

Results for the 3rd Quarter of FY March 2020

February 4, 2020
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 Q3 Consolidated Performance Results

Foresight in sight

System services took the lead in increasing net sales and continuously improving profitability. Operating income based on a significant growth in gross profit remained at a higher level than planned.

(Unit: Billion Yen)

	Q3 (Apr-Dec)		Changes	
	FY2019	FY2018		
Net Sales	218.9	198.9	+20.0	+10.1%
Gross Profit	55.9	50.3	+5.5	+11.0%
SG&A Expenses	-39.3	-38.2	-1.1	-3.0%
Operating Income	16.5	12.1	+4.4	+36.4%
(Operating Margin)	(7.5%)	(6.1%)		(+1.5%)
Profit Attributable to Owners of Parent	11.9	9.0	+2.9	+31.7%
Orders	203.0	204.1	-1.0	-0.5%
Order Backlogs	210.7	225.9	-15.2	-6.7%
(Order backlogs in the current FY)	58.5	57.6	+0.9	+1.5%

<Key Points of Q3 Performance Results>

■ Net sales

Strong net sales were enabled mainly through: DX-related services taking the lead in continuing strong system services; small to medium-size outsourcing projects adding up; and product sales driven by demands for products.

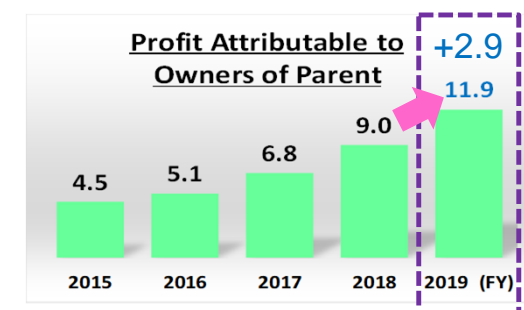
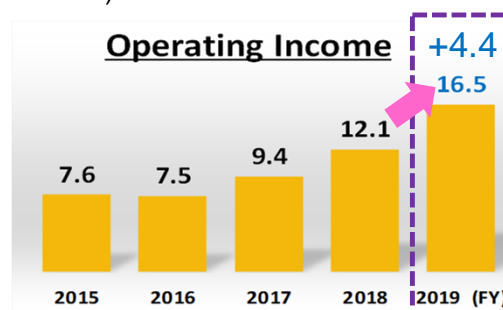
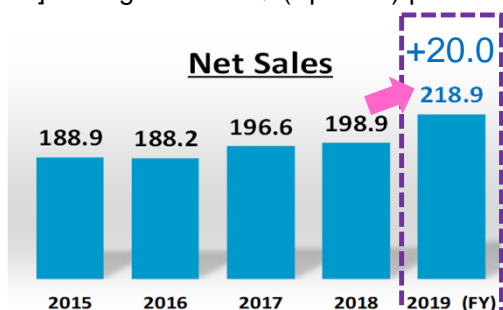
■ Operating income

Gross profit significantly increased, attributable to the increase in net sales as well as a continuously improved profitability of system services. SG&A costs remained as planned despite an increase in R&D costs.

■ Orders and order backlogs

Orders and order backlogs decreased, due to awkward timings with a renewals of large-scale outsourcing projects. However, order backlogs to be posted as net sales within the fiscal year increased in comparison with the same period of the previous fiscal year.

[Reference] Changes in the Q3(Apr-Dec) performance (Unit: Billion Yen)



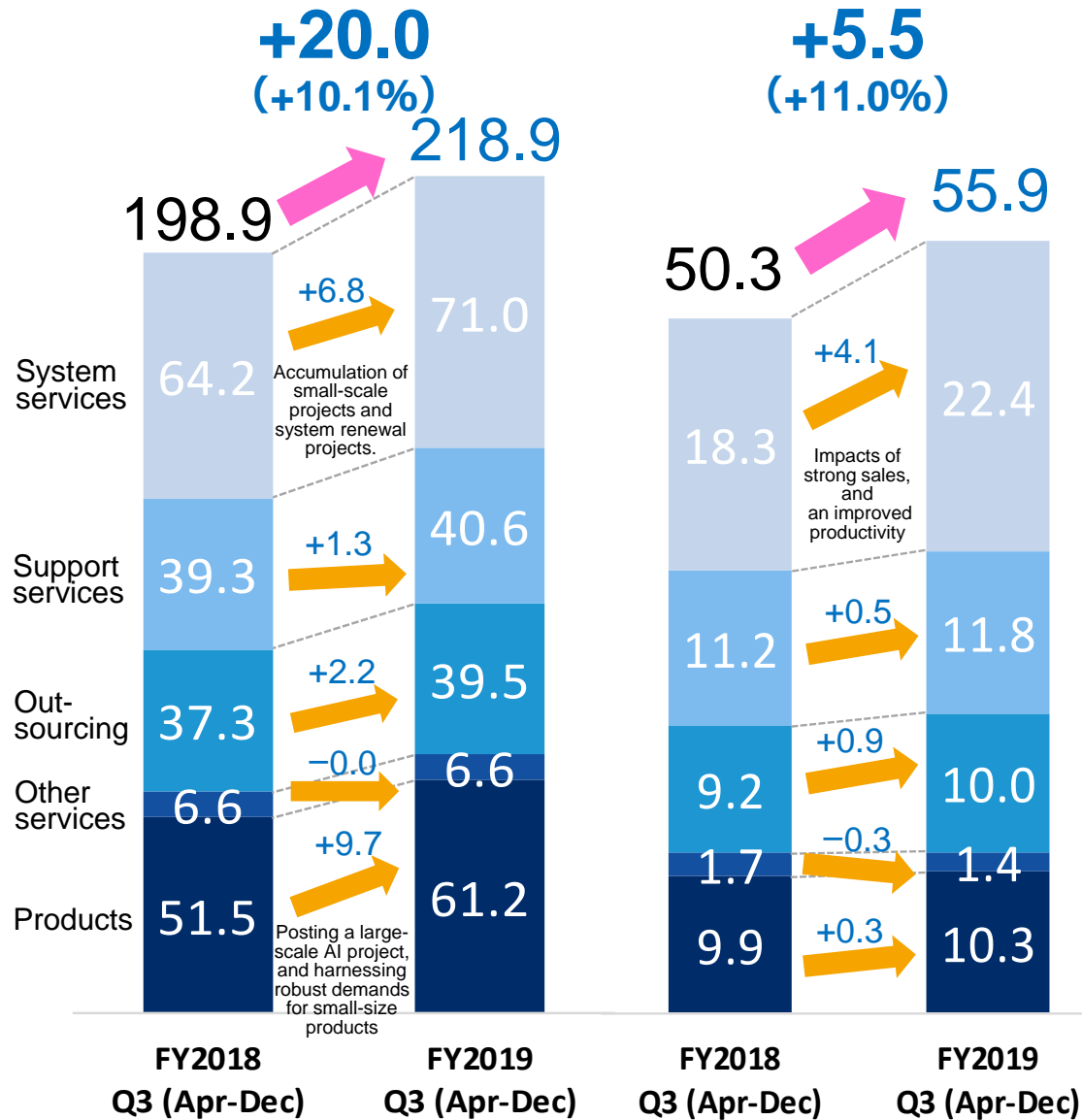
FY2019 Q3 Net Sales and Gross Profit by Segment

Foresight in sight

(Unit: Billion Yen)

Net Sales

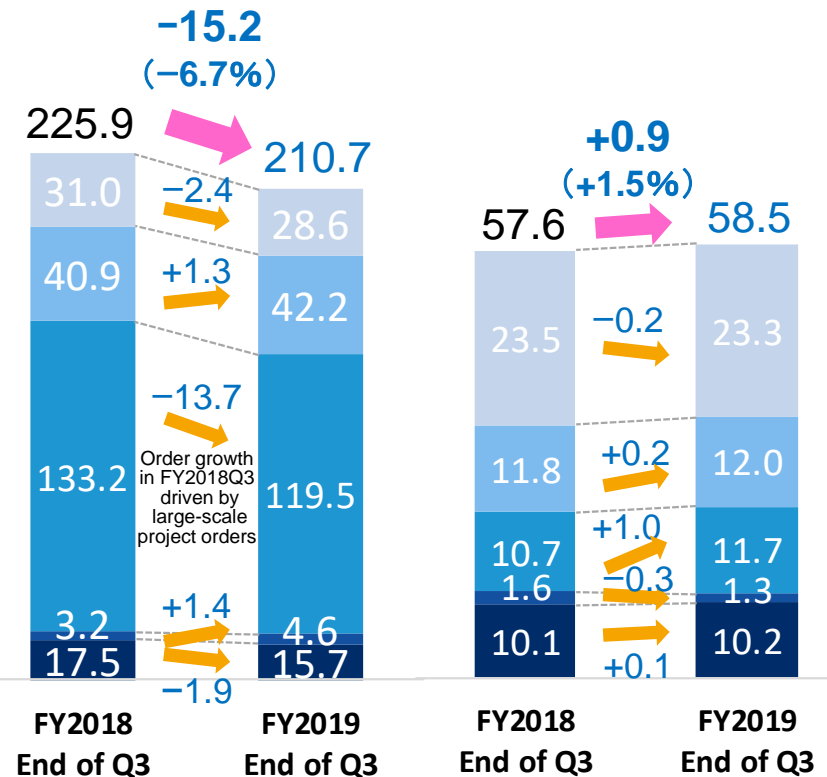
Gross Profit



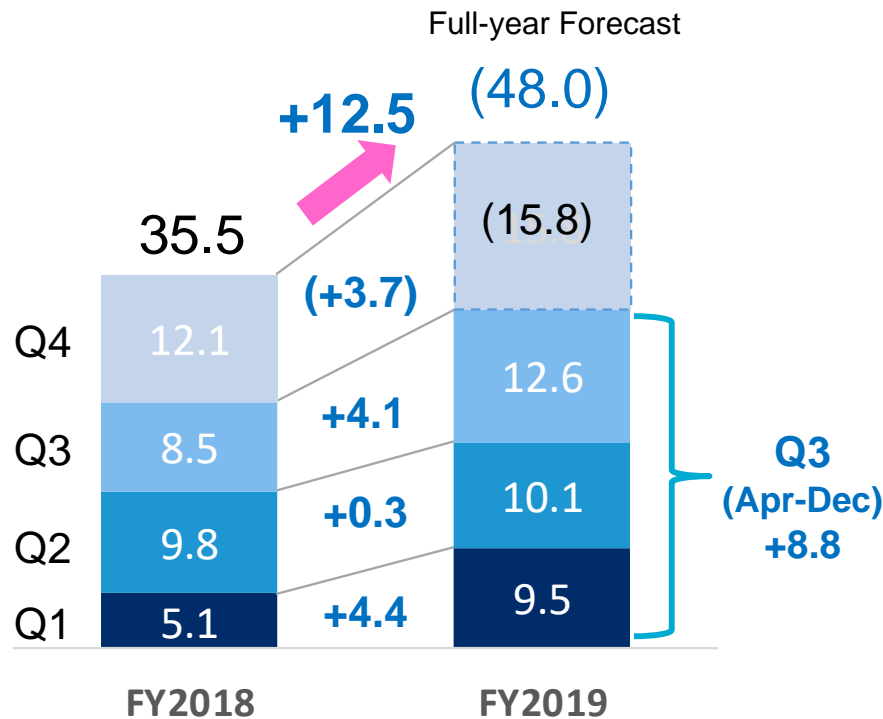
【Reference】

Order Backlogs (Total)

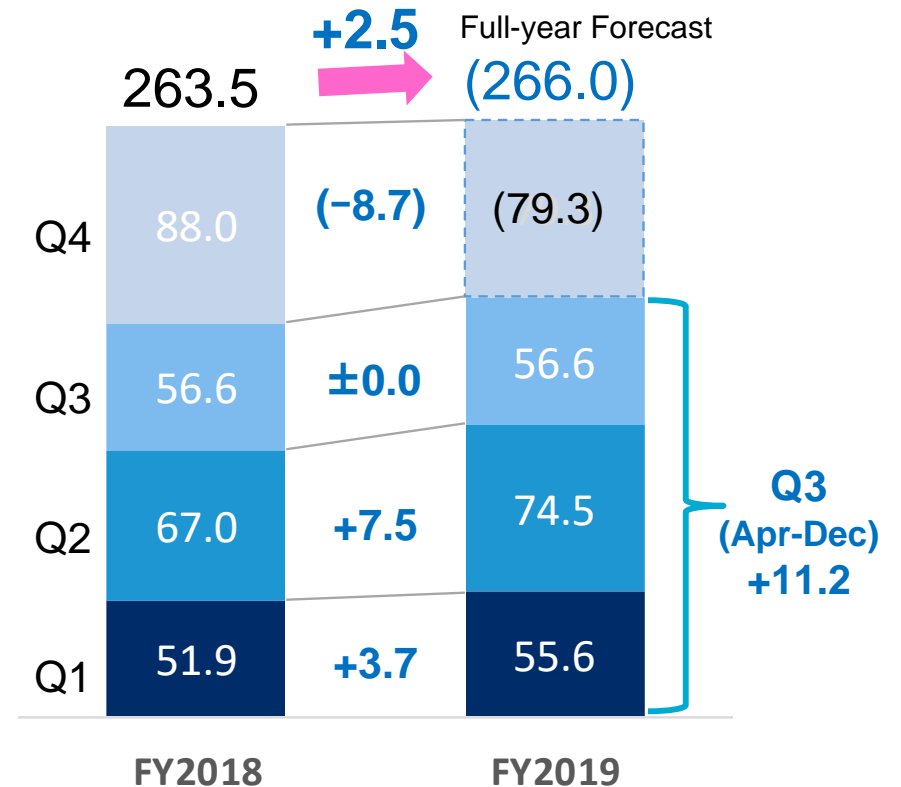
Order Backlogs (to be posted as net sales within the FY)



Net Sales of Focal Areas



Net Sales of ICT Core Areas



- Customer-interaction systems taking the lead in robust sales from DX system development projects
- Increase in QR Code and barcode payment services transaction volume
- Activities being enhanced in the areas of energy management and MaaS

- System renewal projects taking the lead in continuously stabilizing sales
- Efforts to improve system development/operation productivity being continued

Full-Year Performance Forecast for FY2019

Foresight in sight

Upward revision of the full-year performance forecast. Due to an improved profitability, we are likely to achieve a year ahead of schedule the target level indicated in the mid-term management plan.

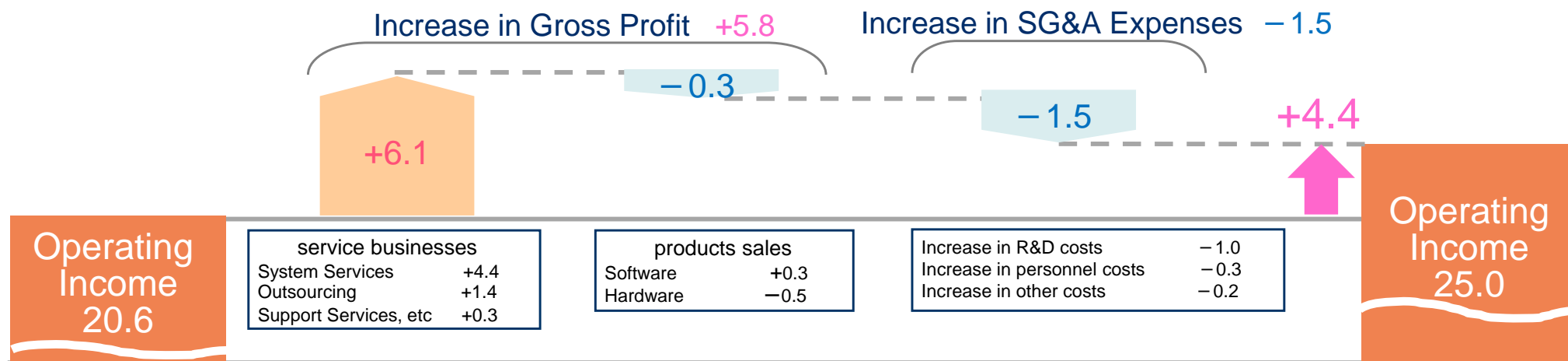
(Unit: Billion Yen)

	FY2019 Q3(Apr-Dec) Actual		FY2019 Q4 Forecast		FY2019 Full-Year Revised Forecast		Previous Forecast (Nov. 06)	vs. Previous Forecast
	Amount	Yr/Yr	Amount	Yr/Yr	Amount	Yr/Yr	Amount	Difference
Net Sales	218.9	+20.0	95.1	-5.0	314.0	+15.0	307.0	+7.0
Operating Income	16.5	+4.4	8.5	-0.0	25.0	+4.4	23.0	+2.0
(Operating Margin)	(7.5%)	(+1.5pt)	(8.9%)	(+0.4pt)	(8.0%)	(+1.1pt)	(7.5%)	(+0.5pt)
Profit Attributable to Owners of Parent	11.9	+2.9	5.6	+0.4	17.5	+3.3	16.0	+1.5

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

【Details of FY2019 Full-Year Operating Income Forecast】

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



FY2018 Full-Year

FY2019 Full-Year

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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