



Supplementary Financial Data

First Two Quarters of Fiscal Year Ending March 31, 2022

November 5, 2021

TIS Inc.

1. Financial Summary for Fiscal 2021 (Previous Fiscal Year) and Fiscal 2022 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2021								FY2022										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	100,399	110,909	211,308	106,725	318,033	130,350	237,075	448,383	113,520	120,812	234,332						225,000	+4.1%	480,000			
YOY change	-0.6%	-3.8%	-2.3%	+3.9%	-0.3%	+4.5%	+4.2%	+1.1%	+13.1%	+8.9%	+10.9%						+6.5%		+7.1%			
Service IT Business	26,647	29,945	56,592	28,292	84,884	39,488	67,780	124,372	33,501	35,056	68,557						67,400	+1.7%	143,300			
YOY change	+5.9%	+6.8%	+6.4%	+5.3%	+6.0%	+26.1%	+16.5%	+11.7%	+25.7%	+17.1%	+21.1%						+19.1%		+15.2%			
BPO	7,581	8,151	15,732	8,323	24,055	8,647	16,970	32,702	8,331	8,591	16,922						16,100	+5.1%	34,000			
YOY change	+6.2%	+6.4%	+6.3%	+8.3%	+7.0%	+5.5%	+6.8%	+6.6%	+9.9%	+5.4%	+7.6%						+2.2%		+4.0%			
Financial IT Business	25,619	27,766	53,385	26,905	80,290	29,972	56,877	110,262	29,475	30,853	60,328						56,800	+6.2%	121,100			
YOY change	-3.4%	-3.6%	-3.5%	+1.7%	-1.8%	-7.6%	-3.4%	-3.5%	+15.0%	+11.1%	+13.0%						+6.4%		+9.8%			
Industrial IT Business	39,570	44,045	83,615	42,146	125,761	50,945	93,091	176,706	41,255	45,354	86,609						82,200	+5.4%	177,700			
YOY change	-4.0%	-11.4%	-8.1%	+3.6%	-4.5%	-1.4%	+0.8%	-3.6%	+4.3%	+3.0%	+3.6%						-1.7%		+0.6%			
Other business	979	1,004	1,983	1,058	3,041	1,299	2,357	4,340	957	956	1,913						2,500	-23.5%	3,900			
YOY change	+3.7%	-9.0%	-3.2%	+4.2%	-0.7%	+19.1%	+11.9%	+4.5%	-2.2%	-4.8%	-3.5%						+26.1%		-10.1%			
Cost of sales	77,255	83,793	161,048	78,217	239,265	95,406	173,623	334,671	85,789	88,283	174,072						-	-	352,500			
Composition	76.9%	75.6%	76.2%	73.3%	75.2%	73.2%	73.2%	74.6%	75.6%	73.1%	74.3%						-	-	73.4%			
YOY change	-1.6%	-6.1%	-4.0%	+2.0%	-2.1%	+2.3%	+2.1%	-0.9%	+11.0%	+5.4%	+8.1%						-	-	+5.3%			
Gross profit	23,143	27,117	50,260	28,507	78,767	34,945	63,452	113,712	27,731	32,528	60,259						-	-	127,500			
Composition	23.1%	24.4%	23.8%	26.7%	24.8%	26.8%	26.8%	25.4%	24.4%	26.9%	25.7%						-	-	26.6%			
YOY change	+3.0%	+4.1%	+3.6%	+9.7%	+5.7%	+11.3%	+10.5%	+7.4%	+19.8%	+20.0%	+19.9%						-	-	+12.1%			
Selling, general and administrative expenses	15,465	16,583	32,048	16,631	48,679	19,284	35,915	67,963	17,472	18,921	36,393						-	-	75,500			
Composition	15.4%	15.0%	15.2%	15.6%	15.3%	14.8%	15.1%	15.2%	15.4%	15.7%	15.5%						-	-	15.7%			
YOY change	+7.4%	+10.6%	+9.0%	+10.9%	+9.7%	+15.7%	+13.4%	+11.3%	+13.0%	+14.1%	+13.6%						-	-	+11.1%			
Operating income	7,678	10,533	18,211	11,877	30,088	15,660	27,537	45,748	10,258	13,608	23,866						20,500	+16.4%	52,000			
Composition	7.6%	9.5%	8.6%	11.1%	9.5%	12.0%	11.6%	10.2%	9.0%	11.3%	10.2%						9.1%		10.8%			
YOY change	-4.7%	-4.6%	-4.7%	+7.9%	-0.1%	+6.3%	+7.0%	+2.0%	+33.6%	+29.2%	+31.1%						+12.6%		+13.7%			
Non-operating income	1,089	90	1,179	377	1,556	455	832	2,011	912	460	1,372						-	-	-			
Non-operating expenses	224	3,774	3,998	115	4,113	4,389	4,504	8,502	311	828	1,139						-	-	-			
Recurring profit	8,543	6,849	15,392	12,139	27,531	11,726	23,865	39,257	10,860	13,239	24,099						20,500	+17.6%	52,000			
Composition	8.5%	6.2%	7.3%	11.4%	8.7%	9.0%	10.1%	8.8%	9.6%	11.0%	10.3%						9.1%		10.8%			
YOY change	-2.6%	-39.1%	-23.1%	+6.6%	-12.3%	-20.1%	-8.4%	-14.8%	+27.1%	+93.3%	+56.6%						+33.2%		+32.5%			
Extraordinary income	5	3,657	3,662	401	4,063	5,646	6,047	9,709	0	5	5						-	-	6,000			
Extraordinary loss	448	1,205	1,653	597	2,250	1,900	2,497	4,150	328	205	533						-	-	-			
Income before income taxes	8,099	9,302	17,401	11,943	29,344	15,472	27,415	44,816	10,532	13,040	23,572						-	-	-			
Composition	8.1%	8.4%	8.2%	11.2%	9.2%	11.9%	11.6%	10.0%	9.3%	10.8%	10.1%						-	-	-			
YOY change	-6.7%	-20.2%	-14.4%	+7.7%	-6.6%	+17.1%	+12.8%	+0.4%	+30.0%	+40.2%	+35.5%						-	-	-			
Total income taxes	2,454	4,373	6,827	3,911	10,738	5,825	9,736	16,563	3,298	4,100	7,398						-	-	-			
Net income (loss) attributable to non-controlling interests	117	179	296	187	483	78	265	561	230	422	652						-	-	-			
Net income attributable to owners of the parent company	5,527	4,750	10,277	7,844	18,121	9,571	17,415	27,692	7,002	8,519	15,521						13,700	+13.3%	38,000			
Composition	5.5%	4.3%	4.9%	7.3%	5.7%	7.3%	7.3%	6.2%	6.2%	7.1%	6.6%						6.1%		7.9%			
YOY change	-9.5%	-33.7%	-22.5%	+9.4%	-11.3%	+6.6%	+7.9%	-5.8%	+26.7%	+79.3%	+51.0%						+33.3%		+37.2%			

(2) Sales by Client Sector

(Millions of yen)	FY2021								FY2022							
	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	100,399	110,909	211,308	106,725	318,033	130,350	237,075	448,383	113,520	120,812	234,332					
YOY change	-0.6%	-3.8%	-2.3%	+3.9%	-0.3%	+4.5%	+4.2%	+1.1%	+13.1%	+8.9%	+10.9%					
Credit card	18,284	19,868	38,152	19,149	57,301	21,964	41,113	79,265	21,195	22,558	43,753					
YOY change	+5.7%	+6.7%	+6.2%	+7.5%	+6.6%	+2.7%	+4.9%	+5.5%	+15.9%	+13.5%	+14.7%					
Banking	6,496	7,533	14,029	6,660	20,689	9,959	16,619	30,648	8,394	8,742	17,136					
YOY change	-15.9%	-2.2%	-9.1%	-1.5%	-6.8%	+25.9%	+13.3%	+1.8%	+29.2%	+16.0%	+22.1%					
Insurance	6,951	7,307	14,258	7,713	21,971	8,169	15,882	30,140	7,621	7,945	15,566					
YOY change	+0.3%	-6.2%	-3.1%	+12.3%	+1.8%	+6.2%	+9.1%	+3.0%	+9.6%	+8.7%	+9.2%					
Other finance	4,306	4,093	8,399	4,088	12,487	5,376	9,464	17,863	4,010	3,864	7,874					
YOY change	-17.9%	-29.3%	-23.9%	-35.9%	-28.3%	-21.8%	-28.6%	-26.5%	-6.9%	-5.6%	-6.3%					
Assembly-based manufacturing	10,647	10,936	21,583	11,202	32,785	12,318	23,520	45,103	10,618	10,953	21,571					
YOY change	+0.9%	-6.3%	-2.9%	+5.1%	-0.3%	-4.2%	+0.0%	-1.4%	-0.3%	-0.2%	-0.1%					
Processing-based manufacturing	8,846	11,065	19,911	10,387	30,298	12,126	22,513	42,424	11,986	14,495	26,481					
YOY change	+4.0%	-1.4%	+1.0%	+17.1%	+6.0%	+16.6%	+16.8%	+8.8%	+35.5%	+31.0%	+33.0%					
Distribution	7,737	7,720	15,457	7,873	23,330	8,349	16,222	31,679	8,187	8,149	16,336					
YOY change	+0.1%	-11.8%	-6.2%	-6.1%	-6.2%	-8.3%	-7.2%	-6.8%	+5.8%	+5.6%	+5.7%					
Services	25,371	29,829	55,200	28,459	83,659	34,858	63,317	118,517	31,479	32,942	64,421					
YOY change	-1.1%	-1.4%	-1.3%	+8.9%	+1.9%	+13.7%	+11.5%	+5.1%	+24.1%	+10.4%	+16.7%					
Public institutions	6,791	9,223	16,014	6,877	22,891	10,758	17,635	33,649	6,882	7,379	14,261					
YOY change	-15.4%	+1.1%	-6.6%	-0.0%	-4.7%	-12.2%	-7.8%	-7.3%	+1.3%	-20.0%	-11.0%					
Others	4,965	3,335	8,300	4,318	12,618	6,472	10,790	19,090	3,144	3,785	6,929					
YOY change	+49.5%	-23.7%	+7.9%	+9.3%	+8.4%	+16.2%	+13.4%	+10.9%	-36.7%	+13.5%	-16.5%					

(3) Sales and Income by Business Segment

(Millions of yen)	FY2021								FY2022								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	100,399	110,909	211,308	106,725	318,033	130,350	237,075	448,383	113,520	120,812	234,332						225,000	+4.1%	480,000	
YOY change	-0.6%	-3.8%	-2.3%	+3.9%	-0.3%	+4.5%	+4.2%	+1.1%	+13.1%	+8.9%	+10.9%						+6.5%		+7.1%	
Service IT Business	30,148	32,721	62,869	30,826	93,695	43,251	74,077	136,946	36,897	37,654	74,551						74,000	+0.7%	156,000	
YOY change	+6.3%	+3.8%	+5.0%	+2.6%	+4.2%	+21.4%	+12.8%	+9.1%	+22.4%	+15.1%	+18.6%						+17.7%		+13.9%	
BPO	8,280	8,786	17,066	8,959	26,025	9,428	18,387	35,453	8,897	9,128	18,025						17,500	+3.0%	36,500	
YOY change	+5.3%	+5.1%	+5.2%	+6.7%	+5.7%	+3.8%	+5.2%	+5.2%	+7.5%	+3.9%	+5.6%						+2.4%		+3.0%	
Financial IT Business	25,721	27,869	53,590	27,007	80,597	30,063	57,070	110,660	29,571	30,957	60,528						57,000	+6.2%	121,500	
YOY change	-3.3%	-3.4%	-3.4%	+1.9%	-1.7%	-7.5%	-3.3%	-3.3%	+15.0%	+11.1%	+12.9%						+6.4%		+9.8%	
Industrial IT Business	43,473	48,000	91,473	46,432	137,905	56,509	102,941	194,414	44,492	49,185	93,677						90,000	+4.1%	194,500	
YOY change	-4.0%	-11.3%	-8.0%	+3.0%	-4.6%	-2.9%	-0.3%	-4.1%	+2.3%	+2.5%	+2.4%						-1.6%		+0.0%	
Other business	2,002	2,110	4,112	2,068	6,180	2,657	4,725	8,837	2,311	2,032	4,343						4,500	-3.5%	8,800	
YOY change	-1.7%	-8.6%	-5.4%	-3.9%	-4.9%	+15.1%	+5.9%	+0.3%	+15.5%	-3.7%	+5.6%						+9.4%		-0.4%	
Inter-segment elimination/adjustments	-9,226	-8,578	-17,804	-8,567	-26,371	-11,557	-20,124	-37,928	-8,649	-8,145	-16,794						-18,000	-6.7%	-37,300	
Operating income	7,678	10,533	18,211	11,877	30,088	15,660	27,537	45,748	10,258	13,608	23,866						20,500	+16.4%	52,000	
Composition	7.6%	9.5%	8.6%	11.1%	9.5%	12.0%	11.6%	10.2%	9.0%	11.3%	10.2%						9.1%		10.8%	
YOY change	-4.7%	-4.6%	-4.7%	+7.9%	-0.1%	+6.3%	+7.0%	+2.0%	+33.6%	+29.2%	+31.1%						+12.6%		+13.7%	
Service IT Business	1,144	1,428	2,572	2,551	5,123	3,572	6,123	8,695	2,054	2,753	4,807						4,300	+11.8%	11,300	
Composition	3.8%	4.4%	4.1%	8.3%	5.5%	8.3%	8.3%	6.3%	5.6%	7.3%	6.4%						5.8%		7.2%	
YOY change	-6.5%	+15.8%	+4.7%	-3.9%	+0.2%	+15.7%	+6.7%	+6.1%	+79.5%	+92.8%	+86.9%						+67.1%		+30.0%	
BPO	557	752	1,309	833	2,142	963	1,796	3,105	678	857	1,535						1,400	+9.6%	3,400	
Composition	6.7%	8.6%	7.7%	9.3%	8.2%	10.2%	9.8%	8.8%	7.6%	9.4%	8.5%						8.0%		9.3%	
YOY change	+34.3%	+30.0%	+31.8%	+7.6%	+21.2%	+12.5%	+10.3%	+18.4%	+21.6%	+13.9%	+17.2%						+7.0%		+9.5%	
Financial IT Business	2,774	3,901	6,675	4,005	10,680	4,640	8,645	15,320	3,584	4,238	7,822						7,200	+8.6%	16,700	
Composition	10.8%	14.0%	12.5%	14.8%	13.3%	15.4%	15.1%	13.8%	12.1%	13.7%	12.9%						12.6%		13.7%	
YOY change	-9.8%	+1.3%	-3.6%	+11.7%	+1.6%	+4.8%	+7.9%	+2.6%	+29.2%	+8.6%	+17.2%						+7.9%		+9.0%	
Industrial IT Business	3,104	4,695	7,799	4,631	12,430	6,280	10,911	18,710	3,673	5,732	9,405						7,900	+19.1%	20,800	
Composition	7.1%	9.8%	8.5%	10.0%	9.0%	11.1%	10.6%	9.6%	8.3%	11.7%	10.0%						8.8%		10.7%	
YOY change	-5.0%	-10.5%	-8.4%	+13.3%	-1.4%	-4.2%	+2.5%	-2.3%	+18.3%	+22.1%	+20.6%						+1.3%		+11.2%	
Other business	186	224	410	180	590	348	528	938	244	213	457						450	+1.6%	950	
Composition	9.3%	10.6%	10.0%	8.7%	9.6%	13.1%	11.2%	10.6%	10.6%	10.5%	10.5%						10.0%		10.8%	
YOY change	-1.6%	-19.7%	-12.3%	-11.3%	-12.1%	+33.3%	+13.8%	+0.7%	+30.9%	-4.9%	+11.4%						+9.8%		+1.2%	
Inter-segment elimination/adjustments	-90	-466	-556	-323	-879	-143	-466	-1,022	23	-184	-161						-750	-78.5%	-1,150	

Net sales for each segment include intersegment sales.

(4) Order Status (Total)

(Millions of yen)	FY2021								FY2022							
	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	76,822	137,347	214,169	81,927	296,096	156,188	238,115	452,284	88,709	154,443	243,152					
YOY change	-	-	-2.8%	-	-	-	+8.5%	+2.9%	+15.5%	+12.4%	+13.5%					
Service IT Business	23,695	39,635	63,330	19,581	82,911	45,596	65,176	128,507	24,779	51,526	76,305					
YOY change	-	-	+7.0%	-	-	-	+23.6%	+14.8%	+4.6%	+30.0%	+20.5%					
BPO	7,581	8,151	15,732	8,323	24,055	8,647	16,970	32,702	8,331	8,591	16,922					
YOY change	-	-	+6.3%	-	-	-	+6.8%	+6.6%	+9.9%	+5.4%	+7.6%					
Financial IT Business	12,421	40,068	52,489	17,741	70,230	43,691	61,431	113,921	17,669	42,300	59,969					
YOY change	-	-	-5.4%	-	-	-	-0.2%	-2.6%	+42.3%	+5.6%	+14.2%					
Industrial IT Business	33,124	49,493	82,617	36,281	118,898	58,255	94,536	177,153	37,929	52,026	89,955					
YOY change	-	-	-9.1%	-	-	-	+6.0%	-1.6%	+14.5%	+5.1%	+8.9%					
Order backlog at period-end	110,524	137,965	137,965	119,907	119,907	147,214	147,214	147,214	123,519	157,948	157,948					
YOY change	-	-	-0.8%	-	-	-	+10.6%	+10.6%	+11.8%	+14.5%	+14.5%					
Service IT Business	31,481	41,172	41,172	38,143	38,143	44,421	44,421	44,421	35,858	52,168	52,168					
YOY change	-	-	+3.3%	-	-	-	+29.0%	+29.0%	+13.9%	+26.7%	+26.7%					
BPO	-	-	-	-	-	-	-	-	-	-	-					
YOY change	-	-	-	-	-	-	-	-	-	-	-					
Financial IT Business	31,257	43,560	43,560	34,396	34,396	48,115	48,115	48,114	36,309	47,755	47,755					
YOY change	-	-	+4.2%	-	-	-	+8.2%	+8.2%	+16.2%	+9.6%	+9.6%					
Industrial IT Business	47,784	53,232	53,232	47,367	47,367	54,678	54,678	54,678	51,352	58,024	58,024					
YOY change	-	-	-7.2%	-	-	-	+0.8%	+0.8%	+7.5%	+9.0%	+9.0%					

(5) Order Status (Software development only)

(Millions of yen)	FY2021								FY2022							
	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	49,804	59,616	109,420	52,600	162,020	75,303	127,903	237,323	61,326	69,830	131,156					
YOY change	-12.0%	-5.1%	-8.4%	-5.3%	-7.4%	+5.6%	+0.8%	-3.7%	+23.1%	+17.1%	+19.9%					
Service IT Business	15,068	12,382	27,450	13,613	41,063	13,974	27,587	55,037	14,648	17,452	32,100					
YOY change	+5.1%	-9.0%	-1.8%	+1.0%	-0.9%	+13.4%	+6.9%	+2.4%	-2.8%	+40.9%	+16.9%					
Financial IT Business	9,770	20,808	30,578	13,127	43,705	24,785	37,912	68,490	14,479	21,160	35,639					
YOY change	-24.8%	+9.0%	-4.7%	-16.5%	-8.6%	-2.6%	-7.9%	-6.5%	+48.2%	+1.7%	+16.6%					
Industrial IT Business	24,965	26,426	51,391	25,860	77,251	36,544	62,404	113,795	32,197	31,219	63,416					
YOY change	-14.8%	-12.3%	-13.5%	-1.9%	-10.0%	+8.9%	+4.2%	-4.6%	+29.0%	+18.1%	+23.4%					
Order backlog at period-end	76,410	75,908	75,908	74,984	74,984	83,797	83,797	83,797	84,794	88,850	88,850					
YOY change	-3.6%	-3.0%	-3.0%	-3.0%	-3.0%	+5.7%	+5.7%	+5.7%	+11.0%	+17.0%	+17.0%					
Service IT Business	18,619	17,164	17,164	22,145	22,145	20,367	20,367	20,367	20,216	22,288	22,288					
YOY change	+14.3%	+1.5%	+1.5%	+25.3%	+25.3%	+33.0%	+33.0%	+33.0%	+8.6%	+29.9%	+29.9%					
Financial IT Business	22,722	25,815	25,815	22,311	22,311	28,541	28,541	28,541	25,502	27,389	27,389					
YOY change	+2.2%	+9.8%	+9.8%	-3.0%	-3.0%	+0.5%	+0.5%	+0.5%	+12.2%	+6.1%	+6.1%					
Industrial IT Business	35,068	32,929	32,929	30,528	30,528	34,887	34,887	34,887	39,075	39,171	39,171					
YOY change	-13.9%	-12.9%	-12.9%	-16.7%	-16.7%	-1.9%	-1.9%	-1.9%	+11.4%	+19.0%	+19.0%					

(6) Other

(Millions of yen)	FY2021								FY2022								1st half (forecast)	Full Year (forecast)
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Capital expenditures	3,092	4,841	7,933	7,357	15,290	9,795	17,152	25,085	5,401	3,922	9,323						-	16,000
Depreciation	3,375	3,812	7,187	2,574	9,761	3,557	6,131	13,318	3,818	3,602	7,420						-	13,000
Research and development expenses	336	575	911	410	1,321	468	878	1,789	585	894	1,479						-	2,800
Amortization of goodwill	39	66	105	76	181	131	207	312	120	134	254						-	470
Goodwill balance at the end of the term	299	1,089	1,089	2,068	2,068	2,550	2,550	2,550	2,477	2,364	2,364						-	2,080
Number of Employees at the end of the term	20,554	20,522	20,522	21,891	21,891	21,817	21,817	21,817	22,487	22,419	22,419						-	-

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 (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	480,000
YOY change	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.1%
Service IT Business	-	-	-	-	-	-	-	93,731	104,154	111,377	124,372	143,300
YOY change	-	-	-	-	-	-	-	-	+11.1%	+6.9%	+11.7%	+15.2%
BPO	-	-	-	-	-	-	-	34,909	33,134	30,688	32,702	34,000
YOY change	-	-	-	-	-	-	-	-	-5.1%	-7.4%	+6.6%	+4.0%
Financial IT Business	-	-	-	-	-	-	-	106,424	106,103	114,204	110,262	121,100
YOY change	-	-	-	-	-	-	-	-	-0.3%	+7.6%	-3.5%	+9.8%
Industrial IT Business	-	-	-	-	-	-	-	165,686	172,949	183,292	176,706	177,700
YOY change	-	-	-	-	-	-	-	-	+4.4%	+6.0%	-3.6%	+0.6%
Other business	-	-	-	-	-	-	-	4,896	4,427	4,153	4,340	3,900
YOY change	-	-	-	-	-	-	-	-	-9.6%	-6.2%	+4.5%	-10.1%
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	352,500
Composition	80.8%	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	77.5%	76.1%	74.6%	73.4%
YOY change	+2.5%	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	+1.5%	+3.6%	-0.9%	+5.3%
Gross profit	62,027	61,258	60,899	62,766	66,097	70,535	75,958	84,362	94,784	105,896	113,712	127,500
Composition	19.2%	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	22.5%	23.9%	25.4%	26.6%
YOY change	+5.1%	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	+12.4%	+11.7%	+7.4%	+12.1%
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	75,500
Composition	15.2%	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	13.5%	13.8%	15.2%	15.7%
YOY change	+14.4%	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	+9.9%	+7.6%	+11.3%	+11.1%
Operating income	12,818	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	45,748	52,000
Composition	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	10.8%
YOY change	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+13.7%
Recurring profit	12,625	15,393	17,440	18,971	21,251	24,521	27,092	32,795	38,603	46,070	39,257	52,000
Composition	3.9%	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	9.2%	10.4%	8.8%	10.8%
YOY change	-19.7%	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+17.7%	+19.3%	-14.8%	+32.5%
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	38,000
Composition	1.9%	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.2%	7.9%
YOY change	-21.9%	-64.3%	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+26.3%	+13.0%	-5.8%	+37.2%
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	151.94
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	40.00
Payout ratio (%)	46.9%	74.0%	31.4%	27.7%	25.6%	22.7%	19.0%	16.6%	22.8%	25.7%	31.9%	26.4%
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%	38.2%

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" from fiscal 2021.

(2) Sales and Income by Business Segment

(Millions of yen)	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	Full Year	Full Year (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	480,000
YOY change	+3.0%	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.1%
Service IT Business	-	-	-	-	-	-	-	100,603	117,617	125,518	136,946	156,000
YOY change	-	-	-	-	-	-	-	-	+16.9%	+6.7%	+9.1%	+13.9%
BPO	-	-	-	-	-	-	-	38,257	36,231	33,699	35,453	36,500
YOY change	-	-	-	-	-	-	-	-	-5.3%	-7.0%	+5.2%	+3.0%
Financial IT Business	-	-	-	-	-	-	-	106,655	106,436	114,472	110,660	121,500
YOY change	-	-	-	-	-	-	-	-	-0.2%	+7.6%	-3.3%	+9.8%
Industrial IT Business	-	-	-	-	-	-	-	176,485	189,595	202,701	194,414	194,500
YOY change	-	-	-	-	-	-	-	-	+7.4%	+6.9%	-4.1%	+0.0%
Other business	-	-	-	-	-	-	-	10,688	8,982	8,806	8,837	8,800
YOY change	-	-	-	-	-	-	-	-	-16.0%	-2.0%	+0.3%	-0.4%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-27,041	-38,092	-41,481	-37,928	-37,300
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	52,000
Composition	4.0%	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	10.8%
YOY change	-19.9%	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+13.7%
Service IT Business	-	-	-	-	-	-	-	8,139	8,519	8,198	8,695	11,300
Composition	-	-	-	-	-	-	-	8.1%	7.2%	6.5%	6.3%	7.2%
YOY change	-	-	-	-	-	-	-	-	+4.7%	-3.8%	+6.1%	+30.0%
BPO	-	-	-	-	-	-	-	1,638	1,843	2,622	3,105	3,400
Composition	-	-	-	-	-	-	-	4.3%	5.1%	7.8%	8.8%	9.3%
YOY change	-	-	-	-	-	-	-	-	+12.6%	+42.2%	+18.4%	+9.5%
Financial IT Business	-	-	-	-	-	-	-	11,331	12,797	14,936	15,320	16,700
Composition	-	-	-	-	-	-	-	10.6%	12.0%	13.0%	13.8%	13.7%
YOY change	-	-	-	-	-	-	-	-	+12.9%	+16.7%	+2.6%	+9.0%
Industrial IT Business	-	-	-	-	-	-	-	11,509	14,777	19,159	18,710	20,800
Composition	-	-	-	-	-	-	-	6.5%	7.8%	9.5%	9.6%	10.7%
YOY change	-	-	-	-	-	-	-	-	+28.4%	+29.7%	-2.3%	+11.2%
Other business	-	-	-	-	-	-	-	1,010	961	932	938	950
Composition	-	-	-	-	-	-	-	9.4%	10.7%	10.6%	10.6%	10.8%
YOY change	-	-	-	-	-	-	-	-	-4.8%	-3.0%	+0.7%	+1.2%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-884	-855	-1,009	-1,022	-1,150
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 (Total)

(Millions of yen)	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	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%	-

(4) Order Status (Software development only)

(Millions of yen)	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	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%	-	-	-	-

(5)Financial Position, Cash Flow, and Other

(Millions of yen)	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022
	Full Year	Full Year (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	830
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.
- TIS applies "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, issued March 31, 2020), effective from the first quarter of fiscal 2022, ending March 31, 2022.