

Results for the 1st Quarter of FY March 2022

August 4, 2021
Nihon Unisys, Ltd.

- ✓ Outsourcing growth shored up operating profit, despite costs incurred for aggressively performing sales activities.
- ✓ Orders mainly for system services remained stable.

(Unit: Billion Yen)

	FYMar2021 Q1 (Apr-Jun)	FYMar2022 Q1 (Apr-Jun)	Changes		
Revenue	67.9	67.6	-0.3	(-0.4%)	(Revenue) A product sales slump outweighed an outsourcing increase. As a result, revenue was slightly reduced.
Gross Profit	16.6	17.7	+1.1	(+6.5%)	
SG&A Expenses	-12.1	-13.0	-0.8	(-7.0%)	(Operating Profit) Selling, general and administrative expenses increased due to strengthened internal IT investments and sales reinforcement activities. However, an increase in the outsourcing gross profit shored up operating profit.
Operating Profit	4.5	4.8	+0.3	(+6.6%)	
(Operating Margin)	(6.6%)	(7.0%)	(+0.4pt)		
Profit attributable to Owners of Parent	3.1	3.5	+0.4	(+11.7%)	
Adjusted Operating Profit*	4.5	4.7	+0.2	(+5.1%)	
(Adjusted Operating Margin)	(6.6%)	(6.9%)	(+0.4pt)		
Orders	56.0	58.9	+2.9	(+5.2%)	(Orders and Order Backlogs) Orders increased as a result of posting DX projects of system services. Order backlogs of system services and outsourcing steadily piled up.
Order Backlogs	214.7	233.6	+18.9	(+8.8%)	
(Order backlogs in the current FY)	94.5	99.4	+4.9	(+5.1%)	

* Adjusted operating profit is the result obtained after deducting selling, general and administrative expenses and cost of sales from net sales.

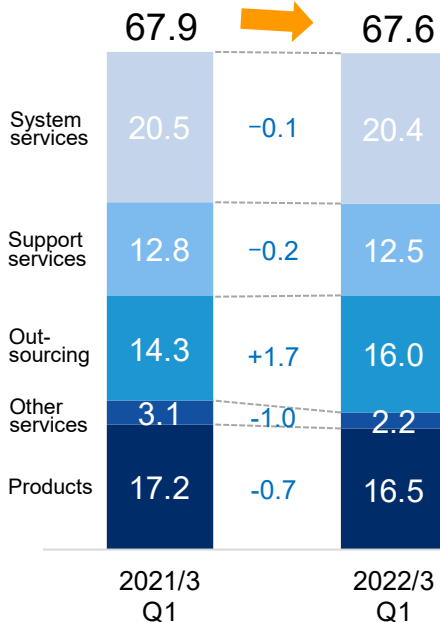
FYMar2022 Q1 Revenue and Gross Profit by Segment (IFRS)

Foresight in sight

(Unit : Billion Yen)

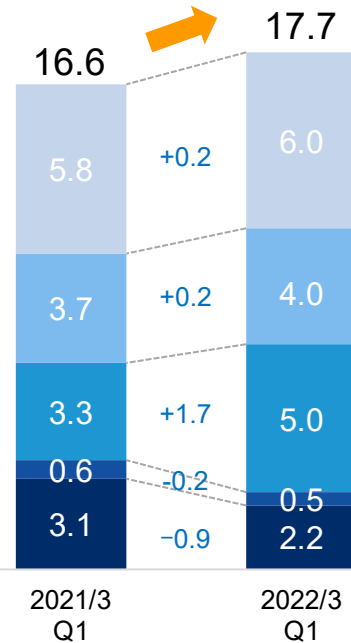
Revenue

-0.3
(-0.4%)



Gross Profit

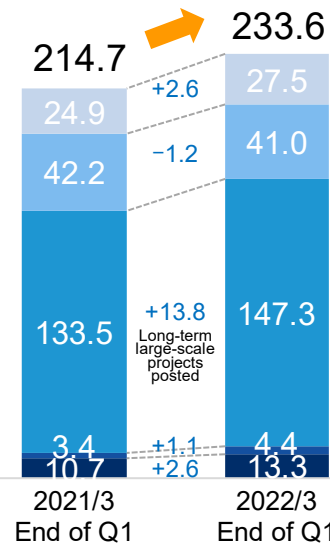
+1.1
(+6.5%)



【Reference】

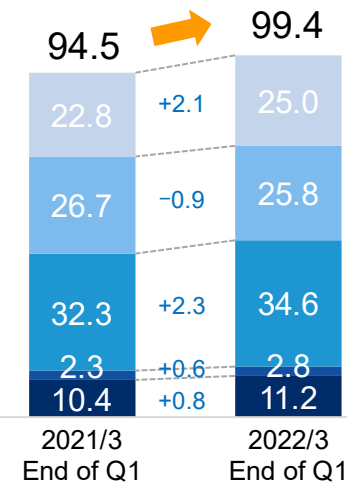
Order Backlogs (Total)

+18.9
(+8.8%)



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

+4.9
(+5.1%)



【Revenue by Outsourcing】

(Unit: Billion Yen)

	FYMar2021 Q1 (Apr-Jun)	FYMar2022 Q1 (Apr-Jun)	Changes
Entrusted operation-type	12.2	13.2	+1.0
Corporate DX-type	1.0	1.5	+0.5
Service-based-type (business creation-type)	1.1	1.4	+0.3
Total revenue	14.3	16.0	+1.7

【Order Backlogs by Outsourcing】

(Unit: Billion Yen)

	FYMar2021 End of Q1	FYMar2022 End of Q1	Changes
Total order backlogs	133.5	147.3	+13.8

(Entrusted operation-type outsourcing)

- ✓ Services to implement system operations as outsourced from customers of a wide variety of industries have steadily increased.

(Corporate DX-type outsourcing)

- ✓ The 'BankVision on Azure', Japan's first public cloud full-banking system, was launched in May to serve Hokkoku Bank.
- ✓ DX services at retail shops (AI-powered automated order placement) have been increasing.

(Service-based-type (business creation-type) outsourcing)

- ✓ Use of dashcam (EDR/driving recorder) services has continuously increased.
- ✓ The electronic value card business has remained stable.

- ✓ No revisions of the previous announcement are made
- ✓ The Group will strengthen a stable earnings base predicated upon an increase in outsourcing services and promote a transformation of business models

(Unit: Billion Yen)

	FYMar2021 Results	FYMar2022 Forecast	Changes	
Revenue	308.4	320.0	+11.6	(+3.8%)
Operating Profit	24.6	26.0	+1.4	(+5.6%)
(Operating Margin)	(8.0%)	(8.1%)	(+0.1pt)	
Profit attributable to Owners of Parent	16.6	17.5	+0.9	(+5.2%)
Adjusted Operating Profit*	25.2	26.5	+1.3	(+5.2%)
(Adjusted Operating Margin)	(8.2%)	(8.3%)	(+0.1pt)	

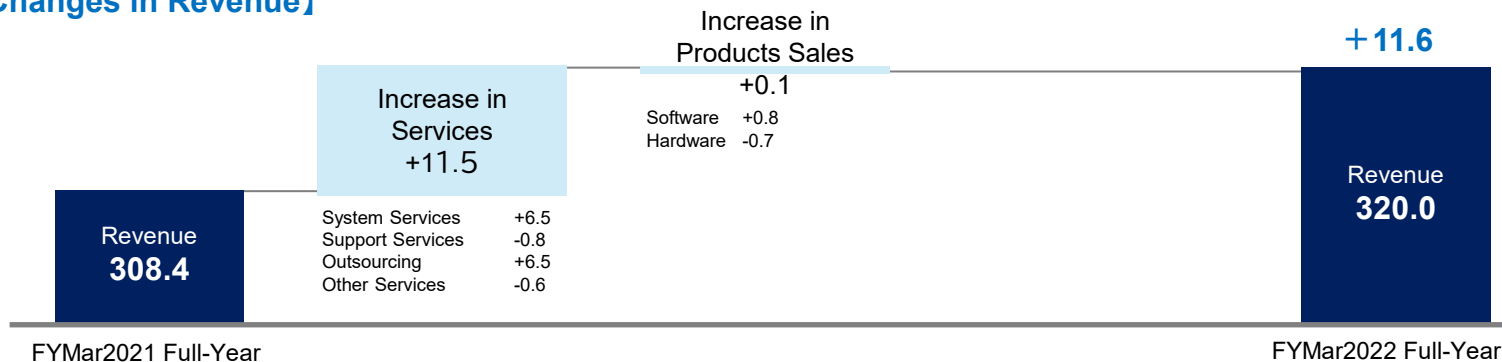
* Adjusted operating profit is the result obtained after deducting selling, general and administrative expenses and cost of sales from net sales.

(Reference) Full-Year Performance Forecast for FYMar2022 (IFRS) Breakdown Details

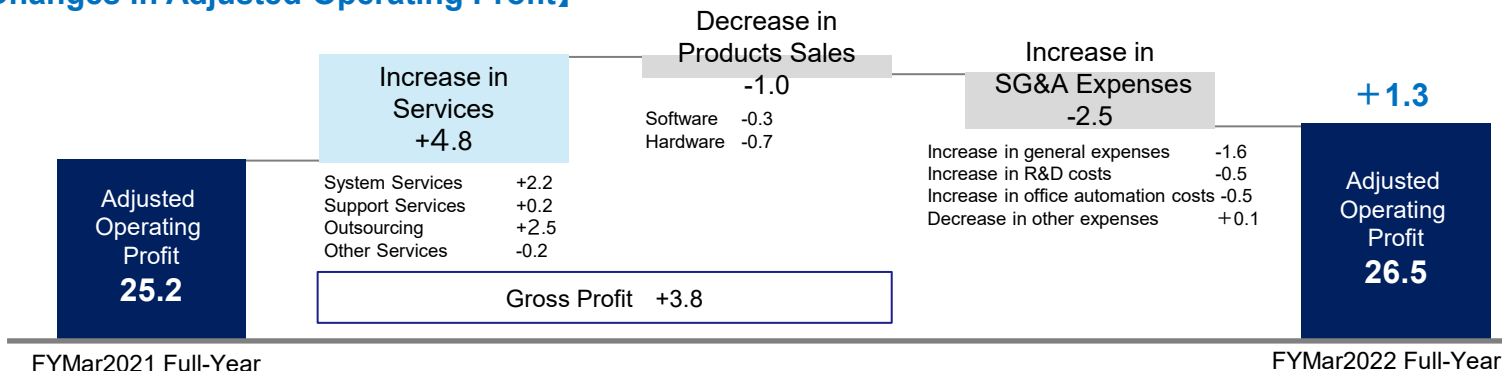
Foresight in sight

(Unit: Billion of Yen)

【Changes in Revenue】



【Changes in Adjusted Operating Profit】



Nihon Unisys, Ltd. will change its trade name to
BIPROGY Inc. in April 2022.



BIPROGY

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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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