

Our Achievements: About the TIS INTEC Group

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Growth Trajectory

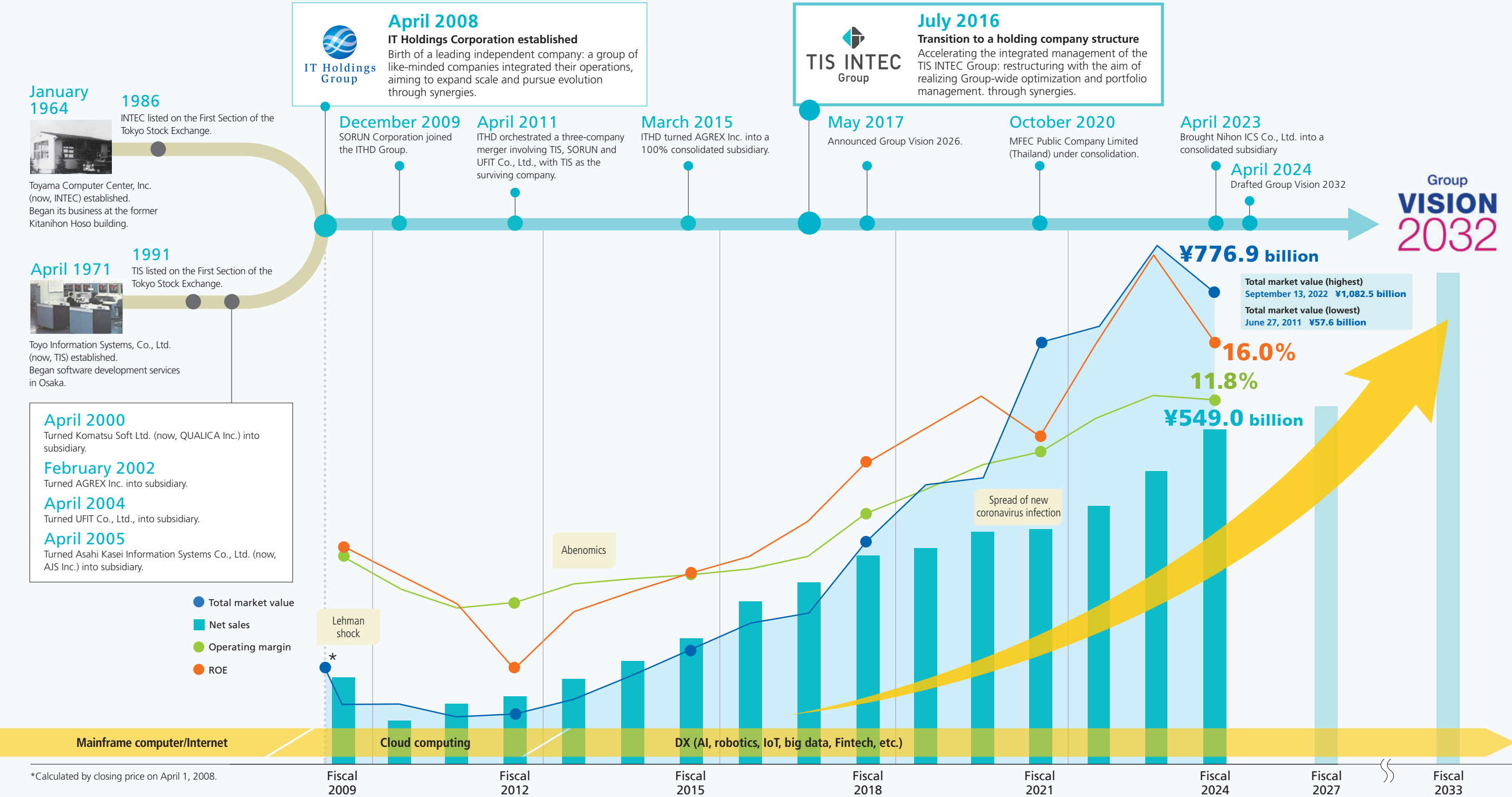
Making the most of the advanced technologies and know-how the TIS INTEC Group has accumulated over the years, we aim to revitalize society and contribute to the well-being not only of our clients, but of society as a whole.

We will continue to challenge ourselves to achieve further growth, contribute to a sustainable society, and realize sustainable enhancement of corporate value based on an unwavering ambition to contribute to the development of society through digital technology.

Progress after transition to holding company structure

Following its transition to a holding company structure in 2016, the Group has grown rapidly and with a greater sense of unity. During this period, too, its total market value has expanded steadily.

	March 2016	March 2024
Net sales	¥382.6 billion	¥549.0 billion
Operating margin	6.4%	11.8%
ROE	7.0%	16.0%
Market value	¥233.8 billion	¥776.9 billion



Three Characteristics and Strengths of the TIS INTEC Group

1.

Solid management platform

TIS' solid management platform comprises three building blocks—a broad client base, an extensive business base and a stable financial base—which provides the leverage to drive business forward and underpins good financial health and capital efficiency.
2.

Dominant presence in payment services domain

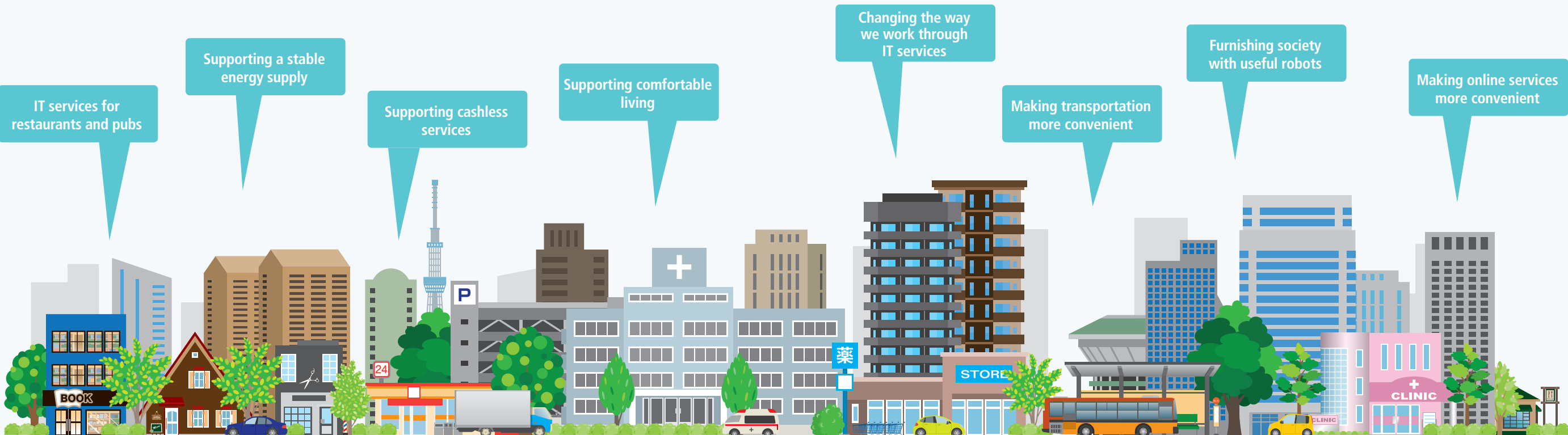
TIS has cemented its position as a leading system integrator in the domestic payment services domain. Drawing on capabilities accumulated through SI activities, we are quickly rolling out service-style operations matched to technological innovation and diversifying payment methods.
3.

Flexible management strategies and speedy decision-making thanks to independent status

The TIS INTEC Group established itself as the top of Japan's IT services industry as a major, independent corporate group free from *keiretsu* ties. The absence of a controlling shareholder ensures management independence facilitates decisions that leverage robust, flexible and speedy business development of Group operations.

Meeting Various Social Needs by Providing IT Services

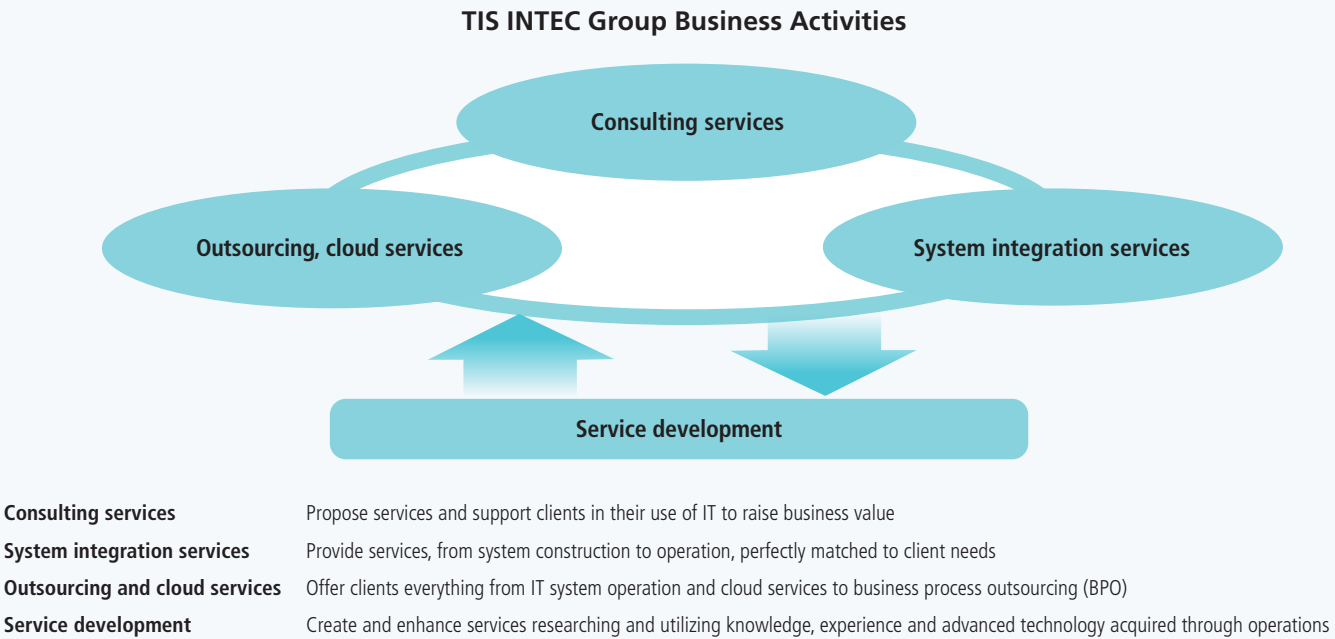
— The TIS INTEC Group operates across all these domains (examples) —



Business Activities

As an IT specialist working closely with clients, TIS handles a wide range of IT services on its own and through the TIS INTEC Group to provide optimal one-stop support.

As a corporate group specializing in IT, we support society in ways some people might take for granted, and we help solve social issues through our business activities.



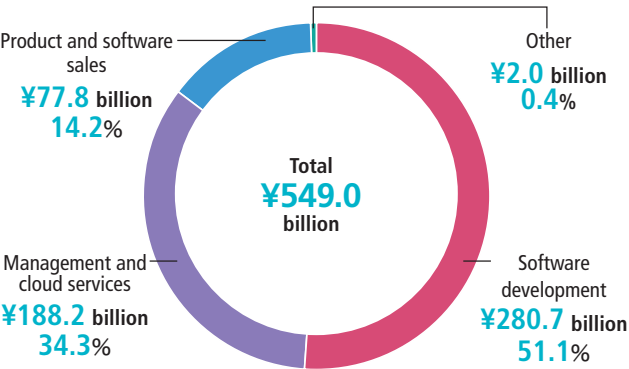
TIS INTEC Group by the Numbers (Year ended March 31, 2024)

TIS has achieved sustainable growth based on sound financial health and capital efficiency.

In fiscal 2024, we recorded our best results ever, marking 14 consecutive years of higher net sales and 13 consecutive years of higher operating income. These results reflect successful efforts to expand business by accurately responding to the IT investment needs of our clients, including help to implement digital transformation, and by providing high-value-added services.

Consolidated Net Sales ¥549.0 billion	Consolidated Operating Income ¥64.5 billion	Consolidated Operating Income to Net Sales Ratio 11.8 %
Consolidated ROE 16.0 %	Consolidated Equity Ratio 59.5 %	Rating (At November 13, 2023) A+/Stable (Long-term/Japan Credit Rating Agency, Ltd.)
Number of Group Companies 110 companies (TIS + consolidated subsidiaries + equity method affiliates)	Number of Client Companies Domestic about 15,000 companies Overseas Above 600 companies	Number of Employees, Consolidated 21,972

Net Sales by Business Segment

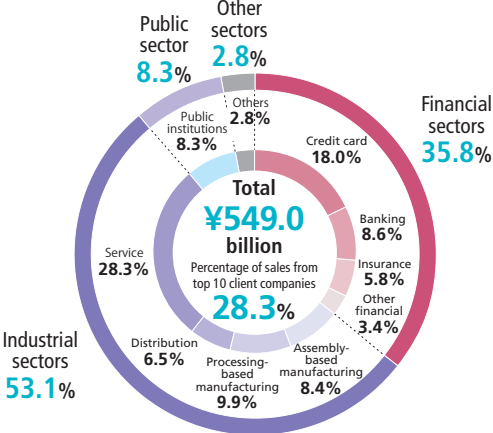


Software Development
Offers consulting services related to IT management, development of IT systems from scratch and development and maintenance of systems using business packages to address client-side management and business issues.

Operation and Cloud Services
Provides on-demand IT resources using SaaS and other categories of cloud computing, including system operation through Company-run data centers.

Product and Software Sales
Sale and maintenance of hardware, such as servers and network equipment, and software.

Net Sales by Client Sector



Financial sectors
Major clients
• JCB • Mitsubishi UFJ NICOS • Sumitomo Mitsui Card
• MUFG Bank • Nippon Life

Industrial sectors
Major clients
• Asahi Kasei • Komatsu • Tokyo Gas • Recruit • NTT Docomo

Public sector
Major clients
• Local governments
• Federation of National Health Insurance Organizations
• Japan Housing Finance Agency

*Client names are short-form.

Below are some examples of IT services in the TIS INTEC Group's portfolio that support clients' businesses and also benefit daily life and social infrastructure.

Supporting safe and secure daily credit card settlement

Credit cards

Core system development results

Domestic market share

About **50**%

(On annual transaction volume basis for clients served)

Of 25 companies in Japan with significant consumer credit transaction volumes, 11 are in the Group's client base for core system development.

Total credit extended for card-facilitated purchases has reached ¥94 trillion in Japan. The 11 companies in the TIS INTEC Group client base have aggregate membership of about 200 million people and credit transaction volume representing about 50% of the total market.

Promoting cashless settlement in Japan

Branded debit cards

Related service provision/system development results

Domestic market share

Above **80**%

The number of debit cards issued in Japan has reached about 460 million, and settlement transactions, mainly using debit cards affiliated with international brands, have increased to about 900 million per year, for an aggregate value of ¥3.8 trillion. The TIS INTEC Group boasts an overwhelming share—more than 80%—of the market, on a transaction-handling financial institution basis, through such solutions as DebitCube+, which provides one-stop access to services required for branded debit card issuance and operation.

Supporting promotion of overall banking business through use of digital data generated from client contact points

fcube

Implementation

54 of 99 banks

(regional banks)

Launched "full cloud-based call center service" in collaboration with Amazon Connect in March 2024. Supports AI-based voice call text conversion and sentiment analysis. Going forward, plan to offer CRM (SFA) functions, including business-specific solutions using generative AI, as multi-cloud and microservice deployment models.

Supporting business DX (optimization, greater efficiency) in business-to-business transactions

EDI

SaaS market

Market share

About **20**%^{*1}

Hold industry's top share of EDI/SaaS market.

Introduced EDI Platform Service that achieves parallel and distributed processing at two remote locations (patented technology).

Will take co-creation platform Industrial OS business to new level, bridging existing EDI and API, for which demand is expected to expand.

Highly evaluated as a restaurant sector-specific shop management system

TastyQube Growth

System implementation

About **20**%

(Top 250 companies in the restaurant sector)

TastyQube Growth is highly versatile and can be applied to any restaurant format, helps to visualize shop operations, and realizes enhanced operating efficiency.

Earning high regard for offering functions necessary for restaurant/shop management in one package, this solution enjoys a domestic market share of about 20%, mainly for restaurants, cafes and pubs.

Contributing to the business of new electric power companies in the wake of electricity deregulation

EneLink

50 systems deployed at 30 companies

New electric power businesses

10 of 30 leading PPSs

Following the full deregulation of the electricity retail market that began in April 2016, we have contributed to the businesses of PPSs and Japan's power system reforms by providing rate calculation systems, supply-demand management systems, and other products as part of the EneLink series.

We will continue to address issues related to electric power and energy, which are the foundation of industry and daily life, such as stable supply, cost reduction, and decarbonization.

Contributing to stable insurance system platform creation

For Federation of National Health Insurance Associations

Track record in system implementation/operation/maintenance

11 of 47 prefectures

Of the 47 prefecture-based members of the Federation of National Health Insurance Associations in Japan, the TIS INTEC Group has been tapped to install, operate and maintain systems for 11 members.

About 4.6 million people^{*3} are covered by these 11 insurance associations^{*2}.

Contribute to greater efficiency in clients' address management operations

National address master file "ADDRESS"

Implementation ratio in non-life insurance sector

Above **95**%

(Excludes insurance companies offering specialized products, such as pet insurance and reinsurance)

All addresses in Japan are assigned a 10-digit code, creating a master file of some 300,000 *kanji-kana*-based addresses.

ADDRESS deals with changes in client addresses caused by the merger of cities, towns and villages, standardizes address information, and facilitates efficient profile-building.

Applications in the non-life insurance sector include estimating fire insurance premiums.

Note: Market data (market share) is based on TIS research.

*1 Fiscal 2023 results of EDI, SaaS/PaaS, vendor share and amount are based on "Software Business New Market 2024" by Fuji Chimera Research Institute, Inc.

*2 Covers National Health Insurance system.

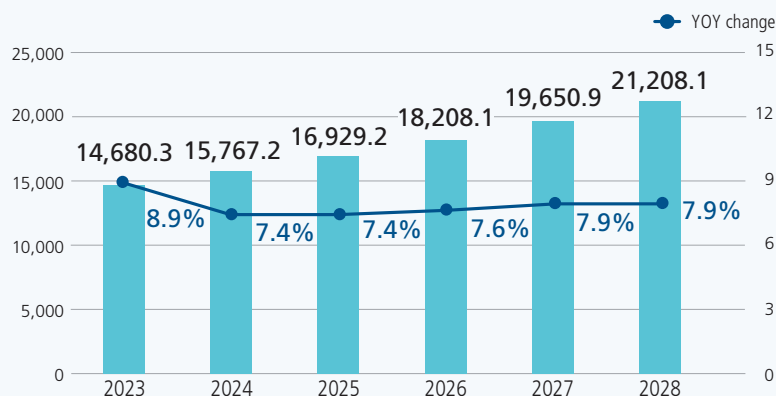
*3 As of August 2024.

Positioning in the IT Services Market

TIS INTEC Group has cemented a position as a leading, independent prime contractor in Japan's IT services industry—a market that is expected to continue growing against a backdrop of robust corporate demand for digital technology.

IT Services Market Size in Japan

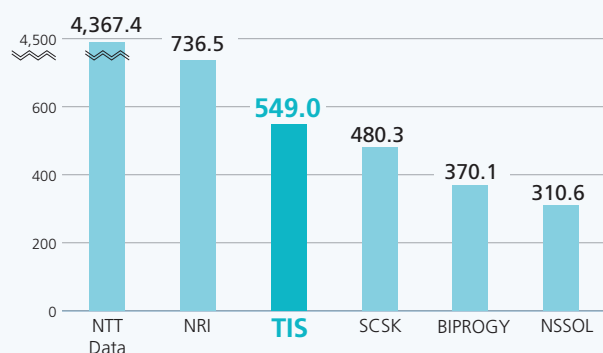
(Billions of yen, %)



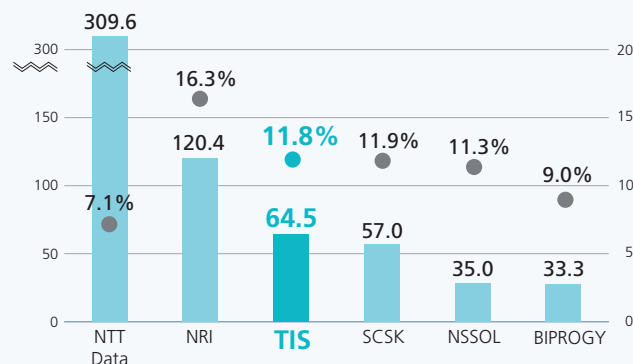
* Gartner®, "Forecast: Services, Worldwide, 2022-2028, 2Q24 Update"
Srujan Akurathi, et al., 28 June, 2024
End User spending, Constant Currency basis, graph created by TIS based on Gartner Research. Calculations performed by TIS.
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Comparison of Japan's Leading IT Companies (Year ended March 31, 2024)*1

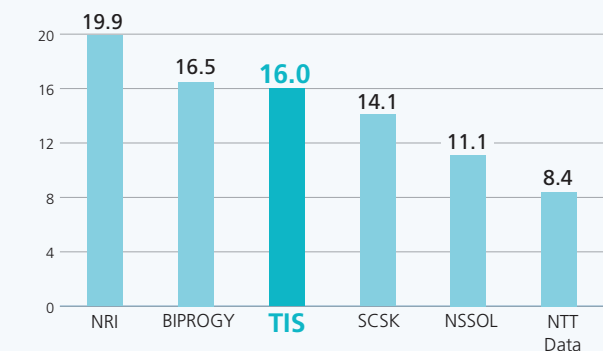
Net Sales (Billions of yen)



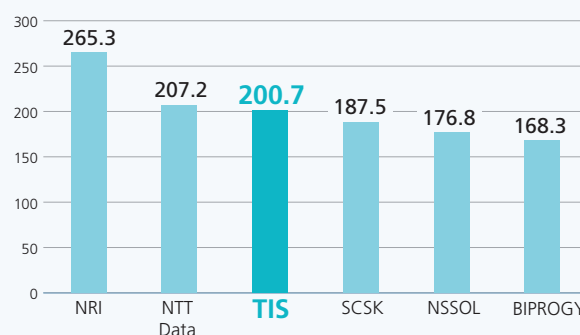
Operating Income, Operating Margin (Billions of yen, %)



ROE (%)



Total Shareholder Return (%)



* The above figures are calculated based on 100% of the stock price on March 30, 2019.

* For the period from April 2023 to March 2024, TSR of TOPIX Net Total Return Index is 196.2%.

*1 The full company names used in the above graphs (NTT Data, NRI, SCSK, BIPROGY, and NSSOL) are: NTT Data Group Corporation, Nomura Research Institute, Ltd., SCSK Corporation, BIPROGY Inc., and NS Solutions Corporation. NTT Data, NRI, SCSK, BIPROGY, and NSSOL amounts are based on the IFRS (International Financial Reporting Standards).