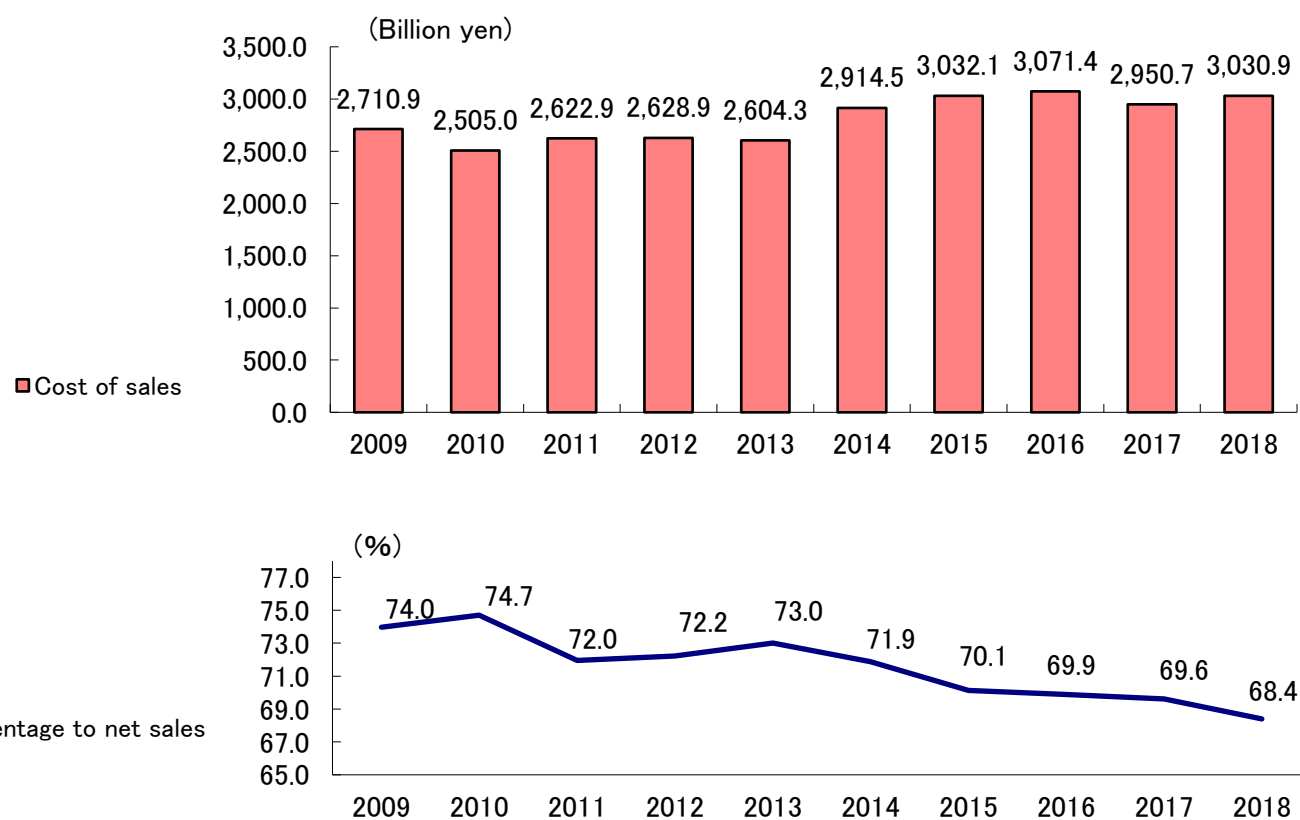
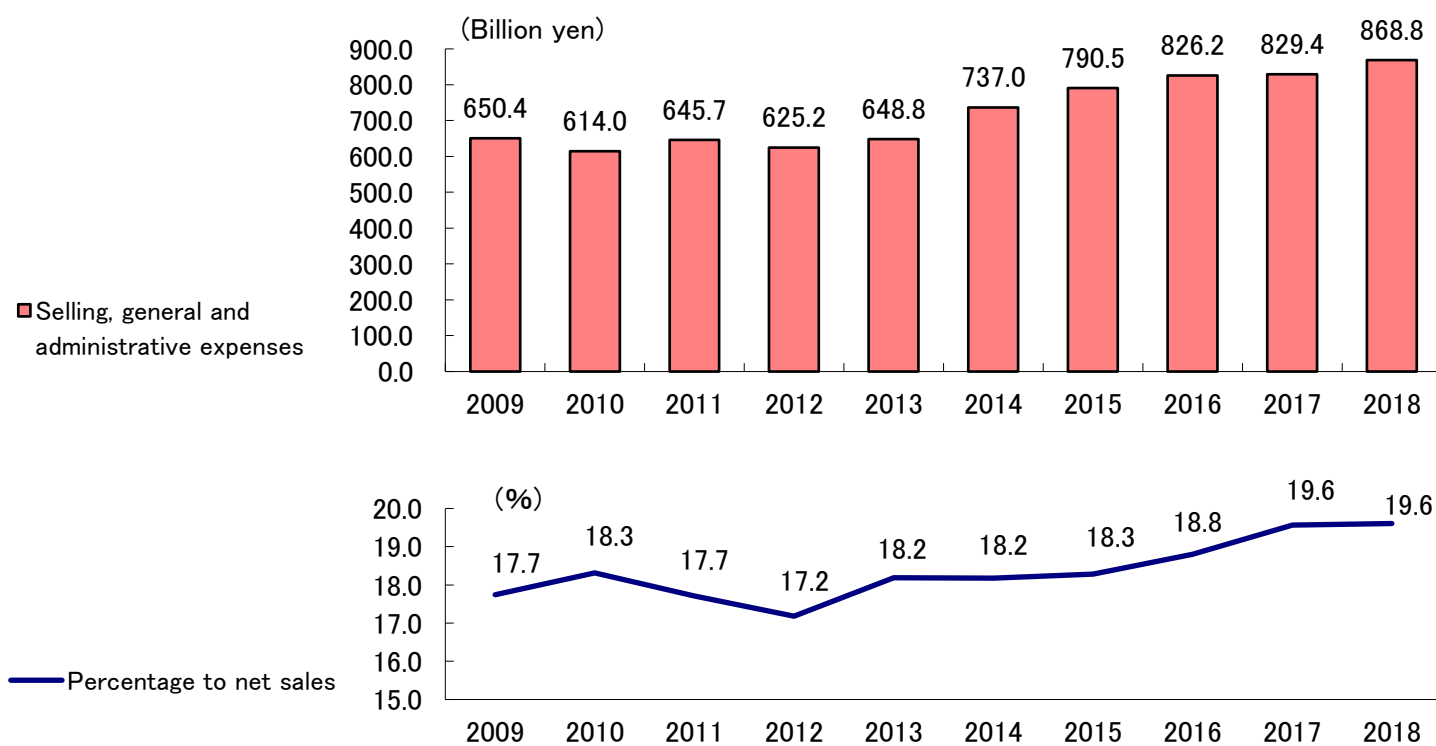


COSTS AND EXPENSES

Cost of Sales (売上原価)



Selling, General and Administrative Expenses (販売費及び一般管理費)



		(Million yen)									
Years ended March 31		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Cost of sales		2,710,976	2,505,095	2,622,959	2,628,964	2,604,360	2,914,589	3,032,161	3,071,435	2,950,729	3,030,902
Cost of sales/net sales	(%)	74.0	74.7	72.0	72.2	73.0	71.9	70.1	69.9	69.6	68.4
Selling, general and administrative expenses		650,455	614,062	645,779	625,283	648,890	737,042	790,563	826,232	829,425	868,812
Selling, general and administrative expenses/net sales	(%)	17.7	18.3	17.7	17.2	18.2	18.2	18.3	18.8	19.6	19.6