# Supplementary Financial Data First Two Quarters of the Fiscal Year ending March 31, 2010 

November 10, 2009
IT Holdings Corporation

This handout contains forward-looking statements that reflect IT Holdings Corporation (ITHD)'s plans and expectations at the time of presentation. These forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors that may cause ITHD's actual results, performance, achievements or financial position to be materially different from any future results, performance, achievements or financial position expressed or implied by these forward-looking statements.

## 1．IT Holdings，Consolidated <br> （Millions of yen）

| （1）Quarterly Performance |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2010 <br> Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IT Holdings Consolidated | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |  |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |  |
| Net sales | 66，934 | 96，491 | 163，426 | 69，559 | 105，316 | 174，875 | 338，302 | 65，855 | 81，098 | 146，954 |  |  |  |  | 322，000 |
|  | $\begin{array}{r} \hline 28,768 \\ 43.0 \% \end{array}$ | $\begin{array}{r} 32,026 \\ 33.2 \% \end{array}$ | $\begin{array}{r} 60,794 \\ 37,2 \% \end{array}$ | 31,548 $45.3 \%$ | 33，378 $31.7 \%$ | 64,926 $37.1 \%$ | 125,720 $37.2 \%$ | 30,870 $46.9 \%$ | 30,753 $37.9 \%$ | $\begin{array}{r} 61,623 \\ 41.9 \% \end{array}$ |  |  |  |  | $\begin{array}{r} 125,000 \\ 38.8 \% \end{array}$ |
| Software development | 28,894 | $\begin{array}{r} 53,106 \\ 55.0 \% \end{array}$ | 82,000 | 29，739 $42.8 \%$ | 64，106 | 93，846 $53.7 \%$ | 175,847 $51.9 \%$ | 27,425 $41.6 \%$ | 42，882 | $\begin{array}{\|c\|} \hline 70,308 \\ \hline \end{array}$ |  |  |  |  | 161,000 $50.0 \%$ |
| Solution services | 6，361 | 8，553 | 14，914 | 5，903 | 8，591 | 14，495 | 29，409 | 5，798 | 5，999 | 11，798 |  |  |  |  | 29，000 |
|  | 9．5\％ | 8．9\％ | 9．1\％ | 8．5\％ | 8．2\％ | 8．3\％ | 8．7\％ | 8．8\％ | 7．4\％ | 8．0\％ |  |  |  |  | 9．0\％ |
| Other business | 2，911 | 2，806 | 5，717 | 2，368 | （760） | 1，607 | 7，325 | 1，760 | 1，463 | 3，224 |  |  |  |  | 7，000 |
|  | 4．3\％ | 2．9\％ | 3．5\％ | 3．4\％ | （0．7\％） | 0．9\％ | 2．2\％ | 2．7\％ | 1．8\％ | 2．2\％ |  |  |  |  | 2．2\％ |
| Cost of sales | 57，640 | 76，171 | 133，812 | 56，982 | 82，150 | 139，132 | 272，944 | 54，526 | 65，461 | 119，987 |  |  |  |  | 259，500 |
|  | 86．1\％ | 78．9\％ | 81．9\％ | 81．9\％ | 78．0\％ | 79．6\％ | 80．7\％ | 82．8\％ | 80．7\％ | 81．6\％ |  |  |  |  | 80．6\％ |
| Personnel expenses | 21，934 | 22，467 | 44，401 | 23，554 | 23，379 | 46，933 | 91，335 | 22，438 | 23，823 | 46，261 |  |  |  |  | 92，000 |
|  | 32．8\％ | 23．3\％ | 27．2\％ | 33．9\％ | 22．2\％ | 26．8\％ | 27．0\％ | 34．1\％ | 29．4\％ | 31．5\％ |  |  |  |  |  |
| Outsourcing fees | 23，475 | 26,174 $271 \%$ | 49,649 $30.4 \%$ | 24，158 | 29，847 | 54,005 $30,9 \%$ | 103，655 | 19，095 | 18，377 | 37，472 |  |  |  |  | 84，500 |
| Gross profit | 9，293 | 20，320 | 29，614 | 12，576 | 23，165 | 35，742 | 65，357 | 11，329 | 15，637 | 26，967 |  |  |  |  | 62，500 |
|  | 13．9\％ | 21．1\％ | 18．1\％ | 18．1\％ | 22．0\％ | 20．4\％ | 19．3\％ | 17，32\％ | 19．3\％ | 18．4\％ |  |  |  |  | 19．4\％ |
| Selling，general and administrative expenses | 9，656 | 10，562 | 20，213 | 10，364 | 10，991 | 21，356 | 41，569 | 10，478 | 10，683 | 21，162 |  |  |  |  | 42，500 |
|  | 14．4\％ | 10．9\％ | 12．4\％ | 14．9\％ | 10．4\％ | 12．2\％ | 12．3\％ | 15．9\％ | 13．2\％ | 14．4\％ |  |  |  |  | 13．2\％ |
| Personnel expenses | 5，235 | 837 | 6，072 | 10，449 | 4，376 | 14，826 | 20，898 | 5，763 | 5，477 | 11，241 |  |  |  |  | 24，500 |
|  | 7．8\％ | 0．9\％ | 3．7\％ | 15．0\％ | 4．2\％ | 8．5\％ | 6．2\％ | 8．8\％ | 6．8\％ | 7．6\％ |  |  |  |  | 7．6\％ |
| Outsourcing fees | 265 | 109 | 374 | 623 | 872 | 1，496 | 1，871 | 154 | 140 | 295 |  |  |  |  | 600 |
|  | 0．4\％ | 0．1\％ | 0．2\％ | 0．9\％ | 0．8\％ | 0．9\％ | 0．6\％ | 0．2\％ | 0．2\％ | 0．2\％ |  |  |  |  | 0．2\％ |
| Operating income（loss） | （362） | 9，757 | 9，400 | 2，212 | 12，174 | 14，386 | 23，787 | 851 | 4，953 | 5，805 |  |  |  |  | 20，000 |
|  | （0．5\％） | 10．1\％ | 5．8\％ | 3．2\％ | 11．6\％ | 8．2\％ | 7．0\％ | 1．3\％ | 6．1\％ | 4．0\％ |  |  |  |  | 6．2\％ |
| Recurring profit（loss） | （118） | 9，592 | 9，479 | 2，315 | 11，809 | 14，125 | 23，604 | 981 | 4，810 | 5，792 |  |  |  |  | 19，500 |
|  | （0．2\％） | 9．9\％ | 5．8\％ | 3．3\％ | 11．2\％ | 8．1\％ | 7．0\％ | 1．5\％ | 5．9\％ | 3．9\％ |  |  |  |  | 6．1\％ |
| Income（loss）before income taxes and minority interests | $\begin{gathered} \hline(245) \\ (0.4 \%) \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 9,003 \\ 9.3 \% \end{array}$ | $\begin{array}{r} \hline 8,757 \\ 5.4 \% \end{array}$ | 995 $1.4 \%$ | $\begin{array}{r\|} \hline 9,531 \\ 9.1 \% \end{array}$ | $\begin{array}{r} \hline 10,526 \\ 6.0 \% \end{array}$ | 19,284 $5.7 \%$ | 1,002 $1.5 \%$ | 4,368 $5.4 \%$ | 5,371 $3.7 \%$ |  |  |  |  |  |
| Minority interests in earnings of consolidated subsidiaries | 186 | 543 | 729 | 124 | 732 | 856 | 1，586 | 62 | 227 | 290 |  |  |  |  |  |
| Net income（loss） | $\begin{array}{r} \hline(457) \\ (0.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 4,949 \\ 5.1 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 4,491 \\ 2.7 \% \end{array}$ | $\begin{gathered} (138) \\ (0.2 \%) \end{gathered}$ | $\begin{array}{r\|} \hline 5,053 \\ 4.8 \% \\ \hline \end{array}$ | $\begin{array}{r\|} \hline 4,914 \\ 2.8 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 9,406 \\ 2.8 \% \end{array}$ | $\begin{array}{r} \hline 1,101 \\ 1.7 \% \end{array}$ | $\begin{array}{r} \hline 2,106 \\ 2.6 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 3,207 \\ 2.2 \% \\ \hline \end{array}$ |  |  |  |  | $\begin{array}{r} \hline 9,000 \\ 2.8 \% \end{array}$ |

（2）Software Development

| IT Holdings Consolidated | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |
| Order volume at the beginning of the term | 72，269 | 78，527 | 72，269 | 64，163 | 77，025 | 64，163 | 72，269 | 52，808 | 63，508 | 52，808 |  |  |  |  |
| New order volume during the term | 35，152 | 38，741 | 73，894 | 42，601 | 39，889 | 82，491 | 156，385 | 38，125 | 31，682 | 69，808 |  |  |  |  |
| Net sales for the term | 28，894 | 53，106 | 82，000 | 29，739 | 64，106 | 93，846 | 175，847 | 27，425 | 42，882 | 70，308 |  |  |  |  |
| Order volume at the end of the term | 78，527 | 64，163 | 64，163 | 77，025 | 52，808 | 52，808 | 52，808 | 63，508 | 52，308 | 52，308 |  |  |  |  |


| IT Holdings Consolidated | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |
| Capital expenditures | 1，834 | 4，478 | 6，312 | 638 | 6，189 | 6，827 | 13，139 | 5，512 | 3，106 | 8，619 |  |  |  |  |
| Depreciation | 3，047 | 3，313 | 6，360 | 3，477 | 1，159 | 4，636 | 10，996 | 2，871 | 2，937 | 5，808 |  |  |  |  |
| Research and development expenses | 130 | 281 | 411 | 181 | 354 | 535 | 946 | 134 | 308 | 443 |  |  |  |  |
| Number of Employees at the end of the term | 15，416 | 15，522 | 15，522 | 15，385 | 15，259 | 15，259 | 15，259 | 16，262 | 16，174 | 16，174 |  |  |  |  |

## 2．TIS，Consolidated

（Millions of yen）

| （1）Quarterly Performance |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIS Consolidated | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |  |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | Full year |
| Net sales | 20，634 | 35，025 | 55，659 | 18，542 | 39，483 | 58，026 | 113，685 | 17，847 | 26，625 | 44，472 |  |  |  |  | 98，500 |
| Outsourcing and network | 8,570 $41.5 \%$ | 9，249 26．4\％ | 17，819 | 8,690 $46.8 \%$ | 9，188 23，3\％ | $\begin{array}{r}17,879 \\ 30,8 \% \\ \hline\end{array}$ | 35,699 $31.4 \%$ | 8,669 $48.6 \%$ | 8,281 $31.1 \%$ | 16,950 $38.1 \%$ |  |  |  |  | $\begin{array}{r}34,000 \\ 34.5 \% \\ \hline\end{array}$ |
| Software development | 9，480 | 22，509 | 31，989 | 7，355 | 26，876 | 34，231 | 66，221 | 7，355 | 15，337 | 22，692 |  |  |  |  | 52，100 |
|  | 46．0\％ | 64．3\％ | 57．5\％ | 39．7\％ | 68．0\％ | 59．0\％ | 58．3\％ | 41．2\％ | 57．6\％ | 51．0\％ |  |  |  |  | 52．9\％ |
| Solution services | 2，583 | 3，266 | 5，850 | 2，495 | 3，419 | 5，915 | 11，765 | 1，822 | 3，007 | 4，830 |  |  |  |  | 12，400 |
|  | 12．5\％ | 9．3\％ | 10．5\％ | 13．5\％ | 8．7\％ | 10．2\％ | 10．3\％ | 10．2\％ | 11．3\％ | 10．9\％ |  |  |  |  | 12．6\％ |
| Cost of sales | 19，499 | 28，027 | 47，527 | 15，517 | 30，603 | 46，121 | 93，649 | 14，959 | 21，270 | 36，230 |  |  |  |  | 78，500 |
|  | 94．5\％ | 80．0\％ | 85．4\％ | 83．7\％ | 77．5\％ | 79．5\％ | 82．4\％ | 83．8\％ | 79．9\％ | 81．5\％ |  |  |  |  | 79．7\％ |
| Personnel expenses | 5，762 | 5，558 | 11，321 | 5，724 | 5，652 | 11，376 | 22，697 | 5，833 | 5，747 | 11，581 |  |  |  |  | 23，400 |
|  | 27．9\％ | 15．9\％ | 20．3\％ | 30．9\％ | 14．3\％ | 19．6\％ | 20．0\％ | 32．7\％ | 21．6\％ | 26．0\％ |  |  |  |  | 23．8\％ |
| Outsourcing fees | 10，105 | 10，419 | 20，525 | 8，439 | 10，111 | 18，550 | 39，076 | 5，634 | 6，518 | 12，153 |  |  |  |  | 25，300 |
|  | 49．0\％ | 29．7\％ | 36．9\％ | 45．5\％ | 25．6\％ | 32．0\％ | 34．4\％ | 31．6\％ | 24．5\％ | 27．3\％ |  |  |  |  | 25．7\％ |
| Gross profit | 1，134 | 6，997 | 8，132 | 3，024 | 8，880 | 11，904 | 20，036 | 2，887 | 5，355 | 8，242 |  |  |  |  | 20，000 |
|  | 5．5\％ | 20．0\％ | 14．6\％ | 16．3\％ | 22．5\％ | 20．5\％ | 17．6\％ | 16．2\％ | 20．1\％ | 18．5\％ |  |  |  |  | 20．3\％ |
| Selling，general and administrative expenses | 2，838 | 3，113 | 5，952 | 3，264 | 3，341 | 6，606 | 12，559 | 2，958 | 3，259 | 6，218 |  |  |  |  | 13，000 |
|  | 13．8\％ | 8．9\％ | 10．7\％ | 17．6\％ | 8．5\％ | 11．4\％ | 11．0\％ | 16．6\％ | 12．2\％ | 14．0\％ |  |  |  |  | 13．2\％ |
| Personnel expenses | 1，401 | 1，609 | 3，010 | 1，497 | 1，426 | 2，923 | 5，934 | 1，399 | 1，579 | 2，979 |  |  |  |  | 6，700 |
|  | 6．8\％ | 4．6\％ | 5．4\％ | 8．1\％ | 3．6\％ | 5．0\％ | 5．2\％ | 7．8\％ | 5．9\％ | 6．7\％ |  |  |  |  | 6．8\％ |
| Outsourcing fees | 61 | 68 | 130 | 58 | 179 | 237 | 368 | 153 | 137 | 291 |  |  |  |  | 600 |
|  | 0．3\％ | 0．2\％ | 0．2\％ | 0．3\％ | 0．5\％ | 0．4\％ | 0．3\％ | 0．9\％ | 0．5\％ | 0．7\％ |  |  |  |  | 0．6\％ |
| Operating income（loss） | $(1,703)$ | 3，884 | 2，180 | （240） | 5，538 | 5，297 | 7，477 | （70） | 2，095 | 2，024 |  |  |  |  | 7，000 |
|  | （8．3\％） | 11．1\％ | 3．9\％ | （1．3\％） | 14．0\％ | 9．1\％ | 6．6\％ | （0．4\％） | 7．9\％ | 4．6\％ |  |  |  |  | 7．1\％ |
| Recurring profit（loss） | （919） | 3，983 | 3，063 | （356） | 5，205 | 4，848 | 7，911 | 143 | 2，119 | 2，262 |  |  |  |  | 7，000 |
|  | （4．5\％） | 11．4\％ | 5．5\％ | （1．9\％） | 13．2\％ | 8．4\％ | 7．0\％ | 0．8\％ | 8．0\％ | 5．1\％ |  |  |  |  | 7．1\％ |
| Income（loss）before income taxes | （940） | 3，944 | 3，003 | $(1,522)$ | 3，688 | 2，165 | 5，169 | 140 | 2，082 | 2，222 |  |  |  |  |  |
|  | （4．6\％） | 11．3\％ | 5．4\％ | （8．2\％） | 9．3\％ | 3．7\％ | 4．5\％ | 0．8\％ | 7．8\％ | 5．0\％ |  |  |  |  |  |
| Net income（loss） | $(1,891)$ $(9.2 \%)$ | 3,996 $11.4 \%$ | 2,105 $3.8 \%$ | $(1,515)$ $(8.2 \%)$ | $1,916$ | 401 $0.7 \%$ | 2,507 $2.2 \%$ | 121 $0.7 \%$ | 1,246 $4.7 \%$ | 1,368 $3.1 \%$ |  |  |  |  | 4,260 $4.3 \%$ |


| TIS | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |
| Order volume at the beginning of the term | 37，221 | 33，345 | 37，221 | 25，787 | 33，217 | 25，787 | 37，221 | 17，225 | 23，387 | 17，225 |  |  |  |  |
| New order volume during the term | 5，605 | 14，951 | 20，556 | 14，784 | 10，884 | 25，669 | 46，226 | 13，516 | 9，995 | 23，512 |  |  |  |  |
| Net sales for the term | 9，480 | 22，509 | 31，989 | 7，355 | 26，876 | 34，231 | 66，221 | 7，355 | 15，337 | 22，692 |  |  |  |  |
| Order volume at the end of the term | 33，345 | 25，787 | 25，787 | 33，217 | 17，225 | 17，225 | 17，225 | 23，387 | 18，045 | 18，045 |  |  |  |  |


| $\begin{array}{\|cc\|}\text {（3）Other } & \\ & \text { TIS } \\ \text { Consolidated }\end{array}$ | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2010 <br> Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |  |
| Capital expenditures | 170 | 1，714 | 1，884 | 984 | 1，664 | 2，648 | 4，532 | 926 | 1，221 | 2，147 |  |  |  |  | 4，300 |
| Depreciation | 580 | 588 | 1，168 | 639 | 695 | 1，334 | 2，502 | 642 | 665 | 1，307 |  |  |  |  | 2，600 |
| Research and development expenses | 30 | 20 | 50 | 31 | 18 | 49 | 99 | 27 | 15 | 42 |  |  |  |  | 100 |
| Number of Employees at the end of the term | 3，687 | 3，661 | 3，661 | 3，641 | 3，559 | 3，559 | 3，559 | 3，813 | 3，786 | 3，786 |  |  |  |  | 3，670 |

## 3．INTEC，Nonconsolidated <br> （Millions of yen）

| （1）Quarterly Performance |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| INTEC <br> Nonconsolidated | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |  |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | Full year |
| Net sales | 19，363 | 25，670 | 45，034 | 22，457 | 29，126 | 51，583 | 96，618 | 20，663 | 22，505 | 43，169 |  |  |  |  | 91，500 |
|  | 7,631 $39.4 \%$ | 7,865 $306 \%$ | 15,497 $34,4 \%$ | 7,351 $32,7 \%$ | 7，936 | 15，287 | 30,785 $31.9 \%$ | 7,205 $34.9 \%$ | 7,295 $32.4 \%$ | 14,501 $33.6 \%$ |  |  |  |  | 29，700 $32.5 \%$ |
| Software development |  | 15，052 | 25，441 | 13，221 | 18，624 | 31，846 | 57，288 | 10，784 | 13，260 | 24，044 |  |  |  |  | 53，800 |
|  | 10，389 | 15,052 $58.7 \%$ | 25，441 | 13，221 | 18，624 | 31，846 $61.8 \%$ | 57，288 59．3\％ | 10，784 | 13,260 $58.9 \%$ | $\begin{array}{r}\text { 24，044 } \\ 55.7 \% \\ \hline\end{array}$ |  |  |  |  | 53，800 58．8\％ |
| Solution services | 1，342 | 2，753 | 4，095 | 1，884 | 2，565 | 4，449 | 8，545 | 2，673 | 1，949 | 4，623 |  |  |  |  | 8，000 |
|  | 6．9\％ | 10．7\％ | 9．1\％ | 8．4\％ | 8．8\％ | 8．6\％ | 8．8\％ | 12．9\％ | 8．7\％ | 10．7\％ |  |  |  |  | 8．7\％ |
| Cost of sales | 17，379 | 21，551 | 38，931 | 19，906 | 24，536 | 44，443 | 83，374 | 18，567 | 19，205 | 37，773 |  |  |  |  | 78，500 |
|  | 89．8\％ | 84．0\％ | 86．4\％ | 88．6\％ | 84．2\％ | 86．2\％ | 86．3\％ | 89．9\％ | 85．3\％ | 87．5\％ |  |  |  |  | 85．8\％ |
| Personnel expenses | 4，950 | 4，929 | 9，879 | 4，991 | 4，621 | 9，612 | 19，492 | 5，070 | 5，008 | 10，079 |  |  |  |  | 20，400 |
|  | 25．6\％ | 19．2\％ | 21．9\％ | 22．2\％ | 15．9\％ | 18．6\％ | 20．2\％ | 24．5\％ | 22．3\％ | 23．3\％ |  |  |  |  | 22．3\％ |
| Outsourcing fees | 10，526 | 10，419 | 20，946 | 9，992 | 10，771 | 20，763 | 41，709 | 8，991 | 9，015 | 18，006 |  |  |  |  | 36，300 |
|  | 54．4\％ | 40．6\％ | 46．5\％ | 44．5\％ | 37．0\％ | 40．3\％ | 43．2\％ | 43．5\％ | 40．1\％ | 41．7\％ |  |  |  |  | 39．7\％ |
| Gross profit | 1，984 | 4，118 | 6，103 | 2，550 | 4，589 | 7，140 | 13，244 | 2，096 | 3，299 | 5，396 |  |  |  |  | 13，000 |
|  | 10．2\％ | 16．0\％ | 13．6\％ | 11．4\％ | 15．8\％ | 13．8\％ | 13．7\％ | 10．1\％ | 14．7\％ | 12．5\％ |  |  |  |  | 14．2\％ |
| Selling，general and administrative expenses | 1，711 | 1，846 | 3，558 | 1，682 | 1，844 | 3，527 | 7，085 | 1，753 | 1，873 | 3，626 |  |  |  |  | 7，300 |
|  | 8．8\％ | 7．2\％ | 7．9\％ | 7．5\％ | 6．3\％ | 6．8\％ | 7．3\％ | 8．5\％ | 8．3\％ | 8．4\％ |  |  |  |  | 8．0\％ |
| Personnel expenses | 920 | 893 | 1，813 | 897 | 866 | 1，764 | 3，577 | 791 | 795 | 1，586 |  |  |  |  | 3，300 |
|  | 4．8\％ | 3．5\％ | 4．0\％ | 4．0\％ | 3．0\％ | 3．4\％ | 3．7\％ | 3．8\％ | 3．5\％ | 3．7\％ |  |  |  |  | 3．6\％ |
| Outsourcing fees | 44 | 34 | 78 | 37 | 40 | 78 | 156 | 43 | 33 | 77 |  |  |  |  | 100 |
|  | 0．2\％ | 0．1\％ | 0．2\％ | 0．2\％ | 0．1\％ | 0．2\％ | 0．2\％ | 0．2\％ | 0．2\％ | 0．2\％ |  |  |  |  | 0．1\％ |
| Operating income | 273 | 2，271 | 2，544 | 868 | 2，745 | 3，613 | 6，158 | 343 | 1，426 | 1，769 |  |  |  |  | 5，700 |
|  | 1．4\％ | 8．9\％ | 5．7\％ | 3．9\％ | 9．4\％ | 7．0\％ | 6．4\％ | 1．7\％ | 6．3\％ | 4．1\％ |  |  |  |  | 6．2\％ |
| Recurring profit | 148 | 2，028 | 2，176 | 672 | 2，742 | 3，415 | 5，591 | 216 | 1，177 | 1，393 |  |  |  |  | 5，000 |
|  | 0．8\％ | 7．9\％ | 4．8\％ | 3．0\％ | 9．4\％ | 6．6\％ | 5．8\％ | 1．0\％ | 5．2\％ | 3．2\％ |  |  |  |  | 5．5\％ |
| Income before income taxes | 26 | 1，598 | 1，625 | 518 | 2，575 | 3，093 | 4，719 | 231 | 1，084 | 1，315 |  |  |  |  |  |
|  | 0．1\％ | 6．2\％ | 3．6\％ | 2．3\％ | 8．8\％ | 6．0\％ | 4．9\％ | 1．1\％ | 4．8\％ | 3．0\％ |  |  |  |  |  |
| Net income（loss） |  | 863 | 859 | 363 | 1，904 | 2，267 | 3，126 | 125 | 610 | 736 |  |  |  |  | 2，840 |
|  | （0．0\％） | 3．4\％ | 1．9\％ | 1．6\％ | 6．5\％ | 4．4\％ | 3．2\％ | 0．6\％ | 2．7\％ | 1．7\％ |  |  |  |  | 3．1\％ |

（2）Software Development

| INTEC <br> Nonconsolidated | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |
| Order volume at the beginning of the term | 16，836 | 24，375 | 16，836 | 21，474 | 23，267 | 21，474 | 16，836 | 17，675 | 21，396 | 17，675 |  |  |  |  |
| New order volume during the term | 17，928 | 12，150 | 30，078 | 15，015 | 13，032 | 28，048 | 58，127 | 14，504 | 10，310 | 24，815 |  |  |  |  |
| Net sales for the term | 10，389 | 15，052 | 25，441 | 13，221 | 18，624 | 31，846 | 57，288 | 10，784 | 13，260 | 24，044 |  |  |  |  |
| Order volume at the end of the term | 24，375 | 21，474 | 21，474 | 23，267 | 17，675 | 17，675 | 17，675 | 21，396 | 18，446 | 18，446 |  |  |  |  |


| （3）Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fiscal 2009 |  |  |  |  |  |  | Fiscal 2010 |  |  |  |  |  |  |
| Nonconsolidated | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |
| Capital expenditures | 335 | 767 | 1，102 | 432 | 1，625 | 2，057 | 3，159 | 2，553 | 859 | 3，412 |  |  |  |  |
| Depreciation | 626 | 574 | 1，200 | 615 | 620 | 1，235 | 2，435 | 576 | 566 | 1，142 |  |  |  |  |
| Research and development expenses | 94 | 272 | 366 | 120 | 318 | 438 | 804 | 81 | 303 | 384 |  |  |  |  |
| Number of Employees at the end of the term | 3，277 | 3，249 | 3，249 | 3，196 | 3，167 | 3，167 | 3，167 | 3，330 | 3，297 | 3，297 |  |  |  |  |

【Estimate】

| Fiscal 2010 |
| ---: |
| Full year |
| 6,400 |
| 2,300 |
| 800 |
| 3,202 |

## 4．Ufit，Consolidated <br> （Millions of yen）

| －Two－Quarter Performance |  |  |  |  |  |  | $\begin{aligned} & \text { 【Estimate】 } \\ & \hline \text { Fiscal } 2010 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| UFIT | Fiscal 2009 |  |  | Fiscal 2010 |  |  |  |
| Consolidated | 1st half | 2nd half | Full year | 1st half | 2nd half | Full year | Full year |
| Net sales | 21，485 | 23，759 | 45，244 | 21，953 |  |  | 44，000 |
| Operating income | 2，671 | 2，296 | 4，967 | 1，343 |  |  | 3，000 |
|  | 11．3\％ | 9．7\％ | 11．0\％ | 6．1\％ |  |  | 6．8\％ |
| Recurring profit | 2，724 | 2，331 | 5，055 | 1，380 |  |  | 3，080 |
|  | 11．5\％ | 9．8\％ | 11．2\％ | 6．3\％ |  |  | 7．0\％ |
| Net income | 1，582 | 1，144 | 2，726 | 743 |  |  | 1，850 |
|  | 6．5\％ | 4．8\％ | 6．0\％ | 3．4\％ |  |  | 4．2\％ |

## 6．Qualica，Nonconsolidated

（Millions of yen）

| －Two－Quarter Performance |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2010 <br> Full year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Qualica | Fiscal 2009 |  |  | Fiscal 2010 |  |  |  |
| Nonconsolidated | 1st half | 2nd half | Full year | 1st half | 2nd half | Full year |  |
| Net sales | 10，155 | 9，208 | 19，363 | 7，473 |  |  | 16，700 |
| Operating income | 869 | 859 | 1，728 | 174 |  |  | 600 |
| Operating income | 8．6\％ | 9．3\％ | 8．9\％ | 2．3\％ |  |  | 3．6\％ |
| Recurring profit | 878 | 868 | 1，746 | 177 |  |  | 590 |
| Recurning proft | 8．6\％ | 9．4\％ | 9．0\％ | 2．4\％ |  |  | 3．5\％ |
| Net income | 432 | 539 | 971 | 80 |  |  | 430 |
| Net income | 4．3\％ | 5．9\％ | 5．0\％ | 1．1\％ |  |  | 2．6\％ |

## 5．Agrex，Consolidated

（Millions of yen）

| －Two－Quarter Performance |  |  |  |  |  |  | $\begin{aligned} & \text { 【Estimate】 } \\ & \hline \text { Fiscal } 2010 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Agrex | Fiscal 2009 |  |  | Fiscal 2010 |  |  |  |
| Consolidated | 1st half | 2nd half | Full year | 1st half | 2nd half | Full year | Full year |
| Net sales | 12，893 | 13，855 | 26，748 | 12，950 |  |  | 27，600 |
| Operating income | 367 | 674 | 1，041 | 236 |  |  | 900 |
| Operating income | 2．8\％ | 4．9\％ | 3．9\％ | 1．8\％ |  |  | 3．3\％ |
| Recurring profit | 329 | 694 | 1，023 | 227 |  |  | 900 |
| Recuning proft | 2．6\％ | 5．0\％ | 3．8\％ | 1．8\％ |  |  | 3．3\％ |
| Net income | 31 | 313 | 344 | 33 |  |  | 360 |
| Net income | 0．2\％ | 2．3\％ | 1．3\％ | 0．3\％ |  |  | 1．3\％ |

## 7．AJS，Nonconsolidated

（Millions of yen）
•Two－Quarter Performance

| AJS |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Nonconsolidated | Fiscal 2009 |  |  | Fiscal 2010 |  |  |
|  | 1st half | 2nd half | Full year | 1st half | 2nd half | Full year |
| Net sales | 4,965 | 5,600 | 10,565 | 4,828 |  |  |
| Operating income | 275 | 440 | 715 | 207 |  |  |
|  | $5.5 \%$ | $7.9 \%$ | $6.8 \%$ | $4.3 \%$ |  |  |
| Recurring profit | 272 | 434 | 706 | 197 |  |  |
|  | $5.5 \%$ | $7.8 \%$ | $6.7 \%$ | $4.1 \%$ |  |  |
|  | 237 | 382 | 619 | 131 |  |  |

［Estimate】 Fiscal 2010 Full year 10，300 $\begin{array}{r}10,300 \\ 400 \\ 3.9 \% \\ \hline\end{array}$ $3.9 \%$

## 8. Amortization of Goodwill in Consolidated Subsidiaries

(Millions of yen)

| Amortization of Goodwill |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name of company | $\begin{array}{\|c\|} \hline \text { At March 31, } \\ 2009 \end{array}$ | Fiscal 2010 <br> 1st half |  | $\begin{gathered} \text { At Sept. 30, } \\ 2009 \end{gathered}$ | Fiscal 2010 <br> 2nd half | $\begin{array}{\|c} \hline \text { At March 31, } \\ 2010 \end{array}$ | Amortization policy |
|  | Balance at year-end | Incurred during the term | Amortization | Balance at year-end | Amortization (Forecast) | Balance at yearend (Forecast) |  |
| Agrex Fine Techno Co., Ltd. <br> (Portion from former Open Techno Co., Ltd.) | 189 | - | 37 | 151 | 37 | 113 | Five-year equal amortization from 3rd quarter period ended March 2007. |
| Agrex Fine Techno Co., Ltd. <br> (Portion from former Finess Co., Ltd.) | 45 | - | 8 | 37 | 8 | 28 | Five-year equal amortization from 4th quarter period ended March 2007. |
| AJS Inc. | 61 | - | 30 | 30 | 30 |  | Five-year equal amortization from fiscal year ended March 2006. |
| Registration Network, Ltd. | 470 | - | 58 | 411 | 58 | 353 | Goodwill incurred due to change in status to subsidiary of Agrex in March 2008. Five-year equal amortization from fiscal year ended March 2009. |
| CRONOVA Co., Ltd. | 132 | - | 14 | 117 | 14 | 103 | Goodwill incurred due to change in status to subsidiary of Agrex in September and October 2008. Five-year equal amortization from 3rd quarter period ended March 2009. |
| INTEC Systems Institute, Inc. (Former INTEC Web and Genome Infomatics Corporation) | 442 | - | 88 | 353 | 88 | 265 | Five-year equal amortization from fiscal year ended March 2007. |
| Keyport Solutions, Inc. | 590 | - | 55 | 534 | 53 | 481 | Eight-year equal amortization from fiscal year ended March 2007. |
| Chuo System Corporation | 622 | - | 197 | 424 | 47 | 377 | Seven-year equal amortization from fiscal year ended March 2008. Include impairment loss, $¥ 135$ million, in "amortization" at 1st half period ending March 2010. |
| Nexway Co., Ltd. | 2,461 | - | 289 | 2,172 | 289 | 1,882 | Goodwill incurred due to change in status to subsidiary of INTEC in July 2008. Five-year equal amortization from 1st half period ended March 2009. |
| Others | 37 | 0 | 5 | 31 | 5 | 26 |  |
| Total | 5,052 | 0 | 786 | 4,266 | 634 | 3,631 |  |

Amortization amount is included in selling, general and administrative expenses.

| Amortization of Negative Goodwill |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name of company | $\begin{array}{\|c\|} \hline \text { At March 31, } \\ 2009 \end{array}$ | $\begin{gathered} \hline \text { Fiscal } 2010 \\ 1 \text { st half } \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { At Sept. 30, } \\ 2009 \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \text { Fiscal } 2010 \\ \text { 2nd half } \end{array}$ | $\begin{gathered} \hline \text { At March 31, } \\ 2010 \\ \hline \end{gathered}$ | Amortization policy |
|  | Balance at year-end | Incurred during the term | Amortization | Balance at year-end | Amortization (Forecast) | Balance at yearend (Forecast) |  |
| UFIT Co., Ltd. | 142 | - | 35 | 106 | 35 | 71 | Five-year equal amortization from fiscal year ended March 2007. (Additionally acquired portion) |
| NEOAXIS Co., Ltd. (Portion from former Systems Engineering Laboratory Co., Ltd.) | 59 | - | 5 | 53 | 5 | 47 | Goodwill incurred due to additional stock acquisition in March 2009. Five-year equal amortization from fiscal year ending March 2010. |
| Hokkoku INTEC Service, Inc. | 6 | - | 1 | 5 | 1 | 3 | Five-year equal amortization from fiscal year ended March 2007. |
| Others | 5 | 0 | 1 | 5 | 0 | 4 |  |
| Total | 214 | 0 | 44 | 170 | 43 | 126 |  |

[^0]
## 9. Financial Summary

| IT Holdings, Consolidated |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|}
\hline
\end{tabular} |


[^0]:    Amortization amount is included in non-operating income

