



**IT HOLDINGS**

Go Beyond

## **Supplementary Financial Data** **First Three Quarters of the Fiscal Year ending March 31, 2015**

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February 2, 2015

IT Holdings Corporation



1. Financial Summary for Fiscal 2014 (Previous Fiscal Year) and Fiscal 2015 (Current Fiscal Year)

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015							
	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	72,223	91,142	163,365	75,082	238,447	108,200	183,282	346,647	80,057	92,794	172,851					
YOY change	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%	+6.4%	+4.5%	+2.6%	+10.8%	+1.8%	+5.8%					
IT Infrastructure Services	26,632	29,266	55,898	27,337	83,235	30,172	57,509	113,407	27,697	29,589	57,286					
Composition	36.9%	32.1%	34.2%	36.4%	34.9%	27.9%	31.4%	32.7%	34.6%	31.9%	33.1%					
YOY change	+0.3%	+6.2%	+3.3%	+4.1%	+3.6%	+1.6%	+2.8%	+3.0%	+4.0%	+1.1%	+2.5%					
Financial IT Services	14,549	21,214	35,763	16,184	51,947	22,614	38,798	74,561	16,349	22,145	38,494					
Composition	20.1%	23.3%	21.9%	21.6%	21.8%	20.9%	21.2%	21.5%	20.4%	23.9%	22.3%					
YOY change	+7.8%	+8.5%	+8.2%	+0.9%	+5.8%	+3.3%	+2.2%	+5.0%	+12.4%	+4.4%	+7.6%					
Industrial IT Services	29,016	38,464	67,480	30,212	97,692	53,630	83,842	151,322	34,299	39,827	74,126					
Composition	40.2%	42.2%	41.3%	40.2%	41.0%	49.6%	45.7%	43.7%	42.8%	42.9%	42.9%					
YOY change	-4.9%	-6.4%	-5.8%	+2.4%	-3.4%	+10.7%	+7.5%	+1.2%	+18.2%	+3.5%	+9.8%					
Other business	2,024	2,199	4,223	1,349	5,572	1,783	3,132	7,355	1,710	1,234	2,944					
Composition	2.8%	2.4%	2.6%	1.8%	2.3%	1.6%	1.7%	2.1%	2.1%	1.3%	1.7%					
YOY change	-1.4%	+29.2%	+12.5%	-23.4%	+1.1%	+6.0%	-9.0%	+2.2%	-15.5%	-43.9%	-30.3%					
Cost of sales	61,845	72,411	134,256	63,645	197,901	85,980	149,625	283,881	68,077	74,894	142,971					
Composition	85.6%	79.4%	82.2%	84.8%	83.0%	79.5%	81.6%	81.9%	85.0%	80.7%	82.7%					
YOY change	+0.6%	+0.0%	+0.3%	+1.1%	+0.6%	+7.3%	+4.6%	+2.5%	+10.1%	+3.4%	+6.5%					
Gross profit	10,378	18,731	29,109	11,436	40,545	22,221	33,657	62,766	11,979	17,901	29,880					
Composition	14.4%	20.6%	17.8%	15.2%	17.0%	20.5%	18.4%	18.1%	15.0%	19.3%	17.3%					
YOY change	-7.0%	+6.9%	+1.5%	+7.3%	+3.1%	+3.1%	+4.5%	+3.1%	+15.4%	-4.4%	+2.6%					
Selling, general and administrative expenses	11,103	10,353	21,456	10,701	32,157	11,098	21,799	43,255	11,233	10,977	22,210					
Composition	15.4%	11.4%	13.1%	14.3%	13.5%	10.3%	11.9%	12.5%	14.0%	11.8%	12.8%					
YOY change	+1.9%	-1.7%	+0.1%	+5.2%	+1.8%	-0.3%	+2.3%	+1.2%	+1.2%	+6.0%	+3.5%					
Operating income (loss)	-725	8,377	7,652	736	8,388	11,122	11,858	19,510	745	6,925	7,670					
Composition	-1.0%	9.2%	4.7%	1.0%	3.5%	10.3%	6.5%	5.6%	0.9%	7.5%	4.4%					
YOY change	-	+19.8%	+5.5%	+50.2%	+8.4%	+6.6%	+8.6%	+7.4%	-	-17.3%	+0.2%					
Non-operating income	748	351	1,099	390	1,489	167	557	1,656	758	346	1,104					
Non-operating expenses	473	418	891	735	1,626	569	1,304	2,195	467	325	792					
Recurring profit (loss)	-450	8,309	7,859	392	8,251	10,720	11,112	18,971	1,036	6,945	7,981					
Composition	-0.6%	9.1%	4.8%	0.5%	3.5%	9.9%	6.1%	5.5%	1.3%	7.5%	4.6%					
YOY change	-	+22.9%	+11.0%	-	+18.0%	+2.6%	+7.2%	+8.8%	-	-16.4%	+1.6%					
Extraordinary income	34	77	111	197	308	554	751	862	377	2	379					
Extraordinary loss	30	115	145	926	1,071	2,327	3,253	3,398	353	1,041	1,394					
Income (loss) before income taxes and minority interests	-445	8,270	7,825	-338	7,487	8,948	8,610	16,435	1,060	5,906	6,966					
Composition	-0.6%	-0.0%	4.8%	-0.5%	3.1%	8.3%	4.7%	4.7%	1.3%	-0.0%	4.0%					
YOY change	-	+30.1%	+25.9%	-	+32.9%	+61.2%	+73.2%	+46.9%	-	-28.6%	-11.0%					
Total income taxes	107	3,490	3,597	130	3,727	4,086	4,216	7,813	718	2,141	2,859					
Minority interests in earnings of consolidated subsidiaries	118	252	370	178	548	160	338	708	-5	222	217					
Net income (loss)	-670	4,527	3,857	-646	3,211	4,702	4,056	7,913	347	3,542	3,889					
Composition	-0.9%	5.0%	2.4%	-0.9%	1.3%	4.3%	2.2%	2.3%	0.4%	3.8%	2.2%					
YOY change	-	+30.4%	+27.8%	-	+20.2%	+47.1%	+42.4%	+34.9%	-	-21.8%	+0.8%					



## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015							
	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	39,568	46,680	86,248	36,896	123,144	49,577	86,473	172,721	41,654	47,731	89,385					
YOY change	-20.0%	+4.3%	-8.5%	+8.7%	-3.9%	-3.1%	+1.6%	-3.7%	+5.3%	+2.3%	+3.6%					
Financial IT Services	11,684	19,129	30,813	12,645	43,458	20,469	33,114	63,927	13,786	17,030	30,816					
Composition	29.5%	41.0%	35.7%	34.3%	35.3%	41.3%	38.3%	37.0%	33.1%	35.7%	34.5%					
YOY change	-28.6%	+21.8%	-3.9%	+6.5%	-1.1%	-4.5%	-0.6%	-2.2%	+18.0%	-11.0%	+0.0%					
Industrial IT Services	27,883	27,551	55,434	24,252	79,686	29,107	53,359	108,793	27,867	30,701	58,568					
Composition	70.5%	59.0%	64.3%	65.7%	64.7%	58.7%	61.7%	63.0%	66.9%	64.3%	65.5%					
YOY change	-15.8%	-5.2%	-10.8%	+9.8%	-5.4%	-2.1%	+3.0%	-4.6%	-0.1%	+11.4%	+5.7%					
Order backlog at period-end	68,822	67,650	67,650	69,665	69,665	58,869	58,869	58,869	61,473	61,011	61,011					
YOY change	-5.6%	-2.5%	-2.5%	-0.4%	-0.4%	-5.1%	-5.1%	-5.1%	-10.7%	-9.8%	-9.8%					
Financial IT Services	25,161	25,013	25,013	23,610	23,610	23,824	23,824	23,824	22,934	21,223	21,223					
Composition	36.6%	37.0%	37.0%	33.9%	33.9%	40.5%	40.5%	40.5%	37.3%	34.8%	34.8%					
YOY change	-12.9%	-8.7%	-8.7%	-10.2%	-10.2%	-8.6%	-8.6%	-8.6%	-8.9%	-15.2%	-15.2%					
Industrial IT Services	43,660	42,637	42,637	46,055	46,055	35,044	35,044	35,044	38,539	39,788	39,788					
Composition	63.4%	63.0%	63.0%	66.1%	66.1%	59.5%	59.5%	59.5%	62.7%	65.2%	65.2%					
YOY change	-0.9%	+1.5%	+1.5%	+5.5%	+5.5%	-2.6%	-2.6%	-2.6%	-11.7%	-6.7%	-6.7%					

## (5) Other

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015							
	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	3,162	2,619	5,781	2,819	8,600	3,944	6,763	12,544	6,781	3,305	10,086					
Depreciation	3,054	3,105	6,159	3,117	9,276	3,178	6,295	12,454	3,172	3,063	6,235					
Research and development expenses	247	221	468	186	654	199	385	853	274	274	548					
Amortization of goodwill	414	250	664	251	915	251	502	1,166	283	332	615					
Goodwill balance at the end of the term	1,521	1,320	1,320	1,079	1,079	830	830	830	2,490	2,290	2,290					
Number of Employees at the end of the term	19,640	19,486	19,486	19,310	19,310	19,081	19,081	19,081	19,468	19,472	19,472					

Principal amortization of goodwill:

SORUN Corporation (note): 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 2010, and five-year equal amortization from the first quarter of the fiscal year ended March 2011.

Note: SORUN Corporation was merged into TIS Inc. on April 1, 2011

Nexway 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 20

Goodwill amortization and balance at the end of the period in review included goodwill associated with intangible assets acknowledged in accordance with revised Accounting Standard for Business Combinations.

## 2. Financial Summary of Third Quarter Results and First Three Quarters Results

### (1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	3rd quarter							First three quarters						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales	69,559	61,973	69,981	70,914	73,589	75,082	82,036	232,985	208,927	223,990	225,596	236,112	238,447	254,887
YOY change	-	-10.9%	+12.9%	+1.3%	+3.8%	+2.0%	+9.3%	-	-10.3%	+7.2%	+0.7%	+4.7%	+1.0%	+6.9%
IT Infrastructure Services	-	-	26,328	25,787	26,267	27,337	27,986	-	-	80,912	79,950	80,381	83,235	85,272
Composition	-	-	37.6%	36.4%	35.7%	36.4%	34.1%	-	-	36.1%	35.4%	34.0%	34.9%	33.5%
YOY change	-	-	-	-2.1%	+1.9%	+4.1%	+2.4%	-	-	-	-1.2%	+0.5%	+3.6%	+2.4%
Financial IT Services	-	-	14,373	14,491	16,045	16,184	17,990	-	-	49,194	46,579	49,092	51,947	56,484
Composition	-	-	20.5%	20.4%	21.8%	21.6%	21.9%	-	-	22.0%	20.6%	20.8%	21.8%	22.2%
YOY change	-	-	-	+0.8%	+10.7%	+0.9%	+11.2%	-	-	-	-5.3%	+5.4%	+5.8%	+8.7%
Industrial IT Services	-	-	27,428	28,942	29,518	30,212	34,318	-	-	88,288	93,931	101,124	97,692	108,444
Composition	-	-	39.2%	40.8%	40.1%	40.2%	41.8%	-	-	39.4%	41.6%	42.8%	41.0%	42.5%
YOY change	-	-	-	+5.5%	+2.0%	+2.4%	+13.6%	-	-	-	+6.4%	+7.7%	-3.4%	+11.0%
Other business	-	-	1,853	1,695	1,760	1,349	1,741	-	-	5,596	5,135	5,514	5,572	4,685
Composition	-	-	2.6%	2.4%	2.4%	1.8%	2.1%	-	-	2.5%	2.3%	2.3%	2.3%	1.8%
YOY change	-	-	-	-8.5%	+3.8%	-23.4%	+29.1%	-	-	-	-	-8.2%	+7.4%	-15.9%
Outsourcing and network	31,550	29,447	29,875	-	-	-	-	92,343	91,070	92,197	-	-	-	-
Composition	45.4%	47.5%	42.7%	-	-	-	-	39.6%	43.6%	41.2%	-	-	-	-
YOY change	-	-6.7%	+1.5%	-	-	-	-	-	-	+1.2%	-	-	-	-
Software development	29,739	26,025	32,678	-	-	-	-	111,740	96,333	109,229	-	-	-	-
Composition	42.8%	42.0%	46.7%	-	-	-	-	48.0%	46.1%	48.8%	-	-	-	-
YOY change	-	-12.5%	+25.6%	-	-	-	-	-	-13.8%	+13.4%	-	-	-	-
Solution services	5,904	4,389	5,576	-	-	-	-	20,817	16,187	16,868	-	-	-	-
Composition	8.5%	7.1%	8.0%	-	-	-	-	8.9%	7.7%	7.5%	-	-	-	-
YOY change	-	-25.7%	+27.0%	-	-	-	-	-	-22.2%	+4.2%	-	-	-	-
Other business	2,368	2,111	1,851	-	-	-	-	8,085	5,335	5,694	-	-	-	-
Composition	3.4%	3.4%	2.6%	-	-	-	-	3.5%	2.6%	2.5%	-	-	-	-
YOY change	-	-10.9%	-12.3%	-	-	-	-	-	-34.0%	+6.7%	-	-	-	-
Cost of sales	56,982	51,824	58,310	59,553	62,929	63,645	67,622	190,794	171,811	183,225	187,084	196,774	197,901	210,593
Composition	81.9%	83.6%	83.3%	84.0%	85.5%	84.8%	82.4%	81.9%	82.2%	81.8%	82.9%	83.3%	83.0%	82.6%
YOY change	-	-9.1%	+12.5%	+2.1%	+5.7%	+1.1%	+6.2%	-	-9.9%	+6.6%	+2.1%	+5.2%	+0.6%	+6.4%
Gross profit	12,577	10,148	11,670	11,361	10,659	11,436	14,414	42,191	37,115	40,764	38,511	39,337	40,545	44,294
Composition	18.1%	16.4%	16.7%	16.0%	14.5%	15.2%	17.6%	18.1%	17.8%	18.2%	17.1%	16.7%	17.0%	17.4%
YOY change	-	-19.3%	+15.0%	-2.6%	-6.2%	+7.3%	+26.0%	-	-12.0%	+9.8%	-5.5%	+2.1%	+3.1%	+9.2%
Selling, general and administrative expenses	10,365	10,034	12,294	11,240	10,170	10,701	11,280	30,578	31,196	36,720	33,706	31,596	32,157	33,490
Composition	14.9%	16.2%	17.6%	15.9%	13.8%	14.3%	13.8%	13.1%	14.9%	16.4%	14.9%	13.4%	13.5%	13.1%
YOY change	-	-3.2%	+22.5%	-8.6%	-9.5%	+5.2%	+5.4%	-	+2.0%	+17.7%	-8.2%	-6.3%	+1.8%	+4.1%
Operating income (loss)	2,213	114	-623	121	490	736	3,133	11,613	5,919	4,044	4,804	7,741	8,388	10,803
Composition	3.2%	0.2%	-0.9%	0.2%	0.7%	1.0%	3.8%	5.0%	2.8%	1.8%	2.1%	3.3%	3.5%	4.2%
YOY change	-	-94.8%	-	-	+305.0%	+50.2%	+325.7%	-	-49.0%	-31.7%	+18.8%	+61.1%	+8.4%	+28.8%
Recurring profit (loss)	2,315	26	-847	72	-83	392	2,848	11,794	5,818	3,915	4,751	6,995	8,251	10,829
Composition	3.3%	0.0%	-1.2%	0.1%	-0.1%	0.5%	3.5%	5.1%	2.8%	1.7%	2.1%	3.0%	3.5%	4.2%
YOY change	-	-98.9%	-	-	-	-	-	-	-50.7%	-32.7%	+21.4%	+47.2%	+18.0%	+31.2%
Net income (loss)	-138	-870	-831	-2,260	-348	-646	977	4,353	2,337	173	-3,729	2,671	3,211	4,866
Composition	-0.2%	-1.4%	-1.2%	-3.2%	-0.5%	-0.9%	1.2%	1.9%	1.1%	0.1%	-1.7%	1.1%	1.3%	1.9%
YOY change	-	-	-	-	-	-	-	-	-46.3%	-92.6%	-	-	+20.2%	+51.5%

## (2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)		3rd quarter							First three quarters						
		FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales		69,559	61,973	69,981	70,914	73,589	75,082	82,036	232,985	208,927	223,990	225,596	236,112	238,447	254,887
	YOY change	-	-10.9%	+12.9%	+1.3%	+3.8%	+2.0%	+9.3%	-	-10.3%	+7.2%	+0.7%	+4.7%	+1.0%	+6.9%
Credit card		10,672	9,677	10,794	9,305	10,400	10,623	12,357	45,264	38,610	37,377	30,189	34,040	34,768	38,827
	Composition	15.3%	15.6%	15.4%	13.1%	14.1%	14.1%	15.1%	19.4%	18.5%	16.7%	13.4%	14.6%	14.6%	15.2%
	YOY change	-	-9.3%	+11.5%	-13.8%	+11.8%	+2.1%	+16.3%	-	-14.7%	-3.2%	-19.2%	+12.8%	+2.1%	+11.7%
Banking		6,982	5,156	6,115	5,834	5,992	6,384	6,041	19,974	16,698	18,334	18,510	18,365	20,096	18,043
	Composition	10.0%	8.3%	8.7%	8.1%	8.5%	8.2%	7.4%	8.6%	8.2%	8.2%	8.2%	7.8%	8.4%	7.1%
	YOY change	-	-26.2%	+18.6%	-4.6%	+2.7%	+6.5%	-5.4%	-	-16.4%	+9.8%	+1.0%	-0.8%	+9.4%	-10.2%
Insurance		4,647	5,120	5,392	5,240	5,803	6,201	5,956	15,767	14,842	16,987	16,650	16,977	18,445	18,129
	Composition	6.7%	8.3%	7.7%	7.4%	7.9%	8.3%	7.3%	6.8%	7.1%	7.6%	7.4%	7.2%	7.7%	7.1%
	YOY change	-	+10.2%	+5.3%	-2.8%	+10.7%	+6.9%	-4.0%	-	-5.9%	+14.5%	-2.0%	+2.0%	+8.6%	-1.7%
Other finance		5,096	4,293	4,179	5,156	5,374	5,434	3,809	14,554	13,895	13,484	16,214	16,088	17,115	16,588
	Composition	7.3%	6.9%	6.0%	7.3%	7.3%	7.2%	4.6%	6.2%	6.7%	6.0%	7.2%	6.8%	7.2%	6.5%
	YOY change	-	-15.8%	-2.7%	+23.4%	+4.2%	+1.1%	-29.9%	-	-4.5%	-3.0%	+20.2%	-0.8%	+6.4%	-3.1%
Assembly-based manufacturing		10,258	7,309	9,616	8,229	8,281	8,767	9,842	31,657	25,071	31,603	28,095	27,156	28,707	32,374
	Composition	14.7%	11.8%	13.7%	11.6%	11.3%	11.7%	12.0%	13.6%	12.0%	14.1%	14.1%	11.5%	12.0%	12.7%
	YOY change	-	-28.7%	+31.6%	-14.4%	+0.6%	+5.9%	+12.3%	-	-20.8%	+26.1%	-11.1%	-3.3%	+5.7%	+12.8%
Processing-based manufacturing		7,404	7,062	5,852	7,586	8,437	7,258	7,864	24,295	22,495	18,885	22,314	28,358	23,734	25,679
	Composition	10.6%	11.4%	8.4%	10.7%	11.5%	9.7%	9.6%	10.4%	10.8%	8.4%	9.9%	12.0%	10.0%	10.1%
	YOY change	-	-4.6%	-17.1%	+29.6%	+11.2%	-14.0%	+8.3%	-	-7.4%	-16.0%	+18.2%	+27.1%	-16.3%	+8.2%
Distribution		6,688	5,517	4,938	5,845	6,385	6,101	7,345	19,253	18,615	16,277	18,490	19,124	19,676	22,253
	Composition	9.6%	8.9%	7.1%	8.2%	8.9%	8.1%	9.0%	8.3%	8.9%	7.3%	8.2%	8.1%	8.3%	8.7%
	YOY change	-	-17.5%	-10.5%	+18.4%	+9.2%	-4.4%	+20.4%	-	-3.3%	-12.6%	+13.6%	+3.4%	+2.9%	+13.1%
Services		11,671	10,173	14,930	15,210	15,755	16,145	20,116	38,118	35,633	47,657	47,262	51,140	49,781	55,343
	Composition	16.8%	16.4%	21.3%	21.4%	21.4%	21.5%	24.5%	16.4%	17.1%	21.3%	20.9%	21.7%	20.9%	21.7%
	YOY change	-	-12.8%	+46.8%	+1.9%	+3.6%	+2.5%	+24.6%	-	-6.5%	+33.7%	-0.8%	+8.2%	-2.7%	+11.2%
Public institutions		5,087	5,006	5,520	5,342	4,817	5,497	6,057	17,731	17,030	17,190	19,465	17,352	17,998	19,142
	Composition	7.3%	8.1%	7.9%	7.5%	6.5%	7.3%	7.4%	7.6%	8.2%	7.7%	8.6%	7.3%	7.5%	7.5%
	YOY change	-	-1.6%	+10.3%	-3.2%	-9.8%	+14.1%	+10.2%	-	-4.0%	+0.9%	+13.2%	-10.9%	+3.7%	+6.4%
Others		1,054	2,661	2,645	3,167	2,344	2,672	2,650	6,372	6,039	6,196	8,402	7,507	8,123	8,506
	Composition	1.5%	4.3%	3.8%	3.2%	3.2%	3.6%	3.2%	2.7%	2.9%	2.8%	3.7%	3.2%	3.4%	3.3%
	YOY change	-	+152.5%	-0.6%	+19.7%	-26.0%	+14.0%	-0.8%	-	-5.2%	+2.6%	+35.6%	-10.7%	+8.2%	+4.7%

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)		3rd quarter							First three quarters						
		FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales		69,559	61,973	69,981	70,914	73,589	75,082	82,036	232,985	208,927	223,990	225,596	236,112	238,447	254,887
	YOY change	-	-10.9%	+12.9%	+1.3%	+3.8%	+2.0%	+9.3%	-	-10.3%	+7.2%	+0.7%	+4.7%	+1.0%	+6.9%
IT Infrastructure Services		-	-	26,735	26,185	26,774	27,752	28,438	-	-	82,263	81,365	81,865	84,608	86,673
	Composition	-	-	38.2%	36.9%	36.4%	37.0%	34.7%	-	-	36.7%	36.1%	34.7%	35.5%	34.0%
	YOY change	-	-	-	-2.1%	+2.2%	+3.7%	+2.5%	-	-	-	-1.1%	+0.6%	+3.4%	+2.4%
Financial IT Services		-	-	14,397	14,564	16,162	16,323	18,187	-	-	49,255	46,797	49,457	52,406	57,026
	Composition	-	-	20.6%	20.5%	22.0%	21.7%	22.2%	-	-	22.0%	20.7%	20.9%	22.0%	22.4%
	YOY change	-	-	-	+1.2%	+11.0%	+1.0%	+11.4%	-	-	-	-5.0%	+5.7%	+6.0%	+8.8%
Industrial IT Services		-	-	29,026	30,496	31,093	32,192	35,865	-	-	93,311	99,680	105,776	103,184	113,070
	Composition	-	-	41.5%	43.0%	42.3%	42.9%	43.7%	-	-	41.7%	44.2%	44.8%	43.3%	44.4%
	YOY change	-	-	-	+5.1%	+2.0%	+3.5%	+11.4%	-	-	-	+6.8%	+6.1%	-2.4%	+9.6%
Other business		-	-	3,991	3,712	3,885	3,583	3,711	-	-	12,303	11,435	12,287	12,344	11,001
	Composition	-	-	5.7%	5.2%	4.8%	4.5%	4.5%	-	-	5.5%	5.1%	5.2%	5.2%	4.3%
	YOY change	-	-	-	-7.0%	+4.7%	-7.8%	+3.6%	-	-	-	-7.1%	+7.5%	+0.5%	-10.9%
Inter-segment elimination/adjustments		-	-	-4,171	-4,043	-4,324	-4,770	-4,166	-	-	-13,145	-13,682	-13,272	-14,097	-12,884
Operating income (loss)		2,213	114	-623	121	490	736	3,133	11,613	5,919	4,044	4,804	7,741	8,388	10,803
	Composition	3.2%	0.2%	-0.9%	0.2%	0.7%	1.0%	3.8%	5.0%	2.8%	1.8%	2.1%	3.3%	3.5%	4.2%
	YOY change	-	-94.8%	-	-	-	-	-	-	-49.0%	-	+18.8%	+61.1%	+8.4%	+28.8%
IT Infrastructure Services		-	-	1,687	1,829	1,111	1,577	1,467	-	-	5,550	5,469	4,483	5,123	4,977
	Composition	-	-	6.3%	7.0%	4.1%	5.7%	5.2%	-	-	6.7%	6.7%	5.5%	6.1%	5.7%
	YOY change	-	-	-	+8.4%	-39.3%	+41.9%	-7.0%	-	-	-	-1.5%	-18.0%	+14.3%	-2.8%
Financial IT Services		-	-	-58	-554	510	545	865	-	-	1,582	665	2,580	3,391	3,597
	Composition	-	-	-0.4%	-3.8%	3.2%	3.3%	4.8%	-	-	3.2%	2.9%	1.4%	6.5%	6.3%
	YOY change	-	-	-	+855.2%	-	-	-	-	-	-	-58.0%	+288.0%	+31.4%	+6.1%
Industrial IT Services		-	-	-2,039	-1,300	-1,243	-1,555	734	-	-	-2,512	-1,678	507	-687	1,563
	Composition	-	-	-7.0%	-4.0%	-4.0%	-4.8%	2.0%	-	-	-2.7%	-1.7%	0.5%	-0.7%	1.4%
	YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other business		-	-	293	559	537	477	410	-	-	936	1,650	1,598	1,583	1,560
	Composition	-	-	7.3%	15.1%	13.8%	13.3%	11.0%	-	-	7.6%	14.4%	13.0%	12.8%	14.2%
	YOY change	-	-	-	+90.8%	-3.9%	-11.2%	-14.0%	-	-	-	+76.3%	-3.2%	-0.9%	-1.5%
Inter-segment elimination/adjustments		-	-	-507	-415	-426	-307	-343	-	-	-1,513	-1,303	-1,429	-1,022	-895

Net sales for each segment include intersegment sales.

## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	3rd quarter							First three quarters						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Orders received during the term	42,602	31,019	39,004	41,082	33,948	36,896	52,362	116,496	100,827	117,557	130,270	128,181	123,144	141,747
YOY change	-	-27.2%	+25.7%	+5.3%	-17.4%	+8.7%	+41.9%	-	-13.5%	+16.6%	+10.8%	-1.6%	-3.9%	+15.1%
Financial IT Services	-	-	15,208	15,417	11,870	12,645	15,203	-	-	41,450	43,574	43,933	43,458	46,019
Composition	-	-	39.0%	37.5%	35.0%	34.3%	29.0%	-	-	35.3%	33.4%	34.3%	35.3%	32.5%
YOY change	-	-	-	+1.4%	-23.0%	+6.5%	+20.2%	-	-	-	+5.1%	+0.8%	-1.1%	+5.9%
Industrial IT Services	-	-	23,796	25,665	22,079	24,252	37,159	-	-	76,106	86,695	84,248	79,686	95,727
Composition	-	-	61.0%	62.5%	65.0%	65.7%	71.0%	-	-	64.7%	66.6%	65.7%	64.7%	67.5%
YOY change	-	-	-	+7.9%	-14.0%	+9.8%	+53.2%	-	-	+13.9%	-2.8%	-2.8%	-5.4%	+20.1%
Order backlog at period-end	77,025	63,418	57,898	67,270	69,969	69,665	71,131	77,025	63,418	57,898	67,270	69,969	69,665	71,131
YOY change	-	-17.7%	-8.7%	+16.2%	+4.0%	-0.4%	+2.1%	-	-17.7%	-8.7%	+16.2%	+4.0%	-0.4%	+2.1%
Financial IT Services	-	-	21,948	23,466	26,301	23,610	20,640	-	-	21,948	23,466	26,301	23,610	20,640
Composition	-	-	37.9%	34.9%	37.6%	33.9%	29.0%	-	-	37.9%	34.9%	37.6%	33.9%	29.0%
YOY change	-	-	-	+6.9%	+12.1%	-10.2%	-12.6%	-	-	-	+6.9%	+12.1%	-10.2%	-12.6%
Industrial IT Services	-	-	35,950	43,804	43,668	46,055	50,491	-	-	35,950	43,804	43,668	46,055	50,491
Composition	-	-	62.1%	65.1%	62.4%	66.1%	71.0%	-	-	62.1%	65.1%	62.4%	66.1%	71.0%
YOY change	-	-	-	+21.8%	-0.3%	+5.5%	+9.6%	-	-	-	+21.8%	-0.3%	+5.5%	+9.6%

### 3. Seven-Year Summary

#### (1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year (Plan)*
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	337,834	163,365	346,647	172,851	355,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+2.4%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	113,407	57,286	115,400
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	33.1%	32.5%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+3.0%	+3.0%	+2.5%	+1.8%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	74,561	38,494	76,900
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	21.5%	22.3%	21.7%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+7.6%	+3.1%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	151,322	74,126	157,300
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	43.7%	42.9%	44.3%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+9.8%	+4.0%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	2,944	5,400
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.3%	2.1%	2.6%	2.1%	1.7%	1.5%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-30.3%	-26.6%
Outsourcing and network	60,793	125,721	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	82,001	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	14,913	29,409	11,798	25,021	11,292	27,183	-	-	-	-	-	-	-	-
Composition	9.1%	8.7%	8.0%	8.0%	7.3%	8.4%	-	-	-	-	-	-	-	-
YOY change	-	-	-20.9%	-14.9%	-4.3%	+8.6%	-	-	-	-	-	-	-	-
Other business	5,717	7,325	3,224	6,693	3,843	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	266,159	133,845	276,935	134,256	283,881	142,971	-
Composition	81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	81.3%	82.4%	82.0%	82.2%	81.9%	82.7%	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+0.3%	+2.5%	+6.5%	-
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	61,258	28,678	60,899	29,109	62,766	29,880	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	17.6%	17.6%	18.7%	17.6%	18.0%	17.8%	18.1%	17.3%	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	+3.1%	+2.6%	-
Selling, general and administrative expenses	20,213	41,569	21,162	43,032	24,426	49,209	22,466	45,636	21,426	42,727	21,456	43,255	22,210	-
Composition	12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	13.9%	13.2%	12.6%	13.1%	12.5%	12.8%	-
YOY change	-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-6.4%	+0.1%	+1.2%	+3.5%	-
Operating income	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	7,652	19,510	7,670	21,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	4.7%	5.6%	4.4%	6.1%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+10.2%
Recurring profit	9,479	23,604	5,792	15,719	4,762	12,625	4,679	15,393	7,078	17,440	7,859	18,971	7,981	20,500
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.2%	4.8%	5.5%	4.6%	5.8%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+11.0%	+8.8%	+1.6%	+8.1%
Net income (loss)	4,491	9,406	3,207	7,659	1,004	5,985	-1,469	2,135	3,019	5,868	3,857	7,913	3,889	10,000
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	1.7%	2.4%	2.3%	2.2%	2.8%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+34.9%	+0.8%	+26.4%
Net income per share - basic (yen)	52.97	110.74	37.60	89.25	11.44	68.19	-16.74	24.33	34.40	66.86	43.95	90.16	44.42	114.26
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	90.12	44.40	-
Dividends per share (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00	7.00	25.00	10.00	30.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	26.3%

\*Announced on May 9, 2014, and revised forecast of "Net income per shares- basic" on October 30, 2014.



## (2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year (Plan)*
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	337,834	163,365	346,647	172,851	355,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+2.4%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	115,360	58,235	117,200
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	33.7%	33.0%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	+2.4%	+1.6%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,083	75,148	38,839	77,500
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	22.5%	21.8%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+5.1%	+7.6%	+3.1%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,234	77,205	163,000
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	44.7%	45.9%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	+8.8%	+3.0%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	7,290	14,200
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.2%	4.8%	4.8%	4.8%	4.2%	4.2%	4.0%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	+4.3%	+1.6%	-16.8%	-13.9%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-18,593	-8,718	-16,900
Operating income (loss)	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	7,652	19,510	7,670	21,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	4.7%	5.6%	4.4%	6.1%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+10.2%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,652	3,510	7,500
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.6%	6.0%	6.4%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	+5.2%	+7.8%	+1.0%	-2.0%	
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,385	2,732	7,000
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	6.2%	7.9%	8.5%	7.9%	7.0%	9.0%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-4.0%	+9.6%
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	868	4,687	829	6,000
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	2.3%	3.2%	1.2%	3.0%	1.1%	3.7%
YOY change	-	-	-	-	-	-	-	+63.6%	-	+87.8%	-50.4%	-6.1%	-4.5%	+28.0%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	2,152	1,150	2,000
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	15.8%	14.1%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	+4.0%	-7.1%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-552	-1,000

Net sales for each segment include intersegment sales.

\*Announced on May 9, 2014

## (3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year (Plan)*
Orders received during the term	73,894	156,385	69,808	146,621	78,553	162,287	89,188	174,680	94,233	179,352	86,248	172,721	89,385	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-8.5%	-3.7%	+3.6%	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	63,927	30,816	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	34.5%	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-2.2%	+0.0%	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	108,793	58,568	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	65.5%	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	+5.7%	-
Order backlog at period-end	64,163	52,808	52,308	49,569	51,571	47,967	60,589	57,778	69,385	62,055	67,650	58,869	61,011	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+7.4%	-2.5%	-5.1%	-9.8%	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	23,824	21,223	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	40.5%	34.8%	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-15.2%	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	39,788	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	59.5%	65.2%	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-2.6%	-6.7%	-

\*Announced on May 9, 2014

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

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year (Plan)*
Current assets	118,592	140,799	120,513	141,967	126,685	128,455	119,854	142,442	135,259	138,219	126,739	143,519	129,500	-
Fixed assets	164,580	154,527	160,430	171,109	168,621	172,620	171,891	167,560	162,883	164,083	169,562	170,091	175,416	-
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	296,302	313,610	304,917	-
Current liabilities	77,494	82,051	70,153	86,255	65,666	73,090	73,169	83,065	72,727	91,063	81,755	72,790	65,621	-
Non-current liabilities	63,125	67,058	61,405	71,746	77,325	76,875	71,989	75,972	73,027	53,079	51,235	76,316	72,675	-
Total liabilities	140,620	149,110	131,558	158,001	142,991	149,965	145,159	159,038	145,754	144,143	132,990	149,107	138,296	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	150,965	152,388	158,159	163,311	164,502	166,620	-
Total liabilities and net assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	296,302	313,610	304,917	-
Total interest-bearing debt	82,413	80,532	75,397	91,646	76,268	77,454	74,118	76,515	70,855	60,550	55,224	58,869	53,751	-
Interest-bearing debt ratio	29.1%	27.3%	26.8%	29.3%	25.8%	25.7%	25.4%	24.7%	23.8%	20.0%	18.6%	18.8%	17.6%	-
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	1,636.72	1,651.15	1,714.88	1,770.88	1,782.23	1,812.28	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	46.3%	48.6%	49.8%	52.5%	49.9%	52.0%	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	5.2%	-	-
Cash flow from operating activities	13,595	34,311	15,012	31,400	16,690	27,236	9,985	23,658	11,900	21,515	13,132	25,770	12,649	-
Cash flow from investing activities	-11,212	-20,079	-10,421	-25,726	-6,410	-18,957	-9,750	-15,158	-2,988	-14,391	-4,793	-5,334	-12,947	-
Cash flow from financial activities	-4,861	-6,877	-5,736	6,139	-18,288	-18,755	-5,868	-4,230	-8,133	-19,883	-7,455	-5,872	-8,402	-
Cash and cash equivalents at the end of the	25,510	35,104	33,987	46,987	38,982	36,492	31,187	41,119	41,915	28,433	29,404	43,142	34,388	-
Free cash flows	2,383	14,232	4,591	5,674	10,280	8,279	235	8,500	8,912	7,124	8,338	20,436	-298	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	14,096	4,696	12,287	5,781	12,544	10,086	15,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	12,920	6,159	12,454	6,235	12,500
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	548	1,000
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,741	664	1,166	615	987
Goodwill balance at the end of the term	5,649	5,053	4,280	6,863	6,466	5,551	4,546	3,672	2,797	1,914	1,320	830	2,290	1,786
Number of employees at the end of the term	15,522	15,259	16,174	20,476	21,007	20,831	20,818	20,347	20,119	19,553	19,486	19,081	19,472	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	292	-

Total interest-bearing debt indicate total sum of borrowed money and corporate bonds.

Free cash flows indicate total sum of cash flow from operating activities and cash flow from investing activities.

\*Announced on May 9, 2014, and revised forecast of "Amortization of goodwill" and "Goodwill balance at the end of the term" on July 30, 2014



# IT HOLDINGS

Go Beyond

## Cautionary Statements

- All statements described in these materials 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 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)
- Performance results achieved by SORUN, which became a consolidated subsidiary of ITHD in December 2009 and later merged with TIS in April 2011, are reflected in ITHD results from the fourth quarter of fiscal 2010, ended March 2010.
- From the fiscal year ended March 31, 2012, ITHD applied new management approach and changed business segment. Fiscal 2011 figures have been recalculated and reclassified according to the new segment breakdowns for comparison purposes.