

## SEGMENT INFORMATION

KONICA CORPORATION AND CONSOLIDATED SUBSIDIARIES

For the fiscal years ended March 31

### Segment Information by Product

Millions of yen

	2001	2000	1999	1998	1997	1996
Net sales:						
Photographic materials	¥305,200	¥321,084	¥336,643	¥354,101	¥357,298	¥327,088
Business machines	238,518	239,816	247,698	230,300	220,782	178,260
Consolidated	¥543,719	¥560,900	¥584,342	¥584,401	¥578,080	¥505,348
Operating income:						
Photographic materials	¥19,022	¥18,158	¥3,041	¥14,034	¥15,583	¥15,816
Business machines	20,174	24,786	18,086	18,490	10,782	6,438
Total	39,197	42,945	21,128	32,525	26,366	22,255
Elimination and corporate	(8,654)	(9,813)	(6,553)	(9,462)	(2,761)	(4,581)
Consolidated	¥30,543	¥33,131	¥14,575	¥23,062	¥23,604	¥17,674

### Domestic Sales and Export Sales

Millions of yen

	2001	2000	1999	1998	1997	1996
Domestic sales (Note 1)	¥249,473	¥256,824	¥254,193	¥263,730	¥271,007	¥260,375
Export sales (Note 2):	294,246	304,076	330,149	320,671	307,073	244,973
North America	140,078	139,380	156,583	145,153	—	—
Europe	72,968	85,694	103,010	98,300	—	—
Asia and other	81,199	79,001	70,555	77,218	—	—
Ratio of export sales to net sales	54.1%	54.2%	56.5%	54.9%	53.1%	48.5%
Net sales	¥543,719	¥560,900	¥584,342	¥584,401	¥578,080	¥505,348

Notes: 1. Domestic sales are sales to customers in Japan by the Company and its consolidated subsidiaries.  
2. Export sales are sales to customers outside Japan by the Company and its consolidated subsidiaries.

## Segment Information by Geographic Region (Note 1)

Millions of yen

	2001	2000	1999	1998	1997	1996
Net sales:						
Japan	¥336,294	¥332,649	¥328,570	¥353,793	¥362,451	¥323,083
Overseas:	207,423	228,250	255,772	230,607	215,629	182,264
North America	120,016	129,152	150,377	131,560	—	—
Europe	66,549	78,079	86,006	78,445	—	—
Asia and other	20,858	21,019	19,389	20,602	—	—
Consolidated	¥543,719	¥560,900	¥584,342	¥584,401	¥578,080	¥505,348
Operating income:						
Japan	¥36,286	¥33,697	¥14,905	¥17,608	¥21,651	¥13,340
Overseas:	2,024	6,554	3,769	4,812	4,517	4,776
North America	2,154	5,037	3,321	3,284	—	—
Europe	(871)	689	478	1,529	—	—
Asia and other	741	828	(30)	(1)	—	—
Total	38,311	40,252	18,674	22,420	26,169	18,117
Elimination and corporate	(7,767)	(7,121)	(4,099)	641	(2,564)	(443)
Consolidated	¥30,543	¥33,131	¥14,575	¥23,062	¥23,604	¥17,674
Assets:						
Japan	¥345,592	¥342,434	¥350,202	¥374,585	¥372,542	¥341,183
Overseas:	152,078	153,224	198,561	209,806	181,154	154,152
North America	93,245	97,036	132,233	145,157	—	—
Europe	43,079	42,037	53,510	50,785	—	—
Asia and other	15,754	14,151	12,818	13,864	—	—
Total	497,672	495,659	548,764	584,393	553,697	495,335
Elimination and corporate	20,508	54,044	40,436	44,669	39,300	56,672
Consolidated	¥518,181	¥549,703	¥589,201	¥629,062	¥592,997	¥552,008

Note: 1. Segment information by geographic region is given for the Company and its consolidated subsidiaries located in the respective geographic regions.