



TIS

TIS INTEC Group

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Supplementary Financial Data

First Two Quarters of Fiscal Year ending March 31, 2020

November 1, 2019

TIS Inc.

1. Financial Summary for Fiscal 2019 (Previous Fiscal Year) and Fiscal 2020 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2019								FY2020								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	96,467	106,563	203,030	99,931	302,961	117,808	217,739	420,769	100,990	115,306	216,296						205,200	+5.4%	436,000	
YOY change	+5.1%	+3.4%	+4.2%	+6.1%	+4.8%	+1.0%	+3.3%	+3.7%	+4.7%	+8.2%	+6.5%						+1.1%		+3.6%	
Service IT Business	23,558	26,198	49,756	24,905	74,661	29,493	54,398	104,154	25,158	28,041	53,199						51,400	+3.5%	109,400	
YOY change	+13.0%	+10.2%	+11.5%	+11.2%	+11.4%	+10.4%	+10.7%	+11.1%	+6.8%	+7.0%	+6.9%						+3.3%		+5.0%	
BPO	8,388	8,413	16,801	8,748	25,549	7,585	16,333	33,134	7,141	7,663	14,804						14,100	+5.0%	29,400	
YOY change	+3.6%	-1.9%	+0.8%	-1.9%	-0.1%	-18.7%	-10.5%	-5.1%	-14.9%	-8.9%	-11.9%						-16.1%		-11.3%	
Financial IT Business	26,145	26,441	52,586	25,158	77,744	28,359	53,517	106,103	26,511	28,794	55,305						53,700	+3.0%	109,400	
YOY change	+9.4%	-0.6%	+4.1%	-1.1%	+2.4%	-6.9%	-4.3%	-0.3%	+1.4%	+8.9%	+5.2%						+2.1%		+3.1%	
Industrial IT Business	37,300	44,357	81,657	39,980	121,637	51,312	91,292	172,949	41,233	49,706	90,939						84,200	+8.0%	183,300	
YOY change	-1.2%	+3.3%	+1.2%	+10.5%	+4.1%	+5.1%	+7.4%	+4.4%	+10.5%	+12.1%	+11.4%						+3.1%		+6.0%	
Other business	1,074	1,153	2,227	1,140	3,367	1,060	2,200	4,427	944	1,103	2,047						1,800	+13.7%	4,500	
YOY change	-8.5%	-0.8%	-4.7%	-9.1%	-6.2%	-18.8%	-14.1%	-9.6%	-12.1%	-4.3%	-8.1%						-19.2%		+1.6%	
Cost of sales	77,136	82,731	159,867	76,809	236,676	89,309	166,118	325,985	78,530	89,270	167,800						-	-	333,500	
Composition	80.0%	77.6%	78.7%	76.9%	78.1%	75.8%	76.3%	77.5%	77.8%	77.4%	77.6%						-		76.5%	
YOY change	+3.9%	+1.1%	+2.4%	+2.8%	+2.6%	-1.3%	+0.5%	+1.5%	+1.8%	+7.9%	+5.0%						-		+2.3%	
Gross profit	19,331	23,831	43,162	23,122	66,284	28,500	51,622	94,784	22,459	26,037	48,496						-	-	102,500	
Composition	20.0%	22.4%	21.3%	23.1%	21.9%	24.2%	23.7%	22.5%	22.2%	22.6%	22.4%						-		23.5%	
YOY change	+10.2%	+12.3%	+11.4%	+18.6%	+13.8%	+9.1%	+13.2%	+12.4%	+16.2%	+9.3%	+12.4%						-		+8.1%	
Selling, general and administrative expenses	13,509	14,110	27,619	13,642	41,261	15,479	29,121	56,740	14,400	14,995	29,395						-	-	60,500	
Composition	14.0%	13.2%	13.6%	13.7%	13.6%	13.1%	13.4%	13.5%	14.3%	13.0%	13.6%						-		13.9%	
YOY change	+8.2%	+11.3%	+9.8%	+10.1%	+9.9%	+10.1%	+10.1%	+9.9%	+6.6%	+6.3%	+6.4%						-		+6.6%	
Operating income	5,822	9,720	15,542	9,480	25,022	13,021	22,501	38,043	8,059	11,041	19,100						16,500	+15.8%	42,000	
Composition	6.0%	9.1%	7.7%	9.5%	8.3%	11.1%	10.3%	9.0%	8.0%	9.6%	8.8%						8.0%		9.6%	
YOY change	+15.2%	+13.8%	+14.4%	+33.4%	+20.9%	+8.1%	+17.5%	+16.2%	+38.4%	+13.6%	+22.9%						+6.2%		+10.4%	
Non-operating income	873	282	1,155	436	1,591	261	697	1,852	938	453	1,391						-	-	-	
Non-operating expenses	230	630	860	238	1,098	195	433	1,293	228	253	481						-	-	-	
Recurring profit	6,466	9,371	15,837	9,679	25,516	13,087	22,766	38,603	8,770	11,239	20,009						16,750	+19.5%	43,000	
Composition	6.7%	8.8%	7.8%	9.7%	8.4%	11.1%	10.5%	9.2%	8.7%	9.7%	9.3%						8.2%		9.9%	
YOY change	+16.0%	+14.5%	+15.1%	+34.5%	+21.8%	+10.5%	+19.6%	+17.7%	+35.6%	+19.9%	+26.3%						+5.8%		+11.4%	
Extraordinary income	10	14,347	14,357	3	14,360	4,691	4,694	19,051	46	6,325	6,371						-	-	-	
Extraordinary loss	152	12,865	13,017	230	13,247	5,629	5,859	18,876	138	5,906	6,044						-	-	-	
Income before income taxes	6,324	10,853	17,177	9,451	26,628	12,150	21,601	38,778	8,677	11,659	20,336						-	-	-	
Composition	6.6%	10.2%	8.5%	9.5%	8.8%	10.3%	9.9%	9.2%	8.6%	10.1%	9.4%						-		-	
YOY change	+13.6%	+40.7%	+29.3%	+31.3%	+30.0%	+9.8%	+18.3%	+22.9%	+37.2%	+7.4%	+18.4%						-		-	
Total income taxes	1,854	4,288	6,142	2,964	9,106	2,923	5,887	12,029	2,387	4,207	6,594						-	-	-	
Net income (loss) attributable to non-controlling interests	137	205	342	200	542	173	373	715	183	293	476						-	-	-	
Net income attributable to owners of the parent company	4,331	6,361	10,692	6,287	16,979	9,055	15,342	26,034	6,106	7,160	13,266						11,150	+19.0%	28,800	
Composition	4.5%	6.0%	5.3%	6.3%	5.6%	7.7%	7.0%	6.2%	6.0%	6.2%	6.1%						5.4%		6.6%	
YOY change	+17.2%	+29.6%	+24.3%	+29.4%	+26.1%	+26.5%	+27.7%	+26.3%	+41.0%	+12.6%	+24.1%						+4.3%		+10.6%	

(2) Sales by Client Sector

(Millions of yen)	FY2019								FY2020							
	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	96,467	106,563	203,030	99,931	302,961	117,808	217,739	420,769	100,990	115,306	216,296					
YOY change	+5.1%	+3.4%	+4.2%	+6.1%	+4.8%	+1.0%	+3.3%	+3.7%	+4.7%	+8.2%	+6.5%					
Credit card	19,033	17,898	36,931	17,789	54,720	18,928	36,717	73,648	17,297	18,626	35,923					
YOY change	+16.8%	-1.2%	+7.3%	-3.3%	+3.6%	-7.7%	-5.6%	+0.5%	-9.1%	+4.1%	-2.7%					
Banking	5,697	6,539	12,236	6,163	18,399	8,184	14,347	26,583	7,720	7,706	15,426					
YOY change	-12.1%	-1.9%	-6.9%	-4.3%	-6.1%	+4.0%	+0.3%	-3.2%	+35.5%	+17.8%	+26.1%					
Insurance	6,412	6,998	13,410	6,693	20,103	7,176	13,869	27,279	6,929	7,789	14,718					
YOY change	+13.4%	+1.4%	+6.8%	+7.8%	+7.1%	-4.3%	+1.2%	+3.9%	+8.1%	+11.3%	+9.7%					
Other finance	4,427	4,906	9,333	4,738	14,071	5,431	10,169	19,502	5,244	5,788	11,032					
YOY change	-11.7%	-6.8%	-9.2%	-13.6%	-10.7%	-14.7%	-14.2%	-11.9%	+18.5%	+18.0%	+18.2%					
Assembly-based manufacturing	10,494	12,010	22,504	10,758	33,262	12,766	23,524	46,028	10,553	11,667	22,220					
YOY change	+4.4%	+4.6%	+4.5%	+10.8%	+6.4%	+1.9%	+5.8%	+5.1%	+0.6%	-2.9%	-1.3%					
Processing-based manufacturing	8,404	10,658	19,062	9,275	28,337	9,744	19,019	38,081	8,503	11,218	19,721					
YOY change	-3.8%	+3.1%	-0.1%	+6.3%	+1.9%	-7.7%	-1.4%	-0.7%	+1.2%	+5.3%	+3.5%					
Distribution	7,512	8,372	15,884	7,978	23,862	9,046	17,024	32,908	7,729	8,757	16,486					
YOY change	+12.0%	+7.0%	+9.3%	+29.1%	+15.2%	+10.9%	+18.7%	+14.0%	+2.9%	+4.6%	+3.8%					
Services	22,905	26,171	49,076	24,736	73,812	29,719	54,455	103,531	25,659	30,264	55,923					
YOY change	+7.9%	+10.9%	+9.5%	+10.8%	+9.9%	+13.8%	+12.4%	+11.0%	+12.0%	+15.6%	+14.0%					
Public institutions	7,533	8,539	16,072	7,272	23,344	11,519	18,791	34,863	8,029	9,124	17,153					
YOY change	-4.8%	-3.2%	-3.9%	+3.5%	-1.7%	-5.4%	-2.1%	-3.0%	+6.6%	+6.9%	+6.7%					
Others	4,046	4,470	8,516	4,530	13,046	5,297	9,827	18,343	3,321	4,369	7,690					
YOY change	+9.6%	+10.8%	+10.2%	+22.3%	+14.1%	+8.9%	+14.7%	+12.6%	-17.9%	-2.3%	-9.7%					

(3) Sales and Income by Business Segment

(Millions of yen)	FY2019								FY2020								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	96,467	106,563	203,030	99,931	302,961	117,808	217,739	420,769	100,990	115,306	216,296						205,200	+5.4%	436,000	
YOY change	+5.1%	+3.4%	+4.2%	+6.1%	+4.8%	+1.0%	+3.3%	+3.7%	+4.7%	+8.2%	+6.5%						+1.1%		+3.6%	
Service IT Business	26,668	29,488	56,156	27,990	84,146	33,471	61,461	117,617	28,359	31,508	59,867						57,900	+3.4%	122,900	
YOY change	+19.0%	+16.2%	+17.5%	+16.3%	+17.1%	+16.4%	+16.4%	+16.9%	+6.3%	+6.9%	+6.6%						+3.1%		+4.5%	
BPO	9,153	9,106	18,259	9,477	27,736	8,495	17,972	36,231	7,861	8,360	16,221						15,600	+4.0%	32,400	
YOY change	+1.9%	-2.4%	-0.3%	-2.0%	-0.9%	-17.3%	-9.9%	-5.3%	-14.1%	-8.2%	-11.2%						-14.6%		-10.6%	
Financial IT Business	26,211	26,512	52,723	25,230	77,953	28,483	53,713	106,436	26,603	28,853	55,456						53,800	+3.1%	109,800	
YOY change	+9.4%	-0.6%	+4.1%	-1.0%	+2.4%	-6.7%	-4.1%	-0.2%	+1.5%	+8.8%	+5.2%						+2.0%		+3.2%	
Industrial IT Business	40,959	48,905	89,864	43,606	133,470	56,125	99,731	189,595	45,301	54,112	99,413						92,100	+7.9%	199,800	
YOY change	+2.1%	+6.6%	+4.5%	+11.1%	+6.6%	+9.5%	+10.2%	+7.4%	+10.6%	+10.6%	+10.6%						+2.5%		+5.4%	
Other business	2,285	2,302	4,587	2,213	6,800	2,182	4,395	8,982	2,036	2,309	4,345						4,200	+3.5%	9,300	
YOY change	-13.1%	-11.1%	-12.1%	-17.3%	-13.8%	-21.9%	-19.7%	-16.0%	-10.9%	+0.3%	-5.3%						-8.4%		+3.5%	
Inter-segment elimination/adjustments	-8,810	-9,751	-18,561	-8,585	-27,146	-10,946	-19,531	-38,092	-9,172	-9,836	-19,008						-18,400	+3.3%	-38,200	
Operating income	5,822	9,720	15,542	9,480	25,022	13,021	22,501	38,043	8,059	11,041	19,100						16,500	+15.8%	42,000	
Composition	6.0%	9.1%	7.7%	9.5%	8.3%	11.1%	10.3%	9.0%	8.0%	9.6%	8.8%						8.0%		9.6%	
YOY change	+15.2%	+13.8%	+14.4%	+33.4%	+20.9%	+8.1%	+17.5%	+16.2%	+38.4%	+13.6%	+22.9%						+6.2%		+10.4%	
Service IT Business	1,477	1,919	3,396	1,862	5,258	3,261	5,123	8,519	1,224	1,233	2,457						3,600	-31.8%	7,900	
Composition	5.5%	6.5%	6.0%	6.7%	6.2%	9.7%	8.3%	7.2%	4.3%	3.9%	4.1%						6.2%		6.4%	
YOY change	+22.5%	+3.9%	+11.2%	-5.1%	+4.8%	+4.4%	+0.7%	+4.7%	-17.1%	-35.7%	-27.7%						+6.0%		-7.3%	
BPO	403	412	815	539	1,354	489	1,028	1,843	415	578	993						900	+10.3%	2,100	
Composition	4.4%	4.5%	4.5%	5.7%	4.9%	5.8%	5.7%	5.1%	5.3%	6.9%	6.1%						5.8%		6.5%	
YOY change	+42.9%	+30.8%	+36.5%	+11.8%	+25.5%	-12.5%	-1.2%	+12.6%	+3.0%	+40.3%	+21.9%						+10.4%		+13.9%	
Financial IT Business	2,294	3,421	5,715	3,274	8,989	3,808	7,082	12,797	3,077	3,848	6,925						6,200	+11.7%	13,900	
Composition	8.8%	12.9%	10.8%	13.0%	11.5%	13.4%	13.2%	12.0%	11.6%	13.3%	12.5%						11.5%		12.7%	
YOY change	+11.7%	+22.5%	+18.0%	+12.0%	+15.7%	+6.9%	+9.2%	+12.9%	+34.1%	+12.5%	+21.2%						+8.5%		+8.6%	
Industrial IT Business	1,604	3,816	5,420	3,806	9,226	5,551	9,357	14,777	3,266	5,246	8,512						5,800	+46.8%	18,100	
Composition	3.9%	7.8%	6.0%	8.7%	6.9%	9.9%	9.4%	7.8%	7.2%	9.7%	8.6%						6.3%		9.1%	
YOY change	+18.2%	+11.2%	+13.2%	+133.5%	+43.7%	+9.1%	+39.3%	+28.4%	+103.6%	+37.5%	+57.1%						+7.0%		+22.5%	
Other business	233	267	500	219	719	242	461	961	189	279	468						400	+17.0%	900	
Composition	10.2%	11.6%	10.9%	9.9%	10.6%	11.1%	10.5%	10.7%	9.3%	12.1%	10.8%						9.5%		9.7%	
YOY change	-9.7%	+14.6%	+1.8%	-20.4%	-6.1%	-0.8%	-11.2%	-4.8%	-18.9%	+4.5%	-6.5%						-20.0%		-6.3%	
Inter-segment elimination/adjustments	-190	-116	-306	-219	-525	-330	-549	-855	-113	-144	-257						-400	-35.8%	-900	

Net sales for each segment include intersegment sales.

(4) Order Status (Software development only)

(Millions of yen)	FY2019								FY2020							
	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	50,779	61,709	112,488	54,753	167,241	71,057	125,810	238,298	56,623	62,827	119,450					
YOY change	-2.4%	+12.3%	+5.1%	+12.2%	+7.3%	+12.0%	+12.1%	+8.7%	+11.5%	+1.8%	+6.2%					
Service IT Business	11,623	11,900	23,523	11,360	34,883	12,630	23,990	47,513	14,340	13,601	27,941					
YOY change	+8.7%	+11.2%	+10.0%	+20.2%	+13.1%	+6.0%	+12.3%	+11.1%	+23.4%	+14.3%	+18.8%					
Financial IT Business	10,771	20,810	31,581	14,181	45,762	23,411	37,592	69,173	12,990	19,092	32,082					
YOY change	-24.3%	+21.4%	+0.7%	-9.0%	-2.5%	-2.5%	-5.0%	-2.5%	+20.6%	-8.3%	+1.6%					
Industrial IT Business	28,384	29,000	57,384	29,212	86,596	35,014	64,226	121,610	29,293	30,132	59,425					
YOY change	+4.6%	+7.0%	+5.8%	+22.9%	+11.0%	+27.3%	+25.3%	+15.3%	+3.2%	+3.9%	+3.6%					
Order backlog at period-end	68,365	73,236	73,236	72,428	72,428	75,549	75,549	75,549	79,264	78,219	78,219					
YOY change	-0.8%	+7.3%	+7.3%	+6.6%	+6.6%	+11.6%	+11.6%	+11.6%	+15.9%	+6.8%	+6.8%					
Service IT Business	13,981	15,227	15,227	15,109	15,109	13,746	13,746	13,746	16,293	16,905	16,905					
YOY change	+4.0%	+12.4%	+12.4%	+18.6%	+18.6%	+13.2%	+13.2%	+13.2%	+16.5%	+11.0%	+11.0%					
Financial IT Business	17,436	21,529	21,529	19,538	19,538	24,572	24,572	24,572	22,242	23,504	23,504					
YOY change	-14.1%	+4.9%	+4.9%	+1.6%	+1.6%	+5.4%	+5.4%	+5.4%	+27.6%	+9.2%	+9.2%					
Industrial IT Business	36,948	36,479	36,479	37,780	37,780	37,230	37,230	37,230	40,729	37,808	37,808					
YOY change	+5.0%	+6.6%	+6.6%	+5.1%	+5.1%	+15.4%	+15.4%	+15.4%	+10.2%	+3.6%	+3.6%					

(5) Order Status (Total)

(Millions of yen)	FY2019								FY2020							
	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	-	-	-	217,884	427,210	-	-	220,358					
YOY change	-	-	-	-	-	-	-	-	-	-	+5.3%					
Service IT Business	-	-	57,320	-	-	-	50,023	107,344	-	-	59,187					
YOY change	-	-	-	-	-	-	-	-	-	-	+3.3%					
BPO	-	-	16,801	-	-	-	16,333	33,134	-	-	14,804					
YOY change	-	-	-	-	-	-	-	-	-	-	-11.9%					
Financial IT Business	-	-	50,218	-	-	-	58,276	108,494	-	-	55,472					
YOY change	-	-	-	-	-	-	-	-	-	-	+10.5%					
Industrial IT Business	-	-	84,985	-	-	-	93,251	178,236	-	-	90,894					
YOY change	-	-	-	-	-	-	-	-	-	-	+7.0%					
Order backlog at period-end	-	-	130,591	-	-	-	132,935	132,935	-	-	139,045					
YOY change	-	-	-	-	-	-	+8.9%	+8.9%	-	-	+6.5%					
Service IT Business	-	-	38,257	-	-	-	33,883	33,883	-	-	39,871					
YOY change	-	-	-	-	-	-	+10.4%	+10.4%	-	-	+4.2%					
BPO	-	-	-	-	-	-	-	-	-	-	-					
YOY change	-	-	-	-	-	-	-	-	-	-	-					
Financial IT Business	-	-	36,885	-	-	-	41,645	41,645	-	-	41,812					
YOY change	-	-	-	-	-	-	+6.1%	+6.1%	-	-	+13.4%					
Industrial IT Business	-	-	55,447	-	-	-	57,407	57,407	-	-	57,361					
YOY change	-	-	-	-	-	-	+10.1%	+10.1%	-	-	+3.5%					

(6) Other

(Millions of yen)	FY2019								FY2020							1st half (forecast)	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	3,582	2,844	6,426	3,254	9,680	3,654	6,908	13,334	4,208	4,879	9,087						-	15,000
Depreciation	3,033	3,356	6,389	3,173	9,562	3,221	6,394	12,783	2,982	2,775	5,757						-	13,000
Research and development expenses	235	224	459	276	735	268	544	1,003	351	479	830						-	2,000
Amortization of goodwill	72	72	144	74	218	71	145	289	38	50	88						-	182
Goodwill balance at the end of the term	1,041	963	963	903	903	503	503	503	475	428	428						-	377
Number of Employees at the end of the term	20,602	20,382	20,382	20,247	20,247	19,483	19,483	19,483	20,132	19,935	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. Twelve-Year Summary [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
	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	420,769	436,000
YOY change	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+3.6%
Service IT Business	-	-	-	-	-	-	-	-	-	93,731	104,154	109,400
YOY change	-	-	-	-	-	-	-	-	-	-	+11.1%	+5.0%
BPO	-	-	-	-	-	-	-	-	-	34,909	33,134	29,400
YOY change	-	-	-	-	-	-	-	-	-	-	-5.1%	-11.3%
Financial IT Business	-	-	-	-	-	-	-	-	-	106,424	106,103	109,400
YOY change	-	-	-	-	-	-	-	-	-	-	-0.3%	+3.1%
Industrial IT Business	-	-	-	-	-	-	-	-	-	165,686	172,949	183,300
YOY change	-	-	-	-	-	-	-	-	-	-	+4.4%	+6.0%
Other business	-	-	-	-	-	-	-	-	-	4,896	4,427	4,500
YOY change	-	-	-	-	-	-	-	-	-	-	-9.6%	+1.6%
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	325,985	333,500
Composition	80.7%	81.2%	80.8%	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	77.5%	76.5%
YOY change	-	-6.6%	+2.5%	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	+1.5%	+2.3%
Gross profit	65,357	59,029	62,027	61,258	60,899	62,766	66,097	70,535	75,958	84,362	94,784	102,500
Composition	19.3%	18.8%	19.2%	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	22.5%	23.5%
YOY change	-	-9.7%	+5.1%	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	+12.4%	+8.1%
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	56,740	60,500
Composition	12.3%	13.7%	15.2%	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	13.5%	13.9%
YOY change	-	+3.5%	+14.4%	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	+9.9%	+6.6%
Operating income	23,787	15,996	12,818	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	42,000
Composition	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	9.6%
YOY change	-	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+10.4%
Recurring profit	23,604	15,719	12,625	15,393	17,440	18,971	21,251	24,521	27,092	32,795	38,603	43,000
Composition	7.0%	5.0%	3.9%	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	9.2%	9.9%
YOY change	-	-33.4%	-19.7%	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+17.7%	+11.4%
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	26,034	28,800
Composition	2.8%	2.4%	1.9%	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%
YOY change	-	-18.6%	-21.9%	-64.3%	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+26.3%	+10.6%
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	307.83	343.13
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	70.00	80.00
Payout ratio (%)	28.9%	35.9%	46.9%	74.0%	31.4%	27.7%	25.6%	22.7%	19.0%	16.6%	22.8%	23.4%
Total Return Ratio(%)	28.9%	35.9%	46.9%	74.0%	31.4%	27.7%	30.4%	35.3%	31.9%	30.5%	39.0%	37.7%

(2) Sales and Income by Business Segment

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
	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	420,769	436,000
YOY change	-	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+3.6%
Service IT Business	-	-	-	-	-	-	-	-	-	100,603	117,617	122,900
YOY change	-	-	-	-	-	-	-	-	-	-	+16.9%	+4.5%
BPO	-	-	-	-	-	-	-	-	-	38,257	36,231	32,400
YOY change	-	-	-	-	-	-	-	-	-	-	-5.3%	-10.6%
Financial IT Business	-	-	-	-	-	-	-	-	-	106,655	106,436	109,800
YOY change	-	-	-	-	-	-	-	-	-	-	-0.2%	+3.2%
Industrial IT Business	-	-	-	-	-	-	-	-	-	176,485	189,595	199,800
YOY change	-	-	-	-	-	-	-	-	-	-	+7.4%	+5.4%
Other business	-	-	-	-	-	-	-	-	-	10,688	8,982	9,300
YOY change	-	-	-	-	-	-	-	-	-	-	-16.0%	+3.5%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-27,041	-38,092	-38,200
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	38,043	42,000
Composition	7.0%	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	9.6%
YOY change	-	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+10.4%
Service IT Business	-	-	-	-	-	-	-	-	-	8,139	8,519	7,900
Composition	-	-	-	-	-	-	-	-	-	8.1%	7.2%	6.4%
YOY change	-	-	-	-	-	-	-	-	-	-	+4.7%	-7.3%
BPO	-	-	-	-	-	-	-	-	-	1,638	1,843	2,100
Composition	-	-	-	-	-	-	-	-	-	4.3%	5.1%	6.5%
YOY change	-	-	-	-	-	-	-	-	-	-	+12.6%	+13.9%
Financial IT Business	-	-	-	-	-	-	-	-	-	11,331	12,797	13,900
Composition	-	-	-	-	-	-	-	-	-	10.6%	12.0%	12.7%
YOY change	-	-	-	-	-	-	-	-	-	-	+12.9%	+8.6%
Industrial IT Business	-	-	-	-	-	-	-	-	-	11,509	14,777	18,100
Composition	-	-	-	-	-	-	-	-	-	6.5%	7.8%	9.1%
YOY change	-	-	-	-	-	-	-	-	-	-	+28.4%	+22.5%
Other business	-	-	-	-	-	-	-	-	-	1,010	961	900
Composition	-	-	-	-	-	-	-	-	-	9.4%	10.7%	9.7%
YOY change	-	-	-	-	-	-	-	-	-	-	-4.8%	-6.3%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-884	-855	-900
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	FY2020
	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	238,298	-
YOY change	-	-6.2%	+10.7%	+7.6%	+2.7%	-3.7%	+15.7%	+3.8%	+0.5%	+5.2%	+8.7%	-
Service IT Business	-	-	-	-	-	-	-	-	-	42,757	47,513	-
YOY change	-	-	-	-	-	-	-	-	-	-	+11.1%	-
Financial IT Business	-	-	-	-	-	-	-	-	-	70,963	69,173	-
YOY change	-	-	-	-	-	-	-	-	-	-	-2.5%	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	105,505	121,610	-
YOY change	-	-	-	-	-	-	-	-	-	-	+15.3%	-
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	75,549	-
YOY change	-	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%	+4.6%	+11.6%	-
Service IT Business	-	-	-	-	-	-	-	-	-	12,142	13,746	-
YOY change	-	-	-	-	-	-	-	-	-	-	+13.2%	-
Financial IT Business	-	-	-	-	-	-	-	-	-	23,324	24,572	-
YOY change	-	-	-	-	-	-	-	-	-	-	+5.4%	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	32,249	37,230	-
YOY change	-	-	-	-	-	-	-	-	-	-	+15.4%	-
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	FY2020
	Full Year (Plan)											
Orders received during the term	-	-	-	-	-	-	-	-	-	-	427,210	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	-	-	-	107,344	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	33,134	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	108,494	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	178,236	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Order backlog at period-end	-	-	-	-	-	-	-	-	-	122,067	132,935	-
YOY change	-	-	-	-	-	-	-	-	-	-	+8.9%	-
Service IT Business	-	-	-	-	-	-	-	-	-	30,693	33,883	-
YOY change	-	-	-	-	-	-	-	-	-	-	+10.4%	-
BPO	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	39,254	41,645	-
YOY change	-	-	-	-	-	-	-	-	-	-	+6.1%	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	52,120	57,407	-
YOY change	-	-	-	-	-	-	-	-	-	-	+10.1%	-

(5)Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
	Full Year	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	176,231	-
Fixed assets	154,527	171,109	172,620	167,560	164,083	170,091	205,401	169,828	185,459	204,889	194,426	-
Total assets	295,327	313,077	301,076	310,003	302,302	313,610	345,851	336,495	337,622	366,954	370,657	-
Current liabilities	82,051	86,255	73,090	83,065	91,063	72,790	77,666	91,508	78,676	81,310	91,126	-
Non-current liabilities	67,058	71,746	76,875	75,972	53,079	76,316	79,395	64,447	59,743	59,344	45,121	-
Total liabilities	149,110	158,001	149,965	159,038	144,143	149,107	157,062	155,955	138,420	140,655	136,248	-
Net assets	146,216	155,075	151,110	150,965	158,159	164,502	188,789	180,539	199,202	226,298	234,408	-
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	370,657	-
Total interest-bearing debt	80,532	91,646	77,454	76,515	60,550	58,869	52,114	46,158	35,144	32,876	26,893	-
Interest-bearing debt ratio	27.3%	29.3%	25.7%	24.7%	20.0%	18.8%	15.1%	13.7%	10.4%	9.0%	7.3%	-
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	2,719.79	-
Equity ratio (%)	44.4%	44.2%	47.7%	46.3%	49.8%	49.9%	53.3%	52.5%	57.8%	60.4%	62.0%	-
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%	11.5%	-
Net income ratio (%)	2.8%	2.4%	1.9%	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	-
Total asset turnover ratio	1.16	1.03	1.05	1.07	1.10	1.13	1.09	1.12	1.17	1.15	1.14	-
Financial leverage	2.28	2.26	2.18	2.13	2.08	2.01	1.93	1.89	1.81	1.69	1.63	-
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%	10.5%	-
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	37,558	-
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	-1,213	-
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	-16,773	-
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	57,083	-
Free cash flows	14,232	5,674	8,279	8,500	7,124	20,436	5,194	34,184	-4,536	22,184	36,345	-
Capital expenditures	13,139	15,676	18,325	14,096	12,287	12,544	16,873	14,210	15,159	16,907	13,334	15,000
Depreciation	10,996	11,978	12,308	12,745	12,920	12,454	12,809	11,952	11,801	12,572	12,783	13,000
Research and development expenses	946	912	1,062	962	1,002	853	1,097	1,086	1,178	996	1,003	2,000
Amortization of goodwill	1,149	1,389	1,901	1,882	1,741	1,166	1,052	339	326	289	289	182
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	503	377
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	19,483	-
Number of new-graduate recruits	919	974	928	649	356	455	620	688	674	712	892	810
Number of regular recruits	1,117	512	370	450	379	549	499	687	575	840	661	-

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 ended 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.
- Paralleling a shift—from industrial IT to financial IT—in know-how used in services provided to specific clients, transactions with such clients were booked under industrial IT up to fiscal 2019 and financial IT from fiscal 2020.