## Segment Information

(1) Business Segments

|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | (B)/(A) <br> (\%) | U.S. Dollars (millions) |
|  |  | 2011 (A) | 2012 (B) |  | 2012 |
| Revenues | Information \& Telecommunication Systems | $\begin{array}{r} \hline 1,652,040 \\ 16 \% \end{array}$ | $\begin{array}{r} \hline 1,764,247 \\ 16 \% \end{array}$ | 107 | 21,515 |
|  | Power Systems | $\begin{array}{r} \hline 813,207 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 832,408 \\ 8 \% \end{array}$ | 102 | 10,151 |
|  | Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 1,156,936 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,204,975 \\ 11 \% \\ \hline \end{array}$ | 104 | 14,695 |
|  | Electronic Systems \& Equipment | $\begin{array}{r} \hline 1,079,355 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,101,784 \\ 10 \% \\ \hline \end{array}$ | 102 | 13,436 |
|  | Construction Machinery | $\begin{array}{r} \hline 751,387 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 798,785 \\ 7 \% \\ \hline \end{array}$ | 106 | 9,741 |
|  | High Functional Materials \& Components | $\begin{array}{r} \hline 1,408,153 \\ 13 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,437,186 \\ 13 \% \\ \hline \end{array}$ | 102 | 17,527 |
|  | Automotive Systems | $\begin{array}{r} \hline 737,901 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 811,583 \\ 8 \% \end{array}$ | 110 | 9,897 |
|  | Components \& Devices | $\begin{array}{r} \hline 808,235 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 768,065 \\ 7 \% \end{array}$ | 95 | 9,367 |
|  | Digital Media \& Consumer Products | $\begin{array}{r} \hline 951,596 \\ 9 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 858,845 \\ 8 \% \\ \hline \end{array}$ | 90 | 10,474 |
|  | Financial Services | $\begin{array}{r} \hline 372,981 \\ 4 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 353,204 \\ 3 \% \end{array}$ | 95 | 4,307 |
|  | Others | $\begin{array}{r} \hline 767,463 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 951,688 \\ 9 \% \\ \hline \end{array}$ | 124 | 11,606 |
|  | Subtotal | $\begin{array}{r} \hline 10,499,254 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 10,882,770 \\ 100 \% \\ \hline \end{array}$ | 104 | 132,717 |
|  | Eliminations \& Corporate items | $(1,183,447)$ | $(1,216,887)$ | - | $(14,840)$ |
|  | Total | 9,315,807 | 9,665,883 | 104 | 117,877 |


|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | U.S. Dollars (millions) |
|  |  | 2011 (A) | 2012 (B) |  | 2012 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{array}{r} 98,641 \\ 21 \% \end{array}$ | $\begin{array}{r} 101,732 \\ 23 \% \\ \hline \end{array}$ | 103 | 1,241 |
|  | Power Systems | $\begin{array}{r} 22,022 \\ 5 \% \end{array}$ | $\begin{array}{r} \hline(33,986) \\ (8 \%) \end{array}$ | - | (414) |
|  | Social Infrastructure \& Industrial Systems | $\begin{array}{r} 39,952 \\ 9 \% \\ \hline \end{array}$ | $\begin{array}{r} 49,181 \\ 11 \% \end{array}$ | 123 | 600 |
|  | Electronic Systems \& Equipment | $\begin{array}{r} \hline 37,284 \\ 8 \% \end{array}$ | $\begin{array}{r} 49,995 \\ 11 \% \end{array}$ | 134 | 610 |
|  | Construction Machinery | $\begin{array}{r} 49,192 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 63,129 \\ 14 \% \\ \hline \end{array}$ | 128 | 770 |
|  | High Functional Materials \& Components | $\begin{array}{r} \hline 84,506 \\ 18 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 77,007 \\ 18 \% \\ \hline \end{array}$ | 91 | 939 |
|  | Automotive Systems | $\begin{array}{r} \hline 23,791 \\ 5 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 37,049 \\ 9 \% \\ \hline \end{array}$ | 156 | 452 |
|  | Components \& Devices | $\begin{array}{r} 49,435 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 39,481 \\ 9 \% \\ \hline \end{array}$ | 80 | 481 |
|  | Digital Media \& Consumer Products | $\begin{array}{r} 14,949 \\ 3 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline(10,947) \\ (2 \%) \\ \hline \end{array}$ | - | (134) |
|  | Financial Services | $\begin{array}{r} \hline 14,255 \\ 3 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 30,222 \\ 7 \% \\ \hline \end{array}$ | 212 | 369 |
|  | Others | $\begin{array}{r} \hline 28,930 \\ 6 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 33,240 \\ 8 \% \\ \hline \end{array}$ | 115 | 405 |
|  | Subtotal | $\begin{array}{r} 462,957 \\ 100 \% \end{array}$ | $\begin{array}{r} 436,103 \\ 100 \% \end{array}$ | 94 | 5,318 |
|  | Eliminations \& Corporate items | $(18,449)$ | $(23,823)$ | - | (291) |
|  | Total | 444,508 | 412,280 | 93 | 5,028 |

Notes: 1. Revenues by business segment include intersegment transactions.
2. Effective from April 1, 2011, there was a change in segmentation between the Automotive Systems and the Components \& Devices segments. Figures for each segment, including figures for the previous fiscal year, reflect the changed segmentations.
(2) Revenues by Market

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \\ \hline \end{gathered}$ | U.S. Dollars (millions) |
|  | 2011 (A) | 2012 (B) |  | 2012 |
| Japan | $\begin{array}{r} 5,269,259 \\ 57 \% \end{array}$ | $\begin{array}{r} 5,534,462 \\ 57 \% \end{array}$ | 105 | 67,493 |
| Asia | $\begin{array}{r} \hline 2,073,756 \\ 22 \% \end{array}$ | $\begin{array}{r} \hline 2,000,989 \\ 21 \% \end{array}$ | 96 | 24,402 |
| North America | $\begin{array}{r} 781,139 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 869,014 \\ 9 \% \end{array}$ | 111 | 10,598 |
| Europe | $\begin{array}{r} \hline 760,011 \\ 8 \% \end{array}$ | $\begin{array}{r} 761,125 \\ 8 \% \end{array}$ | 100 | 9,282 |
| Other Areas | $\begin{array}{r} 431,642 \\ 5 \% \end{array}$ | $\begin{array}{r} 500,293 \\ 5 \% \end{array}$ | 116 | 6,101 |
| Outside Japan | $\begin{array}{r} 4,046,548 \\ 43 \% \end{array}$ | $\begin{array}{r} 4,131,421 \\ 43 \% \end{array}$ | 102 | 50,383 |
| Total | $\begin{array}{r} 9,315,807 \\ 100 \% \end{array}$ | $\begin{array}{r} \hline 9,665,883 \\ 100 \% \\ \hline \end{array}$ | 104 | 117,877 |

