### FY2005 3Q Performance Outline

<table>
<thead>
<tr>
<th></th>
<th>3Q Results (Oct. 04-Dec. 04)</th>
<th>3Q Results (Apr. 04-Dec. 04)</th>
<th>3Q Results (Nov. 2, 2004)</th>
<th>Initial Projections</th>
<th>Full Year, FY2005</th>
<th>Full Year, FY2004</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Sales</strong></td>
<td>144.9</td>
<td>149.1</td>
<td>413.5</td>
<td>546.5</td>
<td>541.0</td>
<td>539.5</td>
</tr>
<tr>
<td><strong>Japan Sales</strong></td>
<td>77.3 (53.3%)</td>
<td>84.4 (56.6%)</td>
<td>241.1 (58.2%)</td>
<td>246.1 (59.3%)</td>
<td>315.7 (57.8%)</td>
<td>315.7 (58.4%)</td>
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<tr>
<td><strong>Overseas Sales</strong></td>
<td>67.6 (46.7%)</td>
<td>64.7 (43.4%)</td>
<td>172.4 (41.7%)</td>
<td>169.2 (40.7%)</td>
<td>230.8 (42.2%)</td>
<td>225.3 (41.6%)</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>13.9 (9.6%)</td>
<td>18.7 (12.5%)</td>
<td>38.1 (9.2%)</td>
<td>45.1 (10.9%)</td>
<td>38.0 (7.0%)</td>
<td>36.0 (6.7%)</td>
</tr>
<tr>
<td><strong>Recurring Profit</strong></td>
<td>16.4 (11.3%)</td>
<td>21.5 (14.4%)</td>
<td>44.7 (10.8%)</td>
<td>51.2 (12.3%)</td>
<td>42.5 (7.6%)</td>
<td>41.0 (7.6%)</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>25.4 (17.5%)</td>
<td>19.5 (13.1%)</td>
<td>19.3 (4.7%)</td>
<td>24.1 (5.6%)</td>
<td>19.5 (3.6%)</td>
<td>19.5 (3.6%)</td>
</tr>
</tbody>
</table>

**Currency Exchange**:  
- **ROE(%)**  = 9.5%  = 7.6%  = 7.2%  = 19.3%  = 7.2%  = 7.2%  = 18.4%  
- **ROA(%)**  = 4.9%  = 3.6%  = 3.8%  = 8.7%  = 3.6%  = 3.6%  = 8.5%  
- **Earnings per share**  = 93.8yen  = 221.7yen  = 94.6yen  = 94.6yen  = 210.6yen  
- **Capital Expenditure**  = 5.0  = 4.3  = 16.1  = 13.8  = 24.1  = 24.0  = 21.2  
- **Depreciation**  = 5.2  = 4.7  = 14.7  = 13.5  = 19.8  = 19.8  = 17.5  
- **R&D Expenditure**  = 5.8  = 5.9  = 17.1  = 17.0  = 22.7  = 23.0  = 22.5  
- **Free Cash Flow**  
  - **Operating Activities**  = 8.0  = 15.4  = 15.8  = 26.0  = 44.8  = 39.4  = 18.8  
  - **Investing Activities**  = -5.4  = -4.4  = -15.6  = -13.2  = -14.3  = -15.0  = -18.8  
  - **Total**  = 2.6  = 11.0  = 0.2  = 12.8  = 30.5  = 24.4  = 39.5  
- **Inventories at year-end**  = 82.8  = 76.8  = 69.5  = 73.7  = 72.1  
- **No. of Employees**  
  - **Japan**  = 11,810  = 12,001  = 11,884  = 11,904  = 11,849  
  - **Overseas**  = 12,063  = 11,890  = 11,857  = 12,008  = 12,054  
  - **Total**  = 23,873  = 23,891  = 23,741  = 23,912  = 23,903  

**Sales by Business Segment**  
- **Musical Instruments**  = 81.5 (56.2%)  = 78.7 (52.8%)  = 232.6 (56.3%)  = 227.8 (54.9%)  = 306.5 (56.1%)  = 303.0 (56.0%)  = 293.4 (54.4%)  
- **AV/IT**  = 25.1 (17.3%)  = 24.8 (16.6%)  = 61.9 (15.0%)  = 58.8 (14.2%)  = 83.5 (15.3%)  = 82.0 (15.2%)  = 78.3 (14.5%)  
- **Lifestyle-Related Electronic Equipment and Metal**  = 12.0 (8.3%)  = 12.0 (8.0%)  = 32.2 (8.0%)  = 35.2 (8.5%)  = 42.0 (7.7%)  = 43.0 (7.6%)  = 44.8 (8.4%)  
- **Recreation**  = 16.5 (11.4%)  = 22.1 (14.8%)  = 54.9 (13.3%)  = 58.5 (14.1%)  = 72.0 (13.2%)  = 70.0 (12.9%)  = 78.9 (14.3%)  
- **Others**  = 5.8 (4.0%)  = 6.7 (4.5%)  = 17.4 (4.2%)  = 20.0 (4.8%)  = 23.0 (4.2%)  = 24.0 (4.4%)  = 26.1 (4.8%)  

**Non Consolidated Basis**  
- **Net Sales**  = 86.3  = 89.9  = 273.9  = 269.8  = 343.0  = 342.0  = 345.4  
- **Operating Income**  = -6.8 (7.6%)  = 10.4 (11.8%)  = 27.9 (10.2%)  = 29.1 (10.8%)  = 22.0 (6.4%)  = 21.0 (6.1%)  = 27.0 (7.3%)  
- **Recurring Profit**  = -6.8 (7.9%)  = 10.8 (12.9%)  = 29.4 (10.7%)  = 30.5 (11.3%)  = 23.5 (6.9%)  = 23.5 (6.9%)  = 28.1 (8.1%)  
- **Net Income**  = 14.6 (16.9%)  = 10.7 (11.9%)  = 1.1 (0.4%)  = 29.9 (11.1%)  = -2.0  = -2.0  = 25.6 (7.4%)  

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*1 Loans & Equivalents = Loans(Short term , Long term) + Convertible Bonds - Cash & Bank Deposit  
*2 No. of Employees = No. of Full-time Staff at end of period + Average No. of Temp. Staff  
*3 4Q Currency Exchange Rates US$=110JPY  EUR=134JPY

The forward-looking statements in this flash report contain inherent risks and uncertainties insofar as they are based on future projections and plans that may differ materially from the actual results achieved.