5.9            | 1,269,299 | 4.8            | 1,316,502 | 6.9            |
| Securities                    | 141,635        | 1.8            | 147,817        | 4.2            | 155,508   | 2.6            | 149,106   | 1.6            | 141,171   | 0.3            |
| Liquidity ratio               | 10.6           |                | 10.5           |                | 11.8      |                | 10.7      |                | 10.6      |                |

Notes : 1.Balance at the end of the quarter(except liquidity ratio).

2.Securities are those in liquid assets.

3.Percent change is compared with the same quarter of the previous year.

4.Liquidity ratio =  $\frac{\text{Cash and deposits} + \text{Securities(average of the beginning and the end of the quarter)}}{\text{Sales} \times 4} \times 100$

## 7. Ratio of net worth

(%)

| Classification               | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
|------------------------------|-------------------|-------------------|-----------|-----------|-----------|
| Total                        | 28.8              | 30.2              | 29.9      | 30.1      | 30.1      |
| Corporations with capital of |                   |                   |           |           |           |
| 1 billion yen or over        | 35.3              | 36.0              | 36.8      | 36.8      | 36.8      |
| 100 million to 1 billion yen | 24.2              | 25.1              | 26.1      | 26.4      | 26.5      |
| 10 to 100 million yen        | 22.3              | 24.8              | 22.8      | 23.0      | 23.3      |

Note : Ratio of net worth =  $\frac{\text{Capital}}{\text{Liabilities and net worth}} \times 100$

**1.Assets, liabilities and net worth, and profits and losses (all industry)**

(100 million yen,percent)

| Classification                              | actual values      |                    |            |            |            | percent change from the previous year |                    |            |            |            |
|---|--------------------|--------------------|------------|------------|------------|---------------------------------------|--------------------|------------|------------|------------|
|   | Oct. -Dec.<br>2003 | Jan. -Mar.<br>2004 | Apr. -Jun. | Jul. -Sep. | Oct. -Dec. | Oct. -Dec.<br>2003                    | Jan. -Mar.<br>2004 | Apr. -Jun. | Jul. -Sep. | Oct. -Dec. |
| Number of corporations                      | 1,176,489          | 1,176,177          | 1,183,866  | 1,183,590  | 1,183,393  | -2.5                                  | -2.5               | 0.5        | 0.6        | 0.6        |
| liquid assets                               | 5,458,627          | 5,393,991          | 5,459,970  | 5,419,541  | 5,749,673  | -2.7                                  | -1.2               | 4.4        | 4.7        | 5.3        |
| cash and deposits                           | 1,231,842          | 1,287,420          | 1,283,147  | 1,269,299  | 1,316,502  | 2.7                                   | 1.7                | 5.9        | 4.8        | 6.9        |
| bills and accounts receivable               | 2,027,643          | 2,054,022          | 1,928,755  | 1,963,223  | 2,104,822  | 0.1                                   | -0.2               | 3.5        | 5.3        | 3.8        |
| Securities                                  | 141,635            | 147,817            | 155,508    | 149,106    | 141,171    | -1.8                                  | 4.2                | 2.6        | -1.6       | -0.3       |
| Stock                                       | 58,062             | 53,656             | 52,117     | 46,520     | 47,658     | 19.2                                  | 12.1               | -4.4       | -17.9      | -17.9      |
| bond and debenture                          | 35,226             | 42,331             | 43,859     | 47,030     | 42,298     | -14.4                                 | -5.0               | 0.5        | 13.0       | 20.1       |
| Other securities                            | 48,347             | 51,830             | 59,532     | 55,556     | 51,215     | -11.2                                 | 4.7                | 11.4       | 4.4        | 5.9        |
| inventories                                 | 1,043,968          | 943,906            | 1,061,979  | 1,031,378  | 1,115,039  | -8.8                                  | -5.9               | 1.8        | 3.8        | 6.8        |
| finished goods and merchandise              | 522,821            | 492,983            | 552,959    | 521,544    | 548,953    | -8.7                                  | -7.1               | 2.1        | 2.4        | 5.0        |
| works in process                            | 391,518            | 323,179            | 377,470    | 375,970    | 426,479    | -11.9                                 | -6.4               | 2.9        | 5.5        | 8.9        |
| raw materials and supplies                  | 129,628            | 127,744            | 131,550    | 133,864    | 139,606    | 1.8                                   | 0.1                | -1.9       | 5.0        | 7.7        |
| Other liquid assets                         | 1,013,540          | 960,826            | 1,030,580  | 1,006,536  | 1,072,140  | -7.3                                  | -3.0               | 7.5        | 5.4        | 5.8        |
| fixed assets                                | 6,783,636          | 6,810,898          | 6,958,749  | 6,977,496  | 7,115,277  | -0.5                                  | 1.1                | 3.1        | 3.5        | 4.9        |
| Deferred assets                             | 26,219             | 25,010             | 25,701     | 23,081     | 23,375     | -22.2                                 | -8.0               | 12.0       | -6.6       | -10.8      |
| total assets                                | 12,268,482         | 12,229,900         | 12,444,420 | 12,420,118 | 12,888,326 | -1.6                                  | 0.1                | 3.7        | 4.0        | 5.1        |
| liabilities                                 | 8,739,187          | 8,530,692          | 8,722,220  | 8,681,744  | 9,004,478  | -4.5                                  | -3.5               | 1.7        | 2.4        | 3.0        |
| liquid liabilities                          | 4,889,343          | 4,783,594          | 4,740,517  | 4,730,794  | 5,007,315  | -2.2                                  | -2.4               | 0.7        | 1.1        | 2.4        |
| bills and accounts payable                  | 1,685,885          | 1,677,323          | 1,583,026  | 1,591,961  | 1,725,304  | -0.5                                  | -0.2               | 1.7        | 3.6        | 2.3        |
| short-term borrowings                       | 1,774,397          | 1,694,245          | 1,754,275  | 1,761,618  | 1,789,250  | -7.5                                  | -12.1              | -2.0       | -1.8       | 0.8        |
| Borrowings from financial institution       | 1,363,800          | 1,300,333          | 1,297,198  | 1,291,796  | 1,318,702  | -10.2                                 | -15.3              | -6.4       | -7.1       | -3.3       |
| Borrowings from others                      | 410,596            | 393,912            | 457,077    | 469,822    | 470,548    | 2.8                                   | 0.2                | 12.9       | 16.6       | 14.6       |
| Allowance                                   | 53,629             | 67,828             | 66,144     | 71,960     | 55,503     | -4.0                                  | -5.4               | -11.0      | 3.4        | 3.5        |
| Other liquid liabilities                    | 1,375,433          | 1,344,198          | 1,337,072  | 1,305,254  | 1,437,258  | 3.5                                   | 10.2               | 3.9        | 2.0        | 4.5        |
| fixed liabilities                           | 3,847,362          | 3,744,382          | 3,978,751  | 3,948,343  | 3,994,518  | -7.4                                  | -4.9               | 3.0        | 4.0        | 3.8        |
| bonds                                       | 529,172            | 513,127            | 535,208    | 532,631    | 543,152    | -2.8                                  | -0.8               | 1.9        | 4.5        | 2.6        |
| long-term borrowings                        | 2,337,353          | 2,279,810          | 2,532,567  | 2,499,678  | 2,514,045  | -11.5                                 | -8.7               | 5.7        | 8.5        | 7.6        |
| Borrowings from financial institution       | 1,913,203          | 1,890,865          | 2,104,039  | 2,042,215  | 2,031,744  | -12.7                                 | -10.4              | 4.7        | 7.2        | 6.2        |
| Borrowings from others                      | 424,150            | 388,944            | 428,528    | 457,463    | 482,300    | -5.7                                  | 0.8                | 10.9       | 14.5       | 13.7       |
| Allowance                                   | 387,605            | 379,623            | 389,946    | 390,096    | 390,837    | -4.0                                  | -4.4               | 0.9        | 1.6        | 0.8        |
| Other liquid liabilities                    | 593,232            | 571,823            | 521,029    | 525,938    | 546,484    | 5.3                                   | 8.7                | -6.0       | -12.2      | -7.9       |
| Reserve requested by special law            | 2,481              | 2,716              | 2,952      | 2,607      | 2,645      | 21.0                                  | 35.8               | 33.5       | 12.0       | 6.6        |
| Capital                                     | 3,529,295          | 3,699,208          | 3,722,201  | 3,738,374  | 3,883,848  | 6.6                                   | 9.3                | 8.6        | 8.0        | 10.0       |
| Capital stock                               | 823,907            | 820,628            | 843,603    | 841,038    | 844,288    | 0.5                                   | 0.1                | 0.6        | 2.2        | 2.5        |
| Capital surplus                             | 621,775            | 649,836            | 715,213    | 755,117    | 794,041    | 3.1                                   | 0.7                | 16.4       | 23.6       | 27.7       |
| Earned surplus                              | 2,083,612          | 2,228,744          | 2,078,424  | 2,036,263  | 2,134,373  | 10.4                                  | 16.2               | 5.3        | 0.4        | 2.4        |
| Others                                      |                    |                    | 137,672    | 166,853    | 204,576    | *                                     | *                  | *          | *          | *          |
| Treasury stock                              |                    |                    | -52,711    | -60,897    | -93,430    | *                                     | *                  | *          | *          | *          |
| Total liabilities and capitals              | 12,268,482         | 12,229,900         | 12,444,420 | 12,420,118 | 12,888,326 | -1.6                                  | 0.1                | 3.7        | 4.0        | 5.1        |
| bills receivable discounted outstanding     | 86,988             | 81,830             | 91,550     | 82,271     | 84,730     | -19.6                                 | -21.0              | -8.0       | -7.9       | -2.6       |
| sales                                       | 3,225,494          | 3,349,469          | 3,119,255  | 3,290,169  | 3,389,869  | 3.1                                   | 2.4                | 5.4        | 5.7        | 5.1        |
| cost of sales                               | 2,492,259          | 2,605,175          | 2,398,803  | 2,565,633  | 2,633,239  | 2.1                                   | 1.5                | 5.0        | 6.0        | 5.7        |
| selling and general administration expenses | 622,246            | 608,722            | 609,511    | 613,145    | 631,485    | 4.3                                   | 2.4                | 3.0        | 1.2        | 1.5        |
| operating profits                           | 110,990            | 135,572            | 110,941    | 111,392    | 125,146    | 22.0                                  | 20.8               | 33.4       | 29.4       | 12.8       |
| interests received                          | 7,387              | 9,370              | 14,193     | 9,129      | 9,345      | -29.1                                 | 3.0                | 19.8       | 11.5       | 26.5       |
| Other non-operating revenue                 | 26,628             | 30,337             | 27,836     | 28,006     | 28,270     | -4.0                                  | 2.0                | 1.0        | -1.4       | 6.2        |
| Interest expense                            | 22,293             | 22,663             | 23,294     | 23,234     | 21,894     | -6.0                                  | -11.4              | 1.0        | -1.0       | -1.8       |
| Other non-operating expense                 | 16,986             | 23,919             | 13,023     | 16,520     | 16,504     | 13.2                                  | 7.6                | 3.2        | -18.5      | -2.8       |
| ordinary profits                            | 105,726            | 128,696            | 116,654    | 108,773    | 124,362    | 16.9                                  | 24.6               | 34.3       | 37.8       | 17.6       |
| personnel expenses                          | 439,989            | 412,229            | 415,282    | 422,628    | 443,140    | 0.4                                   | 2.3                | -0.2       | 0.5        | 0.7        |
| Directors' remuneration                     | 45,575             | 44,622             | 44,424     | 44,089     | 43,871     | -0.3                                  | 0.1                | 1.4        | -0.4       | -3.7       |
| Salaries and wages                          | 336,061            | 307,766            | 313,602    | 321,517    | 343,435    | 0.7                                   | 3.8                | 1.5        | 2.2        | 2.2        |
| Welfare expense                             | 58,353             | 59,841             | 57,256     | 57,022     | 55,833     | -1.3                                  | -3.4               | -9.5       | -7.4       | -4.3       |
| number of staffs(100 persons)               | 348,362            | 345,630            | 356,546    | 353,473    | 361,150    | 2.9                                   | 3.2                | 2.1        | 2.1        | 3.7        |
| Number of director                          | 30,872             | 30,819             | 30,556     | 30,622     | 30,432     | -0.9                                  | 0.5                | 0.4        | 0.3        | -1.4       |
| Number of employee                          | 317,489            | 314,811            | 325,990    | 322,850    | 330,719    | 3.3                                   | 3.5                | 2.2        | 2.3        | 4.2        |

## 2.Principal items classified by scale of capital (all industry)

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           |           | percent change from the previous year |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|-----------|---------------------------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. | Oct.-Dec.<br>2003                     | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| 10 to 100 million yen                               |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 1,395,768         | 1,379,374         | 1,358,318 | 1,349,766 | 1,432,532 | 3.3                                   | 2.2               | 7.9       | 3.6       | 2.6       |
| operating profits                                   | 35,988            | 53,661            | 40,306    | 27,331    | 39,169    | 46.1                                  | 21.8              | 36.1      | 59.9      | 8.8       |
| ordinary profits                                    | 35,001            | 52,959            | 40,251    | 27,302    | 41,258    | 37.5                                  | 25.7              | 32.2      | 58.3      | 17.9      |
| investment in plant and equipment                   | 29,107            | 31,213            | 29,229    | 28,515    | 28,903    | 17.1                                  | 22.2              | 42.0      | 19.0      | -0.7      |
| investment in P&E(excepting investment in software) | 28,455            | 30,203            | 28,479    | 27,724    | 27,886    | 18.4                                  | 25.0              | 42.8      | 22.4      | -2.0      |
| increases in inventories                            | 5,052             | -12,514           | 350       | -3,579    | 19,016    | -10.2                                 | *                 | -95.6     | -232.7    | 276.4     |
| ratio of operating profits to sales                 | 2.6               | 3.9               | 3.0       | 2.0       | 2.7       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.5               | 3.8               | 3.0       | 2.0       | 2.9       |                                       |                   |           |           |           |
| liquidity ratio                                     | 13.7              | 14.4              | 14.7      | 13.9      | 13.7      |                                       |                   |           |           |           |
| ratio of net worth                                  | 22.3              | 24.8              | 22.8      | 23.0      | 23.3      |                                       |                   |           |           |           |
| 100 million to 1 billion yen                        |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 542,375           | 571,902           | 519,546   | 567,323   | 579,030   | 7.1                                   | 8.7               | 3.4       | 7.0       | 6.8       |
| operating profits                                   | 15,861            | 19,531            | 12,576    | 15,179    | 16,241    | 41.0                                  | 21.5              | 25.4      | 22.6      | 2.4       |
| ordinary profits                                    | 14,984            | 18,680            | 13,264    | 14,144    | 16,243    | 31.5                                  | 21.1              | 33.1      | 25.8      | 8.4       |
| investment in plant and equipment                   | 15,436            | 19,318            | 14,197    | 17,023    | 15,872    | -4.4                                  | 18.6              | 2.5       | 8.8       | 2.8       |
| investment in P&E(excepting investment in software) | 14,471            | 17,300            | 12,719    | 15,403    | 14,586    | -3.3                                  | 16.8              | -0.8      | 6.8       | 0.8       |
| increases in inventories                            | 16,780            | -21,835           | 10,242    | -35       | 12,992    | 36.1                                  | *                 | 39.3      | *         | -22.6     |
| ratio of operating profits to sales                 | 2.9               | 3.4               | 2.4       | 2.7       | 2.8       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.8               | 3.3               | 2.6       | 2.5       | 2.8       |                                       |                   |           |           |           |
| liquidity ratio                                     | 8.5               | 8.0               | 10.7      | 9.8       | 9.8       |                                       |                   |           |           |           |
| ratio of net worth                                  | 24.2              | 25.1              | 26.1      | 26.4      | 26.5      |                                       |                   |           |           |           |
| 1 billion yen or over                               |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 1,287,352         | 1,398,194         | 1,241,391 | 1,373,080 | 1,378,308 | 1.3                                   | 0.1               | 3.6       | 7.3       | 7.1       |
| operating profits                                   | 59,140            | 62,379            | 58,059    | 68,882    | 69,735    | 7.3                                   | 19.7              | 33.5      | 21.6      | 17.9      |
| ordinary profits                                    | 55,741            | 57,058            | 63,139    | 67,327    | 66,861    | 4.0                                   | 24.8              | 35.9      | 33.4      | 19.9      |
| investment in plant and equipment                   | 62,123            | 77,009            | 54,346    | 69,072    | 65,627    | 4.2                                   | 4.0               | 0.8       | 14.1      | 5.6       |
| investment in P&E(excepting investment in software) | 57,032            | 70,711            | 49,979    | 62,481    | 60,435    | 1.7                                   | 3.6               | -0.7      | 12.3      | 6.0       |
| increases in inventories                            | 26,753            | -60,220           | 35,020    | 818       | 28,549    | -20.9                                 | *                 | 14.6      | *         | 6.7       |
| ratio of operating profits to sales                 | 4.6               | 4.5               | 4.7       | 5.0       | 5.1       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 4.3               | 4.1               | 5.1       | 4.9       | 4.9       |                                       |                   |           |           |           |
| liquidity ratio                                     | 8.1               | 7.7               | 9.0       | 7.9       | 7.8       |                                       |                   |           |           |           |
| ratio of net worth                                  | 35.3              | 36.0              | 36.8      | 36.8      | 36.8      |                                       |                   |           |           |           |
| total   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 3,225,494         | 3,349,469         | 3,119,255 | 3,290,169 | 3,389,869 | 3.1                                   | 2.4               | 5.4       | 5.7       | 5.1       |
| operating profits                                   | 110,990           | 135,572           | 110,941   | 111,392   | 125,146   | 22.0                                  | 20.8              | 33.4      | 29.4      | 12.8      |
| ordinary profits                                    | 105,726           | 128,696           | 116,654   | 108,773   | 124,362   | 16.9                                  | 24.6              | 34.3      | 37.8      | 17.6      |
| investment in plant and equipment                   | 106,666           | 127,539           | 97,772    | 114,610   | 110,402   | 6.0                                   | 10.1              | 10.7      | 14.4      | 3.5       |
| investment in P&E(excepting investment in software) | 99,957            | 118,214           | 91,178    | 105,608   | 102,907   | 5.1                                   | 10.2              | 9.7       | 13.9      | 3.0       |
| increases in inventories                            | 48,585            | -94,570           | 45,613    | -2,796    | 60,557    | -6.2                                  | *                 | -0.5      | *         | 24.6      |
| ratio of operating profits to sales                 | 3.4               | 4.0               | 3.6       | 3.4       | 3.7       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 3.3               | 3.8               | 3.7       | 3.3       | 3.7       |                                       |                   |           |           |           |
| liquidity ratio                                     | 10.6              | 10.5              | 11.8      | 10.7      | 10.6      |                                       |                   |           |           |           |
| ratio of net worth                                  | 28.8              | 30.2              | 29.9      | 30.1      | 30.1      |                                       |                   |           |           |           |

Notes : 1. \* : Can not be compared because of the negative figure in the previous year.

2.Liquidity ratio =  $\frac{\text{Cash and deposits} + \text{Securities (average of the beginning and the end of the quarter)}}{\text{Sales} \times 4} \times 100$

## 3.Principal items classified by industry

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           |           | percent change from the previous year |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|-----------|---------------------------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. | Oct.-Dec.<br>2003                     | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| <b>Total</b>  |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 3,225,494         | 3,349,469         | 3,119,255 | 3,290,169 | 3,389,869 | 3.1                                   | 2.4               | 5.4       | 5.7       | 5.1       |
| operating profits                                   | 110,990           | 135,572           | 110,941   | 111,392   | 125,146   | 22.0                                  | 20.8              | 33.4      | 29.4      | 12.8      |
| ordinary profits                                    | 105,726           | 128,696           | 116,654   | 108,773   | 124,362   | 16.9                                  | 24.6              | 34.3      | 37.8      | 17.6      |
| investment in plant and equipment                   | 106,666           | 127,539           | 97,772    | 114,610   | 110,402   | 6.0                                   | 10.1              | 10.7      | 14.4      | 3.5       |
| investment in P&E(excepting investment in software) | 99,957            | 118,214           | 91,178    | 105,608   | 102,907   | 5.1                                   | 10.2              | 9.7       | 13.9      | 3.0       |
| increases in inventories                            | 48,585            | -94,570           | 45,613    | -2,796    | 60,557    | -6.2                                  | *                 | -0.5      | *         | 24.6      |
| ratio of operating profits to sales                 | 3.4               | 4.0               | 3.6       | 3.4       | 3.7       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 3.3               | 3.8               | 3.7       | 3.3       | 3.7       |                                       |                   |           |           |           |
| liquidity ratio                                     | 10.6              | 10.5              | 11.8      | 10.7      | 10.6      |                                       |                   |           |           |           |
| ratio of net worth                                  | 28.8              | 30.2              | 29.9      | 30.1      | 30.1      |                                       |                   |           |           |           |
| <b>Manufacturing</b>                                |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 979,052           | 1,014,799         | 944,490   | 1,006,113 | 1,025,474 | 2.9                                   | 4.3               | 4.4       | 7.1       | 4.7       |
| operating profits                                   | 43,059            | 48,896            | 43,441    | 43,763    | 52,039    | 3.3                                   | 22.8              | 40.0      | 25.1      | 20.9      |
| ordinary profits                                    | 42,784            | 47,486            | 49,496    | 44,321    | 53,591    | 2.4                                   | 25.1              | 37.8      | 35.6      | 25.3      |
| investment in plant and equipment                   | 33,331            | 40,968            | 29,656    | 38,877    | 36,120    | 13.8                                  | 18.3              | 5.6       | 14.8      | 8.4       |
| investment in P&E(excepting investment in software) | 31,706            | 37,820            | 28,118    | 36,446    | 34,425    | 15.0                                  | 19.7              | 6.6       | 15.6      | 8.6       |
| increases in inventories                            | 7,855             | -22,123           | 20,617    | 1,812     | 12,482    | -13.2                                 | *                 | 28.5      | *         | 58.9      |
| ratio of operating profits to sales                 | 4.4               | 4.8               | 4.6       | 4.3       | 5.1       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 4.4               | 4.7               | 5.2       | 4.4       | 5.2       |                                       |                   |           |           |           |
| liquidity ratio                                     | 11.9              | 11.6              | 12.3      | 11.5      | 11.1      |                                       |                   |           |           |           |
| ratio of net worth                                  | 41.1              | 42.0              | 41.9      | 41.9      | 41.7      |                                       |                   |           |           |           |
| <b>Non-manufacturing</b>                            |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 2,246,442         | 2,334,670         | 2,174,766 | 2,284,056 | 2,364,395 | 3.2                                   | 1.5               | 5.8       | 5.0       | 5.3       |
| operating profits                                   | 67,931            | 86,676            | 67,500    | 67,629    | 73,106    | 37.7                                  | 19.7              | 29.5      | 32.3      | 7.6       |
| ordinary profits                                    | 62,941            | 81,210            | 67,157    | 64,452    | 70,770    | 29.4                                  | 24.3              | 31.8      | 39.3      | 12.4      |
| investment in plant and equipment                   | 73,335            | 86,572            | 68,116    | 75,733    | 74,281    | 2.8                                   | 6.6               | 13.0      | 14.2      | 1.3       |
| investment in P&E(excepting investment in software) | 68,252            | 80,394            | 63,060    | 69,162    | 68,482    | 1.1                                   | 6.3               | 11.1      | 13.1      | 0.3       |
| increases in inventories                            | 40,729            | -72,447           | 24,996    | -4,608    | 48,075    | -4.7                                  | *                 | -16.1     | *         | 18.0      |
| ratio of operating profits to sales                 | 3.0               | 3.7               | 3.1       | 3.0       | 3.1       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.8               | 3.5               | 3.1       | 2.8       | 3.0       |                                       |                   |           |           |           |
| liquidity ratio                                     | 10.0              | 10.0              | 11.5      | 10.4      | 10.5      |                                       |                   |           |           |           |
| ratio of net worth                                  | 22.9              | 24.6              | 24.5      | 24.7      | 24.9      |                                       |                   |           |           |           |
| <b>Transportation</b>                               |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 206,601           | 198,931           | 131,722   | 143,771   | 148,810   | 9.9                                   | 10.7              | -25.7     | -28.0     | -28.0     |
| operating profits                                   | 15,655            | 6,944             | 8,121     | 10,311    | 8,892     | 16.9                                  | 74.3              | -25.4     | -2.9      | -43.2     |
| ordinary profits                                    | 14,349            | 5,569             | 7,120     | 9,159     | 7,182     | 4.7                                   | 155.4             | -27.9     | 4.5       | -50.0     |
| investment in plant and equipment                   | 16,070            | 20,125            | 4,640     | 7,128     | 8,350     | 49.8                                  | 11.9              | -56.2     | -48.8     | -48.0     |
| investment in P&E(excepting investment in software) | 14,048            | 18,593            | 4,384     | 6,838     | 7,986     | 39.0                                  | 9.6               | -56.8     | -48.1     | -43.2     |
| increases in inventories                            | 865               | -1,643            | 242       | -327      | 82        | *                                     | *                 | -85.9     | *         | -90.5     |
| ratio of operating profits to sales                 | 7.6               | 3.5               | 6.2       | 7.2       | 6.0       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 6.9               | 2.8               | 5.4       | 6.4       | 4.8       |                                       |                   |           |           |           |
| liquidity ratio                                     | 8.8               | 9.3               | 10.2      | 9.3       | 9.1       |                                       |                   |           |           |           |
| ratio of net worth                                  | 28.2              | 28.6              | 24.7      | 24.9      | 24.5      |                                       |                   |           |           |           |

## 3.Principal items classified by industry

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           | percent change from the previous year |                   |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|---------------------------------------|-------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec.                             | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| Wholesaling and Retailing                           |                   |                   |           |           |                                       |                   |                   |           |           |           |
| sales   | 1,235,684         | 1,216,567         | 1,184,578 | 1,229,039 | 1,295,177                             | 1.3               | 1.0               | 3.7       | 4.7       | 4.8       |
| operating profits                                   | 18,329            | 23,467            | 17,926    | 17,143    | 23,235                                | 25.1              | 24.9              | 14.4      | 27.4      | 26.8      |
| ordinary profits                                    | 18,871            | 25,103            | 22,079    | 20,421    | 26,172                                | 10.7              | 18.5              | 18.6      | 29.7      | 38.7      |
| investment in plant and equipment                   | 11,097            | 12,536            | 9,916     | 11,771    | 12,178                                | 1.7               | 20.5              | 3.7       | 11.5      | 9.7       |
| investment in P&E(excepting investment in software) | 10,427            | 11,681            | 9,132     | 11,017    | 11,401                                | 4.1               | 22.2              | 1.1       | 16.1      | 9.3       |
| increases in inventories                            | 8,969             | -13,907           | 10,022    | 611       | 10,681                                | 1.9               | *                 | 129.1     | *         | 19.1      |
| ratio of operating profits to sales                 | 1.5               | 1.9               | 1.5       | 1.4       | 1.8                                   |                   |                   |           |           |           |
| ratio of current profits to sales                   | 1.5               | 2.1               | 1.9       | 1.7       | 2.0                                   |                   |                   |           |           |           |
| liquidity ratio                                     | 6.8               | 7.2               | 8.0       | 7.1       | 7.1                                   |                   |                   |           |           |           |
| ratio of net worth                                  | 23.4              | 25.3              | 25.4      | 25.3      | 25.0                                  |                   |                   |           |           |           |
| Services  |                   |                   |           |           |                                       |                   |                   |           |           |           |
| sales   | 414,623           | 430,154           | 331,065   | 335,579   | 348,116                               | 19.1              | 12.0              | -10.3     | -16.5     | -16.0     |
| operating profits                                   | 17,025            | 23,328            | 13,548    | 11,773    | 11,369                                | 68.0              | 59.6              | 14.5      | 4.8       | -33.2     |
| ordinary profits                                    | 16,705            | 22,521            | 13,964    | 11,660    | 11,299                                | 53.0              | 70.3              | 21.6      | 3.6       | -32.4     |
| investment in plant and equipment                   | 32,971            | 37,058            | 33,442    | 32,496    | 31,701                                | -1.2              | 5.4               | 22.3      | 4.8       | -3.8      |
| investment in P&E(excepting investment in software) | 30,808            | 33,776            | 31,727    | 30,009    | 29,069                                | -1.5              | 5.6               | 27.2      | 7.5       | -5.6      |
| increases in inventories                            | 6,234             | -10,717           | -220      | 172       | 2,655                                 | 14.1              | *                 | -105.6    | *         | -57.4     |
| ratio of operating profits to sales                 | 4.1               | 5.4               | 4.1       | 3.5       | 3.3                                   |                   |                   |           |           |           |
| ratio of current profits to sales                   | 4.0               | 5.2               | 4.2       | 3.5       | 3.2                                   |                   |                   |           |           |           |
| liquidity ratio                                     | 12.3              | 12.3              | 14.7      | 14.0      | 14.0                                  |                   |                   |           |           |           |
| ratio of net worth                                  | 23.6              | 25.8              | 23.7      | 23.4      | 25.4                                  |                   |                   |           |           |           |
| Construction  |                   |                   |           |           |                                       |                   |                   |           |           |           |
| sales   | 265,090           | 348,994           | 230,478   | 250,123   | 243,518                               | -6.6              | -6.6              | -4.7      | -6.6      | -8.1      |
| operating profits                                   | 1,936             | 19,299            | 467       | 1,227     | 1,079                                 | *                 | -4.3              | 351.0     | *         | -44.3     |
| ordinary profits                                    | 2,212             | 18,961            | 537       | 463       | 1,756                                 | *                 | -2.3              | 50.8      | *         | -20.6     |
| investment in plant and equipment                   | 2,332             | 2,748             | 2,120     | 3,062     | 2,380                                 | -4.4              | -28.5             | 16.1      | 49.7      | 2.1       |
| investment in P&E(excepting investment in software) | 2,181             | 2,556             | 1,968     | 2,901     | 2,257                                 | -6.0              | -25.0             | 11.6      | 51.1      | 3.5       |
| increases in inventories                            | 28,145            | -36,838           | 12,214    | 701       | 28,577                                | -13.3             | *                 | 27.0      | -89.4     | 1.5       |
| ratio of operating profits to sales                 | 0.7               | 5.5               | 0.2       | 0.5       | 0.4                                   |                   |                   |           |           |           |
| ratio of current profits to sales                   | 0.8               | 5.4               | 0.2       | 0.2       | 0.7                                   |                   |                   |           |           |           |
| liquidity ratio                                     | 16.7              | 12.7              | 18.8      | 16.4      | 16.7                                  |                   |                   |           |           |           |
| ratio of net worth                                  | 25.7              | 26.8              | 27.3      | 27.9      | 27.4                                  |                   |                   |           |           |           |
| (Food)  |                   |                   |           |           |                                       |                   |                   |           |           |           |
| sales   | 112,762           | 94,223            | 110,716   | 117,170   | 123,217                               | -5.2              | -4.8              | 5.2       | 12.7      | 9.3       |
| operating profits                                   | 5,852             | 1,842             | 3,843     | 4,086     | 5,135                                 | 3.8               | 23.7              | 12.4      | 30.1      | -12.3     |
| ordinary profits                                    | 5,740             | 1,885             | 4,253     | 4,117     | 5,243                                 | 1.5               | 25.0              | 19.7      | 41.5      | -8.6      |
| investment in plant and equipment                   | 2,389             | 2,967             | 2,501     | 3,504     | 3,323                                 | -23.8             | -6.6              | 2.9       | 30.8      | 39.1      |
| investment in P&E(excepting investment in software) | 2,284             | 2,789             | 2,404     | 3,325     | 3,187                                 | -25.1             | -8.6              | 5.0       | 29.3      | 39.5      |
| increases in inventories                            | 324               | 205               | 201       | -531      | 182                                   | *                 | -63.5             | *         | *         | -43.8     |
| ratio of operating profits to sales                 | 5.2               | 2.0               | 3.5       | 3.5       | 4.2                                   |                   |                   |           |           |           |
| ratio of current profits to sales                   | 5.1               | 2.0               | 3.8       | 3.5       | 4.3                                   |                   |                   |           |           |           |
| liquidity ratio                                     | 7.6               | 9.2               | 10.6      | 10.0      | 9.7                                   |                   |                   |           |           |           |
| ratio of net worth                                  | 39.5              | 41.2              | 42.4      | 41.9      | 40.9                                  |                   |                   |           |           |           |



## 3.Principal items classified by industry

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           |           | percent change from the previous year |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|-----------|---------------------------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. | Oct.-Dec.<br>2003                     | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| (Textile)   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 12,512            | 11,277            | 11,144    | 12,405    | 12,230    | -18.9                                 | -22.5             | -4.7      | 11.9      | -2.3      |
| operating profits                                   | 460               | 209               | 535       | 280       | 289       | -32.9                                 | -59.2             | 637.6     | 18.9      | -37.3     |
| ordinary profits                                    | 366               | 283               | 541       | 253       | 298       | -40.7                                 | -31.7             | *         | 109.7     | -18.5     |
| investment in plant and equipment                   | 228               | 329               | 358       | 283       | 269       | -56.4                                 | -22.4             | 124.4     | 16.1      | 17.8      |
| investment in P&E(excepting investment in software) | 225               | 323               | 356       | 280       | 266       | -55.1                                 | -18.8             | 125.8     | 17.4      | 18.0      |
| increases in inventories                            | 141               | -340              | 200       | -153      | -212      | *                                     | *                 | *         | *         | -250.7    |
| ratio of operating profits to sales                 | 3.7               | 1.9               | 4.8       | 2.3       | 2.4       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.9               | 2.5               | 4.9       | 2.0       | 2.4       |                                       |                   |           |           |           |
| liquidity ratio                                     | 15.9              | 17.3              | 17.4      | 18.0      | 17.7      |                                       |                   |           |           |           |
| ratio of net worth                                  | 32.5              | 35.1              | 33.5      | 32.3      | 33.6      |                                       |                   |           |           |           |
| (Pulp and paper)                                    |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 21,929            | 19,806            | 20,221    | 20,306    | 21,034    | 0.5                                   | 3.3               | -3.4      | -0.1      | -4.1      |
| operating profits                                   | 983               | 847               | 949       | 728       | 983       | -0.6                                  | 90.7              | 10.4      | -16.8     | 0.0       |
| ordinary profits                                    | 931               | 779               | 945       | 680       | 928       | -3.7                                  | 118.9             | 9.9       | -15.8     | -0.4      |
| investment in plant and equipment                   | 599               | 869               | 604       | 1,076     | 649       | -25.0                                 | -5.4              | -7.8      | 68.9      | 8.3       |
| investment in P&E(excepting investment in software) | 587               | 842               | 590       | 1,059     | 638       | -25.0                                 | -6.1              | -8.9      | 68.9      | 8.7       |
| increases in inventories                            | -239              | 86                | 268       | -52       | -44       | -221.7                                | 80.6              | -45.4     | *         | *         |
| ratio of operating profits to sales                 | 4.5               | 4.3               | 4.7       | 3.6       | 4.7       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 4.2               | 3.9               | 4.7       | 3.3       | 4.4       |                                       |                   |           |           |           |
| liquidity ratio                                     | 8.1               | 8.8               | 8.0       | 8.0       | 7.5       |                                       |                   |           |           |           |
| ratio of net worth                                  | 31.7              | 31.8              | 30.1      | 30.3      | 30.1      |                                       |                   |           |           |           |
| (Printing)  |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 49,837            | 52,634            | 32,480    | 33,835    | 35,674    | -4.7                                  | 0.8               | -32.7     | -29.4     | -28.4     |
| operating profits                                   | 1,225             | 2,904             | 1,352     | 615       | 1,441     | -28.6                                 | 6.2               | -14.9     | 75.2      | 17.6      |
| ordinary profits                                    | 1,268             | 2,837             | 1,368     | 686       | 1,423     | -18.4                                 | 5.6               | -19.4     | 94.5      | 12.2      |
| investment in plant and equipment                   | 2,911             | 1,411             | 584       | 857       | 820       | 169.8                                 | 42.6              | -56.1     | -58.1     | -71.8     |
| investment in P&E(excepting investment in software) | 2,816             | 1,260             | 527       | 798       | 777       | 178.8                                 | 44.9              | -58.1     | -58.5     | -72.4     |
| increases in inventories                            | 247               | -267              | 54        | 65        | 117       | *                                     | *                 | *         | *         | -52.9     |
| ratio of operating profits to sales                 | 2.5               | 5.5               | 4.2       | 1.8       | 4.0       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.5               | 5.4               | 4.2       | 2.0       | 4.0       |                                       |                   |           |           |           |
| liquidity ratio                                     | 18.0              | 19.9              | 13.4      | 13.7      | 12.7      |                                       |                   |           |           |           |
| ratio of net worth                                  | 40.9              | 43.4              | 30.5      | 31.1      | 29.9      |                                       |                   |           |           |           |
| (Chemicals)   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 86,291            | 82,843            | 89,179    | 91,658    | 97,002    | -3.7                                  | -5.9              | 5.6       | 9.8       | 12.4      |
| operating profits                                   | 7,889             | 5,720             | 8,779     | 7,610     | 9,929     | -13.2                                 | 16.9              | 20.4      | 24.0      | 25.8      |
| ordinary profits                                    | 8,027             | 5,703             | 9,832     | 8,032     | 9,986     | -12.8                                 | 17.6              | 25.3      | 36.2      | 24.4      |
| investment in plant and equipment                   | 3,427             | 4,055             | 3,311     | 4,177     | 3,627     | -6.3                                  | -19.9             | 2.3       | -3.8      | 5.9       |
| investment in P&E(excepting investment in software) | 3,257             | 3,772             | 3,094     | 3,948     | 3,354     | -5.2                                  | -21.4             | 1.9       | -1.9      | 3.0       |
| increases in inventories                            | -465              | 180               | 468       | -213      | 520       | -534.3                                | *                 | 463.9     | *         | *         |
| ratio of operating profits to sales                 | 9.1               | 6.9               | 9.8       | 8.3       | 10.2      |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 9.3               | 6.9               | 11.0      | 8.8       | 10.3      |                                       |                   |           |           |           |
| liquidity ratio                                     | 17.3              | 18.4              | 16.7      | 16.5      | 15.7      |                                       |                   |           |           |           |
| ratio of net worth                                  | 53.0              | 54.8              | 53.9      | 54.2      | 54.5      |                                       |                   |           |           |           |

## 3.Principal items classified by industry

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           |           | percent change from the previous year |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|-----------|---------------------------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. | Oct.-Dec.<br>2003                     | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| (Ceramic, stone and clay products)                  |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 26,214            | 26,968            | 23,994    | 25,821    | 27,833    | 6.9                                   | 10.2              | 2.7       | 10.5      | 6.2       |
| operating profits                                   | 1,457             | 1,245             | 372       | 833       | 1,873     | 21.1                                  | 31.7              | 11.4      | 18.1      | 28.5      |
| ordinary profits                                    | 1,484             | 1,152             | 516       | 906       | 1,870     | 22.9                                  | 37.3              | 26.8      | 29.3      | 26.0      |
| investment in plant and equipment                   | 1,087             | 1,197             | 1,088     | 1,328     | 2,033     | 50.1                                  | 9.6               | 19.5      | 19.5      | 86.9      |
| investment in P&E(excepting investment in software) | 1,073             | 1,162             | 1,055     | 1,306     | 2,013     | 57.9                                  | 7.3               | 21.3      | 20.1      | 87.6      |
| increases in inventories                            | 260               | -882              | 261       | 74        | -72       | *                                     | *                 | -58.3     | *         | -127.6    |
| ratio of operating profits to sales                 | 5.6               | 4.6               | 1.6       | 3.2       | 6.7       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 5.7               | 4.3               | 2.2       | 3.5       | 6.7       |                                       |                   |           |           |           |
| liquidity ratio                                     | 14.6              | 14.2              | 14.6      | 13.9      | 12.1      |                                       |                   |           |           |           |
| ratio of net worth                                  | 38.8              | 40.3              | 43.0      | 42.7      | 42.3      |                                       |                   |           |           |           |
| (Non-ferrous metals and products)                   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 23,345            | 25,916            | 22,824    | 23,949    | 24,706    | 16.5                                  | 29.9              | 4.9       | 9.6       | 5.8       |
| operating profits                                   | 707               | 1,030             | 987       | 973       | 978       | 103.9                                 | 26.0              | 200.3     | 87.0      | 38.3      |
| ordinary profits                                    | 637               | 949               | 1,108     | 863       | 915       | 240.2                                 | 40.5              | 186.8     | 75.8      | 43.7      |
| investment in plant and equipment                   | 834               | 1,131             | 921       | 1,030     | 931       | -18.2                                 | -7.0              | 7.2       | -2.4      | 11.5      |
| investment in P&E(excepting investment in software) | 818               | 1,061             | 897       | 985       | 904       | -18.5                                 | -11.0             | 9.3       | -3.5      | 10.5      |
| increases in inventories                            | 55                | -118              | 717       | 292       | 683       | -72.0                                 | *                 | *         | *         | 1,136.2   |
| ratio of operating profits to sales                 | 3.0               | 4.0               | 4.3       | 4.1       | 4.0       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.7               | 3.7               | 4.9       | 3.6       | 3.7       |                                       |                   |           |           |           |
| liquidity ratio                                     | 6.2               | 5.6               | 4.9       | 4.6       | 4.9       |                                       |                   |           |           |           |
| ratio of net worth                                  | 29.7              | 28.5              | 28.2      | 28.3      | 28.4      |                                       |                   |           |           |           |
| (Metal products)                                    |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 47,683            | 45,385            | 39,361    | 42,633    | 45,188    | 9.5                                   | -1.3              | 9.9       | -4.4      | -5.2      |
| operating profits                                   | 1,434             | 1,861             | 1,504     | 2,101     | 2,295     | -16.1                                 | -26.1             | 167.4     | 363.9     | 60.1      |
| ordinary profits                                    | 1,324             | 1,690             | 1,644     | 1,954     | 2,401     | -14.5                                 | -23.8             | 78.8      | 507.7     | 81.3      |
| investment in plant and equipment                   | 893               | 1,591             | 892       | 1,371     | 1,253     | -30.1                                 | 42.4              | 19.5      | 9.2       | 40.4      |
| investment in P&E(excepting investment in software) | 873               | 1,521             | 858       | 1,337     | 1,233     | -27.9                                 | 42.4              | 18.2      | 9.3       | 41.3      |
| increases in inventories                            | 397               | -980              | 1,659     | -129      | 823       | -48.7                                 | *                 | 204.3     | -305.0    | 107.3     |
| ratio of operating profits to sales                 | 3.0               | 4.1               | 3.8       | 4.9       | 5.1       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 2.8               | 3.7               | 4.2       | 4.6       | 5.3       |                                       |                   |           |           |           |
| liquidity ratio                                     | 15.4              | 15.8              | 17.3      | 15.8      | 15.1      |                                       |                   |           |           |           |
| ratio of net worth                                  | 33.2              | 38.1              | 37.4      | 37.8      | 37.8      |                                       |                   |           |           |           |
| (General machinery)                                 |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 71,727            | 89,015            | 72,597    | 79,743    | 75,805    | 27.7                                  | 25.8              | 19.7      | 17.2      | 5.7       |
| operating profits                                   | 2,830             | 5,160             | 3,283     | 4,209     | 3,110     | 96.5                                  | 48.7              | 79.9      | 40.0      | 9.9       |
| ordinary profits                                    | 2,752             | 4,918             | 3,985     | 4,279     | 3,305     | 109.0                                 | 51.0              | 77.1      | 66.4      | 20.1      |
| investment in plant and equipment                   | 2,237             | 3,336             | 1,697     | 2,124     | 2,537     | 24.4                                  | 85.0              | 14.8      | 5.3       | 13.4      |
| investment in P&E(excepting investment in software) | 2,118             | 3,060             | 1,524     | 1,911     | 2,350     | 29.0                                  | 101.5             | 11.3      | 9.5       | 11.0      |
| increases in inventories                            | 2,124             | -6,266            | 3,411     | 254       | 4,487     | -25.2                                 | *                 | 24.6      | -74.4     | 111.3     |
| ratio of operating profits to sales                 | 3.9               | 5.8               | 4.5       | 5.3       | 4.1       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 3.8               | 5.5               | 5.5       | 5.4       | 4.4       |                                       |                   |           |           |           |
| liquidity ratio                                     | 14.2              | 12.5              | 15.7      | 14.5      | 14.9      |                                       |                   |           |           |           |
| ratio of net worth                                  | 39.2              | 41.0              | 40.9      | 41.9      | 40.2      |                                       |                   |           |           |           |

## 3.Principal items classified by industry

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           |           | percent change from the previous year |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|-----------|---------------------------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. | Oct.-Dec.<br>2003                     | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| (Electrical machinery)                              |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 169,807           | 193,590           | 80,228    | 92,409    | 90,707    | -1.9                                  | 1.3               | -51.0     | -46.1     | -46.6     |
| operating profits                                   | 5,490             | 8,402             | 1,960     | 2,978     | 2,267     | 84.4                                  | 75.2              | 46.3      | -30.9     | -58.7     |
| ordinary profits                                    | 5,711             | 7,674             | 3,182     | 3,131     | 2,887     | 44.4                                  | 72.0              | -3.8      | -25.9     | -49.5     |
| investment in plant and equipment                   | 7,017             | 9,384             | 3,391     | 3,816     | 3,180     | 25.6                                  | 32.1              | -41.6     | -46.4     | -54.7     |
| investment in P&E(excepting investment in software) | 6,343             | 8,067             | 3,074     | 3,262     | 2,864     | 31.3                                  | 44.8              | -39.8     | -47.6     | -54.8     |
| increases in inventories                            | 2,743             | -6,760            | 3,386     | -939      | 942       | 3.4                                   | *                 | -11.5     | *         | -65.6     |
| ratio of operating profits to sales                 | 3.2               | 4.3               | 2.4       | 3.2       | 2.5       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 3.4               | 4.0               | 4.0       | 3.4       | 3.2       |                                       |                   |           |           |           |
| liquidity ratio                                     | 12.1              | 10.9              | 13.5      | 11.1      | 11.1      |                                       |                   |           |           |           |
| ratio of net worth                                  | 42.5              | 42.8              | 43.5      | 43.5      | 43.3      |                                       |                   |           |           |           |
| (Motor vehicles)                                    |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 147,839           | 155,437           | 125,049   | 131,211   | 132,586   | 14.1                                  | 15.7              | -9.5      | -7.9      | -10.3     |
| operating profits                                   | 6,004             | 8,791             | 6,349     | 4,592     | 5,526     | -16.0                                 | 24.4              | 6.4       | -28.2     | -8.0      |
| ordinary profits                                    | 6,356             | 9,146             | 7,447     | 4,589     | 6,800     | -16.0                                 | 24.7              | 3.2       | -31.0     | 7.0       |
| investment in plant and equipment                   | 5,967             | 7,489             | 4,233     | 6,169     | 5,041     | 38.8                                  | 17.8              | -17.0     | 1.5       | -15.5     |
| investment in P&E(excepting investment in software) | 5,756             | 7,035             | 4,132     | 5,968     | 4,877     | 37.4                                  | 16.2              | -14.6     | 2.4       | -15.3     |
| increases in inventories                            | 1,193             | -2,310            | 2,169     | 723       | 246       | -17.0                                 | *                 | 49.2      | *         | -79.4     |
| ratio of operating profits to sales                 | 4.1               | 5.7               | 5.1       | 3.5       | 4.2       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 4.3               | 5.9               | 6.0       | 3.5       | 5.1       |                                       |                   |           |           |           |
| liquidity ratio                                     | 7.1               | 6.6               | 7.9       | 7.3       | 6.9       |                                       |                   |           |           |           |
| ratio of net worth                                  | 47.4              | 47.0              | 50.0      | 49.5      | 50.1      |                                       |                   |           |           |           |
| (Other transportation equipment)                    |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 8,468             | 10,444            | 11,384    | 13,241    | 12,646    | -47.7                                 | -46.3             | 57.7      | 45.9      | 49.3      |
| operating profits                                   | 115               | 87                | 129       | -68       | 335       | -83.1                                 | -90.2             | 56.2      | -123.3    | 191.0     |
| ordinary profits                                    | 45                | -22               | 197       | -127      | 330       | -92.8                                 | -103.3            | 404.6     | -151.9    | 635.2     |
| investment in plant and equipment                   | 120               | 291               | 381       | 355       | 357       | -70.4                                 | -58.1             | 56.0      | 36.6      | 197.1     |
| investment in P&E(excepting investment in software) | 119               | 236               | 373       | 334       | 345       | -70.5                                 | -64.1             | 54.2      | 45.8      | 190.7     |
| increases in inventories                            | 301               | -875              | 1,402     | -1,152    | 1,708     | -86.6                                 | *                 | -55.8     | *         | 468.3     |
| ratio of operating profits to sales                 | 1.4               | 0.8               | 1.1       | -0.5      | 2.6       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 0.5               | -0.2              | 1.7       | -1.0      | 2.6       |                                       |                   |           |           |           |
| liquidity ratio                                     | 14.9              | 11.8              | 16.1      | 13.6      | 14.3      |                                       |                   |           |           |           |
| ratio of net worth                                  | 20.8              | 21.8              | 27.8      | 27.6      | 27.0      |                                       |                   |           |           |           |
| Electricity   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 35,964            | 40,008            | 37,021    | 44,263    | 37,815    | -2.0                                  | -1.0              | 3.8       | 10.2      | 5.1       |
| operating profits                                   | 4,598             | 3,657             | 5,113     | 9,127     | 4,316     | 54.2                                  | 32.1              | 49.8      | 39.8      | -6.1      |
| ordinary profits                                    | 2,987             | 1,020             | 3,788     | 7,351     | 2,928     | 134.2                                 | *                 | 91.1      | 55.1      | -2.0      |
| investment in plant and equipment                   | 5,621             | 6,373             | 3,720     | 3,402     | 4,778     | -11.2                                 | 1.8               | -15.1     | -23.6     | -15.0     |
| investment in P&E(excepting investment in software) | 5,616             | 6,351             | 3,705     | 3,380     | 4,767     | -11.2                                 | 1.8               | -15.4     | -24.0     | -15.1     |
| increases in inventories                            | -141              | -259              | 395       | 5         | 213       | -582.8                                | -2,231.2          | 39.5      | *         | *         |
| ratio of operating profits to sales                 | 12.8              | 9.1               | 13.8      | 20.6      | 11.4      |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 8.3               | 2.6               | 10.2      | 16.6      | 7.7       |                                       |                   |           |           |           |
| liquidity ratio                                     | 2.5               | 2.2               | 2.1       | 1.8       | 2.7       |                                       |                   |           |           |           |
| ratio of net worth                                  | 20.4              | 20.8              | 20.9      | 21.8      | 22.0      |                                       |                   |           |           |           |

## 3.Principal items classified by industry

(100 million yen,percent)

| Classification                                      | actual values     |                   |           |           |           | percent change from the previous year |                   |           |           |           |
|---|-------------------|-------------------|-----------|-----------|-----------|---------------------------------------|-------------------|-----------|-----------|-----------|
|   | Oct.-Dec.<br>2003 | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. | Oct.-Dec.<br>2003                     | Jan.-Mar.<br>2004 | Apr.-Jun. | Jul.-Sep. | Oct.-Dec. |
| Real estate   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 70,116            | 79,643            | 75,149    | 84,280    | 87,499    | -9.2                                  | -14.7             | 5.3       | 15.7      | 24.8      |
| operating profits                                   | 9,191             | 7,412             | 10,033    | 8,833     | 10,737    | 49.5                                  | -17.3             | 13.3      | -1.4      | 16.8      |
| ordinary profits                                    | 6,702             | 5,616             | 6,768     | 6,407     | 7,551     | 60.2                                  | -17.3             | -3.1      | 6.0       | 12.7      |
| investment in plant and equipment                   | 3,663             | 5,781             | 3,512     | 4,451     | 2,790     | -37.7                                 | -1.9              | -28.5     | 48.2      | -23.8     |
| investment in P&E(excepting investment in software) | 3,619             | 5,526             | 3,433     | 4,366     | 2,699     | -38.2                                 | -5.4              | -29.5     | 46.9      | -25.4     |
| increases in inventories                            | -3,198            | -8,792            | -341      | -4,247    | 3,198     | *                                     | *                 | -103.6    | *         | *         |
| ratio of operating profits to sales                 | 13.1              | 9.3               | 13.4      | 10.5      | 12.3      |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 9.6               | 7.1               | 9.0       | 7.6       | 8.6       |                                       |                   |           |           |           |
| liquidity ratio                                     | 34.0              | 33.3              | 30.6      | 25.7      | 28.0      |                                       |                   |           |           |           |
| ratio of net worth                                  | 12.8              | 15.8              | 11.9      | 12.2      | 12.1      |                                       |                   |           |           |           |
| (Wholesaling)                                       |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 853,502           | 837,526           | 858,700   | 901,399   | 946,313   | 3.7                                   | 1.7               | 8.4       | 10.3      | 10.9      |
| operating profits                                   | 11,660            | 11,359            | 12,387    | 13,623    | 15,007    | 23.1                                  | 25.7              | 41.6      | 74.8      | 28.7      |
| ordinary profits                                    | 11,762            | 12,339            | 15,389    | 15,761    | 16,805    | 9.9                                   | 16.8              | 43.5      | 64.4      | 42.9      |
| investment in plant and equipment                   | 3,881             | 4,784             | 3,818     | 5,028     | 4,932     | 5.4                                   | 28.9              | 16.8      | 28.5      | 27.1      |
| investment in P&E(excepting investment in software) | 3,425             | 4,212             | 3,265     | 4,560     | 4,387     | 7.1                                   | 31.3              | 12.2      | 49.1      | 28.1      |
| increases in inventories                            | 1,143             | -7,609            | 6,148     | 2,429     | 3,629     | -57.3                                 | *                 | 118.4     | *         | 217.5     |
| ratio of operating profits to sales                 | 1.4               | 1.4               | 1.4       | 1.5       | 1.6       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 1.4               | 1.5               | 1.8       | 1.7       | 1.8       |                                       |                   |           |           |           |
| liquidity ratio                                     | 6.4               | 6.6               | 8.2       | 7.0       | 7.1       |                                       |                   |           |           |           |
| ratio of net worth                                  | 23.5              | 24.7              | 24.2      | 24.1      | 23.9      |                                       |                   |           |           |           |
| (Retailing)   |                   |                   |           |           |           |                                       |                   |           |           |           |
| sales   | 382,181           | 379,041           | 325,879   | 327,640   | 348,864   | -3.7                                  | -0.7              | -6.8      | -8.2      | -8.7      |
| operating profits                                   | 6,670             | 12,108            | 5,539     | 3,519     | 8,228     | 28.8                                  | 24.1              | -20.0     | -37.8     | 23.4      |
| ordinary profits                                    | 7,110             | 12,763            | 6,690     | 4,660     | 9,368     | 12.2                                  | 20.2              | -15.3     | -24.4     | 31.8      |
| investment in plant and equipment                   | 7,216             | 7,752             | 6,098     | 6,744     | 7,246     | -0.3                                  | 15.9              | -3.1      | 1.5       | 0.4       |
| investment in P&E(excepting investment in software) | 7,002             | 7,468             | 5,868     | 6,457     | 7,014     | 2.7                                   | 17.7              | -4.2      | 0.4       | 0.2       |
| increases in inventories                            | 7,826             | -6,298            | 3,873     | -1,819    | 7,052     | 27.9                                  | *                 | 148.3     | *         | -9.9      |
| ratio of operating profits to sales                 | 1.7               | 3.2               | 1.7       | 1.1       | 2.4       |                                       |                   |           |           |           |
| ratio of current profits to sales                   | 1.9               | 3.4               | 2.1       | 1.4       | 2.7       |                                       |                   |           |           |           |
| liquidity ratio                                     | 7.8               | 8.5               | 7.6       | 7.3       | 7.2       |                                       |                   |           |           |           |
| ratio of net worth                                  | 23.4              | 26.3              | 28.0      | 27.8      | 27.3      |                                       |                   |           |           |           |

## About Seasonal Adjustment

( )The final seasonally adjusted series are estimated by using the X-12-ARIMA program(2002)(Version 0.2.9)developed by the U.S. Census Bureau.

( )In the RegARIMA models the order of differences and seasonal differences are fixed as 1. Other parameters in the ARIMA part are chosen by minimizing AIC values with the restriction that they are not greater than the 2<sup>nd</sup> order. The effects of VAT are estimated by using variables AO's in RegARIMA modeling.

( )Specs

|                   |                   | RegARIMA model      | The adjustment of VAT |
|-------------------|-------------------|---------------------|-----------------------|
| Sales             | Manufacturing     | ( 2 1 1 ) ( 2 1 1 ) | not adapted           |
|                   | Non-manufacturing | ( 1 1 1 ) ( 0 1 0 ) | adapted               |
| Ordinary profits  | Manufacturing     | ( 2 1 1 ) ( 0 1 1 ) | not adapted           |
|                   | Non-manufacturing | ( 1 1 0 ) ( 0 1 2 ) | adapted               |
| Investment in P&E | Manufacturing     | ( 2 1 2 ) ( 0 1 2 ) | not adapted           |
|                   | Non-manufacturing | ( 2 1 2 ) ( 0 1 1 ) | not adapted           |

