Results for 2Q FY12
Ended September 30, 2012
(Strategy)

Net One Systems Co., Ltd.
October 25, 2012
(Stock Code 7518:JP)
Agenda

- FY2012 1st Half Result
- FY2012 2nd Half Action Plan
Agenda

- FY2012 1st Half Result
- FY2012 2nd Half Action Plan
1st Half Bookings, Revenue by Product Category

(Yen in millions)

Initial Outlook: Result

- Bookings
- Revenue

Network Integration

Platform

Service Integration
<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Bookings</td>
<td>170,000</td>
<td>162,490 - 166,490</td>
<td>△7,510 - △3,510</td>
</tr>
<tr>
<td>Revenue</td>
<td>166,000</td>
<td>160,497</td>
<td>△5,503</td>
</tr>
<tr>
<td>Operating Income</td>
<td>16,600</td>
<td>11,295</td>
<td>△5,305</td>
</tr>
</tbody>
</table>
Agenda

- FY2012 1st Half Result
- FY2012 2nd Half Action Plan
“Sustainable Growth” and “Improving of Customer Satisfaction”

Growth
(Top Line / Bottom Line)

Improving of Customer Satisfaction
Provide New Platform (Competition with Manufacturer)
Improving of Employee Satisfaction

Alliance
Innovation of Biz. Model
Resource Optimization
NetOne Addressable ICT Market in Japan (End-User Spending)

(Dollars in millions)

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Center Systems</td>
<td>10,809 M$</td>
</tr>
<tr>
<td>Servers</td>
<td>5,424 M$</td>
</tr>
<tr>
<td>Enterprise Network Equipment</td>
<td>2,243 M$</td>
</tr>
<tr>
<td>External Controller-Based Storage</td>
<td>1,926 M$</td>
</tr>
<tr>
<td>Enterprise Communications Applications</td>
<td>1,215 M$</td>
</tr>
<tr>
<td>IT Services</td>
<td>124,141 M$</td>
</tr>
<tr>
<td>IT Product Support</td>
<td>22,007 M$</td>
</tr>
<tr>
<td>Business IT Services</td>
<td>102,134 M$</td>
</tr>
</tbody>
</table>

Source: Gartner, "Gartner Market Databook, 3Q12 Update" 27 September 2012,
Chart created by Net One Systems based on Gartner Data.
Customer Demand and NetOne Effort

Customer Demand

OPEX Reduction

Improve Productivity

Experimental Proof

NetOne Systems

Understand the Customer’s Real Issues

Integration

Experience and Execution

Technology Innovation
To Understand Customer Demand - Use of “Solution Briefing Center” -

Solution Oriented Demo Center
Impossible for a Single Vendor

[ 80 customers had experience on Jul.-Sep. ]

Data Center Interconnect
Private Cloud
High-Availability Systems
Business Continuity / Disaster Recovery

Improve Productivity
Workstyle Innovation
To Realize Customer Demand
- Training and Technology Acquisition -

Expand Platform Business

Sales

Engineers

UP-Grade half of Employee at 2nd Half

Virtual Server

Network

Storage

etc.

Expansion of Technology

Cloud / Virtual Machine

Real Machine
Experience and Execution [Case of Data Center]  
- Renew NetOne Data Center -

Experiment New Technologies and Reduce OPEX

Cloud Data Center Interconnect

Tokyo Data Center (Prime)  
Osaka Data Center (BCP and DR)
Next Generation ICT Management Service

Engage Customers
Offer New Solution and New Services

Deliver Rich Information

Visualization of ICT Environment
Continue to Reduce of Outsourcing Eng. Cost

Improve Productivity / Consolidate Subcontractor
Deliver Next Generation ICT Management Service
Create a New Process of Quality Inspection
- Unify “Quality Control Center” and “Service Quality Center” -

Speed-up / Quality Improvement / Cost Reduction

Product Pre-Shipment Inspection
“Quality Control Center”

Maintenance Parts Pre-Shipment Inspection
“Service Quality Center“
Focus on Results, Not Hours

Telework / Flextime / Collaboration / Virtual Desktop / BYOD

Experience and Execution of Workstyle Innovation

NetOne delivers the experience of innovative workstyle with newest ICT technology.
Net One Systems