



IT Holdings

## **Supplementary Financial Data Fiscal 2014 Results (Fiscal Year ended March 31, 2014)**

**May 9, 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								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		Full year (plan)*
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	108,200	183,282	346,647	345,000	-100.0%
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%	+6.4%	+4.5%	+2.6%	+2.1%	+1.4%
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	30,172	57,509	113,407	111,800	+1.4%
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%	27.9%	31.4%	32.7%	32.4%	
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%	+1.6%	+2.8%	+3.0%	+1.6%	
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	22,614	38,798	74,561	73,000	+2.1%
Composition	18.6%	21.7%	20.3%	21.8%	20.8%	21.5%	21.6%	21.0%	20.1%	23.3%	21.9%	21.6%	21.8%	20.9%	21.2%	21.5%	21.2%	
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%	+3.3%	+2.2%	+5.0%	+2.8%	
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	53,630	83,842	151,322	152,700	-0.9%
Composition	42.0%	45.7%	44.1%	40.1%	42.8%	47.6%	44.3%	44.3%	40.2%	42.2%	41.3%	40.2%	41.0%	45.7%	43.7%	44.3%	44.3%	
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%	+10.7%	+7.5%	+1.2%	+2.1%	
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	1,783	3,132	7,355	7,500	-1.9%
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%	1.6%	1.7%	2.1%	2.2%	
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%	+6.0%	-9.0%	+2.2%	+4.2%	
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	85,980	149,625	283,881	-	-
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%	79.5%	81.6%	81.9%	-	-
YOY change	+5.7%	+4.3%	+5.0%	+5.7%	+5.2%	+1.4%	+3.2%	+4.0%	+0.6%	+0.0%	+0.3%	+1.1%	+0.6%	+7.3%	+4.6%	+2.5%	-	-
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	22,221	33,657	62,766	-	-
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%	20.5%	18.4%	18.1%	-	-
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%	+3.1%	+4.5%	+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	11,098	21,799	43,255	-	-
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%	11.9%	12.5%	-	-	-
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%	-0.3%	+2.3%	+1.2%	-	-
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	11,122	11,858	19,510	20,500	-4.8%
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%	10.3%	6.5%	5.6%	5.9%	
YOY change	-	+4.1%	+54.8%	+305.0%	+61.1%	-3.6%	-0.2%	+16.3%	-	+19.8%	+5.5%	+50.2%	+8.4%	+6.6%	+8.6%	+7.4%	+12.8%	
Non-operating income	670	200	870	270	1,140	318	588	1,458	748	351	1,099	390	1,489	167	557	1,656	-	-
Non-operating expenses	610	434	1,044	841	1,885	304	1,145	2,189	473	418	891	735	1,626	569	1,304	2,195	-	-
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	10,720	11,112	18,971	20,000	-5.1%
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%	9.9%	6.1%	5.5%	5.8%	
YOY change	-	+6.2%	+51.3%	-	+47.2%	-1.9%	-3.3%	+13.3%	-	+22.9%	+11.0%	-	+18.0%	+2.6%	+7.2%	+8.8%	+14.7%	
Extraordinary income	70	10	80	26	106	69	95	175	34	77	111	197	308	554	751	862	-	-
Extraordinary loss	530	414	944	522	1,466	4,965	5,487	6,431	30	115	145	926	1,071	2,327	3,253	3,398	-	-
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	8,948	8,610	16,435	-	-
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%	8.3%	4.7%	4.7%	-	-
YOY change	-	-	-	-	-	-40.5%	-38.5%	+82.7%	-	+30.1%	+25.9%	-	+32.9%	+61.2%	+73.2%	+46.9%	-	-
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	4,086	4,216	7,813	-	-
Minority interests in earnings of consolidated subsidiaries	-63	277	214	82	296	145	227	441	118	252	370	178	548	160	338	708	-	-
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	4,702	4,056	7,913	7,500	+5.5%
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%	4.3%	2.2%	2.3%	2.2%	
YOY change	-	-	-	-	-	-45.5%	-20.9%	+174.8%	-	+30.4%	+27.8%	-	+20.2%	+47.1%	+42.4%	+34.9%	+27.8%	

\*Announced on May 10, 2013

## (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	108,200	183,282	346,647
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%	+6.4%	+4.5%	+2.6%
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	14,634	25,257	49,402
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%	13.5%	13.8%	14.3%
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%	-1.2%	+0.2%	+1.1%
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	8,953	15,337	29,049
Composition	7.7%	7.5%	7.6%	8.1%	7.8%	7.7%	7.9%	7.8%	8.2%	8.5%	8.4%	8.3%	8.4%	8.3%	8.4%	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%	+13.8%	+10.7%	+10.7%
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	6,824	13,025	25,269
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%	6.3%	7.1%	7.3%
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%	-0.5%	+2.9%	+6.0%
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	6,366	11,800	23,481
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%	5.9%	6.4%	6.8%
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%	+21.3%	+11.1%	+10.0%
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	12,197	20,964	40,904
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%	11.3%	11.4%	11.8%
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%	+5.1%	+5.4%	+5.4%
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	10,109	17,367	33,843
Composition	13.1%	11.6%	12.3%	11.5%	12.0%	9.9%	10.6%	11.4%	11.1%	9.3%	10.0%	9.7%	10.0%	9.3%	9.8%	9.8%
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%	-0.0%	-6.4%	-12.0%
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	10,333	16,434	30,009
Composition	8.0%	7.7%	7.8%	8.7%	8.1%	8.4%	8.1%	8.8%	7.9%	8.3%	8.1%	8.3%	9.0%	9.5%	9.5%	9.5%
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%	+24.9%	+12.1%	+9.5%
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	22,885	39,030	72,666
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%	21.2%	21.3%	21.0%
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%	+2.7%	+2.6%	-1.0%
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	12,395	17,892	30,393
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%	11.5%	9.8%	8.8%
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%	+14.0%	+14.0%	+7.7%
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	3,503	6,175	11,626
Composition	3.4%	3.0%	3.2%	3.2%	3.2%	3.7%	3.5%	3.3%	3.5%	3.2%	3.3%	3.6%	3.4%	3.4%	3.4%	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%	-6.2%	+1.6%	+3.4%

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2013								FY2014								Full year (plan)*	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	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	108,200	183,282	346,647	345,000	+0.5%
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%	+6.4%	+4.5%	+2.6%	+2.1%	+0.0%
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	30,752	58,504	115,360	113,500	+1.6%
Composition	37.2%	31.3%	33.9%	36.4%	33.3%	30.3%	32.8%	33.3%	37.5%	32.8%	34.8%	37.0%	35.5%	32.4%	31.9%	33.3%	32.9%	+0.0%
YOY change	+1.4%	-1.6%	-0.2%	+2.2%	+0.6%	+2.7%	+2.5%	+1.2%	+0.4%	+5.9%	+3.2%	+3.7%	+3.4%	-0.2%	+1.6%	+2.4%	+0.7%	+0.0%
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	22,742	39,065	75,148	73,500	+2.2%
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%	21.0%	21.3%	21.7%	21.3%	+0.0%
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%	+3.2%	+2.3%	+5.1%	+2.8%	+0.0%
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	55,050	87,242	158,234	158,600	-0.2%
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%	50.9%	47.6%	45.6%	46.0%	+0.0%
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%	+10.3%	+7.7%	+1.6%	+1.9%	+0.0%
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	4,154	7,737	16,498	16,100	+2.5%
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%	4.2%	4.8%	4.7%	4.7%	+0.0%
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%	+5.3%	-1.2%	+1.6%	-0.8%	+0.0%
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	-4,496	-9,266	-18,593	-16,700	-
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	11,122	11,858	19,510	20,500	-4.8%
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%	10.3%	6.5%	5.6%	5.9%	+0.0%
YOY change	-	+4.1%	+54.8%	-	+61.1%	-3.6%	-0.2%	+16.3%	-	+19.8%	+5.5%	-	+8.4%	+6.6%	+8.6%	+7.4%	+12.8%	+0.0%
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	2,529	4,106	7,652	7,200	+6.3%
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%	8.2%	7.0%	6.6%	6.3%	+0.0%
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%	-3.4%	+10.1%	+7.8%	+1.4%	+0.0%
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	2,994	3,539	6,385	6,300	+1.3%
Composition	-1.5%	11.5%	6.2%	3.2%	15.6%	10.3%	8.4%	-0.1%	13.4%	7.9%	3.3%	6.5%	13.2%	9.1%	8.5%	8.6%	8.6%	+0.0%
YOY change	-	+15.2%	+69.8%	-	+288.0%	-11.1%	+19.2%	+32.8%	-	+26.2%	+37.5%	-	+31.4%	-13.0%	-10.4%	+6.0%	+4.6%	+0.0%
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	5,374	3,819	4,687	6,200	-24.4%
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%	9.8%	4.4%	3.0%	3.9%	+0.0%
YOY change	-	+74.9%	-	-	-	+3.4%	+6.8%	+87.8%	-	-1.1%	-50.4%	-	-	+19.8%	+17.8%	-6.1%	+24.2%	+0.0%
Other business	570	491	1,061	537	1,598	555	1,092	2,153	521	585	1,106	477	1,583	569	1,046	2,152	1,900	+13.3%
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%	13.7%	13.5%	13.0%	11.8%	+0.0%
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%	+2.5%	-0.0%	-11.8%	+0.0%	
Inter-segment elimination/adjustments	-387	-616	-1,003	-426	-1,429	-668	-1,094	-2,097	-472	-243	-715	-307	-1,022	-345	-652	-1,367	-1,100	-

Net sales for each segment include intersegment sales.

\*Announced on May

## (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	49,577	86,473	172,721
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%	-3.1%	+1.6%	-3.7%
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	20,469	33,114	63,927
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%	41.3%	38.3%	37.0%
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%	-4.5%	-0.6%	-2.2%
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	29,107	53,359	108,793
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%	58.7%	61.7%	63.0%
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%	-2.1%	+3.0%	-4.6%
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	58,869	58,869	58,869
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%	-5.1%	-5.1%	-5.1%
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	23,824	23,824	23,824
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%	40.5%	40.5%	40.5%
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%	-8.6%	-8.6%	-8.6%
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	35,044	35,044	35,044
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%	59.5%	59.5%	59.5%
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%	-2.6%	-2.6%	-2.6%

## (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	Full year (plan)*
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	3,944	6,763	12,544	14,000
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	3,178	6,295	12,454	13,500
Research and development expenses	234	278	512	239	751	251	490	1,002	247	221	468	186	654	199	385	853	1,100
Amortization of goodwill	435	434	869	434	1,303	438	872	1,741	414	250	664	251	915	251	502	1,166	1,133
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	830	830	830	781
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	19,081	19,081	19,081	-

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 2009.

\*Announced on May 10, 2013

## 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	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	105,317	104,929	99,183	101,821	101,722	108,200	338,302	313,856	323,173	327,417	337,834	346,647
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	+6.4%	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%
IT infrastructure services	-	-	28,180	29,284	29,695	30,172	-	-	109,092	109,234	110,076	113,407
Composition	-	-	28.4%	28.8%	29.2%	27.9%	-	-	33.8%	33.4%	32.6%	32.7%
YOY change	-	-	-	+3.9%	+1.4%	+1.6%	-	-	-	+0.1%	+0.8%	+3.0%
Financial IT services	-	-	23,356	23,080	21,902	22,614	-	-	72,550	69,659	70,994	74,561
Composition	-	-	23.5%	22.7%	21.5%	20.9%	-	-	22.4%	21.3%	21.0%	21.5%
YOY change	-	-	-	-1.2%	-5.1%	+3.3%	-	-	-	-4.0%	+1.9%	+5.0%
Industrial IT services	-	-	46,039	47,931	48,441	53,630	-	-	134,327	141,862	149,565	151,322
Composition	-	-	46.4%	47.1%	47.6%	49.6%	-	-	41.6%	43.3%	44.3%	43.7%
YOY change	-	-	-	+4.1%	+1.1%	+10.7%	-	-	-	+5.6%	+5.4%	+1.2%
Other business	-	-	1,606	1,526	1,682	1,783	-	-	7,202	6,661	7,196	7,355
Composition	-	-	1.6%	1.5%	1.7%	1.6%	-	-	2.2%	2.0%	2.1%	2.1%
YOY change	-	-	-	-5.0%	+10.2%	+6.0%	-	-	-	-7.5%	+8.0%	+2.2%
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	-	-	+40.6%	-	-	-	-	-8.6%	+13.6%	-	-	-
Cost of sales	82,150	83,016	77,920	79,075	80,161	85,980	272,944	254,827	261,145	266,159	276,935	283,881
Composition	78.0%	79.1%	78.6%	77.7%	78.8%	79.5%	80.7%	81.2%	80.8%	81.3%	82.0%	81.9%
YOY change	-	+1.1%	-6.1%	+1.5%	+1.4%	+7.3%	-	-6.6%	+2.5%	+1.9%	+4.0%	+2.5%
Gross profit	23,166	21,914	21,263	22,747	21,562	22,221	65,357	59,029	62,027	61,258	60,899	62,766
Composition	22.0%	20.9%	21.4%	22.3%	21.2%	20.5%	19.3%	18.8%	19.2%	18.7%	18.0%	18.1%
YOY change	-	-5.4%	-3.0%	+7.0%	-5.2%	+3.1%	-	-9.7%	+5.1%	-1.2%	-0.6%	+3.1%
Selling, general and administrative expenses	10,991	11,836	12,489	11,930	11,131	11,098	41,569	43,032	49,209	45,636	42,727	43,255
Composition	10.4%	11.3%	12.6%	11.7%	10.9%	10.3%	12.3%	13.7%	15.2%	13.9%	12.6%	12.5%
YOY change	-	+7.7%	+5.5%	-4.5%	-6.7%	-0.3%	-	+3.5%	+14.4%	-7.3%	-6.4%	+1.2%
Operating income	12,174	10,077	8,774	10,817	10,430	11,122	23,787	15,996	12,818	15,621	18,171	19,510
Composition	11.6%	9.6%	8.8%	10.6%	10.3%	10.3%	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%
YOY change	-	-17.2%	-12.9%	+23.3%	-3.6%	+6.6%	-	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%
Recurring profit	11,810	9,901	8,710	10,642	10,445	10,720	23,604	15,719	12,625	15,393	17,440	18,971
Composition	11.2%	9.4%	8.8%	10.5%	10.3%	9.9%	7.0%	5.0%	3.9%	4.7%	5.2%	5.5%
YOY change	-	-16.2%	-12.0%	+22.2%	-1.9%	+2.6%	-	-33.4%	-19.7%	+21.9%	+13.3%	+8.8%
Net income	5,053	5,322	5,812	5,864	3,197	4,702	9,406	7,659	5,985	2,135	5,868	7,913
Composition	4.8%	5.1%	5.9%	5.8%	3.1%	4.3%	2.8%	2.4%	1.9%	0.7%	1.7%	2.3%
YOY change	-	+5.3%	+9.2%	+0.9%	-45.5%	+47.1%	-	-18.6%	-21.9%	-64.3%	+174.8%	+34.9%

## (2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	4th quarter						Full year					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	105,317	104,929	99,183	101,821	101,722	108,200	338,302	313,856	323,173	327,417	337,834	346,647
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	+6.4%	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%
Credit card	26,497	18,541	15,237	14,895	14,806	14,634	71,761	57,151	52,614	45,084	48,846	49,402
Composition	25.2%	17.7%	15.4%	14.6%	14.6%	13.5%	21.2%	18.2%	16.3%	13.8%	14.5%	14.3%
YOY change	-	-30.0%	-17.8%	-2.2%	-0.6%	-1.2%	-	-20.4%	-7.9%	-14.3%	+8.3%	+1.1%
Banking	6,888	6,782	7,485	8,192	7,865	8,953	26,862	23,480	25,819	26,702	26,230	29,049
Composition	6.5%	6.5%	7.5%	8.0%	7.7%	8.3%	7.9%	7.5%	8.0%	8.2%	7.8%	8.4%
YOY change	-	-1.5%	+10.4%	+9.4%	-4.0%	+13.8%	-	-12.6%	+10.0%	+3.4%	-1.8%	+10.7%
Insurance	6,317	6,246	6,461	6,281	6,859	6,824	22,084	21,088	23,448	22,931	23,836	25,269
Composition	6.0%	6.0%	6.5%	6.2%	6.7%	6.3%	6.5%	6.7%	7.3%	7.0%	7.1%	7.3%
YOY change	-	-1.1%	+3.4%	-2.8%	+9.2%	-0.5%	-	-4.5%	+11.2%	-2.2%	+3.9%	+6.0%
Other finance	5,303	5,167	5,694	7,202	5,249	6,366	19,857	19,062	19,178	23,416	21,337	23,481
Composition	5.0%	4.9%	5.7%	7.1%	5.2%	5.9%	5.9%	6.1%	5.9%	7.2%	6.3%	6.8%
YOY change	-	-2.6%	+10.2%	+26.5%	-27.1%	+21.3%	-	-4.0%	+0.6%	+22.1%	-8.9%	+10.0%
Assembly-based manufacturing	13,320	15,125	14,720	12,268	11,668	12,197	44,977	40,196	46,323	40,363	38,824	40,904
Composition	12.6%	14.4%	14.8%	12.0%	11.5%	11.3%	13.3%	12.8%	14.3%	12.3%	11.5%	11.8%
YOY change	-	+13.6%	-2.7%	-16.7%	-4.9%	+4.5%	-	-10.6%	+15.2%	-12.9%	-3.8%	+5.4%
Processing-based manufacturing	8,469	7,135	7,250	8,760	10,110	10,109	32,764	29,630	26,135	31,074	38,468	33,843
Composition	8.0%	6.8%	7.3%	8.6%	9.9%	9.3%	9.7%	9.4%	8.1%	9.5%	11.4%	9.8%
YOY change	-	-15.8%	+1.6%	+20.8%	+15.4%	-0.0%	-	-9.6%	-11.8%	+18.9%	+23.8%	-12.0%
Distribution	7,349	6,368	6,593	7,777	8,274	10,333	26,602	24,983	22,870	26,267	27,398	30,009
Composition	7.0%	6.1%	6.6%	7.6%	8.1%	9.5%	7.9%	8.0%	7.1%	8.0%	8.1%	8.7%
YOY change	-	-13.3%	+3.5%	+18.0%	+6.4%	+24.9%	-	-6.1%	-8.5%	+14.9%	+4.3%	+9.5%
Services	17,178	26,241	22,360	23,750	22,285	22,885	55,296	61,874	70,017	71,012	73,425	72,666
Composition	16.3%	25.0%	22.5%	23.3%	21.9%	21.2%	16.3%	19.7%	21.7%	21.7%	21.7%	21.0%
YOY change	-	+52.8%	-14.8%	+6.2%	-6.2%	+2.7%	-	+11.9%	+13.2%	+1.4%	+3.4%	-1.0%
Public institutions	11,315	11,187	10,825	10,642	10,873	12,395	29,046	28,217	28,015	30,107	28,225	30,393
Composition	10.7%	10.7%	10.9%	10.5%	10.7%	11.5%	8.6%	9.0%	8.7%	9.2%	8.4%	8.8%
YOY change	-	-1.1%	-3.2%	-1.7%	+2.2%	+14.0%	-	-2.9%	-0.7%	+7.5%	-6.3%	+7.7%
Others	2,683	2,136	2,558	2,054	3,734	3,503	9,055	8,175	8,754	10,456	11,241	11,626
Composition	2.5%	2.0%	2.6%	2.0%	3.7%	3.2%	2.7%	2.6%	2.7%	3.2%	3.3%	3.4%
YOY change	-	-20.4%	+19.8%	-19.7%	+81.8%	-6.2%	-	-9.7%	+7.1%	+19.4%	+7.5%	+3.4%

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	4th quarter						Full year					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net sales	105,317	104,929	99,183	101,821	101,722	108,200	338,302	313,856	323,173	327,417	337,834	346,647
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	+6.4%	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%
IT infrastructure services	-	-	28,653	29,993	30,801	30,752	-	-	110,916	111,358	112,666	115,360
Composition	-	-	28.9%	29.5%	30.3%	28.4%	-	-	34.3%	34.0%	33.3%	33.3%
YOY change	-	-	-	+4.7%	+2.7%	-0.2%	-	-	-	+0.4%	+1.2%	+2.4%
Financial IT services	-	-	23,410	23,302	22,042	22,742	-	-	72,665	70,099	71,499	75,148
Composition	-	-	23.6%	22.9%	21.7%	21.0%	-	-	22.5%	21.4%	21.2%	21.7%
YOY change	-	-	-	-0.5%	-5.4%	+3.2%	-	-	-	-3.5%	+2.0%	+5.1%
Industrial IT services	-	-	47,983	49,786	49,913	55,050	-	-	141,294	149,466	155,689	158,234
Composition	-	-	48.4%	48.9%	49.1%	50.9%	-	-	43.7%	45.7%	46.1%	45.6%
YOY change	-	-	-	+3.8%	+0.3%	+10.3%	-	-	-	+5.8%	+4.2%	+1.6%
Other business	-	-	4,292	4,799	3,945	4,154	-	-	16,595	16,234	16,232	16,498
Composition	-	-	4.3%	4.7%	3.9%	3.8%	-	-	5.1%	5.0%	4.8%	4.8%
YOY change	-	-	-	+11.8%	-17.8%	+5.3%	-	-	-	-2.2%	-0.0%	+1.6%
Inter-segment elimination/adjustments	-	-	-5,153	-6,058	-4,981	-4,496	-	-	-18,298	-19,740	-18,253	-18,593
Operating income	12,174	10,077	8,774	10,817	10,430	11,122	23,787	15,996	12,818	15,621	18,171	19,510
Composition	11.6%	9.6%	8.8%	10.6%	10.3%	10.3%	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%
YOY change	-	-17.2%	-	+23.3%	-3.6%	+6.6%	-	-32.8%	-	+21.9%	+16.3%	+7.4%
IT infrastructure services	-	-	2,581	2,580	2,618	2,529	-	-	8,131	8,049	7,101	7,652
Composition	-	-	8.6%	8.5%	8.2%	8.2%	-	-	7.3%	7.2%	6.3%	6.6%
YOY change	-	-	-	-0.0%	+1.5%	-3.4%	-	-	-	-1.0%	-11.8%	+7.8%
Financial IT services	-	-	2,340	3,869	3,441	2,994	-	-	3,922	4,534	6,021	6,385
Composition	-	-	10.0%	16.6%	15.6%	13.2%	-	-	5.4%	6.5%	8.4%	8.5%
YOY change	-	-	-	+65.3%	-11.1%	-13.0%	-	-	-	+15.6%	+32.8%	+6.0%
Industrial IT services	-	-	4,137	4,336	4,485	5,374	-	-	1,625	2,658	4,992	4,687
Composition	-	-	8.6%	8.7%	9.0%	9.8%	-	-	1.2%	1.8%	3.2%	3.0%
YOY change	-	-	-	+4.8%	+3.4%	+19.8%	-	-	-	+63.6%	+87.8%	-6.1%
Other business	-	-	377	627	555	569	-	-	1,313	2,277	2,153	2,152
Composition	-	-	8.8%	13.1%	14.1%	13.7%	-	-	7.9%	14.0%	13.3%	13.0%
YOY change	-	-	-	+66.3%	-11.5%	+2.5%	-	-	-	+73.4%	-5.4%	-0.0%
Inter-segment elimination/adjustments	-	-	-661	-595	-668	-345	-	-	-2,174	-1,898	-2,097	-1,367

Net sales for each segment include intersegment sales.

## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	4th quarter						Full year					
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Orders received during the term	39,889	45,794	44,730	44,410	51,171	49,577	156,385	146,621	162,287	174,680	179,352	172,721
YOY change	-	+14.8%	-2.3%	-0.7%	+15.2%	-3.1%	-	-6.2%	+10.7%	+7.6%	+2.7%	-3.7%
Financial IT services	-	-	19,247	19,543	21,434	20,469	-	-	60,697	63,117	65,367	63,927
Composition	-	-	43.0%	44.0%	41.9%	41.3%	-	-	37.4%	36.1%	36.4%	37.0%
YOY change	-	-	-	+1.5%	+9.7%	-4.5%	-	-	-	+4.0%	+3.6%	-2.2%
Industrial IT services	-	-	25,484	24,868	29,737	29,107	-	-	101,590	111,563	113,985	108,793
Composition	-	-	57.0%	56.0%	58.1%	58.7%	-	-	62.6%	63.9%	63.6%	63.0%
YOY change	-	-	-	-2.4%	+19.6%	-2.1%	-	-	-	+9.8%	+2.2%	-4.6%
Order backlog at period-end	52,808	49,569	47,967	57,778	62,055	58,869	52,808	49,569	47,967	57,778	62,055	58,869
YOY change	-	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%	-	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%
Financial IT services	-	-	18,229	24,453	26,057	23,824	-	-	18,229	24,453	26,057	23,824
Composition	-	-	38.0%	42.3%	42.0%	40.5%	-	-	38.0%	42.3%	42.0%	40.5%
YOY change	-	-	-	+34.1%	+6.6%	-8.6%	-	-	-	+34.1%	+6.6%	-8.6%
Industrial IT services	-	-	29,738	33,325	35,997	35,044	-	-	29,738	33,325	35,997	35,044
Composition	-	-	62.0%	57.7%	58.0%	59.5%	-	-	62.0%	57.7%	58.0%	59.5%
YOY change	-	-	-	+12.1%	+8.0%	-2.6%	-	-	-	+12.1%	+8.0%	-2.6%

### 3. Seven-Year Summary

#### (1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015(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	163,365	346,647	165,000	355,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+1.0%	+2.4%
IT infrastructure services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	113,407	56,800	115,400
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	34.4%	32.5%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+3.3%	+3.0%	+1.6%	+1.8%
Financial IT services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	74,561	36,400	76,900
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	21.5%	22.1%	21.7%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+1.8%	+3.1%
Industrial IT services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	151,322	68,800	157,300
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	43.7%	41.7%	44.3%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+2.0%	+4.0%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	3,000	5,400
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.3%	2.0%	2.1%	2.6%	2.1%	1.8%	1.5%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-29.0%	-26.6%
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%	2.1%	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	134,256	283,881	-	-
Composition	81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	81.3%	82.4%	82.0%	82.2%	81.9%	-	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+0.3%	+2.5%	-	-
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	61,258	28,678	60,899	29,109	62,766	-	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.7%	17.6%	18.0%	17.8%	18.1%	-	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	+3.1%	-	-
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	43,255	-	-
Composition	12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	13.9%	13.2%	12.6%	13.1%	12.5%	-	-
YOY change	-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-6.4%	+0.1%	+1.2%	-	-
Operating income	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	7,652	19,510	9,000	21,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	4.7%	5.6%	5.5%	6.1%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+17.6%	+10.2%
Recurring profit	9,479	23,604	5,792	15,719	4,762	12,625	4,679	15,393	7,078	17,440	7,859	18,971	9,000	20,500
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.2%	4.8%	5.5%	5.5%	5.8%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+11.0%	+8.8%	+14.5%	+8.1%
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	7,913	4,500	10,000
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	1.7%	2.4%	2.3%	2.7%	2.8%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+34.9%	+16.7%	+26.4%
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	90.16	51.26	113.91
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	90.12	-	-
Dividends per share (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00	7.00	25.00	10.00	30.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	26.3%

\*Announced on May 9, 2014

## (2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015(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	163,365	346,647	165,000	355,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+1.0%	+2.4%
IT infrastructure services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	115,360	-	-
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	-	0.0%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	-100.0%	-100.0%
Financial IT services	-	-	-	-	34,858	72,233	32,233	70,099	33,295	71,499	36,083	75,148	-	-
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	-	0.0%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+5.1%	-100.0%	-100.0%
Industrial IT services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,234	-	-
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	-	0.0%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	-100.0%	-100.0%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	-	-
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.2%	5.0%	4.8%	5.4%	4.8%	-	0.0%
YOY change	-	-	-	-	-	-	-2.2%	-2.2%	+8.8%	-0.0%	+4.3%	+1.6%	-100.0%	-100.0%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-18,593	-	-
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	19,510	9,000	21,500
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.8%	4.5%	5.4%	4.7%	5.6%	5.5%	6.1%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+17.6%	+10.2%
IT infrastructure services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,652	-	-
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.6%	#DIV/0!	#DIV/0!
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+7.8%	-100.0%	-100.0%
Financial IT services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,385	-	-
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.2%	6.2%	8.4%	7.9%	8.5%	#DIV/0!	#DIV/0!
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-100.0%	-100.0%
Industrial IT services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	868	4,687	-	-
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	2.3%	3.2%	1.2%	3.0%	#DIV/0!	#DIV/0!
YOY change	-	-	-	-	-	-	+63.6%	-	+87.8%	-50.4%	-6.1%	-	-100.0%	-100.0%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	2,152	-	-
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	#DIV/0!	#DIV/0!
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	-100.0%	-100.0%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-	-

Net sales for each segment include intersegment sales.

\*Announced on May 9, 2014

## (3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015(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	86,248	172,721	-	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-8.5%	-3.7%	-	-
Financial IT services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	63,927	-	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	-	-
YOY change	-	-	-	-	-	-	-7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-2.2%	-	-
Industrial IT services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	108,793	-	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	-	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	-	-
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	58,869	-	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+7.4%	-2.5%	-5.1%	-	-
Financial IT services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	23,824	-	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	40.5%	-	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-	-
Industrial IT services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	-	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	59.5%	-	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-2.6%	-	-

\*Announced on May 9, 2014

## (4) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015(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	126,739	143,519	-	-
Fixed assets	164,580	154,527	160,430	171,109	168,621	172,620	171,891	167,560	162,883	164,083	169,562	170,091	-	-
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	296,302	313,610	-	-
Current liabilities	77,494	82,051	70,153	86,255	65,666	73,090	73,169	83,065	72,727	91,063	81,755	72,790	-	-
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	76,316	-	-
Total liabilities	140,620	149,110	131,558	158,001	142,991	149,965	145,159	159,038	145,754	144,143	132,990	149,107	-	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	150,965	152,388	158,159	163,311	164,502	-	-
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	313,610	-	-
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	58,869	-	-
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%	18.8%	-	-
Net assets per share(yen)	1,498.39	1,541.17	1,558.63	1,602.77	1,571.12	1,636.56	1,588.36	1,636.72	1,651.15	1,714.88	1,770.88	1,782.23	-	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	46.3%	48.6%	49.8%	52.5%	49.9%	-	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	5.2%	-	-
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	25,770	-	-
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	-5,334	-	-
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	-5,872	-	-
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	43,142	-	-
Free cash flows	2,383	14,232	4,591	5,674	10,280	8,279	235	8,500	8,912	7,124	8,338	20,436	-	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	14,096	4,696	12,287	5,781	12,544	-	15,000
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	12,920	6,159	12,454	-	12,500
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	-	1,000
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,741	664	1,166	561	898
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	830	1,368	1,032
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	19,081	-	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	-	-

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 9, 2014



## 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.