## SEGMENT INFORMATION

## (1)INDUSTRY SEGMENTS

|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \end{gathered}$ | U.S. DOLLARS (millions) |
|  |  | 2002 (A) | 2001 (B) |  | 2002 |
| Sales | Information \& Telecommunication Systems | $\begin{gathered} \hline 1,829,661 \\ 18 \% \end{gathered}$ | $\begin{gathered} 1,796,084 \\ 17 \% \end{gathered}$ | 102 | 13,757 |
|  | Electronic Devices | $\begin{gathered} 1,487,200 \\ 15 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2,011,717 \\ 19 \% \\ \hline \end{gathered}$ | 74 | 11,182 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 2,266,895 \\ 23 \% \end{gathered}$ | $\begin{gathered} \hline 2,321,104 \\ 21 \% \\ \hline \end{gathered}$ | 98 | 17,044 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 1,170,744 \\ 12 \% \end{gathered}$ | $\begin{gathered} 1,053,199 \\ 10 \% \end{gathered}$ | 111 | 8,803 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 1,250,248 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} 1,467,345 \\ 13 \% \\ \hline \end{gathered}$ | 85 | 9,400 |
|  | Logistics, Services \& Others | $\begin{gathered} 1,430,825 \\ 14 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,599,369 \\ 15 \% \\ \hline \end{gathered}$ | 89 | 10,758 |
|  | Financial Services | $\begin{gathered} \hline 567,138 \\ 6 \% \end{gathered}$ | $\begin{gathered} \hline 592,774 \\ 5 \% \\ \hline \end{gathered}$ | 96 | 4,264 |
|  | Subtotal | $\begin{gathered} \hline 10,002,711 \\ 100 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 10,841,592 \\ 100 \% \\ \hline \end{gathered}$ | 92 | 75,208 |
|  | Eliminations \& Corporate items | $(2,008,927)$ | $(2,424,610)$ | - | $(15,105)$ |
|  | Total | 7,993,784 | 8,416,982 | 95 | 60,104 |
| Operating income (loss) | Information \& Telecommunication Systems | $35,757$ | $\begin{gathered} \hline 48,921 \\ 13 \% \end{gathered}$ | 73 | 269 |
|  | Electronic Devices | $(163,633)$ - | $\begin{gathered} \hline 118,128 \\ 31 \% \end{gathered}$ | - | $(1,230)$ |
|  | Power \& Industrial Systems | 55,004 - | $\begin{gathered} 77,269 \\ 20 \% \end{gathered}$ | 71 | 414 |
|  | Digital Media \& Consumer Products | $(14,675)$ | $\begin{gathered} 1,541 \\ 0 \% \\ \hline \end{gathered}$ | - | (110) |
|  | High Functional Materials \& Components | $(22,024)$ | $\begin{gathered} 83,415 \\ 22 \% \end{gathered}$ | - | (166) |
|  | Logistics, Services \& Others | 3,257 - | $\begin{gathered} 8,437 \\ 2 \% \end{gathered}$ | 39 | 24 |
|  | Financial Services | $37,403$ | $\begin{gathered} 44,146 \\ 12 \% \\ \hline \end{gathered}$ | 85 | 281 |
|  | Subtotal | $(68,911)$ | $\begin{gathered} 381,857 \\ 100 \% \\ \hline \end{gathered}$ | - | (518) |
|  | Eliminations \& Corporate items | $(48,504)$ | $(39,545)$ | - | (365) |
|  | Total | $(117,415)$ | 342,312 | - | (883) |

Notes: 1.Net sales by industry segment include intersegment transactions.
2.The Company has changed the industry segment classification starting from the year ended March 31, 2002.

Figures for the year ended March 31, 2001 have been restated to reflect the reclassification.


|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \end{gathered}$ | $\begin{gathered} \hline \text { U.S. DOLLARS } \\ \text { (millions) } \\ \hline \end{gathered}$ |
|  |  | 2002 (A) | 2001 (B) |  | 2002 |
| Operating income (loss) | Japan | $(70,420)$ - | $\begin{gathered} \hline 303,359 \\ 82 \% \end{gathered}$ | - | (529) |
|  | Asia | $(5,090)$ - | $\begin{gathered} 45,032 \\ 12 \% \end{gathered}$ | - | (38) |
|  | North America | $(21,053)$ - | $\begin{gathered} \hline 7,037 \\ 2 \% \end{gathered}$ | - | (158) |
|  | Europe | $4,007$ | $\begin{gathered} 13,109 \\ 4 \% \end{gathered}$ | 31 | 30 |
|  | Other Areas | 1,842 - | $\begin{gathered} 1,246 \\ 0 \% \end{gathered}$ | 148 | 14 |
|  | Subtotal | $(90,714)$ | $\begin{gathered} 369,783 \\ 100 \% \end{gathered}$ | - | (682) |
|  | Eliminations \& Corporate items | $(26,701)$ | $(27,471)$ | - | (201) |
|  | Total | $(117,415)$ | 342,312 | - | (883) |

(3)SALES BY MARKET

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} (\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \end{gathered}$ | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2002 \\ \hline \end{array}$ |
|  | 2002 (A) | 2001 (B) |  |  |
| Japan | $\begin{gathered} 5,444,662 \\ 68 \% \end{gathered}$ | $\begin{gathered} 5,791,300 \\ 69 \% \end{gathered}$ | 94 | 40,937 |
| Asia | $\begin{gathered} 896,050 \\ 11 \% \end{gathered}$ | $\begin{gathered} 966,870 \\ 11 \% \end{gathered}$ | 93 | 6,737 |
| North America | $\begin{gathered} \hline 930,629 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 903,800 \\ 11 \% \end{gathered}$ | 103 | 6,997 |
| Europe | $\begin{gathered} \hline 513,310 \\ 6 \% \end{gathered}$ | $\begin{gathered} 550,968 \\ 7 \% \end{gathered}$ | 93 | 3,859 |
| Other Areas | $\begin{gathered} \hline 209,133 \\ 3 \% \end{gathered}$ | $\begin{gathered} \hline 204,044 \\ 2 \% \end{gathered}$ | 102 | 1,572 |
| Outside Japan | $\begin{gathered} 2,549,122 \\ 32 \% \end{gathered}$ | $\begin{gathered} \hline 2,625,682 \\ 31 \% \end{gathered}$ | 97 | 19,166 |
| Total | $\begin{gathered} \hline 7,993,784 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 8,416,982 \\ 100 \% \end{gathered}$ | 95 | 60,104 |

