## Consolidated Financial Results <br> for the 3rd Quarter of the Fiscal Year Ending March 31, 2008

## NIHON KOHDEN CORPORATION (6849)

Stock Exchange Listing:
Head Office:
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$1^{\text {st }}$ section Tokyo Stock Exchange<br>Tokyo<br>Kazuo Ogino, President and CEO<br>Takeshi Akahane, Corporate Director, General Manager, Managing and Planning Dept.<br>Phone: +81 / 3-5996-8003 (URL http://www.nihonkohden.co.jp)

1. Consolidated Financial Highlights for the $3^{\text {rd }}$ Quarter of FY2007 (From April 1, 2007 to December 31, 2007)
(1) Consolidated Operating Results (Amounts are rounded down to the nearest million yen)

|  | Net sales | Operating profit | Ordinary profit | Net income |  |  |  |
| :---: | :---: | ---: | :---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |  |  |  |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |
| FY2007 3Q (9 months) | $\mathbf{7 4 , 4 9 9}$ | $\mathbf{7 . 1}$ | $\mathbf{6 , 4 3 0}$ | $\mathbf{3 0 . 1}$ | $\mathbf{6 , 6 2 3}$ | $\mathbf{2 3 . 4}$ | $\mathbf{3 , 8 5 8}$ |
| FY2006 3Q (9 months) | 69,579 | 13.7 | 4,941 | 23.2 | 5,368 | 18.2 | 3,054 |
| FY2006 | 96,679 |  | 7,973 | -3.2 |  |  |  |


|  | Net income per share <br> - Basic | Net income per share <br> - Diluted |
| :---: | :---: | :---: |
|  | Yen | Yen |
| FY2007 3Q (9 months) | $\mathbf{8 7 . 6 6}$ | - |
| FY2006 3Q (9 months) | 68.92 | - |
| FY2006 | 114.12 | - |

Note: Percentage figures in the above tables indicate increase/decrease over the corresponding period of the previous fiscal year.
(2) Consolidated Financial Conditions

|  | Total assets | Net assets | Equity ratio | Net assets per share |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| FY2007 3Q (9 months) | $\mathbf{7 4 , 4 6 8}$ | $\mathbf{5 0 , 6 2 9}$ | $\mathbf{6 7 . 5}$ | $\mathbf{1 , 1 4 4 . 2 8}$ |
| FY2006 3Q (9 months) | 72,549 | 47,804 | 65.4 | $1,070.44$ |
| FY2006 | 75,894 | 48,864 | 63.9 | $1,101.41$ |

(3) Consolidated Cash Flows

|  | Cash flows from <br> operating activities | Cash flows from <br> investing activities | Cash flows from <br> financing activities | Cash and cash equivalents, <br> end of the period |
| :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| FY2007 3Q (9 months) | $\mathbf{4 , 5 3 2}$ | $\mathbf{- 1 , 8 8 9}$ | $-\mathbf{2 , 4 0 8}$ | $\mathbf{1 1 , 2 1 0}$ |
| FY2006 3Q (9 months) | 4,244 | $-2,452$ | $-1,665$ | 11,108 |
| FY2006 | 5,882 | $-3,050$ | $-2,591$ | 11,027 |

2. (Reference) Forecast for FY2007 (From April 1, 2007 to March 31, 2008)

There is no revision of the forecast for FY2007 announced on November 12, 2007.

|  | Net sales | Operating profit |  | Ordinary profit | Net income | Net income per <br> share - Basic |  |
| :---: | :---: | ---: | :---: | :---: | :---: | :---: | ---: |
|  | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen | $\%$ | Millions of yen |
|  | \% |  | Yen |  |  |  |  |
| Full year | 102,800 | 6.3 | 9,500 | 19.1 | 9,600 | 13.6 | 6,000 |

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## 3. Review of Operations

During the term under review (April 1, 2007 to December 31, 2007), National Health Insurance reform in Japan continued its progress and medical equipment suppliers continued to face a severe business environment.

Japan: Sales of AED (automated external defibrillators) grew favorably due to the increased placement of AEDs in the public facilities, schools and corporated offices. As a result, sales of Treatment Equipment showed strong growth. Sales of Patient Monitors increased moderately and Sales of Medical Supplies also increased steadily. Physiological Measuring Equipment sales decreased from the prior year quarter when we had large-scale orders for diagnostic information systems and it also led to lower sales of locally purchased products in Other Medical Equipment. As a result, domestic sales increased $1.3 \%$ over the third quarter of FY2006, to $¥ 54,465$ million.

International: While sales growth in Physiological Measuring Equipment was flat, sales of all other product categories such as Patient Monitors increased steadily. In the Americas, sales in North America increased due to solid sales of Patient Monitors. Sales of Patient Monitors and Medical Supplies in Latin America surged mainly due to the shipment of the balance of large-scale orders, which was carried forward from the prior year. Sales in Europe were up with good performance in Patient Monitors, Hematology Analyzers and Medical Supplies. Sales of ECGs in China were weak, while sales in other Asian countries increased with higher sales of hematology analyzers. As a result, international sales increased $26.7 \%$ over the prior year quarter, to $¥ 20,034$ million.

Overall sales during the term under review grew $7.1 \%$ over the prior year quarter to $¥ 74,499$ million. Operating profit, ordinary profit and net income also increased as a result of higher sales and higher gross profit ratio, primarily due to a favorable product mix with increased sales of our own products. Operating profit increased $30.1 \%$ to $¥ 6,430$ million, ordinary profit increased $23.4 \%$ to $¥ 6,623$ million and net income increased $26.3 \%$ to $¥ 3,858$ million over the third quarter of FY2006.
4. Consolidated Sales results by product segment
(Millions of yen)

|  | Nine months ended December 31, 2007 |  |  | (Reference) FY2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Change (\%) | Composition (\%) | Amount | Composition (\%) |
| Physiological Measuring Equipment | 11,129 | -6.4 | 14.9 | 16,481 | 17.0 |
| Patient Monitors | 15,751 | 13.1 | 21.1 | 19,673 | 20.3 |
| Treatment Equipment | 11,545 | 15.4 | 15.5 | 13,488 | 14.0 |
| Medical Supplies | 24,728 | 15.7 | 33.2 | 29,407 | 30.4 |
| Other Medical Equipment | 11,343 | -8.4 | 15.3 | 17,627 | 18.3 |
| Total | 74,499 | 7.1 | 100.0 | 96,679 | 100.0 |
| (Reference) Overseas Sales | 20,034 | 26.7 | 26.9 | 21,928 | 22.7 |

5. Consolidated Financial Statements
(1) Consolidated Balance Sheets (Summary)
(Millions of yen)

|  | December 31, 2006 | December 31, 2007 | March 31, 2007 | Change fro <br> March 31, 2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount | Amount | \% |
| Assets |  |  |  |  |  |
| Current assets |  |  |  |  |  |
| Cash | 11,143 | 11,220 | 11,060 | 160 | 1.4 |
| Trade notes and accounts receivable | 25,167 | 27,181 | 28,805 | - 1,624 | -5.6 |
| Inventories | 15,904 | 14,998 | 15,008 | -9 | -0.1 |
| Other current assets | 3,604 | 4,307 | 4,033 | 273 | 6.8 |
| Total current assets | 55,819 | 57,707 | 58,908 | -1,200 | -2.0 |
| Fixed assets |  |  |  |  |  |
| Tangible fixed assets | 8,983 | 9,012 | 9,314 | - 302 | -3.2 |
| Intangible fixed assets | 852 | 1,099 | 1,043 | 56 | 5.4 |
| Investments and other assets | 6,894 | 6,649 | 6,627 | 21 | 0.3 |
| Total fixed assets | 16,730 | 16,760 | 16,985 | -224 | -1.3 |
| Total assets | 72,549 | 74,468 | 75,894 | - 1,425 | -1.9 |
| Liabilities |  |  |  |  |  |
| Current liabilities |  |  |  |  |  |
| Trade notes and accounts payable | 15,960 | 14,988 | 16,121 | -1,133 | - 7.0 |
| Short-term debt | 2,713 | 1,875 | 2,522 | -646 | - 25.6 |
| Other current liabilities | 5,440 | 6,627 | 7,732 | - 1,104 | - 14.3 |
| Total current liabilities | 24,114 | 23,491 | 26,376 | - 2,884 | -10.9 |
| Non-current liabilities |  |  |  |  |  |
| Long-term debt | 122 | 35 | 111 | -75 | - 68.0 |
| Other non-current liabilities | 508 | 310 | 541 | -230 | - 42.6 |
| Total non-current liabilities | 631 | 346 | 653 | - 306 | -46.9 |
| Total liabilities | 24,745 | 23,838 | 27,029 | - 3,191 | -11.8 |
| Net assets |  |  |  |  |  |
| Stockholders' equity |  |  |  |  |  |
| Common stock | 7,544 | 7,544 | 7,544 | - | - |
| Additional paid-in capital | 10,485 | 10,485 | 10,485 | 0 | 0.0 |
| Retained earnings | 28,696 | 33,158 | 30,709 | 2,448 | 8.0 |
| Treasury stock | - 1,019 | - 2,011 | - 1,755 | - 256 | 14.6 |
| Total stockholders' equity | 45,707 | 49,177 | 46,983 | 2,193 | 4.7 |
| Valuation and translation adjustments |  |  |  |  |  |
| Net unrealized gain on other securities | 1,677 | 985 | 1,468 | -483 | - 32.9 |
| Deferred gains and losses on hedges |  | - 5 | 0 | - 5 | -628.6 |
| Foreign currency translation adjustments | 53 | 117 | 49 | 67 | 136.0 |
| Total valuation and translation adjustments | 1,738 | 1,097 | 1,519 | -421 | - 27.7 |
| Minority interests | 358 | 354 | 361 | -6 | -1.7 |
| Total net assets | 47,804 | 50,629 | 48,864 | 1,765 | 3.6 |
| Total liabilities and net assets | 72,549 | 74,468 | 75,894 | -1,425 | -1.9 |

(2) Consolidated Statements of Income (Summary)

|  | Nine months ended December 31, 2006 | Nine months ended December 31, 2007 | Change |  | Year ended <br> March 31, 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount | \% | Amount |
| Net sales | 69,579 | 74,499 | 4,919 | 7.1 | 96,679 |
| Cost of sales Gross profit | 35,497 34,082 | 36,666 37,833 | 1,169 3,750 | 3.3 11.0 | $\begin{aligned} & \hline 49,246 \\ & 47,432 \end{aligned}$ |
| Selling, general and administrative expenses Operating profit | $\begin{array}{r} \hline 29,140 \\ 4,941 \end{array}$ | $\begin{array}{r} 31,402 \\ 6,430 \\ \hline \end{array}$ | $\begin{aligned} & 2,261 \\ & 1,488 \end{aligned}$ | 7.8 30.1 | $\begin{array}{r}39,458 \\ 7,973 \\ \hline\end{array}$ |
| Non-operating profit <br> Non-operating expenses Ordinary profit | 617 190 5,368 | 467 274 6,623 | $\begin{array}{r} -149 \\ 84 \\ 1,254 \end{array}$ | $\begin{array}{r} -24.3 \\ 44.1 \\ 23.4 \\ \hline \end{array}$ | 815 341 8,448 |
| Extraordinary profit <br> Extraordinary expenses <br> Income before income taxes and minority interests | $\begin{array}{r} 31 \\ 190 \\ 5,210 \\ \hline \end{array}$ | $\begin{array}{r} 44 \\ - \\ 6,668 \end{array}$ | $\begin{array}{r} 12 \\ -190 \\ 1,457 \\ \hline \end{array}$ | 39.4 - 28.0 | $\begin{array}{r}33 \\ 171 \\ 8,310 \\ \hline\end{array}$ |
| Income taxes <br> Minority interests | $\begin{array}{r}2,118 \\ 37 \\ \hline 3,054\end{array}$ | 2,776 33 | $\begin{array}{r}658 \\ -4 \\ \hline 8\end{array}$ | $\begin{array}{r}31.1 \\ -11.2 \\ \hline\end{array}$ | $\begin{array}{r}3,202 \\ 55 \\ \hline 5,052\end{array}$ |
| Net income | 3,054 | 3,858 | 803 | 26.3 | 5,052 |

(3) Consolidated Statements of Cash Flows (Summary)

|  | Nine months ended December 31, 2006 | Nine months ended <br> December 31, 2007 | Year ended <br> March 31, 2007 |
| :---: | :---: | :---: | :---: |
|  | Amount | Amount | Amount |
| Cash flows from operating activities |  |  |  |
| Income before income taxes and minority interests | 5,210 | 6,668 | 8,310 |
| Depreciation and amortization | 1,268 | 1,486 | 1,698 |
| Increase in allowance | - 242 | - 1,298 | 835 |
| Decrease in trade notes and accounts receivable | 5,189 | 2,086 | 1,599 |
| (Increase) decrease in inventories | -1,822 | 9 | -926 |
| Increase in trade notes and accounts payable | - 1,390 | - 1,133 | - 1,228 |
| Other, net | - 3,968 | - 3,287 | -4,405 |
| Net cash provided by operating activities | 4,244 | 4,532 | 5,882 |
| Cash flows from investing activities |  |  |  |
| Capital expenditures and others | - 2,476 | - 1,918 | - 3,117 |
| Other, net | 24 | 28 | 67 |
| Net cash used in investing activities | -2,452 | -1,889 | -3,050 |
| Cash flows from financing activities |  |  |  |
| Increase (decrease) in debt | - 398 | - 716 | - 580 |
| Dividends paid to stockholders | - 1,261 | -1,396 | - 1,238 |
| Other, net | - 5 | - 294 | -772 |
| Net cash used in financing activities | -1,665 | - 2,408 | -2,591 |
| Effect of exchange rate changes on cash and cash equivalents | 176 | -51 | -17 |
| Net increase in cash and cash equivalents | 303 | 182 | 223 |
| Cash and cash equivalents at beginning of term | 10,804 | 11,027 | 10,804 |
| Cash and cash equivalents at end of term | 11,108 | 11,210 | 11,027 |

## 6. Overseas Sales

Nine months ended December 31, 2006
(Millions of yen)

|  | Americas | Europe | Asia | Other | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Overseas sales | 6,067 | 4,966 | 4,223 | 560 | 15,817 |
| Consolidated sales |  |  |  |  | 69,579 |
| Percentage of overseas sales to <br> consolidated sales (\%) | 8.7 | 7.1 | 6.1 | 0.8 | 22.7 |

Nine months ended December 31, 2007
(Millions of yen)

|  | Americas | Europe | Asia | Other | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Overseas sales | 9,240 | 5,833 | 4,221 | 739 | 20,034 |
| Consolidated sales |  |  |  |  | 74,499 |
| Percentage of overseas sales to <br> consolidated sales (\%) | 12.4 | 7.8 | 5.7 | 1.0 | 26.9 |

FY2006
(Millions of yen)

|  | Americas | Europe | Asia | Other | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Overseas sales | 8,941 | 6,898 | 5,317 | 771 | 21,928 |
| Consolidated sales |  |  |  |  | 96,679 |
| Percentage of overseas sales to <br> consolidated sales (\%) | 9.2 | 7.1 | 5.5 | 0.8 | 22.7 |

Note: 1. Overseas sales comprise sales of the Company and its consolidated subsidiaries in countries and regions other than Japan.
2. The major countries or regions in the respective divisions are as follows:

Americas: U.S.A., Venezuela, Mexico and Colombia
Europe: Germany, Italy, Spain, France and Russia
Asia: China, Korea, Thailand and Vietnam


[^0]:    Note: Percentage figures in the above tables indicate increase/decrease over the corresponding period of the previous fiscal year.
    *The above estimates are based on information available on the date of this report's announcement. Actual results may differ from such estimates due to unforeseen circumstances.

