

Segment Information

(1) Business Segments

| | Nine months ended December 31 | | | |
|--|-------------------------------|-------------------|----------------|----------------------------|
| | Yen (millions) | | (B)/(A) (%) | U.S. Dollars (millions) |
| | 2014 (A) | 2015 (B) | | 2015 |
| Information & Telecommunication Systems | 1,415,109 18% | 1,501,646 19% | 106 | 12,410 |
| Social Infrastructure & Industrial Systems | 1,395,048 18% | 1,514,416 19% | 109 | 12,516 |
| Electronic Systems & Equipment | 786,592 10% | 808,107 10% | 103 | 6,679 |
| Construction Machinery | 579,773 8% | 549,142 7% | 95 | 4,538 |
| High Functional Materials & Components | 1,103,395 14% | 1,188,240 15% | 108 | 9,820 |
| Automotive Systems | 683,354 9% | 741,527 9% | 109 | 6,128 |
| Smart Life & Ecofriendly Systems | 555,556 7% | 539,058 7% | 97 | 4,455 |
| Others (Logistics and Other services) | 942,841 12% | 935,687 11% | 99 | 7,733 |
| Financial Services | 265,632 4% | 272,923 3% | 103 | 2,256 |
| Subtotal | 7,727,300 100% | 8,050,746 100% | 104 | 66,535 |
| Corporate items & Eliminations | (781,483) | (820,488) | — | (6,781) |
| Revenues Total | 6,945,817 | 7,230,258 | 104 | 59,754 |
| Information & Telecommunication Systems | 67,428 17% | 77,483 20% | 115 | 640 |
| Social Infrastructure & Industrial Systems | 42,175 11% | 36,055 9% | 85 | 298 |
| Electronic Systems & Equipment | 43,455 11% | 43,979 11% | 101 | 363 |
| Construction Machinery | 42,108 11% | 14,327 4% | 34 | 118 |
| High Functional Materials & Components | 85,519 22% | 93,238 23% | 109 | 771 |
| Automotive Systems | 35,349 9% | 41,085 10% | 116 | 340 |
| Smart Life & Ecofriendly Systems | 20,320 5% | 17,553 4% | 86 | 145 |
| Others (Logistics and Other services) | 26,490 7% | 38,671 10% | 146 | 320 |
| Financial Services | 28,682 7% | 34,455 9% | 120 | 285 |
| Subtotal | 391,526 100% | 396,846 100% | 101 | 3,280 |
| Corporate items & Eliminations | 2,605 | 11,543 | — | 95 |
| Adjusted operating income Total | 394,131 | 408,389 | 104 | 3,375 |
| Information & Telecommunication Systems | 63,350 16% | 70,618 17% | 111 | 584 |
| Social Infrastructure & Industrial Systems | 50,482 13% | 33,879 8% | 67 | 280 |
| Electronic Systems & Equipment | 42,193 11% | 47,159 11% | 112 | 390 |
| Construction Machinery | 42,701 11% | 5,493 1% | 13 | 45 |
| High Functional Materials & Components | 85,523 22% | 119,563 28% | 140 | 988 |
| Automotive Systems | 25,007 6% | 39,504 9% | 158 | 326 |
| Smart Life & Ecofriendly Systems | 25,763 7% | 34,802 8% | 135 | 288 |
| Others (Logistics and Other services) | 27,448 7% | 38,105 9% | 139 | 315 |
| Financial Services | 28,292 7% | 35,762 9% | 126 | 296 |
| Subtotal | 390,759 100% | 424,885 100% | 109 | 3,511 |
| Corporate items & Eliminations | (11,697) | (13,933) | — | (115) |
| EBIT Total | 379,062 | 410,952 | 108 | 3,396 |

Notes: 1. Revenues by business segment include intersegment transactions.

2. Effective on April 1, 2015, the "Power Systems" became part of the "Social Infrastructure & Industrial Systems."

Figures for each segment, including figures for the previous fiscal year, reflect the changed segmentation.

(2) Revenues by Market

| | Nine months ended December 31 | | | |
|----------------------------|-------------------------------|-------------------|----------------|------------------------------------|
| | Yen (millions) | | (B)/(A) (%) | U.S. Dollars (millions) 2015 |
| | 2014 (A) | 2015 (B) | | |
| Japan | 3,641,977 52% | 3,609,643 50% | 99 | 29,832 |
| Asia | 1,603,359 23% | 1,640,173 23% | 102 | 13,555 |
| North America | 740,514 11% | 961,159 13% | 130 | 7,943 |
| Europe | 623,008 9% | 680,740 9% | 109 | 5,626 |
| Other Areas | 336,959 5% | 338,543 5% | 100 | 2,798 |
| Overseas Revenues Subtotal | 3,303,840 48% | 3,620,615 50% | 110 | 29,922 |
| Total Revenues | 6,945,817 100% | 7,230,258 100% | 104 | 59,754 |