

## **Financial Results**

for 3<sup>rd</sup> Quarter FY March 2013

**January 30, 2013** 

Nomura Research Institute, Ltd.



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- 1. Financial Results for 3rd Quarter FY March 2013
- 2. Recent Activities

## **Highlights of Consolidated Results <3Q Total>**

(Unit:JPY million)

	3Q FY Mar. 2012 Total (AprDec.)	3Q FY Mar. 2013 Total (AprDec.)	Diff.	YoY change
Sales	244,379	260,360	+15,980	+6.5%
Operating Profit	30,625	31,290	+665	+2.2%
Operating Profit Margin	12.5%	12.0%	(0.5P)	
Net Income	24,495	20,477	(4,018)	(16.4%)

(\*)Impact of extraordinary profit posted in 1Q of the previous fiscal year

## Key Factors in Financial Results for 3Q FY March 2013

### Sales in first three quarters rose 6.5% year-on-year

- 1. Consulting sales increased 8.2%, driven by consulting services for government agencies and system consulting.
- 2. Financial IT Solutions sales were up 4.7% due to increased sales from services to the securities, banking and other financial sectors.
- 3. Industrial IT Solutions saw a 14.7% increase in sales, attributable to the launch of services for new clients (Ajinomoto and others).
- Operating profit over first three quarters up 2.2%
  - 1. With higher sales, the Consulting segment recorded improved operating profit
  - 2. The Financial IT Solutions segment saw an increase in the utilization rate in the securities industry and banking industry.
  - Industrial IT Solutions' profitability improved, leading to higher operating profit.
- Net income over first three quarters was up, when excluding special factors such as extraordinary profit/losses in previous and current fiscal period
  - 1. Net profit was down 16.4% year-on-year due in part to extraordinary profit posted in 1Q FY March 2012 (7.5 billion yen impact on net income).



## Sales by Segment <3Q Total>

(Unit:JPY million) YoY 3Q FY Mar. 2012 3Q FY Mar. 2013 Share Share Diff. Total (Apr.-Dec.) Total (Apr.-Dec.) Change Consulting 6.3% 15,282 16,528 6.3% +1,246 +8.2% **Financial IT Solutions** 147,593 60.4% 154,551 59.4% +6,957 +4.7% 29.3% 76,987 29.6% +7.5% **Securities** 71.603 +5.384 16.8% (6.3%)41,055 38,478 14.8% Insurance (2,577)18,435 7.5% 20,303 7.8% +1,867 +10.1% **Banking** Other financial 16,498 6.8% 18,781 7.2% +2,283 +13.8% **Industrial IT Solutions** 53,312 21.8% 61,166 23.5% +7.853 +14.7% **Distribution** 31,918 13.1% 33,222 12.8% +1,303 +4.1% Manufacturing, service 21,394 8.8% 27,944 10.7% +30.6% +6.550 and other **IT Platform Services** 21.890 9.0% 21.540 8.3% (350)(1.6%)**Others** 6.299 2.6% 6,573 2.5% +273 +4.3% 260,360 100.0% **Total** 244,379 100.0% +15,980 +6.5% **Nomura Holdings** 63.469 66,776 25.6% 26.0% +5.2% +3.306 Seven & i Holdings +13.8% 29,371 12.0% 33,437 12.8% +4,065

<sup>\*</sup>Figures of Nomura Holdings and Seven & i Holdings, in principle, include sales to subsidiaries.

## Sales by Segment <3Q>

(Unit:JPY million) YoY 3Q FY Mar. 2013 3Q FY Mar. 2012 **Share Share** Diff. Change (Oct.-Dec.) (Oct.-Dec.) Consulting 6.8% 6.9% +5.1% 5,614 5,900 +285 **Financial IT Solutions** 50.068 60.4% 49,853 58.0% (215)(0.4%)25.158 30.4% 23.865 27.7% (1,293)(5.1%) **Securities** 15.6% 12,419 14.4% 12,911 (491)(3.8%)Insurance 6.252 7.5% 6,951 8.1% +699 +11.2% Banking 5.746 6.9% 6,617 7.7% +870 +15.2% Other financial 17,680 21.3% 20,782 24.2% +3,102 +17.5% **Industrial IT Solutions** 13.0% 13.3% Distribution 10,750 11,417 +666 +6.2% Manufacturing, service 6,930 8.4% 9,365 10.9% +2,435 +35.1% and other 7,444 **IT Platform Services** 9.0% 7.330 8.5% (113)(1.5%)**Others** 2.085 2.5% 2,133 2.5% +47 +2.3% +3.7% **Total** 82,893 100.0% 86,000 100.0% +3,106 **Nomura Holdings** 27.6% 19,969 23.2% (12.7%)22,884 (2.914)Seven & i Holdings 12.1% 11,509 +15.2% 9,991 13.4% +1,517

<sup>\*</sup>Figures of Nomura Holdings and Seven & i Holdings, in principle, include sales to subsidiaries.



## **Segment performance results** <3Q Total>

■including Inter-segment sales for each segment (Unit:JPY million)						
		3Q FY Mar. 2012 Total (AprDec.)	3Q FY Mar. 2013 Total (AprDec.)	Diff.	YoY Change	
Consulting	Sales	15,375	16,614	+1,239	+8.1%	
	OP	1,742	1,899	+156	+9.0%	
	ОРМ	11.3%	11.4%	+0.1P		
Financial IT Solutions	Sales	147,676	154,674	+6,997	+4.7%	
	OP	14,665	14,799	+134	+0.9%	
	ОРМ	9.9%	9.6%	(0.4P)		
Industrial IT Solutions	Sales	53,468	61,198	+7,730	+14.5%	
	OP	2,972	4,522	+1,550	+52.2%	
	ОРМ	5.6%	7.4%	+1.8P		
IT Platform Services	Sales	76,384	77,539	+1,154	+1.5%	
	ОР	8,544	8,247	(297)	(3.5%)	
	ОРМ	11.2%	10.6%	(0.6P)		

## Sales by Service <3Q Total>

#### (Unit:JPY million)

	3Q FY Mar. 2012 Total (AprDec.)	Share	3Q FY Mar. 2013 Total (AprDec.)	Share	Diff.	YoY Change
Consulting Services	26,212	10.7%	28,359	10.9%	+2,147	+8.2%
System Development & System Application Sales	89,499	36.6%	97,849	37.6%	+8,350	+9.3%
System Management & Operation Services	122,395	50.1%	127,761	49.1%	+5,365	+4.4%
<b>Product Sales</b>	6,272	2.6%	6,389	2.5%	+116	+1.9%
Total	244,379	100.0%	260,360	100.0%	+15,980	+6.5%

# P/L Highlight <3Q Total>

(Unit:JPY million)

	3Q FY Mar. 2012 Total (AprDec.)	3Q FY Mar. 2013 Total (AprDec.)	Diff.	
Sales	244,379	260,360	+15,980	+6.5%
Cost of Sales	171,317	186,107	+14,790	+8.6%
<b>Subcontracting Costs</b>	80,859	88,328	+7,468	+9.2%
<b>Gross Profit</b>	73,061	74,252	+1,190	+1.6%
Gross Profit Margin	29.9%	28.5%	(1.4P)	
SG&A	42,436	42,961	+524	+1.2%
<b>Operating Profit</b>	30,625	31,290	+665	+2.2%
Operating Profit Margin	12.5%	12.0%	(0.5P)	

## P/L Highlight cont. <3Q Total>

			(Unit:JPY million)	
	3Q FY Mar. 2012 Total (AprDec.)	3Q FY Mar. 2013 Total (AprDec.)	Diff.	YoY Change
Operating Profit	30,625	31,290	+665	+2.2%
Non-operating gain and loss	1,251	1,495	+243	
Other Income and Expense	10,820	(2,981)	(13,801)	
Gain on sales of subsidiaries and affiliates' stocks	8,564	_	(8,564)	
Bonus dividends income	3,010	_	(3,010)	
Gain on negative goodwill	_	4,661	+4,661	
Loss on sales of property and equipment	_	(7,732)	(7,732)	
Income taxes etc.	18,201	9,330	(8,871)	
Net Income	24,495	20,477	(4,018)	(16.4%)



## **Order Backlog (Outstanding)**

(Unit:JPY million)

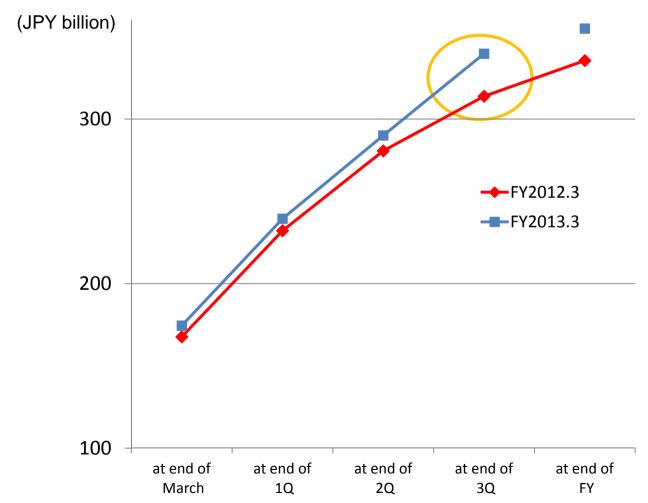
	At end of Dec. 2011	At end of Dec. 2012	Diff.	YoY Change
Consulting	5,351	5,004	(346)	(6.5%)
Financial IT Solutions	47,941	58,284	+10,342	+21.6%
Industrial IT Solutions	16,112	17,642	+1,529	+9.5%
IT Platform Services	5,734	5,070	(664)	(11.6%)
Other	1,441	1,529	+88	+6.1%
Total	76,581	87,531	+10,949	+14.3%
Order backlog in the current FY	69,489	79,367	+9,878	+14.2%

1. Financial Results for 3rd Quarter FY March 2013

2. Recent Activities

## Sales + Consolidated Order Backlog

### ➤ Orders and orders backlog were favorable in 3Q order backlog (of which current fiscal year) + cumulative sales





## Results through 3Q and Full-Year Earnings Forecast

#### Earnings through 3Q were in line with full-year forecasts

(Unit: JPY billion)

		1Q	2Q	3Q	4Q	Total
	Sales	81.5	85.3	85.2	86.4	338.6
FY Mar. 2010	OP	9.9	12.1	10.6	7.3	40.0
	ОРМ	12.2%	14.2%	12.5%	8.5%	11.8%
	Sales	80.6	81.4	79.8	84.3	326.3
FY Mar. 2011	OP	6.5	9.4	11.0	11.4	38.4
	ОРМ	8.1%	11.6%	13.8%	13.5%	11.8%
	Sales	78.4	83.0	82.8	91.1	335.5
FY Mar. 2012	OP	8.6	11.4	10.5	12.5	43.1
	ОРМ	11.0%	13.8%	12.7%	13.7%	12.9%
FY Mar. 2013 (Figures for 4Q and full	Sales	84.4	89.9	86.0	94.6	355.0
	OP	8.2	12.3	10.7	13.7	45.0
year are estimates)	ОРМ	9.8%	13.7%	12.5%	14.5%	12.7%

## **Current Initiatives to Top-Line Expansion**

#### Current initiatives by sector

Co	onsulting		•Promote support for clients' IT departments (PMO, etc.,), respond to government and municipal office as well as overseas projects primarily in Asia
Fi	nancial IT Solutions		
	Securities		<ul> <li>Rolled out THE STAR as planned at Nomura Securities and began the next stage of system renewal.</li> <li>Continue marketing aimed at increasing STAR-IV clients (Mito Securities has decided to introduce the system).</li> </ul>
	Insurance	<u></u>	<ul> <li>Activities to acquire additional projects with a focus on existing large clients.</li> <li>Expand services for private life and non-life insurance sector to respond to trends in industry reorganization</li> </ul>
	Banking		·Steady acquisition of clients with Internet banking system Value Direct
	Other financial		•For asset management ASP, (1) strengthen front-line and mid-level services and (2) update services utilizing crowd technology and pursue BPO businesses
Inc	dustrial IT Solutions		
	Distribution	<u>a</u>	Respond to domestic and overseas expansion by major client
	Manufacturing, service and other	<u> </u>	•Continue efforts to acquire new clients and new deals, with a focus on the consumer industry (consumer goods manufacturing, etc.)

### Recent Initiatives in the Securities Sector

#### ➤ Rolled out THE STAR at Nomura Securities as planned on January 4 2013

 Large project on a record scale that required over two years from the planning stage to release

• Almost 2,500 employees worked at the end of the year and into the new year to release this system.

Roll out to other major securities companies

Nomura Securities

### THE STAR

Comprehensive back-office system for securities industry

- Compatible with multi-channel services for storefront, phone and Internet trading
- Adapts to administrative reforms such as tax reforms
- Functions needed for BCP also installed

Industry leader Nomura Securities

> Service began in January 2013

Existing customers: 52

Second-tier and smalland medium-sized securities firms

and medium-sized securities firms

Second-tier and small-

January 2013~

In a few years

(Note) Number of companies using STAR-IV at end-December 2012.



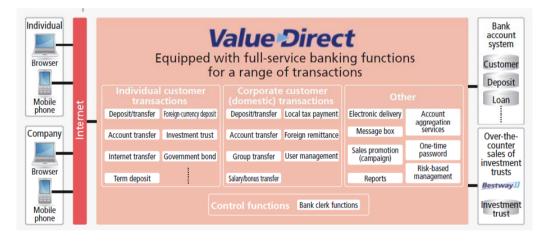
## Recent Initiatives in the Banking Sector

> Favorable increase the number of customers using Value Direct Internet banking service

# Value Direct

Suruga Bank Minato Bank Nanto Bank Sawakami Asset Management

Decision to adopt at 12 banks<sup>(note)</sup> <In operation at 6 banks>



Note: Value Direct provides full banking functions to handle a series of transactions, including transfers and payments, term deposits, foreign currency deposits, mutual funds, government bonds, and loans. Value Direct/Mutual Fund offers the mutual fund functions from Value Direct

(note) As of January 2013

## **Extraordinary Losses and Profits**

➤ Extraordinary profits resulting from TOB of Daiko Clearing Services Corporation and extraordinary loss resulting from off-balance sheet treatment of Osaka Data Center were posted in 3Q

	TOB of Daiko Clearing Services Corporation
Objective	To further promote STAR-IV
Impact on P/L	4.6 billion yen in extraordinary profit (tax-free)

	Off-balance sheet treatment of Osaka Data Center
Objective	To improve asset efficiency
Impact on P/L	7.7 billion yen in extraordinary loss (loss on sale of fixed assets)

The impact on net income for this fiscal period is minimal and does not result in any change to full-year financial result forecasts.

This document contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition of the Company.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors.

The Company does not undertake to revise forward-looking statements to reflect future events or circumstances.

### References

- 1. Other Financial Result-related Data
- 2. Recent Activities (excerpts from articles in magazines, newspapers, etc.)
- 3. Example of projects
- 4. Other

## **Highlights of Consolidated Results <3Q>**

(Unit:JPY million)

	3Q FY Mar. 2012 (OctDec.)	3Q FY Mar. 2013 (OctDec.)	Diff.	YoY change
Sales	82,893	86,000	+3,106	+3.7%
Operating Profit	10,543	10,715	+171	+1.6%
Operating Profit Margin	12.7%	12.5%	(0.3P)	
Net Income	4,791	7,070	+2,278	+47.6%

## Sales by Segments <3Q>

					(Unit	:JPY million)
	3Q FY Mar. 2012 (OctDec.)	Share	3Q FY Mar. 2013 (OctDec.)	Share	Diff.	YoY Change
Consulting	5,614	6.8%	5,900	6.9%	+285	+5.1%
Financial IT Solutions	50,068	60.4%	49,853	58.0%	(215)	(0.4%)
Securities	25,158	30.4%	23,865	27.7%	(1,293)	(5.1%)
Insurance	12,911	15.6%	12,419	14.4%	(491)	(3.8%)
Banking	6,252	7.5%	6,951	8.1%	+699	+11.2%
Other financial	5,746	6.9%	6,617	7.7%	+870	+15.2%
Industrial IT Solutions	17,680	21.3%	20,782	24.2%	+3,102	+17.5%
Distribution	10,750	13.0%	11,417	13.3%	+666	+6.2%
Manufacturing, service and other	6,930	8.4%	9,365	10.9%	+2,435	+35.1%
IT Platform Services	7,444	9.0%	7,330	8.5%	(113)	(1.5%)
Others	2,085	2.5%	2,133	2.5%	+47	+2.3%
Total	82,893	100.0%	86,000	100.0%	+3,106	+3.7%
Nomura Holdings	22,884	27.6%	19,969	23.2%	(2,914)	(12.7%)
Seven & i Holdings	9,991	12.1%	11,509	13.4%	+1,517	+15.2%

<sup>\*</sup>Figures of Nomura Holdings and Seven & i Holdings, in principle, include sales to subsidiaries.



## Segment performance results <3Q>

■including Inter-segment sales for each segment (Unit:JPY million)					
		3Q FY Mar. 2012 (OctDec.)	3Q FY Mar. 2013 (OctDec.)	Diff.	YoY Change
Consulting	Sales	5,644	5,925	+281	+5.0%
	OP	929	866	(63)	(6.8%)
	ОРМ	16.5%	14.6%	(1.8P)	
Financial IT Solutions	Sales	50,115	49,886	(229)	(0.5%)
	ОР	5,153	5,074	(79)	(1.5%)
	ОРМ	10.3%	10.2%	(0.1P)	
Industrial IT Solutions	Sales	17,776	20,793	+3,017	+17.0%
	ОР	562	1,803	+1,240	+220.8%
	ОРМ	3.2%	8.7%	+5.5P	
IT Platform Services	Sales	26,768	25,783	(985)	(3.7%)
	ОР	3,164	2,495	(669)	(21.2%)
	ОРМ	11.8%	9.7%	(2.1P)	

## Sales by Service <3Q>

(Unit:JPY million)

	3Q FY Mar. 2012 (OctDec.)	Share	3Q FY Mar. 2013 (OctDec.)	Share	Diff.	YoY Change
Consulting Services	9,009	10.9%	9,764	11.4%	+755	+8.4%
System Development & System Application Sales	30,782	37.1%	31,076	36.1%	+294	+1.0%
System Management & Operation Services	41,075	49.6%	43,176	50.2%	+2,101	+5.1%
Product Sales	2,027	2.4%	1,982	2.3%	(44)	(2.2%)
Total	82,893	100.0%	86,000	100.0%	+3,106	+3.7%

## P/L Highlight <3Q>

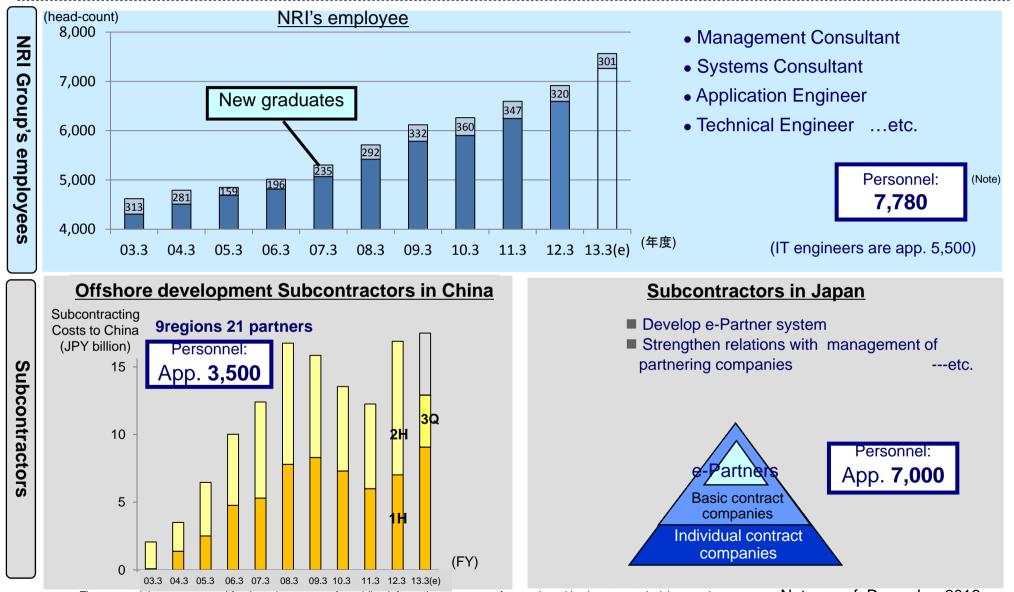
(Unit:	<b>JPY</b>	million
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	3Q FY Mar. 2012 (OctDec.)	3Q FY Mar. 2013 (OctDec.)	Diff.	YoY Change
Sales	82,893	86,000	+3,106	+3.7%
Cost of Sales	57,969	60,994	+3,025	+5.2%
Subcontracting Costs	28,366	27,992	(374)	(1.3%)
<b>Gross Profit</b>	24,924	25,006	+81	+0.3%
<b>Gross Profit Margin</b>	30.1%	29.1%	(1.0P)	
SG&A	14,380	14,291	(89)	(0.6%)
Operating Profit	10,543	10,715	+171	+1.6%
Operating Profit Margin	12.7%	12.5%	(0.3P)	

## P/L Highlight cont.<3Q>

			(Unit:	JPY million)
	3Q FY Mar. 2012 (OctDec.)	3Q FY Mar. 2013 (OctDec.)	Diff.	YoY Change
Operating Profit	10,543	10,715	+171	+1.6%
Non-operating gain and loss	301	505	+203	
Other Income and Expense	7	(3,071)	(3,079)	
Gain on negative goodwill	_	4,661	+4,661	
Loss on sales of property and equipment	_	(7,732)	(7,732)	
Income taxes etc.	6,061	1,082	(4,979)	
Net Income	4,791	7,070	+2,278	+47.6%

#### Depth in Human Resources -NRI's employees + Partners(in Japan & China)



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Note: as of December 2012

#### **Tokyo #1 Data Center Opens**

- The construction of Tokyo #1 Data Center was completed, making this NRI's fifth data center in Japan, and services were launched on November 21. T1DC will serve as the nucleus of NRI's expanding outsourcing business, cloud services, and its industry-standard business platform, a goal set out in Vision 2015.
- NRI utilized its expertise in consulting and system solutions, as well as its cutting-edge technology, and adopted a double-deck system that truly represents the future of data centers. In addition, T1DC features various technologies and measures to enhance environmental performance as well as many advanced security solutions.



Dempa Shimbun, November 19, 2012

#### **Development of financial cloud**

- NRI is moving ahead with the development of a "financial cloud" providing an integrated foundation for its solutions aimed at financial institutions.
- Switching to the cloud will reduce the initial investment and upgrade costs for hardware such as servers that used to be built separately for each client.
- Since the operating environment is integrated in the cloud, different shared online services can work together closely. The log-in process for multiple services used by clients can be shared, and service quality can be improved based on the results of collaboration since information can be linked between services.
- This operating environment will gradually shift to T1DC.

Nikkan Kogyo Shimbun, December 17, 2012

#### **Cloud-based settlement services**

- NRI will begin offering cloud-based settlement services on tablets.
- This service is unique in that (1) it can be used on lightweight, inexpensive dedicated devices with the minimum necessary functions, (2) debit card settlement and Pay-easy account transfer and acceptance services can be used, and (3) it can be used on multiple devices, thus improving convenience and lowering communications costs.
- The service will begin in fall 2013. Currently, several major life and non-life insurers are considering adopting this service, including upgrades to their current system.

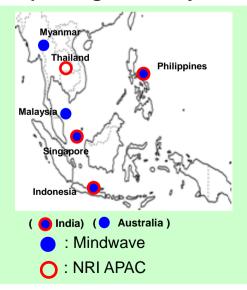
Nikkei Business Daily, December 17, 2012

## Alliance to reinforce IT services in Southeast Asia

- NRI and MindWave Solutions to have agreed to form a business alliance via NRI APAC. The alliance aims to provide high-quality services by both partners to meet diversifying customer needs for IT services in the Southeast Asia and expanding the market.
- NRI APAC will acquire a 9.1% equity share in MindWave, and will delegate a part-time director to MindWave. This will strengthen the IT services provided to customers of both partners and enhance their corporate value by mobilizing the partners' areas of uniqueness and strength.

Company name	MindWave Solutions Pte.Ltd.
Main line of business	IT platform business SI business SCM-related solutions business
Headquarters	Singapore
Offices	Singapore, Malaysia, Indonesia, Philippines, India, Myanmar, Australia
No. of employees	About 170 (as of June 30, 2012)

**Expanding service system** 



Nikkei Business Daily, December 19, 2012



#### NRI Taiwan and NRI Seoul established

- Nomura Research Institute Taiwan (NRI Taiwan) will be established in Taiwan via Group subsidiary NRI APAC.
- Similarly, Nomura Research Institute Seoul (NRI Seoul) will be set up via NRI APAC.
- NRI Taiwan will take over current operations at the branch in Taipei and NRI Seoul will take over business at the Seoul branch with the aim of strengthening consulting services offered to private companies and government institutions.

NRIでは、今後もグローバル事業の拡大に向けた 取り組みを積極的に実施していくとしている。

Dempa Shimbun, December 5, 2012

# Consulting services strengthened in India

- NRI plans to increase the number of employees at NRI India, established in 2011, four-fold to 60 by 2014.
- With more Japanese companies, particularly manufacturers, entering the Indian market, this move will enable NRI India to meet clients' business strategy development needs.
- NRI India is aiming for annual sales of 1 billion yen by 2015.

Nihon Keizai Shimbun, December 30, 2012

# NRI to participate in Australian development project

- NRI will participate in "a sustainable residential and industrial complex development project" with East West Line Parks Limited (EWLP), which is based in Queensland, Australia. EWLP plans and manages a wide range of infrastructure projects.
- NRI has supported EWLP in this project from its conceptual stage. As a member of an international consulting team, NRI will carry out the planning, the examination of facilities and systems to be introduced in the complexes, and the initial feasibility study. To achieve these goals, this project will develop a sustainable and residential and industrial complex as part of major infrastructure development in Queensland.



## 3. Example of Projects



Mito Securities Co.,Ltd.

**STAR-IV** services offered

(Services to be launched in September 2013)

### 4. Others Communications

### Symposium etc.



November 2012 "IT Roadmap Seminar Autumn 2012"



November 2012 "NRI Financial IT Forum 2012"



November 2012 "CIO Management Symposium"

#### **Publications**













Concept book for the "2030 Japan Value Creation Project"

