

# Industry Review by Business Segment

## Precision Equipment Company

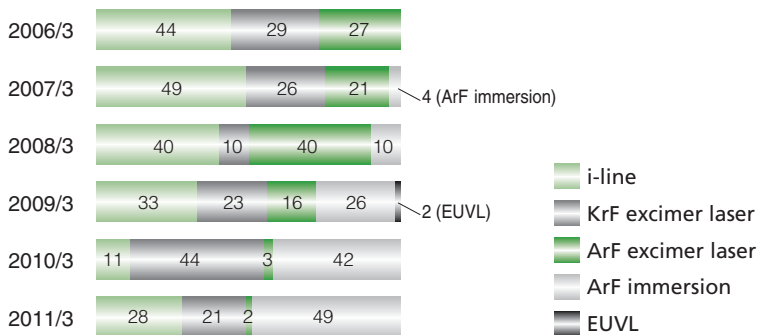
### Sales of Nikon Steppers and Scanners

Fiscal Year-End	1981/3-2003/3	2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3	2011/3	Total
Sales of Steppers and Scanners (Units)										
IC Steppers and Scanners										
Domestic Sales	3,564 (18)	81 (20)	111 (44)	74 (18)	54 (11)	58 ( 8)	34 ( 7)	10 ( 6)	17 (12)	4,003 (144)
Exports	3,199 (15)	124 (26)	141 (15)	114 (11)	126 (11)	106 (10)	44 (10)	39 ( 7)	65 (13)	3,958 (118)
Total	6,763 (33)	205 (46)	252 (59)	188 (29)	180 (22)	164 (18)	78 (17)	49 (13)	82 (25)	7,961 (262)
LCD Steppers and Scanners										
Total	501	52	87	67	80	45	65	45	57	999
Total	7,264	257	339	255	260	209	143	94	139	8,960

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

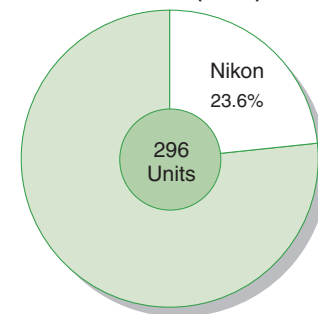
\* Figures in parentheses indicate refurbished steppers and scanners.

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



\* Refurbished steppers and scanners are not included.

### Global Market Share of Nikon IC Steppers and Scanners (Refurbished steppers and scanners are included) Unit basis (2010)



(Source: Nikon estimates)

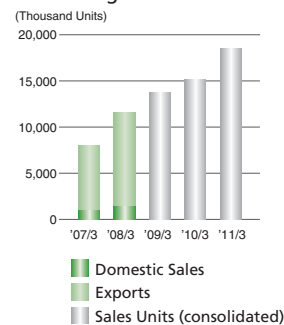
## Imaging Company

### Shipment / Sales Units of Nikon Cameras and Interchangeable Lenses

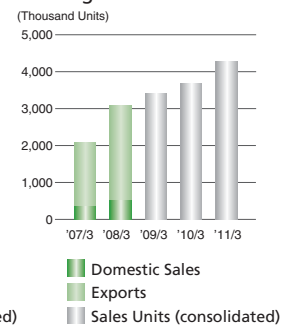
Fiscal Year-End	2007/3	2008/3	2009/3	2010/3	2011/3
Digital Cameras (Thousand Units)					
Domestic Sales	920	1,350	—	—	—
Exports	7,090	10,290	—	—	—
Total	8,010	11,640	13,750	15,180	18,550
Digital SLR Cameras (Thousand Units)					
Domestic Sales	340	510	—	—	—
Exports	1,750	2,580	—	—	—
Total	2,090	3,090	3,420	3,670	4,290
Interchangeable Lenses (Thousand Units)					
Domestic Sales	400	660	—	—	—
Exports	2,240	3,790	—	—	—
Total	2,640	4,450	4,870	5,450	6,360

\* From fiscal 2009, figures indicate consolidated sales unit.

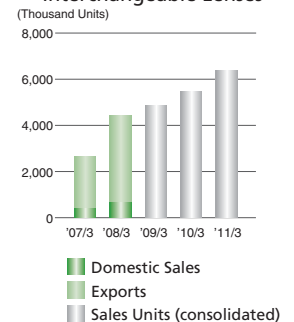
#### Digital Cameras



#### Digital SLR Cameras



#### Interchangeable Lenses

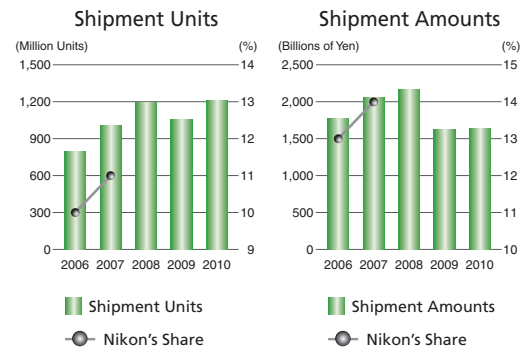


## Shipments of Digital Cameras

Year	2006	2007	2008	2009	2010
Shipment Units (Million Units)	78.98	100.37	119.76	105.86	121.46
Nikon's Share (%)	10	11	—	—	—
Shipment Amounts (Billions of Yen)	1,774.4	2,060.5	2,164.0	1,620.8	1,643.3
Nikon's Share (%)	13	14	—	—	—

(Source: Camera & Imaging Products Association)

- \* Shipment units=domestic shipment units+export units (member manufacturers only)
- Shipment amounts=domestic shipment amounts+export amounts (member manufacturers only)
- \* From 2008, Nikon's share is not calculated since officially announced figures by the Company are based on consolidated sales.



## Shipments of Digital SLR Cameras

Year	2006	2007	2008	2009	2010
Shipment Units (Million Units)	5.26	7.47	9.69	9.91	12.89
Nikon's Share (%)	33	40	—	—	—
Shipment Amounts (Billions of Yen)	337.9	445.1	525.4	458.9	503.4
Nikon's Share (%)	36	39	—	—	—

(Source: Camera & Imaging Products Association)

- \* Shipment units=domestic shipment units+export units (member manufacturers only)
- Shipment amounts=domestic shipment amounts+export amounts (member manufacturers only)
- \* From 2008, Nikon's share is not calculated since officially announced figures by the Company are based on consolidated sales.

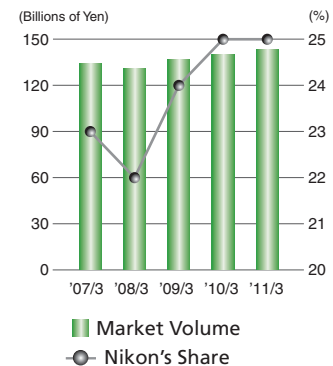


## Instruments Company

### Global Market of Biological Microscopes

Fiscal Year-End	2007/3	2008/3	2009/3	2010/3	2011/3
Market Volume (Billions of Yen)	134	131	137	140	143.5
Nikon (Billions of Yen)	31	29	33	35	36
Nikon's Share (%)	23	22	24	25	25

(Source: Nikon's estimate based on the various market data)



### Global Market of Measuring Instruments

Fiscal Year-End	2007/3	2008/3	2009/3	2010/3	2011/3
Market Volume (Billions of Yen)	48	49	29	19	29
Nikon (Billions of Yen)	10	11	6	4	7
Nikon's Share (%)	21	23	22	22	23

(Source: Nikon's estimate based on the various statistics and the outside market survey)

- \* Measuring instruments include profile projectors, measuring microscopes and CNC video measuring systems.

