

# Financial Results for 1H Fiscal Year Ending March 31, 2013

October 26, 2012

**NEC Corporation** 

(http://www.nec.com/en/global/ir)

#### Index

- I. Financial Results for 1H, FY13/3
- II. Progress on Restructuring
- III. Summary of Financial Forecasts for FY13/3
- IV. Formulating mid-term management plan
- Financial Results for 1H, FY13/3 (Appendix)
- Financial Forecasts for FY13/3 (Appendix)
- Reference (Financial data)
  - As stated in the July 6, 2012 announcement, "NEC Revises Business Segments," NEC has revised its business segments from the first quarter of the fiscal year ending March 31, 2013. Figures for the corresponding period of the previous fiscal year have been adjusted in accordance with the new segments



# Summary of Financial Results for 1H

#### Sales

YoY +0.3% Difference from Jul 31 +47.8B Yen

#### Increased year on year and achieved forecast

\*increase by approximately 3% excluding the impact of deconsolidation of consumer PC and LCD module businesses

- Expanded mainly in IT Solutions and Carrier Network
- Sold LCD patents to Hon Hai Precision Industry Co., Ltd for approximately 9.5B Yen (figures included in Others)

# Operating Income

YoY +40.6B Yen Difference from Jul 31 +46.4B Yen

#### Secured operating income in all segments

- Improved in IT Solutions and Carrier Network significantly
- 13.0B Yen effect of restructuring (in line with original plan)
- Invested approximately 4.0B Yen for future growth

#### Net Income/Loss

YoY +19.0B Yen Difference from Jul 31 +32.0B Yen

# Turned to the black due to improvement in operating income

- Improved in equity in earnings/losses of affiliates
- Sold Lenovo stakes



# Summary of Financial Results for 1H

(Billions of Yen)

	Q2 <jul-sep></jul-sep>				1H <apr-sep></apr-sep>				Difference
	FY12/3	FY13/3	YoY		FY12/3	FY13/3	YoY		Difference from Jul 31
	Actual	Actual	101		Actual	Actual	101		
Net Sales	774.1	816.3	5.4%		1,443.2	1,447.8	0.3%		47.8
Operating Income	26.2	55.2	29.0		6.8	47.4	40.6		46.4
% to Net Sales	3.4%	6.8%			0.5%	3.3%		,	
Ordinary Income/Loss	19.2	42.0	22.8		-10.4	29.9	40.3		45.9
% to Net Sales	2.5%	5.2%			-	2.1%			
Net Income/ Loss	18.7	25.9	7.1		-11.0	8.0	19.0		32.0
% to Net Sales	2.4%	3.2%			-	0.6%			
F				Г					
Free Cash Flow	-7.3	-58.6	-51.3		9.2	-32.0	-41.2		

Note: Average exchange rates for 1H, FY13/3: 1\$= ¥80.13, 1€= ¥102.06

(Assumed exchange rates for FY13/3 as of July 31, 2012: 1\$ = ¥75, 1€= ¥100)

# 1H Results by Segment

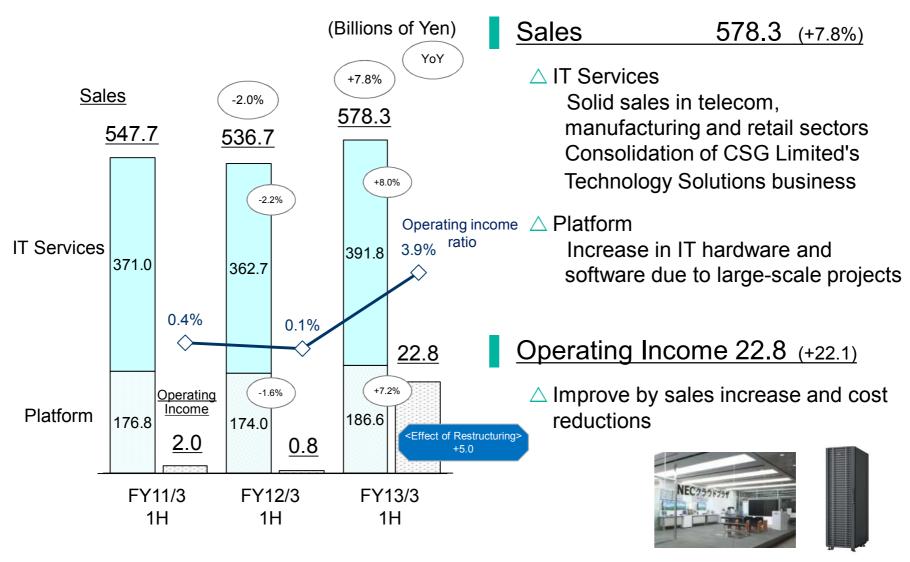
(Billions of Yen)

	Q2 <jul-sep></jul-sep>			>
	FY12/3	FY13/3	YoY	
	Actual	Actual	101	
	Net Sales	299.3	329.2	10.0%
IT Solutions	Operating Income	13.6	28.6	15.1
	% to Net Sales	4.5%	8.7%	
Carrier	Net Sales	156.0	170.7	9.4%
Network	Operating Income	12.9	15.7	2.9
Network	% to Net Sales	8.3%	9.2%	
Social	Net Sales	81.5	82.7	1.4%
Infrastructure	Operating Income	5.7	6.8	1.1
minastractare	% to Net Sales	6.9%	8.2%	
Personal	Net Sales	170.8	170.0	- 0.4%
Solutions	Operating Income	2.1	4.2	2.1
Solutions	% to Net Sales	1.2%	2.4%	
	Net Sales	66.5	63.7	- 4.2%
Others	Operating Income	4.3	14.4	10.0
	% to Net Sales	6.5%	22.5%	
Eliminations/ Unclassifiable expenses	Operating Loss	-12.3	-14.4	-2.1
	Net Sales	774.1	816.3	5.4%
Total	Operating Income	26.2	55.2	29.0
	% to Net Sales	3.4%	6.8%	

_	(Billione of Ten)							
	1H <apr-sep></apr-sep>							
	FY12/3	VoV						
	Actual	Actual	YoY					
	536.7	578.3	7.8%					
	0.8	22.8	22.1					
	0.1%	3.9%						
	283.5	312.0	10.1%					
	15.3	27.0	11.7					
	5.4%	8.6%						
	140.3	141.9	1.1%					
	6.1	8.2	2.1					
	4.3%	5.7%						
	354.3	302.5	- 14.6%					
	3.4	1.2	-2.2					
	1.0%	0.4%						
	128.5	113.0	- 12.0%					
	3.0	13.0	10.0					
_	2.4%	11.5%						
	-21.8	-24.7	-2.9					
	1,443.2	1,447.8	0.3%					
	6.8	47.4	40.6					
	0.5%	3.3%						

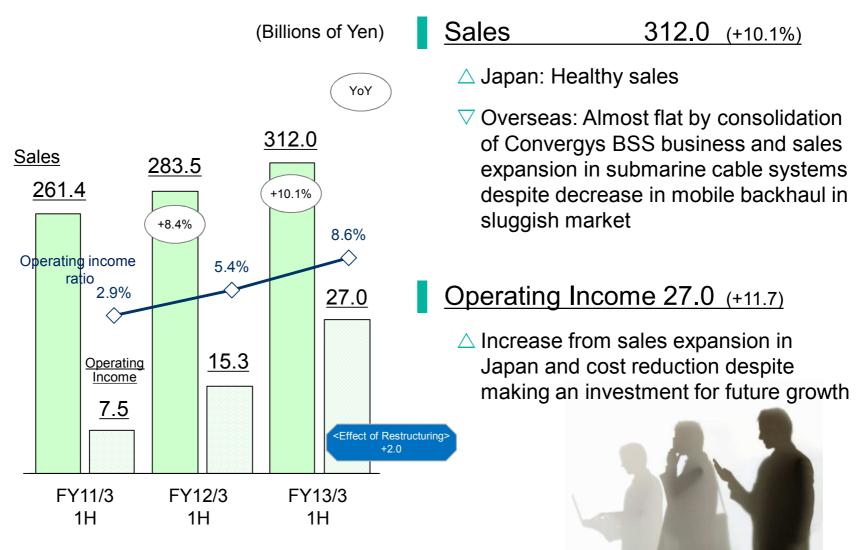
#### **IT Solutions Business**

Billions of Yen (YoY)



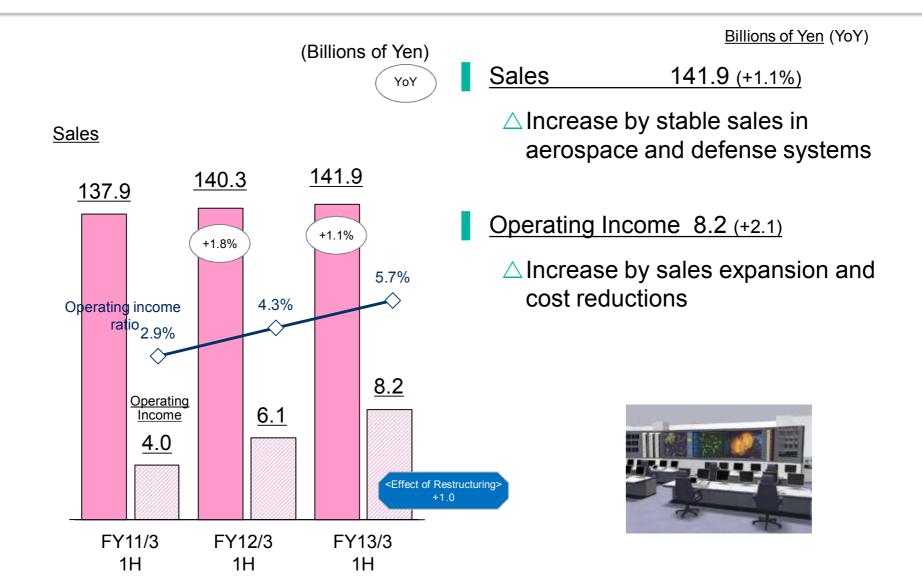
#### **Carrier Network Business**

Billions of Yen (YoY)



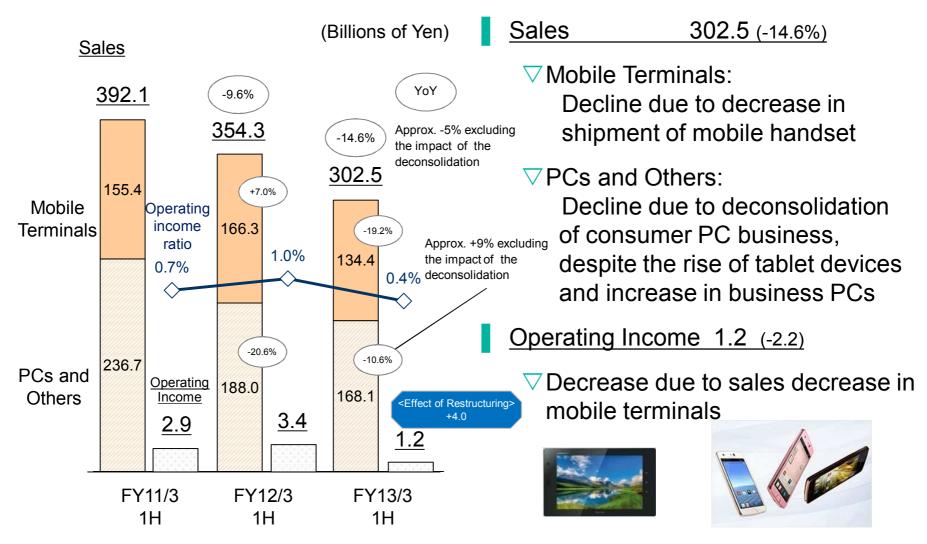


#### Social Infrastructure Business



#### **Personal Solutions Business**

Billions of Yen (YoY)

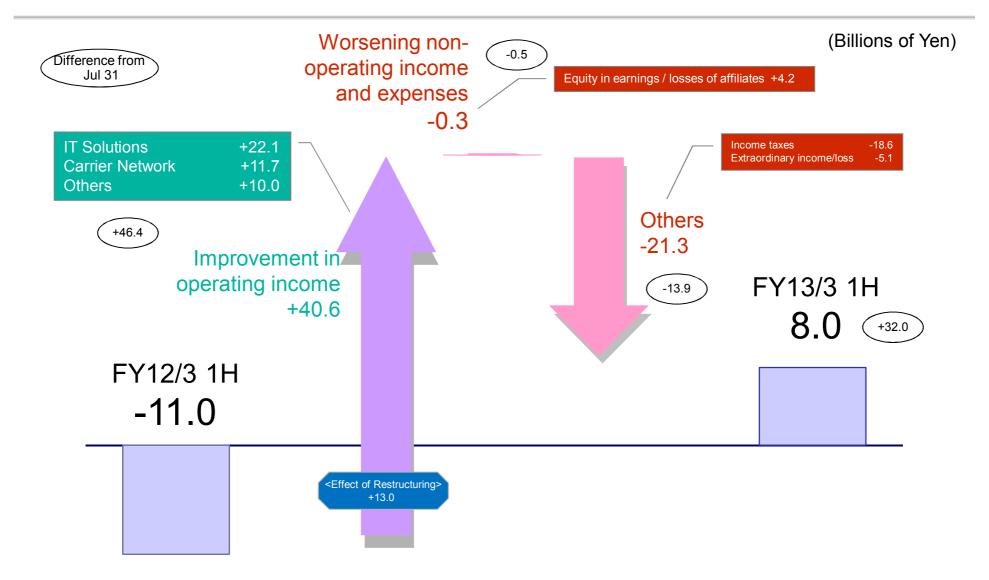


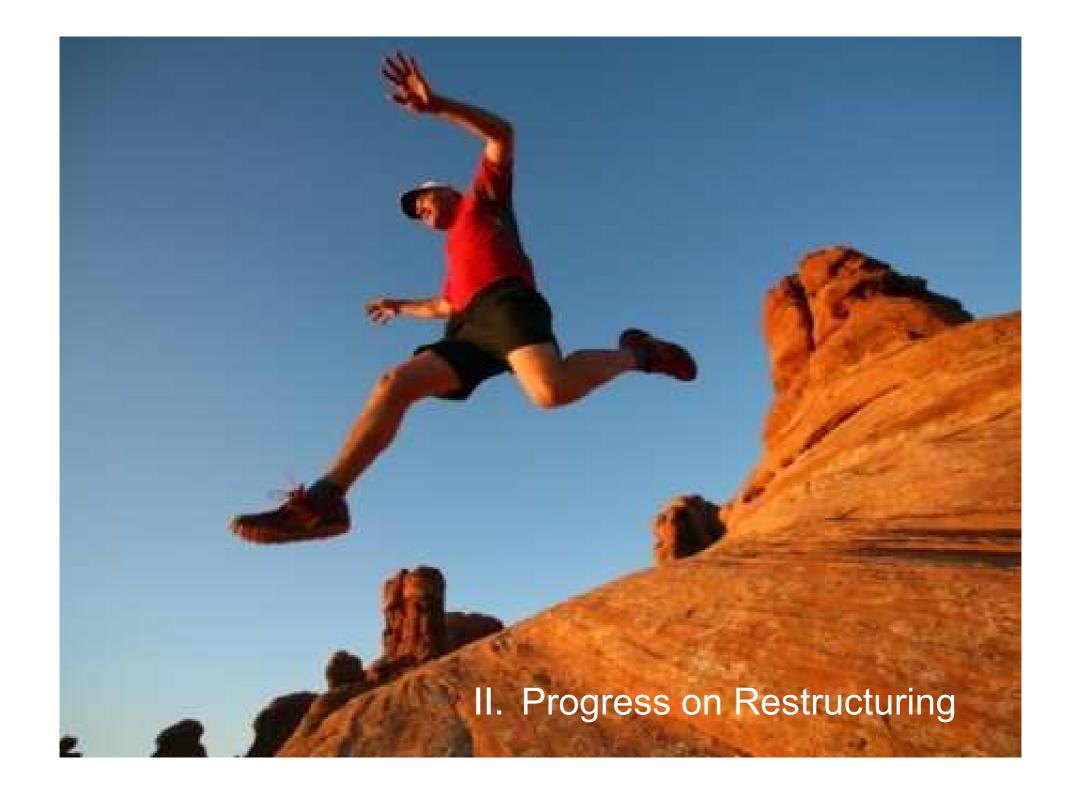
#### **Others**

Billions of Yen (YoY) (Billions of Yen) 113.0 (-12.0%) Sales YoY □ Decrease due to deconsolidation of least on the property of the pro LCD module business and decrease Sales in energy business and electronic component business 130.1 128.5 △ Sale of LCD patents to Hon Hai 113.0 Precision Industry Co., Ltd -1.3% 11.5% -12.0% Operating income ratio Operating Income 13.0 (+10.0) 2.4% 1.7% 13.0 △ Improve due to the sale of LCD patents despite sales decrease **Operating** Income 3.0 2.2 <Effect of Restructuring> +1.0 \* \*include Effect of Restructuring in Eliminations/Unclassifiable FY11/3 FY12/3 FY13/3 expenses 1H 1H 1H



## Net Income Change (Year on Year)







# Progress on Expenses Restructuring

Expect to secure 40.0B Yen from restructuring and reduce headcount as planned

### Business Restructuring

Streamline Corporate staff

Effect in FY13/3: +20.0B Yen

- Employees applying for early retirement program:
   2,393 in administrative staff, mobile terminal and platform businesses etc.
  - Additional 2.9B Yen posted in non-operating expenses
    - Reduced employees in NEC TOKIN (early retirement program in Japan / establishment of new plant in Thailand), Nippon Avionics Co., Ltd. (early retirement program)

# Reduction of External Resources

Effect in FY13/3: +4.0B Yen

Expect to secure results as planned

# Immediate Cost Reductions

Effect in FY13/3: +16.0B Yen

 Expect to reduce monthly salary at all levels of staff in Japan as planned

\*Forecasts (results for FY13/3) as of Oct 26, 2012





# Progress on Business Restructuring

Executing drastic restructuring in Mobile Terminal Business

#### **Mobile Terminal**

Effect in FY13/3: +11.0B Yen

- Streamlined resources for development and manufacturing operations in NEC CASIO Mobile Communications Ltd, and NEC Saitama Ltd (reduced headcount by approx. 500)
- Started to utilize offshore JDM (Joint Design Manufacturer)

#### **Platform**

Effect in FY13/3: +6.0B Yen

 Streamlined administrative staff, hardware development and manufacturing

# NEC TOKIN (Electronic component)

- Restructured capacitor business
  - Established new plant in Thailand Reduced headcount by approx. 3,000
- Capital and business alliance with KEMET Corporation of the U.S. (announced in March)

\*Forecasts (results for FY13/3) as of Oct 26, 2012







### **Toward Achievement of Financial Forecasts**



Forecasts(\*): 100.0B Yen operating income
20.0B Yen net income
4 Yen year-end dividend



# Summary of Financial Forecasts for FY13/3

(Billions of Yen)

	2H <oct-mar></oct-mar>				Full Year				Difference
	FY12/3	FY13/3	YoY		FY12/3	FY13/3	YoY		Difference from Jul 31
	Actual	Forecasts			Actual	Forecasts	101		
Net Sales	1,593.6	1,702.2	6.8%		3,036.8	3,150.0	3.7%		0.0
Operating Income	67.0	52.6	-14.3		73.7	100.0	26.3		0.0
% to Net Sales	4.2%	3.1%			2.4%	3.2%			
Ordinary Income	52.5	40.1	-12.3		42.1	70.0	28.0		0.0
% to Net Sales	3.3%	2.4%			1.4%	2.2%			
Net Income/ Loss	-99.3	12.0	111.3		-110.3	20.0	130.3		0.0
% to Net Sales	-	0.7%			-	0.6%			
				1					
Free Cash Flow	24.9	32.0	7.0		34.2	0.0	-34.2		

Note: Assumed exchange rates for 2H, FY13/3 1\$=¥75, 1€=¥100

NEC



# Financial Forecasts for FY13/3 by Segment

(Billions of Yen)

			2	H <oct-mar< th=""><th colspan="4">ar&gt;</th></oct-mar<>	ar>			
			FY12/3	FY13/3	YoY			
			Actual	Forecasts	101			
		Net Sales	652.5	676.7	3.7%			
	IT Solutions	Operating Income	44.0	49.2	5.2			
		% to Net Sales	6.7%	7.3%				
	Carrier	Net Sales	319.3	383.0	20.0%			
		Operating Income	35.4	26.0	-9.3			
	Network  Social	% to Net Sales	11.1%	6.8%				
	Social	Net Sales	190.1	233.1	22.6%			
	Infrastructure	Operating Income	10.1	10.8	0.8			
	iiiiasiiuciule	% to Net Sales	5.3%	4.7%				
	Personal	Net Sales	306.7	307.5	0.3%			
	Solutions	Operating Income/Loss	-2.4	8.8	11.2			
	Oolutions	% to Net Sales	-	2.9%				
		Net Sales	125.0	102.0	- 18.4%			
	Others	Operating Income	8.1	3.0	-5.1			
		% to Net Sales	6.5%	3.0%				
	Eliminations/ Unclassifiable expenses	Operating Loss	-28.2	-45.3	-17.1			
		Net Sales	1,593.6	1,702.2	6.8%			
	Total	Operating Income	67.0	52.6	-14.3			
		% to Net Sales	4.2%	3.1%				

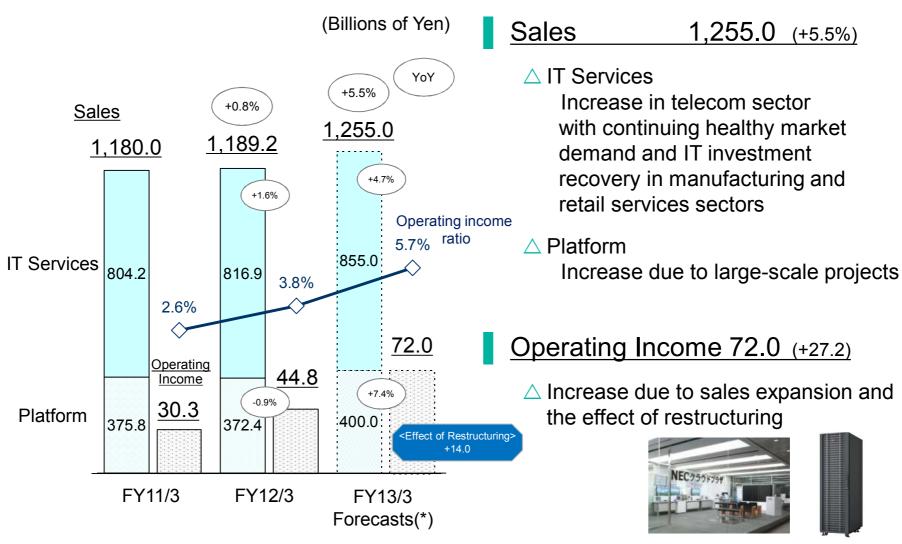
(Dillions of Ten)							
	Difference						
FY12/3	FY13/3	YoY	from				
Actual	Forecasts	101	Jul 31				
1,189.2	1,255.0	5.5%	0.0				
44.8	72.0	27.2	0.0				
3.8%	5.7%						
602.7	695.0	15.3%	0.0				
50.6	53.0	2.4	0.0				
8.4%	7.6%						
330.4	375.0	13.5%	0.0				
16.2	19.0	2.8	0.0				
4.9%	5.1%						
661.0	610.0	- 7.7%	0.0				
1.0	10.0	9.0	0.0				
0.2%	1.6%						
253.5	215.0	- 15.2%	0.0				
11.1	16.0	4.9	0.0				
4.4%	7.4%						
-50.0	-70.0	-20.0	0.0				
3,036.8	3,150.0	3.7%	0.0				
73.7	100.0	26.3	0.0				
2.4%	3.2%						





#### **IT Solutions Business**

Billions of Yen (YoY)

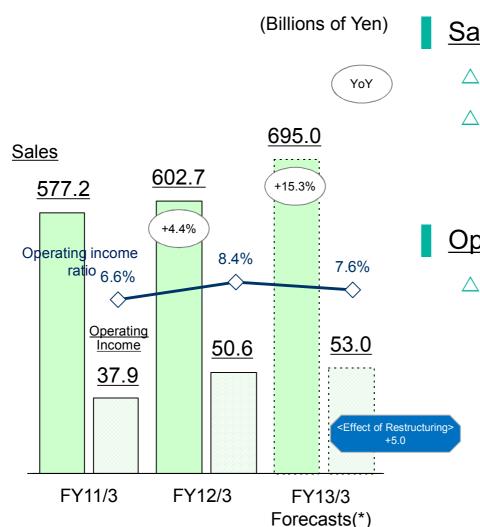






#### **Carrier Network Business**

Billions of Yen (YoY)



#### Sales 695.0 (+15.3%)

- △ Japan: Expect healthy sales growth
- △ Overseas: Increase due to sales expansion in services & management and submarine cable systems

#### Operating Income 53.0 (+2.4)

△ Expect an increase from sales expansion and cost reduction despite making an investment for future growth

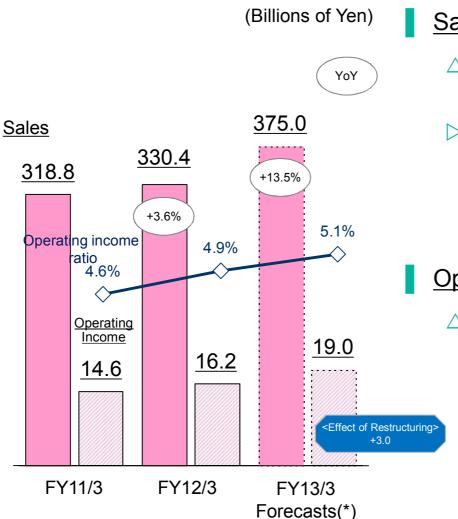




#### Full Year Forecasts

#### Social Infrastructure Business

Billions of Yen (YoY)



#### Sales

375.0 (+13.5%)

- △ Aiming to increase in aerospace and defense systems
- Social systems will be the same level as the previous year due to the sales increase in fire and disaster prevention systems offset by a decrease in demand for broadcasting systems

#### Operating Income 19.0 (+2.8)

△ Improve due to sales increase, cost reduction and the effect of restructuring despite making an investment for

future growth

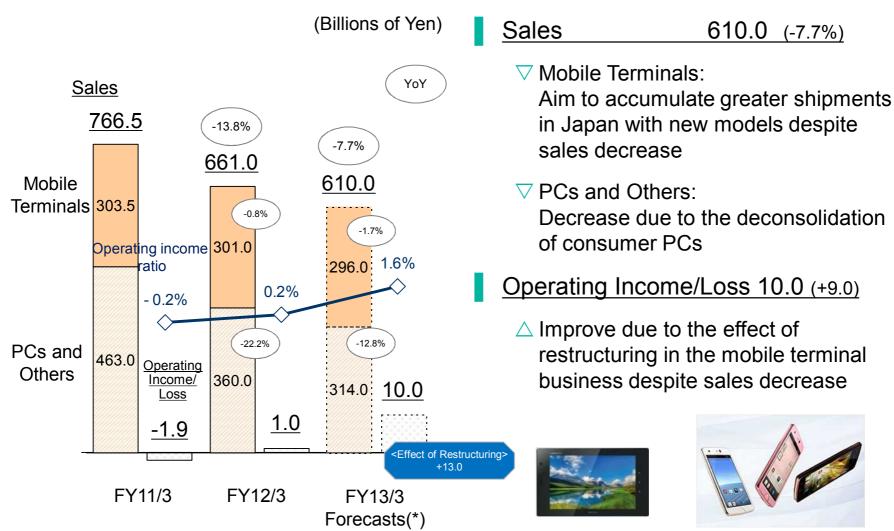




#### Full Year Forecasts

#### **Personal Solutions Business**

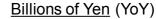
Billions of Yen (YoY)





#### **Others**



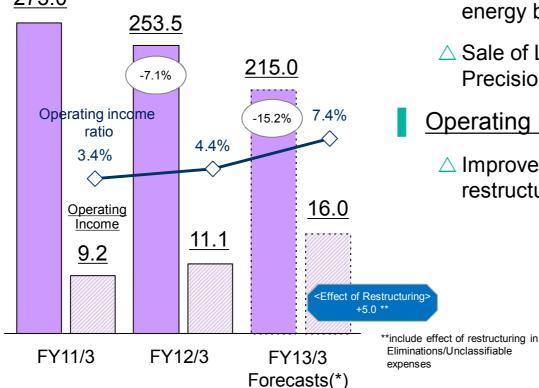






△ Sale of LCD patents to Hon Hai Precision Industry Co., Ltd









## NEC's Challenges

NEC's current challenges:

"Need to generate more profit and cash flow"

"Need to strengthen financial structure"

# Generate profit and cash flow

- Not enough increase in operating income although improving for 3 consecutive fiscal years (FY10/3-FY12/3)
- Lack of competitiveness in Mobile handset and Platform Businesses (Executing business restructuring to improve profitability)

# Strengthen financial structure

- Capital reduction due to the implementation of structural reforms
- Our pension deficit will be shown on our balance sheet at the end of FY14/3.

## **Basic Policy**

Key measures for next 3 years:

"Growth strategy" and "Reinforcement of our business base"

# Growth Strategy

- Focus on delivering social infrastructure platforms for governments and corporations worldwide to realize a safe, secure, fair, efficient and affluent society
  - Strengthen existing businesses
  - Expand new business for future growth

# Reinforcement of our business base

- Improve profitability through expense restructuring
- Streamline assets to generate cash flow
  - ⇒ Strengthen Balance Sheet

# Focus on Four Key Businesses

- Strengthen Global Services Businesses
  - Expand TOMS\* and SDN\* Businesses in response to data traffic hikes
    - Expand global business in Carrier Network
       Acquired U.S. based Convergys BSS business

\*TOMS : Telecom Operations Management Systems \*SDN : Software Defined Network



- Started integrated operations with NetCracker
   OSS business for telecom carriers
- Reinforce Global IT Solutions leveraging our competitive safety, distribution and logistics infrastructure
  - Strengthen global business in IT Services
     Acquired Australia based CSG Technology Solutions business



Business) MD, Alan Hyde

- Took over competitive services, solutions and customer bases such as governments and major companies
- Expand Social infrastructure business worldwide such as satellite business for emerging countries, railway communication systems and monitoring of important facilities

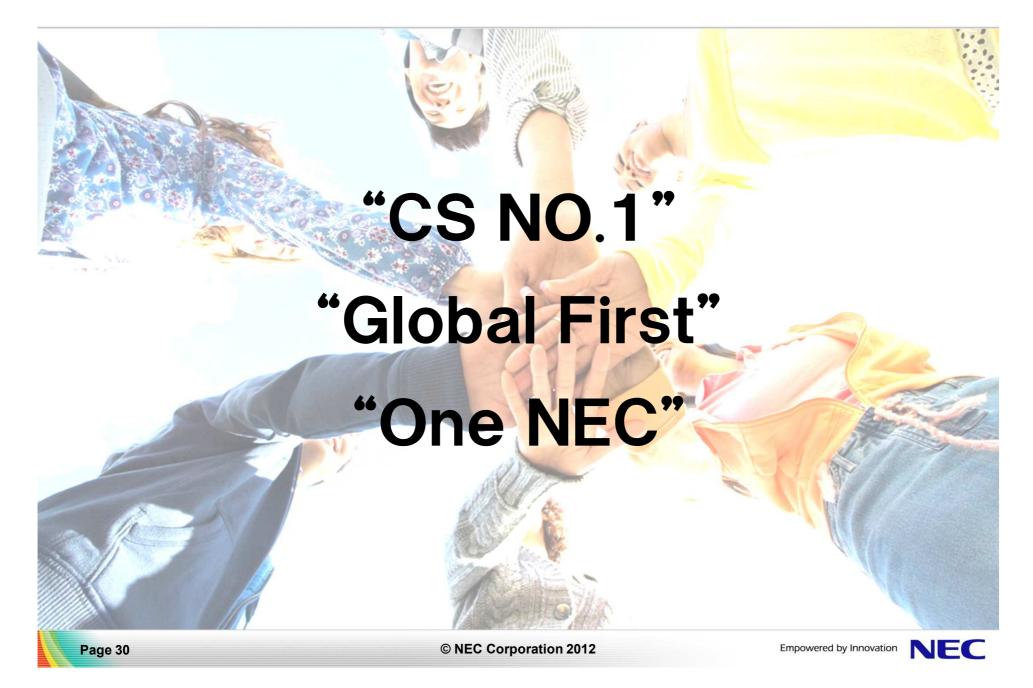


ion NEC

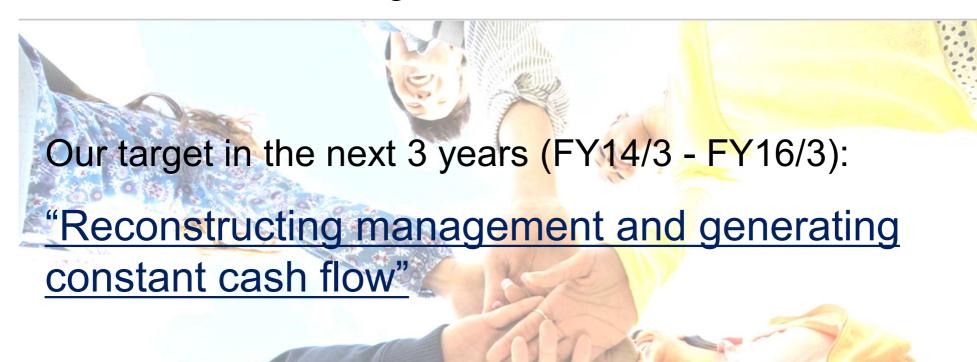
# Focus on Four Key Businesses

- Strengthen "Energy services" leveraging our competitive electrodes
  - Expand electrode and energy storage system businesses
     Reached agreement on supplying lithium-ion battery components to GS Yuasa
  - Start consideration of joint energy service business renting residential storage batteries with ORIX and EPCO
    - Newly established company with joint investment aims to provide battery design, construction, repair and maintenance in addition to a service that supports electricity reductions "visually" through the long-term rental of NEC's grid connected lithium ion storage batteries.
  - Awarded contract from Enel (power company in Italy) for providing one of the largest lithium-ion energy storage systems in Europe
    - A first step to providing large-capacity energy storage systems in Europe supporting power systems and electrical distribution networks of utilities

#### Toward Creation of New Values / Maximization of Values



# Next Mid-Term Management Plan



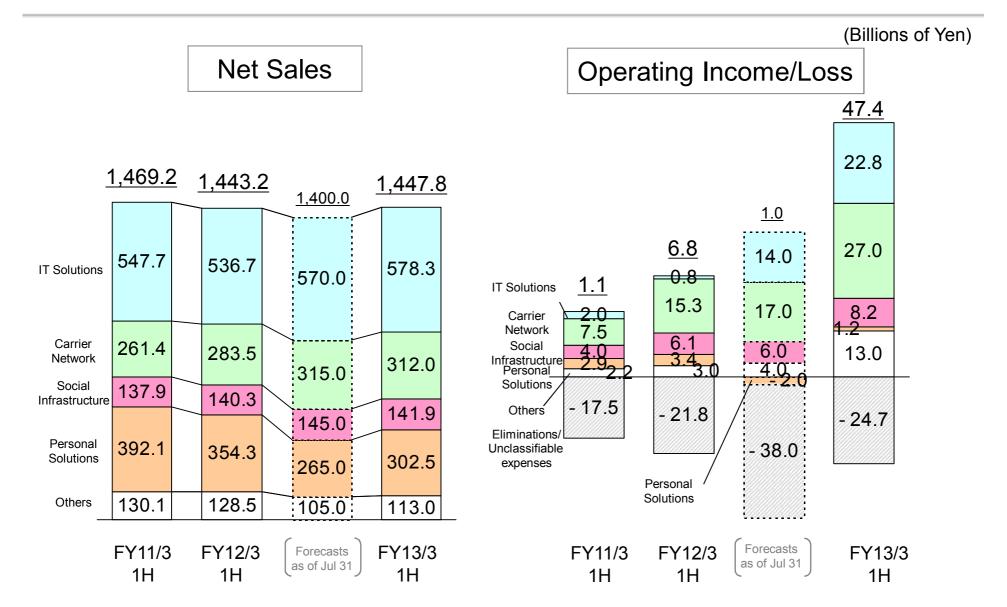
"Securing competitiveness through execution of strategies for future growth"

# Empowered by Innovation



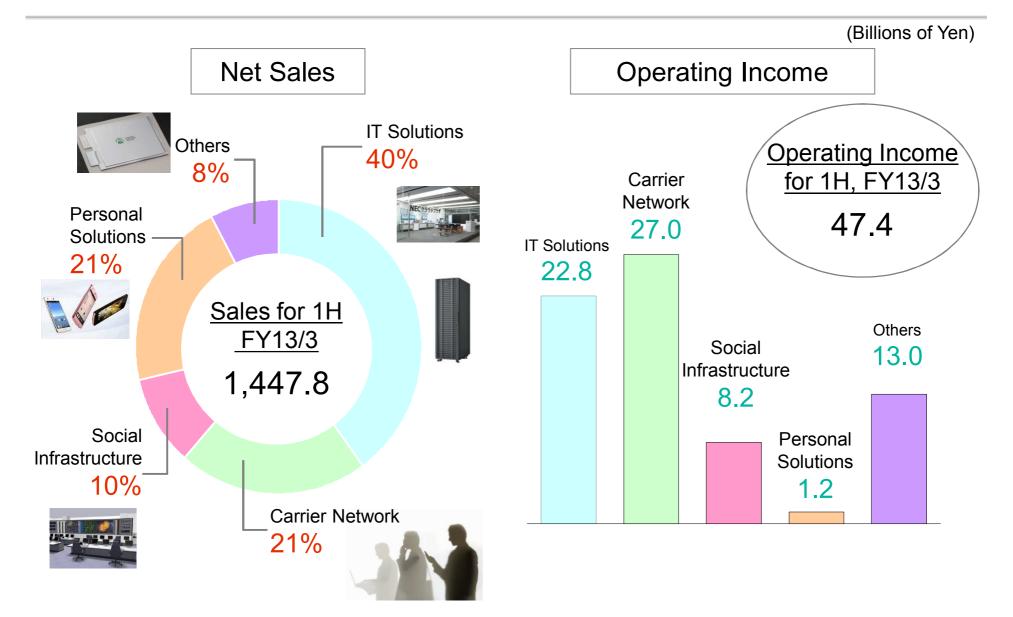


# 1H Results by Segment





# Summary of Financial Results for 1H by Segment





### Key Points of Results for 1H by Segment (Year on Year)

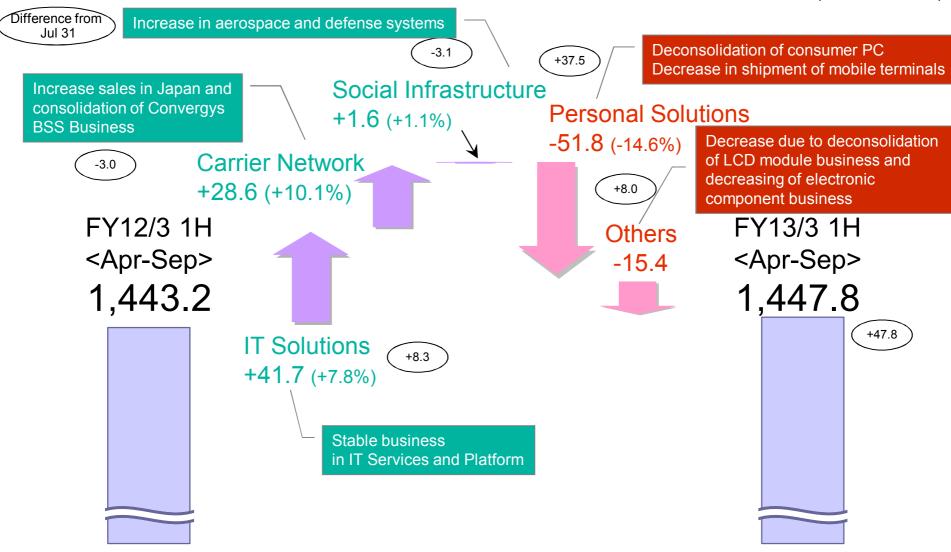
#### Increase due to solid sales in IT services and Platform Improve by sales increase and cost reductions Solutions Increase due to solid sales in Japan and consolidation of Convergys BSS Business Carrier Increase from sales expansion and cost reductions despite making an investment for Network future growth Social Increase due to solid sales in aerospace and defense systems Improve by sales increase and cost reductions Infrastructure Decline due to deconsolidation of consumer PC business and decrease in shipment Personal of mobile terminals Solutions Decrease due to sales decrease in mobile terminal business Decline due to deconsolidation of LCD module business and decrease in electronic **Others** component business Improve due to sale of LCD patents

Note: First bullet refer to changes in sales, second bullet refer to changes in operating income/loss



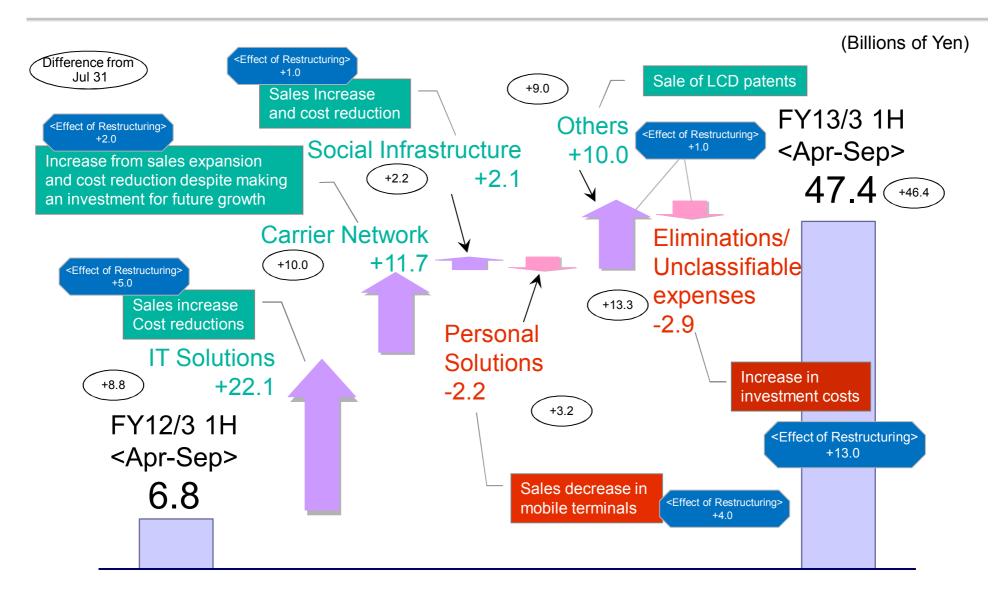
#### Sales Change (Year on Year)

(Billions of Yen)





#### Operating Income/Loss Change (Year on Year)





# Progress on Restructuring

# Effect in 1H Result 13.0B Yen (almost in line with forecasts)

(Billions of Yen)

Item	Effect in 1H Result	Effect in FY13/3 (forecasts)	
Business Restructuring	3.0	20.0	
Streamline Corporate staffs	3.0	20.0	
Reduction of External Resources	1.0	4.0	
Immediate Cost Reductions	9.0	16.0	
Total	13.0	40.0	

Segment	Effect in 1H Result	Effect in FY13/3 (forecasts)
IT Solutions	5.0	14.0
Carrier Network	2.0	5.0
Social Infrastructure	1.0	3.0
Personal Solutions	4.0	13.0
Others / Eliminations Unclassifiable exp	1.0	5.0
Total	13.0	40.0

\*Forecasts (effect in FY13/3) as of Oct 26, 2012



#### **Overseas Sales**

(Billions of Yen)

						`	3.10 01 . 01.1,	
	Q2 <jul -="" sep=""></jul>		1H <apr -="" sep=""></apr>					
		FY12/3	FY13/3	YoY	FY12/3	FY13/3	YoY	Major countries and regions
		Actual	Actual	101	Actual	Actual	101	
Asia	Net Sales	48.7	43.1	- 11.6%	79.7	79.1	- 0.8%	China,Chinese Taipei,India,
Asia	To consolidated total sales(%)	6.3%	5.3%		5.5%	5.5%		Singapore and Indonesia
Europe	Net Sales	31.5	23.0	- 26.9%	55.8	40.8	- 26.9%	UK,France,Netherlands,
Europe	To consolidated total sales(%)	4.1%	2.8%		3.9%	2.8%	200	Germany,ltaly and Spain
Others	Net Sales	58.6	70.2	19.8%	118.4	113.8	- 3.9%	U.S.A
Others	To consolidated total sales(%)	7.6%	8.6%		8.2%	7.9%		
Total	Net Sales	138.8	136.2	- 1.9%	253.9	233.6	- 8.0%	
	To consolidated total sales(%)	17.9%	16.7%	13	17.6%	16.1%		55

\* Sales are classified into country or region based on the locations of customers

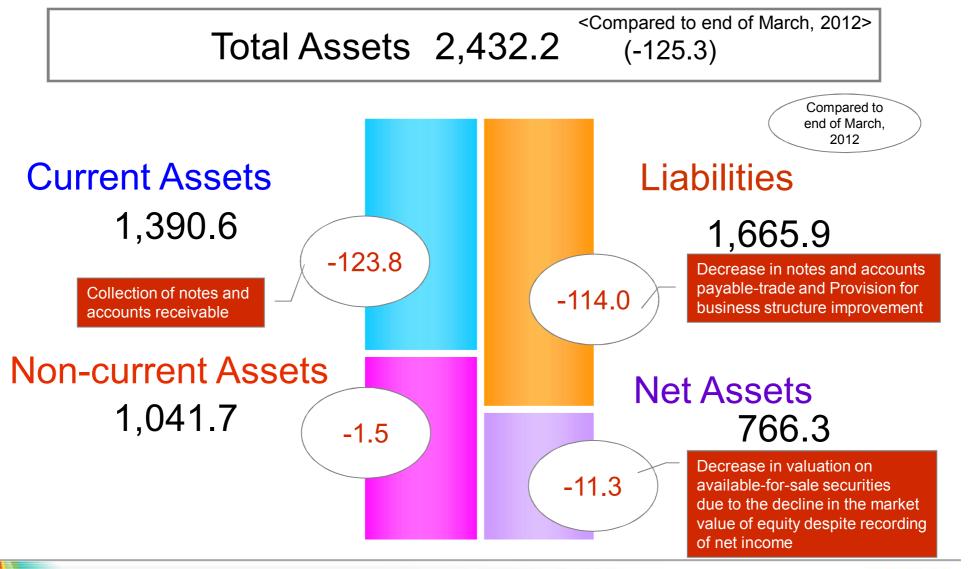
#### **Financial Positions**

#### (Billions of Yen)

	End of Mar 2012	End of Sep 2012	Difference from Mar 2012	End of Sep 2011
Total Assets	2,557.6	2,432.2	-125.3	2,450.6
Net Assets	777.6	766.3	-11.3	853.9
Interest-bearing debt	692.7	683.3	-9.4	647.0
Shareholder's Equity	657.0 25.7%	647.1	-9.8	734.2 30.0%
Equity ratio(%)  D/E ratio  (times)	1.05	1.06	0.9pt - 0.01pt	0.88
Net D/E ratio (times)	0.67	0.74	- 0.07pt	0.64
Balance of cash and cash equivalents	251.8	204.4	-47.4	178.6

#### <Ref.> Balance Sheets (At the end of Sep, 2012)

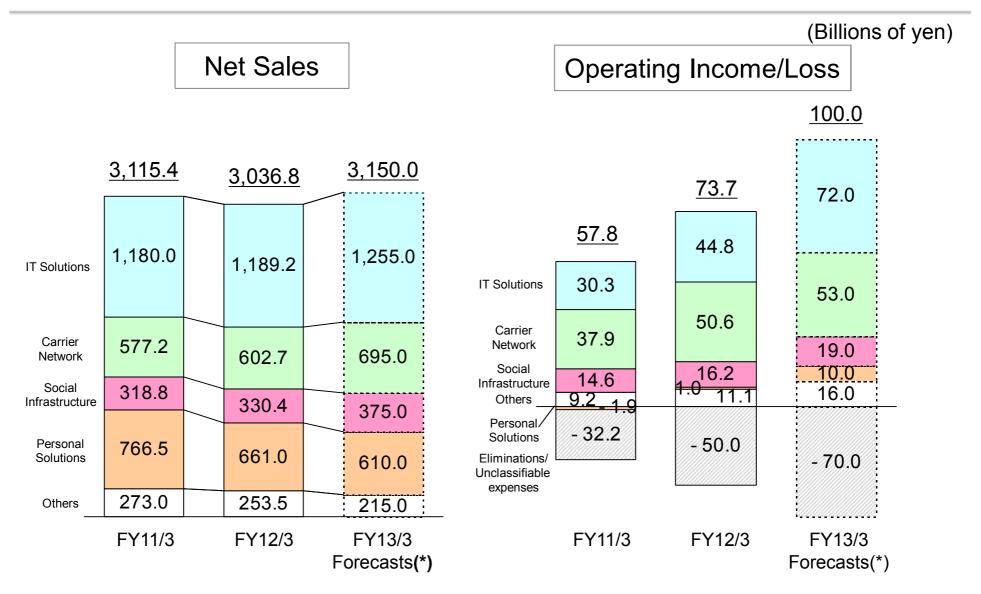
(Billions of Yen)







## Financial Forecasts for FY13/3 by Segment

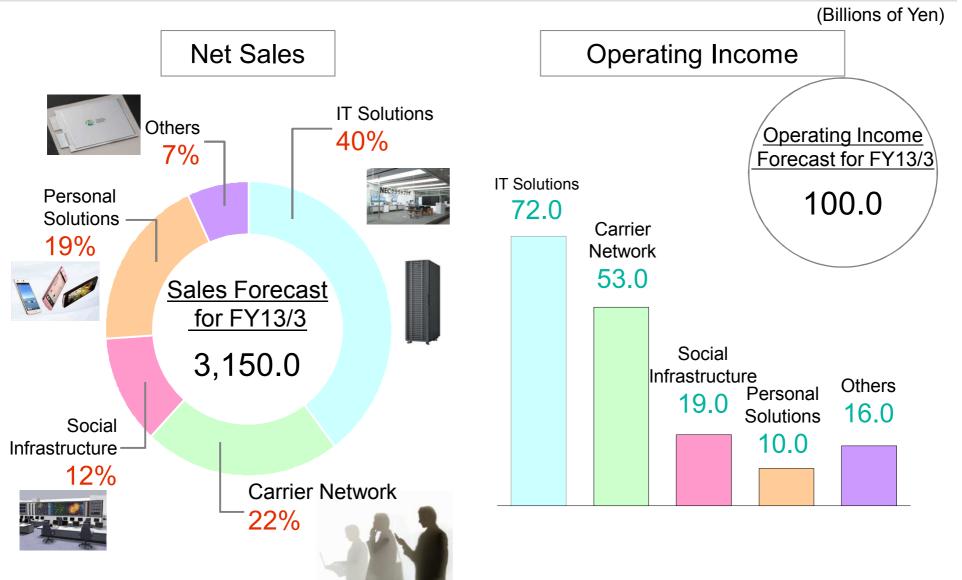


\*Forecasts as of Oct 26, 2012





#### Summary of Financial Forecasts for FY13/3 by Segment



\*Forecasts as of Oct 26, 2012





#### Key Points of FY13/3 Forecasts by Segment (Year on Year)

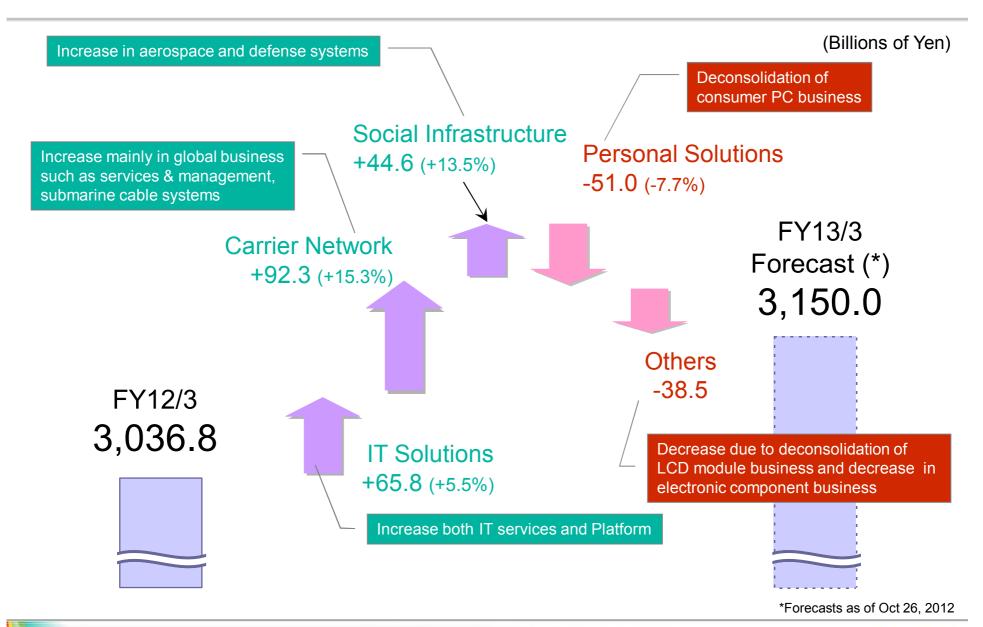
#### Increase steadily both in IT services and Platform Improve by sales expansion and the effect of restructuring Solutions Increase mainly in global business such as services & management, submarine cable Carrier systems Expect to increase from sales expansion and cost reductions despite making an Network investment for future growth Increase in aerospace and defense systems Social Improve due to sales increase, cost reduction and effect of restructuring despite making Infrastructure an investment for future growth Personal Decrease due to deconsolidation of consumer PC business Improve due to the effect of restructuring mainly in mobile terminal business Solutions Decrease due to deconsolidation of LCD module business and decreasing of electronic **Others** component business Improve due to the effect of restructuring and sale of LCD patents

Note: Top bullet refers to changes in sales, Bottom bullet refers to changes in operating income/loss



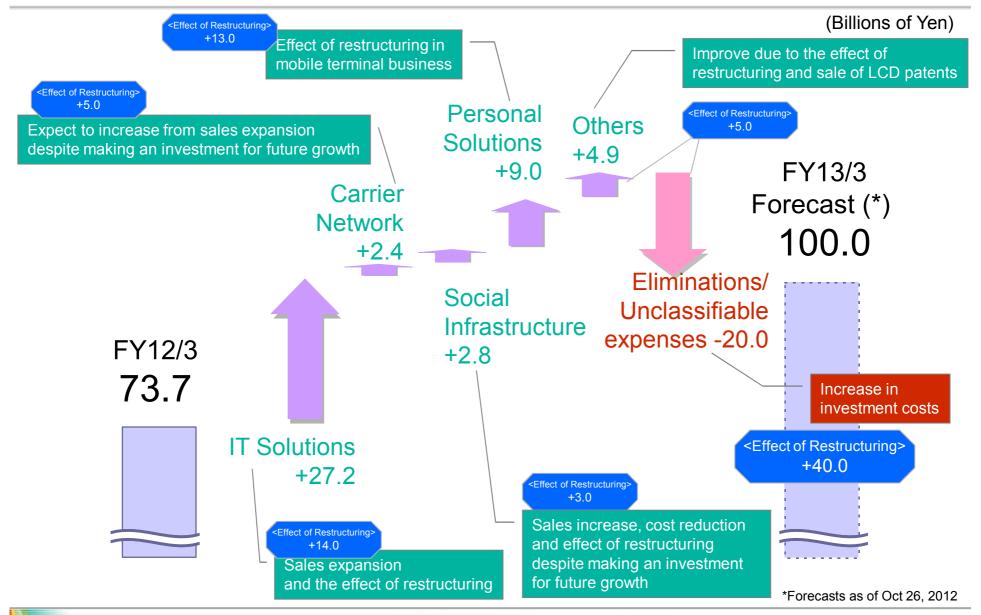


#### Sales Change (Year on Year)





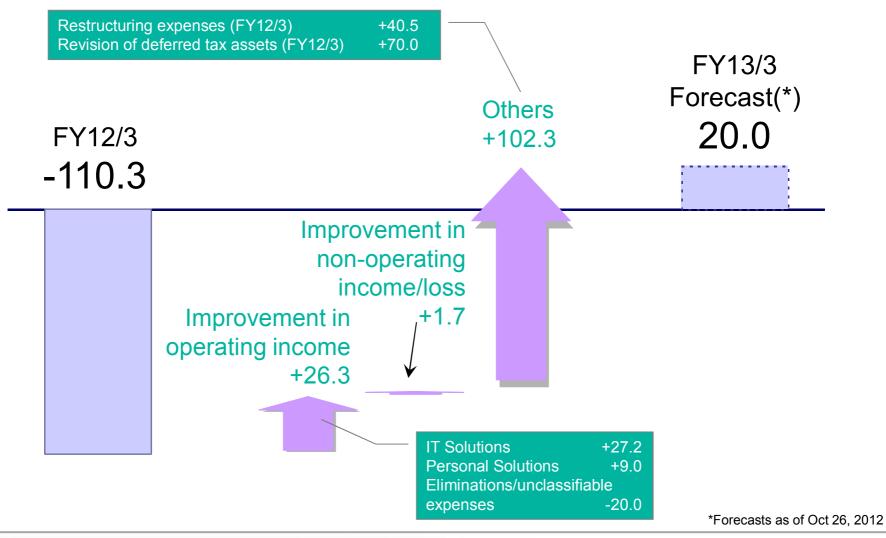
# Operating Income/Loss Change (Year on Year)





#### Net Income/Loss Change (Year on Year)

(Billions of Yen)





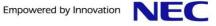
#### Capital Expenditure, Depreciation and R&D expenses

#### (Billions of Yen)

	FY12/3	FY13/3	YoY	
	Actual	Forecasts	101	
Capial Expenditure	42.0	50.0	19.1%	
Depreciation	53.3	55.0	3.2%	
R&D expenses	162.0	170.0	5.0%	
To consolidated total sales (%)	5.3%	5.4%		

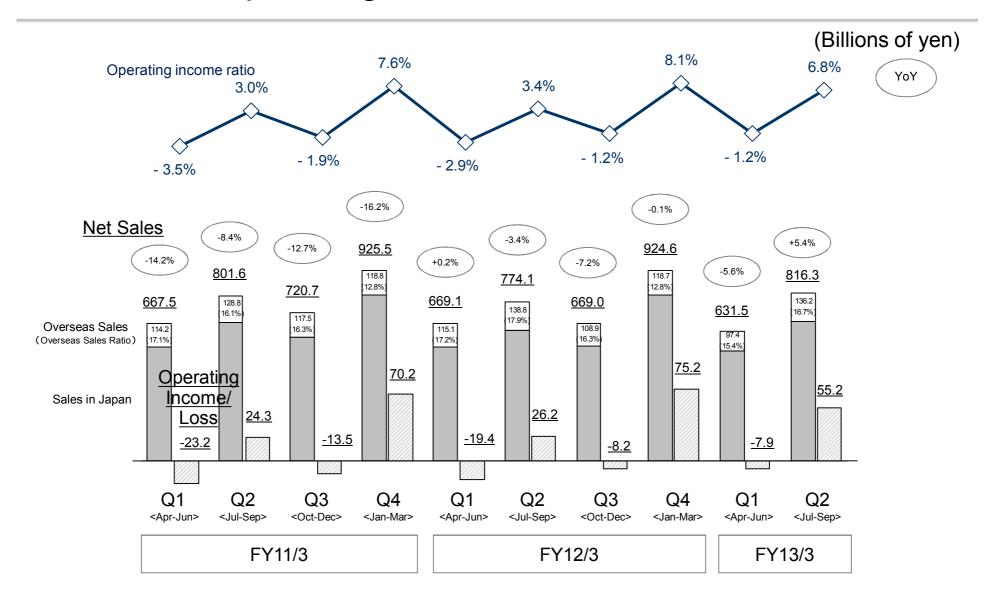


\* Forecasts as of Oct 26, 2012 (Note: Unchanged from forecasts announced on Jul 31)

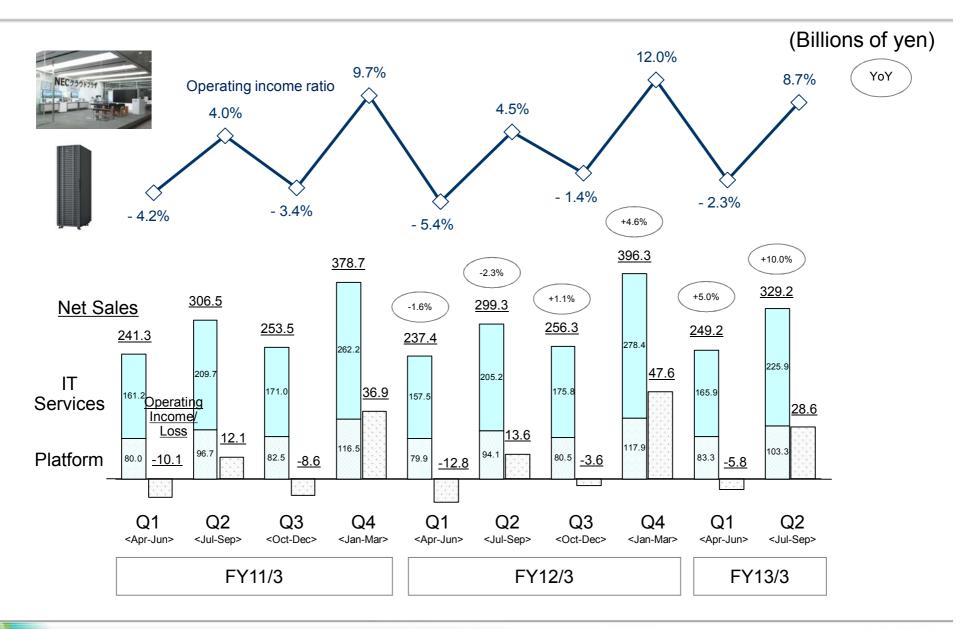




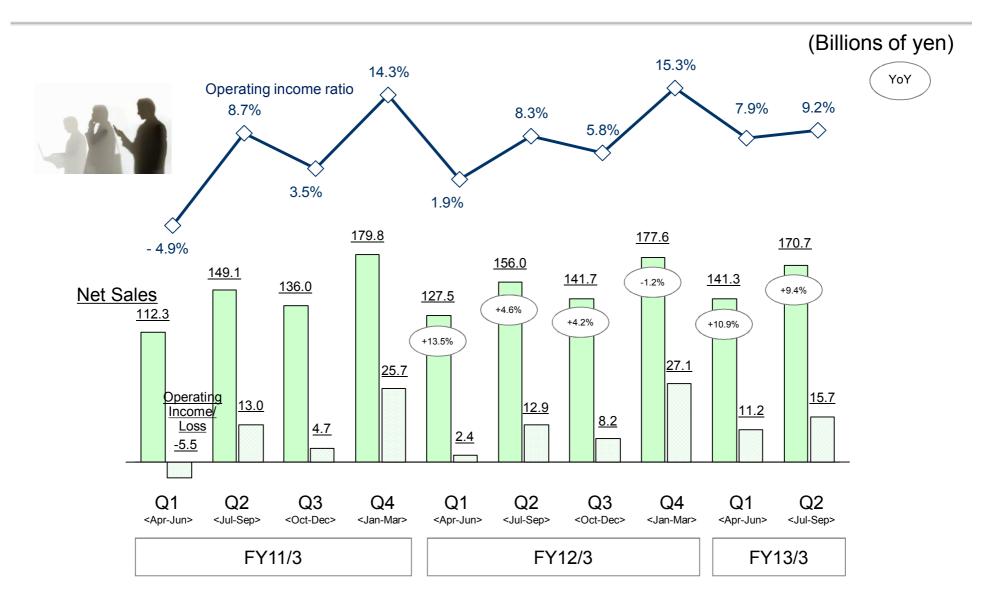
## Net Sales, Operating Income/Loss



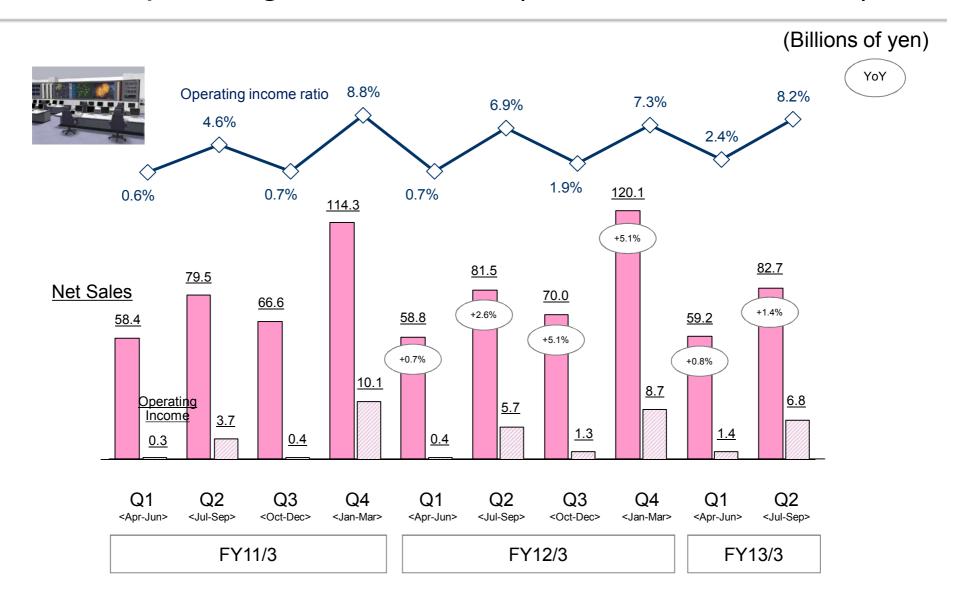
# Sales, Operating Income/Loss (IT Solutions)



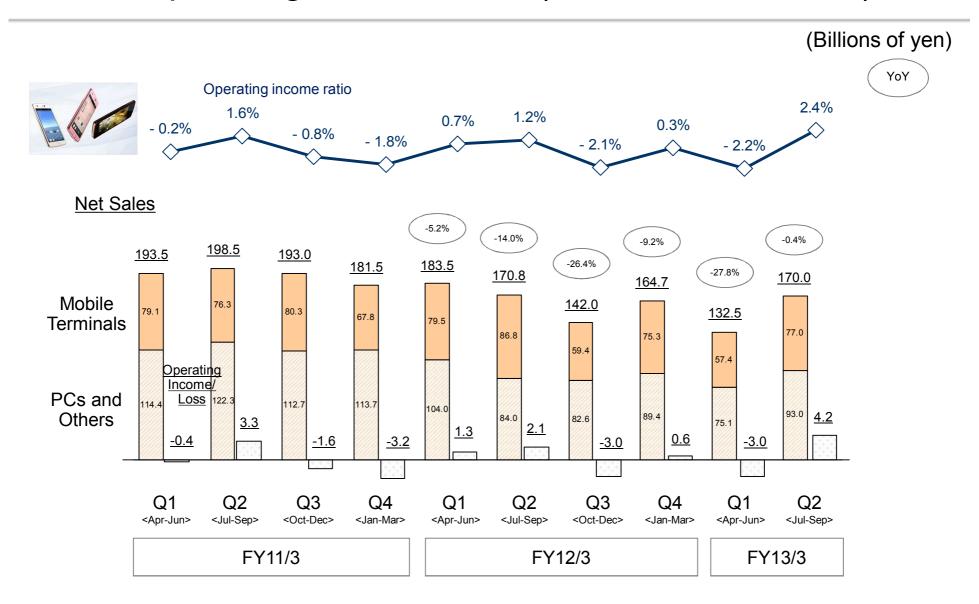
## Sales, Operating Income/Loss (Carrier Network)



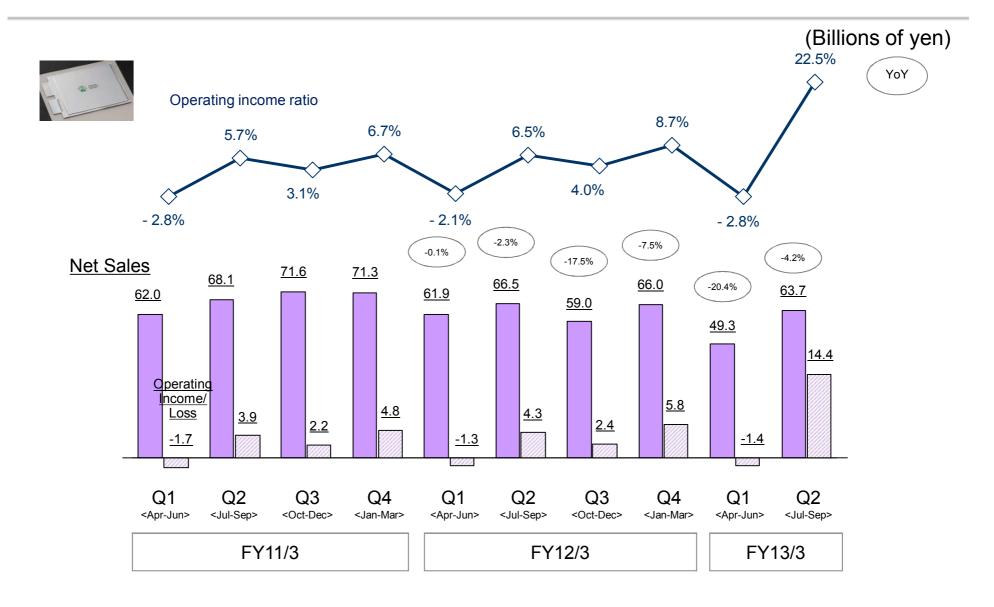
# Sales, Operating Income/Loss (Social Infrastructure)



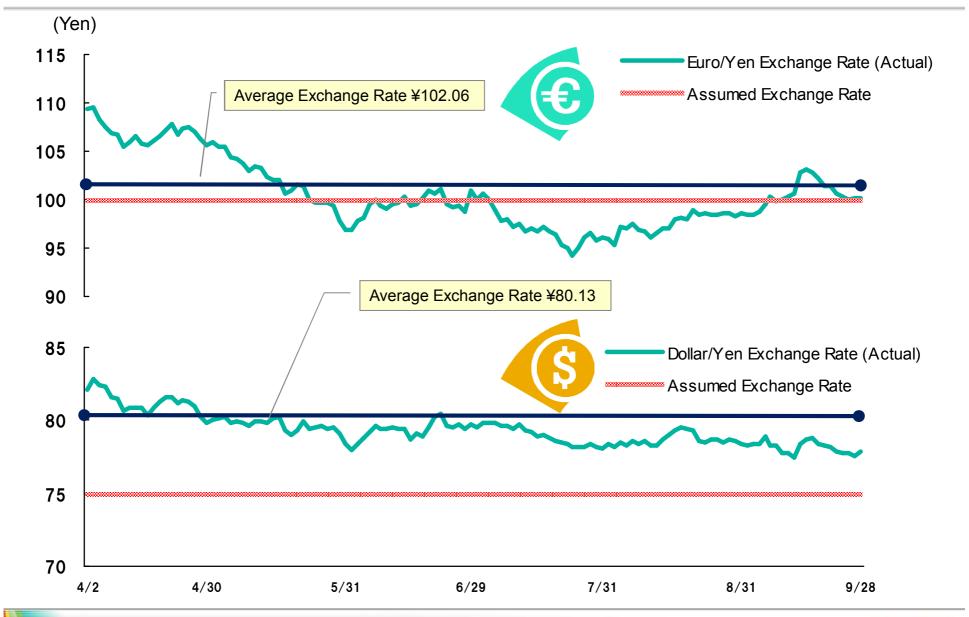
## Sales, Operating Income/Loss (Personal Solutions)



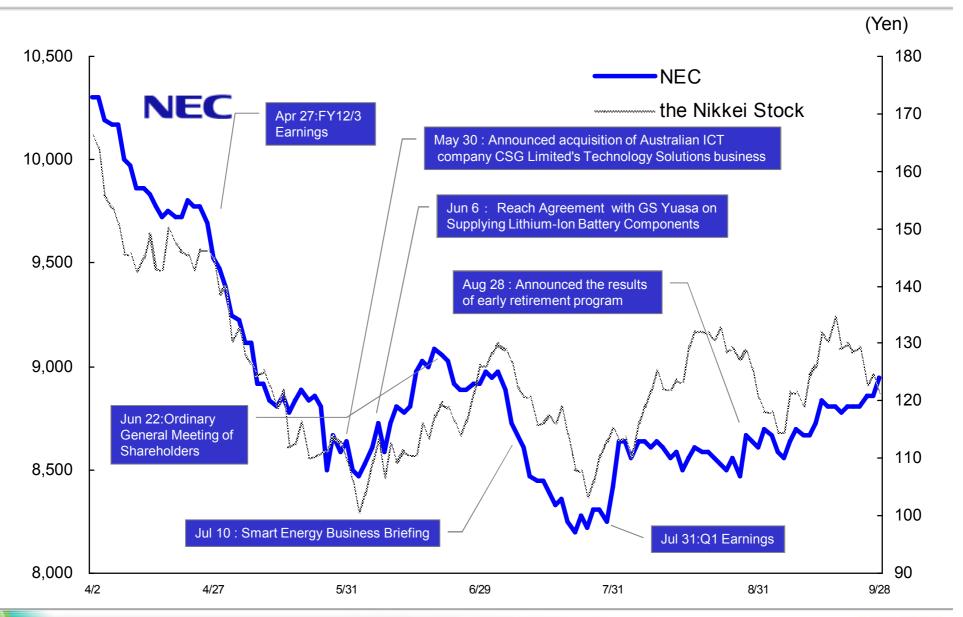
# Sales, Operating Income/Loss (Others)



# **Exchange Rate**



#### Stock Price



#### **CAUTIONARY STATEMENTS:**

This material contains forward-looking statements pertaining to strategies, financial targets, technology, products and services, and business performance of NEC Corporation and its consolidated subsidiaries (collectively "NEC"). Written forward-looking statements may appear in other documents that NEC files with stock exchanges or regulatory authorities, such as the Director of the Kanto Finance Bureau, and in reports to shareholders and other communications. NEC is relying on certain safeharbors for forward-looking statements in making these disclosures. Some of the forward-looking statements can be identified by the use of forward-looking words such as "believes," "expects," "may," "will," "should," "seeks," "intends," "plans," "estimates," "targets," "aims," or "anticipates," or the negative of those words, or other comparable words or phrases. You can also identify forward-looking statements by discussions of strategy, beliefs, plans, targets, or intentions. Forward-looking statements necessarily depend on currently available assumptions, data, or methods that may be incorrect or imprecise and NEC may not be able to realize the results expected by them. You should not place undue reliance on forward-looking statements, which reflect NEC's analysis and expectations only. Forward-looking statements are not guarantees of future performance and involve inherent risks and uncertainties. A number of important factors could cause actual results to differ materially from those in the forward-looking statements. Among the factors that could cause actual results to differ materially from such statements include (i) global economic conditions and general economic conditions in NEC's markets. (ii) fluctuating demand for, and competitive pricing pressure on, NEC's products and services, (iii) NEC's ability to continue to win acceptance of NEC's products and services in highly competitive markets, (iv) NEC's ability to expand into foreign markets, such as China, (v) regulatory change and uncertainty and potential legal liability relating to NEC's business and operations, (vi) NEC's ability to restructure, or otherwise adjust, its operations to reflect changing market conditions, (vii) movement of currency exchange rates, particularly the rate between the yen and the U.S. dollar, (viii) the impact of unfavorable conditions or developments, including share price declines, in the equity markets which may result in losses from devaluation of listed securities held by NEC, and (iv) impact of any regulatory action or legal proceeding against NEC. Any forward-looking statements speak only as of the date on which they are made. New risks and uncertainties come up from time to time, and it is impossible for NEC to predict these events or how they may affect NEC. NEC does not undertake any obligation to update or revise any of the forward-looking statements, whether as a result of new information, future events, or otherwise.

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.