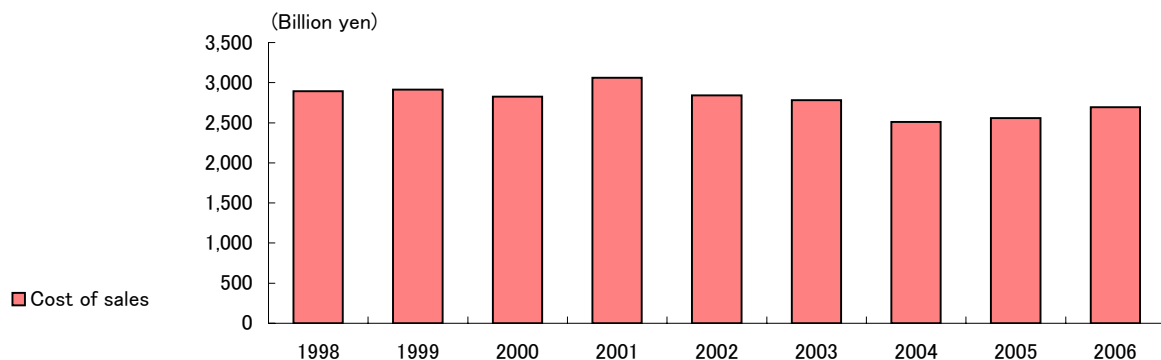
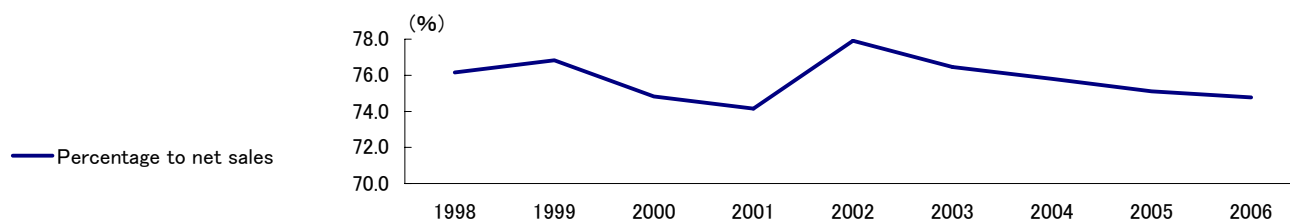
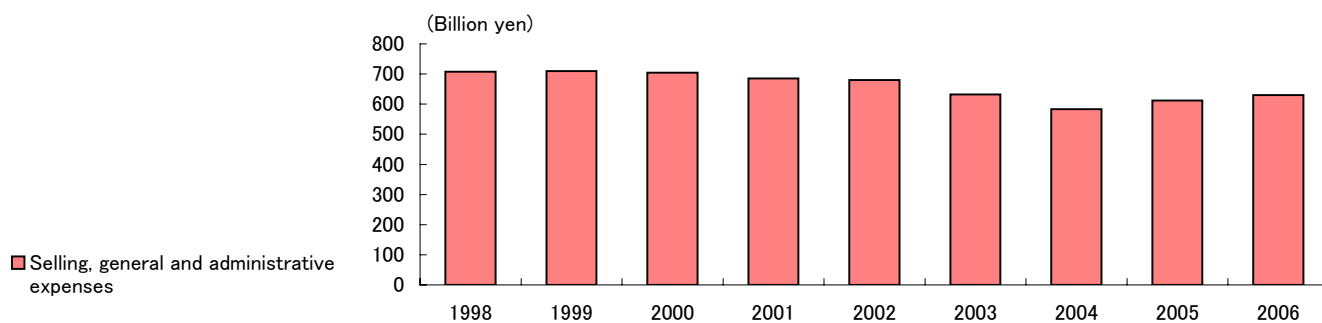
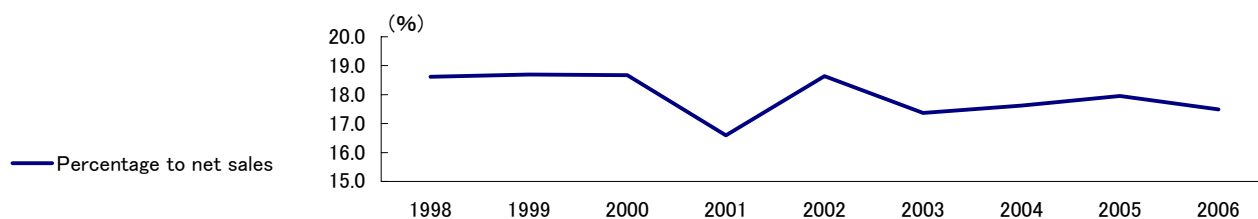


## COSTS AND EXPENSES

### Cost of Sales



### Selling, General and Administrative Expenses



(Years ended March 31)

	1998	1999	2000	2001	2002	2003	2004	2005	2006
Cost of sales (Million yen)	2,894,947	2,914,938	2,823,741	3,062,392	2,842,658	2,782,180	2,508,519	2,559,499	2,694,985
Cost of sales/net sales (%)	76.2	76.8	74.8	74.2	77.9	76.5	75.8	75.1	74.8
Selling, general and administrative expenses (Million yen)	707,764	709,178	704,573	685,063	680,178	632,052	583,098	612,430	630,438
Selling, general and administrative expenses/net sales (%)	18.6	18.7	18.7	16.6	18.6	17.4	17.6	18.0	17.5