

# ROHM CO., LTD. Financial Highlights for the First Quarter of Fiscal Year Ending March 31, 2004



August 7, 2003

## 1. Consolidated Financial Results

(Figures are rounded down to the nearest million yen. Any fraction less than the unit are rounded off.)

		First quarter of	First quarter of	Increase/decrease from the first		Year ended	Year ending March 31, 2004 (Projected)		
		fiscal year ending	fiscal year ended	quarter of fiscal year ended	quarter of fiscal year ended	March 31, 2003	Annual	Increase/ decrease from the previous year	First six months
		March 31, 2004	March 31, 2003	March 31, 2003	March 31, 2003	Actual			
		Actual	Actual	Amount	Percentage				
Net sales	Millions of yen	89,032	94,954	-5,922	-6.2%	350,281	351,000	+0.2%	181,000
Cost of sales	Millions of yen	48,083	47,854	+229	+0.5%	185,795	182,000		92,500
Selling, general and administrative expenses	Millions of yen	16,503	15,379	+1,124	+7.3%	68,363	72,000		35,500
Operating income	Millions of yen	24,445	31,719	-7,274	-22.9%	96,122	97,000	+0.9%	53,000
(Operating income margin)		(27.5%)	(33.4%)	(-5.9%)		(27.4%)	(27.6%)		(29.3%)
Ordinary income	Millions of yen	24,265	25,908	-1,643	-6.3%	91,684	99,000	+8.0%	54,000
(Ordinary income margin)		(27.3%)	(27.3%)	(0.0%)		(26.2%)	(28.2%)		(29.8%)
Net income	Millions of yen	13,928	14,796	-868	-5.9%	53,003	65,000	+22.6%	32,000
(Net income margin)		(15.6%)	(15.6%)	(0.0%)		(15.1%)	(18.5%)		(17.7%)
Net income per share	Yen	117.26	124.66	-7.40	-5.9%	445.52	547.20		269.39
Return on equity	%					8.1			
Ordinary income to total assets	%					11.9			
Total assets	Millions of yen	813,238	752,196			805,692			
Shareholders' equity	Millions of yen	691,461	638,702			676,577			
Shareholders' equity ratio	%	85.0	84.9			84.0			
Shareholders' equity per share	Yen	5,821.12	5,380.48			5,694.92			
Foreign exchange rate (Average yen-dollar rate)	Yen/US\$	119.35	128.33			122.28	120		120
Sales by product category									
Integrated circuits	Millions of yen	40,928	43,738	-2,810	-6.4%	159,424	161,369	+1.2%	83,322
Discrete semiconductor devices		33,583	36,956	-3,373	-9.1%	136,252	131,110	-3.8%	68,036
Passive components		5,925	6,305	-380	-6.0%	24,688	24,386	-1.2%	12,244
Displays		8,594	7,953	+641	+8.1%	29,916	34,133	+14.1%	17,396
Sales by geographical region									
Japan	Millions of yen	40,713	43,079	-2,366	-5.5%	161,456	163,581	+1.3%	82,670
Asia		39,735	41,429	-1,694	-4.1%	151,371	152,353	+0.6%	80,824
Americas		3,662	5,265	-1,603	-30.4%	18,111	16,293	-10.0%	8,024
Europe		4,921	5,179	-258	-5.0%	19,342	18,770	-3.0%	9,479

(Note) The financial figures for the first quarters of the fiscal years ended March 31, 2003 and ending March 31, 2004 have not been audited by independent auditors.

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Note: This report is a translation of the financial highlights of the Company prepared in accordance with the provisions set forth in the Securities and Exchange Law and its related accounting regulations, and in conformity with accounting principles generally accepted in Japan. The original version of this report is written in Japanese. In the event of any discrepancies in words, accounts, figures or the like between this report and the original, the original Japanese version shall govern.

# Consolidated Business Results Highlights for the First Quarter of Fiscal Year Ending March 31, 2004

August 7, 2003

Listed Company Name: ROHM CO., LTD.

(Code No.: 6963; Listed on the first sections of the Tokyo Stock Exchange and the Osaka Securities Exchange)

(URL <http://www.rohm.co.jp>)

Contact	Title and name of representative	President, Ken Sato	
	Title and name of person responsible for contact	Director, Administration	(TEL: (075) 311-2121)
		Headquarters, Eiichi Sasayama	

## 1. Information on Presenting Quarterly Business Results Highlights

- ① Changes in accounting policies from consolidated report for most recent fiscal year : None
- ② Changes in scope of consolidation and application of equity method
  - Companies newly consolidated: None Companies excluded from consolidation: 1
  - Companies newly accounted for by equity method : None
  - Companies no longer accounted for by equity method: None

## 2. Business Result Highlights for the First Quarter of Fiscal 2004 (From April 1, 2003 to June 30, 2003)

### (1) Trends in Consolidated Results of Operations (Figures are rounded down to the nearest million yen.)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First quarter of fiscal year ending March 31, 2004	89,032	-6.2	24,445	-22.9	24,265	-6.3	13,928	-5.9
First quarter of fiscal year ended March 31, 2003	94,954	-	31,719	-	25,908	-	14,796	-
(Reference) Year ended March 31, 2003	350,281		96,122		91,684		53,003	

	Basic net income per share	Diluted net income per share
	Yen	Yen
First quarter of fiscal year ending March 31, 2004	117.26	-
First quarter of fiscal year ended March 31, 2003	124.66	124.54
(Reference) Year ended March 31, 2003	445.52	445.31

(Note) Percentage (%) shown for Net sales, Operating income and others represents change from the data of the same quarter of the previous year.

### [Qualitative Information on Trends in Consolidated Results of Operations]

In the first quarter of the fiscal year ending March 31, 2004, despite improvement in some economic indicators of Japan and some other regions, the world economy as a whole remained sluggish due to the effects of international conflicts and SARS, as well as a slowdown in the GDP growth of the U.S. In the electronics industry, the demand for digital audio/video and other consumer equipment markets entered a recovery phase, as often seen in the first quarter of each year. However, as the recovery was not strong, and due to production adjustment of cellular phones in Asia and the sluggish personal computer market, full-fledged recovery of the electronics market as a whole was not attained.

Under these circumstances, ROHM's net sales for the first quarter of the fiscal year ending March 31, 2004, decreased 6.2% to ¥89.032 billion from the same quarter of the previous year, and ordinary income and net income were down 6.3% and 5.9% to ¥24.265 billion and ¥13.928 billion respectively.

In the area of integrated circuits, while system LSIs for cellular phones and digital still cameras sold favorably, the market for products for audio/video equipment and personal computers did not show the rapid recovery seen in the previous year. As a result, ROHM's sales of integrated circuits decreased 6.4% to ¥40.928 billion from the same quarter of the previous year. Sales of discrete semiconductor devices as a whole remained low due to weak recovery of the market and increasing price decline pressure, although the demand for LEDs and some other products for the amusement-related equipment market was strong. Accordingly, ROHM's sales of discrete semiconductor devices decreased 9.1% to ¥33.583 billion. The market for passive components also remained sluggish due to market uncertainty, despite favorable sales of tantalum capacitors for digital still cameras. As a result, ROHM's sales of passive components decreased 6.0% to ¥5.925 billion. In the area of displays, sales of image sensor heads for multifunction printers and LCDs for cellular phones were strong and, accordingly, ROHM's sales of displays increased 8.1% to ¥8.594 billion.

## (2) Trends in Consolidated Financial Position

	Total assets	Shareholders' equity	Shareholders' equity ratio	Shareholders' equity per share
	Millions of yen	Millions of yen	%	Yen
First quarter of fiscal year ending March 31, 2004	813,238	691,461	85.0	5,821.12
First quarter of fiscal year ended March 31, 2003	752,196	638,702	84.9	5,380.48
(Reference) Year ended March 31, 2003	805,692	676,577	84.0	5,694.92

## [Consolidated Cash Flows]

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of year
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
First quarter of fiscal year ending March 31, 2004	4,303	718	-1,497	326,788
First quarter of fiscal year ended March 31, 2003	24,038	200	-1,152	244,320
(Reference) Year ended March 31, 2003	140,931	-38,381	-2,544	322,549

## [Qualitative Information on Trends in Consolidated Financial Position]

As of the end of the first quarter of the fiscal year ending March 31, 2004, total assets, total liabilities, minority interest and total shareholders' equity amounted to ¥813.238 billion (up ¥7.546 billion from the end of the previous fiscal year on March 31, 2003), ¥121.52 billion (down ¥7.351 billion), ¥256 million (up ¥12 million) and ¥691.461 billion (up ¥14.884 billion) respectively.

The status of cash flow for the first quarter of the fiscal year ending March 31, 2004 is as follows:

Net cash provided by operating activities amounted to ¥4.303 billion (¥24.038 billion for the same quarter of the previous year). This resulted primarily from cash increases due to the growth in income before income taxes and minority interests and in depreciation/amortization, as well as from cash decreases as a result of the payment of income taxes and the increase in trade receivables.

Net cash provided by investing activities amounted to ¥718 million (net cash used in the same quarter of the previous year: ¥200 million), primarily as a result of purchases and sales of securities and investment securities.

Net cash used in financing activities amounted to ¥1.497 billion (¥1.152 billion for the same quarter of the previous year), primarily as a result of dividend payments.

As a result, cash and cash equivalents amounted to ¥326.788 billion at the end of the quarter in review, up ¥4.238 billion from the end of the previous fiscal year on March 31, 2003.

## 3. Consolidated Business Results Forecast for Fiscal 2004 (From April 1, 2003 to March 31, 2004)

No change from the consolidated business results forecast presented in the financial report for the fiscal year ended March 31, 2003 released on May 8, 2003.

## [Reference]

	Forecasted net sales	Forecasted ordinary income	Forecasted net income	Forecasted net income per share
	Millions of yen	Millions of yen	Millions of yen	Yen
First six months of fiscal 2004	181,000	54,000	32,000	269.39
Fiscal 2004	351,000	99,000	65,000	547.20

\* The forecast data are based on the information available at the time of release of this report. Therefore, a number of important factors including changes in business conditions may cause actual results to differ materially from those discussed in the prospective statements.

## Consolidated Quarterly Balance Sheets

Accounts	Period	First quarter of fiscal 2004 (As of June 30, 2003) (Unaudited)		First quarter of fiscal 2003 (As of June 30, 2002) (Unaudited)		Fiscal 2003 (As of March 31, 2003)		Increase/decrease (-) from the end of fiscal 2003 on March 31, 2003
		Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount
(Assets)		Millions of yen	%	Millions of yen	%	Millions of yen		Millions of yen
<b>Current assets</b>								
Cash and time deposits		309,943		227,352		310,054		- 111
Trade notes and accounts receivable		93,042		98,282		84,350		8,692
Securities		49,577		45,444		47,960		1,617
Inventories		52,889		51,647		52,487		402
Prepaid pension cost		4,676		4,991		4,752		- 76
Deferred tax assets		12,931		10,335		14,159		- 1,228
Refundable income taxes		-		12,362		-		-
Other		7,715		6,444		6,820		895
Allowance for doubtful notes and accounts		- 621		- 1,229		- 590		- 31
<b>Total current assets</b>		<b>530,156</b>	<b>65.2</b>	<b>455,630</b>	<b>60.6</b>	<b>519,996</b>	<b>64.5</b>	<b>10,160</b>
<b>Fixed assets</b>								
<b>Property, plant and equipment</b>								
Buildings and structures		147,813		141,351		146,664		1,149
Machinery, equipment and vehicles		320,638		311,853		314,428		6,210
Tools and furniture		26,569		25,316		25,584		985
Land		52,059		52,389		52,537		- 478
Construction in progress		16,521		19,919		17,779		- 1,258
Accumulated depreciation		- 348,994		- 320,258		- 340,792		- 8,202
<b>Total tangible fixed assets</b>		<b>214,607</b>	<b>26.4</b>	<b>230,571</b>	<b>30.7</b>	<b>216,201</b>	<b>26.8</b>	<b>- 1,594</b>
<b>Intangible fixed assets</b>		<b>2,938</b>	<b>0.4</b>	<b>2,467</b>	<b>0.3</b>	<b>2,871</b>	<b>0.4</b>	<b>67</b>
<b>Investments and other assets</b>								
Investment securities		56,022		52,593		57,355		- 1,333
Deferred tax assets		7,334		8,173		6,966		368
Other		2,550		3,103		2,691		- 141
Allowance for doubtful accounts		- 372		- 343		- 389		17
<b>Total investments and other assets</b>		<b>65,535</b>	<b>8.0</b>	<b>63,526</b>	<b>8.4</b>	<b>66,623</b>	<b>8.3</b>	<b>- 1,088</b>
<b>Total fixed assets</b>		<b>283,081</b>	<b>34.8</b>	<b>296,565</b>	<b>39.4</b>	<b>285,696</b>	<b>35.5</b>	<b>- 2,615</b>
<b>Total assets</b>		<b>813,238</b>	<b>100.0</b>	<b>752,196</b>	<b>100.0</b>	<b>805,692</b>	<b>100.0</b>	<b>7,546</b>

Accounts	Period	First quarter of fiscal 2004 (As of June 30, 2003) (Unaudited)		First quarter of fiscal 2003 (As of June 30, 2002) (Unaudited)		Fiscal 2003 (As of March 31, 2003)		Increase/decrease (-) from the end of fiscal 2003 on March 31, 2003
		Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount
		Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen
(Liabilities)								
Current liabilities								
Trade notes and trade accounts payable		20,703		23,474		17,866		2,837
Other accounts payable		27,814		19,611		22,975		4,839
Accrued income taxes		13,481		14,099		28,732		- 15,251
Deferred tax liabilities		1,300		1,487		747		553
Other		11,914		11,688		13,359		- 1,445
Total current liabilities		<b>75,214</b>	<b>9.3</b>	<b>70,362</b>	<b>9.4</b>	<b>83,681</b>	<b>10.4</b>	<b>- 8,467</b>
Long-term liabilities								
Deferred tax liabilities		27,599		24,909		26,253		1,346
Liability for retirement benefits		16,810		15,941		16,801		9
Allowance for directors' retirement benefits		1,896		2,028		2,135		- 239
Total long-term liabilities		<b>46,306</b>	<b>5.7</b>	<b>42,879</b>	<b>5.7</b>	<b>45,190</b>	<b>5.6</b>	<b>1,116</b>
Total liabilities		<b>121,520</b>	<b>15.0</b>	<b>113,241</b>	<b>15.1</b>	<b>128,871</b>	<b>16.0</b>	<b>- 7,351</b>
(Minority interests)								
Minority interests		<b>256</b>	<b>0.0</b>	<b>252</b>	<b>0.0</b>	<b>244</b>	<b>0.0</b>	<b>12</b>
(Shareholders' equity)								
Common stock		<b>86,969</b>	<b>10.7</b>	<b>86,832</b>	<b>11.5</b>	<b>86,969</b>	<b>10.8</b>	-
Capital surplus		<b>102,403</b>	<b>12.6</b>	<b>102,267</b>	<b>13.6</b>	<b>102,403</b>	<b>12.7</b>	-
Retained earnings		<b>518,449</b>	<b>63.7</b>	<b>469,085</b>	<b>62.4</b>	<b>506,100</b>	<b>62.8</b>	<b>12,349</b>
Net unrealized gain on available-for-sale securities		<b>1,249</b>	<b>0.1</b>	<b>1,001</b>	<b>0.1</b>	<b>709</b>	<b>0.1</b>	<b>540</b>
Foreign currency translation adjustments		- <b>17,355</b>	- <b>2.1</b>	- <b>20,425</b>	- <b>2.7</b>	- <b>19,362</b>	- <b>2.4</b>	<b>2,007</b>
Treasury stock - at cost		- <b>255</b>	- <b>0.0</b>	- <b>58</b>	- <b>0.0</b>	- <b>243</b>	- <b>0.0</b>	- <b>12</b>
Total shareholders' equity		<b>691,461</b>	<b>85.0</b>	<b>638,702</b>	<b>84.9</b>	<b>676,577</b>	<b>84.0</b>	<b>14,884</b>
Total liabilities, minority interests and shareholders' equity		<b>813,238</b>	<b>100.0</b>	<b>752,196</b>	<b>100.0</b>	<b>805,692</b>	<b>100.0</b>	<b>7,546</b>

## Consolidated Quarterly Statements of Income

Accounts	Period	First quarter of fiscal 2004 From April 1, 2003 To June 30, 2003 (Unaudited)		First quarter of fiscal 2003 From April 1, 2002 To June 30, 2002 (Unaudited)		Increase/decrease (-) from the first quarter of fiscal 2003	Fiscal 2003 From April 1, 2002 To March 31, 2003	
		Amount	Percentage	Amount	Percentage		Amount	Percentage
		Millions of yen	%	Millions of yen	%	Millions of yen	Millions of yen	%
Net sales		89,032	100.0	94,954	100.0	- 5,922	350,281	100.0
Cost of sales		48,083	54.0	47,854	50.4	229	185,795	53.0
Gross profit		<b>40,949</b>	<b>46.0</b>	<b>47,099</b>	<b>49.6</b>	- <b>6,150</b>	<b>164,486</b>	<b>47.0</b>
Selling, general and administrative expenses		16,503	18.5	15,379	16.2	1,124	68,363	19.6
Operating income		<b>24,445</b>	<b>27.5</b>	<b>31,719</b>	<b>33.4</b>	- <b>7,274</b>	<b>96,122</b>	<b>27.4</b>
Non-operating income		888	1.0	1,245	1.3	- 357	4,649	1.4
Non-operating expenses		1,067	1.2	7,056	7.4	- 5,989	9,087	2.6
Ordinary income		<b>24,265</b>	<b>27.3</b>	<b>25,908</b>	<b>27.3</b>	- <b>1,643</b>	<b>91,684</b>	<b>26.2</b>
Extraordinary gains		2	0.0	79	0.1	- 77	190	0.0
Extraordinary losses		1,073	1.2	655	0.7	418	1,399	0.4
Income before income taxes and minority interests		<b>23,194</b>	<b>26.1</b>	<b>25,332</b>	<b>26.7</b>	- <b>2,138</b>	<b>90,476</b>	<b>25.8</b>
Income taxes - current		6,515	7.4	9,268	9.8	- 2,753	35,280	10.1
Income taxes - deferred		2,737	3.1	1,273	1.3	1,464	2,198	0.6
Minority interests		12	0.0	- 5	- 0.0	17	- 6	- 0.0
Net income		<b>13,928</b>	<b>15.6</b>	<b>14,796</b>	<b>15.6</b>	- <b>868</b>	<b>53,003</b>	<b>15.1</b>

**Consolidated Quarterly Statements of Cash Flows**

Accounts	Period	First quarter of fiscal 2004 From April 1, 2003 To June 30, 2003 (Unaudited)	First quarter of fiscal 2003 From April 1, 2002 To June 30, 2002 (Unaudited)	Increase/decrease (-) from the first quarter of fiscal 2003	Fiscal 2003 From April 1, 2002 To March 31, 2003
		Amount	Amount	Amount	Amount
		Millions of yen	Millions of yen	Millions of yen	Millions of yen
<b>I Operating Activities</b>					
1. Income before income taxes and minority interests		23,194	25,332	- 2,138	90,476
2. Depreciation and amortization		10,559	11,544	- 985	52,424
3. Amortization of goodwill - net		4	- 272	276	- 260
4. Interest and dividends income		- 623	- 693	70	- 2,786
5. Foreign currency exchange losses (- gains) - net		- 566	4,090	- 4,656	4,983
6. Increase (- decrease) in net liability for retirement benefits		56	418	- 362	1,529
7. Write-down of investment securities		9	163	- 154	803
8. Decrease (- increase) in trade receivables		- 8,309	- 15,155	6,846	- 901
9. Decrease (- increase) in inventories		- 269	- 5,899	5,630	- 7,654
10. Increase (- decrease) in trade notes and accounts payables		3,088	6,167	- 3,079	569
11. Other - net		- 1,713	51	- 1,764	- 421
Sub-total		25,429	25,747	- 318	138,761
12. Interest and dividends - received		699	785	- 86	3,036
13. Interest - paid		-	0	- 0	- 1
14. Income taxes - paid		- 21,825	- 2,495	- 19,330	- 866
Net cash provided by operating activities		4,303	24,038	- 19,735	140,931
<b>II Investing Activities</b>					
1. Decrease in time deposits		4,630	16,979	- 12,349	11,186
2. Purchases of securities and investment securities		- 12,441	- 16,739	4,298	- 46,294
3. Proceeds from sales of securities and investment securities		14,946	9,654	5,292	31,444
4. Purchases of property, plant and equipment		- 6,548	- 10,462	3,914	- 35,827
5. Other - net		131	767	- 636	1,110
Net cash used in investing activities		718	200	518	- 38,381
<b>III Financing Activities</b>					
1. Dividends paid		- 1,484	- 1,127	- 357	- 2,255
2. Other - net		- 12	- 25	13	- 289
Net cash used in financing activities		- 1,497	- 1,152	- 345	- 2,544
<b>IV Effect of Exchange Rate Changes on Cash and Cash Equivalents</b>		715	- 9,106	9,821	- 7,795
<b>V Net Increase in Cash and Cash Equivalents</b>		4,238	13,980	- 9,742	92,209
<b>VI Cash and Cash Equivalents at Beginning of Year</b>		322,549	230,340	92,209	230,340
<b>VII Cash and Cash Equivalents at End of Year</b>		326,788	244,320	82,468	322,549

**[Segment information]**

## 1. Geographical segments

First quarter of fiscal 2004 (From April 1, 2003 to June 30, 2003) (Unaudited) (Millions of yen)

	Japan	Asia	Americas	Europe	Total	Elimin- ations / (Corporate)	Consoli- dated
Sales							
(1) Sales to customers	41,383	39,024	3,495	5,128	89,032	-	89,032
(2) Inter area transfer	13,200	26,745	60	104	40,110	(40,110)	-
Total sales	54,584	65,769	3,555	5,233	129,143	(40,110)	89,032

First quarter of fiscal 2003 (From April 1, 2002 to June 30, 2002) (Unaudited) (Millions of yen)

	Japan	Asia	Americas	Europe	Total	Elimin- ations / (Corporate)	Consoli- dated
Sales							
(1) Sales to customers	43,650	40,730	5,065	5,506	94,954	-	94,954
(2) Inter area transfer	15,242	25,815	102	88	41,249	(41,249)	-
Total sales	58,893	66,546	5,168	5,595	136,203	(41,249)	94,954

Fiscal 2003 (From April 1, 2002 to March 31, 2003) (Millions of yen)

	Japan	Asia	Americas	Europe	Total	Elimin- ations / (Corporate)	Consoli- dated
Sales							
(1) Sales to customers	164,399	148,016	17,419	20,446	350,281	-	350,281
(2) Inter area transfer	55,369	103,304	295	366	159,336	(159,336)	-
Total sales	219,768	251,320	17,715	20,812	509,617	(159,336)	350,281

## 2. Sales to foreign customers

First quarter of fiscal 2004 (From April 1, 2003 to June 30, 2003) (Unaudited) (Millions of yen)

	Asia	Americas	Europe	Total
I Sales to foreign customers	39,735	3,662	4,921	48,318
II Net sales				89,032
III Sales to foreign customers as a percentage of net sales	44.7%	4.1%	5.5%	54.3%

First quarter of fiscal 2003 (From April 1, 2002 to June 30, 2002) (Unaudited) (Millions of yen)

	Asia	Americas	Europe	Total
I Sales to foreign customers	41,429	5,265	5,179	51,874
II Net sales				94,954
III Sales to foreign customers as a percentage of net sales	43.6%	5.5%	5.5%	54.6%

Fiscal 2003 (From April 1, 2002 to March 31, 2003) (Millions of yen)

	Asia	Americas	Europe	Total
I Sales to foreign customers	151,371	18,111	19,342	188,824
II Net sales				350,281
III Sales to foreign customers as a percentage of net sales	43.2%	5.2%	5.5%	53.9%



## 3. Actual sales

## Actual sales by product category

(Millions of yen)

Product category		First quarter of fiscal 2004		First quarter of fiscal 2003		Increase/Decrease (-)		Fiscal 2003	
		From April 1, 2003 To June 30, 2003		From April 1, 2002 To June 30, 2002		from the first quarter of fiscal 2003		From April 1, 2002 To March 31, 2003	
		(Unaudited)		(Unaudited)					
		Sales	Sales as a percentage of net sales	Sales	Sales as a percentage of net sales	Sales	Increase/ Decrease ratio	Sales	Sales as a percentage of net sales
Electronic Components	Integrated circuits	40,928	46.0%	43,738	46.1%	- 2,810	- 6.4%	159,424	45.5%
	Discrete semicon- ductor devices	33,583	37.7	36,956	38.9	- 3,373	- 9.1	136,252	38.9
	Passive components	5,925	6.7	6,305	6.6	- 380	- 6.0	24,688	7.1
	Displays	8,594	9.6	7,953	8.4	641	8.1	29,916	8.5
Total		89,032	100.0	94,954	100.0	- 5,922	- 6.2	350,281	100.0