

Reconciliations of the disclosed Non-GAAP financial measures to the most directly comparable GAAP financial measures

EBITDA and EBITDA margin

	Millions of yen				
	Year ended March 31,				
	2000	2001	2002	2003	2004
a. EBITDA	¥ 1,137,025	¥ 1,425,335	¥ 1,680,596	¥ 1,836,264	¥ 1,858,920
Depreciation and amortization expenses and losses on sale or disposal of property, plant and equipment	(627,838)	(646,715)	(679,709)	(779,545)	(756,002)
Operating income	509,187	778,620	1,000,887	1,056,719	1,102,918
Other expenses, net	(21,359)	(20,489)	(44,496)	(13,751)	(1,795)
Income taxes	(211,072)	(317,337)	(399,643)	(454,487)	(429,116)
Equity in net losses of affiliates	(1,730)	(17,767)	(643,962)	(324,241)	(21,960)
Minority interests in earnings of consolidated subsidiaries	(18,462)	(21,272)	(28,977)	(16,033)	(40)
Cumulative effect of accounting change	—	—	—	(35,716)	—
b. Net income (loss)	256,564	401,755	(116,191)	212,491	650,007
c. Total operating revenues	3,354,046	4,178,056	4,659,254	4,809,088	5,048,065
EBITDA margin(=a/c)	33.9%	34.1%	36.1%	38.2%	36.8%
Net income (loss) margin (=b/c)	7.6%	9.6%	(2.5)%	4.4%	12.9%

Note : EBITDA and EBITDA margin, as we use them, are different from EBITDA as defined in Item 10(e) of regulation S-K and may not be comparable to similarly titled measures used by other companies.

Adjusted free cash flows (excluding irregular factors)

	Millions of yen				
	Year ended March 31,				
	2000	2001	2002	2003	2004
Adjusted free cash flows (excluding irregular factors) (1)	¥ 60,175	¥ 133,474	¥ 235,995	¥ 469,180	¥ 862,934
Irregular factors (2)	—	(2,019,843)	(20,000)	244,000	—
Free cash flows (1)	60,175	(1,886,369)	215,995	713,180	862,934
Cash flows from investing activities	(999,964)	(2,744,215)	(1,125,093)	(871,430)	(847,309)
Cash flows from operating activities	1,060,139	857,846	1,341,088	1,584,610	1,710,243

Notes : (1) In past reports, we excluded net payments for short-term loans and deposits from cash flows from investing activities in determining our free cash flows. In the table above, ¥40,693 million has been subtracted from the amount of free cash flows previously reported for the fiscal year ended March 31, 2000 and ¥38,913 million, ¥2,665 million and ¥470 million have been added to the amount of free cash flows previously reported for the fiscal years ended March 31, 2001, 2002 and 2003, respectively, to reflect the inclusion of payments for short-term loans and deposits.

(2) Irregular factors represent the effects of uncollected revenues due to a bank holiday at the end of periods. For the year ended March 31, 2001, this also included the effect of overseas investments totaling ¥1,795.8 billion.

Capital expenditures

	Millions of yen				
	Year ended March 31,				
	2000	2001	2002	2003	2004
Capital expenditures	¥ 876,058	¥ 1,012,795	¥ 1,032,256	¥ 853,956	¥ 805,482
Effects of timing differences between acquisition dates and payment dates	62,533	(55,319)	30,445	10,750	(2,553)
Purchases of property, plant and equipment	(745,002)	(803,397)	(863,184)	(700,468)	(625,284)
Purchases of intangible and other assets	(193,589)	(154,079)	(199,517)	(164,238)	(177,645)

Note : Capital expenditures are calculated on an accrual basis for the purchases of property, plant and equipment, and intangible assets.