# NS Solutions Corporation 

20-15, Shinkawa 2-chome,

# Outline of Consolidated Financial Results for the First Quarter 

Contacts: Shigeru Suzuki Representative Director and President NS Solutions Corporation

Munetaka Shashiki<br>Director, General Administration \& Finance Department NS Solutions Corporation

+81-3-5117-4111

Consolidated Results for Three Months ended J un.30, 2005
Consolidated operating results
(Millions of yen, except per share amounts and percentages) Three Months ended J un. 30,

Fiscal Year ended

|  | 2004 | 2005 | Difference | Mar. 31, 2005 |
| :--- | ---: | ---: | ---: | ---: |
| Sales | $¥ 29,692$ | $¥ 27,188$ | $\triangle 8.4 \%$ | $¥ 146,526$ |
| Operating income | 1,710 | 1,659 | $\triangle 3.0$ | 11,710 |
| Recurring profit | 1,736 | 1,718 | $\Delta 1.0$ | 11,791 |
| Net income | 937 | 956 | 2.0 | 6,621 |
| Net income per share of |  |  |  |  |
| common stock * |  |  |  |  |
| Basic | $¥ 35.37$ | $¥ 18.04$ |  |  |

-Diluted

* Average shares used for computation of net income per share of common stock for the three-month period ended J une. 30, 2004 and 2005, and for the fiscal year ended Mar. 31, 2005 are shown in the chart below.
(Thousands of shares)

|  | Three Months ended J un.30, |  | Fiscal Year ended |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | 2004 |  |  |
| Mar. 31, 2005 |  |  |  |

Sales of Business Solutions and others for the three-month period ended J une 30, 2005 decreased compared with the three-month period of the last fiscal year. However, we steadily received inquiries and orders from the customers especially in manufacturing and distribution industries for such period.
That is, sales decreased by $¥ 2,504$ million to $¥ 27,188$ million and recurring profit decreased by $¥ 18$ million to $¥ 1,718$ million, compared with the three-month period of the last fiscal year.

## Consolidated financial condition

(Millions of yen, except per share amounts and percentages)

|  | J un.30, 2004 | J un.30, 2005 | Mar. 31, 2005 |
| :--- | ---: | ---: | ---: |
| Total assets | $¥ 79,028$ | $¥ 88,032$ | $\neq 98,372$ |
| Shareholders' equity | 49,419 | 54,489 | 54,104 |
| Shareholders' equity ratio | $62.5 \%$ | $61.9 \%$ | $55.0 \%$ |
| Shareholders' equity per share |  |  |  |
| of common stock* | $¥ 1,864.91$ | $¥ 1,028.12$ | $\neq 1,020.46$ |

*The number of shares at the end of the periods (used for computation of shareholders' equity per share of common stock) for the three-month period ended J un. 30, 2004 and 2005, and for the fiscal year ended Mar. 31, 2005 is shown in the chart below.

|  | (Thousands of shares) |  |  |
| :---: | :---: | :---: | :---: |
|  | Three Months ended J un. 30, |  | Fiscal Year ended <br> Mar. 31, 2005 |
|  | 2004 | 2005 |  |
| Number of issued shares at end of period | 26,500 | 52,999 | 52,999 |
| Number of own shares at end of period | 0 | 1 | 1 |

Ref. Consolidated cash flow

|  | Three Months ended J un.30, |  |  | Fiscal Year ended Mar. 2005 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2005 | Difference |  |
| Cash flow from operating activities | $¥ 1,353$ | $¥ 3,585$ | $¥+2,232$ | $¥ 9,188$ |
| Cash flow from investing activities | (561) | (251) | +310 | $(12,634)$ |
| Cash flow from financing activities | (509) | (510) | $\triangle 1$ | (974) |
| Cash and cash equivalents at end of period | 27,802 | 25,925 | $\triangle 1,877$ | 23,099 |

Cash and cash equivalents at the end of the first quarter of this fiscal year i ncreased by $¥ 2,827$ million to $¥ 25,925$ million compared with the end of the last fiscal year. Cash flows by activities are as follows:
Operating Activities: Operating activities generated $¥ 3,586$ million cash. This is mainly due to income before income taxes of $¥ 1,729$ million and improvements in inter-company credit of $\nexists 12,787$ million, while negatively impacted by income taxes paid of $¥ 3,823$ million and an increase in inventories of $¥ 6,853$ million.
Investing Activities: Investing activities used $¥ 251$ million cash. This is mainly due to payments for purchase of property and equipment and intangible fixed assets of $¥ 262$ million.
Financing Activities: Financing activities used $¥ 510$ million. This is due to dividends paid.

Business results for the three-month period ended J une 30, 2005 have been moving steadily as forecasted before. Accordingly, there is no change in our outlook both for the first half of the current fiscal year and for the current fiscal year, as mentioned below.

| Current outlook |  | (Millions of yen) |  |
| :---: | ---: | :---: | :---: |
|  | Sales | Recurring profit | Net income |
| First half of FY2005 | 64,000 | 4,000 | 2,100 |
| FY2005 | $¥ 150,000$ | 12,000 | 6,700 |

Ref. Net income per share forecast (full-year) 126.02 yen*

Adoption of Concise Accounting Procedure for the Quarterly Period None.

Accounting Procedure Differences between the Quarters ended J un. 30, 2004 and 2005, and the Fiscal Year ended March 31, 2005
The Company adopted "Accounting Standard for Impairment of Fixed Assets" and "Application Guideline for Accounting Standard for Impairment of Fixed Assets" from the fiscal year ended March 31,2006.

Difference in Consolidation and Equity Method Scope between the Quarters ended J un. 30, 2004 and 2005, and the Fiscal Year ended March 31, 2005.

The Company added NSSLC Service Corporation to the consolidation scope from the fiscal year ended March 31,2006.

Non-consolidated Results Information

## Non-consolidated operating results

(Millions of yen, except per share amounts and percentages)
Three Months ended J un. 30,
Fiscal Year ended

|  | Three M onths ended J un. 30, |  |  | Mar. 2005 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2005 | Difference |  |
| Sales | $¥ 26,981$ | $¥ 24,784$ | $\triangle 8.1 \%$ | $¥ 131,889$ |
| Operating income | 1,510 | 1,597 | 5.8 | 9,603 |
| Recurring profit | 1,727 | 1,863 | 7.9 | 9,737 |
| Net income | 1,006 | 1,112 | 10.6 | 5,721 |
| Net income per share of common stock |  |  |  |  |
| -Basic | $¥ 37.97$ | $¥ 20.99$ |  | $¥ 107.54$ |
| -Diluted | - | - |  | - |

* Average shares used for computation of net income per share of common stock for the three-month period ended J un. 30, 2004 and 2005, and for the fiscal year ended Mar. 31, 2005 are shown in the chart below.
(Thousands of shares)

|  | Three Months ended J un. 30, |  | Fiscal Year ended Mar. |
| :--- | :---: | :---: | :---: |
|  | 2004 | 2005 |  |
| Net income per share of common <br> stock—Basic | 2005 |  |  |

## Non-consolidated financial condition

(Millions of yen, except per share amounts and percentages)
J un. 30, $2004 \quad$ Jun. 30, $2005 \quad$ Mar. 31, 2005

| Total assets | $¥ 73,408$ | $¥ 82,199$ | $¥ 91,467$ |
| :--- | ---: | ---: | ---: |
| Shareholders' equity | 44,895 | 49,147 | 48,607 |
| Shareholders' equity ratio | $61.2 \%$ | $59.8 \%$ | $53.1 \%$ |
| Sharehol ders' equity per share |  |  |  |
| of common stock* | $¥ 1,694.20$ | $¥ 927.33$ | $\neq 916.74$ |

*The number of shares at the end of the periods (used for computation of shareholders' equity per share of common stock) for the three-month period ended J un.30, 2004 and 2005, and for the fiscal year ended Mar. 31, 2005 is shown in the chart below.
(Thousands of shares)

|  | Three Months ended J un 30, |  |  |
| :--- | ---: | ---: | ---: |
|  | 2004 | Fiscal Year ended Mar. |  |
| 31, 2005 |  |  |  |

Non-consolidated Outlook for the Fiscal Year ending March 31, 2006 (FY2005)
Business results for the three-month period ended J une 30, 2005 have been moving steadily as forecasted before. Accordingly, there is no change in our outlook both for the first half of the current fiscal year and for the current fiscal year, as mentioned below.

| Current outlook | Recurring profit | (Millions of yen) <br> Net income |  |
| :---: | :---: | :---: | :---: |
| First half of FY2005 | 57,000 | 3,300 | 1,900 |
| FY2004 | $¥ 135,000$ | 9,800 | 5,800 |

Ref. Net income per share forecast (full-year) 109.04yen*
(Note) Figures in this material have been rounded.

The above statements were prepared, based on the materials available as of the release date. Actual results may vary from the outlook figures by various factors in the future.

# NS SOLUTIONS CORPORATION <br> UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS 

As of Jun. 30, 2004, Mar. 31, 2005 and Jun. 30, 2005

|  | Millions of yen |  |  | Thousands of U.S. dollars (Note 3) |
| :---: | :---: | :---: | :---: | :---: |
|  | J un. 30, 2004 | Mar. 31, 2005 | J un. 30, 2005 | J un. 30, 2005 |
| Assets |  |  |  |  |
| Current assets |  |  |  |  |
| Cash and bank deposits | $¥ 13,811$ | $¥ 11,477$ | $¥ 12,021$ | \$108,669 |
| Deposited money | 13,990 | 11,621 | 13,904 | 125,696 |
| Trade notes and accounts receivable | 19,693 | 37,265 | 17,269 | 156,115 |
| Inventories | 12,063 | 7,502 | 14,355 | 129,769 |
| Deferred tax assets-current | 2,892 | 3,004 | 3,100 | 28,025 |
| Others | 704 | 481 | 567 | 5,120 |
| Allowance for doubtful accounts | (14) | (23) | (11) | (100) |
| Total current assets | 63,139 | 71,327 | 61,205 | 553,294 |
| Property and equipment (Note 2(7)) | 4,882 | 4,499 | 4,444 | 40,176 |
| Intangible fixed assets | 965 | 669 | 614 | 5,550 |
| Investments and other assets |  |  |  |  |
| Long term loan-related party | - | 12,000 | 12,000 | 108,479 |
| Others | 10,042 | 9,877 | 9,769 | 88,303 |
| Total assets | $¥ 79,028$ | $¥ 98,372$ | $¥ 88,032$ | \$795,802 |
| Liabilities and Shareholders' Equity |  |  |  |  |
| Current liabilities |  |  |  |  |
| Trade notes and accounts payable | 9,393 | 17,341 | 10,132 | 91,590 |
| Accrued expenses | 3,109 | 2,826 | 3,034 | 27,424 |
| Accrued income taxes | 882 | 3,767 | 915 | 8,273 |
| Accrued bonuses to employees | 2,924 | 5,713 | 3,092 | 27,953 |
| Others | 5,538 | 5,911 | 7,611 | 68,804 |
| Total current liabilities | 21,846 | 35,558 | 24,784 | 224,044 |
| Allowance for employees' retirement benefits | 6,283 | 6,940 | 7,197 | 65,057 |
| Other long-term liabilities (Note 7) | 314 | 355 | 245 | 2,215 |
| Minority interest in consolidated subsidiaries | 1,166 | 1,415 | 1,317 | 11,909 |
| Shareholders' equity |  |  |  |  |
| Common stock | 12,953 | 12,953 | 12,953 | 117,092 |
| Additional paid-in capital | 9,950 | 9,950 | 9,950 | 89,951 |
| Retained earnings | 26,046 | 31,266 | 31,736 | 286,896 |
| Reserve for revaluation of land | (757) | (757) | (757) | $(6,847)$ |
| Valuation gain on available-for-sale securities and others | 1,233 | 700 | 613 | 5,541 |
| Foreign currency translation adjustment | (5) | (6) | (4) | (38) |
| Treasury stock | (1) | (2) | (2) | (18) |
| Total shareholders' equity | 49,419 | 54,104 | 54,489 | 492,577 |
| Total liabilities, minority interests and shareholders' equity | ¥79,028 | $¥ 98,372$ | $¥$ 88,032 | \$795,802 |

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

# NS SOLUTIONS CORPORATION <br> UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME <br> For the Nine Months Ended Jun. 30, 2004 and 2005 

|  | Millions of yen |  | Thousands of U.S. dollars |
| :---: | :---: | :---: | :---: |
|  | 2004 | 2005 | 2005 |
| Net sales | $¥ 29,692$ | $¥ 27,188$ | \$245,777 |
| Cost of sales | 23,602 | 21,059 | 190,367 |
| Gross profit | 6,090 | 6,129 | 55,410 |
| Selling, general and administrative expenses (Note 5,6) | 4,380 | 4,470 | 40,412 |
| Operating income | 1,710 | 1,659 | 14,998 |
| Other income (expenses) | 42 | 70 | 632 |
| Income before income taxes and minority interest | 1,752 | 1,729 | 15,630 |
| Income Taxes | 838 | 826 | 7,463 |
| Income before minority interest | 914 | 903 | 8,167 |
| Minority interest | (23) | (53) | (475) |
| Net income | $¥ 937$ | $¥ 956$ | \$8,642 |

[^0]
# NS SOLUTIONS CORPORATION UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS 

For the Three Months Ended Jun. 30, 2004 and 2005

|  |  |  |  |
| :--- | :---: | :---: | :---: |
|  |  | Millions of yen |  |

The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

## NS SOLUTIONS CORPORATION <br> NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 1. Basis of Presenting Consolidated Financial Statements

The accompanying consolidated financial statements have been prepared based on the accounts maintained by the Company and its consolidated subsidiaries in accordance with the provisions set forth in the Commercial Code of J apan and the Securities and Exchange Law of Japan, and in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects from the application and disclosure requirements of International Financial Reporting Standards and of accounting principles and practices generally accepted and applied in the United States. The consolidated financial statements are not intended to present the consolidated financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than J apan. However, certain reclassifications are incorporated in order to present the financial statements in a form which is more familiar to readers outside J apan. Such reclassifications have no effect on net income or retained earnings.

## 2. Summary of Significant Accounting Policies

(1) Principles of consolidation

The consolidated financial statements for the fiscal year ended March 31, 2005 and the threemonth period ended J une 30, 2004 and 2005 include the accounts of the Company and its 11 significant subsidiaries, as listed below:

Hokkaido NS Solutions Corporation
Tohoku NS Solutions Corporation
NS Solutions Tokyo Corporation
NS Solutions Kansai Corporation
NS Solutions Chubu Corporation
NS Solutions Nishinihon Corporation
NS Solutions Oita Corporation
NSSLC Service Corporation
Nittetsu Hitachi Systems Engineering, Inc.
NCI Systems Integration, Inc.
NS Solutions Software (Shanghai) Co., Ltd.

The Company added NSSLC Service Corporation to the consolidation scope from the fiscal year ended March 31, 2006 . NSSLC Service Corporation was established by spin-off from NS Solutions Tokyo Corporation on April 1, 2005.

## NS SOLUTIONS CORPORATION NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Due to a decrease in its importance as a result of suspension of its business operations, the investment in NS Solutions USA Corporation, a wholly-owned subsidiary, is stated at cost, after recognition of impairment losses, on the Company's consolidated bal ance sheets. The total assets, net sales, net income and surplus of NS Solutions USA Corporation are not significant to the Company's consolidated financial statements.

All significant inter-company accounts and transactions and unrealized inter-group profit, if any, have been eliminated on consolidation.

The Company's overseas subsidiary, NS Solutions Software (Shanghai) Co., Ltd., has a fiscal year ending J une 30 and the three-month period ending March 31, which differ from those of the Company. The company incorporated this subsidiary's accounts for the three-month period ended March 31, 2005 into these unaudited condensed consolidated financial statements for the three-month period ended J une 30, 2005. Any material transactions occurring in the period, April 1 to J une 30 are adjusted for in these unaudited condensed consolidated financial statements.
(2) Investments in affiliates

The Company's investments in three significant affiliates were accounted for using the equity method for the three-month period ended J une 30, 2004 and 2005 and the fiscal year ended March 31, 2005 as listed below:

NS\&I System Service Corporation
Solnet Co., Ltd.
Hokkaido High Information Technology Center Co., Ltd.

The Company's investments in other affiliates remained at their respective acquisition costs. The net income and surplus of these affiliates are not significant to the Company's consolidated financial statements.

Other affiliates are as follows:

| J une 30, 2004 |
| :--- |
| J apan Maintenance and Operation |
| Service Co. Ltd. |

March 31, 2005 and J une 30, 2005
J apan Maintenance and Operation
Service Co. Ltd.

## (3) Allowance for doubtful accounts

Receivables are required to be categorized into "normal receivables" and "doubtful receivables" for the purpose of providing an allowance for doubtful accounts under

## NS SOLUTIONS CORPORATION NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

prevailing accounting practice in Japan. An allowance for doubtful accounts is provided for normal receivables based on the Company's historical write-off experience, plus an estimate of irrecoverable amounts on an individual account basis.
(4) Allowance for loss on guarantees

An allowance for loss on guarantees is provided at the estimated amount of future losses likely to occur from guaranteeing the indebtedness of other parties, based on the Company's analysis of the other parties' financial condition and results of operations.
(5) Inventories

Inventories are valued at cost as determined by the following methods:
Work-in-process $\qquad$ the individual cost method
Merchandise and supplies. $\qquad$ primarily, the gross average method
(6) Investments in securities

Available-for-sale securities with a market quotation on a stock exchange are valued at market value. Unrealized holding gains and losses, net of tax, are recognized in "Valuation gain on available-for-sale securities" as a separate component of shareholders' equity.

Availablefor-sale securities without a market quotation are recorded at cost. The cost of available-for-sale securities sold is principally based on the moving average cost method.

## (7) Property and equipment

Property and equipment is recorded at cost, net of accumulated depreciation of $\neq 5,072$ million and $¥ 5,603$ million ( $\$ 50,652$ thousand) at J une 30, 2004 and 2005 and $¥ 5,437$ million at March 31, 2005, respectively. Depreciation of property and equipment is computed principally using the declining-balance method at rates based on the estimated useful lives of the assets. However, depreciation of buildings (except for building improvements) acquired on or after April 1, 1998, is computed using the straight-line method.

The Company launched a new business of leasing property and equipment to clients from October 1, 2004. Depreciation of these leased assets is computed using the straight-line method over the period of the lease contract term, with no residual value.

Normal repairs and maintenance, including minor renewals and improvements, are charged to income as incurred.

## NS SOLUTIONS CORPORATION <br> NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(8) Intangible fixed assets and long-term prepaid expenses

Amortization of intangible fixed assets and long-term prepaid expenses is computed using the straight-line method over the estimated useful lives of the assets. Software costs for internal use are amortized over their estimated useful lives (less than 5 years) on a straight-line basis.
(9) Allowance for retirement benefits
(a) Retirement benefits for employees

The employees of the Company are generally covered by retirement benefit plans under which retiring employees are entitled to lump-sum payments determined by reference to current rates of pay, length of service and conditions under which the termination occurs.

An allowance for retirement benefits to employees of the Company and its major consolidated subsidiaries is provided based on the estimated present value of projected benefit obligations. For some minor consolidated subsidiaries, an allowance for retirement benefits to employees is provided using a simple method, as permitted by "Opinion Concerning Establishment of Accounting Standard for Retirement Benefits", based on the estimated amount which would be payable if all employees voluntarily retired at the relevant balance sheet date.

Actuarial gains (losses) are charged as income or expense in the year they arise.
(b) Retirement benefits for directors

An allowance for retirement benefits to directors and corporate auditors of the Company and its consolidated subsidiaries is provided based on the Companies' internal rules and is based on the estimated amount which would be payable if all directors and corporate auditors retired at the relevant balance sheet date.
(10) Accrued bonuses to employees

Accrued bonuses to employees are provided at the estimated amount which the Company is obliged to pay to employees after the period-end, based on their service for the three-month period ended on the relevant bal ance sheet date.
(11) Accounting for finance lease transactions

Finance lease transactions, except for those which are deemed to transfer ownership of the leased assets to lessees, are accounted for using a method similar to that used for regular operating lease transactions.

## NS SOLUTIONS CORPORATION <br> NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(12) Net income per share

Net income per share of common stock is computed based on the weighted average number of outstanding shares of common stock during the respective periods. Under the Statement of Financial Accounting Standard No. 2 "Net income per Share" issued by the Accounting Standards Board of J apan, net income should be adjusted by deducting bonuses paid to directors and statutory auditors as well as the payment of dividends to shareholders of preferred stocks to be recognized as an appropriation of retained earnings, from net income shown in the statement of income, and the computation of net income per share be made on that adjusted net income basis. Since no convertible bonds or warrants were issued and outstanding, there was no dilutive effect on net income per share during these periods.

The average number of shares used in the computation was 26,500 thousand and 52,999 thousand for the threemonth period ended June 30, 2004 and 2005, respectively. Each of the Company's shares was divided into 2 shares on August 19, 2005 and the weighted average number of outstanding shares adjusted retroactively for the stock splits to the beginning of the year was used in computing net income per share for the three-month period ended J une 30, 2005.
Assuming that the above stock split had occurred at the beginning of the fiscal year ended March 31, 2005, for the three-month period ended J une 30, 2004, the net income per share would be $¥ 17.69$.
3. Change in accounting principle

The Company adopted "Accounting Standard for Impairment of Fixed Assets" and "Application Guideline for Accounting Standard for Impairment of Fixed Assets" effective for the fiscal years begining April 1, 2005 or thereafter.

There were no effects on the Companys' consolidated financial statements during the three-month ended J une 30, 2005.

## 4. U.S. Dollar Amounts

Amounts in U.S. dollars are included solely for the convenience of readers. The rate of $¥ 110.62=$ U.S. $\$ 1$, the effective rate of exchange prevailing at J une 30,2005 , has been used in translation of yen amounts to U.S. dollar amounts. The inclusion of such amounts is not intended to imply that J apanese yen have been or could be readily converted, realized or settled in U.S. dollars at this or any other rate.

## NS SOLUTIONS CORPORATION <br> NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 5. Leases

Leased assets, and related expenses in respect of the Company's finance leases, other than those which transfer ownership of the leased assets, are accounted for using a method similar to that used for regular operating leases. Finance lease charges of the Companies were $¥ 259$ million and $¥ 138$ million ( $\$ 1,251$ thousand) for the three-month period ended J une 30,2004 and 2005 and $¥ 807$ million for the fiscal year ended March 31,2005 , respectively. Had they been capitalized, the following items would have been recognized on the consolidated balance sheets and the consolidated statements of income as at and for the three-month period ended J une 30, 2004 and 2005 and the fiscal year ended March 31, 2005:

| J une 30, 2004 | Millions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | Acquisition <br> Cost | Accumulated Depreciation | Net balance |
| Machinery and equipment ...................... | ¥ 97 | ¥ 60 | \# 38 |
| Tools, furniture and fixtures .................... | 3,515 | 2,395 | 1,120 |
| Software............................................ | 1,026 | 672 | 353 |
| Total ...................................................... | $¥ 4,638$ | $¥ 3,127$ | $¥ 1,511$ |
|  | Millions of yen |  |  |
|  | Acquisition | Accumulated |  |
| March 31, 2005 | Cost | Depreciation | Net balance |
| Machinery and equipment ...................... | ¥ 97 | ¥ 75 | ¥ 22 |
| Tools, furniture and fixtures .................... | 3,092 | 2,387 | 705 |
| Software................................................. | 777 | 569 | 208 |
| Total ............................................... | $¥ 3,966$ | ¥ 3,031 | ¥ 935 |


| J une 30, 2005 | Millions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | Acquisition | Accumulated |  |
|  | Cost | Depreciation | Net balance |
| M achinery and equipment ........................ | $¥ 78$ | $¥ 60$ | $¥ \quad 18$ |
| Tools, furniture and fixtures ..................... | 1,894 | 1,230 | 664 |
| Software............................................... | 648 | 469 | 179 |
| Total ............................................. | $¥ 2,620$ | $¥ 1,759$ | $¥ 861$ |

## NS SOLUTIONS CORPORATION <br> NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

| J une 30, 2005 | Thousands of U.S. dollars (Note 3) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Acquisition Cost |  | Accumulated <br> Depreciation | Net balance |
| Machinery and equipment ................ |  | \$ 709 | \$ 546 | \$ 163 |
| Tools, furniture and fixtures ............. |  | 17,121 | 11,116 | 6,005 |
| Software.......................................... |  | 5,857 | 4,238 | 1,619 |
| Total ......................................... | ......... | \$23,687 | \$15,900 | \$7,787 |
|  | Millions of Yen |  |  | Thousands of U.S. dollars (Note 3) |
|  | $\begin{gathered} \text { J une 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March 31, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { J une 30, } \\ 2005 \end{gathered}$ | $\begin{gathered} \text { J une 30, } \\ 2005 \end{gathered}$ |
| Depreciation expense....................... | $¥ 241$ | $¥ 748$ | $¥ 129$ | \$1,164 |
| Interest expense .............................. | 11 | 33 | 6 | 53 |

Depreciation is computed using the straight-line method over the lease period of leased assets, with no residual value at the end of the lease period. The interest expense portion is determined by subtracting an amount equivalent to the acquisition cost from the total lease fee. Total interest payments over the lease period are allocated to each period using the interest method.

The present values of future lease payments at J une 30, 2004 and 2005 and March 31, 2005 are as follows:

|  | Millions of Yen |  |  | Thousands of |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | U.S. dollars (Note 3) |
|  | $\begin{gathered} \text { J une 30, } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { March } \\ 31,2005 \end{gathered}$ | $\begin{gathered} \text { J une } 30, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { J une 30, } \\ 2005 \end{gathered}$ |
| Within one year ............................... | $¥ 702$ | $¥ 437$ | $¥ 406$ | \$ 3,669 |
| Over one year.................................. | 768 | 550 | 502 | 4,538 |
| Total ............................................ | $¥ 1,470$ | $¥ 987$ | $¥ 908$ | \$8,207 |

Future operating lease payments under non-cancelable lease contracts at J une 30, 2004 and 2005 and March 31, 2005 are as follows;

## NS SOLUTIONS CORPORATION <br> NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

|  | Millions of Yen |  |  | Thousands of |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | U.S. dollars (Note 3) |
|  | J une 30, 2004 | $\begin{gathered} \text { March } \\ 31,2005 \end{gathered}$ | $\begin{gathered} \text { J une 30, } \\ 2005 \end{gathered}$ | $J$ une 30, 2005 |
| Within one year ............................... | $¥ 2$ | $\not \geqslant 2$ | $¥ 2$ | \$19 |
| Over one year.................................. | 4 | 2 | 2 | 15 |
| Total ............................................ | $¥ 6$ | $¥ 4$ | $\not \geqslant 4$ | \$34 |

## 6. Selling, General and Administrative Expenses

The main components of selling, general and administrative expenses for the three-month period ended J une 30, 2004 and 2005 are as follows:

| J une 30 | Millions of Yen |  | Thousands of U.S. dollars (Note 3) |
| :---: | :---: | :---: | :---: |
|  | 2004 | 2005 | 2005 |
| Payroll and bonuses................................ | $¥ 1,779$ | $¥ 1,859$ | \$16,807 |
| Allowance for employees' retirement benefits $\qquad$ | 72 | 110 | 994 |
| Allowance for directors' retirement benefits $\qquad$ | 16 | 19 | 174 |
| Depreciation expense............................... | 35 | 40 | 364 |
| Operating expense for acceptance of orders | 672 | 754 | 6,812 |

7. Research and Development Costs

Research and development costs charged to income for the three-month period ended J une 30,2004 and 2005 were $¥ 226$ million and $¥ 277$ million ( $\$ 2,501$ thousand), respectively.
8. Contingent Liabilities

The Company's loss contingencies for guaranteeing the indebtedness of other parties, excluding the portion for which a related allowance is provided as a liability on the consolidated balance sheets, were $¥ 51$ million and $¥ 23$ million ( $\$ 208$ thousand) at J une 30 , 2004 and 2005, and $¥ 30$ million at March 31, 2005, respectively, each of which are Guarantees for bank Ioans of the Hokkaido High Information Technology Center Co., Ltd.

## 新日鉄ソリユーションズ株式会社 NS Solutions Corporation <br> （注）この資料において百万円もしくはパーセントて記載してある情報は四捨五入して

 おりますので，第1四半期財務 業績の概況と数値が異なる場合があります。（Note）In this material，where information is presented in millions of yen or percentages，these amounts have been rounded．Accordingly，these amounts may differ from figures included in outline of consolidated financial results for the first quarter in some cases．

※1 連結子会社の一部で2002年4月より受注残高管理を開始しました。2002年3月末の受注残高は，2002年4月以降の受注残高との比較可能性を補うため，当該子会社が2002年3月以前から
受注残高管理を開始していた場合を想定し算出したものであります。
One of
隹
as if this change had occured before March 2002 in order to raise the comparability between the figures in March 2002 and those in and after April 2002.
\％2

on a project－by－project basis．NS Solutions has just started to categorise these figures on a division－by－division basis for the fiscal year ended Mar．2004．NS Solutions pregorized
both categolization data for the fiscal year ended Mar． 2004 in order to raise the year－on－year comparability．
※3 ビジネスサービス事業の受注高及び受注残高には，2005年3月末に，新日本製鐵（休向けサービスの受注高の把握方法を売上高計上時点ての把握から，契約䋨結時点での把握に変更したことによる影響額を含んでおります。


The effect of such change resulted in 8,673 million yen for order backlog on March 31,2005 ，minus 843 million yen for order acceptance during the three－month period ended June 30 ， 2005 and 7,831 million yen on June 30 ， 2005 respectively


|  | 2002／3 | 2003／3 | 2004 |  | 2005／3 | 2006／3 | 2006／3 | 2001／9 | 2002／9 | 2003／9 |  | 2004／9 | 2005／9 | 2005／9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | （実績 Actual） | （実綪 Actual） | （実績 Actual） |  | （実綪 Actual） | (鲬通 前回 outlook | 見通し Outtook） | （実綪 Actual） | （実綪 Actual） | （実綪 Actual） | 実綪 Actual） |  | （見通し Outlook | $\begin{aligned} & \text { (見通し } \\ & \text { Otiok } \end{aligned}$ |
| サービス区分の分類方法 Categorization method by business lint | 従来区分 Old | 從来区分 Old | 従来区分 01 d | 新区分 New | 新区分 New | 新区分 New | 新区分 New | 從来区分 Old | 従来区分 Old | 従来区分 Old | 新区分 New | 新区分 New | 新区分 | 新区分 New |
| 受注高 Amount of order acceptance | 127，671 | 138,922 | 132，831 | 132831 | 137.385 |  |  | 62.072 | 69.217 | 65，493 | 65.493 | 69.298 |  |  |
| 業務ソリユーショ Business solutions | 62,304 | 71,277 | 63，183 | 68，815 | 72，905 |  |  | 26，253 | 36，610 | 31，964 | 35，057 | 35，423 |  |  |
| 基盤ソノユーショ Platform solutions | 31，422 | 31，365 | 33，345 | 26，799 | 24，821 |  |  | 15，027 | 14，927 | 14，009 | 10，602 | 13，311 |  |  |
| ビジネスサービス Business services | 33，945 | 36，280 | 36，303 | 37，217 | 3，659 |  |  | 20，792 | 17，880 | 19，520 | 19，83 | 20，5 |  |  |
| 期末受注残高 Order backlog at end of period | 20，210 | 1，275 | 17，970 | 17，9 | 32，139 |  |  | 27，789 | 27，66 | 29，11 | 29，112 | 28，634 |  |  |
| 業務ソリユーショ Business solutions | 12，360 | 12，454 | 8，610 | 8，610 | 10，923 |  |  | 16，520 | 18，450 | 18，402 | 18,402 | 16，027 |  |  |
| 基盤ソリコーショ Platorm solutions | 2，180 | 2，001 | 1,810 | 1.810 |  |  |  | 2，180 | 2，170 | 2，150 | 2，150 |  |  |  |
| ビジネスサービス Business services | 5．670 | 6.820 | 7，550 | 7，550 | 17，782 |  |  | 9.089 | 7，040 | 8.560 | 8.560 |  |  |  |
| 売上高 Net sales | 131，680 | 137，857 | 136，136 | 136，136 | 131，889 | 135，000 | 135，000 | 58，503 | 61,767 | 57，656 | 57，656 | 58，634 | 57，000 | 57，000 |
| 業務ソリユーション Business solutions | 66，099 | 71，183 | 67，027 | 72，659 | 70，591 | 72，500 | － | 26，656 | 30，520 | 26，016 | 29，109 | 28，006 | 27，000 | － |
| 基盤ソリユーション Platform solutions | 32，197 | 31，544 | 33，536 | 26，990 | 23，198 | 23，500 |  | 14，958 | 14，937 | 13，860 | 10，453 | 12，486 | 11，000 |  |
| ビジネスサービス Business services | 33，384 | 35，130 | 35，573 | 36，487 | 38，100 | 39，000 | － | 16，889 | 16，310 | 17，780 | 18，094 | 18，142 | 19，000 | － |
| 売上総利益 Gross profit | 24，469 | 25，234 | 22，808 |  | 24，705 | 25，600 | － | 11，416 | 12，119 | 10，433 |  | 10，885 | 10，800 |  |
| 販売費及び一般管理費 Selling，general and administrative expenses | 14，365 | 15，525 | 15，157 |  | 15，101 | 16，100 | － | 6，675 | 7，581 | 7，635 |  | 7，350 | 7，800 | － |
| 営業利益 Opareting income | 10，104 | 9，709 | 7，651 |  | 9，604 | 9，500 | － | 4，741 | 4，538 | 2，798 |  | 3，535 | 3，000 |  |
| 経常利益 Recurring profit | 10，031 | 9，886 | 7，787 |  | 9，737 | 9，800 | 9，800 | 4，743 | 4，774 |  |  | 3，729 | 3，300 | 3，300 |
| 当期純利益 Net income | 5，297 | 5，331 | 4，496 |  | 5，721 | 5，800 | 5，800 | 2，486 | 2，529 | 1，747 |  | 2，148 | 1，900 | 1，900 |
| 売上高営業利益率（0）Operating income margin | 7．7\％ | 7．0\％ | 5．6\％ |  | 7．3\％ | 7．0\％ | － | 8．1\％ | 7．3\％ | 4．9\％ | － | 6．0\％ | 5．3\％ | － |
| 売上高売上総利益率（\％）Gross profit margin（\％） | 18．6\％ | 18．3\％ | 16．8\％ | 16．8\％ | 18．7\％ | 19．0\％ | － | 19．5\％ | 19．6\％ | 18．1\％ | 18．1\％ | 18．6\％ | 18．9\％ | － |
| 業務ソリコーショ Business solutions | － | 19．0\％ | 16．4\％ | 18．3\％ | 20．7\％ | 20．7\％ |  | － | 21．2\％ | 18．4\％ | 20．4\％ | 20．9\％ | 21．3\％ | － |
| 基盤ソリコーショ Platform solutions | － | 21．0\％ | 17．2\％ | 12．5\％ | 16．8\％ | 16．8\％ |  | － | 22．3\％ | 19．8\％ | 14．6\％ | 14．7\％ | 16．\％\％ | － |
| ビジネスサービス Business services | － | 14．5\％ | 17．0\％ | 16．8\％ | 16．8\％ | 16．8\％ |  | － | 14．2\％ | 16．3\％ | 16．5\％ | 17．\％ | 16．\％ |  |
| 二株当た（）配当金 H）Cash dividends per share（yen） | 14.58 | 17.50 | 17.50 |  | 17.50 | 25.00 | 25.00 | 5.21 | 7.50 | 8.75 | $\cdots$ | 8.75 | 12.50 | 12.50 |

## ※1 2004／3期以前は2004／81実施した株式分割を考慮し遡及修正後の数値 Figures for the fiscal years ended in and before Mar． 2004 have been retroactively revised to reflect stock spit

前年との比較を容易にするため従来区分と新区分の両方を記載しております。Business line－related figures such as order acceptance，order backlog and sales had been categorized on a project－by－project basis．NS Solutions has just started to categorise these figures on a division－by－division basis for the fiscal year ended Mar．2004．NS Solutions prepared
both categolization data for the fiscal year ended Mar． 2004 in order to raise the year－on－year comparability．
※3ビジネスサービス事業の受注高及び受注残高には，2005年3月末に，新日本製鐵体向けサービスの受注高の把握方法を売上高計上時点での把握から，契約締結時点ての把握に変更したことによる影響額を含んでおります。 In terms of the order acceptance from Nippon Steel Corporation，the company changed its recognition timing from sales－recognition basis to contract－date basis on March 31，2005
The effect of such change resulted in 8,673 million yen for order backlog on March 31,2005 ，minus 843 million yen for order acceptance during the three month period ended June 30,2005 and 7,831 million yen on June 30,2005 respectively
巻末の開示事項をこ覧下さい。 Please see the important disclosures at the end of this material．

本資料には当社又は当社役員の当社の営業成績及び財政状態に関する意図，意見又は現時点の予想と関連する将来予想が記載されております。従って，この将来予想は，歴史的事実でも将来の業績を保証するものでもないため，リスクと不確定な要素を含 んでおります。実際の業績は樣々な要因により異なる可能性があります。当社は，この将来予想を，これらの変化要因を反映する ために修正することを保証するものではありません。当社は2001年4月1日に新日本製鐵（柣）のエレクトロニクス 情報通信事業部 体文中 EI事業部」という。）の営業の一部並びに，新日本製鐵（株）が日鉄日立システムエンジニアリング株），エヌシーアイ総合システム（株）及びエスエスアンドアイ・システムサービス森）に有する株式持分を譲り受けました。本資料に みなし連結」として記載されている2000年3月期及び2001年3月期の財務情報は， 1999年4月1日及び2000年4月1日にそれぞれこれらの譲り受けが行われたものとみなして作成されております。日本において一般 に公正妥当と認められる会計基準又は日本における手続き，法律若しくは規則において，みなし財務情報に関する定めは，現在 ありません。また，このみなし財務情報は米国証券取引委員会のみなし財務情報に関する基準に従って作成したものではありま せん。

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．
The Company acquired part of the business of the Electronics and Information Systems Division of Nippon Steel（referred to＂El Division＂），as well as the interests of Nippon Steel in Nittetsu Hitachi systems Engineering，Inc．，NCI Systems Integration，Inc．， and NS\＆l System Service Corporation，on April 1，2001．Such acquisitions are reflected on Financial Information for the fiscal years ended March 31， 2000 and 2001 described as＂Pro forma consolidated＂as if they had occurred on April 1， 1999 and 2000 respectively．No presentation of＂pro forma＂financial information is currently required under Japanese GAAP or any procedure， law and regulation in J apan．Moreover，such＂Pro forma consolidated＂information is not prepared in accordance with the pro forma presentation requirements of the U．S．Securities and Exchange Commission．


[^0]:    The accompanying notes are an integral part of these unaudited condensed consolidated financial statements.

