



**IT HOLDINGS**

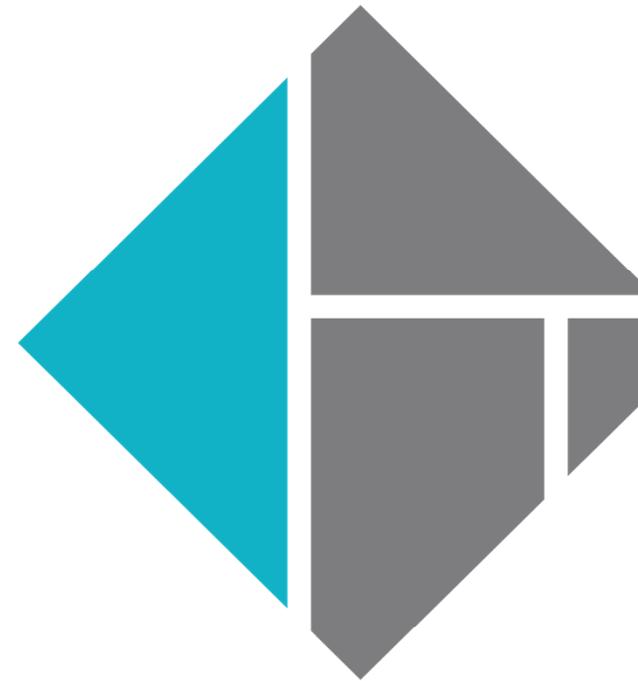
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**Supplementary Financial Data**  
**Fiscal 2015 Results (Fiscal Year ended March 31, 2015)**

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May 8, 2015

IT Holdings Corporation



1. Financial Summary for Fiscal 2014 (Previous Fiscal Year) and Fiscal 2015 (Current Fiscal Year)

(1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015								Full year (forecast)*	Difference
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Net sales	72,223	91,142	163,365	75,082	238,447	108,200	183,282	346,647	80,057	92,794	172,851	82,036	254,887	106,138	188,174	361,025	355,000	+1.7%
YOY change	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%	+6.4%	+4.5%	+2.6%	+10.8%	+1.8%	+5.8%	+9.3%	+6.9%	-1.9%	+2.7%	+4.1%	+2.4%	+0.8%
IT Infrastructure Services	26,632	29,266	55,898	27,337	83,235	30,172	57,509	113,407	27,697	29,589	57,286	27,986	85,272	31,036	59,022	116,308	115,400	+0.8%
Composition	36.9%	32.1%	34.2%	36.4%	34.9%	27.9%	31.4%	32.7%	34.6%	31.9%	33.1%	34.1%	33.5%	29.2%	31.4%	32.2%	32.5%	+1.8%
YOY change	+0.3%	+6.2%	+3.3%	+4.1%	+3.6%	+1.6%	+2.8%	+3.0%	+4.0%	+1.1%	+2.5%	+2.4%	+2.4%	+2.9%	+2.6%	+2.6%	+1.8%	+2.5%
Financial IT Services	14,549	21,214	35,763	16,184	51,947	22,614	38,798	74,561	16,349	22,145	38,494	17,990	56,484	22,343	40,333	78,827	76,900	+2.5%
Composition	20.1%	23.3%	21.9%	21.6%	21.8%	20.9%	21.2%	21.5%	20.4%	23.9%	22.3%	21.9%	22.2%	21.1%	21.4%	21.8%	21.7%	+3.1%
YOY change	+7.8%	+8.5%	+8.2%	-0.9%	+5.8%	+3.3%	+2.2%	+5.0%	+12.4%	+4.4%	+7.6%	+11.2%	+8.7%	-1.2%	+4.0%	+5.7%	+3.1%	+1.6%
Industrial IT Services	29,016	38,464	67,480	30,212	97,692	53,630	83,842	151,322	34,299	39,827	74,126	34,318	108,444	51,347	85,665	159,791	157,300	+1.6%
Composition	40.2%	42.2%	41.3%	40.2%	41.0%	49.6%	45.7%	43.7%	42.8%	42.9%	42.9%	41.8%	42.5%	48.4%	45.5%	44.3%	44.3%	+12.9%
YOY change	-4.9%	-6.4%	-5.8%	+2.4%	-3.4%	+10.7%	+7.5%	+1.2%	+18.2%	+3.5%	+9.8%	+13.6%	+11.0%	-4.3%	+2.2%	+5.6%	+4.0%	+12.9%
Other business	2,024	2,199	4,223	1,349	5,572	1,783	3,132	7,355	1,710	1,234	2,944	1,741	4,685	1,412	3,153	6,097	5,400	+12.9%
Composition	2.8%	2.4%	2.6%	1.8%	2.3%	1.6%	1.7%	2.1%	2.1%	1.3%	1.7%	1.7%	1.8%	1.3%	1.7%	1.7%	1.5%	+12.9%
YOY change	-1.4%	+29.2%	+12.5%	-23.4%	+1.1%	+6.0%	-9.0%	+2.2%	-15.5%	-43.9%	-30.3%	+29.1%	-15.9%	-20.8%	+0.7%	-17.1%	-26.6%	+12.9%
Cost of sales	61,845	72,411	134,256	63,645	197,901	85,980	149,625	283,881	68,077	74,894	142,971	67,622	210,593	84,334	151,956	294,927	-	-
Composition	85.6%	79.4%	82.2%	84.8%	83.0%	79.5%	81.6%	81.9%	85.0%	80.7%	82.7%	82.4%	82.6%	79.5%	80.8%	81.7%	-	-
YOY change	+0.6%	+0.0%	+0.3%	+1.1%	+0.6%	+7.3%	+4.6%	+2.5%	+10.1%	+3.4%	+6.5%	+6.2%	+6.4%	-1.9%	+1.6%	+3.9%	-	-
Gross profit	10,378	18,731	29,109	11,436	40,545	22,221	33,657	62,766	11,979	17,901	29,880	14,414	44,294	21,803	36,217	66,097	-	-
Composition	14.4%	20.6%	17.8%	15.2%	17.0%	20.5%	18.4%	18.1%	15.0%	19.3%	17.3%	17.6%	17.4%	20.5%	19.2%	18.3%	-	-
YOY change	-7.0%	+6.9%	+1.5%	+7.3%	+3.1%	+3.1%	+4.5%	+3.1%	+15.4%	-4.4%	+2.6%	+26.0%	+9.2%	-1.9%	+7.6%	+5.3%	-	-
Selling, general and administrative expenses	11,103	10,353	21,456	10,701	32,157	11,098	21,799	43,255	11,233	10,977	22,210	11,280	33,490	11,486	22,766	44,976	-	-
Composition	15.4%	11.4%	13.1%	14.3%	13.5%	10.3%	11.9%	12.5%	14.0%	11.8%	12.8%	13.8%	13.1%	10.8%	12.1%	12.5%	-	-
YOY change	+1.9%	-1.7%	+0.1%	+5.2%	+1.8%	-0.3%	+2.3%	+1.2%	+1.2%	+6.0%	+3.5%	+5.4%	+4.1%	+3.5%	+4.4%	+4.0%	-	-
Operating income (loss)	-725	8,377	7,652	736	8,388	11,122	11,858	19,510	745	6,925	7,670	3,133	10,803	10,318	13,451	21,121	21,500	-1.8%
Composition	-1.0%	9.2%	4.7%	1.0%	3.5%	10.3%	6.5%	5.6%	0.9%	7.5%	4.4%	3.8%	4.2%	9.7%	7.1%	5.9%	6.1%	-1.8%
YOY change	-	+19.8%	+5.5%	+50.2%	+8.4%	+6.6%	+8.6%	+7.4%	-	-17.3%	+0.2%	+325.7%	+28.8%	-7.2%	+13.4%	+8.3%	+10.2%	-1.8%
Non-operating income	748	351	1,099	390	1,489	167	557	1,656	758	346	1,104	339	1,443	319	658	1,762	-	-
Non-operating expenses	473	418	891	735	1,626	569	1,304	2,195	467	325	792	624	1,416	216	840	1,632	-	-
Recurring profit (loss)	-450	8,309	7,859	392	8,251	10,720	11,112	18,971	1,036	6,945	7,981	2,848	10,829	10,422	13,270	21,251	20,500	+3.7%
Composition	-0.6%	9.1%	4.8%	0.5%	3.5%	9.9%	6.1%	5.5%	1.3%	7.5%	4.6%	3.5%	4.2%	9.8%	7.1%	5.9%	5.8%	+3.7%
YOY change	-	+22.9%	+11.0%	-	+18.0%	+2.6%	+7.2%	+8.8%	-	-16.4%	+1.6%	-	+31.2%	-2.8%	+19.4%	+12.0%	+8.1%	+3.7%
Extraordinary income	34	77	111	197	308	554	751	862	377	2	379	0	379	121	121	500	-	-
Extraordinary loss	30	115	145	926	1,071	2,327	3,253	3,398	353	1,041	1,394	551	1,945	1,622	2,173	3,567	-	-
Income (loss) before income taxes and minority interests	-445	8,270	7,825	-338	7,487	8,948	8,610	16,435	1,060	5,906	6,966	2,297	9,263	8,921	11,218	18,184	-	-
Composition	-0.6%	-0.0%	4.8%	-0.5%	3.1%	8.3%	4.7%	4.7%	1.3%	-0.0%	4.0%	2.8%	3.6%	8.4%	6.0%	5.0%	-	-
YOY change	-	+30.1%	+25.9%	-	+32.9%	+61.2%	+73.2%	+46.9%	-	-28.6%	-11.0%	-	+23.7%	-0.3%	+30.3%	+10.6%	-	-
Total income taxes	107	3,490	3,597	130	3,727	4,086	4,216	7,813	718	2,141	2,859	1,140	3,999	3,283	4,423	7,282	-	-
Minority interests in earnings of consolidated subsidiaries	118	252	370	178	548	160	338	708	-5	222	217	181	398	228	409	626	-	-
Net income (loss)	-670	4,527	3,857	-646	3,211	4,702	4,056	7,913	347	3,542	3,889	977	4,866	5,409	6,386	10,275	10,000	+2.8%
Composition	-0.9%	5.0%	2.4%	-0.9%	1.3%	4.3%	2.3%	2.3%	0.4%	3.8%	2.2%	1.2%	1.9%	5.1%	3.4%	2.8%	2.8%	+2.8%
YOY change	-	+30.4%	+27.8%	-	+20.2%	+47.1%	+42.4%	+34.9%	-	-21.8%	+0.8%	-	+51.5%	+15.0%	+57.4%	+29.8%	+26.4%	+2.8%

\*Announced on May 9, 2014

## (2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015							
	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	72,223	91,142	163,365	75,082	238,447	108,200	183,282	346,647	80,057	92,794	172,851	82,036	254,887	106,138	188,174	361,025
YOY change	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%	+6.4%	+4.5%	+2.6%	+10.8%	+1.8%	+5.8%	+9.3%	+6.9%	-1.9%	+2.7%	+4.1%
Credit card	10,133	14,012	24,145	10,623	34,768	14,634	25,257	49,402	11,520	14,950	26,470	12,357	38,827	14,916	27,273	53,743
Composition	14.0%	15.4%	14.8%	14.1%	14.6%	13.5%	13.8%	14.3%	14.4%	16.1%	15.3%	15.1%	15.2%	14.1%	14.5%	14.9%
YOY change	+2.9%	+1.6%	+2.1%	+2.1%	+2.1%	-1.2%	+0.2%	+1.1%	+13.7%	+6.7%	+9.6%	+16.3%	+11.7%	+1.9%	+8.0%	+8.8%
Banking	5,956	7,756	13,712	6,384	20,096	8,953	15,337	29,049	5,437	6,565	12,002	6,041	18,043	7,401	13,442	25,444
Composition	8.2%	8.5%	8.4%	8.5%	8.4%	8.3%	8.4%	8.4%	6.8%	7.1%	6.9%	7.4%	7.1%	7.0%	7.1%	7.0%
YOY change	+6.1%	+14.8%	+10.8%	+6.5%	+9.4%	+13.8%	+10.7%	+10.7%	-8.7%	-15.4%	-12.5%	-5.4%	-10.2%	-17.3%	-12.4%	-12.4%
Insurance	5,438	6,806	12,244	6,201	18,445	6,824	13,025	25,269	5,726	6,447	12,173	5,956	18,129	6,843	12,799	24,972
Composition	7.5%	7.5%	7.5%	8.3%	7.7%	6.3%	7.1%	7.3%	7.2%	6.9%	7.0%	7.3%	7.1%	6.4%	6.8%	6.9%
YOY change	+5.6%	+12.9%	+9.6%	+6.9%	+8.6%	-0.5%	+2.9%	+6.0%	+5.3%	-5.3%	-0.6%	-4.0%	-1.7%	+0.3%	-1.7%	-1.2%
Other finance	5,078	6,603	11,681	5,434	17,115	6,366	11,800	23,481	5,385	7,394	12,779	3,809	16,588	6,724	10,533	23,312
Composition	7.0%	7.2%	7.2%	7.2%	7.2%	5.9%	6.4%	6.8%	6.7%	8.0%	7.4%	4.6%	6.5%	6.3%	5.6%	6.5%
YOY change	+1.2%	+15.9%	+9.0%	+1.1%	+6.4%	+21.3%	+11.1%	+10.0%	+6.0%	+12.0%	+9.4%	-29.9%	-3.1%	+5.6%	-10.7%	-0.7%
Assembly-based manufacturing	8,332	11,608	19,940	8,767	28,707	12,197	20,964	40,904	10,452	12,080	22,532	9,842	32,374	13,411	23,253	45,785
Composition	11.5%	12.7%	12.2%	11.7%	12.0%	11.3%	11.4%	11.8%	13.1%	13.0%	13.0%	12.0%	12.7%	12.6%	12.4%	12.7%
YOY change	+4.2%	+6.7%	+5.6%	+5.9%	+5.7%	+4.5%	+5.1%	+5.4%	+25.4%	+4.1%	+13.0%	+12.3%	+12.8%	+10.0%	+10.9%	+11.9%
Processing-based manufacturing	7,992	8,484	16,476	7,258	23,734	10,109	17,367	33,843	8,271	9,544	17,815	7,864	25,679	9,281	17,145	34,960
Composition	11.1%	9.3%	10.1%	9.7%	10.0%	9.3%	9.5%	9.8%	10.3%	10.3%	10.3%	9.6%	10.1%	8.7%	9.1%	9.7%
YOY change	-15.8%	-18.7%	-17.3%	-14.0%	-16.3%	-0.0%	-6.4%	-12.0%	+3.5%	+12.5%	+8.1%	+8.3%	+8.2%	-8.2%	-1.3%	+3.3%
Distribution	6,331	7,244	13,575	6,101	19,676	10,333	16,434	30,009	6,728	8,180	14,908	7,345	22,253	9,522	16,867	31,775
Composition	8.8%	7.9%	8.3%	8.1%	8.3%	9.5%	9.0%	8.7%	8.4%	8.8%	8.6%	9.0%	8.7%	9.0%	8.7%	8.8%
YOY change	+9.1%	+4.4%	+6.6%	-4.4%	+2.9%	+24.9%	+12.1%	+9.5%	+6.3%	+12.9%	+9.8%	+20.4%	+13.1%	-7.8%	+2.6%	+5.9%
Services	14,368	19,268	33,636	16,145	49,781	22,885	39,030	72,666	16,172	19,055	35,227	20,116	55,343	22,192	42,308	77,535
Composition	19.9%	21.1%	20.6%	21.5%	20.9%	21.2%	21.3%	21.0%	20.2%	20.5%	20.4%	24.5%	21.7%	20.9%	22.5%	21.5%
YOY change	-9.4%	-1.3%	-4.9%	+2.5%	-2.7%	+2.7%	+2.6%	-1.0%	+12.6%	-1.1%	+4.7%	+24.6%	+11.2%	-3.0%	+8.4%	+6.7%
Public institutions	6,051	6,450	12,501	5,497	17,998	12,395	17,892	30,393	6,458	6,627	13,085	6,057	19,142	10,749	16,806	29,891
Composition	8.4%	7.1%	7.7%	7.3%	7.5%	11.5%	9.8%	8.8%	8.1%	7.1%	7.6%	7.4%	7.5%	10.1%	8.9%	8.3%
YOY change	+13.4%	-10.4%	-0.3%	+14.1%	+3.7%	+14.0%	+14.0%	+7.7%	+6.7%	+2.7%	+4.7%	+10.2%	+6.4%	-13.3%	-6.1%	-1.7%
Others	2,540	2,911	5,451	2,672	8,123	3,503	6,175	11,626	3,904	1,952	5,856	2,650	8,506	5,098	7,748	13,604
Composition	3.5%	3.2%	3.3%	3.6%	3.4%	3.2%	3.4%	3.4%	4.9%	2.1%	3.4%	3.2%	3.3%	4.8%	4.1%	3.8%
YOY change	+1.5%	+9.4%	+5.6%	+14.0%	+8.2%	-6.2%	+1.6%	+3.4%	+53.7%	-32.9%	+7.4%	-0.8%	+4.7%	+45.5%	+25.5%	+17.0%

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015								Full year (forecast)*	Difference
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Net sales	72,223	91,142	163,365	75,082	238,447	108,200	183,282	346,647	80,057	92,794	172,851	82,036	254,887	106,138	188,174	361,025	355,000	+1.7%
YOY change	-0.5%	+1.4%	+0.5%	+2.0%	+1.0%	+6.4%	+4.5%	+2.6%	+10.8%	+1.8%	+5.8%	+9.3%	+6.9%	-1.9%	+2.7%	+4.1%	+2.4%	
IT Infrastructure Services	27,097	29,759	56,856	27,752	84,608	30,752	58,504	115,360	28,131	30,104	58,235	28,438	86,673	31,527	59,965	118,200	117,200	+0.9%
Composition	37.5%	32.7%	34.8%	37.0%	35.5%	28.4%	31.9%	33.3%	35.1%	32.4%	33.7%	34.7%	34.0%	29.7%	31.9%	32.7%	33.0%	
YOY change	+0.4%	+5.9%	+3.2%	+3.7%	+3.4%	-0.2%	+1.6%	+2.4%	+3.8%	+1.2%	+2.4%	+2.5%	+2.4%	+2.5%	+2.5%	+1.6%		
Financial IT Services	14,670	21,413	36,083	16,323	52,406	22,742	39,065	75,148	16,513	22,326	38,839	18,187	57,026	22,517	40,704	79,543	77,500	+2.6%
Composition	20.3%	23.5%	22.1%	21.7%	22.0%	21.0%	21.3%	21.7%	20.6%	24.1%	22.5%	22.2%	22.4%	21.2%	21.6%	22.0%	21.8%	
YOY change	+7.7%	+8.8%	+8.4%	+1.0%	+6.0%	+3.2%	+2.3%	+5.1%	+12.6%	+4.3%	+7.6%	+11.4%	+8.8%	-1.0%	+4.2%	+5.8%	+3.1%	
Industrial IT Services	30,660	40,332	70,992	32,192	103,184	55,050	87,242	158,234	35,834	41,371	77,205	35,865	113,070	53,287	89,152	166,357	163,000	+2.1%
Composition	42.5%	44.3%	43.5%	42.9%	43.3%	50.9%	47.6%	45.6%	44.8%	44.6%	44.7%	43.7%	44.4%	50.2%	47.4%	46.1%	45.9%	
YOY change	-3.9%	-5.7%	-4.9%	+3.5%	-2.4%	+10.3%	+7.7%	+1.6%	+16.9%	+2.6%	+8.8%	+11.4%	+9.6%	-3.2%	+2.2%	+5.1%	+3.0%	
Other business	4,292	4,469	8,761	3,583	12,344	4,154	7,737	16,498	3,876	3,414	7,290	3,711	11,001	3,666	7,377	14,667	14,200	+3.3%
Composition	5.9%	4.9%	5.4%	4.8%	5.2%	3.8%	4.2%	4.8%	4.8%	3.7%	4.2%	4.5%	4.3%	3.5%	3.9%	4.1%	4.0%	
YOY change	-5.0%	+15.0%	+4.3%	-7.8%	+0.5%	+5.3%	-1.2%	+1.6%	-9.7%	-23.6%	-16.8%	+3.6%	-10.9%	-11.7%	-4.7%	-11.1%	-13.9%	
Inter-segment elimination/adjustments	-4,498	-4,829	-9,327	-4,770	-14,097	-4,496	-9,266	-18,593	-4,299	-4,419	-8,718	-4,166	-12,884	-4,858	-9,024	-17,742	-16,900	-
Operating income (loss)	-725	8,377	7,652	736	8,388	11,122	11,858	19,510	745	6,925	7,670	3,133	10,803	10,318	13,451	21,121	21,500	-1.8%
Composition	-1.0%	9.2%	4.7%	1.0%	3.5%	10.3%	6.5%	5.6%	0.9%	7.5%	4.4%	3.8%	4.2%	9.7%	7.1%	5.9%	6.1%	
YOY change	-	+19.8%	+5.5%	-	+8.4%	+6.6%	+8.6%	+7.4%	-	-17.3%	+0.2%	-	+28.8%	-7.2%	+13.4%	+8.3%	+10.2%	
IT Infrastructure Services	1,518	2,028	3,546	1,577	5,123	2,529	4,106	7,652	1,418	2,092	3,510	1,467	4,977	2,202	3,669	7,179	7,500	-4.3%
Composition	5.6%	6.8%	6.2%	5.7%	6.1%	8.2%	7.0%	6.9%	5.0%	6.9%	6.0%	5.2%	5.7%	7.0%	6.1%	6.1%	6.4%	
YOY change	-10.7%	+21.3%	+5.2%	+41.9%	+14.3%	-3.4%	+10.1%	+7.8%	-6.6%	+3.2%	-1.0%	-7.0%	-2.8%	-12.9%	-10.6%	-6.2%	-2.0%	
Financial IT Services	-22	2,868	2,846	545	3,391	2,994	3,539	6,385	653	2,079	2,732	865	3,597	1,952	2,817	5,549	7,000	-20.7%
Composition	-0.1%	13.4%	7.9%	3.3%	6.5%	13.2%	9.1%	8.5%	4.0%	9.3%	7.0%	4.8%	6.3%	8.7%	6.9%	7.0%	9.0%	
YOY change	-	+26.2%	+37.5%	-	+31.4%	-13.0%	-10.4%	+6.0%	-	-27.5%	-4.0%	-	+6.1%	-34.8%	-20.4%	-13.1%	+9.6%	
Industrial IT Services	-2,270	3,138	868	-1,555	-687	5,374	3,819	4,687	-1,504	2,333	829	734	1,563	5,486	6,220	7,049	6,000	+17.5%
Composition	-7.4%	7.8%	1.2%	-4.8%	-0.7%	9.8%	4.4%	3.0%	-4.2%	5.6%	1.1%	2.0%	1.4%	10.3%	4.2%	3.7%	3.7%	
YOY change	-	-1.1%	-50.4%	-	-	+19.8%	+17.8%	-6.1%	-	-25.7%	-4.5%	-	-	+2.1%	+62.9%	+50.4%	+28.0%	
Other business	521	585	1,106	477	1,583	569	1,046	2,152	512	638	1,150	410	1,560	599	1,009	2,159	2,000	+8.0%
Composition	12.1%	13.1%	12.6%	13.3%	12.8%	13.7%	13.5%	13.0%	13.2%	18.7%	15.8%	11.0%	14.2%	16.3%	13.7%	14.7%	14.1%	
YOY change	-8.6%	+19.1%	+4.2%	-11.2%	-0.9%	+2.5%	-4.2%	-0.0%	-1.7%	+9.1%	+4.0%	-14.0%	-1.5%	+5.3%	-3.5%	+0.3%	-7.1%	
Inter-segment elimination/adjustments	-472	-243	-715	-307	-1,022	-345	-652	-1,367	-334	-218	-552	-343	-895	79	-264	-816	-1,000	

Net sales for each segment include intersegment sales.

\*Announced on May 9, 2014

## (4) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015							
	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	39,568	46,680	86,248	36,896	123,144	49,577	86,473	172,721	41,654	47,731	89,385	52,362	141,747	58,095	110,457	199,842
YOY change	-20.0%	+4.3%	-8.5%	+8.7%	-3.9%	-3.1%	+1.6%	-3.7%	+5.3%	+2.3%	+3.6%	+41.9%	+15.1%	+17.2%	+27.7%	+15.7%
Financial IT Services	11,684	19,129	30,813	12,645	43,458	20,469	33,114	63,927	13,786	17,030	30,816	15,203	46,019	23,207	38,410	69,226
Composition	29.5%	41.0%	35.7%	34.3%	35.3%	41.3%	38.3%	37.0%	33.1%	35.7%	34.5%	29.0%	32.5%	39.9%	34.8%	34.6%
YOY change	-28.6%	+21.8%	-3.9%	+6.5%	-1.1%	-4.5%	-0.6%	-2.2%	+18.0%	-11.0%	+0.0%	+20.2%	+5.9%	+13.4%	+16.0%	+8.3%
Industrial IT Services	27,883	27,551	55,434	24,252	79,686	29,107	53,359	108,793	27,867	30,701	58,568	37,159	95,727	34,889	72,048	130,616
Composition	70.5%	59.0%	64.3%	65.7%	64.7%	58.7%	61.7%	63.0%	66.9%	64.3%	65.5%	71.0%	67.5%	60.1%	65.2%	65.4%
YOY change	-15.8%	-5.2%	-10.8%	+9.8%	-5.4%	-2.1%	+3.0%	-4.6%	-0.1%	+11.4%	+5.7%	+53.2%	+20.1%	+19.9%	+35.0%	+20.1%
Order backlog at period-end	68,822	67,650	67,650	69,665	69,665	58,869	58,869	58,869	61,473	61,011	61,011	71,131	71,131	71,095	71,095	71,095
YOY change	-5.6%	-2.5%	-2.5%	-0.4%	-0.4%	-5.1%	-5.1%	-5.1%	-10.7%	-9.8%	-9.8%	+2.1%	+2.1%	+20.8%	+20.8%	+20.8%
Financial IT Services	25,161	25,013	25,013	23,610	23,610	23,824	23,824	23,824	22,934	21,223	21,223	20,640	20,640	23,983	23,983	23,983
Composition	36.6%	37.0%	37.0%	33.9%	33.9%	40.5%	40.5%	40.5%	37.3%	34.8%	34.8%	29.0%	29.0%	33.7%	33.7%	33.7%
YOY change	-12.9%	-8.7%	-8.7%	-10.2%	-10.2%	-8.6%	-8.6%	-8.6%	-8.9%	-15.2%	-15.2%	-12.6%	-12.6%	+0.7%	+0.7%	+0.7%
Industrial IT Services	43,660	42,637	42,637	46,055	46,055	35,044	35,044	35,044	38,539	39,788	39,788	50,491	50,491	47,111	47,111	47,111
Composition	63.4%	63.0%	63.0%	66.1%	66.1%	59.5%	59.5%	59.5%	62.7%	65.2%	65.2%	71.0%	71.0%	66.3%	66.3%	66.3%
YOY change	-0.9%	+1.5%	+1.5%	+5.5%	+5.5%	-2.6%	-2.6%	-2.6%	-11.7%	-6.7%	-6.7%	+9.6%	+9.6%	+34.4%	+34.4%	+34.4%

## (5) Other

IT Holdings, Consolidated (Millions of yen)	FY2014								FY2015								Full year (forecast)*
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	
Capital expenditures	3,162	2,619	5,781	2,819	8,600	3,944	6,763	12,544	6,781	3,305	10,086	2,980	13,066	3,807	6,787	16,873	14,000
Depreciation	3,054	3,105	6,159	3,117	9,276	3,178	6,295	12,454	3,172	3,063	6,235	3,255	9,490	3,319	6,574	12,809	13,500
Research and development expenses	247	221	468	186	654	199	385	853	274	274	548	294	842	255	549	1,097	1,100
Amortization of goodwill	414	250	664	251	915	251	502	1,166	283	332	615	326	941	111	437	1,052	1,133
Goodwill balance at the end of the term	1,521	1,320	1,320	1,079	1,079	830	830	830	2,490	2,290	2,290	2,054	2,054	2,021	2,021	2,021	781
Number of Employees at the end of the term	19,640	19,486	19,486	19,310	19,310	19,081	19,081	19,081	19,468	19,472	19,472	19,381	19,381	19,090	19,090	19,090	-

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.

Goodwill amortization and balance at the end of the period in review included goodwill associated with intangible assets acknowledged in accordance with revised Accounting Standard for Business Combinations.

\*Announced on May 9, 2014

## 2. Financial Summary of Fourth Quarter Results and Full Year Results

### (1) Performance Summary

IT Holdings, Consolidated (Millions of yen)	4th quarter							Full Year						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales	105,317	104,929	99,183	101,821	101,722	108,200	106,138	338,302	313,856	323,173	327,417	337,834	346,647	361,025
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	+6.4%	-1.9%	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%
IT Infrastructure Services	-	-	28,180	29,284	29,695	30,172	31,036	-	-	109,092	109,234	110,076	113,407	116,308
Composition	-	-	28.4%	28.8%	29.2%	27.9%	29.2%	-	-	33.8%	33.4%	32.6%	32.7%	32.2%
YOY change	-	-	-	+3.9%	+1.4%	+1.6%	+2.9%	-	-	-	+0.1%	+0.8%	+3.0%	+2.6%
Financial IT Services	-	-	23,356	23,080	21,902	22,614	22,343	-	-	72,550	69,659	70,994	74,561	78,827
Composition	-	-	23.5%	22.7%	21.5%	20.9%	21.1%	-	-	22.4%	21.3%	21.0%	21.5%	21.8%
YOY change	-	-	-	-1.2%	-5.1%	+3.3%	-1.2%	-	-	-	-4.0%	+1.9%	+5.0%	+5.7%
Industrial IT Services	-	-	46,039	47,931	48,441	53,630	51,347	-	-	134,327	141,862	149,565	151,322	159,791
Composition	-	-	46.4%	47.1%	47.6%	49.6%	48.4%	-	-	41.6%	43.3%	44.3%	43.7%	44.3%
YOY change	-	-	-	+4.1%	+1.1%	+10.7%	-4.3%	-	-	-	+5.6%	+5.4%	+1.2%	+5.6%
Other business	-	-	1,606	1,526	1,682	1,783	1,412	-	-	7,202	6,661	7,196	7,355	6,097
Composition	-	-	1.6%	1.5%	1.7%	1.6%	1.3%	-	-	2.2%	2.0%	2.1%	2.1%	1.7%
YOY change	-	-	-	-5.0%	+10.2%	+6.0%	-20.8%	-	-	-	-	-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	84,334	272,944	254,827	261,145	266,159	276,935	283,881	294,927
Composition	78.0%	79.1%	78.6%	77.7%	78.8%	79.5%	79.5%	80.7%	81.2%	80.8%	81.3%	82.0%	81.9%	81.7%
YOY change	-	+1.1%	-6.1%	+1.5%	+1.4%	+7.3%	-1.9%	-	-6.6%	+2.5%	+1.9%	+4.0%	+2.5%	+3.9%
Gross profit	23,166	21,914	21,263	22,747	21,562	22,221	21,803	65,357	59,029	62,027	61,258	60,899	62,766	66,097
Composition	22.0%	20.9%	21.4%	22.3%	21.2%	20.5%	20.5%	19.3%	18.8%	19.2%	18.7%	18.0%	18.1%	18.3%
YOY change	-	-5.4%	-3.0%	+7.0%	-5.2%	+3.1%	-1.9%	-	-9.7%	+5.1%	-1.2%	-0.6%	+3.1%	+5.3%
Selling, general and administrative expenses	10,991	11,836	12,489	11,930	11,131	11,098	11,486	41,569	43,032	49,209	45,636	42,727	43,255	44,976
Composition	10.4%	11.3%	12.6%	11.7%	10.9%	10.3%	10.8%	12.3%	13.7%	15.2%	13.9%	12.6%	12.5%	12.5%
YOY change	-	+7.7%	+5.5%	-4.5%	-6.7%	-0.3%	+3.5%	-	+3.5%	+14.4%	-7.3%	-6.4%	+1.2%	+4.0%
Operating income (loss)	12,174	10,077	8,774	10,817	10,430	11,122	10,318	23,787	15,996	12,818	15,621	18,171	19,510	21,121
Composition	11.6%	9.6%	8.8%	10.6%	10.3%	10.3%	9.7%	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%
YOY change	-	-17.2%	-12.9%	+23.3%	-3.6%	+6.6%	-7.2%	-	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%
Recurring profit (loss)	11,810	9,901	8,710	10,642	10,445	10,720	10,422	23,604	15,719	12,625	15,393	17,440	18,971	21,251
Composition	11.2%	9.4%	8.8%	10.5%	10.3%	9.9%	9.8%	7.0%	5.0%	3.9%	4.7%	5.2%	5.5%	5.9%
YOY change	-	-16.2%	-12.0%	+22.2%	-1.9%	+2.6%	-2.8%	-	-33.4%	-19.7%	+21.9%	+13.3%	+8.8%	+12.0%
Net income (loss)	5,053	5,322	5,812	5,864	3,197	4,702	5,409	9,406	7,659	5,985	2,135	5,868	7,913	10,275
Composition	4.8%	5.1%	5.9%	5.8%	3.1%	4.3%	5.1%	2.8%	2.4%	1.9%	0.7%	1.7%	2.3%	2.8%
YOY change	-	+5.3%	+9.2%	+0.9%	-45.5%	+47.1%	+15.0%	-	-18.6%	-21.9%	-64.3%	+174.8%	+34.9%	+29.8%

## (2) Sales by Client Sector

IT Holdings, Consolidated (Millions of yen)	4th quarter							Full Year						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales	105,317	104,929	99,183	101,821	101,722	108,200	106,138	338,302	313,856	323,173	327,417	337,834	346,647	361,025
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	+6.4%	-1.9%	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%
Credit card	26,497	18,541	15,237	14,895	14,806	14,634	14,916	71,761	57,151	52,614	45,084	48,846	49,402	53,743
Composition	25.2%	17.7%	15.4%	14.6%	14.6%	13.5%	14.1%	21.2%	18.2%	16.3%	13.8%	14.3%	14.3%	14.9%
YOY change	-	-30.0%	-17.8%	-2.2%	-0.6%	-1.2%	+1.9%	-	-20.4%	-7.9%	-14.3%	+8.3%	+1.1%	+8.8%
Banking	6,888	6,782	7,485	8,192	7,865	8,953	7,401	26,862	23,480	25,819	26,702	26,230	29,049	25,444
Composition	6.5%	6.5%	7.5%	8.0%	7.7%	8.3%	7.0%	7.9%	7.5%	8.0%	8.2%	7.8%	8.4%	7.0%
YOY change	-	-1.5%	+10.4%	+9.4%	-4.0%	+13.8%	-17.3%	-	-12.6%	+10.0%	+3.4%	-1.8%	+10.7%	-12.4%
Insurance	6,317	6,246	6,461	6,281	6,859	6,824	6,843	22,084	21,088	23,448	22,931	23,836	25,269	24,972
Composition	6.0%	6.0%	6.5%	6.2%	6.7%	6.3%	6.4%	6.5%	6.7%	7.3%	7.0%	7.1%	7.3%	6.9%
YOY change	-	-1.1%	+3.4%	-2.8%	+9.2%	-0.5%	+0.3%	-	-4.5%	+11.2%	-2.2%	+3.9%	+6.0%	-1.2%
Other finance	5,303	5,167	5,694	7,202	5,249	6,366	6,724	19,857	19,062	19,178	23,416	21,337	23,481	23,312
Composition	5.0%	4.9%	5.7%	7.1%	5.2%	5.9%	6.3%	5.9%	6.1%	5.9%	7.2%	6.3%	6.8%	6.5%
YOY change	-	-2.6%	+10.2%	+26.5%	-27.1%	+21.3%	+5.6%	-	-4.0%	+0.6%	+22.1%	-8.9%	+10.0%	-0.7%
Assembly-based manufacturing	13,320	15,125	14,720	12,268	11,668	12,197	13,411	44,977	40,196	46,323	40,363	38,824	40,904	45,785
Composition	12.6%	14.4%	14.8%	12.0%	11.5%	11.3%	12.6%	13.3%	12.8%	14.3%	12.3%	11.5%	11.8%	12.7%
YOY change	-	+13.6%	-2.7%	-16.7%	-4.9%	+4.5%	+10.0%	-	-10.6%	+15.2%	-12.9%	-3.8%	+5.4%	+11.9%
Processing-based manufacturing	8,469	7,135	7,250	8,760	10,110	10,109	9,281	32,764	29,630	26,135	31,074	38,468	33,843	34,960
Composition	8.0%	6.8%	7.3%	9.9%	9.9%	9.3%	8.7%	9.7%	9.4%	8.1%	9.5%	11.4%	9.8%	9.7%
YOY change	-	-15.8%	+1.6%	+20.8%	+15.4%	-0.0%	-8.2%	-	-9.6%	-11.8%	+18.9%	+23.8%	-12.0%	+3.3%
Distribution	7,349	6,368	6,593	7,777	8,274	10,333	9,522	26,602	24,983	22,870	26,267	27,398	30,009	31,775
Composition	7.0%	6.1%	6.6%	7.6%	8.1%	9.5%	9.0%	7.9%	8.0%	7.1%	8.0%	8.1%	8.7%	8.8%
YOY change	-	-13.3%	+3.5%	+18.0%	+6.4%	+24.9%	-7.8%	-	-6.1%	-8.5%	+14.9%	+4.3%	+9.5%	+5.9%
Services	17,178	26,241	22,360	23,750	22,285	22,885	22,192	55,296	61,874	70,017	71,012	73,425	72,666	77,535
Composition	16.3%	25.0%	22.5%	23.3%	21.9%	21.2%	20.9%	16.3%	19.7%	21.7%	21.7%	21.7%	21.0%	21.5%
YOY change	-	+52.8%	-14.8%	+6.2%	-6.2%	+2.7%	-3.0%	-	+11.9%	+13.2%	+1.4%	+3.4%	-1.0%	+6.7%
Public institutions	11,315	11,187	10,825	10,642	10,873	12,395	10,749	29,046	28,217	28,015	30,107	28,225	30,393	29,891
Composition	10.7%	10.7%	10.9%	10.5%	10.7%	11.5%	10.1%	8.6%	9.0%	8.7%	9.2%	8.4%	8.8%	8.3%
YOY change	-	-1.1%	-3.2%	-1.7%	+2.2%	+14.0%	-13.3%	-	-2.9%	-0.7%	+7.5%	-6.3%	+7.7%	-1.7%
Others	2,683	2,136	2,558	2,054	3,734	3,503	5,098	9,055	8,175	8,754	10,456	11,241	11,626	13,604
Composition	2.5%	2.0%	2.6%	3.7%	3.2%	4.8%	4.8%	2.7%	2.6%	2.7%	3.2%	3.3%	3.4%	3.8%
YOY change	-	-20.4%	+19.8%	-19.7%	+81.8%	-6.2%	+45.5%	-	-9.7%	+7.1%	+19.4%	+7.5%	+3.4%	+17.0%

## (3) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	4th quarter							Full Year						
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Net sales	105,317	104,929	99,183	101,821	101,722	108,200	106,138	338,302	313,856	323,173	327,417	337,834	346,647	361,025
YOY change	-	-0.4%	-5.5%	+2.7%	-0.1%	+6.4%	-1.9%	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%
IT Infrastructure Services	-	-	28,653	29,993	30,801	30,752	31,527	-	-	110,916	111,358	112,666	115,360	118,200
Composition	-	-	28.9%	29.5%	30.3%	28.4%	29.7%	-	-	34.3%	34.0%	33.3%	33.3%	32.7%
YOY change	-	-	-	+4.7%	+2.7%	-0.2%	+2.5%	-	-	-	+0.4%	+1.2%	+2.4%	+2.5%
Financial IT Services	-	-	23,410	23,302	22,042	22,742	22,517	-	-	72,665	70,099	71,499	75,148	79,543
Composition	-	-	23.6%	22.9%	21.7%	21.0%	21.2%	-	-	22.5%	21.4%	21.2%	21.7%	22.0%
YOY change	-	-	-	-0.5%	-5.4%	+3.2%	-1.0%	-	-	-	-3.5%	+2.0%	+5.1%	+5.8%
Industrial IT Services	-	-	47,983	49,786	49,913	55,050	53,287	-	-	141,294	149,466	155,689	158,234	166,357
Composition	-	-	48.4%	48.9%	49.1%	50.9%	50.2%	-	-	43.7%	45.7%	46.1%	45.6%	46.1%
YOY change	-	-	-	+3.8%	+0.3%	+10.3%	-3.2%	-	-	-	+5.8%	+4.2%	+1.6%	+5.1%
Other business	-	-	4,292	4,799	3,945	4,154	3,666	-	-	16,595	16,234	16,232	16,498	14,667
Composition	-	-	4.3%	3.9%	3.8%	3.5%	3.5%	-	-	5.1%	4.8%	4.8%	4.8%	4.1%
YOY change	-	-	-	+11.8%	-17.8%	+5.3%	-11.7%	-	-	-	-2.2%	-0.0%	+1.6%	-11.1%
Inter-segment elimination/adjustments	-	-	-5,153	-6,058	-4,981	-4,496	-4,858	-	-	-18,298	-19,740	-18,253	-18,593	-17,742
Operating income (loss)	12,174	10,077	8,774	10,817	10,430	11,122	10,318	23,787	15,996	12,818	15,621	18,171	19,510	21,121
Composition	11.6%	9.6%	8.8%	10.6%	10.3%	10.3%	9.7%	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%
YOY change	-	-17.2%	-	+23.3%	-3.6%	+6.6%	-7.2%	-	-32.8%	-	+21.9%	+16.3%	+7.4%	+8.3%
IT Infrastructure Services	-	-	2,581	2,580	2,618	2,529	2,202	-	-	8,131	8,049	7,101	7,652	7,179
Composition	-	-	9.0%	8.6%	8.5%	8.2%	7.0%	-	-	7.3%	7.2%	6.3%	6.6%	6.1%
YOY change	-	-	-	-0.0%	+1.5%	-3.4%	-12.9%	-	-	-	-1.0%	-11.8%	+7.8%	-6.2%
Financial IT Services	-	-	2,340	3,869	3,441	2,994	1,952	-	-	3,922	4,534	6,021	6,385	5,549
Composition	-	-	10.0%	16.6%	15.6%	13.2%	8.7%	-	-	5.4%	6.5%	8.4%	8.5%	7.0%
YOY change	-	-	-	+65.3%	-11.1%	-13.0%	-34.8%	-	-	-	+15.6%	+32.8%	+6.0%	-13.1%
Industrial IT Services	-	-	4,137	4,336	4,485	5,374	5,486	-	-	1,625	2,658	4,992	4,687	7,049
Composition	-	-	8.6%	9.0%	9.0%	1.2%	10.3%	-	-	1.8%	3.2%	3.0%	3.0%	4.2%
YOY change	-	-	-	+4.8%	+3.4%	+19.8%	+2.1%	-	-	-	+63.6%	+87.8%	-6.1%	+50.4%
Other business	-	-	377	627	555	569	599	-	-	1,313	2,277	2,153	2,152	2,159
Composition	-	-	8.8%	13.1%	14.1%	13.7%	16.3%	-	-	7.9%	14.0%	13.3%	13.0%	14.7%
YOY change	-	-	-	+66.3%	-11.5%	+2.5%	+5.3%	-	-	-	+73.4%	-5.4%	-0.0%	+0.3%
Inter-segment elimination/adjustments	-	-	-661	-595	-668	-345	79	-	-	-2,174	-1,898	-2,097	-1,367	-816

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	FY2015	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Orders received during the term	39,889	45,794	44,730	44,410	51,171	49,577	58,095	156,385	146,621	162,287	174,680	179,352	172,721	199,842
YOY change	-	+14.8%	-2.3%	-0.7%	+15.2%	-3.1%	+17.2%	-	-6.2%	+10.7%	+7.6%	+2.7%	-3.7%	+15.7%
Financial IT Services	-	-	19,247	19,543	21,434	20,469	23,207	-	-	60,697	63,117	65,367	63,927	69,226
Composition	-	-	43.0%	44.0%	41.9%	41.3%	39.9%	-	-	37.4%	36.1%	36.4%	37.0%	34.6%
YOY change	-	-	-	+1.5%	+9.7%	-4.5%	+13.4%	-	-	-	+4.0%	+3.6%	-2.2%	+8.3%
Industrial IT Services	-	-	25,484	24,868	29,737	29,107	34,889	-	-	101,590	111,563	113,985	108,793	130,616
Composition	-	-	57.0%	56.0%	58.1%	58.7%	60.1%	-	-	62.6%	63.9%	63.6%	63.0%	65.4%
YOY change	-	-	-	-2.4%	+19.6%	-2.1%	+19.9%	-	-	-	+9.8%	+2.2%	-4.6%	+20.1%
Order backlog at period-end	52,808	49,569	47,967	57,778	62,055	58,869	71,095	52,808	49,569	47,967	57,778	62,055	58,869	71,095
YOY change	-	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%	+20.8%	-	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%	+20.8%
Financial IT Services	-	-	18,229	24,453	26,057	23,824	23,983	-	-	18,229	24,453	26,057	23,824	23,983
Composition	-	-	38.0%	42.3%	42.0%	40.5%	33.7%	-	-	38.0%	42.3%	42.0%	40.5%	33.7%
YOY change	-	-	-	+34.1%	+6.6%	-8.6%	+0.7%	-	-	-	+34.1%	+6.6%	-8.6%	+0.7%
Industrial IT Services	-	-	29,738	33,325	35,997	35,044	47,111	-	-	29,738	33,325	35,997	35,044	47,111
Composition	-	-	62.0%	57.7%	58.0%	59.5%	66.3%	-	-	62.0%	57.7%	58.0%	59.5%	66.3%
YOY change	-	-	-	+12.1%	+8.0%	-2.6%	+34.4%	-	-	-	+12.1%	+8.0%	-2.6%	+34.4%

### 3. Seven-Year Summary

#### (1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016(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	172,851	361,025	175,000	370,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+4.1%	+1.2%	+2.5%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	113,407	57,286	116,308	58,100	120,200
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	33.1%	32.2%	33.5%	32.5%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+3.3%	+3.0%	+2.5%	+2.6%	+1.4%	+3.3%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	74,561	38,494	78,827	38,700	79,400
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	22.3%	21.8%	22.3%	22.2%	21.5%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+7.6%	+5.7%	+0.5%	+0.7%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	151,322	74,126	159,791	75,600	164,200
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	43.7%	42.9%	44.3%	42.5%	44.4%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+9.8%	+5.6%	+2.0%	+2.8%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	2,944	6,097	2,600	6,200
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.3%	2.1%	2.6%	2.1%	1.7%	1.7%	1.8%	1.7%
YOY change	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-30.3%	-17.1%	-11.7%	+1.7%
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	-	-	+0.4%	+1.1%	-1.3%	-	-	-	-	-	-	-	-	-	-	-
Software development	82,001	175,847	70,308	155,976	76,551	163,889	-	-	-	-	-	-	-	-	-	-
Composition	50.2%	47.8%	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	283,881	142,971	294,927	-	-
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%	82.7%	81.7%	-	-
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+2.3%	+2.5%	+6.5%	+3.9%	-	-
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	29,880	66,097	-	-
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%	17.3%	18.3%	-	-
YOY change	-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	+3.1%	+2.6%	+5.3%	-	-
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	22,210	44,976	-	-
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%	12.8%	12.5%	-	-
YOY change	-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-6.4%	+0.1%	+1.2%	+3.5%	+4.0%	-	-
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	7,670	21,121	8,500	23,500
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%	4.4%	5.9%	4.2%	6.4%
YOY change	-	-	-38.2%	-32.8%	-19.6%	-19.9%	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+10.8%	+11.3%
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	7,981	21,251	8,500	23,000
Composition	5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.2%	4.8%	5.5%	4.6%	5.9%	4.2%	6.2%
YOY change	-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+11.0%	+8.8%	+1.6%	+12.0%	+6.5%	+8.2%
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	3,889	10,275	4,600	12,800
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%	2.2%	2.8%	1.9%	3.5%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+34.9%	+0.8%	+29.8%	+18.3%	+24.6%
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	44.42	117.40	52.59	146.34
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	90.12	44.40	-	-	-
Dividends per share (yen)	-	32.00	12.00	32.00	12.00	32.00	-	18.00	7.00	21.00	8.00	25.00	10.00	30.00	11.00	22.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	25.6%	-	22.6%
Total Return Ratio(%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	30.4%	-	35.0%

\*Announced on May 8, 2015

## (2) Sales and Income by Business Segment

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016(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	172,851	361,025	175,000	370,000
YOY change	-	-	-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+4.1%	+1.2%	+2.5%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	115,360	58,235	118,200	59,000	122,000
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	33.7%	33.7%	33.7%	33.0%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	+2.4%	+2.5%	+1.3%	+3.2%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,083	75,148	38,839	79,543	39,000	80,000
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	22.5%	22.0%	22.3%	21.6%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+5.1%	+7.6%	+5.8%	+0.4%	+0.6%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,234	77,205	166,357	79,000	171,000
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	44.7%	46.1%	45.1%	46.2%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	+8.8%	+5.1%	+2.3%	+2.8%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	7,290	14,667	7,000	15,000
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.0%	5.2%	4.8%	5.4%	4.8%	4.2%	4.1%	4.0%	4.1%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	+4.3%	+1.6%	-16.8%	-11.1%	-4.0%	+2.3%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-18,593	-8,718	-17,742	-9,000	-18,000
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	7,670	21,121	8,500	23,500
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%	4.4%	5.9%	4.9%	6.4%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+10.8%	+11.3%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,652	3,510	7,179	2,650	6,800
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.6%	6.0%	6.1%	4.5%	5.6%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+7.8%	-1.0%	-6.2%	-24.5%	-5.3%
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,385	2,732	5,549	2,500	6,000
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	6.2%	8.4%	7.9%	8.5%	7.0%	7.0%	6.4%	7.5%
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-4.0%	-13.1%	-8.5%	+8.1%
Industrial IT Services	-	-	-	-	473	1,625	378	2,658	1,750	4,992	868	4,687	829	7,049	2,400	8,700
Composition	-	-	-	-	0.7%	1.2%	0.5%	1.8%	2.3%	3.2%	1.2%	3.0%	1.1%	4.2%	3.0%	5.1%
YOY change	-	-	-	-	-	-	-	+63.6%	-	+87.8%	-50.4%	-6.1%	-4.5%	+50.4%	+189.5%	+23.4%
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	2,152	1,150	2,159	1,050	2,200
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	15.8%	14.7%	15.0%	14.7%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	+4.0%	+0.3%	-8.7%	+1.9%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-552	-816	-100	-200

Net sales for each segment include intersegment sales.

\*Announced on May 8, 2015

## (3) Order Status (Software development)

IT Holdings, Consolidated (Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016(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	89,385	199,842	-	-
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-8.5%	-3.7%	+3.6%	+15.7%	-	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	63,927	30,816	69,226	-	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	34.5%	34.6%	-	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-2.2%	+0.0%	+8.3%	-	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	108,793	58,568	130,616	-	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	65.5%	65.4%	-	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	+5.7%	+20.1%	-	-
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	61,011	71,095	-	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+7.4%	-2.5%	-5.1%	-9.8%	+20.8%	-	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	23,824	21,223	23,983	-	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	40.5%	34.8%	33.7%	-	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-15.2%	+0.7%	-	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	39,788	47,111	-	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	59.5%	65.2%	66.3%	-	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-2.6%	-6.7%	+34.4%	-	-

\*Announced on May 8, 2015

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

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016(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	129,500	140,450	-	-
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	175,416	205,401	-	-
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	304,917	345,851	-	-
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	65,621	77,666	-	-
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	72,675	79,395	-	-
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	138,296	157,062	-	-
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	166,620	188,789	-	-
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	304,917	345,851	-	-
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	53,751	52,114	-	-
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%	17.6%	15.1%	-	-
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	1,812.28	2,108.19	-	-
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%	52.0%	53.3%	-	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	5.2%	-	6.0%	-	-
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	25,770	12,649	22,938	-	-
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	-12,947	-17,744	-	-
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	-8,402	-19,067	-	-
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	34,388	29,485	-	-
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	-298	5,194	-	-
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	10,086	16,873	-	12,500
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	6,235	12,809	-	13,000
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	548	1,097	-	1,300
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,741	664	1,166	615	1,052	-	320
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	2,290	2,021	-	1,700
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	19,472	19,090	-	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620	688	688
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	292	499	-	-

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 8, 2015



# IT HOLDINGS

Go Beyond

## 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 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.