

Results for the 1st Quarter of FY March 2019

August 1, 2018
Nihon Unisys, Ltd.

(Note) The expression 'FY/Fiscal Year' utilized in this document indicates a fiscal year which finishes at the end of March of the following year.
Example: The expression of FY2018 refers to the fiscal year ending March 2019.

Foresight in sight

FY2018 Q1 Consolidated Performance Results

Foresight in sight

A net sales increase was enabled by Outsourcing and System Services.
Operating income slightly increased despite an increase in SG&A costs.

(Unit: Billion Yen)

	Q1 (Apr-Jun)		Changes	
	FY2018	FY2017		
Net Sales	57.0	56.1	+0.9	+1.6%
Gross Profit	14.0	13.8	+0.2	+1.7%
SG&A Costs	-12.5	-12.3	-0.2	-1.7%
Operating Income	1.5	1.4	+0.0	+2.2%
(Operating Margin)	(2.6%)	(2.6%)		(+0.02pts)
Profit Attributable to Owners of Parent	1.4	1.3	+0.1	+5.1%
Orders	60.7	57.5	+3.2	+5.5%
Order Backlogs	224.4	212.1	+12.3	+5.8%

<Key Points of Q1 Performance Results>

■ Net sales

Outsourcing and System Services drove net sales past the previous Q1 net sales.

■ Operating income

An increase in net sales and improved profitability of Service Businesses absorbed a decrease in Product Sales' gross profit. Gross profit was increased compared with Q1 of FY2017. However, operating income only increased slightly, due to an increase in SG&A costs.

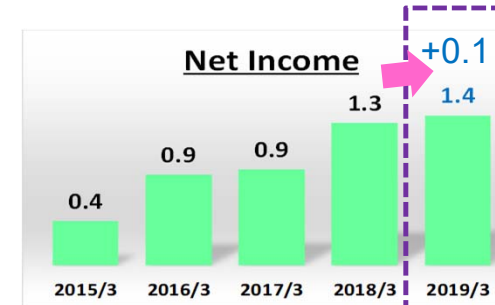
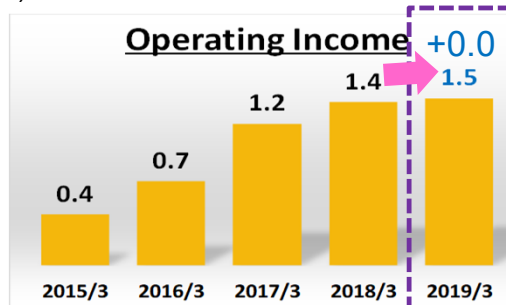
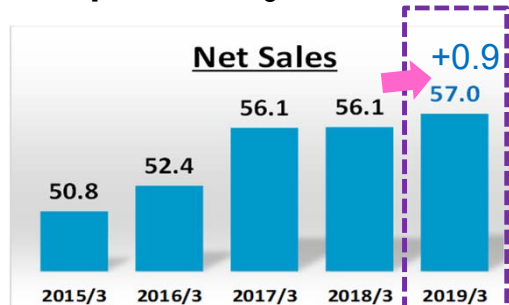
■ Profit attributable to owners of parent

A decrease in tax burden was a factor that facilitated a small increase in profit attributable to owners of parent.

■ Orders and order backlogs

Orders for System Services increased the most. As a result, order backlogs were also increased.

[For Reference] 5-Year Changes of Q1 Results (Unit: Billion Yen)



Net Sales and Gross Profit by Segment

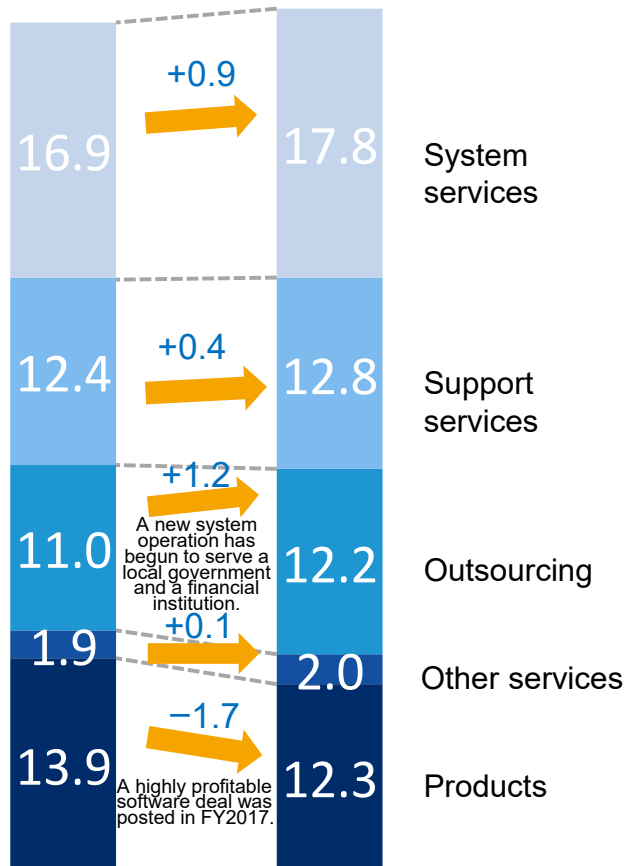
Foresight in sight

(Unit: Billion Yen)

Net Sales

+0.9
(+1.6%)

56.1 → 57.0



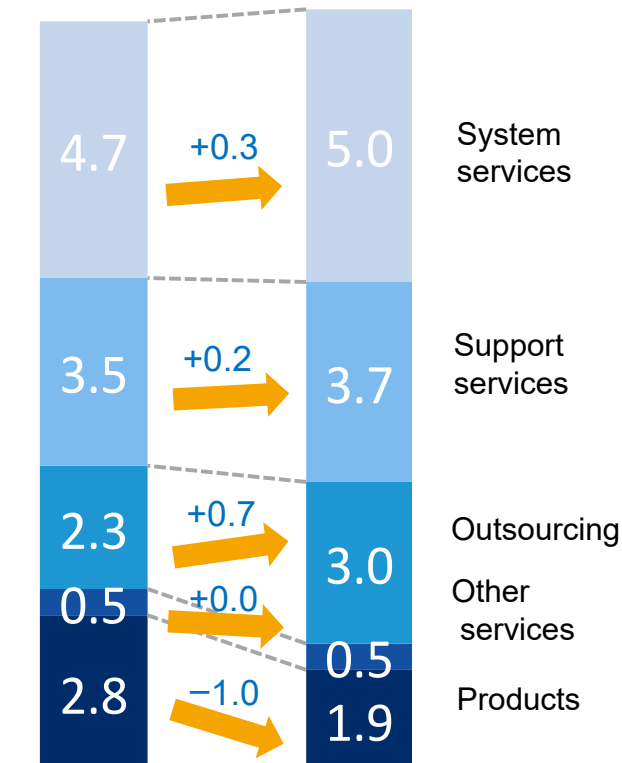
2018/3

2019/3

Gross Profit

+0.2
(+1.7%)

13.8 → 14.0



2018/3

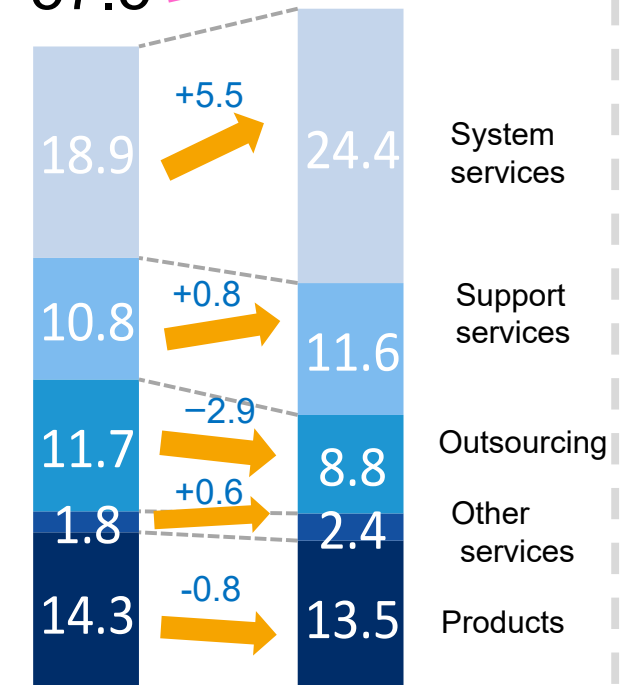
2019/3

【Reference】

Orders

+3.2
(+5.5%)

57.5 → 60.7

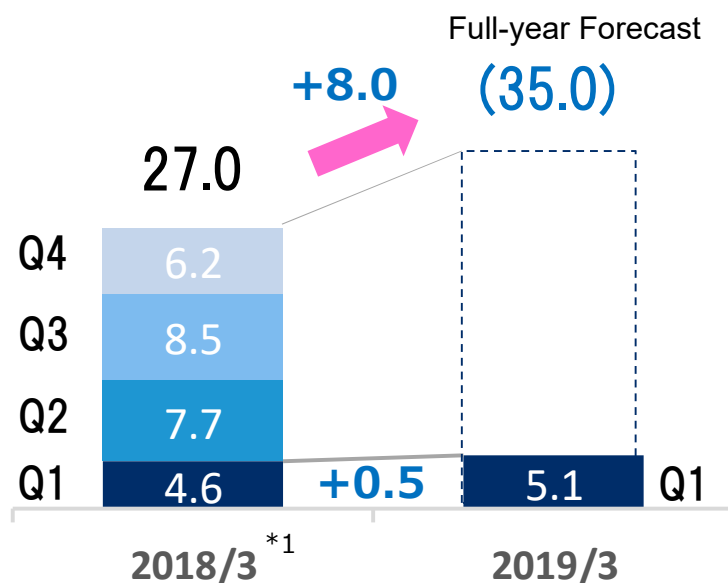


2018/3

2019/3

(Unit: Billion Yen)

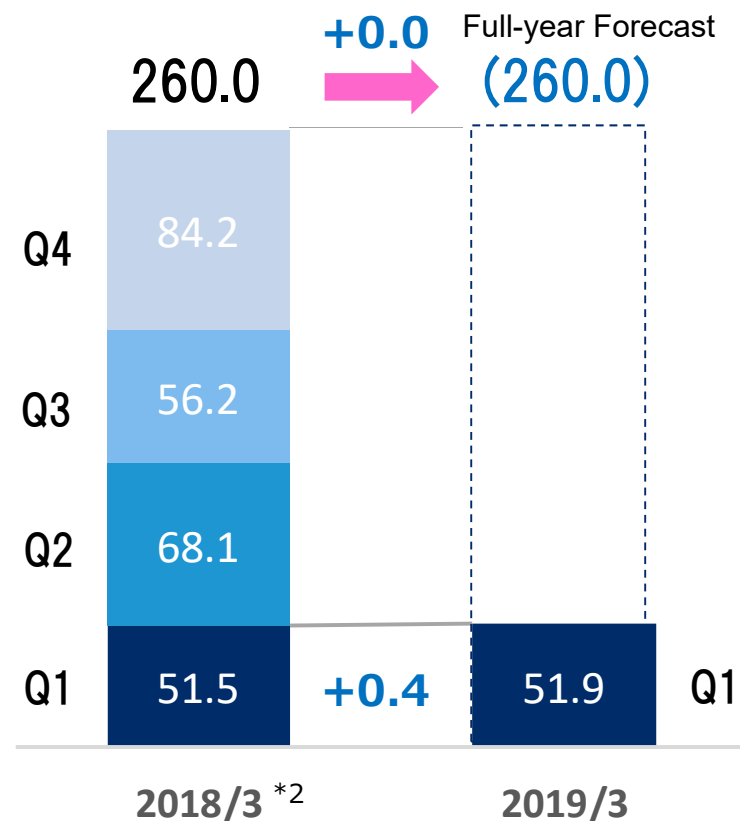
Focal Areas



- Increase in types of electronic payment service and affiliated shops
- Increase in the recipients that are served by our mobility service platform ('smart oasis®')
- Increase in projects related to digital transformation

*1 The FYmar2018 bar shows the total of net sales of Digital Innovation and Life Innovation business areas described in the previous mid-term management plan.

ICT Core Areas



- BankVision® system development in progress for its 11th customer
- Steady system developments for financial institutions as planned
- Launch of an outsourcing service for a local government

*2 The FYmar2018 shows the net sales of 'Business ICT Platform' described in the previous mid-term management plan.

Performance Forecast for FY2018 1H

Foresight in sight

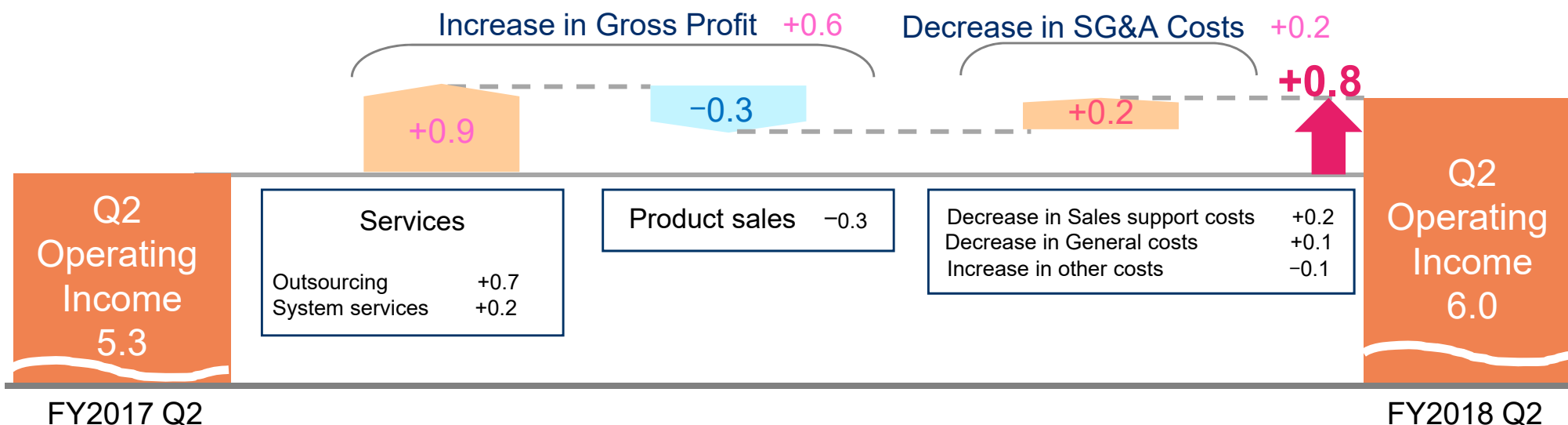
The first-half forecasts of net sales, operating income, and profit attributable to owners of parent have not been revised since they were announced on May 9, 2018. (Unit: Billion Yen)

	FY2018 Q1 Actual		FY2018 Q2 Forecast		FY2018 H1 Forecast	
	Amount	Yr/Yr	Amount	Yr/Yr	Amount	Yr/Yr
Net Sales	57.0	+0.9	76.0	+0.2	133.0	+1.1
Operating Income	1.5	+0.0	6.0	+0.8	7.5	+0.8
Profit Attributable to Owners of Parent	1.4	+0.1	3.8	+0.4	5.2	+0.5

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

【Details of Q2 (Jul-Sep) Operating Income】

(Unit: Billion Yen) (Yr/Yr changes)



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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