

# Segment Information

Years ended March 31, 2002, 2001 and 2000

## Industry Segments

		Millions of yen		
		2000	2001	2002
<b>Sales</b>	Information & Telecommunication Systems .....	¥ 1,777,731	¥ 1,796,084	¥ 1,829,661
	Electronic Devices .....	1,756,705	2,011,717	1,487,200
	Power & Industrial Systems .....	2,158,596	2,321,104	2,266,895
	Digital Media & Consumer Products .....	1,022,285	1,053,199	1,170,744
	High Functional Materials & Components .....	1,351,335	1,467,345	1,250,248
	Logistics, Services & Others .....	1,354,816	1,599,369	1,430,825
	Financial Services .....	529,867	592,774	567,138
	Subtotal .....	9,951,335	10,841,592	10,002,711
	Eliminations & Corporate items .....	(1,950,132)	(2,424,610)	(2,008,927)
<b>Total</b> .....	<b>8,001,203</b>	<b>8,416,982</b>	<b>7,993,784</b>	
<b>Operating income (loss)</b>	Information & Telecommunication Systems .....	¥ 37,820	¥ 48,921	¥ 35,757
	Electronic Devices .....	40,119	118,128	(163,633)
	Power & Industrial Systems .....	34,329	77,269	55,004
	Digital Media & Consumer Products .....	4,727	1,541	(14,675)
	High Functional Materials & Components .....	50,503	83,415	(22,024)
	Logistics, Services & Others .....	23,930	8,437	3,257
	Financial Services .....	26,090	44,146	37,403
	Subtotal .....	217,518	381,857	(68,911)
	Eliminations & Corporate items .....	(43,154)	(39,545)	(48,504)
<b>Total</b> .....	<b>174,364</b>	<b>342,312</b>	<b>(117,415)</b>	

## Geographic Segments

		Millions of yen		
		2000	2001	2002
<b>Sales</b>				
<b>Japan</b>	Outside customer sales .....	¥ 6,410,934	¥ 6,557,736	¥ 6,134,554
	Intersegment transactions .....	951,918	1,148,587	892,562
	Total .....	7,362,852	7,706,323	7,027,116
<b>Asia</b>	Outside customer sales .....	462,652	550,303	607,041
	Intersegment transactions .....	303,156	415,946	349,337
	Total .....	765,808	966,249	956,378
<b>North America</b>	Outside customer sales .....	723,086	863,349	830,959
	Intersegment transactions .....	31,512	48,141	45,382
	Total .....	754,598	911,490	876,341
<b>Europe</b>	Outside customer sales .....	364,618	395,809	364,840
	Intersegment transactions .....	44,737	27,513	32,268
	Total .....	409,355	423,322	397,108
<b>Other Areas</b>	Outside customer sales .....	39,913	49,785	56,390
	Intersegment transactions .....	10,016	4,254	2,359
	Total .....	49,929	54,039	58,749
	Subtotal .....	9,342,542	10,061,423	9,315,692
	Eliminations & Corporate items .....	(1,341,339)	(1,644,441)	(1,321,908)
	Total .....	8,001,203	8,416,982	7,993,784
<b>Operating income (loss)</b>				
<b>Japan</b>	.....	183,954	303,359	(70,420)
<b>Asia</b>	.....	21,302	45,032	(5,090)
<b>North America</b>	.....	15,513	7,037	(21,053)
<b>Europe</b>	.....	3,871	13,109	4,007
<b>Other Areas</b>	.....	(1,407)	1,246	1,842
	Subtotal .....	223,233	369,783	(90,714)
	Eliminations & Corporate items .....	(48,869)	(27,471)	(26,701)
	Total .....	174,364	342,312	(117,415)

## Sales by Market

		Millions of yen		
		2000	2001	2002
<b>Japan</b>	<b>Sales</b> .....	¥5,657,571	¥5,791,300	¥5,444,662
	Percentage of Net Sales (%) .....	71	69	68
<b>Outside Japan</b>	<b>Asia</b> .....	897,664	966,870	896,050
	Percentage of Net Sales (%) .....	11	11	11
	<b>North America</b> .....	767,241	903,800	930,629
	Percentage of Net Sales (%) .....	10	11	12
	<b>Europe</b> .....	484,744	550,968	513,310
	Percentage of Net Sales (%) .....	6	7	6
	<b>Other Areas</b> .....	193,983	204,044	209,133
	Percentage of Net Sales (%) .....	2	2	3
	<b>Subtotal</b> .....	2,343,632	2,625,682	2,549,122
	Percentage of Net Sales (%) .....	29	31	32
	<b>Total</b> .....	8,001,203	8,416,982	7,993,784

## Others

		Millions of yen	
		2001	2002
<b>Capital investment (Property, plant and equipment)</b>	Information & Telecommunication Systems .....	¥ 89,937	¥ 89,769
	Electronic Devices .....	224,201	114,602
	Power & Industrial Systems .....	75,073	74,549
	Digital Media & Consumer Products .....	45,486	38,677
	High Functional Materials & Components .....	108,813	80,232
	Logistics, Services & Others .....	30,199	40,125
	Financial Services .....	465,213	472,129
	Subtotal .....	1,038,922	910,083
	Eliminations & Corporate items .....	(67,827)	(53,804)
<b>Total</b> .....	<b>971,095</b>	<b>856,279</b>	
<b>Depreciation (Property, plant and equipment)</b>	Information & Telecommunication Systems .....	¥ 63,046	¥ 69,219
	Electronic Devices .....	149,566	162,146
	Power & Industrial Systems .....	63,960	62,944
	Digital Media & Consumer Products .....	44,507	44,025
	High Functional Materials & Components .....	83,023	81,827
	Logistics, Services & Others .....	35,027	36,351
	Financial Services .....	62,278	69,349
	Subtotal .....	501,407	525,861
	Eliminations & Corporate items .....	4,100	3,557
<b>Total</b> .....	<b>505,507</b>	<b>529,418</b>	
<b>R&amp;D expenditures</b>	Information & Telecommunication Systems .....	¥ 153,744	¥ 136,714
	Electronic Devices .....	128,414	116,706
	Power & Industrial Systems .....	66,060	63,733
	Digital Media & Consumer Products .....	37,297	37,593
	High Functional Materials & Components .....	43,896	47,501
	Logistics, Services & Others .....	5,339	11,983
	Financial Services .....	829	1,218
	<b>Total</b> .....	<b>435,579</b>	<b>415,448</b>

		2001	2002
<b>Number of employees</b>	Information & Telecommunication Systems .....	67,015	<b>69,966</b>
	Electronic Devices .....	51,308	<b>42,705</b>
	Power & Industrial Systems .....	81,172	<b>76,523</b>
	Digital Media & Consumer Products .....	40,155	<b>35,612</b>
	High Functional Materials & Components .....	59,562	<b>54,881</b>
	Logistics, Services & Others .....	28,448	<b>28,483</b>
	Financial Services .....	4,277	<b>4,500</b>
	Others .....	5,255	<b>5,071</b>
	Corporate .....	3,747	<b>3,776</b>
	<b>Total .....</b>	<b>340,939</b>	<b>321,517</b>

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. Under accounting principles generally accepted in the United States of America, restructuring charges, impairment losses and special termination benefits are included as part of operating income (loss).

3. The Company has changed the industry segment classification starting from the year ended March 31, 2002.

Figures for the years ended March 31, 2000 and 2001 have been restated to reflect the reclassifications.