# 2021

Apr. 1, 2020 – Sep. 30 2020

## FY3/21 Q2 Financial Results



Tomizo Ueda, President and CEO

November 12, 2020

JPX 東証一部上:

## Summary of FY3/21 Q2 Results

## **Initiatives of Ad-Sol Nissin**

## Key Measures and Business Forecasts for FY3/21



Sales : 50.3%



### **Record-high sales, profit and order backlog!**

Sales	<u>6.79 billion yen</u>	• YoY <u>+<b>4.1</b>%</u>
Operating income	<u>688 million yen</u>	• YoY <u>+10.7%</u>
Order backlog	2.84 billion yen	• YoY <u>+13.9%</u>

Progress rate to the full-year forecasts

(Reference) Financial forecasts of FY3/21 Sales : 13.5 billion yen, Operating income : 1.22 billion yen

**Operating income** : **56.5**%

**COVID-19 impact on our performance : None** 



## Operating profit margin : <u>10.1% (Record-high!!</u>)

	FY3/20 Q2		FY3/21 Q2		YoY	
(Unit: million yen)	Result	Ratio to sales %	Result	Ratio to sales %	Increase/ decrease	Pct. change
Sales	6,522	-	6,790	-	268	4.1
Social Infrastructure Business	3,917	60.1	4,255	62.7	338	8.6
Advanced Industry Business	2,604	39.9	2,534	37.3	△70	△2.7
Gross profit	1,649	25.3	1,715	25.3	66	4.0
SG&A expenses	1,026	15.7	1,026	15.1	△0	△0.0
Operating income	622	9.5	688	10.1	66	10.7
Ordinary income	636	9.8	707	10.4	71	11.2
Net income attributable to owners of parent	439	6.7	507	7.5	68	15.6

\* 1: From FY3/21, Ad-sol Asia Co., Ltd. (a wholly owned subsidiary, starting business on April 1, 2020) has been added to the scope of consolidation. For this reason, the financial results for FY3/20 in this materials are presented with reference to the parent company's non-consolidated figures (the same applies to comparative figures).
 \* 2: From FY3/21, we have changed the segment of travel-related business to the advanced industry business, which has a high affinity from the business and technical aspects. For this reason, sales by segment for FY3/20 have been adjusted to reflect the reclassification of travel-related business.

## Sales by Segment

Ad–Sol Nissin Corp.

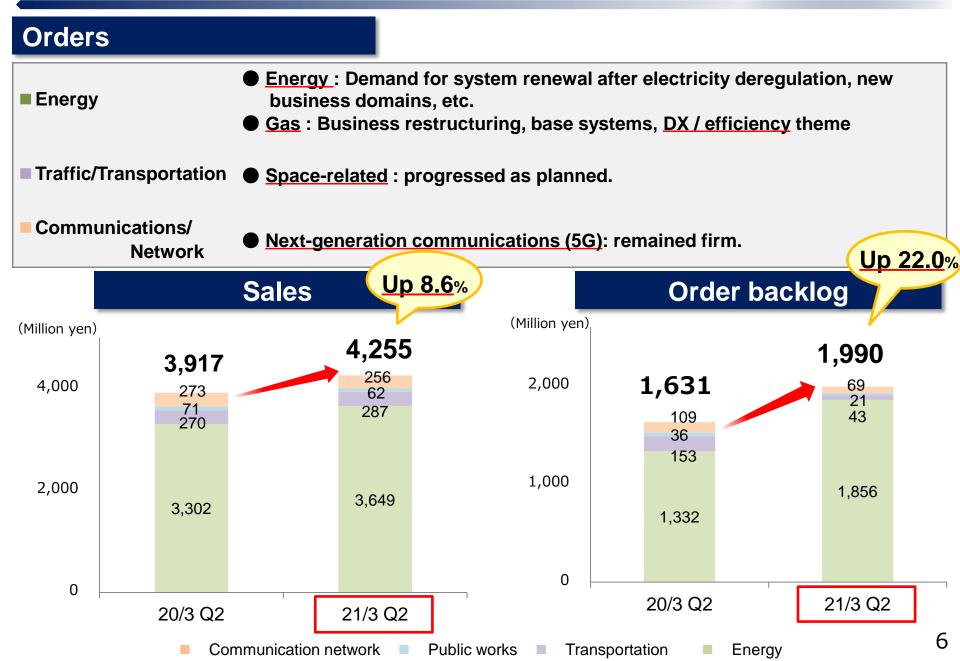
- Social Infrastructure Business : <u>Energy</u> (electricity and gas)

Advanced Industry Business : Medical, Next-generation Automobiles (advanced EV, automatic driving ), **Payment** 

	FY3/2	FY3/20 Q2		FY3/21 Q2		ρΥ
(Unit: million yen)	Result	Ratio to sales %	Result	Ratio to sales %	Increase/ decrease	Pct. Change
Sales	6,522	-	6,790	-	268	4.1
Social Infrastructure Business	3,917	60.1	4,255	62.7	338	8.6
Energy	3,302	50.6	3,649	53.7	346	10.5
Transportation	270	4.1	287	4.2	17	6.5
Public works	71	1.1	62	0.9	∆9	△13.0
Communication Network	273	4.2	256	3.8	∆16	△6.2
Advanced Industry Business	2,604	39.9	2,534	37.3	△70	△2.7
Control system	954	14.6	1,011	14.9	56	5.9
Foundation system	1,408	21.6	1,278	18.8	△129	∆9.2
Solution	242	3.7	244	3.6	2	<sup>1.0</sup> 5

## **Social Infrastructure Business**

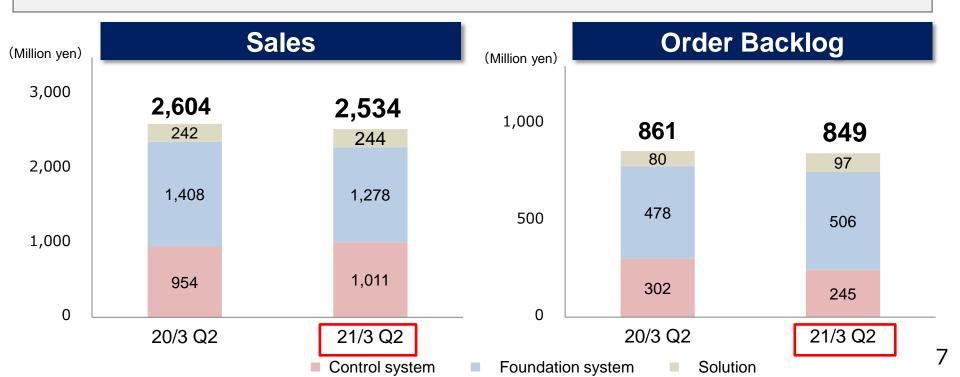




## **Advanced Industry Business**



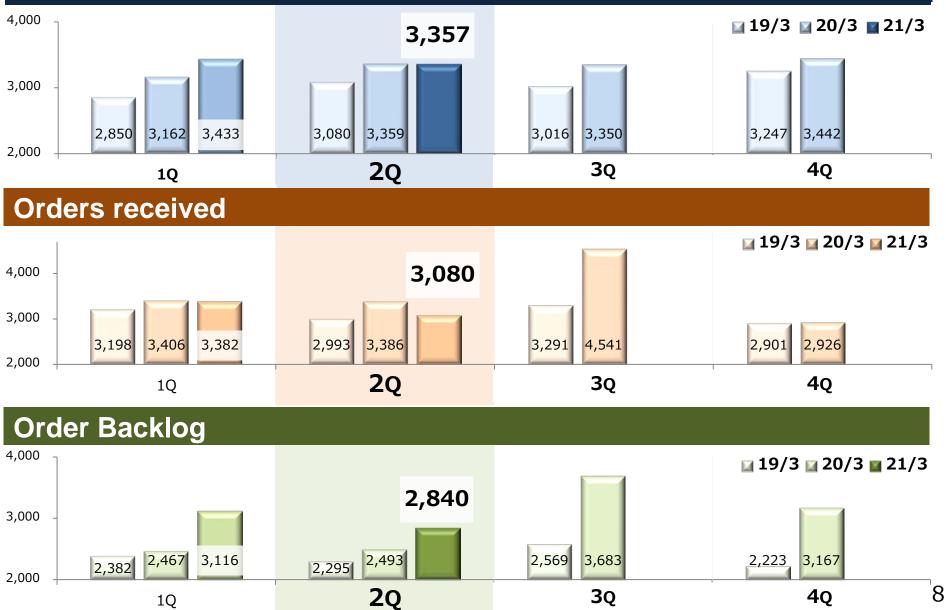
Orders	
Control system	<ul> <li>Orders for <u>next-generation vehicles</u>, IoT base, etc. : Progressed as planned</li> <li><u>Medical</u>: Some development schedule was postponed</li> </ul>
Foundation system	<ul> <li><u>Settlement base system-related</u>: Progressed as planned and expanded domains</li> <li><u>Services-related</u>: Reduced or postponed in some areas</li> </ul>
Solution	<ul> <li>LynxSECURE : Solution development and demonstration experiments (secure laptop, etc.) continued</li> <li>GIS (Geographic information system): Enhanced solutions</li> </ul>



## **Quarterly Trends**

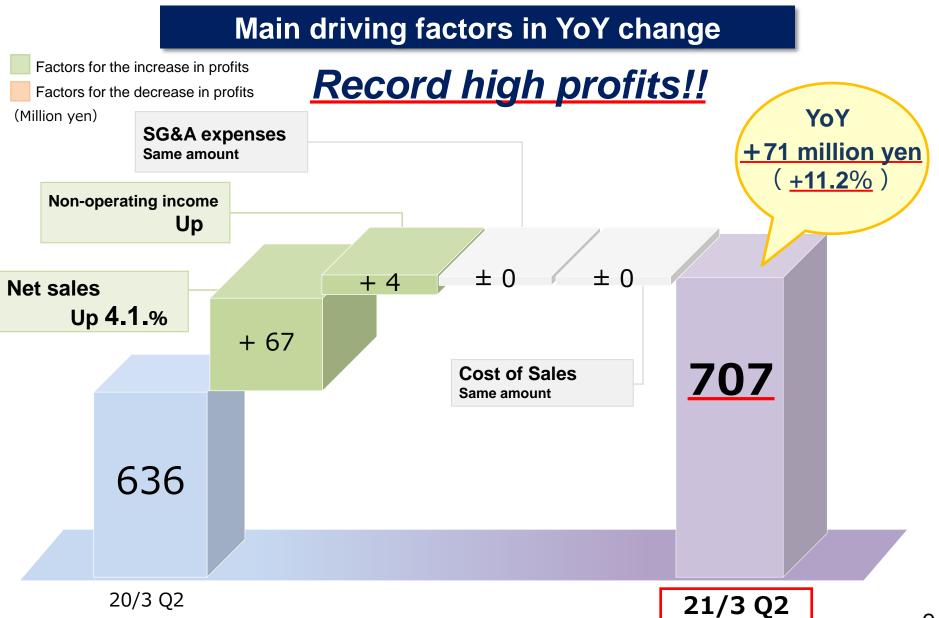


Sales



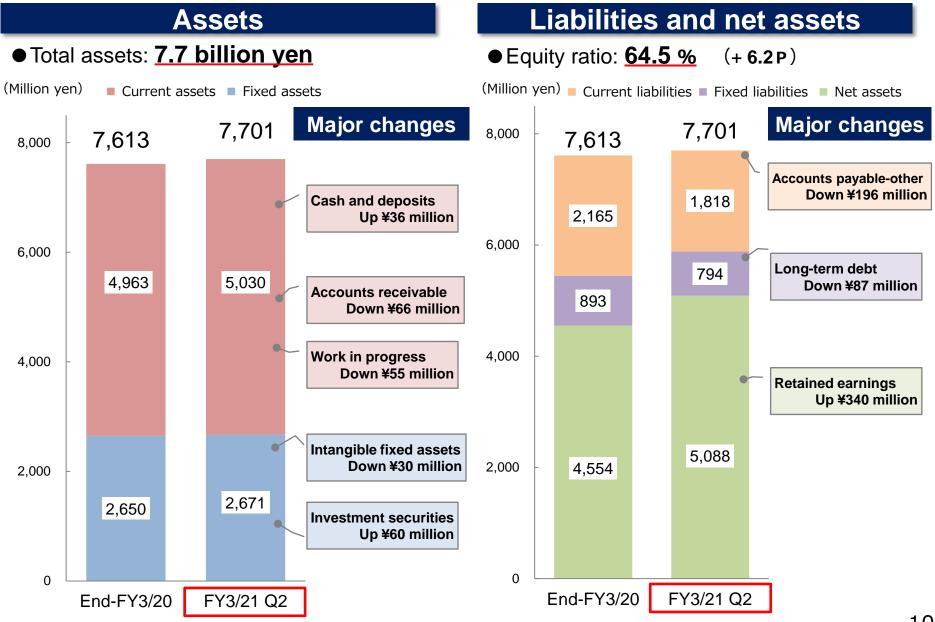
## Analysis of Ordinary income





## Balance Sheet(YoY)





**Cash Flows** 



Ou	ıtline			
(Million yen)	20/ 3 Q2	21/3 Q2	Change factors	
			<ul> <li>Income before income taxes</li> </ul>	736
			<ul> <li>Depreciation and amortization</li> </ul>	44
			<ul> <li>Decrease in trade receivables</li> </ul>	80
Operating activity	567	181	<ul> <li>Income and enterprise taxes paid</li> </ul>	△227
			<ul> <li>Decrease in accounts payable-other</li> </ul>	△196
			<ul> <li>Decrease in trade payables</li> </ul>	△57
			<ul> <li>Increase in inventories</li> </ul>	△55
			Purchase of property, plant and equipment	△1
Investing activities	∆479	14	<ul> <li>Proceeds from sale of investment securities</li> </ul>	22
			•Expenditures for deposits and guarantees	△5
			<ul> <li>Repayment of long-term loans payable</li> </ul>	△107
Financing activities	∆191	△237	·Cash dividends paid	△165
Cash and cash equivalents Ending balance	1,651	1,899		1

## Summary of FY3/21 Q2 Results

## Initiatives of Ad-Sol Nissin

## Key Measures and Business Forecasts for FY3/21



\* Adsol Nissin will introduce case studies of the adoption and implementation of cutting-edge solutions and technology trends on both days.

### Solution Brand Activities<sup>(2)</sup>



### **Digital Innovation Lab: Experience cutting-edge solutions**



### **Ad-Sol Digital Innovation Lab**

#### [Work style reform / productivity improvement]

Management and location detection of people and things in the factory

Utilizing the latest technologies such as AI and cloud [Disaster prevention / BCP measures]

Fusion of various data with map information us Contribution with geographic information system (GIS)

#### [<u>Telework</u>]

High security at home / office

LGWAN only connection / data diode function

#### [Digital data protection]

IoT security, cyber security measures, digital data protection

### **Opening Ceremony**



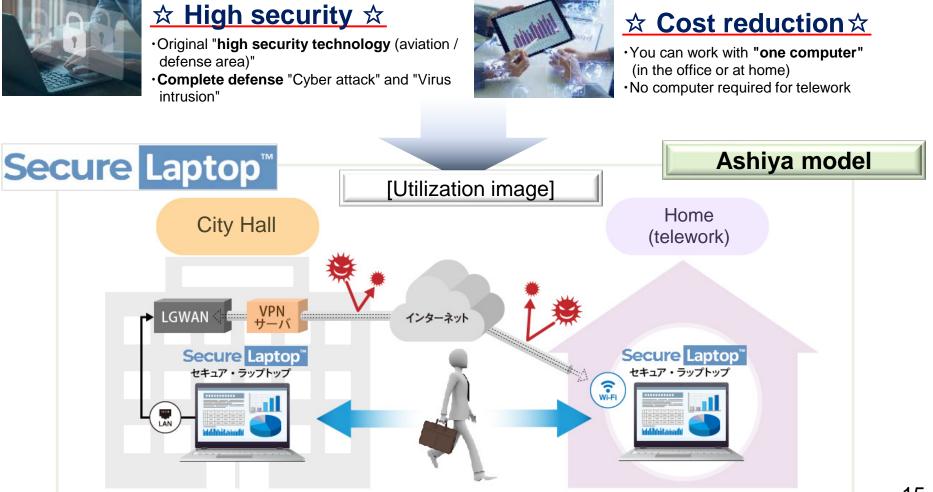
September 2020 at Digital Innovation Lab, 10th floor, Tokyo Headquarters



### For Municipalities: Secure Laptop

Telework!!

### Connect securely from inside the office or at home with one PC



☆ Communication /

standardization ☆

·Sharing a wide variety of "factory / control

equipment data"

 $\Rightarrow$  High security  $\Rightarrow$ 

·Countermeasures against cyber attacks

through external connections to the <u>"closed</u> network in the factory"



Enhanced Cyber Security!

### Factory DX: "IoT Secure Server"

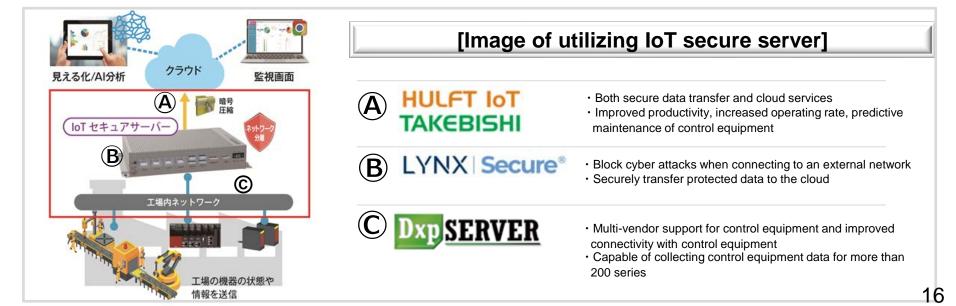
Factory data + Remote (cloud) = DX

### ☆ <u>Communication /</u> encryption ☆

Secure encryption of huge amounts of "<u>digital</u>
 <u>data</u>"

### ☆ <u>Real-time utilization</u> ☆

 "Improved productivity" "Increased operating rate" "Predictive maintenance of control equipment"



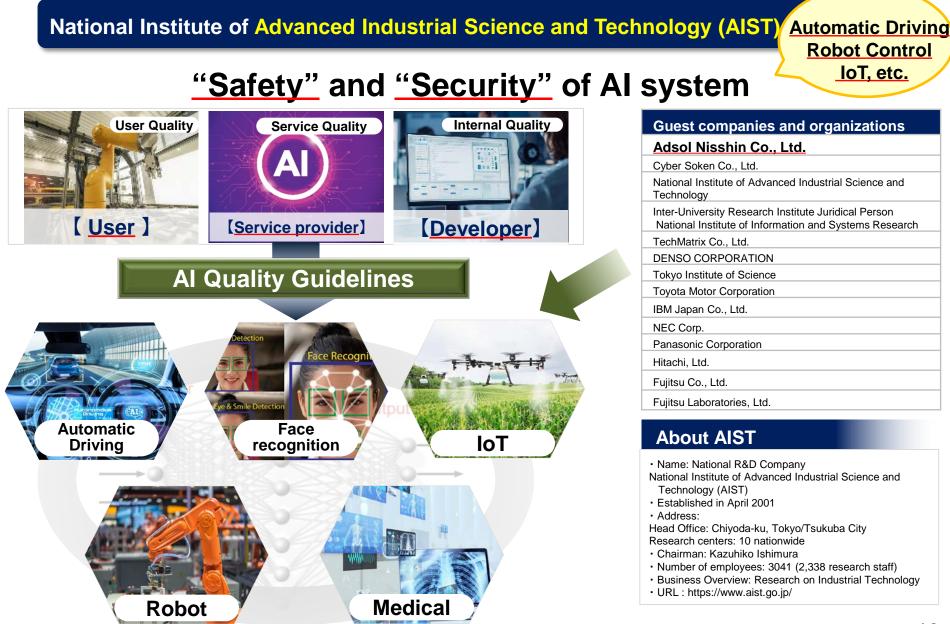


### Schneider in France: GIS x AR Solution

GIS (Geographic Information System) x AR (Augmented Reality) = DX







## New field: Strengthening "security system"



### ICT system that protects "living" and "society"

"Safety and security" and "Realization of a sustainable society"





### [Space / Aviation System]

- Aviation system · Satellite
- ·Aircraft ICT ·Satellite control system
- ·Management system, etc.



### [Medical / Healthcare]

- Medical equipment
- Medical information system
- Nursing care equipment
- Hospital system
- •Nursing care information system, etc.



#### [Disaster prevention system]

- Natural disasters
- Early recovery · Disaster prevention
   infrastructure
- · Prevention / prediction system
- Disaster prevention information ICT
- Meteorological system, etc.



### Cyber security

- · DX (Digital Innovation)
- Cutting-edge technology (AI, AR, VR, cloud)
- IoT
- Cloud
- · Electronic money, etc.

#### Human resource development



- Industry-academia collaboration
- Academic society
- Advanced IT research
- ・R&D in US

### Solution



- Cyber security
- GIS: Geographic information system
- Near field communication / position detection
- Cutting-edge technology (DX, AI, etc.)

### **ICT** achievement



ICT achievements · Social infrastructure Electric power and gas Disaster prevention / aviation Space and others

 Advanced industry Medical / long-term care / self-driving, Control equipment / FA IoT and others

### 19



DEVELOPI

**G**OAL

SUSTAINABLE

### **Tokyo Health Care University: Center for Infection Control Studies**



前を向く、医療人づくりを、追求する。 東京医療保健大学



### [Medical equipment]



- Medical equipment
- Inspection equipment
- · Medical IoT, etc.

[Industry-academia collaboration]



 Joint research and development

Medical ICT personnel, etc.



[Medical ICT]

- · Medical record system
- Emergency system, etc.



- Advanced education and research regarding infection control that protects medical staff and patients from
  the threat of new infections
- In addition to responding to unknown infectious diseases, we are promoting efforts to realize infection control from a wide range of areas such as preventive measures for each infection route such as airborne infection, droplet infection, contact infection, vaccine effect, drug resistance, etc.

### Tokyo Health Care University

- Opening: 2005
- Faculty / Advanced Course: Faculty of Medical Health, Faculty of Nursing Higashigaoka, Faculty of Nursing Tachikawa, Faculty of Nursing Chiba
  - Faculty of Nursing, Wakayama, Department of Midwifery
- Chairman: Mr. Tetsuo Tamura



Left: Mr. Tetsuo Tamura, President of Tokyo Health Care University

Right: Tomizo Ueda, President and CEO of the Company August 2020 at Tokyo Health Care University





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## **Initiatives of Ad-Sol Nissin**

Key Measures and Business Forecasts for FY3/21

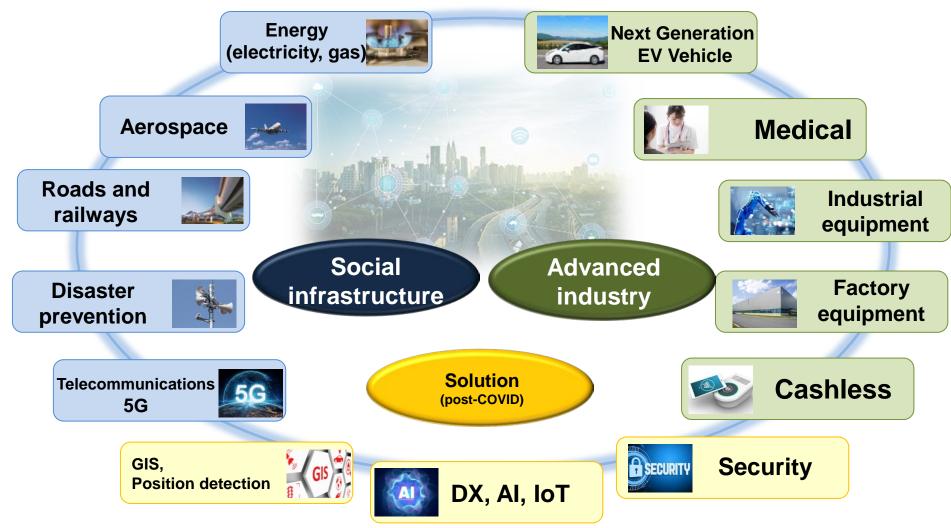


## New Mid-term Management Plan is under formulation

(Plan to announce in spring 2021)



## **Pioneering the future with digital innovation**



## FY3/21 Full-year Business Forecasts

## Operating income to grow for 11 consecutive years!

		FY3/20		FY3/21(Plan)		YoY	
(Un	it: million yen)	Result	Ratio to sales %	Forecast	Ratio to sales %	Ratio to sales %	Pct. change
S	Sales	13,315	-	13,500	) -	184	1.4
	Social Infrastructure Business	8,070	60.6	8,598	63.7	529	6.6
	Advanced Industry Business	5,246	39.4	4,902	36.3	△119	△6.6
C	Gross profit	3,284	24.7	3,375	25.0	90	2.7
C	Operating income	1,213	9.1	1,220	9.0	6	0.5
C	Ordinary income	1,236	9.3	1,244	9.2	7	0.6
ſ	Net income	824	6.2	826	6.1	2	0.2

\* From FY3/21, "Travel-related " has been changed to the "Advanced Industry Business".

Ad-Sol Nissin Corp.

## Shareholder Returns - Dividends-

<ul> <li>Dividend Policy</li> </ul>	♦ Divid	dend Forecast	
Dividend payout ratio: 35%	or more (Unit: Yen) Interim	FY3/20 14	FY3/21 16
<ul> <li>Consecutive dividend increa</li> <li>Dividend plan twice</li> </ul>	ases Year-end	14	17
Dividend plan twice a year (inter year-end)	Annual	32	33
Dividend Change			
<ul> <li>Dividends (Left axis)</li> <li>EPS (Right axis)</li> </ul>			89.6 - 1
	ncreases for 11		89.9 8
30	utive years!!	59.1 61.3	<sup>75.9</sup> 6 33.0 4
	10 0 26.3 <sup>32.</sup>	4	- 2
20 3.1 10.8 8.8 13	3.5 <sup>19.8 20.3</sup>		32.0
10	13.	20.0 21.0	
0	.1 6.0 9.5		
-	3/3 14/3 15/3 16/	3 17/3 18/3 1	9/3 20/3 <b>21/3</b>

Ad–Sol Nissin Corp.



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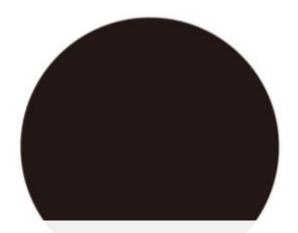
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### ■Contact



URL http://www.adniss.jp/

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## Reference

## **Initiatives of Ad-Sol Nissin**



## 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)



## 2-2. Global Development



### "Advanced R&D: U.S." "Global development: 2 bases in China and 3 bases in Vietnam"



### Offshore Development: strengthening and expansion & Ad-5ol Nissin Corp.



## IoT/Cyber Security



### "Quarantined" "Shutdown" "Data Protection"

Nissi

Service

R

Security

d-Sol

Total

### **IoT devices**

- IoT Security Solutions: LynxSECURE
- Protecting Old-OS: <u>SECURE RESCUE</u>

Secure 🚺

LynxSECURE

Development and deployment of original products

Secure

### **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.)

Secure 🔯 Adapter

Secure 🔯 Gateway

Secure 🛛 🔯 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



### 2. Alliances and Collaboration (Security and IoT Market)





## Initiatives for Industry-Academia Collaboration



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

Nissi

industry. Academia Collaboration

### 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



Waseda University EMS Shinjuku Demonstration Center

### **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

### **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





### **Chiba University**

#### "Al for Education + VR: Virtual Reality"

- · The use of VR in "nursing education field".
- · Expand "educational content"





An example of a VR system in research and development

## Initiatives for High Quality













### Shareholder Returns - Shareholder Benefits-



	■ For shareholders whose names are recorded in the Registry of Shareholders as of
Shareholder eligibility	every September 30 <sup>th</sup> and March 31 <sup>st</sup> (twice a year)
and timing	<ul> <li>200 shares or more up to less than 4,000 shares</li> <li>beneficial goods due to be sent out in December and June</li> </ul>
	• 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



### April 2021 New Graduates Orientation (online)

- Number of participants: 50
  - Graduate school graduates: 13
  - University: 37
  - Global human resources: 1 (Vietnamese students)



Job type : Technical Engineer

### Joined new graduates in April 2020

- ◆ Number of participants: <u>47</u> (YoY +10)
  - Graduate school graduates: 14
  - University: 33
  - Global human resources: 2 (Vietnamese students)



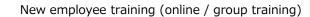


Initiation Ceremony in April 1, 2020

アドソル日進株式会社

2020年度

内定式



## **Corporate Profile**



		Kyushu branch	-
orporate Name	Ad-Sol Nissin Corporation		Sendai
Head Office	Rivarge Shinagawa 4-1-8 Konan Minato-ku, Tokyo 108-0075 Tel: +81-3-5796-313 Fax: +81-3-5796-3265		
Branch	Osaka, Fukuoka, Sendai, San Jose(USA)		
Establishment	March 13, 1976	man in	Tokyo he
Representative	President and CEO Tomizo Ueda	Kansai branch	
Capital	550 million yen		
Fiscal Year- end	March		
Business overview	Develop, provide solutions, commercialization and sales of information systems for companies and public sector, with a focus on <u>the Social Systems Business</u> , as an independent ICT company	San France	Chicago
Number of employees	1,164 (Group total)		Los Angeles
Sales	13.31 billion yen (FY3/20)	San Jose R&D center	
Listing Market	Tokyo Stock Exchange First Section Market Stock code: 3837	<u>3.0</u> <u>1.1</u>	Share hol
Shares outstanding	9,352,919 shares (As of Sep. 30 2020)	3.0	
Affiliated Company	DomesticAd-Sol Asia Corporation.USAAdsol-Nissin San Jose R&D Center, Inc.	24.5	<u>56.2</u>
	USA: Lynx Software Technologies, Inc. China: Weavesoft Ltd.		
Tie-up	Vietnam: 3S Intersoft JSC United Technologies Corporation	<ul> <li>Individuals and others</li> <li>Securities companies</li> </ul>	<ul> <li>Financial institutions</li> <li>Other companies</li> </ul>
	Individual Systems	<ul> <li>Foreign institutions and individuals</li> </ul>	Treasury shares