

Summary of Financial Results for 1Q FY March 2016

 株式会社 **DTS**
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Results (Consolidated)

**Both net sales and operating income increased for the quarter fiscal period.
Profit attributable to owners of parent increased partly as a result of the gain on the sales
of land and buildings, including the head office.**

(Units: Million yen, %)	1Q FY 16/3	Ratio to sales	1Q FY 15/3	Year on year	
Net sales	19,591	—	17,293	113.3%	+2,298
Gross profit	3,513	17.9%	2,693 (15.6%)	130.4%	+819
SG&A expenses	1,902	9.7%	1,799	105.7%	+103
Operating income	1,611	8.2%	894 (5.2%)	180.0%	+716
Recurring income	1,639	8.4%	929	176.4%	+710
Profit attributable to owners of parent	1,433	7.3%	537	266.9%	+896

Consolidated Net Sales by Segments

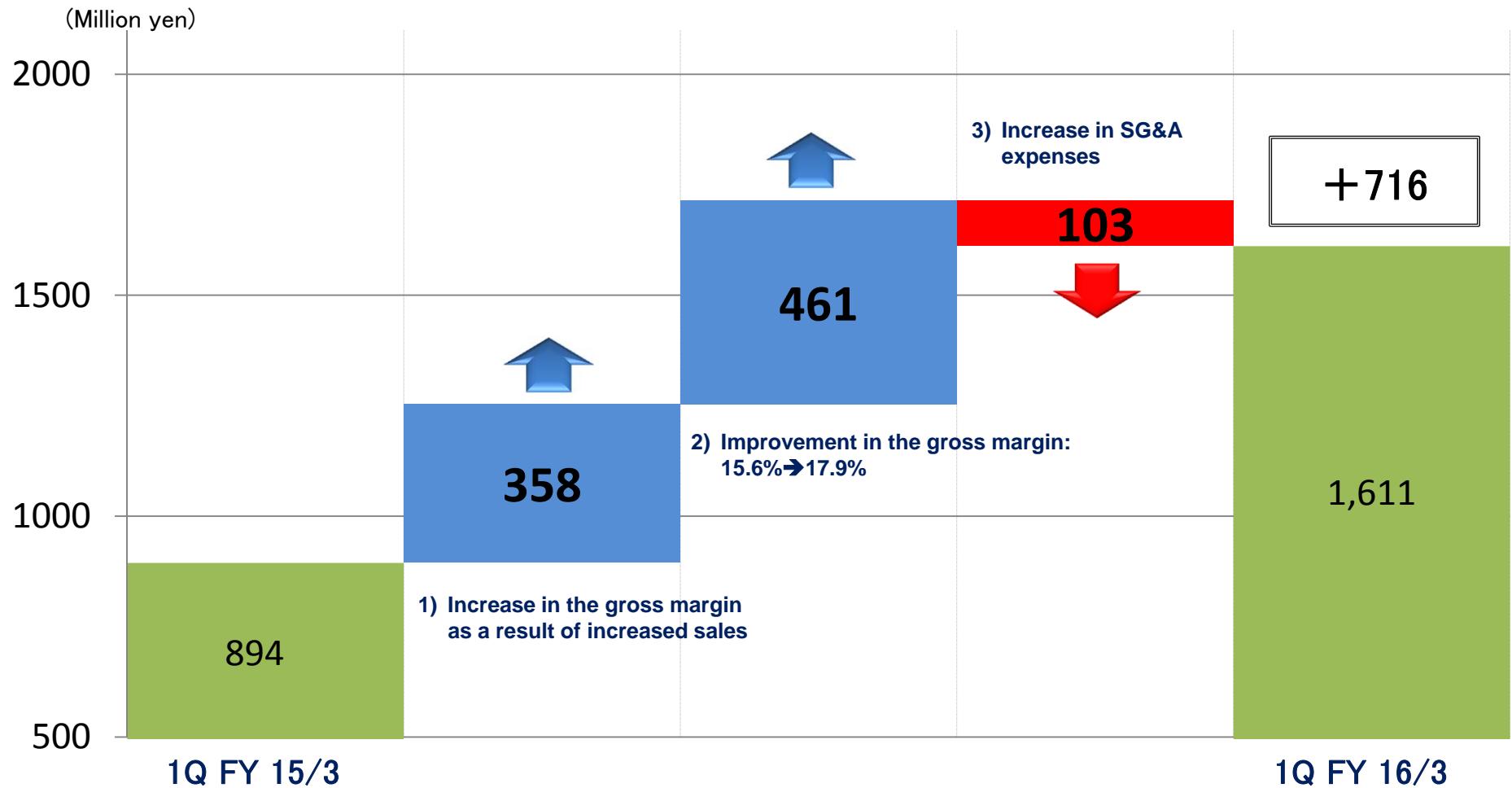
Net sales of systems increased substantially, mainly due to the expansion of demand in finance and insurance. Net sales of products decreased due to the effect of special demand for the previous period.

(Units: Million yen, %)	1Q FY16/3	Ratio to sales	Year on year		Main factors of change
Net sales	19,591	—	113.3%	+2,298	
System	13,726	70.1%	130.6%	+3,216	<ul style="list-style-type: none"> – Sales from development for banks and life insurance firms expanded – Sales from development were strong for services, the public sector, and a wide range of other sectors.
Operation	3,339	17.0%	102.8%	+91	– Scale of existing customers expanded.
Products and other	1,676	8.6%	64.9%	△908	<ul style="list-style-type: none"> – Sales fell in response to large contracts of Internet companies, etc. and special demand for Windows OS updates for the previous period.
Information service	18,741	95.7%	114.7%	+2,399	
Human resources Service	849	4.3%	89.3%	△101	<ul style="list-style-type: none"> – In-house production for personnel placement at major clients – Scale of outsourcing work related to product sales reduced.

Reason for an Increase in Consolidated Operating Income



Operating income increased substantially, reflecting an increase in net sales and the improved gross margin.



New Contracts on a Consolidated Basis

Backlogs in systems increased substantially, reflecting the expansion of demand in banks and life insurance firms.

(Units: Million yen, %)	New contracts				Backlogs			
	1Q FY 16/3	Composition ratio	Year on year		1Q FY 16/3	Composition ratio	Year on year	
Total	16,443	—	104.2%	+658	26,908	—	129.8%	+6,174
System	12,935	78.7%	116.0%	+1,784	18,305	68.0%	147.8%	+5,920
Operation	1,148	7.0%	79.5%	△296	7,035	26.1%	103.2%	+220
Products and other	1,796	10.9%	70.2%	△764	243	0.9%	130.2%	+56
Information service	15,880	96.6%	104.8%	+724	25,584	95.1%	132.0%	+6,197
Human resources service	563	3.4%	89.5%	△65	1,323	4.9%	98.3%	△22

Results (Non-Consolidated)

Both net sales and operating income increased for the quarter fiscal period.

(Units: Million yen, %)	1Q FY 16/3	Ratio to sales	1Q FY 15/3	Year on year	
Net sales	13,129	—	10,641	123.4%	+2,488
Gross profit	2,461	18.7%	1,803 (16.9%)	136.5%	+657
SG&A expenses	993	7.6%	954	104.1%	+39
Operating income	1,467	11.2%	848 (8.0%)	172.9%	+618
Recurring income	1,546	11.8%	915	168.9%	+630
Profit	1,460	11.1%	1,840	79.4%	△379

Unconsolidated Net Sales by Segments

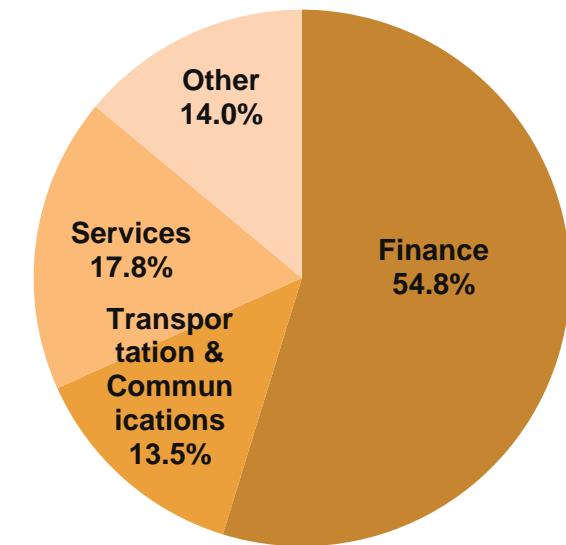
**System sales increased substantially by 31.8% year on year.
Operation sales were strong, up 6.0% year on year.**

(Units: Million yen, %)	1Q FY 16/3	Ratio to sales	Year on year		Main factors of change
Net sales	13,129	—	123.4%	+2,488	
System	10,198	77.7%	131.8%	+2,460	<ul style="list-style-type: none"> – Sales from development for banks and life insurance firms expanded – Sales from development were Strong for services, the public sector, and a wide range of other sectors.
Operation	2,721	20.7%	106.0%	+154	<ul style="list-style-type: none"> – Scale of existing customers expanded.
Products and Other	209	1.6%	62.3%	△126	<ul style="list-style-type: none"> – Sales dropped in response to special demand for Windows OS updates for the previous period.
Information service	13,129	—	123.4%	+2,488	
Human resources service	—	—	—	—	

Sales by End User (Non-Consolidated)

Sales in finance increased substantially thanks to the expansion of demand from banks and life insurance firms. Sales in transportation & communications remained the same. Sales in the public sector and services were strong.

(Units: Million yen, %)	Amount	Composition ratio	Year on year	
Finance	7,074	54.8%	140.1%	+2,023
Transportation & Communications	1,744	13.5%	101.2%	+20
Services	2,296	17.8%	125.8%	+470
Other	1,803	14.0%	105.9%	+100
For the manufacturing sector	656	5.1%	91.6%	△59
For the public sector	547	4.2%	140.7%	+158
For the whole sale and retail sector	320	2.5%	111.0%	+31
Systems and operations	12,920	100.0%	125.4%	+2,615

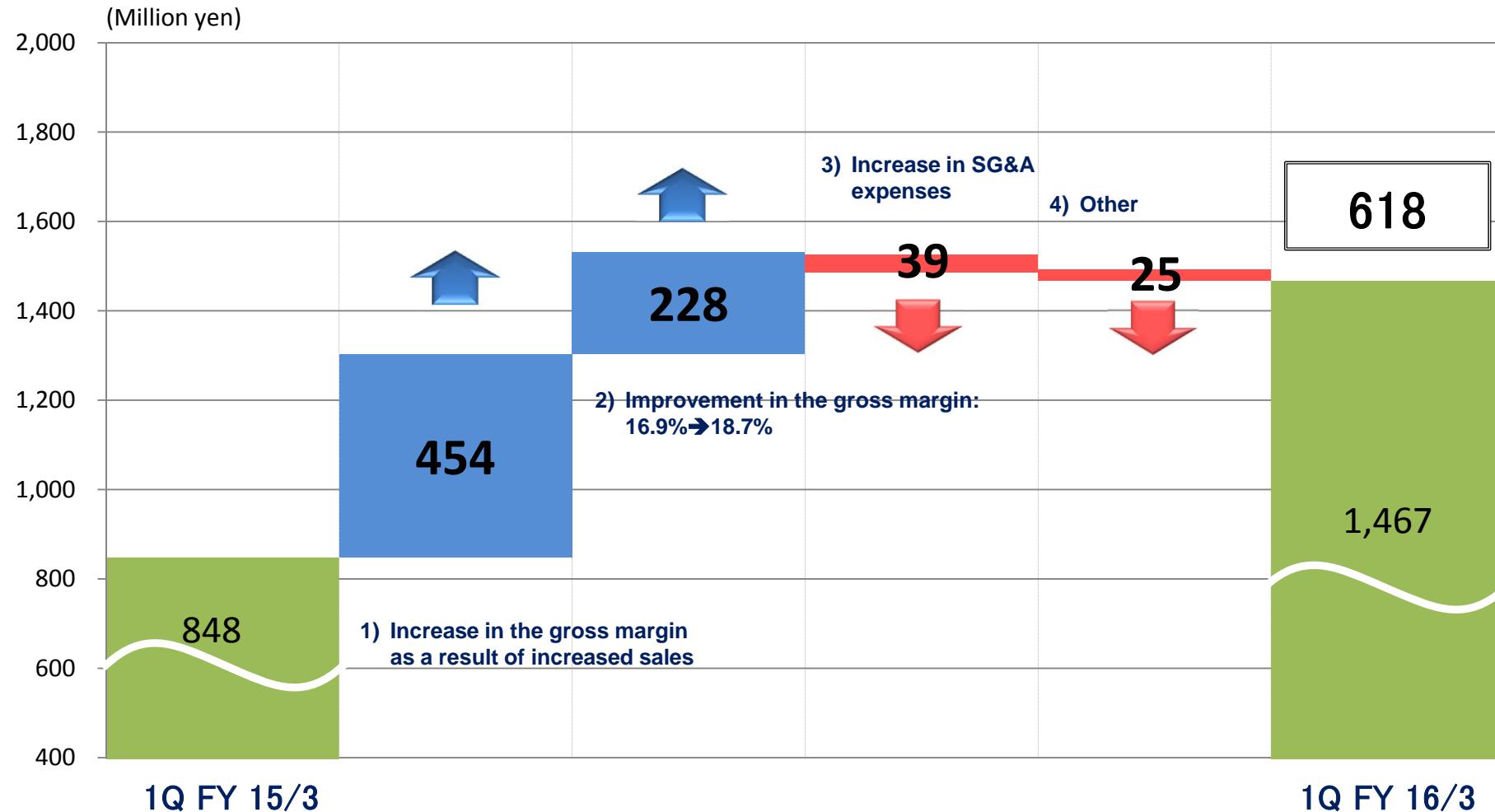


Finance	Demand expanded primarily for the integration of large-scale systems at banks. Sales from development projects for life insurance firms also increased.
Transportation & Communications	Sales in the communications sector declined, reflecting a decline in investments by main customers, while sales in transportation increased due to demand for renewals.
Services	Sales were strong, driven by the acquisition of new customers, etc.
Other	Sales for the public sector were strong thanks to the consolidation of pension plans, etc.

Reason for an Increase in Non-Consolidated Operating Income



Operating income increased substantially, reflecting an increase in net sales and the improved gross margin.



Caution

Sales and income forecasts included in this document are based on assumptions made on the basis of information currently available, including business trends, economic circumstances, clients' trends, etc., and can be affected by various uncertainties. Actual sales and income may differ materially from the forecasts.

