

MELCO INC. BUSINESS REPORT 2003

A leading company in the broadband era

MELCO INC.



Aiming to lead the broadband era

The ability to foresee user needs and the technological power to fulfill them



President and CEO Makoto Maki

Closer and closer to the broadband era

High-speed broadband* Internet lines continue to spread rapidly and are becoming increasingly commonplace. Most people have seen the flood of commercials for broadband on TV and elsewhere.

While broadband has brought the Internet even closer to people, it has also enabled ordinary households to start using networks. A home network means that each family member can now be online with their own computer rather than having to share one machine, and this is helping to make the Internet an essential part of all of our daily lives. As explained in more detail in "Eye: The Future Society" on pages 3 and 4, home networks are used as a source of entertainment like the television or going to the movies, with the ever increasing number of ways to use Internet and home networks, they will soon be considered a lifeline, on the same scale as electricity and running water.

*High-speed broadband Internet lines such as ADSL, CATV, and FTTH

Stable profit base and growth potential

MELCO INC. has actively cultivated the expanding broadband-related markets through the early introduction of new products along with proposals for new applications. Among these, we have pioneered products worldwide with strengthened security functions that are vital for wireless LANs, along with high-speed products that will be mainstream in the near future, all leading to annual sales volume doubling year after year.

The use of networks in the home is directly connected to the further expansion of broadband related markets. This is why the increase in the number of wireless LAN users in particular, holds the promise of future growth for MELCO INC.

Despite the harsh conditions in the peripherals market this year resulting from a fall in demand for computers, MELCO INC. has managed to show a large profit increase largely due to strong sales efforts achieved through strict cost reduction and retrenchment.

In the field of memory products, MELCO INC. has not only achieved a significant profit increase, with reduced costs from tighter inventory control and prompt material procurement outweighing the dip in product prices, but has also created a new market with the introduction of USB flash drives, a new memory media for computers.

MELCO INC. has also been able to considerably increase sales of storage products, by being quick to introduce new products such as hard disks and DVDs as more and more computer users look for increased memory capacity in order to be able to view video on their machines. At the same time, the effect of the cost reduction since last year has contributed to greatly improved profitability.

In this way, memory and storage products have provided a stable revenue source for MELCO INC., which has been able to take over as market leader due to smooth growth in broadband related products and changing to a business structure with both stability and growth potential.

The next stage of development through the transition to a holding company system

The source of MELCO INC.'s growth potential is its ability to foresee user needs and having the technological power to fulfill them.

As broadband continues to spread, people's lives will undergo various changes and the market and user needs will become progressively diverse. Until now, MELCO INC. has achieved growth with only the BUFFALO brand, but is now trying to shift towards a multi-brand system in order to meet new demands. This also means that MELCO INC. will add new products to target a new layer of users, which is absolutely essential in order to take the next leap forward.

Within the MELCO INC. Group exist a number of

businesses whose characteristics differ according to their development stage and marketability, such as stable profit or fast growth type businesses, and thus should be run as separate companies.

In order to unify business types and distribute corporate resources more effectively, the MELCO INC. Group will shift to a holding company system in October 2003

The MELCO INC. Group by becoming a holding company system, will build a corporate structure that responds quicker than ever before to market trends, and work even harder to optimize business value through continued growth and increased profit.

Marketing Tomorrow's society

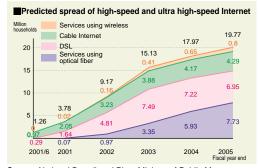
From the diffusion stage to the application stage of broadband ··· The spread of home networks

Broadband marches on and on

The rapid spread of broadband continues with the number of broadband lines breaking through the 10 million barrier. In other words, about one in four Japanese households now use broadband. As the momentum continues, this number is forecast to double to 20 million households within three years.

The diffusion of broadband is increasing the number of users as well as opening up for new applications. Audio and video applications have been added, making use of the capacity to transfer data at high speed. Services have emerged recently that enable large numbers of people to watch concerts of famous singers live on the Internet. As this kind of entertainment

application becomes more common, the number of Internet users is likely to increase even more.



Source: National Broadband Plan, Ministry of Public Management, Home Affairs, Posts and Telecommunications

Diffusion of TV and video by computer

Along with the use of video entering the world of Internet, it has become possible to watch TV programs and record video images from the computer. Most computers sold these days have a television tuner installed, with many tuners being sold as computer peripherals. It is easy for users to set these devices to record video via the Internet. There are online TV program guides like those in newspapers, from which the user simply selects a program to record. Keywords can also be registered to enable the computer to point out pro-

grams of interest to the user. It will even be possible to set the recording timer while away from home, or view videos which are at home from a remote location.

Furthermore, computers are ideal for editing recorded programs or home videos. It is easy to remove unwanted portions or add comments and titles. Important videos can be stored onto DVD, saving space and removing the risk of deterioration over time.

The coming era of home networks

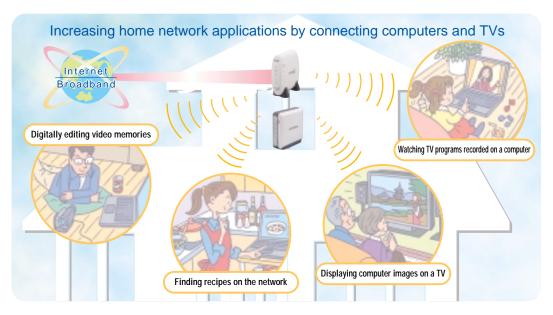
Everyone would rather watch TV on a large set in the living room. Programs or home videos recorded or edited on a computer, can be watched on a television in another room.

Networks have already been started to be introduced into homes due to the spread of broadband. In such a network, the computers and televisions in every room are connected so that people can watch TV throughout the home. There is also a network memory device within the home, and any family member will be easily able to access videos stored on it. If the memory capacity is large enough, it will be possible to record all programs but just watch selected ones, or watch them all on fast-forward

like skimming through a magazine. This will remove the need to set the timer to record

Networks used in homes will mainly be wireless LANs. The simplicity of a wireless network over a cable network becomes increasingly beneficial as more, and different types of devices are connected togeter.

The MELCO INC. Group will be continuously present in the crossover to this era, by providing solutions along with wireless LAN's and related peripherals needded in home networks.



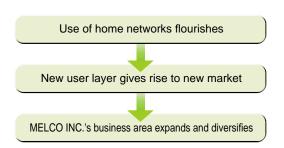
Melcoholdings Forest corporate structure

Changing into a holding company

MELCO INC. Group chance to move forward again

Social change brings increase in users

People's lifestyles are set to change as broadband becomes more and more common. Networks such as wireless LANs are being used in the home to connect not only computers but televisions and other devices. This poses a unique opportunity for MELCO INC. to supply products and services to an entirely new layer of users beyond the conventional field of computers.

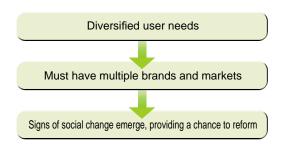


Multi-branding will take MELCO INC. to the next stage of growth

As the layer of users expands there will be extra users with new needs, and users' expectations of makers and product brands is likely to diversify.

MELCO INC. has achieved growth until now with only one brand name, BUFFALO. But to meet the diversified user demand, there is a need to shift towards a multi-brand system. For this reason, we may develop in different ways than before, with lines of products and services other than BUFFALO, for instance, or in new markets.

Although MELCO INC. has, with the aim of the perpetual growth of the group, previously examined the pure holding company system, modern demands have made the shift towards such a system an urgent requirement. MELCO INC. Group intends to take this opportunity to move on to a new stage of business development.



Forest corporate structure

The long-term goal of moving towards a pure holding company system is to construct a corporate system that can respond quicker than ever to large market change, and to run the group by trying to enhance its business value through continued growth and increased profit.

The aim is to change MELCO INC.'s current single rapid growth type business into a corporate structure with a combined growth type business. The image being conveyed is that of a forest, full of vitality. All the trees in a forest stand independently, but collectively they form the forest. So even if one tree decays, it is compensated for by the growth of other trees and the forest keeps its form. In this way, even small organizations can show flexibility and power if they act as one. That is the forest corporate structure that MELCO INC. is aiming to be.

MELCO INC. Group raison d'etre will always be to continue to strive in order to increase it is return value for it's stakeholders.



Perpetual development and tireless reform

In order to achieve perpetual growth a company must reform itself tirelessly to survive, whatever changes take place around it. Each business area has a lifecycle, with ups and downs which can occur at different levels, whether for a single product, a group of products or an entire business or industry. According to the 30-year theory of enterprise, there is a natural limit to the extent that a company (/industry/business) can transform itself as a single entity. It is not easy, a company must navigate many difficult changes, not only within itself but also according to its surroundings such as

existing suppliers and customers. This can be dealt with more easily and efficiently in a holding company system, by creating new business through alliances and mergers with other companies, just like nurturing and grafting young seedlings. One important duty of a holding company is to be a supply base of personnel and funding, to make the soil fertile so that new business can grow. Like a forest with a changing ratio of broadleaf trees and conifers, the business group as a whole continues to grow as a unit in response to climatic change.

The role of the holding company

The holding company is an umbrella organization with the function of strategic planning. It carries out the efficient distribution and application of corporate resources including people, products, money, information and know-how. It's roles include the following planning a unified corporate strategy for the entire group with a mid to long-term view, setting corporate goals, drafting business plans and supervising their operation and control, studying strategic alliances with other companies, and monitoring group companies.

The role of business companies

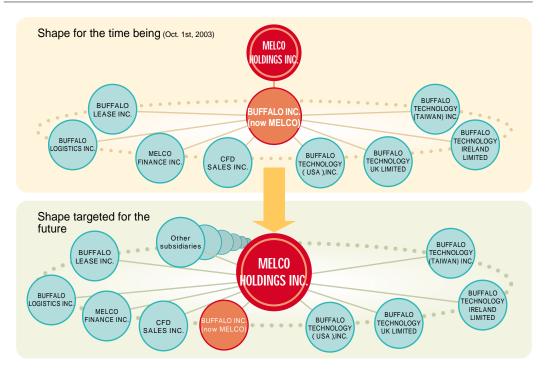
Each of the individual companies belonging to the group has a particular mission. As well as "business units", companies that are either making a steady profit from mature markets or showing continued growth, there are also "functional units", such as distribution companies whose mission is to provide business units with high quality services and improve efficiency. The best strategy and most effective personnel distribution for this kind of business varies depending on its growth stage and character. The holding company system

positions business companies on the same level, and is therefore excellent for distributing corporate resources and ensuring fluidity, and ideal for realizing efficient group management.

By moving to the holding company system, the MELCO INC. Group will enhance its management speed and its ability to respond to outside change. The group will also, for the sake of all its stakeholders, strive for perpetual development and maximized business value.



Shift to pure holding company system





Successive new products released ahead of the home network era Now the whole family can share digital data

The home network era is approaching when families will connect together not only their computers but also peripherals such as TVs and DVDs, so that they can share digital data such as audio or video as well as an Internet line. MELCO INC. is expanding its product lineup to meet these needs.

In the storage products field, MELCO INC. has already released LinkStation, a hard disk that connects to a LAN so that multiple computers connected to the same network can share its data. All of the family's digital data, from their favorite music to travel snaps and wedding videos taken on a digital camera, can be saved on the LinkStation and accessed by any family member. From a functional point of view, the application of MELCO INC.'s original storage and network technologies allow it's products to achieve high-speed access more than double that of any rival products. LinkStation can also be used together with the AirStation wireless LAN to share data without having to choose a location for it and without the restriction of a complicated cable arrangement.

MELCO INC. has released a number of other products such as, the PCast series, a multimedia product that connects computers to televisions to offer new applications, PC-MV5/U2, the MPEG2 TV capture box, lets the user record and play back TV programs on a computer. Also MELCO INC.'s revolutionary product called Play@TV, a network media player that plays back computer-recorded image and sound data on a television via a cable or wireless network. Other releases include a MPEG2 TV capture board and a PC-TV converter.

By constructing a home network of these products using the wireless LAN AirStation, users can actually record TV programs on their computer in the study and then watch them on the television set in the living room. Not only that, but the whole family can enjoy editing digital content on their own computer and playing it back on a big-screen television set. In this way, MELCO INC. will continue to propose new solutions to increase home entertainment, by combining computers, televisions and other audio-visual equipment.



LAN connection

No.

Play@TV network media



MPEG2 TV capture box



PC-TV converter

Release of high-speed wireless LANs that lead the global market Promotion of FREESPOT, public areas with wireless Internet service

MELCO INC. has launched AirStation G54 worldwide, a 54Mbps wireless LAN to support the next generation high-speed transmission standard IEEE802.11g. We have continued to lead in the wireless LAN market with competition-beating products, such as a 2Mbps model released in January 1999 and an 11Mbps model released in April 2000.

MELCO INC.'s high performance wireless LAN products have received considerable acclaim in the global market. AirStation was ranked by the leading UK computer magazine PC Pro as PC Pro Recommended and placed on their PC Pro A List, and awarded the K-Bench Best Product prize by K-Bench, the major Korean PC & IT information website.

A wireless LAN is an essential item for constructing a home network of household electronic appliances such as computers and TVs. MELCO INC. is also working hard to spread FREESPOT, areas in public locations that offer wireless connection to the Internet. In these ways, MELCO INC. will continue to deliver products and services aimed at simpler Internet access.



Broadband router model

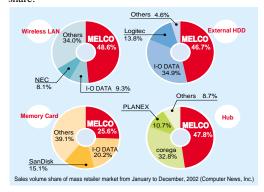


*Wireless Internet spot

Dominant share of PC peripheral sales Won BCN Awards in 11 categories

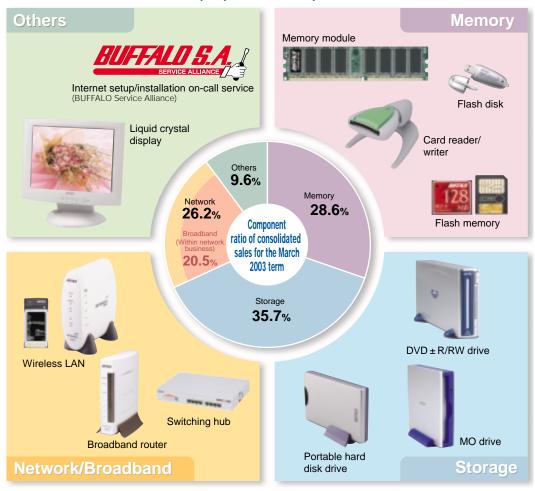
MELCO INC. received first prize in 11 categories in the BCN Awards 2003 sponsored by Computer News, Inc. The awards were given to companies with the top sales volume throughout 2002 at prominent stores in Tokyo, Osaka and Nagoya. The BCN Awards are the only Japanese domestic awards in the IT field based on the objective criteria of actual sales volume.

MELCO INC. products won in the following 11 categories: wireless LANs, LAN cards, hubs, print servers, external hard drives, internal hard drives, MO drives, CD-R/RW drives, memory, memory cards and card readers. Gaining the top market share in these 11 categories, three more than last year, is the result of developing products that meet customer needs and introducing attractive products onto the market. It is also evidence of the confidence that customers place in MELCO INC. MELCO INC.'s goal is to keep delivering products that can satisfy all needs and hold onto that No.1 market share.



Under the motto "Easy-to-use Internet", MELCO INC. is working to create an online environment that is comfortable and convenient for all.

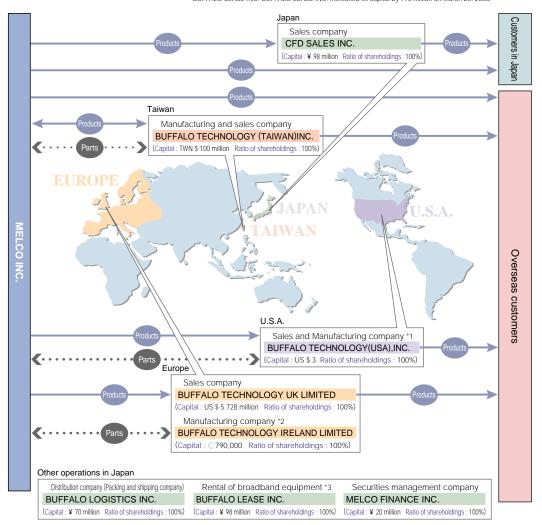
Consolidated sales per product from April 2002 to March 2003



Group Companies MELCO INC. Group

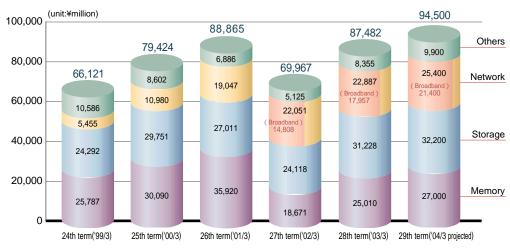
MELCO INC.Group Affiliation Chart (Consolidated subsidiaries)

- *1 BUFFALO TECHNOLOGY (USA), INC. transferred US\$5,997 of its capital to capital surplus on October 30, 2002. Its capital became \$3.
- *2 BUFFALO TECHNOLOGY IRELAND LIMITED increased its capital by § 338,000 on September 18, 2002. Its denominated currency was changed to the euro upon Ireland's entry into the euro.
- *3 MELCO TECHNO SCHOOL INC. changed its trade name and business aims on March 12, 2003, and became BUFFALO LEASE INC. BUFFALO LEASE INC. increased its capital by ¥78 million on March 25, 2003.



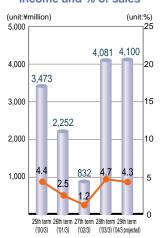
Financial Report Consolidated Statement

Consolidated sales

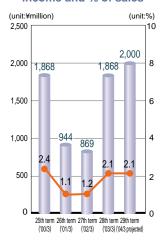


NB. Broadband related products such as wireless LANs are calculated separately from Year 27 onwards as Broadband.

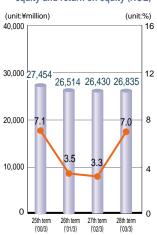
Consolidated ordinary income and % of sales



Consolidated net income and % of sales



Consolidated shareholder's equity and return on equity (ROE)



Consolidated balance sheet

(unit:\million)

Fiscal year Item	2003 (As of March 31, 2003)	2002 (As of March 31, 2002)		
(Assets)				
Current assets	30,744	28,022		
Tangible fixed assets	2,717	2,777		
Intangible fixed assets	106	156		
Investments, etc.	10,922	11,121		
Total Fixed assets	13,746	14,055		
Total assets	44,490	42,077		
(Liabilities)				
Current liabilities	16,875	14,968		
Long-term liabilities	780	678		
Total liabilities	17,655	15,646		
(Capital)				
Capital	6,400	6,400		
Capital surplus	7,593	-		
Profit surplus	14,260	- 7,593 12,741		
Capital reserve	-			
Consolidated surplus	-			
Balance of other profits on securities	71	70		
Exchange adjustment	241	160		
Treasury stock	1,249	213		
Total capital	26,835	26,430		
Total liabilities and capital	44,490	42,077		

Consolidated cash flow statement

(unit:\million)

		(driit.+iriiiiori)	
Fiscal year	2003 (April 1, 2002 to March 31,2003)	2002 (April 1, 2001 to March 31,2002)	
Operating activity cash flow	6,513	3,422	
Investment activity cash flow	1,043	7,444	
Financial activity cash flow	1,685	765 43	
Balance of cash/cash-equivalent conversions	67		
Increase of cash/cash-equivalents	3,715	4,744	
Cash/cash-equivalent opening balance	2,030	6,775	
Cash/cash-equivalent closing balance	5,746	2,030	

Consolidated statement of income

(unit:\million)

		•	
Fiscal year Item	2003 (April 1, 2002 to March 31,2003)	2002 (April 1, 2001 to March 31,2002)	
Sales	87,482	69,967	
Cost of sales	75,857	61,389	
Selling, general and administrative expenses	7,694	7,922	
Operating income	3,931	655	
Non-operating income	income 243		
Non-operating expenses	92	244	
Ordinary income	4,081	832	
Extraordinary income	173	54 222	
Extraordinary loss	581		
Current term net income before taxes and other adjustments	3,673	664	
Corporation, resident and enterprise taxes	1,375	397	
Adjustment for corporation tax, etc.	429	603	
Current term net income	1,868	869	

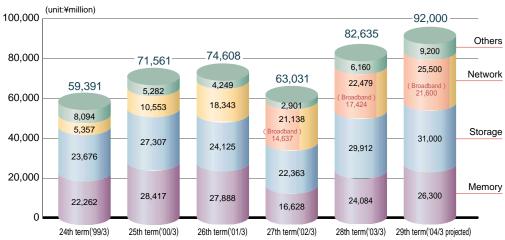
Consolidated statement of surplus

(unit:\million)

Fiscal year	2003 (April 1, 2002 to March 31,2003)	2002 (April 1, 2001 to March 31,2002)
Capital surplus opening balance	7,593	-
Capital surplus closing balance	7,593	-
Profit surplus opening balance	12,741	-
Current term net income	1,868	-
Reduction of profit surplus	t surplus 348	-
Profit surplus closing balance	14,260	-
Consolidated surplus opening balance	-	12,801
Reduction of consolidated surplus	-	929
Current term net income	-	869
Consolidated surplus closing balance	-	12,741

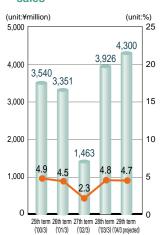
Financial Report Unconsolidated Statement

Sales

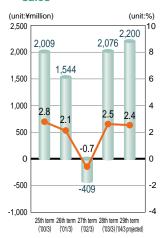


NB. Broadband related products such as wireless LANs are calculated separately from Year 27 onwards as Broadband.

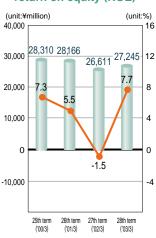
Ordinary income and % of sales



Net income and % of sales



Shareholder's equity and return on equity (ROE)



■ Balance sheet

(unit:¥million)

Fiscal year	2003 (As of March 31,	2002 (As of March 31,	
Item	2003)	2002)	
(Assets)			
Current assets	39,548	37,021	
Tangible fixed assets	1,980	2,027	
Intangible fixed assets	90	139 3,215	
Investments, etc.	2,552		
Total Fixed assets	4,622	5,382	
Total assets	44,170	42,404	
(Liabilities)			
Current liabilities	16,227	15,163	
Long-term liabilities	697	629	
Total liabilities	16,925	15,793	
(Capital)			
Capital	6,400	6,400	
Capital surplus	7,593	-	
Profit surplus	14,490	- 7,593	
Capital reserve	-		
Revenue reserve	-	1,600	
Other surplus	-	11,161	
Balance of other profits on securities	10	70	
Treasury stock	1,249	213	
Total capital	27,245	26,611	
Total liabilities and capital	44,170	42,404	

■ Statement of income

(unit:\million)

Otatement of moonic		(unit.#million)	
Fiscal year Item	2003 (April 1, 2002 to March 31,2003)	2002 (April 1, 2001 to March 31,2002)	
Sales	82,635	63,031	
Cost of sales	72,266	55,773	
Selling, general and administrative expenses	6,527	6,147	
Operating income	3,841	1,110	
Non-operating income	155	529	
Non-operating expenses	70	176	
Ordinary income	3,926	1,463	
Extraordinary income	135	56	
Extraordinary loss	254	2,506 986 333 909	
Current net income (loss) before tax	3,808		
Corporation, resident and enterprise taxes	1,317		
Adjustment for corporation tax, etc.	415		
Current net income (loss)	2,076	409	
Profit carried over from previous term	11,001	5,301	
Revenue reserve reversal	1,600	-	
Earnings allocated to retirement of treasury stock	-	569	
Interim dividends	186	160	
Unappropriated profit current term	14,490	4,161	

■ Profit appropriation

(unit:\million)

Fiscal year	2003 (April 1, 2002 to	2002 (April 1, 2001 to	
Item	(April 1, 2002 to March 31,2003)	(April 1, 2001 to March 31,2002)	
Unappropriated profit for current term	14,490	4,161	
Disposition discretionary reserves			
Disposition of special reserves	-	7,000	
Total	14,490	11,161	
Dividends	182	160	
	(¥7/share)	(¥6/share)	
Executive bonuses	50	-	
Total	232	160	
Surplus camied over to next term	14,257	11,001	

Notes

¹⁾ Interim dividends ¥160,846,590 in total (¥6/common share)werepaid on December 3, 2001.

Interim dividends ¥193,648,966 in total (¥7/common share)werepaid on December 1, 2000.

³⁾ The other capital surplus of ¥5,993,137,563 from the current term will be carried forward to the next term.

Company Data Company Profile/Investor Information

Company Profile (As of March 31, 2003)

Company Name: MELCO INC.

Headquarters: 11-50, Ohsu 4-chome, Naka-ku, Nagoya, Aichi Prefecture, Japan

Founded: May 1, 1975 Incorporated: August 5, 1978 President and CFO: Makoto Maki

¥6.4 billion Capital:

Sales: ¥87.482 billion consolidated

¥82.635 billion unconsolidated

(at end of March 2003)

Business content: Development, manufacture and sales of computer and

broadband equipment, and supply of related services

No. of employees: 615 consolidated, 374 unconsolidated

Group affiliates: 8 companies (4 in Japan and 4 overseas)

UFJ, Nagoya, Iyo, Tokyo-Mitsubishi, UFJ Trust Bank Banks:

Board of Directors (As of June 27, 2003)

President and CFO Makoto Maki

Senior Managing Director Kuniaki Saiki

Director Hiromi Maki

Director Hiromichi Maki

Director Takayuki Nishioka

Seishi Tovooka

Director Hidetoshi Yamaguchi

Senior Corporate Auditor Yozo Ueda

Toshio Nishikawa Corporate Auditor

Corporate Auditor Yuzuru Kawashima

Corporate Auditor Iwao Tsusaka

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Accounts closed: March 31

Scheduled shareholder's meeting: June

Dates to determine stock ownership: Shareholders entitled to vote

March 31

Shareholders entitled to year-end dividend

March 31

Shareholders entitled to interim dividend

September 30

Listed Stock Exchanges: First Section of Tokyo Stock Exchange and

First Section of Nagoya Stock Exchange

Stock code: 6913

Number of shares issued: 26.841.136* Number of treasury stocks: 715,164

Number of shareholders: 13.868 Number of shares per unit: 100

Newspaper with

notice to shareholders: Nihon Keizai Shimbun

Director

Transfer agent: UFJ Trust Bank Limited

4-3, Marunouchi 1-chome,

Chiyoda-ku, Tokyo

Handling office: UFJ Trust Bank Limited

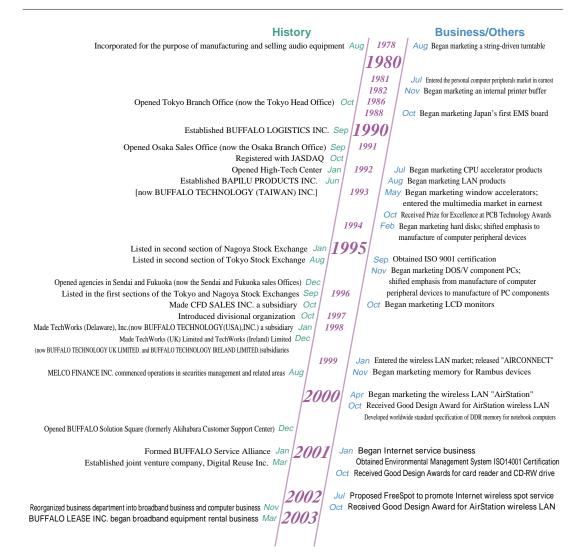
> Security Agent Department 10-11, Higashi-suna, 7-chome, Koto-ku, Tokyo 137-8081 Tel: 81-3-5683-5111

Managing underwriters: (main) Nomura Securities

(others) Daiwa Securities SMBC

Mizuho Investors Securities Nikko Cordial Securities

^{*} Treasury stocks were cancelled on May 16, 2003. The number of shares issued became 26,125, 936.





MELCO INC.

11-50, Ohsu 4-chome, Naka-ku, Nagoya, 460-0011, Japan Tel: 81-52-251-6891 FAX: 81-52-241-7979

http://www.melcoinc.co.jp/

Offices

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Tokyo Head Office	Eitaro Bldg., 2-5, Nihonbashi 1-chome, Chuo-ku, Tokyo, 103-0027, Japan	Tel:81-3-3242-7777	Fax:81-3-5203-8551
Subsidiaries Japan			
CFD SALES INC.	Kamiya Bldg., 11-50, Ohsu 4-chome, Naka-ku, Nagoya, 460-0011, Japan	Tel:81-52-261-7771	Fax:81-52-261-7775
BUFFALO LOGISTICS INC.	1-3, Mutsuno 2-chome, Atsuta-ku, Nagoya, 456-0023, Japan	Tel:81-52-883-3035	Fax:81-52-883-3042
BUFFALO LEASE INC.	15, Shibata hondori 4-chome, Minami-ku, Nagoya, 457-8520, Japan	Tel:81-52-619-1815	Fax:81-52-619-7754
MELCO FINANCE INC.	Kamiya Bldg., 11-50, Ohsu 4-chome, Naka-ku, Nagoya, 460-0011, Japan	Tel:81-52-251-6891	Fax:81-52-241-7979
Subsidiaries Overseas			
BUFFALO TECHNOLOGY (TAIWAN) INC.	4F, NO.18, LANE609, SEC.5, CHUNG HSIN RD., SANCHUNG CITY, TAIPEI HSIEN, TAIWAN	Tel:886-2-2999-9860	Fax:886-2-2999-2264
BUFFALO TECHNOLOGY (USA) , INC.	4030 West Braker Lane, Suite 120, Austin, TEXAS 78759-5319 U.S.A.	Tel:1-512-794-8533	Fax:1-512-794-8520
BUFFALO TECHNOLOGY UK LIMITED	176 Buckingham Avenue, Slough, Berkshire SL1 4RD, United Kingdom	Tel:44-1753-555-000	Fax:44-1753-535-420
BUFFALO TECHNOLOGY IRELAND LIMITED	East Park, Shannon Free Zone, Shannon, Co.Clare, Ireland	Tel:353-61-708090	Fax:353-61-360140

