

2. Segment Information

Sales by Product Category

| (millions of yen) | | 02/9 | 03/3 | 1Q | 2Q | 03/9 | 3Q | 9 months ended Dec. 31 | 04/3 Est. |
|--------------------------|--|---------|---------|--------|---------|---------|--------|---------------------------|-----------|
| Electronics | | | | | | | | | |
| Consumer | | | | | | | | | |
| Sales | | 63,612 | 142,486 | 36,726 | 50,208 | 86,934 | 51,086 | 138,020 | 180,000 |
| Change (%) | | -0.8 | +13.0 | | | +36.7 | +31 | +34 | +26.3 |
| % of Net Sales | | 30.3 | 32.3 | | | 36.2 | 40.0 | 37.5 | 36.0 |
| Domestic | | | | | | | | | |
| Sales | | 26,532 | 64,696 | | | 38,319 | 24,672 | 62,991 | |
| Change (%) | | +7.7 | +30.9 | | | +44.4 | | +46 | |
| Ratio (%) | | 41.7 | 45.4 | | | 44.1 | 48.3 | 45.6 | |
| Overseas | | | | | | | | | |
| Sales | | 37,080 | 77,790 | | | 48,615 | 26,414 | 75,029 | |
| Change (%) | | -6.1 | +1.5 | | | +31.1 | | +26 | |
| Ratio (%) | | 58.3 | 54.6 | | | 55.9 | 51.7 | 54.4 | |
| Timepieces | | | | | | | | | |
| Sales | | 33,139 | 68,500 | 14,549 | 20,656 | 35,205 | 17,564 | 52,769 | 75,000 |
| Change (%) | | +10.1 | +9.5 | | | +6.2 | +1 | +4 | +9.5 |
| % of Net Sales | | 15.8 | 15.6 | | | 14.6 | 13.7 | 14.3 | 15.0 |
| Domestic | | | | | | | | | |
| Sales | | 9,410 | 20,069 | | | 10,966 | 6,143 | 17,109 | |
| Change (%) | | +3.0 | +10.8 | | | +16.5 | | +17 | |
| Ratio (%) | | 28.4 | 29.3 | | | 31.1 | 35.0 | 32.4 | |
| Overseas | | | | | | | | | |
| Sales | | 23,729 | 48,431 | | | 24,239 | 11,421 | 35,660 | |
| Change (%) | | +13.2 | +9.0 | | | +2.1 | | -1 | |
| Ratio (%) | | 71.6 | 70.7 | | | 68.9 | 65.0 | 67.6 | |
| Mobile Network Solutions | | | | | | | | | |
| Sales | | 46,843 | 87,819 | 18,140 | 20,382 | 38,522 | 20,510 | 59,032 | 90,000 |
| Change (%) | | +47.7 | +68.2 | | | -17.8 | +59 | -1 | +2.5 |
| % of Net Sales | | 22.3 | 19.9 | | | 16.0 | 16.0 | 16.0 | 18.0 |
| Domestic | | | | | | | | | |
| Sales | | 42,971 | 81,675 | | | 35,014 | 18,241 | 53,255 | |
| Change (%) | | +57.0 | +94.7 | | | -18.5 | | -3 | |
| Ratio (%) | | 91.7 | 93.0 | | | 90.9 | 88.9 | 90.2 | |
| Overseas | | | | | | | | | |
| Sales | | 3,872 | 6,144 | | | 3,508 | 2,269 | 5,777 | |
| Change (%) | | -10.6 | -40.1 | | | -9.4 | | +15 | |
| Ratio (%) | | 8.3 | 7.0 | | | 9.1 | 11.1 | 9.8 | |
| System Equipment | | | | | | | | | |
| Sales | | 25,466 | 51,340 | 8,677 | 15,645 | 24,322 | 9,166 | 33,488 | 50,000 |
| Change (%) | | -16.4 | -11.8 | | | -4.5 | +5 | -2 | -2.6 |
| % of Net Sales | | 12.2 | 11.7 | | | 10.1 | 7.2 | 9.1 | 10.0 |
| Domestic | | | | | | | | | |
| Sales | | 19,285 | 38,176 | | | 17,801 | 6,661 | 24,462 | |
| Change (%) | | -14.5 | -11.2 | | | -7.7 | | -4 | |
| Ratio (%) | | 75.7 | 74.4 | | | 73.2 | 72.7 | 73.0 | |
| Overseas | | | | | | | | | |
| Sales | | 6,181 | 13,164 | | | 6,521 | 2,505 | 9,026 | |
| Change (%) | | -22.1 | -13.5 | | | +5.5 | | +2 | |
| Ratio (%) | | 24.3 | 25.6 | | | 26.8 | 27.3 | 27.0 | |
| Total | | | | | | | | | |
| Sales | | 169,060 | 350,145 | 78,092 | 106,891 | 184,983 | 98,326 | 283,309 | 395,000 |
| Change (%) | | +8.1 | +17.1 | | | +9.4 | +26 | +15 | +12.8 |
| % of Net Sales | | 80.6 | 79.5 | | | 76.9 | 76.9 | 76.9 | 79.0 |
| Domestic | | | | | | | | | |
| Sales | | 98,198 | 204,616 | | | 102,100 | 55,717 | 157,817 | |
| Change (%) | | +17.3 | +34.2 | | | +4.0 | | +14 | |
| Ratio (%) | | 58.1 | 58.4 | | | 55.2 | 56.7 | 55.7 | |
| Overseas | | | | | | | | | |
| Sales | | 70,862 | 145,529 | | | 82,883 | 42,609 | 125,492 | |
| Change (%) | | -2.6 | -0.7 | | | +17.0 | | +15 | |
| Ratio (%) | | 41.9 | 41.6 | | | 44.8 | 43.3 | 44.3 | |

| (millions of yen) | | 02/9 | 03/3 | 1Q | 2Q | 03/9 | 3Q | 9 months ended Dec. 31 | 04/3 Est. |
|---|--|--------|--------|--------|--------|--------|--------|---------------------------|-----------|
| Electronic Components and Others | | | | | | | | | |
| Electronic Components | | | | | | | | | |
| Sales | | 25,991 | 60,566 | 18,624 | 22,204 | 40,828 | 21,176 | 62,004 | 75,000 |
| Change (%) | | -15.8 | +18.9 | | | +57.1 | +29 | +46 | +23.8 |
| % of Net Sales | | 12.4 | 13.7 | | | 17.0 | 16.6 | 16.8 | 15.0 |
| Domestic | | | | | | | | | |
| Sales | | 18,826 | 38,956 | | | 19,901 | 9,347 | 29,248 | |
| Change (%) | | -32.5 | -10.8 | | | +5.7 | | -1 | |
| Ratio (%) | | 72.4 | 64.3 | | | 48.7 | 44.1 | 47.2 | |
| Overseas | | | | | | | | | |
| Sales | | 7,165 | 21,610 | | | 20,927 | 11,829 | 32,756 | |
| Change (%) | | +141.4 | +196.8 | | | +192.1 | | +154 | |
| Ratio (%) | | 27.6 | 35.7 | | | 51.3 | 55.9 | 52.8 | |
| Others | | | | | | | | | |
| Sales | | 14,739 | 29,856 | 5,942 | 8,825 | 14,767 | 8,376 | 23,143 | 30,000 |
| Change (%) | | -12.0 | -7.3 | | | +0.2 | +1 | +0 | +0.5 |
| % of Net Sales | | 7.0 | 6.8 | | | 6.1 | 6.5 | 6.3 | 6.0 |
| Domestic | | | | | | | | | |
| Sales | | 11,245 | 25,029 | | | 12,375 | 6,661 | 19,036 | |
| Change (%) | | -18.0 | -5.7 | | | +10.0 | | +4 | |
| Ratio (%) | | 76.3 | 83.8 | | | 83.8 | 79.5 | 82.3 | |
| Overseas | | | | | | | | | |
| Sales | | 3,494 | 4,827 | | | 2,392 | 1,715 | 4,107 | |
| Change (%) | | +15.4 | -14.6 | | | -31.5 | | -13 | |
| Ratio (%) | | 23.7 | 16.2 | | | 16.2 | 20.5 | 17.7 | |
| Total | | | | | | | | | |
| Sales | | 40,730 | 90,422 | 24,566 | 31,029 | 55,595 | 29,552 | 85,147 | 105,000 |
| Change (%) | | -14.4 | +8.7 | | | +36.5 | +20 | +30 | +16.1 |
| % of Net Sales | | 19.4 | 20.5 | | | 23.1 | 23.1 | 23.1 | 21.0 |
| Domestic | | | | | | | | | |
| Sales | | 30,071 | 63,985 | | | 32,276 | 16,008 | 48,284 | |
| Change (%) | | -27.7 | -8.9 | | | +7.3 | | +1 | |
| Ratio (%) | | 73.8 | 70.8 | | | 58.1 | 54.2 | 56.7 | |
| Overseas | | | | | | | | | |
| Sales | | 10,659 | 26,437 | | | 23,319 | 13,544 | 36,863 | |
| Change (%) | | +77.8 | +104.4 | | | +118.8 | | +109 | |
| Ratio (%) | | 26.2 | 29.2 | | | 41.9 | 45.8 | 43.3 | |

Operating Income by Business Segments

| (millions of yen) | | 02/9 | 03/3 | 1Q | 2Q | 03/9 | 3Q | 9 months ended Dec. 31 | 04/3 Est. |
|--|--|----------|--------|--------|--------|--------|--------|---------------------------|-----------|
| Electronics | | | | | | | | | |
| Amount | | 9,243 | 17,811 | 2,876 | 8,287 | 11,163 | 5,106 | 16,269 | 24,000 |
| Change (%) | | - | - | | | +20.8 | +282 | +54 | +34.7 |
| Electronic Components and Others | | | | | | | | | |
| Amount | | 1,950 | 4,813 | 1,187 | 2,076 | 3,263 | 1,622 | 4,885 | 6,000 |
| Change (%) | | -38.2 | +78.0 | | | +67.3 | +30 | +53 | +24.7 |
| Elimination or Unallocated Amount | | | | | | | | | |
| Amount | | -2,409 | -4,710 | -1,049 | -1,275 | -2,324 | -1,036 | -3,360 | -5,000 |
| Total | | | | | | | | | |
| Amount | | 8,784 | 17,914 | 3,014 | 9,088 | 12,102 | 5,692 | 17,794 | 25,000 |
| Change (%) | | +1,598.2 | - | | | +37.8 | +250 | +71 | +39.6 |