



**FY09/3
Business Results
Presentation**

May 11, 2009

NEC Fielding, Ltd.

Index

1. FY09/3 Consolidated Business Results

2. Forecasts for FY 10/3

1. FY09/3 Consolidated Business Results

Major Management Indicators

Any fraction of a hundred million yen has been rounded off to the nearest hundred million yen.

Units: Billion yen

Consolidated business results

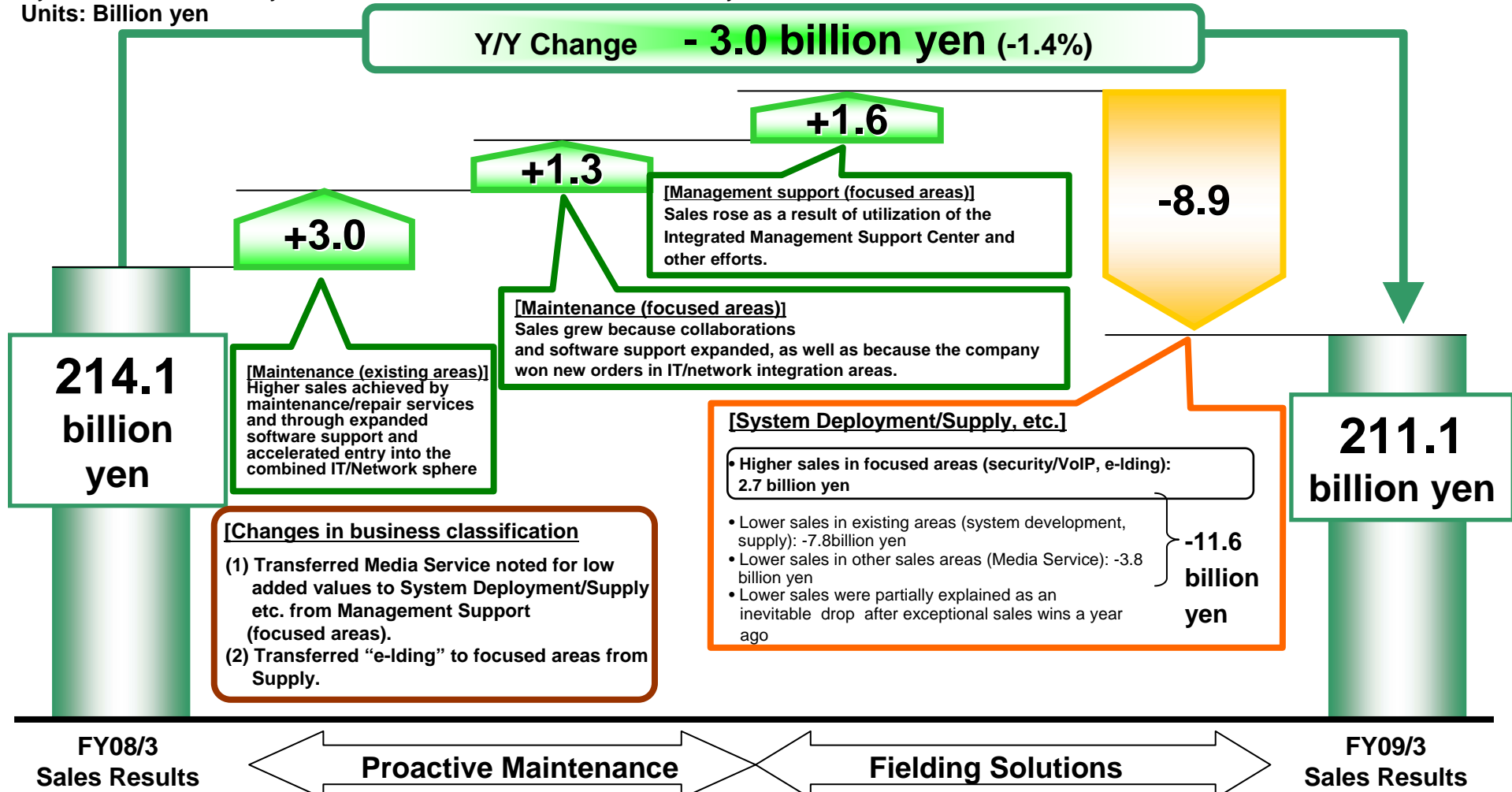
	FY09/3 Results		Compared to FY08/3		Deviation from the official announcement
		% of Sales	Change	Growth Rate	
↘ Net Sales	211.1	-	-0.30	-1.4%	-8.9
↘ Proactive Maintenance	102.1	48.3%	+4.3	+4.4%	+ 0.1
↘ Fielding Solutions	109.0	51.7%	-7.3	-6.3%	-9.0
↘ Operating Income	10.5	5.0%	+1.6	+18.2%	+0.9
↘ Ordinary Income	10.1	4.8%	+0.7	+7.8%	+ 0.1
↘ Net Income	5.3	2.5%	+0.2	+4.6%	+ 0.1
↘ Earnings Per Share (yen)	96.72	-	+4.21	+4.6%	+ 1.38
↘ Free Cash Flow	+6.2	-	+2.2	-	-
↘ ROE (Return on Equity)(%)	7.7	-	±0.0	-	+ 0.1

Sales Fluctuation Factors (compared to FY08/3)

- Steady sales growth achieved in existing maintenance and focused areas
- A large drop in sales experienced in existing spheres of System Deployment/Supply

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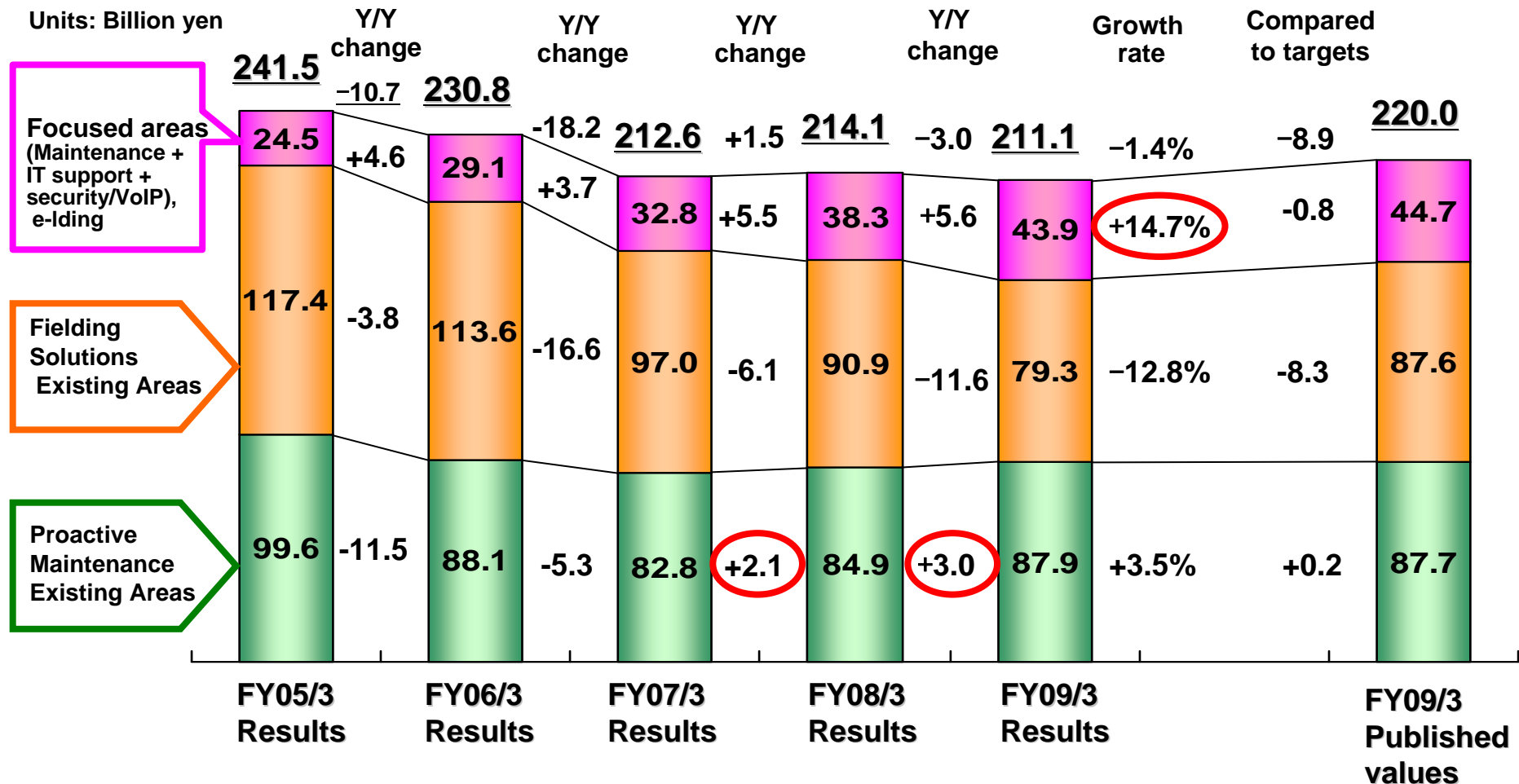


Changes in Net Sales by Business Area

- Focused area's sales grew by about 15%
- Sales growth was sustained by Proactive Maintenance Area

Any fraction of hundred million yen has been rounded off to the nearest hundred million yen.

* Target values are those announced with the third quarter business results.

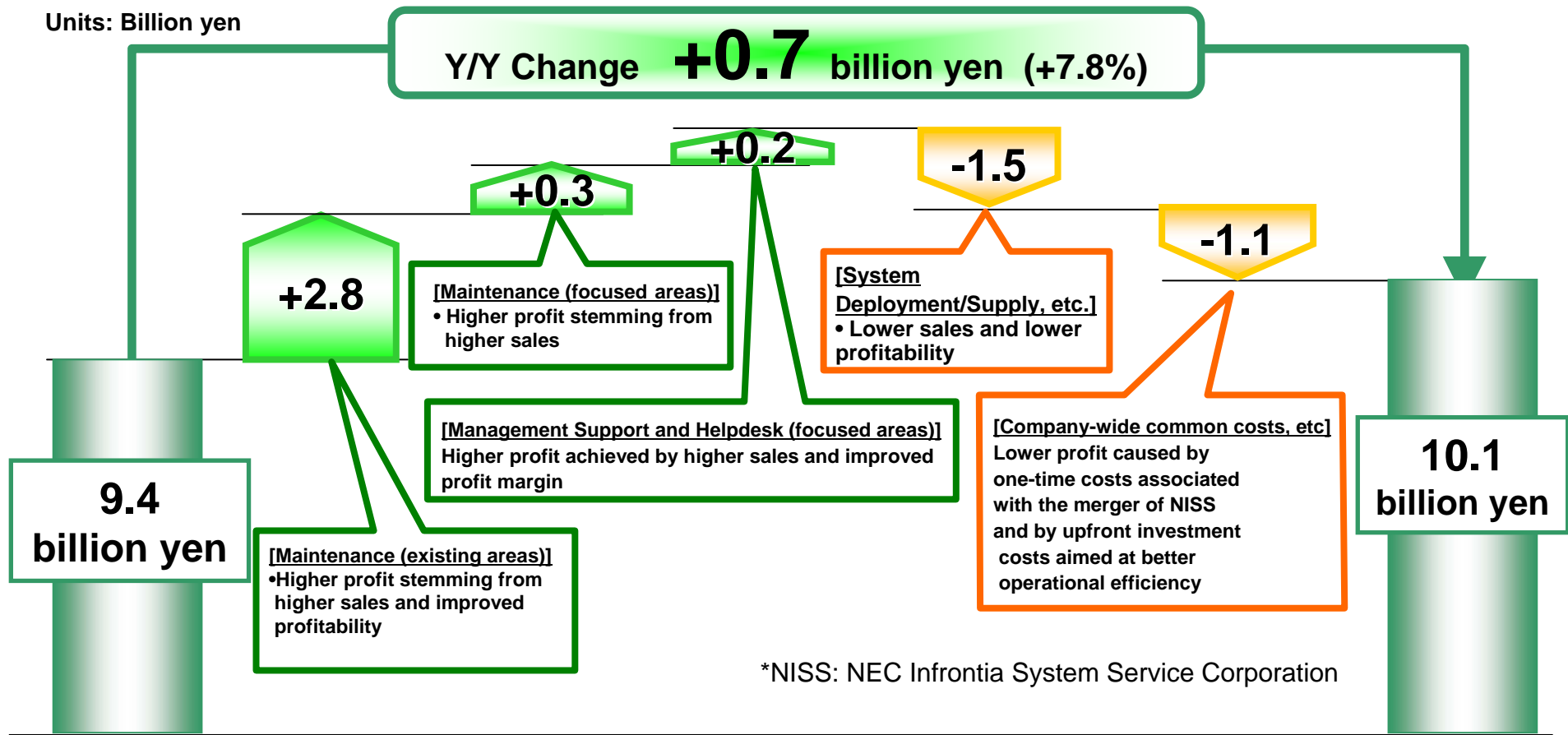


Ordinary Income Fluctuation Factors (Compared to FY08/3)

● Overall profit growth by higher sales and improved profitability of maintenance and management areas

Any fraction of hundred million yen has been rounded off to the nearest hundred million yen.

Units: Billion yen



*NISS: NEC Infrontia System Service Corporation

FY 08/3
Ordinary Income
Results

Proactive Maintenance

Fielding Solutions

FY 09/3
Ordinary Income
Results

Net Sales and Operating Income by Segment

- Proactive Maintenance areas sustained sales growth, with improving profit margin
- Sales by all segments combined decreased but profit margin improved

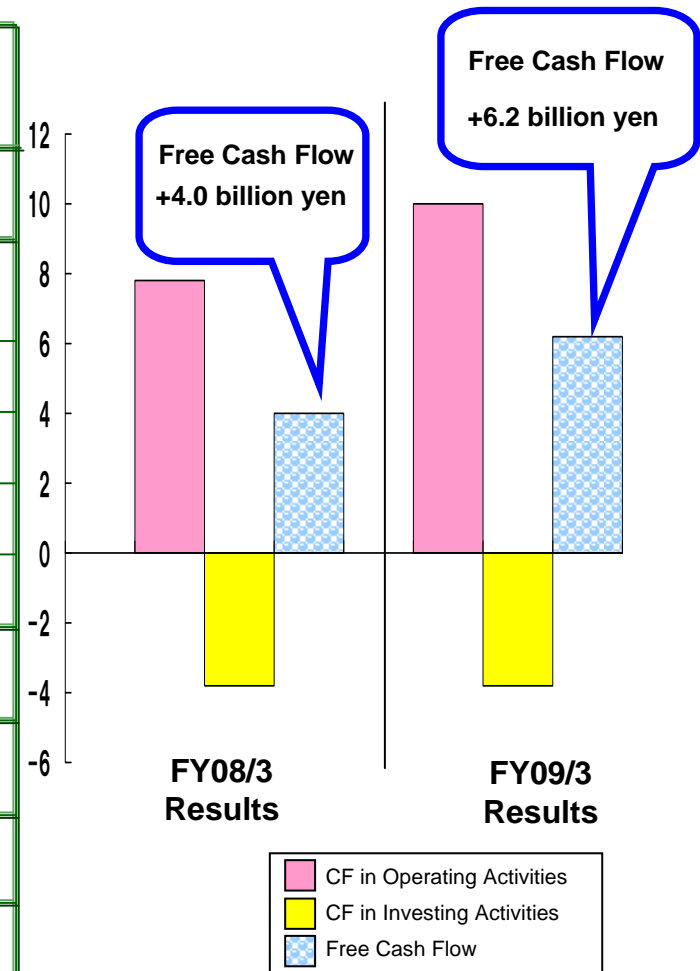
		FY 07/3	FY 08/3	FY 09/3
Proactive Maintenance	Net Sales	93.8	97.8	102.1
	Operating Income	11.0	12.1	15.3
	Profit Margin	11.7% +0.7pt	12.4% +2.6pt	15.0%
Fielding Solutions	Net Sales	118.7	116.3	109.0
	Operating Income	5.8	5.5	4.1
	Profit Margin	4.9% -0.2pt	4.7% -0.9pt	3.8%
Segment Total	Net Sales	212.5	214.1	211.1
	Operating Income	16.8	17.6	19.4
	Profit Margin	7.9% +0.3pt	8.2% +1.0pt	9.2%
	companywide common costs	8.3	8.2	9.3
	Ordinary Income	8.5	9.4	10.1

Cash Flow

● Free Cash Flow: +6.2 billion yen (Y/Y Change +2.2billion yen)

Units: Billion yen

Within ±0.2	FY09/3	Y/Y Change
Cash and cash equivalents at beginning of period	19.8	+2.1
CF in Operating Activities	10.0	+2.2
Profit before tax	9.6	+0.3
Corporate tax	-3.9	-1.4
Operating funds, etc.	1.4	+1.0
Others	2.8	+2.3
CF in Investing Activities	-3.8	±0
Sub-total: Free cash flow	+6.2	+2.2
CF in Financing Activities	-2.7	-0.8
Cash and cash equivalents at end of period	23.3	+3.5

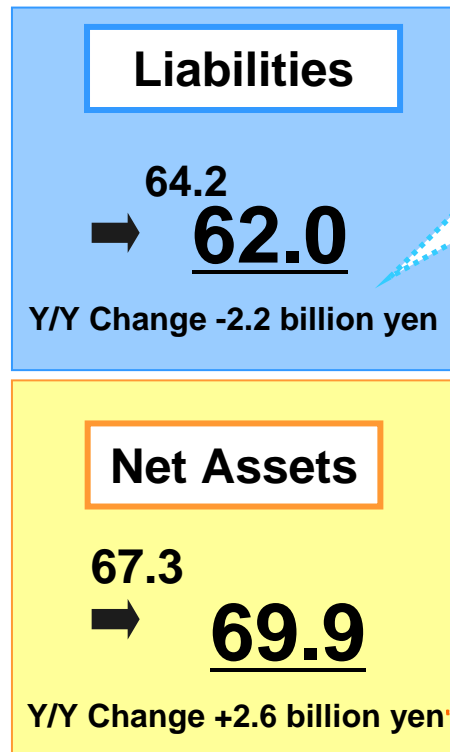
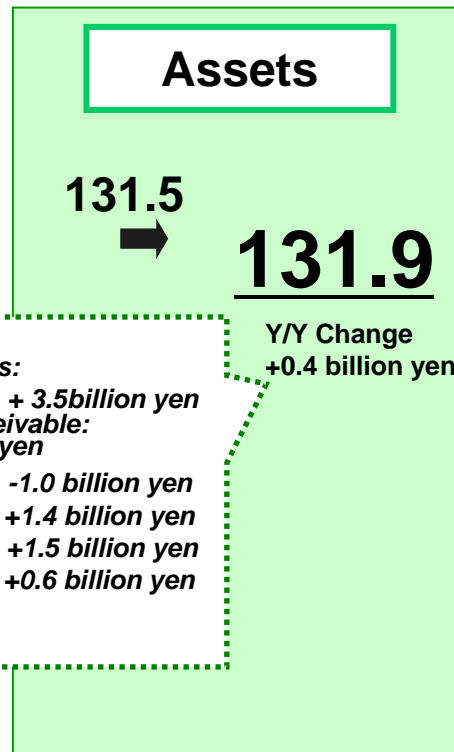


Balance Sheet

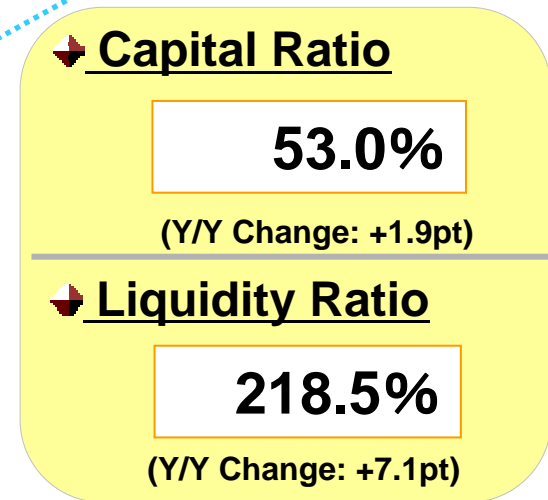
- **Steady improvement of capital ratio** (Y/Y Change +1.9pt)
- **The current ratio was kept at over 200%** (Y/Y Change +7.1pt)

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Units: Billion yen

FY2008/3 → FY2009/3



- Trade notes and accounts payable: -5.0 billion yen
- Advances received: +1.8 billion yen
- Accrued income taxes: +0.6 billion yen
- Allowance for retirement benefits: -0.7 billion yen
- Other long-term Liabilities: +1.0 billion yen



•Retained Earnings: +2.8 billion yen

Topics: First Half

Business Strategies

◇ Completion of Fielding Vision and Fielding Core Values (June)

- Established the Vision, which maps out the ideal states of Fielding to be achieved in the medium and long terms, and the Core Values, which define a set of values and code of behavior that ought to be embraced by each member for the realization of the vision.

◇ Switch to the unified NEC logo as part of brand boosting strategy (July)

FIELDING → **NEC** (To be completed by March 31, 2009)

C S

◇ Ranked No. 1 in J.D. Power Asia Pacific's "2008 Japan Solution Provider Satisfaction Study (System Integration Service)" for the first time (October)

◇ Failed to achieve first in the same survey's maintenance and support category after 6 consecutive years of holding the rank (October)

◇ Failed to secure No. 1 in the 13th Customer Satisfaction Survey <System Operation-related Category> by the Nikkei Computer Magazine after 2 consecutive years of reign (August)

- Focused measures including personnel training and stronger backyard structure will be rolled out to boost one-stop service that goes beyond hardware to include software.

Topics: First Half

CSR

◇ Launch of dynamic actions in support of local/social initiatives and cultural endeavors (May)

- NEC Fielding received the President's Award in the NEC CSR AWARDS 2008 in recognition of its community and social contribution (May)

An extensive range of activities in the sphere of community and social contribution and new initiatives including "Fielding's Forest and Forestation Tour" were cited for commendation. (Selected from among 414 participating locations, 1,956 activities and 18,376 participating individuals)

- Co-sponsorship of the World Heritage Theatre initiatives continued Chapter 7 (Shirakawa-go in May) and Chapter 8 (Hiraizumi in September)

Growth

◇ Sales growth boosted by new services

- Commercialization of Storage Solution Pack (August)

Integrated service combining the installation/deployment of NEC's storage devices and the provision of hardware and software needed for management as well as system planning/development and maintenance designed to reduced costs and time required for full-fledged use.

- Commercialization of Integrated Log Control Service in the SaaS format (September)

The service involving integrated control of log information given by multiple security systems delivered as SaaS reduces customers' workload.

Topics: Second Half

Business Strategies

◇ Business names of certain affiliates underwent change as part of brand strengthening measures (April):

- Fielding System Technology, Ltd. was renamed NEC Fielding System Technology, Ltd.
- Fielding Supportcrew, Ltd. was renamed NEC Fielding Supportcrew, Ltd.

◇ Preparation for the merger of NEC Infrontia System Service Corporation

- Overhauling of managerial base including organization, programs and systems to be ready for the merger and to ensure quick and efficient business development thereafter.

CS

◇ Actions to reinstate NEC Fielding to No. 1 positions in third-party customer satisfaction surveys

Launch of the “No.1 in Customer Satisfaction – Far Ahead of Others” drive to encourage improvement in CS mainly through:

- 1) Improved responses at initial phase of troubles;
- 2) Stronger communication with customers; and,
- 3) Stronger task fundamentals.

Parallel to the above, personnel training and the backyard structure are being augmented to enhance one-stop services ranging from hardware to software spheres.

Topics: Second Half

CSR

- ◇ Selected by Nikko Investor Relations Co., Ltd. for the best corporate website in the ALL Listed Company Website Survey for the third consecutive year. (October)
- ◇ Actions for the benefit of local communities
 - Campaign to fight against the “Grandparent Scam” (January)
Run jointly by Japan Electronic Computer (JECC) and 8 companies servicing financial institutions’ ATMs
 - Continued co-sponsorship of the World Heritage Theatre with Chapter IX featuring Nikko Toshogu Shrine (October)

Growth

- ◇ New service launch positioned for sales growth
 - The iQQsam service (security management and IT asset management solutions) was released (October)
Functional enhancements in March in collaboration with the PC management service offered by Soliton Systems K.K.
 - Blanket Management Support Service, an ERP solution for manufacturers, was commercialized (October)
 - Systematic menu for IT Business Continuity Solution was developed in collaboration with NEC Nexasolutions (October)
 - Integrated Voice/Data Pack for small offices was released (January)
All-inclusive service for design/development of an IP phone system and broadband network environment ranging from installation to maintenance service
 - Use of a hybrid method – the first in the trade – for small UPS (uninterrupted power supply) (March)
UPS that automatically selects optimal power supply mode best suited for power environment to achieve both energy conservation and superior reliability.

Forecasts for FY Ending March 2010

FY10/3 Major Management Indicators

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Consolidated business results

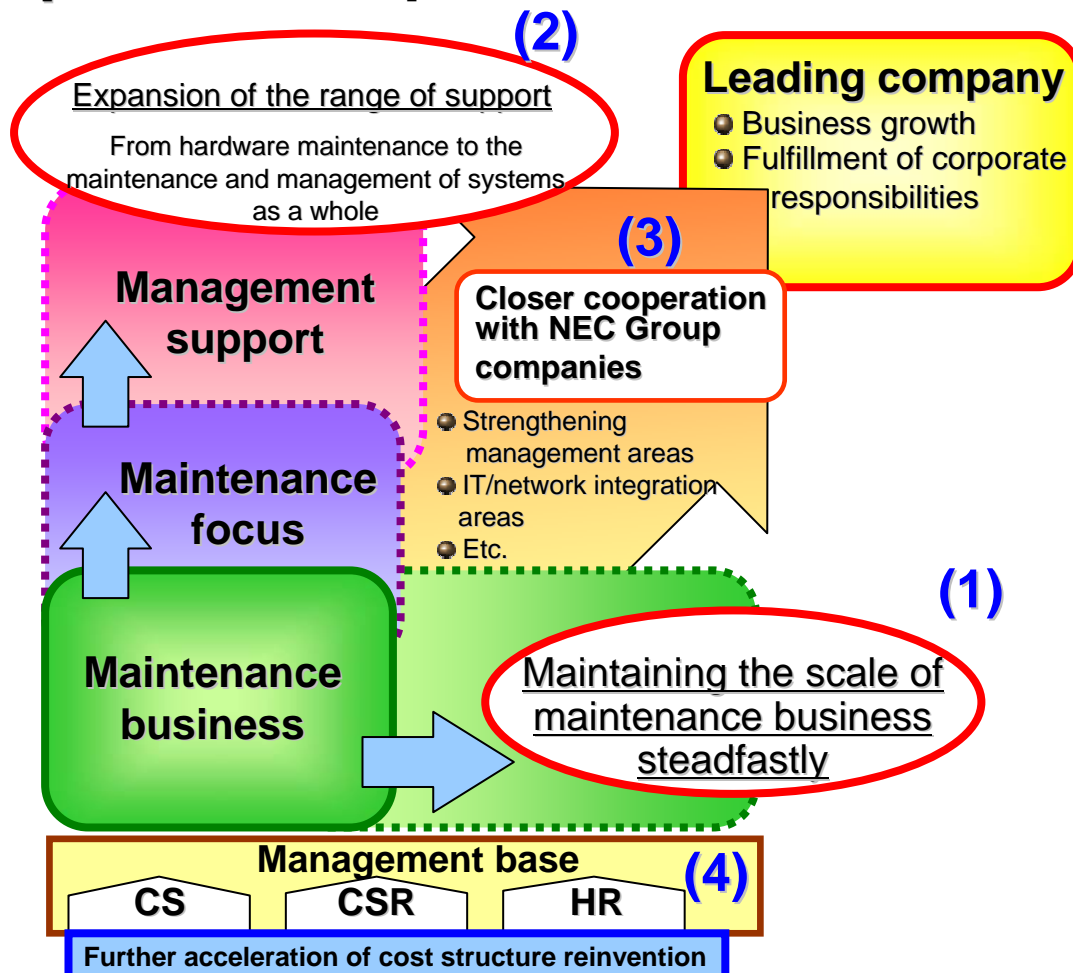
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	FY09/3 Consolidated Business Results		FY10/3 Full Year Forecast		Compared to FY09/3	
		% of sales		% of sales	Change	Growth
➔ Net Sales	211.1	—	200.0	—	-11.1	- 5.3%
➔ Proactive Maintenance	102.1	48.3%	102.1	51.1%	±0	±0.0%
➔ Fielding Solutions	109.0	51.7%	97.9	48.9%	-11.1	- 10.2%
➔ Operating Income	10.5	5.0%	10.0	5.0%	-0.5	- 4.6%
➔ Ordinary Income	10.1	4.8%	10.0	5.0%	- 0.1	- 0.8%
➔ Net Income	5.3	2.5%	5.4	2.7%	+0.1	+2.4%
➔ ROE (Return on Equity) (%)	7.7	—	7.6	—	- 0.1	—
➔ Dividend per share (yen)	40.0	—	40.0	—	±0.0	—

FY10/3 Target

Ongoing activities to further seek businesses that produce income streams, to expand focused areas and to accelerate cost structure reinvention

[Business direction]



[Business strategies]

*The number corresponds to that in the direction chart shown to the left.

- (1) New strategy to renovate maintenance business
- (2) Strategy to expand the system support
- (3) Strategy to expand business deals of an intermittent nature for Fielding Solutions
- (4) Strategy to strengthen the management base

New Strategy to Renovate Maintenance Business

Business scale to be sustained at the current level

1. Acceleration of maintenance business renovation

- **A shift from hardware maintenance to platform maintenance**
 - Expansion of range of support beyond hardware to include software (OS/specific middle) sphere
- **Further acceleration of one-stop service deliverability**
 - Consolidation of customer-handling units; simpler procedures for contract signing
- **Greater number of maintenance contracts through the introduction of new support pack products (PC servers/UNIX servers)**
 - Reduced set-up time for initial system introduction, comprehensive contracts covering more than one support areas
 - (Example: Release of a product with pre-installed management control software)
- **Expansion of cooperative maintenance services for vender equipment**

2. Expansion of business horizons enabled by the merger of NISS*

*NISS: NEC Infrontia System Service Corporation

- **Expansion of one-stop services in data/voice network sphere**
- **Launch of support businesses for a variety of terminals including POS for service stations**

Strategy to expand post-sale system support

Expansion of LCM services* and others entailing continuous income streams over time

*LCM Services: Life-cycle management services that range from planning, development to management and maintenance

1. Boosting technological capabilities and training required by personnel to enable expansion of support range

- Stronger software capabilities by offering training to would-be advanced CEs and agent CEs and augmenting qualified personnel
 - Advanced CEs from the current 1,300 qualified personnel to 1,500
 - Agent CEs from the current 190 qualified personnel to 200
- Boosting capabilities related to system technologies by training would-be Platform SEs and augmenting qualified personnel (From the current roster of 60 to 160)
- PF* Service Keypersons to be trained to pursue full outsourcing deals in cooperation with NEC
 - Stronger PF-SE capabilities and project management capabilities to ensure delivery of services with added value of a higher order *PF: Platform

2. Higher order wins by building and taking advantage of a stronger back office structure

- Stronger support functionality of the Office of Promoting Platform LCM to extend support to deal negotiations (the Office to be staffed by 300 members targeting next fiscal year)
- Delivery of remote + on-site services utilizing the Integrated Management Support Center

3. Enhanced new service line-up and overhauling of the menu system

- Deal wins through development of a full service menu for and augmentation of on-site LCM services
- Systematic management service menu to be developed for comprehensive support targeting medium and small users
 - Client LCM service/SaaS and cloud style management services
- Expansion of server introduction package service menu for retailers
- Expansion of maintenance menu for multi-vendor systems

Strategy to Expand Business Deals of an Intermittent Nature for Fielding Solutions

Strategy to develop market by strengthening management base

- 1. In-depth cultivation of customers by strengthening sector-by-sector marketing structure**
 - Stronger marketing structure tailored to market segments in greater Tokyo are differentiated by size in close cooperation with NEC
- 2. Exploration and in-depth cultivation of the SMB market by taking advantage of the nationwide network**

Market expansion by identifying and capturing customer needs

- 1. Sales growth by new service launch to security/disaster/environment spheres**
 - Proposal of security measures tailored to customers' environments based on security consulting
 - Expanded sales of models with BC/DR as standard features (for medical institutions/local governments and boards of education/manufacturing and distribution)
 - Stronger environmental and eco-services primarily for facilities and their expanded sales
(Partnership with NEC's REAL IT COOL Center, etc.)
- 2. Expanded supply range through utilization of customer information and enhanced product array**
 - A greater variety of products to be available at e-lding (beyond consumables to include IT related devices and more)
 - Seeking replacement demand through utilization of repair records of printers (targeting about 265,000 printers)

Strategy to strengthen the management base

“No.1 in Customer Satisfaction – Far Ahead of Others” Challenge 1

- 1. CS initiatives to be strengthened further**
 - Improved responses at initial phase of troubles;
 - Stronger communication with customers; and,
 - Stronger task fundamentals.
- 2. Delivery of quick responses to customers through development of a next-generation call center network**

Leader in CSR initiatives among peers

- 1. Stronger enforcement of compliance matters; information security measures**
 - Stronger enforcement of compliance with J-Sox and standards for progressive construction steps
 - Thorough business audits to be continued (for all business bases and affiliates)
- 2. Active undertakings designed for environmental and societal contribution**

Boosting software/system technological capabilities for delivery of a greater range of support

- 1. Augmenting software capabilities to better cope with platform maintenance**
- 2. Boosting system technological capabilities needed for the orchestration of maintenance and management for entire systems**
- 3. Training and augmenting personnel with certifications issued by public organizations and IT vendors**

Further acceleration of cost structure reinvention

Continuation of production innovation activities in materials and logistical spheres

1. Relocation and consolidation of Yamato Repair Plants into Kawasaki Supply Warehouse
 - Scheduled for first half of FY10; expected cost effectiveness to be ¥200 million/year
2. Improved efficiency of resources through reduced lead-time for repairs (from 14 days to 12days)
3. Higher efficiency through consolidation of currently dispersed base warehouses (from 211 locations to 64 locations)

Higher operational efficiency through merger of NISS

1. Consolidation of logistical functionality for logistics/repairs, etc.
2. Consolidation of base functionality
3. Consolidation of helpdesk solution center functionality

Further ongoing efforts for greater internal reliance

1. Reduced dependence on third-party outsourcing through skills improvements
2. Streamlining of maintenance work through renovations of the service process structure

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 the services provided by NEC Fielding.