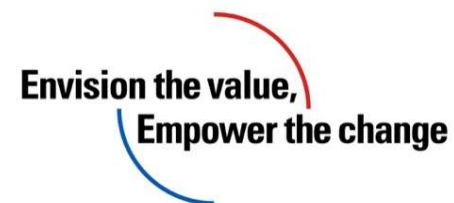


FY March 2023 Financial Results Outline

Nomura Research Institute, Ltd.

April 27, 2023



01

FY March 2023 Financial Results (Consolidated)

02

FY March 2024 Financial Results Forecasts (Consolidated)

FY March 2023 Financial Results (Consolidated)

1. Highlights

(JPY million)

| Full Year | FY Mar.2022 | FY Mar.2023 | Y o Y | | Forecasts as of Jan.30,2023 | |
|--|-------------|-------------|---------|-----------|-----------------------------|---------|
| | Amount | Amount | Diff. | Change(%) | Amount | Diff. |
| Revenue | 611,634 | 692,165 | 80,531 | 13.2 | 690,000 | 2,165 |
| Consulting Services | 125,460 | 156,582 | 31,122 | 24.8 | 157,000 | (417) |
| System Development & System Application Sales | 196,000 | 211,512 | 15,512 | 7.9 | 212,000 | (487) |
| System Management & Operation Services | 272,903 | 292,874 | 19,970 | 7.3 | 290,000 | 2,874 |
| Product Sales | 17,269 | 31,195 | 13,925 | 80.6 | 31,000 | 195 |
| Cost of Sales | 395,562 | 452,336 | 56,773 | 14.4 | | |
| Gross Profit | 216,071 | 239,829 | 23,757 | 11.0 | | |
| Gross Profit Margin | 35.3% | 34.6% | (0.7P) | | | |
| Selling, general and administrative expenses | 113,536 | 131,580 | 18,043 | 15.9 | | |
| Other Income & Other Expenses, etc. | 3,683 | 3,583 | (100) | (2.7) | | |
| Operating Profit | 106,218 | 111,832 | 5,613 | 5.3 | 115,000 | (3,167) |
| Operating Margin | 17.4% | 16.2% | (1.2P) | | 16.7% | (0.5P) |
| Finance Income & Finance Costs | (1,547) | (3,333) | (1,786) | 115.4 | | |
| Profit before tax | 104,671 | 108,499 | 3,827 | 3.7 | 113,000 | (4,500) |
| Profit attributable to owners of parent | 71,445 | 76,307 | 4,861 | 6.8 | 77,000 | (692) |
| Comprehensive Income | 83,165 | 80,508 | (2,656) | (3.2) | | |
| Basic earnings per share(JPY) | 120.57 | 128.92 | 8.35 | | | |
| Annual Dividends per share(JPY) | 40.00 | 45.00 | 5.00 | | 45.00 | — |
| Second quarter(JPY) | 19.00 | 22.00 | 3.00 | | 22.00 | — |
| Fiscal year end(JPY) | 21.00 | 23.00 | 2.00 | | 23.00 | — |
| Dividend payout ratio | 33.1% | 34.9% | 1.8P | | | |
| EBITDA Margin | 23.9% | 22.5% | (1.4P) | | | |
| Return on Equity attributable to owners of parent(ROE) | 21.3% | 20.7% | (0.6P) | | | |

| Average Rate | FY Mar.2022 | FY Mar.2023 |
|--------------|-------------|-------------|
| USD | 112.40 yen | 135.51 yen |
| AUD | 83.05 yen | 92.66 yen |

* The breakdown of the revenue is classified by products and services.

* EBITDA margin: EBITDA (Operating profit + Depreciation and Amortization + Loss on retirement of fixed assets ± Temporary factors) / Revenue

FY March 2023 Financial Results (Consolidated)

1. Highlights

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | 4Q FY Mar.2023 | Y o Y | |
|---|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Revenue | 163,686 | 176,106 | 12,419 | 7.6 |
| Consulting Services | 38,641 | 40,124 | 1,483 | 3.8 |
| System Development & System Application Sales | 49,367 | 52,812 | 3,445 | 7.0 |
| System Management & Operation Services | 69,080 | 75,335 | 6,255 | 9.1 |
| Product Sales | 6,597 | 7,833 | 1,235 | 18.7 |
| Cost of Sales | 107,672 | 116,042 | 8,370 | 7.8 |
| Gross Profit | 56,014 | 60,063 | 4,048 | 7.2 |
| Gross Profit Margin | 34.2% | 34.1% | (0.1P) | |
| Selling, general and administrative expenses | 31,099 | 32,881 | 1,782 | 5.7 |
| Other Income & Other Expenses, etc. | (68) | 777 | 845 | – |
| Operating Profit | 24,846 | 27,958 | 3,112 | 12.5 |
| Operating Profit Margin | 15.2% | 15.9% | 0.7P | |
| Finance Income & Finance Costs | (27) | (903) | (876) | – |
| Profit before tax | 24,818 | 27,054 | 2,235 | 9.0 |
| Profit attributable to owners of parent | 17,130 | 21,273 | 4,142 | 24.2 |
| Basic earnings per share(JPY) | 29.07 | 35.80 | 6.74 | |
| EBITDA Margin | 22.2% | 22.7% | 0.5P | |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | 3Q FY Mar.2023 | Y o Y | |
|---|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Revenue | 155,973 | 177,005 | 21,032 | 13.5 |
| Consulting Services | 32,182 | 38,914 | 6,731 | 20.9 |
| System Development & System Application Sales | 51,307 | 56,778 | 5,471 | 10.7 |
| System Management & Operation Services | 69,278 | 73,620 | 4,341 | 6.3 |
| Product Sales | 3,205 | 7,692 | 4,487 | 140.0 |
| Cost of Sales | 99,833 | 114,741 | 14,907 | 14.9 |
| Gross Profit | 56,139 | 62,264 | 6,124 | 10.9 |
| Gross Profit Margin | 36.0% | 35.2% | (0.8P) | |
| Selling, general and administrative expenses | 28,923 | 34,112 | 5,188 | 17.9 |
| Other Income & Other Expenses, etc. | 242 | 452 | 210 | 86.5 |
| Operating Profit | 27,458 | 28,604 | 1,146 | 4.2 |
| Operating Profit Margin | 17.6% | 16.2% | (1.4P) | |
| Finance Income & Finance Costs | (1,123) | (914) | 209 | (18.6) |
| Profit before tax | 26,335 | 27,690 | 1,355 | 5.1 |
| Profit attributable to owners of parent | 17,800 | 19,176 | 1,375 | 7.7 |
| Basic earnings per share(JPY) | 30.23 | 32.38 | 2.15 | |
| EBITDA Margin | 24.4% | 22.8% | (1.7P) | |

FY March 2023 Financial Results (Consolidated)

1. Highlights

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | 2Q FY Mar.2023 | Y o Y | |
|---|----------------|----------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Revenue | 149,327 | 171,516 | 22,189 | 14.9 |
| Consulting Services | 29,576 | 38,596 | 9,019 | 30.5 |
| System Development & System Application Sales | 48,829 | 52,798 | 3,969 | 8.1 |
| System Management & Operation Services | 68,121 | 73,062 | 4,940 | 7.3 |
| Product Sales | 2,799 | 7,058 | 4,259 | 152.1 |
| Cost of Sales | 96,588 | 111,322 | 14,733 | 15.3 |
| Gross Profit | 52,738 | 60,194 | 7,455 | 14.1 |
| Gross Profit Margin | 35.3% | 35.1% | (0.2P) | |
| Selling, general and administrative expenses | 25,409 | 33,046 | 7,637 | 30.1 |
| Other Income & Other Expenses, etc. | 19 | 42 | 22 | 114.7 |
| Operating Profit | 27,348 | 27,189 | (158) | (0.6) |
| Operating Profit Margin | 18.3% | 15.9% | (2.5P) | |
| Finance Income & Finance Costs | (569) | (1,225) | (656) | 115.4 |
| Profit before tax | 26,779 | 25,963 | (815) | (3.0) |
| Profit attributable to owners of parent | 18,101 | 17,094 | (1,006) | (5.6) |
| Basic earnings per share(JPY) | 30.69 | 28.91 | (1.78) | |
| EBITDA Margin | 25.4% | 22.2% | (3.3P) | |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | 1Q FY Mar.2023 | Y o Y | |
|---|----------------|----------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Revenue | 142,647 | 167,537 | 24,890 | 17.4 |
| Consulting Services | 25,060 | 38,947 | 13,887 | 55.4 |
| System Development & System Application Sales | 46,495 | 49,122 | 2,626 | 5.6 |
| System Management & Operation Services | 66,423 | 70,856 | 4,432 | 6.7 |
| Product Sales | 4,667 | 8,610 | 3,943 | 84.5 |
| Cost of Sales | 91,468 | 110,230 | 18,761 | 20.5 |
| Gross Profit | 51,178 | 57,307 | 6,129 | 12.0 |
| Gross Profit Margin | 35.9% | 34.2% | (1.7P) | |
| Selling, general and administrative expenses | 28,103 | 31,539 | 3,436 | 12.2 |
| Other Income & Other Expenses, etc. | 3,489 | 2,310 | (1,178) | (33.8) |
| Operating Profit | 26,564 | 28,079 | 1,514 | 5.7 |
| Operating Profit Margin | 18.6% | 16.8% | (1.9P) | |
| Finance Income & Finance Costs | 172 | (289) | (462) | – |
| Profit before tax | 26,737 | 27,789 | 1,051 | 3.9 |
| Profit attributable to owners of parent | 18,411 | 18,762 | 350 | 1.9 |
| Basic earnings per share(JPY) | 30.57 | 31.80 | 1.23 | |
| EBITDA Margin | 23.5% | 22.1% | (1.4P) | |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

① Including Inter-segment revenue for each segment

(JPY million)

| Full Year | | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|--|------------------|-------------|----------|-------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 44,414 | 7.3 | 47,821 | 6.9 | 3,407 | 7.7 |
| | Operating Profit | 12,820 | 12.1 | 12,329 | 11.0 | (490) | (3.8) |
| | Operating Margin | 28.9% | | 25.8% | | (3.1P) | |
| Financial IT Solutions | Revenue | 308,376 | 50.4 | 334,141 | 48.3 | 25,765 | 8.4 |
| | Operating Profit | 43,877 | 41.3 | 49,710 | 44.5 | 5,832 | 13.3 |
| | Operating Margin | 14.2% | | 14.9% | | 0.6P | |
| Industrial IT Solutions | Revenue | 229,921 | 37.6 | 276,031 | 39.9 | 46,110 | 20.1 |
| | Operating Profit | 25,449 | 24.0 | 24,429 | 21.8 | (1,019) | (4.0) |
| | Operating Margin | 11.1% | | 8.9% | | (2.2P) | |
| IT Platform Services | Revenue | 157,598 | 25.8 | 169,840 | 24.5 | 12,242 | 7.8 |
| | Operating Profit | 20,955 | 19.7 | 23,346 | 20.9 | 2,391 | 11.4 |
| | Operating Margin | 13.3% | | 13.7% | | 0.4P | |
| Inter-segment revenue and eliminations | Revenue | (128,676) | (21.0) | (135,669) | (19.6) | (6,993) | |
| | Operating Profit | 3,116 | 2.9 | 2,015 | 1.8 | (1,100) | |
| Total | Revenue | 611,634 | 100.0 | 692,165 | 100.0 | 80,531 | 13.2 |
| | Operating Profit | 106,218 | 100.0 | 111,832 | 100.0 | 5,613 | 5.3 |
| | Operating Margin | 17.4% | | 16.2% | | (1.2P) | |

* Including inter-segment revenue for each segment.

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

① Including Inter-segment revenue for each segment

(JPY million)

| 4th Quarter | | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 13,089 | 8.0 | 13,739 | 7.8 | 649 | 5.0 |
| | Operating Profit | 4,218 | 17.0 | 3,998 | 14.3 | (219) | (5.2) |
| | Operating Margin | 32.2% | | 29.1% | | (3.1P) | |
| Financial IT Solutions | Revenue | 79,711 | 48.7 | 83,378 | 47.3 | 3,667 | 4.6 |
| | Operating Profit | 10,395 | 41.8 | 12,184 | 43.6 | 1,788 | 17.2 |
| | Operating Margin | 13.0% | | 14.6% | | 1.6P | |
| Industrial IT Solutions | Revenue | 62,562 | 38.2 | 69,496 | 39.5 | 6,933 | 11.1 |
| | Operating Profit | 6,189 | 24.9 | 6,017 | 21.5 | (172) | (2.8) |
| | Operating Margin | 9.9% | | 8.7% | | (1.2P) | |
| IT Platform Services | Revenue | 41,262 | 25.2 | 43,994 | 25.0 | 2,732 | 6.6 |
| | Operating Profit | 4,209 | 16.9 | 5,756 | 20.6 | 1,546 | 36.7 |
| | Operating Margin | 10.2% | | 13.1% | | 2.9P | |
| Inter-segment revenue and eliminations | Revenue | (32,940) | (20.1) | (34,502) | (19.6) | (1,562) | |
| | Operating Profit | (166) | (0.7) | 2 | 0.0 | 168 | |
| Total | Revenue | 163,686 | 100.0 | 176,106 | 100.0 | 12,419 | 7.6 |
| | Operating Profit | 24,846 | 100.0 | 27,958 | 100.0 | 3,112 | 12.5 |
| | Operating Margin | 15.2% | | 15.9% | | 0.7P | |

(JPY million)

| 3rd Quarter | | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 11,824 | 7.6 | 13,005 | 7.3 | 1,180 | 10.0 |
| | Operating Profit | 3,361 | 12.2 | 3,419 | 12.0 | 57 | 1.7 |
| | Operating Margin | 28.4% | | 26.3% | | (2.1P) | |
| Financial IT Solutions | Revenue | 80,538 | 51.6 | 86,041 | 48.6 | 5,503 | 6.8 |
| | Operating Profit | 12,384 | 45.1 | 14,242 | 49.8 | 1,858 | 15.0 |
| | Operating Margin | 15.4% | | 16.6% | | 1.2P | |
| Industrial IT Solutions | Revenue | 56,378 | 36.1 | 68,688 | 38.8 | 12,309 | 21.8 |
| | Operating Profit | 6,450 | 23.5 | 4,992 | 17.5 | (1,458) | (22.6) |
| | Operating Margin | 11.4% | | 7.3% | | (4.2P) | |
| IT Platform Services | Revenue | 39,745 | 25.5 | 43,405 | 24.5 | 3,660 | 9.2 |
| | Operating Profit | 5,297 | 19.3 | 6,041 | 21.1 | 744 | 14.0 |
| | Operating Margin | 13.3% | | 13.9% | | 0.6P | |
| Inter-segment revenue and eliminations | Revenue | (32,513) | (20.8) | (34,135) | (19.3) | (1,621) | |
| | Operating Profit | (34) | (0.1) | (90) | (0.3) | (56) | |
| Total | Revenue | 155,973 | 100.0 | 177,005 | 100.0 | 21,032 | 13.5 |
| | Operating Profit | 27,458 | 100.0 | 28,604 | 100.0 | 1,146 | 4.2 |
| | Operating Margin | 17.6% | | 16.2% | | (1.4P) | |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

① Including Inter-segment revenue for each segment

(JPY million)

| 2nd Quarter | | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 10,629 | 7.1 | 11,366 | 6.6 | 736 | 6.9 |
| | Operating Profit | 3,434 | 12.6 | 3,052 | 11.2 | (381) | (11.1) |
| | Operating Margin | 32.3% | / | 26.9% | / | (5.5P) | / |
| Financial IT Solutions | Revenue | 75,881 | 50.8 | 83,230 | 48.5 | 7,349 | 9.7 |
| | Operating Profit | 11,860 | 43.4 | 11,604 | 42.7 | (255) | (2.2) |
| | Operating Margin | 15.6% | / | 13.9% | / | (1.7P) | / |
| Industrial IT Solutions | Revenue | 55,922 | 37.4 | 69,004 | 40.2 | 13,082 | 23.4 |
| | Operating Profit | 6,115 | 22.4 | 6,740 | 24.8 | 625 | 10.2 |
| | Operating Margin | 10.9% | / | 9.8% | / | (1.2P) | / |
| IT Platform Services | Revenue | 39,160 | 26.2 | 42,036 | 24.5 | 2,876 | 7.3 |
| | Operating Profit | 5,960 | 21.8 | 5,896 | 21.7 | (63) | (1.1) |
| | Operating Margin | 15.2% | / | 14.0% | / | (1.2P) | / |
| Inter-segment revenue and eliminations | Revenue | (32,266) | (21.6) | (34,121) | (19.9) | (1,855) | / |
| | Operating Profit | (21) | (0.1) | (104) | (0.4) | (83) | / |
| Total | Revenue | 149,327 | 100.0 | 171,516 | 100.0 | 22,189 | 14.9 |
| | Operating Profit | 27,348 | 100.0 | 27,189 | 100.0 | (158) | (0.6) |
| | Operating Margin | 18.3% | / | 15.9% | / | (2.5P) | / |

(JPY million)

| 1st Quarter | | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 8,869 | 6.2 | 9,711 | 5.8 | 841 | 9.5 |
| | Operating Profit | 1,805 | 6.8 | 1,859 | 6.6 | 53 | 3.0 |
| | Operating Margin | 20.4% | / | 19.1% | / | (1.2P) | / |
| Financial IT Solutions | Revenue | 72,245 | 50.6 | 81,490 | 48.6 | 9,245 | 12.8 |
| | Operating Profit | 9,238 | 34.8 | 11,678 | 41.6 | 2,440 | 26.4 |
| | Operating Margin | 12.8% | / | 14.3% | / | 1.5P | / |
| Industrial IT Solutions | Revenue | 55,057 | 38.6 | 68,841 | 41.1 | 13,783 | 25.0 |
| | Operating Profit | 6,694 | 25.2 | 6,679 | 23.8 | (14) | (0.2) |
| | Operating Margin | 12.2% | / | 9.7% | / | (2.5P) | / |
| IT Platform Services | Revenue | 37,430 | 26.2 | 40,403 | 24.1 | 2,973 | 7.9 |
| | Operating Profit | 5,488 | 20.7 | 5,652 | 20.1 | 164 | 3.0 |
| | Operating Margin | 14.7% | / | 14.0% | / | (0.7P) | / |
| Inter-segment revenue and eliminations | Revenue | (30,956) | (21.7) | (32,909) | (19.6) | (1,952) | / |
| | Operating Profit | 3,338 | 12.6 | 2,208 | 7.9 | (1,130) | / |
| Total | Revenue | 142,647 | 100.0 | 167,537 | 100.0 | 24,890 | 17.4 |
| | Operating Profit | 26,564 | 100.0 | 28,079 | 100.0 | 1,514 | 5.7 |
| | Operating Margin | 18.6% | / | 16.8% | / | (1.9P) | / |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

② Including Inter-segment revenue for each segment (Japan)

(JPY million)

| Full Year | | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|--|------------------|-------------|----------|-------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 39,641 | 7.4 | 42,134 | 7.4 | 2,492 | 6.3 |
| | Operating Profit | 12,157 | 12.3 | 12,164 | 11.2 | 6 | 0.1 |
| | Operating Margin | 30.7% | | 28.9% | | (1.8P) | |
| Financial IT Solutions | Revenue | 296,666 | 55.4 | 321,824 | 56.6 | 25,157 | 8.5 |
| | Operating Profit | 42,228 | 42.8 | 49,564 | 45.7 | 7,336 | 17.4 |
| | Operating Margin | 14.2% | | 15.4% | | 1.2P | |
| Industrial IT Solutions | Revenue | 164,731 | 30.8 | 165,336 | 29.1 | 605 | 0.4 |
| | Operating Profit | 20,235 | 20.5 | 21,573 | 19.9 | 1,338 | 6.6 |
| | Operating Margin | 12.3% | | 13.0% | | 0.8P | |
| IT Platform Services | Revenue | 157,225 | 29.4 | 169,249 | 29.7 | 12,023 | 7.6 |
| | Operating Profit | 20,933 | 21.2 | 23,206 | 21.4 | 2,272 | 10.9 |
| | Operating Margin | 13.3% | | 13.7% | | 0.4P | |
| Inter-segment revenue and eliminations | Revenue | (123,150) | (23.0) | (129,586) | (22.8) | (6,436) | |
| | Operating Profit | 3,111 | 3.2 | 2,027 | 1.9 | (1,083) | |
| Total | Revenue | 535,114 | 100.0 | 568,958 | 100.0 | 33,843 | 6.3 |
| | Operating Profit | 98,665 | 100.0 | 108,536 | 100.0 | 9,870 | 10.0 |
| | Operating Margin | 18.4% | | 19.1% | | 0.6P | |

* Including inter-segment revenue for each segment.

* Including Inter-segment revenue for each segment (Japan): Including Inter-segment revenue for each segment – Including Inter-segment revenue for each segment (Overseas)

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

② Including Inter-segment revenue for each segment (Japan)

| 4th Quarter | | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 11,585 | 8.3 | 11,964 | 8.2 | 379 | 3.3 |
| | Operating Profit | 3,762 | 16.8 | 3,710 | 13.7 | (51) | (1.4) |
| | Operating Margin | 32.5% | | 31.0% | | (1.5P) | |
| Financial IT Solutions | Revenue | 76,814 | 55.3 | 80,480 | 54.9 | 3,665 | 4.8 |
| | Operating Profit | 10,206 | 45.5 | 11,854 | 43.7 | 1,648 | 16.1 |
| | Operating Margin | 13.3% | | 14.7% | | 1.4P | |
| Industrial IT Solutions | Revenue | 40,667 | 29.3 | 43,331 | 29.6 | 2,663 | 6.5 |
| | Operating Profit | 4,455 | 19.9 | 5,806 | 21.4 | 1,350 | 30.3 |
| | Operating Margin | 11.0% | | 13.4% | | 2.4P | |
| IT Platform Services | Revenue | 41,151 | 29.6 | 43,851 | 29.9 | 2,699 | 6.6 |
| | Operating Profit | 4,170 | 18.6 | 5,742 | 21.2 | 1,572 | 37.7 |
| | Operating Margin | 10.1% | | 13.1% | | 3.0P | |
| Inter-segment revenue and eliminations | Revenue | (31,323) | (22.6) | (33,011) | (22.5) | (1,688) | |
| | Operating Profit | (167) | (0.7) | 1 | 0.0 | 168 | |
| Total | Revenue | 138,895 | 100.0 | 146,616 | 100.0 | 7,720 | 5.6 |
| | Operating Profit | 22,427 | 100.0 | 27,116 | 100.0 | 4,689 | 20.9 |
| | Operating Margin | 16.1% | | 18.5% | | 2.3P | |

| 3rd Quarter | | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 10,490 | 7.6 | 11,436 | 7.8 | 945 | 9.0 |
| | Operating Profit | 3,135 | 12.1 | 3,310 | 11.6 | 174 | 5.6 |
| | Operating Margin | 29.9% | | 28.9% | | (0.9P) | |
| Financial IT Solutions | Revenue | 77,698 | 56.4 | 83,020 | 56.8 | 5,321 | 6.8 |
| | Operating Profit | 12,236 | 47.2 | 13,999 | 49.1 | 1,763 | 14.4 |
| | Operating Margin | 15.7% | | 16.9% | | 1.1P | |
| Industrial IT Solutions | Revenue | 40,911 | 29.7 | 41,296 | 28.2 | 384 | 0.9 |
| | Operating Profit | 5,261 | 20.3 | 5,259 | 18.5 | (1) | (0.0) |
| | Operating Margin | 12.9% | | 12.7% | | (0.1P) | |
| IT Platform Services | Revenue | 39,635 | 28.8 | 43,283 | 29.6 | 3,647 | 9.2 |
| | Operating Profit | 5,312 | 20.5 | 6,024 | 21.1 | 711 | 13.4 |
| | Operating Margin | 13.4% | | 13.9% | | 0.5P | |
| Inter-segment revenue and eliminations | Revenue | (31,042) | (22.5) | (32,749) | (22.4) | (1,707) | |
| | Operating Profit | (35) | (0.1) | (90) | (0.3) | (54) | |
| Total | Revenue | 137,693 | 100.0 | 146,285 | 100.0 | 8,592 | 6.2 |
| | Operating Profit | 25,910 | 100.0 | 28,504 | 100.0 | 2,593 | 10.0 |
| | Operating Margin | 18.8% | | 19.5% | | 0.7P | |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

② Including Inter-segment revenue for each segment (Japan)

(JPY million)

| 2nd Quarter | | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 9,513 | 7.2 | 9,951 | 7.1 | 438 | 4.6 |
| | Operating Profit | 3,264 | 13.1 | 3,070 | 11.6 | (194) | (6.0) |
| | Operating Margin | 34.3% | | 30.9% | | (3.5P) | |
| Financial IT Solutions | Revenue | 72,581 | 55.1 | 80,066 | 57.2 | 7,484 | 10.3 |
| | Operating Profit | 10,965 | 43.9 | 11,986 | 45.3 | 1,020 | 9.3 |
| | Operating Margin | 15.1% | | 15.0% | | (0.1P) | |
| Industrial IT Solutions | Revenue | 41,579 | 31.6 | 40,628 | 29.0 | (950) | (2.3) |
| | Operating Profit | 4,853 | 19.4 | 5,703 | 21.6 | 850 | 17.5 |
| | Operating Margin | 11.7% | | 14.0% | | 2.4P | |
| IT Platform Services | Revenue | 39,081 | 29.7 | 41,813 | 29.9 | 2,731 | 7.0 |
| | Operating Profit | 5,930 | 23.7 | 5,786 | 21.9 | (144) | (2.4) |
| | Operating Margin | 15.2% | | 13.8% | | (1.3P) | |
| Inter-segment revenue and eliminations | Revenue | (30,981) | (23.5) | (32,487) | (23.2) | (1,505) | |
| | Operating Profit | (22) | (0.1) | (89) | (0.3) | (66) | |
| Total | Revenue | 131,774 | 100.0 | 139,973 | 100.0 | 8,198 | 6.2 |
| | Operating Profit | 24,991 | 100.0 | 26,456 | 100.0 | 1,465 | 5.9 |
| | Operating Margin | 19.0% | | 18.9% | | (0.1P) | |

(JPY million)

| 1st Quarter | | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 8,051 | 6.4 | 8,781 | 6.5 | 729 | 9.1 |
| | Operating Profit | 1,994 | 7.9 | 2,072 | 7.8 | 77 | 3.9 |
| | Operating Margin | 24.8% | | 23.6% | | (1.2P) | |
| Financial IT Solutions | Revenue | 69,572 | 54.9 | 78,257 | 57.5 | 8,684 | 12.5 |
| | Operating Profit | 8,819 | 34.8 | 11,723 | 44.3 | 2,903 | 32.9 |
| | Operating Margin | 12.7% | | 15.0% | | 2.3P | |
| Industrial IT Solutions | Revenue | 41,572 | 32.8 | 40,080 | 29.5 | (1,491) | (3.6) |
| | Operating Profit | 5,664 | 22.4 | 4,802 | 18.2 | (861) | (15.2) |
| | Operating Margin | 13.6% | | 12.0% | | (1.6P) | |
| IT Platform Services | Revenue | 37,357 | 29.5 | 40,301 | 29.6 | 2,944 | 7.9 |
| | Operating Profit | 5,519 | 21.8 | 5,653 | 21.4 | 133 | 2.4 |
| | Operating Margin | 14.8% | | 14.0% | | (0.7P) | |
| Inter-segment revenue and eliminations | Revenue | (29,803) | (23.5) | (31,337) | (23.0) | (1,534) | |
| | Operating Profit | 3,337 | 13.2 | 2,206 | 8.3 | (1,130) | |
| Total | Revenue | 126,750 | 100.0 | 136,083 | 100.0 | 9,332 | 7.4 |
| | Operating Profit | 25,335 | 100.0 | 26,458 | 100.0 | 1,122 | 4.4 |
| | Operating Margin | 20.0% | | 19.4% | | (0.5P) | |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

③ Including Inter-segment revenue for each segment (Overseas)

(JPY million)

| Full Year | | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|--|------------------|-------------|----------|-------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 4,772 | 6.2 | 5,687 | 4.6 | 914 | 19.2 |
| | Operating Profit | 662 | 8.8 | 165 | 5.0 | (497) | (75.0) |
| | Operating Margin | 13.9% | | 2.9% | | (11.0P) | |
| Financial IT Solutions | Revenue | 11,710 | 15.3 | 12,317 | 10.0 | 607 | 5.2 |
| | Operating Profit | 1,649 | 21.8 | 145 | 4.4 | (1,503) | (91.2) |
| | Operating Margin | 14.1% | | 1.2% | | (12.9P) | |
| Industrial IT Solutions | Revenue | 65,189 | 85.2 | 110,694 | 89.8 | 45,504 | 69.8 |
| | Operating Profit | 5,214 | 69.0 | 2,856 | 86.7 | (2,357) | (45.2) |
| | Operating Margin | 8.0% | | 2.6% | | (5.4P) | |
| IT Platform Services | Revenue | 372 | 0.5 | 590 | 0.5 | 218 | 58.7 |
| | Operating Profit | 21 | 0.3 | 140 | 4.2 | 118 | 547.0 |
| | Operating Margin | 5.8% | | 23.7% | | 17.9P | |
| Inter-segment revenue and eliminations | Revenue | (5,525) | (7.2) | (6,082) | (4.9) | (557) | |
| | Operating Profit | 5 | 0.1 | (11) | (0.4) | (17) | |
| Total | Revenue | 76,519 | 100.0 | 123,207 | 100.0 | 46,687 | 61.0 |
| | Operating Profit | 7,553 | 100.0 | 3,295 | 100.0 | (4,257) | (56.4) |
| | Operating Margin | 9.9% | | 2.7% | | (7.2P) | |

*This table shows revenue and operating profit of overseas subsidiaries in each segment. Global-related expenses incurred by the head office are not included.

* Including inter-segment revenue for each segment.

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

③ Including Inter-segment revenue for each segment (Overseas)

| 4th Quarter | | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 1,504 | 6.1 | 1,774 | 6.0 | 269 | 17.9 |
| | Operating Profit | 456 | 18.9 | 287 | 34.2 | (168) | (37.0) |
| | Operating Margin | 30.3% | | 16.2% | | (14.1P) | |
| Financial IT Solutions | Revenue | 2,896 | 11.7 | 2,898 | 9.8 | 1 | 0.0 |
| | Operating Profit | 188 | 7.8 | 329 | 39.1 | 140 | 74.7 |
| | Operating Margin | 6.5% | | 11.4% | | 4.9P | |
| Industrial IT Solutions | Revenue | 21,894 | 88.3 | 26,165 | 88.7 | 4,270 | 19.5 |
| | Operating Profit | 1,733 | 71.7 | 210 | 25.0 | (1,523) | (87.9) |
| | Operating Margin | 7.9% | | 0.8% | | (7.1P) | |
| IT Platform Services | Revenue | 111 | 0.4 | 143 | 0.5 | 32 | 28.9 |
| | Operating Profit | 39 | 1.6 | 13 | 1.6 | (26) | (65.8) |
| | Operating Margin | 35.6% | | 9.4% | | (26.1P) | |
| Inter-segment revenue and eliminations | Revenue | (1,616) | (6.5) | (1,491) | (5.1) | 125 | |
| | Operating Profit | 1 | 0.1 | 1 | 0.1 | (0) | |
| Total | Revenue | 24,790 | 100.0 | 29,489 | 100.0 | 4,699 | 19.0 |
| | Operating Profit | 2,419 | 100.0 | 841 | 100.0 | (1,577) | (65.2) |
| | Operating Margin | 9.8% | | 2.9% | | (6.9P) | |

| 3rd Quarter | | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 1,333 | 7.3 | 1,568 | 5.1 | 235 | 17.6 |
| | Operating Profit | 225 | 14.6 | 109 | 108.6 | (116) | (51.7) |
| | Operating Margin | 16.9% | | 7.0% | | (10.0P) | |
| Financial IT Solutions | Revenue | 2,839 | 15.5 | 3,021 | 9.8 | 181 | 6.4 |
| | Operating Profit | 148 | 9.6 | 242 | 241.7 | 94 | 63.9 |
| | Operating Margin | 5.2% | | 8.0% | | 2.8P | |
| Industrial IT Solutions | Revenue | 15,467 | 84.6 | 27,392 | 89.2 | 11,925 | 77.1 |
| | Operating Profit | 1,188 | 76.8 | (267) | (266.6) | (1,456) | - |
| | Operating Margin | 7.7% | | (1.0%) | | (8.7P) | |
| IT Platform Services | Revenue | 109 | 0.6 | 122 | 0.4 | 12 | 11.3 |
| | Operating Profit | (15) | (1.0) | 17 | 16.9 | 32 | - |
| | Operating Margin | (14.3%) | | 13.9% | | 28.2P | |
| Inter-segment revenue and eliminations | Revenue | (1,470) | (8.0) | (1,385) | (4.5) | 85 | |
| | Operating Profit | 1 | 0.1 | (0) | (0.6) | (1) | |
| Total | Revenue | 18,280 | 100.0 | 30,719 | 100.0 | 12,439 | 68.1 |
| | Operating Profit | 1,548 | 100.0 | 100 | 100.0 | (1,447) | (93.5) |
| | Operating Margin | 8.5% | | 0.3% | | (8.1P) | |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

③ Including Inter-segment revenue for each segment (Overseas)

(JPY million)

| 2nd Quarter | | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 1,116 | 6.4 | 1,414 | 4.5 | 297 | 26.7 |
| | Operating Profit | 169 | 7.2 | (17) | (2.4) | (187) | — |
| | Operating Margin | 15.2% | | (1.3%) | | (16.5P) | |
| Financial IT Solutions | Revenue | 3,299 | 18.8 | 3,163 | 10.0 | (135) | (4.1) |
| | Operating Profit | 894 | 38.0 | (381) | (52.1) | (1,276) | — |
| | Operating Margin | 27.1% | | (12.1%) | | (39.2P) | |
| Industrial IT Solutions | Revenue | 14,342 | 81.7 | 28,375 | 90.0 | 14,033 | 97.8 |
| | Operating Profit | 1,262 | 53.5 | 1,037 | 141.5 | (224) | (17.8) |
| | Operating Margin | 8.8% | | 3.7% | | (5.1P) | |
| IT Platform Services | Revenue | 78 | 0.4 | 223 | 0.7 | 144 | 183.6 |
| | Operating Profit | 29 | 1.2 | 110 | 15.0 | 80 | 276.9 |
| | Operating Margin | 37.1% | | 49.3% | | 12.2P | |
| Inter-segment revenue and eliminations | Revenue | (1,284) | (7.3) | (1,634) | (5.2) | (349) | |
| | Operating Profit | 1 | 0.1 | (15) | (2.1) | (16) | |
| Total | Revenue | 17,552 | 100.0 | 31,543 | 100.0 | 13,990 | 79.7 |
| | Operating Profit | 2,356 | 100.0 | 732 | 100.0 | (1,624) | (68.9) |
| | Operating Margin | 13.4% | | 2.3% | | (11.1P) | |

(JPY million)

| 1st Quarter | | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|--|------------------|----------------|----------|----------------|----------|---------|-----------|
| | | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | Revenue | 818 | 5.1 | 929 | 3.0 | 111 | 13.6 |
| | Operating Profit | (188) | (15.4) | (213) | (13.2) | (24) | 12.8 |
| | Operating Margin | (23.1%) | | (22.9%) | | 0.2P | |
| Financial IT Solutions | Revenue | 2,673 | 16.8 | 3,233 | 10.3 | 560 | 21.0 |
| | Operating Profit | 418 | 34.0 | (44) | (2.7) | (462) | — |
| | Operating Margin | 15.6% | | (1.4%) | | (17.0P) | |
| Industrial IT Solutions | Revenue | 13,485 | 84.8 | 28,760 | 91.4 | 15,275 | 113.3 |
| | Operating Profit | 1,029 | 83.8 | 1,876 | 115.8 | 847 | 82.3 |
| | Operating Margin | 7.6% | | 6.5% | | (1.1P) | |
| IT Platform Services | Revenue | 72 | 0.5 | 101 | 0.3 | 29 | 40.3 |
| | Operating Profit | (31) | (2.6) | (0) | (0.0) | 30 | (97.8) |
| | Operating Margin | (43.5%) | | (0.7%) | | 42.8P | |
| Inter-segment revenue and eliminations | Revenue | (1,153) | (7.3) | (1,571) | (5.0) | (418) | |
| | Operating Profit | 1 | 0.1 | 2 | 0.2 | 0 | |
| Total | Revenue | 15,896 | 100.0 | 31,454 | 100.0 | 15,558 | 97.9 |
| | Operating Profit | 1,229 | 100.0 | 1,620 | 100.0 | 391 | 31.9 |
| | Operating Margin | 7.7% | | 5.2% | | (2.6P) | |

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

④ External revenue by segment

(JPY million)

| Full Year | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|-------------------------------------|-------------|----------|-------------|----------|--------|-----------|
| | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | 42,807 | 7.0 | 46,100 | 6.7 | 3,292 | 7.7 |
| Financial IT Solutions | 303,635 | 49.6 | 328,576 | 47.5 | 24,941 | 8.2 |
| Securities | 133,316 | 21.8 | 141,541 | 20.4 | 8,224 | 6.2 |
| Insurance | 68,894 | 11.3 | 77,039 | 11.1 | 8,145 | 11.8 |
| Banking | 47,073 | 7.7 | 55,069 | 8.0 | 7,996 | 17.0 |
| Other financial | 54,351 | 8.9 | 54,926 | 7.9 | 574 | 1.1 |
| Industrial IT Solutions | 222,583 | 36.4 | 267,190 | 38.6 | 44,606 | 20.0 |
| Distribution | 68,269 | 11.2 | 70,628 | 10.2 | 2,358 | 3.5 |
| Manufacturing, service and other | 154,313 | 25.2 | 196,562 | 28.4 | 42,248 | 27.4 |
| IT Platform Services | 42,607 | 7.0 | 50,298 | 7.3 | 7,690 | 18.0 |
| Total | 611,634 | 100.0 | 692,165 | 100.0 | 80,531 | 13.2 |

* The breakdowns of the segments are comprised of revenue by customer sector.

FY March 2023 Financial Results (Consolidated)

2. Segment performance results

④ External revenue by segment

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|----------------------------------|----------------|----------|----------------|----------|--------|-----------|
| | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | 12,570 | 7.7 | 13,255 | 7.5 | 684 | 5.4 |
| Financial IT Solutions | 78,459 | 47.9 | 82,053 | 46.6 | 3,594 | 4.6 |
| Securities | 35,230 | 21.5 | 34,439 | 19.6 | (791) | (2.2) |
| Insurance | 18,496 | 11.3 | 19,500 | 11.1 | 1,003 | 5.4 |
| Banking | 11,749 | 7.2 | 14,659 | 8.3 | 2,910 | 24.8 |
| Other financial | 12,982 | 7.9 | 13,454 | 7.6 | 472 | 3.6 |
| Industrial IT Solutions | 60,433 | 36.9 | 66,874 | 38.0 | 6,441 | 10.7 |
| Distribution | 17,582 | 10.7 | 17,960 | 10.2 | 378 | 2.2 |
| Manufacturing, service and other | 42,851 | 26.2 | 48,913 | 27.8 | 6,062 | 14.1 |
| IT Platform Services | 12,223 | 7.5 | 13,922 | 7.9 | 1,699 | 13.9 |
| Total | 163,686 | 100.0 | 176,106 | 100.0 | 12,419 | 7.6 |

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|----------------------------------|----------------|----------|----------------|----------|--------|-----------|
| | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | 10,250 | 6.9 | 10,867 | 6.3 | 617 | 6.0 |
| Financial IT Solutions | 74,670 | 50.0 | 81,707 | 47.6 | 7,036 | 9.4 |
| Securities | 33,914 | 22.7 | 35,032 | 20.4 | 1,117 | 3.3 |
| Insurance | 16,473 | 11.0 | 19,467 | 11.4 | 2,994 | 18.2 |
| Banking | 11,443 | 7.7 | 13,550 | 7.9 | 2,107 | 18.4 |
| Other financial | 12,839 | 8.6 | 13,657 | 8.0 | 817 | 6.4 |
| Industrial IT Solutions | 54,053 | 36.2 | 67,025 | 39.1 | 12,972 | 24.0 |
| Distribution | 17,021 | 11.4 | 17,578 | 10.2 | 557 | 3.3 |
| Manufacturing, service and other | 37,032 | 24.8 | 49,447 | 28.8 | 12,415 | 33.5 |
| IT Platform Services | 10,352 | 6.9 | 11,915 | 6.9 | 1,563 | 15.1 |
| Total | 149,327 | 100.0 | 171,516 | 100.0 | 22,189 | 14.9 |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|----------------------------------|----------------|----------|----------------|----------|---------|-----------|
| | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | 11,383 | 7.3 | 12,595 | 7.1 | 1,211 | 10.6 |
| Financial IT Solutions | 79,316 | 50.9 | 84,706 | 47.9 | 5,390 | 6.8 |
| Securities | 33,601 | 21.5 | 37,512 | 21.2 | 3,910 | 11.6 |
| Insurance | 18,537 | 11.9 | 19,316 | 10.9 | 779 | 4.2 |
| Banking | 12,361 | 7.9 | 14,334 | 8.1 | 1,973 | 16.0 |
| Other financial | 14,816 | 9.5 | 13,542 | 7.7 | (1,273) | (8.6) |
| Industrial IT Solutions | 54,540 | 35.0 | 66,522 | 37.6 | 11,982 | 22.0 |
| Distribution | 17,310 | 11.1 | 17,438 | 9.9 | 128 | 0.7 |
| Manufacturing, service and other | 37,229 | 23.9 | 49,084 | 27.7 | 11,854 | 31.8 |
| IT Platform Services | 10,733 | 6.9 | 13,180 | 7.4 | 2,447 | 22.8 |
| Total | 155,973 | 100.0 | 177,005 | 100.0 | 21,032 | 13.5 |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|----------------------------------|----------------|----------|----------------|----------|--------|-----------|
| | Amount | Share(%) | Amount | Share(%) | Diff. | Change(%) |
| Consulting | 8,603 | 6.0 | 9,382 | 5.6 | 779 | 9.1 |
| Financial IT Solutions | 71,189 | 49.9 | 80,109 | 47.8 | 8,919 | 12.5 |
| Securities | 30,569 | 21.4 | 34,557 | 20.6 | 3,988 | 13.0 |
| Insurance | 15,387 | 10.8 | 18,755 | 11.2 | 3,368 | 21.9 |
| Banking | 11,519 | 8.1 | 12,524 | 7.5 | 1,005 | 8.7 |
| Other financial | 13,713 | 9.6 | 14,271 | 8.5 | 558 | 4.1 |
| Industrial IT Solutions | 53,556 | 37.5 | 66,767 | 39.9 | 13,210 | 24.7 |
| Distribution | 16,355 | 11.5 | 17,649 | 10.5 | 1,294 | 7.9 |
| Manufacturing, service and other | 37,200 | 26.1 | 49,117 | 29.3 | 11,916 | 32.0 |
| IT Platform Services | 9,297 | 6.5 | 11,278 | 6.7 | 1,980 | 21.3 |
| Total | 142,647 | 100.0 | 167,537 | 100.0 | 24,890 | 17.4 |

FY March 2023 Financial Results (Consolidated)

3. Revenue by main client

(JPY million)

| Full Year | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|-----------------|-------------|----------|-------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Nomura Holdings | 63,025 | 10.3 | 72,921 | 10.5 | 9,895 | 15.7 |

* Figures, in principle, include revenue to subsidiaries.

FY March 2023 Financial Results (Consolidated)

3. Revenue by main client

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|-----------------|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Nomura Holdings | 16,889 | 10.3 | 17,691 | 10.0 | 802 | 4.8 |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|-----------------|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Nomura Holdings | 15,322 | 9.8 | 21,211 | 12.0 | 5,888 | 38.4 |

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|-----------------|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Nomura Holdings | 15,554 | 10.4 | 17,277 | 10.1 | 1,723 | 11.1 |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|-----------------|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Nomura Holdings | 15,259 | 10.7 | 16,740 | 10.0 | 1,481 | 9.7 |

FY March 2023 Financial Results (Consolidated)

4. Overseas Revenue

(JPY million)

| Full Year | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|------------------|-------------|----------|-------------|----------|--------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Overseas revenue | 76,519 | 12.5 | 123,207 | 17.8 | 46,687 | 61.0 |
| North America | 12,283 | 2.0 | 38,436 | 5.6 | 26,153 | 212.9 |
| Oceania | 57,221 | 9.4 | 75,314 | 10.9 | 18,092 | 31.6 |
| Asia, Other | 7,015 | 1.1 | 9,456 | 1.4 | 2,440 | 34.8 |

*Figures by area are based on the location of the headquarters of each subsidiary, and figures per country or area are provided as reference values.

FY March 2023 Financial Results (Consolidated)

4. Overseas Revenue

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|------------------|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Overseas revenue | 24,790 | 15.1 | 29,489 | 16.7 | 4,699 | 19.0 |
| North America | 7,773 | 4.7 | 9,402 | 5.3 | 1,628 | 20.9 |
| Oceania | 15,031 | 9.2 | 17,462 | 9.9 | 2,430 | 16.2 |
| Asia, Other | 1,984 | 1.2 | 2,624 | 1.5 | 639 | 32.2 |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|------------------|----------------|----------|----------------|----------|--------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Overseas revenue | 18,280 | 11.7 | 30,719 | 17.4 | 12,439 | 68.1 |
| North America | 1,582 | 1.0 | 9,845 | 5.6 | 8,262 | 522.1 |
| Oceania | 14,825 | 9.5 | 18,277 | 10.3 | 3,451 | 23.3 |
| Asia, Other | 1,871 | 1.2 | 2,597 | 1.5 | 725 | 38.8 |

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|------------------|----------------|----------|----------------|----------|--------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Overseas revenue | 17,552 | 11.8 | 31,543 | 18.4 | 13,990 | 79.7 |
| North America | 1,346 | 0.9 | 9,664 | 5.6 | 8,318 | 617.8 |
| Oceania | 14,489 | 9.7 | 19,506 | 11.4 | 5,017 | 34.6 |
| Asia, Other | 1,716 | 1.1 | 2,371 | 1.4 | 655 | 38.1 |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|------------------|----------------|----------|----------------|----------|--------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Overseas revenue | 15,896 | 11.1 | 31,454 | 18.8 | 15,558 | 97.9 |
| North America | 1,580 | 1.1 | 9,524 | 5.7 | 7,944 | 502.8 |
| Oceania | 12,874 | 9.0 | 20,067 | 12.0 | 7,193 | 55.9 |
| Asia, Other | 1,441 | 1.0 | 1,862 | 1.1 | 420 | 29.2 |

FY March 2023 Financial Results (Consolidated)

5. Subcontracting Costs

(JPY million)

| Full Year | FY Mar.2022 | | FY Mar.2023 | | Y o Y | |
|---|-------------|----------|-------------|----------|--------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Subcontracting Costs | 194,766 | 31.8 | 214,166 | 30.9 | 19,399 | 10.0 |
| (Subcontracting Costs to Chinese companies) | 36,730 | 18.9 | 37,436 | 17.5 | 705 | 1.9 |

* The ratio of subcontracting costs is the ratio to revenue.

The ratio of subcontracting costs to Chinese companies is the ratio to total subcontracting costs.

FY March 2023 Financial Results (Consolidated)

5. Subcontracting Costs

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | | 4Q FY Mar.2023 | | Y o Y | |
|---|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Subcontracting Costs | 52,882 | 32.3 | 55,528 | 31.5 | 2,645 | 5.0 |
| (Subcontracting Costs to Chinese companies) | 10,298 | 19.5 | 9,670 | 17.4 | (627) | (6.1) |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | | 3Q FY Mar.2023 | | Y o Y | |
|---|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Subcontracting Costs | 50,742 | 32.5 | 54,924 | 31.0 | 4,182 | 8.2 |
| (Subcontracting Costs to Chinese companies) | 9,800 | 19.3 | 9,166 | 16.7 | (634) | (6.5) |

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | | 2Q FY Mar.2023 | | Y o Y | |
|---|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Subcontracting Costs | 47,632 | 31.9 | 52,474 | 30.6 | 4,842 | 10.2 |
| (Subcontracting Costs to Chinese companies) | 9,041 | 19.0 | 9,209 | 17.6 | 168 | 1.9 |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | | 1Q FY Mar.2023 | | Y o Y | |
|---|----------------|----------|----------------|----------|-------|-----------|
| | Amount | Ratio(%) | Amount | Ratio(%) | Diff. | Change(%) |
| Subcontracting Costs | 43,508 | 30.5 | 51,238 | 30.6 | 7,729 | 17.8 |
| (Subcontracting Costs to Chinese companies) | 7,589 | 17.4 | 9,389 | 18.3 | 1,799 | 23.7 |

FY March 2023 Financial Results (Consolidated)

6. Balance sheet

| At the end of period | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|--|-------------|-------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Assets | 789,655 | 838,224 | 48,568 | 6.2 |
| Cash and cash equivalents, etc.(a) *1 | 117,368 | 131,235 | 13,866 | 11.8 |
| Trade and other receivables, etc. | 186,344 | 187,573 | 1,228 | 0.7 |
| Property, plant and equipment (including Right-of-use assets) | 76,452 | 73,991 | (2,460) | (3.2) |
| Goodwill and intangible assets | 210,744 | 237,283 | 26,539 | 12.6 |
| Of which, Goodwill from M&A, etc. *2 | 132,636 | 137,804 | 5,168 | 3.9 |
| Software | 77,966 | 99,365 | 21,398 | 27.4 |
| Other | 198,745 | 208,140 | 9,394 | 4.7 |

Cash and cash equivalents, etc.
/ Revenue (months) 2.3 2.2 (0.1)

*1 Cash and cash equivalents, etc.: Cash and cash equivalents + Cash management purpose investment

*2 Goodwill, etc.: Goodwill, Customer-related assets and Trade names identified as a result of PPA
(Purchase Price Allocation)

*3 Interest-bearing liabilities: Bonds and borrowings + Other interest-bearing liabilities (borrowings on
margin transactions and borrowings secured by securities)

(JPY million)

| At the end of period | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|---|-------------|-------------|----------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Liabilities | 447,168 | 435,817 | (11,351) | (2.5) |
| Trade and other payables, etc. | 70,275 | 71,520 | 1,244 | 1.8 |
| Interest-bearing liabilities(b) *3 | 209,627 | 205,823 | (3,803) | (1.8) |
| Lease liabilities | 42,203 | 34,785 | (7,418) | (17.6) |
| Other | 125,062 | 123,688 | (1,373) | (1.1) |
| Equity | 342,486 | 402,406 | 59,919 | 17.5 |
| Total equity attributable to owners of parent(c) | 339,360 | 399,006 | 59,645 | 17.6 |
| Non-controlling interests | 3,126 | 3,399 | 273 | 8.8 |
| Net interest-bearing liabilities(d=b-a) | 92,259 | 74,588 | (17,670) | (19.2) |
| Net D/E ratio(times)(e=d/c) | 0.27 | 0.19 | (0.08) | |
| Ratio of equity attributable to owners of parent to total assets | 43.0% | 47.6% | 4.6P | |
| Return on equity attributable to owners of parent(ROE) | 21.3% | 20.7% | (0.6P) | |
| Dividend payout ratio | 33.1% | 34.9% | 1.8P | |

FY March 2023 Financial Results (Consolidated)

7. Cash Flow

(JPY million)

| Full Year | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|---|-------------|-------------|----------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Operating Activities | 98,137 | 118,899 | 20,761 | 21.2 |
| Investing Activities | (130,547) | (61,190) | 69,357 | (53.1) |
| (Investing Activities except Cash management purpose investment*) | (130,472) | (60,683) | 69,789 | (53.5) |
| Free Cash Flow | (32,410) | 57,709 | 90,119 | — |
| (Free Cash Flow except Cash management purpose investment*) | (32,335) | 58,215 | 90,550 | — |
| Financing Activities | (7,995) | (44,921) | (36,925) | 461.8 |
| Net increase in Cash and cash equivalents | (37,576) | 13,646 | 51,223 | — |
| (Net increase in Cash and cash equivalents except Cash management purpose investment*) | (37,501) | 14,153 | 51,655 | — |
| Cash and cash equivalents at the end of period | 115,610 | 129,257 | 13,646 | 11.8 |
| Cash and cash equivalents + Cash Management purpose investment | 117,368 | 131,235 | 13,866 | 11.8 |

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

FY March 2023 Financial Results (Consolidated)

8. Capital Investment, Research and Development Expenses

(JPY million)

| Full Year | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|-----------------------------------|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Capital Investment | 46,980 | 58,565 | 11,585 | 24.7 |
| Tangible | 10,990 | 15,633 | 4,643 | 42.2 |
| Right-of-use assets* | 2,890 | 4,415 | 1,525 | 52.8 |
| Intangible | 35,990 | 42,932 | 6,941 | 19.3 |
| Research and Development Expenses | 4,992 | 4,908 | (84) | (1.7) |

* Right-of-use assets for which buildings and structures are the underlying assets.

FY March 2023 Financial Results (Consolidated)

9. Depreciation and Amortization

(JPY million)

| Full Year | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|----------------------|-------------|-------------|-------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Tangible | 18,591 | 18,682 | 90 | 0.5 |
| Right-of-use assets* | 11,415 | 11,421 | 6 | 0.1 |
| Intangible | 23,349 | 26,409 | 3,060 | 13.1 |
| Total | 41,941 | 45,092 | 3,150 | 7.5 |

* Right-of-use assets for which buildings and structures are the underlying assets.

FY March 2023 Financial Results (Consolidated)

10. Order Backlog by segment

(JPY million)

| At the end of period | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|--------------------------------|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 8,789 | 11,929 | 3,140 | 35.7 |
| Financial IT Solutions | 198,391 | 212,716 | 14,324 | 7.2 |
| Industrial IT Solutions | 123,402 | 130,186 | 6,784 | 5.5 |
| IT Platform Services | 17,800 | 21,283 | 3,483 | 19.6 |
| Total | 348,384 | 376,116 | 27,732 | 8.0 |
| (Order Backlog in the next FY) | 340,630 | 366,056 | 25,426 | 7.5 |

FY March 2023 Financial Results (Consolidated)

10. Order Backlog by segment

(JPY million)

| At the end of the 3rd Quarter | 3Q FY Mar.2022 | 3Q FY Mar.2023 | Y o Y | |
|-----------------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 10,072 | 11,707 | 1,635 | 16.2 |
| Financial IT Solutions | 78,623 | 80,759 | 2,136 | 2.7 |
| Industrial IT Solutions | 58,925 | 66,765 | 7,839 | 13.3 |
| IT Platform Services | 9,828 | 11,555 | 1,727 | 17.6 |
| Total | 157,449 | 170,787 | 13,338 | 8.5 |
| (Order Backlog in the current FY) | 121,351 | 141,015 | 19,664 | 16.2 |

(JPY million)

| At the end of the 2nd Quarter | 2Q FY Mar.2022 | 2Q FY Mar.2023 | Y o Y | |
|-----------------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 11,477 | 14,475 | 2,997 | 26.1 |
| Financial IT Solutions | 116,253 | 120,960 | 4,707 | 4.0 |
| Industrial IT Solutions | 65,875 | 93,113 | 27,237 | 41.3 |
| IT Platform Services | 12,244 | 14,535 | 2,290 | 18.7 |
| Total | 205,851 | 243,084 | 37,233 | 18.1 |
| (Order Backlog in the current FY) | 191,977 | 226,970 | 34,993 | 18.2 |

(JPY million)

| At the end of the 1st Quarter | 1Q FY Mar.2022 | 1Q FY Mar.2023 | Y o Y | |
|-----------------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 10,845 | 14,624 | 3,779 | 34.8 |
| Financial IT Solutions | 154,632 | 154,902 | 269 | 0.2 |
| Industrial IT Solutions | 92,419 | 113,353 | 20,934 | 22.7 |
| IT Platform Services | 14,746 | 18,084 | 3,338 | 22.6 |
| Total | 272,644 | 300,966 | 28,321 | 10.4 |
| (Order Backlog in the current FY) | 262,269 | 292,533 | 30,263 | 11.5 |

(JPY million)

| At the beginning of period | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|-----------------------------------|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 7,050 | 8,789 | 1,738 | 24.7 |
| Financial IT Solutions | 184,968 | 198,391 | 13,423 | 7.3 |
| Industrial IT Solutions | 102,484 | 123,402 | 20,917 | 20.4 |
| IT Platform Services | 15,281 | 17,800 | 2,518 | 16.5 |
| Total | 309,785 | 348,384 | 38,599 | 12.5 |
| (Order Backlog in the current FY) | 301,550 | 340,630 | 39,079 | 13.0 |

FY March 2023 Financial Results (Consolidated)

10. Order Backlog by segment (Japan/Overseas)

(JPY million)

| At the end of period | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|--|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Backlog of Japan | | | | |
| Consulting | 8,350 | 10,868 | 2,518 | 30.2 |
| Financial IT Solutions | 192,607 | 207,484 | 14,877 | 7.7 |
| Industrial IT Solutions | 74,931 | 81,519 | 6,587 | 8.8 |
| IT Platform Services | 17,800 | 21,283 | 3,483 | 19.6 |
| Total | 293,689 | 321,156 | 27,467 | 9.4 |
| Order Backlog of overseas subsidiaries | | | | |
| Overseas subsidiaries | 54,694 | 54,959 | 265 | 0.5 |

* Group companies which have the headquarter overseas are classified as overseas subsidiaries.

FY March 2023 Financial Results (Consolidated)

10. Order Backlog by segment (Japan/Overseas)

(JPY million)

| At the end of the 3rd Quarter | 3Q FY Mar.2022 | 3Q FY Mar.2023 | Y o Y | |
|--|----------------|----------------|-------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Backlog of Japan | | | | |
| Consulting | 9,482 | 10,997 | 1,514 | 16.0 |
| Financial IT Solutions | 76,988 | 78,318 | 1,330 | 1.7 |
| Industrial IT Solutions | 33,499 | 36,481 | 2,981 | 8.9 |
| IT Platform Services | 9,828 | 11,555 | 1,727 | 17.6 |
| Total | 129,798 | 137,352 | 7,553 | 5.8 |
| Order Backlog of overseas subsidiaries | | | | |
| Overseas subsidiaries | 27,650 | 33,435 | 5,785 | 20.9 |

(JPY million)

| At the end of the 2nd Quarter | 2Q FY Mar.2022 | 2Q FY Mar.2023 | Y o Y | |
|--|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Backlog of Japan | | | | |
| Consulting | 10,763 | 13,467 | 2,704 | 25.1 |
| Financial IT Solutions | 113,194 | 116,877 | 3,682 | 3.3 |
| Industrial IT Solutions | 46,616 | 50,801 | 4,185 | 9.0 |
| IT Platform Services | 12,244 | 14,535 | 2,290 | 18.7 |
| Total | 182,818 | 195,680 | 12,862 | 7.0 |
| Order Backlog of overseas subsidiaries | | | | |
| Overseas subsidiaries | 23,033 | 47,403 | 24,370 | 105.8 |

(JPY million)

| At the end of the 1st Quarter | 1Q FY Mar.2022 | 1Q FY Mar.2023 | Y o Y | |
|--|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Backlog of Japan | | | | |
| Consulting | 10,241 | 13,737 | 3,496 | 34.1 |
| Financial IT Solutions | 149,665 | 149,489 | (176) | (0.1) |
| Industrial IT Solutions | 64,543 | 64,981 | 438 | 0.7 |
| IT Platform Services | 14,746 | 18,084 | 3,338 | 22.6 |
| Total | 239,196 | 246,292 | 7,096 | 3.0 |
| Order Backlog of overseas subsidiaries | | | | |
| Overseas subsidiaries | 33,448 | 54,673 | 21,224 | 63.5 |

(JPY million)

| At the beginning of period | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|--|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Backlog of Japan | | | | |
| Consulting | 6,597 | 8,350 | 1,753 | 26.6 |
| Financial IT Solutions | 184,634 | 192,607 | 7,972 | 4.3 |
| Industrial IT Solutions | 74,108 | 74,931 | 823 | 1.1 |
| IT Platform Services | 15,281 | 17,800 | 2,518 | 16.5 |
| Total | 280,621 | 293,689 | 13,068 | 4.7 |
| Order Backlog of overseas subsidiaries | | | | |
| Overseas subsidiaries | 29,163 | 54,694 | 25,531 | 87.5 |

FY March 2023 Financial Results (Consolidated)

11. Order Volume by segment

(JPY million)

| Full Year | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|-------------------------|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 44,513 | 49,189 | 4,676 | 10.5 |
| Financial IT Solutions | 317,037 | 342,201 | 25,164 | 7.9 |
| Industrial IT Solutions | 241,058 | 266,947 | 25,889 | 10.7 |
| IT Platform Services | 45,126 | 53,781 | 8,654 | 19.2 |
| Total | 647,735 | 712,120 | 64,385 | 9.9 |

* The calculation of order volume is changed to the method that the impact of exchange rate arising from order backlog at the beginning of the period is not included.

The figures for FY Mar.2022 are provided as the same method with FY Mar. 2023.

FY March 2023 Financial Results (Consolidated)

11. Order Volume by segment

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | 4Q FY Mar.2023 | Y o Y | |
|-------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 11,283 | 13,479 | 2,195 | 19.5 |
| Financial IT Solutions | 198,223 | 214,057 | 15,833 | 8.0 |
| Industrial IT Solutions | 124,749 | 130,704 | 5,955 | 4.8 |
| IT Platform Services | 20,195 | 23,651 | 3,455 | 17.1 |
| Total | 354,452 | 381,893 | 27,440 | 7.7 |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | 3Q FY Mar.2023 | Y o Y | |
|-------------------------|----------------|----------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 9,974 | 9,825 | (148) | (1.5) |
| Financial IT Solutions | 41,682 | 44,514 | 2,831 | 6.8 |
| Industrial IT Solutions | 47,526 | 39,920 | (7,605) | (16.0) |
| IT Platform Services | 8,316 | 10,201 | 1,884 | 22.7 |
| Total | 107,500 | 104,461 | (3,038) | (2.8) |

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | 2Q FY Mar.2023 | Y o Y | |
|-------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 10,883 | 10,711 | (171) | (1.6) |
| Financial IT Solutions | 36,290 | 47,693 | 11,402 | 31.4 |
| Industrial IT Solutions | 28,055 | 45,826 | 17,770 | 63.3 |
| IT Platform Services | 7,850 | 8,366 | 515 | 6.6 |
| Total | 83,080 | 112,597 | 29,516 | 35.5 |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | 1Q FY Mar.2023 | Y o Y | |
|-------------------------|----------------|----------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Consulting | 12,371 | 15,173 | 2,801 | 22.6 |
| Financial IT Solutions | 40,840 | 35,936 | (4,903) | (12.0) |
| Industrial IT Solutions | 40,726 | 50,495 | 9,769 | 24.0 |
| IT Platform Services | 8,763 | 11,563 | 2,799 | 32.0 |
| Total | 102,701 | 113,168 | 10,466 | 10.2 |

FY March 2023 Financial Results (Consolidated)

11. Order Volume by segment (Japan/Overseas)

(JPY million)

| Full Year | FY Mar.2022 | FY Mar.2023 | Y o Y | |
|---------------------------------------|-------------|-------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Volume of Japan | | | | |
| Consulting | 40,665 | 43,812 | 3,147 | 7.7 |
| Financial IT Solutions | 302,696 | 333,959 | 31,263 | 10.3 |
| Industrial IT Solutions | 160,067 | 165,462 | 5,394 | 3.4 |
| IT Platform Services | 44,754 | 53,190 | 8,436 | 18.9 |
| Total | 548,182 | 596,425 | 48,243 | 8.8 |
| Order Volume of overseas subsidiaries | | | | |
| Overseas subsidiaries | 99,552 | 115,695 | 16,142 | 16.2 |

* Group companies which have the headquarter overseas are classified as overseas subsidiaries.

The calculation of order volume is changed to the method that the impact of exchange rate arising from order backlog at the beginning of the period is not included.

The figures for FY Mar.2022 are provided as the same method with FY Mar. 2023.

FY March 2023 Financial Results (Consolidated)

11. Order Volume by segment (Japan/Overseas)

(JPY million)

| 4th Quarter | 4Q FY Mar.2022 | 4Q FY Mar.2023 | Y o Y | |
|---------------------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Volume of Japan | | | | |
| Consulting | 10,244 | 11,598 | 1,353 | 13.2 |
| Financial IT Solutions | 191,881 | 209,015 | 17,134 | 8.9 |
| Industrial IT Solutions | 80,576 | 86,299 | 5,723 | 7.1 |
| IT Platform Services | 20,084 | 23,507 | 3,423 | 17.0 |
| Total | 302,786 | 330,420 | 27,634 | 9.1 |
| Order Volume of overseas subsidiaries | | | | |
| Overseas subsidiaries | 51,666 | 51,472 | (194) | (0.4) |

(JPY million)

| 3rd Quarter | 3Q FY Mar.2022 | 3Q FY Mar.2023 | Y o Y | |
|---------------------------------------|----------------|----------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Volume of Japan | | | | |
| Consulting | 9,052 | 8,751 | (301) | (3.3) |
| Financial IT Solutions | 40,970 | 43,815 | 2,845 | 6.9 |
| Industrial IT Solutions | 26,443 | 25,310 | (1,133) | (4.3) |
| IT Platform Services | 8,206 | 10,078 | 1,871 | 22.8 |
| Total | 84,673 | 87,957 | 3,283 | 3.9 |
| Order Volume of overseas subsidiaries | | | | |
| Overseas subsidiaries | 22,826 | 16,504 | (6,321) | (27.7) |

(JPY million)

| 2nd Quarter | 2Q FY Mar.2022 | 2Q FY Mar.2023 | Y o Y | |
|---------------------------------------|----------------|----------------|--------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Volume of Japan | | | | |
| Consulting | 9,820 | 9,441 | (378) | (3.9) |
| Financial IT Solutions | 35,616 | 46,702 | 11,085 | 31.1 |
| Industrial IT Solutions | 22,187 | 25,075 | 2,887 | 13.0 |
| IT Platform Services | 7,772 | 8,142 | 370 | 4.8 |
| Total | 75,396 | 89,361 | 13,964 | 18.5 |
| Order Volume of overseas subsidiaries | | | | |
| Overseas subsidiaries | 7,683 | 23,235 | 15,552 | 202.4 |

(JPY million)

| 1st Quarter | 1Q FY Mar.2022 | 1Q FY Mar.2023 | Y o Y | |
|---------------------------------------|----------------|----------------|---------|-----------|
| | Amount | Amount | Diff. | Change(%) |
| Order Volume of Japan | | | | |
| Consulting | 11,547 | 14,021 | 2,474 | 21.4 |
| Financial IT Solutions | 34,228 | 34,426 | 198 | 0.6 |
| Industrial IT Solutions | 30,859 | 28,776 | (2,082) | (6.7) |
| IT Platform Services | 8,690 | 11,461 | 2,770 | 31.9 |
| Total | 85,325 | 88,686 | 3,360 | 3.9 |
| Order Volume of overseas subsidiaries | | | | |
| Overseas subsidiaries | 17,376 | 24,482 | 7,105 | 40.9 |

01

FY March 2023 Financial Results (Consolidated)

02

FY March 2024 Financial Results Forecasts (Consolidated)

FY March 2024 Financial Results Forecasts (Consolidated)

1. Highlights and Dividend forecasts

(JPY billion)

| Full Year | FY Mar.2024 (Forecasts) |
|---|----------------------------|
| | Amount |
| Revenue | 720.0 |
| Operating Profit | 117.0 |
| Operating Profit Margin | 16.3% |
| Profit before tax | 115.0 |
| Profit attributable to owners of parent | 78.0 |
| Dividends per share(JPY) | 48.00 |
| Second quarter(JPY) | 24.00 |
| Fiscal year end(JPY) | 24.00 |
| Dividend payout ratio | 36.4% |

| Forecast Rate | FY Mar.2024 (Forecasts) |
|---------------|----------------------------|
| USD | 132.71 yen |
| AUD | 89.62 yen |

FY March 2024 Financial Results Forecasts (Consolidated)

2. Revenue Forecasts by segment

3. Capital Expenditure, Depreciation and Amortization Forecasts

| Full Year | (JPY billion) | |
|----------------------------------|----------------------------|--|
| | FY Mar.2024 (Forecasts) | |
| | Amount | |
| Consulting | 48.0 | |
| Financial IT Solutions | 334.0 | |
| Securities | 142.0 | |
| Insurance | 78.0 | |
| Banking | 57.0 | |
| Other financial | 57.0 | |
| Industrial IT Solutions | 285.0 | |
| Distribution | 73.0 | |
| Manufacturing, service and other | 212.0 | |
| IT Platform Services | 50.0 | |
| Other | 3.0 | |
| Total | 720.0 | |

| Full Year | (JPY billion) | |
|-----------------------------------|----------------------------|--|
| | FY Mar.2024 (Forecasts) | |
| | Amount | |
| Capital Investment | 56.0 | |
| Tangible | 13.0 | |
| Intangible | 43.0 | |
| Research and Development Expenses | 5.0 | |

| Full Year | (JPY billion) | |
|-------------------------------|----------------------------|--|
| | FY Mar.2024 (Forecasts) | |
| | Amount | |
| Depreciation and Amortization | 52.0 | |

* The breakdowns of the segments are comprised of revenue by customer sector.

*As a result of changes to segments carried out in April 2023, the figures for FY Mar. 2024 have been restated to reflect the new segment classification.

FY March 2024 Financial Results Forecasts (Consolidated)

4. Highlights (1H/2H)

| 1st Half | (JPY billion) |
|---|----------------------------|
| | FY Mar.2024 (Forecasts) |
| | Amount |
| Revenue | 350.0 |
| Operating Profit | 56.0 |
| Operating Profit Margin | 16.0% |
| Profit before tax | 55.0 |
| Profit attributable to owners of parent | 37.0 |

| 2nd Half | (JPY billion) |
|---|----------------------------|
| | FY Mar.2024 (Forecasts) |
| | Amount |
| Revenue | 370.0 |
| Operating Profit | 61.0 |
| Operating Profit Margin | 16.5% |
| Profit before tax | 60.0 |
| Profit attributable to owners of parent | 41.0 |

FY March 2024 Financial Results Forecasts (Consolidated)

5. Revenue Forecasts by segment (1H/2H)

| 1st Half | (JPY billion) |
|----------------------------------|----------------------------|
| | FY Mar.2024 (Forecasts) |
| | Amount |
| Consulting | 21.0 |
| Financial IT Solutions | 164.0 |
| Securities | 70.0 |
| Insurance | 39.0 |
| Banking | 27.0 |
| Other financial | 28.0 |
| Industrial IT Solutions | 141.0 |
| Distribution | 36.0 |
| Manufacturing, service and other | 105.0 |
| IT Platform Services | 22.5 |
| Other | 1.5 |
| Total | 350.0 |

| 2nd Half | (JPY billion) |
|----------------------------------|----------------------------|
| | FY Mar.2024 (Forecasts) |
| | Amount |
| Consulting | 27.0 |
| Financial IT Solutions | 170.0 |
| Securities | 72.0 |
| Insurance | 39.0 |
| Banking | 30.0 |
| Other financial | 29.0 |
| Industrial IT Solutions | 144.0 |
| Distribution | 37.0 |
| Manufacturing, service and other | 107.0 |
| IT Platform Services | 27.5 |
| Other | 1.5 |
| Total | 370.0 |

* The breakdowns of the segments are comprised of revenue by customer sector.

*As a result of changes to segments carried out in April 2023, the figures for FY Mar. 2024 have been restated to reflect the new segment classification.

Caution concerning forward-looking statements

The forward-looking statements including business forecasts stated in this document are based on information available to the Company at the present time and certain assumptions (suppositions) judged to be rational, and these statements do not purport to be a promise by the Company to achieve such results. Actual business results, etc. may differ significantly from this forecast due to various factors. Material factors that could possibly affect the actual business results, etc. include, but are not limited to, the domestic and overseas economic situation, demand in the IT services market, competition with competitors, and changes in taxation and other systems. Note that the Company will not always revise business forecasts, etc. upon every occurrence of new information or event.



**Envision the value,
Empower the change**