

# 3rd Quarter of Fiscal Year Ending in March 2005 Supplementary Materials

Projections throughout these materials are provided as a reference for investors.

They are based on estimates and forecasts, and shall not be regarded as pledges or guarantees.

They shall be used on the full acknowledgment that actual results may naturally differ from projections.

HOGY MEDICAL Co., Ltd.

January 20, 2005

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First Quarter Results

	June 2004 First (	June 2004 First Quarter Results Ju		Quarter Results	Year-on-Year	Comparison	Fiscal 2004 I	nitial Plan	Initial Plan C	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	6,072	100.0	6,204	100.0	△ 132	97.9	6,374	100.0	△ 302	95.3
Cost of Sales	3,014	49.7	2,962	47.7	52	101.8	3,112	48.8	△ 98	96.8
Gross profit	3,057	50.3	3,242	52.3	△ 184	94.3	3,261	51.2	△ 203	93.7
Selling, general, and administrative expenses	1,712	28.2	1,715	27.7	△ 2	99.9	1,829	28.7	△ 116	93.6
Operating income	1,344	22.1	1,526	24.6	△ 182	88.1	1,432	22.5	△ 87	93.9
Other income	127		11		115		5		122	
Other expenses	1		2		0		1		0	
Ordinary income	1,470	24.2	1,536	24.8	△ 66	95.7	1,436	22.5	34	102.4
Extraordinary income	205		-		205		-		205	
Extraordinary expenses	2		-		2		1		2	
Income before income taxes and minority interests	1,673	27.6	1,536	24.8	137	108.9	1,436	22.5	237	116.5
Corporation tax, inhabitants' taxes, etc			615		28		587		55	
(Tax burden)	38.5%		40.1%				40.9%			
Minority interests	0		0		0		0		0	
Net income	1,029	17.0	920	14.8	108	111.8	848	13.3	181	121.4
EPS (total shares)	63.01		56.35				51.91			
EPS (minus treasury shares)	66.15		58.41				54.50			
Number of shares outstanding Average number of shares outstanding (after deducting	16,341,155		16,341,155				16,341,155			
treasury shares)	15,564,942		15,765,548				15,565,292			

First Half Results ¥ millions, rounded down

	Sept. 2004 Inte	rim Results	Sept. 2003 Inte	erim Results	Year-on-Year	Comparison	Fiscal 2004 I	nitial Plan	Initial Plan C	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	12,343	100.0	12,500	100.0	△ 156	98.7	13,096	100.0	△ 752	94.3
Cost of Sales	6,042	49.0	5,982	47.9	60	101.0	6,415	49.0	△ 372	94.2
Gross profit	6,300	51.0	6,518	52.1	△ 217	96.7	6,680	51.0	△ 380	94.3
Selling, general, and administrative expenses	3,482	28.2	3,480	27.8	2	100.1	3,701	28.3	△ 219	94.1
Operating income	2,818	22.8	3,038	24.3	△ 219	92.8	2,979	22.7	△ 160	94.6
Other income	172		31		140		11		160	
Other expenses	5		165		△ 159		10		△ 4	
Ordinary income	2,984	24.2	2,904	23.3	80	102.8	2,980	22.8	4	100.1
Extraordinary income	205		2		202		-		205	
Extraordinary expenses	2		1		1		75		△ 72	
Income before income taxes and minority interests	3,187	25.8	2,906	23.3	281	109.7	2,905	22.2	281	109.7
Corporation tax, inhabitants' taxes, etc	1,266		1,179		87	107.4	1,150		115	110.1
(Tax burden)	39.7%		40.6%				39.6%			
Minority interests	0	•	0		0		0		0	
Net income	1,920	15.5	1,725	13.8	194	111.2	1,753	13.4	166	109.5

 EPS (total shares)
 117.50
 105.62
 107.33

 EPS (minus treasury shares)
 123.36
 109.96
 112.68

 Number of shares outstanding
 16,341,155
 16,341,155
 16,341,155

 Average number of shares outstanding (after deducting treasury shares)
 15,564,742
 15,695,756
 15,565,292

Third Quarter Results (Cumulative)

¥ millions, rounded down

	Dec. 2004 Third (	Dec. 2004 Third Quarter Results		Quarter Results	Year-on-Year	Comparison	Fiscal 2004 I	nitial Plan	Initial Plan C	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	19,036	100.0	19,068	100.0	△ 32	99.8	20,359	100.0	△ 1,322	93.5
Cost of Sales	9,320	49.0	9,186	48.2	134	101.5	9,952	48.9	△ 632	93.6
Gross profit	9,716	51.0	9,882	51.8	△ 166	98.3	10,407	51.1	△ 690	93.4
Selling, general, and administrative expenses	5,314	27.9	5,151	27.0	162	103.2	5,616	27.6	△ 302	94.6
Operating income	4,402	23.1	4,730	24.8	△ 328	93.1	4,790	23.5	△ 388	91.9
Other income	123		42		80		17		106	
Other expenses	7		249		△ 241		11		△ 4	
Ordinary income	4,518	23.7	4,523	23.7	△ 5	99.9	4,796	23.6	△ 278	94.2
Extraordinary income	205		2		202		-		205	
Extraordinary expenses	3		17		△ 13		75		△ 71	
Income before income taxes and minority interests	4,719	24.8	4,509	23.6	210	104.7	4,721	23.2	Δ1	100.0
Corporation tax, inhabitants' taxes, etc			1,815		44		1,850		9	
(Tax burden)	39.4%		40.3%				39.2%			
Minority interests	1		0		0		1		0	
Net income	2,858	15.0	2,692	14.1	166	106.2	2,870	14.1	Δ 11	99.6
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 EPS (total shares)
 174.95
 164.76
 175.63

 EPS (minus treasury shares)
 183.68
 172.01
 184.39

 Number of shares outstanding
 16,341,155
 16,341,155
 16,341,155

 Average number of shares outstanding (after deducting treasury shares)
 15,564,608
 15,652,204
 15,565,292

Full-year Plan ¥ millions, rounded down

	Fiscal 2004 R	evised Plan	Fiscal 2003	3 Results	Year-on-Year	Comparison	Fiscal 2004 I	nitial Plan	Initial Plan Co	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	25,344	100.0	24,844	100.0	500	102.0	26,600	100.0	△ 1,255	95.3
Cost of Sales	12,534	49.5	12,160	49.0	373	103.1	13,083	49.2	△ 548	95.8
Gross profit	12,809	50.5	12,683	51.0	126	101.0	13,516	50.8	△ 706	94.8
Selling, general, and administrative expenses	7,020	27.7	6,840	27.5	179	102.6	7,460	28.0	△ 440	94.1
Operating income	5,789	22.8	5,842	23.5	△ 52	99.1	6,056	22.8	△ 266	95.6
Other income	185		55		130		23		162	
Other expenses	15		293		△ 278		20		△ 4	
Ordinary income	5,959	23.5	5,604	22.6	355	106.3	6,059	22.8	△ 99	98.4
Extraordinary income	205		3		202		-		205	
Extraordinary expenses	282		129		152		150		132	
Income before income taxes and minority interests	5,882	23.2	5,477	22.1	404	107.4	5,909	22.2	△ 27	99.5
Corporation tax, inhabitants' taxes, etc	2,336		2,251		84		2,311		25	
(Tax burden)	39.7%		41.1%				39.1%			
Minority interests	1		1		0		1		0	
Net income	3,544	14.0	3,225	13.0	319	109.9	3,597	13.5	△ 52	98.5

 EPS (total shares minus directors' bonuses)
 212.83
 193.26
 216.04

 EPS (minus treasury shares and directors' bonuses)
 223.45
 202.05
 226.81

 Number of shares outstanding Average number of shares outstanding (after deducting treasury shares)
 16,341,155
 16,341,155

 treasury shares)
 15,564,484
 15,630,611
 15,565,292

<sup>\*</sup> Full-year EPS forecast (after deducting directors' bonuses): \(\frac{4}{2}\)23.46 (based on shares outstanding \([15,563,902]\) after deducting treasury shares at end of 3rd quarter)

#### Fiscal 2004 Consolidated Sales Results and Forecast by Product Line

First Half Results ¥ millions, rounded down

	Sept. 2004 Interim Results		Sept. 2003 Interim Results Yea		Year-on-Year	Comparison	Fiscal 2004	Initial Plan	Initial Plan C	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	2,014	16.3%	2,095	16.8%	△ 81	96.1%	1,999	15.3%	14	100.7%
Surgical products	9,733	78.9%	9,765	78.1%	△ 31	99.7%	10,522	80.3%	△ 788	92.5%
Treatment products	194	1.6%	245	2.0%	△ 51	79.2%	212	1.6%	△ 18	91.5%
Nursing care and welfare products	47	0.4%	51	0.4%	△ 4	90.5%	37	0.3%	9	126.1%
Others	353	2.9%	340	2.7%	12	103.7%	324	2.5%	29	109.0%
Total	12,343	100.0%	12,500	100.0%	△ 156	98.7%	13,096	100.0%	△ 752	94.3%
Itemized surgical products										
Sontara	5,480	44.4%	5,669	45.4%	△ 189	96.7%	5,915	45.2%	△ 435	92.6%
Other non-woven products	672	5.5%	848	6.8%	△ 175	79.3%	706	5.4%	△ 33	95.3%
Kit products	3,528	28.6%	3,195	25.6%	332	110.4%	3,845	29.4%	△ 316	91.8%
Steel instruments	51	0.4%	51	0.4%	0	100.4%	55	0.4%	Δ3	94.0%
Itemized external sales by subsic	diary									
Sontara	18		19				0			
New products	3,966	32.1%	3,626	29.0%	340	109.4%	4,261	32.5%	△ 295	93.1%
Existing products	8.377	67.9%	8.874	71.0%	△ 496	94.4%	8.834	67.5%	△ 457	94.8%

Third Quarter Results (Cumulative

¥ millions, rounded down

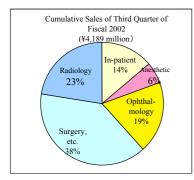
ird Quarter Results (Cumulative) # millions, rounded down										
	Dec. 2004 Third	Quarter Results	Dec. 2003 Third	Quarter Results	Year-on-Year	r Comparison	Fiscal 2004	Initial Plan	Initial Plan Co	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	3,105	16.3%	3,236	17.0%	△ 131	95.9%	3,118	15.3%	△ 13	99.6%
Surgical products	15,020	78.9%	14,863	77.9%	157	101.1%	16,352	80.3%	△ 1,332	91.9%
Treatment products	295	1.6%	360	1.9%	△ 64	82.2%	320	1.6%	△ 24	92.2%
Nursing care and welfare products	70	0.4%	78	0.4%	Δ8	89.8%	58	0.3%	12	121.2%
Others	544	2.9%	530	2.8%	14	102.6%	509	2.5%	35	106.9%
Total	19,036	100.0%	19,068	100.0%	△ 32	99.8%	20,359	100.0%	△ 1,322	93.5%
Itemized surgical products	•	<u>.</u>		<del>-</del>		<u>-</u>		·		<del>_</del>
Sontara	8,349	43.9%	8,559	44.9%	△ 209	97.5%	9,114	44.8%	△ 764	91.6%
Other non-woven products	1,040	5.5%	1,265	6.6%	△ 225	82.2%	1,094	5.4%	△ 53	95.1%
Kit products	5,554	29.2%	4,958	26.0%	596	112.0%	6,055	29.7%	△ 500	91.7%
Steel instruments	75	0.4%	79	0.4%	Δ3	95.6%	88	0.4%	Δ 12	85.8%
Itemized external sales by subsi	idiary									
Sontara	27		24				0			
New products	6,224	32.7%	5,625	29.5%	598	110.6%	6,711	33.0%	△ 486	92.7%
Existing products	12,811	67.3%	13,442	70.5%	△ 630	95.3%	13,647	67.0%	△ 835	93.9%

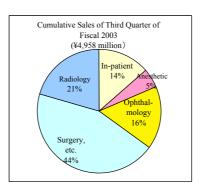
Full-vear Plan

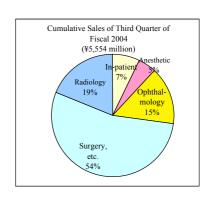
¥ millions, rounded down

Full-year Plan								¥ millions, rour	nded down	
	Fiscal 2004 F	Revised Plan	Fiscal 200	3 Results	Year-on-Year	Comparison	Fiscal 2004	Initial Plan	Initial Plan C	omparison
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Sterilization products	4,015	15.8%	4,176	16.8%	△ 161	96.1%	4,024	15.1%	△ 9	99.8
Surgical products	20,146	79.5%	19,402	78.1%	743	103.8%	21,416	80.5%	△ 1,269	94.1
Treatment products	393	1.6%	467	1.9%	△ 73	84.2%	416	1.6%	△ 22	94.6
Nursing care and welfare products	93	0.4%	103	0.4%	△ 9	90.6%	78	0.3%	15	119.4
Others	695	2.7%	694	2.8%	1	100.2%	664	2.5%	30	104.6
Total	25,344	100.0%	24,844	100.0%	500	102.0%	26,600	100.0%	△ 1,255	95.3
Itemized surgical products										
Sontara	10,740	42.4%	11,043	44.5%	△ 302	97.3%	11,692	44.0%	△ 951	91.9
Other non-woven products	1,340	5.3%	1,612	6.5%	△ 272	83.1%	1,408	5.3%	△ 68	95.2
Kit products	7,962	31.4%	6,636	26.7%	1,325	120.0%	8,197	30.8%	△ 234	97.1
Steel instruments	102	0.4%	109	0.4%	△ 6	93.8%	118	0.4%	△ 15	87.0
Itemized external sales by subsid	iary									
Sontara	24		27				0			
New products	8,834	35.6%	7,517	30.3%	1,317	117.5%	9,058	34.1%	△ 224	97.
Existing products	16.510	66.5%	17.327	69.7%	△ 817	95.3%	17.541	65.9%	△ 1.031	94.

Sales Composition by Kit Treatment Category







#### Consolidated Financial Results for the Third Quarter of Fiscal Year Ending in March 2005

#### Selling, General and Administrative Expenses (Consolidated)

¥ millions, rounded down

	Dec. 04 Third Quarter	Dec. 03 Third Quarter	Year-on-Year Comparison	Initial Plan	Initial Plan Comparison
Packaging and transportation	481	481	0	516	△ 34
Losses on doubtful accounts	0	0	0	44	△ 44
Samples	416	437	△ 21	551	△ 135
Advertising	38	51	△ 13	52	△ 14
Personnel	2,289	2,230	58	2,397	△ 108
Travel	259	248	10	249	10
Communication	100	96	4	122	△ 21
Consumables	103	71	32	65	38
Taxes and public charges	133	78	54	132	0
Depreciation	394	408	△ 14	433	△ 39
Testing and research	159	211	△ 51	229	△ 69
Land and housing rent	313	302	11	315	△ 2
Miscellaneous	306	239	67	204	101
Others	323	299	25	307	15
Total	5,314	5,151	162	5,616	△ 302

#### Non-Operating Income (Consolidated)

¥ millions, rounded down

					1 mmnone, rounded down
	Dec. 04 Third Quarter	Dec. 03 Third Quarter	Year-on-Year Comparison	Initial Plan	<b>Initial Plan Comparison</b>
Interest received	2	3	0	2	0
Interest on negotiable securities	6	5	0	0	6
Dividend received	1	0	0	0	0
(Total financial earnings)	10	9	0	3	7
Foreign exchange gain	78	0	78	0	78
Miscellaneous income	34	32	1	13	20
Total Other income	123	42	80	17	106
Paid interest	0	0	0	0	0
(Total financial expenses)	0	0	0	0	0
Foreign exchange loss	0	237	△ 237	0	0
Miscellaneous losses	7	11	△ 4	11	△ 4
Total non-operating expenses	7	249	△ 241	11	△ 4

#### Consolidated Financial Results for the Third Quarter of Fiscal Year Ending in March 2005

**Major Changes on Balance Sheets** 

¥ millions, rounded down

	Balance	Change *1		Balance	Change *1
Current assets	30,628	2,474	Current liabilities	6,107	59
Cash and bank deposits	9,641	826	Notes and accounts payable	3,235	234
Notes and accounts receivable	8,939		Accrued expenses	229	△ 974
Short-term investments	5,645	△ 338	Income taxes	834	△ 71
Inventories	5,720	△ 2	Allowance for employees' bonuses	99	△ 292
Others	681	79	Payable notes for equipment	1,047	1,003
			Others	661	158
Fixed assets	30,500	146	Long-term liabilities	11,584	182
Property, plant and equipment	27,902	231	Convertible bond	10,000	0
Buildings and structures	14,034	△ 691	Others	1,584	182
Machinery, equipment and vehicles	5,191	△ 447			
Land	6,604	42	Minority interests	11	1
Construction in progress	1,635	1,457	Shareholders' equity	43,425	2,378
Others	437	△ 129	Common stock	7,123	0
Intangibles	174	△ 41	Capital surplus	8,336	0
Investments and others	2,422	△ 43	Retained earnings	32,644	2,418
Investments securities	364	△ 214	Treasury stock	△ 4,589	Δ7
Others	2,058		Others	△ 88	△ 32
			Total liabilities, minority		
Total assets	61,129	2,620	interests, and shareholders' equity	61,129	2,620

(\*1) Comparison with end of previous fiscal year

(\*2) Equity ratio increased from 70.2% at the end of the previous fiscal year to 71.0%.

Comments on change in central items

Cash and bank deposits Notes and accounts receivable

Construction in progress Investment securities

Increase in operating income Because term-end date is business holiday

Opera Master production line, other Sale

From payment of accrued payables From unpaid equipment for new plants Accrued payables Payable notes for equipment

Retained earnings From net profit

#### Statements of Cash Flows

¥ millions, rounded down

Statements of Cash Flows		* millions, rounded down	
I Operating activities		Income before income taxes and minority interests	4,719
		Depreciation Changes in assets and liabilities:	1,732
		Notes and accounts receivable	△ 1,901
		Income taxes paid	△ 1,999
<b>I</b> Investing activities	△ 1,559	Sales of investment securities	246
		Capital expenditures	△ 1,802
<b>Ⅲ</b> Financing activities	△ 381	Cash dividends paid	△ 373
WEffect of exchange rate changes	91		
Net changes in cash and cash equivalents	476		

#### Fiscal 2004 Non-Consolidated Statements of Income

First Quarter Result

¥ millions, rounded down

	June 2004 First Quarter Results		June 2003 First Quarter Results		Year-on-Year Comparison		Fiscal 2004 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	6,065	100.0	6,201	100.0	△ 135	97.8	6,374	100.0	△ 308	95.2
Cost of Sales	3,095	51.0	3,128	50.5	△ 33	98.9	3,216	50.5	△ 121	96.2
Gross profit	2,970	49.0	3,072	49.5	△ 102	96.7	3,158	49.5	△ 187	94.1
Selling, general, and administrative expenses	1,712	28.2	1,715	27.7	Δ 2	99.9	1,829	28.7	△ 116	93.6
Operating income	1,257	20.7	1,357	21.9	△ 99	92.6	1,329	20.9	△ 71	94.6
Other income	128		12		116		5		123	
Other expenses	1		1		0		1		0	
Ordinary income	1,384	22.8	1,368	22.1	16	101.2	1,332	20.9	51	103.9
Extraordinary income	205		П		205		-		205	
Extraordinary expenses	2		1		2		-		2	
Income before income taxes and minorit										
interests	1,587	26.2	1,368	22.1	219	116.0	1,332	20.9	254	119.1
Corporation tax, inhabitants' taxes, etc	618		564		53		519		99	
(Tax burden)	38.9%	400	41.2%	100	105	100.0	39.0%	40.0	455	440.4
Net income	969	16.0	804	13.0	165	120.6	813	12.8	155	119.1
EPS (total shares)	59.32		49.20				49.80			
EPS (minus treasury shares)	62.28		51.00				52.28			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			
Average number of shares outstanding (after deducting treasury shares)	15,564,942		15,765,548				15,565,292			

First Half Results

¥ millions, rounded down

That Hall Result:				f illillions, roulided down						
	Sept. 2004 Interim Results		Sept. 2003 Interim Results		Year-on-Year Comparison		Fiscal 2004 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	12,325	100.0	12,480	100.0	△ 155	98.8	13,096	100.0	△ 770	94.1
Cost of Sales	6,222	50.5	6,249	50.1	△ 27	99.6	6,628	50.6	△ 405	93.9
Gross profit	6,102	49.5	6,230	49.9	△ 127	97.9	6,468	49.4	△ 365	94.4
Selling, general, and administrative										
expenses	3,482	28.2	3,480	27.9	2	100.1	3,701	28.3	△ 219	94.1
Operating income	2,620	21.3	2,750	22.0	△ 130	95.3	2,766	21.1	△ 145	94.7
Other income	172		32		140		10		162	
Other expenses	5		163		△ 158		10		△ 4	
Ordinary income	2,787	22.6	2,619	21.0	168	106.4	2,766	21.1	21	100.8
Extraordinary income	205		3		202		-		205	
Extraordinary expenses	2		1		1		75		△ 72	
Income before income taxes and minorit										
interests	2,990	24.3	2,621	21.0		114.1	2,691	20.6	298	111.1
Corporation tax, inhabitants' taxes, etc	1,206		1,092		113	110.4	1,048		157	115.1
(Tax burden)	40.3%		41.7%				39.0%			
Net income	1,783	14.5	1,528	12.2	255	116.7	1,643	12.5	140	108.6
EPS (total shares)	109.17		93.55				100.56			
EPS (minus treasury shares)	114.61		97.40				105.57			

EPS (total shares)
EPS (minus treasury shares)
Number of shares outstanding
Average number of shares outstanding
(after deducting treasury shares) 109.17 114.61 93.55 16,341,155 16,341,155 15,564,742

16,341,155 15,565,292

15,565,292

Third Quarter Results (Cumulative)

¥ millions, rounded down

	Dec. 2004 Third Quarter Results		Dec. 2003 Third Quarter Results		Year-on-Year Comparison		Fiscal 2004 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	19,009	100.0	19,044	100.0	△ 35	99.8	20,359	100.0	△ 1,350	93.4
Cost of Sales	9,606	50.5	9,567	50.2	39	100.4	10,313	50.7	△ 707	93.1
Gross profit	9,402	49.5	9,476	49.8	△ 74	99.2	10,045	49.3	△ 643	93.6
Selling, general, and administrative										
expenses	5,313	28.0	5,151	27.1	162	103.1	5,616	27.6	△ 302	94.6
Operating income	4,088	21.5	4,325	22.7	△ 236	94.5	4,429	21.8	△ 340	92.3
Other income	122		43		79		15		107	
Other expenses	7		246		△ 239		11		△ 4	
Ordinary income	4,204	22.1	4,122	21.6	81	102.0	4,433	21.8	△ 229	94.8
Extraordinary income	205		3		202		-		205	
Extraordinary expenses	3		17		△ 13		75		△ 71	
Income before income taxes and minorit										
interests	4,405	23.2	4,107	21.6		107.3	4,358	21.4	47	101.1
Corporation tax, inhabitants' taxes, etc	1,761		1,696		65		1,702		59	
(Tax burden)	40.0%		41.3%				39.1%			
Net income	2,644	13.9	2,411	12.7	232	109.6	2,656	13.0	Δ 11	99.6
EPS (total shares)	161.82		147.58				162.55			
EPS (minus treasury shares)	169.89		154.08				170.65			
Number of shares outstanding	16,341,155		16,341,155				16,341,155			

15,695,756

169.89 16,341,155 154.08 16,341,155 EPS (minus treasury shares) Number of shares outstanding Average number of shares outstanding (after deducting treasury shares) 15,564,608 15,652,204

Full-year Plan			¥ millions, rounded down							
	Fiscal 2004 Revised Plan		Fiscal 2003 Results		Year-on-Year Comparison		Fiscal 2004 Initial Plan		Initial Plan Comparison	
	Amount	% of total	Amount	% of total	Amount	%	Amount	% of total	Amount	%
Net sales	25,319	100.0	24,817	100.0	502	102.0	26,600	100.0	Δ 1,280	95.2
Cost of Sales	12,906	51.0	12,603	50.8	303	102.4	13,505	50.8	△ 598	95.6
Gross profit	12,413	49.0	12,213	49.2	199	101.6	13,094	49.2	△ 681	94.8
Selling, general, and administrative	7.010	07.7	0.040	07.0	170	100.0	7.400	00.0	A 440	04.1
expenses	7,019	27.7	6,840		179	102.6	7,460	28.0	△ 440	94.1
Operating income	5,393	21.3	5,372	21.6	20	100.4		21.2	△ 241	95.7
Other income	182		129		53		20		162	
Other expenses	15		290		△ 274		20		△ 4	
Ordinary income	5,560	22.0	5,211	21.0	348	106.7	5,634	21.2	△ 74	98.7
Extraordinary income	205		3		201		-		205	
Extraordinary expenses	282		129		153		150		132	
Income before income taxes and minorit										
interests	5,482	21.7	5,085	20.5	396	107.8		20.6	Δ1	100.0
Corporation tax, inhabitants' taxes, etc	2,215		2,113		102		2,143		71	
(Tax burden)	40.4%		41.6%				39.1%			
Net income	3,266	12.9	2,972	12.0	294	109.9	3,340	12.6	△ 73	97.8
EPS (total shares minus directors'			•	•						

EPS (total states immediate)
EPS (minus treasury shares and directors' bonuses)
Number of shares outstanding
Average number of shares outstanding
(after deducting treasury shares) 195.82 177.80 200.34 205.59 16,341,155 210.33 16,341,155 185.88 16,341,155 15,564,484 15,630,611 15,565,292

<sup>\*</sup> Full-year EPS forecast (after deducting directors' bonuses): ¥205.60 (based on shares outstanding [15,563,902] after deducting treasury shares at end of 3rd quarter)