

## SEGMENT INFORMATION

### (1)INDUSTRY SEGMENTS

|                            |   | The years ended March 31 |                    |                 |                            |
|----------------------------|---|--------------------------|--------------------|-----------------|----------------------------|
|                            |   | YEN<br>(millions)        |                    | (A)/(B)<br>X100 | U.S. DOLLARS<br>(millions) |
|                            |   | 2004 (A)                 | 2003 (B)           | (%)             | 2004                       |
| Sales                      | Information & Telecommunication Systems | 2,314,552<br>23%         | 1,899,651<br>19%   | 122             | 21,835                     |
|                            | Electronic Devices                      | 1,312,380<br>13%         | 1,570,069<br>15%   | 84              | 12,381                     |
|                            | Power & Industrial Systems              | 2,297,913<br>22%         | 2,297,068<br>22%   | 100             | 21,678                     |
|                            | Digital Media & Consumer Products       | 1,226,955<br>12%         | 1,205,551<br>12%   | 102             | 11,575                     |
|                            | High Functional Materials & Components  | 1,297,085<br>13%         | 1,248,550<br>12%   | 104             | 12,237                     |
|                            | Logistics, Services & Others            | 1,256,266<br>12%         | 1,449,594<br>14%   | 87              | 11,852                     |
|                            | Financial Services                      | 550,982<br>5%            | 579,267<br>6%      | 95              | 5,198                      |
|                            | Subtotal                                | 10,256,133<br>100%       | 10,249,750<br>100% | 100             | 96,756                     |
|                            | Eliminations & Corporate items          | (1,623,683)              | (2,057,998)        | -               | (15,318)                   |
|                            | Total                                   | 8,632,450                | 8,191,752          | 105             | 81,438                     |
| Operating<br>income (loss) | Information & Telecommunication Systems | 69,932<br>33%            | 110,523<br>59%     | 63              | 660                        |
|                            | Electronic Devices                      | 30,424<br>15%            | (23,242)<br>(12%)  | -               | 287                        |
|                            | Power & Industrial Systems              | 33,933<br>16%            | 53,253<br>28%      | 64              | 320                        |
|                            | Digital Media & Consumer Products       | 6,951<br>3%              | 6,204<br>3%        | 112             | 66                         |
|                            | High Functional Materials & Components  | 46,767<br>22%            | 18,301<br>10%      | 256             | 441                        |
|                            | Logistics, Services & Others            | 533<br>0%                | 10,352<br>6%       | 5               | 5                          |
|                            | Financial Services                      | 22,388<br>11%            | 12,067<br>6%       | 186             | 211                        |
|                            | Subtotal                                | 210,928<br>100%          | 187,458<br>100%    | 113             | 1,990                      |
|                            | Eliminations & Corporate items          | (26,065)                 | (34,491)           | -               | (246)                      |
|                            | Total                                   | 184,863                  | 152,967            | 121             | 1,744                      |

Note: Net sales by industry segment include intersegment transactions.

**(2)GEOGRAPHIC SEGMENTS**

|       |                                |                           | The years ended March 31 |                   |                        |                            |
|-------|--------------------------------|---------------------------|--------------------------|-------------------|------------------------|----------------------------|
|       |                                |                           | YEN<br>(millions)        |                   | (A)/(B)<br>X100<br>(%) | U.S. DOLLARS<br>(millions) |
|       |                                |                           | 2004 (A)                 | 2003 (B)          |                        | 2004                       |
| Sales | Japan                          | Outside customer sales    | 6,364,411<br>64%         | 6,290,654<br>65%  | 101                    | 60,042                     |
|       |                                | Intersegment transactions | 854,532<br>9%            | 1,026,916<br>11%  | 83                     | 8,062                      |
|       |                                | Total                     | 7,218,943<br>73%         | 7,317,570<br>76%  | 99                     | 68,103                     |
|       | Asia                           | Outside customer sales    | 993,471<br>10%           | 651,228<br>7%     | 153                    | 9,372                      |
|       |                                | Intersegment transactions | 312,153<br>3%            | 351,006<br>3%     | 89                     | 2,945                      |
|       |                                | Total                     | 1,305,624<br>13%         | 1,002,234<br>10%  | 130                    | 12,317                     |
|       | North America                  | Outside customer sales    | 784,782<br>8%            | 802,582<br>8%     | 98                     | 7,404                      |
|       |                                | Intersegment transactions | 25,894<br>0%             | 38,753<br>1%      | 67                     | 244                        |
|       |                                | Total                     | 810,676<br>8%            | 841,335<br>9%     | 96                     | 7,648                      |
|       | Europe                         | Outside customer sales    | 404,278<br>4%            | 379,615<br>4%     | 106                    | 3,814                      |
|       |                                | Intersegment transactions | 32,949<br>1%             | 28,382<br>0%      | 116                    | 311                        |
|       |                                | Total                     | 437,227<br>5%            | 407,997<br>4%     | 107                    | 4,125                      |
|       | Other Areas                    | Outside customer sales    | 85,508<br>1%             | 67,673<br>1%      | 126                    | 807                        |
|       |                                | Intersegment transactions | 2,655<br>0%              | 2,645<br>0%       | 100                    | 25                         |
|       |                                | Total                     | 88,163<br>1%             | 70,318<br>1%      | 125                    | 832                        |
|       | Subtotal                       |                           | 9,860,633<br>100%        | 9,639,454<br>100% | 102                    | 93,025                     |
|       | Eliminations & Corporate items |                           | (1,228,183)              | (1,447,702)       | -                      | (11,587)                   |
| Total |                                | 8,632,450                 | 8,191,752                | 105               | 81,438                 |                            |

|                     |                                | The years ended March 31 |                 |                        |                            |
|---------------------|--------------------------------|--------------------------|-----------------|------------------------|----------------------------|
|                     |                                | YEN<br>(millions)        |                 | (A)/(B)<br>X100<br>(%) | U.S. DOLLARS<br>(millions) |
|                     |                                | 2004 (A)                 | 2003 (B)        |                        | 2004                       |
| Operating<br>income | Japan                          | 177,102<br>77%           | 155,684<br>82%  | 114                    | 1,671                      |
|                     | Asia                           | 33,363<br>15%            | 18,357<br>10%   | 182                    | 315                        |
|                     | North America                  | 4,733<br>2%              | 6,336<br>3%     | 75                     | 45                         |
|                     | Europe                         | 10,512<br>5%             | 6,720<br>4%     | 156                    | 99                         |
|                     | Other Areas                    | 3,245<br>1%              | 2,097<br>1%     | 155                    | 31                         |
|                     | Subtotal                       | 228,955<br>100%          | 189,194<br>100% | 121                    | 2,160                      |
|                     | Eliminations & Corporate items | (44,092)                 | (36,227)        | -                      | (416)                      |
| Total               |                                | 184,863                  | 152,967         | 121                    | 1,744                      |

**(3)SALES BY MARKET**

|               |               | The years ended March 31 |                   |                        |                            |
|---------------|---------------|--------------------------|-------------------|------------------------|----------------------------|
|               |               | YEN<br>(millions)        |                   | (A)/(B)<br>X100<br>(%) | U.S. DOLLARS<br>(millions) |
|               |               | 2004 (A)                 | 2003 (B)          |                        | 2004                       |
| Japan         |               | 5,654,856<br>66%         | 5,546,543<br>68%  | 102                    | 53,348                     |
|               | Asia          | 1,212,844<br>14%         | 1,017,439<br>12%  | 119                    | 11,442                     |
|               | North America | 873,243<br>10%           | 890,684<br>11%    | 98                     | 8,238                      |
|               | Europe        | 655,824<br>7%            | 537,029<br>7%     | 122                    | 6,187                      |
|               | Other Areas   | 235,683<br>3%            | 200,057<br>2%     | 118                    | 2,223                      |
| Outside Japan |               | 2,977,594<br>34%         | 2,645,209<br>32%  | 113                    | 28,091                     |
| Total         |               | 8,632,450<br>100%        | 8,191,752<br>100% | 105                    | 81,438                     |