



IT Holdings

# **Supplementary Financial Data**

## **First Quarter of the Fiscal Year ending March 31, 2014**

**July 30, 2013**

IT Holdings Corporation

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IT Holdings Group

1. Financial Summary for Fiscal 2013 (Previous Fiscal Year) and Fiscal 2014 (Current Fiscal Year)

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	FY2013								FY2014							
	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	72,620	89,903	162,523	73,589	236,112	101,722	175,311	337,834	72,223							
YOY change	+7.0%	+3.6%	+5.1%	+3.8%	+4.7%	-0.1%	+1.5%	+3.2%	-0.5%							
IT Infrastructure Services	26,549	27,565	54,114	26,267	80,381	29,695	55,962	110,076	26,632							
Composition	36.6%	30.7%	33.3%	35.7%	34.0%	29.2%	31.9%	32.6%	36.9%							
YOY change	+1.9%	-1.9%	-0.1%	+1.9%	+0.5%	+1.4%	+1.6%	+0.8%	+0.3%							
Financial IT Services	13,496	19,551	33,047	16,045	49,092	21,902	37,947	70,994	14,549							
Composition	18.6%	21.7%	20.3%	21.8%	20.8%	21.5%	21.6%	21.0%	20.1%							
YOY change	+1.6%	+3.9%	+3.0%	+10.7%	+5.4%	-5.1%	+1.0%	+1.9%	+7.8%							
Industrial IT Services	30,522	41,084	71,606	29,518	101,124	48,441	77,959	149,565	29,017							
Composition	42.0%	45.7%	44.1%	40.1%	42.8%	47.6%	44.5%	44.3%	40.2%							
YOY change	+13.8%	+7.7%	+10.2%	+2.0%	+7.7%	+1.1%	+1.4%	+5.4%	-4.9%							
Other business	2,052	1,702	3,754	1,760	5,514	1,682	3,442	7,196	2,024							
Composition	2.8%	1.9%	2.3%	2.4%	2.3%	1.7%	2.0%	2.1%	2.8%							
YOY change	+18.9%	-0.7%	+9.1%	+3.8%	+7.4%	+10.2%	+6.9%	+8.0%	-1.4%							
Cost of sales	61,464	72,381	133,845	62,929	196,774	80,161	143,090	276,935	61,845							
Composition	84.6%	80.5%	82.4%	85.5%	83.3%	78.8%	81.6%	82.0%	85.6%							
YOY change	+5.7%	+4.3%	+5.0%	+5.7%	+5.2%	+1.4%	+3.2%	+4.0%	+0.6%							
Gross profit	11,156	17,522	28,678	10,659	39,337	21,562	32,221	60,899	10,378							
Composition	15.4%	19.5%	17.6%	14.5%	16.7%	21.2%	18.4%	18.0%	14.4%							
YOY change	+14.3%	+0.8%	+5.6%	-6.2%	+2.1%	-5.2%	-5.5%	-0.6%	-7.0%							
Selling, general and administrative expenses	10,899	10,527	21,426	10,170	31,596	11,131	21,301	42,727	11,103							
Composition	15.0%	11.7%	13.2%	13.8%	13.4%	10.9%	12.2%	12.6%	15.4%							
YOY change	-7.6%	-1.3%	-4.6%	-9.5%	-6.3%	-6.7%	-8.1%	-6.4%	+1.9%							
Operating income (loss)	256	6,995	7,251	490	7,741	10,430	10,920	18,171	-725							
Composition	0.4%	7.8%	4.5%	0.7%	3.3%	10.3%	6.2%	5.4%	-1.0%							
YOY change	-	+4.1%	+54.8%	+305.0%	+61.1%	-3.6%	-0.2%	+16.3%	-							
Non-operating income	670	200	870	270	1,140	318	588	1,458	748							
Non-operating expenses	610	434	1,044	841	1,885	304	1,145	2,189	473							
Recurring profit (loss)	316	6,762	7,078	-83	6,995	10,445	10,362	17,440	-450							
Composition	0.4%	7.5%	4.4%	-0.1%	3.0%	10.3%	5.9%	5.2%	-0.6%							
YOY change	-	+6.2%	+51.3%	-	+47.2%	-1.9%	-3.3%	+13.3%	-							
Extraordinary income	70	10	80	26	106	69	95	175	34							
Extraordinary loss	530	414	944	522	1,466	4,965	5,487	6,431	30							
Income (loss) before income taxes and minority interests	-143	6,358	6,215	-580	5,635	5,550	4,970	11,185	-445							
Composition	-0.2%	-0.0%	3.8%	-0.8%	2.4%	5.5%	2.8%	3.3%	-0.6%							
YOY change	-	-	-	-	-	-40.5%	-38.5%	+82.7%	-							
Total income taxes	373	2,608	2,981	-313	2,668	2,206	1,893	4,874	107							
Minority interests in earnings of consolidated subsidiaries	-63	277	214	82	296	145	227	441	118							
Net income (loss)	-453	3,472	3,019	-348	2,671	3,197	2,849	5,868	-670							
Composition	-0.6%	3.9%	1.9%	-0.5%	1.1%	3.1%	1.6%	1.7%	-0.9%							
YOY change	-	-	-	-	-	-45.5%	-20.9%	+174.8%	-							

## (2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	FY2013								FY2014							
	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	72,620	89,903	162,523	73,589	236,112	101,722	175,311	337,834	72,223							
YOY change	+7.0%	+3.6%	+5.1%	+3.8%	+4.7%	-0.1%	+1.5%	+3.2%	-0.5%							
Credit card	9,849	13,791	23,640	10,400	34,040	14,806	25,206	48,846	10,133							
Composition	13.6%	15.3%	14.5%	14.4%	14.4%	14.6%	14.4%	14.5%	14.0%							
YOY change	8.7%	16.7%	13.2%	11.8%	12.8%	-0.6%	4.2%	8.3%	2.9%							
Banking	5,616	6,757	12,373	5,992	18,365	7,865	13,857	26,230	5,956							
Composition	7.7%	7.5%	7.6%	8.1%	7.8%	7.7%	7.9%	7.8%	8.2%							
YOY change	-2.2%	-2.5%	-2.4%	2.7%	-0.8%	-4.0%	-1.2%	-1.8%	6.1%							
Insurance	5,148	6,026	11,174	5,803	16,977	6,859	12,662	23,836	5,438							
Composition	7.1%	6.7%	6.9%	7.9%	7.2%	6.7%	7.2%	7.1%	7.5%							
YOY change	-3.9%	-0.5%	-2.1%	10.7%	2.0%	9.2%	9.9%	3.9%	5.6%							
Other finance	5,017	5,697	10,714	5,374	16,088	5,249	10,623	21,337	5,078							
Composition	6.9%	6.3%	6.6%	7.3%	6.8%	5.2%	6.1%	6.3%	7.0%							
YOY change	5.7%	-9.7%	-3.1%	4.2%	-0.8%	-27.1%	-14.0%	-8.9%	1.2%							
Assembly-based manufacturing	8,000	10,875	18,875	8,281	27,156	11,668	19,949	38,824	8,332							
Composition	11.0%	12.1%	11.6%	11.3%	11.5%	11.5%	11.4%	11.5%	11.5%							
YOY change	-4.8%	-5.1%	-5.0%	0.6%	-3.3%	-4.9%	-2.7%	-3.8%	4.2%							
Processing-based manufacturing	9,488	10,433	19,921	8,437	28,358	10,110	18,547	38,468	7,992							
Composition	13.1%	11.6%	12.3%	11.5%	12.0%	9.9%	10.6%	11.4%	11.1%							
YOY change	44.0%	28.2%	35.3%	11.2%	27.1%	15.4%	13.5%	23.8%	-15.8%							
Distribution	5,803	6,936	12,739	6,385	19,124	8,274	14,659	27,398	6,331							
Composition	8.0%	7.7%	7.8%	8.7%	8.1%	8.1%	8.4%	8.1%	8.8%							
YOY change	4.2%	-2.0%	0.7%	9.2%	3.4%	6.4%	7.6%	4.3%	9.1%							
Services	15,859	19,526	35,385	15,755	51,140	22,285	38,040	73,425	14,368							
Composition	21.8%	21.7%	21.8%	21.4%	21.7%	21.9%	21.7%	21.7%	19.9%							
YOY change	10.7%	10.2%	10.4%	3.6%	8.2%	-6.2%	-2.4%	3.4%	-9.4%							
Public institutions	5,334	7,201	12,535	4,817	17,352	10,873	15,690	28,225	6,051							
Composition	7.3%	8.0%	7.7%	6.5%	7.3%	10.7%	8.9%	8.4%	8.4%							
YOY change	-9.1%	-12.7%	-11.2%	-9.8%	-10.9%	2.2%	-1.8%	-6.3%	13.4%							
Others	2,502	2,661	5,163	2,344	7,507	3,734	6,078	11,241	2,540							
Composition	3.4%	3.0%	3.2%	3.2%	3.2%	3.7%	3.5%	3.3%	3.5%							
YOY change	12.9%	-11.9%	-1.4%	-26.0%	-10.7%	81.8%	16.4%	7.5%	1.5%							

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2013								FY2014							
	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	72,620	89,903	162,523	73,589	236,112	101,722	175,311	337,834	72,223							
YOY change	+7.0%	+3.6%	+5.1%	+3.8%	+4.7%	-0.1%	+1.5%	+3.2%	-0.5%							
IT Infrastructure Services	26,980	28,111	55,091	26,774	81,865	30,801	57,575	112,666	27,097							
Composition	37.2%	31.3%	33.9%	36.4%	34.7%	30.3%	32.8%	33.3%	37.5%							
YOY change	+1.4%	-1.6%	-0.2%	+2.2%	+0.6%	+2.7%	+2.5%	+1.2%	+0.4%							
Financial IT Services	13,618	19,677	33,295	16,162	49,457	22,042	38,204	71,499	14,670							
Composition	18.8%	21.9%	20.5%	22.0%	20.9%	21.7%	21.8%	21.2%	20.3%							
YOY change	+1.9%	+4.3%	+3.3%	+11.0%	+5.7%	-5.4%	+0.9%	+2.0%	+7.7%							
Industrial IT Services	31,909	42,774	74,683	31,093	105,776	49,913	81,006	155,689	30,660							
Composition	43.9%	47.6%	46.0%	42.3%	44.8%	49.1%	46.2%	46.1%	42.5%							
YOY change	+11.6%	+5.4%	+7.9%	+2.0%	+6.1%	+0.3%	+0.9%	+4.2%	-3.9%							
Other business	4,516	3,886	8,402	3,885	12,287	3,945	7,830	16,232	4,292							
Composition	6.2%	4.3%	5.2%	5.3%	5.2%	3.9%	4.5%	4.8%	5.9%							
YOY change	+12.3%	+4.9%	+8.8%	+4.7%	+7.5%	-17.8%	-8.0%	-0.0%	-5.0%							
Inter-segment elimination/adjustments	-4,404	-4,544	-8,948	-4,324	-13,272	-4,981	-9,305	-18,253	-4,498							
Operating income (loss)	256	6,995	7,251	490	7,741	10,430	10,920	18,171	-725							
Composition	0.4%	7.8%	4.5%	0.7%	3.3%	10.3%	6.2%	5.4%	-1.0%							
YOY change	-	+4.1%	+54.8%	-	+61.1%	-3.6%	-0.2%	+16.3%	-							
IT Infrastructure Services	1,700	1,672	3,372	1,111	4,483	2,618	3,729	7,101	1,518							
Composition	6.3%	5.9%	6.1%	4.1%	5.5%	8.5%	6.5%	6.3%	5.6%							
YOY change	+109.6%	-40.9%	-7.3%	-39.3%	-18.0%	+1.5%	-15.4%	-11.8%	-10.7%							
Financial IT Services	-202	2,272	2,070	510	2,580	3,441	3,951	6,021	-22							
Composition	-1.5%	11.5%	6.2%	3.2%	5.2%	15.6%	10.3%	8.4%	-0.1%							
YOY change	-	+15.2%	+69.8%	-	+288.0%	-11.1%	+19.2%	+32.8%	-							
Industrial IT Services	-1,424	3,174	1,750	-1,243	507	4,485	3,242	4,992	-2,270							
Composition	-4.5%	7.4%	2.3%	-4.0%	0.5%	9.0%	4.0%	3.2%	-7.4%							
YOY change	-	+74.9%	-	-	-	+3.4%	+6.8%	+87.8%	-							
Other business	570	491	1,061	537	1,598	555	1,092	2,153	521							
Composition	12.6%	12.6%	12.6%	13.8%	13.0%	14.1%	13.9%	13.3%	12.1%							
YOY change	+12.6%	-16.1%	-2.8%	-3.9%	-3.2%	-11.5%	-7.9%	-5.4%	-8.6%							
Inter-segment elimination/adjustments	-387	-616	-1,003	-426	-1,429	-668	-1,094	-2,097	-472							

Net sales for each segment include intersegment sales.

## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2013								FY2014							
	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	49,466	44,767	94,233	33,948	128,181	51,171	85,119	179,352	39,568							
YOY change	+10.1%	+1.1%	+5.7%	-17.4%	-1.6%	+15.2%	-0.4%	+2.7%	-20.0%							
Financial IT Services	16,358	15,705	32,063	11,870	43,933	21,434	33,304	65,367	11,684							
Composition	33.1%	35.1%	34.0%	35.0%	34.3%	41.9%	39.1%	36.4%	29.5%							
YOY change	-0.0%	+33.1%	+13.9%	-23.0%	+0.8%	+9.7%	-4.7%	+3.6%	-28.6%							
Industrial IT Services	33,107	29,062	62,169	22,079	84,248	29,737	51,816	113,985	27,883							
Composition	66.9%	64.9%	66.0%	65.0%	65.7%	58.1%	60.9%	63.6%	70.5%							
YOY change	+15.9%	-10.5%	+1.9%	-14.0%	-2.8%	+19.6%	+2.5%	+2.2%	-15.8%							
Order backlog at period-end	72,940	69,385	69,385	69,969	69,969	62,055	62,055	62,055	68,822							
YOY change	+18.0%	+14.5%	+14.5%	+4.0%	+4.0%	+7.4%	+7.4%	+7.4%	-5.6%							
Financial IT Services	28,896	27,389	27,389	26,301	26,301	26,057	26,057	26,057	25,161							
Composition	39.6%	39.5%	39.5%	37.6%	37.6%	42.0%	42.0%	42.0%	36.6%							
YOY change	+27.1%	+30.9%	+30.9%	+12.1%	+12.1%	+6.6%	+6.6%	+6.6%	-12.9%							
Industrial IT Services	44,043	41,996	41,996	43,668	43,668	35,997	35,997	35,997	43,660							
Composition	60.4%	60.5%	60.5%	62.4%	62.4%	58.0%	58.0%	58.0%	63.4%							
YOY change	+12.7%	+5.9%	+5.9%	-0.3%	-0.3%	+8.0%	+8.0%	+8.0%	-0.9%							

## (5) Other

IT Holdings, Consolidated (Millions of yen)	FY2013								FY2014							
	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	2,247	2,449	4,696	3,402	8,098	4,189	7,591	12,287	3,162							
Depreciation	3,155	3,184	6,339	3,230	9,569	3,351	6,581	12,920	3,054							
Research and development expenses	234	278	512	239	751	251	490	1,002	247							
Amortization of goodwill	435	434	869	434	1,303	367	801	1,670	414							
Goodwill balance at the end of the term	3,237	2,797	2,797	2,363	2,363	1,914	1,914	1,914	1,521							
Number of Employees at the end of the term	20,268	20,119	20,119	19,911	19,911	19,553	19,553	19,553	19,640							

Principal amortization of goodwill:

SORUN Corporation (note): 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.

Note: SORUN Corporation was merged into TIS Inc. on April 1, 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 20

## 2. Financial Summary of First Quarter

### (1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	1st quarter					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	66,934	65,855	69,007	67,891		72,223
YOY change	-	-1.6%	+4.8%	-1.6%		-0.5%
IT Infrastructure Services	-	-	26,845	26,057		26,632
Composition	-	-	38.9%	38.4%		36.9%
YOY change	-	-	-	-2.9%		+0.3%
Financial IT Services	-	-	13,941	13,279		14,549
Composition	-	-	20.2%	19.6%		20.1%
YOY change	-	-	-	-4.7%		+7.8%
Industrial IT Services	-	-	26,256	26,828		29,017
Composition	-	-	38.0%	39.5%		40.2%
YOY change	-	-	-	+2.2%		-4.9%
Other business	-	-	1,964	1,726		2,024
Composition	-	-	2.8%	2.5%		2.8%
YOY change	-	-	-	-12.1%		-1.4%
Outsourcing and network	28,768	30,870	31,127	-		-
Composition	43.0%	46.9%	45.1%	-		-
YOY change	-	+7.3%	+0.8%	-		-
Software development	28,895	27,425	31,060	-		-
Composition	43.2%	41.6%	45.0%	-		-
YOY change	-	-5.1%	+13.3%	-		-
Solution services	6,361	5,798	4,818	-		-
Composition	9.5%	8.8%	7.0%	-		-
YOY change	-	-8.9%	-16.9%	-		-
Other business	2,910	1,760	2,001	-		-
Composition	4.3%	2.7%	2.9%	-		-
YOY change	-	-39.5%	+13.7%	-		-
Cost of sales	57,640	54,526	58,868	58,129		61,845
Composition	86.1%	82.8%	85.3%	85.6%		85.6%
YOY change	-	-5.4%	+8.0%	-1.3%		+0.6%
Gross profit	9,293	11,329	10,138	9,761		10,378
Composition	13.9%	17.2%	14.7%	14.4%		14.4%
YOY change	-	+21.9%	-10.5%	-3.7%		-7.0%
Selling, general and administrative expenses	9,656	10,478	12,281	11,798		11,103
Composition	14.4%	15.9%	17.8%	17.4%		15.4%
YOY change	-	+8.5%	+17.2%	-3.9%		+1.9%
Operating income (loss)	-362	851	-2,142	-2,036		-725
Composition	-0.5%	1.3%	-3.1%	-3.0%		-1.0%
YOY change	-	-	-	-		-
Recurring profit (loss)	-118	981	-1,848	-1,691		-450
Composition	-0.2%	1.5%	-2.7%	-2.5%		-0.6%
YOY change	-	-	-	-		-
Net income (loss)	-457	1,101	-2,817	-1,360		-670
Composition	-0.7%	1.7%	-4.1%	-2.0%		-0.9%
YOY change	-	-	-	-		-

## (2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	1st quarter					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	66,934	65,855	69,007	67,891	72,620	72,223
YOY change	-	-1.6%	+4.8%	-1.6%	+7.0%	-0.5%
Credit card	11,403	11,859	11,078	9,063	9,849	10,133
Composition	17.0%	18.0%	16.1%	13.3%	13.6%	14.0%
YOY change	-	+4.0%	-6.6%	-18.2%	+8.7%	+2.9%
Banking	6,451	5,378	5,646	5,743	5,616	5,956
Composition	9.6%	8.2%	8.2%	8.5%	7.7%	8.2%
YOY change	-	-16.6%	+5.0%	+1.7%	-2.2%	+6.1%
Insurance	4,912	4,264	5,330	5,356	5,148	5,438
Composition	7.3%	6.5%	7.7%	7.9%	7.1%	7.5%
YOY change	-	-13.2%	+25.0%	+0.5%	-3.9%	+5.6%
Other finance	4,258	4,791	3,966	4,748	5,017	5,078
Composition	6.4%	7.3%	5.7%	7.0%	6.9%	7.0%
YOY change	-	+12.5%	-17.2%	+19.7%	+5.7%	+1.2%
Assembly-based manufacturing	9,065	7,972	9,224	8,404	8,000	8,332
Composition	13.5%	12.1%	13.4%	12.4%	11.0%	11.5%
YOY change	-	-12.1%	+15.7%	-8.9%	-4.8%	+4.2%
Processing-based manufacturing	7,228	7,869	6,682	6,591	9,488	7,992
Composition	10.8%	11.9%	9.7%	9.7%	13.1%	11.1%
YOY change	-	+8.9%	-15.1%	-1.4%	+44.0%	-15.8%
Distribution	4,825	5,768	5,295	5,570	5,803	6,331
Composition	7.2%	8.8%	7.7%	8.2%	8.0%	8.8%
YOY change	-	+19.5%	-8.2%	+5.2%	+4.2%	+9.1%
Services	11,130	10,681	14,779	14,326	15,859	14,368
Composition	16.6%	16.2%	21.4%	21.1%	21.8%	19.9%
YOY change	-	-4.0%	+38.4%	-3.1%	+10.7%	-9.4%
Public institutions	5,540	5,182	5,526	5,870	5,334	6,051
Composition	8.3%	7.9%	8.0%	8.6%	7.3%	8.4%
YOY change	-	-6.5%	+6.6%	+6.2%	-9.1%	+13.4%
Others	2,121	2,091	1,481	2,216	2,502	2,540
Composition	3.2%	3.2%	2.1%	3.3%	3.4%	3.5%
YOY change	-	-1.4%	-29.2%	+49.6%	+12.9%	+1.5%

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	1st quarter					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	66,934	65,855	69,007	67,891	72,620	72,223
YOY change	-	-1.6%	+4.8%	-1.6%	+7.0%	-0.5%
IT Infrastructure Services	-	-	27,293	26,611	26,980	27,097
Composition	-	-	39.6%	39.2%	37.2%	37.5%
YOY change	-	-	-	-2.5%	+1.4%	+0.4%
Financial IT Services	-	-	13,958	13,360	13,618	14,670
Composition	-	-	20.2%	19.7%	18.8%	20.3%
YOY change	-	-	-	-4.3%	+1.9%	+7.7%
Industrial IT Services	-	-	27,803	28,597	31,909	30,660
Composition	-	-	40.3%	42.1%	43.9%	42.5%
YOY change	-	-	-	+2.9%	+11.6%	-3.9%
Other business	-	-	4,259	4,020	4,516	4,292
Composition	-	-	6.2%	5.9%	6.2%	5.9%
YOY change	-	-	-	-5.6%	+12.3%	-5.0%
Inter-segment elimination/adjustments	-	-	-4,308	-4,697	-4,404	-4,498
Operating income (loss)	-362	851	-2,142	-2,036	256	-725
Composition	-0.5%	1.3%	-3.1%	-3.0%	0.4%	-1.0%
YOY change	-	-	-	-	-	-
IT Infrastructure Services	-	-	1,742	811	1,700	1,518
Composition	-	-	6.4%	3.0%	6.3%	5.6%
YOY change	-	-	-	-53.4%	+109.6%	-10.7%
Financial IT Services	-	-	-1,431	-753	-202	-22
Composition	-	-	-10.3%	-5.6%	-1.5%	-0.1%
YOY change	-	-	-	-	-	-
Industrial IT Services	-	-	-2,382	-2,193	-1,424	-2,270
Composition	-	-	-8.6%	-7.7%	-4.5%	-7.4%
YOY change	-	-	-	-	-	-
Other business	-	-	370	506	570	521
Composition	-	-	8.7%	12.6%	12.6%	12.1%
YOY change	-	-	-	+36.8%	+12.6%	-8.6%
Inter-segment elimination/adjustments	-	-	-440	-408	-387	-472

Net sales for each segment include intersegment sales.

## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	1st quarter					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Orders received during the term	35,152	38,125	38,519	44,918	49,466	39,568
YOY change	-	+8.5%	+1.0%	+16.6%	+10.1%	-20.0%
Financial IT Services	-	-	13,143	16,359	16,358	11,684
Composition	-	-	34.1%	36.4%	33.1%	29.5%
YOY change	-	-	-	+24.5%	-0.0%	-28.6%
Industrial IT Services	-	-	25,376	28,559	33,107	27,883
Composition	-	-	65.9%	63.6%	66.9%	70.5%
YOY change	-	-	-	+12.5%	+15.9%	-15.8%
Order backlog at period-end	78,527	63,508	57,028	61,830	72,940	68,822
YOY change	-	-19.1%	-10.2%	+8.4%	+18.0%	-5.6%
Financial IT Services	-	-	25,222	22,738	28,896	25,161
Composition	-	-	44.2%	36.8%	39.6%	36.6%
YOY change	-	-	-	-9.8%	+27.1%	-12.9%
Industrial IT Services	-	-	31,806	39,092	44,043	43,660
Composition	-	-	55.8%	63.2%	60.4%	63.4%
YOY change	-	-	-	+22.9%	+12.7%	-0.9%

### 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								
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%	+5.6%	+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%	2.0%	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%	-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	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%	13.7%	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								
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%	5.0%	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%	6.5%	6.2%	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%	+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								
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								
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.