

Supplementary information for fiscal 2003, ended March 31, 2004 (Consolidated basis)

1. Summary

(Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)			
	(A)	(A)/ FY2001	(B)	(B)/(A)	1 st half of FY 2004	Note 2	(C)	(C)/(B)
Net sales	8,191.7	102%	8,632.4	105%	4,150.0	103%	8,800.0	102%
C/U (Note 1)	263%	-	347%	-	374%	-	346%	-
Operating income	152.9	-	184.8	121%	90.0	445%	300.0	162%
Income before income taxes and minority interests	96.8	-	237.1	245%	80.0	88%	280.0	118%
Income before minority interests	44.1	-	38.4	87%	43.0	300%	140.0	364%
Income before minority interests / (Stockholders' equity + Minority interests)	1.5%	-	1.4	-	-	-	-	-
Net income	27.8	-	15.8	57%	25.0	464%	100.0	630%
C/U (Note 1)	99%	-	40%	-	167%	-	250%	-
ROE	1.3%	-	0.8%	-	-	-	-	-
Average exchange rate (yen / U.S.\$)	121	-	113	-	105	-	105	-
Net interest and dividends	(11.2)	-	(11.6)	-	(8.5)	-	(15.0)	-

Notes : 1. C/U : Consolidated basis / Unconsolidated basis

2. 1st half of FY 2004 / 1st half of FY 2003

	As of March 31, 2003	As of March 31, 2004
Cash & cash equivalents, Short-term investments (Billions of yen)	1,015.1	942.3
Interest-bearing debt (Billions of yen)	2,840.5	2,497.5
Number of employees	339,572	326,344
Japan	256,085	237,880
Overseas	83,487	88,464
Number of consolidated subsidiaries	1,112	956
Japan	708	545
Overseas	404	411

2. Sales by industry segment

(Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)			
	(A)	(A)/ FY 2001	(B)	(B)/(A)	1 st half of FY 2004	Note	(C)	(C)/(B)
Information & Telecommunication Systems	1,899.6	104%	2,314.5	122%	1,100.0	104%	2,400.0	104%
Electronic Devices	1,570.0	106%	1,312.3	84%	640.0	105%	1,330.0	101%
Power & Industrial Systems	2,297.0	101%	2,297.9	100%	1,080.0	101%	2,400.0	104%
Digital Media & Consumer Products	1,205.5	103%	1,226.9	102%	610.0	104%	1,270.0	104%
High Functional Materials & Components	1,248.5	100%	1,297.0	104%	660.0	106%	1,350.0	104%
Logistics, Services & Others	1,449.5	101%	1,256.2	87%	570.0	93%	1,200.0	96%
Financial Services	579.2	102%	550.9	95%	240.0	90%	490.0	89%
Eliminations & Corporate items	(2,057.9)	-	(1,623.6)	-	(750.0)	-	(1,640.0)	-
Total	8,191.7	102%	8,632.4	105%	4,150.0	103%	8,800.0	102%

Notes : 1st half of FY 2004 / 1st half of FY 2003

3. Operating income (loss) by industry segment

(Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)			
	(A)	(A)/ FY 2001	(B)	(B)/(A)	1 st half of FY 2004	Note	(C)	(C)/(B)
Information & Telecommunication Systems	110.5	309%	69.9	63%	31.0	574%	114.0	163%
Electronic Devices	(23.2)	-	30.4	-	25.0	680%	55.0	181%
Power & Industrial Systems	53.2	97%	33.9	64%	2.0	25%	55.0	162%
Digital Media & Consumer Products	6.2	-	6.9	112%	9.0	-	24.0	345%
High Functional Materials & Components	18.3	-	46.7	256%	22.0	238%	54.0	115%
Logistics, Services & Others	10.3	318%	0.5	5%	5.5	-	13.0	-
Financial Services	12.0	32%	22.3	186%	8.0	98%	23.0	103%
Eliminations & Corporate items	(34.4)	-	(26.0)	-	(12.5)	-	(38.0)	-
Total	152.9	-	184.8	121%	90.0	445%	300.0	162%

Notes : 1st half of FY 2004 / 1st half of FY 2003

4. Overseas sales by industry segment

(Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)	
	(A)	(A)/FY 2001	(B)	(B)/(A)	(C)	(C)/(B)
Information & Telecommunication Systems	273.0	111%	687.4	252%		
Electronic Devices	542.0	109%	495.9	92%		
Power & Industrial Systems	411.9	104%	506.5	123%		
Digital Media & Consumer Products	486.8	92%	493.7	101%		
High Functional Materials & Components	311.5	94%	334.1	107%		
Logistics, Services & Others	582.4	114%	421.0	72%		
Financial Services	37.4	95%	38.6	103%		
Corporate items	0	-	0	-		
Total	2,645.2	104%	2,977.5	113%		

5. Overseas production (Total sales of overseas manufacturing subsidiaries)

(Billions of yen)

	Fiscal 2002		Fiscal 2003	
	(A)	(A)/ FY 2001	(B)	(B)/(A)
Overseas production	1,033.8	95%	1,490.3	144%
Percentage of net sales	13%	-	17%	-
Percentage of overseas sales	39%	-	50%	-

6. Capital investment by industry segment (Completion basis, including leasing assets) (Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)	
	(A)	(A)/ FY 2001	(B)	(B)/(A)	(C)	(C)/ (B)
Information & Telecommunication Systems	72.7	81%	82.0	113%		
Electronic Devices	91.2	80%	39.5	43%		
Power & Industrial Systems	70.7	95%	71.6	101%		
Digital Media & Consumer Products	35.1	91%	31.9	91%		
High Functional Materials & Components	60.6	76%	62.4	103%		
Logistics, Services & Others	30.8	77%	29.2	95%		
Financial Services	467.6	99%	522.8	112%		
Eliminations & Corporate items	(41.6)	-	(23.2)	-		
Total	787.4	92%	816.5	104%		
Leasing Assets	459.0	104%	520.3	113%	550.0	106%
Other	328.4	79%	296.1	90%	350.0	118%

7. Depreciation by industry segment (Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)	
	(A)	(A)/ FY 2001	(B)	(B)/(A)	(C)	(C)/ (B)
Information & Telecommunication Systems	59.1	85%	81.3	137%		
Electronic Devices	112.7	70%	52.0	46%		
Power & Industrial Systems	70.1	111%	73.5	105%		
Digital Media & Consumer Products	40.8	93%	37.8	93%		
High Functional Materials & Components	73.0	89%	66.7	91%		
Logistics, Services & Others	28.8	79%	25.7	89%		
Financial Services	91.5	132%	95.4	104%		
Corporate items	3.8	108%	3.4	91%		
Total	480.2	91%	436.0	91%		
Leasing Assets	102.0	129%	107.1	105%	130.0	121%
Other	378.2	84%	328.8	87%	330.0	100%

8. R&D expenditure by industry segment

(Billions of yen)

	Fiscal 2002		Fiscal 2003		Fiscal 2004 (Forecast)	
	(A)	(A)/ FY 2001	(B)	(B)/(A)	(C)	(C)/ (B)
Information & Telecommunication Systems	121.3	89%	169.8	140%		
Electronic Devices	105.5	90%	40.9	39%		
Power & Industrial Systems	64.6	101%	69.8	108%		
Digital Media & Consumer Products	33.8	90%	33.2	98%		
High Functional Materials & Components	41.7	88%	43.3	104%		
Logistics, Services & Others	8.5	71%	12.5	146%		
Financial Services	1.4	117%	2.0	142%		
Total	377.1	91%	371.8	99%	390.0	105%
Percentage of net sales	4.6%	-	4.3%	-	4.4%	-

9. Balance sheets by financial and non-financial services

(Billions of yen)

Assets	As of March 31, 2003	As of March 31, 2004	Liabilities and Stockholders' equity	As of March 31, 2003	As of March 31, 2004
Manufacturing, Services and Others			Manufacturing, Services and Others		
Cash and cash equivalents	716.9	689.9	Short-term debt	1,095.6	938.6
Short-term investments	146.0	151.3	Trade payables	1,148.6	1,254.8
Trade receivables	1,746.3	1,805.1	Long-term debt	954.3	803.9
Inventories	1,186.4	1,122.9	Other liabilities	3,421.0	2,688.3
Investments and advances	678.3	825.5	Total	6,619.7	5,685.7
Property, plant and equipment	2,308.5	1,941.4	Financial Services		
Other assets	2,242.4	1,909.2	Short-term debt	579.6	745.4
Total	9,025.0	8,445.5	Trade payables	256.0	243.1
Financial Services			Long-term debt	708.1	647.8
Cash and cash equivalents	107.0	74.4	Other liabilities	148.1	181.2
Trade receivables	543.6	600.6	Total	1,692.0	1,817.7
Investment in leases	606.2	588.7	Eliminations	(737.1)	(880.0)
Property, plant and equipment	307.9	303.3	Liabilities	7,574.5	6,623.3
Other assets	367.5	495.6	Minority interests	751.5	798.8
Total	1,932.4	2,062.9	Stockholders' equity	1,853.2	2,168.1
Eliminations	(778.0)	(918.1)	Liabilities and stockholders' equity	10,179.3	9,590.3
Assets	10,179.3	9,590.3			

10. Statements of operating results by financial and non-financial services (Billions of yen)

		Fiscal 2002	Fiscal 2003
Manufacturing, Services and Others	Sales	7,891.2	8,333.5
	Cost of sales and selling, general and administrative expenses	7,750.7	8,171.0
	Operating income	140.5	162.4
Financial Services	Sales	579.2	550.9
	Cost of sales and selling, general and administrative expenses	567.2	528.5
	Operating income	12.0	22.3
Eliminations	Sales	(278.7)	(252.0)
	Cost of sales and selling, general and administrative expenses	(279.1)	(252.0)
	Operating income	0.3	0
Total	Sales	8,191.7	8,632.4
	Cost of sales and selling, general and administrative expenses	8,038.7	8,447.5
	Operating income	152.9	184.8

Note: Figures in tables 5, 9 and 10 represent unaudited financial information prepared by the Company for the purpose of this supplementary information.

###