NET SALES

In the fiscal year ended March 31, 2002, net sales decreased 13.9%, to ¥382,154 million.

	Millions of yen	
	2002	2001
Electronics:		
Consumer	¥126,049	¥140,828
Timepieces	62,536	68,246
Mobile Network Solutions (MNS)	52,216	61,614
System Equipment	58,202	56,892
Subtotal	299,003	327,580
Electronic Components and Others:		
Electronic Components	50,946	66,512
Others	32,205	49,838
Subtotal	83,151	116,350
Total	¥382,154	¥443,930

Results by Segment In the Electronics segment, sales decreased 8.7%, to ¥299,003 million, and accounted for 78.2% of net sales.

In the Consumer category, digital cameras sales rose, owing to the enhancement of product lineups that meet user needs, and electronic dictionaries performed well thanks to their popularity among a wide array of users, from students to businesspeople to seniors. However, a withdrawal from word processors and contracted audio equipment operations led to reduced sales. Overall, net sales decreased 10.5%, to ¥126,049 million.

In the Timepieces category, to create new demand, we aggressively pursued the development of radio-controlled wristwatches, new wrist cameras, and other "wrist technologies" that make the most of our capabilities. The radio-controlled wristwatch business appeared especially promising toward the end of fiscal 2002, as market recognition was increasing. Demand, however, turned sluggish, mainly due to a slump in the North American market, and sales fell 8.4%, to ¥62,536 million.

In the Mobile Network Solutions (MNS) category, we achieved sales growth in cellular phones through standout features—water resistance, shock absorbency, and innovative design—despite stagnant demand in the cellular phone market. However, net sales dropped 15.3%, to ¥52,216 million, due to a significant decline in PDA sales.



10



Net Income (Loss)



Sales in the System Equipment category increased 2.3%, to ¥58,202 million, as corporate use of our color page printers expanded.

Sales in the Electronic Components and Others segment decreased 28.5%, to ¥83,151 million, and accounted for 21.8% of sales.

Sales in the Electronic Components category decreased 23.4%, to ¥50,946 million, owing to reduced sales in bump processing-related business due to sluggish demand for cellular phones as well as reduced sales in the TFT-LCD business due to a fall in prices precipitated by a sudden influx of domestic manufacturers in the small- and medium-scale market, which created a TFT-LCD glut.

Sales in the Others category decreased 35.4%, to ¥32,205 million. This is mainly a result of the partial sale of the equity in The Casio Lease Co., Ltd., which became an affiliate accounted for by the equity method.

Results by Region Domestic sales decreased 17.4%, to ¥222,684 million, owing to a slowdown in the economy precipitated by worsening deflation as well as reduced sales from the sale of the equity in Casio Lease. Domestic sales accounted for 58.3% of net sales.

Sales in North America decreased 15.1%, to ¥55,896 million, accounting for 14.6% of net sales, due to a depressed U.S. economy. The introduction of the euro spurred demand offsetting the weak U.S. economy, and, as a result, sales in Europe increased 6.0%, to ¥53,416 million, accounting for 14.0% of net sales. Sales in Asia and other regions, excluding Japan, decreased 13.8%, to ¥50,158 million, accounting for 13.1% of net sales.

RESULTS OF OPERATIONS

In fiscal 2002, there was a ¥10,418 million operating loss. In the Electronics segment, an ¥8,576 million operating loss resulted, mainly owing to a marked decline in digital camera and consumer PDA prices due to intensified global competition. In the Electronic Components and Others segment, operating income fell 79.7%, to ¥2,704 million. The worldwide slump in demand for such IT-related products as cellular phones and PCs led to a substantial reduction in profits in the Electronic Components category.

Net financial expenses increased from ¥1,603 million, to ¥2,060 million, reflecting increased levels of debt. Other expenses rose from ¥7,101 million, to ¥22,346 million.





A foreign exchange gain of ¥1,180 million was logged as opposed to a foreign exchange loss of ¥3,420 million in the previous fiscal year, owing to fluctuating exchange rates. The disposal and devaluation of inventories increased ¥6,597 million, loss on devaluation and sales of investment securities increased ¥3,955 million, and restructuring charges were ¥8,486 million. As a result, income before income taxes and minority interests changed from ¥9,201 million in income in the previous year to a ¥34,824 million loss. In fiscal 2001, net income totaled ¥6,547 million, but, in fiscal 2002, the Company registered a net loss of ¥24,928 million.

Total Assets and Shareholders' Equity Billions of yen % 40 600 500 30 400 300 20 200 10 100 0 **'9**8 '99 **'00 '**01 '02 Total Assets Shareholders' Equity • Equity Ratio

FINANCIAL CONDITION

Total assets increased 0.7%, to ¥449,224 million.

Cash and time deposits climbed ¥29,416 million, but inventories fell ¥13,931 million. Inventory turnover fell 0.2, to 3.2 months. Also, total investments and other assets increased ¥10,688 million. However, liabilities increased 11.2%, to ¥312,165 million, as a result of moving forward fund-raising initiatives in preparation for the repayment of ¥50,000 million in straight bonds in fiscal 2003, taking into consideration market trends and interest rates. Excluding this temporary rise, the ratio of interest-bearing debt to total assets amounted to 40.9%. Shareholders' equity decreased 17.3%, to ¥134,317 million, reflecting the net loss for the year under review. The equity ratio fell 6.5 percentage points, to 29.9%.

CAPITAL INVESTMENT

In fiscal 2002, capital investment was ¥15,737 million. This reflects a 29% reduction from fiscal 2001 due to the strategic reduction of capital investment in Electronic Components in line with reforms to increase the strength of our business structure. A simple comparison including capital investment from Casio Lease, which, until fiscal 2001, was accounted for in the consolidated results, amounts to a 48% reduction in capital investment from fiscal 2001. In the Electronics segment, capital investment amounted to ¥5,781 million. In the Electronic Components and Others segment capital investment amounted to ¥9,891 million. The remaining capital investment was used throughout the Company and cannot be accounted for by segment.