

Quarterly Trends of Financial Results [IFRS]

1. Consolidated Results of Operations

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	%	Amount	%
Sales revenue	387,484	100.0%	413,154	100.0%	413,779	100.0%	409,293	100.0%	1,623,710	100.0%	384,937	100.0%	414,113	100.0%	397,835	100.0%	402,168	100.0%	1,599,053	100.0%	-7,125	-1.7%	4,333	1.1%
Operating profit	37,104	9.6%	45,497	11.0%	-22,025	—	34,247	8.4%	94,823	5.8%	22,629	5.9%	37,691	9.1%	34,540	8.7%	5,333	1.3%	100,193	6.3%	-28,914	-84.4%	-29,207	-84.6%
Profit before income taxes	55,488	14.3%	50,201	12.2%	-1,589	—	36,510	8.9%	140,610	8.7%	45,486	11.8%	39,727	9.6%	56,416	14.2%	7,197	1.8%	148,826	9.3%	-29,313	-80.3%	-49,219	-87.2%
Profit attributable to owners of the parent	42,284	10.9%	36,110	8.7%	1,025	0.2%	23,791	5.8%	103,210	6.4%	32,037	8.3%	27,577	6.7%	41,651	10.5%	6,456	1.6%	107,721	6.7%	-17,335	-72.9%	-35,195	-84.5%

(Unit: Yen)

Average exchange rate	US\$	109	111	113	110	111	110	107	109	109	109
	Euro	130	130	129	125	128	123	119	120	120	121

2. Capital expenditures, Depreciation charge and R&D expenses

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	%	Amount	%
Capital expenditures	29,850	7.7%	27,171	6.6%	28,088	6.8%	31,940	7.8%	117,049	7.2%	25,821	6.7%	30,362	7.3%	26,844	6.7%	22,976	5.7%	106,003	6.6%	-8,964	-28.1%	-3,868	-14.4%
Depreciation charge of property, plant and equipment	11,703	3.0%	12,592	3.0%	13,724	3.3%	13,505	3.3%	51,524	3.2%	14,317	3.7%	14,817	3.6%	16,179	4.1%	17,100	4.3%	62,413	3.9%	3,595	26.6%	921	5.7%
R&D expenses	16,713	4.3%	18,543	4.5%	17,260	4.2%	17,411	4.3%	69,927	4.3%	18,866	4.9%	19,717	4.8%	20,325	5.1%	20,333	5.1%	79,241	5.0%	2,922	16.8%	8	0.0%

3. Sales Revenue by Reporting Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Industrial & Automotive Components Group	81,956	21.1%	78,851	19.1%	77,587	18.7%	75,945	18.6%	314,339	19.4%	79,330	20.6%	87,822	21.2%	86,602	21.8%	87,339	21.7%	341,093	21.3%	11,394	15.0%	737	0.9%
Semiconductor Components Group	60,649	15.7%	66,820	16.2%	66,038	16.0%	55,710	13.6%	249,217	15.3%	57,973	15.1%	65,122	15.7%	63,995	16.1%	60,138	15.0%	247,228	15.5%	4,428	7.9%	-3,857	-6.0%
Electronic Devices Group	88,284	22.8%	95,519	23.1%	94,288	22.8%	86,736	21.2%	364,827	22.5%	83,203	21.6%	84,348	20.4%	81,229	20.4%	75,333	18.7%	324,113	20.3%	-11,403	-13.1%	-5,896	-7.3%
Total Components Business	230,889	59.6%	241,190	58.4%	237,913	57.5%	218,391	53.4%	928,383	57.2%	220,506	57.3%	237,292	57.3%	231,826	58.3%	222,810	55.4%	912,434	57.1%	4,419	2.0%	-9,016	-3.9%
Communications Group	51,610	13.3%	63,261	15.3%	65,761	15.9%	71,435	17.5%	252,067	15.5%	62,222	16.2%	64,755	15.6%	59,123	14.9%	65,962	16.4%	252,062	15.8%	-5,473	-7.7%	6,839	11.6%
Document Solutions Group	88,796	22.9%	89,973	21.8%	95,066	22.9%	101,312	24.7%	375,147	23.1%	87,130	22.6%	90,754	21.9%	89,640	22.5%	92,391	23.0%	359,915	22.5%	-8,921	-8.8%	2,751	3.1%
Life & Environment Group	18,692	4.8%	22,113	5.3%	17,707	4.3%	21,602	5.3%	80,114	5.0%	17,793	4.6%	24,327	5.9%	19,860	5.0%	24,711	6.1%	86,691	5.4%	3,109	14.4%	4,851	24.4%
Total Equipment & Systems Business	159,098	41.0%	175,347	42.4%	178,534	43.1%	194,349	47.5%	707,328	43.6%	167,145	43.4%	179,836	43.4%	168,623	42.4%	183,064	45.5%	698,668	43.7%	-11,285	-5.8%	14,441	8.6%
Others	4,932	1.3%	4,400	1.1%	4,023	1.0%	3,835	0.9%	17,190	1.0%	4,110	1.1%	3,691	0.9%	4,709	1.2%	4,227	1.1%	16,737	1.0%	392	10.2%	-482	-10.2%
Adjustments and eliminations	-7,435	-1.9%	-7,783	-1.9%	-6,691	-1.6%	-7,282	-1.8%	-29,191	-1.8%	-6,824	-1.8%	-6,706	-1.6%	-7,323	-1.9%	-7,933	-2.0%	-28,786	-1.8%	-651	—	-610	—
Sales revenue	387,484	100.0%	413,154	100.0%	413,779	100.0%	409,293	100.0%	1,623,710	100.0%	384,937	100.0%	414,113	100.0%	397,835	100.0%	402,168	100.0%	1,599,053	100.0%	-7,125	-1.7%	4,333	1.1%

*% represents the component ratio.

4. Business Profit by Reporting Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	% to Sales revenue	Amount	%	Amount	%
Industrial & Automotive Components Group	10,416	12.7%	10,834	13.7%	9,963	12.8%	7,237	9.5%	38,450	12.2%	4,798	6.0%	4,436	5.1%	3,210	3.7%	3,369	3.9%	15,813	4.6%	-3,868	-53.4%	159	5.0%
Semiconductor Components Group	5,846	9.6%	7,311	10.9%	-8,321	—	6,096	10.9%	10,932	4.4%	5,082	8.8%	9,408	14.4%	8,508	13.3%	7,513	12.5%	30,511	12.3%	1,417	23.2%	-995	-11.7%
Electronic Devices Group	14,397	16.3%	19,420	20.3%	19,103	20.3%	14,006	16.1%	66,926	18.3%	13,418	16.1%	11,560	13.7%	11,496	14.2%	-4,730	—	31,744	9.8%	-18,736	—	-16,226	—
Total Components Business	30,659	13.3%	37,565	15.6%	20,745	8.7%	27,339	12.5%	116,308	12.5%	23,298	10.6%	25,404	10.7%	23,214	10.0%	6,152	2.8%	78,068	8.6%	-21,187	-77.5%	-17,062	-73.5%
Communications Group	-2,241	—	2,897	4.6%	5,021	7.6%	4,716	6.6%	10,393	4.1%	2,013	3.2%	2,986	4.6%	1,938	3.3%	4,513	6.8%	11,450	4.5%	-203	-4.3%	2,575	132.9%
Document Solutions Group	10,348	11.7%	9,630	10.7%	10,103	10.6%	13,447	13.3%	43,528	11.6%	8,966	10.3%	9,917	10.9%	8,615	9.6%	6,991	7.6%	34,489	9.6%	-6,456	-48.0%	-1,624	-18.9%
Life & Environment Group	-3,015	—	-3,383	—	-57,496	—	-3,122	—	-67,016	—	-2,590	—	-2,406	—	-2,344	—	-3,858	—	-11,198	—	-736	—	-1,514	—
Total Equipment & Systems Business	5,092	3.2%	9,144	5.2%	-42,372	—	15,041	7.7%	-13,095	—	8,389	5.0%	10,497	5.8%	8,209	4.9%	7,646	4.2%	34,741	5.0%	-7,395	-49.2%	-563	-6.9%
Others	617	12.5%	350	8.0%	597	14.8%	-904	—	660	3.8%	-910	—	-1,010	—	-1,213	—	-1,351	—	-4,484	—	-447	—	-138	—
Total business profit	36,368	9.4%	47,059	11.4%	-21,030	—	41,476	10.1%	103,873	6.4%	30,777	8.0%	34,891	8.4%	30,210	7.6%	12,447	3.1%	108,325	6.8%	-29,029	-70.0%	-17,763	-58.8%
Corporate gains and share of net profit of investments accounted for using the equity method	19,465	—	3,618	—	19,888	—	-4,017	—	38,954	—	14,938	—	5,137	—	26,222	—	-4,320	—	41,977	—	-303	—	-30,542	—
Adjustments and eliminations	-345	—	-476	—	-447	—	-949	—	-2,217	—	-229	—	-301	—	-16	—	-930	—	-1,476	—	19	—	-914	—
Profit before income taxes	55,488	14.3%	50,201	12.2%	-1,589	—	36,510	8.9%	140,610	8.7%	45,486	11.8%	39,727	9.6%	56,416	14.2%	7,197	1.8%	148,826	9.3%	-29,313	-80.3%	-49,219	-87.2%

5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Industrial & Automotive Components Group	85,096	21.1%	79,173	19.4%	77,160	19.1%	74,497	18.9%	315,926	19.6%	77,940	20.6%	87,813	22.5%	86,149	22.2%	87,593	22.4%	339,495	21.9%	13,096	17.6%	1,444	1.7%
Semiconductor Components Group	62,317	15.5%	66,590	16.3%	63,589	15.7%	53,373	13.6%	245,869	15.3%	58,118	15.4%	64,395	16.5%	61,278	15.8%	59,935	15.3%	243,726	15.8%	6,562	12.3%	-1,343	-2.2%
Electronic Devices Group	100,423	24.9%	99,101	24.2%	90,772	22.4%	80,786	20.6%	371,082	23.1%	85,360	22.6%	80,172	20.6%	78,143	20.1%	75,902	19.4%	319,577	20.7%	-4,884	-6.0%	-2,241	-2.9%
Total Components Business	247,836	61.5%	244,864	59.9%	231,521	57.2%	208,656	53.1%	932,877	58.0%	221,418	58.6%	232,380	59.6%	225,570	58.1%	223,430	57.1%	902,798	58.4%	14,774	7.1%	-2,140	-0.9%
Communications Group	53,408	13.3%	62,215	15.2%	63,028	15.6%	72,968	18.6%	251,619	15.6%	57,182	15.1%	48,439	12.4%	55,814	14.4%	58,095	14.9%	219,530	14.2%	-14,873	-20.4%	2,281	4.1%
Document Solutions Group	88,449	21.9%	89,630	21.9%	94,351	23.3%	101,294	25.8%	373,724	23.2%	87,050	23.1%	90,337	23.2%	89,567	23.1%	92,400	23.6%	359,354	23.2%	-8,894	-8.8%	2,833	3.2%
Life & Environment Group	16,957	4.2%	16,150	4.0%	19,344	4.8%	16,568	4.2%	69,019	4.3%	16,210	4.3%	21,991	5.6%	20,290	5.2%	25,022	6.4%	83,513	5.4%	8,454	51.0%	4,732	23.3%
Total Equipment & Systems Business	158,814	39.4%	167,995	41.1%	176,723	43.7%	190,830	48.6%	694,362	43.1%	160,442	42.5%	160,767	41.2%	165,671	42.7%	175,517	44.9%	662,397	42.8%	-15,313	-8.0%	9,846	5.9%
Others	3,205	0.8%	3,004	0.7%	2,784	0.7%	2,566	0.7%	11,559	0.7%	2,841	0.8%	2,549	0.7%	2,936	0.7%	2,418	0.6%	10,744	0.7%	-148	-5.8%	-518	-17.6%
Adjustments and eliminations	-6,821	-1.7%	-6,946	-1.7%	-6,509	-1.6%	-9,027	-2.4%	-29,303	-1.8%	-7,092	-1.9%	-5,827	-1.5%	-5,934	-1.5%	-10,163	-2.6%	-29,016	-1.9%	-1,136	—	-4,229	—
Orders	403,034	100.0%	408,917	100.0%	404,519	100.0%	393,025	100.0%	1,609,495	100.0%	377,609	100.0%	389,869	100.0%	388,243	100.0%	391,202	100.0%	1,546,923	100.0%	-1,823	-0.5%	2,959	0.8%

* % represents the component ratio.

6. Capital expenditures by Reporting Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Industrial & Automotive Components Group	8,892	29.8%	8,440	31.1%	7,666	27.3%	12,748	39.9%	37,746	32.2%	5,195	20.1%	6,183	20.4%	7,247	27.0%	4,344	18.9%	22,969	21.6%	-8,404	-65.9%	-2,903	-40.1%
Semiconductor Components Group	4,649	15.6%	3,854	14.2%	5,503	19.6%	3,731	11.7%	17,737	15.2%	2,184	8.5%	3,560	11.7%	2,381	8.9%	3,833	16.7%	11,958	11.3%	102	2.7%	1,452	61.0%
Electronic Devices Group	8,853	29.6%	8,459	31.1%	8,412	29.9%	7,551	23.6%	33,275	28.4%	9,672	37.4%	8,988	29.6%	5,472	20.4%	5,426	23.6%	29,558	27.9%	-2,125	-28.1%	-46	-0.8%
Total Components Business	22,394	75.0%	20,753	76.4%	21,581	76.8%	24,030	75.2%	88,758	75.8%	17,051	66.0%	18,731	61.7%	15,100	56.3%	13,603	59.2%	64,485	60.8%	-10,427	-43.4%	-1,497	-9.9%
Communications Group	1,629	5.5%	1,098	4.0%	1,164	4.1%	1,054	3.3%	4,945	4.2%	914	3.5%	1,086	3.6%	900	3.4%	1,430	6.2%	4,330	4.1%	376	35.7%	530	58.9%
Document Solutions Group	2,749	9.2%	1,827	6.7%	1,418	5.1%	1,577	4.9%	7,571	6.5%	1,659	6.4%	2,104	6.9%	3,045	11.3%	2,058	9.0%	8,866	8.4%	481	30.5%	-987	-32.4%
Life & Environment Group	547	1.8%	1,595	5.9%	1,253	4.5%	2,153	6.8%	5,548	4.7%	1,792	7.0%	1,451	4.8%	2,056	7.7%	2,279	9.9%	7,578	7.1%	126	5.9%	223	10.8%
Total Equipment & Systems Business	4,925	16.5%	4,520	16.6%	3,835	13.7%	4,784	15.0%	18,064	15.4%	4,365	16.9%	4,641	15.3%	6,001	22.4%	5,767	25.1%	20,774	19.6%	983	20.5%	-234	-3.9%
Others	249	0.8%	165	0.6%	258	0.9%	447	1.4%	1,119	1.0%	1,021	4.0%	1,220	4.0%	483	1.7%	474	2.1%	3,198	3.0%	27	6.0%	-9	-1.9%
Corporate	2,282	7.7%	1,733	6.4%	2,414	8.6%	2,679	8.4%	9,108	7.8%	3,384	13.1%	5,770	19.0%	5,260	19.6%	3,132	13.6%	17,546	16.6%	453	16.9%	-2,128	-40.5%
Total	29,850	100.0%	27,171	100.0%	28,088	100.0%	31,940	100.0%	117,049	100.0%	25,821	100.0%	30,362	100.0%	26,844	100.0%	22,976	100.0%	106,003	100.0%	-8,964	-28.1%	-3,868	-14.4%

* % represents the component ratio.

7. Depreciation charge of property, plant and equipment by Reporting Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Industrial & Automotive Components Group	2,425	20.7%	2,736	21.7%	3,070	22.3%	3,301	24.4%	11,532	22.4%	3,506	24.5%	3,730	25.2%	4,096	25.4%	4,112	24.1%	15,444	24.8%	811	24.6%	16	0.4%
Semiconductor Components Group	2,201	18.8%	2,328	18.5%	2,549	18.6%	1,899	14.1%	8,977	17.4%	1,983	13.9%	2,110	14.2%	2,366	14.6%	2,523	14.8%	8,982	14.4%	624	32.9%	157	6.6%
Electronic Devices Group	3,734	31.9%	4,160	33.1%	4,525	33.0%	4,709	34.9%	17,128	33.2%	4,860	33.9%	4,932	33.3%	5,379	33.2%	5,637	33.0%	20,808	33.3%	928	19.7%	258	4.8%
Total Components Business	8,360	71.4%	9,224	73.3%	10,144	73.9%	9,909	73.4%	37,637	73.0%	10,349	72.3%	10,772	72.7%	11,841	73.2%	12,272	71.9%	45,234	72.5%	2,363	23.8%	431	3.6%
Communications Group	678	5.8%	677	5.4%	659	4.8%	643	4.8%	2,657	5.2%	755	5.3%	809	5.5%	874	5.4%	1,200	7.0%	3,638	5.8%	557	86.6%	326	37.3%
Document Solutions Group	1,284	11.0%	1,324	10.5%	1,478	10.8%	1,458	10.8%	5,544	10.7%	1,542	10.8%	1,543	10.4%	1,663	10.3%	1,605	9.4%	6,353	10.2%	147	10.1%	-58	-3.5%
Life & Environment Group	710	6.0%	729	5.8%	730	5.3%	775	5.7%	2,944	5.7%	835	5.8%	868	5.8%	816	5.0%	949	5.5%	3,468	5.6%	174	22.5%	133	16.3%
Total Equipment & Systems Business	2,672	22.8%	2,730	21.7%	2,867	20.9%	2,876	21.3%	11,145	21.6%	3,132	21.9%	3,220	21.7%	3,353	20.7%	3,754	21.9%	13,459	21.6%	878	30.5%	401	12.0%
Others	289	2.5%	295	2.3%	305	2.2%	319	2.3%	1,208	2.4%	373	2.6%	400	2.7%	434	2.7%	455	2.6%	1,662	2.6%	136	42.6%	21	4.8%
Corporate	382	3.3%	343	2.7%	408	3.0%	401	3.0%	1,534	3.0%	463	3.2%	425	2.9%	551	3.4%	619	3.6%	2,058	3.3%	218	54.4%	68	12.3%
Total	11,703	100.0%	12,592	100.0%	13,724	100.0%	13,505	100.0%	51,524	100.0%	14,317	100.0%	14,817	100.0%	16,179	100.0%	17,100	100.0%	62,413	100.0%	3,595	26.6%	921	5.7%

* % represents the component ratio.

8. R&D expenses by Reporting Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Industrial & Automotive Components Group	3,579	21.4%	3,765	20.3%	3,517	20.3%	3,728	21.4%	14,589	20.9%	3,268	17.3%	3,462	17.5%	3,717	18.3%	3,920	19.3%	14,367	18.1%	192	5.2%	203	5.5%
Semiconductor Components Group	988	5.9%	883	4.8%	726	4.2%	792	4.6%	3,389	4.9%	1,007	5.3%	1,062	5.4%	1,193	5.9%	1,224	6.0%	4,486	5.7%	432	54.5%	31	2.6%
Electronic Devices Group	3,483	20.9%	3,859	20.8%	3,449	20.0%	3,086	17.7%	13,877	19.8%	3,823	20.3%	4,057	20.6%	4,252	20.9%	4,313	21.2%	16,445	20.7%	1,227	39.8%	61	1.4%
Total Components Business	8,050	48.2%	8,507	45.9%	7,692	44.5%	7,606	43.7%	31,855	45.6%	8,098	42.9%	8,581	43.5%	9,162	45.1%	9,457	46.5%	35,298	44.5%	1,851	24.3%	295	3.2%
Communications Group	1,451	8.7%	1,377	7.4%	1,314	7.6%	1,096	6.3%	5,238	7.5%	1,407	7.5%	1,518	7.7%	1,954	9.6%	1,671	8.2%	6,550	8.3%	575	52.5%	-283	-14.5%
Document Solutions Group	5,232	31.3%	5,853	31.5%	5,364	31.1%	5,338	30.7%	21,787	31.2%	5,272	27.9%	5,385	27.3%	5,547	27.3%	5,411	26.6%	21,615	27.3%	73	1.4%	-136	-2.5%
Life & Environment Group	1,456	8.7%	2,163	11.7%	2,205	12.8%	2,321	13.3%	8,145	11.6%	2,387	12.7%	2,334	11.8%	2,082	10.2%	2,246	11.1%	9,049	11.4%	-75	-3.2%	164	7.9%
Total Equipment & Systems Business	8,139	48.7%	9,393	50.6%	8,883	51.5%	8,755	50.3%	35,170	50.3%	9,066	48.1%	9,237	46.8%	9,583	47.1%	9,328	45.9%	37,214	47.0%	573	6.5%	-255	-2.7%
Others	524	3.1%	643	3.5%	685	4.0%	1,050	6.0%	2,902	4.1%	1,702	9.0%	1,899	9.7%	1,580	7.8%	1,548	7.6%	6,729	8.5%	498	47.4%	-32	-2.0%
Total	16,713	100.0%	18,543	100.0%	17,260	100.0%	17,411	100.0%	69,927	100.0%	18,866	100.0%	19,717	100.0%	20,325	100.0%	20,333	100.0%	79,241	100.0%	2,922	16.8%	8	0.0%

* % represents the component ratio.

9. Sales Revenue by Geographic Segment

(Unit: Yen in millions)

	FY3/2019										FY3/2020										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY3/2019		Q3 of FY3/2020	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Japan	136,964	35.3%	150,921	36.5%	150,014	36.3%	157,465	38.5%	595,364	36.7%	143,353	37.3%	154,751	37.4%	144,544	36.3%	155,465	38.7%	598,113	37.4%	-2,000	-1.3%	10,921	7.6%
Asia	92,882	24.0%	103,938	25.2%	102,405	24.7%	83,410	20.4%	382,635	23.6%	86,277	22.4%	93,964	22.7%	97,155	24.4%	81,550	20.3%	358,946	22.4%	-1,860	-2.2%	-15,605	-16.1%
Europe	82,345	21.3%	78,491	19.0%	81,031	19.6%	89,641	21.9%	331,508	20.4%	76,711	19.9%	75,204	18.2%	72,938	18.3%	81,473	20.3%	306,326	19.2%	-8,168	-9.1%	8,535	11.7%
United States of America	59,994	15.5%	63,664	15.4%	65,331	15.8%	59,958	14.6%	248,947	15.3%	63,643	16.5%	75,288	18.2%	68,872	17.3%	68,199	17.0%	276,002	17.3%	8,241	13.7%	-673	-1.0%
Others	15,299	3.9%	16,140	3.9%	14,998	3.6%	18,819	4.6%	65,256	4.0%	14,953	3.9%	14,906	3.5%	14,326	3.7%	15,481	3.7%	59,666	3.7%	-3,338	-17.7%	1,155	8.1%
Sales revenue	387,484	100.0%	413,154	100.0%	413,779	100.0%	409,293	100.0%	1,623,710	100.0%	384,937	100.0%	414,113	100.0%	397,835	100.0%	402,168	100.0%	1,599,053	100.0%	-7,125	-1.7%	4,333	1.1%

* % represents the component ratio.

10. Number of employees

(As of the end of each quarter)

	FY3/2019				FY3/2020			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	77,243	77,406	77,617	76,863	77,817	76,786	76,411	75,505
Japan	26,271	26,205	25,921	25,971	26,222	26,198	26,085	26,225
Outside Japan	50,972	51,201	51,696	50,892	51,595	50,588	50,326	49,280