

## Supplementary information for fiscal 2002, ended March 31, 2003 (Consolidated basis)

## 1. Summary

(Billions of yen)

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)			
	(A)	(A)/ FY2000	(B)	(B)/(A)	1 <sup>st</sup> half of FY 2003	Note 2	(C)	(C)/(B)
Net sales	7,993.7	95%	8,191.7	102%	3,850.0	98%	8,000.0	98%
C/U (Note 1)	227%	-	263%	-	353%	-	343%	-
Operating income (loss)	(117.4)	-	152.9	-	15.0	24%	170.0	111%
Income (loss) before income taxes and minority interests	(586.0)	-	96.8	-	0	-	110.0	114%
Income (loss) before minority interests	(514.9)	-	44.1	-	(17.0)	-	30.0	68%
Income before minority interests / (Stockholders' equity + Minority interests)	(15.2%)	-	1.5%	-	-	-	-	-
Net income (loss)	(483.8)	-	27.8	-	(30.0)	-	5.0	18%
C/U (Note 1)	-	-	99%	-	-	-	25%	-
ROE	(18.7%)	-	1.3%	-	-	-	-	-
Average exchange rate (yen / U.S.\$)	126	-	121	-	120	-	120	-
Net interest and dividends	(17.2)	-	(11.2)	-	(6.0)	-	(14.0)	-

Notes : 1. C/U : Consolidated basis / Unconsolidated basis

2. 1<sup>st</sup> half of FY 2003 / 1<sup>st</sup> half of FY 2002

	As of March 31, 2002	As of March 31, 2003
Cash & cash equivalents, Short-term investments (Billions of yen)	1,208.3	1,015.1
Interest-bearing debt (Billions of yen)	2,998.2	2,840.5
Number of employees	321,517	339,572
Japan	256,823	256,085
Overseas	64,694	83,487
Number of consolidated subsidiaries	1,066	1,112
Japan	712	708
Overseas	354	404

## 2. Sales by industry segment

(Billions of yen)

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)	
	(A)	(A)/FY 2000	(B)	(B)/(A)	(C)	(C)/(B)
Information & Telecommunication Systems	1,829.6	102%	1,899.6	104%	2,200.0	116%
Electronic Devices	1,487.2	74%	1,570.0	106%	1,215.0	77%
Power & Industrial Systems	2,266.8	98%	2,297.0	101%	2,215.0	96%
Digital Media & Consumer Products	1,170.7	111%	1,205.5	103%	1,250.0	104%
High Functional Materials & Components	1,250.2	85%	1,248.5	100%	1,220.0	98%
Logistics, Services & Others	1,430.8	89%	1,449.5	101%	1,250.0	86%
Financial Services	567.1	96%	579.2	102%	565.0	98%
Eliminations & Corporate items	(2,008.9)	-	(2,057.9)	-	(1,915.0)	-
Total	7,993.7	95%	8,191.7	102%	8,000.0	98%

## 3. Operating income (loss) by industry segment

(Billions of yen)

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)	
	(A)	(A)/FY 2000	(B)	(B)/(A)	(C)	(C)/(B)
Information & Telecommunication Systems	35.7	73%	110.5	309%	62.0	56%
Electronic Devices	(163.6)	-	(23.2)	-	15.0	-
Power & Industrial Systems	55.0	71%	53.2	97%	65.0	122%
Digital Media & Consumer Products	(14.6)	-	6.2	-	5.0	81%
High Functional Materials & Components	(22.0)	-	18.3	-	30.0	164%
Logistics, Services & Others	3.2	39%	10.3	318%	10.0	97%
Financial Services	37.4	85%	12.0	32%	20.0	166%
Eliminations & Corporate items	(48.5)	-	(34.4)	-	(37.0)	-
Total	(117.4)	-	152.9	-	170.0	111%

**4. Overseas sales by industry segment**

(Billions of yen)

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)	
	(A)	(A)/FY 2000	(B)	(B)/(A)	(C)	(C)/(B)
Information & Telecommunication Systems	245.1	109%	273.0	111%		
Electronic Devices	496.0	73%	542.0	109%		
Power & Industrial Systems	397.4	102%	411.9	104%		
Digital Media & Consumer Products	528.8	165%	486.8	92%		
High Functional Materials & Components	331.0	88%	311.5	94%		
Logistics, Services & Others	510.9	86%	582.4	114%		
Financial Services	39.5	112%	37.4	95%		
Corporate items	0	-	0	-		
<b>Total</b>	<b>2,549.1</b>	<b>97%</b>	<b>2,645.2</b>	<b>104%</b>	<b>2,940.0</b>	<b>111%</b>

**5. Overseas production (Total sales of overseas manufacturing subsidiaries)**

(Billions of yen)

	Fiscal 2001		Fiscal 2002	
	(A)	(A)/ FY 2000	(B)	(B)/(A)
Overseas production	1,090.1	84%	1,033.8	95%
Percentage of net sales	14%	-	13%	-
Percentage of overseas sales	43%	-	39%	-

**6. Capital investment by industry segment (Completion basis, including leasing assets) (Billions of yen)**

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)	
	(A)	(A)/ FY 2000	(B)	(B)/(A)	(C)	(C)/ (B)
Information & Telecommunication Systems	89.7	100%	72.7	81%		
Electronic Devices	114.6	51%	91.2	80%		
Power & Industrial Systems	74.5	99%	70.7	95%		
Digital Media & Consumer Products	38.6	85%	35.1	91%		
High Functional Materials & Components	80.2	74%	60.6	76%		
Logistics, Services & Others	40.1	133%	30.8	77%		
Financial Services	472.1	101%	467.6	99%		
Eliminations & Corporate items	(53.8)	-	(41.6)	-		
Total	856.2	88%	787.4	92%	810.0	103%
Leasing Assets	442.1	103%	459.0	104%	460.0	100%
Other	414.1	77%	328.4	79%	350.0	107%

**7. Depreciation by industry segment**

(Billions of yen)

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)	
	(A)	(A)/ FY 2000	(B)	(B)/(A)	(C)	(C)/ (B)
Information & Telecommunication Systems	69.2	110%	59.1	85%		
Electronic Devices	162.1	108%	112.7	70%		
Power & Industrial Systems	62.9	98%	70.1	111%		
Digital Media & Consumer Products	44.0	99%	40.8	93%		
High Functional Materials & Components	81.8	99%	73.0	89%		
Logistics, Services & Others	36.3	104%	28.8	79%		
Financial Services	69.3	111%	91.5	132%		
Corporate Items	3.5	-	3.8	-		
Total	529.4	105%	480.2	91%	480.0	100%
Leasing Assets	79.2	115%	102.0	129%	125.0	122%
Other	450.1	103%	378.2	84%	355.0	94%

**8. R&D expenditure by industry segment**

(Billions of yen)

	Fiscal 2001		Fiscal 2002		Fiscal 2003 (Forecast)	
	(A)	(A)/ FY 2000	(B)	(B)/(A)	(C)	(C)/ (B)
Information & Telecommunication Systems	136.7	89%	121.3	89%		
Electronic Devices	116.7	91%	105.5	90%		
Power & Industrial Systems	63.7	96%	64.6	101%		
Digital Media & Consumer Products	37.5	101%	33.8	90%		
High Functional Materials & Components	47.5	108%	41.7	88%		
Logistics, Services & Others	11.9	224%	8.5	71%		
Financial Services	1.2	147%	1.4	117%		
Total	415.4	95%	377.1	91%		
Percentage of net sales	5.2%	-	4.6%	-	4.8%	-

**9. Balance sheets by financial and non-financial services**

(Billions of yen)

Assets	As of March 31, 2002	As of March 31, 2003	Liabilities and Stockholders' equity	As of March 31, 2002	As of March 31, 2003
<b>Manufacturing, Services and Others</b>			<b>Manufacturing, Services and Others</b>		
Cash and cash equivalents	850.9	716.9	Short-term debt	951.7	1,095.6
Short-term investments	158.3	146.0	Trade payables	1,018.3	1,148.6
Trade receivables	1,719.6	1,746.3	Long-term debt	1,026.4	954.3
Inventories	1,198.4	1,186.4	Other liabilities	2,658.2	3,421.0
Investments and advances	835.4	678.3	Total	5,654.7	6,619.7
Property, plant and equipment	2,212.5	2,308.5	<b>Financial Services</b>		
Other assets	1,572.2	2,242.4	Short-term debt	586.6	579.6
Total	8,547.7	9,025.0	Trade payables	243.1	256.0
<b>Financial Services</b>			Long-term debt	903.0	708.1
Cash and cash equivalents	178.3	107.0	Other liabilities	126.7	148.1
Trade receivables	609.8	543.6	Total	1,859.5	1,692.0
Investment in leases	646.5	606.2	Eliminations	(701.6)	(737.1)
Property, plant and equipment	320.9	307.9	Liabilities	6,812.6	7,574.5
Other assets	358.6	367.5	Minority interests	798.7	751.5
Total	2,114.3	1,932.4	Stockholders' equity	2,304.2	1,853.2
Eliminations	(746.5)	(778.0)	Liabilities and stockholders' equity	9,915.6	10,179.3
Assets	9,915.6	10,179.3			

**10. Statements of operating results by financial and non-financial services** (Billions of yen)

		Fiscal 2001	Fiscal 2002
Manufacturing, Services and Others	Sales	7,731.4	7,891.2
	Cost of sales and selling, general and administrative expenses	7,868.6	7,750.7
	Operating income (loss)	(137.2)	140.5
Financial Services	Sales	567.1	579.2
	Cost of sales and selling, general and administrative expenses	529.7	567.2
	Operating income (loss)	37.4	12.0
Eliminations	Sales	(304.7)	(278.7)
	Cost of sales and selling, general and administrative expenses	(287.1)	(279.1)
	Operating income (loss)	(17.5)	0.3
Total	Sales	7,993.7	8,191.7
	Cost of sales and selling, general and administrative expenses	8,111.1	8,038.7
	Operating income (loss)	(117.4)	152.9

Note: Figures in tables 5, 9 and 10 represent unaudited financial information prepared by the Company for the purpose of this supplementary information.