



NS Solutions

# Financial Information for the Fiscal Year ended March 31, 2012

(April 1, 2011 through March 31, 2012)

April 27, 2012

NS Solutions Corporation

## NS Solutions Corporation

## FORWARD-LOOKING STATEMENTS

This document includes statements of forward-looking descriptions regarding the intent, belief or current expectations of NS Solutions Corporation (the “Company”) or its officers in terms of its operation and financial condition.

Accordingly, such statements contain risks and uncertainties since they are neither historical facts nor guarantees of future performance. Actual results may be varied and influenced by various factors. The Company does not undertake to revise such forward-looking descriptions to reflect those factors.

# FY Mar.2012 Consolidated Financial Highlights

(Billions of yen)

	FY Mar.2011 ( Actual ) A	FY Mar.2012 ( Actual ) B	Change B-A	FY Mar.2012 ( Previous outlook ) C	Change B-C
Sales	159.7	161.6	+1.9	165.0	-3.4
Business solutions	88.4	88.7	+0.3	91.0	-2.3
Platform solutions	18.8	19.5	+0.7	21.5	-2.0
Business services	52.5	53.4	+0.9	52.5	+0.9
Gross profit	30.9	30.8	-0.1	32.2	-1.4
<Gross profit margin>	<19.3%>	<19.0%>	<-0.3%>	<19.5%>	<-0.5%>
SG&A	19.8	20.0	+0.2	20.0	-
Operating income	11.1	10.8	-0.3	12.2	-1.4
Ordinary income (Recurring profit)	11.4	11.1	-0.3	12.5	-1.4
Net income	6.4	5.2	-1.2	6.0	-0.8

# Sales by Business Line /Customer Industry

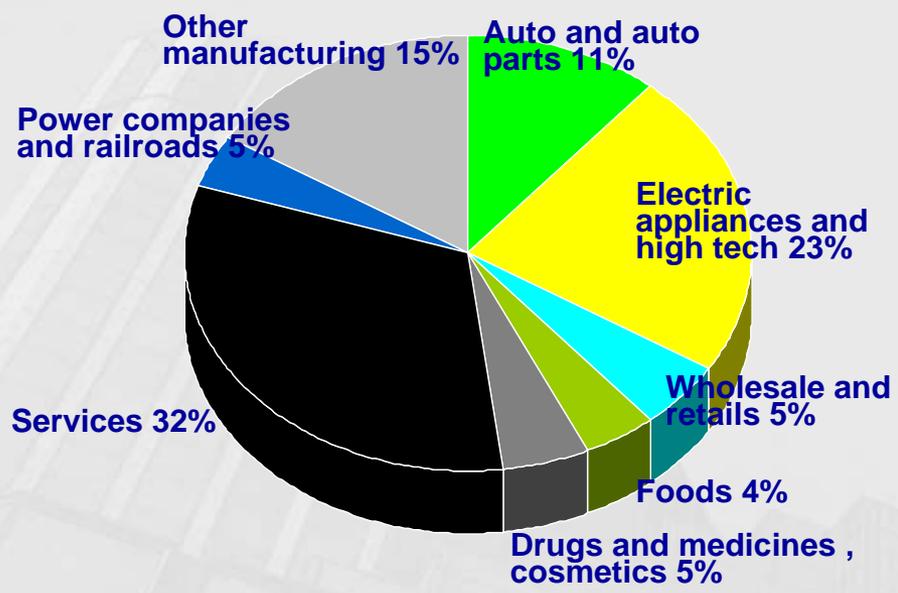
(Billions of yen)

	FY Mar.2011 (Actual) A	FY Mar.2012 (Actual) B	Change B-A	Comment
Business solutions	74.0	74.2	+0.2	-
Manufacturing, distribution and service industries	35.9	37.6	+1.7	Increase mainly in internet business
Financial services	22.9	22.5	-0.4	Decrease in some of mega- banks
Government, public organizations and others	15.2	14.1	-1.1	Decrease in public and science sector
Platform solutions	16.1	17.3	+1.2	Increase in cloud-computing business
Business services	52.1	53.0	+0.9	Increase in telecom Decrease in Nippon Steel
Subsidiaries, net	17.5	17.1	-0.4	-
Consolidated sales	159.7	161.6	+1.9	-
Amount of orders accepted	162.0	169.4	+7.4	-

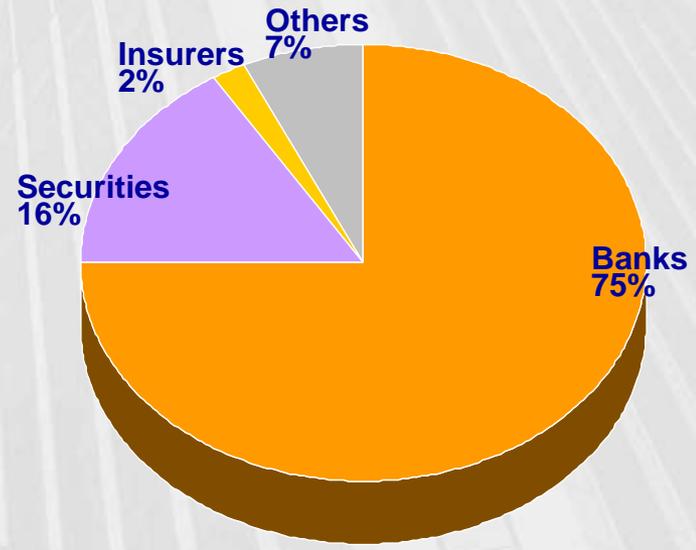
# FY Mar.2012 Breakdown of Sales

to Manufacturing, Distribution and Service Industries, and Financial Services

## Manufacturing, distribution and service industries

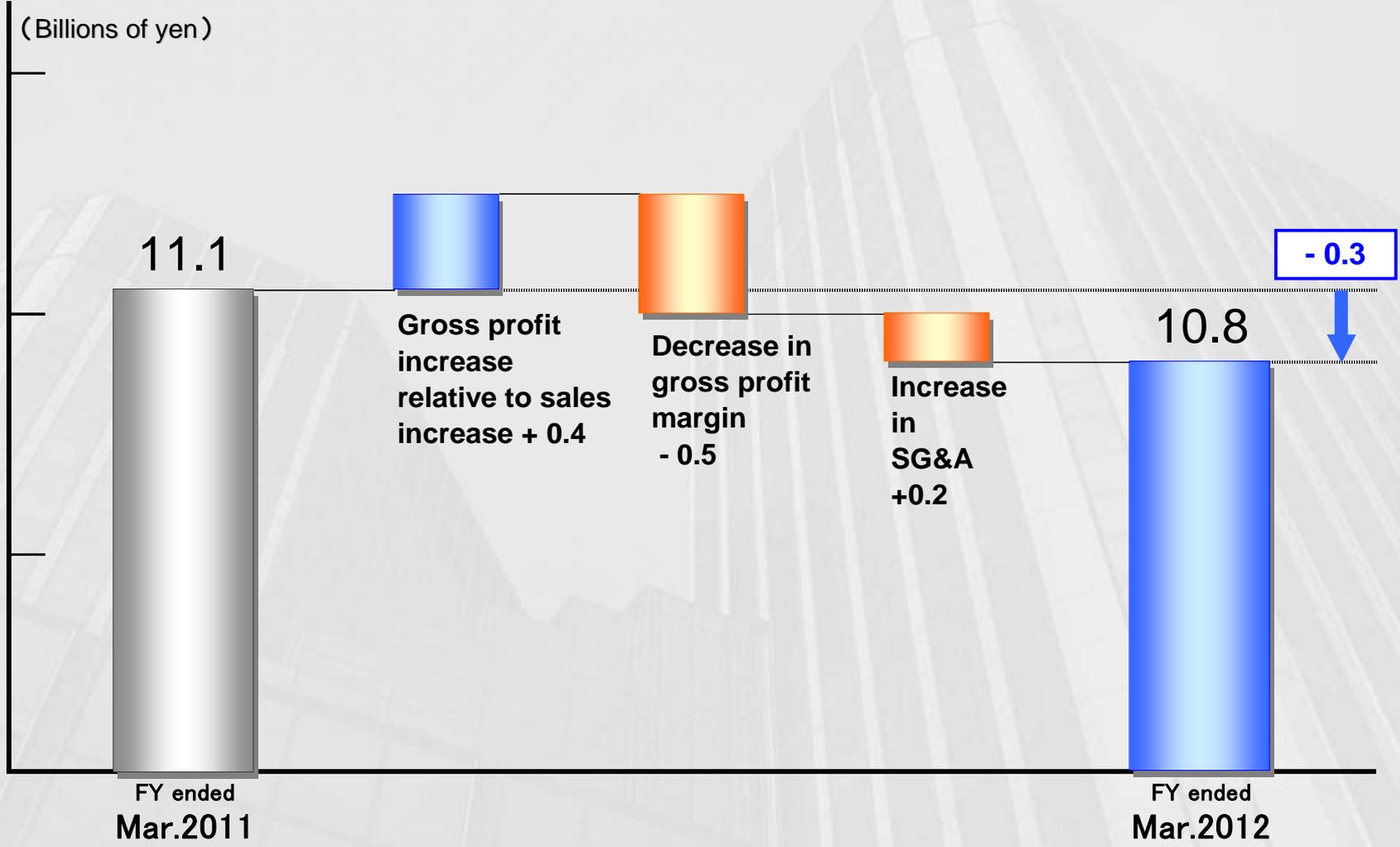


## Financial services

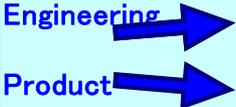


# Consolidated Operating Income Breakdown

## Year on year



# Market Trends by Business Line / Customer Industry

Business line/ customer industry	Market trend	
Business solutions		
<b>Manufacturing, distribution and service industries</b>	Cautious IT investment stance due to worsening of performance. IT investment for globalization is expanding.	
<b>Financial services</b>	Mega banks are continuing strategic IT investments. IT investments of the regional banks and the securities is weak.	
<b>Government and public organizations</b>	IT budgets are on downward trend, but competition is increasingly fierce.	
Platform solutions	Needs for cloud-computing , servicing and data center are increasing.	
Business services	IT investment of Nippon Steel is increasing due to the merger. Telecom business is continueing a high level.	

# Outlook for FY Mar.2013 Consolidated Results



NS Solutions

(Billions of yen)

	FY Mar.2012 (Actual) A	FY Mar.2013 (Outlook) B	Change B-A
Sales	161.6	170.0	+8.4
Business solutions	88.7	94.5	+5.8
Platform solutions	19.5	20.0	+0.5
Business services	53.4	55.5	+2.1
Gross profit	30.8	32.6	+1.8
<Gross profit margin>	<19.0%>	<19.2%>	<+0.2%>
SG&A	20.0	20.4	+0.4
Operating income	10.8	12.2	+1.4
Ordinary income (Recurring profit)	11.1	12.5	+1.4
Net income	5.2	7.3	+2.1

# Sales by Business Line / Customer Industry

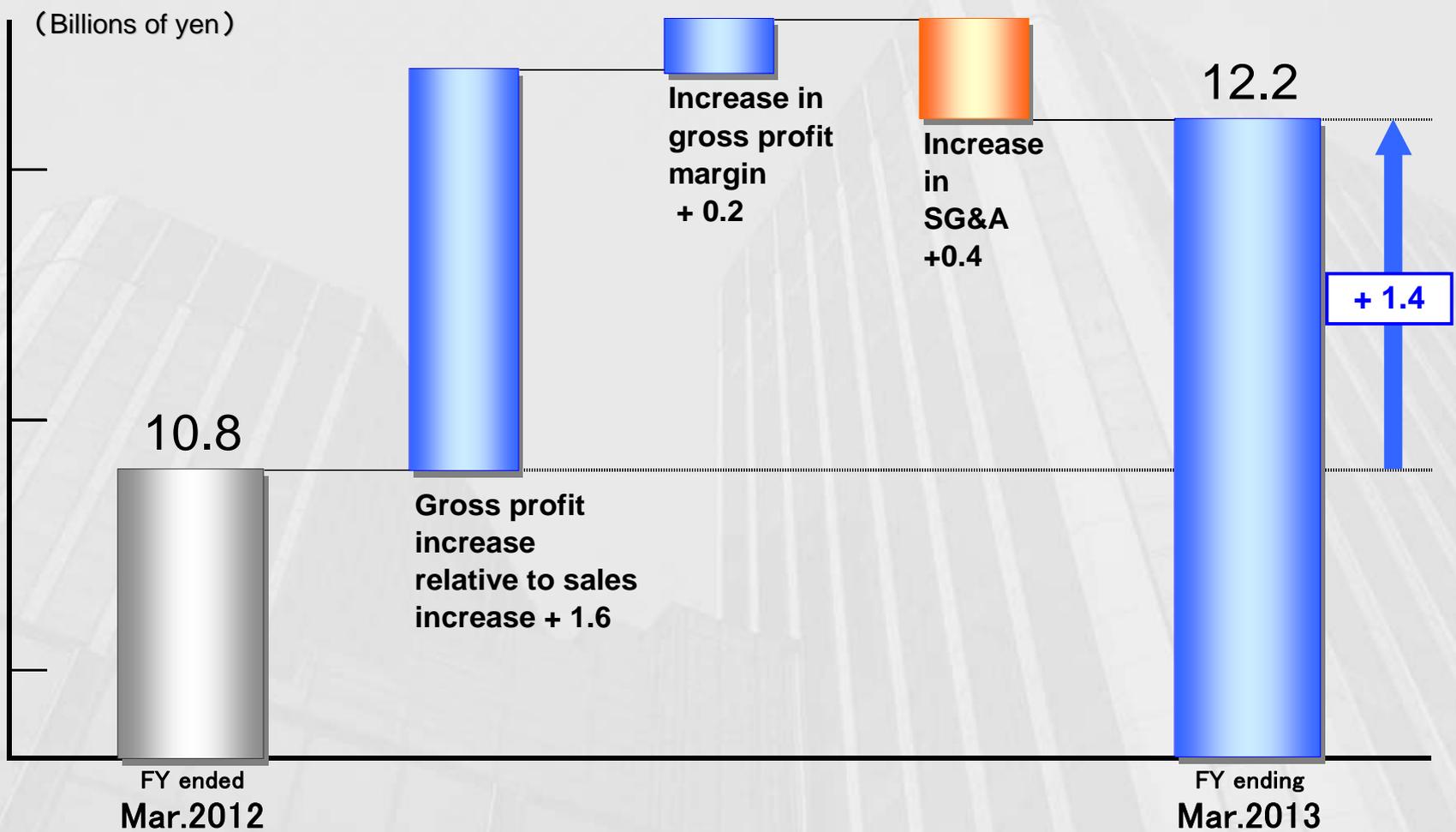
(Billions of yen)

	FY Mar.2012 (Actual) A	FY Mar.2013 (Outlook) B	Change B-A	Comment
Business solutions	74.2	80.0	+5.8	-
Manufacturing, distribution and service industries	37.6	40.5	+2.9	Increase in manufacturing sector
Financial services	22.5	23.0	+0.5	Increase in mega banks
Government, public organizations and others	14.1	16.5	+2.4	Increase in public sector
Platform solutions	17.3	18.0	+0.7	Increase in cloud-computing business
Business services	53.0	55.0	+2.0	Increase in Nippon Steel
Subsidiaries, net	17.1	17.0	-0.1	-
Consolidated sales	161.6	170.0	+8.4	-

# Consolidated Operating Income Breakdown



## Year on year



# Policy on Profit Sharing

✧ Provide stable dividends to shareholders and maintain internal reserve for expansion



**2012/03**  
¥40.00 per share



**2013/03**  
¥40.00 per share



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