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2018年1月30日

2018年3月期

# 第3四半期決算説明資料

## Presentation on Financial Results for the Third Three Months of the Fiscal Year Ending March 31, 2018



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※ この資料において、表示単位未満の金額は切り捨てて処理しております。また、パーセントで表示してある数値は四捨五入しております。  
 In this report fractions in yen are rounded off. Percent is rounded to its closest value.

# Summary of Consolidated Financial Results for the Third Three Months of the Fiscal Year ending March 2018



## ■ Summary of Financial Results

In the consolidated cumulative third quarter of the fiscal year ending March 31, 2018, there continued uncertain conditions impacting the Japanese economy, such as unstable economic policies of the Trump Administration and the geopolitical risks in East Asia. However, the economy showed recovery due to the continuous moderate expansion of personal consumption and capital expenditure, resulted from the excellent performance in Japanese corporations and improvement of employment situation.

In the information service industry, the business environment has continued to improve mainly due to the large-scale investments in reconstruction of ICT by financial institutions, ICT development demands for Tokyo Olympic and work style reforms, and increase in strategic investments to enhance the competitive edge and earning power of companies.

Given such circumstances, in order to achieve the goal of our three year mid-term management plan, NSD group has promoted aggressively customized software development business as well as enhanced service products business by introducing our original ICT products related to medical care and education, and entering new service fields through M&A. Furthermore, as our customers' demands for new technologies increases, we are moving forward in our new business area by enhancing our responsiveness in new technologies through the core specialized units established last April.

Table-1 on the right shows consolidated financial results.

In the consolidated cumulative third quarter of the fiscal year ending March 31, 2018, Net Sales increased by 6.3% compared to the same period of the previous year due to good performance of our main business, System Solutions Services. Operating Income, Ordinary Income and Net Income Attributable to Owners of the Parent increased significantly compared to the same period of the previous year mainly due to the increase in Net Sales and decrease in SG & A Expenses of our subsidiary companies.

Table-2 on the right shows consolidated net sales by division.

### <<System Solution Services>>

Net Sales increased by 6.3% compared to the same period of the previous year due to the significant increase in orders for the telecommunication sector and the commerce sector as well as the high level performance in the financial sector.

### <<Real Estate Services>>

Net sales stayed about the same compared to the same period of the previous year. This was accomplished by keeping the occupancy rate as high as last year.

## ■ Forecast of Consolidated Financial Results

There is no change in our disclosing forecast which we announced on October 30, 2017.

Table-1. Consolidated Financial Results millions of yen

|  | (Margin)       |         | (Margin)                      |
|--|----------------|---------|-------------------------------|
|  | Results        | YoY (%) | forecast of<br>FY Mar. 2018 ※ |
| Net Sales  | 43,143         | 6.3%    | 58,270                        |
| Operating Income                                   | 13.2%<br>5,687 | 18.2%   | 13.4%<br>7,790                |
| Ordinary Income                                    | 13.6%<br>5,867 | 18.4%   | 13.6%<br>7,950                |
| Net Income Attributable to<br>Owners of the Parent | 8.9%<br>3,835  | 25.6%   | 9.0%<br>5,220                 |

Table-2. Consolidated Net Sales by Division millions of yen

|                             | (% of total)    | YoY (%)                  |
|-----------------------------|-----------------|--------------------------|
|                             | Sales Results   | of total<br>of Net Sales |
| System Solution<br>Services | 99.3%<br>42,860 | 0.0%<br>6.3%             |
| System<br>Development       | 78.9%<br>34,058 | 0.5%<br>7.0%             |
| System Services             | 16.1%<br>6,937  | △0.7%<br>1.8%            |
| System Products             | 4.3%<br>1,865   | 0.2%<br>11.4%            |
| Real Estate<br>Services     | 0.7%<br>282     | 0.0%<br>0.0%             |

連結 業績の概要 第3四半期（4～12月）  
Operating Results for the Nine-month Period (Apr.-Dec.) : Consolidated



百万円 millions of yen

|  | 2015/12              | 2016/12              | 2017/12              |                      |         |
|--|----------------------|----------------------|----------------------|----------------------|---------|
|  |                      |                      | Results              | Increase or Decrease | YoY (%) |
| 売上高<br>Net Sales   | % of sales<br>38,025 | % of sales<br>40,597 | % of sales<br>43,143 | 2,546                | 6.3%    |
| 売上原価<br>Cost of Sales  | 79.2%<br>30,128      | 79.9%<br>32,456      | 80.0%<br>34,531      | 2,074                | 6.4%    |
| 売上総利益<br>Gross Profit  | 20.8%<br>7,896       | 20.1%<br>8,141       | 20.0%<br>8,612       | 471                  | 5.8%    |
| 販売費及び<br>一般管理費<br>SG & A Expenses  | 9.1%<br>3,461        | 8.2%<br>3,328        | 6.8%<br>2,924        | △403                 | △12.1%  |
| 営業利益<br>Operating Income   | 11.7%<br>4,435       | 11.9%<br>4,812       | 13.2%<br>5,687       | 875                  | 18.2%   |
| 経常利益<br>Ordinary Income  | 11.9%<br>4,535       | 12.2%<br>4,954       | 13.6%<br>5,867       | 912                  | 18.4%   |
| 特別利益<br>Extraordinary Gains  | 0.2%<br>58           | 0.0%<br>1            | 0.1%<br>53           | 52                   | —       |
| 特別損失<br>Extraordinary Losses   | 1.7%<br>633          | 0.4%<br>150          | 0.3%<br>142          | △7                   | —       |
| 税金等調整前<br>四半期純利益<br>Income before Income Taxes                             | 10.4%<br>3,961       | 11.8%<br>4,805       | 13.4%<br>5,778       | 972                  | 20.2%   |
| 親会社株主に帰属する<br>四半期純利益<br>Net Income Attributable to<br>Owners of the Parent | 5.9%<br>2,237        | 7.5%<br>3,052        | 8.9%<br>3,835        | 782                  | 25.6%   |

※ 左上の比率は対売上比 The rates on the upper-left corners are percentages of net sales.

連結 四半期累計 業績の実績と予想  
Quarterly Cumulative Operating Results and Estimates : Consolidated



百万円 millions of yen

|   | 1Q / 1Q Total        |                      |                      |         | 2Q 累計 / 2Q Cumulative Total |                      |                      |         | 3Q 累計 / 3Q Cumulative Total |                      |                      |         | 通期 / Full year total |                       |                      |         |
|---|----------------------|----------------------|----------------------|---------|-----------------------------|----------------------|----------------------|---------|-----------------------------|----------------------|----------------------|---------|----------------------|-----------------------|----------------------|---------|
|   | 2016/6               | 2017/6               |                      |         | 2016/9                      | 2017/9               |                      |         | 2016/12                     | 2017/12              |                      |         | 2017/3               | 2018/3E <sup>※2</sup> |                      |         |
|   |                      | Results              | Increase or Decrease | YoY (%) |                             | Results              | Increase or Decrease | YoY (%) |                             | Results              | Increase or Decrease | YoY (%) |                      | Estimates             | Increase or Decrease | YoY (%) |
| 売上高<br>Net Sales  | % of sales<br>13,297 | % of sales<br>14,263 | 966                  | 7.3%    | % of sales<br>26,859        | % of sales<br>28,765 | 1,905                | 7.1%    | % of sales<br>40,597        | % of sales<br>43,143 | 2,546                | 6.3%    | % of sales<br>55,234 | % of sales<br>58,270  | 3,035                | 5.5%    |
| 売上総利益<br>Gross Profit   | 19.0%<br>2,527       | 19.2%<br>2,744       | 216                  | 8.6%    | 19.6%<br>5,266              | 19.4%<br>5,566       | 299                  | 5.7%    | 20.1%<br>8,141              | 20.0%<br>8,612       | 471                  | 5.8%    | 20.8%<br>11,472      | 20.2%<br>11,780       | 307                  | 2.7%    |
| 販売費及び<br>一般管理費<br>SG & A Expenses                                       | 8.6%<br>1,143        | 6.8%<br>966          | △ 176                | △15.5%  | 8.3%<br>2,238               | 6.9%<br>1,980        | △258                 | △11.5%  | 8.2%<br>3,328               | 6.8%<br>2,924        | △403                 | △12.1%  | 7.8%<br>4,298        | 6.8%<br>3,990         | △308                 | △7.2%   |
| 営業利益<br>Operating Income  | 10.4%<br>1,384       | 12.5%<br>1,777       | 393                  | 28.4%   | 11.3%<br>3,028              | 12.5%<br>3,586       | 558                  | 18.4%   | 11.9%<br>4,812              | 13.2%<br>5,687       | 875                  | 18.2%   | 13.0%<br>7,173       | 13.4%<br>7,790        | 616                  | 8.6%    |
| 経常利益<br>Ordinary Income   | 10.5%<br>1,393       | 12.7%<br>1,816       | 423                  | 30.4%   | 11.3%<br>3,041              | 12.7%<br>3,641       | 600                  | 19.7%   | 12.2%<br>4,954              | 13.6%<br>5,867       | 912                  | 18.4%   | 13.2%<br>7,300       | 13.6%<br>7,950        | 649                  | 8.9%    |
| 特別利益<br>Extraordinary<br>Gains  | 0.0%<br>0            | 0.0%<br>1            | 1                    | —       | 0.0%<br>0                   | 0.1%<br>34           | 33                   | —       | 0.0%<br>1                   | 0.1%<br>53           | 52                   | —       | 0.0%<br>7            | 0.1%<br>35            | 27                   | —       |
| 特別損失<br>Extraordinary Losses  | 0.1%<br>19           | 0.1%<br>13           | △ 5                  | —       | 0.0%<br>0                   | 0.5%<br>132          | 131                  | —       | 0.4%<br>150                 | 0.3%<br>142          | △7                   | —       | 0.6%<br>326          | 0.2%<br>135           | △191                 | —       |
| 税金等調整前純利益<br>Income before<br>Income Taxes                              | 10.3%<br>1,374       | 12.7%<br>1,804       | 430                  | 31.3%   | 11.3%<br>3,041              | 12.3%<br>3,543       | 502                  | 16.5%   | 11.8%<br>4,805              | 13.4%<br>5,778       | 972                  | 20.2%   | 12.6%<br>6,981       | 13.5%<br>7,850        | 868                  | 12.4%   |
| 親会社株主に<br>帰属する純利益<br>Net Income Attributable<br>to Owners of the Parent | 6.2%<br>819          | 7.9%<br>1,126        | 307                  | 37.5%   | 7.2%<br>1,926               | 8.0%<br>2,313        | 387                  | 20.1%   | 7.5%<br>3,052               | 8.9%<br>3,835        | 782                  | 25.6%   | 8.2%<br>4,543        | 9.0%<br>5,220         | 676                  | 14.9%   |

※1 左上の比率は対売上比 The rates on the upper-left corners are percentages of net sales.

※2 2017年10月30日発表の修正予想値 Revised estimates were announced on October 30, 2017.

連結 セグメント別売上高と売上総利益 第3四半期（4～12月）

Net Sales and Gross Profit by Division for the Nine-month Period (Apr.-Dec.) : Consolidated



百万円 millions of yen

|   |                               | 2015/12          | 2016/12          | 2017/12          |                      |         |
|---|-------------------------------|------------------|------------------|------------------|----------------------|---------|
|   |                               |                  |                  | Results          | Increase or Decrease | YoY (%) |
| システムソリューション<br>サービス<br>System Solution Services | 売上高<br>Net Sales              | 99.3%<br>37,749  | 99.3%<br>40,314  | 99.3%<br>42,860  | 2,546                | 6.3%    |
|   | 売上総利益<br>Gross Profit         | 7,785            | 8,040            | 8,512            | 471                  | 5.9%    |
|   | 売上総利益率<br>Gross Profit Margin | 20.6%            | 19.9%            | 19.9%            | △0.1%                | —       |
| システム開発<br>System Development                    | 売上高<br>Net Sales              | 78.2%<br>29,730  | 78.4%<br>31,826  | 78.9%<br>34,058  | 2,231                | 7.0%    |
|   | 売上総利益<br>Gross Profit         | 6,245            | 6,479            | 6,731            | 252                  | 3.9%    |
|   | 売上総利益率<br>Gross Profit Margin | 21.0%            | 20.4%            | 19.8%            | △0.6%                | —       |
| システムサービス<br>System Services                     | 売上高<br>Net Sales              | 18.3%<br>6,963   | 16.8%<br>6,812   | 16.1%<br>6,937   | 124                  | 1.8%    |
|   | 売上総利益<br>Gross Profit         | 1,255            | 1,166            | 1,295            | 128                  | 11.0%   |
|   | 売上総利益率<br>Gross Profit Margin | 18.0%            | 17.1%            | 18.7%            | 1.5%                 | —       |
| システムプロダクト<br>System Products                    | 売上高<br>Net Sales              | 2.8%<br>1,055    | 4.1%<br>1,675    | 4.3%<br>1,865    | 190                  | 11.4%   |
|   | 売上総利益<br>Gross Profit         | 284              | 394              | 485              | 91                   | 23.1%   |
|   | 売上総利益率<br>Gross Profit Margin | 26.9%            | 23.5%            | 26.0%            | 2.5%                 | —       |
| 不動産賃貸<br>Real Estate Services                   | 売上高<br>Net Sales              | 0.7%<br>276      | 0.7%<br>282      | 0.7%<br>282      | 0                    | 0.0%    |
|   | 売上総利益<br>Gross Profit         | 111              | 100              | 100              | 0                    | △0.3%   |
|   | 売上総利益率<br>Gross Profit Margin | 40.2%            | 35.6%            | 35.5%            | △0.1%                | —       |
| 合計<br>Total                                     | 売上高<br>Net Sales              | 100.0%<br>38,025 | 100.0%<br>40,597 | 100.0%<br>43,143 | 2,546                | 6.3%    |
|   | 売上総利益<br>Gross Profit         | 7,896            | 8,141            | 8,612            | 471                  | 5.8%    |
|   | 売上総利益率<br>Gross Profit Margin | 20.8%            | 20.1%            | 20.0%            | △0.1%                | —       |

※ 左上の比率は対売上比 The rates on the upper-left corners are percentages of net sales.



単独 業績の概要 第3四半期（4～12月）

Operating Results for the Nine-month Period (Apr.-Dec.) : Non - Consolidated



百万円 millions of yen

|   | 2015/12              | 2016/12              | 2017/12              |                      |         |
|---|----------------------|----------------------|----------------------|----------------------|---------|
|   |                      |                      | Results              | Increase or Decrease | YoY (%) |
| 売上高<br>Net Sales                        | % of sales<br>33,319 | % of sales<br>35,668 | % of sales<br>38,011 | 2,343                | 6.6%    |
| 売上原価<br>Cost of Sales                   | 80.5%<br>26,807      | 81.0%<br>28,881      | 81.2%<br>30,883      | 2,002                | 6.9%    |
| 売上総利益<br>Gross Profit                   | 19.5%<br>6,511       | 19.0%<br>6,786       | 18.8%<br>7,127       | 340                  | 5.0%    |
| 販売費及び<br>一般管理費<br>SG & A Expenses       | 6.3%<br>2,088        | 6.0%<br>2,149        | 5.5%<br>2,098        | △50                  | △2.4%   |
| 営業利益<br>Operating Income                | 13.3%<br>4,422       | 13.0%<br>4,637       | 13.2%<br>5,028       | 391                  | 8.4%    |
| 経常利益<br>Ordinary Income                 | 14.1%<br>4,685       | 14.0%<br>5,005       | 14.4%<br>5,474       | 469                  | 9.4%    |
| 特別利益<br>Extraordinary Gains             | 0.2%<br>58           | 0.0%<br>1            | 0.3%<br>131          | 129                  | —       |
| 特別損失<br>Extraordinary Losses            | 5.4%<br>1,792        | 0.1%<br>35           | 0.3%<br>129          | 94                   | —       |
| 税引前四半期純利益<br>Income before Income Taxes | 8.9%<br>2,951        | 13.9%<br>4,971       | 14.4%<br>5,475       | 504                  | 10.2%   |
| 四半期純利益<br>Net Income                    | 4.5%<br>1,489        | 9.6%<br>3,415        | 9.9%<br>3,780        | 365                  | 10.7%   |

※ 左上の比率は対売上比 The rates on the upper-left corners are percentages of net sales.



百万円 millions of yen

|   | 1Q / 1Q Total        |                      |                      |         | 2Q 累計 / 2Q Cumulative Total |                      |                      |         | 3Q 累計 / 3Q Cumulative Total |                      |                      |         | 通期 / Full Year Total |                       |                      |         |
|---|----------------------|----------------------|----------------------|---------|-----------------------------|----------------------|----------------------|---------|-----------------------------|----------------------|----------------------|---------|----------------------|-----------------------|----------------------|---------|
|   | 2016/6               | 2017/6               |                      |         | 2016/9                      | 2017/9               |                      |         | 2016/12                     | 2017/12              |                      |         | 2017/3               | 2018/3E <sup>※2</sup> |                      |         |
|   |                      | Results              | Increase or Decrease | YoY (%) |                             | Results              | Increase or Decrease | YoY (%) |                             | Results              | Increase or Decrease | YoY (%) |                      | Estimates             | Increase or Decrease | YoY (%) |
| 売上高<br>Net Sales                        | % of sales<br>11,507 | % of sales<br>12,460 | 953                  | 8.3%    | % of sales<br>23,452        | % of sales<br>25,287 | 1,835                | 7.8%    | % of sales<br>35,668        | % of sales<br>38,011 | 2,343                | 6.6%    | % of sales<br>48,324 | % of sales<br>51,290  | 2,965                | 6.1%    |
| 売上総利益<br>Gross Profit                   | 17.8%<br>2,045       | 18.1%<br>2,261       | 215                  | 10.5%   | 18.5%<br>4,343              | 18.1%<br>4,587       | 244                  | 5.6%    | 19.0%<br>6,786              | 18.8%<br>7,127       | 340                  | 5.0%    | 19.6%<br>9,465       | 19.1%<br>9,790        | 324                  | 3.4%    |
| 販売費及び<br>一般管理費<br>SG & A Expenses       | 6.5%<br>747          | 5.7%<br>705          | △ 42                 | △5.7%   | 6.3%<br>1,474               | 5.5%<br>1,398        | △76                  | △5.2%   | 6.0%<br>2,149               | 5.5%<br>2,098        | △50                  | △2.4%   | 5.8%<br>2,821        | 5.5%<br>2,800         | △21                  | △0.8%   |
| 営業利益<br>Operating Income                | 11.3%<br>1,298       | 12.5%<br>1,555       | 257                  | 19.9%   | 12.2%<br>2,869              | 12.6%<br>3,189       | 320                  | 11.2%   | 13.0%<br>4,637              | 13.2%<br>5,028       | 391                  | 8.4%    | 13.7%<br>6,643       | 13.6%<br>6,990        | 346                  | 5.2%    |
| 経常利益<br>Ordinary Income                 | 12.8%<br>1,470       | 14.8%<br>1,842       | 372                  | 25.3%   | 13.1%<br>3,078              | 13.9%<br>3,516       | 437                  | 14.2%   | 14.0%<br>5,005              | 14.4%<br>5,474       | 469                  | 9.4%    | 14.6%<br>7,032       | 14.5%<br>7,420        | 387                  | 5.5%    |
| 特別利益<br>Extraordinary<br>Gains          | 0.0%<br>0            | 0.6%<br>78           | 78                   | —       | 0.0%<br>0                   | 0.4%<br>111          | 111                  | —       | 0.0%<br>1                   | 0.3%<br>131          | 129                  | —       | 0.0%<br>1            | 0.2%<br>115           | 113                  | —       |
| 特別損失<br>Extraordinary<br>Losses         | 0.2%<br>19           | 0.0%<br>0            | △ 18                 | —       | 0.0%<br>0                   | 0.5%<br>119          | 119                  | —       | 0.1%<br>35                  | 0.3%<br>129          | 94                   | —       | 0.7%<br>341          | 0.2%<br>125           | △216                 | —       |
| 税引前純利益<br>Income before<br>Income Taxes | 12.6%<br>1,451       | 15.4%<br>1,920       | 469                  | 32.3%   | 13.1%<br>3,079              | 13.9%<br>3,508       | 429                  | 13.9%   | 13.9%<br>4,971              | 14.4%<br>5,475       | 504                  | 10.2%   | 13.8%<br>6,691       | 14.4%<br>7,410        | 718                  | 10.7%   |
| 純利益<br>Net Income                       | 8.7%<br>997          | 10.6%<br>1,326       | 328                  | 33.0%   | 9.0%<br>2,115               | 9.6%<br>2,422        | 306                  | 14.5%   | 9.6%<br>3,415               | 9.9%<br>3,780        | 365                  | 10.7%   | 9.5%<br>4,604        | 10.0%<br>5,130        | 525                  | 11.4%   |

※1 左上の比率は対売上比 The rates on the upper-left corners are percentages of net sales.

※2 2017年10月30日発表の修正予想値 Revised estimates were announced on October 30, 2017.



単独 セグメント別売上高と売上総利益 第3四半期（4～12月）

Net Sales and Gross Profit by Division for the Nine-month Period (Apr.-Dec.) : Non - Consolidated



百万円 millions of yen

|                              |                               | 2015/12          | 2016/12          | 2017/12          |                      |         |
|------------------------------|-------------------------------|------------------|------------------|------------------|----------------------|---------|
|                              |                               |                  |                  | Results          | Increase or Decrease | YoY (%) |
| システム開発<br>System Development | 売上高<br>Net Sales              | 87.3%<br>29,094  | 87.8%<br>31,320  | 88.4%<br>33,592  | 2,271                | 7.3%    |
|                              | 売上総利益<br>Gross Profit         | 5,950            | 6,246            | 6,472            | 225                  | 3.6%    |
|                              | 売上総利益率<br>Gross Profit Margin | 20.5%            | 19.9%            | 19.3%            | △0.7%                | —       |
| システムサービス<br>System Services  | 売上高<br>Net Sales              | 11.6%<br>3,865   | 10.8%<br>3,844   | 10.4%<br>3,974   | 130                  | 3.4%    |
|                              | 売上総利益<br>Gross Profit         | 491              | 500              | 596              | 95                   | 19.1%   |
|                              | 売上総利益率<br>Gross Profit Margin | 12.7%            | 13.0%            | 15.0%            | 2.0%                 | —       |
| システムプロダクト<br>System Products | 売上高<br>Net Sales              | 1.1%<br>359      | 1.4%<br>503      | 1.2%<br>444      | △58                  | △11.6%  |
|                              | 売上総利益<br>Gross Profit         | 69               | 39               | 59               | 19                   | 49.0%   |
|                              | 売上総利益率<br>Gross Profit Margin | 19.3%            | 7.9%             | 13.3%            | 5.4%                 | —       |
| 合計<br>Total                  | 売上高<br>Net Sales              | 100.0%<br>33,319 | 100.0%<br>35,668 | 100.0%<br>38,011 | 2,343                | 6.6%    |
|                              | 売上総利益<br>Gross Profit         | 6,511            | 6,786            | 7,127            | 340                  | 5.0%    |
|                              | 売上総利益率<br>Gross Profit Margin | 19.5%            | 19.0%            | 18.8%            | △0.3%                | —       |

※ 左上の比率は対売上比 The rates on the upper-left corners are percentages of net sales.

# 単独 エンドユーザー業種別売上高 (システム開発・システムサービス) 第3四半期 (4~12月)

## Net Sales by End-user Industry ( System Development and System Services )

for the Nine-month Period (Apr.-Dec.) : Non-Consolidated

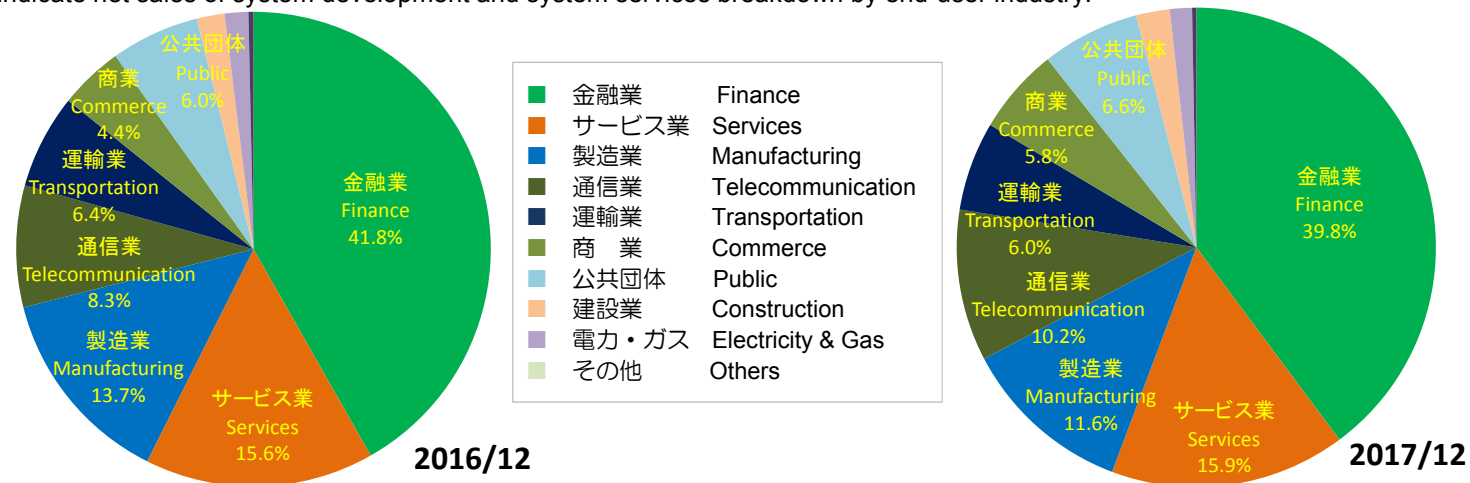


百万円 millions of yen

|                            | 2015/12 |            | 2016/12 |            | 2017/12 |            |                      |         |
|----------------------------|---------|------------|---------|------------|---------|------------|----------------------|---------|
|                            | Results | % of Total | Results | % of Total | Results | % of Total | Increase or Decrease | YoY (%) |
| 金融業<br>Finance             | 13,764  | 42.2%      | 14,697  | 41.8%      | 14,963  | 39.8%      | 266                  | 1.8%    |
| サービス業<br>Services          | 5,266   | 16.1%      | 5,494   | 15.6%      | 5,978   | 15.9%      | 484                  | 8.8%    |
| 製造業<br>Manufacturing       | 3,979   | 12.2%      | 4,804   | 13.7%      | 4,353   | 11.6%      | △451                 | △9.4%   |
| 通信業<br>Telecommunication   | 2,654   | 8.1%       | 2,912   | 8.3%       | 3,846   | 10.2%      | 933                  | 32.0%   |
| 運輸業<br>Transportation      | 2,215   | 6.8%       | 2,259   | 6.4%       | 2,256   | 6.0%       | △3                   | △0.1%   |
| 商業<br>Commerce             | 1,404   | 4.3%       | 1,541   | 4.4%       | 2,188   | 5.8%       | 647                  | 42.0%   |
| 公共団体<br>Public             | 1,688   | 5.2%       | 2,116   | 6.0%       | 2,458   | 6.6%       | 342                  | 16.2%   |
| 建設業<br>Construction        | 673     | 2.1%       | 648     | 1.9%       | 852     | 2.3%       | 204                  | 31.5%   |
| 電力・ガス<br>Electricity & Gas | 883     | 2.7%       | 566     | 1.6%       | 562     | 1.5%       | △4                   | △0.8%   |
| その他<br>Others              | 85      | 0.3%       | 119     | 0.3%       | 105     | 0.3%       | △13                  | △11.3%  |
| 合計<br>Total                | 32,615  | 100.0%     | 35,161  | 100.0%     | 37,566  | 100.0%     | 2,405                | 6.8%    |

※ 上記は、システム開発、及びシステムサービスのエンドユーザー業種別売上高となっております。

Figures indicate net sales of system development and system services breakdown by end-user industry.



単独 金融業エンドユーザー業態別売上高 (システム開発・システムサービス) 第3四半期(4~12月)  
Sales Breakdown by Financial Business Category ( System Development and System Services )  
for the Nine-month Period (Apr.-Dec.) : Non-Consolidated



百万円 millions of yen

|  | 2015/12 |            | 2016/12 |            | 2017/12 |            |                      |         |
|--|---------|------------|---------|------------|---------|------------|----------------------|---------|
|  | Results | % of Total | Results | % of Total | Results | % of Total | Increase or Decrease | YoY (%) |
| メガバンク<br>Mega Banks                      | 3,728   | 27.1%      | 3,589   | 24.4%      | 3,428   | 22.9%      | △161                 | △4.5%   |
| 信託銀行<br>Trust Banks                      | 2,047   | 14.9%      | 2,221   | 15.1%      | 2,421   | 16.2%      | 199                  | 9.0%    |
| 地銀・信金他<br>Regional / Local / Other Banks | 1,771   | 12.9%      | 1,717   | 11.7%      | 1,792   | 12.0%      | 75                   | 4.4%    |
| 生保・損保<br>Insurance Companies             | 4,093   | 29.7%      | 4,774   | 32.5%      | 4,919   | 32.9%      | 144                  | 3.0%    |
| 証券会社<br>Securities Companies             | 638     | 4.6%       | 795     | 5.4%       | 845     | 5.6%       | 49                   | 6.2%    |
| カード<br>Credit Card Companies             | 789     | 5.7%       | 987     | 6.7%       | 1,011   | 6.8%       | 24                   | 2.5%    |
| その他<br>Others                            | 695     | 5.1%       | 610     | 4.2%       | 544     | 3.6%       | △66                  | △10.8%  |
| 合計<br>Total                              | 13,764  | 100.0%     | 14,697  | 100.0%     | 14,963  | 100.0%     | 266                  | 1.8%    |

※ 上記は、システム開発、及びシステムサービスの金融業エンドユーザー業態別売上高となっております。

Figures indicate net sales of system development and system services breakdown by financial business category.





百万円 millions of yen

|        |              | 受注高<br>Order Value | 前年同期比<br>YoY (%) | 売上高<br>Net Sales | 前年同期比<br>YoY (%) | 受注残高<br>Order Backlog | 前年同期比<br>YoY (%) |
|--------|--------------|--------------------|------------------|------------------|------------------|-----------------------|------------------|
| 2016/3 | 第1四半期 1Q     | 11,156             | 18.8%            | 10,305           | 17.5%            | 9,098                 | 13.1%            |
|        | 第2四半期 2Q     | 11,263             | 18.7%            | 10,961           | 19.6%            | 9,400                 | 12.3%            |
|        | 上期 1st-Half  | 22,420             | 18.7%            | 21,266           | 18.6%            | 9,400                 | 12.3%            |
|        | 第3四半期 3Q     | 9,914              | 14.8%            | 11,349           | 17.3%            | 7,966                 | 8.7%             |
|        | 第4四半期 4Q     | 12,585             | 12.8%            | 11,517           | 12.5%            | 9,034                 | 9.6%             |
|        | 通期 Full-Year | 44,921             | 16.2%            | 44,133           | 16.6%            | 9,034                 | 9.6%             |
| 2017/3 | 第1四半期 1Q     | 12,271             | 10.0%            | 11,309           | 9.7%             | 9,996                 | 9.9%             |
|        | 第2四半期 2Q     | 12,199             | 8.3%             | 11,776           | 7.4%             | 10,420                | 10.8%            |
|        | 上期 1st-Half  | 24,470             | 9.1%             | 23,085           | 8.6%             | 10,420                | 10.8%            |
|        | 第3四半期 3Q     | 10,708             | 8.0%             | 12,075           | 6.4%             | 9,052                 | 13.6%            |
|        | 第4四半期 4Q     | 13,128             | 4.3%             | 12,486           | 8.4%             | 9,694                 | 7.3%             |
|        | 通期 Full-Year | 48,307             | 7.5%             | 47,647           | 8.0%             | 9,694                 | 7.3%             |
| 2018/3 | 第1四半期 1Q     | 13,640             | 11.2%            | 12,335           | 9.1%             | 11,001                | 10.0%            |
|        | 第2四半期 2Q     | 12,978             | 6.4%             | 12,586           | 6.9%             | 11,396                | 9.4%             |
|        | 上期 1st-Half  | 26,618             | 8.8%             | 24,921           | 8.0%             | 11,396                | 9.4%             |
|        | 第3四半期 3Q     | 11,123             | 3.9%             | 12,644           | 4.7%             | 9,878                 | 9.1%             |

※ 上記は、システム開発、及びシステムサービスの受注動向となっております。

Figures indicate order costs of system development segment and system services segment.



[ 2017年12月31日現在 ]

|         |                 |              |  |
|---------|-----------------|--------------|--|
| 会社名     | 株式会社 N S D      |              |  |
| 設立      | 1969年4月8日       |              |  |
| 資本金     | 7,205,864,914 円 |              |  |
| 株式数     | 発行可能株式総数        | 200,000,000株 |  |
|         | 発行済株式の総数        | 47,172,160株  |  |
|         | 自己株式の総数         | 4,936,185株   |  |
| 上場証券取引所 | 東京証券取引所         | 市場第一部        |  |

[ As of December 31, 2017 ]

|                    |                                   |             |  |
|--------------------|-----------------------------------|-------------|--|
| Name of Company :  | NSD CO., LTD.                     |             |  |
| Foundation :       | April 8, 1969                     |             |  |
| Capital :          | 7,205,864,914 yen                 |             |  |
| Number of Shares : | Authorized :                      | 200,000,000 |  |
|                    | Outstanding :                     | 47,172,160  |  |
|                    | Treasury stocks :                 | 4,936,185   |  |
| Stock Listing :    | Tokyo Stock Exchange, 1st Section |             |  |

**免責事項**

本資料は、当社及び当グループ会社の業績・事業戦略に関する情報の提供を目的としたものであり、当社及び当グループ会社の株式の購入や売却を勧誘するものではありません。本レポートの内容には、将来の業績に関する意見や予測等の情報を掲載することがありますが、これらの情報は、現時点の当社の判断に基づいて作成されております。よって、その実現・達成を約束するものではなく、また今後、予告なしに変更されることがあります。本レポート利用の結果生じたいかなる損害についても、当社は一切責任を負いません。また、本レポートの無断での複製、転送等を行わないようお願い致します。

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