

# Analyst Briefing

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**October 29,2007**

**Net One Systems**

# Orders Accepted/Sales (consolidated) based on Product Category

## Orders Accepted

Yen in millions

	Current Interim①		Variance(①－②)		Previous Interim②		FY ended Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Network Integration Products	33,798	64.5%	(1,004)	-2.9%	34,802	64.0%	66,964	61.3%
Network Computing Products	1,127	2.1%	(301)	-21.1%	1,428	2.6%	2,519	2.3%
Media Integration Products	4,085	7.8%	(985)	-19.4%	5,070	9.3%	9,618	8.8%
Service Integration Products	13,405	25.6%	301	2.3%	13,104	24.1%	30,066	27.6%
<b>Total</b>	<b>52,416</b>	<b>100.0%</b>	<b>(1,989)</b>	<b>-3.7%</b>	<b>54,405</b>	<b>100.0%</b>	<b>109,168</b>	<b>100.0%</b>

## Sales

Yen in millions

	Current Interim①		Variance(①－②)		Previous Interim②		FY ended Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Network Integration Products	29,124	60.1%	(2,385)	-7.6%	31,509	63.0%	69,574	63.7%
Network Computing Products	1,001	2.1%	(334)	-25.0%	1,335	2.7%	2,451	2.2%
Media Integration Products	4,278	8.8%	334	8.5%	3,944	7.9%	8,750	8.0%
Service Integration Products	14,055	29.0%	830	6.3%	13,225	26.4%	28,516	26.1%
<b>Total</b>	<b>48,459</b>	<b>100.0%</b>	<b>(1,556)</b>	<b>-3.1%</b>	<b>50,015</b>	<b>100.0%</b>	<b>109,292</b>	<b>100.0%</b>

## Backlog of Unfilled Orders

Yen in millions

	Current Interim①		Variance(①－②)		Previous Interim②		FY ended Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Network Integration Products	15,325	40.6%	(1,229)	-7.4%	16,554	43.2%	10,651	31.5%
Network Computing Products	484	1.3%	102	26.7%	382	1.0%	358	1.0%
Media Integration Products	2,474	6.5%	(451)	-15.4%	2,925	7.6%	2,667	7.9%
Service Integration Products	19,508	51.6%	1,020	5.5%	18,488	48.2%	20,159	59.6%
<b>Total</b>	<b>37,793</b>	<b>100.0%</b>	<b>(557)</b>	<b>-1.5%</b>	<b>38,350</b>	<b>100.0%</b>	<b>33,836</b>	<b>100.0%</b>

# Sales (Non-Consolidated) based on Product Category

Yen in millions

		Current Interim①		Variance(①-②)		Previous Interim②		FY ended Mar.2007	
		Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
<b>NI (Network Integration) Products</b>									
	Router	13,760	47.1%	(1,307)	-8.7%	15,067	47.6%	30,595	43.8%
	Swich	11,276	38.6%	(235)	-2.0%	11,511	36.4%	25,364	36.3%
	Others	4,149	14.2%	(929)	-18.3%	5,078	16.0%	13,889	19.9%
	<b>NI Total</b>	<b>29,185</b>	<b>61.3%</b>	<b>(2,471)</b>	<b>-7.8%</b>	<b>31,656</b>	<b>64.6%</b>	<b>69,848</b>	<b>65.2%</b>
	Total Corporate Sales	47,581	100.0%	(1,449)	-3.0%	49,030	100.0%	107,144	100.0%
<b>NC (Network Computing) Products</b>									
	Security	247	24.7%	(423)	-63.1%	670	50.2%	963	39.3%
	CDN Related	379	37.9%	53	16.3%	326	24.4%	785	32.0%
	Others	375	37.5%	36	10.6%	339	25.4%	704	28.7%
	<b>NC Total</b>	<b>1,001</b>	<b>2.1%</b>	<b>(334)</b>	<b>-25.0%</b>	<b>1,335</b>	<b>2.7%</b>	<b>2,452</b>	<b>2.3%</b>
	Total Corporate Sales	47,581	100.0%	(1,449)	-3.0%	49,030	100.0%	107,144	100.0%
<b>MI (Media Integration) Products</b>									
	Deployment	2,691	62.6%	230	9.3%	2,461	62.3%	5,474	62.5%
	Wireless	390	9.1%	114	41.3%	276	7.0%	766	8.7%
	CATV	989	23.0%	60	6.5%	929	23.5%	1,984	22.7%
	Others	227	5.3%	(56)	-19.8%	283	7.2%	535	6.1%
	<b>MI Total</b>	<b>4,297</b>	<b>9.0%</b>	<b>348</b>	<b>8.8%</b>	<b>3,949</b>	<b>8.0%</b>	<b>8,759</b>	<b>8.2%</b>
	Total Corporate Sales	47,581	100.0%	(1,449)	-3.0%	49,030	100.0%	107,144	100.0%
<b>SI (Service Integration) Products</b>									
	Engineering Service	1,383	10.6%	(26)	-1.8%	1,409	11.7%	3,271	12.5%
	Installation	1,996	15.2%	131	7.0%	1,865	15.4%	4,695	18.0%
	Operation Management	9,488	72.4%	850	9.8%	8,638	71.4%	17,672	67.7%
	Others	231	1.8%	53	29.8%	178	1.5%	448	1.7%
	<b>SI Total</b>	<b>13,098</b>	<b>27.5%</b>	<b>1,008</b>	<b>8.3%</b>	<b>12,090</b>	<b>24.7%</b>	<b>26,086</b>	<b>24.3%</b>
	Total Corporate Sales	47,581	100.0%	(1,449)	-3.0%	49,030	100.0%	107,144	100.0%

# Sales based on Distribution Channel (Consolidated)

Breakdown of Orders Accepted based on Distribution Channel

Yen in millions

CNL	Current Interim <sup>①</sup>		Variance <sup>(①-②)</sup>		Previous Interim <sup>②</sup>		FY ended Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	18,991	36.2%	(939)	-4.7%	19,930	36.6%	42,355	38.8%
Service Provider	21,145	40.4%	(1,194)	-5.3%	22,339	41.1%	44,680	40.9%
Public Sector	12,278	23.4%	143	1.2%	12,135	22.3%	22,132	20.3%
<b>Total</b>	<b>52,416</b>	<b>100.0%</b>	<b>(1,989)</b>	<b>-3.7%</b>	<b>54,405</b>	<b>100.0%</b>	<b>109,168</b>	<b>100.0%</b>

Breakdown of Sales based on Distribution Channel

Yen in millions

CNL	Current Interim <sup>①</sup>		Variance <sup>(①-②)</sup>		Previous Interim <sup>②</sup>		FY ended Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	19,125	39.5%	(707)	-3.6%	19,832	39.7%	41,311	37.8%
Service Provider	21,523	44.4%	(206)	-0.9%	21,729	43.4%	43,534	39.8%
Public Sector	7,810	16.1%	(642)	-7.6%	8,452	16.9%	24,445	22.4%
<b>Total</b>	<b>48,459</b>	<b>100.0%</b>	<b>(1,556)</b>	<b>-3.1%</b>	<b>50,015</b>	<b>100.0%</b>	<b>109,292</b>	<b>100.0%</b>

Breakdown of Backlog of Unfilled Orders based on Distribution Channel

Yen in millions

CNL	Current Interim <sup>①</sup>		Variance <sup>(①-②)</sup>		Previous Interim <sup>②</sup>		FY ended Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	14,645	38.8%	813	5.9%	13,832	36.1%	14,779	43.7%
Service Provider	8,775	23.2%	75	0.9%	8,700	22.7%	9,227	27.3%
Public Sector	14,372	38.0%	(1,446)	-9.1%	15,818	41.2%	9,830	29.0%
<b>Total</b>	<b>37,793</b>	<b>100.0%</b>	<b>(557)</b>	<b>-1.5%</b>	<b>38,350</b>	<b>100.0%</b>	<b>33,836</b>	<b>100.0%</b>

# Orders Accepted based on Private Industry Sector (Consolidated)

Yen in millions

	Current Interim①		Variance(①-②)		Previous Interim②		FY ended Mar.2007		
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	
<b>Manufacturing</b>									
Material Industry	286	0.6%	(141)	-33.0%	427	0.9%	761	0.8%	
Electrical Equipment	2,224	5.1%	(1,434)	-39.2%	3,658	7.8%	6,828	7.2%	
Transport Equipment	1,248	2.9%	(711)	-36.3%	1,959	4.2%	4,869	5.1%	
Crecision Machinery etc.	691	1.6%	268	63.4%	423	0.9%	1,408	1.5%	
Other Manufacturing Industry	223	0.5%	32	16.8%	191	0.4%	453	0.5%	
<b>Manufacturing Industry Total</b>	<b>4,674</b>	<b>10.7%</b>	<b>(1,985)</b>	<b>-29.8%</b>	<b>6,659</b>	<b>14.2%</b>	<b>14,320</b>	<b>15.0%</b>	
<b>Non-Manufacturing</b>									
Construction and Reai Estate	1,195	2.7%	(766)	-39.1%	1,961	4.2%	3,351	3.5%	
Trade	2,379	5.5%	90	3.9%	2,289	4.9%	4,728	5.0%	
Service	6,317	14.5%	837	15.3%	5,480	11.7%	14,187	14.9%	
Software Development	3,479	8.0%	(166)	-4.6%	3,645	7.8%	6,573	6.9%	
Communication/Mass Media	19,090	43.8%	(2,560)	-11.8%	21,650	46.2%	41,748	43.7%	
Public Transportation etc.	1,169	2.7%	587	100.9%	582	1.2%	1,385	1.5%	
Financial Institution	5,256	12.1%	669	14.6%	4,587	9.8%	9,222	9.7%	
<b>Non-Manufacturing Industry Total</b>	<b>38,886</b>	<b>89.3%</b>	<b>(50)</b>	<b>-0.1%</b>	<b>38,936</b>	<b>86.0%</b>	<b>81,143</b>	<b>85.0%</b>	
<b>Private Sector Orders Accepted Total</b>	<b>43,561</b>	<b>100.0%</b>	<b>(1,730)</b>	<b>-3.8%</b>	<b>45,291</b>	<b>100.0%</b>	<b>95,463</b>	<b>100.0%</b>	

# Sales based on Private Industry Sector (Consolidated)

Yen in millions

		Current Interim①		Variance(①-②)		Previous Interim②		FY ended Mar.2007	
		Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
<b>Manufacturing</b>									
	Material Industry	334	0.8%	(150)	-31.0%	484	1.1%	869	0.9%
	Electrical Equipment	2,478	5.6%	(1,129)	-31.3%	3,607	7.9%	6,754	7.2%
	Transport Equipment	1,619	3.7%	275	20.5%	1,344	3.0%	3,527	3.8%
	Crecision Machinery etc.	786	1.8%	108	15.9%	678	1.5%	1,560	1.7%
	Other Manufacturing Industry	287	0.6%	48	20.1%	239	0.5%	425	0.5%
	<b>Manufacturing Industry Total</b>	<b>5,506</b>	<b>12.5%</b>	<b>(849)</b>	<b>-13.4%</b>	<b>6,355</b>	<b>14.0%</b>	<b>13,136</b>	<b>14.1%</b>
<b>Non-Manufacturing</b>									
	Construction and Reai Estate	1,419	3.2%	42	3.1%	1,377	3.0%	3,163	3.4%
	Trade	2,483	5.6%	215	9.5%	2,268	5.0%	4,846	5.2%
	Service	6,867	15.6%	1,092	18.9%	5,775	12.8%	12,690	13.6%
	Software Development	2,964	6.7%	(483)	-14.0%	3,447	7.6%	6,473	6.9%
	Communication/Mass Media	19,592	44.4%	(1,267)	-6.1%	20,859	46.1%	41,901	45.0%
	Public Transportation etc.	1,008	2.3%	286	39.6%	722	1.6%	1,820	2.0%
	Financial Institution	4,286	9.7%	(199)	-4.4%	4,485	9.9%	9,148	9.8%
	<b>Non-Manufacturing Industry Total</b>	<b>38,623</b>	<b>87.5%</b>	<b>(313)</b>	<b>-0.8%</b>	<b>38,936</b>	<b>86.0%</b>	<b>80,045</b>	<b>85.9%</b>
	<b>Private Sector Sales Total</b>	<b>44,130</b>	<b>100.0%</b>	<b>(1,161)</b>	<b>-2.6%</b>	<b>45,291</b>	<b>100.0%</b>	<b>93,181</b>	<b>100.0%</b>

# Income Statement (Consolidated)

Yen in millions

	Current Interim <sup>①</sup>		Variance <sup>(①-②)</sup>		Previous Interim <sup>②</sup>		FY ending Mar,2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	48,459	100.0%	(1,556)	-3.1%	50,015	100.0%	109,292	100.0%
Cost of Goods Sold	36,577	75.5%	(2,000)	-5.2%	38,577	77.1%	84,856	77.6%
Gross Profit on Sales	11,882	24.5%	445	3.9%	11,437	22.9%	24,436	22.4%
SGA	9,790	20.2%	256	2.7%	9,534	19.1%	18,946	17.4%
Operating Profit	2,092	4.3%	190	10.0%	1,902	3.8%	5,489	5.0%
Non-Operating Profit/Loss	89	0.2%	95	-	(6)	0.0%	9	0.0%
Ordinary Profit	2,182	4.5%	286	15.0%	1,896	3.8%	5,498	5.0%
Extraordinary Profit/Loss	(31)	-0.1%	(9)	40.9%	(22)	0.0%	(414)	-0.4%
Earning before tax	2,151	4.4%	276	14.7%	1,875	3.8%	5,084	4.7%
Current Net Earning	1,148	2.4%	57	5.2%	1,091	2.2%	2,891	2.7%

# Income Statement (Non-Consolidated)

Yen in millions

	Current Interim①		Variance(①-②)		Previous Interim②		FY ending Mar.2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	47,581	100.0%	(1,449)	-3.0%	49,030	100.0%	107,144	100.0%
Cost of Goods Sold	37,093	78.0%	(1,372)	-3.6%	38,465	78.5%	85,018	79.3%
Gross Profit on Sales	10,487	22.0%	(78)	-0.7%	10,565	21.5%	22,125	20.7%
SGA	8,879	18.6%	293	3.4%	8,586	17.5%	17,083	16.0%
Operating Profit	1,608	3.4%	(371)	-18.7%	1,979	4.0%	5,042	4.7%
Non-Operating Profit/Loss	82	0.2%	49	148.5%	33	0.1%	77	0.1%
Ordinary Profit	1,690	3.6%	(322)	-16.0%	2,012	4.1%	5,119	4.8%
Extraordinary Profit/Loss	(34)	-0.1%	(31)	1033.3%	(3)	0.0%	(368)	-0.4%
Earning before tax	1,656	3.5%	(353)	-17.6%	2,009	4.1%	4,752	4.4%
Current Net Earning	939	2.0%	(216)	-18.7%	1,155	2.4%	2,767	2.6%

# Balance Sheet (Consolidated)

yen in millions

	Current Interim <sup>①</sup>		Variance <sup>①-②</sup>		Previous Interim <sup>②</sup>		FY ending Mar. 2007 <sup>③</sup>		Variance <sup>①-③</sup>	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Current Assets	64,562	85.7%	(5,596)	-8.0%	70,158	86.3%	73,701	87.0%	(9,139)	-12.4%
Cash and Deposits	10,016	13.3%	(8,170)	-44.9%	18,186	22.4%	17,756	21.0%	(7,740)	-43.6%
Account Receivable etc.	25,878	34.3%	(1,127)	-4.2%	27,005	33.2%	30,954	36.6%	(5,076)	-16.4%
Inventory assets	14,479	19.2%	1,561	12.1%	12,918	15.9%	10,584	12.5%	3,895	36.8%
Others	14,189	18.8%	2,140	17.8%	12,049	14.8%	14,407	17.0%	(218)	-1.5%
Allowance for Doubtful Receivable	0	0.0%	0	-	0	0.0%	0	0.0%	0	-
Fixed Assets	10,813	14.3%	(307)	-2.8%	11,120	13.7%	10,899	12.9%	(86)	-0.8%
Tangible Fixed Assets	5,101	6.7%	(378)	-6.9%	5,479	6.7%	5,061	6.0%	40	0.8%
Intangible Fixed Assets	1,563	2.1%	(49)	-3.0%	1,612	2.0%	1,598	1.9%	(35)	-2.2%
Investment etc.	4,148	5.5%	121	3.0%	4,027	5.0%	4,238	5.0%	(90)	-2.1%
<b>Total Assets</b>	<b>75,375</b>	<b>100.0%</b>	<b>(5,904)</b>	<b>-7.3%</b>	<b>81,279</b>	<b>100.0%</b>	<b>84,601</b>	<b>100.0%</b>	<b>(9,226)</b>	<b>-10.9%</b>
Current Liabilities	17,698	23.5%	(243)	-1.4%	17,941	22.1%	19,850	23.5%	(2,152)	-10.8%
Account Payable	9,221	12.2%	(609)	-6.2%	9,830	12.1%	12,272	14.5%	(3,051)	-24.9%
Short Term Debt	0	0.0%	(350)	-100.0%	350	0.4%	0	0.0%	0	-
Advancereceived	5,025	6.7%	376	8.1%	4,649	5.7%	3,911	4.6%	1,114	28.5%
Others	3,452	4.6%	340	10.9%	3,112	3.8%	3,667	4.3%	(215)	-5.9%
Fixed Liabilities	56	0.1%	(48)	-46.2%	104	0.1%	103	0.1%	(47)	-45.6%
<b>Total Liabilities</b>	<b>17,755</b>	<b>23.6%</b>	<b>(290)</b>	<b>-1.6%</b>	<b>18,045</b>	<b>22.2%</b>	<b>19,953</b>	<b>23.6%</b>	<b>(2,198)</b>	<b>-11.0%</b>
Shareholder's equity	56,938	75.5%	(5,398)	-8.7%	62,336	76.8%	63,811	75.4%	(6,873)	-10.8%
Capital Stock	12,279	16.3%	0	0.0%	12,279	15.1%	12,279	14.5%	0	0.0%
Additional Paid-in Capital	19,453	25.8%	0	0.0%	19,453	23.9%	19,453	23.0%	0	0.0%
Consolidated Surplus	32,907	43.6%	2,121	6.9%	30,786	37.8%	32,173	38.0%	734	2.3%
Repurchased Stock	(7,702)	-10.2%	(7,608)	8093.6%	(94)	-0.1%	(94)	-0.1%	(7,608)	8093.6%
Gains on valuation of other securities	(134)	-0.2%	(210)	-276.3%	76	0.1%	26	0.0%	(160)	-615.4%
Difference from Securities Revaluat	1	0.0%	4	-133.3%	(3)	0.0%	(2)	0.0%	3	-150.0%
Deferral hedge gain and losses	(135)	-0.2%	(215)	-268.8%	80	0.1%	29	0.0%	(164)	-565.5%
Minority Shareholder's Equity	815	1.1%	84	11.5%	731	0.9%	808	1.0%	7	0.9%
<b>Total Net Assets</b>	<b>57,620</b>	<b>76.4%</b>	<b>(5,613)</b>	<b>-8.9%</b>	<b>63,233</b>	<b>77.8%</b>	<b>64,647</b>	<b>76.4%</b>	<b>(7,027)</b>	<b>-10.9%</b>
<b>Total Liabilities and Net Assets</b>	<b>75,375</b>	<b>100.0%</b>	<b>(5,904)</b>	<b>-7.3%</b>	<b>81,279</b>	<b>100.0%</b>	<b>84,601</b>	<b>100.0%</b>	<b>(9,226)</b>	<b>-10.9%</b>

# Balance Sheet (Non-Consolidated)

Yen in millions

	Curret Interim <sup>①</sup>		Variance <sup>①-②</sup>		Previous Interim <sup>②</sup>		FY ending Mar.2007 <sup>③</sup>		Variance <sup>①-③</sup>	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Current Assets	62,241	86.3%	(6,501)	-9.5%	68,742	87.8%	71,948	88.1%	(9,707)	-13.5%
Cash and Deposits	7,990	11.1%	(8,484)	-51.5%	16,474	21.0%	15,845	19.4%	(7,855)	-49.6%
Account Receivable etc.	25,717	35.6%	(1,023)	-3.8%	26,740	34.2%	30,671	37.5%	(4,954)	-16.2%
Inventory assets	14,495	20.1%	1,569	12.1%	12,926	16.5%	10,592	13.0%	3,903	36.8%
Others	14,040	19.5%	1,437	11.4%	12,603	16.1%	14,843	18.2%	(803)	-5.4%
Allowance for Doubtful Receivables	(1)	0.0%	0	0.0%	(1)	0.0%	(1)	0.0%	0	0.0%
Fixed Assets	9,901	13.7%	346	3.6%	9,555	12.2%	9,735	11.9%	166	1.7%
Tangible Fixed Assets	4,299	5.9%	37	0.9%	4,262	5.5%	4,161	5.1%	138	3.3%
Intangible Fixed Assets	1,363	1.9%	6	0.4%	1,357	1.7%	1,372	1.7%	(9)	-0.7%
Investment etc.	4,238	5.9%	303	7.7%	3,935	5.0%	4,200	5.1%	38	0.9%
<b>Total Assets</b>	<b>72,143</b>	<b>100.0%</b>	<b>(6,154)</b>	<b>-7.9%</b>	<b>78,297</b>	<b>100.0%</b>	<b>81,683</b>	<b>100.0%</b>	<b>(9,540)</b>	<b>-11.7%</b>
Current Liabilities	16,463	22.8%	(29)	-0.2%	16,492	21.1%	18,730	22.9%	(2,267)	-12.1%
Account Payable	9,219	12.8%	(502)	-5.2%	9,721	12.4%	12,425	15.2%	(3,206)	-25.8%
Advancereceived	4,479	6.2%	379	9.2%	4,100	5.2%	3,281	4.0%	1,198	36.5%
Others	2,765	3.8%	94	3.5%	2,671	3.4%	3,024	3.7%	(259)	-8.6%
Fixed Liabilities	42	0.1%	(31)	-42.5%	73	0.1%	73	0.1%	(31)	-42.5%
<b>Total Liabilities</b>	<b>16,506</b>	<b>22.9%</b>	<b>(59)</b>	<b>-0.4%</b>	<b>16,565</b>	<b>21.2%</b>	<b>18,803</b>	<b>23.0%</b>	<b>(2,297)</b>	<b>-12.2%</b>
Shareholder's equity	55,771	77.3%	(5,884)	-9.5%	61,655	78.7%	62,852	77.0%	(7,081)	-11.3%
Capital Stock	12,279	17.0%	0	0.0%	12,279	15.7%	12,279	15.1%	0	0.0%
Additional Pain-in Capital	19,453	27.0%	0	0.0%	19,453	24.9%	19,453	23.8%	0	0.0%
Consolidated Surplus	31,740	44.0%	1,724	5.7%	30,016	38.2%	31,214	38.2%	526	1.7%
Repurchased Stock	(7,702)	-10.7%	(7,608)	8093.6%	(94)	-0.1%	(94)	-0.1%	(7,608)	8093.6%
Gains on valuation of other securities	(134)	-0.2%	(210)	-276.3%	76	0.1%	26	0.0%	(160)	-615.4%
Difference from Securities Revaluation	1	0.0%	4	-133.3%	(3)	0.0%	(2)	0.0%	3	-150.0%
Deferral hedge gain and losses	(135)	-0.2%	(215)	-268.8%	80	0.1%	29	0.0%	(164)	-565.5%
<b>Total Net Assets</b>	<b>55,637</b>	<b>77.1%</b>	<b>(6,095)</b>	<b>-9.9%</b>	<b>61,732</b>	<b>78.8%</b>	<b>62,879</b>	<b>77.0%</b>	<b>(7,242)</b>	<b>-11.5%</b>
<b>Total Liabilities and Net Assets</b>	<b>72,143</b>	<b>100.0%</b>	<b>(6,154)</b>	<b>-7.9%</b>	<b>78,297</b>	<b>100.0%</b>	<b>81,683</b>	<b>100.0%</b>	<b>(9,540)</b>	<b>-11.7%</b>

# Quarterly Orders Accepted based on Distribution Channel

**Breakdown of Orders Accepted/Sales in 2006 based on Distribution Channel(Consolidated)**

Yen in m

CNL	1Q 2006		2Q 2006		1H 2006		3Q 2006		4Q 2006		2H 2006		1Q 2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	9,106	35.0%	10,824	38.1%	19,930	36.6%	11,877	42.5%	10,548	39.3%	22,425	40.9%	42,355	38.8%
Service Pr	11,817	45.4%	10,522	37.1%	22,339	41.1%	10,271	36.8%	12,070	45.0%	22,341	40.8%	44,680	40.9%
Public Wor	5,088	19.6%	7,047	24.8%	12,135	22.3%	5,768	20.7%	4,229	15.8%	9,997	18.3%	22,132	20.3%
<b>Total</b>	<b>26,013</b>	<b>100.0%</b>	<b>28,392</b>	<b>100.0%</b>	<b>54,405</b>	<b>100.0%</b>	<b>27,915</b>	<b>100.0%</b>	<b>26,848</b>	<b>100.0%</b>	<b>54,763</b>	<b>100.0%</b>	<b>109,168</b>	<b>100.0%</b>

**Breakdown of Orders Accepted/Sales in 2007 based on Distribution Channel(Consolidated)**

Yen in m

CNL	1Q 2007		2Q 2007		1H 2007		3Q 2007		4Q 2007		2H 2007		Full FY 2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	8,594	32.5%	10,397	40.1%	18,991	36.2%								
Service Pr	11,212	42.4%	9,933	38.3%	21,145	40.4%								
Public Wor	6,657	25.1%	5,621	21.6%	12,278	23.4%								
<b>Total</b>	<b>26,464</b>	<b>100.0%</b>	<b>25,952</b>	<b>100.0%</b>	<b>52,416</b>	<b>100.0%</b>								

**2006 Versus 2007**

Yen in m

CNL	1Q 2007		2Q 2007		1H 2007		3Q 2007		4Q 2007		2H 2007		Full FY 2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	(512)	-5.6%	(427)	-3.9%	(939)	-4.7%								
Service Pr	(605)	-5.1%	(589)	-5.6%	(1,194)	-5.3%								
Public Wor	1,569	30.8%	(1,426)	-20.2%	143	1.2%								
<b>Total</b>	<b>451</b>	<b>1.7%</b>	<b>(2,440)</b>	<b>-8.6%</b>	<b>(1,989)</b>	<b>-3.7%</b>								

# Quarterly Sales based on Distribution Channel

**Breakdown of Sales in 2006 based on Distribution Channel(Consolidated)**

Yen in mi

CNL	1Q 2006		2Q 2006		1H 2006		3Q 2006		4Q 2006		2H 2006		Full FY 2006	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	8,766	40.1%	11,066	39.3%	19,832	39.7%	9,833	37.7%	11,646	35.1%	21,479	36.2%	41,311	37.8%
Service Pr	9,855	45.0%	11,874	42.2%	21,729	43.4%	11,057	42.4%	10,748	32.4%	21,805	36.8%	43,534	39.8%
Public Wor	3,261	14.9%	5,191	18.5%	8,452	16.9%	5,174	19.9%	10,819	32.6%	15,993	27.0%	24,445	22.4%
<b>Total</b>	<b>21,883</b>	<b>100.0%</b>	<b>28,132</b>	<b>100.0%</b>	<b>50,015</b>	<b>100.0%</b>	<b>26,063</b>	<b>100.0%</b>	<b>33,214</b>	<b>100.0%</b>	<b>59,277</b>	<b>100.0%</b>	<b>109,292</b>	<b>100.0%</b>

**Breakdown of Sales in 2007 based on Distribution Channel(Consolidated)**

CNL	1Q 2007		2Q 2007		1H 2007		3Q 2007		4Q 2007		2H 2007		Full FY 2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	8,478	39.7%	10,647	39.3%	19,125	39.5%								
Service Pr	9,978	46.7%	11,545	42.6%	21,523	44.4%								
Public Wor	2,910	13.6%	4,900	18.1%	7,810	16.1%								
<b>Total</b>	<b>21,368</b>	<b>100.0%</b>	<b>27,091</b>	<b>100.0%</b>	<b>48,459</b>	<b>100.0%</b>								

**2006 versus 2007**

CNL	1Q 2007		2Q 2007		1H 2007		3Q 2007		4Q 2007		2H 2007		Full FY 2007	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	(288)	-3.3%	(419)	-3.8%	(707)	-3.6%								
Service Pr	123	1.2%	(329)	-2.8%	(206)	-0.9%								
Public Wor	(351)	-10.8%	(291)	-5.6%	(642)	-7.6%								
<b>Total</b>	<b>(515)</b>	<b>-2.4%</b>	<b>(1,041)</b>	<b>-3.7%</b>	<b>(1,556)</b>	<b>-3.1%</b>								