Empowered by Innovation

# Financial Results for 3Q for the FY2009 ending March 2010

#### January 28, 2010 NEC Networks & System Integration Corporation



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

Factors affecting results are not limited to the ones mentioned above.





## Summary

Achieved record profit by accelerating management innovation activities

#### Sales decreased but focusing areas were steady

-Local info. network, firefighting/disaster-prevention networks for governments

-"EmpoweredOffice (EO)" office activation solution, Support Services

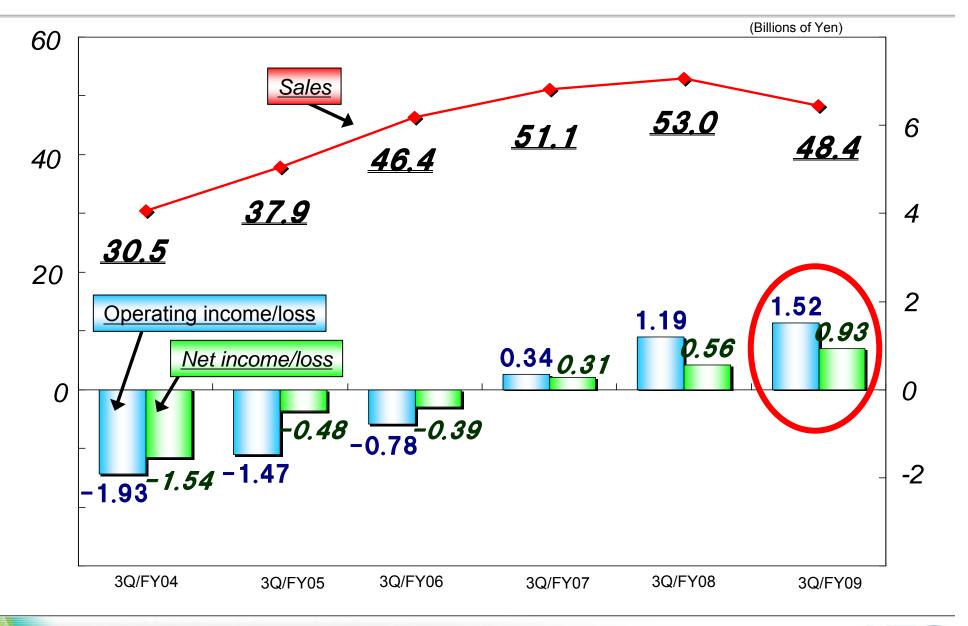
-Recent order trends in the Tokyo area point toward a recovery from the fourth quarter

(Billions of Yen)	3Q/FY08 (Oct-Dec)	3Q/FY09 (Oct-Dec)	YoY	1-3Q/FY08 (Apr-Dec)	1-3Q/FY09 (Apr-Dec)	YoY
Order Receipts	57.5	49.1	-14.6%	183.3	159.0	-13.3%
Net Sales	53.0	48.4	-8.7%	168.1	147.6	-12.2%
Gross Profit	7.2	7.0	-0.2	23.1	21.7	-1.4
(to Sales)	(13.6%)	(14.5%)	+0.9pt	( <i>13.8%</i> )	( <b>14.7%</b> )	+0.9pt
Operating Income	1.19	1.52	0.33	5.33	4.76	-0.56
(to Sales)	(2.2%)	( <b>3.1</b> %)	+0.9pt	(3.2%)	( <i>3.2%</i> )	+0.0pt
Ordinary Income	0.97	1.65	0.68	5.41	4.98	-0.43
Net Income	0.56	0.93	0.37	3.05	2.86	-0.19
(to Sales)	(1.1%)	( <b>1.9</b> %)	+0.8pt	( <b>1.8</b> %)	( <b>1.9</b> %)	+0.1pt





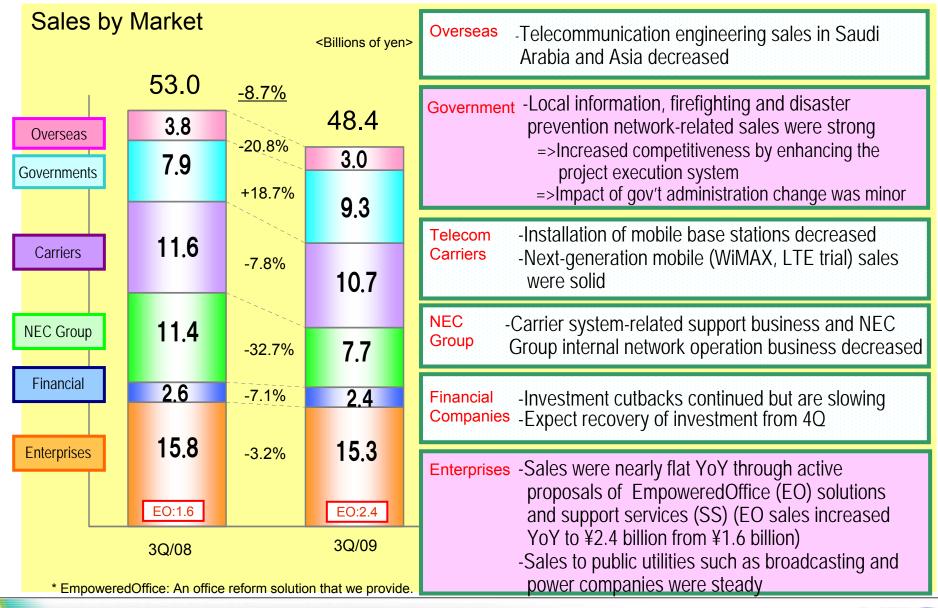
#### 3Q Sales & P/L Record







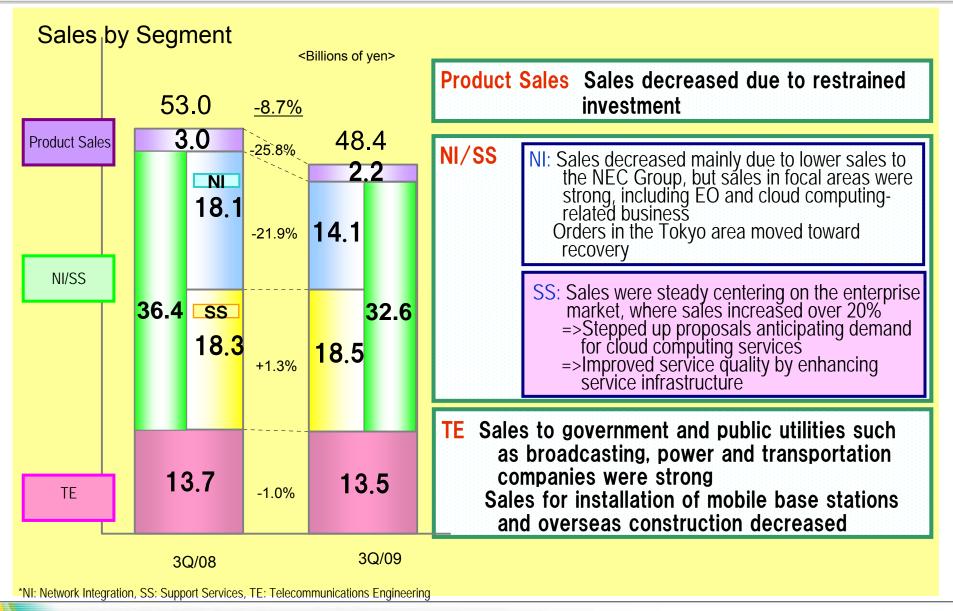
## 3Q/FY2009 Sales by Market







## 3Q/FY2009 Sales by Segment

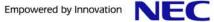




## Major achievements of 3Q FY2009

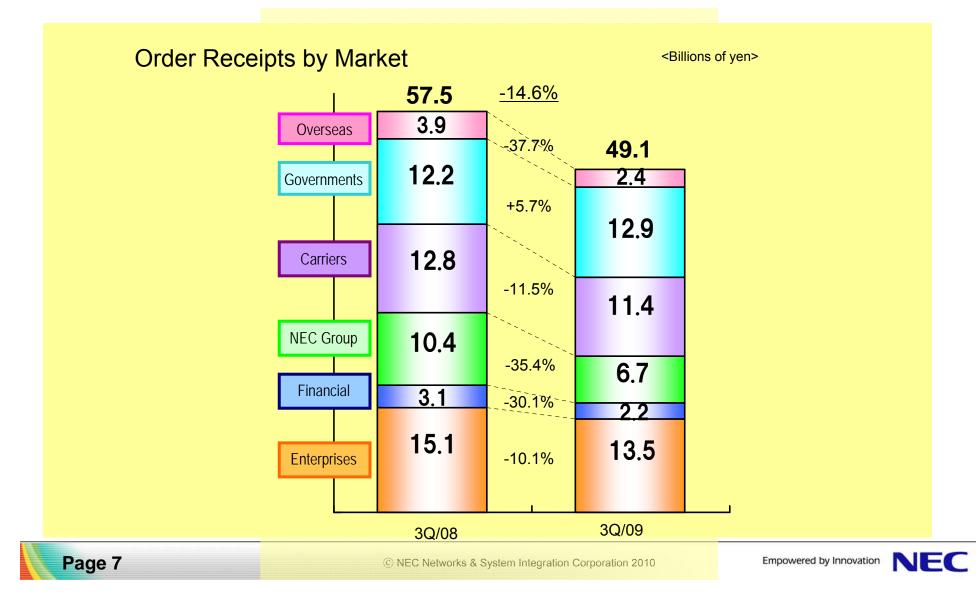
Enterprise SS business grew	EO business increased		
-Stepped up proposals that meet customer desire to avoid owning IT to minimize operating burden and that prepare for the advent of cloud computing -Nationwide service quality improvement through SS infrastructure enhancement	<ul> <li>Enhanced cost-reduction, relocation and environmental proposals</li> <li>Increased appeal by fully utilizing in-house model offices (Visitors increased 40% YoY)</li> <li>Plan further expansion with customer fair on Feb. 26, 2010</li> </ul>		
Enterprise SS business sales 21.0 (Billions of yen)	EO sales (Billions of yen) +17% 10.0		
6.3 6.5 <sup>4Q</sup>	8.5 <b>3.4</b>		
4.1 (1-3Q) 5.0 3Q	<b>1.6</b>		
9.0 9.5 <sub>1H</sub>	<b>4.0 4.2</b> <sub>1H</sub>		
FY08 FY09 (forecast*)	FY08FY09 (forecast*)*As of January 28, 2010		



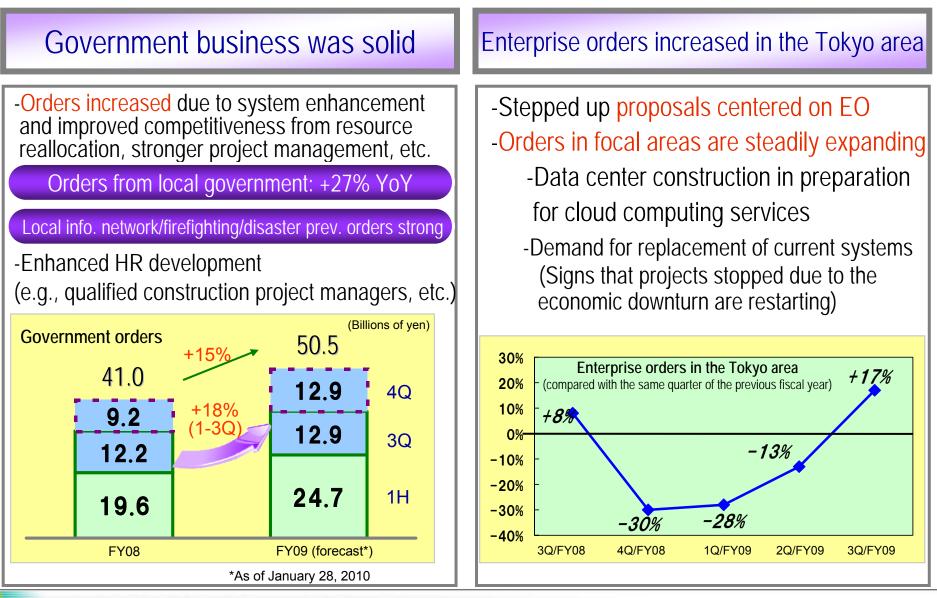


#### 3Q/FY2009 Order Receipts by Market

#### Growth in focal areas (government, enterprises (Tokyo area))



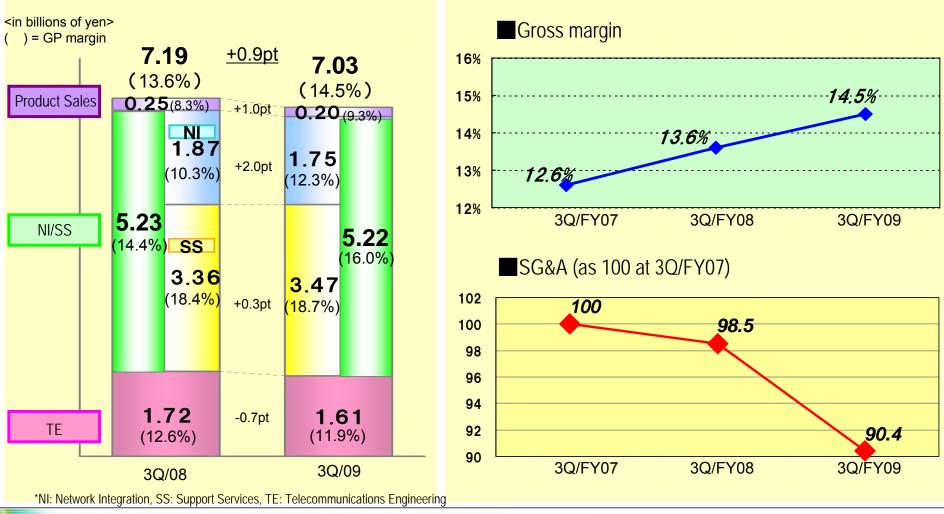
## Major achievements of 3Q FY2009





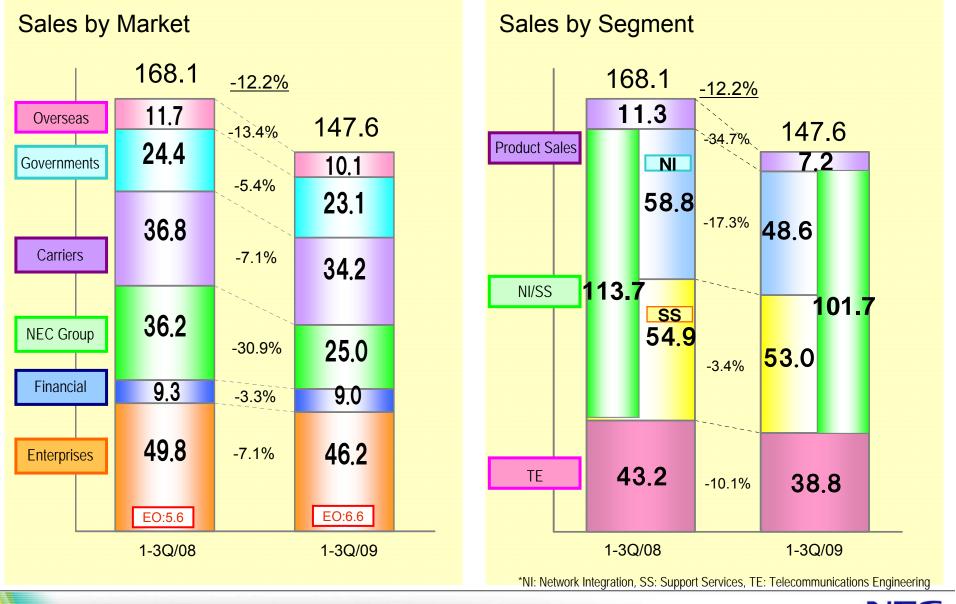
## 3Q/FY2009 Gross Profit by Segment / SG&A

#### All cost reduction including SG&A by accelerating management innovation





## 1-3Q/FY2009 Sales by Market / Segment



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(Billions of Yen)

	FY2008		FY2009 (forecasts)		YoY
		to Sales		to Sales	
Order Receipts	245.3		230		-6.2 %
Net Sales	249.1	100.0%	230	100.0%	-7.7 %
Gross Profit	35.5	14.2%	33.3	14.5%	+0.3pt
Operating Income	11.0	4.4%	9.2	4.0%	-16.1 %
Ordinary Income	11.2	4.5%	9.2	4.0%	-17.9 %
Net Income	5.15	2.1%	5.16	2.2%	+0.1 %

\* Forecasts as of January 28, 2010 that are not changed from previous forecasts of October 29, 2009



#### Dividends plan for FY2009, ending March 2010

	Cash dividends per share of common stock			
		Interim	Year-end (planned)	
FY2009	22.00 yen	11.00 yen	11.00 yen	

\*Forecast as of January 28, 2010 (No change from October 29, 2009)

[Ref.] Dividends for FY2008, ended March 2009

	Cash dividends per share of common stock			
		Interim	Year-end	
FY2008	22.00 yen	11.00 yen	11.00 yen	







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

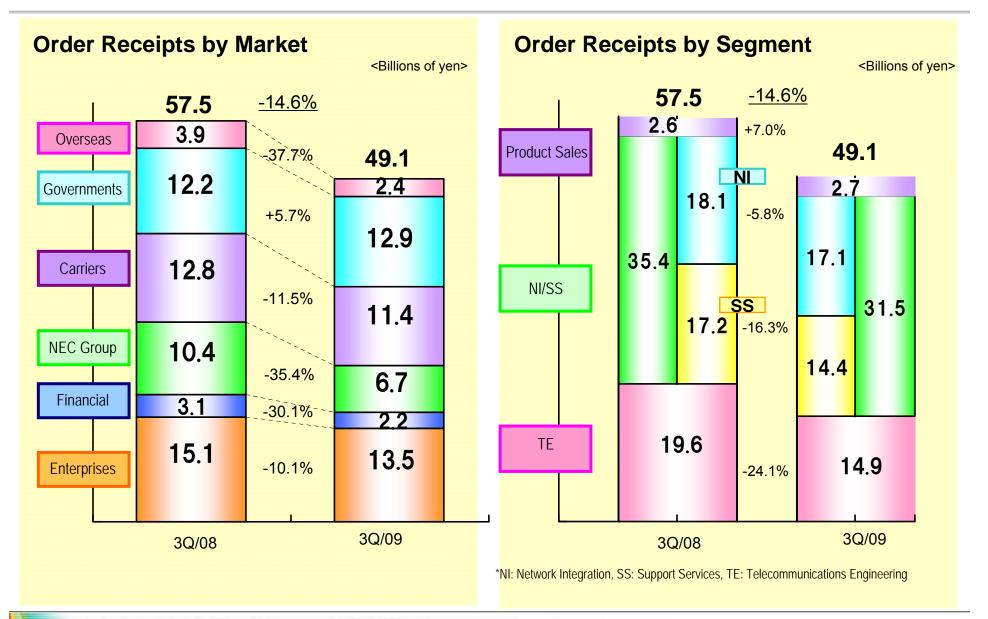
http://www.nesic.co.jp/english/index.html



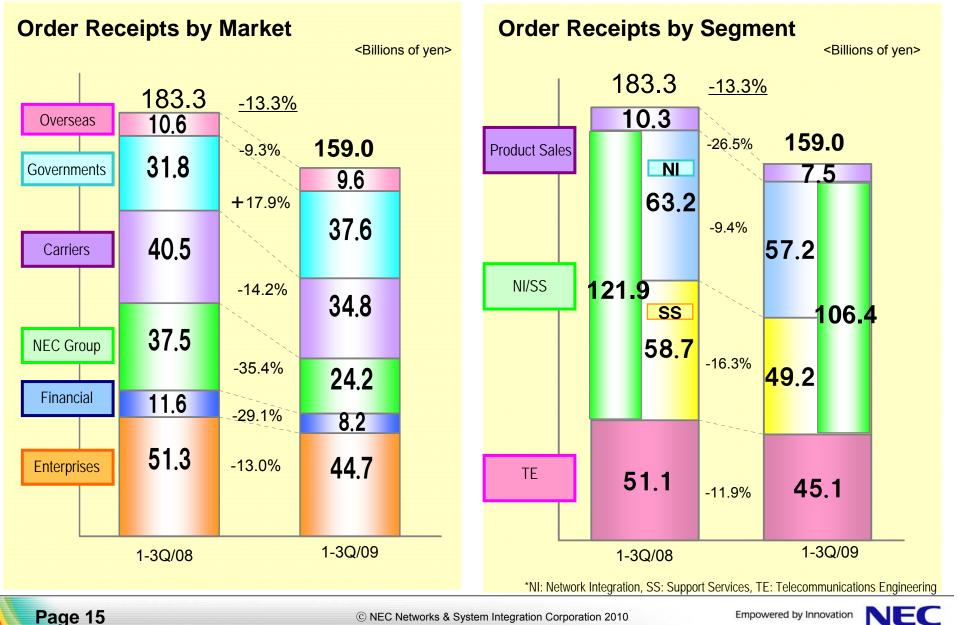


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#### Appendix: 3Q/FY2009 Order Receipts by Market / Segment



#### Appendix: 1-3Q/FY2009 Order Receipts by Market / Segment



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