## SEGMENT INFORMATION

(1)INDUSTRY SEGMENTS

|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { U.S. DOLLARS } \\ & \text { (millions) } \\ & \hline \end{aligned}$ |
|  |  | 2005 (A) | 2004 (B) |  | 2005 |
| Revenues | Information \& Telecommunication Systems | $\begin{gathered} \hline 2,268,386 \\ 21 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2,314,552 \\ 23 \% \\ \hline \end{gathered}$ | 98 | 21,200 |
|  | Electronic Devices | $\begin{gathered} \hline 1,320,177 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 1,312,380 \\ 13 \% \end{gathered}$ | 101 | 12,338 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 2,515,366 \\ 24 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2,297,913 \\ 22 \% \\ \hline \end{gathered}$ | 109 | 23,508 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 1,280,302 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 1,226,955 \\ 12 \% \end{gathered}$ | 104 | 11,966 |
|  | High Functional Materials <br> \& Components | $\begin{gathered} \hline 1,504,312 \\ 14 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,297,085 \\ 13 \% \\ \hline \end{gathered}$ | 116 | 14,059 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 1,248,296 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 1,256,266 \\ 12 \% \end{gathered}$ | 99 | 11,666 |
|  | Financial Services | $\begin{gathered} \hline 529,695 \\ 5 \% \end{gathered}$ | $\begin{gathered} \hline 550,982 \\ 5 \% \end{gathered}$ | 96 | 4,950 |
|  | Subtotal | $\begin{gathered} \hline 10,666,534 \\ 100 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 10,256,133 \\ 100 \% \\ \hline \end{gathered}$ | 104 | 99,687 |
|  | Eliminations \& Corporate items | $(1,639,491)$ | $(1,623,683)$ | - | $(15,322)$ |
|  | Total | 9,027,043 | 8,632,450 | 105 | 84,365 |
| Operating income | Information \& Telecommunication Systems | $\begin{gathered} \hline \hline 67,761 \\ 21 \% \end{gathered}$ | $\begin{gathered} \hline \hline 69,932 \\ 33 \% \end{gathered}$ | 97 | 633 |
|  | Electronic Devices | $\begin{gathered} \hline 37,017 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 30,424 \\ 15 \% \end{gathered}$ | 122 | 346 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 73,661 \\ 23 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 33,933 \\ 16 \% \\ \hline \end{gathered}$ | 217 | 689 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 8,694 \\ 3 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6,951 \\ 3 \% \\ \hline \end{gathered}$ | 125 | 81 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 87,514 \\ 28 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 46,767 \\ 22 \% \\ \hline \end{gathered}$ | 187 | 818 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 9,808 \\ 3 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 533 \\ & 0 \% \\ & \hline \end{aligned}$ | - | 92 |
|  | Financial Services | $\begin{gathered} \hline 31,073 \\ 10 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 22,388 \\ 11 \% \\ \hline \end{gathered}$ | 139 | 290 |
|  | Subtotal | $\begin{gathered} \hline 315,528 \\ 100 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 210,928 \\ 100 \% \\ \hline \end{gathered}$ | 150 | 2,949 |
|  | Eliminations \& Corporate items | $(36,473)$ | $(26,065)$ | - | (341) |
|  | Total | 279,055 | 184,863 | 151 | 2,608 |

Note: Revenues by industry segment include intersegment transactions.
(2)GEOGRAPHIC SEGMENTS

|  |  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{array}{\|c} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2005 \\ \hline \end{array}$ |
|  |  |  | 2005 (A) | 2004 (B) |  |  |
| Revenues |  | Outside customer sales | $\begin{array}{\|} \hline 6,598,002 \\ 63 \% \end{array}$ | $\begin{gathered} 6,364,411 \\ 64 \% \end{gathered}$ | 104 | 61,664 |
|  | Japan | Intersegment transactions | $\begin{gathered} \hline 937,814 \\ 9 \% \end{gathered}$ | $\begin{gathered} \hline 854,532 \\ 9 \% \end{gathered}$ | 110 | 8,764 |
|  | Total |  | $\begin{gathered} \hline 7,535,816 \\ 72 \% \end{gathered}$ | $\begin{gathered} \hline 7,218,943 \\ 73 \% \end{gathered}$ | 104 | 70,428 |
|  |  | Outside <br> customer sales | $\begin{gathered} 1,059,197 \\ 10 \% \end{gathered}$ | $\begin{gathered} \hline 993,471 \\ 10 \% \end{gathered}$ | 107 | 9,899 |
|  | Asia | Intersegment transactions | $\begin{gathered} \hline 388,249 \\ 4 \% \end{gathered}$ | $\begin{gathered} \hline 312,153 \\ 3 \% \end{gathered}$ | 124 | 3,629 |
|  | Total |  | $\begin{gathered} 1,447,446 \\ 14 \% \end{gathered}$ | $\begin{gathered} \hline 1,305,624 \\ 13 \% \end{gathered}$ | 111 | 13,528 |
|  |  | Outside customer sales | $\begin{gathered} \hline 798,266 \\ 8 \% \end{gathered}$ | $\begin{gathered} \hline 784,782 \\ 8 \% \end{gathered}$ | 102 | 7,460 |
|  | North <br> America | Intersegment transactions | $\begin{gathered} \hline 34,224 \\ 0 \% \end{gathered}$ | $\begin{gathered} 25,894 \\ 0 \% \end{gathered}$ | 132 | 320 |
|  | Total |  | $\begin{gathered} \hline 832,490 \\ 8 \% \end{gathered}$ | $\begin{gathered} \hline 810,676 \\ 8 \% \end{gathered}$ | 103 | 7,780 |
|  |  | Outside customer sales | $\begin{gathered} 470,792 \\ 5 \% \end{gathered}$ | $\begin{gathered} \hline 404,278 \\ 4 \% \end{gathered}$ | 116 | 4,400 |
|  | Europe | Intersegment transactions | $\begin{gathered} \hline 20,015 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 32,949 \\ 1 \% \end{gathered}$ | 61 | 187 |
|  | Total |  | $\begin{gathered} \hline 490,807 \\ 5 \% \end{gathered}$ | $\begin{gathered} \hline 437,227 \\ 5 \% \end{gathered}$ | 112 | 4,587 |
|  | Other <br> Areas | Outside customer sales | $\begin{gathered} \hline 100,786 \\ 1 \% \end{gathered}$ | $\begin{gathered} \hline 85,508 \\ 1 \% \end{gathered}$ | 118 | 942 |
|  |  | Intersegment transactions | $\begin{gathered} \hline 3,545 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 2,655 \\ 0 \% \end{gathered}$ | 134 | 33 |
|  |  | tal | $\begin{gathered} 104,331 \\ 1 \% \end{gathered}$ | $\begin{gathered} 88,163 \\ 1 \% \end{gathered}$ | 118 | 975 |
|  | Subtotal |  | $\begin{gathered} \hline 10,410,890 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 9,860,633 \\ 100 \% \end{gathered}$ | 106 | 97,298 |
|  | Eliminations \& Corporate items |  | (1,383,847) | $(1,228,183)$ | - | $(12,933)$ |
|  | Total |  | 9,027,043 | 8,632,450 | 105 | 84,365 |


|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2005 \\ \hline \end{gathered}$ |
|  |  | 2005 (A) | 2004 (B) |  |  |
| Operating <br> income | Japan | $\begin{gathered} 274,389 \\ 83 \% \end{gathered}$ | $\begin{gathered} 177,102 \\ 77 \% \end{gathered}$ | 155 | 2,565 |
|  | Asia | $\begin{gathered} 27,538 \\ 8 \% \end{gathered}$ | $\begin{gathered} 33,363 \\ 15 \% \end{gathered}$ | 83 | 257 |
|  | North America | $\begin{gathered} 10,188 \\ 3 \% \end{gathered}$ | $\begin{gathered} 4,733 \\ 2 \% \end{gathered}$ | 215 | 95 |
|  | Europe | $\begin{gathered} 16,382 \\ 5 \% \end{gathered}$ | $\begin{gathered} 10,512 \\ 5 \% \end{gathered}$ | 156 | 153 |
|  | Other Areas | $\begin{gathered} 3,260 \\ 1 \% \end{gathered}$ | $\begin{gathered} 3,245 \\ 1 \% \end{gathered}$ | 100 | 31 |
|  | Subtotal | $\begin{gathered} 331,757 \\ 100 \% \end{gathered}$ | $\begin{gathered} 228,955 \\ 100 \% \end{gathered}$ | 145 | 3,101 |
|  | Eliminations \& Corporate items | $(52,702)$ | $(44,092)$ | - | (493) |
|  | Total | 279,055 | 184,863 | 151 | 2,608 |

(3)REVENUES BY MARKET

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2005 \\ \hline \end{gathered}$ |
|  | 2005 (A) | 2004 (B) |  |  |
| Japan | $\begin{gathered} \hline 5,749,603 \\ 64 \% \end{gathered}$ | $\begin{gathered} \hline 5,654,856 \\ 66 \% \end{gathered}$ | 102 | 53,735 |
| Asia | $\begin{gathered} 1,406,883 \\ 15 \% \end{gathered}$ | $\begin{gathered} \hline 1,212,844 \\ 14 \% \end{gathered}$ | 116 | 13,148 |
| North America | $\begin{gathered} 901,855 \\ 10 \% \end{gathered}$ | $\begin{gathered} \hline 873,243 \\ 10 \% \end{gathered}$ | 103 | 8,429 |
| Europe | $\begin{gathered} 709,770 \\ 8 \% \end{gathered}$ | $\begin{gathered} \hline 655,824 \\ 7 \% \end{gathered}$ | 108 | 6,633 |
| Other Areas | $\begin{gathered} 258,932 \\ 3 \% \end{gathered}$ | $\begin{gathered} \hline 235,683 \\ 3 \% \end{gathered}$ | 110 | 2,420 |
| Outside Japan | $\begin{gathered} 3,277,440 \\ 36 \% \end{gathered}$ | $\begin{gathered} \hline 2,977,594 \\ 34 \% \end{gathered}$ | 110 | 30,630 |
| Total | $\begin{gathered} 9,027,043 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 8,632,450 \\ 100 \% \end{gathered}$ | 105 | 84,365 |

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