

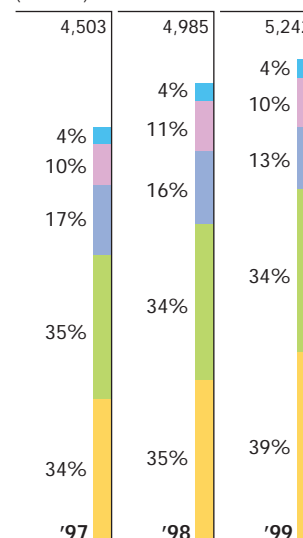
**Net Sales**

		(¥ Billion)		
Years ended March 31		1997	1998	1999
<b>Services and Software</b>	Unaffiliated customers .....	¥1,521.0	¥1,736.6	<b>¥2,034.5</b>
	Intersegment .....	44.0	45.3	<b>58.2</b>
	Total sales .....	<b>¥1,565.0</b>	<b>¥1,782.0</b>	<b>¥2,092.8</b>
<b>Information Processing</b>	Unaffiliated customers .....	¥1,547.2	¥1,688.4	<b>¥1,801.4</b>
	Intersegment .....	210.6	246.0	<b>300.6</b>
	Total sales .....	<b>¥1,757.8</b>	<b>¥1,934.4</b>	<b>¥2,102.0</b>
<b>Telecommunications</b>	Unaffiliated customers .....	¥ 774.4	¥ 799.2	<b>¥ 681.0</b>
	Intersegment .....	19.5	12.4	<b>10.7</b>
	Total sales .....	<b>¥ 793.9</b>	<b>¥ 811.7</b>	<b>¥ 691.8</b>
<b>Electronic Devices</b>	Unaffiliated customers .....	¥ 464.5	¥ 541.0	<b>¥ 506.6</b>
	Intersegment .....	150.6	115.6	<b>103.1</b>
	Total sales .....	<b>¥ 615.1</b>	<b>¥ 656.6</b>	<b>¥ 609.8</b>
<b>Other Operations</b>	Unaffiliated customers .....	¥ 196.2	¥ 219.9	<b>¥ 219.3</b>
	Intersegment .....	133.7	127.4	<b>100.9</b>
	Total sales .....	<b>¥ 329.9</b>	<b>¥ 347.4</b>	<b>¥ 320.2</b>
<b>Intersegment Elimination</b> .....		<b>¥ (558.5)</b>	<b>¥ (546.9)</b>	<b>¥ (573.7)</b>
<b>Consolidated Net Sales</b> .....		<b>¥4,503.4</b>	<b>¥4,985.3</b>	<b>¥5,242.9</b>

**Operating Income**

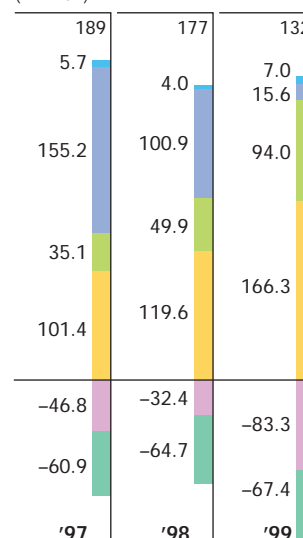
		(¥ Billion)		
Years ended March 31		1997	1998	1999
<b>Services and Software</b> .....		¥101.4	¥119.6	<b>¥166.3</b>
	Operating income to total sales .....	6.4%	6.7%	<b>7.9%</b>
<b>Information Processing</b> .....		¥ 35.1	¥ 49.9	<b>¥ 94.0</b>
	Operating income to total sales .....	2.0%	2.6%	<b>4.5%</b>
<b>Telecommunications</b> .....		¥155.2	¥100.9	<b>¥ 15.6</b>
	Operating income to total sales .....	19.5%	12.4%	<b>2.3%</b>
<b>Electronic Devices</b> .....		¥ (46.8)	¥ (32.4)	<b>¥ (83.3)</b>
	Operating income (loss) to total sales .....	(7.6%)	(4.9%)	<b>(13.7%)</b>
<b>Other Operations</b> .....		¥ 5.7	¥ 4.0	<b>¥ 7.0</b>
	Operating income to total sales .....	1.7%	1.2%	<b>2.2%</b>
<b>Unallocated Operating Costs and Expenses/Intersegment Elimination</b> .....		<b>¥ (60.9)</b>	<b>¥ (64.7)</b>	<b>¥ (67.4)</b>
<b>Consolidated Operating Income</b> .....		<b>¥189.7</b>	<b>¥177.3</b>	<b>¥132.2</b>
Operating income to net sales .....		4.2%	3.6%	<b>2.5%</b>

Note: See page 43 for list of principal products for each segment.

**Consolidated Net Sales by Segment**  
 (excluding inter-segment sales)  
 (¥ Billion)


(Years ended March 31)

- Services and Software
- Information Processing
- Telecommunications
- Electronic Devices
- Other Operations

**Consolidated Operating Income by Segment**  
 (¥ Billion)


(Years ended March 31)

- Services and Software
- Information Processing
- Telecommunications
- Electronic Devices
- Other Operations
- Unallocated Operating Costs and Expenses/Intersegment Elimination