## Segment Information

## (1) Business Segments

|  | Three months ended December 31 |  |  |  | Nine months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | $\begin{gathered} \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \text { (D)/(C) } \\ (\%) \end{gathered}$ | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \end{array}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
| Information \& Telecommunication Systems | $\begin{array}{r} \hline 409,405 \\ 17 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 452,448 \\ 17 \% \end{array}$ | 111 | 4,309 | $\begin{array}{r} 1,242,365 \\ 17 \% \end{array}$ | $\begin{array}{r} \hline 1,337,218 \\ 18 \% \end{array}$ | 108 | 12,735 |
| Power Systems | $\begin{array}{r} 205,763 \\ 9 \% \end{array}$ | $\begin{array}{r} 199,363 \\ 8 \% \end{array}$ | 97 | 1,899 | $\begin{array}{r} 619,259 \\ 8 \% \end{array}$ | $\begin{array}{r} 575,666 \\ 8 \% \end{array}$ | 93 | 5,483 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 296,901 \\ 13 \% \end{array}$ | $\begin{array}{r} \hline 313,635 \\ 12 \% \end{array}$ | 106 | 2,987 | $\begin{array}{r} \hline 842,241 \\ 12 \% \end{array}$ | $\begin{array}{r} 910,959 \\ 12 \% \end{array}$ | 108 | 8,676 |
| Electronic Systems \& Equipment | $\begin{array}{r} 218,411 \\ 9 \% \end{array}$ | $\begin{array}{r} \hline 252,421 \\ 10 \% \\ \hline \end{array}$ | 116 | 2,404 | $\begin{array}{r} \hline 728,999 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 752,302 \\ 10 \% \\ \hline \end{array}$ | 103 | 7,165 |
| Construction Machinery | $\begin{array}{r} 175,975 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 175,271 \\ 7 \% \end{array}$ | 100 | 1,669 | $\begin{array}{r} 546,577 \\ 7 \% \end{array}$ | $\begin{array}{r} 533,331 \\ 7 \% \end{array}$ | 98 | 5,079 |
| High Functional Materials \& Components | $\begin{array}{r} \hline 331,933 \\ 14 \% \end{array}$ | $\begin{array}{r} \hline 346,860 \\ 13 \% \end{array}$ | 104 | 3,303 | 1,006,290 | $\begin{array}{r} \hline 1,016,453 \\ 13 \% \\ \hline \end{array}$ | 101 | 9,681 |
| Automotive Systems | $\begin{array}{r} 190,956 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 221,983 \\ 9 \% \end{array}$ | 116 | 2,114 | $\begin{array}{r} 592,855 \\ 8 \% \end{array}$ | $\begin{array}{r} 648,768 \\ 8 \% \end{array}$ | 109 | 6,179 |
| Digital Media \& Consumer Products | $\begin{array}{r} \hline 198,199 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 216,069 \\ 8 \% \\ \hline \end{array}$ | 109 | 2,058 | $\begin{array}{r} \hline 626,996 \\ 9 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 675,193 \\ 9 \% \\ \hline \end{array}$ | 108 | 6,430 |
| Others (Logistics and Other services) | $\begin{array}{r} \hline 266,490 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 325,195 \\ 13 \% \end{array}$ | 122 | 3,097 | $\begin{array}{r} \hline 823,184 \\ 11 \% \end{array}$ | $\begin{array}{r} 900,173 \\ 12 \% \end{array}$ | 109 | 8,573 |
| Financial Services | $\begin{array}{r} 80,652 \\ 3 \% \end{array}$ | $\begin{array}{r} 83,325 \\ 3 \% \end{array}$ | 103 | 794 | $\begin{array}{r} \hline 260,261 \\ 4 \% \end{array}$ | $\begin{array}{r} 247,007 \\ 3 \% \end{array}$ | 95 | 2,352 |
| Subtotal | $\begin{array}{r} \hline 2,374,685 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,586,570 \\ 100 \% \\ \hline \end{array}$ | 109 | 24,634 | $\begin{array}{r} \hline 7,289,027 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 7,597,070 \\ 100 \% \\ \hline \end{array}$ | 104 | 72,353 |
| Corporate items \& Eliminations | $(261,552)$ | $(282,806)$ | - | $(2,693)$ | $(820,326)$ | $(822,620)$ | - | $(7,834)$ |
| Revenues Total | 2,113,133 | 2,303,764 | 109 | 21,941 | 6,468,701 | 6,774,450 | 105 | 64,519 |

Notes: 1. Revenues by business segment include intersegment transactions.
2. On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".

|  | Three months ended December 31 |  |  |  | Nine months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | Yen(millions) |  | $\begin{gathered} \text { (D)/(C) } \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \end{gathered}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
| Information \& Telecommunication Systems | $\begin{array}{r} 15,943 \\ 22 \% \\ \hline \end{array}$ | $\begin{array}{r} 17,795 \\ 14 \% \\ \hline \end{array}$ | 112 | 169 | $\begin{array}{r} 43,153 \\ 18 \% \\ \hline \end{array}$ | $\begin{array}{r} 49,186 \\ 16 \% \\ \hline \end{array}$ | 114 | 468 |
| Power Systems | $\begin{array}{r} 6,548 \\ 9 \% \end{array}$ | $\begin{array}{r} 4,197 \\ 3 \% \end{array}$ | 64 | 40 | $\begin{array}{r} \hline 14,015 \\ 6 \% \end{array}$ | $\begin{array}{r} 6,372 \\ 2 \% \end{array}$ | 45 | 61 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 11,314 \\ 15 \% \end{array}$ | $\begin{array}{r} 9,641 \\ 8 \% \end{array}$ | 85 | 92 | $\begin{array}{r} \hline 14,504 \\ 6 \% \end{array}$ | $\begin{array}{r} 12,273 \\ 4 \% \end{array}$ | 85 | 117 |
| Electronic Systems \& Equipment | $\begin{array}{r} \hline 537 \\ 1 \% \\ \hline \end{array}$ | $\begin{array}{r} 13,416 \\ 11 \% \\ \hline \end{array}$ | - | 128 | $\begin{array}{r} \hline 20,327 \\ 8 \% \end{array}$ | $\begin{array}{r} 24,052 \\ 8 \% \end{array}$ | 118 | 229 |
| Construction Machinery | $\begin{array}{r} \hline 9,338 \\ 13 \% \end{array}$ | $\begin{array}{r} \hline 17,426 \\ 14 \% \end{array}$ | 187 | 166 | $\begin{array}{r} \hline 32,138 \\ 13 \% \end{array}$ | $\begin{array}{r} 46,873 \\ 15 \% \end{array}$ | 146 | 446 |
| High Functional Materials \& Components | $\begin{array}{r} \hline 8,007 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 23,983 \\ 19 \% \\ \hline \end{array}$ | 300 | 228 | $\begin{array}{r} \hline 46,203 \\ 19 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 73,262 \\ 24 \% \\ \hline \end{array}$ | 159 | 698 |
| Automotive Systems | $\begin{array}{r} 6,715 \\ 9 \% \end{array}$ | $\begin{array}{r} \hline 11,510 \\ 9 \% \end{array}$ | 171 | 110 | $\begin{array}{r} \hline 25,988 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 32,344 \\ 11 \% \end{array}$ | 124 | 308 |
| Digital Media \& Consumer Products | $\begin{array}{r} 94 \\ 0 \% \\ \hline \end{array}$ | $\begin{array}{r} 3,413 \\ 3 \% \end{array}$ | - | 33 | $\begin{array}{r} \hline(2,341) \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2,521 \\ 1 \% \end{array}$ | - | 24 |
| Others <br> (Logistics and Other services) | $\begin{array}{r} \hline 8,803 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 14,196 \\ 12 \% \\ \hline \end{array}$ | 161 | 135 | $\begin{array}{r} 29,655 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} 32,795 \\ 11 \% \end{array}$ | 111 | 312 |
| Financial Services | $\begin{array}{r} \hline 6,105 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 9,066 \\ 7 \% \\ \hline \end{array}$ | 149 | 86 | $\begin{array}{r} \hline 19,876 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 25,143 \\ 8 \% \\ \hline \end{array}$ | 126 | 239 |
| Subtotal | $\begin{array}{r} \hline 73,404 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 124,643 \\ 100 \% \\ \hline \end{array}$ | 170 | 1,187 | $\begin{array}{r} \hline 243,518 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} 304,821 \\ 100 \% \\ \hline \end{array}$ | 125 | 2,903 |
| Corporate items \& Eliminations | $(5,073)$ | $(2,643)$ | - | (25) | $(11,583)$ | $(9,340)$ | - | (89) |
| Operating income Total | 68,331 | 122,000 | 179 | 1,162 | 231,935 | 295,481 | 127 | 2,814 |

[^0]|  | Three months ended December 31 |  |  |  | Nine months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | U.S. \$ (millions) | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | (D)/(C) <br> (\%) | $\begin{gathered} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \end{gathered}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
| Information \& Telecommunication Systems | $\begin{array}{r} \hline 16,146 \\ 19 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 18,738 \\ 13 \% \\ \hline \end{array}$ | 116 | 178 | $\begin{array}{r} \hline 38,599 \\ 15 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 47,714 \\ 15 \% \end{array}$ | 124 | 454 |
| Power Systems | $\begin{array}{r} \hline 9,503 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 7,475 \\ 5 \% \end{array}$ | 79 | 71 | $\begin{array}{r} \hline 15,431 \\ 6 \% \end{array}$ | $\begin{array}{r} 10,952 \\ 3 \% \end{array}$ | 71 | 104 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} 13,279 \\ 15 \% \end{array}$ | $\begin{array}{r} \hline 12,254 \\ 9 \% \end{array}$ | 92 | 117 | $\begin{array}{r} \hline 16,531 \\ 6 \% \end{array}$ | $\begin{array}{r} \hline 18,643 \\ 6 \% \end{array}$ | 113 | 178 |
| Electronic Systems \& Equipment | $\begin{array}{r} 1,796 \\ 2 \% \end{array}$ | $\begin{array}{r} \hline 15,132 \\ 11 \% \end{array}$ | 843 | 144 | $\begin{array}{r} \hline 18,899 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 24,434 \\ 8 \% \end{array}$ | 129 | 233 |
| Construction Machinery | $\begin{array}{r} \hline 10,078 \\ 12 \% \end{array}$ | $\begin{array}{r} \hline 18,133 \\ 13 \% \end{array}$ | 180 | 173 | $\begin{array}{r} \hline 39,911 \\ 16 \% \end{array}$ | $\begin{array}{r} 44,806 \\ 15 \% \end{array}$ | 112 | 427 |
| High Functional Materials \& Components | $\begin{array}{r} 8,819 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} 26,832 \\ 19 \% \\ \hline \end{array}$ | 304 | 256 | $\begin{array}{r} 46,408 \\ 18 \% \\ \hline \end{array}$ | $\begin{array}{r} 76,071 \\ 25 \% \\ \hline \end{array}$ | 164 | 724 |
| Automotive Systems | $\begin{array}{r} \hline 8,981 \\ 10 \% \end{array}$ | $\begin{array}{r} \hline 13,110 \\ 9 \% \end{array}$ | 146 | 125 | $\begin{array}{r} \hline 27,224 \\ 11 \% \end{array}$ | $\begin{array}{r} 15,120 \\ 5 \% \end{array}$ | 56 | 144 |
| Digital Media \& Consumer Products | $\begin{array}{r} 1,826 \\ 2 \% \end{array}$ | $\begin{array}{r} 5,341 \\ 4 \% \end{array}$ | 292 | 51 | $\begin{gathered} (206) \\ 0 \% \end{gathered}$ | $\begin{array}{r} 4,290 \\ 1 \% \end{array}$ | - | 41 |
| Others <br> (Logistics and Other services) | $\begin{array}{r} \hline 9,929 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 16,464 \\ 11 \% \end{array}$ | 166 | 157 | $\begin{array}{r} \hline 31,379 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 38,986 \\ 13 \% \\ \hline \end{array}$ | 124 | 371 |
| Financial Services | $\begin{array}{r} \hline 6,854 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} 9,040 \\ 6 \% \\ \hline \end{array}$ | 132 | 86 | $\begin{array}{r} \hline 22,408 \\ 9 \% \end{array}$ | $\begin{array}{r} \hline 26,460 \\ 9 \% \end{array}$ | 118 | 252 |
| Subtotal | $\begin{array}{r} \hline 87,211 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 142,519 \\ 100 \% \\ \hline \end{array}$ | 163 | 1,357 | $\begin{array}{r} \hline 256,584 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} 307,476 \\ 100 \% \\ \hline \end{array}$ | 120 | 2,928 |
| Corporate items \& Eliminations | $(24,241)$ | 27,262 | - | 260 | $(69,541)$ | 4,319 | - | 41 |
| EBIT Total | 62,970 | 169,781 | 270 | 1,617 | 187,043 | 311,795 | 167 | 2,969 |

Notes: 1. EBIT is defined income before income taxes less interest income plus interest charges.
2. On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".
(2) Revenues by Market

|  | Three months ended December 31 |  |  |  | Nine months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | (B)/(A) <br> (\%) | $\begin{gathered} \hline \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \text { (D)/(C) } \\ (\%) \end{gathered}$ | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \end{array}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
| Japan | $\begin{array}{r} \hline 1,245,417 \\ 59 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,239,086 \\ 54 \% \\ \hline \end{array}$ | 99 | 11,801 | $\begin{array}{r} \hline 3,797,174 \\ 59 \% \\ \hline \end{array}$ | $\begin{array}{r} 3,652,140 \\ 54 \% \\ \hline \end{array}$ | 96 | 34,782 |
| Asia | $\begin{array}{r} 398,806 \\ 19 \% \end{array}$ | $\begin{array}{r} 489,967 \\ 21 \% \end{array}$ | 123 | 4,666 | $\begin{array}{r} 1,245,383 \\ 19 \% \end{array}$ | $\begin{array}{r} \hline 1,484,062 \\ 22 \% \end{array}$ | 119 | 14,134 |
| North America | 190,979 $9 \%$ | $\begin{array}{r} \hline 232,423 \\ 10 \% \end{array}$ | 122 | 2,214 | $\begin{array}{r} 578,252 \\ 9 \% \end{array}$ | $\begin{array}{r} 675,829 \\ 10 \% \end{array}$ | 117 | 6,436 |
| Europe | $\begin{array}{r} 153,935 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} 213,163 \\ 9 \% \\ \hline \end{array}$ | 138 | 2,030 | $\begin{array}{r} 464,185 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} 568,659 \\ 8 \% \\ \hline \end{array}$ | 123 | 5,416 |
| Other Areas | $\begin{array}{r} 123,996 \\ 6 \% \end{array}$ | $\begin{array}{r} 129,125 \\ 6 \% \\ \hline \end{array}$ | 104 | 1,230 | $\begin{array}{r} 383,707 \\ 6 \% \end{array}$ | $\begin{array}{r} \hline 393,760 \\ 6 \% \\ \hline \end{array}$ | 103 | 3,750 |
| Outside Japan | $\begin{array}{r} \hline 867,716 \\ 41 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,064,678 \\ 46 \% \\ \hline \end{array}$ | 123 | 10,140 | $\begin{array}{r} \hline 2,671,527 \\ 41 \% \\ \hline \end{array}$ | $\begin{array}{r} 3,122,310 \\ 46 \% \\ \hline \end{array}$ | 117 | 29,736 |
| Total | $\begin{array}{r} \hline 2,113,133 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,303,764 \\ 100 \% \\ \hline \end{array}$ | 109 | 21,941 | $\begin{array}{r} \hline 6,468,701 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 6,774,450 \\ 100 \% \end{array}$ | 105 | 64,519 |


[^0]:    Note: On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".

