



## **Supplementary Financial Data** **First Two Quarters of the Fiscal Year ending March 31, 2016**

---

October 29, 2015

IT Holdings Corporation

1. Financial Summary for Fiscal 2015 (Previous Fiscal Year) and Fiscal 2016 (Current Fiscal Year)

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	FY2015								FY2016							
	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	80,057	92,794	172,851	82,036	254,887	106,138	188,174	361,025	85,653	97,030	182,683					
YOY change	+10.8%	+1.8%	+5.8%	+9.3%	+6.9%	-1.9%	+2.7%	+4.1%	+7.0%	+4.6%	+5.7%					
IT Infrastructure Services	27,697	29,589	57,286	27,986	85,272	31,036	59,022	116,308	28,917	31,271	60,188					
Composition	34.6%	31.9%	33.1%	34.1%	33.5%	29.2%	31.4%	32.2%	33.8%	32.2%	32.9%					
YOY change	+4.0%	+1.1%	+2.5%	+2.4%	+2.4%	+2.9%	+2.6%	+2.6%	+4.4%	+5.7%	+5.1%					
Financial IT Services	16,349	22,145	38,494	17,990	56,484	22,343	40,333	78,827	16,921	20,432	37,353					
Composition	20.4%	23.9%	22.3%	21.9%	22.2%	21.1%	21.4%	21.8%	19.8%	21.1%	20.4%					
YOY change	+12.4%	+4.4%	+7.6%	+11.2%	+8.7%	-1.2%	+4.0%	+5.7%	+3.5%	-7.7%	-3.0%					
Industrial IT Services	34,299	39,827	74,126	34,318	108,444	51,347	85,665	159,791	37,960	43,745	81,705					
Composition	42.8%	42.9%	42.9%	41.8%	42.5%	48.4%	45.5%	44.3%	44.3%	44.3%	45.1%					
YOY change	+18.2%	+3.5%	+9.8%	+13.6%	+11.0%	-4.3%	+2.2%	+5.6%	+10.7%	+9.8%	+10.2%					
Other business	1,710	1,234	2,944	1,741	4,685	1,412	3,153	6,097	1,854	1,582	3,436					
Composition	2.1%	1.3%	1.7%	2.1%	1.8%	1.7%	1.7%	1.7%	2.2%	1.6%	1.9%					
YOY change	-15.5%	-43.9%	-30.3%	+29.1%	-15.9%	-20.8%	+0.7%	-17.1%	+8.4%	+28.2%	+16.7%					
Cost of sales	68,077	74,894	142,971	67,622	210,593	84,334	151,956	294,927	71,806	78,143	149,949					
Composition	85.0%	80.7%	82.7%	82.4%	82.6%	79.5%	80.8%	81.7%	83.8%	80.5%	82.1%					
YOY change	+10.1%	+3.4%	+6.5%	+6.2%	+6.4%	-1.9%	+1.6%	+3.9%	+5.5%	+4.3%	+4.9%					
Gross profit	11,979	17,901	29,880	14,414	44,294	21,803	36,217	66,097	13,847	18,886	32,733					
Composition	15.0%	19.3%	17.3%	17.6%	17.4%	20.5%	19.2%	18.3%	16.2%	19.5%	17.9%					
YOY change	+15.4%	-4.4%	+2.6%	+26.0%	-1.9%	+7.6%	+5.3%	+15.6%	+5.5%	+9.5%	+9.5%					
Selling, general and administrative expenses	11,233	10,977	22,210	11,280	33,490	11,486	22,766	44,976	11,676	11,684	23,360					
Composition	14.0%	11.8%	12.8%	13.8%	13.1%	10.8%	12.1%	12.5%	13.6%	12.0%	12.8%					
YOY change	+1.2%	+6.0%	+3.5%	+5.4%	+4.1%	+3.5%	+4.4%	+4.0%	+3.9%	+6.4%	+5.2%					
Operating income (loss)	745	6,925	7,670	3,133	10,803	10,318	13,451	21,121	2,170	7,203	9,373					
Composition	0.9%	7.5%	4.4%	3.8%	4.2%	9.7%	7.1%	5.9%	2.5%	7.4%	5.1%					
YOY change	-	-17.3%	+0.2%	+325.7%	+28.8%	-7.2%	+13.4%	+8.3%	+191.0%	+4.0%	+22.2%					
Non-operating income	758	346	1,104	339	1,443	319	658	1,762	1,240	259	1,499					
Non-operating expenses	467	325	792	624	1,416	216	840	1,632	385	586	971					
Recurring profit (loss)	1,036	6,945	7,981	2,848	10,829	10,422	13,270	21,251	3,025	6,875	9,900					
Composition	1.3%	7.5%	4.6%	3.5%	4.2%	9.8%	7.1%	5.9%	3.5%	7.1%	5.4%					
YOY change	-	-16.4%	+1.6%	-	+31.2%	-2.8%	+19.4%	+12.0%	+191.8%	-1.0%	+24.0%					
Extraordinary income	377	2	379	0	379	121	121	500	173	16,805	16,978					
Extraordinary loss	353	1,041	1,394	551	1,945	1,622	2,173	3,567	277	17,293	17,570					
Income before income taxes	1,060	5,906	6,966	2,297	9,263	8,921	11,218	18,184	2,921	6,388	9,309					
Composition	1.3%	-0.0%	4.0%	2.8%	3.6%	8.4%	6.0%	5.0%	3.4%	-0.0%	5.1%					
YOY change	-	-28.6%	-11.0%	-	+23.7%	-0.3%	+30.3%	+10.6%	+175.5%	+8.2%	+33.6%					
Total income taxes	718	2,141	2,859	1,140	3,999	3,283	4,423	7,282	953	2,591	3,544					
Net income (loss) attributable to non-controlling interests	-5	222	217	181	398	228	409	626	7	156	163					
Net income attributable to owners of the parent company	347	3,542	3,889	977	4,866	5,409	6,386	10,275	1,959	3,642	5,601					
Composition	0.4%	3.8%	2.2%	1.2%	1.9%	5.1%	3.4%	2.8%	2.3%	3.8%	3.1%					
YOY change	-	-21.8%	+0.8%	-	+51.5%	+15.0%	+57.4%	+29.8%	+463.5%	+2.8%	+44.0%					



## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2015								FY2016							
	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	41,654	47,731	89,385	52,362	141,747	58,095	110,457	199,842	45,279	53,369	98,648					
YOY change	+5.3%	+2.3%	+3.6%	+41.9%	+15.1%	+17.2%	+27.7%	+15.7%	+8.7%	+11.8%	+10.4%					
Financial IT Services	13,786	17,030	30,816	15,203	46,019	23,207	38,410	69,226	14,017	18,414	32,431					
Composition	33.1%	35.7%	34.5%	29.0%	32.5%	39.9%	34.8%	34.6%	31.0%	34.5%	32.9%					
YOY change	+18.0%	-11.0%	+0.0%	+20.2%	+5.9%	+13.4%	+16.0%	+8.3%	+1.7%	+8.1%	+5.2%					
Industrial IT Services	27,867	30,701	58,568	37,159	95,727	34,889	72,048	130,616	31,262	34,955	66,217					
Composition	66.9%	64.3%	65.5%	71.0%	67.5%	60.1%	65.2%	65.4%	69.0%	65.5%	67.1%					
YOY change	-0.1%	+11.4%	+5.7%	+53.2%	+20.1%	+19.9%	+35.0%	+20.1%	+12.2%	+13.9%	+13.1%					
Order backlog at period-end	61,473	61,011	61,011	71,131	71,131	71,095	71,095	71,095	72,279	73,041	73,041					
YOY change	-10.7%	-9.8%	-9.8%	+2.1%	+2.1%	+20.8%	+20.8%	+20.8%	+17.6%	+19.7%	+19.7%					
Financial IT Services	22,934	21,223	21,223	20,640	20,640	23,983	23,983	23,983	22,333	22,617	22,617					
Composition	37.3%	34.8%	34.8%	29.0%	29.0%	33.7%	33.7%	33.7%	30.9%	31.0%	31.0%					
YOY change	-8.9%	-15.2%	-15.2%	-12.6%	-12.6%	+0.7%	+0.7%	+0.7%	-2.6%	+6.6%	+6.6%					
Industrial IT Services	38,539	39,788	39,788	50,491	50,491	47,111	47,111	47,111	49,945	50,144	50,144					
Composition	62.7%	65.2%	65.2%	71.0%	71.0%	66.3%	66.3%	66.3%	69.1%	68.7%	68.7%					
YOY change	-11.7%	-6.7%	-6.7%	+9.6%	+9.6%	+34.4%	+34.4%	+34.4%	+29.6%	+26.0%	+26.0%					

## (5) Other

IT Holdings, Consolidated (Millions of yen)	FY2015								FY2016							
	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	6,781	3,305	10,086	2,980	13,066	3,807	6,787	16,873	2,023	3,645	5,668					
Depreciation	3,172	3,063	6,235	3,255	9,490	3,319	6,574	12,809	3,110	3,100	6,210					
Research and development expenses	274	274	548	294	842	255	549	1,097	251	281	532					
Amortization of goodwill	283	332	615	326	941	111	437	1,052	91	108	199					
Goodwill balance at the end of the term	2,490	2,290	2,290	2,054	2,054	2,021	2,021	2,021	2,457	1,552	1,552					
Number of Employees at the end of the term	19,468	19,472	19,472	19,381	19,381	19,090	19,090	19,090	19,454	19,758	19,758					

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 Second Quarter Results and First Half Results

### (1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	2nd quarter								1st half								Plan*	Difference
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016		
Net sales	96,492	81,099	85,002	86,791	89,903	91,142	92,794	97,030	163,426	146,954	154,009	154,682	162,523	163,365	172,851	182,683	175,000	+4.4%
YOY change	-	-16.0%	+4.8%	+2.1%	+3.6%	+1.4%	+1.8%	+4.6%	-	-10.1%	+4.8%	+0.4%	+5.1%	+0.5%	+5.8%	+5.7%	+1.2%	
IT Infrastructure Services	-	-	27,739	28,106	27,565	29,266	29,589	31,271	-	-	54,584	54,163	54,114	55,898	57,286	60,188	58,100	+3.6%
Composition	-	-	32.6%	32.4%	30.7%	32.1%	31.9%	32.2%	-	-	35.4%	35.0%	33.3%	34.2%	33.1%	32.9%	33.2%	
YOY change	-	-	-	+1.3%	-1.9%	+6.2%	+1.1%	+5.7%	-	-	-	-0.8%	-0.1%	+3.3%	+2.5%	+5.1%	+1.4%	
Financial IT Services	-	-	20,880	18,809	19,551	21,214	22,145	20,432	-	-	34,821	32,088	33,047	35,763	38,494	37,353	38,700	-3.5%
Composition	-	-	24.6%	21.7%	21.7%	23.3%	23.9%	21.1%	-	-	22.6%	20.7%	20.3%	21.9%	22.3%	20.4%	22.1%	
YOY change	-	-	-	-9.9%	+3.9%	+8.5%	+4.4%	-7.7%	-	-	-	-7.8%	+3.0%	+8.2%	+7.6%	-3.0%	+0.5%	
Industrial IT Services	-	-	34,604	38,161	41,084	38,464	39,827	43,745	-	-	60,860	64,989	71,606	67,480	74,126	81,705	75,600	+8.1%
Composition	-	-	40.7%	44.0%	45.7%	42.2%	42.9%	45.1%	-	-	39.5%	42.0%	44.1%	41.3%	42.9%	44.7%	43.2%	
YOY change	-	-	-	+10.3%	+7.7%	-6.4%	+3.5%	+9.8%	-	-	-	+4.8%	+10.2%	-5.8%	+9.8%	+10.2%	+2.0%	
Other business	-	-	1,779	1,714	1,702	2,199	1,234	1,582	-	-	3,743	3,440	3,754	4,223	2,944	3,436	2,600	+32.2%
Composition	-	-	2.1%	2.0%	1.9%	2.4%	1.3%	1.6%	-	-	2.4%	2.2%	2.3%	2.6%	1.7%	1.9%	1.5%	
YOY change	-	-	-	-3.7%	-0.7%	+29.2%	-43.9%	+28.2%	-	-	-	-8.1%	+9.1%	+12.5%	-30.3%	+16.7%	-11.7%	
Outsourcing and network	32,025	30,753	31,195	-	-	-	-	-	60,793	61,623	62,322	-	-	-	-	-	-	-
Composition	33.2%	37.9%	36.7%	-	-	-	-	-	37.2%	41.9%	40.5%	-	-	-	-	-	-	-
YOY change	-	-4.0%	+1.4%	-	-	-	-	-	-	+1.4%	-	-	-	-	-	-	-	-
Software development	53,106	42,883	45,491	-	-	-	-	-	82,001	70,308	76,551	-	-	-	-	-	-	-
Composition	55.0%	52.9%	53.5%	-	-	-	-	-	50.2%	47.8%	49.7%	-	-	-	-	-	-	-
YOY change	-	-19.3%	+6.1%	-	-	-	-	-	-	-14.3%	+8.9%	-	-	-	-	-	-	-
Solution services	8,552	6,000	6,474	-	-	-	-	-	14,913	11,798	11,292	-	-	-	-	-	-	-
Composition	8.9%	7.4%	7.6%	-	-	-	-	-	9.1%	8.0%	7.3%	-	-	-	-	-	-	-
YOY change	-	-29.8%	+7.9%	-	-	-	-	-	-	-20.9%	-4.3%	-	-	-	-	-	-	-
Other business	2,807	1,464	1,842	-	-	-	-	-	5,717	3,224	3,843	-	-	-	-	-	-	-
Composition	2.9%	1.8%	2.2%	-	-	-	-	-	3.5%	2.2%	2.5%	-	-	-	-	-	-	-
YOY change	-	-47.8%	+25.8%	-	-	-	-	-	-	-43.6%	+19.2%	-	-	-	-	-	-	-
Cost of sales	76,172	65,461	66,047	69,402	72,381	72,411	74,894	78,143	133,812	119,987	124,915	127,531	133,845	134,256	142,971	149,949	-	-
Composition	78.9%	80.7%	77.7%	80.0%	80.5%	79.4%	80.7%	80.5%	81.9%	81.6%	81.1%	82.4%	82.2%	82.2%	82.7%	82.1%	-	-
YOY change	-	-14.1%	+0.9%	+5.1%	+4.3%	+0.0%	+3.4%	+4.3%	-	-10.3%	+4.1%	+2.1%	+5.0%	+0.3%	+6.5%	+4.9%	-	-
Gross profit	20,321	15,638	18,956	17,389	17,522	18,731	17,901	18,886	29,614	26,967	29,094	27,150	28,678	29,109	29,880	32,733	-	-
Composition	21.1%	19.3%	22.3%	20.0%	19.5%	20.6%	19.3%	19.5%	18.1%	18.4%	18.9%	17.6%	17.6%	17.8%	17.8%	17.9%	-	-
YOY change	-	-23.0%	+21.2%	-8.3%	+0.8%	+6.9%	-4.4%	+5.5%	-	-8.9%	+7.9%	-6.7%	+5.6%	+1.5%	+2.6%	+9.5%	-	-
Selling, general and administrative expenses	10,557	10,684	12,145	10,668	10,527	10,353	10,977	11,684	20,213	21,162	24,426	22,466	21,426	21,456	22,210	23,360	-	-
Composition	10.9%	13.2%	14.3%	12.3%	11.7%	11.4%	11.8%	12.0%	12.4%	14.4%	15.9%	14.5%	13.2%	13.1%	12.8%	12.8%	-	-
YOY change	-	+1.2%	+13.7%	-12.2%	-1.3%	-1.7%	+6.0%	+6.4%	-	+4.7%	+15.4%	-8.0%	-4.6%	+0.1%	+3.5%	+5.2%	-	-
Operating income (loss)	9,762	4,954	6,809	6,719	6,995	8,377	6,925	7,203	9,400	5,805	4,667	4,683	7,251	7,652	7,670	9,373	8,500	+10.3%
Composition	10.1%	6.1%	8.0%	7.7%	7.8%	9.2%	7.5%	7.4%	5.8%	4.0%	3.0%	3.0%	4.5%	4.7%	4.4%	5.1%	4.9%	
YOY change	-	-49.3%	+37.4%	-1.3%	+4.1%	+19.8%	-17.3%	+4.0%	-	-38.2%	-19.6%	+0.3%	+54.8%	+5.5%	+0.2%	+22.2%	+10.8%	
Recurring profit (loss)	9,597	4,811	6,610	6,370	6,762	8,309	6,945	6,875	9,479	5,792	4,762	4,679	7,078	7,859	7,981	9,900	8,500	+16.5%
Composition	9.9%	5.9%	7.8%	7.3%	7.5%	9.1%	7.5%	7.1%	5.8%	3.9%	3.1%	3.0%	4.4%	4.8%	4.6%	5.4%	4.9%	
YOY change	-	-49.9%	+37.4%	-3.6%	+6.2%	+22.9%	-16.4%	-1.0%	-	-38.9%	-17.8%	-1.7%	+51.3%	+11.0%	+1.6%	+24.0%	+6.5%	
Net income (loss) attributable to owners of the parent company	4,948	2,106	3,821	-109	3,472	4,527	3,542	3,642	4,491	3,207	1,004	-1,469	3,019	3,857	3,889	5,601	4,600	+21.8%
Composition	5.1%	2.6%	4.5%	-0.1%	3.9%	5.0%	3.8%	3.8%	2.7%	2.2%	0.7%	-0.9%	1.9%	2.4%	2.2%	3.1%	2.6%	
YOY change	-	-57.4%	+81.4%	-	-	+30.4%	-21.8%	+2.8%	-	-28.6%	-68.7%	-	-	+27.8%	+0.8%	+44.0%	+18.3%	

\*Announced on May 8, 2015



## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	2nd quarter								1st half							
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Orders received during the term	38,742	31,683	40,034	44,270	44,767	46,680	47,731	53,369	73,894	69,808	78,553	89,188	94,233	86,248	89,385	98,648
YOY change	-	-18.2%	+26.4%	+10.6%	+1.1%	+4.3%	+2.3%	+11.8%	-	-5.5%	+12.5%	+13.5%	+5.7%	-8.5%	+3.6%	+10.4%
Financial IT Services	-	-	13,099	11,798	15,705	19,129	17,030	18,414	-	-	26,242	28,157	32,063	30,813	30,816	32,431
Composition	-	-	32.7%	26.7%	35.1%	41.0%	35.7%	34.5%	-	-	33.4%	31.6%	34.0%	35.7%	34.5%	32.9%
YOY change	-	-	-	-9.9%	+33.1%	+21.8%	-11.0%	+8.1%	-	-	-	+7.3%	+13.9%	-3.9%	+0.0%	+5.2%
Industrial IT Services	-	-	26,934	32,471	29,062	27,551	30,701	34,955	-	-	52,310	61,030	62,169	55,434	58,568	66,217
Composition	-	-	67.3%	73.3%	64.9%	59.0%	64.3%	65.5%	-	-	66.6%	68.4%	66.0%	64.3%	65.5%	67.1%
YOY change	-	-	-	+20.6%	-10.5%	-5.2%	+11.4%	+13.9%	-	-	-	+16.7%	+1.9%	-10.8%	+5.7%	+13.1%
Order backlog at period-end	64,163	52,308	51,571	60,589	69,385	67,650	61,011	73,041	64,163	52,308	51,571	60,589	69,385	67,650	61,011	73,041
YOY change	-	-18.5%	-1.4%	+17.5%	+14.5%	-2.5%	-9.8%	+19.7%	-	-18.5%	-1.4%	+17.5%	+14.5%	-2.5%	-9.8%	+19.7%
Financial IT Services	-	-	19,553	20,924	27,389	25,013	21,223	22,617	-	-	19,553	20,924	27,389	25,013	21,223	22,617
Composition	-	-	37.9%	34.5%	39.5%	37.0%	34.8%	31.0%	-	-	37.9%	34.5%	39.5%	37.0%	34.8%	31.0%
YOY change	-	-	-	+7.0%	+30.9%	-8.7%	-15.2%	+6.6%	-	-	-	+7.0%	+30.9%	-8.7%	-15.2%	+6.6%
Industrial IT Services	-	-	32,017	39,664	41,996	42,637	39,788	50,144	-	-	32,017	39,664	41,996	42,637	39,788	50,144
Composition	-	-	62.1%	65.5%	60.5%	63.0%	65.2%	68.7%	-	-	62.1%	65.5%	60.5%	63.0%	65.2%	68.7%
YOY change	-	-	-	+23.9%	+5.9%	+1.5%	-6.7%	+26.0%	-	-	-	+23.9%	+5.9%	+1.5%	-6.7%	+26.0%

### 3. Eight-Year Summary

#### (1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016	
	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	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	361,025	182,683	370,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+4.1%	+5.7%	+2.5%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	113,407	57,286	116,308	60,188	122,200
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	33.1%	32.2%	32.9%	33.0%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+3.3%	+3.0%	+2.5%	+2.6%	+5.1%	+5.1%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	74,561	38,494	78,827	37,353	77,400
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	21.5%	22.3%	21.8%	20.4%	20.9%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+7.6%	+5.7%	-3.0%	-1.8%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	151,322	74,126	159,791	81,705	164,200
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	43.7%	42.9%	44.3%	44.7%	44.4%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+9.8%	+5.6%	+10.2%	+2.8%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	2,944	6,097	3,436	6,200
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.2%	2.6%	2.1%	2.1%	1.7%	1.7%	1.9%	1.7%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-30.3%	-17.1%	+16.7%	+1.7%
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%	7.3%	8.4%	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	294,927	149,949	-
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%	81.7%	82.1%	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+0.3%	+2.5%	+6.5%	+3.9%	+4.9%	-
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	66,097	32,733	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.7%	17.6%	18.0%	17.8%	18.1%	17.3%	18.3%	17.9%	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	+2.6%	+3.1%	+5.3%	+9.5%	-
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	44,976	23,360	-
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%	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%	+4.0%	+5.2%	-
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	21,121	9,373	23,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	5.6%	4.4%	5.9%	5.1%	6.4%	
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+22.2%	+11.3%
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	21,251	9,900	23,000
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%	5.9%	5.4%	6.2%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+11.0%	+8.8%	+1.6%	+12.0%	+24.0%	+8.2%
Net income (loss) attributable to owners of the parent company	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	10,275	5,601	12,800
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%	3.1%	3.5%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+34.9%	+0.8%	+29.8%	+44.0%	+24.6%
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	117.40	44.42	146.34
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	90.12	44.40	-	44.40	-
Dividends per share (yen)	-	32.00	12.00	32.00	12.00	32.00	18.00	7.00	21.00	8.00	25.00	10.00	30.00	30.00	10.00	22.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	25.6%	-	22.6%
Total Return Ratio(%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	30.4%	-	35.0%

\*Announced on May 8, 2015



## (2) Sales and Income by Business Segment

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016	
	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	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	361,025	182,683	370,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+4.1%	+5.7%	+2.5%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	115,360	58,235	118,200	61,101	124,000
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	33.7%	32.7%	33.4%	33.5%
YOY change	-	-	-	-	-0.6%	-0.4%	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	+2.5%	+4.9%	+4.9%	+4.9%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,083	75,148	38,839	79,543	37,693	78,000
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	22.5%	22.0%	20.6%	21.1%
YOY change	-	-	-	-	-7.5%	-3.5%	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+5.1%	+7.6%	+5.8%	-3.0%	-1.9%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,234	77,205	166,357	85,226	171,000
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	44.7%	46.1%	46.7%	46.2%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	+8.8%	+5.1%	+10.4%	+2.8%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	7,290	14,667	7,688	15,000
Composition	-	-	-	-	5.4%	5.0%	5.0%	5.4%	5.2%	5.4%	5.4%	5.4%	4.2%	4.1%	4.2%	4.1%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	+4.3%	+1.6%	-16.8%	-11.1%	+5.5%	+2.3%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-18,593	-8,718	-17,742	-9,025	-18,000
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	21,121	9,373	23,500
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%	5.9%	5.1%	6.4%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+22.2%	+11.3%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,652	3,510	7,179	3,257	7,300
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.6%	6.0%	6.1%	5.3%	5.9%	
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+7.8%	-1.0%	-6.2%	-7.2%	+1.7%
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,385	2,732	5,549	1,816	5,500
Composition	-	-	-	-	4.7%	5.9%	3.8%	5.4%	6.2%	8.4%	7.9%	8.5%	7.0%	7.0%	4.8%	7.1%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-4.0%	-13.1%	-33.5%	-0.9%
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	868	4,687	829	7,049	3,405	8,700
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	2.3%	3.2%	1.2%	3.0%	1.1%	4.2%	4.0%	5.1%
YOY change	-	-	-	-	-	-	+63.6%	-	-	+87.8%	-50.4%	-6.1%	-4.5%	+50.4%	+310.7%	+23.4%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	2,152	1,150	2,159	1,161	2,200
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	15.8%	14.7%	15.1%	14.7%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	+4.0%	+0.3%	+1.0%	+4.9%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-552	-816	-266	-200

Net sales for each segment include intersegment sales.

\*Announced on May 8, 2015

## (3) Order Status (Software development)

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016	
	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	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	199,842	98,648	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-8.5%	-3.7%	+3.6%	+15.7%	+10.4%	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	63,927	30,816	69,226	32,431	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	34.5%	34.6%	32.9%	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-2.2%	+0.0%	+8.3%	+5.2%	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	108,793	58,568	130,616	66,217	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	65.5%	65.4%	67.1%	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	+9.7%	+20.1%	+13.1%	-
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	71,095	73,041	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+7.4%	-2.5%	-5.1%	-9.8%	+20.8%	+19.7%	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	23,824	21,223	23,983	22,617	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	40.5%	34.8%	33.7%	31.0%	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-15.2%	+0.7%	+6.6%	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	39,788	47,111	50,144	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	59.5%	65.2%	66.3%	68.7%	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-2.6%	-6.7%	+34.4%	+26.0%	-

\*Announced on May 8, 2015

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

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016	
	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	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	140,450	155,103	-
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	205,401	169,353	-
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	345,851	324,457	-
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	77,666	78,771	-
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	79,395	67,960	-
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	157,062	146,731	-
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	188,789	163,773	-
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	345,851	324,457	-
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	52,114	50,494	-
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%	15.1%	15.6%	-
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	2,108.19	1,988.26	-
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%	53.3%	53.6%	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	5.2%	-	6.0%	-	-
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	22,938	8,777	-
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	-17,744	-6,151	-
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	-19,067	-6,792	-
Cash and cash equivalents at the end of the term	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	29,485	25,179	-
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	5,194	2,626	-
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	16,873	5,668	12,500
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	12,809	6,210	13,000
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	548	1,097	532	1,300
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,741	664	1,166	615	1,052	199	350
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	2,021	1,552	1,370
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	19,090	19,758	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620	688	688
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	292	499	271	-

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.

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.

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 (¥18 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.

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

\*Announced on May 8, 2015, and revised forecast of

"Amortization of goodwill" and "Goodwill balance at the end of the term" on October 29, 2015.



# 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.