

Results for the 3rd Quarter FY March 2016

February 3, 2016
Nihon Unisys, Ltd.



Foresight in sight

Summary of the Results of FYMar2016 Q3

Foresight in sight

Strong product sales and system services drove up net sales.

Operating income and profit attributable to owners of parent were both boosted.

(Unit : Billion Yen)

	Q3 (Apr-Dec)		Changes	
	FYMar2016	FYMar2015		
Net Sales	188.9	180.0	+8.9	+5.0%
Gross Profit	44.8	43.4	+1.4	+3.1%
SG&A Costs	-37.2	-38.8	+1.6	+4.2%
Operating Income	7.6	4.6	+3.0	+65.5%
Profit Attributable to Owners of Parent	4.5	3.9	+0.5	+13.6%
Orders	185.7	173.4	+12.3	+7.1%
Order Backlogs	207.0	209.3	-2.3	-1.1%

<Key Points of Q3 Results>

■ Net Sales

Net sales were boosted by an increase in product sales and system service sales.

■ Operating Income

The increased net sales and further reduced SG&A costs drove up operating income.

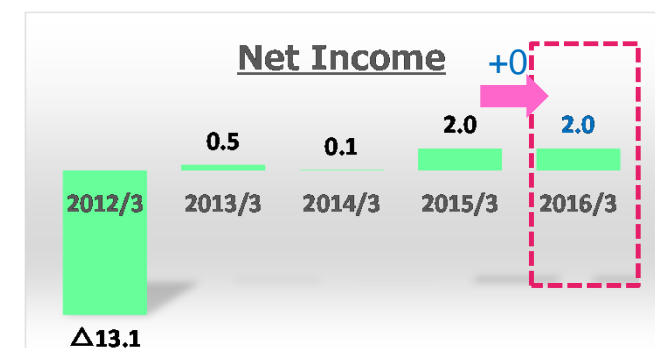
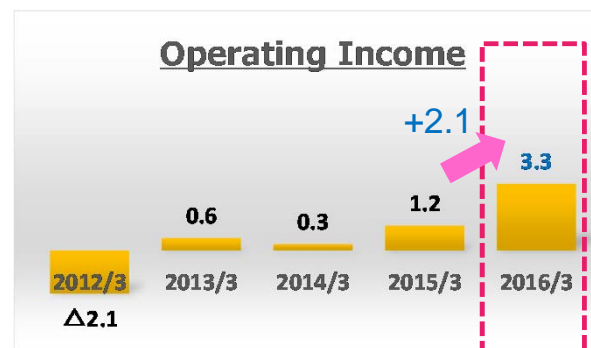
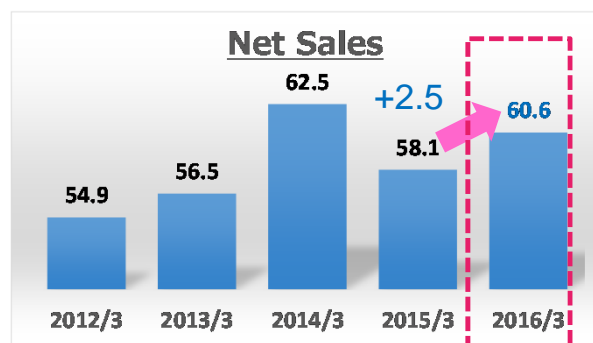
■ Profit attributable to Owners of Parent

Profit attributable to Owners of Parent increased as a result of the increase in operating income.

■ Orders and Order Backlogs

Orders mainly of product sales and system services increased. Order backlogs experienced a slight decrease partly ascribable to posting outsourcing sales.

【Reference】 5-year Changes in Q3 (Oct-Dec)

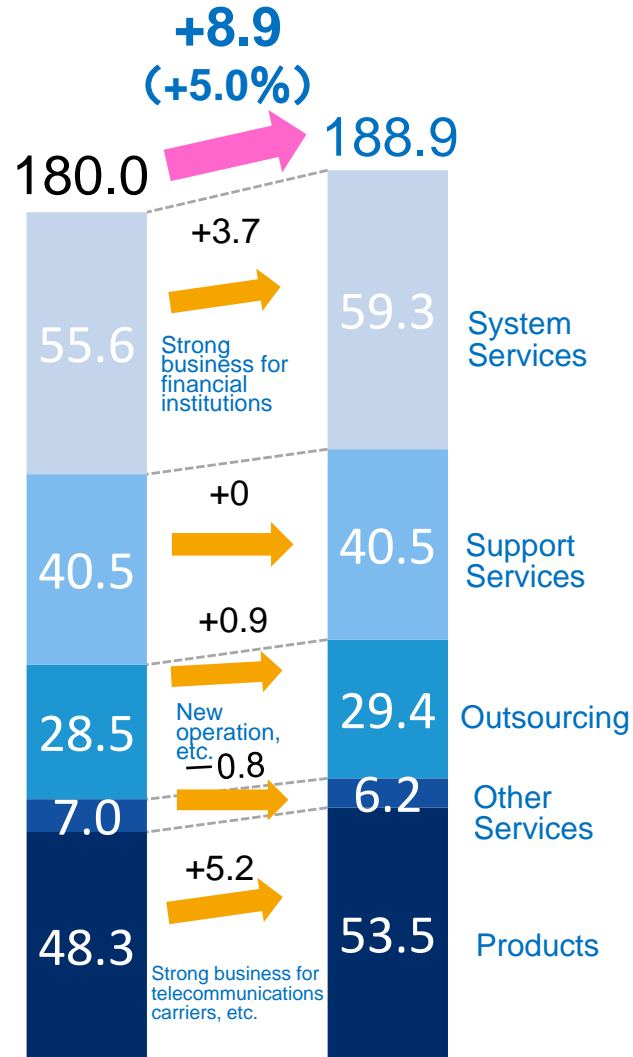


Net Sales & Gross Profit by Segment

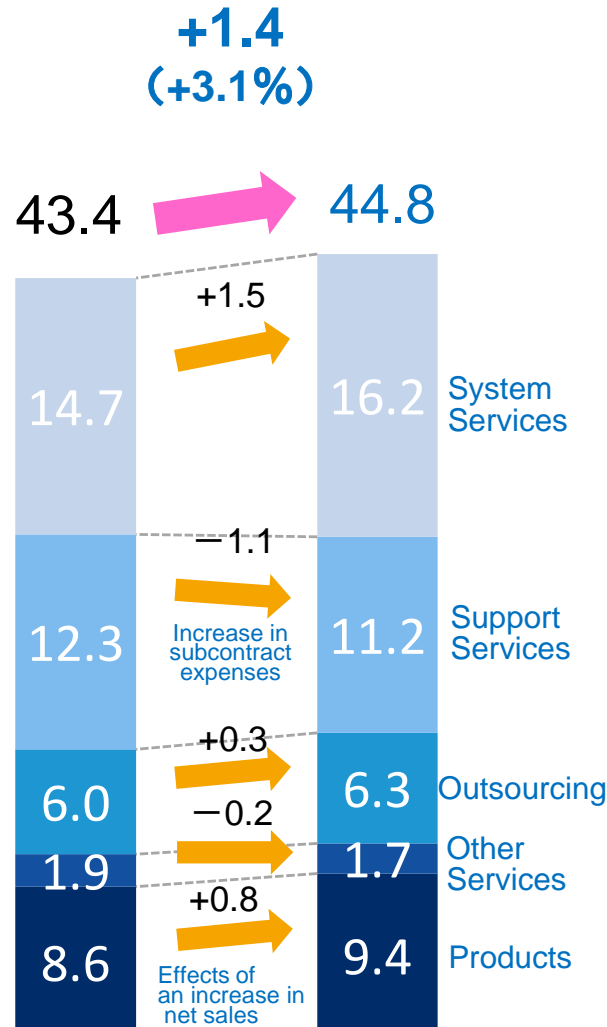
Foresight in sight

(Unit: Billion Yen)

Net Sales

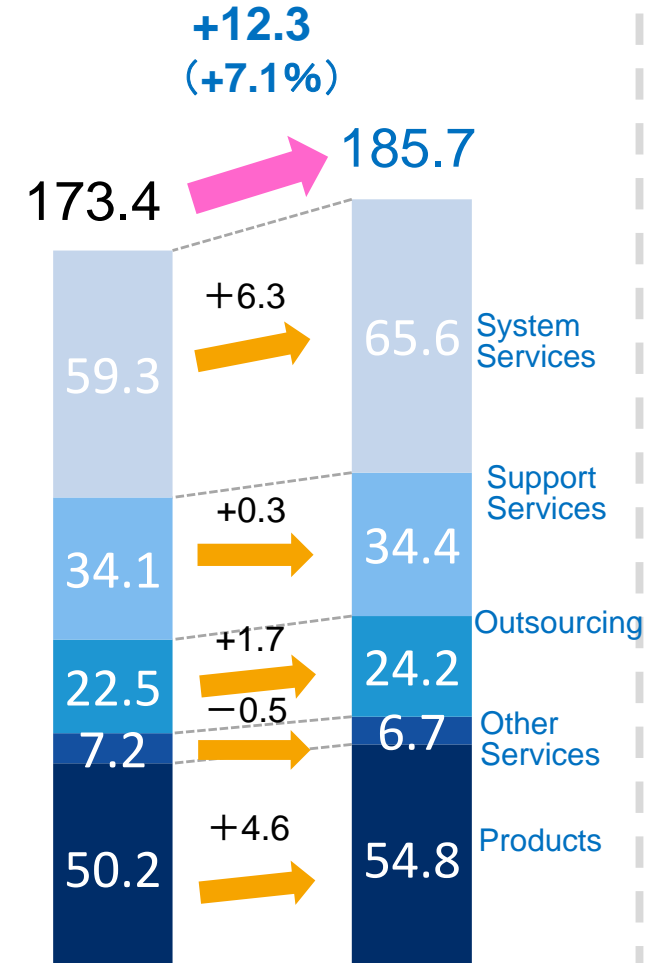


Gross Profit



【Reference】

Orders



FY Mar 2015 Q3 FY Mar 2016 Q3

(The value in brackets shows a percentage change.)

FY Mar 2015 Q3 FY Mar 2016 Q3

(The value in brackets shows a percentage change.)

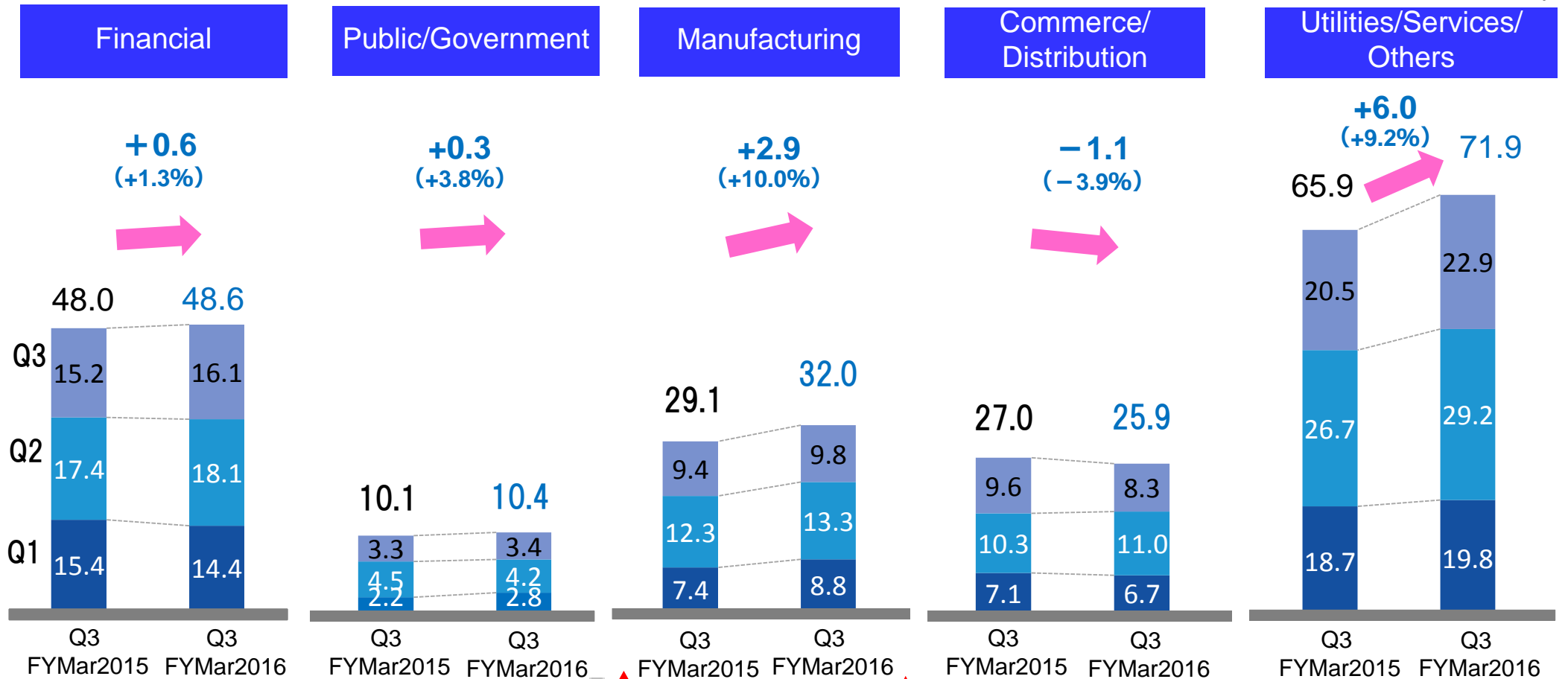
FY Mar 2015 Q3 FY Mar 2016 Q3

(The value in brackets shows a percentage change.)

Net Sales by Market

Foresight in sight

(Unit: Billion Yen)



(Financial)
We have had strong business in system renewal mainly for regional banks and Shinkin banks.

(Public/Governance)
Strong demands for system repair have continued mainly from municipalities. Regional-revitalization related businesses such as medical care have been deployed.

(Manufacturing)
An undertone of recovery has continued particularly in the automobile industry businesses

(Commerce/Distribution)
Retail and mail-order businesses have remained strong. IT related investments have been intensified in expectation of demands generated by inbound tourism.

(Utilities/Services/Others)
Network devices sales to telecommunication carriers have been strong as have the businesses targeted to their customers in cooperation with the carriers. The market has also been invigorated through projects against the backdrop of the liberalization of retail electricity sales.

Performance Forecast

Foresight in sight

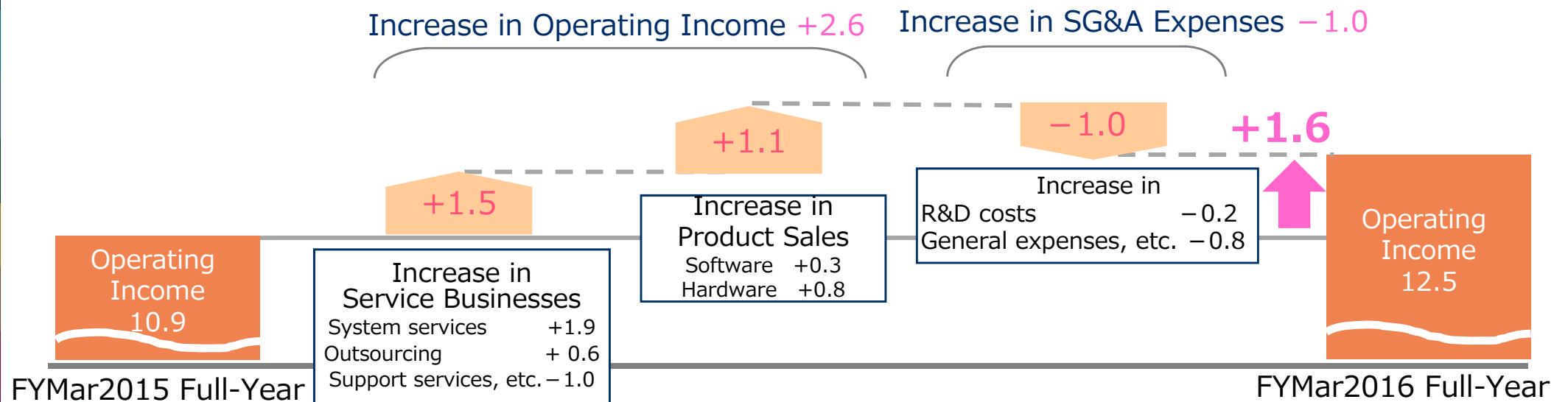
Full-year forecasts for net sales, operating income and profit attributable to owners of parent have not been revised since they were announced on November 5, 2015.

(Unit: Billion Yen)

	FYMar2016 Full-Year Forecast	FYMar2015 Full-Year Actual	Changes	
Net Sales	280.0	269.2	+10.8	+4.0%
Operating Income	12.5	10.9	+1.6	+14.4%
Profit Attributable to Owners of Parent	8.5	7.2	+1.3	+17.3%

【Details of FYMar2016 Full-Year Operating Income】

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

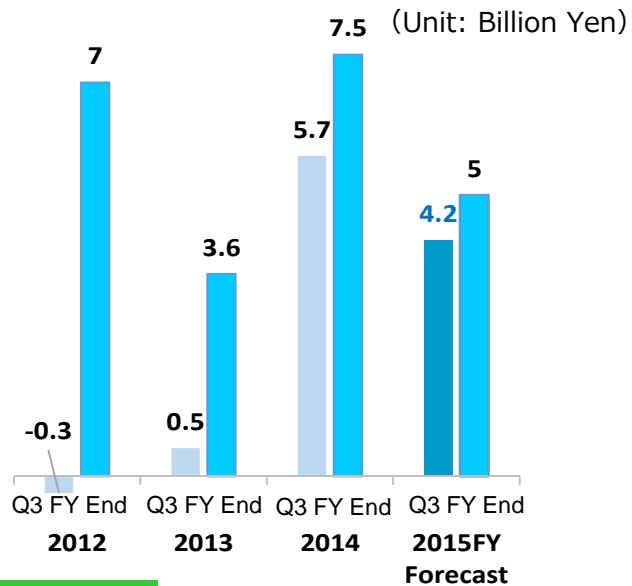


(Reference) Changes in Financial Indices and Progress under the Mid-term Management Plan

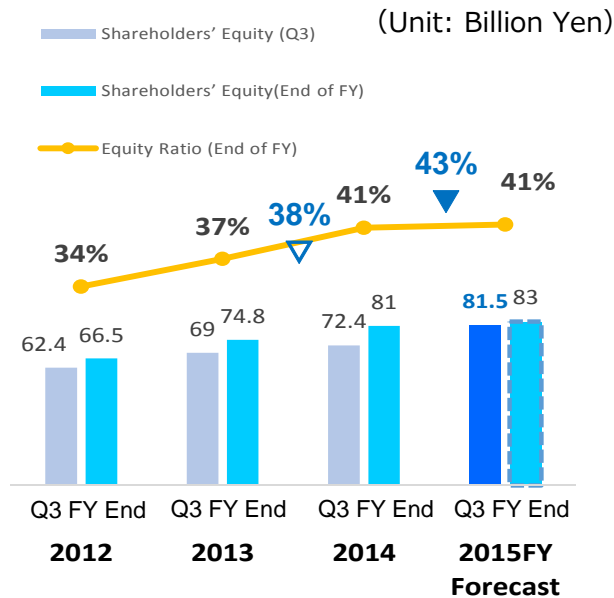
Foresight in sight

- ▼ This FY Q3 Actual
- ▽ The Previous FY Q3 Actual

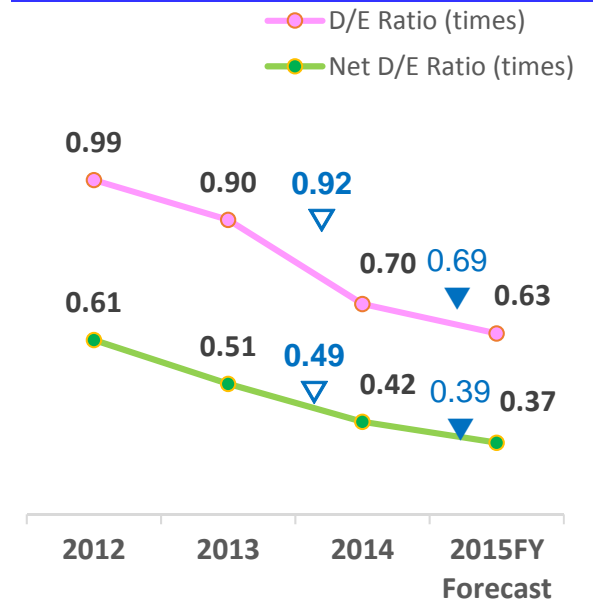
Free Cash Flow



Shareholders' Equity

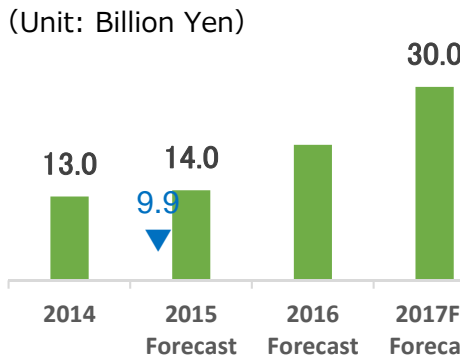


D/E Ratio

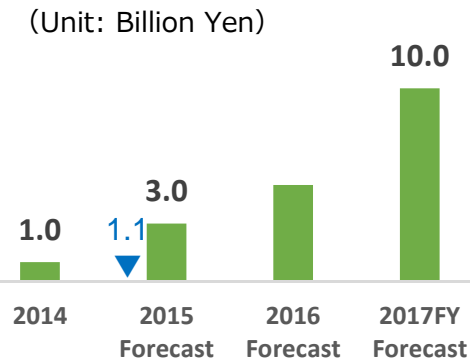


Net Sales

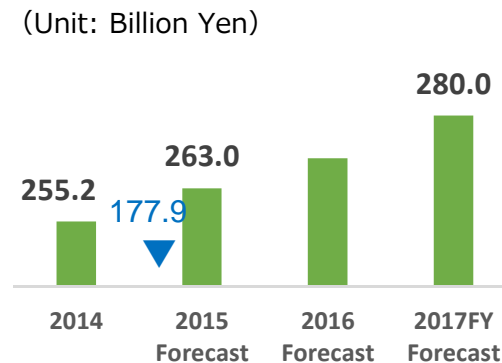
Digital Innovation



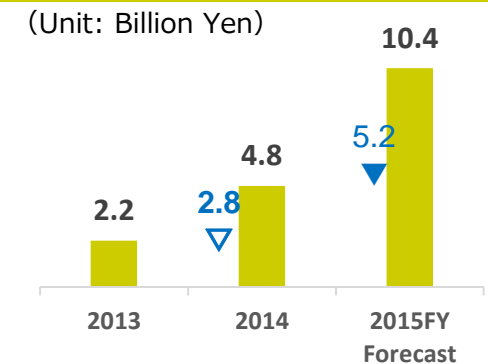
Life Innovation



Business ICT Platform



Net Sales of Cooperative Businesses with DNP



(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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