

Outline of Financial Results for fiscal year ended March 2004 and Financial Results Outlook for fiscal year ending March 2005

NS Solution Corporation

April 28,2004



FORWARD-LOOKING STATEMENTS & PRO FORMA INFORMATION

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.

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Representative Director & President

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Takemi Yanagihara

Senior Executive Director



I. Executive Summary

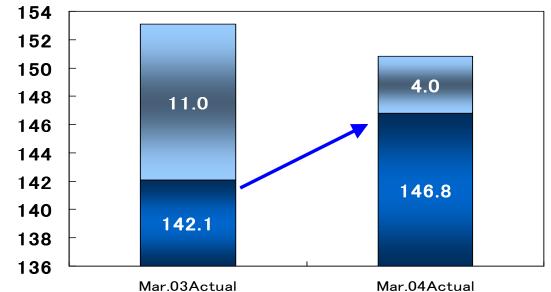
Shigeru Suzuki

Representative Director & President

Financial Results for Fiscal Year ended Mar.2004



	(Billions of Yen)					
	Actual Mar.2003	Actual Mar.2004				
Sales	153.1	150.8				
RecurringProfit	12.1	9.8				
NetIncome	6.2	5.3				



Market Trends Update



<Overview>

- ★Upward trend of the market
- ★ Harsh and steady cost-down request based on clients' TCO reduction and ROI improvement consciousness

< By Customer Sector>

- Manufacturing&Retailing: More active demand in broader range
 Financially stable companies keeping active IT investment
- <u>Financial Sector</u>: Expecting certain amount of demand due to recovery of financial results and regulatory works
- Public Sector: Soft demand for e-government projects of the Government Continuous fierce price competition among SI vendors

March 2004 Our Business Action Plan



Business Solution:

More active sales by focusing on our distinguished solution and System Life Cycle (SLC)Total Solution especially in sector of manufacturing & retailing

•Platform Solution:

Product profit reduction due to price down substituted by increase of sales of designing, engineering and maintenance-support

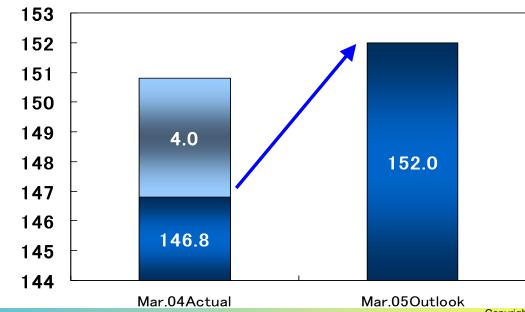
Business Service:

Steady expansion of outsourcing market and increase of demand from the clients, i.e. increasing business chance by our SLC Total Solution

Financial Results Outlook for Fiscal Year ended Mar.2005



(Bollions of Yen)						
	Actual Mar.2004	Outlook Mar.2005	Change			
Sales	150.8	152.0	+1.2			
RecurringProfit	9.8	12.0	+2.2			
NetIncome	5.3	6.7	+1.4			



Main business strategies to be taken during Fiscal Year ended March 2005



(1) Extended SLC Total Solution

(2) Competitive Development Methodology

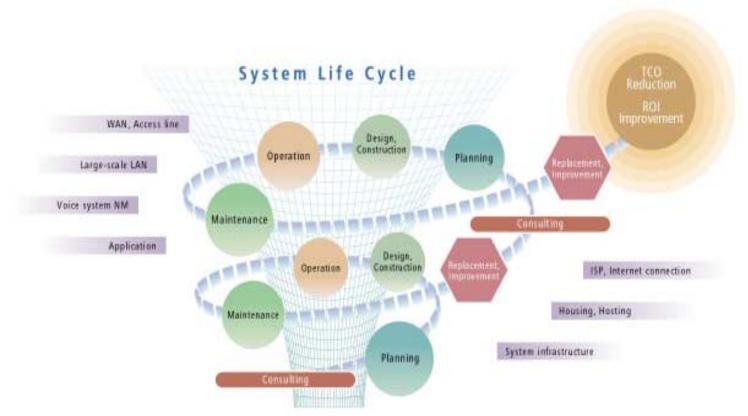
(3) Consolidated Marketing and Sales Resources

(1) Extended SLC Total Solution



SLC Total Solution

Creation of new business model by combining Business Solution, Platform Solution and Business Service

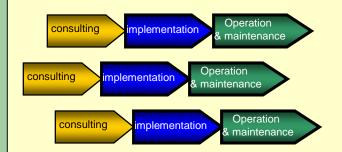


-Goal 1 - Satisfaction to Clients' Needs



Outstanding issues of clients' systems

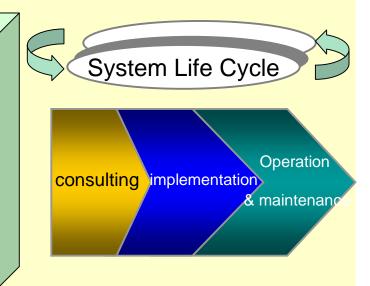
- Inconsistent implementation of each system in 90's
- •TCO reduction and ROI improvement consciousness for IT investment





Solution to be provided

- ★Optimized designing and implementation of the system integrating AP,infrastructure, operation and maintenance
- ★ Seamless and consistent service through System Life Cycle



-Goal2- Differentiation from the Competitors



Providing the Total Solution in response to clients' needs based on our successful cases

Solutions for ERP/SCM/PDM etc. and their integrated solutions

Neutrality and Best-of-Breed basis Platform Solution

Full Outsourcing Business for Nippon Steel Corporation

otal Solution in response to clients' needs **Platform** Industrial Business Seamless Service Business Best through **Solutions Solutions** Services of Breed **Solutions** Business Units System Integrators **NS Solutions Mainframe Manufacturers**

Note: The diagram depicts the business domain and characteristics of selected system integrators and mainframe

(2) Competitive Development Methodology



1) Utilizing Project-portal and Framework

2) Thorough Project Management Office (PMO) Activity

1) Utilizing Project-portal and Framework



Improper communication project and unstable quality project fail!



Applying the development tool for better communication and stable quality

[Effect of Project-portal]

Promoting smooth communications on important information for project management

[Effect of Framework]

Stabilizing the quality of large scale projects

and reducing the cost by automatic programming

~ Project-portal PROJECTSQUARE~





2) Thorough PMO Activity



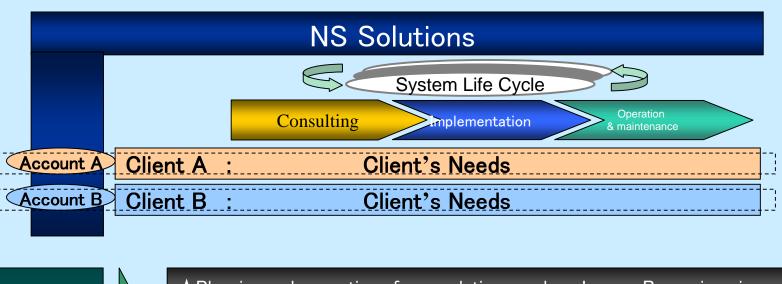
Project Manager Risk control Consistent support for Business-Unit-basis PMO Process improvement activities from planning to Training project implementation managers Risk management for large Supporting scale projects Project Management Business-Unit- basis Corporate PMO **PMO Activities Activities** Increasing project risk due to clients' demand for shorter term and low cost development

(3) Consolidated Marketing and Sales Power



Intensive Marketing and Sales Activities

[Focusing our resources on target clients]



Other Activities

- ★Planning and promotion of new solutions such as Legacy Re-engineering
- ★Planning and promotion of full outsourcing business by M&A
- ★Collaboration with alliance partners

Recent Corporation Topics



(1) Re-organization

Goal: To intensify the ability of business development

⇒ Establish of Corporate Planning & Strategic Alliance Department Expanding of Corporate IT Consulting Center function

(2) Collaboration with NIPPON SYSTEM DEVELOPMENT

Goal:To intensify SE mobilization



II. Outline of Financial Results for fiscal year ended March 2004

(April 1, 2003 to March 31, 2004)

and Financial Results Outlook for fiscal year ending March 2005

(April 1, 2004 to March 31, 2005)

Takemi Yanagihara

Senior Executive Director



1. Outline of Financial Results for fiscal year ended March 2004

(April 1, 2003 to March 31, 2004)

Outline of Consolidated Financial Results



(Billions of yen)

	Mar. 2003 (Actual) A	Mar. 2004 (Actual) B	Change B-A	Mar. 2004 (Previous outlook) C	Change B-C
Net sales	153.1	150.8	- 2.3	147.0	+ 3.8
Business Solutions	81.8	77.8	- 4.0	_	
Platform Solutions	35.0	36.5	+ 1.5	_	
Business Services	36.3	36.5	+ 0.2		
Gross profit	30.3	27.5	- 2.8		
<gross margin="" profit=""></gross>	<19.8%>	<18.2%>	<- 1.6%>		
SG&A	18.2	17.8	- 0.4		
Operating income	12.1	9.7	- 2.4	9.4	+ 0.3
Recurring Profit	12.1	9.8	- 2.3	9.5	+ 0.3
Net income	6.2	5.3	- 0.9	5.1	+ 0.2

Note) Sales by business line have been categorized on a project-by-project basis, which NS Solutions adopted in the past.



2. Financial Results Outlook for fiscal year ending March 2005

(April 1, 2004 to March 31, 2005)

Outlook Summary



(Billions of yen)

(Biiii) or yer				
	Mar. 2004 (Actual)	Mar. 2005 (Outlook)	Change	
	A	В	B-A	
Net sales	150.8	152.0	+ 1.2	
Business Solutions	83.5	85.0	+ 1.5	
Platform Solutions	29.9	27.0	- 2.9	
Business Services	37.4	40.0	+ 2.6	
Gross profit	27.5	30.3	+ 2.8	
<gross margin="" profit=""></gross>	<18.2%>	<19.9%>	<+ 1.7%>	
SG&A	17.8	18.4	+ 0.6	
Operating income	9.7	11.9	+ 2.2	
Recurring profit	9.8	12.0	+ 2.2	
Net income	5.3	6.7	+ 1.4	

Note) Sales by business line have been categorized on a division-bydivision basis, which NS Solutions has newly adopted.

Biannual Outlook Summary



(Billions of yen)

				•	DIIIIOIIS	<i>y = 1 - 7</i>
				Mar. 2005 (Outlook)		inge
	1st. half	2nd. Half	1st. half	2nd. Half	1st. half	2nd. Half
Net sales Business Solutions Platform Solutions	64.6 34.3 11.8	86.2 49.2 18.1		89.0 54.0 15.0	- 1.6 - 3.3 + 0.2	+ 2.8 + 4.8 - 3.1
Business Services	18.5	18.9		20.0	+ 1.5	
Gross profit	12.6	14.9	12.7	17.6	+ 0.1	+ 2.7
<gross margin="" profit=""></gross>	<19.5%>	<17.3%>	<20.2%>	<19.8%>	<+ 0.7 %>	<+ 2.5%>
SG&A	8.9	8.9	9.2	9.2	+ 0.3	+ 0.3
Operating income	3.7	6.0	3.5	8.4	- 0.2	+ 2.4
Recurring profit	3.7	6.1	3.5	8.5	- 0.2	+ 2.4
Net income	1.9	3.4	1.8	4.9	- 0.1	+ 1.5
Order Backlog at beginning of period	24.5	31.6	21.2	_	- 3.3	

Note) Sales by business line have been categorized on a division-by-division basis, which NS Solutions has newly adopted.

Change of Definition on Solution/Service



(Billions of ven)

			(2)	115 01 yC11/
		Past categorization	Newly-adopted categorization	Change
		Mar. 2004(Actual)	Mar. 2004(Actual)	Change
N	let sales	150.8	150.8	-
	Business Solutions	77.8	83.5	+ 5.7
	Platform Solutions	36.5	29.9	- 6.6
	Business Services	36.5	37.4	+ 0.9

From "By Each Project" to "By Business Unit"



Reference



1. Financial Data for Fiscal year ended March 2004

Outline of Non-consolidated Financial Results



(Billions of yen)

	Mar.	Mar.		Mar. 2004	
	2003	2004	Change	(Previous	Change
	(Actual)	(Actual)		Outlook)	
	A	В	B-A	C	В-С
Net sales	137.9	136.1	- 1.8	132.0	+ 4.1
Business Solutions	71.2	67.0	- 4.2		
Platform Solutions	31.5	33.5	+ 2.0		
Business Services	35.2	35.6	+ 0.4		
Gross profit	25.2	22.8	- 2.4		
SG&A	15.5	15.1	- 0.4		
Operating income	9.7	7.7	- 2.0	7.5	+ 0.2
Recurring profit	9.9	7.8	- 2.1	7.7	+ 0.1
Net income	5.3	4.5	- 0.8	4.4	+ 0.1

Note) Sales by business line have been categorized on a project-by-project basis, which NS Solutions adopted in the past.

Consolidated Balance Sheets



(Billions of yen)

		(D	illions of yell/
	Mar. 2003 (Actual)	Mar. 2004 (Actual)	Change
Cash and bank deposits and deposited money	25.7	27.5	+ 1.9
Current assets	76.4	75.5	- 0.9
Non-current assets	13.9	15.1	+ 1.2
Total assets	90.3	90.6	+ 0.3
Short-term loans	0.0	0.0	-
Current liabilities	39.9	34.9	- 5.0
Non-current liabilities	5.8	6.3	+ 0.5
Total liabilities	45.7	41.2	- 4.5
Minority interest in consolidated subsidiaries	1.1	1.2	+ 0.2
Common stock and additional paid-in capital	22.9	22.9	_
Retained earnings and others	20.6	25.2	+ 4.6
Total shareholders' equity	43.5	48.1	+ 4.6
Total liabilities, minority interests and shareholders' equity	90.3	90.6	+ 0.3

Consolidated Cash Flow Statements

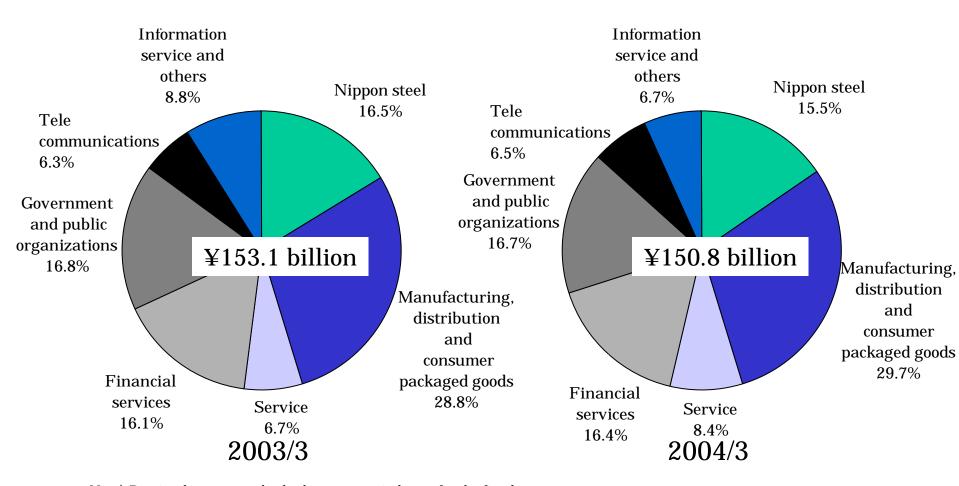


(Billions of yen)

	Mar. 2003 (Actual) A	Mar. 2004 (Actual) B	Change B-A
Cash and cash equivalents at beginning of period(net of cash owned by a deconsolidated subsidiary)	15.1	25.7	+ 10.6
Net cash provided by operating activities	1.9	4.0	+ 2.1
Net cash used for investing activities	▲ 2.7	▲ 1.1	+ 1.6
Net cash provided by financing activities	11.3	▲ 1.0	- 12.4
Net increase(decrease) in period	10.6	1.9	- 8.7
Cash and cash equivalents at ended of period	25.7	27.5	+ 1.9

Consolidated Sales by Customer Industry





Note) Previously announced sales by customer industry for the fiscal year ended Mar. 2003 have been revised as follows. Sales to information service industry have been re-categorized into those to end user industry.



2.Outlook Data for fiscal year ending March 2005

Non-consolidated Outlook Summary



(Billions of yen)

	\BIIII 0 115 01				
	Mar. 2004 (Actual)	Mar. 2005 (Outlook)	Change		
	A	В	B-C		
Net sales	136.1	137.0	+ 0.9		
Business Solutions	72.7	73.0	+ 0.3		
Platform Solutions	27.0	25.0	- 2.0		
Business Services	36.4	39.0	+ 2.6		
Gross profit	22.8	25.6	+ 2.8		
SG&A	15.1	15.8	+ 0.7		
Operating income	7.7	9.8	+ 2.1		
Recurring profit	7.8	10.0	+ 2.2		
Net income	4.5	5.8	+ 1.3		

Note) Sales by business line have been categorized on a division-by-division basis, which NS Solutions has newly adopted.

Consolidated Balance Sheets



(Billions of yen)

		\2	illions of yell/
	Mar. 2004 (Actual)	Mar. 2005 (Outlook)	Change
Cash and bank deposits and deposited money	27.5	32.0	+ 4.5
Current assets	75.5	84.9	+ 9.3
Non-current assets	15.1	14.4	- 0.7
Total assets	90.6	99.3	+ 8.7
Short-term loans	0.0	0.0	_
Current liabilities	34.9	36.8	+ 1.8
Non-current liabilities	6.3	7.3	+ 0.9
Total liabilities	41.2	44.0	+ 2.8
Minority interest in consolidated subsidiaries	1.2	1.4	+ 0.2
Common stock and additional paid-in capital	22.9	22.9	_
Retained earnings and others	25.2	30.9	+ 5.7
Total shareholders' equity	48.1	53.9	+ 5.7
Total liabilities, minority interests and shareholders' equity	90.6	99.3	+ 8.7

Consolidated Cash Flow Statements



(Billions of yen)

			(Billions of yell)
	Mar. 2004 (Actual)	Mar. 2005 (Outlook)	Change
	A	В	B-A
Cash and cash equivalents at beginning of period(net of cash owned by a deconsolidated subsidiary)	25.7	27.5	+ 1.9
Net cash provided by operating activities	4.0	6.2	+ 2.1
Net cash used for investing activities	▲ 1.1	▲ 0.7	+ 0.4
Net cash provided by financing activities	▲ 1.0	▲ 1.0	+ 0.1
Net increase(decrease) in period	1.9	4.5	+ 2.6
Cash and cash equivalents at ended of period	27.5	32.0	+ 4.5