

Segment Information

Years ended March 31

Industry Segments

		Millions of yen		
		2001	2002	2003
Sales	Information & Telecommunication Systems	¥ 1,796,084	¥ 1,829,661	¥ 1,899,651
	Electronic Devices	2,011,717	1,487,200	1,570,069
	Power & Industrial Systems	2,321,104	2,266,895	2,297,068
	Digital Media & Consumer Products	1,053,199	1,170,744	1,205,551
	High Functional Materials & Components	1,467,345	1,250,248	1,248,550
	Logistics, Services & Others	1,599,369	1,430,825	1,449,594
	Financial Services	592,774	567,138	579,267
	Subtotal	10,841,592	10,002,711	10,249,750
	Eliminations & Corporate items	(2,424,610)	(2,008,927)	(2,057,998)
	Total	8,416,982	7,993,784	8,191,752
Operating income (loss)	Information & Telecommunication Systems	¥ 48,921	¥ 35,757	¥ 110,523
(note 2 on page 21)	Electronic Devices	118,128	(163,633)	(23,242)
	Power & Industrial Systems	77,269	55,004	53,253
	Digital Media & Consumer Products	1,541	(14,675)	6,204
	High Functional Materials & Components	83,415	(22,024)	18,301
	Logistics, Services & Others	8,437	3,257	10,352
	Financial Services	44,146	37,403	12,067
	Subtotal	381,857	(68,911)	187,458
	Eliminations & Corporate items	(39,545)	(48,504)	(34,491)
	Total	342,312	(117,415)	152,967

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

Sales by Market

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

Others

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

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

- 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). 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. See note 2 on page 2.
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.