

Presentation of First Half Results for the Year Ending March 31, 2023

MACNICA

October 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- (1). Consolidated Statements of Income (Quarter)

(Units: Millions of Yen, %)

	FY2021												FY2022								
	1Q		2Q		1st Half		3Q		4Q		Full-term		1Q			2Q			1st Half		
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change
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%	241,320	100.0%	35.5%	251,242	100.0%	36.3%	492,562	100.0%	35.9%
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%	219,303	90.9%	37.5%	227,002	90.4%	37.3%	446,305	90.6%	37.4%
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%	22,017	9.1%	18.4%	24,239	9.6%	27.7%	46,256	9.4%	23.1%
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%	213,961	88.7%	35.6%	221,045	88.0%	35.4%	435,006	88.3%	35.5%
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%	27,359	11.3%	35.1%	30,197	12.0%	43.7%	57,556	11.7%	39.4%
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%	15,093	6.3%	16.5%	15,661	6.2%	21.5%	30,754	6.2%	19.0%
Selling expenses	335	0.2%	387	0.2%	722	0.2%	332	0.2%	397	0.2%	1,451	0.2%	349	0.1%	4.2%	381	0.2%	-1.6%	730	0.1%	1.1%
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%	9,921	4.1%	18.1%	10,456	4.2%	22.8%	20,377	4.1%	20.5%
Depreciation	648	0.4%	566	0.3%	1,214	0.3%	503	0.3%	680	0.3%	2,397	0.3%	653	0.3%	0.8%	764	0.3%	35.0%	1,417	0.3%	16.7%
Development expenses	88	0.0%	82	0.0%	170	0.0%	75	0.0%	88	0.0%	333	0.0%	66	0.0%	-25.0%	88	0.0%	7.3%	154	0.0%	-9.4%
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%	4,100	1.7%	17.8%	3,975	1.6%	19.3%	8,075	1.6%	18.5%
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%	12,265	5.1%	67.9%	14,536	5.8%	78.8%	26,801	5.4%	73.6%
Non-operating income	429	0.2%	-82	0.0%	347	0.1%	265	0.1%	232	0.1%	844	0.1%	217	0.1%	-49.4%	251	0.1%	-406.1%	468	0.1%	34.9%
Non-operating expenses	221	0.1%	219	0.1%	440	0.1%	986	0.5%	638	0.3%	2,064	0.3%	1,203	0.5%	444.3%	2,359	0.9%	977.2%	3,562	0.7%	709.5%
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%	11,280	4.7%	50.1%	12,427	4.9%	58.7%	23,707	4.8%	54.5%
Extraordinary income	1,337	0.8%	591	0.3%	1,928	0.5%	0	0.0%	0	0.0%	1,928	0.3%	577	0.2%	-56.8%	794	0.3%	34.3%	1,371	0.3%	-28.9%
Extraordinary losses	10	0.0%	9	0.0%	19	0.0%	302	0.2%	13	0.0%	334	0.0%	139	0.1%	1290.0%	18	0.0%	100.0%	157	0.0%	726.3%
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%	11,718	4.9%	32.5%	13,204	5.3%	57.0%	24,922	5.1%	44.5%
Corporate, inhabitant and enterprise taxes	2,274	1.3%	2,317	1.3%	4,591	1.3%	2,497	1.3%	2,469	1.2%	9,557	1.3%	3,350	1.4%	47.3%	3,504	1.4%	51.2%	6,854	1.4%	49.3%
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%	8,367	3.5%	27.4%	9,701	3.9%	59.2%	18,068	3.7%	42.7%
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%	510	0.2%	64.0%	736	0.3%	103.9%	1,246	0.3%	85.4%
Net income attributable to the shareholders of the 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%	7,857	3.3%	25.6%	8,964	3.6%	56.4%	16,821	3.4%	40.3%

1- (2). Consolidated Statements of Income (Half)

(Units: Millions of Yen, %)

	FY2021						FY2022								
	1st Half		2nd Half		Full-term		1st Half			2nd Half (forecast)			Full-term (forecast)		
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Change	Amount	Ratio	Change	Amount	Ratio	Change
Net sales	362,343	100.0%	399,480	100.0%	761,823	100.0%	492,562	100.0%	35.9%	477,438	100.0%	19.5%	970,000	100.0%	27.3%
IC, electronic devices and others	324,768	89.6%	353,834	88.6%	678,602	89.1%	446,305	90.6%	37.4%	428,520	89.8%	21.1%	874,825	90.2%	28.9%
Network Business	37,575	10.4%	45,645	11.4%	83,220	10.9%	46,256	9.4%	23.1%	48,919	10.2%	7.2%	95,175	9.8%	14.4%
Cost of sales	321,069	88.6%	350,035	87.6%	671,104	88.1%	435,006	88.3%	35.5%	421,564	88.3%	20.4%	856,570	88.3%	27.6%
Gross profit	41,274	11.4%	49,444	12.4%	90,718	11.9%	57,556	11.7%	39.4%	55,874	11.7%	13.0%	113,430	11.7%	25.0%
SG&A Expenses	25,837	7.1%	28,173	7.1%	54,010	7.1%	30,754	6.2%	19.0%	31,676	6.6%	12.4%	62,430	6.4%	15.6%
Selling expenses	722	0.2%	729	0.2%	1,451	0.2%	730	0.1%	1.1%	640	0.1%	-12.2%	1,370	0.1%	-5.6%
Personnel expenses	16,915	4.7%	18,681	4.7%	35,596	4.7%	20,377	4.1%	20.5%	21,003	4.4%	12.4%	41,380	4.3%	16.2%
Depreciation	1,214	0.3%	1,183	0.3%	2,397	0.3%	1,417	0.3%	16.7%	1,653	0.3%	39.7%	3,070	0.3%	28.1%
Development expenses	170	0.0%	163	0.0%	333	0.0%	154	0.0%	-9.4%	166	0.0%	1.8%	320	0.0%	-3.9%
Other	6,814	1.9%	7,417	1.9%	14,231	1.9%	8,075	1.6%	18.5%	8,215	1.7%	10.8%	16,290	1.7%	14.5%
Operating income	15,437	4.3%	21,270	5.3%	36,707	4.8%	26,801	5.4%	73.6%	24,199	5.1%	13.8%	51,000	5.3%	38.9%
Ordinary Income	15,343	4.2%	20,144	5.0%	35,487	4.7%	23,707	4.8%	54.5%	21,293	4.5%	5.7%	45,000	4.6%	26.8%
Income before income taxes	17,252	4.8%	19,829	5.0%	37,081	4.9%	24,922	5.1%	44.5%	21,758	4.6%	9.7%	46,680	4.8%	25.9%
Corporate, inhabitant and enterprise taxes	4,591	1.3%	4,966	1.2%	9,557	1.3%	6,854	1.4%	49.3%	5,976	1.3%	20.3%	12,830	1.3%	34.2%
Net income	12,660	3.5%	14,863	3.7%	27,523	3.6%	18,068	3.7%	42.7%	15,782	3.3%	6.2%	33,850	3.5%	23.0%
Net income attributable to non-controlling interests	672	0.2%	1,053	0.3%	1,725	0.2%	1,246	0.3%	85.4%	1,104	0.2%	4.8%	2,350	0.2%	36.2%
Net income attributable to the shareholders of the parent	11,988	3.3%	13,810	3.5%	25,798	3.4%	16,821	3.4%	40.3%	14,679	3.1%	6.3%	31,500	3.2%	22.1%
EPS	192.89yen	-	-	-	414.89yen	-	270.14yen	-	-	-	-	-	505.88yen	-	-
DPS	40.00yen	-	-	-	100.00yen	-	65.00yen	-	-	-	-	-	130.00yen	-	-

2. Consolidated Balance Sheets

(Units: Millions of Yen)

	Mar. 2022		Sep. 2022		Change
	Amount	Ratio	Amount	Ratio	Amount
Total assets	362,584	100.0%	465,924	100.0%	103,340
Total current assets	335,032	92.4%	438,418	94.1%	103,386
Cash and deposits	25,174	6.9%	49,978	10.7%	24,804
Trade notes and accounts receivable	155,416	42.9%	184,099	39.5%	28,683
Inventories	138,764	38.3%	178,765	38.4%	40,001
Other current assets	16,199	4.5%	26,216	5.6%	10,017
Allowance for doubtful accounts	-522	-0.1%	-640	-0.1%	-118
Total fixed assets	27,551	7.6%	27,506	5.9%	-45
Property, equipment, at cost	7,951	2.2%	8,086	1.7%	135
Intangible fixed assets	9,145	2.5%	9,018	1.9%	-127
Investments and other assets	10,454	2.9%	10,401	2.2%	-53
Total liabilities	182,819	50.4%	262,006	56.2%	79,187
Total current liabilities	161,249	44.5%	242,539	52.1%	81,290
Notes and accounts payable	57,692	15.9%	125,953	27.0%	68,261
Short-term borrowings	44,119	12.2%	40,434	8.7%	-3,685
Accrued bonus	7,202	2.0%	6,295	1.4%	-907
Other current liabilities	52,235	14.4%	69,856	15.0%	17,621
Long-term liabilities	21,570	5.9%	19,466	4.2%	-2,104
Long-term debt	13,835	3.8%	12,000	2.6%	-1,835
Liability for retirement benefits	5,521	1.5%	5,523	1.2%	2
Other	2,213	0.6%	1,942	0.4%	-271
Net assets	179,764	49.6%	203,918	43.8%	24,154
Stockholders' Equity	158,258	43.6%	171,659	36.8%	13,401
Paid-in capital	14,040	3.9%	14,040	3.0%	0
Additional paid-in capital surplus	45,996	12.7%	46,104	9.9%	108
Consolidated retained earnings	99,611	27.5%	112,700	24.2%	13,089
Treasury stock	-1,389	-0.4%	-1,185	-0.3%	204
Other comprehensive income	11,873	3.3%	21,549	4.6%	9,676
Unrealized holding gains on other securities	987	0.3%	342	0.1%	-645
Gain on deferred hedge	-503	-0.1%	-485	-0.1%	18
Foreign currency translation adjustments	11,388	3.1%	21,692	4.7%	10,304
Non-controlling interests	9,632	2.7%	10,709	2.3%	1,077

3. Sales and Gross Profit by Product (Consolidated)

A. Sales

(Units: Millions of Yen, %)

	FY2021 1st Half		FY2022										
			1Q				2Q				1st Half		
	Amount	Ratio	Amount	Ratio	Y/Y Change	vs. latest	Amount	Ratio	Y/Y Change	vs. latest	Amount	Ratio	Y/Y Change
	362,343	100.0%	241,320	100.0%	35.5%	17.9%	251,242	100.0%	36.3%	4.1%	492,562	100.0%	35.9%
Semiconductors	299,726	82.7%	201,720	83.6%	38.5%	21.2%	206,122	82.0%	33.8%	2.2%	407,842	82.8%	36.1%
Electronic devices	18,796	5.2%	13,559	5.6%	30.6%	26.9%	16,327	6.5%	94.0%	20.4%	29,886	6.1%	59.0%
Other	6,246	1.7%	4,023	1.7%	18.7%	18.3%	4,554	1.8%	59.4%	13.2%	8,577	1.7%	37.3%
Network-related products	37,575	10.4%	22,017	9.1%	18.4%	-15.9%	24,239	9.6%	27.7%	10.1%	46,256	9.4%	23.1%

B. Gross Profit

(Units: Millions of Yen, %)

	FY2021 1st Half		FY2022					
			1Q		2Q		1st Half	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
	41,274	11.4%	27,359	11.3%	30,197	12.0%	57,556	11.7%
Semiconductors	28,220	9.4%	19,924	9.9%	22,506	10.9%	42,430	10.4%
Electronic devices	2,474	13.2%	1,692	12.5%	1,994	12.2%	3,686	12.3%
Other	944	15.1%	695	17.3%	624	13.7%	1,319	15.4%
Network-related products	9,634	25.6%	5,046	22.9%	5,073	20.9%	10,119	21.9%

FY2021 (Reference)

A. Sales

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full-term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
	178,064	100.0%	184,279	100.0%	194,801	100.0%	204,677	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%	26,195	12.8%	83,220	10.9%

B. Gross Profit

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full-term	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
	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	22.4%	21,219	25.5%

4. Sales by Product (Consolidated)

(Units: Millions of Yen, %)

	FY2021 1st Half		FY2022										
	Amount	Ratio	1Q				2Q				1st Half		
			Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change	vs. latest results	Amount	Ratio	Y/Y Change
Semiconductors	299,726	82.7%	201,720	83.6%	38.5%	21.2%	206,122	82.0%	33.8%	2.2%	407,842	82.8%	36.1%
PLD	34,562	9.5%	22,738	9.4%	31.3%	21.7%	22,264	8.9%	29.1%	-2.1%	45,002	9.1%	30.2%
ASIC	7,716	2.1%	6,130	2.5%	118.3%	63.2%	5,743	2.3%	17.0%	-6.3%	11,873	2.4%	53.9%
ASSP	45,247	12.5%	30,703	12.7%	35.6%	32.8%	32,943	13.1%	45.7%	7.3%	63,646	12.9%	40.7%
Analog IC	87,188	24.1%	60,248	25.0%	37.8%	28.5%	68,191	27.1%	56.8%	13.2%	128,439	26.1%	47.3%
Memories	55,320	15.3%	35,015	14.5%	39.5%	10.9%	25,000	10.0%	-17.3%	-28.6%	60,015	12.2%	8.5%
Other	69,690	19.2%	46,883	19.4%	37.5%	10.6%	51,982	20.7%	46.1%	10.9%	98,865	20.1%	41.9%
Electronic devices	18,796	5.2%	13,559	5.6%	30.6%	26.9%	16,327	6.5%	94.0%	20.4%	29,886	6.1%	59.0%
Other	6,246	1.7%	4,023	1.7%	18.7%	18.3%	4,554	1.8%	59.4%	13.2%	8,577	1.7%	37.3%
Network-related products	37,575	10.4%	22,017	9.1%	18.4%	-9.0%	24,239	9.6%	27.7%	10.1%	46,256	9.4%	23.1%
Hardware	8,723	2.4%	4,847	2.0%	13.1%	5.7%	4,025	1.6%	-9.3%	-17.0%	8,872	1.8%	1.7%
Software	17,243	4.8%	12,955	5.4%	56.1%	-0.7%	15,745	6.3%	76.0%	21.5%	28,700	5.8%	66.4%
Services	11,608	3.2%	4,214	1.7%	-29.9%	-35.7%	4,469	1.8%	-20.1%	6.1%	8,683	1.8%	-25.2%
Total	362,343	100.0%	241,320	100.0%	35.5%	17.9%	251,242	100.0%	36.3%	4.1%	492,562	100.0%	35.9%

FY2021 (Reference)

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full-term	
	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%
Total	178,064	100.0%	184,279	100.0%	194,801	100.0%	204,677	100.0%	761,823	100.0%

5. Net Sales by Segment (Consolidated)

(Units: Millions of Yen, %)

Segment	FY2021 1st Half			FY2022													
				1Q					2Q					1st Half			
	Amount	Ratio1	Ratio2	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	324,760	100.0%	89.6%	219,300	100.0%	90.9%	37.5%	21.5%	227,000	100.0%	90.4%	37.3%	3.5%	446,300	100.0%	90.6%	37.4%
Telecom	61,840	19.0%	17.1%	45,770	20.9%	19.0%	58.4%	46.0%	32,010	14.1%	12.7%	-2.9%	-30.1%	77,780	17.4%	15.8%	25.8%
Telecom Terminals	10,630	3.3%	2.9%	6,700	3.1%	2.8%	27.9%	27.9%	6,800	3.0%	2.7%	26.2%	1.5%	13,500	3.0%	2.7%	27.0%
Telecom Infrastructure	51,210	15.8%	14.1%	39,070	17.8%	16.2%	65.2%	49.6%	25,210	11.1%	10.0%	-8.5%	-35.5%	64,280	14.4%	13.1%	25.5%
OA, Peripherals	14,620	4.5%	4.0%	9,460	4.3%	3.9%	31.8%	17.1%	10,000	4.4%	4.0%	34.4%	5.7%	19,460	4.4%	4.0%	33.1%
Computers	36,930	11.4%	10.2%	19,860	9.1%	8.2%	5.4%	-13.1%	22,490	9.9%	9.0%	24.3%	13.2%	42,350	9.5%	8.6%	14.7%
Consumer Products	29,780	9.2%	8.2%	15,900	7.3%	6.6%	5.6%	19.4%	18,730	8.3%	7.5%	27.2%	17.8%	34,630	7.8%	7.0%	16.3%
Automobile	47,450	14.6%	13.1%	35,040	16.0%	14.5%	48.6%	26.5%	41,680	18.4%	16.6%	74.6%	18.9%	76,720	17.2%	15.6%	61.7%
Industrial Equipment	134,140	41.3%	37.0%	93,270	42.5%	38.6%	41.5%	20.9%	102,090	45.0%	40.6%	49.6%	9.5%	195,360	43.8%	39.7%	45.6%
Network Business	37,580	-	10.4%	22,020	-	9.1%	18.4%	-9.0%	24,240	-	9.6%	27.7%	10.1%	46,260	-	9.4%	23.1%
Total	362,340	-	100.0%	241,320	-	100.0%	35.5%	17.9%	251,240	-	100.0%	36.3%	4.1%	492,560	-	100.0%	35.9%

FY2021 (Reference)

(Units: Millions of Yen, %)

Segment	1Q			2Q			3Q			4Q			Full-term		
	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2	Amount	Ratio1	Ratio2
IC, electronic devices and others	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%
Telecom	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%
Telecom 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%
Telecom 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%
Automobile	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%