

1Q FY March 2024 Financial Results Outline

Nomura Research Institute, Ltd.

27 July, 2023



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1Q FY March 2024 Financial Results (Consolidated)

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FY March 2024 Financial Results Forecasts (Consolidated)

1Q FY March 2024 Financial Results (Consolidated)

1. Highlights

1st Quarter Total	(JPY million)						
	1Q FY Mar.2023	Progress	1Q FY Mar.2024	Progress	Y o Y		FY Mar.2023
	Amount	(%)	Amount	(%)	Diff.	Change(%)	Amount
Revenue	167,537	24.2	176,709	24.5	9,171	5.5	692,165
Consulting Services	38,947		37,064		(1,883)	(4.8)	156,582
System Development & System Application Sales	49,122		54,923		5,800	11.8	211,512
System Management & Operation Services	70,856		75,371		4,515	6.4	292,874
Product Sales	8,610		9,349		738	8.6	31,195
Cost of Sales	110,230		113,538		3,308	3.0	452,336
Gross Profit	57,307		63,170		5,863	10.2	239,829
Gross Profit Margin	34.2%		35.7%		1.5P		34.6%
Selling, general and administrative expenses	31,539		35,342		3,802	12.1	131,580
Other Income & Other Expenses, etc.	2,310		(801)		(3,112)	—	3,583
Operating Profit	28,079	25.1	27,027	23.1	(1,051)	(3.7)	111,832
Operating Margin	16.8%		15.3%		(1.5P)		16.2%
Finance Income & Finance Costs	(289)		(446)		(157)	54.4	(3,333)
Profit before tax	27,789	25.6	26,580	23.1	(1,209)	(4.4)	108,499
Profit attributable to owners of parent	18,762	24.6	17,210	22.1	(1,551)	(8.3)	76,307
Basic earnings per share(JPY)	31.80		29.15		(2.65)		128.92
EBITDA Margin	22.1%		21.9%		(0.2P)		22.5%

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

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

Average Rate	1Q FY Mar.2023	1Q FY Mar.2024
USD	129.73 yen	137.49 yen
AUD	92.68 yen	91.86 yen

1Q FY March 2024 Financial Results (Consolidated)

2. Segment performance results

① Including Inter-segment revenue for each segment

(JPY million)

1st Quarter Total		1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Revenue	9,711	5.8	10,965	6.2	1,254	12.9	47,821	6.9
	Operating Profit	1,859	6.6	2,147	7.9	287	15.5	12,329	11.0
	Operating Margin	19.1%		19.6%		0.4P		25.8%	
Financial IT Solutions	Revenue	81,490	48.6	84,681	47.9	3,190	3.9	334,141	48.3
	Operating Profit	11,678	41.6	12,172	45.0	493	4.2	49,710	44.5
	Operating Margin	14.3%		14.4%		0.0P		14.9%	
Industrial IT Solutions	Revenue	68,694	41.0	71,001	40.2	2,307	3.4	275,533	39.8
	Operating Profit	6,667	23.7	5,890	21.8	(776)	(11.6)	24,393	21.8
	Operating Margin	9.7%		8.3%		(1.4P)		8.9%	
IT Platform Services	Revenue	39,952	23.8	43,962	24.9	4,009	10.0	167,518	24.2
	Operating Profit	5,598	19.9	6,750	25.0	1,151	20.6	23,046	20.6
	Operating Margin	14.0%		15.4%		1.3P		13.8%	
Inter-segment revenue including eliminations and other	Revenue	(32,311)	(19.3)	(33,900)	(19.2)	(1,589)		(132,849)	(19.2)
	Operating Profit	2,275	8.1	67	0.2	(2,208)		2,352	2.1
Total	Revenue	167,537	100.0	176,709	100.0	9,171	5.5	692,165	100.0
	Operating Profit	28,079	100.0	27,027	100.0	(1,051)	(3.7)	111,832	100.0
	Operating Margin	16.8%		15.3%		(1.5P)		16.2%	

*1 Including inter-segment revenue for each segment.

*2 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

1Q FY March 2024 Financial Results (Consolidated)

2. Segment performance results

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

(JPY million)

1st Quarter Total		1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Revenue	8,781	6.5	9,708	6.6	927	10.6	42,134	7.4
	Operating Profit	2,072	7.8	2,317	8.2	244	11.8	12,164	11.2
	Operating Margin	23.6%	/	23.9%	/	0.3P	/	28.9%	/
Financial IT Solutions	Revenue	78,257	57.5	81,746	55.4	3,489	4.5	321,824	56.6
	Operating Profit	11,723	44.3	12,258	43.4	535	4.6	49,564	45.7
	Operating Margin	15.0%	/	15.0%	/	0.0P	/	15.4%	/
Industrial IT Solutions	Revenue	39,933	29.3	44,759	30.4	4,825	12.1	164,839	29.0
	Operating Profit	4,790	18.1	6,891	24.4	2,100	43.9	21,536	19.8
	Operating Margin	12.0%	/	15.4%	/	3.4P	/	13.1%	/
IT Platform Services	Revenue	39,851	29.3	43,820	29.7	3,969	10.0	166,927	29.3
	Operating Profit	5,599	21.2	6,739	23.8	1,140	20.4	22,906	21.1
	Operating Margin	14.0%	/	15.4%	/	1.3P	/	13.7%	/
Inter-segment revenue including eliminations and other	Revenue	(30,739)	(22.6)	(32,591)	(22.1)	(1,851)	/	(126,766)	(22.3)
	Operating Profit	2,272	8.6	66	0.2	(2,206)	/	2,364	2.2
Total	Revenue	136,083	100.0	147,443	100.0	11,360	8.3	568,958	100.0
	Operating Profit	26,458	100.0	28,272	100.0	1,814	6.9	108,536	100.0
	Operating Margin	19.4%	/	19.2%	/	(0.3P)	/	19.1%	/

*1 Including inter-segment revenue for each segment.

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

*3 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

1Q FY March 2024 Financial Results (Consolidated)

2. Segment performance results

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

(JPY million)

1st Quarter Total		1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Revenue	929	3.0	1,256	4.3	326	35.2	5,687	4.6
	Operating Profit	(213)	(13.2)	(169)	13.6	43	(20.4)	165	5.0
	Operating Margin	(22.9%)	/	(13.5%)	/	9.4P	/	2.9%	/
Financial IT Solutions	Revenue	3,233	10.3	2,934	10.0	(299)	(9.3)	12,317	10.0
	Operating Profit	(44)	(2.7)	(86)	7.0	(42)	94.5	145	4.4
	Operating Margin	(1.4%)	/	(3.0%)	/	(1.6P)	/	1.2%	/
Industrial IT Solutions	Revenue	28,760	91.4	26,242	89.7	(2,518)	(8.8)	110,694	89.8
	Operating Profit	1,876	115.8	(1,000)	80.4	(2,877)	—	2,856	86.7
	Operating Margin	6.5%	/	(3.8%)	/	(10.3P)	/	2.6%	/
IT Platform Services	Revenue	101	0.3	141	0.5	40	39.5	590	0.5
	Operating Profit	(0)	(0.0)	10	(0.9)	11	—	140	4.2
	Operating Margin	(0.7%)	/	7.7%	/	8.4P	/	23.7%	/
Inter-segment revenue including eliminations and other	Revenue	(1,571)	(5.0)	(1,309)	(4.5)	262	/	(6,082)	(4.9)
	Operating Profit	2	0.2	1	(0.1)	(1)	/	(11)	(0.4)
Total	Revenue	31,454	100.0	29,265	100.0	(2,188)	(7.0)	123,207	100.0
	Operating Profit	1,620	100.0	(1,245)	100.0	(2,865)	—	3,295	100.0
	Operating Margin	5.2%	/	(4.3%)	/	(9.4P)	/	2.7%	/

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

*2 Including inter-segment revenue for each segment.

1Q FY March 2024 Financial Results (Consolidated)

2. Segment performance results

④ External revenue by segment

(JPY million)

1st Quarter Total	1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	9,382	5.6	10,655	6.0	1,272	13.6	46,100	6.7
Financial IT Solutions	80,109	47.8	83,408	47.2	3,298	4.1	328,576	47.5
Securities	34,557	20.6	34,160	19.3	(397)	(1.1)	141,541	20.4
Insurance	18,755	11.2	18,760	10.6	4	0.0	77,039	11.1
Banking	12,524	7.5	16,185	9.2	3,661	29.2	55,069	8.0
Other financial	14,271	8.5	14,301	8.1	30	0.2	54,926	7.9
Industrial IT Solutions	66,627	39.8	69,426	39.3	2,798	4.2	266,723	38.5
Distribution	17,649	10.5	18,346	10.4	696	3.9	70,628	10.2
Manufacturing, service and other	48,978	29.2	51,080	28.9	2,101	4.3	196,095	28.3
IT Platform Services	10,868	6.5	12,489	7.1	1,620	14.9	48,153	7.0
Others	548	0.3	730	0.4	181	33.1	2,612	0.4
Total	167,537	100.0	176,709	100.0	9,171	5.5	692,165	100.0

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

*2 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

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3. Revenue by main client

(JPY million)

1st Quarter Total	1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)	Amount	Ratio(%)
Nomura Holdings	16,740	10.0	16,832	9.5	92	0.6	72,921	10.5

* Figures, in principle, include revenue to subsidiaries.

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4. Overseas Revenue

(JPY million)

1st Quarter Total	1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)	Amount	Ratio(%)
Overseas revenue	31,454	18.8	29,265	16.6	(2,188)	(7.0)	123,207	17.8
North America	9,524	5.7	8,121	4.6	(1,403)	(14.7)	38,436	5.6
Oceania	20,067	12.0	18,821	10.7	(1,246)	(6.2)	75,314	10.9
Asia, Other	1,862	1.1	2,323	1.3	461	24.8	9,456	1.4

* 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.

5. Subcontracting Costs

(JPY million)

1st Quarter Total	1Q FY Mar.2023		1Q FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)	Amount	Ratio(%)
Subcontracting Costs	51,238	30.6	52,404	29.7	1,166	2.3	214,166	30.9
(Subcontracting Costs to Chinese companies)	9,389	18.3	11,329	21.6	1,940	20.7	37,436	17.5

* 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.

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6. Balance sheet

At the end of the 1st Quarter	FY Mar.2023	1Q FY Mar.2024	Y o Y		At the end of the 1st Quarter	FY Mar.2023	1Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)		Amount	Amount	Diff.	Change(%)
Assets	838,224	841,036	2,812	0.3	Liabilities	435,817	446,341	10,524	2.4
Cash and cash equivalents, etc.(a) *1	131,235	139,457	8,222	6.3	Trade and other payables, etc.	67,967	54,302	(13,665)	(20.1)
Trade and other receivables, etc.	187,573	158,028	(29,544)	(15.8)	Interest-bearing liabilities(b) *3	205,823	223,045	17,221	8.4
Property, plant and equipment (including Right-of-use assets)	73,991	75,446	1,454	2.0	Lease liabilities	34,785	36,086	1,301	3.7
Goodwill and intangible assets	237,283	253,125	15,841	6.7	Other	127,240	132,907	5,666	4.5
Of which, Goodwill from M&A, etc. *2	137,804	147,232	9,428	6.8	Equity	402,406	394,695	(7,711)	(1.9)
Software	99,365	105,783	6,418	6.5	Total equity attributable to owners of parent(c)	399,006	391,732	(7,273)	(1.8)
Other	208,140	214,978	6,838	3.3	Non-controlling interests	3,399	2,962	(437)	(12.9)
Cash and cash equivalents, etc. / Revenue (months)	2.3	2.3	0.0		Net interest-bearing liabilities(d=b-a)	74,588	83,587	8,998	12.1
					Net D/E ratio(times)(e=d/c)	0.19	0.21	0.03	
					Ratio of equity attributable to owners of parent to total assets	47.6%	46.6%	(1.0P)	

*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)

*4 The presentations are partially changed for 1Q FY Mar. 2024, and the past figures are based on the presentations after these changes.

(JPY million)

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7. Cash Flow

1st Quarter Total					(JPY million)
	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y		FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount
Operating Activities	36,348	43,491	7,142	19.7	118,899
Investing Activities	(8,396)	(15,878)	(7,481)	89.1	(61,190)
(Investing Activities except Cash management purpose investment*)	(5,404)	(15,928)	(10,523)	194.7	(60,683)
Free Cash Flow	27,952	27,613	(338)	(1.2)	57,709
(Free Cash Flow except Cash management purpose investment*)	30,944	27,563	(3,380)	(10.9)	58,215
Financing Activities	(24,057)	(21,444)	2,612	(10.9)	(44,921)
Net increase in Cash and cash equivalents	5,971	8,090	2,119	35.5	13,646
(Net increase in Cash and cash equivalents except Cash management purpose investment*)	8,962	8,040	(922)	(10.3)	14,153
Cash and cash equivalents at the end of period	121,581	137,347	15,765	13.0	129,257
Cash and cash equivalents + Cash Management purpose investment	126,503	139,457	12,954	10.2	131,235

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

8. Capital Investment, Research and Development Expenses

(JPY million)

1st Quarter Total	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y		FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount
Capital Investment	12,197	17,898	5,701	46.7	58,565
Tangible	2,688	5,978	3,289	122.3	15,633
Right-of-use assets*	658	3,978	3,319	504.2	4,415
Intangible	9,508	11,920	2,411	25.4	42,932
Research and Development Expenses	1,002	886	(115)	(11.5)	4,908

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

9. Depreciation and Amortization

(JPY million)

1st Quarter Total	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y		FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount
Tangible	4,773	4,686	(87)	(1.8)	18,682
Right-of-use assets*	2,901	2,771	(129)	(4.5)	11,421
Intangible	6,455	7,032	577	8.9	26,409
Total	11,229	11,719	490	4.4	45,092

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

1Q FY March 2024 Financial Results (Consolidated)

10. Order Backlog by segment

(JPY million)

At the end of the 1st Quarter	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Consulting	14,624	21,642	7,017	48.0
Financial IT Solutions	154,902	176,308	21,405	13.8
Industrial IT Solutions	113,154	112,349	(804)	(0.7)
IT Platform Services	17,767	21,302	3,534	19.9
Others	516	870	354	68.6
Total	300,966	332,473	31,507	10.5
(Order Backlog in the current FY)	292,533	316,434	23,900	8.2

* The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

(JPY million)

At the beginning of period	FY Mar.2023	FY Mar.2024	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	123,173	129,985	6,811	5.5
IT Platform Services	17,519	20,688	3,168	18.1
Others	509	796	287	56.5
Total	348,384	376,116	27,732	8.0
(Order Backlog in the current FY)	340,630	366,056	25,426	7.5

1Q FY March 2024 Financial Results (Consolidated)

10. Order Backlog by segment (Japan/Overseas)

(JPY million)

At the end of the 1st Quarter	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Order Backlog of Japan				
Consulting	13,737	20,855	7,118	51.8
Financial IT Solutions	149,489	171,462	21,973	14.7
Industrial IT Solutions	64,782	71,557	6,775	10.5
IT Platform Services	17,767	21,302	3,534	19.9
Others	516	870	354	68.6
Total	246,292	286,048	39,756	16.1
Order Backlog of overseas subsidiaries				
Overseas subsidiaries	54,673	46,424	(8,248)	(15.1)

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

*2 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

(JPY million)

At the beginning of period	FY Mar.2023	FY Mar.2024	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	74,703	81,318	6,614	8.9
IT Platform Services	17,519	20,688	3,168	18.1
Others	509	796	287	56.5
Total	293,689	321,156	27,467	9.4
Order Backlog of overseas subsidiaries				
Overseas subsidiaries	54,694	54,959	265	0.5

11. Order Volume by segment

(JPY million)

1st Quarter Total	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Consulting	15,173	20,361	5,188	34.2
Financial IT Solutions	35,936	47,027	11,090	30.9
Industrial IT Solutions	50,385	51,941	1,556	3.1
IT Platform Services	11,117	13,103	1,986	17.9
Others	555	804	248	44.6
Total	113,168	133,238	20,069	17.7

* The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

11. Order Volume by segment (Japan/Overseas)

(JPY million)

1st Quarter Total	1Q FY Mar.2023	1Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Order Volume of Japan				
Consulting	14,021	19,513	5,492	39.2
Financial IT Solutions	34,426	45,118	10,692	31.1
Industrial IT Solutions	28,666	34,052	5,385	18.8
IT Platform Services	11,015	12,961	1,946	17.7
Others	555	804	248	44.6
Total	88,686	112,450	23,764	26.8
Order Volume of overseas subsidiaries				
Overseas subsidiaries	24,482	20,787	(3,694)	(15.1)

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

*2 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

01

1Q FY March 2024 Financial Results (Consolidated)

02

FY March 2024 Financial Results Forecasts (Consolidated)

FY March 2024 Financial Results Forecasts (Consolidated)

1. Highlights and Dividend forecasts

- There is no change to the financial results forecasts announced on 27 April, 2023.

(JPY billion)

Full Year	FY Mar.2023 (Results)	FY Mar.2024 (Forecasts)	Y o Y	
	Amount	Amount	Diff.	Change(%)
Revenue	692.1	720.0	27.8	4.0
Operating Profit	111.8	117.0	5.1	4.6
Operating Profit Margin	16.2%	16.3%	0.1P	
Profit before tax	108.4	115.0	6.5	6.0
Profit attributable to owners of parent	76.3	78.0	1.6	2.2
Dividends per share(JPY)	45.00	48.00	3.00	6.7
Second quarter(JPY)	22.00	24.00	2.00	9.1
Fiscal year end(JPY)	23.00	24.00	1.00	4.3
Dividend payout ratio	34.9%	36.4%	1.5P	

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

(JPY billion)

Full Year	FY Mar.2023 (Results)		FY Mar.2024 (Forecasts)		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	46.1	6.7	48.0	6.7	1.8	4.1
Financial IT Solutions	328.5	47.5	334.0	46.4	5.4	1.7
Securities	141.5	20.4	142.0	19.7	0.4	0.3
Insurance	77.0	11.1	78.0	10.8	0.9	1.2
Banking	55.0	8.0	57.0	7.9	1.9	3.5
Other financial	54.9	7.9	57.0	7.9	2.0	3.8
Industrial IT Solutions	266.7	38.5	285.0	39.6	18.2	6.9
Distribution	70.6	10.2	73.0	10.1	2.3	3.4
Manufacturing, service and other	196.0	28.3	212.0	29.4	15.9	8.1
IT Platform Services	48.1	7.0	50.0	6.9	1.8	3.8
Other	2.6	0.4	3.0	0.4	0.3	14.9
Total	692.1	100.0	720.0	100.0	27.8	4.0

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

*2 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

3. Capital Expenditure, Depreciation and Amortization Forecasts

(JPY billion)

Full Year	FY Mar.2023	FY Mar.2024	Y o Y	
	(Results)	(Forecasts)	Diff.	Change(%)
	Amount	Amount		
Capital Investment	58.5	56.0	(2.5)	(4.4)
Tangible	15.6	13.0	(2.6)	(16.8)
Intangible	42.9	43.0	0.0	0.2
Research and Development Expenses	4.9	5.0	0.0	1.9

(JPY billion)

Full Year	FY Mar.2023	FY Mar.2024	Y o Y	
	(Results)	(Forecasts)	Diff.	Change(%)
	Amount	Amount		
Depreciation and Amortization	45.0	52.0	6.9	15.3

FY March 2024 Financial Results Forecasts (Consolidated)

4. Highlights (1H/2H)

(JPY billion)

1st Half	FY Mar.2023	FY Mar.2024	Y o Y	
	(Results)	(Forecasts)	Diff.	Change(%)
	Amount	Amount		
Revenue	339.0	350.0	10.9	3.2
Operating Profit	55.2	56.0	0.7	1.3
Operating Profit Margin	16.3%	16.0%	(0.3P)	
Profit before tax	53.7	55.0	1.2	2.3
Profit attributable to owners of parent	35.8	37.0	1.1	3.2

(JPY billion)

2nd Half	FY Mar.2023	FY Mar.2024	Y o Y	
	(Results)	(Forecasts)	Diff.	Change(%)
	Amount	Amount		
Revenue	353.1	370.0	16.8	4.8
Operating Profit	56.5	61.0	4.4	7.8
Operating Profit Margin	16.0%	16.5%	0.5P	
Profit before tax	54.7	60.0	5.2	9.6
Profit attributable to owners of parent	40.4	41.0	0.5	1.4

FY March 2024 Financial Results Forecasts (Consolidated)

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

(JPY billion)

1st Half	FY Mar.2023 (Results)		FY Mar.2024 (Forecasts)		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	20.2	6.0	21.0	6.0	0.7	3.7
Financial IT Solutions	161.8	47.7	164.0	46.9	2.1	1.3
Securities	69.5	20.5	70.0	20.0	0.4	0.6
Insurance	38.2	11.3	39.0	11.1	0.7	2.0
Banking	26.0	7.7	27.0	7.7	0.9	3.5
Other financial	27.9	8.2	28.0	8.0	0.0	0.3
Industrial IT Solutions	133.5	39.4	141.0	40.3	7.4	5.6
Distribution	35.2	10.4	36.0	10.3	0.7	2.2
Manufacturing, service and other	98.2	29.0	105.0	30.0	6.7	6.8
IT Platform Services	22.3	6.6	22.5	6.4	0.1	0.8
Other	1.1	0.3	1.5	0.4	0.3	30.4
Total	339.0	100.0	350.0	100.0	10.9	3.2

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

*2 The segment classifications are partially changed for 1Q FY Mar. 2024, and the past figures are based on the classifications after these changes.

(JPY billion)

2nd Half	FY Mar.2023 (Results)		FY Mar.2024 (Forecasts)		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	25.8	7.3	27.0	7.3	1.1	4.4
Financial IT Solutions	166.7	47.2	170.0	45.9	3.2	1.9
Securities	71.9	20.4	72.0	19.5	0.0	0.1
Insurance	38.8	11.0	39.0	10.5	0.1	0.5
Banking	28.9	8.2	30.0	8.1	1.0	3.5
Other financial	26.9	7.6	29.0	7.8	2.0	7.4
Industrial IT Solutions	133.2	37.7	144.0	38.9	10.7	8.1
Distribution	35.3	10.0	37.0	10.0	1.6	4.5
Manufacturing, service and other	97.8	27.7	107.0	28.9	9.1	9.4
IT Platform Services	25.8	7.3	27.5	7.4	1.6	6.5
Other	1.4	0.4	1.5	0.4	0.0	2.6
Total	353.1	100.0	370.0	100.0	16.8	4.8

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**