

# Results for the 3rd Quarter of FY March 2022

February 1, 2022

Nihon Unisys, Ltd.

Foresight in sight

- ✓ Operating profit was driven by solid sales of system services and outsourcing.
- ✓ Order intake continued to be at a high level for system services.

(Unit: Billion Yen)

	FYMar2021 Q3 (Apr-Dec)	FYMar2022 Q3 (Apr-Dec)	Changes		
Revenue	218.0	<b>217.8</b>	-0.1	(-0.1%)	<b>(Revenue)</b> System services mainly for DX projects grew. Outsourcing remained stable.
Gross Profit	55.9	<b>58.4</b>	+2.5	(+4.4%)	The sound performances were comparable to large-scale hardware projects posted in the previous fiscal year. As a result, revenue compares favorably with the said period.
SG&A Expenses	-38.5	<b>-39.7</b>	-1.3	(+3.3%)	
Operating Profit	17.5	<b>18.8</b>	+1.2	(+7.1%)	<b>(Operating Profit)</b>
(Operating Margin)	(8.1%)	<b>(8.6%)</b>	(+0.6pt)		An improved gross margin pushed up gross profit. As a result, operating profit was driven by the gross profit, despite an increase in SG&A expenses.
Profit attributable to Owners of Parent	11.9	<b>13.6</b>	+1.7	(+14.6%)	<b>(Profit)</b>
Adjusted Operating Profit*	17.4	<b>18.6</b>	+1.2	(+6.9%)	Profit was increased mainly due to an increase in operating profit and finance income.
(Adjusted Operating Margin)	(8.0%)	<b>(8.6%)</b>	(+0.6pt)		
Orders	214.9	<b>216.2</b>	+1.3	(+0.6%)	<b>(Orders and Order Backlogs)</b> System services remained robust in this third quarter as in Q2 and thus enabled an increase in order intake even in comparison with the said period
Order Backlogs	223.5	<b>240.7</b>	+17.2	(+7.7%)	(where we had posted large-scale outsourcing projects and hardware sales projects). Order backlogs were accumulated steadily as well.
(Order backlogs in the current FY)	58.8	<b>66.7</b>	+7.9	(+13.5%)	

\* Adjusted operating profit is the result obtained after deducting SG&A expenses and cost of sales from revenue.

# FYMar2022 Q3 Revenue and Gross Profit by Segment (IFRS)

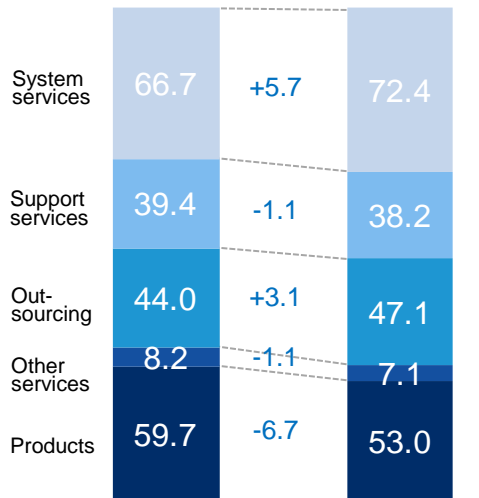
Foresight in sight

(Unit : Billion Yen)

## Revenue

-0.1  
(-0.1%)

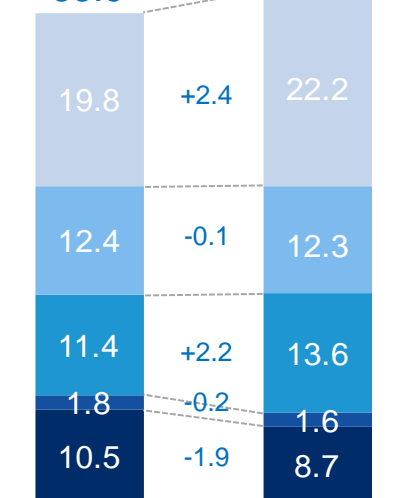
218.0 → 217.8



## Gross Profit

+2.5  
(+4.4%)

55.9 → 58.4

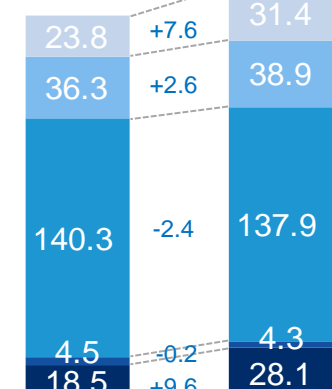


## 【Reference】

### Order Backlogs (Total)

+17.2  
(+7.7%)

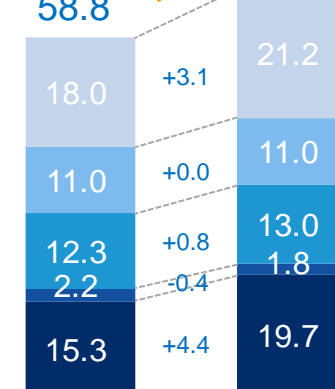
223.5 → 240.7



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

+7.9  
(+13.5%)

58.8 → 66.7



## 【Revenue by Outsourcing】

(Unit: Billion Yen)

	FYMar2021 Q3 (Apr-Dec)	FYMar2022 Q3 (Apr-Dec)	Changes
Entrusted operation-type	37.1	<b>37.1</b>	-0.0
Corporate DX-type	3.3	<b>5.3</b>	+2.1
Service-based-type (business creation-type)	3.7	<b>4.7</b>	+1.0
<b>Total revenue</b>	44.0	<b>47.1</b>	+3.1

## 【Order Backlogs by Outsourcing】

(Unit: Billion Yen)

	FYMar2021 End of Q3	FYMar2022 End of Q3	Changes
<b>Total order backlogs</b>	140.3	<b>137.9</b>	-2.4

### (Corporate DX-type outsourcing)

- ✓ “BankVision on Azure”, the nation’s first attempt of public-cloud full banking system, is in service. The system has begun to serve new customers. Its customer base is expanding.
- ✓ A service of implementing “OptBAE”, a use-type core-banking service for regional financial institutions, has been provided. The implementation service supports multiple financial institutions in availing themselves of OptBAE.

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

- ✓ “DIGITAL’ATELIER” (platform service for e-commerce) implementations at a major retailer began in the first half. Further, the system began to serve multiple companies including a major mail-order company in Q3.
- ✓ The Value Card business and the dashcam (Drive Recorder) service have remained stable.

- ✓ The Group made progress in Q3 as forecasted in light of the full-year target. Order backlogs were steadily accumulated, as well. No revisions of the previous full-year forecast announcement are made.

(Unit: Billion Yen)

	FYMar2021 Full-Year Results	FYMar2022 Full-Year 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%)	<b>(8.1%)</b>	(+0.1pt)	
Profit attributable to Owners of Parent	16.6	<b>17.5</b>	+0.9	(+5.2%)
Adjusted Operating Profit*	25.2	<b>26.5</b>	+1.3	(+5.2%)
(Adjusted Operating Margin)	(8.2%)	<b>(8.3%)</b>	(+0.1pt)	

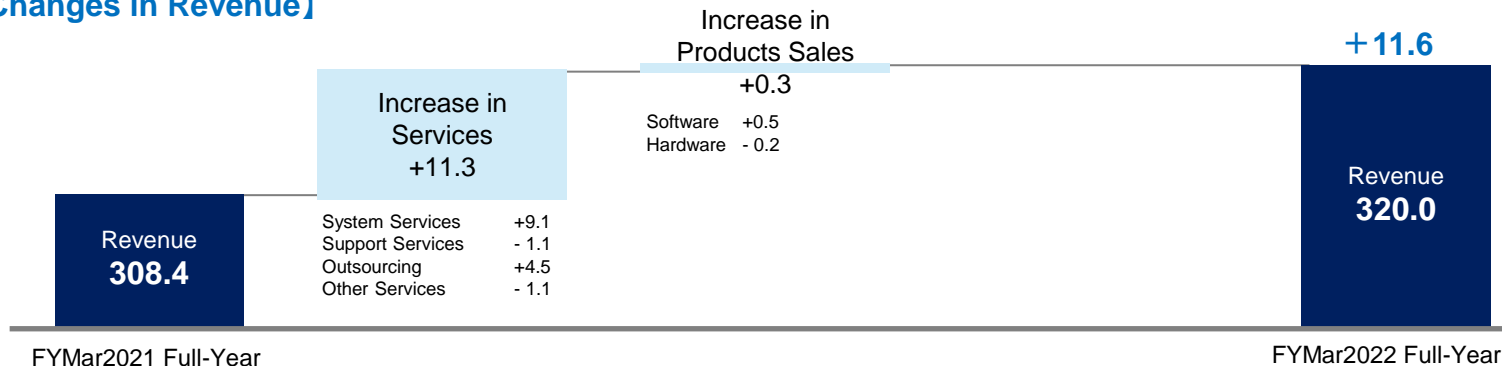
\* Adjusted operating profit is the result obtained after deducting SG&A expenses and cost of sales from revenue.

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

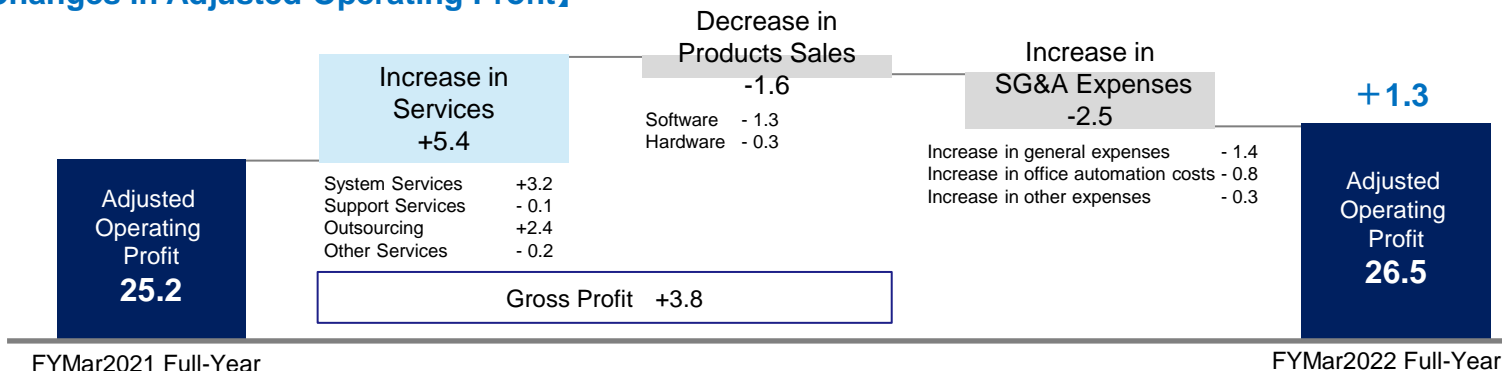
Foresight in sight

(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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