

## SUPPLEMENTARY FIGURES

### Forecast for FY2003

#### 1. Consolidated Business Segment Information

##### (1) Net Sales

|                                |                        | Yen<br>(billions)  |           |                    | Change (%)            | Yen<br>(billions)            |                 | Change (%) |
|--------------------------------|------------------------|--------------------|-----------|--------------------|-----------------------|------------------------------|-----------------|------------|
|                                |                        | 1st Half<br>FY2002 | FY2002    | 1st Half<br>FY2003 | 1H FY02 to<br>1H FY03 | <b>FY2003<br/>(Forecast)</b> | FY02 to<br>FY03 |            |
| <b>Software &amp; Services</b> | Unaffiliated Customers | Y 918.0            | Y 2,025.7 | Y 909.3            | -1.0                  | <b>Y 2,120.0</b>             | +4.7            |            |
|                                | Intersegment           | 31.6               | 72.1      | 31.8               | +0.6                  | <b>50.0</b>                  | -30.7           |            |
|                                | Total                  | Y 949.7            | Y 2,097.9 | Y 941.1            | -0.9                  | <b>Y 2,170.0</b>             | +3.4            |            |
| <b>Platforms</b>               | Unaffiliated Customers | 769.7              | 1,612.0   | 723.8              | -6.0                  | <b>1,610.0</b>               | -0.1            |            |
|                                | Intersegment           | 103.7              | 231.2     | 104.1              | +0.4                  | <b>230.0</b>                 | -0.5            |            |
|                                | Total                  | 873.4              | 1,843.2   | 827.9              | -5.2                  | <b>1,840.0</b>               | -0.2            |            |
| <b>Electronic Devices</b>      | Unaffiliated Customers | 289.0              | 618.6     | 334.7              | +15.8                 | <b>710.0</b>                 | +14.8           |            |
|                                | Intersegment           | 38.0               | 68.8      | 33.0               | -13.4                 | <b>70.0</b>                  | +1.7            |            |
|                                | Total                  | 327.1              | 687.4     | 367.7              | +12.4                 | <b>780.0</b>                 | +13.5           |            |
| <b>Financing</b>               | Unaffiliated Customers | 55.0               | 119.2     | 50.3               | -8.5                  | <b>50.3</b>                  | -57.8           |            |
|                                | Intersegment           |                    | 9.1       | 4.0                | -28.2                 | <b>4.0</b>                   | -56.0           |            |
|                                | Total                  | 60.6               | 128.4     | 54.4               | -10.3                 | <b>54.4</b>                  | -57.6           |            |
| <b>Other Operations</b>        | Unaffiliated Customers | 118.4              | 241.8     | 123.6              | +4.4                  | <b>259.6</b>                 | +7.3            |            |
|                                | Intersegment           | 68.1               | 137.0     | 66.3               | -2.6                  | <b>139.9</b>                 | +2.1            |            |
|                                | Total                  | 186.6              | 378.9     | 189.9              | +1.8                  | <b>399.5</b>                 | +5.4            |            |
| <b>Eliminations</b>            |                        | (247.2)            | (518.4)   | (239.4)            | -                     | <b>(494.0)</b>               | -               |            |
| <b>Total</b>                   |                        | Y 2,150.3          | Y 4,617.5 | Y 2,141.9          | -0.4                  | <b>Y 4,750.0</b>             | +2.9            |            |

##### (2) Operating Income (Loss)

|                                |                    | Yen<br>(billions)  |          |                    | Change (B.Yen)        | Yen<br>(billions)            |                 | Change (B.Yen) |
|--------------------------------|--------------------|--------------------|----------|--------------------|-----------------------|------------------------------|-----------------|----------------|
|                                |                    | 1st Half<br>FY2002 | FY2002   | 1st Half<br>FY2003 | 1H FY02 to<br>1H FY03 | <b>FY2003<br/>(Forecast)</b> | FY02 to<br>FY03 |                |
| <b>Software &amp; Services</b> |                    | Y 51.5             | Y 176.5  | Y 28.8             | -22.6                 | <b>Y 175.0</b>               | -1.5            |                |
|                                | [Operating margin] | [5.4%]             | [8.4%]   | [3.1%]             | [-2.3%]               | <b>[8.1%]</b>                | [-0.3%]         |                |
| <b>Platforms</b>               |                    | (30.8)             | 0.9      | (20.7)             | +10.0                 | <b>20.0</b>                  | +19.0           |                |
|                                |                    | [(3.5%)]           | [0.1%]   | [(2.5%)]           | [+1.0%]               | <b>[1.1%]</b>                | [+1.0%]         |                |
| <b>Electronic Devices</b>      |                    | (23.1)             | (31.6)   | (1.2)              | +21.8                 | <b>25.0</b>                  | +56.6           |                |
|                                |                    | [(7.1%)]           | [(4.6%)] | [(0.3%)]           | [+6.8%]               | <b>[3.2%]</b>                | [+7.8%]         |                |
| <b>Financing</b>               |                    | 2.5                | 4.3      | 2.0                | -0.5                  | <b>2.0</b>                   | -2.3            |                |
|                                |                    | [4.3%]             | [3.4%]   | [3.7%]             | [-0.6%]               | <b>[3.7%]</b>                | [+0.3%]         |                |
| <b>Other Operations</b>        |                    | 4.3                | 10.0     | 5.0                | +0.7                  | <b>9.9</b>                   | -0.0            |                |
|                                |                    | [2.3%]             | [2.6%]   | [2.6%]             | [+0.3%]               | <b>[2.5%]</b>                | [-0.1%]         |                |
| <b>Eliminations</b>            |                    | (27.7)             | (59.7)   | (31.9)             | -4.2                  | <b>(82.0)</b>                | -22.2           |                |
| <b>Total</b>                   |                    | Y (23.2)           | Y 100.4  | Y (17.9)           | +5.2                  | <b>Y 150.0</b>               | +49.5           |                |
|                                |                    | [(1.1%)]           | [2.2%]   | [(0.8%)]           | [+0.3%]               | <b>[3.2%]</b>                | [+1.0%]         |                |

(3) Sales to Unaffiliated Customers

|                                    |          | Yen<br>(billions)  |           |                    | Change (%)            | Yen<br>(billions)            |                 | Change (%) |
|------------------------------------|----------|--------------------|-----------|--------------------|-----------------------|------------------------------|-----------------|------------|
|                                    |          | 1st Half<br>FY2002 | FY2002    | 1st Half<br>FY2003 | 1H FY02 to<br>1H FY03 | <b>FY2003<br/>(Forecast)</b> | FY02 to<br>FY03 |            |
| <b>Software<br/>&amp; Services</b> | Japan    | Y 666.2            | Y 1,506.8 | Y 671.4            | +0.8                  | <b>Y 1,610.0</b>             | +6.8            |            |
|                                    | Overseas | 251.8              | 518.9     | 237.8              | -5.5                  | <b>510.0</b>                 | -1.7            |            |
|                                    | Total    | Y 918.0            | Y 2,025.7 | Y 909.3            | -1.0                  | <b>Y 2,120.0</b>             | +4.7            |            |
| <b>Platforms</b>                   | Japan    | 539.0              | 1,159.9   | 505.0              | -6.3                  | <b>1,120.0</b>               | -3.4            |            |
|                                    | Overseas | 230.6              | 452.1     | 218.8              | -5.2                  | <b>490.0</b>                 | +8.4            |            |
|                                    | Total    | 769.7              | 1,612.0   | 723.8              | -6.0                  | <b>1,610.0</b>               | -0.1            |            |
| <b>Electronic Devices</b>          | Japan    | 145.9              | 299.6     | 164.6              | +12.8                 | <b>380.0</b>                 | +26.8           |            |
|                                    | Overseas | 143.1              | 319.0     | 170.0              | +18.8                 | <b>330.0</b>                 | +3.4            |            |
|                                    | Total    | 289.0              | 618.6     | 334.7              | +15.8                 | <b>710.0</b>                 | +14.8           |            |
| <b>Financing</b>                   | Japan    | 55.0               | 119.2     | 50.3               | -8.5                  | <b>50.3</b>                  | -57.8           |            |
|                                    | Overseas | -                  | -         | -                  | -                     | -                            | -               |            |
|                                    | Total    | 55.0               | 119.2     | 50.3               | -8.5                  | <b>50.3</b>                  | -57.8           |            |
| <b>Other Operations</b>            | Japan    | 93.8               | 195.0     | 100.9              | +7.5                  | <b>214.6</b>                 | +10.1           |            |
|                                    | Overseas | 24.5               | 46.8      | 22.6               | -7.8                  | <b>45.0</b>                  | -4.0            |            |
|                                    | Total    | 118.4              | 241.8     | 123.6              | +4.4                  | <b>259.6</b>                 | +7.3            |            |
| <b>Total</b>                       | Japan    | Y 1500.1           | Y 3,280.6 | Y 1,492.5          | -0.5                  | <b>Y 3,375.0</b>             | +2.9            |            |
|                                    | Overseas | 650.2              | 1,336.9   | 649.4              | -0.1                  | <b>1,375.0</b>               | +2.8            |            |
|                                    | Total    | Y 2,150.3          | Y 4,617.5 | Y 2,141.9          | -0.4                  | <b>Y 4,750.0</b>             | +2.9            |            |

(4) Sales to Unaffiliated Customers by Products and Services

|                                    |                                      | Yen<br>(billions)  |           |                    | Change (%)            | Yen<br>(billions)            |                 | Change (%) |
|------------------------------------|--------------------------------------|--------------------|-----------|--------------------|-----------------------|------------------------------|-----------------|------------|
|                                    |                                      | 1st Half<br>FY2002 | FY2002    | 1st Half<br>FY2003 | 1H FY02 to<br>1H FY03 | <b>FY2003<br/>(Forecast)</b> | FY02 to<br>FY03 |            |
| <b>Software<br/>&amp; Services</b> | Solutions/SI                         | Y 403.2            | Y 940.5   | Y 413.7            | +2.6                  | <b>Y 1,010.0</b>             | +7.4            |            |
|                                    | Infrastructure Services              | 514.8              | 1,085.2   | 495.6              | -3.7                  | <b>1,110.0</b>               | +2.3            |            |
|                                    | Total                                | Y 918.0            | Y 2,025.7 | Y 909.3            | -1.0                  | <b>Y 2,120.0</b>             | +4.7            |            |
| <b>Platforms</b>                   | Servers                              | Y 191.7            | Y 382.8   | Y 154.0            | -19.7                 | <b>Y 370.0</b>               | -3.3            |            |
|                                    | Mobile Infrastructure/<br>IP Network | 85.7               | 189.7     | 80.9               | -5.6                  | <b>195.0</b>                 | +2.8            |            |
|                                    | Transmission Equipment               | 99.7               | 222.6     | 80.6               | -19.2                 | <b>165.0</b>                 | -25.9           |            |
|                                    | PCs & Mobile Telephones              | 307.7              | 655.5     | 322.0              | +4.6                  | <b>685.0</b>                 | +4.5            |            |
|                                    | HDDs                                 | 84.9               | 161.4     | 86.3               | +1.6                  | <b>195.0</b>                 | +20.8           |            |
|                                    | Total                                | Y 769.7            | Y 1,612.0 | Y 723.8            | -6.0                  | <b>Y 1,610.0</b>             | -0.1            |            |
| <b>Electronic<br/>Devices</b>      | Semiconductors                       | Y 165.3            | Y 349.3   | Y 182.3            | +10.3                 | <b>Y 400.0</b>               | +14.5           |            |
|                                    | Others                               | 123.70             | 269.30    | 152.4              | +23.2                 | <b>310.0</b>                 | +15.1           |            |
|                                    | Total                                | Y 289.0            | Y 618.6   | Y 334.7            | +15.8                 | <b>Y 710.0</b>               | +14.8           |            |

(5) Composition of Sales by Customer's Geographic Location

|              | (%)                |        |                    |                              |
|--------------|--------------------|--------|--------------------|------------------------------|
|              | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | <b>FY2003<br/>(Forecast)</b> |
| Japan        | 70                 | 71     | 70                 | <b>71</b>                    |
| Europe       | 13                 | 12     | 12                 | <b>13</b>                    |
| The Americas | 9                  | 9      | 8                  | <b>7</b>                     |
| Others       | 8                  | 8      | 10                 | <b>9</b>                     |

## 2. PC Shipments

### (1) By Customer's Geographic Location

|               | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (Thousand Units)<br>FY2003<br>(Forecast) |
|---------------|--------------------|--------|--------------------|--|
| Japan         | 1,100              | 2,470  | 1,240              | 2,650                                    |
| Europe        | 1,290              | 2,970  | 1,415              | 3,215                                    |
| North America | 60                 | 120    | 65                 | 145                                      |
| Asia          | 60                 | 120    | 60                 | 140                                      |
| Total         | 2,510              | 5,680  | 2,780              | 6,150                                    |

### (2) By Product Category

|          | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (%)<br>FY2003<br>(Forecast) |
|----------|--------------------|--------|--------------------|-----------------------------|
| Desktop  | 47                 | 47     | 45                 | 44                          |
| Notebook | 53                 | 53     | 55                 | 56                          |

## 3. Mobile Phone Shipments

|  | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (Million Units)<br>FY2003<br>(Forecast) |
|--|--------------------|--------|--------------------|---|
|  | 1.82               | 3.34   | 1.78               | 3.70                                    |

## 4. HDD Production

|  | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (Million Units)<br>FY2003<br>(Forecast) |
|--|--------------------|--------|--------------------|---|
|  | 4.06               | 8.76   | 5.53               | 12.40                                   |

## 5. Electronic Devices

### (1) Net Sales of Semiconductors

|                | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (Billion Yen)<br>FY2003<br>(Forecast) |
|----------------|--------------------|--------|--------------------|---------------------------------------|
|                | 193.3              | 398.3  | 204.5              | 440.0                                 |
| [Internal use] | [28.0]             | [49.0] | [22.2]             | [40.0]                                |

### (2) Composition of Net Sales by Product Category (Semiconductors)

|                                      | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (%)<br>FY2003<br>(Forecast) |
|--------------------------------------|--------------------|--------|--------------------|-----------------------------|
| Logic                                | 62                 | 57     | 60                 | 62                          |
| System Memory                        | 31                 | 36     | 33                 | 31                          |
| Compound Semiconductor<br>and Others | 7                  | 7      | 7                  | 7                           |

### (3) Composition of Capital Expenditure

|                  | 1st Half<br>FY2002 | FY2002 | 1st Half<br>FY2003 | (Billion Yen)<br>FY2003<br>(Forecast) |
|------------------|--------------------|--------|--------------------|---------------------------------------|
| Total            | 37.7               | 60.9   | 24.7               | 65.0                                  |
| [Semiconductors] | [24.7]             | [38.0] | [13.9]             | [35.0]                                |
| [PDP]            | [2.9]              | [4.2]  | [2.4]              | [11.0]                                |
| [LCD]            | [1.1]              | [2.3]  | [0.1]              | [1.0]                                 |

## 6. R&D Expenditures

|               | Yen<br>(billions)  |                    | Change (%)            | Yen<br>(billions)            |                 | Change (%) |
|---------------|--------------------|--------------------|-----------------------|------------------------------|-----------------|------------|
|               | 1st Half<br>FY2002 | 1st Half<br>FY2003 | 1H FY02 to<br>1H FY03 | <b>FY2003<br/>(Forecast)</b> | FY02 to<br>FY03 |            |
|               | 147.2              | 285.7              | -14.2                 | <b>255.0</b>                 | -10.8           |            |
| As % of Sales | 6.8%               | 6.2%               |                       | <b>5.4%</b>                  |                 |            |

## 7. Capital Expenditures, Depreciation

|                             | Yen<br>(billions)  |                    | Change (%)            | Yen<br>(billions)            |                 | Change (%) |
|-----------------------------|--------------------|--------------------|-----------------------|------------------------------|-----------------|------------|
|                             | 1st Half<br>FY2002 | 1st Half<br>FY2003 | 1H FY02 to<br>1H FY03 | <b>FY2003<br/>(Forecast)</b> | FY02 to<br>FY03 |            |
| <b>Capital Expenditures</b> |                    |                    |                       |                              |                 |            |
| Software & Services         | 21.0               | 38.8               | +7.1                  | <b>75.0</b>                  | +93.2           |            |
| Platforms                   | 16.4               | 36.7               | -12.5                 | <b>50.0</b>                  | +36.1           |            |
| Electronic Devices          | 37.7               | 60.9               | -34.5                 | <b>65.0</b>                  | +6.7            |            |
| Corporate<br>and Other*     | <u>3.8</u>         | <u>11.1</u>        | <u>+30.1</u>          | <u><b>15.0</b></u>           | <u>+34.5</u>    |            |
| <b>Total</b>                | <u>79.1</u>        | <u>147.6</u>       | <u>-15.7</u>          | <u><b>205.0</b></u>          | <u>+38.9</u>    |            |
| Japan                       | 72.6               | 125.6              | -20.3                 | <b>175.0</b>                 | +39.2           |            |
| Overseas                    | 6.5                | 21.9               | +35.4                 | <b>30.0</b>                  | +36.8           |            |
| <b>Depreciation</b>         | 135.0              | 264.6              | -27.9                 | <b>205.0</b>                 | -22.5           |            |

Note: \* Includes capital expenditures for the parent's administrative divisions and R&D expenditures that cannot be allocated to a specific business unit.

## 8. Exchange Rates

Forecast Average Rates for

| 1st Half<br>FY2002 | 2nd Half<br>FY2002 | 1st Half<br>FY2003 | <b>2nd Half<br/>FY2003<br/>(Forecast)</b> |
|--------------------|--------------------|--------------------|---|
| \$1=123 yen        | \$1=121 yen        | \$1=118 yen        | <b>\$1=110 yen</b>                        |

## 9. Consolidated Statements of Cash Flows

|  | 1st Half<br>FY2002 | FY2002    | 1st Half<br>FY2003 | (Billion Yen)<br><b>FY2003<br/>(Forecast)</b> |
|--|--------------------|-----------|--------------------|---|
| (A) Cash flows from operating activities | (80.9)             | 117.7     | 37.4               | <b>320.0</b>                                  |
| [Net income]                             | [(147.4)]          | [(122.0)] | [(58.5)]           | <b>[30.0]</b>                                 |
| [Depreciation *]                         | [172.9]            | [343.2]   | [137.3]            | <b>[280.0]</b>                                |
| [Others]                                 | [(106.5)]          | [(103.4)] | [(41.3)]           | <b>[10.0]</b>                                 |
| (B) Cash flows from investing activities | (10.5)             | (64.4)    | (30.3)             | <b>(220.0)</b>                                |
| (C) Free cash flows (A)+(B)              | (91.5)             | 53.3      | 7.0                | <b>100.0</b>                                  |
| (D) Cash flows from financing activities | 111.5              | (67.2)    | (50.6)             | <b>(100.0)</b>                                |
| (E) Total (C)+(D)                        | 20.0               | (13.8)    | (43.5)             | <b>0.0</b>                                    |

Note: \*Including amortization of goodwill

## 10. Employees

| As of            | March 31<br>2002 | September 30<br>2002 | March 31<br>2003 | (Thousands)<br><b>September 30<br/>2003</b> |
|------------------|------------------|----------------------|------------------|---|
| Japan            | 116              | 115                  | 109              | <b>107</b>                                  |
| [Parent Company] | [40]             | [39]                 | [35]             | <b>[35]</b>                                 |
| Overseas         | 54               | 51                   | 48               | <b>48</b>                                   |
| Total            | 170              | 166                  | 157              | <b>155</b>                                  |