

IT = YouTA

May 10, 2013

Results and Topics of FY March 2013: Midterm Management Plan 2013.3 - 2015.3



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V1.0.

Indices Target : Midterm Management Plan 2013.3 – 2015.3



Adjusted forecasts
announced
on May 9th, 2013

Initial target announced
on June 2012

<u>Consolidated</u>	Initial estimates of 2013/3	Results of 2013/3	Y on Y (%)	Forecasts 2014/3	Final Target 2015/3
Net Sales	37,000	36,632	+ 6.5%	40,000	44,000
Operating Income	4,000	4,483	+ 32.4%	4,700	5,300
OPM (%)	10.8%	12.2%			12.0%
Ordinary Income	4,100	4,530	+23.5%	4,900	5,500
Net Income	2,100	2,454	+31.4%	2,700	3,200
ROE (%)	-	6.0%		-	8.0%
DOE (%)	-	2.8%		-	3.0%

<u>Non-Consolidated</u>	Initial estimates of 2013/3	Results of 2013/3	Y on Y (%)	2014/3	2015/3
Net Sales	33,000	32,475	+ 7.7%	35,000	40,000
Operating Income	3,700	4,036	+38.1%	4,200	5,000
Ordinary Income	4,100	4,427	+25.2%	4,500	5,300
Net Income	2,200	2,651	+40.8%	2,600	3,100



FY March 2013 Topics: Our approach to the Midterm Management Plan 2013.3 – 2015.3



1 Boost further competitiveness in Made-to-Order Contract Development

We expanded business with existing customers and acquired new customers by utilizing the accumulated technological skills and know-how, and by taking the following actions

- Promotion of solution oriented business, development of new area of operations including systems for overseas branches and settlement services of Japanese megabanks.
- Improvement of quality and productivity by enhanced process control

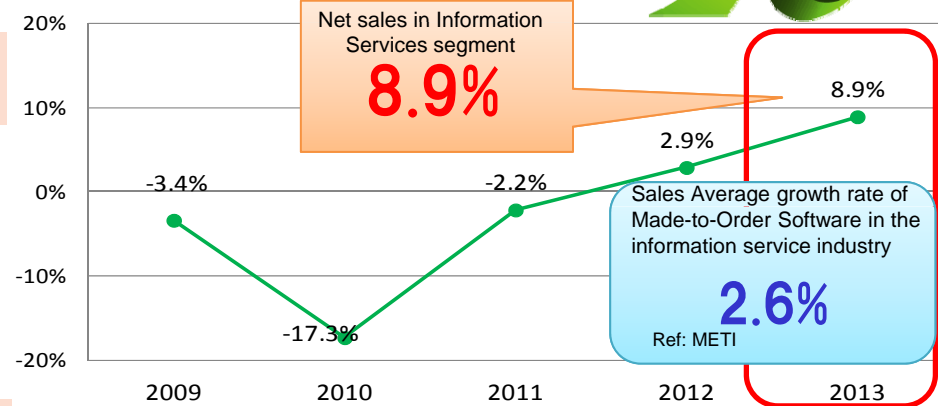
2 Aim at becoming a leader in a niche market of Services-Provision-oriented Solution Application

- We promoted and developed new products and new services related to Services-Provision-oriented Solution Application.
- We established “Business Innovation Co., Ltd.” on April 1, 2013, specializing in sales & marketing of our in-house product/services.

3 Promote global business expansion

4 Actively seek M&A opportunities

- May 2012 established “NSD International, Inc.” in New York, USA.
- Oct 2012 established “Renbenxindong Technology Ltd.” in Beijing, China.
- Jan 2013 entered into strategic partnership with “LOTTE Data Communication Co.”, a leading IT company in Korea.
- April 2013 Acquired “Viterion TeleHealthcare business from Bayer HealthCare LLC.



Promote Developing New Products and New Services



Founded Business Innovation Co., Ltd.



Jan 2013:
Entered into strategic partnership with
LOTTE Data Communication Co.

Oct 2012:
Renbenxindong Technology Ltd. established
Mar 2013: set up a branch office in Shanghai
Jul 2013: to be established “RX Technology Japan Ltd.” in Japan

May 2012:
established **NSD International, Inc.**
April 2013 acquired Viterion TeleHealthcare business

