



Supplementary Financial Data

First Three Quarters of Fiscal Year Ending March 31, 2024

February 2, 2024

TIS Inc.

(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	137,255	404,744				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%	+9.7%	+9.3%				+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	33,552	93,701				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%	+21.4%	+14.9%				+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	10,245	31,239				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%	-4.5%	-3.1%				+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	25,713	79,820				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%	+1.4%	+7.7%				+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	31,353	89,679				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%	+14.4%	+8.5%				+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	41,749	127,285				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%	+6.7%	+10.3%				+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	2,408	7,062				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%	+6.0%	+7.6%				+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	-7,767	-24,043				-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	17,191	47,579				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%	12.5%	11.8%				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%	+2.7%	+7.1%				+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	2,834	5,493				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%	8.4%	5.9%				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%	+41.4%	+22.1%				+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	964	3,073				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%	9.4%	9.8%				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%	-22.2%	-15.7%				-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	3,370	11,256				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%	13.1%	14.1%				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%	-6.3%	+13.6%				+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	4,797	13,268				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%	15.3%	14.8%				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%	+10.0%	+9.4%				-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	5,164	14,178				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%	12.4%	11.1%				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%	-1.0%	+4.5%				+7.7%		+3.4%	
Other business	192	201	394	248	643	234	483	878	124	235	360	188	548				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%	7.8%	7.8%				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%	-24.4%	-14.6%				-23.9%		-14.6%	
Inter-segment elimination/adjustments	9	-21	-12	67	54	-122	-55	-67	-235	122	-112	-127	-240				-200	-43.8%	-300	

Net sales for each segment include intersegment sales.

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)

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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.