

# 2Q FY March 2024 Financial Results Outline

Nomura Research Institute, Ltd.

26 October, 2023



01

**2Q FY March 2024 Financial Results (Consolidated)**

02

**FY March 2024 Financial Results Forecasts (Consolidated)**

03

**Reference Materials**

## 2Q FY March 2024 Financial Results (Consolidated)

### 1. Highlights

(JPY million)

2nd Quarter Total	1H FY Mar.2023	1H FY Mar.2024	Y o Y		1H FY Mar.2024 (Forecasts)	Comparison to forecasts		FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount	Diff.	Change(%)	Amount
Revenue	339,054	362,065	23,011	6.8	350,000	12,065	3.4	692,165
Consulting Services	77,544	78,728	1,183	1.5				156,582
System Development & System Application Sales	101,921	114,088	12,166	11.9				211,512
System Management & Operation Services	143,918	151,381	7,462	5.2				292,874
Product Sales	15,669	17,867	2,198	14.0				31,195
Cost of Sales	221,552	233,692	12,139	5.5				452,336
Gross Profit	117,501	128,373	10,871	9.3				239,829
Gross Profit Margin	34.7%	35.5%	0.8P					34.6%
Selling, general and administrative expenses	64,586	69,145	4,558	7.1				131,580
Other Income & Other Expenses, etc.	2,353	(362)	(2,715)	—				3,583
Operating Profit	55,268	58,865	3,596	6.5	56,000	2,865	5.1	111,832
Operating Margin	16.3%	16.3%	(0.0P)					16.2%
Finance Income & Finance Costs	(1,515)	(1,326)	189	(12.5)				(3,333)
Profit before tax	53,753	57,539	3,786	7.0	55,000	2,539	4.6	108,499
Profit attributable to owners of parent	35,857	37,662	1,805	5.0	37,000	662	1.8	76,307
Basic earnings per share(JPY)	60.71	64.13	3.42					128.92
EBITDA Margin	22.2%	23.0%	0.8P					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	1H FY Mar.2023	1H FY Mar.2024
USD	134.04 yen	141.06 yen
AUD	93.58 yen	93.24 yen

## 2Q FY March 2024 Financial Results (Consolidated)

### 1. Highlights

(JPY million)

2nd Quarter	2Q FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Revenue	171,516	185,355	13,839	8.1
Consulting Services	38,596	41,663	3,066	7.9
System Development & System Application Sales	52,798	59,164	6,365	12.1
System Management & Operation Services	73,062	76,009	2,947	4.0
Product Sales	7,058	8,518	1,459	20.7
Cost of Sales	111,322	120,153	8,831	7.9
Gross Profit	60,194	65,202	5,008	8.3
Gross Profit Margin	35.1%	35.2%	0.1P	
Selling, general and administrative expenses	33,046	33,802	755	2.3
Other Income & Other Expenses, etc.	42	438	396	938.5
Operating Profit	27,189	31,838	4,648	17.1
Operating Profit Margin	15.9%	17.2%	1.3P	
Finance Income & Finance Costs	(1,225)	(879)	346	(28.3)
Profit before tax	25,963	30,958	4,995	19.2
Profit attributable to owners of parent	17,094	20,451	3,357	19.6
Basic earnings per share(JPY)	28.91	35.00	6.09	
EBITDA Margin	22.2%	23.9%	1.8P	

(JPY million)

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

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

#### ① Including Inter-segment revenue for each segment

(JPY million)

2nd Quarter Total		1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Revenue	21,077	6.2	24,470	6.8	3,393	16.1	47,821	6.9
	Operating Profit	4,911	8.9	5,773	9.8	861	17.5	12,329	11.0
	Operating Margin	23.3%		23.6%		0.3P		25.8%	
Financial IT Solutions	Revenue	164,721	48.6	173,501	47.9	8,779	5.3	334,141	48.3
	Operating Profit	23,283	42.1	26,374	44.8	3,091	13.3	49,710	44.5
	Operating Margin	14.1%		15.2%		1.1P		14.9%	
Industrial IT Solutions	Revenue	137,549	40.6	143,185	39.5	5,636	4.1	275,533	39.8
	Operating Profit	13,396	24.2	12,321	20.9	(1,075)	(8.0)	24,393	21.8
	Operating Margin	9.7%		8.6%		(1.1P)		8.9%	
IT Platform Services	Revenue	81,476	24.0	89,683	24.8	8,207	10.1	167,518	24.2
	Operating Profit	11,430	20.7	14,293	24.3	2,862	25.0	23,046	20.6
	Operating Margin	14.0%		15.9%		1.9P		13.8%	
Inter-segment revenue including eliminations and other	Revenue	(65,770)	(19.4)	(68,776)	(19.0)	(3,005)		(132,849)	(19.2)
	Operating Profit	2,246	4.1	102	0.2	(2,143)		2,352	2.1
Total	Revenue	339,054	100.0	362,065	100.0	23,011	6.8	692,165	100.0
	Operating Profit	55,268	100.0	58,865	100.0	3,596	6.5	111,832	100.0
	Operating Margin	16.3%		16.3%		(0.0P)		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.

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

#### ① Including Inter-segment revenue for each segment

2nd Quarter		(JPY million)				Y o Y	
		2Q FY Mar.2023		2Q FY Mar.2024		Diff.	Change(%)
		Amount	Share(%)	Amount	Share(%)		
Consulting	Revenue	11,366	6.6	13,505	7.3	2,139	18.8
	Operating Profit	3,052	11.2	3,626	11.4	573	18.8
	Operating Margin	26.9%		26.9%		(0.0P)	
Financial IT Solutions	Revenue	83,230	48.5	88,820	47.9	5,589	6.7
	Operating Profit	11,604	42.7	14,202	44.6	2,598	22.4
	Operating Margin	13.9%		16.0%		2.0P	
Industrial IT Solutions	Revenue	68,855	40.1	72,184	38.9	3,328	4.8
	Operating Profit	6,729	24.8	6,430	20.2	(299)	(4.4)
	Operating Margin	9.8%		8.9%		(0.9P)	
IT Platform Services	Revenue	41,523	24.2	45,721	24.7	4,197	10.1
	Operating Profit	5,832	21.4	7,543	23.7	1,710	29.3
	Operating Margin	14.0%		16.5%		2.5P	
Inter-segment revenue including eliminations and other	Revenue	(33,459)	(19.5)	(34,875)	(18.8)	(1,416)	
	Operating Profit	(29)	(0.1)	35	0.1	64	
Total	Revenue	171,516	100.0	185,355	100.0	13,839	8.1
	Operating Profit	27,189	100.0	31,838	100.0	4,648	17.1
	Operating Margin	15.9%		17.2%		1.3P	

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

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

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

(JPY million)

2nd Quarter Total		1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Revenue	18,733	6.8	21,549	7.1	2,816	15.0	42,134	7.4
	Operating Profit	5,142	9.7	5,918	9.9	775	15.1	12,164	11.2
	Operating Margin	27.5%	/	27.5%	/	0.0P	/	28.9%	/
Financial IT Solutions	Revenue	158,323	57.4	167,225	55.5	8,901	5.6	321,824	56.6
	Operating Profit	23,709	44.8	26,165	43.9	2,456	10.4	49,564	45.7
	Operating Margin	15.0%	/	15.6%	/	0.7P	/	15.4%	/
Industrial IT Solutions	Revenue	80,413	29.1	89,377	29.6	8,964	11.1	164,839	29.0
	Operating Profit	10,482	19.8	13,203	22.1	2,720	26.0	21,536	19.8
	Operating Margin	13.0%	/	14.8%	/	1.7P	/	13.1%	/
IT Platform Services	Revenue	81,151	29.4	89,366	29.6	8,215	10.1	166,927	29.3
	Operating Profit	11,321	21.4	14,219	23.9	2,898	25.6	22,906	21.1
	Operating Margin	14.0%	/	15.9%	/	2.0P	/	13.7%	/
Inter-segment revenue including eliminations and other	Revenue	(62,564)	(22.7)	(65,958)	(21.9)	(3,393)	/	(126,766)	(22.3)
	Operating Profit	2,258	4.3	103	0.2	(2,154)	/	2,364	2.2
Total	Revenue	276,056	100.0	301,560	100.0	25,504	9.2	568,958	100.0
	Operating Profit	52,915	100.0	59,611	100.0	6,696	12.7	108,536	100.0
	Operating Margin	19.2%	/	19.8%	/	0.6P	/	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.

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

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

2nd Quarter		(JPY million)				Y o Y	
		2Q FY Mar.2023		2Q FY Mar.2024		Diff.	Change(%)
		Amount	Share(%)	Amount	Share(%)		
Consulting	Revenue	9,951	7.1	11,840	7.7	1,888	19.0
	Operating Profit	3,070	11.6	3,601	11.5	531	17.3
	Operating Margin	30.9%		30.4%		(0.4P)	
Financial IT Solutions	Revenue	80,066	57.2	85,478	55.5	5,412	6.8
	Operating Profit	11,986	45.3	13,907	44.4	1,921	16.0
	Operating Margin	15.0%		16.3%		1.3P	
Industrial IT Solutions	Revenue	40,479	28.9	44,618	29.0	4,138	10.2
	Operating Profit	5,692	21.5	6,311	20.1	619	10.9
	Operating Margin	14.1%		14.1%		0.1P	
IT Platform Services	Revenue	41,300	29.5	45,546	29.6	4,246	10.3
	Operating Profit	5,721	21.6	7,480	23.9	1,758	30.7
	Operating Margin	13.9%		16.4%		2.6P	
Inter-segment revenue including eliminations and other	Revenue	(31,824)	(22.7)	(33,366)	(21.7)	(1,541)	
	Operating Profit	(14)	(0.1)	37	0.1	51	
Total	Revenue	139,973	100.0	154,117	100.0	14,143	10.1
	Operating Profit	26,456	100.0	31,339	100.0	4,882	18.5
	Operating Margin	18.9%		20.3%		1.4P	

1st Quarter		(JPY million)				Y o Y	
		1Q FY Mar.2023		1Q FY Mar.2024		Diff.	Change(%)
		Amount	Share(%)	Amount	Share(%)		
Consulting	Revenue	8,781	6.5	9,708	6.6	927	10.6
	Operating Profit	2,072	7.8	2,317	8.2	244	11.8
	Operating Margin	23.6%		23.9%		0.3P	
Financial IT Solutions	Revenue	78,257	57.5	81,746	55.4	3,489	4.5
	Operating Profit	11,723	44.3	12,258	43.4	535	4.6
	Operating Margin	15.0%		15.0%		0.0P	
Industrial IT Solutions	Revenue	39,933	29.3	44,759	30.4	4,825	12.1
	Operating Profit	4,790	18.1	6,891	24.4	2,100	43.9
	Operating Margin	12.0%		15.4%		3.4P	
IT Platform Services	Revenue	39,851	29.3	43,820	29.7	3,969	10.0
	Operating Profit	5,599	21.2	6,739	23.8	1,140	20.4
	Operating Margin	14.0%		15.4%		1.3P	
Inter-segment revenue including eliminations and other	Revenue	(30,739)	(22.6)	(32,591)	(22.1)	(1,851)	
	Operating Profit	2,272	8.6	66	0.2	(2,206)	
Total	Revenue	136,083	100.0	147,443	100.0	11,360	8.3
	Operating Profit	26,458	100.0	28,272	100.0	1,814	6.9
	Operating Margin	19.4%		19.2%		(0.3P)	



## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

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

(JPY million)

2nd Quarter Total		1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	Revenue	2,343	3.7	2,921	4.8	577	24.6	5,687	4.6
	Operating Profit	(231)	(9.8)	(145)	19.5	85	(37.2)	165	5.0
	Operating Margin	(9.9%)	/	(5.0%)	/	4.9P	/	2.9%	/
Financial IT Solutions	Revenue	6,397	10.2	6,275	10.4	(122)	(1.9)	12,317	10.0
	Operating Profit	(426)	(18.1)	208	(28.0)	635	—	145	4.4
	Operating Margin	(6.7%)	/	3.3%	/	10.0P	/	1.2%	/
Industrial IT Solutions	Revenue	57,136	90.7	53,808	88.9	(3,328)	(5.8)	110,694	89.8
	Operating Profit	2,913	123.8	(882)	118.3	(3,796)	—	2,856	86.7
	Operating Margin	5.1%	/	(1.6%)	/	(6.7P)	/	2.6%	/
IT Platform Services	Revenue	325	0.5	317	0.5	(8)	(2.5)	590	0.5
	Operating Profit	109	4.7	73	(9.9)	(35)	(32.8)	140	4.2
	Operating Margin	33.7%	/	23.2%	/	(10.5P)	/	23.7%	/
Inter-segment revenue including eliminations and other	Revenue	(3,206)	(5.1)	(2,818)	(4.7)	387	/	(6,082)	(4.9)
	Operating Profit	(12)	(0.5)	(1)	0.2	11	/	(11)	(0.4)
Total	Revenue	62,997	100.0	60,504	100.0	(2,493)	(4.0)	123,207	100.0
	Operating Profit	2,353	100.0	(746)	100.0	(3,099)	—	3,295	100.0
	Operating Margin	3.7%	/	(1.2%)	/	(5.0P)	/	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.

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

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

2nd Quarter		(JPY million)				Y o Y	
		2Q FY Mar.2023		2Q FY Mar.2024			
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	Revenue	1,414	4.5	1,665	5.3	250	17.7
	Operating Profit	(17)	(2.4)	24	4.9	42	-
	Operating Margin	(1.3%)		1.5%		2.7P	
Financial IT Solutions	Revenue	3,163	10.0	3,341	10.7	177	5.6
	Operating Profit	(381)	(52.1)	295	59.2	677	-
	Operating Margin	(12.1%)		8.8%		20.9P	
Industrial IT Solutions	Revenue	28,375	90.0	27,565	88.2	(810)	(2.9)
	Operating Profit	1,037	141.5	118	23.7	(918)	(88.6)
	Operating Margin	3.7%		0.4%		(3.2P)	
IT Platform Services	Revenue	223	0.7	175	0.6	(48)	(21.6)
	Operating Profit	110	15.0	62	12.6	(47)	(43.1)
	Operating Margin	49.3%		35.8%		(13.5P)	
Inter-segment revenue including eliminations and other	Revenue	(1,634)	(5.2)	(1,508)	(4.8)	125	
	Operating Profit	(15)	(2.1)	(2)	(0.5)	12	
Total	Revenue	31,543	100.0	31,238	100.0	(304)	(1.0)
	Operating Profit	732	100.0	499	100.0	(233)	(31.9)
	Operating Margin	2.3%		1.6%		(0.7P)	

1st Quarter		(JPY million)				Y o Y	
		1Q FY Mar.2023		1Q FY Mar.2024			
		Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	Revenue	929	3.0	1,256	4.3	326	35.2
	Operating Profit	(213)	(13.2)	(169)	13.6	43	(20.4)
	Operating Margin	(22.9%)		(13.5%)		9.4P	
Financial IT Solutions	Revenue	3,233	10.3	2,934	10.0	(299)	(9.3)
	Operating Profit	(44)	(2.7)	(86)	7.0	(42)	94.5
	Operating Margin	(1.4%)		(3.0%)		(1.6P)	
Industrial IT Solutions	Revenue	28,760	91.4	26,242	89.7	(2,518)	(8.8)
	Operating Profit	1,876	115.8	(1,000)	80.4	(2,877)	-
	Operating Margin	6.5%		(3.8%)		(10.3P)	
IT Platform Services	Revenue	101	0.3	141	0.5	40	39.5
	Operating Profit	(0)	(0.0)	10	(0.9)	11	-
	Operating Margin	(0.7%)		7.7%		8.4P	
Inter-segment revenue including eliminations and other	Revenue	(1,571)	(5.0)	(1,309)	(4.5)	262	
	Operating Profit	2	0.2	1	(0.1)	(1)	
Total	Revenue	31,454	100.0	29,265	100.0	(2,188)	(7.0)
	Operating Profit	1,620	100.0	(1,245)	100.0	(2,865)	-
	Operating Margin	5.2%		(4.3%)		(9.4P)	

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

#### ④ External revenue by segment

(JPY million)

2nd Quarter Total	1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Share(%)
Consulting	20,250	6.0	23,747	6.6	3,497	17.3	46,100	6.7
Financial IT Solutions	161,816	47.7	170,919	47.2	9,102	5.6	328,576	47.5
Securities	69,589	20.5	70,099	19.4	510	0.7	141,541	20.4
Insurance	38,222	11.3	38,187	10.5	(35)	(0.1)	77,039	11.1
Banking	26,075	7.7	33,285	9.2	7,209	27.6	55,069	8.0
Other financial	27,929	8.2	29,347	8.1	1,418	5.1	54,926	7.9
Industrial IT Solutions	133,513	39.4	140,057	38.7	6,543	4.9	266,723	38.5
Distribution	35,228	10.4	37,127	10.3	1,899	5.4	70,628	10.2
Manufacturing, service and other	98,285	29.0	102,930	28.4	4,644	4.7	196,095	28.3
IT Platform Services	22,323	6.6	25,828	7.1	3,504	15.7	48,153	7.0
Others	1,149	0.3	1,512	0.4	362	31.6	2,612	0.4
<b>Total</b>	<b>339,054</b>	<b>100.0</b>	<b>362,065</b>	<b>100.0</b>	<b>23,011</b>	<b>6.8</b>	<b>692,165</b>	<b>100.0</b>

\*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.

## 2Q FY March 2024 Financial Results (Consolidated)

### 2. Segment performance results

#### ④ External revenue by segment

(JPY million)

2nd Quarter	2Q FY Mar.2023		2Q FY Mar.2024		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	10,867	6.3	13,092	7.1	2,224	20.5
Financial IT Solutions	81,707	47.6	87,511	47.2	5,803	7.1
Securities	35,032	20.4	35,939	19.4	907	2.6
Insurance	19,467	11.4	19,426	10.5	(40)	(0.2)
Banking	13,550	7.9	17,099	9.2	3,548	26.2
Other financial	13,657	8.0	15,045	8.1	1,388	10.2
Industrial IT Solutions	66,885	39.0	70,631	38.1	3,745	5.6
Distribution	17,578	10.2	18,781	10.1	1,202	6.8
Manufacturing, service and other	49,307	28.7	51,850	28.0	2,542	5.2
IT Platform Services	11,454	6.7	13,338	7.2	1,884	16.5
Others	600	0.4	782	0.4	181	30.2
<b>Total</b>	<b>171,516</b>	<b>100.0</b>	<b>185,355</b>	<b>100.0</b>	<b>13,839</b>	<b>8.1</b>

(JPY million)

1st Quarter	1Q FY Mar.2023		1Q FY Mar.2024		Y o Y	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting	9,382	5.6	10,655	6.0	1,272	13.6
Financial IT Solutions	80,109	47.8	83,408	47.2	3,298	4.1
Securities	34,557	20.6	34,160	19.3	(397)	(1.1)
Insurance	18,755	11.2	18,760	10.6	4	0.0
Banking	12,524	7.5	16,185	9.2	3,661	29.2
Other financial	14,271	8.5	14,301	8.1	30	0.2
Industrial IT Solutions	66,627	39.8	69,426	39.3	2,798	4.2
Distribution	17,649	10.5	18,346	10.4	696	3.9
Manufacturing, service and other	48,978	29.2	51,080	28.9	2,101	4.3
IT Platform Services	10,868	6.5	12,489	7.1	1,620	14.9
Others	548	0.3	730	0.4	181	33.1
<b>Total</b>	<b>167,537</b>	<b>100.0</b>	<b>176,709</b>	<b>100.0</b>	<b>9,171</b>	<b>5.5</b>

## 2Q FY March 2024 Financial Results (Consolidated)

### 3. Revenue by main client

(JPY million)

2nd Quarter Total	1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)	Amount	Ratio(%)
Nomura Holdings	34,017	10.0	34,171	9.4	153	0.5	72,921	10.5

\* Figures, in principle, include revenue to subsidiaries.

(JPY million)

2nd Quarter	2Q FY Mar.2023		2Q FY Mar.2024		Y o Y	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)
Nomura Holdings	17,277	10.1	17,338	9.4	61	0.4

(JPY million)

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

## 2Q FY March 2024 Financial Results (Consolidated)

### 4. Overseas Revenue

(JPY million)

2nd Quarter Total	1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)	Amount	Ratio(%)
Overseas revenue	62,997	18.6	60,504	16.7	(2,493)	(4.0)	123,207	17.8
North America	19,189	5.7	18,018	5.0	(1,170)	(6.1)	38,436	5.6
Oceania	39,574	11.7	37,590	10.4	(1,984)	(5.0)	75,314	10.9
Asia, Other	4,234	1.2	4,895	1.4	661	15.6	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.

(JPY million)

2nd Quarter	2Q FY Mar.2023		2Q FY Mar.2024		Y o Y	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)
Overseas revenue	31,543	18.4	31,238	16.9	(304)	(1.0)
North America	9,664	5.6	9,897	5.3	233	2.4
Oceania	19,506	11.4	18,768	10.1	(738)	(3.8)
Asia, Other	2,371	1.4	2,572	1.4	200	8.5

(JPY million)

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

## 5. Subcontracting Costs

(JPY million)

2nd Quarter Total	1H FY Mar.2023		1H FY Mar.2024		Y o Y		FY Mar.2023	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)	Amount	Ratio(%)
Subcontracting Costs	103,713	30.6	107,818	29.8	4,104	4.0	214,166	30.9
(Subcontracting Costs to Chinese companies)	18,599	17.9	22,427	20.8	3,828	20.6	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.

(JPY million)

2nd Quarter	2Q FY Mar.2023		2Q FY Mar.2024		Y o Y	
	Amount	Ratio(%)	Amount	Ratio(%)	Diff.	Change(%)
Subcontracting Costs	52,474	30.6	55,413	29.9	2,938	5.6
(Subcontracting Costs to Chinese companies)	9,209	17.6	11,098	20.0	1,888	20.5

(JPY million)

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

## 2Q FY March 2024 Financial Results (Consolidated)

### 6. Balance sheet

At the end of the 2nd Quarter	FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
<b>Assets</b>	838,224	861,482	23,258	2.8
Cash and cash equivalents, etc.(a) *1	131,235	126,840	(4,394)	(3.3)
Trade and other receivables, etc.	187,573	182,888	(4,684)	(2.5)
Property, plant and equipment (including Right-of-use assets)	73,991	75,631	1,640	2.2
Goodwill and intangible assets	237,283	258,997	21,713	9.2
Of which, Goodwill from M&A, etc. *2	137,804	148,478	10,673	7.7
Software	99,365	110,414	11,049	11.1
Other	208,140	217,124	8,984	4.3
Cash and cash equivalents, etc. / Revenue (months)	2.3	2.1	(0.2)	

\*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)

At the end of the 2nd Quarter	FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
<b>Liabilities</b>	435,817	471,845	36,027	8.3
Trade and other payables, etc.	67,967	55,701	(12,266)	(18.0)
Interest-bearing liabilities(b) *3	205,823	234,269	28,445	13.8
Lease liabilities	34,785	36,455	1,670	4.8
Other	127,240	145,418	18,177	14.3
<b>Equity</b>	402,406	389,637	(12,768)	(3.2)
Total equity attributable to owners of parent(c)	399,006	386,535	(12,470)	(3.1)
Non-controlling interests	3,399	3,102	(297)	(8.8)
Net interest-bearing liabilities(d=b-a)	74,588	107,428	32,839	44.0
Net D/E ratio(times)(e=d/c)	0.19	0.28	0.09	
Ratio of equity attributable to owners of parent to total assets	47.6%	44.9%	(2.7P)	



## 2Q FY March 2024 Financial Results (Consolidated)

### 7. Cash Flow

2nd Quarter Total	1H FY Mar.2023	1H FY Mar.2024	Y o Y		(JPY million) FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount
Operating Activities	60,672	68,005	7,332	12.1	118,899
Investing Activities	(28,135)	(31,128)	(2,993)	10.6	(61,190)
(Investing Activities except Cash management purpose investment*)	(25,118)	(31,791)	(6,673)	26.6	(60,683)
Free Cash Flow	32,537	36,876	4,339	13.3	57,709
(Free Cash Flow except Cash management purpose investment*)	35,554	36,214	659	1.9	58,215
Financing Activities	(34,868)	(43,650)	(8,782)	25.2	(44,921)
Net increase in Cash and cash equivalents	578	(4,048)	(4,627)	–	13,646
(Net increase in Cash and cash equivalents except Cash management purpose investment*)	3,595	(4,711)	(8,306)	–	14,153
Cash and cash equivalents at the end of period	116,189	125,208	9,019	7.8	129,257
Cash and cash equivalents + Cash Management purpose investment	121,161	126,840	5,679	4.7	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.

## 2Q FY March 2024 Financial Results (Consolidated)

### 8. Order Backlog by segment (Japan/Overseas)

(JPY million)

At the end of the 2nd Quarter	2Q FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Order Backlog of Japan				
Consulting	13,467	18,268	4,801	35.7
Financial IT Solutions	116,877	133,293	16,416	14.0
Industrial IT Solutions	50,687	58,323	7,635	15.1
IT Platform Services	14,146	17,808	3,661	25.9
Others	502	680	177	35.4
Total	195,680	228,374	32,693	16.7
Order Backlog of overseas subsidiaries				
Overseas subsidiaries	47,403	38,507	(8,896)	(18.8)

\*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 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)

(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

## 2Q FY March 2024 Financial Results (Consolidated)

### 9. Order Volume by segment (Japan/Overseas)

(JPY million)

2nd Quarter Total	1H FY Mar.2023	1H FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Order Volume of Japan				
Consulting	23,462	28,548	5,085	21.7
Financial IT Solutions	81,128	91,828	10,699	13.2
Industrial IT Solutions	53,687	64,380	10,692	19.9
IT Platform Services	18,625	22,631	4,006	21.5
Others	1,143	1,396	252	22.1
Total	178,047	208,784	30,736	17.3
Order Volume of overseas subsidiaries				
Overseas subsidiaries	47,718	43,259	(4,458)	(9.3)

\*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)

2nd Quarter	2Q FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Order Volume of Japan				
Consulting	9,441	9,034	(406)	(4.3)
Financial IT Solutions	46,702	46,709	7	0.0
Industrial IT Solutions	25,020	30,327	5,306	21.2
IT Platform Services	7,609	9,669	2,059	27.1
Others	587	592	4	0.8
Total	89,361	96,333	6,971	7.8
Order Volume of overseas subsidiaries				
Overseas subsidiaries	23,235	22,472	(763)	(3.3)

(JPY million)

1st Quarter	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)

01

**2Q FY March 2024 Financial Results (Consolidated)**

02

**FY March 2024 Financial Results Forecasts (Consolidated)**

03

**Reference Materials**

## FY March 2024 Financial Results Forecasts (Consolidated)

### 1. Highlights and Dividend forecasts

- In light of recent business trends and the order environment, the forecasts of financial results will be revised as follows.

(JPY billion)

Full Year	FY Mar.2023 (Results)	FY Mar.2024 (Forecasts)	Y o Y		FY Mar.2024 (Forecasts as of April 27, 2023)	Comparison to previous forecasts	
	Amount	Amount	Diff.	Change(%)	Amount	Diff.	Change(%)
Revenue	692.1	735.0	42.8	6.2	720.0	15.0	2.1
Operating Profit	111.8	120.0	8.1	7.3	117.0	3.0	2.6
Operating Profit Margin	16.2%	16.3%	0.2P		16.3%	0.1P	
Profit before tax	108.4	118.0	9.5	8.8	115.0	3.0	2.6
Profit attributable to owners of parent	76.3	80.0	3.6	4.8	78.0	2.0	2.6
Dividends per share(JPY)	45.00	50.00	5.00	11.1	48.00	2.00	4.2
Second quarter(JPY)	22.00	24.00	2.00	9.1	24.00	–	–
Fiscal year end(JPY)	23.00	26.00	3.00	13.0	24.00	2.00	8.3
Dividend payout ratio	34.9%	36.6%	1.7P		36.4%	0.2P	

Forecast Rate	FY Mar.2024
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		FY Mar.2024 (Forecasts as of April 27, 2023)		
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)	Amount	Diff.	Change(%)
Consulting	46.1	6.7	51.0	6.9	4.8	10.6	48.0	3.0	6.3
Financial IT Solutions	328.5	47.5	347.0	47.2	18.4	5.6	334.0	13.0	3.9
Securities	141.5	20.4	143.0	19.5	1.4	1.0	142.0	1.0	0.7
Insurance	77.0	11.1	78.0	10.6	0.9	1.2	78.0	–	–
Banking	55.0	8.0	67.0	9.1	11.9	21.7	57.0	10.0	17.5
Other financial	54.9	7.9	59.0	8.0	4.0	7.4	57.0	2.0	3.5
Industrial IT Solutions	266.7	38.5	282.0	38.4	15.2	5.7	285.0	(3.0)	(1.1)
Distribution	70.6	10.2	75.0	10.2	4.3	6.2	73.0	2.0	2.7
Manufacturing, service and other	196.0	28.3	207.0	28.2	10.9	5.6	212.0	(5.0)	(2.4)
IT Platform Services	48.1	7.0	52.0	7.1	3.8	8.0	50.0	2.0	4.0
Other	2.6	0.4	3.0	0.4	0.3	14.9	3.0	–	–
Total	692.1	100.0	735.0	100.0	42.8	6.2	720.0	15.0	2.1

\*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 Investment Forecasts

(JPY billion)

	FY Mar.2023 (Results)	FY Mar.2024 (Forecasts)	Y o Y		FY Mar.2024 (Forecasts as of April 27,2023)	Comparison to forecasts	
	Amount	Amount	Diff.	Change(%)	Amount	Diff.	Change(%)
Capital Investment	58.5	58.0	(0.5)	(1.0)	56.0	2.0	3.6
Tangible	15.6	15.0	(0.6)	(4.1)	13.0	2.0	15.4
Intangible	42.9	43.0	0.0	0.2	43.0	–	–
Research and Development Expenses	4.9	5.0	0.0	1.9	5.0	–	–

01

**2Q FY March 2024 Financial Results (Consolidated)**

02

**FY March 2024 Financial Results Forecasts (Consolidated)**

03

**Reference Materials**



## Capital Investment, Research and Development Expenses

(JPY million)

2nd Quarter Total	1H FY Mar.2023	1H FY Mar.2024	Y o Y		FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount
Capital Investment	27,539	34,293	6,754	24.5	58,565
Tangible	7,972	11,011	3,039	38.1	15,633
Right-of-use assets*	2,093	7,388	5,295	252.9	4,415
Intangible	19,566	23,282	3,715	19.0	42,932
Research and Development Expenses	2,495	2,347	(148)	(5.9)	4,908

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

# Depreciation and Amortization

(JPY million)

2nd Quarter Total	1H FY Mar.2023	1H FY Mar.2024	Y o Y		FY Mar.2023
	Amount	Amount	Diff.	Change(%)	Amount
Tangible	9,362	9,448	85	0.9	18,682
Right-of-use assets*	5,721	5,601	(120)	(2.1)	11,421
Intangible	12,708	14,304	1,596	12.6	26,409
Total	22,070	23,752	1,682	7.6	45,092

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

## Order Backlog by segment

(JPY million)

At the end of the 2nd Quarter	2Q FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Consulting	14,475	19,233	4,758	32.9
Financial IT Solutions	120,960	136,921	15,961	13.2
Industrial IT Solutions	93,000	92,238	(761)	(0.8)
IT Platform Services	14,146	17,808	3,661	25.9
Others	502	680	177	35.4
Total	243,084	266,882	23,797	9.8
(Order Backlog in the current FY)	226,970	246,169	19,199	8.5

\* 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 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

(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

## Order Volume by segment

(JPY million)

2nd Quarter Total	1H FY Mar.2023	1H FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Consulting	25,884	31,025	5,140	19.9
Financial IT Solutions	83,629	95,066	11,436	13.7
Industrial IT Solutions	96,157	101,607	5,449	5.7
IT Platform Services	18,950	22,948	3,997	21.1
Others	1,143	1,396	252	22.1
Total	225,765	252,043	26,277	11.6

\* 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)

2nd Quarter	2Q FY Mar.2023	2Q FY Mar.2024	Y o Y	
	Amount	Amount	Diff.	Change(%)
Consulting	10,711	10,664	(47)	(0.4)
Financial IT Solutions	47,693	48,038	345	0.7
Industrial IT Solutions	45,772	49,665	3,893	8.5
IT Platform Services	7,833	9,844	2,011	25.7
Others	587	592	4	0.8
Total	112,597	118,805	6,208	5.5

(JPY million)

1st Quarter	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

**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**