

Presentation of Third Quarter Results for the Year Ending March 31, 2023

MACNICA

January 30, 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. Consolidated Statements Income for FY2022 3Q

(Units: Millions of Yen, %)

	Fiscal Year 2022																	
	1Q			2Q			Mid-term			3Q			1Q-3Q			Full-term(2023/1/30Forecast)		
	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%	768,004	100.0%	37.8%	1,000,000	100.0%	31.3%
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%	697,323	90.8%	40.0%	901,440	90.1%	32.8%
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%	70,681	9.2%	19.7%	98,560	9.9%	18.4%
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%	675,986	88.0%	37.4%	880,000	88.0%	31.1%
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%	92,018	12.0%	41.4%	120,000	12.0%	32.3%
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%	46,723	6.1%	17.6%	63,000	6.3%	16.6%
Selling expenses	349	0.1%	4.2%	381	0.2%	-1.6%	730	0.1%	1.1%	400	0.1%	20.5%	1,131	0.1%	7.2%	1,580	0.2%	8.9%
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%	30,683	4.0%	16.2%	41,350	4.1%	16.2%
Depreciation	653	0.3%	0.8%	764	0.3%	35.0%	1,417	0.3%	16.7%	760	0.3%	51.1%	2,177	0.3%	26.8%	3,080	0.3%	28.5%
Development expenses	66	0.0%	-25.0%	88	0.0%	7.3%	154	0.0%	-9.4%	87	0.0%	16.0%	241	0.0%	-2.0%	320	0.0%	-3.9%
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%	12,489	1.6%	21.4%	16,670	1.7%	17.1%
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%	45,294	5.9%	78.5%	57,000	5.7%	55.3%
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%	40,829	5.3%	66.2%	51,000	5.1%	43.7%
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%	42,178	5.5%	61.2%	52,000	5.2%	40.2%
Corporate, inhabitant and enterprise taxes	3,350	1.4%	47.3%	3,504	1.4%	51.2%	6,854	1.4%	49.3%	4,458	1.6%	78.5%	11,312	1.5%	59.6%	14,000	1.4%	46.5%
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%	30,866	4.0%	61.8%	38,000	3.8%	38.1%
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%	1,576	0.2%	25.5%	2,000	0.2%	15.9%
Net income attributable to the shareholders of the parent	7,857	3.3%	25.6%	8,964	3.6%	56.4%	16,821	3.4%	40.3%	12,468	4.5%	113.7%	29,289	3.8%	64.3%	36,000	3.6%	39.5%

FY2021 Quarterly Breakdown

(Units: Millions of Yen, %)

	Fiscal Year 2021													
	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	178,064	100.0%	184,279	100.0%	362,343	100.0%	194,801	100.0%	557,145	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%	498,120	89.4%	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%	59,024	10.6%	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%	492,050	88.3%	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%	65,094	11.7%	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%	39,719	7.1%	14,292	7.0%	54,010	7.1%
Selling expenses	335	0.2%	387	0.2%	722	0.2%	332	0.2%	1,055	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%	26,410	4.7%	9,186	4.5%	35,596	4.7%
Depreciation	648	0.4%	566	0.3%	1,214	0.3%	503	0.3%	1,717	0.3%	680	0.3%	2,397	0.3%
Development expenses	88	0.0%	82	0.0%	170	0.0%	75	0.0%	246	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%	10,289	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%	25,375	4.6%	11,332	5.5%	36,707	4.8%
Non-operating income	429	0.2%	-82	0.0%	347	0.1%	265	0.1%	612	0.1%	232	0.1%	844	0.1%
Non-operating expenses	221	0.1%	219	0.1%	440	0.1%	986	0.5%	1,426	0.3%	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%	24,561	4.4%	10,927	5.3%	35,487	4.7%
Extraordinary income	1,337	0.8%	591	0.3%	1,928	0.5%	0	0.0%	1,928	0.3%	0	0.0%	1,928	0.3%
Extraordinary losses	10	0.0%	9	0.0%	19	0.0%	302	0.2%	321	0.1%	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%	26,168	4.7%	10,914	5.3%	37,081	4.9%
Corporate, inhabitant and enterprise taxes	2,274	1.3%	2,317	1.3%	4,591	1.3%	2,497	1.3%	7,088	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%	19,079	3.4%	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%	1,256	0.2%	470	0.2%	1,725	0.2%
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%	17,822	3.2%	7,976	3.9%	25,798	3.4%

2. Consolidated Balance Sheets for FY2022 3Q

(Units:Millions of yen, %)

	Mar-22		Sep-22		Dec-22		Change
	Amount	Ratio	Amount	Ratio	Amount	Ratio	
Total assets	362,584	100.0%	465,924	100.0%	475,961	100.0%	10,037
Total current assets	335,032	92.4%	438,418	94.1%	451,075	94.8%	12,657
Cash and deposits	25,174	6.9%	49,978	10.7%	21,750	4.6%	-28,228
Trade notes and accounts receivable	155,416	42.9%	184,099	39.5%	203,702	42.8%	19,603
Inventories	138,764	38.3%	178,765	38.4%	193,006	40.6%	14,241
Other current assets	16,199	4.5%	26,216	5.6%	33,212	7.0%	6,996
Allowance for doubtful accounts	-522	-0.1%	-640	-0.1%	-597	-0.1%	43
Total fixed assets	27,551	7.6%	27,506	5.9%	24,885	5.2%	-2,621
Property, equipment, at cost	7,951	2.2%	8,086	1.7%	7,819	1.6%	-267
Intangible fixed assets	9,145	2.5%	9,018	1.9%	8,356	1.8%	-662
Investments and other assets	10,454	2.9%	10,401	2.2%	8,709	1.8%	-1,692
Total liabilities	182,819	50.4%	262,006	56.2%	277,874	58.4%	15,868
Total current liabilities	161,249	44.5%	242,539	52.1%	258,551	54.3%	16,012
Notes and accounts payable	57,692	15.9%	125,953	27.0%	138,335	29.1%	12,382
Short-term borrowings	44,119	12.2%	40,434	8.7%	49,044	10.3%	8,610
Accrued bonus	7,202	2.0%	6,295	1.4%	5,513	1.2%	-782
Other current liabilities	52,235	14.4%	69,856	15.0%	65,658	13.8%	-4,198
Long-term liabilities	21,570	5.9%	19,466	4.2%	19,322	4.1%	-144
Long-term debt	13,835	3.8%	12,000	2.6%	12,000	2.5%	0
Liability for retirement benefits	5,521	1.5%	5,523	1.2%	5,501	1.2%	-22
Other	2,213	0.6%	1,942	0.4%	1,821	0.4%	-121
Net assets	179,764	49.6%	203,918	43.8%	198,086	41.6%	-5,832
Stockholders' Equity	158,258	43.6%	171,659	36.8%	172,847	36.3%	1,188
Paid-in capital	14,040	3.9%	14,040	3.0%	14,040	2.9%	0
Additional paid-in capital surplus	45,996	12.7%	46,104	9.9%	43,752	9.2%	-2,352
Consolidated retained earnings	99,611	27.5%	112,700	24.2%	121,116	25.4%	8,416
Treasury stock	-1,389	-0.4%	-1,185	-0.3%	-6,062	-1.3%	-4,877
Other comprehensive income	11,873	3.3%	21,549	4.6%	16,269	3.4%	-5,280
Unrealized holding gains on other securities	987	0.3%	342	0.1%	295	0.1%	-47
Gain on deferred hedge	-503	-0.1%	-485	-0.1%	657	0.1%	1,142
Foreign currency translation adjustments	11,388	3.1%	21,692	4.7%	15,316	3.2%	-6,376
Non-controlling interests	9,632	2.7%	10,709	2.3%	8,970	1.9%	-1,739

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

◆ FY2022

(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	241,320	100.0%	35.5%	17.9%	251,242	100.0%	36.3%	4.1%	275,442	100.0%	41.4%	9.6%	768,004	100.0%	37.8%
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%	637,073	83.0%	38.6%
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%	45,594	5.9%	61.5%
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%	14,654	1.9%	44.2%
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%	70,681	9.2%	19.7%

(Units:Millions of yen, %)

	1Q		2Q		3Q		1Q-3Q	
	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%	92,018	12.0%
Semiconductors	19,924	9.9%	22,506	10.9%	26,226	11.4%	68,657	10.8%
Electronic devices	1,692	12.5%	1,994	12.2%	1,863	11.9%	5,549	12.2%
Other	695	17.3%	624	13.7%	917	15.1%	2,236	15.3%
Network-related products	5,046	22.9%	5,073	20.9%	5,454	22.3%	15,574	22.0%

◆ FY2021

(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	178,064	100.0%	184,279	100.0%	194,801	100.0%	557,145	100.0%	204,679	100.0%	761,823	100.0%
Semiconductors	145,693	81.8%	154,033	83.6%	160,002	82.1%	459,728	82.5%	166,394	81.3%	626,122	82.2%
Electronic devices	10,382	5.8%	8,414	4.6%	9,430	4.8%	28,226	5.1%	10,686	5.2%	38,913	5.1%
Other	3,389	1.9%	2,857	1.6%	3,918	2.0%	10,164	1.8%	3,401	1.7%	13,566	1.8%
Network-related products	18,598	10.4%	18,977	10.3%	21,449	11.0%	59,024	10.6%	24,196	11.8%	83,220	10.9%

(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	20,258	11.4%	21,016	11.4%	23,820	12.2%	65,094	11.7%	25,623	12.5%	90,718	11.9%
Semiconductors	13,676	9.4%	14,544	9.4%	16,307	10.2%	44,528	9.7%	17,861	10.7%	62,389	10.0%
Electronic devices	1,417	13.6%	1,057	12.6%	1,133	12.0%	3,607	12.8%	1,222	11.4%	4,830	12.4%
Other	451	13.3%	493	17.3%	661	16.9%	1,605	15.8%	673	19.8%	2,278	16.8%
Network-related products	4,712	25.3%	4,922	25.9%	5,718	26.7%	15,352	26.0%	5,867	24.2%	21,219	25.5%

4. Sales by Product and Quarter (Consolidated)

◆ FY2022

(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	201,720	83.6%	38.5%	21.2%	206,122	82.0%	33.8%	2.2%	229,230	83.2%	43.3%	11.2%	637,073	83.0%	38.6%
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%	75,037	9.8%	39.4%
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%	17,234	2.2%	45.3%
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%	99,433	12.9%	50.7%
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%	202,592	26.4%	51.7%
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%	86,792	11.3%	1.3%
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%	155,982	20.3%	43.3%
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%	45,594	5.9%	61.5%
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%	14,654	1.9%	44.2%
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%	70,681	9.2%	19.7%
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%	12,822	1.7%	-3.5%
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%	44,760	5.8%	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%	13,098	1.7%	-26.6%
Total	241,320	100.0%	35.5%	17.9%	251,242	100.0%	36.3%	4.1%	275,442	100.0%	41.4%	9.6%	768,004	100.0%	37.8%

◆ FY2021

(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	145,693	81.8%	154,033	83.6%	160,002	82.1%	459,728	82.5%	166,394	81.3%	626,122	82.2%
PLD	17,318	9.7%	17,244	9.4%	19,280	9.9%	53,843	9.7%	18,677	9.1%	72,521	9.5%
ASIC	2,808	1.6%	4,908	2.7%	4,142	2.1%	11,859	2.1%	3,755	1.8%	15,614	2.0%
ASSP	22,642	12.7%	22,605	12.3%	20,714	10.6%	65,961	11.8%	23,113	11.3%	89,075	11.7%
Analog IC	43,710	24.5%	43,478	23.6%	46,355	23.8%	133,543	24.0%	46,896	22.9%	180,440	23.7%
Memories	25,106	14.1%	30,214	16.4%	30,323	15.6%	85,643	15.4%	31,562	15.4%	117,206	15.4%
Other	34,106	19.2%	35,584	19.3%	39,186	20.1%	108,877	19.5%	42,387	20.7%	151,265	19.9%
Electronic devices	10,382	5.8%	8,414	4.6%	9,430	4.8%	28,226	5.1%	10,686	5.2%	38,913	5.1%
Other	3,389	1.9%	2,857	1.6%	3,918	2.0%	10,164	1.8%	3,401	1.7%	13,566	1.8%
Network-related products	18,598	10.4%	18,977	10.3%	21,449	11.0%	59,024	10.6%	24,195	11.8%	83,220	10.9%
Hardware	4,285	2.4%	4,438	2.4%	4,560	2.3%	13,283	2.4%	4,585	2.2%	17,869	2.3%
Software	8,299	4.7%	8,944	4.9%	10,649	5.5%	27,892	5.0%	13,052	6.4%	40,945	5.4%
Services	6,013	3.4%	5,595	3.0%	6,239	3.2%	17,848	3.2%	6,558	3.2%	24,406	3.2%
Total	178,064	100.0%	184,279	100.0%	194,801	100.0%	557,145	100.0%	204,677	100.0%	761,823	100.0%

5. Net Sales by Segment and Quarter (Consolidated)

◆ FY2022 (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	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%	697,320	100.0%	90.8%	40.0%
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%	117,200	16.8%	15.3%	24.5%
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%	20,480	2.9%	2.7%	23.0%
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%	96,720	13.9%	12.6%	24.9%
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%	30,290	4.3%	3.9%	33.4%
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%	62,510	9.0%	8.1%	8.2%
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%	53,660	7.7%	7.0%	24.0%
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%	124,220	17.8%	16.2%	70.8%
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%	309,440	44.4%	40.3%	49.1%
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%	70,680	-	9.2%	19.7%
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%	768,000	-	100.0%	37.8%

◆ FY2021 (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	159,460	100.0%	89.6%	165,300	100.0%	89.7%	173,360	100.0%	89.0%	498,120	100.0%	89.4%	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%	94,100	18.9%	16.9%	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%	16,650	3.3%	3.0%	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%	77,450	15.5%	13.9%	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%	22,710	4.6%	4.1%	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%	57,790	11.6%	10.4%	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%	43,280	8.7%	7.8%	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%	72,730	14.6%	13.1%	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%	207,510	41.7%	37.2%	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%	59,030	-	10.6%	24,190	-	11.8%	83,220	-	10.9%
Total	178,060	-	100.0%	184,280	-	100.0%	194,810	-	100.0%	557,150	-	100.0%	204,670	-	100.0%	761,820	-	100.0%