

## Financial Highlights

**Consolidated** (Years ended March 31)

(Millions of Yen)

	2006	2005	2004	2003	2002	2001	2000
Net Sales	550,301	435,198	409,962	378,064	335,246	253,724	280,620
Cost of Sales	514,071	406,902	379,535	345,785	300,053	228,419	254,076
Gross Profit Ratio(%)	6.6	6.5	7.4	8.5	10.5	10.0	9.5
Operating Income(Loss)	20,389	13,221	15,486	17,080	19,968	8,347	11,023
Net Income(Loss)	15,011	11,585	10,587	6,768	4,942	4,775	441
Cash and Cash Equivalents at end of year	91,489	68,925	99,987	89,033	53,218	76,562	79,018
Total Current Assets	231,776	231,811	234,521	218,488	197,192	191,621	238,211
Total Current Liabilities	175,428	175,066	160,128	160,553	152,327	174,204	151,797
Interest-bearing Debt	16,299	16,263	17,465	18,056	30,156	37,589	78,972
Working Capital	56,348	56,745	74,393	57,935	44,865	17,417	86,414
Current Ratio(%)	132.1	132.4	146.5	136.1	129.5	110.0	156.9
Property and Equipment, at Net Book Value	65,687	65,887	67,171	68,874	71,166	73,963	77,336
Total Assets	375,287	367,438	355,009	335,778	322,672	326,080	348,111
Long-term Debt, Less Current Maturities	993	15,712	16,086	15,855	16,894	4,050	58,348
Total Shareholders' Equity	173,063	151,155	146,289	131,248	127,634	123,118	114,576
New Contracts	807,649	469,534	498,252	351,641	344,218	323,751	227,821
Outstanding Contracts	1,009,188	714,100	674,600	595,100	601,000	—	—
Net Income(Loss) per Share(in yen)	58.33	44.93	40.88	25.65	19.45	20.12	1.96
Cash Dividends -per Share(in yen)	11.0	8.5	8.0	6.0	5.0	4.5	3.0
Equity Ratio(%)	46.1	41.1	41.2	39.1	39.6	37.8	32.9
ROA	4.0	3.2	3.0	2.0	1.5	1.5	0.1
ROE	8.7	7.7	7.2	5.2	3.9	3.9	0.4
Number of Employees	4,205	4,147	4,063	3,802	3,347	3,447	3,830

**Non-consolidated** (Years ended March 31)

(Millions of Yen)

	2006	2005	2004	2003	2002	2001	2000
Net Sales	484,382	386,041	367,741	338,946	298,770	218,323	230,592
Cost of Sales	463,667	369,945	347,737	316,802	273,536	201,733	213,714
Gross Profit Ratio(%)	4.3	4.2	5.4	6.5	8.4	7.6	7.3
Operating Income(Loss)	12,221	7,748	11,171	13,164	16,862	5,821	7,597
Income before Taxes on Income	16,651	12,787	12,934	7,411	6,410	5,602	2,977
Net Income(Loss)	11,411	8,690	8,265	5,307	4,490	4,286	1,383
Total Current Assets	191,149	201,338	207,037	193,500	170,657	165,538	210,165
Total Current Liabilities	158,011	161,881	147,385	147,994	136,535	158,568	134,006
Interest-bearing Debt	21,149	19,681	17,188	17,864	25,000	31,359	72,005
Working Capital	33,138	39,457	59,652	45,506	34,122	6,970	76,159
Current Ratio(%)	121.0	124.4	140.5	130.7	125.0	104.4	156.8
Property and Equipment, at Net Book Value	53,744	54,897	56,355	59,767	62,359	66,824	68,866
Total Assets	333,545	332,727	319,109	303,527	289,373	294,540	314,698
Long-term Debt, Less Current Maturities	176	15,227	15,277	15,328	15,525	2,734	56,410
Total Shareholders' Equity	155,635	136,660	134,860	121,985	120,688	116,974	109,195
New Contracts	765,188	439,355	477,955	336,213	327,816	309,347	211,473
Outstanding Contracts	995,020	705,560	652,247	561,080	596,245	555,324	537,237
Net Income(Loss) per Share(in yen)	44.49	33.82	31.98	20.13	17.67	18.06	6.16
Cash Dividends -per Share(in yen)	11.0	8.5	8.0	6.0	5.0	4.5	3.0
Equity Ratio(%)	46.7	41.1	42.3	40.2	41.7	39.7	34.7
ROA	3.4	2.6	2.6	1.7	1.6	1.5	0.4
ROE	7.3	6.4	6.1	4.4	3.7	3.7	1.3
Number of Employees	1,868	1,804	1,719	1,705	1,865	1,927	2,012