

Results briefing for 3Q FY2009
ending December 31, 2009
Financial Results



February 1, 2010

Net One Systems Co., Ltd.

Overview of cumulative (consolidated) 3Q ended December 31, 2009

Status of Orders accepted and sales

Current FY cumulative 3Q orders accepted totaled 93,622M yen (down 4.6%, a 4,562M yen decrease from previous FY 3Q).

With regard to breakdown,

enterprise sector (EP Sector) was down 10.2%, a 16,605M yen decrease from previous FY 3Q,
service provider sector (SP Sector) was down 3.0%, a 45,513M yen decrease from previous FY 3Q,
area and public sector (AP Sector) was down 8.4%, a 25,137M yen decrease from previous FY 3Q, and
partner sector (NOP Sector) was up, 19.1%, a 6,366M yen increase from previous FY 3Q.

Sales for the cumulative 3Q were 83,866M yen (down 9.5%, a 8,842M yen decrease from previous FY 3Q).

With regard to breakdown,

EP Sector was down 11.7%, a 16,286M yen decrease from previous FY 3Q,
SP Sector was down 10.3%, a 43,255M yen decrease from previous FY 3Q,
AP Sector was down 7.0%, a 19,383M yen decrease from previous FY 3Q, and
NOP Sector was down 4.8%, a 4,941M yen decrease from previous FY 3Q.

Status of income

Current FY cumulative 3Q sales were 83,866M yen (down 9.5 % from previous FY 3Q), cost of goods sold was 62,956M yen (down 10.2% from previous FY 3Q), gross profit on sales was 20,910M yen (down 7.4% from previous FY 3Q), selling, general and administrative expenses were 18,463M yen (up 8.0% from previous FY 3Q), operating profit was 2,446M yen (down 55.4% from previous FY 3Q), ordinary profit was 2,513M yen (down 55.1% from previous FY 3Q) and net income was 1,230M yen (down 62.2% from previous FY 3Q).

Overview of (consolidated) 3Q (three months) ended December 31, 2009

Status of Orders accepted and sales

Current FY 3Q orders accepted totaled 32,026M yen (down 4.7%, a 1,566M yen decrease from previous FY 3Q).

With regard to breakdown,

enterprise sector (EP Sector) was down 12.9%, a 5,882M yen decrease from previous FY 3Q,
service provider sector (SP Sector) was up 2.7%, a 14,111M yen increase from previous FY 3Q,
area and public sector (AP Sector) was down 17.1%, a 9,612M yen decrease from previous FY 3Q, and
partner sector (NOP Sector) was up, 60.5%, a 2,419M yen increase from previous FY 3Q.

Sales for the 3Q were 24,994M yen (down 17.6%, a 5,356M yen decrease from previous FY 3Q).

With regard to breakdown,

EP Sector was down 21.4%, a 4,819M yen decrease from previous FY 3Q,
SP Sector was down 20.4%, a 12,080M yen decrease from previous FY 3Q,
AP Sector was down 14.2%, a 6,320M yen decrease from previous FY 3Q, and
NOP Sector was up 5.2%, a 1,773M yen increase from previous FY 3Q.

Status of income

Current 3Q sales were 24,994M yen (down 17.6 % from previous FY 3Q), cost of goods sold was 19,082M yen (down 16.5% from previous FY 3Q), gross profit on sales was 5,911M yen (down 21.2% from previous FY 3Q), selling, general and administrative expenses were 6,192M yen (up 10.7% from previous FY 3Q), operating loss was 280M yen, ordinary loss was 266M yen and net loss was 223M yen.

Revenue based on Market (Consolidated - 9months)

Breakdown of Booking based on Market

Yen in millions

Market	Current FY 3Q①		Variance ((①)-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	16,605	17.7%	(1,891)	-10.2%	18,496	18.8%	24,832	19.0%
Service Provider	45,513	48.6%	(1,383)	-3.0%	46,896	47.8%	63,876	48.8%
Area & Public	25,137	26.8%	(2,308)	-8.4%	27,445	28.0%	35,038	26.8%
NOP	6,366	6.8%	1,020	19.1%	5,345	5.4%	7,074	5.4%
Total	93,622	100.0%	(4,562)	-4.6%	98,184	100.0%	130,821	100.0%

Breakdown of Revenue based on Market

Yen in millions

Market	Current FY 3Q①		Variance ((①)-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	16,286	19.4%	(2,159)	-11.7%	18,445	19.9%	26,464	20.2%
Service Provider	43,255	51.6%	(4,967)	-10.3%	48,222	52.0%	62,177	47.4%
Area & Public	19,383	23.1%	(1,466)	-7.0%	20,850	22.5%	35,521	27.1%
NOP	4,941	5.9%	(249)	-4.8%	5,190	5.6%	6,956	5.3%
Total	83,866	100.0%	(8,842)	-9.5%	92,709	100.0%	131,119	100.0%

Backlog of Unfilled Orders based on Market

Yen in millions

Market	Current FY 3Q①		Variance ((①)-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	9,199	18.8%	(1,323)	-12.6%	10,522	23.4%	8,840	22.6%
Service Provider	15,901	32.5%	5,278	49.7%	10,623	23.6%	13,648	34.8%
Area & Public	20,921	42.7%	(1,339)	-6.0%	22,260	49.5%	15,183	38.7%
NOP	2,929	6.0%	1,366	87.5%	1,562	3.5%	1,524	3.9%
Total	48,951	100.0%	3,981	8.9%	44,969	100.0%	39,196	100.0%

Revenue based on Market (Consolidated - 3months)

Breakdown of Booking based on Market

Yen in millions

Market	Current FY 3Q①		Variance ((①)-②)		Previous FY 3Q②	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	5,882	18.4%	(873)	-12.9%	6,755	20.1%
Service Provider	14,111	44.1%	371	2.7%	13,740	40.9%
Area & Public	9,612	30.0%	(1,977)	-17.1%	11,589	34.5%
NOP	2,419	7.6%	911	60.5%	1,507	4.5%
Total	32,026	100.0%	(1,566)	-4.7%	33,593	100.0%

Breakdown of Revenue based on Market

Yen in millions

Market	Current FY 3Q①		Variance ((①)-②)		Previous FY 3Q②	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	4,819	19.3%	(1,311)	-21.4%	6,130	20.2%
Service Provider	12,080	48.3%	(3,088)	-20.4%	15,168	50.0%
Area & Public	6,320	25.3%	(1,044)	-14.2%	7,364	24.3%
NOP	1,773	7.1%	87	5.2%	1,686	5.5%
Total	24,994	100.0%	(5,356)	-17.6%	30,350	100.0%

Backlog of Unfilled Orders based on Market

Yen in millions

Market	Current FY 3Q①		Variance ((①)-②)		Previous FY 3Q②	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
Enterprise	9,199	18.8%	(1,323)	-12.6%	10,522	23.4%
Service Provider	15,901	32.5%	5,278	49.7%	10,623	23.6%
Area & Public	20,921	42.7%	(1,339)	-6.0%	22,260	49.5%
NOP	2,929	6.0%	1,366	87.5%	1,562	3.5%
Total	48,951	100.0%	3,981	8.9%	44,969	100.0%

Quarterly Booking on Market (Consolidated)

Breakdown of Booking in 2008 based on Market

Yen in millions

	1Q 2008		2Q 2008		1H 2008		3Q 2008		1Q~3Q 2008		4Q 2008		2H 2008		Full FY 2008	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
EP	5,892	19.2%	5,847	17.3%	11,740	18.2%	6,755	20.1%	18,496	18.8%	6,336	19.4%	13,091	19.8%	24,832	19.0%
SP	15,585	50.8%	17,571	51.8%	33,156	51.3%	13,740	40.9%	46,896	47.8%	16,979	52.0%	30,720	46.4%	63,876	48.8%
AP	7,397	24.1%	8,458	24.9%	15,855	24.6%	11,589	34.5%	27,445	28.0%	7,593	23.3%	19,182	28.9%	35,038	26.8%
NOP	1,808	5.9%	2,030	6.0%	3,838	5.9%	1,507	4.5%	5,345	5.4%	1,728	5.3%	3,236	4.9%	7,074	5.4%
Total	30,683	100.0%	33,907	100.0%	64,590	100.0%	33,593	100.0%	98,184	100.0%	32,637	100.0%	66,230	100.0%	130,821	100.0%

Breakdown of Booking in 2009 based on Market

Yen in millions

	1Q 2009		2Q 2009		1H 2009		3Q 2009		1Q~3Q 2009		4Q 2009		2H 2009		Full FY 2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
EP	5,744	18.3%	4,977	16.4%	10,722	17.4%	5,882	18.4%	16,605	17.7%						
SP	16,445	52.6%	14,956	49.3%	31,401	51.0%	14,111	44.1%	45,513	48.6%						
AP	7,317	23.4%	8,207	27.1%	15,524	25.2%	9,612	30.0%	25,137	26.8%						
NOP	1,772	5.7%	2,174	7.2%	3,947	6.4%	2,419	7.5%	6,366	6.8%						
Total	31,279	100.0%	30,316	100.0%	61,595	100.0%	32,026	100.0%	93,622	100.0%						

2008 Versus 2009

Yen in millions

	1Q 2009		2Q 2009		1H 2009		3Q 2009		1Q~3Q 2009		4Q 2009		2H 2009		Full FY 2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
EP	(147)	-2.5%	(870)	-14.9%	(1,017)	-8.7%	(873)	-12.9%	(1,891)	-10.2%						
SP	859	5.5%	(2,615)	-14.9%	(1,755)	-5.3%	371	2.7%	(1,383)	-3.0%						
AP	(80)	-1.1%	(251)	-3.0%	(331)	-2.1%	(1,977)	-17.1%	(2,308)	-8.4%						
NOP	(35)	-2.0%	144	7.1%	109	2.8%	911	60.5%	1,020	19.1%						
Total	596	1.9%	(3,591)	-10.6%	(2,995)	-4.6%	(1,566)	-4.7%	(4,562)	-4.6%						

Quarterly Revenue on Market (Consolidated)

Breakdown of Revenue in 2008 based on Market

Yen in millions

	1Q 2008		2Q 2008		1H 2008		3Q 2008		1Q~3Q 2008		4Q 2008		2H 2008		Full FY 2008	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
EP	6,191	24.0%	6,123	16.8%	12,314	19.8%	6,130	20.2%	18,445	19.9%	8,019	20.9%	14,150	20.6%	26,464	20.2%
SP	13,681	52.9%	19,372	53.0%	33,054	53.0%	15,168	50.0%	48,222	52.0%	13,954	36.3%	29,123	42.4%	62,177	47.4%
AP	4,366	16.9%	9,118	25.0%	13,485	21.6%	7,364	24.3%	20,850	22.5%	14,671	38.2%	22,035	32.0%	35,521	27.1%
NOP	1,598	6.2%	1,905	5.2%	3,504	5.6%	1,686	5.5%	5,190	5.6%	1,765	4.6%	3,451	5.0%	6,956	5.3%
Total	25,837	100.0%	36,520	100.0%	62,358	100.0%	30,350	100.0%	92,709	100.0%	38,410	100.0%	68,761	100.0%	131,119	100.0%

Breakdown of Revenue in 2009 based on Market

Yen in millions

	1Q 2009		2Q 2009		1H 2009		3Q 2009		1Q~3Q 2009		4Q 2009		2H 2009		Full FY 2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
EP	5,909	21.0%	5,557	18.0%	11,467	19.5%	4,819	19.3%	16,286	19.4%						
SP	14,582	52.0%	16,592	53.9%	31,174	52.9%	12,080	48.3%	43,255	51.6%						
AP	6,117	21.8%	6,945	22.5%	13,063	22.2%	6,320	25.3%	19,383	23.1%						
NOP	1,454	5.2%	1,712	5.6%	3,167	5.4%	1,773	7.1%	4,941	5.9%						
Total	28,064	100.0%	30,808	100.0%	58,872	100.0%	24,994	100.0%	83,866	100.0%						

2008 Versus 2009

Yen in millions

	1Q 2009		2Q 2009		1H 2009		3Q 2009		1Q~3Q 2009		4Q 2009		2H 2009		Full FY 2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
EP	(281)	-4.5%	(565)	-9.2%	(847)	-6.9%	(1,311)	-21.4%	(2,159)	-11.7%						
SP	901	6.6%	(2,780)	-14.4%	(1,879)	-5.7%	(3,088)	-20.4%	(4,967)	-10.3%						
AP	1,750	40.1%	(2,173)	-23.8%	(422)	-3.1%	(1,044)	-14.2%	(1,466)	-7.0%						
NOP	(143)	-9.0%	(192)	-10.1%	(336)	-9.6%	87	5.2%	(249)	-4.8%						
Total	2,226	8.6%	(5,712)	-15.6%	(3,485)	-5.6%	(5,356)	-17.6%	(8,842)	-9.5%						

Booking/Revenue (Consolidated) based on Product Category

Booking Yen in millions

	Current FY 3Q①		Variance (①-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Network Integration Products	56,700	60.6%	(7,428)	-11.6%	64,129	65.3%	81,399	62.2%
Platform Products	8,137	8.7%	2,257	38.4%	5,880	6.0%	7,980	6.1%
Service Integration Products	28,783	30.7%	609	2.2%	28,174	28.7%	41,441	31.7%
Total	93,622	100.0%	(4,562)	-4.6%	98,184	100.0%	130,821	100.0%

Revenue Yen in millions

	Current FY 3Q①		Variance (①-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Network Integration Products	48,125	57.4%	(11,897)	-19.8%	60,023	64.8%	83,003	63.3%
Platform Products	5,856	7.0%	1,748	42.6%	4,108	4.4%	6,980	5.3%
Service Integration Products	29,884	35.6%	1,306	4.6%	28,577	30.8%	41,136	31.4%
Total	83,866	100.0%	(8,842)	-9.5%	92,709	100.0%	131,119	100.0%

Backing of Unfilled Orders Yen in millions

	Current FY 3Q①		Variance (①-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Network Integration Products	20,482	41.8%	2,864	16.3%	17,617	39.2%	11,907	30.4%
Platform Products	4,006	8.2%	1,509	60.4%	2,497	5.5%	1,724	4.4%
Service Integration Products	24,462	50.0%	(392)	-1.6%	24,855	55.3%	25,563	65.2%
Total	48,951	100.0%	3,981	8.9%	44,969	100.0%	39,196	100.0%

Income Statement (Consolidated - 9months)

Yen in millions

	Current FY 3Q①		Variance(①-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	83,866	100.0%	(8,842)	-9.5%	92,709	100.0%	131,119	100.0%
Cost of Goods Sold	62,956	75.1%	(7,162)	-10.2%	70,119	75.6%	98,482	75.1%
Gross Profit on Sales	20,910	24.9%	(1,679)	-7.4%	22,589	24.4%	32,637	24.9%
SGA	18,463	22.0%	1,364	8.0%	17,099	18.5%	23,756	18.1%
Operating Profit	2,446	2.9%	(3,043)	-55.4%	5,489	5.8%	8,881	6.8%
Non-Operating Profit/Loss	67	0.1%	(37)	-35.7%	104	0.1%	155	0.1%
Ordinary Profit	2,513	3.0%	(3,081)	-55.1%	5,594	6.0%	9,036	6.9%
Extraordinary Profit/Loss	(90)	-0.1%	(223)	—	133	0.1%	(180)	-0.1%
Earning before tax	2,422	2.9%	(3,304)	-57.7%	5,727	6.2%	8,856	6.8%
Current Net Earnings	1,230	1.5%	(2,023)	-62.2%	3,253	3.5%	4,897	3.7%

Income Statement (Consolidated - 3months)

Yen in millions

	Current FY 3Q①		Variance(①-②)		Previous FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	24,994	100.0%	(5,356)	-17.6%	30,350	100.0%	131,119	100.0%
Cost of Goods Sold	19,082	76.3%	(3,769)	-16.5%	22,852	75.3%	98,482	75.1%
Gross Profit on Sales	5,911	23.7%	(1,587)	-21.2%	7,498	24.7%	32,637	24.9%
SGA	6,192	24.8%	598	10.7%	5,594	18.4%	23,756	18.1%
Operating Profit	(280)	-1.1%	(2,185)	—	1,904	6.3%	8,881	6.8%
Non-Operating Profit/Loss	13	0.1%	104	—	(90)	-0.3%	155	0.1%
Ordinary Profit	(266)	-1.1%	(2,080)	—	1,813	6.0%	9,036	6.9%
Extraordinary Profit/Loss	(17)	-0.1%	(10)	166.7%	(6)	0.0%	(180)	-0.1%
Earning before tax	(284)	-1.1%	(2,091)	—	1,807	6.0%	8,856	6.8%
Current Net Earnings	(223)	-0.9%	(1,221)	—	997	3.3%	4,897	3.7%

Income Statement (Non-Consolidated - 9months)

Yen in millions

	Current FY 3Q①		Variance (①-②)		Current FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	81,061	100.0%	(10,449)	-11.4%	91,510	100.0%	129,494	100.0%
Cost of Goods Sold	63,917	78.9%	(7,298)	-10.2%	71,215	77.8%	100,082	77.3%
Gross Profit on Sales	17,143	21.1%	(3,151)	-15.5%	20,294	22.2%	29,411	22.7%
SGA	15,844	19.5%	387	2.5%	15,456	16.9%	21,306	16.5%
Operating Profit	1,299	1.6%	(3,538)	-73.1%	4,837	5.3%	8,105	6.3%
Non-Operating Profit/Loss	251	0.3%	140	125.3%	111	0.1%	214	0.1%
Ordinary Profit	1,551	1.9%	(3,397)	-68.7%	4,949	5.4%	8,319	6.4%
Extraordinary Profit/Loss	(87)	-0.1%	(220)	—	133	0.1%	(178)	-0.1%
Earning before tax	1,464	1.8%	(3,618)	-71.2%	5,082	5.6%	8,141	6.3%
Current Net Earnings	795	1.0%	(2,206)	-73.5%	3,002	3.3%	4,653	3.6%

Income Statement (Non-Consolidated - 3months)

Yen in millions

	Current FY 3Q①		Variance (①-②)		Current FY 3Q②		FY ending Mar.2009	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Sales	23,905	100.0%	(6,054)	-20.2%	29,959	100.0%	129,494	100.0%
Cost of Goods Sold	19,451	81.4%	(3,802)	-16.3%	23,254	77.6%	100,082	77.3%
Gross Profit on Sales	4,453	18.6%	(2,251)	-33.6%	6,704	22.4%	29,411	22.7%
SGA	5,267	22.0%	222	4.4%	5,044	16.8%	21,306	16.5%
Operating Profit	(813)	-3.4%	(2,474)	—	1,660	5.5%	8,105	6.3%
Non-Operating Profit/Loss	88	0.4%	146	—	(57)	-0.2%	214	0.1%
Ordinary Profit	(725)	-3.0%	(2,327)	—	1,602	5.3%	8,319	6.4%
Extraordinary Profit/Loss	(17)	-0.1%	(10)	154.2%	(6)	0.0%	(178)	-0.1%
Earning before tax	(742)	-3.1%	(2,338)	—	1,595	5.3%	8,141	6.3%
Current Net Earnings	(462)	-1.9%	(1,406)	—	943	3.1%	4,653	3.6%

Balance Sheet (Consolidated)

Yen in millions

	Current FY 3Q①		Variance (①-②)		Previous FY 3Q②		FY ending Mar.2009③		Variance (①-③)	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Current Assets	63,282	83.9%	(917)	-1.4%	64,200	84.5%	70,472	86.1%	(7,190)	-10.2%
Cash and Deposits+CD+CP	23,554	31.2%	6,062	34.7%	17,492	23.0%	22,698	27.7%	856	3.8%
Account Receivable etc.	20,800	27.6%	(5,528)	-21.0%	26,328	34.7%	32,408	39.6%	(11,608)	-35.8%
Inventory assets	12,150	16.1%	(4,423)	-26.7%	16,574	21.8%	10,893	13.3%	1,256	11.5%
Others	6,802	9.0%	2,953	76.7%	3,849	5.1%	4,516	5.5%	2,286	50.6%
Allowance for Doubtful Receivables	(25)	0.0%	18	-41.3%	(43)	-0.1%	(44)	-0.1%	18	-42.2%
Fixed Assets	12,140	16.1%	408	3.5%	11,731	15.5%	11,361	13.9%	779	6.9%
Tangible Fixed Assets	5,686	7.5%	(18)	-0.3%	5,705	7.5%	5,550	6.8%	136	2.5%
Intangible Fixed Assets	2,128	2.8%	650	44.0%	1,478	1.9%	1,451	1.8%	676	46.6%
Investment etc.	4,324	5.7%	(223)	-4.9%	4,547	6.0%	4,358	5.3%	(34)	-0.8%
Total Assets	75,422	100.0%	(509)	-0.7%	75,932	100.0%	81,833	100.0%	(6,411)	-7.8%
Current Liabilities	21,983	29.1%	(1,174)	-5.1%	23,158	30.5%	27,056	33.1%	(5,073)	-18.7%
Account Payable	11,737	15.6%	(1,465)	-11.1%	13,203	17.4%	14,077	17.2%	(2,340)	-16.6%
Payment Due	6,374	8.5%	1,048	19.7%	5,325	7.0%	4,552	5.6%	1,822	40.0%
Others	3,871	5.1%	(757)	-16.4%	4,628	6.1%	8,426	10.3%	(4,555)	-54.1%
Fixed Liabilities	508	0.7%	237	87.7%	271	0.4%	367	0.4%	141	38.6%
Total Liabilities	22,492	29.8%	(936)	-4.0%	23,429	30.9%	27,423	33.5%	(4,931)	-18.0%
Shareholder's equity	52,744	69.9%	1,102	2.1%	51,642	68.0%	53,286	65.1%	(541)	-1.0%
Capital Stock	12,279	16.3%	0	0.0%	12,279	16.2%	12,279	15.0%	0	0.0%
Additional Paid-in Capital	19,453	25.8%	0	0.0%	19,453	25.6%	19,453	23.8%	0	0.0%
Consolidated Surplus	37,179	49.3%	1,102	3.1%	36,076	47.5%	37,720	46.1%	(541)	-1.4%
Repurchased Stock	(16,167)	-21.4%	0	0.0%	(16,167)	-21.3%	(16,167)	-19.8%	0	0.0%
Gains on valuation of other securities	185	0.2%	289	—	(104)	-0.1%	114	0.1%	70	61.9%
Difference from Securities Revaluation	(26)	0.0%	25	-48.8%	(51)	-0.1%	(12)	0.0%	(14)	118.5%
Deferral hedge gain and losses	211	0.3%	263	—	(52)	-0.1%	126	0.2%	85	67.4%
Minority Shareholder's Equity	—	—	(964)	-100.0%	964	1.3%	1,009	1.2%	(1,009)	-100.0%
Total Net Assets	52,929	70.2%	426	0.8%	52,502	69.1%	54,409	66.5%	(1,480)	-2.7%
Total Liabilities and Net Assets	75,422	100.0%	(509)	-0.7%	75,932	100.0%	81,833	100.0%	(6,411)	-7.8%

Balance Sheet (Non-Consolidated)

Yen in millions

	Current FY 3Q①		Variance (①-②)		Previous FY 3Q②		FY ending Mar.2009③		Variance (①-③)	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Current Assets	59,687	82.0%	(1,586)	-2.6%	61,274	84.4%	67,035	85.9%	(7,347)	-11.0%
Cash and Deposits+CD+CP	20,710	28.5%	5,783	38.7%	14,926	20.6%	19,709	25.3%	1,000	5.1%
Account Receivable etc.	19,829	27.3%	(6,142)	-23.6%	25,971	35.8%	32,104	41.1%	(12,275)	-38.2%
Inventory assets	11,737	16.1%	(4,846)	-29.2%	16,584	22.8%	10,899	14.0%	838	7.7%
Others	7,426	10.2%	3,590	93.6%	3,836	5.3%	4,366	5.6%	3,059	70.1%
Allowance for Doubtful Receivables	(16)	0.0%	28	-63.6%	(44)	-0.1%	(45)	-0.1%	29	-64.4%
Fixed Assets	13,058	18.0%	1,706	15.0%	11,351	15.6%	11,008	14.1%	2,049	18.6%
Tangible Fixed Assets	4,989	6.9%	50	1.0%	4,939	6.8%	4,804	6.2%	185	3.9%
Intangible Fixed Assets	799	1.1%	(269)	-25.2%	1,069	1.5%	1,013	1.3%	(213)	-21.1%
Investment etc.	7,268	10.0%	1,926	36.1%	5,342	7.4%	5,191	6.7%	2,077	40.0%
Total Assets	72,745	100.0%	120	0.2%	72,625	100.0%	78,044	100.0%	(5,298)	-6.8%
Current Liabilities	21,069	29.0%	(1,075)	-4.9%	22,144	30.5%	25,596	32.8%	(4,526)	-17.7%
Account Payable	12,117	16.7%	(1,184)	-8.9%	13,301	18.3%	14,252	18.3%	(2,135)	-15.0%
Payment Due	5,902	8.1%	1,142	24.0%	4,760	6.6%	3,935	5.0%	1,966	50.0%
Others	3,050	4.2%	(1,032)	-25.3%	4,083	5.6%	7,409	9.5%	(4,357)	-58.8%
Fixed Liabilities	499	0.7%	239	91.9%	260	0.4%	356	0.5%	143	40.2%
Total Liabilities	21,569	29.7%	(835)	-3.7%	22,405	30.9%	25,953	33.3%	(4,383)	-16.9%
Shareholder's equity	51,000	70.1%	675	1.3%	50,324	69.3%	51,976	66.6%	(975)	-1.9%
Capital Stock	12,279	16.9%	0	0.0%	12,279	16.9%	12,279	15.7%	0	0.0%
Additional Paid-in Capital	19,453	26.7%	0	0.0%	19,453	26.8%	19,453	24.9%	0	0.0%
Consolidated Surplus	35,435	48.7%	675	1.9%	34,759	47.9%	36,411	46.7%	(975)	-2.7%
Repurchased Stock	(16,167)	-22.2%	0	0.0%	(16,167)	-22.3%	(16,167)	-20.7%	0	0.0%
Gains on valuation of other securities	175	0.2%	279	—	(104)	-0.1%	114	0.1%	61	53.5%
Difference from Securities Revaluation	(26)	0.0%	25	-49.0%	(51)	-0.1%	(12)	0.0%	(14)	113.5%
Deferral hedge gain and losses	201	0.3%	254	—	(52)	-0.1%	126	0.2%	75	59.7%
Total Net Assets	51,176	70.3%	955	1.9%	50,220	69.1%	52,091	66.7%	(914)	-1.8%
Total Liabilities and Net Assets	72,745	100.0%	120	0.2%	72,625	100.0%	78,044	100.0%	(5,298)	-6.8%

Re-categorization of market segment and product category

Through considering our Group's business scope, categorization based on market type and product group have been revised as follows.

Previous FY's actual results are indicated based on revised categorization.

Categorization based on market sector.

Former market		Applicable customer
EP	Enterprise	Private enterprises (inside of Japan)
SP	Service provider	Telecom companies/ large-scale ISPs
Public	Public	Public (central government, local government, etc.)



New market		Applicable customer
EP	Enterprise	Private enterprises (inside of Japan)
SP	Service provider	Telecom companies/ large-scale ISPs
AP	Area, Public	Area, Public
NOP	Network Partners	Partner companies

Product category

Former product category	Description	Major products
Network integration products	Network design	Router
	Project management	Switch
	Product installation	Unified Communication
Network computing products	Policy analysis, Planning, Deployment	Security device/authentication Load balancing device Server/Storage
Media integration products	Wiring design, Layout management	Cable material/Wiring work, Optical communications, Wireless
Service integration products	Operation support, Installation	Service/Operation management
	Integrated service,	Operation center
	Remote monitoring,	Consulting
	Integrated education,	Installation
	Management outsourcing	Education seminars



New product category	Description	Major products
Network products	Network infrastructure products	Router, switch
	Facility products	Optical transmission, Wireless
Platform products	Platform products	Server/Storage
	Security products	Firewall, authentication/quarantine
	Unified Communications products	IP phone, video conferencing system
	Network application products	Load balancing device
Service products	Operation support, Installation	installation
	Integrated service, Remote monitoring	Service/Operation management,
	Wiring design, Layout management	Operation center
	Construction process (Selection, procurement, cabling)	Wiring construction
	Consulting	Consulting
	Integrated education	

