

2 . Segment Information

Sales by Product Category

(millions of yen)		1Q	2Q	03/9	3Q	4Q	04/3	1Q	04/9Est.	05/3Est.
Electronics										
Consumer										
Sales		36,726	50,208	86,934	51,086	50,940	188,960	41,455	90,000	200,000
	Change (%)	+52	+27	+36.7	+31	+28	+32.6	+12.9	+3.5	+5.8
	% of Net Sales	35.8	36.4	36.2	40.0	32.9	36.1	31.5	31.1	32.8
Domestic	Sales			38,319	24,672	25,383	88,374	18,265		
	Change (%)			+44.4	+47	+18	+36.6	-3		
	Ratio (%)			44.1	48.3	49.8	46.8	44.1		
Overseas	Sales			48,615	26,414	25,557	100,586	23,190		
	Change (%)			+31.1	+18	+39	+29.3	+29		
	Ratio (%)			55.9	51.7	50.2	53.2	55.9		
Timepieces										
Sales		14,549	20,656	35,205	17,564	17,362	70,131	14,660	36,000	75,000
	Change (%)	+0	+11	+6.2	+1	-3	+2.4	+0.8	+2.3	+6.9
	% of Net Sales	14.2	15.0	14.6	13.7	11.2	13.4	11.1	12.4	12.3
Domestic	Sales			10,966	6,143	5,063	22,172	5,269		
	Change (%)			+16.5	+18	-7	+10.5	+1		
	Ratio (%)			31.1	35.0	29.2	31.6	35.9		
Overseas	Sales			24,239	11,421	12,299	47,959	9,391		
	Change (%)			+2.1	-6	-2	-1.0	+1		
	Ratio (%)			68.9	65.0	70.8	68.4	64.1		
Mobile Network Solutions										
Sales		18,140	20,382	38,522	20,510	38,773	97,805	34,893	80,000	160,000
	Change (%)	-28	-6	-17.8	+59	+38	+11.4	+92.4	+107.7	+63.6
	% of Net Sales	17.7	14.8	16.0	16.0	25.0	18.7	26.5	27.6	26.2
Domestic	Sales			35,014	18,241	34,249	87,504	32,844		
	Change (%)			-18.5	+56	+27	+7.1	+90		
	Ratio (%)			90.9	88.9	88.3	89.5	94.1		
Overseas	Sales			3,508	2,269	4,524	10,301	2,049		
	Change (%)			-9.4	+94	+311	+67.7	+138		
	Ratio (%)			9.1	11.1	11.7	10.5	5.9		
System Equipment										
Sales		8,677	15,645	24,322	9,166	15,218	48,706	9,800	25,000	55,000
	Change (%)	-4	-5	-4.5	+5	-11	-5.1	+12.9	+2.8	+12.9
	% of Net Sales	8.4	11.3	10.1	7.2	9.8	9.3	7.4	8.6	9.0
Domestic	Sales			17,801	6,661	11,201	35,663	6,847		
	Change (%)			-7.7	+9	-13	-6.6	+14		
	Ratio (%)			73.2	72.7	73.6	73.2	69.9		
Overseas	Sales			6,521	2,505	4,017	13,043	2,953		
	Change (%)			+5.5	-6	-7	-0.9	+10		
	Ratio (%)			26.8	27.3	26.4	26.8	30.1		
Total		78,092	106,891	184,983	98,326	122,293	405,602	100,808	231,000	490,000
	Change (%)	+7	+11	+9.4	+26	+19	+15.8	+29.1	+24.9	+20.8
	% of Net Sales	76.1	77.5	76.9	76.9	78.9	77.5	76.5	79.7	80.3
Domestic	Sales			102,100	55,717	75,896	233,713	63,225		
	Change (%)			+4.0	+40	+14	+14.2	+34		
	Ratio (%)			55.2	56.7	62.1	57.6	62.7		
Overseas	Sales			82,883	42,609	46,397	171,889	37,583		
	Change (%)			+17.0	+11	+28	+18.1	+22		
	Ratio (%)			44.8	43.3	37.9	42.4	37.3		

(millions of yen)	1Q	2Q	03/9	3Q	4Q	04/3	1Q	04/9Est.	05/3Est.
Electronic Components and Others									
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Sales	18,624	22,204	40,828	21,176	24,899	86,903	23,882	44,000	90,000
Change (%)	+89	+38	+57.1	+29	+37	+43.5	+28.2	+7.8	+3.6
% of Net Sales	18.1	16.1	17.0	16.6	16.0	16.6	18.1	15.2	14.8
Domestic	Sales		19,901	9,347	10,800	40,048	10,786		
	Change (%)		+5.7	-12	+14	+2.8	+18		
	Ratio (%)		48.7	44.1	43.4	46.1	45.2		
Overseas	Sales		20,927	11,829	14,099	46,855	13,096		
	Change (%)		+192.1	+106	+62	+116.8	+38		
	Ratio (%)		51.3	55.9	56.6	53.9	54.8		
Others									
Sales	5,942	8,825	14,767	8,376	7,880	31,023	7,030	15,000	30,000
Change (%)	-5	+4	+0.2	+1	+16	+3.9	+18.3	+1.6	-3.3
% of Net Sales	5.8	6.4	6.1	6.5	5.1	5.9	5.4	5.1	4.9
Domestic	Sales		12,375	6,661	6,427	25,463	4,506		
	Change (%)		+10.0	-6	-4	+1.7	-12		
	Ratio (%)		83.8	79.5	81.6	82.1	64.1		
Overseas	Sales		2,392	1,715	1,453	5,560	2,524		
	Change (%)		-31.5	+40	+1,245	+15.2	+202		
	Ratio (%)		16.2	20.5	18.4	17.9	35.9		
Total	24,566	31,029	55,595	29,552	32,779	117,926	30,912	59,000	120,000
Change (%)	+52	+26	+36.5	+20	+31	+30.4	+25.8	+6.1	+1.8
% of Net Sales	23.9	22.5	23.1	23.1	21.1	22.5	23.5	20.3	19.7
Domestic	Sales		32,276	16,008	17,227	65,511	15,292		
	Change (%)		+7.3	-10	+7	+2.4	+7		
	Ratio (%)		58.1	54.2	52.6	55.6	49.5		
Overseas	Sales		23,319	13,544	15,552	52,415	15,620		
	Change (%)		+118.8	+95	+76	+98.3	+51		
	Ratio (%)		41.9	45.8	47.4	44.4	50.5		

Operating Income by Business Segments

(millions of yen)	1Q	2Q	03/9	3Q	4Q	04/3	1Q	04/9Est.	05/3Est.
Electronics									
Amount	2,876	8,287	11,163	5,106	8,957	25,226	5,640	16,000	36,000
Change (%)			+20.8	+282	+24	+41.6	+96.1	+43.3	+42.7
Electronic Components and Others									
Amount	1,187	2,076	3,263	1,622	2,181	7,066	2,628	4,500	9,000
Change (%)			+67.3	+30	+35	+46.8	+121.4	+37.9	+27.4
Elimination or Unallocated Amount									
Amount	-1,049	-1,275	-2,324	-1,036	-1,441	-4,801	-1,167	-2,500	-5,000
Total	3,014	9,088	12,102	5,692	9,697	27,491	7,101	18,000	40,000
Change (%)			+37.8	+250	+29	+53.5	+135.6	+48.7	+45.5