



Presentation of Third Quarter Results for the Year Ending March 31, 2021

January 25, 2021

The statements contained in this document that are not purely historical are forward-looking statements based on our company's expectations or plans regarding the future. These forward-looking statements involve factors such as risks and uncertainties, which could cause actual results and earnings performances to differ materially from those projected.

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1. Consolidated Statements Income for FY2020 3Q

(Units: Millions of Yen, %)

	Fiscal Year 2020																	
	1Q			2Q			Mid-term			3Q			1Q-3Q			Full-term (2020/11/2Forecast)		
	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change
Net sales	125,147	100.0%	2.6%	132,016	100.0%	-0.4%	257,163	100.0%	1.1%	139,574	100.0%	6.8%	396,737	100.0%	3.0%	522,000	100.0%	0.2%
IC, electronic devices and others	108,547	86.7%	1.3%	114,738	86.9%	-3.1%	223,285	86.8%	-1.0%	122,317	87.6%	6.0%	345,602	87.1%	1.4%	454,000	87.0%	-1.3%
Network Business	16,599	13.3%	12.3%	17,279	13.1%	22.6%	33,878	13.2%	17.3%	17,257	12.4%	12.8%	51,135	12.9%	15.7%	68,000	13.0%	11.1%
Cost of sales	110,467	88.3%	2.7%	117,223	88.8%	-0.2%	227,690	88.5%	1.2%	123,035	88.2%	5.9%	350,725	88.4%	2.8%	462,960	88.7%	0.4%
Gross profit	14,679	11.7%	2.0%	14,794	11.2%	-2.0%	29,473	11.5%	0.0%	16,538	11.8%	13.8%	46,012	11.6%	4.5%	59,040	11.3%	-1.4%
SG&A Expenses	10,831	8.7%	-5.4%	11,044	8.4%	-2.3%	21,875	8.5%	-3.9%	12,006	8.6%	7.2%	33,882	8.5%	-0.2%	44,490	8.5%	-2.1%
Selling expenses	253	0.2%	-36.1%	259	0.2%	-29.4%	512	0.2%	-32.9%	385	0.3%	17.7%	897	0.2%	-17.8%	1,200	0.2%	-10.6%
Personnel expenses	7,269	5.8%	2.9%	7,427	5.6%	9.6%	14,696	5.7%	6.2%	7,966	5.7%	14.8%	22,662	5.7%	9.1%	29,330	5.6%	6.0%
Depreciation	334	0.3%	-3.2%	346	0.3%	-2.0%	680	0.3%	-2.6%	348	0.2%	-4.4%	1,029	0.3%	-3.2%	1,470	0.3%	-4.7%
Development expenses	61	0.0%	-40.8%	73	0.1%	-26.3%	134	0.1%	-33.7%	69	0.0%	0.0%	203	0.1%	-25.1%	300	0.1%	-25.6%
Other	2,911	2.3%	-17.7%	2,941	2.2%	-20.7%	5,852	2.3%	-19.2%	3,237	2.3%	-7.5%	9,090	2.3%	-15.4%	12,190	2.3%	-15.9%
Operating income	3,847	3.1%	30.9%	3,750	2.8%	-0.9%	7,597	3.0%	13.0%	4,532	3.2%	36.0%	12,129	3.1%	20.6%	14,550	2.8%	0.7%
Ordinary income	3,665	2.9%	75.9%	3,853	2.9%	36.6%	7,518	2.9%	53.3%	4,349	3.1%	49.9%	11,868	3.0%	52.0%	13,800	2.6%	24.6%
Income before income taxes	3,862	3.1%	85.6%	3,727	2.8%	33.9%	7,589	3.0%	56.0%	4,321	3.1%	63.9%	11,911	3.0%	58.8%	13,700	2.6%	41.1%
Corporate, inhabitant and enterprise taxes	1,101	0.9%	52.5%	897	0.7%	12.3%	1,998	0.8%	31.4%	1,162	0.8%	39.2%	3,160	0.8%	34.1%	4,100	0.8%	19.4%
Net income	2,761	2.2%	103.2%	2,830	2.1%	42.6%	5,591	2.2%	67.2%	3,159	2.3%	75.4%	8,750	2.2%	70.1%	9,600	1.8%	53.1%
Net income attributable to non-controlling interests	268	0.2%	95.6%	185	0.1%	20.1%	453	0.2%	55.7%	158	0.1%	-24.4%	611	0.2%	22.2%	1,000	0.2%	56.5%
Net income attributable to the shareholders of the parent	2,492	2.0%	104.1%	2,645	2.0%	44.5%	5,137	2.0%	68.3%	3,001	2.2%	88.5%	8,138	2.1%	75.2%	8,600	1.6%	52.7%

FY2019 Quarterly Breakdown

(Units: Millions of Yen, %)

	Fiscal Year 2019													
	1Q		2Q		Mid-term		3Q		1Q-3Q		4Q		Full-term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Net sales	121,926	100.0%	132,495	100.0%	254,421	100.0%	130,725	100.0%	385,147	100.0%	136,047	100.0%	521,193	100.0%
IC, electronic devices and others	107,140	87.9%	118,401	89.4%	225,541	88.6%	115,426	88.3%	340,967	88.5%	119,005	87.5%	459,972	88.3%
Network Business	14,786	12.1%	14,094	10.6%	28,880	11.4%	15,299	11.7%	44,179	11.5%	17,041	12.5%	61,220	11.7%
Cost of sales	107,539	88.2%	117,406	88.6%	224,945	88.4%	116,191	88.9%	341,136	88.6%	120,166	88.3%	461,302	88.5%
Gross profit	14,386	11.8%	15,090	11.4%	29,476	11.6%	14,534	11.1%	44,011	11.4%	15,881	11.7%	59,891	11.5%
SG&A Expenses	11,446	9.4%	11,306	8.5%	22,752	8.9%	11,201	8.6%	33,954	8.8%	11,491	8.4%	45,444	8.7%
Selling expenses	396	0.3%	367	0.3%	763	0.3%	327	0.3%	1,091	0.3%	253	0.2%	1,343	0.3%
Personnel expenses	7,063	5.8%	6,778	5.1%	13,841	5.4%	6,939	5.3%	20,780	5.4%	6,885	5.1%	27,665	5.3%
Depreciation	345	0.3%	353	0.3%	698	0.3%	364	0.3%	1,063	0.3%	480	0.4%	1,542	0.3%
Development expenses	103	0.1%	99	0.1%	202	0.1%	69	0.1%	271	0.1%	132	0.1%	403	0.1%
Other	3,536	2.9%	3,711	2.8%	7,247	2.8%	3,499	2.7%	10,747	2.8%	3,744	2.8%	14,490	2.8%
Operating income	2,940	2.4%	3,783	2.9%	6,723	2.6%	3,333	2.5%	10,056	2.6%	4,391	3.2%	14,447	2.8%
Non-operating income	117	0.1%	101	0.1%	218	0.1%	99	0.1%	318	0.1%	288	0.2%	605	0.1%
Non-operating expenses	972	0.8%	1,065	0.8%	2,037	0.8%	531	0.4%	2,568	0.7%	1,412	1.0%	3,980	0.8%
Ordinary income	2,084	1.7%	2,820	2.1%	4,904	1.9%	2,902	2.2%	7,806	2.0%	3,266	2.4%	11,072	2.1%
Extraordinary income	3	0.0%	18	0.0%	21	0.0%	3	0.0%	24	0.0%	104	0.1%	128	0.0%
Extraordinary losses	7	0.0%	53	0.0%	60	0.0%	268	0.2%	329	0.1%	1,164	0.9%	1,492	0.3%
Income before income taxes	2,081	1.7%	2,784	2.1%	4,865	1.9%	2,637	2.0%	7,502	1.9%	2,206	1.6%	9,708	1.9%
Corporate, inhabitant and enterprise taxes	722	0.6%	799	0.6%	1,521	0.6%	835	0.6%	2,356	0.6%	1,079	0.8%	3,435	0.7%
Net income	1,359	1.1%	1,985	1.5%	3,344	1.3%	1,801	1.4%	5,145	1.3%	1,127	0.8%	6,272	1.2%
Net income attributable to non-controlling interests	137	0.1%	154	0.1%	291	0.1%	209	0.2%	500	0.1%	139	0.1%	639	0.1%
Net income attributable to the shareholders of the parent	1,221	1.0%	1,831	1.4%	3,052	1.2%	1,592	1.2%	4,644	1.2%	989	0.7%	5,633	1.1%

2. Consolidated Balance Sheets for FY2020 3Q

(Units:Millions of yen, %)

	Mar-20		Sep-20		Dec-20		Change
	Amount	Ratio	Amount	Ratio	Amount	Ratio	
Total assets	263,247	100.0%	245,329	100.0%	252,653	100.0%	7,324
Total current assets	236,384	89.8%	218,106	88.9%	225,561	89.3%	7,455
Cash and deposits	14,715	5.6%	16,094	6.6%	22,370	8.9%	6,276
Trade notes and accounts receivable	106,614	40.5%	96,672	39.4%	105,256	41.7%	8,584
Inventories	93,296	35.4%	89,472	36.5%	84,033	33.3%	-5,439
Other current assets	22,090	8.4%	16,308	6.6%	14,293	5.7%	-2,015
Allowance for doubtful accounts	-331	-0.1%	-442	-0.2%	-391	-0.2%	51
Total fixed assets	26,863	10.2%	27,223	11.1%	27,092	10.7%	-131
Property, equipment, at cost	7,501	2.8%	7,370	3.0%	7,320	2.9%	-50
Intangible fixed assets	2,332	0.9%	2,718	1.1%	2,973	1.2%	255
Investments and other assets	17,029	6.5%	17,134	7.0%	16,798	6.6%	-336
Total liabilities	127,695	48.5%	106,187	43.3%	112,755	44.6%	6,568
Total current liabilities	116,987	44.4%	99,551	40.6%	101,550	40.2%	1,999
Notes and accounts payable	24,916	9.5%	23,033	9.4%	30,131	11.9%	7,098
Short-term borrowings	49,223	18.7%	32,597	13.3%	25,886	10.2%	-6,711
Accrued bonus	3,035	1.2%	3,741	1.5%	3,316	1.3%	-425
Other current liabilities	39,812	15.1%	40,178	16.4%	42,217	16.7%	2,039
Long-term liabilities	10,707	4.1%	6,635	2.7%	11,204	4.4%	4,569
Long-term debt	4,000	1.5%	-	-	4,552	1.8%	4,552
Liability for retirement benefits	5,418	2.1%	5,530	2.3%	5,576	2.2%	46
Other	1,289	0.5%	1,105	0.5%	1,075	0.4%	-30
Net assets	135,551	51.5%	139,142	56.7%	139,898	55.4%	756
Stockholders' Equity	129,518	49.2%	133,223	54.3%	134,334	53.2%	1,111
Paid-in capital	14,040	5.3%	14,040	5.7%	14,040	5.6%	0
Additional paid-in capital surplus	47,550	18.1%	47,099	19.2%	46,762	18.5%	-337
Consolidated retained earnings	70,079	26.6%	73,669	30.0%	75,118	29.7%	1,449
Treasury stock	-2,152	-0.8%	-1,585	-0.6%	-1,586	-0.6%	-1
Other comprehensive income	2,580	1.0%	2,437	1.0%	2,128	0.8%	-309
Unrealized holding gains on other securities	26	0.0%	350	0.1%	421	0.2%	71
Gain on deferred hedge	-29	0.0%	-6	0.0%	36	0.0%	42
Foreign currency translation adjustments	2,684	1.0%	2,092	0.9%	1,670	0.7%	-422
Accumulated adjustment for retirement benefits	-100	0.0%	-	-	-	-	-
Non-controlling interests	3,452	1.3%	3,482	1.4%	3,436	1.4%	-46

3. Sales and Gross Profit by Product and Quarter (Consolidated)

◆ FY2020

(Units:Millions of yen, %)

	1Q				2Q				3Q				1Q-3Q		
	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change
Sales	125,147	100.0%	2.6%	-8.0%	132,016	100.0%	-0.4%	5.5%	139,574	100.0%	6.8%	5.7%	396,737	100.0%	3.0%
Semiconductors	98,931	79.1%	-1.2%	-8.1%	106,883	81.0%	-2.9%	8.0%	110,016	78.8%	2.5%	2.9%	315,830	79.6%	-0.6%
Electronic devices	7,261	5.8%	32.0%	-6.7%	6,105	4.6%	-5.9%	-15.9%	9,412	6.7%	64.1%	54.2%	22,778	5.7%	28.5%
Other	2,354	1.9%	58.1%	-34.1%	1,750	1.3%	-2.0%	-25.7%	2,888	2.1%	24.4%	65.0%	6,992	1.8%	24.9%
Network-related products	16,599	13.3%	12.3%	-2.6%	17,279	13.1%	22.6%	4.1%	17,257	12.4%	12.8%	-0.1%	51,135	12.9%	15.7%

(Units:Millions of yen, %)

	1Q		2Q		3Q		1Q-3Q	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
Gross Profit	14,679	11.7%	14,794	11.2%	16,538	11.8%	46,012	11.6%
Semiconductors	8,832	8.9%	8,748	8.2%	10,247	9.3%	27,827	8.8%
Electronic devices	986	13.6%	862	14.1%	1,193	12.7%	3,041	13.4%
Other	409	17.4%	333	19.0%	467	16.2%	1,210	17.3%
Network-related products	4,449	26.8%	4,852	28.1%	4,630	26.8%	13,932	27.2%

◆ FY2019

(Units:Millions of yen, %)

	1Q		2Q		3Q		1Q-3Q		4Q		Full term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	121,926	100.0%	132,495	100.0%	130,725	100.0%	385,146	100.0%	136,046	100.0%	521,193	100.0%
Semiconductors	100,150	82.1%	110,128	83.1%	107,367	82.1%	317,645	82.5%	107,652	79.1%	425,297	81.6%
Electronic devices	5,500	4.5%	6,487	4.9%	5,736	4.4%	17,723	4.6%	7,782	5.7%	25,506	4.9%
Other	1,489	1.2%	1,786	1.3%	2,322	1.8%	5,597	1.5%	3,570	2.6%	9,168	1.8%
Network-related products	14,786	12.1%	14,094	10.6%	15,299	11.7%	44,179	11.5%	17,040	12.5%	61,220	11.7%

(Units:Millions of yen, %)

	1Q		2Q		3Q		1Q-3Q		4Q		Full term	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
Gross Profit	14,386	11.8%	15,090	11.4%	14,534	11.1%	44,010	11.4%	15,799	11.6%	59,891	11.5%
Semiconductors	9,652	9.6%	9,901	9.0%	9,084	8.5%	28,637	9.0%	9,452	8.8%	38,171	9.0%
Electronic devices	630	11.5%	734	11.3%	1,014	17.7%	2,378	13.4%	1,082	13.9%	3,461	13.6%
Other	223	15.0%	329	18.4%	364	15.7%	916	16.4%	576	16.1%	1,493	16.3%
Network-related products	3,881	26.2%	4,125	29.3%	4,070	26.6%	12,076	27.3%	4,687	27.5%	16,765	27.4%

4. Sales by Product and Quarter (Consolidated)

◆FY2020

(Units:Millions of yen, %)

	1Q				2Q				3Q				1Q-3Q		
	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change
Semiconductors	98,931	79.1%	-1.2%	-8.1%	106,883	81.0%	-2.9%	8.0%	110,016	78.8%	2.5%	2.9%	315,830	79.6%	-0.6%
PLD	13,657	10.9%	9.7%	-8.0%	11,485	8.7%	-8.7%	-15.9%	13,155	9.4%	6.8%	14.5%	38,297	9.7%	2.5%
ASIC	3,478	2.8%	24.9%	12.6%	5,065	3.8%	88.2%	45.6%	2,243	1.6%	-28.7%	-55.7%	10,787	2.7%	25.1%
ASSP	16,061	12.8%	-11.9%	-6.7%	18,080	13.7%	-6.7%	12.6%	17,540	12.6%	-8.9%	-3.0%	51,682	13.0%	-9.1%
Analog IC	24,920	19.9%	-13.0%	-9.0%	29,883	22.6%	2.6%	19.9%	32,032	22.9%	10.8%	7.2%	86,835	21.9%	0.2%
Memories	20,711	16.5%	26.2%	-12.1%	19,630	14.9%	-22.1%	-5.2%	20,385	14.6%	-4.0%	3.8%	60,727	15.3%	-3.4%
Other	20,102	16.1%	-7.0%	-6.8%	22,739	17.2%	7.4%	13.1%	24,658	17.7%	9.6%	8.4%	67,500	17.0%	3.4%
Electronic devices	7,261	5.8%	32.0%	-6.7%	6,105	4.6%	-5.9%	-15.9%	9,412	6.7%	64.1%	54.2%	22,778	5.7%	28.5%
Other	2,354	1.9%	58.1%	-34.1%	1,750	1.3%	-2.0%	-25.7%	2,888	2.1%	24.4%	65.0%	6,992	1.8%	24.9%
Network-related products	16,599	13.3%	12.3%	-2.6%	17,279	13.1%	22.6%	4.1%	17,257	12.4%	12.8%	-0.1%	51,135	12.9%	15.7%
Hardware	4,250	3.4%	-19.1%	-8.5%	4,797	3.6%	8.0%	12.9%	5,242	3.8%	19.0%	9.3%	14,289	3.6%	1.3%
Software	6,377	5.1%	68.6%	1.6%	6,990	5.3%	52.9%	9.6%	6,462	4.6%	24.5%	-7.6%	19,830	5.0%	46.4%
Services	5,970	4.8%	3.9%	-2.4%	5,492	4.2%	8.1%	-8.0%	5,552	4.0%	-2.6%	1.1%	17,015	4.3%	2.9%
Total	125,147	100.0%	2.6%	-8.0%	132,016	100.0%	-0.4%	5.5%	139,574	100.0%	6.8%	5.7%	396,737	100.0%	3.0%

◆ FY2019

(Units:Millions of yen, %)

	1Q		2Q		3Q		1Q-3Q		4Q		Full-term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Semiconductors	100,150	82.1%	110,128	83.1%	107,367	82.1%	317,645	82.5%	107,652	79.1%	425,297	81.6%
PLD	12,453	10.2%	12,583	9.5%	12,318	9.4%	37,354	9.7%	14,840	10.9%	52,195	10.0%
ASIC	2,785	2.3%	2,691	2.0%	3,144	2.4%	8,620	2.2%	3,090	2.3%	11,712	2.2%
ASSP	18,221	14.9%	19,380	14.6%	19,262	14.7%	56,863	14.8%	17,213	12.7%	74,076	14.2%
Analog IC	28,652	23.5%	29,113	22.0%	28,906	22.1%	86,671	22.5%	27,374	20.1%	114,045	21.9%
Memories	16,415	13.5%	25,195	19.0%	21,235	16.2%	62,845	16.3%	23,572	17.3%	86,418	16.6%
Other	21,621	17.7%	21,166	16.0%	22,499	17.2%	65,286	17.0%	21,561	15.8%	86,849	16.7%
Electronic devices	5,500	4.5%	6,487	4.9%	5,736	4.4%	17,723	4.6%	7,782	5.7%	25,506	4.9%
Other	1,489	1.2%	1,786	1.3%	2,322	1.8%	5,597	1.5%	3,570	2.6%	9,168	1.8%
Network-related products	14,786	12.1%	14,094	10.6%	15,299	11.7%	44,179	11.5%	17,040	12.5%	61,220	11.7%
Hardware	5,254	4.3%	4,442	3.4%	4,406	3.4%	14,102	3.7%	4,646	3.4%	18,749	3.6%
Software	3,783	3.1%	4,573	3.5%	5,191	4.0%	13,547	3.5%	6,276	4.6%	19,824	3.8%
Services	5,748	4.7%	5,079	3.8%	5,701	4.4%	16,528	4.3%	6,117	4.5%	22,646	4.3%
Total	121,926	100.0%	132,495	100.0%	130,725	100.0%	385,146	100.0%	136,046	100.0%	521,193	100.0%

5. Net Sales by Segment and Quarter (Consolidated)

◆ FY2020

(Units:Millions of yen, %)

Segment	1Q					2Q					3Q					1Q-3Q			
	Amount	Ratio1	Ratio2	Y/Y Change	vs. latest results	Amount	Ratio1	Ratio2	Y/Y Change	vs. latest results	Amount	Ratio1	Ratio2	Y/Y Change	vs. latest results	Amount	Ratio1	Ratio2	Y/Y Change
IC, electronic devices and others	108,550	100.0%	86.7%	1.3%	-8.8%	114,730	100.0%	86.9%	-3.1%	5.7%	122,320	100.0%	87.6%	6.0%	6.6%	345,600	100.0%	87.1%	1.4%
Communication	24,960	23.0%	19.9%	48.7%	-3.9%	25,970	22.6%	19.7%	-1.7%	4.0%	23,550	19.3%	16.9%	-6.0%	-9.3%	74,480	21.6%	18.8%	9.1%
Communication Terminals	5,050	4.7%	4.0%	5.9%	-8.2%	4,890	4.3%	3.7%	-22.6%	-3.2%	4,600	3.8%	3.3%	-27.7%	-5.9%	14,540	4.2%	3.7%	-16.7%
Communications Infrastructure	19,910	18.3%	15.9%	65.8%	-2.7%	21,080	18.4%	16.0%	4.9%	5.9%	18,950	15.5%	13.6%	1.4%	-10.1%	59,940	17.3%	15.1%	18.0%
OA, Peripherals	5,550	5.1%	4.4%	-3.1%	6.7%	5,000	4.4%	3.8%	-15.7%	-9.9%	5,710	4.7%	4.1%	-7.0%	14.2%	16,260	4.7%	4.1%	-8.7%
Computers	15,140	13.9%	12.1%	2.3%	-7.7%	13,260	11.6%	10.0%	-17.8%	-12.4%	13,510	11.0%	9.7%	-4.2%	1.9%	41,910	12.1%	10.6%	-6.9%
Consumer Products	8,700	8.0%	7.0%	-18.5%	3.9%	12,370	10.8%	9.4%	12.6%	42.2%	12,490	10.2%	8.9%	31.2%	1.0%	33,560	9.7%	8.5%	7.6%
Automotive	15,030	13.8%	12.0%	-25.4%	-26.7%	18,690	16.3%	14.2%	-9.9%	24.4%	22,690	18.5%	16.3%	4.8%	21.4%	56,410	16.3%	14.2%	-9.8%
Industrial Equipment	39,170	36.1%	31.3%	0.4%	-8.0%	39,440	34.4%	29.9%	3.3%	0.7%	44,370	36.3%	31.8%	13.9%	12.5%	122,980	35.6%	31.0%	5.9%
Network Business	16,600	-	13.3%	12.2%	-2.6%	17,280	-	13.1%	22.6%	4.1%	17,260	-	12.4%	12.8%	-0.1%	51,140	-	12.9%	15.8%
Total	125,150	-	100.0%	2.6%	-8.0%	132,010	-	100.0%	-0.4%	5.5%	139,580	-	100.0%	6.8%	5.7%	396,740	-	100.0%	3.0%

◆ FY2019

(Units:Millions of yen, %)

Segment	1Q			2Q			3Q			1Q-3Q			4Q			Full-term		
	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2
IC, electronic devices and others	107,140	100.0%	87.9%	118,400	100.0%	89.4%	115,430	100.0%	88.3%	340,970	100.0%	88.5%	119,000	100.0%	87.5%	459,970	100.0%	88.3%
Communication	16,780	15.7%	13.8%	26,410	22.3%	19.9%	25,050	21.7%	19.2%	68,240	20.0%	17.7%	25,960	21.8%	19.1%	94,200	20.5%	18.1%
Communication Terminals	4,770	4.5%	3.9%	6,320	5.3%	4.8%	6,360	5.5%	4.9%	17,450	5.1%	4.5%	5,500	4.6%	4.0%	22,950	5.0%	4.4%
Communications Infrastructure	12,010	11.2%	9.8%	20,090	17.0%	15.2%	18,690	16.2%	14.3%	50,790	14.9%	13.2%	20,460	17.2%	15.0%	71,250	15.5%	13.7%
OA, Peripherals	5,730	5.3%	4.7%	5,930	5.0%	4.5%	6,140	5.3%	4.7%	17,800	5.2%	4.6%	5,200	4.4%	3.8%	23,000	5.0%	4.4%
Computers	14,800	13.8%	12.1%	16,140	13.6%	12.2%	14,100	12.2%	10.8%	45,040	13.2%	11.7%	16,400	13.8%	12.1%	61,440	13.4%	11.8%
Consumer Products	10,680	10.0%	8.8%	10,990	9.3%	8.3%	9,520	8.2%	7.3%	31,190	9.1%	8.1%	8,370	7.0%	6.2%	39,560	8.6%	7.6%
Automotive	20,140	18.8%	16.5%	20,740	17.5%	15.7%	21,660	18.8%	16.6%	62,540	18.3%	16.2%	20,500	17.2%	15.1%	83,040	18.1%	15.9%
Industrial Equipment	39,010	36.4%	32.0%	38,190	32.3%	28.8%	38,960	33.8%	29.8%	116,160	34.1%	30.2%	42,570	35.8%	31.3%	158,730	34.5%	30.5%
Network Business	14,790	-	12.1%	14,090	-	10.6%	15,300	-	11.7%	44,180	-	11.5%	17,040	-	12.5%	61,220	-	11.7%
Total	121,930	-	100.0%	132,490	-	100.0%	130,730	-	100.0%	385,150	-	100.0%	136,040	-	100.0%	521,190	-	100.0%