

## 2 . Segment Information

### Sales by Product Category

(millions of yen)	1Q	2Q	03/9	3Q	4Q	04/3	1Q	2Q	04/9	3Q	05/3Est.
<b>Electronics</b>											
<b>Consumer</b>											
Sales	36,726	50,208	86,934	51,086	50,940	188,960	41,455	51,360	92,815	52,814	200,000
Change (%)	+52	+27	+36.7	+31	+28	+32.6	+12.9	+2.3	+6.8	+3.4	+5.8
% of Net Sales	35.8	36.4	36.2	40.0	32.9	36.1	31.5	34.3	33.0	39.4	35.7
Domestic Sales			38,319	24,672	25,383	88,374	18,265	19,987	38,252	22,288	
Change (%)			+44.4	+47	+18	+36.6	-3	+2	-0.2	-9.7	
Ratio (%)			44.1	48.3	49.8	46.8	44.1	38.9	41.2	42.2	
Overseas Sales			48,615	26,414	25,557	100,586	23,190	31,373	54,563	30,526	
Change (%)			+31.1	+18	+39	+29.3	+29	+2	+12.2	+15.6	
Ratio (%)			55.9	51.7	50.2	53.2	55.9	61.1	58.8	57.8	
<b>Timepieces</b>											
Sales	14,549	20,656	35,205	17,564	17,362	70,131	14,660	18,989	33,649	17,265	70,000
Change (%)	+0	+11	+6.2	+1	-3	+2.4	+0.8	-8.1	-4.4	-1.7	-0.2
% of Net Sales	14.2	15.0	14.6	13.7	11.2	13.4	11.1	12.7	11.9	12.9	12.5
Domestic Sales			10,966	6,143	5,063	22,172	5,269	4,686	9,955	5,704	
Change (%)			+16.5	+18	-7	+10.5	+1	-18	-9.2	-7.1	
Ratio (%)			31.1	35.0	29.2	31.6	35.9	24.7	29.6	33.0	
Overseas Sales			24,239	11,421	12,299	47,959	9,391	14,303	23,694	11,561	
Change (%)			+2.1	-6	-2	-1.0	+1	-4	-2.2	+1.2	
Ratio (%)			68.9	65.0	70.8	68.4	64.1	75.3	70.4	67.0	
<b>Mobile Network Solutions</b>											
Sales	18,140	20,382	38,522	20,510	38,773	97,805	34,893	34,390	69,283	30,127	130,000
Change (%)	-28	-6	-17.8	+59	+38	+11.4	+92.4	+68.7	+79.9	+46.9	+32.9
% of Net Sales	17.7	14.8	16.0	16.0	25.0	18.7	26.5	23.0	24.6	22.5	23.2
Domestic Sales			35,014	18,241	34,249	87,504	32,844	31,041	63,885	28,383	
Change (%)			-18.5	+56	+27	+7.1	+90	+75	+82.5	+55.6	
Ratio (%)			90.9	88.9	88.3	89.5	94.1	90.3	92.2	94.2	
Overseas Sales			3,508	2,269	4,524	10,301	2,049	3,349	5,398	1,744	
Change (%)			-9.4	+94	+311	+67.7	+138	+26	+53.9	-23.1	
Ratio (%)			9.1	11.1	11.7	10.5	5.9	9.7	7.8	5.8	
<b>System Equipment</b>											
Sales	8,677	15,645	24,322	9,166	15,218	48,706	9,800	15,166	24,966	9,921	55,000
Change (%)	-4	-5	-4.5	+5	-11	-5.1	+12.9	-3.1	+2.6	+8.2	+12.9
% of Net Sales	8.4	11.3	10.1	7.2	9.8	9.3	7.4	10.1	8.9	7.4	9.8
Domestic Sales			17,801	6,661	11,201	35,663	6,847	11,042	17,889	6,524	
Change (%)			-7.7	+9	-13	-6.6	+14	-6	+0.5	-2.1	
Ratio (%)			73.2	72.7	73.6	73.2	69.9	72.8	71.7	65.8	
Overseas Sales			6,521	2,505	4,017	13,043	2,953	4,124	7,077	3,397	
Change (%)			+5.5	-6	-7	-0.9	+10	+7	+8.5	+35.6	
Ratio (%)			26.8	27.3	26.4	26.8	30.1	27.2	28.3	34.2	
<b>Total</b>	<b>78,092</b>	<b>106,891</b>	<b>184,983</b>	<b>98,326</b>	<b>122,293</b>	<b>405,602</b>	<b>100,808</b>	<b>119,905</b>	<b>220,713</b>	<b>110,127</b>	<b>455,000</b>
Change (%)	+7	+11	+9.4	+26	+19	+15.8	+29.1	+12.2	+19.3	+12.0	+12.2
% of Net Sales	76.1	77.5	76.9	76.9	78.9	77.5	76.5	80.1	78.4	82.2	81.2
Domestic Sales			102,100	55,717	75,896	233,713	63,225	66,756	129,981	62,899	
Change (%)			+4.0	+40	+14	+14.2	+34	+22	+27.3	+12.9	
Ratio (%)			55.2	56.7	62.1	57.6	62.7	55.7	58.9	57.1	
Overseas Sales			82,883	42,609	46,397	171,889	37,583	53,149	90,732	47,228	
Change (%)			+17.0	+11	+28	+18.1	+22	+2	+9.5	+10.8	
Ratio (%)			44.8	43.3	37.9	42.4	37.3	44.3	41.1	42.9	

(millions of yen)	1Q	2Q	03/9	3Q	4Q	04/3	1Q	2Q	04/9	3Q	05/3Est.
<b>Electronic Components and Others</b>											
<b>Electronic Components</b>											
Sales	18,624	22,204	40,828	21,176	24,899	86,903	23,882	19,106	42,988	15,506	70,000
Change (%)	+89	+38	+57.1	+29	+37	+43.5	+28.2	-14.0	+5.3	-26.8	-19.5
% of Net Sales	18.1	16.1	17.0	16.6	16.0	16.6	18.1	12.7	15.3	11.6	12.5
Domestic Sales			19,901	9,347	10,800	40,048	10,786	10,925	21,711	9,829	
Change (%)			+5.7	-12	+14	+2.8	+18	+1	+9.1	+5.2	
Ratio (%)			48.7	44.1	43.4	46.1	45.2	57.2	50.5	63.4	
Overseas Sales			20,927	11,829	14,099	46,855	13,096	8,181	21,277	5,677	
Change (%)			+192.1	+106	+62	+116.8	+38	-28	+1.7	-52.0	
Ratio (%)			51.3	55.9	56.6	53.9	54.8	42.8	49.5	36.6	
<b>Others</b>											
Sales	5,942	8,825	14,767	8,376	7,880	31,023	7,030	10,765	17,795	8,301	35,000
Change (%)	-5	+4	+0.2	+1	+16	+3.9	+18.3	+22.0	+20.5	-0.9	+12.8
% of Net Sales	5.8	6.4	6.1	6.5	5.1	5.9	5.4	7.2	6.3	6.2	6.3
Domestic Sales			12,375	6,661	6,427	25,463	4,506	7,635	12,141	6,757	
Change (%)			+10.0	-6	-4	+1.7	-12	+5	-1.9	+1.4	
Ratio (%)			83.8	79.5	81.6	82.1	64.1	70.9	68.2	81.4	
Overseas Sales			2,392	1,715	1,453	5,560	2,524	3,130	5,654	1,544	
Change (%)			-31.5	+40	+1,245	+15.2	+202	+101	+136.4	-10.0	
Ratio (%)			16.2	20.5	18.4	17.9	35.9	29.1	31.8	18.6	
<b>Total</b>	<b>24,566</b>	<b>31,029</b>	<b>55,595</b>	<b>29,552</b>	<b>32,779</b>	<b>117,926</b>	<b>30,912</b>	<b>29,871</b>	<b>60,783</b>	<b>23,807</b>	<b>105,000</b>
Change (%)	+52	+26	+36.5	+20	+31	+30.4	+25.8	-3.7	+9.3	-19.4	-11.0
% of Net Sales	23.9	22.5	23.1	23.1	21.1	22.5	23.5	19.9	21.6	17.8	18.8
Domestic Sales			32,276	16,008	17,227	65,511	15,292	18,560	33,852	16,586	
Change (%)			+7.3	-10	+7	+2.4	+7	+3	+4.9	+3.6	
Ratio (%)			58.1	54.2	52.6	55.6	49.5	62.1	55.7	69.7	
Overseas Sales			23,319	13,544	15,552	52,415	15,620	11,311	26,931	7,221	
Change (%)			+118.8	+95	+76	+98.3	+51	-13	+15.5	-46.7	
Ratio (%)			41.9	45.8	47.4	44.4	50.5	37.9	44.3	30.3	

### Operating Income by Business Segments

(millions of yen)	1Q	2Q	03/9	3Q	4Q	04/3	1Q	2Q	04/9	3Q	05/3Est.
<b>Electronics</b>											
Amount	2,876	8,287	11,163	5,106	8,957	25,226	5,640	11,670	17,310	8,126	36,500
Change (%)			+20.8	+282	+24	+41.6	+96.1	+40.8	+55.1	+59.1	+44.7
<b>Electronic Components and Others</b>											
Amount	1,187	2,076	3,263	1,622	2,181	7,066	2,628	2,556	5,184	2,063	8,000
Change (%)			+67.3	+30	+35	+46.8	+121.4	+23.1	+58.9	+27.2	+13.2
<b>Elimination or Unallocated Amount</b>											
Amount	-1,049	-1,275	-2,324	-1,036	-1,441	-4,801	-1,167	-1,797	-2,964	-1,330	-5,500
<b>Total</b>	<b>3,014</b>	<b>9,088</b>	<b>12,102</b>	<b>5,692</b>	<b>9,697</b>	<b>27,491</b>	<b>7,101</b>	<b>12,429</b>	<b>19,530</b>	<b>8,859</b>	<b>39,000</b>
Change (%)			+37.8	+250	+29	+53.5	+135.6	+36.8	+61.4	+55.6	+41.9