

IT & YouT^

Revised May 8, 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

Partially Revised on May 8, 2019

~ Revised “Target Figures”, “Factors for Achievement of the Plan”, and “Shareholders Return Policy” pages.



# Target Figures

## Fiscal year ending March 31, 2021

**Net Sales**

**70**

billion yen

**Operating  
Income margin**

**More than**

**13%**

**Net Sales from New  
Core business**

**12**

※1

billion yen

**ROE**

**More than**

**12%**

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

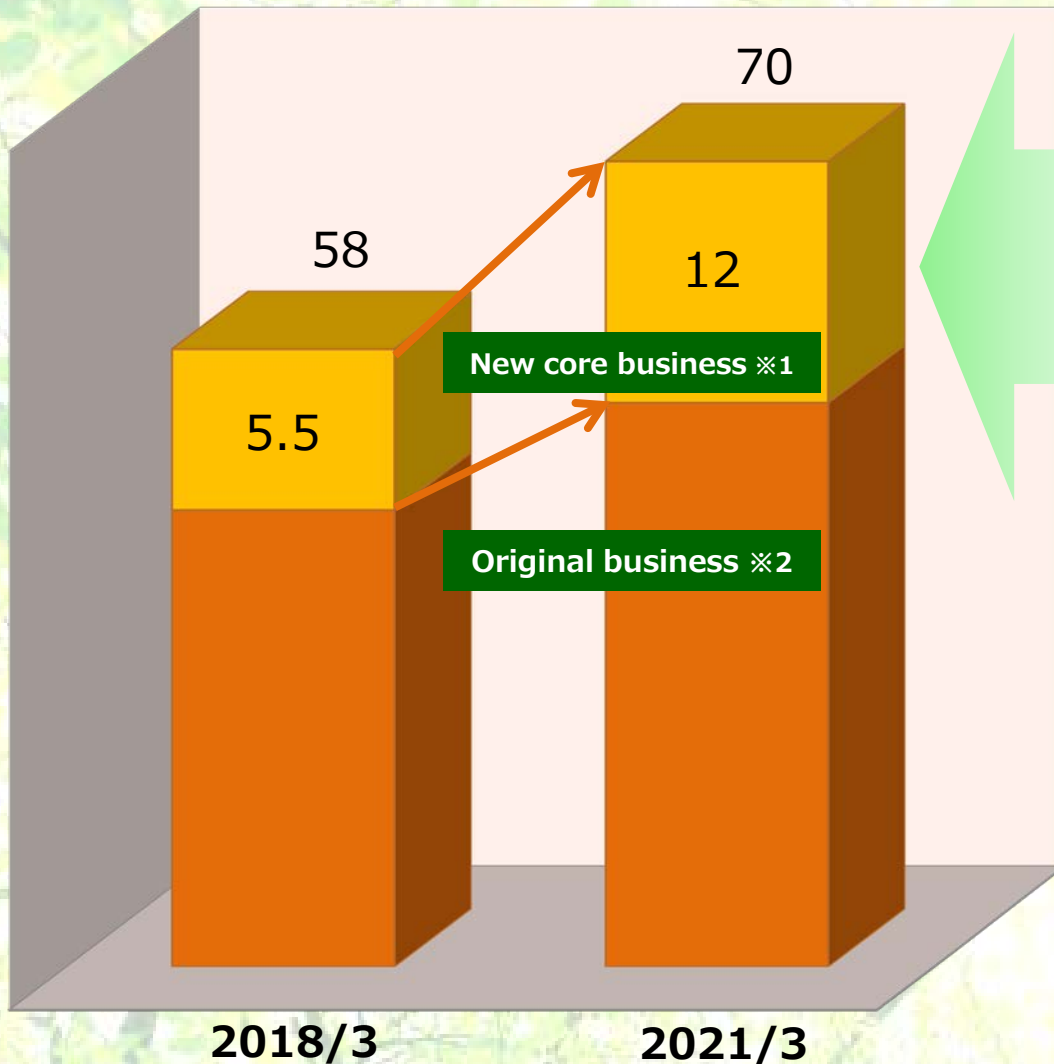
~Planning aggressive investment to new businesses and new technologies~

¥ Million

	2018/3 Results	2019/3 Results	2020/3 Revised Plan	2021/3 Revised Plan	Original Plan (Revised 2019/1)		
					2019/3	2020/3	2021/3
<b>Net Sales</b>	58,080	61,944	65,500	70,000	61,300	64,500	66,500
New core business	5,595	7,048	8,500	12,000	6,600	8,000	11,000
<b>Operating Income</b>	7,918	8,654	9,300	10,000	8,440	9,000	9,300
<b>Operating Income margin (%)</b>	13.6	14.0	14.2	14.3	13.8	14.0	14.0
<b>Ordinary Income</b>	8,119	8,756	9,400	10,100	8,510	9,100	9,400
<b>Net Income</b>	5,368	5,817	6,100	6,800	5,670	5,700	6,200
<b>ROE (%)</b>	12.1	12.6	12.9	13.7	12.3	12.0	12.8

# ● Factors for Achievement of the Plan

**Net Sales** (billion yen)



## <New core business>

**Factor① +2.3**

Enhance the system service.

**Factor② +1.5**

Seek additional growth opportunities in new business and new technology area.

**Factor③ +0.5**

Strengthen the system products.

**Factor④ +2.2**

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.

# ● Shareholders Return Policy

## Dividend of FY2020/3

### ① Second quarter dividend

To commemorate the 50th anniversary of establishment, the second quarter dividend is 28 yen per share.

1. Consolidated dividend payout ratio +10% increase

2. Moreover, 500 million yen increase of total dividend amount

### ② Year end dividend

63 yen per share is scheduled as an regular dividend.

### ③ Annual dividend

An annual of 91 yen is scheduled together with ① and ②.