

Results for the 1st Quarter of FY March 2017

August 2, 2016
Nihon Unisys, Ltd.

Foresight in sight

The continued business strength led by System Services and Outsourcing enabled an increase in both revenue and profits.

	Q1 (Apr-Jun)		Changes	
	FY Mar 2017	FY Mar 2016		
Net Sales	56.1	52.4	+3.7	+7.0%
Gross Profit	13.6	12.6	+1.1	+8.7%
SG&A Costs	-12.4	-11.8	-0.6	-5.0%
Operating Income	1.2	0.7	+0.5	+68.3%
Profit Attributable to Owners of parent	0.9	0.9	+0	+5.8%
Orders	62.0	52.4	+9.6	+18.3%
Order Backlogs	217.5	210.2	+7.3	+3.5%

(Unit: Billion Yen)

< Key Points of Q1 Performance Results >

■ Net Sales

Net sales were boosted by System services and Outsourcing. Products sales increased as well.

■ Operating Income

Operating income was pushed upward by the increased net sales and improved gross margin.

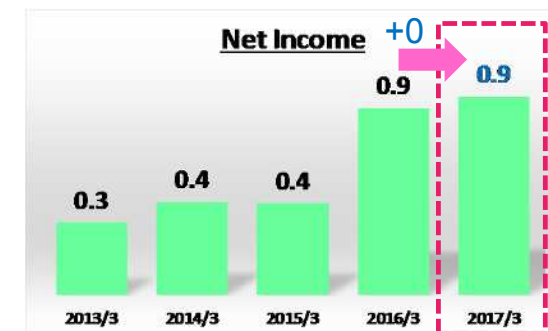
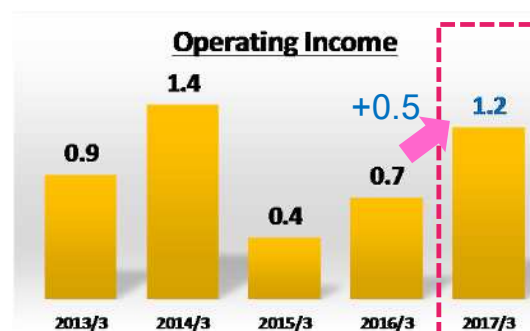
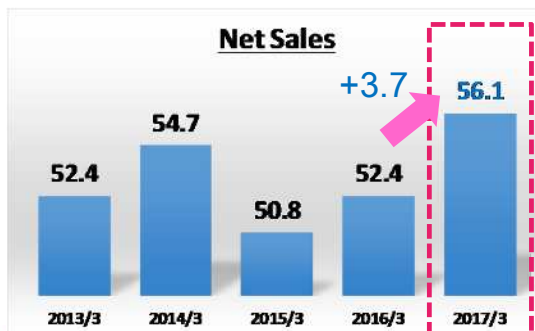
■ Profit Attributable to Owners of Parent

Profit attributable to owners of parent only slightly increased due to a decrease in gain on sales of investment securities.

■ Orders and Order Backlogs

Outsourcing drove both orders and order backlogs.

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

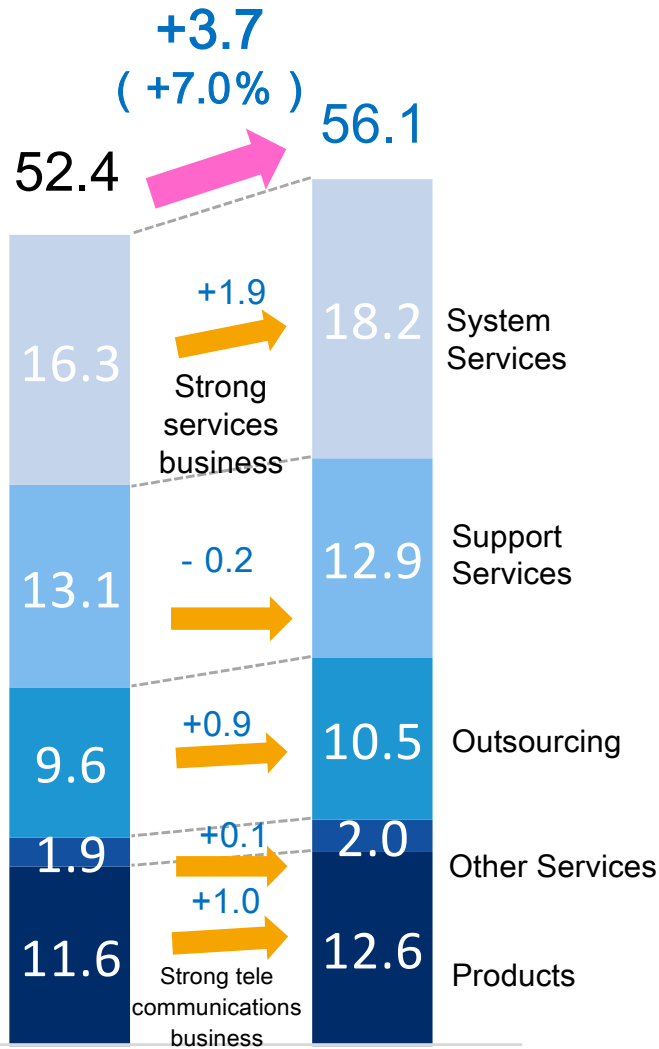


Net Sales and Gross Profit by Segment

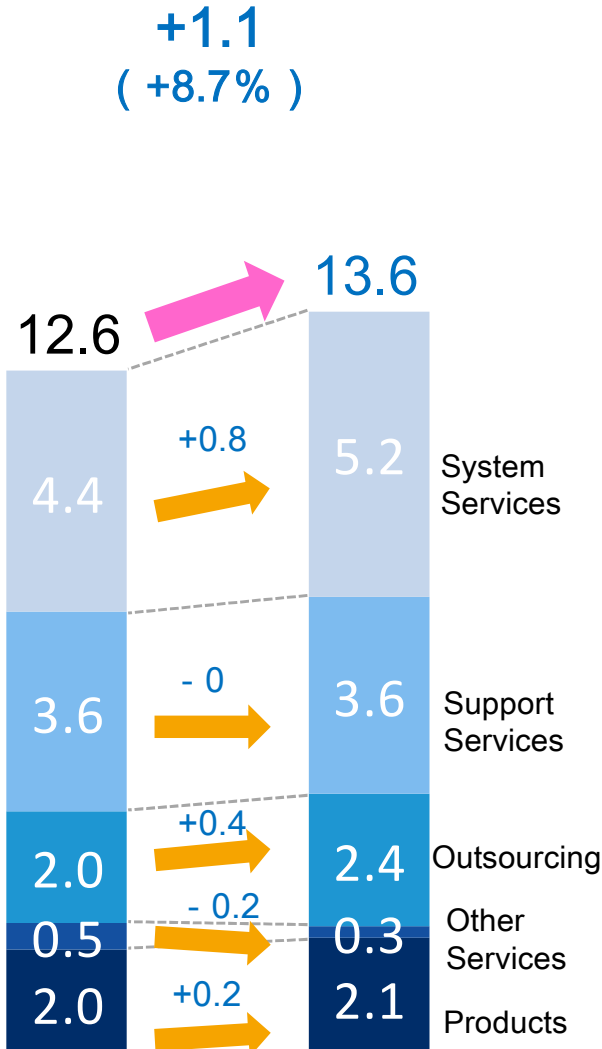
Foresight in sight

(Unit: Billion Yen)

Net Sales

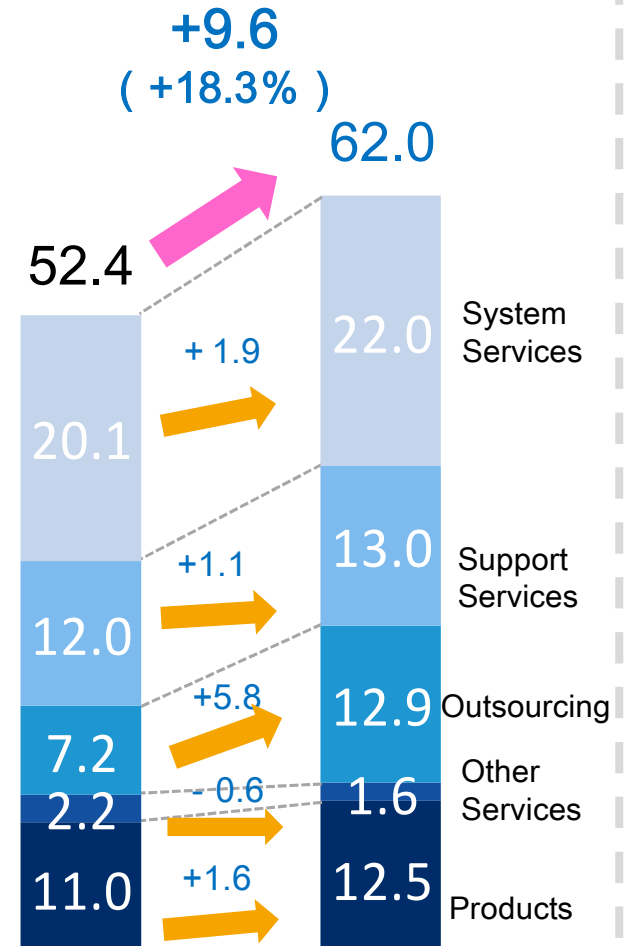


Gross Profit



【Reference】

Orders



FY Mar 2016 Q1 FY Mar 2017 Q1

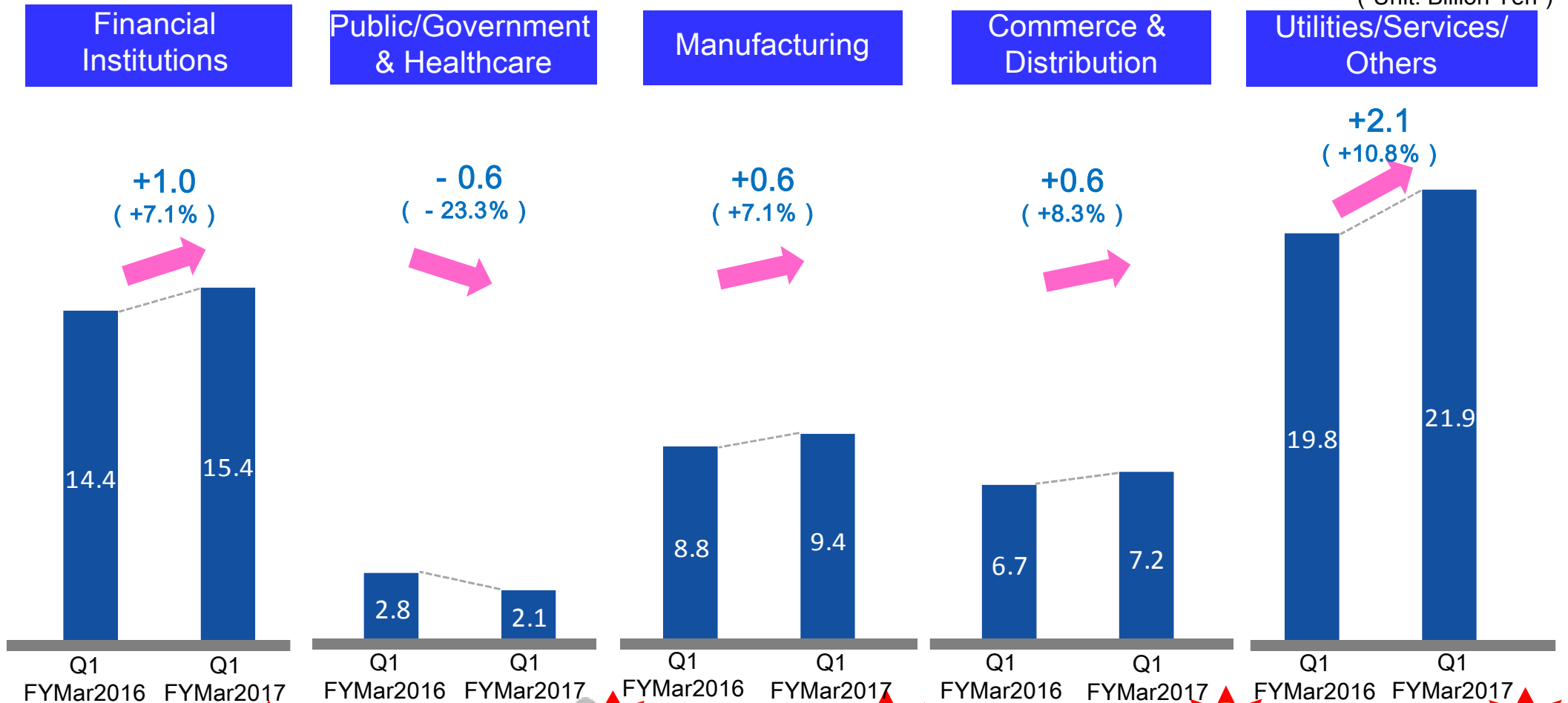
FY Mar 2016 Q1 FY Mar 2017 Q1

FY Mar 2016 Q1 FY Mar 2017 Q1

Net Sales by Market

Foresight in sight

(Unit: Billion Yen)



(Financial Institutions)
Businesses regarding system renewal for Shinkin banks remained strong. Efforts have been made in order to develop settlement-related businesses and deal with projects in response to financial system reforms.

(Public/Government & Healthcare)
Projects were selected with a priority put on risk considerations. Efforts are being made to promote regional revitalization businesses such as medical care as well as childcare businesses.

(Manufacturing)
A continued manufacturing business strength is enabled by the car industry. Efforts to deal with globalization are continuing.

(Commerce/Distribution)
Retail businesses continued to be strong. Inquiries about e-commerce solutions increased.

(Utilities/Services/Others)
Efforts to deal with projects relating to power/gas market liberalization have continued. Focus was put on energy management systems and travel.

Performance Forecast for FYMar2017 H1

Foresight in sight

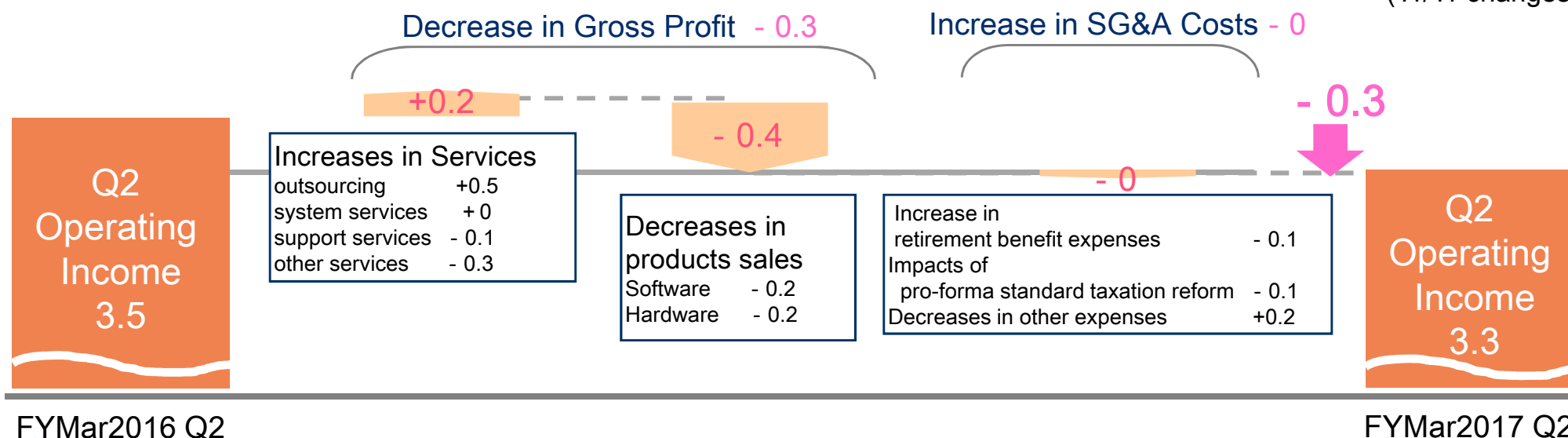
Forecasts of net sales, operating income and profit attributable to owners of parent have not been revised since they were announced on May 10, 2016. (Unit: Billion Yen)

	FYMar2017 Q1 Actual		FYMar2017 Q2 Forecast		FYMar2017 Forecast H1	
	Amount	Yr/Yr	Amount	Yr/Yr	Amount	Yr/Yr
Net Sales	56.1	+3.7	73.9	-2.0	130.0	+1.7
Operating Income	1.2	+0.5	3.3	-0.3	4.5	+0.2
Profit Attributable to Owners of Parent	0.9	+0	2.3	+0.7	3.2	+0.7

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

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

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



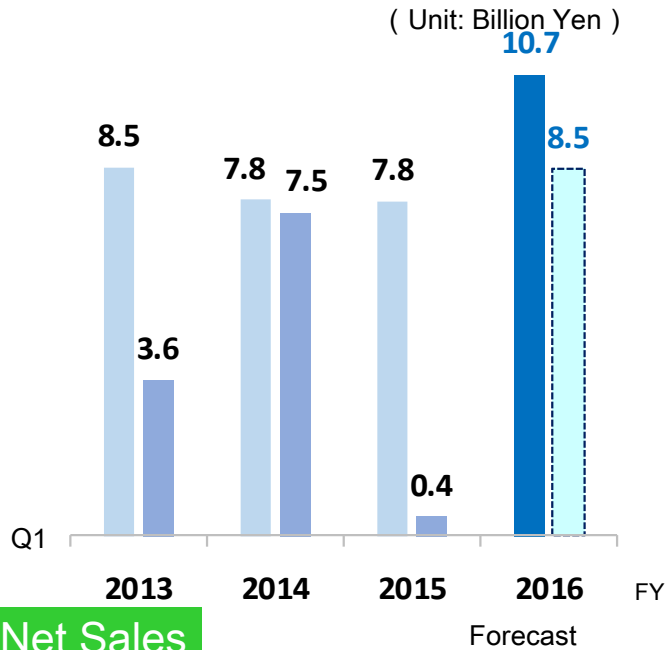
(Reference) Changes in the Financial Indices and Progress under the Mid-term Management Plan

Foresight in sight

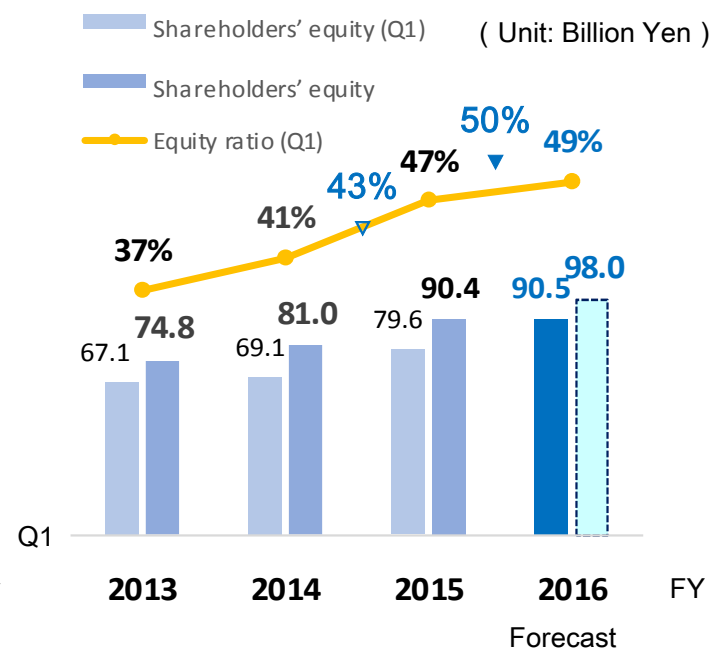
▼ FYMar2017 Q1 Actual

▽ FYMar2016 Q1 Actual

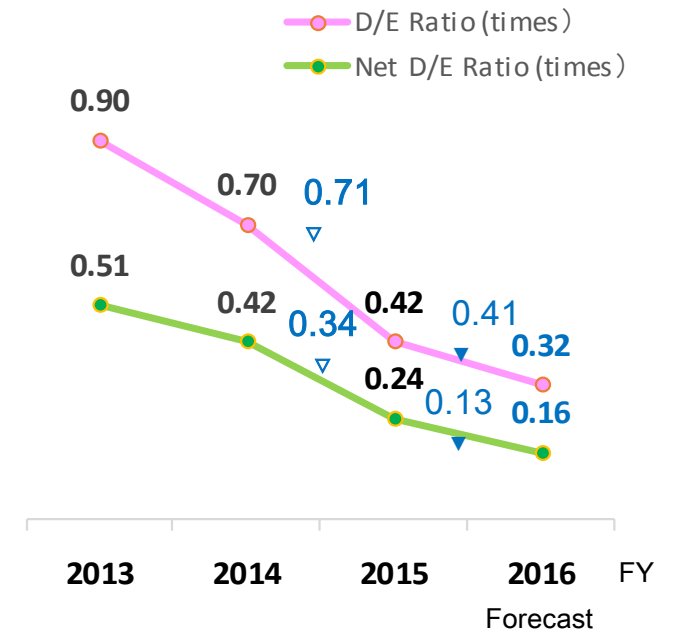
Free Cash Flow



Shareholders' Equity

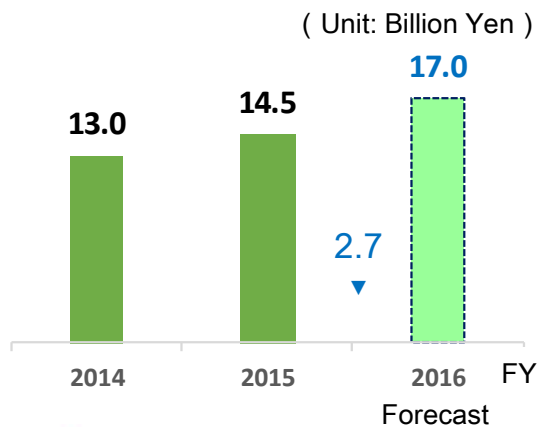


D/E Ratio

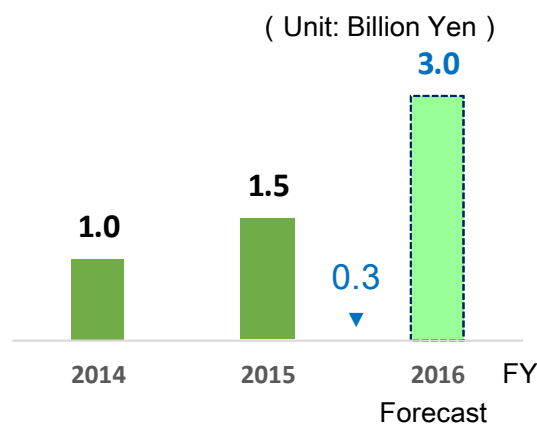


Net Sales

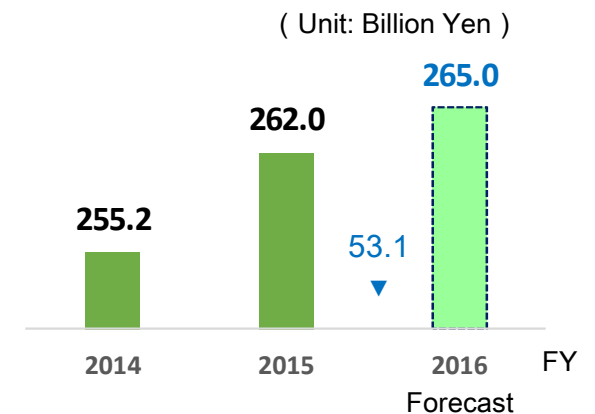
Digital Innovation



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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