

SEGMENT INFORMATION

Years ended March 31, 2003, 2002 and 2001

INDUSTRY SEGMENTS

		Millions of yen			Millions of U.S. dollars
		2003	2002	2001	2003
Sales	Information & Telecommunication Systems . .	¥ 1,899,651	¥ 1,829,661	¥ 1,796,084	\$ 15,831
	Electronic Devices	1,570,069	1,487,200	2,011,717	13,084
	Power & Industrial Systems	2,297,068	2,266,895	2,321,104	19,142
	Digital Media & Consumer Products	1,205,551	1,170,744	1,053,199	10,046
	High Functional Materials & Components . . .	1,248,550	1,250,248	1,467,345	10,405
	Logistics, Services & Others	1,449,594	1,430,825	1,599,369	12,080
	Financial Services	579,267	567,138	592,774	4,827
	Subtotal	10,249,750	10,002,711	10,841,592	85,415
	Eliminations & Corporate items	(2,057,998)	(2,008,927)	(2,424,610)	(17,150)
Total	8,191,752	7,993,784	8,416,982	68,265	
Operating income (loss) (note 2 on page 11)	Information & Telecommunication Systems . .	¥ 110,523	¥ 35,757	¥ 48,921	\$ 921
	Electronic Devices	(23,242)	(163,633)	118,128	(194)
	Power & Industrial Systems	53,253	55,004	77,269	444
	Digital Media & Consumer Products	6,204	(14,675)	1,541	52
	High Functional Materials & Components . . .	18,301	(22,024)	83,415	152
	Logistics, Services & Others	10,352	3,257	8,437	86
	Financial Services	12,067	37,403	44,146	101
	Subtotal	187,458	(68,911)	381,857	1,562
	Eliminations & Corporate items	(34,491)	(48,504)	(39,545)	(287)
	Total	152,967	(117,415)	342,312	1,275

MAIN PRODUCTS AND SERVICES

■ Information & Telecommunication Systems

Systems Integration
Software
Disk Array Subsystems
Hard Disk Drives
Servers
Mainframes
PCs
Wireless Communication Base Stations

■ Electronic Devices

System LSIs
Memories
Multi-Purpose Semiconductors
LCDs
Semiconductor Manufacturing Equipment
Testing and Measurement Equipment
Medical Electronics Equipment

■ Power & Industrial Systems

Nuclear Power Plants
Thermal Power Plants
Hydroelectric Power Plants
Industrial Machinery and Plant Construction
Air-Conditioning Equipment
Construction Machinery
Rail Vehicles
Elevators
Escalators
Automotive Products
Environmental Control Systems

■ Digital Media & Consumer Products

Optical Disk Drives
TVs
Mobile Phones
LCD Projectors
Room Air Conditioners
Refrigerators
Washing Machines
Batteries
Video Tapes
Information Storage Media

■ High Functional Materials & Components

Wires and Cables
Copper Products
Ductile Cast-Iron Products
Forged and Cast-Steel Products
Specialty Steels
Magnetic Materials
Chemical Products
Electrical Insulating Materials
Synthetic Resins
Carbon Products
Printed Circuit Boards
Fine Ceramics

■ Logistics, Services & Others

General Trading
Transportation
Property Management

■ Financial Services

Loan Guarantees
Leasing
Insurance Services

GEOGRAPHIC SEGMENTS

		Millions of yen			Millions of U.S. dollars
		2003	2002	2001	2003
Sales					
Japan	Outside customer sales	¥ 6,290,654	¥ 6,134,554	¥ 6,557,736	\$ 52,422
	Intersegment transactions	1,026,916	892,562	1,148,587	8,558
	Total	7,317,570	7,027,116	7,706,323	60,980
Asia	Outside customer sales	651,228	607,041	550,303	5,427
	Intersegment transactions	351,006	349,337	415,946	2,925
	Total	1,002,234	956,378	966,249	8,352
North America	Outside customer sales	802,582	830,959	863,349	6,688
	Intersegment transactions	38,753	45,382	48,141	323
	Total	841,335	876,341	911,490	7,011
Europe	Outside customer sales	379,615	364,840	395,809	3,164
	Intersegment transactions	28,382	32,268	27,513	236
	Total	407,997	397,108	423,322	3,400
Other Areas	Outside customer sales	67,673	56,390	49,785	564
	Intersegment transactions	2,645	2,359	4,254	22
	Total	70,318	58,749	54,039	586
	Subtotal	9,639,454	9,315,692	10,061,423	80,329
	Eliminations & Corporate items	(1,447,702)	(1,321,908)	(1,644,441)	(12,064)
	Total	8,191,752	7,993,784	8,416,982	68,265
Operating income (loss) (note 2 on page 11)					
Japan		¥ 155,684	¥ (70,420)	¥ 303,359	\$ 1,297
Asia		18,357	(5,090)	45,032	153
North America		6,336	(21,053)	7,037	53
Europe		6,720	4,007	13,109	56
Other Areas		2,097	1,842	1,246	18
	Subtotal	189,194	(90,714)	369,783	1,577
	Eliminations & Corporate items	(36,227)	(26,701)	(27,471)	(302)
	Total	152,967	(117,415)	342,312	1,275

SALES BY MARKET

		Millions of yen			Millions of U.S. dollars
		2003	2002	2001	2003
Japan	Sales	¥5,546,543	¥5,444,662	¥5,791,300	\$46,221
	Percentage of Net Sales (%)	68	68	69	
Outside Japan	Asia	1,017,439	896,050	966,870	8,479
	Percentage of Net Sales (%)	12	11	11	
	North America	890,684	930,629	903,800	7,423
	Percentage of Net Sales (%)	11	12	11	
	Europe	537,029	513,310	550,968	4,475
	Percentage of Net Sales (%)	7	6	7	
	Other Areas	200,057	209,133	204,044	1,667
	Percentage of Net Sales (%)	2	3	2	
	Subtotal	2,645,209	2,549,122	2,625,682	22,044
	Percentage of Net Sales (%)	32	32	31	
	Total	8,191,752	7,993,784	8,416,982	68,265

OTHERS

		Millions of yen			Millions of U.S. dollars
		2003	2002	2001	2003
Capital investment (Property, plant and equipment)	Information & Telecommunication Systems	¥ 72,752	¥ 89,769	¥ 89,937	\$ 606
	Electronic Devices	91,297	114,602	224,201	761
	Power & Industrial Systems	70,739	74,549	75,073	589
	Digital Media & Consumer Products	35,135	38,677	45,486	293
	High Functional Materials & Components	60,676	80,232	108,813	506
	Logistics, Services & Others	30,828	40,125	30,199	257
	Financial Services	467,678	472,129	465,213	3,897
	Subtotal	829,105	910,083	1,038,922	6,909
	Eliminations & Corporate items	(41,609)	(53,804)	(67,827)	(347)
Total	787,496	856,279	971,095	6,562	
Depreciation (Property, plant and equipment)	Information & Telecommunication Systems	¥59,139	¥ 69,219	¥ 63,046	\$ 493
	Electronic Devices	112,786	162,146	149,566	940
	Power & Industrial Systems	70,175	62,944	63,960	585
	Digital Media & Consumer Products	40,841	44,025	44,507	340
	High Functional Materials & Components	73,055	81,827	83,023	609
	Logistics, Services & Others	28,836	36,351	35,027	240
	Financial Services	91,591	69,349	62,278	763
	Subtotal	476,423	525,861	501,407	3,970
	Eliminations & Corporate items	3,851	3,557	4,100	32
Total	480,274	529,418	505,507	4,002	
R&D expenditures	Information & Telecommunication Systems	¥ 121,379	¥ 136,714	¥ 153,744	\$ 1,011
	Electronic Devices	105,549	116,706	128,414	880
	Power & Industrial Systems	64,634	63,733	66,060	539
	Digital Media & Consumer Products	33,875	37,593	37,297	282
	High Functional Materials & Components	41,741	47,501	43,896	348
	Logistics, Services & Others	8,553	11,983	5,339	71
	Financial Services	1,423	1,218	829	12
	Subtotal	377,154	415,448	435,579	3,143
	Eliminations & Corporate items				
Assets	Information & Telecommunication Systems	¥ 1,702,104	¥1,307,248	¥ 1,342,252	\$14,184
	Electronic Devices	1,345,835	1,246,285	1,582,447	11,215
	Power & Industrial Systems	2,194,445	2,060,169	2,230,193	18,287
	Digital Media & Consumer Products	782,420	743,515	820,212	6,520
	High Functional Materials & Components	1,298,973	1,349,133	1,520,718	10,825
	Logistics, Services & Others	1,016,599	1,051,712	1,191,298	8,472
	Financial Services	1,932,459	2,114,367	2,193,057	16,104
	Subtotal	10,272,835	9,872,429	10,880,177	85,607
	Eliminations & Corporate items	(93,446)	43,225	366,431	(779)
Total	10,179,389	9,915,654	11,246,608	84,828	

		2003	2002	2001
Number of employees	Information & Telecommunication Systems	86,630	69,966	67,015
	Electronic Devices	42,470	42,705	51,308
	Power & Industrial Systems	81,869	76,523	81,172
	Digital Media & Consumer Products	34,722	35,612	40,155
	High Functional Materials & Components	51,887	54,881	59,562
	Logistics, Services & Others	29,998	28,483	28,448
	Financial Services	4,448	4,500	4,277
	Others	3,745	5,071	5,255
	Corporate	3,803	3,776	3,747
	Total	339,572	321,517	340,939

- Notes: 1. This information is disclosed in accordance with a ministerial ordinance under the Securities and Exchange Law of Japan.
2. In order to be consistent with financial reporting principles and practices generally accepted in Japan, operating income (loss) is presented as net sales less cost of sales and selling, general and administrative expenses. The Company believes that this is useful to investors in comparing the company's financial results with those of other Japanese companies. Under accounting principles generally accepted in the United States of America, restructuring charges, net gain or loss on sale and disposal of rental assets and other property, impairment losses, special termination benefits and the losses resulting from the adoption of EITF Issue No. 03-2 "Accounting for the Transfer to the Japanese Government of the Substitutional Portion of Employee Pension Fund Liabilities" are included as part of operating income (loss). See the consolidated statements of income and note 17 to the consolidated financial statements. The restructuring charges mainly represent impairment losses incurred with the reorganization of the business structures, and as the result of the Company and its subsidiaries reviewing and reshaping the business portfolio.
3. The Company has changed the industry segment classification starting from the year ended March 31, 2002. Figures for the year ended March 31, 2001 have been restated to reflect the reclassifications.