Consolidated Financial Results for the Second Quarter of the Fiscal Year ending March 31, 2012

(2nd edition)

NEC Mobiling, Ltd.

Note: This document has been prepared as a guide to non-Japanese analysts for their convenience only and is a translation summary of the Japanese language original. The company does not assure the accuracy of the translation. All numbers are rounded off to the nearest unit in accordance with standard Japanese practice. This document contains forward-looking statements that are based on assumptions and projection at the date of publication. A number of factors could cause actual results to differ materially from expectations.

Consolidated Financial Results for the Second Quarter of the Fiscal Year ending March 31, 2012

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1. Consolidated Financial Results for the Second Quarter ended September 30, 2011

(1) Consolidated Business Results

(Units: Millions of yen)

	Six months ended September 30, 2010		Six months ended September 30, 2011	
		% change		% change
Net Sales	62,958	-- %	61,418	(2.4%)
Operating Income	4,726	-- %	4,904	3.8%
Ordinary Income	4,841	-- %	5,006	3.4%
Net Income	2,604	-- %	2,705	3.9%
Net Income per Share (Yen)	179.20		186.16	
Net Income per Share, fully diluted (Yen)	--		--	

Notes: 1.Comprehensive income: Six months ended September 30, 2010: 2,476 (--%)
Six months ended September 30, 2011: 2,569 (+3.8%)

2. The Company began its quarterly reporting on a consolidated basis on the first quarter ended June 30, 2010. Therefore, the percentage changes in numbers from the corresponding period in the previous fiscal year are not presented.

(2) Consolidated Financial Position

(Units: Millions of yen)

	As of March 31, 2011	As of September 30, 2011
Total Assets	70,984	68,182
Net Assets	38,732	40,575
Equity Ratio	54.6%	59.5%

2. Dividends

(Units: Yen)

	Full Year ended March 31, 2011	Full Year ending March 31, 2012	
			(Planned)
Annual Dividends per Share	100.00		120.00
First Quarter	--	--	
Second Quarter	50.00	60.00	
Third Quarter	--		--
Year-end	50.00		60.00

Note: Revision of dividends forecasts during the quarter under review: None

3. Consolidated Financial Forecast for the Fiscal Year ending March 31, 2012

(Units: Millions of yen)

	Full Year ending March 31, 2012	
		% change
Net Sales	122,500	(2.5)
Operating Income	9,700	1.0
Ordinary Income	9,900	0.9
Net Income	5,500	0.1
Net Income per share (Yen)	378.54	

Note: The Company has revised its forecast for the full year ending March 31, 2012 as follows.

(Units: Millions of yen)

	Net sales	Operating income	Ordinary income	Net income	Net income per share (Yen)
Previous forecast (A) (Announced on Apr. 27, 2011)	126,700	9,700	9,900	5,500	378.54
Revised forecast (B)	122,500	9,700	9,900	5,500	378.54
Change (B-A)	(4,200)	--	--	--	--
Rate of change (%)	(3.3%)	--%	--%	--%	--%
Result for the fiscal year ended March 31, 2011	125,620	9,608	9,816	5,496	378.28

4. Other Information

(1) Important changes in scope of consolidation during period: None

(2) Item in preparation method for quarterly financial results:
The simplified method is applied to tax effect accounting.

(3) Changes in accounting policies, changes in accounting estimates and restatements
1. Changes in accounting policies caused by revision of accounting standards: None
2. Changes other than above: Yes *
3. Changes in accounting estimates: Yes *
4. Restatements: None

* Starting from April 1, 2011, the Company and the subsidiaries changed the depreciation method for property, plant and equipment from the declining-balance method to the straight-line method.

(4) Number of shares outstanding

1. Shares outstanding at the end of term:	As of March 31, 2011:	14,529,400
	As of Sept. 30, 2011:	14,529,400
2. Treasury stocks at the end of term:	As of March 31, 2011:	70
	As of Sept. 30, 2011:	70
3. Average number of shares outstanding during the term:	Six months ended Sept. 30, 2010:	14,529,330
	Six months ended Sept. 30, 2011:	14,529,330

・At the time of this report's release, the quarterly review procedures under the Financial Instruments and Exchange Law have not been completed.

Forecasts related to future business performance, one aspect of the current strategies, plans and awareness at NEC Mobiling, Ltd. described in these materials, involve risks and uncertain factors. It should be noted that actual business performance may differ greatly from these forecasts due to a variety of factors. Primary factors with an impact on actual business performance include economic conditions and social trends affecting the scope of business of the Company, trend in demand for products and services provided by the Company, pressures for price reductions due to enhanced competition, and the ability of the Company's technological capability to respond to the customer's requests. Factors with an impact on business performance are not limited to those herein described.

(1) Analyses of Operating Results

1) Operating Results for the Second Quarter of the Fiscal Year Ending March 31, 2012

1. General Overview

Consolidated operating results for the fiscal year ending March 31, 2012 (in millions of yen)

	Year to date (April 1- September 30, 2010)	Year to date (April 1- September 30, 2011)	YoY (%)
Net Sales	62,958	61,418	(2.4%)
Operating Income	4,726	4,904	3.8%
Ordinary Income	4,841	5,006	3.4%
Net Income	2,604	2,705	3.9%

During the six-month period ended September 30, 2011, Japan's economy experienced a slowdown in production and weaker consumer sentiment in the aftermath of the earthquake. In the second half of the period, the production level began to pick up, and overall business sentiment improved as a result. However, the stronger yen and the faltering stock market, among other factors, have continued to fuel uncertainty regarding the business outlook.

In the mobile phone sales market, smartphone unit sales grew faster than the rest, consistently capturing a greater share of the mobile phone sales market, as the mobile network operators stepped up sales promotions for smartphones. In addition to smartphones, the submarkets of tablets and data communications devices grew in size.

In this operating environment, the NEC Mobiling Group, which consists of NEC Mobiling and its consolidated subsidiaries (hereinafter referred to as "the Company"), redoubled efforts to improve the service quality offered to customers at shops and to actively capture replacement demand by encouraging a shift to handsets with advanced functions, such as smartphones, while elevating operational efficiency.

As a result, the Company posted net sales of ¥61,418 million (down 2.4% year-on-year) in the six months period ended September 30, 2011. Although the number of handsets sold increased approximately 10% from the same period in the previous consolidated fiscal year, sales in monetary terms decreased mainly due to lower unit prices offered to customers on the back of a reduction in the procurement unit costs of handsets. Weaker demand for mobile phone repair services also contributed to the decrease.

Profits were boosted by the Company's actions aimed at greater operational efficiency, including the enhanced staff assessment system designed to better motivate employees, in addition to greater sales of accessories/peripheral merchandise and cost reduction efforts. As a result, the Company reported ¥4,904 million in operating income (up 3.8% year-on-year), ¥5,006 million in ordinary income (up 3.4%), and ¥2,705 million in net income (up 3.9%).

2. Segment Overview

(a) Mobile Sales Business

Consolidated operating results for the fiscal year ending March 31, 2012 (in millions of yen)

	Year to date (April 1- September 30, 2010)	Year to date (April 1- September 30, 2011)	YoY (%)
Net Sales	44,830	45,291	1.0%
Operating Income	1,461	2,028	38.8%

The period under review saw mobile network operators step-up efforts to enhance their lineup of mobile handsets, including smartphones, tablets, digital photo frames, and devices with Wi-Fi (wireless fidelity) connectivity. In particular, smartphones continued to make greater inroads into the marketplace, as manufacturers enhanced them with popular features and functions, such as e-wallet functionality, and water proof capability. An additional momentum was created by the release of more mobile phones by overseas manufacturers.

In this environment, the Company concentrated on sales of smartphones and other handsets with advanced functions by rolling out "AND market Kasumigaseki" (a shop dedicated to smartphones) and by providing new services such as the Smartphone Concierge Service [1] and the Visual Concierge Service[2]. In terms of the number of handsets sold by the Company increased approximately 10% from a year ago.

[1] Smartphone Concierge Service: Customer support assisting initial set-ups by smartphone users
[2] Visual Concierge Service: Customer support that utilizes videophones

Net sales came in at ¥45,291 million (up 1.0%). This was mainly attributable to the declining average sales price caused by a change in the product mix sold with a greater percentage of sales generated from smartphones and data communication devices (e.g., digital photo frames). In contrast, operating income rose 38.8% to ¥2,028 million on stronger efforts toward greater operational efficiency, including the profit maximization initiatives by individual shops and greater sales of accessories and other peripheral merchandise.

(b) Mobile Service Business

Consolidated operating results for the fiscal year ending March 31, 2012 (in millions of yen)

	Year to date (April 1- September 30, 2010)	Year to date (April 1- September 30, 2011)	YoY (%)
Net Sales	18,128	16,127	(11.0%)
Operating Income	3,265	2,876	(11.9%)

Demand related to mobile communications base station systems increased in the period under review, due to stepped-up efforts by mobile network operators to improve their network quality and to enhance their networks to accommodate an increasing number of smartphone users. While replacement demand was spurred by sales promotions for smartphones by mobile phone network operators and the lower average unit prices of smartphones (therefore remaining firm), demand for mobile phone repair services decreased.

Net sales decreased 11.0% year-on-year to ¥16,127 million. Operating income also decreased 11.9% to ¥2,876 million despite the accelerated efforts toward greater operational efficiency, including cost reduction efforts.

2) Analyses of the Consolidated Financial Position

Position as of September 30, 2011

Assets, Liabilities, and Net Assets

Total assets stood at ¥68,182 million, as of September 30, 2011, reflecting a decrease of ¥2,802 million from the end of the previous fiscal year on March 31, 2011, due largely to a decrease in notes and accounts receivable – trade and a decrease in accounts receivables – other.

Total liabilities decreased ¥4,645 million over the same period to ¥27,607 million. The decrease was primarily attributable to lower accounts payable – trade and accrued expenses. Meanwhile, total net assets increased ¥1,843 million to ¥40,575 million. Factors that contributed to the change included the posting the quarterly net income and a distribution of retained earnings as dividends.

These changes brought equity ratio to 59.5%.

Cash Flows

Cash and cash equivalents (hereinafter referred to as "cash") stood at ¥24,759 million, as of September 30, 2011, up ¥1,519 million from the end of the previous consolidated fiscal year.

Cash flow from operating activities

Cash flow provided by operating activities in the six months period ended September 30, 2011, amounted to ¥2,475 million.

This result was mainly attributable to cash-increasing factors, such as the posting of net income before income taxes and lower trade and non-trade receivables, which exceeded cash-decreasing factors, which included lower trade payables, lower accrued expenses, and corporate tax payments.

The inflow was ¥187 million less than the inflow during the same period last year. Factors contributing to this included an impact of changes in the Company's assets/liabilities, which exceeded the year-on-year increase in income before income taxes.

Cash flows from investing activities

Cash used by investing activities amounted to ¥203 million.

The outflow was mainly attributable to cash-decreasing factors, such as purchase of property, plant and equipment, which exceeded cash-increasing factors, which included proceeds from sales of property, plant and equipment and proceeds from transfer of business

The outflow was ¥902 million less than the outflow during the same period last year. Factors contributing to this included proceeds form sales of property, plant and equipment in the period under review, and the purchases of investment securities in the same period last year.

Cash flows from financing activities

Cash used by financing activities amounted to ¥753 million, which consisted largely of the payment of the dividends and the repayments of lease obligations.

The outflow increased ¥13 million from the same period last year, mainly due to the increase in repayments of lease obligations.

3) Outlook for the Fiscal Year Ending March 2012

Qualitative information pertaining to consolidated earnings forecasts

The Company expects that the full-year sales of the Mobile Sales Business will be as initially projected, given higher-than-expected replacement demand for mobile phone handsets due to the accelerated penetration of smartphones on one hand and the declining retail price of handsets (induced by the lower cost of goods sold) on the other.

The Mobile Service Business now foresees a greater-than-expected decline in demand for maintenance services, which mirrors stronger consumer desire to replace rather than to repair.

Based on the above, the Company decided to revise its full-year forecast for net sales downward by ¥4.2 billion to ¥122.5 billion.

The Company's full-year forecast for operating income remains unchanged from the initial forecast of ¥9.7 billion, as the solid performance of the Mobile Sales Business is expected to absorb the declining profits of the Mobile Service Business caused by declining sales. Forecasts for full-year ordinary income and net income during this period have also been reiterated.

For segment-by-segment earnings forecasts, please go to "Supplementary Information" on Page 15.

Changes from the full-year forecasts announced in the consolidated financial results dated April 27, 2011 are summarized below.

	Net sales	Operating income	Ordinary income	Net income	Net income per share (Yen)
Previous forecast (A) (Announced on Apr. 27, 2011)	126,700	9,700	9,900	5,500	378.54
Revised forecast (B)	122,500	9,700	9,900	5,500	378.54
Change (B-A)	(4,200)	--	--	--	--
Rate of change (%)	(3.3%)	--%	--%	--%	--%
Result for the fiscal year ended March 31, 2011	125,620	9,608	9,816	5,496	378.28

Other information

1) Important changes in subsidiaries during the six-month period ended September 30, 2011

None

2) Summary of special accounting procedures applied to the consolidated financial statements

・ Calculation of tax expenses

Tax expenses are calculated by multiplying quarterly income before income taxes by an effective tax rate, which are estimated reasonably upon the application of tax effect accounting to income before income taxes of the current consolidated fiscal year.

Deferred income taxes is included in income taxes.

3) Changes in accounting policy, changes in accounting estimates, and the restatements

・ Changes in accounting policy

(Depreciation method for property, plants, and equipment)

Effective from the first quarter of the current consolidated fiscal year, NEC Mobiling and its consolidated subsidiaries changed the depreciation method for the calculation of property, plants, and equipment from the declining-balance method to the straight-line method.

The change was made based on the Company's conclusion that the use of the straight-line method, where the depreciable cost of an asset is expensed in equal increments over the useful life of the asset, is more reasonable in light of the changing business environments that surround the mobile sales and mobile service operations.

The Mobile Sales Business previously relied on the declining-balance method for the calculation of depreciation for the tangible assets in the shops they operate, in order to ensure the accelerated recovery of invested capital associated with them in preparation for obsolescence. However, the emergence of smartphones is halting the decline in the number of handsets sold at individual shops, and the Company, based on this new development, has concluded that the use of the straight-line method applied over the economic life, appropriate for the state of the use of individual tangible assets in the shops, would result in a fairer calculation of income in the reported period generated by individual shops. Despite the saturated state of Japan's mobile phone market, replacement demand is expected to keep unit sales at a stable level.

Given the stable level of the number of mobile handsets sold, the Mobile Service Business foresees that demand for its mobile phone repair services will remain virtually unchanged. For this reason, the use of the straight-line method, where the depreciable cost is spread evenly over the useful life of a tangible asset, is more reasonable for the Mobile Service Business.

The change had the effect of decreasing depreciation charges for the 6 months period by ¥130 million and increasing operating income, ordinary income, and income before income taxes by ¥124 million, respectively, compared with the respective amounts derived by using the previous method.

・ <Additional information>

(Application of the “Accounting Standard for Accounting Changes and Error Corrections” and others)

For the accounting changes and error corrections made in after the beginning of the year ending March 31, 2012, the Company have applied the “Accounting Standard for Accounting Changes and Error Corrections” (ASBJ Statement No.24 of December 4, 2009) and the “Guidance on Accounting Standard for Accounting Changes and Error Corrections” (ASBJ Guidance No.24 of December 4, 2009).

(Discontinuance of director retirement benefits)

In the past, the consolidated subsidiaries of NEC Mobiling posted, to the "provision for director retirement benefits" account, an amount needed for the fiscal year-end distribution of retirement benefits to their directors in accordance with its internal rules. However, the board of directors decided at their meetings of the consolidated subsidiaries on June 30, 2011 to abolish said retirement benefit program. The extraordinary sessions of the shareholders' meeting of the consolidated subsidiaries held on June 30, 2011 additionally adopted a resolution paying retirement allowance to directors based on the length of service up to the date of said extraordinary session (only payable at the time of the retirement of each director).

Accordingly, the entire amount pooled in the "provision for director retirement benefits" account was drawn down, and ¥52 million, which will be paid to the directors later, is now reported under “Other Liabilities” in the “Noncurrent Liabilities” section.

Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Units: Millions of yen)

Items / Term	As of March 31, 2011 Amount	As of September 30, 2011 Amount
Assets		
Cash and deposits	7,392	6,902
Notes and accounts receivable－trade	17,017	15,736
Short-term investment securities	6,998	8,998
Merchandise and finished goods	4,252	3,892
Work in process	1,559	1,854
Raw materials and supplies	667	809
Accounts receivable－other	7,977	5,340
Deposit paid in subsidiaries and affiliates	9,000	9,000
Other	2,314	2,363
Allowance for doubtful accounts	(7)	(9)
Current assets	**57,169**	**54,885**
Property, plant and equipment	2,619	2,650
Intangible assets		
Goodwill	1,911	1,673
Other	676	537
Total intangible assets	2,587	2,210
Investments and other assets	8,609	8,437
Non-current assets	**13,815**	**13,297**
Total assets	**70,984**	**68,182**
Liabilities		
Notes and accounts payable－trade	13,939	10,630
Income taxes payable	2,265	2,179
Provision for loss on subleases	25	2
Accrued expenses	9,531	8,121
Other	1,925	2,016
Current liabilities	**27,685**	**22,948**
Provision for retirement benefits	3,820	3,882
Other	747	777
Non-current liabilities	**4,567**	**4,659**
Total liabilities	**32,252**	**27,607**
Shareholders' equity		
Capital stock	2,371	2,371
Capital surplus	2,707	2,707
Retained earnings	34,323	36,302
Treasury stocks	(0)	(0)
Total shareholders' equity	**39,401**	**41,380**
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(669)	(805)
Total accumulated other comprehensive income	**(669)**	**(805)**
Total net assets	**38,732**	**40,575**
Total liabilities and net assets	**70,984**	**68,182**

(2) Consolidated Statements of Income

(Units: Millions of yen)

Items / Term	Six months ended September 30, 2010	Six months ended September 30, 2011
	Amount	Amount
Net sales	**62,958**	**61,418**
Cost of sales	52,761	50,476
Gross profit	**10,197**	**10,942**
Selling, general and administrative expenses	5,471	6,038
Operating income	**4,726**	**4,904**
Non-operating income		
Interest income	22	22
Dividend income	111	86
Rent income	29	34
Other	10	21
Total Non-operating income	172	163
Non-operating expenses		
Interest expense	2	2
Rent expenses	30	25
Loss on retirement of non-current assets	22	19
Other	3	15
Total Non-operating expenses	57	61
Ordinary income	**4,841**	**5,006**
Extraordinary gains		
Reversal of provision for loss on subleases	39	--
Reversal of allowance for doubtful accounts	10	--
Gain on sales of investment securities	1	--
Total extraordinary gains	50	--
Extraordinary losses		
Loss on adjustment for changes of accounting standard for asset retirement obligations	108	--
Head office transfer cost	137	--
Loss on sales of non-current assets	--	24
Office transfer cost	--	57
Loss on liquidation of business	--	37
Total extraordinary losses	245	118
Income before income taxes	**4,646**	**4,888**
Income taxes	2,042	2,183
Income before minority interests	**2,604**	**2,705**
Net income	**2,604**	**2,705**

(3) Consolidated Statements of Comprehensive Income

(Units: Millions of yen)

Items / Term	Six months ended September 30, 2010	Six months ended September 30, 2011
	Amount	Amount
Net income	**2,604**	**2,705**
Other comprehensive income		
Valuation difference on available-for-sale securities	(128)	(136)
Total other comprehensive income	(128)	(136)
Comprehensive income	**2,476**	**2,569**
(Comprehensive income attributable)		
Comprehensive income attributable to owners of the parent	2,476	2,569

(4)Going Concern Assumption

None

(5)Material Changes in Shareholders' Equity

None

(6)Subsequent Event

None

(4) Consolidated Statements of Cash Flows

(Units: Millions of yen)

Items / Term	Six months ended September 30, 2010	Six months ended September 30, 2011
Cash flow from operating activities		
Income before income taxes	4,646	4,888
Depreciation and amortization	441	420
Amortization of goodwill	231	238
Increase (decrease) in allowance for doubtful accounts	(11)	(52)
Increase (decrease) in provision for retirement benefits	96	108
Increase (decrease) in provision for directors' retirement benefits	3	(50)
Increase (decrease) in provision for loss on subleases	(54)	(24)
Interest and dividends income	(133)	(108)
Interest expenses	2	2
Foreign exchange (gains) losses	1	0
Loss on retirement of property, plant and equipment	22	19
(Gain) loss on sales of non-current assets	--	24
(Gain) loss on sales of investment securities	(1)	--
Loss on adjustment for changes of accounting standard for asset retirement obligations	108	--
Head office transfer cost	137	57
Loss on liquidation of business	--	37
(Increase) decrease in notes and accounts receivable－trade	1,688	1,281
(Increase) decrease in inventories	(257)	(77)
(Increase) decrease in accounts receivable－other	3,221	2,555
Increase (decrease) in notes and accounts payable－trade	(2,454)	(3,274)
Increase (decrease) in accrued expenses	(2,307)	(1,461)
Increase (decrease) in accrued consumption taxes	(1)	(19)
Increase (decrease) in deposits received	143	100
Other, net	(466)	(10)
Sub-total	**5,055**	**4,654**
Interest and dividend income received	133	108
Interest expenses paid	(2)	(2)
Income taxes paid	(2,524)	(2,269)
Other, net	--	(16)
Net cash provided by (used-in) operating activities	**2,662**	**2,475**

(Units: Millions of yen)

Items \ Term	Six months ended September 30, 2010	Six months ended September 30, 2011
Cash flow from investing activities		
Purchase of property, plant and equipment	(537)	(354)
Proceeds from sales of non-current assets	--	159
Purchase of intangible assets	(161)	(112)
Proceeds from sales of investment securities	1	--
Purchase of stocks of subsidiaries and affiliates	(330)	--
Proceeds from transfer of business	--	86
Payments for transfer of business	(129)	--
Other, net	51	18
Net cash provided by (used in) investing activities	**(1,105)**	**(203)**
Cash flows from financing activities		
Cash dividends paid	(726)	(726)
Repayments of lease obligations	(14)	(27)
Net cash provided by (used in) financing activities	**(740)**	**(753)**
Effect of exchange rate changes on cash and cash equivalents	**(1)**	**(0)**
Net increase (decrease) in cash and cash equivalents	**816**	**1,519**
Cash and cash equivalents at beginning of period	**20,587**	**23,240**
Cash and cash equivalents at end of period	**21,403**	**24,759**

Supplementary Information

(Units: Millions of yen)

	Six months ended September 30, 2010 <Consolidated>	Six months ended September 30, 2011 <Consolidated>	% Change
Net sales	62,958	61,418	(2.4)
Operating income	4,726	4,904	3.8
%	7.5	8.0	
Ordinary income	4,841	5,006	3.4
%	7.7	8.2	
Net income	2,604	2,705	3.9
%	4.1	4.4	
Net Income per Share (Yen)	179.20	186.16	

＜Business Segment Information＞

(Units: Millions of yen)

		Six months ended September 30, 2010 <Consolidated>		Six months ended September 30, 2011 <Consolidated>		% Change
		Amount	%	Amount	%	
Mobile Sales Business	Net sales	44,830	71.2	45,291	73.7	1.0
	Operating income	1,461	30.9	2,028	41.3	38.8
	%	3.3		4.5		
Mobile Service Business	Net sales	18,128	28.8	16,127	26.3	(11.0)
	Operating income	3,265	69.1	2,876	58.7	(11.9)
	%	18.0		17.8		
Total	Net sales	62,958	100.0	61,418	100.0	(2.4)
	Operating income	4,726	100.0	4,904	100.0	3.8
	%	7.5		8.0		

(Units: Millions of yen)

	Full Year ended March 31, 2011 <Consolidated>	**Full Year ending March 31, 2012 <Consolidated> (forecast)**	**% Change**
Net sales	125,620	122,500	(3)
Operating income	9,608	9,700	1
%	7.6	8.0	
Ordinary income	9,816	9,900	1
%	7.8	8.1	
Net income	5,496	5,500	0
%	4.4	4.5	
Net Income per Share (Yen)	378.28	378.54	

＜Business Segment Information（Forecast）＞ (Units: Millions of yen)

		Full Year ended March 31, 2011 <Consolidated>		**Full Year ending March 31, 2012 <Consolidated> (forecast)**		**% Change**
		Amount	**%**	**Amount**	**%**	
Mobile Sales Business	Net sales	90,342	71.9	91,400	74.6	1
	Operating income	3,455	36.0	4,050	41.8	17
	%	3.8		4.4		
Mobile Service Business	Net sales	35,278	28.1	31,100	25.4	(12)
	Operating income	6,153	64.0	5,650	58.2	(8)
	%	17.4		18.2		
Total	Net sales	125,620	100.0	122,500	100.0	(3)
	Operating income	9,608	100.0	9,700	100.0	1
	%	7.6		8.0		