

Results for the 3rd Quarter FY March 2017

February 1, 2017
Nihon Unisys, Ltd.



Foresight in sight

Summary of the Results for FY March 2017 Q3

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An increase in profit was secured in the 9 months of FY March 2017, although operating income was compromised as a result of more SG&A costs outweighing an improved gross profit driven by Outsourcing.

(Unit: Billion Yen)

	Q3 (Apr-Dec)		Changes	
	FYMar2017	FYMar2016		
Net Sales	188.2	188.9	-0.7	-0.4%
Gross Profit	45.4	44.8	+0.7	+1.5%
SG&A Costs	-38.0	-37.2	-0.8	-2.2%
Operating Income	7.5	7.6	-0.2	-2.0%
Profit Attributable to Owners of Parent	5.1	4.5	+0.7	+14.6%
Orders	191.3	185.7	+5.6	+3.0%
Order Backlogs	214.7	207.0	+7.7	+3.7%

<Key Points of Q3 Results>

■ Net Sales

Despite an increase in system services and outsourcing, net sales declined, due to a decrease in product sales

■ Operating Income

Operating income was reduced due to an increase in SG&A costs. However, profit was eventually boosted by outsourcing.

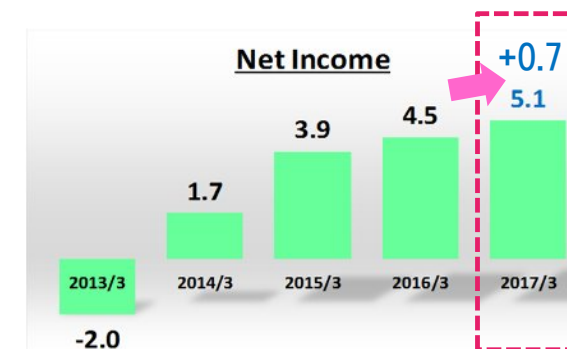
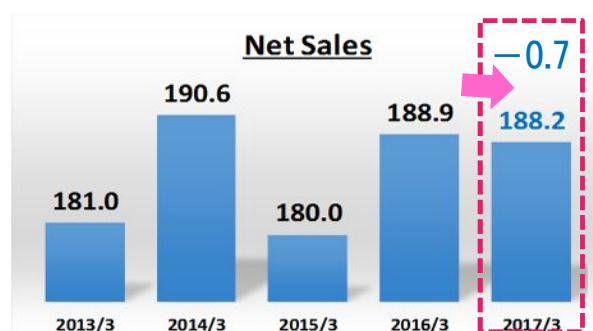
■ Profit Attributable to Owners of Parent

Profit attributable to owners of parent increased partly due to a decrease in non-operating losses.

■ Orders and Order Backlogs

Orders and order backlogs both increased, due to our continued strength in outsourcing.

■ Changes in the Q3 (9 months) performance (Unit: Billion Yen)



Net Sales and Gross Profit by Segment

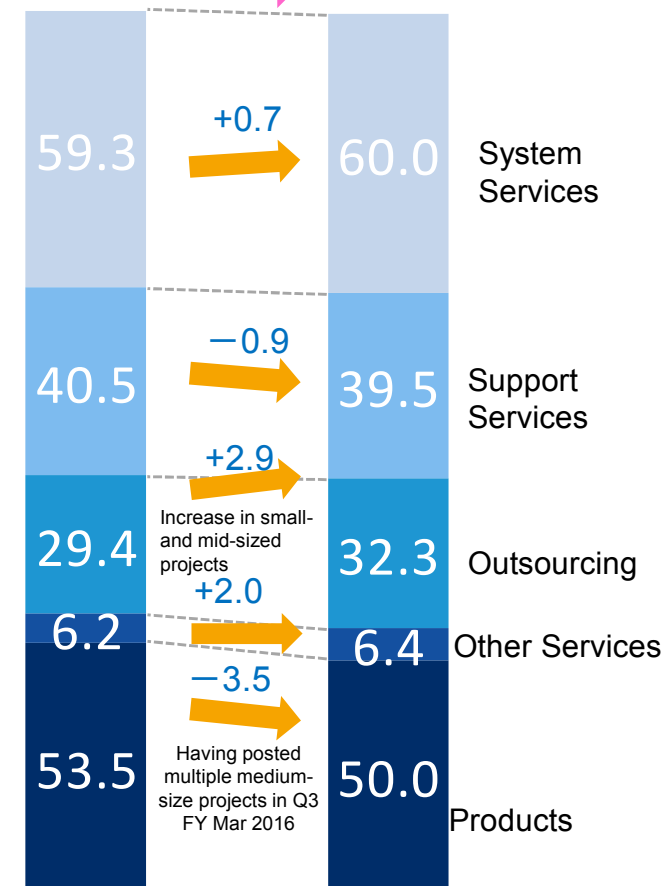
Foresight in sight

(Unit: Billion Yen)

Net Sales

-0.7
(-0.4%)

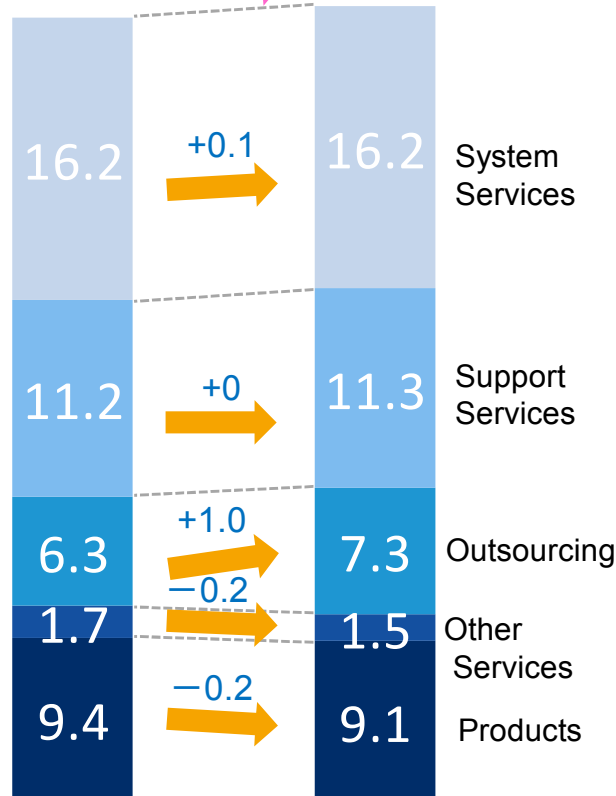
188.9 → 188.2



Gross Profit

+0.7
(+1.5%)

44.8 → 45.4

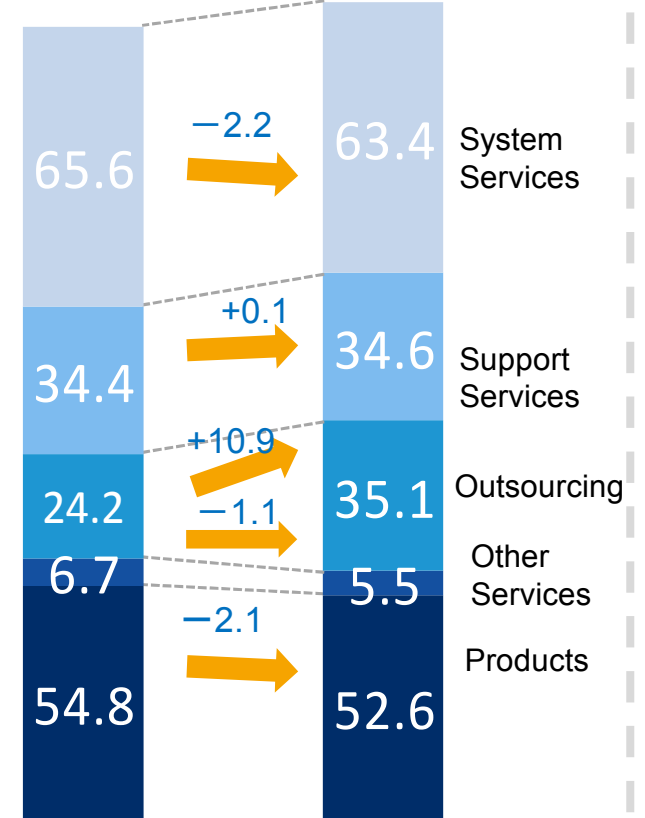


【Reference】

Orders

+5.6
(+3.0%)

185.7 → 191.3



FY Mar 2016 Q3

FY Mar 2017 Q3

FY Mar 2016 Q3

FY Mar 2017 Q3

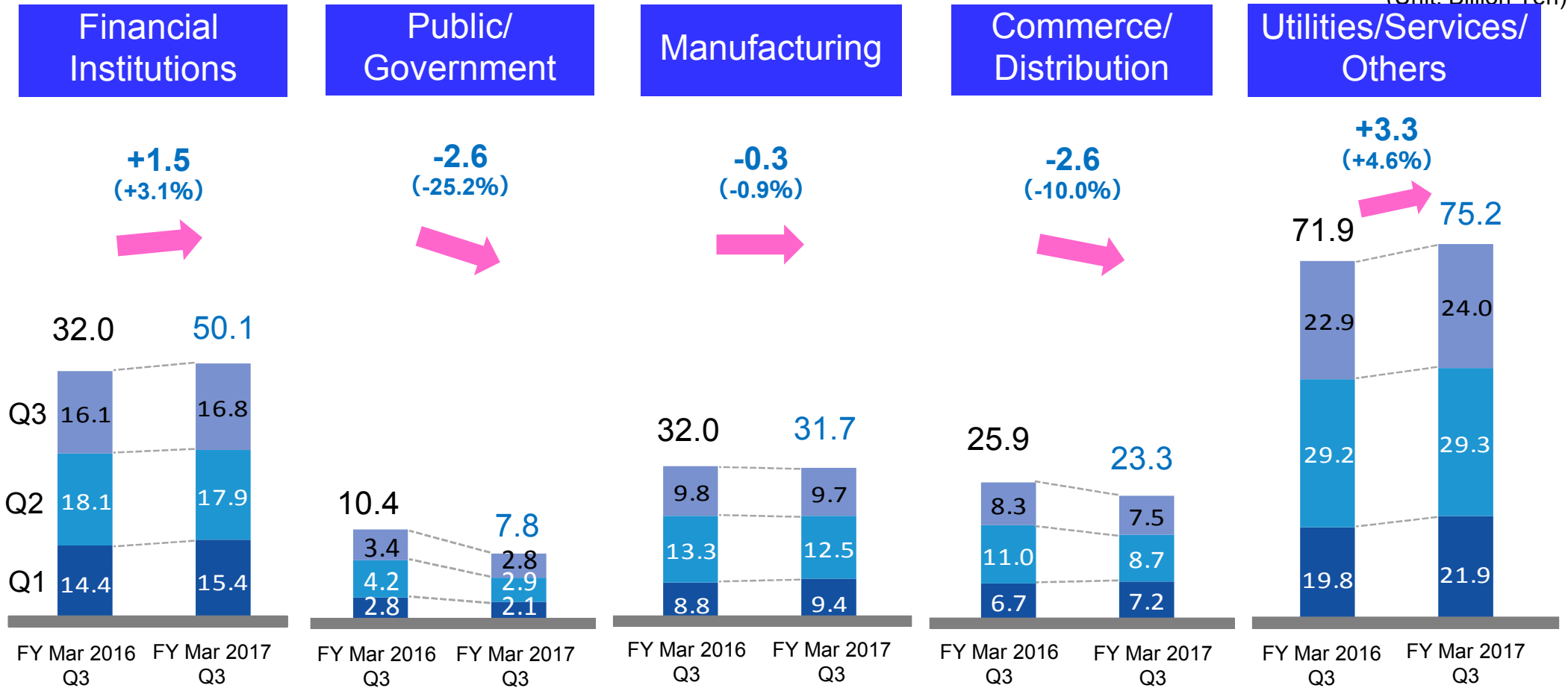
FY Mar 2016 Q3

FY Mar 2017 Q3

Net Sales by Market

Foresight in sight

(Unit: Billion Yen)



Market Overview

(Financial Institutions)
Active ICT investments continued with an eye on income/profit growth. Services related to our front-line systems and market-based systems have been deployed. Furthermore, efforts have been made to develop businesses in the payment/settlement area.

(Public/Government)
Risk assessments were prioritized in selecting projects for this market. Business related to regional revitalization, such as medical care, have been promoted in conjunction with those businesses related to child care.

(Manufacturing)
Efforts have been made in the areas of IoT and globalization support. Impacts on investments such as exchange rate fluctuations and overseas variables have been closely monitored.

(Commerce/Distribution)
Efforts have been continuously made to respond to changes in the industry. Active omni-channel support continued for marketing purposes, with a focus on enticing new customers.

(Utilities/Services/Others)
Efforts have been continuously made to deal with deregulation of electricity retail businesses. Our efforts were intensified in the area of social infrastructure businesses, specifically on energy management systems.

Full-Year Performance Forecast for FYMarch2017

Foresight in sight

The full-year forecasts of net sales, operating income, and profit attributable to owners of parent have not been revised since they were announced on November 4, 2016.

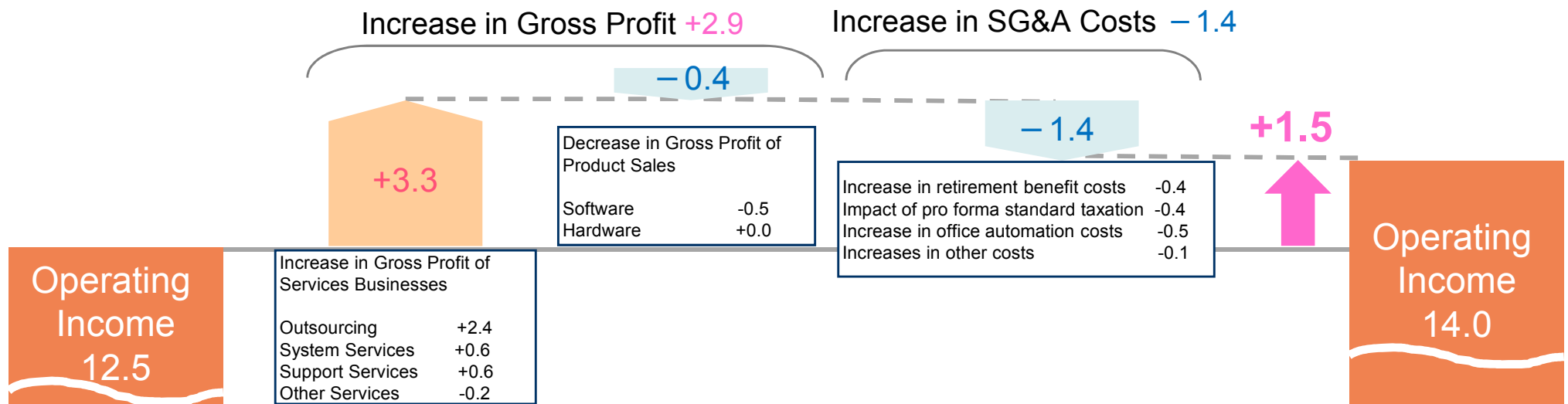
(Unit: Billion Yen)

	FYMar2017 Q3 (Apr-Dec) Actual		FYMar2017 Q4(Jan-Mar) Forecast		FYMar2017 Full-Year Forecast	
	Amount	Changes	Amount	Changes	Amount	Changes
Net Sales	188.2	-0.7	96.8	+7.7	2,85.0	+7.0
Operating Income	7.5	-0.2	6.5	+1.6	14.0	+1.5
Profit Attributable to Owners of Parent	5.1	+0.7	4.9	+0.4	10.0	+1.1

* See the supplementary material for a breakdown of the forecast above.

[Details of FYMar2017 full-year operating income]

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



FYMar2016 Full-Year

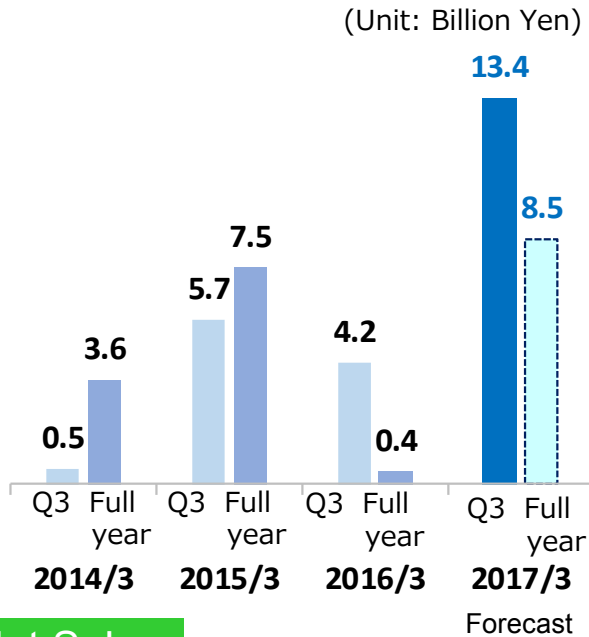
FYMar2017 Full-Year

(Reference) Financial Indicators/ Progress of the Mid-term Management Plan

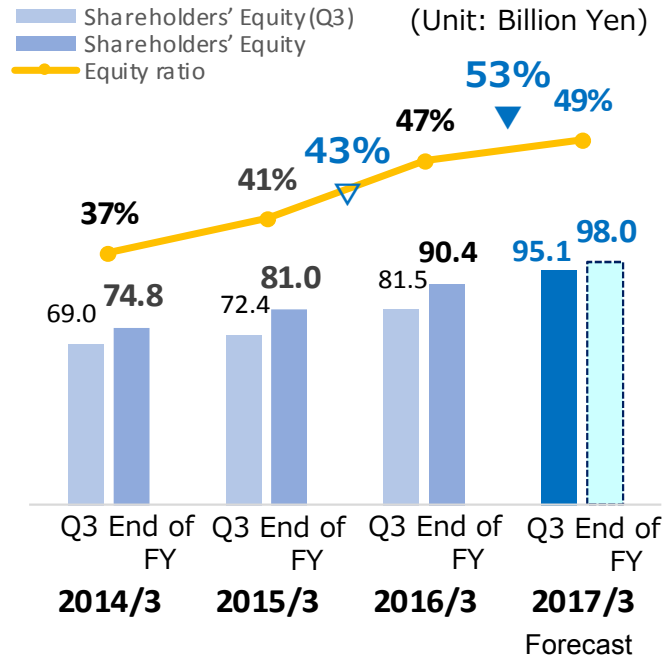
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▼ FYMar2017 Q3 Actual ▼ FYMar2016 Q3 Actual

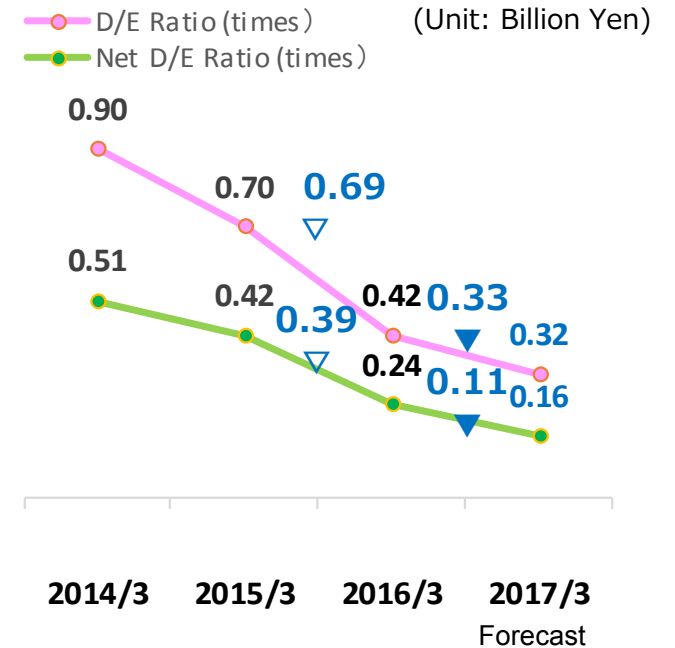
Free Cash Flow



Shareholders' Equity

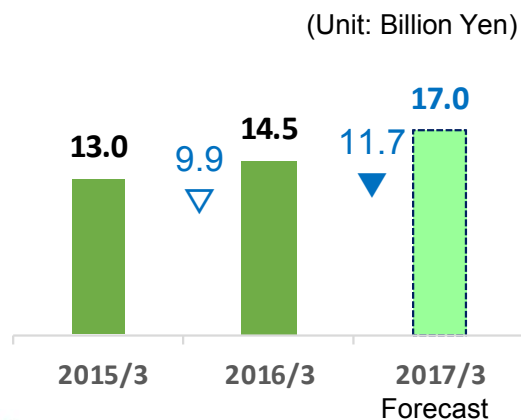


D/E Ratio

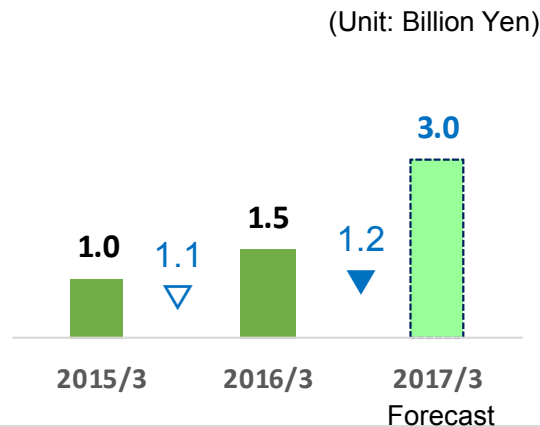


Net Sales

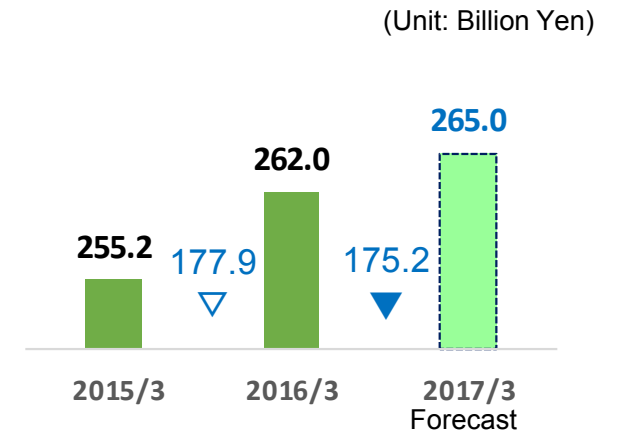
Digital Innovation



Life Innovation



Business ICT Platform



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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