

Presentation of First Half Results for the Year Ending March 31, 2024

MACNICA

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

(Units: Millions of Yen, %)

	FY2022												FY2023								
	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	241,320	100.0%	251,242	100.0%	492,562	100.0%	275,442	100.0%	261,258	100.0%	1,029,263	100.0%	278,562	100.0%	15.4%	268,399	100.0%	6.8%	546,961	100.0%	11.0%
IC, electronic devices and others	219,303	90.9%	227,002	90.4%	446,305	90.6%	251,017	91.1%	231,697	88.7%	929,020	90.3%	250,127	89.8%	14.1%	242,417	90.3%	6.8%	492,544	90.1%	10.4%
Network Business	22,017	9.1%	24,239	9.6%	46,256	9.4%	24,424	8.9%	29,561	11.3%	100,242	9.7%	28,434	10.2%	29.1%	25,982	9.7%	7.2%	54,416	9.9%	17.6%
Cost of sales	213,961	88.7%	221,045	88.0%	435,006	88.3%	240,980	87.5%	227,373	87.0%	903,359	87.8%	241,959	86.9%	13.1%	234,036	87.2%	5.9%	475,995	87.0%	9.4%
Gross profit	27,359	11.3%	30,197	12.0%	57,556	11.7%	34,462	12.5%	33,884	13.0%	125,903	12.2%	36,602	13.1%	33.8%	34,364	12.8%	13.8%	70,966	13.0%	23.3%
SG&A Expenses	15,093	6.3%	15,661	6.2%	30,754	6.2%	15,968	5.8%	17,532	6.7%	64,256	6.2%	15,949	5.7%	5.7%	17,017	6.3%	8.7%	32,966	6.0%	7.2%
Selling expenses	349	0.1%	381	0.2%	730	0.1%	400	0.1%	420	0.2%	1,552	0.2%	399	0.1%	14.3%	440	0.2%	15.5%	839	0.2%	14.9%
Personnel expenses	9,921	4.1%	10,456	4.2%	20,377	4.1%	10,306	3.7%	11,274	4.3%	41,958	4.1%	9,831	3.5%	-0.9%	10,646	4.0%	1.8%	20,477	3.7%	0.5%
Depreciation	653	0.3%	764	0.3%	1,417	0.3%	760	0.3%	834	0.3%	3,012	0.3%	775	0.3%	18.7%	785	0.3%	2.7%	1,560	0.3%	10.1%
Development expenses	66	0.0%	88	0.0%	154	0.0%	87	0.0%	84	0.0%	326	0.0%	63	0.0%	-4.5%	66	0.0%	-25.0%	129	0.0%	-16.2%
Other	4,100	1.7%	3,975	1.6%	8,075	1.6%	4,414	1.6%	4,917	1.9%	17,407	1.7%	4,879	1.8%	19.0%	5,080	1.9%	27.8%	9,959	1.8%	23.3%
Operating income	12,265	5.1%	14,536	5.8%	26,801	5.4%	18,493	6.7%	16,351	6.3%	61,646	6.0%	20,653	7.4%	68.4%	17,347	6.5%	19.3%	38,000	6.9%	41.8%
Non-operating income	217	0.1%	251	0.1%	468	0.1%	227	0.1%	424	0.2%	1,119	0.1%	129	0.0%	-40.6%	251	0.1%	0.0%	380	0.1%	-18.8%
Non-operating expenses	1,203	0.5%	2,359	0.9%	3,562	0.7%	1,598	0.6%	773	0.3%	5,933	0.6%	1,171	0.4%	-2.7%	541	0.2%	-77.1%	1,712	0.3%	-51.9%
Ordinary Income	11,280	4.7%	12,427	4.9%	23,707	4.8%	17,122	6.2%	16,002	6.1%	56,832	5.5%	19,611	7.0%	73.9%	17,056	6.4%	37.2%	36,667	6.7%	54.7%
Extraordinary income	577	0.2%	794	0.3%	1,371	0.3%	798	0.3%	0	0.0%	2,170	0.2%	4	0.0%	-99.3%	780	0.3%	-1.8%	784	0.1%	-42.8%
Extraordinary losses	139	0.1%	18	0.0%	157	0.0%	664	0.2%	32	0.0%	853	0.1%	136	0.0%	-2.2%	289	0.1%	1505.6%	425	0.1%	170.7%
Income before income taxes	11,718	4.9%	13,204	5.3%	24,922	5.1%	17,256	6.3%	15,970	6.1%	58,149	5.6%	19,479	7.0%	66.2%	17,547	6.5%	32.9%	37,026	6.8%	48.6%
Corporate, inhabitant and enterprise taxes	3,350	1.4%	3,504	1.4%	6,854	1.4%	4,458	1.6%	4,027	1.5%	15,339	1.5%	5,735	2.1%	71.2%	5,160	1.9%	47.3%	10,895	2.0%	59.0%
Net income	8,367	3.5%	9,701	3.9%	18,068	3.7%	12,798	4.6%	11,943	4.6%	42,809	4.2%	13,744	4.9%	64.3%	12,387	4.6%	27.7%	26,131	4.8%	44.6%
Net income attributable to non-controlling interests	510	0.2%	736	0.3%	1,246	0.3%	329	0.1%	202	0.1%	1,779	0.2%	164	0.1%	-67.8%	102	0.0%	-86.1%	266	0.0%	-78.7%
Net income attributable to the shareholders of the parent	7,857	3.3%	8,964	3.6%	16,821	3.4%	12,468	4.5%	11,740	4.5%	41,030	4.0%	13,580	4.9%	72.8%	12,284	4.6%	37.0%	25,864	4.7%	53.8%

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

(Units: Millions of Yen, %)

	FY2022						FY2023								
	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	492,562	100.0%	536,701	100.0%	1,029,263	100.0%	546,961	100.0%	11.0%	553,039	100.0%	3.0%	1,100,000	100.0%	6.9%
IC, electronic devices and others	446,305	90.6%	482,715	89.9%	929,020	90.3%	492,544	90.1%	10.4%	492,271	89.0%	2.0%	984,815	89.5%	6.0%
Network Business	46,256	9.4%	53,986	10.1%	100,242	9.7%	54,416	9.9%	17.6%	60,769	11.0%	12.6%	115,185	10.5%	14.9%
Cost of sales	435,006	88.3%	468,353	87.3%	903,359	87.8%	475,995	87.0%	9.4%	490,005	88.6%	4.6%	966,000	87.8%	6.9%
Gross profit	57,556	11.7%	68,347	12.7%	125,903	12.2%	70,966	13.0%	23.3%	63,034	11.4%	-7.8%	134,000	12.2%	6.4%
SG&A Expenses	30,754	6.2%	33,502	6.2%	64,256	6.2%	32,966	6.0%	7.2%	35,034	6.3%	4.6%	68,000	6.2%	5.8%
Selling expenses	730	0.1%	822	0.2%	1,552	0.2%	839	0.2%	14.9%	954	0.2%	16.1%	1,793	0.2%	15.5%
Personnel expenses	20,377	4.1%	21,581	4.0%	41,958	4.1%	20,477	3.7%	0.5%	23,622	4.3%	9.5%	44,099	4.0%	5.1%
Depreciation	1,417	0.3%	1,595	0.3%	3,012	0.3%	1,560	0.3%	10.1%	1,720	0.3%	7.8%	3,280	0.3%	8.9%
Development expenses	154	0.0%	172	0.0%	326	0.0%	129	0.0%	-16.2%	197	0.0%	14.5%	326	0.0%	0.0%
Other	8,075	1.6%	9,332	1.7%	17,407	1.7%	9,959	1.8%	23.3%	8,543	1.5%	-8.5%	18,502	1.7%	6.3%
Operating income	26,801	5.4%	34,845	6.5%	61,646	6.0%	38,000	6.9%	41.8%	28,000	5.1%	-19.6%	66,000	6.0%	7.1%
Ordinary Income	23,707	4.8%	33,125	6.2%	56,832	5.5%	36,667	6.7%	54.7%	26,133	4.7%	-21.1%	62,800	5.7%	10.5%
Income before income taxes	24,922	5.1%	33,227	6.2%	58,149	5.6%	37,026	6.8%	48.6%	24,974	4.5%	-24.8%	62,000	5.6%	6.6%
Corporate, inhabitant and enterprise taxes	6,854	1.4%	8,485	1.6%	15,339	1.5%	10,895	2.0%	59.0%	7,171	1.3%	-15.5%	18,066	1.6%	17.8%
Net income	18,068	3.7%	24,741	4.6%	42,809	4.2%	26,131	4.8%	44.6%	17,803	3.2%	-28.0%	43,934	4.0%	2.6%
Net income attributable to non-controlling interests	1,246	0.3%	533	0.1%	1,779	0.2%	266	0.0%	-78.7%	1,468	0.3%	175.4%	1,734	0.2%	-2.5%
Net income attributable to the shareholders of the parent	16,821	3.4%	24,209	4.5%	41,030	4.0%	25,864	4.7%	53.8%	16,336	3.0%	-32.5%	42,200	3.8%	2.9%
EPS	270.14yen	-	-	-	664.89yen	-	426.97yen	-	-	-	-	-	696.87yen	-	-
DPS	65.00yen	-	-	-	140.00yen	-	80.00yen	-	-	-	-	-	160.00yen	-	-

2. Consolidated Balance Sheets

(Units: Millions of Yen)

	Mar. 2023		Sep. 2023		Change
	Amount	Ratio	Amount	Ratio	Amount
Total assets	517,620	100.0%	551,041	100.0%	33,421
Total current assets	491,080	94.9%	521,554	94.6%	30,474
Cash and deposits	37,571	7.3%	32,783	5.9%	-4,788
Trade notes and accounts receivable	203,640	39.3%	230,572	41.8%	26,932
Inventories	218,905	42.3%	223,859	40.6%	4,954
Other current assets	31,541	6.1%	35,050	6.4%	3,509
Allowance for doubtful accounts	-578	-0.1%	-709	-0.1%	-131
Total fixed assets	26,540	5.1%	29,486	5.4%	2,946
Property, equipment, at cost	8,027	1.6%	8,507	1.5%	480
Intangible fixed assets	7,983	1.5%	7,336	1.3%	-647
Investments and other assets	10,529	2.0%	13,642	2.5%	3,113
Total liabilities	309,858	59.9%	311,834	56.6%	1,976
Total current liabilities	298,764	57.7%	300,951	54.6%	2,187
Notes and accounts payable	186,838	36.1%	192,544	34.9%	5,706
Short-term borrowings	46,039	8.9%	28,018	5.1%	-18,021
Accrued bonus	7,481	1.4%	5,221	0.9%	-2,260
Other current liabilities	58,404	11.3%	75,166	13.6%	16,762
Long-term liabilities	11,094	2.1%	10,883	2.0%	-211
Long-term debt	8,000	1.5%	8,000	1.5%	0
Liability for retirement benefits	1,410	0.3%	1,419	0.3%	9
Other	1,684	0.3%	1,463	0.3%	-221
Net assets	207,762	40.1%	239,207	43.4%	31,445
Stockholders' Equity	183,091	35.4%	204,724	37.2%	21,633
Paid-in capital	14,040	2.7%	14,040	2.5%	0
Additional paid-in capital surplus	37,066	7.2%	37,216	6.8%	150
Consolidated retained earnings	132,857	25.7%	154,180	28.0%	21,323
Treasury stock	-872	-0.2%	-712	-0.1%	160
Other comprehensive income	16,701	3.2%	25,769	4.7%	9,068
Unrealized holding gains on other securities	333	0.1%	470	0.1%	137
Gain on deferred hedge	38	0.0%	-339	-0.1%	-377
Foreign currency translation adjustments	16,329	3.2%	25,638	4.7%	9,309
Non-controlling interests	7,969	1.5%	8,712	1.6%	743

3. Sales and Gross Profit by Product (Consolidated)

A. Sales

(Units: Millions of Yen, %)

	FY2022 1st Half		FY2023										
			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
	492,562	100.0%	278,562	100.0%	15.4%	6.6%	268,399	100.0%	6.8%	-3.6%	546,961	100.0%	11.0%
Semiconductors	407,842	82.8%	228,323	82.0%	13.2%	6.9%	213,607	79.6%	3.6%	-6.4%	441,930	80.8%	8.4%
Electronic devices	29,886	6.1%	15,092	5.4%	11.3%	17.3%	13,092	4.9%	-19.8%	-13.3%	28,184	5.2%	-5.7%
Other	8,577	1.7%	6,710	2.4%	66.8%	29.1%	15,719	5.9%	245.2%	134.3%	22,429	4.1%	161.5%
Network-related products	46,256	9.4%	28,434	10.2%	29.1%	-3.8%	25,982	9.7%	7.2%	-8.6%	54,416	9.9%	17.6%

B. Gross Profit

(Units: Millions of Yen, %)

	FY2022 1st Half		FY2023					
			1Q		2Q		1st Half	
	Amount	GP rate	Amount	GP rate	Amount	GP rate	Amount	GP rate
	57,556	11.7%	36,602	13.1%	34,364	12.8%	70,966	13.0%
Semiconductors	42,430	10.4%	27,068	11.9%	25,401	11.9%	52,469	11.9%
Electronic devices	3,686	12.3%	2,037	13.5%	1,600	12.2%	3,637	12.9%
Other	1,319	15.4%	1,305	19.4%	2,033	12.9%	3,338	14.9%
Network-related products	10,119	21.9%	6,191	21.8%	5,329	20.5%	11,520	21.2%

FY2022 (Reference)

A. Sales

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full-term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
	241,320	100.0%	251,242	100.0%	275,442	100.0%	261,258	100.0%	1,029,263	100.0%
Semiconductors	201,720	83.6%	206,122	82.0%	229,230	83.2%	213,627	81.8%	850,700	82.7%
Electronic devices	13,559	5.6%	16,327	6.5%	15,708	5.7%	12,870	4.9%	58,465	5.7%
Other	4,023	1.7%	4,554	1.8%	6,077	2.2%	5,199	2.0%	19,854	1.9%
Network-related products	22,017	9.1%	24,239	9.6%	24,424	8.9%	29,561	11.3%	100,242	9.7%

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
	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%

4. Sales by Product (Consolidated)

(Units: Millions of Yen, %)

	FY2022 1st Half		FY2023										
	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	407,842	82.8%	228,323	82.0%	13.2%	6.9%	213,607	79.6%	3.6%	-6.4%	441,930	80.8%	8.4%
PLD	45,002	9.1%	31,310	11.2%	37.7%	0.0%	32,912	12.3%	47.8%	5.1%	64,222	11.7%	42.7%
ASIC	11,873	2.4%	7,648	2.7%	24.8%	34.8%	3,546	1.3%	-38.3%	-53.6%	11,194	2.0%	-5.7%
ASSP	63,646	12.9%	33,234	11.9%	8.2%	1.4%	31,980	11.9%	-2.9%	-3.8%	65,214	11.9%	2.5%
Analog IC	128,439	26.1%	71,784	25.8%	19.1%	-2.8%	63,566	23.7%	-6.8%	-11.4%	135,350	24.7%	5.4%
Memories	60,015	12.2%	13,923	5.0%	-60.2%	-6.2%	11,271	4.2%	-54.9%	-19.0%	25,194	4.6%	-58.0%
Other	98,865	20.1%	70,423	25.3%	50.2%	27.7%	70,332	26.2%	35.3%	-0.1%	140,755	25.7%	42.4%
Electronic devices	29,886	6.1%	15,092	5.4%	11.3%	17.3%	13,092	4.9%	-19.8%	-13.3%	28,184	5.2%	-5.7%
Other	8,577	1.7%	6,710	2.4%	66.8%	29.1%	15,719	5.9%	245.2%	134.3%	22,429	4.1%	161.5%
Network-related products	46,256	9.4%	28,434	10.2%	29.1%	-3.8%	25,982	9.7%	7.2%	-8.6%	54,416	9.9%	17.6%
Hardware	8,872	1.8%	3,741	1.3%	-22.8%	-5.1%	3,496	1.3%	-13.1%	-6.5%	7,237	1.3%	-18.4%
Software	28,700	5.8%	20,330	7.3%	56.9%	-2.9%	18,118	6.8%	15.1%	-10.9%	38,448	7.0%	34.0%
Services	8,683	1.8%	4,363	1.6%	3.5%	-6.7%	4,368	1.6%	-2.3%	0.1%	8,731	1.6%	0.6%
Total	492,562	100.0%	278,562	100.0%	15.4%	6.6%	268,399	100.0%	6.8%	-3.6%	546,961	100.0%	11.0%

FY2022 (Reference)

(Units: Millions of Yen, %)

	1Q		2Q		3Q		4Q		Full-term	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Semiconductors	201,720	83.6%	206,122	82.0%	229,230	83.2%	213,627	81.8%	850,700	82.7%
PLD	22,738	9.4%	22,264	8.9%	30,035	10.9%	31,313	12.0%	106,351	10.3%
ASIC	6,130	2.5%	5,743	2.3%	5,361	1.9%	5,672	2.2%	22,907	2.2%
ASSP	30,703	12.7%	32,943	13.1%	35,787	13.0%	32,768	12.5%	132,201	12.8%
Analog IC	60,248	25.0%	68,191	27.1%	74,152	26.9%	73,859	28.3%	276,451	26.9%
Memories	35,015	14.5%	25,000	10.0%	26,776	9.7%	14,845	5.7%	101,638	9.9%
Other	46,883	19.4%	51,982	20.7%	57,117	20.7%	55,167	21.1%	211,149	20.5%
Electronic devices	13,559	5.6%	16,327	6.5%	15,708	5.7%	12,870	4.9%	58,465	5.7%
Other	4,023	1.7%	4,554	1.8%	6,077	2.2%	5,199	2.0%	19,854	1.9%
Network-related products	22,017	9.1%	24,239	9.6%	24,424	8.9%	29,561	11.3%	100,242	9.7%
Hardware	4,847	2.0%	4,025	1.6%	3,949	1.4%	3,940	1.5%	16,763	1.6%
Software	12,955	5.4%	15,745	6.3%	16,059	5.8%	20,944	8.0%	65,704	6.4%
Services	4,214	1.7%	4,469	1.8%	4,415	1.6%	4,676	1.8%	17,775	1.7%
Total	241,320	100.0%	251,242	100.0%	275,442	100.0%	261,258	100.0%	1,029,263	100.0%

5. Net Sales by Segment (Consolidated)

(Units: Millions of Yen, %)

Segment	FY2022 1st Half			FY2023													
				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	446,300	100.0%	90.6%	250,130	100.0%	89.8%	14.1%	8.0%	242,410	100.0%	90.3%	6.8%	-3.1%	492,540	100.0%	90.1%	10.4%
Telecom	77,780	17.4%	15.8%	30,740	12.3%	11.0%	-32.8%	6.2%	22,450	9.3%	8.4%	-29.9%	-27.0%	53,190	10.8%	9.7%	-31.6%
Telecom Terminals	13,500	3.0%	2.7%	7,510	3.0%	2.7%	12.1%	15.7%	5,860	2.4%	2.2%	-13.8%	-22.0%	13,370	2.7%	2.4%	-1.0%
Telecom Infrastructure	64,280	14.4%	13.1%	23,230	9.3%	8.3%	-40.5%	3.5%	16,590	6.8%	6.2%	-34.2%	-28.6%	39,820	8.1%	7.3%	-38.1%
OA, Peripherals	19,460	4.4%	4.0%	9,520	3.8%	3.4%	0.6%	-1.0%	8,100	3.3%	3.0%	-19.0%	-14.9%	17,620	3.6%	3.2%	-9.5%
Computers	42,350	9.5%	8.6%	17,490	7.0%	6.3%	-11.9%	15.4%	24,060	9.9%	9.0%	7.0%	37.6%	41,550	8.4%	7.6%	-1.9%
Consumer Products	34,630	7.8%	7.0%	18,850	7.5%	6.8%	18.6%	7.4%	19,140	7.9%	7.1%	2.2%	1.5%	37,990	7.7%	6.9%	9.7%
Automobile	76,720	17.2%	15.6%	45,720	18.3%	16.4%	30.5%	7.3%	51,600	21.3%	19.2%	23.8%	12.9%	97,320	19.8%	17.8%	26.9%
Industrial Equipment	195,360	43.8%	39.7%	127,810	51.1%	45.9%	37.0%	8.5%	117,060	48.3%	43.6%	14.7%	-8.4%	244,870	49.7%	44.8%	25.3%
Network Business	46,260	-	9.4%	28,430	-	10.2%	29.1%	-3.8%	25,990	-	9.7%	7.2%	-8.6%	54,420	-	9.9%	17.6%
Total	492,560	-	100.0%	278,560	-	100.0%	15.4%	6.6%	268,400	-	100.0%	6.8%	-3.6%	546,960	-	100.0%	11.0%

FY2022 (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	219,300	100.0%	90.9%	227,000	100.0%	90.4%	251,020	100.0%	91.1%	231,700	100.0%	88.7%	929,020	100.0%	90.3%
Telecom	45,770	20.9%	19.0%	32,010	14.1%	12.7%	39,420	15.7%	14.3%	28,940	12.5%	11.1%	146,140	15.7%	14.2%
Telecom Terminals	6,700	3.1%	2.8%	6,800	3.0%	2.7%	6,980	2.8%	2.5%	6,490	2.8%	2.5%	26,970	2.9%	2.6%
Telecom Infrastructure	39,070	17.8%	16.2%	25,210	11.1%	10.0%	32,440	12.9%	11.8%	22,450	9.7%	8.6%	119,170	12.8%	11.6%
OA, Peripherals	9,460	4.3%	3.9%	10,000	4.4%	4.0%	10,830	4.3%	3.9%	9,620	4.2%	3.7%	39,910	4.3%	3.9%
Computers	19,860	9.1%	8.2%	22,490	9.9%	9.0%	20,160	8.0%	7.3%	15,160	6.5%	5.8%	77,670	8.4%	7.5%
Consumer Products	15,900	7.3%	6.6%	18,730	8.3%	7.5%	19,030	7.6%	6.9%	17,550	7.6%	6.7%	71,210	7.7%	6.9%
Automobile	35,040	16.0%	14.5%	41,680	18.4%	16.6%	47,500	18.9%	17.2%	42,620	18.4%	16.3%	166,840	18.0%	16.2%
Industrial Equipment	93,270	42.5%	38.6%	102,090	45.0%	40.6%	114,080	45.4%	41.4%	117,810	50.8%	45.1%	427,250	46.0%	41.5%
Network Business	22,020	-	9.1%	24,240	-	9.6%	24,420	-	8.9%	29,560	-	11.3%	100,240	-	9.7%
Total	241,320	-	100.0%	251,240	-	100.0%	275,440	-	100.0%	261,260	-	100.0%	1,029,260	-	100.0%