

## Summary (Consolidated)

(Unit : Millions of JPY)

	1999/3 Result	2000/3 Result	2001/3 Result	2002/3 Result	2003/3 Forecast
<b>Net Sales</b>	100% 464,332	100% 463,069	115% 531,908	101% 538,790	107% 575,000
<b>Operating Income</b>	113% (5.0%) 23,004	113% (5.6%) 25,888	154% (7.5%) 39,814	105% (7.8%) 41,967	110% (8.0%) 46,000
<b>Ordinary Income</b>	114% (3.4%) 15,714	129% (4.4%) 20,341	184% (7.1%) 37,522	107% (7.5%) 40,329	104% (7.3%) 42,000
<b>Net Income</b>	114% (1.3%) 6,194	169% (2.3%) 10,453	191% (3.7%) 19,939	90% (3.3%) 17,937	123% (3.8%) 22,000

□ % =Year on Year (Net Change compared with the Previous Fiscal Year) ( %)= % of each Income to Net Sales

## Summary (Non-Consolidated)

	1999/3 Result	2000/3 Result	2001/3 Result	2002/3 Result	2003/3 Forecast
<b>Net Sales</b>	97% 320,030	100% 320,507	115% 367,506	99% 364,857	100% 365,000
<b>Operating Income</b>	126% (4.1%) 13,216	93% (3.8%) 12,299	173% (5.8%) 21,266	121% (7.0%) 25,713	78% (5.5%) 20,000
<b>Ordinary Income</b>	126% (3.3%) 10,719	119% (4.0%) 12,716	196% (6.8%) 24,927	114% (7.8%) 28,301	92% (7.1%) 26,000
<b>Net Income</b>	92% (1.2%) 3,825	178% (2.1%) 6,791	190% (3.5%) 12,933	88% (3.1%) 11,342	123% (3.8%) 14,000

□ % =Year on Year (Net Change compared with the Previous Fiscal Year) ( %)= % of each Income to Net Sales

## The Ratios of Consolidated to Non-Consolidated

(Unit :Times)

<b>Net Sales</b>	1.45	1.44	1.45	1.48	1.58
<b>Net Income</b>	1.62	1.54	1.54	1.58	1.57

# Net Sales and Operating Income

## ① Net Sales by Segments(Consolidated)

(Unit : Millions of JPY)

	1999/3	2000/3	2001/3	2002/3	2003/3 Forecast
Air conditioning	103% 345,837	100% 344,213	117% 401,192	105% 422,224	105% 443,000
Chemicals	103% 79,629	103% 81,957	117% 96,188	85% 81,704	116% 95,000
Others	80% 38,866	95% 36,899	94% 34,528	101% 34,862	106% 37,000
<b>Total</b>	100% 464,332	100% 463,069	115% 531,908	101% 538,790	107% 575,000

Sales(Domestic)	93% 321,180	100% 322,548	112% 361,709	100% 360,066
Sales(Overseas)	124% 143,152	98% 140,521	121% 170,199	105% 178,724
<b>% of Overseas Sales</b>	<b>30.8%</b>	<b>30.3%</b>	<b>32.0%</b>	<b>33.2%</b>

% = Year on Year (Net Change compared with the Previous Fiscal Year)

## ② Operating Income (Consolidated)

(Unit : Millions of JPY)

	1999/3	2000/3	2001/3	2002/3	2003/3 Forecast
Air conditioning	148% 8,901 (2.6%)	152% 13,492 (3.9%)	181% 24,455 (6.1%)	132% 32,221 (7.6%)	105% 33,800 (7.6%)
Chemicals	115% 13,413 (16.8%)	90% 12,041 (14.7%)	133% 15,955 (16.6%)	58% 9,298 (11.4%)	124% 11,500 (12.1%)
Others	27% 690 (1.8%)	51% 355 (1.0%)	- △ 598 -(1.7%)	- 448 (1.3%)	- 700 (1.9%)
<b>Total</b>	113% 23,004 (5.0%)	113% 25,888 (5.6%)	154% 39,814 (7.5%)	105% 41,967 (7.8%)	110% 46,000 (8.0%)

% =Year on Year (Net Change compared with the Previous Fiscal Year) ( %) = % of Operating Income to Net Sales