

Quarterly Trends of Consolidated Financial Results [IFRS]

1. Consolidated Results of Operations

	FY Mar. 2022										FY Mar. 2023										(Unit: Yen in millions)			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Change compared with			
																					Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	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	420,712	100.0%	455,625	100.0%	479,328	100.0%	483,273	100.0%	1,838,938	100.0%	491,954	100.0%	520,218	100.0%	514,325	100.0%	498,835	100.0%	2,025,332	100.0%	15,562	3.2%	-15,490	-3.0%
Operating profit	32,376	7.7%	43,303	9.5%	42,779	8.9%	30,452	6.3%	148,910	8.1%	41,428	8.4%	35,060	6.7%	37,396	7.3%	14,633	2.9%	128,517	6.3%	-15,819	-51.9%	-22,763	-60.9%
Profit before income taxes	54,476	12.9%	44,875	9.8%	63,752	13.3%	35,844	7.4%	198,947	10.8%	68,711	14.0%	35,600	6.8%	58,445	11.4%	13,436	2.7%	176,192	8.7%	-22,408	-62.5%	-45,009	-77.0%
Profit attributable to owners of the parent	40,760	9.7%	32,459	7.1%	46,614	9.7%	28,581	5.9%	148,414	8.1%	49,974	10.2%	25,612	4.9%	43,197	8.4%	9,205	1.8%	127,988	6.3%	-19,376	-67.8%	-33,992	-78.7%

Average exchange rate	US\$	109	110	114	116	112	130	138	142	132	135
	Euro	132	130	130	130	131	138	139	144	142	141

2. Capital Expenditures, Depreciation Charge of Property, Plant and Equipment and R&D Expenses

	FY Mar. 2022										FY Mar. 2023										(Unit: Yen in millions)			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Change compared with			
																					Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	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	34,199	8.1%	33,168	7.3%	34,636	7.2%	49,768	10.3%	151,771	8.3%	44,367	9.0%	41,049	7.9%	41,721	8.1%	46,764	9.4%	173,901	8.6%	-3,004	-6.0%	5,043	12.1%
Depreciation charge of property, plant and equipment	20,510	4.9%	21,551	4.7%	23,516	4.9%	24,652	5.1%	90,229	4.9%	25,310	5.1%	26,848	5.2%	28,172	5.5%	28,427	5.7%	108,757	5.4%	3,775	15.3%	255	0.9%
R&D expenses	20,106	4.8%	20,253	4.4%	21,115	4.4%	22,649	4.7%	84,123	4.6%	22,425	4.6%	23,292	4.5%	23,813	4.6%	24,747	5.0%	94,277	4.7%	2,098	9.3%	934	3.9%

3. Sales Revenue by Reporting Segment ※

(Unit: Yen in millions)

	FY Mar. 2022										FY Mar. 2023										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Core Components Business	118,980	28.3%	132,998	29.2%	140,181	29.3%	135,774	28.1%	527,933	28.7%	141,521	28.8%	157,460	30.3%	154,257	30.0%	139,138	27.9%	592,376	29.2%	3,364	2.5%	-15,119	-9.8%
Industrial & Automotive Components Unit	40,590	9.7%	42,916	9.4%	44,222	9.2%	45,180	9.4%	172,908	9.4%	46,938	9.5%	49,852	9.6%	50,373	9.8%	52,031	10.4%	199,194	9.8%	6,851	15.2%	1,658	3.3%
Semiconductor Components Unit	72,068	17.1%	83,537	18.4%	88,507	18.5%	83,634	17.3%	327,746	17.8%	87,909	17.9%	100,766	19.4%	96,089	18.7%	79,815	16.0%	364,579	18.0%	-3,819	-4.6%	-16,274	-16.9%
Others	6,322	1.5%	6,545	1.4%	7,452	1.6%	6,960	1.4%	27,279	1.5%	6,674	1.4%	6,842	1.3%	7,795	1.5%	7,292	1.5%	28,603	1.4%	332	4.8%	-503	-6.5%
Electronic Components Business	76,779	18.3%	86,521	19.0%	86,258	18.0%	89,544	18.5%	339,102	18.4%	95,401	19.4%	100,481	19.3%	94,656	18.4%	87,998	17.6%	378,536	18.7%	-1,546	-1.7%	-6,658	-7.0%
Solutions Business	228,019	54.2%	239,506	52.6%	255,144	53.2%	261,020	54.0%	983,689	53.5%	258,003	52.4%	266,075	51.2%	268,565	52.2%	275,954	55.3%	1,068,597	52.8%	14,934	5.7%	7,389	2.8%
Industrial Tools Unit	61,882	14.7%	59,552	13.1%	63,152	13.2%	66,476	13.8%	251,062	13.7%	81,897	16.6%	80,347	15.5%	76,124	14.8%	70,038	14.0%	308,406	15.2%	3,562	5.4%	-6,086	-8.0%
Document Solutions Unit	86,036	20.5%	89,212	19.6%	94,904	19.8%	96,539	20.0%	366,691	19.9%	101,177	20.6%	104,883	20.2%	112,416	21.9%	116,438	23.3%	434,914	21.5%	19,899	20.6%	4,022	3.6%
Communications Unit	55,257	13.1%	65,281	14.3%	70,468	14.7%	71,300	14.7%	262,306	14.3%	47,501	9.6%	51,043	9.8%	48,611	9.4%	60,638	12.2%	207,793	10.3%	-10,662	-15.0%	12,027	24.7%
Others	24,844	5.9%	25,461	5.6%	26,620	5.5%	26,705	5.5%	103,630	5.6%	27,428	5.6%	29,802	5.7%	31,414	6.1%	28,840	5.8%	117,484	5.8%	2,135	8.0%	-2,574	-8.2%
Others	3,637	0.8%	4,276	0.9%	4,848	1.0%	5,056	1.1%	17,817	1.0%	5,884	1.2%	4,867	0.9%	6,340	1.2%	6,312	1.3%	23,403	1.2%	1,256	24.8%	-28	-0.4%
Adjustments and eliminations	-6,703	-1.6%	-7,676	-1.7%	-7,103	-1.5%	-8,121	-1.7%	-29,603	-1.6%	-8,855	-1.8%	-8,665	-1.7%	-9,493	-1.8%	-10,567	-2.1%	-37,580	-1.9%	-2,446	—	-1,074	—
Sales revenue	420,712	100.0%	455,625	100.0%	479,328	100.0%	483,273	100.0%	1,838,938	100.0%	491,954	100.0%	520,218	100.0%	514,325	100.0%	498,835	100.0%	2,025,332	100.0%	15,562	3.2%	-15,490	-3.0%

* % represents the component ratio.

※ Effective from the three months ended March 31, 2022, certain sales of by-products generated by each reporting segment, which was included in "Others," has been recorded into respective reporting segments due to their materiality in terms of amount.
This change has been applied to sales revenue by reporting segment for the year ended March 31, 2022.

4. Business Profit by Reporting Segment

(Unit: Yen in millions)

	FY Mar. 2022										FY Mar. 2023										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	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	%
Core Components Business	11,006	9.3%	17,052	12.8%	17,298	12.3%	16,284	12.0%	61,640	11.7%	20,754	14.7%	25,706	16.3%	24,688	16.0%	18,327	13.2%	89,475	15.1%	2,043	12.5%	-6,361	-25.8%
Industrial & Automotive Components Unit	4,229	10.4%	5,366	12.5%	5,501	12.4%	4,776	10.6%	19,872	11.5%	4,502	9.6%	6,377	12.8%	6,806	13.5%	7,058	13.6%	24,743	12.4%	2,282	47.8%	252	3.7%
Semiconductor Components Unit	7,351	10.2%	12,192	14.6%	12,001	13.6%	12,695	15.2%	44,239	13.5%	17,074	19.4%	21,271	21.1%	17,951	18.7%	11,406	14.3%	67,702	18.6%	-1,289	-10.2%	-6,545	-36.5%
Others	-574	—	-506	—	-204	—	-1,187	—	-2,471	—	-822	—	-1,942	—	-69	—	-137	—	-2,970	—	1,050	—	-68	—
Electronic Components Business	11,456	14.9%	14,635	16.9%	13,741	15.9%	8,064	9.0%	47,896	14.1%	16,007	16.8%	14,504	14.4%	9,061	9.6%	4,492	5.1%	44,064	11.6%	-3,572	-44.3%	-4,569	-50.4%
Solutions Business	15,324	6.7%	20,690	8.6%	17,837	7.0%	14,879	5.7%	68,730	7.0%	14,721	5.7%	10,976	4.1%	10,783	4.0%	5,759	2.1%	42,239	4.0%	-9,120	-61.3%	-5,024	-46.6%
Industrial Tools Unit	7,833	12.7%	6,855	11.5%	6,331	10.0%	6,192	9.3%	27,211	10.8%	8,812	10.8%	6,524	8.1%	4,761	6.3%	3,182	4.5%	23,279	7.5%	-3,010	-48.6%	-1,579	-33.2%
Document Solutions Unit	6,637	7.7%	9,116	10.2%	9,551	10.1%	8,030	8.3%	33,334	9.1%	6,870	6.8%	6,399	6.1%	8,712	7.7%	11,725	10.1%	33,706	7.8%	3,695	46.0%	3,013	34.6%
Communications Unit	2,100	3.8%	5,431	8.3%	3,827	5.4%	3,930	5.5%	15,288	5.8%	-746	—	-1,999	—	-2,808	—	-6,176	—	-11,729	—	-10,106	—	-3,368	—
Others	-1,246	—	-712	—	-1,872	—	-3,273	—	-7,103	—	-215	—	52	0.2%	118	0.4%	-2,972	—	-3,017	—	301	—	-3,090	—
Others	-3,473	—	-3,708	—	-3,370	—	-4,098	—	-14,649	—	-6,159	—	-6,800	—	-7,057	—	-8,779	—	-28,795	—	-4,681	—	-1,722	—
Total business profit	34,313	8.2%	48,669	10.7%	45,506	9.5%	35,129	7.3%	163,617	8.9%	45,323	9.2%	44,386	8.5%	37,475	7.3%	19,799	4.0%	146,983	7.3%	-15,330	-43.6%	-17,676	-47.2%
Corporate gains and others	20,163	—	-3,794	—	18,246	—	715	—	35,330	—	23,388	—	-8,786	—	20,970	—	-6,363	—	29,209	—	-7,078	—	-27,333	—
Profit before income taxes	54,476	12.9%	44,875	9.8%	63,752	13.3%	35,844	7.4%	198,947	10.8%	68,711	14.0%	35,600	6.8%	58,445	11.4%	13,436	2.7%	176,192	8.7%	-22,408	-62.5%	-45,009	-77.0%

5. Orders by Reporting Segment

(Unit: Yen in millions)

	FY Mar. 2022										FY Mar. 2023										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Core Components Business	125,363	28.3%	138,944	29.6%	134,195	27.9%	130,916	28.1%	529,418	28.4%	143,043	28.6%	155,213	30.0%	148,276	29.4%	123,286	26.7%	569,818	28.7%	-7,630	-5.8%	-24,990	-16.9%
Industrial & Automotive Components Unit	43,316	9.8%	45,030	9.6%	46,456	9.7%	46,978	10.1%	181,780	9.8%	49,027	9.8%	52,009	10.0%	52,046	10.3%	49,752	10.8%	202,834	10.2%	2,774	5.9%	-2,294	-4.4%
Semiconductor Components Unit	75,632	17.1%	87,339	18.6%	80,378	16.7%	77,011	16.5%	320,360	17.2%	87,161	17.4%	96,058	18.6%	88,881	17.6%	66,300	14.3%	338,400	17.1%	-10,711	-13.9%	-22,581	-25.4%
Others	6,415	1.4%	6,575	1.4%	7,361	1.5%	6,927	1.5%	27,278	1.4%	6,855	1.4%	7,146	1.4%	7,349	1.5%	7,234	1.6%	28,584	1.4%	307	4.4%	-115	-1.6%
Electronic Components Business	89,284	20.2%	93,217	19.9%	90,906	18.9%	87,441	18.7%	360,848	19.4%	98,139	19.6%	100,156	19.3%	90,779	18.0%	75,434	16.3%	364,508	18.4%	-12,007	-13.7%	-15,345	-16.9%
Solutions Business	230,514	52.0%	239,745	51.0%	256,657	53.4%	254,692	54.6%	981,608	52.8%	261,288	52.3%	265,900	51.4%	267,504	53.1%	270,832	58.7%	1,065,524	53.7%	16,140	6.3%	3,328	1.2%
Industrial Tools Unit	62,767	14.2%	60,547	12.9%	63,566	13.2%	67,188	14.4%	254,068	13.7%	82,181	16.4%	81,038	15.7%	76,216	15.1%	70,260	15.2%	309,695	15.6%	3,072	4.6%	-5,956	-7.8%
Document Solutions Unit	85,621	19.3%	89,281	19.0%	94,842	19.7%	96,242	20.6%	365,986	19.7%	100,834	20.2%	104,518	20.2%	112,539	22.3%	115,708	25.1%	433,599	21.8%	19,466	20.2%	3,169	2.8%
Communications Unit	56,201	12.7%	62,204	13.2%	69,649	14.5%	65,826	14.1%	253,880	13.6%	49,839	10.0%	48,919	9.4%	50,263	10.0%	60,817	13.2%	209,838	10.6%	-5,009	-7.6%	10,554	21.0%
Others	25,925	5.8%	27,713	5.9%	28,600	6.0%	25,436	5.5%	107,674	5.8%	28,434	5.7%	31,425	6.1%	28,486	5.7%	24,047	5.2%	112,392	5.7%	-1,389	-5.5%	-4,439	-15.6%
Others	3,829	0.9%	4,176	0.9%	4,982	1.0%	5,651	1.2%	18,638	1.0%	5,024	1.0%	4,126	0.8%	5,097	1.0%	5,079	1.1%	19,326	1.0%	-572	-10.1%	-18	-0.4%
Adjustments and eliminations	-6,124	-1.4%	-6,420	-1.4%	-5,737	-1.2%	-11,933	-2.6%	-30,214	-1.6%	-7,765	-1.5%	-7,627	-1.5%	-7,638	-1.5%	-12,879	-2.8%	-35,909	-1.8%	-946	—	-5,241	—
Orders	442,866	100.0%	469,662	100.0%	481,003	100.0%	466,767	100.0%	1,860,298	100.0%	499,729	100.0%	517,768	100.0%	504,018	100.0%	461,752	100.0%	1,983,267	100.0%	-5,015	-1.1%	-42,266	-8.4%

* % represents the component ratio.

6. Capital Expenditures by Reporting Segment

	FY Mar. 2022										FY Mar. 2023										(Unit: Yen in millions)			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Change compared with			
	Amount		Amount		Amount		Amount		Amount		Amount		Amount		Amount		Amount		Amount		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Core Components Business	16,771	49.0%	16,373	49.4%	17,422	50.3%	20,475	41.1%	71,041	46.8%	12,941	29.2%	15,371	37.5%	19,584	46.9%	18,733	40.1%	66,629	38.3%	-1,742	-8.5%	-851	-4.3%
Electronic Components Business	7,632	22.3%	7,505	22.6%	8,537	24.6%	13,466	27.1%	37,140	24.5%	12,497	28.2%	12,696	30.9%	9,781	23.4%	14,144	30.2%	49,118	28.3%	678	5.0%	4,363	44.6%
Solutions Business	5,331	15.6%	7,134	21.5%	6,222	18.0%	7,661	15.4%	26,348	17.4%	4,726	10.6%	7,102	17.3%	7,782	18.7%	8,034	17.2%	27,644	15.9%	373	4.9%	252	3.2%
Others	425	1.3%	776	2.3%	1,351	3.9%	2,778	5.6%	5,330	3.5%	9,345	21.1%	1,190	2.9%	1,207	2.9%	1,355	2.9%	13,097	7.5%	-1,423	-51.2%	148	12.3%
Corporate	4,040	11.8%	1,380	4.2%	1,104	3.2%	5,388	10.8%	11,912	7.8%	4,858	10.9%	4,690	11.4%	3,367	8.1%	4,498	9.6%	17,413	10.0%	-890	-16.5%	1,131	33.6%
Total	34,199	100.0%	33,168	100.0%	34,636	100.0%	49,768	100.0%	151,771	100.0%	44,367	100.0%	41,049	100.0%	41,721	100.0%	46,764	100.0%	173,901	100.0%	-3,004	-6.0%	5,043	12.1%

* % represents the component ratio.

7. Depreciation Charge of Property, Plant and Equipment by Reporting Segment

	FY Mar. 2022										FY Mar. 2023										(Unit: Yen in millions)			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Change compared with			
	Amount		Amount		Amount		Amount		Amount		Amount		Amount		Amount		Amount		Amount		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Core Components Business	7,140	34.8%	7,797	36.2%	8,617	36.7%	9,342	37.9%	32,896	36.4%	9,671	38.2%	10,361	38.6%	10,891	38.6%	11,195	39.4%	42,118	38.7%	1,853	19.8%	304	2.8%
Electronic Components Business	5,682	27.7%	5,830	27.1%	6,541	27.8%	6,742	27.4%	24,795	27.5%	6,770	26.8%	7,106	26.5%	7,680	27.3%	8,033	28.2%	29,589	27.2%	1,291	19.1%	353	4.6%
Solutions Business	5,861	28.6%	6,083	28.2%	6,424	27.3%	6,567	26.6%	24,935	27.6%	6,721	26.6%	6,996	26.0%	7,007	24.9%	6,820	24.0%	27,544	25.3%	253	3.9%	-187	-2.7%
Others	770	3.8%	782	3.6%	831	3.5%	834	3.4%	3,217	3.6%	998	3.9%	1,127	4.2%	1,189	4.2%	1,195	4.2%	4,509	4.2%	361	43.3%	6	0.5%
Corporate	1,057	5.1%	1,059	4.9%	1,103	4.7%	1,167	4.7%	4,386	4.9%	1,150	4.5%	1,258	4.7%	1,405	5.0%	1,184	4.2%	4,997	4.6%	17	1.5%	-221	-15.7%
Total	20,510	100.0%	21,551	100.0%	23,516	100.0%	24,652	100.0%	90,229	100.0%	25,310	100.0%	26,848	100.0%	28,172	100.0%	28,427	100.0%	108,757	100.0%	3,775	15.3%	255	0.9%

* % represents the component ratio.

8. R&D Expenses by Reporting Segment

(Unit: Yen in millions)

	FY Mar. 2022										FY Mar. 2023										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Core Components Business	3,916	19.5%	3,776	18.6%	4,072	19.3%	4,662	20.6%	16,426	19.5%	4,104	18.3%	4,093	17.6%	4,179	17.6%	4,087	16.5%	16,463	17.5%	-575	-12.3%	-92	-2.2%
Electronic Components Business	3,309	16.4%	3,172	15.7%	3,250	15.4%	3,768	16.6%	13,499	16.0%	3,714	16.6%	3,756	16.1%	3,852	16.2%	3,331	13.5%	14,653	15.5%	-437	-11.6%	-521	-13.5%
Solutions Business	10,170	50.6%	10,552	52.1%	10,529	49.9%	11,361	50.2%	42,612	50.7%	10,761	48.0%	11,074	47.5%	11,178	46.9%	12,055	48.7%	45,068	47.8%	694	6.1%	877	7.8%
Others	2,711	13.5%	2,753	13.6%	3,264	15.4%	2,858	12.6%	11,586	13.8%	3,846	17.1%	4,369	18.8%	4,604	19.3%	5,274	21.3%	18,093	19.2%	2,416	84.5%	670	14.6%
Total	20,106	100.0%	20,253	100.0%	21,115	100.0%	22,649	100.0%	84,123	100.0%	22,425	100.0%	23,292	100.0%	23,813	100.0%	24,747	100.0%	94,277	100.0%	2,098	9.3%	934	3.9%

* % represents the component ratio.

9. Sales Revenue by Geographic Segment

(Unit: Yen in millions)

	FY Mar. 2022										FY Mar. 2023										Change compared with			
	Q1		Q2		Q3		Q4		Full year		Q1		Q2		Q3		Q4		Full year		Q4 of FY Mar. 2022		Q3 of FY Mar. 2023	
	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%*	Amount	%	Amount	%
Japan	143,175	34.0%	151,797	33.3%	160,372	33.5%	158,408	32.8%	613,752	33.4%	137,532	28.0%	141,263	27.2%	139,199	27.1%	152,291	30.5%	570,285	28.2%	-6,117	-3.9%	13,092	9.4%
Asia	106,583	25.4%	126,480	27.8%	127,587	26.6%	124,557	25.8%	485,207	26.4%	131,319	26.7%	151,603	29.1%	143,314	27.9%	117,222	23.5%	543,458	26.8%	-7,335	-5.9%	-26,092	-18.2%
United States of America	77,115	18.3%	80,833	17.7%	91,811	19.1%	91,763	19.0%	341,522	18.6%	113,548	23.0%	117,406	22.6%	114,730	22.3%	105,884	21.2%	451,568	22.3%	14,121	15.4%	-8,846	-7.7%
Europe	80,015	19.0%	81,469	17.9%	84,701	17.7%	92,897	19.2%	339,082	18.4%	91,446	18.6%	89,722	17.2%	96,229	18.7%	103,744	20.8%	381,141	18.8%	10,847	11.7%	7,515	7.8%
Others	13,824	3.3%	15,046	3.3%	14,857	3.1%	15,648	3.2%	59,375	3.2%	18,109	3.7%	20,224	3.9%	20,853	4.0%	19,694	4.0%	78,880	3.9%	4,046	25.9%	-1,159	-5.6%
Sales revenue	420,712	100.0%	455,625	100.0%	479,328	100.0%	483,273	100.0%	1,838,938	100.0%	491,954	100.0%	520,218	100.0%	514,325	100.0%	498,835	100.0%	2,025,332	100.0%	15,562	3.2%	-15,490	-3.0%

* % represents the component ratio.

10. Number of Employees

(As of the end of each quarter)

	FY Mar. 2022				FY Mar. 2023			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total	80,308	82,098	82,906	83,001	83,456	82,300	81,930	81,209
Japan	27,191	27,396	27,417	28,041	27,967	28,007	28,034	28,555
Outside Japan	53,117	54,702	55,489	54,960	55,489	54,293	53,896	52,654