

Years ended March 31	(except per share data and number of employees)					Yen (millions)	U.S. Dollars (thousands)
	1995	1996	1997	1998	1999	1999	
Net sales .....	¥3,257,706	¥3,761,966	¥4,503,474	¥4,985,382	<b>¥5,242,986</b>	<b>\$43,330,463</b>	
Operating income .....	152,942	194,872	189,785	177,353	<b>132,287</b>	<b>1,093,281</b>	
Income before income taxes and minority interests.....	96,597	139,587	146,821	123,855	<b>49,625</b>	<b>410,124</b>	
Net income (loss) .....	45,020	63,113	46,147	5,587	<b>(13,638)</b>	<b>(112,711)</b>	
Total assets .....	3,713,769	4,324,480	4,727,600	5,123,039	<b>5,112,330</b>	<b>42,250,661</b>	
Shareholders' equity .....	1,100,268	1,149,389	1,181,403	1,185,229	<b>1,165,312</b>	<b>9,630,678</b>	
Amounts per share of common stock:							
Earnings (loss)							
Basic .....	¥ 24.8	¥ 34.5	¥ 25.1	¥ 3.0	<b>¥ (7.3)</b>	<b>\$ (0.060)</b>	
Diluted.....	24.2	32.5	24.0	3.0	—	—	
Cash dividends.....	10.0	10.0	10.0	10.0	<b>10.0</b>	<b>0.083</b>	
Shareholders' equity .....	605.6	624.2	641.6	636.4	<b>618.5</b>	<b>5.112</b>	
R&D expenditure.....	¥ 323,900	¥ 346,389	¥ 352,818	¥ 387,129	<b>¥ 395,063</b>	<b>\$ 3,264,983</b>	
Capital expenditure.....	234,841	403,839	435,692	435,771	<b>288,896</b>	<b>2,387,570</b>	
Number of employees.....	164,000	165,000	167,000	180,000	<b>188,000</b>		
Net sales by business segment (excluding intersegment sales):							
Services and software.....	¥1,194,717	¥1,351,126	¥1,521,065	¥1,736,697	<b>¥2,034,569</b>	<b>\$16,814,620</b>	
Information processing .....	1,007,881	1,160,245	1,547,239	1,688,402	<b>1,801,409</b>	<b>14,887,677</b>	
Telecommunications .....	449,901	568,765	774,456	799,287	<b>681,059</b>	<b>5,628,587</b>	
Electronic devices.....	420,672	499,543	464,500	541,023	<b>506,645</b>	<b>4,187,149</b>	
Other operations.....	184,535	182,287	196,214	219,973	<b>219,304</b>	<b>1,812,430</b>	
Total .....	<b>¥3,257,706</b>	<b>¥3,761,966</b>	<b>¥4,503,474</b>	<b>¥4,985,382</b>	<b>¥5,242,986</b>	<b>\$43,330,463</b>	
Net sales by customers' geographic location:							
Japan.....	¥2,283,353	¥2,645,077	¥3,161,365	¥3,228,363	<b>¥3,127,501</b>	<b>\$25,847,116</b>	
Europe.....	470,985	564,537	664,697	782,946	<b>1,019,482</b>	<b>8,425,471</b>	
The Americas .....	280,114	310,416	403,206	586,215	<b>708,124</b>	<b>5,852,264</b>	
Asia & Oceania .....	201,295	218,002	251,299	358,396	<b>359,612</b>	<b>2,972,000</b>	
Africa & the Middle East .....	21,959	23,934	22,907	29,462	<b>28,267</b>	<b>233,612</b>	
Total .....	<b>¥3,257,706</b>	<b>¥3,761,966</b>	<b>¥4,503,474</b>	<b>¥4,985,382</b>	<b>¥5,242,986</b>	<b>\$43,330,463</b>	

Notes: 1. See Note 17 of Notes to Consolidated Financial Statements with respect to the calculation of basic and diluted earnings per share.

2. The U.S. dollar amounts above have been translated from yen, for convenience only, at the rate of ¥121=US\$1, the approximate Tokyo foreign exchange market rate as of March 31, 1999.