## Segment Information

## (1) Business Segments

|  | Three months ended September 30 |  |  |  | Six months ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen (millions) |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \text { (D)/(C) } \\ (\%) \end{gathered}$ | U.S. \$ <br> (millions) |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  | 2013 |
| Information \& Telecommunication Systems | $\begin{array}{r} 461,324 \\ 18 \% \end{array}$ | $\begin{array}{r} \hline 493,677 \\ 18 \% \end{array}$ | 107 | 5,038 | $\begin{array}{r} \hline 832,960 \\ 17 \% \end{array}$ | $\begin{array}{r} \hline 884,770 \\ 18 \% \\ \hline \end{array}$ | 106 | 9,028 |
| Power Systems | $\begin{array}{r} 222,922 \\ 9 \% \end{array}$ | $\begin{array}{r} 220,753 \\ 8 \% \end{array}$ | 99 | 2,253 | 413,496 | $\begin{array}{r} \hline 376,303 \\ 8 \% \end{array}$ | 91 | 3,840 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 307,267 \\ 12 \% \end{array}$ | $\begin{array}{r} \hline 339,752 \\ 13 \% \end{array}$ | 111 | 3,467 | $\begin{array}{r} 545,340 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 597,324 \\ 12 \% \end{array}$ | 110 | 6,095 |
| Electronic Systems \& Equipment | $\begin{array}{r} \hline 265,329 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 274,203 \\ 10 \% \\ \hline \end{array}$ | 103 | 2,798 | $\begin{array}{r} \hline 510,588 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} 499,881 \\ 10 \% \end{array}$ | 98 | 5,101 |
| Construction Machinery | $\begin{array}{r} 171,560 \\ 7 \% \end{array}$ | $\begin{array}{r} 179,469 \\ 7 \% \end{array}$ | 105 | 1,831 | $\begin{array}{r} 370,602 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 358,060 \\ 7 \% \end{array}$ | 97 | 3,654 |
| High Functional Materials \& Components | $\begin{array}{r} \hline 331,198 \\ 13 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 331,458 \\ 12 \% \\ \hline \end{array}$ | 100 | 3,382 | 674,357 $14 \%$ | 669,593 $13 \%$ | 99 | 6,833 |
| Automotive Systems | $\begin{array}{r} 196,897 \\ 8 \% \end{array}$ | $\begin{array}{r} 218,920 \\ 8 \% \end{array}$ | 111 | 2,234 | $\begin{array}{r} 401,899 \\ 8 \% \end{array}$ | $\begin{array}{r} 426,785 \\ 9 \% \end{array}$ | 106 | 4,355 |
| Digital Media \& Consumer Products | $\begin{array}{r} \hline 210,245 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 231,524 \\ 9 \% \end{array}$ | 110 | 2,362 | $\begin{array}{r} \hline 428,797 \\ 9 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 459,124 \\ 9 \% \end{array}$ | 107 | 4,685 |
| Others (Logistics and Other services) | $\begin{array}{r} \hline 278,129 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 311,930 \\ 12 \% \\ \hline \end{array}$ | 112 | 3,183 | $\begin{array}{r} \hline 556,694 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 574,978 \\ 11 \% \end{array}$ | 103 | 5,867 |
| Financial Services | $\begin{array}{r} \hline 84,979 \\ 3 \% \end{array}$ | $\begin{array}{r} \hline 81,969 \\ 3 \% \end{array}$ | 96 | 836 | $\begin{array}{r} 179,609 \\ 4 \% \end{array}$ | $\begin{array}{r} 163,682 \\ 3 \% \end{array}$ | 91 | 1,670 |
| Subtotal | $\begin{array}{r} \hline 2,529,850 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,683,655 \\ 100 \% \\ \hline \end{array}$ | 106 | 27,384 | $\begin{array}{r} \hline 4,914,342 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 5,010,500 \\ 100 \% \\ \hline \end{array}$ | 102 | 51,128 |
| Corporate items \& Eliminations | $(294,997)$ | $(295,907)$ | - | $(3,019)$ | $(558,774)$ | $(539,814)$ | - | $(5,508)$ |
| Revenues Total | 2,234,853 | 2,387,748 | 107 | 24,365 | 4,355,568 | 4,470,686 | 103 | 45,619 |

Notes: 1. Revenues by business segment include intersegment transactions.
2. On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".

|  | Three months ended September 30 |  |  |  | Six months ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | $\begin{gathered} \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | Yen(millions) |  | $\begin{gathered} \text { (D)/(C) } \\ (\%) \end{gathered}$ | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \\ \hline \end{array}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
|  <br> Telecommunication Systems | $\begin{array}{r} \hline 28,618 \\ 28 \% \end{array}$ | $\begin{array}{r} \hline 31,319 \\ 26 \% \end{array}$ | 109 | 320 | $\begin{array}{r} \hline 27,210 \\ 16 \% \end{array}$ | $\begin{array}{r} \hline 31,391 \\ 17 \% \end{array}$ | 115 | 320 |
| Power Systems | $\begin{array}{r} 4,982 \\ 5 \% \end{array}$ | $\begin{array}{r} 8,052 \\ 7 \% \end{array}$ | 162 | 82 | $\begin{array}{r} \hline 7,467 \\ 4 \% \end{array}$ | $\begin{array}{r} \hline 2,175 \\ 1 \% \\ \hline \end{array}$ | 29 | 22 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} 5,224 \\ 5 \% \end{array}$ | $\begin{array}{r} 3,076 \\ 3 \% \end{array}$ | 59 | 31 | 3,190 | $\begin{array}{r} 2,632 \\ 2 \% \end{array}$ | 83 | 27 |
| Electronic Systems \& Equipment | $\begin{array}{r} 10,252 \\ 10 \% \end{array}$ | $\begin{array}{r} 10,307 \\ 8 \% \end{array}$ | 101 | 105 | $\begin{array}{r} 19,790 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 10,636 \\ 6 \% \end{array}$ | 54 | 109 |
| Construction Machinery | $\begin{array}{r} 8,692 \\ 8 \% \end{array}$ | $\begin{array}{r} 17,675 \\ 14 \% \end{array}$ | 203 | 180 | $\begin{array}{r} \hline 22,800 \\ 13 \% \end{array}$ | $\begin{array}{r} \hline 29,447 \\ 16 \% \end{array}$ | 129 | 300 |
| High Functional Materials \& Components | $\begin{array}{r} \hline 18,185 \\ 18 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 23,232 \\ 19 \% \\ \hline \end{array}$ | 128 | 237 | $\begin{array}{r} \hline 38,196 \\ 23 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 49,279 \\ 27 \% \\ \hline \end{array}$ | 129 | 503 |
| Automotive Systems | $\begin{array}{r} \hline 9,946 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 11,120 \\ 9 \% \\ \hline \end{array}$ | 112 | 113 | $\begin{array}{r} \hline 19,273 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 20,834 \\ 12 \% \\ \hline \end{array}$ | 108 | 213 |
| Digital Media \& Consumer Products | $\begin{array}{r} \hline(2,452) \\ (2 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(1,499) \\ (1 \%) \\ \hline \end{array}$ | - | (15) | $\begin{array}{r} \hline(2,435) \\ (1 \%) \\ \hline \end{array}$ | $\begin{gathered} (892) \\ 0 \% \end{gathered}$ | - | (9) |
| Others (Logistics and Other services) | $\begin{array}{r} \hline 11,904 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 11,508 \\ 9 \% \\ \hline \end{array}$ | 97 | 117 | $\begin{array}{r} \hline 20,852 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 18,599 \\ 10 \% \\ \hline \end{array}$ | 89 | 190 |
| Financial Services | $\begin{array}{r} 6,521 \\ 6 \% \end{array}$ | $\begin{array}{r} \hline 7,796 \\ 6 \% \end{array}$ | 120 | 80 | $\begin{array}{r} \hline 13,771 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 16,077 \\ 9 \% \end{array}$ | 117 | 164 |
| Subtotal | $\begin{array}{r} \hline 101,872 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 122,586 \\ 100 \% \\ \hline \end{array}$ | 120 | 1,251 | $\begin{array}{r} \hline 170,114 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} 180,178 \\ 100 \% \\ \hline \end{array}$ | 106 | 1,839 |
| Corporate items \& Eliminations | $(1,842)$ | $(4,590)$ | - | (47) | $(6,510)$ | $(6,697)$ | - | (68) |
| Operating income Total | 100,030 | 117,996 | 118 | 1,204 | 163,604 | 173,481 | 106 | 1,770 |

Note: On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".

|  | Three months ended September 30 |  |  |  | Six months ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen (millions) |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | Yen(millions) |  | $\begin{gathered} (\mathrm{D}) /(\mathrm{C}) \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \end{gathered}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
|  <br> Telecommunication Systems | $\begin{array}{r} 23,425 \\ 22 \% \end{array}$ | $\begin{array}{r} 28,367 \\ 28 \% \end{array}$ | 121 | 289 | $\begin{array}{r} 22,453 \\ 13 \% \end{array}$ | $\begin{array}{r} 28,976 \\ 18 \% \end{array}$ | 129 | 296 |
| Power Systems | $\begin{array}{r} 3,979 \\ 4 \% \end{array}$ | $\begin{array}{r} \hline 7,649 \\ 8 \% \end{array}$ | 192 | 78 | $\begin{array}{r} \hline 5,928 \\ 3 \% \end{array}$ | $\begin{array}{r} 3,477 \\ 2 \% \end{array}$ | 59 | 35 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} 5,308 \\ 5 \% \\ \hline \end{array}$ | $\begin{array}{r} 4,501 \\ 4 \% \\ \hline \end{array}$ | 85 | 46 | $\begin{array}{r} 3,252 \\ 2 \% \\ \hline \end{array}$ | $\begin{array}{r} 6,389 \\ 4 \% \\ \hline \end{array}$ | 196 | 65 |
| Electronic Systems \& Equipment | $\begin{array}{r} \hline 8,745 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 8,050 \\ 8 \% \\ \hline \end{array}$ | 92 | 82 | $\begin{array}{r} 17,103 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 9,302 \\ 6 \% \\ \hline \end{array}$ | 54 | 95 |
| Construction Machinery | $\begin{array}{r} \hline 19,093 \\ 18 \% \end{array}$ | $\begin{array}{r} \hline 20,536 \\ 20 \% \end{array}$ | 108 | 210 | $\begin{array}{r} \hline 29,833 \\ 18 \% \end{array}$ | $\begin{array}{r} \hline 26,673 \\ 16 \% \end{array}$ | 89 | 272 |
| High Functional Materials \& Components | $\begin{array}{r} \hline 17,193 \\ 16 \% \end{array}$ | $\begin{array}{r} \hline 23,982 \\ 23 \% \end{array}$ | 139 | 245 | $\begin{array}{r} 37,589 \\ 22 \% \end{array}$ | $\begin{array}{r} 49,239 \\ 30 \% \end{array}$ | 131 | 502 |
| Automotive Systems | $\begin{array}{r} \hline 10,005 \\ 10 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline(7,873) \\ (8 \%) \\ \hline \end{array}$ | - | (80) | $\begin{array}{r} \hline 18,243 \\ 11 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,010 \\ 1 \% \\ \hline \end{array}$ | 11 | 21 |
| Digital Media \& Consumer Products | $\begin{array}{r} (2,074) \\ (2 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(2,829) \\ (3 \%) \\ \hline \end{array}$ | - | (29) | $\begin{array}{r} \hline(2,032) \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline(1,051) \\ (1 \%) \\ \hline \end{array}$ | - | (11) |
| Others (Logistics and Other services) | $\begin{array}{r} 12,363 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} 12,236 \\ 12 \% \\ \hline \end{array}$ | 99 | 125 | $\begin{array}{r} 21,450 \\ 13 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 22,522 \\ 14 \% \\ \hline \end{array}$ | 105 | 230 |
| Financial Services | $\begin{array}{r} 7,787 \\ 7 \% \end{array}$ | $\begin{array}{r} 7,927 \\ 8 \% \end{array}$ | 102 | 81 | $\begin{array}{r} 15,554 \\ 9 \% \end{array}$ | $\begin{array}{r} \hline 17,420 \\ 10 \% \end{array}$ | 112 | 178 |
| Subtotal | $\begin{array}{r} 105,824 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 102,546 \\ 100 \% \\ \hline \end{array}$ | 97 | 1,046 | $\begin{array}{r} \hline 169,373 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} 164,957 \\ 100 \% \\ \hline \end{array}$ | 97 | 1,683 |
| Corporate items \& Eliminations | $(33,988)$ | $(19,077)$ | - | (195) | $(45,300)$ | $(22,943)$ | - | (234) |
| EBIT Total | 71,836 | 83,469 | 116 | 852 | 124,073 | 142,014 | 114 | 1,449 |

Notes: 1. EBIT is defined income before income taxes less interest income plus interest charges.
2. On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".
(2) Revenues by Market

|  | Three months ended September 30 |  |  |  | Six months ended September 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | $\begin{gathered} \text { U.S. \$ } \\ \text { (millions) } \end{gathered}$ | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{D}) /(\mathrm{C}) \\ (\%) \end{gathered}$ | $\begin{gathered} \hline \begin{array}{c} \text { U.S. \$ } \\ \text { (millions) } \end{array} \\ \hline 2013 \end{gathered}$ |
|  | 2012 (A) | 2013 (B) |  | 2013 | 2012 (C) | 2013 (D) |  |  |
| Japan | $\begin{array}{r} \hline 1,347,081 \\ 60 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,325,346 \\ 56 \% \\ \hline \end{array}$ | 98 | 13,524 | $\begin{array}{r} \hline 2,551,757 \\ 59 \% \\ \hline \end{array}$ | $\begin{array}{r} 2,413,054 \\ 54 \% \\ \hline \end{array}$ | 95 | 24,623 |
| Asia | $\begin{array}{r} 428,477 \\ 19 \% \end{array}$ | $\begin{array}{r} 512,025 \\ 21 \% \end{array}$ | 119 | 5,225 | $\begin{array}{r} 846,577 \\ 19 \% \end{array}$ | $\begin{array}{r} 994,095 \\ 22 \% \end{array}$ | 117 | 10,144 |
| North America | $\begin{array}{r} 184,014 \\ 8 \% \end{array}$ | $\begin{array}{r} 227,463 \\ 9 \% \end{array}$ | 124 | 2,321 | $\begin{array}{r} \hline 387,273 \\ 9 \% \end{array}$ | $\begin{array}{r} 443,406 \\ 10 \% \end{array}$ | 114 | 4,525 |
| Europe | $\begin{array}{r} 146,183 \\ 7 \% \end{array}$ | $\begin{array}{r} 187,887 \\ 8 \% \\ \hline \end{array}$ | 129 | 1,917 | $\begin{array}{r} 310,250 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} 355,496 \\ 8 \% \\ \hline \end{array}$ | 115 | 3,628 |
| Other Areas | $\begin{array}{r} 129,098 \\ 6 \% \\ \hline \end{array}$ | $\begin{array}{r} 135,027 \\ 6 \% \end{array}$ | 105 | 1,378 | $\begin{array}{r} 259,711 \\ 6 \% \\ \hline \end{array}$ | $\begin{array}{r} 264,635 \\ 6 \% \\ \hline \end{array}$ | 102 | 2,700 |
| Outside Japan | $\begin{array}{r} 887,772 \\ 40 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,062,402 \\ 44 \% \\ \hline \end{array}$ | 120 | 10,841 | $\begin{array}{r} \hline 1,803,811 \\ 41 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,057,632 \\ 46 \% \\ \hline \end{array}$ | 114 | 20,996 |
| Total | $\begin{array}{r} \hline 2,234,853 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,387,748 \\ 100 \% \\ \hline \end{array}$ | 107 | 24,365 | $\begin{array}{r} \hline 4,355,568 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 4,470,686 \\ 100 \% \\ \hline \end{array}$ | 103 | 45,619 |

