

1. 経営成績概況 Results of Operations

(百万円 / ¥ million)	00/3	01/3	02/3 予 Est.
売上高 Net Sales	410,338	443,930	450,000
前年比 Change (%)	-9.0	+8.2	+1.4
国内 Domestic Sales	231,181	269,536	
前年比 Change (%)	-5.7	+16.6	
海外 Overseas Sales	179,157	174,394	
前年比 Change (%)	-13.0	-2.7	
売上原価 Cost of Sales	281,772	315,207	
前年比 Change (%)	-8.0	+11.9	
売上原価率 Cost of Sales Margin (%)	68.7	71.0	
販売費・一般管理費 SG&A Expenses	109,089	110,818	
前年比 Change (%)	-17.5	+1.6	
販・管費率 SG&A Expenses Margin (%)	26.6	25.0	
営業利益 Operating Income	19,477	17,905	18,500
前年比 Change (%)	+55.2	-8.1	+3.3
営業利益率 Operating Income Margin (%)	4.7	4.0	4.1
受取利息・配当金 Interest & Dividends Income	1,928	1,923	
前年比 Change (%)	+5.6	-0.3	
支払利息・割引料 Interest Expense *	4,014	3,601	
前年比 Change (%)	-19.3	-10.3	
金融収支 Net Interest Income (Expense)	-2,086	-1,678	
経常利益 Ordinary Income	14,210	11,886	13,000
前年比 Change (%)	+129.9	-16.4	+9.4
経常利益率 Ordinary Income Margin (%)	3.5	2.7	2.9
当期純利益 Net Income	6,173	6,547	7,000
前年比 Change (%)	-	+6.1	+6.9
当期純利益率 Net Income Margin (%)	1.5	1.5	1.6

* CP利息を含む

Including commercial paper interest.