



# Growth Plan 2011

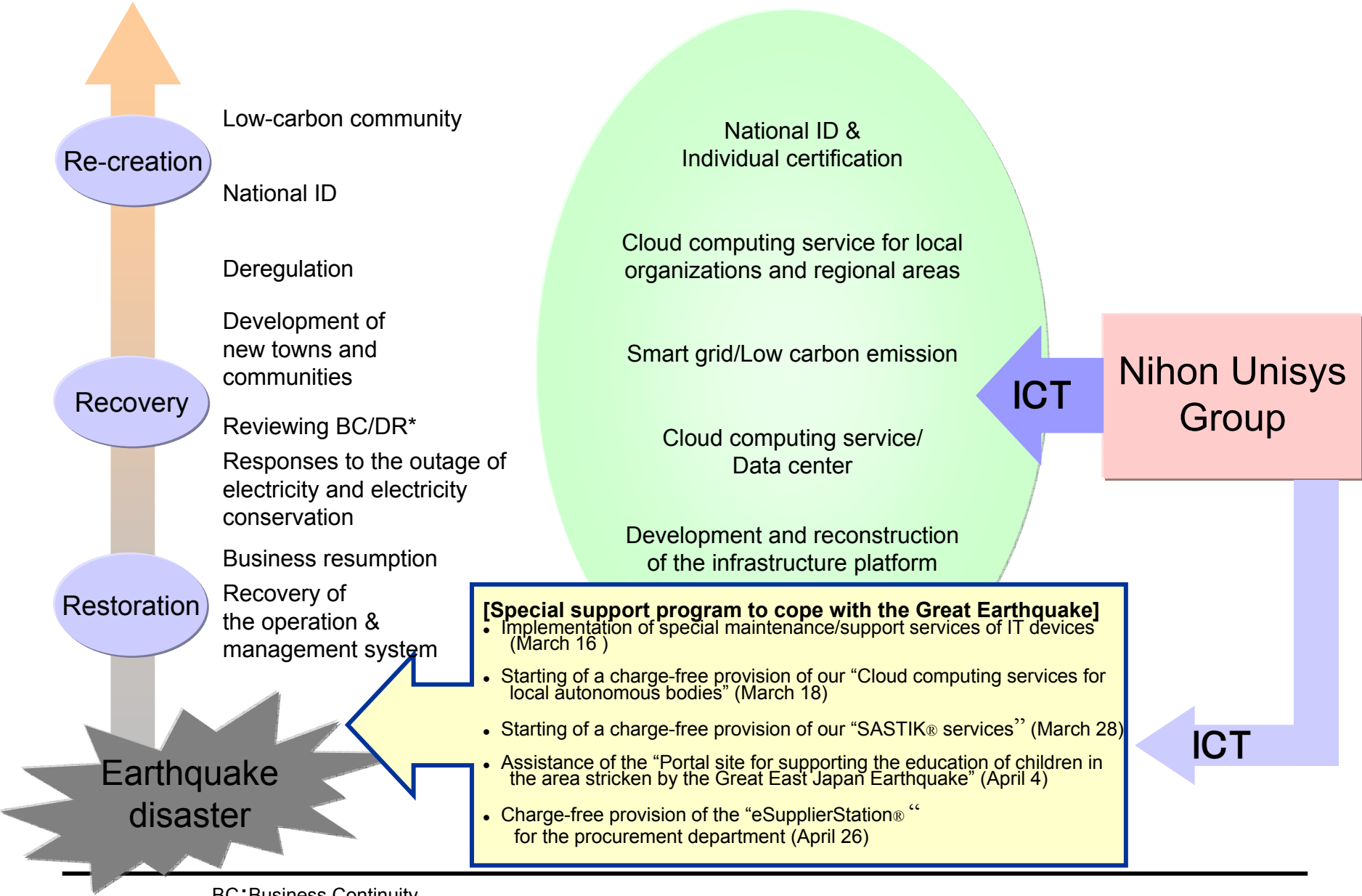
May 10, 2011

Nihon Unisys, Ltd.  
President & CEO

**Katsuto Momii**

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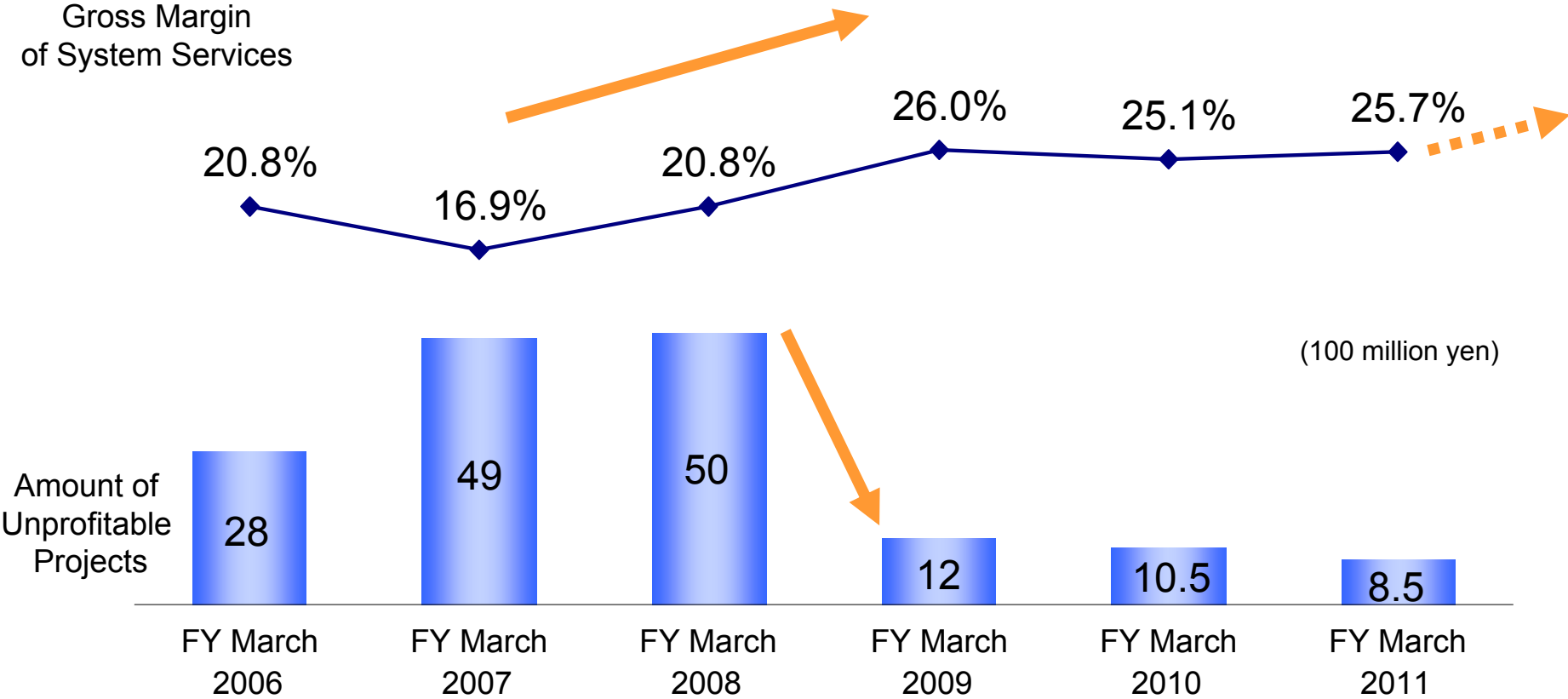
# Contribution to the recovery of Japan and the creation of new communities



BC:Business Continuity  
DR:Disaster Recovery

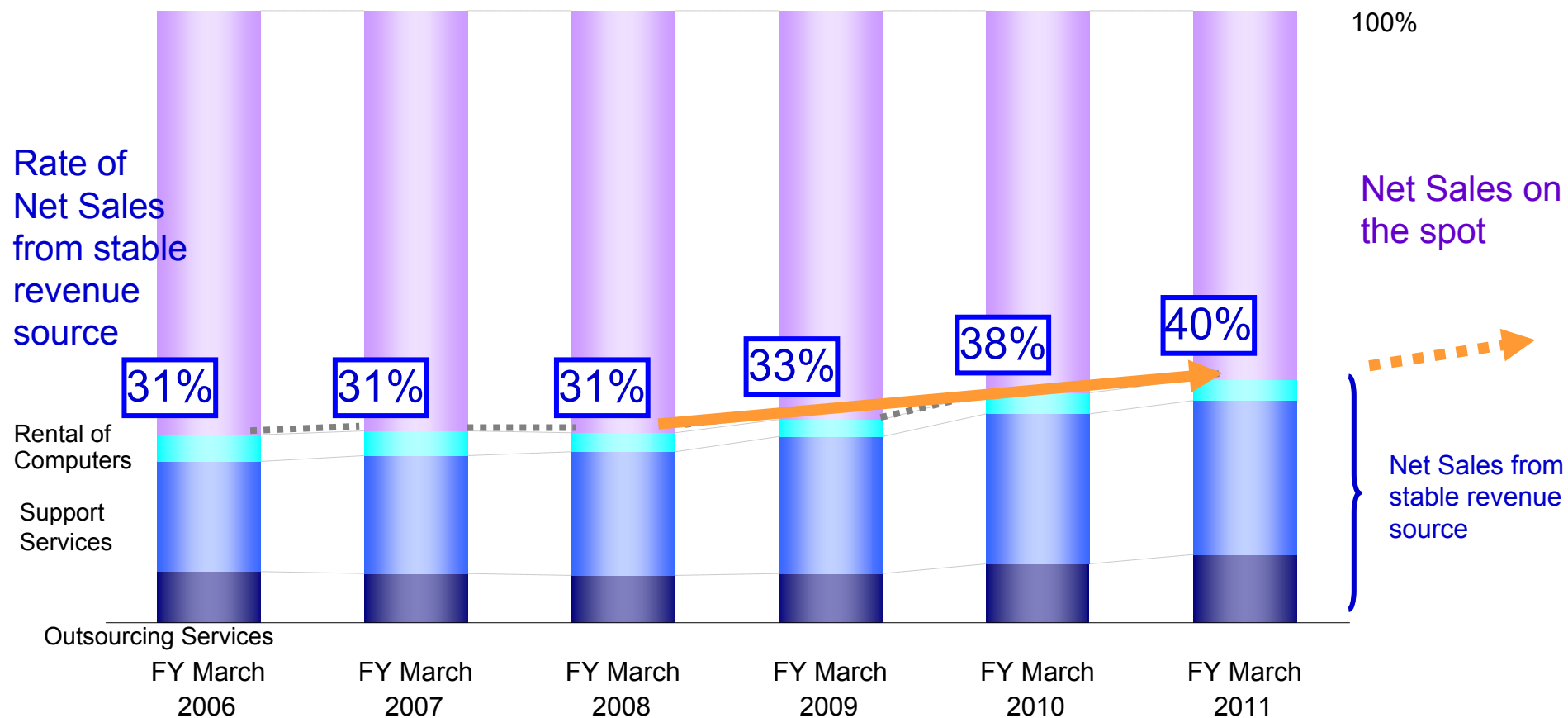
# Reform of business structure I (The changes for the past 6 years)

Enhancement of quality control of system services  
– Toward a reduction of unprofitable projects



# Reform of business structure II (The changes for the past 6 years)

## Enhancement of stable revenue source –Still in process

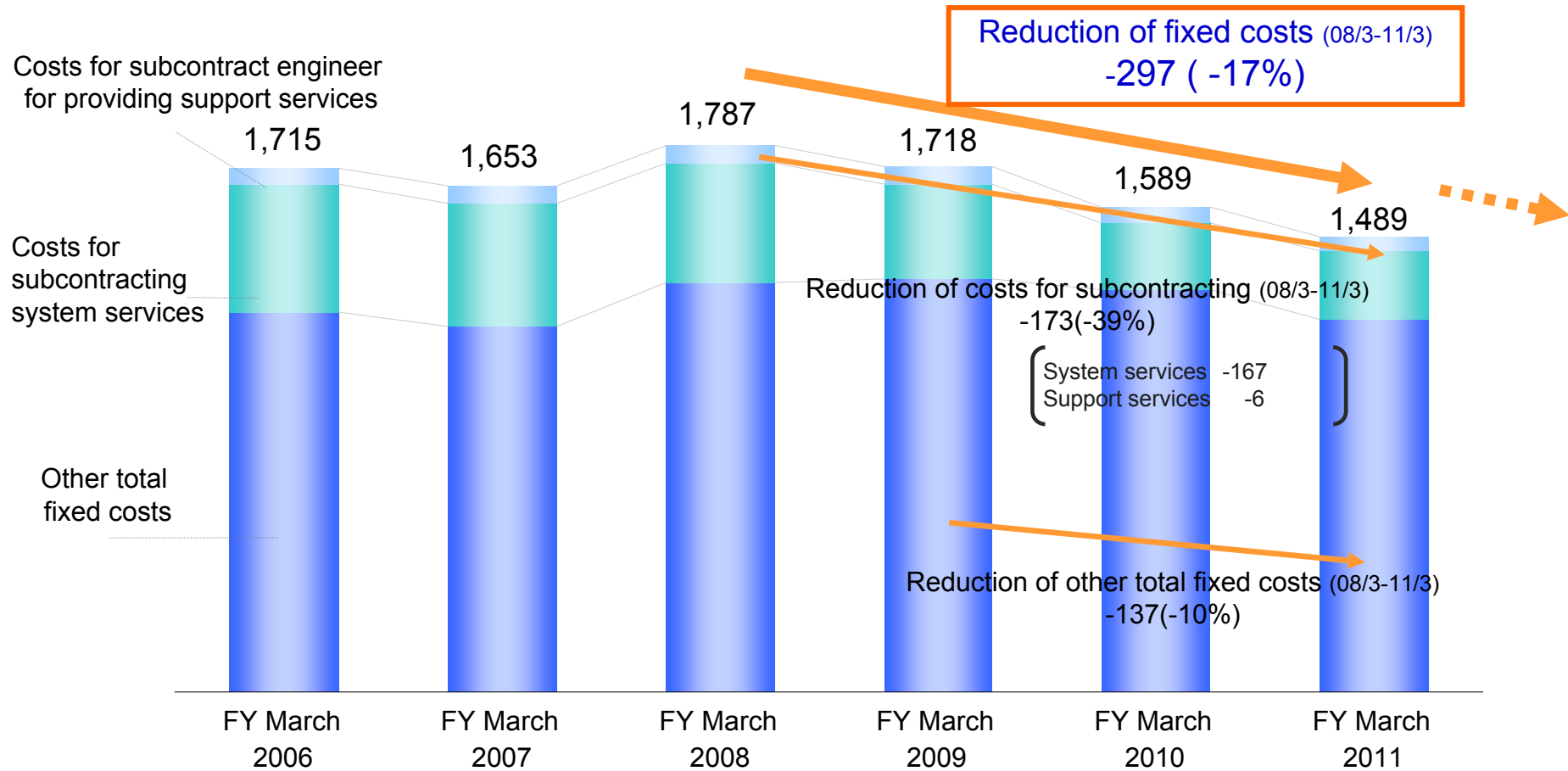


Net sales from stable revenue source: Net sales of Outsourcing Services (except temporary sales), net sales of Support Services (Support Services including support services as part of the Netmarks Services), and revenue from Rental of Computer  
 Net sales on the spot: Net sales except Net sales from stable revenue source

# Reform of business structure III (The changes for the past 6 years)

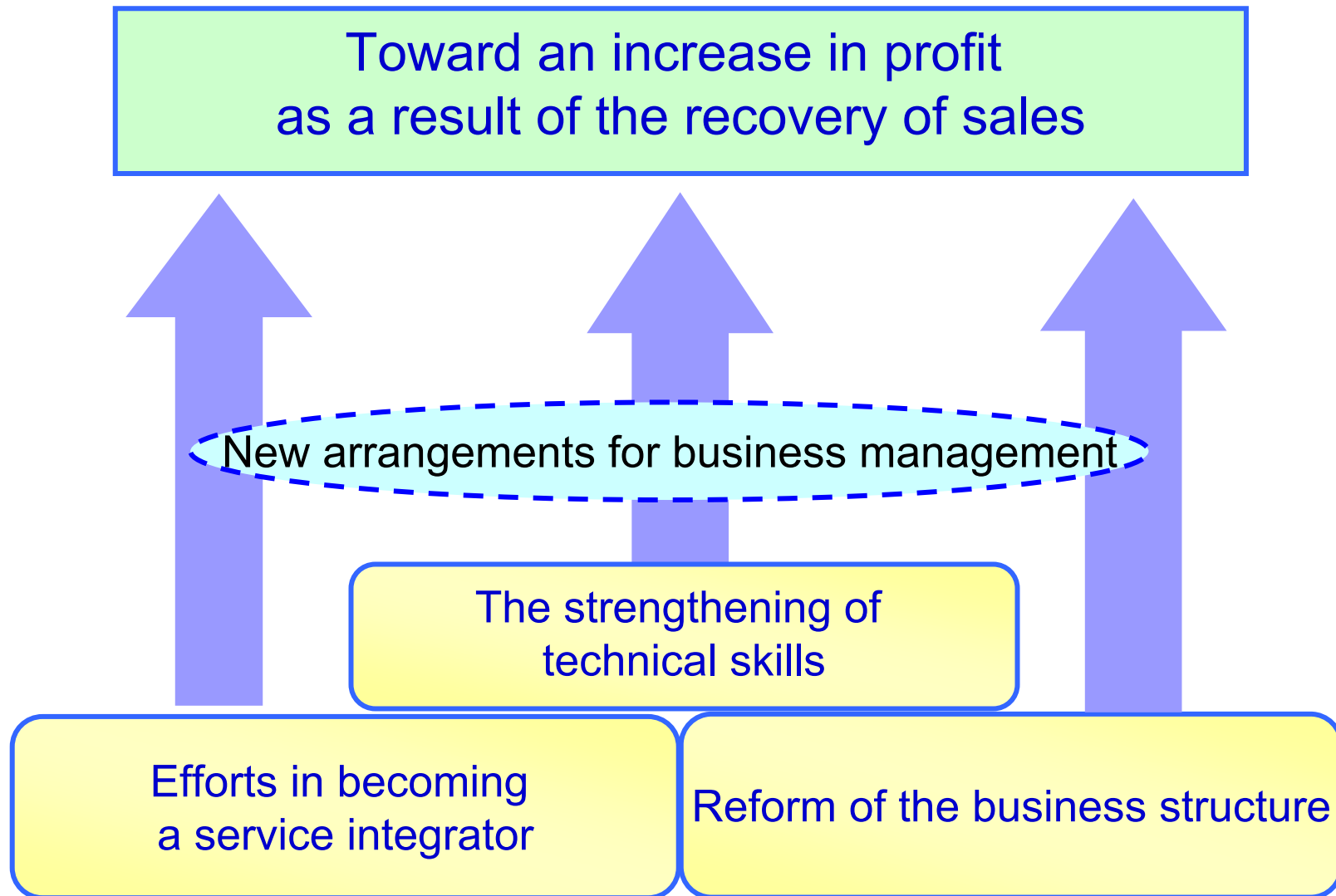
## Reform of cost structure – Reduction of fixed costs

(100 million yen)



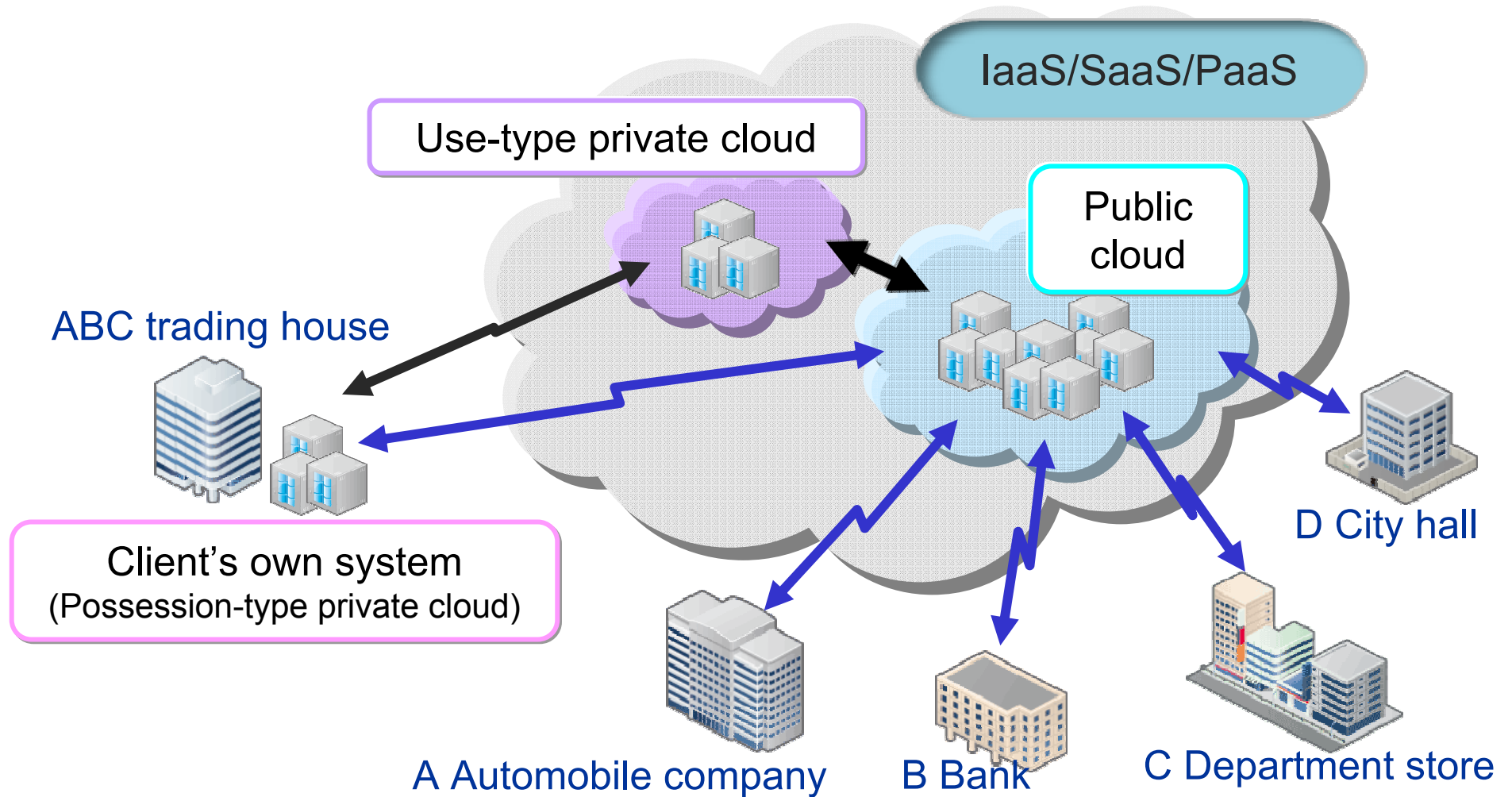
Costs for subcontracting system services: Outsourcing costs paid by Nihon Unisys and USOL for using external engineers  
 Costs for subcontract engineer for providing support services: Outsourcing costs paid by UNIADDEX for using external engineers

# Toward an increase in profit



# (Reference) Cloud-computing services and outsourcing services provided by Nihon Unisys Group

Optimum assignment and combination of private cloud-computing system, public cloud-computing system and client's system



# U & U

Users & Unisys

Note: Forecasts in this document rely on judgments and assumptions based on information available at present, and are subject to changes in risks, uncertainties, economy and other factors that could cause actual results to be materially different from expectations. Information in this document is intended to provide further understanding of Nihon Unisys, and is not intended to solicit investment.