



IT Holdings

Supplementary Financial Data Fiscal 2013 Results (Fiscal Year ended March 31, 2013)

May 10, 2013

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								Full year (forecast)*	Difference
	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	73,589	236,112	101,722	175,311	337,834	340,000	-0.6%
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%	+4.7%	-0.1%	+1.5%	+3.2%	+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	26,267	80,381	29,695	55,962	110,076	111,500	-1.3%
Composition	38.4%	32.4%	35.0%	36.4%	35.4%	28.8%	31.9%	33.4%	36.6%	30.7%	33.3%	35.7%	34.0%	29.2%	31.9%	32.6%	32.8%	
YOY change	-2.9%	+1.3%	-0.8%	-2.1%	-1.2%	+3.9%	+1.0%	+0.1%	+1.9%	-1.9%	-0.1%	+1.9%	+0.5%	+1.4%	+1.6%	+0.8%	+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	16,045	49,092	21,902	37,947	70,994	70,600	+0.6%
Composition	19.6%	21.7%	20.7%	20.4%	20.6%	22.7%	21.8%	21.3%	18.6%	21.7%	20.3%	21.8%	20.8%	21.5%	21.6%	21.0%	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%	+10.7%	+5.4%	-5.1%	+1.0%	+1.9%	+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	29,518	101,124	48,441	77,959	149,565	151,600	-1.3%
Composition	39.5%	44.0%	42.0%	40.8%	41.6%	47.1%	44.5%	43.3%	42.0%	45.7%	44.1%	40.1%	42.8%	47.6%	44.5%	44.3%	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%	+2.0%	+7.7%	+1.1%	+5.4%	+6.9%	+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	1,760	5,514	1,682	3,442	7,196	6,300	+14.2%
Composition	2.5%	2.0%	2.2%	2.4%	2.3%	1.5%	1.9%	2.0%	2.8%	1.9%	2.3%	2.4%	2.3%	1.7%	2.0%	2.1%	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%	+3.8%	+7.4%	+10.2%	+6.9%	+8.0%	-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	62,929	196,774	80,161	143,090	276,935	-	-
Composition	85.6%	80.0%	82.4%	84.0%	82.9%	77.7%	80.3%	81.3%	84.6%	80.5%	82.4%	85.5%	83.3%	78.8%	81.6%	82.0%	-	-
YOY change	-1.3%	+5.1%	+2.1%	+2.1%	+2.1%	+1.5%	+1.8%	+1.9%	+5.7%	+4.3%	+5.0%	+5.7%	+5.2%	+1.4%	+3.2%	+4.0%	-	-
Gross profit	9,761	17,389	27,150	11,361	38,511	22,747	34,108	61,258	11,156	17,522	28,678	10,659	39,337	21,562	32,221	60,899	-	-
Composition	14.4%	20.0%	17.6%	16.0%	17.1%	22.3%	19.7%	18.7%	15.4%	19.5%	17.6%	14.5%	16.7%	21.2%	18.4%	18.0%	-	-
YOY change	-3.7%	-8.3%	-6.7%	-2.6%	-5.5%	+7.0%	+3.6%	-1.2%	+14.3%	+0.8%	+5.6%	-6.2%	+2.1%	-5.2%	-5.5%	-0.6%	-	-
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	10,170	31,596	11,131	21,301	42,727	-	-
Composition	17.4%	12.3%	14.5%	15.9%	14.9%	11.7%	13.4%	13.9%	15.0%	11.7%	13.2%	13.8%	13.4%	10.9%	12.2%	12.6%	-	-
YOY change	-3.9%	-12.2%	-8.0%	-8.6%	-8.2%	-4.5%	-6.5%	-7.3%	-7.6%	-1.3%	-4.6%	-9.5%	-6.3%	-6.7%	-8.1%	-6.4%	-	-
Operating income (loss)	-2,036	6,719	4,683	121	4,804	10,817	10,938	15,621	256	6,995	7,251	490	7,741	10,430	10,920	18,171	17,500	+3.8%
Composition	-3.0%	7.7%	3.0%	0.2%	2.1%	10.6%	6.3%	4.8%	0.4%	7.8%	4.5%	0.7%	3.3%	10.3%	6.2%	5.4%	5.1%	
YOY change	-	-1.3%	+0.3%	-	+18.8%	+23.3%	+34.2%	+21.9%	-	+4.1%	+54.8%	+305.0%	+61.1%	-3.6%	-0.2%	+16.3%	+12.0%	
Non-operating income	750	141	891	334	1,225	421	755	1,646	670	200	870	270	1,140	318	588	1,458	-	-
Non-operating expenses	405	490	895	383	1,278	596	979	1,874	610	434	1,044	841	1,885	304	1,145	2,189	-	-
Recurring profit (loss)	-1,691	6,370	4,679	72	4,751	10,642	10,714	15,393	316	6,762	7,078	-83	6,995	10,445	10,362	17,440	17,000	+2.6%
Composition	-2.5%	7.3%	3.0%	0.1%	2.1%	10.5%	6.2%	4.7%	0.4%	7.5%	4.4%	-0.1%	3.0%	10.3%	5.9%	5.2%	5.0%	
YOY change	-	-3.6%	-1.7%	-	+21.4%	+22.2%	+36.3%	+21.9%	-	+6.2%	+51.3%	-	+47.2%	-1.9%	-3.3%	+13.3%	+10.4%	
Extraordinary income	49	449	498	25	523	784	809	1,307	70	10	80	26	106	69	95	175	-	-
Extraordinary loss	306	6,829	7,135	1,344	8,479	2,100	3,444	10,579	530	414	944	522	1,466	4,965	5,487	6,431	-	-
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	-580	5,635	5,550	4,970	11,185	-	-
Composition	-2.9%	-0.0%	-1.3%	-1.8%	-1.4%	9.2%	4.7%	1.9%	-0.2%	-0.0%	3.8%	-0.8%	2.4%	5.5%	2.8%	3.3%	-	-
YOY change	-	-	-	-	-	+15.3%	+10.3%	-39.7%	-	-	-	-	-	-40.5%	-38.5%	+82.7%	-	-
Total income taxes	-572	208	-364	995	631	3,266	4,261	3,897	373	2,608	2,981	-313	2,668	2,206	1,893	4,874	-	-
Minority interests in earnings of consolidated subsidiaries	-16	-108	-124	18	-106	195	213	89	-63	277	214	82	296	145	227	441	-	-
Net income (loss)	-1,360	-109	-1,469	-2,260	-3,729	5,864	3,604	2,135	-453	3,472	3,019	-348	2,671	3,197	2,849	5,868	6,000	-2.2%
Composition	-2.0%	-0.1%	-0.9%	-3.2%	-1.7%	5.8%	2.1%	0.7%	-0.6%	3.9%	1.9%	-0.5%	1.1%	3.1%	1.6%	1.7%	1.8%	
YOY change	-	-	-	-	-	+0.9%	-27.6%	-64.3%	-	-	-	-	-	-45.5%	-20.9%	+174.8%	+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	73,589	236,112	101,722	175,311	337,834
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%	+4.7%	-0.1%	+1.5%	+3.2%
Credit card	9,063	11,821	20,884	9,305	30,189	14,895	24,200	45,084	9,849	13,791	23,640	10,400	34,040	14,806	25,206	48,846
Composition	13.3%	13.6%	13.5%	13.1%	13.4%	14.6%	14.0%	13.8%	13.6%	15.3%	14.5%	14.1%	14.4%	14.6%	14.4%	14.5%
YOY change	-18.2%	-23.8%	-21.4%	-13.8%	-19.2%	-2.2%	-7.0%	-14.3%	8.7%	16.7%	13.2%	11.8%	12.8%	-0.6%	4.2%	8.3%
Banking	5,743	6,933	12,676	5,834	18,510	8,192	14,026	26,702	5,616	6,757	12,373	5,992	18,365	7,865	13,857	26,230
Composition	8.5%	8.0%	8.2%	8.2%	8.2%	8.1%	8.1%	8.2%	7.7%	7.5%	7.6%	8.1%	7.8%	7.7%	7.9%	7.8%
YOY change	1.7%	5.5%	3.7%	-4.6%	1.0%	9.4%	3.1%	3.4%	-2.2%	-2.5%	-2.4%	2.7%	-0.8%	-4.0%	-1.2%	-1.8%
Insurance	5,356	6,054	11,410	5,240	16,650	6,281	11,521	22,931	5,148	6,026	11,174	5,803	16,977	6,859	12,662	23,836
Composition	7.9%	7.0%	7.4%	7.4%	7.4%	6.2%	6.7%	7.0%	7.1%	6.7%	6.9%	7.9%	7.2%	6.7%	7.2%	7.1%
YOY change	0.5%	-3.4%	-1.6%	-2.8%	-2.0%	-2.8%	-2.8%	-2.2%	-3.9%	-0.5%	-2.1%	10.7%	2.0%	9.2%	9.9%	3.9%
Other finance	4,748	6,310	11,058	5,156	16,214	7,202	12,358	23,416	5,017	5,697	10,714	5,374	16,088	5,249	10,623	21,337
Composition	7.0%	7.3%	7.1%	7.3%	7.2%	7.1%	7.2%	7.2%	6.9%	6.3%	6.6%	7.3%	6.8%	5.2%	6.1%	6.3%
YOY change	19.7%	18.2%	18.8%	23.4%	20.2%	26.5%	25.2%	22.1%	5.7%	-9.7%	-3.1%	4.2%	-0.8%	-27.1%	-14.0%	-8.9%
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	8,281	27,156	11,668	19,949	38,824
Composition	12.4%	13.2%	12.8%	11.6%	12.5%	12.0%	11.9%	12.3%	11.0%	12.1%	11.6%	11.3%	11.5%	11.5%	11.4%	11.5%
YOY change	-8.9%	-10.2%	-9.6%	-14.4%	-11.1%	-16.7%	-15.8%	-12.9%	-4.8%	-5.1%	-5.0%	0.6%	-3.3%	-4.9%	-2.7%	-3.8%
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	8,437	28,358	10,110	18,547	38,468
Composition	9.7%	9.4%	9.5%	10.7%	9.9%	8.6%	9.5%	9.5%	13.1%	11.6%	12.3%	11.5%	12.0%	9.9%	10.6%	11.4%
YOY change	-1.4%	28.1%	13.0%	29.6%	18.2%	20.8%	24.8%	18.9%	44.0%	28.2%	35.3%	11.2%	27.1%	15.4%	13.5%	23.8%
Distribution	5,570	7,075	12,645	5,845	18,490	7,777	13,622	26,267	5,803	6,936	12,739	6,385	19,124	8,274	14,659	27,398
Composition	8.2%	8.2%	8.2%	8.2%	8.2%	7.6%	7.9%	8.0%	8.0%	7.7%	7.8%	8.7%	8.1%	8.1%	8.4%	8.1%
YOY change	5.2%	17.1%	11.5%	18.4%	13.6%	18.0%	18.1%	14.9%	4.2%	-2.0%	0.7%	9.2%	3.4%	6.4%	7.6%	4.3%
Services	14,326	17,726	32,052	15,210	47,262	23,750	38,960	71,012	15,859	19,526	35,385	15,755	51,140	22,285	38,040	73,425
Composition	21.1%	20.4%	20.7%	21.4%	20.9%	23.3%	22.6%	21.7%	21.8%	21.7%	21.8%	21.4%	21.7%	21.9%	21.7%	21.7%
YOY change	-3.1%	-1.2%	-2.1%	1.9%	-0.8%	6.2%	4.5%	1.4%	10.7%	10.2%	10.4%	3.6%	8.2%	-6.2%	-2.4%	3.4%
Public institutions	5,870	8,253	14,123	5,342	19,465	10,642	15,984	30,107	5,334	7,201	12,535	4,817	17,352	10,873	15,690	28,225
Composition	8.6%	9.5%	9.1%	7.5%	8.6%	10.5%	9.3%	9.2%	7.3%	8.0%	7.7%	6.5%	7.3%	10.7%	8.9%	8.4%
YOY change	6.2%	34.3%	21.0%	-3.2%	13.2%	-1.7%	-2.2%	7.5%	-9.1%	-12.7%	-11.2%	-9.8%	-10.9%	2.2%	-1.8%	-6.3%
Others	2,216	3,019	5,235	3,167	8,402	2,054	5,221	10,456	2,502	2,661	5,163	2,344	7,507	3,734	6,078	11,241
Composition	3.3%	3.5%	3.4%	4.5%	3.7%	2.0%	3.0%	3.2%	3.4%	3.0%	3.2%	3.2%	3.2%	3.7%	3.5%	3.3%
YOY change	49.6%	45.8%	47.4%	19.7%	35.6%	-19.7%	0.3%	19.4%	12.9%	-11.9%	-1.4%	-26.0%	-10.7%	81.8%	16.4%	7.5%

(3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013								Full year (forecast)*	Difference
	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	73,589	236,112	101,722	175,311	337,834	340,000	-0.6%
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%	+4.7%	-0.1%	+1.5%	+3.2%	+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	26,774	81,865	30,801	57,575	112,666	113,600	-0.8%
Composition	39.2%	32.9%	35.7%	36.9%	36.1%	29.5%	32.5%	34.0%	37.2%	31.3%	33.9%	36.4%	34.7%	30.3%	32.8%	33.3%	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%	+2.2%	+0.6%	+2.7%	+2.5%	+1.2%	+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	16,162	49,457	22,042	38,204	71,499	71,000	+0.7%
Composition	19.7%	21.7%	20.8%	20.5%	20.7%	22.9%	21.9%	21.4%	18.8%	21.9%	20.5%	22.0%	20.9%	21.7%	21.8%	21.2%	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%	+11.0%	+5.7%	-5.4%	+0.9%	+2.0%	+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	31,093	105,776	49,913	81,006	155,689	157,400	-1.1%
Composition	42.1%	46.8%	44.7%	43.0%	44.2%	48.9%	46.5%	45.7%	43.9%	47.6%	46.0%	42.3%	44.8%	49.1%	46.2%	46.1%	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%	+2.0%	+6.1%	+0.3%	+0.9%	+4.2%	+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	3,885	12,287	3,945	7,830	16,232	15,800	+2.7%
Composition	5.9%	4.3%	5.0%	5.2%	5.1%	4.7%	4.9%	5.0%	6.2%	4.3%	5.2%	5.3%	5.2%	3.9%	4.5%	4.8%	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%	+4.7%	+7.5%	-17.8%	-8.0%	-0.2%	-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	-4,324	-13,272	-4,981	-9,305	-18,253	-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	490	7,741	10,430	10,920	18,171	17,500	+3.8%
Composition	-3.0%	7.7%	3.0%	0.2%	2.1%	10.6%	6.3%	4.8%	0.4%	7.8%	4.5%	0.7%	3.3%	10.3%	6.2%	5.4%	5.1%	
YOY change	-	-1.3%	+0.3%	-	+18.8%	+23.3%	+34.2%	+21.9%	-	+4.1%	+54.8%	-	+61.1%	-3.6%	-0.2%	+16.3%	+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	1,111	4,483	2,618	3,729	7,101	7,200	-1.4%
Composition	3.0%	9.9%	6.6%	7.0%	6.7%	8.6%	7.8%	7.2%	6.3%	5.9%	6.1%	4.1%	5.5%	8.5%	6.5%	6.3%	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%	-39.3%	-18.0%	+1.5%	-15.4%	-11.8%	-10.5%	
Financial IT Services	-753	1,972	1,219	-554	665	3,869	3,315	4,534	-202	2,272	2,070	510	2,580	3,441	3,951	6,021	5,100	+18.1%
Composition	-5.6%	10.4%	3.8%	-3.8%	1.4%	16.6%	8.8%	6.5%	-1.5%	11.5%	6.2%	3.2%	5.2%	15.6%	10.3%	8.4%	7.2%	
YOY change	-	-35.8%	-25.7%	+85.2%	-58.0%	+65.3%	+45.3%	+15.6%	-	+15.2%	+69.8%	-	+288.0%	-11.1%	+19.2%	+32.8%	+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	-1,243	507	4,485	3,242	4,992	4,700	+6.2%
Composition	-7.7%	4.5%	-0.5%	-4.3%	-1.7%	8.7%	3.8%	1.8%	-4.5%	7.4%	2.3%	-4.0%	0.5%	9.0%	4.0%	3.2%	3.0%	
YOY change	-	-4.9%	-	-	-	+4.8%	+44.7%	+63.6%	-	+74.9%	-	-	-	+3.4%	+6.8%	+87.8%	+76.8%	
Other business	506	585	1,091	559	1,650	627	1,186	2,277	570	491	1,061	537	1,598	555	1,092	2,153	1,900	+13.3%
Composition	12.6%	15.8%	14.1%	15.1%	14.4%	13.1%	13.9%	14.0%	12.6%	12.6%	12.6%	13.8%	13.0%	14.1%	13.9%	13.3%	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%	-3.9%	-3.2%	-11.5%	-7.9%	-5.4%	-16.6%	
Inter-segment elimination/adjustments	-408	-480	-888	-415	-1,303	-595	-1,010	-1,898	-387	-616	-1,003	-426	-1,429	-668	-1,094	-2,097	-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	33,948	128,181	51,171	85,119	179,352
YOY change	+16.6%	+10.6%	+13.5%	+5.3%	+10.8%	-0.7%	+2.1%	+7.6%	+10.1%	+1.1%	+5.7%	-17.4%	-1.6%	+15.2%	-0.4%	+2.7%
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	11,870	43,933	21,434	33,304	65,367
Composition	36.4%	26.7%	31.6%	37.5%	33.4%	44.0%	40.9%	36.1%	33.1%	35.1%	34.0%	35.0%	34.3%	41.9%	39.1%	36.4%
YOY change	+24.5%	-9.9%	+7.3%	+1.4%	+5.1%	+1.5%	+1.5%	+4.0%	-0.0%	+33.1%	+13.9%	-23.0%	+0.8%	+9.7%	-4.7%	+3.6%
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	22,079	84,248	29,737	51,816	113,985
Composition	63.6%	73.3%	68.4%	62.5%	66.6%	56.0%	59.1%	63.9%	66.9%	64.9%	66.0%	65.0%	65.7%	58.1%	60.9%	63.6%
YOY change	+12.5%	+20.6%	+16.7%	+7.9%	+13.9%	-2.4%	+2.5%	+9.8%	+15.9%	-10.5%	+1.9%	-14.0%	-2.8%	+19.6%	+2.5%	+2.2%
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	69,969	69,969	62,055	62,055	62,055
YOY change	+8.4%	+17.5%	+17.5%	+16.2%	+16.2%	+20.5%	+20.5%	+20.5%	+18.0%	+14.5%	+14.5%	+4.0%	+4.0%	+7.4%	+7.4%	+7.4%
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	26,301	26,301	26,057	26,057	26,057
Composition	36.8%	34.5%	34.5%	34.9%	34.9%	42.3%	42.3%	42.3%	39.6%	39.5%	39.5%	37.6%	37.6%	42.0%	42.0%	42.0%
YOY change	-9.8%	+7.0%	+7.0%	+6.9%	+6.9%	+34.1%	+34.1%	+34.1%	+27.1%	+30.9%	+30.9%	+12.1%	+12.1%	+6.6%	+6.6%	+6.6%
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	43,668	43,668	35,997	35,997	35,997
Composition	63.2%	65.5%	65.5%	65.1%	65.1%	57.7%	57.7%	57.7%	60.4%	60.5%	60.5%	62.4%	62.4%	58.0%	58.0%	58.0%
YOY change	+22.9%	+23.9%	+23.9%	+21.8%	+21.8%	+12.1%	+12.1%	+12.1%	+12.7%	+5.9%	+5.9%	-0.3%	-0.3%	+8.0%	+8.0%	+8.0%

(5) Other

IT Holdings, Consolidated (Millions of yen)	FY2012								FY2013								Full year (forecast)*
	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	2,816	2,769	5,585	5,437	11,022	3,074	8,511	14,096	2,247	2,449	4,696	3,402	8,098	4,189	7,591	12,287	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	3,230	9,569	3,351	6,581	12,920	13,000
Research and development expenses	230	260	490	230	720	242	472	962	234	278	512	239	751	251	490	1,002	1,000
Amortization of goodwill	502	504	1,006	441	1,447	435	876	1,882	435	434	869	434	1,303	367	801	1,670	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	2,363	2,363	1,914	1,914	1,914	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	19,911	19,911	19,553	19,553	19,553	-

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 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 200

*Announced on May 10, 2012

2. Financial Summary of Fourth Quarter and Full Year Results

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	4th quarter					Full Year				
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2009	FY2010	FY2011	FY2012	FY2013
Net sales	105,317	104,929	99,183	101,821	101,722	338,302	313,856	323,173	327,417	337,834
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	-	-7.2%	+3.0%	+1.3%	+3.2%
IT Infrastructure Services	-	-	28,180	29,284	29,695	-	-	109,092	109,234	110,076
Composition	-	-	28.4%	28.8%	29.2%	-	-	33.8%	33.4%	32.6%
YOY change	-	-	+3.9%	+1.4%	-	-	-	+0.1%	+0.1%	+0.8%
Financial IT Services	-	-	23,356	23,080	21,902	-	-	72,550	69,659	70,994
Composition	-	-	23.5%	22.7%	21.5%	-	-	22.4%	21.3%	21.0%
YOY change	-	-	-	-1.2%	-5.1%	-	-	-	-4.0%	+1.9%
Industrial IT Services	-	-	46,039	47,931	48,441	-	-	134,327	141,862	149,565
Composition	-	-	46.4%	47.1%	47.6%	-	-	41.6%	43.3%	44.3%
YOY change	-	-	-	+4.1%	+1.1%	-	-	-	+5.6%	+5.4%
Other business	-	-	1,606	1,526	1,682	-	-	7,202	6,661	7,196
Composition	-	-	1.6%	1.5%	1.7%	-	-	2.2%	2.0%	2.1%
YOY change	-	-	-	-5.0%	+10.2%	-	-	-	-7.5%	+8.0%
Outsourcing and network	33,378	35,094	32,299	-	-	125,721	126,164	124,496	-	-
Composition	31.7%	33.4%	32.6%	-	-	37.2%	40.2%	38.5%	-	-
YOY change	-	+5.1%	-8.0%	-	-	-	+0.4%	-1.3%	-	-
Software development	64,107	59,643	54,660	-	-	175,847	155,976	163,889	-	-
Composition	60.9%	56.8%	55.1%	-	-	52.0%	49.7%	50.7%	-	-
YOY change	-	-7.0%	-8.4%	-	-	-	-11.3%	+5.1%	-	-
Solution services	8,592	8,834	10,315	-	-	29,409	25,021	27,183	-	-
Composition	8.2%	8.4%	10.4%	-	-	8.7%	8.0%	8.4%	-	-
YOY change	-	+2.8%	+16.8%	-	-	-	-14.9%	+8.6%	-	-
Other business	-760	1,358	1,910	-	-	7,325	6,693	7,604	-	-
Composition	-0.7%	1.3%	1.9%	-	-	2.2%	2.1%	2.4%	-	-
YOY change	-	-278.7%	+40.6%	-	-	-	-8.6%	+13.6%	-	-
Cost of sales	82,150	83,016	77,920	79,075	80,161	272,944	254,827	261,145	266,159	276,935
Composition	78.0%	79.1%	78.6%	77.7%	78.8%	80.7%	81.2%	80.8%	81.3%	82.0%
YOY change	-	+1.1%	-6.1%	+1.5%	+1.4%	-	-6.6%	-2.5%	+1.9%	+4.0%
Gross profit	23,166	21,914	21,263	22,747	21,562	65,357	59,029	62,027	61,258	60,899
Composition	22.0%	20.9%	21.4%	22.3%	21.2%	19.3%	18.8%	19.2%	18.7%	18.0%
YOY change	-	-5.4%	-3.0%	+7.0%	-5.2%	-	-9.7%	+5.1%	-1.2%	-0.6%
Selling, general and administrative expenses	10,991	11,836	12,489	11,930	11,131	41,569	43,032	49,209	45,636	42,727
Composition	10.4%	11.3%	12.6%	11.7%	10.9%	12.3%	13.7%	15.2%	13.9%	12.6%
YOY change	-	+7.7%	+5.5%	-4.5%	-6.7%	-	+3.5%	+14.4%	-7.3%	-6.4%
Operating income (loss)	12,174	10,077	8,774	10,817	10,430	23,787	15,996	12,818	15,621	18,171
Composition	11.6%	9.6%	8.8%	10.6%	10.3%	7.0%	5.1%	4.0%	4.8%	5.4%
YOY change	-	-17.2%	-12.9%	+23.3%	-3.6%	-	-32.8%	-19.9%	+21.9%	+16.3%
Recurring profit (loss)	11,810	9,901	8,710	10,642	10,445	23,604	15,719	12,625	15,393	17,440
Composition	11.2%	9.4%	8.8%	10.5%	10.3%	7.0%	5.0%	3.9%	4.7%	5.2%
YOY change	-	-16.2%	-12.0%	+22.2%	-1.9%	-	-33.4%	-19.7%	+21.9%	+13.3%
Net income (loss)	5,053	5,322	5,812	5,864	3,197	9,406	7,659	5,985	2,135	5,868
Composition	4.8%	5.1%	5.8%	5.8%	3.1%	2.8%	2.4%	1.9%	0.7%	1.7%
YOY change	-	+5.3%	+9.2%	-	-	-	-18.6%	-21.9%	-	-

(2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	4th quarter					Full Year				
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2009	FY2010	FY2011	FY2012	FY2013
Net sales	105,317	104,929	99,183	101,821	101,722	338,302	313,856	323,173	327,417	337,834
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	-	-7.2%	+3.0%	+1.3%	+3.2%
IT Infrastructure Services	-	-	28,653	29,993	30,801	-	-	110,916	111,358	112,666
Composition	-	-	28.9%	29.5%	30.3%	-	-	34.3%	34.0%	33.3%
YOY change	-	-	+0.0%	+2.7%	+2.7%	-	-	-	+0.4%	+1.2%
Financial IT Services	-	-	23,410	23,302	22,042	-	-	72,665	70,099	71,499
Composition	-	-	23.6%	22.9%	21.7%	-	-	22.5%	21.4%	21.2%
YOY change	-	-	-	-0.5%	-5.4%	-	-	-	-3.5%	+2.0%
Industrial IT Services	-	-	47,983	49,786	49,913	-	-	141,294	149,466	155,689
Composition	-	-	48.4%	49.1%	49.1%	-	-	43.7%	45.7%	46.1%
YOY change	-	-	-	+3.8%	+0.3%	-	-	-	+5.8%	+4.2%
Other business	-	-	4,292	4,799	3,945	-	-	16,595	16,234	16,232
Composition	-	-	4.3%	4.7%	3.9%	-	-	5.1%	5.0%	4.8%
YOY change	-	-	-	+11.8%	-17.8%	-	-	-	-2.2%	-0.0%
Inter-segment elimination/adjustments	-	-	-5,153	-6,058	-4,981	-	-	-18,298	-19,740	-18,253
Operating income (loss)	12,174	10,077	8,774	10,817	10,430	23,787	15,996	12,818	15,621	18,171
Composition	11.6%	9.6%	8.8%	10.6%	10.3%	7.0%	5.1%	4.0%	4.8%	5.4%
YOY change	-	-17.2%	-12.9%	+23.3%	-3.6%	-	-32.8%	-19.9%	+21.9%	+16.3%
IT Infrastructure Services	-	-	2,581	2,580	2,618	-	-	8,131	8,049	7,101
Composition	-	-	9.0%	8.6%	8.5%	-	-	7.3%	7.2%	6.3%
YOY change	-	-	-	-0.0%	+1.5%	-	-	-	-1.0%	-11.8%
Financial IT Services	-	-	2,340	3,869	3,441	-	-	3,922	4,534	6,021
Composition	-	-	10.0%	16.6%	15.6%	-	-	5.4%	6.5%	8.4%
YOY change	-	-	-	+65.3%	-11.1%	-	-	-	+15.6%	+32.8%
Industrial IT Services	-	-	4,137	4,336	4,485	-	-	1,625	2,658	4,992
Composition	-	-	8.6%	8.7%	9.0%	-	-	1.2%	1.8%	3.2%
YOY change	-	-	-	+4.8%	+3.4%	-	-	-	-	-
Other business	-	-	377	627	555	-	-	1,313	2,277	2,153
Composition	-	-	8.8%	13.1%	14.1%	-	-	7.9%	14.0%	13.3%
YOY change	-	-	-	+66.3%	-11.5%	-	-	-	+73.4%	-5.4%
Inter-segment elimination/adjustments	-	-	-661	-595	-668	-	-	-2,174	-1,898	-2,097

Net sales for each segment include intersegment sales.

(3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	4th quarter					Full Year				
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2009	FY2010	FY2011	FY2012	FY2013
Orders received during the term	39,889	45,794	44,730	44,410	51,171	156,385	146,621	162,287	174,680	179,352
YOY change	-	+14.8%	-2.3%	-0.7%	+15.2%	-	-6.2%	+10.7%	+7.6%	+2.7%
Financial IT Services	-	-	19,247	19,543	21,434	-	-	60,697	63,117	65,367
Composition	-	-	43.0%	44.0%	41.9%	-	-	37.4%	36.1%	36.4%
YOY change	-	-	-	+1.5%	+9.7%	-	-	-	+4.0%	+3.6%
Industrial IT Services	-	-	25,484	24,868	29,737	-	-	101,590	111,563	113,985
Composition	-	-	57.0%	56.0%	58.1%	-	-	62.6%	63.9%	63.6%
YOY change	-	-	-	-2.4%	+19.6%	-	-	-	+9.8%	+2.2%
Order backlog at period-end	52,808	49,569	47,967	57,778	62,055	52,808	49,569	47,967	57,778	62,055
YOY change	-	-6.1%	-3.2%	+20.5%	+7.4%	-	-6.1%	-3.2%	+20.5%	+7.4%
Financial IT Services	-	-	18,229	24,453	26,057	-	-	18,229	24,453	26,057
Composition	-	-	38.0%	42.3%	42.0%	-	-	38.0%	42.3%	42.0%
YOY change	-	-	-	+34.1%	+6.6%	-	-	-	+34.1%	+6.6%
Industrial IT Services	-	-	29,738	33,325	35,997	-	-	29,738	33,325	35,997
Composition	-	-	62.0%	57.7%	58.0%	-	-	62.0%	57.7%	58.0%
YOY change	-	-	-	+12.1%	+8.0%	-	-	-	+12.1%	+8.0%

3. Six-Year Summary

(1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014(Plan)*	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	337,834	164,000	345,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.9%	+2.1%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	54,800	111,800
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	33.4%	32.4%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+1.3%	+1.6%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,800	73,000
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.8%	21.2%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.3%	+2.8%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	69,300	152,700
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	42.3%	44.3%
YOY change	-	-	-	-	-	-	+6.8%	+5.4%	+10.2%	+5.4%	-3.2%	+2.1%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,100	7,500
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.3%	2.3%	2.1%	2.5%	2.2%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+9.2%	+4.2%
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%	+8.9%	+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%	2.1%	2.5%	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	276,935	-	-
Composition	81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	81.3%	82.4%	82.0%	-	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	-	-
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	61,258	28,678	60,899	-	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.7%	17.6%	18.0%	-	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	-	-
Selling, general and administrative expenses	20,213	41,569	21,162	43,032	24,426	49,209	22,466	45,636	21,426	42,727	-	-
Composition	12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	13.9%	13.2%	12.6%	-	-
YOY change	-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-6.4%	-	-
Operating income (loss)	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	8,300	20,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	5.1%	5.9%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+16.3%	+14.5%	+12.8%
Recurring profit (loss)	9,479	23,604	5,792	15,719	4,762	12,625	4,679	15,393	7,078	17,440	8,200	20,000
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.2%	5.0%	5.8%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+15.9%	+14.7%
Net income (loss)	4,491	9,406	3,207	7,659	1,004	5,985	-1,469	2,135	3,019	5,868	3,200	7,500
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	1.7%	2.0%	2.2%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+6.0%	+27.8%
Net income per share - basic (yen)	52.97	110.74	37.60	89.25	11.44	68.19	-16.74	24.33	34.40	66.86	36.46	85.45
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	-	-
Dividends per share - diluted (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00	8.00	25.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	29.3%

*Announced on May 10, 2013

(2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014(Plan)*	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	337,834	164,000	345,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.9%	+2.1%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	55,600	113,500
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	33.9%	32.9%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+0.9%	+0.7%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,000	73,500
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.0%	21.3%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.1%	+2.8%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	72,200	158,600
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	44.0%	46.0%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-3.3%	+1.9%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,400	16,100
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.2%	5.2%	4.8%	5.1%	4.7%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	-0.0%	-0.8%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-8,200	-16,700
Operating income (loss)	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	8,300	20,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	5.1%	5.9%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+14.5%	+12.8%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,100	7,200
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	5.6%	6.3%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	-8.1%	+1.4%
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,400	6,300
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.2%	8.4%	8.4%	6.7%	8.6%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+15.9%	+4.6%
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	2,500	6,200
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	2.3%	3.2%	3.5%	3.9%
YOY change	-	-	-	-	-	-	+63.6%	-	+87.8%	+42.9%	+42.2%	+24.2%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	900	1,900
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	10.7%	11.8%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	-15.2%	-11.8%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-600	-1,100

Net sales for each segment include intersegment sales.

*Announced on May 10, 2013

(3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014(Plan)*	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year
Orders received during the term	73,894	156,385	69,808	146,621	78,553	162,287	89,188	174,680	94,233	179,352	-	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	-	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	-	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	+3.6%	-	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	-	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	-	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-	-
Order backlog at period-end	64,163	52,808	52,308	49,569	51,571	47,967	60,589	57,778	69,385	62,055	-	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+7.4%	-	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	-	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	-	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	-	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	-	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	-	-

*Announced on May 10, 2013

(4)Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014(Plan)*	
	1st half	Full Year	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	138,219	-	-
Fixed assets	164,580	154,527	160,430	171,109	168,621	172,620	171,891	167,560	162,883	164,083	-	-
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	-	-
Current liabilities	77,494	82,051	70,153	86,255	65,666	73,090	73,169	83,065	72,727	91,063	-	-
Non-current liabilities	63,125	67,058	61,405	71,746	77,325	76,875	71,989	75,972	73,027	53,079	-	-
Total liabilities	140,620	149,110	131,558	158,001	142,991	149,965	145,159	159,038	145,754	144,143	-	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	150,965	152,388	158,159	-	-
Total liabilities and net assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	-	-
Total interest-bearing debt	82,413	80,532	75,397	91,646	76,268	77,454	74,118	76,515	70,855	60,550	-	-
Interest-bearing debt ratio	29.1%	27.3%	26.8%	29.3%	25.8%	25.7%	25.4%	24.7%	23.8%	20.0%	-	-
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	1,714.88	-	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	46.3%	48.6%	49.8%	-	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	-
Cash flow from operating activities	13,595	34,311	15,012	31,400	16,690	27,236	9,985	23,658	11,900	21,515	-	-
Cash flow from investing activities	-11,212	-20,079	-10,421	-25,726	-6,410	-18,957	-9,750	-15,158	-2,988	-14,391	-	-
Cash flow from financial activities	-4,861	-6,877	-5,736	6,139	-18,288	-18,755	-5,868	-4,230	-8,133	-19,883	-	-
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	28,433	-	-
Free cash flows	2,383	14,232	4,591	5,674	10,280	8,279	235	8,500	8,912	7,124	-	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	14,096	4,696	12,287	-	14,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	12,920	-	13,500
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	-	1,100
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,670	639	1,133
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	1,914	1,275	781
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	19,553	-	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	-	-

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, 2013



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.