## Supplementary Financial Data

First Two Quarters of the Fiscal Year ending March 31, 2011

November 2, 2010

IT Holdings Corporation

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IT Holdings Group

## 1．IT Holdings，Consolidated

| （1）Quarterly Performance |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { 【Estimate】 } \\ & \hline \text { Fiscal } 2011 \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| （Millions of yen） | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
|  | 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 | 65，855 | 81，099 | 146，954 | 61，973 | 104，929 | 166，902 | 313，856 | 69，007 | 85，002 | 154，009 |  |  |  |  | 335，000 |
| Outsourcing and network | 30，870 | 30，753 | 61，623 | 29，447 | 35，094 | 64，541 | 126，164 | 31，127 | 31，195 | 62，322 |  |  |  |  | 127，300 |
| Outsourcing and network | 46．9\％ | 37．9\％ | 41．9\％ | 47．5\％ | 33．4\％ | 38．7\％ | 40．2\％ | 45．1\％ | 36．7\％ | 40．5\％ |  |  |  |  | 38．0\％ |
|  | 27，425 | 42，883 | 70，308 | 26，025 | 59，643 | 85，668 | 155，976 | 31，060 | 45，491 | 76，551 |  |  |  |  | 171，600 |
| Software development | 41．6\％ | 52．9\％ | 47．8\％ | 42．0\％ | 56．8\％ | 51．3\％ | 49．7\％ | 45．0\％ | 53．5\％ | 49．7\％ |  |  |  |  | 51．2\％ |
| Solution services | 5，798 | 6，000 | 11，798 | 4，389 | 8，834 | 13，223 | 25，021 | 4，818 | 6，475 | 11，293 |  |  |  |  | 28，800 |
| Solution services | 8．8\％ | 7．4\％ | 8．0\％ | 7．1\％ | 8．4\％ | 7．9\％ | 8．0\％ | 7．0\％ | 7．6\％ | 7．3\％ |  |  |  |  | 8．6\％ |
| Other business | 1，760 | 1，464 | 3，224 | 2，111 | 1，358 | 3，469 | 6，693 | 2，001 | 1，843 | 3，844 |  |  |  |  | 7，300 |
| Other business | 2．7\％ | 1．8\％ | 2．2\％ | $3.4 \%$ | 1．3\％ | 2．1\％ | 2．1\％ | 2．9\％ | 2．2\％ | 2．5\％ |  |  |  |  | $2.2 \%$ |
| Cost of sales | 54，526 | 65，461 | 119，987 | 51，824 | 83，016 | 134，840 | 254，827 | 58，868 | 66，047 | 124，915 |  |  |  |  |  |
| Cost of sales | 82．8\％ | 80．7\％ | 81．6\％ | 83．6\％ | 79．1\％ | 80．8\％ | 81．2\％ | 85．3\％ | 77．7\％ | 81．1\％ |  |  |  |  |  |
| Gross profit | $11,329$ | $15,638$ | $\begin{array}{r} 26,967 \\ 18.4 \% \end{array}$ | 10，148 | 21,914 $20.9 \%$ | 32，062 | 59，029 | 10,138 $14.7 \%$ | 18，956 | 29,094 $18.9 \%$ |  |  |  |  |  |
|  | －10，278 | 10，684 | 21，162 | ＋10，034 | 11，836 | $19.2 \%$ 21,870 | $18.8 \%$ 43,032 | 12， 1281 | 22．3\％ | 18，9\％ |  |  |  |  |  |
| Selling，general and administrative expenses | 15．9\％ | 13．2\％ | 214．4\％ | 16．2\％ | 11．3\％ | 213．1\％ | $\begin{array}{r}13.7 \% \\ \hline\end{array}$ | 12,818 $17.8 \%$ | 14．3\％ | ＋15．9\％ |  |  |  |  |  |
| Operating income（loss） |  | 4，954 | 5，805 | 114 | 10，077 | 10，191 | 15，996 | $(2,142)$ | 6，809 | 4，667 |  |  |  |  | 16，500 |
| Operating income（loss） | 1．3\％ | 6．1\％ | 4．0\％ | 0．2\％ | 9．6\％ | 6．1\％ | 5．1\％ | （3．1\％） | 8．0\％ | 3．0\％ |  |  |  |  | 4．9\％ |
| Recurring profit（loss） | ${ }^{981}$ | 4，811 | 5，792 | 26 | 9，901 | 9，927 | 15，719 | （1，848） | 6，610 | 4，762 |  |  |  |  | 16，000 |
|  | 1．5\％ | 5．9\％ | 3．9\％ | 0．0\％ | 9．4\％ | 5．9\％ | 5．0\％ | （2．7\％） | 7．8\％ | 3．1\％ |  |  |  |  | 4．8\％ |
| Income（loss）before income taxes and minority | 1，002 | 4，369 | 5，371 | $(1,178)$ | 9，798 | 8，620 | 13，991 | $(4,159)$ | 6，983 | 2，824 |  |  |  |  |  |
| interests | 1．5\％ | 5．4\％ | $3.7 \%$ | （1．9\％） | 9．3\％ | 5．2\％ | 4．5\％ | （6．0\％） | $8.2 \%$ | 1．8\％ |  |  |  |  |  |
| Minority interests in earnings of consolidated subsidiaries | 62 | 228 | 290 | 66 | 224 | 290 | 580 | （334） | 264 | （70） |  |  |  |  | － |
| Net income（loss） | $\begin{array}{r} 1,101 \\ 1.7 \% \\ \hline \end{array}$ | 2,106 $2.6 \%$ | $\begin{array}{\|c\|} \hline 3,207 \\ 2.2 \% \end{array}$ | $\begin{aligned} & \hline(870) \\ & (1.4 \%) \end{aligned}$ | $\begin{array}{\|} \hline 5,322 \\ 5.1 \% \end{array}$ | $\begin{array}{\|c\|} \hline 4,452 \\ 2.7 \% \end{array}$ | $\begin{array}{\|c\|} \hline 7,659 \\ 2.4 \% \end{array}$ | $\begin{array}{r} (2,817) \\ (4.1 \%) \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline 3,821 \\ 4.5 \% \end{array}$ | $\begin{array}{\|c\|} \hline 1,004 \\ 0.7 \% \end{array}$ |  |  |  |  | 5,500 1.68 |

＊Contribution of SORUN Corporation on consolidated basis is included in amounts from the 4th quarter of Fiscal 2010，due to the consolidation of the company in December 2009．

| （Millions of yen） | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 backlog at the beginning of the term | 52，808 | 63，508 | 52，808 | 52，308 | 63，418 | 52，308 | 52，808 | 49，569 | 57，028 | 49，569 |  |  |  |  |
| New order volume during the term | 38，125 | 31，683 | 69，808 | 31，019 | 45，794 | 76，813 | 146，621 | 38，519 | 40，034 | 78，553 |  |  |  |  |
| Net sales for the term | 27，425 | 42，883 | 70，308 | 26，025 | 59，643 | 85，668 | 155，976 | 31，060 | 45，491 | 76，551 |  |  |  |  |
| Order backlog at the end of the term | 63，508 | 52，308 | 52，308 | 63，418 | 49，569 | 49，569 | 49，569 | 57，028 | 51，571 | 51，571 |  |  |  |  |

company in December 2009.

| （3）Other |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| （Millions of yen） | 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 | 5，512 | 3，107 | 8，619 | 2，296 | 4，761 | 7，057 | 15，676 | 2，589 | 6，389 | 8，978 |  |  |  |  |
| Depreciation | 2，871 | 2，937 | 5，808 | 2，966 | 3，204 | 6，170 | 11，978 | 2，979 | 3，021 | 6，000 |  |  |  |  |
| Research and development expenses | 134 | 309 | 443 | 124 | 345 | 469 | 912 | 132 | 382 | 514 |  |  |  |  |
| Number of employees at the end of the term | 16，262 | 16，174 | 16，174 | 20，525 | 20，476 | 20，476 | 20，476 | 21，263 | 21，007 | 21，007 |  |  |  |  |
|  | ＊Number of employees at the end of 3rd quarter and every figure from the 4th quarter of Fiscal 2010 include those from SORUN Corporation on consolidated basis，due to the consolidation of the company onDecember 2009． |  |  |  |  |  |  |  |  |  |  |  |  |  |

## 2. TIS Group

| (1)TIS (Consolidated), Quarterly Performance |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
|  | 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 | 17,847 | 26,625 | 44,472 | 16,943 | 29,568 | 46,511 | 90,983 | 16,177 | 23,212 | 39,389 |  |  |  |  | 86,400 |
| Outsourcing and network | 8,669 | 8,281 | 16,950 | 8,100 | 9,043 | 17,143 | 34,093 | 7,456 | 7,922 | 15,378 |  |  |  |  | 30,800 |
| Outsourcing and network | 48.6\% | 31.1\% | 38.1\% | 47.8\% | 30.6\% | 36.9\% | 37.5\% | 46.1\% | 34.1\% | 39.0\% |  |  |  |  | 35.6\% |
| Software development | 7,355 | 15,337 | 22,692 | 7,238 | 17,097 | 24,335 | 47,027 | 7,083 | 12,702 | 19,785 |  |  |  |  | 44,000 |
|  | 41.2\% | 57.6\% | 51.0\% | 42.7\% | 57.8\% | 52.3\% | 51.7\% | 43.8\% | 54.7\% | 50.2\% |  |  |  |  | 50.9\% |
| Solution services | 1,822 | 3,008 | 4,830 | 1,604 | 3,427 | 5,031 | 9,861 | 1,582 | 2,512 | 4,094 |  |  |  |  | 11,300 |
| Solution services | $10.2 \%$ | 11.3\% | 10.9\% | 9.5\% | 11.6\% | 10.8\% | 10.8\% | 9.8\% | 10.8\% | 10.4\% |  |  |  |  | 13.1\% |
| Other business | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0 0\% | ${ }^{56}$ | 75 0.36 | 131 0.36 |  |  |  |  | 300 $0 \times 6$ |
|  | (70) | 2,094 | 2,024 | $(1,014)$ | 4,018 | 3,004 | 5,028 | $(1,703)$ | 3,087 | 1,384 |  |  |  |  | 5,100 |
| Operating income (loss) | (0.4\%) | 7.9\% | 4.6\% | (6.0\%) | 13.6\% | 6.5\% | 5.5\% | (10.5\%) | 13.3\% | 3.3\% |  |  |  |  | 5.9\% |
|  | 143 | 2,119 | 2,262 | (828) | 3,942 | 3,114 | 5,376 | $(1,475)$ | 3,085 | 1,610 |  |  |  |  | 5,110 |
| Recurring profit (loss) | 0.8\% | 8.0\% | 5.1\% | (4.9\%) | 13.3\% | 6.7\% | 5.9\% | (9.1\%) | 13.3\% | 4.1\% |  |  |  |  | 5.9\% |
| Net income (loss) | 121 | 1,247 | 1,368 | (716) | 2,648 | 1,932 | 3,300 | $(1,602)$ | 1,815 | 213 |  |  |  |  | 2,040 |
| Net income (loss) | 0.7\% | 4.7\% | 3.1\% | (4.2\%) | 9.0\% | 4.2\% | 3.6\% | (9.9\%) | 7.8\% | 0.5\% |  |  |  |  | 2.4\% |

(2)TIS (Nonconsolidated), Quarterly Performance

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 17,338 | 26,223 | 43,561 | 16,478 | 29,016 | 45,494 | 89,055 | 15,685 | 22,674 | 38,359 |  |  |  |  |
| Outsourcing and network | $\begin{aligned} & \hline 8,194 \\ & 47.3 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 7,868 \\ & 30.0 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline 16,062 \\ 36.9 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 7,674 \\ 46.6 \% \\ \hline \end{array}$ | $\begin{aligned} & \hline 8,534 \\ & 29.4 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} 16,208 \\ 35.6 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 32,270 \\ 36.2 \% \\ \hline \end{array}$ | $\begin{aligned} & \hline 7,118 \\ & 45.4 \% \\ & \hline \end{aligned}$ | $\begin{array}{r}7,439 \\ 32.8 \% \\ \hline\end{array}$ | $\begin{array}{r} \hline 14,557 \\ 37.9 \% \\ \hline \end{array}$ |  |  |  |  |
| Software development | $\begin{array}{\|c\|} \hline 7,321 \\ 42.2 \% \\ \hline \end{array}$ | $\begin{array}{r} 15,376 \\ 58.6 \% \\ \hline \end{array}$ | $\begin{array}{r} 22,697 \\ 52.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 7,169 \\ 43.5 \% \\ \hline \end{array}$ | $\begin{array}{r} 17,056 \\ 58.8 \% \\ \hline \end{array}$ | $\begin{array}{r} 24,225 \\ 53.2 \% \\ \hline \end{array}$ | $\begin{array}{r} 46,922 \\ 52.7 \% \\ \hline \end{array}$ | $\begin{aligned} & \hline 6,982 \\ & 44.5 \% \end{aligned}$ | $\begin{array}{r} 12,723 \\ 56.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 19,705 \\ 51.4 \% \\ \hline \end{array}$ |  |  |  |  |
| Solution services | $\begin{gathered} 1,822 \\ 10.5 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2,979 \\ 11.4 \% \\ \hline \end{gathered}$ | $\begin{aligned} & 4,801 \\ & 11.0 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} 1,635 \\ 9.9 \% \\ \hline \end{array}$ | $\begin{gathered} 3,426 \\ 11.8 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 5,061 \\ 11.1 \% \\ \hline \end{gathered}$ | $\begin{gathered} 9,862 \\ 11.1 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,584 \\ 10.1 \% \\ \hline \end{gathered}$ | $\begin{gathered} 2,512 \\ 11.1 \% \\ \hline \end{gathered}$ | $\begin{gathered} 4,096 \\ 10.7 \% \\ \hline \end{gathered}$ |  |  |  |  |
| Cost of sales | $\begin{array}{r} 14,847 \\ 85.6 \% \\ \hline \end{array}$ | $\begin{array}{r} 21,447 \\ 81.8 \% \\ \hline \end{array}$ | $\begin{array}{r} 36,294 \\ 83.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 15,037 \\ 91.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 22,401 \\ \quad 77.2 \% \\ \hline \end{array}$ | $\begin{array}{r} 37,438 \\ 82.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 73,732 \\ 82.8 \% \\ \hline \end{array}$ | $\begin{array}{r} 14,576 \\ 92.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 16,851 \\ 74.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 31,427 \\ 81.9 \% \\ \hline \end{array}$ |  |  |  |  |
| Gross profit | $\begin{aligned} & \hline 2,490 \\ & 14.4 \% \\ & \hline \end{aligned}$ | $\begin{gathered} \hline 4,777 \\ 18.2 \% \\ \hline \end{gathered}$ | $\begin{gathered} 7,267 \\ 16.7 \% \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 1,441 \\ 8.7 \% \\ \hline \end{array}$ | $\begin{aligned} & \hline 6,614 \\ & 22.8 \% \\ & \hline \end{aligned}$ | $\begin{gathered} 8,055 \\ 17.7 \% \\ \hline \end{gathered}$ | $\begin{array}{r} 15,322 \\ 17.2 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,109 \\ 7.1 \% \\ \hline \end{array}$ | $\begin{aligned} & \hline 5,823 \\ & 25.7 \% \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 6,932 \\ & 18.1 \% \\ & \hline \end{aligned}$ |  |  |  |  |
| Selling, general and administrative expenses | $\begin{aligned} & \hline 2,642 \\ & 15.2 \% \\ & \hline \end{aligned}$ | $\begin{gathered} \hline 2,913 \\ 11.1 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 5,555 \\ 12.8 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2,601 \\ 15.8 \% \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 2,775 \\ 9.6 \% \\ \hline \end{array}$ | $\begin{gathered} \hline 5,376 \\ 11.8 \% \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 10,931 \\ 12.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 2,835 \\ 18.1 \% \\ \hline \end{array}$ | $\begin{gathered} \hline 2,849 \\ 12.6 \% \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline 5,684 \\ 14.8 \% \\ \hline \end{array}$ |  |  |  |  |
| Operating income (loss) | $\begin{aligned} & \hline(152) \\ & (0.9 \%) \\ & \hline \end{aligned}$ | $\begin{array}{r} 1,863 \\ 7.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,711 \\ 3.9 \% \\ \hline \end{array}$ | $\begin{array}{r} (1,160) \\ (7.0 \%) \\ \hline \end{array}$ | $\begin{aligned} & \hline 3,840 \\ & 13.2 \% \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline 2,680 \\ \quad 5.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 4,391 \\ 4.9 \% \end{array}$ | $\begin{array}{r} (1,726) \\ (11.0 \%) \\ \hline \end{array}$ | $\begin{gathered} \hline 2,973 \\ 13.1 \% \end{gathered}$ | $\begin{array}{r} \hline 1,247 \\ 3.3 \% \\ \hline \end{array}$ |  |  |  |  |
| Recurring profit (loss) | $\begin{array}{r} 52 \\ 0.3 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 1,887 \\ 7.2 \% \end{array}$ | $\begin{array}{r} 1,939 \\ 4.5 \% \end{array}$ | $\begin{aligned} & \hline(973) \\ & (5.9 \%) \end{aligned}$ | $\begin{aligned} & \hline 3,760 \\ & 13.0 \% \end{aligned}$ | $\begin{array}{r}2,787 \\ 6.1 \% \\ \hline\end{array}$ | $\begin{gathered} 4,726 \\ 5.3 \% \\ \hline \end{gathered}$ | $\begin{aligned} & (452) \\ & (2.9 \%) \end{aligned}$ | 2,916 $12.9 \%$ | $\begin{array}{r} \hline 2,464 \\ 6.4 \% \\ \hline \end{array}$ |  |  |  |  |
| Income (loss) before income taxes and minority interests | $\begin{array}{r} 50 \\ 0.3 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,849 \\ \quad 7.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,899 \\ 4.4^{2} \\ \hline \end{array}$ | $\begin{array}{r} (1,453) \\ (8.8 \%) \\ \hline \end{array}$ | $\begin{aligned} & \hline 3,660 \\ & 12.6 \% \\ & \hline \end{aligned}$ | $\begin{array}{r}2,207 \\ 4.9 \% \\ \hline\end{array}$ | $\begin{array}{r} 4,106 \\ 4.6 \% \\ \hline \end{array}$ | $\begin{array}{r} (1,282) \\ (8.2 \%) \\ \hline \end{array}$ | $\begin{gathered} \hline 2,982 \\ 13.2 \% \\ \hline \end{gathered}$ | $\begin{array}{r} 1,700 \\ 4.4 \% \\ \hline \end{array}$ |  |  |  |  |
| Net income (loss) | $\begin{array}{r} 67 \\ 0.4 \% \end{array}$ | $\begin{array}{\|} \hline 1,104 \\ 4.2 \% \end{array}$ | $\begin{array}{r} \hline 1,171 \\ 2.7 \% \end{array}$ | $\begin{aligned} & \hline(693) \\ & (4.2 \%) \end{aligned}$ | $\begin{array}{r} \hline 2,435 \\ 8.4 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,742 \\ \hline 3.8 \% \end{array}$ | $\begin{array}{\|r\|} \hline 2,913 \\ 3.3 \% \end{array}$ | $\begin{aligned} & (560) \\ & \left(3.6^{\%}\right) \end{aligned}$ | $\begin{array}{\|} \hline 1,723 \\ 7.6 \% \end{array}$ | $\begin{array}{r} \hline 1,163 \\ 3.0 \% \\ \hline \end{array}$ |  |  |  |  |

(3)TIS (Nonconsolidated), Software Development

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 backlog at the beginning of the term | 17,225 | 23,387 | 17,225 | 18,045 | 19,592 | 18,045 | 17,225 | 17,141 | 16,751 | 17,141 |  |  |  |  |
| New order volume during the term | 13,482 | 10,034 | 23,516 | 8,716 | 14,606 | 23,322 | 46,838 | 6,591 | 11,130 | 17,721 |  |  |  |  |
| Net sales for the term | 7,321 | 15,376 | 22,697 | 7,169 | 17,056 | 24,225 | 46,922 | 6,982 | 12,723 | 19,705 |  |  |  |  |
| Order backlog at the end of the term | 23,387 | 18,045 | 18,045 | 19,592 | 17,141 | 17,141 | 17,141 | 16,751 | 15,158 | 15,158 |  |  |  |  |

(4)TIS (Nonconsolidated), Other

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 926 | 1,221 | 2,147 | 780 | 1,002 | 1,782 | 3,929 | 659 | 2,362 | 3,021 |  |  |  |  |
| Depreciation | 642 | 665 | 1,307 | 679 | 696 | 1,375 | 2,682 | 684 | 665 | 1,349 |  |  |  |  |
| Research and development expenses | 27 | 15 | 42 | 37 | 19 | 56 | 98 | 42 | 55 | 97 |  |  |  |  |
| Number of employees at the end of the term | 3,036 | 3,029 | 3,029 | 3,017 | 2,996 | 2,996 | 2,996 | 3,185 | 3,162 | 3,162 |  |  |  |  |

## 3. INTEC Group

| (1)INTEC (Consolidated), Quarterly Performance |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 【Estimate】 <br> Fiscal 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
|  | 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 | 25,170 | 26,585 | 51,755 | 24,098 | 33,627 | 57,725 | 109,480 | 23,000 | 25,873 | 48,873 |  |  |  |  | 107,300 |
| Outsourcing and network | 9,876 | 9,829 | 19,705 | 9,533 | 10,464 | 19,997 | 39,702 | 9,326 | 9,602 | 18,928 |  |  |  |  | 39,500 |
| Ousourcing and networ | $39.2 \%$ | 37.0\% | 38.1\% | 39.6\% | 31.1\% | 34.6\% | 36.3\% | 40.5\% | 37.1\% | 38.7\% |  |  |  |  | 36.8\% |
| Software development | 11,601 | 14,355 | 25,956 | 11,293 | 19,735 | 31,028 | 56,984 | 10,937 | 13,431 | 24,368 |  |  |  |  | 55,400 |
|  |  | 54.0\% | 50.2\% | 46.9\% | 58.7\% | 53.8\% | 52.0\% | 47.6\% | 51.9\% | 49.9\% |  |  |  |  | 51.6\% |
| Solution services | 2,507 | 1,442 | 3,949 | 1,750 | 2,304 | 4,054 | 8,003 | 1,435 | 1,707 | 3,142 |  |  |  |  | 7,400 |
| Solution services | 10.0\% | 5.4\% | 7.6\% | 7.3\% | 6.9\% | 7.0\% | 7.3\% | 6.2\% | 6.6\% | 6.4\% |  |  |  |  | 6.9\% |
| Other business | 1,186 | 957 | 2,143 | 1,525 | 1,121 | 2,646 | 4,789 | 1,302 | 1,132 | 2,434 |  |  |  |  | 5,000 |
| Oner business | 4.7\% | 3.6\% | 3.0\% | 6.3\% | 3.3\% | 4.6\% | 4.4\% | 5.7\% | 4.4\% | 5.0\% |  |  |  |  | 4.7\% |
| Operating income | 676 | 1,610 | 2,286 | 1,214 | 3,162 | 4,376 | 6,662 | 518 | 1,397 | 1,915 |  |  |  |  | 6,700 |
| Operating income | 2.7\% | 6.1\% | 4.4\% | 5.0\% | 9.4\% | 7.6\% | 6.1\% | 2.3\% | 5.4\% | 3.9\% |  |  |  |  | 6.2\% |
| Recurring profit | 503 | 1,316 | 1,819 | 1,210 | 2,855 | 4,065 | 5,884 | 432 | 1,326 | 1,758 |  |  |  |  | 6,000 |
| Recurng prort | 2.0\% | 5.0\% | 3.5\% | 5.0\% | 8.5\% | 7.0\% | 5.4\% | 1.9\% | 5.1\% | 3.6\% |  |  |  |  | 5.6\% |
| Net income (loss) | 992 | 958 | 1,950 | $(1,072)$ | 2,738 | 1,666 | 3,616 | 21 | 1,096 | 1,117 |  |  |  |  | 3,100 |
| Net income (loss) | 3.9\% | 3.6\% | 3.8\% | (4.4\%) | 8.1\% | 2.9\% | 3.3\% | 0.1\% | 4.2\% | 2.3\% |  |  |  |  | 2.9\% |

## (2)INTEC (Nonconsolidated), Quarterly Performance

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 20,663 | 22,506 | 43,169 | 20,455 | 29,528 | 49,983 | 93,152 | 19,309 | 22,246 | 41,555 |  |  |  |  |
| Outsourcing and network | 7,205 | 7,296 | 14,501 | 7,359 | 8,455 | 15,814 | 30,315 | 7,436 | 7,768 | 15,204 |  |  |  |  |
| Ousourcing and networ |  | 32.4\% | 33.6\% | 36.0\% | 28.6\% | 31.6\% | 32.5\% | 38.5\% | 34.9\% | 36.6\% |  |  |  |  |
| Software development | $10,784$ | $13,260$ | $24,044$ | $11,242$ | 18,571 | 29,813 59 | 53,857 | 10,387 | $12,755$ | $23,142$ |  |  |  |  |
| Solution services | 2,673 | 1,950 | 4,623 | 1,854 | 2,502 | 4,356 | 8,979 | 1,484 | 1,724 | 3,208 |  |  |  |  |
| Solution services | 12.9\% | 8.7\% | 10.7\% | 9.1\% | 8.5\% | 8.7\% | 9.6\% | 7.7\% | 7.7\% | 7.7\% |  |  |  |  |
| Cost of sales | 18,567 | 19,206 | 37,773 | 17,561 | 24,840 | 42,401 | 80,174 | 17,098 | 19,173 | 36,271 |  |  |  |  |
| Cost of sales | 89.9\% | 85.3\% | 87.5\% | 85.9\% | 84.1\% | 84.8\% | 86.1\% | 88.5\% | 86.2\% | 87.3\% |  |  |  |  |
| Gross profit | 2,096 | 3,300 | 5,396 | 2,894 | 4,687 | 7,581 | 12,977 | 2,211 | 3,073 | 5,284 |  |  |  |  |
|  | 10.1\% | 14.7\% | 12.5\% | 14.1\% | 15.9\% | 15.2\% | 13.9\% | 11.5\% | 13.8\% | 12.7\% |  |  |  |  |
| Selling, general and administrative expenses | 1,753 | 1,873 | 3,626 | 1,755 | 1,908 | 3,663 | 7,289 | 1,858 | 1,990 | 3,848 |  |  |  |  |
| Seling, general and admistraive expenses | 8.5\% | 8.3\% | 8.4\% | 8.6\% | 6.5\% | 7.3\% | 7.8\% | 9.6\% | 8.9\% | 9.3\% |  |  |  |  |
| Operating income | 343 | 1,426 | 1,769 | 1,139 | 2,779 | 3,918 | 5,687 | 353 | 1,083 | 1,436 |  |  |  |  |
|  | 1.7\% | 6.3\% | 4.1\% | 5.6\% | 9.4\% | 7.8\% | 6.1\% | 1.8\% | 4.9\% | 3.5\% |  |  |  |  |
| Recurring profit | 216 | 1,177 | 1,393 | 950 | 2,586 | 3,536 | 4,929 | 365 | 1,014 | 1,379 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income before income taxes and minority interests | 231 | 1,084 | 1,315 | 220 | 2,059 | 2,279 | 3,594 | 194 | 300 | 494 |  |  |  |  |
|  | 1.1\% | 4.8\% | 3.0\% | 1.1\% | 7.0\% | 4.6\% | 3.9\% | 1.0\% | 1.3\% | 1.2\% |  |  |  |  |
| Net income (loss) | $125$ | $\begin{gathered} 611 \\ 27 \end{gathered}$ | 736 $1.7 \%$ | $(2)$ $\left(0.0^{\circ}\right)$ | 1,013 $3.4 \%$ | 1,011 $2.0 \%$ | 1,747 $1.9 \%$ | 110 $0.6 \%$ | 201 $0.9 \%$ | 311 $0.7 \%$ |  |  |  |  |

(3)INTEC (Nonconsolidated), Software Development

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 backlog at the beginning of the term | 17,675 | 21,396 | 17,675 | 18,446 | 20,918 | 18,446 | 17,675 | 15,248 | 18,522 | 15,248 |  |  |  |  |
| New order volume during the term | 14,504 | 10,311 | 24,815 | 13,714 | 12,901 | 26,615 | 51,430 | 13,661 | 11,612 | 25,273 |  |  |  |  |
| Net sales for the term | 10,784 | 13,260 | 24,044 | 11,242 | 18,571 | 29,813 | 53,857 | 10,387 | 12,755 | 23,142 |  |  |  |  |
| Order backlog at the end of the term | 21,396 | 18,446 | 18,446 | 20,918 | 15,248 | 15,248 | 15,248 | 18,522 | 17,380 | 17,380 |  |  |  |  |


| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 2,553 | 859 | 3,412 | 1,286 | 1,845 | 3,131 | 6,543 | 499 | 3,397 | 3,896 |  |  |  |  |
| Depreciation | 576 | 566 | 1,142 | 570 | 625 | 1,195 | 2,337 | 693 | 823 | 1,516 |  |  |  |  |
| Research and development expenses | 81 | 303 | 384 | 70 | 272 | 342 | 726 | 58 | 292 | 350 |  |  |  |  |
| Number of employees at the end of the term | 3,330 | 3,297 | 3,297 | 3,353 | 3,335 | 3,335 | 3,335 | 3,498 | 3,468 | 3,468 |  |  |  |  |

## 4. SORUN Group


*The above figures are included in IT Holdings on consolidated basis from the 4th quarter of Fiscal 2010, due to the consolidation of SORUN into the IT Holdings group on December 2009.

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 9,626 | 9,595 | 19,221 | 8,345 | 11,809 | 20,154 | 39,375 | 7,571 | 10,093 | 17,664 |  |  |  |  |
| Outsourcing and network | 1,899 | 1,807 | 3,706 | 1,908 | 2,601 | 4,509 | 8,215 | 1,731 | 1,781 | 3,512 |  |  |  |  |
| Outsourcing and network | 19.7\% | 18.8\% | 19.3\% | 22.9\% | 22.0\% | 22.4\% | 20.9\% | 22.9\% | 17.6\% | 19.9\% |  |  |  |  |
| Software development | 7,279 | 7,239 | 14,518 | 6,075 | 8,575 | 14,650 | 29,168 | 5,472 | 7,812 | 13,284 |  |  |  |  |
| Sofware development | 75.6\% | 75.4\% | 75.5\% | 72.8\% | 72.6\% | 72.7\% | 74.1\% | 72.3\% | 77.4\% | 75.2\% |  |  |  |  |
| Solution services | $448$ | 548 | 996 | 363 | 632 | 995 | 1,991 | 368 | 501 | 869 |  |  |  |  |
|  | 8,092 | 7,583 | 15,675 | 7,393 | 9,172 | 16,565 | 32,240 | 6,406 | 8,157 | 14,563 |  |  |  |  |
| Cost of sales | 84.1\% | 79.0\% | 81.6\% | 88.6\% | 77.7\% | 82.2\% | 81.9\% | $84.6 \%$ | 80.8\% | 82.4\% |  |  |  |  |
|  | 1,533 | 2,013 | 3,546 | 952 | 2,637 | 3,589 | 7,135 | 1,165 | 1,936 | 3,101 |  |  |  |  |
| Gross profit | 15.9\% | 21.0\% | 18.4\% | $11.4 \%$ | 22.3\% | 17.8\% | 18.1\% | 15.4\% | 19.2\% | 17.6\% |  |  |  |  |
| Selling, general and administrative expenses | 1,495 | 1,422 | 2,917 | 1,410 | 1,450 | 2,860 | 5,777 | 1,546 | 1,426 | 2,972 |  |  |  |  |
| Seling, genera and adminstative expenses | 15.5\% | 14.8\% | 15.2\% | 16.9\% | 12.3\% | 14.2\% | 14.7\% | 20.4\% | 14.1\% | 16.8\% |  |  |  |  |
| Operating income (loss) | 38 | 591 | 629 | (458) | 1,187 | 729 | 1,358 | (381) | 509 | 128 |  |  |  |  |
|  | 0.4\% | $6.2 \%$ | 3.3\% | (5.5\%) | 10.1\% | 3.6\% | 3.4\% | (5.0\%) | 5.0\% | 0.7\% |  |  |  |  |
| Recurring profit (loss) | 52 | 583 | 635 | (581) | 1,094 | 513 | 1,148 | (349) | 508 | 159 |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income (loss) before income taxes and minority | 71 | 587 | 658 | (658) | 1,180 | 522 | 1,180 | (379) | 515 | 136 |  |  |  |  |
| interests | 0.7\% | 6.1\% | 3.4\% | (7.9\%) | 10.0\% | 2.6\% | 3.0\% | (5.0\%) | 5.1\% | 0.8\% |  |  |  |  |
| Net income (loss) | 44 | 340 | 384 | (354) | 620 | 266 | 650 | (298) | 291 | (7) |  |  |  |  |
| Net income (loss) | 0.5\% | 3.5\% | 2.0\% | (4.2\%) | 5.3\% | 1.3\% | 1.7\% | (3.9\%) | 2.9\% | (0.0\%) |  |  |  |  |

## (3)SORUN (Nonconsolidated), Software Development

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 backlog at the beginning of the term | 3,081 | 5,965 | 3,081 | 4,862 | 5,590 | 4,862 | 3,081 | 3,510 | 6,323 | 3,510 |  |  |  |  |
| New order volume during the term | 10,163 | 6,137 | 16,300 | 6,803 | 6,495 | 13,298 | 29,598 | 8,285 | 6,721 | 15,006 |  |  |  |  |
| Net sales for the term | 7,279 | 7,239 | 14,518 | 6,075 | 8,575 | 14,650 | 29,168 | 5,472 | 7,812 | 13,284 |  |  |  |  |
| Order backlog at the end of the term | 5,965 | 4,862 | 4,862 | 5,590 | 3,510 | 3,510 | 3,510 | 6,323 | 5,232 | 5,232 |  |  |  |  |

*The above figures, order backlog at the end of 3rd quarter and every amounts from the 4th quarter of Fiscal 2010, are included in IT Holdings on consolidated basis, due to the consolidation of SORUN into the IT Holdings group in December 2009.

| (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| Number of employees at the end of the term | 3,059 | 3,041 | 3,041 | 3,021 | 2,999 | 2,999 | 2,999 | 3,078 | 3,068 | 3,068 |  |  |  |  |

$$
\text { into the IT Holdings group in December } 2009 .
$$

## 5．UFIT Group

（1）UFIT（Consolidated），Quarterly Performance

| （Millions of yen） | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 9，408 | 12，545 | 21，953 | 7，672 | 13，081 | 20，753 | 42，706 | 8，253 | 10，151 | 18，404 |  |  |  |  |
| Operating income（loss） | 403 $4.3 \%$ | 940 $7.5 \%$ | 1,343 $6.1 \%$ | （187） | 748 $5.7 \%$ | 561 $2.7 \%$ | 1,904 $4.5 \%$ 1,97 | （323） $(3.9 \%)$ | 1,258 $12.4 \%$ | 935 $5.1 \%$ |  |  |  |  |
| Recurring profit（loss） | 443 | 937 | 1，380 | （160） | 757 | 597 | 1，977 | （292） | 1，263 | 971 |  |  |  |  |
| Net income（loss） | 250 | 493 | 743 | （129） | 1，413 | 1，284 | 2，027 | （559） | 954 | 395 |  |  |  |  |


| （Millions of yen） | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3 rd quarter | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | 4th quarter | 2nd half | Full year |
| Net sales | 8，725 | 11，862 | 20，587 | 6，992 | 12，388 | 19，380 | 39，967 | 7，560 | 9，382 | 16，942 |  |  |  |  |
| Operating income（loss） | 358 | 849 | 1，207 | (228) | ${ }_{616}^{60}$ | 388 | 1，595 | （566） | 1，175 | 609 |  |  |  |  |
| Recurring profit（loss） | 483 | 845 | 1，328 | （203） | 625 | 422 | 1，750 | （446） | 1，157 | 711 |  |  |  |  |
|  | 5．5\％ | 7．1\％ | 6．5\％ | （2．9\％） | 5．0\％ | 2．2\％ | 4．4\％ | （5．9\％） | 12．3\％ | 4．2\％ |  |  |  |  |
| Net income（loss） | $\begin{gathered} 310 \\ 3.6 \% \\ \hline \end{gathered}$ | 488 $4.1 \%$ | 798 $3.9 \%$ | $\begin{aligned} & \hline(201) \\ & (2.9 \%) \\ & \hline \end{aligned}$ | $\begin{gathered} 1,333 \\ 10.8 \% \\ \hline \end{gathered}$ | $\begin{array}{r} \hline 1,132 \\ 5.8 \% \\ \hline \end{array}$ | $\begin{array}{r} 1,930 \\ 4.8 \% \\ \hline \end{array}$ | $\begin{array}{r} (777) \\ (10.3 \%) \\ \hline \end{array}$ | $\begin{aligned} & \hline 1,062 \\ & 11.3 \% \\ & \hline \end{aligned}$ | $\begin{array}{\|c\|} \hline 285 \\ 1.7 \% \\ \hline \end{array}$ |  |  |  |  |

## 6．Agrex Group

（1）Agrex（Consolidated），Quarterly Performance

| （Millions of yen） | Fiscal 2010 |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 6，262 | 6，688 | 12，950 | 6，512 | 7，128 | 13，640 | 26，590 | 6，625 | 6，869 | 13，494 |  |  |  |  |
| Operating income | $\begin{array}{r}47 \\ 0 \\ \hline 8\end{array}$ | 189 | 236 | 47 | 373 | 420 | 656 | 176 | 114 | 290 |  |  |  |  |
| Operating income | 0．8\％ | 2．8\％ | 1．8\％ | 0．7\％ | 5．2\％ | 3．1\％ | 2．5\％ | 2．7\％ | 1．7\％ | 2．1\％ |  |  |  |  |
| Recurring profit | －${ }^{55}$ | 2．6\％ | 1．8\％ | －${ }^{53}$ | 365 <br> $5.1 \%$ | 418 $3.1 \%$ | 645 $2.4 \%$ | 186 $2.8 \%$ | 118 $1.7 \%$ | 304 $2.3 \%$ |  |  |  |  |
| Net income（loss） | $\begin{array}{r} (22) \\ (0.4 \%) \\ \hline \end{array}$ | 55 $0.8 \%$ | 33 $0.3 \%$ | （120） $(1.8 \%)$ | 178 $2.5 \%$ | 58 $0.4 \%$ | 91 $0.3 \%$ | $(4)$ $(0.1 \%)$ | $(83)$ $(1.2 \%)$ | $(87)$ $(0.6 \%)$ |  |  |  |  |

## 7. Amortization of Goodwill in Consolidated Subsidiaries

## (1)Amortization of Goodwill

| (Millions of yen) | Fiscal 2009 | Fiscal 2010 |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  | Amortization policy |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{\|c\|} \hline \text { Balance at } \\ \text { March 31, } \\ 2009 \\ \hline \end{array}$ | Incurred during 1sthalf | Amortizatio <br> n during <br> 1sthalf | $\begin{gathered} \hline \text { Balance at } \\ \text { Sept. 30, } \\ 2009 \\ \hline \end{gathered}$ | Incurred during 2nd half | $\begin{gathered} \text { Amortizatio } \\ \mathrm{n} \text { during } \\ \text { 2nd half } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Balance at } \\ \text { March 31, } \\ 2010 \\ \hline \end{gathered}$ | Incurred during 1sthalf | $\begin{array}{\|c\|} \hline \text { Amortizatio } \\ \mathrm{n} \text { during } \\ \text { 1sthalf } \\ \hline \end{array}$ | $\begin{gathered} \text { Balance at } \\ \text { Sept. 30, } \\ 2010 \\ \hline \end{gathered}$ | Incurred during 2nd half | Amortizatio <br> n during <br> 2nd half | $\begin{gathered} \hline \text { Balance at } \\ \text { March 31, } \\ 2011 \\ \hline \end{gathered}$ |  |
| Nexway Co., Ltd. | 2,461 | - | 289 | 2,172 | - | 289 | 1,882 | - | 289 | 1,592 |  | 289 | 1,303 | Goodwill incurred due to change in status to subsidiary of INTEC in July 2008. <br> Five-year equal amortization from 1st quarter period for the fiscal vear ended March 2009. |
| SORUN Corporation | - | - | - | - | 4,408 | 220 | 4,187 | 458 | 486 | 4,159 |  | 486 | 3,672 | Goodwill incurred due to change in status to subsidiary of IT Holdings in December 2009, and five-year equal amortization from 4th quarter period for the fiscal year ended March 2010. Additional goodwill incurred because the company became a wholly owned subsidiary in April 2010, and five-year equal amortization from the first quarter period for the fiscal year ending March 2011. |
| Others | 2,591 | 0 | $\begin{array}{r} 497 \\ (135) \\ \hline \end{array}$ | 2,094 | 14 | $\begin{array}{r} 1330 \\ (1,016) \\ \hline \end{array}$ | 794 | 143 | $\begin{array}{r} 223 \\ (13) \\ \hline \end{array}$ | 715 |  | 217 | 498 |  |
| Total | 5,052 | 0 | $\begin{array}{r} 786 \\ (135) \\ \hline \end{array}$ | 4,266 | 4,422 | $\begin{array}{r} 6,863 \\ (1,016) \\ \hline \end{array}$ | 6,863 | 601 | $\begin{gathered} 998 \\ (13) \\ \hline \end{gathered}$ | 6,466 |  | 992 | 5,473 |  |

Amortization amount is included in selling, general and administrative expenses. However, figures in parentheses indicate deduction which is included in extraordinary loss. (Forecast) (Forecast) (Forecast)

## (2)Amortization of Negative Goodwill

| (Millions of yen) | Fiscal 2009 | Fiscal 2010 |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  | Amortization policy |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Balance at <br> March 31, <br> 2009 | Incurred during 1st half | $\begin{array}{\|c\|} \hline \text { Amortizatio } \\ \text { n during } \\ \text { 1st half } \end{array}$ | $\begin{gathered} \hline \text { Balance at } \\ \text { Sept. 30, } \\ 2009 \\ \hline \end{gathered}$ | Incurred during 2nd half | $\begin{array}{\|c\|} \hline \text { Amortizatio } \\ \text { n during } \\ \text { 2nd half } \end{array}$ | Balance at March 31, 2010 | Incurred during 1st half | $\begin{array}{\|c\|} \hline \text { Amortizatio } \\ \text { n during } \\ \text { 1st half } \\ \hline \end{array}$ | Balance at <br> Sept. 30, <br> 2010 | Incurred during 2nd half | Amortizatio $n$ during 2nd half | Balance at March 31, 2011 |  |
| UFIT Co., Ltd. | 142 | - | 35 | 106 | 2 l | 35 | 71 | - | 35 | 35 |  | 35 |  | 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 | - | 5 | 41 |  | 5 | 35 | Goodwill incurred due to additional stock acquisition in March 2009. <br> Five-year equal amortization from fiscal year ended March 2010. |
| Others | 12 | 0 | 4 | 11 | - | 8 | 3 | 5 | 9 | 2 |  | 2 |  |  |
| Total | 214 | 0 | 44 | 170 | - | 48 | 121 | 5 | 49 | 78 |  | 43 | 35 |  |

Amortization amount is included in non-operating income.

## 8. Financial Summary

IT Holdings, Consolidated

| (Millions of yen) | Fiscal year ended March 31, 2009 |  | Fiscal year ended March 31, 2010 |  | Fiscal year ending March 31, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st half | Full Year | 1st half | Full Year | 1st half | Full Year (Estimate) |
| Net sales | 163,426 | 338,302 | 146,954 | 313,856 | 154,009 | 335,000 |
| Outsourcing and network | $\begin{array}{r} 60,794 \\ 37.2 \% \end{array}$ | $\begin{array}{r} 125,720 \\ 37.2^{2} \end{array}$ | $\begin{array}{r} 61,623 \\ 41.9 \% \end{array}$ | $\begin{array}{r} 126,164 \\ 40.2 \% \end{array}$ | $\begin{array}{r} 62,322 \\ 40.5 \% \end{array}$ | $\begin{array}{r} 127,300 \\ 38.0 \% \end{array}$ |
| Software development | $\begin{array}{r} 82,000 \\ 50.2 \% \end{array}$ | $\begin{array}{r} 175,847 \\ 51.9 \% \end{array}$ | $\begin{array}{r} 70,308 \\ 47.9 \% \end{array}$ | $\begin{array}{r} 155,976 \\ 49.7 \% \end{array}$ | $\begin{array}{r} 76,551 \\ 49.7 \% \end{array}$ | $\begin{array}{r} 171,600 \\ 51.2 \% \\ \hline \end{array}$ |
| Solution services | 14,914 | 29,409 | 11,798 | 25,021 | 11,293 | 28,800 |
|  | 9.1\% | 8.7\% | 8.0\% | 8.0\% | 7.3\% | 8.6\% |
| Other business | 5,717 | 7,325 | 3,224 | 6,693 | 3,844 | 7,300 |
|  | 3.5\% | 2.2\% | 2.2\% | 2.1\% | 2.5\% | 2.2\% |
| Cost of sales | 133,812 | 272,944 | 119,987 | 254,827 | 124,915 |  |
|  | 81.9\% | 80.7\% | 81.6\% | 81.2\% | 81.1\% |  |
| Gross profit | 29,614 | 65,357 | 26,967 | 59,029 | 29,094 |  |
|  | 18.1\% | 19.3\% | 18.4\% | 18.8\% | 18.9\% |  |
| Selling, general and administrative expenses | 20,213 | 41,569 | 21,162 | 43,032 | 24,426 |  |
|  | $12.4 \%$ | 12.3\% | 14.4\% | 13.7\% | 15.9\% |  |
| Operating income | 9,400 | 23,787 | 5,805 | 15,996 | 4,667 | 16,500 |
|  | 5.8\% | 7.0\% | 4.0\% | 5.1\% | 3.0\% | 4.9\% |
| Recurring profit | 9,479 | 23,604 | 5,792 | 15,719 | 4,762 | 16,000 |
|  | 5.8\% | 7.0\% | 3.9\% | 5.0\% | 3.1\% | 4.8\% |
| Net income | 4,491 | 9,406 | 3,207 | 7,659 | 1,004 | 5,500 |
|  | 2.7\% | 2.8\% | $2.2 \%$ | 2.4\% | 0.7\% | 1.6\% |
| Net income per share - basic (yen) | 52.97 | 110.74 | 37.60 | 89.25 | 11.44 | 62.66 |
| Net income per share - diluted (yen) | 52.94 | 110.72 |  |  |  |  |
|  |  |  |  |  |  |  |
| Capital expenditures | 6,312 | 13,139 | 8,619 | 15,676 | 8,978 | 17,000 |
| Depreciation | 6,360 | 10,996 | 5,808 | 11,978 | 6,000 | 11,000 |
| Research and development expenses | 411 | 946 | 443 | 912 | 514 | 1,100 |
| Number of employees at the end of the term | 15,522 | 15,259 | 16,174 | 20,476 | 21,007 |  |
| Number of new-graduate recruits | 904 | 919 | 944 | 964 | 922 |  |
| Number of regular recruits | 491 | 1,117 | 256 | 512 | 106 |  |


| Total assets | 283,173 | 295,327 | 280,943 | 313,077 | 295,307 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net assets | 142,553 | 146,216 | 149,384 | 155,075 | 152,315 |
| Net assets per share | 1,498.39 | 1,541.17 | 1,558.63 | 1,602.77 | 1,571.12 |
| Equity ratio (\%) | 45.0 | 44.4 | 47.9 | 44.2 | 46.7 |
| Net income to equity capital ratio(\%) | - | 7.4 |  | 5.7 |  |
| Cash flow from operating activities | 13,595 | 34,311 | 15,012 | 31,400 | 16,572 |
| Cash flow from investing activities | $(11,212)$ | $(20,079)$ | (10,421) | (25,726) | $(6,293)$ |
| Cash flow from financial activities | $(4,861)$ | $(6,877)$ | $(5,736)$ | 6,139 | $(18,288)$ |
| Cash and cash equivalents at the end of the | 25,510 | 35,104 | 33,987 | 46,987 | 38,982 |

## IT Holdings

## Cautionary Statements

- 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 based on information available to management regarding the ITHD Group-that is, ITHD and the subsidiaries under its umbrella-as of the presentation date and reflect somewhat objective assumptions deemed reasonable at this time. 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.
- The consolidated figures of each subsidiary group may differ from figures determined on a management approach basis.


## IT Holdings Group

