

## Supplementary Information on Information & Telecommunication Systems and Displays

Note : \*1. Segment information and operating income (loss) are presented in accordance with financial reporting principles and practices generally accepted in Japan.

### 1. Information & Telecommunication Systems

(1) Sales and operating income by product sector \*2 \*3 (Billions of yen)

	Three months ended December 31			Nine months ended December 31		
	2003 (A)	2002 (B)	(A) / (B) X100 (%)	2003 (C)	2002 (D)	(C) / (D) X100 (%)
Sales	514.5	409.6	126%	1,567.8	1,287.8	122%
Software & Services	191.2	189.2	101%	650.7	642.6	101%
Hardware	323.3	220.4	147%	917.0	645.2	142%
Operating income	13.4	1.8	740%	18.8	43.9	43%

Notes: \*2. On April 1, 2003, all hard disk drive operations were integrated with Hitachi Global Storage Technologies (Hitachi GST), a Hitachi subsidiary which started operations on January 1, 2003.

Hitachi GST has a December 31 year-end and the consolidated results for Hitachi, Ltd. for the nine months ended December 31, 2003, includes Hitachi GST's business results for the nine months ended September 30, 2003.

\*3. Figures for each product exclude intra-segment transactions.

(2) Sales by product sector \*2 \*3 (Billions of yen)

	Three months ended December 31			Nine months ended December 31		
	2003 (A)	2002 (B)	(A) / (B) X100 (%)	2003 (C)	2002 (D)	(C) / (D) X100 (%)
Sales	514.5	409.6	126%	1,567.8	1,287.8	122%
Software & Services	191.2	189.2	101%	650.7	642.6	101%
Software	37.3	39.8	94%	121.1	131.4	92%
Services	153.9	149.4	103%	529.6	511.2	104%
Hardware	323.3	220.4	147%	917.0	645.2	142%
Storage *4	176.3	88.0	200%	468.4	253.5	185%
Servers *5	30.0	33.8	89%	97.0	93.9	103%
PCs *6	32.7	32.3	101%	99.5	103.9	96%
Telecommunication	31.2	25.1	124%	90.0	72.3	124%
Others	53.1	41.2	129%	162.1	121.6	133%

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Notes: \*4. Figures for Storage include disk array subsystems, hard disk drives, etc.

\*5. Figures for Servers include general-purpose computers, UNIX servers, supercomputers, etc.

\*6. Figures for PCs include PC servers, client PCs, etc.

(3) SAN/NAS Storage Solutions

(Billions of yen)

	Three months ended December 31			Nine months ended December 31		
	2003 (A)	2002 (B)	(A) / (B) X100(%)	2003 (C)	2002 (D)	(C) / (D) X100(%)
Sales	65.0	70.0	93%	193.0	200.0	97%

(4) Hard Disk Drives \*7 \*8

< Period from April 1, 2002 through December 31, 2002 >

Period recorded for consolidated accounting purposes	Three months ended December 31 (Oct.2002 to Dec.2002)	Nine months ended December 31 (Apr.2002 to Dec.2002)
Shipment Period	Oct.2002 to Dec.2002	Apr.2002 to Dec.2002
Sales (billions of yen)	-	-
Shipments (thousand units) *9	2,200	6,200
Mobiles *10	1,900	5,400
Servers *11	300	800
Desktops *12	-	-
Emerging *13	-	-

< Period from April 1, 2003 through December 31, 2003 >

Period recorded for consolidated accounting purposes	Three months ended December 31 (Oct.2003 to Dec.2003)	Nine months ended December 31 (Apr.2003 to Dec.2003)	
Shipment Period	Jul.2003 to Sep.2003	Jan.2003 to Sep.2003	Ref *14
Sales (billions of yen)	128.6	321.5	348.3
Shipments (thousand units) *9	11,600	28,400	30,700
Mobiles *10	6,600	15,800	17,800
Servers *11	900	2,100	2,300
Desktops *12	3,900	10,200	10,200
Emerging *13	160	360	360

< Period from April 1, 2003 through March 31, 2004 >

Period recorded for consolidated accounting purposes	Three months ended March 31 (Jan.2004 to Mar.2004)	Twelve months ended December 31 (Apr.2003 to Mar.2004)	
Shipment Period	Oct.2003 to Dec.2003 *15	Jan.2003 to Dec.2003	Ref *14
Sales (billions of yen)	135.9	457.4	484.2
Shipments (thousand units) *9	12,600	41,100	43,400
Mobiles *10	7,300	23,100	25,100
Servers *11	1,100	3,100	3,400
Desktops *12	4,200	14,400	14,400
Emerging *13	130	480	480

Notes: \*7. Figures include intra-segment transactions.

- \*8. On December 31, 2002, Hitachi purchased majority ownership in a company to which IBM Corporation's hard disk drive operations had been transferred. On January 1, 2003, the company began operating as Hitachi GST. Hitachi GST has a December 31 year-end and Hitachi, Ltd. has a March 31 year-end. The third-quarter consolidated results for Hitachi, Ltd. include the results of Hitachi GST for the three-month period from July 1, 2003 through September 30, 2003. Meanwhile, the results of Hitachi, Ltd.'s HDD operations for the period from January 1, 2003 through March 31, 2003 were included in Hitachi's consolidated financial results for the year ended March 31, 2003. On April 1, 2003, Hitachi, Ltd.'s HDD operations were integrated in Hitachi GST.
- \*9. Shipment less than 100,000 units have been rounded, with the exception of Emerging, where shipment less than 10,000 units have been rounded.
- \*10. Note-PCs (2.5inch), consumer electronics applications (1.8inch), etc.
- \*11. Disk array subsystems, servers (3.5inch), etc.
- \*12. Desktop-PCs, consumer electronics applications (3.5inch), etc.
- \*13. Hand held devices (1 inch), automotive (2.5 inch), etc.
- \*14. The figures provided for reference purposes represent the combined sales and shipments of Hitachi, Ltd.'s HDD operations prior to integration and Hitachi GST's operations, and are shown to give an overall picture of Hitachi's HDD operations for the nine-month period ended September 30, 2003 and for the twelve-month period ended December 31, 2003.
- \*15. Results for HDD operations in the period from October 1, 2003 through December 31, 2003 will be included in Hitachi's fiscal 2003 fourth-quarter, ending March 31, 2004 results.

## 2. Displays

(1) Sales and operating income (loss)

(Billions of yen)

	Three months ended December 31			Nine months ended December 31		
	2003(A)	2002(B)	(A)/(B) X100(%)	2003(C)	2002(D)	(C)/(D) X100(%)
Sales	69.0	43.7	158%	187.8	143.7	131%
Operating income (loss)	4.5	(7.7)	-	(0.4)	(9.0)	-

(2) LCD sales

(Billions of yen)

	Three months ended December 31			Nine months ended December 31		
	2003(A)	2002(B)	(A)/(B) X100(%)	2003(C)	2002(D)	(C)/(D) X100(%)
Sales	61.0	32.0	191%	161.0	112.0	144%
Large-size LCDs	29.0	20.0	145%	84.0	78.0	108%
Small and medium-size LCDs	32.0	12.0	267%	77.0	34.0	226%

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