

IT & YouT^

Revised January 30, 2019

Medium-term Management Plan

from FY2018 to FY2020

『NSD ~ TO THE NEXT STAGE』

Original Plan Published on May 10, 2018

Partially Revised on January 30, 2019

~Revised “Target Figures” and
“Factors for Achievement of the Plan” pages.



未来をささえるITを、みんなの力で

Target Figures

Revised January 30, 2019

Fiscal year ending March 31, 2021

Net Sales

66.5

billion yen

Operating
Income margin

More than

13%

Net Sales from New
Core business

11

※1

billion yen

ROE

More than

11%

※1 New core business refers to system development business related to new technologies, system service business, and system product business.

~Planning aggressive investment to new businesses and new technologies~

¥ Million

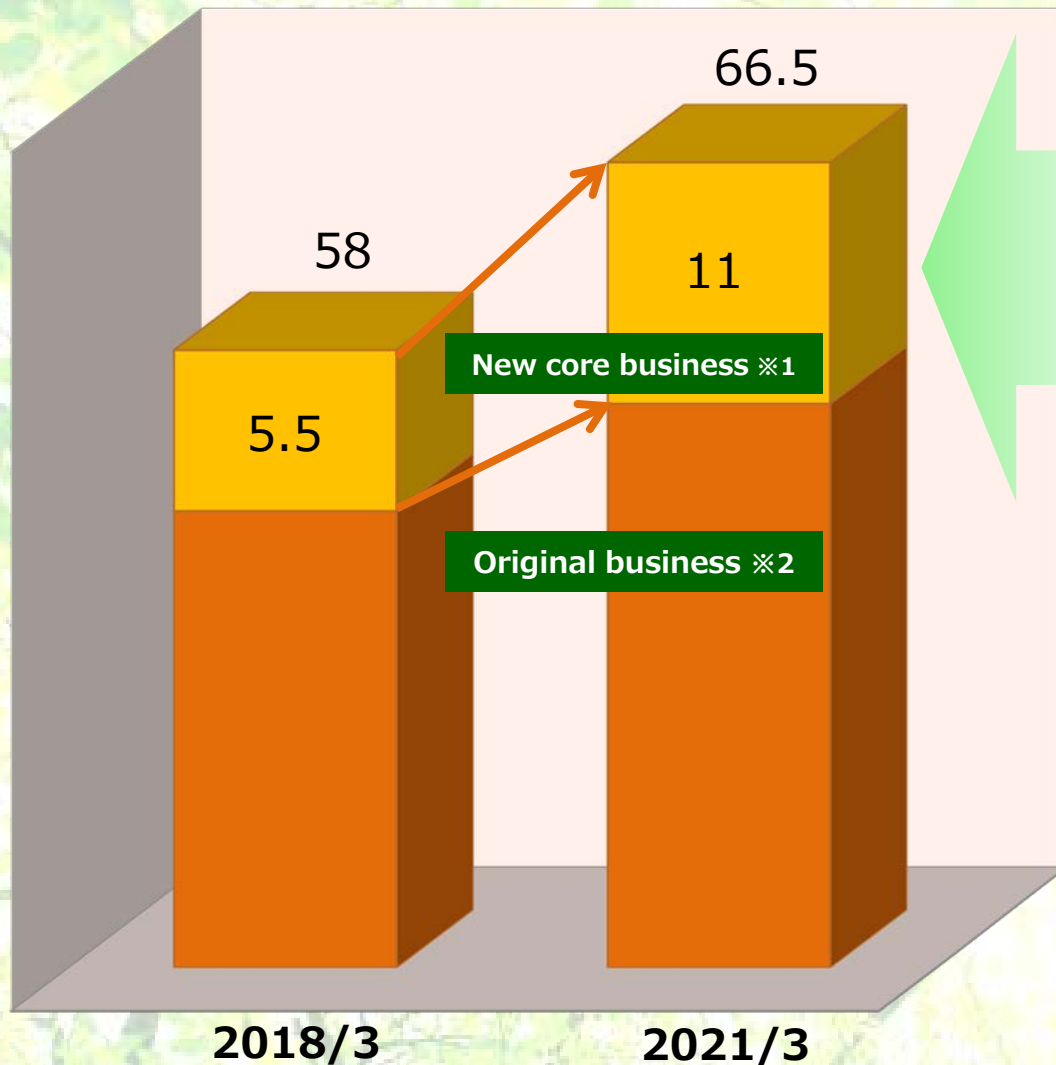
	2018/3 Results	2019/3 Revised Plan ※2	2020/3 Revised Plan ※2	2021/3 Revised Plan ※2	Original Plan		
					2019/3	2020/3	2021/3
Net Sales	58,080	61,300	64,500	66,500	60,000	61,500	63,000
New core business	5,595	6,600	8,000	11,000	6,600	7,800	10,000
Operating Income	7,918	8,440	9,000	9,300	8,100	8,300	8,500
Operating Income margin (%)	13.6	13.8	14.0	14.0	13.5	13.5	13.5
Ordinary Income	8,119	8,510	9,100	9,400	8,200	8,400	8,600
Net Income	5,368	5,670	(※3)5,700	6,200	5,500	5,300	5,700
ROE(%)	12.1	12.3	12.0	12.8	11.8	10.9	11.3

※2 Revised January 30, 2019.

※3 Extra ordinary losses about 500 million yen is planned to be accounted as anniversary event cost.

● Factors for Achievement of the Plan

Net Sales (billion yen)



<New core business>

- Factor① +2.3**
Enhance the system service.
- Factor② +1.0**
Seek additional growth opportunities in new business and new technology area.
- Factor③ +0.5**
Strengthen the system products.
- Factor④ +1.7**
Improve the adaptability of new technologies in the system development.

※1 New core business refers to system development business related to new technologies, system service business, and system product business.

※2 Original business refers to system development business (excluding Factor④), and IT service business, such as operations and maintenances.