2019.4.1~2019.9.30

FY3/20 2Q Financial Results



Tomizo Ueda, President and CEO

November 26, 2019

JPX JFX

Summary of FY3/20 2Q Results

Key Measures and Business Forecasts for FY3/20

Initiatives in 1H

0	verview of FY	3/20 2Q Results	Record- Z
	<u>Record-high sa</u>	ales, profits and orders r	> <u> </u>
	Sales	6,522 million yen	(+ 10.0 % YoY)
	Operating income	622 million yen	(+ 18.5 % YoY)
	Orders received	6,792 million yen	(+ 9.7 % YoY)
	Order backlog	2,493 million yen	(+ 8.7 % YoY)
	Progress rate	e to the full-year forecast	ts
	Sales : <u>51.8</u>	Operating incor	ne : <u>56.6%</u>
		Ref EY3/20 Full-year Forecasts Sales : 12.6 h	$\frac{1}{2}$



◆ **Profitablity improved**: Gross margin 25.3% Operating income ratio 9.5%

	FY3/19	9 2Q	FY3/20 2Q		Yo	ρΥ
(Unit: million yen)	Result	Ratio to sales %	Result	Ratio to sales %	Increase/ decrease	Pct. change
Sales	5,930	-	6,522	-	591	10.0
Social Infrastructure Business	3,481	58.7	4,323	66.3	842	24.2
Advanced Industry Business	2,449	41.3	2,198	33.7	△250	△10.2
Gross profit	1,447	24.4	1,649	25.3	201	13.9
SG&A expenses	922	15.5	1,026	15.7	104	11.4
Operating income	525	8.9	622	9.5	97	18.5
Ordinary income	518	8.7	636	9.8	118	22.8
Net income	358	6.1	439	6.7	80	22.4
Orders received	6,190	-	6,792	-	601	9.7
Order backlog	2,292	-	2,493	-	200	8.7

Sales by Segment

Ad-Sol Nissin Corp.

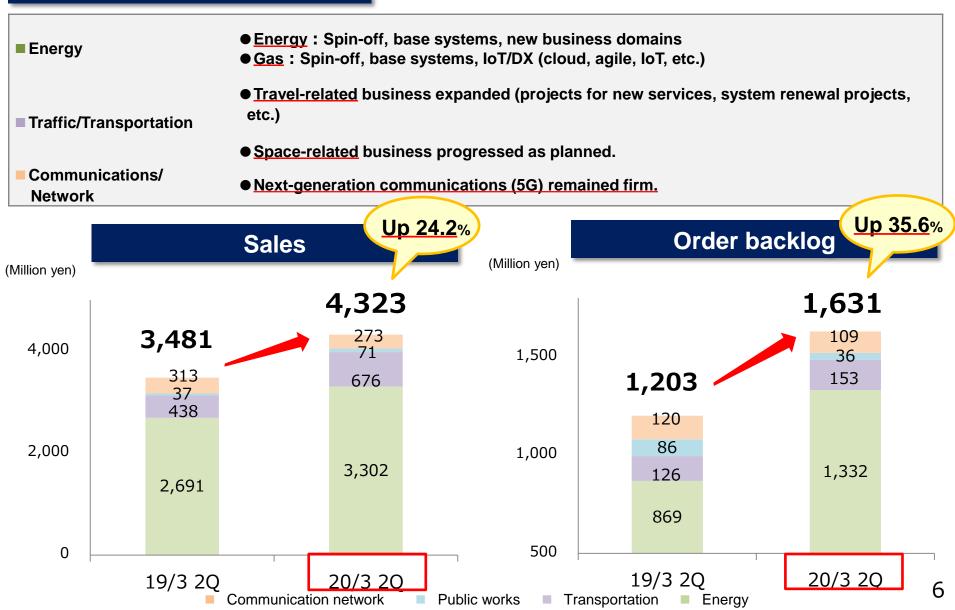
- Social Infrastructure Business: <u>Energy (electricity and gas)</u>
- Advanced Industry Business: <u>Base systems (payment and data services</u>), Control (medical, next-Generation Automobiles)
- Comprehensive IoX Engineering Business: <u>IoT security</u> remained firm

		FY3/19 2Q		FY3/2	.0 2Q	YoY	
(Uı	nit: million yen)	Result	Ratio to sales %	Result	Ratio to sales %	Increase/ decrease	Pct. change
ę	Sales	5,930	-	6,522	-	591	10.0
	Social Infrastructure Business	3,481	58.7	4,323	66.3	842	24.2
	Energy	2,691	45.3	3,302	50.6	610	22.7
	Transportation	438	7.3	676	10.4	238	54.4
	Public works	37	0.6	71	1.1	34	90.3
	Communication Network	313	5.2	273	4.2	∆40	△13.0
	Advanced Industry Business	2,449	41.3	2,198	33.7	△250	△10.2
	Control system	1,080	18.2	954	14.6	∆126	△11.7
	Foundation system	986	16.6	1,001	15.4	14	1.5
	Solution	381	6.4	242	3.7	∆139	∆36.5
•	omprehensive IoX Engineering usiness)	2,030	34.2	1,653	25.3	∆377	∆18.5 5

Social Infrastructure Business



Orders



Advanced Industry Business



Orders	5				
 Control system Medical: Promoted multi-site and distributed R&D Orders for <u>next-generation vehicles</u>, IoT base, office equipment, etc. progressed as planned 					
Foundar system	tion • Expa	anded domains of <u>s</u>	ettlement base s	system and data se	rvices-related
Solution	● Con ● Geo	tinued to adopt <u>Lyn</u> graphic information sure of security con	(<u>GIS</u>) showed r		
(Million yen)	Sa	les	(Million yen)	Order b	acklog
3,000	2 4 4 0	2 4 9 9		1 000	
	2,449	2,198	1 000	1,089	0.64
2,000	381	242	1,000	173	861
	986	1,001		542	80
1,000					478
	1,080	954	0	373	302
0	19/3 2Q	20/3 2Q	_ 0 _	19/3 2Q	20/3 2Q 7
		Control system	n 🔳 Foundation s	system Solution	/

Comprehensive IoX Engineering Business

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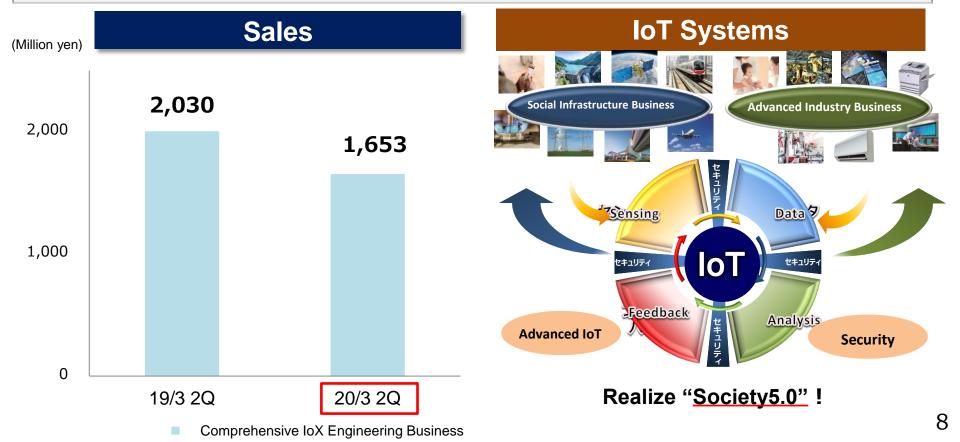
Orders

Advanced <u>IoT device control-related (next-generation automobiles, etc.)</u>

IoT Platform-related, GIS (Geographic Information System)

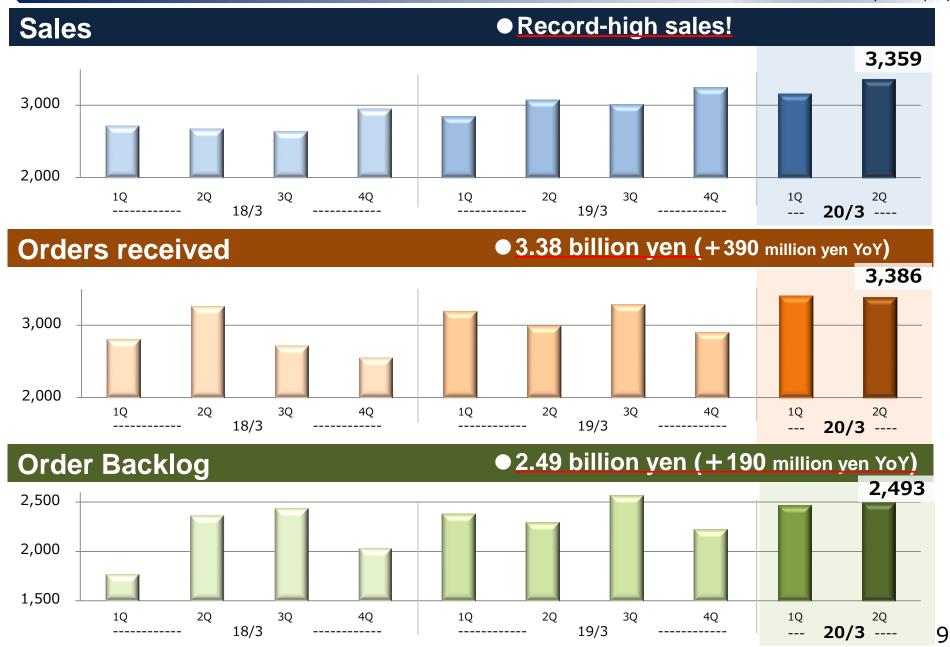
- Security solutions remained firm (LynxSECURE) (Medical Information Network System)
- Closure of security consulting

loT initiatives!



Quarterly Trends

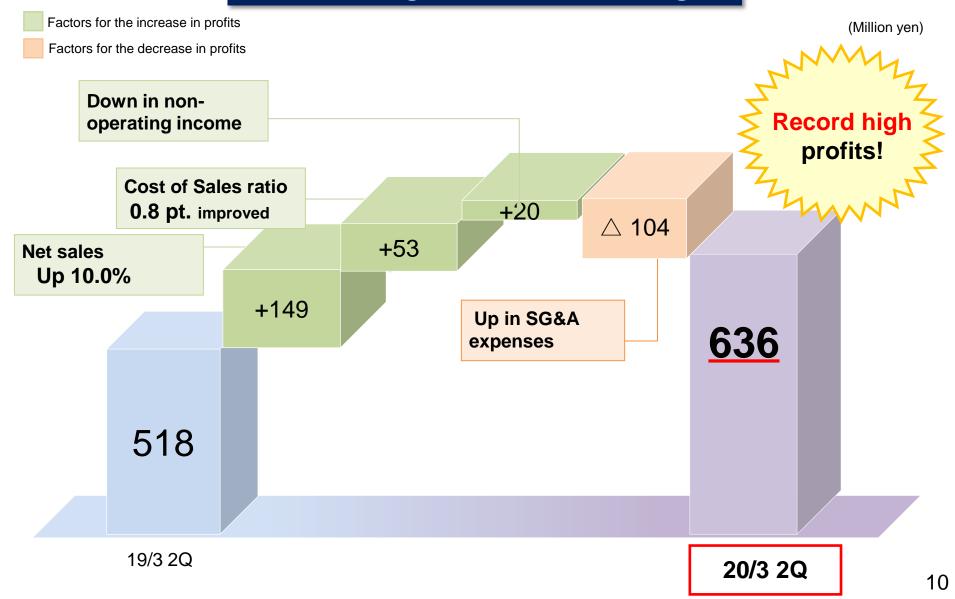
(Million yen)



Analysis of Ordinary income

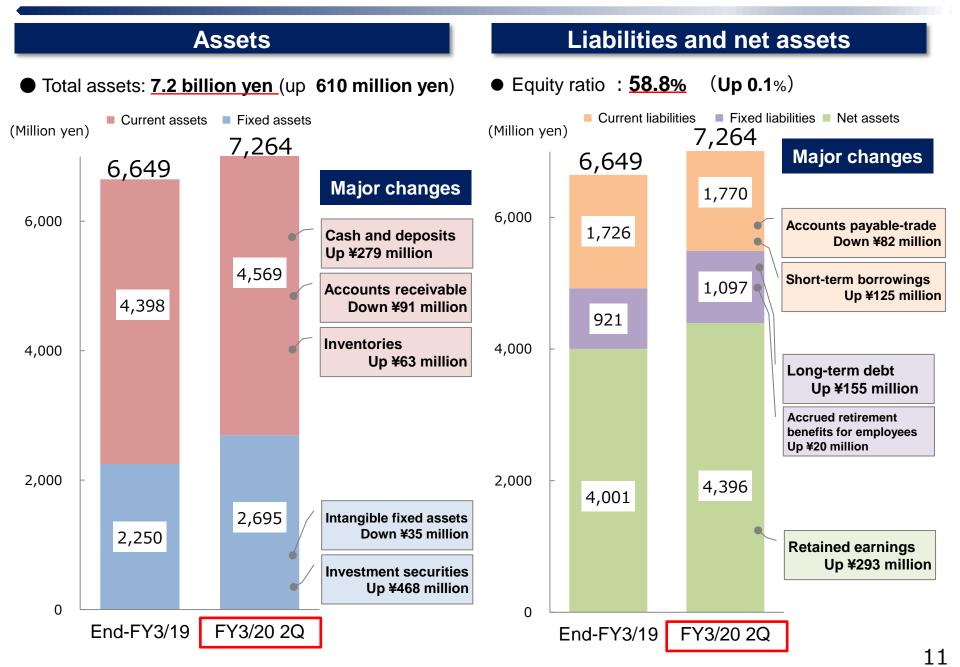


Main driving factors in YoY change



Balance Sheet (YoY)





Cash Flows



Ou	tline			
(Million yen)	19/ 3 2Q	20/ 3 2Q	Change factors	
			 Income before income taxes 	636
			 Depreciation and amortization 	47
Operating activity	400	93 567	Increase in trade receivables	193
Operating activity	193		Decrease in accounts payable-other	△81
			Increase in inventories	△63
			Income and enterprise taxes paid	△181
		∧479	Purchase of property, plant and equipment	△25
Investing activities	∆395		 Purchase of intangible assets 	△364
investing detivities			 Purchase of shares of subsidiaries and affiliates 	△70
			Decrease in short-term bank loans	△50
Financing activities	△159	191	 Proceeds from long-term loans payable 	350
			Cash dividends paid	△145
Cash and cash equivalents Ending balance	1,431	1,651		12

Summary of FY3/20 2Q Results

FY3/20 Business Forecasts

Initiatives in 1H

FY3/20 Full-year Business Forecasts



Profits to grow for 10 consecutive years! (record-high profits!!)

	FY3/19		FY3/20		YoY	
(Unit: million yen)	Result	Ratio to sales %	Forecast	Ratio to sales %	Ratio to sales %	Rate of changes
Sales	12,194	-	12,600	-	405	3.3
Social Infrastructure Business	7,435	61.0	7,535	59.8	99	1.3
Advanced Industry Business	4,758	39.0	5,065	40.2	306	6.4
(Comprehensive IoX Engineering Business)	3,917	32.1	4,057	32.2	140	3.6
Gross profit	2,820	23.1	3,089	24.5	269	9.5
Operating income	1,012	8.3	1,100	8.7	87	8.7
Ordinary income	1,012	8.3	1,108	8.8	95	9.5
Net income	687	5.6	703	5.6	15	2.2



Final-year performance targets (FY3/21 Sales: **12.6 billion yen**)

Expect to achieve the target

for the current fiscal year (1 year ahead of schedule)

"New Medium-Term Management Plan" under development

(Scheduled to be announced: Spring 2020)

Shareholder Returns - Dividends-

 Dividend Policy 	♦ Divid	dend Forecast	
■Dividend payout ratio: 35% or more	(Unit: Yen)	FY3/19	FY3/20
■Dividend plan twice a year (interim and year-end)	Interim Year-end	11 16	14 14
year-end)	Annual	27	28
 Dividend Change 			
 Dividend ind 10 consecution 40 30 10.8 8.8 13.5 10 		59.1 ⁶¹ 32.4	75.9 77.2 .3 28.0 . 4 . 2 . 0 27.0
0 2.3 3.3 4.0 4.1 10/3 11/3 12/3 13/3	6.09.514/315/3	13.0 16/3 17/3 18,	/3 19/3 20/3

Ad-Sol Nissin Corp.

Shareholder Returns - Shareholder Benefits-



and timing	200 shares or more up to December and June
Shareholder eligibility	every September 30 th

- For shareholders whose names are recorded in the Registry of Shareholders as of every September 30th and March 31st (twice a year)
- 200 shares or more up to less than 4,000 shares: beneficial goods due to be sent out in December and June
- 4,000 shares or more: catalogs due to be sent out in November and May

Contents of the gifts

200 shares or more up to less than 4,000 shares:

Present of Quo cards with 'Greenery Fund' attachment

- 200 shares or more up to less than 1,000 shares: worth 500 yen
- 1,000 shares or more up to less than 2,000 shares: worth 1,000 yen
- 2,000 shares or more up to less than 4,000 shares: worth 1,500 yen

• Special holding period gift

Additional present of one 500 yen Quo card (two a year) for holders of one year or more



4,000 shares or more

 Quo cards with 'Greenery Fund' attachment (equivalent to ¥3,000) or

 Presentation of the special gift catalog which can select from "Kishu Japanese Plum", "Mikan juice", "Mikan jelly", "Soy sauce" and "rice" etc.

(One item from equivalents to ¥3,000)







Note: Goods shown in photograph may differ from actual items received

Initiatives in 1H

1. Security Initiatives

- 1) IoT/Cyber Security
- 2) Security Forum in the IoT Era 2019
- 3) Joint Business Development in the Space and Security Field with U.S. Lynx
- 4) Exhibiting at DESI Japan 2019

2. Alliance activities

- 1) Industry-academia collaboration
- 2) Global expansion
- 3) Business collaboration

3. Ad-Sol brand strategy

- 1) Promotional activities
- 2) Quality Initiatives

4. Key Strategies



1-1. IoT/Cyber Security





Sol Niss

R

ors Security Servi

IoT devices

Lynx SECURE

- IoT Security Solutions: LynxSECURE
- Protecting Old-ØŚ: SECURE RESCUE
- · Development and deployment of original products

セキュア 🔂 ログサーバ・

Control system

"SECURE FACTORY"

- "Network Separation"
- "Safe data communication"
- "Preventing System Down"
- "Internal Infection Prevention"

Network

- Critical infrastructure areas
- Facilities (factories, hospitals, nursing care, etc.)

セキュア 💼 アダプター セキュア 🔂 ゲートウェイ

セキュア 🔂 Laptop



Consulting

- Design of security governance
- Support for design, construction, operation, and introduction of secure systems
- · Vulnerability diagnosis

Human resource development

 Development of security personnel (Cyber security, IoT security)

Patented!

Access security

- Touch Tag (Electric Field Communication)
- Entrance monitoring
- Food Defense



1-2. Security Forum for the IoT Era



GKI CO., LTD, Top Out Human Capital, Inc., Ad-Sol Nissin

1-3. Joint Development with U.S. Lynx



Space and security fields

"Japan-U.S. Joint Development"









Social infrastructure

Advanced industry

"Energy (electricity and gas)," "Roads and railways," "Aerospace," "Public and disaster prevention," "Telecommunications network," etc.



Japan-U.S. Joint Business Development in the Space and Security Fields!

1-4. Exhibiting at DESI Japan 2019 (Cyber Security, etc.)





22

Initiatives in 1H

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4. Key Strategies

2. Alliances and Collaboration (Security and IoT Market)





2-1. Initiatives for Industry-Academia Collaboration (1) Ad-501 Nissin Corp.

"Creating Markets" and "Developing New Technologies" through **Industry-Academia Collaboration!**

Ad-Sol

Nagoya Institute of Technology

Countermeasures against Cyber-Attacks of Control Systems

Participation in the Tsurumai Project

Research on defense technology and technology to secure control products in cyber-attacks targeting control systems in factories and plants





Nagoya Institute of Technology



Simulated plant

Ritsumeikan University

"IoT Security/Embedded Multi-Core"

- Industry-academia collaboration agreement
- : Development of science technology mainly in the IoT Security Field
- Research on the latest security-related technologies
- Consider and verification of IoT Security Guidelines
- · Establishment of IoT security research center and consortium
- · Developing human resources of IoT security
- Joint research for next-generation IoT equipment
- Built-in "multi-core control system"

Joint research with the Mori Laboratory

Agreement signing ceremony

Indust

Waseda University

- EMS Shinjuku Demonstration Center
- ◆ Japan's first attempt by the Advanced Grid Technology Research Institute of Waseda University and the Ministry of Economy
- ◆ Participation 26 companies such as electric and gas utilities, telecommunications carriers, house manufacturers, car manufacturers, manufacturers of energy, home appliances, and telecommunications equipments
- Coordination of low-voltage equipment with multiple different manufacturers using communication standards Nissi

早	稲田大学		RANTE 実証センタ RED Center	-	
AsahiKASEI	Ad-Stat	学大阪力ス	OMRON	OMNRO	早稲田大学
KDDI	WAME?	SHARP		PDAIKIN	Ererer Management
《 集中团用力	DENSO		T 1000541	TODHUBA	北京中町よい
TOYOTA	NISSAN	() SIT	NEC	Panasonio	利旧夫祖七人
HITACHI	RUJITSU	*	mini	METAL AND A	

Waseda University EMS Shinjuku Demonstration Center

Keio university

"Integration of GIS and IoT" / GIS x IoT platform

· Response to "i-Construction", (initiatives for production reforms at construction sites, promoted by the Ministry of Land, Infrastructure, Transport and Tourism)

- · Presentation of results at the Geographic Information Systems Society
- Participation in the Belmont International Joint Study

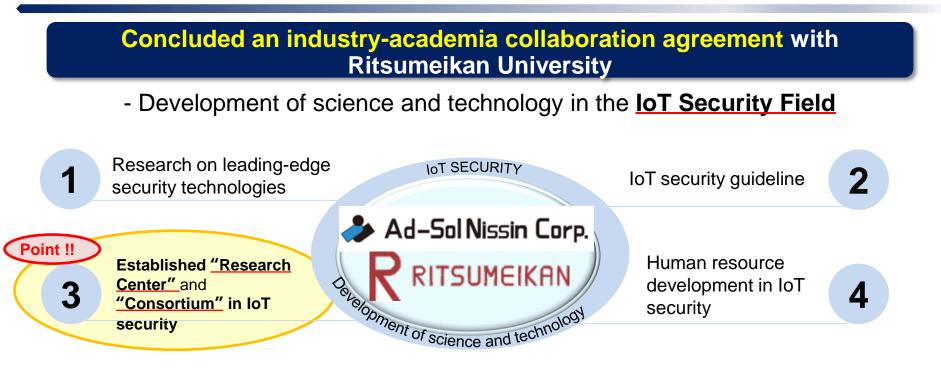


Joint research with a rigorous laboratory



27th Scientific Research Presentation Meeting

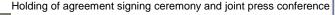
2-1. Initiatives for Industry-Academia Collaboration 2 Ad-Sol Nissin Corp.





Kusatsu Campus, Ritsumeikan University

Ceremony for signing agreements for industry-academia collaboration







(April 2019: at Ritsumeikan University's Tokyo Campus)

2-2. Global Development

Powered by CraftMA



🎐 Ad–Sol Nissin Corp.

2-3. Business collaboration 1



Medical Information: Capital and Business Alliance with Value HR Co., Ltd.



Business Alliance: <u>Develop a highly secure IoT platform</u> that protects data

◆ Health Insurance Association ◆ Medical institution ◆ Important data

Capital alliance: <u>2%</u> (mutually owned)



- < Company overview >
 - Established: July 4, 2001
- Representative : Michio Fujita, President and Representative Director
- · Head Office: Shibuya-ku, Tokyo
- Tokyo Stock Exchange First Section
- URL https://www.valuehr.com/
- Business Overview: Value Cafeteria® System Insurance business support services Health management and support services Health management support services Support for establishment of health insurance societies

2-3. Business collaboration (2)



"Strengthening and Expanding the Development Structure" with HUMAN TECHNO SYSTEM Group





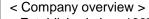
🍃 Ad–Sol Nissin Corp.

Collaboration in a wide range of ICT fields!

◆ Energy (Electricity and Gas) ◆ Healthcare-related ◆ Embedded Systems-related

 \blacklozenge Automotive \blacklozenge Travel-related \blacklozenge Aircraft-related, etc.





- Established: Jun. 1997
- Representative : Fumiaki Kikuchi, Chairman and Representative Director Hidetaka Tagami, President and Representative director
- Head Office: Fukuoka-shi, Fukuoka
 Prefecture
- Bases: Tokyo, Osaka, Aichi, Kumamoto, Kanagawa, Kagoshima
- 5 group company Human Technosystem, Human Technosystem Tsukyo HTS Rise, i-Plaza, and CT
- URL:http://hits.kkhts.com/

 Business Overview: Package development and sales, Software development, design and manufacturing, Solution services, System Consulting



Initiatives in the 1H

1. Security Initiatives

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2. Alliance activities

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- 2) Global expansion
- 3) Business collaboration

3. Ad-Sol brand strategy

- 1) Promotional activities
- 2) Quality Initiatives

4. Key Strategies



Actively participate in forums, seminars, and exhibitions

- 28th Scientific Research Presentation Meeting of the Society for Geographical Information Systems (2019/10/19-20 The University of Tokushima)
- SATEX (Satellite Positioning and Positioning Exhibition) 2019

(2019/9/11-13 Tokyo Big Sight)

 Geographical Seminars on Cyber Security Solutions (Kyoto)

(2019/7/22 Kyoto Economic Center)

- Yokohama National University 4th IoT Security Forum (2019/7/30-31 Gochano Mizu Sola City)
- Interop Tokyo 2019 (Smart Japan Alliance, 2019/6/5-7, 2019 Tokyo Big Sight)
- Smart Sensing 2019

(2019/6/5-7 Tokyo Big Sight)

15th GIS Community Forum

(2019/5/23-24 Tokyo Midtown)











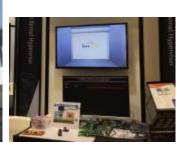


3-1. Promotional Activities (Forums, Exhibitions, Seminars)



Exhibited at the U.S. RSA Conference 2019 for the 3rd consecutive year







Overview

- ◆ Date and time: March 4-8, 2019
- ◆ Venue: The Moscone Center (San Francisco, U.S.A.)
- ·It has been held annually since 1993
- World's largest
- ·Leading-edge security conferences and exhibitions

(IT technology, standards, implementations, legislation, policies, security threats, etc.)



Mini-Seminar





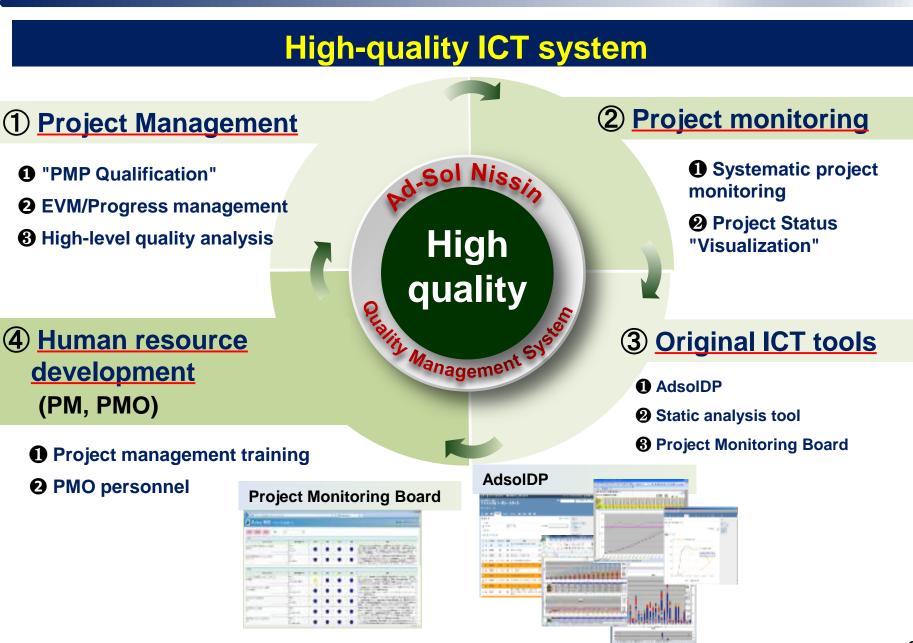
Japan pavilion





3-2. Initiatives for High Quality





Initiatives in the 1H

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2. Alliance activities

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- 2) Quality Initiatives

4. Key Strategies

4. Priority measures



Business area expansion

Social Infrastructure Business

- Enhancement of business foundation
- Exploration and expansion of **new areas**

Advanced Industry Business

- IoT for manufacturing
- Cashless
- Expansion of **New Domains**

⇒ • Electricity-related

(spin-off, separation of power generation and transmission)

- Gas-related (spin-off, pipeline separation)
- ⇒"Space" "Logistics" "5G (Next-Generation Communications)" a
 - ⇒"Next-Generation EV Vehicles" "Automatic driving," "Industrial equipment," etc.
 - ⇒"Next-Generation Payment and Card"
 - ⇒Use of advanced technologies: "Big Data", "AI"

Creating and providing new value

Comprehensive IoX Engineering Business

Differentiation Technology

- ⇒ "IoT Cyber Security Solution"
- "AI" "Big Data" "GIS" and "Wireless"

Demonstrating competitive advantage

• Enhance solutions

⇒AI-IoT platforms (cloud-based)

Industry-university collaboration, Collaborative research ⇒IoT Security, GIS, Multicore

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Forward-looking statements in these materials are based on targets and predictions and are not to provide assurance or guarantee. Moreover, please be aware that the company's future performance may differ from its current forecasts.

Furthermore, descriptions of performance, etc. are based on various data deemed reliable but the company does not guarantee the accuracy or safety.

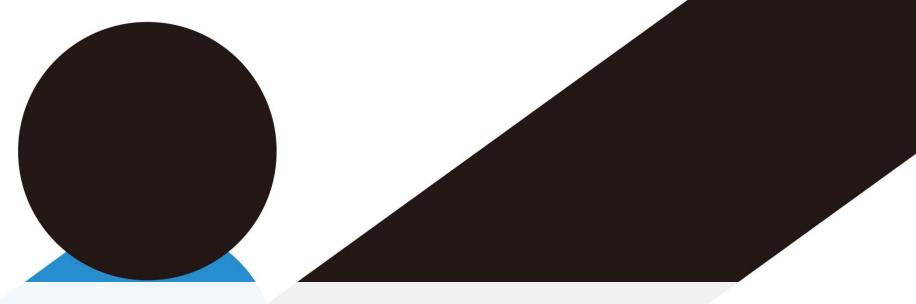
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URL http://www.adniss.jp/

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Appendix



Overview by business segment

Infrastructure Business

We are developing system integration services in social infrastructure such as "energy (electricity / gas)" "road / railway" "aerospace" "public / disaster prevention" "communication network".

Energy field

Core systems for electric power companies and gas companies, liberalization systems, etc.

Transportation field

ICT systems related to space, aerospace, rail and road

Public works field

ICT systems for disaster prevention, dams, rivers, and other government agencies, as well as local governments

Communication network field

Communication-related ICT systems, such as next-generation communications (5G)

Advanced industry business

We are promoting IoT for Japanese manufacturing such as "Next Generation EV Vehicle" "Industrial Equipment", "Equipment" and "Medical Equipment" and provide an advanced ICT system related to the next generation payment system.

Control systems field

ICT system to be incorporated into products sold by customers, such as next generation automobiles, car OS, office equipment, medical equipment, equipment

Foundation systems field

Basic ICT systems, such as payment and credit card systems

Solutions field

Providing unique solutions, such as security, short-range wireless communications and GIS (Geographic Information Systems)





LynxS

SECURE

FACTOR

taccess

Location

Stack

SUN MAP

LynxO

SECURE

X

RESCUE

LOOK

Comprehensive IoX Engineering Business

Toward the realization of 'Safe and super smart society (Society 5.0)', with our core IoT cyber security solution as the core, we propose our own solutions such as AI, Big Data, GIS (Geographical Information System), Wireless communication, etc.

Security solution

- We provide a total service from consulting to security for IoT equipment.
- Security Solutions for IoT Equipment: LynxSECURE
 - Protecting all manufacturing plants: SECURE FACTORY
 - Protecting Offices: SECURE RESCUE for legacies
 - Protecting Construction Sites: SECURE RESCUE for USB
 - Protecting hospitals and nursing care facilities: SECURE RESCUE for ClosedNET
- Physical Security (Human Communication) and Vulnerability Diagnosis Services
- Security Consulting Services (Governance and Compliance)
- Network, security, security human resource development, education services, etc.

Wireless communications solutions

- We provide comprehensive wireless communications essential to the IoT system.
 - uLocation (indoor position detection systems)
 - uStack (Short Radio Communication LPWA, Nb-IoT, Zigbee®, etc.)
 - tACCESS (proprietary, electric field communications systems)
 - uLook (visualization of electricity, etc.), etc.

GIS (Intellectual Information System)

- Provide consulting, system development, PoC, solution, etc. for GIS (geographical information system) on a one-stop basis
- SUNMAP[®] Solutions
 - SUNMAP for Crisis (BCPs and crisis-management support)
 - SUNMAP for VRP (support for delivery route planning)
 - SUNMAP for SER (market area analyses, marketing, field surveys, etc.), etc.

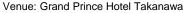
Security Forum in the IoT Era (Held)



2018

"Security Today! The World and Japan's IoT Security Frontline"

Sponsored by: Lynx Software Technologies, Inc. Webroot Inc., Konica Minolta Inc., Newtech Co., Ltd., Panasonic Corporation, mitsuiwa corporation, Ryoyo Electro Corporation, Takebishi Co., Ltd., LAC Co., Ltd., INFORMATION SYSTEMS AUDIT CORP., GKI Co., Itd, Top Out Human Capital, Inc.







2017

"The Frontline of Security Measures in the Full-fledged IoT Era"

Sponsored by: Lynx Software Technologies, Inc., Webroot Inc. Japan OMG, JIC Quality Assurance Ltd., mitsuiwa corporation, and Ryoyo Electro Corporation. Venue: Grand Prince Hotel Takanawa

2016

"Remarkable progress! IoT Security Frontline

Sponsored by: Nikkei Inc. Special Sponsor: Ad-Sol Nissin Corporation Other sponsor: Lynx Software Technologies, Inc. Venue: Iino Hall (Chiyoda-ku, Tokyo)





2015

"Frontline of Cyber Security in Smart Society"

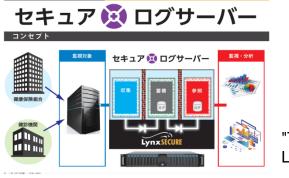
Sponsored by: Lynx Software Technologies, Inc. Venue: Grand Prince Hotel Takanawa

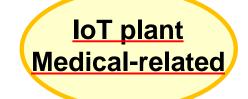


Security Forum for the IoT Era (Exhibition 1)













"Traceability support!" Log collection + Anti-falsification + AI



Protecting Production Facilities and Equipment! Data diode + network separation



Security Forum for the IoT Era (Exhibition 2)





Human Resources Initiatives ① (Recruitment Activities)



Joined new graduates in April 2019

- Number of participants: <u>40</u> (+10 YoY)
- Job type: Technical Engineer
- Breakdown: 15 graduate school graduates and 25 university graduates



Employment activities in April 2020

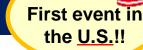
- Recruitment plan: <u>50</u> (<u>+10</u> YoY)
- Number of unaffiliated persons: <u>48</u> (as of November 1)
 - Graduate School: 13
 - University: 35
 - Global human resources: 2 (Vietnamese students)
- Job type: Technical Engineer





* Orientation on October 1, 2019.

Overseas Internships (San Jose, U.S.A.)



Develop high-level human resources: OS and Security







Period: August 26 to September 20, 2019 (20 days) Participants: 3 persons (1 person for 3 regenerations in the faculty and 2 persons for 1 regeneration in the master)

Research and Results Development



Research agenda Data References in Network Separated Environments

Results Presentation

Security Forum for the IoT Era 2019 Presentation of research results at exhibitions (Oct. 11, 2019)

Briefing session

Overseas Internship Report Meeting at Ritsumeikan University

(Oct. 30, 2019 at Ritsumeikan University)







