For the Nine Months Period ended December 31, 2004 (Fiscal Year ending March 31, 2005)

## Company name: NIPRO CORPORATION

Code No.:8086
TSE/OSE-1st Section
(URL: http://www.nipro.co.jp/)
Representative: Minoru Sano, President and Representative Director
Contact: Akihiko Yamabe, Director, General Manager of Accounting \& Corporate Planning Division
TEL (06) 6372-2331

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 nine months ended December 31, 2004 of the Fiscal Year ending March 31,2005.(From April 1, 2004 to December 31, 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 | \% |
| Nine months ended | 145,732 | 2.4 | 9,158 | (9.0) | 7,964 | (1.1) | 4,684 | 20.4 |
| December 31, 2004 |  |  |  |  |  |  |  |  |
| Nine months ended December 31, 2003 | 142,256 | - | 10,066 | - | 8,049 | - | 3,889 | - |
| Fiscal Year ended March 31, 2004 | 188,700 |  | 12,557 |  | 9,539 |  | 4,216 |  |


|  | Basic Earnings <br> per Share | Diluted Earnings <br> per Share |
| :--- | :---: | :---: |
| Nine months ended <br> December 31, 2004 | 73.65 | Yen |
| Nine months ended <br> December 31, 2003 | 61.13 | - |
| Fiscal Year ended <br> March 31, 2004 | 64.90 | - |

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

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

The Japanese economy for this nine months period generated the severe management situation under the decelerating overseas economy that slowed down the the exports and capital investments, as well as a jump in crude oil price and appreciation of yen. Under such conditions, we have focused on reinforcement of production capacity and sales capability to improve business performance.
As a result, net sales for the nine months ended December 31, 2004 increased by $2.4 \%$ from the same period of the previous fiscal year to $¥ 145,732$ million. On the other hand, operating income decreased by $9.0 \%$ from the same period of the previous fiscal year to $¥ 9,158$ million and recurring income decreased by $1.1 \%$ from the same period of the previous fiscal year to $¥ 7,964$ million, due to the increase in selling, general and administrative expenses of the Medical and Supermarket segments. Net (Quarter) income increased by $20.4 \%$ from the same period of the previous fiscal year to $¥ 4,684$ million, mainly due to increase in extraordinary profits.
(2)Financial Position

|  | Total Assets | Shareholders' <br> Equity | Ratio of Shareholders' <br> Equity to Total Assets | Shareholder' Equity <br> per Share |
| :--- | :---: | :---: | :---: | :---: |
| Nine months ended <br> December 31, 2004 | Millions of yen | Millions of yen | \% | yen <br> Nine months ended <br> December 31, 2003$\quad 292,575$ |

Cash Flows
\(\left.$$
\begin{array}{|l|c|c|c|c|}\hline & \begin{array}{c}\text { Cash flows from } \\
\text { operating activities }\end{array} & \begin{array}{c}\text { Cash flows from } \\
\text { investing activities }\end{array} & \begin{array}{c}\text { Cash flows from } \\
\text { financing activities }\end{array} & \begin{array}{c}\text { Cash and cash } \\
\text { equivalents }\end{array}
$$ <br>
\hline \begin{array}{l}Nine months ended <br>

December 31, 2004\end{array} \& 9,163 \& (9,512) \& 10,666 \& Millions of yen\end{array}\right]\)| Millions of yen |
| :---: |
| Nine months ended <br> December 31, 2003 |
| Fiscal Year ended <br> March 31,2004 |

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

Total assets increased by $¥ 12,874$ million from the end of the fiscal year ended March 31, 2004, mainly due to the increase of current assets by $¥ 13,917$ million and the decrease of fixed assets by $¥ 1,043$ million.
Current assets increased mainly due to the increase in cash and bank deposits by $¥ 10,716$ million and fixed assets decreased mainly due to the decrease in investment securities by $¥ 4,705$ million affected by fall in stock prices.
Shareholders' equity decreased by $¥ 1,140$ million from the end of the fiscal year ended March 31, 2004, primarily due to the increase in retained earnings by $¥ 1,737$ million and the decrease in net unrealized gains (losses) on securities by $¥ 2,121$ million.

## (2)Cash flows

Net cash provided by operating activities was $¥ 9,163$ million, net cash used in investing activities was $¥ 9,512$ million, net cash provided by financing activities was $¥ 10,666$ million. As a result, cash and cash equivalents at the end of the period amounted to $¥ 52,638$ million.
(Reference)
Consolidated Business Forecasts for the Fiscal Year ending March 31, 2005 (From April 1, 2004 to March 31, 2005)

|  | Sales | Recurring Income | Net Income |
| :--- | :---: | :---: | ---: |
| Fiscal Year ending | Millions of yen | Millions of yen | Millions of yen |
| March 31, 2005 | 194,000 | 10,900 | 6,300 |

(Reference) Projected Earnings per Share for the Fiscal Year ending March 31, 2005: 99.07 yen
[Supplementary information on the business forecasts]
The business enviroment is anticipated to remain severe, as the uncertainly for the future is ever increasing, due to sluggish personal consumption affected by the delayed recovery of individual income as well as concerns in further appreciation in yen and rise in interest rate.
Under such circumstances, we will strive to strength production and sales capability and to improve the business performance by focusing on quality, safety, convenience and efficacy of our products and service of each division.
There is no amendment to the forecasts announced on November 25, 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

(Unit: Millions of yen)

| Account | Nine monthsended December 31,2004 |  | Fiscal Year ended March 31, 2004 |  | Increase (decrease) | Nine monthsended December 31,2003 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | Amount | \% |
| (ASSETS) |  |  |  |  |  |  |  |
| Current assets | 138,851 | 47.5 | 124,934 | 44.7 | 13,917 | 127,837 | 46.9 |
| Cash and bank deposits | 55,958 |  | 45,241 |  | 10,716 | 43,604 |  |
| Trade notes and accounts receivable | 43,341 |  | 41,524 |  | 1,816 | 46,093 |  |
| Inventories | 33,316 |  | 32,541 |  | 775 | 32,867 |  |
| Deferred tax assets | 1,851 |  | 1,734 |  | 116 | 1,779 |  |
| Others | 4,706 |  | 4,100 |  | 605 | 3,642 |  |
| Allowance for doubtful accounts | (322) |  | (208) |  | (113) | (149) |  |
| Fixed assets | 153,723 | 52.5 | 154,767 | 55.3 | $(1,043)$ | 144,509 | 53.1 |
| Tangible fixed assets | 98,213 | 33.6 | 94,004 | 33.6 | 4,209 | 92,244 | 33.9 |
| Buildings and structures | 41,527 |  | 40,545 |  | 982 | 40,618 |  |
| Machinery, equipment and vehicles | 23,563 |  | 21,018 |  | 2,544 | 21,186 |  |
| Land | 22,836 |  | 22,456 |  | 380 | 22,464 |  |
| Construction in progress | 6,135 |  | 6,143 |  | (8) | 4,577 |  |
| Others | 4,150 |  | 3,840 |  | 310 | 3,396 |  |
| Intangible fixed assets | 912 | 0.3 | 1,012 | 0.4 | (100) | 1,076 | 0.4 |
| Consolidation adjustments | 2 |  | 54 |  | (51) | 93 |  |
| Others | 910 |  | 958 |  | (48) | 983 |  |
| Investments and other assets | 54,596 | 18.6 | 59,749 | 21.3 | $(5,152)$ | 51,188 | 18.8 |
| Investment securities | 37,817 |  | 42,522 |  | $(4,705)$ | 34,287 |  |
| Long-term loans receivable | 2,483 |  | 2,843 |  | (360) | 2,786 |  |
| Deferred tax assets | 208 |  | 193 |  | 14 | 214 |  |
| Lease deposits | 11,619 |  | 11,774 |  | (154) | 11,801 |  |
| Others | 3,098 |  | 3,085 |  | 13 | 2,783 |  |
| Allowance for doubtful Accounts | (630) |  | (670) |  | 40 | (684) |  |
| Total assets | 292,575 | 100.0 | 279,701 | 100.0 | 12,874 | 272,347 | 100.0 |

(Note) Increase (decrease) represents the comparison between the nine months ended December 31, 2004 and the fiscal year ended March 31, 2004.

Consolidated Balance Sheets

(Note) Increase (decrease) represents the comparison between the three months ended December 31, 2004 and the fiscal year ended March 31, 2004.

Consolidated Statements of Income
(Unit: Millions of yen)

| Account | Nine months ended December 31, 2004 |  | Nine months ended December 31, 2003 |  | $\begin{gathered} \text { Increase } \\ \text { (decrease) } \end{gathered}$ | Fiscal Year ended March 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Amount | Ratio |
|  |  | \% |  | \% |  |  | \% |
| Net sales | 145,732 | 100.0 | 142,256 | 100.0 | 3,476 | 188,700 | 100.0 |
| Cost of sales | 105,422 | 72.3 | 103,180 | 72.5 | 2,242 | 137,153 | 72.7 |
| Gross profit | 40,310 | 27.7 | 39,076 | 27.5 | 1,233 | 51,547 | 27.3 |
| Selling, general and administrative expenses | 31,151 | 21.4 | 29,009 | 20.4 | 2,142 | 38,989 | 20.6 |
| Operating income | 9,158 | 6.3 | 10,066 | 7.1 | (908) | 12,557 | 6.7 |
| Non-operating income | 756 | 0.5 | 792 | 0.6 | (36) | 963 | 0.5 |
| Interest income | 89 |  | 122 |  | (32) | 160 |  |
| Divided income | 203 |  | 183 |  | 20 | 184 |  |
| Gain on sales of | - |  | 139 |  | (139) | 139 |  |
| investment securities |  |  |  |  |  |  |  |
| Exchange gains | 221 |  | - |  | 221 | - |  |
| Others | 241 |  | 346 |  | (104) | 479 |  |
| Non-operating expenses | 1,949 | 1.3 | 2,809 | 2.0 | (859) | 3,982 | 2.1 |
| Interest expenses | 1,228 |  | 1,240 |  | (12) | 1,635 |  |
| Equity in losses of an affiliate | 558 |  | 604 |  | (46) | 771 |  |
| Exchange losses | - |  | 838 |  | (838) | 1,429 |  |
| Others | 162 |  | 124 |  | 37 | 145 |  |
| Recurring income | 7,964 | 5.5 | 8,049 | 5.7 | (85) | 9,539 | 5.1 |
| Extraordinary gains | 1,231 | 0.8 | 124 | 0.1 | 1,107 | 573 | 0.3 |
| Reversion of allowance for doubtful accounts | 55 |  | 108 |  | (53) | 108 |  |
| Subsidies received | - |  | - |  | - | 445 |  |
| Gain on sale of investment | 1,108 |  | - |  | 1,108 | - |  |
| securities |  |  |  |  |  |  |  |
| Others | 67 |  | 15 |  | 52 | 18 |  |
| Extraordinary losses | 534 | 0.4 | 983 | 0.7 | (449) | 2,068 | 1.1 |
| Loss on sales and disposals of fixed assets | 143 |  | 258 |  | (114) | 427 |  |
| Loss on devaluation of investment securities | - |  | 110 |  | (110) | 102 |  |
| Advanced depreciation deduction | - |  | - |  | - | 445 |  |
| Abnormal manufacturing cost | 247 |  | 202 |  | 44 | 271 |  |
| Bad debt loss | - |  | 290 |  | (290) | 290 |  |
| Settlement by reconciliation regarding sales rights | - |  | - |  | - | 272 |  |
| Others | 143 |  | 121 |  | 21 | 256 |  |
| Net income before adjustment of taxes | 8,662 | 5.9 | 7,190 | 5.1 | 1,471 | 8,043 | 4.3 |
| Corporate, inhabitants and enterprise taxes | 4,348 | 2.9 | 3,226 | 2.3 | 1,121 | 3,765 | 2.0 |
| Adjustment for deferred taxes | (183) | (0.1) | 50 | 0.1 | (234) | 85 | 0.1 |
| Minority interests in net income of consolidated subsidiaries | - | - | 23 | 0.0 | (23) | - | - |
| Minority interests in net loss of consolidated subsidiaries | 186 | 0.1 | - | - | 186 | 23 | 0.0 |
| Net (Quarter) income | 4,684 | 3.2 | 3,889 | 2.7 | 794 | 4,216 | 2.2 |

(Note) Increase (decrease) represents the comparison between the nine months ended December 31, 2004 and the three months ended June 30, 2003.

## Consolidated Statements of Cash Flows

| Account | Nine months ended December 31,2004 | Nine months ended December 31,2003 | Fiscal Year ended March 31, 2004 |
| :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount |
| Cash flows from operating activities |  |  |  |
| Net income before adjustment for taxes | 8,662 | 7,190 | 8,043 |
| Depreciation and amortization | 7,429 | 7,089 | 9,819 |
| Amortization of consolidation adjustments | 51 | 120 | 159 |
| Equity in loss of an affiliate | 558 | 604 | 771 |
| Bad debt loss | - | 290 | 290 |
| Increase (decrease) in allowance for doubtful accounts | 61 | (58) | (13) |
| Interest and dividend income | (293) | (305) | (344) |
| Interest expenses | 1,228 | 1,240 | 1,635 |
| Exchange losses (gains) | (131) | 948 | 502 |
| Decrease (increase) in trade receivables | $(1,722)$ | $(4,047)$ | 1,093 |
| Decrease (increase) in inventories | (657) | $(1,748)$ | $(1,515)$ |
| Increase (decrease) in trade payables | 1,233 | 3,326 | 2,172 |
| Decrease (increase) in other assets | (846) | 581 | (981) |
| Increase (decrease) in other liabilities | $(1,231)$ | $(1,270)$ | (133) |
| Bonuses to directors and corporate auditors | (86) | (111) | (111) |
| Other non-operating income/expense and extraordinary income/losses | (934) | 149 | 512 |
| Subtotal | 13,322 | 14,001 | 21,902 |
| Interest and dividends received | 213 | 214 | 261 |
| Interest paid | $(1,408)$ | $(1,457)$ | $(1,637)$ |
| Other revenues | 457 | 577 | 911 |
| Other expenditures | (341) | (603) | $(1,195)$ |
| Income taxes paid | $(3,080)$ | $(4,805)$ | $(4,809)$ |
| Cash flows from operating activities | 9,163 | 7,926 | 15,432 |
| Cash flows from investing activities |  |  |  |
| Deposits in time deposits | $(3,240)$ | $(2,345)$ | $(3,064)$ |
| Proceeds from time deposits | 2,943 | 2,793 | 3,117 |
| Payments for purchases of securities | (119) | (14) | (516) |
| Proceeds from sales of securities | 1,737 | 448 | 448 |
| Payments for acquisition of fixed assets | $(11,015)$ | $(11,139)$ | $(13,244)$ |
| Proceeds from sales of fixed assets | 146 | 484 | 578 |
| Lending of loans | (2) | (109) | (134) |
| Collections of loans receivable | 37 | 39 | 53 |
| Payments for investments in capital | - | (23) | (23) |
| Reimbursements of investments in capital | 0 | - | 0 |
| Cash flows from investing activities | $(9,512)$ | $(9,867)$ | $(12,786)$ |
| Cash flows from financing activities |  |  |  |
| Net increase (decrease) in short-term borrowings | 5,077 | 110 | $(1,763)$ |
| Net increase (decrease) in commercial paper | 500 | (500) | (500) |
| Proceeds from long-term borrowings | 21,896 | 4,365 | 6,126 |
| Repayment of long-term borrowings | $(6,610)$ | $(4,739)$ | $(7,734)$ |
| Proceeds from issuance of bonds | 2,979 | 13,921 | 13,921 |
| Payments for redemption of bonds | $(10,000)$ | $(2,000)$ | $(2,000)$ |
| Payments for purchases of treasury stock | (48) | (40) | (54) |
| Repayments of lease obligations | (292) | (244) | (336) |
| Payments for dividends | $(2,835)$ | $(1,373)$ | $(1,399)$ |
| Reimbursement of funds for redemption of convertible bonds | - | 4,141 | 4,141 |
| Cash flows from financing activities | 10,666 | 13,642 | 10,400 |
| Effect of exchange rate changes on cash and cash equivalents | 72 | (157) | (211) |
| Increase (decrease) in cash and cash equivalents | 10,389 | 11,544 | 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 | 52,638 | 40,937 | 42,228 |

(Segment information)

1. Segment information by business category
(1)Nine months ended December 31, 2004 (From April 1, 2004 to December 31, 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 | 62,535 | 19,516 | 8,667 | 54,164 | 847 | 145,732 | - | 145,732 |
| Total | 695 | - | 1,753 | 24 | 425 | 2,898 | $(2,898)$ | - |
| Operating expenses | 63,230 | 19,516 | 10,421 | 54,189 | 1,272 | 148,631 | $(2,898)$ | 145,732 |
| Operating income | 9,998 | 17,643 | 8,987 | 53,993 | 1,060 | 135,682 | 891 | 136,574 |

(2) Nine months ended December 31, 2003 (From April 1, 2003 to December 31, 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 | 58,897 | 19,130 | 8,734 | 54,416 | 1,078 | 142,256 | - | 142,256 |
| Total | 498 | - | 1,822 | - | 443 | 2,764 | $(2,764)$ | - |
| Operating expenses | 59,395 | 19,130 | 10,557 | 54,416 | 1,521 | 145,020 | $(2,764)$ | 142,256 |
| Operating income | 9,118 | 17,090 | 9,171 | 53,916 | 1,203 | 131,501 | 668 | 132,189 |

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

|  | 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 | 78,726 | 25,338 | 11,890 | 71,357 | 1,386 | 188,700 | - | 188,700 |
| Total | 639 | - | 2,356 | - | 596 | 3,592 | $(3,592)$ | - |
| Operating expenses | 79,365 | 25,338 | 14,247 | 71,357 | 1,983 | 192,292 | $(3,592)$ | 188,700 |
| Operating income | 62,248 | 22,868 | 12,428 | 70,937 | 1,578 | 175,061 | 1,081 | 176,142 |

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 nine months ended December 31, 2004, the nine months ended December 31, 2003 and the fiscal year ended March 31, 2004 included unallocated corporate costs of $¥ 3,790$ million, $¥ 3,452$ million and $¥ 4,673$ million, 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)Nine months ended December 31, 2004 (From April 1, 2004 to December 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 | 133,050 | 7,513 | 4,320 | 848 | 145,732 | - | 145,732 |
| Total | 9,448 | 245 | 2 | 7,518 | 17,214 | $(17,214)$ | - |
| Operating expenses | 142,499 | 7,759 | 4,322 | 8,366 | 162,947 | $(17,214)$ | 145,732 |
| Operating income (loss) | 129,786 | 7,909 | 4,496 | 7,851 | 150,044 | $(13,469)$ | 136,574 |

(2) Nine months ended December 31, 2003 (From April 1, 2003 to December 31, 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 | 132,935 | 3,351 | 4,536 | 1,432 | 142,256 | - | 142,256 |
| Total | 7,061 | 290 | 24 | 6,373 | 13,748 | $(13,748)$ | - |
| Operating expenses | 139,997 | 3,641 | 4,560 | 7,805 | 156,005 | $(13,748)$ | 142,256 |
| Operating income (loss) | 13,208 | $(325)$ | $(113)$ | 678 | 13,448 | $(3,382)$ | 10,066 |

(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) | 169,172 | 5,265 | 5,833 | 9,755 | 190,026 | $(13,883)$ | 176,142 |

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 $\qquad$ The United States of America and Brazil
Europe $\qquad$ Belgium
Asia $\qquad$ China and Thailand
3. Operating expenses of "Eliminations and Corporate" for the nine months ended December 31, 2004 and the nine months ended December 31, 2003 and the fiscal year ended March 31, 2004 included unallocated corporate costs of $¥ 3,790$ million, $¥ 3,452$ million and $¥ 4,673$ million, 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)Nine months ended December 31, 2004 (From April 1, 2004 to December 31, 2004)
(Millions of yen)

|  | America | Europe | Asia | Total |
| :--- | ---: | ---: | ---: | ---: |
| 1. Overseas sales | 22,827 | 13,763 | 3,872 | 40,463 |
| 2. $\quad$ Consolidated net sales | Percentage of overseas sales <br> against consolidated net <br> sales (\%) |  |  |  |

(2) Nine months ended December 31, 2003 (From April 1, 2003 to December 31, 2003)
(Millions of yen)

|  | America | Europe | Asia | Total |
| :--- | ---: | ---: | ---: | ---: |
| 1. Overseas sales | 15,255 | 14,443 | 4,332 | 34,032 |
| 2. $\quad$ Consolidated net sales | Percentage of overseas sales <br> against consolidated net <br> sales (\%) |  |  |  |

(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. Consolidated net sales |  |  |  | 188,700 |
| 3. Percentage of overseas sales against consolidated net 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 ............ 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

| Business segment |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2004 |  | Nine months ended December 31, 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 | 44,632 | 3.6 | 43,067 | - | 57,577 | 0.2 |
| Pharmaceutical | 19,132 | 1.5 | 18,842 | - | 24,785 | 7.2 |
| Glass \& Materials | 2,426 | (12.9) | 2,786 | - | 3,829 | 12.7 |
| Other | 465 | (11.8) | 527 | - | 720 | (41.9) |
| Total | 66,656 | 2.2 | 65,223 | - | 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 | f yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2004 |  | Nine months ended December 31, 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 | 62,535 | 6.2 | 58,897 | - | 78,726 | 3.6 |
| Pharmaceutical | 19,516 | 2.0 | 19,130 | - | 25,338 | 15.3 |
| Glass \& Materials | 8,667 | (0.8) | 8,734 | - | 11,890 | 7.5 |
| Supermarket | 54,164 | (0.5) | 54,416 | - | 71,357 | 2.6 |
| Other | 847 | (21.4) | 1,078 | - | 1,386 | (21.2) |
| Total | 145,732 | 2.4 | 142,256 | - | 188,700 | 4.6 |

$\begin{array}{lll}\text { Note: } & \text { 1. } & \text { The above amounts are after eliminations of the intersegment transactions. } \\ & \text { 2. } & \text { The above amounts do not include the related consumption taxes. }\end{array}$

