

# First Half of FY2006 Financial Results

November 2006  
Furusato Industries, Ltd.

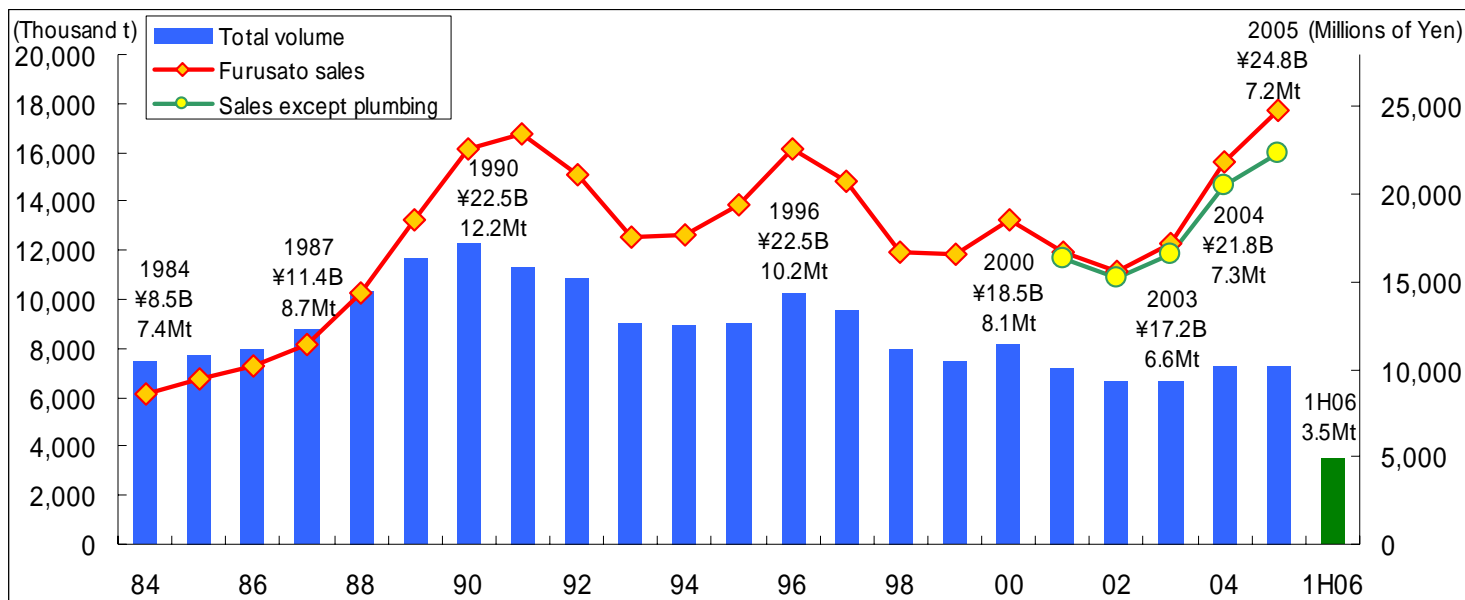
## Forward Looking Statements

Any information presented in this Financial Results concerning Furusato's plans, strategies, or prospects that is not historical facts represents our forecasts regarding the company's future business performance based on information currently available.

These statements involve a number of risks, uncertainties, and other factors that could cause actual results to be materially different.

# 1. Market Overview

### Volume of Steel Frame Used for Building Construction Started (Calendar Year Basis)



### Volume of Steel Frame Used for Building Construction Started

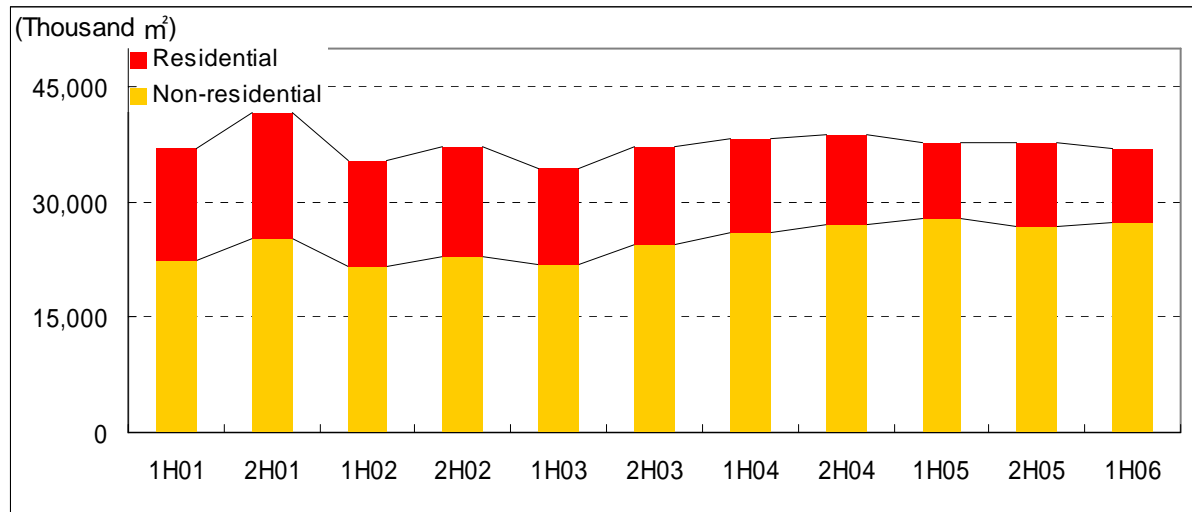
- 1st half of 2006: -3.4% from 1st half of 2005
- Full-year of 2006 (forecast): Flat from 2005 (7.2Mt in 2005)

### Furusato Net Sales

- Diverging from the volume of steel frame used since FY2003  
+ sales volume of the new business (Plumbing business)  
(FY2003: ¥0.6B, FY2004: ¥1.3B, FY2005: ¥2.5B, FY2006 (forecast) : ¥3.6B)

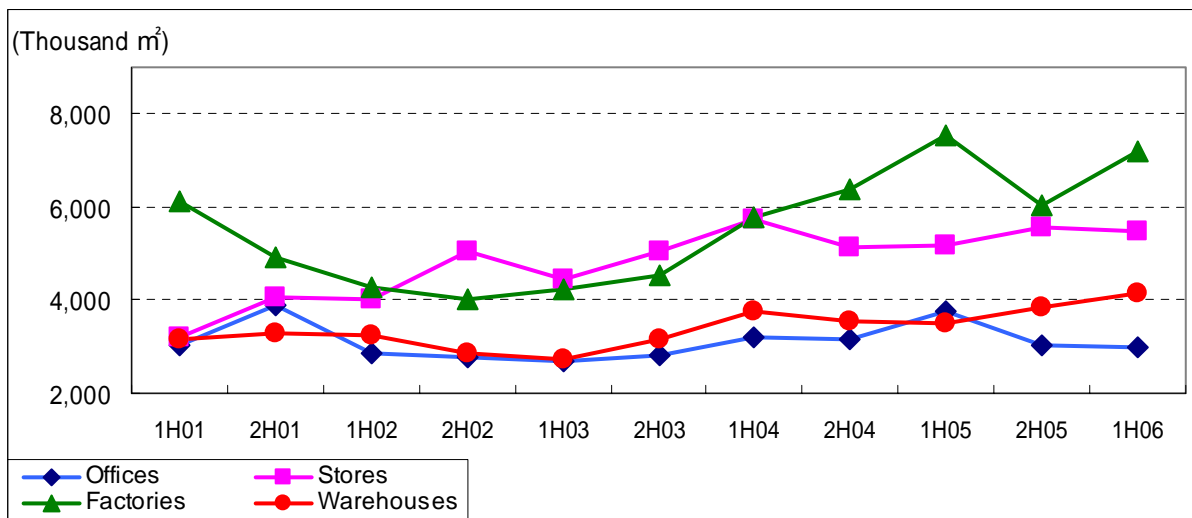
[Resource] Construction Statistics; Floor Area of Building Construction Started by Structure (Steel Frame (S) :  $\text{m}^2 \times 100\text{kg}$ ) +(Steel Frame Reinforced Concrete (SRC):  $\text{m}^2 \times 50\text{kg}$ )

### Floor Area of Non-residential Steel Frame Building Construction Started (Calendar Year Basis)



Floor Area of Residential · Non-residential buildings (1H06 vs. 1H05)

- Residential -3.8%
- Non-residential -1.6%
- Total -2.2%

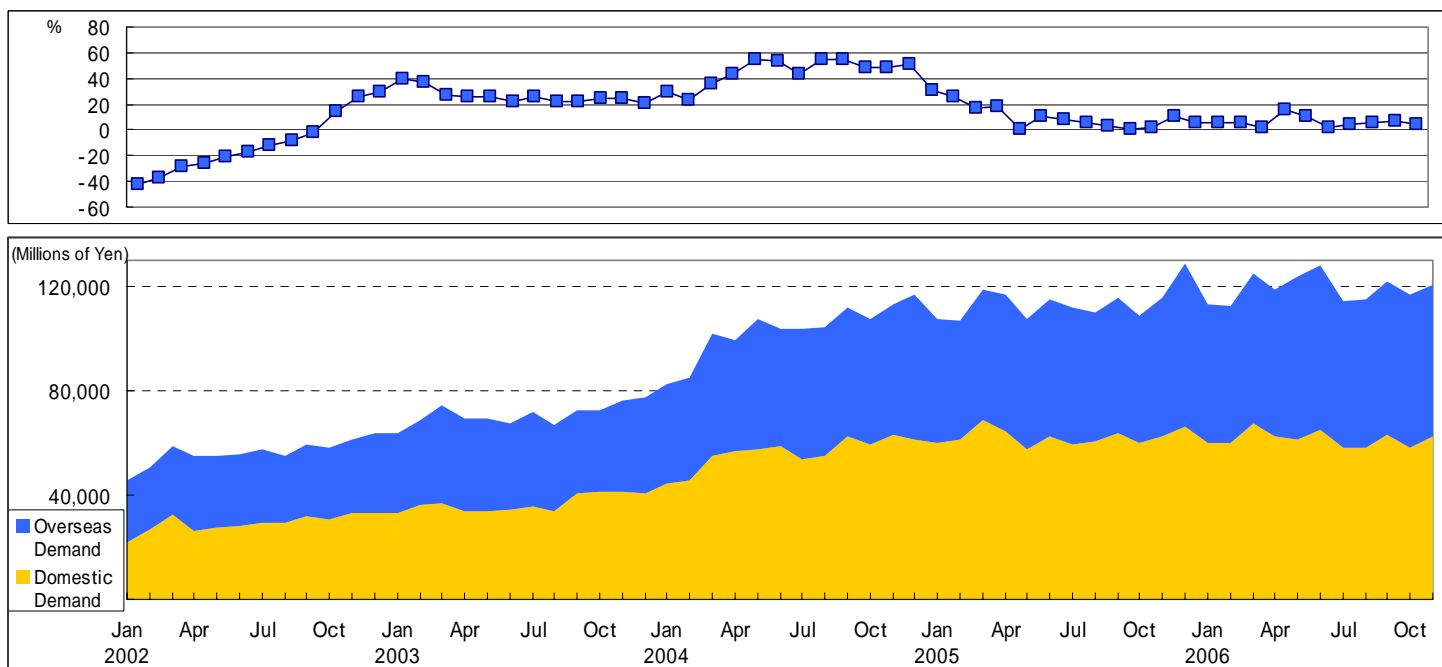


Non-residential By Use (1H06 vs. 1H05)

- Stores +5.7%
- Factories -4.3%
- Offices -21.1%
- Warehouses +18.5%

[Resource] Construction Statistics; Non-residential Building Construction Started by Use (S + SRC)

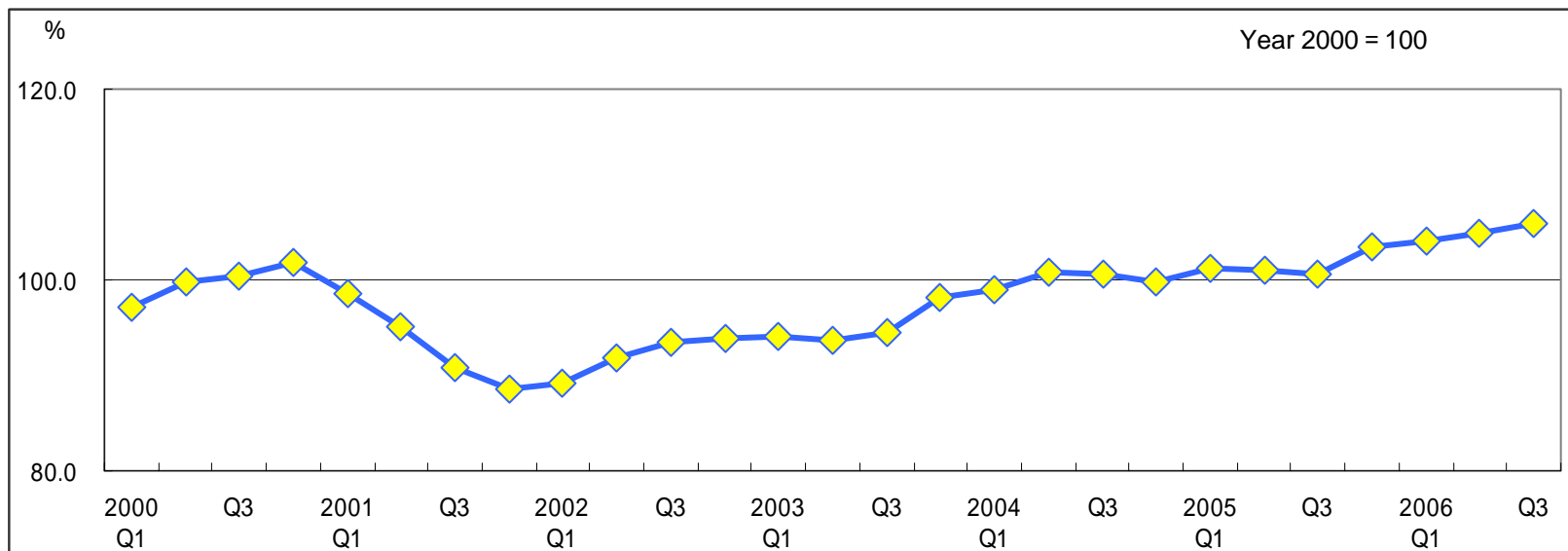
### Monthly Orders Received for Machine Tools



- 50th consecutive month of year-over-year increase since October 2002 (Nov.2006 +4.9%)
- 1H FY06 (Apr.-Sep.): + 6.6% from 1H FY05  
 Domestic demand + 0.0%, Overseas demand + 14.5%

(Resource) Statistics of Orders Received for Machine Tools by Japan Machine Tool Builders Association (JMTBA)

### Indices of Industrial Production



- 4 consecutive quarter of year-over-year increase
- Over 100 pts. for 7 consecutive quarter since 1Q05

[Resource] Statistics by Ministry of Economy, Trade and Industry

## 2. Consolidated Business Overview

### Furusato Group Operating Results - Summary

(Millions of Yen)

	1H FY2005		1H FY2006		% Change vs. 1H FY05	FY2006		% Change vs. FY05	Progress vs. Forecast
	Actual	% of Sales	Actual	% of Sales		Forecast	% of Sales		
<b>Consolidated</b>									
Net Sales	40,532		43,877		8.3%	88,494		5.2%	49.6%
Gross Profit	6,150	15.2%	6,454	14.7%	4.9%	13,005	14.7%	3.5%	49.6%
Operating Income	2,224	5.5%	2,384	5.4%	7.2%	4,767	5.4%	1.8%	50.0%
Ordinary Income	2,470	6.1%	2,612	6.0%	5.8%	5,209	5.9%	1.2%	50.2%
Net Income	1,366	3.4%	1,522	3.5%	11.4%	3,013	3.4%	4.6%	50.5%
<b>Furusato</b>									
Net Sales	12,092		13,042		7.9%	26,242		5.6%	49.7%
Gross Profit	3,209	26.5%	3,217	24.7%	0.3%	6,477	24.7%	0.8%	49.7%
Operating Income	1,200	9.9%	1,135	8.7%	(5.4%)	2,250	8.6%	(5.7%)	50.5%
Ordinary Income	1,322	10.9%	1,240	9.5%	(6.2%)	2,474	9.4%	(5.6%)	50.1%
Net Income	720	6.0%	712	5.5%	(1.2%)	1,419	5.4%	(2.3%)	50.2%
<b>G-net</b>									
Net Sales	28,736		31,219		8.6%	63,033		5.1%	49.5%
Gross Profit	2,924	10.2%	3,221	10.3%	10.2%	6,498	10.3%	6.4%	49.6%
Operating Income	982	3.4%	1,207	3.9%	22.9%	2,424	3.8%	10.2%	49.8%
Ordinary Income	1,156	4.0%	1,370	4.4%	18.5%	2,732	4.3%	7.8%	50.1%
Net Income	662	2.3%	810	2.6%	22.3%	1,594	2.5%	10.4%	50.8%

### Consolidated Operating Results by Segment

Net sales	1H FY2005		1H FY2006		% Change vs. 1H FY05
	Actual	% of Sales	Actual	% of Sales	
Machine Tools	28,415	70.1%	30,813	70.2%	8.4%
Procured Construction Supplies	9,186	22.7%	9,967	22.7%	8.5%
In-house Construction Supplies	2,900	7.1%	3,069	7.0%	5.8%
Other	30	0.1%	26	0.1%	(12.2%)
Total Net Sales	40,532	100.0%	43,877	100.0%	8.3%

(Millions of Yen)

FY2006		% Change vs. FY05	Progress vs. Forecast
Forecast	% of Sales		
62,207	70.3%	5.0%	49.5%
20,026	22.6%	6.0%	49.8%
6,206	7.0%	4.2%	49.5%
54	0.1%	(7.7%)	48.6%
88,494	100.0%	5.2%	49.6%

Gross Profit	1H FY2005		1H FY2006		% Change vs. 1H FY05
	Actual	% of Sales	Actual	% of Sales	
Machine Tools	2,924	47.6%	3,221	49.9%	10.2%
%	10.3%		10.5%		
Procured Construction Supplies	2,224	36.2%	2,277	35.3%	2.4%
%	24.2%		22.8%		
In-house Construction Supplies	984	16.0%	940	14.6%	(4.5%)
%	34.0%		30.6%		
Other	13	0.2%	14	0.2%	2.4%
%	46.1%		53.8%		
Eliminations/ Corporate	2	0.0%	0	0.0%	(64.6%)
Total Gross Profit	6,150	100.0%	6,454	100.0%	4.9%
%	15.2%		14.7%		

(Millions of Yen)

FY2006		% Change vs. FY05	Progress vs. Forecast
Forecast	% of Sales		
6,498	50.0%	6.4%	49.6%
10.4%			
4,577	35.2%	3.4%	49.8%
22.9%			
1,900	14.6%	(4.8%)	49.5%
30.6%			
28	0.2%	2.2%	50.2%
52.0%			
0	0.0%	(78.3%)	
13,005	100.0%	3.5%	49.6%
14.7%			

### Forecasts for 2nd Half and Full-year of FY2006

(Millions of Yen)

	1H FY2006				
	Actual	% of Sales	Forecast	% of Sales	Progress vs. Forecast

#### Consolidated

Net Sales	43,877		42,591		103.0%
Gross Profit	6,454	14.7%	6,371	15.0%	101.3%
Operating Income	2,384	5.4%	2,219	5.2%	107.4%
Ordinary Income	2,612	6.0%	2,431	5.7%	107.5%
Net Income	1,522	3.5%	1,429	3.4%	106.6%

#### Furusato

Net Sales	13,042		12,718		102.6%
Gross Profit	3,217	24.7%	3,248	25.5%	99.1%
Operating Income	1,135	8.7%	1,108	8.7%	102.5%
Ordinary Income	1,240	9.5%	1,206	9.5%	102.8%
Net Income	712	5.5%	729	5.7%	97.7%

#### G-net

Net Sales	31,219		30,200		103.4%
Gross Profit	3,221	10.3%	3,110	10.3%	103.6%
Operating Income	1,207	3.9%	1,070	3.5%	112.8%
Ordinary Income	1,370	4.4%	1,225	4.1%	111.9%
Net Income	810	2.6%	701	2.3%	115.6%

2H Forecast	% of Sales	% change vs. 2H FY05	FY2006		
			Full-year Forecast	% of Sales	% change vs. FY05

44,617		2.3%	88,494		5.2%
6,551	14.7%	2.2%	13,005	14.7%	3.5%
2,383	5.3%	(3.0%)	4,767	5.4%	1.8%
2,597	5.8%	(3.0%)	5,209	5.9%	1.2%
1,490	3.3%	(1.5%)	3,013	3.4%	4.6%

13,200		3.4%	26,242		5.6%
3,260	24.7%	1.4%	6,477	24.7%	0.8%
1,115	8.4%	(6.1%)	2,250	8.6%	(5.7%)
1,234	9.3%	(4.9%)	2,474	9.4%	(5.6%)
706	5.4%	(3.4%)	1,419	5.4%	(2.3%)

31,814		1.9%	63,033		5.1%
3,277	10.3%	3.0%	6,498	10.3%	6.4%
1,217	3.8%	(0.0%)	2,424	3.8%	10.2%
1,362	4.3%	(1.2%)	2,732	4.3%	7.8%
784	2.5%	0.3%	1,594	2.5%	10.4%

## 3. Segment Overview

### Machine Tools Segment - Results/ Forecasts

### Machine Tools

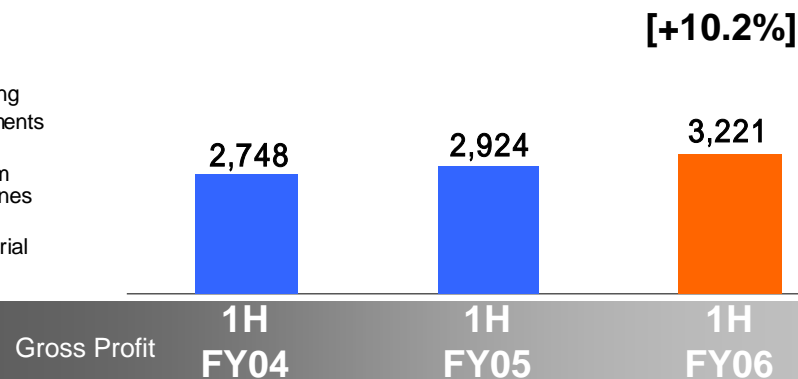
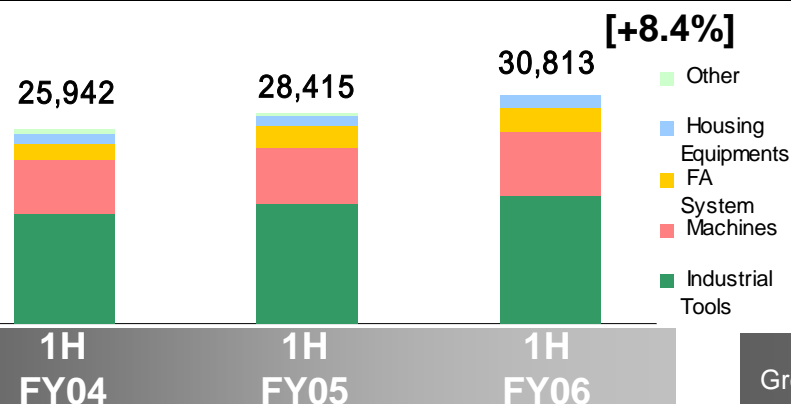
(Millions of Yen)

Machine Tools	1H FY2005		1H FY2006		% Change vs. 1H FY05
	Actual	% of Sales	Actual	% of Sales	
Net Sales	28,415	100.0%	30,813	100.0%	8.4%
Gross Profit	2,924	10.3%	3,221	10.5%	10.2%

FY2006					
2H Forecast	% of Sales	% change vs. 2H FY05	Full-year Forecast	% of Sales	% change vs. FY05
31,394	100.0%	1.9%	62,207	100.0%	5.0%
3,277	10.4%	3.0%	6,498	10.4%	6.4%

Net Sales by Business					
Industrial Tools	15,935	56.1%	17,179	55.8%	7.8%
Machines	7,689	27.0%	8,488	27.6%	10.4%
FA System	2,716	9.6%	3,220	10.5%	18.5%
Housing Equipments	1,505	5.3%	1,496	4.9%	(0.6%)
Overseas Sales	306	1.1%	219	0.7%	(28.5%)
Others	261	0.9%	208	0.7%	(20.2%)

17,792	56.7%	3.0%	34,972	56.2%	5.3%
8,453	26.9%	0.7%	16,942	27.2%	5.4%
3,032	9.7%	(6.2%)	6,253	10.1%	5.1%
1,600	5.1%	6.6%	3,097	5.0%	3.0%
197	0.6%	47.8%	417	0.7%	(5.3%)
316	1.0%	10.1%	525	0.8%	(4.3%)



#### Machine Tools Segment - Strategy

## Machine Tools Segment (=G-net ) Basic Strategy

= Achieve balanced growth of Industrial Tools, Machines, and FA System businesses

(Millions of Yen)

- Total sales of the above three businesses; 93.8% of G-net total sales
- Industrial Tools; 61.9% of G-net total gross profit
  - Intensive focus on Industrial Tools, low volatility and high margin
  - Hold the balance of sales volume of three businesses
    - Balance of sales volume = Balance of focus on growth Capital allocation; according to the balance of focus on growth
  - Impact of volatility    small/ stable growth

	Net Sales		Gross Profit		
	Amounts	% of Sales	Amounts	Margin	% of Sales
Industrial Tools	17,179	55.8%	1,995	11.6%	61.9%
Machines	8,488	27.5%	578	6.8%	17.9%
FA System	3,220	10.5%	391	12.2%	12.2%
Housing Equipments	1,496	4.9%	120	8.1%	3.7%
Overseas Sales	219	0.7%	51	23.5%	1.6%
Other	208	0.7%	84	40.3%	2.6%
<b>Total</b>	<b>30,813</b>	<b>100.0%</b>	<b>3,221</b>	<b>10.5%</b>	<b>100.0%</b>

### Gross profit of Industrial Tools business    SG&A expenses of G-net

#### Background

When gross profit of Industrial Tools business exceeds G-net SG&A expenses, gross profit of other businesses would be operating income.

#### Progress (1H FY06)

Gross profit of Industrial Tools business; ¥1,995M

SG&A expenses of G-net; ¥2,014M

Achievement ratio = 99.0%

## Machine Tools Segment - Strategy

### Industrial Tools Strategy

= Differentiate from competitors by reinforcing core businesses with a wide range of products and high technical knowledge

Core business = Metalworking tools (product line; cutting tools, toolings, Jigs·Vises, lathe peripheral accessories, measurement equipments)

Expand the product line of cutting tools (cutting chips, tool bits, end mills);  
Sourcing from leading domestic manufacturers critical

Focus on Sumitomo Electric HM (full-fledged launch of sales from the 2nd half /  
Early establishment of sales framework)

Further develop a supplier base

Sub-core business = Industrial built-in equipments (product line; robots, motors, gearboxes, reduction gears, pneumatic equipments, oil-hydraulic equipments, gears, blowers)

Focus on robot-related products; a limited product line of direct acting and single spindle products  
Focus on Yamaha and Hiwin

Enhance the product line of conducting equipments (motors, gears, couplings)  
Develop a supplier base

#### Compile technical knowledge

Improve employee training systems

- In-house training; First year, third year, fifth year, polytechnic training, mid-career level, management level
- Certification trainings

Process management leader system by product category (Key Man System)

Product category; Environmental tools, compressors, cutting tools, measurement equipments, robots

Solutions proposals by utilizing the UDB (User Data Base)

## Machines/ FA System Strategy

= Effective market development based on manufacturers' specialties

### Big three manufacturers; Yamazaki Mazak, Moriseiki, OKUMA

Increase sales volume by making the utmost use of broad product line

Secure order-receiving routes by steady execution of various sales promotion strategy under close partnerships with manufacturers.

### Specialized manufacturers; PR focusing on manufacturers' specialties

(Citizen Machinery/ TSUGAMI) ; CNC automatic lathes

(FANUC/JTEKT) ; Machining centers

### Proactive sales of exclusive products

Proactive PR for import conventional machine tools

Hwacheon Machinery Works (conventional lathes), Hankook Machine Tools (large-diameter lathes),  
Bong Shin (radial drills)

### Combined sales with peripheral accessories of machine tools

Combined sales with industrial tools including toolings, chucks, vises, and blades

### Procured Construction Supplies Segment - Results/ Forecasts

### Procured Construction Supplies

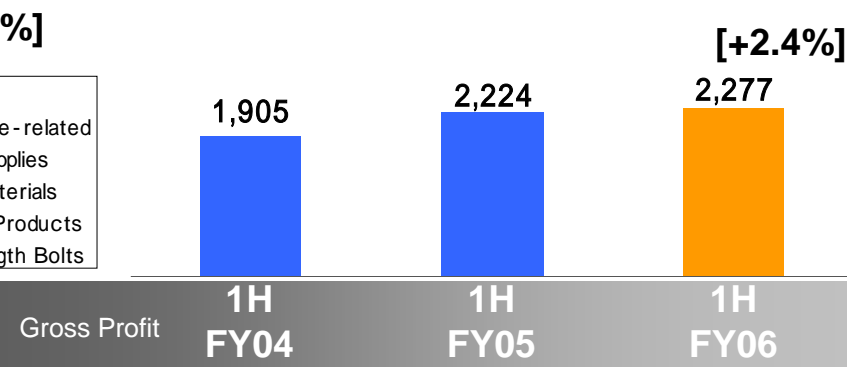
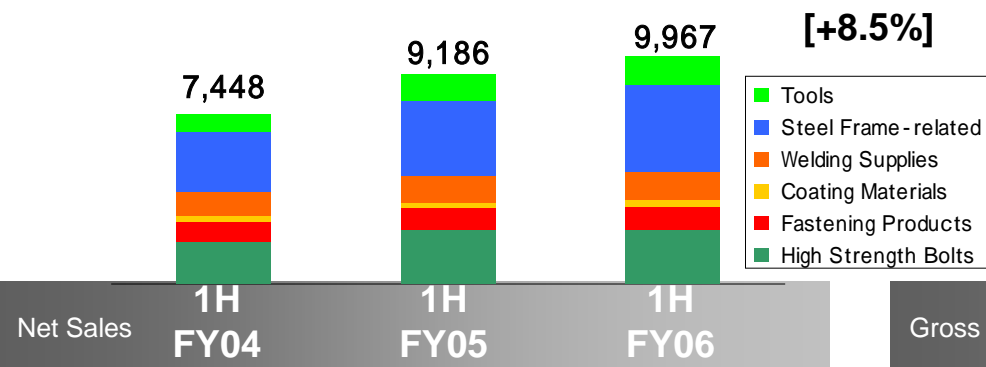
(Millions of Yen)

Procured Construction Supplies	1H FY2005		1H FY2006		% Change vs. 1H FY05
	Actual	% of Sales	Actual	% of Sales	
Net Sales	9,186	100.0%	9,967	100.0%	8.5%
Gross Profit	2,224	24.2%	2,277	22.8%	2.4%

FY2006					
2H Forecast	% of Sales	% change vs. 2H FY05	Full-year Forecast	% of Sales	% change vs. FY05
10,058	100.0%	3.7%	20,026	100.0%	6.0%
2,300	22.9%	4.4%	4,577	22.9%	3.4%

Net Sales by Segment					
High Strength Bolts	2,360	25.7%	2,364	23.7%	0.2%
Fastening Products	996	10.8%	1,058	10.6%	6.2%
Coating Materials	249	2.7%	261	2.6%	4.5%
Welding Supplies	1,168	12.7%	1,240	12.4%	6.2%
Steel Frame-related Supplies	3,337	36.3%	3,826	38.4%	14.7%
Tools	1,072	11.7%	1,215	12.2%	13.3%

2,402	23.9%	(1.9%)	4,767	23.8%	(0.9%)
1,145	11.4%	2.4%	2,204	11.0%	4.2%
253	2.5%	7.4%	514	2.6%	5.9%
1,195	11.9%	3.1%	2,436	12.2%	4.6%
3,794	37.7%	8.0%	7,621	38.1%	11.3%
1,265	12.6%	3.7%	2,481	12.4%	8.2%



## Procured Construction Supplies Segment Basic Strategy

= Hold market share and grow steadily in steel frame construction supplies market, and foster a new business early

New business : Focus on Plumbing business = P25

## Strategies in steel frame construction supplies market

Achieve consistent growth by different strategies for mature products and growth products

Mature products ; High strength bolts

Improve gross profit margin by procurement strategy and maintain sales base by countermeasures to competitors

Growth products ; Tools (industrial tools)

Proactive sales of big machines ; Added service (finance)

Improve the gross profit by sales expansion of consumable tools ; Campaigns and sales

Control credit line and lower bad debt risks

Minimize opportunity losses and control risks

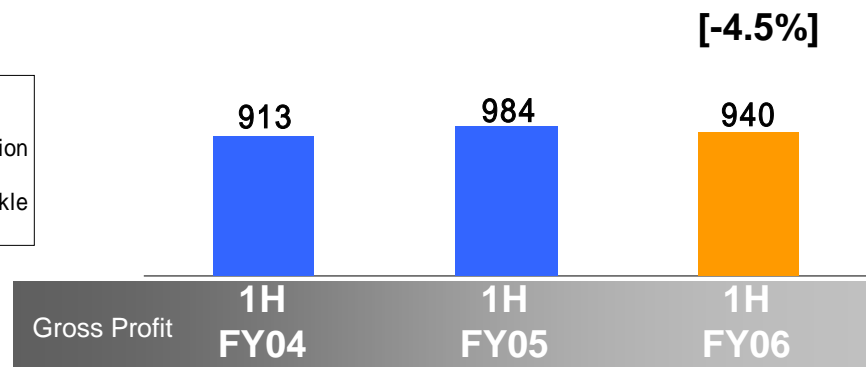
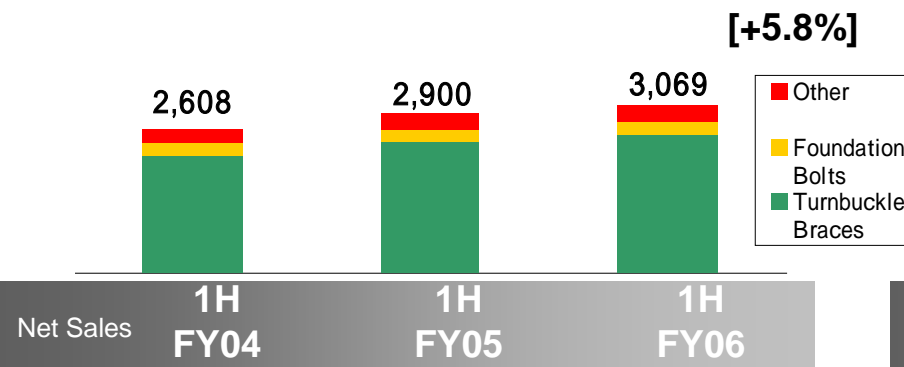
### In-house Construction Supplies Segment - Results/ Forecasts

### In-house Construction Supplies

(Millions of Yen)

In-house Construction Supplies	1H FY2005		1H FY2006		% Change vs. 1H FY05
	Actual	% of Sales	Actual	% of Sales	
Net Sales	2,900	100.0%	3,069	100.0%	5.8%
Gross Profit	984	34.0%	940	30.6%	(4.5%)
<b>Net Sales by Segment</b>					
Turnbuckle Braces	2,409	83.1%	2,502	81.5%	3.9%
Foundation Bolts	201	7.0%	267	8.7%	32.7%
Other	289	10.0%	298	9.7%	3.3%

FY2006					
2H Forecast	% of Sales	% change vs. 2H FY05	Full-year Forecast	% of Sales	% change vs. FY05
3,137	100.0%	2.6%	6,206	100.0%	4.2%
960	30.6%	(5.1%)	1,900	30.6%	(4.8%)
2,566	81.8%	2.3%	5,069	81.7%	3.1%
255	8.2%	5.6%	523	8.4%	17.9%
314	10.0%	3.3%	613	9.9%	3.3%



## In-house Construction Supplies Segment Basic Strategy

= Increase sales volume and profits driven by improving productivity and maintaining and expanding a sales base

Secure manufacturing volume and lower manufacturing costs led by the productivity improvement

- Lower processing costs and overhead costs

- Improve productivity

  - Promote new manufacturing system

  - Reinforce manufacturing capability of main plants (Shiga and Saitama plants)

- Revise raw materials prices

Secure sales volume by maintaining and expanding a sales base for turnbuckle braces

- Take offensive or defensive sales measures by each user

- Proactively acquire big orders

Expand marketing of foundation bolts for quack-resistant structure

- Reinforce the manufacturing capacity

- Execute PR for design of the bolts and approach to target customers

## New Business Overview

**Plumbing Business** Business style of retailing supplies to companies to newly build or maintain pipe and plumbing facilities to transport a wide variety of fluids including liquid and gas at plants, office buildings, and housing complex.

### Product line

#### Plumbing supplies



Pipe fittings



Valves

#### Industrial tools



#### Welding supplies



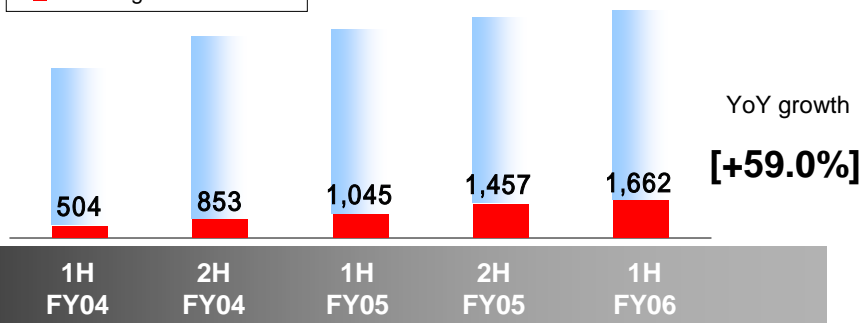
Flanges



Pipes

#### Fastening products

■ Other Procured supplies  
■ Plumbing



**Net Sales**  
(Millions of Yen)

1H FY04    2H FY04    1H FY05    2H FY05    1H FY06

Different market from that of steel frame construction supplies  
Substantial market size

### Market Development

Launch Plumbing business by utilizing current sales network and sales staff  
(The same way as the market development of steel frame construction supplies )

Market development by current sales staff



Full-time staff assigned



Plumbing Division established

### Objectives

FY05 ¥2.5B (10% of total sales of Furusato)

+43%

Target annual sales in FY06 **¥3.6B**  
(% of non-consolidated sales: 13.7%)

## Plumbing Business Basic Strategy

= Contribute to the stable growth of Furusato as an growth engine

Expand a sales base led by sales transaction increase

Expand a customer base driven by further market development

High frequency of sales transactions by reinforcing product line

The number of sales transactions = +15% from 1H FY06

Enhance efficiency in sales activities by sales volume increase

Expand sales of plumbing supplies by reinforcing procurement and inventory systems

Increase sales of industrial tools, fastening products, and welding supplies

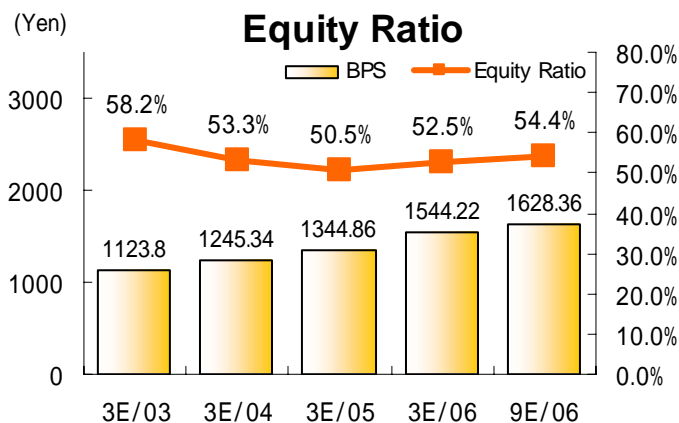
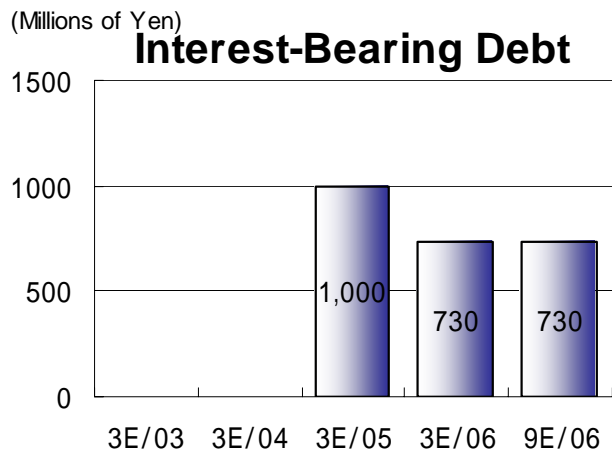
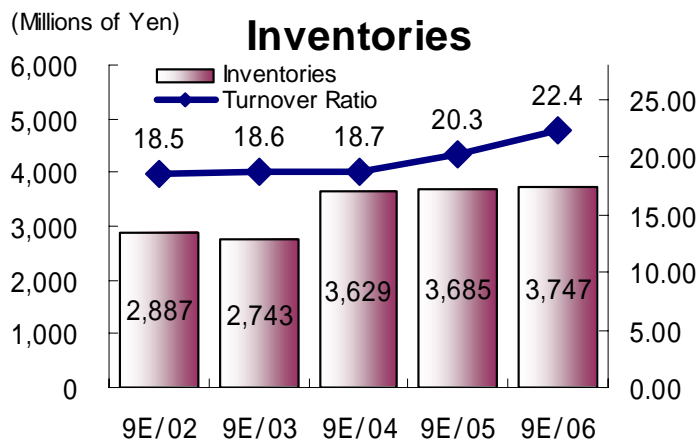
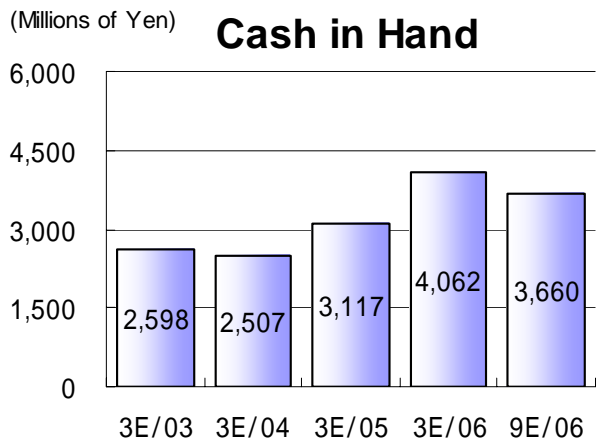
Timely allocate management resources

Assign full-time sales staff according to the stage of market development

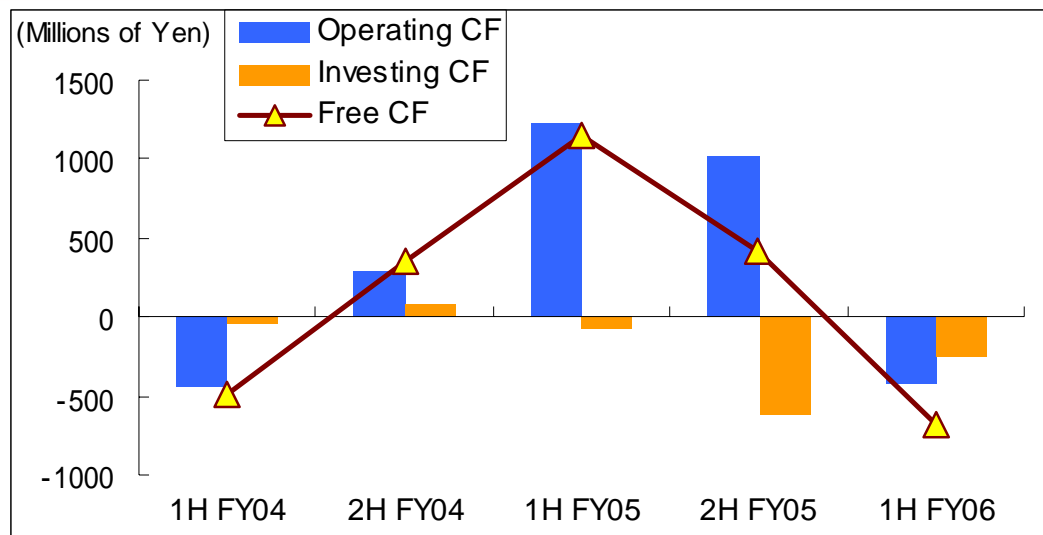
Sales volume increase to a certain level; Establishing Plumbing division  
Osaka and Chiba

## 4. Appendices

## Consolidated Balance Sheets Principal Data



## Consolidated Cash Flows Change (Half-yearly Basis)



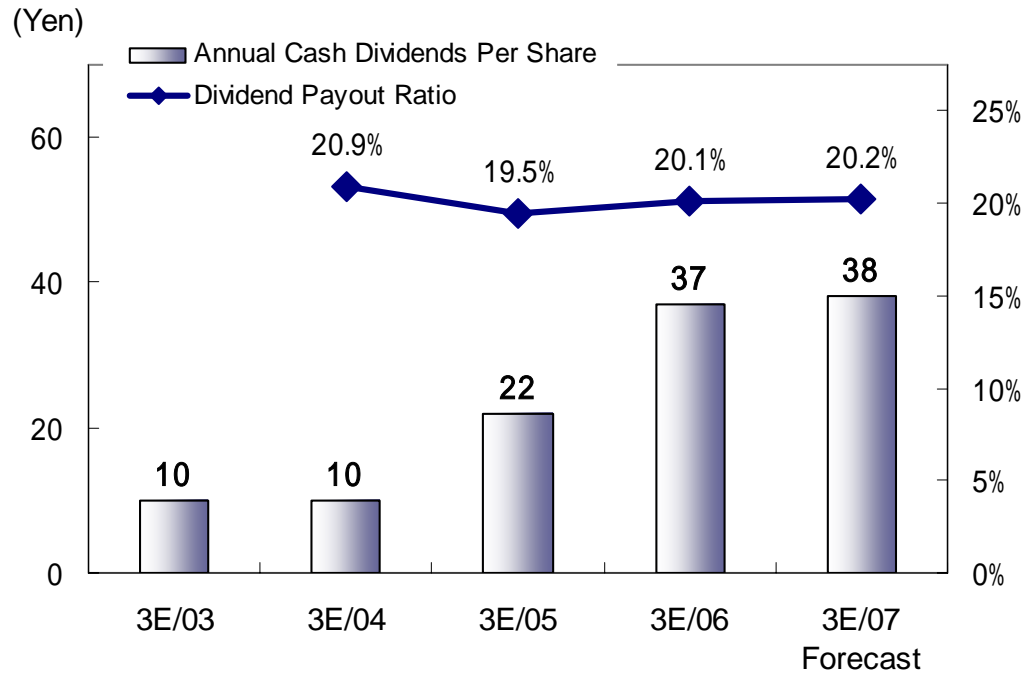
### Cash flows from operating activities

- Increase in trade notes and accounts receivable ; -¥2,215M
  - Decrease in trade notes receivable transferred due to securitization of assets ; ¥1,450M
  - Balance of trade notes matured at the end of the period due to the closing date which fell on holidays ; ¥526M

### Cash flows from investing activities

- Increase in time deposits ; -¥319M
- Purchases of property, plant and equipment ; -¥222M
- Proceeds from sale of property, plant and equipment ; ¥268M

## Returns to Shareholders



## Capital Investment/ Depreciation and Amortization

(Millions of Yen)

		FY2006			% Change vs. FY05
		1H Actual	2H Forecast	Full-year Forecast	
Consolidated	Capital Investment	224	470	694	94.9%
	Depreciation and Amortization	171	185	356	2.9%
Non-consolidated	Capital Investment	205	450	655	107.3%
	Depreciation and Amortization	141	150	291	3.2%

### Industrial Supplies Wholesalers Financial Results

(Millions of Yen)

		Net Sales	Y-o-Y Change	Operating Income	Y-o-Y Change	Ordinary Income	Y-o-Y Change	Net Income	Y-o-Y Change	% of Total Net Sales	Forecast of Net Sales FY2006
Yuasa Trading Co., Ltd. Tokyo, 1st	1H FY2005	204,084	4.9%	3,219	7.6%	2,584	11.7%	1,299	(11.7%)	37.36%	
	1H FY2006	224,724	10.1%	4,385	36.2%	3,943	52.6%	1,252	(3.6%)	37.46%	460,000
	FY2005	437,154	6.5%	8,638	17.4%	7,578	29.6%	4,370	97.7%	38.15%	
Yamazaki Corporation Tokyo, 1st	1H FY2005	165,858	11.3%	4,225	54.4%	4,689	72.2%	4,410	201.0%	30.36%	
	1H FY2006	185,275	11.7%	5,739	35.8%	6,085	29.8%	3,607	(18.2%)	30.88%	375,000
	FY2005	341,785	10.8%	9,219	44.3%	9,836	56.3%	7,053	134.4%	29.83%	
TRUSCO NAKAYAMA Corporation Tokyo, 1st	1H FY2005	61,950	10.6%	4,076	33.5%	4,242	28.7%	2,417	29.4%	11.34%	
	1H FY2006	65,183	5.2%	4,504	10.5%	4,749	11.9%	2,270	(6.1%)	10.86%	134,000
	FY2005	129,176	9.7%	8,334	20.4%	8,682	18.1%	5,044	19.4%	11.27%	
NICHIDEN Corporation Tokyo, 1st	1H FY2005	43,158	4.4%	2,424	11.0%	2,613	10.1%	1,544	8.1%	7.90%	
	1H FY2006	46,802	8.4%	2,623	8.2%	2,800	7.1%	1,674	8.4%	7.80%	96,000
	FY2005	89,659	8.2%	5,035	15.7%	5,383	14.8%	3,144	15.0%	7.83%	
G-NET Corporation	1H FY2005	28,736	9.9%	982	16.4%	1,156	14.3%	662	14.3%	5.26%	
	1H FY2006	31,219	8.6%	1,207	22.9%	1,370	18.5%	810	22.3%	5.20%	63,033
	FY2005	59,965	12.4%	2,199	26.4%	2,535	22.2%	1,445	21.5%	5.23%	
NaITO Co., Ltd. JSDQ	1H FY2005	24,028	12.4%	723	27.7%	988	63.0%	997	62.1%	4.40%	
	1H FY2006	26,365	9.7%	807	11.5%	1,031	4.3%	1,073	7.6%	4.39%	50,000
	FY2005	48,780	-	1,619	-	2,086	-	2,157	-	4.26%	
SUGIMOTO & Co., Ltd. Tokyo, 1st	1H FY2005	18,497	8.4%	880	7.8%	1,083	4.2%	630	5.4%	3.39%	
	1H FY2006	20,395	10.3%	1,210	37.4%	1,435	32.5%	833	32.2%	3.40%	44,000
	FY2005	39,217	10.1%	2,330	19.4%	2,765	15.8%	1,632	18.5%	3.42%	
Total	1H FY2005	546,311	-	16,529	-	17,355	-	11,959	-	100.00%	
	1H FY2006	599,963	9.8%	20,475	23.9%	21,413	23.4%	11,519	(3.7%)	100.00%	-
	FY2005	1,145,736	9.3%	37,374	26.3%	38,865	30.7%	24,845	55.8%	100.00%	
Furusato Industries (Consolidated) Tokyo, 1st	1H FY2005	40,532	12.5%	2,224	24.7%	2,470	23.3%	1,366	101.6%	7.42%	
	1H FY2006	43,877	8.3%	2,384	7.2%	2,612	5.8%	1,522	11.4%	7.31%	88,494
	FY2005	84,129	12.6%	4,681	23.2%	5,148	21.8%	2,880	62.6%	7.34%	