

SEGMENT INFORMATION

Years ended March 31, 2004, 2003 and 2002

MAIN PRODUCTS AND SERVICES

● Information & Telecommunication Systems

Systems Integration
Software
Disk Array Subsystems
Hard Disk Drives
Servers
Mainframes
PCs
Telecommunication Equipment

● Electronic Devices

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

● 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

INDUSTRY SEGMENTS

		Millions of yen			Millions of U.S. dollars
		2004	2003	2002	2004
Revenues	Information & Telecommunication Systems . .	¥ 2,314,552	¥ 1,899,651	¥ 1,829,661	\$ 21,835
	Electronic Devices	1,312,380	1,570,069	1,487,200	12,381
	Power & Industrial Systems	2,297,913	2,297,068	2,266,895	21,678
	Digital Media & Consumer Products	1,226,955	1,205,551	1,170,744	11,575
	High Functional Materials & Components . . .	1,297,085	1,248,550	1,250,248	12,237
	Logistics, Services & Others	1,256,266	1,449,594	1,430,825	11,852
	Financial Services	550,982	579,267	567,138	5,198
	Subtotal	10,256,133	10,249,750	10,002,711	96,756
	Eliminations & Corporate items	(1,623,683)	(2,057,998)	(2,008,927)	(15,318)
	Total	8,632,450	8,191,752	7,993,784	81,438
Operating income (loss)	Information & Telecommunication Systems . .	¥ 69,932	¥ 110,523	¥ 35,757	\$ 660
	Electronic Devices	30,424	(23,242)	(163,633)	287
	Power & Industrial Systems	33,933	53,253	55,004	320
	Digital Media & Consumer Products	6,951	6,204	(14,675)	66
	High Functional Materials & Components . . .	46,767	18,301	(22,024)	441
	Logistics, Services & Others	533	10,352	3,257	5
	Financial Services	22,388	12,067	37,403	211
	Subtotal	210,928	187,458	(68,911)	1,990
	Eliminations & Corporate items	(26,065)	(34,491)	(48,504)	(246)
	Total	184,863	152,967	(117,415)	1,744

OTHERS

		Millions of yen			Millions of U.S. dollars
		2004	2003	2002	2004
Capital investment (Property, plant and equipment)	Information & Telecommunication Systems	¥ 82,052	¥ 72,752	¥ 89,769	\$ 774
	Electronic Devices	39,577	91,297	114,602	373
	Power & Industrial Systems	71,672	70,739	74,549	676
	Digital Media & Consumer Products	31,947	35,135	38,677	302
	High Functional Materials & Components	62,425	60,676	80,232	589
	Logistics, Services & Others	29,251	30,828	40,125	276
	Financial Services	522,894	467,678	472,129	4,933
	Subtotal	839,818	829,105	910,083	7,923
	Eliminations & Corporate items	(23,271)	(41,609)	(53,804)	(220)
Total	816,547	787,496	856,279	7,703	
Depreciation (Property, plant and equipment)	Information & Telecommunication Systems	¥ 81,314	¥ 59,139	¥ 69,219	\$ 767
	Electronic Devices	52,013	112,786	162,146	491
	Power & Industrial Systems	73,503	70,175	62,944	693
	Digital Media & Consumer Products	37,802	40,841	44,025	357
	High Functional Materials & Components	66,771	73,055	81,827	630
	Logistics, Services & Others	25,702	28,836	36,351	242
	Financial Services	95,460	91,591	69,349	901
	Subtotal	432,565	476,423	525,861	4,081
	Eliminations & Corporate items	3,488	3,851	3,557	33
Total	436,053	480,274	529,418	4,114	
R&D expenditures	Information & Telecommunication Systems	¥ 169,882	¥ 121,379	¥ 136,714	\$ 1,603
	Electronic Devices	40,923	105,549	116,706	386
	Power & Industrial Systems	69,868	64,634	63,733	659
	Digital Media & Consumer Products	33,221	33,875	37,593	314
	High Functional Materials & Components	43,384	41,741	47,501	409
	Logistics, Services & Others	12,525	8,553	11,983	118
	Financial Services	2,022	1,423	1,218	19
	Total	371,825	377,154	415,448	3,508
Assets	Information & Telecommunication Systems	¥1,759,163	¥ 1,702,104	¥1,307,248	\$ 16,596
	Electronic Devices	899,821	1,345,835	1,246,285	8,489
	Power & Industrial Systems	2,191,091	2,194,445	2,060,169	20,671
	Digital Media & Consumer Products	781,386	782,420	743,515	7,372
	High Functional Materials & Components	1,185,662	1,298,973	1,349,133	11,185
	Logistics, Services & Others	1,027,699	1,016,599	1,051,712	9,695
	Financial Services	2,062,921	1,932,459	2,114,367	19,461
	Subtotal	9,907,743	10,272,835	9,872,429	93,469
	Eliminations & Corporate items	(317,421)	(93,446)	43,225	(2,994)
Total	9,590,322	10,179,389	9,915,654	90,475	

		2004	2003	2002
Number of employees	Information & Telecommunication Systems	91,254	86,630	69,966
	Electronic Devices	25,688	42,470	42,705
	Power & Industrial Systems	82,142	81,869	76,523
	Digital Media & Consumer Products	34,370	34,722	35,612
	High Functional Materials & Components	51,742	51,887	54,881
	Logistics, Services & Others	29,278	29,998	28,483
	Financial Services	4,490	4,448	4,500
	Others	3,605	3,745	5,071
	Corporate	3,775	3,803	3,776
	Total	326,344	339,572	321,517

GEOGRAPHIC SEGMENTS

		Millions of yen			Millions of U.S. dollars
		2004	2003	2002	2004
Revenues					
Japan	Outside customer sales	¥6,364,411	¥6,290,654	¥6,134,554	\$60,041
	Intersegment transactions	854,532	1,026,916	892,562	8,062
	Total	7,218,943	7,317,570	7,027,116	68,103
Asia	Outside customer sales	993,471	651,228	607,041	9,372
	Intersegment transactions	312,153	351,006	349,337	2,945
	Total	1,305,624	1,002,234	956,378	12,317
North America	Outside customer sales	784,782	802,582	830,959	7,404
	Intersegment transactions	25,894	38,753	45,382	244
	Total	810,676	841,335	876,341	7,648
Europe	Outside customer sales	404,278	379,615	364,840	3,814
	Intersegment transactions	32,949	28,382	32,268	311
	Total	437,227	407,997	397,108	4,125
Other Areas	Outside customer sales	85,508	67,673	56,390	807
	Intersegment transactions	2,655	2,645	2,359	25
	Total	88,163	70,318	58,749	832
	Subtotal	9,860,633	9,639,454	9,315,692	93,025
	Eliminations & Corporate items	(1,228,183)	(1,447,702)	(1,321,908)	(11,587)
	Total	8,632,450	8,191,752	7,993,784	81,438
Operating income (loss) (note 2 on page 13)					
Japan		¥ 177,102	¥ 155,684	¥ (70,420)	\$ 1,671
Asia		33,363	18,357	(5,090)	315
North America		4,733	6,336	(21,053)	45
Europe		10,512	6,720	4,007	99
Other Areas		3,245	2,097	1,842	30
	Subtotal	228,955	189,194	(90,714)	2,160
	Eliminations & Corporate items	(44,092)	(36,227)	(26,701)	(416)
	Total	184,863	152,967	(117,415)	1,744

REVENUES BY MARKET

		Millions of yen			Millions of U.S. dollars
		2004	2003	2002	2004
Japan	Revenues	¥5,654,856	¥5,546,543	¥5,444,662	\$53,348
	Percentage of Total Revenues (%)	66	68	68	
Outside Japan	Asia	1,212,844	1,017,439	896,050	11,442
	Percentage of Total Revenues (%)	14	12	11	
	North America	873,243	890,684	930,629	8,238
	Percentage of Total Revenues (%)	10	11	12	
	Europe	655,824	537,029	513,310	6,187
	Percentage of Total Revenues (%)	7	7	6	
	Other Areas	235,683	200,057	209,133	2,223
	Percentage of Total Revenues (%)	3	2	3	
	Subtotal	2,977,594	2,645,209	2,549,122	28,090
	Percentage of Total Revenues (%)	34	32	32	
	Total	8,632,450	8,191,752	7,993,784	81,438

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 total revenues 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 remeasurement of the obligation upon 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 operations and notes 18, 19 and 20 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.