

Sales and Operating Profit or Loss by New Segment (FY2011)

(1) Sales by Segment (Sales to External Customers) (Billions of Yen)

Fiscal Year		FY2011 (Ended 3/2012)			
		Q1	Q2	Q3	Q4
Segment					
	Public	113.0	158.2	132.8	245.4
	Enterprise	44.7	57.9	50.9	68.7
	Telecom Carrier	138.9	169.6	156.9	193.8
	System Platform	147.2	182.9	165.2	215.7
	Other	225.4	205.4	163.2	200.9
	Total	669.1	774.1	669.0	924.6

(2) Operating Profit or Loss by Segment (Billions of Yen)

Fiscal Year		FY2011 (Ended 3/2012)			
		Q1	Q2	Q3	Q4
Segment					
	Public	△ 1.9	12.5	4.7	28.0
	Enterprise	△ 2.7	△ 0.7	△ 1.5	5.4
	Telecom Carrier	1.8	14.1	9.4	29.3
	System Platform	△ 5.6	3.4	△ 5.2	21.2
	Other	0.2	10.2	△ 1.6	1.6
	Elimination/Unallocated	△ 11.2	△ 13.2	△ 14.1	△ 10.3
	Total	△ 19.4	26.2	△ 8.2	75.2