

Results for the 1st Quarter of FY March 2020

August 1, 2019
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 FY2019 refers to the fiscal year ending March 2020.

Foresight in sight

FY2019 Q1 Consolidated Performance Results

Foresight in sight

Net sales increased significantly due to large-scale product sale and a continued increase in DX-related service businesses as witnessed in the previous period. As a result, operating income doubled compared to Q1 FY2018.

(Unit: Billion Yen)

	Q1 (Apr-Jun)		Changes	
	FY2019	FY2018		
Net Sales	65.2	57.0	+8.1	+14.2%
Gross Profit	15.7	14.0	+1.7	+12.4%
SG&A Costs	-12.7	-12.5	-0.1	-1.0%
Operating Income	3.1	1.5	+1.6	+109.8%
(Operating Margin)	(4.7%)	(2.6%)		(+2.2pts)
Profit Attributable to Owners of Parent	2.6	1.4	+1.2	+87.6%
Orders	67.6	60.7	+6.8	+11.3%
Order Backlogs	229.0	224.4	+4.6	+2.0%

<Key Points of Q1 Performance Results>

■ Net sales

System services and product sales drove a significant increase in net sales.

■ Operating income

Gross profit increased mainly due to impacts of the improved services net sales and productivity. Thus, operating income doubled in comparison with Q1 FY2018 after offsetting an increase in SG&A costs.

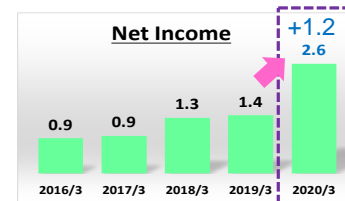
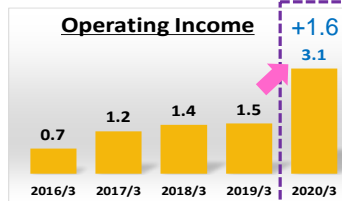
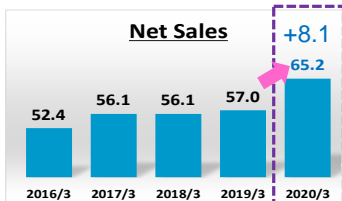
■ Profit attributable to owners of parent

Profit attributable to owners of parent increased by 88% year on year due to the increase in operating income.

■ Orders and order backlogs

System services and product sales drove an increase in orders. A stable quantity of order backlogs continued based on accumulated order backlogs of system services.

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



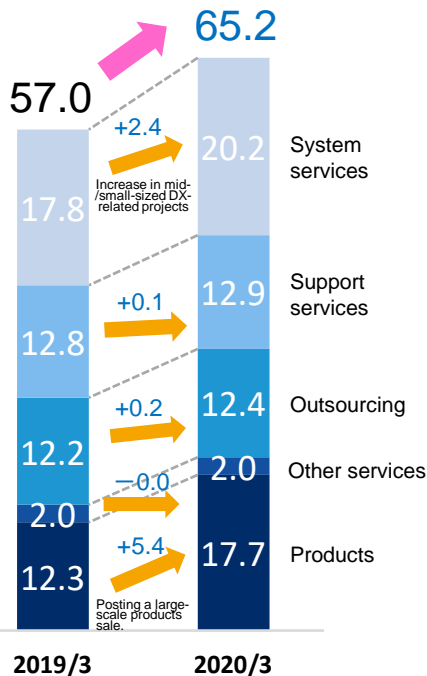
FY2019 Q1 Net Sales and Gross Profit by Segment

Foresight in sight

(Unit: Billion Yen)

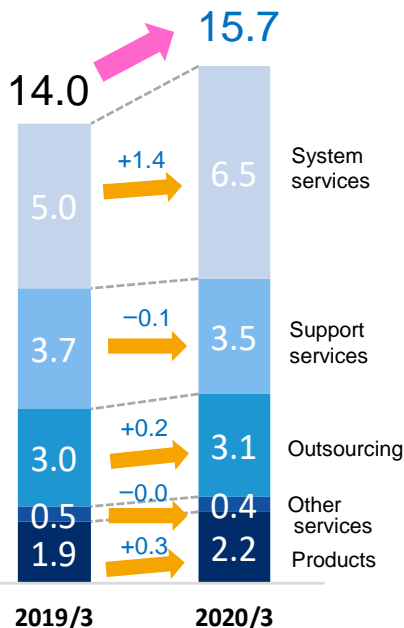
Net Sales

+8.1
(+14.2%)



Gross Profit

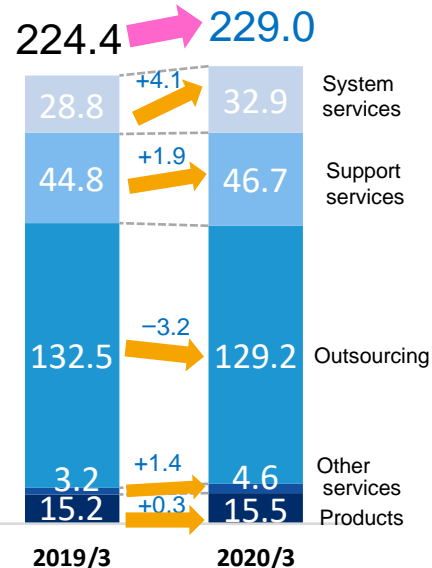
+1.7
(+12.4%)



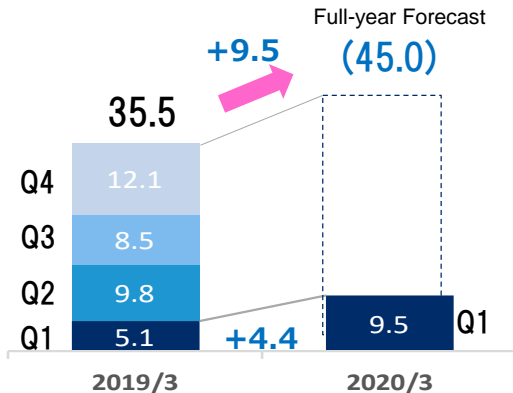
【Reference】

Orders Backlogs

+4.6
(+2.0%)

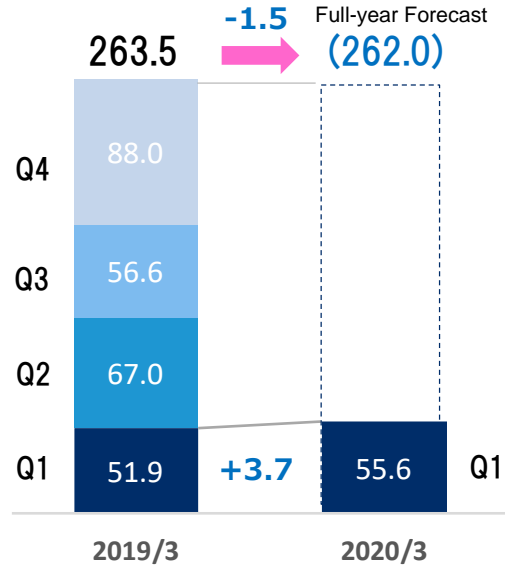


Net Sales of Focal Areas



- An increase in QR and bar code payment/settlement commission fees income
- An increase in the MaaS platform usage
- Posting an AI-related large-scale products sales project as posted in Q4 of the previous fiscal year

Net Sales of ICT Core Areas



- BankVision® system test phase in progress for its 11th customer
- System renewal projects making good progress for a wide variety of business categories
- An increase in system platform related device sales by subsidiaries

Performance Forecast for FY2019 H1

Foresight in sight

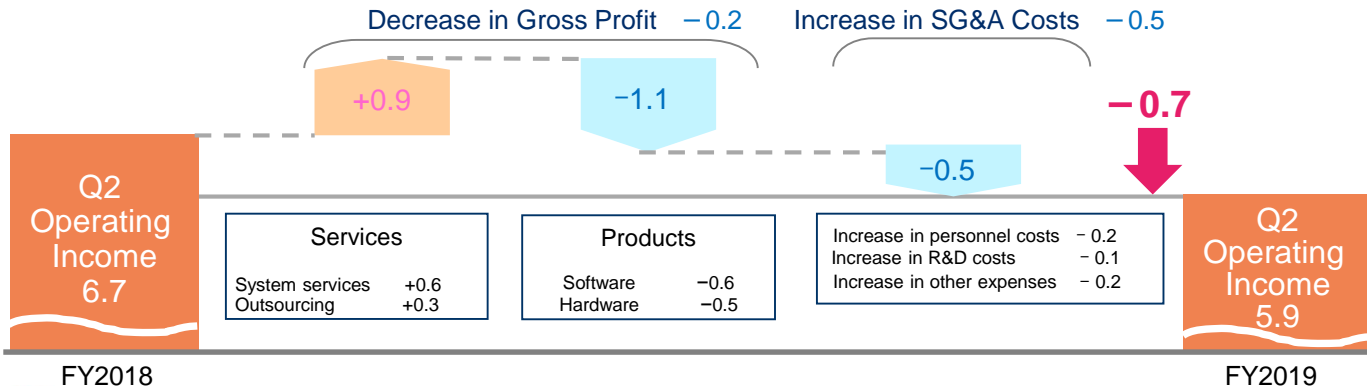
The first-half forecasts of net sales, operating income, and profit attributable to owners of parent have not been revised since they were announced on May 9, 2019. (Unit: Billion Yen)

	FY2019 Q1 Actual		FY2019 Q2 Forecast		FY2019 H1 Forecast	
	Amount	Yr/Yr	Amount	Yr/Yr	Amount	Yr/Yr
Net Sales	65.2	+8.1	71.8	-4.9	137.0	+3.2
Operating Income	3.1	+1.6	5.9	-0.7	9.0	+0.9
Profit Attributable to Owners of Parent	2.6	+1.2	3.9	-0.9	6.5	+0.3

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

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

[Details of Q2 (Jul-Sep) Operating Income]



FY2018

FY2019

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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