## Segment Information

(1) Business Segments

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | (B)/(A) <br> (\%) | U.S. Dollars (millions) |
|  | 2013 (A) | 2014 (B) |  | 2014 |
| Information \& Telecommunication Systems | $\begin{array}{r} 1,786,587 \\ 18 \% \end{array}$ | $\begin{array}{r} \hline 1,954,901 \\ 18 \% \end{array}$ | 109 | 18,980 |
| Power Systems | $\begin{array}{r} \hline 904,696 \\ 9 \% \end{array}$ | $\begin{array}{r} \hline 777,391 \\ 7 \% \end{array}$ | 86 | 7,547 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 1,313,847 \\ 13 \% \end{array}$ | $\begin{array}{r} \hline 1,446,666 \\ 14 \% \end{array}$ | 110 | 14,045 |
| Electronic Systems \& Equipment | $\begin{array}{r} \hline 1,014,312 \\ 10 \% \end{array}$ | $\begin{array}{r} \hline 1,116,769 \\ 10 \% \end{array}$ | 110 | 10,842 |
| Construction Machinery | $\begin{array}{r} 756,067 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 767,311 \\ 7 \% \end{array}$ | 101 | 7,450 |
| High Functional Materials \& Components | $\begin{array}{r} \hline 1,336,441 \\ 13 \% \end{array}$ | $\begin{array}{r} \hline 1,363,291 \\ 13 \% \\ \hline \end{array}$ | 102 | 13,236 |
| Automotive Systems | $\begin{array}{r} \hline 806,847 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 892,119 \\ 8 \% \\ \hline \end{array}$ | 111 | 8,661 |
| Digital Media \& Consumer Products | $\begin{array}{r} \hline 818,522 \\ 8 \% \end{array}$ | $\begin{array}{r} \hline 890,853 \\ 8 \% \\ \hline \end{array}$ | 109 | 8,649 |
| Others (Logistics and Other services) | $\begin{array}{r} \hline 1,111,022 \\ 11 \% \end{array}$ | $\begin{array}{r} \hline 1,233,649 \\ 12 \% \end{array}$ | 111 | 11,977 |
| Financial Services | $\begin{array}{r} \hline 340,294 \\ 3 \% \end{array}$ | $\begin{array}{r} \hline 338,531 \\ 3 \% \end{array}$ | 99 | 3,287 |
| Subtotal | $\begin{array}{r} 10,188,635 \\ 100 \% \end{array}$ | $\begin{array}{r} \hline 10,781,481 \\ 100 \% \end{array}$ | 106 | 104,675 |
| Corporate items \& Eliminations | $(1,147,564)$ | $(1,165,279)$ | - | $(11,313)$ |
| Revenues Total | 9,041,071 | 9,616,202 | 106 | 93,361 |

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

|  | 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) |
|  | 2013 (A) | 2014 (B) |  | 2014 |
| Information \& Telecommunication Systems | $\begin{array}{r} 104,689 \\ 24 \% \end{array}$ | $\begin{array}{r} 110,030 \\ 20 \% \end{array}$ | 105 | 1,068 |
| Power Systems | $\begin{array}{r} 29,911 \\ 7 \% \end{array}$ | $\begin{array}{r} \hline 16,721 \\ 3 \% \\ \hline \end{array}$ | 56 | 162 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} \hline 60,203 \\ 14 \% \\ \hline \end{array}$ | $\begin{array}{r} 56,719 \\ 10 \% \\ \hline \end{array}$ | 94 | 551 |
| Electronic Systems \& Equipment | $\begin{array}{r} 29,382 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} 59,114 \\ 11 \% \\ \hline \end{array}$ | 201 | 574 |
| Construction Machinery | $\begin{array}{r} \hline 54,627 \\ 12 \% \end{array}$ | $\begin{array}{r} 73,932 \\ 13 \% \end{array}$ | 135 | 718 |
| High Functional Materials \& Components | $\begin{array}{r} 58,418 \\ 13 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 101,784 \\ 19 \% \\ \hline \end{array}$ | 174 | 988 |
| Automotive Systems | $\begin{array}{r} 35,423 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} 47,370 \\ \hline 9 \% \end{array}$ | 134 | 460 |
| Digital Media \& Consumer Products | $\begin{array}{r} (5,355) \\ (1 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 4,684 \\ 1 \% \\ \hline \end{array}$ | - | 45 |
| Others (Logistics and Other services) | $\begin{array}{r} 40,162 \\ 9 \% \end{array}$ | $\begin{array}{r} 45,963 \\ 8 \% \end{array}$ | 114 | 446 |
| Financial Services | $\begin{array}{r} 29,290 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 33,157 \\ 6 \% \\ \hline \end{array}$ | 113 | 322 |
| Subtotal | $\begin{array}{r} 436,750 \\ 100 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 549,474 \\ 100 \% \\ \hline \end{array}$ | 126 | 5,335 |
| Corporate items \& Eliminations | $(14,722)$ | $(16,663)$ | - | (162) |
| Operating income Total | 422,028 | 532,811 | 126 | 5,173 |

[^0]|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Yen } \\ \text { (millions) } \end{gathered}$ |  | $\underset{(\%)}{(\mathrm{B}) /(\mathrm{A})}$ | U.S. Dollars (millions) |
|  | 2013 (A) | 2014 (B) |  | 2014 |
| Information \& Telecommunication Systems | $\begin{array}{r} 104,212 \\ 24 \% \end{array}$ | $\begin{array}{r} \hline 98,551 \\ 16 \% \\ \hline \end{array}$ | 95 | 957 |
| Power Systems | $\begin{array}{r} 30,027 \\ 7 \% \end{array}$ | $\begin{array}{r} 152,984 \\ 25 \% \end{array}$ | 509 | 1,485 |
| Social Infrastructure \& Industrial Systems | $\begin{array}{r} 63,316 \\ 14 \% \end{array}$ | $\begin{array}{r} 59,169 \\ 10 \% \end{array}$ | 93 | 574 |
| Electronic Systems \& Equipment | $\begin{array}{r} \hline 32,430 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 52,646 \\ 9 \% \\ \hline \end{array}$ | 162 | 511 |
| Construction Machinery | $\begin{array}{r} 58,121 \\ 13 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 63,320 \\ 10 \% \\ \hline \end{array}$ | 109 | 615 |
| High Functional Materials \& Components | $\begin{array}{r} 50,749 \\ 12 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 96,554 \\ 16 \% \\ \hline \end{array}$ | 190 | 937 |
| Automotive Systems | $\begin{array}{r} 36,406 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} 4,930 \\ 1 \% \end{array}$ | 14 | 48 |
| Digital Media \& Consumer Products | $\begin{gathered} (925) \\ 0 \% \end{gathered}$ | $\begin{array}{r} (2,979) \\ (1 \%) \end{array}$ | - | (29) |
| Others (Logistics and Other services) | $\begin{array}{r} 33,545 \\ 8 \% \\ \hline \end{array}$ | $\begin{array}{r} 48,188 \\ 8 \% \\ \hline \end{array}$ | 144 | 468 |
| Financial Services | $\begin{array}{r} 29,466 \\ 7 \% \\ \hline \end{array}$ | $\begin{array}{r} 34,699 \\ 6 \% \\ \hline \end{array}$ | 118 | 337 |
| Subtotal | $\begin{array}{r} 437,347 \\ 100 \% \end{array}$ | $\begin{array}{r} 608,062 \\ 100 \% \end{array}$ | 139 | 5,904 |
| Corporate items \& Eliminations | $(79,332)$ | $(27,909)$ | - | (271) |
| EBIT Total | 358,015 | 580,153 | 162 | 5,633 |

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

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Yen(millions) |  | $\begin{gathered} (\mathrm{B}) /(\mathrm{A}) \\ (\%) \end{gathered}$ | U.S. Dollars (millions) |
|  | 2013 (A) | 2014 (B) |  | 2014 |
| Japan | $\begin{array}{r} 5,355,119 \\ 59 \% \end{array}$ | $\begin{array}{r} 5,303,474 \\ 55 \% \end{array}$ | 99 | 51,490 |
| Asia | $\begin{array}{r} \hline 1,711,141 \\ 19 \% \end{array}$ | $\begin{array}{r} \hline 2,063,567 \\ 21 \% \end{array}$ | 121 | 20,035 |
| North America | $\begin{array}{r} 804,057 \\ 9 \% \end{array}$ | $\begin{array}{r} 910,274 \\ 10 \% \end{array}$ | 113 | 8,838 |
| Europe | $\begin{array}{r} \hline 636,840 \\ 7 \% \end{array}$ | $\begin{array}{r} 812,120 \\ 8 \% \end{array}$ | 128 | 7,885 |
| Other Areas | $\begin{array}{r} \hline 533,914 \\ 6 \% \end{array}$ | $\begin{array}{r} \hline 526,767 \\ 6 \% \end{array}$ | 99 | 5,114 |
| Outside Japan | $\begin{array}{r} 3,685,952 \\ 41 \% \end{array}$ | $\begin{array}{r} 4,312,728 \\ 45 \% \end{array}$ | 117 | 41,871 |
| Total | $\begin{array}{r} \hline 9,041,071 \\ 100 \% \end{array}$ | $\begin{array}{r} \hline 9,616,202 \\ 100 \% \end{array}$ | 106 | 93,361 |


[^0]:    Note: On April 1, 2013, the former "Others" was renamed "Others (Logistics and Other services)".

