

[Translation for reference only]

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Translation



April 27, 2016

Consolidated Financial Results for the Six Months of the Fiscal Year Ending September 30, 2016 <under Japanese GAAP>

Company name: **Mitsubishi Research Institute, Inc.**
Listing: First Section of the Tokyo Stock Exchange
Stock code: 3636
URL: <http://www.mri.co.jp/>
Representative: Kyota Omori, President
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Scheduled date to submit Quarterly Securities Report: May 10, 2016
Scheduled date to commence dividend payments: June 7, 2016
Preparation of supplementary material on quarterly financial results: Yes
Holding of quarterly financial results presentation meeting: Yes (for institutional investors and analysts)

(Millions of yen with fractional amounts discarded, unless otherwise noted)

1. Consolidated performance for the six months of the fiscal year ending September 30, 2016 (from October 1, 2015 to March 31, 2016)

(1) Consolidated operating results (cumulative) (Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Six months ended								
March 31, 2016	42,195	7.0	3,659	14.2	3,846	16.9	2,246	6.9
March 31, 2015	39,449	(6.5)	3,205	(19.1)	3,289	(19.0)	2,102	(0.2)

Note: Comprehensive income

For the six months ended March 31, 2016: 2,469 million yen [3.4%]
For the six months ended March 31, 2015: 2,389 million yen [(0.9)%]

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Six months ended		
March 31, 2016	136.80	–
March 31, 2015	128.02	–

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of			
March 31, 2016	74,676	46,063	53.8
September 30, 2015	67,094	44,134	57.3

Reference: Equity (Net assets – Non-controlling interests)

As of March 31, 2016: 40,174 million yen
As of September 30, 2015: 38,433 million yen

2. Cash dividends

	Annual dividends				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended September 30, 2015	–	25.00	–	30.00	55.00
Fiscal year ending September 30, 2016	–	30.00			
Fiscal year ending September 30, 2016 (Forecast)			–	30.00	60.00

Note: Revisions to the forecasts of cash dividends most recently announced: None

**3. Consolidated earnings forecasts for the fiscal year ending September 30, 2016
(from October 1, 2015 to September 30, 2016)**

(Percentages indicate year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending September 30, 2016	88,000	3.1	5,800	4.5	6,150	5.8	3,550	(3.9)	216.15

Note: Revisions to the earnings forecasts most recently announced: Yes

***Notes**

(1) Changes in significant subsidiaries during the six months under review (changes in specified subsidiaries resulting in the change in scope of consolidation): None

(2) Application of special accounting in preparing consolidated quarterly financial statements: Yes

Note: For the details, please refer to “(2) Application of special accounting in preparing consolidated quarterly financial statements” of “2. Matters regarding summary information (Notes)” on page 5 of the attached materials.

(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections

a. Changes in accounting policies due to revisions to accounting standards and other regulations: Yes

b. Changes in accounting policies due to other reasons: None

c. Changes in accounting estimates: None

d. Restatement of prior period financial statements after error corrections: None

Note: For the details, please refer to “(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections” of “2. Matters regarding summary information (Notes)” on page 5 of the attached materials.

(4) Number of issued shares (common shares)

a. Total number of issued shares at the end of the period (including treasury shares)

As of March 31, 2016	16,424,080 shares
As of September 30, 2015	16,424,080 shares

b. Number of treasury shares at the end of the period

As of March 31, 2016	212 shares
As of September 30, 2015	212 shares

c. Average number of outstanding shares during the period (cumulative from the beginning of the fiscal year)

Six months ended March 31, 2016	16,423,868 shares
Six months ended March 31, 2015	16,423,876 shares

*** Indication regarding execution of quarterly review procedures**

At the time of disclosure of this quarterly financial results report, review procedures for the quarterly financial statements pursuant to the Financial Instruments and Exchange Act are in progress.

*** Appropriate use of business forecasts; other special items**

(Caution regarding forward-looking statements, etc.)

In this document, statements other than historical facts are forward-looking statements that are based on information available at this moment. Therefore, they do not constitute a guarantee that they will be realized. These forward-looking statements involve uncertainties, future changes in our business climate and other factors that may cause our actual results and achievements to differ from those anticipated in these statements.

(Availability of supplementary material on financial results)

Supplementary material on quarterly financial results is made available on our website (only in Japanese).

(Attached materials)**1. Qualitative information regarding settlement of accounts for the six months****(1) Explanation regarding operating results**

During the six months under review (from October 1, 2015 to March 31, 2016), the Japanese economy struggled to achieve recovery. Although capital expenditure gradually picked up against a backdrop of high levels of corporate earnings, consumer activity remained sluggish amid diminishing consumer sentiment fueled by increasingly unstable financial markets due to an intensifying aversion to risk worldwide. Exports also turned soft amid languishing economic performance in China and elsewhere in Asia.

Overseas economies lacked strength overall, while in emerging countries falling oil prices put downward pressure on growth in resource-rich nations as the Chinese economic slowdown persisted. The European economy remained stuck in an ongoing slump, despite a recovery in consumption. In the U.S. economy, exports and capital expenditure have been sluggish largely as a consequence of the strong dollar, while consumer momentum has also been somewhat soft due to a diminishing wealth effect amid growing instability in the equity markets.

Against this backdrop, Mitsubishi Research Institute, Inc. and its consolidated subsidiaries (the MRI Group) have been placing the highest priority on quality and customer satisfaction, while developing businesses by making maximum use of its comprehensive functions and services which include the scientific methods it has accumulated as a think tank. In particular, the MRI Group promoted the management innovation support business for the private sector, which combines consulting and ICT*, and the construction of systems for financial institutions and credit card companies. The MRI Group has also been working to develop business in response to new needs in society, such as those involving deregulation of Japan's electric power industry, reforms involving its social security system, and regional revitalization.

As a result, during the six months under review, the MRI Group recorded net sales of 42,195 million yen, a year-on-year increase of 7.0%, operating income was 3,659 million yen, a year-on-year increase of 14.2%, ordinary income was 3,846 million yen, a year-on-year increase of 16.9%, and profit attributable to owners of parent was 2,246 million yen, a year-on-year increase of 6.9%.

The results by segment are as follows.

<Think tank and consulting services>

In the six months under review, the MRI Group engaged in various think tank and consulting services projects that contributed to sales. For government and public offices, this included various types of research services and system development administration projects for the public sector, in areas such as the environment and energy, and social capital improvement. For clients in the private sector, this included risk management and regulatory compliance support projects for financial institutions and customer data analysis projects. As a result, the segment reported net sales (outside sales) of 14,917 million yen, an increase of 11.5% year on year, and ordinary income of 1,890 million yen, an increase of 1.5% year on year.

<IT services>

In the six months under review, the MRI Group engaged in various IT services projects that contributed to sales. This included a system development for a mega-bank, and computer hardware upgrade and basic software upgrade operations for a credit card company. As a result, the segment reported net sales (outside sales) of 27,278 million yen, an increase of 4.6% year on year, and ordinary income of 1,925 million yen, an increase of 33.6% year on year.

* ICT stands for "information and communications technology."

(2) Explanation regarding financial position**A. Financial position**

As of the end of the second quarter under review, total assets stood at 74,676 million yen, an increase of 7,582 million yen, or 11.3%, compared with the end of the previous fiscal year. Broken down, current assets increased 18.5% to 47,383 million yen, and non-current assets increased 0.7% to 27,293 million yen. The increase in current assets mainly reflected increases of 10,934 million yen in notes and accounts receivable - trade and 4,599 million yen in inventories owing to seasonal factors, despite a decrease of 9,499 million yen in securities, which were held for short-term investment, due to redemption.

Liabilities increased 5,652 million yen, or 24.6%, compared with the end of the previous fiscal year to 28,612 million yen, mainly due to an increase of 4,158 million yen in accounts payable - trade owing to seasonal variation.

Net assets increased 1,929 million yen, or 4.4%, compared with the end of the previous fiscal year to 46,063 million yen, largely due to an increase of 1,754 million yen in retained earnings.

B. Cash flow position

As of the end of the six months under review, cash and cash equivalents decreased 5,823 million yen compared with the end of the previous fiscal year to 12,431 million yen. The respective cash flow positions for the six months under review and main factors behind changes are as follows.

Cash used in operating activities was 5,653 million yen, compared with 6,245 million yen used in the same period of the previous fiscal year. The main reasons include increases of 10,934 million yen in notes and accounts receivable - trade, 4,599 million yen in inventories, and 4,159 million yen in notes and accounts payable - trade, all owing to seasonal factors. Because the MRI Group completes large numbers of projects during the March to April period, it incurs substantial cash expenditures in advance of cash receipts during the first six months of respective fiscal years and accordingly tends to generate negative cash flows from operating activities in the first half.

Cash provided by investing activities was 553 million yen, compared with 1,462 million yen provided in the same period of the previous fiscal year.

Cash used in financing activities was 714 million yen, compared with 835 million yen provided by the same period of the previous fiscal year.

(3) Explanation regarding consolidated earnings forecasts and other forward-looking statements

In our think tank consulting services business, net sales and ordinary income for the fiscal year are likely to be lower than forecasts released at the start of the fiscal year. This is partially because we have not amassed enough orders to make up for a reactionary decline in business as a result of having taken on large demonstration projects in the previous fiscal year, and also because of increases in personnel expenses and other costs. Meanwhile in IT services, ordinary income for the fiscal year is likely to be higher than that of the initial fiscal year forecast given solid performance in that area of business, but net sales for the fiscal year are likely to fall below the initial forecast because implementation of projects for large customers is proceeding at a slower pace than originally anticipated.

As a result, the MRI Group has revised its consolidated earnings forecasts, earnings forecasts by segment and non-consolidated earnings forecasts for the fiscal year ending September 30, 2016 (announced October 30, 2015). Details are as follows.

Revised figures of the consolidated earnings forecasts for the fiscal year ending September 30, 2016 (from October 1, 2015 to September 30, 2016)

	Consolidated net sales	Consolidated operating income	Consolidated ordinary income	Profit attributable to owners of parent	Consolidated basic earnings per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	92,000	6,200	6,500	3,600	219.19
Revised forecast (B)	88,000	5,800	6,150	3,550	216.15
Amount change (B-A)	(4,000)	(400)	(350)	(50)	(3.04)
Rate change (%)	(4.3)	(6.5)	(5.4)	(1.4)	(1.4)
(Reference) Actual results of the fiscal year ended September 30, 2015	85,354	5,552	5,813	3,692	224.83

Revised figures of the earnings forecasts by segment for the fiscal year ending September 30, 2016 (from October 1, 2015 to September 30, 2016)

	Think tank and consulting services		IT services	
	Net sales	Ordinary income	Net sales	Ordinary income
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Previous forecast (A)	36,000	3,550	56,000	3,000
Revised forecast (B)	34,000	2,950	54,000	3,200
Amount change (B-A)	(2,000)	(600)	(2,000)	200
Rate change (%)	(5.6)	(16.9)	(3.6)	6.7
(Reference) Actual results of the fiscal year ended September 30, 2015	35,030	3,546	50,324	2,231

Revised figures of the non-consolidated earnings forecasts for the fiscal year ending September 30, 2016 (from October 1, 2015 to September 30, 2016)

	Net sales	Ordinary income	Net income	Basic earnings per share
	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	35,500	3,750	2,500	152.22
Revised forecast (B)	33,500	3,050	2,200	133.95
Amount change (B-A)	(2,000)	(700)	(300)	(18.27)
Rate change (%)	(5.6)	(18.7)	(12.0)	(12.0)
(Reference) Actual results of the fiscal year ended September 30, 2015	34,578	3,875	2,623	159.74

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2. Matters regarding summary information (Notes)

(1) Changes in significant subsidiaries during the six months under review

Not applicable

(2) Application of special accounting in preparing consolidated quarterly financial statements

Tax expenses for the six months under review are calculated by multiplying income before income taxes for the six months under review by the reasonably estimated effective tax rate after applying tax effect accounting for the fiscal year including the second quarter under review.

(3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections

(Application of Accounting Standard for Business Combinations, etc.)

Effective from the first quarter ended December 31, 2015, MRI has applied the “Accounting Standard for Business Combinations” (ASBJ Statement No. 21, September 13, 2013), the “Accounting Standard for Consolidated Financial Statements” (ASBJ Statement No. 22, September 13, 2013), the “Accounting Standard for Business Divestitures” (ASBJ Statement No. 7, September 13, 2013), etc. As a result, the method of recording the amount of difference caused by changes in MRI’s ownership interests in subsidiaries in the case of subsidiaries under ongoing control of MRI was changed to one in which it is recorded as capital surplus, and the method of recording acquisition-related costs was changed to one in which they are recognized as expenses for the fiscal year in which they are incurred. Furthermore, for business combinations carried out on or after the beginning of the first quarter ended December 31, 2015, the accounting method was changed to one in which the reviewed acquisition cost allocation resulting from the finalization of the provisional accounting treatment is reflected in the quarterly consolidated financial statements for the quarterly period to which the date of business combination belongs. In addition, the presentation method for “net income” and other related items was changed, and the presentation of “minority interests” was changed to “non-controlling interests.” To reflect these changes, MRI has reclassified its quarterly and full-year consolidated financial statements for the first six months of the previous fiscal year and the previous fiscal year.

Application of the Accounting Standard for Business Combinations, etc. is in line with the transitional measures provided for in paragraph 58-2 (4) of the Accounting Standard for Business Combinations, paragraph 44-5 (4) of the Accounting Standard for Consolidated Financial Statements and paragraph 57-4 (4) of the Accounting Standard for Business Divestitures. MRI is applying the said standard, etc. prospectively from the beginning of the first quarter ended December 31, 2015.

These changes in accounting policies have no impact on the consolidated financial statements for the six months of the fiscal year ending September 30, 2016.

(4) Additional information

(Effect of change in income taxes rates)

The Act for Partial Revision of the Income Tax Act, etc. (Act No. 15 of 2016) and the Act on Partial Revision of the Local Tax Act, etc. (Act No. 13 of 2016) were promulgated on March 31, 2016.

With these revisions, corporation tax rates will be lowered from the fiscal year beginning on or after April 1, 2016, among other changes.

As a result of this tax rate change, income taxes payable and income taxes both increased by 118 million yen for the six months under review.

3. Consolidated quarterly financial statements**(1) Consolidated quarterly balance sheets**

(Millions of yen)

	As of September 30, 2015	As of March 31, 2016
Assets		
Current assets		
Cash and deposits	11,055	12,731
Notes and accounts receivable - trade	10,747	21,681
Securities	9,499	-
Inventories	5,595	10,195
Deferred tax assets	1,389	1,453
Other	1,711	1,354
Allowance for doubtful accounts	(11)	(32)
Total current assets	39,987	47,383
Non-current assets		
Property and equipment		
Buildings and structures, net	5,962	6,625
Machinery, equipment and vehicles, net	0	0
Tools, furniture and fixtures, net	1,490	1,418
Land	720	720
Leased assets, net	1,131	969
Construction in progress	515	17
Total property and equipment	9,820	9,751
Intangible assets		
Software	4,472	4,476
Other	698	1,021
Total intangible assets	5,170	5,497
Investments and other assets		
Other	12,120	12,095
Allowance for doubtful accounts	(5)	(51)
Total investments and other assets	12,115	12,044
Total non-current assets	27,106	27,293
Total assets	67,094	74,676

(Millions of yen)

	As of September 30, 2015	As of March 31, 2016
Liabilities		
Current liabilities		
Accounts payable - trade	3,467	7,625
Accounts payable - other	1,191	1,215
Accrued expenses	1,055	2,465
Income taxes payable	877	1,558
Provision for bonuses	3,080	2,156
Provision for loss on order received	1	31
Asset retirement obligations	-	9
Other	2,836	3,132
Total current liabilities	12,510	18,196
Non-current liabilities		
Net defined benefit liability	9,790	9,859
Other	659	557
Total non-current liabilities	10,449	10,416
Total liabilities	22,960	28,612
Net assets		
Shareholders' equity		
Capital stock	6,336	6,336
Capital surplus	4,851	4,851
Retained earnings	26,250	28,004
Treasury shares	(0)	(0)
Total shareholders' equity	37,437	39,191
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,451	1,440
Deferred gains or losses on hedges	(5)	(1)
Foreign currency translation adjustment	36	28
Remeasurements of defined benefit plans	(486)	(484)
Total accumulated other comprehensive income	995	982
Non-controlling interests	5,700	5,888
Total net assets	44,134	46,063
Total liabilities and net assets	67,094	74,676

(2) Consolidated quarterly statements of income and consolidated quarterly statements of comprehensive income
Consolidated quarterly statements of income

(Millions of yen)

	Six months ended March 31, 2015	Six months ended March 31, 2016
Net sales	39,449	42,195
Cost of sales	29,632	31,871
Gross profit	9,816	10,323
Selling, general and administrative expenses	6,611	6,664
Operating income	3,205	3,659
Non-operating income		
Interest income	1	2
Dividend income	37	45
Share of profit of entities accounted for using equity method	34	119
Other	22	27
Total non-operating income	96	195
Non-operating expenses		
Interest expenses	6	5
Foreign exchange losses	5	0
Other	0	3
Total non-operating expenses	13	8
Ordinary income	3,289	3,846
Extraordinary income		
Gain on sales of investment securities	405	141
Total extraordinary income	405	141
Extraordinary losses		
Loss on retirement of non-current assets	10	18
Loss on cancellation of leases	8	1
Other	0	0
Total extraordinary losses	18	20
Income before income taxes and minority interests	3,676	3,967
Income taxes	1,311	1,467
Profit	2,364	2,500
Profit attributable to non-controlling interests	261	253
Profit attributable to owners of parent	2,102	2,246

Consolidated quarterly statements of comprehensive income

(Millions of yen)

	Six months ended March 31, 2015	Six months ended March 31, 2016
Profit	2,364	2,500
Other comprehensive income		
Valuation difference on available-for-sale securities	19	(2)
Deferred gains or losses on hedges	(2)	3
Foreign currency translation adjustment	24	(9)
Remeasurements of defined benefit plans	(21)	(4)
Share of other comprehensive income of entities accounted for using equity method	4	(17)
Total other comprehensive income	25	(30)
Comprehensive income	2,389	2,469
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,135	2,224
Comprehensive income attributable to non- controlling interests	253	245

(3) Consolidated quarterly statements of cash flows

(Millions of yen)

	Six months ended March 31, 2015	Six months ended March 31, 2016
Cash flows from operating activities		
Income before income taxes and minority interests	3,676	3,967
Depreciation	1,375	1,419
Amortization of goodwill	52	48
Increase (decrease) in provision for bonuses	(441)	(924)
Decrease (increase) in net defined benefit asset	654	(0)
Increase (decrease) in net defined benefit liability	1,159	79
Increase (decrease) in allowance for doubtful accounts	19	66
Increase (decrease) in provision for loss on order received	4	30
Interest and dividend income	(39)	(48)
Interest expenses	6	5
Share of (profit) loss of entities accounted for using equity method	(34)	(119)
Loss on retirement of non-current assets	10	18
Loss (gain) on sales of investment securities	(405)	(141)
Decrease (increase) in notes and accounts receivable - trade	(6,608)	(10,934)
Decrease (increase) in inventories	(7,226)	(4,599)
Increase (decrease) in notes and accounts payable - trade	4,193	4,159
Other, net	(804)	2,177
Subtotal	(4,407)	(4,794)
Interest and dividend income received	56	72
Interest expenses paid	(6)	(5)
Income taxes paid	(1,888)	(925)
Net cash provided by (used in) operating activities	(6,245)	(5,653)
Cash flows from investing activities		
Payments into time deposits	(300)	–
Proceeds from redemption of securities	1,998	1,998
Purchase of property, plant and equipment	(545)	(747)
Purchase of intangible assets	(529)	(973)
Purchase of investment securities	(44)	(4)
Proceeds from sales of investment securities	916	271
Payments of loans receivable	(2)	(2)
Collection of loans receivable	2	2
Payments for lease and guarantee deposits	(33)	(5)
Proceeds from collection of lease and guarantee deposits	7	6
Other, net	(8)	7
Net cash provided by (used in) investing activities	1,462	553
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	1,500	–
Repayments of lease obligations	(168)	(156)
Cash dividends paid	(410)	(493)
Dividends paid to non-controlling interests	(85)	(65)
Other, net	(0)	–
Net cash provided by (used in) financing activities	835	(714)

(Millions of yen)

	Six months ended March 31, 2015	Six months ended March 31, 2016
Effect of exchange rate change on cash and cash equivalents	20	(9)
Net increase (decrease) in cash and cash equivalents	(3,927)	(5,823)
Cash and cash equivalents at beginning of period	13,380	18,255
Cash and cash equivalents at end of period	9,453	12,431

(4) Segment information, etc.**I Six months ended March 31, 2015****A. Information regarding amounts of net sales and profit/loss by reportable segment**

(Millions of yen)

	Reportable segments		Total	Adjustment (Note 1)	Amount recorded in the consolidated quarterly statement of income (Note 2)
	Think tank and consulting services	IT services			
Net sales					
Outside customers	13,382	26,067	39,449	–	39,449
Inter-segment sales and transfers	47	1,080	1,128	(1,128)	–
Total	13,429	27,148	40,577	(1,128)	39,449
Segment profit	1,861	1,441	3,303	(14)	3,289

Notes: 1. The adjustment of negative 14 million yen on segment profit includes negative 4 million yen as inter-segment transaction eliminations, negative 27 million yen as inventory adjustments and negative 18 million yen as non-current asset adjustments.

2. Segment profit is adjusted with ordinary income in the consolidated quarterly statement of income.

B. Information regarding impairment loss of non-current assets or regarding goodwill by reportable segment

There are no significant matters for the six months.

II Six months ended March 31, 2016**A. Information regarding amounts of net sales and profit/loss by reportable segment**

(Millions of yen)

	Reportable segments		Total	Adjustment (Note 1)	Amount recorded in the consolidated quarterly statement of income (Note 2)
	Think tank and consulting services	IT services			
Net sales					
Outside customers	14,917	27,278	42,195	–	42,195
Inter-segment sales and transfers	68	844	913	(913)	–
Total	14,986	28,122	43,108	(913)	42,195
Segment profit	1,890	1,925	3,816	29	3,846

Notes: 1. The adjustment of 29 million yen on segment profit includes 9 million yen as inter-segment transaction eliminations, negative 2 million yen as inventory adjustments, and 22 million yen as non-current asset adjustments.

2. Segment profit is adjusted with ordinary income in the consolidated quarterly statement of income.

B. Information regarding impairment loss of non-current assets or regarding goodwill by reportable segment

There are no significant matters for the six months.

(5) Per share information

Basic earnings per share and basis for calculating basic earnings per share are as shown below.

	Six months ended March 31, 2015	Six months ended March 31, 2016
Basic earnings per share (yen)	128.02	136.80
(Basis for calculating)		
Profit attributable to owners of parent (millions of yen)	2,102	2,246
Profit not attributable to common shareholders (millions of yen)	–	–
Profit attributable to owners of parent related to common shares (millions of yen)	2,102	2,246
Average number of outstanding shares of common shares during the period (thousand shares)	16,423	16,423

Note: Please note that diluted earnings per share is not shown because MRI has not issued potential shares.

4. Supplementary information

Status of orders received and sales

(1) Status of orders received

Status of orders received by segment is as shown below.

(Millions of yen)

Segment name	Six months ended March 31, 2016			
	Orders received	Year-on-year change (%)	Balance	Year-on-year change (%)
Think tank and consulting services	18,407	15.2	26,465	(5.5)
IT services	26,865	19.9	36,097	10.1
System development	16,193	21.0	17,592	14.5
Outsourcing services	10,672	18.2	18,504	6.2
Total	45,272	17.9	62,562	2.9

- Notes:
1. Inter-segment transactions have been eliminated.
 2. Consumption taxes are not included in the above amounts.
 3. For services where services are continually rendered and fees commensurate with performance are received, an estimate of sales for a year after March 31, 2016 is recorded in the balance of orders received.

(2) Sales performance

Sales performance by segment is as shown below.

(Millions of yen)

Segment name	Six months ended March 31, 2016	Year-on-year change (%)
Think tank and consulting services	14,917	11.5
IT solutions services	27,278	4.6
System development	16,975	5.5
Outsourcing services	10,303	3.3
Total	42,195	7.0

- Notes:
1. Inter-segment transactions have been eliminated.
 2. Consumption taxes are not included in the above amounts.