

Sales and Profit/Loss by New Segment (FY2011 to FY2013)

(1) Sales by Segment (Sales to External Customers)

Billions of yen

Fiscal Year		FY2011	FY2012	FY2013
		Ended 3/2012	Ended 3/2013	Ending 3/2014
Segment		Actual	Actual	Forecast
	Public	649.5	680.7	735.0
	Enterprise	222.2	251.6	255.0
	Telecom Carrier	659.3	709.3	715.0
	System Platform	711.0	744.4	705.0
	Other	794.9	685.7	590.0
Total		3,036.8	3,071.6	3,000.0

(2) Operating Profit or Loss by Segment

(Billions of Yen)

Fiscal Year		FY2011	FY2012	FY2013
		Ended 3/2012	Ended 3/2013	Ending 3/2014
Segment		Actual	Actual	Forecast
	Public	43.3	49.0	57.0
	Enterprise	0.5	5.5	6.0
	Telcom Carrier	54.6	71.6	60.0
	System Platform	13.8	32.7	29.0
	Other	10.4	16.9	2.0
	Elimination/Unallocated	△ 48.8	△ 61.0	△ 54.0
Total		73.7	114.6	100.0

※ Forecasts by segment as of July 9, 2013