



**TIS**

TIS INTEC Group

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## **Supplementary Financial Data**

### **First Two Quarters of Fiscal Year ending March 31, 2021**

November 10, 2020

**TIS Inc.**

1. Financial Summary for Fiscal 2020 (Previous Fiscal Year) and Fiscal 2021 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2020								FY2021								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	100,990	115,306	216,296	102,713	319,009	124,708	227,421	443,717	100,399	110,909	211,308						210,000	+0.6%	445,000	
YOY change	+4.7%	+8.2%	+6.5%	+2.8%	+5.3%	+5.9%	+4.4%	+5.5%	-0.6%	-3.8%	-2.3%						-2.9%		+0.3%	
Service IT Business	25,158	28,041	53,199	26,858	80,057	31,320	58,178	111,377	26,647	29,945	56,592						56,500	+0.2%	119,100	
YOY change	+6.8%	+7.0%	+6.9%	+7.8%	+7.2%	+6.2%	+6.9%	+6.9%	+5.9%	+6.8%	+6.4%						+6.2%		+6.9%	
BPO	7,141	7,663	14,804	7,686	22,490	8,198	15,884	30,688	7,581	8,151	15,732						15,300	+2.8%	30,500	
YOY change	-14.9%	-8.9%	-11.9%	-12.1%	-12.0%	+8.1%	-2.7%	-7.4%	+6.2%	+6.4%	+6.3%						+3.3%		-0.6%	
Financial IT Business	26,511	28,794	55,305	26,456	81,761	32,443	58,899	114,204	25,619	27,766	53,385						52,900	+0.9%	114,700	
YOY change	+1.4%	+8.9%	+5.2%	+5.2%	+5.2%	+14.4%	+10.1%	+7.6%	-3.4%	-3.6%	-3.5%						-4.3%		+0.4%	
Industrial IT Business	41,233	49,706	90,939	40,698	131,637	51,655	92,353	183,292	39,570	44,045	83,615						83,500	+0.1%	177,200	
YOY change	+10.5%	+12.1%	+11.4%	+1.8%	+8.2%	+0.7%	+1.2%	+6.0%	-4.0%	-11.4%	-8.1%						-8.2%		-3.3%	
Other business	944	1,103	2,047	1,015	3,062	1,091	2,106	4,153	979	1,004	1,983						1,800	+10.2%	3,500	
YOY change	-12.1%	-4.3%	-8.1%	-11.0%	-9.0%	+3.0%	-4.2%	-6.2%	+3.7%	-9.0%	-3.2%						-12.1%		-15.7%	
Cost of sales	78,530	89,270	167,800	76,718	244,518	93,302	170,020	337,820	77,255	83,793	161,048						-	-	337,000	
Composition	77.8%	77.4%	77.6%	74.7%	76.6%	74.8%	74.8%	76.1%	76.9%	75.6%	76.2%						-		75.7%	
YOY change	+1.8%	+7.9%	+5.0%	-0.1%	+3.3%	+4.5%	+2.3%	+3.6%	-1.6%	-6.1%	-4.0%						-		-0.2%	
Gross profit	22,459	26,037	48,496	25,995	74,491	31,405	57,400	105,896	23,143	27,117	50,260						-	-	108,000	
Composition	22.2%	22.6%	22.4%	25.3%	23.4%	25.2%	25.2%	23.9%	23.1%	24.4%	23.8%						-		24.3%	
YOY change	+16.2%	+9.3%	+12.4%	+12.4%	+12.4%	+10.2%	+11.2%	+11.7%	+3.0%	+4.1%	+3.6%						-		+2.0%	
Selling, general and administrative expenses	14,400	14,995	29,395	14,993	44,388	16,669	31,662	61,057	15,465	16,583	32,048						-	-	63,500	
Composition	14.3%	13.0%	13.6%	14.6%	13.9%	13.4%	13.9%	13.8%	15.4%	15.0%	15.2%						-		14.3%	
YOY change	+6.6%	+6.3%	+6.4%	+9.9%	+7.6%	+7.7%	+8.7%	+7.6%	+7.4%	+10.6%	+9.0%						-		+4.0%	
Operating income	8,059	11,041	19,100	11,003	30,103	14,736	25,739	44,839	7,678	10,533	18,211						17,500	+4.1%	44,500	
Composition	8.0%	9.6%	8.8%	10.7%	9.4%	11.8%	11.3%	10.1%	7.6%	9.5%	8.6%						8.3%		10.0%	
YOY change	+38.4%	+13.6%	+22.9%	+16.1%	+20.3%	+13.2%	+14.4%	+17.9%	-4.7%	-4.6%	-4.7%						-8.4%		-0.8%	
Non-operating income	938	453	1,391	571	1,962	20	591	1,982	1,089	90	1,179						-	-	-	
Non-operating expenses	228	253	481	191	672	79	270	751	224	3,774	3,998						-	-	-	
Recurring profit	8,770	11,239	20,009	11,384	31,393	14,677	26,061	46,070	8,543	6,849	15,392						18,400	-16.3%	44,000	
Composition	8.7%	9.7%	9.3%	11.1%	9.8%	11.8%	11.5%	10.4%	8.5%	6.2%	7.3%						8.8%		9.9%	
YOY change	+35.6%	+19.9%	+26.3%	+17.6%	+23.0%	+12.2%	+14.5%	+19.3%	-2.6%	-39.1%	-23.1%						-8.0%		-4.5%	
Extraordinary income	46	6,325	6,371	861	7,232	3,464	4,325	10,696	5	3,657	3,662						-	-	-	
Extraordinary loss	138	5,906	6,044	1,152	7,196	4,932	6,084	12,128	448	1,205	1,653						-	-	-	
Income before income taxes	8,677	11,659	20,336	11,092	31,428	13,210	24,302	44,638	8,099	9,302	17,401						-	-	-	
Composition	8.6%	10.1%	9.4%	10.8%	9.9%	10.6%	10.7%	10.1%	8.1%	8.4%	8.2%						-		-	
YOY change	+37.2%	+7.4%	+18.4%	+17.4%	+18.0%	+8.7%	+12.5%	+15.1%	-6.7%	-20.2%	-14.4%						-		-	
Total income taxes	2,387	4,207	6,594	3,710	10,304	3,966	7,676	14,270	2,454	4,373	6,827						-	-	-	
Net income (loss) attributable to non-controlling interests	183	293	476	211	687	269	480	956	117	179	296						-	-	-	
Net income attributable to owners of the parent company	6,106	7,160	13,266	7,170	20,436	8,975	16,145	29,411	5,527	4,750	10,277						12,000	-14.4%	29,500	
Composition	6.0%	6.2%	6.1%	7.0%	6.4%	7.2%	7.1%	6.6%	5.5%	4.3%	4.9%						5.7%		6.6%	
YOY change	+41.0%	+12.6%	+24.1%	+14.0%	+20.4%	-0.9%	+5.2%	+13.0%	-9.5%	-33.7%	-22.5%						-9.5%		+0.3%	

## (2) Sales by Client Sector

(Millions of yen)	FY2020								FY2021							
	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	100,990	115,306	216,296	102,713	319,009	124,708	227,421	443,717	100,399	110,909	211,308					
YOY change	+4.7%	+8.2%	+6.5%	+2.8%	+5.3%	+5.9%	+4.4%	+5.5%	-0.6%	-3.8%	-2.3%					
Credit card	17,297	18,626	35,923	17,818	53,741	21,377	39,195	75,118	18,284	19,868	38,152					
YOY change	-9.1%	+4.1%	-2.7%	+0.2%	-1.8%	+12.9%	+6.7%	+2.0%	+5.7%	+6.7%	+6.2%					
Banking	7,720	7,706	15,426	6,761	22,187	7,913	14,674	30,100	6,496	7,533	14,029					
YOY change	+35.5%	+17.8%	+26.1%	+9.7%	+20.6%	-3.3%	+2.3%	+13.2%	-15.9%	-2.2%	-9.1%					
Insurance	6,929	7,789	14,718	6,866	21,584	7,690	14,556	29,274	6,951	7,307	14,258					
YOY change	+8.1%	+11.3%	+9.7%	+2.6%	+7.4%	+7.2%	+5.0%	+7.3%	+0.3%	-6.2%	-3.1%					
Other finance	5,244	5,788	11,032	6,379	17,411	6,878	13,257	24,289	4,306	4,093	8,399					
YOY change	+18.5%	+18.0%	+18.2%	+34.6%	+23.7%	+26.6%	+30.4%	+24.5%	-17.9%	-29.3%	-23.9%					
Assembly-based manufacturing	10,553	11,667	22,220	10,657	32,877	12,862	23,519	45,739	10,647	10,936	21,583					
YOY change	+0.6%	-2.9%	-1.3%	-0.9%	-1.2%	+0.8%	-0.0%	-0.6%	+0.9%	-6.3%	-2.9%					
Processing-based manufacturing	8,503	11,218	19,721	8,873	28,594	10,404	19,277	38,998	8,846	11,065	19,911					
YOY change	+1.2%	+5.3%	+3.5%	-4.3%	+0.9%	+6.8%	+1.4%	+2.4%	+4.0%	-1.4%	+1.0%					
Distribution	7,729	8,757	16,486	8,388	24,874	9,102	17,490	33,976	7,737	7,720	15,457					
YOY change	+2.9%	+4.6%	+3.8%	+5.1%	+4.2%	+0.6%	+2.7%	+3.2%	+0.1%	-11.8%	-6.2%					
Services	25,659	30,264	55,923	26,143	82,066	30,656	56,799	112,722	25,371	29,829	55,200					
YOY change	+12.0%	+15.6%	+14.0%	+5.7%	+11.2%	+3.2%	+4.3%	+8.9%	-1.1%	-1.4%	-1.3%					
Public institutions	8,029	9,124	17,153	6,879	24,032	12,254	19,133	36,286	6,791	9,223	16,014					
YOY change	+6.6%	+6.9%	+6.7%	-5.4%	+2.9%	+6.4%	+1.8%	+4.1%	-15.4%	+1.1%	-6.6%					
Others	3,321	4,369	7,690	3,949	11,639	5,570	9,519	17,209	4,965	3,335	8,300					
YOY change	-17.9%	-2.3%	-9.7%	-12.8%	-10.8%	+5.2%	-3.1%	-6.2%	+49.5%	-23.7%	+7.9%					

## (3) Sales and Income by Business Segment

(Millions of yen)	FY2020								FY2021								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	100,990	115,306	216,296	102,713	319,009	124,708	227,421	443,717	100,399	110,909	211,308						210,000	+0.6%	445,000	
YOY change	+4.7%	+8.2%	+6.5%	+2.8%	+5.3%	+5.9%	+4.4%	+5.5%	-0.6%	-3.8%	-2.3%						-2.9%		+0.3%	
Service IT Business	28,359	31,508	59,867	30,034	89,901	35,617	65,651	125,518	30,148	32,721	62,869						64,000	-1.8%	134,500	
YOY change	+6.3%	+6.9%	+6.6%	+7.3%	+6.8%	+6.4%	+6.8%	+6.7%	+6.3%	+3.8%	+5.0%						+6.9%		+7.2%	
BPO	7,861	8,360	16,221	8,398	24,619	9,080	17,478	33,699	8,280	8,786	17,066						16,700	+2.2%	33,500	
YOY change	-14.1%	-8.2%	-11.2%	-11.4%	-11.2%	+6.9%	-2.7%	-7.0%	+5.3%	+5.1%	+5.2%						+2.9%		-0.6%	
Financial IT Business	26,603	28,853	55,456	26,507	81,963	32,509	59,016	114,472	25,721	27,869	53,590						53,000	+1.1%	115,000	
YOY change	+1.5%	+8.8%	+5.2%	+5.1%	+5.1%	+14.1%	+9.9%	+7.6%	-3.3%	-3.4%	-3.4%						-4.4%		+0.5%	
Industrial IT Business	45,301	54,112	99,413	45,093	144,506	58,195	103,288	202,701	43,473	48,000	91,473						91,000	+0.5%	196,000	
YOY change	+10.6%	+10.6%	+10.6%	+3.4%	+8.3%	+3.7%	+3.6%	+6.9%	-4.0%	-11.3%	-8.0%						-8.5%		-3.3%	
Other business	2,036	2,309	4,345	2,152	6,497	2,309	4,461	8,806	2,002	2,110	4,112						4,000	+2.8%	8,000	
YOY change	-10.9%	+0.3%	-5.3%	-2.8%	-4.5%	+5.8%	+1.5%	-2.0%	-1.7%	-8.6%	-5.4%						-7.9%		-9.2%	
Inter-segment elimination/adjustments	-9,172	-9,836	-19,008	-9,470	-28,478	-13,003	-22,473	-41,481	-9,226	-8,578	-17,804						-18,700	-4.8%	-42,000	
Operating income	8,059	11,041	19,100	11,003	30,103	14,736	25,739	44,839	7,678	10,533	18,211						17,500	+4.1%	44,500	
Composition	8.0%	9.6%	8.8%	10.7%	9.4%	11.8%	11.3%	10.1%	7.6%	9.5%	8.6%						8.3%		10.0%	
YOY change	+38.4%	+13.6%	+22.9%	+16.1%	+20.3%	+13.2%	+14.4%	+17.9%	-4.7%	-4.6%	-4.7%						-8.4%		-0.8%	
Service IT Business	1,224	1,233	2,457	2,655	5,112	3,086	5,741	8,198	1,144	1,428	2,572						2,500	+2.9%	8,800	
Composition	4.3%	3.9%	4.1%	8.8%	5.7%	8.7%	8.7%	6.5%	3.8%	4.4%	4.1%						3.9%		6.5%	
YOY change	-17.1%	-35.7%	-27.7%	+42.6%	-2.8%	-5.3%	+12.1%	-3.8%	-6.5%	+15.8%	+4.7%						+1.7%		+7.3%	
BPO	415	578	993	774	1,767	855	1,629	2,622	557	752	1,309						1,200	+9.1%	2,600	
Composition	5.3%	6.9%	6.1%	9.2%	7.2%	9.4%	9.3%	7.8%	6.7%	8.6%	7.7%						7.2%		7.8%	
YOY change	+3.0%	+40.3%	+21.9%	+43.6%	+30.5%	+74.7%	+58.3%	+42.2%	+34.3%	+30.0%	+31.8%						+20.8%		-0.8%	
Financial IT Business	3,077	3,848	6,925	3,585	10,510	4,426	8,011	14,936	2,774	3,901	6,675						6,400	+4.3%	15,300	
Composition	11.6%	13.3%	12.5%	13.5%	12.8%	13.6%	13.6%	13.0%	10.8%	14.0%	12.5%						12.1%		13.3%	
YOY change	+34.1%	+12.5%	+21.2%	+9.5%	+16.9%	+16.2%	+13.1%	+16.7%	-9.8%	+1.3%	-3.6%						-7.6%		+2.4%	
Industrial IT Business	3,266	5,246	8,512	4,089	12,601	6,558	10,647	19,159	3,104	4,695	7,799						7,400	+5.4%	18,100	
Composition	7.2%	9.7%	8.6%	9.1%	8.7%	11.3%	10.3%	9.5%	7.1%	9.8%	8.5%						8.1%		9.2%	
YOY change	+103.6%	+37.5%	+57.1%	+7.4%	+36.6%	+18.1%	+13.8%	+29.7%	-5.0%	-10.5%	-8.4%						-13.1%		-5.5%	
Other business	189	279	468	203	671	261	464	932	186	224	410						300	+36.7%	700	
Composition	9.3%	12.1%	10.8%	9.4%	10.3%	11.3%	10.4%	10.6%	9.3%	10.6%	10.0%						7.5%		8.8%	
YOY change	-18.9%	+4.5%	-6.5%	-7.3%	-6.7%	+8.0%	+0.8%	-3.0%	-1.6%	-19.7%	-12.3%						-35.9%		-24.9%	
Inter-segment elimination/adjustments	-113	-144	-257	-301	-558	-451	-752	-1,009	-90	-466	-556						-300	+85.3%	-1,000	

Net sales for each segment include intersegment sales.

## (4) Order Status (Software development only)

(Millions of yen)	FY2020								FY2021							
	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	56,623	62,827	119,450	55,558	175,008	71,322	126,880	246,330	49,804	59,616	109,420					
YOY change	+11.5%	+1.8%	+6.2%	+1.5%	+4.6%	+0.4%	+0.9%	+3.4%	-12.0%	-5.1%	-8.4%					
Service IT Business	14,340	13,601	27,941	13,478	41,419	12,322	25,800	53,741	15,068	12,382	27,450					
YOY change	+23.4%	+14.3%	+18.8%	+18.6%	+18.7%	-2.4%	+7.5%	+13.1%	+5.1%	-9.0%	-1.8%					
Financial IT Business	12,990	19,092	32,082	15,715	47,797	25,452	41,167	73,249	9,770	20,808	30,578					
YOY change	+20.6%	-8.3%	+1.6%	+10.8%	+4.4%	+8.7%	+9.5%	+5.9%	-24.8%	+9.0%	-4.7%					
Industrial IT Business	29,293	30,132	59,425	26,366	85,791	33,548	59,914	119,339	24,965	26,426	51,391					
YOY change	+3.2%	+3.9%	+3.6%	-9.7%	-0.9%	-4.2%	-6.7%	-1.9%	-14.8%	-12.3%	-13.5%					
Order backlog at period-end	79,264	78,219	78,219	77,328	77,328	79,277	79,277	79,277	76,410	75,908	75,908					
YOY change	+15.9%	+6.8%	+6.8%	+6.8%	+6.8%	+4.9%	+4.9%	+4.9%	-3.6%	-3.0%	-3.0%					
Service IT Business	16,293	16,905	16,905	17,669	17,669	15,309	15,309	15,309	18,619	17,164	17,164					
YOY change	+16.5%	+11.0%	+11.0%	+16.9%	+16.9%	+11.4%	+11.4%	+11.4%	+14.3%	+1.5%	+1.5%					
Financial IT Business	22,242	23,504	23,504	23,011	23,011	28,400	28,400	28,400	22,722	25,815	25,815					
YOY change	+27.6%	+9.2%	+9.2%	+17.8%	+17.8%	+15.6%	+15.6%	+15.6%	+2.2%	+9.8%	+9.8%					
Industrial IT Business	40,729	37,808	37,808	36,647	36,647	35,566	35,566	35,566	35,068	32,929	32,929					
YOY change	+10.2%	+3.6%	+3.6%	-3.0%	-3.0%	-4.5%	-4.5%	-4.5%	-13.9%	-12.9%	-12.9%					

## (5) Order Status (Total)

(Millions of yen)	FY2020								FY2021							
	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	-	-	220,358	-	-	-	219,390	439,748	-	-	214,169					
YOY change	-	-	+5.3%	-	-	-	+0.7%	+2.9%	-	-	-2.8%					
Service IT Business	-	-	59,187	-	-	-	52,741	111,929	-	-	63,330					
YOY change	-	-	+3.3%	-	-	-	+5.4%	+4.3%	-	-	+7.0%					
BPO	-	-	14,804	-	-	-	15,884	30,688	-	-	15,732					
YOY change	-	-	-11.9%	-	-	-	-2.7%	-7.4%	-	-	+6.3%					
Financial IT Business	-	-	55,472	-	-	-	61,542	117,015	-	-	52,489					
YOY change	-	-	+10.5%	-	-	-	+5.6%	+7.9%	-	-	-5.4%					
Industrial IT Business	-	-	90,894	-	-	-	89,222	180,116	-	-	82,617					
YOY change	-	-	+7.0%	-	-	-	-4.3%	+1.1%	-	-	-9.1%					
Order backlog at period-end	-	-	139,045	-	-	-	133,121	133,121	-	-	137,965					
YOY change	-	-	+6.5%	-	-	-	+0.1%	+0.1%	-	-	-0.8%					
Service IT Business	-	-	39,871	-	-	-	34,434	34,434	-	-	41,172					
YOY change	-	-	+4.2%	-	-	-	+1.6%	+1.6%	-	-	+3.3%					
BPO	-	-	-	-	-	-	-	-	-	-	-					
YOY change	-	-	-	-	-	-	-	-	-	-	-					
Financial IT Business	-	-	41,812	-	-	-	44,456	44,456	-	-	43,560					
YOY change	-	-	+13.4%	-	-	-	+6.7%	+6.7%	-	-	+4.2%					
Industrial IT Business	-	-	57,361	-	-	-	54,230	54,230	-	-	53,232					
YOY change	-	-	+3.5%	-	-	-	-5.5%	-5.5%	-	-	-7.2%					

## (6) Other

(Millions of yen)	FY2020								FY2021								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	4,208	4,879	9,087	3,602	12,689	4,013	7,615	16,702	3,092	4,841	7,933						-	22,000
Depreciation	2,982	2,775	5,757	3,100	8,857	3,163	6,263	12,020	3,375	3,812	7,187						-	13,000
Research and development expenses	351	479	830	396	1,226	476	872	1,702	336	575	911						-	2,100
Amortization of goodwill	38	50	88	41	129	42	83	171	39	66	105						-	280
Goodwill balance at the end of the term	475	428	428	390	390	355	355	355	299	1,089	1,089						-	2,240
Number of Employees at the end of the term	20,132	19,935	19,935	19,882	19,882	19,744	19,744	19,744	20,554	20,522	20,522						-	-

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)	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Net sales	313,856	323,173	327,417	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	445,000
YOY change	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+0.3%
Service IT Business	-	-	-	-	-	-	-	-	93,731	104,154	111,377	119,100
YOY change	-	-	-	-	-	-	-	-	-	+11.1%	+6.9%	+6.9%
BPO	-	-	-	-	-	-	-	-	34,909	33,134	30,688	30,500
YOY change	-	-	-	-	-	-	-	-	-	-5.1%	-7.4%	-0.6%
Financial IT Business	-	-	-	-	-	-	-	-	106,424	106,103	114,204	114,700
YOY change	-	-	-	-	-	-	-	-	-	-0.3%	+7.6%	+0.4%
Industrial IT Business	-	-	-	-	-	-	-	-	165,686	172,949	183,292	177,200
YOY change	-	-	-	-	-	-	-	-	-	+4.4%	+6.0%	-3.3%
Other business	-	-	-	-	-	-	-	-	4,896	4,427	4,153	3,500
YOY change	-	-	-	-	-	-	-	-	-	-9.6%	-6.2%	-15.7%
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	126,164	124,496	-	-	-	-	-	-	-	-	-	-
YOY change	+0.4%	-1.3%	-	-	-	-	-	-	-	-	-	-
Software development	155,976	163,889	-	-	-	-	-	-	-	-	-	-
YOY change	-11.3%	+5.1%	-	-	-	-	-	-	-	-	-	-
Solution services	25,021	27,183	-	-	-	-	-	-	-	-	-	-
YOY change	-14.9%	+8.6%	-	-	-	-	-	-	-	-	-	-
Other business	6,693	7,604	-	-	-	-	-	-	-	-	-	-
YOY change	-8.6%	+13.6%	-	-	-	-	-	-	-	-	-	-
Cost of sales	254,827	261,145	266,159	276,935	283,881	294,927	312,153	317,440	321,286	325,985	337,820	337,000
Composition	81.2%	80.8%	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	77.5%	76.1%	75.7%
YOY change	-6.6%	+2.5%	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	+1.5%	+3.6%	-0.2%
Gross profit	59,029	62,027	61,258	60,899	62,766	66,097	70,535	75,958	84,362	94,784	105,896	108,000
Composition	18.8%	19.2%	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	22.5%	23.9%	24.3%
YOY change	-9.7%	+5.1%	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	+12.4%	+11.7%	+2.0%
Selling, general and administrative expenses	43,032	49,209	45,636	42,727	43,255	44,976	46,099	48,938	51,618	56,740	61,057	63,500
Composition	13.7%	15.2%	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	13.5%	13.8%	14.3%
YOY change	+3.5%	+14.4%	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	+9.9%	+7.6%	+4.0%
Operating income	15,996	12,818	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	44,500
Composition	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.0%
YOY change	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	-0.8%
Recurring profit	15,719	12,625	15,393	17,440	18,971	21,251	24,521	27,092	32,795	38,603	46,070	44,000
Composition	5.0%	3.9%	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	9.2%	10.4%	9.9%
YOY change	-33.4%	-19.7%	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+17.7%	+19.3%	-4.5%
Net income (loss) attributable to owners of the parent company	7,659	5,985	2,135	5,868	7,913	10,275	12,678	16,306	20,620	26,034	29,411	29,500
Composition	2.4%	1.9%	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.6%
YOY change	-18.6%	-21.9%	-64.3%	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+26.3%	+13.0%	+0.3%
Net income per share - basic (yen)	89.25	68.19	24.33	66.86	90.16	117.40	145.22	189.02	241.44	307.83	350.35	117.86
Net income per share - diluted (yen)	-	-	24.33	66.83	90.12	-	-	-	-	-	-	-
Dividends per share (yen)	32.00	32.00	18.00	21.00	25.00	30.00	33.00	36.00	40.00	70.00	90.00	35.00
Payout ratio (%)	35.9%	46.9%	74.0%	31.4%	27.7%	25.6%	22.7%	19.0%	16.6%	22.8%	25.7%	29.8%
Total Return Ratio(%)	35.9%	46.9%	74.0%	31.4%	27.7%	30.4%	35.3%	31.9%	30.5%	39.0%	39.8%	40.0%

The Company carried out a three-for-one common stock split on April 1, 2020. The impact of said stock split is reflected in "Net income per share" and "Dividends per share" presented for FY2021.

## (2) Sales and Income by Business Segment

(Millions of yen)	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Net sales	313,856	323,173	327,417	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	445,000
YOY change	-7.2%	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+0.3%
Service IT Business	-	-	-	-	-	-	-	-	100,603	117,617	125,518	134,500
YOY change	-	-	-	-	-	-	-	-	-	+16.9%	+6.7%	+7.2%
BPO	-	-	-	-	-	-	-	-	38,257	36,231	33,699	33,500
YOY change	-	-	-	-	-	-	-	-	-	-5.3%	-7.0%	-0.6%
Financial IT Business	-	-	-	-	-	-	-	-	106,655	106,436	114,472	115,000
YOY change	-	-	-	-	-	-	-	-	-	-0.2%	+7.6%	+0.5%
Industrial IT Business	-	-	-	-	-	-	-	-	176,485	189,595	202,701	196,000
YOY change	-	-	-	-	-	-	-	-	-	+7.4%	+6.9%	-3.3%
Other business	-	-	-	-	-	-	-	-	10,688	8,982	8,806	8,000
YOY change	-	-	-	-	-	-	-	-	-	-16.0%	-2.0%	-9.2%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-27,041	-38,092	-41,481	-42,000
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	15,996	12,818	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	44,500
Composition	5.1%	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.0%
YOY change	-32.8%	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	-0.8%
Service IT Business	-	-	-	-	-	-	-	-	8,139	8,519	8,198	8,800
Composition	-	-	-	-	-	-	-	-	8.1%	7.2%	6.5%	6.5%
YOY change	-	-	-	-	-	-	-	-	-	+4.7%	-3.8%	+7.3%
BPO	-	-	-	-	-	-	-	-	1,638	1,843	2,622	2,600
Composition	-	-	-	-	-	-	-	-	4.3%	5.1%	7.8%	7.8%
YOY change	-	-	-	-	-	-	-	-	-	+12.6%	+42.2%	-0.8%
Financial IT Business	-	-	-	-	-	-	-	-	11,331	12,797	14,936	15,300
Composition	-	-	-	-	-	-	-	-	10.6%	12.0%	13.0%	13.3%
YOY change	-	-	-	-	-	-	-	-	-	+12.9%	+16.7%	+2.4%
Industrial IT Business	-	-	-	-	-	-	-	-	11,509	14,777	19,159	18,100
Composition	-	-	-	-	-	-	-	-	6.5%	7.8%	9.5%	9.2%
YOY change	-	-	-	-	-	-	-	-	-	+28.4%	+29.7%	-5.5%
Other business	-	-	-	-	-	-	-	-	1,010	961	932	700
Composition	-	-	-	-	-	-	-	-	9.4%	10.7%	10.6%	8.8%
YOY change	-	-	-	-	-	-	-	-	-	-4.8%	-3.0%	-24.9%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-884	-855	-1,009	-1,000
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)	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Orders received during the term	146,621	162,287	174,680	179,352	172,721	199,842	207,345	208,307	219,225	238,298	246,330	-
YOY change	-6.2%	+10.7%	+7.6%	+2.7%	-3.7%	+15.7%	+3.8%	+0.5%	+5.2%	+8.7%	+3.4%	-
Service IT Business	-	-	-	-	-	-	-	-	42,757	47,513	53,741	-
YOY change	-	-	-	-	-	-	-	-	-	+11.1%	+13.1%	-
Financial IT Business	-	-	-	-	-	-	-	-	70,963	69,173	73,249	-
YOY change	-	-	-	-	-	-	-	-	-	-2.5%	+5.9%	-
Industrial IT Business	-	-	-	-	-	-	-	-	105,505	121,610	119,339	-
YOY change	-	-	-	-	-	-	-	-	-	+15.3%	-1.9%	-
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	49,569	47,967	57,778	62,055	58,869	71,095	69,961	64,751	67,716	75,549	79,277	-
YOY change	-6.1%	-3.2%	+20.5%	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%	+4.6%	+11.6%	+4.9%	-
Service IT Business	-	-	-	-	-	-	-	-	12,142	13,746	15,309	-
YOY change	-	-	-	-	-	-	-	-	-	+13.2%	+11.4%	-
Financial IT Business	-	-	-	-	-	-	-	-	23,324	24,572	28,400	-
YOY change	-	-	-	-	-	-	-	-	-	+5.4%	+15.6%	-
Industrial IT Business	-	-	-	-	-	-	-	-	32,249	37,230	35,566	-
YOY change	-	-	-	-	-	-	-	-	-	+15.4%	-4.5%	-
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)	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Orders received during the term	-	-	-	-	-	-	-	-	-	427,210	439,748	-
YOY change	-	-	-	-	-	-	-	-	-	-	+2.9%	-
Service IT Business	-	-	-	-	-	-	-	-	-	107,344	111,929	-
YOY change	-	-	-	-	-	-	-	-	-	-	+4.3%	-
BPO	-	-	-	-	-	-	-	-	-	33,134	30,688	-
YOY change	-	-	-	-	-	-	-	-	-	-	-7.4%	-
Financial IT Business	-	-	-	-	-	-	-	-	-	108,494	117,015	-
YOY change	-	-	-	-	-	-	-	-	-	-	+7.9%	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	178,236	180,116	-
YOY change	-	-	-	-	-	-	-	-	-	-	+1.1%	-
Order backlog at period-end	-	-	-	-	-	-	-	-	122,067	132,935	133,121	-
YOY change	-	-	-	-	-	-	-	-	-	+8.9%	+0.1%	-
Service IT Business	-	-	-	-	-	-	-	-	30,693	33,883	34,434	-
YOY change	-	-	-	-	-	-	-	-	-	+10.4%	+1.6%	-
BPO	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	39,254	41,645	44,456	-
YOY change	-	-	-	-	-	-	-	-	-	+6.1%	+6.7%	-
Industrial IT Business	-	-	-	-	-	-	-	-	52,120	57,407	54,230	-
YOY change	-	-	-	-	-	-	-	-	-	+10.1%	-5.5%	-

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

(Millions of yen)	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Current assets	141,967	128,455	142,442	138,219	143,519	140,450	166,666	152,162	162,064	176,231	181,543	-
Fixed assets	171,109	172,620	167,560	164,083	170,091	205,401	169,828	185,459	204,889	194,426	201,356	-
Total assets	313,077	301,076	310,003	302,302	313,610	345,851	336,495	337,622	366,954	370,657	382,899	-
Current liabilities	86,255	73,090	83,065	91,063	72,790	77,666	91,508	78,676	81,310	91,126	88,479	-
Non-current liabilities	71,746	76,875	75,972	53,079	76,316	79,395	64,447	59,743	59,344	45,121	46,462	-
Total liabilities	158,001	149,965	159,038	144,143	149,107	157,062	155,955	138,420	140,655	136,248	134,942	-
Net assets	155,075	151,110	150,965	158,159	164,502	188,789	180,539	199,202	226,298	234,408	247,957	-
Total liabilities and net assets	313,077	301,076	310,003	302,302	313,610	345,851	336,495	337,622	366,954	370,657	382,899	-
Total interest-bearing debt	91,646	77,454	76,515	60,550	58,869	52,114	46,158	35,144	32,876	26,893	22,294	-
Interest-bearing debt ratio	29.3%	25.7%	24.7%	20.0%	18.8%	15.1%	13.7%	10.4%	9.0%	7.3%	5.8%	-
Net assets per share(yen)	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	2,890.27	-
Equity ratio (%)	44.2%	47.7%	46.3%	49.8%	49.9%	53.3%	52.5%	57.8%	60.4%	62.0%	63.3%	-
Net income to equity capital ratio (%)	5.7%	4.2%	1.5%	3.9%	5.1%	6.0%	7.0%	8.8%	9.9%	11.5%	12.5%	-
Net income ratio (%)	2.4%	1.9%	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	-
Total asset turnover ratio	1.03	1.05	1.07	1.10	1.13	1.09	1.12	1.17	1.15	1.14	1.16	-
Financial leverage	2.26	2.18	2.13	2.08	2.01	1.93	1.89	1.81	1.69	1.63	1.58	-
Recurring profit to total assets ratio (%)	5.2%	4.1%	5.0%	5.7%	6.2%	6.4%	7.2%	8.0%	9.3%	10.5%	12.2%	-
Cash flow from operating activities	31,400	27,236	23,658	21,515	25,770	22,938	25,496	18,952	36,386	37,558	38,569	-
Cash flow from investing activities	-25,726	-18,957	-15,158	-14,391	-5,334	-17,744	8,688	-23,488	-14,202	-1,213	-26,437	-
Cash flow from financial activities	6,139	-18,755	-4,230	-19,883	-5,872	-19,067	-14,979	-18,327	-10,543	-16,773	-14,544	-
Cash and cash equivalents at the end of the term	46,987	36,492	41,119	28,433	43,142	29,485	48,651	25,730	37,545	57,083	54,684	-
Free cash flows	5,674	8,279	8,500	7,124	20,436	5,194	34,184	-4,536	22,184	36,345	12,132	-
Capital expenditures	15,676	18,325	14,096	12,287	12,544	16,873	14,210	15,159	16,907	13,334	16,702	22,000
Depreciation	11,978	12,308	12,745	12,920	12,454	12,809	11,952	11,801	12,572	12,783	12,020	13,000
Research and development expenses	912	1,062	962	1,002	853	1,097	1,086	1,178	996	1,003	1,702	2,100
Amortization of goodwill	1,389	1,901	1,882	1,741	1,166	1,052	339	326	289	289	171	280
Goodwill balance at the end of the term	6,863	5,551	3,672	1,914	830	2,021	1,393	1,332	1,118	503	355	2,240
Number of employees at the end of the term	20,476	20,831	20,347	19,553	19,081	19,090	19,393	19,843	19,877	19,483	19,744	-
Number of new-graduate recruits	974	928	649	356	455	620	688	674	712	892	810	902
Number of regular recruits	512	370	450	379	549	499	687	575	840	661	731	-

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.
- With expansion from business based on specialist operational know-how tailored to the financial industry to knowledge-intensive business based on the generalization and templatization of know-how relating to the industries of specific clients, transactions with such clients that were booked under financial IT up to fiscal 2020 are booked under service IT from fiscal 2021.