



## **Supplementary Financial Data**

### **Fiscal 2021 Results (Fiscal Year ended March 31, 2021)**

May 12, 2021

**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  | 106,725     | 318,033        | 130,350     | 237,075  | 448,383   | 210,000 | +0.6%  | 445,000             | +0.8%      |                      |            |
| YOY change  | +4.7%       | +8.2%       | +6.5%    | +2.8%       | +5.3%          | +5.9%       | +4.4%    | +5.5%     | -0.6%       | -3.8%       | -2.3%    | +3.9%       | -0.3%          | +4.5%       | +4.2%    | +1.1%     | -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   | 28,292      | 84,884         | 39,488      | 67,780   | 124,372   | 56,500  | +0.2%  | 119,100             | +4.4%      |                      |            |
| YOY change  | +6.8%       | +7.0%       | +6.9%    | +7.8%       | +7.2%          | +6.2%       | +6.9%    | +6.9%     | +5.9%       | +6.8%       | +6.4%    | +5.3%       | +6.0%          | +26.1%      | +16.5%   | +11.7%    | +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   | 8,323       | 24,055         | 8,647       | 16,970   | 32,702    | 15,300  | +2.8%  | 30,500              | +7.2%      |                      |            |
| YOY change  | -14.9%      | -8.9%       | -11.9%   | -12.1%      | -12.0%         | +8.1%       | -2.7%    | -7.4%     | +6.2%       | +6.4%       | +6.3%    | +8.3%       | +7.0%          | +5.5%       | +6.8%    | +6.6%     | +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   | 26,905      | 80,290         | 29,972      | 56,877   | 110,262   | 52,900  | +0.9%  | 114,700             | -3.9%      |                      |            |
| YOY change  | +1.4%       | +8.9%       | +5.2%    | +5.2%       | +5.2%          | +14.4%      | +10.1%   | +7.6%     | -3.4%       | -3.6%       | -3.5%    | +1.7%       | -1.8%          | -7.6%       | -3.4%    | -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   | 42,146      | 125,761        | 50,945      | 93,091   | 176,706   | 83,500  | +0.1%  | 177,200             | -0.3%      |                      |            |
| YOY change  | +10.5%      | +12.1%      | +11.4%   | +1.8%       | +8.2%          | +0.7%       | +1.2%    | +6.0%     | -4.0%       | -11.4%      | -8.1%    | +3.6%       | -4.5%          | -1.4%       | +0.8%    | -3.6%     | -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    | 1,058       | 3,041          | 1,299       | 2,357    | 4,340     | 1,800   | +10.2% | 3,500               | +24.0%     |                      |            |
| YOY change  | -12.1%      | -4.3%       | -8.1%    | -11.0%      | -9.0%          | +3.0%       | -4.2%    | -6.2%     | +3.7%       | -9.0%       | -3.2%    | +4.2%       | -0.7%          | +19.1%      | +11.9%   | +4.5%     | -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  | 78,217      | 239,265        | 95,406      | 173,623  | 334,671   | -       | -      | 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%    | 73.3%       | 75.2%          | 73.2%       | 73.2%    | 74.6%     | -       | -      | 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%    | +2.0%       | -2.1%          | +2.3%       | +2.1%    | -0.9%     | -       | -      | -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   | 28,507      | 78,767         | 34,945      | 63,452   | 113,712   | -       | -      | 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%    | 26.7%       | 24.8%          | 26.8%       | 26.8%    | 25.4%     | -       | -      | 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%    | +9.7%       | +5.7%          | +11.3%      | +10.5%   | +7.4%     | -       | -      | +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   | 16,631      | 48,679         | 19,284      | 35,915   | 67,963    | -       | -      | 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%    | 15.6%       | 15.3%          | 14.8%       | 15.1%    | 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%    | +10.9%      | +9.7%          | +15.7%      | +13.4%   | +11.3%    | -       | -      | +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   | 11,877      | 30,088         | 15,660      | 27,537   | 45,748    | 17,500  | +4.1%  | 44,500              | +2.8%      |                      |            |
| Composition   | 8.0%        | 9.6%        | 8.8%     | 10.7%       | 9.4%           | 11.8%       | 11.3%    | 10.1%     | 7.6%        | 9.5%        | 8.6%     | 11.1%       | 9.5%           | 12.0%       | 11.6%    | 10.2%     | 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%    | +7.9%       | -0.1%          | +6.3%       | +7.0%    | +2.0%     | -8.4%   |        | -0.8%               |            |                      |            |
| Non-operating income  | 938         | 453         | 1,391    | 571         | 1,962          | 20          | 591      | 1,982     | 1,089       | 90          | 1,179    | 377         | 1,556          | 455         | 832      | 2,011     | -       | -      | -                   | -          |                      |            |
| Non-operating expenses                                      | 228         | 253         | 481      | 191         | 672            | 79          | 270      | 751       | 224         | 3,774       | 3,998    | 115         | 4,113          | 4,389       | 4,504    | 8,502     | -       | -      | -                   | -          |                      |            |
| Recurring profit  | 8,770       | 11,239      | 20,009   | 11,384      | 31,393         | 14,677      | 26,061   | 46,070    | 8,543       | 6,849       | 15,392   | 12,139      | 27,531         | 11,726      | 23,865   | 39,257    | 18,400  | -16.3% | 44,000              | -10.8%     |                      |            |
| Composition   | 8.7%        | 9.7%        | 9.3%     | 11.1%       | 9.8%           | 11.8%       | 11.5%    | 10.4%     | 8.5%        | 6.2%        | 7.3%     | 11.4%       | 8.7%           | 9.0%        | 10.1%    | 8.8%      | 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%   | +6.6%       | -12.3%         | -20.1%      | -8.4%    | -14.8%    | -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    | 401         | 4,063          | 5,646       | 6,047    | 9,709     | -       | -      | -                   | 0          |                      |            |
| Extraordinary loss  | 138         | 5,906       | 6,044    | 1,152       | 7,196          | 4,932       | 6,084    | 12,128    | 448         | 1,205       | 1,653    | 597         | 2,250          | 1,900       | 2,497    | 4,150     | -       | -      | -                   | 0          |                      |            |
| 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   | 11,943      | 29,344         | 15,472      | 27,415   | 44,816    | -       | -      | -                   | -          |                      |            |
| Composition   | 8.6%        | 10.1%       | 9.4%     | 10.8%       | 9.9%           | 10.6%       | 10.7%    | 10.1%     | 8.1%        | 8.4%        | 8.2%     | 11.2%       | 9.2%           | 11.9%       | 11.6%    | 10.0%     | -       | -      | -                   | -          |                      |            |
| YOY change  | +37.2%      | +7.4%       | +18.4%   | +17.4%      | +18.0%         | +8.7%       | +12.5%   | +15.1%    | -6.7%       | -20.2%      | -14.4%   | +7.7%       | -6.6%          | +17.1%      | +12.8%   | +0.4%     | -       | -      | -                   | -          |                      |            |
| 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    | 3,911       | 10,738         | 5,825       | 9,736    | 16,563    | -       | -      | -                   | -          |                      |            |
| Net income (loss) attributable to non-controlling interests | 183         | 293         | 476      | 211         | 687            | 269         | 480      | 956       | 117         | 179         | 296      | 187         | 483            | 78          | 265      | 561       | -       | -      | -                   | -          |                      |            |
| 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   | 7,844       | 18,121         | 9,571       | 17,415   | 27,692    | 12,000  | -14.4% | 29,500              | -6.1%      |                      |            |
| Composition   | 6.0%        | 6.2%        | 6.1%     | 7.0%        | 6.4%           | 7.2%        | 7.1%     | 6.6%      | 5.5%        | 4.3%        | 4.9%     | 7.3%        | 5.7%           | 7.3%        | 7.3%     | 6.2%      | 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%   | +9.4%       | -11.3%         | +6.6%       | +7.9%    | -5.8%     | -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  | 106,725     | 318,033        | 130,350     | 237,075  | 448,383   |
| YOY change                     | +4.7%       | +8.2%       | +6.5%    | +2.8%       | +5.3%          | +5.9%       | +4.4%    | +5.5%     | -0.6%       | -3.8%       | -2.3%    | +3.9%       | -0.3%          | +4.5%       | +4.2%    | +1.1%     |
| Credit card                    | 17,297      | 18,626      | 35,923   | 17,818      | 53,741         | 21,377      | 39,195   | 75,118    | 18,284      | 19,868      | 38,152   | 19,149      | 57,301         | 21,964      | 41,113   | 79,265    |
| YOY change                     | -9.1%       | +4.1%       | -2.7%    | +0.2%       | -1.8%          | +12.9%      | +6.7%    | +2.0%     | +5.7%       | +6.7%       | +6.2%    | +7.5%       | +6.6%          | +2.7%       | +4.9%    | +5.5%     |
| Banking                        | 7,720       | 7,706       | 15,426   | 6,761       | 22,187         | 7,913       | 14,674   | 30,100    | 6,496       | 7,533       | 14,029   | 6,660       | 20,689         | 9,959       | 16,619   | 30,648    |
| YOY change                     | +35.5%      | +17.8%      | +26.1%   | +9.7%       | +20.6%         | -3.3%       | +2.3%    | +13.2%    | -15.9%      | -2.2%       | -9.1%    | -1.5%       | -6.8%          | +25.9%      | +13.3%   | +1.8%     |
| Insurance                      | 6,929       | 7,789       | 14,718   | 6,866       | 21,584         | 7,690       | 14,556   | 29,274    | 6,951       | 7,307       | 14,258   | 7,713       | 21,971         | 8,169       | 15,882   | 30,140    |
| YOY change                     | +8.1%       | +11.3%      | +9.7%    | +2.6%       | +7.4%          | +7.2%       | +5.0%    | +7.3%     | +0.3%       | -6.2%       | -3.1%    | +12.3%      | +1.8%          | +6.2%       | +9.1%    | +3.0%     |
| Other finance                  | 5,244       | 5,788       | 11,032   | 6,379       | 17,411         | 6,878       | 13,257   | 24,289    | 4,306       | 4,093       | 8,399    | 4,088       | 12,487         | 5,376       | 9,464    | 17,863    |
| YOY change                     | +18.5%      | +18.0%      | +18.2%   | +34.6%      | +23.7%         | +26.6%      | +30.4%   | +24.5%    | -17.9%      | -29.3%      | -23.9%   | -35.9%      | -28.3%         | -21.8%      | -28.6%   | -26.5%    |
| 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   | 11,202      | 32,785         | 12,318      | 23,520   | 45,103    |
| YOY change                     | +0.6%       | -2.9%       | -1.3%    | -0.9%       | -1.2%          | +0.8%       | -0.0%    | -0.6%     | +0.9%       | -6.3%       | -2.9%    | +5.1%       | -0.3%          | -4.2%       | +0.0%    | -1.4%     |
| 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   | 10,387      | 30,298         | 12,126      | 22,513   | 42,424    |
| YOY change                     | +1.2%       | +5.3%       | +3.5%    | -4.3%       | +0.9%          | +6.8%       | +1.4%    | +2.4%     | +4.0%       | -1.4%       | +1.0%    | +17.1%      | +6.0%          | +16.6%      | +16.8%   | +8.8%     |
| Distribution                   | 7,729       | 8,757       | 16,486   | 8,388       | 24,874         | 9,102       | 17,490   | 33,976    | 7,737       | 7,720       | 15,457   | 7,873       | 23,330         | 8,349       | 16,222   | 31,679    |
| YOY change                     | +2.9%       | +4.6%       | +3.8%    | +5.1%       | +4.2%          | +0.6%       | +2.7%    | +3.2%     | +0.1%       | -11.8%      | -6.2%    | -6.1%       | -6.2%          | -8.3%       | -7.2%    | -6.8%     |
| Services                       | 25,659      | 30,264      | 55,923   | 26,143      | 82,066         | 30,656      | 56,799   | 112,722   | 25,371      | 29,829      | 55,200   | 28,459      | 83,659         | 34,858      | 63,317   | 118,517   |
| YOY change                     | +12.0%      | +15.6%      | +14.0%   | +5.7%       | +11.2%         | +3.2%       | +4.3%    | +8.9%     | -1.1%       | -1.4%       | -1.3%    | +8.9%       | +1.9%          | +13.7%      | +11.5%   | +5.1%     |
| Public institutions            | 8,029       | 9,124       | 17,153   | 6,879       | 24,032         | 12,254      | 19,133   | 36,286    | 6,791       | 9,223       | 16,014   | 6,877       | 22,891         | 10,758      | 17,635   | 33,649    |
| YOY change                     | +6.6%       | +6.9%       | +6.7%    | -5.4%       | +2.9%          | +6.4%       | +1.8%    | +4.1%     | -15.4%      | +1.1%       | -6.6%    | -0.0%       | -4.7%          | -12.2%      | -7.8%    | -7.3%     |
| Others                         | 3,321       | 4,369       | 7,690    | 3,949       | 11,639         | 5,570       | 9,519    | 17,209    | 4,965       | 3,335       | 8,300    | 4,318       | 12,618         | 6,472       | 10,790   | 19,090    |
| YOY change                     | -17.9%      | -2.3%       | -9.7%    | -12.8%      | -10.8%         | +5.2%       | -3.1%    | -6.2%     | +49.5%      | -23.7%      | +7.9%    | +9.3%       | +8.4%          | +16.2%      | +13.4%   | +10.9%    |

## (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  | 106,725     | 318,033        | 130,350     | 237,075  | 448,383   | 210,000             | +0.6%      | 445,000              | +0.8%      |
| YOY change                            | +4.7%       | +8.2%       | +6.5%    | +2.8%       | +5.3%          | +5.9%       | +4.4%    | +5.5%     | -0.6%       | -3.8%       | -2.3%    | +3.9%       | -0.3%          | +4.5%       | +4.2%    | +1.1%     | -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   | 30,826      | 93,695         | 43,251      | 74,077   | 136,946   | 64,000              | -1.8%      | 134,500              | +1.8%      |
| YOY change                            | +6.3%       | +6.9%       | +6.6%    | +7.3%       | +6.8%          | +6.4%       | +6.8%    | +6.7%     | +6.3%       | +3.8%       | +5.0%    | +2.6%       | +4.2%          | +21.4%      | +12.8%   | +9.1%     | +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   | 8,959       | 26,025         | 9,428       | 18,387   | 35,453    | 16,700              | +2.2%      | 33,500               | +5.8%      |
| YOY change                            | -14.1%      | -8.2%       | -11.2%   | -11.4%      | -11.2%         | +6.9%       | -2.7%    | -7.0%     | +5.3%       | +5.1%       | +5.2%    | +6.7%       | +5.7%          | +3.8%       | +5.2%    | +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   | 27,007      | 80,597         | 30,063      | 57,070   | 110,660   | 53,000              | +1.1%      | 115,000              | -3.8%      |
| YOY change                            | +1.5%       | +8.8%       | +5.2%    | +5.1%       | +5.1%          | +14.1%      | +9.9%    | +7.6%     | -3.3%       | -3.4%       | -3.4%    | +1.9%       | -1.7%          | -7.5%       | -3.3%    | -3.3%     | -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   | 46,432      | 137,905        | 56,509      | 102,941  | 194,414   | 91,000              | +0.5%      | 196,000              | -0.8%      |
| YOY change                            | +10.6%      | +10.6%      | +10.6%   | +3.4%       | +8.3%          | +3.7%       | +3.6%    | +6.9%     | -4.0%       | -11.3%      | -8.0%    | +3.0%       | -4.6%          | -2.9%       | -0.3%    | -4.1%     | -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    | 2,068       | 6,180          | 2,657       | 4,725    | 8,837     | 4,000               | +2.8%      | 8,000                | +10.5%     |
| YOY change                            | -10.9%      | +0.3%       | -5.3%    | -2.8%       | -4.5%          | +5.8%       | +1.5%    | -2.0%     | -1.7%       | -8.6%       | -5.4%    | -3.9%       | -4.9%          | +15.1%      | +5.9%    | +0.3%     | -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  | -8,567      | -26,371        | -11,557     | -20,124  | -37,928   | -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   | 11,877      | 30,088         | 15,660      | 27,537   | 45,748    | 17,500              | +4.1%      | 44,500               | +2.8%      |
| Composition                           | 8.0%        | 9.6%        | 8.8%     | 10.7%       | 9.4%           | 11.8%       | 11.3%    | 10.1%     | 7.6%        | 9.5%        | 8.6%     | 11.1%       | 9.5%           | 12.0%       | 11.6%    | 10.2%     | 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%    | +7.9%       | -0.1%          | +6.3%       | +7.0%    | +2.0%     | -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    | 2,551       | 5,123          | 3,572       | 6,123    | 8,695     | 2,500               | +2.9%      | 8,800                | -1.2%      |
| Composition                           | 4.3%        | 3.9%        | 4.1%     | 8.8%        | 5.7%           | 8.7%        | 8.7%     | 6.5%      | 3.8%        | 4.4%        | 4.1%     | 8.3%        | 5.5%           | 8.3%        | 8.3%     | 6.3%      | 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%    | -3.9%       | +0.2%          | +15.7%      | +6.7%    | +6.1%     | +1.7%               |            | +7.3%                |            |
| BPO                                   | 415         | 578         | 993      | 774         | 1,767          | 855         | 1,629    | 2,622     | 557         | 752         | 1,309    | 833         | 2,142          | 963         | 1,796    | 3,105     | 1,200               | +9.1%      | 2,600                | +19.4%     |
| Composition                           | 5.3%        | 6.9%        | 6.1%     | 9.2%        | 7.2%           | 9.4%        | 9.3%     | 7.8%      | 6.7%        | 8.6%        | 7.7%     | 9.3%        | 8.2%           | 10.2%       | 9.8%     | 8.8%      | 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%   | +7.6%       | +21.2%         | +12.5%      | +10.3%   | +18.4%    | +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    | 4,005       | 10,680         | 4,640       | 8,645    | 15,320    | 6,400               | +4.3%      | 15,300               | +0.1%      |
| Composition                           | 11.6%       | 13.3%       | 12.5%    | 13.5%       | 12.8%          | 13.6%       | 13.6%    | 13.0%     | 10.8%       | 14.0%       | 12.5%    | 14.8%       | 13.3%          | 15.4%       | 15.1%    | 13.8%     | 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%    | +11.7%      | +1.6%          | +4.8%       | +7.9%    | +2.6%     | -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    | 4,631       | 12,430         | 6,280       | 10,911   | 18,710    | 7,400               | +5.4%      | 18,100               | +3.4%      |
| Composition                           | 7.2%        | 9.7%        | 8.6%     | 9.1%        | 8.7%           | 11.3%       | 10.3%    | 9.5%      | 7.1%        | 9.8%        | 8.5%     | 10.0%       | 9.0%           | 11.1%       | 10.6%    | 9.6%      | 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%    | +13.3%      | -1.4%          | -4.2%       | +2.5%    | -2.3%     | -13.1%              |            | -5.5%                |            |
| Other business                        | 189         | 279         | 468      | 203         | 671            | 261         | 464      | 932       | 186         | 224         | 410      | 180         | 590            | 348         | 528      | 938       | 300                 | +36.7%     | 700                  | +34.0%     |
| Composition                           | 9.3%        | 12.1%       | 10.8%    | 9.4%        | 10.3%          | 11.3%       | 10.4%    | 10.6%     | 9.3%        | 10.6%       | 10.0%    | 8.7%        | 9.6%           | 13.1%       | 11.2%    | 10.6%     | 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%   | -11.3%      | -12.1%         | +33.3%      | +13.8%   | +0.7%     | -35.9%              |            | -24.9%               |            |
| Inter-segment elimination/adjustments | -113        | -144        | -257     | -301        | -558           | -451        | -752     | -1,009    | -90         | -466        | -556     | -323        | -879           | -143        | -466     | -1,022    | -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  | 52,600      | 162,020        | 75,303      | 127,903  | 237,323   |
| YOY change                      | +11.5%      | +1.8%       | +6.2%    | +1.5%       | +4.6%          | +0.4%       | +0.9%    | +3.4%     | -12.0%      | -5.1%       | -8.4%    | -5.3%       | -7.4%          | +5.6%       | +0.8%    | -3.7%     |
| 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   | 13,613      | 41,063         | 13,974      | 27,587   | 55,037    |
| YOY change                      | +23.4%      | +14.3%      | +18.8%   | +18.6%      | +18.7%         | -2.4%       | +7.5%    | +13.1%    | +5.1%       | -9.0%       | -1.8%    | +1.0%       | -0.9%          | +13.4%      | +6.9%    | +2.4%     |
| 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   | 13,127      | 43,705         | 24,785      | 37,912   | 68,490    |
| YOY change                      | +20.6%      | -8.3%       | +1.6%    | +10.8%      | +4.4%          | +8.7%       | +9.5%    | +5.9%     | -24.8%      | +9.0%       | -4.7%    | -16.5%      | -8.6%          | -2.6%       | -7.9%    | -6.5%     |
| 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   | 25,860      | 77,251         | 36,544      | 62,404   | 113,795   |
| YOY change                      | +3.2%       | +3.9%       | +3.6%    | -9.7%       | -0.9%          | -4.2%       | -6.7%    | -1.9%     | -14.8%      | -12.3%      | -13.5%   | -1.9%       | -10.0%         | +8.9%       | +4.2%    | -4.6%     |
| 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   | 74,984      | 74,984         | 83,797      | 83,797   | 83,797    |
| YOY change                      | +15.9%      | +6.8%       | +6.8%    | +6.8%       | +6.8%          | +4.9%       | +4.9%    | +4.9%     | -3.6%       | -3.0%       | -3.0%    | -3.0%       | -3.0%          | +5.7%       | +5.7%    | +5.7%     |
| 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   | 22,145      | 22,145         | 20,367      | 20,367   | 20,367    |
| YOY change                      | +16.5%      | +11.0%      | +11.0%   | +16.9%      | +16.9%         | +11.4%      | +11.4%   | +11.4%    | +14.3%      | +1.5%       | +1.5%    | +25.3%      | +25.3%         | +33.0%      | +33.0%   | +33.0%    |
| 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   | 22,311      | 22,311         | 28,541      | 28,541   | 28,541    |
| YOY change                      | +27.6%      | +9.2%       | +9.2%    | +17.8%      | +17.8%         | +15.6%      | +15.6%   | +15.6%    | +2.2%       | +9.8%       | +9.8%    | -3.0%       | -3.0%          | +0.5%       | +0.5%    | +0.5%     |
| 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   | 30,528      | 30,528         | 34,887      | 34,887   | 34,887    |
| YOY change                      | +10.2%      | +3.6%       | +3.6%    | -3.0%       | -3.0%          | -4.5%       | -4.5%    | -4.5%     | -13.9%      | -12.9%      | -12.9%   | -16.7%      | -16.7%         | -1.9%       | -1.9%    | -1.9%     |

## (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  | -           | -              | -           | 238,115  | 452,284   |
| YOY change                      | -           | -           | +5.3%    | -           | -              | -           | +0.7%    | +2.9%     | -           | -           | -2.8%    | -           | -              | -           | +8.5%    | +2.9%     |
| Service IT Business             | -           | -           | 59,187   | -           | -              | -           | 52,741   | 111,929   | -           | -           | 63,330   | -           | -              | -           | 65,176   | 128,507   |
| YOY change                      | -           | -           | +3.3%    | -           | -              | -           | +5.4%    | +4.3%     | -           | -           | +7.0%    | -           | -              | -           | +23.6%   | +14.8%    |
| BPO                             | -           | -           | 14,804   | -           | -              | -           | 15,884   | 30,688    | -           | -           | 15,732   | -           | -              | -           | 16,970   | 32,702    |
| YOY change                      | -           | -           | -11.9%   | -           | -              | -           | -2.7%    | -7.4%     | -           | -           | +6.3%    | -           | -              | -           | +6.8%    | +6.6%     |
| Financial IT Business           | -           | -           | 55,472   | -           | -              | -           | 61,542   | 117,015   | -           | -           | 52,489   | -           | -              | -           | 61,431   | 113,921   |
| YOY change                      | -           | -           | +10.5%   | -           | -              | -           | +5.6%    | +7.9%     | -           | -           | -5.4%    | -           | -              | -           | -0.2%    | -2.6%     |
| Industrial IT Business          | -           | -           | 90,894   | -           | -              | -           | 89,222   | 180,116   | -           | -           | 82,617   | -           | -              | -           | 94,536   | 177,153   |
| YOY change                      | -           | -           | +7.0%    | -           | -              | -           | -4.3%    | +1.1%     | -           | -           | -9.1%    | -           | -              | -           | +6.0%    | -1.6%     |
| Order backlog at period-end     | -           | -           | 139,045  | -           | -              | -           | 133,121  | 133,121   | -           | -           | 137,965  | -           | -              | -           | 147,214  | 147,214   |
| YOY change                      | -           | -           | +6.5%    | -           | -              | -           | +0.1%    | +0.1%     | -           | -           | -0.8%    | -           | -              | -           | +10.6%   | +10.6%    |
| Service IT Business             | -           | -           | 39,871   | -           | -              | -           | 34,434   | 34,434    | -           | -           | 41,172   | -           | -              | -           | 44,421   | 44,421    |
| YOY change                      | -           | -           | +4.2%    | -           | -              | -           | +1.6%    | +1.6%     | -           | -           | +3.3%    | -           | -              | -           | +29.0%   | +29.0%    |
| BPO                             | -           | -           | -        | -           | -              | -           | -        | -         | -           | -           | -        | -           | -              | -           | -        | -         |
| YOY change                      | -           | -           | -        | -           | -              | -           | -        | -         | -           | -           | -        | -           | -              | -           | -        | -         |
| Financial IT Business           | -           | -           | 41,812   | -           | -              | -           | 44,456   | 44,456    | -           | -           | 43,560   | -           | -              | -           | 48,115   | 48,114    |
| YOY change                      | -           | -           | +13.4%   | -           | -              | -           | +6.7%    | +6.7%     | -           | -           | +4.2%    | -           | -              | -           | +8.2%    | +8.2%     |
| Industrial IT Business          | -           | -           | 57,361   | -           | -              | -           | 54,230   | 54,230    | -           | -           | 53,232   | -           | -              | -           | 54,678   | 54,678    |
| YOY change                      | -           | -           | +3.5%    | -           | -              | -           | -5.5%    | -5.5%     | -           | -           | -7.2%    | -           | -              | -           | +0.8%    | +0.8%     |

## (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    | 7,357       | 15,290         | 9,795       | 17,152   | 25,085    | -                   | 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    | 2,574       | 9,761          | 3,557       | 6,131    | 13,318    | -                   | 13,000               |
| Research and development expenses          | 351         | 479         | 830      | 396         | 1,226          | 476         | 872      | 1,702     | 336         | 575         | 911      | 410         | 1,321          | 468         | 878      | 1,789     | -                   | 2,100                |
| Amortization of goodwill                   | 38          | 50          | 88       | 41          | 129            | 42          | 83       | 171       | 39          | 66          | 105      | 76          | 181            | 131         | 207      | 312       | -                   | 280                  |
| Goodwill balance at the end of the term    | 475         | 428         | 428      | 390         | 390            | 355         | 355      | 355       | 299         | 1,089       | 1,089    | 2,068       | 2,068          | 2,550       | 2,550    | 2,550     | -                   | 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   | 21,891      | 21,891         | 21,817      | 21,817   | 21,817    | -                   | -                    |

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)  | FY2011    | FY2012    | FY2013    | FY2014    | FY2015    | FY2016    | FY2017    | FY2018    | FY2019    | FY2020    | FY2021    | FY2022             |                     |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------------|---------------------|
|  | Full Year | 1st half<br>(Plan) | Full Year<br>(Plan) |
| Net sales  | 323,173   | 327,417   | 337,834   | 346,647   | 361,025   | 382,689   | 393,398   | 405,648   | 420,769   | 443,717   | 448,383   | 225,000            | 470,000             |
| YOY change   | +3.0%     | +1.3%     | +3.2%     | +2.6%     | +4.1%     | +6.0%     | +2.8%     | +3.1%     | +3.7%     | +5.5%     | +1.1%     | +0.0%              | +4.8%               |
| Service IT Business  | -         | -         | -         | -         | -         | -         | -         | 93,731    | 104,154   | 111,377   | 124,372   | 67,400             | 142,200             |
| YOY change   | -         | -         | -         | -         | -         | -         | -         | -         | +11.1%    | +6.9%     | +11.7%    | +0.0%              | +14.3%              |
| BPO  | -         | -         | -         | -         | -         | -         | -         | 34,909    | 33,134    | 30,688    | 32,702    | 16,100             | 33,200              |
| YOY change   | -         | -         | -         | -         | -         | -         | -         | -         | -5.1%     | -7.4%     | +6.6%     | +0.0%              | +1.5%               |
| Financial IT Business  | -         | -         | -         | -         | -         | -         | -         | 106,424   | 106,103   | 114,204   | 110,262   | 56,800             | 116,600             |
| YOY change   | -         | -         | -         | -         | -         | -         | -         | -         | -0.3%     | +7.6%     | -3.5%     | +0.0%              | +5.7%               |
| Industrial IT Business   | -         | -         | -         | -         | -         | -         | -         | 165,686   | 172,949   | 183,292   | 176,706   | 82,200             | 173,500             |
| YOY change   | -         | -         | -         | -         | -         | -         | -         | -         | +4.4%     | +6.0%     | -3.6%     | +0.0%              | -1.8%               |
| Other business   | -         | -         | -         | -         | -         | -         | -         | 4,896     | 4,427     | 4,153     | 4,340     | 2,500              | 4,500               |
| YOY change   | -         | -         | -         | -         | -         | -         | -         | -         | -9.6%     | -6.2%     | +4.5%     | +0.0%              | +3.7%               |
| 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  | 124,496   | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| YOY change   | -1.3%     | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| Software development   | 163,889   | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| YOY change   | +5.1%     | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| Solution services  | 27,183    | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| YOY change   | +8.6%     | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| Other business   | 7,604     | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| YOY change   | +13.6%    | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| Cost of sales  | 261,145   | 266,159   | 276,935   | 283,881   | 294,927   | 312,153   | 317,440   | 321,286   | 325,985   | 337,820   | 334,671   | -                  | 347,000             |
| Composition  | 80.8%     | 81.3%     | 82.0%     | 81.9%     | 81.7%     | 81.6%     | 80.7%     | 79.2%     | 77.5%     | 76.1%     | 74.6%     | -                  | 73.8%               |
| YOY change   | +2.5%     | +1.9%     | +4.0%     | +2.5%     | +3.9%     | +5.8%     | +1.7%     | +1.2%     | +1.5%     | +3.6%     | -0.9%     | -                  | +3.7%               |
| Gross profit   | 62,027    | 61,258    | 60,899    | 62,766    | 66,097    | 70,535    | 75,958    | 84,362    | 94,784    | 105,896   | 113,712   | -                  | 123,000             |
| Composition  | 19.2%     | 18.7%     | 18.0%     | 18.1%     | 18.3%     | 18.4%     | 19.3%     | 20.8%     | 22.5%     | 23.9%     | 25.4%     | -                  | 26.2%               |
| YOY change   | +5.1%     | -1.2%     | -0.6%     | +3.1%     | +5.3%     | +6.7%     | +7.7%     | +11.1%    | +12.4%    | +11.7%    | +7.4%     | -                  | +8.2%               |
| Selling, general and administrative expenses                   | 49,209    | 45,636    | 42,727    | 43,255    | 44,976    | 46,099    | 48,938    | 51,618    | 56,740    | 61,057    | 67,963    | -                  | 74,500              |
| Composition  | 15.2%     | 13.9%     | 12.6%     | 12.5%     | 12.5%     | 12.0%     | 12.4%     | 12.7%     | 13.5%     | 13.8%     | 15.2%     | -                  | 15.9%               |
| YOY change   | +14.4%    | -7.3%     | -6.4%     | +1.2%     | +4.0%     | +2.5%     | +6.2%     | +5.5%     | +9.9%     | +7.6%     | +11.3%    | -                  | +9.6%               |
| Operating income   | 12,818    | 15,621    | 18,171    | 19,510    | 21,121    | 24,436    | 27,019    | 32,743    | 38,043    | 44,839    | 45,748    | 20,500             | 48,500              |
| Composition  | 4.0%      | 4.8%      | 5.4%      | 5.6%      | 5.9%      | 6.4%      | 6.9%      | 8.1%      | 9.0%      | 10.1%     | 10.2%     | 0.0%               | 10.3%               |
| YOY change   | -19.9%    | +21.9%    | +16.3%    | +7.4%     | +8.3%     | +15.7%    | +10.6%    | +21.2%    | +16.2%    | +17.9%    | +2.0%     | +0.0%              | +6.0%               |
| Recurring profit   | 12,625    | 15,393    | 17,440    | 18,971    | 21,251    | 24,521    | 27,092    | 32,795    | 38,603    | 46,070    | 39,257    | 20,500             | 48,500              |
| Composition  | 3.9%      | 4.7%      | 5.2%      | 5.5%      | 5.9%      | 6.4%      | 6.9%      | 8.1%      | 9.2%      | 10.4%     | 8.8%      | 0.0%               | 10.3%               |
| YOY change   | -19.7%    | +21.9%    | +13.3%    | +8.8%     | +12.0%    | +15.4%    | +10.5%    | +21.1%    | +17.7%    | +19.3%    | -14.8%    | +0.0%              | +23.5%              |
| Net income (loss) attributable to owners of the parent company | 5,985     | 2,135     | 5,868     | 7,913     | 10,275    | 12,678    | 16,306    | 20,620    | 26,034    | 29,411    | 27,692    | 13,700             | 32,200              |
| Composition  | 1.9%      | 0.7%      | 1.7%      | 2.3%      | 2.8%      | 3.3%      | 4.1%      | 5.1%      | 6.2%      | 6.6%      | 6.2%      | 0.0%               | 6.9%                |
| YOY change   | -21.9%    | -64.3%    | +174.8%   | +34.9%    | +29.8%    | +23.4%    | +28.6%    | +26.5%    | +26.3%    | +13.0%    | -5.8%     | +0.0%              | +16.3%              |
| Net income per share - basic (yen)                             | 68.19     | 24.33     | 66.86     | 90.16     | 117.40    | 145.22    | 189.02    | 241.44    | 307.83    | 350.35    | 110.51    | -                  | 128.78              |
| Net income per share - diluted (yen)                           | -         | 24.33     | 66.83     | 90.12     | -         | -         | -         | -         | -         | -         | -         | -                  | -                   |
| Dividends per share (yen)                                      | 32.00     | 18.00     | 21.00     | 25.00     | 30.00     | 33.00     | 36.00     | 40.00     | 70.00     | 90.00     | 35.00     | 13.00              | 27.00               |
| Payout ratio (%)   | 46.9%     | 74.0%     | 31.4%     | 27.7%     | 25.6%     | 22.7%     | 19.0%     | 16.6%     | 22.8%     | 25.7%     | 31.9%     | -                  | 31.1%               |
| Total Return Ratio(%)  | 46.9%     | 74.0%     | 31.4%     | 27.7%     | 30.4%     | 35.3%     | 31.9%     | 30.5%     | 39.0%     | 39.8%     | 42.8%     | -                  | 45.0%               |

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)                     | FY2011    | FY2012    | FY2013    | FY2014    | FY2015    | FY2016    | FY2017    | FY2018    | FY2019    | FY2020    | FY2021    | FY2022             |                     |
|---------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------------|---------------------|
|                                       | Full Year | 1st half<br>(Plan) | Full Year<br>(Plan) |
| Net sales                             | 323,173   | 327,417   | 337,834   | 346,647   | 361,025   | 382,689   | 393,398   | 405,648   | 420,769   | 443,717   | 448,383   | 225,000            | 470,000             |
| YOY change                            | +3.0%     | +1.3%     | +3.2%     | +2.6%     | +4.1%     | +6.0%     | +2.8%     | +3.1%     | +3.7%     | +5.5%     | +1.1%     | +0.0%              | +4.8%               |
| Service IT Business                   | -         | -         | -         | -         | -         | -         | -         | 100,603   | 117,617   | 125,518   | 136,946   | 74,000             | 155,500             |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | +16.9%    | +6.7%     | +9.1%     | +0.0%              | +13.5%              |
| BPO                                   | -         | -         | -         | -         | -         | -         | -         | 38,257    | 36,231    | 33,699    | 35,453    | 17,500             | 36,000              |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | -5.3%     | -7.0%     | +5.2%     | +0.0%              | +1.5%               |
| Financial IT Business                 | -         | -         | -         | -         | -         | -         | -         | 106,655   | 106,436   | 114,472   | 110,660   | 57,000             | 117,000             |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | -0.2%     | +7.6%     | -3.3%     | +0.0%              | +5.7%               |
| Industrial IT Business                | -         | -         | -         | -         | -         | -         | -         | 176,485   | 189,595   | 202,701   | 194,414   | 90,000             | 191,000             |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | +7.4%     | +6.9%     | -4.1%     | +0.0%              | -1.8%               |
| Other business                        | -         | -         | -         | -         | -         | -         | -         | 10,688    | 8,982     | 8,806     | 8,837     | 4,500              | 9,000               |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | -16.0%    | -2.0%     | +0.3%     | +0.0%              | +1.8%               |
| Inter-segment elimination/adjustments | -         | -         | -         | -         | -         | -         | -         | -27,041   | -38,092   | -41,481   | -37,928   | -18,000            | -38,500             |
| 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                      | 12,818    | 15,621    | 18,171    | 19,510    | 21,121    | 24,436    | 27,019    | 32,743    | 38,043    | 44,839    | 45,748    | 20,500             | 48,500              |
| Composition                           | 4.0%      | 4.8%      | 5.4%      | 5.6%      | 5.9%      | 6.4%      | 6.9%      | 8.1%      | 9.0%      | 10.1%     | 10.2%     | 0.0%               | 10.3%               |
| YOY change                            | -19.9%    | +21.9%    | +16.3%    | +7.4%     | +8.3%     | +15.7%    | +10.6%    | +21.2%    | +16.2%    | +17.9%    | +2.0%     | +0.0%              | +6.0%               |
| Service IT Business                   | -         | -         | -         | -         | -         | -         | -         | 8,139     | 8,519     | 8,198     | 8,695     | 4,300              | 10,800              |
| Composition                           | -         | -         | -         | -         | -         | -         | -         | 8.1%      | 7.2%      | 6.5%      | 6.3%      | 0.0%               | 6.9%                |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | +4.7%     | -3.8%     | +6.1%     | +0.0%              | +24.2%              |
| BPO                                   | -         | -         | -         | -         | -         | -         | -         | 1,638     | 1,843     | 2,622     | 3,105     | 1,400              | 3,300               |
| Composition                           | -         | -         | -         | -         | -         | -         | -         | 4.3%      | 5.1%      | 7.8%      | 8.8%      | 0.0%               | 9.2%                |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | +12.6%    | +42.2%    | +18.4%    | +0.0%              | +6.3%               |
| Financial IT Business                 | -         | -         | -         | -         | -         | -         | -         | 11,331    | 12,797    | 14,936    | 15,320    | 7,200              | 16,000              |
| Composition                           | -         | -         | -         | -         | -         | -         | -         | 10.6%     | 12.0%     | 13.0%     | 13.8%     | 0.0%               | 13.7%               |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | +12.9%    | +16.7%    | +2.6%     | +0.0%              | +4.4%               |
| Industrial IT Business                | -         | -         | -         | -         | -         | -         | -         | 11,509    | 14,777    | 19,159    | 18,710    | 7,900              | 19,200              |
| Composition                           | -         | -         | -         | -         | -         | -         | -         | 6.5%      | 7.8%      | 9.5%      | 9.6%      | 0.0%               | 10.1%               |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | +28.4%    | +29.7%    | -2.3%     | +0.0%              | +2.6%               |
| Other business                        | -         | -         | -         | -         | -         | -         | -         | 1,010     | 961       | 932       | 938       | 450                | 950                 |
| Composition                           | -         | -         | -         | -         | -         | -         | -         | 9.4%      | 10.7%     | 10.6%     | 10.6%     | 0.0%               | 10.6%               |
| YOY change                            | -         | -         | -         | -         | -         | -         | -         | -         | -4.8%     | -3.0%     | +0.7%     | +0.0%              | +1.2%               |
| Inter-segment elimination/adjustments | -         | -         | -         | -         | -         | -         | -         | -884      | -855      | -1,009    | -1,022    | -750               | -1,750              |
| 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)               | FY2011    | FY2012    | FY2013    | FY2014    | FY2015    | FY2016    | FY2017    | FY2018    | FY2019    | FY2020    | FY2021    | FY2022          |                  |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|------------------|
|                                 | Full Year | 1st half (Plan) | Full Year (Plan) |
| Orders received during the term | 162,287   | 174,680   | 179,352   | 172,721   | 199,842   | 207,345   | 208,307   | 219,225   | 238,298   | 246,330   | 237,323   | -               | -                |
| YOY change                      | +10.7%    | +7.6%     | +2.7%     | -3.7%     | +15.7%    | +3.8%     | +0.5%     | +5.2%     | +8.7%     | +3.4%     | -3.7%     | -               | -                |
| Service IT Business             | -         | -         | -         | -         | -         | -         | -         | 42,757    | 47,513    | 53,741    | 55,037    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +11.1%    | +13.1%    | +2.4%     | -               | -                |
| Financial IT Business           | -         | -         | -         | -         | -         | -         | -         | 70,963    | 69,173    | 73,249    | 68,490    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -2.5%     | +5.9%     | -6.5%     | -               | -                |
| Industrial IT Business          | -         | -         | -         | -         | -         | -         | -         | 105,505   | 121,610   | 119,339   | 113,795   | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +15.3%    | -1.9%     | -4.6%     | -               | -                |
| 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     | 47,967    | 57,778    | 62,055    | 58,869    | 71,095    | 69,961    | 64,751    | 67,716    | 75,549    | 79,277    | 83,797    | -               | -                |
| YOY change                      | -3.2%     | +20.5%    | +7.4%     | -5.1%     | +20.8%    | -1.6%     | -7.4%     | +4.6%     | +11.6%    | +4.9%     | +5.7%     | -               | -                |
| Service IT Business             | -         | -         | -         | -         | -         | -         | -         | 12,142    | 13,746    | 15,309    | 20,367    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +13.2%    | +11.4%    | +33.0%    | -               | -                |
| Financial IT Business           | -         | -         | -         | -         | -         | -         | -         | 23,324    | 24,572    | 28,400    | 28,541    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +5.4%     | +15.6%    | +0.5%     | -               | -                |
| Industrial IT Business          | -         | -         | -         | -         | -         | -         | -         | 32,249    | 37,230    | 35,566    | 34,887    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +15.4%    | -4.5%     | -1.9%     | -               | -                |
| 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)               | FY2011    | FY2012    | FY2013    | FY2014    | FY2015    | FY2016    | FY2017    | FY2018    | FY2019    | FY2020    | FY2021    | FY2022          |                  |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|------------------|
|                                 | Full Year | 1st half (Plan) | Full Year (Plan) |
| Orders received during the term | -         | -         | -         | -         | -         | -         | -         | -         | 427,210   | 439,748   | 452,284   | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -         | +2.9%     | +2.9%     | -               | -                |
| Service IT Business             | -         | -         | -         | -         | -         | -         | -         | -         | 107,344   | 111,929   | 128,507   | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -         | +4.3%     | +14.8%    | -               | -                |
| BPO                             | -         | -         | -         | -         | -         | -         | -         | -         | 33,134    | 30,688    | 32,702    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -         | -7.4%     | +6.6%     | -               | -                |
| Financial IT Business           | -         | -         | -         | -         | -         | -         | -         | -         | 108,494   | 117,015   | 113,921   | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -         | +7.9%     | -2.6%     | -               | -                |
| Industrial IT Business          | -         | -         | -         | -         | -         | -         | -         | -         | 178,236   | 180,116   | 177,153   | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -         | +1.1%     | -1.6%     | -               | -                |
| Order backlog at period-end     | -         | -         | -         | -         | -         | -         | -         | 122,067   | 132,935   | 133,121   | 147,214   | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +8.9%     | +0.1%     | +10.6%    | -               | -                |
| Service IT Business             | -         | -         | -         | -         | -         | -         | -         | 30,693    | 33,883    | 34,434    | 44,421    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +10.4%    | +1.6%     | +29.0%    | -               | -                |
| BPO                             | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -         | -               | -                |
| Financial IT Business           | -         | -         | -         | -         | -         | -         | -         | 39,254    | 41,645    | 44,456    | 48,114    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +6.1%     | +6.7%     | +8.2%     | -               | -                |
| Industrial IT Business          | -         | -         | -         | -         | -         | -         | -         | 52,120    | 57,407    | 54,230    | 54,678    | -               | -                |
| YOY change                      | -         | -         | -         | -         | -         | -         | -         | -         | +10.1%    | -5.5%     | +0.8%     | -               | -                |

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

| (Millions of yen)                                | FY2011    | FY2012    | FY2013    | FY2014    | FY2015    | FY2016    | FY2017    | FY2018    | FY2019    | FY2020    | FY2021    | FY2022             |                     |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------------|---------------------|
|  | Full Year | 1st half<br>(Plan) | Full Year<br>(Plan) |
| Current assets                                   | 128,455   | 142,442   | 138,219   | 143,519   | 140,450   | 166,666   | 152,162   | 162,064   | 176,231   | 181,543   | 229,965   | -                  | -                   |
| Fixed assets                                     | 172,620   | 167,560   | 164,083   | 170,091   | 205,401   | 169,828   | 185,459   | 204,889   | 194,426   | 201,356   | 221,106   | -                  | -                   |
| Total assets                                     | 301,076   | 310,003   | 302,302   | 313,610   | 345,851   | 336,495   | 337,622   | 366,954   | 370,657   | 382,899   | 451,072   | -                  | -                   |
| Current liabilities                              | 73,090    | 83,065    | 91,063    | 72,790    | 77,666    | 91,508    | 78,676    | 81,310    | 91,126    | 88,479    | 100,915   | -                  | -                   |
| Non-current liabilities                          | 76,875    | 75,972    | 53,079    | 76,316    | 79,395    | 64,447    | 59,743    | 59,344    | 45,121    | 46,462    | 70,726    | -                  | -                   |
| Total liabilities                                | 149,965   | 159,038   | 144,143   | 149,107   | 157,062   | 155,955   | 138,420   | 140,655   | 136,248   | 134,942   | 171,642   | -                  | -                   |
| Net assets                                       | 151,110   | 150,965   | 158,159   | 164,502   | 188,789   | 180,539   | 199,202   | 226,298   | 234,408   | 247,957   | 279,429   | -                  | -                   |
| Total liabilities and net assets                 | 301,076   | 310,003   | 302,302   | 313,610   | 345,851   | 336,495   | 337,622   | 366,954   | 370,657   | 382,899   | 451,072   | -                  | -                   |
| Total interest-bearing debt                      | 77,454    | 76,515    | 60,550    | 58,869    | 52,114    | 46,158    | 35,144    | 32,876    | 26,893    | 22,294    | 43,629    | -                  | -                   |
| Interest-bearing debt ratio                      | 25.7%     | 24.7%     | 20.0%     | 18.8%     | 15.1%     | 13.7%     | 10.4%     | 9.0%      | 7.3%      | 5.8%      | 9.7%      | -                  | -                   |
| Net assets per share(yen)                        | 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  | 1,078.60  | -                  | -                   |
| Equity ratio (%)                                 | 47.7%     | 46.3%     | 49.8%     | 49.9%     | 53.3%     | 52.5%     | 57.8%     | 60.4%     | 62.0%     | 63.3%     | 60.0%     | -                  | -                   |
| Net income to equity capital ratio (%)           | 4.2%      | 1.5%      | 3.9%      | 5.1%      | 6.0%      | 7.0%      | 8.8%      | 9.9%      | 11.5%     | 12.5%     | 10.8%     | -                  | -                   |
| Net income ratio (%)                             | 1.9%      | 0.7%      | 1.7%      | 2.3%      | 2.8%      | 3.3%      | 4.1%      | 5.1%      | 6.2%      | 6.6%      | 6.2%      | -                  | -                   |
| Total asset turnover ratio                       | 1.05      | 1.07      | 1.10      | 1.13      | 1.09      | 1.12      | 1.17      | 1.15      | 1.14      | 1.16      | 1.08      | -                  | -                   |
| Financial leverage                               | 2.18      | 2.13      | 2.08      | 2.01      | 1.93      | 1.89      | 1.81      | 1.69      | 1.63      | 1.58      | 1.66      | -                  | -                   |
| Recurring profit to total assets ratio (%)       | 4.1%      | 5.0%      | 5.7%      | 6.2%      | 6.4%      | 7.2%      | 8.0%      | 9.3%      | 10.5%     | 12.2%     | 9.4%      | -                  | -                   |
| Cash flow from operating activities              | 27,236    | 23,658    | 21,515    | 25,770    | 22,938    | 25,496    | 18,952    | 36,386    | 37,558    | 38,569    | 33,345    | -                  | -                   |
| Cash flow from investing activities              | -18,957   | -15,158   | -14,391   | -5,334    | -17,744   | 8,688     | -23,488   | -14,202   | -1,213    | -26,437   | -17,522   | -                  | -                   |
| Cash flow from financial activities              | -18,755   | -4,230    | -19,883   | -5,872    | -19,067   | -14,979   | -18,327   | -10,543   | -16,773   | -14,544   | 12,484    | -                  | -                   |
| Cash and cash equivalents at the end of the term | 36,492    | 41,119    | 28,433    | 43,142    | 29,485    | 48,651    | 25,730    | 37,545    | 57,083    | 54,684    | 82,924    | -                  | -                   |
| Free cash flows                                  | 8,279     | 8,500     | 7,124     | 20,436    | 5,194     | 34,184    | -4,536    | 22,184    | 36,345    | 12,132    | 15,823    | -                  | -                   |
| Capital expenditures                             | 18,325    | 14,096    | 12,287    | 12,544    | 16,873    | 14,210    | 15,159    | 16,907    | 13,334    | 16,702    | 25,085    | -                  | 16,000              |
| Depreciation                                     | 12,308    | 12,745    | 12,920    | 12,454    | 12,809    | 11,952    | 11,801    | 12,572    | 12,783    | 12,020    | 13,318    | -                  | 13,000              |
| Research and development expenses                | 1,062     | 962       | 1,002     | 853       | 1,097     | 1,086     | 1,178     | 996       | 1,003     | 1,702     | 1,789     | -                  | 2,800               |
| Amortization of goodwill                         | 1,901     | 1,882     | 1,741     | 1,166     | 1,052     | 339       | 326       | 289       | 289       | 171       | 312       | -                  | 470                 |
| Goodwill balance at the end of the term          | 5,551     | 3,672     | 1,914     | 830       | 2,021     | 1,393     | 1,332     | 1,118     | 503       | 355       | 2,550     | -                  | 2,080               |
| Number of employees at the end of the term       | 20,831    | 20,347    | 19,553    | 19,081    | 19,090    | 19,393    | 19,843    | 19,877    | 19,483    | 19,744    | 21,817    | -                  | -                   |
| Number of new-graduate recruits                  | 928       | 649       | 356       | 455       | 620       | 688       | 674       | 712       | 892       | 810       | 902       | -                  | 834                 |
| Number of regular recruits                       | 370       | 450       | 379       | 549       | 499       | 687       | 575       | 840       | 661       | 731       | 750       | -                  | -                   |

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.

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## TIS INTEC Group

### **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.