

## 12. Fourth-Quarter Consolidated Statements of Operations

|  |          | Yen<br>(millions)              |                                | Change (%) |
|--|----------|--------------------------------|--------------------------------|------------|
|  |          | 4Q FY 2005<br>(1/1/06-3/31/06) | 4Q FY 2004<br>(1/1/05-3/31/05) |            |
| <b>Net sales</b>   | <b>Y</b> | <b>1,477,642</b>               | 1,499,052                      | -1.4       |
| <b>Operating costs and expenses:</b>                               |          |                                |                                |            |
| Cost of sales  |          | 1,075,316                      | 1,103,850                      | -2.6       |
| Selling, general and<br>administrative expenses                    |          | <u>281,004</u>                 | <u>273,123</u>                 | +2.9       |
|  |          | <u>1,356,320</u>               | <u>1,376,973</u>               |            |
| <b>Operating income</b>  |          | <b>121,322</b>                 | 122,079                        | -0.6       |
| <b>Other income (expenses):</b>                                    |          |                                |                                |            |
| Net interest <sup>*1</sup>   |          | (2,561)                        | (2,955)                        |            |
| Equity in earnings of<br>affiliated companies, net                 |          | 2,782                          | (1,498)                        |            |
| Amortization of unrecognized obligation<br>for retirement benefits |          | (4,872)                        | (9,808)                        |            |
| Gain on sales of marketable securities                             |          | -                              | 129,808                        |            |
| Gain on business transfer  |          | -                              | 36,534                         |            |
| Provision for prior product warranties <sup>*2</sup>               |          | (7,413)                        | -                              |            |
| Restructuring charges <sup>*3</sup>                                |          | (6,085)                        | (13,242)                       |            |
| Real estate valuation losses                                       |          | -                              | (15,274)                       |            |
| Other, net   |          | <u>(9,910)</u>                 | <u>(8,531)</u>                 |            |
|  |          | <u>(28,059)</u>                | <u>115,034</u>                 | -          |
| <b>Income before income taxes<br/>and minority interests</b>       |          | <b>93,263</b>                  | 237,113                        | -60.7      |
| <b>Income taxes</b>  |          | <b>30,567</b>                  | 186,386                        |            |
| <b>Minority interests</b>  |          | <b>(5,184)</b>                 | (1,089)                        |            |
| <b>Net income</b>  | <b>Y</b> | <u><b>57,512</b></u>           | <u>49,638</u>                  | +15.9      |

Notes:

\*1 Net interest consists of interest income, dividend income and interest charges.

\*2 Provision for prior product warranties is related to provision to cover warranty-related costs for products sold in prior fiscal years.

\*3 Restructuring charges for 4Q FY 2005 are related to expenses for restructuring to improve business profitability and asset efficiency, realignment of business locations, etc.