



TIS

TIS INTEC Group

Go Beyond

Supplementary Financial Data

First Three Quarters of the Fiscal Year ending March 31, 2019

February 4, 2019

TIS Inc.

1. Financial Summary for Fiscal 2018 (Previous Fiscal Year) and Fiscal 2019 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2018								FY2019											
	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	1st half (forecast)	Difference	Full Year (forecast)	Difference
Net sales	91,778	103,035	194,813	94,208	289,021	116,627	210,835	405,648	96,467	106,563	203,030	99,931	302,961				201,000	+1.0%	414,000	
YOY change	+3.0%	+3.1%	+3.1%	+2.8%	+3.0%	+3.5%	+3.2%	+3.1%	+5.1%	+3.4%	+4.2%	+6.1%	+4.8%				+3.2%		+2.1%	
Service IT Business	20,839	23,771	44,610	22,402	67,012	26,719	49,121	93,731	23,558	26,198	49,756	24,905	74,661				45,500	+9.4%	103,600	
YOY change	-	-	-	-	-	-	-	-	+13.0%	+10.2%	+11.5%	+11.2%	+11.4%				+2.0%		+10.5%	
BPO	8,095	8,574	16,669	8,916	25,585	9,324	18,240	34,909	8,388	8,413	16,801	8,748	25,549				17,100	-1.7%	35,700	
YOY change	-	-	-	-	-	-	-	-	+3.6%	-1.9%	+0.8%	-1.9%	-0.1%				+2.6%		+2.3%	
Financial IT Business	23,901	26,606	50,507	25,443	75,950	30,474	55,917	106,424	26,145	26,441	52,586	25,158	77,744				54,000	-2.6%	104,200	
YOY change	-	-	-	-	-	-	-	-	+9.4%	-0.6%	+4.1%	-1.1%	+2.4%				+6.9%		-2.1%	
Industrial IT Business	37,766	42,922	80,688	36,193	116,881	48,805	84,998	165,686	37,300	44,357	81,657	39,980	121,637				82,000	-0.4%	165,000	
YOY change	-	-	-	-	-	-	-	-	-1.2%	+3.3%	+1.2%	+10.5%	+4.1%				+1.6%		-0.4%	
Other business	1,174	1,162	2,336	1,254	3,590	1,306	2,560	4,896	1,074	1,153	2,227	1,140	3,367				2,400	-7.2%	5,500	
YOY change	-	-	-	-	-	-	-	-	-8.5%	-0.8%	-4.7%	-9.1%	-6.2%				+2.7%		+12.3%	
Cost of sales	74,241	81,819	156,060	74,710	230,770	90,516	165,226	321,286	77,136	82,731	159,867	76,809	236,676				-	-	-	-
Composition	80.9%	79.4%	80.1%	79.3%	79.8%	77.6%	78.4%	79.2%	80.0%	77.6%	78.7%	76.9%	78.1%				-		-	-
YOY change	+1.3%	-0.3%	+0.5%	+1.6%	+0.8%	+2.2%	+1.9%	+1.2%	+3.9%	+1.1%	+2.4%	+2.8%	+2.6%				-		-	-
Gross profit	17,536	21,216	38,752	19,499	58,251	26,111	45,610	84,362	19,331	23,831	43,162	23,122	66,284				-	-	-	-
Composition	19.1%	20.6%	19.9%	20.7%	20.2%	22.4%	21.6%	20.8%	20.0%	22.4%	21.3%	23.1%	21.9%				-		-	-
YOY change	+10.8%	+18.9%	+15.1%	+7.2%	+12.3%	+8.3%	+7.9%	+11.1%	+10.2%	+12.3%	+11.4%	+18.6%	+13.8%				-		-	-
Selling, general and administrative expenses	12,482	12,679	25,161	12,393	37,554	14,064	26,457	51,618	13,509	14,110	27,619	13,642	41,261				-	-	-	-
Composition	13.6%	12.3%	12.9%	13.2%	13.0%	12.1%	12.5%	12.7%	14.0%	13.2%	13.6%	13.7%	13.6%				-		-	-
YOY change	+5.7%	+1.9%	+3.8%	+6.2%	+4.6%	+8.0%	+7.1%	+5.5%	+8.2%	+11.3%	+9.8%	+10.1%	+9.9%				-		-	-
Operating income	5,053	8,538	13,591	7,105	20,696	12,047	19,152	32,743	5,822	9,720	15,542	9,480	25,022				14,000	+11.0%	35,000	
Composition	5.5%	8.3%	7.0%	7.5%	7.2%	10.3%	9.1%	8.1%	6.0%	9.1%	7.7%	9.5%	8.3%				7.0%		8.5%	
YOY change	+25.8%	+57.9%	+44.2%	+9.2%	+29.9%	+8.6%	+8.8%	+21.2%	+15.2%	+13.8%	+14.4%	+33.4%	+20.9%				+3.0%		+6.9%	
Non-operating income	893	293	1,186	433	1,619	266	699	1,885	873	282	1,155	436	1,591				-	-	-	-
Non-operating expenses	372	646	1,018	342	1,360	474	816	1,834	230	630	860	238	1,098				-	-	-	-
Recurring profit	5,574	8,185	13,759	7,196	20,955	11,840	19,036	32,795	6,466	9,371	15,837	9,679	25,516				14,200	+11.5%	35,500	
Composition	6.1%	7.9%	7.1%	7.6%	7.3%	10.2%	9.0%	8.1%	6.7%	8.8%	7.8%	9.7%	8.4%				7.1%		8.6%	
YOY change	+27.5%	+58.8%	+44.4%	+9.3%	+30.1%	+7.8%	+8.4%	+21.1%	+16.0%	+14.5%	+15.1%	+34.5%	+21.8%				+3.2%		+8.2%	
Extraordinary income	3	193	196	294	490	1,123	1,417	1,613	10	14,347	14,357	3	14,360				-	-	-	-
Extraordinary loss	9	664	673	291	964	1,900	2,191	2,864	152	12,865	13,017	230	13,247				-	-	-	-
Income before income taxes	5,567	7,716	13,283	7,198	20,481	11,064	18,262	31,545	6,324	10,853	17,177	9,451	26,628				-	-	-	-
Composition	6.1%	7.5%	6.8%	7.6%	7.1%	9.5%	8.7%	7.8%	6.6%	10.2%	8.5%	9.5%	8.8%				-		-	-
YOY change	+32.6%	+61.5%	+48.0%	-12.6%	+19.0%	+45.1%	+15.1%	+27.0%	+13.6%	+40.7%	+29.3%	+31.3%	+30.0%				-		-	-
Total income taxes	1,778	2,619	4,397	2,170	6,567	3,634	5,804	10,201	1,854	4,288	6,142	2,964	9,106				-	-	-	-
Net income (loss) attributable to non-controlling interests	95	188	283	169	452	271	440	723	137	205	342	200	542				-	-	-	-
Net income attributable to owners of the parent company	3,694	4,908	8,602	4,858	13,460	7,160	12,018	20,620	4,331	6,361	10,692	6,287	16,979				9,300	+15.0%	23,300	
Composition	4.0%	4.8%	4.4%	5.2%	4.7%	6.1%	5.7%	5.1%	4.5%	6.0%	5.3%	6.3%	5.6%				4.6%		5.6%	
YOY change	+34.0%	+67.9%	+51.4%	-12.8%	+19.6%	+41.6%	+13.1%	+26.5%	+17.2%	+29.6%	+24.3%	+29.4%	+26.1%				+8.1%		+13.0%	

(2) Sales by Client Sector

(Millions of yen)	FY2018								FY2019							
	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	91,778	103,035	194,813	94,208	289,021	116,627	210,835	405,648	96,467	106,563	203,030	99,931	302,961			
YOY change	+3.0%	+3.1%	+3.1%	+2.8%	+3.0%	+3.5%	+3.2%	+3.1%	+5.1%	+3.4%	+4.2%	+6.1%	+4.8%			
Credit card	16,300	18,114	34,414	18,403	52,817	20,497	38,900	73,314	19,033	17,898	36,931	17,789	54,720			
YOY change	+13.4%	+8.8%	+10.9%	+15.2%	+12.4%	+13.8%	+14.5%	+12.8%	+16.8%	-1.2%	+7.3%	-3.3%	+3.6%			
Banking	6,479	6,667	13,146	6,440	19,586	7,866	14,306	27,452	5,697	6,539	12,236	6,163	18,399			
YOY change	-3.3%	-9.0%	-6.3%	+4.7%	-2.9%	-2.4%	+0.7%	-2.8%	-12.1%	-1.9%	-6.9%	-4.3%	-6.1%			
Insurance	5,653	6,901	12,554	6,209	18,763	7,499	13,708	26,262	6,412	6,998	13,410	6,693	20,103			
YOY change	-3.9%	+4.5%	+0.5%	+1.4%	+0.8%	+11.2%	+6.5%	+3.6%	+13.4%	+1.4%	+6.8%	+7.8%	+7.1%			
Other finance	5,012	5,265	10,277	5,481	15,758	6,369	11,850	22,127	4,427	4,906	9,333	4,738	14,071			
YOY change	+8.3%	-1.4%	+3.1%	+8.1%	+4.8%	+9.5%	+8.8%	+6.1%	-11.7%	-6.8%	-9.2%	-13.6%	-10.7%			
Assembly-based manufacturing	10,051	11,486	21,537	9,713	31,250	12,527	22,240	43,777	10,494	12,010	22,504	10,758	33,262			
YOY change	+1.1%	-1.8%	-0.4%	+0.8%	-0.1%	+9.3%	+5.5%	+2.5%	+4.4%	+4.6%	+4.5%	+10.8%	+6.4%			
Processing-based manufacturing	8,735	10,340	19,075	8,729	27,804	10,562	19,291	38,366	8,404	10,658	19,062	9,275	28,337			
YOY change	+1.6%	+7.4%	+4.7%	+5.3%	+4.9%	+1.1%	+3.0%	+3.8%	-3.8%	+3.1%	-0.1%	+6.3%	+1.9%			
Distribution	6,710	7,824	14,534	6,178	20,712	8,160	14,338	28,872	7,512	8,372	15,884	7,978	23,862			
YOY change	-8.9%	-6.9%	-7.8%	-17.8%	-11.1%	-3.8%	-10.4%	-9.1%	+12.0%	+7.0%	+9.3%	+29.1%	+15.2%			
Services	21,230	23,589	44,819	22,325	67,144	26,114	48,439	93,258	22,905	26,171	49,076	24,736	73,812			
YOY change	+9.2%	+7.2%	+8.1%	+2.0%	+6.0%	-0.6%	+0.6%	+4.1%	+7.9%	+10.9%	+9.5%	+10.8%	+9.9%			
Public institutions	7,911	8,817	16,728	7,023	23,751	12,172	19,195	35,923	7,533	8,539	16,072	7,272	23,344			
YOY change	-8.3%	+8.5%	-0.1%	-4.5%	-1.5%	-5.7%	-5.2%	-2.9%	-4.8%	-3.2%	-3.9%	+3.5%	-1.7%			
Others	3,692	4,033	7,725	3,704	11,429	4,863	8,567	16,292	4,046	4,470	8,516	4,530	13,046			
YOY change	+3.4%	-2.0%	+0.5%	+0.3%	+0.4%	+8.0%	+4.5%	+2.6%	+9.6%	+10.8%	+10.2%	+22.3%	+14.1%			

(3) Sales and Income by Business Segment

(Millions of yen)	FY2018								FY2019								1st half (forecast)	Difference	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	91,778	103,035	194,813	94,208	289,021	116,627	210,835	405,648	96,467	106,563	203,030	99,931	302,961				201,000	+1.0%	414,000	
YOY change	+3.0%	+3.1%	+3.1%	+2.8%	+3.0%	+3.5%	+3.2%	+3.1%	+5.1%	+3.4%	+4.2%	+6.1%	+4.8%				+3.2%		+2.1%	
Service IT Business	22,405	25,385	47,790	24,066	71,856	28,747	52,813	100,603	26,668	29,488	56,156	27,990	84,146				48,800	+15.1%	116,500	
YOY change	-	-	-	-	-	-	-	-	+19.0%	+16.2%	+17.5%	+16.3%	+17.1%				+2.1%		+15.8%	
BPO	8,981	9,332	18,313	9,669	27,982	10,275	19,944	38,257	9,153	9,106	18,259	9,477	27,736				18,800	-2.9%	39,000	
YOY change	-	-	-	-	-	-	-	-	+1.9%	-2.4%	-0.3%	-2.0%	-0.9%				+2.7%		+1.9%	
Financial IT Business	23,955	26,670	50,625	25,490	76,115	30,540	56,030	106,655	26,211	26,512	52,723	25,230	77,953				54,200	-2.7%	104,500	
YOY change	-	-	-	-	-	-	-	-	+9.4%	-0.6%	+4.1%	-1.0%	+2.4%				+7.1%		-2.0%	
Industrial IT Business	40,113	45,863	85,976	39,236	125,212	51,273	90,509	176,485	40,959	48,905	89,864	43,606	133,470				87,600	+2.6%	180,000	
YOY change	-	-	-	-	-	-	-	-	+2.1%	+6.6%	+4.5%	+11.1%	+6.6%				+1.9%		+2.0%	
Other business	2,629	2,588	5,217	2,676	7,893	2,795	5,471	10,688	2,285	2,302	4,587	2,213	6,800				5,300	-13.5%	11,000	
YOY change	-	-	-	-	-	-	-	-	-13.1%	-11.1%	-12.1%	-17.3%	-13.8%				+1.6%		+2.9%	
Inter-segment elimination/adjustments	-6,306	-6,803	-13,109	-6,930	-20,039	-7,002	-13,932	-27,041	-8,810	-9,751	-18,561	-8,585	-27,146				-13,700	+35.5%	-37,000	
Operating income	5,053	8,538	13,591	7,105	20,696	12,047	19,152	32,743	5,822	9,720	15,542	9,480	25,022				14,000	+11.0%	35,000	
Composition	5.5%	8.3%	7.0%	7.5%	7.2%	10.3%	9.1%	8.1%	6.0%	9.1%	7.7%	9.5%	8.3%				7.0%		8.5%	
YOY change	+25.8%	+57.9%	+44.2%	+9.2%	+29.9%	+8.6%	+8.8%	+21.2%	+15.2%	+13.8%	+14.4%	+33.4%	+20.9%				+3.0%		+6.9%	
Service IT Business	1,206	1,847	3,053	1,963	5,016	3,123	5,086	8,139	1,477	1,919	3,396	1,862	5,258				3,100	+9.5%	8,300	
Composition	5.4%	7.3%	6.4%	8.2%	7.0%	10.9%	9.6%	8.1%	5.5%	6.5%	6.0%	6.7%	6.2%				6.4%		7.1%	
YOY change	-	-	-	-	-	-	-	-	+22.5%	+3.9%	+11.2%	-5.1%	+4.8%				+1.5%		+2.0%	
BPO	282	315	597	482	1,079	559	1,041	1,638	403	412	815	539	1,354				850	-4.1%	2,000	
Composition	3.1%	3.4%	3.3%	5.0%	3.9%	5.4%	5.2%	4.3%	4.4%	4.5%	4.5%	5.7%	4.9%				4.5%		5.1%	
YOY change	-	-	-	-	-	-	-	-	+42.9%	+30.8%	+36.5%	+11.8%	+25.5%				+42.4%		+22.1%	
Financial IT Business	2,053	2,792	4,845	2,924	7,769	3,562	6,486	11,331	2,294	3,421	5,715	3,274	8,989				5,000	+14.3%	11,800	
Composition	8.6%	10.5%	9.6%	11.5%	10.2%	11.7%	11.6%	10.6%	8.8%	12.9%	10.8%	13.0%	11.5%				9.2%		11.3%	
YOY change	-	-	-	-	-	-	-	-	+11.7%	+22.5%	+18.0%	+12.0%	+15.7%				+3.2%		+4.1%	
Industrial IT Business	1,357	3,433	4,790	1,630	6,420	5,089	6,719	11,509	1,604	3,816	5,420	3,806	9,226				4,850	+11.8%	12,500	
Composition	3.4%	7.5%	5.6%	4.2%	5.1%	9.9%	7.4%	6.5%	3.9%	7.8%	6.0%	8.7%	6.9%				5.5%		6.9%	
YOY change	-	-	-	-	-	-	-	-	+18.2%	+11.2%	+13.2%	+133.5%	+43.7%				+1.3%		+8.6%	
Other business	258	233	491	275	766	244	519	1,010	233	267	500	219	719				500	+0.0%	1,000	
Composition	9.8%	9.0%	9.4%	10.3%	9.7%	8.7%	9.5%	9.4%	10.2%	11.6%	10.9%	9.9%	10.6%				9.4%		9.1%	
YOY change	-	-	-	-	-	-	-	-	-9.7%	+14.6%	+1.8%	-20.4%	-6.1%				+1.8%		-1.0%	
Inter-segment elimination/adjustments	-104	-84	-188	-168	-356	-528	-696	-884	-190	-116	-306	-219	-525				-300	+2.0%	-600	

Net sales for each segment include intersegment sales.

(4) Order Status (Software development only)

(Millions of yen)	FY2018								FY2019							
	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	52,047	54,949	106,996	48,802	155,798	63,427	112,229	219,225	50,779	61,709	112,488	54,753	167,241			
YOY change	+1.8%	+2.8%	+2.3%	+5.4%	+3.3%	+10.5%	+8.2%	+5.2%	-2.4%	+12.3%	+5.1%	+12.2%	+7.3%			
Service IT Business	10,690	10,699	21,389	9,454	30,843	11,914	21,368	42,757	11,623	11,900	23,523	11,360	34,883			
YOY change	-	-	-	-	-	-	-	-	+8.7%	+11.2%	+10.0%	+20.2%	+13.1%			
Financial IT Business	14,228	17,145	31,373	15,577	46,950	24,013	39,590	70,963	10,771	20,810	31,581	14,181	45,762			
YOY change	-	-	-	-	-	-	-	-	-24.3%	+21.4%	+0.7%	-9.0%	-2.5%			
Industrial IT Business	27,128	27,105	54,233	23,772	78,005	27,500	51,272	105,505	28,384	29,000	57,384	29,212	86,596			
YOY change	-	-	-	-	-	-	-	-	+4.6%	+7.0%	+5.8%	+22.9%	+11.0%			
Order backlog at period-end	68,922	68,274	68,274	67,924	67,924	67,716	67,716	67,716	68,365	73,236	73,236	72,428	72,428			
YOY change	-7.0%	-6.1%	-6.1%	-2.7%	-2.7%	+4.6%	+4.6%	+4.6%	-0.8%	+7.3%	+7.3%	+6.6%	+6.6%			
Service IT Business	13,437	13,544	13,544	12,738	12,738	12,142	12,142	12,142	13,981	15,227	15,227	15,109	15,109			
YOY change	-	-	-	-	-	-	-	-	+4.0%	+12.4%	+12.4%	+18.6%	+18.6%			
Financial IT Business	20,300	20,519	20,519	19,224	19,224	23,324	23,324	23,324	17,436	21,529	21,529	19,538	19,538			
YOY change	-	-	-	-	-	-	-	-	-14.1%	+4.9%	+4.9%	+1.6%	+1.6%			
Industrial IT Business	35,184	34,210	34,210	35,961	35,961	32,249	32,249	32,249	36,948	36,479	36,479	37,780	37,780			
YOY change	-	-	-	-	-	-	-	-	+5.0%	+6.6%	+6.6%	+5.1%	+5.1%			

(5) Order Status (Total)

(Millions of yen)	FY2018								FY2019							
	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	-	-	-	-	-	-	-	-	-	-	-	209,326	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	57,320	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-	16,801	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	50,218	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	84,985	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Order backlog at period-end	-	-	-	-	-	-	122,067	122,067	-	-	130,591	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	30,693	30,693	-	-	38,257	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	39,254	39,254	-	-	36,885	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	52,120	52,120	-	-	55,447	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

(6) Other

(Millions of yen)	FY2018								FY2019									
	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	1st half (forecast)	Full Year (forecast)
Capital expenditures	3,080	5,487	8,567	4,671	13,238	3,669	8,340	16,907	3,582	2,844	6,426	3,254	9,680				-	16,500
Depreciation	2,840	3,349	6,189	3,096	9,285	3,287	6,383	12,572	3,033	3,356	6,389	3,173	9,562				-	12,500
Research and development expenses	233	270	503	237	740	256	493	996	235	224	459	276	735				-	1,300
Amortization of goodwill	72	72	144	71	215	74	145	289	72	72	144	74	218				-	280
Goodwill balance at the end of the term	1,262	1,190	1,190	1,128	1,128	1,118	1,118	1,118	1,041	963	963	903	903				-	880
Number of Employees at the end of the term	20,277	20,206	20,206	20,018	20,018	19,877	19,877	19,877	20,602	20,382	20,382	20,247	20,247				-	-

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. Eleven-Year Summary [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full Year (Plan)										
Net sales	338,302	313,856	323,173	327,417	337,834	346,647	361,025	382,689	393,398	405,648	414,000
YOY change	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+2.1%
Service IT Business	-	-	-	-	-	-	-	-	-	93,731	103,600
YOY change	-	-	-	-	-	-	-	-	-	-	+10.5%
BPO	-	-	-	-	-	-	-	-	-	34,909	35,700
YOY change	-	-	-	-	-	-	-	-	-	-	+2.3%
Financial IT Business	-	-	-	-	-	-	-	-	-	106,424	104,200
YOY change	-	-	-	-	-	-	-	-	-	-	-2.1%
Industrial IT Business	-	-	-	-	-	-	-	-	-	165,686	165,000
YOY change	-	-	-	-	-	-	-	-	-	-	-0.4%
Other business	-	-	-	-	-	-	-	-	-	4,896	5,500
YOY change	-	-	-	-	-	-	-	-	-	-	+12.3%
IT Infrastructure Services	-	-	109,092	109,234	110,076	113,407	116,308	123,636	123,547	128,196	-
YOY change	-	-	-	+0.1%	+0.8%	+3.0%	+2.6%	+6.3%	-0.1%	+3.8%	-
Financial IT Services	-	-	72,550	69,659	70,994	74,561	78,827	78,972	83,792	92,650	-
YOY change	-	-	-	-4.0%	+1.9%	+5.0%	+5.7%	+0.2%	+6.1%	+10.6%	-
Industrial IT Services	-	-	134,327	141,862	149,565	151,322	159,791	173,002	180,245	179,846	-
YOY change	-	-	-	+5.6%	+5.4%	+1.2%	+5.6%	+8.3%	+4.2%	-0.2%	-
Other business	-	-	7,202	6,661	7,196	7,355	6,097	7,078	5,813	4,955	-
YOY change	-	-	-	-7.5%	+8.0%	+2.2%	-17.1%	+16.1%	-17.9%	-14.8%	-
Outsourcing and network	125,721	126,164	124,496	-	-	-	-	-	-	-	-
YOY change	-	+0.4%	-1.3%	-	-	-	-	-	-	-	-
Software development	175,847	155,976	163,889	-	-	-	-	-	-	-	-
YOY change	-	-11.3%	+5.1%	-	-	-	-	-	-	-	-
Solution services	29,409	25,021	27,183	-	-	-	-	-	-	-	-
YOY change	-	-14.9%	+8.6%	-	-	-	-	-	-	-	-
Other business	7,325	6,693	7,604	-	-	-	-	-	-	-	-
YOY change	-	-8.6%	+13.6%	-	-	-	-	-	-	-	-
Cost of sales	272,944	254,827	261,145	266,159	276,935	283,881	294,927	312,153	317,440	321,286	-
Composition	80.7%	81.2%	80.8%	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	-
YOY change	-	-6.6%	+2.5%	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	-
Gross profit	65,357	59,029	62,027	61,258	60,899	62,766	66,097	70,535	75,958	84,362	-
Composition	19.3%	18.8%	19.2%	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	-
YOY change	-	-9.7%	+5.1%	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	-
Selling, general and administrative expenses	41,569	43,032	49,209	45,636	42,727	43,255	44,976	46,099	48,938	51,618	-
Composition	12.3%	13.7%	15.2%	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	-
YOY change	-	+3.5%	+14.4%	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	-
Operating income	23,787	15,996	12,818	15,621	18,171	19,510	21,121	24,436	27,019	32,743	35,000
Composition	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	8.5%
YOY change	-	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+6.9%
Recurring profit	23,604	15,719	12,625	15,393	17,440	18,971	21,251	24,521	27,092	32,795	35,500
Composition	7.0%	5.0%	3.9%	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	8.6%
YOY change	-	-33.4%	-19.7%	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+8.2%
Net income (loss) attributable to owners of the parent company	9,406	7,659	5,985	2,135	5,868	7,913	10,275	12,678	16,306	20,620	23,300
Composition	2.8%	2.4%	1.9%	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	5.6%
YOY change	-	-18.6%	-21.9%	-64.3%	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+13.0%
Net income per share - basic (yen)	110.74	89.25	68.19	24.33	66.86	90.16	117.40	145.22	189.02	241.44	275.51
Net income per share - diluted (yen)	110.72	-	-	24.33	66.83	90.12	-	-	-	-	-
Dividends per share (yen)	32.00	32.00	32.00	18.00	21.00	25.00	30.00	33.00	36.00	40.00	60.00
Payout ratio (%)	28.9%	35.9%	46.9%	74.0%	31.4%	27.7%	25.6%	22.7%	19.0%	16.6%	21.8%
Total Return Ratio(%)	28.9%	35.9%	46.9%	74.0%	31.4%	27.7%	30.4%	35.3%	31.9%	30.5%	39.9%

(2) Sales and Income by Business Segment

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full Year	Full Year (Plan)									
Net sales	338,302	313,856	323,173	327,417	337,834	346,647	361,025	382,689	393,398	405,648	414,000
YOY change	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+2.1%
Service IT Business	-	-	-	-	-	-	-	-	-	100,603	116,500
YOY change	-	-	-	-	-	-	-	-	-	-	+15.8%
BPO	-	-	-	-	-	-	-	-	-	38,257	39,000
YOY change	-	-	-	-	-	-	-	-	-	-	+1.9%
Financial IT Business	-	-	-	-	-	-	-	-	-	106,655	104,500
YOY change	-	-	-	-	-	-	-	-	-	-	-2.0%
Industrial IT Business	-	-	-	-	-	-	-	-	-	176,485	180,000
YOY change	-	-	-	-	-	-	-	-	-	-	+2.0%
Other business	-	-	-	-	-	-	-	-	-	10,688	11,000
YOY change	-	-	-	-	-	-	-	-	-	-	+2.9%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-27,041	-37,000
IT Infrastructure Services	-	-	110,916	111,358	112,666	115,360	118,200	125,929	126,581	131,700	-
YOY change	-	-	-	+0.4%	+1.2%	+2.4%	+2.5%	+6.5%	+0.5%	+4.0%	-
Financial IT Services	-	-	72,665	70,099	71,499	75,148	79,543	79,519	84,051	92,983	-
YOY change	-	-	-	-3.5%	+2.0%	+5.1%	+5.8%	-0.0%	+5.7%	+10.6%	-
Industrial IT Services	-	-	141,294	149,466	155,689	158,234	166,357	180,000	189,409	188,626	-
YOY change	-	-	-	+5.8%	+4.2%	+1.6%	+5.1%	+8.2%	+5.2%	-0.4%	-
Other business	-	-	16,595	16,234	16,232	16,498	14,667	16,095	11,885	10,791	-
YOY change	-	-	-	-2.2%	-0.0%	+1.6%	-11.1%	+9.7%	-26.2%	-9.2%	-
Inter-segment elimination/adjustments	-	-	-18,298	-19,740	-18,253	-18,593	-17,742	-18,855	-18,528	-18,453	-
Operating income	23,787	15,996	12,818	15,621	18,171	19,510	21,121	24,436	27,019	32,743	35,000
Composition	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	8.5%
YOY change	-	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+6.9%
Service IT Business	-	-	-	-	-	-	-	-	-	8,139	8,300
Composition	-	-	-	-	-	-	-	-	-	8.1%	7.1%
YOY change	-	-	-	-	-	-	-	-	-	-	+2.0%
BPO	-	-	-	-	-	-	-	-	-	1,638	2,000
Composition	-	-	-	-	-	-	-	-	-	4.3%	5.1%
YOY change	-	-	-	-	-	-	-	-	-	-	+22.1%
Financial IT Business	-	-	-	-	-	-	-	-	-	11,331	11,800
Composition	-	-	-	-	-	-	-	-	-	10.6%	11.3%
YOY change	-	-	-	-	-	-	-	-	-	-	+4.1%
Industrial IT Business	-	-	-	-	-	-	-	-	-	11,509	12,500
Composition	-	-	-	-	-	-	-	-	-	6.5%	6.9%
YOY change	-	-	-	-	-	-	-	-	-	-	+8.6%
Other business	-	-	-	-	-	-	-	-	-	1,010	1,000
Composition	-	-	-	-	-	-	-	-	-	9.4%	9.1%
YOY change	-	-	-	-	-	-	-	-	-	-	-1.0%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-884	-600
IT Infrastructure Services	-	-	8,131	8,049	7,101	7,652	7,179	8,924	10,158	11,743	-
Composition	-	-	7.3%	7.2%	6.3%	6.6%	6.1%	7.1%	8.0%	8.9%	-
YOY change	-	-	-	-1.0%	-11.8%	+7.8%	-6.2%	+24.3%	+13.8%	+15.6%	-
Financial IT Services	-	-	3,922	4,534	6,021	6,385	5,549	3,361	3,626	8,042	-
Composition	-	-	5.4%	6.5%	8.4%	8.5%	7.0%	4.2%	4.3%	8.6%	-
YOY change	-	-	-	+15.6%	+32.8%	+6.0%	-13.1%	-39.4%	+7.9%	+121.8%	-
Industrial IT Services	-	-	1,625	2,658	4,992	4,687	7,049	9,972	12,496	12,835	-
Composition	-	-	1.2%	1.8%	3.2%	3.0%	4.2%	5.5%	6.6%	6.8%	-
YOY change	-	-	-	+63.6%	+87.8%	-6.1%	+50.4%	+41.5%	+25.3%	+2.7%	-
Other business	-	-	1,313	2,277	2,153	2,152	2,159	2,649	1,084	1,006	-
Composition	-	-	7.9%	14.0%	13.3%	13.0%	14.7%	16.5%	9.1%	9.3%	-
YOY change	-	-	-	+73.4%	-5.4%	-0.0%	+0.3%	+22.7%	-59.1%	-7.2%	-
Inter-segment elimination/adjustments	-	-	-2,174	-1,898	-2,097	-1,367	-816	-471	-345	-884	-

Net sales for each segment include intersegment sales.

(3) Order Status (Software development only)

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full Year (Plan)										
Orders received during the term	156,385	146,621	162,287	174,680	179,352	172,721	199,842	207,345	208,307	219,225	-
YOY change	-	-6.2%	+10.7%	+7.6%	+2.7%	-3.7%	+15.7%	+3.8%	+0.5%	+5.2%	-
Service IT Business	-	-	-	-	-	-	-	-	-	42,757	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	70,963	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	105,505	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Services	-	-	60,697	63,117	65,367	63,927	69,226	73,861	75,361	84,039	-
YOY change	-	-	-	+4.0%	+3.6%	-2.2%	+8.3%	+6.7%	+2.0%	+11.5%	-
Industrial IT Services	-	-	101,590	111,563	113,985	108,793	130,616	133,483	132,946	135,186	-
YOY change	-	-	-	+9.8%	+2.2%	-4.6%	+20.1%	+2.2%	-0.4%	+1.7%	-
Order backlog at period-end	52,808	49,569	47,967	57,778	62,055	58,869	71,095	69,961	64,751	67,716	-
YOY change	-	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%	+4.6%	-
Service IT Business	-	-	-	-	-	-	-	-	-	12,142	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	23,324	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	32,249	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Services	-	-	18,229	24,453	26,057	23,824	23,983	25,796	25,547	28,461	-
YOY change	-	-	-	+34.1%	+6.6%	-8.6%	+0.7%	+7.6%	-1.0%	+11.4%	-
Industrial IT Services	-	-	29,738	33,325	35,997	35,044	47,111	44,164	39,204	39,255	-
YOY change	-	-	-	+12.1%	+8.0%	-2.6%	+34.4%	-6.3%	-11.2%	+0.1%	-

(4) Order Status (Total)

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full Year (Plan)										
Orders received during the term	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Order backlog at period-end	-	-	-	-	-	-	-	-	-	122,067	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	-	-	30,693	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	39,254	-
YOY change	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	52,120	-
YOY change	-	-	-	-	-	-	-	-	-	-	-

(5)Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full Year (Plan)										
Current assets	140,799	141,967	128,455	142,442	138,219	143,519	140,450	166,666	152,162	162,064	-
Fixed assets	154,527	171,109	172,620	167,560	164,083	170,091	205,401	169,828	185,459	204,889	-
Total assets	295,327	313,077	301,076	310,003	302,302	313,610	345,851	336,495	337,622	366,954	-
Current liabilities	82,051	86,255	73,090	83,065	91,063	72,790	77,666	91,508	78,676	81,310	-
Non-current liabilities	67,058	71,746	76,875	75,972	53,079	76,316	79,395	64,447	59,743	59,344	-
Total liabilities	149,110	158,001	149,965	159,038	144,143	149,107	157,062	155,955	138,420	143,205	-
Net assets	146,216	155,075	151,110	150,965	158,159	164,502	188,789	180,539	199,202	226,298	-
Total liabilities and net assets	295,327	313,077	301,076	310,003	302,302	313,610	345,851	336,495	337,622	366,954	-
Total interest-bearing debt	80,532	91,646	77,454	76,515	60,550	58,869	52,114	46,158	35,144	32,876	-
Interest-bearing debt ratio	27.3%	29.3%	25.7%	24.7%	20.0%	18.8%	15.1%	13.7%	10.4%	9.0%	-
Net assets per share(yen)	1,541.17	1,602.77	1,636.56	1,636.72	1,714.88	1,782.23	2,108.19	2,031.07	2,265.76	2,602.07	-
Equity ratio (%)	44.4%	44.2%	47.7%	46.3%	49.8%	49.9%	53.3%	52.5%	57.8%	60.4%	-
Net income to equity capital ratio (%)	7.4%	5.7%	4.2%	1.5%	3.9%	5.1%	6.0%	7.0%	8.8%	9.9%	-
Recurring profit to total assets ratio (%)	8.0%	5.2%	4.1%	5.0%	5.7%	6.2%	6.4%	7.2%	8.0%	9.3%	-
Cash flow from operating activities	34,311	31,400	27,236	23,658	21,515	25,770	22,938	25,496	18,952	36,386	-
Cash flow from investing activities	-20,079	-25,726	-18,957	-15,158	-14,391	-5,334	-17,744	8,688	-23,488	-14,202	-
Cash flow from financial activities	-6,877	6,139	-18,755	-4,230	-19,883	-5,872	-19,067	-14,979	-18,327	-10,543	-
Cash and cash equivalents at the end of the term	35,104	46,987	36,492	41,119	28,433	43,142	29,485	48,651	25,730	37,545	-
Free cash flows	14,232	5,674	8,279	8,500	7,124	20,436	5,194	34,184	-4,536	22,184	-
Capital expenditures	13,139	15,676	18,325	14,096	12,287	12,544	16,873	14,210	15,159	16,907	16,500
Depreciation	10,996	11,978	12,308	12,745	12,920	12,454	12,809	11,952	11,801	12,572	12,500
Research and development expenses	946	912	1,062	962	1,002	853	1,097	1,086	1,178	996	1,300
Amortization of goodwill	1,149	1,389	1,901	1,882	1,741	1,166	1,052	339	326	289	280
Goodwill balance at the end of the term	5,053	6,863	5,551	3,672	1,914	830	2,021	1,393	1,332	1,118	880
Number of employees at the end of the term	15,259	20,476	20,831	20,347	19,553	19,081	19,090	19,393	19,843	19,877	-
Number of new-graduate recruits	919	974	928	649	356	455	620	688	674	712	892
Number of regular recruits	1,117	512	370	450	379	549	499	687	575	840	-

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 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.

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 ending March 31, 2019, Business segments were reclassified at TIS, paralleling changes in the management structure designed to promote the shift to a new business structure. For comparison purposes, figures for fiscal 2018 have been recalculated and are presented according to the new segment breakdown.
- From the first quarter of fiscal 2019, TIS applies “Partial Amendments to Accounting Standard for Tax Effect Accounting” (Accounting Standards Board of Japan, Statement No. 28, February 16, 2018). Figures for fiscal 2018 have been retrospectively restated in line with the aforementioned partial amendments.