## Segment Information (Unaudited)

(1) Industry Segments

|  |  | Three months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yen(millions) |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. Dollars <br> (millions) <br> 2002 |
|  |  | 2002 (A) | 2001 (B) |  |  |
| Sales | Information \& Telecommunication Systems | $\begin{gathered} 404,394 \\ 17 \% \end{gathered}$ | $\begin{gathered} 382,551 \\ 16 \% \end{gathered}$ | 106 | 3,370 |
|  | Electronic Devices | $\begin{gathered} \hline 375,207 \\ 16 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 413,424 \\ 17 \% \\ \hline \end{gathered}$ | 91 | 3,127 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 482,984 \\ 21 \% \\ \hline \end{gathered}$ | $\begin{gathered} 544,267 \\ 22 \% \end{gathered}$ | 89 | 4,025 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 303,608 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} 291,236 \\ 12 \% \\ \hline \end{gathered}$ | 104 | 2,530 |
|  | High Functional Materials \& Components | $\begin{gathered} 300,417 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 320,702 \\ 13 \% \\ \hline \end{gathered}$ | 94 | 2,503 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 340,299 \\ 14 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 347,984 \\ 14 \% \end{gathered}$ | 98 | 2,836 |
|  | Financial Services | $\begin{gathered} 143,765 \\ 6 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 140,954 \\ 6 \% \\ \hline \end{gathered}$ | 102 | 1,198 |
|  | Subtotal | $\begin{gathered} \hline 2,350,674 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 2,441,118 \\ 100 \% \end{gathered}$ | 96 | 19,589 |
|  | Eliminations \& Corporate items | $(485,436)$ | $(506,702)$ | - | $(4,045)$ |
|  | Total | 1,865,238 | 1,934,416 | 96 | 15,544 |
| Operating income (loss) | Information \& Telecommunication Systems | $(5,820)$ - | $(12,380)$ | - | (49) |
|  | Electronic Devices | 2,355 | $(18,789)$ | - | 20 |
|  | Power \& Industrial Systems | 7,411 | 18,853 | 39 | 62 |
|  | Digital Media \& Consumer Products | 6,569 <br> - | (674) <br> - | - | 55 |
|  | High Functional Materials \& Components | $4,584$ | $2,918$ | 157 | 38 |
|  | Logistics, Services \& Others | 1,730 - | $3,705$ | 47 | 14 |
|  | Financial Services | $10,062$ | $8,199$ | 123 | 84 |
|  | Subtotal | $26,891$ | $1,832$ | - | 224 |
|  | Eliminations \& Corporate items | $(13,199)$ | $(12,736)$ | - | (110) |
|  | Total | 13,692 | $(10,904)$ | - | 114 |

[^0](2) Sales by Market

|  | Three months ended June 30 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. Dollars <br> (millions) <br> 2002 |
|  | 2002 (A) | 2001 (B) |  |  |
| Japan | $\begin{gathered} 1,230,450 \\ 66 \% \end{gathered}$ | $\begin{gathered} 1,315,333 \\ 68 \% \end{gathered}$ | 94 | 10,254 |
| Asia | $\begin{gathered} 238,197 \\ 13 \% \end{gathered}$ | $\begin{gathered} 209,433 \\ 11 \% \end{gathered}$ | 114 | 1,985 |
| North America | $\begin{gathered} \hline 217,706 \\ 12 \% \end{gathered}$ | $\begin{gathered} \hline 224,187 \\ 11 \% \end{gathered}$ | 97 | 1,814 |
| Europe | $\begin{gathered} 134,654 \\ 7 \% \end{gathered}$ | $\begin{array}{r} 133,899 \\ 7 \% \end{array}$ | 101 | 1,122 |
| Other Areas | $\begin{gathered} 44,231 \\ 2 \% \end{gathered}$ | $\begin{gathered} \hline 51,564 \\ 3 \% \end{gathered}$ | 86 | 369 |
| Outside Japan | $\begin{gathered} 634,788 \\ 34 \% \end{gathered}$ | $\begin{gathered} \hline 619,083 \\ 32 \% \end{gathered}$ | 103 | 5,290 |
| Total | $\begin{gathered} 1,865,238 \\ 100 \% \end{gathered}$ | $\begin{gathered} 1,934,416 \\ 100 \% \end{gathered}$ | 96 | 15,544 |

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[^0]:    Note: Net sales by industry segment include intersegment transactions.

