



IT Holdings

Supplementary Financial Data

First Two Quarters of the Fiscal Year ending March 31, 2013

October 31, 2012

IT Holdings Corporation

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IT Holdings Group

1. Financial Summary for Fiscal 2012 (Previous Fiscal Year) and Fiscal 2013 (Current Fiscal Year)

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013								
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	Full year (forecast)*
Net sales	67,891	86,791	154,682	70,914	225,596	101,821	172,735	327,417	72,620	89,903	162,523						340,000
YOY change	-1.6%	+2.1%	+0.4%	+1.3%	+0.7%	+2.7%	+2.1%	+1.3%	+7.0%	+3.6%	+5.1%						+3.8%
IT Infrastructure Services	26,057	28,106	54,163	25,787	79,950	29,284	55,071	109,234	26,549	27,565	54,114						111,500
Composition	38.4%	32.4%	35.0%	36.4%	35.4%	28.8%	31.9%	33.4%	36.6%	30.7%	33.3%						32.8%
YOY change	-2.9%	+1.3%	-0.8%	-2.1%	-1.2%	+3.9%	+1.0%	+1.9%	+1.9%	-1.9%	-0.1%						+2.1%
Financial IT Services	13,279	18,809	32,088	14,491	46,579	23,080	37,571	69,659	13,496	19,551	33,047						70,600
Composition	19.6%	21.7%	20.7%	20.4%	20.6%	22.7%	21.8%	21.8%	18.6%	21.7%	20.3%						20.8%
YOY change	-4.7%	-9.9%	-7.8%	+0.8%	-5.3%	-1.2%	-0.4%	-4.0%	+1.6%	+3.9%	+3.0%						+1.4%
Industrial IT Services	26,828	38,161	64,989	28,942	93,931	47,931	76,873	141,862	30,522	41,084	71,606						151,600
Composition	39.5%	44.0%	42.0%	40.8%	41.6%	47.1%	44.5%	43.3%	42.0%	45.7%	44.1%						44.6%
YOY change	+2.2%	+10.3%	+6.8%	+5.5%	+6.4%	+4.1%	+4.6%	+5.6%	+13.8%	+7.7%	+10.2%						+6.9%
Other business	1,726	1,714	3,440	1,695	5,135	1,526	3,221	6,661	2,052	1,702	3,754						6,300
Composition	2.5%	2.0%	2.2%	2.4%	2.3%	1.5%	1.9%	2.0%	2.8%	1.9%	2.3%						1.9%
YOY change	-12.1%	-3.7%	-8.1%	-8.5%	-8.2%	-5.0%	-6.9%	-7.5%	+18.9%	-0.7%	+9.1%						-5.4%
Cost of sales	58,129	69,402	127,531	59,553	187,084	79,075	138,628	266,159	61,464	72,381	133,845						-
Composition	85.6%	80.0%	82.4%	84.0%	82.9%	77.7%	80.3%	81.3%	84.6%	80.5%	82.4%						-
YOY change	-1.3%	+5.1%	+2.1%	+2.1%	+2.1%	+1.5%	+1.8%	+1.9%	+5.7%	+4.3%	+5.0%						-
Gross profit	9,761	17,389	27,150	11,361	38,511	22,747	34,108	61,258	11,156	17,522	28,678						-
Composition	14.4%	20.0%	17.6%	16.0%	17.1%	22.3%	19.7%	18.7%	15.4%	19.5%	17.6%						-
YOY change	-3.7%	-8.3%	-6.7%	-2.6%	-5.5%	+7.0%	+3.6%	-1.2%	+14.3%	+0.8%	+5.6%						-
Selling, general and administrative expenses	11,798	10,668	22,466	11,240	33,706	11,930	23,170	45,636	10,899	10,527	21,426						-
Composition	17.4%	12.3%	14.5%	15.9%	14.9%	11.7%	13.4%	13.9%	15.0%	11.7%	13.2%						-
YOY change	-3.9%	-12.2%	-8.0%	-8.6%	-8.2%	-4.5%	-6.5%	-7.3%	-7.6%	-1.3%	-4.6%						-
Operating income (loss)	-2,036	6,719	4,683	121	4,804	10,817	10,938	15,621	256	6,995	7,251						17,500
Composition	-3.0%	7.7%	3.0%	0.2%	2.1%	10.6%	6.3%	4.8%	0.4%	7.8%	4.5%						5.1%
YOY change	-	-1.3%	+0.3%	-	+18.8%	+23.3%	+34.2%	+21.9%	-	+4.1%	+54.8%						+12.0%
Non-operating income	750	141	891	334	1,225	421	755	1,646	670	200	870						-
Non-operating expenses	405	490	895	383	1,278	596	979	1,874	610	434	1,044						-
Recurring profit (loss)	-1,691	6,370	4,679	72	4,751	10,642	10,714	15,393	316	6,762	7,078						17,000
Composition	-2.5%	7.3%	3.0%	0.1%	2.1%	10.5%	6.2%	4.7%	0.4%	7.5%	4.4%						5.0%
YOY change	-	-3.6%	-1.7%	-	+21.4%	+22.2%	+36.3%	+21.9%	-	+6.2%	+51.3%						+10.4%
Extraordinary income	49	449	498	25	523	784	809	1,307	70	10	80						-
Extraordinary loss	306	6,829	7,135	1,344	8,479	2,100	3,444	10,579	530	414	944						-
Income (loss) before income taxes and minority interests	-1,948	-9	-1,957	-1,247	-3,204	9,325	8,078	6,121	-143	6,358	6,215						-
Composition	-2.9%	-0.0%	-1.3%	-1.8%	-1.4%	9.2%	4.7%	1.9%	-0.2%	-0.0%	3.8%						-
YOY change	-	-	-	-	-	+15.3%	+10.3%	-39.7%	-	-	-						-
Total income taxes	-572	208	-364	995	631	3,266	4,261	3,897	373	2,608	2,981						-
Minority interests in earnings of consolidated subsidiaries	-16	-108	-124	18	-106	195	213	89	-63	277	214						-
Net income (loss)	-1,360	-109	-1,469	-2,260	-3,729	5,864	3,604	2,135	-453	3,472	3,019						6,000
Composition	-2.0%	-0.1%	-0.9%	-3.2%	-1.7%	5.8%	2.1%	0.7%	-0.6%	3.9%	1.9%						1.8%
YOY change	-	-	-	-	-	+0.9%	-27.6%	-64.3%	-	-	-						+181.0%

*Announced on May 10, 2012

(2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013							
	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	67,891	86,791	154,682	70,914	225,596	101,821	172,735	327,417	72,620	89,903	162,523					
YOY change	-1.6%	+2.1%	+0.4%	+1.3%	+0.7%	+2.7%	+2.1%	+1.3%	+7.0%	+3.6%	+5.1%					
Credit card	9,063	11,821	20,884	9,305	30,189	14,895	24,200	45,084	9,849	13,791	23,640					
Composition	13.3%	13.6%	13.5%	13.1%	13.4%	14.6%	14.0%	13.8%	13.6%	15.3%	14.5%					
YOY change	-18.2%	-23.8%	-21.4%	-13.1%	-19.2%	-2.2%	-7.0%	-14.3%	8.7%	16.7%	13.2%					
Banking	5,743	6,933	12,676	5,834	18,510	8,192	14,026	26,702	5,616	6,757	12,373					
Composition	8.5%	8.0%	8.2%	8.2%	8.2%	8.0%	8.1%	8.2%	7.7%	7.5%	7.6%					
YOY change	1.7%	5.5%	3.7%	-4.6%	1.0%	9.4%	3.1%	3.4%	-2.2%	-2.5%	-2.4%					
Insurance	5,356	6,054	11,410	5,240	16,650	6,281	11,521	22,931	5,148	6,026	11,174					
Composition	7.9%	7.0%	7.4%	7.4%	7.4%	6.2%	6.7%	7.0%	7.1%	6.7%	6.9%					
YOY change	0.5%	-3.4%	-1.6%	-2.8%	-2.0%	-2.8%	-2.8%	-2.2%	-3.9%	-0.5%	-2.1%					
Other finance	4,748	6,310	11,058	5,156	16,214	7,202	12,358	23,416	5,017	5,697	10,714					
Composition	7.0%	7.3%	7.1%	7.3%	7.2%	7.1%	7.2%	7.2%	6.9%	6.3%	6.6%					
YOY change	19.7%	18.2%	18.8%	23.4%	20.2%	26.5%	25.2%	22.1%	5.7%	-9.7%	-3.1%					
Assembly-based manufacturing	8,404	11,462	19,866	8,229	28,095	12,268	20,497	40,363	8,000	10,875	18,875					
Composition	12.4%	13.2%	12.8%	11.6%	12.5%	12.0%	11.9%	12.3%	11.0%	12.1%	11.6%					
YOY change	-8.9%	-10.2%	-9.6%	-14.4%	-11.1%	-16.7%	-15.8%	-12.9%	-4.8%	-5.1%	-5.0%					
Processing-based manufacturing	6,591	8,137	14,728	7,586	22,314	8,760	16,346	31,074	9,488	10,433	19,921					
Composition	9.7%	9.4%	9.5%	10.7%	9.9%	8.6%	9.5%	9.5%	13.1%	11.6%	12.3%					
YOY change	-1.4%	28.1%	13.0%	29.6%	18.2%	20.8%	24.8%	18.9%	44.0%	28.2%	35.3%					
Distribution	5,570	7,075	12,645	5,845	18,490	7,777	13,622	26,267	5,803	6,936	12,739					
Composition	8.2%	8.2%	8.2%	8.2%	8.2%	7.6%	7.9%	8.0%	8.0%	7.7%	7.8%					
YOY change	5.2%	17.1%	11.5%	18.4%	13.6%	18.0%	18.1%	14.9%	4.2%	-2.0%	0.7%					
Services	14,326	17,726	32,052	15,210	47,262	23,750	38,960	71,012	15,859	19,526	35,385					
Composition	21.1%	20.4%	20.7%	21.4%	20.9%	23.3%	22.6%	21.7%	21.8%	21.7%	21.8%					
YOY change	-3.1%	-1.2%	-2.1%	1.9%	-0.8%	6.2%	4.5%	1.4%	10.7%	10.2%	10.4%					
Public institutions	5,870	8,253	14,123	5,342	19,465	10,642	15,984	30,107	5,334	7,201	12,535					
Composition	8.6%	9.5%	9.1%	7.5%	8.6%	10.5%	9.3%	9.2%	7.3%	8.0%	7.7%					
YOY change	6.2%	34.3%	21.0%	-3.2%	13.2%	-1.7%	-2.2%	7.5%	-9.1%	-12.7%	-11.2%					
Others	2,216	3,019	5,235	3,167	8,402	2,054	5,221	10,456	2,502	2,661	5,163					
Composition	3.3%	3.5%	3.4%	3.7%	3.7%	2.0%	3.0%	3.2%	3.4%	3.0%	3.2%					
YOY change	49.6%	45.8%	47.4%	19.7%	35.6%	-19.7%	0.3%	19.4%	12.9%	-11.9%	-1.4%					

(3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013								
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	Full year (forecast)*
Net sales	67,891	86,791	154,682	70,914	225,596	101,821	172,735	327,417	72,620	89,903	162,523						340,000
YOY change	-1.6%	+2.1%	+0.4%	+1.3%	+0.7%	+2.7%	+2.1%	+1.3%	+7.0%	+3.6%	+5.1%						+3.8%
IT Infrastructure Services	26,611	28,569	55,180	26,185	81,365	29,993	56,178	111,358	26,980	28,111	55,091						113,600
Composition	39.2%	32.9%	35.7%	36.9%	36.1%	29.5%	32.5%	34.0%	37.2%	31.3%	33.9%						33.4%
YOY change	-2.5%	+1.2%	-0.6%	-2.1%	-1.1%	+4.7%	+1.4%	+0.4%	+1.4%	-1.6%	-0.2%						+2.0%
Financial IT Services	13,360	18,873	32,233	14,564	46,797	23,302	37,866	70,099	13,618	19,677	33,295						71,000
Composition	19.7%	21.7%	20.8%	20.5%	20.7%	22.9%	21.9%	21.4%	18.8%	21.9%	20.5%						20.9%
YOY change	-4.3%	-9.7%	-7.5%	+1.2%	-5.0%	-0.5%	+0.2%	-3.5%	+1.9%	+4.3%	+3.3%						+1.3%
Industrial IT Services	28,597	40,587	69,184	30,496	99,680	49,786	80,282	149,466	31,909	42,774	74,683						157,400
Composition	42.1%	46.8%	44.7%	43.0%	44.2%	48.9%	46.5%	45.7%	43.9%	47.6%	46.0%						46.3%
YOY change	+2.9%	+11.3%	+7.6%	+5.1%	+6.8%	+3.8%	+4.3%	+5.8%	+11.6%	+5.4%	+7.9%						+5.3%
Other business	4,020	3,703	7,723	3,712	11,435	4,799	8,511	16,234	4,516	3,886	8,402						15,800
Composition	5.9%	4.3%	5.0%	5.2%	5.1%	4.7%	4.9%	5.0%	6.2%	4.3%	5.2%						4.6%
YOY change	-5.6%	-8.6%	-7.1%	-7.0%	-7.1%	+11.8%	+2.8%	-2.2%	+12.3%	+4.9%	+8.8%						-2.7%
Inter-segment elimination/adjustments	-4,697	-4,942	-9,639	-4,043	-13,682	-6,058	-10,101	-19,740	-4,404	-4,544	-8,948						-17,800
Operating income (loss)	-2,036	6,719	4,683	121	4,804	10,817	10,938	15,621	256	6,995	7,251						17,500
Composition	-3.0%	7.7%	3.0%	0.2%	2.1%	10.6%	6.3%	4.8%	0.4%	7.8%	4.5%						5.1%
YOY change	-	-1.3%	+0.3%	-	+18.8%	+23.3%	+34.2%	+21.9%	-	+4.1%	+54.8%						+12.0%
IT Infrastructure Services	811	2,829	3,640	1,829	5,469	2,580	4,409	8,049	1,700	1,672	3,372						7,200
Composition	3.0%	9.9%	6.6%	7.0%	6.7%	8.6%	7.8%	7.2%	6.3%	5.9%	6.1%						6.3%
YOY change	-53.4%	+33.4%	-5.8%	+8.4%	-1.5%	-0.0%	+3.3%	-1.0%	+109.6%	-40.9%	-7.3%						-10.5%
Financial IT Services	-753	1,972	1,219	-554	665	3,869	3,315	4,534	-202	2,272	2,070						5,100
Composition	-5.6%	10.4%	3.8%	-3.8%	1.4%	16.6%	8.8%	6.5%	-1.5%	11.5%	6.2%						7.2%
YOY change	-	-35.8%	-25.7%	+85.2%	-58.0%	+65.3%	+45.3%	+15.6%	-	+15.2%	+69.8%						+12.5%
Industrial IT Services	-2,193	1,815	-378	-1,300	-1,678	4,336	3,036	2,658	-1,424	3,174	1,750						4,700
Composition	-7.7%	4.5%	-0.5%	-4.3%	-1.7%	8.7%	3.8%	1.8%	-4.5%	7.4%	2.3%						3.0%
YOY change	-	-4.9%	-	-	-	+4.8%	+44.7%	+63.6%	-	+74.9%	-						+76.8%
Other business	506	585	1,091	559	1,650	627	1,186	2,277	570	491	1,061						1,900
Composition	12.6%	15.8%	14.1%	15.1%	14.4%	13.1%	13.9%	14.0%	12.6%	12.6%	12.6%						12.0%
YOY change	+36.8%	+114.3%	+69.7%	+90.8%	+76.3%	+66.3%	+77.0%	+73.4%	+12.6%	-16.1%	-2.8%						-16.6%
Inter-segment elimination/adjustments	-408	-480	-888	-415	-1,303	-595	-1,010	-1,898	-387	-616	-1,003						-1,400

Net sales for each segment include intersegment sales.

*Announced on May 10, 2012

(4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013							
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year
Orders received during the term	44,918	44,270	89,188	41,082	130,270	44,410	85,492	174,680	49,466	44,767	94,233					
YOY change	+16.6%	+10.6%	+13.5%	+5.3%	+10.8%	-0.7%	+2.1%	+7.6%	+10.1%	+1.1%	+5.7%					
Financial IT Services	16,359	11,798	28,157	15,417	43,574	19,543	34,960	63,117	16,358	15,705	32,063					
Composition	36.4%	26.7%	31.6%	37.5%	33.4%	44.0%	40.9%	36.1%	33.1%	35.1%	34.0%					
YOY change	+24.5%	-9.9%	+7.3%	+1.4%	+5.1%	+1.5%	+1.5%	+4.0%	-0.0%	+33.1%	+13.9%					
Industrial IT Services	28,559	32,471	61,030	25,665	86,695	24,868	50,533	111,563	33,107	29,062	62,169					
Composition	63.6%	73.3%	68.4%	62.5%	66.6%	59.1%	63.9%	66.9%	66.9%	64.9%	66.0%					
YOY change	+12.5%	+20.6%	+16.7%	+7.9%	+13.9%	-2.4%	+2.5%	+9.8%	+15.9%	-10.5%	+1.9%					
Order backlog at period-end	61,830	60,589	60,589	67,270	67,270	57,778	57,778	57,778	72,940	69,385	69,385					
YOY change	+8.4%	+17.5%	+17.5%	+16.2%	+16.2%	+20.5%	+20.5%	+20.5%	+18.0%	+14.5%	+14.5%					
Financial IT Services	22,738	20,924	20,924	23,466	23,466	24,453	24,453	24,453	28,896	27,389	27,389					
Composition	36.8%	34.5%	34.5%	34.9%	34.9%	42.3%	42.3%	42.3%	39.6%	39.5%	39.5%					
YOY change	-9.8%	+7.0%	+7.0%	+6.9%	+6.9%	+34.1%	+34.1%	+34.1%	+27.1%	+30.9%	+30.9%					
Industrial IT Services	39,092	39,664	39,664	43,804	43,804	33,325	33,325	33,325	44,043	41,996	41,996					
Composition	63.2%	65.5%	65.5%	65.1%	65.1%	57.7%	57.7%	57.7%	60.4%	60.5%	60.5%					
YOY change	+22.9%	+23.9%	+23.9%	+21.8%	+21.8%	+12.1%	+12.1%	+12.1%	+12.7%	+5.9%	+5.9%					

(5) Other

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013								
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	Full year (forecast)*
Capital expenditures	2,816	2,769	5,585	5,437	11,022	3,074	8,511	14,096	2,247	2,449	4,696						13,000
Depreciation	3,061	3,090	6,151	3,180	9,331	3,414	6,594	12,745	3,155	3,184	6,339						13,000
Research and development expenses	230	260	490	230	720	242	472	962	234	278	512						1,000
Amortization of goodwill	502	504	1,006	441	1,447	435	876	1,882	435	434	869						1,720
Goodwill balance at the end of the term	5,049	4,546	4,546	4,107	4,107	3,672	3,672	3,672	3,237	2,797	2,797						1,952
Number of Employees at the end of the term	21,611	20,818	20,818	20,642	20,642	20,347	20,347	20,347	20,268	20,119	20,119						-

Principal amortization of goodwill : On April 1, 2011, SORUN Corporation was merged.

SORUN Corporation: Goodwill (¥4,408 million) incurred due to change in status to subsidiary of IT Holdings in December 2009, and five-year equal amortization from 4th quarter period ended March 2010.

Additional goodwill (¥458 million) incurred because the company became a wholly owned subsidiary in April 2010, and five-year equal amortization from the first quarter of the fiscal year ended March 2011.

Nexway Co., Ltd.: Goodwill (¥2,896 million) incurred due to change in status to subsidiary of INTEC in July 2008. Five-year equal amortization from 2nd quarter period ended March 2009.

*Announced on May 10, 2012

2. Financial Summary of Second Quarter Results and First Half Results

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	2nd quarter					1st Half						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2009	FY2010	FY2011	FY2012	FY2013	Plan*	Difference
Net sales	96,492	81,099	85,002	86,791	89,903	163,426	146,954	154,009	154,682	162,523	162,000	+0.3%
YOY change	-	-16.0%	+4.8%	+2.1%	+3.6%	-	-10.1%	+4.8%	+0.4%	+5.1%	+4.7%	-
IT Infrastructure Services	-	-	27,739	28,106	27,565	-	-	54,584	54,163	54,114	54,000	+0.2%
Composition	-	-	32.6%	32.4%	30.7%	-	-	35.4%	35.0%	33.3%	33.3%	-
YOY change	-	-	+1.3%	-1.9%	-	-	-	-	-0.8%	-0.1%	-0.3%	-
Financial IT Services	-	-	20,880	18,809	19,551	-	-	34,821	32,088	33,047	32,700	+1.1%
Composition	-	-	24.6%	21.7%	21.7%	-	-	22.6%	20.7%	20.3%	20.2%	-
YOY change	-	-	-	-9.9%	+3.9%	-	-	-	-7.8%	+3.0%	+1.9%	-
Industrial IT Services	-	-	34,604	38,161	41,084	-	-	60,860	64,989	71,606	71,900	-0.4%
Composition	-	-	40.7%	44.0%	45.7%	-	-	39.5%	42.0%	44.1%	44.4%	-
YOY change	-	-	-	+10.3%	+7.7%	-	-	-	+6.8%	+10.2%	+10.6%	-
Other business	-	-	1,779	1,714	1,702	-	-	3,743	3,440	3,754	3,400	+10.4%
Composition	-	-	2.1%	2.0%	1.9%	-	-	2.4%	2.2%	2.3%	2.1%	-
YOY change	-	-	-	-3.7%	-0.7%	-	-	-	-8.1%	+9.1%	-1.2%	-
Outsourcing and network	32,025	30,753	31,195	-	-	60,793	61,623	62,322	-	-	-	-
Composition	33.2%	37.9%	36.7%	-	-	37.2%	41.9%	40.5%	-	-	-	-
YOY change	-	-4.0%	+1.4%	-	-	-	+1.4%	+1.1%	-	-	-	-
Software development	53,106	42,883	45,491	-	-	82,001	70,308	76,551	-	-	-	-
Composition	55.0%	52.9%	53.5%	-	-	50.2%	47.8%	49.7%	-	-	-	-
YOY change	-	-19.3%	+6.1%	-	-	-	-14.3%	+8.9%	-	-	-	-
Solution services	8,552	6,000	6,474	-	-	14,913	11,798	11,292	-	-	-	-
Composition	8.9%	7.4%	7.6%	-	-	9.1%	8.0%	7.3%	-	-	-	-
YOY change	-	-29.8%	+7.9%	-	-	-	-20.9%	-4.3%	-	-	-	-
Other business	2,807	1,464	1,842	-	-	5,717	3,224	3,843	-	-	-	-
Composition	2.9%	1.8%	2.2%	-	-	3.5%	2.2%	2.5%	-	-	-	-
YOY change	-	-47.8%	+25.8%	-	-	-	-43.6%	+19.2%	-	-	-	-
Cost of sales	76,172	65,461	66,047	69,402	72,381	133,812	119,987	124,915	127,531	133,845	-	-
Composition	78.9%	80.7%	77.7%	80.0%	80.5%	81.9%	81.6%	81.1%	82.4%	82.4%	-	-
YOY change	-	-14.1%	+0.9%	+5.1%	+4.3%	-	-10.3%	+4.1%	+2.1%	+5.0%	-	-
Gross profit	20,321	15,638	18,956	17,389	17,522	29,614	26,967	29,094	27,150	28,678	-	-
Composition	21.1%	19.3%	22.3%	20.0%	19.5%	18.1%	18.4%	18.9%	17.6%	17.6%	-	-
YOY change	-	-23.0%	+21.2%	-8.3%	+0.8%	-	-8.9%	+7.9%	-6.7%	+5.6%	-	-
Selling, general and administrative expenses	10,557	10,684	12,145	10,668	10,527	20,213	21,162	24,426	22,466	21,426	-	-
Composition	10.9%	13.2%	14.3%	12.3%	11.7%	12.4%	14.4%	15.9%	14.5%	13.2%	-	-
YOY change	-	+1.2%	+13.7%	-12.2%	-1.3%	-	+4.7%	+15.4%	-8.0%	-4.6%	-	-
Operating income (loss)	9,762	4,954	6,809	6,719	6,995	9,400	5,805	4,667	4,683	7,251	5,000	+45.0%
Composition	10.1%	6.1%	8.0%	7.7%	7.8%	5.8%	4.0%	3.0%	3.0%	4.5%	3.1%	-
YOY change	-	-49.3%	+37.4%	-1.3%	+4.1%	-	-38.2%	-19.6%	+0.3%	+54.8%	+6.8%	-
Recurring profit (loss)	9,597	4,811	6,610	6,370	6,762	9,479	5,792	4,762	4,679	7,078	5,000	+41.6%
Composition	9.9%	5.9%	7.8%	7.3%	7.5%	5.8%	3.9%	3.1%	3.0%	4.4%	3.1%	-
YOY change	-	-49.9%	+37.4%	-3.6%	+6.2%	-	-38.9%	-17.8%	-1.7%	+51.3%	+6.9%	-
Net income (loss)	4,948	2,106	3,821	-109	3,472	4,491	3,207	1,004	-1,469	3,019	2,000	+51.0%
Composition	5.1%	2.6%	4.5%	-0.1%	3.9%	2.7%	2.2%	0.7%	-0.9%	1.9%	1.2%	-
YOY change	-	-57.4%	+81.4%	-	-	-	-28.6%	-68.7%	-	-	-	-

*Announced on May 10, 2012

(2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	2nd quarter					1st Half						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2009	FY2010	FY2011	FY2012	FY2013	Plan*	Difference
Net sales	96,492	81,099	85,002	86,791	89,903	163,426	146,954	154,009	154,682	162,523	162,000	+0.3%
YOY change	-	-16.0%	+4.8%	+2.1%	+3.6%	-	-10.1%	+4.8%	+0.4%	+5.1%	+4.7%	
IT Infrastructure Services	-	-	28,235	28,569	28,111	-	-	55,528	55,180	55,091	55,000	+0.2%
Composition	-	-	33.2%	32.9%	31.3%	-	-	36.1%	35.7%	33.9%	34.0%	
YOY change	-	-	-1.6%	-	-	-	-	-	-0.6%	-0.2%	-0.3%	
Financial IT Services	-	-	20,900	18,873	19,677	-	-	34,858	32,233	33,295	32,800	+1.5%
Composition	-	-	24.6%	21.7%	21.9%	-	-	22.6%	20.8%	20.5%	20.2%	
YOY change	-	-	-	-9.7%	+4.3%	-	-	-	-7.5%	+3.3%	+1.8%	
Industrial IT Services	-	-	36,482	40,587	42,774	-	-	64,285	69,184	74,683	75,600	-1.2%
Composition	-	-	42.9%	46.8%	47.6%	-	-	41.7%	44.7%	46.0%	46.7%	
YOY change	-	-	-	+11.3%	+5.4%	-	-	-	+7.6%	+7.9%	+9.3%	
Other business	-	-	4,053	3,703	3,886	-	-	8,312	7,723	8,402	7,600	+10.6%
Composition	-	-	4.8%	4.3%	4.3%	-	-	5.4%	5.0%	5.2%	4.7%	
YOY change	-	-	-	-8.6%	+4.9%	-	-	-	-7.1%	+8.8%	-1.6%	
Inter-segment elimination/adjustments	-	-	-4,666	-4,942	-4,544	-	-	-8,974	-9,639	-8,948	-9,000	-
Operating income (loss)	9,762	4,954	6,809	6,719	6,995	9,400	5,805	4,667	4,683	7,251	5,000	+45.0%
Composition	10.1%	6.1%	8.0%	7.7%	7.8%	5.8%	4.0%	3.0%	3.0%	4.5%	3.1%	
YOY change	-	-49.3%	+37.4%	-1.3%	+4.1%	-	-38.2%	-19.6%	+0.3%	+54.8%	+6.8%	
IT Infrastructure Services	-	-	2,121	2,829	1,672	-	-	3,863	3,640	3,372	3,100	+8.8%
Composition	-	-	7.5%	9.9%	5.9%	-	-	7.0%	6.6%	6.1%	5.6%	
YOY change	-	-	-	+33.4%	-40.9%	-	-	-	-5.8%	-7.4%	-14.8%	
Financial IT Services	-	-	3,071	1,972	2,272	-	-	1,640	1,219	2,070	1,500	+38.0%
Composition	-	-	14.7%	10.4%	11.5%	-	-	4.7%	3.8%	6.2%	4.6%	
YOY change	-	-	-	-35.8%	+15.2%	-	-	-	-25.7%	+69.8%	+23.1%	
Industrial IT Services	-	-	1,909	1,815	3,174	-	-	-473	-378	1,750	700	+150.0%
Composition	-	-	5.2%	4.5%	7.4%	-	-	-0.7%	-0.5%	2.3%	0.9%	
YOY change	-	-	-	-4.9%	+74.9%	-	-	-	-	-	-	
Other business	-	-	273	585	491	-	-	643	1,091	1,061	1,000	+6.1%
Composition	-	-	6.7%	15.8%	12.6%	-	-	7.7%	14.1%	12.6%	13.2%	
YOY change	-	-	-	+114.3%	-16.1%	-	-	+69.7%	-2.7%	-8.3%	-	
Inter-segment elimination/adjustments	-	-	-566	-480	-616	-	-	-1,006	-888	-1,003	-1,300	-

Net sales for each segment include intersegment sales.

*Announced on May 10, 2012

(3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	2nd quarter					1st Half				
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2009	FY2010	FY2011	FY2012	FY2013
Orders received during the term	38,742	31,683	40,034	44,270	44,767	73,894	69,808	78,553	89,188	94,233
YOY change	-	-18.2%	+26.4%	+10.6%	+1.1%	-	-5.5%	+12.5%	+13.5%	+5.7%
Financial IT Services	-	-	13,099	11,798	15,705	-	-	26,242	28,157	32,063
Composition	-	-	32.7%	26.7%	35.1%	-	-	33.4%	31.6%	34.0%
YOY change	-	-	-	-9.9%	+33.1%	-	-	-	+7.3%	+13.9%
Industrial IT Services	-	-	26,934	32,471	29,062	-	-	52,310	61,030	62,169
Composition	-	-	67.3%	73.3%	64.9%	-	-	66.6%	68.4%	66.0%
YOY change	-	-	-	+20.6%	-10.5%	-	-	-	+16.7%	+1.9%
Order backlog at period-end	64,163	52,308	51,571	60,589	69,385	64,163	52,308	51,571	60,589	69,385
YOY change	-	-18.5%	-1.4%	+17.5%	+14.5%	-	-18.5%	-1.4%	+17.5%	+14.5%
Financial IT Services	-	-	19,553	20,924	27,389	-	-	19,553	20,924	27,389
Composition	-	-	37.9%	34.5%	39.5%	-	-	37.9%	34.5%	39.5%
YOY change	-	-	-	+7.0%	+30.9%	-	-	-	+7.0%	+30.9%
Industrial IT Services	-	-	32,017	39,664	41,996	-	-	32,017	39,664	41,996
Composition	-	-	62.1%	65.5%	60.5%	-	-	62.1%	65.5%	60.5%
YOY change	-	-	-	+23.9%	+5.9%	-	-	-	+23.9%	+5.9%

3. Five-Year Summary

(1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year(Plan)*
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	340,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.8%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	111,500
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.8%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+2.1%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,600
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	20.8%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.4%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	151,600
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.6%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+6.9%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	6,300
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.3%	1.9%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	-5.4%
Outsourcing and network	60,793	125,721	61,623	126,164	62,322	124,496	-	-	-	-
Composition	37.2%	37.2%	41.9%	40.2%	40.5%	38.5%	-	-	-	-
YOY change	-	-	+1.4%	+0.4%	+1.1%	-1.3%	-	-	-	-
Software development	82,001	175,847	70,308	155,976	76,551	163,889	-	-	-	-
Composition	50.2%	52.0%	47.8%	49.7%	49.7%	50.7%	-	-	-	-
YOY change	-	-	-14.3%	-11.3%	+8.9%	+5.1%	-	-	-	-
Solution services	14,913	29,409	11,798	25,021	11,292	27,183	-	-	-	-
Composition	9.1%	8.7%	8.0%	8.0%	7.3%	8.4%	-	-	-	-
YOY change	-	-	-20.9%	-14.9%	-4.3%	+8.6%	-	-	-	-
Other business	5,717	7,325	3,224	6,693	3,843	7,604	-	-	-	-
Composition	3.5%	2.2%	2.2%	2.1%	2.5%	2.4%	-	-	-	-
YOY change	-	-	-43.6%	-8.6%	+19.2%	+13.6%	-	-	-	-
Cost of sales	133,812	272,944	119,987	254,827	124,915	261,145	127,531	266,159	133,845	-
Composition	81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	81.3%	82.4%	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	-
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	61,258	28,678	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.7%	17.6%	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-
Selling, general and administrative expenses	20,213	41,569	21,162	43,032	24,426	49,209	22,466	45,636	21,426	-
Composition	12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	13.9%	13.2%	-
YOY change	-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-
Operating income (loss)	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	17,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.1%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+12.0%
Recurring profit (loss)	9,479	23,604	5,792	15,719	4,762	12,625	4,679	15,393	7,078	17,000
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.0%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+10.4%
Net income (loss)	4,491	9,406	3,207	7,659	1,004	5,985	-1,469	2,135	3,019	6,000
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	1.8%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+181.0%
Net income per share - basic (yen)	52.97	110.74	37.60	89.25	11.44	68.19	-16.74	24.33	34.40	68.36
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	-
Dividends per share - diluted (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	30.7%

*Announced on May 10, 2012

(2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year(Plan)*
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	340,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.8%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	113,600
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.4%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+2.0%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,000
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	20.9%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+1.3%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	157,400
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.3%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+5.3%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	15,800
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.0%	5.2%	4.6%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-2.7%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-17,800
Operating income (loss)	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	17,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.1%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+12.0%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,200
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	46.5%	41.1%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-10.5%
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	5,100
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	28.5%	29.1%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+12.5%
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,700
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	24.1%	26.9%
YOY change	-	-	-	-	-	-	-	+63.6%	-	+76.8%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	1,900
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	14.6%	10.9%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-16.6%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-1,400

Net sales for each segment include intersegment sales.

*Announced on May 10, 2012

(3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year(Plan)*
Orders received during the term	73,894	156,385	69,808	146,621	78,553	162,287	89,188	174,680	94,233	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	-
Order backlog at period-end	64,163	52,808	52,308	49,569	51,571	47,967	60,589	57,778	69,385	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	-

*Announced on May 10, 2012

(4) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013(Plan)*	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year
Current assets	118,592	140,799	120,513	141,967	126,685	128,455	119,854	142,442	135,259	-
Fixed assets	164,580	154,527	160,430	171,109	168,621	172,620	171,891	167,560	162,883	-
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	-
Current liabilities	77,494	82,051	70,153	86,255	65,666	73,090	73,169	83,065	72,727	-
Non-current liabilities	63,125	67,058	61,405	71,746	77,325	76,875	71,989	75,972	73,027	-
Total liabilities	140,620	149,110	131,558	158,001	142,991	149,965	145,159	159,038	145,754	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	150,965	152,388	-
Total liabilities and net assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	-
Total interest-bearing debt	82,413	80,532	75,397	91,646	76,268	77,454	74,118	76,515	70,855	-
Interest-bearing debt ratio	29.1%	27.3%	26.8%	29.3%	25.8%	25.7%	25.4%	24.7%	23.8%	-
Net assets per share(yen)	1,498.39	1,541.17	1,558.63	1,602.77	1,571.12	1,636.56	1,588.36	1,636.72	1,651.15	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	46.3%	48.6%	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	-
Cash flow from operating activities	13,595	34,311	15,012	31,400	16,690	27,236	9,985	23,658	11,900	-
Cash flow from investing activities	-11,212	-20,079	-10,421	-25,726	-6,410	-18,957	-9,750	-15,158	-2,988	-
Cash flow from financial activities	-4,861	-6,877	-5,736	6,139	-18,288	-18,755	-5,868	-4,230	-8,133	-
Cash and cash equivalents at the end of the term	25,510	35,104	33,987	46,987	38,982	36,492	31,187	41,119	41,915	-
Free cash flows	2,383	14,232	4,591	5,674	10,280	8,279	235	8,500	8,912	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	14,096	4,696	13,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	13,000
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,000
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,720
Goodwill balance at the end of the term	5,649	5,053	4,280	6,863	6,466	5,551	4,546	3,672	2,797	1,952
Number of employees at the end of the term	15,522	15,259	16,174	20,476	21,007	20,831	20,818	20,347	20,119	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	-

Total interest-bearing debt indicate total sum of borrowed money and corporate bonds.

Free cash flows indicate total sum of cash flow from operating activities and cash flow from investing activities.

*Announced on May 10, 2012



IT Holdings

Cautionary Statements

- All statements described in these materials 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 certain assumptions deemed reasonable at this time. No intent is implied of promise by the Company to achieve such forward-looking statements. Indeed, various factors may cause future results to be substantially different from the assumptions presented in these materials.
- Full-year targets reflect revised performance estimates at the time of presentation.
- Quarterly financial results (three month results) indicate the figures deducting from accumulated-term results.
(ex. Third quarter results = Three quarter results – Two quarter results)
- Performance results achieved by SORUN, which became a consolidated subsidiary of ITHD in December 2009 and later merged with TIS in April 2011, are reflected in ITHD results from the fourth quarter of fiscal 2010, ended March 2010.
- From the fiscal year ended March 31, 2012, ITHD applied new management approach and changed business segment. Fiscal 2011 figures have been recalculated and reclassified according to the new segment breakdowns for comparison purposes.