

Segment Information

(1) Business Segments

	Years ended March 31			
	Yen (millions)		(B)/(A) (%)	U.S. Dollars (millions)
	2015 (A)	2016 (B)		2016
Information & Telecommunication Systems	2,034,022 19%	2,109,321 19%	104	18,667
Social Infrastructure & Industrial Systems	2,066,221 19%	2,333,144 21%	113	20,647
Electronic Systems & Equipment	1,131,696 10%	1,127,608 10%	100	9,979
Construction Machinery	815,792 7%	758,331 7%	93	6,711
High Functional Materials & Components	1,529,434 14%	1,564,052 14%	102	13,841
Automotive Systems	936,934 9%	1,001,192 9%	107	8,860
Smart Life & Ecofriendly Systems	754,270 7%	681,018 6%	90	6,027
Others (Logistics and Other services)	1,274,251 12%	1,252,762 11%	98	11,086
Financial Services	356,291 3%	365,353 3%	103	3,233
Subtotal	10,898,911 100%	11,192,781 100%	103	99,051
Corporate items & Eliminations	(1,123,981)	(1,158,476)	—	(10,252)
Revenues Total	9,774,930	10,034,305	103	88,799
Information & Telecommunication Systems	135,184 21%	141,312 23%	105	1,251
Social Infrastructure & Industrial Systems	88,952 14%	81,397 13%	92	720
Electronic Systems & Equipment	72,594 11%	67,060 11%	92	593
Construction Machinery	59,851 9%	22,637 4%	38	200
High Functional Materials & Components	120,844 19%	125,939 20%	104	1,115
Automotive Systems	47,496 8%	61,921 10%	130	548
Smart Life & Ecofriendly Systems	28,415 5%	23,833 4%	84	211
Others (Logistics and Other services)	41,897 7%	52,522 8%	125	465
Financial Services	38,986 6%	45,228 7%	116	400
Subtotal	634,219 100%	621,849 100%	98	5,503
Corporate items & Eliminations	7,106	13,020	—	115
Adjusted operating income Total	641,325	634,869	99	5,618
Information & Telecommunication Systems	106,049 17%	109,141 19%	103	966
Social Infrastructure & Industrial Systems	110,336 18%	29,108 5%	26	258
Electronic Systems & Equipment	63,771 10%	64,370 11%	101	570
Construction Machinery	60,599 10%	25,847 5%	43	229
High Functional Materials & Components	123,943 20%	153,553 27%	124	1,359
Automotive Systems	35,019 6%	53,947 10%	154	477
Smart Life & Ecofriendly Systems	34,553 5%	41,967 8%	121	371
Others (Logistics and Other services)	51,013 8%	40,609 7%	80	359
Financial Services	35,436 6%	46,665 8%	132	413
Subtotal	620,719 100%	565,207 100%	91	5,002
Corporate items & Eliminations	(86,660)	(34,204)	—	(303)
EBIT Total	534,059	531,003	99	4,699

Notes: 1. Revenues by business segment include intersegment transactions.

2. Effective on April 1, 2015, the "Power Systems" became part of the "Social Infrastructure & Industrial Systems."

Figures for each segment, including figures for the previous fiscal year, reflect the changed segmentation.

(2) Revenues by Market

	Years ended March 31			
	Yen (millions)		(B)/(A) (%)	U.S. Dollars (millions) 2016
	2015 (A)	2016 (B)		
Japan	5,220,349 53%	5,231,530 52%	100	46,297
Asia	2,178,222 22%	2,112,334 21%	97	18,693
North America	1,064,127 11%	1,280,326 13%	120	11,330
Europe	841,966 9%	951,105 9%	113	8,417
Other Areas	470,266 5%	459,010 5%	98	4,062
Overseas Revenues Subtotal	4,554,581 47%	4,802,775 48%	105	42,502
Total Revenues	9,774,930 100%	10,034,305 100%	103	88,799