



IT Holdings

Supplementary Financial Data

First Three Quarters of the Fiscal Year ending March 31, 2014

February 3, 2014

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	91,142	163,365	75,082	238,447			
YOY change	+7.0%	+3.6%	+5.1%	+3.8%	+4.7%	-0.1%	+1.5%	+3.2%	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%			
IT Infrastructure Services	26,549	27,565	54,114	26,267	80,381	29,695	55,962	110,076	26,632	29,266	55,898	27,337	83,235			
Composition	36.6%	30.7%	33.3%	35.7%	34.0%	29.2%	31.9%	32.6%	36.9%	32.1%	34.2%	36.4%	34.9%			
YOY change	+1.9%	-1.9%	-0.1%	+1.9%	+0.5%	+1.4%	+1.6%	+0.8%	+0.3%	+6.2%	+3.3%	+4.1%	+3.6%			
Financial IT Services	13,496	19,551	33,047	16,045	49,092	21,902	37,947	70,994	14,549	21,214	35,763	16,184	51,947			
Composition	18.6%	21.8%	20.3%	21.8%	20.8%	21.5%	21.6%	21.0%	20.1%	23.3%	21.9%	21.6%	21.8%			
YOY change	+1.6%	+3.9%	+3.0%	+10.7%	+5.4%	-5.1%	+1.0%	+1.9%	+7.8%	+8.5%	+8.2%	+0.9%	+5.8%			
Industrial IT Services	30,522	41,084	71,606	29,518	101,124	48,441	77,959	149,565	29,017	38,463	67,480	30,212	97,692			
Composition	42.0%	45.7%	44.1%	40.1%	42.8%	47.6%	44.5%	44.3%	40.2%	42.2%	41.3%	40.2%	41.0%			
YOY change	+13.8%	+7.7%	+10.2%	+2.0%	+7.7%	+1.1%	+1.4%	+5.4%	-4.9%	-6.4%	-5.8%	+2.4%	-3.4%			
Other business	2,052	1,702	3,754	1,760	5,514	1,682	3,442	7,196	2,024	2,199	4,223	1,349	5,572			
Composition	2.8%	1.9%	2.3%	2.4%	2.3%	1.7%	2.0%	2.1%	2.8%	2.4%	2.6%	1.8%	2.3%			
YOY change	+18.9%	-0.7%	+9.1%	+3.8%	+7.4%	+10.2%	+6.9%	+8.0%	-1.4%	+29.2%	+12.5%	-23.4%	+1.1%			
Cost of sales	61,464	72,381	133,845	62,929	196,774	80,161	143,090	276,935	61,845	72,411	134,256	63,645	197,901			
Composition	84.6%	80.5%	82.4%	85.5%	83.3%	78.8%	81.6%	82.0%	85.6%	79.4%	82.2%	84.8%	83.0%			
YOY change	+5.7%	+4.3%	+5.0%	+5.7%	+5.2%	+1.4%	+3.2%	+4.0%	+0.6%	+0.6%	+0.3%	+1.1%	+0.6%			
Gross profit	11,156	17,522	28,678	10,659	39,337	21,562	32,221	60,899	10,378	18,731	29,109	11,436	40,545			
Composition	15.4%	19.5%	17.6%	14.5%	16.7%	21.2%	18.4%	18.0%	14.4%	20.6%	17.8%	15.2%	17.0%			
YOY change	+14.3%	+0.8%	+5.6%	-6.2%	+2.1%	-5.2%	-5.5%	-0.6%	-7.0%	+6.9%	+1.5%	+7.3%	+3.1%			
Selling, general and administrative expenses	10,899	10,527	21,426	10,170	31,596	11,131	21,301	42,727	11,103	10,353	21,456	10,701	32,157			
Composition	15.0%	11.7%	13.2%	13.8%	13.4%	10.9%	12.2%	12.6%	15.4%	11.4%	13.1%	14.3%	13.5%			
YOY change	-7.6%	-1.3%	-4.6%	-9.5%	-6.3%	-6.7%	-8.1%	-6.4%	+1.9%	-1.7%	+0.1%	+5.2%	+1.8%			
Operating income (loss)	256	6,995	7,251	490	7,741	10,430	10,920	18,171	-725	8,377	7,652	736	8,388			
Composition	0.4%	7.8%	4.5%	0.7%	3.3%	10.3%	6.2%	5.4%	-1.0%	9.2%	4.7%	1.0%	3.5%			
YOY change	-	+4.1%	+54.8%	+305.0%	+61.1%	-3.6%	-0.2%	+16.3%	-	+19.8%	+5.5%	+50.2%	+8.4%			
Non-operating income	670	200	870	270	1,140	318	588	1,458	748	351	1,099	390	1,489			
Non-operating expenses	610	434	1,044	841	1,885	304	1,145	2,189	473	418	891	735	1,626			
Recurring profit (loss)	316	6,762	7,078	-83	6,995	10,445	10,362	17,440	-450	8,309	7,859	392	8,251			
Composition	0.4%	7.5%	4.4%	-0.1%	3.0%	10.3%	5.9%	5.2%	-0.6%	9.1%	4.8%	0.5%	3.5%			
YOY change	-	+6.2%	+51.3%	-	+47.2%	-1.9%	-3.3%	+13.3%	-	+22.9%	+11.0%	-	+18.0%			
Extraordinary income	70	10	80	26	106	69	95	175	34	77	111	197	308			
Extraordinary loss	530	414	944	522	1,466	4,965	5,487	6,431	30	115	145	926	1,071			
Income (loss) before income taxes and minority interests	-143	6,358	6,215	-580	5,635	5,550	4,970	11,185	-445	8,270	7,825	-338	7,487			
Composition	-0.2%	-0.0%	3.8%	-0.8%	2.4%	5.5%	2.8%	3.3%	-0.6%	-0.0%	4.8%	-0.5%	3.1%			
YOY change	-	-	-	-	-	-40.5%	-38.5%	+82.7%	-	+30.1%	+25.9%	-	+32.9%			
Total income taxes	373	2,608	2,981	-313	2,668	2,206	1,893	4,874	107	3,490	3,597	130	3,727			
Minority interests in earnings of consolidated subsidiaries	-63	277	214	82	296	145	227	441	118	252	370	178	548			
Net income (loss)	-453	3,472	3,019	-348	2,671	3,197	2,849	5,868	-670	4,527	3,857	-646	3,211			
Composition	-0.6%	3.9%	1.9%	-0.5%	1.1%	3.1%	1.6%	1.7%	-0.9%	5.0%	2.4%	-0.9%	1.3%			
YOY change	-	-	-	-	-	-45.5%	-20.9%	+174.8%	-	+30.4%	+27.8%	-	+20.2%			

(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	91,142	163,365	75,082	238,447			
	YOY change	+7.0%	+3.6%	+5.1%	+3.8%	+4.7%	-0.1%	+1.5%	+3.2%	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%			
Credit card		9,849	13,791	23,640	10,400	34,040	14,806	25,206	48,846	10,133	14,012	24,145	10,623	34,768			
	Composition	13.6%	15.3%	14.5%	14.1%	14.4%	14.6%	14.4%	14.5%	14.0%	15.4%	14.8%	14.1%	14.6%			
	YOY change	+8.7%	+16.7%	+13.2%	+11.8%	+12.8%	-0.6%	+4.2%	+8.3%	+2.9%	+1.6%	+2.1%	+2.1%	+2.1%			
Banking		5,616	6,757	12,373	5,992	18,365	7,865	13,857	26,230	5,956	7,756	13,712	6,384	20,096			
	Composition	7.7%	7.5%	7.6%	8.1%	7.8%	7.7%	7.9%	7.8%	8.2%	8.5%	8.4%	8.5%	8.4%			
	YOY change	-2.2%	-2.5%	-2.4%	+2.7%	-0.8%	-4.0%	-1.2%	-1.8%	+6.1%	+14.8%	+10.8%	+6.5%	+9.4%			
Insurance		5,148	6,026	11,174	5,803	16,977	6,859	12,662	23,836	5,438	6,806	12,244	6,201	18,445			
	Composition	7.1%	6.7%	6.9%	7.9%	7.2%	6.7%	7.2%	7.1%	7.5%	7.5%	7.5%	8.3%	7.7%			
	YOY change	-3.9%	-0.5%	-2.1%	+10.7%	+2.0%	+9.2%	+9.9%	+3.9%	+5.6%	+12.9%	+9.6%	+6.9%	+8.6%			
Other finance		5,017	5,697	10,714	5,374	16,088	5,249	10,623	21,337	5,078	6,603	11,681	5,434	17,115			
	Composition	6.9%	6.3%	6.6%	7.3%	6.8%	5.2%	6.1%	6.3%	7.0%	7.2%	7.2%	7.2%	7.2%			
	YOY change	+5.7%	-9.7%	-3.1%	+4.2%	-0.8%	-27.1%	-14.0%	-8.9%	+1.2%	+15.9%	+9.0%	+1.1%	+6.4%			
Assembly-based manufacturing		8,000	10,875	18,875	8,281	27,156	11,668	19,949	38,824	8,332	11,608	19,940	8,767	28,707			
	Composition	11.0%	12.1%	11.6%	11.3%	11.5%	11.5%	11.4%	11.5%	11.5%	12.7%	12.2%	11.7%	12.0%			
	YOY change	-4.8%	-5.1%	-5.0%	+0.6%	-3.3%	-4.9%	-2.7%	-3.8%	+4.2%	+6.7%	+5.6%	+5.9%	+5.7%			
Processing-based manufacturing		9,488	10,433	19,921	8,437	28,358	10,110	18,547	38,468	7,992	8,484	16,476	7,258	23,734			
	Composition	13.1%	11.6%	12.3%	11.5%	12.0%	9.9%	10.6%	11.4%	11.1%	9.3%	10.1%	9.7%	10.0%			
	YOY change	+44.0%	+28.2%	+35.3%	+11.2%	+27.1%	+15.4%	+13.5%	+23.8%	-15.8%	-18.7%	-17.3%	-14.0%	-16.3%			
Distribution		5,803	6,936	12,739	6,385	19,124	8,274	14,659	27,398	6,331	7,244	13,575	6,101	19,676			
	Composition	8.0%	7.7%	7.8%	8.7%	8.1%	8.1%	8.4%	8.1%	8.8%	7.9%	8.3%	8.1%	8.3%			
	YOY change	+4.2%	-2.0%	+0.7%	+9.2%	+3.4%	+6.4%	+7.6%	+4.3%	+9.1%	+4.4%	+6.6%	-4.4%	+2.9%			
Services		15,859	19,526	35,385	15,755	51,140	22,285	38,040	73,425	14,368	19,268	33,636	16,145	49,781			
	Composition	21.8%	21.7%	21.8%	21.4%	21.7%	21.9%	21.7%	21.7%	19.9%	21.1%	20.6%	21.5%	20.9%			
	YOY change	+10.7%	+10.2%	+10.4%	+3.6%	+8.2%	-6.2%	-2.4%	+3.4%	-9.4%	-1.3%	-4.9%	+2.5%	-2.7%			
Public institutions		5,334	7,201	12,535	4,817	17,352	10,873	15,690	28,225	6,051	6,450	12,501	5,497	17,998			
	Composition	7.3%	8.0%	7.7%	6.5%	7.3%	10.7%	8.9%	8.4%	8.4%	7.1%	7.7%	7.3%	7.5%			
	YOY change	-9.1%	-12.7%	-11.2%	-9.8%	-10.9%	+2.2%	-1.8%	-6.3%	+13.4%	-10.4%	-0.3%	+14.1%	+3.7%			
Others		2,502	2,661	5,163	2,344	7,507	3,734	6,078	11,241	2,540	2,911	5,451	2,672	8,123			
	Composition	3.4%	3.0%	3.2%	3.2%	3.2%	3.7%	3.5%	3.3%	3.5%	3.2%	3.6%	3.6%	3.4%			
	YOY change	+12.9%	-11.9%	-1.4%	-26.0%	-10.7%	+81.8%	+16.4%	+7.5%	+1.5%	+9.4%	+5.6%	+14.0%	+8.2%			

(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	91,142	163,365	75,082	238,447			
	YOY change	+7.0%	+3.6%	+5.1%	+3.8%	+4.7%	-0.1%	+1.5%	+3.2%	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%			
IT Infrastructure Services		26,980	28,111	55,091	26,774	81,865	30,801	57,575	112,666	27,097	29,759	56,856	27,752	84,608			
	Composition	37.2%	31.3%	33.9%	36.4%	34.7%	30.3%	32.8%	33.3%	37.5%	32.7%	34.8%	37.0%	35.5%			
	YOY change	+1.4%	-1.6%	-0.2%	+2.2%	+0.6%	+2.7%	+2.2%	+1.2%	+4.4%	+5.9%	+3.2%	+3.7%	+3.4%			
Financial IT Services		13,618	19,677	33,295	16,162	49,457	22,042	38,204	71,499	14,670	21,413	36,083	16,323	52,406			
	Composition	18.8%	21.9%	20.5%	22.0%	20.9%	21.7%	21.8%	21.2%	20.3%	23.5%	22.1%	21.7%	22.0%			
	YOY change	+1.9%	+4.3%	+3.3%	+11.0%	+5.7%	-5.4%	+0.9%	+2.0%	+7.7%	+8.8%	+8.4%	+1.0%	+6.0%			
Industrial IT Services		31,909	42,774	74,683	31,093	105,776	49,913	81,006	155,689	30,660	40,332	70,992	32,192	103,184			
	Composition	43.9%	47.6%	46.0%	42.3%	44.8%	49.1%	46.2%	46.1%	42.5%	44.3%	43.5%	42.9%	43.3%			
	YOY change	+11.6%	+5.4%	+7.9%	+2.0%	+6.1%	+0.3%	+0.9%	+4.2%	-3.9%	-5.7%	-4.9%	+3.5%	-2.4%			
Other business		4,516	3,886	8,402	3,885	12,287	3,945	7,830	16,232	4,292	4,469	8,761	3,583	12,344			
	Composition	6.2%	4.3%	5.2%	5.3%	5.2%	3.9%	4.5%	4.8%	5.9%	4.9%	5.4%	4.8%	5.2%			
	YOY change	+12.3%	+4.9%	+8.8%	+4.7%	+7.5%	-17.8%	-8.0%	-0.0%	-5.0%	+15.0%	+4.3%	-7.8%	+0.5%			
Inter-segment elimination/adjustments		-4,404	-4,544	-8,948	-4,324	-13,272	-4,981	-9,305	-18,253	-4,498	-4,829	-9,327	-4,770	-14,097			
Operating income (loss)		256	6,995	7,251	490	7,741	10,430	10,920	18,171	-725	8,377	7,652	736	8,388			
	Composition	0.4%	7.8%	4.5%	0.7%	3.3%	10.3%	6.2%	5.4%	-1.0%	9.2%	4.7%	1.0%	3.5%			
	YOY change	-	+4.1%	+54.8%	-	+61.1%	-3.6%	-0.2%	+16.3%	-	+19.8%	+5.5%	-	+8.4%			
IT Infrastructure Services		1,700	1,672	3,372	1,111	4,483	2,618	3,729	7,101	1,518	2,028	3,546	1,577	5,123			
	Composition	6.3%	5.9%	6.1%	4.1%	5.5%	8.5%	6.5%	6.3%	5.6%	6.8%	6.2%	5.7%	6.1%			
	YOY change	+109.6%	-40.9%	-7.3%	-39.3%	-18.0%	+1.5%	-15.4%	-11.8%	-10.7%	+21.3%	+5.2%	+41.9%	+14.3%			
Financial IT Services		-202	2,272	2,070	510	2,580	3,441	3,951	6,021	-22	2,868	2,846	545	3,391			
	Composition	-1.5%	11.5%	6.2%	3.2%	5.2%	15.6%	10.3%	8.4%	-0.1%	13.4%	7.9%	3.3%	6.5%			
	YOY change	-	+15.2%	+69.8%	-	+288.0%	-11.1%	+19.2%	+32.8%	-	+26.2%	+37.5%	-	+31.4%			
Industrial IT Services		-1,424	3,174	1,750	-1,243	507	4,485	3,242	4,992	-2,270	3,138	868	-1,555	-687			
	Composition	-4.5%	7.4%	2.3%	-4.0%	0.5%	9.0%	4.0%	3.2%	-7.4%	7.8%	1.2%	-4.8%	-0.7%			
	YOY change	-	+74.9%	-	-	-	+3.4%	+6.8%	+87.8%	-	-1.1%	-50.4%	-	-			
Other business		570	491	1,061	537	1,598	555	1,092	2,153	521	585	1,106	477	1,583			
	Composition	12.6%	12.6%	12.6%	13.8%	13.0%	14.1%	13.9%	13.3%	12.1%	13.1%	12.6%	13.3%	12.8%			
	YOY change	+12.6%	-16.1%	-2.8%	-3.9%	-3.2%	-11.5%	-7.9%	-5.4%	-8.6%	+19.1%	+4.2%	-11.2%	-0.9%			
Inter-segment elimination/adjustments		-387	-616	-1,003	-426	-1,429	-668	-1,094	-2,097	-472	-243	-715	-307	-1,022			

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	46,680	86,248	36,896	123,144			
YOY change	+10.1%	+1.1%	+5.7%	-17.4%	-1.6%	+15.2%	-0.4%	+2.7%	-20.0%	+4.3%	-8.5%	+8.7%	-3.9%			
Financial IT Services	16,358	15,705	32,063	11,870	43,933	21,434	33,304	65,367	11,684	19,129	30,813	12,645	43,458			
Composition	33.1%	35.1%	34.0%	35.0%	34.3%	41.9%	39.1%	36.4%	29.5%	41.0%	35.7%	34.3%	35.3%			
YOY change	-0.0%	+33.1%	+13.9%	-23.0%	+0.8%	+9.7%	-4.7%	+3.6%	-28.6%	+21.8%	-3.9%	+6.5%	-1.1%			
Industrial IT Services	33,107	29,062	62,169	22,079	84,248	29,737	51,816	113,985	27,883	27,551	55,434	24,252	79,686			
Composition	66.9%	64.9%	66.0%	65.0%	65.7%	58.1%	60.9%	63.6%	70.5%	59.0%	64.3%	65.7%	64.7%			
YOY change	+15.9%	-10.5%	+1.9%	-14.0%	-2.8%	+19.6%	+2.5%	+2.2%	-15.8%	-5.2%	-10.8%	+9.8%	-5.4%			
Order backlog at period-end	72,940	69,385	69,385	69,969	69,969	62,055	62,055	62,055	68,822	67,650	67,650	69,665	69,665			
YOY change	+18.0%	+14.5%	+14.5%	+4.0%	+4.0%	+7.4%	+7.4%	+7.4%	-5.6%	-2.5%	-2.5%	-0.4%	-0.4%			
Financial IT Services	28,896	27,389	27,389	26,301	26,301	26,057	26,057	26,057	25,161	25,013	25,013	23,610	23,610			
Composition	39.6%	39.5%	39.5%	37.6%	37.6%	42.0%	42.0%	42.0%	36.6%	37.0%	37.0%	33.9%	33.9%			
YOY change	+27.1%	+30.9%	+30.9%	+12.1%	+12.1%	+6.6%	+6.6%	+6.6%	-12.9%	-8.7%	-8.7%	-10.2%	-10.2%			
Industrial IT Services	44,043	41,996	41,996	43,668	43,668	35,997	35,997	35,997	43,660	42,637	42,637	46,055	46,055			
Composition	60.4%	60.5%	60.5%	62.4%	62.4%	58.0%	58.0%	58.0%	63.4%	63.0%	63.0%	66.1%	66.1%			
YOY change	+12.7%	+5.9%	+5.9%	-0.3%	-0.3%	+8.0%	+8.0%	+8.0%	-0.9%	+1.5%	+1.5%	+5.5%	+5.5%			

(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	2,619	5,781	2,819	8,600			
Depreciation	3,155	3,184	6,339	3,230	9,569	3,351	6,581	12,920	3,054	3,105	6,159	3,117	9,276			
Research and development expenses	234	278	512	239	751	251	490	1,002	247	221	468	186	654			
Amortization of goodwill	435	434	869	434	1,303	367	801	1,670	414	250	664	251	915			
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	1,320	1,320	1,079	1,079			
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	19,486	19,486	19,310	19,310			

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 (¥138 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 2011.

2. Financial Summary of Three Quarter Results and First Three Quarters Results

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	3rd quarter						First three quarters					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	69,559	61,973	69,981	70,914	73,589	75,082	232,985	208,927	223,990	225,596	236,112	238,447
YOY change	-	-10.9%	+12.9%	+1.3%	+3.8%	+2.0%	-	-10.3%	+7.2%	+0.7%	+4.7%	+1.0%
IT Infrastructure Services	-	-	26,328	25,787	26,267	27,337	-	-	80,912	79,950	80,381	83,235
Composition	-	-	37.6%	36.4%	35.7%	36.4%	-	-	36.1%	35.4%	34.0%	34.9%
YOY change	-	-	-	-2.1%	+1.9%	+4.1%	-	-	-	-1.2%	+0.5%	+3.6%
Financial IT Services	-	-	14,373	14,491	16,045	16,184	-	-	49,194	46,579	49,092	51,947
Composition	-	-	20.5%	20.4%	21.8%	21.6%	-	-	22.0%	20.6%	20.8%	21.8%
YOY change	-	-	-	+0.8%	+10.7%	+0.9%	-	-	-	-5.3%	+5.4%	+5.8%
Industrial IT Services	-	-	27,428	28,942	29,518	30,212	-	-	88,288	93,931	101,124	97,692
Composition	-	-	39.2%	40.8%	40.1%	40.2%	-	-	39.4%	41.6%	42.8%	41.0%
YOY change	-	-	-	+5.5%	+2.0%	+2.4%	-	-	-	+6.4%	+7.7%	-3.4%
Other business	-	-	1,853	1,695	1,760	1,349	-	-	5,596	5,135	5,514	5,572
Composition	-	-	2.6%	2.4%	2.4%	1.8%	-	-	2.5%	2.3%	2.3%	2.3%
YOY change	-	-	-	-8.5%	+3.8%	-23.4%	-	-	-	-8.2%	+7.4%	+1.1%
Outsourcing and network	31,550	29,447	29,875	-	-	-	92,343	91,070	92,197	-	-	-
Composition	45.4%	47.5%	42.7%	-	-	-	39.6%	43.6%	41.2%	-	-	-
YOY change	-	-6.7%	+1.5%	-	-	-	-	-1.4%	+1.2%	-	-	-
Software development	29,739	26,025	32,678	-	-	-	111,740	96,333	109,229	-	-	-
Composition	42.8%	42.0%	46.7%	-	-	-	48.0%	46.1%	48.8%	-	-	-
YOY change	-	-12.5%	+25.6%	-	-	-	-	-13.8%	+13.4%	-	-	-
Solution services	5,904	4,389	5,576	-	-	-	20,817	16,187	16,868	-	-	-
Composition	8.5%	7.1%	8.0%	-	-	-	8.9%	7.7%	7.5%	-	-	-
YOY change	-	-25.7%	+27.0%	-	-	-	-	-22.2%	+4.2%	-	-	-
Other business	2,368	2,111	1,851	-	-	-	8,085	5,335	5,694	-	-	-
Composition	3.4%	3.4%	2.6%	-	-	-	3.5%	2.6%	2.5%	-	-	-
YOY change	-	-10.9%	-12.3%	-	-	-	-	-34.0%	+6.7%	-	-	-
Cost of sales	56,982	51,824	58,310	59,553	62,929	63,645	190,794	171,811	183,225	187,084	196,774	197,901
Composition	81.9%	83.6%	83.3%	84.0%	85.5%	84.8%	81.9%	82.2%	81.8%	82.9%	83.3%	83.0%
YOY change	-	-9.1%	+12.5%	+2.1%	+5.7%	+1.1%	-	-9.9%	+6.6%	+2.1%	+5.2%	+0.6%
Gross profit	12,577	10,148	11,670	11,361	10,659	11,436	42,191	37,115	40,764	38,511	39,337	40,545
Composition	18.1%	16.4%	16.7%	16.0%	14.5%	15.2%	18.1%	17.8%	18.2%	17.1%	16.7%	17.0%
YOY change	-	-19.3%	+15.0%	-2.6%	-6.2%	+7.3%	-	-12.0%	+9.8%	-5.5%	+2.1%	+3.1%
Selling, general and administrative expenses	10,365	10,034	12,294	11,240	10,170	10,701	30,578	31,196	36,720	33,706	31,596	32,157
Composition	14.9%	16.2%	17.6%	15.9%	13.8%	14.3%	13.1%	14.9%	16.4%	14.9%	13.4%	13.5%
YOY change	-	-3.2%	+22.5%	-8.6%	-9.5%	+5.2%	-	+2.0%	+17.7%	-8.2%	-6.3%	+1.8%
Operating income (loss)	2,213	114	-623	121	490	736	11,613	5,919	4,044	4,804	7,741	8,388
Composition	3.2%	0.2%	-0.9%	0.2%	0.7%	1.0%	5.0%	2.8%	1.8%	2.1%	3.3%	3.5%
YOY change	-	-94.8%	-	-	+305.0%	+50.2%	-	-49.0%	-31.7%	+18.8%	+61.1%	+8.4%
Recurring profit (loss)	2,315	26	-847	72	-83	392	11,794	5,818	3,915	4,751	6,995	8,251
Composition	3.3%	0.0%	-1.2%	0.1%	-0.1%	0.5%	5.1%	2.8%	1.7%	2.1%	3.0%	3.5%
YOY change	-	-98.9%	-	-	-	-	-	-50.7%	-32.7%	+21.4%	+47.2%	+18.0%
Net income (loss)	-138	-870	-831	-2,260	-348	-646	4,353	2,337	173	-3,729	2,671	3,211
Composition	-0.2%	-1.4%	-1.2%	-3.2%	-0.5%	-0.9%	1.9%	1.1%	0.1%	-1.7%	1.1%	1.3%
YOY change	-	-	-	-	-	-	-	-46.3%	-92.6%	-	-	+20.2%

(2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	3rd quarter						First three quarters					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	69,559	61,973	69,981	70,914	73,589	75,082	232,985	208,927	223,990	225,596	236,112	238,447
YOY change	-	-10.9%	+12.9%	+1.3%	+3.8%	+2.0%	-	-10.3%	+7.2%	+0.7%	+4.7%	+1.0%
Credit card	10,672	9,677	10,794	9,305	10,400	10,623	45,264	38,610	37,377	30,189	34,040	34,768
Composition	15.3%	15.6%	15.4%	13.1%	14.1%	14.1%	19.4%	18.5%	16.7%	13.4%	14.4%	14.6%
YOY change	-	-9.3%	+11.5%	-13.8%	+11.8%	+2.1%	-	-14.7%	-3.2%	-19.2%	+12.8%	+2.1%
Banking	6,982	5,156	6,115	5,834	5,992	6,384	19,974	16,698	18,334	18,510	18,365	20,096
Composition	10.0%	8.3%	8.7%	8.2%	8.1%	8.5%	8.6%	8.0%	8.2%	8.2%	7.8%	8.4%
YOY change	-	-26.2%	+18.6%	-4.6%	+2.7%	+6.5%	-	-16.4%	+9.8%	+1.0%	-0.8%	+9.4%
Insurance	4,647	5,120	5,392	5,240	5,803	6,201	15,767	14,842	16,987	16,650	16,977	18,445
Composition	6.7%	8.3%	7.7%	7.4%	7.9%	8.3%	6.8%	7.1%	7.6%	7.4%	7.2%	7.7%
YOY change	-	+10.2%	+5.3%	-2.8%	+10.7%	+6.9%	-	-5.9%	+14.5%	-2.0%	+2.0%	+8.6%
Other finance	5,096	4,293	4,179	5,156	5,374	5,434	14,554	13,895	13,484	16,214	16,088	17,115
Composition	7.3%	6.9%	6.0%	7.3%	7.3%	7.2%	6.2%	6.7%	6.0%	7.2%	6.8%	7.2%
YOY change	-	-15.8%	-2.7%	+23.4%	+4.2%	+1.1%	-	-4.5%	-3.0%	+20.2%	-0.8%	+6.4%
Assembly-based manufacturing	10,258	7,309	9,616	8,229	8,281	8,767	31,657	25,071	31,603	28,095	27,156	28,707
Composition	14.7%	11.8%	13.7%	11.6%	11.3%	11.7%	13.6%	12.0%	14.1%	12.5%	11.5%	12.0%
YOY change	-	-28.7%	+31.6%	-14.4%	+0.6%	+5.9%	-	-20.8%	+26.1%	-11.1%	-3.3%	+5.7%
Processing-based manufacturing	7,404	7,062	5,852	7,586	8,437	7,258	24,295	22,495	18,885	22,314	28,358	23,734
Composition	10.6%	11.4%	10.7%	11.5%	10.8%	9.7%	10.4%	10.8%	8.4%	9.9%	12.0%	10.0%
YOY change	-	-4.6%	-17.1%	+29.6%	+11.2%	-14.0%	-	-7.4%	-16.0%	+18.2%	+27.1%	-16.3%
Distribution	6,688	5,517	4,938	5,845	6,385	6,101	19,253	18,615	16,277	18,490	19,124	19,676
Composition	9.6%	8.9%	7.1%	8.2%	8.7%	8.1%	8.3%	8.9%	7.3%	8.2%	8.1%	8.3%
YOY change	-	-17.5%	-10.5%	+18.4%	+9.2%	-4.4%	-	-3.3%	-12.6%	+13.6%	+3.4%	+2.9%
Services	11,671	10,173	14,930	15,210	15,755	16,145	38,118	35,633	47,657	47,262	51,140	49,781
Composition	16.8%	16.4%	21.3%	21.4%	21.4%	21.5%	16.4%	17.1%	21.3%	20.9%	21.7%	20.9%
YOY change	-	-12.8%	+46.8%	+1.9%	+3.6%	+2.5%	-	-6.5%	+33.7%	-0.8%	+8.2%	-2.7%
Public institutions	5,087	5,006	5,520	5,342	4,817	5,497	17,731	17,030	17,190	19,465	17,352	17,998
Composition	7.3%	8.1%	7.9%	7.5%	6.5%	7.3%	7.6%	8.2%	7.7%	8.6%	7.3%	7.5%
YOY change	-	-1.6%	+10.3%	-3.2%	-9.8%	+14.1%	-	-4.0%	+0.9%	+13.2%	-10.9%	+3.7%
Others	1,054	2,661	2,645	3,167	2,344	2,672	6,372	6,039	6,196	8,402	7,507	8,123
Composition	1.5%	4.3%	3.8%	4.5%	3.2%	3.6%	2.7%	2.9%	2.8%	3.7%	3.2%	3.4%
YOY change	-	+152.5%	-0.6%	+19.7%	-26.0%	+14.0%	-	-5.2%	+2.6%	+35.6%	-10.7%	+8.2%

(3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	3rd quarter						First three quarters					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	69,559	61,973	69,981	70,914	73,589	75,082	232,985	208,927	223,990	225,596	236,112	238,447
YOY change	-	-10.9%	+12.9%	+1.3%	+3.8%	+2.0%	-	-10.3%	+7.2%	+0.7%	+4.7%	+1.0%
IT Infrastructure Services	-	-	26,735	26,185	26,774	27,752	-	-	82,263	81,365	81,865	84,608
Composition	-	-	38.2%	36.9%	36.4%	37.0%	-	-	36.7%	36.1%	34.7%	35.5%
YOY change	-	-	-	-2.1%	+2.2%	+3.7%	-	-	-	-1.1%	+0.6%	+3.4%
Financial IT Services	-	-	14,397	14,564	16,162	16,323	-	-	49,255	46,797	49,457	52,406
Composition	-	-	20.6%	20.5%	22.0%	21.7%	-	-	22.0%	20.7%	20.9%	22.0%
YOY change	-	-	-	+1.2%	+11.0%	+1.0%	-	-	-	-5.0%	+5.7%	+6.0%
Industrial IT Services	-	-	29,026	30,496	31,093	32,192	-	-	93,311	99,680	105,776	103,184
Composition	-	-	41.5%	43.0%	42.3%	42.9%	-	-	41.7%	44.2%	44.8%	43.3%
YOY change	-	-	-	+5.1%	+2.0%	+3.5%	-	-	-	+6.8%	+6.1%	-2.4%
Other business	-	-	3,991	3,712	3,885	3,583	-	-	12,303	11,435	12,287	12,344
Composition	-	-	5.7%	5.2%	5.3%	4.8%	-	-	5.5%	5.1%	5.2%	5.2%
YOY change	-	-	-	-7.0%	+4.7%	-7.8%	-	-	-	-7.1%	+7.5%	+0.5%
Inter-segment elimination/adjustments	-	-	-4,171	-4,043	-4,324	-4,770	-	-	-13,145	-13,682	-13,272	-14,097
Operating income (loss)	2,213	114	-623	121	490	736	11,613	5,919	4,044	4,804	7,741	8,388
Composition	3.2%	0.2%	-0.9%	0.2%	0.7%	1.0%	5.0%	2.8%	1.8%	2.1%	3.3%	3.5%
YOY change	-	-94.8%	-	-	-	-	-	-49.0%	-	+18.8%	+61.1%	+8.4%
IT Infrastructure Services	-	-	1,687	1,829	1,111	1,577	-	-	5,550	5,469	4,483	5,123
Composition	-	-	6.3%	7.0%	4.1%	5.7%	-	-	6.7%	6.7%	5.5%	6.1%
YOY change	-	-	-	+8.4%	-39.3%	+41.9%	-	-	-	-1.5%	-18.0%	+14.3%
Financial IT Services	-	-	-58	-554	510	545	-	-	1,582	665	2,580	3,391
Composition	-	-	-0.4%	-3.8%	3.2%	3.3%	-	-	3.2%	1.4%	5.2%	6.5%
YOY change	-	-	-	+855.2%	-	-	-	-	-	-58.0%	+288.0%	+31.4%
Industrial IT Services	-	-	-2,039	-1,300	-1,243	-1,555	-	-	-2,512	-1,678	507	-687
Composition	-	-	-7.0%	-4.3%	-4.0%	-4.8%	-	-	-2.7%	-1.7%	0.5%	-0.7%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Other business	-	-	293	559	537	477	-	-	936	1,650	1,598	1,583
Composition	-	-	7.3%	15.1%	13.8%	13.3%	-	-	7.6%	14.4%	13.0%	12.8%
YOY change	-	-	-	+90.8%	-3.9%	-11.2%	-	-	-	+76.3%	-3.2%	-0.9%
Inter-segment elimination/adjustments	-	-	-507	-415	-426	-307	-	-	-1,513	-1,303	-1,429	-1,022

Net sales for each segment include intersegment sales.

(4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	3rd quarter						First three quarters					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Orders received during the term	42,602	31,019	39,004	41,082	33,948	36,896	116,496	100,827	117,557	130,270	128,181	123,144
YOY change	-	-27.2%	+25.7%	+5.3%	-17.4%	+8.7%	-	-13.5%	+16.6%	+10.8%	-1.6%	-3.9%
Financial IT Services	-	-	15,208	15,417	11,870	12,645	-	-	41,450	43,574	43,933	43,458
Composition	-	-	39.0%	37.5%	35.0%	34.3%	-	-	35.3%	33.4%	34.3%	35.3%
YOY change	-	-	-	+1.4%	-23.0%	+6.5%	-	-	-	+5.1%	+0.8%	-1.1%
Industrial IT Services	-	-	23,796	25,665	22,079	24,252	-	-	76,106	86,695	84,248	79,686
Composition	-	-	61.0%	62.5%	65.0%	65.7%	-	-	64.7%	66.6%	65.7%	64.7%
YOY change	-	-	-	+7.9%	-14.0%	+9.8%	-	-	-	+13.9%	-2.8%	-5.4%
Order backlog at period-end	77,025	63,418	57,898	67,270	69,969	69,665	77,025	63,418	57,898	67,270	69,969	69,665
YOY change	-	-17.7%	-8.7%	+16.2%	+4.0%	-0.4%	-	-17.7%	-8.7%	+16.2%	+4.0%	-0.4%
Financial IT Services	-	-	21,948	23,466	26,301	23,610	-	-	21,948	23,466	26,301	23,610
Composition	-	-	37.9%	34.9%	37.6%	33.9%	-	-	37.9%	34.9%	37.6%	33.9%
YOY change	-	-	-	+6.9%	+12.1%	-10.2%	-	-	-	+6.9%	+12.1%	-10.2%
Industrial IT Services	-	-	35,950	43,804	43,668	46,055	-	-	35,950	43,804	43,668	46,055
Composition	-	-	62.1%	65.1%	62.4%	66.1%	-	-	62.1%	65.1%	62.4%	66.1%
YOY change	-	-	-	+21.8%	-0.3%	+5.5%	-	-	-	+21.8%	-0.3%	+5.5%

3. Six-Year Summary

(1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014	
	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	337,834	163,365	345,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.1%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	111,800
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.4%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+3.3%	+1.6%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	73,000
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	21.2%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+2.8%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	152,700
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	44.3%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+2.1%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,500
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.3%	2.1%	2.6%	2.2%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+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	134,256	-
Composition	81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	81.3%	82.4%	82.0%	82.2%	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+0.3%	-
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	61,258	28,678	60,899	29,109	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.7%	17.6%	18.0%	17.8%	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	-
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	21,456	-
Composition	12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	13.9%	13.2%	13.1%	13.1%	-
YOY change	-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-6.4%	+0.1%	-
Operating income (loss)	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	7,652	20,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	4.7%	5.9%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+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	7,859	20,000
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.2%	4.8%	5.8%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+11.0%	+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	3,857	7,500
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	1.7%	2.4%	2.2%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+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	43.95	85.45
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	-
Dividends per share (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00	7.00	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	
	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	337,834	163,365	345,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.1%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	113,500
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	32.9%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+0.7%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,083	73,500
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.3%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+2.8%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,600
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	46.0%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.9%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,100
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.0%	5.2%	4.8%	5.4%	4.7%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	+4.3%	-0.8%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-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	7,652	20,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	4.7%	5.9%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+12.8%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,200
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.3%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+1.4%
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,300
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	6.2%	8.4%	7.9%	8.6%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+4.6%
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	868	6,200
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	2.3%	3.2%	1.2%	3.9%
YOY change	-	-	-	-	-	-	-	+63.6%	-	+87.8%	-	+24.2%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	1,900
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	11.8%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-11.8%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-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	
	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	179,352	86,248	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-8.5%	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	-
YOY change	-	-	-	-	-	-	-7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-
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	67,650	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+7.4%	-2.5%	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-

*Announced on May 10, 2013

(4) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014	
	1st half	Full Year (Plan)*										
Current assets	118,592	140,799	120,513	141,967	126,685	128,455	119,854	142,442	135,259	138,219	126,739	-
Fixed assets	164,580	154,527	160,430	171,109	168,621	172,620	171,891	167,560	162,883	164,083	169,562	-
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	296,302	-
Current liabilities	77,494	82,051	70,153	86,255	65,666	73,090	73,169	83,065	72,727	91,063	81,755	-
Non-current liabilities	63,125	67,058	61,405	71,746	77,325	76,875	71,989	75,972	73,027	53,079	51,235	-
Total liabilities	140,620	149,110	131,558	158,001	142,991	149,965	145,159	159,038	145,754	144,143	132,990	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	150,965	152,388	158,159	163,311	-
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	296,302	-
Total interest-bearing debt	82,413	80,532	75,397	91,646	76,268	77,454	74,118	76,515	70,855	60,550	55,224	-
Interest-bearing debt ratio	29.1%	27.3%	26.8%	29.3%	25.8%	25.7%	25.4%	24.7%	23.8%	20.0%	18.6%	-
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	1,770.88	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	46.3%	48.6%	49.8%	52.5%	-
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	13,132	-
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	-4,793	-
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	-7,455	-
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	29,404	-
Free cash flows	2,383	14,232	4,591	5,674	10,280	8,279	235	8,500	8,912	7,124	8,338	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	14,096	4,696	12,287	5,781	14,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	12,920	6,159	13,500
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	1,100
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,670	664	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	1,320	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	19,486	-
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	247	-

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.