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Growth Plan 2007 – First Half Progress Report

FY 2008 Interim Analyst Meeting
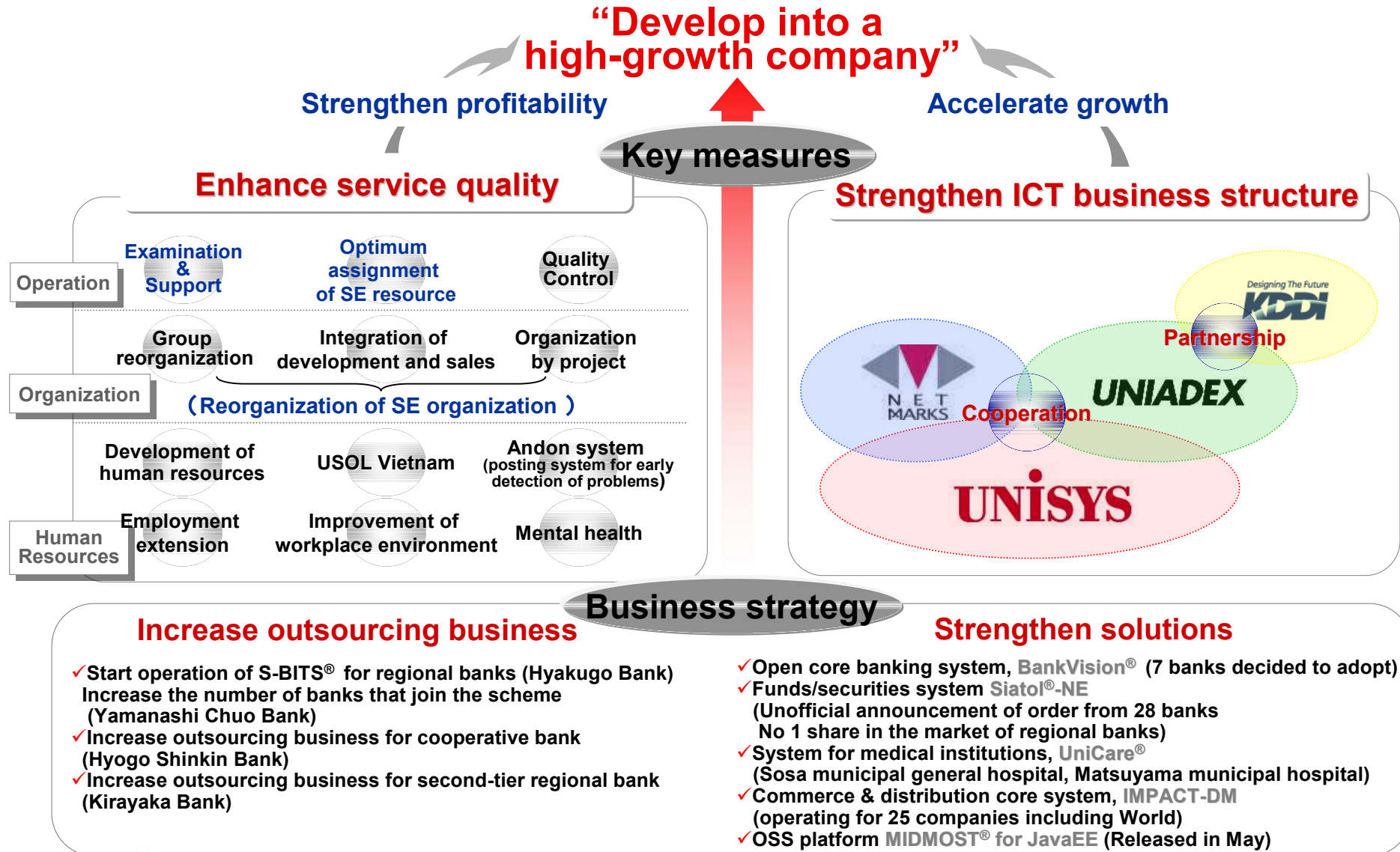
November 7, 2007

Katsuto Momii

President & CEO

Nihon Unisys, Ltd.
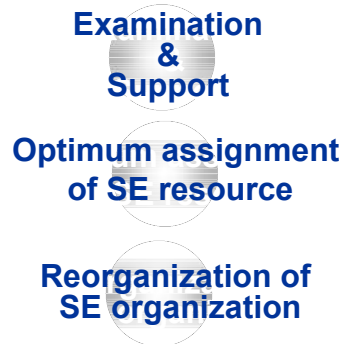
U&U

Users & Unisys

Growth Plan 2007

Strengthening structure in order to "develop into a high-growth company"

"Develop into a
high-growth company"

Strengthen profitability   **Accelerate growth**

Key measures

Enhance service quality

Strengthen ICT business structure

Operation

- Examination & Support
- Optimum assignment of SE resource
- Quality Control

Organization

- Group reorganization
- Integration of development and sales
- Organization by project

（Reorganization of SE organization ）

Human Resources

- Development of human resources
- USOL Vietnam
- Andon system (posting system for early detection of problems)
- Employment extension
- Improvement of workplace environment
- Mental health

KDDI — Designing The Future

Partnership

N E T MARKS

UNIADEX

Cooperation

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Business strategy

Increase outsourcing business

✓ Start operation of S-BITS® for regional banks (Hyakugo Bank)
Increase the number of banks that join the scheme
(Yamanashi Chuo Bank)
✓ Increase outsourcing business for cooperative bank
(Hyogo Shinkin Bank)
✓ Increase outsourcing business for second-tier regional bank
(Kirayaka Bank)

Strengthen solutions

✓ Open core banking system, BankVision® (7 banks decided to adopt)
✓ Funds/securities system Siatol®-NE
(Unofficial announcement of order from 28 banks
No 1 share in the market of regional banks)
✓ System for medical institutions, UniCare®
(Sosa municipal general hospital, Matsuyama municipal hospital)
✓ Commerce & distribution core system, IMPACT-DM
(operating for 25 companies including World)
✓ OSS platform MIDMOST® for JavaEE (Released in May)

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2 Key Measures　　First Half Progress

Enhance service quality

Examination & Support

Optimum assignment of SE resource

Reorganization of SE organization

✓ **Thorough examination kept new projects from underperforming.**
Existing unprofitable projects were treated in the first half.
A drastic improvement is expected in the second half onwards

✓ **Strengthen profitability**
Profitability of system service projects (excluding unprofitable projects) significantly increased.

Strengthen ICT business structure

Cooperation with Netmarks Inc.

✓**Integrate Support/maintenance services:**
Started common using of parts and systems, accepting support engineers
⇒ Integrated support/maintenance formations by Uniadex

✓**Strengthen internal control:**
Dispatched personnel including executives in order to support
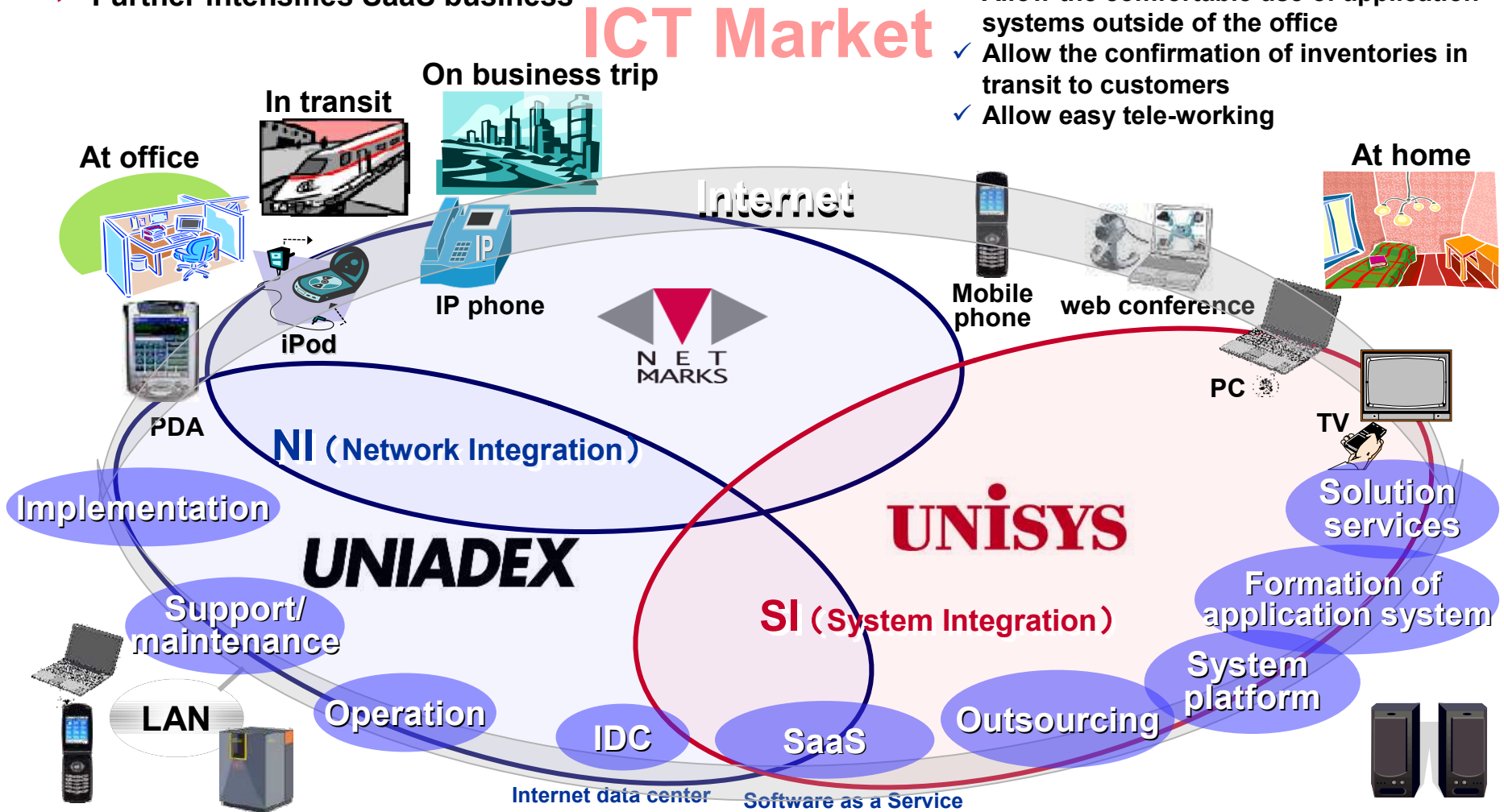the review of internal regulations

Partnership between KDDI and Uniadex

✓**Enhance joint business of KDDI and Uniadex**
• Started joint business with 43 Uniadex engineers stationed in KDDI
• Business has been encouraged; orders were received.

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2

Efforts of Nihon Unisys Group for the ICT market

✓ **Provides seamless service by integrating powers of the Group**
✓ **Further intensifies SaaS business**

ICT Market

'Anytime, anywhere'

✓ **Allow the comfortable use of application systems outside of the office**
✓ **Allow the confirmation of inventories in transit to customers**
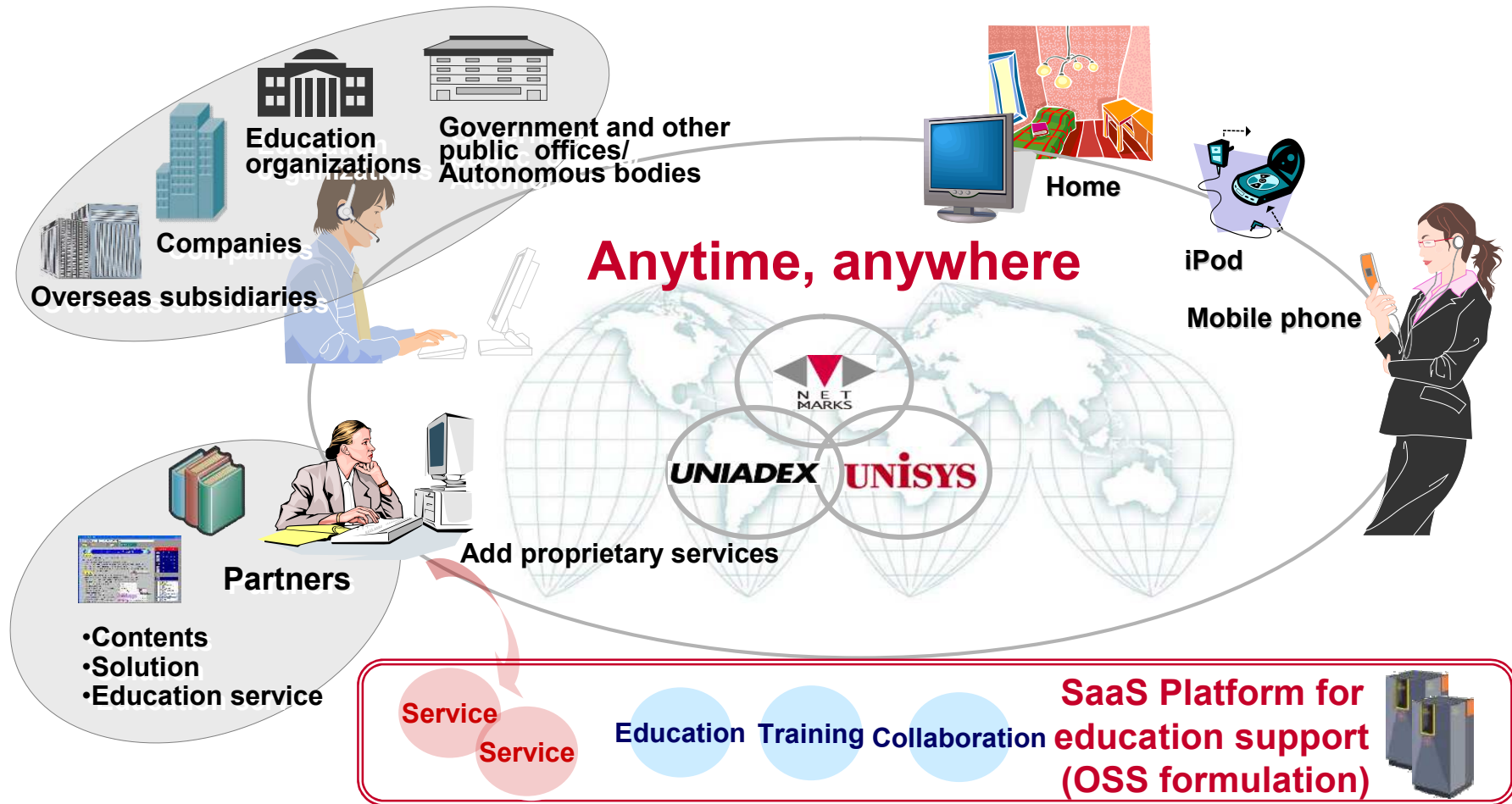✓ **Allow easy tele-working**

On business trip

In transit

At office

At home

Internet

Mobile phone

web conference

IP phone

iPod

NET MARKS

PC

PDA

TV

NI（Network Integration）

Solution services

Implementation

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Formation of application system

Support/ maintenance

SI（System Integration）

System platform

Operation

LAN

IDC

SaaS

Outsourcing

Internet data center

Software as a Service

Note: iPod is a registered trademark of Apple Computer Inc. of the US.

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'SaaS Business Entry – First Shot' Education solution domain

✓ Provides **"RENANDI ®"** education solution by leveraging SaaS
✓ Enables provisions of up-to-date versions of necessary services for the necessary period
✓ Provides education service vendors, etc. with global learning service platform

Education organizations

Government and other public offices/ Autonomous bodies

Companies

Overseas subsidiaries

Home

iPod

Anytime, anywhere

Mobile phone

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Add proprietary services

Partners

•Contents
•Solution
•Education service

Service

Service

Education Training Collaboration

SaaS Platform for education support (OSS formulation)

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