

2Q FY March 2016 Financial Results

October 23, 2015

Nomura Research Institute, Ltd.

I . 2Q FY March 2016 Financial Results (Consolidated)

II . FY March 2016 Financial Results Forecasts (Consolidated)

I .2Q FY March 2016 Financial Results (Consolidated)



(1) Highlights

2nd Quarter Total	(JPY million)							
	1H FY Mar.2015	1H FY Mar.2016	Y o Y		1H FY Mar.2016 (Forecasts)	Comparison to forecasts		FY Mar.2015
	Amount	Amount	Diff.	Change(%)	Amount	Diff.	Change(%)	Amount
Sales	197,346	212,338	14,991	7.6	210,000	2,338	1.1	405,984
Consulting Services	21,301	25,077	3,775	17.7	22,000	3,077	14.0	47,110
System Development & System Application Sales	67,397	77,051	9,653	14.3	79,000	(1,948)	(2.5)	136,710
System Management & Operation Services	100,706	105,348	4,642	4.6	105,000	348	0.3	206,698
Product Sales	7,940	4,861	(3,079)	(38.8)	4,000	861	21.5	15,465
Cost of Sales	143,398	147,561	4,162	2.9				289,210
Gross Profit	53,947	64,777	10,829	20.1				116,774
(Gross Profit Margin)	27.3%	30.5%	3.2P					28.8%
Selling, general and administrative expenses	31,821	36,527	4,706	14.8				65,287
Operating Profit	22,126	28,249	6,123	27.7	28,000	249	0.9	51,486
(Operating Profit Margin)	11.2%	13.3%	2.1P					12.7%
Non-operating income and loss	930	1,592	661	71.1				1,455
Extraordinary income and loss	10,978	(195)	(11,173)	—				6,132
Profit attributable to owners of parent	23,406	20,126	(3,279)	(14.0)	20,000	126	0.6	38,880
Earnings per share(JPY)	106.59	89.56	(17.03)					176.79
Dividends per share(JPY)	30.00	40.00	10.00					70.00

※The Company implemented a 1:1.1 stock split effective October 1, 2015.

Earnings per share shows the amount calculated assuming that the stock split was implemented at the beginning of the previous fiscal year.

NRI has applied the Accounting Standard for Business Combinations(ASBJ Statement No.21, September 13, 2013) etc. starting in the first quarter of the current fiscal year. As this change in accounting policy, net income has been changed to profit attributable to owners of the parent.

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(JPY million)

2nd Quarter	2Q FY	2Q FY	Y o Y	
	Mar.2015	Mar.2016	Diff.	Change(%)
	Amount	Amount		
Sales	100,688	110,816	10,128	10.1
Consulting Services	11,271	12,878	1,606	14.3
System Development & System Application Sales	35,234	43,922	8,688	24.7
System Management & Operation Services	50,737	52,084	1,346	2.7
Product Sales	3,444	1,931	(1,512)	(43.9)
Cost of Sales	69,813	77,593	7,779	11.1
Gross Profit	30,874	33,223	2,348	7.6
(Gross Profit Margin)	30.7%	30.0%	(0.7P)	
Selling, general and administrative expenses	16,687	18,508	1,821	10.9
Operating Profit	14,187	14,714	527	3.7
(Operating Profit Margin)	14.1%	13.3%	(0.8P)	
Non-operating income and loss	57	263	205	358.9
Extraordinary income and loss	9,122	(106)	(9,228)	—
Profit attributable to owners of parent	15,970	10,861	(5,108)	(32.0)
Earnings per share(JPY)	72.66	47.78	(24.88)	

(JPY million)

1st Quarter	1Q FY	1Q FY	Y o Y	
	Mar.2015	Mar.2016	Diff.	Change(%)
	Amount	Amount		
Sales	96,658	101,521	4,863	5.0
Consulting Services	10,030	12,199	2,168	21.6
System Development & System Application Sales	32,163	33,128	965	3.0
System Management & Operation Services	49,968	53,264	3,296	6.6
Product Sales	4,496	2,929	(1,566)	(34.8)
Cost of Sales	73,585	69,967	(3,617)	(4.9)
Gross Profit	23,073	31,554	8,480	36.8
(Gross Profit Margin)	23.9%	31.1%	7.2P	
Selling, general and administrative expenses	15,133	18,018	2,884	19.1
Operating Profit	7,939	13,535	5,595	70.5
(Operating Profit Margin)	8.2%	13.3%	5.1P	
Non-operating income and loss	873	1,329	455	52.2
Extraordinary income and loss	1,856	(88)	(1,944)	—
Profit attributable to owners of parent	7,435	9,265	1,829	24.6
Earnings per share(JPY)	33.89	41.72	7.82	

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(2) Sales and Operating Profit by segment

① Segment performance results (including sales for each segment)

(JPY million)

2nd Quarter Total		1H FY Mar.2015		1H FY Mar.2016		Y o Y		FY Mar.2015	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Sales	12,798	6.5	13,377	6.3	578	4.5	27,749	6.8
	Operating Profit	2,588	11.7	2,017	7.1	(571)	(22.1)	5,959	11.6
	(Operating Profit Margin)	20.2%	/	15.1%	/	(5.1P)	/	21.5%	/
Financial IT Solutions	Sales	115,160	58.4	129,305	60.9	14,145	12.3	237,649	58.5
	Operating Profit	7,804	35.3	14,891	52.7	7,086	90.8	22,621	43.9
	(Operating Profit Margin)	6.8%	/	11.5%	/	4.7P	/	9.5%	/
Industrial IT Solutions	Sales	47,314	24.0	49,684	23.4	2,370	5.0	95,857	23.6
	Operating Profit	6,337	28.6	5,418	19.2	(919)	(14.5)	11,790	22.9
	(Operating Profit Margin)	13.4%	/	10.9%	/	(2.5P)	/	12.3%	/
IT Platform Services	Sales	56,246	28.5	53,409	25.2	(2,836)	(5.0)	113,505	28.0
	Operating Profit	3,645	16.5	5,397	19.1	1,752	48.1	8,636	16.8
	(Operating Profit Margin)	6.5%	/	10.1%	/	3.6P	/	7.6%	/
Others	Sales	8,566	4.3	7,668	3.6	(898)	(10.5)	16,761	4.1
	Operating Profit	1,059	4.8	(87)	(0.3)	(1,146)	—	1,595	3.1
	(Operating Profit Margin)	12.4%	/	(1.1%)	/	(13.5P)	/	9.5%	/
Inter-segment sales and eliminations	Sales	(42,740)	(21.7)	(41,107)	(19.4)	1,633	/	(85,538)	(21.1)
	Operating Profit	691	3.1	611	2.2	(79)	/	882	1.7
Total	Sales	197,346	100.0	212,338	100.0	14,991	7.6	405,984	100.0
	Operating Profit	22,126	100.0	28,249	100.0	6,123	27.7	51,486	100.0
	(Operating Profit Margin)	11.2%	/	13.3%	/	2.1P	/	12.7%	/

I .2Q FY March 2016 Financial Results (Consolidated)

(JPY million)

2nd Quarter		2Q FY Mar.2015		2Q FY Mar.2016		Yo Y	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	Sales	7,060	7.0	7,226	6.5	166	2.4
	Operating Profit	1,691	11.9	1,374	9.3	(317)	(18.8)
	(Operating Profit Margin)	24.0%		19.0%		(4.9P)	
Financial IT Solutions	Sales	58,528	58.1	69,561	62.8	11,032	18.9
	Operating Profit	6,506	45.9	7,270	49.4	763	11.7
	(Operating Profit Margin)	11.1%		10.5%		(0.7P)	
Industrial IT Solutions	Sales	24,359	24.2	24,758	22.3	398	1.6
	Operating Profit	3,214	22.7	2,335	15.9	(879)	(27.4)
	(Operating Profit Margin)	13.2%		9.4%		(3.8P)	
IT Platform Services	Sales	28,139	27.9	26,390	23.8	(1,748)	(6.2)
	Operating Profit	1,961	13.8	3,132	21.3	1,170	59.7
	(Operating Profit Margin)	7.0%		11.9%		4.9P	
Others	Sales	4,148	4.1	3,804	3.4	(343)	(8.3)
	Operating Profit	502	3.5	275	1.9	(227)	(45.2)
	(Operating Profit Margin)	12.1%		7.2%		(4.9P)	
Inter-segment sales and eliminations	Sales	(21,547)	(21.4)	(20,924)	(18.9)	622	
	Operating Profit	309	2.2	325	2.2	16	
Total	Sales	100,688	100.0	110,816	100.0	10,128	10.1
	Operating Profit	14,187	100.0	14,714	100.0	527	3.7
	(Operating Profit Margin)	14.1%		13.3%		(0.8P)	

I .2Q FY March 2016 Financial Results (Consolidated)

(JPY million)

1st Quarter		1Q FY Mar.2015		1Q FY Mar.2016		YoY	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	Sales	5,738	5.9	6,150	6.1	412	7.2
	Operating Profit	896	11.3	643	4.8	(253)	(28.3)
	(Operating Profit Margin)	15.6%		10.5%		(5.2P)	
Financial IT Solutions	Sales	56,632	58.6	59,744	58.8	3,112	5.5
	Operating Profit	1,297	16.3	7,620	56.3	6,323	487.2
	(Operating Profit Margin)	2.3%		12.8%		10.5P	
Industrial IT Solutions	Sales	22,954	23.7	24,926	24.6	1,971	8.6
	Operating Profit	3,123	39.3	3,082	22.8	(40)	(1.3)
	(Operating Profit Margin)	13.6%		12.4%		(1.2P)	
IT Platform Services	Sales	28,107	29.1	27,018	26.6	(1,088)	(3.9)
	Operating Profit	1,683	21.2	2,265	16.7	581	34.5
	(Operating Profit Margin)	6.0%		8.4%		2.4P	
Others	Sales	4,418	4.6	3,864	3.8	(554)	(12.5)
	Operating Profit	556	7.0	(363)	(2.7)	(919)	—
	(Operating Profit Margin)	12.6%		(9.4%)		(22.0P)	
Inter-segment sales and eliminations	Sales	(21,193)	(21.9)	(20,182)	(19.9)	1,010	
	Operating Profit	381	4.8	286	2.1	(95)	
Total	Sales	96,658	100.0	101,521	100.0	4,863	5.0
	Operating Profit	7,939	100.0	13,535	100.0	5,595	70.5
	(Operating Profit Margin)	8.2%		13.3%		5.1P	

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② Sales by segment

(JPY million)

2nd Quarter Total	1H FY Mar.2015		1H FY Mar.2016		Y o Y		FY Mar.2015	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	12,607	6.4	13,222	6.2	614	4.9	27,353	6.7
Financial IT Solutions	114,982	58.3	128,980	60.7	13,998	12.2	237,111	58.4
Securities	57,692	29.2	64,036	30.2	6,344	11.0	116,534	28.7
Insurance	26,012	13.2	29,280	13.8	3,267	12.6	56,414	13.9
Banking	17,117	8.7	19,098	9.0	1,980	11.6	34,584	8.5
Other financial	14,160	7.2	16,566	7.8	2,406	17.0	29,577	7.3
Industrial IT Solutions	47,204	23.9	49,541	23.3	2,336	5.0	95,573	23.5
Distribution	22,854	11.6	26,495	12.5	3,641	15.9	46,399	11.4
Manufacturing, service and other	24,349	12.3	23,045	10.9	(1,304)	(5.4)	49,173	12.1
IT Platform Services	17,002	8.6	15,092	7.1	(1,909)	(11.2)	34,779	8.6
Others	5,549	2.8	5,501	2.6	(48)	(0.9)	11,168	2.8
Total	197,346	100.0	212,338	100.0	14,991	7.6	405,984	100.0

(JPY million)

2nd Quarter	2Q FY Mar.2015		2Q FY Mar.2016		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	6,942	6.9	7,117	6.4	175	2.5
Financial IT Solutions	58,428	58.0	69,386	62.6	10,958	18.8
Securities	28,623	28.4	37,282	33.6	8,659	30.3
Insurance	14,035	13.9	14,019	12.7	(15)	(0.1)
Banking	8,472	8.4	9,589	8.7	1,116	13.2
Other financial	7,296	7.2	8,494	7.7	1,198	16.4
Industrial IT Solutions	24,285	24.1	24,687	22.3	402	1.7
Distribution	11,374	11.3	13,111	11.8	1,737	15.3
Manufacturing, service and other	12,911	12.8	11,576	10.4	(1,334)	(10.3)
IT Platform Services	8,376	8.3	6,892	6.2	(1,484)	(17.7)
Others	2,655	2.6	2,732	2.5	77	2.9
Total	100,688	100.0	110,816	100.0	10,128	10.1

(JPY million)

1st Quarter	1Q FY Mar.2015		1Q FY Mar.2016		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	5,665	5.9	6,104	6.0	439	7.8
Financial IT Solutions	56,554	58.5	59,594	58.7	3,040	5.4
Securities	29,068	30.1	26,753	26.4	(2,314)	(8.0)
Insurance	11,977	12.4	15,260	15.0	3,282	27.4
Banking	8,644	8.9	9,509	9.4	864	10.0
Other financial	6,863	7.1	8,071	8.0	1,207	17.6
Industrial IT Solutions	22,919	23.7	24,853	24.5	1,934	8.4
Distribution	11,480	11.9	13,383	13.2	1,903	16.6
Manufacturing, service and other	11,438	11.8	11,469	11.3	30	0.3
IT Platform Services	8,625	8.9	8,199	8.1	(425)	(4.9)
Others	2,894	3.0	2,769	2.7	(125)	(4.3)
Total	96,658	100.0	101,521	100.0	4,863	5.0

(3) Sales to main clients

(JPY million)

2nd Quarter Total	1H FY Mar.2015		1H FY Mar.2016		Y o Y		FY Mar.2015	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Nomura Holdings	40,827	20.7	32,926	15.5	(7,900)	(19.4)	82,469	20.3
Seven & i Holdings	20,170	10.2	22,747	10.7	2,577	12.8	40,973	10.1

*Figures, in principle, include sales to subsidiaries.

(JPY million)

2nd Quarter	2Q FY Mar.2015		2Q FY Mar.2016		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Nomura Holdings	20,735	20.6	16,268	14.7	(4,467)	(21.5)
Seven & i Holdings	10,054	10.0	11,102	10.0	1,048	10.4

(JPY million)

1st Quarter	1Q FY Mar.2015		1Q FY Mar.2016		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Nomura Holdings	20,091	20.8	16,658	16.4	(3,432)	(17.1)
Seven & i Holdings	10,115	10.5	11,644	11.5	1,528	15.1

(4) Subcontracting Costs

(JPY million)

2nd Quarter Total	1H FY Mar.2015		1H FY Mar.2016		Y o Y		FY Mar.2015	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Subcontracting Costs	71,245	36.1	72,292	34.0	1,047	1.5	141,925	35.0
(Subcontracting Costs to China)	12,058	16.9	12,686	17.5	627	5.2	23,482	16.5

*Share for subcontracting costs shows share of sales.

*Subcontracting costs to China & Percentage in total subcontracting costs.

(JPY million)

2nd Quarter	2Q FY Mar.2015		2Q FY Mar.2016		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Subcontracting Costs	34,914	34.7	36,578	33.0	1,664	4.8
(Subcontracting Costs to China)	5,843	16.7	6,464	17.7	620	10.6

(JPY million)

1st Quarter	1Q FY Mar.2015		1Q FY Mar.2016		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Subcontracting Costs	36,330	37.6	35,714	35.2	(616)	(1.7)
(Subcontracting Costs to China)	6,214	17.1	6,222	17.4	7	0.1

(5) Cash Flow

(JPY million)

2nd Quarter Total	1H FY Mar.	1H FY Mar.	Y o Y		FY Mar.2015
	2015	2016	Diff.	Change(%)	Amount
	Amount	Amount			
Operating Activities	27,528	41,350	13,821	50.2	58,710
Investing Activities	8,508	(40,359)	(48,867)	—	(1,093)
(Investing Activities except Cash management purpose investment)	1,889	(28,373)	(30,263)	—	(13,800)
Free Cash Flow	36,036	990	(35,045)	(97.3)	57,617
(Free Cash Flow except Cash management purpose investment)	29,418	12,976	(16,441)	(55.9)	44,910
Financing Activities	(5,515)	9,411	14,926	—	(10,536)
Net increase in Cash and cash equivalents	30,725	10,436	(20,288)	(66.0)	47,775
(Net increase in Cash and cash equivalents except Cash management purpose investment)	24,106	22,422	(1,684)	(7.0)	35,068
Cash and cash equivalents at end of period	123,517	151,003	27,486	22.3	140,567
Cash and cash equivalents + Cash Management purpose investment	157,746	191,489	33,743	21.4	169,023

*Cash management purpose investment is investments in bonds, etc., with maturities of longer than three months from date of purchase to date of redemption.

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(6) Capital Expenditure, Research and Development Expenses

(JPY million)

2nd Quarter Total	1H FY Mar. 2015	1H FY Mar. 2016	Y o Y		FY Mar.2015
	Amount	Amount	Diff.	Change(%)	Amount
Capital Expenditure	14,211	21,934	7,723	54.3	31,080
Tangible	3,449	9,310	5,860	169.9	8,349
Intangible	10,761	12,624	1,863	17.3	22,731
Research and Development Expenses	1,568	2,073	504	32.2	4,222

(JPY million)

2nd Quarter	2Q FY Mar. 2015	2Q FY Mar. 2016	Y o Y	
	Amount	Amount	Diff.	Change(%)
Capital Expenditure	8,276	12,510	4,233	51.1
Tangible	2,487	6,294	3,806	153.0
Intangible	5,789	6,215	426	7.4
Research and Development Expenses	1,028	1,376	348	33.9

(JPY million)

1st Quarter	1Q FY Mar. 2015	1Q FY Mar. 2016	Y o Y	
	Amount	Amount	Diff.	Change(%)
Capital Expenditure	5,934	9,424	3,490	58.8
Tangible	962	3,015	2,053	213.4
Intangible	4,972	6,409	1,437	28.9
Research and Development Expenses	540	696	156	28.9

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(7) Depreciation and Amortization

(JPY million)

2nd Quarter Total	1H FY Mar.	1H FY Mar.	Y o Y		FY Mar.2015
	2015	2016	Diff.	Change(%)	Amount
	Amount	Amount			
Tangible	4,968	4,201	(767)	(15.4)	10,244
Intangible	7,693	13,651	5,957	77.4	15,555
Depreciation and Amortization	12,662	17,852	5,189	41.0	25,800

(JPY million)

2nd Quarter	2Q FY Mar.	2Q FY Mar.	Y o Y	
	2015	2016	Diff.	Change(%)
	Amount	Amount		
Tangible	2,553	2,182	(371)	(14.5)
Intangible	3,769	9,252	5,482	145.5
Depreciation and Amortization	6,322	11,434	5,111	80.8

(JPY million)

1st Quarter	1Q FY Mar.	1Q FY Mar.	Y o Y	
	2015	2016	Diff.	Change(%)
	Amount	Amount		
Tangible	2,414	2,018	(396)	(16.4)
Intangible	3,924	4,399	474	12.1
Depreciation and Amortization	6,339	6,418	78	1.2

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(8) Order Volume by segment

① Order Backlog

(JPY million)

At the end of the 2nd Quarter	2Q FY Mar.	2Q FY Mar.	Y o Y	
	2015	2016	Diff.	Change(%)
	Amount	Amount		
Consulting	7,356	7,162	(194)	(2.6)
Financial IT Solutions	88,345	90,634	2,289	2.6
Industrial IT Solutions	31,535	32,958	1,423	4.5
IT Platform Services	11,679	9,500	(2,178)	(18.7)
Others	2,447	2,745	298	12.2
Total	141,363	143,001	1,638	1.2
(Order backlog in the current FY)	135,026	137,262	2,236	1.7

(JPY million)

At the end of the 1st Quarter	1Q FY Mar.	1Q FY Mar.	Y o Y	
	2015	2016	Diff.	Change(%)
	Amount	Amount		
Consulting	7,847	8,029	181	2.3
Financial IT Solutions	115,464	125,307	9,843	8.5
Industrial IT Solutions	43,434	47,247	3,813	8.8
IT Platform Services	16,147	12,708	(3,439)	(21.3)
Others	3,337	2,772	(564)	(16.9)
Total	186,231	196,065	9,834	5.3
(Order backlog in the current FY)	180,866	192,292	11,426	6.3

(JPY million)

At beginning of period	FY Mar.	FY Mar.	Y o Y	
	2015	2016	Diff.	Change(%)
	Amount	Amount		
Consulting	4,584	5,622	1,037	22.6
Financial IT Solutions	129,548	146,268	16,719	12.9
Industrial IT Solutions	51,688	55,156	3,468	6.7
IT Platform Services	20,769	17,205	(3,564)	(17.2)
Others	2,610	2,935	324	12.4
Total	209,202	227,188	17,985	8.6
(Order backlog in the current FY)	205,218	224,785	19,567	9.5

② Order Volume

(JPY million)

2nd Quarter Total	1H FY Mar. 2015	1H FY Mar. 2016	YoY	
	Amount	Amount	Diff.	Change(%)
Consulting	15,379	14,762	(617)	(4.0)
Financial IT Solutions	73,778	73,346	(432)	(0.6)
Industrial IT Solutions	27,051	27,343	292	1.1
IT Platform Services	7,911	7,387	(524)	(6.6)
Others	5,386	5,312	(73)	(1.4)
Total	129,507	128,152	(1,355)	(1.0)

(JPY million)

2nd Quarter	2Q FY Mar. 2015	2Q FY Mar. 2016	YoY	
	Amount	Amount	Diff.	Change(%)
Consulting	6,451	6,251	(200)	(3.1)
Financial IT Solutions	31,308	34,712	3,403	10.9
Industrial IT Solutions	12,386	10,398	(1,987)	(16.0)
IT Platform Services	3,908	3,685	(223)	(5.7)
Others	1,765	2,705	939	53.2
Total	55,820	57,752	1,932	3.5

(JPY million)

1st Quarter	1Q FY Mar. 2015	1Q FY Mar. 2016	YoY	
	Amount	Amount	Diff.	Change(%)
Consulting	8,928	8,511	(416)	(4.7)
Financial IT Solutions	42,469	38,633	(3,836)	(9.0)
Industrial IT Solutions	14,664	16,944	2,280	15.5
IT Platform Services	4,003	3,702	(300)	(7.5)
Others	3,620	2,606	(1,013)	(28.0)
Total	73,686	70,399	(3,287)	(4.5)

II . FY March 2016 Financial Results Forecasts (Consolidated)



• There are no changes to results forecasts (published April 23, 2015), but the breakdown of sales has changed.

• There are no changes to the dividend forecast (published on April 23, 2015).

The Company implemented a 1:1.1 stock split effective October 1, 2015. However, the dividend has not been adjusted in conjunction with the stock split. Therefore, the dividend per share calculated based on the number of shares before the stock split will be ¥44 for the year-end dividend (a real increase of ¥4 year on year), taking the annual dividend to ¥84 per share (a real increase of ¥14 year on year).

• The Company changed its forecasts for capital investment, R&D expenses, and depreciation and amortization expenses (published on April 23, 2015).

(1) Highlights and Dividend forecasts

(JPY billion)

	FY Mar.2015 (Results)		FY Mar.2016 (Forecasts)		Y o Y		FY Mar.2016 (Forecasts as of Apr 23,2015)		Comparison to forecasts	
	Amount	Amount	Amount	Amount	Diff.	Change(%)	Amount	Amount	Diff.	Change(%)
Sales	405.9	425.0	405.9	425.0	19.0	4.7	425.0	425.0	—	—
Consulting Services	47.1	51.0	47.1	51.0	3.8	8.3	48.0	48.0	3.0	6.3
System Development & System Application Sales	136.7	151.0	136.7	151.0	14.2	10.5	155.0	155.0	(4.0)	(2.6)
System Management & Operation Services	206.6	215.0	206.6	215.0	8.3	4.0	215.0	215.0	—	—
Product Sales	15.4	8.0	15.4	8.0	(7.4)	(48.3)	7.0	7.0	1.0	14.3
Operating Profit	51.4	58.0	51.4	58.0	6.5	12.7	58.0	58.0	—	—
(Operating Profit Margin)	12.7%	13.6%	12.7%	13.6%	1.0P	—	13.6%	13.6%	—	—
Net Income	38.8	41.0	38.8	41.0	2.1	5.5	41.0	41.0	—	—
Dividends per share(JPY)	70.00	80.00	70.00	80.00	10.00	14.3	80.00	80.00	—	—
Second quarter(JPY)	30.00	40.00	30.00	40.00	10.00	33.3	40.00	40.00	—	—
Fiscal year end(JPY)	40.00	40.00	40.00	40.00	—	—	40.00	40.00	—	—

(2) Sales Forecasts by segment

(JPY billion)

	FY Mar.2015 (Results)		FY Mar.2016 (Forecasts)		Y o Y		FY Mar.2016 (Forecasts as of Apr 23,2015)		Comparison to forecasts	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Amount	Diff.	Change(%)
Consulting	27.3	6.7	29.0	6.8	1.6	6.0	29.0	29.0	—	—
Financial IT Solutions	237.1	58.4	254.0	59.8	16.8	7.1	250.0	250.0	4.0	1.6
Securities	116.5	28.7	125.0	29.4	8.4	7.3	124.0	124.0	1.0	0.8
Insurance	56.4	13.9	58.0	13.6	1.5	2.8	60.0	60.0	(2.0)	(3.3)
Banking	34.5	8.5	38.0	8.9	3.4	9.9	36.0	36.0	2.0	5.6
Other financial	29.5	7.3	33.0	7.8	3.4	11.6	30.0	30.0	3.0	10.0
Industrial IT Solutions	95.5	23.5	102.0	24.0	6.4	6.7	101.0	101.0	1.0	1.0
Distribution	46.3	11.4	53.0	12.5	6.6	14.2	49.0	49.0	4.0	8.2
Manufacturing, service and other	49.1	12.1	49.0	11.5	(0.1)	(0.4)	52.0	52.0	(3.0)	(5.8)
IT Platform Services	34.7	8.6	31.0	7.3	(3.7)	(10.9)	34.0	34.0	(3.0)	(8.8)
Others	11.1	2.8	9.0	2.1	(2.1)	(19.4)	11.0	11.0	(2.0)	(18.2)
Total	405.9	100.0	425.0	100.0	19.0	4.7	425.0	425.0	—	—

II . FY March 2016 Financial Results Forecasts (Consolidated)



(3) Capital Expenditure, Research and Development Expenses Forecasts

(JPY billion)

	FY Mar.2015 (Results)	FY Mar.2016 (Forecasts)	Y o Y		FY Mar.2016 (Forecasts as of Apr 23,2015)		
	Amount	Amount	Diff.	Change(%)	Amount	Diff.	Change(%)
Capital Expenditure	31.0	43.0	11.9	38.3	45.0	(2.0)	(4.4)
Tangible	8.3	19.0	10.6	127.6	21.0	(2.0)	(9.5)
Intangible	22.7	24.0	1.2	5.6	24.0	—	—
Research and Development Expenses	4.2	5.0	0.7	18.4	4.5	0.5	11.1

(4) Depreciation and Amortization Forecasts

(JPY billion)

	FY Mar.2015 (Results)	FY Mar.2016 (Forecasts)	Y o Y		FY Mar.2016 (Forecasts as of Apr 23,2015)		
	Amount	Amount	Diff.	Change(%)	Amount	Diff.	Change(%)
Depreciation and Amortization	25.8	33.0	7.1	27.9	34.0	(1.0)	(2.9)