# **Industry Review by Business Segment**

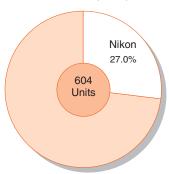
# **Precision Equipment Company**

### Sales of Nikon Steppers and Scanners

	Sales of Steppers and Scanners (Units)				
		LCD Steppers			
Elecal.		pers and So	canners	and Scanners	Total
Fiscal Year-End	Domestic Sales	Exports	Total		
1981/3	3	0	3		3
1982/3	20	0	20		20
1983/3	67	3	70		70
1984/3	140	10	150		150
1985/3	285	55	340		340
1986/3	150	50	200		200
1987/3	100	50	150	10	160
1988/3	200	83	283	7	290
1989/3	370	155	525	5	530
1990/3	275	170	445	15	460
1991/3	290	120	410	20	430
1992/3	170	110	280	21	301
1993/3	85	95	180	15	195
1994/3	140	205	345	25	370
1995/3	180	275	455	35	490
1996/3	275	290	565	30	595
1997/3	250	315	565	30	595
1998/3	155	265	420	45	465
1999/3	85	155	240	30	270
2000/3	90	215	305	45	350
2001/3	124 (3)	283 (4)	407 (7)	69	476
2002/3	74 (7)	176 (7)	250 (14)	62	312
2003/3	36 (8)	119 (4)	155 (12)	37	192
2004/3	81 (20)	124 (26)	205 (46)	52	257
2005/3	111 (44)	141 (15)	252 (59)	87	339
2006/3	74 (18)	114 (11)	188 (29)	67	255
2007/3	54 (11)	126 (11)	180 (22)	80	260
2008/3	58 (8)	106 (10)	164 (18)	45	209
Total	3,942 (119)	3,810 (88)	7,752 (207)	832	8,584

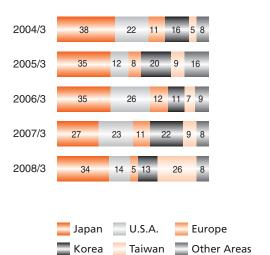
From fiscal 2001: consolidated sales units reflect the changes in sales accounting standards of overseas consolidated subsidiaries.

# Global Market Share of Nikon IC Steppers and Scanners Unit basis (2007)



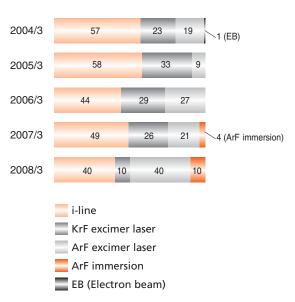
Source: Gartner "Market Share" (June 9, 2008) GJ08297

### Ratio of Sales of Nikon IC Steppers and Scanners by Region (%)



Korea

### Ratio of Sales of Nikon IC Steppers and Scanners by Light Source (%)



<sup>\*</sup>Used steppers and scanners are not included.

<sup>\*\*</sup> Figures in parentheses indicate used steppers and scanners.

<sup>\*</sup> Used steppers and scanners are included.

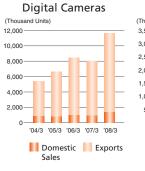
<sup>\*</sup>Used steppers and scanners are not included.

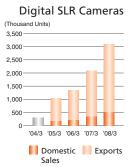
# **Imaging Company**

### Shipment Units of Nikon Cameras and Interchangeable Lenses

(Thousand Units)

	Fiscal Year-End	Digital Cameras	Digital SLR Cameras	Film SLR Cameras	Interchangeable Lenses
		Domestic	Domestic	Domestic	Domestic
		Sales Exports Total	Sales Exports Total	Sales Exports Total	Sales Exports Total
ľ	2004/3	840 4,560 5,400	— — 300	50 630 680	160 1,060 1,230
	2005/3	810 5,800 6,610	170 880 1,050	30 210 240	210 1,290 1,500
	2006/3	990 7,460 8,450	200 1,140 1,340	— — 120	250 1,770 2,020
	2007/3	920 7,090 8,010	340 1,750 2,090	— — 30	400 2,240 2,640
	2008/3	1,350 10,290 11,640	510 2,580 3,090	— — 10	660 3,790 4,450





Interchangeable Lenses

Domestic Exports

Sales

#### Film SLR Cameras

Domestic Exports

800 700

500 400-

300 200

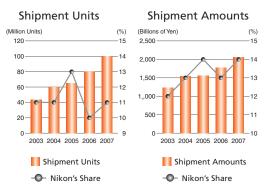
### (Thousand Units) (Thousand Units) 5 000 4.000 2,000 '04/3 '05/3 '06/3 '07/3 '08/3 '04/3 '05/3 '06/3 '07/3 '08/3

# **Shipments of Digital Cameras**

Year	Shipment Units (Million Units)	Nikon's Share (%)	Shipment Amounts (Billions of Yen)	Nikon's Share (%)
2003	43.41	11	1,225.0	12
2004	59.77	11	1,546.0	13
2005	64.77	13	1,558.6	14
2006	78.98	10	1,774.4	13
2007	100.37	11	2,060.5	14

Source: Camera & Imaging Products Association

Shipment amounts=domestic shipment amounts+export amounts (member manufacturers only)

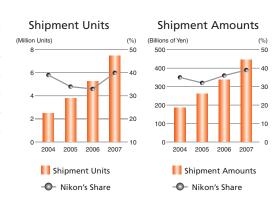


### **Shipments of Digital SLR Cameras**

Year	Shipment Units (Million Units)	Nikon's Share (%)	Shipment Amounts (Billions of Yen)	Nikon's Share (%)
2004	2.48	39	186.1	35
2005	3.79	34	261.2	32
2006	5.26	33	337.9	36
2007	7.47	40	445.1	39

Source: Camera & Imaging Products Association

Shipment amounts=domestic shipment amounts+export amounts (member manufacturers only)



<sup>\*</sup>Shipment units=domestic shipment units+export units (member manufacturers only)

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# **Industry Review by Business Segment**

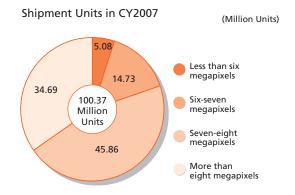
### Shipment Units of Digital Cameras by the Number of Pixels

						(Million Units)
Year	Less than two megapixels	Two-three megapixels	Three-four Four-five More than five megapixels megapixels			Total
2001	3.38	6.885	4.485			14.75
2002	2.47	10.79	11.28			24.54
2003	0.63	7.77	20.46	7.76	6.79	43.41

Year	Less than Five megapixels	Five-six megapixels	Six-seven megapixels	Seven-eight megapixels	More than eight megapixels	Total
2004	38.35	21.42				59.77
2005	19.08	26.99	7.49	11.21		64.77
2006	20	20.35		16.05	10.58	78.98
2007	5.08		14.73	45.86	34.69	100.37



<sup>\*</sup>Member manufacturers only



# **Instruments Company**

### Global Market of Microscopes

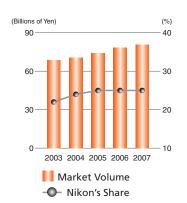
		(IVIII)	lions of Yen)
Year	Market Volume	Nikon	Share (%)
2003	68,535	15,189	22
2004	70,586	17,105	24
2005	74,057	18,600	25
2006	78,454	19,745	25
2007	80,808	19,946	25

(Source: Nikon estimates)

# **Shipments of Measuring Instruments**

		(Mil	lions of Yen)
Fiscal Year	Shipment Amounts	Nikon	Share (%)
2003/3	10,289	4,120	40
2004/3	12,689	5,401	43
2005/3	16,314	6,716	41
2006/3	16,613	7,154	43
2007/3	14,952	7,097	48
2008/3	16,815	8,376	50

Source: Japan Optical Measuring Instruments Manufacturers' Association





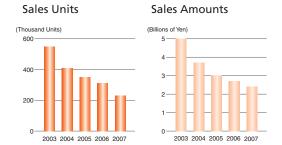
<sup>\*</sup>Measuring instruments include profile projectors, measuring microscopes and CNC video measuring systems. Shipment amounts=domestic shipment amounts+export amounts (domestic manufacturers only)

# **Sport Optics Business**

### Japanese Market of Binoculars

(Thousand Units, Billions of Yen) Year Sales Units Sales Amounts 2003 550 5.0 2004 410 3.7 2005 350 3.0 2006 310 2.7 2007 230 2.4

(Source: Nikon Vision Co., Ltd. estimates)



### **Surveying Instruments Business**

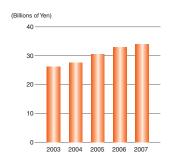
### **Shipments of Surveying Instruments**

(Billions of Yen)

Year	Shipment Amounts
2003	26.1
2004	27.5
2005	30.6
2006	33.0
2007	34.0

(Source: Nikon-Trimble Co., Ltd. estimates)

<sup>\*</sup> Shipment amounts=domestic shipment amounts+export amounts (domestic manufacturers only)



# **Ophthalmic Lens Business**

### Global Market of Ophthalmic Lenses

	(Million Un	(Million Units, Billions of Yen		
Year	Sales Units	Sales Amounts		
2003	830	630.0		
2004	830	630.0		
2005	840	668.0		
2006	860	683.9		
2007	870	690.3		

(Source: Nikon-Essilor Co., Ltd. estimates)

