# Supplementary Financial Data 

Fiscal 2011 Results (Fiscal Year ended March 31, 2011)

May 11, 2011
IT Holdings Corporation

## 1. IT Holdings, Consolidated

| IT Holdings, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year | 1 st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year |
| Net sales | 65,855 | 81,099 | 146,954 | 61,973 | 208,927 | 104,929 | 166,902 | 313,856 | 69,007 | 85,002 | 154,009 | 69,981 | 223,990 | 99,183 | 169,164 | 323,173 |
| YOY change | -1.6\% | -16.0\% | -10.1\% | -10.9\% | -10.3\% | -0.4\% | -4.6\% | -7.2\% | +4.8\% | +4.8\% | +4.8\% | +12.9\% | +7.2\% | -5.5\% | +1.4\% | +3.0\% |
| Outsourcing and network | 30,870 | 30,753 | 61,623 | 29,447 | 91,070 | 35,094 | 64,541 | 126,164 | 31,127 | 31,195 | 62,322 | 29,875 | 92,197 | 32,299 | 62,174 | 124,496 |
| Composition | 46.9\% | 37.9\% | 41.9\% | 47.5\% | 43.6\% | 33.4\% | 38.7\% | 40.2\% | 45.1\% | 36.7\% | 40.5\% | 42.7\% | 41.2\% | 32.6\% | 36.8\% | 38.5\% |
| YOY change | +7.3\% | -4.0\% | +1.4\% | -6.7\% | -1.4\% | +5.1\% | -0.6\% | +0.4\% | +0.8\% | +1.4\% | +1.1\% | +1.5\% | +1.2\% | -8.0\% | -3.7\% | -1.3\% |
| Software development | 27,425 | 42,883 | 70,308 | 26,025 | 96,333 | 59,643 | 85,668 | 155,976 | 31,060 | 45,491 | 76,551 | 32,678 | 109,229 | 54,660 | 87,338 | 163,889 |
| Composition | 41.6\% | 52.9\% | 47.8\% | 42.0\% | 46.1\% | 56.8\% | 51.3\% | 49.7\% | 45.0\% | 53.5\% | 49.7\% | 46.7\% | 48.8\% | 55.1\% | 51.6\% | 50.7\% |
| YOY change | -5.1\% | -19.3\% | -14.3\% | -12.5\% | -13.8\% | -7.0\% | -8.7\% | -11.3\% | +13.3\% | +6.1\% | +8.9\% | +25.6\% | +13.4\% | -8.4\% | +1.9\% | +5.1\% |
| Solution services | 5,798 | 6,000 | 11,798 | 4,389 | 16,187 | 8,834 | 13,223 | 25,021 | 4,818 | 6,475 | 11,293 | 5,575 | 16,868 | 10,315 | 15,890 | 27,183 |
| Composition | 8.8\% | 7.4\% | 8.0\% | 7.1\% | 7.7\% | 8.4\% | 7.9\% | 8.0\% | 7.0\% | 7.6\% | 7.3\% | 8.0\% | 7.5\% | 10.4\% | 9.4\% | 8.4\% |
| YOY change | -8.9\% | -29.8\% | -20.9\% | -25.6\% | $-22.2 \%$ | +2.8\% | -8.8\% | -14.9\% | -16.9\% | +7.9\% | -4.3\% | +27.0\% | +4.2\% | +16.8\% | +20.2\% | +8.6\% |
| Other business | 1,760 | 1,464 | 3,224 | 2,111 | 5,335 | 1,358 | 3,469 | 6,693 | 2,001 | 1,843 | 3,844 | 1,850 | 5,694 | 1,910 | 3,760 | 7,604 |
| Composition | 2.7\% | 1.8\% | 2.2\% | 3.4\% | 2.6\% | 1.3\% | 2.1\% | 2.1\% | 2.9\% | $2.2 \%$ | 2.5\% | 2.6\% | 2.5\% | 1.9\% | 2.2\% | 2.4\% |
| YOY change | -39.5\% | -47.8\% | -43.6\% | -10.9\% | -34.0\% |  | +115.7\% | -8.6\% | +13.7\% | +25.9\% | +19.2\% | -12.4\% | +6.7\% | +40.6\% | +8.4\% | +13.6\% |
| Cost of sales | 54,526 | 65,461 | 119,987 | 51,824 | 171,811 | 83,016 | 134,840 | 254,827 | 58,868 | 66,047 | 124,915 | 58,310 | 183,225 | 77,920 | 136,230 | 261,145 |
| Composition | 82.8\% | 80.7\% | 81.6\% | 83.6\% | 82.2\% | 79.1\% | 80.8\% | 81.2\% | 85.3\% | 77.7\% | 81.1\% | 83.3\% | 81.8\% | 78.6\% | 80.5\% | 80.8\% |
| YOY change | -5.4\% | -14.1\% | -10.3\% | -9.1\% | -9.9\% | +1.1\% | -3.1\% | -6.6\% | +8.0\% | +0.9\% | +4.1\% | +12.5\% | +6.6\% | -6.1\% | +1.0\% | +2.5\% |
| Gross profit | 11,329 | 15,638 | 26,967 | 10,148 | 37,115 | 21,914 | 32,062 | 59,029 | 10,138 | 18,956 | 29,094 | 11,670 | 40,764 | 21,263 | 32,933 | 62,027 |
| Composition | 17.2\% | 19.3\% | 18.4\% | 16.4\% | 17.8\% | 20.9\% | 19.2\% | 18.8\% | 14.7\% | 22.3\% | 18.9\% | 16.7\% | 18.2\% | 21.4\% | 19.5\% | 19.2\% |
| YOY change | +21.9\% | -23.0\% | -8.9\% | -19.3\% | -12.0\% | -5.4\% | -10.3\% | -9.7\% | -10.5\% | +21.2\% | +7.9\% | +15.0\% | +9.8\% | -3.0\% | +2.7\% | +5.1\% |
| Selling, general and administrative expenses | 10,478 | 10,684 | 21,162 | 10,034 | 31,196 | 11,836 | 21,870 | 43,032 | 12,281 | 12,145 | 24,426 | 12,294 | 36,720 | 12,489 | 24,783 | 49,209 |
| Composition | 15.9\% | 13.2\% | 14.4\% | 16.2\% | 14.9\% | 11.3\% | 13.1\% | 13.7\% | 17.8\% | 14.3\% | 15.9\% | 17.6\% | 16.4\% | 12.6\% | 14.7\% | 15.2\% |
| YOY change | +8.5\% | +1.2\% | +4.7\% | -3.2\% | +2.0\% | +7.7\% | +2.4\% | +3.5\% | +17.2\% | +13.7\% | +15.4\% | +22.5\% | +17.7\% | +5.5\% | +13.3\% | +14.4\% |
| Operating income (loss) | 851 | 4,954 | 5,805 | 114 | 5,919 | 10,077 | 10,191 | 15,996 | $(2,142)$ | 6,809 | 4,667 | (623) | 4,044 | 8,774 | 8,151 | 12,818 |
| Composition | 1.3\% | 6.1\% | 4.0\% | 0.2\% | 2.8\% | 9.6\% | 6.1\% | 5.1\% | (3.1\%) | 8.0\% | 3.0\% | (0.9\%) | 1.8\% | 8.8\% | 4.8\% | 4.0\% |
| YOY change |  | -49.3\% | -38.2\% | -94.8\% | -49.0\% | -17.2\% | -29.2\% | -32.8\% |  | +37.4\% | -19.6\% |  | -31.7\% | -12.9\% | -20.0\% | -19.9\% |
| Recurring profit (loss) | 981 | 4,811 | 5,792 | 26 | 5,818 | 9,901 | 9,927 | 15,719 | $(1,848)$ | 6,610 | 4,762 | (847) | 3,915 | 8,710 | 7,863 | 12,625 |
| Composition | 1.5\% | 5.9\% | 3.9\% | 0.0\% | 2.8\% | 9.4\% | 5.9\% | 5.0\% | (2.7\%) | 7.8\% | 3.1\% | (1.2\%) | 1.7\% | 8.8\% | 4.6\% | 3.9\% |
| YOY change |  | -49.9\% | -38.9\% | -98.9\% | -50.7\% | -16.2\% | -29.7\% | -33.4\% |  | +37.4\% | -17.8\% |  | -32.7\% | -12.0\% | -20.8\% | -19.7\% |
| Income (loss) before income taxes and minority interests | 1,002 | 4,369 | 5,371 | $(1,178)$ | 4,193 | 9,798 | 8,620 | 13,991 | $(4,159)$ | 6,983 | 2,824 | (769) | 2,055 | 8,090 | 7,321 | 10,145 |
| Composition | 1.5\% | 5.4\% | 3.7\% | (1.9\%) | 2.0\% | 9.3\% | 5.2\% | 4.5\% | (6.0\%) | 8.2\% | 1.8\% | (1.1\%) | 0.9\% | 8.2\% | 4.3\% | 3.1\% |
| YOY change |  | -51.5\% | -38.7\% |  | -57.0\% | +2.8\% | -18.1\% | -27.4\% |  | +59.8\% | -47.4\% |  | -51.0\% | -17.4\% | -15.1\% | -27.5\% |
| Minority interests in earnings of consolidated subsidiaries | 62 | 228 | 290 | 66 | 356 | 224 | 290 | 580 | (334) | 264 | (70) | (31) | (101) | 187 | 156 | 86 |
| Net income (loss) | 1,101 | 2,106 | 3,207 | (870) | 2,337 | 5,322 | 4,452 | 7,659 | $(2,817)$ | 3,821 | 1,004 | (831) | 173 | 5,812 | 4,981 | 5,985 |
| Composition | 1.7\% | 2.6\% | 2.2\% | (1.4\%) | 1.1\% | 5.1\% | 2.7\% | 2.4\% | (4.1\%) | 4.5\% | 0.7\% | (1.2\%) | 0.1\% | 5.9\% | 2.9\% | 1.9\% |
| YOY change |  | -57.4\% | -28.6\% |  | -46.3\% | +5.3\% | -9.4\% | -18.6\% |  | +81.4\% | -68.7\% |  | -92.6\% | +9.2\% | +11.9\% | -21.9\% |

## (2)Sales by Client Sector

| IT Holdings, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 65,855 | 81,099 | 146,954 | 61,973 | 208,927 | 104,929 | 166,902 | 313,856 | 69,007 | 85,002 | 154,009 | 69,981 | 223,990 | 99,183 | 169,164 | 323,173 |
| YOY change | -1.6\% | -16.0\% | -10.1\% | -10.9\% | -10.3\% | -0.4\% | -4.6\% | -7.2\% | +4.8\% | +4.8\% | +4.8\% | +12.9\% | +7.2\% | -5.5\% | +1.4\% | +3.0\% |
| Credit card | 11,859 | 17,074 | 28,933 | 9,677 | 38,610 | 18,541 | 28,218 | 57,151 | 11,078 | 15,505 | 26,583 | 10,794 | 37,377 | 15,237 | 26,031 | 52,614 |
| Composition | 18.0\% | 21.1\% | 19.7\% | 15.6\% | 18.5\% | 17.7\% | 16.9\% | 18.2\% | 16.1\% | 18.2\% | 17.3\% | 15.4\% | 16.7\% | 15.4\% | 15.4\% | 16.3\% |
| YOY change | 4.0\% | -26.4\% | -16.4\% | -9.3\% | -14.7\% | -30.0\% | -24.1\% | -20.4\% | -6.6\% | -9.2\% | -8.1\% | 11.5\% | -3.2\% | -17.8\% | -7.8\% | -7.9\% |
| Banking | 5,378 | 6,164 | 11,542 | 5,156 | 16,698 | 6,782 | 11,938 | 23,480 | 5,646 | 6,573 | 12,219 | 6,115 | 18,334 | 7,485 | 13,600 | 25,819 |
| Composition | 8.2\% | 7.6\% | 7.9\% | 8.3\% | 8.0\% | 6.5\% | 7.2\% | 7.5\% | 8.2\% | 7.7\% | 7.9\% | 8.7\% | 8.2\% | 7.5\% | 8.0\% | 8.0\% |
| YOY change | -16.6\% | -5.8\% | -11.2\% | -26.2\% | -16.4\% | -1.5\% | -13.9\% | -12.6\% | 5.0\% | 6.6\% | 5.9\% | 18.6\% | 9.8\% | 10.4\% | 13.9\% | 10.0\% |
| Insurance | 4,264 | 5,458 | 9,722 | 5,120 | 14,842 | 6,246 | 11,366 | 21,088 | 5,330 | 6,265 | 11,595 | 5,392 | 16,987 | 6,461 | 11,853 | 23,448 |
| Composition | 6.5\% | 6.7\% | 6.6\% | 8.3\% | 7.1\% | 6.0\% | 6.8\% | 6.7\% | 7.7\% | 7.4\% | 7.5\% | 7.7\% | 7.6\% | 6.5\% | 7.0\% | 7.3\% |
| YOY change | -13.2\% | -12.1\% | -12.6\% | 10.2\% | -5.9\% | -1.1\% | 3.7\% | -4.5\% | 25.0\% | 14.8\% | 19.3\% | 5.3\% | 14.5\% | 3.4\% | 4.3\% | 11.2\% |
| Other finance | 4,791 | 4,811 | 9,602 | 4,293 | 13,895 | 5,167 | 9,460 | 19,062 | 3,966 | 5,339 | 9,305 | 4,179 | 13,484 | 5,694 | 9,873 | 19,178 |
| Composition | 7.3\% | 5.9\% | 6.5\% | 6.9\% | 6.7\% | 4.9\% | 5.7\% | 6.1\% | 5.7\% | 6.3\% | 6.0\% | 6.0\% | 6.0\% | 5.7\% | 5.8\% | 5.9\% |
| YOY change | 12.5\% | -7.5\% | 1.5\% | -15.8\% | -4.5\% | -2.6\% | -9.0\% | -4.0\% | -17.2\% | 11.0\% | -3.1\% | -2.7\% | -3.0\% | $10.2 \%$ | 4.4\% | 0.6\% |
| Assembly-based manufacturing | 7,972 | 9,790 | 17,762 | 7,309 | 25,071 | 15,125 | 22,434 | 40,196 | 9,224 | 12,763 | 21,987 | 9,616 | 31,603 | 14,720 | 24,336 | 46,323 |
| Composition | 12.1\% | 12.1\% | 12.1\% | 11.8\% | 12.0\% | 14.4\% | 13.4\% | 12.8\% | 13.4\% | 15.0\% | 14.3\% | 13.7\% | 14.1\% | 14.8\% | 14.4\% | 14.3\% |
| YOY change | -12.1\% | -20.6\% | -17.0\% | -28.7\% | -20.8\% | 13.6\% | -4.9\% | -10.6\% | 15.7\% | 30.4\% | 23.8\% | 31.6\% | 26.1\% | -2.7\% | 8.5\% | 15.2\% |
| Processing-based manufacturing | 7,869 | 7,564 | 15,433 | 7,062 | 22,495 | 7,135 | 14,197 | 29,630 | 6,682 | 6,351 | 13,033 | 5,852 | 18,885 | 7,250 | 13,102 | 26,135 |
| Composition | 11.9\% | 9.3\% | 10.5\% | 11.4\% | 10.8\% | 6.8\% | 8.5\% | 9.4\% | 9.7\% | 7.5\% | 8.5\% | 8.4\% | 8.4\% | 7.3\% | 7.7\% | 8.1\% |
| YOY change | 8.9\% | -21.7\% | -8.6\% | -4.6\% | -7.4\% | -15.8\% | -10.6\% | -9.6\% | -15.1\% | -16.0\% | -15.6\% | -17.1\% | -16.0\% | 1.6\% | -7.7\% | -11.8\% |
| Distribution | 5,768 | 7,330 | 13,098 | 5,517 | 18,615 | 6,368 | 11,885 | 24,983 | 5,295 | 6,044 | 11,339 | 4,938 | 16,277 | 6,593 | 11,531 | 22,870 |
| Composition | 8.8\% | 9.0\% | 8.9\% | 8.9\% | 8.9\% | 6.1\% | 7.1\% | 8.0\% | 7.7\% | 7.1\% | 7.4\% | 7.1\% | 7.3\% | 6.6\% | 6.8\% | 7.1\% |
| YOY change | 19.5\% | -5.3\% | 4.2\% | -17.5\% | -3.3\% | -13.3\% | -15.3\% | -6.1\% | -8.2\% | -17.5\% | -13.4\% | -10.5\% | -12.6\% | 3.5\% | -3.0\% | -8.5\% |
| Services | 10,681 | 14,779 | 25,460 | 10,173 | 35,633 | 26,241 | 36,414 | 61,874 | 14,779 | 17,948 | 32,727 | 14,930 | 47,657 | 22,360 | 37,290 | 70,017 |
| Composition | 16.2\% | 18.2\% | 17.3\% | 16.4\% | 17.1\% | 25.0\% | 21.8\% | 19.7\% | 21.4\% | 21.1\% | 21.3\% | 21.3\% | 21.3\% | 22.5\% | 22.0\% | 21.7\% |
| YOY change | -4.0\% | -3.5\% | -3.7\% | -12.8\% | -6.5\% | 52.8\% | 26.2\% | 11.9\% | 38.4\% | 21.4\% | 28.5\% | 46.8\% | 33.7\% | -14.8\% | 2.4\% | 13.2\% |
| Public institutions | 5,182 | 6,842 | 12,024 | 5,006 | 17,030 | 11,187 | 16,193 | 28,217 | 5,526 | 6,144 | 11,670 | 5,520 | 17,190 | 10,825 | 16,345 | 28,015 |
| Composition | 7.9\% | 8.4\% | 8.2\% | 8.1\% | 8.2\% | 10.7\% | 9.7\% | 9.0\% | 8.0\% | 7.2\% | 7.6\% | 7.9\% | 7.7\% | 10.9\% | 9.7\% | 8.7\% |
| YOY change | -6.5\% | -3.7\% | -4.9\% | -1.6\% | -4.0\% | -1.1\% | -1.3\% | -2.9\% | 6.6\% | -10.2\% | -2.9\% | 10.3\% | 0.9\% | -3.2\% | 0.9\% | -0.7\% |
| Others | 2,091 | 1,287 | 3,378 | 2,661 | 6,039 | 2,136 | 4,797 | 8,175 | 1,481 | 2,070 | 3,551 | 2,645 | 6,196 | 2,558 | 5,203 | 8,754 |
| Composition | 3.2\% | 1.6\% | 2.3\% | 4.3\% | 2.9\% | 2.0\% | 2.9\% | 2.6\% | 2.1\% | 2.4\% | 2.3\% | 3.8\% | 2.8\% | 2.6\% | 3.1\% | 2.7\% |
| YOY change | -1.4\% | -59.7\% | -36.5\% | 152.5\% | -5.2\% | -20.4\% | 28.4\% | -9.7\% | -29.2\% | 60.8\% | 5.1\% | -0.6\% | 2.6\% | 19.8\% | 8.5\% | 7.1\% |

*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 on December 2009.
(3)Order Status: Software Development

| IT Holdings, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| New order volume during the term | 38,125 | 31,683 | 69,808 | 31,019 | 100,827 | 45,794 | 76,813 | 146,621 | 38,519 | 40,034 | 78,553 | 39,004 | 117,557 | 44,730 | 83,734 | 162,287 |
| YOY change | +8.5\% | -18.2\% | -5.5\% | -27.2\% | -13.5\% | +14.8\% | -6.9\% | $-6.2 \%$ | +1.0\% | +26.4\% | +12.5\% | +25.7\% | +16.6\% | $-2.3 \%$ | +9.0\% | +10.7\% |
| Order backlog at the end of the term | 63,508 | 52,308 | 52,308 | 63,418 | 63,418 | 49,569 | 49,569 | 49,569 | 57,028 | 51,571 | 51,571 | 57,898 | 57,898 | 47,967 | 47,967 | 47,967 |
| YOY change | -19.1\% | -18.5\% | -18.5\% | -17.7\% | -17.7\% | -6.1\% | -6.1\% | -6.1\% | -10.2\% | -1.4\% | -1.4\% | -8.7\% | -8.7\% | $-3.2{ }^{\text {\% }}$ | -3.2\% | -3.2\% | (4) Other


| IT Holdings, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year |
| Capital expenditures | 5,512 | 3,107 | 8,619 | 2,296 | 10,915 | 4,761 | 7,057 | 15,676 | 2,589 | 6,389 | 8,978 | 3,678 | 12,656 | 5,669 | 9,347 | 18,325 |
| Depreciation | 2,871 | 2,937 | 5,808 | 2,966 | 8,774 | 3,204 | 6,170 | 11,978 | 2,979 | 3,021 | 6,000 | 3,125 | 9,125 | 3,183 | 6,308 | 12,308 |
| Research and development expenses | 134 | 309 | 443 | 124 | 567 | 345 | 469 | 912 | 132 | 382 | 514 | 143 | 657 | 405 | 548 | 1,062 |
| Number of Employees at the end of the term | 16,262 | 16,174 | 16,174 | 20,525 | 20,525 | 20,476 | 20,476 | 20,476 | 21,263 | 21,007 | 21,007 | 20,945 | 20,945 | 20,831 | 20,831 | 20,831 |
| Amortization of goodwill | 328 | 461 | 789 | 931 | 1,720 | 820 | 1,751 | 2,540 | 486 | 507 | 993 | 499 | 1,492 | 509 | 1,008 | 2,001 |
| [Impairment loss] | - | 135 | 135 | 617 | 752 | 399 | 1,016 | 1,151 | - | 13 | 13 | - | 13 | - | - | 13 |
| Goodwill balance at the end of the term | 4,741 | 4,280 | 4,280 | 7,727 | 7,727 | 6,863 | 6,863 | 6,863 | 6,838 | 6,466 | 6,466 | 5,969 | 5,969 | 5,551 | 5,551 | 5,551 |


Principal amortization of goodwil:
 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 2009.
(1)TIS, Consolidated Quarterly Performance

| TIS, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 17,847 | 26,625 | 44,472 | 16,943 | 61,415 | 29,568 | 46,511 | 90,983 | 16,177 | 23,212 | 39,389 | 15,971 | 55,360 | 26,570 | 42,541 | 81,930 |
| YOY change | -13.5\% | -24.0\% | -20.1\% | -8.6\% | -17.2\% | -25.1\% | -19.8\% | -20.0\% | -9.4\% | -12.8\% | -11.4\% | -5.7\% | -9.9\% | -10.1\% | -8.5\% | -10.0\% |
| Outsourcing and network | 8,669 | 8,281 | 16,950 | 8,100 | 25,050 | 9,043 | 17,143 | 34,093 | 7,456 | 7,922 | 15,378 | 7,316 | 22,694 | 7,720 | 15,036 | 30,414 |
| Composition | 48.6\% | 31.1\% | 38.1\% | 47.8\% | 40.8\% | 30.6\% | 36.9\% | 37.5\% | 46.1\% | 34.1\% | 39.0\% | 45.8\% | 41.0\% | 29.1\% | 35.3\% | 37.1\% |
| YOY change | +1.2\% | -10.5\% | -4.9\% | -6.8\% | -5.5\% | -1.6\% | -4.1\% | -4.5\% | -14.0\% | -4.3\% | -9.3\% | -9.7\% | -9.4\% | -14.6\% | -12.3\% | -10.8\% |
| Software development | 7,355 | 15,337 | 22,692 | 7,238 | 29,930 | 17,097 | 24,335 | 47,027 | 7,083 | 12,702 | 19,785 | 7,110 | 26,895 | 14,562 | 21,672 | 41,457 |
| Composition | 41.2\% | 57.6\% | 51.0\% | 42.7\% | 48.7\% | 57.8\% | 52.3\% | 51.7\% | 43.8\% | 54.7\% | 50.2\% | 44.5\% | 48.6\% | 54.8\% | 50.9\% | $50.6{ }^{\circ}$ |
| YOY change | -22.4\% | -31.9\% | -29.1\% | -1.6\% | -23.9\% | -36.4\% | -28.9\% | -29.0\% | -3.7\% | -17.2\% | -12.8\% | -1.8\% | -10.1\% | -14.8\% | -10.9\% | -11.8\% |
| Solution services | 1,822 | 3,008 | 4,830 | 1,604 | 6,434 | 3,427 | 5,031 | 9,861 | 1,582 | 2,512 | 4,094 | 1,487 | 5,581 | 4,222 | 5,709 | 9,803 |
| Composition | 10.2\% | 11.3\% | 10.9\% | 9.5\% | 10.5\% | 11.6\% | 10.8\% | 10.8\% | 9.8\% | 10.8\% | 10.4\% | 9.3\% | 10.1\% | 15.9\% | 13.4\% | 12.0\% |
| YOY change | -29.5\% | -7.9\% | -17.4\% | -35.7\% | -22.9\% | +0.2\% | -14.9\% | -16.2\% | -13.2\% | -16.5\% | -15.2\% | -7.3\% | -13.3\% | +23.2\% | +13.5\% | -0.6\% |
| Other business |  |  | - |  | - | - | - |  | 56 | 75 | 131 | 57 | 188 | 68 | 125 | 256 |
| Composition |  |  | - |  |  |  |  |  | 0.3\% | 0.3\% | 0.3\% | 0.4\% | 0.3\% | 0.3\% | 0.3\% | 0.3\% |
| YOY change |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating income (loss) | (70) | 2,094 | 2,024 | $(1,014)$ | 1,010 | 4,018 | 3,004 | 5,028 | $(1,703)$ | 3,087 | 1,384 | (879) | 505 | 4,020 | 3,141 | 4,525 |
| Composition | (0.4\%) | 7.9\% | $4.6 \%$ | (6.0\%) | 1.6\% | 13.6\% | 6.5\% | 5.5\% | (10.5\%) | 13.3\% | 3.5\% | (5.5\%) | 0.9\% | 15.1\% | 7.4\% | 5.5\% |
| YOY change |  | -46.1\% | -7.2\% |  | -47.9\% | -27.4\% | -43.3\% | -32.8\% |  | +47.4\% | -31.6\% |  | -50.0\% | +0.0\% | +4.6\% | -10.0\% |
| Recurring profit (loss) | 143 | 2,119 | 2,262 | (828) | 1,434 | 3,942 | 3,114 | 5,376 | $(1,475)$ | 3,085 | 1,610 | (903) | 707 | 3,952 | 3,049 | 4,659 |
| Composition | 0.8\% | 8.0\% | 5.1\% | (4.9\%) | 2.3\% | 13.3\% | 6.7\% | 5.9\% | (9.1\%) | 13.3\% | 4.1\% | (5.7\%) | 1.3\% | 14.9\% | 7.2\% | 5.7\% |
| YOY change |  | -46.8\% | -26.2\% |  | -47.0\% | -24.3\% | -35.8\% | -32.0\% |  | +45.6\% | -28.8\% |  | -50.7\% | +0.3\% | -2.1\% | -13.3\% |
| Net income (loss) | 121 | 1,247 | 1,368 | (716) | 652 | 2,648 | 1,932 | 3,300 | $(1,602)$ | 1,815 | 213 | (404) | (191) | 2,197 | 1,793 | 2,006 |
| Composition | 0.7\% | 4.7\% | 3.1\% | (4.2\%) | 1.1\% | 9.0\% | 4.2\% | 3.6\% | (9.9\%) | 7.8\% | 0.5\% | (2.5\%) | (0.3\%) | 8.3\% | 4.2\% | 2.4\% |
| YOY change |  | -68.8\% | -35.0\% |  | +10.5\% | +38.1\% | +380.6\% | +31.6\% |  | +45.5\% | -84.4\% |  |  | -17.0\% | -7.2\% | -39.2\% |


| TIS, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 17,338 | 26,223 | 43,561 | 16,478 | 60,039 | 29,016 | 45,494 | 89,055 | 15,685 | 22,674 | 38,359 | 15,448 | 53,807 | 26,122 | 41,570 | 79,929 |
| YOY change | -13.9\% | -24.2\% | -20.4\% | -8.3\% | -17.4\% | -25.6\% | -20.2\% | -20.3\% | -9.5\% | -13.5\% | -11.9\% | -6.3\% | -10.4\% | -10.0\% | -8.6\% | -10.2\% |
| Outsourcing and network | 8,194 | 7,868 | 16,062 | 7,674 | 23,736 | 8,534 | 16,208 | 32,270 | 7,118 | 7,439 | 14,557 | 6,925 | 21,482 | 7,303 | 14,228 | 28,785 |
| Composition | 47.3\% | 30.0\% | 36.9\% | 46.6\% | 39.5\% | 29.4\% | 35.6\% | 36.2\% | 45.4\% | 32.8\% | 37.9\% | 44.8\% | 39.9\% | 28.0\% | $34.2 \%$ | 36.0\% |
| YOY change | +0.5\% | -11.3\% | -5.6\% | -6.0\% | -5.8\% | -2.8\% | -4.3\% | -5.0\% | -13.1\% | -5.5\% | -9.4\% | -9.8\% | -9.5\% | -14.4\% | -12.2\% | -10.8\% |
| Software development | 7,321 | 15,376 | 22,697 | 7,169 | 29,866 | 17,056 | 24,225 | 46,922 | 6,982 | 12,723 | 19,705 | 7,036 | 26,741 | 14,599 | 21,635 | 41,340 |
| Composition | 42.2\% | 58.6\% | 52.1\% | 43.5\% | 49.7\% | 58.8\% | 53.2\% | 52.7\% | 44.5\% | 56.1\% | 51.4\% | 45.5\% | 49.7\% | 55.9\% | 52.0\% | 51.7\% |
| YOY change | -22.1\% | -31.6\% | -28.8\% | -2.0\% | -23.8\% | -36.4\% | -29.0\% | -28.9\% | -4.6\% | -17.3\% | -13.2\% | -1.9\% | -10.5\% | -14.4\% | -10.7\% | -11.9\% |
| Solution services | 1,822 | 2,979 | 4,801 | 1,635 | 6,436 | 3,426 | 5,061 | 9,862 | 1,584 | 2,512 | 4,096 | 1,487 | 5,583 | 4,221 | 5,708 | 9,804 |
| Composition | 10.5\% | 11.4\% | 11.0\% | 9.9\% | 10.7\% | 11.8\% | 11.1\% | 11.1\% | 10.1\% | 11.1\% | 10.7\% | 9.6\% | 10.4\% | 16.2\% | 13.7\% | 12.3\% |
| YOY change | -29.5\% | -8.8\% | -17.9\% | -34.5\% | -22.9\% | +0.2\% | -14.4\% | -16.2\% | -13.1\% | -15.7\% | -14.7\% | -9.1\% | -13.3\% | +23.2\% | +12.8\% | -0.6\% |
| Cost of sales | 14,847 | 21,447 | 36,294 | 15,037 | 51,331 | 22,401 | 37,438 | 73,732 | 14,576 | 16,851 | 31,427 | 13,424 | 44,851 | 19,387 | 32,811 | 64,238 |
| Composition | 85.6\% | 81.8\% | 83.3\% | 91.3\% | 85.5\% | 77.2\% | 82.3\% | 82.8\% | 92.9\% | 74.3\% | 81.9\% | 86.9\% | 83.4\% | $74.2 \%$ | 78.9\% | 80.4\% |
| YOY change | -23.2\% | -25.2\% | -24.4\% | -4.0\% | -19.4\% | -27.3\% | -19.4\% | -22.0\% | -1.8\% | -21.4\% | -13.4\% | -10.7\% | -12.6\% | -13.5\% | -12.4\% | -12.9\% |
| Gross profit | 2,490 | 4,777 | 7,267 | 1,441 | 8,708 | 6,614 | 8,055 | 15,322 | 1,109 | 5,823 | 6,932 | 2,024 | 8,956 | 6,734 | 8,758 | 15,690 |
| Composition | 14.4\% | 18.2\% | 16.7\% | 8.7\% | 14.5\% | 22.8\% | 17.7\% | 17.2\% | 7.1\% | 25.7\% | 18.1\% | 13.1\% | 16.6\% | 25.8\% | 21.1\% | $19.6{ }^{\circ}$ |
| YOY change | +211.6\% | -19.5\% | +7.9\% | -37.8\% | -3.8\% | -19.4\% | -23.5\% | -11.2\% | -55.5\% | +21.9\% | -4.6\% | +40.5\% | +2.8\% | +1.8\% | +8.7\% | +2.4\% |
| Selling, general and administrative expenses | 2,642 | 2,913 | 5,555 | 2,601 | 8,156 | 2,775 | 5,376 | 10,931 | 2,835 | 2,849 | 5,684 | 3,030 | 8,714 | 2,884 | 5,914 | 11,598 |
| Composition | 15.2\% | 11.1\% | 12.8\% | 15.8\% | 13.6\% | 9.6\% | 11.8\% | 12.3\% | 18.1\% | $12.6 \%$ | 14.8\% | 19.6\% | 16.2\% | 11.0\% | 14.2\% | 14.5\% |
| YOY change | +4.4\% | +5.3\% | +4.9\% | -9.1\% | -0.0\% | -10.3\% | -9.7\% | -2.9\% | +7.3\% | -2.2\% | +2.3\% | +16.5\% | +6.8\% | +3.9\% | +10.0\% | +6.1\% |
| Operating income (loss) | (152) | 1,863 | 1,711 | $(1,160)$ | 551 | 3,840 | 2,680 | 4,391 | (1,726) | 2,973 | 1,247 | $(1,005)$ | 242 | 3,850 | 2,845 | 4,092 |
| Composition | (0.9\%) | 7.1\% | 3.9\% | (7.0\%) | 0.9\% | 13.2\% | 5.9\% | 4.9\% | (11.0\%) | 13.1\% | 3.3\% | (6.5\%) | 0.4\% | 14.7\% | 6.8\% | 5.1\% |
| YOY change |  | -41.1\% | +19.3\% |  | -38.0\% | -24.9\% | -41.3\% | -26.8\% |  | +59.6\% | -27.1\% |  | -56.1\% | +0.3\% | +6.2\% | $-6.8{ }^{\text {\% }}$ |
| Recurring profit (loss) | 52 | 1,887 | 1,939 | (973) | 966 | 3,760 | 2,787 | 4,726 | (452) | 2,916 | 2,464 | $(1,029)$ | 1,435 | 3,778 | 2,749 | 5,213 |
| Composition | 0.3\% | 7.2\% | 4.5\% | (5.9\%) | 1.6\% | 13.0\% | 6.1\% | 5.3\% | (2.9\%) | 12.9\% | 6.4\% | (6.7\%) | 2.7\% | 14.5\% | 6.6\% | 6.5\% |
| YOY change |  | -39.3\% | -13.1\% |  | -56.5\% | -21.5\% | -41.7\% | -32.6\% |  | +54.5\% | +27.1\% |  | +48.6\% | +0.5\% | -1.4\% | +10.3\% |
| Income (loss) before income taxes and | 50 | 1,849 | 1,899 | $(1,453)$ | 446 | 3,660 | 2,207 | 4,106 | $(1,282)$ | 2,982 | 1,700 | (888) | 812 | 2,596 | 1,708 | 3,408 |
| Composition | 0.3\% | 7.1\% | 4.4\% | (8.8\%) | 0.7\% | 12.6\% | 4.9\% | 4.6\% | (8.2\%) | 13.2\% | 4.4\% | (5.7\%) | 1.5\% | 9.9\% | 4.1\% | 4.3\% |
| YOY change |  | -39.8\% | -12.6\% |  | -55.4\% | +14.1\% | +8.5\% | -2.4\% |  | +61.3\% | -10.5\% |  | +82.1\% | -29.1\% | -22.6\% | -17.0\% |
| Net income (loss) | 67 | 1,104 | 1,171 | (693) | 478 | 2,435 | 1,742 | 2,913 | (560) | 1,723 | 1,163 | (479) | 684 | 2,093 | 1,614 | 2,777 |
| Composition | 0.4\% | 4.2\% | 2.7\% | (4.2\%) | 0.8\% | 8.4\% | 3.8\% | 3.3\% | (3.6\%) | 7.6\% | 3.0\% | (3.1\%) | 1.3\% | 8.0\% | 3.9\% | $3.5 \%$ |
| YOY change |  | -39.6\% | -26.3\% |  | -15.1\% | +51.1\% | +197.8\% | +34.0\% |  | +56.1\% | -0.7\% |  | +43.1\% | -14.0\% | -7.3\% | -4.7\% |

(3)TIS, Nonconsolidated Order Status: Software Development

| TIS, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| New order volume during the term | 13,482 | 10,034 | 23,516 | 8,716 | 32,232 | 14,606 | 23,322 | 46,838 | 6,591 | 11,130 | 17,721 | 7,991 | 25,712 | 15,982 | 23,973 | 41,694 |
| YOY change | +144.4\% | -32.8\% | +15.1\% | -40.9\% | -8.4\% | +34.9\% | -8.8\% | +1.8\% | -51.1\% | +10.9\% | -24.6\% | -8.3\% | -20.2\% | +9.4\% | +2.8\% | -11.0\% |
| Order backlog at the end of the term | 23,387 | 18,045 | 18,045 | 19,592 | 19,592 | 17,141 | 17,141 | 17,141 | 16,751 | 15,158 | 15,158 | 16,112 | 16,112 | 17,496 | 17,496 | 17,496 |
| YOY change | -29.9\% | -30.0\% | -30.0\% | -41.0\% | -41.0\% | -0.5\% |  | -0.5\% | -28.4\% | -16.0\% | -16.0\% | -17.8\% | -17.8 |  |  |  |


| TIS, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2 nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year |
| Capital expenditures | 926 | 1,221 | 2,147 | 780 | 2,927 | 1,002 | 1,782 | 3,929 | 659 | 2,362 | 3,021 | 2,480 | 5,501 | 4,336 | 6,816 | 9,837 |
| Depreciation | 642 | 665 | 1,307 | 679 | 1,986 | 696 | 1,375 | 2,682 | 684 | 665 | 1,349 | 747 | 2,096 | 410 | 1,157 | 2,506 |
| Research and development expenses | 27 | 15 | 42 | 37 | 79 | 19 | 56 | 98 | 42 | 55 | 97 | 57 | 154 | 66 | 123 | 220 |
| Number of Employees at the end of the term | 3,036 | 3,029 | 3,029 | 3,017 | 3,017 | 2,996 | 2,996 | 2,996 | 3,185 | 3,162 | 3,162 | 3,139 | 3,139 | 3,089 | 3,089 | 3,089 |

## 3. INTEC Group

(1)INTEC, Consolidated Quarterly Performance

| INTEC, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 25,170 | 26,585 | 51,755 | 24,098 | 75,853 | 33,627 | 57,725 | 109,480 | 23,000 | 25,873 | 48,873 | 23,430 | 72,303 | 30,874 | 54,304 | 103,177 |
| YOY change |  |  |  |  |  |  |  |  | -8.6\% | -2.7\% | -5.6\% | -2.8\% | -4.7\% | -8.2\% | -5.9\% | -5.8\% |
| Outsourcing and network | 9,876 | 9,829 | 19,705 | 9,533 | 29,238 | 10,464 | 19,997 | 39,702 | 9,326 | 9,602 | 18,928 | 9,155 | 28,083 | 9,730 | 18,885 | 37,813 |
| Composition | 39.2\% | 37.0\% | 38.1\% | 39.6\% | 38.5\% | 31.1\% | 34.6\% | 36.3\% | 40.5\% | 37.1\% | 38.7\% | 39.1\% | 38.8\% | 31.5\% | 34.8\% | 36.6\% |
| YOY change |  |  |  |  |  |  |  |  | -5.6\% | -2.3\% | -3.9\% | -4.0\% | -4.0\% | -7.0\% | -5.6\% | -4.8\% |
| Software development | 11,601 | 14,355 | 25,956 | 11,293 | 37,249 | 19,735 | 31,028 | 56,984 | 10,937 | 13,431 | 24,368 | 11,336 | 35,704 | 17,008 | 28,344 | 52,712 |
| Composition | 46.1\% | 54.0\% | 50.2\% | 46.9\% | 49.1\% | 58.7\% | 53.8\% | 52.0\% | 47.6\% | 51.9\% | 49.9\% | 48.4\% | 49.4\% | 55.1\% | 52.2\% | 51.1\% |
| YOY change |  |  |  |  |  |  |  |  | -5.7\% | -6.4\% | -6.1\% | +0.4\% | -4.1\% | -13.8\% | -8.7\% | -7.5\% |
| Solution services | 2,507 | 1,442 | 3,949 | 1,750 | 5,699 | 2,304 | 4,054 | 8,003 | 1,435 | 1,707 | 3,142 | 1,745 | 4,887 | 2,863 | 4,608 | 7,750 |
| Composition | 10.0\% | 5.4\% | 7.6\% | 7.3\% | 7.5\% | 6.9\% | 7.0\% | 7.3\% | 6.2\% | 6.6\% | 6.4\% | 7.4\% | 6.8\% | 9.3\% | 8.5\% | 7.5\% |
| YOY change |  |  |  |  |  |  |  |  | -42.8\% | +18.4\% | -20.4\% | -0.3\% | -14.2\% | +24.3\% | +13.7\% | -3.2\% |
| Other business | 1,186 | 957 | 2,143 | 1,525 | 3,668 | 1,121 | 2,646 | 4,789 | 1,302 | 1,132 | 2,434 | 1,194 | 3,628 | 1,274 | 2,468 | 4,902 |
| Composition | 4.7\% | 3.6\% | 4.1\% | 6.3\% | 4.8\% | 3.3\% | 4.6\% | 4.4\% | 5.7\% | 4.4\% | 5.0\% | 5.1\% | 5.0\% | 4.1\% | 4.5\% | 4.8\% |
| YOY change |  |  |  |  |  |  |  |  | +9.8\% | +18.3\% | +13.6\% | -21.7\% | -1.1\% | +13.6\% | -6.7\% | +2.4\% |
| Operating income | 676 | 1,610 | 2,286 | 1,214 | 3,500 | 3,162 | 4,376 | 6,662 | 518 | 1,397 | 1,915 | 413 | 2,328 | 2,095 | 2,508 | 4,423 |
| Composition | 2.7\% | 6.1\% | 4.4\% | 5.0\% | 4.6\% | 9.4\% | 7.6\% | 6.1\% | 2.3\% | 5.4\% | 3.9\% | 1.8\% | 3.2\% | 6.8\% | 4.6\% | 4.3\% |
| YOY change |  |  |  |  |  |  |  |  | -23.4\% | -13.2\% | -16.2\% | -66.0\% | -33.5\% | -33.7\% | -42.7\% | -33.6\% |
| Recurring profit | 503 | 1,316 | 1,819 | 1,210 | 3,029 | 2,855 | 4,065 | 5,884 | 432 | 1,326 | 1,758 | 126 | 1,884 | 2,089 | 2,215 | 3,973 |
| Composition | 2.0\% | 5.0\% | 3.5\% | 5.0\% | 4.0\% | 8.5\% | 7.0\% | 5.4\% | 1.9\% | 5.1\% | 3.6\% | 0.5\% | 2.6\% | 6.8\% | 4.1\% | 3.9\% |
| YOY change |  |  |  |  |  |  |  |  | -14.1\% | +0.8\% | -3.4\% | -89.6\% | -37.8\% | -26.8\% | -45.5\% | -32.5\% |
| Net income (loss) | 992 | 958 | 1,950 | $(1,072)$ | 878 | 2,738 | 1,666 | 3,616 | 21 | 1,096 | 1,117 | (38) | 1,079 | 820 | 782 | 1,899 |
| Composition | 3.9\% | 3.6\% | 3.8\% | (4.4\%) | 1.2\% | 8.1\% | 2.9\% | 3.3\% | 0.1\% | 4.2\% | 2.3\% | (0.2\%) | 1.5\% | 2.7\% | 1.4\% | 1.8\% |
| YOY change |  |  |  |  |  |  |  |  | -97.9\% | +14.4\% | -42.7\% |  | +22.9\% | -70.1\% | -53.1\% | -47.5\% |


| INTEC, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 20,663 | 22,506 | 43,169 | 20,455 | 63,624 | 29,528 | 49,983 | 93,152 | 19,309 | 22,246 | 41,555 | 20,181 | 61,736 | 27,670 | 47,851 | 89,406 |
| YOY change | +6.7\% | -12.3\% | -4.1\% | -8.9\% | -5.7\% | +1.4\% | -3.1\% | -3.6\% | -6.6\% | -1.2\% | -3.7\% | -1.3\% | -3.0\% | -6.3\% | -4.3\% | -4.0\% |
| Outsourcing and network | 7,205 | 7,296 | 14,501 | 7,359 | 21,860 | 8,455 | 15,814 | 30,315 | 7,436 | 7,768 | 15,204 | 7,539 | 22,743 | 7,970 | 15,509 | 30,713 |
| Composition | 34.9\% | 32.4\% | 33.6\% | 36.0\% | 34.4\% | 28.6\% | 31.6\% | 32.5\% | 38.5\% | 34.9\% | 36.6\% | 37.4\% | 36.8\% | 28.8\% | 32.4\% | 34.4\% |
| YOY change | -5.6\% | -7.2\% | -6.4\% | +0.1\% | -4.3\% | +6.5\% | +3.4\% | -1.5\% | +3.2\% | +6.5\% | +4.8\% | +2.4\% | +4.0\% | -5.7\% | -1.9\% | +1.3\% |
| Software development | 10,784 | 13,260 | 24,044 | 11,242 | 35,286 | 18,571 | 29,813 | 53,857 | 10,387 | 12,755 | 23,142 | 10,730 | 33,872 | 16,645 | 27,375 | 50,517 |
| Composition | 52.2\% | 58.9\% | 55.7\% | 55.0\% | $55.5 \%$ | 62.9\% | 59.6\% | 57.8\% | 53.8\% | 57.3\% | 55.7\% | 53.2\% | 54.9\% | 60.2\% | 57.2\% | $56.5 \%$ |
| YOY change | +3.8\% | -11.9\% | -5.5\% | -15.0\% | -8.7\% | -0.3\% | -6.4\% | -6.0\% | -3.7\% | -3.8\% | -3.8\% | -4.6\% | -4.0\% | -10.4\% | -8.2\% | -6.2\% |
| Solution services | 2,673 | 1,950 | 4,623 | 1,854 | 6,477 | 2,502 | 4,356 | 8,979 | 1,484 | 1,724 | 3,208 | 1,912 | 5,120 | 3,055 | 4,967 | 8,175 |
| Composition | 12.9\% | 8.7\% | 10.7\% | 9.1\% | 10.2\% | 8.5\% | 8.7\% | 9.6\% | 7.7\% | 7.7\% | 7.7\% | 9.5\% | 8.3\% | 11.0\% | 10.4\% | 9.1\% |
| YOY change | +99.2\% | -29.2\% | +12.9\% | -1.6\% | +8.3\% | -2.5\% | -2.1\% | +5.1\% | -44.5\% | -11.6\% | -30.6\% | +3.1\% | -21.0\% | +22.1\% | +14.0\% | -9.0\% |
| Cost of sales | 18,567 | 19,206 | 37,773 | 17,561 | 55,334 | 24,840 | 42,401 | 80,174 | 17,098 | 19,173 | 36,271 | 18,200 | 54,471 | 23,928 | 42,128 | 78,399 |
| Composition | 89.9\% | 85.3\% | 87.5\% | 85.9\% | 87.0\% | 84.1\% | 84.8\% | 86.1\% | 88.5\% | 86.2\% | 87.3\% | $90.2 \%$ | 88.2\% | 86.5\% | 88.0\% | 87.7\% |
| YOY change | +6.8\% | -10.9\% | -3.0\% | -11.8\% | -6.0\% | +1.2\% | -4.6\% | -3.8\% | -7.9\% | -0.2\% | -4.0\% | +3.6\% | -1.6\% | -3.7\% | -0.6\% | $-2.2 \%$ |
| Gross profit | 2,096 | 3,300 | 5,396 | 2,894 | 8,290 | 4,687 | 7,581 | 12,977 | 2,211 | 3,073 | 5,284 | 1,981 | 7,265 | 3,741 | 5,722 | 11,006 |
| Composition | 10.1\% | 14.7\% | 12.5\% | 14.1\% | 13.0\% | 15.9\% | 15.2\% | 13.9\% | 11.5\% | 13.8\% | 12.7\% | 9.8\% | 11.8\% | 13.5\% | 12.0\% | 12.3\% |
| YOY change | +5.6\% | -19.9\% | -11.6\% | +13.4\% | $-4.2 \%$ | +2.1\% | +6.2\% | -2.0\% | +5.5\% | -6.9\% | -2.1\% | -31.5\% | $-12.4 \%$ | -20.2\% | -24.5\% | -15.2\% |
| Selling, general and administrative | 1,753 | 1,873 | 3,626 | 1,755 | 5,381 | 1,908 | 3,663 | 7,289 | 1,858 | 1,990 | 3,848 | 1,788 | 5,636 | 1,993 | 3,781 | 7,629 |
| Composition | 8.5\% | 8.3\% | 8.4\% | 8.6\% | 8.5\% | 6.5\% | 7.3\% | 7.8\% | 9.6\% | 8.9\% | 9.3\% | 8.9\% | 9.1\% | $7.2 \%$ | 7.9\% | 8.5\% |
| YOY change | +2.5\% | +1.4\% | +1.9\% | +4.3\% | +2.7\% | +3.5\% | +3.9\% | +2.9\% | +6.0\% | +6.2\% | +6.1\% | +1.9\% | +4.7\% | +4.5\% | +3.2\% | +4.7\% |
| Operating income | 343 | 1,426 | 1,769 | 1,139 | 2,908 | 2,779 | 3,918 | 5,687 | 353 | 1,083 | 1,436 | 192 | 1,628 | 1,749 | 1,941 | 3,377 |
| Composition | 1.7\% | 6.3\% | 4.1\% | 5.6\% | 4.6\% | 9.4\% | 7.8\% | 6.1\% | 1.8\% | 4.9\% | 3.5\% | 1.0\% | 2.6\% | 6.3\% | 4.1\% | 3.8\% |
| YOY change | +25.6\% | -37.2\% | -30.5\% | +31.1\% | -14.8\% | +1.2\% | +8.4\% | -7.6\% | +2.9\% | -24.1\% | -18.8\% | -83.1\% | -44.0\% | -37.1\% | -50.5\% | -40.6\% |
| Recurring profit (loss) | 216 | 1,177 | 1,393 | 950 | 2,343 | 2,586 | 3,536 | 4,929 | 365 | 1,014 | 1,379 | (19) | 1,360 | 1,603 | 1,584 | 2,963 |
| Composition | 1.0\% | 5.2\% | 3.2\% | 4.6\% | 3.7\% | 8.8\% | 7.1\% | 5.3\% | 1.9\% | 4.6\% | 3.3\% | (0.1\%) | 2.2\% | 5.8\% | 3.3\% | 3.3\% |
| YOY change | +45.9\% | -42.0\% | -36.0\% | +41.4\% | -17.7\% | -5.7\% | +3.5\% | -11.8\% | +69.0\% | -13.8\% | -1.0\% |  | -42.0\% | -38.0\% | -55.2\% | -39.9\% |
| Income (loss) before income taxes and | 231 | 1,084 | 1,315 | 220 | 1,535 | 2,059 | 2,279 | 3,594 | 194 | 300 | 494 | (277) | 217 | 1,273 | 996 | 1,490 |
| Composition | 1.1\% | 4.8\% | 3.0\% | 1.1\% | 2.4\% | 7.0\% | 4.6\% | 3.9\% | 1.0\% | 1.3\% | $1.2 \%$ | (1.4\%) | 0.4\% | 4.6\% | 2.1\% | 1.7\% |
| YOY change | +788.5\% | -32.2\% | -19.1\% | -57.5\% | -28.4\% | -20.1\% | -26.3\% | -23.8\% | -16.0\% | -72.3\% | -62.4\% |  | -85.9\% | -38.2\% | $-56.3 \%$ | -58.5\% |
| Net income (loss) | 125 | 611 | 736 | (2) | 734 | 1,013 | 1,011 | 1,747 | 110 | 201 | 311 | (293) | 18 | 556 | 263 | 574 |
| Composition | 0.6\% | 2.7\% | 1.7\% | (0.0\%) | 1.2\% | 3.4\% | 2.0\% | 1.9\% | 0.6\% | 0.9\% | 0.7\% | (1.5\%) | 0.0\% | 2.0\% | 0.5\% | 0.6\% |
| YOY change |  | -29.1\% | -14.3\% |  | -39.9\% | -46.8\% | -55.4\% | -44.1\% | -12.0\% | -67.1\% | -57.7\% |  | -97.5\% | -45.1\% | -74.0\% | -67.1\% |

(3)INTEC, Nonconsolidated Order Status: Software Development

| INTEC, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| New order volume during the term | 14,504 | 10,311 | 24,815 | 13,714 | 38,529 | 12,901 | 26,615 | 51,430 | 13,661 | 11,612 | 25,273 | 12,480 | 37,753 | 12,966 | 25,446 | 50,719 |
| YOY change | -19.1\% | -15.1\% | -17.5\% | -8.7\% | -14.6\% | -1.0\% | -5.1\% | -11.5\% | -5.8\% | +12.6\% | +1.8\% | -9.0\% | -2.0\% | +0.5\% | -4.4\% | -1.4\% |
| Order backlog at the end of the term | 21,396 | 18,446 | 18,446 | 20,918 | 20,918 | 15,248 | 15,248 | 15,248 | 18,522 | 17,380 | 17,380 | 19,129 | 19,129 | 15,450 | 15,450 | 15,450 |
| YOY change | -12.2\% | -14.1\% | -14.1\% | -10.1\% | -10.1\% | -13.7\% | -13.7\% | -13.7\% | -13.4\% | -5.8\% | -5.8\% | -8.6\% | -8.6\% | +1.3\% | +1.3\% | +1.3\% |


| INTEC, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year |
| Capital expenditures | 2,553 | 859 | 3,412 | 1,286 | 4,698 | 1,845 | 3,131 | 6,543 | 499 | 3,397 | 3,896 | 557 | 4,453 | 621 | 1,178 | 5,074 |
| Depreciation | 576 | 566 | 1,142 | 570 | 1,712 | 625 | 1,195 | 2,337 | 693 | 823 | 1,516 | 910 | 2,426 | 955 | 1,865 | 3,381 |
| Research and development expenses | 81 | 303 | 384 | 70 | 454 | 272 | 342 | 726 | 58 | 292 | 350 | 55 | 405 | 303 | 358 | 708 |
| Number of Employees at the end of the term | 3,330 | 3,297 | 3,297 | 3,353 | 3,353 | 3,335 | 3,335 | 3,335 | 3,498 | 3,468 | 3,468 | 3,441 | 3,441 | 3,418 | 3,418 | 3,418 |

(1)SORUN, Consolidated Quarterly Performance

| SORUN, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 11,316 | 11,600 | 22,916 | 10,034 | 32,950 | 14,035 | 24,069 | 46,985 | 9,194 | 11,941 | 21,135 | 10,195 | 31,330 | 14,457 | 24,652 | 45,787 |
| YOY change | -12.6\% | -35.6\% | -26.0\% | -24.3\% | -25.5\% | -18.3\% | -20.9\% | -23.5\% | -18.8\% | +2.9\% | -7.8\% | +1.6\% | -4.9\% | +3.0\% | +2.4\% | -2.5\% |
| Outsourcing and network | 2,359 | 2,389 | 4,748 | 2,368 | 7,116 | 3,093 | 5,461 | 10,209 | 2,207 | 2,254 | 4,461 | 2,565 | 7,026 | 2,862 | 5,427 | 9,888 |
| Composition | 20.8\% | 20.6\% | 20.7\% | 23.6\% | 21.6\% | 22.0\% | 22.7\% | 21.7\% | 24.0\% | 18.9\% | 21.1\% | $25.2 \%$ | 22.4\% | 19.8\% | 22.0\% | 21.6\% |
| YOY change | -18.5\% | -19.8\% | -19.2\% | -0.8\% | -13.9\% | -8.6\% | -5.4\% | -12.3\% | -6.4\% | -5.7\% | -6.0\% | +8.3\% | -1.3\% | -7.5\% | -0.6\% | -3.1\% |
| Software development | 8,273 | 8,475 | 16,748 | 7,074 | 23,822 | 9,925 | 16,999 | 33,747 | 6,373 | 8,912 | 15,285 | 7,219 | 22,504 | 10,057 | 17,276 | 32,561 |
| Composition | 73.1\% | 73.1\% | 73.1\% | 70.5\% | 72.3\% | 70.7\% | 70.6\% | 71.8\% | 69.3\% | 74.6\% | 72.3\% | 70.8\% | 71.8\% | 69.6\% | 70.1\% | 71.1\% |
| YOY change | -10.8\% | -39.7\% | -28.2\% | -27.6\% | -28.1\% | -22.0\% | -24.4\% | -26.4\% | -23.0\% | +5.2\% | -8.7\% | +2.0\% | -5.5\% | +1.3\% | +1.6\% | -3.5\% |
| Solution services | 567 | 619 | 1,186 | 485 | 1,671 | 935 | 1,420 | 2,606 | 531 | 702 | 1,233 | 343 | 1,576 | 1,446 | 1,789 | 3,022 |
| Composition | 5.0\% | 5.3\% | 5.2\% | 4.8\% | 5.1\% | 6.7\% | 5.9\% | 5.5\% | 5.8\% | 5.9\% | 5.8\% | 3.4\% | 5.0\% | 10.0\% | 7.3\% | 6.6\% |
| YOY change | -12.2\% | -29.3\% | -22.1\% | -49.3\% | -32.6\% | $-2.4 \%$ | -25.8\% | -24.2\% | -6.3\% | +13.4\% | +4.0\% | -29.3\% | -5.7\% | +54.7\% | +26.0\% | +16.0\% |
| Other business | 116 | 118 | 234 | 107 | 341 | 80 | 187 | 421 | 82 | 73 | 155 | 68 | 223 | 92 | 160 | 315 |
| Composition | 1.0\% | 1.0\% | 1.0\% | 1.1\% | 1.0\% | 0.6\% | 0.8\% | 0.9\% | 0.9\% | 0.6\% | 0.7\% | 0.7\% | 0.7\% | 0.6\% | 0.6\% | 0.7\% |
| YOY change | -10.1\% | +8.3\% | -1.7\% | -15.7\% | -6.6\% | -36.0\% | -25.8\% | -14.1\% | -29.3\% | -38.1\% | -33.8\% | -36.4\% | -34.6\% | +15.0\% | -14.4\% | -25.26 |
| Operating income (loss) | (53) | 658 | 605 | (519) | 86 | 1,457 | 938 | 1,543 | (574) | 622 | 48 | (53) | (5) | 1,099 | 1,046 | 1,094 |
| Composition | (0.5\%) | 5.7\% | 2.6\% | (5.2\%) | 0.3\% | 10.4\% | 3.9\% | 3.3\% | (6.2\%) | 5.2\% | 0.2\% | (0.5\%) | (0.0\%) | 7.6\% | 4.2\% | 2.4\% |
| YOY change |  | -24.7\% | -49.1\% |  | -93.7\% | -22.8\% | -54.5\% | -52.6\% |  | -5.5\% | -92.1\% |  |  | -24.6\% | +11.5\% | -29.1\% |
| Recurring profit (loss) | (106) | 701 | 595 | (660) | (65) | 1,443 | 783 | 1,378 | (603) | 662 | 59 | (44) | 15 | 1,105 | 1,061 | 1,120 |
| Composition | (0.9\%) | 6.0\% | 2.6\% | (6.6\%) | (0.2\%) | 10.3\% | 3.3\% | 2.9\% | (6.6\%) | 5.5\% | 0.3\% | (0.4\%) | 0.0\% | 7.6\% | 4.3\% | 2.4\% |
| YOY change |  | -17.9\% | -46.7\% |  |  | -25.3\% | -62.0\% | -56.6\% |  | -5.6\% | -90.1\% |  |  | -23.4\% | +35.5\% | -18.7\%) |
| Net income (loss) | (121) | 394 | 273 | (502) | (229) | 832 | 330 | 603 | (502) | 395 | (107) | (63) | (170) | (390) | (453) | (560) |
| Composition | (1.1\%) | 3.4\% | 1.2\% | (5.0\%) | (0.7\%) | 5.9\% | 1.4\% | 1.3\% | (5.5\%) | 3.3\% | (0.5\%) | (0.6\%) | (0.5\%) | (2.7\%) | (1.8\%) | (1.2\%) |
| YOY change |  | -36.0\% | -48.0\% |  |  | -44.5\% | -75.7\% | -68.0\% |  | +0.3\% |  |  |  |  |  |  |

*The above figures, 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.

| SORUN, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 2 nd half | Full year |
| Net sales | 9,626 | 9,595 | 19,221 | 8,345 | 27,566 | 11,809 | 20,154 | 39,375 | 7,571 | 10,093 | 17,664 | 8,429 | 26,093 | 12,204 | 20,633 | 38,297 |
| YOY change | -10.2\% | -37.9\% | -26.6\% | -24.2\% | -25.9\% | -20.6\% | -22.1\% | -24.4\% | -21.3\% | +5.2\% | -8.1\% | +1.0\% | $-5.3 \%$ | +3.3\% | +2.4\% | -2.7\% |
| Outsourcing and network | 1,899 | 1,807 | 3,706 | 1,908 | 5,614 | 2,601 | 4,509 | 8,215 | 1,731 | 1,781 | 3,512 | 1,656 | 5,168 | 3,021 | 4,677 | 8,189 |
| Composition | 19.7\% | 18.8\% | 19.3\% | 22.9\% | 20.4\% | 22.0\% | 22.4\% | 20.9\% | 22.9\% | 17.6\% | 19.9\% | 19.6\% | 19.8\% | 24.8\% | 22.7\% | 21.4\% |
| YOY change | -17.4\% | -23.6\% | -20.5\% | +6.1\% | -13.1\% | -9.3\% | -3.4\% | -12.0\% | -8.8\% | -1.4\% | -5.2\% | -13.2\% | -7.9\% | +16.1\% | +3.7\% | -0.3\% |
| Software development | 7,279 | 7,239 | 14,518 | 6,075 | 20,593 | 8,575 | 14,650 | 29,168 | 5,472 | 7,812 | 13,284 | 6,180 | 19,464 | 8,653 | 14,833 | 28,117 |
| Composition | 75.6\% | 75.4\% | 75.5\% | 72.8\% | 74.7\% | 72.6\% | 72.7\% | 74.1\% | 72.3\% | 77.4\% | 75.2\% | 73.3\% | 74.6\% | 70.9\% | 71.9\% | 73.4\% |
| YOY change | -9.0\% | -42.2\% | -29.2\% | -27.8\% | -28.8\% | -23.2\% | -25.2\% | -27.2\% | -24.8\% | +7.9\% | -8.5\% | +1.7\% | -5.5\% | +0.9\% | +1.2\% | -3.6\% |
| Solution services | 448 | 548 | 996 | 363 | 1,359 | 632 | 995 | 1,991 | 368 | 501 | 869 | 592 | 1,461 | 529 | 1,121 | 1,990 |
| Composition | 4.7\% | 5.7\% | $5.2^{2 \%}$ | 4.3\% | 4.9\% | 5.4\% | 4.9\% | 5.1\% | 4.9\% | 5.0\% | 4.9\% | 7.0\% | 5.6\% | 4.3\% | 5.4\% | 5.2\% |
| YOY change | +5.7\% | -3.9\% | +0.2\% | -54.7\% | -24.3\% | -24.7\% | -39.4\% | -24.4\% | -17.9\% | -8.6\% | -12.8\% | +63.1\% | +7.5\% | -16.3\% | +12.7\% | -0.1\% |
| Cost of sales | 8,092 | 7,583 | 15,675 | 7,393 | 23,068 | 9,172 | 16,565 | 32,240 | 6,406 | 8,157 | 14,563 | 6,955 | 21,518 | 9,809 | 16,764 | 31,327 |
| Composition | 84.1\% | 79.0\% | 81.6\% | 88.6\% | 83.7\% | 77.7\% | 82.2\% | 81.9\% | 84.6\% | 80.8\% | 82.4\% | 82.5\% | 82.5\% | 80.4\% | 81.2\% | 81.8\% |
| YOY change | -7.7\% | -42.5\% | -28.6\% | -21.4\% | -26.4\% | -20.4\% | -20.9\% | -24.8\% | -20.8\% | +7.6\% | -7.1\% | -5.9\% | -6.7\% | +6.9\% | +1.2\% | -2.8\% |
| Gross profit | 1,533 | 2,013 | 3,546 | 952 | 4,498 | 2,637 | 3,589 | 7,135 | 1,165 | 1,936 | 3,101 | 1,473 | 4,574 | 2,395 | 3,868 | 6,969 |
| Composition | 15.9\% | 21.0\% | 18.4\% | 11.4\% | 16.3\% | 22.3\% | 17.8\% | 18.1\% | 15.4\% | 19.2\% | 17.6\% | 17.5\% | 17.5\% | 19.6\% | 18.7\% | 18.2\% |
| YOY change | -21.5\% | -11.2\% | -16.0\% | -40.7\% | -22.8\% | -21.2\% | -27.5\% | -22.2\% | -24.0\% | -3.8\% | -12.5\% | +54.7\% | +1.7\% | -9.2\% | +7.8\% | -2.3\% |
| Selling, general and administrative | 1,495 | 1,422 | 2,917 | 1,410 | 4,327 | 1,450 | 2,860 | 5,777 | 1,546 | 1,426 | 2,972 | 1,553 | 4,525 | 1,550 | 3,103 | 6,075 |
| Composition | 15.5\% | 14.8\% | 15.2\% | 16.9\% | 15.7\% | 12.3\% | $14.2 \%$ | 14.7\% | 20.4\% | 14.1\% | 16.8\% | 18.4\% | 17.3\% | 12.7\% | 15.0\% | 15.9\% |
| YOY change | -7.9\% | -9.9\% | -8.9\% | $-5.2{ }^{\text {\% }}$ | -7.7\% | -7.1\% | -6.2\% | -7.6\% | +3.4\% | +0.3\% | +1.9\% | +10.1\% | +4.6\% | +6.9\% | +8.5\% | +5.2\% |
| Operating income (loss) | 38 | 591 | 629 | (458) | 171 | 1,187 | 729 | 1,358 | (381) | 509 | 128 | (79) | 49 | 844 | 765 | 893 |
| Composition | 0.4\% | 6.2\% | 3.3\% | (5.5\%) | 0.6\% | 10.1\% | 3.6\% | 3.4\% | (5.0\%) | 5.0\% | 0.7\% | (0.9\%) | 0.2\% | 6.9\% | 3.7\% | 2.3\% |
| YOY change | -88.5\% | -14.0\% | -38.2\% |  | -84.9\% | -33.5\% | -61.7\% | $-53.5 \%$ |  | -13.9\% | -79.7\% |  | -71.3\% | -28.9\% | +4.9\% | -34.2\% |
| Recurring profit (loss) | 52 | 583 | 635 | (581) | 54 | 1,094 | 513 | 1,148 | (349) | 508 | 159 | (59) | 100 | 842 | 783 | 942 |
| Composition | 0.5\% | 6.1\% | 3.3\% | (7.0\%) | 0.2\% | 9.3\% | 2.5\% | 2.9\% | (4.6\%) | 5.0\% | 0.9\% | (0.7\%) | 0.4\% | 6.9\% | 3.8\% | 2.5\% |
| YOY change | -85.2\% | -11.7\% | -37.2\% |  | -95.1\% | -37.9\% | -72.4\% | -60.0\% |  | -12.9\% | -75.0\% |  | +85.2\% | -23.0\% | +52.6\% | -17.9\% |
| Income (loss) before income taxes and | 71 | 587 | 658 | (571) | 87 | 1,092 | 521 | 1,179 | (379) | 515 | 136 | (57) | 79 | (569) | (626) | (490) |
| Composition | 0.7\% | 6.1\% | 3.4\% | (6.8\%) | 0.3\% | 9.2\% | 2.6\% | 3.0\% | (5.0\%) | 5.1\% | 0.8\% | (0.7\%) | 0.3\% | (4.7\%) | (3.0\%) | (1.3\%) |
| YOY change | -53.6\% | +0.9\% | -10.5\% |  | -77.2\% | -41.3\% | -65.4\% | -47.4\% |  | -12.3\% | -79.3\% |  | -9.2\% |  |  |  |
| Net income (loss) | 44 | 340 | 384 | (354) | 30 | 620 | 266 | 650 | (298) | 291 | (7) | (54) | (61) | (543) | (597) | (604) |
| Composition | 0.5\% | 3.5\% | 2.0\% | (4.2\%) | 0.1\% | 5.3\% | 1.3\% | 1.7\% | (3.9\%) | 2.9\% | (0.0\%) | (0.6\%) | (0.2\%) | (4.4\%) | (2.9\%) | (1.6\%) |
| YOY change | +91.3\% | -28.0\% | -22.4\% |  | -84.8\% | -52.3\% | -73.5\% | -56.6\% |  | -14.4\% |  |  |  |  |  |  |

(3)SORUN, Nonconsolidated Order Status: Software Development

| SORUN, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year | 1st quarter | 2nd quarter | 1 st half | 3rd quarter | Three quarters | 4th quarter | 2nd half | Full year |
| New order volume during the term | 10,163 | 6,137 | 16,300 | 6,803 | 23,103 | 6,495 | 13,298 | 29,598 | 8,285 | 6,721 | 15,006 | 6,776 | 21,782 | 6,753 | 13,529 | 28,535 |
| YOY change | -17.0\% | -18.2\% | -17.5\% | -29.2\% | -21.3\% | -35.9\% | -32.6\% | -25.0\% | -18.5\% | +9.5\% | -7.9\% | -0.4\% | -5.7\% | +4.0\% | +1.7\% | -3.6\% |
| Order backlog at the end of the term | 5,965 | 4,862 | 4,862 | 5,590 | 5,590 | 3,510 | 3,510 | 3,510 | 6,323 | 5,232 | 5,232 | 5,828 | 5,828 | 3,928 | 3,928 | 3,928 |
| YOY change | -45.5\% | -18.0\% | -18.0\% | -21.5\% | -21.5\% | +13.9\% | +13.9\% | +13.9\% | +6.0\% | +7.6\% | +7.6\% | +4.3\% | +4.3\% | +11.9\% | +11.9\% | +11.9\% |

(4)SORUN, Nonconsolidated, Other

| SORUN, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 |
| Number of Employees at the end of the term | 3,059 | 3,041 | 3,041 | 3,021 | 3,021 | 2,999 | 2,999 | 2,999 | 3,078 | 3,068 | 3,068 | 3,066 | 3,066 | 3,040 | 3,040 | 3,040 |

## 5. UFIT Group

(1)UFIT, Consolidated Quarterly Performance

| UFIT, Consolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 9,408 | 12,545 | 21,953 | 7,672 | 29,625 | 13,081 | 20,753 | 42,706 | 8,253 | 10,151 | 18,404 | 8,057 | 26,461 | 11,912 | 19,969 | 38,373 |
| YOY change | +8.8\% | -2.3\% | +2.2\% | -14.5\% | -2.7\% | -11.5\% | -12.7\% | -5.6\% | -12.3\% | -19.1\% | -16.2\% | +5.0\% | -10.7\% | -8.9\% | -3.8\% | -10.1\% |
| Operating income (loss) | 403 | 940 | 1,343 | (187) | 1,156 | 748 | 561 | 1,904 | (323) | 1,258 | 935 | (134) | 801 | 618 | 484 | 1,419 |
| Composition | 4.3\% | 7.5\% | 6.1\% | (2.4\%) | 3.9\% | 5.7\% | 2.7\% | 4.5\% | (3.9\%) | 12.4\% | 5.1\% | (1.7\%) | 3.0\% | 5.2\% | 2.4\% | 3.7\% |
| YOY change | -54.3\% | -47.5\% | -49.7\% |  | -66.3\% | -51.4\% | -75.6\% | -61.7\% |  | +33.8\% | -30.4\% |  | -30.7\% | -17.4\% | -13.7\% | -25.5\% |
| Recurring profit (loss) | 443 | 937 | 1,380 | (160) | 1,220 | 757 | 597 | 1,977 | (292) | 1,263 | 971 | (107) | 864 | 483 | 376 | 1,347 |
| Composition | 4.7\% | 7.5\% | 6.3\% | (2.1\%) | 4.1\% | 5.8\% | 2.9\% | 4.6\% | (3.5\%) | 12.4\% | 5.3\% | (1.3\%) | 3.3\% | 4.1\% | 1.9\% | 3.5\% |
| YOY change | -52.3\% | -47.8\% | -49.3\% |  | -65.2\% | -51.1\% | -74.4\% | -60.9\% |  | +34.8\% | -29.6\% |  | -29.2\% | -36.2\% | -37.0\% | -31.9\% |
| Net income (loss) | 250 | 493 | 743 | (129) | 614 | 1,413 | 1,284 | 2,027 | (559) | 954 | 395 | (105) | 290 | 16 | (89) | 306 |
| Composition | 2.7\% | 3.9\% | 3.4\% | (1.7\%) | 2.1\% | 10.8\% | $6.2 \%$ | 4.7\% | (6.8\%) | 9.4\% | 2.1\% | (1.3\%) | 1.1\% | 0.1\% | (0.4\%) | 0.8\% |
| YOY change | -50.0\% | -54.4\% | -53.0\% |  | -69.1\% | +91.5\% | +12.2\% | -25.6\% |  | +93.5\% | -46.8\% |  | -52.8\% | -98.9\% |  | -84.9\% |

(2)UFIT, Nonconsolidated Quarterly Performance

| UFIT, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 8,725 | 11,862 | 20,587 | 6,992 | 27,579 | 12,388 | 19,380 | 39,967 | 7,560 | 9,382 | 16,942 | 7,303 | 24,245 | 11,095 | 18,398 | 35,340 |
| YOY change | +9.7\% | -2.4\% | +2.4\% | -15.5\% | -2.8\% | -12.1\% | -13.3\% | -5.9\% | -13.4\% | -20.9\% | -17.7\% | +4.4\% | -12.1\% | -10.4\% | -5.1\% | -11.6\% |
| Operating income (loss) | 358 | 849 | 1,207 | (228) | 979 | 616 | 388 | 1,595 | (566) | 1,175 | 609 | (21) | 588 | 272 | 251 | 860 |
| Composition | 4.1\% | 7.2\% | 5.9\% | (3.3\%) | 3.5\% | 5.0\% | 2.0\% | 4.0\% | (7.5\%) | 12.5\% | 3.6\% | (0.3\%) | 2.4\% | 2.5\% | 1.4\% | 2.4\% |
| YOY change | -52.3\% | -49.6\% | -50.4\% |  | -69.0\% | -57.2\% | -82.0\% | -65.3\% |  | +38.4\% | -49.5\% |  | -39.9\% | -55.8\% | -35.3\% | -46.1\% |
| Recurring profit (loss) | 483 | 845 | 1,328 | (203) | 1,125 | 625 | 422 | 1,750 | (446) | 1,157 | 711 | (3) | 708 | 270 | 267 | 978 |
| Composition | 5.5\% | 7.1\% | 6.5\% | (2.9\%) | 4.1\% | 5.0\% | $2.2 \%$ | 4.4\% | (5.9\%) | 12.3\% | 4.2\% | (0.0\%) | 2.9\% | 2.4\% | 1.5\% | 2.8\% |
| YOY change | -53.9\% | -49.9\% | -51.4\% |  | -67.7\% | -56.7\% | -80.7\% | -64.5\% |  | +36.9\% | -46.5\% |  | -37.1\% | -56.8\% | -36.7\% | -44.1\% |
| Net income (loss) | 310 | 488 | 798 | (201) | 597 | 1,333 | 1,132 | 1,930 | (777) | 1,062 | 285 | (37) | 248 | (120) | (157) | 128 |
| Composition | 3.6\% | 4.1\% | 3.9\% | (2.9\%) | 2.2\% | 10.8\% | 5.8\% | 4.8\% | (10.3\%) | 11.3\% | 1.7\% | (0.5\%) | 1.0\% | (1.1\%) | (0.9\%) | 0.4\% |
| YOY change | 54.8 | 52.0\% | 53. |  | 71. | $+96$ | +6. | 30 |  | 117 | 64. |  | -58.5\% |  |  | 93.4\% |

## 6. Agrex Group

| Agrex, Nonconsolidated (Millions of yen) | Fiscal 2010 |  |  |  |  |  |  |  | Fiscal 2011 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | 6,262 | 6,688 | 12,950 | 6,512 | 19,462 | 7,128 | 13,640 | 26,590 | 6,625 | 6,869 | 13,494 | 6,607 | 20,101 | 7,127 | 13,734 | 27,228 |
| YOY change | -1.4\% | +2.2\% | +0.4\% | -0.1\% | +0.3\% | -2.8\% | -1.6\% | -0.6\% | +5.8\% | +2.7\% | +4.2\% | +1.5\% | +3.3\% | -0.0\% | +0.7\% | +2.4\% |
| Operating income | 47 | 189 | 236 | 47 | 283 | 373 | 420 | 656 | 176 | 114 | 290 | 54 | 344 | 306 | 360 | 650 |
| Composition | 0.8\% | 2.8\% | 1.8\% | 0.7\% | 1.5\% | 5.2\% | 3.1\% | 2.5\% | 2.7\% | 1.7\% | 2.1\% | 0.8\% | 1.7\% | 4.3\% | 2.6\% | 2.4\% |
| YOY change | -70.3\% | -9.6\% | -35.7\% | -78.4\% | -51.6\% | -18.2\% | -37.7\% | -37.0\% | +274.5\% | -39.7\% | +22.9\% | +14.9\% | +21.6\% | -18.0\% | -14.3\% | -0.9\% |
| Recurring profit | 55 | 172 | 227 | 53 | 280 | 365 | 418 | 645 | 186 | 118 | 304 | 59 | 363 | 306 | 365 | 669 |
| Composition | 0.9\% | 2.6\% | 1.8\% | 0.8\% | 1.4\% | 5.1\% | 3.1\% | 2.4\% | 2.8\% | 1.7\% | 2.3\% | 0.9\% | 1.8\% | 4.3\% | 2.7\% | 2.5\% |
| YOY change | -70.1\% | +18.6\% | -31.0\% | -76.8\% | -49.7\% | -21.7\% | -39.8\% | -37.0\% | +238.2\% | -31.4\% | +33.9\% | +11.3\% | +29.6\% | -16.2\% | -12.7\% | +3.7\% |
| Net income (loss) | (22) | 55 | 33 | (120) | (87) | 178 | 58 | 91 | (4) | (83) | (87) | (101) | (188) | 50 | (51) | (138) |
| Composition | (0.4\%) | 0.8\% | 0.3\% | (1.8\%) | (0.4\%) | 2.5\% | 0.4\% | 0.3\% | (0.1\%) | (1.2\%) | (0.6\%) | (1.5\%) | (0.9\%) | 0.7\% | (0.4\%) | (0.5\%) |
| YOY change |  |  | +6.5\% |  |  | -19.8\% | -81.5\% | -73.5\% | - |  | - | - | - | -71.9\% |  |  |

## 7. Fiscal 2012 Performance Forecast (Fiscal year ending March 31, 2012), New Business Segment Basis

(1) Six-Month Results

| (Millions of yen) | IT Holdings, Consolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fiscal 2011 |  |  | Fiscal 2012 (plan) |  |  |
|  | 1st half | 2nd half | Full year | 1st half | 2nd half | Full year |
| Net sales | 154,009 | 169,164 | 323,173 | 151,500 | 156,500 | 308,000 |
| YOY change | +4.8\% | +1.4\% | +3.0\% | -1.6\% | -7.5\% | -4.7\% |
| IT Infrastructure Services | 54,585 | 54,514 | 109,099 | 53,800 | 53,800 | 107,600 |
| Composition | 35.4\% | 32.2\% | 33.8\% | 35.5\% | 34.4\% | 34.9\% |
| YOY change |  |  |  | -1.4\% | -1.3\% | -1.4\% |
| Financial IT Services | 34,904 | 37,796 | 72,700 | 32,800 | 33,200 | 66,000 |
| Composition | 22.7\% | 22.3\% | 22.5\% | 21.7\% | 21.2\% | 21.4\% |
| YOY change |  |  |  | -6.0\% | -12.2\% | -9.2\% |
| Industrial IT Services | 60,778 | 73,393 | 134,171 | 61,300 | 66,000 | 127,300 |
| Composition | 39.5\% | 43.4\% | 41.5\% | 40.5\% | 42.2\% | 41.3\% |
| YOY change |  |  |  | +0.9\% | -10.1\% | -5.1\% |
| Other Business | 3,744 | 3,459 | 7,203 | 3,600 | 3,500 | 7,100 |
| Composition | 2.4\% | 2.0\% | $2.2^{2}$ | 2.4\% | 2.2\% | 2.3\% |
| YOY change |  |  |  | -3.8\% | +1.2\% | -1.4\% |
| Cost of sales | 124,915 | 136,230 | 261,145 |  |  |  |
| Composition | 81.1\% | 80.5\% | 80.8\% |  |  |  |
| YOY change | +4.1\% | +1.0\% | +2.5\% |  |  |  |
| Gross profit | 29,094 | 32,933 | 62,027 |  |  |  |
| Composition | 18.9\% | 19.5\% | 19.2\% |  |  |  |
| YOY change | +7.9\% | +2.7\% | +5.1\% |  |  |  |
| Selling, general and administrative | 24,426 | 24,783 | 49,209 | - |  |  |
| Composition | 15.9\% | 14.7\% | 15.2\% |  |  |  |
| YOY change | +15.4\% | +13.3\% | +14.4\% |  |  |  |
| Operating income | 4,667 | 8,151 | 12,818 | 3,000 | 8,000 | 11,000 |
| Composition | 3.0\% | 4.8\% | 4.0\% | 2.0\% | 5.1\% | 3.6\% |
| YOY change | -19.6\% | -20.0\% | -19.9\% | -35.7\% | -1.9\% | -14.2\% |
| IT Infrastructure Services | 3,864 | 4,263 | 8,127 | 2,100 | 3,500 | 5,600 |
| Composition | 82.8\% | 52.3\% | 63.4\% | 70.0\% | 43.8\% | 50.9\% |
| YOY change |  |  |  | -45.7\% | -17.9\% | -31.1\% |
| Financial IT Services | 1,082 | 1,887 | 2,969 | 800 | 1,200 | 2,000 |
| Composition | 23.2\% | 23.2\% | 23.2\% | 26.7\% | 15.0\% | 18.2\% |
| YOY change |  |  |  | -26.1\% | -36.4\% | -32.6\% |
| Industrial IT Services | (80) | 2,512 | 2,432 | 400 | 3,500 | 3,900 |
| Composition | (1.7\%) | 30.8\% | 19.0\% | 13.3\% | 43.8\% | 35.5\% |
| YOY change |  |  |  |  | +39.3\% | +60.4\% |
| Other Business | 645 | 669 | 1,314 | 600 | 700 | 1,300 |
| Composition | 13.8\% | 8.2\% | 10.3\% | 20.0\% | 8.8\% | 11.8\% |
| YOY change |  |  |  | -7.0\% | +4.6\% | -1.1\% |
| Internal elimination adjustments | (844) | $(1,180)$ | $(2,024)$ | (900) | (900) | $(1,800)$ |
| Composition | (18.1\%) | (14.5\%) | (15.8\%) | (30.0\%) | (11.3\%) | (16.4\%) |
| YOY change |  |  |  |  |  |  |
| Recurring profit | 4,762 | 7,863 | 12,625 | 2,800 | 7,700 | 10,500 |
| Composition | 3.1\% | 4.6\% | 3.9\% | 1.8\% | 4.9\% | 3.4\% |
| YOY change | -17.8\% | -20.8\% | -19.7\% | -41.2\% | -2.1\% | -16.8\% |
| Income before income taxes and minority interests | 2,824 | 7,321 | 10,145 | - |  |  |
| Composition | 1.8\% | 4.3\% | 3.1\% |  |  |  |
| YOY change | -47.4\% | -15.1\% | -27.5\% |  |  |  |
| Minority interests in earnings of consolidated subsidiaries | (70) | 156 | 86 | - |  |  |
| Net income | 1,004 | 4,981 | 5,985 | 1,000 | 2,500 | 3,500 |
| Composition | 0.7\% | 2.9\% | 1.9\% | 0.7\% | 1.6\% | 1.1\% |
| YOY change | -68.7\% | +11.9\% | -21.9\% | -0.4\% | -49.8\% | -41.5\% |


| TIS, Nonconsolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal 2011 |  |  | Fiscal 2012 (plan) |  |  |
| 1st half | 2nd half | Full year | 1st half | 2nd half | Full year |
| 72,966 | 80,601 | 153,567 | 70,000 | 78,600 | 148,600 |
|  |  |  | -4.1\% | -2.5\% | -3.2\% |
| 29,067 | 28,991 | 58,058 | 28,200 | 28,600 | 56,800 |
|  |  |  | 40.3\% | 36.4\% | 38.2\% |
|  |  |  | -3.0\% | -1.3\% | -2.2\% |
| 22,429 | 24,244 | 46,673 | 20,400 | 22,600 | 43,000 |
|  |  |  | 29.1\% | 28.8\% | 28.9\% |
|  |  |  | -9.0\% | -6.8\% | -7.9\% |
| 21,471 | 27,365 | 48,836 | 21,400 | 27,400 | 48,800 |
|  |  |  | 30.6\% | 34.9\% | 32.8\% |
| - | - | - | -0.3\% | +0.1\% | -0.1\% |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
| 59,356 | 64,878 | 124,234 | - |  |  |
| 81.3\% | 80.5\% | 80.9\% | - |  |  |
|  |  |  | - |  |  |
| 13,609 | 15,720 | 29,329 | - |  |  |
| 18.7\% | 19.5\% | 19.1\% | - |  |  |
|  |  |  | - |  |  |
| 11,623 | 11,860 | 23,483 | - |  |  |
| 15.9\% | 14.7\% | 15.3\% | - |  |  |
|  |  |  |  |  |  |
| 1,986 | 3,861 | 5,847 | 100 | 4,400 | 4,500 |
| 2.7\% | 4.8\% | 3.8\% | 0.1\% | 5.6\% | 3.0\% |
|  |  |  | -95.0\% | +14.0\% | -23.0\% |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
|  |  |  | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
|  |  | - | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
| - |  | - | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
| - | - | - | - |  |  |
|  |  | - |  |  |  |
| 3,335 | 3,798 | 7,133 | 400 | 4,300 | 4,700 |
| 4.6\% | 4.7\% | 4.6\% | 0.6\% | 5.5\% | 3.20 |
|  |  |  | -88.0\% | +13.2\% | -34.1\% |
| 2,215 | 891 | 3,106 | - | - | - |
| 3.0\% | 1.1\% | 2.0\% | - |  |  |
|  |  |  | - |  |  |
| - | - | - | - | - | - |
| 1,441 | 860 | 2,301 | 150 | 1,150 | 1,300 |
| 2.0\% | 1.1\% | 1.5\% | 0.2\% | 1.5\% | 0.9\% |
|  |  |  | -89.6\% | +33.7\% | -43.5\% |


| INTEC, Nonconsolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal 2011 |  |  | Fiscal 2012 (plan) |  |  |
| 1st half | 2nd half | Full year | 1st half | 2nd half | Full year |
| 41,555 | 47,851 | 89,406 | 41,500 | 46,200 | 87,700 |
| -3.7\% | -4.3\% | -4.0\% | -0.1\% | -3.5\% | -1.9\% |
| 10,747 | 11,004 | 21,751 | 10,700 | 11,000 | 21,700 |
|  |  |  | 25.8\% | 23.8\% | 24.7\% |
|  |  |  | -0.4\% | -0.0\% | -0.2\% |
| 8,654 | 9,685 | 18,339 | 8,700 | 8,300 | 17,000 |
|  |  |  | 21.0\% | 18.0\% | 19.4\% |
|  |  |  | +0.5\% | -14.3\% | -7.3\% |
| 22,154 | 27,162 | 49,316 | 22,100 | 26,900 | 49,000 |
|  |  |  | 53.3\% | 58.2\% | 55.9\% |
|  |  |  | -0.2\% | -1.0\% | -0.6\% |
| - |  | - | - | - |  |
|  |  |  |  | - |  |
|  |  |  |  | - |  |
| 36,271 | 42,128 | 78,399 | - | - |  |
| 87.3\% | 88.0\% | 87.7\% |  |  |  |
| -4.0\% | -0.6\% | -2.2\% |  |  |  |
| 5,284 | 5,722 | 11,006 | - | - |  |
| 12.7\% | 12.0\% | 12.3\% | - |  |  |
| -2.1\% | -24.5\% | -15.2\% |  |  |  |
| 3,848 | 3,781 | 7,629 | - | - |  |
| 9.3\% | 7.9\% | 8.5\% | - | - |  |
| +6.1\% | +3.2\% | +4.7\% |  |  |  |
| 1,436 | 1,941 | 3,377 | 1,600 | 2,200 | 3,800 |
| 3.5\% | 4.1\% | 3.8\% | 3.9\% | 4.8\% | 4.3\% |
| -18.8\% | -50.5\% | -40.6\% | +11.4\% | +13.3\% | +12.5\% |
| - | - | - | - | - |  |
| - | - |  |  |  |  |
| - | - |  |  |  |  |
| - | - | - | - | - |  |
| - | - |  | - |  |  |
| - | - |  | - | - |  |
| - | - | - | - | - |  |
| - | - |  | - |  |  |
| - | - | - | - | - |  |
| - | - | - | - | - |  |
| - | - | - | - |  |  |
|  |  |  | - |  |  |
| - | - | - | - | - |  |
|  |  |  | - |  |  |
|  |  |  |  |  |  |
| 1,379 | 1,584 | 2,963 | 1,500 | 1,900 | 3,400 |
| 3.3\% | 3.3\% | 3.3\% | 3.6\% | 4.1\% | 3.9\% |
| -1.0\% | -55.2\% | -39.9\% | +8.8\% | +19.9\% | +14.7\% |
| 494 | 996 | 1,490 | - | - | - |
| 1.2\% | 2.1\% | 1.7\% | - | - |  |
| -62.4\% | -56.3\% | -58.5\% | - |  |  |
| - | - | - | - | - | - |
| 311 | 263 | 574 | 360 | 840 | 1,200 |
| 0.7\% | 0.5\% | 0.6\% | 0.9\% | 1.8\% | $1.4{ }^{\text {\% }}$ |
| -57.7\% | -74.0\% | -67.1\% | +15.8\% | +219.4\% | +109.1\% |

[^0]| (Millions of yen) | $\frac{\text { IT Holdings, Consolidated }}{\text { Fiscal } 2011}$ |  |  |
| :---: | :---: | :---: | :---: |
|  |  |  |  |
|  | 1st half | 2nd half | Full year |
| New order volume during the term | 78,553 | 83,734 | 162,287 |
| YOY change | +12.5\% | +9.0\% | +10.7\% |
| Financial IT Services | 31,642 | 33,411 | 65,053 |
| YOY change |  |  |  |
| Industrial IT Services | 46,910 | 50,324 | 97,234 |
| YOY change |  |  |  |
| Order backlog at the end of the term | 51,571 | 47,967 | 47,967 |
| YOY change | -1.4\% | -3.2\% | -3.2\% |
| Financial IT Services | 23,431 | 21,075 | 21,075 |
| YOY change |  |  |  |
| Industrial IT Services | 28,140 | 26,892 | 26,892 |
| YOY change |  |  |  |


| (Millions of yen) | IT Holdings, Consolidated |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fiscal 2011 |  |  | Fiscal 2012 (plan) |  |  |
|  | 1st half | 2nd half | Full year | 1st half | 2nd half | Full year |
| Capital expenditures | 8,978 | 9,347 | 18,325 |  |  | 9,000 |
| Depreciation | 6,000 | 6,308 | 12,308 |  |  | 13,000 |
| Research and development expenses | 514 | 548 | 1,062 |  | - | 1,000 |
| Number of Employees at the end of the term | 21,007 | 20,831 | 20,831 |  | - | - |
| Number of new-graduate recruits | 928 | - | 928 |  |  | 650 |
| Number of regular recruits | 106 | 241 | 241 |  |  | 200 |
| Amortization of goodwill | 993 | 1,008 | 2,001 |  |  | 1,857 |
| [Impairment loss] | 13 | 13 | 13 |  |  |  |
| Goodwill balance at the end of the term | 6,466 | 5,551 | 5,551 |  | - | 3,694 |


| TIS, Nonconsolidated |  |  |
| :---: | ---: | ---: |
| Fiscal 2011 |  |  |
| 1st half | 2nd half | Full year |
| 38,169 | 43,978 | 82,147 |
| - | - | - |
| 17,951 | 20,997 | 38,948 |
| 20,218 | 22,981 | 43,199 |
| - | - | - |
| 25,897 | 25,107 | 25,107 |
| 14,582 | 13,610 | 13,610 |
| - | - | - |
| 11,315 | 11,497 | 11,497 |
| - | - | - |

*Fiscal 2011 figures are total sum of TIS, SORUN, and UFIT results, for references.

| INTEC, Nonconsolidated |  |  |
| ---: | ---: | ---: |
| Fiscal 2011 |  |  |
| 1st half | 2nd half | Full year |
| 25,273 | 25,446 | 50,719 |
| $+1.8 \%$ | $-4.4 \%$ | $-1.4 \%$ |
| 10,839 | 9,159 | 19,998 |
|  | - | - |
| 14,434 | 16,287 | 30,721 |
| - | - | - |
| 17,380 | 15,450 | 15,450 |
| $-5.8 \%$ | $+1.3 \%$ | $+1.3 \%$ |
| 6,495 | 5,455 | 5,455 |
| -- | - | - |
| 10,885 | 9,994 | 9,994 |
| -- | - |  |


| INTEC, Nonconsolidated |  |  |
| ---: | ---: | ---: |
| Fiscal 2011 |  |  |
| 1st half | 2nd half | Full year |
| 3,896 | 1,178 | 5,074 |
| 1,516 | 1,865 | 3,381 |
| 350 | 358 | 708 |
| 3,468 | 3,418 | 3,418 |


| (Millions of yen) | Fiscal year ended March 31, 2009 |  | Fiscal year ended March 31,2010 |  | Fiscal year ended March 31, 2011 |  | Fiscal year ended March 31, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1 st half | Full Year | 1 st half | Full Year | 1 st half | Full Year | 1 st half | Full Year |
| Net sales | 163,426 | 338,302 | 146,954 | 313,856 | 154,009 | 323,173 | 151,500 | 308,000 |
| YOY change |  |  | -10.1\% | -7.2\% | 4.8\% | 3.0\% | -1.6\% | -4.7\% |
| Outsourcing and network | 60,794 | 125,720 | 61,623 | 126,164 | 62,322 | 124,496 |  |  |
|  | $37.2 \%$ | 37.2\% | 41.9\% | $40.2 \%$ | 40.5\% | 38.5\% |  |  |
| YOY change |  |  | 1.4\% | 0.4\% | 1.1\% | -1.3\% |  |  |
| Software development | 82,000 | 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 | 14,914 | 29,409 | 11,798 | 25,021 | 11,293 | 27,183 |  |  |
| Composition | 9.1\% | 8.7\% | 8.0\% | 8.0\% | 7.3\% | 8.4\% |  |  |
| Other business YOY change |  |  | -20.9\% | -14.9\% | -4.3\% | $8.6{ }^{\text {\% }}$ |  |  |
|  | 5,717 | 7,325 | 3,224 | 6,693 | 3,844 | 7,604 |  |  |
| Composition | 3.5\% | 2.2\% | 2.2\% | 2.1\% | 2.5\% | $2.4 \%$ |  |  |
| IT Infrastructure Services |  |  | -43.6\% | -8.6\% | 19.2\% | 13.6\% |  |  |
|  |  |  |  |  | 54,585 | 109,099 | 53,800 | 107,600 |
| Composition |  |  |  |  | 35.4\% | 33.8\% | 35.5\% | 34.9\% |
| YOY change |  |  |  |  |  |  | -1.4\% | -1.4\% |
| Financial IT Services |  |  | - |  | 34,904 | 72,700 | 32,800 | 66,000 |
| Composition |  |  |  |  | 22.7\% | 22.5\% | 21.7\% | 21.4\% |
| YOY change |  |  |  |  |  |  | -6.0\% | -9.2\% |
| Industrial IT Services | - |  | - |  | 60,778 | 134,171 | 61,300 | 127,300 |
| Composition |  |  |  |  | 39.5\% | 41.5\% | 40.5\% | 41.3\% |
| YOY change |  |  | - |  |  |  | 0.9\% | -5.1\% |
| Other Business | - |  | - |  | 3,744 | 7,203 | 3,600 | 7,100 |
| Composition |  |  |  |  | 2.4\% | $2.2 \%$ | 2.4\% | $2.3 \%$ |
| YOY change |  |  |  |  |  |  | -3.8\% | -1.4\% |
| Gross profit | 29,614 | 65,357 | 26,967 | 59,029 | 29,094 | 62,027 |  |  |
| Composition | 18.1\% | 19.3\% | 18.4\% | 18.8\% | 18.9\% | 19.2\% |  |  |
| Operating income |  |  | -8.9\% | -9.7\% | 7.9\% | 5.1\% |  |  |
|  | 9,400 | 23,787 | 5,805 | 15,996 | 4,667 | 12,818 | 3,000 | 11,000 |
| Composition | 5.8\% | 7.0\% | 4.0\% | 5.1\% | 3.0\% | 4.0\% | 2.0\% | 3.6\% |
| IT Infrastructure Services |  |  | -38.2\% | -32.8\% | -19.6\% | -19.9\% | $-35.7 \%$ | -14.2\% |
|  | - |  |  |  | 3,864 | 8,127 | 2,100 | 5,600 |
| Composition |  |  |  |  | 82.8\% | 63.4\% | 70.0\% | 50.9\% |
| YOY change |  |  |  |  |  |  | $-45.7 \%$ | -31.1\% |
| Financial IT Services |  |  |  |  | 1,082 | 2,969 | 800 | 2,000 |
| Composition |  |  |  |  | 23.2\% | 23.2\% | 26.7\% | 18.2\% |
| YOY change |  |  |  |  |  |  | -26.1\% | -32.6\% |
| Industrial IT Services | - |  | - |  | (80) | 2,432 | 400 | 3,900 |
| Composition |  |  |  |  | (1.7\%) | 19.0\% | 13.3\% | $35.5 \%$ |
| YOY change |  |  |  |  |  |  |  | 60.4\% |
| Other Business | - |  | - |  | 645 | 1,314 | 600 | 1,300 |
| Composition |  |  |  |  | 13.8\% | 10.3\% | 20.0\% | 11.8\% |
| YOY change |  |  |  |  |  |  | -7.0\% | -1.1\% |
| Internal elimination adjustments | - |  | - |  | (844) | (2,024) | (900) | $(1,800)$ |
| Composition |  |  |  |  | (18.1\%) | (15.8\%) | (30.0\%) | (16.4\%) |
| YOY change |  |  |  |  |  |  |  |  |
| Recurring profit | 9,479 | 23,604 | 5,792 | 15,719 | 4,762 | 12,625 | 2,800 | 10,500 |
| Composition | 5.8\% | 7.0\% | 3.9\% | 5.0\% | 3.1\% | 3.9\% | 1.8\% | 3.4\% |
| Net income |  |  | -38.9\% | -33.4\% | -17.8\% | -19.7\% | -41.2\% | -16.8\% |
|  | 4,491 | 9,406 | 3,207 | 7,659 | 1,004 | 5,985 | 1,000 | 3,500 |
| Composition | 2.7\% | 2.8\% | 2.2\% | 2.4\% | 0.7\% | 1.9\% | 0.7\% | 1.1\% |
| YOY change |  |  | -28.6\% | -18.6\% | -68.7\% | -21.9\% | -0.4\% | -41.5\% |
| Net income per share - basic (yen) | 52.97 | 110.74 | 37.60 | 89.25 | 11.44 | 68.19 | 11.39 | 39.88 |
| Net income per share - diluted (yen) | 52.94 | 110.72 |  |  |  |  |  |  |
| Dividends per share - diluted (yen) |  | 32.00 | 12.00 | 32.00 | 12.00 | 32.00 |  | 18.00 |
| Payout ratio (\%) |  | 28.9\% |  | 35.9\% |  | 46.9\% | - | 45.1\% |
| Total assets | 283,173 | 295,327 | 280,943 | 313,077 | 295,307 | 301,076 | - |  |
| Net assets | 142,553 | 146,216 | 149,384 | 155,075 | 152,315 | 151,110 | - |  |
| Net assets per share(yen) | 1,498.39 | 1,541.17 | 1,558.63 | 1,602.77 | 1,571.12 | 1,636.56 | - |  |
| Equity ratio (\%) | 45.0\% | 44.4\% | 47.9\% | 44.2\% | 46.7\% | 47.7\% | - |  |
| Net income to equity capital ratio (\%) |  | 7.4\% |  | 5.7\% |  | 4.2\% | - |  |
| Cash flow from operating activities | 13,595 | 34,311 | 15,012 | 31,400 | 16,572 | 27,236 | - |  |
| Cash flow from investing activities | (11,212) | $(20,079)$ | $(10,421)$ | $(25,726)$ | $(6,293)$ | $(18,957)$ | - |  |
| Cash flow from financial activities | $(4,861)$ | $(6,877)$ | $(5,736)$ | 6,139 | $(18,288)$ | $(18,755)$ | - |  |
| Cash and cash equivalents at the end of the | 25,510 | 35,104 | 33,987 | 46,987 | 38,982 | 36,492 | - |  |
| Capital expenditures | 6,312 | 13,139 | 8,619 | 15,676 | 8,978 | 18,325 |  | 9,000 |
| Depreciation | 6,360 | 10,996 | 5,808 | 11,978 | 6,000 | 12,308 | - | 13,000 |
| Research and development expenses | 411 | 946 | 443 | 912 | 514 | 1,062 | - | 1,000 |
| Number of employees at the end of the term | 15,522 | 15,259 | 16,174 | 20,476 | 21,007 | 20,831 | - |  |
| Number of new-graduate recruits <br> Number of regular recruits | 919 | 919 | 974 | 974 | 928 | 928 | - | 650 |
|  | 491 | 1,117 | 256 | 512 | 106 | 241 | $-$ | 200 |

## 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 forwardlooking 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.
- Quarterly financial results (three month results) indicate the figures deducting from accumulated-term results.
(ex. Third quarter results = Three quarter results - Two quarter results)
- The consolidated figures of each subsidiary group may differ from figures determined on a management approach basis.
- From the fiscal year ended March 31, 2012, ITHD applied new management approach and changed business segment.


## IT Holdings Group


[^0]:    *Fiscal 2011 figures are total sum of TIS, SORUN, and UFIT results, for references.

