



# **Supplementary Financial Data**

## **First Two Quarters of Fiscal Year Ending March 31, 2024**

---

November 1, 2023

**TIS Inc.**

1. Financial Summary for Fiscal 2023 (Previous Fiscal Year) and Fiscal 2024 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2023								FY2024								1st half (forecast)	Difference	Full Year (forecast)	Difference
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year				
Net sales	118,072	127,232	245,305	125,077	370,382	138,017	263,095	508,400	129,429	138,059	267,488						261,000	+2.5%	536,000	
YOY change	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%	+6.6%	+6.0%	+5.4%	+9.6%	+8.5%	+9.0%						+6.4%		+5.4%	
Cost of sales	86,745	91,483	178,229	90,420	268,650	98,018	188,438	366,668	94,467	99,688	194,156						-	-	384,700	
Composition	73.5%	71.9%	72.7%	72.3%	72.5%	71.0%	71.6%	72.1%	73.0%	72.2%	72.6%						-	-	71.8%	
YOY change	+1.1%	+3.6%	+2.4%	+3.8%	+2.9%	+5.9%	+4.9%	+3.7%	+8.9%	+9.0%	+8.9%						-	-	+4.9%	
Gross profit	31,326	35,749	67,075	34,656	101,732	39,999	74,656	141,732	34,961	38,371	73,332						-	-	151,300	
Composition	26.5%	28.1%	27.3%	27.7%	27.5%	29.0%	28.4%	27.9%	27.0%	27.8%	27.4%						-	-	28.2%	
YOY change	+13.0%	+9.9%	+11.3%	+9.4%	+10.6%	+8.4%	+8.8%	+10.0%	+11.6%	+7.3%	+9.3%						-	-	+6.8%	
Selling, general and administrative expenses	18,824	20,541	39,365	17,921	57,287	22,115	40,037	79,403	20,651	22,294	42,945						-	-	86,800	
Composition	15.9%	16.1%	16.0%	14.3%	15.5%	16.0%	15.2%	15.6%	16.0%	16.1%	16.1%						-	-	16.2%	
YOY change	+7.7%	+8.6%	+8.2%	+3.6%	+6.7%	+8.3%	+6.2%	+7.1%	+9.7%	+8.5%	+9.1%						-	-	+9.3%	
Operating income	12,502	15,207	27,709	16,734	44,444	17,884	34,618	62,328	14,310	16,076	30,387						29,500	+3.0%	64,500	
Composition	10.6%	12.0%	11.3%	13.4%	12.0%	13.0%	13.2%	12.3%	11.1%	11.6%	11.4%						11.3%		12.0%	
YOY change	+21.9%	+11.8%	+16.1%	+16.3%	+16.2%	+8.5%	+12.1%	+13.9%	+14.5%	+5.7%	+9.7%						+6.5%		+3.5%	
Non-operating income	1,414	340	1,755	-13	1,741	747	733	2,488	1,165	601	1,766						-	-	-	
Non-operating expenses	124	115	239	476	716	896	1,373	1,612	147	171	318						-	-	-	
Recurring profit	13,792	15,433	29,225	16,244	45,470	17,734	33,978	63,204	15,328	16,506	31,835						29,500	+7.9%	64,500	
Composition	11.7%	12.1%	11.9%	13.0%	12.3%	12.8%	12.9%	12.4%	11.8%	12.0%	11.9%						11.3%		12.0%	
YOY change	+27.0%	+16.6%	+21.3%	+10.3%	+17.1%	+5.1%	+7.5%	+13.5%	+11.1%	+7.0%	+8.9%						+0.9%		+2.0%	
Extraordinary income	49	328	378	4,315	4,694	17,346	21,661	22,040	773	360	1,134						-	-	-	
Extraordinary loss	343	722	1,066	46	1,113	2,639	2,685	3,752	223	1,339	1,563						-	-	-	
Income before income taxes	13,498	15,039	28,537	20,513	49,051	32,441	52,954	81,492	15,879	15,527	31,406						-	-	-	
Composition	11.4%	11.8%	11.6%	16.4%	13.2%	23.5%	20.1%	16.0%	12.3%	11.2%	11.7%						-	-	-	
YOY change	+28.2%	+15.3%	+21.1%	-1.5%	+10.5%	+90.0%	+39.7%	+32.5%	+17.6%	+3.2%	+10.1%						-	-	-	
Total income taxes	4,461	4,473	8,935	6,728	15,664	7,258	13,987	22,922	5,431	4,966	10,398						-	-	-	
Net income (loss) attributable to non-controlling interests	273	494	768	460	1,228	1,879	2,340	3,108	300	400	700						-	-	-	
Net income attributable to owners of the parent company	8,763	10,071	18,834	13,323	32,158	23,303	36,627	55,461	10,147	10,160	20,307						19,500	+4.1%	42,000	
Composition	7.4%	7.9%	7.7%	10.7%	8.7%	16.9%	13.9%	10.9%	7.8%	7.4%	7.6%						7.5%		7.8%	
YOY change	+25.1%	+18.2%	+21.3%	-4.1%	+9.3%	+131.9%	+53.0%	+40.5%	+15.8%	+0.9%	+7.8%						+3.5%		-24.3%	

(2) Sales (by Client Sector)

(Millions of yen)	FY2023								FY2024							
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year
Net sales	118,072	127,232	245,305	125,077	370,382	138,017	263,095	508,400	129,429	138,059	267,488					
YOY change	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%	+6.6%	+6.0%	+5.4%	+9.6%	+8.5%	+9.0%					
Credit card	22,841	25,443	48,285	24,216	72,501	24,992	49,208	97,494	24,612	25,418	50,031					
YOY change	+7.8%	+12.8%	+10.4%	+4.9%	+8.5%	+6.4%	+5.7%	+7.9%	+7.8%	-0.1%	+3.6%					
Banking	8,868	9,725	18,593	9,597	28,191	11,122	20,719	39,313	10,596	11,449	22,045					
YOY change	+5.6%	+11.3%	+8.5%	+10.7%	+9.2%	+5.0%	+7.6%	+8.0%	+19.5%	+17.7%	+18.6%					
Insurance	7,617	8,040	15,657	7,788	23,446	7,812	15,601	31,258	7,698	7,995	15,694					
YOY change	-0.1%	+1.2%	+0.6%	-2.7%	-0.5%	-1.7%	-2.2%	-0.8%	+1.1%	-0.5%	+0.2%					
Other finance	3,577	3,788	7,365	3,646	11,011	4,064	7,710	15,075	4,351	4,541	8,893					
YOY change	-10.8%	-1.9%	-6.5%	-9.5%	-7.5%	-0.9%	-5.1%	-5.8%	+21.6%	+19.9%	+20.7%					
Assembly-based manufacturing	10,458	11,020	21,479	10,493	31,972	13,029	23,523	45,002	10,659	11,205	21,865					
YOY change	-1.5%	+0.6%	-0.4%	+1.1%	+0.1%	+5.1%	+3.3%	+1.5%	+1.9%	+1.7%	+1.8%					
Processing-based manufacturing	12,082	13,688	25,770	12,561	38,331	13,374	25,935	51,706	13,037	13,134	26,172					
YOY change	+0.8%	-5.6%	-2.7%	-2.0%	-2.5%	-4.9%	-3.5%	-3.1%	+7.9%	-4.0%	+1.6%					
Distribution	8,265	8,484	16,750	8,251	25,001	8,949	17,201	33,951	8,717	8,944	17,662					
YOY change	+1.0%	+4.1%	+2.5%	+4.2%	+3.1%	+3.5%	+3.8%	+3.2%	+5.5%	+5.4%	+5.4%					
Services	33,544	34,534	68,079	35,819	103,899	38,376	74,196	142,276	35,503	39,331	74,835					
YOY change	+6.6%	+4.8%	+5.7%	+7.8%	+6.4%	+11.5%	+9.6%	+7.7%	+5.8%	+13.9%	+9.9%					
Public institutions	7,209	8,522	15,731	9,029	24,761	12,686	21,715	37,447	10,599	11,617	22,216					
YOY change	+4.8%	+15.5%	+10.3%	+22.4%	+14.4%	+21.5%	+21.9%	+16.7%	+47.0%	+36.3%	+41.2%					
Others	3,606	3,985	7,591	3,673	11,264	3,610	7,283	14,874	3,651	4,419	8,071					
YOY change	+14.7%	+5.3%	+9.5%	+11.8%	+10.3%	+8.9%	+10.4%	+10.0%	+1.3%	+10.9%	+6.3%					

## (3) Sales and Income by Business Segment

(Millions of yen)	FY2023								FY2024								1st half (forecast)	Difference	Full Year (forecast)	Difference
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year				
Net sales	118,072	127,232	245,305	125,077	370,382	138,017	263,095	508,400	129,429	138,059	267,488						261,000	+2.5%	536,000	
YOY change	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%	+6.6%	+6.0%	+5.4%	+9.6%	+8.5%	+9.0%						+6.4%		+5.4%	
Offering Service Business	26,192	27,695	53,887	27,628	81,516	30,236	57,865	111,752	28,018	32,130	60,148						58,400	+3.0%	124,300	
YOY change	+6.0%	+10.4%	+8.2%	+9.9%	+8.8%	+7.0%	+8.4%	+8.3%	+7.0%	+16.0%	+11.6%						+8.4%		+11.2%	
Business Process Management	10,581	10,909	21,490	10,732	32,223	11,032	21,765	43,255	10,300	10,693	20,994						21,800	-3.7%	43,000	
YOY change	+1.6%	+0.8%	+1.2%	-0.7%	+0.6%	+1.1%	+0.2%	+0.7%	-2.7%	-2.0%	-2.3%						+1.4%		-0.6%	
Financial IT Business	22,960	25,758	48,718	25,361	74,079	27,105	52,466	101,184	26,737	27,369	54,106						54,200	-0.2%	105,500	
YOY change	+6.5%	+13.0%	+9.9%	+7.9%	+9.2%	+13.8%	+10.9%	+10.4%	+16.5%	+6.3%	+11.1%						+11.3%		+4.3%	
Industrial IT Business	26,701	28,518	55,219	27,401	82,621	31,011	58,412	113,632	28,670	29,655	58,326						56,100	+4.0%	117,700	
YOY change	+9.8%	+3.2%	+6.3%	+1.9%	+4.8%	+3.8%	+2.9%	+4.5%	+7.4%	+4.0%	+5.6%						+1.6%		+3.6%	
Regional IT Solutions	36,397	39,906	76,304	39,117	115,422	44,588	83,706	160,010	41,784	43,751	85,535						81,600	+4.8%	169,100	
YOY change	-3.0%	-0.3%	-1.6%	+5.9%	+0.8%	+6.8%	+6.4%	+2.4%	+14.8%	+9.6%	+12.1%						+6.9%		+5.7%	
Other business	2,164	2,128	4,293	2,272	6,565	2,392	4,664	8,957	2,265	2,388	4,653						4,700	-1.0%	9,600	
YOY change	+30.6%	+50.9%	+39.9%	+28.7%	+35.9%	+55.6%	+41.3%	+40.6%	+4.7%	+12.2%	+8.4%						+9.5%		+7.2%	
Inter-segment elimination/adjustments	-6,924	-7,684	-14,609	-7,436	-22,045	-8,348	-15,785	-30,394	-8,347	-7,928	-16,276						-15,800	+3.0%	-33,200	
Operating income	12,502	15,207	27,709	16,734	44,444	17,884	34,618	62,328	14,310	16,076	30,387						29,500	+3.0%	64,500	
Composition	10.6%	12.0%	11.3%	13.4%	12.0%	13.0%	13.2%	12.3%	11.1%	11.6%	11.4%						11.3%		12.0%	
YOY change	+21.9%	+11.8%	+16.1%	+16.3%	+16.2%	+8.5%	+12.1%	+13.9%	+14.5%	+5.7%	+9.7%						+6.5%		+3.5%	
Offering Service Business	1,467	1,026	2,494	2,004	4,499	1,926	3,931	6,426	1,157	1,502	2,659						2,800	-5.0%	7,300	
Composition	5.6%	3.7%	4.6%	7.3%	5.5%	6.4%	6.8%	5.8%	4.1%	4.7%	4.4%						4.8%		5.9%	
YOY change	+63.4%	-18.5%	+15.6%	+55.9%	+30.6%	+54.3%	+55.1%	+36.9%	-21.2%	+46.3%	+6.6%						+12.2%		+13.6%	
Business Process Management	1,087	1,317	2,405	1,239	3,644	1,478	2,717	5,123	727	1,380	2,108						2,400	-12.1%	4,850	
Composition	10.3%	12.1%	11.2%	11.5%	11.3%	13.4%	12.5%	11.8%	7.1%	12.9%	10.0%						11.0%		11.3%	
YOY change	+9.4%	+7.0%	+8.1%	-6.8%	+2.5%	+2.9%	-1.7%	+2.6%	-33.1%	+4.8%	-12.3%						-0.2%		-5.3%	
Financial IT Business	2,795	3,515	6,311	3,596	9,907	3,988	7,585	13,896	4,081	3,805	7,886						7,500	+5.2%	14,300	
Composition	12.2%	13.6%	13.0%	14.2%	13.4%	14.7%	14.5%	13.7%	15.3%	13.9%	14.6%						13.8%		13.6%	
YOY change	+5.5%	+7.6%	+6.7%	+11.9%	+8.5%	+23.7%	+17.8%	+12.5%	+46.0%	+8.2%	+25.0%						+18.8%		+2.9%	
Industrial IT Business	3,544	4,218	7,763	4,361	12,124	4,604	8,965	16,728	4,393	4,077	8,470						7,700	+10.0%	17,600	
Composition	13.3%	14.8%	14.1%	15.9%	14.7%	14.8%	15.3%	14.7%	15.3%	13.7%	14.5%						13.7%		15.0%	
YOY change	+43.1%	+22.0%	+30.8%	-4.9%	+15.3%	-4.8%	-4.8%	+8.9%	+23.9%	-3.4%	+9.1%						-0.8%		+5.2%	
Regional IT Solutions	3,404	4,948	8,352	5,216	13,569	5,773	10,990	19,343	4,061	4,952	9,013						9,000	+0.2%	20,000	
Composition	9.4%	12.4%	10.9%	13.3%	11.8%	12.9%	13.1%	12.1%	9.7%	11.3%	10.5%						11.0%		11.8%	
YOY change	+18.0%	+16.2%	+16.9%	+33.0%	+22.6%	+6.4%	+17.6%	+17.3%	+19.3%	+0.1%	+7.9%						+7.7%		+3.4%	
Other business	192	201	394	248	643	234	483	878	124	235	360						300	+20.2%	750	
Composition	8.9%	9.5%	9.2%	11.0%	9.8%	9.8%	10.4%	9.8%	5.5%	9.9%	7.7%						6.4%		7.8%	
YOY change	-11.9%	+5.2%	-3.9%	+32.3%	+7.5%	+36.2%	+34.2%	+13.9%	-35.1%	+16.8%	-8.5%						-23.9%		-14.6%	
Inter-segment elimination/adjustments	9	-21	-12	67	54	-122	-55	-67	-235	122	-112						-200	-43.8%	-300	

Net sales for each segment include intersegment sales.

## (4-1) Sales (by Business)

(Millions of yen)	FY2023								FY2024							
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year
Net sales	118,072	127,232	245,305	125,077	370,382	138,017	263,095	508,400	129,429	138,059	267,488					
YOY change	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%	+6.6%	+6.0%	+5.4%	+9.6%	+8.5%	+9.0%					
Software development	63,224	69,090	132,314	67,703	200,018	73,910	141,613	273,928	67,857	71,011	138,869					
YOY change	+4.6%	+5.2%	+4.9%	+6.0%	+5.3%	+5.6%	+5.8%	+5.4%	+7.3%	+2.8%	+5.0%					
Operating and Cloud services	41,226	42,087	83,313	43,156	126,469	43,899	87,055	170,368	44,986	47,140	92,126					
YOY change	+8.8%	+4.8%	+6.7%	+6.9%	+6.8%	+7.0%	+7.0%	+6.9%	+9.1%	+12.0%	+10.6%					
Product and Software Sales	13,007	15,492	28,500	13,578	42,078	19,595	33,173	61,674	16,067	19,415	35,483					
YOY change	-10.9%	+7.5%	-1.8%	-0.1%	-1.2%	+9.9%	+5.6%	+2.1%	+23.5%	+25.3%	+24.5%					
Other	614	562	1,176	639	1,815	613	1,252	2,429	517	491	1,009					
YOY change	+6.1%	-2.8%	+1.7%	-33.0%	-14.0%	+1.3%	-19.7%	-10.6%	-15.7%	-12.6%	-14.2%					

## (4-2) Business Segment Sales (by Business)

(Millions of yen)	FY2023								FY2024							
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year
Net sales	118,072	127,232	245,305	125,077	370,382	138,017	263,095	508,400	129,429	138,059	267,488					
YOY change	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%	+6.6%	+6.0%	+5.4%	+9.6%	+8.5%	+9.0%					
Offering Service Business	23,358	24,521	47,880	24,626	72,506	26,626	51,252	99,132	24,928	28,893	53,821					
YOY change	+8.4%	+8.0%	+8.2%	+10.6%	+9.0%	+6.2%	+8.3%	+8.2%	+6.7%	+17.8%	+12.4%					
Software development	11,177	11,652	22,829	11,225	34,055	11,607	22,833	45,662	10,288	11,239	21,527					
YOY change	-2.8%	+1.3%	-0.7%	-3.4%	-1.6%	-6.8%	-5.2%	-3.0%	-8.0%	-3.5%	-5.7%					
Operating and Cloud services	6,983	7,367	14,351	8,380	22,732	8,708	17,089	31,441	8,526	9,815	18,341					
YOY change	+26.7%	+9.6%	+17.3%	+27.2%	+20.8%	+25.3%	+26.2%	+22.0%	+22.1%	+33.2%	+27.8%					
Product and Software Sales	5,197	5,501	10,698	5,020	15,718	6,309	11,329	22,028	6,113	7,838	13,952					
YOY change	+14.7%	+22.9%	+18.8%	+23.9%	+20.4%	+11.1%	+16.4%	+17.6%	+17.6%	+42.5%	+30.4%					
Business Process Management	9,997	10,319	20,316	10,188	30,505	10,453	20,642	40,958	9,798	10,148	19,947					
YOY change	+2.1%	+1.1%	+1.6%	-0.5%	+0.9%	+0.8%	+0.2%	+0.9%	-2.0%	-1.7%	-1.8%					
Software development	4,289	4,446	8,736	4,345	13,082	4,773	9,119	17,855	3,222	3,445	6,667					
YOY change	+6.2%	+3.6%	+4.9%	+0.1%	+3.2%	+3.4%	+1.8%	+3.3%	-24.9%	-22.5%	-23.7%					
Operating and Cloud services	5,707	5,872	11,580	5,842	17,423	5,680	11,523	23,103	6,385	6,345	12,730					
YOY change	-0.8%	-0.7%	-0.8%	-0.9%	-0.8%	-1.3%	-1.1%	-0.9%	+11.9%	+8.0%	+9.9%					
Product and Software Sales	-	-	-	-	-	-	-	-	189	358	548					
YOY change	-	-	-	-	-	-	-	-	-	-	-					
Financial IT Business	22,570	25,340	47,911	24,924	72,836	26,596	51,521	99,432	26,366	26,982	53,348					
YOY change	+6.7%	+13.4%	+10.1%	+7.9%	+9.4%	+13.6%	+10.8%	+10.5%	+16.8%	+6.5%	+11.3%					
Software development	12,115	13,594	25,710	14,127	39,837	15,882	30,009	55,720	15,336	15,568	30,905					
YOY change	+15.6%	+13.2%	+14.3%	+21.3%	+16.7%	+25.7%	+23.6%	+19.1%	+26.6%	+14.5%	+20.2%					
Operating and Cloud services	9,103	9,417	18,520	9,193	27,713	9,238	18,431	36,952	9,635	10,034	19,669					
YOY change	+7.1%	+4.1%	+5.5%	-3.1%	+2.5%	-2.3%	-2.7%	+1.3%	+5.8%	+6.6%	+6.2%					
Product and Software Sales	1,351	2,329	3,680	1,604	5,284	1,475	3,080	6,760	1,395	1,378	2,774					
YOY change	-37.8%	+80.8%	+6.3%	-18.1%	-2.5%	+11.4%	-6.2%	+0.2%	+3.2%	-40.8%	-24.6%					
Industrial IT Business	26,526	28,318	54,845	27,222	82,067	30,848	58,070	112,916	28,540	29,532	58,073					
YOY change	+10.6%	+4.5%	+7.4%	+2.9%	+5.9%	+4.9%	+4.0%	+5.6%	+7.6%	+4.3%	+5.9%					
Software development	17,758	19,285	37,043	18,383	55,426	19,867	38,250	75,294	18,946	19,340	38,286					
YOY change	+17.6%	+10.2%	+13.7%	+0.9%	+9.1%	+2.8%	+1.9%	+7.4%	+6.7%	+0.3%	+3.4%					
Operating and Cloud services	5,827	6,030	11,858	6,012	17,870	6,207	12,220	24,078	6,516	6,872	13,389					
YOY change	-0.6%	+2.0%	+0.7%	+3.9%	+1.7%	+4.5%	+4.2%	+2.4%	+11.8%	+14.0%	+12.9%					
Product and Software Sales	2,940	3,002	5,943	2,826	8,769	4,773	7,600	13,543	3,077	3,319	6,397					
YOY change	-2.5%	-18.7%	-11.4%	+15.9%	-4.1%	+15.1%	+15.4%	+1.9%	+4.7%	+10.6%	+7.6%					
Regional IT Solutions	35,005	38,169	73,175	37,476	110,651	42,879	80,355	153,531	39,277	42,011	81,288					
YOY change	-4.0%	+0.8%	-1.6%	+4.7%	+0.5%	+5.8%	+5.3%	+1.9%	+12.2%	+10.1%	+11.1%					
Software development	17,883	20,110	37,994	19,622	57,616	21,779	41,401	79,396	20,063	21,417	41,481					
YOY change	-7.4%	-1.2%	-4.3%	+8.6%	-0.2%	+4.0%	+6.1%	+0.9%	+12.2%	+6.5%	+9.2%					
Operating and Cloud services	13,603	13,399	27,003	13,726	40,729	14,063	27,789	54,793	13,922	14,073	27,995					
YOY change	+10.8%	+6.7%	+8.7%	+9.0%	+8.8%	+8.9%	+9.0%	+8.8%	+2.3%	+5.0%	+3.7%					
Product and Software Sales	3,518	4,659	8,177	4,128	12,305	7,035	11,163	19,341	5,291	6,519	11,811					
YOY change	-27.9%	-5.9%	-16.8%	-19.7%	-17.8%	+5.5%	-5.5%	-10.6%	+50.4%	+39.9%	+44.4%					
Other business	614	562	1,176	639	1,815	613	1,252	2,429	517	491	1,009					
YOY change	+6.1%	-2.8%	+1.7%	-33.0%	-14.0%	+1.3%	-19.7%	-10.6%	-15.7%	-12.6%	-14.2%					

## (5-1) Order Status (Total)

(Millions of yen)	FY2023								FY2024							
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year
Orders received during the term	88,249	177,744	265,993	78,703	344,697	179,259	257,962	523,956	89,536	182,835	272,371					
YOY change	-0.9%	+14.8%	+9.1%	-6.0%	+5.2%	+6.9%	+2.6%	+5.8%	+1.5%	+2.9%	+2.4%					
Offering Service Business	15,733	35,007	50,740	13,482	64,223	36,393	49,876	100,617	16,531	41,459	57,991					
YOY change	-1.5%	+9.9%	+6.1%	+1.8%	+5.2%	+4.1%	+3.5%	+4.8%	+5.1%	+18.4%	+14.3%					
Business Process Management	10,237	9,779	20,016	10,745	30,762	9,142	19,887	39,904	10,236	9,388	19,625					
YOY change	-10.0%	-3.8%	-7.1%	+9.0%	-2.0%	-13.0%	-2.3%	-4.8%	-0.0%	-4.0%	-2.0%					
Financial IT Business	14,415	44,841	59,256	8,482	67,739	41,102	49,585	108,841	12,423	37,294	49,717					
YOY change	+39.2%	+38.8%	+38.9%	-36.8%	+20.8%	+18.8%	+3.3%	+20.0%	-13.8%	-16.8%	-16.1%					
Industrial IT Business	19,827	33,918	53,746	20,994	74,741	38,374	59,368	113,115	21,534	37,287	58,822					
YOY change	-11.8%	+12.4%	+2.1%	-12.1%	-2.3%	+1.7%	-3.7%	-1.0%	+8.6%	+9.9%	+9.4%					
Regional IT Solutions	28,034	54,198	82,232	24,999	107,231	54,246	79,245	161,477	28,809	57,404	86,214					
YOY change	-3.1%	+7.7%	+3.8%	+7.2%	+4.5%	+8.8%	+8.3%	+5.9%	+2.8%	+5.9%	+4.8%					
Order backlog at period-end	132,876	184,379	184,379	138,543	138,543	180,373	180,373	180,373	141,830	187,533	187,533					
YOY change	+7.6%	+16.7%	+16.7%	+13.2%	+13.2%	+11.7%	+11.7%	+11.7%	+6.7%	+1.7%	+1.7%					
Offering Service Business	23,786	34,701	34,701	23,456	23,456	33,199	33,199	33,199	25,634	38,636	38,636					
YOY change	+13.6%	+15.9%	+15.9%	+13.4%	+13.4%	+7.9%	+7.9%	+7.9%	+7.8%	+11.3%	+11.3%					
Business Process Management	8,744	8,203	8,203	8,760	8,760	7,449	7,449	7,449	7,887	7,127	7,127					
YOY change	-0.5%	-6.3%	-6.3%	+4.7%	+4.7%	-12.4%	-12.4%	-12.4%	-9.8%	-13.1%	-13.1%					
Financial IT Business	31,235	50,735	50,735	34,293	34,293	48,799	48,799	48,799	34,855	45,168	45,168					
YOY change	+11.8%	+33.9%	+33.9%	+21.5%	+21.5%	+23.9%	+23.9%	+23.9%	+11.6%	-11.0%	-11.0%					
Industrial IT Business	31,166	36,766	36,766	30,539	30,539	38,064	38,064	38,064	31,059	38,814	38,814					
YOY change	+7.4%	+14.6%	+14.6%	+3.4%	+3.4%	+0.5%	+0.5%	+0.5%	-0.3%	+5.6%	+5.6%					
Regional IT Solutions	37,943	53,971	53,971	41,494	41,494	52,861	52,861	52,861	42,393	57,786	57,786					
YOY change	+3.0%	+9.5%	+9.5%	+16.6%	+16.6%	+17.7%	+17.7%	+17.7%	+11.7%	+7.1%	+7.1%					

## (5-2) Order Status (Software development only)

(Millions of yen)	FY2023								FY2024							
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year
Orders received during the term	61,232	82,257	143,489	53,727	197,217	85,522	139,250	282,739	59,070	74,106	133,176					
YOY change	-0.2%	+17.8%	+9.4%	-6.0%	+4.7%	+3.0%	-0.7%	+4.2%	-3.5%	-9.9%	-7.2%					
Offering Service Business	9,561	12,269	21,831	8,377	30,208	12,622	20,999	42,831	10,630	13,215	23,846					
YOY change	+3.9%	-17.0%	-9.0%	+13.9%	-3.6%	-19.2%	-8.6%	-8.8%	+11.2%	+7.7%	+9.2%					
Business Process Management	4,530	3,906	8,436	4,902	13,338	3,461	8,364	16,800	3,524	2,574	6,099					
YOY change	-19.3%	-8.2%	-14.5%	+23.8%	-3.5%	-27.1%	-4.0%	-9.6%	-22.2%	-34.1%	-27.7%					
Financial IT Business	11,872	24,494	36,367	6,731	43,099	22,567	29,298	65,666	9,018	14,520	23,539					
YOY change	+44.2%	+91.7%	+73.1%	-41.7%	+32.3%	+41.0%	+6.3%	+35.2%	-24.0%	-40.7%	-35.3%					
Industrial IT Business	16,839	18,652	35,492	16,840	52,333	21,516	38,357	73,849	17,430	19,723	37,153					
YOY change	-12.6%	+10.8%	-1.7%	-10.9%	-4.9%	-2.2%	-6.2%	-4.1%	+3.5%	+5.7%	+4.7%					
Regional IT Solutions	18,427	22,934	41,361	16,875	58,237	25,353	42,229	83,591	18,465	24,072	42,537					
YOY change	-3.1%	+8.3%	+2.9%	+9.4%	+4.7%	+2.9%	+5.4%	+4.2%	+0.2%	+5.0%	+2.8%					
Order backlog at period-end	92,331	105,707	105,707	91,682	91,682	103,282	103,282	103,282	94,606	97,863	97,863					
YOY change	+8.9%	+19.0%	+19.0%	+13.4%	+13.4%	+9.9%	+9.9%	+9.9%	+2.5%	-7.4%	-7.4%					
Offering Service Business	14,684	15,511	15,511	12,614	12,614	13,616	13,616	13,616	14,070	16,208	16,208					
YOY change	+5.4%	-9.4%	-9.4%	-0.6%	-0.6%	-14.9%	-14.9%	-14.9%	-4.2%	+4.5%	+4.5%					
Business Process Management	8,744	8,203	8,203	8,760	8,760	7,449	7,449	7,449	7,751	6,880	6,880					
YOY change	-0.5%	-6.3%	-6.3%	+4.7%	+4.7%	-12.4%	-12.4%	-12.4%	-11.4%	-16.1%	-16.1%					
Financial IT Business	21,635	32,535	32,535	25,139	25,139	31,824	31,824	31,824	25,507	24,458	24,458					
YOY change	+21.4%	+75.0%	+75.0%	+35.9%	+35.9%	+45.5%	+45.5%	+45.5%	+17.9%	-24.8%	-24.8%					
Industrial IT Business	23,220	22,587	22,587	21,045	21,045	22,694	22,694	22,694	21,178	21,561	21,561					
YOY change	+8.3%	+8.6%	+8.6%	-1.9%	-1.9%	-6.0%	-6.0%	-6.0%	-8.8%	-4.5%	-4.5%					
Regional IT Solutions	24,046	26,869	26,869	24,123	24,123	27,697	27,697	27,697	26,099	28,753	28,753					
YOY change	+5.5%	+13.8%	+13.8%	+21.8%	+21.8%	+17.9%	+17.9%	+17.9%	+8.5%	+7.0%	+7.0%					

## (6) Other

(Millions of yen)	FY2023								FY2024								1st half (forecast)	Full Year (forecast)
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Capital expenditures	1,946	3,016	4,963	2,869	7,833	3,396	6,266	11,230	3,398	2,646	6,045						-	17,000
Depreciation	3,702	3,714	7,417	4,245	11,663	4,036	8,282	15,700	4,006	4,121	8,128						-	16,200
Research and development expenses	708	943	1,652	700	2,352	752	1,452	3,104	691	851	1,542						-	3,300
Amortization of goodwill	82	88	171	83	254	81	165	336	83	480	563						-	1,500
Goodwill balance at the end of the term	1,574	1,555	1,555	1,455	1,455	1,370	1,370	1,370	24,417	30,523	30,523						-	29,450
Number of Employees at the end of the term	22,313	22,206	22,206	22,155	22,155	21,946	21,946	21,946	22,528	22,281	22,281						-	-

Goodwill amortization and goodwill balance at the end of each reporting period includes goodwill associated with intangible assets recognized separately through purchase price allocation

2. Twelve-Year Summary [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Net sales	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	448,383	482,547	508,400	536,000
YOY change	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.6%	+5.4%	+5.4%
Offering Service Business	-	-	-	-	-	-	-	-	-	91,586	99,132	110,200
YOY change	-	-	-	-	-	-	-	-	-	-	+8.2%	+11.2%
Business Process Management	-	-	-	-	-	-	-	-	-	40,611	40,958	40,600
YOY change	-	-	-	-	-	-	-	-	-	-	+0.9%	-0.9%
Financial IT Business	-	-	-	-	-	-	-	-	-	90,011	99,432	103,700
YOY change	-	-	-	-	-	-	-	-	-	-	+10.5%	+4.3%
Industrial IT Business	-	-	-	-	-	-	-	-	-	106,936	112,916	116,900
YOY change	-	-	-	-	-	-	-	-	-	-	+5.6%	+3.5%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	150,685	153,531	161,900
YOY change	-	-	-	-	-	-	-	-	-	-	+1.9%	+5.5%
Other business	-	-	-	-	-	-	-	-	-	2,716	2,429	2,700
YOY change	-	-	-	-	-	-	-	-	-	-	-10.6%	+11.1%
Service IT Business	-	-	-	-	-	93,731	104,154	111,377	124,372	142,376	-	-
YOY change	-	-	-	-	-	-	+11.1%	+6.9%	+11.7%	+14.5%	-	-
BPO	-	-	-	-	-	34,909	33,134	30,688	32,702	34,519	-	-
YOY change	-	-	-	-	-	-	-5.1%	-7.4%	+6.6%	+5.6%	-	-
Financial IT Business	-	-	-	-	-	106,424	106,103	114,204	110,262	124,416	-	-
YOY change	-	-	-	-	-	-	-0.3%	+7.6%	-3.5%	+12.8%	-	-
Industrial IT Business	-	-	-	-	-	165,686	172,949	183,292	176,706	176,982	-	-
YOY change	-	-	-	-	-	-	+4.4%	+6.0%	-3.6%	+0.2%	-	-
Other business	-	-	-	-	-	4,896	4,427	4,153	4,340	4,251	-	-
YOY change	-	-	-	-	-	-	-9.6%	-6.2%	+4.5%	-2.1%	-	-
Cost of sales	276,935	283,881	294,927	312,153	317,440	321,286	325,985	337,820	334,671	353,699	366,668	384,700
Composition	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	77.5%	76.1%	74.6%	73.3%	72.1%	71.8%
YOY change	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	+1.5%	+3.6%	-0.9%	+5.7%	+3.7%	+4.9%
Gross profit	60,899	62,766	66,097	70,535	75,958	84,362	94,784	105,896	113,712	128,848	141,732	151,300
Composition	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	22.5%	23.9%	25.4%	26.7%	27.9%	28.2%
YOY change	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	+12.4%	+11.7%	+7.4%	+13.3%	+10.0%	+6.8%
Selling, general and administrative expenses	42,727	43,255	44,976	46,099	48,938	51,618	56,740	61,057	67,963	74,108	79,403	86,800
Composition	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	13.5%	13.8%	15.2%	15.4%	15.6%	16.2%
YOY change	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	+9.9%	+7.6%	+11.3%	+9.0%	+7.1%	+9.3%
Operating income	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	45,748	54,739	62,328	64,500
Composition	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	11.3%	12.3%	12.0%
YOY change	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+19.7%	+13.9%	+3.5%
Recurring profit	17,440	18,971	21,251	24,521	27,092	32,795	38,603	46,070	39,257	55,710	63,204	64,500
Composition	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	9.2%	10.4%	8.8%	11.5%	12.4%	12.0%
YOY change	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+17.7%	+19.3%	-14.8%	+41.9%	+13.5%	+2.0%
Net income (loss) attributable to owners of the parent company	5,868	7,913	10,275	12,678	16,306	20,620	26,034	29,411	27,692	39,462	55,461	42,000
Composition	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.2%	8.2%	10.9%	7.8%
YOY change	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+26.3%	+13.0%	-5.8%	+42.5%	+40.5%	-24.3%
Net income per share - basic (yen)	66.86	90.16	117.40	145.22	189.02	241.44	307.83	350.35	110.51	157.69	227.11	174.19
Net income per share - diluted (yen)	66.83	90.12	-	-	-	-	-	-	-	-	-	-
Dividends per share (yen)	21.00	25.00	30.00	33.00	36.00	40.00	70.00	90.00	35.00	44.00	50.00	53.00
Payout ratio (%)	31.4%	27.7%	25.6%	22.7%	19.0%	16.6%	22.8%	25.7%	31.9%	27.9%	22.0%	30.4%
Total Return Ratio(%)	31.4%	27.7%	30.4%	35.3%	31.9%	30.5%	39.0%	39.8%	42.8%	39.3%	76.0%	45.2%

The Company carried out a three-for-one common stock split on April 1, 2020. The impact of said stock split is reflected in "Net income per share" and "Dividends per share" from fiscal 2021.

The total return ratio for fiscal 2023 reflects a treasury stock buyback of ¥24.5 billion to achieve a more appropriate capital composition, in addition to a treasury stock buyback equivalent to ¥5.5 billion in line with the basic policy on total return ratio of 45% (yardstick).

## (2) Sales and Income by Business Segment

(Millions of yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Net sales	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	448,383	482,547	508,400	536,000
YOY change	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.6%	+5.4%	+5.4%
Offering Service Business	-	-	-	-	-	-	-	-	-	103,167	111,752	124,300
YOY change	-	-	-	-	-	-	-	-	-	-	+8.3%	+11.2%
Business Process Management	-	-	-	-	-	-	-	-	-	42,951	43,255	43,000
YOY change	-	-	-	-	-	-	-	-	-	-	+0.7%	-0.6%
Financial IT Business	-	-	-	-	-	-	-	-	-	91,651	101,184	105,500
YOY change	-	-	-	-	-	-	-	-	-	-	+10.4%	+4.3%
Industrial IT Business	-	-	-	-	-	-	-	-	-	108,751	113,632	117,700
YOY change	-	-	-	-	-	-	-	-	-	-	+4.5%	+3.6%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	156,231	160,010	169,100
YOY change	-	-	-	-	-	-	-	-	-	-	+2.4%	+5.7%
Other business	-	-	-	-	-	-	-	-	-	6,369	8,957	9,600
YOY change	-	-	-	-	-	-	-	-	-	-	+40.6%	+7.2%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-26,576	-30,394	-33,200
Service IT Business	-	-	-	-	-	100,603	117,617	125,518	136,946	155,104	-	-
YOY change	-	-	-	-	-	-	+16.9%	+6.7%	+9.1%	+13.3%	-	-
BPO	-	-	-	-	-	38,257	36,231	33,699	35,453	36,617	-	-
YOY change	-	-	-	-	-	-	-5.3%	-7.0%	+5.2%	+3.3%	-	-
Financial IT Business	-	-	-	-	-	106,655	106,436	114,472	110,660	124,937	-	-
YOY change	-	-	-	-	-	-	-0.2%	+7.6%	-3.3%	+12.9%	-	-
Industrial IT Business	-	-	-	-	-	176,485	189,595	202,701	194,414	191,232	-	-
YOY change	-	-	-	-	-	-	+7.4%	+6.9%	-4.1%	-1.6%	-	-
Other business	-	-	-	-	-	10,688	8,982	8,806	8,837	8,889	-	-
YOY change	-	-	-	-	-	-	-16.0%	-2.0%	+0.3%	+0.6%	-	-
Inter-segment elimination/adjustments	-	-	-	-	-	-27,041	-38,092	-41,481	-37,928	-34,233	-	-
Operating income	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	45,748	54,739	62,328	64,500
Composition	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	11.3%	12.3%	12.0%
YOY change	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+19.7%	+13.9%	+3.5%
Offering Service Business	-	-	-	-	-	-	-	-	-	4,692	6,426	7,300
Composition	-	-	-	-	-	-	-	-	-	4.5%	5.8%	5.9%
YOY change	-	-	-	-	-	-	-	-	-	-	+36.9%	+13.6%
Business Process Management	-	-	-	-	-	-	-	-	-	4,991	5,123	4,850
Composition	-	-	-	-	-	-	-	-	-	11.6%	11.8%	11.3%
YOY change	-	-	-	-	-	-	-	-	-	-	+2.6%	-5.3%
Financial IT Business	-	-	-	-	-	-	-	-	-	12,355	13,896	14,300
Composition	-	-	-	-	-	-	-	-	-	13.5%	13.7%	13.6%
YOY change	-	-	-	-	-	-	-	-	-	-	+12.5%	+2.9%
Industrial IT Business	-	-	-	-	-	-	-	-	-	15,356	16,728	17,600
Composition	-	-	-	-	-	-	-	-	-	14.1%	14.7%	15.0%
YOY change	-	-	-	-	-	-	-	-	-	-	+8.9%	+5.2%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	16,492	19,343	20,000
Composition	-	-	-	-	-	-	-	-	-	10.6%	12.1%	11.8%
YOY change	-	-	-	-	-	-	-	-	-	-	+17.3%	+3.4%
Other business	-	-	-	-	-	-	-	-	-	770	878	750
Composition	-	-	-	-	-	-	-	-	-	12.1%	9.8%	7.8%
YOY change	-	-	-	-	-	-	-	-	-	-	+13.9%	-14.6%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	79	-67	-300
Service IT Business	-	-	-	-	-	8,139	8,519	8,198	8,695	11,095	-	-
Composition	-	-	-	-	-	8.1%	7.2%	6.5%	6.3%	7.2%	-	-
YOY change	-	-	-	-	-	-	+4.7%	-3.8%	+6.1%	+27.6%	-	-
BPO	-	-	-	-	-	1,638	1,843	2,622	3,105	3,453	-	-
Composition	-	-	-	-	-	4.3%	5.1%	7.8%	8.8%	9.4%	-	-
YOY change	-	-	-	-	-	-	+12.6%	+42.2%	+18.4%	+11.2%	-	-
Financial IT Business	-	-	-	-	-	11,331	12,797	14,936	15,320	16,765	-	-
Composition	-	-	-	-	-	10.6%	12.0%	13.0%	13.8%	13.4%	-	-
YOY change	-	-	-	-	-	-	+12.9%	+16.7%	+2.6%	+9.4%	-	-
Industrial IT Business	-	-	-	-	-	11,509	14,777	19,159	18,710	22,959	-	-
Composition	-	-	-	-	-	6.5%	7.8%	9.5%	9.6%	12.0%	-	-
YOY change	-	-	-	-	-	-	+28.4%	+29.7%	-2.3%	+22.7%	-	-
Other business	-	-	-	-	-	1,010	961	932	938	850	-	-
Composition	-	-	-	-	-	9.4%	10.7%	10.6%	10.6%	9.6%	-	-
YOY change	-	-	-	-	-	-	-4.8%	-3.0%	+0.7%	-9.5%	-	-
Inter-segment elimination/adjustments	-	-	-	-	-	-884	-855	-1,009	-1,022	-384	-	-

Net sales for each segment include intersegment sales.

## (3) Order Status (Total)

(Millions of yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year
Orders received during the term	-	-	-	-	-	-	427,210	439,748	452,284	495,291	523,956
YOY change	-	-	-	-	-	-	-	+2.9%	+2.9%	+9.5%	+5.8%
Offering Service Business	-	-	-	-	-	-	-	-	-	96,020	100,617
YOY change	-	-	-	-	-	-	-	-	-	-	+4.8%
Business Process Management	-	-	-	-	-	-	-	-	-	41,900	39,904
YOY change	-	-	-	-	-	-	-	-	-	-	-4.8%
Financial IT Business	-	-	-	-	-	-	-	-	-	90,665	108,841
YOY change	-	-	-	-	-	-	-	-	-	-	+20.0%
Industrial IT Business	-	-	-	-	-	-	-	-	-	114,269	113,115
YOY change	-	-	-	-	-	-	-	-	-	-	-1.0%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	152,435	161,477
YOY change	-	-	-	-	-	-	-	-	-	-	+5.9%
Service IT Business	-	-	-	-	-	-	107,344	111,929	128,507	151,526	-
YOY change	-	-	-	-	-	-	-	+4.3%	+14.8%	+17.9%	-
BPO	-	-	-	-	-	-	33,134	30,688	32,702	34,519	-
YOY change	-	-	-	-	-	-	-	-7.4%	+6.6%	+5.6%	-
Financial IT Business	-	-	-	-	-	-	108,494	117,015	113,921	125,419	-
YOY change	-	-	-	-	-	-	-	+7.9%	-2.6%	+10.1%	-
Industrial IT Business	-	-	-	-	-	-	178,236	180,116	177,153	182,289	-
YOY change	-	-	-	-	-	-	-	+1.1%	-1.6%	+2.9%	-
Order backlog at period-end	-	-	-	-	-	122,067	132,935	133,121	147,214	161,453	180,373
YOY change	-	-	-	-	-	-	+8.9%	+0.1%	+10.6%	+9.7%	+11.7%
Offering Service Business	-	-	-	-	-	-	-	-	-	30,780	33,199
YOY change	-	-	-	-	-	-	-	-	-	-	+7.9%
Business Process Management	-	-	-	-	-	-	-	-	-	8,503	7,449
YOY change	-	-	-	-	-	-	-	-	-	-	-12.4%
Financial IT Business	-	-	-	-	-	-	-	-	-	39,390	48,799
YOY change	-	-	-	-	-	-	-	-	-	-	+23.9%
Industrial IT Business	-	-	-	-	-	-	-	-	-	37,865	38,064
YOY change	-	-	-	-	-	-	-	-	-	-	+0.5%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	44,914	52,861
YOY change	-	-	-	-	-	-	-	-	-	-	+17.7%
Service IT Business	-	-	-	-	-	30,693	33,883	34,434	44,421	53,555	-
YOY change	-	-	-	-	-	-	+10.4%	+1.6%	+29.0%	+20.6%	-
BPO	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	39,254	41,645	44,456	48,114	49,117	-
YOY change	-	-	-	-	-	-	+6.1%	+6.7%	+8.2%	+2.1%	-
Industrial IT Business	-	-	-	-	-	52,120	57,407	54,230	54,678	58,780	-
YOY change	-	-	-	-	-	-	+10.1%	-5.5%	+0.8%	+7.5%	-

Some transactions included under Other were transferred to Regional IT Solutions, paralleling segment restructuring, leading to a discrepancy in figures before and after the change in segment structure.



## (4) Order Status (Software development only)

(Millions of yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year
Orders received during the term	179,352	172,721	199,842	207,345	208,307	219,225	238,298	246,330	237,323	271,350	282,739
YOY change	+2.7%	-3.7%	+15.7%	+3.8%	+0.5%	+5.2%	+8.7%	+3.4%	-3.7%	+14.3%	+4.2%
Offering Service Business	-	-	-	-	-	-	-	-	-	46,950	42,831
YOY change	-	-	-	-	-	-	-	-	-	-	-8.8%
Business Process Management	-	-	-	-	-	-	-	-	-	18,579	16,800
YOY change	-	-	-	-	-	-	-	-	-	-	-9.6%
Financial IT Business	-	-	-	-	-	-	-	-	-	48,576	65,666
YOY change	-	-	-	-	-	-	-	-	-	-	+35.2%
Industrial IT Business	-	-	-	-	-	-	-	-	-	76,999	73,849
YOY change	-	-	-	-	-	-	-	-	-	-	-4.1%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	80,243	83,591
YOY change	-	-	-	-	-	-	-	-	-	-	+4.2%
Service IT Business	-	-	-	-	-	42,757	47,513	53,741	55,037	64,248	-
YOY change	-	-	-	-	-	-	+11.1%	+13.1%	+2.4%	+16.7%	-
Financial IT Business	-	-	-	-	-	70,963	69,173	73,249	68,490	78,349	-
YOY change	-	-	-	-	-	-	-2.5%	+5.9%	-6.5%	+14.4%	-
Industrial IT Business	-	-	-	-	-	105,505	121,610	119,339	113,795	128,752	-
YOY change	-	-	-	-	-	-	+15.3%	-1.9%	-4.6%	+13.1%	-
Order backlog at period-end	62,055	58,869	71,095	69,961	64,751	67,716	75,549	79,277	83,797	94,016	103,282
YOY change	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%	+4.6%	+11.6%	+4.9%	+5.7%	+12.2%	+9.9%
Offering Service Business	-	-	-	-	-	-	-	-	-	15,993	13,616
YOY change	-	-	-	-	-	-	-	-	-	-	-14.9%
Business Process Management	-	-	-	-	-	-	-	-	-	8,503	7,449
YOY change	-	-	-	-	-	-	-	-	-	-	-12.4%
Financial IT Business	-	-	-	-	-	-	-	-	-	21,878	31,824
YOY change	-	-	-	-	-	-	-	-	-	-	+45.5%
Industrial IT Business	-	-	-	-	-	-	-	-	-	24,139	22,694
YOY change	-	-	-	-	-	-	-	-	-	-	-6.0%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	23,502	27,697
YOY change	-	-	-	-	-	-	-	-	-	-	+17.9%
Service IT Business	-	-	-	-	-	12,142	13,746	15,309	20,367	22,447	-
YOY change	-	-	-	-	-	-	+13.2%	+11.4%	+33.0%	+10.2%	-
Financial IT Business	-	-	-	-	-	23,324	24,572	28,400	28,541	30,559	-
YOY change	-	-	-	-	-	-	+5.4%	+15.6%	+0.5%	+7.1%	-
Industrial IT Business	-	-	-	-	-	32,249	37,230	35,566	34,887	41,009	-
YOY change	-	-	-	-	-	-	+15.4%	-4.5%	-1.9%	+17.5%	-

Some transactions included under Other were transferred to Regional IT Solutions, paralleling segment restructuring, leading to a discrepancy in figures before and after the change in segment structure.

## (5) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Current assets	138,219	143,519	140,450	166,666	152,162	162,064	176,231	181,543	229,965	259,261	268,682	-
Fixed assets	164,083	170,091	205,401	169,828	185,459	204,889	194,426	201,356	221,106	217,381	193,637	-
Total assets	302,302	313,610	345,851	336,495	337,622	366,954	370,657	382,899	451,072	476,642	462,320	-
Current liabilities	91,063	72,790	77,666	91,508	78,676	81,310	91,126	88,479	100,915	139,236	117,179	-
Non-current liabilities	53,079	76,316	79,395	64,447	59,743	59,344	45,121	46,462	70,726	34,412	35,914	-
Total liabilities	144,143	149,107	157,062	155,955	138,420	140,655	136,248	134,942	171,642	173,649	153,094	-
Net assets	158,159	164,502	188,789	180,539	199,202	226,298	234,408	247,957	279,429	302,993	309,226	-
Total liabilities and net assets	302,302	313,610	345,851	336,495	337,622	366,954	370,657	382,899	451,072	476,642	462,320	-
Total interest-bearing debt	60,550	58,869	52,114	46,158	35,144	32,876	26,893	22,294	43,629	37,517	16,043	-
Interest-bearing debt ratio	20.0%	18.8%	15.1%	13.7%	10.4%	9.0%	7.3%	5.8%	9.7%	7.9%	3.5%	-
Net assets per share(yen)	1,714.88	1,782.23	2,108.19	2,031.07	2,265.76	2,602.07	2,719.79	2,890.27	1,078.60	1,173.60	1,227.44	-
Equity ratio (%)	49.8%	49.9%	53.3%	52.5%	57.8%	60.4%	62.0%	63.3%	60.0%	61.5%	64.2%	-
Net income to equity capital ratio (%)	3.9%	5.1%	6.0%	7.0%	8.8%	9.9%	11.5%	12.5%	10.8%	14.0%	18.8%	-
Net income ratio (%)	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.2%	8.2%	10.9%	-
Total asset turnover ratio	1.10	1.13	1.09	1.12	1.17	1.15	1.14	1.16	1.08	1.04	1.08	-
Financial leverage	2.08	2.01	1.93	1.89	1.81	1.69	1.63	1.58	1.63	1.65	1.59	-
Recurring profit to total assets ratio (%)	5.7%	6.2%	6.4%	7.2%	8.0%	9.3%	10.5%	12.2%	9.4%	12.0%	13.5%	-
Cash flow from operating activities	21,515	25,770	22,938	25,496	18,952	36,386	37,558	38,569	33,345	56,126	33,634	-
Cash flow from investing activities	-14,391	-5,334	-17,744	8,688	-23,488	-14,202	-1,213	-26,437	-17,522	-3,424	11,300	-
Cash flow from financial activities	-19,883	-5,872	-19,067	-14,979	-18,327	-10,543	-16,773	-14,544	12,484	-21,948	-64,573	-
Cash and cash equivalents at the end of the term	28,433	43,142	29,485	48,651	25,730	37,545	57,083	54,684	82,924	113,820	94,306	-
Free cash flows	7,124	20,436	5,194	34,184	-4,536	22,184	36,345	12,132	15,823	52,702	44,935	-
Capital expenditures	12,287	12,544	16,873	14,210	15,159	16,907	13,334	16,702	25,085	13,783	11,230	17,000
Depreciation	12,920	12,454	12,809	11,952	11,801	12,572	12,783	12,020	13,318	15,083	15,700	16,200
Research and development expenses	1,002	853	1,097	1,086	1,178	996	1,003	1,702	1,789	2,784	3,104	3,300
Amortization of goodwill	1,741	1,166	1,052	339	326	289	289	171	312	497	336	1,500
Goodwill balance at the end of the term	1,914	830	2,021	1,393	1,332	1,118	503	355	2,550	1,556	1,370	29,450
Number of employees at the end of the term	19,553	19,081	19,090	19,393	19,843	19,877	19,483	19,744	21,817	21,709	21,946	-
Number of new-graduate recruits	356	455	620	688	674	712	892	810	902	976	1,016	883
Number of regular recruits	379	549	499	687	575	840	661	731	750	760	791	-

Total interest-bearing debt is aggregate sum of borrowed money and corporate bonds.

Free cash flow is aggregate cash flow from operating activities and investing activities.

Goodwill amortization and goodwill balance at the end of each reporting period includes goodwill associated with intangible assets recognized separately through purchase price allocation, recognized separately through purchase price allocation.

The estimate for goodwill amortization and goodwill balance for the fiscal year ending March 31, 2024, is noted below and includes goodwill associated with Nihon ICS Co., Ltd., which became a consolidated subsidiary in April 2023.

Details pertaining to goodwill associated with Nihon ICS Co., Ltd., as TIS envisions as of May 9, 2023, are presented below. Note that certain components, such as purchase price allocation, have yet to be determined, and there is a possibility that amounts will change.

• Goodwill: ¥8.3 billion (amortized evenly over 15 years)

• Client-related assets under intangible fixed assets: ¥21.2 billion (amortized evenly over 20 years)

# Make society's wishes come true through IT.



## TIS INTEC Group

### **Cautionary Statements**

- All statements described in these materials are based on information available to management regarding the TIS INTEC Group—that is, TIS and the subsidiaries under its umbrella—as of the presentation date and certain assumptions deemed reasonable at this time. No intent is implied of promise by the Company to achieve such forward-looking statements. Indeed, various factors may cause future results to be substantially different from the assumptions presented in these materials.
- Full-year targets reflect revised performance estimates at the time of presentation.
- Quarterly financial results indicate the figures deducting from accumulated-term results.  
(ex. Third quarter results = Three quarter results – Two quarter results)
- Segment information prior to fiscal 2017, ended March 31, 2017, has been omitted.
- From the first quarter of fiscal 2019, TIS applies “Partial Amendments to Accounting Standard for Tax Effect Accounting” (Accounting Standards Board of Japan, Statement No. 28, February 16, 2018). Figures for fiscal 2018 have been retrospectively restated in line with the aforementioned partial amendments.
- TIS applies “Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, issued March 31, 2020), effective from the first quarter of fiscal 2022, ending March 31, 2022.
- From the first quarter of fiscal 2023, ending March 31, 2023, TIS applied new management approach and changed business segment. Fiscal 2022 figures have been recalculated and reclassified according to the new segment breakdowns for comparison purposes.
- For cautionary statements other than those listed above, please refer to the cautionary statements in the notes to Financial Results.