

Supplementary Financial Data

Fiscal 2017 Results (Fiscal Year ended March 31, 2017)

May 10, 2017

TIS Inc.



1. Financial Summary for Fiscal 2016 (Previous Fiscal Year) and Fiscal 2017 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2016								FY2017								Difference	
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		Full year (forecast)
Net sales	85,653	97,030	182,683	87,912	270,595	112,094	200,006	382,689	89,128	99,895	189,023	91,685	280,708	112,690	204,375	393,398	390,000	+0.9%
YOY change	+7.0%	+4.6%	+5.7%	+7.2%	+6.2%	+5.6%	+6.3%	+6.0%	+4.1%	+3.0%	+3.5%	+4.3%	+3.7%	+0.5%	+2.2%	+2.8%	+1.9%	
IT Infrastructure Services	28,917	31,271	60,188	30,038	90,226	33,410	63,448	123,636	29,715	30,900	60,615	30,025	90,640	32,907	62,932	123,547	122,700	+0.7%
Composition	33.8%	32.2%	32.9%	34.2%	33.3%	29.8%	31.7%	32.3%	33.3%	30.9%	32.1%	32.7%	32.3%	29.2%	30.8%	31.4%	31.5%	
YOY change	+4.4%	+5.7%	+5.1%	+7.3%	+5.8%	+7.6%	+7.5%	+6.3%	+2.8%	-1.2%	+0.7%	-0.0%	+0.5%	-1.5%	-0.8%	-0.1%	-0.8%	
Financial IT Services	16,921	20,432	37,353	18,472	55,825	23,147	41,619	78,972	18,341	21,597	39,938	20,290	60,228	23,564	43,854	83,792	81,400	+2.9%
Composition	19.8%	21.1%	20.4%	21.0%	20.6%	20.6%	20.8%	20.6%	20.6%	21.1%	22.1%	21.5%	20.9%	21.5%	21.3%	20.9%	20.9%	
YOY change	+3.5%	-7.7%	-3.0%	+2.7%	-1.2%	+3.6%	+3.2%	+0.2%	+8.4%	+5.7%	+6.9%	+9.8%	+7.9%	+1.8%	+5.4%	+6.1%	+3.1%	
Industrial IT Services	37,960	43,745	81,705	37,927	119,632	53,370	91,297	173,002	39,781	45,801	85,582	39,919	125,501	54,744	94,663	180,245	179,200	+0.6%
Composition	44.3%	45.1%	44.7%	43.1%	44.2%	47.6%	45.6%	45.2%	44.6%	45.8%	45.3%	43.5%	44.7%	48.6%	46.3%	45.8%	45.9%	
YOY change	+10.7%	+9.8%	+10.2%	+10.5%	+10.3%	+3.9%	+6.6%	+8.3%	+4.8%	+4.7%	+4.7%	+5.3%	+4.9%	+2.6%	+3.7%	+4.2%	+3.6%	
Other business	1,854	1,582	3,436	1,475	4,911	2,167	3,642	7,078	1,290	1,597	2,887	1,450	4,337	1,476	2,926	5,813	6,700	-13.2%
Composition	2.2%	1.6%	1.9%	1.7%	1.8%	1.9%	1.8%	1.8%	1.4%	1.6%	1.5%	1.6%	1.5%	1.3%	1.4%	1.5%	1.7%	
YOY change	+8.4%	+28.2%	+16.7%	-15.3%	+4.8%	+53.5%	+15.5%	+16.1%	-30.4%	+0.9%	-16.0%	-1.7%	-11.7%	-31.9%	-19.7%	-17.9%	-5.3%	
Cost of sales	71,806	78,143	149,949	72,156	222,105	90,048	162,204	312,153	73,303	82,050	155,353	73,504	228,857	88,583	162,087	317,440	-	-
Composition	83.8%	80.5%	82.1%	82.1%	82.1%	80.3%	81.1%	81.6%	82.2%	82.1%	82.2%	80.2%	81.5%	78.6%	79.3%	80.7%	-	
YOY change	+5.5%	+4.3%	+4.9%	+6.7%	+5.5%	+6.8%	+6.7%	+5.8%	+2.1%	+5.0%	+3.6%	+1.9%	+3.0%	-1.6%	-0.1%	+1.7%	-	
Gross profit	13,847	18,886	32,733	15,757	48,490	22,045	37,802	70,535	15,824	17,846	33,670	18,181	51,851	24,107	42,288	75,958	-	-
Composition	16.2%	19.5%	17.9%	17.9%	17.9%	19.7%	18.9%	18.4%	17.8%	17.9%	17.8%	19.8%	18.5%	21.4%	20.7%	19.3%	-	
YOY change	+15.6%	+5.5%	+9.5%	+9.3%	+9.5%	+1.1%	+4.4%	+6.7%	+14.3%	-5.5%	+2.9%	+15.4%	+6.9%	+9.4%	+11.9%	+7.7%	-	
Selling, general and administrative expenses	11,676	11,684	23,360	10,991	34,351	11,748	22,739	46,099	11,807	12,439	24,246	11,673	35,919	13,019	24,692	48,938	-	-
Composition	13.6%	12.0%	12.8%	12.5%	12.7%	10.5%	11.4%	12.0%	13.2%	12.5%	12.8%	12.7%	12.8%	11.6%	12.1%	12.4%	-	
YOY change	+3.9%	+6.4%	+5.2%	-2.6%	+2.6%	+2.3%	-0.1%	+2.5%	+1.1%	+6.5%	+3.8%	+6.2%	+4.6%	+10.8%	+8.6%	+6.2%	-	
Operating income	2,170	7,203	9,373	4,766	14,139	10,297	15,063	24,436	4,017	5,406	9,423	6,508	15,931	11,088	17,596	27,019	26,500	+2.0%
Composition	2.5%	7.4%	5.1%	5.4%	5.2%	9.2%	7.5%	6.4%	4.5%	5.4%	5.0%	7.1%	5.7%	9.8%	8.6%	6.9%	6.8%	
YOY change	+191.0%	+4.0%	+22.2%	+52.1%	+30.9%	-0.2%	+12.0%	+15.7%	+85.1%	-24.9%	+0.5%	+36.6%	+12.7%	+7.7%	+16.8%	+10.6%	+8.4%	
Non-operating income	1,240	259	1,499	246	1,745	356	602	2,101	884	194	1,078	288	1,366	371	659	1,737	-	-
Non-operating expenses	385	586	971	464	1,435	581	1,045	2,016	528	447	975	214	1,189	475	689	1,664	-	-
Recurring profit	3,025	6,875	9,900	4,548	14,448	10,073	14,621	24,521	4,373	5,153	9,526	6,582	16,108	10,984	17,566	27,092	26,000	+4.2%
Composition	3.5%	7.1%	5.4%	5.2%	5.3%	9.0%	7.3%	6.4%	4.9%	5.2%	5.0%	7.2%	5.7%	9.7%	8.6%	6.9%	6.7%	
YOY change	+191.8%	-1.0%	+24.0%	+59.7%	+33.4%	-3.3%	+10.2%	+15.4%	+44.6%	-25.0%	-3.8%	+44.7%	+11.5%	+9.0%	+20.1%	+10.5%	+6.0%	
Extraordinary income	173	16,805	16,978	70	17,048	1,593	1,663	18,641	0	12	12	1,859	1,871	195	2,054	2,066	-	-
Extraordinary loss	277	17,293	17,570	1,511	19,081	2,263	3,774	21,344	174	388	562	202	764	3,554	3,756	4,318	-	-
Income before income taxes	2,921	6,388	9,309	3,106	12,415	9,402	12,508	21,817	4,199	4,778	8,977	8,238	17,215	7,626	15,864	24,841	-	-
Composition	3.4%	-0.0%	5.1%	3.5%	4.6%	8.4%	6.3%	5.7%	4.7%	-0.0%	4.7%	9.0%	6.1%	6.8%	7.8%	6.3%	-	
YOY change	+175.5%	+8.2%	+33.6%	-	+34.0%	+5.4%	+11.5%	+20.0%	+43.8%	-25.2%	-3.6%	-	+38.7%	-18.9%	+26.8%	+13.9%	-	
Total income taxes	953	2,591	3,544	1,615	5,159	3,551	5,166	8,710	1,391	1,726	3,117	2,684	5,801	2,296	4,980	8,097	-	-
Net income (loss) attributable to non-controlling interests	7	156	163	-22	141	288	266	429	50	128	178	-16	162	274	258	436	-	-
Net income attributable to owners of the parent company	1,959	3,642	5,601	1,512	7,113	5,565	7,077	12,678	2,757	2,924	5,681	5,570	11,251	5,055	10,625	16,306	15,000	+8.7%
Composition	2.3%	3.8%	3.1%	1.7%	2.6%	5.0%	3.5%	3.3%	3.1%	2.9%	3.0%	6.1%	4.0%	4.5%	5.2%	4.1%	3.8%	
YOY change	+463.5%	+2.8%	+44.0%	+54.8%	+46.2%	+2.9%	+10.8%	+23.4%	+40.7%	-19.7%	+1.4%	+268.4%	+58.2%	-9.2%	+50.1%	+28.6%	+18.3%	

(2) Sales by Client Sector

(Millions of yen)	FY2016									FY2017								
	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	85,653	97,030	182,683	87,912	270,595	112,094	200,006	382,689		89,128	99,895	189,023	91,685	280,708	112,690	204,375	393,398	
YOY change	+7.0%	+4.6%	+5.7%	+7.2%	+6.2%	+5.6%	+6.3%	+6.0%		+4.1%	+3.0%	+3.5%	+4.3%	+3.7%	+0.5%	+2.2%	+2.8%	
Credit card	13,477	14,804	28,281	14,265	42,546	16,728	30,993	59,274		14,372	16,653	31,025	15,970	46,995	18,011	33,981	65,006	
Composition	15.7%	15.3%	15.5%	16.2%	15.7%	14.9%	15.5%	15.5%		16.1%	16.7%	16.4%	17.4%	16.7%	16.0%	16.6%	16.5%	
YOY change	+17.0%	-1.0%	+6.8%	+15.4%	+9.6%	+12.1%	+13.6%	+10.3%		+6.6%	+12.5%	+9.7%	+12.0%	+10.5%	+7.7%	+9.6%	+9.7%	
Banking	6,064	7,647	13,711	6,212	19,923	7,944	14,156	27,867		6,697	7,329	14,026	6,151	20,177	8,056	14,207	28,233	
Composition	7.1%	7.9%	7.5%	7.1%	7.4%	7.1%	7.1%	7.3%		7.5%	7.3%	7.4%	6.7%	7.2%	7.1%	7.0%	7.2%	
YOY change	+11.5%	+16.2%	+14.2%	+2.8%	+10.4%	+7.3%	+5.3%	+9.5%		+10.4%	-4.2%	+2.3%	-1.0%	+1.3%	+1.4%	+0.4%	+1.3%	
Insurance	5,933	6,659	12,592	6,405	18,997	7,342	13,747	26,339		5,881	6,605	12,486	6,124	18,610	6,746	12,870	25,356	
Composition	6.9%	6.9%	6.9%	7.3%	7.0%	6.5%	6.9%	6.6%		6.6%	6.6%	6.6%	6.7%	6.6%	6.3%	6.3%	6.4%	
YOY change	+3.6%	+3.3%	+3.4%	+7.5%	+4.8%	+7.3%	+7.4%	+5.5%		-0.9%	-0.8%	-0.8%	-4.4%	-2.0%	-8.1%	-6.4%	-3.7%	
Other finance	4,539	5,474	10,013	4,671	14,684	5,722	10,393	20,406		4,630	5,340	9,970	5,072	15,042	5,815	10,887	20,857	
Composition	5.3%	5.6%	5.5%	5.3%	5.4%	5.1%	5.2%	5.3%		5.2%	5.3%	5.3%	5.5%	5.4%	5.3%	5.3%	5.3%	
YOY change	-15.7%	-9.3%	-12.3%	-9.6%	-11.5%	-14.9%	-12.6%	-12.5%		+2.0%	-2.4%	-0.4%	+8.6%	+2.4%	+1.6%	+4.8%	+2.2%	
Assembly-based manufacturing	10,763	13,196	23,959	11,237	35,196	14,259	25,496	49,455		9,941	11,693	21,634	9,632	31,266	11,457	21,089	42,723	
Composition	12.6%	13.6%	13.1%	12.8%	13.0%	12.7%	12.7%	12.9%		11.2%	11.7%	11.4%	10.5%	11.1%	10.2%	10.3%	10.9%	
YOY change	+3.0%	+9.2%	+12.2%	+14.2%	+8.7%	+6.3%	+9.6%	+8.0%		-7.6%	-11.4%	-9.7%	-14.3%	-11.2%	-19.7%	-17.3%	-13.6%	
Processing-based manufacturing	7,930	8,907	16,837	8,523	25,360	9,701	18,224	35,061		8,595	9,628	18,223	8,288	26,511	10,442	18,730	36,953	
Composition	9.3%	9.2%	9.2%	9.7%	9.4%	8.7%	9.1%	9.2%		9.6%	9.6%	9.6%	9.0%	9.4%	9.3%	9.2%	9.4%	
YOY change	-4.1%	-6.7%	-5.5%	+8.4%	-1.2%	+4.5%	+6.3%	+0.3%		+8.4%	+8.1%	+8.2%	-2.8%	+4.5%	+7.6%	+2.8%	+5.4%	
Distribution	7,671	8,345	16,016	8,041	24,057	8,645	16,686	32,702		7,369	8,403	15,772	7,520	23,292	8,481	16,001	31,773	
Composition	9.0%	8.8%	8.9%	8.9%	8.9%	7.7%	8.3%	8.5%		8.3%	8.4%	8.3%	8.3%	8.3%	8.3%	7.8%	8.1%	
YOY change	+14.0%	+2.0%	+7.4%	+9.5%	+8.1%	-9.2%	-1.1%	+2.9%		-3.9%	+0.7%	-1.5%	-6.5%	-3.2%	-1.9%	-4.1%	-2.8%	
Services	17,848	20,086	37,934	18,369	56,303	23,298	41,667	79,601		19,446	22,003	41,449	21,881	63,330	26,277	48,158	89,607	
Composition	20.8%	20.7%	20.8%	20.9%	20.8%	20.8%	20.8%	20.8%		21.8%	22.0%	21.9%	23.9%	22.6%	23.3%	22.8%	22.8%	
YOY change	+10.4%	-1.6%	+3.7%	-2.1%	+1.7%	+5.0%	+1.7%	+2.7%		+9.0%	+9.5%	+9.3%	+19.1%	+12.5%	+12.8%	+15.6%	+12.6%	
Public institutions	8,171	7,771	15,942	7,047	22,989	13,614	20,661	36,603		8,624	8,124	16,748	7,353	24,101	12,901	20,254	37,002	
Composition	9.5%	8.0%	8.7%	8.0%	8.5%	12.1%	10.3%	9.6%		9.7%	8.1%	8.9%	8.0%	8.6%	11.4%	9.9%	9.4%	
YOY change	+26.5%	+17.3%	+21.8%	+16.3%	+20.1%	+26.7%	+22.9%	+22.5%		+5.5%	+4.5%	+5.1%	+4.3%	+4.8%	-5.2%	-2.0%	+1.1%	
Others	3,251	4,141	7,392	3,144	10,536	4,840	7,984	15,376		3,570	4,116	7,686	3,693	11,379	4,503	8,196	15,882	
Composition	3.8%	4.3%	4.0%	3.6%	3.9%	4.3%	4.0%	4.0%		4.0%	4.1%	4.1%	4.0%	4.1%	4.0%	4.0%	4.0%	
YOY change	-16.7%	+112.1%	+26.2%	+18.6%	+23.9%	-5.1%	+3.0%	+13.0%		+9.8%	-0.6%	+4.0%	+17.5%	+8.0%	-7.0%	+2.7%	+3.3%	

(3) Sales and Income by Business Segment

(Millions of yen)	FY2016									FY2017									Full year (forecast)	Difference
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year			
Net sales	85,653	97,030	182,683	87,912	270,595	112,094	200,006	382,689		89,128	99,895	189,023	91,685	280,708	112,690	204,375	393,398	390,000	+0.9%	
YOY change	+7.0%	+4.6%	+5.7%	+7.2%	+6.2%	+5.6%	+6.3%	+6.0%		+4.1%	+3.0%	+3.5%	+4.3%	+3.7%	+0.5%	+2.2%	+2.8%	+1.9%		
IT Infrastructure Services	29,361	31,740	61,101	30,694	91,795	34,134	64,828	125,929		30,374	31,556	61,930	30,803	92,733	33,848	64,651	126,581	125,700	+0.7%	
Composition	34.3%	32.7%	33.4%	34.9%	33.9%	30.5%	32.4%	32.9%		34.1%	31.6%	33.0%	30.0%	31.6%	30.0%	31.6%	32.2%	32.2%		
YOY change	+4.4%	+5.4%	+4.9%	+7.9%	+5.9%	+8.3%	+8.1%	+6.5%		+3.5%	-0.6%	+1.4%	+0.4%	+1.0%	-0.8%	-0.3%	+0.5%	-0.2%		
Financial IT Services	17,049	20,644	37,693	18,589	56,282	23,237	41,826	79,519		18,404	21,653	40,057	20,342	60,399	23,652	43,994	84,051	82,900	+1.4%	
Composition	19.9%	21.3%	20.6%	21.1%	20.8%	20.7%	20.9%	20.8%		20.6%	21.7%	21.2%	22.2%	21.5%	21.0%	21.5%	21.4%	21.3%		
YOY change	+3.2%	-3.0%	-3.0%	+2.2%	-1.3%	+3.2%	+2.8%	-0.0%		+8.0%	+4.9%	+6.3%	+9.4%	+7.3%	+1.8%	+5.2%	+5.7%	+4.3%		
Industrial IT Services	39,441	45,785	85,226	39,651	124,877	55,123	94,774	180,000		41,925	48,263	90,188	41,917	132,105	57,304	99,221	189,409	188,700	+0.4%	
Composition	46.0%	47.2%	46.7%	45.1%	46.1%	49.2%	47.4%	47.0%		47.0%	48.3%	47.7%	45.7%	47.1%	50.9%	48.5%	48.1%	48.4%		
YOY change	+10.1%	+10.4%	+10.4%	+10.6%	+10.4%	+3.4%	+6.3%	+8.2%		+6.3%	+5.4%	+5.7%	+5.8%	+4.0%	+4.7%	+5.2%	+4.8%	+4.8%		
Other business	4,022	3,666	7,688	3,531	11,219	4,876	8,407	16,095		2,742	3,252	5,994	2,892	8,886	2,999	5,891	11,885	12,700	-6.4%	
Composition	4.7%	3.8%	4.2%	4.0%	4.1%	4.3%	4.2%	4.2%		3.1%	3.3%	3.2%	3.2%	3.2%	2.7%	2.9%	3.0%	3.3%		
YOY change	+3.8%	+7.4%	+5.5%	-4.9%	+2.0%	+33.0%	+14.0%	+9.7%		-31.8%	-11.3%	-22.0%	-18.1%	-20.8%	-38.5%	-29.9%	-26.2%	-21.1%		
Inter-segment elimination/adjustments	-4,221	-4,804	-9,025	-4,555	-13,580	-5,275	-9,830	-18,855		-4,318	-4,829	-9,147	-4,269	-13,416	-5,112	-9,381	-18,528	-20,000	-	
Operating income	2,170	7,203	9,373	4,766	14,139	10,297	15,063	24,436		4,017	5,406	9,423	6,508	15,931	11,088	17,591	27,019	26,500	+2.0%	
Composition	2.5%	7.4%	5.1%	5.4%	5.2%	9.2%	7.5%	6.4%		4.5%	5.4%	5.0%	7.1%	5.7%	9.8%	8.6%	6.9%	6.8%		
YOY change	+191.0%	+4.0%	+22.2%	+52.1%	+30.9%	-0.2%	+12.0%	+15.7%		+85.1%	-24.9%	+0.5%	+36.6%	+12.7%	+16.8%	+10.6%	+8.4%			
IT Infrastructure Services	1,087	2,170	3,257	2,458	5,715	3,209	5,667	8,924		2,575	2,604	5,179	2,242	7,421	2,737	4,979	10,158	10,400	-2.3%	
Composition	3.7%	6.8%	5.3%	8.0%	6.2%	9.4%	8.7%	7.1%		8.5%	8.3%	8.4%	7.3%	8.0%	8.1%	7.7%	8.0%	8.3%		
YOY change	-23.3%	+3.7%	-7.2%	+67.6%	+14.8%	+45.7%	+54.5%	+24.3%		+137.0%	+20.0%	+59.0%	-8.8%	+29.9%	-14.7%	-12.1%	+13.8%	+16.5%		
Financial IT Services	463	1,353	1,816	368	2,184	1,177	1,545	3,361		588	-1,115	-527	1,507	980	2,646	4,153	3,626	3,600	+0.7%	
Composition	2.7%	6.6%	4.8%	2.0%	3.9%	5.1%	3.7%	4.2%		3.2%	-5.1%	-1.3%	7.4%	1.6%	11.2%	9.4%	4.3%	4.3%		
YOY change	-29.1%	-34.9%	-33.5%	-57.5%	-39.3%	-39.7%	-45.2%	-39.4%		+26.9%	-	-	+309.5%	-55.1%	+124.8%	+168.8%	+7.9%	+7.1%		
Industrial IT Services	286	3,119	3,405	1,377	4,782	5,190	6,567	9,972		759	3,624	4,383	2,669	7,052	5,444	8,113	12,496	11,900	+5.0%	
Composition	0.7%	6.8%	4.0%	3.5%	3.8%	9.4%	6.9%	5.5%		1.8%	7.5%	4.9%	6.4%	5.3%	9.5%	8.2%	6.6%	6.3%		
YOY change	-	+33.7%	+310.7%	+87.6%	+206.0%	-5.4%	+5.6%	+41.5%		+165.0%	+16.2%	+28.7%	+93.8%	+47.5%	+4.9%	+23.5%	+25.3%	+19.3%		
Other business	459	702	1,161	646	1,807	842	1,488	2,649		230	293	523	236	759	325	561	1,084	1,000	+8.4%	
Composition	11.4%	19.3%	15.1%	18.3%	16.1%	17.3%	17.7%	16.5%		8.4%	9.0%	8.7%	8.2%	8.5%	10.8%	9.5%	9.1%	7.9%		
YOY change	-10.4%	+10.0%	+1.0%	+57.6%	+15.8%	+40.6%	+47.5%	+22.7%		-49.9%	-58.3%	-55.0%	-63.5%	-58.0%	-61.4%	-62.3%	-59.1%	-62.2%		
Inter-segment elimination/adjustments	-126	-140	-266	-85	-351	-120	-205	-47												

(4) Order Status (Software development)

(Millions of yen)	FY2016									FY2017							
	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	45,279	53,369	98,648	47,076	145,724	61,621	108,697	207,345	51,133	53,437	104,570	46,318	150,888	57,419	103,737	208,307	
YOY change	+8.7%	+11.8%	+10.4%	-10.1%	+2.8%	+6.1%	-1.6%	+3.8%	+12.9%	+0.1%	+6.0%	-1.6%	+3.5%	-6.8%	-4.6%	+0.5%	
Financial IT Services	14,017	18,414	32,431	15,530	47,961	25,900	41,430	73,861	16,271	19,494	35,765	16,476	52,241	23,120	39,596	75,361	
Composition	31.0%	34.5%	32.9%	33.0%	32.9%	42.0%	38.1%	35.6%	31.8%	36.5%	34.2%	35.6%	34.6%	40.3%	38.2%	36.2%	
YOY change	+1.7%	+8.1%	+5.2%	+2.2%	+4.2%	+11.6%	+7.9%	+6.7%	+16.1%	+5.9%	+10.3%	+6.1%	+8.9%	-10.7%	-4.4%	+2.0%	
Industrial IT Services	31,262	34,955	66,217	31,546	97,763	35,720	67,266	133,483	34,861	33,943	68,804	29,843	98,647	34,299	64,142	132,946	
Composition	69.0%	65.5%	67.1%	67.0%	67.1%	58.0%	61.9%	64.4%	68.2%	63.5%	65.8%	64.4%	65.4%	59.7%	61.8%	63.8%	
YOY change	+12.2%	+13.9%	+13.1%	-15.1%	+2.1%	+2.4%	-6.6%	+2.2%	+11.5%	-2.9%	+3.9%	-5.4%	+0.9%	-4.0%	-4.6%	-0.4%	
Order backlog at period-end	72,279	73,041	73,041	72,763	72,763	69,961	69,961	69,961	74,093	72,691	72,691	69,811	69,811	64,751	64,751	64,751	
YOY change	+17.6%	+19.7%	+19.7%	+2.3%	+2.3%	-1.6%	-1.6%	-1.6%	+2.5%	-0.5%	-0.5%	-4.1%	-4.1%	-7.4%	-7.4%	-7.4%	
Financial IT Services	22,333	22,617	22,617	21,213	21,213	25,796	25,796	25,796	25,046	25,172	25,172	23,898	23,898	25,547	25,547	25,547	
Composition	30.9%	31.0%	31.0%	29.2%	29.2%	36.9%	36.9%	36.9%	33.8%	34.6%	34.6%	34.2%	34.2%	39.5%	39.5%	39.5%	
YOY change	-2.6%	+6.6%	+6.6%	+2.8%	+2.8%	+7.6%	+7.6%	+7.6%	+12.1%	+11.3%	+11.3%	+12.7%	+12.7%	-1.0%	-1.0%	-1.0%	
Industrial IT Services	49,945	50,424	50,424	51,549	51,549	44,164	44,164	44,164	49,046	47,518	47,518	45,912	45,912	39,204	39,204	39,204	
Composition	69.1%	69.0%	69.0%	70.8%	70.8%	63.1%	63.1%	63.1%	66.2%	65.4%	65.4%	65.8%	65.8%	60.5%	60.5%	60.5%	
YOY change	+29.6%	+26.7%	+26.7%	+2.1%	+2.1%	-6.3%	-6.3%	-6.3%	-1.8%	-5.8%	-5.8%	-10.9%	-10.9%	-11.2%	-11.2%	-11.2%	

(5) Other

(Millions of yen)	FY2016									FY2017							
	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	Full year (forecast)
Capital expenditures	2,023	3,645	5,668	3,082	8,750	5,460	8,542	14,210	3,259	4,666	7,925	3,120	11,045	4,114	7,234	15,159	14,000
Depreciation	3,110	3,100	6,210	2,807	9,017	2,935	5,742	11,952	2,732	2,914	5,646	3,020	8,666	3,135	6,155	11,801	12,000
Research and development expenses	251	281	532	280	812	274	554	1,086	221	356	577	292	869	309	601	1,178	1,100
Amortization of goodwill	91	108	199	70	269	70	140	339	69	79	148	95	243	83	178	326	310
Goodwill balance at the end of the term	2,457	1,552	1,552	1,462	1,462	1,393	1,393	1,393	1,666	1,556	1,556	1,484	1,484	1,332	1,332	1,332	1,420
Number of Employees at the end of the term	19,454	19,758	19,758	19,604	19,604	19,393	19,393	19,393	19,935	19,860	19,860	19,720	19,720	19,843	19,843	19,843	-

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 Fourth Quarter Results and Full Year Results [Consolidated]

(1) Performance Summary

(Millions of yen)	4th quarter						Full year					
	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales	101,821	101,722	108,200	106,138	112,094	112,690	327,417	337,834	346,647	361,025	382,689	393,398
YOY change	+2.7%	-0.1%	+6.4%	-1.9%	+5.6%	+0.5%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%
IT Infrastructure Services	29,284	29,695	30,172	31,036	33,410	32,907	109,234	110,076	113,407	116,308	123,636	123,547
Composition	28.8%	29.2%	27.9%	29.2%	29.8%	29.2%	33.4%	32.6%	32.7%	32.2%	32.3%	31.4%
YOY change	+3.9%	+1.4%	+1.6%	+2.9%	+7.6%	-1.5%	+0.1%	+0.8%	+3.0%	+2.6%	+6.3%	-0.1%
Financial IT Services	23,080	21,902	22,614	22,343	23,147	23,564	69,659	70,994	74,561	78,827	78,972	83,792
Composition	22.7%	21.5%	20.9%	21.1%	20.6%	20.9%	21.3%	21.0%	21.5%	21.8%	20.6%	21.3%
YOY change	-1.2%	-5.1%	+3.3%	-1.2%	+3.6%	+1.8%	-4.0%	+1.9%	+5.0%	+5.7%	+0.2%	+6.1%
Industrial IT Services	47,931	48,441	53,630	51,347	53,370	54,744	141,862	149,565	151,322	159,791	173,002	180,245
Composition	47.1%	47.6%	49.6%	48.4%	47.6%	48.6%	43.3%	44.3%	43.7%	44.3%	45.2%	45.8%
YOY change	+4.1%	+1.1%	+10.7%	-4.3%	+3.9%	+2.6%	+5.6%	+5.4%	+1.2%	+5.6%	+8.3%	+4.2%
Other business	1,526	1,682	1,783	1,412	2,167	1,476	6,661	7,196	7,355	6,097	7,078	5,813
Composition	1.5%	1.7%	1.6%	1.3%	1.9%	1.3%	2.0%	2.1%	2.1%	1.7%	1.8%	1.5%
YOY change	-5.0%	+10.2%	+6.0%	-20.8%	+53.5%	-31.9%	-7.5%	+8.0%	+2.2%	-17.1%	+16.1%	-17.9%
Outsourcing and network	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Software development	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Solution services	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Other business	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Cost of sales	79,075	80,161	85,980	84,334	90,048	88,583	266,159	276,935	283,881	294,927	312,153	317,440
Composition	77.7%	78.8%	79.5%	79.5%	80.3%	78.6%	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%
YOY change	+1.5%	+1.4%	+7.3%	-1.9%	+6.8%	-1.6%	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%
Gross profit	22,747	21,562	22,221	21,803	22,045	24,107	61,258	60,899	62,766	66,097	70,535	75,958
Composition	22.3%	21.2%	20.5%	20.5%	19.7%	21.4%	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%
YOY change	+7.0%	-5.2%	+3.1%	-1.9%	+1.1%	+9.4%	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%
Selling, general and administrative expenses	11,930	11,131	11,098	11,486	11,748	13,019	45,636	42,727	43,255	44,976	46,099	48,938
Composition	11.7%	10.9%	10.3%	10.8%	10.5%	11.6%	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%
YOY change	-4.5%	-6.7%	-0.3%	+3.5%	+2.3%	+10.8%	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%
Operating income	10,817	10,430	11,122	10,318	10,297	11,088	15,621	18,171	19,510	21,121	24,436	27,019
Composition	10.6%	10.3%	10.3%	9.7%	9.2%	9.8%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%
YOY change	+23.3%	-3.6%	+6.6%	-7.2%	-0.2%	+7.7%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%
Recurring profit	10,642	10,445	10,720	10,422	10,073	10,984	15,393	17,440	18,971	21,251	24,521	27,092
Composition	10.5%	10.3%	9.9%	9.8%	9.0%	9.7%	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%
YOY change	+22.2%	-1.9%	+2.6%	-2.8%	-3.3%	+9.0%	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%
Net income (loss) attributable to owners of the parent company	5,864	3,197	4,702	5,409	5,565	5,055	2,135	5,868	7,913	10,275	10,275	12,678
Composition	5.8%	3.1%	4.3%	5.1%	5.0%	4.5%	0.7%	1.7%	2.3%	2.8%	2.8%	3.3%
YOY change	+0.9%	-45.5%	+47.1%	+15.0%	+2.9%	-9.2%	-64.3%	+174.8%	+34.9%	+29.8%	+29.8%	+23.4%

(2) Sales by Client Sector

(Millions of yen)		4th quarter						Full year					
		FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales		101,821	101,722	108,200	106,138	112,094	112,690	327,417	337,834	346,647	361,025	382,689	393,398
	YOY change	+2.7%	-0.1%	+6.4%	-1.9%	+5.6%	+0.5%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%
Credit card		14,895	14,806	14,634	14,916	16,728	18,011	45,084	48,846	49,402	53,743	59,274	65,006
	Composition	14.6%	14.6%	13.5%	14.1%	14.9%	16.0%	13.8%	14.5%	14.3%	14.9%	15.5%	16.5%
	YOY change	-2.2%	-0.6%	-1.2%	+1.9%	+12.1%	+7.7%	-14.3%	+8.3%	+1.1%	+8.8%	+10.3%	+9.7%
Banking		8,192	7,865	8,953	7,401	7,944	8,056	26,702	26,230	29,049	25,444	27,867	28,233
	Composition	8.0%	7.7%	8.3%	7.0%	7.1%	7.1%	8.2%	7.8%	8.4%	7.0%	7.3%	7.2%
	YOY change	+9.4%	-4.0%	+13.8%	-17.3%	+7.3%	+1.4%	+3.4%	-1.8%	+10.7%	-12.4%	+9.5%	+1.3%
Insurance		6,281	6,859	6,824	6,843	7,342	6,746	22,931	23,836	25,269	24,972	26,339	25,356
	Composition	6.2%	6.7%	6.3%	6.4%	6.5%	6.0%	7.0%	7.1%	7.3%	6.9%	6.9%	6.4%
	YOY change	-2.8%	+9.2%	-0.5%	+0.3%	+7.3%	-8.1%	-2.2%	+3.9%	+6.0%	-1.2%	+5.5%	-3.7%
Other finance		7,202	5,249	6,366	6,724	5,722	5,815	23,416	21,337	23,481	23,312	20,406	20,857
	Composition	7.1%	5.2%	5.9%	6.3%	5.1%	5.2%	7.2%	6.3%	6.8%	6.5%	5.3%	5.3%
	YOY change	+26.5%	-27.1%	+21.3%	+5.6%	-14.9%	+1.6%	+22.1%	-8.9%	+10.0%	-0.7%	-12.5%	+2.2%
Assembly-based manufacturing		12,268	11,668	12,197	13,411	14,259	11,457	40,363	38,824	40,904	45,785	49,455	42,723
	Composition	12.0%	11.5%	11.3%	12.6%	12.7%	10.2%	12.3%	11.5%	11.8%	12.7%	12.9%	10.9%
	YOY change	-16.7%	-4.9%	+4.5%	+10.0%	+6.3%	-19.7%	-12.9%	-3.8%	+5.4%	+11.9%	+8.0%	-13.6%
Processing-based manufacturing		8,760	10,110	10,109	9,281	9,701	10,442	31,074	38,468	33,843	34,960	35,061	36,953
	Composition	8.6%	9.9%	9.3%	8.7%	8.7%	9.3%	9.5%	11.4%	9.8%	9.7%	9.2%	9.4%
	YOY change	+20.8%	+15.4%	-0.0%	-8.2%	+4.5%	+7.6%	+18.9%	+23.8%	-12.0%	+3.3%	+0.3%	+5.4%
Distribution		7,777	8,274	10,333	9,522	8,645	8,481	26,267	27,398	30,009	31,775	32,702	31,773
	Composition	7.6%	8.1%	9.5%	9.0%	7.7%	7.5%	8.0%	8.1%	8.7%	8.8%	8.5%	8.1%
	YOY change	+18.0%	+6.4%	+24.9%	-7.8%	-9.2%	-1.9%	+14.9%	+4.3%	+9.5%	+5.9%	+2.9%	-2.8%
Services		23,750	22,285	22,885	22,192	23,298	26,277	71,012	73,425	72,666	77,535	79,601	89,607
	Composition	23.3%	21.9%	21.2%	20.9%	20.8%	23.3%	21.4%	21.7%	21.0%	21.5%	20.8%	22.8%
	YOY change	+6.2%	-6.2%	+2.7%	-3.0%	+5.0%	+12.8%	+1.4%	+3.4%	-1.0%	+6.7%	+2.7%	+12.6%
Public institutions		10,642	10,873	12,395	10,749	13,614	12,901	30,107	28,225	30,393	29,891	36,603	37,002
	Composition	10.5%	10.7%	11.5%	10.1%	12.1%	11.4%	9.2%	8.4%	8.8%	8.3%	9.6%	9.4%
	YOY change	-1.7%	+2.2%	+14.0%	-13.3%	+26.7%	-5.2%	+7.5%	-6.3%	+7.7%	-1.7%	+22.5%	+1.1%
Others		2,054	3,734	3,503	5,098	4,840	4,503	10,456	11,241	11,626	13,604	15,376	15,882
	Composition	2.0%	3.7%	3.2%	4.8%	4.3%	4.0%	3.2%	3.3%	3.4%	3.8%	4.0%	4.0%
	YOY change	-19.7%	+81.8%	-6.2%	+45.5%	-5.1%	-7.0%	+19.4%	+7.5%	+3.4%	+17.0%	+13.0%	+3.3%

(3) Sales and Income by Business Segment

(Millions of yen)		4th quarter						Full year					
		FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales		101,821	101,722	108,200	106,138	112,094	112,690	327,417	337,834	346,647	361,025	382,689	393,398
	YOY change	+2.7%	-0.1%	+6.4%	-1.9%	+5.6%	+0.5%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%
IT Infrastructure Services		29,993	30,801	30,752	31,527	34,134	33,848	111,358	112,666	115,360	118,200	125,929	126,581
	Composition	29.5%	30.3%	28.4%	29.7%	30.5%	30.0%	34.0%	33.3%	33.3%	32.7%	32.9%	32.2%
	YOY change	+4.7%	+2.7%	-0.2%	+2.5%	+8.3%	-0.8%	+4.0%	+1.2%	+2.4%	+2.5%	+6.5%	+0.5%
Financial IT Services		23,302	22,042	22,742	22,517	23,237	23,652	70,099	71,499	75,148	79,543	79,519	84,051
	Composition	22.9%	21.7%	21.0%	21.2%	20.7%	21.0%	21.4%	21.2%	21.7%	22.0%	20.8%	21.4%
	YOY change	-0.5%	-5.4%	+3.2%	-1.0%	+3.2%	+1.8%	-3.5%	+2.0%	+5.1%	+5.8%	-0.0%	+5.7%
Industrial IT Services		49,786	49,913	55,050	53,287	55,123	57,304	149,466	155,689	158,234	166,357	180,000	189,409
	Composition	48.9%	49.1%	50.9%	50.2%	49.2%	50.9%	45.7%	46.1%	45.6%	46.1%	47.0%	48.1%
	YOY change	+3.8%	+0.3%	+10.3%	-3.2%	+3.4%	+4.0%	+5.8%	+4.2%	+1.6%	+5.1%	+8.2%	+5.2%
Other business		4,799	3,945	4,154	3,666	4,876	2,999	16,234	16,232	16,498	14,667	16,095	11,885
	Composition	4.7%	3.9%	3.8%	3.5%	4.3%	2.7%	5.0%	4.8%	4.8%	4.1%	4.2%	3.0%
	YOY change	+11.8%	-17.8%	+5.3%	-11.7%	+33.0%	-38.5%	-2.2%	-0.0%	+1.6%	-11.1%	+9.7%	-26.2%
Inter-segment elimination/adjustments		-6,058	-4,981	-4,496	-4,858	-5,275	-5,112	-19,740	-18,253	-18,593	-17,742	-18,855	-18,528
Operating income		10,817	10,430	11,122	10,318	10,297	11,088	15,621	18,171	19,510	21,121	24,436	27,019
	Composition	10.6%	10.3%	10.3%	9.7%	9.2%	9.8%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%
	YOY change	+23.3%	-3.6%	+6.6%	-7.2%	-0.2%	+7.7%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%
IT Infrastructure Services		2,580	2,618	2,529	2,202	3,209	2,737	8,049	7,101	7,652	7,179	8,924	10,158
	Composition	8.6%	8.5%	8.2%	7.0%	9.4%	8.1%	7.2%	6.3%	6.6%	6.1%	7.1%	8.0%
	YOY change	-0.0%	+1.5%	-3.4%	-12.9%	+45.7%	-14.7%	-1.0%	-11.8%	+7.8%	-6.2%	+24.3%	+13.8%
Financial IT Services		3,869	3,441	2,994	1,952	1,177	2,646	4,534	6,021	6,385	5,549	3,361	3,626
	Composition	16.6%	15.6%	13.2%	8.7%	5.1%	11.2%	6.5%	8.4%	8.5%	7.0%	4.2%	4.3%
	YOY change	+65.3%	-11.1%	-13.0%	-34.8%	-39.7%	+124.8%	+15.6%	+32.8%	+6.0%	-13.1%	-39.4%	+7.9%
Industrial IT Services		4,336	4,485	5,374	5,486	5,190	5,444	2,658	4,992	4,687	7,049	9,972	12,496
	Composition	8.7%	9.0%	9.8%	10.3%	9.4%	9.5%	1.8%	3.2%	3.0%	4.2%	5.5%	6.6%
	YOY change	+4.8%	+3.4%	+19.8%	+2.1%	-5.4%	+4.9%	+63.6%	+87.8%	-6.1%	+50.4%	+41.5%	+25.3%
Other business		627	555	569	599	842	325	2,277	2,153	2,152	2,159	2,649	1,084
	Composition	13.1%	14.1%	13.7%	16.3%	17.3%	10.8%	14.0%	13.3%	13.0%	14.7%	16.5%	9.1%
	YOY change	+66.3%	-11.5%	+2.5%	+5.3%	+40.6%	-61.4%	+73.4%	-5.4%	-0.0%	+0.3%	+22.7%	-59.1%
Inter-segment elimination/adjustments		-595	-668	-345	-79	-120	-64	-1,898	-2,097	-1,367	-816	-471	-345

Net sales for each segment include intersegment sales.

(4) Order Status (Software development)

(Millions of yen)	4th quarter						Full year					
	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Orders received during the term	44,410	51,171	49,577	58,095	61,621	57,419	174,680	179,352	172,721	199,842	207,345	208,307
YOY change	-0.7%	+15.2%	-3.1%	+17.2%	+6.1%	-6.8%	+7.6%	+2.7%	-3.7%	+15.7%	+3.8%	+0.5%
Financial IT Services	19,543	21,434	20,469	23,207	25,900	23,120	63,117	65,367	63,927	69,226	73,861	75,361
Composition	44.0%	41.9%	41.3%	39.9%	42.0%	40.3%	36.1%	36.4%	37.0%	34.6%	35.6%	36.2%
YOY change	+1.5%	+9.7%	-4.5%	+13.4%	+11.6%	-10.7%	+4.0%	+3.6%	-2.2%	+8.3%	+6.7%	+2.0%
Industrial IT Services	24,868	29,737	29,107	34,889	35,720	34,299	111,563	113,985	108,793	130,616	133,483	132,946
Composition	56.0%	58.1%	58.7%	60.1%	58.0%	59.7%	63.9%	63.6%	63.0%	65.4%	64.4%	63.8%
YOY change	-2.4%	+19.6%	-2.1%	+19.9%	+2.4%	-4.0%	+9.8%	+2.2%	-4.6%	+20.1%	+2.2%	-0.4%
Order backlog at period-end	57,778	62,055	58,869	71,095	69,961	64,751	57,778	62,055	58,869	71,095	69,961	64,751
YOY change	+20.5%	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%	+20.5%	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%
Financial IT Services	24,453	26,057	23,824	23,983	25,796	25,547	24,453	26,057	23,824	23,983	25,796	25,547
Composition	42.3%	42.0%	40.5%	33.7%	36.9%	39.5%	42.3%	42.0%	40.5%	33.7%	36.9%	39.5%
YOY change	+34.1%	+6.6%	-8.6%	+0.7%	+7.6%	-1.0%	+34.1%	+6.6%	-8.6%	+0.7%	+7.6%	-1.0%
Industrial IT Services	33,325	35,997	35,044	47,111	44,164	39,204	33,325	35,997	35,044	47,111	44,164	39,204
Composition	57.7%	58.0%	59.5%	66.3%	63.1%	60.5%	57.7%	58.0%	59.5%	66.3%	63.1%	60.5%
YOY change	+12.1%	+8.0%	-2.6%	+34.4%	-6.3%	-11.2%	+12.1%	+8.0%	-2.6%	+34.4%	-6.3%	-11.2%

3. Ten-Year Summary [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018	
	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	1st half	Full Year	1st half (Plan)	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	382,689	189,023	393,398	193,000	400,000
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%	+6.0%	+3.5%	+2.8%	+2.1%	+1.7%
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	123,636	60,615	123,547	61,700	125,500
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	33.1%	32.2%	32.9%	32.3%	32.1%	31.4%	32.0%	31.4%
YOY change	-	-	-	-	-0.8%	-0.1%	-0.8%	+0.1%	-0.1%	+0.8%	+3.3%	+3.0%	+2.5%	+2.6%	+5.1%	+6.3%	+0.7%	-0.1%	+1.8%	+1.6%
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	78,972	39,938	83,792	41,800	85,500
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.5%	21.5%	22.3%	21.8%	20.4%	20.6%	21.1%	21.3%	21.7%	21.4%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+7.6%	+5.7%	-3.0%	+0.2%	+6.9%	+6.1%	+4.7%	+2.0%
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	173,002	85,582	180,245	87,500	184,000
Composition	-	-	-	-	42.0%	43.3%	44.1%	44.3%	44.3%	41.3%	43.7%	42.9%	44.3%	44.7%	45.2%	45.3%	45.8%	45.3%	45.3%	46.0%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+9.8%	+5.6%	+10.2%	+8.3%	+4.7%	+4.2%	+2.2%	+2.1%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	2,944	6,097	3,436	7,078	2,887	5,813	2,000	5,000
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.3%	2.1%	2.6%	2.1%	1.7%	1.7%	1.9%	1.8%	1.5%	1.5%	1.0%	1.3%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-30.3%	-17.1%	+16.7%	+16.1%	-16.0%	-17.9%	-30.7%	-14.0%
Outsourcing and network	60,793	125,721	61,623	126,164	62,322	124,496	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	37.2%	37.2%	41.9%	40.2%	40.5%	38.5%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	+1.4%	+0.4%	+1.1%	-1.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Software development	82,001	175,847	70,308	155,976	76,551	163,889	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	50.2%	52.0%	47.8%	49.7%	49.7%	50.7%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-14.3%	-11.3%	+8.9%	+5.1%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Solution services	14,913	29,409	11,798	25,021	11,292	27,183	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	9.1%	8.7%	8.0%	8.0%	7.3%	8.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-20.9%	-14.9%	-4.3%	+8.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other business	5,717	7,325	3,224	6,693	3,843	7,604	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	3.5%	2.2%	2.2%	2.1%	2.5%	2.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-43.6%	-8.6%	+19.2%	+13.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of sales	133,812	272,944	119,987	254,827	124,915	261,145	127,531	266,159	133,845	276,935	134,256	283,881	142,971	294,927	149,949	312,153	155,353	317,440	-	-
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%	81.6%	82.2%	80.7%	-	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+3.0%	+2.5%	+6.5%	+3.9%	+4.9%	+5.8%	+3.6%	+1.7%	-	-
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	70,535	33,670	75,958	-	-
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%	18.4%	17.8%	19.3%	-	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	+3.1%	+2.6%	+5.3%	+9.5%	+6.7%	+2.9%	+7.7%	-	-
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	46,099	24,246	48,938	-	-
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%	12.9%	12.8%	12.4%	-	-
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%	+2.5%	+3.8%	+6.2%	-	-
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	24,436	9,423	27,019	11,500	30,000
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%	5.0%	6.9%	6.0%	7.5%
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%	+15.7%	+0.5%	+10.6%	+22.0%	+11.0%
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	24,521	9,526	27,092	11,500	30,000
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%	6.4%	5.0%	6.9%	6.0%	7.5%
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%	+15.4%	-3.8%	+10.5%	+20.7%	+10.7%
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	12,678	5,681	16,306	6,800	18,000
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	1.7%	2.4%	2.3%	2.2%	2.8%	3.1%	3.3%	3.0%	4.1%	3.5%	4.5%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+34.9%	+0.8%	+29.8%	+44.0%	+23.4%	+1.4%	+28.6%	+19.7%	+10.4%
Net income per share - basic (yen)	52.97	110.74	37.60	89.25	11.44	68.19	-16.74	24.33	34.40	66.86	43.95	90.16	44.42	117.40	64.04	145.22	65.72	189.02	78.99	209.09
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	90.12	44.40	-	-	-	-	-	-	-
Dividends per share (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00	8.00	25.00	10.00	30.00	11.00	33.00	12.00	36.00	14.00	40.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	25.6%	-	22.7%	-	19.0%	-	19.1%
Total Return Ratio(%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	30.4%	-	35.3%	-	31.9%	-	35.0%

(2) Sales and Income by Business Segment

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018	
	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	1st half	Full Year	1st half (Plan)	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	382,689	189,023	393,398	193,000	400,000
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%	+6.0%	+3.5%	+2.8%	+2.1%	+1.7%
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	125,929	61,930	126,581	63,000	129,000
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	33.7%	32.7%	33.4%	32.9%	32.8%	32.2%	32.6%	32.3%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	+2.4%	+2.5%	+4.9%	+6.5%	+1.4%	+0.5%	+1.7%	+1.9%
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	79,519	40,057	84,051	42,000	86,000
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	22.5%	22.0%	20.6%	20.8%	21.2%	21.4%	21.8%	21.5%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+5.1%	+7.6%	+5.8%	-3.0%	-0.0%	+6.3%	+5.7%	+4.9%	+2.3%
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	180,000	90,188	189,409	92,000	194,000
Composition	-	-	-	-	44.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	44.7%	46.1%	46.7%	47.0%	47.7%	48.1%	47.7%	48.5%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	+8.8%	+5.1%	+10.4%	+8.2%	+5.8%	+5.2%	+2.0%	+2.4%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	7,290	14,667	7,688	16,095	5,994	11,885	5,000	11,000
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.0%	5.2%	4.8%	5.4%	4.8%	4.2%	4.1%	4.2%	4.2%	3.2%	3.0%	2.6%	2.8%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	+4.3%	+1.6%	-16.8%	-11.1%	+5.5%	+9.7%	-22.0%	-26.2%	-16.6%	-7.4%
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	-18,855	-9,147	-18,528	-9,000	-20,000
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	24,436	9,423	27,019	11,500	30,000
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	5.6%	6.4%	5.9%	5.1%	6.4%	6.9%	6.0%	6.9%	7.5%	
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+22.2%	+15.7%	+0.5%	+10.6%	+22.0%	+11.0%
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	8,924	5,179	10,158	4,800	10,500
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.6%	6.0%	6.1%	5.3%	7.1%	8.4%	8.0%	7.6%	8.1%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+7.8%	-1.0%	-6.2%	-7.2%	+24.3%	+59.0%	+13.8%	-7.3%	+3.4%
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	3,361	-527	3,626	1,900	5,900
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	6.2%	8.4%	7.9%	8.5%	7.0%	7.0%	4.8%	4.2%	-1.3%	4.3%	4.5%	6.9%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-4.0%	-13.1%	-33.5%	-39.4%	-	+7.9%	-	+62.7%
Industrial IT Services	-	-	-	-	473	1,625	378	2,658	1,750	4,992	868	4,687	829	7,049	3,405	9,972	4,383	12,496	4,500	13,100
Composition	-	-	-	-	0.7%	1.2%	0.5%	1.8%	2.3%	3.2%	1.2%	3.0%	1.1%	4.2%	4.0%	5.5%	4.9%	6.6%	4.9%	6.8%
YOY change	-	-	-	-	-	-	-	+87.8%	-	+87.8%	-50.4%	-6.1%	-4.5%	+50.4%	+310.7%	+41.5%	+28.7%	+25.3%	+2.7%	+4.8%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	2,152	1,150	2,159	1,161	2,649	523	1,084	500	1,000
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	15.8%	15.1%	15.1%	16.5%	8.7%	9.1%	10.0%	9.1%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	+4.0%	+0.3%	+1.0%	+22.7%	-55.0%	-59.1%	-4.4%	-7.7%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-552	-816	-266	-471	-135	-345	-200	-500

Net sales for each segment include intersegment sales.

(3) Order Status (Software development)

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018	
	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	1st half	Full Year	1st half (Plan)	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	207,345	104,570	208,307	-	-
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%	+3.8%	+6.0%	+0.5%	-	-
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	73,861	35,765	75,361	-	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	34.5%	34.6%	32.9%	35.6%	34.2%	36.2%	-	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-2.2%	+0.0%	+8.3%	+5.2%	+6.7%	+10.3%	+2.0%	-	-
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	133,483	68,804	132,946	-	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	65.5%	65.4%	67.1%	64.4%	65.8%	63.8%	-	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	+5.7%	+20.1%	+13.1%	+2.2%	+3.9%	-0.4%	-	-
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	69,961	72,691	64,751	-	-
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%	-1.6%	-0.5%	-7.4%	-	-
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	25,796	25,172	25,547	-	-
Composition	-	-	-	-	34.5%	38.0%	34.5%	42.3%	40.5%	37.0%	34.8%	33.7%	31.0%	34.8%	31.0%	34.6%	39.5%	39.5%	-	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-15.2%	+0.7%	+6.6%	+7.6%	+11.3%	-1.0%	-	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	39,788	47,111	50,424	44,164	47,518	39,204	-	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	60.5%	60.5%	58.0%	63.0%	59.5%	66.3%	69.0%	63.1%	65.4%	60.5%	-	-	
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	-8.0%	+1.5%	-2.6%	-6.7%	+34.4%	+26.7%	-6.3%	-5.8%	-11.2%	-	-

(4) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018	
	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	1st half	Full Year	1st half (Plan)	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	166,666	133,342	152,162	-	-
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	169,828	174,729	185,459	-	-
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	336,495	308,071	337,622	-	-
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	91,508	72,769	78,676	-	-
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	64,447	51,504	59,743	-	-
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	155,955	124,274	138,420	-	-
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	180,539	183,796	199,202	-	-
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	336,495	308,071	337,622	-	-
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	46,158	31,345	35,144	-	-
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%	13.7%	10.2%	10.4%	-	-
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	2,031.07	2,088.36	2,265.76	-	-
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%	52.5%	58.4%	57.8%	-	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	5.2%	-	6.0%	-	7.0%	-	8.8%	-	-
Recurring profit to total assets ratio (%)	-	8.0%	-	5.2%	-	4.1%	-	5.0%	-	5.7%	-	6.2%	-	6.4%	-	7.2%	-	8.0%	-	-
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	25,496	7,156	18,952	-	-
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	8,688	-13,916	-23,488	-	-
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	-14,979	-20,079	-18,327	-	-
Cash and cash equivalents at the end of	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	48,651	21,675	25,730	-	-
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	34,184	-6,760	-4,536	-	-
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	14,210	7,925	15,159	-	18,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	12,920	6,159	12,454	6,235	12,809	6,210	11,952	5,646	11,801	-	12,000
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	548	1,097	532	1,086	577	1,178	-	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	339	148	326	-	280
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	1,393	1,556	1,332	-	1,100
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	19,393	19,860	19,843	-	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620	688	688	674	674	712	712
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	292	499	271	687	339	575	-	-

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

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 200



Cautionary Statements

- All statements described in these materials are based on information available to management regarding the TIS INTEC Group—that is, TIS and the subsidiaries under its umbrella—as of the presentation date and certain assumptions deemed reasonable at this time. No intent is implied of promise by the Company to achieve such forward-looking statements. Indeed, various factors may cause future results to be substantially different from the assumptions presented in these materials.
- Full-year targets reflect revised performance estimates at the time of presentation.
- Quarterly financial results indicate the figures deducting from accumulated-term results.
(ex. Third quarter results = Three quarter results – Two quarter results)
- From the fiscal year ended March 31, 2012, TIS 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.