## Segment Information (Unaudited)

(1) Industry Segments

|  |  | Three months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \end{gathered}$ | U.S. Dollars (millions) |
|  |  | 2003 (A) | 2002 (B) |  | 2003 |
| Sales | Information \& Telecommunication Systems | $\begin{gathered} \hline 446,939 \\ 20 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 404,394 \\ 17 \% \\ \hline \end{gathered}$ | 111 | 3,724 |
|  | Electronic Devices | $\begin{gathered} \hline 277,615 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 375,207 \\ 16 \% \\ \hline \end{gathered}$ | 74 | 2,313 |
|  | Power \& Industrial Systems | $\begin{gathered} 494,571 \\ 22 \% \end{gathered}$ | $\begin{gathered} \hline 482,984 \\ 21 \% \end{gathered}$ | 102 | 4,121 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 295,941 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 303,608 \\ 13 \% \\ \hline \end{gathered}$ | 97 | 2,466 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 305,585 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 300,417 \\ 13 \% \end{gathered}$ | 102 | 2,547 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 307,242 \\ 14 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 340,299 \\ 14 \% \\ \hline \end{gathered}$ | 90 | 2,560 |
|  | Financial Services | $\begin{array}{c\|} \hline 133,176 \\ 6 \% \\ \hline \end{array}$ | $\begin{gathered} 143,765 \\ 6 \% \\ \hline \end{gathered}$ | 93 | 1,110 |
|  | Subtotal | $\begin{array}{c\|} \hline 2,261,069 \\ 100 \% \\ \hline \end{array}$ | $\begin{gathered} \hline 2,350,674 \\ 100 \% \\ \hline \end{gathered}$ | 96 | 18,842 |
|  | Eliminations \& Corporate items | $(365,106)$ | $(485,436)$ | - | $(3,043)$ |
|  | Total | 1,895,963 | 1,865,238 | 102 | 15,800 |
| Operating income (loss) | Information \& Telecommunication Systems | $(26,754)$ <br> - <br> 何 | $(5,820)$ <br> - | - | (223) |
|  | Electronic Devices | $(6,995)$ <br> - | $2,355$ | - | (58) |
|  | Power \& Industrial Systems | 2,936 | 7,411 | 40 | 24 |
|  | Digital Media \& Consumer Products | (459) | $6,569$ | - | (4) |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 4,404 \\ \hline \end{gathered}$ | 4,584 <br> - | 96 | 37 |
|  | Logistics, Services \& Others | $(3,079)$ <br> - <br> , 17 | 1,730 <br> - | - | (26) |
|  | Financial Services | 4,171 <br> - | 10,062 <br> - | 41 | 35 |
|  | Subtotal | $(25,776)$ - | $26,891$ | - | (215) |
|  | Eliminations \& Corporate items | $(7,957)$ | $(13,199)$ | - | (66) |
|  | Total | $(33,733)$ | 13,692 | - | (281) |

[^0](2) Sales by Market

|  | Three months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. Dollars } \\ \text { (millions) } \end{array} \\ \hline 2003 \end{gathered}$ |
|  | 2003 (A) | 2002 (B) |  |  |
| Japan | $\begin{gathered} \hline 1,198,041 \\ 63 \% \end{gathered}$ | $\begin{gathered} 1,230,450 \\ 66 \% \end{gathered}$ | 97 | 9,984 |
| Asia | $\begin{gathered} 300,443 \\ 16 \% \end{gathered}$ | $\begin{gathered} \hline 238,197 \\ 13 \% \end{gathered}$ | 126 | 2,504 |
| North America | $\begin{gathered} \hline 213,149 \\ 11 \% \end{gathered}$ | $\begin{gathered} \hline 217,706 \\ 12 \% \end{gathered}$ | 98 | 1,776 |
| Europe | $\begin{gathered} 133,602 \\ 7 \% \end{gathered}$ | $\begin{gathered} 134,654 \\ 7 \% \end{gathered}$ | 99 | 1,113 |
| Other Areas | $\begin{gathered} 50,728 \\ 3 \% \end{gathered}$ | $\begin{gathered} 44,231 \\ 2 \% \end{gathered}$ | 115 | 423 |
| Outside Japan | $\begin{gathered} \hline 697,922 \\ 37 \% \end{gathered}$ | $\begin{gathered} \hline 634,788 \\ 34 \% \end{gathered}$ | 110 | 5,816 |
| Total | $\begin{gathered} \hline 1,895,963 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 1,865,238 \\ 100 \% \end{gathered}$ | 102 | 15,800 |


[^0]:    Note: Net sales by industry segment include intersegment transactions.

