For the Three Months Period ended June 30, 2004 (Fiscal Year ending March 31, 2005)

## Company name: NIPRO CORPORATION

Code No.:8086 TSE/OSE-1st Section
(URL: http://www.nipro.co.jp/)
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1. Matters related to the preparation of quarterly financial summary
(1)Adoption of simplified accounting treatments: N/A
(2)Difference in the method of accounting recognition from the most recent fiscal year: N/A
(3)Changes in the scope of consolidation and application of the equity method: Adoption
(Content: Consolidation (New) 1)
2. Business results and financial position for the three months ended June 30, 2004 of the Fiscal Year ending March 31,2005 .(From April 1, 2004 to June 30, 2004)
(1)Results of Operations (Note: Amounts are rounded off per one million yen)

|  | Net Sales |  | Operating Income |  | Recurring Income |  | Net (Quarter) Income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% | Millions of yen | \% |
| Three months ended June 30, 2004 | 47,271 | 2.3 | 3,397 | (9.0) | 3,164 | (2.5) | 1,734 | 16.4 |
| Three months ended June 30, 2003 | 46,191 | - | 3,731 | - | 3,243 | - | 1,490 | - |
| Fiscal Year ended March 31, 2004 | 188,700 |  | 12,557 |  | 9,539 |  | 4,216 |  |


|  | Basic Earnings <br> per Share | Diluted Earnings <br> per Share |
| :--- | :---: | :---: |
| Three months ended <br> June 30, 2004 | 27.26 | Yen |
| Three months ended <br> June 30, 2003 | 23.41 | - |
| Fiscal Year ended <br> March 31, 2004 | 64.90 | - |

(Note) Percentage for net sales, operating income, etc. represents the ratio of change over from same period of the previous fiscal year.

## [Supplementary information on the consolidated results of operations]

The Japanese economy for this three months period generated the improved mood of recovery, led by exports and capital investments, followed by the new personal consumptions.
Under such conditions, Nipro has focused on sales activities to improve business performance.
As a result, net sales for the three months ended June 30, 2004 increased by $2.3 \%$ from same period of the previous fiscal year to $¥ 47,271$ million, primarily due to increase in sales of pre-filled syringes at the Pharmaceutical division.
On the other hand, operating income decreased by $9.0 \%$ from same period of the previous fiscal year to $¥ 3,397$ million, due to the rise in the ratio of cost of sales to net sales by intensification of price competition and the increase in selling, general, administrative expenses and recurring income decreased by $2.5 \%$ from same period of the previous fiscal year to $¥ 3,164$ million.
Net (Quarter) income increased by $16.4 \%$ from same period of the previous fiscal year to 1,734 million, mainly due to decrease in extraordinary losses.
(2)Financial Position

|  | Total Assets | Shareholders' <br> Equity | Ratio of Shareholders' <br> Equity to Total Assets | Shareholder' Equity <br> per Share |
| :--- | :---: | :---: | :---: | :---: |
| Three months ended | Millions of yen | Millions of yen | $\%$ | yen <br> June 30, 2004 |
| Three months ended | 276,461 | 91,692 | 33.2 | $1,441.53$ |
| June 30, 2003 | 253,469 | 84,896 | 33.5 | $1,334.03$ |
| Fiscal Year ended <br> March 31, 2004 | 279,701 | 94,711 | 33.9 | $1,487.50$ |

Cash Flows

|  | Cash flows from <br> operating activities | Cash flows from <br> investing activities | Cash flows from <br> financing activities | Cash and cash <br> equivalents |
| :--- | :---: | :---: | :---: | :---: |
| Three months ended <br> June 30, 2004 | 488 | Millions of yen | $(2,132)$ | 1,873 |

[Supplementary information on the changes in the financial position]
(1)Changes in the financial position

Total assets decreased by $¥ 3,239$ million from the end of the fiscal year ended March 31, 2004 to $¥ 276,461$ million, mainly due to the decrease in investment securities as a result of fall in market prices of possessed stocks.
Liabilities decreased by $¥ 189$ million from the end of the fiscal year ended March 31,2004 to $¥ 183,106$ million. Shareholders' equity decreased by $¥ 3,019$ million from the end of the fiscal year ended March 31 , 2004 to $¥ 91,692$ million, primarily due to the decrease in net unrealized gains (losses) on securities.

## (2)Cash flows

Net cash provided by operating activities was $¥ 488$ million, primarily reflecting the income before income taxes and depreciation and amortization.Net cash used in investing activities was $¥ 2,132$ million, mainly due to payments for acquisition of fixed assets. Net cash provided by financing activities was $¥ 1,873$ million. This reflected mainly proceeds from long-term borrowings.
(Reference)
Consolidated Business Forecast for the Fiscal Year ending March 31, 2005 (From April 1, 2004 to March 31, 2005)

|  | Sales | Recurring Income | Net Income |
| :--- | :---: | :---: | :---: |
| Interim period ending | Millions of yen | Millions of yen | Millions of yen |
| September 30, 2004 | 98,500 | 4,850 | 2,550 |
| Fiscal Year ending |  |  |  |
| March 31, 2005 | 200,000 | 10,400 | 5,300 |

(Reference) Projected Earnings per Share for the Fiscal Year ending March 31, 2005: 81.95 yen
[Supplementary information on the business forecasts]
The Japanese economy is anticipated to remain in the uncertainly, due to the concern in appreciation of yen and rise of interest rate arising from the expectation of economic recovery. Under such circumstances, we will strive to improve the business performance by focusing on development of new products continually and increasing and strength of productive capacity of each division.
There is no amendment to the forecast announced on May 20, 2004.
※The above forecasts are based on the information available to the management as of the date of this report. The actual results may be different from these forecasts due to various factors occurring hereafter.

Consolidated Balance Sheets

| Account | Three months ended June 30, 2004 |  | Fiscal Year ended March 31, 2004 |  | Increase (decrease) | Three monthsended June 30, 2003 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | Amount | \% |
| (ASSETS) |  |  |  |  |  |  |  |
| Current assets | 124,237 | 44.9 | 124,934 | 44.7 | (696) | 113,855 | 44.9 |
| Cash and bank deposits | 44,476 |  | 45,241 |  | (764) | 33,197 |  |
| Trade notes and accounts receivable | 41,732 |  | 41,524 |  | 207 | 43,307 |  |
| Inventories | 32,335 |  | 32,541 |  | (206) | 32,056 |  |
| Deferred tax assets | 1,479 |  | 1,734 |  | (225) | 1,941 |  |
| Others | 4,419 |  | 4,100 |  | 319 | 3,490 |  |
| Allowance for doubtful accounts | (205) |  | (208) |  | 3 | (137) |  |
| Fixed assets | 152,223 | 55.1 | 154,767 | 55.3 | $(2,543)$ | 139,614 | 55.1 |
| Tangible fixed assets | 95,425 | 34.5 | 94,004 | 33.6 | 1,420 | 92,619 | 36.5 |
| Buildings and structures | 42,256 |  | 40,545 |  | 1,711 | 40,726 |  |
| Machinery, equipment and vehicles | 22,728 |  | 21,018 |  | 1,710 | 20,089 |  |
| Land | 22,461 |  | 22,456 |  | 4 | 22,463 |  |
| Construction in progress | 3,940 |  | 6,143 |  | $(2,203)$ | 6,014 |  |
| Others | 4,038 |  | 3,840 |  | 197 | 3,324 |  |
| Intangible fixed assets | 945 | 0.4 | 1,012 | 0.4 | (67) | 1,205 | 0.5 |
| Consolidation adjustments | 15 |  | 54 |  | (38) | 169 |  |
| Others | 930 |  | 958 |  | (28) | 1,035 |  |
| Investments and other assets | 55,852 | 20.2 | 59,749 | 21.3 | $(3,896)$ | 45,789 | 18.1 |
| Investment securities | 38,910 |  | 42,522 |  | $(3,612)$ | 29,106 |  |
| Long-term loans receivable | 2,443 |  | 2,843 |  | (400) | 2,636 |  |
| Deferred tax assets | 206 |  | 193 |  | 12 | 193 |  |
| Lease deposits | 11,766 |  | 11,774 |  | (7) | 11,867 |  |
| Others | 3,174 |  | 3,085 |  | 89 | 2,658 |  |
| Allowance for doubtful Accounts | (647) |  | (670) |  | 22 | (672) |  |
| Total assets | 276,461 | 100.0 | 279,701 | 100.0 | $(3,239)$ | 253,469 | 100.0 |

(Note) Increase (decrease) represents the comparison between the three months ended June 30, 2004 and the fiscal year ended March 31, 2004.
(Unit: Millions of yen)

(Note) Increase (decrease) represents the comparison between the three months ended June 30, 2004 and the fiscal year ended March 31, 2004.
(Unit: Millions of yen)

| Account | Three months ended June 30, 2004 |  | Three months ended June 30, 2003 |  | $\frac{\substack{\text { Increase } \\ \text { (eferiasese) }}}{\text { Amount }}$ | $\begin{aligned} & \text { Fiscal Year ended } \\ & \text { March 31, } 2004 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio |  | Amount | Ratio |
|  |  | \% |  | \% |  |  | \% |
| Net sales | 47,271 | 100.0 | 46,191 | 100.0 | 1,080 | 188,700 | 100.0 |
| Cost of sales | 33,927 | 71.8 | 33,006 | 71.5 | 921 | 137,153 | 72.7 |
| Gross profit | 13,343 | 28.2 | 13,185 | 28.5 | 158 | 51,547 | 27.3 |
| Selling, general and administrative expenses | 9,946 | 21.0 | 9,453 | 20.5 | 492 | 38,989 | 20.6 |
| Operating income | 3,397 | 7.2 | 3,731 | 8.0 | (334) | 12,557 | 6.7 |
| Non-operating income | 370 | 0.8 | 302 | 0.7 | 68 | 963 | 0.5 |
| Interest income | 29 |  | 40 |  | (10) | 160 |  |
| Divided income | 111 |  | 92 |  | 18 | 184 |  |
| Gain on sales of |  |  |  |  |  | 139 |  |
| investment securities |  |  |  |  |  |  |  |
| Exchange gains | 154 |  | - |  | 154 | - |  |
| Others | 75 |  | 169 |  | (93) | 479 |  |
| Non-operating expenses | $\underline{604}$ | 1.3 | 790 | 1.7 | (186) | 3,982 | 2.1 |
| Interest expenses | 387 |  | 407 |  | (20) | 1,635 |  |
| Equity in losses of an affiliate | 175 |  | 216 |  | (41) | 771 |  |
| Exchange losses | - |  | 153 |  | (153) | 1,429 |  |
| Others | 40 |  | 12 |  | 28 | 145 |  |
| Recurring income | 3,164 | 6.7 | 3,243 | 7.0 | (79) | 9,539 | 5.1 |
| Extraordinary gains | 61 | 0.1 | 168 | 0.4 | (106) | 573 | 0.3 |
| Reversion of allowance for doubtful accounts | 21 |  | 105 |  | (84) | 108 |  |
| Subsidies received | - |  | - |  | - | 445 |  |
| Others | 40 |  | 62 |  | (21) | 18 |  |
| Extraordinary losses | 119 | 0.2 | 728 | 1.6 | (608) | $\underline{2068}$ | 1.1 |
| Loss on sales and disposals of fixed assets | 18 |  | 189 |  | (170) | 427 |  |
| Loss on devaluation of | - |  | 98 |  | (98) | 102 |  |
| investment securities Advanced depreciation deduction | - |  | - |  | - | 445 |  |
| Abnormal manufacturing cost | 67 |  | 91 |  | (23) | 271 |  |
| Bad debt loss |  |  | 290 |  | (290) | 290 |  |
| Settlement by reconciliation | - |  | - |  | (20) | 272 |  |
| regarding sales rights Others | 33 |  | 58 |  | (24) | 256 |  |
| Net income before adjustment | 3,106 | 6.6 | 2,683 | 5.8 | 422 | 8,043 | 4.3 |
| of taxes |  |  |  |  |  |  |  |
| Corporate, inhabitants and enterprise taxes | 1,153 | 2.4 | 988 | 2.1 | 164 | 3,765 | 2.0 |
| Adjustment for deferred taxes | 274 | 0.6 | 188 | 0.4 | 86 | 85 | 0.1 |
| Minority interests in net income of consolidated subsidiaries |  |  | 17 | 0.1 | (17) |  |  |
| Minority interests in net loss of consolidated subsidiaries | 55 | 0.1 |  |  | 55 | 23 | 0.0 |
| Net (Quarter) income | 1,734 | 3.7 | 1,490 | 3.2 | 244 | 4,216 | 2.2 |

(Note) Increase (decrease) represents the comparison between the three months ended June 30, 2004 and the three months ended June 30, 2003.

| Account | Three months ended June 30,2004 | Three months ended June 30,2003 | Fiscal Year ended March 31, 2004 |
| :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount |
| Cash flows from operating activities |  |  |  |
| Net income before adjustment for taxes | 3,106 | 2,683 | 8,043 |
| Depreciation and amortization | 2,385 | 2,233 | 9,819 |
| Amortization of consolidation adjustments | 38 | 43 | 159 |
| Equity in loss of an affiliate | 175 | 216 | 771 |
| Bad debt loss |  | 290 | 290 |
| Increase (decrease) in allowance for doubtful accounts | (21) | (82) | (13) |
| Interest and dividend income | (140) | (133) | (344) |
| Interest expenses | 387 | 407 | 1,635 |
| Exchange losses (gains) | (144) | (110) | 502 |
| Decrease (increase) in trade receivables | 269 | (482) | 1,093 |
| Decrease (increase) in inventories | 96 | (752) | $(1,515)$ |
| Increase (decrease) in trade payables | (926) | 1,642 | 2,172 |
| Decrease (increase) in other assets | (700) | 616 | (981) |
| Increase (decrease) in other liabilities | $(2,051)$ | $(1,131)$ | (133) |
| Bonuses to directors and corporate auditors | (86) | (111) | (111) |
| Other non-operating income/expense and extraordinary incomelosses | 13 | 164 | 512 |
| Subtotal | 2,402 | 5,495 | 21,902 |
| Interest and dividends received | 90 | 89 | 261 |
| Interest paid | (573) | (624) | (1637) |
| Other revenues | 148 | 312 | 911 |
| Other expenditures | (136) | (235) | $(1,195)$ |
| Income taxes paid | $(1,443)$ | $(2,530)$ | $(4,809)$ |
| Cash flows from operating activities | 488 | 2,506 | 15,432 |
| Cash flows from investing activities |  |  |  |
| Deposits in time deposits | (742) | (965) | $(3,064)$ |
| Proceeds from time deposits | 1,717 | 406 | 3,117 |
| Payments for purchases of securities | (119) | (13) | (516) |
| Proceeds from sales of securities | - | - | 448 |
| Payments for acquisition of fixed assets | $(3,133)$ | $(2,536)$ | $(13,244)$ |
| Proceeds from sales of fixed assets | 129 | 1 | 578 |
| Lending of loans | (0) | (1) | (134) |
| Collections of loans receivable | 15 | 12 | 53 |
| Payments for investments in capital | - | (23) | (23) |
| Reimbursements of investments in capital | - | - | 0 |
| Cash flows from investing activities | $(2,132)$ | $(3,120)$ | $(12,786)$ |
| Cash flows from financing activities |  |  |  |
| Net increase (decrease) in short-term borrowings | 670 | $(2,532)$ | $(1,763)$ |
| Net increase (decrease) in commercial paper | 500 | - | (500) |
| Proceeds from long-term borrowings | 4,400 | 3,164 | 6,126 |
| Repayment of long-term borrowings | $(2,553)$ | $(1,556)$ | $(7,734)$ |
| Proceeds from issuance of bonds | - |  | 13,921 |
| Payments for redemption of bonds | - | $(2,000)$ | $(2,000)$ |
| Payments for purchases of treasury stock | (9) | (12) | (54) |
| Repayments of lease obligations | (100) | (2) | (336) |
| Payments for dividends | $(1,053)$ | (637) | $(1,399)$ |
| Reimbursement of funds for redemption of convertible bonds |  | 4,141 | 4,141 |
| Cash flows from financing activities | 1,873 | 564 | 10,400 |
| Effect of exchange rate changes on cash and cash equivalents | (35) | 123 | (211) |
| Increase (decrease) in cash and cash equivalents | 193 | 74 | 12,835 |
| Balance of cash and cash equivalents at the beginning of the period | 42,228 | 29,393 | 29,393 |
| Balance of cash and cash equivalents at the beginning of the period in new consolidated subsidiary | 19 | - | - |
| Balance of cash and cash equivalents at the end of the period | 42,441 | 29,467 | 42,228 |

(Segment information)

1. Segment information by business category
(1)Three months ended June 30, 2004 (From April 1, 2004 to June 30, 2004)
(Millions of yen)

|  | Medical | Pharma- <br> ceutical |  <br> Materials | Super- <br> market | Other | Total | Eliminations <br> /Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales and operating <br> income <br> Net sales |  |  |  |  |  |  |  |  |
| (1) Sales to third parties <br> (2) Inter-segment sales <br> and transfers | 19,961 | 6,373 | 2,802 | 17,822 | 311 | 47,271 | - | 47,271 |
| Total | 296 | - | 581 | - | 141 | 1,020 | $(1,020)$ | - |
| Operating expenses | 20,258 | 6,373 | 3,384 | 17,822 | 452 | 48,291 | $(1,020)$ | 47,271 |
| Operating income | 3,175 | 7082 | 5,669 | 2,912 | 17,704 | 339 | 43,708 | 166 |

(2)Three months ended June 30, 2003 (From April 1, 2003 to June 30, 2003)

|  | Medical | Pharma- <br> ceutical |  <br> Materials | Super- <br> market | Other | Total | Eliminations <br> /Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales and operating <br> income <br> Net sales |  |  |  |  |  |  |  |  |
| (1) Sales to third parties <br> $(2)$ Inter-segment sales <br> and transfers | 19,688 | 5,716 | 2,727 | 17,953 | 105 | 46,191 | - | 46,191 |
| Total | 116 | - | 665 | - | 155 | 937 | $(937)$ | - |
| Operating expenses | 19,805 | 5,716 | 3,393 | 17,953 | 260 | 47,129 | $(937)$ | 46,191 |
| Operating income | 3,292 | 5,092 | 2,985 | 17,683 | 208 | 42,263 | 196 | 42,459 |

(3)Fiscal Year ended March 31, 2004 (From April 1, 2003 to March 31, 2004)

|  | Medical | Pharmaceutical | Glass \& Materials | Supermarket | Other | Total | Eliminations <br> /Corporate | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and operating income Net sales <br> (1) Sales to third parties <br> (2) Inter-segment sales and transfers | $\begin{array}{r} 78,726 \\ 639 \end{array}$ | 25,338 | $\begin{array}{r} 11,890 \\ 2,356 \end{array}$ | 71,357 | $\begin{array}{r} 1,386 \\ 596 \end{array}$ | $\begin{array}{r} 188,700 \\ 3,592 \end{array}$ | $(3,592)$ | $188,700$ |
| Total | 79,365 | 25,338 | 14,247 | 71,357 | 1,983 | 192,292 | $(3,592)$ | 188,700 |
| Operating expenses | 62,248 | 22,868 | 12,428 | 70,937 | 1,578 | 175,061 | 1,081 | 176,142 |
| Operating income | 12,117 | 2,470 | 1,818 | 420 | 404 | 17,231 | $(4,673)$ | 12,557 |

Note: 1. Classification of business categories and main products in each business category Business categories are classified based on the proximity in terms of purposes and manners of usage of the products in the market.
Main products belonging to each business categories are as follows

| Business <br> category | Main products |
| :--- | :--- |
| Medical | Dialyzers, blood tubing sets, injection needles, syringes, and infusion sets, <br> etc. |
| Pharmaceutical | Half-type and full-type kits, double-bag kits, pre-filled syringes, dialysate <br> solution, and circulatory drugs, etc. |
| Glass \& Materials | Glass for pharmaceutical containers, glass for thermos bottles, glass for <br> lighting purposes, stoppers for plastic containers and rubber stoppers, etc. |
| Supermarket | Fresh meat and fish, vegetables, fruits, processed food, daily foods, frozen <br> foods, general groceries and medicine, etc. |
| Other | Machinery for manufacture of medical equipment and real estate rental <br> income, etc. |

2. Operating expenses of "Eliminations/Corporate" for the three months ended June 30, 2004, the three months ended June 30, 2003 and the fiscal year ended March 31, 2004 included unallocated corporate costs of 1,186 million yen, 1,134 million yen and 4,673 million yen, respectively. The unallocated corporate costs consisted primarily of the parent companies' research and development costs and headquarters administration costs.

## 2. Segment information by geographical area

(1)Three months ended June 30, 2004 (From April 1, 2004 to June 30, 2004)
(Millions of yen)

|  | Japan | America | Europe | Asia | Total | Eliminations <br> /Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales and operating <br> income <br> Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties <br> (2) Inter-segment sales <br> and transfers | 43,981 | 1,731 | 1,430 | 128 | 47,271 | - | 47,271 |
| Total | 2,755 | 65 | 0 | 2,401 | 5,223 | $(5,223)$ | - |
| Operating expenses | 46,736 | 1,797 | 1,431 | 2,530 | 52,495 | $(5,223)$ | 47,271 |
| Operating income (loss) | 42,413 | 1,827 | 1,358 | 2,443 | 48,042 | $(4,167)$ | 43,874 |

(2)Three months ended June 30, 2003 (From April 1, 2003 to June 30, 2003)
(Millions of yen)

|  | Japan | America | Europe | Asia | Total | Eliminations <br> /Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales and operating <br> income <br> Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties <br> (2) Inter-segment sales <br> and transfers | 43,382 | 1,023 | 1,350 | 434 | 46,191 | - | 46,191 |
| Total | 2,478 | 95 | - | 2,074 | 4,648 | $(4,648)$ | - |
| Operating expenses | 45,861 | 1,119 | 1,350 | 2,509 | 50,840 | $(4,648)$ | 46,191 |
| Operating income (loss) | 40,981 | 1,240 | 1,374 | 2,259 | 45,856 | $(3,396)$ | 42,459 |

(3)Fiscal Year ended March 31, 2004 (From April 1, 2003 to March 31, 2004)
(Millions of yen)

|  | Japan | America | Europe | Asia | Total | Eliminations <br> /Corporate | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net sales and operating <br> income <br> Net sales |  |  |  |  |  |  |  |
| (1) Sales to third parties <br> (2) Inter-segment sales <br> and transfers | 176,373 | 4,707 | 5,922 | 1,696 | 188,700 | - | 188,700 |
| Total | 9,609 | 377 | 27 | 8,470 | 18,485 | $(18,485)$ | - |
| Operating expenses | 185,983 | 5,085 | 5,949 | 10,167 | 207,185 | $(18,845)$ | 188,700 |
| Operating income (loss) | 16,810 | $(180)$ | 116 | 412 | 17,159 | $(4,602)$ | 12,557 |

Note: 1. Classification of countries or areas is based on geographical proximity.
2. The major countries and areas included in each geographical area are as follows

America ........ The United States of America and Brazil
Europe ......... Belgium
Asia ............. China and Thailand
3. Operating expenses of "Eliminations and Corporate" for the three months ended June 30, 2004 and the three months ended June 30, 2003 and the fiscal year ended March 31, 2004 included unallocated corporate costs of 1,186 million yen, 1,134 million yen and 4,673 million yen, respectively. The unallocated corporate costs consisted primarily of the parent company's research and development costs and the headquarters administration costs.

## 3. Overseas sales

(1)Three months ended June 30, 2004 (From April 1, 2004 to June 30, 2004) (Millions of yen)

|  | America | Europe | Asia | Total |
| :--- | ---: | ---: | ---: | :---: |
| 1. Overseas sales | 6,596 | 4,620 | 1,080 | 12,297 |
| 2. Consolidated net sales |  |  |  |  |
| 3. | Percentage of overseas sales <br> against consolidated net <br> sales (\%) | $13.9 \%$ | $9.8 \%$ | $2.3 \%$ |

(2)Three months ended June 30, 2003 (From April 1, 2003 to June 30, 2003)
(Millions of yen)

|  | America | Europe | Asia | Total |
| :--- | :--- | :--- | :--- | :---: |
| 1. Overseas sales | 4,581 | 4,495 | 1,446 | 10,523 |
| 2. $\quad$ Consolidated net sales |  |  |  |  |
| 3.Percentage of overseas sales <br> against consolidated net <br> sales (\%) | $9.9 \%$ | $9.8 \%$ | $3.1 \%$ | $22.8 \%$ |

(3)Fiscal Year ended March 31, 2004 (From April 1, 2003 to March 31, 2004)

| (3)Fiscal Year ended March 31, 2004 (From April 1, 2003 to March 31, 2004) | (Millions of yen) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | America | Europe | Asia | Total |  |
| 1. Overseas sales | 21,136 | 18,861 | 5,425 | 45,422 |  |
| 2. $\quad$ Consolidated net sales |  |  |  |  |  |
| 3. | Percentage of overseas sales <br> againt consolidated net <br> sales (\%) | $11.2 \%$ | $10.0 \%$ | $2.9 \%$ | $24.1 \%$ |

Note: 1. Classification of countries or areas is based on geographical proximity.
2. The major countries and areas included in each geographical area are as follows

America ........ The United States of America, Canada and Brazil
Europe ......... Belgium, Denmark and Germany
Asia $\qquad$ China, Taiwan and Thailand
3. Overseas sales represent those of the Company and the consolidated subsidiaries to countries and areas outside of Japan.

## Production, Orders received and Sales

## 1.Production

(Millions of yen)

| Business segment | Three months ended June 30, 2004 |  | Three months ended June 30, 2003 |  | Fiscal year ended March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount Produced | Ratio against the same period of the previous fiscal year (\%) | Amount Produced | Ratio against the same period of the previous fiscal year (\%) | Amount Produced | Ratio against the same period of the previous fiscal year (\%) |
| Medical | 14,669 | 0.1 | 14.656 | - | 57,577 | 0.2 |
| Pharmaceutical | 6,467 | 6.0 | 6,099 | - | 24,785 | 7.2 |
| Glass \& Materials | 836 | (12.3) | 953 | - | 3,829 | 12.7 |
| Other | 105 | 1.8 | 103 | - | 720 | (41.9) |
| Total | 22,078 | 1.2 | 21,812 | - | 86,913 | 2.0 |

Note: 1. Amounts produced are calculated based on average selling prices.
2. The above amounts are after eliminations of the intersegment transactions.
3. The above amounts do not include the related consumption taxes.

## 2. Orders received

Since we adopt the production system based on estimated orders, there is nothing applicable hereto regarding the amount and the balance of orders received.
3. Sales
(Millions of yen)

| Business segment | Three months ended June 30, 2004 |  | Three months ended June 30, 2003 |  | Fiscal year ended March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount Produced | Ratio against the same period of the previous fiscal year (\%) | Amount Produced | Ratio against the same period of the previous fiscal year (\%) | Amount Produced | Ratio against the same period of the previous fiscal year (\%) |
| Medical | 19,961 | 1.4 | 19,688 | - | 78,726 | 3.6 |
| Pharmaceutical | 6,373 | 11.5 | 5,716 | - | 25,338 | 15.3 |
| Glass \& Materials | 2,802 | 2.8 | 2,727 | - | 11,890 | 7.5 |
| Supermarket | 17,822 | (0.7) | 17,953 | - | 71,357 | 2.6 |
| Other | 311 | 194.8 | 105 | - | 1,386 | (21.2) |
| Total | 47,271 | 2.3 | 46,191 | - | 188,700 | 4.6 |

Note: $\quad$ 1. The above amounts are after eliminations of the intersegment transactions.
2. The above amounts do not include the related consumption taxes.

