

Years ended March 31	Yen (millions)					U.S. dollars (thousands)
	(except per share data and number of employees)					
	1994	1995	1996	1997	1998	1998
Net sales	¥3,139,330	¥3,257,706	¥3,761,966	¥4,503,474	¥4,985,382	\$37,768,045
Operating income	103,357	165,875	205,882	200,681	211,262	1,600,470
Income before income taxes	26,227	85,371	127,686	143,074	104,891	794,629
Net income (loss)	(37,672)	45,020	63,113	46,147	5,587	42,326
Total assets	3,594,743	3,713,816	4,324,490	4,727,687	5,123,063	38,811,083
Shareholders' equity	1,057,907	1,100,315	1,149,399	1,181,490	1,185,253	8,979,189
Amounts per share of common stock:						
Basic earnings (loss)	(20.8)	24.8	34.5	25.1	3.0	0.023
Diluted earnings	–	24.2	32.5	24.0	3.0	0.023
Cash dividends	8.0	10.0	10.0	10.0	10.0	0.076
Shareholders' equity	582.4	605.6	624.2	641.6	636.4	4.821
R&D expenditure	329,916	323,900	346,389	352,818	387,129	2,932,795
Capital expenditure	184,634	234,841	403,839	435,692	435,771	3,301,295
Number of employees	164,000	164,000	165,000	167,000	180,000	
Net sales by main product:						
Information processing	2,140,548	2,169,753	2,456,939	2,974,948	3,330,600	25,231,818
Telecommunications	487,942	500,664	624,705	855,049	871,375	6,601,326
Electronic devices	394,552	460,340	538,814	511,839	597,317	4,525,129
Other operations	116,288	126,949	141,508	161,638	186,090	1,409,772
Total	3,139,330	3,257,706	3,761,966	4,503,474	4,985,382	37,768,045
Net sales by customers' geographic location:						
Japan	2,213,694	2,283,353	2,645,077	3,161,365	3,228,363	24,457,295
Europe	459,170	470,985	564,537	664,697	782,946	5,931,409
The Americas	261,273	280,114	310,416	403,206	586,215	4,441,023
Asia & Oceania	184,766	201,295	218,002	251,299	358,396	2,715,121
Africa & the Middle East	20,427	21,959	23,934	22,907	29,462	223,197
Total	3,139,330	3,257,706	3,761,966	4,503,474	4,985,382	37,768,045

Notes: 1. See Note 1 of Notes to Consolidated Financial Statements with respect to the calculation of basic and diluted earnings (loss) per share.
2. The U.S. dollar amounts above have been translated from yen, for convenience only, at the rate of ¥132 = US\$1.