

# Financial Results for 1H FY08/3 (First Half of Fiscal Year Ending March 31, 2008)

November 14, 2007 NEC Corporation (http://www.nec.co.jp/ir/en/)

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(Notes)

NEC changed the accounting principles for preparing its consolidated financial statements from accounting principles generally accepted in the U.S. ("U.S. GAAP"), to accounting principles generally accepted in Japan ("Japan GAAP") from the first half of the fiscal year ended March 31, 2007.





# I. Overview of Financial Results

# **Executive Summary**

1st Half

#### Steady progress made toward full year target

- •Sales: ¥2,140.6 Billion (- 4% YoY)
- •Operating Income: ¥27.4 Billion (+ ¥19.9 Billion YoY)
  - Mobile Terminals and Semiconductors businesses achieved profitability

Achieved ¥80 Billion in NGN business sales in line with target

### Full Year

### Committed to achieve operating income target of ¥130 Bil.

- No change to full year target due to uncertain market conditions in 2H There are both strong and weak areas in each business
- Execution of strategic measures to accelerate future growth - ¥10 Billion of strategic expenses to be reallocated to IT/NW Solutions

# Financial Summary (Overview)

(In Billion Yen)

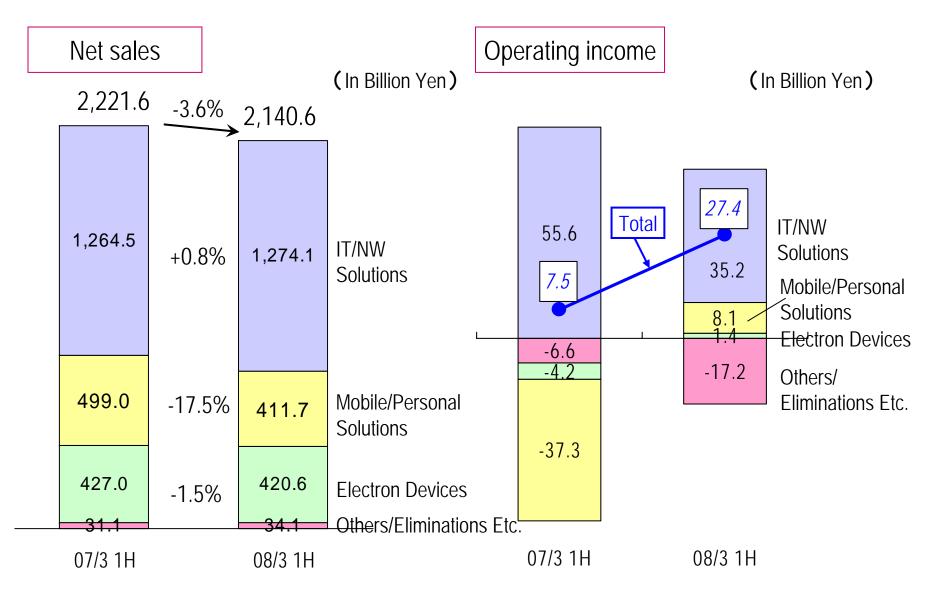
	1H				Full Year			
	FY07/3	FY08/3	YOY		F Y07/3	FY08/3	YOY	
	Actual	Actual			Actual	Forecast		
Net sales	2,221.6	2,140.6	- 3.6%		4,652.6	4,700	+ 1%	
Operating income	7.5	27.4	+19.9		70.0	130	+60	
( % to Net sales)	0.3%	1.3%			1.5%	2.8%		
Ordinary income	-11.8	9.8	+21.6		16.3	80	+64	
Net income	-9.9	-4.7	+5.2		9.1	30	+21	
( % to Net sales)	-	-			0.2%	0.6%		
Net income per share (yen)	-4.94	-2.43	+2.51		4.43	14.81	+10.38	

#### \*Forecasts as of November 14, 2007

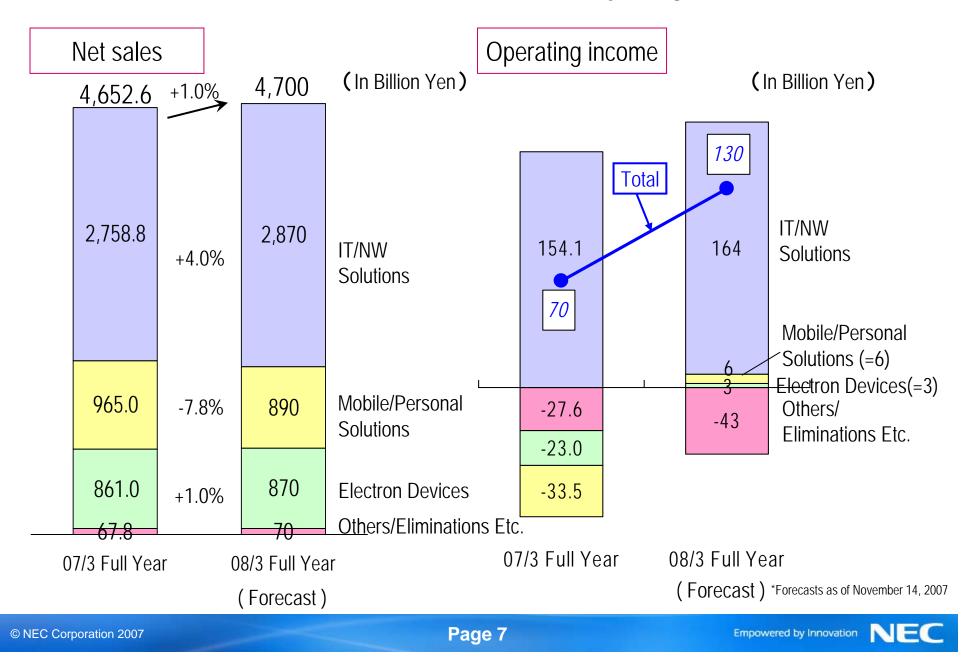


# **II.** Segment Information

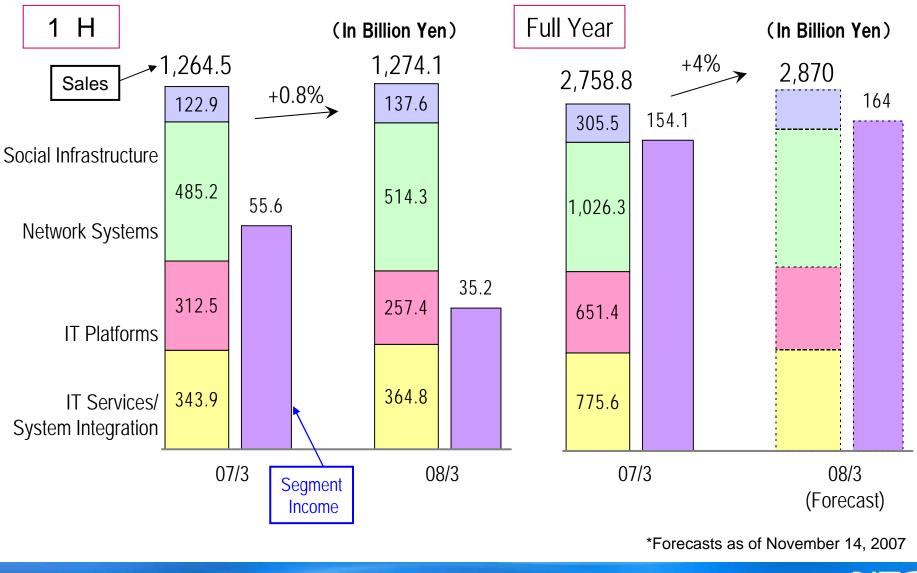
## 1H Financial Performance by Segment



### Full Year Financial Forecast by Segment



#### **IT/Network Solutions Business**



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# **IT/Network Solutions Business**

### IT Services/System Integration:

Other Steady growth in most areas (central government, finance sector etc.), accompanying business expansion.

Improved profitability by enhancement of SI process, outsourcing costs and reduction of expenses.

♦ 2H: Aim for a 1% improvement in profit YoY by outperforming market growth of products such as service platforms and enhanced efficiency.

### IT Platforms:

TH: Stagnant sales and profit due to severe price pressure, transfer of DVD sales business, and low-demand season

Marketed powerful new machines

Grid storage (commercialization of "HYDRAstor" product) - Released in Sept.

World's fastest vector supercomputer "SX-9" - Released in Oct.

**◇**2H: Plan to recover earning by sales growth

- Increase shipments with SI, against the background of steady IT investment.
- Expand sales based on product differentiation.





# **IT/Network Solutions Business**

### Network Systems

Business for enterprises:

Business for communication service providers:

TH: Reduced investment by communication service providers as compared with 1H in previous fiscal year when there was strong investment for MNP Sustained growth of Pasolink sales (YoY approx. +70%),

and cumulative overseas shipment volumes surpassed 600,000 units World's largest submarine cable system AAG (Asia America Gateway)

is currently under construction.

2H: Start of NTT's NGN commercial service in some regions from Mar. '08 Strengthen efforts for business expansion in Japan and overseas

 $\diamond$ 2H: Strengthen unified communications field

 $\diamond$ 1H: Acquired large projects (e.g. The Peninsula Tokyo)



The Peninsula Tokyo "N902iL" for all guest rooms and employees Full IP-network infrastructure by SIP servers





by introducing new products in the global market



## **IT/NW Solutions Business**

#### Social Infrastructure

1H: Reduced investment in digital terrestrial TV broadcasting systems Increased sales in the Aerospace and Defense Systems field

Focus will shift to visual solutions after the digital terrestrial era

HIGHLIGHT The successful launch of lunar orbit explorer "KAGUYA (SELENE)"

NEC coordinated the project as a prime contractor SELENE is now in a specific lunar orbital and will start steady observation after mid. December



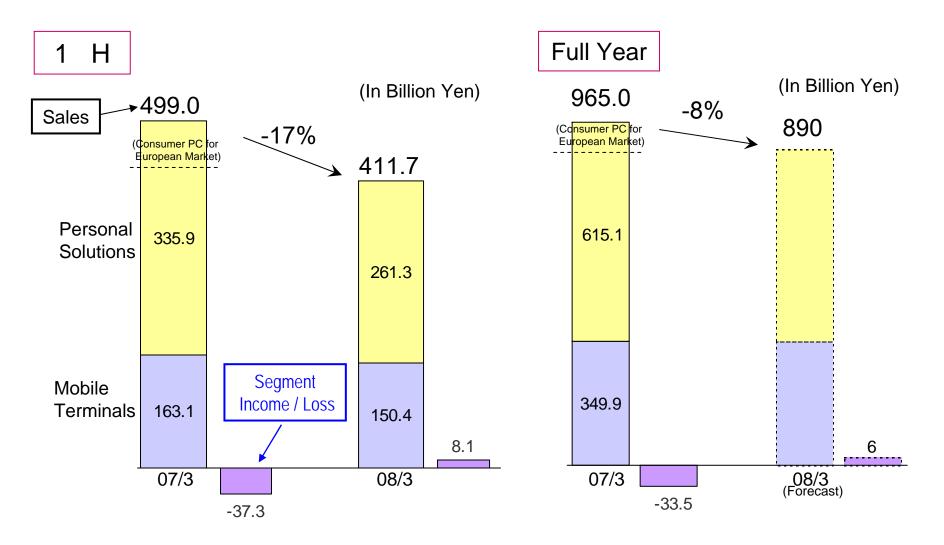




Photo: "SELenological and ENgineering Explorer (SELENE)" Courtesy of JAXA



#### **Mobile/Personal Solutions Business**



\*Forecasts as of November 14, 2007

#### Mobile/Personal Solutions Business Mobile Terminals:

- ♦1H: Shipped 2.1 million units in 1H (Down 30% from the same period last year due to withdrawal from the overseas market )
  - Delay in recovery of market share despite strengthening products by further diversification of handsets
- ♦ 2H: Target sales of approximately 2.5 million handsets
  - Aim to increase both shipments and market share through more attractive new handsets



- N905i •5.2M pixel camera with image stabilizer
- Enjoyable DTV with 3-inch full-wide VGA & "Yamaha Sound"



#### N905i $\mu$

- •12.9mm,thinnest FOMA 9x model
- •3 inch full-wide VGA
- "Yamaha Sound"
- Elegant and stylish design

### **Personal Solutions:**

♦1H: Sales decreased due to the impact of the sale of the consumer PC business

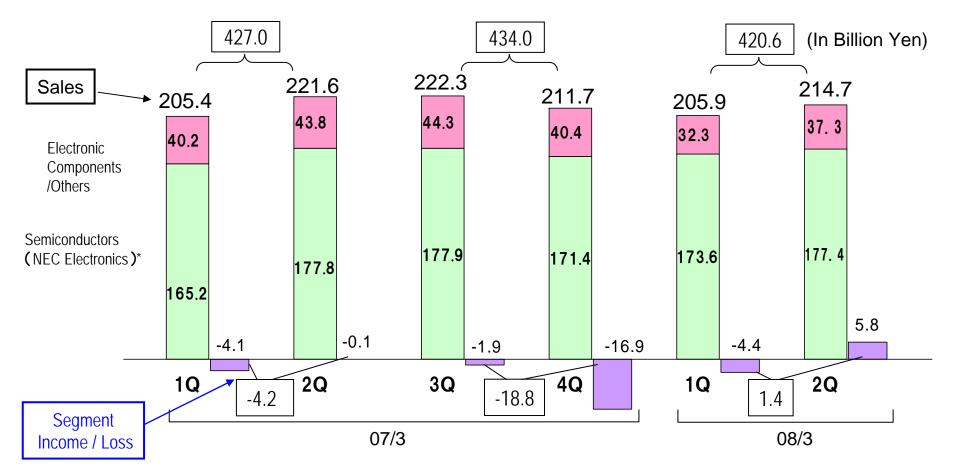
in Europe

Maintained steady profitability through cost reduction

2H: Maintain the No.1 share in the Japanese PC market and aim to achieve the same number of PC shipments as last year



#### **Electron Devices Business**



		07	08/3			
(In Billion Yen)	1Q	2Q	3Q	4Q	1Q	2Q
Operating Profit in Semiconductor area	-5.8	-1.2	-3.8	-17.8	-2.2	4.1

\*The results for the area of Semiconductors are the official public figures of NEC Electronics Corporation, which are prepared in accordance with U.S. GAAP. The difference that arises as a result of the adjustment to Japan GAAP is included in Electronic Components and Others.

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