



NIPPON STEEL & SUMITOMO METAL CORPORATION GROUP



NS Solutions

Financial Information Meeting for the Third Quarter of the Fiscal Year ending March 31, 2014 (April 1, 2013 through December 31, 2013)

January 30, 2014

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.

Consolidated Financial Highlights



(Billions of yen)

	FY ended Mar.2013		FY ending Mar.2014		Change	
	3Q (Oct.-Dec.)	3Q Tot. (Apr.-Dec.)	3Q (Oct.-Dec.)	3Q Tot. (Apr.-Dec.)	3Q (Oct.-Dec.)	3Q Tot. (Apr.-Dec.)
	A	B	C	D	C-A	D-B
Sales	39.6	121.3	40.3	121.7	+0.7	+0.5
Business solutions	22.2	65.5	23.5	69.6	+1.3	+4.1
Platform solutions	3.8	13.1	4.9	14.8	+1.1	+1.6
Business services	13.7	42.7	11.9	37.4	-1.8	-5.3
Gross profit	7.1	22.4	7.7	23.2	+0.6	+0.8
<Gross profit margin>	<17.9%>	<18.4%>	<19.1%>	<19.0%>	<+1.2%>	<+0.6%>
SG&A	4.9	14.7	5.3	16.2	+0.4	+1.5
Operating income	2.2	7.6	2.4	7.0	+0.2	-0.7
Ordinary income	2.2	8.0	2.5	7.2	+0.2	-0.8
Net income	1.3	4.5	1.5	3.9	+0.2	-0.5

Sales by Business Line / Customer Industry



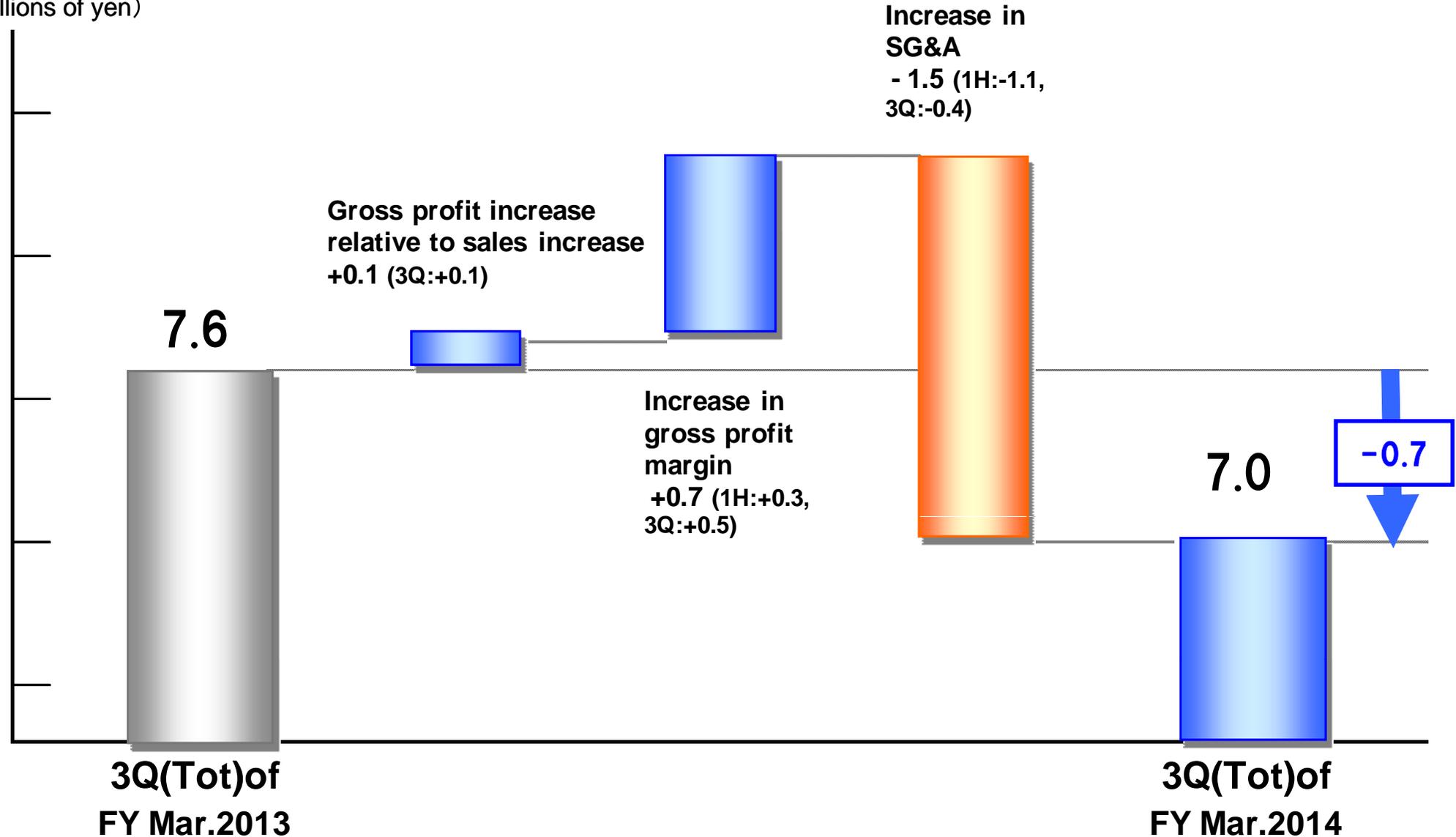
(Billions of yen)

	FY ended Mar.2013		FY ending Mar.2014		Change		Comment
	3Q	3Q Tot.	3Q	3Q Tot.	3Q	3Q Tot.	
	(Oct.-Dec.) A	(Apr.-Dec.) B	(Oct.-Dec.) C	(Apr.-Dec.) D	(Oct.-Dec.) C-A	(Apr.-Dec.) D-B	
Business solutions	18.8	54.1	19.9	57.5	+1.1	+3.3	-
Manufacturing, distribution and service industries	9.3	28.7	9.0	28.9	-0.3	+0.2	Increase in Internet & Retail
Financial services	4.5	14.6	5.9	18.0	+1.4	+3.4	Increase in mega-banks
Government, public organizations and others	5.0	10.8	5.0	10.5	-	-0.3	-
Platform solutions	3.4	11.6	4.4	13.0	+0.9	+1.4	Increase in Private Cloud
Business services	13.6	42.5	11.8	37.2	-1.8	-5.3	Decrease in Telecom
Subsidiaries, net	3.8	13.1	4.1	14.0	+0.4	+1.0	Increase in China and Local business
Consolidated sales	39.6	121.3	40.3	121.7	+0.7	+0.5	-
Amount of orders accepted	34.6	128.7	43.7	128.5	+9.1	-0.2	-

Consolidated Operating Income Breakdown



(Billions of yen)



Outlook For Annual Consolidated Results



(Billions of yen)

	FY ended Mar.2013 A	FY ending Mar.2014 B	Change B-A	FY 2013 Previous outlook C	Change B-C
Sales	172.0	178.0	+6.0	178.0	-
Business solutions	95.9	103.0	+7.1	103.0	-
Platform solutions	18.6	21.5	+2.9	21.5	-
Business services	57.5	53.5	-4.0	53.5	-
Gross profit	31.3	34.5	+3.2	34.5	-
<Gross profit margin>	<18.2%>	<19.4%>	<+1.2%>	<19.4%>	-
SG&A	20.2	21.8	+1.6	21.8	-
Operating income	11.1	12.7	+1.6	12.7	-
Ordinary income	11.6	13.0	+1.4	13.0	-
Net income	6.6	7.4	+0.8	7.4	-



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