

# Presentation of Consolidated Results For the Full Year Ending March 31, 2023

**MACNICA**

May 8th, 2023

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.Results for the Full Year 2022

### 1-(1) 2023/3 Consolidated Financial Results

(Units: Millions of Yen, %)

	2022/3				2023/3							2023/3	
	1st Half		Full Year		1st Half			Full Year				1/30	Ratio
		Ratio		Ratio		Ratio	Change	Ratio	Change	vs. 1/30 Projection	1/30 Projection	Ratio	
Net Sales	362,343	100.0%	761,823	100.0%	492,562	100.0%	35.9%	1,029,263	100.0%	35.1%	2.9%	1,000,000	100.0%
Gross Profit	41,274	11.4%	90,718	11.9%	57,556	11.7%	39.4%	125,903	12.2%	38.8%	4.9%	120,000	12.0%
SG&A expenses	25,837	7.1%	54,010	7.1%	30,754	6.2%	19.0%	64,256	6.2%	19.0%	2.0%	63,000	6.3%
Operating Income	15,437	4.3%	36,707	4.8%	26,801	5.4%	73.6%	61,646	6.0%	67.9%	8.2%	57,000	5.7%
Ordinary Income	15,343	4.2%	35,487	4.7%	23,707	4.8%	54.5%	56,832	5.5%	60.1%	11.4%	51,000	5.1%
Net income attributable to owners of parent	11,988	3.3%	25,798	3.4%	16,821	3.4%	40.3%	41,030	4.0%	59.0%	14.0%	36,000	3.6%
Total Assets	300,698	-	362,584	-	465,924	-	-	517,620	-	42.8%	-	-	-
Net assets	161,168	-	179,764	-	203,918	-	-	207,762	-	15.6%	-	-	-
EPS	192.89yen	-	414.89yen	-	270.14yen	-	-	664.89yen	-	-	-	580.13yen	-
DPS	40.00yen	-	100.00yen	-	65.00yen	-	-	140.00yen	-	-	-	130.00yen	-

Notes: 1. Total assets and Net assets are compared with that of the year before.

2. Equity per share (EPS) is calculated in accordance with the average number of shares outstanding .

### 2023/3 Quarterly Breakdown

(Units: Millions of Yen, %)

	1Q			2Q			3Q			4Q		
		Ratio	Change		Ratio	Change		Ratio	Change		Ratio	Change
Net Sales	241,320	100.0%	35.5%	251,242	100.0%	36.3%	275,442	100.0%	41.4%	261,258	100.0%	27.6%
Gross Profit	27,359	11.3%	35.1%	30,197	12.0%	43.7%	34,462	12.5%	44.7%	33,884	13.0%	32.2%
SG&A expenses	15,093	6.3%	16.5%	15,661	6.2%	21.5%	15,968	5.8%	15.0%	17,532	6.7%	22.7%
Operating Income	12,265	5.1%	67.9%	14,536	5.8%	78.8%	18,493	6.7%	86.1%	16,351	6.3%	44.3%
Ordinary Income	11,280	4.7%	50.1%	12,427	4.9%	58.7%	17,122	6.2%	85.8%	16,002	6.1%	46.4%
Net income attributable to owners of parent	7,857	3.3%	25.6%	8,964	3.6%	56.4%	12,468	4.5%	113.7%	11,740	4.5%	47.2%

### 2022/3 Quarterly Breakdown

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q	
		Ratio		Ratio		Ratio		Ratio
Net Sales	178,064	100.0%	184,279	100.0%	194,801	100.0%	204,679	100.0%
Gross Profit	20,258	11.4%	21,016	11.4%	23,820	12.2%	25,624	12.5%
SG&A expenses	12,951	7.3%	12,886	7.0%	13,881	7.1%	14,292	7.0%
Operating Income	7,306	4.1%	8,131	4.4%	9,938	5.1%	11,332	5.5%
Ordinary Income	7,514	4.2%	7,829	4.2%	9,217	4.7%	10,927	5.3%
Net income attributable to owners of parent	6,255	3.5%	5,733	3.1%	5,834	3.0%	7,976	3.9%

**1. Consolidated Statements Income for FY2022**

(Units: Millions of Yen, %)

	Fiscal Year 2022																	
	1Q			2Q			Mid-term			3Q			4Q			Full-term		
	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change
Net sales	241,320	100.0%	35.5%	251,242	100.0%	36.3%	492,562	100.0%	35.9%	275,442	100.0%	41.4%	261,258	100.0%	27.6%	1,029,263	100.0%	35.1%
IC, electronic devices and others	219,303	90.9%	37.5%	227,002	90.4%	37.3%	446,305	90.6%	37.4%	251,017	91.1%	44.8%	231,697	88.7%	28.4%	929,020	90.3%	36.9%
Network Business	22,017	9.1%	18.4%	24,239	9.6%	27.7%	46,256	9.4%	23.1%	24,424	8.9%	13.9%	29,561	11.3%	22.2%	100,242	9.7%	20.5%
Cost of sales	213,961	88.7%	35.6%	221,045	88.0%	35.4%	435,006	88.3%	35.5%	240,980	87.5%	40.9%	227,373	87.0%	27.0%	903,359	87.8%	34.6%
Gross profit	27,359	11.3%	35.1%	30,197	12.0%	43.7%	57,556	11.7%	39.4%	34,462	12.5%	44.7%	33,884	13.0%	32.2%	125,903	12.2%	38.8%
SG&A Expenses	15,093	6.3%	16.5%	15,661	6.2%	21.5%	30,754	6.2%	19.0%	15,968	5.8%	15.0%	17,532	6.7%	22.7%	64,256	6.2%	19.0%
Selling expenses	349	0.1%	4.2%	381	0.2%	-1.6%	730	0.1%	1.1%	400	0.1%	20.5%	420	0.2%	5.8%	1,552	0.2%	7.0%
Personnel expenses	9,921	4.1%	18.1%	10,456	4.2%	22.8%	20,377	4.1%	20.5%	10,306	3.7%	8.5%	11,274	4.3%	22.7%	41,958	4.1%	17.9%
Depreciation	653	0.3%	0.8%	764	0.3%	35.0%	1,417	0.3%	16.7%	760	0.3%	51.1%	834	0.3%	22.6%	3,012	0.3%	25.7%
Development expenses	66	0.0%	-25.0%	88	0.0%	7.3%	154	0.0%	-9.4%	87	0.0%	16.0%	84	0.0%	-4.5%	326	0.0%	-2.1%
Other	4,100	1.7%	17.8%	3,975	1.6%	19.3%	8,075	1.6%	18.5%	4,414	1.6%	27.0%	4,917	1.9%	24.7%	17,407	1.7%	22.3%
Operating income	12,265	5.1%	67.9%	14,536	5.8%	78.8%	26,801	5.4%	73.6%	18,493	6.7%	86.1%	16,351	6.3%	44.3%	61,646	6.0%	67.9%
Non-operating income	217	0.1%	-49.4%	251	0.1%	-	468	0.1%	34.9%	227	0.1%	-14.3%	424	0.2%	82.8%	1,119	0.1%	32.6%
Non-operating expenses	1,203	0.5%	444.3%	2,359	0.9%	977.2%	3,562	0.7%	709.5%	1,598	0.6%	62.1%	773	0.3%	21.2%	5,933	0.6%	187.5%
Ordinary income	11,280	4.7%	50.1%	12,427	4.9%	58.7%	23,707	4.8%	54.5%	17,122	6.2%	85.8%	16,002	6.1%	46.4%	56,832	5.5%	60.1%
Extraordinary income	577	0.2%	-56.8%	794	0.3%	34.3%	1,371	0.3%	-28.9%	798	0.3%	-	0	0.0%	-	2,170	0.2%	12.6%
Extraordinary losses	139	0.1%	1290.0%	18	0.0%	100.0%	157	0.0%	726.3%	664	0.2%	119.9%	32	0.0%	146.2%	853	0.1%	155.4%
Income before income taxes	11,718	4.9%	32.5%	13,204	5.3%	57.0%	24,922	5.1%	44.5%	17,256	6.3%	93.6%	15,970	6.1%	46.3%	58,149	5.6%	56.8%
Corporate tax etc.	3,350	1.4%	47.3%	3,504	1.4%	51.2%	6,854	1.4%	49.3%	4,458	1.6%	78.5%	4,027	1.5%	63.1%	15,339	1.5%	60.5%
Net income	8,367	3.5%	27.4%	9,701	3.9%	59.2%	18,068	3.7%	42.7%	12,798	4.6%	99.4%	11,943	4.6%	41.4%	42,809	4.2%	55.5%
Net income attributable to non-controlling interests	510	0.2%	64.0%	736	0.3%	103.9%	1,246	0.3%	85.4%	329	0.1%	-43.6%	202	0.1%	-57.0%	1,779	0.2%	3.1%
Net income attributable to owners of parent	7,857	3.3%	26%	8,964	3.6%	56.4%	16,821	3.4%	40.3%	12,468	4.5%	113.7%	11,740	4.5%	47.2%	41,030	4.0%	59.0%

**FY2021 Quarterly Breakdown**

(Units: Millions of Yen, %)

	Fiscal Year 2021											
	1Q		2Q		Mid-term		3Q		4Q		Full-term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Net sales	178,064	100.0%	184,279	100.0%	362,343	100.0%	194,801	100.0%	204,679	100.0%	761,823	100.0%
IC, electronic devices and others	159,465	89.6%	165,303	89.7%	324,768	89.6%	173,351	89.0%	180,483	88.2%	678,602	89.1%
Network Business	18,598	10.4%	18,977	10.3%	37,575	10.4%	21,449	11.0%	24,196	11.8%	83,220	10.9%
Cost of sales	157,806	88.6%	163,263	88.6%	321,069	88.6%	170,980	87.8%	179,055	87.5%	671,104	88.1%
Gross profit	20,258	11.4%	21,016	11.4%	41,274	11.4%	23,820	12.2%	25,624	12.5%	90,718	11.9%
SG&A Expenses	12,951	7.3%	12,886	7.0%	25,837	7.1%	13,881	7.1%	14,292	7.0%	54,010	7.1%
Selling expenses	335	0.2%	387	0.2%	722	0.2%	332	0.2%	397	0.2%	1,451	0.2%
Personnel expenses	8,398	4.7%	8,517	4.6%	16,915	4.7%	9,495	4.9%	9,186	4.5%	35,596	4.7%
Depreciation	648	0.4%	566	0.3%	1,214	0.3%	503	0.3%	680	0.3%	2,397	0.3%
Development expenses	88	0.0%	82	0.0%	170	0.0%	75	0.0%	88	0.0%	333	0.0%
Other	3,481	2.0%	3,333	1.8%	6,814	1.9%	3,475	1.8%	3,942	1.9%	14,231	1.9%
Operating income	7,306	4.1%	8,131	4.4%	15,437	4.3%	9,938	5.1%	11,332	5.5%	36,707	4.8%
Non-operating income	429	0.2%	-82	0.0%	347	0.1%	265	0.1%	232	0.1%	844	0.1%
Non-operating expenses	221	0.1%	219	0.1%	440	0.1%	986	0.5%	638	0.3%	2,064	0.3%
Ordinary income	7,514	4.2%	7,829	4.2%	15,343	4.2%	9,217	4.7%	10,927	5.3%	35,487	4.7%
Extraordinary income	1,337	0.8%	591	0.3%	1,928	0.5%	0	0.0%	0	0.0%	1,928	0.3%
Extraordinary losses	10	0.0%	9	0.0%	19	0.0%	302	0.2%	13	0.0%	334	0.0%
Income before income taxes	8,842	5.0%	8,410	4.6%	17,252	4.8%	8,915	4.6%	10,914	5.3%	37,081	4.9%
Corporate tax etc.	2,274	1.3%	2,317	1.3%	4,591	1.3%	2,497	1.3%	2,469	1.2%	9,557	1.3%
Net income	6,567	3.7%	6,093	3.3%	12,660	3.5%	6,418	3.3%	8,445	4.1%	27,523	3.6%
Net income attributable to non-controlling interests	311	0.2%	361	0.2%	672	0.2%	583	0.3%	470	0.2%	1,725	0.2%
Net income attributable to owners of parent	6,255	3.5%	5,733	3.1%	11,988	3.3%	5,834	3.0%	7,976	3.9%	25,798	3.4%

**1-(3) 2023/3 Consolidated Balance sheet**

(Units: Millions of Yen)

	March 2022		March 2023		Change
	Amount	Ratio	Amount	Ratio	Amount
Total Assets	362,584	100.0%	517,620	100.0%	155,036
Total Current assets	335,032	92.4%	491,080	94.9%	156,048
Cash and deposits	25,174	6.9%	37,571	7.3%	12,397
Trade notes and accounts receivable	155,416	42.9%	203,640	39.3%	48,224
Products	138,764	38.3%	218,905	42.3%	80,141
Other current assets	16,199	4.5%	31,541	6.1%	15,342
Allowance for doubtful accounts	-522	-0.1%	-578	-0.1%	-56
Total Fixed assets	27,551	7.6%	26,540	5.1%	-1,011
Tangible fixed assets	7,951	2.2%	8,027	1.6%	76
Intangible fixed assets	9,145	2.5%	7,983	1.5%	-1,162
Investments and other assets	10,454	2.9%	10,529	2.0%	75
Total Liabilities	182,819	50.4%	309,858	59.9%	127,039
Total Current liabilities	161,249	44.5%	298,764	57.7%	137,515
Notes and accounts payable	57,692	15.9%	186,838	36.1%	129,146
Short-term loans payable	44,119	12.2%	46,039	8.9%	1,920
Accrued bonuses	7,202	2.0%	7,481	1.4%	279
Other current liabilities	52,235	14.4%	58,404	11.3%	6,169
Total Long-term liabilities	21,570	5.9%	11,094	2.1%	-10,476
Long-term debt	13,835	3.8%	8,000	1.5%	-5,835
Liability for retirement benefits	5,521	1.5%	1,410	0.3%	-4,111
Other long-term liabilities	2,213	0.6%	1,684	0.3%	-529
Total Net assets	179,764	49.6%	207,762	40.1%	27,998
Total Shareholders Equity	158,258	43.6%	183,091	35.4%	24,833
Paid-in capital	14,040	3.9%	14,040	2.7%	0
Additional paid-in capital	45,996	12.7%	37,066	7.2%	-8,930
Retained Earnings	99,611	27.5%	132,857	25.7%	33,246
Treasury Stock	-1,389	-0.4%	-872	-0.2%	517
Other comprehensive income	11,873	3.3%	16,701	3.2%	4,828
Unrealized holding gains on other	987	0.3%	333	0.1%	-654
Gain on deferred hedge	-503	-0.1%	38	0.0%	541
Foreign currency translation adjustments	11,388	3.1%	16,329	3.2%	4,941
Non-controlling interests	9,632	2.7%	7,969	1.5%	-1,663

**1-(4) 2023/3 Consolidated Statements of Cash Flows**

(Units: Millions of Yen)

	FY2021	FY2022	Y/Y Change amount
<b>1. Cash Flows from Operating Activities</b>	<b>-15,534</b>	<b>38,896</b>	<b>54,430</b>
Income before income taxes	37,081	58,149	21,068
Depreciation and amortization	2,804	3,468	664
Interest and dividend income	-221	-415	-194
Interest expense	333	1,900	1,567
Equity in net loss of af iliates	808	249	-559
Loss (gain) on translation	-80	-589	-509
Proceeds from sale of investment securities	-8	-1,574	-1,566
Gain on exchange of investment securities	-	-503	-503
Loss on valuation of investment securities	295	800	505
Gain on step acquisition	-1,918	-	1,918
Change in notes and accounts receivable	-23,164	-41,051	-17,887
Change in inventories	-42,773	-75,876	-33,103
Changes in trade - payable	11,637	126,753	115,116
Other	4,998	-18,391	-23,389
Sub-total	-10,207	52,916	63,123
Interest and dividends received	216	405	189
Interest paid	-329	-1,886	-1,557
Corporate tax payment (refund)	-5,213	-12,539	-7,326
<b>2. Cash Flows from Investing Activities</b>	<b>-1,653</b>	<b>-869</b>	<b>784</b>
Payments into time deposits	-12	-	12
Disbursement of loans	-322	-715	-393
Proceeds from collection of loans	474	664	190
Purchases of property and equipment	-936	-996	-60
Proceeds from sales of property and equipment	3	1	-2
Purchases of intangible assets	-2,620	-1,152	1,468
Proceeds from sales of intangible assets	-	0	0
Purchases of investment securities	-65	-1,242	-1,177
Proceeds from sales of investment securities	27	2,480	2,453
Proceeds from purchases of shares in an af iliate resulting in change in scope of consolidation	1,793	-	-1,793
Other	4	90	86
<b>3. Cash Flows from Financing Activities</b>	<b>14,368</b>	<b>-27,100</b>	<b>-41,468</b>
Change in short-term loans	19,228	-4,736	-23,964
Proceeds from long-term debt	5,000	-	-5,000
Repayment of long-term debt	-4,000	-2,171	1,829
Proceeds from issuance of common shares	57	29	-28
Purchase of treasury shares	-0	-6,001	-6,001
Cash dividends paid	-4,043	-7,782	-3,739
Dividends paid to non-controlling interests	-520	-952	-432
Proceeds from purchases of shares of the af iliate resulting in change in scope of consolidatio	-850	-4,798	-3,948
Other	-502	-687	-185
<b>4. Translation adjustments on cash and cash equivalents</b>	<b>2,353</b>	<b>1,467</b>	<b>-886</b>
<b>5. Net increase (decrease) in cash and cash equivalents</b>	<b>-465</b>	<b>12,393</b>	<b>12,858</b>
<b>6. Cash and cash equivalents at beginning of the year</b>	<b>25,438</b>	<b>25,099</b>	<b>-339</b>
<b>7. Increase (decrease) in cash and cash equivalent resulting in change in scope of consolidation</b>	<b>114</b>	<b>-</b>	<b>-114</b>
<b>8. Increase (decrease) in cash and cash equivalents from mergers of consolidated/non-consolidated subsidiaries</b>	<b>11</b>	<b>-</b>	<b>-11</b>
<b>9. Cash and cash equivalents at year end</b>	<b>25,099</b>	<b>37,492</b>	<b>12,393</b>

**1-(5) Summary of Sales and Gross Profit by Product (Consolidated)**

• 2023/3

(Units: Millions of Yen, %)

	1Q				2Q				3Q				4Q				Full Year		
	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	vs. latest results	Amount	Ratio	Y/Y Change
Net Sales	241,320	100.0%	35.5%	17.9%	251,242	100.0%	36.3%	4.1%	275,442	100.0%	41.4%	9.6%	261,258	100.0%	27.6%	-5.1%	1,029,263	100.0%	35.1%
Semiconductors	201,720	83.6%	38.5%	21.2%	206,122	82.0%	33.8%	2.2%	229,230	83.2%	43.3%	11.2%	213,627	81.8%	28.4%	-6.8%	850,700	82.7%	35.9%
Electronic devices	13,559	5.6%	30.6%	26.9%	16,327	6.5%	94.0%	20.4%	15,708	5.7%	66.6%	-3.8%	12,870	4.9%	20.4%	-18.1%	58,465	5.7%	50.2%
Other	4,023	1.7%	18.7%	18.3%	4,554	1.8%	59.4%	13.2%	6,077	2.2%	55.1%	33.4%	5,199	2.0%	52.9%	-14.4%	19,854	1.9%	46.4%
Network-related products	22,017	9.1%	18.4%	-9.0%	24,239	9.6%	27.7%	10.1%	24,424	8.9%	13.9%	0.8%	29,561	11.3%	22.2%	21.0%	100,242	9.7%	20.5%

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full Year	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
Gross Profit	27,359	11.3%	30,197	12.0%	34,462	12.5%	33,884	13.0%	125,903	12.2%
Semiconductors	19,924	9.9%	22,506	10.9%	26,226	11.4%	25,537	12.0%	94,194	11.1%
Electronic devices	1,692	12.5%	1,994	12.2%	1,863	11.9%	1,595	12.4%	7,145	12.2%
Other	695	17.3%	624	13.7%	917	15.1%	1,029	19.8%	3,265	16.4%
Network-related products	5,046	22.9%	5,073	20.9%	5,454	22.3%	5,723	19.4%	21,297	21.2%

• 2022/3

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full Year	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Net Sales	178,064	100.0%	184,279	100.0%	194,801	100.0%	204,679	100.0%	761,823	100.0%
Semiconductors	145,693	81.8%	154,033	83.6%	160,002	82.1%	166,394	81.3%	626,122	82.2%
Electronic devices	10,382	5.8%	8,414	4.6%	9,430	4.8%	10,686	5.2%	38,913	5.1%
Other	3,389	1.9%	2,857	1.6%	3,918	2.0%	3,401	1.7%	13,566	1.8%
Network-related products	18,598	10.4%	18,977	10.3%	21,449	11.0%	24,196	11.8%	83,220	10.9%

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full Year	
	Amount	GP rate	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%	25,623	12.5%	90,718	11.9%
Semiconductors	13,676	9.4%	14,544	9.4%	16,307	10.2%	17,861	10.7%	62,389	10.0%
Electronic devices	1,417	13.6%	1,057	12.6%	1,133	12.0%	1,222	11.4%	4,830	12.4%
Other	451	13.3%	493	17.3%	661	16.9%	673	19.8%	2,278	16.8%
Network-related products	4,712	25.3%	4,922	25.9%	5,718	26.7%	5,867	24.2%	21,219	25.5%

**1-(6) Sales by Product on Quarterly Basis (Consolidated)**

• 2023/3

(Units: Millions of Yen, %)

	1Q				2Q				3Q				4Q				Full Year		
	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	vs. latest results	Amount	Ratio	Y/Y Change
Semiconductors	201,720	83.6%	38.5%	21.2%	206,122	82.0%	33.8%	2.2%	229,230	83.2%	43.3%	11.2%	213,627	81.8%	28.4%	-6.8%	850,700	82.7%	35.9%
PLD	22,738	9.4%	31.3%	21.7%	22,264	8.9%	29.1%	-2.1%	30,035	10.9%	55.8%	34.9%	31,313	12.0%	67.7%	4.3%	106,351	10.3%	46.6%
ASIC	6,130	2.5%	118.3%	63.2%	5,743	2.3%	17.0%	-6.3%	5,361	1.9%	29.4%	-6.7%	5,672	2.2%	51.1%	5.8%	22,907	2.2%	46.7%
ASSP	30,703	12.7%	35.6%	32.8%	32,943	13.1%	45.7%	7.3%	35,787	13.0%	72.8%	8.6%	32,768	12.5%	41.8%	-8.4%	132,201	12.8%	48.4%
Analog IC	60,248	25.0%	37.8%	28.5%	68,191	27.1%	56.8%	13.2%	74,152	26.9%	60.0%	8.7%	73,859	28.3%	57.5%	-0.4%	276,451	26.9%	53.2%
Memories	35,015	14.5%	39.5%	10.9%	25,000	10.0%	-17.3%	-28.6%	26,776	9.7%	-11.7%	7.1%	14,845	5.7%	-53.0%	-44.6%	101,638	9.9%	-13.3%
Other	46,883	19.4%	37.5%	10.6%	51,982	20.7%	46.1%	10.9%	57,117	20.7%	45.8%	9.9%	55,167	21.1%	30.2%	-3.4%	211,149	20.5%	39.6%
Electronic Devices	13,559	5.6%	30.6%	26.9%	16,327	6.5%	94.0%	20.4%	15,708	5.7%	66.6%	-3.8%	12,870	4.9%	20.4%	-18.1%	58,465	5.7%	50.2%
Other	4,023	1.7%	18.7%	18.3%	4,554	1.8%	59.4%	13.2%	6,077	2.2%	55.1%	33.4%	5,199	2.0%	52.9%	-14.4%	19,854	1.9%	46.4%
Network-related Products	22,017	9.1%	18.4%	-9.0%	24,239	9.6%	27.7%	10.1%	24,424	8.9%	13.9%	0.8%	29,561	11.3%	22.2%	21.0%	100,242	9.7%	20.5%
Hardware	4,847	2.0%	13.1%	5.7%	4,025	1.6%	-9.3%	-17.0%	3,949	1.4%	-13.4%	-1.9%	3,940	1.5%	-14.1%	-0.2%	16,763	1.6%	-6.2%
Software	12,955	5.4%	56.1%	-0.7%	15,745	6.3%	76.0%	21.5%	16,059	5.8%	50.8%	2.0%	20,944	8.0%	60.5%	30.4%	65,704	6.4%	60.5%
Services	4,214	1.7%	-29.9%	-35.7%	4,469	1.8%	-20.1%	6.1%	4,415	1.6%	-29.2%	-1.2%	4,676	1.8%	-28.7%	5.9%	17,775	1.7%	-27.2%
<b>Total</b>	<b>241,320</b>	<b>100.0%</b>	<b>35.5%</b>	<b>17.9%</b>	<b>251,242</b>	<b>100.0%</b>	<b>36.3%</b>	<b>4.1%</b>	<b>275,442</b>	<b>100.0%</b>	<b>41.4%</b>	<b>9.6%</b>	<b>261,258</b>	<b>100.0%</b>	<b>27.6%</b>	<b>-5.1%</b>	<b>1,029,263</b>	<b>100.0%</b>	<b>35.1%</b>

• 2022/3

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full Year	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Semiconductors	145,693	81.8%	154,033	83.6%	160,002	82.1%	166,394	81.3%	626,122	82.2%
PLD	17,318	9.7%	17,244	9.4%	19,280	9.9%	18,677	9.1%	72,521	9.5%
ASIC	2,808	1.6%	4,908	2.7%	4,142	2.1%	3,755	1.8%	15,614	2.0%
ASSP	22,642	12.7%	22,605	12.3%	20,714	10.6%	23,113	11.3%	89,075	11.7%
Analog IC	43,710	24.5%	43,478	23.6%	46,355	23.8%	46,896	22.9%	180,440	23.7%
Memories	25,106	14.1%	30,214	16.4%	30,323	15.6%	31,562	15.4%	117,206	15.4%
Other	34,106	19.2%	35,584	19.3%	39,186	20.1%	42,387	20.7%	151,265	19.9%
Electronic Devices	10,382	5.8%	8,414	4.6%	9,430	4.8%	10,686	5.2%	38,913	5.1%
Other	3,389	1.9%	2,857	1.6%	3,918	2.0%	3,401	1.7%	13,566	1.8%
Network-related Products	18,598	10.4%	18,977	10.3%	21,449	11.0%	24,195	11.8%	83,220	10.9%
Hardware	4,285	2.4%	4,438	2.4%	4,560	2.3%	4,585	2.2%	17,869	2.3%
Software	8,299	4.7%	8,944	4.9%	10,649	5.5%	13,052	6.4%	40,945	5.4%
Services	6,013	3.4%	5,595	3.0%	6,239	3.2%	6,558	3.2%	24,406	3.2%
<b>Total</b>	<b>178,064</b>	<b>100.0%</b>	<b>184,279</b>	<b>100.0%</b>	<b>194,801</b>	<b>100.0%</b>	<b>204,677</b>	<b>100.0%</b>	<b>761,823</b>	<b>100.0%</b>

1-(7) Net Sales by Segment on Quarterly Basis (Consolidated)

• 2023/3

(Units: Millions of Yen, %)

Segment	1Q					2Q					3Q					4Q					Full Year			
	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	vs. latest results	Amount	Ratio1	Ratio2	Y/Y Change
Semiconductors and Electronic	219,300	100.0%	90.9%	37.5%	21.5%	227,000	100.0%	90.4%	37.3%	3.5%	251,020	100.0%	91.1%	44.8%	10.6%	231,700	100.0%	88.7%	28.4%	-7.7%	929,020	100.0%	90.3%	36.9%
Communication	45,770	20.9%	19.0%	58.4%	46.0%	32,010	14.1%	12.7%	-2.9%	-30.1%	39,420	15.7%	14.3%	22.2%	23.1%	28,940	12.5%	11.1%	-7.7%	-26.6%	146,140	15.7%	14.2%	16.5%
Communication Terminals	6,700	3.1%	2.8%	27.9%	27.9%	6,800	3.0%	2.7%	26.2%	1.5%	6,980	2.8%	2.5%	15.9%	2.6%	6,490	2.8%	2.5%	23.9%	-7.0%	26,970	2.9%	2.6%	23.2%
Communications Infrastructure	39,070	17.8%	16.2%	65.2%	49.6%	25,210	11.1%	10.0%	-8.5%	-35.5%	32,440	12.9%	11.8%	23.6%	28.7%	22,450	9.7%	8.6%	-14.0%	-30.8%	119,170	12.8%	11.6%	15.1%
OA, Peripherals	9,460	4.3%	3.9%	31.8%	17.1%	10,000	4.4%	4.0%	34.4%	5.7%	10,830	4.3%	3.9%	33.9%	8.3%	9,620	4.2%	3.7%	19.1%	-11.2%	39,910	4.3%	3.9%	29.6%
Computers	19,860	9.1%	8.2%	5.4%	-13.1%	22,490	9.9%	9.0%	24.3%	13.2%	20,160	8.0%	7.3%	-3.4%	-10.4%	15,160	6.5%	5.8%	-33.7%	-24.8%	77,670	8.4%	7.5%	-3.7%
Consumer Products	15,900	7.3%	6.6%	5.6%	19.4%	18,730	8.3%	7.5%	27.2%	17.8%	19,030	7.6%	6.9%	41.0%	1.6%	17,550	7.6%	6.7%	31.8%	-7.8%	71,210	7.7%	6.9%	25.8%
Automotive	35,040	16.0%	14.5%	48.6%	26.5%	41,680	18.4%	16.6%	74.6%	18.9%	47,500	18.9%	17.2%	87.9%	14.0%	42,620	18.4%	16.3%	53.8%	-10.3%	166,840	18.0%	16.2%	66.1%
Industrial Equipment	93,270	42.5%	38.6%	41.5%	20.9%	102,090	45.0%	40.6%	49.6%	9.5%	114,080	45.4%	41.4%	55.5%	11.7%	117,810	50.8%	45.1%	52.7%	3.3%	427,250	46.0%	41.5%	50.1%
Network Business	22,020	-	9.1%	18.4%	-9.0%	24,240	-	9.6%	27.7%	10.1%	24,420	-	8.9%	13.8%	0.7%	29,560	-	11.3%	22.2%	21.0%	100,240	-	9.7%	20.5%
Total	241,320	-	100.0%	35.5%	17.9%	251,240	-	100.0%	36.3%	4.1%	275,440	-	100.0%	41.4%	9.6%	261,260	-	100.0%	27.6%	-5.1%	1,029,260	-	100.0%	35.1%

• 2022/3

(Units: Millions of Yen, %)

Segment	1Q			2Q			3Q			4Q			Full Year		
	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2
Semiconductors and Electronic Devices	159,460	100.0%	89.6%	165,300	100.0%	89.7%	173,360	100.0%	89.0%	180,480	100.0%	88.2%	678,600	100.0%	89.1%
Communication	28,890	18.1%	16.2%	32,950	19.9%	17.9%	32,260	18.6%	16.6%	31,350	17.4%	15.3%	125,450	18.5%	16.5%
Communication Terminals	5,240	3.3%	2.9%	5,390	3.3%	2.9%	6,020	3.5%	3.1%	5,240	2.9%	2.6%	21,890	3.2%	2.9%
Communications Infrastructure	23,650	14.8%	13.3%	27,560	16.7%	15.0%	26,240	15.1%	13.5%	26,110	14.5%	12.8%	103,560	15.3%	13.6%
OA, Peripherals	7,180	4.5%	4.0%	7,440	4.5%	4.0%	8,090	4.7%	4.2%	8,080	4.5%	3.9%	30,790	4.5%	4.0%
Computers	18,840	11.8%	10.6%	18,090	10.9%	9.8%	20,860	12.0%	10.7%	22,860	12.7%	11.2%	80,650	11.9%	10.6%
Consumer Products	15,060	9.4%	8.5%	14,720	8.9%	8.0%	13,500	7.8%	6.9%	13,320	7.4%	6.5%	56,600	8.3%	7.4%
Automotive	23,580	14.8%	13.2%	23,870	14.4%	13.0%	25,280	14.6%	13.0%	27,710	15.4%	13.5%	100,440	14.8%	13.2%
Industrial Equipment	65,910	41.3%	37.0%	68,230	41.3%	37.0%	73,370	42.3%	37.7%	77,160	42.8%	37.7%	284,670	41.9%	37.4%
Network Business	18,600	-	10.4%	18,980	-	10.3%	21,450	-	11.0%	24,190	-	11.8%	83,220	-	10.9%
Total	178,060	-	100.0%	184,280	-	100.0%	194,810	-	100.0%	204,670	-	100.0%	761,820	-	100.0%



## 2. Projections for Fiscal Year 2023

### 2-(1) 2024/3 Consolidated Projections

(Units: Millions of Yen, %)

	2023/3			2024/3 (Projection)					
		2023/3		1st Half			Full Year		
		Ratio	Change	Ratio	Change	Ratio	Change		
Net Sales	1,029,263	100.0%	35.1%	528,000	100.0%	7.2%	1,100,000	100.0%	6.9%
Gross Profit	125,903	12.2%	38.8%	63,400	12.0%	10.2%	130,000	11.8%	3.3%
SG&A Expense	64,256	6.2%	19.0%	33,000	6.3%	7.3%	68,000	6.2%	5.8%
Operating Income	61,646	6.0%	67.9%	30,400	5.8%	13.4%	62,000	5.6%	0.6%
Ordinary Income	56,832	5.5%	60.1%	29,200	5.5%	23.2%	59,500	5.4%	4.7%
Net income attributable to owners of parent	41,030	4.0%	59.0%	20,400	3.9%	21.3%	41,200	3.7%	0.4%
Total Assets	517,620	-	42.8%	-	-	-	554,400	-	7.1%
Net Assets	207,762	-	15.6%	-	-	-	239,900	-	15.5%
Depreciation	3,012	-	-	-	-	-	3,200	-	6.2%
Capital Expenditure	2,832	-	-	-	-	-	4,000	-	41.2%
EPS	664.89yen	-	-	336.87yen	-	-	680.35yen	-	-
DPS	140.00yen	-	-	75.00yen	-	-	150.00yen	-	-

Notes: 1. Total assets and net assets are compared with that of the year before.

2. Equity per Share (EPS) is calculated in accordance with the average number of shares outstanding during the year.

**2-(2) 2024/3 Projection of Consolidated Statements of Income**

(Units: Millions of Yen)

	2023/3			2024/3 (Projection)		
	Amount	Ratio	Change	Amount	Ratio	Change
Net sales	1,029,263	100.0%	35.1%	1,100,000	100.0%	6.9%
IC, electronic devices and others	929,020	90.3%	36.9%	987,200	89.7%	6.3%
Network Business	100,242	9.7%	20.5%	112,800	10.3%	12.5%
Cost of sales	903,359	87.8%	34.6%	970,000	88.2%	7.4%
Gross profit	125,903	12.2%	38.8%	130,000	11.8%	3.3%
SG&A Expenses	64,256	6.2%	19.0%	68,000	6.2%	5.8%
Selling expenses	1,552	0.2%	7.0%	1,800	0.2%	16.0%
Personnel expenses	41,958	4.1%	17.9%	45,150	4.1%	7.6%
Depreciation	3,012	0.3%	25.7%	3,200	0.3%	6.2%
Development expenses	326	0.0%	-2.1%	350	0.0%	7.4%
Other	17,407	1.7%	22.3%	17,500	1.6%	0.5%
Operating income	61,646	6.0%	67.9%	62,000	5.6%	0.6%
Non-operating income	1,119	0.1%	32.6%	1,000	0.1%	-10.6%
Non-operating expenses	5,933	0.6%	187.5%	3,500	0.3%	-41.0%
Ordinary income	56,832	5.5%	60.1%	59,500	5.4%	4.7%
Extraordinary income	2,170	0.2%	12.6%	-	-	-
Extraordinary losses	853	0.1%	155.4%	500	0.0%	-41.4%
Income before income taxes	58,149	5.6%	56.8%	59,000	5.4%	1.5%
Corporate tax etc.	15,339	1.5%	60.5%	15,800	1.4%	3.0%
Net income	42,809	4.2%	55.5%	43,200	3.9%	0.9%
Net income attributable to non-controlling interests	1,779	0.2%	3.1%	2,000	0.2%	12.4%
Net income attributable to owners of parent	41,030	4.0%	59.0%	41,200	3.7%	0.4%

