



Presentation of Third Quarter Results for the Year Ending March 31, 2022

January 31, 2022

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 FY2021 3Q

(Units: Millions of Yen, %)

	Fiscal Year 2021																	
	1Q			2Q			Mid-term			3Q			1Q-3Q			Full-term(2022/1/31Forecast)		
	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change
Net sales	178,064	100.0%	42.3%	184,279	100.0%	39.6%	362,343	100.0%	40.9%	194,801	100.0%	39.6%	557,145	100.0%	40.4%	750,000	100.0%	35.4%
IC, electronic devices and others	159,465	89.6%	46.9%	165,303	89.7%	44.1%	324,768	89.6%	45.4%	173,351	89.0%	41.7%	498,120	89.4%	44.1%	668,000	89.1%	38.8%
Network Business	18,598	10.4%	12.0%	18,977	10.3%	9.8%	37,575	10.4%	10.9%	21,449	11.0%	24.3%	59,024	10.6%	15.4%	82,000	10.9%	12.6%
Cost of sales	157,806	88.6%	42.9%	163,263	88.6%	39.3%	321,069	88.6%	41.0%	170,980	87.8%	39.0%	492,050	88.3%	40.3%	661,170	88.2%	35.2%
Gross profit	20,258	11.4%	38.0%	21,016	11.4%	42.1%	41,274	11.4%	40.0%	23,820	12.2%	44.0%	65,094	11.7%	41.5%	88,830	11.8%	37.0%
SG&A Expenses	12,951	7.3%	19.6%	12,886	7.0%	16.7%	25,837	7.1%	18.1%	13,881	7.1%	15.6%	39,719	7.1%	17.2%	53,830	7.2%	16.9%
Selling expenses	335	0.2%	32.4%	387	0.2%	49.4%	722	0.2%	41.0%	332	0.2%	-13.8%	1,055	0.2%	17.6%	1,486	0.2%	25.2%
Personnel expenses	8,398	4.7%	15.5%	8,517	4.6%	14.7%	16,915	4.7%	15.1%	9,495	4.9%	19.2%	26,410	4.7%	16.5%	35,810	4.8%	16.1%
Depreciation	648	0.4%	94.0%	566	0.3%	63.6%	1,214	0.3%	78.5%	503	0.3%	44.5%	1,717	0.3%	66.9%	2,217	0.3%	41.5%
Development expenses	88	0.0%	44.3%	82	0.0%	12.3%	170	0.0%	26.9%	75	0.0%	8.7%	246	0.0%	21.2%	327	0.0%	16.4%
Other	3,481	2.0%	19.6%	3,333	1.8%	13.3%	6,814	1.9%	16.4%	3,475	1.8%	7.4%	10,289	1.8%	13.2%	13,990	1.9%	14.9%
Operating income	7,306	4.1%	89.9%	8,131	4.4%	116.8%	15,437	4.3%	103.2%	9,938	5.1%	119.3%	25,375	4.6%	109.2%	35,000	4.7%	86.5%
Ordinary income	7,514	4.2%	105.0%	7,829	4.2%	103.2%	15,343	4.2%	104.1%	9,217	4.7%	111.9%	24,561	4.4%	107.0%	34,000	4.5%	107.3%
Income before income taxes	8,842	5.0%	128.9%	8,410	4.6%	125.7%	17,252	4.8%	127.3%	8,915	4.6%	106.3%	26,168	4.7%	119.7%	34,900	4.7%	114.4%
Corporate, inhabitant and enterprise taxes	2,274	1.3%	106.5%	2,317	1.3%	158.3%	4,591	1.3%	129.8%	2,497	1.3%	114.9%	7,088	1.3%	124.3%	9,520	1.3%	107.6%
Net income	6,567	3.7%	137.8%	6,093	3.3%	115.3%	12,660	3.5%	126.4%	6,418	3.3%	103.2%	19,079	3.4%	118.0%	25,380	3.4%	117.1%
Net income attributable to non-controlling interests	311	0.2%	16.0%	361	0.2%	95.1%	672	0.2%	48.3%	583	0.3%	269.0%	1,256	0.2%	105.6%	1,880	0.3%	130.7%
Net income attributable to the shareholders of the parent	6,255	3.5%	151.0%	5,733	3.1%	116.7%	11,988	3.3%	133.4%	5,834	3.0%	94.4%	17,822	3.2%	119.0%	23,500	3.1%	116.1%

FY2020 Quarterly Breakdown

(Units: Millions of Yen, %)

	Fiscal Year 2020													
	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	125,147	100.0%	132,016	100.0%	257,163	100.0%	139,574	100.0%	396,737	100.0%	157,225	100.0%	553,962	100.0%
IC, electronic devices and others	108,547	86.7%	114,738	86.9%	223,285	86.8%	122,317	87.6%	345,602	87.1%	135,523	86.2%	481,125	86.9%
Network Business	16,599	13.3%	17,279	13.1%	33,878	13.2%	17,257	12.4%	51,135	12.9%	21,701	13.8%	72,836	13.1%
Cost of sales	110,467	88.3%	117,223	88.8%	227,690	88.5%	123,035	88.2%	350,725	88.4%	138,401	88.0%	489,126	88.3%
Gross profit	14,679	11.7%	14,794	11.2%	29,473	11.5%	16,538	11.8%	46,012	11.6%	18,823	12.0%	64,835	11.7%
SG&A Expenses	10,831	8.7%	11,044	8.4%	21,875	8.5%	12,006	8.6%	33,882	8.5%	12,184	7.7%	46,066	8.3%
Selling expenses	253	0.2%	259	0.2%	512	0.2%	385	0.3%	897	0.2%	290	0.2%	1,187	0.2%
Personnel expenses	7,269	5.8%	7,427	5.6%	14,696	5.7%	7,966	5.7%	22,662	5.7%	8,194	5.2%	30,856	5.6%
Depreciation	334	0.3%	346	0.3%	680	0.3%	348	0.2%	1,029	0.3%	538	0.3%	1,567	0.3%
Development expenses	61	0.0%	73	0.1%	134	0.1%	69	0.0%	203	0.1%	78	0.0%	281	0.1%
Other	2,911	2.3%	2,941	2.2%	5,852	2.3%	3,237	2.3%	9,090	2.3%	3,082	2.0%	12,172	2.2%
Operating income	3,847	3.1%	3,750	2.8%	7,597	3.0%	4,532	3.2%	12,129	3.1%	6,640	4.2%	18,769	3.4%
Non-operating income	275	0.2%	446	0.3%	721	0.3%	146	0.1%	868	0.2%	389	0.2%	1,257	0.2%
Non-operating expenses	457	0.4%	343	0.3%	800	0.3%	330	0.2%	1,130	0.3%	2,497	1.6%	3,627	0.7%
Ordinary income	3,665	2.9%	3,853	2.9%	7,518	2.9%	4,349	3.1%	11,868	3.0%	4,531	2.9%	16,399	3.0%
Extraordinary income	201	0.2%	1	0.0%	202	0.1%	0	0.0%	202	0.1%	4	0.0%	206	0.0%
Extraordinary losses	4	0.0%	127	0.1%	131	0.1%	28	0.0%	159	0.0%	169	0.1%	328	0.1%
Income before income taxes	3,862	3.1%	3,727	2.8%	7,589	3.0%	4,321	3.1%	11,911	3.0%	4,366	2.8%	16,277	2.9%
Corporate, inhabitant and enterprise taxes	1,101	0.9%	897	0.7%	1,998	0.8%	1,162	0.8%	3,160	0.8%	1,426	0.9%	4,586	0.8%
Net income	2,761	2.2%	2,830	2.1%	5,591	2.2%	3,159	2.3%	8,750	2.2%	2,940	1.9%	11,690	2.1%
Net income attributable to non-controlling interests	268	0.2%	185	0.1%	453	0.2%	158	0.1%	611	0.2%	204	0.1%	815	0.1%
Net income attributable to the shareholders of the parent	2,492	2.0%	2,645	2.0%	5,137	2.0%	3,001	2.2%	8,138	2.1%	2,737	1.7%	10,875	2.0%

2. Consolidated Balance Sheets for FY2021 3Q

(Units:Millions of yen, %)

	Mar-21		Sep-21		Dec-21		Change
	Amount	Ratio	Amount	Ratio	Amount	Ratio	
Total assets	269,590	100.0%	300,698	100.0%	325,232	100.0%	24,534
Total current assets	243,400	90.3%	274,022	91.1%	298,751	91.9%	24,729
Cash and deposits	25,443	9.4%	21,762	7.2%	25,290	7.8%	3,528
Trade notes and accounts receivable	119,884	44.5%	142,764	47.5%	148,055	45.5%	5,291
Inventories	84,882	31.5%	95,127	31.6%	111,974	34.4%	16,847
Other current assets	13,712	5.1%	14,884	4.9%	13,928	4.3%	-956
Allowance for doubtful accounts	-522	-0.2%	-516	-0.2%	-498	-0.2%	18
Total fixed assets	26,190	9.7%	26,676	8.9%	26,480	8.1%	-196
Property, equipment, at cost	7,449	2.8%	7,657	2.5%	7,583	2.3%	-74
Intangible fixed assets	3,426	1.3%	8,719	2.9%	9,046	2.8%	327
Investments and other assets	15,314	5.7%	10,300	3.4%	9,849	3.0%	-451
Total liabilities	123,580	45.8%	139,529	46.4%	157,000	48.3%	17,471
Total current liabilities	108,351	40.2%	123,043	40.9%	135,487	41.7%	12,444
Notes and accounts payable	39,437	14.6%	43,003	14.3%	58,201	17.9%	15,198
Short-term borrowings	22,715	8.4%	26,978	9.0%	22,230	6.8%	-4,748
Accrued bonus	5,516	2.0%	5,236	1.7%	5,263	1.6%	27
Other current liabilities	40,681	15.1%	47,824	15.9%	49,792	15.3%	1,968
Long-term liabilities	15,229	5.6%	16,486	5.5%	21,512	6.6%	5,026
Long-term debt	8,660	3.2%	8,678	2.9%	13,725	4.2%	5,047
Liability for retirement benefits	5,498	2.0%	5,495	1.8%	5,470	1.7%	-25
Other	1,070	0.4%	2,312	0.8%	2,317	0.7%	5
Net assets	146,010	54.2%	161,168	53.6%	168,231	51.7%	7,063
Stockholders' Equity	137,070	50.8%	147,428	49.0%	150,774	46.4%	3,346
Paid-in capital	14,040	5.2%	14,040	4.7%	14,040	4.3%	0
Additional paid-in capital surplus	46,762	17.3%	46,486	15.5%	46,486	14.3%	0
Consolidated retained earnings	77,854	28.9%	88,290	29.4%	91,636	28.2%	3,346
Treasury stock	-1,586	-0.6%	-1,389	-0.5%	-1,389	-0.4%	0
Other comprehensive income	5,112	1.9%	5,371	1.8%	7,849	2.4%	2,478
Unrealized holding gains on other securities	432	0.2%	402	0.1%	585	0.2%	183
Gain on deferred hedge	-282	-0.1%	-113	0.0%	-84	0.0%	29
Foreign currency translation adjustments	4,963	1.8%	5,082	1.7%	7,348	2.3%	2,266
Non-controlling interests	3,826	1.4%	8,369	2.8%	9,607	3.0%	1,238

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

◆ FY2021

(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	178,064	100.0%	42.3%	13.3%	184,279	100.0%	39.6%	3.5%	194,801	100.0%	39.6%	5.7%	557,145	100.0%	40.4%
Semiconductors	145,693	81.8%	47.3%	18.9%	154,033	83.6%	44.1%	5.7%	160,002	82.1%	45.4%	3.9%	459,728	82.5%	45.6%
Electronic devices	10,382	5.8%	43.0%	7.3%	8,414	4.6%	37.8%	-19.0%	9,430	4.8%	0.2%	12.1%	28,226	5.1%	23.9%
Other	3,389	1.9%	44.0%	2.0%	2,857	1.6%	63.3%	-15.7%	3,918	2.0%	35.7%	37.1%	10,164	1.8%	45.4%
Network-related products	18,598	10.4%	12.0%	-14.3%	18,977	10.3%	9.8%	2.0%	21,449	11.0%	24.3%	13.0%	59,024	10.6%	15.4%

(Units:Millions of yen, %)

	1Q		2Q		3Q		1Q-3Q	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
Gross Profit	20,258	11.4%	21,016	11.4%	23,820	12.2%	65,094	11.7%
Semiconductors	13,676	9.4%	14,544	9.4%	16,307	10.2%	44,528	9.7%
Electronic devices	1,417	13.6%	1,057	12.6%	1,133	12.0%	3,607	12.8%
Other	451	13.3%	493	17.3%	661	16.9%	1,605	15.8%
Network-related products	4,712	25.3%	4,922	25.9%	5,718	26.7%	15,352	26.0%

◆ FY2020

(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	125,147	100.0%	132,016	100.0%	139,574	100.0%	396,737	100.0%	157,224	100.0%	553,962	100.0%
Semiconductors	98,931	79.1%	106,883	81.0%	110,016	78.8%	315,830	79.6%	122,521	77.9%	438,352	79.1%
Electronic devices	7,261	5.8%	6,105	4.6%	9,412	6.7%	22,778	5.7%	9,677	6.2%	32,456	5.9%
Other	2,354	1.9%	1,750	1.3%	2,888	2.1%	6,992	1.8%	3,324	2.1%	10,316	1.9%
Network-related products	16,599	13.3%	17,279	13.1%	17,257	12.4%	51,135	12.9%	21,701	13.8%	72,836	13.1%

(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	14,679	11.7%	14,794	11.2%	16,538	11.8%	46,011	11.6%	18,823	12.0%	64,835	11.7%
Semiconductors	8,832	8.9%	8,748	8.2%	10,247	9.3%	27,827	8.8%	11,268	9.2%	39,095	8.9%
Electronic devices	986	13.6%	862	14.1%	1,193	12.7%	3,041	13.4%	1,121	11.6%	4,163	12.8%
Other	409	17.4%	333	19.0%	467	16.2%	1,209	17.3%	692	20.8%	1,902	18.4%
Network-related products	4,449	26.8%	4,852	28.1%	4,630	26.8%	13,931	27.2%	5,741	26.5%	19,674	27.0%

4. Sales by Product and Quarter (Consolidated)

◆FY2021

(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	145,693	81.8%	47.3%	18.9%	154,033	83.6%	44.1%	5.7%	160,002	82.1%	45.4%	3.9%	459,728	82.5%	45.6%
PLD	17,318	9.7%	26.8%	16.9%	17,244	9.4%	50.1%	-0.4%	19,280	9.9%	46.6%	11.8%	53,843	9.7%	40.6%
ASIC	2,808	1.6%	-19.3%	-0.7%	4,908	2.7%	-3.1%	74.8%	4,142	2.1%	84.7%	-15.6%	11,859	2.1%	9.9%
ASSP	22,642	12.7%	41.0%	16.1%	22,605	12.3%	25.0%	-0.2%	20,714	10.6%	18.1%	-8.4%	65,961	11.8%	27.6%
Analog IC	43,710	24.5%	75.4%	26.4%	43,478	23.6%	45.5%	-0.5%	46,355	23.8%	44.7%	6.6%	133,543	24.0%	53.8%
Memories	25,106	14.1%	21.2%	2.5%	30,214	16.4%	53.9%	20.3%	30,323	15.6%	48.8%	0.4%	85,643	15.4%	41.0%
Other	34,106	19.2%	69.7%	29.7%	35,584	19.3%	56.5%	4.3%	39,186	20.1%	58.9%	10.1%	108,877	19.5%	61.3%
Electronic devices	10,382	5.8%	43.0%	7.3%	8,414	4.6%	37.8%	-19.0%	9,430	4.8%	0.2%	12.1%	28,226	5.1%	23.9%
Other	3,389	1.9%	44.0%	2.0%	2,857	1.6%	63.3%	-15.7%	3,918	2.0%	35.7%	37.1%	10,164	1.8%	45.4%
Network-related products	18,598	10.4%	12.0%	-14.3%	18,977	10.3%	9.8%	2.0%	21,449	11.0%	24.3%	13.0%	59,024	10.6%	15.4%
Hardware	4,285	2.4%	0.8%	-26.3%	4,438	2.4%	-7.5%	3.6%	4,560	2.3%	-13.0%	2.7%	13,283	2.4%	-7.0%
Software	8,299	4.7%	30.1%	-11.9%	8,944	4.9%	28.0%	7.8%	10,649	5.5%	64.8%	19.1%	27,892	5.0%	40.7%
Services	6,013	3.4%	0.7%	-6.9%	5,595	3.0%	1.9%	-7.0%	6,239	3.2%	12.4%	11.5%	17,848	3.2%	4.9%
Total	178,064	100.0%	42.3%	13.3%	184,279	100.0%	39.6%	3.5%	194,801	100.0%	39.6%	5.7%	557,145	100.0%	40.4%

◆ FY2020

(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	98,931	79.1%	106,883	81.0%	110,016	78.8%	315,830	79.6%	122,521	77.9%	438,352	79.1%
PLD	13,657	10.9%	11,485	8.7%	13,155	9.4%	38,297	9.7%	14,809	9.4%	53,107	9.6%
ASIC	3,478	2.8%	5,065	3.8%	2,243	1.6%	10,786	2.7%	2,827	1.8%	13,614	2.5%
ASSP	16,061	12.8%	18,080	13.7%	17,540	12.6%	51,681	13.0%	19,495	12.4%	71,177	12.8%
Analog IC	24,920	19.9%	29,883	22.6%	32,032	22.9%	86,835	21.9%	34,591	22.0%	121,427	21.9%
Memories	20,711	16.5%	19,630	14.9%	20,385	14.6%	60,726	15.3%	24,498	15.6%	85,226	15.4%
Other	20,102	16.1%	22,739	17.2%	24,658	17.7%	67,499	17.0%	26,298	16.7%	93,799	16.9%
Electronic devices	7,261	5.8%	6,105	4.6%	9,412	6.7%	22,778	5.7%	9,677	6.2%	32,456	5.9%
Other	2,354	1.9%	1,750	1.3%	2,888	2.1%	6,992	1.8%	3,324	2.1%	10,316	1.9%
Network-related products	16,599	13.3%	17,279	13.1%	17,257	12.4%	51,135	12.9%	21,701	13.8%	72,836	13.1%
Hardware	4,250	3.4%	4,797	3.6%	5,242	3.8%	14,289	3.6%	5,817	3.7%	20,107	3.6%
Software	6,377	5.1%	6,990	5.3%	6,462	4.6%	19,829	5.0%	9,422	6.0%	29,252	5.3%
Services	5,970	4.8%	5,492	4.2%	5,552	4.0%	17,014	4.3%	6,461	4.1%	23,476	4.2%
Total	125,147	100.0%	132,016	100.0%	139,574	100.0%	396,737	100.0%	157,224	100.0%	553,962	100.0%

5. Net Sales by Segment and Quarter (Consolidated)

◆ FY2021

(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	159,460	100.0%	89.6%	46.9%	17.7%	165,300	100.0%	89.7%	44.1%	3.7%	173,360	100.0%	89.0%	41.7%	4.9%	498,120	100.0%	89.4%	44.1%
Communication	28,890	18.1%	16.2%	15.7%	21.9%	32,950	19.9%	17.9%	26.9%	14.1%	32,260	18.6%	16.6%	37.0%	-2.1%	94,100	18.9%	16.9%	26.3%
Communication Terminals	5,240	3.3%	2.9%	3.8%	4.8%	5,390	3.3%	2.9%	10.2%	2.9%	6,020	3.5%	3.1%	30.9%	11.7%	16,650	3.3%	3.0%	14.5%
Communications Infrastructure	23,650	14.8%	13.3%	18.8%	26.5%	27,560	16.7%	15.0%	30.7%	16.5%	26,240	15.1%	13.5%	38.5%	-4.8%	77,450	15.5%	13.9%	29.2%
OA, Peripherals	7,180	4.5%	4.0%	29.4%	14.5%	7,440	4.5%	4.0%	48.8%	3.6%	8,090	4.7%	4.2%	41.7%	8.7%	22,710	4.6%	4.1%	39.7%
Computers	18,840	11.8%	10.6%	24.4%	1.0%	18,090	10.9%	9.8%	36.4%	-4.0%	20,860	12.0%	10.7%	54.4%	15.3%	57,790	11.6%	10.4%	37.9%
Consumer Products	15,060	9.4%	8.5%	73.1%	18.0%	14,720	8.9%	8.0%	19.0%	-2.3%	13,500	7.8%	6.9%	8.1%	-8.3%	43,280	8.7%	7.8%	29.0%
Automotive	23,580	14.8%	13.2%	56.9%	-1.3%	23,870	14.4%	13.0%	27.7%	1.2%	25,280	14.6%	13.0%	11.4%	5.9%	72,730	14.6%	13.1%	28.9%
Industrial Equipment	65,910	41.3%	37.0%	68.3%	31.2%	68,230	41.3%	37.0%	73.0%	3.5%	73,370	42.3%	37.7%	65.4%	7.5%	207,510	41.7%	37.2%	68.7%
Network Business	18,600	-	10.4%	12.0%	-14.3%	18,980	-	10.3%	9.8%	2.0%	21,450	-	11.0%	24.3%	13.0%	59,030	-	10.6%	15.4%
Total	178,060	-	100.0%	42.3%	13.3%	184,280	-	100.0%	39.6%	3.5%	194,810	-	100.0%	39.6%	5.7%	557,150	-	100.0%	40.4%

◆ FY2020

(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	108,550	100.0%	86.7%	114,730	100.0%	86.9%	122,320	100.0%	87.6%	345,600	100.0%	87.1%	135,520	100.0%	86.2%	481,120	100.0%	86.9%
Communication	24,960	23.0%	19.9%	25,970	22.6%	19.7%	23,550	19.3%	16.9%	74,480	21.6%	18.8%	23,700	17.5%	15.1%	98,180	20.4%	17.7%
Communication Terminals	5,050	4.7%	4.0%	4,890	4.3%	3.7%	4,600	3.8%	3.3%	14,540	4.2%	3.7%	5,000	3.7%	3.2%	19,540	4.1%	3.5%
Communications Infrastructure	19,910	18.3%	15.9%	21,080	18.4%	16.0%	18,950	15.5%	13.6%	59,940	17.3%	15.1%	18,700	13.8%	11.9%	78,640	16.3%	14.2%
OA, Peripherals	5,550	5.1%	4.4%	5,000	4.4%	3.8%	5,710	4.7%	4.1%	16,260	4.7%	4.1%	6,270	4.6%	4.0%	22,530	4.7%	4.1%
Computers	15,140	13.9%	12.1%	13,260	11.6%	10.0%	13,510	11.0%	9.7%	41,910	12.1%	10.6%	18,650	13.8%	11.9%	60,560	12.6%	10.9%
Consumer Products	8,700	8.0%	7.0%	12,370	10.8%	9.4%	12,490	10.2%	8.9%	33,560	9.7%	8.5%	12,760	9.4%	8.1%	46,320	9.6%	8.4%
Automotive	15,030	13.8%	12.0%	18,690	16.3%	14.2%	22,690	18.5%	16.3%	56,410	16.3%	14.2%	23,900	17.6%	15.2%	80,310	16.7%	14.5%
Industrial Equipment	39,170	36.1%	31.3%	39,440	34.4%	29.9%	44,370	36.3%	31.8%	122,980	35.6%	31.0%	50,240	37.1%	32.0%	173,220	36.0%	31.3%
Network Business	16,600	-	13.3%	17,280	-	13.1%	17,260	-	12.4%	51,140	-	12.9%	21,700	-	13.8%	72,840	-	13.1%
Total	125,150	-	100.0%	132,010	-	100.0%	139,580	-	100.0%	396,740	-	100.0%	157,220	-	100.0%	553,960	-	100.0%