



TIS

TIS INTEC Group

Go Beyond

Supplementary Financial Data

First Quarter of the Fiscal Year ending March 31, 2017

July 28, 2016

TIS Inc.



1. Financial Summary for Fiscal 2016 (Previous Fiscal Year) and Fiscal 2017 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2016									FY2017						
	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	85,653	97,030	182,683	87,912	270,595	112,094	200,006	382,689	89,128							
YOY change	+7.0%	+4.6%	+5.7%	+7.2%	+6.2%	+5.6%	+6.3%	+6.0%	+4.1%							
IT Infrastructure Services	28,917	31,271	60,188	30,038	90,226	33,410	63,448	123,636	29,715							
Composition	33.8%	32.2%	32.9%	34.2%	33.3%	29.8%	31.7%	32.3%	33.3%							
YOY change	+4.4%	+5.7%	+5.1%	+7.3%	+5.8%	+7.6%	+7.5%	+6.3%	+2.8%							
Financial IT Services	16,921	20,432	37,353	18,472	55,825	23,147	41,619	78,972	18,341							
Composition	19.8%	21.1%	20.4%	21.0%	20.6%	20.6%	20.8%	20.6%	20.6%							
YOY change	+3.5%	-7.7%	-3.0%	+2.7%	-1.2%	+3.6%	+3.2%	+0.2%	+8.4%							
Industrial IT Services	37,960	43,745	81,705	37,927	119,632	53,370	91,297	173,002	39,781							
Composition	44.3%	45.1%	44.7%	43.1%	44.2%	47.6%	45.6%	45.2%	44.6%							
YOY change	+10.7%	+9.8%	+10.2%	+10.5%	+10.3%	+3.9%	+6.6%	+8.3%	+4.8%							
Other business	1,854	1,582	3,436	1,475	4,911	2,167	3,642	7,078	1,290							
Composition	2.2%	1.6%	1.9%	1.7%	1.8%	1.9%	1.8%	1.8%	1.4%							
YOY change	+8.4%	+28.2%	+16.7%	-15.3%	+4.8%	+53.5%	+15.5%	+16.1%	-30.4%							
Cost of sales	71,806	78,143	149,949	72,156	222,105	90,048	162,204	312,153	73,303							
Composition	83.8%	80.5%	82.1%	82.1%	82.1%	80.3%	81.1%	81.6%	82.2%							
YOY change	+5.5%	+4.3%	+4.9%	+6.7%	+5.5%	+6.8%	+6.7%	+5.8%	+2.1%							
Gross profit	13,847	18,886	32,733	15,757	48,490	22,045	37,802	70,535	15,824							
Composition	16.2%	19.5%	17.9%	17.9%	17.9%	19.7%	18.9%	18.4%	17.8%							
YOY change	+15.6%	+5.5%	+9.5%	+9.3%	+9.5%	+1.1%	+4.4%	+6.7%	+14.3%							
Selling, general and administrative expenses	11,676	11,684	23,360	10,991	34,351	11,748	22,739	46,099	11,807							
Composition	13.6%	12.0%	12.8%	12.5%	12.7%	10.5%	11.4%	12.0%	13.2%							
YOY change	+3.9%	+6.4%	+5.2%	-2.6%	+2.6%	+2.3%	-0.1%	+2.5%	+1.1%							
Operating income	2,170	7,203	9,373	4,766	14,139	10,297	15,063	24,436	4,017							
Composition	2.5%	7.4%	5.1%	5.4%	5.2%	9.2%	7.5%	6.4%	4.5%							
YOY change	+191.0%	+4.0%	+22.2%	+52.1%	+30.9%	-0.2%	+12.0%	+15.7%	+85.1%							
Non-operating income	1,240	259	1,499	246	1,745	356	602	2,101	884							
Non-operating expenses	385	586	971	464	1,435	581	1,045	2,016	528							
Recurring profit	3,025	6,875	9,900	4,548	14,448	10,073	14,621	24,521	4,373							
Composition	3.5%	7.1%	5.4%	5.2%	5.3%	9.0%	7.3%	6.4%	4.9%							
YOY change	+191.8%	-1.0%	+24.0%	-	+33.4%	-3.3%	+10.2%	+15.4%	+44.6%							
Extraordinary income	173	16,805	16,978	70	17,048	1,593	1,663	18,641	0							
Extraordinary loss	277	17,293	17,570	1,511	19,081	2,263	3,774	21,344	174							
Income before income taxes	2,921	6,388	9,309	3,106	12,415	9,402	12,508	21,817	4,199							
Composition	3.4%	-0.0%	5.1%	3.5%	4.6%	8.4%	6.3%	5.7%	4.7%							
YOY change	+175.5%	+8.2%	+33.6%	-	+34.0%	+5.4%	+11.5%	+20.0%	+43.8%							
Total income taxes	953	2,591	3,544	1,615	5,159	3,551	5,166	8,710	1,391							
Net income (loss) attributable to non-controlling interests	7	156	163	-22	141	288	266	429	50							
Net income attributable to owners of the parent company	1,959	3,642	5,601	1,512	7,113	5,565	7,077	12,678	2,757							
Composition	2.3%	3.8%	3.1%	1.7%	2.6%	5.0%	3.5%	3.3%	3.1%							
YOY change	+463.5%	+2.8%	+44.0%	-	+46.2%	+2.9%	+10.8%	+23.4%	+40.7%							

(2) Sales by Client Sector

(Millions of yen)	FY2016								FY2017							
	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	85,653	97,030	182,683	87,912	270,595	112,094	200,006	382,689	89,128							
	YOY change	+7.0%	+4.6%	+5.7%	+7.2%	+6.2%	+5.6%	+6.3%	+6.0%	+4.1%						
Credit card	13,477	14,804	28,281	14,265	42,546	16,728	30,993	59,274	14,372							
	Composition	15.3%	15.3%	15.3%	15.3%	15.3%	15.3%	15.3%	15.3%	16.1%						
	YOY change	+17.0%	-1.0%	+6.8%	+15.4%	+9.6%	+12.1%	+13.6%	+10.3%	+6.6%						
Banking	6,064	7,647	13,711	6,212	19,923	7,944	14,156	27,867	6,697							
	Composition	7.1%	7.9%	7.5%	7.1%	7.4%	7.1%	7.1%	7.3%	7.5%						
	YOY change	+11.5%	+16.5%	+14.2%	+2.8%	+10.4%	+7.3%	+5.3%	+9.5%	+10.4%						
Insurance	5,933	6,659	12,592	6,405	18,997	7,342	13,747	26,339	5,881							
	Composition	6.9%	6.9%	6.9%	7.3%	7.0%	6.5%	6.9%	6.9%	6.6%						
	YOY change	+3.6%	+3.3%	+3.4%	+7.5%	+4.8%	+7.3%	+7.4%	+5.5%	-0.9%						
Other finance	4,539	5,474	10,013	4,671	14,684	5,722	10,393	20,406	4,630							
	Composition	5.3%	5.6%	5.5%	5.3%	5.4%	5.1%	5.2%	5.3%	5.2%						
	YOY change	-15.7%	-9.3%	-12.3%	-9.6%	-11.5%	-14.9%	-12.6%	-12.5%	+2.0%						
Assembly-based manufacturing	10,763	13,196	23,959	11,237	35,196	14,259	25,496	49,455	9,941							
	Composition	12.6%	13.6%	13.1%	12.8%	13.0%	12.7%	12.7%	12.9%	11.2%						
	YOY change	+3.0%	+9.2%	+6.3%	+14.2%	+8.7%	+6.3%	+9.6%	+8.0%	-7.6%						
Processing-based manufacturing	7,930	8,907	16,837	8,523	25,360	9,701	18,224	35,061	8,595							
	Composition	9.3%	9.2%	9.2%	9.7%	9.4%	8.7%	9.1%	9.2%	9.6%						
	YOY change	-4.1%	-6.7%	-5.5%	+8.4%	-1.2%	+4.5%	+6.3%	+0.3%	+8.4%						
Distribution	7,671	8,345	16,016	8,041	24,057	8,645	16,686	32,702	7,369							
	Composition	9.0%	8.6%	8.8%	9.1%	8.9%	7.7%	8.3%	8.5%	8.3%						
	YOY change	+14.0%	+2.0%	+7.4%	+9.5%	+8.1%	-9.2%	-1.1%	+2.9%	-3.9%						
Services	17,848	20,086	37,934	18,369	56,303	23,298	41,667	79,601	19,446							
	Composition	20.8%	20.7%	20.8%	20.9%	20.8%	20.8%	20.8%	20.8%	21.8%						
	YOY change	+10.4%	-1.6%	+3.7%	-2.1%	+1.7%	+5.0%	+1.7%	+2.7%	+9.0%						
Public institutions	8,171	7,771	15,942	7,047	22,989	13,614	20,661	36,603	8,624							
	Composition	9.5%	8.0%	8.7%	8.0%	8.5%	12.1%	10.3%	9.6%	9.7%						
	YOY change	+26.5%	+17.3%	+21.8%	+16.3%	+20.1%	+26.7%	+22.9%	+22.5%	+5.5%						
Others	3,251	4,141	7,392	3,144	10,536	4,840	7,984	15,376	3,570							
	Composition	3.8%	4.3%	4.0%	3.6%	3.9%	4.3%	4.0%	4.0%	4.0%						
	YOY change	-16.7%	+112.1%	+26.2%	+18.6%	+23.9%	-5.1%	+3.0%	+13.0%	+9.8%						

(3) Sales and Income by Business Segment

(Millions of yen)	FY2016								FY2017							
	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	85,653	97,030	182,683	87,912	270,595	112,094	200,006	382,689	89,128							
	YOY change	+7.0%	+4.6%	+5.7%	+7.2%	+6.2%	+5.6%	+6.3%	+6.0%	+4.1%						
IT Infrastructure Services	29,361	31,740	61,101	30,694	91,795	34,134	64,828	125,929	30,374							
	Composition	34.3%	32.7%	33.4%	34.9%	33.9%	30.5%	32.4%	32.9%	34.1%						
	YOY change	+4.4%	+5.4%	+4.9%	+7.9%	+5.9%	+8.3%	+8.1%	+6.5%	+3.5%						
Financial IT Services	17,049	20,644	37,693	18,589	56,282	23,237	41,826	79,519	18,404							
	Composition	19.9%	21.3%	20.6%	21.1%	20.8%	20.7%	20.9%	20.8%	20.6%						
	YOY change	+3.2%	-7.5%	-3.0%	+2.2%	-1.3%	+3.2%	+2.8%	-0.0%	+8.0%						
Industrial IT Services	39,441	45,785	85,226	39,651	124,877	55,123	94,774	180,000	41,925							
	Composition	46.0%	47.2%	46.7%	45.1%	46.1%	49.2%	47.4%	47.0%	47.0%						
	YOY change	+10.1%	+10.7%	+10.4%	+10.6%	+10.4%	+3.4%	+6.3%	+8.2%	+6.3%						
Other business	4,022	3,666	7,688	3,531	11,219	4,876	8,407	16,095	2,742							
	Composition	4.7%	3.8%	4.2%	4.0%	4.1%	4.3%	4.2%	4.2%	3.1%						
	YOY change	+3.8%	+7.4%	+5.5%	-4.9%	+2.0%	+33.0%	+14.0%	+9.7%	-31.8%						
Inter-segment elimination/adjustments	-4,221	-4,804	-9,025	-4,555	-13,580	-5,275	-9,830	-18,855	-4,318							
Operating income	2,170	7,203	9,373	4,766	14,139	10,297	15,063	24,436	4,017							
	Composition	2.5%	7.4%	5.1%	5.4%	5.2%	9.2%	6.4%	4.5%							
	YOY change	+191.0%	+4.0%	+22.2%	+52.1%	+30.9%	-0.2%	+12.0%	+15.7%	+85.1%						
IT Infrastructure Services	1,087	2,170	3,257	2,458	5,715	3,209	5,667	8,924	2,575							
	Composition	3.7%	6.8%	5.3%	6.2%	6.2%	9.4%	8.7%	7.1%	8.5%						
	YOY change	-23.3%	+3.7%	-7.2%	+67.6%	+14.8%	+45.7%	+54.5%	+24.3%	+137.0%						
Financial IT Services	463	1,353	1,816	368	2,184	1,177	1,545	3,361	588							
	Composition	2.7%	6.6%	4.8%	2.0%	3.9%	5.1%	3.7%	4.2%	3.2%						
	YOY change	-29.1%	-34.9%	-33.5%	-57.5%	-39.3%	-39.7%	-45.2%	-39.4%	+26.9%						
Industrial IT Services	286	3,119	3,405	1,377	4,782	5,190	6,567	9,972	759							
	Composition	0.7%	6.8%	4.0%	3.5%	3.8%	9.4%	6.9%	5.5%	1.8%						
	YOY change	-	+33.7%	+310.7%	+87.6%	+206.0%	-5.4%	+5.6%	+41.5%	+165.0%						
Other business	459	702	1,161	646	1,807	842	1,488	2,649	230							
	Composition	11.4%	19.1%	15.1%	18.3%	16.1%	17.3%	16.5%	8.4%							
	YOY change	-10.4%	+10.0%	+1.0%	+57.6%	+15.8%	+40.6%	+47.5%	+22.7%	-49.9%						
Inter-segment elimination/adjustments	-126	-140	-266	-85	-351	-120	-205	-471	-136							

Net sales for each segment include intersegment sales.

(4) Order Status (Software development)

(Millions of yen)	FY2016								FY2017							
	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	45,279	53,369	98,648	47,076	145,724	61,621	108,697	207,345	51,133							
YOY change	+8.7%	+11.8%	+10.4%	-10.1%	+2.8%	+6.1%	-1.6%	+3.8%	+12.9%							
Financial IT Services	14,017	18,414	32,431	15,530	47,961	25,900	41,430	73,861	16,271							
Composition	31.0%	34.5%	32.9%	33.0%	32.9%	42.0%	38.1%	35.6%	31.8%							
YOY change	+1.7%	+8.1%	+5.2%	+2.2%	+4.2%	+11.6%	+7.9%	+6.7%	+16.1%							
Industrial IT Services	31,262	34,955	66,217	31,546	97,763	35,720	67,266	133,483	34,861							
Composition	69.0%	65.5%	67.1%	67.0%	67.1%	58.0%	61.9%	64.4%	68.2%							
YOY change	+12.2%	+13.9%	+13.1%	-15.1%	+2.1%	+2.4%	-6.6%	+2.2%	+11.5%							
Order backlog at period-end	72,279	73,041	73,041	72,763	72,763	69,961	69,961	69,961	74,093							
YOY change	+17.6%	+19.7%	+19.7%	+2.3%	+2.3%	-1.6%	-1.6%	-1.6%	+2.5%							
Financial IT Services	22,333	22,617	22,617	21,213	21,213	25,796	25,796	25,796	25,046							
Composition	30.9%	31.0%	31.0%	29.2%	29.2%	36.9%	36.9%	36.9%	33.8%							
YOY change	-2.6%	+6.6%	+6.6%	+2.8%	+2.8%	+7.6%	+7.6%	+7.6%	+12.1%							
Industrial IT Services	49,945	50,144	50,144	51,549	51,549	44,164	44,164	44,164	49,046							
Composition	69.1%	68.7%	68.7%	70.8%	70.8%	63.1%	63.1%	63.1%	66.2%							
YOY change	+29.6%	+26.0%	+26.0%	+2.1%	+2.1%	-6.3%	-6.3%	-6.3%	-1.8%							

(5) Other

(Millions of yen)	FY2016								FY2017							
	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	2,023	3,645	5,668	3,082	8,750	5,460	8,542	14,210	3,259							
Depreciation	3,110	3,100	6,210	2,807	9,017	2,935	5,742	11,952	2,732							
Research and development expenses	251	281	532	280	812	274	554	1,086	221							
Amortization of goodwill	91	108	199	70	269	70	140	339	69							
Goodwill balance at the end of the term	2,457	1,552	1,552	1,462	1,462	1,393	1,393	1,393	1,666							
Number of Employees at the end of the term	19,454	19,758	19,758	19,604	19,604	19,393	19,393	19,393	19,935							

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.

2. Financial Summary of First Quarter Results [Consolidated]

(1) Performance Summary

(Millions of yen)	1st quarter								
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales	66,934	65,855	69,007	67,891	72,620	72,223	80,057	85,653	89,128
YOY change	-	-1.6%	+4.8%	-1.6%	+7.0%	-0.5%	+10.8%	+7.0%	+4.1%
IT Infrastructure Services	-	-	26,845	26,057	26,549	26,632	27,697	28,917	29,715
Composition	-	-	38.9%	38.4%	36.6%	36.9%	34.6%	33.8%	33.3%
YOY change	-	-	-	-2.9%	+1.9%	+0.3%	+4.0%	+4.4%	+2.8%
Financial IT Services	-	-	13,941	13,279	13,496	14,549	16,349	16,921	18,341
Composition	-	-	20.2%	19.6%	18.6%	20.1%	20.4%	19.8%	20.6%
YOY change	-	-	-	-4.7%	+1.6%	+7.8%	+12.4%	+3.5%	+8.4%
Industrial IT Services	-	-	26,256	26,828	30,522	29,016	34,299	37,960	39,781
Composition	-	-	38.0%	39.5%	42.0%	40.2%	42.8%	44.3%	44.6%
YOY change	-	-	-	+2.2%	+13.8%	-4.9%	+18.2%	+10.7%	+4.8%
Other business	-	-	1,964	1,726	2,052	2,024	1,710	1,854	1,290
Composition	-	-	2.8%	2.5%	2.8%	2.8%	2.1%	2.2%	1.4%
YOY change	-	-	-	-12.1%	+18.9%	-1.4%	-15.5%	+8.4%	-30.4%
Outsourcing and network	28,768	30,870	31,127	-	-	-	-	-	-
Composition	43.0%	46.9%	45.1%	-	-	-	-	-	-
YOY change	-	+7.3%	+0.8%	-	-	-	-	-	-
Software development	28,895	27,425	31,060	-	-	-	-	-	-
Composition	43.2%	41.6%	45.0%	-	-	-	-	-	-
YOY change	-	-5.1%	+13.3%	-	-	-	-	-	-
Solution services	6,361	5,798	4,818	-	-	-	-	-	-
Composition	9.5%	8.8%	7.0%	-	-	-	-	-	-
YOY change	-	-8.9%	-16.9%	-	-	-	-	-	-
Other business	2,910	1,760	2,001	-	-	-	-	-	-
Composition	4.3%	2.7%	2.9%	-	-	-	-	-	-
YOY change	-	-39.5%	+13.7%	-	-	-	-	-	-
Cost of sales	57,640	54,526	58,868	58,129	61,464	61,845	68,077	71,806	73,303
Composition	86.1%	82.8%	85.3%	85.6%	84.6%	85.6%	85.0%	83.8%	82.2%
YOY change	-	-5.4%	+8.0%	-1.3%	+5.7%	+0.6%	+10.1%	+5.5%	+2.1%
Gross profit	9,293	11,329	10,138	9,761	11,156	10,378	11,979	13,847	15,824
Composition	13.9%	17.2%	14.7%	14.4%	15.4%	14.4%	15.0%	16.2%	17.8%
YOY change	-	+21.9%	-10.5%	-3.7%	+14.3%	-7.0%	+15.4%	+15.6%	+14.3%
Selling, general and administrative expenses	9,656	10,478	12,281	11,798	10,899	11,103	11,233	11,676	11,807
Composition	14.4%	15.9%	17.8%	17.4%	15.0%	15.4%	14.0%	13.6%	13.2%
YOY change	-	+8.5%	+17.2%	-3.9%	-7.6%	+1.9%	+1.2%	+3.9%	+1.1%
Operating income (loss)	-362	851	-2,142	-2,036	256	-725	745	2,170	4,017
Composition	-0.5%	1.3%	-3.1%	-3.0%	0.4%	-1.0%	0.9%	2.5%	4.5%
YOY change	-	-	-	-	-	-	-	+191.0%	+85.1%
Recurring profit (loss)	-118	981	-1,848	-1,691	316	-450	1,036	3,025	4,373
Composition	-0.2%	1.5%	-2.7%	-2.5%	0.4%	-0.6%	1.3%	3.5%	4.9%
YOY change	-	-	-	-	-	-	-	+191.8%	+44.6%
Net income (loss) attributable to owners of the parent company	-457	1,101	-2,817	-1,360	-453	-670	347	1,959	2,757
Composition	-0.7%	1.7%	-4.1%	-2.0%	-0.6%	-0.9%	0.4%	2.3%	3.1%
YOY change	-	-	-	-	-	-	-	+463.5%	+40.7%

(2) Sales by Client Sector

(Millions of yen)	1st quarter								
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales	66,934	65,855	69,007	67,891	72,620	72,223	80,057	85,653	89,128
YOY change	-	-1.6%	+4.8%	-1.6%	+7.0%	-0.5%	+10.8%	+7.0%	+4.1%
Credit card	11,403	11,859	11,078	9,063	9,849	10,133	11,520	13,477	14,372
Composition	17.0%	18.0%	16.1%	13.3%	13.6%	14.0%	14.4%	15.7%	16.1%
YOY change	-	+4.0%	-6.6%	-18.2%	+8.7%	+2.9%	+13.7%	+17.0%	+6.6%
Banking	6,451	5,378	5,646	5,743	5,616	5,956	5,437	6,064	6,697
Composition	9.6%	8.2%	8.2%	8.5%	7.7%	8.2%	6.8%	7.1%	7.5%
YOY change	-	-16.6%	+5.0%	+1.7%	-2.2%	+6.1%	-8.7%	+11.5%	+10.4%
Insurance	4,912	4,264	5,330	5,356	5,148	5,438	5,726	5,933	5,881
Composition	7.3%	6.5%	7.7%	7.9%	7.1%	7.5%	7.2%	6.9%	6.6%
YOY change	-	-13.2%	+25.0%	+0.5%	-3.9%	+5.6%	+5.3%	+3.6%	-0.9%
Other finance	4,258	4,791	3,966	4,748	5,017	5,078	5,385	4,539	4,630
Composition	6.4%	7.3%	5.7%	7.0%	6.9%	7.0%	6.7%	5.3%	5.2%
YOY change	-	+12.5%	-17.2%	+19.7%	+5.7%	+1.2%	+6.0%	-15.7%	+2.0%
Assembly-based manufacturing	9,065	7,972	9,224	8,404	8,000	8,332	10,452	10,763	9,941
Composition	13.5%	12.1%	13.4%	12.4%	11.0%	11.5%	13.1%	12.6%	11.2%
YOY change	-	-12.1%	+15.7%	-8.9%	-4.8%	+4.2%	+25.4%	+3.0%	-7.6%
Processing-based manufacturing	7,228	7,869	6,682	6,591	9,488	7,992	8,271	7,930	8,595
Composition	10.8%	11.9%	9.7%	9.7%	13.1%	11.1%	10.3%	9.3%	9.6%
YOY change	-	+8.9%	-15.1%	-1.4%	+44.0%	-15.8%	+3.5%	-4.1%	+8.4%
Distribution	4,825	5,768	5,295	5,570	5,803	6,331	6,728	7,671	7,369
Composition	7.2%	8.8%	7.7%	8.2%	8.0%	8.8%	8.4%	9.0%	8.3%
YOY change	-	+19.5%	-8.2%	+5.2%	+4.2%	+9.1%	+6.3%	+14.0%	-3.9%
Services	11,130	10,681	14,779	14,326	15,859	14,368	16,172	17,848	19,446
Composition	16.6%	16.2%	21.4%	21.1%	21.8%	19.9%	20.2%	20.8%	21.8%
YOY change	-	-4.0%	+38.4%	-3.1%	+10.7%	-9.4%	+12.6%	+10.4%	+9.0%
Public institutions	5,540	5,182	5,526	5,870	5,334	6,051	6,458	8,171	8,624
Composition	8.3%	7.9%	8.0%	8.6%	7.3%	8.4%	8.1%	9.5%	9.7%
YOY change	-	-6.5%	+6.6%	+6.2%	-9.1%	+13.4%	+6.7%	+26.5%	+5.5%
Others	2,121	2,091	1,481	2,216	2,502	2,540	3,904	3,251	3,570
Composition	3.2%	3.2%	2.1%	3.3%	3.4%	3.5%	4.9%	3.8%	4.0%
YOY change	-	-1.4%	-29.2%	+49.6%	+12.9%	+1.5%	+53.7%	-16.7%	+9.8%

(3) Sales and Income by Business Segment

(Millions of yen)	1st quarter								
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Net sales	66,934	65,855	69,007	67,891	72,620	72,223	80,057	85,653	89,128
YOY change	-	-1.6%	+4.8%	-1.6%	+7.0%	-0.5%	+10.8%	+7.0%	+4.1%
IT Infrastructure Services	-	-	27,293	26,611	26,980	27,097	28,131	29,361	30,374
Composition	-	-	39.6%	39.2%	37.2%	37.5%	35.1%	34.3%	34.1%
YOY change	-	-	-	-2.5%	+1.4%	+0.4%	+3.8%	+4.4%	+3.5%
Financial IT Services	-	-	13,958	13,360	13,618	14,670	16,513	17,049	18,404
Composition	-	-	20.2%	19.7%	18.8%	20.3%	20.6%	19.9%	20.6%
YOY change	-	-	-	-4.3%	+1.9%	+7.7%	+12.6%	+3.2%	+8.0%
Industrial IT Services	-	-	27,803	28,597	31,909	30,660	35,834	39,441	41,925
Composition	-	-	40.3%	42.1%	43.9%	42.5%	44.8%	46.0%	47.0%
YOY change	-	-	-	+2.9%	+11.6%	-3.9%	+16.9%	+10.1%	+6.3%
Other business	-	-	4,259	4,020	4,516	4,292	3,876	4,022	2,742
Composition	-	-	6.2%	5.9%	6.2%	5.9%	4.8%	4.7%	3.1%
YOY change	-	-	-	-5.6%	+12.3%	-5.0%	-9.7%	+3.8%	-31.8%
Inter-segment elimination/adjustments	-	-	-4,308	-4,697	-4,404	-4,498	-4,299	-4,221	-4,318
Operating income (loss)	-362	851	-2,142	-2,036	256	-725	745	2,170	4,017
Composition	-0.5%	1.3%	-3.1%	-3.0%	0.4%	-1.0%	0.9%	2.5%	4.5%
YOY change	-	-	-	-	-	-	-	+191.0%	+85.1%
IT Infrastructure Services	-	-	1,742	811	1,700	1,518	1,418	1,087	2,575
Composition	-	-	6.4%	3.0%	6.3%	5.6%	5.0%	3.7%	8.5%
YOY change	-	-	-	-53.4%	+109.6%	-10.7%	-6.6%	-23.3%	+137.0%
Financial IT Services	-	-	-1,431	-753	-202	-22	653	463	588
Composition	-	-	-10.3%	-5.6%	-1.5%	-0.1%	4.0%	2.7%	3.2%
YOY change	-	-	-	-	-	-	-	-29.1%	+26.9%
Industrial IT Services	-	-	-2,382	-2,193	-1,424	-2,270	-1,504	286	759
Composition	-	-	-8.6%	-7.7%	-4.5%	-7.4%	-4.2%	0.7%	1.8%
YOY change	-	-	-	-	-	-	-	-	+165.0%
Other business	-	-	370	506	570	521	512	459	230
Composition	-	-	8.7%	12.6%	12.6%	12.1%	13.2%	11.4%	8.4%
YOY change	-	-	-	+36.8%	+12.6%	-8.6%	-1.7%	-10.4%	-49.9%
Inter-segment elimination/adjustments	-	-	-440	-408	-387	-472	-334	-126	-136

Net sales for each segment include intersegment sales.

(4) Order Status (Software development)

(Millions of yen)	1st quarter								
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Orders received during the term	35,152	38,125	38,519	44,918	49,466	39,568	41,654	45,279	51,133
YOY change	-	+8.5%	+1.0%	+16.6%	+10.1%	-20.0%	+5.3%	+8.7%	+12.9%
Financial IT Services	-	-	13,143	16,359	16,358	11,684	13,786	14,017	16,271
Composition	-	-	34.1%	36.4%	33.1%	29.5%	33.1%	31.0%	31.8%
YOY change	-	-	-	+24.5%	-0.0%	-28.6%	+18.0%	+1.7%	+16.1%
Industrial IT Services	-	-	25,376	28,559	33,107	27,883	27,867	31,262	34,861
Composition	-	-	65.9%	63.6%	66.9%	70.5%	66.9%	69.0%	68.2%
YOY change	-	-	-	+12.5%	+15.9%	-15.8%	-0.1%	+12.2%	+11.5%
Order backlog at period-end	78,527	63,508	57,028	61,830	72,940	68,822	61,473	72,279	74,093
YOY change	-	-19.1%	-10.2%	+8.4%	+18.0%	-5.6%	-10.7%	+17.6%	+2.5%
Financial IT Services	-	-	25,222	22,738	28,896	25,161	22,934	22,333	25,046
Composition	-	-	44.2%	36.8%	39.6%	36.6%	37.3%	30.9%	33.8%
YOY change	-	-	-	-9.8%	+27.1%	-12.9%	-8.9%	-2.6%	+12.1%
Industrial IT Services	-	-	31,806	39,092	44,043	43,660	38,539	49,945	49,046
Composition	-	-	55.8%	63.2%	60.4%	63.4%	62.7%	69.1%	66.2%
YOY change	-	-	-	+22.9%	+12.7%	-0.9%	-11.7%	+29.6%	-1.8%

3. Nine-Year Summary [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017	
	1st half	Full Year	1st half (Plan)	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	346,647	172,851	361,025	182,683	382,689	185,000	390,000
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%	+5.7%	+6.0%	+1.3%	+1.9%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	113,407	57,286	116,308	60,188	123,636	59,400	122,700
Composition	-	-	-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	33.1%	32.2%	32.9%	32.3%	32.1%	31.5%
YOY change	-	-	-	-	-	-	-0.8%	+0.1%	-0.1%	+0.8%	+3.3%	+3.0%	+2.5%	+2.6%	+5.1%	+6.3%	-1.3%	-0.8%
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	74,561	38,494	78,827	37,353	78,972	39,800	81,400
Composition	-	-	-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	21.5%	22.3%	21.8%	20.4%	20.6%	21.5%	20.9%
YOY change	-	-	-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+7.6%	+5.7%	-3.0%	+0.2%	+6.6%	+3.1%
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	151,322	74,126	159,791	81,705	173,002	82,400	179,200
Composition	-	-	-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	43.7%	42.9%	44.3%	44.7%	45.2%	44.5%	45.9%
YOY change	-	-	-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+9.8%	+5.6%	+10.2%	+4.3%	+0.9%	+3.6%
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	2,944	6,097	3,436	7,078	3,400	6,700
Composition	-	-	-	-	2.4%	2.2%	2.2%	2.0%	2.3%	2.1%	2.6%	2.1%	1.7%	1.7%	1.8%	1.8%	1.8%	1.7%
YOY change	-	-	-	-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-30.3%	-17.1%	+16.7%	+16.1%	-1.0%
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	283,881	142,971	294,927	149,949	312,153	-	-
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%	82.1%	81.7%	82.1%	81.7%
YOY change	-	-	-10.3%	-6.6%	+4.1%	+2.5%	+2.1%	+1.9%	+5.0%	+4.0%	+0.3%	+2.5%	+6.5%	+3.9%	+4.9%	+3.8%	-	-
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	32,733	70,535	-	-
Composition	18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.7%	17.6%	18.0%	17.8%	18.3%	17.3%	18.3%	17.9%	18.4%	-	-
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%	+9.5%	+6.7%	-	-
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	23,360	46,099	-	-
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%	12.8%	12.0%	-	-
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%	+5.2%	+2.5%	-	-
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	9,373	24,436	10,000	26,500
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%	5.1%	6.4%	5.4%	6.8%
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%	+22.2%	+15.7%	+6.7%	+8.4%
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	9,900	24,521	10,000	26,000
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%	5.4%	6.4%	5.4%	6.7%
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%	+24.0%	+15.4%	+1.0%	+6.0%
Net income (loss) attributable to owners of the parent company	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	5,601	12,678	5,500	15,000
Composition	2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	0.7%	1.9%	2.4%	1.7%	2.3%	2.2%	2.8%	3.1%	3.3%	3.0%	3.8%
YOY change	-	-	-28.6%	-18.6%	-68.7%	-21.9%	-	-64.3%	-	+174.8%	+27.8%	+34.9%	+0.8%	+29.8%	+44.0%	+23.4%	-1.8%	+18.3%
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	44.42	145.22	63.62	173.87
Net income per share - diluted (yen)	52.94	110.72	-	-	-	-	-	24.33	34.39	66.83	43.91	90.12	44.40	-	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	33.00	12.00	36.00
Payout ratio (%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	25.6%	-	22.7%	-	20.9%
Total Return Ratio(%)	-	28.9%	-	35.9%	-	46.9%	-	74.0%	-	31.4%	-	27.7%	-	30.4%	-	35.3%	-	35.0%

(2) Sales and Income by Business Segment

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017	
	1st half	Full Year	1st half (Plan)	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	346,647	172,851	361,025	182,683	382,689	185,000	390,000
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%	+5.7%	+6.0%	+1.3%	+1.9%
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	115,360	58,235	118,200	61,101	125,929	60,900	125,700
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	33.7%	32.7%	33.4%	32.9%	32.9%	32.2%
YOY change	-	-	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	+2.4%	+2.5%	+4.9%	+6.5%	-0.3%	-0.2%
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,083	75,148	38,839	79,543	37,693	79,519	40,400	82,900
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	22.5%	22.0%	20.6%	20.8%	21.8%	21.3%
YOY change	-	-	-	-	-	-	-7.5%	-3.5%	-	+3.3%	+2.0%	+8.4%	+5.1%	+7.6%	+5.8%	-3.0%	-0.0%	+4.3%
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,234	77,205	166,357	85,226	180,000	86,800	188,700
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	44.7%	46.1%	46.7%	47.0%	46.9%	48.4%
YOY change	-	-	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	+8.8%	+5.1%	+10.4%	+4.2%	+1.8%	+4.8%
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	7,290	14,667	7,688	16,095	5,900	12,700
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.0%	5.2%	4.8%	4.8%	4.2%	4.1%	4.2%	4.2%	3.2%	3.2%	3.3%
YOY change	-	-	-	-	-	-	-7.1%	-2.2%	+8.8%	-0.0%	+4.3%	+1.6%	-16.8%	-11.1%	+5.5%	+9.7%	-23.3%	-21.1%
Inter-segment elimination/adjustments	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-18,593	-8,718	-17,742	-9,025	-18,855	-9,000	-20,000
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	9,373	24,436	10,000	26,500
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%	5.1%	6.4%	5.4%	6.8%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+22.2%	+15.7%	+7.2%	+8.4%
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,652	3,510	7,179	3,257	8,924	3,400	8,400
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.6%	6.0%	6.1%	5.3%	7.1%	5.6%	6.7%
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+7.8%	-1.0%	-6.2%	-7.2%	+24.3%	+4.4%	-5.9%
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,385	2,732	5,549	1,816	3,361	2,700	6,100
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	6.2%	8.4%	7.9%	8.5%	7.0%	4.8%	4.2%	6.7%	7.4%	
YOY change	-	-	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-4.0%	-13.1%	-33.5%	-39.4%	+48.7%	+81.5%
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	868	4,687	829	7,049	3,405	9,972	3,650	11,400
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	3.2%	1.2%	3.0%	1.1%	4.2%	4.0%	5.5%	4.2%	6.0%	
YOY change	-	-	-	-	-	-	+63.6%	-	+87.8%	-50.4%	-6.1%	-4.5%	+50.4%	+310.7%	+41.5%	+7.2%	+14.3%	
Other business	-	-	-	-	643	1,313	1,091	2,277	1,061	2,153	1,106	2,152	1,150	2,159	1,161	2,649	450	1,000
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	15.8%	14.7%	15.1%	16.5%	7.6%	7.9%
YOY change	-	-	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	+4.0%	+0.3%	+1.0%	+22.7%	-61.2%	-62.2%
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-552	-816	-266	-471	-200	-400

Net sales for each segment include intersegment sales.

(3) Order Status (Software development)

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017	
	1st half	Full Year	1st half (Plan)	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	172,721	89,385	199,842	98,648	207,345	-	-
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%	+10.4%	+3.8%	-	-
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	63,927	30,816	69,226	32,431	73,861	-	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	34.5%	34.6%	32.9%	35.6%	-	-
YOY change	-	-	-	-	-	-	+7.3%	+4.0%	+13.9%	+3.6%	-3.9%	-2.2%	+0.0%	+4.3%	+5.2%	+6.7%	-	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	108,793	58,568	130,616	66,217	133,483	-	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	65.5%	65.4%	67.1%	64.4%	-	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	+5.7%	+20.1%	+13.1%	+2.2%	-	-
Order backlog at period-end	64,163	52,808	52,308	49,569	51,571	47,967	60,589	57,778	69,385	62,055	67,650	58,869	61,011	71,095	73,041	69,961	-	-
YOY change	-	-	-18.5%	-6.1%	-1.4%	-3.2%	+17.5%	+20.5%	+14.5%	+19.7%	-2.5%	-5.1%	-9.8%	+20.8%	+19.7%	-1.6%	-	-
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	23,824	21,223	23,983	22,617	25,796	-	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	40.5%	34.8%	33.7%	31.0%	36.9%	-	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-15.2%	+0.7%	+6.6%	+7.6%	-	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	39,788	47,111	50,144	44,164	-	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	59.3%	68.7%	63.3%	68.7%	63.1%	-	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-2.6%	-6.7%	+34.4%	+26.0%	-6.3%	-	-

(4) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017	
	1st half	Full Year	1st half (Plan)	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	143,519	129,500	140,450	155,103	166,666	-	-
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	169,353	169,828	-	-
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	324,457	336,495	-	-
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	78,771	91,508	-	-
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	67,960	64,447	-	-
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	146,731	155,955	-	-
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	163,773	180,539	-	-
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	324,457	336,495	-	-
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	50,494	46,158	-	-
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%	15.6%	13.7%	-	-
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	1,988.26	2,031.07	-	-
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%	53.6%	52.5%	-	-
Net income to equity capital ratio (%)	-	7.4%	-	5.5%	-	4.2%	-	1.5%	-	4.0%	-	5.2%	-	6.0%	-	7.0%	-	-
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	8,777	25,496	-	-
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	-6,151	8,688	-	-
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	-6,792	-14,979	-	-
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	25,179	48,651	-	-
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	2,626	34,184	-	-
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	5,668	14,210	-	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	12,454	6,235	12,809	6,210	11,952	-	12,000
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	548	1,097	532	1,086	-	1,100
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	199	339	-	310
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	1,552	1,393	-	1,420
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	19,758	19,393	-	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620	688	688	674	674
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	292	499	271	687	-	-

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.

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.

Principal amortization of goodwill:

SORUN Corporation: Goodwill (¥4,408 million) incurred due to change in status to subsidiary of IT Holdings (currently, TIS) in December 2009, and five-year equal amortization from 4th quarter period ended March 2010. Additional goodwill (¥8 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.

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.



Cautionary Statements

- All statements described in these materials are based on information available to management regarding the TIS INTEC Group—that is, TIS 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)
- From the fiscal year ended March 31, 2012, TIS 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.