

2. Segment Information

Sales by Product Category

| (millions of yen) | 1Q | 2Q | 06/9 | 3Q | 4Q | 07/3 | 1Q | 2Q | 07/9 | 3Q | 4Q | 08/3 | 09/3Est. |
|---|----------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Electronics | | | | | | | | | | | | | |
| Consumer | | | | | | | | | | | | | |
| Sales | 46,226 | 61,492 | 107,718 | 61,727 | 59,907 | 229,352 | 48,055 | 64,327 | 112,382 | 56,676 | 59,576 | 228,634 | 242,000 |
| Change (%) | +14.2 | +5.9 | +9.3 | +8.0 | +3.1 | +7.3 | +4.0 | +4.6 | +4.3 | -8.2 | -0.6 | -0.3 | +5.8 |
| % of Net Sales | 36.5 | 35.3 | 35.8 | 42.2 | 34.4 | 36.9 | 40.4 | 36.7 | 38.2 | 36.5 | 34.3 | 36.7 | 38.4 |
| Timepieces | | | | | | | | | | | | | |
| Sales | 15,693 | 21,992 | 37,685 | 20,107 | 20,156 | 77,948 | 18,285 | 24,297 | 42,582 | 21,933 | 22,407 | 86,922 | 90,000 |
| Change (%) | +13.8 | +11.6 | +12.5 | +12.8 | +2.0 | +9.7 | +16.5 | +10.5 | +13.0 | +9.1 | +11.2 | +11.5 | +3.5 |
| % of Net Sales | 12.4 | 12.6 | 12.6 | 13.7 | 11.6 | 12.6 | 15.3 | 13.9 | 14.5 | 14.1 | 12.9 | 13.9 | 14.3 |
| Mobile Network Solutions | | | | | | | | | | | | | |
| Sales | 37,509 | 49,320 | 86,829 | 31,969 | 52,516 | 171,314 | 19,123 | 46,396 | 65,519 | 45,230 | 55,051 | 165,800 | 180,000 |
| Change (%) | +118.8 | +3.2 | +33.7 | -0.8 | +22.9 | +22.5 | -49.0 | -5.9 | -24.5 | +41.5 | +4.8 | -3.2 | +8.6 |
| % of Net Sales | 29.7 | 28.4 | 28.9 | 21.9 | 30.2 | 27.6 | 16.1 | 26.5 | 22.2 | 29.2 | 31.7 | 26.6 | 28.6 |
| System Equipment | | | | | | | | | | | | | |
| Sales | 9,655 | 14,788 | 24,443 | 10,140 | 14,019 | 48,602 | 8,745 | 13,236 | 21,981 | 9,754 | 13,561 | 45,296 | 46,000 |
| Change (%) | +1.6 | +3.8 | +2.9 | +7.4 | -9.1 | -0.1 | -9.4 | -10.5 | -10.1 | -3.8 | -3.3 | -6.8 | +1.6 |
| % of Net Sales | 7.6 | 8.5 | 8.1 | 6.9 | 8.1 | 7.8 | 7.3 | 7.5 | 7.5 | 6.3 | 7.8 | 7.3 | 7.3 |
| Total | 109,083 | 147,592 | 256,675 | 123,943 | 146,598 | 527,216 | 94,208 | 148,256 | 242,464 | 133,593 | 150,595 | 526,652 | 558,000 |
| Change (%) | +34.8 | +5.6 | +16.3 | +6.3 | +7.8 | +11.4 | -13.6 | +0.4 | -5.5 | +7.8 | +2.7 | -0.1 | +6.0 |
| % of Net Sales | 86.2 | 84.8 | 85.4 | 84.7 | 84.3 | 84.9 | 79.1 | 84.6 | 82.4 | 86.1 | 86.7 | 84.5 | 88.6 |
| Electronic Components and Others | | | | | | | | | | | | | |
| Electronic Components | | | | | | | | | | | | | |
| Sales | 10,646 | 17,146 | 27,792 | 15,471 | 19,527 | 62,790 | 18,529 | 19,528 | 38,057 | 15,538 | 14,773 | 68,368 | 44,000 |
| Change (%) | -36.6 | -17.6 | -26.1 | -15.0 | +7.5 | -15.1 | +74.0 | +13.9 | +36.9 | +0.4 | -24.3 | +8.9 | -35.6 |
| % of Net Sales | 8.4 | 9.8 | 9.2 | 10.6 | 11.2 | 10.1 | 15.6 | 11.1 | 12.9 | 10.0 | 8.5 | 11.0 | 7.0 |
| Others | | | | | | | | | | | | | |
| Sales | 6,789 | 9,318 | 16,107 | 6,836 | 7,820 | 30,763 | 6,314 | 7,442 | 13,756 | 5,994 | 8,280 | 28,030 | 28,000 |
| Change (%) | +1.9 | +1.1 | +1.4 | -16.9 | -11.2 | -6.5 | -7.0 | -20.1 | -14.6 | -12.3 | +5.9 | -8.9 | -0.1 |
| % of Net Sales | 5.4 | 5.4 | 5.4 | 4.7 | 4.5 | 5.0 | 5.3 | 4.3 | 4.7 | 3.9 | 4.8 | 4.5 | 4.4 |
| Total | 17,435 | 26,464 | 43,899 | 22,307 | 27,347 | 93,553 | 24,843 | 26,970 | 51,813 | 21,532 | 23,053 | 96,398 | 72,000 |
| Change (%) | -25.7 | -11.9 | -17.9 | -15.6 | +1.4 | -12.5 | +42.5 | +1.9 | +18.0 | -3.5 | -15.7 | +3.0 | -25.3 |
| % of Net Sales | 13.8 | 15.2 | 14.6 | 15.3 | 15.7 | 15.1 | 20.9 | 15.4 | 17.6 | 13.9 | 13.3 | 15.5 | 11.4 |

Sales by Region

| (millions of yen) | | 06/9 | 07/3 | 07/9 | 08/3 |
|--------------------------|----------------|---------|---------|---------|---------|
| Domestic | Sales | 171,538 | 345,790 | 140,926 | 327,999 |
| | Change (%) | +4.4 | +0.3 | -17.8 | -5.1 |
| | % of Net Sales | 57.1 | 55.7 | 47.9 | 52.6 |
| North America | Sales | 40,195 | 83,951 | 42,606 | 80,790 |
| | Change (%) | +46.8 | +42.6 | +6.0 | -3.8 |
| | % of Net Sales | 13.4 | 13.5 | 14.5 | 13.0 |
| Europe | Sales | 43,132 | 90,902 | 47,874 | 94,333 |
| | Change (%) | +18.5 | +15.3 | +11.0 | +3.8 |
| | % of Net Sales | 14.3 | 14.7 | 16.3 | 15.2 |
| Asia & Others | Sales | 45,709 | 100,126 | 62,871 | 119,928 |
| | Change (%) | -1.0 | +2.3 | +37.5 | +19.8 |
| | % of Net Sales | 15.2 | 16.1 | 21.3 | 19.2 |

Operating Income by Business Segments

| (millions of yen) | 1Q | 2Q | 06/9 | 3Q | 4Q | 07/3 | 1Q | 2Q | 07/9 | 3Q | 4Q | 08/3 | 09/3Est. |
|--|--------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Electronics | | | | | | | | | | | | | |
| Amount | 6,737 | 18,756 | 25,493 | 11,485 | 16,913 | 53,891 | 3,481 | 14,311 | 17,792 | 12,729 | 16,016 | 46,537 | 52,500 |
| Change (%) | +79.5 | +25.9 | +36.7 | +32.7 | +17.0 | +29.1 | -48.3 | -23.7 | -30.2 | +10.8 | -5.3 | -13.6 | +12.8 |
| Electronic Components and Others | | | | | | | | | | | | | |
| Amount | 51 | 154 | 205 | -154 | -836 | -785 | -887 | -491 | -1,378 | -1,145 | -736 | -3,259 | 500 |
| Change (%) | -96.6 | -94.1 | -95.0 | - | - | - | - | - | - | - | - | - | - |
| Elimination or Unallocated Amount | | | | | | | | | | | | | |
| Amount | -1,244 | -1,256 | -2,500 | -1,207 | -1,325 | -5,032 | -1,358 | -1,314 | -2,672 | -1,274 | -1,579 | -5,525 | -6,000 |
| Total | 5,544 | 17,654 | 23,198 | 10,124 | 14,752 | 48,074 | 1,236 | 12,506 | 13,742 | 10,310 | 13,701 | 37,753 | 47,000 |
| Change (%) | +55.5 | +9.3 | +17.6 | +12.3 | +2.6 | +11.5 | -77.7 | -29.2 | -40.8 | +1.8 | -7.1 | -21.5 | +24.5 |