

NEC Networks &amp; System Integration Corporation

Stock exchange listing: Tokyo  
Code number: 1973<https://www.nesic.co.jp/english/index.html>**1. Consolidated Results for the Fiscal Year ended March 31, 2020**

(Rounded down to the nearest million yen.)

**(1) Net Sales and Incomes**

(Percentages represent change compared with the same period of the previous fiscal year.)

	Net sales (¥ million)	Year-on-year change (%)	Operating income (¥ million)	Year-on-year change (%)	Ordinary income (¥ million)	Year-on-year change (%)	Net income attributable to owners of the parent (¥ million)	Year-on-year change (%)
FY ended March/20	<b>303,616</b>	<b>9.2</b>	<b>16,245</b>	<b>27.2</b>	<b>15,938</b>	<b>22.4</b>	<b>9,422</b>	<b>6.0</b>
FY ended March/19	277,949	3.7	12,774	15.5	13,023	18.9	8,885	20.8

(Note) Comprehensive income: FY Mar. 2020: ¥9,879 million (5.3%); FY Mar. 2019: ¥9,383 million (7.7%)

	Profit per share (¥)	Profit per share (diluted) (¥)	Return on equity (%)	Ordinary income/ Total assets (%)	Operating income/ Net sales (%)
FY ended March/20	<b>189.83</b> *	—	<b>8.8%</b>	<b>7.1%</b>	<b>5.4%</b>
FY ended March/19	<b>179.02</b>	—	<b>8.7%</b>	<b>6.1%</b>	<b>4.6%</b>

\*\*¥63.28 on the assumption that 1:3 stock split planned on June 1, 2020

had been previously done

(Reference) Equity in earnings (losses) of affiliates: FY Mar. 2020: (¥18million); FY Mar. 2019: ¥23million

**(2) Financial Position**

	Total assets (¥ million)	Net assets (¥ million)	Owner's equity ratio (%)	Net assets per share (¥)
<b>31-Mar-20</b>	<b>230,244</b>	<b>113,510</b>	<b>47.9</b>	<b>2,223.36</b> **
31-Mar-19	216,171	107,608	48.5	2,113.19

\*\*¥741.12 on the assumption that 1:3 stock split planned on June 1, 2020  
had been previously done

c.f. Owner's equity: 31/3/2020 ¥110,366million; 31/3/2019 ¥104,888million

**(3) Cash Flows**

	Net cash provided by (used in) operating activities (¥ million)	Net cash provided by (used in) investing activities (¥ million)	Net cash provided by (used in) financing activities (¥ million)	Cash and cash equivalents at end of year (¥ million)
FY ended March/20	<b>12,935</b>	<b>(6,726)</b>	<b>(2,300)</b>	<b>58,321</b>
FY ended March/19	8,396	(5,604)	(5,615)	54,354

**2. Dividends**

	Dividends per share (¥)					Total dividends paid (full year)	Payout ratio (consolidated ) (%)	Dividends/ Net assets (consolidated)
	1st quarter	Interim	3rd quarter	Year-end	Full year			
FY ended 3/2019	—	38.00	—	40.00	78.00	3,871	43.6	3.8
<b>FY ended 3/2020</b>	—	<b>40.00</b>	—	<b>42.00</b>	<b>82.00</b>	<b>4,070</b>	<b>43.2</b>	<b>3.8</b>
FY ending 3/2021 (Projected)	—	TBD	—	TBD	TBD		TBD	

**3. Financial Forecasts for Fiscal Year ending March 31, 2021**

The spread of the COVID-19 coronavirus may affect our short-term performance. Due to the significant level of uncertain factors, we are currently examining our business forecasts. Meanwhile, we have decided to leave the forecasts undecided. They will be announced promptly as soon as we are ready to present reasonable forecasts.

**Cautionary Statement**

Forecasts of results mentioned in this document are future estimates and are thus inclusive of risks and uncertain factors since they are not based on definite facts. Please be aware that a variety of factors could cause actual results to differ significantly from those projected. The major factors affecting actual results include the economic climate and social trends surrounding the business of this Company's group, consumer trends vis-a-vis systems and services provided by this Company's group, as well as pressure to lower prices and ability to cope with the market in response to intensified competition. Factors affecting results are not limited to the ones mentioned above.

## 4. Business Results

### (1) Business Results for the Fiscal Year Ended March 31, 2020

During the fiscal year ended March 31, 2020 (the period from April 1, 2019 to March 31, 2020), the Japanese economy continued its moderate recovery amid improvement in the employment and income conditions although worrying trends continued in areas such as trade and associated fluctuations in the financial and capital markets. However, due to the worldwide spread of the COVID-19 coronavirus since the end of the fiscal year under review, a significant downward swing has also become unavoidable in Japan, given restrictions and voluntary restraints on a wide variety of activities and the fragmentation of supply chains.

Under these economic conditions, each segment of the information communication technology (ICT) market, the business domain where NEC Networks & System Integration Corporation (hereinafter “the Company”) operates, generally remained strong.

In the enterprises market, investments of companies in management improvements, such as work-style innovation and strengthening their competitiveness, remained firm, and needs for introducing telework rose sharply due to the effects of the coronavirus. Capital expenditure in response to rising inbound tourism was also stepped up particularly by hotels. In addition, interest in cutting-edge technologies has remained at a high level, including Digital Transformation (DX) such as the cloud, artificial intelligence (AI), the Internet of Things (IOT) and Robotic Process Automation (RPA). Capital investment for enhancing telecommunication quality in the telecom carrier business and investment in sophisticated urban infrastructures by the central and local governments and public interest-related companies such as the firefighting and disaster prevention areas and the broadcasting, video and CATV fields all continued.

In this market environment, the Company and its consolidated subsidiaries (hereinafter “the Group”) actively stepped up investments in the work-style innovation area, the enhancement of communications infrastructures associated with the new construction or reconstruction of hotels and projects such as firefighting and disaster prevention systems, and broadcasting, video and CATV.

Moreover, in May 2019 the Company announced, “Beyond Borders 2021,” its Medium-Term Management Plan, to achieve growth in the medium to long term with a view to changes in the environment over the next 10 years. We aim to be a “communication services orchestrator” that produces new social value in collaboration with our partners, utilizing the strengths of the Group. We also plan to accelerate a shift to a new business model and new business creation based on digital and 5G, regarding the resolution of social issues and a wave of technological innovation as an opportunity for business expansion.

Under this concept, our business units were reorganized in line with business areas of focus in April 2019 with the aim of demonstrating technical expertise or competitiveness. At the same time, our organizational capability for future growth was reinforced by consolidating advanced technologies and business creation functions under newly established the Business Design Operations Unit. In addition, we developed new services combining the work-style innovation solution “EmpoweredOffice (\*)” and DX technology and self-implemented them proactively. We also accelerated open innovation initiatives to discover cutting-edge solution services such as investment in a US venture fund and the facilitation of partnerships with global venture capitals/accelerators. In October 2019, we launched a distributed work initiative, distributing head office staff to satellite offices within 30 minutes from their homes to put into practice new working styles that exploit DX technology ourselves and to translate this into the development of new services. Moreover, in February 2020, we created a system to inspire changes by opening a new innovation base in Nihonbashi, Tokyo as a place to create new business and cutting-edge shifts in customers’ businesses through co-creation with our partners. Incidentally, we are responding flexibly to the government’s request for voluntary restraint on leaving home to address the coronavirus by shifting to working arrangements based on working at home, in principle, as an extension of our existing work styles by self-implementing the work-style innovation mentioned

above.

In terms of the creation of new business, the Group has entered into the onshore fish-farming business using ICT/digital technologies to expand the area of the Company's value chain from the existing ICT area to value-added areas through co-creation with our partners.

As a result, the Group marked a record high in all items and posted the following consolidated results for the fiscal year under review:

Net sales	¥303,616 million	9.2%	increase year on year
Operating income	¥16,245 million	27.2%	increase year on year
Ordinary income	¥15,938 million	22.4%	increase year on year
Net income attributable to owners of the parent	¥9,422 million	6.0%	increase year on year
<Reference>			
Orders received	¥304,978 million	7.1%	increase year on year

Net sales increased 9.2% year on year, to ¥303,616 million. This result reflected increased sales in all segments, with expansion of Digital Solutions Business mainly in ICT services related to work-style innovation and network construction for hotels, and expansion of the Engineering & Support Services Business both in terms of maintenance/operation and construction, such as firefighting systems, municipal disaster-prevention radio systems, mega-solar and other infrastructure in Japan. Orders received also increased 7.1% year on year, to ¥304,978 million. This result reflected steady expansion in orders in all segments, including the workstyle innovation-related field and the social public infrastructure field where orders included firefighting systems, municipal disaster-prevention radio systems, and video and CATV systems, as well as orders for services for telecom carriers.

Looking at profits, the Digital Solutions Business and Network Infrastructures Business posted large profit gains due to increased sales that led to greater fixed cost efficiency as well as the positive effect on profitability of initiatives such as the sharing of human resources to improve resource efficiency and tighter project management. These gains offset an increase in investments for growth, such as office realignment and new service development, and deterioration in the profits of the Engineering & Support Services Business caused by loss-making projects. Accordingly, operating income rose 27.2% year on year, to ¥16,245 million, and ordinary income improved 22.4%, to ¥15,938 million. Net income attributable to owners of the parent increased 6.0%, to ¥9,422 million, reflecting the recording of extraordinary losses such as impairment losses associated with the decision to close a training facility and compensation of damage due to delays in a domestic construction project.

Operating results by business segment were as follows:

**Net sales by business segment**

(Million yen)

	Digital Solutions	Network Infrastructures	Engineering & Support Services business	Other	Total
<b>Fiscal 2020.3</b>	109,986	83,953	99,362	10,314	303,616
Fiscal 2019.3	99,767	80,353	90,444	7,383	277,949
Increase or (decrease)	10,218	3,600	8,917	2,930	25,667
Ratio of increase/(decrease) (%)	10.2	4.5	9.9	39.7	9.2

**Reference: Orders received by business segment**

(Million yen)

	Digital Solutions	Network Infrastructures	Engineering & Support Services business	Other	Total
<b>Fiscal 2020.3</b>	112,455	89,009	93,483	10,031	304,978
Fiscal 2019.3	104,184	81,037	90,541	8,976	284,739
Increase or (decrease)	8,270	7,972	2,942	1,054	20,239
Ratio of increase/(decrease) (%)	7.9	9.8	3.2	11.7	7.1

## 1. Digital Solutions Business :

Net sales increased 10.2% year on year, to ¥109,986 million, mainly reflecting the expansion of ICT services related to work-style innovation and network construction for hotels.

## 2. Network Infrastructures Business :

Net sales rose 4.5% year on year, to ¥83,953 million, reflecting expansion in social public infrastructures.

## 3. Engineering Support Services Business :

Net sales climbed 9.9% year on year, to ¥99,362 million, reflecting expansion in all domestic construction business, overseas business and maintenance and operation business.

## \*EmpoweredOffice:

EmpoweredOffice is our office innovation solution. It combines our strengths in ICT and facility installation to enable more intellectual and creative styles of work through process reforms. It also proposes new methods and places of work that enable customers to fulfill their social responsibilities, such as the strengthening of security and environmental responsiveness.

<Outline of Business Segments>

Business Segment	Descriptions of Main Businesses
Digital Solutions	Mainly system integration related to ICT platform and outsourcing/cloud services for business of enterprises and other customers and provision of solutions/services that are helpful for customers' business transformation by using cutting-edge/digital technologies , and contact center services
Network Infrastructures	Mainly centered on telecom carriers, central and local governments and social infrastructures service providers, provide system integration/services related to network infrastructures of a public nature with the required high reliability, and the development/manufacture and sales of network equipment, and provide system integration.
Engineering & Support Services business	Construction business in Japan and abroad, provision of support services such as maintenance and operations/monitoring related to ICT systems/services provided by the Company and operations of company-wide service infrastructures, in addition to technical support using these.
Others	Sales of purchased equipment

The Company implemented a reorganization on April 1, 2019. In association with the organizational change, there were changes in the reportable segments in the first quarter under review from the Enterprise Networks business, the Carrier Networks business and the Social Infrastructures business to the Digital Solutions business, the Network Infrastructures business, and the Engineering & Support Services business.

Information on reportable segments related to the previous fiscal year was reclassified for disclosure to reflect the changes in this event.

(2) Outlook for the Fiscal Year Ending March 31, 2021

In the fiscal year ending March 31, 2021, the entire global economy is expected to decline due to the effects of the global spread of the coronavirus. The Japanese economy is also expected to deteriorate significantly, and the poor performance and fall in ICT investments are concerns at customer companies. However, the need for work-style innovation such as telework to prevent the infection of the coronavirus is greatly accelerating as an urgent issue. We will work to expand new customers in response to this social issue and focus on the needs for systems and services for public use, including remote teaching at schools. Among telecom carriers, migration toward 5G is occurring, and capital investment is also expected to remain firm following the expansion of communication traffic driven by the rise in telework. We will respond to these developments by enhancing collaboration with carriers. In addition, governments are expected to continue investing in disaster prevention and mitigation, and we will also focus on these areas.

While we will promote business activities as described above, the effects of the coronavirus are spreading worldwide and do not yet show signs of ending. The Group has decided that it is difficult

to rationally assess its consolidated financial forecasts because of the great uncertainties about financial results as of this moment, given that the market downturn, as well as concerns about the effects of the coronavirus on operation such as problems in the procurement of materials and a delay in projects due to restrictions on entry into the site, if the period until the end of the coronavirus is prolonged. Therefore, we have decided to refrain from determining our consolidated financial forecasts for the fiscal year ending March 31, 2021 and will announce them as soon as their disclosure becomes possible.

(3) Profit Distribution Policy and Dividends for the Fiscal Year Ended March 2020 and the Fiscal Year Ending March 2021

We view the distribution of a reasonable share of profits to shareholders as one of our top management priorities, and make every effort to reinforce the Company's management foundation, strengthen its financial standing, and increase its earning capacity. While we also place a great deal of importance on increasing our corporate value through growth by accelerating strategic investment in M&A, strengthening the business foundation and creating new businesses that will allow us to expand our future businesses that will be areas of focus, we strive to continually meet the expectations of our shareholders in our profit distribution.

On that basis, we decided that since net income attributable to owners of the parent exceeded our forecast and that, as a result, owner' equity also increased more than anticipated, we would revise our year-end dividend for the fiscal year ended March 31, 2020 to ¥42.00 per share, which is a ¥2.00 increase from our previous forecast. This combined with the interim dividend already paid brings our annual dividend to ¥82.00 per share, which is an increase of ¥4.00 from the previous year.

With respect to the dividend per share for the fiscal year ending March 31, 2021, we will announce dividends for the next fiscal year as soon as the disclosure of our consolidated financial forecasts for the fiscal year ending March 31, 2021 becomes possible because we have not yet determined them due to the effects of the coronavirus as stated in the outlook for the next fiscal year, although we will strive to meet the expectations of our shareholders in our profit distribution.

	Dividends per share (¥)		
	Interim	Year end	Total
FY March 2020	40.00	42.00	82.00
FY March 2021 (Forecast)	TBD	TBD	TBD

In addition, at a meeting of the Board of Directors held on April 28, 2020, we resolved to conduct a share split at a rate of three shares for every one share with June 1, 2020 as the effective date for the purpose of further expanding the investors base and increasing the liquidity of our shares by decreasing an amount per investment unit of our shares through the share split. With regard to dividends of surplus stipulated in each item of Article 459, Paragraph 1 of the Companies Act, our Articles of Incorporation stipulates that we shall distribute dividends of surplus with the resolution of the Board of Directors in the absence of the resolution at the general meeting of shareholders, unless otherwise provided for by laws and regulations. Because the effective date of the share split this time is June 1, 2020, the number of shares before the share split will be subject to the year-end dividends for the fiscal year ended March 31, 2020 with the record date on March 31, 2020

## 5. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

	(Millions of yen)	
	As of	As of
	March 31, 2019	March 31, 2020
<b>Assets</b>		
Current assets		
Cash and cash equivalents	54,354	58,321
Notes and accounts receivable	106,553	112,358
Electronically recorded obligations	606	728
Purchased goods, materials and supplies	6,354	4,898
Work in process	6,827	8,259
Other	6,423	7,359
Allowance for doubtful accounts	(82)	(77)
Total current assets	<u>181,036</u>	<u>191,847</u>
Non-current assets		
Property and equipment		
Buildings and structures	10,033	9,930
Accumulated depreciation	(6,205)	(6,648)
Buildings and structures (net)	<u>3,828</u>	<u>3,281</u>
Machinery and vehicles	173	161
Accumulated depreciation	(142)	(135)
Machinery and vehicles (net)	<u>30</u>	<u>26</u>
Furniture and fixtures	15,016	15,400
Accumulated depreciation	(11,774)	(12,016)
Furniture and fixtures (net)	<u>3,242</u>	<u>3,383</u>
Land	2,410	1,429
Construction in progress	499	482
Other	392	605
Accumulated depreciation	(187)	(266)
Other (net)	<u>204</u>	<u>339</u>
Total property and equipment	<u>10,217</u>	<u>8,942</u>
Intangible assets		
Goodwill	1,146	899
Other	5,088	4,948
Total intangible assets	<u>6,234</u>	<u>5,847</u>
Investments and other assets		
Investment securities	635	1,454
Asset for retirement benefits	364	168
Deferred tax assets	13,600	16,520
Other	4,144	5,519
Allowance for doubtful accounts	(62)	(56)
Total investments and other assets	<u>18,682</u>	<u>23,606</u>
Total non-current assets	<u>35,134</u>	<u>38,397</u>
Total assets	<u>216,171</u>	<u>230,244</u>
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable	40,274	41,666
Electronically recorded obligations	807	1,441
Short-term bank loans	2,284	4,632
Current installments of long-term debt	231	298
Accrued income taxes	3,175	3,580
Accrued consumption taxes	2,185	2,625
Advanced received	6,290	6,181
Accrued bonuses to directors and corporate auditors	117	139
Accrued warranty on products	113	105
Accrued losses on sales contracts	1,980	2,159
Accrued compensation for damage	-	1,326
Accrued office transfer cost	-	218
Other current liabilities	14,868	15,751
Total current liabilities	<u>72,328</u>	<u>80,128</u>
Long-term liabilities		
Long-term debt	3,896	3,764
Liabilities for retirement benefits	30,609	31,215
Other liabilities	1,729	1,625
Total long-term liabilities	<u>36,234</u>	<u>36,605</u>
Total liabilities	<u>108,562</u>	<u>116,734</u>
<b>Net assets</b>		
Shareholders' equity		
Capital stock	13,122	13,122
Capital surplus	16,659	16,664
Retained earnings	79,520	84,972
Treasury stock, at cost	(279)	(271)
Total shareholders' equity	<u>109,022</u>	<u>114,488</u>
Accumulated other comprehensive income		
Net unrealized holding gain on other securities	31	30
Deferred gains or losses on hedges	-	25
Foreign currency translation adjustments	(471)	(392)
Accumulated adjustments for retirement benefits	(3,694)	(3,783)
Total accumulated other comprehensive income	<u>(4,134)</u>	<u>(4,121)</u>
Non-controlling interests	2,719	3,143
Total net assets	<u>107,608</u>	<u>113,510</u>
Total liabilities and net assets	<u>216,171</u>	<u>230,244</u>

**(2) Consolidated Statements of Income and Comprehensive Income****(Consolidated Statements of Income)**

(Millions of yen)

	FY Mar/2019	FY Mar/2020
Net sales	277,949	303,616
Cost of sales	230,268	249,242
Gross profit	47,681	54,374
Selling, general and administrative expenses	34,906	38,128
Operating income	12,774	16,245
Non-operating income		
Interest income	40	38
Dividend income of insurance	193	117
Insurance income	70	65
Reward income	18	52
Other	238	195
Total non-operating income	560	469
Non-operating expenses		
Interest expenses	95	112
Loss on disposal of property and equipment	53	184
Foreign exchange losses	43	95
Impairment loss on investment securities	29	116
Compensation for damage	3	108
Other	86	159
Total non-operating expenses	312	776
Ordinary income	13,023	15,938
Extraordinary losses		
Impairment loss	-	1,788
Compensation for damage	-	1,253
Office transfer cost	-	372
Total extraordinary losses	-	3,415
Income before income taxes	13,023	12,522
Income taxes - current	4,894	5,657
Income taxes - deferred	(1,052)	(2,894)
Income taxes	3,842	2,763
Net income	9,180	9,759
Net income attributable to non-controlling interests	295	336
Net income attributable to owners of the parent	8,885	9,422

**(Millions of yen)**

(Millions of yen)

	FY Mar/2019	FY Mar/2020
Net income	9,180	9,759
Other comprehensive income		
Net unrealized holding loss on other securities	(11)	(1)
Deferred gains or losses on hedges	-	25
Foreign currency translation adjustments	(143)	185
Adjustments for retirement benefit	359	(89)
Share of other comprehensive income of associates accounted for using equity method	(1)	0
Total other comprehensive income	203	120
Comprehensive income	9,383	9,879
Comprehensive income attributable to:		
Owners of the parent	9,136	9,436
Non-controlling interests	247	443



**(3) Consolidated Statements of Cash Flows**

(Millions of yen)

	FY Mar/2019	FY Mar/2020
Cash flows from operating activities		
Net income before income taxes	13,023	12,522
Depreciation and amortization	2,764	3,572
Amortization of goodwill	247	247
Impairment loss	-	1,788
Increase (decrease) in allowance for doubtful receivables	(11)	(13)
(Increase) decrease in asset for retirement benefit	251	208
Increase (decrease) in liability for retirement benefits	517	450
Increase (decrease) in accrued bonuses to directors and corporate auditors	14	21
Increase (decrease) in accrued warranty on products	(2)	(8)
Increase (decrease) in accrued losses on sales contracts	1,422	178
Increase (decrease) in accrued compensation for damage	-	1,326
Interest and dividend income	(58)	(62)
Interest expense	95	112
(Increase) decrease in notes and accounts receivable	(2,934)	(5,719)
(Increase) decrease in inventories	(4,951)	29
Increase (decrease) in notes and accounts payable	824	2,010
Increase (decrease) in accrued consumption taxes	(236)	407
Other, net	2,960	1,093
Subtotal	13,927	18,167
Interest and dividend income received	58	62
Interest paid	(95)	(112)
Income taxes paid	(5,495)	(5,182)
Net cash provided by (used in) operating activities	8,396	12,935
Cash flows from investing activities		
Purchase of property and equipment	(1,922)	(3,004)
Proceeds from sale of property and equipment	5	19
Purchase of intangibles	(2,578)	(995)
Proceeds from sale of intangibles	15	0
Purchase of investment securities	(162)	(936)
Payments for sale of shares of subsidiaries resulting in change in scope of consolidation	-	(68)
Loans receivable made	-	(2)
Collection of loans receivable	1	1
Other, net	(962)	(1,741)
Net cash used in investing activities	(5,604)	(6,726)
Cash flows from financing activities		
Net increase (decrease) in short-term bank loans	(1,750)	2,268
Repayments of long-term debt	(3,186)	(264)
Proceeds from long-term debt	3,300	200
Net (increase) decrease in treasury shares	(2)	(4)
Dividends paid to shareholders	(3,717)	(3,965)
Dividends paid to minority shareholders of subsidiaries	(27)	(23)
Proceeds from share issuance to non-controlling shareholders	245	3
Other, net	(474)	(514)
Net cash provided by used in financing activities	(5,615)	(2,300)
Effect of exchange rate changes on cash and cash equivalents	(104)	58
Net increase (decrease) in cash and cash equivalents	(2,927)	3,967
Cash and cash equivalents at beginning of period	57,281	54,354
Cash and cash equivalents at end of period	54,354	58,321

**(4) Segment Information**

Business Segment

Year ended March 31, 2020

(Millions of yen)

	Digital Solutions	Network Infrastructures	Engineering & Support Services	Others	Adjustments	Total
<b>Orders received</b>	<b>112,455</b>	<b>89,009</b>	<b>93,483</b>	<b>10,031</b>	---	<b>304,978</b>
<b>Sales</b>						
<b>(1) Sales to third</b>	<b>109,986</b>	<b>83,953</b>	<b>99,362</b>	<b>10,314</b>	---	<b>303,616</b>
<b>(2) Intersegment sales</b>	---	---	---	---	---	---
<b>Total</b>	<b>109,986</b>	<b>83,953</b>	<b>99,362</b>	<b>10,314</b>	---	<b>303,616</b>
<b>Operating income (loss)</b>	<b>11,005</b>	<b>9,193</b>	<b>6,300</b>	<b>511</b>	<b>(10,763)</b>	<b>16,245</b>

Year ended March 31, 2019

(Millions of yen)

	Digital Solutions	Network Infrastructures	Engineering & Support Services	Others	Adjustments	Total
<b>Orders received</b>	<b>104,184</b>	<b>81,037</b>	<b>90,541</b>	<b>8,976</b>	---	<b>284,739</b>
<b>Sales</b>						
<b>(1) Sales to third parties</b>	<b>99,767</b>	<b>80,353</b>	<b>90,444</b>	<b>7,383</b>	---	<b>277,949</b>
<b>(2) Intersegment sales</b>	---	---	---	---	---	---
<b>Total</b>	<b>99,767</b>	<b>80,353</b>	<b>90,444</b>	<b>7,383</b>	---	<b>277,949</b>
<b>Operating income (loss)</b>	<b>8,436</b>	<b>5,917</b>	<b>7,188</b>	<b>311</b>	<b>(9,078)</b>	<b>12,774</b>