



**NS Solutions**



# Financial Information for the Third Quarter of the Fiscal Year Ending March 31, 2023

(April 1, 2022 through December 31, 2022)

February 3, 2023

## NS Solutions Corporation



## **FORWARD-LOOKING STATEMENTS**

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 financial results have been translated from the Japanese Consolidated Financial Statements for reference purposes only. In the event of any discrepancy between the Japanese version and the English translation the Japanese version will prevail.

# I -1. 3Q of FY Mar. 2023 Highlights (3Q Total)

¥ in billions

	FY ended Mar.2022 3Q	FY ending Mar. 2023 3Q	Difference	(YoY)
<b>Revenue</b>	195.6	206.8	+11.2	+6%
<b>Gross Profit</b>	44.0	46.6	+2.6	+6%
<b>Gross Profit Margin</b>	<22.5%>	<22.5%>	<+0.0%>	
<b>SG&amp;A</b>	22.0	24.4	+2.4	+11%
<b>Others</b>	0.2	0.1	-0.1	
<b>Operating Profit</b>	22.2	22.3	+0.1	+1%
<b>Operating Profit Margin</b>	<11.3%>	<10.8%>	<-0.5%>	
<b>Profit before tax</b>	22.6	22.6	0.0	0%
<b>Profit attributable to owners of parent</b>	15.1	15.1	0.0	0%

# I -2. 3Q of FY Mar. 2023

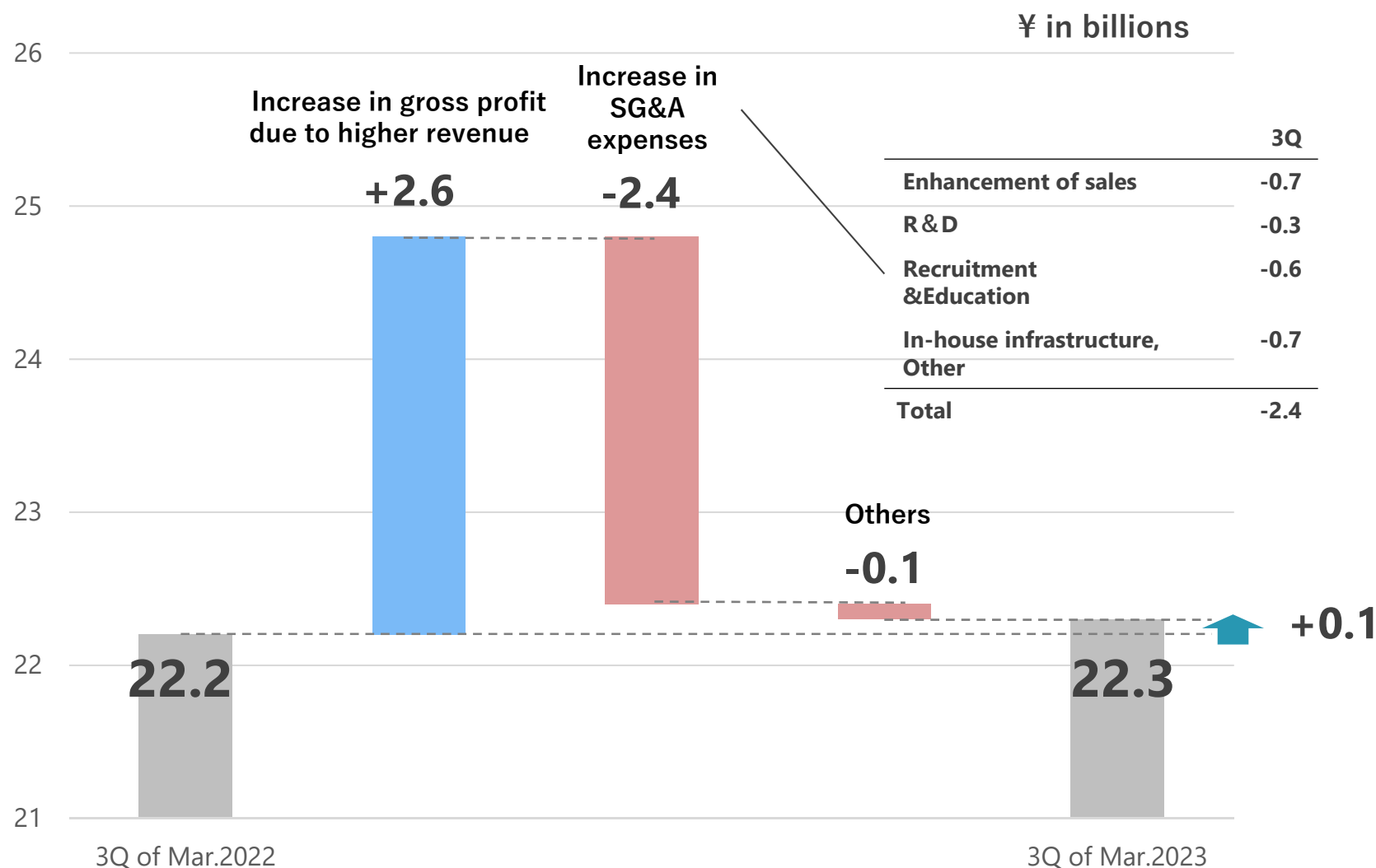
## Revenue by Segment / Customer Industry (3Q Total)

¥ in billions

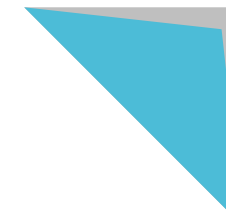
	FY ended Mar. 2022		FY ending Mar. 2023		Difference		Comments
	3Q	IT platform	3Q	IT Platform	3Q	IT platform	
<b>Business Solutions</b>	106.2		110.5		+4.3		
<b>Manufacturing, Retail and Service</b>	56.2	<16.9>	58.1	<14.6>	+1.8	<-2.3>	Increase in earnings received in platformer Decrease in demand for Transporter
<b>Financial Services</b>	26.9	<7.5>	25.1	<6.2>	-1.9	<-1.3>	Decrease in demand for Libor transition
<b>Government, Public organizations</b>	23.1	<3.8>	27.4	<3.3>	+4.4	<-0.5>	Increase in IT Infrastructure Project for Government Agency
<b>Service Solutions</b>	65.6		70.5		+4.9		
<b>IT Platform</b>	25.8	<28.2>	28.1	<24.1>	+2.2	<-4.1>	Increase in crowd computing solutions
<b>Nippon Steel Group</b>	39.8		42.5		+2.7		Increase in IT Project for Nippon Steel & Nippon Steel Group
<b>Subsidiaries</b>	23.8		25.7		+1.9		
<b>Total</b>	195.6		206.8		+11.2		
<b>Nippon Steel Revenue</b>	40.5		42.4		+1.9		

# I -3. 3Q of FY Mar. 2023

## Consolidated Operating Profit Breakdown(3Q Total)

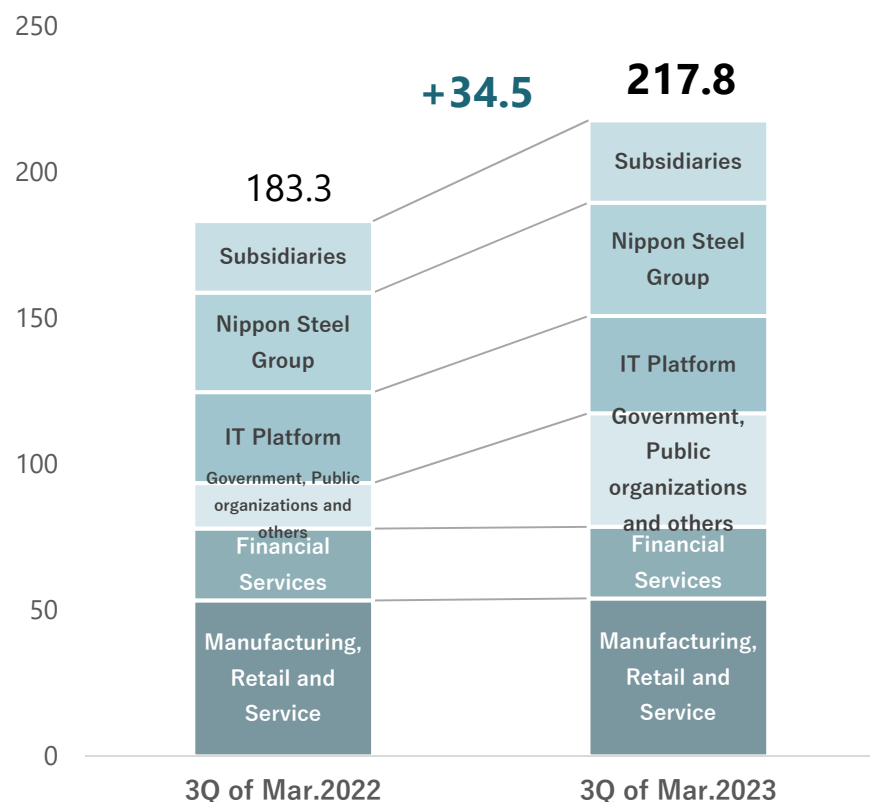


# I -4. Order Acceptance ・ Order Backlog

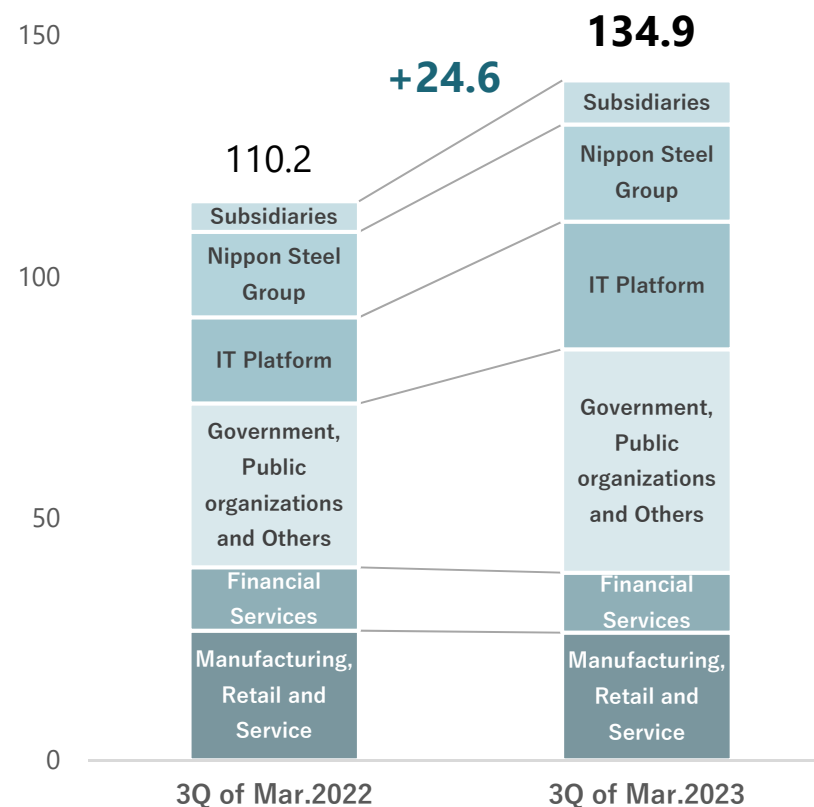


¥ in billions

## Order Acceptance



## Order backlog



## Ⅱ -1. Outlook for FY Mar. 2023

¥ in billions

	FY ended Mar.2022	FY ending Mar. 2023 Co. Est.	Difference	(YoY)
<b>Revenue</b>	270.3	290.0	+19.7	+7%
<b>Gross Profit</b>	60.4	65.0	+4.6	+8%
<b>Gross Profit Margin</b>	<22.4%>	<22.4%>	<+0.1%>	
<b>SG&amp;A</b>	30.0	34.0	+4.0	+13%
<b>Others</b>	-0.5	0.0	+0.5	
<b>Operating Profit</b>	29.9	31.0	+1.1	+4%
<b>Operating Profit Margin</b>	<11.1%>	<10.7%>	<-0.4%>	
<b>Profit before tax</b>	30.7	31.5	+0.8	+3%
<b>Profit attributable to owners of parent</b>	20.5	21.1	+0.6	+3%

## Ⅱ -2. Outlook for FY Mar. 2023

### Revenue by Segment / Customer Industry

¥ in billions

	FY ended Mar. 2022				FY ending Mar. 2023				Difference			
	1H	3Q	4Q	FY	1H	3Q	4Q	FY	1H	3Q	4Q	FY
<b>Business Solutions</b>	71.8	34.5	39.3	145.6	71.8	38.8	48.5	159.0	+0.0	+4.3	+9.1	+13.4
<b>Manufacturing, Retail and Service</b>	36.5	19.8	20.0	76.2	39.0	19.1	24.4	82.5	+2.5	-0.7	+4.4	+6.3
<b>Financial Services</b>	19.2	7.7	8.1	35.0	16.4	8.7	7.4	32.5	-2.8	+0.9	-0.6	-2.5
<b>Government, Public organizations</b>	16.1	7.0	11.3	34.4	16.4	11.0	16.6	44.0	+0.3	+4.0	+5.3	+9.6
<b>Service Solutions</b>	43.7	21.9	24.3	89.9	46.2	24.3	23.5	94.0	+2.5	+2.5	-0.9	+4.1
<b>IT Platform</b>	17.1	8.8	9.3	35.2	18.4	9.7	8.9	37.0	+1.3	+0.9	-0.4	+1.8
<b>Nippon Steel Group</b>	26.7	13.1	15.0	54.7	27.8	14.7	14.5	57.0	+1.1	+1.6	-0.5	+2.3
<b>Subsidiaries</b>	15.3	8.5	11.0	34.8	16.7	9.0	11.3	37.0	+1.4	+0.5	+0.3	+2.2
<b>Total</b>	130.8	64.8	74.7	270.3	134.7	72.1	83.2	290.0	+3.9	+7.3	+8.5	+19.7
<b>Nippon Steel Revenue</b>	26.6	13.8	14.8	55.3	27.7	14.7	13.6	56.0	+1.1	+0.8	-1.2	+0.7
<b>Order backlog</b>	122.6	123.3	110.2	-	123.8	145.9	134.9	-	+1.3	+22.7	+24.6	-





Answers to power your future

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