## SEGMENT INFORMATION

(1)INDUSTRY SEGMENTS

|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS <br> (millions) |
|  |  | 2003 (A) | 2002 (B) |  | 2003 |
| Sales | Information \& Telecommunication Systems | $\begin{gathered} \hline 1,899,651 \\ 19 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,829,661 \\ 18 \% \\ \hline \end{gathered}$ | 104 | 15,830 |
|  | Electronic Devices | $\begin{gathered} \hline 1,570,069 \\ 15 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,487,200 \\ 15 \% \\ \hline \end{gathered}$ | 106 | 13,084 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 2,297,068 \\ 22 \% \\ \hline \end{gathered}$ | $\begin{gathered} 2,266,895 \\ 23 \% \\ \hline \end{gathered}$ | 101 | 19,142 |
|  | Digital Media \& Consumer Products | $\begin{gathered} 1,205,551 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,170,744 \\ 12 \% \\ \hline \end{gathered}$ | 103 | 10,046 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 1,248,550 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,250,248 \\ 12 \% \\ \hline \end{gathered}$ | 100 | 10,405 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 1,449,594 \\ 14 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,430,825 \\ 14 \% \\ \hline \end{gathered}$ | 101 | 12,080 |
|  | Financial Services | $\begin{gathered} 579,267 \\ 6 \% \end{gathered}$ | $\begin{gathered} \hline 567,138 \\ 6 \% \\ \hline \end{gathered}$ | 102 | 4,827 |
|  | Subtotal | $\begin{gathered} \hline 10,249,750 \\ 100 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 10,002,711 \\ 100 \% \\ \hline \end{gathered}$ | 102 | 85,415 |
|  | Eliminations \& Corporate items | $(2,057,998)$ | $(2,008,927)$ | - | $(17,150)$ |
|  | Total | 8,191,752 | 7,993,784 | 102 | 68,265 |
| Operating income (loss) | Information \& Telecommunication Systems | 110,523 <br> - | 35,757 <br> - | 309 | 921 |
|  | Electronic Devices | $(23,242)$ - | $(163,633)$ - | - | (194) |
|  | Power \& Industrial Systems | 53,253 | $55,004$ | 97 | 444 |
|  | Digital Media \& Consumer Products | $\overline{6,204}$ | $(14,675)$ | - | 52 |
|  | High Functional Materials \& Components | $\begin{gathered} 18,301 \\ \hline- \\ \hline \end{gathered}$ | $(22,024)$ - | - | 153 |
|  | Logistics, Services \& Others | 10,352 | $3,257$ | 318 | 86 |
|  | Financial Services | 12,067 - | 37,403 - | 32 | 101 |
|  | Subtotal | 187,458 | $(68,911)$ - | - | 1,562 |
|  | Eliminations \& Corporate items | $(34,491)$ | $(48,504)$ | - | (287) |
|  | Total | 152,967 | $(117,415)$ | - | 1,275 |

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

|  |  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YEN(millions) |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS <br> (millions) <br> 2003 |
|  |  |  | 2003 (A) | 2002 (B) |  |  |
| Sales |  | Outside customer sales | $\begin{gathered} 6,290,654 \\ 65 \% \end{gathered}$ | $\begin{gathered} 6,134,554 \\ 66 \% \end{gathered}$ | 103 | 52,422 |
|  | Japan | Intersegment transactions | $\begin{gathered} \hline 1,026,916 \\ 11 \% \end{gathered}$ | $\begin{gathered} \hline 892,562 \\ 10 \% \end{gathered}$ | 115 | 8,558 |
|  | Total |  | $\begin{gathered} \hline 7,317,570 \\ 76 \% \end{gathered}$ | $\begin{gathered} \hline 7,027,116 \\ 76 \% \end{gathered}$ | 104 | 60,980 |
|  |  | Outside customer sales | $\begin{gathered} \hline 651,228 \\ 7 \% \end{gathered}$ | $\begin{gathered} \hline 607,041 \\ 6 \% \end{gathered}$ | 107 | 5,427 |
|  | Asia | Intersegment transactions | $\begin{gathered} 351,006 \\ 3 \% \end{gathered}$ | $\begin{gathered} 349,337 \\ 4 \% \end{gathered}$ | 100 | 2,925 |
|  | Total |  | $\begin{gathered} 1,002,234 \\ 10 \% \end{gathered}$ | $\begin{gathered} 956,378 \\ 10 \% \end{gathered}$ | 105 | 8,352 |
|  |  | Outside customer sales | $\begin{gathered} 802,582 \\ 8 \% \end{gathered}$ | $\begin{gathered} 830,959 \\ 9 \% \end{gathered}$ | 97 | 6,688 |
|  | North <br> America | Intersegment transactions | $\begin{gathered} 38,753 \\ 1 \% \end{gathered}$ | $\begin{gathered} 45,382 \\ 0 \% \end{gathered}$ | 85 | 323 |
|  | Total |  | $\begin{gathered} \hline 841,335 \\ 9 \% \end{gathered}$ | $\begin{gathered} 876,341 \\ 9 \% \end{gathered}$ | 96 | 7,011 |
|  |  | Outside customer sales | $\begin{gathered} 379,615 \\ 4 \% \end{gathered}$ | $\begin{gathered} \hline 364,840 \\ 4 \% \end{gathered}$ | 104 | 3,163 |
|  | Europe | Intersegment transactions | $\begin{gathered} 28,382 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 32,268 \\ 0 \% \end{gathered}$ | 88 | 237 |
|  | Total |  | $\begin{gathered} \hline 407,997 \\ 4 \% \end{gathered}$ | $\begin{gathered} 397,108 \\ 4 \% \end{gathered}$ | 103 | 3,400 |
|  | Other <br> Areas | Outside customer sales | $\begin{gathered} \hline 67,673 \\ 1 \% \end{gathered}$ | $\begin{gathered} \hline 56,390 \\ 1 \% \end{gathered}$ | 120 | 564 |
|  |  | Intersegment transactions | $\begin{gathered} \hline 2,645 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 2,359 \\ 0 \% \end{gathered}$ | 112 | 22 |
|  |  | tal | $\begin{gathered} 70,318 \\ 1 \% \end{gathered}$ | $\begin{gathered} 58,749 \\ 1 \% \end{gathered}$ | 120 | 586 |
|  | Subtotal |  | $\begin{gathered} \hline 9,639,454 \\ 100 \% \end{gathered}$ | $\begin{gathered} 9,315,692 \\ 100 \% \end{gathered}$ | 103 | 80,329 |
|  | Eliminations \& Corporate items |  | $(1,447,702)$ | $(1,321,908)$ | - | $(12,064)$ |
|  | Total |  | 8,191,752 | 7,993,784 | 102 | 68,265 |


|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YEN(millions) |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS <br> (millions) <br> 2003 |
|  |  | 2003 (A) | 2002 (B) |  |  |
| Operating income (loss) | Japan | 155,684 $82 \%$ | $(70,420)$ - | - | 1,297 |
|  | Asia | 18,357 $10 \%$ | $(5,090)$ - | - | 153 |
|  | North America | 6,336 $3 \%$ | $(21,053)$ - | - | 53 |
|  | Europe | $\begin{gathered} 6,720 \\ 4 \% \end{gathered}$ | 4,007 - | 168 | 56 |
|  | Other Areas | 2,097 $1 \%$ | 1,842 - | 114 | 17 |
|  | Subtotal | $\begin{gathered} \hline 189,194 \\ 100 \% \end{gathered}$ | $(90,714)$ <br> - | - | 1,577 |
|  | Eliminations \& Corporate items | $(36,227)$ | $(26,701)$ | - | (302) |
|  | Total | 152,967 | $(117,415)$ | - | 1,275 |

(3)SALES BY MARKET

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | YEN(millions) |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS <br> (millions) <br> 2003 |
|  | 2003 (A) | 2002 (B) |  |  |
| Japan | $\begin{gathered} \hline 5,546,543 \\ 68 \% \\ \hline \end{gathered}$ | $\begin{gathered} 5,444,662 \\ 68 \% \end{gathered}$ | 102 | 46,221 |
| Asia | $\begin{gathered} 1,017,439 \\ 12 \% \end{gathered}$ | $\begin{gathered} 896,050 \\ 11 \% \end{gathered}$ | 114 | 8,479 |
| North America | $\begin{gathered} \hline 890,684 \\ 11 \% \end{gathered}$ | $\begin{gathered} \hline 930,629 \\ 12 \% \end{gathered}$ | 96 | 7,422 |
| Europe | $\begin{gathered} 537,029 \\ 7 \% \end{gathered}$ | $\begin{gathered} \hline 513,310 \\ 6 \% \end{gathered}$ | 105 | 4,475 |
| Other Areas | $\begin{gathered} 200,057 \\ 2 \% \\ \hline \end{gathered}$ | $\begin{gathered} 209,133 \\ 3 \% \\ \hline \end{gathered}$ | 96 | 1,667 |
| Outside Japan | $\begin{gathered} 2,645,209 \\ 32 \% \end{gathered}$ | $\begin{gathered} 2,549,122 \\ 32 \% \end{gathered}$ | 104 | 22,043 |
| Total | $\begin{gathered} 8,191,752 \\ 100 \% \end{gathered}$ | $\begin{gathered} 7,993,784 \\ 100 \% \end{gathered}$ | 102 | 68,265 |

