

# Consolidated Financial Results for the Fiscal Year ended March 31, 2016

(April 1, 2015 through March 31, 2016) (Prepared pursuant to Japanese GAAP)

All financial information has been prepared in accord with accounting principles generally accepted in Japan. This is a partial English translation of the original Japanese-language document. All information pertains to consolidated results unless otherwise noted. Information on the basis of presentation of consolidated financial statements does not appear in this translation.

May 10, 2016

| Company name:<br>Stock exchange listings:<br>Stock code:<br>URL:<br>Representative:<br>Contact:<br>Phone:                             | IT Holdings Corpo<br>The First Section of<br>3626<br>http://www.itholdi<br>Norio Maenishi, P<br>Akio Kita, Execut<br>+81 3-5338-2272 | of the Tokyo Sto<br>ngs.co.jp/e/<br>resident          | ck Exchange<br>uty Division Manager, Administration Division |
|---|--|---|--|
| Scheduled dates<br>Annual general shareholde<br>Filing of statutory financia<br>Commencement of divider<br>Supplementary materials to | l report:<br>nd payments:  | June 24, 2016<br>June 27, 2016<br>June 27, 2016<br>s: | Available  |
| Full-year results presentation  | on held:   |   | Yes (targeted at institutional investors and analysts)       |

# Figures in millions of yen are rounded down to the nearest million **1. Consolidated Results for the Fiscal Year ended March 31, 2016 (FY2016)** (April 1, 2015 – March 31, 2016)

| (1) Consolidated Financial | Results         |      |                 |        | Percentages i   | ndicate | year-over-year ch | anges  |
|----------------------------|-----------------|------|-----------------|--------|-----------------|---------|-------------------|--------|
|                            | Net sales       |      | Operating inco  | me     | Recurring pr    | ofit    | Net income attrib | utable |
|                            |                 |      |                 |        |                 |         | to owners of the  | parent |
|                            |                 |      |                 |        |                 |         | company           |        |
|                            | millions of yen | %    | millions of yen | %      | millions of yen | %       | millions of yen   | %      |
| FY2016                     | 382,689         | 6.0  | 24,436          | 15.7   | 24,521          | 15.4    | 12,678            | 23.4   |
| FY2015                     | 361,025         | 4.1  | 21,121          | 8.3    | 21,251          | 12.0    | 10,275            | 29.8   |
| N C 1 ' '                  | EV0016 (0.470)  | .11. |                 | 00.170 |                 | 30/)    |                   |        |

Note: Comprehensive income: FY2016: (2,476) million yen (-); FY2015: 33,173 million yen (213.3%)

|        | Net income<br>per share – basic | Net income<br>per share – diluted | Return on shareholders' equity | Ratio of recurring profit to total assets | Ratio of operating income to net sales |
|--------|---------------------------------|-----------------------------------|--------------------------------|---|--|
|        | yen                             | yen                               | %                              | %   | %                                      |
| FY2016 | 145.22                          | -                                 | 7.0                            | 7.2                                       | 6.4                                    |
| FY2015 | 117.40                          | -                                 | 6.0                            | 6.4                                       | 5.9                                    |

For reference:

Equity in earnings (losses) of affiliated companies: FY2016: (157) million yen; FY2015: (205) million yen

#### (2) Consolidated Financial Position

|            | Total assets    | Net assets      | Equity ratio | Net assets per share |
|------------|-----------------|-----------------|--------------|----------------------|
|            | millions of yen | millions of yen | %            | yen                  |
| End-FY2016 | 336,495         | 180,539         | 52.5         | 2,031.07             |
| End-FY2015 | 345,851         | 188,789         | 53.3         | 2,108.19             |
| ЕПИ-Г12013 |                 |                 | 55.5         | 2,108.15             |

For reference: Total equity: End of FY2016: 176,549 million yen End of FY2015: 184,400 million yen \*Total equity = Shareholders' equity plus total accumulated other comprehensive income

#### (3) Consolidated Cash Flows

|        | Cash flows from      | Cash flows from      | Cash flows from      | Cash and cash equivalents |
|--------|----------------------|----------------------|----------------------|---------------------------|
|        | operating activities | investing activities | financing activities | at the end of the period  |
|        | millions of yen      | millions of yen      | millions of yen      | millions of yen           |
| FY2016 | 25,496               | 8,688                | (14,979)             | 48,651                    |
| FY2015 | 22,938               | (17,744)             | (19,067)             | 29,485                    |

## 2. Cash Dividends for Shareholders of Common Stock

|                       | Cash dividends per share |        |        |          |       | Total                            |                                | Dividends                               |
|-----------------------|--------------------------|--------|--------|----------|-------|----------------------------------|--------------------------------|---|
| Record date or period | End-Q1                   | End-Q2 | End-Q3 | Year-end | Total | dividends<br>paid<br>(full year) | Payout ratio<br>(consolidated) | paid to net<br>assets<br>(consolidated) |
|                       | yen                      | yen    | yen    | yen      | yen   | millions of yen                  | %                              | %                                       |
| FY2015                | -                        | 10.00  | -      | 20.00    | 30.00 | 2,624                            | 25.6                           | 1.5                                     |
| FY2016                | -                        | 11.00  | -      | 22.00    | 33.00 | 2,874                            | 22.7                           | 1.6                                     |
| FY2017<br>(forecast)  | -                        | 12.00  | -      | 24.00    | 36.00 |                                  | 20.9                           |   |

## 3. Forecast of Consolidated Results for FY2017 (April 1, 2016 – March 31, 2017)

|  |                 |     | _               |       |                 |        | Percentages ir                     | ndicate y | ear-over-year changes           |
|--|-----------------|-----|-----------------|-------|-----------------|--------|------------------------------------|-----------|---------------------------------|
|  | Net sales       |     | Operating in    | ncome | Recurring       | profit | Net Inco<br>attributab<br>Owners o | le to     | Net income per<br>share – basic |
|  |                 |     |                 |       |                 |        | Parent Com                         | pany      |                                 |
|  | millions of yen | %   | millions of yen | %     | millions of yen | %      | millions of yen                    | %         | yen                             |
| First half of FY2017<br>(six months ending Sep. 30,<br>2016) | 185,000         | 1.3 | 10,000          | 6.7   | 10,000          | 1.0    | 5,500                              | (1.8)     | 63.27                           |
| Full FY2017<br>(year ending Mar. 31, 2017)                   | 390,000         | 1.9 | 26,500          | 8.4   | 26,000          | 6.0    | 15,000                             | 18.3      | 172.56                          |

# **%**Notes

(1) Material reclassifications of subsidiaries during the period: None

(Changes in specified subsidiaries resulting in change in scope of consolidation)

Additions: None Exclusions: None

- (2) Changes in accounting policy, changes in accounting estimates, and retrospective restatement
  - 1) Changes in accordance with amendments to accounting standards, etc.: None
  - 2) Changes other than noted in 1) above: None
  - 3) Changes in accounting estimates: None
  - 4) Retrospective restatement: None

## (3) Common stock issued

| 1) Issued shares as of period-end (including treasury s | tock):            |
|---|-------------------|
| End-FY2016 (March 31, 2016):                            | 87,789,098 shares |
| End-FY2015 (March 31, 2015):                            | 87,789,098 shares |
| 2) Treasury stock as of period-end:                     |                   |
| End-FY2016 (March 31, 2016):                            | 864,683 shares    |
| End-FY2015 (March 31, 2015):                            | 320,444 shares    |
| 3) Average number of shares (during the fiscal year):   |                   |
| FY2016 (ended March 31, 2016):                          | 87,305,015 shares |
| FY2015 (ended March 31, 2015):                          | 87,522,469 shares |

# \*Audit Status

These materials are not subject to the audit procedure requirements of Japan's Financial Instruments and Exchange Act. As of this report's publication, an audit of the consolidated financial statements in accordance with the act had not been completed.

# Caution on Forward-Looking Statements and Other Important Matters

This report contains forward-looking statements that reflect IT Holdings Corporation (ITHD)'s plans and expectations based on information available to ITHD at the time of preparation and on certain other information ITHD believes to be reasonable. These forward-looking statements are not guarantees of future performance, and actual results, performance, achievements or financial position may differ materially from those expressed or implied herein due to a range of factors.

For the assumptions underlying the forecasts herein and other notice on the use of earnings forecasts, refer to "(1) Analysis of Consolidated Operating Results" on page 2 in the Accompanying Materials.

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# 1. Results of Operations

#### (1) Analysis of Consolidated Operating Results

# Results for fiscal 2016 (ended March 31, 2016)

In fiscal 2016 (April 1, 2015 – March 31, 2016), the Japanese economy continued its moderate recovery owing mainly to improved corporate earnings. Caution over the future economic outlook grew, however, due to concerns over the impact of slowing growth in China and other Asian emerging countries, as well as the steep decline in oil prices.

In the IT services industry, to which the IT Holdings Group belongs, the business environment in Japan remained robust. The quarterly Bank of Japan's Short-term Economic Survey of Enterprises in Japan indicated that corporate software investment plans (all manufacturing & financial institutions) continued to improve in each quarter compared with the same periods of the previous year.

Under these circumstances, the IT Holdings Corporation ("ITHD") Group promoted various measures for implementing Group-wide reform to achieve further growth and raise corporate value, based on the Group management strategy developed under the third medium-term management plan (from fiscal 2016 through fiscal 2018) launched in the year under review.

Consolidated net sales for the Group for fiscal year increased 6.0% year on year to \$382,689 million. Operating income rose 15.7% year on year to \$24,436 million, recurring profit increased 15.4% year on year to \$24,521 million, and net income attributable to owners of the parent company rose 23.4% year on year to \$12,678 million.

Consolidated net sales grew year on year as the Group accurately grasped the IT investment needs of its customers in areas where IT investment is growing.

Profits also increased, as the increase in sales and measures to improve profitability absorbed the impact of a decline in sales from some existing clients which restrained IT investment or reduced the scale of projects, as well as the impact of unprofitable projects.

For the entire fiscal year, ITHD posted extraordinary income of \$18.6 billion and extraordinary loss of \$21.3 billion yen, most of which were recognized in the second quarter. In the second quarter, ITHD recorded a gain on sale of investment securities of \$16.0 billion in conjunction with the sale of a portion of its investment securities to improve the efficiency of held assets and bolster the financial structure. Additionally, in conjunction with its decision to review the future strategy for the data center operations, ITHD recorded an impairment loss of \$14.3 billion related to some of its data centers.

Segment results for the fiscal year are as follows. The sales figures for each segment include inter-segment sales.

#### 1) IT Infrastructure Services

Consolidated sales rose 6.5% year on year to \$125,929 million and operating income rose 24.3% to \$8,924 million. Net sales increased on the back of steady growth in the data center and BPO businesses, along with the added revenues of two BPO companies that became consolidated subsidiaries in the first half. Despite reduced profitability of some projects and a reduction in the scale of projects with some existing clients, operating income increased year on year due to the sales growth and a decline in costs, primarily a reduction in depreciation expenses in conjunction with impairment to prior-generation data center assets.

## 2) Financial IT Services

Consolidated sales declined 0.0% year on year to \$79,519 million, while operating income declined 39.4% to \$3,361 million. While there was solid overall expansion in clients' IT investments, the reduction in IT investment by some existing customers restrained sales to the same level as the previous year. Operating income declined due to both stagnant sales and the impact of unprofitable projects.

## 3) Industrial IT Services

Consolidated sales increased 8.2% year on year to \$180,000 million, while operating income increased by 41.5% to \$9,972 million. Sales grew primarily due to robust IT investment in the energy field in conjunction with Electricity System Reform in Japan. Operating income rose significantly as a result of the higher sales and successful measures to improve profitability.

## 4) Other

Consolidated sales rose 9.7% year on year to \$16,095 million, and operating income increased 22.7% to \$2,649 million.

As previously stated, the Group has initiated its third medium-term management plan from the year under review. In the initial year of the plan, the Group has formulated the following management strategy in accordance with the management plan's basic concepts, and is promoting various measures for implementing Group-wide reform to achieve further growth and raise corporate value.

| Third medium-term<br>management plan basic<br>concepts | Group management strategy for fiscal 2016  |
|--|--|
| Profit Emphasis  | Raise even further the dedication to profit-oriented management.                       |
| IT Brain<br>(expansion of value-added<br>business)     | Expand value-added services designed to expand clients' businesses.                    |
| Portfolio Management                                   | Pursue the optimization of the entire Group and promote business portfolio management. |

IT Holdings Group's key initiatives and results in the fiscal year were as follows.

Regarding "Profit Emphasis," ITHD recorded a 15.7% year-on-year increase in operating income for the year, while the operating income ratio rose to 6.4%. ROE also increased to 7.0%, driven by improved financial performance and the promotion of measures to raise asset efficiency, including revamping data center assets and unwinding cross-shareholdings. During the third quarter, ITHD acquired 540,400 shares of treasury stock (total acquisition cost of ¥1,599 million) as part of measures to execute a flexible capital policy adaptive to changes in the operating environment, as well as to improve shareholder returns and capital efficiency. Regarding the reduction in unprofitable projects, a major issue for the Group, although various measures were taken, they did not have the intended effects. ITHD therefore intends to formulate new measures.

Regarding "IT Brain," in October 2015, initial steps were taken to consolidate the BPO business dispersed throughout the Group into AGREX Inc., with the aim of focusing on distinctive competencies and growth engines. In the energy field, which has become active due to Electricity System Reform, the Group to measures to expand its proposal-oriented business, with the result that new business in this area made significant contributions to the year's performance. Additionally, the Group made a capital investment in a subsidiary of Mitsubishi Corporation to promote a collaborative business structure for cloud-based system services for the construction industry (construction ASP business), while also promoting the use of CareQube, a remote monitoring and preventive maintenance system for the forestry industry. In these ways, the Group made steady progress expanding added-value business by broadening applications in new business spheres.

In terms of Portfolio Management, as the first step in optimizing the overall Group structure and achieving portfolio management, IT Holdings Corporation will merge with TIS Inc. in July 2016 and the new company will serve as a holding company for the Group. As part of this plan, representative directors will be appointed to new positions and the company name of IT Holdings Corporation will be changed to TIS Inc. as of July 1, 2016. These plans are conditional on their proposal and approval at ITHD's eighth general shareholders' meeting scheduled for June 24, 2016. To pave the way for the merger, core Group companies TIS Inc. and INTEC Inc. reorganized some businesses between them

## in April 2016.

Regarding corporate governance, ITHD formulated and announced its basic policy on corporate governance in December 2015 following the adoption of a corporate governance code in Japan in June 2015. At the same time, the company expanded the number of outside directors and took other measures to reinforce its corporate governance system.

The Group also made progress integrating and consolidating its offices in conjunction with the integration and consolidation of common functions. Office consolidation has been completed in the Tokyo and Osaka areas. Preparations have also begun to consolidate offices in the Nagoya area in July 2016.

## **Outlook for fiscal 2017**

Despite uncertainty over the economic outlook, customers' IT investment needs are expected to continue expanding amid heightened interest in digital-based management. As a result, the business environment is expected to remain positive.

Amid this environment, the Group will take a new step ahead as the TIS INTEC Group in conjunction with the shift to a new management structure. For fiscal 2017, the Group will strive to further raise the Group's corporate value by promoting various initiatives on the basis of the Group management strategy carried out in accordance with the basic concepts of "Profit Emphasis," "IT Brain," and "Portfolio Management."

| Third medium-term<br>management plan basic<br>concepts | Group management strategy for fiscal 2017                         |
|--|---|
| Profit Emphasis  | Thoroughly implement profit-oriented management.                  |
| IT Brain   | Promote the optimization of the entire Group by leveraging the    |
| (expansion of value-added                              | new holding company structure, while expanding added-value        |
| business)  | business to support customers' digital-based management.          |
| Portfolio Management                                   | Reorganize the business portfolio, while nurturing and attracting |
| ronom management                                       | talent suited for the business models.                            |

The consolidated earnings forecast for the year ending March 31, 2017 are as follows.

| Net sales                            | ¥390,000 million | (+1.9% year on year)  |
|--------------------------------------|------------------|-----------------------|
| Operating income                     | ¥26,500 million  | (+8.4% year on year)  |
| Recurring profit                     | ¥26,000 million  | (+6.0% year on year)  |
| Net income attributable to owners of | ¥15,000 million  | (+18.3% year on year) |
| the parent company                   |                  |                       |

The Group expects both sales and profits to increase year on year. The Group plans to expand business and steadily execute large projects by accurately grasping the IT investment needs of customers, while raising profitability by improving productivity, preventing unprofitable projects, and promoting other measures.

Note: The above performance forecast reflects ITHD's plans and expectations based on information available to the Company at the time of preparation and on certain other information the Company believes to be reasonable. They are not guarantees of future performance. Actual results, performance, achievements or financial position may differ materially from those expressed or implied herein due to a range of factors.

## (2) Analysis of Financial Condition

#### 1) Assets, liabilities, and net assets

Consolidated assets totaled ¥336,495 million at the end of the fiscal year (March 31, 2016), of which, current assets accounted for ¥166,666 million and fixed assets accounted for ¥169,828 million.

Liabilities totaled ¥155,955 million. Net assets totaled ¥180,539 million, of which non-controlling interests accounted for ¥3,990 million.

## 2) Cash flow

Cash and cash equivalents ("cash") totaled ¥48,651 million as of March 31, 2016, up ¥19,166 million versus the end of the previous fiscal year (March 31, 2015). Contributions to cash flow were as follows.

## (Cash flow from operating activities)

Operating activities generated net cash of \$25,496 million. This mainly reflects income before income taxes of \$21,817 million and the positive cash flow effect of \$11,952 million in depreciation. These were partly offset by a \$4,470 million increase in notes and accounts receivable and \$5,762 million in income taxes paid.

## (Cash flow from investing activities)

Investing activities generated net cash of \$8,688 million. An inflow of \$24,504 million in proceeds from sale and redemption of marketable securities was offset by outflows of \$4,697 million in payments for the acquisitions of property and equipment, \$5,073 million for the acquisitions of investment securities and \$6,633 million for the acquisitions of intangible assets.

## (Cash flow from financing activities)

Financing activities used net cash of \$14,979 million. Cash inflows of \$5,012 million in proceeds from long-term debt were outweighed by outflows of \$12,862 million for repayments of long-term debt, \$2,711 million for dividends paid, and \$1,610 million for purchase of treasury stock.

For reference: Cash flow indicators

|   | Fiscal 2015 | Fiscal 2016 |
|---|-------------|-------------|
| Equity ratio (%)                                    | 53.3        | 52.5        |
| Equity ratio based on market capitalization (%)     | 55.7        | 68.8        |
| Ratio of interest-bearing debt to cash flow (years) | 2.3         | 1.8         |
| Interest-coverage ratio (times)                     | 43.0        | 56.2        |

Equity ratio: Total equity / Total assets

Equity ratio based on market capitalization: Market capitalization / Total assets Ratio of interest-bearing debt to cash flow: Interest-bearing debt / Cash flow Interest-coverage ratio: Cash flow / Interest paid

Notes:

1. All indicators were calculated using consolidated financial statement data.

2. Market capitalization is based on the number of shares issued and outstanding (excluding treasury stock).

3. Cash flow from operating activities is used as the cash flow variable.

4. "Interest-bearing debt" is all debt on the consolidated balance sheet on which interest in payable.

## (3) Basic Policy on Profit Distribution and Dividends for Fiscal 2016 and Fiscal 2017

Taking into account the need to secure sufficient internal reserves to fund continued growth, the Company plans to pay a year-end dividend of ¥22 per share for fiscal 2016.

Regarding the basic policy on profit distribution, the Company has striven to maintain a stable dividend using the dividend payout ratio of around 30% as a benchmark. The Company has raised, however, its total return ratio benchmark, including dividends and share buybacks, to around 35% to provide even higher shareholder returns. On the basis of this guideline, for fiscal 2017, the Company plans to pay an annual dividend of \$36 per share including, including an interim dividend of \$12 per share, and conduct share buybacks.

# (4) Business and Other Risks

The following are the risks with the potential to have a significant impact on the business (business results and financial condition) of the IT Holdings Group. All forward-looking statements in this document are based on information available to the company as of May 10, 2016.

## 1) Price competition, intensified competition

Competition among businesses is intense in the information services industry. In addition to competition from new entrants from other industries, clients are restraining their IT investments. As a result, price competition may intensify. The Group is offering higher added-value information services and taking other measures to differentiate itself from competitors, while raising productivity. If price competition intensifies more than expected, however, it may impact the Group's business results.

## 2) Legal systems, compliance

The Group conducts its various business activities in compliance with laws and regulations in and outside Japan. In conducting these activities, the Group has established a compliance structure on the basis of the IT Holdings Group's Basic Direction on CSR and thoroughly complies with all laws. If the Group were to contravene the law, or a new law or regulation were introduced, it may impact the Group's business results.

## 3) Overseas business

As part of its growth strategy, the Group is pursuing growth in overseas markets, with a focus on ASEAN. The overseas business may be impacted by various factors, including global economic and foreign exchange trends, legal regulations on investment and competition, business practices, and labor-related issues. If one of these risks were to manifest, it may impact the Group's business results.

# 4) System development

The Group performs development and outsourced development of various client company information systems. In recent years, projects have become larger and development schedules have shortened. If planned quality levels cannot be met or the projects are not completed within the development schedule, larger-than-expected costs may be incurred. Furthermore, in developing systems, parts of projects are typically outsourced to many different companies in order to ensure production capacity, raise productivity, utilize technical capabilities and for other reasons. There is the possibility, however, that productivity and quality fail to meet expectations. In this event, the Group's business results may be impacted.

## 5) System operation

The Group uses large-scale IT facilities such as data centers to provide outsourcing 24 hours a day, 365 days a year, cloud services, and other services. The Group expends a large amount of capital to operate these businesses, from initial capital investments to ongoing capital investments to ensure stable facility maintenance and operation. If the operational status of these facilities declines significantly due to a decline in demand, it may negatively impact the Group's business results. Furthermore, in the system operation business, if losses were to result from problems or failures to client systems, the Group's business results may be impacted as a result of a decline in the Group's social trust and brand, claims for damages, or other reasons.

# 6) Information security

From system development to operation, the Group is in a position to learn of various types of confidential information in the conduct of its business, including personal information held by clients and clients' technological system information. Although the Group strives to manage information appropriately based on the IT Holdings Group Information Security Policy, in the event that confidential information were leaked or manipulated due to a computer virus, unauthorized access, or other reason, the Group's business results may be impacted by claims for damages from

client companies or the loss of trust.

#### 7) Human resources

The Group's business relies heavily on human resources and is greatly affected by its ability to secure and develop superior human resources who can offer specialized, high added value to clients. The Group's business results may be impacted in the event the Group cannot secure and develop superior human resources according to its plans.

## 8) Technological innovation

In the information services industry, companies must rapidly respond to progress in information technologies and the accompanying changes in market needs. The Group continually conducts research into information technologies and production as well as development technologies, and is strengthening its ability to conduct this research. The Group's business results may be impacted, however, in the event the Group is unable to appropriately respond to rapid progress in innovation over a broad realm of technologies.

## 9) Intellectual property

To execute its business, the Group applies for and acquires patents for necessary technologies and business models as well as registers various trademarks in and outside Japan. The Group continually takes precautions to ensure that it does not infringe the intellectual property rights of third parties during the execution of its business activities. The Group may, however, be subject to claims for damages in the event that it infringes the intellectual property rights of another company. In any circumstance in which the Group infringes the rights of a third party, the Group's business and business results may be impacted considerably.

## 10) Natural disasters and accidents

The Group uses data centers and other large-scale IT facilities to perform its outsourcing business and provide cloud services. The data centers use various kinds of equipment to deal with disasters and accidents. Despite these measures, a longer-than-expected power blackout, large-scale natural disaster, international conflict, act of terrorism or major crime, or other such events that impede the smooth operation of the data centers may affect the Group's business results.

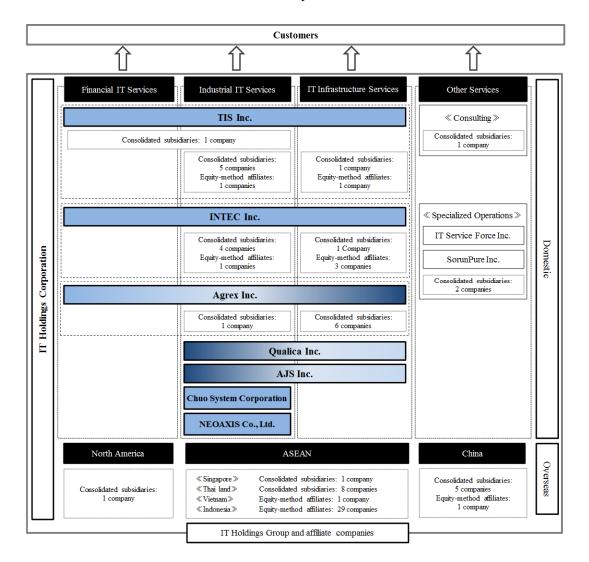
## 11) Owned securities

The Group owns shares as a way to strengthen relations with business partners or bonds as part of its fund operations. The Group adequately confirms the reliability of these securities by determining the issuers' financial condition, business results, credit rating and using other indicators. In the event of significant fluctuations in stock markets, however, the Group's financial condition and business results may be impacted from the recognition of losses.

## 2. Status of the Group

The Group consists primarily of IT Holdings Corporation (the parent company), 46 consolidated subsidiaries, and 37 affiliated companies accounted for under the equity method. The Group's core activities comprise the provision of outsourcing and cloud services, software development, and solution services, and the Group also engages in businesses connected with these core activities such as consulting services. The Group also provides other services, such as real estate rental and management services.

As a pure holding company, IT Holdings handles business administration issues for the Group and supports Group companies in executing their respective business activities, which center on information and communication services. The Group's structure and business flow are shown below.



## 3. Management Policy

## (1) Basic Management Policy

IT Holdings has established, and discloses, the following management philosophy, which is the corporate cornerstone of the IT Holdings Group.

(Management Philosophy)

The IT Holdings Group seeks to be a corporate citizen, whose activities, namely, the provision of various services maximizing the power of information technology, match its status as a leading corporate group, and as a group, we will raise corporate value, supported in this effort by the high regard of all stakeholders, not only shareholders but also clients as well as employees and their families.

We will cultivate a vibrant corporate culture that encourages companies and individuals under the Group umbrella to work together, embracing new challenges and striving to reach higher goals, and thereby ensure continued growth as a corporate entity.

We will always provide our clients with the very best products and services, through excellent quality and technology built on the composite strengths of the Group.

We will uphold high corporate morals and fulfill our social obligations.

# (2) Key Business Indicators

Amid dramatic business environment changes, such as the trend toward more complex and larger-scale systems, the rise of service-oriented approaches, ongoing globalization, and rapidly advancing technology innovation, the IT Holdings Group, a leading IT services group, endeavors to play an integral role in creating a prosperous future for society.

The Group has established profit-oriented management (strengthening of earnings power) as part of its targeted management image. ROE and other specific targets have been introduced to raise corporate value.

## (3) Medium- to Long-term Management Strategies

Management has defined the corporate image—the vision—that the Group should strive to achieve.

Everyone under the Group umbrella shares this vision. It guides each person in the execution of daily activities, which in turn, underpins attainment of the ideals to which the Group aspires and further enhances corporate value.

## (Group Vision)

1. Play an integral role in realizing the comfortable lifestyles of tomorrow through IT

As the leading IT services group, we will design the template and develop the businesses that support several facets of tomorrow's society—where IT is the driving force of brisk activity in all industries as well as the creation of pleasant living environments where people feel safe and secure.

2. Act with initiative and a sense of enterprising spirit

We will be a group with a corporate culture that makes work enjoyable for employees. This atmosphere will encourage people to quickly pinpoint currents of change rippling across various realms, including society and technology, and resourcefully tackle emerging issues from a fresh perspective.

3. Secure the highest level of technological expertise

We will be a group that is constantly evolving, with an emphasis on new-technology R&D, production techniques and quality control, to achieve the highest level of quality and sharpen cost competitiveness.

## 4. Contribute to societal and industry advances

As part of the IT services industry, we will be a group that plays a pioneering role in the overall development of our industry, and as a member of society, we will be a group that faithfully carries out our social responsibility and contributes to the communities in which we share a presence. This two-fold commitment will earn us a solid reputation from all directions.

## (4) Issues Requiring a Response

The three basic concepts of the third medium-term management plan are "Profit Emphasis," "IT Brain—Expansion of Value-added Business," and "Portfolio Management."

Regarding "Profit Emphasis," the prevention of unprofitable projects is an ongoing issue. The amount of losses increased in fiscal 2016 over the previous year. Although various measures were taken, the results were insufficient. Moving forward, it will be necessary to integrate measures to strengthen engineering, introduce new tools, optimize processes, nurture new engineers, and implement risk management laterally across the company. More specifically, the strengthening and enhancement of project management training, upgrading of high-level engineering, improvement in partner procurement, and implementation of reforms in the maintenance business will be promoted laterally across the Group. Additionally, cutting-edge initiatives and know-how will be shared to standardize and improve the level of processes throughout the Group.

Regarding the improvement of productivity, productivity reform activities at worksites, including the establishment of a foundation to raise system development efficiency and the development of production technology solutions, yielded higher gross profit margins. Moving forward, the Group will promote the development foundation and production technologies as Group standards to further reform productivity.

Regarding the improvement in asset efficiency, since the previous fiscal year the Group has made a full-scale effort to unwind cross-shareholdings, including shares of unlisted companies, and reduce the level of idle assets. The Group as a whole is also taking measures to effectively use data center and other assets.

Regarding "IT Brain—Expansion of Value-added Business," the Group has already started to develop platform businesses in certain industries. The ratio of this business to total consolidated sales is still low, however. The Group recognizes the need to further expand the service menu and promote new services in industries that have not yet been addressed. In the areas of IoT and AI, the Group will accelerate the application of cutting-edge research into specific business areas. Regarding settlement services, the Group will promote these services in Thailand and Indonesia in partnership with local companies in which it owns capital stakes.

To promote service-based businesses, it will be necessary to make timely upfront investments matching market needs. The Group will further enhance its marketing function and sales capabilities, along with its investment management to make accurate investment decisions. Highly talented staff with expertise in each of the business models will be necessary to promote these services businesses. The Group will develop talent internally while also acquiring external specialists and experienced personnel with expertise in specific industries.

Regarding "Portfolio Management," the Group plans to make a smooth transition to a new holding company structure in July 2016. This will facilitate efficient Group operations and the overall optimization of business.

The Group has already made progress consolidating the BPO, energy, and national health insurance-related businesses and will continuously strive to reorganize and integrate businesses in order to optimize the business portfolio. Moving ahead, the Group will leverage the advantages of the holding company structure and enhance the implementation of reforms to prevent delay in responding to changes in the external environment. This approach will enable the Group to make flexible investments, accelerate the incubation of new businesses, and eliminate unprofitable businesses, thereby refocusing initiatives clearly on specific business areas.

Regarding the enhancement of corporate governance reforms, the effectiveness of ITHD's board of directors will be researched and evaluated to promote operational reforms and ensure that the board can facilitate sustainable growth and higher corporate value over the medium and long term. Furthermore, regarding the establishment and operation of an internal control system, the Group will make a concerted effort raise the quality of its system by enhancing internal audits, strengthening risk management, improving the training curriculum, and bolstering responsiveness to regulatory reform. The Group also recognizes that diverse viewpoints and values, in terms of experience, skills, and character, are necessary to ensure sustainable growth. In keeping with this, the Group is striving to maintain a diverse workforce, including the active involvement of female staff. The advancement of female employees is a particularly important requirement of society. Unfortunately, as of fiscal 2016, the ratio of female managers at the Group's five main companies averaged 6%. The Group recognizes that building work systems and environments in which female staff can further demonstrate their abilities is an urgent issue. Executive management will take the lead in promoting skill development, career-building and the revamping of working systems across the Group.

## (5) Other Important Management Matters

At the Board of Directors' meeting held on October 29, 2015, ITHD approved a resolution to conduct an absorption-type merger (simplified absorption-type merger), effective 1 July, 2016, in which ITHD will be the surviving company and TIS Inc., a wholly owned subsidiary of ITHD, is the expiring company. A merger contract between ITHD and TIS Inc. was concluded the same day.

# 4. Basic Policy on Selecting Accounting Standards

The IT Holdings Group is conducting an analysis to determine the differences between International Financial Reporting Standards (IFRS) and Japanese standards, as well as the impact of adopting IFRS. At the current time, the adoption of IFRS has yet to be decided.

# 5. Consolidated Financial Statements

# (1) Consolidated Balance Sheets

|   | As of Mar. 31, 2015                   | As of Mar. 31, 2016 |
|---|---------------------------------------|---------------------|
|   | millions of yen                       | millions of yer     |
| Assets  |                                       |                     |
| Current assets                                |                                       |                     |
| Cash and deposits                             | 29,211                                | 46,741              |
| Notes and accounts receivable                 | 78,874                                | 84,722              |
| Lease receivables and lease investment assets | 6,711                                 | 6,381               |
| Marketable securities                         | 661                                   | 2,201               |
| Merchandise and finished goods                | 4,552                                 | 4,145               |
| Work in process                               | 5,546                                 | 5,278               |
| Raw materials and supplies                    | 243                                   | 264                 |
| Deferred tax assets                           | 6,007                                 | 7,161               |
| Other current assets                          | 8,784                                 | 9,952               |
| Allowance for doubtful accounts               | (143)                                 | (181)               |
| Total current assets                          | 140,450                               | 166,666             |
| Fixed assets                                  |                                       |                     |
| Property and equipment                        |                                       |                     |
| Buildings and structures, net                 | 53,670                                | 38,497              |
| Machinery and equipment, net                  | 4,853                                 | 5,433               |
| Land  | 24,342                                | 22,583              |
| Leased assets, net                            | 3,995                                 | 4,092               |
| Other property and equipment, net             | 4,552                                 | 4,623               |
| Total property and equipment                  | 91,413                                | 75,229              |
| Intangible assets                             |                                       |                     |
| Goodwill                                      | 1,197                                 | 724                 |
| Other intangible assets                       | 15,555                                | 17,509              |
| Total intangible assets                       | 16,752                                | 18,233              |
| Investments and other assets                  | , , , , , , , , , , , , , , , , , , , | ,                   |
| Investment securities                         | 71,256                                | 49,205              |
| Net defined benefit asset                     | 7,028                                 | 4,369               |
| Deferred tax assets                           | 5,199                                 | 6,558               |
| Other assets                                  | 14,034                                | 16,465              |
| Allowance for doubtful accounts               | (283)                                 | (234)               |
| Total investments and other assets            | 97,235                                | 76,365              |
| Total fixed assets                            | 205,401                               | 169,828             |
| Total assets                                  | 345,851                               | 336,495             |

|   | As of Mar. 31, 2015 | As of Mar. 31, 2016 |
|---|---------------------|---------------------|
|   | millions of yen     | millions of yen     |
| Liabilities                                       |                     |                     |
| Current liabilities                               |                     |                     |
| Notes and accounts payable                        | 21,681              | 22,617              |
| Short-term borrowings                             | 12,521              | 13,069              |
| Income taxes payable                              | 3,140               | 11,998              |
| Accrued bonuses to directors and employees        | 11,331              | 11,860              |
| Other allowances                                  | 1,318               | 3,134               |
| Other current liabilities                         | 27,673              | 28,827              |
| Total current liabilities                         | 77,666              | 91,508              |
| Non-current liabilities                           |                     |                     |
| Long-term debt                                    | 39,593              | 31,460              |
| Lease obligations                                 | 5,497               | 6,050               |
| Deferred tax liabilities                          | 10,720              | 440                 |
| Deferred tax liabilities from revaluation of land | 663                 | 403                 |
| Accrued retirement benefits to directors          | 90                  | 76                  |
| Net defined benefit liability                     | 16,874              | 18,363              |
| Other non-current liabilities                     | 5,955               | 7,651               |
| Total non-current liabilities                     | 79,395              | 64,447              |
| Total liabilities                                 | 157,062             | 155,955             |
| Net assets  |                     |                     |
| Shareholders' equity                              |                     |                     |
| Common stock                                      | 10,001              | 10,001              |
| Additional paid-in capital                        | 83,601              | 82,920              |
| Retained earnings                                 | 67,019              | 77,485              |
| Less treasury stock, at cost                      | (514)               | (2,124)             |
| Total shareholders' equity                        | 160,107             | 168,282             |
| Accumulated other comprehensive income            | ,                   | ,                   |
| Net unrealized gains on other securities          | 26,191              | 13,659              |
| Revaluation reserve for land                      | (1,898)             | (2,375)             |
| Foreign currency translation adjustments          | 396                 | 125                 |
| Remeasurements of defined benefit plans           | (397)               | (3,141)             |
| Total accumulated other comprehensive income      | 24,292              | 8,266               |
| Non-controlling interests                         | 4,388               | 3,990               |
| Total net assets                                  | 188,789             | 180,539             |
| Total liabilities and net assets                  | 345,851             | 336,495             |

# (2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

# **Consolidated Statements of Income**

|   | FY2015          | FY2016         |
|---|-----------------|----------------|
|   | millions of yen | millions of ye |
| Net sales   | 361,025         | 382,689        |
| Cost of sales   | 294,927         | 312,153        |
| Gross profit  | 66,097          | 70,535         |
| Selling, general and administrative expenses            | 44,976          | 46,099         |
| Operating income  | 21,121          | 24,436         |
| Non-operating income                                    |                 |                |
| Interest income   | 74              | 69             |
| Dividend income   | 744             | 1,201          |
| Foreign exchange gains                                  | 206             | -              |
| Rental income from real estate                          | 265             | 289            |
| Other   | 472             | 541            |
| Total non-operating income                              | 1,762           | 2,101          |
| Non-operating expense                                   |                 |                |
| Interest expenses                                       | 519             | 471            |
| Equity in losses of affiliated companies                | 205             | 157            |
| Foreign exchange losses                                 | -               | 283            |
| Rent expenses on real estates                           | 238             | 185            |
| Other   | 668             | 919            |
| Total non-operating expenses                            | 1,632           | 2,016          |
| Recurring profit  | 21,251          | 24,521         |
| Extraordinary income                                    | · · ·           | 7-             |
| Gain on sale of investment securities                   | 377             | 18,374         |
| Gain on termination of retirement benefit plan          | 59              |                |
| Gain on reversal of stock acquisition rights            | 58              | -              |
| Other   | 3               | 267            |
| Total extraordinary income                              | 500             | 18,641         |
| Extraordinary loss                                      |                 | 10,011         |
| Loss on disposal of fixed assets                        | 354             | 264            |
| Impairment loss   | 1,566           | 16,617         |
| Loss on business liquidation                            | 67              | -              |
| Other   | 1,578           | 4,463          |
| Total extraordinary loss                                | 3,567           | 21,344         |
| Income before income taxes                              | 18,184          | 21,817         |
| Income taxes: current                                   | 5,417           | 14,335         |
| Income taxes: deferred                                  | 1,865           | (5,624)        |
| Total income taxes                                      | 7,282           | 8,710          |
| Net Income  | 10,901          | 13,107         |
| Net income attributable to non-controlling interests    | 626             | 429            |
|   | 10,275          | 12,678         |
| Net income attributable to owners of the parent company | 10,275          | 12,678         |

# **Consolidated Statements of Comprehensive Income**

|   | FY2015          | FY2016          |
|---|-----------------|-----------------|
|   | millions of yen | millions of yen |
| Net Income  | 10,901          | 13,107          |
| Other comprehensive income  |                 |                 |
| Net unrealized gains on other securities                          | 20,239          | (12,526)        |
| Revaluation reserve for land                                      | 68              | 22              |
| Foreign currency translation adjustments                          | 379             | (295)           |
| Remeasurements of defined benefit plans                           | 1,569           | (2,742)         |
| Share of other comprehensive income of equity-method affiliates   | 14              | (42)            |
| Total other comprehensive income                                  | 22,271          | (15,584)        |
| Comprehensive income  | 33,173          | (2,476)         |
| (Composition)   |                 |                 |
| Comprehensive income attributable to owners of the parent company | 32,474          | (2,848)         |
| Comprehensive income attributable to non-controlling interests    | 698             | 371             |

# (3) Consolidated Statements of Changes in Net Assets FY2015 (April 1, 2014 through March 31, 2015)

|   |                 |                                | Shareholders' Equi   | ity             |                               |
|---|-----------------|--------------------------------|----------------------|-----------------|-------------------------------|
|   | Common stock    | Additional paid-<br>in capital | Retained<br>earnings | Treasury stock  | Total shareholders'<br>equity |
|   | millions of yen | millions of yen                | millions of yen      | millions of yen | millions of yen               |
| Balance at beginning of fiscal year                           | 10,001          | 86,786                         | 57,579               | (6)             | 154,360                       |
| Cumulative effects of<br>changes in accounting<br>policies    |                 |                                | 1,532                |                 | 1,532                         |
| Restated balance  | 10,001          | 86,786                         | 59,111               | (6)             | 155,892                       |
| Changes during the fiscal year                                |                 |                                |                      |                 |                               |
| Dividends from surplus  |                 |                                | (2,367)              |                 | (2,367)                       |
| Net income attributable to<br>owners of the parent<br>company |                 |                                | 10,275               |                 | 10,275                        |
| Acquisition of treasury stock                                 |                 |                                |                      | (508)           | (508)                         |
| Disposal of treasury stock                                    |                 |                                |                      |                 | -                             |
| Purchase of shares of<br>consolidated subsidiaries            |                 | (3,184)                        |                      |                 | (3,184)                       |
| Reversal of revaluation reserve for land                      |                 |                                |                      |                 | -                             |
| Items other than changes in shareholders' equity, net         |                 |                                |                      |                 | -                             |
| Net changes during the fiscal year                            | -               | (3,184)                        | 7,908                | (508)           | 4,215                         |
| Balance at end of fiscal year                                 | 10,001          | 83,601                         | 67,019               | (514)           | 160,107                       |

|  | Accumulated other comprehensive income               |                                    |   |   |  |                 |                                      |                     |
|--|--|------------------------------------|---|---|--|-----------------|--------------------------------------|---------------------|
|  | Net<br>unrealized<br>gains on<br>other<br>securities | Revaluation<br>reserve for<br>land | Foreign<br>currency<br>translation<br>adjustments | Remeasur-<br>ements of<br>defined<br>benefit<br>plans | Total<br>accumulated<br>other<br>comprehensive<br>income |                 | Non-<br>controllin<br>g<br>interests | Total net<br>assets |
|  | millions of<br>ven                                   | millions of yen                    | millions of yen                                   | millions of<br>ven                                    | millions of<br>yen                                       | millions of ven | millions of yen                      | millions of yen     |
| Balance at beginning of fiscal year                            | 5,975  | (1,967)                            | 48  | (1,964)   | 2,092  | 45              | 8,004                                | 164,502             |
| Cumulative effects of<br>changes in accounting<br>policies     |  |                                    |   |   |  |                 |                                      | 1,532               |
| Restated balance   | 5,975  | (1,967)                            | 48  | (1,964)   | 2,092  | 45              | 8,004                                | 166,035             |
| Changes during the fiscal year                                 |  |                                    |   |   |  |                 |                                      |                     |
| Dividends from<br>surplus                                      |  |                                    |   |   |  |                 |                                      | (2,367)             |
| Net income<br>attributable to owners<br>of the parent company  |  |                                    |   |   |  |                 |                                      | 10,275              |
| Acquisition of<br>treasury stock                               |  |                                    |   |   |  |                 |                                      | (508)               |
| Disposal of treasury<br>stock                                  |  |                                    |   |   |  |                 |                                      | -                   |
| Purchase of shares of<br>consolidated<br>subsidiaries          |  |                                    |   |   |  |                 |                                      | (3,184)             |
| Reversal of<br>revaluation reserve for<br>land                 |  |                                    |   |   |  |                 |                                      | -                   |
| Items other than<br>changes in<br>shareholders' equity,<br>net | 20,216   | 68                                 | 347   | 1,566   | 22,199   | (45)            | (3,615)                              | 18,538              |
| Net changes during the fiscal year                             | 20,216   | 68                                 | 347   | 1,566   | 22,199   | (45)            | (3,615)                              | 22,753              |
| Balance at end of fiscal year                                  | 26,191   | (1,898)                            | 396   | (397)   | 24,292   | -               | 4,388                                | 188,789             |

# FY2016 (April 1, 2015 through March 31, 2016)

|   | Shareholders' Equity |                                |                      |                 |                               |
|---|----------------------|--------------------------------|----------------------|-----------------|-------------------------------|
|   | Common stock         | Additional paid-<br>in capital | Retained<br>earnings | Treasury stock  | Total shareholders'<br>equity |
|   | millions of yen      | millions of yen                | millions of yen      | millions of yen | millions of yen               |
| Balance at beginning of fiscal year                           | 10,001               | 83,601                         | 67,019               | (514)           | 160,107                       |
| Changes during the fiscal year                                |                      |                                |                      |                 |                               |
| Dividends from surplus  |                      |                                | (2,711)              |                 | (2,711)                       |
| Net income attributable to<br>owners of the parent<br>company |                      |                                | 12,678               |                 | 12,678                        |
| Acquisition of treasury stock                                 |                      |                                |                      | (1,610)         | (1,610)                       |
| Disposal of treasury stock                                    |                      |                                |                      | 0               | 0                             |
| Purchase of shares of consolidated subsidiaries               |                      | (680)                          |                      |                 | (680)                         |
| Reversal of revaluation reserve for land                      |                      |                                | 499                  |                 | 499                           |
| Items other than changes in shareholders' equity, net         |                      |                                |                      |                 | -                             |
| Net changes during the fiscal year                            | -                    | (680)                          | 10,465               | (1,610)         | 8,174                         |
| Balance at end of fiscal year                                 | 10,001               | 82,920                         | 77,485               | (2,124)         | 168,282                       |

|  | Accumulated other comprehensive income               |                                    |   |  |  |                                  |                     |
|--|--|------------------------------------|---|--|--|----------------------------------|---------------------|
|  | Net<br>unrealized<br>gains on<br>other<br>securities | Revaluation<br>reserve for<br>land | Foreign<br>currency<br>translation<br>adjustments | Remeasur-<br>ements of<br>defined<br>benefit plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Non-<br>controlling<br>interests | Total net<br>assets |
|  | millions of<br>yen                                   | millions of<br>yen                 | millions of yen                                   | millions of yen                                    | millions of<br>yen                                       | millions of yen                  | millions of yen     |
| Balance at beginning of fiscal year                            | 26,191   | (1,898)                            | 396   | (397)  | 24,292   | 4,388                            | 188,789             |
| Changes during the fiscal year                                 |  |                                    |   |  |  |                                  |                     |
| Dividends from<br>surplus                                      |  |                                    |   |  |  |                                  | (2,711)             |
| Net income<br>attributable to owners<br>of the parent company  |  |                                    |   |  |  |                                  | 12,678              |
| Acquisition of<br>treasury stock                               |  |                                    |   |  |  |                                  | (1,610)             |
| Disposal of treasury<br>stock                                  |  |                                    |   |  |  |                                  | 0                   |
| Purchase of shares of<br>consolidated<br>subsidiaries          |  |                                    |   |  |  |                                  | (680)               |
| Reversal of<br>revaluation reserve for<br>land                 |  |                                    |   |  |  |                                  | 499                 |
| Items other than<br>changes in<br>shareholders' equity,<br>net | (12,532)   | (477)                              | (271)   | (2,744)  | (16,025)   | (398)                            | (16,424)            |
| Net changes during the fiscal year                             | (12,532)   | (477)                              | (271)   | (2,744)  | (16,025)   | (398)                            | (8,249)             |
| Balance at end of fiscal year                                  | 13,659   | (2,375)                            | 125   | (3,141)  | 8,266  | 3,990                            | 180,539             |

# (4) Consolidated Statements of Cash Flows

| Items  | FY2015          | FY2016          |
|--|-----------------|-----------------|
|  | millions of yen | millions of yen |
| Cash flows from operating activities                                   |                 |                 |
| Income before income taxes   | 18,184          | 21,817          |
| Depreciation   | 12,809          | 11,952          |
| Impairment loss  | 1,566           | 16,617          |
| (Gain) loss on sale of investment securities                           | (293)           | (18,356)        |
| Loss on disposal of fixed assets                                       | 354             | 264             |
| Amortization of goodwill   | 863             | 209             |
| Increase (decrease) in accrued bonuses to directors and employees      | 388             | 448             |
| Increase(decrease) in allowance for doubtful accounts                  | 38              | (19)            |
| Increase (decrease) in net defined benefit liability                   | (389)           | 1,292           |
| Interest and dividend income   | (819)           | (1,270)         |
| Interest expenses  | 519             | 471             |
| (Increase) decrease in notes and accounts receivable                   | (10,229)        | (4,470)         |
| (Increase) decrease in inventories                                     | (148)           | 658             |
| Increase (decrease) in notes and accounts payable                      | 2,516           | 748             |
| Increase (decrease) in accrued consumption taxes                       | 3,466           | (3,830)         |
| Other, net   | (121)           | 3,902           |
| Subtotal   | 28,707          | 30,437          |
| Interest and dividend income received                                  | 831             | 1,276           |
| Interest expenses paid   | (533)           | (453)           |
| Income taxes paid  | (6,067)         | (5,762)         |
| Net cash provided by (used in) operating activities                    | 22,938          | 25,496          |
| Cash flows from investing activities                                   |                 |                 |
| Purchase of marketable securities                                      | (3,400)         | (400)           |
| Proceeds from sale and redemption of marketable securities             | 3,425           | 410             |
| Acquisitions of property and equipment                                 | (7,482)         | (4,697)         |
| Acquisitions of intangible assets                                      | (5,400)         | (6,633)         |
| Acquisitions of investment securities                                  | (5,150)         | (5,073)         |
| Proceeds from sale and redemption of investment securities             | 2,423           | 24,504          |
| Payment of lease and guarantee deposits                                | (967)           | (1,001)         |
| Collection of lease and guarantee deposits                             | 537             | 659             |
| Proceeds from transfer of business                                     | 259             | -               |
| Purchase of shares of subsidiaries resulting in change in scope of     | (926)           | (73)            |
| consolidation  | (920)           | (73)            |
| Other, net   | (1,062)         | 992             |
| Net cash provided by (used in) investing activities                    | (17,744)        | 8,688           |
| Cash flows from financing activities                                   |                 |                 |
| Increase (decrease) in short-term borrowings, net                      | (412)           | (752)           |
| Proceeds from long-term debt   | 7,300           | 5,012           |
| Repayments of long-term debt   | (13,949)        | (12,862)        |
| Purchase of treasury stock   | (508)           | (1,610)         |
| Dividends paid   | (2,367)         | (2,711)         |
| Dividends paid to non-controlling interests                            | (351)           | (202)           |
| Purchase of shares of subsidiaries not resulting in change in scope of | (7,031)         | (1,324)         |
| consolidation  |                 |                 |
| Other, net   | (1,747)         | (526)           |
| Net cash provided by (used in) financing activities                    | (19,067)        | (14,979)        |
| Effect of exchange rate changes on cash and cash equivalents           | 217             | (39)            |
| Net increase (decrease) in cash and cash equivalents                   | (13,656)        | 19,166          |
| Cash and cash equivalents at beginning of year                         | 43,142          | 29,485          |
| Cash and cash equivalents at end of year                               | 29,485          | 48,651          |

# (5) Notes on the Going-concern Assumption Not applicable

## (Additional Information)

Conclusion of Merger Contract

At the Board of Directors' meeting held on October 29, 2015, ITHD approved a resolution to conduct an absorption-type merger of TIS Inc., a wholly owned subsidiary. A merger contract between ITHD and TIS Inc. was concluded the same day.

1. Overview of business combination

(1) Company names and business descriptions of combining companies

(Surviving company of absorption-type merger)

Company name: IT Holdings Corporation

Business description: Management of Group companies and related business

(Expiring company of absorption-type merger)

Company name: TIS Inc.

Business description: Outsourcing services, software development, and solutions services related to information technology investments

(2) Date of business combination

July 1, 2016 (current schedule)

(3) Legal form of business combination

An absorption-type merger will be conducted in which ITHD will be the surviving company and TIS Inc. will be dissolved.

(4) Allotment of shares in business combination

ITHD owns all shares of TIS Inc., and therefore ITHD will neither issue new shares nor allot outstanding shares in this business combination.

(5) Company name after business combination

IT Holdings Corporation

The company name will be changed to TIS Inc. as of July 1, 2016, conditional on the approval of a proposal to change a part of the articles of incorporation at ITHD's eighth general shareholders' meeting scheduled for June 24, 2016.

(6) Overview of transaction, including purpose

The purpose of the merger is to establish an optimal Group organization by reviewing and reorganizing the current Group organizational structure, thereby achieving the goals of optimizing the overall Group and achieving portfolio management as stated in the third medium-term management plan.

2. Overview of accounting treatment applied

This business combination is scheduled to be accounted for as a transaction under common control based on "Accounting Standard for Business Combinations" and "Revised Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures."

## (Significant Subsequent Events)

Stock Repurchases

At the Board of Directors' meeting held on May 10, 2016, ITHD approved a resolution to repurchase its own shares pursuant to Article 156 of the Companies Act of Japan, as applied pursuant to Article 165, Paragraph 3 of the Act.

1. Reason for repurchasing shares

To utilize for executing a dynamic capital strategy in response to the changes in the management environment.

2. Details of Board of Directors' resolution to repurchase shares

- (1) Class of shares to be repurchased Common stock
- (2) Total number of shares repurchased 1,100,000 shares (maximum)
- (3) Total repurchase cost ¥2,100 million (maximum)
- (4) Repurchase period From May 11, 2016 to August 10, 2016
- (5) Repurchase method Market purchases on Tokyo Stock Exchange

## (Reference) New Management Structure

A new management structure at IT Holdings Corporation (hereafter, "ITHD" and "the Company") will be presented to shareholders for approval at the 8th General Meeting of Shareholders, scheduled for June 24, 2016, and then, if approved, be authorize by a resolution by the Board of Directors at the meeting that follows the shareholders' meeting. The proposed new management structure is described below.

The Company and wholly owned subsidiary TIS, Inc., will undergo an absorption-style merger, effective July 1, 2016, wherein TIS is absorbed into ITHD and dissolved and ITHD continues to operate as the surviving company. The Company's management plans to change the corporate name to TIS Inc., effective July 1, 2016, conditioned upon approval of the proposal for partial revision of the Articles of Incorporation put before the 8th General Meeting of Shareholders scheduled for June 24, 2016.

| Chairman and Representative Director:      | Norio Maenishi   |
|--|--|
| President and Representative Director:     | Toru Kuwano  |
| Representative Director:                   | Mitsushi Nishida   |
| Director and Managing Executive Officer:   | Josaku Yanai   |
| Director (Part-time):                      | Katsuki Kanaoka<br>(Chairman and Representative Director of INTEC Inc.)                  |
| Director (Part-time):                      | Shigeki Kusaka<br>(President and Representative Director of INTEC Inc.)                  |
| Director (Part-time):                      | Yoshiyuki Suzuki<br>(Executive Vice-President and Representative Director of INTEC Inc.) |
| External Director (Part-time):             | Shingo Oda   |
| External Director (Part-time):             | Yoshinobu Ishigaki   |
| External Director (Part-time):             | Kouichi Sano   |
| Standing Audit & Supervisory Board Member: | Takuho Shimodaira  |

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|--|---|
| Standing Audit & Supervisory Board Member:             | Katsuhiko Ishii   |
| External Audit & Supervisory Board Member (Part-time): | Taigi Ito<br>(Chief of Ito CPA Firm)  |
| External Audit & Supervisory Board Member (Part-time): | Muneaki Ueda<br>(Chairman and Representative Director of<br>Professional Bank Inc.) |
| External Audit & Supervisory Board Member (Part-time): | Sadahei Funakoshi   |

Note: Mitsushi Nishida is set to assume the position of representative director, executive vice-president and executive officer on July 1, 2016, the effective date of the merger.

END