

2019 2018.4.1-2018.9.30

> FY3/19 2Q **Financial Results**



Ad-Sol Nissin Corp.

Tomizo Ueda, President and CEO

Summary of FY3/19 2Q Results

Initiatives of Ad-Sol Nissin

Key Measures and Business Forecasts for FY3/19

New Medium-term Management Plan Vision2021



Record-high sales and profits!

Upward revision to 1H forecasts!

Sales

5.93 billion yen

(+ **9.9**% YoY)

Operating income

5.25 billion yen

(+30.5% yoy)

■ Progress rate to the full-year forecasts

Sales : **51.5**%

Operating income: 59.7%

Income Statement



◆ Record-high sales and profits!

	FY3/1	8 2Q	FY3/1	9 2Q		YoY			
(Unit: million yen)	Result	Ratio to sales %	Result	Ratio to sales %	Increase/ decrease	Change point	Pct. change		
Sales	5,397	-	5,930	-	533	-	9.9		
Gross profit	1,266	23.5	1,447	24.4	180	0.9	14.3		
SG&A expenses	863	16.0	922	15.5	58	△0.5	6.7		
Operating income	402	7.5	525	8.9	122	1.4	30.5		
Ordinary income	418	7.8	518	8.7	99	0.9	23.8		
Net income	283	5.3	358	6.1	75	0.8	26.5		
EPS (yen)	31.3	-	39.7	-	8.4	-	26.8		

Vs. Initial Forecasts (2Q)



◆ Favorable growth in the Advanced Industry Business!

	Initial fo	recasts	Res	ults	Vs. Initial forecasts			
(Unit: million yen)	Forecasts	Ratio to sales %	Results	Ratio to sales %	Ratio to sales %	Change points	Rate of changes	
Sales	5,630	-	5,930	-	300	-	5.3	
Social Infrastructure Business	3,510	62.3	3,481	58.7	△29	△3.6	△0.8	
Advanced Industry Business	2,120	37.7	2,449	41.3	329	3.6	15.5	
(Comprehensive loX Engineering Business)	1,800	32.0	2,030	34.2	230	2.2	12.7	
Gross profit	1,288	22.9	1,447	24.4	159	1.5	12.3	
Operating income	420	7.5	525	8.9	105	1.4	25.0	
Ordinary income	424	7.5	518	8.7	94	1.2	22.1	
Net income	288	5.1	358	6.1	70	1.0	24.3	

Sales by Segment



- ◆ Social Infrastructure Business: <u>energy</u> field expanded (electricity and gas)
- **♦** Advanced Industry Business: <u>next-generation vehicles</u> expanded (advanced EVs, automated driving)
- ◆ Comprehensive IoX Engineering Business: Steady growth in <u>IoT and security-related</u> businesses

FV3/1										
- 1 1 3/ 1	8 2Q	FY3/1	YoY							
Result	Ratio to sales %	Result	Ratio to sales %	Increase/ decrease	Change point	Pct. change				
5,397	-	5,930	-	131	-	9.9				
3,492	64.7	3,481	58.7	△11	△6.0	△0.3				
2,296	42.6	2,691	45.4	394	2.8	17.2				
708	13.1	438	7.4	△270	△5.8	△38.1				
125	2.3	37	0.6	△87	△1.7	△69.9				
362	6.7	313	5.3	△48	△1.5	△13.3				
1,904	35.3	2,449	41.3	544	6.1	28.6				
705	13.1	1,080	18.2	375	375 5.1					
927	17.2	986	16.6	59	△0.5	6.3				
271	5.0	381	6.4	110	1.4	40.7				
1,751	32.4	2,030	34.2	279	1.8	15.9 6				
	5,397 3,492 2,296 708 125 362 1,904 705 927 271	Result sales % 5,397 - 3,492 64.7 2,296 42.6 708 13.1 125 2.3 362 6.7 1,904 35.3 705 13.1 927 17.2 271 5.0	Result sales % Result 5,397 - 5,930 3,492 64.7 3,481 2,296 42.6 2,691 708 13.1 438 125 2.3 37 362 6.7 313 1,904 35.3 2,449 705 13.1 1,080 927 17.2 986 271 5.0 381	Result sales % 5,397 - 3,492 64.7 2,296 42.6 708 13.1 438 7.4 125 2.3 362 6.7 313 5.3 1,904 35.3 2,449 41.3 705 13.1 1,080 18.2 927 17.2 986 271 5.0 381 6.4	Result sales % decrease 5,397 - 5,930 - 131 3,492 64.7 3,481 58.7 △11 2,296 42.6 2,691 45.4 394 708 13.1 438 7.4 △270 125 2.3 37 0.6 △87 362 6.7 313 5.3 △48 1,904 35.3 2,449 41.3 544 705 13.1 1,080 18.2 375 927 17.2 986 16.6 59 271 5.0 381 6.4 110	Result sales % decrease point 5,397 - 5,930 - 131 - 3,492 64.7 3,481 58.7 △11 △6.0 2,296 42.6 2,691 45.4 394 2.8 708 13.1 438 7.4 △270 △5.8 125 2.3 37 0.6 △87 △1.7 362 6.7 313 5.3 △48 △1.5 1,904 35.3 2,449 41.3 544 6.1 705 13.1 1,080 18.2 375 5.1 927 17.2 986 16.6 59 △0.5 271 5.0 381 6.4 110 1.4				

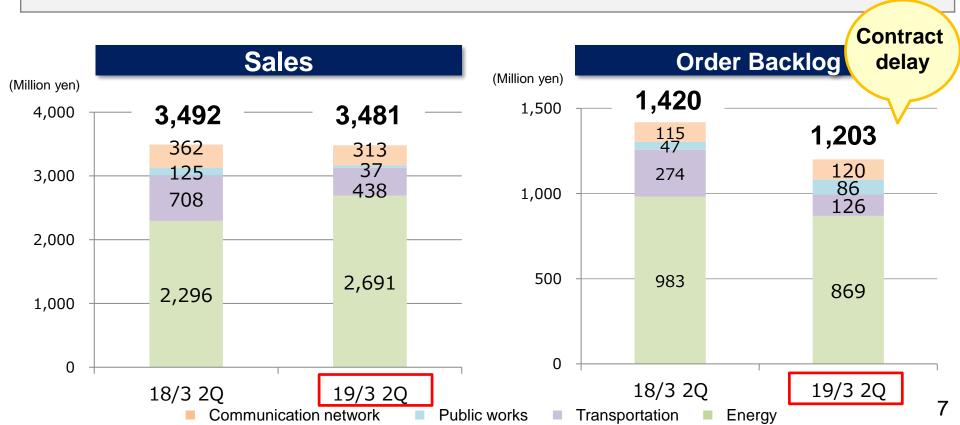
Social Infrastructure Business







- <u>Gas-related</u> sales increased (liberalization, facility-related business, service systems, etc.)
- Transportation <u>Space-related business</u> progressed as planned.
- Public works <u>Disaster prevention</u> is a transitional period for next projects
- Communications network
- <u>Next-generation communications (5G)</u> business progressed as planned.



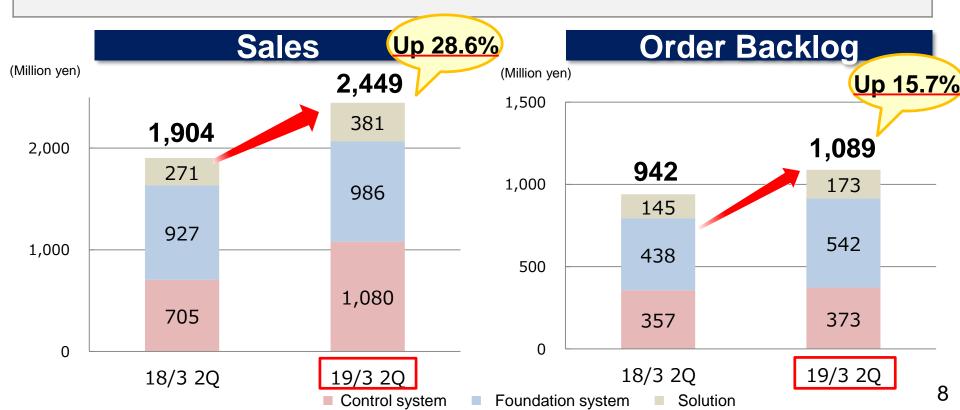
Advanced Industry Business



Orders

- Control system Focus on next-generation vehicles (advanced EVs, automated driving, etc.)
 - Sales of medical-related products were firm
 - Sales of <u>IoT-related (foundation-related</u>) business increased
- Foundation system
- Solution

- Sales of <u>newly payment foundation systems</u> increased
- Security consulting-related remained firm
- Adopted <u>LynxSECURE</u> (loT systems, public networks)
- Geographic information (GIS) sales were strong



Comprehensive IoX Engineering Business

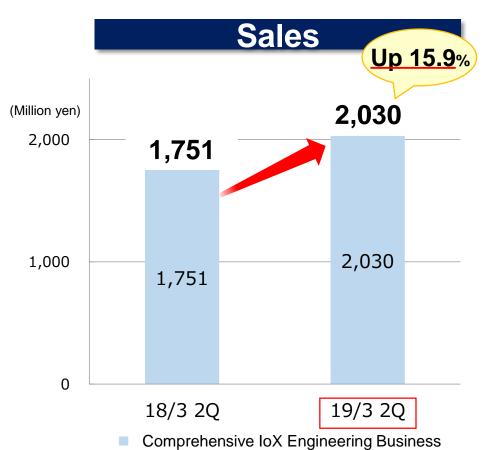


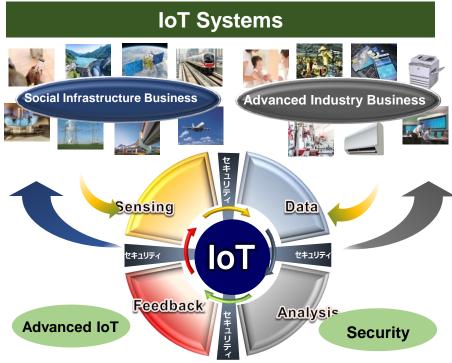
Growth

Driver

Orders

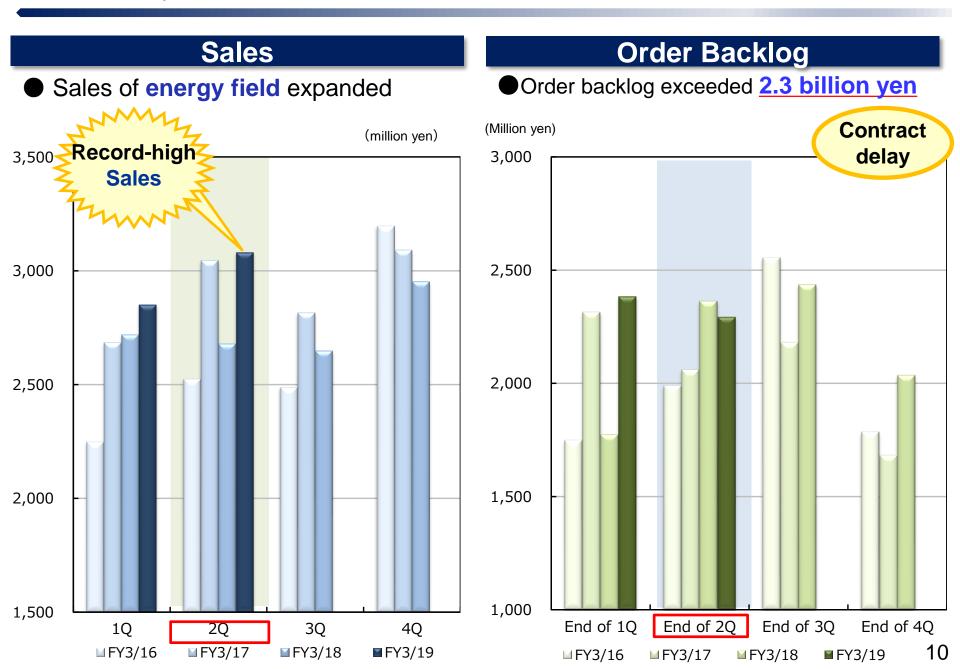
- <u>IoT platform-related</u> (Utilizing <u>Al!</u>)
 - Steady growth in advanced <u>IoT device control-related</u> (next-generation automobiles, etc.)
- Steady growth in <u>Security Solutions</u> (Consulting and <u>LynxSECURE</u>)





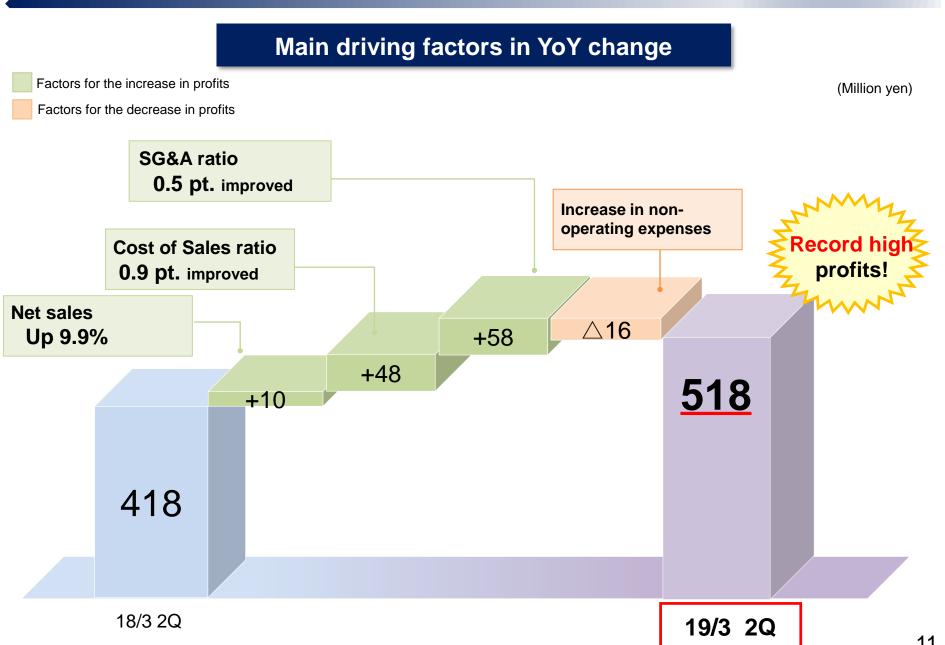
Quarterly Trends





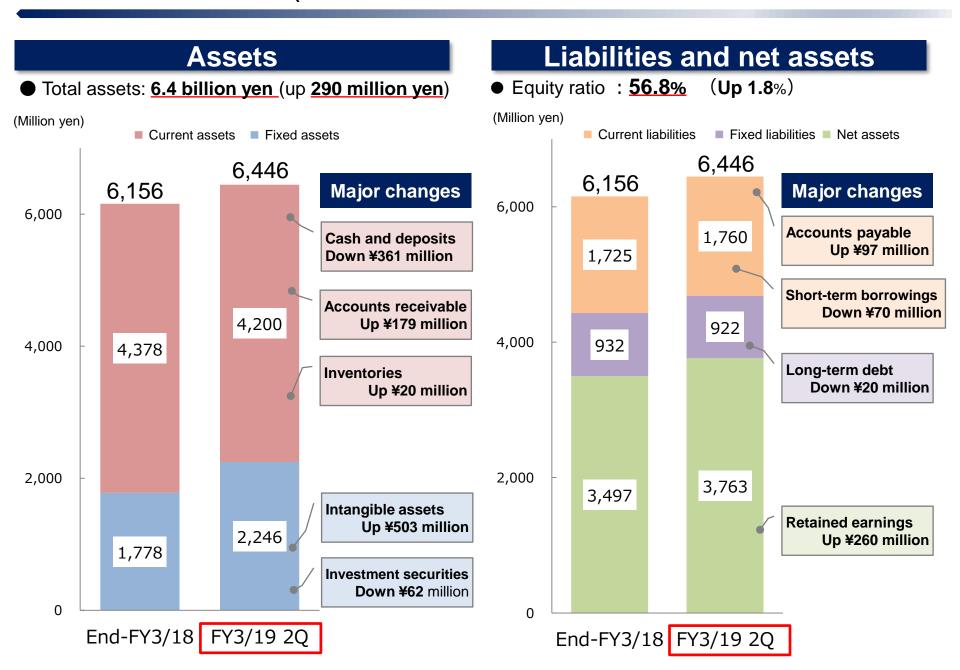
Analysis of Ordinary income





Balance Sheet (YoY)





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Key Measures and Results Outlook for FY3/19

New Medium-term Management Plan Vision2021

Security Forum for the IoT Era 2018



"Security Forum for the IoT Era 2018" for 4 consecutive years





















- Date and time: October 12, 2018, 12:00 to 18:00
- Venue: Grand Prince Hotel Takanawa (3-13-1 Takanawa, Minato-ku, Tokyo)
- Host: Ad-Sol Nissin Corp.
- **♦** Supporter:



















Program

■ Keynote speech

arm

Charlene A. Marini

- **E** XILINX. **Daniel Isaacs** Director.
- Seminor



Arun Subbaraoh

- 📤 Ad-Sol Nissin Corp. Kenji Katayama, General Manager, IoT System Division, Ad-sol Nissin
- Individual Ad-sol Nissin/LAC / Newtech

Exhibitions







Ad-sol Nissin / LAC / Newtech / TAKEBISHI CORPORATION Konica Minolta / Panasonic / Mitsuiwa Webroot / GKI / Top Out Human Capital

Overview of Security Forum in the IoT Era 2018









Nursing fields

Safely connecting IT and OT with "Quarantine!", "cut-off!" viruses



LynxSECURE

適用分野 製造 医療

セキュア 🔯 アダプター



IoT for <u>plants</u>

IoT plants

Connection between **plant** and **IT network!** Realizing IoT through one-way communication



セキュア 🔯 ログサーバー



Collecting real-time data and log of plants Promote business efficiency through IoT and AI analysis! Data protection!



Overview of Security Forum in the IoT Era 2018

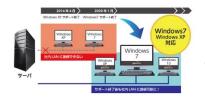




Energy company

Automotive, Heavy
Industry, Energy
Network





Safely use support-out/legacy OS! With <u>quarantine</u> and <u>cut-off</u> viruses



適用分野
車載

ARM 版 LynxSECURE



Arm Users Waiting!

Integrate Linux and real-time
operating systems on Arm







Qυυρρα

GIS (geographic information system) Realize visualization and efficiency by combining map information with various types of information!

Locator system

With wireless communication technology, grasp the position of people / things and cut the waste of confirmation and work!



Test automation!

Reducing man-hours, eliminating mistakes, improving quality!

Promotional activities (forums, exhibitions, seminars) Ad-501 Nissin Corp.

Actively participate in forums, seminars, and exhibitions

♦ RSA Conference 2018



(April 16, 2018 to San Francisco, U.S.A.)

◆ Food Safety Japan 2018

(Kibun Fresh System Co., Ltd., at Tokyo Big Sight from September 26 to 28, 2018)

IoT World Conference Tokyo 2018-Fall-

(September 14, 2018, JP Tower Hall)

Enterprise Agile Study Seminar

(September 13, 2018, 10F Seminar Room, Ad-sol Nissin Headquarter)

◆ JUAS Square 2018

(September 6-7, 2018, Hyatt Regency Tokyo

GIS Association Japan (IoT × GIS Subcommittee)

(June 29, 2018, Seminar Room, Ad-sol Nissin Headquarter)















- Conclusion of a comprehensive agreement
 - Lynx's All Products
 - Exclusive distributor in Japan (exclusive sales)
 - Total support
 - Long-run support



Protect IoT devices

- loT equipment solutions OS selection, security design
- One-stop Planning, design, development, sales and maintenance



(Released April 18, 2018)



Ad-Sol Nissin Corp.

General agent in Japan **Exclusive sales**

- Manufacturers, vendors
- Offices, factories and hospitals
- IoT security



Embedded "Multi-core control system" for next-generation IoT equipment



Ritsumeikan University: Mori Laboratory
 Cutting-edge research in Japan ⇒ operating system (OS),
 Fields of system software, security, and networks

Next-generation IoT /devices



Integration
Multi-core control system







(September 2018: at our company)



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



Expand global delivery system



Renewal of Da Nang Branch in Vietnam





Address:
02 Quang Trung, Thah Thang Ward,
Hai Chau District, Da Nang City
VIETNAM,
10thFloor, DaNang Software Park

Da Nang Software Berk Bldg. 10F



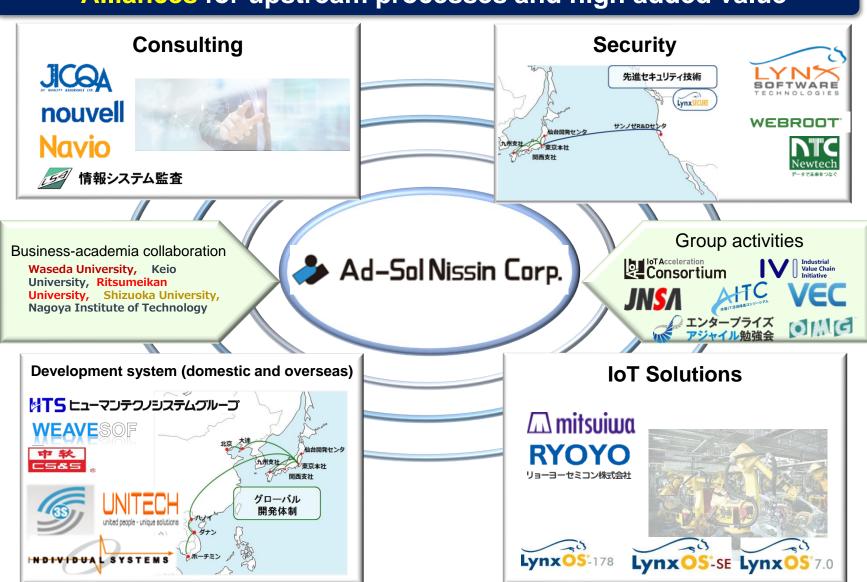














HUMAN TECHNO SYSTEM Group "Strengthening and Expanding the Development System"



HUMAN TECHNO SYSTEM





🔑 Ad-Sol Nissin Corp.

- Collaborate in a wide range of ICT domains!!
 - ◆ Energy (electricity and gas) ◆ Medical related ◆ Embedded system related
 - Automotive-related ◆ Travel-related ◆ Airline-related, etc.

ICT investment in 2020 and beyond

Reinforcing development systems **Promoting Collaborative Business**

Personnel exchanges (quality and management capabilities)

- < Corporate data
 - Established: June 1997
 - Representative : Fumiaki Kikuchi, Chairman and Representative Director Hidetaka Tagami, President and Representative Director
- Head Office: Fukuoka City, Fukuoka
 - · Bases: Tokyo, Osaka, Aichi, Kumamoto, Kanagawa and

Kagoshima

- 5 group company HUMAN TECHNO SYSTEM. HUMAN TECHNO SYSTEM TOKYO. HTS RISE, IPLAZA, HTS ACT
- URL:http://hits.kkhts.com/
- Business overview: Package development and sales, Development, Design and Manufacturing of Software, Solutions services, System consulting















Alliances: Collaboration in the Security Field Ad-501 Nissin Corp.



Collaborate with Information System Auditor in Security Consulting Field



情報システム監査

Information System Auditor



- 📤 Ad-Sol Nissin Corp.

(July 2018: at our company)

- Provide services for <u>large enterprises</u>, <u>group companies</u> (global companies) and government agencies · Developing services for "public offices"
- Established as a specialist system auditing company (first in Japan)
 - Head Office: Yodogawa-ku, Osaka
 - · President: Yasuvuki Mitani

Information Security Measures

~ One-stop service

Vulnerability diagnosis

Countermeasure plan

Support for system design and introduction

Human Resource Development for Information Security field

After-sales follow-up

Large and groups companies **Government agencies**

Development of the "Secure Series"



Developed and sold large-capacity PCs with "Secure Series" with Newtech

Achieving both security measures and operational efficiency!

Launched in May 2018!

★ New Concept Products

Install "Secure Series: Secure Rescue" to Newtech's PCs,

- Continue use of legacy OS
- Expand the system
- Increase storage capacity



O Hardware specification:

CPU: Intel Core i3-6100 3.7GHz2C/4T

Memory: 8GB SSD for OS: 64 GB

Data HDD: 2TB to 10TB (RAID1)

External Dimensions: W154 x D188 x H270

O Hardware maintenance Sendback: 3 years

(Optional on-site maintenance selection)

O Security measure Secure Rescue for legacies

"**Quarantine**" legacy OS "**Block**" cyber attacks

(Released on April 10, 2018)



- ◆ NEWTEC CO., LTD.
 - · Head Office: Minato-ku, Tokyo
 - President: Hirofumi Yanase
 - TSE JASDAQ

Short-range wireless communication for IoT: Service expansion



Launched the short-range wireless communication for IoT "LoRa" packet capture

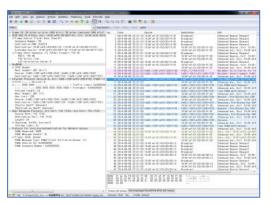
"Compatible with LoRaWAN" "All 17 channels can be confirmed simultaneously"

Launched in April 2018!

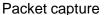
★ New product ★
For developers of IoT products

In product development ... cheap and easy to judge the certification and conformity of the LoRa method!

When installing or using ... Using for checking the communication status of the radio and identifying issues!



Packet Monitor (Wireshark® window)





(Released on April 5, 2018)

- Packet capture of the USB dongle type
- Capturing LoRa packets
- Supports LoRa WAN packets
- Acquired data is shown in the Network Analyzer Software "Wireshark®"
- Capturing from 1ch to 17ch at the same time (upstream: x8ch, downstream: x8ch, beacon x 1ch)

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New Medium-term Management Plan Vision2021



Business Area Expansion

Social Infrastructure Business

- Capturing renewal demand ⇒ Electricity, Gas (Business reorganization, spin-off, acquisition of new customers)
- Exploration and expansion of new areas
 - ⇒ "Space System" "5G (Next-Generation Communications)" "Railway"

Advanced Industry Business

- IoT for manufacturing
- ⇒ "Next-Generation EV Vehicles" "Equipment IoT"
 - "Medical/Nursing Care IoT"

Cashless

⇒ "Next-Generation Payment and Card"

Creating and Providing New Value

Comprehensive IoX Engineering Business

Security

⇒ Development and provision of secure IoT platform

(Devices, Gateways, Packages)

Demonstrating competitive advantage

- Strengthening global development system ⇒ <u>Danang</u>, <u>Vietnam</u> + <u>Dalian</u>, <u>China</u>
- Expansion of <u>domestic development system</u> ⇒ <u>Osaka, Fukuoka</u>
- Industry-university collaboration, Collaborative research ⇒ Security, GIS, Multicore

FY3/19 Full-year Business Forecasts



◆ Profits grew for 9 consecutive years! (record-high profits!!)

		FY3	3/18	FY	3/19		YoY				
(Unit: million yen)		Result	Ratio to sales %	Forecast	Ratio to sales %	Ratio to sales %	Change points	Rate of changes			
Sales		10,997	-	11,500	-	502	-	4.6			
	Social Infrastructure Business	6,858	62.4	7,050	61.3	192	-1.1	2.8			
	Advanced Industry Business	4,138	37.6	4,450	38.7	311	1.1	7.5			
•	Comprehensive IoX Engineering Business)	3,592	32.6	3,950	34.3	358	1.7	10.0			
	Gross profit	2,516	22.9	2,650	23.0	133	0.1	5.3			
	Operating income	832	7.6	880	7.7	47	0.1	5.7			
	Ordinary income	857	7.8	890	7.7	32	-0.1	3.8			
	Net income	553	5.0	564	4.9	11	-0.1	1.9			

Shareholder Returns - Dividends-



◆ Dividend Policy

- Dividend payout ratio: 35% or more (2-point increase)
- Dividend plan twice a year (interim and year-end)

Dividend Forecast

(Unit: Yen)	FY3/17	FY3/18	FY3/19
Interim	9(*1)	10	11
Year-end	11	11	11
Annual	20	21	22

($\frac{1}{2}$ 1) FY3/17 Interim dividends include a commemorative dividend of ¥2 for listing on the First Section of the Tokyo Stock Exchange.

On October 1, 2016, the company conducted a 1:2 stock split. Dividends are shown after taking into account the split.

Shareholder Returns - Shareholder Benefits-



Shareholder eligibility and timing

- 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 ven
- 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 card (equivalent to ¥3,000) or
- Special gift catalog from which shareholders can select a 'Kishu Plum Gift'



創業天保五年 株式会社東農園

























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

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Ad-Sol Nissin Corp.

Market trends and the external environment







Medical



Gas



Disasterprevention





Government administration

Automobile





Distribution



Traffic



Water



Credit



Railway

Aviation



Space



Chemical



Next-generation

Virtual space

Services

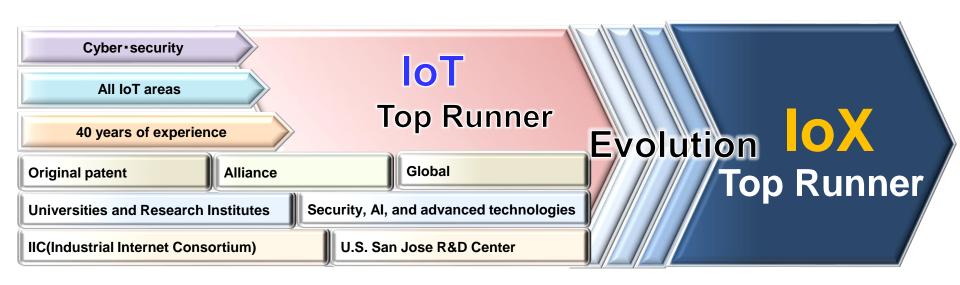


Things

Real space

Market Environment and Our Positioning



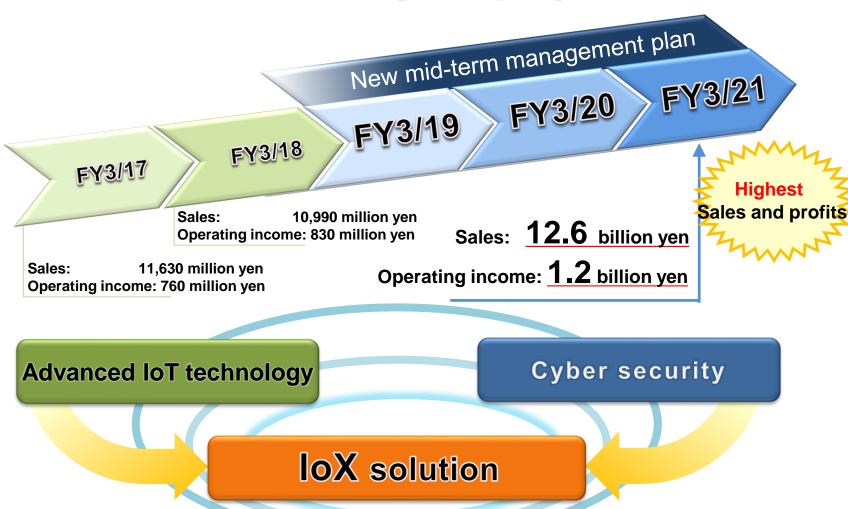






ICT Engineering Company Connecting the Future with IOX

~ IoT Leading Company ~





Social Infrastructure Business

Expanding business area

- "Electric company spin-off (2020)"
- "Commercialization of next-generation communication and 5G (2020)"
- "Gas company spin-off " "Space systems" "High-way traffic systems"

Securing stable profits

- " Energy (electricity and gas)" "Roads and railways"
- "Aircraft", "Public works/Disaster Prevention", "Communication Network

Advanced Industry Business

IoT-based manufacturing

- "Next-Generation EV Vehicles and Auto Driving" "IoT Plant"
- "Industrial Equipment" "Equipment" "Medical/Nursing Care Equipment"
- "Drone"

Outsourcing

"Full support for customer products at the our center"

Cashless

[&]quot;Next-generation payment system"

Growth Strategy





Social Infrastructure Business









Gas





Disasterprevention

Advanced Industry Business



















loX

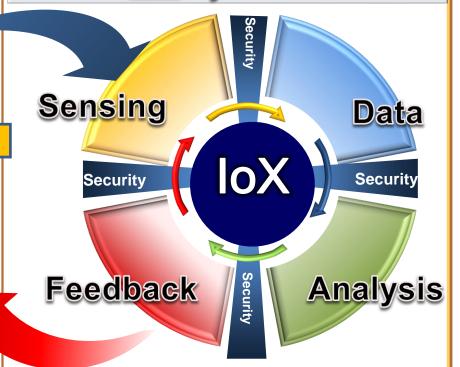
Comprehensive engineering business

Advanced loX technology

Short-range radio, devices, operating systems, AI, Big data, GIS, and sensor networks

Innovative security solutions

loX systems





Alliance strategy Global strategy Value Creation **Strategy Technology** strategy

Ad-Sol Group (capital tie-up, M&A, business tie-up)



Expansion of support system in **Asia** and **ASEAN**



San Jose R&D Center (Advanced Technology)
Universities and Research institutes
(joint research and demonstration)



ategy <u>loX systems</u> technologies



Capital Policy

Improving Capital Efficiency (EPS, Stock Liquidity Ratio)



Corporate strategy

Work style reform, Personnel system reform, Business reform



Themes: Energy, Water, Food, Disaster Reduction



Policy for Return of Profits



FY ending March, 2021

Dividend payout ratio

Dividend

EPS

: 35% or more (+2 point UP!!)

: 28 yen (+7 yen)

: 79 yen (+20 yen)

Compared to FY3/18



New medium-term management plan Vision2021 Ad-5ol Nissin Corp.

◆Operating income target: <u>1.2 billion yen (44.2%</u> increase!)

		F	Y3/19		FY3/21			
(Unit: million yen)		Plan	Ratio %	Growth rate	Plan	Ratio %	Growth rate	
Sales		11,500	-	4.6	12,600	-	14.6	
Social Infrastructure Busi	ness	7,050	61.3	2.8	7,350	58.3	7.2	
Advanced Industry Busin	ess	4,450	38.7	7.5	5,250	41.7	26.9	
(Comprehensive loX Enginee Business)	ring	3,950	34.3	10.0	5,000	39.7	39.2	
Operating income		880	7.7	5.7	<u>1,200</u>	9.5	44.2	
Ordinary income		890	7.7	3.8	1,210	9.6	41.2	
Net income		564	4.9	1.9	720	5.7	30.2	
EPS	(Yen)	62.4	-	1.8	79.7	-	29.7	
ROE	(Yen)	16.0	-	-	17.0	-	-	
Number of the employees	(People)	533	-	7.0	600	-	20.4	
Dividend per share	(Yen)	22	-	4.8	28	-	33.3	
Dividend payout ratio	(%)	35.2	-	-	35.1	-	-	

Note



These materials have been prepared only for the purpose of providing information to shareholders and are not to solicit buying and selling.

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.

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■Contact



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TEL 03-5796-3261

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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 sy

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 (59)

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)



Overview by business segment



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 (Links Secure)
 - 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" of "GIS (geographical information system)" "system development" "PoC"
 "solution" etc. 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.



FY3/18 Sales Trends (Responding to Segment Restructuring)



		FY3/18	1Q	FY3/18	3 2Q	FY3/18	3 3 Q	FY3/18 4Q FY3/		FY3/1	8
(Unit: million yen)		Result	%	Result	%	Result	%	Result	%	Result	%
3	Sales	2,718	-	2,678	-	2,647	-	2,951	-	10,997	-
	Social Infrastructure Business	1,822	67.0	1,670	62.4	1,656	62.6	1,695	57.4	6,845	62.2
	Energy	1,119	41.2	1,176	43.9	1,195	45.2	1,270	43.0	4,763	43.3
	Transportation	397	14.6	310	11.6	279	10.6	226	7.7	1,214	11.0
	Public	83	3.1	42	1.6	33	1.3	82	2.8	241	2.2
	Communication Network	220	8.1	141	5.3	146	5.5	116	3.9	625	5.7
	Advanced Industry Business	896	33.0	1,007	37.6	991	37.4	1,256	42.6	4,151	37.8
	Control system	342	12.6	363	13.6	429	16.2	515	17.5	1,650	15.0
	Foundation system	446	16.4	481	18.0	442	16.7	509	17.3	1,879	17.1
	Solution	107	4.0	163	6.0	119	4.5	231	7.8	622	5.7
•	omprehensive loX ngineering Business)	863	31.8	888	33.1	907	34.2	943	31.9	3,592	32.7