

22 Product Sales Analysis by Geographical Area

| Year ended 31st March | | Six months ended 30th September | | | | | |
|--|-------|------------------------------------|-------|--------|-------|--|--|
| 2001 | | 2001 | | 2000 | | | |
| US\$'M | % | US\$'M | % | US\$'M | % | | |
| Consumer Telephone Products | | | | | | | |
| 764.5 | 92.8 | 338.3 | 94.5 | 408.0 | 92.5 | | |
| 22.5 | 2.7 | 10.7 | 3.0 | 10.2 | 2.3 | | |
| 1.7 | 0.2 | 1.2 | 0.3 | 0.9 | 0.2 | | |
| 35.1 | 4.3 | 7.9 | 2.2 | 22.0 | 5.0 | | |
| 823.8 | 100.0 | 358.1 | 100.0 | 441.1 | 100.0 | | |
| Electronic Learning Products | | | | | | | |
| 139.8 | 48.0 | 58.7 | 50.7 | 92.3 | 57.5 | | |
| 126.2 | 43.3 | 46.4 | 40.0 | 53.1 | 33.2 | | |
| 11.1 | 3.8 | 5.1 | 4.4 | 5.2 | 3.2 | | |
| 14.1 | 4.9 | 5.7 | 4.9 | 9.8 | 6.1 | | |
| 291.2 | 100.0 | 115.9 | 100.0 | 160.4 | 100.0 | | |
| Contract Manufacturing Services | | | | | | | |
| 56.3 | 44.3 | 21.2 | 39.0 | 29.8 | 51.4 | | |
| 31.2 | 24.5 | 20.1 | 37.0 | 14.7 | 25.3 | | |
| 36.7 | 28.9 | 11.9 | 22.0 | 11.2 | 19.3 | | |
| 2.9 | 2.3 | 1.1 | 2.0 | 2.3 | 4.0 | | |
| 127.1 | 100.0 | 54.3 | 100.0 | 58.0 | 100.0 | | |
| Others | | | | | | | |
| 86.6 | 93.3 | (1.1) | — | 45.6 | 92.9 | | |
| 1.7 | 1.9 | 0.3 | 12.5 | 0.5 | 1.0 | | |
| 1.5 | 1.6 | 2.1 | 87.5 | 1.7 | 3.5 | | |
| 3.0 | 3.2 | — | — | 1.3 | 2.6 | | |
| 92.8 | 100.0 | 1.3 | 100.0 | 49.1 | 100.0 | | |