

# Consolidated Financial Results for the Fiscal Year ended March 31, 2011

(2<sup>nd</sup> edition)

## NEC Mobiling, Ltd.

*Note: This document has been prepared as a guide to non-Japanese analysts for their convenience only and is a translation summary of the Japanese language original. The company does not assure the accuracy of the translation. All numbers are rounded off to the nearest unit in accordance with standard Japanese practice. This document contains forward-looking statements that are based on assumptions and projection at the date of publication. A number of factors could cause actual results to differ materially from expectations.*

## Consolidated Financial Results for the Fiscal Year ended March 31, 2011

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Stock Code: 9430

Homepage: <http://www.nec-mobiling.com>

Scheduled Date of Dividend Payment: June 1, 2011

## 1. Consolidated Financial Results for the Fiscal Year ended March 31, 2011

### (1) Consolidated Business Results

(Units: Millions of yen)

	Full Year ended March 31, 2010		Full Year ended March 31, 2011	
	% change		% change	
Net Sales	--	--	125,620	--
Operating Income	--	--	9,608	--
Ordinary Income	--	--	9,816	--
Net Income	--	--	5,496	--
Net Income per Share (Yen)	--	--	378.28	--
Net Income per Share, fully diluted (Yen)	--	--	--	--
Return on Equity	--	--	14.9	--
Return (Ordinary Income) on Assets	--	--	14.2	--
Operating Income to Net Sales	--	--	7.6	--

Note: Comprehensive income:

Full Year ended March 31, 2010: --

Full Year ended March 31, 2011: 5,367

Equity in earnings of affiliated companies:

Full Year ended March 31, 2010: --

Full Year ended March 31, 2011: --

### (2) Consolidated Financial Position

(Units: Millions of yen)

	As of March 31, 2010	As of March 31, 2011
Total Assets	67,233	70,984
Net Assets	34,818	38,732
Net Assets Ratio	51.8%	54.6%
Net Assets per Share (Yen)	2,396.38	2,665.81

### (3) Consolidated Cash Flows

(Units: Millions of yen)

	Full Year ended March 31, 2010	Full Year ended March 31, 2011
Net Cash provided by Operating Activities	--	5,556
Net Cash used in Investing Activities	--	(1,418)
Net Cash used in Financing Activities	--	(1,484)
Cash and Cash Equivalents at end of year	--	23,240

### 2. Dividends

(Units: Millions of yen)

	Full Year ended March 31, 2010	Full Year ended March 31, 2011	Forecast for Full Year ending March 31, 2012
Annual Dividends per Share (Yen)	85.00	100.00	120.00
Interim (Yen)	35.00	50.00	60.00
Year - End (Yen)	50.00	50.00	60.00
Total Dividends paid (Annual)	1,235	1,453	
Dividend Payout Ratio (Consolidated)	--	26.4%	31.7%
Dividend Rate for Net Assets (Consolidated)	--	4.0%	

### 3. Consolidated Financial Forecast for the Fiscal Year ending March 31, 2012

(Units: Millions of yen)

	First Half ending September 30, 2011		Full Year ending March 31, 2012	
		% change		% change
Net Sales	63,000	0.1	126,700	0.9
Operating Income	4,800	1.6	9,700	1.0
Ordinary Income	4,900	1.2	9,900	0.9
Net Income	2,700	3.7	5,500	0.1
Net Income per Share (Yen)	185.83		378.54	

Note: Percentages for Net Sales, Operating Income, Ordinary Income and Net Income represent change from the previous fiscal year.

### 4. Other information

#### (1) Number of shares outstanding

1. Shares outstanding at end of term:	As of March 31, 2010:	14,529,400
	As of March 31, 2011:	14,529,400
2. Treasury stocks at end of term:	As of March 31, 2010:	70
	As of March 31, 2011:	70

#### (2) Consolidated Financial Statements

Matsuhaya Corporation and its subsidiaries were included in the scope of consolidation due to the acquisition of stocks during the fiscal year ended March 31, 2010. However, the balance sheets only were consolidated because the deemed acquisition date was the last day of the fiscal year.

## 5. Non-Consolidated Financial Results for the Full Year ended March 31, 2011

### (1) Non-Consolidated Business Results

(Units: Millions of yen)

	Full Year ended March 31, 2010		Full Year ended March 31, 2011	
		% change		% change
Net Sales	117,587	(5.6%)	120,844	2.8%
Operating Income	8,119	24.4%	9,474	16.7%
Ordinary Income	8,224	21.9%	9,751	18.6%
Net Income	4,605	38.8%	5,602	21.7%
Net Income per Share (Yen)	316.93		385.59	
Net Income per Share, fully diluted (Yen)	--		--	

### (2) Non-Consolidated Financial Position

(Units: Millions of yen)

	As of March 31, 2010	As of March 31, 2011
Total Assets	65,642	71,349
Net Assets	34,818	38,839
Net Assets Ratio	53.0%	54.4%
Net Assets per Share (Yen)	2,396.38	2,673.12

- At the time of this report's release, audit procedures under the Financial Instruments and Exchange Law have not been completed.

*Forecasts related to future business performance, one aspect of the current strategies, plans and awareness at NEC Mobiling, Ltd. described in these materials, involve risks and uncertain factors. It should be noted that actual business performance may differ greatly from these forecasts due to a variety of factors. Primary factors with an impact on actual business performance include economic conditions and social trends affecting the scope of business of the Company, trend in demand for products and services provided by the Company, pressures for price reductions due to enhanced competition, and the ability of the Company's technological capability to respond to the customer's requests. Factors with an impact on business performance are not limited to those herein described.*

## Operating Results for the Fiscal Year Ended March 31, 2011

### (1) Analyses of Operating Results

#### 1) Operating Results for the Fiscal Year Ended March 31, 2011

##### General Overview

Consolidated operating results for the fiscal year ended March 31, 2011

(Units: Millions of yen)	FY Ended March 31, 2011
Net Sales	125,620
Operating Income	9,608
Ordinary Income	9,816
Net Income	5,496

The fiscal year (FY) that ended on March 31, 2011 saw some signs of an economic recovery fueled by improving corporate performance, among others, but the positive factors were offset by the effects of the Great East Japan Earthquake and fell short of harboring a full-fledged recovery.

During the year under review, the mobile phone market began to pick up, resulting in a year-on-year increase in unit sales in Japan, as mobile phone network operators concentrated their efforts on smartphones by enhancing smartphone lines and running aggressive sales promotions. Net subscriber additions were also higher than the previous fiscal year, which owed to the penetration of smartphones, tablets, and other devices with Wi-Fi connectivity.

In this operating environment, the NEC Mobiling Group, which consists of NEC Mobiling and its consolidated subsidiary (hereinafter referred to as “the Company”), redoubled its efforts to improve the service quality offered to customers at shops and to actively capture replacement demand by encouraging a shift to handsets with advanced functions, such as smartphones, while boosting its agility to meet healthy demand for maintenance services and elevating its operational efficiency.

As a result, the Company posted net sales of ¥125,620 million. Profits were boosted by actions aimed at greater operational efficiency, including the enhanced staff assessment system designed to better motivate employees, in addition to healthy sales of smartphones and solid demand for maintenance services. The Company reported ¥9,608 million in operating income, ¥9,816 million in ordinary income, and ¥5,496 million in net income.

However, NEC Mobiling claimed an extraordinary loss of ¥41 million for physical damages on some of its shops and other properties in Eastern Japan caused by the earthquake.

Please note that no year-on-year comparisons with the previous fiscal year are made in the absence of consolidated statements of income and comprehensive income for said period.

## Segment Overview

### (a) Mobile Sales Business

Consolidated operating results for the fiscal year ended March 31, 2011

(Units: Millions of yen)	FY Ended March 31, 2011
Net Sales	90,342
Operating Income	3,455

The consolidated fiscal year under review saw mobile network operators step up efforts to enhance their lineup of handsets, including smartphones, tablets, and devices with Wi-Fi connectivity. They rolled out a series of actions geared to win and retain data communications service users and boost data communication traffic, including: the release of smartphones with e-wallet capability and other popular services, the downward revisions of fixed-rate data communication charges, expanded discounts available in the form of deductions from monthly communications charges, and the launch of the LTE (Long-term Evolution) service.

In this business environment, NEC Mobiling focused strongly on actions to increase sales of smartphones and other handsets with advanced functions. As a result, the Company sold 1.43 million handsets in the period under review (an increase of approx. 9% from the previous year based on the parent-only unit sales of the previous fiscal year), which partially reflected an increase attributable to the Company's acquisition of Matsuhaya Corporation on March 31, 2010.

Net sales generated by this business segment amounted to ¥90,342 million, while operating income came in at ¥3,455 million. This was attributable to healthy net sales spurred by growing consumer desire to upgrade to smartphones, the positive effects of Matsuhaya Corporation's inclusion in the Company's consolidated scope, and stronger business improvement measures. Such measures ranged from greater sales of mobile phone-related items to efforts by individual retail shops toward profit maximization, along with corporate actions to bolster low-profit business, which more than canceled out the negative consequences of new commission schedules imposed by mobile phone network operators on mobile phone distributors.

### (b) Mobile Service Business

Consolidated operating results for the fiscal year ended March 31, 2011

(Units: Millions of yen)	FY Ended March 31, 2011
Net Sales	35,278
Operating Income	6,153

Demand related to mobile communications base station systems rose in the consolidated fiscal year under review, due to stepped-up efforts by mobile network operators to improve their network quality and to enhance their networks to accommodate an increasing number of smartphones. Demand for mobile phone maintenance services remained solid, benefiting from enhanced guarantees offered by the mobile network operators to users.

Net sales generated by this business amounted to ¥35,278 million, while operating income came in at ¥6,153 million on improved operational efficiency such as a lower cost of service.

## 2) Outlook for the Fiscal Year Ending March 2012

Japan's economy, severely impacted by the earthquake of March 11, 2011, is not expected to achieve a full recovery, as uncertainty is likely to loom over its horizons throughout the year.

In the mobile communications market, mobile phone sales will be jacked up by the accelerated

penetration of smartphones, expanded LTE service, the growing availability of public wireless LANs, and releases of handsets featuring unlockable SIM.\* On the other hand, demand for handset repairs has reached a plateau, as the mobile phone subscribers, induced by the popularity of the expanding smartphone market, are opting to replace.

The Company's earnings forecasts for the fiscal year ending March 31, 2012 given below are based on projected positives such as an increase in handset sales (due to the expanding smartphone market) while taking into account negative variables such as the level of demand for handset repairs and the impacts of the earthquake on the economy/personal consumption, which need to be monitored on an ongoing basis.

(Units: Millions of yen)	FY Ending March 31, 2012	
Net Sales	126,700	(YoY increase of 1%)
Operating Income	9,700	(YoY increase of 1%)
Ordinary Income	9,900	(YoY increase of 1%)
Net Income	5,500	(YoY increase of 0%)

\*SIM lock is a feature that restricts the use of mobile phones to specific phone network operators, with which handset purchasers signed communications contracts at the time of their handset purchases.

## (2) Analyses of the Financial Position

### 1) Position as of March 31, 2011

#### Assets, Liabilities, and Net Assets

Total assets at the end of the consolidated fiscal year ended March 31, 2011 stood at ¥70,984 million, reflecting an increase of ¥3,751 million from a year earlier. The increase was largely due to an increase in notes and accounts receivable –trade and an increase in investment securities. Total liabilities decreased ¥163 million over the same period to ¥32,252 million. The decrease was primarily attributable to lower income taxes payable. Meanwhile, total net assets increased ¥3,914 million to ¥38,732 million. Factors that contributed to the change included the distributions of retained earnings as dividends and the posting of net income.

These changes brought the shareholders' equity ratio to 54.6%.

#### Cash Flows

Cash and cash equivalents (hereinafter referred to as "cash") stood at ¥23,240 million, as of March 31, 2011, up ¥2,653 million from a year earlier.

##### Cash flow from operating activities

Cash flow provided by operating activities during the fiscal year under review amounted to ¥5,556 million.

The inflow was mainly attributable to cash-increasing factors, such as the posting of net income before income taxes, depreciation and others, which exceeded cash-decreasing factors, which included higher trade receivables and income tax payments.

##### Cash flows from investing activities

Cash used by investing activities amounted to ¥1,418 million.

The outflow largely represented disbursements linked to the purchase of property, plant and equipment and the purchase of stocks of subsidiaries and affiliated companies.

### Cash flows from financing activities

Cash used by financing activities amounted to ¥1,484 million, which consisted largely of the payment of the end-of-year dividends for the 38th business year and the interim dividends for the 39th business year.

Please note that no year-on-year comparisons with the previous fiscal year are made in the absence of consolidated statements of cash flows for said period.

## 2) Outlook for the Fiscal Year Ending March 2012

The Company expects that its cash and cash equivalents will be ¥26,100 million on March 31, 2012, which represents an increase of ¥2,900 million from March 31, 2011.

The above outlook is based on the Company's forecasts of cash proceeds of ¥5,800 million from operating activities, disbursements of ¥1,300 million for investing activities, and disbursements of ¥1,600 million for financing activities.

## 3) Changes in Cash Flow Indicators

Changes in cash flow indicators

	FY ended March 2007	FY ended March 2008	FY ended March 2009	FY ended March 2010	FY ended March 2011
Shareholders' Equity Ratio	43.0%	49.6%	51.7%	53.0%	54.6%
Shareholders' Equity Ratio at market value	52.5%	34.6%	36.8%	49.7%	52.1%

Notes: Shareholders' Equity Ratio = Total Net Assets/Total Assets

Shareholders' Equity Ratio at market value = Market Capitalization/Total Assets

\* The indicators shown above are based on the Company's financial figures, and FY ended March 2011 figures are based on the Company's consolidated financial figures.

\*\* The market capitalization used in the calculation of the above is based on the number of shares outstanding (as of the fiscal year end), the net of the treasury stock.

## (3) Basic Policy Regarding Profit Appropriation and Dividends for the Fiscal Year Ended March 31, 2011 and the Fiscal Year Ending March 31, 2012

The Company's policy with respect to dividends is to maintain stable payouts considering around 30% payout ratio, in view of its major management priority of according respect and importance to its valued shareholders and in line with its commitment to ensuring ample retained earnings, in order to build a stronger business base and enable future business expansion.

NEC Mobiling declared a year-end cash dividend of 50 yen per share for the fiscal year ended March 31, 2011. Combined with an interim cash dividend of 50 yen, which was already paid, the annual dividend amounted to 100 yen per share, or 15 yen higher than the previous fiscal year.

NEC Mobiling plans to increase its annual dividend by 20 yen to 120 yen per share in the fiscal year ending March 31, 2012.



## Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
<b>Assets</b>			
<b>Current assets</b>			
Cash and deposits		8,731	7,392
Notes and accounts receivable-trade		16,054	17,017
Short-term investment securities		2,998	6,998
Merchandise and finished goods		3,714	4,252
Work in process		1,537	1,559
Raw materials and supplies		881	667
Deferred tax assets		1,626	1,736
Accounts receivable-other		7,989	7,977
Deposit paid in subsidiaries and affiliates		9,000	9,000
Other		589	578
Allowance for doubtful accounts		(7)	(7)
<b>Total current assets</b>		<b>53,112</b>	<b>57,169</b>
<b>Noncurrent assets</b>			
Property, plant and equipment			
Buildings and structures		3,072	3,689
Accumulated depreciation		(1,450)	(1,746)
Buildings and structures, net		1,622	1,943
Machinery, equipment and vehicles		37	33
Accumulated depreciation		(19)	(21)
Machinery, equipment and vehicles, net		18	12
Tools, furniture and fixtures		942	1,091
Accumulated depreciation		(633)	(671)
Tools, furniture and fixtures, net		309	420
Land		122	122
Lease assets		94	192
Accumulated depreciation		(56)	(98)
Lease assets, net		38	94
Construction in progress		11	28
<b>Total property, plant and equipment</b>		<b>2,120</b>	<b>2,619</b>

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
Intangible assets			
Goodwill		2,291	1,911
Other		885	676
<b>Total intangible assets</b>		<b>3,176</b>	<b>2,587</b>
Investments and other assets			
Investment securities		2,689	2,470
Deferred tax assets		2,013	1,902
Other		4,245	4,336
Allowance for doubtful accounts		(122)	(99)
<b>Total investments and other assets</b>		<b>8,825</b>	<b>8,609</b>
<b>Total noncurrent assets</b>		<b>14,121</b>	<b>13,815</b>
<b>Total assets</b>		<b>67,233</b>	<b>70,984</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Notes and accounts payable-trade		14,034	13,939
Income taxes payable		2,566	2,265
Provision for loss on subleases		42	25
Accrued expenses		9,307	9,531
Other		2,172	1,925
<b>Total current liabilities</b>		<b>28,121</b>	<b>27,685</b>
Noncurrent liabilities			
Provision for retirement benefits		3,650	3,820
Provision for directors' retirement benefits		55	50
Provision for loss on subleases		67	--
Other		522	697
<b>Total noncurrent liabilities</b>		<b>4,294</b>	<b>4,567</b>
<b>Total liabilities</b>		<b>32,415</b>	<b>32,252</b>
<b>Net assets</b>			
<b>Shareholders' equity</b>			
Capital stock		2,371	2,371
Capital surplus		2,707	2,707
Retained earnings		30,280	34,323
Treasury stocks		(0)	(0)
<b>Total shareholders' equity</b>		<b>35,358</b>	<b>39,401</b>
<b>Accumulated other comprehensive income</b>			
Valuation difference on available-for-sale securities		(540)	(669)
<b>Total accumulated other comprehensive income</b>		<b>(540)</b>	<b>(669)</b>
<b>Total net assets</b>		<b>34,818</b>	<b>38,732</b>
<b>Total liabilities and net assets</b>		<b>67,233</b>	<b>70,984</b>

**(2) Consolidated Statements of Income and Comprehensive Income  
(Consolidated Statements of Income)**

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2011
		Amount
<b>Net sales</b>		<b>125,620</b>
Cost of sales		104,700
<b>Gross profit</b>		<b>20,920</b>
Selling, general and administrative expenses		11,312
<b>Operating income</b>		<b>9,608</b>
Non-operating income		
Interest income		42
Dividend income		197
Rent income		59
Other		23
Total Non-operating income		321
Non-operating expenses		
Interest expense		3
Rent expenses		51
Loss on retirement of noncurrent assets		40
Other		19
Total Non-operating expenses		113
<b>Ordinary income</b>		<b>9,816</b>
Extraordinary gains		
Reversal of provision for loss on subleases		49
Gain on transfer of business		75
Adjustment to fees for seconded employees		123
Other		17
Total extraordinary gains		264
Extraordinary losses		
Loss on adjustment for changes of accounting standard for asset retirement obligations		108
Head office transfer cost		108
Loss on disaster		41
Extra retirement payments		26
Total extraordinary losses		283
<b>Income before income taxes</b>		<b>9,797</b>
Income taxes-current		4,211
Income taxes-deferred		90
Total income taxes		4,301
<b>Income before minority interests</b>		<b>5,496</b>
<b>Net income</b>		<b>5,496</b>

**(Consolidated Statements of Comprehensive Income)**

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2011
		Amount
<b>Net income</b>		<b>5,496</b>
<b>Other comprehensive income</b>		
Valuation difference on available-for-sale securities		(129)
Total other comprehensive income		(129)
<b>Comprehensive income</b>		<b>5,367</b>

(Comprehensive income attributable to)

Comprehensive income attributable to owners of the parent	5,367
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**(3) Consolidated Statements of Changes in Net Assets**

(Units: Millions of yen)

Items	Term	As of March 31, 2011 Amount
<b>Shareholders' equity</b>		
Capital stock		
Balance at the end of previous period		2,371
Changes of items during the period		
Total changes of items during the period		--
<b>Balance at the end of current period</b>		<b>2,371</b>
Capital surplus		
Balance at the end of previous period		2,707
Changes of items during the period		
Total changes of items during the period		--
<b>Balance at the end of current period</b>		<b>2,707</b>
Retained earnings		
Balance at the end of previous period		30,280
Changes of items during the period		
Dividends from surplus		(1,453)
Net income		5,496
Total changes of items during the period		4,043
<b>Balance at the end of current period</b>		<b>34,323</b>
Treasury stock		
Balance at the end of previous period		(0)
Changes of items during the period		
Total changes of items during the period		--
<b>Balance at the end of current period</b>		<b>(0)</b>
Total shareholders' equity		
Balance at the end of previous period		35,358
Changes of items during the period		
Dividends from surplus		(1,453)
Net income		5,496
Total changes of items during the period		4,043
<b>Balance at the end of current period</b>		<b>39,401</b>

(Units: Millions of yen)

Items	Term	As of March 31, 2011
		Amount
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities		
Balance at the end of previous period		(540)
Changes of items during the period		
Net changes of items other than shareholders' equity		(129)
Total changes of items during the period		(129)
<b>Balance at the end of current period</b>		<b>(669)</b>
Total Accumulated other comprehensive income		
Balance at the end of previous period		(540)
Changes of items during the period		
Net changes of items other than shareholders' equity		(129)
Total changes of items during the period		(129)
<b>Balance at the end of current period</b>		<b>(669)</b>
<b>Total net assets</b>		
Balance at the end of previous period		34,818
Changes of items during the period		
Dividends from surplus		(1,453)
Net income		5,496
Net changes of items other than shareholders' equity		(129)
Total changes of items during the period		3,914
<b>Balance at the end of current period</b>		<b>38,732</b>

**(4) Consolidated Statements of Cash Flows**

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2011
<b>Cash flow from operating activities</b>		
Income before income taxes		9,797
Depreciation and amortization		997
Amortization of goodwill		469
Increase (decrease) in allowance for doubtful accounts		(23)
Increase (decrease) in provision for retirement benefit		47
Increase (decrease) in provision for directors' retirement benefit		(4)
Increase (decrease) in provision for loss on subleases		(84)
Interest and dividend income		(239)
Interest expense		3
Foreign exchange losses (gains)		1
Loss on retirement of property, plant and equipment		40
Loss (gain) on sales of investment securities		(2)
Loss (gain) on transfer of business		(75)
Loss on adjustment for changes of accounting standard for asset retirement obligations		108
Head office transfer cost		108
Loss on disaster		41
(Increase) decrease in notes and accounts receivable-trade		(963)
(Increase) decrease in inventories		(349)
(Increase) decrease in accounts receivable-other		108
Increase (decrease) in notes and accounts payable-trade		(118)
Increase (decrease) in accrued expenses		212
Increase (decrease) in accrued consumption taxes		27
Increase (decrease) in deposits received		86
Other, net		(327)
<b>Sub-total</b>		<b>9,860</b>
Interest and dividend income received		239
Interest expense paid		(3)
Income taxes paid		(4,485)
Other, net		(55)
<b>Net cash provided (used-in) by operating activities</b>		<b>5,556</b>

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2011
<b>Cash flow from investing activities</b>		
Purchases of property, plant and equipment		(872)
Purchases of intangible assets		(184)
Proceeds from sales of investment securities		4
Purchase of stocks of subsidiaries and affiliates		(330)
Payments for transfer of business		(129)
Other, net		93
<b>Net cash provided by (used in) investing activities</b>		<b>(1,418)</b>
<b>Cash flows from financing activities</b>		
Cash dividends paid		(1,451)
Repayments of lease obligations		(33)
<b>Net cash provided by (used in) financing activities</b>		<b>(1,484)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>		<b>(1)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>		<b>2,653</b>
<b>Cash and cash equivalents at beginning of period</b>		<b>20,587</b>
<b>Cash and cash equivalents at end of period</b>		<b>23,240</b>



## Non-consolidated Financial Statements

### (1) Non-consolidated Balance Sheets

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
<b>Assets</b>			
<b>Current assets</b>			
Cash and deposits		7,816	6,562
Accounts receivable-trade		15,843	17,402
Short-term investment securities		2,998	6,998
Merchandise and finished goods		3,059	3,607
Work in process		1,537	1,559
Raw materials and supplies		879	666
Prepaid expenses		246	261
Deferred tax assets		1,389	1,528
Accounts receivable-other		7,373	7,864
Deposit paid in subsidiaries and affiliates		9,000	9,000
Other		251	224
Allowance for doubtful accounts		(7)	(6)
<b>Total current assets</b>		<b>50,384</b>	<b>55,665</b>
<b>Noncurrent assets</b>			
Property, plant and equipment			
Buildings		1,721	2,291
Accumulated depreciation		(831)	(1,050)
Buildings, net		890	1,241
Structures		327	327
Accumulated depreciation		(189)	(205)
Structures, net		138	122
Machinery and equipment		34	32
Accumulated depreciation		(17)	(20)
Machinery and equipment, net		17	12
Tools, furniture and fixtures		871	1,015
Accumulated depreciation		(583)	(611)
Tools, furniture and fixtures, net		288	404
Lease assets		94	192
Accumulated depreciation		(56)	(98)
Lease assets, net		38	94
Construction in progress		11	28
<b>Total property, plant and equipment</b>		<b>1,382</b>	<b>1,901</b>

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
Intangible assets			
Goodwill		5	82
Right of trademark		0	5
Software		766	644
Other		105	18
<b>Total intangible assets</b>		<b>876</b>	<b>749</b>
Investments and other assets			
Investment securities		2,678	2,462
Stocks of subsidiaries and affiliates		5,280	5,280
Investment in capital of subsidiaries and affiliates		164	164
Long-term loans receivable		118	66
Long-term loans receivable from employees		0	0
Claims provable in bankruptcy, claims provable in rehabilitation and other		78	73
Long-term prepaid expenses		18	24
Deferred tax assets		1,602	1,689
Lease and guarantee deposits		2,469	2,657
Prepaid pension costs		654	669
Other		17	23
Allowance for doubtful accounts		(78)	(73)
<b>Total investments and other assets</b>		<b>13,000</b>	<b>13,034</b>
<b>Total noncurrent assets</b>		<b>15,258</b>	<b>15,684</b>
<b>Total assets</b>		<b>65,642</b>	<b>71,349</b>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Notes payable-trade		101	80
Accounts payable-trade		13,261	13,647
Lease obligations		21	43
Accounts payable-other		1,202	794
Accrued expenses		8,887	9,980
Income taxes payable		2,561	2,219
Advances received		213	192
Deposits received		607	667
Deposits received from subsidiaries and affiliates		--	500
Asset retirement obligations		--	58
<b>Total current liabilities</b>		<b>26,853</b>	<b>28,180</b>
Noncurrent liabilities			
Lease obligations		45	92
Provision for retirement benefits		3,521	3,683
Asset retirement obligations		--	262
Other		405	293
<b>Total noncurrent liabilities</b>		<b>3,971</b>	<b>4,330</b>
<b>Total liabilities</b>		<b>30,824</b>	<b>32,510</b>

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
<b>Net assets</b>			
<b>Shareholders' equity</b>			
Capital stock		2,371	2,371
Capital surplus			
Legal capital surplus		2,707	2,707
Total capital surplus		2,707	2,707
Retained earnings			
Legal retained earnings		21	21
Other retained earnings			
General reserve		25,060	28,060
Retained earnings brought forward		5,199	6,349
Total retained earnings		30,280	34,430
Treasury stocks		(0)	(0)
<b>Total shareholders' equity</b>		<b>35,358</b>	<b>39,508</b>
<b>Valuation and translation adjustments</b>			
Valuation difference on available-for-sale securities		(540)	(669)
<b>Total valuation and translation adjustments</b>		<b>(540)</b>	<b>(669)</b>
<b>Total net assets</b>		<b>34,818</b>	<b>38,839</b>
<b>Total liabilities and net assets</b>		<b>65,642</b>	<b>71,349</b>

**(2) Non-consolidated Statements of Income**

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2010	Full Year ended March 31, 2011
		Amount	Amount
<b>Net sales</b>		<b>117,587</b>	<b>120,844</b>
Cost of sales		100,893	102,505
<b>Gross profit</b>		<b>16,694</b>	<b>18,339</b>
Selling, general and administrative expenses		8,575	8,865
<b>Operating income</b>		<b>8,119</b>	<b>9,474</b>
Non-operating income			
Interest income		64	41
Dividends income		203	289
Other		7	8
Total non-operating income		274	338
Non-operating expenses			
Interest expenses		2	3
Loss on retirement of noncurrent assets		156	40
Loss on cancellation of leasehold contracts		--	10
Other		11	8
Total non-operating expenses		169	61
<b>Ordinary income</b>		<b>8,224</b>	<b>9,751</b>
Extraordinary gains			
Reversal of allowance for doubtful accounts		--	5
Adjustment to fees for seconded employees		--	123
Total extraordinary gains		--	128
Extraordinary losses			
Impairment loss		174	--
Loss on adjustment for changes of accounting standard for asset retirement obligations		--	108
Head office transfer cost		--	108
Loss on disaster		--	41
Total extraordinary losses		174	257
<b>Income before income taxes</b>		<b>8,050</b>	<b>9,622</b>
Income taxes-current		3,876	4,158
Income taxes-deferred		(431)	(138)
Total income taxes		3,445	4,020
<b>Net income</b>		<b>4,605</b>	<b>5,602</b>

**(3) Non-consolidated Statements of Changes in Net Assets**

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
<b>Shareholders' equity</b>			
Capital stock			
Balance at the end of previous period		2,371	2,371
Changes of items during the period			
Total changes of items during the period		--	--
<b>Balance at the end of current period</b>		<b>2,371</b>	<b>2,371</b>
Capital surplus			
Legal capital surplus			
Balance at the end of previous period		2,707	2,707
Changes of items during the period			
Total changes of items during the period		--	--
<b>Balance at the end of current period</b>		<b>2,707</b>	<b>2,707</b>
Total capital surplus			
Balance at the end of previous period		2,707	2,707
Changes of items during the period			
Total changes of items during the period		--	--
<b>Balance at the end of current period</b>		<b>2,707</b>	<b>2,707</b>
Retained earnings			
Legal retained earnings			
Balance at the end of previous period		21	21
Changes of items during the period			
Total changes of items during the period		--	--
<b>Balance at the end of current period</b>		<b>21</b>	<b>21</b>
Other retained earnings			
General reserve			
Balance at the end of previous period		22,760	25,060
Changes of items during the period			
Provision of general reserve		2,300	3,000
Total changes of items during the period		2,300	3,000
<b>Balance at the end of current period</b>		<b>25,060</b>	<b>28,060</b>
Retained earnings brought forward			
Balance at the end of previous period		3,839	5,199
Changes of items during the period			
Provision of general reserve		(2,300)	(3,000)
Dividends from surplus		(945)	(1,453)
Net income		4,605	5,602
Total changes of items during the period		1,360	1,150
<b>Balance at the end of current period</b>		<b>5,199</b>	<b>6,349</b>

(Units: Millions of yen)

Items	Term	As of March 31, 2010	As of March 31, 2011
		Amount	Amount
<b>Total retained earnings</b>			
Balance at the end of previous period		26,620	30,280
Changes of items during the period			
Provision for general reserve		--	--
Dividends from surplus		(945)	(1,453)
Net income		4,605	5,602
Total changes of items during the period		3,660	4,150
<b>Balance at the end of current period</b>		<b>30,280</b>	<b>34,430</b>
<b>Treasury stock</b>			
Balance at the end of previous period		(0)	(0)
Changes of items during the period			
Total changes of items during the period		--	--
<b>Balance at the end of current period</b>		<b>(0)</b>	<b>(0)</b>
<b>Total shareholders' equity</b>			
Balance at the end of previous period		31,698	35,358
Changes of items during the period			
Dividends from surplus		(945)	(1,453)
Net income		4,605	5,602
Total changes of items during the period		3,660	4,150
<b>Balance at the end of current period</b>		<b>35,358</b>	<b>39,508</b>
<b>Valuation and translation adjustments</b>			
Valuation difference on available-for-sale securities			
Balance at the end of previous period		(534)	(540)
Changes of items during the period			
Net changes of items other than shareholders' equity		(6)	(129)
Total changes of items during the period		(6)	(129)
<b>Balance at the end of current period</b>		<b>(540)</b>	<b>(669)</b>
<b>Total valuation and translation adjustments</b>			
Balance at the end of previous period		(534)	(540)
Changes of items during the period			
Net changes of items other than shareholders' equity		(6)	(129)
Total changes of items during the period		(6)	(129)
<b>Balance at the end of current period</b>		<b>(540)</b>	<b>(669)</b>
<b>Total net assets</b>			
Balance at the end of previous period		31,164	34,818
Changes of items during the period			
Dividends from surplus		(945)	(1,453)
Net income		4,605	5,602
Net changes of items other than shareholders' equity		(6)	(129)
Total changes of items during the period		3,654	4,021
<b>Balance at the end of current period</b>		<b>34,818</b>	<b>38,839</b>

**(4) Non-consolidated Statements of Cash Flows**

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2010
<b>Cash flow from operating activities</b>		
Income before income taxes		8,050
Depreciation and amortization		741
Increase (decrease) in allowance for doubtful accounts		(3)
Increase (decrease) in provision for retirement benefit		114
Interest and dividend income		(267)
Interest expenses		2
Foreign exchange losses (gains)		1
Loss on retirement of property, plant and equipment		151
Loss on retirement of intangible assets		4
Impairment loss		174
(Increase) decrease in notes and accounts receivable-trade		0
(Increase) decrease in inventories		(1,034)
(Increase) decrease in accounts receivable-other		(96)
Increase (decrease) in notes and accounts payable-trade		686
Increase (decrease) in accrued expenses		(526)
Increase (decrease) in accrued consumption taxes		(24)
Increase (decrease) in deposits received		(19)
Other, net		(125)
<b>Sub-total</b>		<b>7,829</b>
Interest and dividend income received		267
Interest expenses paid		(2)
Income taxes paid		(2,998)
<b>Net cash provided by (used-in) operating activities</b>		<b>5,096</b>
<b>Cash flow from investing activities</b>		
Purchases of property, plant and equipment		(252)
Proceeds from sales of property, plant and equipment		0
Purchases of intangible assets		(207)
Proceeds from sales of investment securities		46
Purchase of stocks of subsidiaries and affiliates		(4,950)
Other, net		(23)
<b>Net cash provided by (used in) investing activities</b>		<b>(5,386)</b>

(Units: Millions of yen)

Items	Term	Full Year ended March 31, 2010
<b>Cash flows from financing activities</b>		
Cash dividends paid		(944)
Repayments of lease obligations		(19)
<b>Net cash provided by (used in) financing activities</b>		<b>(963)</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>		<b>(1)</b>
<b>Net increase (decrease) in cash and cash equivalents</b>		<b>(1,254)</b>
<b>Cash and cash equivalents at beginning of period</b>		<b>21,068</b>
<b>Cash and cash equivalents at end of period</b>		<b>19,814</b>



## Supplementary Information

### (1) Financial Highlights

(Units: Millions of yen)

	Full Year ended March 31, 2010 <Non-consolidated>	Full Year ended March 31, 2011 <Consolidated>	(Reference) % Change	Forecast for Full Year ending March 31, 2012 <Consolidated>	% Change
Net sales	117,587	125,620	6.8%	126,700	1%
Operating income <Operating income to Net sales>	8,119 <6.9%>	9,608 <7.6%>	18.3%	9,700 <7.7%>	1%
Ordinary income <Ordinary income to Net sales>	8,224 <7.0%>	9,816 <7.8%>	19.4%	9,900 <7.8%>	1%
Net income <Net income to Net sales>	4,605 <3.9%>	5,496 <4.4%>	19.4%	5,500 <4.3%>	0%
Net income per share	316.93Yen	378.28Yen	--	378.54Yen	--
Dividend per share <Interim>	85.00Yen <35.00Yen>	100.00Yen <50.00Yen>	--	120.00Yen <60.00Yen>	--
Dividend payout ratio	26.8%	26.4%	--	31.7%	--
Total assets Turnover	1.87Times	1.82Times	--	1.80Times	--
Return(Ordinary income) on assets	13.1%	14.2%	--	14.0%	--
Return on equity	14.0%	14.9%	--	13.5%	--
Net cash provided by operating activities	5,096	5,556	9.0%	5,800	4%
Net cash used in investing activities	(5,386)	(1,418)	--	(1,300)	--
Free cash flows	(290)	4,138	--	4,500	9%
Net cash used in financing activities	(963)	(1,484)	--	(1,600)	--
Number of employees	1,027	1,199	--	1,250	--

**(2) Business Segment Information**

(Units: Millions of yen)

		Full Year ended March 31, 2010 <Non-consolidated>		Full Year ended March 31, 2011 <Consolidated>		(Reference)  % Change	Forecast for Full Year ending March 31, 2012 <Consolidated>		% Change
		Amount	%	Amount	%		Amount	%	
<b>Mobile Sales Business</b>	Net sales	84,837	72.1	90,342	71.9	6.5	91,400	72.1	1
	Operating income	3,045	37.5	3,455	36.0	13.5	3,550	36.6	3
	%	3.6		3.8			3.9		
<b>Mobile Service Business</b>	Net sales	32,750	27.9	35,278	28.1	7.7	35,300	27.9	0
	Operating income	5,074	62.5	6,153	64.0	21.3	6,150	63.4	(0)
	%	15.5		17.4			17.4		
<b>Total</b>	Net sales	117,587	100.0	125,620	100.0	6.8	126,700	100.0	1
	Operating income	8,119	100.0	9,608	100.0	18.3	9,700	100.0	1
	%	6.9		7.6			7.7		