

## Financial Summary: FY2004 Consolidated Results

4. April 1 2003 through March 31 2004 –

Unit: JPY in billion, Fraction less than half omitted  
Volume in thousand units.  
Changes from last year expressed in percent in bracket.  
Negative numbers shown with the bracket

	FY2003 (April '02 to Mar '03)		FY2004 (April '03 to March '04)		FY2005 Forecast (April '04 to March '05)	
Sales Revenue	1,349.4	(15.5%)	1,430.3	6.0%	1,350.0	(5.6%)
Japan	474.0	(6.0%)	627.4	32.4%	510.0	(18.7%)
International	875.5	(20.0%)	803.0	(8.3%)	840.0	4.6%
Operating Profit	15.5	2.2%	84.5	446.4%	70.0	(17.1%)
% to sales	1.1%		5.9%		5.2%	
Working Profit	(4.2)	-	81.7	-	65.0	(20.4%)
% to sales	(0.3%)		5.7%		4.8%	
Net Income (loss)	(144.3)	-	54.7	-	50.0	(8.6%)
Net margin %	(10.7%)		3.8%		3.7%	
Operating profit improvement/ deterioration factors	/		Profit increase due to: Expense cut 45.6 Sales mix 39.1 Rationalization 24.0 Profit decrease due to: GM alliance-related (18.9) Expense (10.5) PT subs. deconsolidation (7.8) FX (2.5)		Profit increase due to: Rationalization 11.4 Expense 7.9 Consolidation of Thailand mfg. Operations 4.3 Profit decrease due to: 25.0 10.0 3.1	
Exchange rate	¥ 122/US \$		¥114/US \$		¥105/US \$	
Facility Investment	32.7	(50.9%)	34.0	4.0%	43.0	26.5%
Depreciation	43.2	(41.3%)	27.3	(36.8%)	26.0	(4.8%)
R&D	53.6	(13.1%)	47.5	(11.4%)	50.0	5.3%
Performance Evaluation, etc.	Took special charges for restructuring		Record operating profit, working profit and net income		Achieve New 3-year Business Plan Targets	
Sales: Japan	62	(3.1%)	103	66.5%	81	(21.5%)
Sales: International	216	(11.5%)	177	(17.9%)	164	(7.7%)