



**FY 07/3 3Q  
Financial Results  
Presentation**

**January 25, 2007**

**NEC Fielding, Ltd.**

**FIELDING**

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## **1. Consolidated Financial Results**

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## **2. Topics (October-December)**

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## **3. FY 07/3 Full Term Consolidated Forecasts**

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# 1. Consolidated Financial Results (Apr.-Dec.)

Units: Billions of Yen

Major Management Indicators	FY 07/3 3Q Results		Compared to FY 06/3 3Q	
	Apr.-Dec.	% of Sales	Change	Growth Rate
↘ Net Sales	<b>154.7</b>	-	<b>-11</b>	<b>-6.7%</b>
↘ Proactive Maintenance	<b>70.2</b>	<b>45.4%</b>	<b>-3.7</b>	<b>-5.0%</b>
↘ Fielding Solutions	<b>84.5</b>	<b>54.6%</b>	<b>-7.3</b>	<b>-8.0%</b>
↘ Operating Income	<b>5.3</b>	<b>3.4%</b>	<b>-1.1</b>	<b>-17.2%</b>
↘ Ordinary Income	<b>5.5</b>	<b>3.6%</b>	<b>-1</b>	<b>-16.2%</b>
↘ Quarterly Net Income	<b>2.7</b>	<b>1.8%</b>	<b>-1.7</b>	<b>-38.4%</b>
↘ Quarterly Net Income per Share (Yen)	<b>50.57</b>	-	<b>-31.53</b>	<b>-38.4%</b>
↘ Free Cash Flow	<b>+ 4.8</b>	-	<b>+ 0.4</b>	-

# 1. Consolidated Financial Results (Oct.-Dec.)

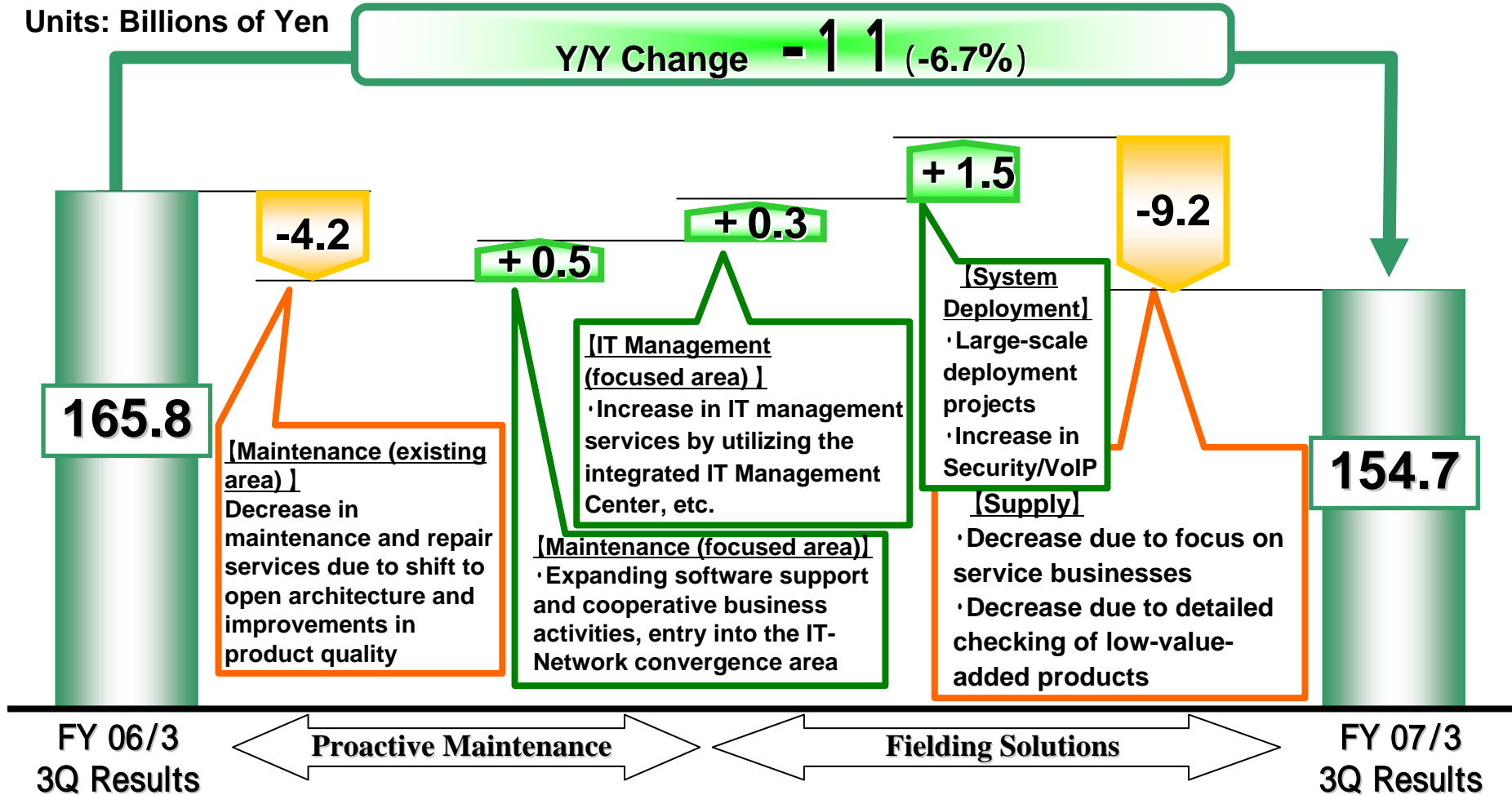
Units: Billions of Yen

Major Management Indicators	FY 07/3 3Q Results		Compared to FY 06/3 3Q	
	Oct.-Dec.	% of Sales	Change	Growth Rate
➔ Net Sales	<b>50.1</b>	-	<b>-4.2</b>	<b>-7.7%</b>
➔ Proactive Maintenance	<b>23.3</b>	<b>46.6%</b>	<b>-0.8</b>	<b>-3.4%</b>
➔ Fielding Solutions	<b>26.8</b>	<b>53.4%</b>	<b>-3.3</b>	<b>-11.2%</b>
➔ Operating Income	<b>1.9</b>	<b>3.9%</b>	<b>-0</b>	<b>-0.2%</b>
➔ Ordinary Income	<b>1.9</b>	<b>3.9%</b>	<b>± 0</b>	<b>+1.1%</b>
➔ Quarterly Net Income	<b>1.0</b>	<b>2.1%</b>	<b>-0.1</b>	<b>-15.0%</b>
➔ Quarterly Net Income per Share (Yen)	<b>19.66</b>	-	<b>-3.47</b>	<b>-15.0%</b>
➔ Free Cash Flow	<b>+ 0.2</b>	-	<b>-1.4</b>	-

# Sales Increase / Decrease Factors

- Existing maintenance area continued to decline. 05/3 06/3 -9.2 billion yen  
06/3 07/3 -4.2 billion yen
- Sales in service business increased but goods sales decreased.

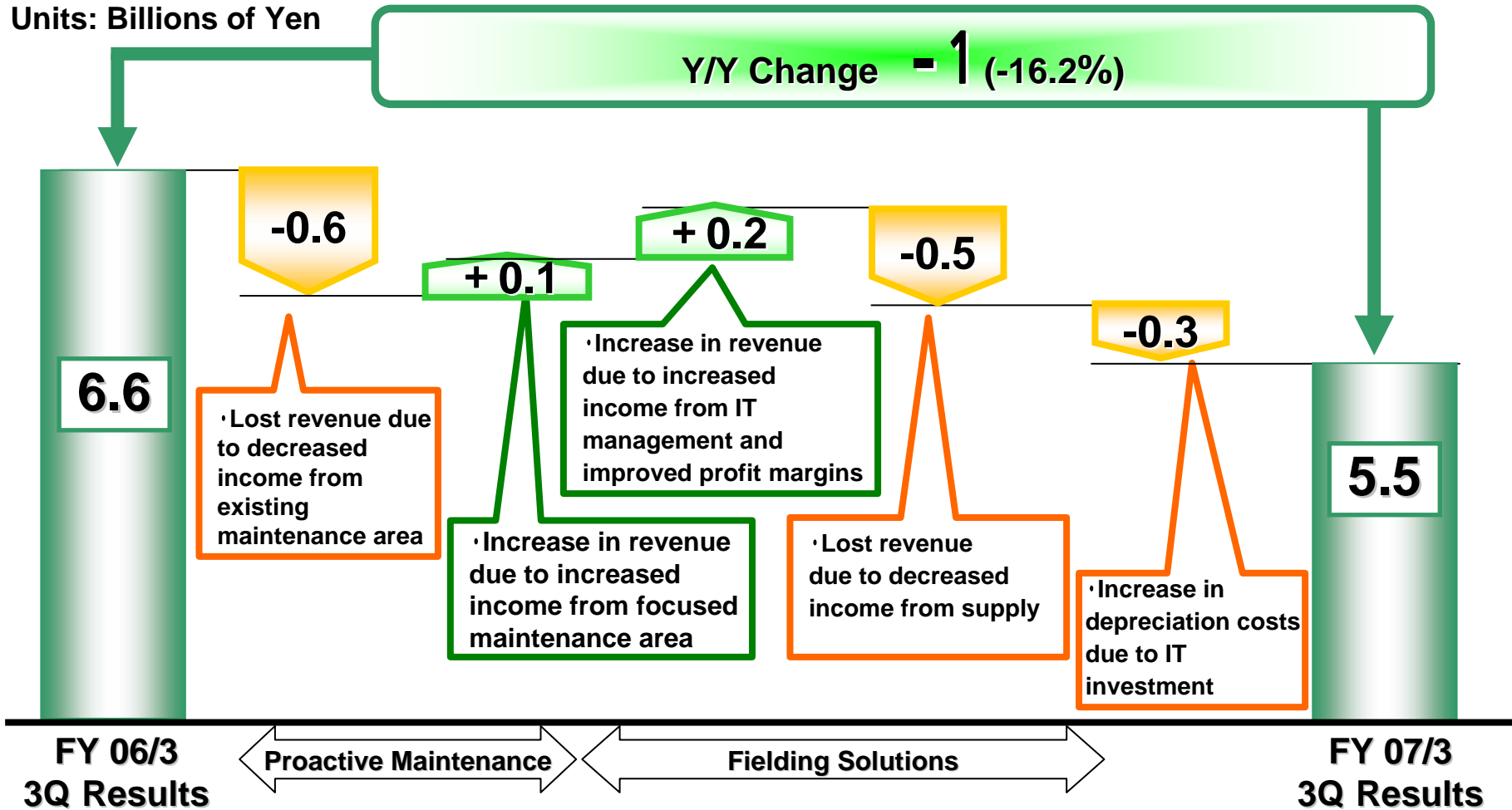
Units: Billions of Yen



# Ordinary Income Increase /Decrease Factors

- Effects of cost reduction and increase in service businesses
- Y/Y decrease in income due to sales decline and increased investment costs

Units: Billions of Yen



## 2. Topics (October-December)

### CS

#### No. 1 rating achieved from customer satisfaction survey (October)

- Rated No. 1 in solution provider for maintenance and support 5<sup>th</sup> consecutive years in customer satisfaction surveys (J. D. Power Asia-Pacific)
- Rated No. 1 in IT management service in the 11<sup>th</sup> Customer Satisfaction Survey conducted by Nikkei Computer magazine

### Growth

#### New service responding to the increasing information security needs (November)

- Starting “ISMS development support service”, a consultation service to help enterprises and government offices establish comprehensive security management systems

#### Making NEC Fielding Information Technology Services (Beijing) Co., Ltd. wholly-owned subsidiary to accelerate the business deployment in China (December)

### CSR

#### Continued high appreciation by external institution (December)

- Selected by Nikko Investor Relations Co., Ltd. for the best corporate website for understandability, user-friendliness and quantity of information in the All Listed Company Website Survey

### 3. FY 07/3 Full Term Forecasts (Consolidated)

*\* No revision from the interim forecasts*

Units: Billions of Yen

Major Management Indicators	FY 07/3 Full Term Forecast		Compared to FY 06/3	
		% of Sales	Change	Growth Rate
↘ Net Sales	225	-	-5.7	-2.5%
↘ Proactive maintenance	93	41.3%	-5.5	-5.7%
↘ Fielding solutions	132	58.7%	-0.2	-0.2%
↘ Operating Income	8	3.6%	-2	-20.1%
↘ Ordinary Income	8	3.6%	-2.2	-22.2%
↘ Net Income	4	1.8%	-1.9	-32.5%
↘ EPS (Yen)	73.34	-	-34.99	-32.3%

## Caution regarding forward-looking statements

Statements in this document with respect to NEC Fielding's strategies, plans, beliefs, and other statements related to future trends and performance are not historical facts, and as such involve risks and uncertainties. Projections may differ materially from actual results due to a number of factors. Key factors that could affect actual results include, but are not limited to: general economic conditions and social trends in NEC Fielding's markets as well as fluctuations in NEC Fielding's relative competitiveness due to changes in demand for services provided by NEC Fielding.