## **Consolidated Business Segment Information (Nine months ended December 31)** a. Sales to Unaffiliated Customers

|                         |          | Yen<br>(billions) |           |            | U.S. Dollars<br>(millions) |
|-------------------------|----------|-------------------|-----------|------------|----------------------------|
|                         |          | 2003              | 2002      | Change (%) | 2003                       |
| Software                | Japan    | Y 979.3           | Y 950.0   | +3.1       | \$9,152                    |
| & Services              | Overseas | 366.2             | 387.8     | -5.6       | 3,423                      |
|                         | Total    | Y 1,345.5         | Y 1,337.8 | +0.6       | \$12,575                   |
| Platforms               | Japan    | 760.4             | 785.6     | -3.2       | 7,107                      |
|                         | Overseas | 337.2             | 336.9     | +0.1       | 3,152                      |
|                         | Total    | 1,097.6           | 1,122.5   | -2.2       | 10,259                     |
| Electronic Devices      | Japan    | 265.1             | 224.0     | +18.4      |                            |
|                         | Overseas | 260.8             | 221.5     | +17.7      | 2,437                      |
|                         | Total    | 525.9             | 445.5     | +18.0      | 4,915                      |
| Financing               | Japan    | 50.3              | 83.6      | -39.8      | 471                        |
|                         | Overseas |                   | -         | -          |                            |
|                         | Total    | 50.3              | 83.6      | -39.8      | 471                        |
| <b>Other Operations</b> | Japan    | 156.9             | 143.2     | +9.5       | 1,466                      |
|                         | Overseas | 33.7              | 35.0      | -3.8       | 315                        |
|                         | Total    | 190.6             | 178.3     | +6.9       | 1,781                      |
| Total                   | Japan    | Y 2,212.1         | Y 2,186.6 | +1.2       | \$20,674                   |
|                         | Overseas | 997.9             | 981.3     | +1.7       | 9,327                      |
|                         | Total    | Y 3,210.1         | Y 3,168.0 | +1.3       | \$30,001                   |

## b. Sales to Unaffiliated Customers by Products and Services

|            |                                   | Yen<br>(billions) |           |            | U.S. Dollars<br>(millions) |
|------------|-----------------------------------|-------------------|-----------|------------|----------------------------|
|            |                                   | 2003              | 2002      | Change (%) | 2003                       |
| Software   | Solutions/SI                      | Y 595.3           | Y 573.4   | +3.8       | \$5,564                    |
| & Services | Infrastructure Services           | 750.2             | 764.4     | -1.9       | 7,011                      |
|            | Total                             | Y 1,345.5         | Y 1,337.8 | +0.6       | \$12,575                   |
| Platforms  | Servers<br>Mobile Infrastructure/ | Y 238.6           | Y 259.3   | -8.0       | \$2,230                    |
|            | IP Network                        | 127.5             | 128.1     | -0.5       | 1,192                      |
|            | Transmission Equipment            | 119.5             | 131.4     | -9.1       | 1,117                      |
|            | PCs & Mobile Telephones           | 474.2             | 467.0     | +1.5       | 4,432                      |
|            | HDDs and Others                   | 137.8             | 136.7     | +0.8       | 1,288                      |
|            | Total                             | Y 1,097.6         | Y 1,122.5 | -2.2       | \$10,259                   |
| Electronic | Semiconductors                    | Y 286.3           | Y 252.3   | +13.5      | \$2,676                    |
| Devices    | Others                            | 239.6             | 193.2     | +24.0      | 2,239                      |
|            | Total                             | Y 525.9           | Y 445.5   | +18.0      | \$4,915                    |

# **Consolidated Business Segment Information (Nine months ended December 31)**

#### c. Net Sales

|                        |   | Yen<br>(millions)                    |                                      | U.S. Dollars<br>(millions) |                                  |
|------------------------|---|--------------------------------------|--------------------------------------|----------------------------|----------------------------------|
|                        |   | 2003                                 | 2002                                 | Change (%)                 | 2003                             |
| Software<br>& Services | Unaffiliated customers<br>Intersegment<br>Total | Y 1,345,516<br>40,506<br>Y 1,386,022 | Y 1,337,898<br>47,002<br>Y 1,384,900 | +0.6<br>-13.8<br>+0.1      | \$12,575<br>\$378<br>\$12,953    |
| Platforms              | Unaffiliated customers<br>Intersegment<br>Total | 1,097,662<br>150,251<br>1,247,913    | 1,122,562<br>154,951<br>1,277,513    | -2.2<br>-3.0<br>-2.3       | 10,259<br><u>1,404</u><br>11,663 |
| Electronic Devices     | Unaffiliated customers<br>Intersegment<br>Total | 525,953<br>50,914<br>576,867         | 445,551<br>55,166<br>500,717         | +18.0<br>-7.7<br>+15.2     | 4,915<br>476<br>5,391            |
| Financing              | Unaffiliated customers<br>Intersegment<br>Total | 50,391<br><u>4,027</u><br>54,418     | 83,664<br>7,281<br>90,945            | -39.8<br>-44.7<br>-40.2    | 471<br>                          |
| Other Operations       | Unaffiliated customers<br>Intersegment<br>Total | 190,614<br>100,153<br>290,767        | 178,325<br>100,455<br>278,780        | +6.9<br>-0.3<br>+4.3       | 1,781<br><u>936</u><br>2,717     |
| Elimination            |   | (345,851)                            | (364,855)                            | -                          | (3,232)                          |
| Total                  |   | Y 3,210,136                          | Y 3,168,000                          | +1.3                       | \$30,001                         |

## d. Operating Income (Loss)

|  | Yen                           |                        |                    | U.S. Dollars   |
|--|-------------------------------|------------------------|--------------------|----------------|
|  | (millions)                    |                        | Change             | (millions)     |
|  | 2003                          | 2002                   | (Million Yen)      | 2003           |
| <b>Software &amp; Services</b><br>[Operating Margin] | <b>Y 36,548</b><br>[2.6%]     | Y 68,110<br>[4.9%]     | -31,562<br>[-2.3%] | \$342          |
| Platforms  | ( <b>20,600</b> )<br>[(1.7%)] | (44,520)<br>[(3.5%)]   | +23,920<br>[+1.8%] | ( <b>193</b> ) |
| Electronic Devices                                   | <b>14,365</b><br>[2.5%]       | (28,619)<br>[(5.7%)]   | +42,984<br>[+8.2%] | 134            |
| Financing  | <b>2,007</b><br>[3.7%]        | 3,563<br>[3.9%]        | -1,556<br>[-0.2%]  | 19             |
| Other Operations                                     | <b>6,971</b><br>[2.4%]        | 6,413<br>[2.3%]        | +558<br>[+0.1%]    | 65             |
| Elimination  | (47,095)                      | (41,367)               | -5,728             | (440)          |
| Total  | <b>Y (7,804)</b><br>[(0.2%)]  | Y (36,420)<br>[(1.1%)] | +28,616<br>[+0.9%] | \$(73)         |