

## Other Financial Data

### Net Sales and Operating Income by Business Segment

Fiscal years ended March 31

(Millions of yen)

		2008	2009	2010	2011	2012
Medical	Net sales	353,269	383,828	350,716	355,322	349,246
	Operating expenses	254,849	308,394	275,507	283,640	281,058
	Operating income	98,420	75,434	75,209	71,682	68,188
Life Science & Industrial	Net sales	131,446	118,819	114,095	100,808	92,432
	Operating expenses	124,456	114,059	105,341	92,255	86,993
	Operating income	6,990	4,760	8,754	8,553	5,439
Imaging	Net sales	320,589	224,460	174,924	131,417	128,561
	Operating expenses	287,503	229,591	171,610	146,436	139,321
	Operating income	33,086	(5,131)	3,314	(15,019)	(10,760)
Information & Communication	Net sales	254,312	152,946	189,354	209,520	229,399
	Operating expenses	251,311	151,292	184,490	204,278	224,122
	Operating income	3,001	1,654	4,864	5,242	5,277
Others	Net sales	69,259	100,750	53,997	50,038	48,910
	Operating expenses	68,139	107,716	59,000	53,644	56,902
	Operating income	1,120	(6,966)	(5,003)	(3,606)	(7,992)
Elimination or Corporate	Net sales	—	—	—	—	—
	Operating expenses	29,791	27,029	25,978	28,472	24,634
	Operating income	(29,791)	(27,029)	(25,978)	(28,472)	(24,634)
Consolidated	Net sales	1,128,875	980,803	883,086	847,105	848,548
	Operating expenses	1,016,049	938,081	821,926	808,726	813,030
	Operating income	112,826	42,722	61,160	38,379	35,518

Notes: 1. Effective from the fiscal year ended March 31, 2009, some businesses previously reported in the Information & Communication Business segment have been reclassified and are now presented in the Others segment.

2. Effective from the fiscal year ended March 31, 2010, some businesses previously reported in the Others segment have been reclassified and are now presented in the Industrial Systems Business segment.

### Net Sales by Region

Fiscal years ended March 31

(Millions of yen)

		2008	2009	2010	2011	2012
Medical	Japan	75,257	76,214	75,064	79,430	80,418
	North America	116,056	140,898	125,912	129,766	121,020
	Europe	119,220	125,130	103,725	93,925	91,933
	Asia and Oceania	32,193	32,781	34,481	40,182	45,489
	Others	10,543	8,805	11,534	12,019	10,386
	Total	353,269	383,828	350,716	355,322	349,246
Life Science & Industrial	Japan	29,590	22,740	34,186	31,114	18,954
	North America	32,488	29,734	27,889	23,011	23,288
	Europe	44,803	41,389	26,879	19,654	20,250
	Asia and Oceania	21,093	21,122	21,049	21,222	23,675
	Others	3,472	3,834	4,092	5,807	6,265
	Total	131,446	118,819	114,095	100,808	92,432
Imaging	Japan	38,410	31,383	27,598	26,087	31,351
	North America	72,234	52,440	41,178	26,280	19,001
	Europe	123,648	78,585	55,003	38,565	40,863
	Asia and Oceania	75,611	53,342	42,120	31,849	32,787
	Others	10,686	8,710	9,025	8,636	4,559
	Total	320,589	224,460	174,924	131,417	128,561
Information & Communication	Japan	241,062	152,946	189,354	209,520	229,399
	North America	3,451	—	—	—	—
	Europe	5,138	—	—	—	—
	Asia and Oceania	4,654	—	—	—	—
	Others	7	—	—	—	—
	Total	254,312	152,946	189,354	209,520	229,399
Others	Japan	35,908	63,978	46,961	40,351	38,115
	North America	16,025	14,584	1,097	2,952	1,954
	Europe	10,301	12,790	2,920	2,219	3,103
	Asia and Oceania	5,322	6,907	2,395	4,040	5,353
	Others	1,703	2,491	624	476	385
	Total	69,259	100,750	53,997	50,038	48,910
Total	Japan	420,227	347,261	373,163	386,502	398,237
	North America	240,254	237,656	196,076	182,009	165,263
	Europe	303,110	257,894	188,527	154,363	156,149
	Asia and Oceania	138,873	114,152	100,045	97,293	107,304
	Others	26,411	23,840	25,275	26,938	21,595
	Total	1,128,875	980,803	883,086	847,105	848,548

Notes: 1. Effective from the fiscal year ended March 31, 2009, some businesses previously reported in the Information & Communication Business segment have been reclassified and are now presented in the Others segment.

2. Effective from the fiscal year ended March 31, 2010, some businesses previously reported in the Others segment have been reclassified and are now presented in the Industrial Systems Business segment.

## Sales by Product

Fiscal years ended March 31

(Millions of yen)

		2008	2009	2010	2011	2012
Endoscope	Domestic	47,209	44,567	40,904	43,848	43,803
	Overseas	190,157	168,329	151,044	151,611	147,995
	Total	237,366	212,896	191,948	195,459	191,798
Surgical & Endotherapy	Domestic	28,048	31,647	34,160	35,582	36,615
	Overseas	87,855	139,285	124,608	124,281	120,833
	Total	115,903	170,932	158,768	159,863	157,448
Total (Medical)	Domestic	75,257	76,214	75,064	79,430	80,418
	Overseas	278,012	307,614	275,652	275,892	268,828
	Total	353,269	383,828	350,716	355,322	349,246
Life Science	Domestic	22,814	16,331	12,743	10,550	10,560
	Overseas	55,910	50,877	35,903	33,914	32,090
	Total	78,724	67,208	48,646	44,464	42,650
Industrial	Domestic	—	—	19,493	20,564	8,394
	Overseas	—	—	29,664	35,780	41,388
	Total	—	—	49,157	56,344	49,782
Diagnostic Systems	Domestic	6,776	6,409	1,950	—	—
	Overseas	45,946	45,202	14,342	—	—
	Total	52,722	51,611	16,292	—	—
Total (Life Science & Industrial)	Domestic	29,590	22,740	34,186	31,114	18,954
	Overseas	101,856	96,079	79,909	69,694	73,478
	Total	131,446	118,819	114,095	100,808	92,432
Digital Camera	Domestic	33,843	27,276	24,215	22,330	27,333
	Overseas	259,723	177,639	134,662	94,534	87,904
	Total	293,566	204,915	158,877	116,864	115,237
Others	Domestic	4,567	4,107	3,383	3,757	4,018
	Overseas	22,456	15,438	12,664	10,796	9,306
	Total	27,023	19,545	16,047	14,553	13,324
Total (Imaging)	Domestic	38,410	31,383	27,598	26,087	31,351
	Overseas	282,179	193,077	147,326	105,330	97,210
	Total	320,589	224,460	174,924	131,417	128,561
Information & Communication	Domestic	241,062	152,946	189,354	209,520	229,399
	Overseas	13,250	—	—	—	—
	Total	254,312	152,946	189,354	209,520	229,399
Others	Domestic	35,908	63,978	46,961	40,351	38,115
	Overseas	33,351	36,772	7,036	9,687	10,795
	Total	69,259	100,750	53,997	50,038	48,910
Total	Domestic	420,227	347,261	373,163	386,502	398,237
	Overseas	708,648	633,542	509,923	460,603	450,311
	Total	1,128,875	980,803	883,086	847,105	848,548

Notes: 1. Effective from the fiscal year ended March 31, 2009, some businesses previously reported in the Information & Communication Business segment have been reclassified and are now presented in the Others segment.

2. Effective from the fiscal year ended March 31, 2010, businesses previously reported in the Life Science Business segment are now presented in the Life Science Business and Industrial Systems Business segments.

3. Effective from the fiscal year ended March 31, 2010, some businesses previously reported in the Others segment have been reclassified and are now presented in the Industrial Systems Business segment.

4. In the fiscal year ended March 31, 2010 (on August 3, 2009), the Diagnostic Systems Business was divested.