

Results for the Fiscal Year Ended March 2016

May 10, 2016

Nihon Unisys, Ltd.

Foresight in sight

1

General Overview

2

Efforts under the Mid-term Management Plan and towards the Year 2020

Note: The expression "FY/ fiscal year" utilized in this document indicates the fiscal year which finishes at the end of March of the following year. (Example: The expression FY2015 refers to the fiscal year ended March 2016.)

Mid-term Management Plan

'Mobilize services based on the interconnected businesses.
Build our future through ICT advances.'

Digital Economy – Innovation

Creation of new sustainable business models
based on societal needs and issues

Digital Innovation
Creation of new value in
the area of Digital Economy



Life Innovation
Creation of services that
help build an affluent society



Business ICT Platform
Furnishing services
that will accelerate businesses



Reform of Corporate Culture/
Strength of Human Resources Capabilities

Investment Strategies

FYMar2016 Consolidated Performance Results

Foresight in sight

- ✓ System services and outsourcing took initiative in enabling an increase in net sales and income.
- ✓ Goals for operating income and net income were both achieved as planned.

(unit : Billion Yen)

	Full Year (April through March)		Changes	
	FYMar2016	FYMar2015		
Net Sales	278.0	269.2	+8.9	+3.3%
Gross Profit	64.6	63.4	+1.2	+1.8%
SG&A Costs	-52.1	-52.5	+0.4	+0.8%
Operating Income	12.5	10.9	+1.6	+14.6%
Profit attributable to Owners of Parent	8.9	7.2	+1.7	+23.1%
Orders	279.4	263.5	+15.9	+6.0%
Order Backlog	211.6	210.2	+1.4	+0.7%

<Key Points>

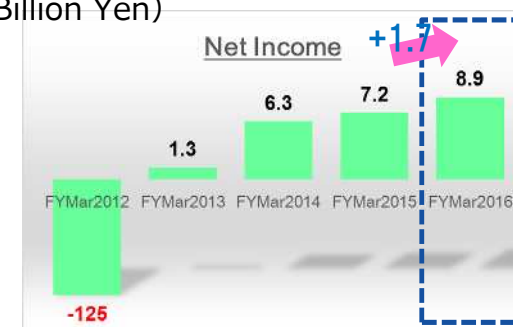
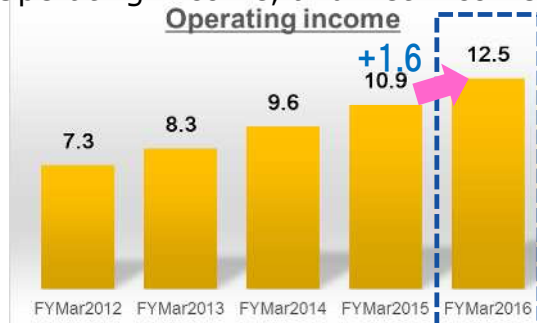
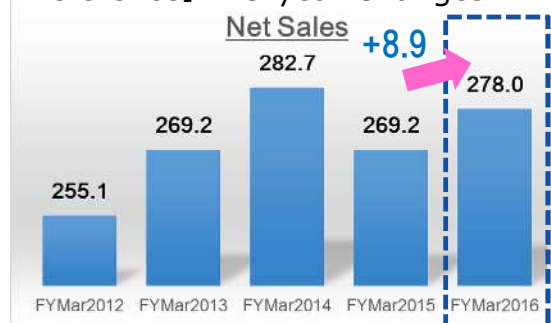
Net sales and income grew due to an increase in system services and outsourcing.

■ Operating income increased partly due to an increase in net sales and improved profit of services.

■ Net income attributable to Owners of Parent increased as a result of an increase in operating income.

■ Orders and order backlog both increased mainly in the fields of finance and utilities/services.

【For Reference】 5-year Changes in Net Sales, Operating Income, and Net Income (unit : Billion Yen)

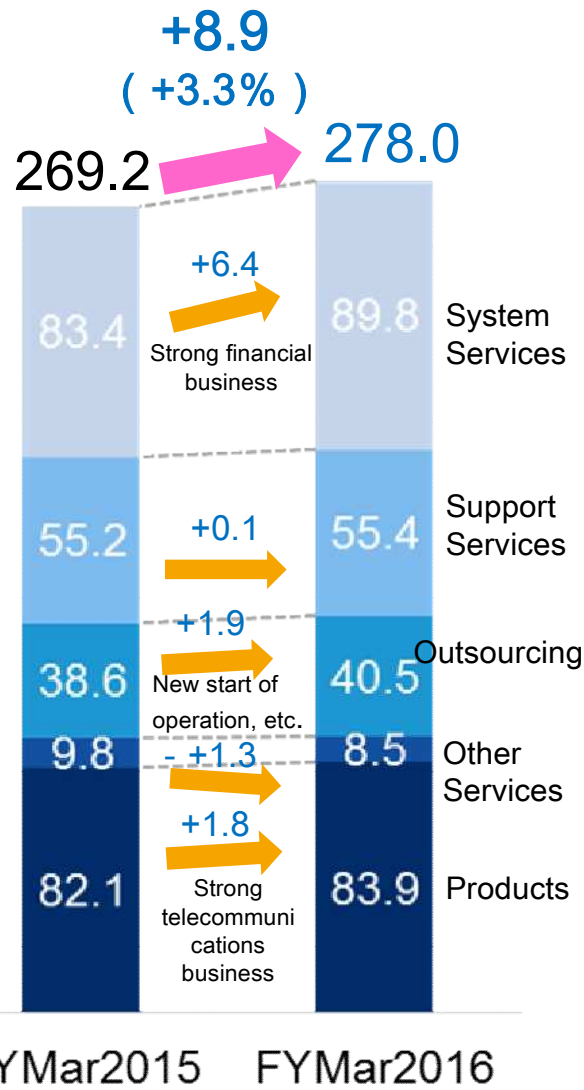


Net Sales and Gross Profit by Segment

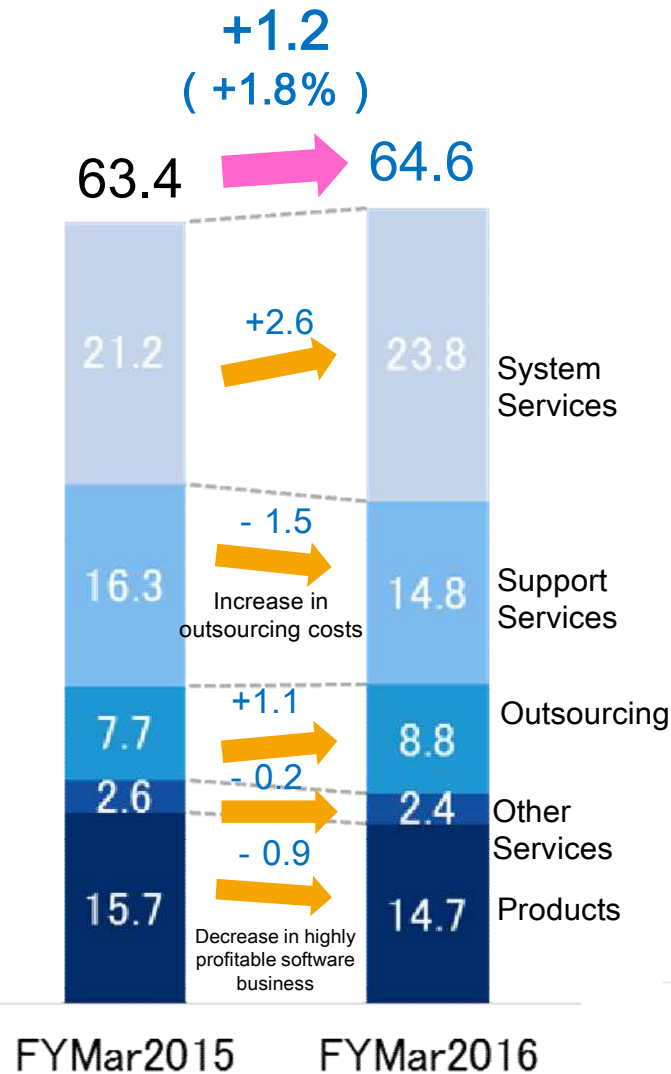
Foresight in sight

(unit : Billion Yen)

Net Sales

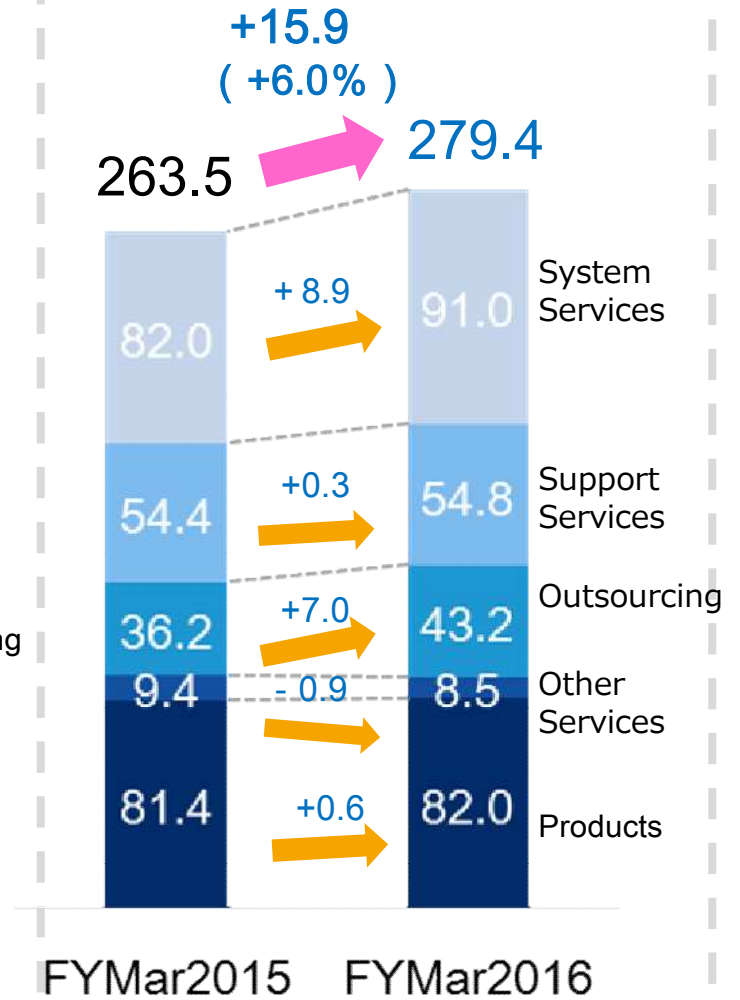


Gross Profit



【For Reference】

Orders



(The value in brackets represents the change rate)

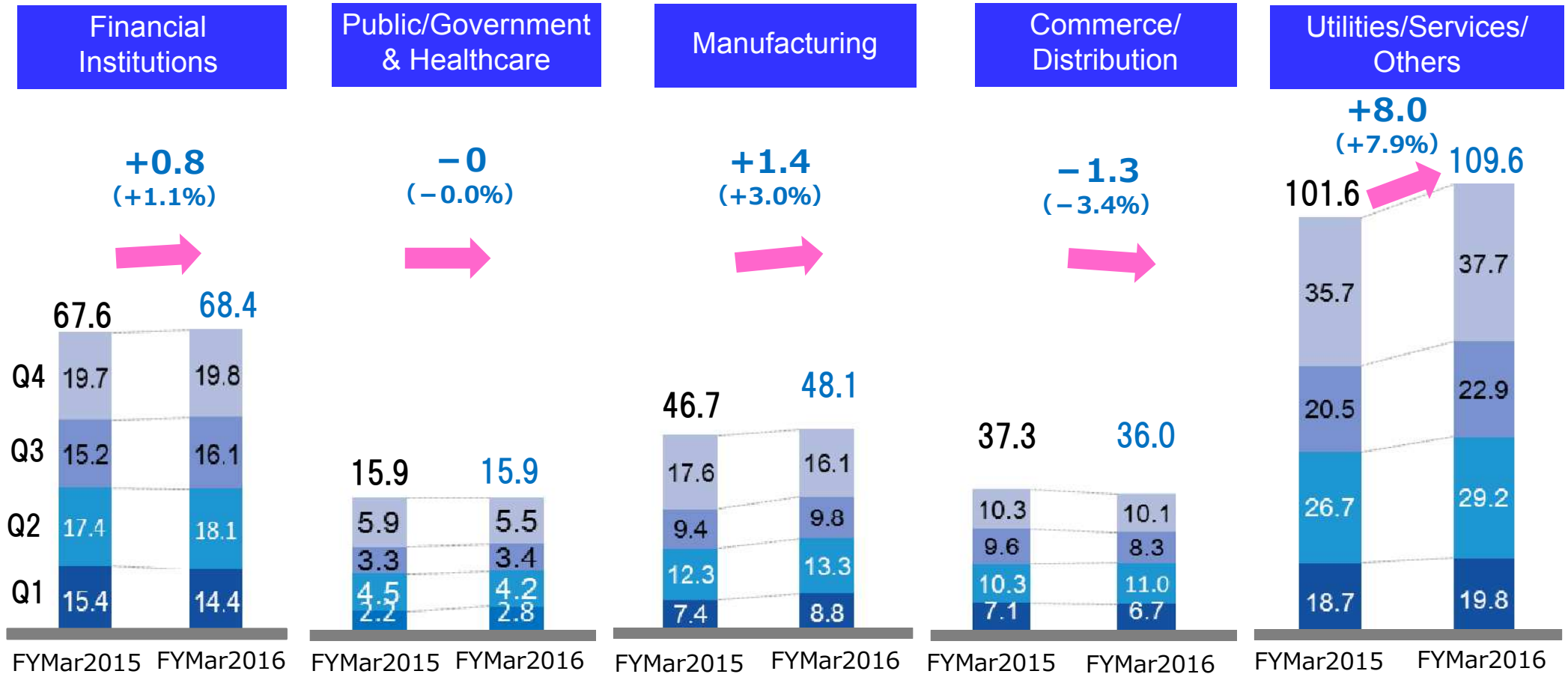
(The value in brackets represents the change rate)

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Net Sales by Market

Foresight in sight

(unit : Billion Yen)



(Financial Institutions)

The market was busy due to system renewal projects mainly for regional banks and shinkin banks. Efforts were made to enter the settlement front-end service field.

(Public/Government & Healthcare)

There was a strong demand for system renewal mainly from local governments. Medical care and other businesses relating to regional revitalization have been deployed.

(Manufacturing)

Signs of recovery were witnessed mainly in the auto industry. Efforts have been made to enter the IoT field.

(Commerce/Distribution)

Retail and mail-order businesses remained strong. EC solutions are planned to be released.

(Utilities/Services/Others)

Continuing efforts have been made in order to deal with power/gas reform projects. Focus was put on tourism projects with an eye on stronger inbound tourism. Net sales for telecommunications carriers are expected to remain flat.

Performance Forecast for FYMar2017

Foresight in sight

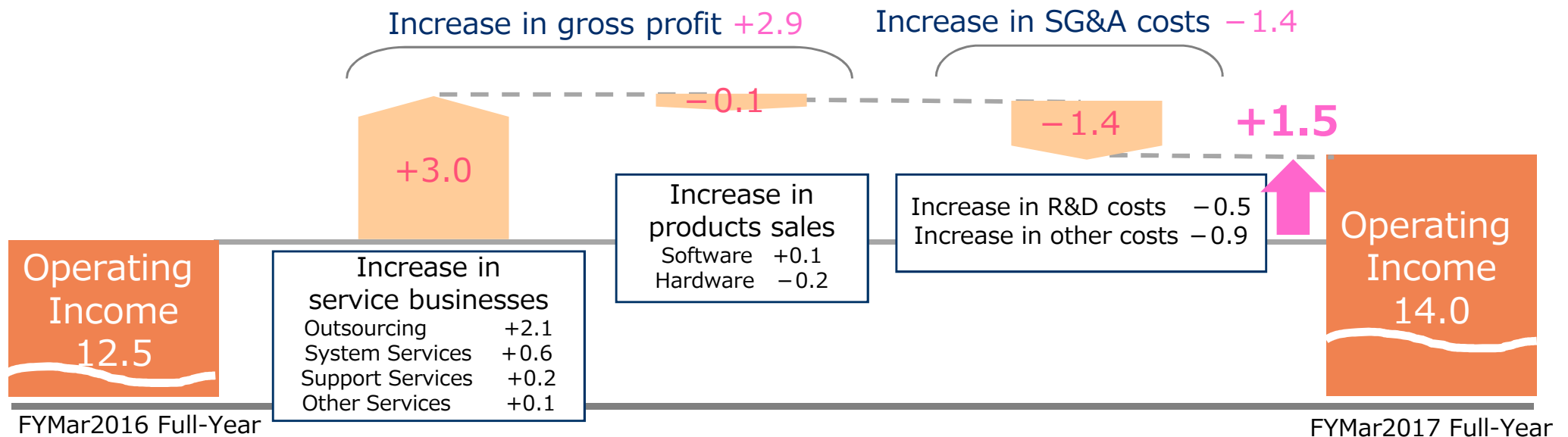
✓ Sales and income/profit increase is expected as a result of the increase in net sales and improved profitability.

(unit : Billion Yen)

	FYMar2017 Full-Year Forecast	FyMar2016 Full-Year Actual	Changes	
Net Sales	285.0	278.0	+7.0	+2.5%
Operating Income	14.0	12.5	+1.5	+11.8%
Profit attributable to Owners of Parent	10.0	8.9	+1.1	+12.1%

【Operating Income Changes】

(unit: Billion Yen) (Yr/Yr Changes)

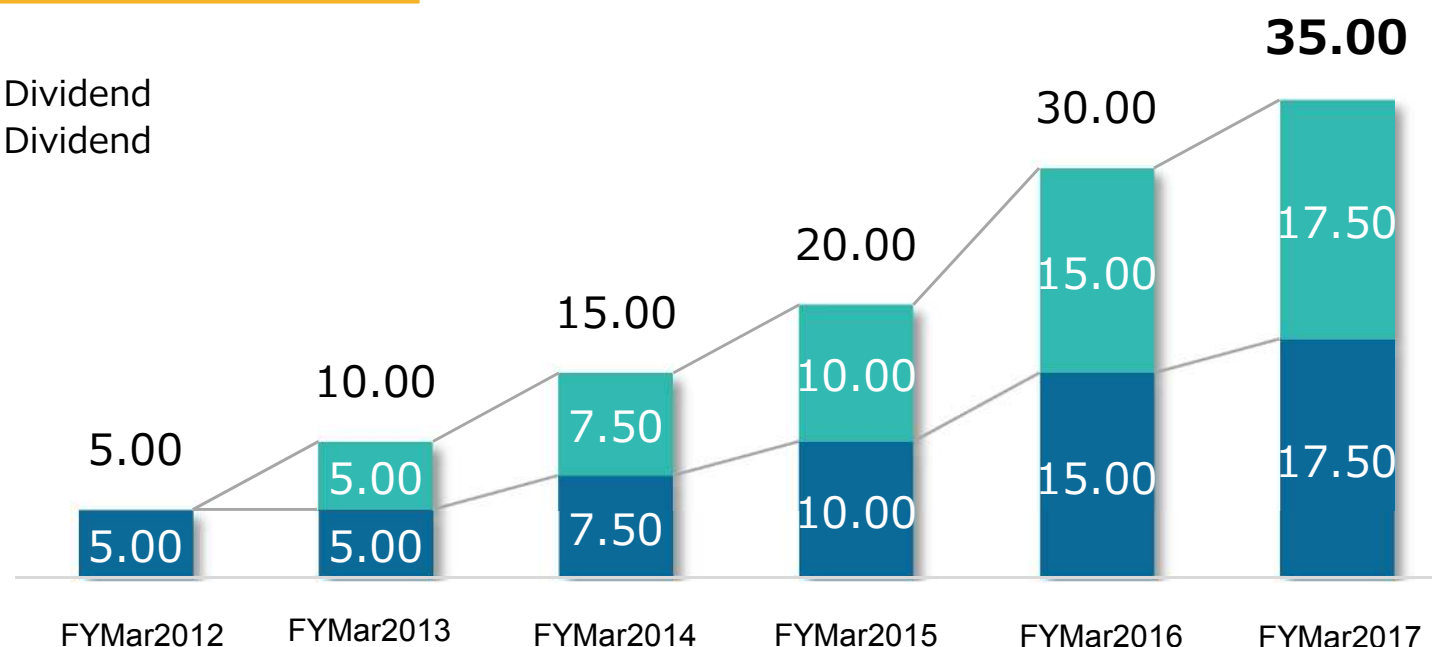


- ✓ Increase in dividends will continue for 5 consecutive periods.
- ✓ Fiscal Year ending March 2017
expected annual dividends ¥35 per share
(up by ¥5) (dividend payout ratio 37%)

Dividend per Share

(Yen)

■ Year-end Dividend
■ Mid-term Dividend



Net Income (Billion Yen)	- 12.5	1.3	6.3	7.2	8.9	10.0
Dividend Payout Ratio (Consolidated)	-	75%	22%	26%	32%	37%

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General Overview

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Efforts under the Mid-term Management Plan and towards the Year 2020

- ✓ Speedily enabling newly created businesses in digital innovation and life innovation through the use of Business ICT Platform

Designing service models on the basis of movements and issues in society and industries

Providing combinations of optimum ICT environments suitable for realizing service models

Digital Innovation

- ✓ Launching new services in the settlement field
- ✓ Launching O2O* marketing services in conjunction with marketing

Life Innovation

- ✓ Promptly operating 'Mirai Kanae Net' on the basis of the achievements
- ✓ Launching new services in the childcare field
- ✓ Increasing achievements relating to such fields as energy management and vehicle dispatching system

Business ICT Platforms

- ✓ Offering in the fastest manner the most suitable service platforms supporting customers' businesses
- ✓ Strengthening services capable of accommodating new technologies and accelerating service businesses

* O2O

Online to Offline or Offline to Online commerce is a business measure that merges online customers' purchasing activities recognized through the Internet platforms with their offline counterparts at brick-and-mortar shops, and enables bidirectional coordination between them.

- ✓ Accommodating the diversified settlement methods and improving the convenience and efficiency of settlement in a cashless society

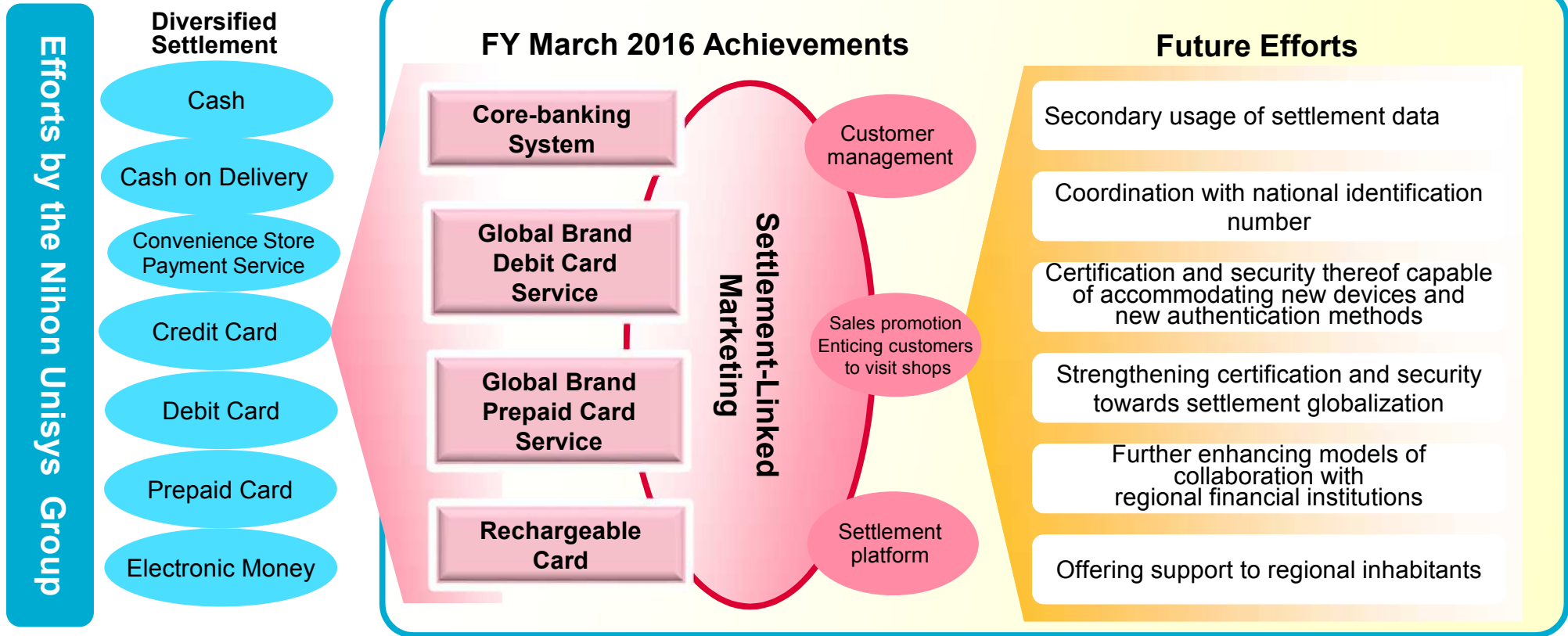
Market environment

Year 2015

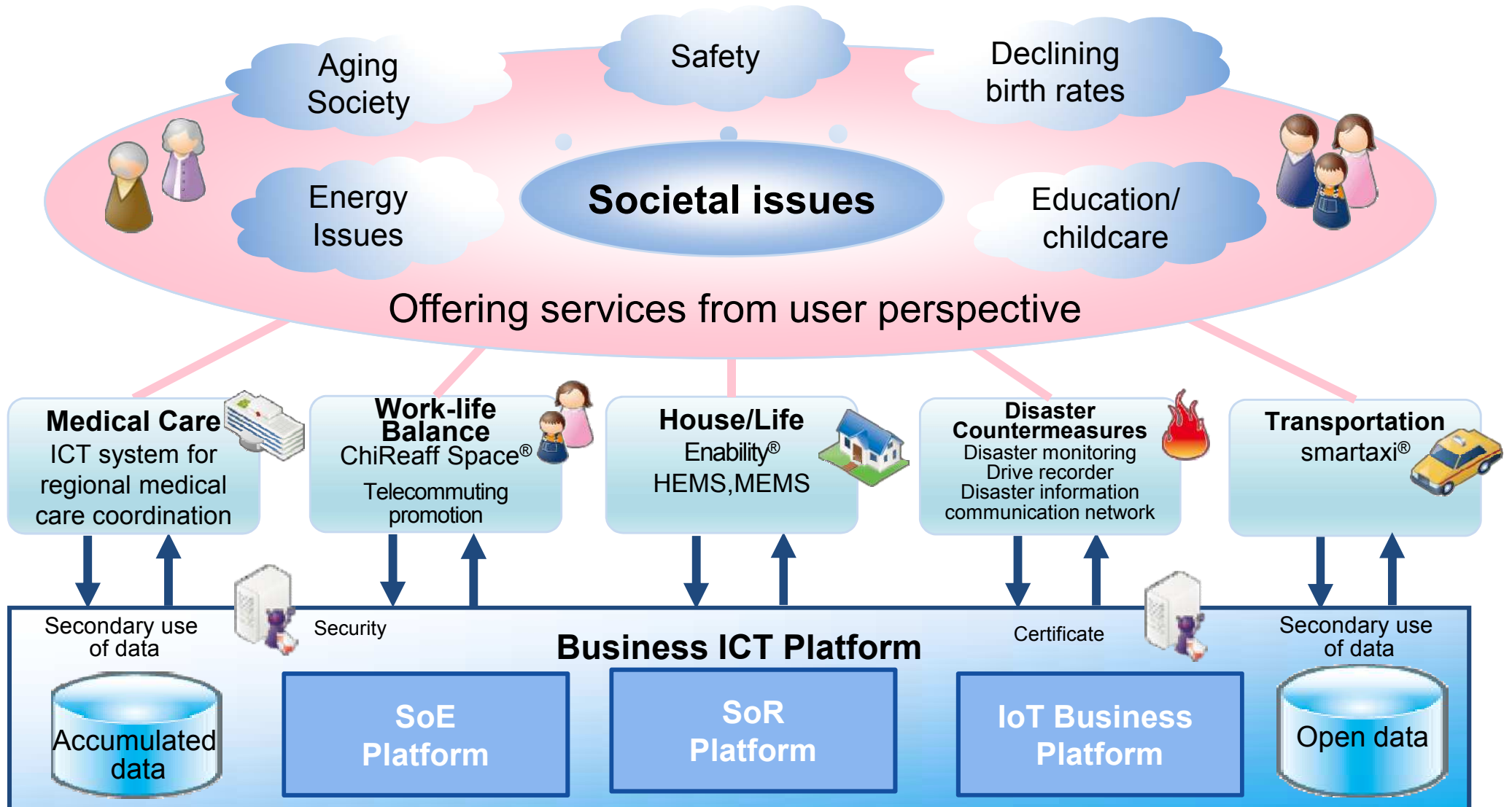
- Diversified settlement methods
- Propagation of digital marketing

Year 2020 Forecast

- Development of an environment for payment via overseas-issued credit cards
- Further use of credit cards at regional areas and tourist resorts.
- Common practice of processing credit card payment/settlement in the presence of card holder at a department store



✓ Solving societal issues through further coordinating achievements of trailblazing services

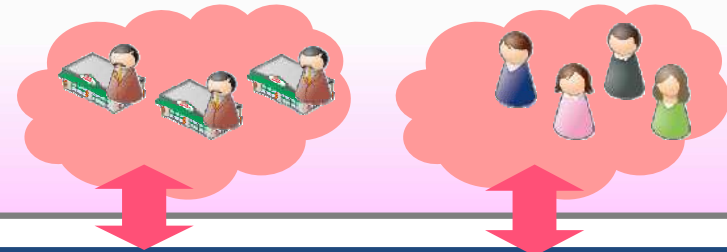


- ✓ Strengthening technological bases to accommodate new needs and further creating platforms therefrom

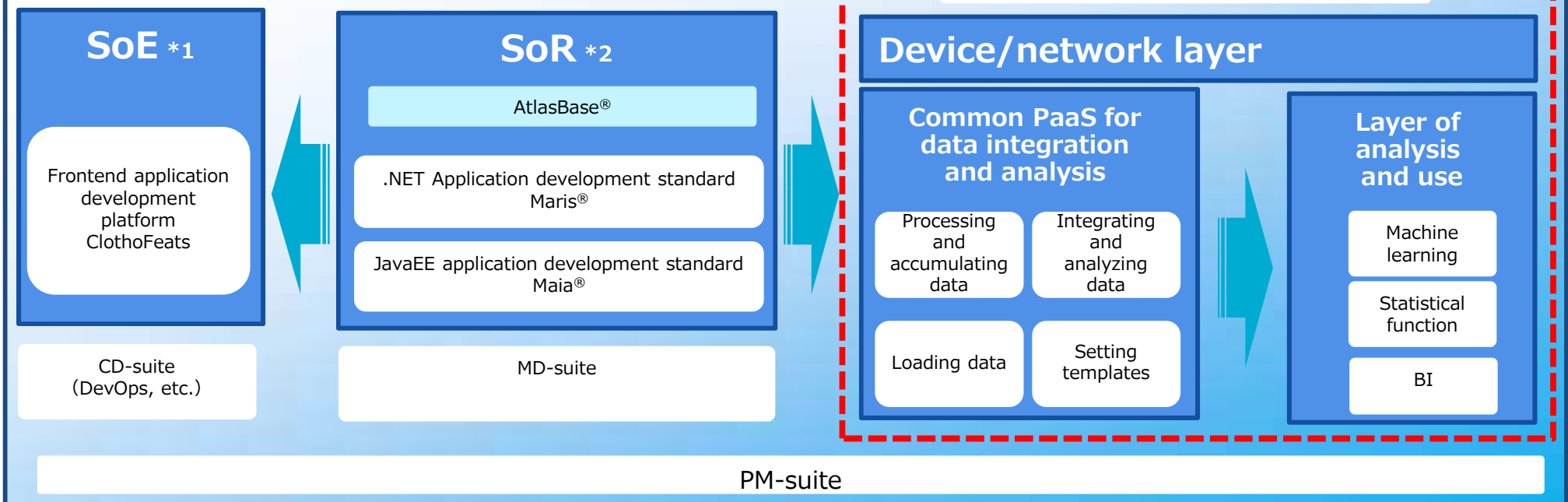
Service applications for customers



Digital/life innovation



Business ICT Platforms



* 1 : SoE (System of Engagement) prioritizes customer contact points and focuses on using various types of data for marketing purposes

* 2 : SoR (System of Record) is a traditional recording system that logs data of backbone systems and service systems.

✓ Strengthening new efforts in order to achieve **Foresight in sight**

Efforts relating to Robots, AI, and IoT

- Implementing a proof-of-concept of using NAVII™, autonomous mobile robot created by Fellow Robots, Inc. at a shop of YAMADA DENKI Co., Ltd.
- Comprehensive support to enable meeting rooms capable of actively judging, performing and learning through further merging artificial intelligence (AI) technologies and ITOKI CORPORATION's knowledge about office design



Promoting open innovations

- Participating as a partner in a seed accelerator program TECH PLANTER sponsored by Leave a Nest Co., Ltd. that is designed to find and grow venture businesses aiming at creating new businesses through the use of science and technology
- Investing in JICT, Fund Corporation for the Overseas Development of Japan's ICT and Postal Services (Japan ICT Fund)
- Investing in 'REALTECH-FUND' venture capital fund



Vision towards the Year 2020

Foresight in sight

Promoting changes in order to establish a new position towards the Year 2020

Solving customers' issues

Solving societal issues

2015

2016

2017

2018

2020

Providing new schemes that connect various types of industries in the growing area of the digital economy

Creating business eco systems

Becoming a business ecosystem core and a front runner in designing future business scenarios

Reform and Growth

Expansion and Growth

Foresight in sight

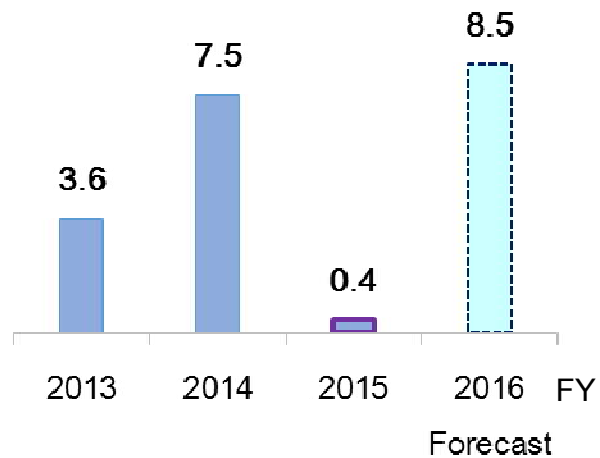
Mid-term Management Plan

(For Reference) Changes in the Financial Metrics and Progress under the Mid-term Management Plan

Foresight in sight

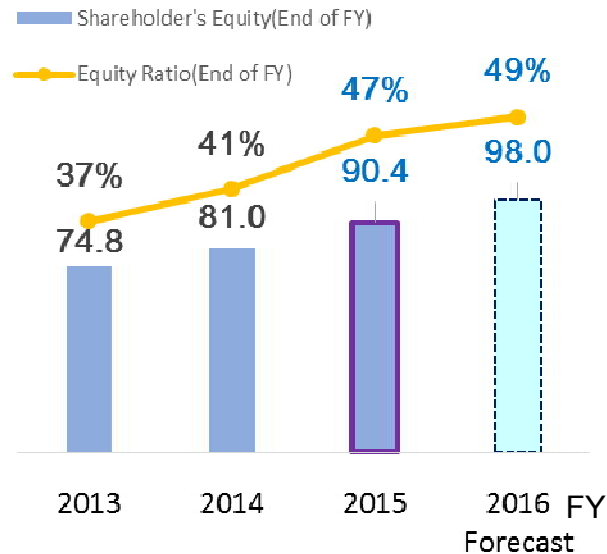
Free Cash Flow

(unit : Billion Yen)

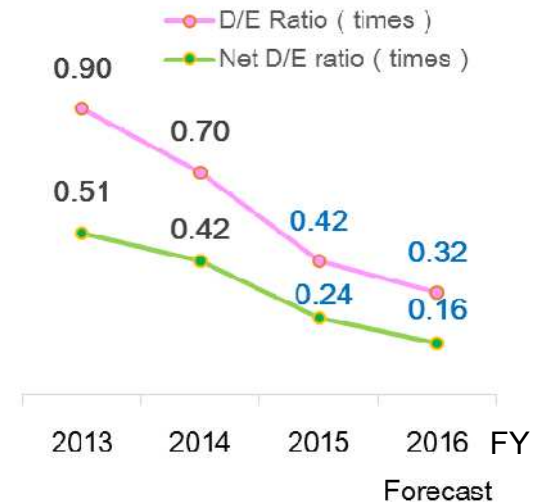


Equity Capital

(unit : Billion Yen)



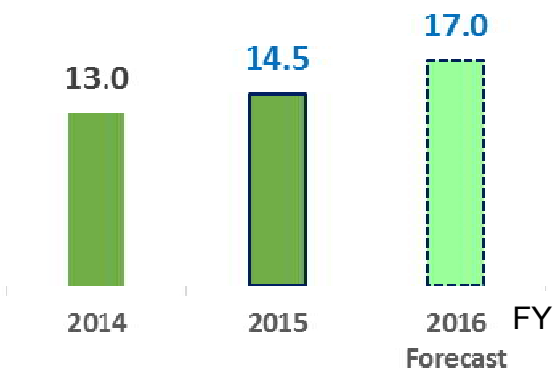
D/E Ratio



Net Sales

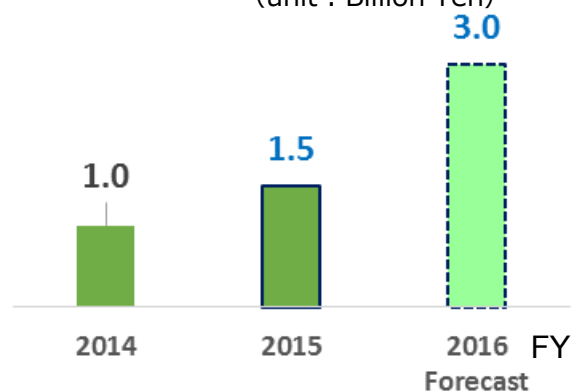
Digital Innovation

(unit : Billion Yen)



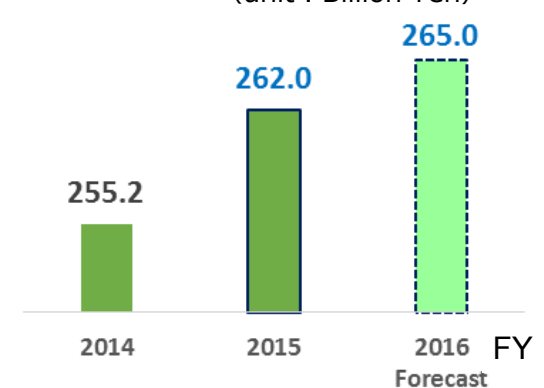
Life Innovation

(unit : Billion Yen)



Business ICT Platform

(unit : Billion Yen)



Foresight in sight

UNISYS

(Note)

Forecasts in this document rely on judgments and assumptions based on information available at present. Actual results may differ from the forecasts due to changes in risks, uncertainties, economy and other factors. Thus, the certainty of these forecast is not guaranteed by our Group.

Also, the information is subject to change without prior notice in future.

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