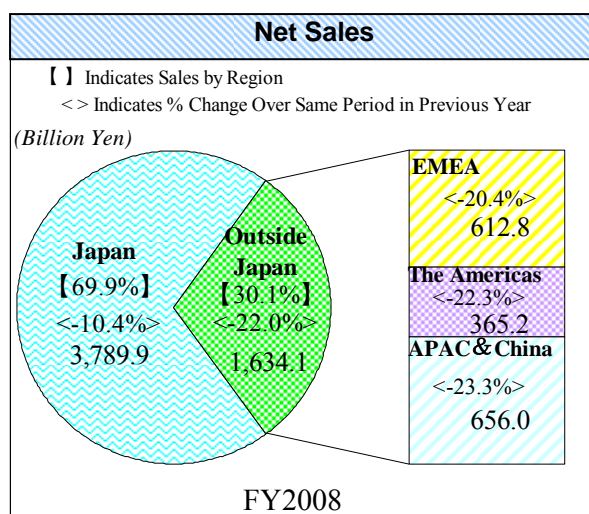


(4) Results by Geographic Segment



Operating Income (Billion Yen)

	FY 2008	FY 2007	Change from FY 2007
Japan	106.4 [2.8%]	240.9 [5.7%]	-134.4 [-2.9%]
Outside Japan	17.2 [1.1%]	24.8 [1.2%]	-7.5 [-0.1%]
EMEA	12.0 [2.0%]	0.7 [0.1%]	11.3 [1.9%]
The Americas	-1.3 [-0.4%]	9.2 [2.0%]	-10.6 [-2.4%]
APAC & China	6.4 [1.0%]	14.8 [1.7%]	-8.3 [-0.7%]

Note: Numbers inside brackets indicate operating income margin.

In Japan, net sales were 3,789.9 billion yen (US\$38,673 million), a decline of 10.4% compared to fiscal 2007. IT services sales, especially sales of system integration services, increased, as did sales of router equipment to telecom carriers, but sales of logic LSI devices and electronic components decreased as a result of weak demand. In addition, mobile phone sales were adversely affected by a longer handset upgrade cycle, and sales of PCs and HDDs were affected by intensified competition. Operating income in Japan was 106.4 billion yen (US\$1,086 million), a decline of 134.4 billion yen compared with fiscal 2007. In addition to the impact of lower sales, operating income was affected by the impact of yen appreciation on the electronic components business and higher costs in the mobile phone business resulting from the development of new models with greater functionality.

Net sales outside Japan were 1,634.1 billion yen (US\$16,675 million), a 22.0% decrease from the previous fiscal year. Excluding the impact of yen appreciation, sales declined by 9%. Operating income was 17.2 billion yen (US\$176 million), a decrease of 7.5 billion yen from the previous fiscal year.

Net sales in EMEA were 612.8 billion yen (US\$6,254 million), a decrease of 20.4% from the previous fiscal year. Excluding the impact of yen appreciation, sales increased by 4%. Sales of optical transmission systems and HDDs declined, but sales in the Services business increased, led by growth in private-sector business in continental Europe. EMEA operating income was 12.0 billion yen (US\$123 million), an increase of 11.3 billion yen compared to the previous fiscal year. In the services business, despite the upfront costs related to expanding our business with private-sector customers, as well as the negative effects of yen appreciation, operating income increased because results in the previous year were impacted by losses on an unprofitable project in the UK. In addition, losses in optical transmission systems narrowed as a result of lower development expenses related to next-generation networks.

Net sales in the Americas were 365.2 billion yen (US\$3,727 million), a 22.3% decrease from the prior fiscal year. Excluding the impact of yen appreciation, sales declined by 15%. Sales of optical transmission systems increased, but sales of UNIX servers, HDDs and car electronics equipment declined. In addition, the services business was adversely impacted by the deterioration in market conditions. The region had an operating loss of 1.3 billion yen (US\$13 million), a deterioration of 10.6 billion yen compared to fiscal 2007, reflecting the impact of lower sales and of increased development costs for next-generation networks.

In APAC and China, net sales were 656.0 billion yen (US\$6,694 million), a decrease of 23.3% compared to the previous fiscal year. Excluding the impact of yen appreciation, sales decreased by 17%. Operating income was 6.4 billion yen (US\$66 million), a decrease of 8.3 billion yen from previous fiscal year. The decline in profitability was the result of lower sales of LSI logic devices, electronic components, HDDs, and car electronics equipment.