## SEGMENT INFORMATION

(1)INDUSTRY SEGMENTS

|  |  | The half years ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { U.S. DOLLARS } \\ \text { (millions) } \end{gathered}$ |
|  |  | 2003 (A) | 2002 (B) |  | 2003 |
| Sales | Information \& Telecommunication Systems | $\begin{array}{c\|} \hline 1,053,279 \\ 22 \% \\ \hline \end{array}$ | $\begin{gathered} \hline 878,230 \\ 18 \% \\ \hline \end{gathered}$ | 120 | 9,489 |
|  | Electronic Devices | $\begin{gathered} \hline 607,529 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 766,417 \\ 16 \% \\ \hline \end{gathered}$ | 79 | 5,473 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 1,073,439 \\ 22 \% \end{gathered}$ | $\begin{gathered} \hline 1,068,101 \\ 22 \% \end{gathered}$ | 100 | 9,671 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 585,411 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 597,689 \\ 12 \% \\ \hline \end{gathered}$ | 98 | 5,274 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 622,206 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 613,061 \\ 12 \% \\ \hline \end{gathered}$ | 101 | 5,605 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 612,969 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 700,613 \\ 14 \% \\ \hline \end{gathered}$ | 87 | 5,522 |
|  | Financial Services | $\begin{gathered} \hline 267,923 \\ 5 \% \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 293,321 \\ 6 \% \\ \hline \end{array}$ | 91 | 2,414 |
|  | Subtotal | $\begin{array}{c\|} \hline 4,822,756 \\ 100 \% \\ \hline \end{array}$ | $\begin{gathered} \hline 4,917,432 \\ 100 \% \\ \hline \end{gathered}$ | 98 | 43,448 |
|  | Eliminations \& Corporate items | $(781,349)$ | $(1,000,941)$ | - | $(7,039)$ |
|  | Total | 4,041,407 | 3,916,491 | 103 | 36,409 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{aligned} & \hline \hline 5,399 \\ & 15 \% \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \hline 42,167 \\ 53 \% \\ \hline \end{gathered}$ | 13 | 49 |
|  | Electronic Devices | $\begin{aligned} & \hline 3,675 \\ & 11 \% \end{aligned}$ | $(7,918)$ - | - | 33 |
|  | Power \& Industrial Systems | $\begin{aligned} & \hline 7,935 \\ & 23 \% \\ & \hline \end{aligned}$ | $\begin{gathered} \hline 11,111 \\ 14 \% \\ \hline \end{gathered}$ | 71 | 71 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 728 \\ 2 \% \end{gathered}$ | $\begin{gathered} \hline 5,747 \\ 7 \% \\ \hline \end{gathered}$ | 13 | 7 |
|  | High Functional Materials \& Components | $\begin{aligned} & \hline 9,233 \\ & 26 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 9,042 \\ & 11 \% \\ & \hline \end{aligned}$ | 102 | 83 |
|  | Logistics, Services \& Others | $(397)$ - | $\begin{gathered} \hline 1,457 \\ 2 \% \end{gathered}$ | - | (4) |
|  | Financial Services | $\begin{aligned} & \hline 8,195 \\ & 24 \% \\ & \hline \end{aligned}$ | $\begin{gathered} \hline 18,653 \\ 23 \% \\ \hline \end{gathered}$ | 44 | 74 |
|  | Subtotal | $\begin{aligned} & \hline 34,768 \\ & 100 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 80,259 \\ & 100 \% \\ & \hline \end{aligned}$ | 43 | 313 |
|  | Eliminations \& Corporate items | $(14,529)$ | $(18,571)$ | - | (131) |
|  | Total | 20,239 | 61,688 | 33 | 182 |

Note: Net sales by industry segment include intersegment transactions.

|  |  |  |  | alf years end | S Septem | er 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{array}{r} \mathrm{YE} \\ \text { (milli } \end{array}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \end{gathered}$ | $\begin{gathered} \text { U.S. DOLLARS } \\ \text { (millions) } \end{gathered}$ |
|  |  |  | 2003 (A) | 2002 (B) | (\%) | 2003 |
|  |  | Outside customer sales | $\begin{gathered} 2,964,920 \\ 64 \% \end{gathered}$ | $\begin{gathered} 3,003,621 \\ 65 \% \end{gathered}$ | 99 | 26,711 |
|  | Japan | Intersegment transactions | $\begin{gathered} \hline 413,478 \\ 9 \% \end{gathered}$ | $\begin{gathered} \hline 501,040 \\ 11 \% \end{gathered}$ | 83 | 3,725 |
|  |  | otal | $\begin{gathered} \hline 3,378,398 \\ 73 \% \end{gathered}$ | $\begin{gathered} \hline 3,504,661 \\ 76 \% \end{gathered}$ | 96 | 30,436 |
|  |  | Outside customer sales | $\begin{gathered} \hline 455,943 \\ 10 \% \end{gathered}$ | $\begin{gathered} 312,220 \\ 7 \% \end{gathered}$ | 146 | 4,108 |
|  | Asia | Intersegment transactions | $\begin{gathered} 144,482 \\ 3 \% \end{gathered}$ | $\begin{gathered} 168,355 \\ 3 \% \end{gathered}$ | 86 | 1,302 |
|  |  | otal | $\begin{gathered} 600,425 \\ 13 \% \end{gathered}$ | $\begin{gathered} 480,575 \\ 10 \% \end{gathered}$ | 125 | 5,409 |
|  |  | Outside customer sales | $\begin{gathered} 399,425 \\ 9 \% \end{gathered}$ | $\begin{gathered} \hline 394,660 \\ 9 \% \end{gathered}$ | 101 | 3,598 |
|  | North <br> America | Intersegment transactions | $\begin{gathered} \hline 12,890 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 19,434 \\ 0 \% \end{gathered}$ | 66 | 116 |
|  |  | otal | $\begin{gathered} 412,315 \\ 9 \% \end{gathered}$ | $\begin{gathered} \hline 414,094 \\ 9 \% \end{gathered}$ | 100 | 3,715 |
|  |  | Outside customer sales | $\begin{gathered} 182,461 \\ 4 \% \end{gathered}$ | $\begin{gathered} \hline 177,056 \\ 4 \% \end{gathered}$ | 103 | 1,644 |
|  | Europe | Intersegment transactions | $\begin{gathered} \hline 19,622 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 12,281 \\ 0 \% \end{gathered}$ | 160 | 177 |
|  |  | otal | $\begin{gathered} \hline 202,083 \\ 4 \% \end{gathered}$ | $\begin{gathered} \hline 189,337 \\ 4 \% \end{gathered}$ | 107 | 1,821 |
|  |  | Outside customer sales | $\begin{gathered} 38,658 \\ 1 \% \end{gathered}$ | $\begin{gathered} 28,934 \\ 1 \% \end{gathered}$ | 134 | 348 |
|  | Other <br> Areas | Intersegment transactions | $\begin{gathered} \hline 1,155 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 1,323 \\ 0 \% \end{gathered}$ | 87 | 10 |
|  |  | otal | $\begin{gathered} 39,813 \\ 1 \% \end{gathered}$ | $\begin{gathered} 30,257 \\ 1 \% \end{gathered}$ | 132 | 359 |
|  |  | ubtotal | $\begin{gathered} 4,633,034 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 4,618,924 \\ 100 \% \end{gathered}$ | 100 | 41,739 |
|  |  | liminations | $(591,627)$ | $(702,433)$ | - | $(5,330)$ |
|  | Total |  | 4,041,407 | 3,916,491 | 103 | 36,409 |


|  |  | The half years ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 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 | $\begin{gathered} 37,208 \\ 79 \% \end{gathered}$ | $\begin{gathered} 65,775 \\ 78 \% \end{gathered}$ | 57 | 335 |
|  | Asia | (513) - | $\begin{gathered} 7,740 \\ 9 \% \end{gathered}$ | - | (5) |
|  | North America | $\begin{gathered} 1,714 \\ 4 \% \end{gathered}$ | $\begin{gathered} 3,037 \\ 4 \% \end{gathered}$ | 56 | 15 |
|  | Europe | $\begin{aligned} & 7,188 \\ & 15 \% \end{aligned}$ | $\begin{gathered} 6,442 \\ 8 \% \end{gathered}$ | 112 | 65 |
|  | Other Areas | $\begin{gathered} 1,368 \\ 3 \% \end{gathered}$ | $\begin{aligned} & 748 \\ & 1 \% \end{aligned}$ | 183 | 12 |
|  | Subtotal | $\begin{gathered} 46,965 \\ 100 \% \end{gathered}$ | $\begin{gathered} 83,742 \\ 100 \% \end{gathered}$ | 56 | 423 |
|  | Eliminations \& Corporate items | $(26,726)$ | $(22,054)$ | - | (241) |
|  | Total | 20,239 | 61,688 | 33 | 182 |

(3)SALES BY MARKET

|  | The half years ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | YEN(millions) |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2003 \\ \hline \end{gathered}$ |
|  | 2003 (A) | 2002 (B) |  |  |
| Japan | $\begin{gathered} 2,636,362 \\ 65 \% \\ \hline \end{gathered}$ | $\begin{gathered} 2,633,108 \\ 67 \% \end{gathered}$ | 100 | 23,751 |
| Asia | $\begin{gathered} \hline 553,783 \\ 14 \% \end{gathered}$ | $\begin{gathered} 498,594 \\ 13 \% \end{gathered}$ | 111 | 4,989 |
| North America | $\begin{gathered} 428,218 \\ 11 \% \end{gathered}$ | $\begin{gathered} \hline 426,980 \\ 11 \% \end{gathered}$ | 100 | 3,858 |
| Europe | $\begin{gathered} 303,458 \\ 7 \% \end{gathered}$ | $262,185$ <br> 7\% | 116 | 2,734 |
| Other Areas | $\begin{gathered} \hline 119,586 \\ 3 \% \end{gathered}$ | $\begin{gathered} \hline 95,624 \\ 2 \% \end{gathered}$ | 125 | 1,077 |
| Outside Japan | $\begin{gathered} 1,405,045 \\ 35 \% \end{gathered}$ | $\begin{gathered} 1,283,383 \\ 33 \% \end{gathered}$ | 109 | 12,658 |
| Total | $\begin{gathered} 4,041,407 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 3,916,491 \\ 100 \% \end{gathered}$ | 103 | 36,409 |

