## SEGMENT INFORMATION

(1)INDUSTRY SEGMENTS

|  |  | The half years ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS (millions) |
|  |  | 2004 (A) | 2003 (B) |  | 2004 |
| Revenues | Information \& Telecommunication Systems | $\begin{gathered} \hline 1,071,736 \\ 21 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,053,279 \\ 22 \% \\ \hline \end{gathered}$ | 102 | 9,655 |
|  | Electronic Devices | $\begin{gathered} \hline 692,078 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 607,529 \\ 13 \% \\ \hline \end{gathered}$ | 114 | 6,235 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 1,120,895 \\ 22 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,073,439 \\ 22 \% \\ \hline \end{gathered}$ | 104 | 10,098 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 646,112 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 585,411 \\ 12 \% \\ \hline \end{gathered}$ | 110 | 5,821 |
|  | High Functional Materials \& Components | $\begin{gathered} 740,423 \\ 14 \% \end{gathered}$ | $\begin{gathered} \hline 622,206 \\ 13 \% \\ \hline \end{gathered}$ | 119 | 6,671 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 610,317 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 612,969 \\ 13 \% \\ \hline \end{gathered}$ | 100 | 5,498 |
|  | Financial Services | $\begin{gathered} \hline 270,778 \\ 5 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 267,923 \\ 5 \% \\ \hline \end{gathered}$ | 101 | 2,439 |
|  | Subtotal | $\begin{array}{c\|} \hline 5,152,339 \\ 100 \% \\ \hline \end{array}$ | $\begin{gathered} \hline 4,822,756 \\ 100 \% \\ \hline \end{gathered}$ | 107 | 46,417 |
|  | Eliminations \& Corporate items | $(822,404)$ | $(781,349)$ | - | $(7,409)$ |
|  | Total | 4,329,935 | 4,041,407 | 107 | 39,008 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{gathered} \hline \hline 28,961 \\ 21 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \hline 5,399 \\ & 15 \% \\ & \hline \end{aligned}$ | 536 | 261 |
|  | Electronic Devices | $\begin{gathered} \hline 30,056 \\ 22 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 3,675 \\ & 11 \% \end{aligned}$ | 818 | 271 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 10,088 \\ 7 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 7,935 \\ & 23 \% \\ & \hline \end{aligned}$ | 127 | 91 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 10,618 \\ 8 \% \end{gathered}$ | $\begin{gathered} \hline 728 \\ 2 \% \end{gathered}$ | - | 95 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 40,328 \\ 29 \% \\ \hline \end{gathered}$ | $\begin{aligned} & 9,233 \\ & 26 \% \end{aligned}$ | 437 | 363 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 7,528 \\ 6 \% \\ \hline \end{gathered}$ | $\begin{gathered} (397) \\ (1 \%) \\ \hline \end{gathered}$ | - | 68 |
|  | Financial Services | $\begin{gathered} \hline 9,988 \\ 7 \% \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 8,195 \\ & 24 \% \\ & \hline \end{aligned}$ | 122 | 90 |
|  | Subtotal | $\begin{gathered} \hline 137,567 \\ 100 \% \end{gathered}$ | $\begin{aligned} & \hline 34,768 \\ & 100 \% \end{aligned}$ | 396 | 1,239 |
|  | Eliminations \& Corporate items | $(10,235)$ | $(14,529)$ | - | (92) |
|  | Total | 127,332 | 20,239 | 629 | 1,147 |

[^0]|  |  |  |  | alf years end | d Septem | er 30 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{array}{r} \mathrm{YE} \\ \text { (milli } \end{array}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \end{gathered}$ | $\begin{aligned} & \text { U.S. DOLLARS } \\ & \text { (millions) } \end{aligned}$ |
|  |  |  | 2004 (A) | 2003 (B) | (\%) | 2004 |
|  |  | Outside customer sales | $\begin{gathered} 3,128,385 \\ 62 \% \end{gathered}$ | $\begin{gathered} 2,964,920 \\ 64 \% \end{gathered}$ | 106 | 28,183 |
|  | Japan | Intersegment transactions | $\begin{gathered} \hline 482,620 \\ 10 \% \end{gathered}$ | $\begin{gathered} \hline 413,478 \\ 9 \% \end{gathered}$ | 117 | 4,348 |
|  |  | tal | $\begin{gathered} 3,611,005 \\ 72 \% \end{gathered}$ | $\begin{gathered} \hline 3,378,398 \\ 73 \% \end{gathered}$ | 107 | 32,531 |
|  |  | Outside customer sales | $\begin{gathered} \hline 530,416 \\ 10 \% \end{gathered}$ | $\begin{gathered} \hline 455,943 \\ 10 \% \end{gathered}$ | 116 | 4,779 |
|  | Asia | Intersegment transactions | $\begin{gathered} 193,389 \\ 4 \% \end{gathered}$ | $\begin{gathered} 144,482 \\ 3 \% \end{gathered}$ | 134 | 1,742 |
|  |  | tal | $\begin{gathered} 723,805 \\ 14 \% \end{gathered}$ | $\begin{gathered} \hline 600,425 \\ 13 \% \end{gathered}$ | 121 | 6,521 |
|  |  | Outside customer sales | $\begin{gathered} 391,422 \\ 8 \% \end{gathered}$ | $\begin{gathered} 399,425 \\ 9 \% \end{gathered}$ | 98 | 3,526 |
|  | North <br> America | Intersegment transactions | $\begin{gathered} 14,968 \\ 0 \% \end{gathered}$ | $\begin{gathered} 12,890 \\ 0 \% \end{gathered}$ | 116 | 135 |
|  |  | tal | $\begin{gathered} \hline 406,390 \\ 8 \% \end{gathered}$ | $\begin{gathered} \hline 412,315 \\ 9 \% \end{gathered}$ | 99 | 3,661 |
| Re |  | Outside customer sales | $\begin{gathered} \hline 230,687 \\ 5 \% \end{gathered}$ | $\begin{gathered} \hline 182,461 \\ 4 \% \end{gathered}$ | 126 | 2,078 |
|  | Europe | Intersegment transactions | $\begin{gathered} \hline 10,319 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 19,622 \\ 0 \% \end{gathered}$ | 53 | 93 |
|  |  | tal | $\begin{gathered} 241,006 \\ 5 \% \end{gathered}$ | $\begin{gathered} \hline 202,083 \\ 4 \% \end{gathered}$ | 119 | 2,171 |
|  |  | Outside customer sales | $\begin{gathered} \hline 49,025 \\ 1 \% \end{gathered}$ | $\begin{gathered} \hline 38,658 \\ 1 \% \end{gathered}$ | 127 | 442 |
|  | Other <br> Areas | Intersegment transactions | $\begin{gathered} \hline 1,882 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 1,155 \\ 0 \% \end{gathered}$ | 163 | 17 |
|  |  | tal | $\begin{gathered} 50,907 \\ 1 \% \end{gathered}$ | $\begin{gathered} 39,813 \\ 1 \% \end{gathered}$ | 128 | 459 |
|  |  | btotal | $\begin{gathered} 5,033,113 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 4,633,034 \\ 100 \% \end{gathered}$ | 109 | 45,343 |
|  |  | iminations | $(703,178)$ | $(591,627)$ | - | $(6,335)$ |
|  | Total |  | 4,329,935 | 4,041,407 | 107 | 39,008 |


| - |  |  | half years end | Septem | er 30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} \mathrm{YE} \\ \text { (milli } \end{array}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \end{gathered}$ | U.S. DOLLARS (millions) |
|  |  | 2004 (A) | 2003 (B) | (\%) | 2004 |
|  | Japan | $\begin{gathered} \hline 106,160 \\ 71 \% \end{gathered}$ | $\begin{gathered} \hline 37,208 \\ 79 \% \end{gathered}$ | 285 | 956 |
|  | Asia | $\begin{gathered} 25,105 \\ 17 \% \end{gathered}$ | $\begin{gathered} (513) \\ (1 \%) \\ \hline \end{gathered}$ | - | 226 |
|  | North America | $\begin{gathered} \hline 7,548 \\ 5 \% \end{gathered}$ | $\begin{gathered} 1,714 \\ 4 \% \end{gathered}$ | 440 | 68 |
| Operating income (loss) | Europe | $\begin{gathered} 7,858 \\ 5 \% \end{gathered}$ | $\begin{aligned} & 7,188 \\ & 15 \% \end{aligned}$ | 109 | 71 |
|  | Other Areas | $\begin{gathered} 2,214 \\ 2 \% \end{gathered}$ | $\begin{gathered} 1,368 \\ 3 \% \end{gathered}$ | 162 | 20 |
|  | Subtotal | $\begin{gathered} 148,885 \\ 100 \% \end{gathered}$ | $\begin{aligned} & 46,965 \\ & 100 \% \end{aligned}$ | 317 | 1,341 |
|  | Eliminations \& Corporate items | $(21,553)$ | $(26,726)$ | - | (194) |
|  | Total | 127,332 | 20,239 | 629 | 1,147 |

(3)REVENUES BY MARKET

|  | The half years ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2004 \end{gathered}$ |
|  | 2004 (A) | 2003 (B) |  |  |
| Japan | $\begin{gathered} \hline 2,709,295 \\ 63 \% \end{gathered}$ | $\begin{gathered} \hline 2,636,362 \\ 65 \% \end{gathered}$ | 103 | 24,408 |
| Asia | $\begin{gathered} \hline 694,304 \\ 16 \% \end{gathered}$ | $\begin{gathered} 553,783 \\ 14 \% \end{gathered}$ | 125 | 6,255 |
| North America | $\begin{gathered} 442,531 \\ 10 \% \end{gathered}$ | $\begin{gathered} 428,218 \\ 11 \% \end{gathered}$ | 103 | 3,987 |
| Europe | $\begin{gathered} \hline 346,287 \\ 8 \% \end{gathered}$ | $\begin{gathered} 303,458 \\ 7 \% \end{gathered}$ | 114 | 3,119 |
| Other Areas | $\begin{gathered} 137,518 \\ 3 \% \end{gathered}$ | $\begin{gathered} 119,586 \\ 3 \% \end{gathered}$ | 115 | 1,239 |
| Outside Japan | $\begin{gathered} \hline 1,620,640 \\ 37 \% \end{gathered}$ | $\begin{gathered} 1,405,045 \\ 35 \% \end{gathered}$ | 115 | 14,600 |
| Total | $\begin{array}{c\|} \hline 4,329,935 \\ 100 \% \end{array}$ | $\begin{gathered} \hline 4,041,407 \\ 100 \% \end{gathered}$ | 107 | 39,008 |

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

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