

# Results for the 1st Quarter of FY March 2018

August 1, 2017  
Nihon Unisys, Ltd.

Foresight in sight

# FY2017 Q1 Consolidated Performance Results

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Net sales were on par with Q1 of FY2016.

Product sales took the lead in driving up operating income by 15%.

(Unit: Billion Yen)

	Q1 (Apr-Jun)		Changes	
	FY2017	FY2016		
Net Sales	56.1	56.1	+0	+0.0%
Gross Profit	13.8	13.6	+0.1	+0.9%
SG&A Costs	-12.3	-12.4	+0.1	+0.6%
Operating Income	1.4	1.2	+0.2	+15.2%
(Operating Margin)	(2.6%)	(2.2%)		(0.3pts)
Profit Attributable to Owners of Parent	1.3	0.9	+0.4	+48.2%
Orders	57.5	62.0	-4.5	-7.3%
Order Backlogs	212.1	217.5	-5.4	-2.5%

## <Key Points of Q1 Performance Results>

### ■ Net sales

at the same level as the previous fiscal year were enabled by product sales and outsourcing strong enough to compensate for weak system services.

### ■ Operating income

was boosted by product sales contribution and smaller SG&A costs.

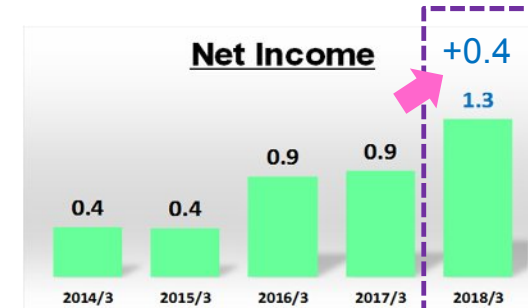
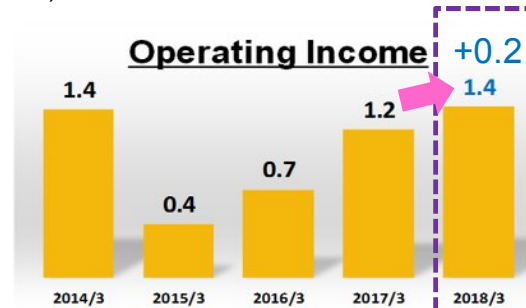
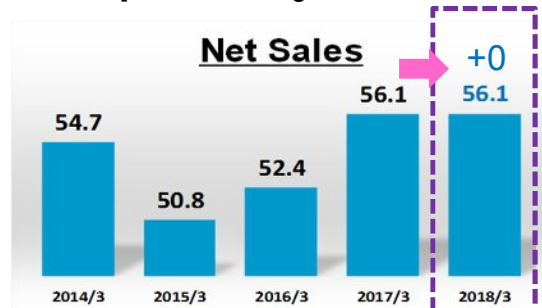
### ■ Profit attributable to owners of parent

was driven up, ascribable to the strong operating income and smaller non-operating expenses.

### ■ Orders and order backlogs

Negative repercussions after having posted an outsourcing project in the Q1 of FY2018 compromised orders, and eventually order backlogs, as well.

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



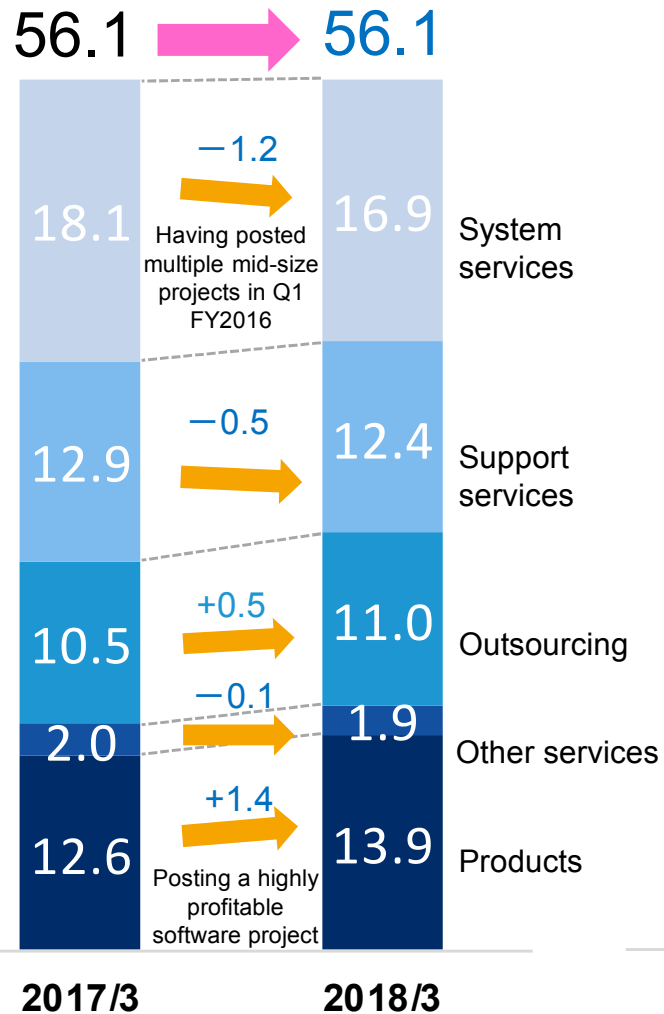
# Net Sales and Gross Profit by Segment

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(Unit: Billion Yen)

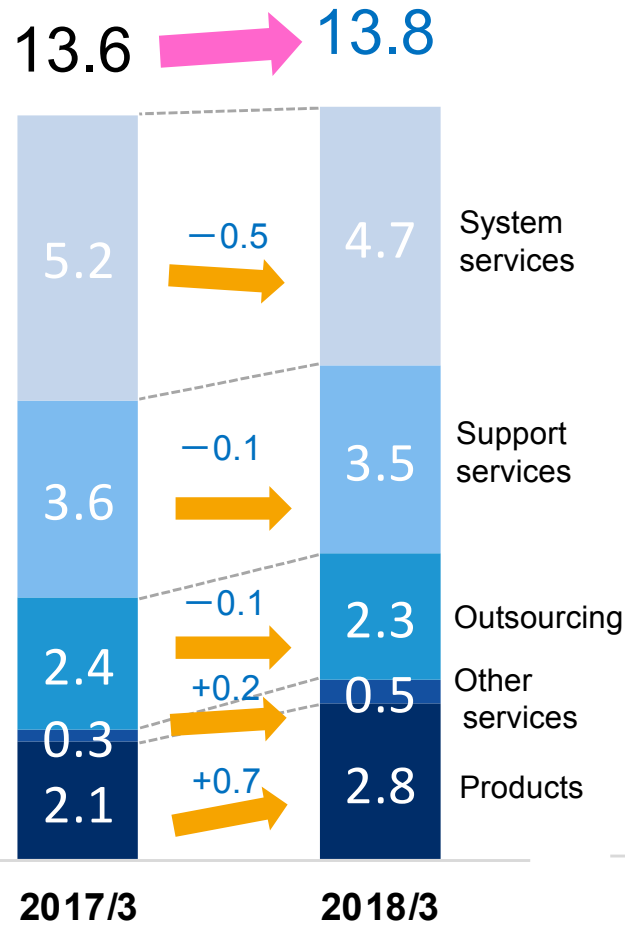
## Net Sales

**+0**  
(+0.0%)



## Gross Profit

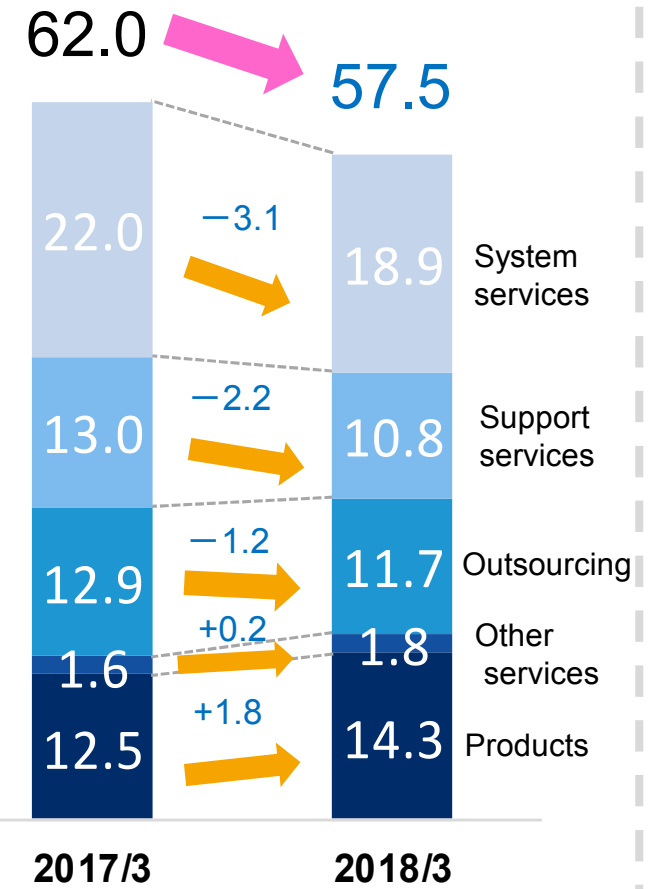
**+0.1**  
(+0.9%)



## 【Reference】

## Orders

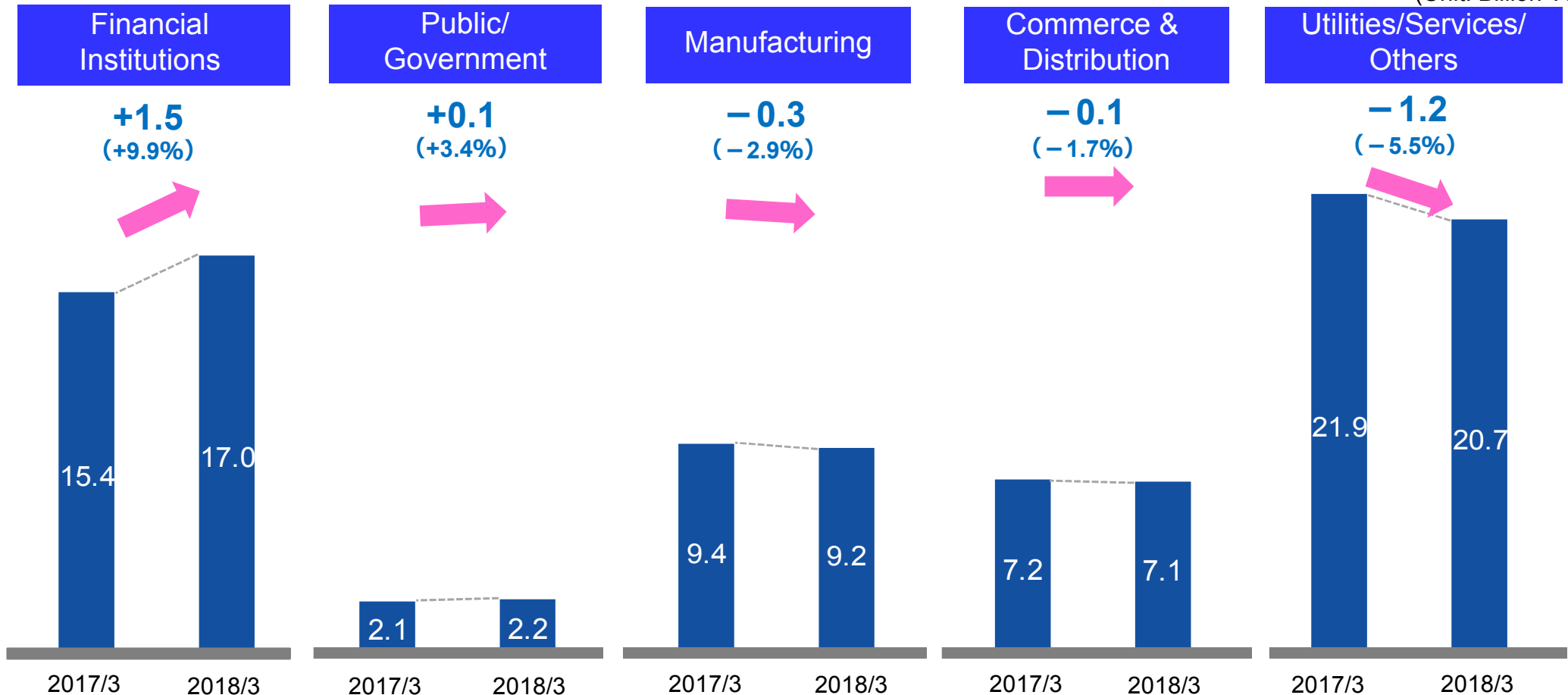
**-4.5**  
(-7.3%)



# Net Sales by Market

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(Unit: Billion Yen)



## Market Summaries

(Financial Institutions)  
BankVision began to serve its 10th bank and a different system for shinkin banks started to operate. The company was busy receiving enquiries about FinTech use, front area reinforcement, and productivity improvement.

(Public/Government)  
Projects are selected after examining risks.

(Manufacturing)  
Strong demands continued mainly from automotive businesses. Efforts were made in order to further obtain IoT-related businesses.

(Commerce & Distribution)  
The company was busy receiving enquiries from retail businesses about implementation-type solutions. Efforts have been made to enable robotics/AI to meet requirements about customer relations and back office businesses.

(Utilities/Services/Others)  
Our business of social infrastructure area was enhanced with the energy management system as the focus. Efforts have been made in order to increase sales of the cloud-based tax assignment system.

# Performance Forecast for FY2017 1H

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Forecasts of net sales, operating income and profit have not been revised since they were announced on May 9, 2017.

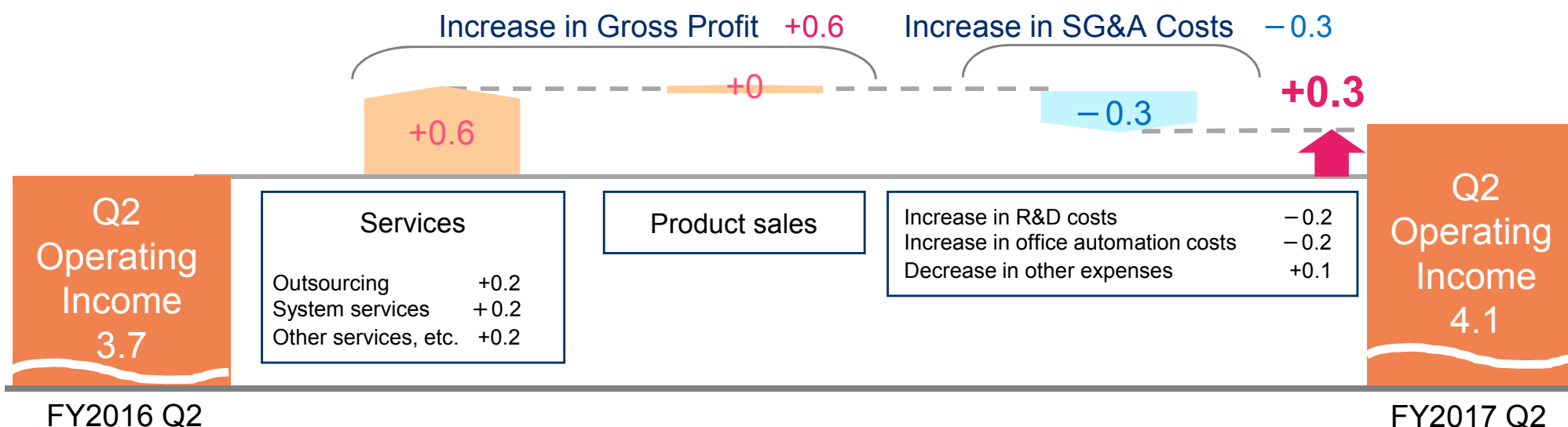
(Unit: Billion Yen)

	FY2017 Q1 Actual		FY2017 Q2 Forecast		FY2017 Forecast 1H	
	Amount	Yr/Yr	Amount	Yr/Yr	Amount	Yr/Yr
Net Sales	56.1	+0	73.9	+2.5	130.0	+2.6
Operating Income	1.4	+0.2	4.1	+0.3	5.5	+0.5
Profit Attributable to Owners of Parent	1.3	+0.4	2.4	-0.2	3.7	+0.2

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

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

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



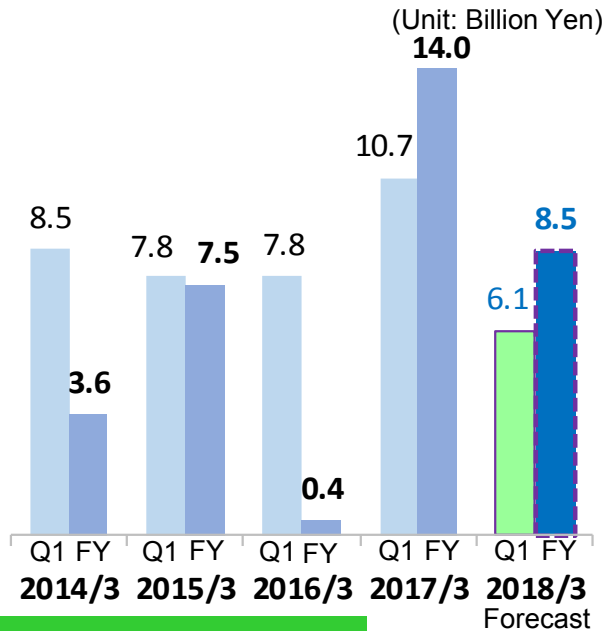
# (Reference) Changes in Financial Indices and Progress under the Mid-term Management Plan

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▼ FY2017 Q1 Actual

▽ FY2016 Q1 Actual

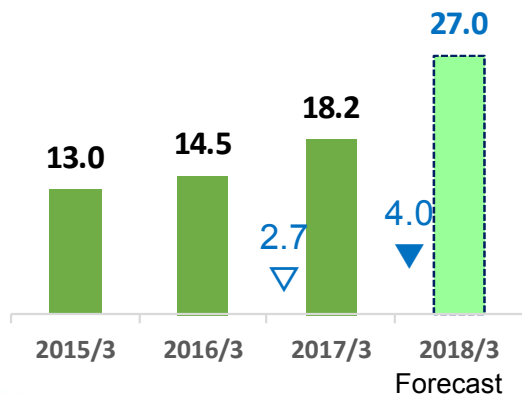
## Free Cash Flow



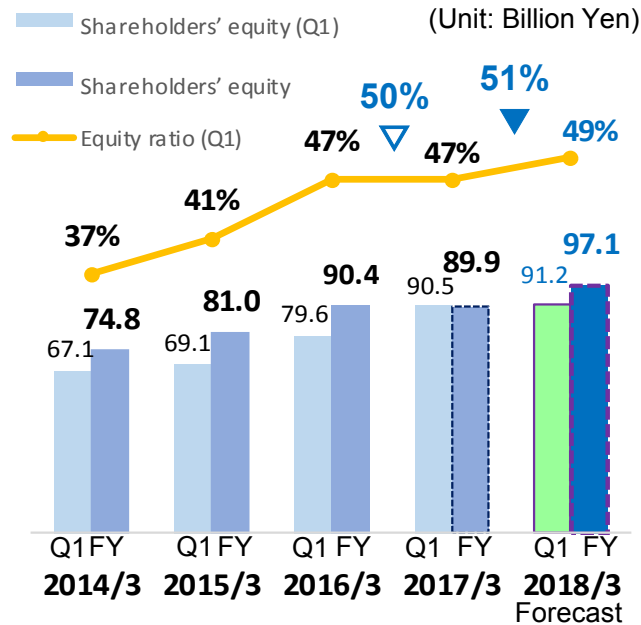
## Net Sales

## Digital Innovation

(Unit: Billion Yen)

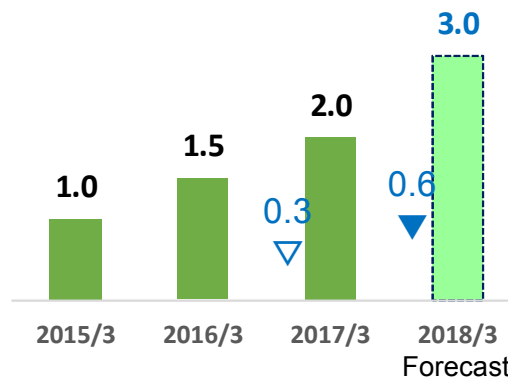


## Shareholders' Equity

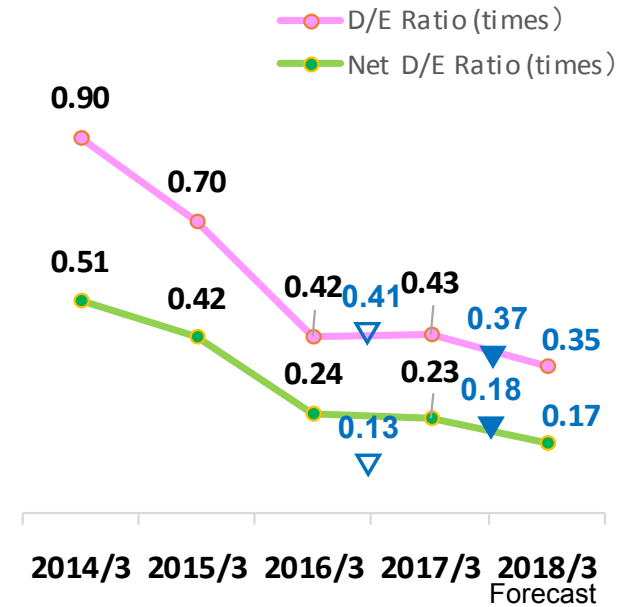


## Life Innovation

(Unit: Billion Yen)

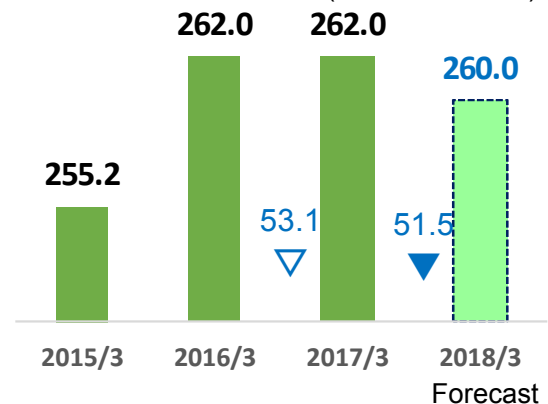


## D/E Ratio



## Business ICT Platform

(Unit: Billion Yen)



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(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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