## Segment Information (Unaudited)

Industry Segments

|  |  | Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 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) |  |  |
| Sales | Information \& Telecommunication Systems | $\begin{gathered} \hline 514,599 \\ 21 \% \end{gathered}$ | $\begin{gathered} \hline 409,665 \\ 17 \% \\ \hline \end{gathered}$ | 126 | 4,809 |
|  | Electronic Devices | $\begin{gathered} \hline 334,899 \\ 14 \% \end{gathered}$ | $\begin{gathered} \hline 378,452 \\ 16 \% \end{gathered}$ | 88 | 3,130 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 482,057 \\ 20 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 498,747 \\ 20 \% \\ \hline \end{gathered}$ | 97 | 4,505 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 328,396 \\ 13 \% \end{gathered}$ | $\begin{gathered} \hline 307,473 \\ 13 \% \end{gathered}$ | 107 | 3,069 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 329,844 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 310,323 \\ 13 \% \\ \hline \end{gathered}$ | 106 | 3,083 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 307,685 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 375,994 \\ 15 \% \\ \hline \end{gathered}$ | 82 | 2,876 |
|  | Financial Services | $\begin{gathered} \hline 137,942 \\ 6 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 142,924 \\ 6 \% \\ \hline \end{gathered}$ | 97 | 1,289 |
|  | Subtotal | $\begin{gathered} \hline 2,435,422 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 2,423,578 \\ 100 \% \\ \hline \end{gathered}$ | 100 | 22,761 |
|  | Eliminations \& Corporate items | $(388,458)$ | $(502,519)$ | - | $(3,630)$ |
|  | Total | 2,046,964 | 1,921,059 | 107 | 19,131 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{gathered} \hline \hline 13,408 \\ 21 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline \hline 1,811 \\ 9 \% \\ \hline \end{gathered}$ | 740 | 125 |
|  | Electronic Devices | $\begin{gathered} \hline 11,871 \\ 18 \% \end{gathered}$ | $\begin{gathered} \hline(6,010) \\ (29 \%) \\ \hline \end{gathered}$ | - | 111 |
|  | Power \& Industrial Systems | $\begin{gathered} 3,045 \\ 5 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 9,552 \\ & 45 \% \\ & \hline \end{aligned}$ | 32 | 28 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 11,360 \\ 17 \% \end{gathered}$ | $\begin{aligned} & \hline 2,748 \\ & 13 \% \end{aligned}$ | 413 | 106 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 14,909 \\ 23 \% \end{gathered}$ | $\begin{aligned} & \hline 7,113 \\ & 34 \% \end{aligned}$ | 210 | 139 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 3,437 \\ 5 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 2,678 \\ & 13 \% \\ & \hline \end{aligned}$ | 128 | 32 |
|  | Financial Services | $\begin{aligned} & \hline 7,383 \\ & 11 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 3,116 \\ & 15 \% \\ & \hline \end{aligned}$ | 237 | 69 |
|  | Subtotal | $\begin{aligned} & \hline 65,413 \\ & 100 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 21,008 \\ & 100 \% \\ & \hline \end{aligned}$ | 311 | 611 |
|  | Eliminations \& Corporate items | $(2,139)$ | $(8,112)$ | - | (20) |
|  | Total | 63,274 | 12,896 | 491 | 591 |

Note: Net sales by industry segment include intersegment transactions.

## Segment Information (Unaudited)

Industry Segments

|  |  | Nine months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (C)/(D) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \text { U.S. Dollars } \\ \text { (millions) } \\ \hline \end{gathered}$ |
|  |  | 2003 (C) | 2002 (D) |  | 2003 |
| Sales | Information \& Telecommunication Systems | $\begin{array}{c\|} \hline 1,567,878 \\ 22 \% \\ \hline \end{array}$ | $\begin{array}{c\|} \hline 1,287,895 \\ 17 \% \\ \hline \end{array}$ | 122 | 14,653 |
|  | Electronic Devices | $\begin{gathered} \hline 942,428 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{array}{c\|} \hline 1,144,869 \\ 16 \% \\ \hline \end{array}$ | 82 | 8,808 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 1,555,496 \\ 21 \% \end{gathered}$ | $\begin{array}{c\|} \hline 1,566,848 \\ 21 \% \end{array}$ | 99 | 14,537 |
|  | Digital Media \& Consumer Products | $\begin{gathered} 913,807 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 905,162 \\ 12 \% \end{gathered}$ | 101 | 8,540 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 952,050 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 923,384 \\ 13 \% \\ \hline \end{gathered}$ | 103 | 8,898 |
|  | Logistics, Services \& Others | $\begin{gathered} 920,654 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,076,607 \\ 15 \% \\ \hline \end{gathered}$ | 86 | 8,604 |
|  | Financial Services | $\begin{gathered} \hline 405,865 \\ 6 \% \end{gathered}$ | $\begin{gathered} \hline 436,245 \\ 6 \% \\ \hline \end{gathered}$ | 93 | 3,793 |
|  | Subtotal | $\begin{array}{c\|} \hline 7,258,178 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{c\|} \hline 7,341,010 \\ 100 \% \\ \hline \end{array}$ | 99 | 67,833 |
|  | Eliminations \& Corporate items | $(1,169,807)$ | (1,503,460) | - | $(10,933)$ |
|  | Total | 6,088,371 | 5,837,550 | 104 | 56,901 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{gathered} \hline \hline 18,807 \\ 19 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline \hline 43,978 \\ 44 \% \\ \hline \end{gathered}$ | 43 | 176 |
|  | Electronic Devices | $\begin{gathered} \hline 15,546 \\ 15 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline(13,928) \\ (14 \%) \\ \hline \end{gathered}$ | - | 145 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 10,980 \\ 11 \% \end{gathered}$ | $\begin{array}{c\|} \hline 20,663 \\ 20 \% \\ \hline \end{array}$ | 53 | 103 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 12,088 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 8,495 \\ 8 \% \\ \hline \end{gathered}$ | 142 | 113 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 24,142 \\ 24 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 16,155 \\ 16 \% \\ \hline \end{gathered}$ | 149 | 226 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 3,040 \\ 3 \% \\ \hline \end{gathered}$ | $\begin{gathered} 4,135 \\ 4 \% \end{gathered}$ | 74 | 28 |
|  | Financial Services | $\begin{gathered} \hline 15,578 \\ 16 \% \\ \hline \end{gathered}$ | $\begin{array}{c\|} \hline 21,769 \\ 22 \% \\ \hline \end{array}$ | 72 | 146 |
|  | Subtotal | $\begin{gathered} \hline 100,181 \\ 100 \% \end{gathered}$ | $\begin{array}{c\|} \hline 101,267 \\ 100 \% \end{array}$ | 99 | 936 |
|  | Eliminations \& Corporate items | $(16,668)$ | $(26,683)$ | - | (156) |
|  | Total | 83,513 | 74,584 | 112 | 780 |

Note: Net sales by industry segment include intersegment transactions.

## Segment Information (Unaudited)

Sales by Market

|  | Three months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. Dollars } \\ \text { (millions) } \end{array} \\ \hline 2003 \\ \hline \end{gathered}$ |
|  | 2003 (A) | 2002 (B) |  |  |
| Japan | $\begin{gathered} \hline 1,277,820 \\ 62 \% \end{gathered}$ | $\begin{gathered} \hline 1,244,908 \\ 65 \% \end{gathered}$ | 103 | 11,942 |
| Asia | $\begin{gathered} 310,118 \\ 15 \% \end{gathered}$ | $\begin{gathered} 254,008 \\ 13 \% \end{gathered}$ | 122 | 2,898 |
| North America | $\begin{gathered} 230,161 \\ 11 \% \end{gathered}$ | $\begin{gathered} 242,035 \\ 13 \% \end{gathered}$ | 95 | 2,151 |
| Europe | $\begin{gathered} 171,689 \\ 9 \% \end{gathered}$ | $\begin{gathered} 135,257 \\ 7 \% \end{gathered}$ | 127 | 1,605 |
| Other Areas | $\begin{gathered} 57,176 \\ 3 \% \end{gathered}$ | $\begin{gathered} 44,851 \\ 2 \% \end{gathered}$ | 127 | 534 |
| Outside Japan | $\begin{gathered} 769,144 \\ 38 \% \end{gathered}$ | $\begin{gathered} 676,151 \\ 35 \% \end{gathered}$ | 114 | 7,188 |
| Total | $\begin{gathered} \hline 2,046,964 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 1,921,059 \\ 100 \% \end{gathered}$ | 107 | 19,131 |


|  | Nine months ended December 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (C)/(D) } \\ \text { X100 } \\ \text { (\%) } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. Dollars } \\ \text { (millions) } \end{array} \\ \hline 2003 \\ \hline \end{gathered}$ |
|  | 2003 (C) | 2002 (D) |  |  |
| Japan | $\begin{gathered} \hline 3,914,182 \\ 64 \% \end{gathered}$ | $\begin{gathered} \hline 3,878,016 \\ 66 \% \end{gathered}$ | 101 | 36,581 |
| Asia | $\begin{gathered} \hline 863,901 \\ 14 \% \end{gathered}$ | $\begin{gathered} \hline 752,602 \\ 13 \% \end{gathered}$ | 115 | 8,074 |
| North America | $\begin{gathered} \hline 658,379 \\ 11 \% \end{gathered}$ | $\begin{gathered} \hline 669,015 \\ 12 \% \end{gathered}$ | 98 | 6,153 |
| Europe | $\begin{gathered} \hline 475,147 \\ 8 \% \end{gathered}$ | $\begin{gathered} 397,442 \\ 7 \% \end{gathered}$ | 120 | 4,441 |
| Other Areas | $\begin{gathered} 176,762 \\ 3 \% \end{gathered}$ | $\begin{gathered} \hline 140,475 \\ 2 \% \end{gathered}$ | 126 | 1,652 |
| Outside Japan | $\begin{gathered} 2,174,189 \\ 36 \% \end{gathered}$ | $\begin{gathered} \hline 1,959,534 \\ 34 \% \end{gathered}$ | 111 | 20,320 |
| Total | $\begin{gathered} \hline 6,088,371 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 5,837,550 \\ 100 \% \end{gathered}$ | 104 | 56,901 |

