

## 業績推移データ

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当社は、2006年度（2007年3月期）中間決算から、証券取引法および会社法において要求される連結財務諸表を作成する際の会計基準を米国会計基準から日本会計基準に変更いたしました。また、2016年度（2017年3月期）からは、国際財務報告基準（IFRS）を任意適用しております。

<将来予想に関する注意>

本資料に記載されているNECグループに関する業績、財政状態その他経営全般に関する予想、見通し、目標、計画等の将来に関する記述は、当社が現在入手している情報および合理的であると判断する一定の前提に基づいております。これらの判断および前提は、その性質上、主観的かつ不確実です。また、かかる将来に関する記述はそのとおりに実現するという保証はなく、実際の業績等は様々な要因により大きく異なる可能性があります。その要因のうち、主なものは以下のとおりですが、これらに限られるものではありません。

- ・ 経済動向、市況変動、為替変動および金利変動
- ・ NECグループがコントロールできない動向や外部要因による財務および収益の変動
- ・ 企業買収等が期待した利益をもたらさない、または、予期せぬ負の結果をもたらす可能性
- ・ 戦略的パートナーとの提携関係の成否
- ・ 海外事業の拡大が奏功しない可能性
- ・ 技術革新・顧客ニーズへの対応ができない可能性
- ・ 製造工程に関する問題による減収または需要の変動に対応できない可能性
- ・ 製品・サービスの欠陥による責任追及または不採算プロジェクトの発生
- ・ 供給の遅延等による調達資材等の不足または調達コストの増加
- ・ 事業に必要な知的財産権等の取得の成否およびその保護が不十分である可能性
- ・ 第三者からのライセンスが取得または継続できなくなる可能性
- ・ 競争の激化により厳しい価格競争等にさらされる可能性
- ・ 特定の主要顧客が設備投資額もしくはNECグループとの取引額を削減し、または投資対象を変更する可能性
- ・ 顧客が受け入れ可能な条件でのベンチャーファイナンス等の財務支援を行えない可能性および顧客の財政上の問題に伴い負担する顧客の信用リスクの顕在化
- ・ 優秀な人材を確保できない可能性
- ・ 格付の低下等により資金調達力が悪化する可能性
- ・ 内部統制、法的手続、法的規制、環境規制、税務、情報管理、人権・労働環境等に関連して多額の費用、損害等が発生する可能性
- ・ 自然災害や火災等の災害
- ・ 会計方針を適用する際に用いる方法、見積および判断が業績等に影響を及ぼす可能性、債券および株式の時価の変動、会計方針の新たな適用や変更
- ・ 退職給付債務にかかる負債および損失等が発生する可能性

将来予想に関する記述は、あくまでも本資料の日付における予想です。新たなリスクや不確定要因は随時生じ得るものであり、その発生や影響を予測することは不可能であります。また、新たな情報、将来の事象その他にかかわらず、当社がこれら将来予想に関する記述を見直すとは限りません。

本資料に含まれる経営目標は、予測や将来の業績に関する経営陣の現在の推定を表すものではなく、NECが事業戦略を遂行することにより経営陣が達成しようとする目標を表すものです。本資料に含まれる記述は、有価証券の募集を構成するものではありません。いかなる国・地域においても、法律上証券の登録が必要となる場合は、有価証券の登録を行う場合または登録の免除を受ける場合を除き、有価証券の募集または売出しを行うことはできません。

## Historical Financial Data

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NEC has changed the accounting principles under which it prepares its consolidated financial statements required under the Securities and Exchange Law of Japan and the Company Law of Japan from U.S. GAAP to Japan GAAP, effective for the first half of FY2007/3. Further, NEC adopts IFRS from FY2017/3.

Cautionary Statement with Respect to Forward-Looking Statements

This material contains forward-looking statements regarding estimations, forecasts, targets and plans in relation to the results of operations, financial conditions and other overall management of the NEC Group (the “forward-looking statements”). The forward-looking statements are made based on information currently available to NEC and certain assumptions considered reasonable as of the date of this material. These determinations and assumptions are inherently subjective and uncertain. These forward-looking statements are not guarantees of future performance, and actual operating results may differ substantially due to a number of factors.

The factors that may influence the operating results include, but are not limited to, the following:

- ・ Effects of economic conditions, volatility in the markets generally, and fluctuations in foreign currency exchange and interest rate
  - ・ Trends and factors beyond the NEC Group’s control and fluctuations in financial conditions and profits of the NEC Group that are caused by external factors
  - ・ Risks arising from acquisitions, business combinations and reorganizations, including the possibility that the expected benefits cannot be realized or that the transactions may result in unanticipated adverse consequences
  - ・ Developments in the NEC Group’s alliances with strategic partners
  - ・ Effects of expanding the NEC Group’s global business
  - ・ Risk that the NEC Group may fail to keep pace with rapid technological developments and changes in customer preferences
  - ・ Risk that the NEC Group may lose sales due to problems with the production process or due to its failure to adapt to demand fluctuations
  - ・ Defects in products and services
  - ・ Shortcomings in material procurement and increases in delivery cost
  - ・ Acquisition and protection of intellectual property rights necessary for the operation of business
  - ・ Risk that intellectual property licenses owned by third parties cannot be obtained and/or are discontinued
  - ・ Risk that the NEC Group may be exposed to unfavorable pricing environment due to intensified competition
  - ・ Risk that a major customer changes investment targets, reduces capital investment and/or reduces the value of transactions with the NEC Group
  - ・ Risk that the NEC Group may be unable to provide or facilitate payment arrangements (such as vendor financing) to its customers on terms acceptable to them or at all, or risk that the NEC Group’s customers are unable to make payments on time, due to the customers’ financial difficulties or otherwise
  - ・ Risk that the NEC Group may experience a substantial loss of, or an inability to attract, talented personnel
  - ・ Risk that the NEC Group’s ability to access the commercial paper market or other debt markets are adversely affected due to a downgrade in its credit rating
  - ・ Risk that the NEC Group may incur large costs and/or liabilities in relation to internal control, legal proceedings, laws and governmental policies, environmental laws and regulations, tax practice, information management, and human rights and working environment
  - ・ Consequence of natural and fire disasters
- The management targets included in this material are not projections, and do not represent management’s current estimates of future performance. Rather, they represent targets that management will strive to achieve through the successful implementation of NEC’s business strategies. Finally, NEC cautions you that the statements made in this material are not an offer of securities for sale. Securities may not be offered or sold in any jurisdiction in which required registration is absent or an exemption from registration under the applicable securities laws is not granted.

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|   | 日本会計基準 (JAPAN GAAP)              |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  | 国際財務報告基準 (IFRS)                  |                                  |                                  |   |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|---|
|   | 2005年度<br>平成17年度                 | 2006年度<br>平成18年度                 | 2007年度<br>平成19年度                 | 2008年度<br>平成20年度                 | 2009年度<br>平成21年度                 | 2010年度<br>平成22年度                 | 2011年度<br>平成23年度                 | 2012年度<br>平成24年度                 | 2013年度<br>平成25年度                 | 2014年度<br>平成26年度                 | 2015年度<br>平成27年度                 | 2015年度<br>平成27年度                 | 2016年度<br>平成28年度                 | 2017年度<br>平成29年度                                  |
|   | The year ended<br>March 31, 2006 | The year ended<br>March 31, 2007 | The year ended<br>March 31, 2008 | The year ended<br>March 31, 2009 | The year ended<br>March 31, 2010 | The year ended<br>March 31, 2011 | The year ended<br>March 31, 2012 | The year ended<br>March 31, 2013 | The year ended<br>March 31, 2014 | The year ended<br>March 31, 2015 | The year ended<br>March 31, 2016 | The year ended<br>March 31, 2016 | The year ended<br>March 31, 2017 | The year ended<br>March 31, 2018<br>予想 (Forecast) |
| 売上高/売上収益<br>Net sales/Revenue   | 4,929,970                        | 4,652,649                        | 4,617,153                        | 4,215,603                        | 3,583,148                        | 3,115,424                        | 3,036,836                        | 3,071,609                        | 3,043,114                        | 2,935,517                        | 2,821,181                        | 2,824,833                        | 2,665,035                        | 2,800,000   |
| (前年度比増減率)<br>(Annual Growth) (%)                                      | -                                | -5.6                             | -0.8                             | -8.7                             | -15.0                            | -13.1                            | -2.5                             | 1.1                              | -0.9                             | -3.5                             | -3.9                             |                                  | -5.7                             | 5.1   |
| 国内<br>Japan   | 3,585,288                        | 3,438,964                        | 3,461,404                        | 3,281,134                        | 2,870,262                        | 2,636,075                        | 2,555,344                        | 2,588,491                        | 2,473,942                        | 2,348,673                        | 2,218,012                        | 2,221,698                        | 2,094,068                        |   |
| 海外<br>Overseas  | 1,344,682                        | 1,213,685                        | 1,155,749                        | 934,469                          | 712,886                          | 479,349                          | 481,492                          | 483,118                          | 569,172                          | 586,844                          | 603,169                          | 603,135                          | 570,967                          |   |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | 27.3                             | 26.1                             | 25.0                             | 22.2                             | 19.9                             | 15.4                             | 15.9                             | 15.7                             | 18.7                             | 20.0                             | 21.4                             | 21.4                             | 21.4                             |   |
| 売上原価<br>Cost of sales   | 3,523,577                        | 3,242,459                        | 3,142,844                        | 2,929,567                        | 2,492,403                        | 2,199,973                        | 2,128,920                        | 2,142,243                        | 2,128,457                        | 2,039,499                        | 1,978,757                        | 1,984,748                        | 1,909,414                        |   |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | 71.5                             | 69.7                             | 68.1                             | 69.5                             | 69.6                             | 70.6                             | 70.1                             | 69.7                             | 69.9                             | 69.5                             | 70.1                             | 70.3                             | 71.6                             |   |
| 販売費および一般管理費<br>Selling, general and administrative expenses           | 1,333,867                        | 1,340,214                        | 1,317,544                        | 1,292,237                        | 1,039,840                        | 857,631                          | 834,174                          | 814,719                          | 808,464                          | 767,934                          | 735,118                          | 725,960                          | 698,413                          |   |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | 27.1                             | 28.8                             | 28.5                             | 30.7                             | 29.0                             | 27.5                             | 27.5                             | 26.5                             | 26.6                             | 26.2                             | 26.1                             | 25.7                             | 26.2                             |   |
| 営業利益 (損失)<br>Operating income (loss)/Operating profit (loss)          | 72,526                           | 69,976                           | 156,765                          | -6,201                           | 50,905                           | 57,820                           | 73,742                           | 114,647                          | 106,193                          | 128,084                          | 107,306                          | 91,418                           | 41,838                           | 50,000  |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | 1.5                              | 1.5                              | 3.4                              | -0.1                             | 1.4                              | 1.9                              | 2.4                              | 3.7                              | 3.5                              | 4.4                              | 3.8                              | 3.2                              | 1.6                              | 1.8   |
| 経常利益 (損失)<br>Ordinary income (loss)                                   | 14,955                           | 16,347                           | 112,240                          | -93,171                          | 49,429                           | 41                               | 42,050                           | 92,024                           | 69,152                           | 112,112                          | 82,735                           | -                                | -                                | -   |
| (対売上高比率)<br>(Ratio to Net sales) (%)                                  | 0.3                              | 0.4                              | 2.4                              | -2.2                             | 1.4                              | 0.0                              | 1.4                              | 3.0                              | 2.3                              | 3.8                              | 2.9                              |                                  |                                  |   |
| 税金等調整前当期純利益 (損失) / 税引前利益 (損失)<br>Income (loss) before income taxes    | 51,735                           | 96,297                           | 93,618                           | -290,970                         | 55,654                           | -15,687                          | 3,300                            | 69,279                           | 83,961                           | 96,737                           | 77,922                           | 86,553                           | 68,058                           |   |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | 1.0                              | 2.1                              | 2.0                              | -6.9                             | 1.6                              | -0.5                             | 0.1                              | 2.3                              | 2.8                              | 3.3                              | 2.8                              | 3.1                              | 2.6                              |   |
| 当期純利益 (損失) / 当期利益 (損失) *1<br>Net income (loss) / Net profit (loss) *2 | -10,062                          | 9,128                            | 22,681                           | -296,646                         | 11,428                           | -12,518                          | -110,267                         | 30,434                           | 33,742                           | 57,302                           | 68,749                           | 75,923                           | 27,310                           | 30,000  |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | -0.2                             | 0.2                              | 0.5                              | -7.0                             | 0.3                              | -0.4                             | -3.6                             | 1.0                              | 1.1                              | 2.0                              | 2.4                              | 2.7                              | 1.0                              | 1.1   |
| 設備投資額<br>Capital expenditures   | 160,960                          | 177,480                          | 122,577                          | 103,142                          | 83,098                           | 52,850                           | 41,980                           | 45,614                           | 98,708                           | 37,425                           | 36,347                           | 36,347                           | 31,472                           | 60,000  |
| 減価償却費<br>Depreciation   | 153,093                          | 149,681                          | 147,779                          | 133,624                          | 111,167                          | 62,097                           | 53,306                           | 51,167                           | 45,167                           | 48,518                           | 44,879                           | 50,493                           | 49,853                           | 65,000  |
| 研究開発費<br>R&D expenses   | 287,441                          | 334,639                          | 352,200                          | 346,529                          | 275,970                          | 176,514                          | 161,968                          | 151,676                          | 142,723                          | 134,205                          | 123,995                          | 123,602                          | 109,319                          | 116,000   |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%)         | 5.8                              | 7.2                              | 7.6                              | 8.2                              | 7.7                              | 5.7                              | 5.3                              | 4.9                              | 4.7                              | 4.6                              | 4.4                              | 4.4                              | 4.1                              | 4.1   |
| 営業活動によるキャッシュ・フロー<br>Cash flows from operating activities              | 225,804                          | 238,318                          | 192,302                          | 27,359                           | 134,816                          | 33,660                           | 83,857                           | 143,748                          | 94,124                           | 87,917                           | 97,829                           | 97,829                           | 92,525                           |   |
| 投資活動によるキャッシュ・フロー<br>Cash flows from investing activities              | -84,687                          | -169,676                         | -135,760                         | -173,167                         | -41,241                          | -146,244                         | -49,706                          | -101,742                         | -38,893                          | -47,510                          | -32,202                          | -32,202                          | 6,425                            |   |
| フリー・キャッシュフロー<br>Free cash flows                                       | 141,117                          | 68,642                           | 56,542                           | -145,808                         | 93,575                           | -112,584                         | 34,151                           | 42,006                           | 55,231                           | 40,407                           | 65,627                           | 65,627                           | 98,950                           | 80,000  |
| 財務活動によるキャッシュ・フロー<br>Cash flows from financing activities              | -200,199                         | -103,739                         | -100,704                         | 102,155                          | -80,408                          | 73,075                           | 14,692                           | -98,807                          | -49,983                          | -72,027                          | -50,082                          | -50,082                          | -48,881                          |   |
| 現金および現金同等物の期末残高<br>Cash and cash equivalents, at end of year          | 452,370                          | 423,369                          | 374,838                          | 317,271                          | 330,548                          | 203,879                          | 251,843                          | 197,132                          | 206,637                          | 181,132                          | 192,323                          | 192,323                          | 239,970                          |   |
| 一株当たり金額 (Per share data) 単位: 円 (In yen)                               |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |   |
| 当期純利益 (損失) / 当期利益 (損失) *1<br>Net income (loss) / Net profit (loss) *2 | -5.26                            | 4.43                             | 11.06                            | -146.64                          | 5.04                             | -4.82                            | -42.44                           | 11.71                            | 12.99                            | 22.05                            | 26.45                            | 29.22                            | 10.51                            | 11.54   |
| 潜在株式調整後当期純利益<br>Diluted net income                                    | -                                | 4.23                             | 10.64                            | -                                | 4.91                             | -                                | -                                | -                                | -                                | -                                | -                                | -                                | -                                | -   |
| 配当金<br>Cash dividends   | 6.00                             | 8.00                             | 8.00                             | 0.00                             | 4.00                             | 0.00                             | 0.00                             | 4.00                             | 4.00                             | 4.00                             | 6.00                             | 6.00                             | 6.00                             | 6.00  |

\*1 親会社株主に帰属する当期純利益 (損失) / 親会社の所有者に帰属する当期利益 (損失)

\*2 Net income (loss) attributable to owners of the parent / Net profit (loss) attributable to owners of the parent

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|  | 日本会計基準 (JAPAN GAAP) |                |                |                |                |                |                |                |                |                |                | 国際財務報告基準 (IFRS) |                |                |
|--|---------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|----------------|----------------|
|  | 2006/3/31           | 2007/3/31      | 2008/3/31      | 2009/3/31      | 2010/3/31      | 2011/3/31      | 2012/3/31      | 2013/3/31      | 2014/3/31      | 2015/3/31      | 2016/3/31      | 2016/3/31       | 2017/3/31      | 2018/3/31      |
|  | 平成18年3月31日          | 平成19年3月31日     | 平成20年3月31日     | 平成21年3月31日     | 平成22年3月31日     | 平成23年3月31日     | 平成24年3月31日     | 平成25年3月31日     | 平成26年3月31日     | 平成27年3月31日     | 平成28年3月31日     | 平成28年3月31日      | 平成29年3月31日     | 平成30年3月31日     |
| 単位：百万円 (In millions of yen)  | March 31, 2006      | March 31, 2007 | March 31, 2008 | March 31, 2009 | March 31, 2010 | March 31, 2011 | March 31, 2012 | March 31, 2013 | March 31, 2014 | March 31, 2015 | March 31, 2016 | March 31, 2016  | March 31, 2017 | March 31, 2018 |
| 総資産／資産合計<br>Total assets   | 3,802,775           | 3,731,669      | 3,526,795      | 3,075,378      | 2,937,644      | 2,628,931      | 2,557,570      | 2,580,966      | 2,505,329      | 2,620,652      | 2,493,441      | 2,528,904       | 2,683,996      |                |
| 有利子負債残高<br>Interest-bearing debt   | 935,103             | 859,292        | 800,843        | 925,163        | 729,548        | 675,798        | 692,734        | 603,451        | 575,151        | 520,778        | 480,987        | 479,523         | 466,946        |                |
| ネット有利子負債残高<br>Net interest-bearing debt  | 482,733             | 435,923        | 426,005        | 607,892        | 399,000        | 471,919        | 440,891        | 406,319        | 368,514        | 339,646        | 288,664        | 287,200         | 226,976        |                |
| 負債合計<br>Total liabilities  | 2,560,125           | 2,491,546      | 2,341,274      | 2,289,813      | 2,005,732      | 1,753,490      | 1,779,956      | 1,744,819      | 1,737,666      | 1,736,460      | 1,640,948      | 1,691,684       | 1,667,930      |                |
| 資本金<br>Capital stock/Share capital   | 337,821             | 337,822        | 337,940        | 337,940        | 397,199        | 397,199        | 397,199        | 397,199        | 397,199        | 397,199        | 397,199        | 397,199         | 397,199        |                |
| 自己資本／親会社の所有者に帰属する持分<br>Owner's equity/Total equity attributable to owners of the parent              | 1,029,807           | 1,038,808      | 1,004,221      | 641,654        | 790,904        | 757,054        | 656,956        | 710,666        | 695,949        | 823,650        | 792,092        | 769,827         | 854,264        |                |
| 純資産／資本合計<br>Total net assets/Total equity  | 1,242,650           | 1,240,123      | 1,185,521      | 785,565        | 931,912        | 875,441        | 777,614        | 836,147        | 767,663        | 884,192        | 852,493        | 837,220         | 1,016,066      |                |
| 発行済株式総数 (千株)<br>Shares of common stock outstanding (thousands of shares)                             | 1,995,923           | 2,029,555      | 2,029,733      | 2,029,733      | 2,604,733      | 2,604,733      | 2,604,733      | 2,604,733      | 2,604,733      | 2,604,733      | 2,604,733      | 2,604,733       | 2,604,733      |                |
| 株主数<br>Number of shareholders  | 244,111             | 257,608        | 254,577        | 244,521        | 271,737        | 279,583        | 271,589        | 263,993        | 228,266        | 211,835        | 195,536        | 195,536         |                |                |
| 収益性 (Profitability)  |                     |                |                |                |                |                |                |                |                |                |                |                 |                |                |
| 自己資本利益率<br>ROE (Return on equity) (%)  | -                   | 0.9            | 2.2            | -36.0          | 1.6            | -1.6           | -15.6          | 4.5            | 4.8            | 7.5            | 8.5            | 9.5             | 3.4            |                |
| 総資産経常利益率<br>ROA (Return on asset) (%)  | -                   | 0.4            | 3.1            | -2.8           | 1.6            | 0.0            | 1.6            | 3.6            | 2.7            | 4.4            | 3.2            | -               | -              |                |
| 安全性 (Financial stability)  |                     |                |                |                |                |                |                |                |                |                |                |                 |                |                |
| 自己資本比率／親会社所有者帰属持分比率<br>Owner's equity ratio/Ratio of equity attributable to owners of the parent (%) | 27.1                | 27.8           | 28.5           | 20.9           | 26.9           | 28.8           | 25.7           | 27.5           | 27.8           | 31.4           | 31.8           | 30.4            | 31.8           |                |
| D/E レシオ<br>Debt/Equity ratio (times)   | 0.91                | 0.83           | 0.80           | 1.44           | 0.92           | 0.89           | 1.05           | 0.85           | 0.83           | 0.63           | 0.61           | 0.62            | 0.55           |                |
| ネットD/E レシオ<br>Net Debt/Equity ratio (times)  | 0.47                | 0.42           | 0.42           | 0.95           | 0.50           | 0.62           | 0.67           | 0.57           | 0.53           | 0.41           | 0.36           | 0.37            | 0.27           |                |
| 一株当たり金額 (Per share data) 単位：円 (In yen)   |                     |                |                |                |                |                |                |                |                |                |                |                 |                |                |
| 純資産<br>Total net assets  | 516.62              | 512.99         | 495.96         | 317.11         | 304.36         | 291.35         | 252.83         | 273.51         | 267.86         | 316.93         | 304.81         | -               | -              |                |
| 親会社の所有者に帰属する持分<br>Total equity attributable to owners of the parent                                  | -                   | -              | -              | -              | -              | -              | -              | -              | -              | -              | -              | 296.24          | 328.74         |                |
| 従業員数<br>Number of employees  | 154,180             | 154,786        | 152,922        | 143,327        | 142,358        | 115,840        | 109,102        | 102,375        | 100,914        | 98,882         | 98,726         | 98,726          |                |                |
| 連結子会社数<br>Number of consolidated subsidiaries  | 356                 | 342            | 334            | 328            | 310            | 283            | 265            | 270            | 258            | 232            | 217            | 217             | 238            |                |
| 持分法適用関連会社数<br>Number of affiliated companies   | 68                  | 68             | 66             | 63             | 60             | 55             | 55             | 53             | 51             | 51             | 52             | 52              |                |                |

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|   | 日本会計基準 (JAPAN GAAP)              |                                  |                                  |                                  | 国際財務報告基準 (IFRS)                  |                                  |                                  |
|---|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|   | 2012年度<br>平成24年度                 | 2013年度<br>平成25年度                 | 2014年度<br>平成26年度                 | 2015年度<br>平成27年度                 | 2015年度<br>平成27年度                 | 2016年度<br>平成28年度                 | 2017年度<br>平成29年度                 |
|   | The year ended<br>March 31, 2013 | The year ended<br>March 31, 2014 | The year ended<br>March 31, 2015 | The year ended<br>March 31, 2016 | The year ended<br>March 31, 2016 | The year ended<br>March 31, 2017 | The year ended<br>March 31, 2018 |
| 単位：百万円 (In millions of yen)                                   |                                  |                                  |                                  |                                  |                                  |                                  |                                  |
| 米州 (The Americas)   |                                  |                                  |                                  |                                  |                                  |                                  |                                  |
| 売上高/売上収益<br>Net sales/Revenue                                 | 180,579                          | 202,343                          | 203,873                          | 200,549                          | 200,515                          | 174,097                          |                                  |
| (前年度比増減率)<br>(Annual Growth) (%)                              | -                                | 12.1                             | 0.8                              | -1.6                             |                                  | -13.2                            |                                  |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%) | 5.9                              | 6.6                              | 6.9                              | 7.1                              | 7.1                              | 6.5                              |                                  |
| E M E A (EMEA)  |                                  |                                  |                                  |                                  |                                  |                                  |                                  |
| 売上高/売上収益<br>Net sales/Revenue                                 | 99,575                           | 127,379                          | 136,589                          | 138,424                          | 138,424                          | 122,125                          |                                  |
| (前年度比増減率)<br>(Annual Growth) (%)                              | -                                | 27.9                             | 7.2                              | 1.3                              |                                  | -11.8                            |                                  |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%) | 3.2                              | 4.2                              | 4.7                              | 4.9                              | 4.9                              | 4.6                              |                                  |
| 中華圏 A P A C (Greater China, APAC)                             |                                  |                                  |                                  |                                  |                                  |                                  |                                  |
| 売上高/売上収益<br>Net sales/Revenue                                 | 202,964                          | 239,450                          | 246,382                          | 264,196                          | 264,196                          | 274,745                          |                                  |
| (前年度比増減率)<br>(Annual Growth) (%)                              | -                                | 18.0                             | 2.9                              | 7.2                              |                                  | 4.0                              |                                  |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%) | 6.6                              | 7.9                              | 8.4                              | 9.4                              | 9.4                              | 10.3                             |                                  |
| 合計 (Consolidated total)                                       |                                  |                                  |                                  |                                  |                                  |                                  |                                  |
| 売上高/売上収益<br>Net sales/Revenue                                 | 483,118                          | 569,172                          | 586,844                          | 603,169                          | 603,135                          | 570,967                          |                                  |
| (前年度比増減率)<br>(Annual Growth) (%)                              | 0.3                              | 17.8                             | 3.1                              | 2.8                              |                                  | -5.3                             |                                  |
| (対売上高比率/対売上収益比率)<br>(Ratio to Net sales/Ratio to Revenue) (%) | 15.7                             | 18.7                             | 20.0                             | 21.4                             | 21.4                             | 21.4                             |                                  |

\* 売上高/売上収益は顧客の所在地を基礎とし、国または地域に分類しています。

\* Sales/Revenue, based on the location of customers, are classified by country or region

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## 日本会計基準 (JAPAN GAAP)

単位：百万円 (In millions of yen)

|  | 2005年度<br>平成17年度<br>The year ended<br>March 31, 2006 | 2006年度<br>平成18年度<br>The year ended<br>March 31, 2007 | 2007年度<br>平成19年度<br>The year ended<br>March 31, 2008 | 2008年度<br>平成20年度<br>The year ended<br>March 31, 2009 | 2009年度<br>平成21年度<br>The year ended<br>March 31, 2010 | 2010年度<br>平成22年度<br>The year ended<br>March 31, 2011 | 2011年度<br>平成23年度<br>The year ended<br>March 31, 2012 | 2012年度<br>平成24年度<br>The year ended<br>March 31, 2013 |
|--|--|--|--|--|--|--|--|--|
|--|--|--|--|--|--|--|--|--|

## アジア (Asia)

|                                      |  |         |         |         |         |         |         |         |
|--------------------------------------|--|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Net sales                     |  | 421,949 | 458,719 | 374,288 | 321,790 | 158,470 | 152,960 | 162,320 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  | -       | 8.7     | -18.4   | -14.0   | -50.8   | -3.5    | 6.1     |
| (対売上高比率)<br>(Ratio to Net sales) (%) |  | 9.1     | 9.9     | 8.9     | 9.0     | 5.1     | 5.0     | 5.3     |

## 欧州 (Europe)

|                                      |         |         |         |         |         |         |         |        |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|--------|
| 売上高<br>Net sales                     | 555,107 | 448,487 | 325,582 | 260,155 | 164,672 | 109,783 | 104,406 | 84,168 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -       | -19.2   | -27.4   | -20.1   | -36.7   | -33.3   | -4.9    | -19.4  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 11.3    | 9.6     | 7.1     | 6.2     | 4.6     | 3.5     | 3.4     | 2.7    |

## 北米 (North America)

|                                      |  |  |  |  |  |  |  |  |
|--------------------------------------|--|--|--|--|--|--|--|--|
| 売上高<br>Net sales                     |  |  |  |  |  |  |  |  |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  |  |  |
| (対売上高比率)<br>(Ratio to Net sales) (%) |  |  |  |  |  |  |  |  |

## その他 (Others)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Net sales                     | 789,575 | 343,249 | 371,448 | 300,026 | 226,424 | 211,096 | 224,126 | 236,630 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -       | -       | 8.2     | -19.2   | -24.5   | -6.8    | 6.2     | 5.6     |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 16.0    | 7.4     | 8.0     | 7.1     | 6.3     | 6.8     | 7.4     | 7.7     |

## 合計 (Consolidated total)

|                                      |           |           |           |         |         |         |         |         |
|--------------------------------------|-----------|-----------|-----------|---------|---------|---------|---------|---------|
| 売上高<br>Net sales                     | 1,344,682 | 1,213,685 | 1,155,749 | 934,469 | 712,886 | 479,349 | 481,492 | 483,118 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -         | -9.7      | -4.8      | -19.1   | -23.7   | -32.8   | 0.4     | 0.3     |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 27.3      | 26.1      | 25.0      | 22.2    | 19.9    | 15.4    | 15.9    | 15.7    |

\* 売上高は顧客の所在地を基礎とし、国または地域に分類しています。

\* Sales, based on the location of customers, are classified by country or region

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## 国際財務報告基準 (IFRS)

\* 売上収益 (外部収益)

\* Revenue (Revenue from customers)

単位: 百万円 (In millions of yen)

| 2015年度 (FY2016) |          |          |               |            |                 |          |                |                |
|-----------------|----------|----------|---------------|------------|-----------------|----------|----------------|----------------|
|                 | 1Q       | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|                 | 2015.4-6 | 2015.7-9 | 2015.4-9      | 2015.10-12 | 2015.4-12       | 2016.1-3 | 2015.10-2016.3 | 2015.4-2016.3  |

## パブリック事業 (Public Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上収益<br>Revenue                      | 145,604 | 190,095 | 335,699 | 163,735 | 499,434 | 272,174 | 435,909 | 771,608 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating profit (loss) | 603     | 13,866  | 14,469  | 9,979   | 24,448  | 32,845  | 42,824  | 57,293  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   | 0.4     | 7.3     | 4.3     | 6.1     | 4.9     | 12.1    | 9.8     | 7.4     |

## エンタープライズ事業 (Enterprise Business)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上収益<br>Revenue                      | 68,627 | 78,022 | 146,649 | 71,737 | 218,386 | 81,942 | 153,679 | 300,328 |
| (前年度比増減率)<br>(Annual Growth) (%)     |        |        |         |        |         |        |         |         |
| 営業利益 (損失)<br>Operating profit (loss) | 3,405  | 6,442  | 9,847   | 4,287  | 14,134  | 9,763  | 14,050  | 23,897  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   | 5.0    | 8.3    | 6.7     | 6.0    | 6.5     | 11.9   | 9.1     | 8.0     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上収益<br>Revenue                      | 143,055 | 185,054 | 328,109 | 159,377 | 487,486 | 210,013 | 369,390 | 697,499 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating profit (loss) | -2,414  | 15,165  | 12,751  | 8,472   | 21,223  | 25,302  | 33,774  | 46,525  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   | -1.7    | 8.2     | 3.9     | 5.3     | 4.4     | 12.0    | 9.1     | 6.7     |

## システムプラットフォーム事業 (System Platform Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上収益<br>Revenue                      | 160,177 | 187,643 | 347,820 | 171,044 | 518,864 | 209,703 | 380,747 | 728,567 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating profit (loss) | 4,312   | 4,910   | 9,222   | 2,487   | 11,709  | 20,030  | 22,517  | 31,739  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   | 2.7     | 2.6     | 2.7     | 1.5     | 2.3     | 9.6     | 5.9     | 4.4     |

## その他 (Others)

|                                      |        |        |         |        |         |         |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|---------|---------|---------|
| 売上収益<br>Revenue                      | 69,831 | 81,612 | 151,443 | 78,960 | 230,403 | 96,428  | 175,388 | 326,831 |
| (前年度比増減率)<br>(Annual Growth) (%)     |        |        |         |        |         |         |         |         |
| 営業利益 (損失)<br>Operating profit (loss) | -6,194 | 3,684  | -2,510  | -5,450 | -7,960  | -10,246 | -15,696 | -18,206 |
| (対売上高比率)<br>(Ratio to Revenue) (%)   | -8.9   | 4.5    | -1.7    | -6.9   | -3.5    | -10.6   | -8.9    | -5.6    |

## 消去・配賦不能 (Adjustment)

|                                      |        |         |         |         |         |         |         |         |
|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|
| 営業利益 (損失)<br>Operating profit (loss) | -7,287 | -17,481 | -24,768 | -11,113 | -35,881 | -13,949 | -25,062 | -49,830 |
|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|

## 合計 (Consolidated total)

|                                      |         |         |           |         |           |         |           |           |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 売上収益<br>Revenue                      | 587,294 | 722,426 | 1,309,720 | 644,853 | 1,954,573 | 870,260 | 1,515,113 | 2,824,833 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |           |         |           |         |           |           |
| 営業利益 (損失)<br>Operating profit (loss) | -7,575  | 26,586  | 19,011    | 8,662   | 27,673    | 63,745  | 72,407    | 91,418    |
| (対売上高比率)<br>(Ratio to Revenue) (%)   | -1.3    | 3.7     | 1.5       | 1.3     | 1.4       | 7.3     | 4.8       | 3.2       |

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## 国際財務報告基準 (IFRS)

\* 売上収益 (外部収益)

\* Revenue (Revenue from customers)

単位: 百万円 (In millions of yen)

|  | 2016年度 (FY2017) |          |               |            |                 |          |                |                |
|--|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
|  | 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|  | 2016.4-6        | 2016.7-9 | 2016.4-9      | 2016.10-12 | 2016.4-12       | 2017.1-3 | 2016.10-2017.3 | 2016.4-2017.3  |
| <b>パブリック事業 (Public Business)</b>                 |                 |          |               |            |                 |          |                |                |
| 売上収益<br>Revenue                                  | 117,501         | 164,622  | 282,123       | 153,527    | 435,650         | 300,386  | 453,913        | 736,036        |
| (前年度比増減率)<br>(Annual Growth) (%)                 | -19.3           | -13.4    | -16.0         | -6.2       | -12.8           | 10.4     | 4.1            | -4.6           |
| 営業利益 (損失)<br>Operating profit (loss)             | -2,560          | 15,987   | 13,427        | 1,060      | 14,487          | 31,472   | 32,532         | 45,959         |
| (対売上高比率)<br>(Ratio to Revenue) (%)               | -2.2            | 9.7      | 4.8           | 0.7        | 3.3             | 10.5     | 7.2            | 6.2            |
| <b>エンタープライズ事業 (Enterprise Business)</b>          |                 |          |               |            |                 |          |                |                |
| 売上収益<br>Revenue                                  | 66,524          | 88,628   | 155,152       | 70,049     | 225,201         | 81,076   | 151,125        | 306,277        |
| (前年度比増減率)<br>(Annual Growth) (%)                 | -3.1            | 13.6     | 5.8           | -2.4       | 3.1             | -1.1     | -1.7           | 2.0            |
| 営業利益 (損失)<br>Operating profit (loss)             | 3,702           | 9,461    | 13,163        | 3,729      | 16,892          | 6,985    | 10,714         | 23,877         |
| (対売上高比率)<br>(Ratio to Revenue) (%)               | 5.6             | 10.7     | 8.5           | 5.3        | 7.5             | 8.6      | 7.1            | 7.8            |
| <b>テレコムキャリア事業 (Telecom Carrier Business)</b>     |                 |          |               |            |                 |          |                |                |
| 売上収益<br>Revenue                                  | 121,136         | 161,727  | 282,863       | 141,273    | 424,136         | 187,496  | 328,769        | 611,632        |
| (前年度比増減率)<br>(Annual Growth) (%)                 | -15.3           | -12.6    | -13.8         | -11.4      | -13.0           | -10.7    | -11.0          | -12.3          |
| 営業利益 (損失)<br>Operating profit (loss)             | -6,937          | 11,199   | 4,262         | -1,345     | 2,917           | 16,543   | 15,198         | 19,460         |
| (対売上高比率)<br>(Ratio to Revenue) (%)               | -5.7            | 6.9      | 1.5           | -1.0       | 0.7             | 8.8      | 4.6            | 3.2            |
| <b>システムプラットフォーム事業 (System Platform Business)</b> |                 |          |               |            |                 |          |                |                |
| 売上収益<br>Revenue                                  | 150,236         | 189,593  | 339,829       | 164,274    | 504,103         | 215,704  | 379,978        | 719,807        |
| (前年度比増減率)<br>(Annual Growth) (%)                 | -6.2            | 1.0      | -2.3          | -4.0       | -2.8            | 2.9      | -0.2           | -1.2           |
| 営業利益 (損失)<br>Operating profit (loss)             | -4,548          | 12,334   | 7,786         | -173       | 7,613           | 21,831   | 21,658         | 29,444         |
| (対売上高比率)<br>(Ratio to Revenue) (%)               | -3.0            | 6.5      | 2.3           | -0.1       | 1.5             | 10.1     | 5.7            | 4.1            |
| <b>その他 (Others)</b>                              |                 |          |               |            |                 |          |                |                |
| 売上収益<br>Revenue                                  | 63,306          | 77,789   | 141,095       | 64,284     | 205,379         | 85,904   | 150,188        | 291,283        |
| (前年度比増減率)<br>(Annual Growth) (%)                 | -9.3            | -4.7     | -6.8          | -18.6      | -10.9           | -10.9    | -14.4          | -10.9          |
| 営業利益 (損失)<br>Operating profit (loss)             | -8,379          | 1,151    | -7,228        | -6,685     | -13,913         | -267     | -6,952         | -14,180        |
| (対売上高比率)<br>(Ratio to Revenue) (%)               | -13.2           | 1.5      | -5.1          | -10.4      | -6.8            | -0.3     | -4.6           | -4.9           |
| <b>消去・配賦不能 (Adjustment)</b>                      |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating profit (loss)             | -11,222         | -16,444  | -27,666       | -17,365    | -45,031         | -17,691  | -35,056        | -62,722        |
| <b>合計 (Consolidated total)</b>                   |                 |          |               |            |                 |          |                |                |
| 売上収益<br>Revenue                                  | 518,703         | 682,359  | 1,201,062     | 593,407    | 1,794,469       | 870,566  | 1,463,973      | 2,665,035      |
| (前年度比増減率)<br>(Annual Growth) (%)                 | -11.7           | -5.5     | -8.3          | -8.0       | -8.2            | 0.0      | -3.4           | -5.7           |
| 営業利益 (損失)<br>Operating profit (loss)             | -29,944         | 33,688   | 3,744         | -20,779    | -17,035         | 58,873   | 38,094         | 41,838         |
| (対売上高比率)<br>(Ratio to Revenue) (%)               | -5.8            | 4.9      | 0.3           | -3.5       | -0.9            | 6.8      | 2.6            | 1.6            |

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## 国際財務報告基準 (IFRS)

\* 売上収益 (外部収益)

\* Revenue (Revenue from customers)

単位: 百万円 (In millions of yen)

2017年度 (FY2018)

| 1Q       | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|----------|----------|---------------|------------|-----------------|----------|----------------|----------------|
| 2017.4-6 | 2017.7-9 | 2017.4-9      | 2017.10-12 | 2017.4-12       | 2018.1-3 | 2017.10-2018.3 | 2017.4-2018.3  |

予想 (Forecast)

## パブリック事業 (Public Business)

|                                      |  |  |  |  |  |  |         |
|--------------------------------------|--|--|--|--|--|--|---------|
| 売上収益<br>Revenue                      |  |  |  |  |  |  | 880,000 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  | 19.6    |
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | 67,000  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   |  |  |  |  |  |  | 7.6     |

## エンタープライズ事業 (Enterprise Business)

|                                      |  |  |  |  |  |  |         |
|--------------------------------------|--|--|--|--|--|--|---------|
| 売上収益<br>Revenue                      |  |  |  |  |  |  | 305,000 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  | -0.4    |
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | 20,000  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   |  |  |  |  |  |  | 6.6     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |  |  |  |  |  |  |         |
|--------------------------------------|--|--|--|--|--|--|---------|
| 売上収益<br>Revenue                      |  |  |  |  |  |  | 610,000 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  | -0.3    |
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | 24,000  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   |  |  |  |  |  |  | 3.9     |

## システムプラットフォーム事業 (System Platform Business)

|                                      |  |  |  |  |  |  |         |
|--------------------------------------|--|--|--|--|--|--|---------|
| 売上収益<br>Revenue                      |  |  |  |  |  |  | 685,000 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  | -4.8    |
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | 29,000  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   |  |  |  |  |  |  | 4.2     |

## その他 (Others)

|                                      |  |  |  |  |  |  |         |
|--------------------------------------|--|--|--|--|--|--|---------|
| 売上収益<br>Revenue                      |  |  |  |  |  |  | 320,000 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  | 9.9     |
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | -8,000  |
| (対売上高比率)<br>(Ratio to Revenue) (%)   |  |  |  |  |  |  | -2.5    |

## 消去・配賦不能 (Adjustment)

|                                      |  |  |  |  |  |  |         |
|--------------------------------------|--|--|--|--|--|--|---------|
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | -82,000 |
|--------------------------------------|--|--|--|--|--|--|---------|

## 合計 (Consolidated total)

|                                      |  |  |  |  |  |  |           |
|--------------------------------------|--|--|--|--|--|--|-----------|
| 売上収益<br>Revenue                      |  |  |  |  |  |  | 2,800,000 |
| (前年度比増減率)<br>(Annual Growth) (%)     |  |  |  |  |  |  | 5.1       |
| 営業利益 (損失)<br>Operating profit (loss) |  |  |  |  |  |  | 50,000    |
| (対売上高比率)<br>(Ratio to Revenue) (%)   |  |  |  |  |  |  | 1.8       |



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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

| 2011年度 (FY2012) |          |               |            |                 |          |                |                |
|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
| 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
| 2011.4-6        | 2011.7-9 | 2011.4-9      | 2011.10-12 | 2011.4-12       | 2012.1-3 | 2011.10-2012.3 | 2011.4-2012.3  |

## パブリック事業 (Public Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 112,957 | 158,212 | 271,169 | 132,842 | 404,011 | 245,442 | 378,284 | 649,453 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating income (loss) | -1,902  | 12,473  | 10,571  | 4,726   | 15,297  | 27,966  | 32,692  | 43,263  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -1.7    | 7.9     | 3.9     | 3.6     | 3.8     | 11.4    | 8.6     | 6.7     |

## エンタープライズ事業 (Enterprise Business)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上高<br>Sales                         | 44,658 | 57,890 | 102,548 | 50,873 | 153,421 | 68,736 | 119,609 | 222,157 |
| (前年度比増減率)<br>(Annual Growth) (%)     |        |        |         |        |         |        |         |         |
| 営業利益 (損失)<br>Operating income (loss) | -2,683 | -706   | -3,389  | -1,475 | -4,864  | 5,379  | 3,904   | 515     |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -6.0   | -1.2   | -3.3    | -2.9   | -3.2    | 7.8    | 3.3     | 0.2     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 138,913 | 169,629 | 308,542 | 156,909 | 465,451 | 193,821 | 350,730 | 659,272 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating income (loss) | 1,824   | 14,061  | 15,885  | 9,423   | 25,308  | 29,313  | 38,736  | 54,621  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 1.3     | 8.3     | 5.1     | 6.0     | 5.4     | 15.1    | 11.0    | 8.3     |

## システムプラットフォーム事業 (System Platform Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 147,201 | 182,919 | 330,120 | 165,208 | 495,328 | 215,707 | 380,915 | 711,035 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating income (loss) | -5,640  | 3,413   | -2,227  | -5,212  | -7,439  | 21,205  | 15,993  | 13,766  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -3.8    | 1.9     | -0.7    | -3.2    | -1.5    | 9.8     | 4.2     | 1.9     |

## その他 (Others)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 225,386 | 205,440 | 430,826 | 163,176 | 594,002 | 200,917 | 364,093 | 794,919 |
| (前年度比増減率)<br>(Annual Growth) (%)     |         |         |         |         |         |         |         |         |
| 営業利益 (損失)<br>Operating income (loss) | 158     | 10,161  | 10,319  | -1,587  | 8,732   | 1,631   | 44      | 10,363  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 0.1     | 4.9     | 2.4     | -1.0    | 1.5     | 0.8     | 0.0     | 1.3     |

## 消去・配賦不能 (Adjustment)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 営業利益 (損失)<br>Operating income (loss) | -11,197 | -13,173 | -24,370 | -14,080 | -38,450 | -10,336 | -24,416 | -48,786 |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|

## 合計 (Consolidated total)

|                                      |         |         |           |         |           |         |           |           |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 売上高<br>Net sales                     | 669,115 | 774,090 | 1,443,205 | 669,008 | 2,112,213 | 924,623 | 1,593,631 | 3,036,836 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 0.2     | -3.4    | -1.8      | -7.2    | -3.5      | -0.1    | -3.2      | -2.5      |
| 営業利益 (損失)<br>Operating income (loss) | -19,440 | 26,229  | 6,789     | -8,205  | -1,416    | 75,158  | 66,953    | 73,742    |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -2.9    | 3.4     | 0.5       | -1.2    | -0.1      | 8.1     | 4.2       | 2.4       |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

| 2012年度 (FY2013) |          |               |            |                 |          |                |                |
|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
| 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
| 2012.4-6        | 2012.7-9 | 2012.4-9      | 2012.10-12 | 2012.4-12       | 2013.1-3 | 2012.10-2013.3 | 2012.4-2013.3  |

## パブリック事業 (Public Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 114,907 | 162,042 | 276,949 | 149,207 | 426,156 | 254,497 | 403,704 | 680,653 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 1.7     | 2.4     | 2.1     | 12.3    | 5.5     | 3.7     | 6.7     | 4.8     |
| 営業利益 (損失)<br>Operating income (loss) | 85      | 14,333  | 14,418  | 8,859   | 23,277  | 25,761  | 34,620  | 49,038  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 0.1     | 8.8     | 5.2     | 5.9     | 5.5     | 10.1    | 8.6     | 7.2     |

## エンタープライズ事業 (Enterprise Business)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上高<br>Sales                         | 50,043 | 68,805 | 118,848 | 59,041 | 177,889 | 73,685 | 132,726 | 251,574 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 12.1   | 18.9   | 15.9    | 16.1   | 15.9    | 7.2    | 11.0    | 13.2    |
| 営業利益 (損失)<br>Operating income (loss) | -2,668 | 4,610  | 1,942   | 181    | 2,123   | 3,338  | 3,519   | 5,461   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -5.3   | 6.7    | 1.6     | 0.3    | 1.2     | 4.5    | 2.7     | 2.2     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 155,142 | 187,545 | 342,687 | 166,330 | 509,017 | 200,265 | 366,595 | 709,282 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 11.7    | 10.6    | 11.1    | 6.0     | 9.4     | 3.3     | 4.5     | 7.6     |
| 営業利益 (損失)<br>Operating income (loss) | 12,680  | 18,241  | 30,921  | 17,917  | 48,838  | 22,724  | 40,641  | 71,562  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 8.2     | 9.7     | 9.0     | 10.8    | 9.6     | 11.3    | 11.1    | 10.1    |

## システムプラットフォーム事業 (System Platform Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 163,073 | 204,090 | 367,163 | 167,343 | 534,506 | 209,897 | 377,240 | 744,403 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 10.8    | 11.6    | 11.2    | 1.3     | 7.9     | -2.7    | -1.0    | 4.7     |
| 営業利益 (損失)<br>Operating income (loss) | -1,765  | 13,463  | 11,698  | 4,169   | 15,867  | 16,832  | 21,001  | 32,699  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -1.1    | 6.6     | 3.2     | 2.5     | 3.0     | 8.0     | 5.6     | 4.4     |

## その他 (Others)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 148,368 | 193,794 | 342,162 | 180,110 | 522,272 | 163,425 | 343,535 | 685,697 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -34.2   | -5.7    | -20.6   | 10.4    | -12.1   | -18.7   | -5.6    | -13.7   |
| 営業利益 (損失)<br>Operating income (loss) | -3,620  | 20,950  | 17,330  | 9,685   | 27,015  | -10,093 | -408    | 16,922  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -2.4    | 10.8    | 5.1     | 5.4     | 5.2     | -6.2    | -0.1    | 2.5     |

## 消去・配賦不能 (Adjustment)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 営業利益 (損失)<br>Operating income (loss) | -12,592 | -16,349 | -28,941 | -16,374 | -45,315 | -15,720 | -32,094 | -61,035 |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|

## 合計 (Consolidated total)

|                                      |         |         |           |         |           |         |           |           |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 売上高<br>Net sales                     | 631,533 | 816,276 | 1,447,809 | 722,031 | 2,169,840 | 901,769 | 1,623,800 | 3,071,609 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -5.6    | 5.4     | 0.3       | 7.9     | 2.7       | -2.5    | 1.9       | 1.1       |
| 営業利益 (損失)<br>Operating income (loss) | -7,880  | 55,248  | 47,368    | 24,437  | 71,805    | 42,842  | 67,279    | 114,647   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -1.2    | 6.8     | 3.3       | 3.4     | 3.3       | 4.8     | 4.1       | 3.7       |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

| 2013年度 (FY2014) |          |          |               |            |                 |          |                |                |
|-----------------|----------|----------|---------------|------------|-----------------|----------|----------------|----------------|
|                 | 1Q       | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|                 | 2013.4-6 | 2013.7-9 | 2013.4-9      | 2013.10-12 | 2013.4-12       | 2014.1-3 | 2013.10-2014.3 | 2013.4-2014.3  |

## パブリック事業 (Public Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 126,570 | 176,740 | 303,310 | 164,030 | 467,340 | 271,024 | 435,054 | 738,364 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 10.1    | 9.1     | 9.5     | 9.9     | 9.7     | 6.5     | 7.8     | 8.5     |
| 営業利益 (損失)<br>Operating income (loss) | 350     | 14,183  | 14,533  | 17,584  | 32,117  | 26,473  | 44,057  | 58,590  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 0.3     | 8.0     | 4.8     | 10.7    | 6.9     | 9.8     | 10.1    | 7.9     |

## エンタープライズ事業 (Enterprise Business)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上高<br>Sales                         | 58,749 | 71,344 | 130,093 | 60,686 | 190,779 | 81,537 | 142,223 | 272,316 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 17.4   | 3.7    | 9.5     | 2.8    | 7.2     | 10.7   | 7.2     | 8.2     |
| 営業利益 (損失)<br>Operating income (loss) | -2,421 | 3,148  | 727     | -201   | 526     | 6,013  | 5,812   | 6,539   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -4.1   | 4.4    | 0.6     | -0.3   | 0.3     | 7.4    | 4.1     | 2.4     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 154,018 | 180,023 | 334,041 | 172,702 | 506,743 | 219,015 | 391,717 | 725,758 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -0.7    | -4.0    | -2.5    | 3.8     | -0.4    | 9.4     | 6.9     | 2.3     |
| 営業利益 (損失)<br>Operating income (loss) | 5,607   | 13,775  | 19,382  | 12,398  | 31,780  | 28,549  | 40,947  | 60,329  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 3.6     | 7.7     | 5.8     | 7.2     | 6.3     | 13.0    | 10.5    | 8.3     |

## システムプラットフォーム事業 (System Platform Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 157,675 | 193,064 | 350,739 | 185,701 | 536,440 | 244,315 | 430,016 | 780,755 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -3.3    | -5.4    | -4.5    | 11.0    | 0.4     | 16.4    | 14.0    | 4.9     |
| 営業利益 (損失)<br>Operating income (loss) | -6,558  | 8,395   | 1,837   | 7,977   | 9,814   | 20,909  | 28,886  | 30,723  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -4.2    | 4.3     | 0.5     | 4.3     | 1.8     | 8.6     | 6.7     | 3.9     |

## その他 (Others)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 143,134 | 121,787 | 264,921 | 117,292 | 382,213 | 143,708 | 261,000 | 525,921 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -3.5    | -37.2   | -22.6   | -34.9   | -26.8   | -12.1   | -24.0   | -23.3   |
| 営業利益 (損失)<br>Operating income (loss) | -9,852  | -1,976  | -11,828 | 848     | -10,980 | 9,582   | 10,430  | -1,398  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -6.9    | -1.6    | -4.5    | 0.7     | -2.9    | 6.7     | 4.0     | -0.3    |

## 消去・配賦不能 (Adjustment)

|                                      |        |         |         |         |         |        |         |         |
|--------------------------------------|--------|---------|---------|---------|---------|--------|---------|---------|
| 営業利益 (損失)<br>Operating income (loss) | -8,939 | -15,333 | -24,272 | -15,243 | -39,515 | -9,075 | -24,318 | -48,590 |
|--------------------------------------|--------|---------|---------|---------|---------|--------|---------|---------|

## 合計 (Consolidated total)

|                                      |         |         |           |         |           |         |           |           |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 売上高<br>Net sales                     | 640,146 | 742,958 | 1,383,104 | 700,411 | 2,083,515 | 959,599 | 1,660,010 | 3,043,114 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 1.4     | -9.0    | -4.5      | -3.0    | -4.0      | 6.4     | 2.2       | -0.9      |
| 営業利益 (損失)<br>Operating income (loss) | -21,813 | 22,192  | 379       | 23,363  | 23,742    | 82,451  | 105,814   | 106,193   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -3.4    | 3.0     | 0.0       | 3.3     | 1.1       | 8.6     | 6.4       | 3.5       |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

| 2014年度 (FY2015) |          |               |            |                 |          |                |                |
|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
| 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
| 2014.4-6        | 2014.7-9 | 2014.4-9      | 2014.10-12 | 2014.4-12       | 2015.1-3 | 2014.10-2015.3 | 2014.4-2015.3  |

## パブリック事業 (Public Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 146,400 | 198,090 | 344,490 | 181,433 | 525,923 | 295,937 | 477,370 | 821,860 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 15.7    | 12.1    | 13.6    | 10.6    | 12.5    | 9.2     | 9.7     | 11.3    |
| 営業利益 (損失)<br>Operating income (loss) | 1,601   | 20,267  | 21,868  | 15,830  | 37,698  | 37,061  | 52,891  | 74,759  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 1.1     | 10.2    | 6.3     | 8.7     | 7.2     | 12.5    | 11.1    | 9.1     |

## エンタープライズ事業 (Enterprise Business)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上高<br>Sales                         | 54,397 | 72,275 | 126,672 | 61,200 | 187,872 | 82,636 | 143,836 | 270,508 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -7.4   | 1.3    | -2.6    | 0.8    | -1.5    | 1.3    | 1.1     | -0.7    |
| 営業利益 (損失)<br>Operating income (loss) | -1,777 | 4,035  | 2,258   | 547    | 2,805   | 5,496  | 6,043   | 8,301   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -3.3   | 5.6    | 1.8     | 0.9    | 1.5     | 6.7    | 4.2     | 3.1     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 151,004 | 181,454 | 332,458 | 170,825 | 503,283 | 236,867 | 407,692 | 740,150 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -2.0    | 0.8     | -0.5    | -1.1    | -0.7    | 8.2     | 4.1     | 2.0     |
| 営業利益 (損失)<br>Operating income (loss) | 4,333   | 12,274  | 16,607  | 8,772   | 25,379  | 36,585  | 45,357  | 61,964  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 2.9     | 6.8     | 5.0     | 5.1     | 5.0     | 15.4    | 11.1    | 8.4     |

## システムプラットフォーム事業 (System Platform Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 166,926 | 178,499 | 345,425 | 170,457 | 515,882 | 212,972 | 383,429 | 728,854 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 5.9     | -7.5    | -1.5    | -8.2    | -3.8    | -12.8   | -10.8   | -6.6    |
| 営業利益 (損失)<br>Operating income (loss) | 2,548   | 6,174   | 8,722   | 4,368   | 13,090  | 18,314  | 22,682  | 31,404  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 1.5     | 3.5     | 2.5     | 2.6     | 2.5     | 8.6     | 5.9     | 4.3     |

## その他 (Others)

|                                      |        |        |         |        |         |         |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 79,974 | 95,805 | 175,779 | 93,285 | 269,064 | 105,081 | 198,366 | 374,145 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -44.1  | -21.3  | -33.6   | -20.5  | -29.6   | -26.9   | -24.0   | -28.9   |
| 営業利益 (損失)<br>Operating income (loss) | -4,879 | 2,159  | -2,720  | -3,144 | -5,864  | 9,887   | 6,743   | 4,023   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -6.1   | 2.3    | -1.5    | -3.4   | -2.2    | 9.4     | 3.4     | 1.1     |

## 消去・配賦不能 (Adjustment)

|                                      |        |         |         |         |         |         |         |         |
|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|
| 営業利益 (損失)<br>Operating income (loss) | -8,885 | -16,330 | -25,215 | -12,256 | -37,471 | -14,896 | -27,152 | -52,367 |
|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|

## 合計 (Consolidated total)

|                                      |         |         |           |         |           |         |           |           |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 売上高<br>Net sales                     | 598,701 | 726,123 | 1,324,824 | 677,200 | 2,002,024 | 933,493 | 1,610,693 | 2,935,517 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -6.5    | -2.3    | -4.2      | -3.3    | -3.9      | -2.7    | -3.0      | -3.5      |
| 営業利益 (損失)<br>Operating income (loss) | -7,059  | 28,579  | 21,520    | 14,117  | 35,637    | 92,447  | 106,564   | 128,084   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -1.2    | 3.9     | 1.6       | 2.1     | 1.8       | 9.9     | 6.6       | 4.4       |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

| 2015年度 (FY2016) |          |               |            |                 |          |                |                |
|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
| 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
| 2015.4-6        | 2015.7-9 | 2015.4-9      | 2015.10-12 | 2015.4-12       | 2016.1-3 | 2015.10-2016.3 | 2015.4-2016.3  |

## パブリック事業 (Public Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 145,467 | 189,152 | 334,619 | 161,018 | 495,637 | 271,138 | 432,156 | 766,775 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -0.6    | -4.5    | -2.9    | -11.3   | -5.8    | -8.4    | -9.5    | -6.7    |
| 営業利益 (損失)<br>Operating income (loss) | -536    | 13,102  | 12,566  | 9,858   | 22,424  | 35,105  | 44,963  | 57,529  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -0.4    | 6.9     | 3.8     | 6.1     | 4.5     | 12.9    | 10.4    | 7.5     |

## エンタープライズ事業 (Enterprise Business)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上高<br>Sales                         | 68,253 | 78,368 | 146,621 | 71,109 | 217,730 | 83,007 | 154,116 | 300,737 |
| (前年度比増減率)<br>(Annual Growth) (%)     | 25.5   | 8.4    | 15.7    | 16.2   | 15.9    | 0.4    | 7.1     | 11.2    |
| 営業利益 (損失)<br>Operating income (loss) | 2,790  | 6,210  | 9,000   | 3,647  | 12,647  | 9,573  | 13,220  | 22,220  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 4.1    | 7.9    | 6.1     | 5.1    | 5.8     | 11.5   | 8.6     | 7.4     |

## テレコムキャリア事業 (Telecom Carrier Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 142,582 | 184,930 | 327,512 | 159,199 | 486,711 | 212,202 | 371,401 | 698,913 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -5.6    | 1.9     | -1.5    | -6.8    | -3.3    | -10.4   | -8.9    | -5.6    |
| 営業利益 (損失)<br>Operating income (loss) | -3,308  | 13,568  | 10,260  | 6,141   | 16,401  | 29,167  | 35,308  | 45,568  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -2.3    | 7.3     | 3.1     | 3.9     | 3.4     | 13.7    | 9.5     | 6.5     |

## システムプラットフォーム事業 (System Platform Business)

|                                      |         |         |         |         |         |         |         |         |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| 売上高<br>Sales                         | 160,216 | 187,601 | 347,817 | 170,931 | 518,748 | 209,774 | 380,705 | 728,522 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -4.0    | 5.1     | 0.7     | 0.3     | 0.6     | -1.5    | -0.7    | -0.0    |
| 営業利益 (損失)<br>Operating income (loss) | 4,876   | 5,813   | 10,689  | 2,404   | 13,093  | 24,429  | 26,833  | 37,522  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | 3.0     | 3.1     | 3.1     | 1.4     | 2.5     | 11.6    | 7.0     | 5.2     |

## その他 (Others)

|                                      |        |        |         |        |         |        |         |         |
|--------------------------------------|--------|--------|---------|--------|---------|--------|---------|---------|
| 売上高<br>Sales                         | 70,073 | 81,490 | 151,563 | 78,707 | 230,270 | 95,964 | 174,671 | 326,234 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -12.4  | -14.9  | -13.8   | -15.6  | -14.4   | -8.7   | -11.9   | -12.8   |
| 営業利益 (損失)<br>Operating income (loss) | -6,951 | 2,579  | -4,372  | -6,859 | -11,231 | 2,364  | -4,495  | -8,867  |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -9.9   | 3.2    | -2.9    | -8.7   | -4.9    | 2.5    | -2.6    | -2.7    |

## 消去・配賦不能 (Adjustment)

|                                      |        |         |         |         |         |         |         |         |
|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|
| 営業利益 (損失)<br>Operating income (loss) | -6,945 | -17,859 | -24,804 | -10,265 | -35,069 | -11,597 | -21,862 | -46,666 |
|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|---------|

## 合計 (Consolidated total)

|                                      |         |         |           |         |           |         |           |           |
|--------------------------------------|---------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 売上高<br>Net sales                     | 586,591 | 721,541 | 1,308,132 | 640,964 | 1,949,096 | 872,085 | 1,513,049 | 2,821,181 |
| (前年度比増減率)<br>(Annual Growth) (%)     | -2.0    | -0.6    | -1.3      | -5.4    | -2.6      | -6.6    | -6.1      | -3.9      |
| 営業利益 (損失)<br>Operating income (loss) | -10,074 | 23,413  | 13,339    | 4,926   | 18,265    | 89,041  | 93,967    | 107,306   |
| (対売上高比率)<br>(Ratio to Net sales) (%) | -1.7    | 3.2     | 1.0       | 0.8     | 0.9       | 10.2    | 6.2       | 3.8       |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

|   | 2010年度 (FY2011) |          |               |            |                 |          |                |                |
|---|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
|   | 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|   | 2010.4-6        | 2010.7-9 | 2010.4-9      | 2010.10-12 | 2010.4-12       | 2011.1-3 | 2010.10-2011.3 | 2010.4-2011.3  |
| <b>I ITソリューション事業 (IT Solutions Business)</b>        |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 241,279         | 306,463  | 547,742       | 253,530    | 801,272         | 378,699  | 632,229        | 1,179,971      |
| (前年度比増減率)<br>(Annual Growth) (%)                    |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -10,099         | 12,106   | 2,007         | -8,599     | -6,592          | 36,893   | 28,294         | 30,301         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -4.2            | 4.0      | 0.4           | -3.4       | -0.8            | 9.7      | 4.5            | 2.6            |
| <b>キャリアネットワーク事業 (Carrier Network Business)</b>      |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 112,333         | 149,055  | 261,388       | 136,028    | 397,416         | 179,753  | 315,781        | 577,169        |
| (前年度比増減率)<br>(Annual Growth) (%)                    |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -5,530          | 13,032   | 7,502         | 4,693      | 12,195          | 25,676   | 30,369         | 37,871         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -4.9            | 8.7      | 2.9           | 3.5        | 3.1             | 14.3     | 9.6            | 6.6            |
| <b>社会インフラ事業 (Social Infrastructure Business)</b>    |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 58,392          | 79,468   | 137,860       | 66,618     | 204,478         | 114,308  | 180,926        | 318,786        |
| (前年度比増減率)<br>(Annual Growth) (%)                    |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | 348             | 3,674    | 4,022         | 444        | 4,466           | 10,109   | 10,553         | 14,575         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | 0.6             | 4.6      | 2.9           | 0.7        | 2.2             | 8.8      | 5.8            | 4.6            |
| <b>パーソナルソリューション事業 (Personal Solutions Business)</b> |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 193,537         | 198,525  | 392,062       | 192,989    | 585,051         | 181,461  | 374,450        | 766,512        |
| (前年度比増減率)<br>(Annual Growth) (%)                    |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -374            | 3,270    | 2,896         | -1,630     | 1,266           | -3,177   | -4,807         | -1,911         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -0.2            | 1.6      | 0.7           | -0.8       | 0.2             | -1.8     | -1.3           | -0.2           |
| <b>その他 (Others)</b>                                 |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 62,000          | 68,108   | 130,108       | 71,559     | 201,667         | 71,319   | 142,878        | 272,986        |
| (前年度比増減率)<br>(Annual Growth) (%)                    |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -1,724          | 3,893    | 2,169         | 2,193      | 4,362           | 4,799    | 6,992          | 9,161          |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -2.8            | 5.7      | 1.7           | 3.1        | 2.2             | 6.7      | 4.9            | 3.4            |
| <b>消去・配賦不能 (Adjustment)</b>                         |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -5,852          | -11,659  | -17,511       | -10,580    | -28,091         | -4,086   | -14,666        | -32,177        |
| <b>合計 (Consolidated total)</b>                      |                 |          |               |            |                 |          |                |                |
| 売上高<br>Net sales                                    | 667,541         | 801,619  | 1,469,160     | 720,724    | 2,189,884       | 925,540  | 1,646,264      | 3,115,424      |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -14.2           | -8.4     | -11.2         | -12.7      | -11.7           | -16.2    | -14.7          | -13.1          |
| 営業利益 (損失)<br>Operating income (loss)                | -23,231         | 24,316   | 1,085         | -13,479    | -12,394         | 70,214   | 56,735         | 57,820         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -3.5            | 3.0      | 0.1           | -1.9       | -0.6            | 7.6      | 3.4            | 1.9            |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

|   | 2011年度 (FY2012) |          |               |            |                 |          |                |                |
|---|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
|   | 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|   | 2011.4-6        | 2011.7-9 | 2011.4-9      | 2011.10-12 | 2011.4-12       | 2012.1-3 | 2011.10-2012.3 | 2011.4-2012.3  |
| <b>I ITソリューション事業 (IT Solutions Business)</b>        |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 237,392         | 299,271  | 536,663       | 256,269    | 792,932         | 396,269  | 652,538        | 1,189,201      |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -1.6            | -2.3     | -2.0          | 1.1        | -1.0            | 4.6      | 3.2            | 0.8            |
| 営業利益 (損失)<br>Operating income (loss)                | -12,804         | 13,558   | 754           | -3,562     | -2,808          | 47,580   | 44,018         | 44,772         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -5.4            | 4.5      | 0.1           | -1.4       | -0.4            | 12.0     | 6.7            | 3.8            |
| <b>キャリアネットワーク事業 (Carrier Network Business)</b>      |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 127,478         | 155,984  | 283,462       | 141,701    | 425,163         | 177,556  | 319,257        | 602,719        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | 13.5            | 4.6      | 8.4           | 4.2        | 7.0             | -1.2     | 1.1            | 4.4            |
| 営業利益 (損失)<br>Operating income (loss)                | 2,379           | 12,891   | 15,270        | 8,237      | 23,507          | 27,122   | 35,359         | 50,629         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | 1.9             | 8.3      | 5.4           | 5.8        | 5.5             | 15.3     | 11.1           | 8.4            |
| <b>社会インフラ事業 (Social Infrastructure Business)</b>    |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 58,777          | 81,533   | 140,310       | 69,985     | 210,295         | 120,118  | 190,103        | 330,413        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | 0.7             | 2.6      | 1.8           | 5.1        | 2.8             | 5.1      | 5.1            | 3.6            |
| 営業利益 (損失)<br>Operating income (loss)                | 433             | 5,665    | 6,098         | 1,326      | 7,424           | 8,743    | 10,069         | 16,167         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | 0.7             | 6.9      | 4.3           | 1.9        | 3.5             | 7.3      | 5.3            | 4.9            |
| <b>パーソナルソリューション事業 (Personal Solutions Business)</b> |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 183,540         | 170,754  | 354,294       | 142,047    | 496,341         | 164,685  | 306,732        | 661,026        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -5.2            | -14.0    | -9.6          | -26.4      | -15.2           | -9.2     | -18.1          | -13.8          |
| 営業利益 (損失)<br>Operating income (loss)                | 1,339           | 2,090    | 3,429         | -2,963     | 466             | 569      | -2,394         | 1,035          |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | 0.7             | 1.2      | 1.0           | -2.1       | 0.1             | 0.3      | -0.8           | 0.2            |
| <b>その他 (Others)</b>                                 |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 61,928          | 66,548   | 128,476       | 59,006     | 187,482         | 65,995   | 125,001        | 253,477        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -0.1            | -2.3     | -1.3          | -17.5      | -7.0            | -7.5     | -12.5          | -7.1           |
| 営業利益 (損失)<br>Operating income (loss)                | -1,306          | 4,328    | 3,022         | 2,360      | 5,382           | 5,759    | 8,119          | 11,141         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -2.1            | 6.5      | 2.4           | 4.0        | 2.9             | 8.7      | 6.5            | 4.4            |
| <b>消去・配賦不能 (Adjustment)</b>                         |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -9,481          | -12,303  | -21,784       | -13,603    | -35,387         | -14,615  | -28,218        | -50,002        |
| <b>合計 (Consolidated total)</b>                      |                 |          |               |            |                 |          |                |                |
| 売上高<br>Net sales                                    | 669,115         | 774,090  | 1,443,205     | 669,008    | 2,112,213       | 924,623  | 1,593,631      | 3,036,836      |
| (前年度比増減率)<br>(Annual Growth) (%)                    | 0.2             | -3.4     | -1.8          | -7.2       | -3.5            | -0.1     | -3.2           | -2.5           |
| 営業利益 (損失)<br>Operating income (loss)                | -19,440         | 26,229   | 6,789         | -8,205     | -1,416          | 75,158   | 66,953         | 73,742         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -2.9            | 3.4      | 0.5           | -1.2       | -0.1            | 8.1      | 4.2            | 2.4            |

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## 日本会計基準 (JAPAN GAAP)

\* 売上高 (外部顧客に対する売上高)

\* Net Sales (to Customers)

単位: 百万円 (In millions of yen)

|   | 2012年度 (FY2013) |          |               |            |                 |          |                |                |
|---|-----------------|----------|---------------|------------|-----------------|----------|----------------|----------------|
|   | 1Q              | 2Q       | 上期 (6 months) | 3Q         | 3Q累計 (9 months) | 4Q       | 下期 (2nd half)  | 年間 (Full Year) |
|   | 2012.4-6        | 2012.7-9 | 2012.4-9      | 2012.10-12 | 2012.4-12       | 2013.1-3 | 2012.10-2013.3 | 2012.4-2013.3  |
| <b>I Tソリューション事業 (IT Solutions Business)</b>         |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 249,172         | 329,160  | 578,332       | 280,920    | 859,252         | 386,575  | 667,495        | 1,245,827      |
| (前年度比増減率)<br>(Annual Growth) (%)                    | 5.0             | 10.0     | 7.8           | 9.6        | 8.4             | -2.4     | 2.3            | 4.8            |
| 営業利益 (損失)<br>Operating income (loss)                | -5,793          | 28,612   | 22,819        | 7,400      | 30,219          | 35,897   | 43,297         | 66,116         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -2.3            | 8.7      | 3.9           | 2.6        | 3.5             | -24.6    | 6.5            | 5.3            |
| <b>キャリアネットワーク事業 (Carrier Network Business)</b>      |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 141,330         | 170,718  | 312,048       | 152,645    | 464,693         | 182,997  | 335,642        | 647,690        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | 10.9            | 9.4      | 10.1          | 7.7        | 9.3             | 3.1      | 5.1            | 7.5            |
| 営業利益 (損失)<br>Operating income (loss)                | 11,212          | 15,745   | 26,957        | 16,530     | 43,487          | 19,642   | 36,172         | 63,129         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | 7.9             | 9.2      | 8.6           | 10.8       | 9.4             | -27.6    | 10.8           | 9.7            |
| <b>社会インフラ事業 (Social Infrastructure Business)</b>    |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 59,244          | 82,663   | 141,907       | 83,737     | 225,644         | 146,679  | 230,416        | 372,323        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | 0.8             | 1.4      | 1.1           | 19.6       | 7.3             | 22.1     | 21.2           | 12.7           |
| 営業利益 (損失)<br>Operating income (loss)                | 1,395           | 6,764    | 8,159         | 5,914      | 14,073          | 13,737   | 19,651         | 27,810         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | 2.4             | 8.2      | 5.7           | 7.1        | 6.2             | 57.1     | 8.5            | 7.5            |
| <b>パーソナルソリューション事業 (Personal Solutions Business)</b> |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 132,490         | 169,995  | 302,485       | 149,587    | 452,072         | 137,077  | 286,664        | 589,149        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -27.8           | -0.4     | -14.6         | 5.3        | -8.9            | -16.8    | -6.5           | -10.9          |
| 営業利益 (損失)<br>Operating income (loss)                | -2,958          | 4,150    | 1,192         | 5,189      | 6,381           | -10,071  | -4,882         | -3,690         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -2.2            | 2.4      | 0.4           | 3.5        | 1.4             | -1,869.9 | -1.7           | -0.6           |
| <b>その他 (Others)</b>                                 |                 |          |               |            |                 |          |                |                |
| 売上高<br>Sales  | 49,297          | 63,740   | 113,037       | 55,142     | 168,179         | 48,441   | 103,583        | 216,620        |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -20.4           | -4.2     | -12.0         | -6.5       | -10.3           | -26.6    | -17.1          | -14.5          |
| 営業利益 (損失)<br>Operating income (loss)                | -1,400          | 14,372   | 12,972        | 4,442      | 17,414          | 4,902    | 9,344          | 22,316         |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -2.8            | 22.5     | 11.5          | 8.1        | 10.4            | -14.9    | 9.0            | 10.3           |
| <b>消去・配賦不能 (Adjustment)</b>                         |                 |          |               |            |                 |          |                |                |
| 営業利益 (損失)<br>Operating income (loss)                | -10,336         | -14,395  | -24,731       | -15,038    | -39,769         | -21,265  | -36,303        | -61,034        |
| <b>合計 (Consolidated total)</b>                      |                 |          |               |            |                 |          |                |                |
| 売上高<br>Net sales                                    | 631,533         | 816,276  | 1,447,809     | 722,031    | 2,169,840       | 901,769  | 1,623,800      | 3,071,609      |
| (前年度比増減率)<br>(Annual Growth) (%)                    | -5.6            | 5.4      | 0.3           | 7.9        | 2.7             | -2.5     | 1.9            | 1.1            |
| 営業利益 (損失)<br>Operating income (loss)                | -7,880          | 55,248   | 47,368        | 24,437     | 71,805          | 42,842   | 67,279         | 114,647        |
| (対売上高比率)<br>(Ratio to Net sales) (%)                | -1.2            | 6.8      | 3.3           | 3.4        | 3.3             | -43.0    | 4.1            | 3.7            |