

SUPPLEMENTARY FIGURES

I. Forecast for FY2002

1. Consolidated Business Segment Information

(1) Sales to Unaffiliated Customers

		Yen (billions)			Change (Yen)	Yen (billions)		Change(%) FY01 to Revised FY02
		FY2002 (Forecast)		FY2001 (Actual)				
		Previous*	Revised**					
Services & Software	Japan	Y 1,600.0	Y 1,570.0	-30.0	Y 1,534.5	+2.3		
	Overseas	530.0	530.0	-	551.3	-3.9		
	Total	Y 2,130.0	Y 2,100.0	-30.0	Y 2,085.8	+0.7		
Platforms	Japan	1,190.0	1,170.0	-20.0	1,361.0	-14.0		
	Overseas	480.0	470.0	-10.0	654.1	-28.2		
	Total	1,670.0	1,640.0	-30.0	2,015.2	-18.6		
Electronic Devices	Japan	310.0	300.0	-10.0	263.2	+13.9		
	Overseas	340.0	310.0	-30.0	283.2	+9.4		
	Total	650.0	610.0	-40.0	546.5	+11.6		
Financing	Japan	110.0	110.0	-	114.4	-3.9		
	Overseas	-	-	-	-	-		
	Total	110.0	110.0	-	114.4	-3.9		
Other Operations	Japan	190.0	190.0	-	187.5	+1.3		
	Overseas	50.0	50.0	-	57.2	-12.7		
	Total	240.0	240.0	-	244.8	-2.0		
Total	Japan	Y 3,400.0	Y 3,340.0	-60.0	Y 3,460.9	-3.5		
	Overseas	1,400.0	1,360.0	-40.0	1,546.0	-12.0		
	Total	Y 4,800.0	Y 4,700.0	-100.0	Y 5,006.9	-6.1		

(2) Sales to Unaffiliated Customers by Products and Services

		Yen (billions)			Change (Yen)	Yen (billions)		Change(%) FY01 to Revised FY02
		FY2002 (Forecast)		FY2001 (Actual)				
		Previous*	Revised**					
Services & Software	Solutions/SI	Y 1,010.0	Y 990.0	-20.0	Y 938.9	+5.4		
	Infrastructure Services	1,120.0	1,110.0	-10.0	1,146.9	-3.2		
	Total	Y 2,130.0	Y 2,100.0	-30.0	Y 2,085.8	+0.7		
Platforms	Servers	Y 410.0	Y 400.0	-10.0	Y 521.1	-23.2		
	Mobile Infrastructure/ IP Network	200.0	195.0	-5.0	242.0	-19.4		
	Transmission Equipment	250.0	235.0	-15.0	387.8	-39.4		
	PCs & Mobile Telephones	640.0	640.0	-	626.8	+2.1		
	HDDs	170.0	170.0	-	237.4	-28.4		
	Total	Y 1,670.0	Y 1,640.0	-30.0	Y 2,015.2	-18.6		
	Electronic Devices	Semiconductors	Y 380.0	Y 350.0	-30.0	Y 332.0	+5.4	
Others	270.0	260.0	-10.0	214.5	+21.2			
Total	Y 650.0	Y 610.0	-40.0	Y 546.5	+11.6			

Note: *Previous forecast as of October 29, 2002 **Revised forecast as of January 28, 2003

2001 figures have been restated to reflect the new business segment classification introduced in 2002.

(3) Net Sales including Intersegment Sales

	Yen (billions)		Change (Yen)	Yen (billions)		Change (Yen) FY01 to Revised FY02
	FY2002 (Forecast)			FY2001 (Actual)		
	Previous*	Revised**				
Services & Software	Y 2,190.0	Y 2,160.0	-30.0	Y 2,138.6	+21.3	
Platforms	1,870.0	1,840.0	-30.0	2,255.6	-415.6	
Electronic Devices	720.0	680.0	-40.0	637.5	+42.4	
Financing	120.0	120.0	-	123.9	-3.9	
Other Operations	380.0	380.0	-	371.5	+8.4	
Elimination	(480.0)	(480.0)	-	(520.3)	+40.3	
Total	<u>Y 4,800.0</u>	<u>Y 4,700.0</u>	<u>-100.0</u>	<u>Y 5,006.9</u>	<u>-306.9</u>	

(4) Operating Income (Loss) including Intersegment Transactions

	Yen (billions)		Change (Yen)	Yen (billions)		Change (Yen) FY01 to Revised FY02
	FY2002 (Forecast)			FY2001 (Actual)		
	Previous*	Revised**				
Services & Software	Y 180.0	Y 180.0	-	Y 157.8	+22.1	
[Operating Margin]	[8.2%]	[8.3%]	[+0.1%]	[7.4%]	[+0.9%]	
Platforms	(15.0)	(10.0)	+5.0	(57.5)	+47.5	
	[(0.8%)]	[(0.5%)]	[+0.3%]	[(2.6%)]	[+2.1%]	
Electronic Devices	(15.0)	(25.0)	-10.0	(109.3)	+84.3	
	[(2.1%)]	[(3.7%)]	[-1.6%]	[(17.1%)]	[+13.4%]	
Financing	5.0	5.0	-	4.2	+0.7	
	[4.2%]	[4.2%]	[-%]	[3.4%]	[+0.8%]	
Other Operations	5.0	10.0	+5.0	0.2	+9.7	
	[1.3%]	[2.6%]	[+1.3%]	[0.1%]	[+2.5%]	
Elimination	(60.0)	(60.0)	-	(69.8)	+9.8	
Total	<u>Y 100.0</u>	<u>Y 100.0</u>	<u>-</u>	<u>Y (74.4)</u>	<u>+174.4</u>	
	[2.1%]	[2.1%]	[-%]	[(1.5%)]	[+3.6%]	

Note: *Previous forecast : as of October 29, 2002 **Revised forecast : as of January 28, 2003

2. PC Shipments

(1) By Customer's Geographic Location

	(Million Units)			(Million Units)
	FY2002 (Forecast)		Change (Units)	FY2001
	Previous*	Revised**		(Actual)
Japan	2.55	2.52	-0.03	2.58
Europe	2.99	3.02	+0.03	3.04
North America	0.12	0.12	-	0.12
Asia	0.12	0.12	-	0.09
Total	5.78	5.78	-	5.83

(2) By Product Category

	(%)		(%)
	FY2002 (Forecast)		FY2001
	Previous*	Revised**	(Actual)
Desktop	47	47	49
Notebook	53	53	51

3. Mobile Phone Shipments

	(Million Units)			(Million Units)
	FY2002 (Forecast)		Change (Units)	FY2001
	Previous*	Revised**		(Actual)
	3.30	3.30	-	2.26

4. HDD Production

	(Million Units)			(Million Units)
	FY2002 (Forecast)		Change (Units)	FY2001
	Previous*	Revised**		(Actual)
	9.00	9.00	-	14.05

5. Electronic Devices

(1) Production of Semiconductors (Worldwide by value)

	Yen (billions)			Yen (billions)	Change (%) FY01 to Revised FY02
	FY2002 (Forecast)		Change (Yen)	FY2001	
	Previous*	Revised**		(Actual)	
	430.0	400.0	-30.0	398.0	+0.5
[Internal Use]	[50.0]	[50.0]	[-]	[66.0]	[-24.2]

(2) Composition by Product Category (Semiconductors)

	(%)		(%)
	FY2002 (Forecast)		FY2001
	Previous*	Revised**	(Actual)
Logic	58	56	54
System Memory	36	38	35
Compound Semiconductor and others	6	6	11

Note: *Previous forecast as of October 29, 2002 **Revised forecast as of January 28, 2003

6. Capital Expenditures, Depreciation

	Yen (billions)		Change (Yen)	Yen (billions)	Change (%) FY01 to Revised FY02
	FY2002 (Forecast) Previous*	Revised**		FY2001 (Actual)	
Capital Expenditures					
Services & Software	65.0	55.0	-10.0	46.5	+18.1
Platforms	50.0	50.0	-	59.9	-16.6
Electronic Devices [Semiconductors]	75.0 [45.0]	75.0 [45.0]	- [-]	180.2 [122.3]	-58.4 [-63.2]
Corporate and others***	10.0	10.0	-	20.1	-50.4
Total	200.0	190.0	-10.0	306.9	-38.1
Japan	180.0	170.0	-10.0	244.4	-30.4
Overseas	20.0	20.0	-	62.5	-68.0
Depreciation	280.0	280.0	-	351.8	-20.4

7. Exchange Rates

Average Rates for FY2002 4th Quarter

Forecast	
Previous	Revised
\$1=120 yen	\$1=120 yen

Note : * Previous forecast: as of October 29, 2002.

** Revised forecast: as of January 28, 2003.

*** Including capital expenditures for the parent's administrative divisions and R&D expenditures, which can not be allocated.

II. Impact of Restructuring Initiatives

1. Fixed Cost Reductions

	Contribution to earnings from cost reductions (billion yen)	
	FY2002	FY2003
Fixed cost reductions:		
in FY2001	Y 140.0	Y 140.0
in FY2002	30.0	60.0
Total contribution to earnings from cost reductions	Y 170.0	Y 200.0
By item		
[Personnel expenses]	[Y 120.0]	[Y 150.0]
[Other]	[Y 50.0]	[Y 50.0]
By business segment		
[Services & Software]	[Y 20.0]	[Y 25.0]
[Platforms]	[Y 100.0]	[Y 120.0]
[Electronic Devices]	[Y 50.0]	[Y 55.0]

2. Quarter-on-Quarter Improvement in Operating Income (Loss)

	Yen (billions)			
	FY2002 Q1 (Actual)	FY2002 Q2 (Actual)	FY2002 Q3 (Actual)	FY2002 Q4 (Forecast)
	Consolidated net sales	982.9	1,167.3	1,017.6
Gross profit	263.1	315.2	280.7	420.8
[Gross margin]	[26.8%]	[27.0%]	[27.6%]	[27.5%]
Operating income (loss)	(29.0)	5.7	(13.1)	136.4
[Operating margin]	[(3.0%)]	[0.5%]	[(1.3%)]	[8.9%]
Operating income improvement from comparable period in FY2001:				
Amount (billion yen)	13.3	22.5	32.6	105.8
Point	+0.9%	+1.8%	+3.0%	+6.9%
Factors contributing to operating income improvement from FY2001:				
Decrease in gross profit due to sales fluctuations	(28.9)	(33.4)	(10.4)	(6.9)
Improvement in cost rate	(3.3)	16.3	21.3	49.5
Reduction of selling, general and administrative expenses	45.5	39.5	21.7	63.2

Contribution to earnings from cost reductions from restructuring	1st half FY2002	70.0	2nd half FY2002	100.0

Note: Gross profit = Net sales minus the cost of goods sold.

Decrease in gross profit due to sales fluctuations = Quarter-on-quarter difference between net sales, multiplying last year's figure for the corresponding period by gross profit margin for the equivalent period last year.

Improvement in cost rate = Present year's net sales for each period multiplied by points for cost-rate improvements in the equivalent period last year.

3. Changes Personnel Composition

	(Thousands , % of total employees)		
	March 31	March 31	December 31
	2001	2002	2002
	(Actual)	(Actual)	(Actual)
Services & Software	68 (36%)	69 (41%)	69 (43%)
Platforms	75 (41%)	60 (35%)	52 (33%)
Others	43 (23%)	40 (24%)	38 (24%)
Total employees	187 (100%)	170 (100%)	160 (100%)

4. Improvement Capital Efficiency

	(Times)		
	FY2000	FY2001	FY2002
	(Actual)	(Actual)	(Forecast)
Inventories turnover*	6.12	7.87	8.46
Tangible fixed assets turnover*	3.96	4.18	4.44
Total assets turnover*	1.05	1.09	1.12

Note: *Turnover = Net sales / Ending balance of each asset

5. Change in Interest Bearing Loans

	Yen (billions)			
	September 30	March 31	September 30	March 31
	2001	2002	2002	2003
	(Actual)	(Actual)	(Actual)	(Forecast)
Ending balance of interest bearing loans	1,843.9	1,760.6	1,938.9	1,810.0