

## SUPPLEMENTARY FIGURES

### I. Forecast for FY2003

#### 1. Consolidated Business Segment Information

##### (1) Sales to Unaffiliated Customers

		Yen (billions)		Change (Billion Yen)	Yen (billions)		Change (%) FY02 to Revised FY03
		FY2003 (Forecast)			FY2002 (Actual)		
		Previous*	Revised**				
<b>Software &amp; Services</b>	Japan	Y 1,610.0	<b>Y 1,610.0</b>	-	Y 1,506.8	+6.8	
	Overseas	510.0	<b>510.0</b>	-	518.9	-1.7	
	Total	Y 2,120.0	<b>Y 2,120.0</b>	-	Y 2,025.7	+4.7	
<b>Platforms</b>	Japan	1,120.0	<b>1,130.0</b>	+10.0	1,159.9	-2.6	
	Overseas	490.0	<b>480.0</b>	-10.0	452.1	+6.2	
	Total	1,610.0	<b>1,610.0</b>	-	1,612.0	-0.1	
<b>Electronic Devices</b>	Japan	380.0	<b>380.0</b>	-	299.6	+26.8	
	Overseas	330.0	<b>330.0</b>	-	319.0	+3.4	
	Total	710.0	<b>710.0</b>	-	618.6	+14.8	
<b>Financing</b>	Japan	50.3	<b>50.3</b>	-	119.2	-57.8	
	Overseas	-	<b>-</b>	-	-	-	
	Total	50.3	<b>50.3</b>	-	119.2	-57.8	
<b>Other Operations</b>	Japan	214.6	<b>214.6</b>	-	195.0	+10.1	
	Overseas	45.0	<b>45.0</b>	-	46.8	-4.0	
	Total	259.6	<b>259.6</b>	-	241.8	+7.3	
<b>Total</b>	Japan	Y 3,375.0	<b>Y 3,385.0</b>	+10.0	Y 3,280.6	+3.2	
	Overseas	1,375.0	<b>1,365.0</b>	-10.0	1,336.9	+2.1	
	Total	Y 4,750.0	<b>Y 4,750.0</b>	-	Y 4,617.5	+2.9	

##### (2) Sales to Unaffiliated Customers by Products and Services

		Yen (billions)		Change (Billion Yen)	Yen (billions)		Change (%) FY02 to Revised FY03
		FY2003 (Forecast)			FY2002 (Actual)		
		Previous*	Revised**				
<b>Software &amp; Services</b>	Solutions/SI	Y 1,010.0	<b>Y 1,010.0</b>	-	Y 940.5	+7.4	
	Infrastructure Services	1,110.0	<b>1,110.0</b>	-	1,085.2	+2.3	
	Total	Y 2,120.0	<b>Y 2,120.0</b>	-	Y 2,025.7	+4.7	
<b>Platforms</b>	Servers	Y 370.0	<b>Y 380.0</b>	+10.0	Y 382.8	-0.7	
	Mobile Infrastructure/ IP network	195.0	<b>205.0</b>	+10.0	189.7	+8.1	
	Transmission Equipment	165.0	<b>165.0</b>	-	180.0	-8.3	
	PCs & Mobile Telephones	685.0	<b>675.0</b>	-10.0	655.5	+3.0	
	HDDs and Others	195.0	<b>185.0</b>	-10.0	204.0	-9.3 ***	
	Total	Y 1,610.0	<b>Y 1,610.0</b>	-	Y 1,612.0	-0.1	
	<b>Electronic Devices</b>	Semiconductors	Y 400.0	<b>Y 400.0</b>	-	Y 349.3	+14.5
Others	310.0	<b>310.0</b>	-	269.3	+15.1		
Total	Y 710.0	<b>Y 710.0</b>	-	Y 618.6	+14.8		

Note: \* Previous forecast: as of October 29, 2003 \*\* Revised forecast: as of January 29, 2004

\*\*\* HDDs +14.6%

## (3) Net sales including Intersegment Sales

		Yen (billions)		Change (Billion Yen)	Yen	Change (%) FY02 to Revised FY03
		FY2003 (Forecast)			FY2002	
		Previous*	Revised**		(Actual)	
<b>Software &amp; Services</b>	Unaffiliated customers	Y 2,120.0	<b>Y 2,120.0</b>	-	Y 2,025.7	+4.7
	Intersegment	50.0	<b>50.0</b>	-	72.1	-30.7
	Total	Y 2,170.0	<b>Y 2,170.0</b>	-	Y 2,097.9	+3.4
<b>Platforms</b>	Unaffiliated customers	1,610.0	<b>1,610.0</b>	-	1,612.0	-0.1
	Intersegment	230.0	<b>230.0</b>	-	231.2	-0.5
	Total	1,840.0	<b>1,840.0</b>	-	1,843.2	-0.2
<b>Electronic Devices</b>	Unaffiliated customers	710.0	<b>710.0</b>	-	618.6	+14.8
	Intersegment	70.0	<b>70.0</b>	-	68.8	+1.7
	Total	780.0	<b>780.0</b>	-	687.4	+13.5
<b>Financing</b>	Unaffiliated customers	50.3	<b>50.3</b>	-	119.2	-57.8
	Intersegment	4.0	<b>4.0</b>	-	9.1	-56.0
	Total	54.4	<b>54.4</b>	-	128.4	-57.6
<b>Other Operations</b>	Unaffiliated customers	259.6	<b>259.6</b>	-	241.8	+7.3
	Intersegment	139.9	<b>139.9</b>	-	137.0	+2.1
	Total	399.5	<b>399.5</b>	-	378.9	+5.4
<b>Elimination</b>		(494.0)	<b>(494.0)</b>	-	(518.4)	-
<b>Total</b>		Y 4,750.0	<b>Y 4,750.0</b>	-	Y 4,617.5	+2.9

## (4) Operating Income (Loss) including Intersegment Transactions

		Yen (billions)		Change (Billion Yen)	Yen	Change (Billion Yen) FY02 to Revised FY03
		FY2003 (Forecast)			FY2002	
		Previous*	Revised**		(Actual)	
<b>Software &amp; Services</b>		Y 175.0	<b>Y 155.0</b>	-20.0	Y 176.5	-21.5
	[Operating margin]	[8.1%]	[7.1%]	[-1.0%]	[8.4%]	[-1.3%]
<b>Platforms</b>		20.0	<b>30.0</b>	+10.0	0.9	+29.0
		[1.1%]	[1.6%]	[+0.5%]	[0.1%]	[+1.5%]
<b>Electronic Devices</b>		25.0	<b>25.0</b>	-	(31.6)	+56.6
		[3.2%]	[3.2%]	[-%]	[(4.6%)]	[+7.8%]
<b>Financing</b>		2.0	<b>2.0</b>	-	4.3	-2.3
		[3.7%]	[3.7%]	[-%]	[3.4%]	[+0.3%]
<b>Other Operations</b>		9.9	<b>9.9</b>	-	10.0	-0.0
		[2.5%]	[2.5%]	[-%]	[2.6%]	[-0.1%]
<b>Elimination</b>		(82.0)	<b>(72.0)</b>	+10.0	(59.7)	-12.2
<b>Total</b>		Y 150.0	<b>Y 150.0</b>	-	Y 100.4	+49.5
		[3.2%]	[3.2%]	[-%]	[2.2%]	[+1.0%]

Note: \*Previous forecast: as of October 29, 2003 \*\*Revised forecast: as of January 29, 2004

## 2. PC Shipments

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

(Thousand Units)

	FY2003 (Forecast)		Change	FY2002
	Previous*	Revised**		
Japan	2,650	<b>2,590</b>	-60	2,470
Europe	3,215	<b>3,455</b>	+240	2,970
North America	145	<b>145</b>	-	120
Asia	140	<b>130</b>	-10	120
Total	6,150	<b>6,320</b>	+170	5,680

### (2) By Product Category

(%)

	FY2003 (Forecast)		Change	FY2002
	Previous*	Revised**		
Desktop	44	<b>46</b>	+2	47
Notebook	56	<b>54</b>	-2	53

## 3. Mobile Phone Shipments

(Million Units)

	FY2003 (Forecast)		Change	FY2002
	Previous*	Revised**		
	3.70	<b>3.50</b>	-0.20	3.34

## 4. HDD Production

(Million Units)

	FY2003 (Forecast)		Change	FY2002
	Previous*	Revised**		
	12.40	<b>12.40</b>	-	8.76

## 5. Electronic Devices

### (1) Net Sales of Semiconductors

	Yen (billions)		Change (Billion Yen)	Yen (billions)		Change (%) FY02 to Revised FY03
	Previous*	Revised**		FY2002 (Actual)	FY02 to Revised FY03	
	440.0	<b>440.0</b>	-	398.3	+10.5	
[Internal use]	[40.0]	<b>[40.0]</b>	[-]	[49.0]	[-18.4]	

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

(%)

	FY2003 (Forecast)		Change	FY2002
	Previous*	Revised**		
Logic	62	<b>63</b>	+1	57
System memory	31	<b>32</b>	+1	36
Compound semiconductor and others	7	<b>5</b>	-2	7

### (3) Composition of Capital Expenditure

	Yen (billions)		Change (Billion Yen)	Yen (billions)		Change (%) FY02 to Revised FY03
	Previous*	Revised**		FY2002 (Actual)	FY02 to Revised FY03	
Total	65.0	<b>65.0</b>	-	60.9	+6.7	
[Semiconductors]	[35.0]	<b>[35.0]</b>	[-]	[38.0]	[-8.0]	
[PDP]	[11.0]	<b>[11.0]</b>	[-]	[4.2]	[+161.9]	
[LCD]	[1.0]	<b>[1.0]</b>	[-]	[2.3]	[-56.5]	

Note: \*Previous forecast: as of October 29, 2003 \*\*Revised forecast: as of January 29, 2004

## 6. R&D Expenditure

	Yen (billions)		Change (Billion Yen)	Yen	Change (%) FY02 to Revised FY03
	FY2003 (Forecast) Previous*	Revised**		FY2002 (Actual)	
	255.0	<b>255.0</b>	-	285.7	-10.8
As % of Sales	5.4%	<b>5.4%</b>		6.2%	

## 7. Capital Expenditures, Depreciation

	Yen (billions)		Change	Yen	Change (%) FY02 to Revised FY03
	FY2003 (Forecast) Previous*	Revised**		FY2002 (Actual)	
<b>Capital Expenditures</b>					
Software & Services	75.0	<b>65.0</b>	-10.0	38.8	+67.5
Platforms	50.0	<b>45.0</b>	-5.0	36.7	+22.4
Electronic Devices	65.0	<b>65.0</b>	-	60.9	+6.7
Corporate and others***	15.0	<b>15.0</b>	-	11.1	+34.5
<b>Total</b>	<b>205.0</b>	<b>190.0</b>	<b>-15.0</b>	<b>147.6</b>	<b>+28.7</b>
Japan	175.0	<b>160.0</b>	-15.0	125.6	+27.3
Overseas	30.0	<b>30.0</b>	-	21.9	+36.8
<b>Depreciation</b>	<b>205.0</b>	<b>200.0</b>	<b>-5.0</b>	<b>264.6</b>	<b>-24.4</b>

## 8. Exchange Rates

Forecast Average Rates for

4th Quarter of FY2003		
Previous	Revised	Change
\$1=110 yen	<b>\$1=110 yen</b>	-

Note: \* Previous forecast: as of October 29, 2003 \*\*Revised forecast: as of January 29, 2004

\*\*\* Including capital expenditures for the parent's administrative divisions and R&D expenditures that can not be allocated to a specific business unit.

## 9. Consolidated Statements of Cash Flows

	FY2003 (Forecast)			(Billion Yen)
	Previous**	Revised***	Change	FY2002
(A) Cash flows from operating activities	320.0	<b>320.0</b>	-	117.7
[Net income]	[30.0]	<b>[30.0]</b>	[-]	[(122.0)]
[Depreciation *]	[280.0]	<b>[280.0]</b>	[-]	[343.2]
[Others]	[10.0]	<b>[10.0]</b>	[-]	[(103.4)]
(B) Cash flows from investing activities	(220.0)	<b>(60.0)</b>	+160.0	(64.4)
(C) Free cash flows (A)+(B)	100.0	<b>260.0</b>	+160.0	53.3
(D) Cash flows from financing activities	(100.0)	<b>(260.0)</b>	-160.0	(67.2)
(E) Total (C)+(D)	<u>0.0</u>	<u><b>0.0</b></u>	<u>-</u>	<u>(13.8)</u>

Note: \* Including amortization of goodwill

\*\*Previous forecast: as of October 29, 2003 \*\*\*Revised forecast: as of January 29, 2004

## 10. Ending Balance of Interest Bearing Loans

	Billion Yen			
	March 31	September 30	December 31	March 31
	2003	2003	2003	2004
	(Actual)	(Actual)	(Actual)	(Forecast)
Ending balance of interest bearing loans	<u>1,763.7</u>	<u>1,476.6</u>	<u>1,409.6</u>	<u>under 1,300.0</u>