

# Annual Report 2013

Year Ended March 31, 2013

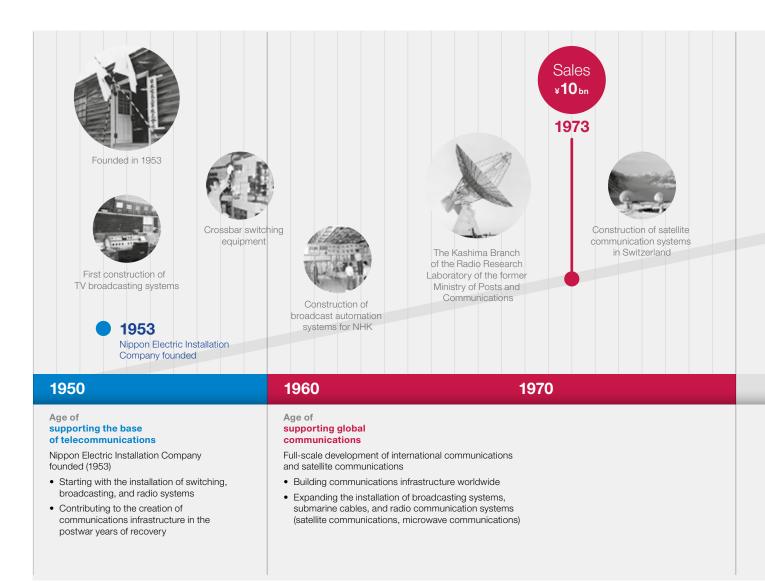


# Profile

# Growing with evolving communications, NEC Networks & System Integration Corporation will celebrate its 60th anniversary.

Since its establishment in 1953, NEC Networks and System Integration Corporation (NESIC) has expanded its businesses from the installation of telecommunications infrastructure to the SI and maintenance of office networks and the service businesses, including the operation of network systems and outsourcing. NESIC offers unique services, including EmpoweredOffice, an office innovation solution, taking advantage of its ability to provide a broad range of ICT related services, from system integration to installation and other services for diverse customers in an integrated manner.

Leveraging the strengths it has developed over 60 years, NESIC aims to grow by revitalizing its customers' communications and adding new value. This is the 30th year since the Company first listed its shares. We aim to enhance our enterprise value to become the top brand in the industry and increase the satisfaction of all stakeholders as an entity that contributes to society in various ways.

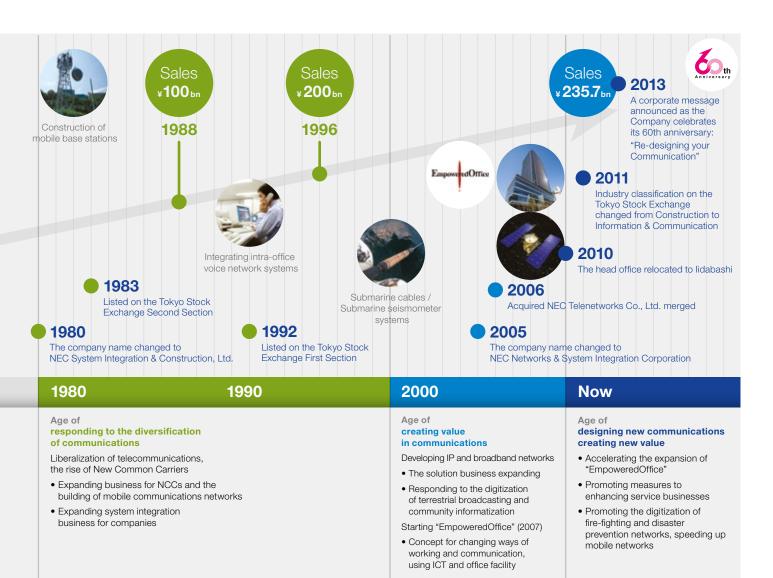


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### Cautionary Statement with Respect to Forward-Looking Statements

This annual report contains forward-looking statements concerning NEC Networks & System Integration Corporation and its consolidated subsidiaries' current plans, projections, strategies and performance. These forwardlooking statements are not historical facts. Rather, they represent the assumptions and beliefs of the company management based on information currently available. The company therefore wishes to caution readers that actual results may differ materially from expectations, and that forward-looking statements are subject to a number of risks or uncertainties.

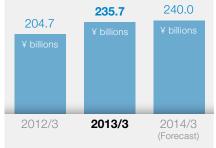


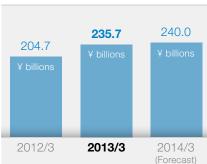
# **Financial Highlights**

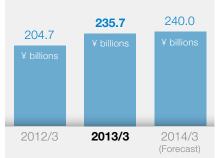
# Key points of the results of the fiscal year under review

- **1** Both orders and net sales rose in all segments.
- 2 Income at all levels reached record highs.
- 3 Shareholder return expanded, as NESIC strengthened its earnings power.









Forecast figures are based on data as of April 26, 2013.

For the latest Company news and IR information, please use its website. (http://www.nesic.co.jp/english/index.html)

# **Interview with the President**

# NESIC's corporate message: Re-designing Your Communication

NESIC has adopted a corporate message. We aim to facilitate active communications in society. The message expresses our determination to enhance value for our customers and to help enrich society not only by building secure, safe and reliable networks but also by designing future communications from customers' perspectives.

# Q What were the results for the fiscal year under review (from April 1, 2012 to March 31, 2013)?

# A We achieved record operating income and net income.

Orders, net sales and income all exceeded our forecasts. Orders rose 12% year on year, to ¥241.3 billion. Net sales increased sharply, 15% year on year, to ¥235.7 yen. Operating income and net income reached record highs, at ¥12.5 billion and ¥7.5 billion, respectively.

In the Enterprises Networks business, we bolstered our sales force and focused on customers' needs to strengthen their management, which produced results.

In the Carrier Networks business, we responded to telecommunications carriers' strengthening their networks associated with rapidly increasing numbers of smartphone users. We integrated submarine seismometer systems based on submarine cable communications systems, and this significantly boosted sales.

In the Social Infrastructure business, sales increased primarily in association with the digitization of fire and emergency radio and the installation of base stations for mobile networks for new frequency bands.

# Q Could you tell us your forecast for the next fiscal year?

# A We will steadily expand sales and profits.

We will celebrate our 60th anniversary in December this year. In the first year for new growth, we aim to expand sales and profits to achieve net sales of ¥240 billion, operating income of ¥13 billion, and net income of ¥7.8 billion.



Masao Wada President

NESIC has been actively investing in growth. We have also pursued alliances and acquisitions. In the fiscal year under review, we formed a business alliance with MOSHI MOSHI HOTLINE, Inc. for outsourcing routine administrative operations, such as administration, personnel affairs and accounting. We have also formed a capital alliance with Q&A Corporation, which excels in the contact center business in the technical support field. We have decided to integrate the mobile communication base station business of NEC Mobiling, Ltd. Our plan is to steadily expand sales and profits through these growth investments.

# **Q** You have increased dividends significantly.

# A We will meet our shareholders' expectations by increasing our earnings strength.

With net income exceeding expectations, we will distribute a year-end dividend of \$26 per share, which will make the annual dividend per share \$45, an increase of \$17 year on year.

With our earnings power increasing, we plan to pay an interim dividend per share of ¥30 and an annual dividend

per share of ¥60 for next fiscal year. These figures reflect our gratitude to our shareholders as we celebrate our 60th anniversary, but the increase differs from a commemorative dividend. We will bolster our earnings power to meet our shareholders' expectations in terms of returns.

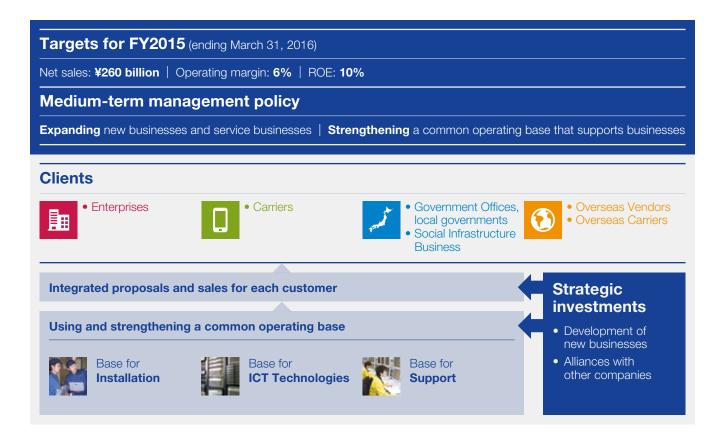
# **Q** Could you describe the medium-term business plan?

# A We aim to achieve growth, while shifting our focus to service businesses.

On May 9 we announced our medium-term plan for the period up to the fiscal year ending March 31, 2016.

We aim to achieve growth both in sales and profits and to record net sales of ¥260 billion and an operating margin of 6% in the fiscal syear ending March 31, 2016. As for ROE, an index that shows how capital from shareholders generates profits, we aim to achieve 10%. As a listed company, we will seek to enhance our shareholder value.

Our strength is that compared to our competitors we have an operating base covering a broader range of fields, including installation/construction, ICT technologies,



and support services. Our basic policy is to achieve growth by making strategic investments, seizing market opportunities through full, integrated use of this operating base, and changing our business structure to focus more on service businesses.

In the medium term, the market for conventional system integration and maintenance focused on hardware is unclear or is expected to decline overall. Meanwhile, some infrastructure markets are set to expand. Service businesses using ICT (information and communications technology) should grow sharply.

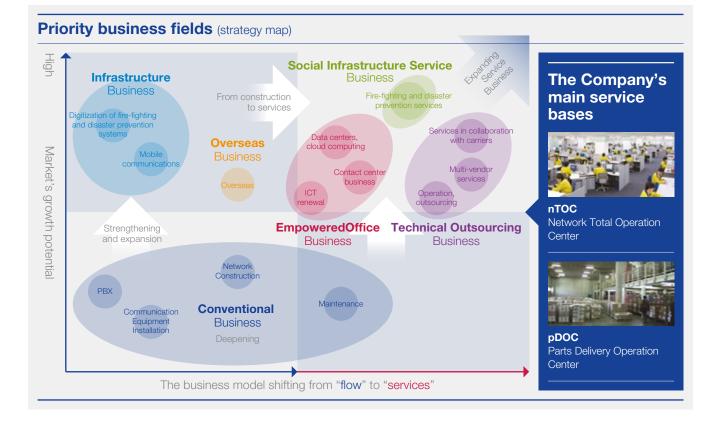
Given these market conditions, we have developed the following policies in line with our strategy map.

- 1 In our conventional businesses, we will enhance our strong relations with customers to promote these operations.
- 2 In the Social Infrastructure business, we will focus on infrastructures for fire-fighting and disaster prevention systems and mobile communications base stations, which are expected to grow in the medium term. We will seek to expand market share, while enhancing price competitiveness.

- 3 In overseas operations, we will expand our support to our domestic customers expanding into Asian markets and our existing infrastructure business through our overseas subsidiaries and affiliates, based on good relations with our customers.
- 4 We aim to expand high value-added service businesses to achieve stable growth over the medium to long terms.

We will seek to achieve growth, focusing on EmpoweredOffice, which promotes workingstyle innovation in offices through the contact center-related services and an ICT renewal, in the Enterprises Networks business and on the technical outsourcing business, including multi-vendor services, in the Carrier Networks business.

Following our 60th anniversary, we will strive to achieve the medium-term plan to realize our dream of becoming the top brand in the industry and will enhance our enterprise value through the growth of our businesses, organization and each employee. As we pursue this goal, we hope that we can count on the continued support and expectations of our stakeholders.



# Topics

### An initiative to bolster the EmpoweredOffice business

Making Q&A Corporation a consolidated subsidiary

### **Expanding service business**

To strengthen its contact center business, NESIC strengthened its capital alliance with Q&A Corporation and made Q&A Corporation a consolidated subsidiary on June 7, 2013. On the same day, NESIC made Daiichi Ad System Co., Ltd., its subsidiary, a consolidated subsidiary of Q&A Corporation to expand new services led by Q&A Corporation.

Three objectives of the reinforcement of the capital alliance:

### 1. Strengthening and streamlining the contact center service infrastructure

NESIC will integrate the contact center systems of Q&A Corporation and Daiichi Ad System into NESIC's contact center infrastructure and will streamline the infrastructure significantly. NESIC will provide the infrastructure to contact center service providers as a common service base, using cloud computing systems.

2. Providing new services, making full use of the operating base of each company

NESIC will create and provide new services by combining ICT systems and services for companies and public offices, where NESIC excels, and Q&A Corporation's ability to provide services for individual customers.

3. Expanding high value-added contact center service businesses

We will expand high value-added contact center service businesses, for example by extending to Daiichi Ad System's customers value-added services that Q&A Corporation has provided to its corporate customers.

NESIC will provide competitive contact center infrastructure and high value-added contact center services and will achieve medium- to long-term growth, taking advantage of synergies between the two lines of services.

#### **Q&A** Corporation

Representative: Yuichi Kanagawa, President Head office: Shibuya, Tokyo Employees: 1.199 Capital: 897.4 million yen

Q&A Corporation provides on-site support services and contact center services that offer technical support to deal with failures, troubles and the way to use digital products by visiting customers or by telephone or e-mail.

### An initiative to strengthen the infrastructure business

Integrating the mobile communication base station business of NEC Mobiling, Ltd.

### Enhancing NESIC's ability to provide a broad range of services, from the design of base stations distribution to their installation and maintenance in an integrated manner.

On April 1, 2013, NESIC consolidated the mobile communication base station business of NEC Mobiling, Ltd. into its mobile communication base station business.

In response to increasing communications traffic associated with rapidly increasing diffusion rates of smartphones, carriers are striving to enhance their mobile communications networks, for example by introducing the LTE system, a new mobile communications technology.

On April 1, NESIC integrated the base station business of NEC Mobiling, Ltd. With this integration, NESIC can provide services covering the whole process related to base station installation, including, in addition to base station construction work, where NESIC has been strong, front-end services, such as research for and the design of the effective distribution of base stations, and maintenance services, where NEC Mobiling has exelled.

NESIC can now provide a range of services related to mobile communications base stations in an integrated manner and can make optimal comprehensive proposals involving a backbone communications network.

With this enhanced business structure, NESIC will expand its business, more actively responding to carriers' needs for strengthening their networks.

# **Base Station Establishment** Former NEC Process Mobiling, Ltd. System design Establishing a one-stop service system through the business integration. Area design (Distribution of base stations) **Engineering Solutions** Overall planning of optimal system

# Priority businesses in the medium-term plan

### EmpoweredOffice business

### Main segment: Enterprises Networks business

#### Expanding the market of EmpoweredOffice

• Expanding the market to include local governments, hospitals, and public facilities in addition to companies; developing overseas operations

#### Expanding service businesses

- Enhancing competitiveness by leveraging and strengthening a common operating base
- Expanding value-adding services in collaboration with Daiichi Ad System Co., Ltd. and Q&A Corporation



EmpoweredOffice Center

### **Technical outsourcing business** Main segment: Carrier Networks business

Leveraging NESIC's operating base and expanding technical services, including acceptance inspections of IT and network equipment, configuration, logistics and maintenance

- Deepening and expanding the carrier market
- Developing new service fields
- Expanding services for companies





**nTOC** Network Total Operation Center **pDOC** Parts Delivery Operation Center

### Infrastructure business

Main segment: Social Infrastructure business

#### Fire-fighting and disaster prevention business

- Expanding orders in cooperation with NEC Group companies
- Enhancing our ability to complete projects through structural changes

#### Mobile business

- Making the most of synergies through the integration of part of the business of NEC Mobiling, Ltd.
- Increasing the earnings strength by promoting cost reforms
  - Promoting self-manufacture and accelerating process reform and standardization

# **Overseas business**

Expanding the JOC (Japan Originated Companies) business (support of overseas operations of domestic customers)

- Expanding the EmpoweredOffice business into Asia
- Leveraging the NEC Group's assets

# Expanding the infrastructure business, taking advantage of relations with local customers

- Building mobile communications infrastructure in Thailand
- Constructing communications systems at oil plant facilities in Saudi Arabia

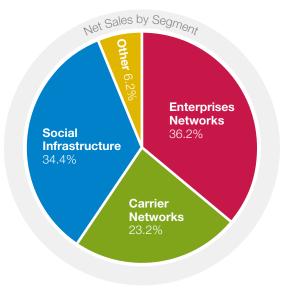
-		orks & System Corporation	Former NE Mobiling, I			((())
	Construction planning	Base station construction	Equipment testing	Testing for system optimization	System maintenance and repair services	
	Planning and Cor Quality, safety and schedule control		Engineering Sol System optimizat		Maintenance and Repair Services Responding to users' needs in collaboration with carriers	

# **Business performance by segment**

# Our three core businesses

NESIC provides a range of services from planning to system design, maintenance, and operation in an integrated manner in a variety of fields ranging from ICT within companies to public and social infrastructure. NESIC has three core businesses: the Enterprises Networks business, Carrier Networks business, and Social Infrastructure business.

We will help a range of customers enhance their value, harnessing our ability to make proposals from customers' perspectives and our expertise and technological capabilities for all sorts of networks.



### Enterprises Networks business

# This business provides ICT solutions primarily for companies.

We provide EmpoweredOffice, an office innovation solution for improving productivity and efficiency and saving energy in offices. We also operate and monitor systems related to EmpoweredOffice and provide cloud computing services using our data centers.

We expanded comprehensive services to help customers improve business processes and management, focusing on EmpoweredOffice, an office innovation solution, and providing other services including cloud computing services and BPO services. The results of these initiatives were that net sales rose 5.7% year on year, and orders increased 8.8% year on year.







### Carrier Networks business

# This business provides services related to public networks, principally for telecommunications carriers.

We support carriers and daily communication tools, including mobile phones and the Internet, through integrated services, including the construction of highquality and highly reliable networks and maintenance and operation services using a nationwide support and service network.

We focused on helping carriers improve their networks in response to increasing numbers of smartphone users. In addition, there were sales related to an submarine seismometer system using a submarine cable communications system. Net sales increased 17.2% year on year, and orders climbed 4.5% year on year.

### Social Infrastructure business

This business builds, operates and monitors systems for ICT infrastructure primarily for government offices, local governments and public-service corporations (such as broadcasters and electric power companies).

We help build social infrastructures, including regional public networks and fire-fighting and disaster prevention systems, to help everyone live a secure, safe and convenient life. We also construct telecommunications infrastructures such as base stations for mobile phones.

We actively responded to increasing investments in the digitization of fire-fighting and disaster prevention systems and expanding investments in the installation of base stations for mobile phones for new frequency bands. Net sales rose 25.4% year on year, and orders increased 20.5% year on year.

Sales Trends	<b>2013*</b> billions 56.0
<b>Net Sales</b> ¥54.7 billion	2012 billions 54.7
17.2% increase year on year	<b>2011</b> billions 46.7



Sales Trends	<b>2013*</b> billions 83.0
<b>Net Sales</b> ¥80.9 billion	2012 billions 80.9
25.4% increase year on year	<b>2011</b> billions 64.5





# Corporate Governance (As of June 27, 2013)

The Company believes that the cornerstone of corporate governance is ensuring management soundness and transparency by establishing a management system that enables quick decision-making to respond promptly to changes in the operating environment, and by practicing timely, appropriate disclosure. To that end, the Company has adopted a Board of Corporate Auditors system and has established a corporate governance system in which the Board of Directors and Board of Corporate Auditors play key roles.

The Company has also adopted an executive officer system to clearly demarcate the supervisory function and the business execution function. To enhance management transparency, the Company has outside directors and outside corporate auditors and seeks to achieve sound management by encouraging cooperation among corporate auditors, the Internal Auditing Division, and independent accounting auditors.

# I. Description of Corporate Organs

# 1 Board of Directors

The Board of Directors is composed of nine directors, including four outside directors. In addition to maintaining the number of directors at an optimum level for quick decision making, the Company has reduced the terms of directors to one year in order to clarify the management responsibility of directors and strengthen its management structure.

# 2 Executive Officers, Executive Committee, and Business Execution Committee

Based on an executive officer system, the Company also formed the Executive Committee, to discuss policies pertaining to key management and operating issues, and the Business Execution Committee, to monitor the progress of and report on significant matters concerning business execution, consisting of mainly executive officers at senior vice president level and higher and corporate auditors.

# 3 Board of Corporate Auditors

The Board of Corporate Auditors consists of five corporate auditors, including three outside auditors. It decides audit policies and related matters, and reports on the status of audits performed by each auditor. Corporate auditors also attend Board of Directors meetings and other important meetings, examine significant documents related to final decisions, and listen to directors and employees on performance of their duties, thus contributing to a system for sufficiently scrutinizing directors' performance of their duties.

# 4 Internal Auditing Division

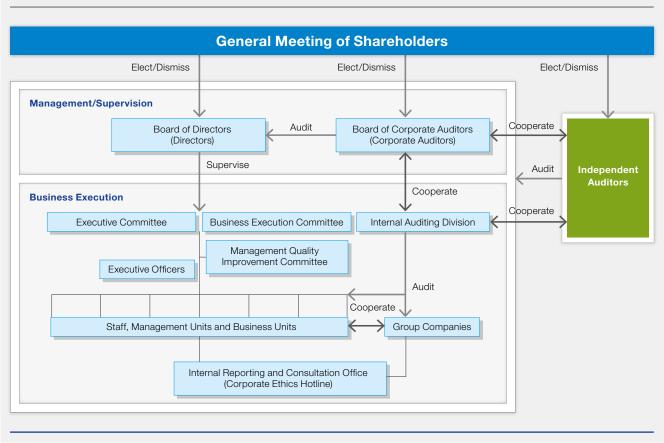
The Internal Auditing Division (10 members) has been established as an internal audit unit independent from the business execution divisions. It examines through internal audits whether business execution is being conducted legally and properly according to relevant laws, regulations and Company rules.

# 5 Accounting Auditors

The Company has an audit contract with KPMG AZSA LLC as its accounting auditors. KPMG AZSA LLC expresses its views on the financial statements as an auditor from an independent viewpoint.

# II. Development of Internal Control Systems

The Company has established a basic policy for the development of internal control systems, as shown below, under Article 362, Paragraph 4, Item 6 of the Company Law and Article 100, Paragraphs 1 and 3 of the Enforcement Regulations of the Company Law. The Company maintains the appropriate execution of operations under the basic policy, laws and regulations, and internal regulations.



The Company's mechanisms of business execution, management oversight, and internal control

### III. Situation of Outside Directors and Outside Corporate Auditors

Of the Company's nine directors, four are outside directors. The Company believes this number is appropriate for giving advice and participating in decision making from fair and objective standpoints, strengthening the Company's corporate governance.

Outside Director Takayuki Matsui is a professor at the Graduate School of Professional Accountancy of Aoyama Gakuin University. The Company has Mr. Matsui use his expert knowledge in business administration, including internal control, to ensure transparency in the management of the Company and to strengthen corporate governance. Mr. Matsui attended all 13 meetings of the Board of Directors held in the fiscal year ended March 31, 2013. He has been designated as an independent director defined in Rule 436-2, Paragraph 1 of the Securities Listing Regulations of the Tokyo Stock Exchange. Outside Director Tetsujiro Arano is engaged in the network solution business of NEC Corporation and uses his extensive experience and knowledge for the management of the Company. Mr. Arano attended 10 of 11 meetings of the Board of Directors held in the fiscal year ended March 31, 2013 after his appointment on June 26, 2012.

Outside Director Yumiko Ichige is a lawyer at Nozomi Sogo Attorneys at Law. Using her professional knowledge and viewpoint about corporate legal affairs, Ms. Ichige oversees the business execution of the Company from a fair and objective standpoint of an outsider. Ms. Ichige attended all 11 meetings of the Board of Directors held in the fiscal year ended March 31, 2013 after her appointment on June 26, 2012. She has been designated as an independent director defined in Rule 436-2, Paragraph 1 of the Securities Listing Regulations of the Tokyo Stock Exchange.

Outside Director Naoki Hashitani is engaged in the IT Service business of NEC Corporation and uses his extensive experience and knowledge for the management of the Company. Mr. Hashitani attended 9 of 11 meetings of the Board of Directors held in the fiscal year ended March 31, 2013 after his appointment on June 26, 2012.

Of the Company's five corporate auditors, three are outside corporate auditors. We believe this number is appropriate for auditing the directors' execution of their duties from fair and objective standpoints, to strengthen the Company's corporate governance.

Outside Corporate Auditor Junichi Okuyama has been engaged in monitoring of sales activities and accounting for many years. Taking advantage of his extensive experience and knowledge relating to internal control, Mr. Okuyama primarily audits the legality of business execution from a fair and objective standpoint. Mr. Okuyama attended all 11 meetings of the Board of Directors and all 10 meetings of the Board of Corporate Auditors held in the fiscal year ended March 31, 2013 after his appointment on June 26, 2012.

Outside Corporate Auditor Harutame Umezawa is qualified as a lawyer and has considerable knowledge in finance and accounting. Using his professional knowledge and viewpoint about the law, Mr. Umezawa audits the directors' performance of their duties from a fair and objective standpoint of an outsider. He attended 12 of 13 meetings of the Board of Directors and all 13 meetings of the Board of Corporate Auditors held in the fiscal year ended March 31, 2013. Mr. Umezawa has been designated as an independent auditor defined in Rule 436-2, Paragraph 1 of the Securities Listing Regulations of the Tokyo Stock Exchange.

Outside Corporate Auditor Takaaki Yamamoto is engaged in accounting in NEC Corporation. Making full use of his extensive experience and knowledge relating to internal control, Mr. Yamamoto chiefly audits the legality of business execution from a fair and objective standpoint. Mr. Yamamoto became an outside auditor at the ordinary general meeting of shareholders held on June 25, 2013.

There are no special interests between the Company and its outside directors or outside corporate auditors.

The outside directors and outside corporate auditors regularly exchange information and consult with the Internal Auditing Division and staff departments, receiving reports on business execution at meetings of the Board of Directors and on other occasions.

The outside corporate auditors cooperate with the independent auditors, exchanging information and consulting with them regularly at meetings of the Board of Corporate Auditors and on other occasions.

### **IV. Internal Audits and Audits by Auditors**

The Internal Auditing Division cooperates with the corporate auditors. The division reports the results of audits carried out under an audit plan for each fiscal year to the corporate auditors once a year and exchanges opinions with them as necessary.

The corporate auditors, the Internal Auditing Division, and the accounting auditors cooperate with each other, exchanging opinions as necessary for statutory audits.

# **Corporate Social Responsibility (CSR)**

## **CSR** Policy

NEC Networks & System Integration Corporation is a network system integrator that creates new communication. Harnessing its strengths—technologies and experience associated with networks—and its expertise in IT, NESIC engages in a range of services, from planning and design to system integration, installation and outsourcing, for systems that enable diverse forms of communication.

The Company's corporate message, "Re-designing your communication," expresses its aspirations to enhance communication through those services and to create and develop connections, ties, and links between people, between people and society, and between people and the earth. In addition to contributions through our services, we will engage in a range of activities that help to protect the global environment and strengthen our connection with the earth. We will also take steps to enhance customer satisfaction so that we build trust and strengthen our connection with our customers. Meanwhile, we will participate in local contribution activities to maintain and enhance our connection with communities.

The basis of those connections are our human resources, organization, and activities to ensure compliance, safety and security. We are hiring diverse human resources and offering systematic career development. In addition, we are creating better working environments. We ensure compliance and security while developing and providing secure systems and services with reliable quality.

Through a range of challenges in society through all our corporate activities, we are contributing to sustainable development in society and the world.

# **Major Themes in CSR**

# 1 People's communication

As a network system integrator, we will fuse our strengths technologies and experience associated with networks—and our IT expertise to provide systems that enable diverse forms of communication. Through these systems, we will enhance human communication and help to create and develop connections between people, between people and society, and between people and the earth.

# 2 Connection with the earth

We will offer systems and services that help reduce  $CO_2$  emissions and energy consumption. Meanwhile, we will

contribute to reducing society's environmental footprint (load) and protecting the global environment through activities in our business that minimize the environmental burden, use resources effectively, and maintain biological diversity.

# 3 Connection with customers

As a partner of our customers, we will strive to build trust by providing systems and services that contribute to our customers' businesses.

# 4 Connection with communities

As a good corporate citizen, we will engage in assistance to disaster areas and international cooperation, among other activities, in response to demands from society. We will contribute to communities through communication with them.

# 5 Enhancing compliance and achieving safety and security

We will consistently enhance compliance and pursue and ensure information security and safe work. We will deliver systems and services that have reliable quality.

# 6 Cultivating diversity and creating better working environments

We will respect fundamental human rights in all corporate activities and will hire and cultivate human resources with diverse individuality. We will take steps to create better working environments where people can fulfill their potential.

### Assistance in disaster areas

Volunteer reconstruction assistance in areas affected by the Great East Japan Earthquake

# Contribution to education for the young

Antarctic Club natural science classes are held in elementary schools. In the classes, NESIC employees that we have dispatched to the Antarctic each year to join winter groups there come together for talks.

# Directors and Corporate Auditors (As of June 25, 2013)



### **Board of Directors**

**President** Masao Wada

### Senior Vice President and Member of the Board

Takahiko Hara Yoichi Sato Shougo Minami Yoshifumi Kodama

### Member of the Board

Takayuki Matsui <sup>\*1,2</sup> Tetsujiro Arano <sup>\*1</sup> Yumiko Ichige <sup>\*1,2</sup> Naoki Hashitani <sup>\*1</sup>

# **Corporate Auditors**

Junichi Okuyama (full-time) \*3 Akinori Kanehako (full-time) Hirotaka Akizuki Harutame Umezawa \*3,4 Takaaki Yamamoto \*3

- \*1: Outside directors as stipulated in Item 15 of Article 2 of the Company Law of Japan
- \*2: Independent director stipulated in Rule 436-2, Paragraph 1 of the Securities Listing Regulations of the Tokyo Stock Exchange
- \*3: Outside corporate auditors as stipulated in Item 16 of Article 2 of the Company Law of Japan
- \*4: Independent auditor stipulated in Rule 436-2, Paragraph1 of the Securities Listing Regulations of the Tokyo Stock Exchange

# **Six-Year Summary of Selected Financial Data**

NEC Networks & System Integration Corporation and Consolidated Subsidiaries Years ended March 31

	Millions of yen								ousands o' S. dollars <sup>1</sup>					
		2013		2012		2011		2010		2009		2008		2013
For the year:														
Orders	¥	241,271	¥	215,373	¥	212,277	¥	222,046	¥	245,257	¥	254,512	\$2	2,561,53
Net sales		235,716		204,658		217,948		217,727		249,070		258,212	2	2,502,55
Selling, general and administrative expenses		24,699		22,332		22,297		23,070		24,501		24,824		262,22
Operating income		12,483		9,747		10,835		9,867		10,968		10,743		132,53
Net income		7,492		4,593		4,747		5,806		5,154		4,412		79,54
Free Cash Flows		-4,662		16,053		-3,499		14,185		4,778		6,355		-49,49
Capital expenditures		3,070		2,533		2,762		1,928		2,529		2,611		32,59
Depreciation and amortization		2,164		1,941		2,151		2,244		2,270		2,130		22,97
Research and development costs		98		92		52		119		290		419		1,04
At year-end:														
Total assets	¥	168,295	¥	149,707	¥	149,923	¥	146,915	¥	147,462	¥	154,171	\$ -	1,786,76
Shareholders' equity		86,540		80,692		77,445		74,043		69,334		65,251		918,78
Total net assets		86,797		80,651		77,464		74,221		69,340		66,132		921,5
Per share of common stock (yen and U.S. dollars) : Net income	¥	150.67	V	92.36	$\vee$	95.46	¥	116.74	¥	103.61	$\vee$	88.67	¢	1.60
Net assets (BPS)	Ť	1,731.29	Ť	1,610.38	Ť	95.46	Ť	1,479.62	Ť	1,381.92	Ť	1,311.71	Φ	18,38
Cash dividends applicable to the year		45.00		28.00		26.00		25.00		22.00		20.00		47
Casi i dividends applicable to the year		40.00		20.00		20.00		23.00		22.00		20.00		41
Ratios and return indicators:														
Operating income to net sales (%)		5.3		4.8		5.0		4.5		4.4		4.2		
Net income to net sales (%)		3.2		2.2		2.2		2.7		2.1		1.7		
Return on assets (ROA) (%) <sup>2</sup>		7.9		6.4		7.4		6.9		7.4		6.9		
Return on equity (ROE) (%) $^{\scriptscriptstyle 3}$		9.0		5.9		6.3		8.2		7.7		7.0		
Owners' equity (Net worth) ratio (%)		51.2		53.5		51.3		50.1		46.6		42.3		
Debt to equity ratio (times) <sup>4</sup>		0.05		0.05		0.08		0.07		0.07		0.09		
Number of employees		6,024		5,936		5,939		5,998		5,906		5,817		
Net sales per employee (thousands of yen) $^{\scriptscriptstyle 5}$	¥	39,130	¥	34,475	¥	36,516	¥	36,580	¥	42,493	¥	42,247	\$	415,43
Net income per employee (thousands of yen) <sup>6</sup>		1,244		774		795		975		879		722		13,20

Notes

 U.S. dollar amounts have been translated from yen, for convenience only, at the rate of ¥94.19 = U.S.\$1.00, the approximate Tokyo foreign exchange market rate as of March 31, 2013.

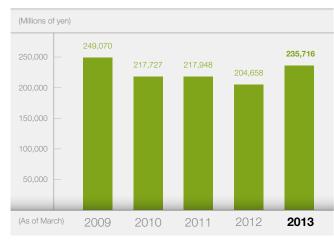
2. Return on assets: Ordinary income / Average total assets during the term

3. Return on equity: Net income / Average net assets during the term

4. Debt to equity ratio: Interest-bearing debt / Net assets

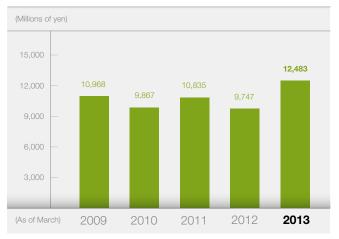
5. Net sales per employee: Net sales / Average number of employees during the term

6. Net income per employee: Net income / Average number of employees during the term

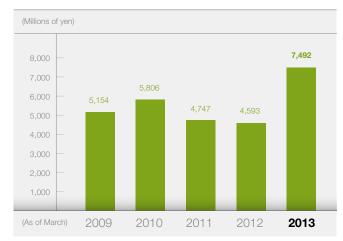


### **Net Sales**

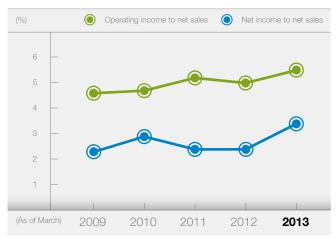
# **Operating Income**



### **Net Income**



### Operating Income to Net Sales and Net Income to Net Sales



# **Total Assets and Total Net Assets**



# **ROE** and **ROA**



# **Consolidated** Financial Statements

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### CONSOLIDATED BALANCE SHEETS

NEC Networks & System Integration Corporation and Consolidated Subsidiaries As of March 31, 2013 and 2012

AS 01 (Match 51, 2015 and 2012		Millions		Thousands of U.S. dollars (note 3)	
		2013	2012		2013
Assets	-	201.5	2012	-	2013
Current assets:					
Cash and cash equivalents	¥	30,935 ¥	37,586	\$	328,921
Notes and accounts receivable (notes 4 and 23)	•	93,039	73,193	đ,	989,250
Inventories (note 7)		10,374	8,043		110,303
Deferred tax assets (note 11)		4,94]	4,158		52,536
Other current assets		3,324	2,657		35,343
Allowance for doubtful accounts		(116)	(398)		(1,233)
Total current assets	-	142,499	125,240	-	1,515,141
	-	142,477	12.,240		_1,515,141
Property and equipment:					
Land		2,508	2,508		26,667
Buildings and structures (note 8)		8,549	8,123		90,898
Machinery and vehicles		215	286		2,286
Furniture and fixtures (note 8)		9,515	9,526		101,170
Construction in progress		163	248		1,733
Other (note 8)		1,315	1,112		13,982
Accumulated depreciation		(12,973)	(12,739)		(137,937)
Property and equipment, not	_	9.292	9,066	-	98,799
Intangibles, net of accumulated amortization (note 9)		4,241	3.936		45,093
Investments and other assets:					
Investment securities (notes 5 and 6)		747	309		7,943
Deferred tax assets (note 11)		6,179	6,239		65,699
Other assets (notes 12 and 23)		5,403	4.992		57,448
Allowance for doubtful accounts		(69)	(78)		(734)
Total investments and other assets	_	12,261	11,463	_	130,367
				-	

Total assets

### ¥ 168,295 ¥ 149,707 \$ 1,789,421

	Millions of yen				 Thousands o U.S. dollars
		2012		2010	(note 3)
I Subjective and Mark Associate	-	2013		2012	2013
Liabilities and Net Assets Current liabilities:					
Short-term bank loans (note 10)	¥	599	¥	_	\$ 6,369
Current installments of long-term debt (note 10)	I	500	•	3,500	5,316
Notes and accounts payable (notes 4 and 23)		36,404		30,321	387,071
Advances received (note 23)		2.550		1,987	27,113
Accrued income taxes (note 11)		4.367		3,130	46.433
Accrued bonuses to directors and corporate auditors		96		59	1.021
Accrued warranty on products		90			957
Accrued losses on sales contracts		1,028		36	10,930
Other current liabilities		13,975		11,242	148,591
Total current liabilities		59.612		50.277	633.833
Long-term liabilities:					
Long-term debt (note 10)		3,000		500	31,898
Accrued employees' retirement henefits (note 12)		17,641		16.828	187.570
Other liabilities (notes 11 and 13)	_	1,243		1,449	13.216
Total long-term liabilities	_	21,884	· _	18,778	232,685
Total liabilities	_	81,497		69,055	866,528
Shareholders' equity (note 14):					
Common stock:		13,122		13,122	139,522
Authorized 100,000,000 shares; issued and					
outstanding 49,773,807 shares at March 31, 2013 and 2012	ļ				
Capital surplus		16,650		16,650	177.033
Retained carnings		56,824		50,973	604,189
Treasury stock, at cost; 48,119 shares at March 31, 2013 and 46,158 shares at March 31, 2012		(56)		(53)	(595
Total shareholders' equity	-	86,540	_	80,692	920,149
· · · · · · · · · · · · · · · · · · ·					
Accumulated other comprehensive income:				~	
Net unrealized holding gain on other securities (note 5)		13		0	138
Foreign currency translation adjustments	_	(464)	_	(612)	(4,934
Total accumulated other comprehensive income		(451 <u>)</u>	-	(611)	(4,795
Minority interests	_	708	_	571	7,528
Total net assets	_	86.797	_	80.651	922.881
Commitments and contingencies (note 15)					
Total liabilities and net assets	¥	168.295	¥	149,707	\$ 1,789,421

### CONSOLIDATED STATEMENTS OF INCOME

NEC Networks & System Integration Corporation and Consolidated Subsidiaries Years ended March 31, 2013 and 2012

		Millio		Thousands of U.S. dollars		
	_	2013		2012		(note 3) 2013
Net sales (note 23)	¥	235,716	¥	204,658	\$	2,506,284
Cost of sales (notes 7 and 23)	_	198,533		172,578		2,110,930
Gross profit		37,182		32,079		395,343
Selling, general and administrative expenses (notes 17 and 18)	_	24,699		22,332		262,616
Operating income		12,483		9,747		132,727
Other income (expense):						
Interest income		45		69		478
Interest expense		(44)		(63)		(468)
Dividends income of insurance		106		105		1.127
Exchange gain		68				723
Loss on disposal of property and equipment		(149)		(50)		(1.584)
Impairment loss (note 8)		(165)		_		(1,754)
Other, net		69		(238)		734
	_	(70)	_	(176)		(744)
Income before income taxes and minority interests	_	12.412		9.570		131.972
Income taxes (note 11):						
Current		5,554		3,261		59,054
Deferred		(712)		1.659		(7,570)
	_	4,841	_	4.920		51,473
Income before minority interests		7,571		4,649		80,500
Minority interests	_	78	_	56		829
Net income	¥_	7,492	¥_	4,593	5	79,660

The accompanying notes to consolidated financial statements are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

NEC Networks & System Integration Corporation and Consolidated Subsidiaries Years ended March 31, 2013 and 2012

	Millions of yen					Thousands of U.S. dollars	
	_	2013		2012		(note 3) 2013	
Income before minority interests	¥	7,571	¥	4,649	\$	80,500	
Other comprehensive income arising during the year (note 19):							
Net unrealized holding loss on other securities		12		(1)		128	
Foreign currency translation adjustments		208		(114)		2,212	
Total other comprehensive income arising during the year	-	221		(116)	_	2,350	
Comprehensive income	¥ _	7,792	¥_	4,533	\$_	82.850	
Comprehensive income attributable to:							
Owners of the parent	¥	7,652	¥	4,522	\$	81,361	
Minority interests		139		11		1.478	

The accompanying notes to consolidated financial statements are an integral part of these consolidated financial statements.

**CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS** NEC Networks & System Integration Corporation and Consolidated Subsidiaries Years ended March 31, 2013 and 2012

	–			ions of yen		
	Numbers of shares of common		<u> </u>	olders' equit	<u>Y</u>	
	steck	Common stock		Retained earnings	Treasury stock	Total
Balance at April 1, 2011	(îhousands) 49,773 ¥	13,122 ¥	16,650 ¥	47,722 ¥	(50) ¥	77,445
Changes arising during year: Cash dividends Net income				(1.342) 4,593		(1,342) 4,593
Purchase of treasury stock Disposition of treasury stock			(0)	<b>1</b> ,000	(4) 0	4,090 (4) 0
Transfer from capital surplus to retained earnings			0	(0)	-	_
Net changes in accounts other than shareholders' equity						
Total changes during the year Ralance at March 31, 2012	49,773	13,122	i6,650	3.250 50,973	(3) (53)	<u>3.246</u> 80,692
Changes arising during year: Cash dividends Net income				(1.640) 7.492		(1,640) 7,492
Purchase of treasury stock				12492	(2)	(2)
Disposition of treasury stock Net changes in accounts other than shareholders' equity					—	_
Total changes during the year	<u> </u>		_	5.851	$(\bar{2})^{}$	5,848
Balance at March 31, 2013	<u>49,773</u> ¥	<u>13,122</u> ¥	<u>    16,650  ¥  </u>	56.824 ¥	(56)¥	86,540
			fillions of yen			
		f other comprehens	ive income			
	Net carealized ho, ding gain (loss) on other securaties	Foreign currents translation adjustments	Total	Minority interests	Total net assets	
Balance at April 1, 2011 Changes arising during year:	¥ 2	¥ (543)¥	ł (540) ¥	559	¥ 77,464	
Cash dividends Net income					(1,342) 4,593	
Purchase of treasury stock Disposition of treasury stock					(4) 0	
Transfer from capital surplus to retained earnings					_	
Net changes in accounts other than shareholders' equity	(1)	(69)	(70)	11	(59)	
Total changes during the year Balance at March 31, 2012	(1)	(69)	(70)	571	3,187 80,651	
Balance at March 31, 2012 Changes arising during year: Cash dividends	Ū	(012)	(611)	311	(1.640)	
Net income Purchase of treasury stock					7,492 (2)	
Disposition of treasury stock					_	
Net changes in accounts other than shareholders' equity	12	147	160	136	297	
Total changes during the year Balance at March 31, 2013	¥ 13	¥(464) ¥	$\frac{160}{(451)}$ ¥	136	6,145 ¥ 86,797	

	Thousands of U.S. Dollars (note 3)									
	-		Share	holders' equit	y					
		Common stock	Capital surplus	Retained earnings	Treasury stock	Total				
Balance at April 1, 2012 Changes arising during year:	\$	139,522 \$	177,033 \$	541.978 \$	(564) S	857,969				
Cash dividends				(17,438)		(17,438)				
Net income				79,660		79,660				
Purchase of treasury stock					(21)	(21)				
Disposition of treasury stock Net changes in accounts other than shareholders' equity					_	_				
Total changes during the year		_	_	62,212	(21)	62,180				
Balance at March 31, 2013	s.	139,522 \$	177,033 \$	604,189 \$	(595) \$	920,149				

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			Thousands of	U.S. Dollars	(note 3)	. <u>—</u> .
	Accumulate	d c	other comprehensive	income		
	Net unrealized helding gain (loss) on other securities		Foreign currency translation adjustments	Total	Minority interests	Total net assets
Balance at April 1, 2012 Changus arising during year:	\$ 0	\$	(6,507) \$	(6,497) \$	6,071 \$	857,533
Cash dividends						(17,438)
Net income						79,660
Purchase of treasury stock						(21)
Disposition of treasury stock						
Net changes in accounts other than shareholders' equity	128		1,563	1,701	1,446	3.158
Total changes during the year	128	_	1,563	1,701	1,446	65.338
Balance at March 31, 2013	\$ 138	\$	(4.934) \$	(4,795) \$	7,528 \$	922,881

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The accompanying notes to consolidated financial statements are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENTS OF CASH FLOWS

NEC Networks & System Integration Corporation and Consolidated Subsidiaries Years ended March 31, 2013 and 2012

	Millions o		usands of 5. dollars	
			(	note 3)
-	2013	2012		2013
Cash flows from operating activities:				
Income before income taxes and minority interests ¥	12,412 ¥	9,570	\$	131.972
Depreciation and amortization	2,164	1,941		23,009
Impairment loss	165	_		1,754
Amortization of goodwill	81	69		861
Increase (decrease) in allowance for doubtful receivables	(292)	100		(3,105)
Increase in liability for retirement and severance benefits	808	357		8,591
Increase (decrease) in accrued bonuses to directors and corporate auditors	37	(30)		393
Increase (decrease) in accrued losses on sales contracts	991	(37)		10,537
Increase in accrued warranty on products	89	_		946
Interest and dividend income	(52)	(79)		(553)
Interest expense	44	63		468
Loss on disposal of property and equipment	149	50		1.584
(Increase) decrease in notes and accounts receivable	(19.556)	12,861	(	207,932)
Increase in inventories	(2,317)	(948)		(24,636)
Increase (decrease) in notes and accounts payable	5,953	(935)		63,296
Other, net	2,445	(839)		25.997
Subtotal	3.124	22,144		33.216
Interest and dividend received	52	98		553
Interest paid	(45)	(63)		(478)
Income taxes paid	(4,365)	(3,477)		(46,411)
Net cash provided by (used in) operating activities	(1,233)	18,701		(13,110)

(Continued)

	Millions of yen		Thousands of U.S. dollars
_	2013	2012	(note 3) 2013
Cash flows from investing activities:			
Purchase of property and equipment	(1,529)	(1.395)	(16,257)
Proceeds from sale of property and equipment	1	2.5	11
Purchase of intangibles	(1,418)	(1,137)	(15,077)
Purchase of investment securities	(49)	(6)	(521)
Proceeds from sale of investment securities	8	_	85
Loans receivable made	(10)	(17)	(106)
Collection of loans receivable	14	23	149
Purchase of investments in affiliates accounted for by the equity method	(396)		(4.211)
Other, net	(50)	(139)	(532)
Net cash used in investing activities	(3,429)	(2,648)	(36,459)
Cash flows from financing activities:			
Net increase (decrease) in short-term bank loans	552	(1,800)	5,869
Repayments of long-term debt	(3,500)	(500)	(37,214)
Proceeds from long-term debt	3,000	_	31,898
Proceeds from sale and purchase of treasury stock, net	(2)	(3)	(21)
Dividends paid to shareholders	(1,642)	(1,340)	(17,459)
Dividends paid to minority shareholders of subsidiaries	(2)	_	(21)
Other, net	(470)	(335)	(4,997)
Net cash used in financing activities	(2.066)	(3.979)	(21.967)
liffect of exchange rate changes on cash and cash equivalents	77	(98)	819
Net increase (decrease) in cash and cash equivalents	(6,651)	11,975	(70.718)
Cash and cash equivalents at beginning of year	37,586	25,611	399.638
Cash and cash equivalents at end of year ¥	30,935_¥	37.586	\$ 328.921

The accompanying notes to consolidated financial statements are an integral part of these consolidated financial statements.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NEC Networks & System Integration Corporation and Consolidated Subsidiaries March 31, 2013 and 2012

### 1. BASIS OF PREPARATION

NEC Networks & System Integration Corporation (the "Company") and its domestic subsidiaries maintain their books of account in conformity with the financial accounting standards of Japan. Its foreign subsidiaries maintain their books of account in conformity with those of their countries of domicile. The accompanying consolidated financial statements have been compiled from the consolidated financial statements prepared by the Company as required under the Japanese Financial Instruments and Exchange Law and, have been prepared in accordance with accounting principles generally accepted in Japan, which are different in certain respects as to the application and disclosure requirements of IFRSs.

As permitted by the Japanese Financial Instruments and Exchange Law, amounts of less than one million yen have been omitted. As a result, the totals shown in the accompanying consolidated financial statements (both in yen and U.S. dollars) do not necessarily agree with the sum of the individual amounts. Certain amounts in the prior year's consolidated financial statements have been reclassified to conform to the current year's presentation.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### (a) Consolidation

The Company has 14 subsidiaries (companies over which the Company has the ability to control their operations) as of March 31, 2013 (14 subsidiaries as of March 31, 2012) and 1 affiliated company which the company has the ability to exercise significant influence.

The accompanying consolidated financial statements include the accounts of the Company and the significant companies controlled directly or indirectly by the Company. All significant intercompany balances and transactions have been eliminated in consolidation.

Investment in an affiliate is accounted for by the equity method as of March 31, 2013.

The financial statements of the subsidiaries with year ends of December 31 have been used for consolidation. All material transactions that occurred in the periods from such year ends and March 31, the Company's year ends, have been adjusted.

The difference between the carrying amount and the underlying net assets at fair value at the respective dates of acquisition is allocated to identifiable assets and liabilities based on fair market value at the dates of acquisition. The unallocated portion of the difference, which is recognized as goodwill or negative goodwill, is amortized by the straight-line method over a period, up to twenty years, in which the future benefit of each investment is expected.

#### (b) Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into yen at the exchange rates prevailing at the balance sheet dates. All revenues and expenses associated with foreign currencies are translated at the rates of exchange prevailing when such transactions were made. The resulting exchange gain or loss is credited or charged to income.

The revenue and expense accounts of the foreign subsidiaries are translated into yen at the average exchange rates prevailing during the year, and, except for the components of shareholders' equity, the balance sheet accounts are translated at the rates of exchange in effect at the balance sheet date. The components of shareholders' equity are translated at their historical exchange rates. Translation adjustments, except for the portion included in minority interests, are presented as a separate component of net assets in the accompanying consolidated financial statements.

#### (c) Cash equivalents

Cash and cash equivalents include all highly liquid investments – generally with original maturities of three months or less – that are readily convertible to known amounts of cash and have negligible risk of changes in value due to their short maturities.

#### (d) Investment securities

Investment securities other than those in subsidiaries are classified into three categories: trading, held-to-maturity or other securities. Trading securities are measured at fair value and held-to-maturity securities are carried at amortized cost. Marketable securities classified as other securities are measured at fair value with any changes in unrealized holding gain or loss, net of the applicable income taxes, included directly in net assets. Non-marketable securities are reviewed for impairment. An impairment loss is recognized when the fair value of investment securities declines significantly. Cost of securities sold is determined by the moving-average method.

#### (e) Inventories

Work in process is stated at lower of cost or net selling value determined on a specific project basis. Purchased goods and materials are stated at lower of cost or net selling value determined primarily by the moving-average method.

#### (f) Depreciation and amortization

Depreciation of property and equipment is principally computed by the straight-line method.

Significant renewals and improvements are capitalized. Maintenance and repair costs are charged to income.

The useful lives of property and equipment are summarized as follows:

Buildings and structures	3 to 50 years
Machinery and vehicles	2 to 17 years
Furniture and fixtures	2 to 20 years

Intangibles are amortized by the straight-line method over their estimated useful lives. Software for sale is amortized based on projected sales volumes over the estimated effective periods (within 3 years). Software for internal use is amortized by the straight-line method over the estimated useful lives (within 5 years).

#### (g) Allowance for doubtful receivables

The allowance for doubtful receivables is provided at an amount determined based on the historical experience of bad debt with respect to ordinary receivables, and an estimate of uncollectible amounts determined by reference to specific doubtful receivables from customers which are experiencing financial difficulties.

#### (h)Accrued warranty

Accrued warranty is provided for the estimated warranty cost.

#### (i) Accrued losses on sales contracts

Accrued losses on sales contracts are provided for at the amount of estimated losses for work in process at the balance sheet date. Among sales orders of the Company on hand at balance sheet date, for projects in which the estimated cost is expected to exceed the amount of the sales order, such excess costs on sales contracts are accrued.

#### (j) Leases

Leased assets related to finance lease transactions without title transfer are depreciated on a straight-line method, with the lease periods as their useful lives and no residual value.

#### (k) Research and development costs

Research and development costs are charged to income as incurred.

#### (I) Retirement benefits

Accrued employees' retirement benefits are provided mainly at an amount calculated based on the retirement benefit obligation and the fair value of the pension plan assets at the balance sheet dates, as adjusted for the unrecognized actuarial gain or loss and unrecognized prior service benefit or cost. The retirement benefit obligation is attributed to each period by the straight-line method over the estimated years of services of the eligible employees. Actuarial gain or loss is amortized in the subsequent year that it occurs by the straight-line method over the average remaining years of service of the employees. Prior service benefit or cost is amortized beginning the year it is incurred by the straight-line method over the average remaining years of service of the employees.

Certain consolidated subsidiary has unfunded defined benefit pension plans for directors. The provision for the plans has been made in the accompanying consolidated financial statements for vested benefits to which directors are entitled if they were to retire and sever immediately at the balance sheet date.

#### (m) Income taxes

Deferred tax assets and liabilities are determined based on the differences between financial reporting and the tax bases of the assets and liabilities and are measured using the enacted tax rates and laws which will be in effect when the differences are expected to reverse.

#### (n) Derivative financial instruments

Derivatives are recorded at their fair value with any changes in unrealized gain or loss charged or credited to income, except for those which meet the criteria for deferral hedge accounting under which unrealized gain or loss, net of the applicable income taxes, is directly included in the net assets.

#### (o) Revenue recognition

The percentage of completion method is applied if the outcome of the construction activity can be estimated reliably, otherwise the completed-contract method is applied. The percentage of completion as of the end of the reporting period is estimated based on the percentage of the cost incurred to the estimated total cost.

#### (p) Accrued bonuses to directors and corporate auditors

The Company and its domestic consolidated subsidiaries provide accrued bonuses to directors and corporate auditors (except for internal corporate auditors) based on the estimated amounts to be paid in respect of the year.

#### (q) Accounting for consumption taxes

Consumption taxes generally withheld upon sale as well as that paid for purchases of goods or services, are recorded as a liability or an asset, and are excluded from the relevant revenue, costs or expenses.

#### (r) Accounting standards issued but not yet applied

#### Accounting standard for retirement benefits

On May 17, 2012, the ASBJ issued ASBJ Statement No.26, "Accounting Standard for Retirement Benefits" and ASBJ Guidance No.25, "Guidance on Accounting Standard for Retirement Benefits," which replaced the Accounting Standard for Retirement Benefits that had been issued by the Business Accounting Council in 1998 and the other related guidance.

Under the revised accounting standard, actuarial gains and losses and past service costs shall be recognized within net assets in the consolidated balance sheets, after adjusting tax effects, and the funding deficit or surplus shall be recognized as a liability or asset. In addition, the new accounting standard allows a choice for the method of attributing expected benefits to periods of either the straight-line basis or plan's benefit formuta basis. In addition, the determination method of the discount rate was amended.

The Company expects to apply the revised accounting standard from the end of the fiscal year ending March 31, 2014 except for the amendment of the calculation method for present value of defined benefit obligations and current service costs, which will be adopted from the beginning of the fiscal year ending March 31, 2015.

The effect of adoption of this revised accounting standard is now under assessment at the time of preparation of the accompanying consolidated financial statements.

#### (s) Reclassifications

Certain reclassifications have been made to the consolidated financial statements for the year ended. March 31, 2012 to conform to the presentation for the year ended March 31, 2013.

#### 3. U.S. DOLLAR AMOUNTS

The translation of yen amounts into U.S. dollar amounts is included solely for the convenience of readers outside Japan and has been made, as a matter of arithmetic computation only, at \$94.05 = U.S.\$1.00, the approximate rate of exchange on March 29, 2013. The translation should not be construed as a representation that yen have been, could have been, or could in the future be, converted into U.S. dollars at that or any other rate.

#### 4. NOTES MATURING on MARCH 31, 2013 and 2012

As financial institutions in Japan were closed on March 31, 2013 and 2012, notes maturing on March 31, 2013 and 2012 were settled on the following business day.

The following notes are included in the consolidated balance sheets.

	Millions of yea					ousands of S. dollars
		2013		2012		2013
Notes and accounts receivable	Y	255	¥	160	\$	2,711
Notes and accounts payable		53		57		564

#### 5. INVESTMENT SECURITIES

The components of unrealized gain or loss on marketable securities classified as other securities at March 31, 2013 and 2012 are summarized as follows:

			<u>Milli</u>	ons of ye	n			Thou	ls o <u>f U.S. a</u>	<u>dollars</u>		
March 31, 2013		atrying value	Λc	quisition cost		realized in (loss)	(	Carrying value	A	equisition cost		nrealized ain (loss)
Securities whose carrying value exceeds their acquisition cost: Equity securities Subtotal	<u>y</u>	<u>97</u> <u>97</u>	¥	<u>62</u>	¥	34	5	1,031 1,031	\$	<u>659</u> 659	\$	362 362
Securities whose acquisition cost exceeds their carrying value:												
Equity securities		27		40		(12)		2 <b>8</b> 7		425		(128)
Subtotal		27		40		(12)		287		425		(128)
Total	¥	124	<u>¥</u>	103	¥	21	\$	1.318	\$	1.095	\$	223
				ons of yes	_							
March 31, 2012		arrying value	AC	quisition cost		realized n (loss)						
Securities whose carrying value exceeds their acquisition cost: Equity securities	¥	65		51	¥	13						
Subtotal		65		51		13						
Securities whose acquisition cost exceeds their carrying value: Equity securities		34		46		(12)						
Subtotal		34		46		(12)						
Total	¥	99	¥	98	¥ –	1						

Unlisted equity securities of ¥262 million (\$2.786 thousand) and ¥209 million at March 31, 2013 and 2012, are not included in the above table because there is no market value and future cash flows cannot be estimated, therefore it is extremely difficult to measure the fair value.

### 6. INVESTMENT IN AN AFFILIATE

The aggregate carrying amount of investment in an affiliate as of March 31, 2013 is ¥360 million (\$3,828 thousand).

#### 7. INVENTORIES

a) Inventories at March 31, 2013 and 2012 are as follows:

		Millio	ns of	yen	 housands of J.S. dollars
		2013		2012	 2013
Work in process	¥	8,965	¥	6,588	\$ 95,322
Purchased goods and materials		1.408		1,454	14,971
Total	*	10,374	¥	8,043	\$ 110,303

b) Losses from revaluation of lower-of-cost or not selling value for the years ended March 31, 2013 and 2012 are ¥476million (\$5,061 thousand) and ¥621 million, respectively.

c) Losses on sales contracts for the years ended March 31, 2013 and 2012 are ¥1,032 million (\$10,973 thousand) and ¥44 million, respectively.

d) Accrued losses on sales contracts and work in process corresponding to the contract are not offset in the accompanying consolidated balance sheets.

Work in process corresponding to accrued losses on sales contracts at March 31, 2013 and 2012 are as follows:

		Million	Thousands of U.S. dollars			
		2013		2012		2013
Work in process	Ŷ	930	¥	13	\$	9,888

#### 8. IMPAIRMENT LOSS ON FIXED ASSETS

The Company recognized impairment loss for the year ended March 31, 2013 as follows:

Location	Usage	Description	Mil	llions of yen	 ousands of S. dollars
Kawasaki city,	Business	Buildings and structures	Y	46	\$ 489
Kanagawa prefecture	facilities	Furniture and fixtures		57	606
		Other		62	659
		Total	¥	165	\$ 1,754

The fixed assets are grouped according to the classification for management reporting, and idle assets are grouped as an individual property. Impairment loss is recognized as the difference between the carrying amount and the estimated recoverable amount for the assets group which have generated operating losses continuingly.

The net realizable value of the business facilities is estimated by the value in use and is estimated zero because no future eash flow is estimated.

#### 9. GOODWILL

Goodwill at March 31, 2013 and 2012 are recorded in the accompanying consolidated balance sheets under the following captions:

		Millio	ns of	`yen	ousands of .S. dollars
		2013		2012	 2013
Intangibles, net of accumulated amortization	¥	1,080	¥	1,161	\$ 11,483

#### 10. SHORT-TERM BANK LOANS AND LONG-TERM DEBT

Short-term bank loans and long-term debt are unsecured.

The weighted average interest rates of current installments of long-term debt for the both years ended March 31, 2013 and 2012 were approximately 0.9% and long-term debt for the years ended March 31, 2013 and 2012 were approximately 0.8% and 0.7%, respectively.

The annual maturities of the long-term debt at March 31, 2013 are as follows:

	M	Millions of <u>yen</u>		ousands of .S. dollars
Year ending March 31.				
2014	¥	500	\$	5,316
2016		3,000		31,898

As of March 31, 2013, the Group executed a ¥10,000 million (\$106,326 thousand) committed borrowing facility with three domestic banks, and there is no utilization from this facility.

#### 11. INCOME TAXES

Income taxes applicable to the Company and its domestic subsidiaries comprise corporation, enterprise and inhabitants' taxes, which, in the aggregate, resulted in a statutory tax rate of approximately 38.0% and 40.7% for 2013 and 2012, respectively. Income taxes of the foreign subsidiaries are based generally on the tax rates applicable in their countries of incorporation.

The effective tax rates reflected in the consolidated statements of income for the years ended March 31, 2013 and 2012 differ from the statutory tax rate for the following reasons:

·	2013	2012
Statulory lax rate	38.0%	40.7%
Effect of:		
Expenses not deductible for tax purposes	0. <b>9</b>	1.0
Inhabitant tax per capita levy	0.9	1.2
Decrease in valuation allowance	(1.0)	(2.7)
Adjustments of deferred tax assets due to change in statutory tax rate	-	11.2
Other, net	0.3	0.0
Effective tax rate	39.0%	51.4%

				Thousands of
		Millions	of yen	U.S. dollars
		2013	2012	2013
Deferred tax assets:				
Accrued employees' bomises	¥	2,440 ¥	1,850	\$ 25,944
Social security contribution on employees' bonuses		295	246	3.137
Allowance for doubtful receivables		52	153	553
Accrued enterprise tax		343	251	3,647
Loss on revaluation of inventories		1,718	2,048	18,267
Unrealized profit on inventories		19	32	202
Accrued losses on sales contracts		387	10	4,115
Depreciation		416	323	4,423
Software		108	172	1,148
Accrued employees' retirement benefits		6,336	6,068	67,368
Stock dividends		123	123	1,308
Impairment loss on investment securities		89	103	946
Other		816	900	8,676
Subtotal	•	13,147	12.285	139,787
Valuation allowance		(1,115)	(1,251)	(11,855)
Total		12,032	11.034	127,932
Deferred tax liabilities:				
Prepaid employees' retirement benefits		(813)	(587)	(8.644)
Other		(115)	(58)	(1,223)
Total		(929)	(646)	(9,878)
Net deferred tax assets	Ŷ	11,103 Y	10,388	\$ 118,054

Not deferred tax assets and liabilities as of March 31, 2013 and 2012 are reflected in the accompanying consolidated balance sheets under the following captions:

		Millio	ns o:	fyen		iousands of I.S. dollars
		2013		2012	_	2013
Current assets - Deferred tax assets	¥	4,941	¥	4,158	\$	52,536
Investments and other assets - Deferred tax assets		6,179		6,239		65,699
Long-term liabilities – Other liabilities		(17)		(10)		(181)

#### **12. RETIREMENT BENEFIT PLANS**

The Company and certain consolidated subsidiaries have defined benefit plans, covering substantially all employees who are entitled to lump-sum or annuity payments, the amounts of which are determined by reference to their basic rates of pay, length of service, and the conditions under which termination occurs.

And the Company has a defined contribution plan for certain future pension benefits.

The following table sets forth the funded and accrued status of the plans, and the amounts recognized in the consolidated balance sheets as of March 31, 2013 and 2012 for the Company's and the consolidated subsidiaries' defined benefit plans:

	Millions o	Thousands of U.S. dollars	
	2013	2012	2013
Projected benefit obligation	¥ (44,798) ¥	(44,729)	\$ (476,321)
Plan assets at fair value	22,149	19,214	235.502
Unfunded retirement benefit obligation	(22.648)	(25,514)	(240,808)
Unrecognized actuarial loss	11,122	14,658	118,256
Unrecognized prior service benefit	(3,853)	(4,344)	(40,968)
Net amount recognized in the consolidated balance sheets	(15,379)	(15,201)	(163,519)
Prepaid retirement and severance benefits	2,261	1,627	24,040
Accrued employees' retirement benefits	¥ (17,641) ¥	(16,828)	\$ (187,570)

The components of retirement benefit expenses for the years ended March 31, 2013 and 2012 are outlined as follows:

	Millions of yen			Thousands of U.S. dollars	
		2013	2012		2013
Service cost	v	2,082 ¥	1,669	\$	22,137
Interest cost		755	969		8.028
Expected return on plan assets		(467)	(432)		(4,965)
Amortization of actuarial loss		1,451	1,095		15,428
Amortization of prior service benefit or cost		(491)	(491)		(5,221)
Total		3,330	2,810		35,407
Other		327	310		3,477
	Υ	3.658 ¥	3,120	\$	38,894

"Other" is the contribution to the defined contribution plan.

The assumptions used in accounting for the above plans at March 31, 2013 and 2012 are as follows:

	2013	2012
Discount rate	Mainly 1.7%	Mainly 1.7%
Expected rate of return on plan assets	Mainly 2.5%	Mainly 2.5%

### 13. ASSET RETIREMENT OBLIGATIONS

The asset retirement obligations are based on estimated future restoration obligations related to leasehold contracts of head office and other facilities.

The obligations are calculated based on the estimated office rental period of mainly 20 years and discounted rate of 1.7%.

The following table provides Company's total asset retirement obligations for the years ended March 31, 2013 and 2012:

		Millions o	of yen	 ousands of .S. dollars
		2013	2012	 2013
Balance, beginning of year	¥	320 ¥	279	\$ 3,402
Obligations incurred by asset acquisition		44	_	468
Obligations settled		(36)	(15)	(383)
Accretion expense		5	4	53
Revisions in estimated cash flows		—	51	
Balance, end of year	¥	333 ¥	320	\$ 3.541

#### 14. SHAREHOLDERS' EQUITY

Under Japanese laws and regulations, the entire amount paid for new shares is required to be designated as common stock. However, a company may, by resolution of the Board of Directors, designate an amount not exceeding one half of the price of the new shares as additional paid-in capital, which is included in capital surplus.

The Companies Act provides that an amount equal to 10% of distributions from retained earnings paid by the Company and its Japanese subsidiaries be appropriated as a legal earnings reserve. No further appropriations are required when the total amount of the additional paid-in capital and the legal earnings reserve equals 25% of their respective stated capital. The Companies Act also provides that additional paid-in capital and legal earnings reserve are available for appropriations by the resolution of the shareholders. The legal earnings reserve amounted to ¥546 million (\$5,805 thousand) as of both March 31, 2013 and 2012. Legal earnings reserve is included in retained earnings in the accompanying consolidated balance sheets.

Cash dividends charged to retained earnings for the years ended Match 31, 2013 and 2012 represent dividends paid out during those years. The amount available for dividends is based on the amount recorded in the Company's non-consolidated books of account in accordance with the Companies Act.

Movement of treasury stocks was as follows:

	Shares			
	2013			
At beginning of year	46,158	42,922		
Increase - purchase of odd lot shares	1,961	3,646		
Decrease - sale of odd lot shares	—	(410)		
At end of year	48,119	46,158		

#### a) Dividends paid during the year ended March 31, 2012 The following was approved by the Board of Directors held on April 28, 2011.

(a)Total dividends¥646 million(b)Cash dividends per common share¥13(c)Record dateMarch 31, 2011(d)Effective dateJune 2, 2011

The following was approved by the Board of Directors held on October 27, 2011.

(a)	Total dividends	¥696 million
(b)	Cash dividends per common share	¥14
(c)	Record date	September 30, 2011
(d)	Effective date	December 2, 2011

### b) Dividends paid during the year ended March 31, 2013

The following was approved by the Board of Directors held on April 27, 2012.

(a)	Total dividends	¥696 million (\$7,400 thousand)
(b)	Cash dividends per common share	¥14 (\$0.15)
(c)	Record date	March 31, 2012
(d)	Effective date	June 5, 2012

The following was approved by the Board of Directors held on October 25, 2012.

(a)	Total dividends	¥944 million (\$10.037 (housand)
(b)	Cash dividends per common share	¥19 (\$0.20)
(¢)	Record date	September 30, 2012
(d)	Effective date	December 4, 2012

c) Dividends to be paid after March 31, 2013 but the record date for the payment belongs to the year ended March 31, 2013

The following was approved by the Board of Directors held on April 26, 2013.

(a)	Total dividends	¥1,292 million (\$13,737 thousand)
(b)	Dividend source	Retained earnings
(c)	Cash dividends per common share	¥26 (\$0.28)
( <b>d</b> )	Record date	March 31, 2013
(e)	Effective date	June 4, 2013

### 15. CONTINGENT LIABILITIES

At March 31, 2013, the Company was contingently liable as guarantor of indebtedness of the Company's employees in the aggregate amount of \$53 million (\$564 thousand).

### 16. LEASES

Operating leases

Future minimum operating lease payments subsequent to March 31, 2013 and 2012 for non-cancelable operating leases are summarized as follows:

		Millions	s of yen	Thousands of U.S. dollars
		2013	2012	2013
Due within one year	¥	1,974	¥ 1,886	\$ 20,989
Due over one year		2,350	4,129	24,986
Total	¥	4,325	¥ 6,015	\$ 45.986

### 17. SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

The significant components of selling, general and administrative expenses for the years ended March 31, 2013 and 2012 are as follows:

		Millio	ns o	f yen	 ousands of
	_	2013		2012	 2013
Employees salary	¥	11,537	¥	10.556	\$ 122.669
Provision for bonuses to directors and corporate auditors		126		71	1,340
Retirement benefit expenses		1,313		1,065	13,961

### 18. RESEARCH AND DEVELOPMENT COSTS

Research and development costs included in selling, general and administrative expenses amounted to ¥98 million (\$1,042 thousand) and ¥92 million for the years ended March 31, 2013 and 2012, respectively.

### 19. OTHER COMPREHENSIVE INCOME (LOSS)

The reclassification adjustment and the related income tax effects allocated to each component of other comprehensive loss for the years ended March 31, 2013 and 2012 are as follows:

		Millio	ns e	of ven		ousands of S. dollars
		2013		2012		2013
Net unrealized holding gain on other securities:						
Unrealized holding loss arising during the year	¥	19	¥	(3)	\$	202
Reclassification adjustment for gam/loss realized in net income	_					_
Before tax amount		19		(3)		202
'fax henefit	_	(7)		<u> </u>		(74)
Net-of-tax amount		12	-	(1)	_	128
Foreign currency translation adjustments:						
Foreign currency translation adjustments arising during the year		208		(170)		2,212
Reclassification adjustment for gain/loss realized in net income		—		_		
Before tax amount		208		(170)		2,212
Tax benefit		0		55		0
Net-of-tax amount		208		(114)		2,212
Total other comprehensive income (loss)	¥	221	¥	(116)	\$	2,350
20. AMOUNTS PER SHARE						
			(en		<u> </u>	S. dollars
		2013		2012		2013
Net income per share	¥	150.67	¥	92.36	\$	1.60
Net assets per share		1,731.29		1,610.38		18.41

Net income per share is computed based on the net income available for distribution to shareholders of common stock and the weighted-average number of shares of common stock outstanding during the year. There is no equity instruments issued that has dilutive effect on earnings per share. Amounts per share of net assets are computed based on net assets available for distribution to the

shareholders and the number of shares of common stock outstanding at the year end.

### 21. FINANCIAL INSTRUMENTS

### Conditions of Financial instruments

### (1) Management policy

The Group makes short-term deposits or high-security financial instruments for fund management purposes. The Group finances funds for capital expenditure plans mainly through bank loans.

The Group utilizes derivative financial instruments to bedge various risks as described in detail below and does not enter into derivatives for trading or speculative purposes.

### (2) Financial instruments and risks

The notes and accounts receivable are exposed to credit risk of customers. Operating receivables and payables denominated in foreign currencies are exposed to foreign currency fluctuation risk.

Marketable and investment securities, except for short-term investments, are held for business and capital alliances with business associates, and are exposed to stock market fluctuation risk.

Maturities of notes and accounts payable are within one year.

Long-term debt and lease obligations are for financing funds for capital expenditure and their maximum maturities are 5 years and 5 and half years after the balance sheet date for the years ended March 31, 2013 and 2012, respectively. All of the obligations are with fixed interest rates and are not exposed to interest rate risk.

In order to hedge the foreign exchange rates fluctuation risk associated with the operating receivables and payables denominated in foreign currencies, forward foreign exchange contracts are used. Hedge accounting is applied for certain derivative transactions. Please refer to note 2(m).

### (3) Financial instruments risk management

### 1) Credit risk

To mitigate and quickly capture the collectability issues, the Group regularly monitors customers' credit status, and performs due date controls and balance controls for each customer.

When the Group utilizes derivatives or deposits money and purchases securities for eash management purposes, to mitigate the counterparty risk, the counterparties to these transactions are financial institutions with high credit ratings.

### 2) Market risk

The Group comprehends the foreign currency fluctuation risk by currency and by month, and to mitigate the risk, the Group enters into a forward exchange contract for hedging the cash flow fluctuation risk associated with operating receivables and payables denominated in foreign currencies. To mitigate the stock market fluctuation risk, the Group regularly monitors a stock price and a business associate's financial status, and continuously considers whether the Group holds the stock. Derivative transactions entered into by the Group are in accordance with the policies and rules which provide risk management, approvals, reports and verifications.

### 3) Liquidity risk

To mitigate the liquidity risk, the Group prepares and updates a funds management plan on a timely basis, and maintains an appropriate level of liquidity which is total of cash and cash equivalents and unused committed lines.

### (4) Supplemental explanation regarding fair value of financial instruments

Fair value of financial instruments are measured based on the quoted market price, if available, or reasonably assessed value if a quoted market price is not available. Fair value of financial instruments which quoted market price is not available is calculated based on certain assumptions, and the fair value might differ if different assumptions are used. In addition, the contract amount of the derivative transactions described below in note 22, DERIVATIVES does not represent the market risk of the derivative transactions.

### (5) Concentration of credit risk

At March 31, 2013 and 2012, 37% and 43% of operating receivables are receivables from a certain major customer, respectively.

### Fair value of financial instruments

The carrying amount on the consolidated balance sheets, fair value, and differences as of March 31, 2013 and 2012 are as follows.

Financial instruments, of which it is extremely difficult to measure the fair value, are not included. (Please see "(2) Financial instruments of which the fair value is extremely difficult to measure")

			Mil	llions of ye	n		Thousands of U.S. dollars						
March 31, 2013		Carrying amount		Fair value		Differences		Carrying amount		air value	Di	ifferences	
Assets: (1) Cash and cash equivalents (2) Notes and accounts receivable (3) Investments securities: Other securities	¥	30,935 93,039 124	¥	30,935 93,039 124	¥		\$	328,921 989,250 1,318	\$	328.921 989,250 1,318	\$	 	
Total	¥	124,098	Y	124,098	¥		\$	1,319,490	5	1,319,490	5	_	
Liabilities: (1) Notes and accounts payable (2) Short-term bank loans (3) Current installments of long-term debt (4) Long-term debt	¥	36.404 599 500 3,000	¥	36.404 599 500 3,002	¥	 2	\$	387,071 6,369 5,316 31.898	\$	387,071 6,369 5,316 31,919	\$	  21	
Total	¥	40,503	¥	40,505	<u>y</u>	2	\$	430,654	\$	430.675	5	. 21	
Derivative transactions	¥	0	¥	0	¥		\$	0	\$	0	<u>s</u>		

	_		Mil	lions of ye	en 👘	
March 31, 2012	(	Carrying amount	F	air value	Dif	ferences
Assets:						
<ol> <li>Cash and cash equivalents</li> </ol>	Υ	37,586	Y	37.586	¥	
(2) Notes and accounts receivable		73,193		73,193		—
(3) Investments securities:						
Other securities		99		99		-
Total	¥	110.879	¥	110,879	Y	_
Liabilities:						
(1) Notes and accounts payable	¥	30.321	¥	30,321	¥	_
(2) Short-term bank toans		_		_		_
(3) Current installments of		2 600		5 600		
long-term debt		3,500		3,500		_
(4) Long-term debt		500		504		4
Total	Ŷ	34,321	Ŷ	34,325	v	4
Derivative transactions	¥	2	¥	2	¥	_

. .....

\* Derivative receivables and liabilities are on net basis.

(1) Fair value measurement of financial instruments

Assets:

1) Cash and cash equivalents

The carrying amount approximates fair value because of the short maturity of these instruments.

2) Notes and accounts receivable

The carrying amount approximates fair value because of the short maturity of these instruments.

3) Investment securities

The fair value of equity securities is calculated by quoted market price. Please see note 5. INVESTMENT SECURITIES for information by category.

Liabilities:

1) Notes and accounts payable

The carrying amount approximates fair value because of the short maturity of these instruments.

2) Short-term bank loans

The carrying amount approximates fair value because of the short maturity of these instruments.

3) Current installments of long-term debt The carrying amount approximates fair value because of the short maturity of these instruments.

4) Long-term debt

Fair value of long-term debts is based on the present value of future cash flows discounted using the current borrowing rate for similar debt of a comparable maturity.

Derivative transactions: Please see note 22. DERIVATIVES.

### (2) Financial instruments of which the fair value is extremely difficult to measure

		Millio	ns of	f yen		ousands of .S. dollars	
		2013		2012		2013	
Unlisted equity securities	¥	262	¥	209	\$	2,786	
Investment in an affiliate		360		_		3,828	

(3) Projected future redemption of monetary claim and securifies with maturities at March 31, 2013

		Millions of yen									
		Due within one year	_	Due after one year through five years		Due after five years through ten years		Due after ten years			
Cash and cash equivalents Notes and accounts receivable	¥ 30,935 ¥ 93,039		¥		¥	_	¥				
	¥	123,974	¥	_	¥	_	¥	_			
	Thousands of U.S. dollars										
		Due within one year	_	Due after one year through five years		Due after five years through ten years		Due after ten years			
Cash and cash equivalents Notes and accounts receivable	\$	328,921 989,250	\$	_	\$		\$				

(4) The annual maturities of the long-term debt and other interest-bearing debt at March 31, 2013

						Million	s of	f yen				
	-	Due within one year		Oue after one year through two years		Due after two years through three years		Due after three years through four years		Due after four years through five years		Due afte five year
Sbort-term bank loans Long-term debt	¥	599 500	¥	<b>.</b>	¥	3,000	¥	<u> </u>	¥		Y	_
Ų						housands o	fU	.S. dollars				
				Due atter one year		Due after two years		Due after three years		Due after four years		
	Г. 	Due within one year	_	two years		through three years		through four years	_	through five years		Due afte five year
Short-term bank loans Long-term debt	\$	6,369 5,316	\$	_	\$	 31.898	\$		\$		\$	_

### 22. DERIVATIVES

The Company has entered into forward exchange contracts with major Japanese banks in order to manage certain risks arising from adverse fluctuations in foreign currency exchange rates.

At March 31, 2013 and 2012, the disclosure of fair value information for derivatives which is not accounted for as hedges are as follows:

			Millie	ns of ye	n	Thousands of U.S. dollars						
March 31, 2013		ntract nount	Fair value		Valuation gain		Contract amount		Fair value			luation zain
Forward exchange contracts: To buy foreign currency:												
U.S. dollars	¥	18	¥	(0)	¥	(0)	\$	191	\$	(0)	8	(0)
Total	¥	18	¥	(0)	۷	(0)	\$	191	\$	(0)	\$	(0)
			Millio	ns of ye	m							
March 31, 2012		miract nount	Fai	r value		luation gain						
Forward exchange contracts: To buy foreign currency:												
U.S. dollars	Y	27	Y	2	Y	2						
Pound Sterling		2		0		0						
Total	¥	- 30	¥	2	¥	2						

The fair value of forward exchange contracts is computed based on quotes from counterparties.

### 23. RELATED PARTY TRANSACTIONS

The Company's outstanding common stock was owned by NEC Corporation by 51.42% and 51.43% at March 31, 2013 and 2012, respectively.

Balances with NEC Corporation at March 31, 2013 and 2012, and related transactions for the years then ended are summarized as follows:

		Millie	ns of	yen	-	housands of
		2013		2012		2013
Construction and maintenance of network						
system:						
Transactions:						
Sales	¥	85,092	¥	77,723	\$	904,753
Balances:						
Accounts receivable	Y	34,429	¥	30,806	\$	366,071
Advances received		440		229		4,678
Purchases of communication device:						
Transactions:						
Purchases	¥	34,763	¥	32,164	\$	369,623
Balances:						
Accounts payable	¥	9,913	¥	7,360	\$	105.401

NEC Fielding, Ltd is a subsidiary of NEC Corporation as at March 31, 2013 and 2012. Balances with the company at March 31, 2013 and 2012, and related transactions for the years then ended are summarized as follows:

		Millio	ns of y	/en		ousands of .S. dollars
		2013		2012		2013
Construction and maintenance of network						
system:						
Transactions:						
Sales	¥	1,828	¥	1,483	S	19,436
Balances:						
Notes receivable	¥	200	¥	104	\$	2,127
Accounts receivable		458		344		4,870
Advances received		12		16		128
Purchases of communication device:						
Transactions:						
Purchases	¥	978	¥	1,138	\$	10,399
Balances:						
Accounts payable	¥	288	¥	277	\$	3,062

NEC Communication Systems, Ltd is a subsidiary of NEC Corporation as at March 31, 2013 and 2012. Balances with the company at March 31, 2013 and 2012, and related transactions for the years then ended are summarized as follows:

		Millio	ns of y	( <b>Ç</b> 3)	 ousands of .S. dollars
		2013		2012	2013
Construction and maintenance of network					
system:					
Transactions:					
Sales	¥	3.333	¥	3,350	\$ 35,439
Balances:					
Accounts receivable	¥	727	¥	780	\$ 7,730

NEC Engineering, Ltd is a subsidiary of NEC Corporation as at March 31, 2013 and 2012. Balances with the company at March 31, 2013 and 2012, and related transactions for the years then ended are summarized as follows:

		Millio	nsofy	en		ousands of
		2013		2012		2013
Construction and maintenance of network						
system: Transactions:						
Sales	¥	1.368	¥	1.447	\$	14.545
	7	1,308	1	1,441	φ	14,040
Balances: Accounts receivable	¥	543	¥	557	\$	5,774

NEC Facilities, Ltd is a subsidiary of NEC Corporation as at March 31, 2013 and 2012. Balances with the company at March 31, 2013 and 2012, and related transactions for the years then ended are summarized as follows:

			ousands of .S. dollars			
		2013		2012		2013
Rental of a buildings:						
Transactions:						
Lease deposit payment	¥	122	¥	22	5	1,297
Lease deposit repayment		130				1,382
Balances:						
Lease deposit	¥	1,582	¥	1.589	\$	16,821

NEC Magunus Communications, Ltd was a subsidiary of NEC Corporation as at March 31, 2012. Balances with the company at March 31, 2012, and related transactions for the year then ended are summarized as follows:

		Millions of yen
Construction and maintenance of network	-	
system:		
Transactions:		
Sales	Y	839
Balances:		
Accounts receivable	¥	173

### 24. SEGMENT INFORMATION

The reported segments of the Company are the business units for which the Company is able to obtain respective financial information separately in order for the Board of Directors to conduct periodic investigation to determine distribution of management resources and evaluate their business results.

"Enterprises networks business", "Carrier networks business" and "Social infrastructures business" are the Company's reported segments. The Company summarized business segments which have similar economic features and are based on the operational headquarters by services which are units for performance management into the reported segments.

Enterprises networks business mainly renders Service Integration relating to ICT Solution for enterprises. The segment renders total office solution which includes support for security or environment issues by using the ITC, operation, monitoring and providing outsourcing service of the total office solution and providing cloud services by own data center.

Carrier networks business mainly renders Service Integration relating to ICT Foundation for carriers. The segment renders SI services relating to large-scale and wide-range ICT Foundation and data center of carrier grade and operation and monitoring service of the SI services.

Social infrastructures business mainly renders Service Integration relating to SI services of ICT Infrastructure for governments or public-interest corporations (broadcasters, electric companies, etc.) and related operation and monitoring service, and provides construction of communication.

Segment sales, income, assets and others are calculated by accounting methods similar to those employed to prepare the accompanying consolidated financial statements.

		Millions of yen									
March 31, 2013		Enterprise networks	Carrier networks	Social infrastructures	Others	Adjustments	Total				
<ul> <li>(1) Sales to third parties</li> <li>(2) Intersegment sales</li> </ul>	¥	85,338¥	54,732 A	f 80.935 ¥	14,709 ¥	_ ¥	235,716				
Total	¥	<u>85,338</u> ¥	54.732	80.935 ¥	14,709¥	¥	235,716				
Segment income	¥	7,368 ¥	6,306	6.162_Υ	<u> </u>	<u>(7,751)</u> ¥	12,483				
Segment assets	¥	<u>33,620</u> ¥	21,824	€ <u>51.357</u> ¥	10,235 ¥	¥	168.295				
Others: Depreciation and amortization Purchases of property	¥	858 ¥	184 )	4 109 ¥	70 ¥	94] ¥	2,164				
and equipment, and intangible assets Investments in an		976	115	149	357	1,934	3,533				
affiliate accounted for by the equity method		360					.360				
				Thomsonds of	ELLS dollare						
		Enterprise	Carrier		f U.S. dollars						
March 31, 2013	_	Enterprise networks	Carrier networks	Thousands of Social infrastructores	f U.S. dollars Others	Adjustments					
Sales: (1) Sales to third parties (2) Intersegment sales		networks 907.368 \$	nctworks 581,946 S	Social infestinctores 860.553 \$ 	Others 156,396 5 —	\$ \$	2.506,284				
Sales: (1) Sales to third parties	\$	networks	networks	Social infrastructures 860,553 \$ 	Others 156,396 5 —						
Sales: (1) Sales to third parties (2) Intersegment sales		networks 907.368 \$	nctworks 581,946 S	Social infrastructures 860,553 \$ 	Others 156,396 5 —	s	2.506,284				
Sales: (1) Sales to third parties (2) Intersegment sales Total	\$	networks 907,368 \$ 907,368 \$	nctworks 581,946 5 581,946 5	Social infrastructures 860,553 \$ 860,553 \$ 6 65,518 \$	Others 156,396 S 5	\$ \$ \$ \$	2.506,284				
Sales: (1) Sales to third parties (2) Intersegment sales Total Segment income Segment assets Others: Depreciation and amortization Purchases of property	5 5 5 \$	networks 907.368 \$ 907.368 \$ 907.368 \$ 78.341 \$	nctworks 581,946 5 581,946 5 581,946 5 67,049 5	Social infrastructures 860,553 \$ 860,553 \$ 6 65,518 \$ 6 546,061 \$	Others 156,396 S <u>156,396</u> S <u>4,211</u> S	\$ \$ \$ \$	2.506,284 				
Sales: (1) Sales to third parties (2) Intersegment sales Total Segment income Segment assets Others: Depreciation and amortization	5 5 5 \$	networks 907.368 \$ 907.368 \$ 907.368 \$ 78.341 \$ 357.469 \$	nctworks 581,946 \$ 581,946 \$ 67,049 \$ 232,047 \$	Social infrastructures 860,553 \$ 860,553 \$ 6 65,518 \$ 6 546,061 \$	Others 156,396 \$ 156,396 \$ 156,396 \$ 4,211 \$ 108,825 \$	\$ \$ \$ \$ \$ \$	2.506,284 2,506,284 132,727 1,789,421				

The reported segment information for the Company and its consolidated subsidiaries for the years ended. March 31, 2013 and 2012 are summarized as follows:

				Mil	ion	s of yen		
March 31, 2012 Sales:		Enterprise networks	Carrier networks	Social Infrastructure	<u>es</u>	Others	Adjustments	Total
(1) Sales to third parties	¥	80,722 ¥	46,716	64,518	¥	12,700 ¥	— ¥	204,658
(2) Intersegment sales		—	<u>~</u>		_	_	_	-
Total	¥	80,722 ¥	46.716	64.518	¥_	<u>12,700</u> ¥	¥	204.658
Segment income	¥	7,594_¥	4.941 🕯	£ <u>3.576</u>	_¥	<u>313</u> ¥	<u>(6.678)</u> Y	9,747
Segment assets	¥	<u>31,024</u> ¥	17,209 ¥	4 34,607	_¥	<u>    10.079   </u> ¥	56,785 ¥	149,707
Others: Depreciation and amortization Purchases of property and equipment, and	¥	77 <u>2</u> ¥	220 ¥	f 95	¥	136 ¥	716 ¥	1,941
intangible assets		1,338	190	145		127	1,429	3,232

Notes:

 "Others" includes Toyo Networks & System Integration Co., Ltd. and purchases of information and telecommunications equipment, etc., which are not included in reported segments.

- "Adjustments" of ¥7.751 million (\$82.414 thousand) and ¥6.678 million in segment income for the years ended March 31, 2013 and 2012, respectively are mainly administrative operation expenses.
- "Adjustments" of ¥51,256 million (\$544.987 thousand) and ¥56,785 million in segment assets at March 31, 2013 and 2012, respectively mainly consist of surplus funds (cash and deposits), land, long-term deposits and assets relating to the administrative operations of the parent company.
- Segment income is adjusted with operating income in the consolidated statements of income.
- 5. "Depreciation and amortization" and "Purchases of property and equipment, and intangible assets" include long-term prepaid expenses and its amortization.

### **Related information**

Related segment information for the years ended March 31, 2013 and 2012 are as follows:

- (1) Information by products and services
  - Please refer to the reported segment information.
- (2) Geographical information
- 1) Sales

Disclosures are omitted because sales to Japanese customer are over 90% of sales in the consolidated statements of income.

2) Property and equipment

Disclosures are omitted because property and equipment located in Japan are over 90% of property and equipment in the consolidated balance sheets.

### (3) Information by major customers

• •		Millio	ns of ;	yen	Thousands of U.S. dollars
		2013		2012	2013
Customer name:	_				
NEC Corporation					
Sales	¥	86,079	¥	78.594	\$ 915,247

Above sales are related to the "Enterprise networks" segment. "Carrier networks" segment and "Social infrastructures" segment.

# Information of impairment loss on fixed assets by reported segments for the years ended March 31, 2013 and 2012

				Millions	of yen		
March 31, 2013		Enterprise networks	Carrier networks	Social Infrastructures	Others	Adjustments	Total
Impairment loss	¥	— ¥	— ¥	— ¥	165 ¥	— Υ	165
				Thousands of	U.S. dollars		
March 31, 2013	-	Enterprise networks	Carrier networks	Social infrastructures	Others	Adjustments	Total
Impairment loss	S	_ s	\$	\$	1,754 \$	S	1,754

Not applicable for the year ended March 31, 2012.

# Information of amortization of goodwill and balances of goodwill by reported segments as of and for the years ended March 31, 2013 and 2012

	Millions of yen											
March 31, 2013		Enterprise networks		Carrier networks		Social infrastructores	Others	i	/	djusimenis	;	Total
Amortization of goodwill	Y	21	¥		¥	— ¥	6	0	¥	_	¥	81
Balances as of goodwill		358		_		_	72	2		_		1,080
						Thousands of	C.S. dol	lars				
March 31, 2013		Enterprise networks		Carrier networks		Social infrastructures	Others		٨	alju stenents	;	Total
Amortization of goodwill	\$	223	\$	_	\$	\$	63	8	s		s	861
Balances as of goodwill		3,806		_		_	7,67	7		—		11,483
						Millions	of yen					
March 31, 2012	-··-	Enterprise networks	-	Carrier networks	-	Social Infrastructures	Others	<u>.</u>	.0	djustments	<u>.</u>	Total
Amortization of goodwill	¥	21	¥		¥	¥	6	0 1	¥	_	¥	81
Balances as of goodwill		379				<u> </u>	78	2				1,161

Negative goodwill incurred by reported segments for the years ended March 31, 2013 and 2012 Not applicable.

### 25. SUBSEQUENT EVENTS

The Company resolved at the Board of Directors meeting held on February 13, 2013 to succeed the system engineering business of NEC Mobiling Ltd. through a simplified absorption-type corporate split. The system engineering business comprised area surveys, area designing and optimization, installation works, testing and maintenance related to the mobile base stations. The Company entered into a corporate split agreement with NEC Mobiling Ltd. on February 13, 2013 and the corporate split was consummated on April 1, 2013.

### 1. Outline of the corporate split

(1) Corporate split date

### April 1, 2013

As this corporate split meets the provisions regarding a simplified absorption-type corporate split stipulated under Article 796. Paragraph 3 and Article 784, Paragraph of the Companies Act of Japan for the Company and NEC Mobiling Ltd., respectively, the corporate split does not require either company for a resolution of the shareholders' meeting.

### (2) Corporate split method

Under this corporate split, the Company is the succeeding company and NEC Mobiling Ltd. is the splitting company.

### (3) Corporate split objectives

The Company's advantage in the mobile base stations business is a construction and NEC Mobiling Ltd's advantage in the base stations business is an upper process such as area surveys, area designing and optimization and maintenance service. Through the corporate split, human resource, technology and knowhow in the mobile base stations business is concentrated and value chain is reinforced, and the Company aims to farther expand its business by strengthening comprehensive services for all networks from mobile base stations to backbone networks.

### 2. Outline of the applied accounting method

This corporate split was accounted for as a "transaction under common control" in accordance with the "Accounting Standards for Business Combinations" (ASBJ Statement No. 21, December 26, 2008) and the "Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestures" (ASBJ Guidance No. 10, December 26, 2008).



### Independent Auditor's Report

To the Board of Directors of NEC Networks & System Integration Corporation:

We have audited the accompanying consolidated financial statements of NEC Networks & System Integration Corporation, and its consolidated subsidiaries , which comprise the consolidated balance sheets as at March 31, 2013 and 2012, and the consolidated statements of income, statements of comprehensive income, statements of changes in net assets and statements of cash flows for the years then ended , and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated linancial statements in order to design audit procedures that are appropriate in the circumstances, while the objective of the financial statement audit is not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinian

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of NEC Networks & System Integration Corporation and its consolidated subsidiaries as at March 31, 2013 and 2012, and their financial performance and cash flows for the years then ended in accordance with accounting principles generally accepted in Japan.

### **Convenience Translation**

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended. March 31, 2013 are presented solely for convenience. Our audit also included the translation of yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 3 to the consolidated financial statements.

KPMG AZSA LLC

June 25, 2013 Tokyo, Japan

# Global Network (As of March 31, 2013)

## **Head Office**

2-6-1 Koraku, Bunkyo-ku, Tokyo 112-8560, Japan Tel: +81-3-6699-7000 Fax: +81-3-6699-7405

## **Major Domestic Regional Offices**

Higashinihon, Nakanihon, Kansai, Nishinihon, Hokkaido, Tohoku, Shin-etsu, Kitakanto, Kanagawa, Chubu, Shizuoka, Hokuriku, Keiji, Kobe, Chugoku, Shikoku, Kyushu

### **Subsidiaries and Affiliates**

### Toyo Networks & System Integration Co., Ltd.

Head office: Kanagawa, Japan Established: May 2005 Capitalization: ¥400 million Voting rights: 100.0% Subsidiaries: Toyo Alphanet Co., Ltd. TNSi Europe GmbH

### Nichiwa Co.

Head office:Hyogo, JapanEstablished:January 1953Capitalization:¥50 millionVoting rights:100.0%

### **Q&A** Corporation

Head office: Tokyo, Japan Established: July 1997 Capitalization: ¥897 million Voting rights: 55.9% Subsidiaries: DAIICHI AD SYSTEM Co., Ltd. Net Life Partner Corporation (NLP) ARKPOWER Co., Ltd.

# NEC Networks & System Integration Engineering, Ltd.

Head office:Tokyo, JapanEstablished:October 1992Capitalization:¥50 millionVoting rights:100.0%

# NEC Networks & System Integration Services, Ltd.

Head office: Tokyo, Japan Established: July 1988 Capitalization: ¥60 million Voting rights: 100.0%

### **NESIC** Ascerent, Ltd.

Head office: Tokyo, Japan Established: June 1951 Capitalization: ¥20 million Voting rights: 100.0%

### **NESIC BRASIL S/A**

Head office: Sao Paulo, Brazil Established: November 1976 Voting rights: 87.4%

### NESIC (Thailand) Ltd.

Head office: Bangkok, Thailand Established: March 1991 Voting rights: 49.0%

### **NESIC PHILIPPINES, Inc.**

Head office: Manila, Philippines Established: April 1991 Voting rights: 100.0%

### NESIC (GUANGZHOU) Co., Ltd.

Head office: Guangzhou, China Established: August 1998 Voting rights: 100.0%

# Networks & System Integration Saudi Arabia Co. Ltd.

Head office: Al-Khobar, Saudi Arabia Established: April 2006 Voting rights: 95.0%

### Certifications

### ISO9001: 2008

Certificate No. : JQA-0471

### ISO14001: 2004

Certificate No. : JQA-EM0640

### ISO/IEC27001: 2005

100/1202/001.	2000
Certificate No. :	C03J0025
Organization :	Office Service Division
	(SI & Services Operations Unit)
	(Security Control Center)
Certificate No. :	JQA-IM0190
Organization :	Office Service Division
	(SI & Services Operations Unit)
	(Service Infrastructure
	Construction Department)
	(Network Service & Operation
	Department)
Certificate No. :	JQA-IM0351
Organization :	Service Infrastructure Division
	(SI & Services Operations Unit)
	(ICT Help Desk Service Department)
	(Remote Operation Service Department)
Certificate No. :	BSKS0027
Organization :	Public Infrastructure Systems
	Division (Network Infrastructures
	Operation Unit) *as of March 31, 2013
Certificate No. :	JQA-IM1086
Organization :	Fire & Disaster Prevention
	Systems Division
	(Network Infrastructures Operation Unit)
Certificate No. :	JQA-IM1013
Organization :	Kansai 1st Service Center
	(Regional Operations Unit)
	Kansai 2nd Service Center
	(Regional Operations Unit)
	Kansai SI Department
	(Regional Operations Unit)
	*as of March 31, 2013

### ISO/IEC 20000-1:2011

Certificate No. :	JQA-IT0037
Organization :	Office Service Division
	Customer Engineering Division
	Service Infrastructure Division
	(SI & Services Operations Unit

## Privacy Mark

Certificate No. : 21000053

#### BS25999-2: 2007

(Business Continuity Management System)					
Certificate No. :	BCMS539922				
Certified Organization :	NEC Group				
Scope of the Company's Certification:					
Operation and Maintenance Business					
(Unified Communication Network in Tokyo)					
Carrier Operation and Maintenance Business					

# Investor Information (As of March 31, 2013)

### **Corporate Data**

Comorata Nama	NEC Natworks & System Integration Corporation		
Corparate Name	NEC Networks & System Integration Corporation		
Established	December 1, 1953		
	(registered as a stock company on November 26, 1953)		
Number of Employees	4,530 (Non-consolidated)		
	6,024 (Consolidated)		
URL	http://www.nesic.co.jp/english/		
Listing	Tokyo Stock Exchange, First Section		
Ticker Code	1973		
Fiscal Year	April 1 - March 31		
	Annual meeting held in June		
Common Stock Authorized	100,000,000 shares		
Issued	49,773,807 shares		
Number of Shareholders	9,272		
Transfer Agent	Sumitomo Mitsui Trust Bank, Limited		
-	1-4-1, Marunouchi, Chiyoda-ku, Tokyo 100-8233, Japan		
Independent Auditors	KPMG AZSA & Co.		

## **Composition of Shareholders**



# **Monthly Stock Price Range**

# **Major Shareholders**

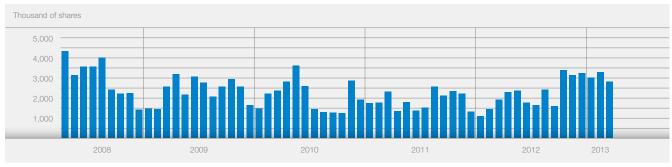
Name of Shareholder	Number of Shares Held (Thousands)	Percentage of Total Shares Outstanding <sup>2</sup>
NEC Corporation	19,106	38.42%
Japan Trustee Services Bank, Ltd. <sup>1</sup> (Sumitomo Mitsui Trust Bank, Limited beneficiary trust account, NEC Corporation retirement benefit trust account)	6,400	12.87%
Japan Trustee Services Bank, Ltd. (Trust account)	3,502	7.04%
The Master Trust Bank of Japan, Ltd. (Trust account)	1,892	3.81%
Sumitomo Realty & Development Co., Ltd.	1,200	2.41%
Japan Trustee Services Bank, Ltd. (Trust account 9)	928	1.87%
Employees' Stock Ownership Plan	724	1.46%
CMBL S . A . Re Mutual Funds	685	1.38%
Mellon Bank, N.A. As Agent For Its Client Mellon Omnibus US Pension	665	1.34%
The Chase Manhattan Bank , N.A. London Secs Lending Omnibus Account	630	1.27%

#### Notes

- Shares held by Japan Trustee Services Bank, Ltd. (Sumitomo Mitsui Trust Bank, Limited beneficiary trust account, NEC Corporation retirement benefit trust account) give NEC Corporation material voting rights because NEC Corporation has contributed shares of the Company to its retirement benefit trust. The percentage of material voting rights held by NEC Corporation as of March 31, 2013 was 51.42%.
- 2 The percentage of total shares outstanding is calculated based on the number of shares excluding treasury stock (48,219 shares).



## **Monthly Trading Volume**



# **NEC** NEC Networks & System Integration Corporation

2-6-1 Koraku, Bunkyo-ku, Tokyo 112-8560, Japan http://www.nesic.co.jp/english/

