

Results for the Fiscal Year Ended March 2019

May 9, 2019
Nihon Unisys, Ltd.

Foresight in sight

1 Summary of the Results for FYMar2019

2 Efforts in accordance with the Mid-term Management Plan

Results for FYMar2019

Foresight in sight

Operating income and profit attributable to owners of parent were boosted by an increase in services related to digital transformation. As a result, the income and the profit broke their records.

(Unit : Billion Yen)

	Full Year (Apr-Mar)		Changes	
	FYMar2018	FYMar2017		
Net Sales	299.0	287.0	+12.1	+4.2%
Gross Profit	73.2	68.8	+4.4	+6.3
SG&A Costs	-52.5	-52.5	+0.1	+0.1%
Operating Income	20.6	16.3	+4.3	+26.3%
(Operating Margin)	(6.9%)	(5.7%)		(+1.2pt)
Profit attributable to Owners of Parent	14.2	11.9	+2.3	+19.2%
Orders	304.9	297.0	+7.9	+2.7%
Order Backlogs	226.6	220.7	+5.8	+2.6%

<Key Points>

■ Net sales

Net sales of system services and outsourcing services increased.

■ Operating income

The increase in net sales and an improved profitability of system services boosted operating income.

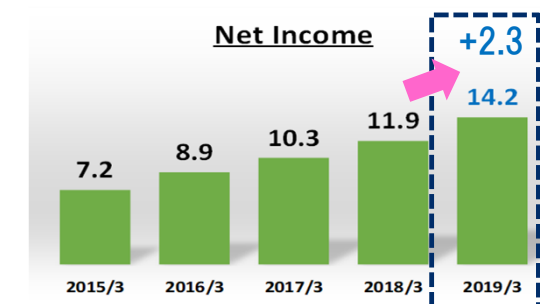
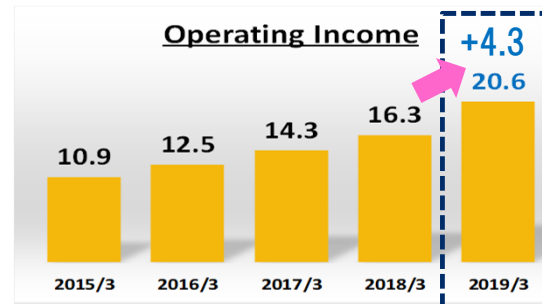
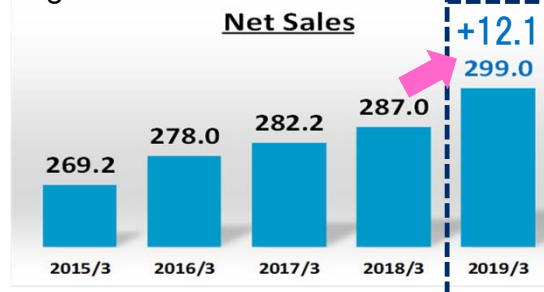
■ Profit attributable to owners of parent

The increase in operating income enabled a record-breaking profit attributable to owners of parent.

■ Orders and order backlogs

Orders and order backlogs both increased on the basis of steadily accumulated system services.

■ Changes in the Full-Year Results (Unit : Billion Yen)

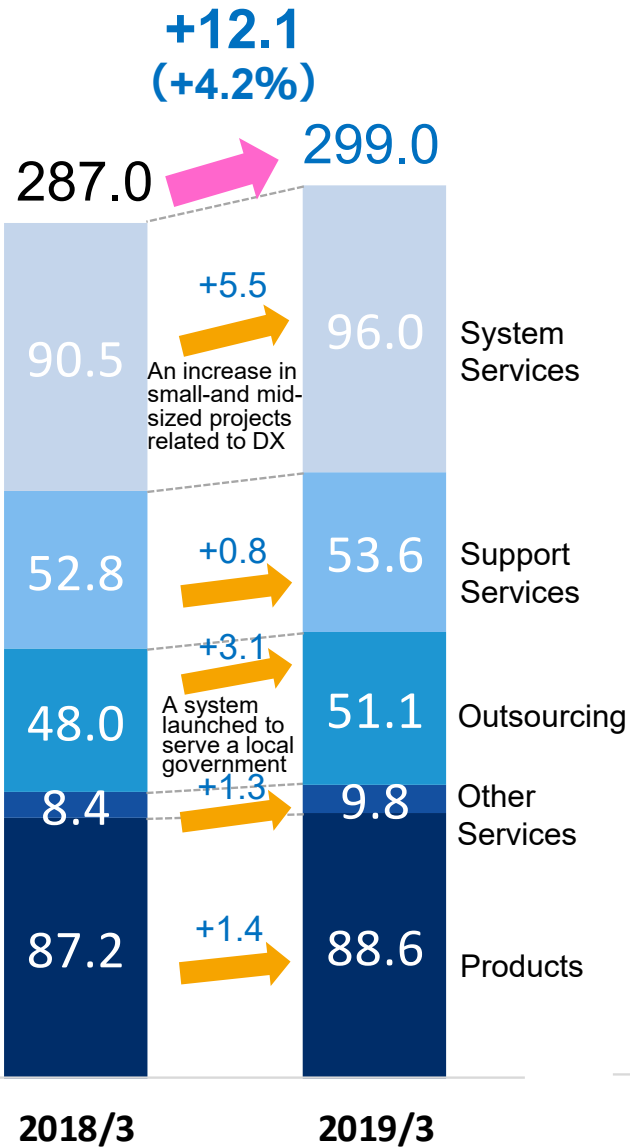


Net Sales and Gross Profit by Segment

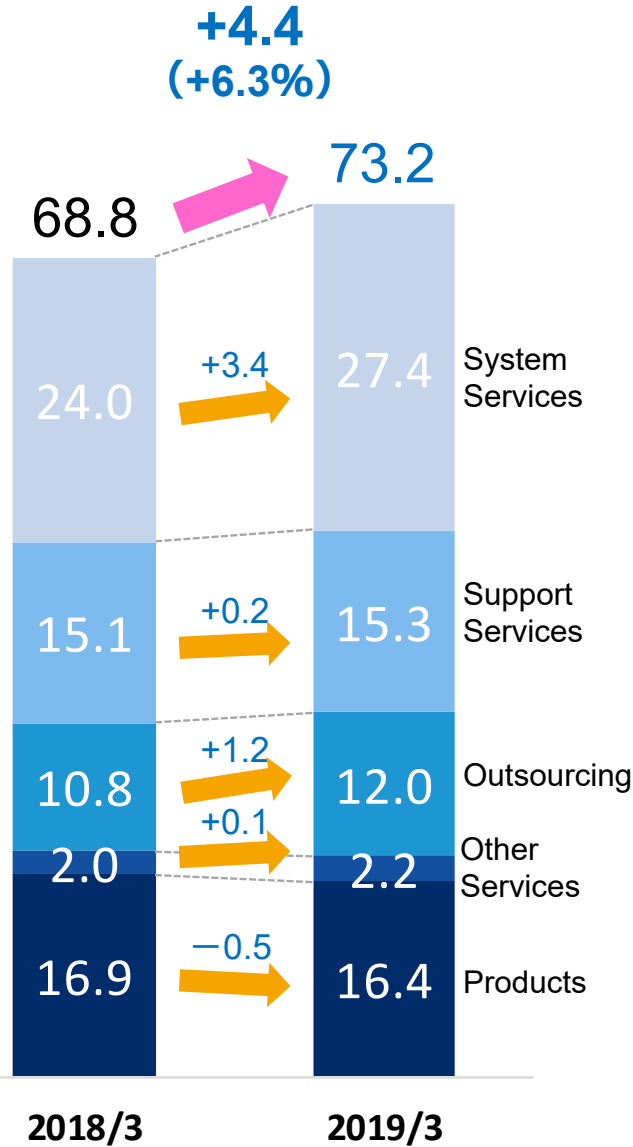
Foresight in sight

(Unit : Billion Yen)

Net Sales

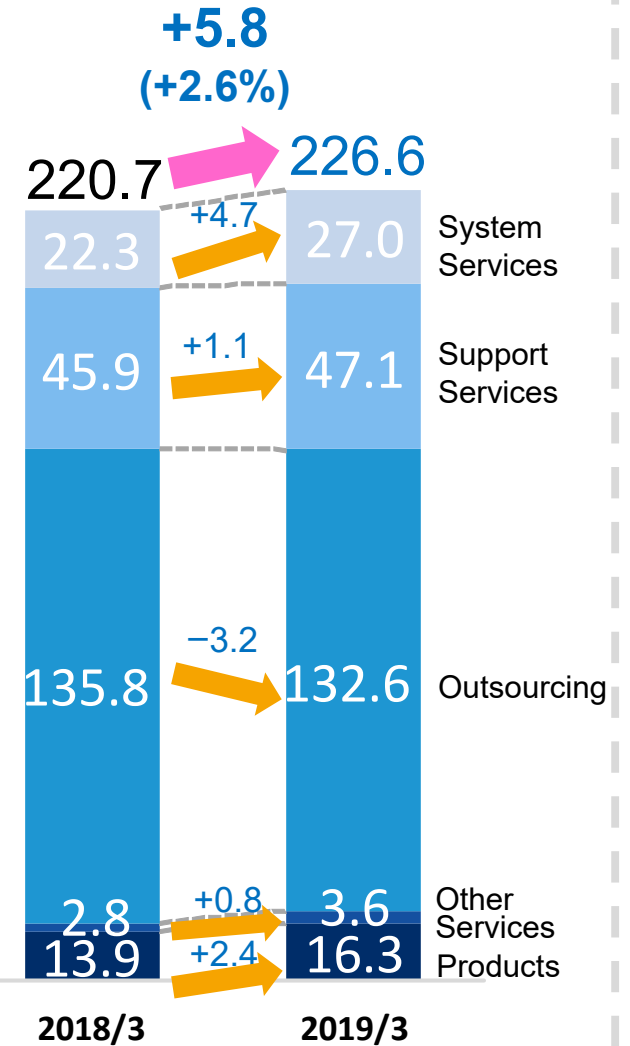


Gross Profit



【 Reference 】

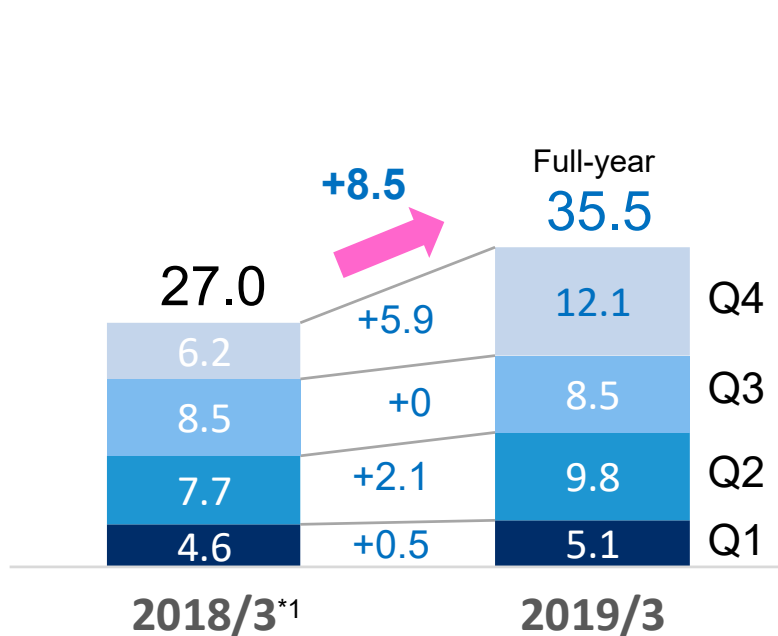
Orders Backlogs



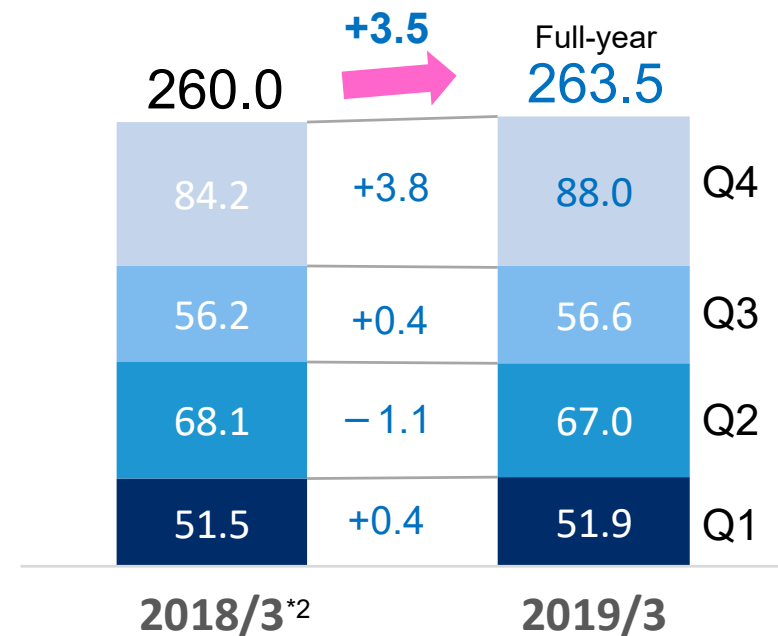
(Unit: Billion Yen)

Net Sales

Focal Areas



ICT Core Areas



- Platform businesses in the MaaS area mainly through car-sharing schemes have been increasing.
- Sales from DX-related system development have been strong.
- The transaction volume by QR and bar code payment/settlement services have been increasing.
- 'Resonatex[®]', an open API platform, has been implemented more.
- We posted large-scale AI-related hardware sales in Q4.

*1 The 2018/3 bar indicates the total of 'Digital Innovation' and 'Life Innovation' net sales defined in the previous mid-term management plan.

- Strong sales were continuously enabled through system development projects for a broad range of businesses such as financial institutions, manufacturers, distributors, and service firms.
- Our subsidiaries also have expanded their IT outsourcing services.

*2 The 2018/3 bar indicates the 'Business ICT Platform' net sales defined in the previous mid-term management plan.

Full-Year Performance Forecast for FYMar2020

Foresight in sight

We plan an increase in net sales, operating income and profit attributable to owners of parent, on the basis of an accumulation of order backlogs and by promoting efforts to improve profitability.

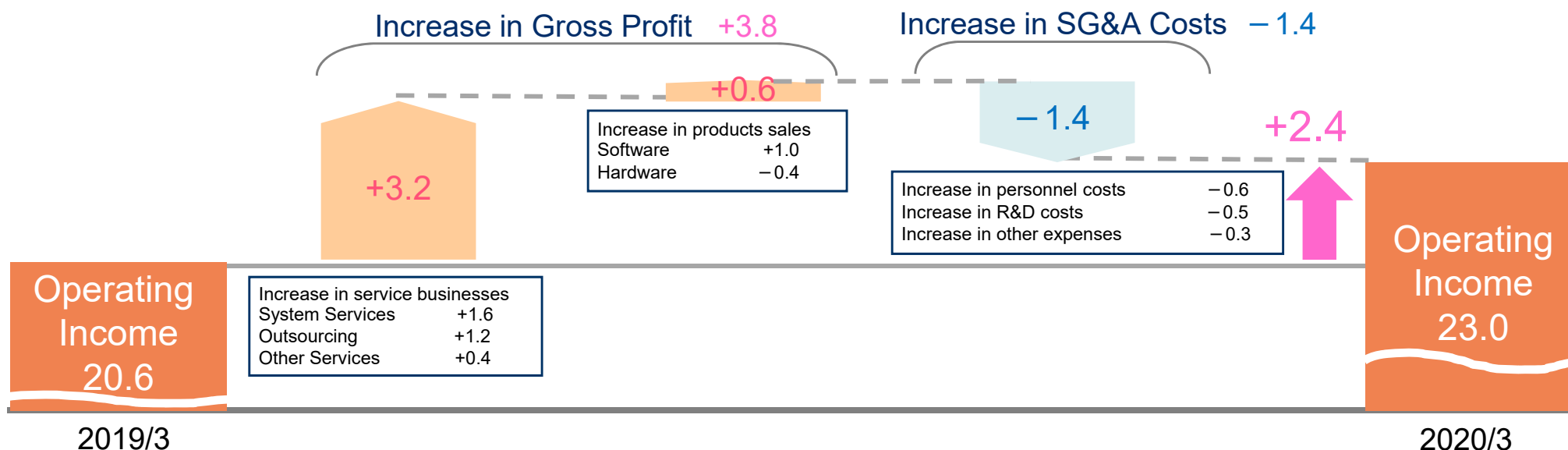
(Unit : Billion Yen)

	FYMar2019 Full-Year Actual			FYMar2020 Full-Year Forecast		
	Amount	Yr/Yr Changes		Amount	Yr/Yr Change	
Net Sales	299.0	+12.1	+4.2%	307.0	+8.0	+2.7%
Operating Income	20.6	+4.3	+26.3%	23.0	+2.4	+11.5%
(Operating Margin)	(6.9%)		(+1.2pt)	(7.5%)		(+0.6pt)
Profit attributable to Owners of Parent	14.2	+2.3	+19.2%	16.0	+1.8	+12.4%

(Note) See the supplementary material for the full-year forecast breakdown.

【Operating Income Changes】

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



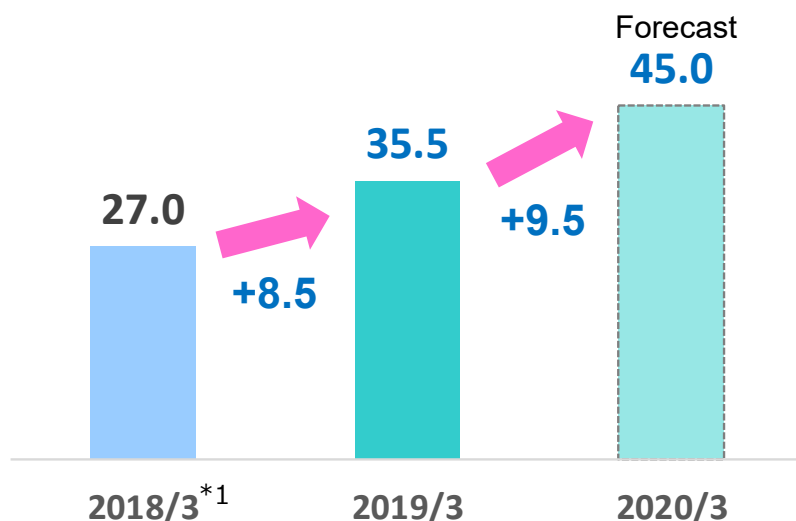
Full-Year Performance Forecast for FYMar2020 (Focal Areas)

Foresight in sight

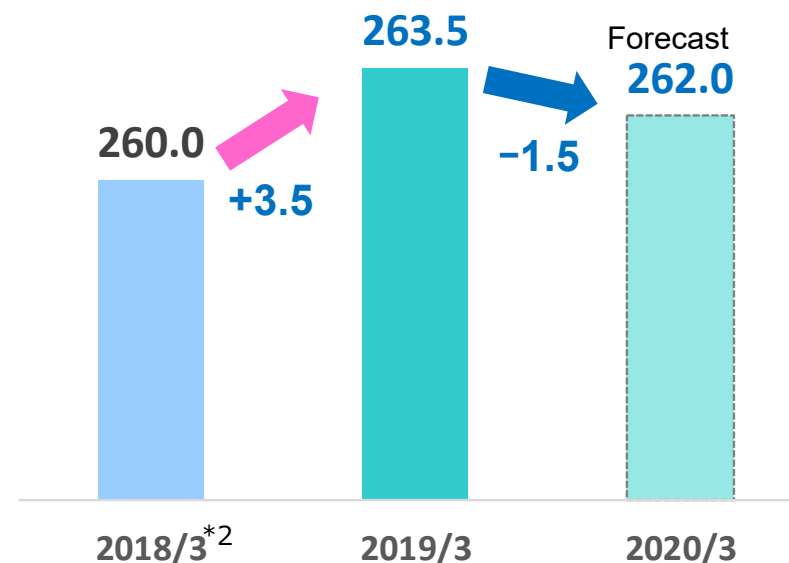
(Unit: Billion Yen)

Net Sales

Focal Areas



ICT Core Areas



- Further increase in the businesses of energy management area and MaaS area
- Promotion of services to help increase productivity through the use of new technologies such as AI and robots
- Increase in the businesses of QR and bar code payment/settlement area
- Performance track records of 'Resonatex[®]' services of business coordination have been accumulated. Use digital data generated from the 'Resonatex[®]' cashless transactions. Furthermore, promote the 'Resonatex[®]' services to coordinate non-banking businesses with banking businesses.

- Steady demands in a broad range of areas. Examine risks and select projects.
- Promotion of measures to improve productivity through sharing and re-using knowledge and expertise, in order to further improve profitability.

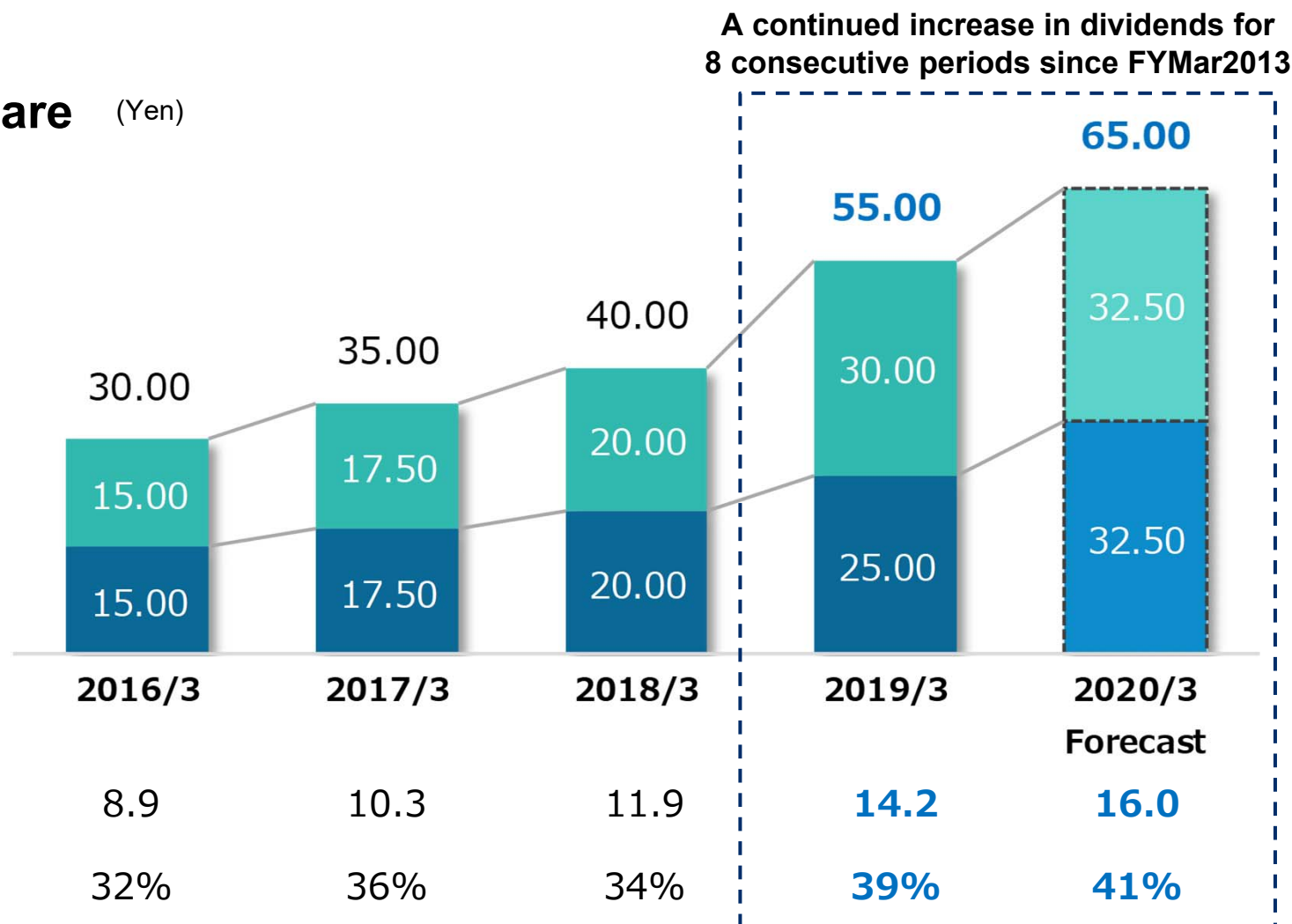
*1 The 2018/3 bar indicates the total of 'Digital Innovation' and 'Life Innovation' net sales defined in the previous mid-term management plan.

*2 The 2018/3 bar indicates the 'Business ICT Platform' net sales defined in the previous mid-term management plan.

- ✓ FY March 2019: expected annual dividends ¥55 per share
(up by ¥15 compared with the previous fiscal year, up by ¥5 compared with the plan)
- ✓ FY March 2020: expected annual dividends ¥65 per share

Dividends per Share (Yen)

- Year-end Dividend
- Mid-term Dividend

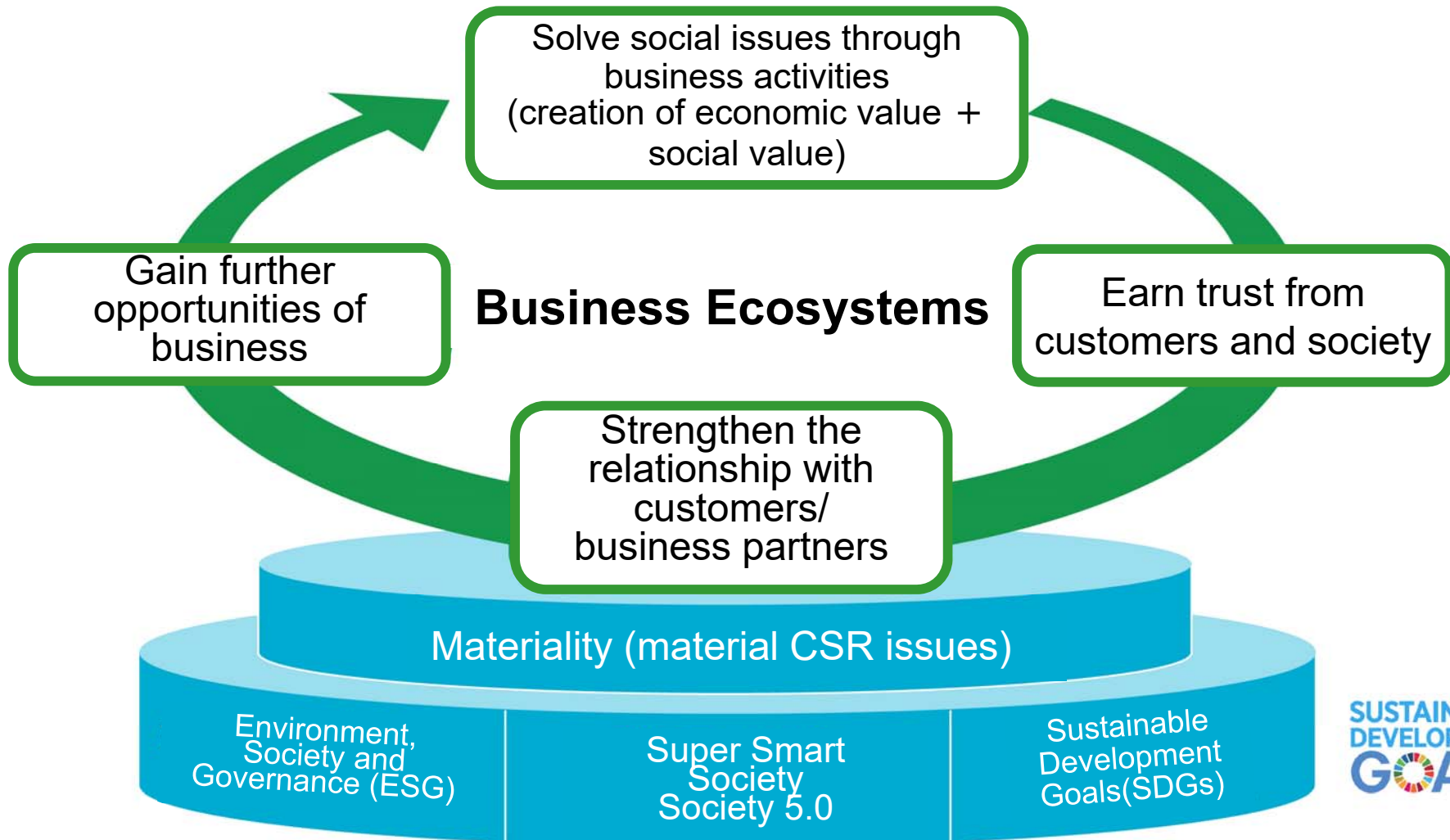


1 Summary of the Results for FYMar2019

2 Efforts in accordance with the Mid-term Management Plan

Become a sustainable company following a cycle of sustainable growth that is predicated on solving, through business activities in our areas of focus, social issues that lie behind issues experienced by customers

Sustainable Growth Cycle for the Nihon Unisys Group



Promote business digitization in coordination with financial institutions and companies in order to improve convenience for ordinary citizens and revitalize industries. They experience economic disparities that are widened between large cities and local regions.

Reform business environments and improve business productivity through the use of IoT and AI technologies. Issues of aging public infrastructure as well as aging engineer population are experienced in the environments.



Re-create relationships among manufacturers, wholesalers/retailers and consumers by accelerating efforts of business digitization and visualizing economic activities. The purpose is to improve convenience of ordinary citizens and revitalize industries.

Enable comfortable environments for ordinary citizens who suffer issues such as population concentration in urban areas and labor demand-supply gap, by coordinating services such as energy, transportation, health care and tourism.

Sustainable Energy Society



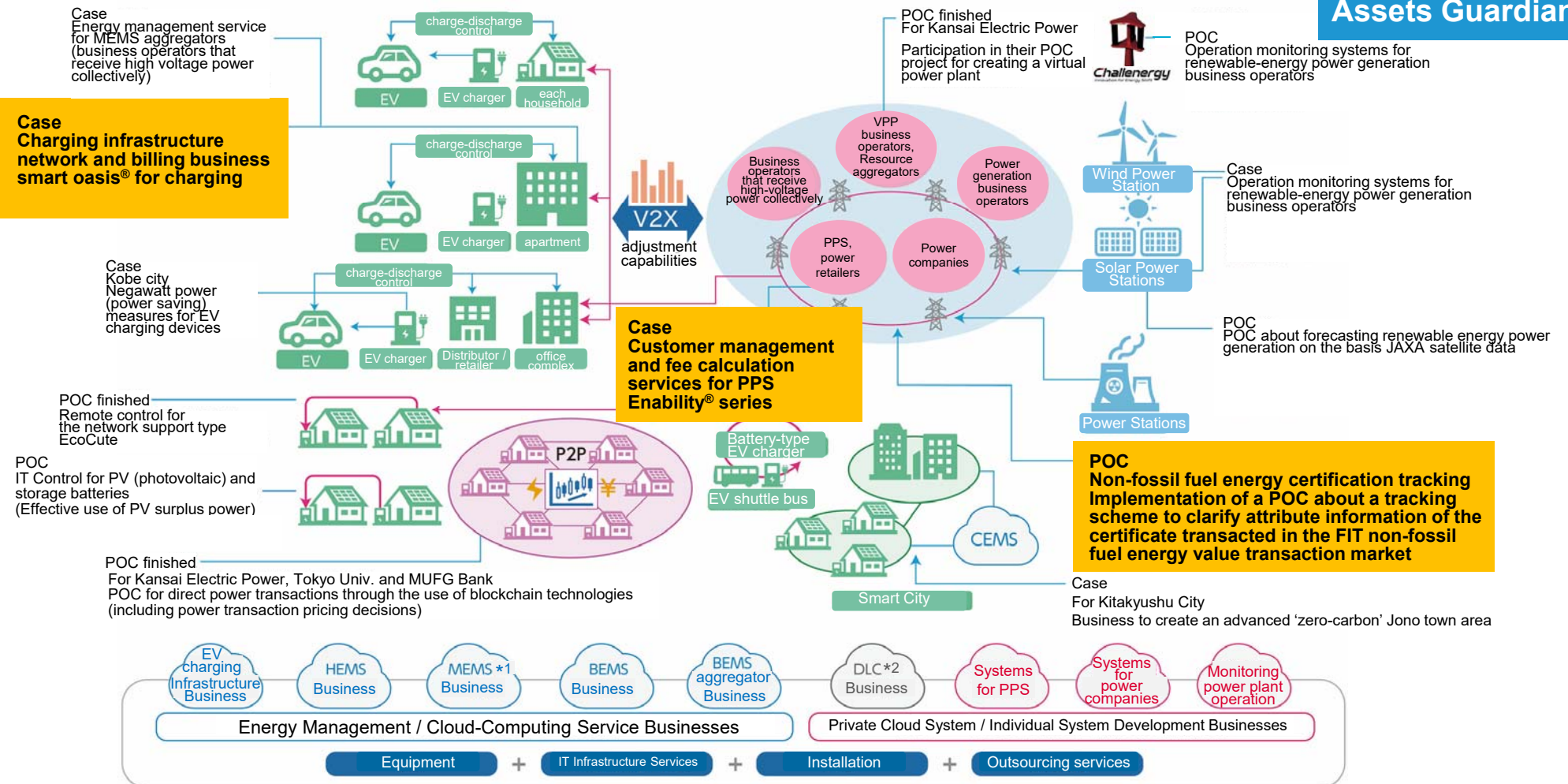
Neobanks

Digital Acceleration

Smart Towns

Assets Guardian

Contribute to creating a clean and sustainable energy society.



Case Energy management service for MEMS aggregators (business operators that receive high voltage power collectively)

POC finished For Kansai Electric Power Participation in their POC project for creating a virtual power plant

POC Operation monitoring systems for renewable-energy power generation business operators

Case Operation monitoring systems for renewable-energy power generation business operators

POC POC about forecasting renewable energy power generation on the basis JAXA satellite data

POC finished Remote control for the network support type EcoCute

POC IT Control for PV (photovoltaic) and storage batteries (Effective use of PV surplus power)

POC finished For Kansai Electric Power, Tokyo Univ. and MUFG Bank POC for direct power transactions through the use of blockchain technologies (including power transaction pricing decisions)

Case For Kitakyushu City Business to create an advanced 'zero-carbon' Jono town area

*1 MEMS: Mansion Energy Management System *2 DLC: Direct Load Control

Towards Smart Living



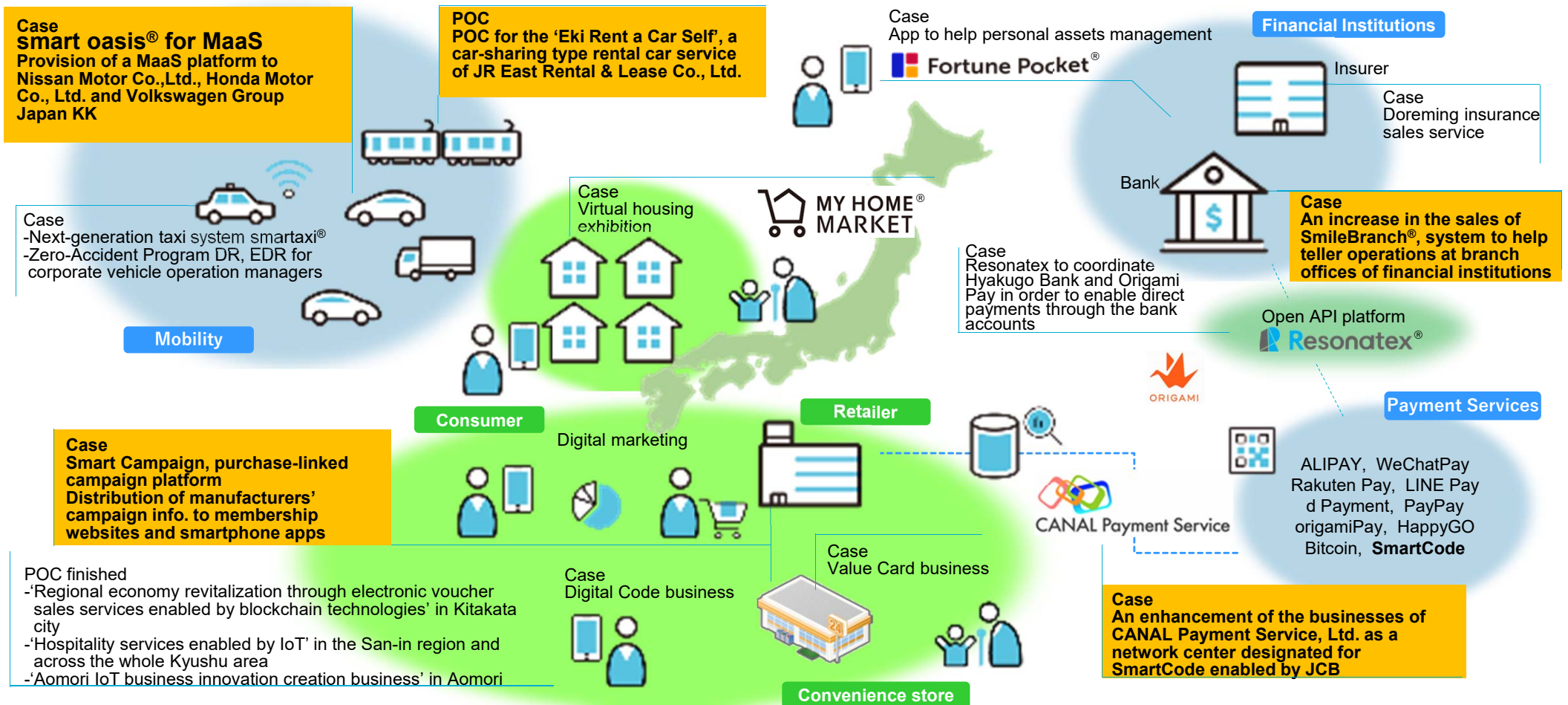
Neobanks

Digital Acceleration

Smart Towns

Assets Guardian

Creation of a smart consumption society enabled through sharing/cashless economy

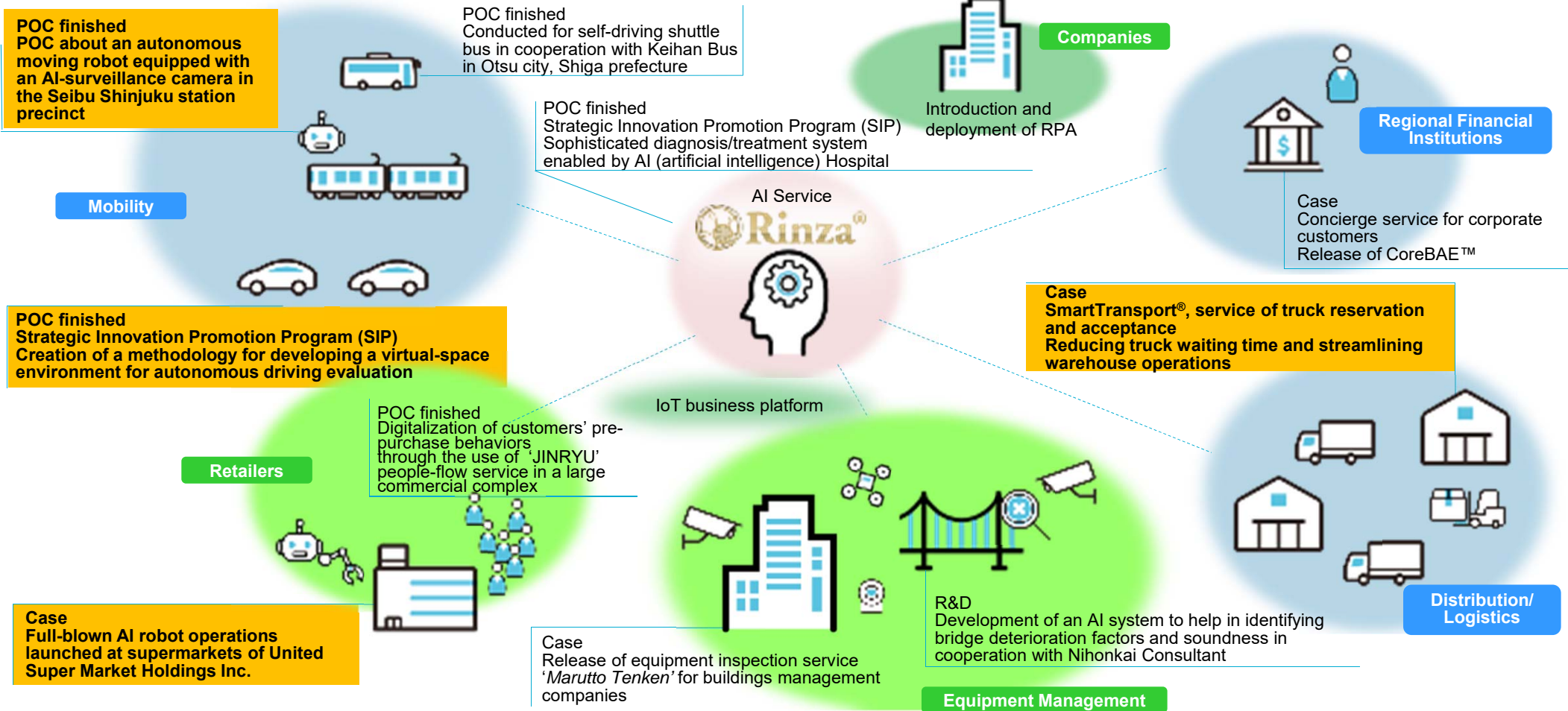


Responses to society experiencing a declining labor force



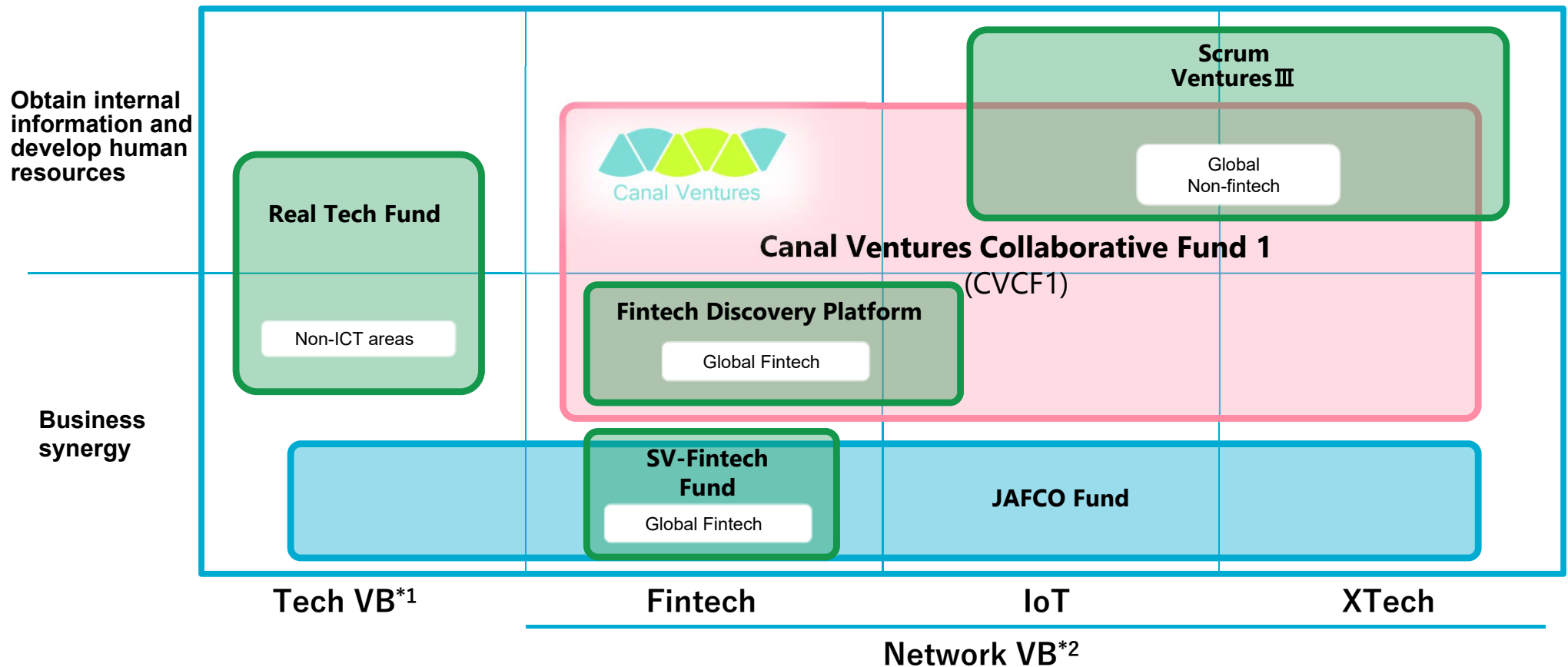
- Neobanks
- Digital Acceleration
- Smart Towns
- Assets Guardian

Contribute to improving labor productivity towards a sustainable economic growth through the use of new technologies such as AI and robots.



Strategic investments

Our investment into start-up companies



*1 Tech VB
Venture businesses (start-ups) that have R&D type innovative technologies in the machine engineering and biotechnology fields

*2 Network VB
Venture businesses (start-ups) that grow on the basis of capabilities and human networks of people in management jobs and creation of eco systems

Reform of corporate culture



Aim to strengthen capabilities for proactively creating values and design business ecosystems

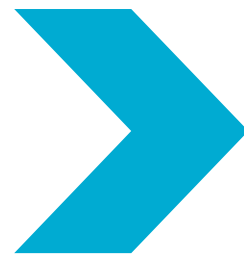
- Human Resource Foresight™

Strategic personnel system reforms
- Workstyle Foresight®

**Workstyle reforms
Organizational reforms
Workforce reforms**
- Diversity Foresight®

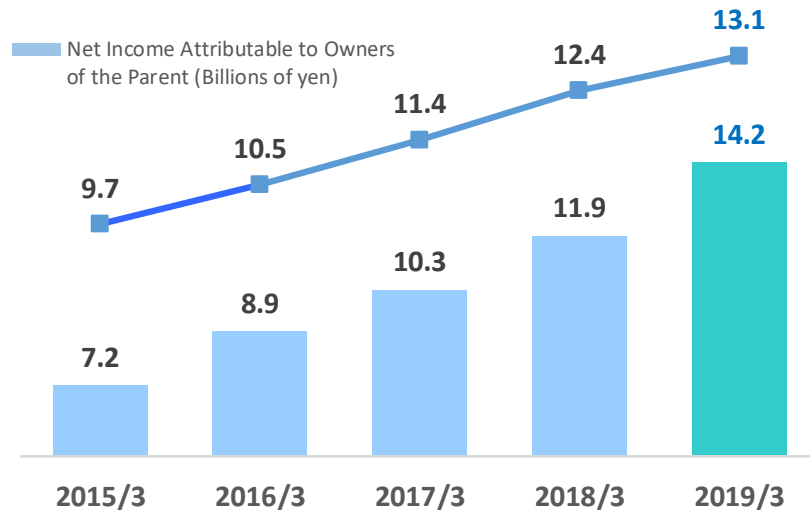
Diversity promotion
- Management Foresight®

**Business operation process reforms
System reforms**

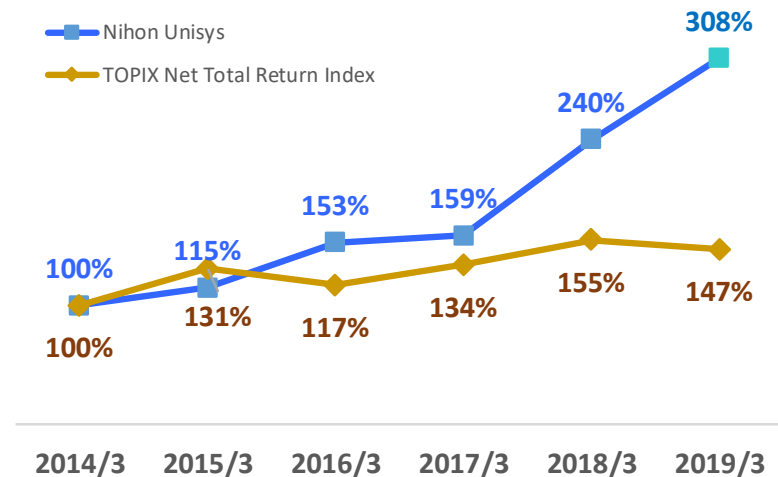


We were recognized for the key efforts listed above with awards and accreditations in the fiscal year ended in March 2019

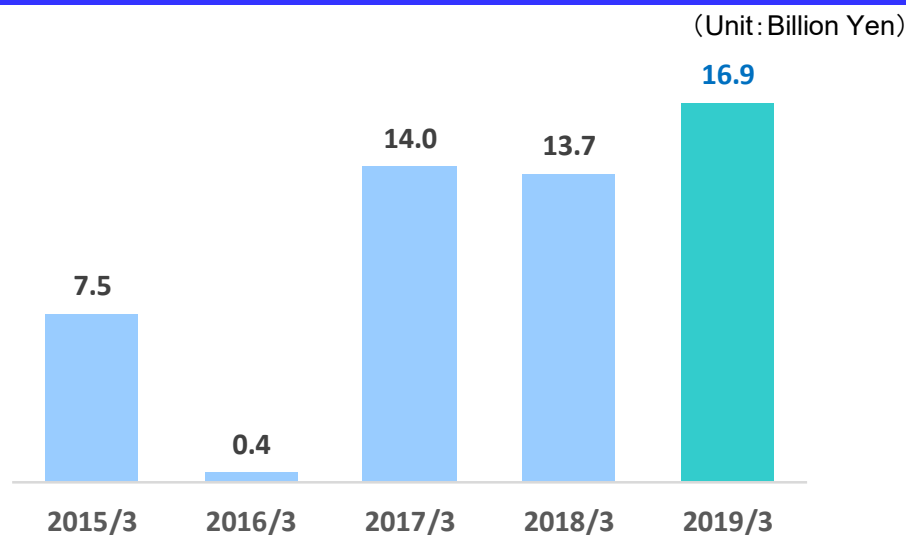
Profit Attributable to Owners of the Parent, ROE



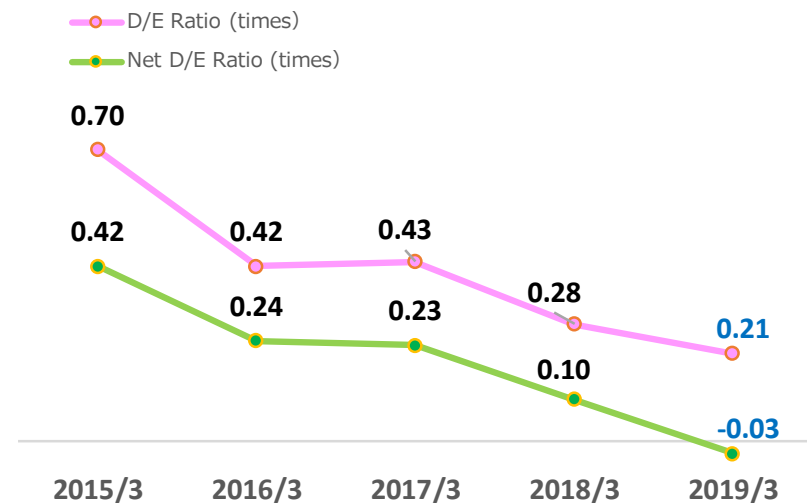
Total Shareholder Return (TSR)



Free Cash Flow



D/E Ratio



Foresight in sight

UNISYS

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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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