## Consolidated Financial Highlights

| OTSUKA CORPORATION and its Consolidated Subsidiaries Years ended December 31, 2002, 2003 and 2004 |  |  | Millions ofyen $\|$2004 | $\begin{array}{r} \text { Thousands of } \\ \text { U.S. dollars } \\ \hline 2004 \end{array}$ | \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2002 | 2003 |  |  | Change |
| Net sales | $¥ 324,289$ | $¥ 344,377$ | $¥ 372,481$ | \$3,574,673 | +8.2 |
| System Integration Business | 219,690 | 225,842 | 238,729 | 2,291,065 | +5.7 |
| Service and Support Business | 103,380 | 116,665 | 130,959 | 1,256,804 | +12.3 |
| Other Business | 1,219 | 1,869 | 2,792 | 26,794 | +49.4 |
| Operating income | 7,990 | 9,221 | 17,009 | 163,234 | +84.5 |
| Recurring profit | 7,766 | 9,055 | 17,036 | 163,493 | +88.1 |
| Income before income taxes and minority interests | 4,706 | 4,619 | 18,548 | 178,003 | +301.5 |
| Net income | 2,405 | 2,457 | 11,247 | 107,936 | +357.7 |
| Total assets | 148,563 | 162,144 | 167,228 | 1,604,875 | +3.1 |
| Total interest-bearing debt | 29,795 | 36,858 | 21,337 | 204,769 | -42.1 |
| Total shareholders' equity | 42,351 | 43,978 | 54,667 | 524,635 | +24.3 |
| Net income per share (EPS) (Yen and U.S. dollars) | 75.96 | 77.67 | 355.88 | 3.41 | +358.2 |
| Dividends per share of common stock (Yen and U.S. dollars) | 20.00 | 20.00 | 55.00 | 0.52 | +175.0 |
| Cash flows from operating activities per share (Yen and U.S. dollars) | 468.47 | 497.87 | 743.43 | 7.13 | +49.3 |
| Operating income to net sales ratio (\%) | 2.46 | 2.68 | 4.57 | - |  |
| Net income to net sales ratio (\%) | 0.74 | 0.71 | 3.02 | - |  |
| Total interest-bearing debt ratio (\%) | 20.06 | 22.73 | 12.76 | - |  |
| Shareholders' equity ratio (\%) | 28.51 | 27.12 | 32.69 | - |  |
| Return on equity (ROE) (\%) | 5.76 | 5.69 | 22.80 | - |  |

Note:
Figures for ROE are calculated using average shareholders' equity.
U.S. dollar amounts are computed using the December 31,2004 exchange rate of $¥ 104.2=$ US $\$ 1$.

Net sales


Operating income, Recurring profit, Net income


Total assets, Total interest-bearing debt
Total interest-bearing debt


Note:
During the fiscal year 2003, the Company changed its policy from rounding off sums of less than a million yen to rounding down.

