



IT Holdings

Supplementary Financial Data

First Two Quarters of the Fiscal Year ending March 31, 2012

November 2, 2011

IT Holdings Corporation

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IT Holdings Group

1. IT Holdings, Consolidated

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	FY2011								FY2012								FY2012 (Plan) Full year
	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	69,007	85,002	154,009	69,981	223,990	99,183	169,164	323,173	67,891	86,791	154,682						325,000
YOY change	+4.8%	+4.8%	+4.8%	+12.9%	+7.2%	-5.5%	+1.4%	+3.0%	-1.6%	+2.1%	+0.4%						+0.6%
IT Infrastructure Services	26,845	27,740	54,585	26,327	80,912	28,180	54,507	109,092	26,057	28,106	54,163						108,100
Composition	38.9%	32.6%	35.4%	37.6%	36.1%	28.4%	32.2%	33.8%	38.4%	32.4%	35.0%						33.3%
YOY change	-	-	-	-	-	-	-	-	-2.9%	+1.3%	-0.8%						-0.9%
Financial IT Services	13,941	20,880	34,821	14,373	49,194	23,356	37,729	72,550	13,279	18,809	32,088						67,500
Composition	20.2%	24.6%	22.6%	20.5%	22.0%	23.5%	22.3%	22.4%	19.6%	21.7%	20.7%						20.8%
YOY change	-	-	-	-	-	-	-	-	-4.7%	-9.9%	-7.8%						-7.0%
Industrial IT Services	26,256	34,604	60,860	27,428	88,288	46,040	73,468	134,328	26,828	38,161	64,989						142,900
Composition	38.0%	40.7%	39.5%	39.2%	39.4%	46.4%	43.4%	41.6%	39.5%	44.0%	42.0%						44.0%
YOY change	+0.8%	-	-	-	-	-	-	-	+2.2%	+10.3%	+6.8%						+6.4%
Other business	1,964	1,779	3,743	1,853	5,596	1,606	3,459	7,202	1,726	1,714	3,440						6,500
Composition	2.8%	2.1%	2.4%	2.6%	2.5%	1.6%	2.0%	2.2%	2.5%	2.0%	2.2%						2.0%
YOY change	-	-	-	-	-	-	-	-	-12.1%	-3.7%	-8.1%						-9.7%
Outsourcing and network	31,127	31,195	62,322	29,875	92,197	32,299	62,174	124,496	-	-	-						-
Composition	45.1%	36.7%	40.5%	42.7%	41.2%	32.6%	36.8%	38.5%	-	-	-						-
YOY change	+0.8%	+1.4%	+1.1%	+1.5%	+1.2%	-8.0%	-3.7%	-1.3%	-	-	-						-
Software development	31,060	45,491	76,551	32,678	109,229	54,660	87,338	163,889	-	-	-						-
Composition	45.0%	53.5%	49.7%	46.7%	48.8%	55.1%	51.6%	50.7%	-	-	-						-
YOY change	+13.3%	+6.1%	+8.9%	+25.6%	+13.4%	-8.4%	+1.9%	+5.1%	-	-	-						-
Solution services	4,818	6,475	11,293	5,575	16,868	10,315	15,890	27,183	-	-	-						-
Composition	7.0%	7.6%	7.3%	8.0%	7.5%	10.4%	9.4%	8.4%	-	-	-						-
YOY change	-16.9%	+7.9%	-4.3%	+27.0%	+4.2%	+16.8%	+20.2%	+8.6%	-	-	-						-
Other business	2,001	1,843	3,844	1,850	5,694	1,910	3,760	7,604	-	-	-						-
Composition	2.9%	2.2%	2.5%	2.6%	2.5%	1.9%	2.2%	2.4%	-	-	-						-
YOY change	+13.7%	+25.9%	+19.2%	-12.4%	+6.7%	+40.6%	+8.4%	+13.6%	-	-	-						-
Cost of sales	58,868	66,047	124,915	58,310	183,225	77,920	136,230	261,145	58,129	69,402	127,531						-
Composition	85.3%	77.7%	81.1%	83.3%	81.8%	78.6%	80.5%	80.8%	85.6%	80.0%	82.4%						-
YOY change	+8.0%	+0.9%	+4.1%	+12.5%	+6.6%	-6.1%	+1.0%	+2.5%	-1.3%	+5.1%	+2.1%						-
Gross profit	10,138	18,956	29,094	11,670	40,764	21,263	32,933	62,027	9,761	17,389	27,150						-
Composition	14.7%	22.3%	18.9%	16.7%	18.2%	21.4%	19.5%	19.2%	14.4%	20.0%	17.6%						-
YOY change	-10.5%	+21.2%	+7.9%	+15.0%	+9.8%	-3.0%	+2.7%	+5.1%	-3.7%	-8.3%	-6.7%						-
Selling, general and administrative expenses	12,281	12,145	24,426	12,294	36,720	12,489	24,783	49,209	11,798	10,668	22,466						-
Composition	17.8%	14.3%	15.9%	17.6%	16.4%	12.6%	14.7%	15.2%	17.4%	12.3%	14.5%						-
YOY change	+17.2%	+13.7%	+15.4%	+22.5%	+17.7%	+5.5%	+13.3%	+14.4%	-3.9%	-12.2%	-8.0%						-
Operating income (loss)	(2,142)	6,809	4,667	(623)	4,044	8,774	8,151	12,818	(2,036)	6,719	4,683						14,000
Composition	(3.1%)	8.0%	3.0%	(0.9%)	1.8%	8.8%	4.8%	4.0%	(3.0%)	7.7%	3.0%						4.3%
YOY change	-	+37.4%	-19.6%	-	-31.7%	-12.9%	-20.0%	-19.9%	-	-1.3%	+0.3%						+9.2%
Recurring profit (loss)	(1,848)	6,610	4,762	(847)	3,915	8,710	7,863	12,625	(1,691)	6,370	4,679						13,500
Composition	(2.7%)	7.8%	3.1%	(1.2%)	1.7%	8.8%	4.6%	3.9%	(2.5%)	7.3%	3.0%						4.2%
YOY change	-	+37.4%	-17.8%	-	-32.7%	-12.0%	-20.8%	-19.7%	-	-3.6%	-1.7%						+6.9%
Income (loss) before income taxes and minority interests	(4,159)	6,983	2,824	(769)	2,055	8,090	7,321	10,145	(1,948)	(27)	(1,975)						-
Composition	(6.0%)	8.2%	1.8%	(1.1%)	0.9%	8.2%	4.3%	3.1%	(2.9%)	-0.0%	(1.3%)						-
YOY change	-	+59.8%	-47.4%	-	-51.0%	-17.4%	-15.1%	-27.5%	-	-	-						-
Minority interests in earnings of consolidated subsidiaries	(334)	264	(70)	(31)	(101)	187	156	86	(16)	(108)	(124)						-
Net income (loss)	(2,817)	3,821	1,004	(831)	173	5,812	4,981	5,985	(1,360)	(109)	(1,469)						2,000
Composition	(4.1%)	4.5%	0.7%	(1.2%)	0.1%	5.9%	2.9%	1.9%	(2.0%)	(0.1%)	(0.9%)						0.6%
YOY change	-	+81.4%	-68.7%	-	-92.6%	+9.2%	+11.9%	-21.9%	-	-	-						-66.6%

(2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	FY2011								FY2012							
	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	69,007	85,002	154,009	69,981	223,990	99,183	169,164	323,173	67,891	86,791	154,682					
YOY change	+4.8%	+4.8%	+4.8%	+12.9%	+7.2%	-5.5%	+1.4%	+3.0%	-1.6%	+2.1%	+0.4%					
Credit card	11,078	15,505	26,583	10,794	37,377	15,237	26,031	52,614	9,063	11,821	20,884					
Composition	16.1%	18.2%	17.3%	15.4%	16.7%	15.4%	15.4%	16.3%	13.3%	13.6%	13.5%					
YOY change	-6.6%	-9.2%	-8.1%	-11.5%	-3.2%	-17.8%	-7.8%	-7.9%	-18.2%	-23.8%	-21.4%					
Banking	5,646	6,573	12,219	6,115	18,334	7,485	13,600	25,819	5,743	6,933	12,676					
Composition	8.2%	7.7%	7.9%	8.7%	8.2%	7.5%	8.0%	8.0%	8.5%	8.0%	8.2%					
YOY change	5.0%	6.6%	5.9%	18.6%	9.8%	10.4%	13.9%	10.0%	1.7%	5.5%	3.7%					
Insurance	5,330	6,265	11,595	5,392	16,987	6,461	11,853	23,448	5,356	6,054	11,410					
Composition	7.7%	7.4%	7.5%	7.7%	7.6%	6.5%	7.0%	7.3%	7.9%	7.0%	7.4%					
YOY change	25.0%	14.8%	19.3%	5.3%	14.5%	3.4%	4.3%	11.2%	0.5%	-3.4%	-1.6%					
Other finance	3,966	5,339	9,305	4,179	13,484	5,694	9,873	19,178	4,748	6,310	11,058					
Composition	5.7%	6.3%	6.0%	6.0%	6.0%	5.7%	5.8%	5.9%	7.0%	7.3%	7.1%					
YOY change	-17.2%	11.0%	-3.1%	-2.7%	-3.0%	10.2%	4.4%	0.6%	19.7%	18.2%	18.8%					
Assembly-based manufacturing	9,224	12,763	21,987	9,616	31,603	14,720	24,336	46,323	8,404	11,462	19,866					
Composition	13.4%	15.0%	14.3%	13.7%	14.1%	14.8%	14.4%	14.3%	12.4%	13.2%	12.8%					
YOY change	15.7%	30.4%	23.8%	31.6%	26.1%	-2.7%	8.5%	15.2%	-8.9%	-10.2%	-9.6%					
Processing-based manufacturing	6,682	6,351	13,033	5,852	18,885	7,250	13,102	26,135	6,591	8,137	14,728					
Composition	9.7%	7.5%	8.5%	8.4%	8.4%	7.3%	7.7%	8.1%	9.7%	9.4%	9.5%					
YOY change	-15.1%	-16.0%	-15.6%	-17.1%	-16.0%	1.6%	-7.7%	-11.8%	-1.4%	28.1%	13.0%					
Distribution	5,295	6,044	11,339	4,938	16,277	6,593	11,531	22,870	5,570	7,075	12,645					
Composition	7.7%	7.1%	7.4%	7.3%	7.3%	6.6%	6.8%	7.1%	8.2%	8.2%	8.2%					
YOY change	-8.2%	-17.5%	-13.4%	-10.5%	-12.6%	3.5%	-3.0%	-8.5%	5.2%	17.1%	11.5%					
Services	14,779	17,948	32,727	14,930	47,657	22,360	37,290	70,017	14,326	17,726	32,052					
Composition	21.4%	21.1%	21.3%	21.3%	21.3%	22.5%	22.0%	21.7%	21.1%	20.4%	20.7%					
YOY change	38.4%	21.4%	28.5%	46.8%	33.7%	-14.8%	2.4%	13.2%	-3.1%	-1.2%	-2.1%					
Public institutions	5,526	6,144	11,670	5,520	17,190	10,825	16,345	28,015	5,870	8,253	14,123					
Composition	8.0%	7.2%	7.6%	7.9%	7.7%	10.9%	9.7%	8.7%	8.6%	9.5%	9.1%					
YOY change	6.6%	-10.2%	-2.9%	10.3%	0.9%	-3.2%	0.9%	-0.7%	6.2%	34.3%	21.0%					
Others	1,481	2,070	3,551	2,645	6,196	2,558	5,203	8,754	2,216	3,019	5,235					
Composition	2.1%	2.4%	2.3%	3.8%	2.8%	2.6%	3.1%	2.7%	3.3%	3.5%	3.4%					
YOY change	-29.2%	60.8%	5.1%	-0.6%	2.6%	19.8%	8.5%	7.1%	49.6%	45.8%	47.4%					

(3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2011								FY2012								FY2012 (Plan) Full year
	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	69,007	85,002	154,009	69,981	223,990	99,183	169,164	323,173	67,891	86,791	154,682					325,000	
YOY change	+4.8%	+4.8%	+4.8%	+12.9%	+7.2%	-5.5%	+1.4%	+3.0%	-1.6%	+2.1%	+0.4%					+0.6%	
IT Infrastructure Services	27,293	28,235	55,528	26,736	82,264	28,652	55,388	110,916	26,611	28,569	55,180					110,000	
Composition	39.6%	33.2%	36.1%	38.2%	36.7%	28.9%	32.7%	34.3%	39.2%	32.9%	35.7%					33.8%	
YOY change	-	-	-	-	-	-	-	-	-2.5%	+1.2%	-0.6%					-0.8%	
Financial IT Services	13,958	20,900	34,858	14,398	49,256	23,409	37,807	72,665	13,360	18,873	32,233					67,800	
Composition	20.2%	24.6%	22.6%	20.6%	22.0%	23.6%	22.3%	22.5%	19.7%	21.7%	20.8%					20.9%	
YOY change	-	-	-	-	-	-	-	-	-4.3%	-9.7%	-7.5%					-6.7%	
Industrial IT Services	27,803	36,481	64,284	29,028	93,312	47,982	77,010	141,294	28,597	40,587	69,184					151,200	
Composition	40.3%	42.9%	41.7%	41.5%	41.7%	48.4%	45.5%	43.7%	42.1%	46.8%	44.7%					46.5%	
YOY change	-	-	-	-	-	-	-	-	+2.9%	+11.3%	+7.6%					+7.0%	
Other business	4,259	4,053	8,312	3,992	12,304	4,292	8,284	16,596	4,020	3,703	7,723					16,000	
Composition	6.2%	4.8%	5.4%	5.7%	5.5%	4.3%	4.9%	5.1%	5.9%	4.3%	5.0%					4.9%	
YOY change	-	-	-	-	-	-	-	-	-5.6%	-8.6%	-7.1%					-3.6%	
Inter-segment elimination/adjustments	(4,308)	(4,666)	(8,974)	(4,171)	(13,145)	(5,153)	(9,324)	(18,298)	(4,697)	(4,942)	(9,639)					(20,000)	
Operating income (loss)	(2,142)	6,809	4,667	(623)	4,044	8,774	8,151	12,818	(2,036)	6,719	4,683					14,000	
Composition	(3.1%)	8.0%	3.0%	(0.9%)	1.8%	8.8%	4.8%	4.0%	(3.0%)	7.7%	3.0%					4.3%	
YOY change	-	-	-	-	-	-	-	-	-	-1.3%	+0.3%					+9.2%	
IT Infrastructure Services	1,742	2,121	3,863	1,688	5,551	2,581	4,269	8,132	811	2,829	3,640					7,000	
Composition	6.4%	7.5%	7.0%	6.3%	6.7%	9.0%	7.7%	7.3%	3.0%	9.9%	6.6%					6.4%	
YOY change	-	-	-	-	-	-	-	-	-53.4%	+33.4%	-5.8%					-13.9%	
Financial IT Services	(1,431)	3,071	1,640	(57)	1,583	2,340	2,283	3,923	(753)	1,972	1,219					3,900	
Composition	(10.3%)	14.7%	4.7%	(0.4%)	3.2%	10.0%	6.0%	5.4%	(5.6%)	10.4%	3.8%					5.8%	
YOY change	-	-	-	-	-	-	-	-	-	-35.8%	-25.7%					-0.6%	
Industrial IT Services	(2,382)	1,909	(473)	(2,040)	(2,513)	4,138	2,098	1,625	(2,193)	1,815	(378)					3,000	
Composition	(8.6%)	5.2%	(0.7%)	(7.0%)	(2.7%)	8.6%	2.7%	1.2%	(7.7%)	4.5%	(0.5%)					2.0%	
YOY change	-	-	-	-	-	-	-	-	-	-4.9%	-					+84.6%	
Other business	370	274	644	293	937	377	670	1,314	506	585	1,091					1,900	
Composition	8.7%	6.8%	7.7%	7.3%	7.6%	8.8%	8.1%	7.9%	12.6%	15.8%	14.1%					11.9%	
YOY change	-	-	-	-	-	-	-	-	+36.8%	+113.5%	+69.4%					+44.6%	
Inter-segment elimination/adjustments	(440)	(566)	(1,006)	(508)	(1,514)	(661)	(1,169)	(2,175)	(1,628)	740	(888)					(1,800)	

(4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2011								FY2012							
	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	38,519	40,034	78,553	39,004	117,557	44,730	83,734	162,287	44,918	44,270	89,188					
YOY change	+1.0%	+26.4%	+12.5%	+25.7%	+16.6%	-2.3%	+9.0%	+10.7%	+16.6%	+10.6%	+13.5%					
Financial IT Services	13,143	13,099	26,242	15,208	41,450	19,247	34,455	60,697	16,359	11,798	28,157					
Composition	34.1%	32.7%	33.4%	39.0%	35.3%	43.0%	41.1%	37.4%	36.4%	26.7%	31.6%					
YOY change	-	-	-	-	-	-	-	-	+24.5%	-9.9%	+7.3%					
Industrial IT Services	25,376	26,934	52,310	23,796	76,106	25,483	49,279	101,589	28,559	32,471	61,030					
Composition	65.9%	67.3%	66.6%	61.0%	64.7%	57.0%	58.9%	62.6%	63.6%	73.3%	68.4%					
YOY change	-	-	-	-	-	-	-	-	+12.5%	+20.6%	+16.7%					
Order backlog at period-end	57,028	51,571	51,571	57,898	57,898	47,967	47,967	47,967	61,830	60,589	60,589					
YOY change	-10.2%	-1.4%	-1.4%	-8.7%	-8.7%	-3.2%	-3.2%	-3.2%	+8.4%	+17.5%	+17.5%					
Financial IT Services	25,222	19,553	19,553	21,948	21,948	18,229	18,229	18,229	22,738	20,924	20,924					
Composition	44.2%	37.9%	37.9%	37.9%	37.9%	38.0%	38.0%	38.0%	36.8%	34.5%	34.5%					
YOY change	-	-	-	-	-	-	-	-	-9.8%	+7.0%	+7.0%					
Industrial IT Services	31,806	32,017	32,017	35,950	35,950	29,738	29,738	29,738	39,092	39,664	39,664					
Composition	55.8%	62.1%	62.1%	62.1%	62.1%	62.0%	62.0%	62.0%	63.2%	65.5%	65.5%					
YOY change	-	-	-	-	-	-	-	-	+22.9%	+23.9%	+23.9%					

(5) Other

IT Holdings, Consolidated (Millions of yen)	FY2011								FY2012								FY2012 【Plan】 Full year
	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	2,589	6,389	8,978	3,678	12,656	5,669	9,347	18,325	2,816	2,769	5,585						11,000
Depreciation	2,979	3,021	6,000	3,125	9,125	3,183	6,308	12,308	3,061	3,090	6,151						11,000
Research and development expenses	132	382	514	143	657	405	548	1,062	230	260	490						1,000
Number of Employees at the end of the term	21,263	21,007	21,007	20,945	20,945	20,831	20,831	20,831	21,611	20,818	20,818						-
Amortization of goodwill	487	506	993	499	1,492	509	1,008	2,001	502	504	1,006						1,880
[Impairment loss]	-	13	13	-	13	-	-	13	-	-	-						-
Goodwill balance at the end of the term	6,838	6,466	6,466	5,969	5,969	5,551	5,551	5,551	5,049	4,546	4,546						3,672

Principal amortization of goodwill On April 1, 2011, SORUN Corporation was merged.

SORUN Corporation: Goodwill (¥4,408 million) incurred due to change in status to subsidiary of IT Holdings in December 2009, and five-year equal amortization from 4th quarter period ended March 2010. Additional goodwill (¥458 million) incurred because the company became a wholly owned subsidiary in April 2011 and five-year equal amortization from the first quarter of the fiscal year ended March 2011

Nexxus Co., Ltd.: Goodwill (¥2,896 million) incurred due to change in status to subsidiary of INTEC in July 2008. Five-year equal amortization from 2nd quarter period ended March 2011

2. TIS, Nonconsolidated

TIS, SORUN and UFIT merged on April 1, 2011. Amounts for fiscal 2011 are simple totals adding together the non-consolidated results of TIS, SORUN and UFIT.

(1) Performance Summary

TIS, Nonconsolidated (Millions of yen)	FY2011								FY2012								FY2012 (Plan) Full year
	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	30,820	42,149	72,967	31,180	104,145	49,421	80,601	153,567	29,036	41,327	70,363						151,000
YOY change	-	-	-	-	-	-	-	-	-5.8%	-2.0%	-3.6%						-1.7%
IT Infrastructure Services	14,290	14,777	29,067	13,620	42,687	15,371	28,991	58,058	13,525	15,041	28,566						54,700
Composition	46.4%	35.1%	39.8%	43.7%	41.0%	31.1%	36.0%	37.8%	46.6%	36.4%	40.6%						36.2%
YOY change	-	-	-	-	-	-	-	-	-5.4%	+1.8%	-1.7%						-5.8%
IT Infrastructure Services	7,898	14,531	22,429	8,217	30,646	16,027	24,244	46,673	7,043	11,458	18,501						41,500
Composition	25.6%	34.5%	30.7%	26.4%	29.4%	32.4%	30.1%	30.4%	24.3%	27.7%	26.3%						27.5%
YOY change	-	-	-	-	-	-	-	-	-10.8%	-21.1%	-17.5%						-11.1%
Financial IT Services	8,632	12,839	21,471	9,344	30,815	18,021	27,365	48,836	8,467	14,829	23,296						54,800
Composition	28.0%	30.0%	29.4%	30.0%	29.6%	36.5%	34.0%	31.8%	29.2%	35.9%	33.1%						36.3%
YOY change	-	-	-	-	-	-	-	-	-1.9%	+15.5%	+8.5%						+12.2%
Outsourcing and network	13,854	13,941	27,793	12,991	40,784	15,143	28,134	55,927	-	-	-						-
Composition	45.0%	33.1%	38.1%	41.7%	39.2%	30.6%	34.9%	36.4%	-	-	-						-
YOY change	-	-	-	-	-	-	-	-	-	-	-						-
Software development	14,839	24,962	39,800	15,431	55,231	29,336	44,767	84,567	-	-	-						-
Composition	48.1%	59.2%	54.5%	49.5%	53.0%	59.4%	55.5%	55.1%	-	-	-						-
YOY change	-	-	-	-	-	-	-	-	-	-	-						-
Solution services	2,125	3,247	5,372	2,757	8,129	4,940	7,697	13,069	-	-	-						-
Composition	6.9%	7.7%	7.4%	8.8%	7.8%	10.0%	9.5%	8.5%	-	-	-						-
YOY change	-	-	-	-	-	-	-	-	-	-	-						-
Cost of sales	27,593	31,765	59,356	26,346	85,702	38,532	64,878	124,234	26,408	31,896	58,304						-
Composition	89.5%	75.4%	81.3%	84.5%	82.3%	78.0%	80.5%	80.9%	90.9%	77.2%	82.9%						-
YOY change	-	-	-	-	-	-	-	-	-4.3%	+0.4%	-1.8%						-
Gross profit	3,227	10,384	13,609	4,833	18,442	10,887	15,720	29,329	2,628	9,431	12,059						-
Composition	10.5%	24.6%	18.7%	15.5%	17.7%	22.0%	19.5%	19.1%	9.1%	22.8%	17.1%						-
YOY change	-	-	-	-	-	-	-	-	-18.6%	-9.2%	-11.4%						-
Selling, general and administrative expenses	5,899	5,725	11,623	5,940	17,563	5,920	11,860	23,483	5,518	4,816	10,334						-
Composition	19.1%	13.6%	15.9%	19.1%	16.9%	12.0%	14.7%	15.3%	19.0%	11.7%	14.7%						-
YOY change	-	-	-	-	-	-	-	-	-6.5%	-15.9%	-11.1%						-
Operating income (loss)	(2,672)	4,657	1,986	(1,105)	879	4,966	3,861	5,847	(2,890)	4,615	1,725						6,500
Composition	(8.7%)	11.0%	2.7%	(3.5%)	0.8%	10.0%	4.8%	3.8%	(10.0%)	11.2%	2.5%						4.3%
YOY change	-	-	-	-	-	-	-	-	-	-0.9%	-13.1%						+11.2%
Recurring profit (loss)	(1,249)	4,581	3,335	(1,091)	2,243	4,890	3,799	7,133	(2,150)	4,525	2,375						6,900
Composition	(4.1%)	10.9%	4.6%	(3.5%)	2.2%	9.9%	4.7%	4.6%	(7.4%)	10.9%	3.4%						4.6%
YOY change	-	-	-	-	-	-	-	-	-	-1.2%	-28.8%						-3.3%
Income (loss) before income taxes	(3,008)	5,222	2,215	(951)	1,264	1,842	891	3,106	(2,299)	(1,619)	(3,918)						-
Composition	(9.8%)	12.4%	3.0%	(3.1%)	1.2%	3.7%	1.1%	2.0%	(7.9%)	(3.9%)	(5.6%)						-
YOY change	-	-	-	-	-	-	-	-	-	-	-						-
Net income (loss)	(1,636)	3,076	1,441	(570)	871	1,430	860	2,301	(1,611)	(913)	(2,524)						1,000
Composition	(5.3%)	7.3%	2.0%	(1.8%)	0.8%	2.9%	1.1%	1.5%	(5.5%)	(2.2%)	(3.6%)						0.7%
YOY change	-	-	-	-	-	-	-	-	-	-	-						-56.5%

(2) Order Status (Software development)

TIS, Nonconsolidated (Millions of yen)	FY2011								FY2012							
	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	17,647	20,522	38,169	19,010	57,179	24,968	43,978	82,147	21,606	21,464	43,070					
YOY change	-	-	-	-	-	-	-	-	+22.4%	+4.6%	+12.8%					
Financial IT Services	7,404	7,572	14,976	8,850	23,826	13,573	22,423	37,399	9,004	6,278	15,282					
Composition	42.0%	36.9%	39.2%	46.6%	41.7%	54.4%	51.0%	45.5%	41.7%	29.2%	35.5%					
YOY change	-	-	-	-	-	-	-	-	+21.6%	-17.1%	+2.0%					
Industrial IT Services	10,245	12,949	23,194	10,160	33,354	11,324	21,484	44,678	12,602	15,185	27,787					
Composition	58.1%	63.1%	60.8%	53.4%	58.3%	45.4%	48.9%	54.4%	58.3%	70.7%	64.5%					
YOY change	-	-	-	-	-	-	-	-	+23.0%	+17.3%	+19.8%					
Order backlog at period-end	30,336	25,896	25,896	29,474	29,474	25,107	25,107	25,107	32,663	30,488	30,488					
YOY change	-	-	-	-	-	-	-	-	+7.7%	+17.7%	+17.7%					
Financial IT Services	18,420	13,195	13,195	14,941	14,941	12,487	12,487	12,487	15,569	14,815	14,815					
Composition	60.7%	51.0%	51.0%	50.7%	50.7%	49.7%	49.7%	49.7%	47.7%	48.6%	48.6%					
YOY change	-	-	-	-	-	-	-	-	-15.5%	+12.3%	+12.3%					
Industrial IT Services	11,916	12,700	12,700	14,533	14,533	12,620	12,620	12,620	17,093	15,672	15,672					
Composition	39.3%	49.0%	49.0%	49.3%	49.3%	50.3%	50.3%	50.3%	52.3%	51.4%	51.4%					
YOY change	-	-	-	-	-	-	-	-	+43.4%	+23.4%	+23.4%					

(3) Other

TIS, Nonconsolidated (Millions of yen)	FY2011								FY2012							
	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	1,701	2,655	4,356	2,690	7,046	4,663	7,353	11,709	1,404	1,122	2,526					
Depreciation	1,260	1,274	2,534	1,359	3,893	1,068	2,427	4,961	1,330	1,184	2,514					
Research and development expenses	60	77	137	75	212	90	165	302	67	72	139					
Number of Employees at the end of the term	7,689	7,651	7,651	7,630	7,630	7,514	7,514	7,514	7,772	7,191	7,191					

3. INTEC, Nonconsolidated

Nippon System Gijutsu Co. Ltd. and INTEC Systems Institute, Inc. merged into INTEC on April 1, 2011.

(1) Performance Summary

INTEC, Nonconsolidated (Millions of yen)	FY2011								FY2012								FY2012 (Plan) Full year
	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	19,309	22,246	41,555	20,181	61,736	27,670	47,851	89,406	20,133	23,269	43,402						91,700
YOY change	-6.6%	-1.2%	-3.7%	-1.3%	-3.0%	-6.3%	-4.3%	-4.0%	+4.3%	+4.6%	+4.4%						+2.6%
IT Infrastructure Services	5,079	5,668	10,747	5,419	16,166	5,585	11,004	21,751	5,451	5,777	11,228						22,500
Composition	26.3%	25.5%	25.9%	26.9%	26.2%	20.2%	23.0%	24.3%	27.1%	24.8%	25.9%						24.5%
YOY change	-	-	-	-	-	-	-	-	+7.3%	+1.9%	+4.5%						+3.4%
IT Infrastructure Services	4,255	4,399	8,654	4,335	12,989	5,350	9,685	18,339	4,148	4,771	8,919						18,300
Composition	22.0%	19.8%	20.8%	21.5%	21.0%	19.3%	20.2%	20.5%	20.6%	20.5%	20.5%						20.0%
YOY change	-	-	-	-	-	-	-	-	-2.5%	+8.5%	+3.1%						-0.2%
Financial IT Services	9,973	12,181	22,154	10,426	32,580	16,736	27,162	49,316	10,534	12,720	23,254						50,900
Composition	51.6%	54.8%	53.3%	51.7%	52.8%	60.5%	56.8%	55.2%	52.3%	54.7%	53.6%						55.5%
YOY change	-	-	-	-	-	-	-	-	+5.6%	+4.4%	+5.0%						+3.2%
Outsourcing and network	7,436	7,768	15,204	7,539	22,743	7,970	15,509	30,713	-	-	-						-
Composition	38.5%	34.9%	36.6%	37.4%	36.8%	28.8%	32.4%	34.4%	-	-	-						-
YOY change	+3.2%	+6.5%	+4.8%	+2.4%	+4.0%	-5.7%	-1.9%	+1.3%	-	-	-						-
Software development	10,387	12,755	23,142	10,730	33,872	16,645	27,375	50,517	-	-	-						-
Composition	53.8%	57.3%	55.7%	53.2%	54.9%	60.2%	57.2%	56.5%	-	-	-						-
YOY change	-3.7%	-3.8%	-3.8%	-4.6%	-4.0%	-10.4%	-8.2%	-6.2%	-	-	-						-
Solution services	1,484	1,724	3,208	1,912	5,120	3,055	4,967	8,175	-	-	-						-
Composition	7.7%	7.7%	7.7%	9.5%	8.3%	11.0%	10.4%	9.1%	-	-	-						-
YOY change	-44.5%	-11.6%	-30.6%	+3.1%	-21.0%	+22.1%	+14.0%	-9.0%	-	-	-						-
Cost of sales	17,098	19,173	36,271	18,200	54,471	23,928	42,128	78,399	17,925	20,303	38,228						-
Composition	88.5%	86.2%	87.3%	90.2%	88.2%	86.5%	88.0%	87.7%	89.0%	87.3%	88.1%						-
YOY change	-7.9%	-0.2%	-4.0%	+3.6%	-1.6%	-3.7%	-0.6%	-2.2%	+4.8%	+5.9%	+5.4%						-
Gross profit	2,211	3,073	5,284	1,981	7,265	3,741	5,722	11,006	2,208	2,966	5,174						-
Composition	11.5%	13.8%	12.7%	9.8%	11.8%	13.5%	12.0%	12.3%	11.0%	12.7%	11.9%						-
YOY change	+5.5%	-6.9%	-2.1%	-31.5%	-12.4%	-20.2%	-24.5%	-15.2%	-0.1%	-3.5%	-2.1%						-
Selling, general and administrative expenses	1,858	1,990	3,848	1,788	5,636	1,993	3,781	7,629	2,018	1,945	3,963						-
Composition	9.6%	8.9%	9.3%	8.9%	9.1%	7.2%	7.9%	8.5%	10.0%	8.4%	9.1%						-
YOY change	+6.0%	+6.2%	+6.1%	+1.9%	+4.7%	+4.5%	+3.2%	+4.7%	+8.6%	-2.3%	+3.0%						-
Operating income	353	1,083	1,436	192	1,628	1,749	1,941	3,377	189	1,022	1,211						3,700
Composition	1.8%	4.9%	3.5%	1.0%	2.6%	6.3%	4.1%	3.8%	0.9%	4.4%	2.8%						4.0%
YOY change	+2.9%	-24.1%	-18.8%	-83.1%	-44.0%	-37.1%	-50.5%	-40.6%	-46.5%	-5.6%	-15.7%						+9.6%
Recurring profit (loss)	365	1,014	1,379	-19	1,360	1,603	1,584	2,963	404	785	1,189						3,430
Composition	1.9%	4.6%	3.3%	(0.1%)	2.2%	5.8%	3.3%	3.3%	2.0%	3.4%	2.7%						3.7%
YOY change	+69.0%	-13.8%	-1.0%	-	-42.0%	-38.0%	-55.2%	-39.9%	+10.7%	-22.6%	-13.8%						+15.8%
Income (loss) before income taxes	194	300	494	-277	217	1,273	996	1,490	-334	801	467						-
Composition	1.0%	1.3%	1.2%	(1.4%)	0.4%	4.6%	2.1%	1.7%	(1.7%)	3.4%	1.1%						-
YOY change	-16.0%	-72.3%	-62.4%	-	-85.9%	-38.2%	-56.3%	-58.5%	-	+167.0%	-5.5%						-
Net income (loss)	110	201	311	-293	18	556	263	574	39	460	499						1,400
Composition	0.6%	0.9%	0.7%	(1.5%)	0.0%	2.0%	0.5%	0.6%	0.2%	2.0%	1.1%						1.5%
YOY change	-12.0%	-67.1%	-57.7%	-	-97.5%	-45.1%	-74.0%	-67.1%	-64.5%	+128.9%	+60.5%						+143.9%

(2) Order Status (Software development)

INTEC, Nonconsolidated (Millions of yen)	FY2011								FY2012							
	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	13,661	11,612	25,273	12,480	37,753	12,966	25,446	50,719	15,542	12,493	28,035					
YOY change	-5.8%	+12.6%	+1.8%	-9.0%	-2.0%	+0.5%	-4.4%	-1.4%	+13.8%	+7.6%	+10.9%					
Financial IT Services	4,681	4,206	8,887	5,108	13,995	4,294	9,402	18,289	5,318	3,647	8,965					
Composition	34.3%	36.2%	35.2%	40.9%	37.1%	33.1%	36.9%	36.1%	34.2%	29.2%	32.0%					
YOY change	-	-	-	-	-	-	-	-	+13.6%	-13.3%	+0.9%					
Industrial IT Services	8,980	7,406	16,386	7,372	23,758	8,672	16,044	32,430	10,224	8,846	19,070					
Composition	65.7%	63.8%	64.8%	59.1%	62.9%	66.9%	63.1%	63.9%	65.8%	70.8%	68.0%					
YOY change	-	-	-	-	-	-	-	-	+13.9%	+19.4%	+16.4%					
Order backlog at period-end	18,522	17,380	17,380	19,129	19,129	15,450	15,450	15,450	20,307	19,384	19,384					
YOY change	-13.4%	-5.8%	-5.8%	-8.6%	-8.6%	+1.3%	+1.3%	+1.3%	+9.6%	+11.5%	+11.5%					
Financial IT Services	5,466	5,011	5,011	5,568	5,568	4,337	4,337	4,337	5,428	4,134	4,134					
Composition	29.5%	28.8%	28.8%	29.1%	29.1%	28.1%	28.1%	28.1%	26.7%	21.3%	21.3%					
YOY change	-	-	-	-	-	-	-	-	-0.7%	-17.5%	-17.5%					
Industrial IT Services	13,056	12,370	12,370	13,562	13,562	11,113	11,113	11,113	14,878	15,250	15,250					
Composition	70.5%	71.2%	71.2%	70.9%	70.9%	71.9%	71.9%	71.9%	73.3%	78.7%	78.7%					
YOY change	-	-	-	-	-	-	-	-	+14.0%	+23.3%	+23.3%					

(3) Other

INTEC, Nonconsolidated (Millions of yen)	FY2011								FY2012							
	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	499	3,397	3,896	557	4,453	621	1,178	5,074	1,132	1,089	2,221					
Depreciation	693	823	1,516	910	2,426	955	1,865	3,381	1,052	1,049	2,101					
Research and development expenses	58	292	350	55	405	303	358	708	152	175	327					
Number of Employees at the end of the term	3,498	3,468	3,468	3,441	3,441	3,418	3,418	3,418	3,684	3,657	3,657					

4. Financial Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	(Plan) Full year
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	325,000
YOY change	-	-	-10.1%	-7.2%	4.8%	3.0%	0.4%	0.6%
IT Infrastructure Services	-	-	-	-	54,585	109,092	54,163	108,100
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.3%
YOY change	-	-	-	-	-	-	-0.8%	-0.9%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	67,500
Composition	-	-	-	-	22.6%	22.4%	20.7%	20.8%
YOY change	-	-	-	-	-	-	-7.8%	-7.0%
Industrial IT Services	-	-	-	-	60,860	134,328	64,989	142,900
Composition	-	-	-	-	39.5%	41.6%	42.0%	44.0%
YOY change	-	-	-	-	-	-	6.8%	6.4%
Other business	-	-	-	-	3,743	7,202	3,440	6,500
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%
YOY change	-	-	-	-	-	-	-8.1%	-9.7%
Outsourcing and network	60,794	125,720	61,623	126,164	62,322	124,496	-	-
Composition	37.2%	37.2%	41.9%	40.2%	40.5%	38.5%	-	-
YOY change	-	-	1.4%	0.4%	1.1%	-1.3%	-	-
Software development	82,000	175,847	70,308	155,976	76,551	163,889	-	-
Composition	50.2%	52.0%	47.8%	49.7%	49.7%	50.7%	-	-
YOY change	-	-	-14.3%	-11.3%	8.9%	5.1%	-	-
Solution services	14,914	29,409	11,798	25,021	11,293	27,183	-	-
Composition	9.1%	8.7%	8.0%	7.3%	7.3%	8.4%	-	-
YOY change	-	-	-20.9%	-14.9%	-4.3%	8.6%	-	-
Other business	5,717	7,325	3,224	6,693	3,844	7,604	-	-
Composition	3.5%	2.2%	2.2%	2.1%	2.5%	2.4%	-	-
YOY change	-	-	-43.6%	-8.6%	19.2%	13.6%	-	-
Cost of sales	133,812	272,944	119,987	254,827	124,915	261,145	127,531	-
Composition	81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	-
YOY change	-	-	-10.3%	-6.6%	4.1%	2.5%	2.1%	-
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	-
YOY change	-	-	-8.9%	-9.7%	7.9%	5.1%	-6.7%	-
Selling, general and administrative expenses	20,213	41,569	21,162	43,032	24,426	49,209	22,466	-
Composition	12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	-
YOY change	-	-	4.7%	3.5%	15.4%	14.4%	-8.0%	-
Operating income	9,400	23,787	5,805	15,996	4,667	12,818	4,683	14,000
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.3%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	0.3%	9.2%
Recurring profit	9,479	23,604	5,792	15,719	4,762	12,625	4,679	13,500
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.2%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	6.9%
Net income (loss)	4,491	9,406	3,207	7,659	1,004	5,985	(1,469)	2,000
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	(0.9%)	0.6%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-66.6%
Net income (loss) per share - basic (yen)	52.97	110.74	37.60	89.25	11.44	68.19	(16.74)	22.79
Net income (loss) per share - diluted (yen)	52.94	110.72	-	-	-	-	-	-
Dividends per share - diluted (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	79.0%
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	-
Net assets per share(yen)	1,498.39	1,541.17	1,558.63	1,602.77	1,571.12	1,636.56	1,588.36	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	-
Net income to equity capital ratio (%)	-	7.4%	-	5.7%	-	4.2%	-	-
Cash flow from operating activities	13,595	34,311	15,012	31,400	16,572	27,236	9,985	-
Cash flow from investing activities	(11,212)	(20,079)	(10,421)	(25,726)	(6,293)	(18,957)	(9,750)	-
Cash flow from financial activities	(4,861)	(6,877)	(5,736)	6,139	(18,288)	(18,755)	(5,868)	-
Cash and cash equivalents at the end of the term	25,510	35,104	33,987	46,987	38,982	36,492	31,187	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	11,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	11,000
Research and development expenses	411	946	443	912	514	1,062	490	1,000
Number of employees at the end of the term	15,522	15,259	16,174	20,476	21,007	20,831	20,818	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649
Number of regular recruits	491	1,117	256	512	106	241	104	200



IT Holdings

Cautionary Statements

- This handout contains forward-looking statements that reflect IT Holdings Corporation (ITHD)'s plans and expectations at the time of presentation. These forward-looking statements are based on information available to management regarding the ITHD Group—that is, ITHD and the subsidiaries under its umbrella—as of the presentation date and reflect somewhat objective assumptions deemed reasonable at this time. Various factors may cause future results to be substantially different from the assumptions presented in these materials.
- This handout reflects revisions to fiscal 2011 results by segment.
- Full-year targets reflect revised performance estimates at the time of presentation.
- Quarterly financial results (three month results) indicate the figures deducting from accumulated-term results.
(ex. Third quarter results = Three quarter results – Two quarter results)
- From the fiscal year ending March 31, 2012, ITHD applied new management approach and changed business segment.