

**Direct Translation of Japanese RENKETSU KESSAN TANSHIN**

Fiscal year ending March 31, 2001

November 10, 2000

**Consolidated Interim Financial Results**

Listed company name: Minolta Co., Ltd.  
 Security code: 7753  
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Stock Listings: First sections of Tokyo Securities Exchange,  
 Osaka Stock Exchange,  
 and Nagoya Stock Exchange  
 Meeting of the Board of Directors for Interim Closing Held: November 10, 2000

**1. Financial Results for the First Half of Fiscal 2000**

(Periods ended September 30, 2000 and 1999)

**(1) Operating Results**

Amounts less than ¥1 million, except per share amounts, have been omitted in the following tables.

(Millions of yen)

|                 | Net sales    | Operating profit | Recurring income |
|-----------------|--------------|------------------|------------------|
| FY2000 1st half | 222,882 (—%) | 8,417 (—%)       | 4,053 (—%)       |
| FY1999 1st half | — (—%)       | — (—%)           | — (—%)           |
| FY1999          | 482,767      | 20,268           | 8,548            |

|                 | Net income | Net income per share (Yen) | Net income per share:<br>Assuming full dilution (Yen) |
|-----------------|------------|----------------------------|---|
| FY2000 1st half | 1,536 (—%) | 5.48                       | —   |
| FY1999 1st half | — (—%)     | —                          | —   |
| FY1999          | 3,144      | 11.22                      | —   |

Note: 1. Equity in profit or loss of unconsolidated subsidiaries and affiliates:  
 FY2000 1st half ¥— FY1999 ¥—  
 FY1999 1st half ¥—

2. Loss on valuation of derivative transactions: ¥922 million

3. No changes were made to accounting policies in fiscal 2000.

4. Percentages shown for net sales, operating income, recurring income, and interim net income represent the increase or decrease compared with the previous interim period.

**(2) Financial Position**

(Millions of yen)

|                 | Total assets | Total shareholders' equity | Shareholders' equity ratio | Shareholders' equity per share (Yen) |
|-----------------|--------------|----------------------------|----------------------------|--------------------------------------|
| FY2000 1st half | 407,255      | 73,947                     | 18.2%                      | 263.91                               |
| FY1999 1st half | —            | —                          | —                          | —                                    |
| FY1999          | 411,606      | 83,773                     | 20.4%                      | 298.98                               |

### (3) Cash Flows

(Millions of yen)

|                 | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at end of period |
|-----------------|--------------------------------------|--------------------------------------|--------------------------------------|--|
| FY2000 1st half | 1,408                                | (13,576)                             | (2,561)                              | 23,868                                     |
| FY1999 1st half | —                                    | —                                    | —                                    | —  |
| FY1999          | 19,309                               | (31,052)                             | 13,338                               | 38,496                                     |

### (4) Scope of Consolidation and Companies Accounted for by the Equity Method

Number of consolidated subsidiaries: 66

Number of non-consolidated subsidiaries  
accounted for by the equity method: —

Number of affiliated companies  
accounted for by the equity method: —

### (5) Changes in Scope of Consolidation and Companies Accounted for by the Equity Method

Newly consolidated company: 1

Newly unconsolidated companies: —

Companies newly accounted for by the equity method: —

Companies no longer accounted for by the equity method: —

## 2. Projected Operating Results (Year Ending March 31, 2001)

(Millions of yen)

|             | Net Sales | Recurring income | Net income |
|-------------|-----------|------------------|------------|
| Fiscal year | 475,000   | 9,000            | 4,500      |

Estimated net income per share for the year: Consolidated basis ¥16.06

## The Minolta Group

The Minolta Group, the Company and its affiliated companies, consists of Minolta Co., Ltd. and its 94 subsidiaries and 5 affiliates. The Group is mainly engaged in business operations from development, manufacture and sales to after-sale services related to image information products and optical products.

The main products and main companies in charge for each operational category are as follows. These categories are the same as the classifications by industry in the segment information.

### Main products

| Operational category       | Products category              | Main products  |
|----------------------------|--------------------------------|--|
| Image information products | Copiers                        | Digital copiers<br>Digital full color copiers<br>Analog copiers                          |
|                            | Printers                       | Laser printers<br>Full color laser printers  |
|                            | Others                         | Microfilm equipment<br>Facsimile   |
| Optical products           | Photographic Equipment         | Single-lens reflex cameras<br>Compact cameras<br>Digital cameras<br>Lenses<br>Binoculars |
|                            | Radiometric instruments        | Industrial instruments<br>Optical medical instruments<br>Photographic meters             |
|                            | Optical devices and components | Optical units  |
|                            | Others                         | Planetariums   |
| Others                     |                                | Products not included in the above   |

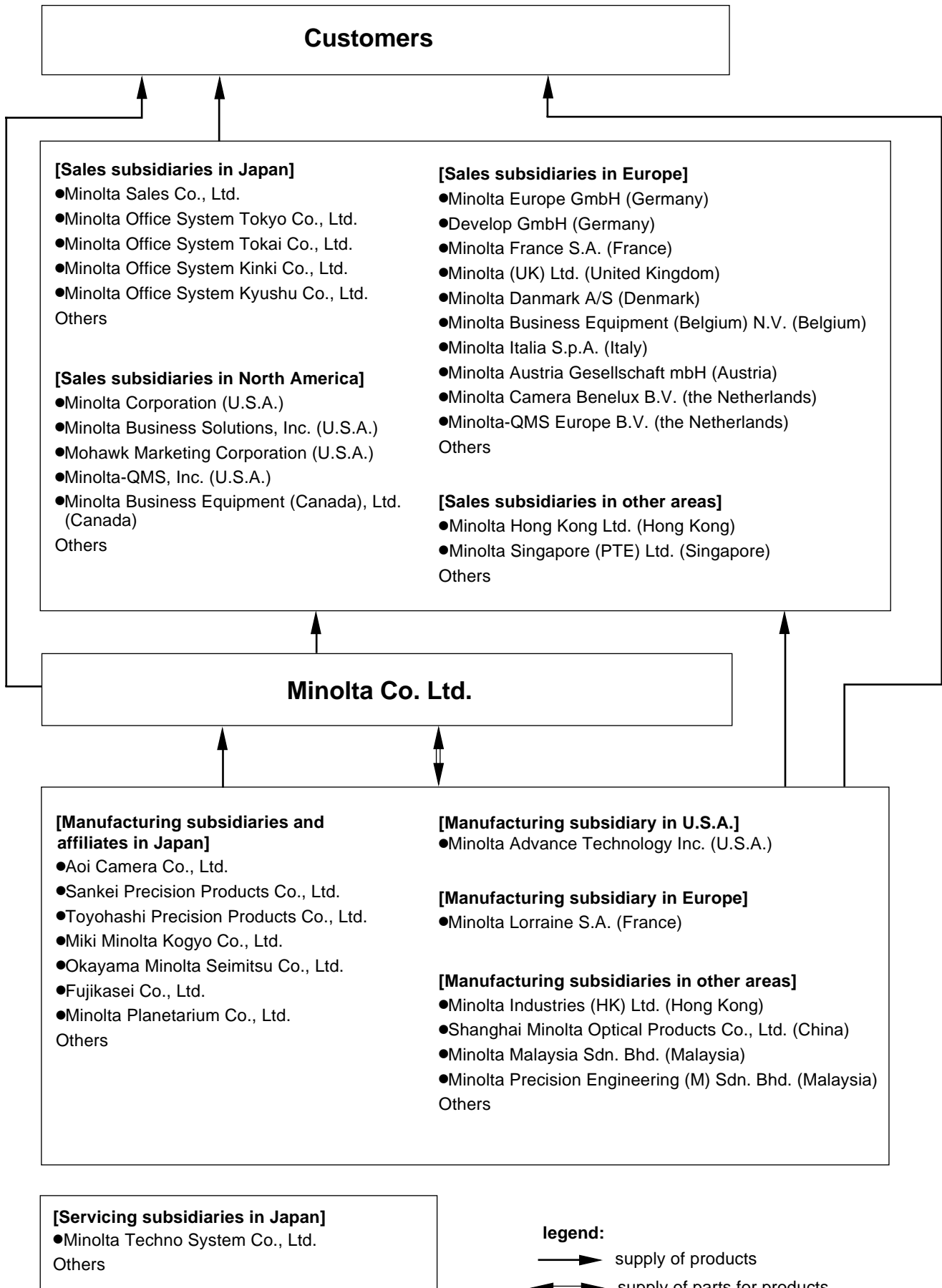
### Main companies

| Name of company                        | Address (Japan)                       | Capital (million) | Main business lines                                      | Holding ratio |
|--|---------------------------------------|-------------------|--|---------------|
| Minolta Sales Co., Ltd.                | Minato-ku, Tokyo                      | ¥2,000            | Image information products<br>Optical products           | 100%          |
| Minolta Techno System Co., Ltd.        | Minato-ku, Tokyo                      | ¥80               | Image information products                               | 100% (100%)   |
| Minolta Office System Tokyo Co., Ltd.  | Koto-ku, Tokyo                        | ¥100              | Image information products                               | 100% (100%)   |
| Aoi Camera Co., Ltd.                   | Koda-cho, Nukata-gun, Aichi Pref.     | ¥20               | Image information products<br>Optical products<br>Others | 100%          |
| Sankei Precision Products Co., Ltd.    | Toyokawa, Aichi Pref.                 | ¥30               | Image information products                               | 100%          |
| Fujikasei Co., Ltd.                    | Toyokawa, Aichi Pref.                 | ¥40               | Image information products<br>Optical products<br>Others | 90% (90%)     |
| Toyohashi Precision Products Co., Ltd. | Toyohashi, Aichi Pref.                | ¥80               | Image information products<br>Optical products<br>Others | 100%          |
| Minolta Office System Tokai Co., Ltd.  | Naka-ku, Nagoya                       | ¥30               | Image information products                               | 100% (100%)   |
| Minolta Planetarium Co., Ltd.          | Suita, Osaka Pref.                    | ¥100              | Optical products   | 100%          |
| Minolta Office System Kinki Co., Ltd.  | Chuo-ku, Osaka                        | ¥100              | Image information products                               | 100% (100%)   |
| Miki Minolta Kogyo Co., Ltd.           | Miki, Hyogo Pref.                     | ¥10               | Image information products                               | 100%          |
| Okayama Minolta Seimitsu Co., Ltd.     | Ochiai-cho, Maniwa-gun, Okayama Pref. | ¥40               | Image information products<br>Optical products<br>Others | 100%          |
| Minolta Office System Kyushu Co., Ltd. | Hakata-ku, Fukuoka                    | ¥50               | Image information products                               | 100% (100%)   |

| Name of company                             | Address                       | Capital (thousand) | Main business lines                            | Holding ratio |
|---|-------------------------------|--------------------|--|---------------|
| Minolta Corporation                         | New Jersey, U.S.A.            | USD40,000          | Image information products<br>Optical products | 100%          |
| Minolta Business Solutions, Inc.            | New Jersey, U.S.A.            | USD 9,151          | Image information products                     | 100% (100%)   |
| Minolta Advance Technology Inc.             | New York, U.S.A.              | USD 2,500          | Image information products                     | 100%          |
| Mohawk Marketing Corporation                | Virginia, U.S.A.              | USD 601            | Optical products<br>Others                     | 100% (100%)   |
| Minolta-QMS, Inc.                           | Alabama, U.S.A.               | USD 139            | Image information products                     | 57.1% (57.1%) |
| Minolta Business Equipment (Canada) Ltd.    | Ontario, Canada               | CAD 6,250          | Image information products                     | 100% (100%)   |
| Minolta Europe GmbH                         | Langenhagen, Germany          | EUR76,609          | Image information products<br>Optical products | 100%          |
| Develop GmbH                                | Gerlingen, Germany            | DEM 3,000          | Image information products                     | 100% (100%)   |
| Minolta Danmark A/S                         | Rodovre, Denmark              | DKK 3,000          | Image information products                     | 100% (100%)   |
| Minolta Camera Benelux B.V.                 | Maarssebroek, The Netherlands | NLG 1,500          | Optical products                               | 100% (100%)   |
| Minolta-QMS Europe B.V.                     | Utrecht, The Netherlands      | NLG 35             | Image information products                     | 57.1% (57.1%) |
| Minolta (UK) Ltd.                           | Milton Keynes, U.K.           | GBP 1,500          | Image information products<br>Optical products | 100% (100%)   |
| Minolta Business Equipment (Belgium) N.V.   | Zaventem, Belgium             | EUR 991            | Image information products                     | 100% (100%)   |
| Minolta France S.A.                         | Carrières sur Seine, France   | FRF60,020          | Image information products<br>Optical products | 100% (100%)   |
| Minolta Lorraine S.A.                       | Eloyes, France                | EUR 6,100          | Image information products                     | 100%          |
| Minolta Austria Gesellschaft mbH            | Wien, Austria                 | ATS34,400          | Image information products<br>Optical products | 100% (100%)   |
| Minolta Italia S.p.A.                       | Milano, Italy                 | ITL9,061,744       | Image information products<br>Optical products | 100% (100%)   |
| Shanghai Minolta Optical Products Co., Ltd. | Shanghai, P.R. China          | USD 9,000          | Optical products                               | 77.5% (77.5%) |
| Minolta Hong Kong Ltd.                      | Hong Kong, P.R. China         | HKD 1,200          | Image information products<br>Optical products | 70%           |
| Minolta Industries (HK) Ltd.                | Hong Kong, P.R. China         | HKD156,000         | Image information products                     | 100%          |
| Minolta Malaysia Sdn. Bhd.                  | Selangor, Malaysia            | MYR 2,000          | Optical products                               | 100%          |
| Minolta Precision Engineering (M) Sdn. Bhd. | Selangor, Malaysia            | MYR10,000          | Optical products                               | 100%          |
| Minolta Singapore (PTE) Ltd.                | Singapore                     | SGD 3,225          | Image information products<br>Optical products | 100%          |

Note: 1. Figures of holding ratio in parentheses indicate indirect holding ratio which are included in total value of ratios.

The following chart shows situations of operational system.



Note: The above chart is as of September 30, 2000.

# Management Policy and Overview of Performance

## 1. Management Policy

### <Fundamental Management Policy>

Minolta's fundamental mid-term management policy consists of the following four principles, aimed at achieving continued growth to satisfy the expectations of all stakeholders related to the Company, by concentrating the forces of the Company and all members of the Minolta Group.

1. Management that is conscious of corporate governance
2. Management that strengthens consolidated administration of the Group
3. Management that raises core competence in growing fields of business
4. Management that extracts the latent abilities of personnel

With these principle we are strengthening our 'customer first' activities, and also working to speed-up our management processes with practical and effective business decisions making and powerful strategy.

### <Basic Dividend Policy>

Minolta's basic dividend amount is determined by the Company's profitability. It takes into consideration achieving profit targets, increasing shareholder value, maintaining a stable dividend level, accumulating internal reserves required for future business development, and strengthening our financial structure based on the above-mentioned management policy.

### <Mid-term Management Strategies and Targets>

We began implementing our mid-term management strategies in April 1999, starting to work toward being an excellent company that is highly competitive on a global basis. To survive the competition in the 21st century, we are concentrating management resources on our strongest fields and by utilizing core technologies in growing business fields. For the year ending March 31, 2004, the final fiscal year of the plan, we set performance targets for consolidated net sales and net income of ¥800,000 million and ¥19,000 million respectively, and we endeavor to achieve further growth in net sales and profitability, more effective management, and a stronger financial structure.

### <Minolta's Tasks>

Our most important task is to actively respond to the global trend toward a highly information-oriented society in order to take advantage of new business opportunities. Given that our performance targets cannot be met without our growth, we will concentrate on enhancing our basic strengths as a manufacturer. To be specific, we will promote increasing customer satisfaction by developing new products and technologies that more closely match the market demands, controlling procurement by the Group to strengthen cost competitiveness, optimizing production processes, and expanding sales on a consolidated basis. Because our global network is one of our core competencies, we have also recognized the importance of establishing flexible profitability and financial structures to withstand foreign exchange fluctuations. In addition, we are working to preserve the environment on a global scale by promoting the manufacturing environment-conscious products and recycling.

## 2. Overview of Performance

### (1) The Period under Review

(The interim period ended September 30, 2000)

During the period under review, overseas economies in general continued to improve. Although there was a slowdown in consumer spending and in housing investment, the U.S. economy continued its strong expansion supported by firm business investment. In Europe, economies remained on the upswing, assisted by the recovery of other surrounding economies, by the growing exports due to the weak Euro, and by the firm consumer spending. In Asia, economies progressed further down the road to recovery mainly due to rising exports prompted by the strong performances of the world's major economies. Against a backdrop of rising business investment and exports, the Japanese economy continued its mild recovery. The yen appreciated compared with the same period in the previous fiscal year.

Amid these economic conditions, the business trends of the Group shifted from analog products to digital products and networking. Along with the expansion of the market for digital products globally, price competition intensified. Facing this difficult business condition, the Group focused its management resources on its digital products business, aiming for growth in sales and profits. Moreover, giving high priority to speedy management, the Group also concentrated on strengthening its business operations and reforming its structure for the future.

In our mainstay image information product operations, we endeavored to expand sales, mainly of our full line-up of "DiALTA" digital copiers and digital color copiers. In the printer category, we steadily increased sales of OEM printers. At the same time, we aimed to expand sales of an integrated brand of printers by moving forward with the integration of QMS, Inc., a U.S. printer manufacturer for which Minolta acquired a controlling interest in July 1999, and which changed its company's name to MINOLTA-QMS, Inc. Believing it necessary to make MINOLTA-QMS a wholly owned subsidiary, Minolta reached on an agreement to acquire the remaining shares of the company through a public tender offer in September 2000. During the period under review, sales of image information products expanded, mainly due to sales growth in Europe. Unfortunately, because of the unavoidable influence of the strong yen, sales for the interim period were held to ¥171,700 million, and operating profit was ¥9,963 million.

In our optical product operations, we marketed various new products including our "α-7" SLR (Single-Lens Reflex) cameras and our "CAPIOS 125S" and "VECTIS 3000" compact cameras, striving to maintain our sales in the film camera market. On the other hand, we also worked to boost sales in the rapidly expanding digital camera market by introducing the "Dimâge 2300" popular model digital camera and two film scanner models. In the field of radiometric instruments, we began marketing "ChromaMagic" color management software. We also expanded our lineup of color spectrometers, which had a positive effect of an increase in sales in the Asian markets. In the optical devices and components field, we aimed to achieve growth in the sales of highly functional optical components such as digital projectors. In our new business of glass substrates for hard disks, we focused on achieving consistent high quality, and now we are ready to contribute to optical product sales in the second half. Affected by the sharp decline in the demands of the 35mm film camera market, the intensified price competition, the weak Euro, and start up expenses for new businesses, sales of optical product operations amounted to ¥46,588 million, resulting in an operating loss of ¥1,656 million.

Sales of other business operations, which chiefly comprise the wholesale trade of electric appliances and the manufacture and sale of parts, were ¥4,593 million and operating profit was ¥102 million. Due to the introduction of new accounting standards for retirement benefits and pension plans, our retirement benefit obligation as of April 1, 2000, was approximately ¥85,200 million as calculated at the discount rate of 3.5%, and the difference at the time of change of accounting standards was approximately ¥22,200 million. The Company plans to amortize this difference amount within 15 years starting this fiscal year as an operating expense.

Under pressure from the strong impact of foreign exchange losses, overall net sales for the interim period under review were ¥222,882 million. Recurring income amounted to ¥4,053 million, because foreign exchange losses, weakened prices due to severe competition, and the amortization of retirement benefit obligations were compensated by our efforts to cut costs and to curtail expenses for sales and administration. Interim net income was ¥1,536 million, negatively affected by a special loss posted due to the introduction of mark-to-market accounting methods. Overseas sales amounted to ¥175,062 million, accounting for 78.5% of net sales.

Looking at the cash flow during the period under review, operating activities provided a cash flow of ¥1,400 million due to the increases in inventories and other assets. On the other hand, investment cash flows, principally for property, plant and equipment, totaled ¥13,500 million. Consequently, free cash flow expenditures rose by ¥12,100 million. By our financial activities, long-term loans were refunded and as a result, cash and cash equivalents at the end of the interim period were ¥23,800 million, decreased by ¥14,600 million from the end of the previous fiscal year. Because this interim period under review is the first time that we have made consolidated interim financial statement, previous interim period figures are not available for comparison.

On a non-consolidated basis, net sales edged down 5.7% from the interim period of the previous fiscal year to ¥138,130 million. Recurring income grew 10.2%, to ¥3,893 million, while net income fell 17.1%, to ¥1,917 million.

An interim cash dividend of ¥3.00 per share was declared.

## (2) The Current Fiscal Year

(The fiscal year ending March 31, 2001)

In the second half of the current fiscal year, the growth of the U.S. economy is expected to slow because of a downturn in consumer spending and a correction in the U.S. stock market. A slowdown is also anticipated in European economies because of continued tight money policies due to inflation concerns related to falling exchange rates and rising oil prices. On the other hand, Japan's economy is expected to continue its mild expansion driven by private-sector demand.

Because of its large proportion of overseas sales, Minolta cannot avoid a substantial decline in income under the current yen exchange rates. However, we, as a Group, will endeavor to expand sales by launching new products in the second half and to reform our business structure.

In accordance with our original estimate, we expected to pay a year-end cash dividend of ¥3.00 per share, for a full year cash dividend of ¥6.00 per share

Our forecasts of performance for the full fiscal year ending March 31, 2001, are as follows: -

|                           |                  | millions<br>of yen | As compared<br>with the previous<br>fiscal year |
|---------------------------|------------------|--------------------|---|
| 1.Consolidated base:      | Net sales        | 475,000            | 98%   |
|                           | Recurring income | 9,000              | 105%  |
|                           | Net income       | 4,500              | 143%  |
| 2. Non-consolidated base: | Net sales        | 290,000            | 103%  |
|                           | Recurring income | 6,000              | 85%   |
|                           | Net income       | 3,000              | 104%  |

In estimating these figures, we set the foreign exchange rates for the second half of fiscal year ending March 31, 2001 as ¥105 = USD1 and ¥92 = EUR1.

\* The above-mentioned forecasts are the results of estimations based on currently available information, and accordingly, contain risks and uncertainties. The actual results of business performance may sometimes differ from these forecasts due to various factors.



# Consolidated Financial Statements

## Consolidated Balance Sheets

(September 30, 2000)

### Assets

(Millions of yen)

|                                      | FY2000 1st half |                   | FY1999          |                   |
|--------------------------------------|-----------------|-------------------|-----------------|-------------------|
|                                      | Amount          | % of total assets | Amount          | % of total assets |
| <b>Current assets:</b>               |                 |                   |                 |                   |
| Cash, including time deposits        | ¥24,588         |                   | ¥23,726         |                   |
| Notes and accounts receivable        | 99,202          |                   | 96,597          |                   |
| Marketable securities                | 81              |                   | 7,130           |                   |
| Inventories                          | 118,230         |                   | 103,170         |                   |
| Deferred tax assets                  | 7,655           |                   | 7,747           |                   |
| Other current assets                 | 10,265          |                   | 23,896          |                   |
| Allowance for doubtful receivables   | (3,736)         |                   | (3,669)         |                   |
| <b>Total current assets</b>          | <b>256,287</b>  | <b>62.9</b>       | <b>258,598</b>  | <b>62.8</b>       |
| <b>Fixed assets:</b>                 |                 |                   |                 |                   |
| <b>Tangible fixed assets:</b>        |                 |                   |                 |                   |
| Buildings and structures             | 27,346          |                   | 26,391          |                   |
| Machinery, equipment and vehicles    | 13,760          |                   | 13,580          |                   |
| Tools, furniture and fixtures        | 27,511          |                   | 26,225          |                   |
| Land                                 | 12,744          |                   | 12,592          |                   |
| Construction in progress             | 158             |                   | 835             |                   |
|                                      | <b>81,521</b>   | <b>20.0</b>       | <b>79,624</b>   | <b>19.4</b>       |
| <b>Intangible fixed assets</b>       |                 |                   |                 |                   |
| Consolidation goodwill               | 5,632           |                   | 6,075           |                   |
| Other intangible fixed assets        | 8,392           |                   | 8,965           |                   |
|                                      | <b>14,024</b>   | <b>3.5</b>        | <b>15,041</b>   | <b>3.7</b>        |
| <b>Investments and other assets:</b> |                 |                   |                 |                   |
| Investments in securities            | 40,613          |                   | 34,866          |                   |
| Long-term loans receivable           | 2,791           |                   | 2,787           |                   |
| Deferred tax assets                  | 5,789           |                   | 5,030           |                   |
| Other investments                    | 7,345           |                   | 7,836           |                   |
| Allowance for doubtful receivables   | (1,116)         |                   | (945)           |                   |
|                                      | <b>55,422</b>   | <b>13.6</b>       | <b>49,575</b>   | <b>12.0</b>       |
| <b>Total fixed assets</b>            | <b>150,968</b>  | <b>37.1</b>       | <b>144,241</b>  | <b>35.1</b>       |
| <b>Translation adjustments</b>       | <b>—</b>        | <b>—</b>          | <b>8,766</b>    | <b>2.1</b>        |
| <b>Total assets</b>                  | <b>¥407,255</b> | <b>100.0</b>      | <b>¥411,606</b> | <b>100.0</b>      |

## Liabilities, Minority Interests and Shareholders' Equity

(Millions of yen)

|  | FY2000 1st half |   | FY1999          |   |
|--|-----------------|---|-----------------|---|
|  | Amount          | % of total liabilities, minority interests and shareholders' equity | Amount          | % of total liabilities, minority interests and shareholders' equity |
| <b>Liabilities</b>   |                 |   |                 |   |
| <b>Current liabilities:</b>  |                 |   |                 |   |
| Notes and accounts payable   | ¥70,200         |   | ¥60,932         |   |
| Short-term loans payable   | 139,726         |   | 139,301         |   |
| Accrued corporation tax  | 4,554           |   | 2,851           |   |
| Allowance for bonuses  | 5,574           |   | 5,159           |   |
| Allowance for product warranty   | 1,338           |   | 1,387           |   |
| Other current liabilities  | 30,594          |   | 34,536          |   |
| <b>Total current liabilities</b>   | <b>251,990</b>  | <b>61.9</b>   | <b>244,168</b>  | <b>59.3</b>   |
| <b>Long-term liabilities:</b>  |                 |   |                 |   |
| Straight bonds   | 25,000          |   | 25,000          |   |
| Long-term loans payable  | 28,678          |   | 32,910          |   |
| Deferred tax liabilities   | 276             |   | 243             |   |
| Reserve for retirement and severance benefits                                      | —               |   | 17,751          |   |
| Reserve for retirement benefits and pension plans                                  | 19,145          |   | —               |   |
| Reserve for retirement and severance benefits for directors and statutory auditors | 574             |   | 556             |   |
| Other long-term liabilities  | 6,567           |   | 5,944           |   |
| <b>Total long-term liabilities</b>   | <b>80,243</b>   | <b>19.7</b>   | <b>82,405</b>   | <b>20.0</b>   |
| <b>Total liabilities</b>   | <b>332,233</b>  | <b>81.6</b>   | <b>326,573</b>  | <b>79.3</b>   |
| <b>Minority interests</b>  | <b>1,074</b>    | <b>0.2</b>  | <b>1,259</b>    | <b>0.3</b>  |
| <b>Shareholders' equity:</b>   |                 |   |                 |   |
| <b>Capital stock</b>   | 25,832          | 6.4   | 25,832          | 6.3   |
| <b>Capital surplus</b>   | 51,198          | 12.6  | 51,198          | 12.5  |
| <b>Consolidated retained earnings</b>  | 7,401           | 1.8   | 6,744           | 1.6   |
| <b>Translation adjustment</b>  | (10,482)        | -2.6  | —               | —   |
|  | <b>73,949</b>   | <b>18.2</b>   | <b>83,776</b>   | <b>20.4</b>   |
| <b>Treasury stock</b>  | (2)             | -0.0  | (2)             | -0.0  |
| <b>Total shareholders' equity</b>  | <b>73,947</b>   | <b>18.2</b>   | <b>83,773</b>   | <b>20.4</b>   |
| <b>Total liabilities, minority interests and shareholders' equity</b>              | <b>¥407,255</b> | <b>100.0</b>  | <b>¥411,606</b> | <b>100.0</b>  |

| Notes:  | FY2000 1st half  | FY1999           |
|---|------------------|------------------|
| 1. Accumulated depreciation of tangible fixed assets:       | ¥165,786 million | ¥162,422 million |
| 2. Notes discounted:  | ¥647 million     | ¥1,351 million   |
| 3. Guarantees for indebtedness for subsidiaries and others: | ¥2,925 million   | ¥2,876 million   |
| [Guarantees for indebtedness for subsidiaries]:             | [¥2,909 million] | [¥2,361 million] |
| [Instruments of managerial guidance and others]:            | [¥16 million]    | [¥514 million]   |
| 4. Number of shares of treasury stock:                      | 4,564 shares     | 7,060 shares     |

## Consolidated Statements of Income and Retained Earnings

(Period ended September 30, 2000)

(Millions of yen)

|   | FY2000 1st half |                | FY1999          |                |
|---|-----------------|----------------|-----------------|----------------|
|   | Amount          | % of net sales | Amount          | % of net sales |
| <b>Net sales</b>                                    | <b>¥222,882</b> | <b>100.0</b>   | <b>¥482,767</b> | <b>100.0</b>   |
| <b>Cost of sales</b>                                | <b>123,168</b>  | <b>55.3</b>    | <b>269,411</b>  | <b>55.8</b>    |
| <b>Gross profit</b>                                 | <b>99,714</b>   | <b>44.7</b>    | <b>213,355</b>  | <b>44.2</b>    |
| <b>Selling, general and administrative expenses</b> | <b>91,296</b>   | <b>40.9</b>    | <b>193,087</b>  | <b>40.0</b>    |
| <b>Operating profit</b>                             | <b>8,417</b>    | <b>3.8</b>     | <b>20,268</b>   | <b>4.2</b>     |
| <b>Non-operating revenue:</b>                       |                 |                |                 |                |
| Interest and dividend income                        | 587             |                | 1,330           |                |
| Other   | 2,277           |                | 5,827           |                |
|   | <b>2,864</b>    | <b>1.3</b>     | <b>7,157</b>    | <b>1.5</b>     |
| <b>Non-operating expenses:</b>                      |                 |                |                 |                |
| Interest expense                                    | 4,133           |                | 7,392           |                |
| Loss on inventory valuation and disposition         | 876             |                | 4,300           |                |
| Other   | 2,219           |                | 7,184           |                |
|   | <b>7,229</b>    | <b>3.3</b>     | <b>18,877</b>   | <b>3.9</b>     |
| <b>Recurring income</b>                             | <b>4,053</b>    | <b>1.8</b>     | <b>8,548</b>    | <b>1.8</b>     |
| <b>Special gains:</b>                               |                 |                |                 |                |
| Gain on sales of fixed assets                       | 89              |                | 102             |                |
| Gain on sales of securities                         | 653             |                | 225             |                |
|   | <b>742</b>      | <b>0.3</b>     | <b>327</b>      | <b>0.1</b>     |
| <b>Special losses:</b>                              |                 |                |                 |                |
| Loss on dispositions of fixed assets                | 331             |                | 883             |                |
| Restructuring charges                               | —               |                | 1,899           |                |
| Appraisal loss on investment in securities          | 105             |                | —               |                |
| Appraisal loss on golf course membership            | 129             |                | —               |                |
| Appraisal loss on interest swap transactions        | 572             |                | —               |                |
|   | <b>1,139</b>    | <b>0.5</b>     | <b>2,783</b>    | <b>0.6</b>     |
| <b>Income before income taxes</b>                   | <b>3,656</b>    | <b>1.6</b>     | <b>6,092</b>    | <b>1.3</b>     |
| Corporate, inhabitant and enterprise taxes          | 3,065           |                | 4,186           |                |
| Adjustments of corporate tax and others             | (622)           |                | 36              |                |
|   | <b>2,442</b>    | <b>1.1</b>     | <b>4,222</b>    | <b>0.9</b>     |
| Minority interests-loss                             | 322             | 0.2            | 1,273           | 0.3            |
| <b>Net income</b>                                   | <b>1,536</b>    | <b>0.7</b>     | <b>3,144</b>    | <b>0.7</b>     |

|   |               |               |
|---|---------------|---------------|
| <b>Consolidated retained earnings<br/>at the beginning of period</b>                                      | <b>6,744</b>  | <b>7,064</b>  |
| <hr/>   |               |               |
| <b>Increment of consolidated retained earnings:</b>   |               |               |
| Revision due to increase in consolidated<br>subsidiaries  | 37            | —             |
| <b>Appropriations:</b>  |               |               |
| Dividends   | 840           | 1,681         |
| Bonuses for directors and statutory<br>auditors   | 50            | 50            |
| Revision of retained earnings<br>due to increase in consolidated<br>subsidiaries                          | —             | 1,731         |
| Revision of retained earnings due to change of<br>interim accounting term of consolidated<br>subsidiaries | 26            | —             |
| <hr/>   |               |               |
| Decrement of consolidated<br>retained earnings  | 917           | 3,463         |
| <hr/>   |               |               |
| <b>Consolidated retained earnings<br/>at the end of period</b>  | <b>¥7,401</b> | <b>¥6,744</b> |
| <hr/>   |               |               |

# Consolidated Statement of Cash Flows

(Millions of yen)

|  | FY2000 1st half<br>Amount | FY1999<br>Amount |
|--|---------------------------|------------------|
| <b>I Cash flows from operating activities</b>  |                           |                  |
| 1. Net income before adjustments of income taxes etc.  | ¥3,656                    | ¥6,092           |
| 2. Depreciation expense  | 11,593                    | 23,387           |
| 3. Amortization of consolidation goodwill  | 542                       | 948              |
| 4. Increase of reserve for retirement and severance benefits                                   | 1,495                     | 765              |
| 5. Interest and dividend income  | (587)                     | (1,330)          |
| 6. Interest expense  | 4,133                     | 7,392            |
| 7. Gain on sales of securities   | —                         | (1,051)          |
| 8. Appraisal loss of securities  | —                         | 551              |
| 9. Loss or gain on dispositions of tangible fixed assets                                       | (89)                      | (102)            |
| 10. Decrease in accounts receivable  | (3,393)                   | 2,018            |
| 11. Decrease of inventory  | (18,475)                  | 863              |
| 12. Decrease in accounts payable   | 8,609                     | (4,476)          |
| 13. Other  | (790)                     | (2,085)          |
| Subtotal   | 6,695                     | 32,973           |
| 14. Interest and dividend received   | 588                       | 1,309            |
| 15. Interest paid  | (4,492)                   | (7,350)          |
| 16. Corporation tax etc. paid  | (1,382)                   | (7,622)          |
| Cash flows from operating activities   | <b>1,408</b>              | <b>19,309</b>    |
| <b>II Cash flows from investing activities</b>   |                           |                  |
| 1. Payment for acquisition of securities   | (4)                       | (1,707)          |
| 2. Proceeds from sales of securities   | —                         | 1,584            |
| 3. Payment for acquisition of tangible fixed assets  | (13,431)                  | (23,160)         |
| 4. Proceeds from sales of tangible fixed assets  | 994                       | 1,175            |
| 5. Payment for acquisition of investment securities  | (195)                     | (475)            |
| 6. Proceeds from sales of investment securities  | 1,955                     | 257              |
| 7. Payment for acquisition of subsidiaries' stocks related to change in scope of consolidation | —                         | (4,758)          |
| 8. Payment for advances  | (470)                     | (158)            |
| 9. Proceeds from collections of advances   | 51                        | 204              |
| 10. Other  | (2,475)                   | (4,014)          |
| Cash flows from investing activities   | <b>(13,576)</b>           | <b>(31,052)</b>  |
| <b>III Cash flows from financing activities</b>  |                           |                  |
| 1. Proceeds from short-term loans payable, net   | 53                        | 11,480           |
| 2. Net decrease of commercial paper  | —                         | (5,580)          |
| 3. Proceeds from long-term loans payable   | 2,256                     | 11,179           |
| 4. Payments of long-term loans payable   | (3,834)                   | (6,784)          |
| 5. Proceeds from issuance of bonds   | —                         | 5,000            |
| 6. Dividends paid  | (840)                     | (1,682)          |
| 7. Dividends paid for minority   | (14)                      | (210)            |
| 8. Other   | (182)                     | (63)             |
| Cash flows from financing activities   | <b>(2,561)</b>            | <b>13,338</b>    |
| <b>IV Translation differences on cash and cash equivalents</b>                                 | <b>(288)</b>              | <b>(2,954)</b>   |
| <b>V Decrease in cash and cash equivalents</b>   | <b>(15,017)</b>           | <b>(1,358)</b>   |
| <b>VI Cash and cash equivalents at beginning of year</b>                                       | <b>38,496</b>             | <b>38,509</b>    |
| <b>VII Increase in cash and cash equivalents by new consolidations</b>                         | <b>389</b>                | <b>1,345</b>     |
| <b>VIII Cash and cash equivalents at end of year</b>   | <b>¥23,868</b>            | <b>¥38,496</b>   |

# Notes to Consolidated Financial Statements

## 1. Scope of Consolidation

### (1) Number of consolidated subsidiaries: 66

Principal consolidated subsidiaries: Minolta Sales Co., Ltd., Minolta Corporation, Minolta Europe GmbH, and others

Number of newly consolidated subsidiary: 1

Wuhan Minolta Office Automation Equipment Co., Ltd.

This Company is consolidated from this interim period due to the increase in its importance in Minolta's business.

### (2) Number of non-consolidated subsidiaries: 28

The 28 subsidiaries that are unconsolidated have not been consolidated regarding total assets, net sales, net income or losses, and retained earnings (amounts corresponding to equity shares) because their consolidation would not have an appreciable influence on the Company's financial statements.

## 2. Scope of Use of the Equity Method

Companies accounted for by the equity method: None

The 28 non-consolidated subsidiaries and 5 affiliated companies that are not accounted for by the equity method have not been accounted for by the equity method regarding net income or losses and retained earnings because this would not have an appreciable influence on the Company's financial statements and because the companies are not important in the overall financial picture of the Group.

## 3. Interim Periods of Consolidated Subsidiaries

Among the consolidated subsidiaries, Minolta Lorraine S.A., Minolta (Portugal), Lda., Minolta spol.sr.o., Minolta Norway AS, Minolta Copiadora do Amazonas Ltda., Shanghai Minolta Optical Products Co., Ltd., and Wuhan Minolta Office Automation Equipment Co., Ltd. have interim periods that end on June 30, and the figures for their performance included in the consolidated financial statements are those for their interim periods ended on that date. However, for significant transactions occurring in the interval between July 1 and September 30, adjustments necessary for consolidated accounting have been made. Minolta Austria Gesellschaft mbH has changed its interim accounting period end from June 30 to September 30, the same as the consolidated accounting period.

## 4. Standards of Accounting Method

### (1) Basis and method of valuation of assets

#### 1) Inventories

Inventories are stated mainly at cost determined by the period average method, with domestic subsidiaries mainly using the last purchase-price method. Overseas consolidated subsidiaries, however, mainly adopt the lowest price method using the first-in, first-out (FIFO) method.

#### 2) Securities

Securities to be held to maturity are stated mainly at cost determined by the amortized cost method.

Equity of subsidiaries and affiliates are stated mainly at cost determined by the moving average method.

Other securities are stated mainly at cost determined by the moving average method.

#### 3) Derivatives

Derivatives are stated using the mark to market method.

### (2) Depreciation methods for tangible fixed assets

#### 1) Tangible fixed assets

Tangible fixed assets of domestic consolidated subsidiaries are depreciated mainly by the declining balance method, but those of overseas consolidated subsidiaries are mainly depreciated by the straight line method. However, for buildings (excluding attached fixtures to buildings) acquired on and after April 1, 1998, the straight-line method is used by the Company and domestic consolidated subsidiaries.

- 2) Intangible fixed assets  
Intangible fixed assets are depreciated mainly by the straight line method. Software used by companies is mainly depreciated by the straight line method over the applicable period (5 years).

**(3) Basis of accounting for reserves**

- 1) Allowance for doubtful receivables  
In the case of the Company and its domestic subsidiaries, for general receivables, an amount is provided according to the historical percentage of uncollectibles. For specific receivables in which there is some concern regarding uncollectibility, an amount is recorded by investigating the possibility of collection for each account individually. In the case of overseas consolidated companies, amounts are provided mainly on the basis of necessary estimated amounts determined by considering the uncollectibility of specific receivables.
- 2) Allowance for bonuses  
To provide for the payment of bonuses to employees, an amount has been recorded equivalent to that portion applicable to the interim period under review of the estimated bonus payments to employees for the second half of the current fiscal year.
- 3) Allowance for product warranty  
In order to provide for expenses related to product after-sales service which are provided free of charge, the allowance for product guarantees is set aside based on the after-sales service expenses as a percentage of net sales in past years.
- 4) Reserve for retirement benefits and pension plans  
To provide for the payment of retirement benefits and pension plans to employees, an amount is entered into this reserve equivalent to the amount recognized as necessary at the end of the current interim period under review based on the expected retirement and severance obligations and the assets of pension plans at current fiscal year end.  
The difference amount at the time of changing accounting standards (¥22,286 million) is being refunded over 15 years as operating expenses.
- 5) Reserve for retirement and severance benefits for directors and statutory auditors  
To provide for the payment of retirement and severance benefits to directors and statutory auditors, an amount is entered into this reserve equivalent to the amount payable at the end of the current interim period under review, as determined by company regulations.

**(4) Standards for translating foreign currency assets and liabilities into yen**

Foreign currency assets and liabilities are translated into yen at the prevailing rate in the foreign currency market on the accounting settlement day for the interim period, and the translation difference is accounted for as a gain or loss. The assets and liabilities of overseas subsidiaries are translated into yen at the same rate. Income and expenses of overseas subsidiaries, however, are translated at the average currency rate during the accounting period and the translation difference is accounted for in a foreign currency translation adjustment account under shareholders' equity.

**(5) Accounting for lease transactions**

Finance lease transactions, other than those where the ownership of the leased property is regarded as being transferred to the lessee, are mainly accounted for using the method applied in normal rental transactions.

**(6) Accounting method for hedge transactions**

- 1) Accounting method for hedge transactions  
Using the deferred hedge method  
Interest rate swaps that meet certain conditions receive special accounting treatment.
- 2) Hedge methods and targets

| Hedge method                 | Hedge target                           |
|------------------------------|--|
| Foreign exchange contracts   | Expected foreign currency transactions |
| Interest rate swaps and caps | Debt                                   |



3) Hedge policy

Based on its internal regulations, "Rules for Making Derivative Transactions" and "Market Risk Management Guidelines," the Company hedges exchange and interest rate fluctuation risks. With foreign exchange rate risk, a major risk for the Company, the directors responsible for finance report to the Managing Directors' Committee on the open forward foreign exchange contracts and currency options each month, and the committee sets the policy for the utilization of derivatives. The upper limit for forward exchange contracts related to foreign currency sales receivables is 50% of the difference between the expected foreign exchange receivables over the next six months and the expected settlements for export and imports from foreign currency accounts.

Also, consolidated subsidiaries manage market and credit risk in their finance divisions based on internal regulations and must receive the approval of their president and others responsible for this area.

**(7) Treatment method for Japanese consumption tax**

The Company adopted a separate treatment method for Japanese consumption tax.

**5. Scope of funds in consolidated statement of cash flows**

Cash and cash equivalents in consolidated statement of cash flows consist of cash in hand, money on deposit withdrawable any time, and short-term investments etc. which are easily cashed, with a maturity less than 3 months and negligible risk.

## (Additional information)

### 1. Accounting for retirement benefits and pension plans

Starting with the interim period under review, the Company began applying accounting standards for retirement benefits and pension plans according to the "Opinion on the establishment of accounting standards for retirement benefits and pension plans" (Financial Accounting Deliberation Council, June 16, 1998). As a result, compared with the previous method, the retirement benefits and pension plans expense recorded was ¥1,310 million higher. The operating income, recurring income, and income before income taxes recorded were ¥1,172 million lower compared with the previous method.

### 2. Accounting for financial instruments

Starting with the interim period under review, the Company began applying accounting standards for financial instruments according to the "Opinion on the establishment of accounting standards for financial instruments" (Financial Accounting Deliberation Council, January 22, 1999). As a result, compared with the previous method, the operating income recorded was ¥85 million higher and the recurring income recorded was ¥316 million higher. The income before income taxes recorded, however, was ¥418 million lower. Moreover, examining the purpose of holding each security being held at the beginning of the fiscal year, securities that mature within one year have been accounted for under marketable securities in current assets while all other securities have been accounted for under investment in securities. Consequently, compared with the previous method, the marketable securities recorded decreased by ¥7,037 million and the investment in securities recorded increased by the same amount.

For the interim period under review, securities with market values among investment in securities have not been recorded at market value. The differences in the investment in securities interim balance sheet figures and those calculated according to section 3 of the regulations attached to the Ministry of Finance Ordinance No. 11 (2000) are as follows:

|                                  |                  |
|----------------------------------|------------------|
| Interim balance sheet figure     | ¥39,405 million  |
| Market value                     | ¥36,855 million  |
| Evaluation difference equivalent | ¥(1,479 million) |
| Deferred tax asset equivalent    | ¥1,069 million   |

### 3. Accounting standards and methods for foreign currency transactions

Starting with the interim period under review, the Company began applying post-revision accounting standards and methods for foreign currency transactions, etc. , according to the "Opinion on the revision of accounting standards and methods for foreign currency transactions, etc." (Financial Accounting Deliberation Council, October 22, 1999). As a result, compared with the previous method, the operating income recorded was ¥492 million higher and the recurring income and income before income taxes recorded were ¥498 million higher.

According to the revision of the regulations on consolidated interim period financial statements, the translation adjustment recorded under "Assets" for the consolidated accounting year has been recorded under "Shareholder's equity" and "Minority interests."

(Notes to Consolidated Statement of Cash Flows)

**FY2000 1st half (Period ended September 30, 2000)**

(1) Relationship between cash and cash equivalents at end of interim period and amounts of items stated in consolidated interim balance sheets

| (as of September 30, 2000)                  | (Millions of yen) |
|---|-------------------|
| Cash, including time deposits               | 24,588            |
| Marketable securities                       | 36                |
| Time deposits with maturities over 3 months | (712)             |
| Short-term loans payable                    | (43)              |
|   | 23,868            |

(2) Important non-financial transactions:

Amounts of newly-appropriated assets and liabilities relating to finance lease transactions in the interim period were ¥147 million respectively.

**FY1999 (Year ended March 31, 2000)**

(1) Relationship between cash and cash equivalents at end of year and amounts of items stated in consolidated balance sheets

| (as of March 31, 2000)                      | (Millions of yen) |
|---|-------------------|
| Cash, including time deposits               | 23,726            |
| Marketable securities                       | 52                |
| Others (Bond repurchase agreement)          | 14,999            |
| Time deposits with maturities over 3 months | (156)             |
| Short-term loans payable                    | (124)             |
|   | 38,496            |

(2) Rough breakdown of assets and liabilities of newly acquired consolidated subsidiaries

Breakdown of assets and liabilities at the time of consolidation by acquiring stocks of newly consolidated subsidiaries and the expenditures for the acquisition is as follows.

| QMS, Inc. and its consolidated subsidiaries                                    | (Millions of yen) |
|--|-------------------|
| Current assets   | 11,828            |
| Fixed assets   | 4,805             |
| Consolidation goodwill   | 2,952             |
| Current liabilities  | (10,307)          |
| Long-term liabilities  | (2,154)           |
| Minority shares  | (1,910)           |
| Acquisition value of QMS, Inc.'s stock   | 5,212             |
| Cash and cash equivalents of QMS, Inc. and its subsidiaries                    | (454)             |
| Difference: Expenditures for the acquisition of QMS, Inc. and its subsidiaries | 4,758             |

(3) Important non-financial transactions:

Amounts of newly appropriated assets and liabilities relating to finance lease transactions in the fiscal year were ¥171 million respectively.

## Notes to Lease Transactions

### (The lessee side)

1. Finance lease transactions, other than those where the ownership of the leased property is regarded as being transferred to the lessee:

- (1) Amounts corresponding to the acquisition cost, the accumulated depreciation, and the remaining value at the end of the period:

|  | (Millions of yen) |        |
|--|-------------------|--------|
|  | FY2000 1st half   | FY1999 |
| Amounts corresponding to:                |                   |        |
| Acquisition cost                         | 15,583            | 29,448 |
| Accumulated depreciation                 | 8,554             | 19,777 |
| Remaining value at the end of the period | 7,028             | 9,671  |

\* The above amounts are mainly for tools, furniture and fixtures.

- (2) Remaining value of lease commitments at the end of the period:

|                  | (Millions of yen) |        |
|------------------|-------------------|--------|
|                  | FY2000 1st half   | FY1999 |
| One year or less | 5,853             | 5,158  |
| Over one year    | 7,114             | 4,735  |
| Total            | 12,967            | 9,894  |

Among the above amounts, the remaining value of lease commitments relating to transferable lease transactions in the interim period was ¥2,485 million for one year or less and ¥3,603 million for over one year, resulting in ¥6,088 million in total. The remaining value on the lessor side relating to transferable lease transactions was approximately the same amount, which is included in the below-mentioned remaining value of lease commitments at the end of the interim period on the lessor side. (Item (2) of article 1 of the lessor side)

- (3) Lease payments, amounts corresponding to depreciation, and amounts corresponding to interest expense:

|   | (Millions of yen) |        |
|---|-------------------|--------|
|   | FY2000 1st half   | FY1999 |
| Lease payments                            | 2,023             | 7,917  |
| Amounts corresponding to depreciation     | 1,902             | 7,445  |
| Amounts corresponding to interest expense | 111               | 397    |

- (4) Method of calculating amounts corresponding to depreciation and to interest expense:

The calculation of amounts corresponding to depreciation is based on the fixed amortization method. The method of calculating interest expense is that the difference between the total amount of the lease payments and the acquisition cost of the leased property is considered to be the amount corresponding to total interest expense, and the allocation of the interest expense to specific accounting periods is based on the interest method.

2. Operating lease transactions:  
Lease commitments

|                  | (Millions of yen) |        |
|------------------|-------------------|--------|
|                  | FY2000 1st half   | FY1999 |
| One year or less | 2,954             | 3,148  |
| Over one year    | 12,226            | 14,913 |
| Total            | 15,180            | 18,062 |

**(The lessor side)**

1. Finance lease transactions, other than those where the ownership of the lease property is regarded as being transferred to the lessee:

(1) Amounts of the acquisition cost, the accumulated depreciation, and the remaining value at the end of the period:

|  | FY2000 1st half | FY1999 |
|--|-----------------|--------|
| Acquisition cost                         | 742             | 5,160  |
| Accumulated depreciation                 | 387             | 2,149  |
| Remaining value at the end of the period | 354             | 3,010  |

\* The above amounts are mainly for tools, furniture and fixtures.

(2) Remaining value of lease commitments at the end of the period:

|                  | FY2000 1st half | FY1999 |
|------------------|-----------------|--------|
| One year or less | 2,653           | 1,732  |
| Over one year    | 3,779           | 1,440  |
| Total            | 6,433           | 3,173  |

Note: Remaining value of lease commitments at the end of the period is calculated based on the method including interest receivable, because the ratio of the total amount of remaining value of lease commitments at the end of the period and estimated remaining value is small compared to the remaining value of operating credit amount at the end of the period.

(3) Lease receivables, and amounts of depreciation:

|                         | FY2000 1st half | FY1999 |
|-------------------------|-----------------|--------|
| Lease receivables       | 166             | 1,969  |
| Amounts of depreciation | 139             | 1,876  |

2. Operating lease transactions:  
Lease commitments

|                  | FY2000 1st half | FY1999 |
|------------------|-----------------|--------|
| One year or less | 1,429           | 1,206  |
| Over one year    | 1,892           | 1,932  |
| Total            | 3,322           | 3,139  |

## Segment Information

### 1. Information by Industry Segment

FY2000 1st half

(Period ended September 30, 2000)

|                           | (Millions of yen)                |                     |              |                |                                |                       |
|---------------------------|----------------------------------|---------------------|--------------|----------------|--------------------------------|-----------------------|
|                           | Image<br>information<br>products | Optical<br>products | Other        | Total          | Eliminations<br>or companywide | Consolidated<br>total |
| <b>Net sales:</b>         |                                  |                     |              |                |                                |                       |
| (1) External sales        | 171,700                          | 46,588              | 4,593        | 222,882        | —                              | 222,882               |
| (2) Intersegment sales    | 10                               | 11                  | 390          | 412            | (412)                          | —                     |
| <b>Total sales</b>        | <b>171,710</b>                   | <b>46,599</b>       | <b>4,984</b> | <b>223,294</b> | <b>(412)</b>                   | <b>222,882</b>        |
| <b>Operating expenses</b> | <b>161,747</b>                   | <b>48,255</b>       | <b>4,881</b> | <b>214,884</b> | <b>(420)</b>                   | <b>214,464</b>        |
| <b>Operating profit</b>   | <b>9,963</b>                     | <b>(1,656)</b>      | <b>102</b>   | <b>8,409</b>   | <b>7</b>                       | <b>8,417</b>          |

FY1999

(Years ended March 31, 2000)

|                           | (Millions of yen)                |                     |               |                |                                |                       |
|---------------------------|----------------------------------|---------------------|---------------|----------------|--------------------------------|-----------------------|
|                           | Image<br>information<br>products | Optical<br>products | Other         | Total          | Eliminations<br>or companywide | Consolidated<br>total |
| <b>Net sales:</b>         |                                  |                     |               |                |                                |                       |
| (1) External sales        | 367,726                          | 104,075             | 10,965        | 482,767        | —                              | 482,767               |
| (2) Intersegment sales    | 10                               | 36                  | 700           | 747            | (747)                          | —                     |
| <b>Total sales</b>        | <b>367,736</b>                   | <b>104,112</b>      | <b>11,666</b> | <b>483,515</b> | <b>(747)</b>                   | <b>482,767</b>        |
| <b>Operating expenses</b> | <b>347,876</b>                   | <b>103,939</b>      | <b>11,447</b> | <b>463,262</b> | <b>(763)</b>                   | <b>462,498</b>        |
| <b>Operating profit</b>   | <b>19,860</b>                    | <b>173</b>          | <b>219</b>    | <b>20,252</b>  | <b>15</b>                      | <b>20,268</b>         |

Notes:

1. Method of Classification of Operations

Based on consideration of similarities and other characteristics regarding product end-users, manufacturing processes and markets and marketing methods, business operations have been classified into the categories of image information product operations and optical product operations. Products that do not fall into these categories are classified as other operations.

2. Principal Products by Operational Category

Image Information Products: Copiers, printers, micrographics equipment, and facsimile machines

Optical Products: Cameras, lenses, radiometric instruments, and planetariums

Other Operations: Products not included in the above categories

## 2. Information by Geographic Area

FY2000 1st half

(Period ended September 30, 2000)

(Millions of yen)

|                           | Japan          | North America | Europe        | Other areas   | Total          | Eliminations<br>or companywide | Consolidated<br>total |
|---------------------------|----------------|---------------|---------------|---------------|----------------|--------------------------------|-----------------------|
| <b>Net sales:</b>         |                |               |               |               |                |                                |                       |
| (1) External sales        | 84,467         | 67,294        | 59,698        | 11,423        | 222,882        | —                              | 222,882               |
| (2) Intersegment          | 77,546         | 119           | 387           | 29,312        | 107,365        | (107,365)                      | —                     |
| <b>Total sales</b>        | <b>162,013</b> | <b>67,413</b> | <b>60,085</b> | <b>40,735</b> | <b>330,248</b> | <b>(107,365)</b>               | <b>222,882</b>        |
| <b>Operating expenses</b> | <b>155,809</b> | <b>66,925</b> | <b>60,809</b> | <b>39,627</b> | <b>323,171</b> | <b>(108,707)</b>               | <b>214,464</b>        |
| <b>Operating profit</b>   | <b>6,204</b>   | <b>488</b>    | <b>(723)</b>  | <b>1,107</b>  | <b>7,076</b>   | <b>1,341</b>                   | <b>8,417</b>          |

FY1999

(Year ended March 31, 2000)

(Millions of yen)

|                           | Japan          | North America  | Europe         | Other areas   | Total          | Eliminations<br>or companywide | Consolidated<br>total |
|---------------------------|----------------|----------------|----------------|---------------|----------------|--------------------------------|-----------------------|
| <b>Net sales:</b>         |                |                |                |               |                |                                |                       |
| (1) External sales        | 174,710        | 146,601        | 142,341        | 19,114        | 482,767        | —                              | 482,767               |
| (2) Intersegment          | 159,091        | 197            | 473            | 57,617        | 217,379        | (217,379)                      | —                     |
| <b>Total sales</b>        | <b>333,801</b> | <b>146,798</b> | <b>142,814</b> | <b>76,731</b> | <b>700,146</b> | <b>(217,379)</b>               | <b>482,767</b>        |
| <b>Operating expenses</b> | <b>322,123</b> | <b>145,067</b> | <b>141,650</b> | <b>75,029</b> | <b>683,870</b> | <b>(221,371)</b>               | <b>462,498</b>        |
| <b>Operating profit</b>   | <b>11,678</b>  | <b>1,731</b>   | <b>1,164</b>   | <b>1,702</b>  | <b>16,276</b>  | <b>3,991</b>                   | <b>20,268</b>         |

Notes:

- Classification of areas is made according to the geographical neighborhood.
- Details of areas in the classification excluding Japan are as follows:
  - North America ..... the United States, Canada
  - Europe ..... major European countries including Germany, France, and United Kingdom
  - Other areas ..... all other areas excluding the above (1) and (2)

## 3. Overseas Sales

FY2000 1st half

(Period ended September 30, 2000)

(Millions of yen)

|   | North America | Europe | Other areas | Total   |
|---|---------------|--------|-------------|---------|
| Overseas sales  | 79,316        | 67,649 | 28,096      | 175,062 |
| Consolidated sales  |               |        |             | 222,882 |
| Overseas sales as a<br>percentage of consolidated net sales | 35.6%         | 30.3%  | 12.6%       | 78.5%   |

FY1999

(Year ended March 31, 2000)

(Millions of yen)

|   | North America | Europe  | Other areas | Total   |
|---|---------------|---------|-------------|---------|
| Overseas sales  | 171,370       | 167,093 | 40,260      | 378,724 |
| Consolidated sales  |               |         |             | 482,767 |
| Overseas sales as a<br>percentage of consolidated net sales | 35.5%         | 34.6%   | 8.3%        | 78.4%   |

Notes:

- Classification of areas is made according to the geographical neighborhood.
- Details of areas in the classification excluding Japan are as follows:
  - North America ..... the United States, Canada
  - Europe ..... major European countries including Germany, France, and United Kingdom
  - Other areas ..... all other areas excluding the above (1) and (2)
- Areas of overseas sales means destination of sales excluding Japan.

## Production, orders received, and sales

### (1) Production results

The following table shows production in the interim period by industry segment.

|                            |                                | (Millions of yen) |         |
|----------------------------|--------------------------------|-------------------|---------|
| Classifications            |                                | FY2000 1st half   | FY1999  |
| Image Information Products | Copiers                        | 62,793            | 162,018 |
|                            | Printers                       | 45,996            | 75,682  |
|                            | Others                         | 15,272            | 28,913  |
|                            | Subtotal                       | 124,063           | 266,614 |
| Optical Products           | Photographic equipment         | 27,069            | 60,626  |
|                            | Radiometric instruments        | 2,330             | 6,304   |
|                            | Optical devices and components | 4,271             | 7,918   |
|                            | Others                         | 574               | 1,553   |
|                            | Subtotal                       | 34,245            | 76,402  |
| Others                     |                                | 4,375             | 9,956   |
| Total                      |                                | 162,683           | 352,973 |

Note: 1. The above amounts are manufacturer's sales amounts excluding Japanese consumption tax.  
2. The above amounts include the purchasing results of products.

### (2) Orders received

As the Minolta Group principally adopts estimated production system, the statement of orders received is omitted.

### (3) Sales results

The following table shows sales in the interim period by industry segment.

|                            |                                | (Millions of yen) |         |
|----------------------------|--------------------------------|-------------------|---------|
| Classifications            |                                | FY2000 1st half   | FY1999  |
| Image Information Products | Copiers                        | 115,962           | 257,540 |
|                            | Printers                       | 42,204            | 81,228  |
|                            | Others                         | 13,533            | 28,957  |
|                            | Subtotal                       | 171,700           | 367,726 |
| Optical Products           | Photographic equipment         | 37,585            | 85,439  |
|                            | Radiometric instruments        | 4,398             | 9,338   |
|                            | Optical devices and components | 4,163             | 7,874   |
|                            | Others                         | 441               | 1,422   |
|                            | Subtotal                       | 46,588            | 104,075 |
| Others                     |                                | 4,593             | 10,965  |
| Total                      |                                | 222,882           | 482,767 |

Note: The above amounts do not include Japanese consumption tax.



## Securities Held

(Period ended September 30, 2000)

1. Securities for the purpose of holding until the maturity with market values: None
2. Other securities with market values:  
In the interim period, other securities with market values were not evaluated at market values.
3. Contents and the carrying values of securities without market values on the interim balance sheets are as follows:

(Millions of yen)

| Categories   | Items  | Period ended September 30, 2000 |
|--|--|---------------------------------|
| Securities to be held until maturity               | Discount financial bonds   | 44                              |
| Other securities                                   | Nonlisted securities<br>(excluding securities traded on the OTC) | 744                             |
|  | MMF  | 36                              |
| Subsidiaries' and affiliated companies' securities | Nonlisted securities   | 464                             |

## Market Values and others of Securities Held

(Millions of yen)

| Categories             | Year ended March 31, 2000 |               |                            |
|------------------------|---------------------------|---------------|----------------------------|
|                        | Carrying values           | Market values | Unrealized gains or losses |
| <b>Current assets:</b> |                           |               |                            |
| Stocks                 | 6,866                     | 11,227        | 4,361                      |
| Bonds                  | 161                       | 165           | 4                          |
| Others                 | 26                        | 25            | (1)                        |
| Subtotal               | 7,053                     | 11,418        | 4,365                      |
| <b>Fixed assets:</b>   |                           |               |                            |
| Stocks                 | 33,266                    | 31,801        | (1,465)                    |
| Bonds                  | 116                       | 116           | 0                          |
| Others                 | 309                       | 309           | —                          |
| Subtotal               | 33,692                    | 32,227        | (1,465)                    |
| <b>Total</b>           | <b>40,746</b>             | <b>43,646</b> | <b>2,900</b>               |

Notes: 1. Calculations of market value etc.:

Listed securities: Principally, closing prices on the Tokyo Stock Exchange at the last business day of the fiscal year

Securities traded over the counter: Trading prices published by the Japan Securities Dealers Association

Securities investment in trust: Net asset value

2. The carrying values of securities on the balance sheets not shown in the above table are as follows:

(Millions of yen)

| Categories                     | Items  | Year ended March 31, 2000 |
|--------------------------------|--|---------------------------|
| Categorized in current assets: | Discount financial bonds   | 44                        |
|                                | MMF  | 30                        |
|                                | Medium-term national bond fund   | 1                         |
| Categorized in fixed assets:   | Nonlisted securities<br>(excluding securities traded on the OTC)<br>[Affiliated companies' securities] | 1,173<br>[574]            |

## Contract amounts etc., market value, and appraisal gains or losses of derivative transactions

(Period ended September 30, 2000)

(Millions of yen)

| Items    | Category                   | Contract amounts | Market values | Valuation gains or losses |
|----------|----------------------------|------------------|---------------|---------------------------|
| Currency | Forward exchange contracts | 42,873           | 43,200        | (327)                     |
| Interest | Swap transactions          | 10,000           | (594)         | (594)                     |
|          | Total                      | 52,873           | 42,605        | (922)                     |

Note: Derivative transactions with hedge accounting applied have been excluded in the above table.

(Year ended March 31, 2000)

### Currency related

(Millions of yen)

| Classification           | Category                   | Year ended March 31, 2000 |                     |               |                           |
|--------------------------|----------------------------|---------------------------|---------------------|---------------|---------------------------|
|                          |                            | Contract amounts          |                     | Market values | Valuation gains or losses |
|                          |                            |                           | (One year and over) |               |                           |
| Contracts outside market | Forward exchange contracts |                           |                     |               |                           |
|                          | Selling                    |                           |                     |               |                           |
|                          | Euro                       | 618                       | —                   | 611           | 7                         |
|                          | Sterling Pounds            | 1,295                     | —                   | 1,357         | (62)                      |
|                          | Other currencies           | 47                        | —                   | 49            | (2)                       |
|                          | Buying                     |                           |                     |               |                           |
|                          | U.S. dollars               | 940                       | —                   | 947           | 7                         |
|                          | Euro                       | 288                       | —                   | 287           | (1)                       |
|                          | Total                      | 3,190                     | —                   | 3,253         | (51)                      |

Notes: 1. Method of calculating market values:  
Futures exchange rates are used.

2. Monetary receivables and liabilities in foreign currencies which will be converted into the fixed yen amounts at the settlement date because they are covered by forward exchange contracts and are shown as yen amounts on the balance sheets are not shown in the above table.

### Interest related

(Millions of yen)

| Classification:          | Category  | Year ended March 31, 2000 |                     |               |                           |
|--------------------------|---|---------------------------|---------------------|---------------|---------------------------|
|                          |   | Contract amounts          |                     | Market values | Valuation gains or losses |
|                          |   |                           | (One year and over) |               |                           |
| Contracts outside market | Interest swap transactions received in floating rates and paid in fixed rates | 11,061                    | 11,061              | (570)         | (570)                     |
|                          | Total   | 11,061                    | 11,061              | (570)         | (570)                     |

Notes: 1. Method of calculating market values:

Calculation is made on the basis of prices etc. offered by the financial institutions involved.

2. The estimated principal value of the above interest swap transactions does not fully reflect the market risk related to derivative transaction.

# Direct Translation of Japanese KESSAN TANSHIN

Fiscal 2000, ending March 31, 2001

November 10, 2000

## Non-Consolidated Interim Financial Results

Listed company name: Minolta Co., Ltd.  
Security code: 7753  
Head Office: 3-13, Azuchi-machi 2-chome,  
Chuo-ku, Osaka 541-8556, Japan  
Contact: Masanori Honda  
Director  
General Manager,  
Finance, Information Systems &  
Overseas Distribution H.Q.  
Tel: (06) 6271-2251 (main switchboard)

Stock Listings: First sections of Osaka Securities Exchange,  
Tokyo Stock Exchange, and Nagoya Stock Exchange  
Meeting of the Board of Directors for Interim Closing Held on: November 10, 2000  
Interim Dividend Payment: Yes  
Interim Dividend Payable on: December 8, 2000

### 1. Financial Results for the First Half of Fiscal 2000 (Periods ended September 30, 2000)

#### (1) Operating results

Amounts less than ¥1 million, except per share amounts, have been omitted in the following tables.

(Millions of yen)

|                 | Net sales       | Operating income | Recurring income |
|-----------------|-----------------|------------------|------------------|
| FY2000 1st half | 138,130 (-5.7%) | 5,366 (-11.1%)   | 3,893 ( 10.2%)   |
| FY1999 1st half | 146,438 (-4.0%) | 6,037 (-38.1%)   | 3,532 (-61.0%)   |
| FY1999          | 280,841         | 11,319           | 7,037            |

|                 | Net income     | Net income per share (Yen) |
|-----------------|----------------|----------------------------|
| FY2000 1st half | 1,917 (-17.1%) | 6.84                       |
| FY1999 1st half | 2,312 (-34.2%) | 8.25                       |
| FY1999          | 2,881          | 10.28                      |

Notes: 1. Average number of shares in the term: FY2000 1st half ..... 280,207,681 shares  
FY1999 1st half ..... 280,207,681 shares  
FY1999 ..... 280,207,681 shares

2. No changes were made to accounting policies in the first half of fiscal 2000.  
3. Percentages shown for net sales, operating income, recurring income, and interim net income represent the increase or decrease compared with the previous interim period.

#### (2) Cash dividends

|                 | Cash dividends per share<br>(Yen) | Total cash dividends per<br>share in fiscal year (Yen) |
|-----------------|-----------------------------------|--|
| FY2000 1st half | 3.00                              | —  |
| FY1999 1st half | 3.00                              | —  |
| FY1999          | —                                 | 6.00   |

**(3) Financial position**

(Millions of yen)

|                 | Total assets | Shareholders' equity | Shareholders' equity ratio | Shareholders' equity per share (Yen) |
|-----------------|--------------|----------------------|----------------------------|--------------------------------------|
| FY2000 1st half | 295,461      | 100,876              | 34.1%                      | 360.01                               |
| FY1999 1st half | 273,876      | 100,120              | 36.6%                      | 357.31                               |
| FY1999          | 269,569      | 99,849               | 37.0%                      | 356.34                               |

Notes: Shares issued and outstanding: FY2000 1st half ... 280,207,681 shares  
 FY1999 1st half ... 280,207,681 shares  
 FY1999 ..... 280,207,681 shares

**2. Projected Operating Results (Fiscal Year Ending March 31, 2001)**

(Millions of yen)

|        | Net sales | Recurring income | Net income | Cash dividends per share (Yen) |      |
|--------|-----------|------------------|------------|--------------------------------|------|
|        |           |                  |            | Year-end                       |      |
| FY2000 | 290,000   | 6,000            | 3,000      | 3.00                           | 6.00 |

Estimated net income per share for the year: ¥10.71

## Non-Consolidated Financial Statements

### Non-Consolidated Balance Sheets (September 30, 2000 and 1999)

#### Assets

(Millions of yen)

|  | FY2000 1st half |                   | FY1999 1st half |                   | FY1999          |                   |
|--|-----------------|-------------------|-----------------|-------------------|-----------------|-------------------|
|  | Amount          | % of total assets | Amount          | % of total assets | Amount          | % of total assets |
| <b>Current assets:</b>                   |                 |                   |                 |                   |                 |                   |
| Cash, including time deposits            | ¥10,381         |                   | ¥10,421         |                   | ¥7,270          |                   |
| Notes receivable—trade                   | 1,333           |                   | 2,006           |                   | 1,318           |                   |
| Accounts receivable—trade                | 81,950          |                   | 65,382          |                   | 54,076          |                   |
| Marketable securities                    | 39              |                   | 7,118           |                   | 7,064           |                   |
| Treasury stocks                          | 2               |                   | 1               |                   | 2               |                   |
| Finished goods and merchandise           | 12,530          |                   | 13,939          |                   | 13,623          |                   |
| Semi-finished goods and work in progress | 22,139          |                   | 21,421          |                   | 17,718          |                   |
| Raw materials and storage                | 716             |                   | 745             |                   | 722             |                   |
| Deferred tax assets                      | 2,146           |                   | 2,538           |                   | 2,083           |                   |
| Short-term loans receivable              | 6,860           |                   | 2,744           |                   | 19,779          |                   |
| Accounts receivable                      | 9,109           |                   | 8,586           |                   | 6,398           |                   |
| Other current assets                     | 2,494           |                   | 2,295           |                   | 2,209           |                   |
| Allowance for doubtful receivables       | (181)           |                   | (375)           |                   | (390)           |                   |
| <b>Total current assets</b>              | <b>149,525</b>  | <b>50.6</b>       | <b>136,826</b>  | <b>50.0</b>       | <b>131,877</b>  | <b>48.9</b>       |
| <b>Fixed assets:</b>                     |                 |                   |                 |                   |                 |                   |
| <b>Tangible fixed assets:</b>            |                 |                   |                 |                   |                 |                   |
| Buildings                                | 14,224          |                   | 15,007          |                   | 14,470          |                   |
| Structures                               | 659             |                   | 691             |                   | 673             |                   |
| Machinery and equipment                  | 8,293           |                   | 8,469           |                   | 8,636           |                   |
| Vehicles                                 | 150             |                   | 209             |                   | 181             |                   |
| Tools, furniture and fixtures            | 15,024          |                   | 13,489          |                   | 13,529          |                   |
| Land                                     | 9,470           |                   | 9,466           |                   | 9,470           |                   |
| Construction in progress                 | 48              |                   | 456             |                   | 84              |                   |
|  | <b>47,870</b>   | <b>16.2</b>       | <b>47,790</b>   | <b>17.4</b>       | <b>47,046</b>   | <b>17.5</b>       |
| <b>Intangible fixed assets:</b>          |                 |                   |                 |                   |                 |                   |
| Industrial property                      | 1,303           |                   | 1,679           |                   | 1,510           |                   |
| Software                                 | 2,694           |                   | 2,878           |                   | 2,928           |                   |
| Other intangible fixed assets            | 198             |                   | 201             |                   | 199             |                   |
|  | <b>4,195</b>    | <b>1.4</b>        | <b>4,760</b>    | <b>1.7</b>        | <b>4,637</b>    | <b>1.7</b>        |
| <b>Investments and other assets:</b>     |                 |                   |                 |                   |                 |                   |
| Investments in securities                | 39,499          |                   | 33,665          |                   | 33,662          |                   |
| Investments in subsidiaries              | 36,946          |                   | 39,039          |                   | 36,946          |                   |
| Long-term loans receivables              | 8,648           |                   | 4,589           |                   | 7,099           |                   |
| Deposits and guaranty                    | 1,986           |                   | 1,991           |                   | 1,988           |                   |
| Deferred tax assets                      | 6,409           |                   | 7,114           |                   | 5,501           |                   |
| Other investments                        | 1,434           |                   | 2,086           |                   | 1,886           |                   |
| Allowance for doubtful receivables       | (55)            |                   | (487)           |                   | (77)            |                   |
| Allowance for losses on investments      | (1,000)         |                   | (3,500)         |                   | (1,000)         |                   |
|  | <b>93,870</b>   | <b>31.8</b>       | <b>84,499</b>   | <b>30.9</b>       | <b>86,007</b>   | <b>31.9</b>       |
| <b>Total fixed assets</b>                | <b>145,936</b>  | <b>49.4</b>       | <b>137,050</b>  | <b>50.0</b>       | <b>137,692</b>  | <b>51.1</b>       |
| <b>Total assets</b>                      | <b>¥295,461</b> | <b>100.0</b>      | <b>¥273,876</b> | <b>100.0</b>      | <b>¥269,569</b> | <b>100.0</b>      |

**Liabilities and Shareholders' Equity**

(Millions of yen)

|  | FY2000 1st half |   | FY1999 1st half |   | FY1999          |   |
|--|-----------------|---|-----------------|---|-----------------|---|
|  | Amount          | % of total liabilities and shareholders' equity | Amount          | % of total liabilities and shareholders' equity | Amount          | % of total liabilities and shareholders' equity |
| <b>Liabilities:</b>  |                 |   |                 |   |                 |   |
| <b>Current liabilities:</b>  |                 |   |                 |   |                 |   |
| Notes payable—trade  | ¥9,843          |   | ¥13,117         |   | ¥11,012         |   |
| Accounts payable—trade   | 45,305          |   | 44,935          |   | 40,327          |   |
| Short-term loans payable   | 62,908          |   | 40,604          |   | 41,906          |   |
| Accounts payable   | 5,235           |   | 5,056           |   | 5,183           |   |
| Accrued expenses   | 4,868           |   | 3,390           |   | 3,855           |   |
| Accrued corporation tax and others   | 2,307           |   | 2,082           |   | 943             |   |
| Allowance for bonuses  | 3,467           |   | 3,650           |   | 3,365           |   |
| Allowance for product warranty   | 688             |   | 889             |   | 695             |   |
| Other current liabilities  | 1,429           |   | 829             |   | 718             |   |
| <b>Total current liabilities</b>   | <b>136,053</b>  | <b>46.1</b>                                     | <b>114,555</b>  | <b>41.8</b>                                     | <b>108,007</b>  | <b>40.1</b>                                     |
| <b>Long-term liabilities:</b>  |                 |   |                 |   |                 |   |
| Straight Bonds   | 25,000          |   | 25,000          |   | 25,000          |   |
| Long-term loans payable  | 15,687          |   | 18,802          |   | 20,842          |   |
| Reserve for retirement and severance benefits                                      | —               |   | 14,384          |   | 14,966          |   |
| Reserve for retirement benefits and pension plans                                  | 16,402          |   | —               |   | —               |   |
| Reserve for retirement and severance benefits for directors and statutory auditors | 574             |   | 511             |   | 556             |   |
| Other long-term liabilities  | 865             |   | 501             |   | 347             |   |
| <b>Total long-term liabilities</b>   | <b>58,531</b>   | <b>19.8</b>                                     | <b>59,200</b>   | <b>21.6</b>                                     | <b>61,712</b>   | <b>22.9</b>                                     |
| <b>Total liabilities</b>   | <b>194,585</b>  | <b>65.9</b>                                     | <b>173,756</b>  | <b>63.4</b>                                     | <b>169,720</b>  | <b>63.0</b>                                     |
| <b>Shareholders' equity:</b>   |                 |   |                 |   |                 |   |
| <b>Capital stock</b>   | <b>25,832</b>   | <b>8.7</b>                                      | <b>25,832</b>   | <b>9.4</b>                                      | <b>25,832</b>   | <b>9.6</b>                                      |
| <b>Legal reserves:</b>   |                 |   |                 |   |                 |   |
| Capital surplus  | 51,162          | 17.3  | 51,162          | 18.7  | 51,162          | 19.0  |
| Earned surplus   | 2,391           | 0.8   | 2,217           | 0.9   | 2,301           | 0.8   |
|  | <b>53,554</b>   | <b>18.1</b>                                     | <b>53,380</b>   | <b>19.6</b>                                     | <b>53,464</b>   | <b>19.8</b>                                     |
| <b>Retained earnings:</b>  |                 |   |                 |   |                 |   |
| Reserve for replacing assets   | 35              |   | 37              |   | 37              |   |
| Reserve for special depreciation   | 12              |   | —               |   | —               |   |
| Reserves, other  | 14,500          |   | 13,000          |   | 13,000          |   |
| Unappropriated retained earnings [Net income for the period]                       | 6,941 [1,917]   |   | 7,870 [2,312]   |   | 7,514 [2,881]   |   |
|  | <b>21,489</b>   | <b>7.3</b>                                      | <b>20,907</b>   | <b>7.6</b>                                      | <b>20,552</b>   | <b>7.6</b>                                      |
| <b>Total shareholders' equity</b>  | <b>100,876</b>  | <b>34.1</b>                                     | <b>100,120</b>  | <b>36.6</b>                                     | <b>99,849</b>   | <b>37.0</b>                                     |
| <b>Total liabilities and shareholders' equity</b>                                  | <b>¥295,461</b> | <b>100.0</b>                                    | <b>¥273,876</b> | <b>100.0</b>                                    | <b>¥269,569</b> | <b>100.0</b>                                    |

## Notes:

|   | FY2000 1st half   | FY1999 1st half   | FY1999            |
|---|-------------------|-------------------|-------------------|
| 1. Accumulated depreciation of tangible fixed assets:       | ¥126,402 million  | ¥120,576 million  | ¥123,207 million  |
| 2. Export bills discounted:                                 | ¥136 million      | ¥549 million      | ¥358 million      |
| 3. Treasury stock (Number):                                 | 4,564 shares      | 2,952 shares      | 7,060 shares      |
| 4. Guarantees for indebtedness for subsidiaries and others: | ¥81,546 million   | ¥93,987 million   | ¥97,355 million   |
| [ Guarantees for indebtedness for subsidiaries: ]           | [¥45,778 million] | [¥45,369 million] | [¥49,691 million] |
| [ Memoranda for management direction and others: ]          | [¥35,767 million] | [¥48,618 million] | [¥47,663 million] |

**Non-Consolidated Statements of Income**  
(Periods ended September 30, 2000 and 1999)

(Millions of yen)

|   | FY2000 1st half |                      | FY1999 1st half |                      | FY1999          |                      |
|---|-----------------|----------------------|-----------------|----------------------|-----------------|----------------------|
|   | Amount          | % of total net sales | Amount          | % of total net sales | Amount          | % of total net sales |
| <b>Operating revenue:</b>                                 |                 |                      |                 |                      |                 |                      |
| <b>Net sales</b>  | <b>¥138,130</b> | <b>100.0</b>         | <b>¥146,438</b> | <b>100.0</b>         | <b>¥280,841</b> | <b>100.0</b>         |
| <b>Operating expenses:</b>                                |                 |                      |                 |                      |                 |                      |
| Cost of sales   | 106,849         | 77.4                 | 112,270         | 76.7                 | 215,977         | 76.9                 |
| Selling, general and administrative expenses              | 25,914          | 18.7                 | 28,130          | 19.2                 | 53,544          | 19.1                 |
| <b>Operating income</b>                                   | <b>5,366</b>    | <b>3.9</b>           | <b>6,037</b>    | <b>4.1</b>           | <b>11,319</b>   | <b>4.0</b>           |
| <b>Non-operating revenue:</b>                             |                 |                      |                 |                      |                 |                      |
| Interest and dividend income                              | 1,292           |                      | 1,309           |                      | 2,614           |                      |
| Others  | 1,084           |                      | 2,073           |                      | 3,544           |                      |
|   | <b>2,376</b>    | <b>1.7</b>           | <b>3,383</b>    | <b>2.3</b>           | <b>6,159</b>    | <b>2.2</b>           |
| <b>Non-operating expenses:</b>                            |                 |                      |                 |                      |                 |                      |
| Interest expense  | 726             |                      | 453             |                      | 923             |                      |
| Interest on bonds   | 420             |                      | 399             |                      | 813             |                      |
| Loss on inventory valuation and disposition               | 528             |                      | 773             |                      | 1,916           |                      |
| Foreign exchange loss                                     | 1,132           |                      | 2,714           |                      | 4,126           |                      |
| Others  | 1,041           |                      | 1,547           |                      | 2,661           |                      |
|   | <b>3,850</b>    | <b>2.8</b>           | <b>5,888</b>    | <b>4.0</b>           | <b>10,441</b>   | <b>3.7</b>           |
| <b>Recurring income</b>                                   | <b>3,893</b>    | <b>2.8</b>           | <b>3,532</b>    | <b>2.4</b>           | <b>7,037</b>    | <b>2.5</b>           |
| <b>Special gains:</b>                                     |                 |                      |                 |                      |                 |                      |
| Recovery of allowance for doubtful accounts               | 228             |                      | 43              |                      | 64              |                      |
| Recovery of allowance for losses on investment            | —               |                      | —               |                      | 2,500           |                      |
| Gain on sales of fixed assets                             | 3               |                      | 6               |                      | 10              |                      |
| Gain on sales of investment in securities                 | 653             |                      | —               |                      | —               |                      |
|   | <b>885</b>      | <b>0.6</b>           | <b>49</b>       | <b>0.0</b>           | <b>2,574</b>    | <b>0.9</b>           |
| <b>Special losses:</b>                                    |                 |                      |                 |                      |                 |                      |
| Loss on dispositions of fixed assets                      | 240             |                      | 181             |                      | 458             |                      |
| Appraisal loss on investment in securities                | 59              |                      | —               |                      | —               |                      |
| Appraisal loss on investment in subsidiaries              | —               |                      | —               |                      | 2,099           |                      |
| Appraisal loss on golf course membership                  | 122             |                      | —               |                      | —               |                      |
| Appraisal loss on interest swap transactions              | 572             |                      | —               |                      | —               |                      |
| Loss on write-off of loans to subsidiaries                | 500             |                      | —               |                      | —               |                      |
|   | <b>1,495</b>    | <b>1.0</b>           | <b>181</b>      | <b>0.1</b>           | <b>2,558</b>    | <b>0.9</b>           |
| <b>Income before income taxes</b>                         | <b>3,282</b>    | <b>2.4</b>           | <b>3,401</b>    | <b>2.3</b>           | <b>7,053</b>    | <b>2.5</b>           |
| Enterprise, inhabitant & corporation taxes                | 2,336           | 1.7                  | 2,246           | 1.5                  | 3,262           | 1.2                  |
| Corporation tax adjustment & others                       | (971)           | -0.7                 | (1,158)         | -0.8                 | 909             | 0.3                  |
| <b>Net income</b>   | <b>1,917</b>    | <b>1.4</b>           | <b>2,312</b>    | <b>1.6</b>           | <b>2,881</b>    | <b>1.0</b>           |
| Retained earnings brought forward from the preceding year | 5,024           |                      | 5,557           |                      | 5,557           |                      |
| Interim dividends   | —               |                      | —               |                      | 840             |                      |
| Earned surplus reserve                                    | —               |                      | —               |                      | 84              |                      |
| <b>Unappropriated retained earnings</b>                   | <b>¥6,941</b>   |                      | <b>¥7,870</b>   |                      | <b>¥7,514</b>   |                      |



## Notes to Non-consolidated Financial Statements

### 1. Basis and method of valuation of assets

- (1) Inventories  
Finished goods, merchandise, semifinished goods, and work in progress are stated at cost determined by the period average method.  
Raw materials and storage are stated at cost determined by the last-purchase price method.
- (2) Securities  
Securities to be held to maturity are stated at cost determined by the amortized cost method.  
Equity of subsidiaries and affiliates and other securities are stated at cost determined by the moving average method.
- (3) Derivatives  
Derivatives are stated using the mark to market method.

### 2. Depreciation methods of fixed assets

- (1) Tangible fixed assets are depreciated by the declining-balance method.  
However, The straight-line method is used for the buildings (excluding attached fixtures to buildings) acquired on and after April 1, 1998.
- (2) Intangible fixed assets are depreciated by the straight-line method.  
The straight-line method is also applied for software used in the Company, based on the applicable period (5 years).

### 3. Basis of accounting for reserves:

- (1) Allowance for doubtful receivables: For general receivables, an amount is provided according to the historical percentage of uncollectibles while for specific receivables in which there is some concern regarding uncollectibility, an amount is recorded by investigating the possibility of collection for each account individually.
- (2) Allowance for losses on investments: An amount is recorded to provide for losses arising from investments to subsidiaries and affiliated companies, taking into consideration the financial status and possibility of recovery in the near future of the companies in question.
- (3) Allowance for bonuses: In order to provide for the payment of bonuses to employees, an amount is recorded equivalent to that portion applicable to this interim period of the estimated bonus payments for the second half of the current year.
- (4) Allowance for product warranty: In order to provide for expenses related to product after-sales service which are provided free of charge, the amount is recorded based on the after-sales service expenses as a percentage of net sales in past years.
- (5) Reserve for retirement benefits and pension plans: To provide for the payment of retirement benefits and pension plans to employees, an amount is entered into this reserve equivalent to the amount recognized as necessary at the end of the current interim period under review based on the expected retirement and severance obligations and the assets of pension plans at current fiscal year end.  
The difference amount at the time of changing accounting standards (¥21,351 million) is being amortized over 15 years as operating expenses.
- (6) Reserve for retirement and severance benefits for directors and statutory auditors: To provide for the payment of retirement and severance benefits to directors and statutory auditors, an amount is entered into this reserve equivalent to the amount payable at the end of the current interim period under review, as determined by company regulations.

### 4. Standards for translating foreign currency assets and liabilities into yen

Foreign currency assets and liabilities are translated into yen at the prevailing rate in the foreign currency market on the accounting settlement day for the interim period, and the translated difference is accounted for as a gain or loss.

## **5. Accounting for lease transactions**

Finance lease transactions, other than those where the ownership of the leased property is regarded as being transferred to the lessee, are mainly accounted for using the method applied in normal rental transactions.

## **6. Accounting method for hedge transactions**

(1) Accounting method for hedge transactions: deferred hedge method.

(2) Hedge method and target

Hedge method: foreign exchange contracts

Hedge Target: expected foreign currency transactions

(3) Hedge policy

Based on its internal regulations, "Rules for Making Derivative Transactions" and "Market Risk Management Guidelines," the Company hedges exchange and interest rate fluctuation risks. With foreign exchange rate risk, a major risk for the Company, the directors responsible for finance report to the Managing Directors' Committee on the open forward foreign exchange contracts and currency options each month, and the committee sets the policy for the utilization of derivatives.

The upper limit for forward exchange contracts related to foreign currency sales receivables is 50% of the difference between the expected foreign exchange receivables over the next six months and the expected settlements for export and imports of foreign currency accounts.

## **7. Treatment method for Japanese consumption tax**

The Company adopted a separate treatment method for Japanese consumption tax.

(Additional information)

**1. Accounting for retirement benefits and pension plans**

Starting with the interim period under review, the Company began applying accounting standards for retirement benefits and pension plans according to the “Opinion on the establishment of accounting standards for retirement benefits and pension plans ” (Financial Accounting Deliberation Council, June 16, 1998). As a result, compared with the previous method, the retirement benefits and pension plans expense recorded was ¥1,313 million higher. The operating income, recurring income, and income before income taxes recorded were ¥1,176 million lower compared with the previous method.

**2. Accounting for financial instruments**

Starting with the interim period under review, the Company began to apply accounting standards for financial instruments according to the “Opinion on the establishment of accounting standards for financial instruments” (Financial Accounting Deliberation Council, January 22, 1999). As a result, compared with the previous method , the operating income recorded increased by ¥47 million, and the recurring income recorded by ¥285 million. The income before income taxes recorded, however, was ¥228 million lower. Moreover, examining the purpose of holding each security being held at the beginning of the fiscal year, securities that mature within one year have been accounted for under marketable securities in current assets while all other securities have been accounted for under investment in securities. Consequently, the marketable securities recorded decreased by ¥7,025 million and the investment in securities recorded increased by the same amount compared with the previous method.

For the interim period under review, securities with market values among investment in securities have not been recorded at market value. The differences in the investment in securities interim balance sheet figures and those calculated according to section 3 of the regulations attached to the Ministry of Finance Ordinance No. 10 (2000) are as follows.

|                                  |                  |
|----------------------------------|------------------|
| Interim balance sheet figure     | ¥38,779 million  |
| Market value                     | ¥36,198 million  |
| Evaluation difference equivalent | ¥(1,496 million) |
| Deferred tax asset equivalent    | ¥1,083 million   |

**3. Accounting standards and methods for foreign currency transactions**

Starting with the interim period under review, the Company began applying post-revision accounting standards and methods for foreign currency transactions, etc. according to the “Opinion on the revision of accounting standards and methods for foreign currency transactions, etc.” (Financial Accounting Deliberation Council, October 22, 1999). As a result, compared with the previous method, the recurring income and income before income taxes recorded were ¥6 million higher.

## Notes to Lease Transactions

### 1. Finance lease transactions, other than those where the ownership of the leased property is regarded as being transferred to the lessee:

(1) Amounts corresponding to the acquisition cost, the accumulated depreciation, and the remaining value at the end of the period of leased property:

(Millions of yen)

|  | FY2000 1st half | FY1999 1st half | FY1999 |
|--|-----------------|-----------------|--------|
| Acquisition cost                         | 5,021           | 6,100           | 6,155  |
| Accumulated depreciation                 | 3,260           | 3,615           | 3,926  |
| Remaining value at the end of the period | 1,760           | 2,485           | 2,228  |

\*The above amounts are mainly for tools, furniture and fixtures.

(2) Amounts corresponding to the remaining lease commitments at the end of the period.

(Millions of yen)

|                   | FY2000 1st half | FY1999 1st half | FY1999 |
|-------------------|-----------------|-----------------|--------|
| One year or less  | 860             | 1,166           | 1,062  |
| Over one year     | 933             | 1,368           | 1,208  |
| Lease commitments | 1,794           | 2,534           | 2,271  |

(3) Lease payments, amounts corresponding to depreciation, and amounts corresponding to interest expense:

(Millions of yen)

|   | FY2000 1st half | FY1999 1st half | FY1999 |
|---|-----------------|-----------------|--------|
| Lease payments                            | 622             | 770             | 1,458  |
| Amounts corresponding to depreciation     | 592             | 725             | 1,378  |
| Amounts corresponding to interest expense | 19              | 29              | 55     |

(4) Method of calculating amounts corresponding to depreciation and to interest expense:

The calculation of amounts corresponding to depreciation is based on the straight line method.

The difference between the total amount of the lease payments and the acquisition cost of the leased property is considered to be the amount corresponding to total interest expense.

The allocation of the interest expense to specific accounting periods is based on the interest method.

### 2. Balance of unexpired operating lease amounts:

(Millions of yen)

|                  | FY2000 1st half | FY1999 1st half | FY1999 |
|------------------|-----------------|-----------------|--------|
| One year or less | 782             | 350             | 806    |
| Over one year    | 5,368           | 2,100           | 5,759  |
| Total            | 6,150           | 2,450           | 6,566  |

## Sales by Product Group

(Periods ended September 30, 2000 and 1999)

(Millions of yen)

| Classifications          | FY2000 1st half |                          | FY1999 1st half |                          | FY1999         |                          |
|--------------------------|-----------------|--------------------------|-----------------|--------------------------|----------------|--------------------------|
|                          | Amount          | Composition of sales (%) | Amount          | Composition of sales (%) | Amount         | Composition of sales (%) |
| <b>Image Information</b> |                 |                          |                 |                          |                |                          |
| <b>Products:</b>         |                 |                          |                 |                          |                |                          |
| Export                   | 86,882          | 88.5                     | 90,497          | 86.4                     | 177,714        | 86.7                     |
| Domestic                 | 11,275          | 11.5                     | 14,271          | 13.6                     | 27,145         | 13.3                     |
| Subtotal                 | 98,158          | (71.1)                   | 104,769         | (71.5)                   | 204,859        | (72.9)                   |
| <b>Optical Products:</b> |                 |                          |                 |                          |                |                          |
| Export                   | 26,575          | 66.5                     | 28,755          | 69.0                     | 51,345         | 67.6                     |
| Domestic                 | 13,396          | 33.5                     | 12,913          | 31.0                     | 24,636         | 32.4                     |
| Subtotal                 | 39,972          | (28.9)                   | 41,668          | (28.5)                   | 75,981         | (27.1)                   |
| Total                    | 138,130         | (100.0)                  | 146,438         | (100.0)                  | 280,841        | (100.0)                  |
| <b>Export Total</b>      | <b>113,458</b>  | <b>82.1</b>              | <b>119,253</b>  | <b>81.4</b>              | <b>229,059</b> | <b>81.6</b>              |