## Supplementary information for the first half of fiscal 2004, ended September 30, 2004 (Consolidated basis)

## 1. Summary

(Billions of yen)

|  | 1st half of fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (A)/1st half of FY 2002 | (B) | (B)/(A) | (C) | $\begin{gathered} \hline(\mathrm{C}) / \\ \text { FY2003 } \\ \hline \end{gathered}$ |
| Revenues | 4,041.4 | 103\% | 4,329.9 | 107\% | 8,900.0 | 103\% |
| C/U * | 358\% | - | 376\% | - | 346\% | - |
| Operating income | 20.2 | 33\% | 127.3 | 629\% | 300.0 | 162\% |
| Income before income taxes and minority interests | 90.5 | 270\% | 136.0 | 150\% | 300.0 | 127\% |
| Income before minority interests | 14.3 | 82\% | 67.9 | 474\% | 150.0 | 390\% |
| Net income | 5.3 | 95\% | 41.1 | 764\% | 100.0 | 630\% |
| C/U * | 28\% | - | 155\% | - | 250\% | - |
| Average exchange rate (yen / U.S.\$) | 118 | - | 110 | - | 105** | - |
| Net interest and dividends | (5.7) | - | (4.1) | - | - | - |

*Consolidated basis/Unconsolidated basis
**Assumed exchange rate for 2nd half of fiscal 2004

|  | As of March 31, 2004 | As of September 30, 2004 |
| :---: | :---: | :---: |
| Cash \& cash equivalents, Short-term investments (Billions of yen) | 942.3 | 771.3 |
| Interest-bearing debt (Billions of yen) | 2,497.5 | 2,465.8 |
| Number of employees | 326,344 | 343,793 |
| Japan | 237,880 | 242,458 |
| Overseas | 88,464 | 101,335 |
| Number of consolidated subsidiaries (Including Variable Interest Entities) | 956 | 988 |
| Japan | 545 | 545 |
| Overseas | 411 | 443 |

2. Revenues by industry segment
(Billions of yen)

|  | 1st half of fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | (A)/1 st half of FY 2002 | (B) | (B)/(A) | (C) | $\begin{gathered} \hline(\mathrm{C}) / \\ \text { FY2003 } \\ \hline \end{gathered}$ |
| Information \& Telecommunication Systems | 1,053.2 | 120\% | 1,071.7 | 102\% | 2,305.0 | 100\% |
| Electronic Devices | 607.5 | 79\% | 692.0 | 114\% | 1,350.0 | 103\% |
| Power \& Industrial Systems | 1,073.4 | 100\% | 1,120.8 | 104\% | 2,390.0 | 104\% |
| Digital Media \& Consumer Products | 585.4 | 98\% | 646.1 | 110\% | 1,300.0 | 106\% |
| High Functional Materials \& Components | 622.2 | 101\% | 740.4 | 119\% | 1,445.0 | 111\% |
| Logistics, Services \& Others | 612.9 | 87\% | 610.3 | 100\% | 1,215.0 | 97\% |
| Financial Services | 267.9 | 91\% | 270.7 | 101\% | 535.0 | 97\% |
| Eliminations \& Corporate items | (781.3) | - | (822.4) | - | $(1,640.0)$ | - |
| Total | 4,041.4 | 103\% | 4,329.9 | 107\% | 8,900.0 | 103\% |

3. Operating income (loss) by industry segment
(Billions of yen)

|  | 1st half of fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | (A)/1st half of FY 2002 | (B) | (B)/(A) | (C) | $\begin{gathered} \text { (C)/ } \\ \text { FY2003 } \end{gathered}$ |
| Information \& Telecommunication Systems | 5.3 | 13\% | 28.9 | 536\% | 99.0 | 142\% |
| Electronic Devices | 3.6 | - | 30.0 | 818\% | 35.0 | 115\% |
| Power \& Industrial Systems | 7.9 | 71\% | 10.0 | 127\% | 72.0 | 212\% |
| Digital Media \& Consumer Products | 0.7 | 13\% | 10.6 | - | 21.0 | 302\% |
| High Functional Materials \& Components | 9.2 | 102\% | 40.3 | 437\% | 68.0 | 145\% |
| Logistics, Services \& Others | (0.3) | - | 7.5 | - | 16.0 | - |
| Financial Services | 8.1 | 44\% | 9.9 | 122\% | 24.0 | 107\% |
| Eliminations \& Corporate items | (14.5) | - | (10.2) | - | (35.0) | - |
| Total | 20.2 | 33\% | 127.3 | 629\% | 300.0 | 162\% |

## 4. Overseas revenues by industry segment

(Billions of yen)

|  | 1st half of fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | $\begin{aligned} & \hline \text { (A)/1st half } \\ & \text { of FY } 2002 \end{aligned}$ | (B) | (B)/(A) | (C) | $\begin{gathered} \hline(\mathrm{C}) / \\ \text { FY2003 } \\ \hline \end{gathered}$ |
| Information \& Telecommunication Systems | 306.7 | 238\% | 325.2 | 106\% |  |  |
| Electronic Devices | 231.6 | 88\% | 270.7 | 117\% |  |  |
| Power \& Industrial Systems | 235.6 | 121\% | 325.6 | 138\% |  |  |
| Digital Media \& Consumer Products | 237.5 | 97\% | 254.8 | 107\% |  |  |
| High Functional Materials \& Components | 160.5 | 103\% | 221.6 | 138\% |  |  |
| Logistics, Services \& Others | 213.5 | 77\% | 202.1 | 95\% |  |  |
| Financial Services | 19.3 | 105\% | 20.3 | 105\% |  |  |
| Eliminations \& Corporate items | 0 | - | 0 | - |  |  |
| Total | 1,405.0 | 109\% | 1,620.6 | 115\% | 3,200.0 | 107\% |

5. Overseas production (Total revenues of overseas manufacturing subsidiarie (Billions of yen)

|  | 1st half of fiscal 2003 |  | 1st half of fiscal 2004 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (A) | (A)/1st half of FY 2002 | (B) | (B)/(A) |
| Overseas production | 694.9 | 139\% | 787.9 | 113\% |
| Percentage of revenues | 17\% | - | 18\% | - |
| Percentage of overseas revenues | 49\% | - | 49\% | - |

## 6. Capital investment by industry segment (Completion basis, including leasing assets)

(Billions of yen)

|  | Fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | $\begin{gathered} \hline \text { (A)/ FY } \\ 2002 \\ \hline \end{gathered}$ | (B) | $\begin{array}{\|c} \hline \text { (B)/1st half of } \\ \text { FY } 2003 \\ \hline \end{array}$ | (C) | (C)/ (A) |
| Information \& Telecommunication Systems | 82.0 | 113\% | 50.9 | 135\% |  |  |
| Electronic Devices | 39.5 | 43\% | 21.4 | 93\% |  |  |
| Power \& Industrial Systems | 71.6 | 101\% | 38.3 | 119\% |  |  |
| Digital Media \& Consumer Products | 31.9 | 91\% | 20.9 | 128\% |  |  |
| High Functional Materials \& Components | 62.4 | 103\% | 33.8 | 108\% |  |  |
| Logistics, Services \& Others | 29.2 | 95\% | 14.2 | 99\% |  |  |
| Financial Services | 522.8 | 112\% | 302.1 | 126\% |  |  |
| Eliminations \& Corporate items | (23.2) | - | (9.9) | - |  |  |
| Total | 816.5 | 104\% | 472.0 | 124\% | 950.0 | 116\% |
| Internal use assets | 296.1 | 90\% | 171.6 | 119\% | 360.0 | 122\% |
| Leasing assets | 520.3 | 113\% | 300.3 | 127\% | 590.0 | 113\% |

(Billions of yen)

|  | Fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | $\begin{gathered} \hline \text { (A)/ FY } \\ 2002 \\ \hline \end{gathered}$ | (B) | $\begin{array}{\|c} \hline \text { (B)/1st half of } \\ \text { FY } 2003 \\ \hline \end{array}$ | (C) | (C)/ (A) |
| Information \& Telecommunication Systems | 81.3 | 137\% | 38.3 | 100\% |  |  |
| Electronic Devices | 52.0 | 46\% | 21.7 | 88\% |  |  |
| Power \& Industrial Systems | 73.5 | 105\% | 35.1 | 97\% |  |  |
| Digital Media \& Consumer Products | 37.8 | 93\% | 18.3 | 97\% |  |  |
| High Functional Materials \& Components | 66.7 | 91\% | 31.3 | 94\% |  |  |
| Logistics, Services \& Others | 25.7 | 89\% | 11.4 | 85\% |  |  |
| Financial Services | 95.4 | 104\% | 48.4 | 103\% |  |  |
| Corporate items | 3.4 | 91\% | 1.4 | 80\% |  |  |
| Total | 436.0 | 91\% | 206.2 | 96\% | 440.0 | 101\% |
| Internal use assets | 328.8 | 87\% | 152.2 | 95\% | 320.0 | 97\% |
| Leasing assets | 107.1 | 105\% | 53.9 | 101\% | 120.0 | 112\% |

## 8. R\&D expenditure by industry segment

(Billions of yen)

|  | Fiscal 2003 |  | 1st half of fiscal 2004 |  | Fiscal 2004(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (A) | $\begin{gathered} \hline(\mathrm{A}) / \mathrm{FY} \\ 2002 \\ \hline \end{gathered}$ | (B) | $\begin{array}{\|c} \hline \text { (B)/1st half of } \\ \text { FY } 2003 \\ \hline \end{array}$ | (C) | (C)/ (A) |
| Information \& Telecommunication Systems | 169.8 | 140\% | 83.4 | 98\% |  |  |
| Electronic Devices | 40.9 | 39\% | 23.0 | 115\% |  |  |
| Power \& Industrial Systems | 69.8 | 108\% | 37.4 | 111\% |  |  |
| Digital Media \& Consumer Products | 33.2 | 98\% | 15.5 | 92\% |  |  |
| High Functional Materials \& Components | 43.3 | 104\% | 21.0 | 97\% | , |  |
| Logistics, Services \& Others | 12.5 | 146\% | 7.5 | 118\% |  |  |
| Financial Services | 2.0 | 142\% | 1.1 | 123\% |  |  |
| Total | 371.8 | 99\% | 189.1 | 103\% | 390.0 | 105\% |
| Percentage of revenues | 4.3\% | - | 4.4\% | - | 4.4\% | - |

9. Balance sheets by financial and non-financial services
(Billions of yen)

| Assets | $\begin{aligned} & \text { As of March } \\ & 31,2004 \end{aligned}$ | September <br> 30, 2004 | Liabilities and stockholders' equity | $\begin{gathered} \text { As of March } \\ 31,2004 \end{gathered}$ | $\begin{gathered} \text { As of } \\ \text { September } \\ 30,2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Manufacturing, Services and Others |  |  | Manufacturing, Services and Others |  |  |
| Cash and cash equivalents | 689.9 | 559.1 | Short-term debt | 938.6 | 694.1 |
| Short-term investments | 151.3 | 122.4 | Trade payables | 1,254.8 | 1,204.1 |
| Trade receivables | 1,805.1 | 1,725.2 | Long-term debt | 803.9 | 991.7 |
| Inventories | 1,122.9 | 1,331.8 | Other liabilities | 2,688.3 | 2,677.4 |
| Investments and advances | 825.5 | 795.8 | Total | 5,685.7 | 5,567.5 |
| Property, plant and equipment | 1,941.4 | 2,004.0 | Financial Services |  |  |
| Other assets | 1,909.2 | 1,899.0 | Short-term debt | 745.4 | 771.6 |
| Total | 8,445.5 | 8,437.7 | Trade payables | 243.1 | 233.6 |
| Financial Services |  |  | Long-term debt | 647.8 | 614.5 |
| Cash and cash equivalents | 74.4 | 59.8 | Other liabilities | 181.2 | 175.7 |
| Trade receivables | 600.6 | 591.3 | Total | 1,817.7 | 1,795.6 |
| Investments in leases | 588.7 | 602.9 | Eliminations | (880.0) | (820.7) |
| Property, plant and equipment | 303.3 | 326.6 |  |  |  |
| Other assets | 495.6 | 466.1 | Liabilities | 6,623.3 | 6,542.4 |
| Total | 2,062.9 | 2,046.9 | Minority interests | 798.8 | 874.3 |
| Eliminations | (918.1) | (847.7) | Stockholders' equity | 2,168.1 | 2,220.0 |
| Assets | 9,590.3 | 9,636.8 | Liabilities and stockholders' equity | 9,590.3 | 9,636.8 |

