



Supplementary Financial Data

Fiscal 2022 Results (Fiscal Year ended March 31, 2022)

May 11, 2022

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	118,801	353,133	129,414	248,215	482,547	225,000	+4.1%	480,000	+0.5%			
YOY change	-0.6%	-3.8%	-2.3%	+3.9%	-0.3%	+4.5%	+4.2%	+1.1%	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+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	34,667	103,224	39,152	73,819	142,376	67,400	+1.7%	143,300	-0.6%			
YOY change	+5.9%	+6.8%	+6.4%	+5.3%	+6.0%	+26.1%	+16.5%	+11.7%	+25.7%	+17.1%	+21.1%	+22.5%	+21.6%	-0.9%	+8.9%	+14.5%	+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	8,698	25,620	8,899	17,597	34,519	16,100	+5.1%	34,000	+1.5%			
YOY change	+6.2%	+6.4%	+6.3%	+8.3%	+7.0%	+5.5%	+6.8%	+6.6%	+9.9%	+5.4%	+7.6%	+4.5%	+6.5%	+2.9%	+3.7%	+5.6%	+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	31,685	92,013	32,403	64,088	124,416	56,800	+6.2%	121,100	+2.7%			
YOY change	-3.4%	-3.6%	-3.5%	+1.7%	-1.8%	-7.6%	-3.4%	-3.5%	+15.0%	+11.1%	+13.0%	+17.8%	+14.6%	+8.1%	+12.7%	+12.8%	+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	42,413	129,022	47,960	90,373	176,982	82,200	+5.4%	177,700	-0.4%			
YOY change	-4.0%	-11.4%	-8.1%	+3.6%	-4.5%	-1.4%	+0.8%	-3.6%	+4.3%	+3.0%	+3.6%	+0.6%	+2.6%	-5.9%	-2.9%	+0.2%	-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	1,339	3,252	999	2,338	4,251	2,500	-23.5%	3,900	+9.0%			
YOY change	+3.7%	-9.0%	-3.2%	+4.2%	-0.7%	+19.1%	+11.9%	+4.5%	-2.2%	-4.8%	-3.5%	+26.6%	+6.9%	-23.1%	-0.8%	-2.1%	+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	87,112	261,184	92,515	179,627	353,699	-	-	-	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%	73.3%	74.0%	71.5%	72.4%	73.3%	-		-	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%	+11.4%	+9.2%	-3.0%	+3.5%	+5.7%	-		-	+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	31,689	91,948	36,900	68,589	128,848	-	-	-	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%	26.7%	26.0%	28.5%	27.6%	26.7%	-		-	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%	+11.2%	+16.7%	+5.6%	+8.1%	+13.3%	-		-	+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	17,297	53,690	20,418	37,715	74,108	-	-	-	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%	14.6%	15.2%	15.8%	15.2%	15.4%	-		-	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%	+4.0%	+10.3%	+5.9%	+5.0%	+9.0%	-		-	+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	14,392	38,258	16,481	30,873	54,739	20,500	+16.4%	52,000	+5.3%			
Composition	7.6%	9.5%	8.6%	11.1%	9.5%	12.0%	11.6%	10.2%	9.0%	11.3%	10.2%	12.1%	10.8%	12.7%	12.4%	11.3%	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%	+21.2%	+27.2%	+5.2%	+12.1%	+19.7%	+12.6%		-	+13.7%			
Non-operating income	1,089	90	1,179	377	1,556	455	832	2,011	912	460	1,372	548	1,920	652	1,200	2,572	-	-	-	-	-		
Non-operating expenses	224	3,774	3,998	115	4,113	4,389	4,504	8,502	311	828	1,139	209	1,348	253	462	1,601	-	-	-	-	-		
Recurring profit	8,543	6,849	15,392	12,139	27,531	11,726	23,865	39,257	10,860	13,239	24,099	14,731	38,830	16,880	31,611	55,710	20,500	+17.6%	52,000	+7.1%			
Composition	8.5%	6.2%	7.3%	11.4%	8.7%	9.0%	10.1%	8.8%	9.6%	11.0%	10.3%	12.4%	11.0%	13.0%	12.7%	11.5%	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%	+21.4%	+41.0%	+44.0%	+32.5%	+41.9%	+33.2%		-	+32.5%			
Extraordinary income	5	3,657	3,662	401	4,063	5,646	6,047	9,709	0	5	5	6,857	6,862	4,431	11,288	11,293	-	-	-	6,000	-		
Extraordinary loss	448	1,205	1,653	597	2,250	1,900	2,497	4,150	328	205	533	754	1,287	4,234	4,988	5,521	-	-	-	-	-		
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	20,832	44,404	17,077	37,909	61,481	-	-	-	-	-		
Composition	8.1%	8.4%	8.2%	11.2%	9.2%	11.9%	11.6%	10.0%	9.3%	10.8%	10.1%	17.5%	12.6%	13.2%	15.3%	12.7%	-		-	-			
YOY change	-6.7%	-20.2%	-14.4%	+7.7%	-6.6%	+17.1%	+12.8%	+0.4%	+30.0%	+40.2%	+35.5%	+74.4%	+51.3%	+10.4%	+38.3%	+37.2%	-		-	-			
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	6,528	13,926	6,362	12,890	20,288	-	-	-	-	-		
Net income (loss) attributable to non-controlling interests	117	179	296	187	483	78	265	561	230	422	652	412	1,064	667	1,079	1,731	-	-	-	-	-		
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	13,893	29,414	10,048	23,941	39,462	13,700	+13.3%	38,000	+3.8%			
Composition	5.5%	4.3%	4.9%	7.3%	5.7%	7.3%	7.3%	6.2%	6.2%	7.1%	6.6%	11.7%	8.3%	7.8%	9.6%	8.2%	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%	+77.1%	+62.3%	+5.0%	+37.5%	+42.5%	+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	118,801	353,133	129,414	248,215	482,547
YOY change	-0.6%	-3.8%	-2.3%	+3.9%	-0.3%	+4.5%	+4.2%	+1.1%	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%
Credit card	18,284	19,868	38,152	19,149	57,301	21,964	41,113	79,265	21,195	22,558	43,753	23,082	66,835	23,479	46,561	90,314
YOY change	+5.7%	+6.7%	+6.2%	+7.5%	+6.6%	+2.7%	+4.9%	+5.5%	+15.9%	+13.5%	+14.7%	+20.5%	+16.6%	+6.9%	+13.3%	+13.9%
Banking	6,496	7,533	14,029	6,660	20,689	9,959	16,619	30,648	8,394	8,742	17,136	8,670	25,806	10,588	19,258	36,394
YOY change	-15.9%	-2.2%	-9.1%	-1.5%	-6.8%	+25.9%	+13.3%	+1.8%	+29.2%	+16.0%	+22.1%	+30.2%	+24.7%	+6.3%	+15.9%	+18.7%
Insurance	6,951	7,307	14,258	7,713	21,971	8,169	15,882	30,140	7,621	7,945	15,566	8,004	23,570	7,950	15,954	31,520
YOY change	+0.3%	-6.2%	-3.1%	+12.3%	+1.8%	+6.2%	+9.1%	+3.0%	+9.6%	+8.7%	+9.2%	+3.8%	+7.3%	-2.7%	+0.5%	+4.6%
Other finance	4,306	4,093	8,399	4,088	12,487	5,376	9,464	17,863	4,010	3,864	7,874	4,027	11,901	4,099	8,126	16,000
YOY change	-17.9%	-29.3%	-23.9%	-35.9%	-28.3%	-21.8%	-28.6%	-26.5%	-6.9%	-5.6%	-6.3%	-1.5%	-4.7%	-23.8%	-14.1%	-10.4%
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	10,377	31,948	12,397	22,774	44,345
YOY change	+0.9%	-6.3%	-2.9%	+5.1%	-0.3%	-4.2%	+0.0%	-1.4%	-0.3%	+0.2%	-0.1%	-7.4%	-2.6%	+0.6%	-3.2%	-1.7%
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	12,819	39,300	14,068	26,887	53,368
YOY change	+4.0%	-1.4%	+1.0%	+17.1%	+6.0%	+16.6%	+16.8%	+8.8%	+35.5%	+31.0%	+33.0%	+23.4%	+29.7%	+16.0%	+19.4%	+25.8%
Distribution	7,737	7,720	15,457	7,873	23,330	8,349	16,222	31,679	8,187	8,149	16,336	7,920	24,256	8,648	16,568	32,904
YOY change	+0.1%	-11.8%	-6.2%	-6.1%	-6.2%	-8.3%	-7.2%	-6.8%	+5.8%	+5.6%	+5.7%	+0.6%	+4.0%	+3.6%	+2.1%	+3.9%
Services	25,371	29,829	55,200	28,459	83,659	34,858	63,317	118,517	31,479	32,942	64,421	33,241	97,662	34,432	67,673	132,094
YOY change	-1.1%	-1.4%	-1.3%	+8.9%	+1.9%	+13.7%	+11.5%	+5.1%	+24.1%	+10.4%	+16.7%	+16.8%	+16.7%	-1.2%	+6.9%	+11.5%
Public institutions	6,791	9,223	16,014	6,877	22,891	10,758	17,635	33,649	6,882	7,379	14,261	7,376	21,637	10,438	17,814	32,075
YOY change	-15.4%	+1.1%	-6.6%	-0.0%	-4.7%	-12.2%	-7.8%	-7.3%	+1.3%	-20.0%	-11.0%	+7.3%	-5.5%	-3.0%	+1.0%	-4.7%
Others	4,965	3,335	8,300	4,318	12,618	6,472	10,790	19,090	3,144	3,785	6,929	3,285	10,214	3,313	6,598	13,527
YOY change	+49.5%	-23.7%	+7.9%	+9.3%	+8.4%	+16.2%	+13.4%	+10.9%	-36.7%	+13.5%	-16.5%	-23.9%	-19.1%	-48.8%	-38.9%	-29.1%

(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	118,801	353,133	129,414	248,215	482,547	225,000	+4.1%	480,000	+0.5%
YOY change	-0.6%	-3.8%	-2.3%	+3.9%	-0.3%	+4.5%	+4.2%	+1.1%	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+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	37,542	112,093	43,011	80,553	155,104	74,000	+0.7%	156,000	-0.6%
YOY change	+6.3%	+3.8%	+5.0%	+2.6%	+4.2%	+21.4%	+12.8%	+9.1%	+22.4%	+15.1%	+18.6%	+21.8%	+19.6%	-0.6%	+8.7%	+13.3%	+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	9,213	27,238	9,379	18,592	36,617	17,500	+3.0%	36,500	+0.3%
YOY change	+5.3%	+5.1%	+5.2%	+6.7%	+5.7%	+3.8%	+5.2%	+5.2%	+7.5%	+3.9%	+5.6%	+2.8%	+4.7%	-0.5%	+1.1%	+3.3%	+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	31,760	92,288	32,649	64,088	124,937	57,000	+6.2%	121,500	+2.8%
YOY change	-3.3%	-3.4%	-3.4%	+1.9%	-1.7%	-7.5%	-3.3%	-3.3%	+15.0%	+11.1%	+12.9%	+17.6%	+14.5%	+8.6%	+12.3%	+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	45,857	139,534	51,698	97,555	191,232	90,000	+4.1%	194,500	-1.7%
YOY change	-4.0%	-11.3%	-8.0%	+3.0%	-4.6%	-2.9%	-0.3%	-4.1%	+2.3%	+2.5%	+2.4%	-1.2%	+1.2%	-8.5%	-5.2%	-1.6%	-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	2,386	6,729	2,160	4,546	8,889	4,500	-3.5%	8,800	+1.0%
YOY change	-1.7%	-8.6%	-5.4%	-3.9%	-4.9%	+15.1%	+5.9%	+0.3%	+15.5%	-3.7%	+5.6%	+15.4%	+8.9%	-18.7%	-3.8%	+0.6%	+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	-7,958	-24,752	-9,481	-17,439	-34,233	-18,000	-6.7%	-37,300	-8.2%
Operating income	7,678	10,533	18,211	11,877	30,088	15,660	27,537	45,748	10,258	13,608	23,866	14,392	38,258	16,481	30,873	54,739	20,500	+16.4%	52,000	+5.3%
Composition	7.6%	9.5%	8.6%	11.1%	9.5%	12.0%	11.6%	10.2%	9.0%	11.3%	10.2%	12.1%	10.8%	12.7%	12.4%	11.3%	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%	+21.2%	+27.2%	+5.2%	+12.1%	+19.7%	+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	2,810	7,617	3,478	6,288	11,095	4,300	+11.8%	11,300	-1.8%
Composition	3.8%	4.4%	4.1%	8.3%	5.5%	8.3%	8.3%	6.3%	5.6%	7.3%	6.4%	7.5%	6.8%	8.1%	7.8%	7.2%	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%	+10.2%	+48.7%	-2.6%	+2.7%	+27.6%	+67.1%		+30.0%	
BPO	557	752	1,309	833	2,142	963	1,796	3,105	678	857	1,535	952	2,487	966	1,918	3,453	1,400	+9.6%	3,400	+1.6%
Composition	6.7%	8.6%	7.7%	9.3%	8.2%	10.2%	9.8%	8.8%	7.6%	9.4%	8.5%	10.3%	9.1%	10.3%	10.3%	9.4%	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%	+14.2%	+16.1%	+0.3%	+6.8%	+11.2%	+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	4,308	12,130	4,635	8,943	16,765	7,200	+8.6%	16,700	+0.4%
Composition	10.8%	14.0%	12.5%	14.8%	13.3%	15.4%	15.1%	13.8%	12.1%	13.7%	12.9%	13.6%	13.1%	14.2%	14.0%	13.4%	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%	+7.6%	+13.6%	-0.1%	+3.4%	+9.4%	+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	6,356	15,761	7,198	13,554	22,959	7,900	+19.1%	20,800	+10.4%
Composition	7.1%	9.8%	8.5%	10.0%	9.0%	11.1%	10.6%	9.6%	8.3%	11.7%	10.0%	13.9%	11.3%	13.9%	13.9%	12.0%	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%	+37.2%	+26.8%	+14.6%	+24.2%	+22.7%	+1.3%		+11.2%	
Other business	186	224	410	180	590	348	528	938	244	213	457	207	664	186	393	850	450	+1.6%	950	-10.5%
Composition	9.3%	10.6%	10.0%	8.7%	9.6%	13.1%	11.2%	10.6%	10.6%	10.5%	10.5%	8.7%	9.9%	8.6%	8.6%	9.6%	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%	+15.0%	+12.6%	-46.6%	-25.6%	-9.4%	+9.8%		+1.2%	
Inter-segment elimination/adjustments	-90	-466	-556	-323	-879	-143	-466	-1,022	23	-184	-161	-241	-402	18	-223	-384	-750	-78.5%	-1,150	-66.5%

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	83,339	326,491	167,264	250,603	493,755
YOY change	-	-	-2.8%	-	-	-	+8.5%	+2.9%	+15.5%	+12.4%	+13.5%	+1.7%	+10.3%	+7.1%	+5.2%	+9.2%
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	19,061	95,366	56,160	75,221	151,526
YOY change	-	-	+7.0%	-	-	-	+23.6%	+14.8%	+4.6%	+30.0%	+20.5%	-2.7%	+15.0%	+23.2%	+15.4%	+17.9%
BPO	7,581	8,151	15,732	8,323	24,055	8,647	16,970	32,702	8,331	8,591	16,922	8,698	25,620	8,899	17,597	34,519
YOY change	-	-	+6.3%	-	-	-	+6.8%	+6.6%	+9.9%	+5.4%	+7.6%	+4.5%	+6.5%	+2.9%	+3.7%	+5.6%
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	20,431	80,400	45,019	65,450	125,419
YOY change	-	-	-5.4%	-	-	-	-0.2%	-2.6%	+42.3%	+5.6%	+14.2%	+15.2%	+14.5%	+3.0%	+6.5%	+10.1%
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	35,149	125,104	57,185	92,334	182,289
YOY change	-	-	-9.1%	-	-	-	+6.0%	-1.6%	+14.5%	+5.1%	+8.9%	-3.1%	+5.2%	-1.8%	-2.3%	+2.9%
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	122,397	122,397	161,453	161,453	161,453
YOY change	-	-	-0.8%	-	-	-	+10.6%	+10.6%	+11.8%	+14.5%	+14.5%	+2.1%	+2.1%	+9.7%	+9.7%	+9.7%
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	36,341	36,341	53,555	53,555	53,555
YOY change	-	-	+3.3%	-	-	-	+29.0%	+29.0%	+13.9%	+26.7%	+26.7%	-4.7%	-4.7%	+20.6%	+20.6%	+20.6%
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	36,501	36,501	49,117	49,117	49,117
YOY change	-	-	+4.2%	-	-	-	+8.2%	+8.2%	+16.2%	+9.6%	+9.6%	+6.1%	+6.1%	+2.1%	+2.1%	+2.1%
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	49,555	49,555	58,780	58,780	58,780
YOY change	-	-	-7.2%	-	-	-	+0.8%	+0.8%	+7.5%	+9.0%	+9.0%	+4.6%	+4.6%	+7.5%	+7.5%	+7.5%

(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	57,186	188,342	83,008	140,194	271,350
YOY change	-12.0%	-5.1%	-8.4%	-5.3%	-7.4%	+5.6%	+0.8%	-3.7%	+23.1%	+17.1%	+19.9%	+8.7%	+16.2%	+10.2%	+9.6%	+14.3%
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	11,374	43,474	20,774	32,148	64,248
YOY change	+5.1%	-9.0%	-1.8%	+1.0%	-0.9%	+13.4%	+6.9%	+2.4%	-2.8%	+40.9%	+16.9%	-16.4%	+5.9%	+48.7%	+16.5%	+16.7%
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	17,699	53,338	25,011	42,710	78,349
YOY change	-24.8%	+9.0%	-4.7%	-16.5%	-8.6%	-2.6%	-7.9%	-6.5%	+48.2%	+1.7%	+16.6%	+34.8%	+22.0%	+0.9%	+12.7%	+14.4%
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	28,113	91,529	37,223	65,336	128,752
YOY change	-14.8%	-12.3%	-13.5%	-1.9%	-10.0%	+8.9%	+4.2%	-4.6%	+29.0%	+18.1%	+23.4%	+8.7%	+18.5%	+1.9%	+4.7%	+13.1%
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	80,831	80,831	94,016	94,016	94,016
YOY change	-3.6%	-3.0%	-3.0%	-3.0%	-3.0%	+5.7%	+5.7%	+5.7%	+11.0%	+17.0%	+17.0%	+7.8%	+7.8%	+12.2%	+12.2%	+12.2%
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	18,294	18,294	22,447	22,447	22,447
YOY change	+14.3%	+1.5%	+1.5%	+25.3%	+25.3%	+33.0%	+33.0%	+33.0%	+8.6%	+29.9%	+29.9%	-17.4%	-17.4%	+10.2%	+10.2%	+10.2%
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	26,011	26,011	30,559	30,559	30,559
YOY change	+2.2%	+9.8%	+9.8%	-3.0%	-3.0%	+0.5%	+0.5%	+0.5%	+12.2%	+6.1%	+6.1%	+16.6%	+16.6%	+7.1%	+7.1%	+7.1%
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	36,525	36,525	41,009	41,009	41,009
YOY change	-13.9%	-12.9%	-12.9%	-16.7%	-16.7%	-1.9%	-1.9%	-1.9%	+11.4%	+19.0%	+19.0%	+19.6%	+19.6%	+17.5%	+17.5%	+17.5%

(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	2,067	11,390	2,393	4,460	13,783	-	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	3,856	11,276	3,807	7,663	15,083	-	13,000
Research and development expenses	336	575	911	410	1,321	468	878	1,789	585	894	1,479	602	2,081	703	1,305	2,784	-	2,800
Amortization of goodwill	39	66	105	76	181	131	207	312	120	134	254	115	369	128	243	497	-	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	2,183	2,183	1,556	1,556	1,556	-	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	21,887	21,887	21,709	21,709	21,709	-	-

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)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	
	Full Year	1st half (Plan)	Full Year (Plan)										
Net sales	327,417	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	448,383	482,547	240,000	500,000
YOY change	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.6%	+2.4%	+3.6%
Offering Service Business	-	-	-	-	-	-	-	-	-	-	91,586	45,500	95,800
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+4.6%
Business Process Management	-	-	-	-	-	-	-	-	-	-	40,611	20,900	43,000
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+5.9%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	90,011	46,300	94,500
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+5.0%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	106,936	53,300	109,300
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+2.2%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	150,685	72,600	154,000
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+2.2%
Other business	-	-	-	-	-	-	-	-	-	-	2,716	1,400	3,400
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+25.2%
Service IT Business	-	-	-	-	-	-	93,731	104,154	111,377	124,372	142,376	-	-
YOY change	-	-	-	-	-	-	+11.1%	+6.9%	+11.7%	+14.5%	-	-	-
BPO	-	-	-	-	-	-	34,909	33,134	30,688	32,702	34,519	-	-
YOY change	-	-	-	-	-	-	-5.1%	-7.4%	+6.6%	+5.6%	-	-	-
Financial IT Business	-	-	-	-	-	-	106,424	106,103	114,204	110,262	124,416	-	-
YOY change	-	-	-	-	-	-	-0.3%	+7.6%	-3.5%	+12.8%	-	-	-
Industrial IT Business	-	-	-	-	-	-	165,686	172,949	183,292	176,706	176,982	-	-
YOY change	-	-	-	-	-	-	+4.4%	+6.0%	-3.6%	+0.2%	-	-	-
Other business	-	-	-	-	-	-	4,896	4,427	4,153	4,340	4,251	-	-
YOY change	-	-	-	-	-	-	-9.6%	-6.2%	+4.5%	-2.1%	-	-	-
Cost of sales	266,159	276,935	283,881	294,927	312,153	317,440	321,286	325,985	337,820	334,671	353,699	-	365,000
Composition	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	77.5%	76.1%	74.6%	73.3%	-	73.0%
YOY change	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	+1.5%	+3.6%	-0.9%	+5.7%	-	+3.2%
Gross profit	61,258	60,899	62,766	66,097	70,535	75,958	84,362	94,784	105,896	113,712	128,848	-	135,000
Composition	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	22.5%	23.9%	25.4%	26.7%	-	27.0%
YOY change	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	+12.4%	+11.7%	+7.4%	+13.3%	-	+4.8%
Selling, general and administrative expenses	45,636	42,727	43,255	44,976	46,099	48,938	51,618	56,740	61,057	67,963	74,108	-	78,000
Composition	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	13.5%	13.8%	15.2%	15.4%	-	15.6%
YOY change	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	+9.9%	+7.6%	+11.3%	+9.0%	-	+5.3%
Operating income	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	45,748	54,739	25,000	57,000
Composition	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	11.3%	10.4%	11.4%
YOY change	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+19.7%	+4.8%	+4.1%
Recurring profit	15,393	17,440	18,971	21,251	24,521	27,092	32,795	38,603	46,070	39,257	55,710	25,000	57,000
Composition	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	9.2%	10.4%	8.8%	11.5%	10.4%	11.4%
YOY change	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+17.7%	+19.3%	-14.8%	+41.9%	+3.7%	+2.3%
Net income (loss) attributable to owners of the parent company	2,135	5,868	7,913	10,275	12,678	16,306	20,620	26,034	29,411	27,692	39,462	16,500	37,500
Composition	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.2%	8.2%	6.9%	7.5%
YOY change	-64.3%	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+26.3%	+13.0%	-5.8%	+42.5%	+6.3%	-5.0%
Net income per share - basic (yen)	24.33	66.86	90.16	117.40	145.22	189.02	241.44	307.83	350.35	110.51	157.69	-	154.22
Net income per share - diluted (yen)	24.33	66.83	90.12	-	-	-	-	-	-	-	-	-	-
Dividends per share (yen)	18.00	21.00	25.00	30.00	33.00	36.00	40.00	70.00	90.00	35.00	44.00	15.00	47.00
Payout ratio (%)	74.0%	31.4%	27.7%	25.6%	22.7%	19.0%	16.6%	22.8%	25.7%	31.9%	27.9%	-	30.5%
Total Return Ratio(%)	74.0%	31.4%	27.7%	30.4%	35.3%	31.9%	30.5%	39.0%	39.8%	42.8%	39.3%	-	110.3%

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.

The total return ratio for fiscal 2023 reflects a treasury stock buyback of ¥24.5 billion to achieve a more appropriate capital composition, in addition to a treasury stock buyback equivalent to ¥5.5 billion in line with the basic policy on total return ratio of 45% (yardstick).

(2) Sales and Income by Business Segment

(Millions of yen)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	
	Full Year	1st half (Plan)	Full Year (Plan)										
Net sales	327,417	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	448,383	482,547	240,000	500,000
YOY change	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.6%	+2.4%	+3.6%
Offering Service Business	-	-	-	-	-	-	-	-	-	-	103,167	50,500	106,300
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+3.0%
Business Process Management	-	-	-	-	-	-	-	-	-	-	42,951	21,900	44,900
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+4.5%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	91,651	47,000	95,700
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+4.4%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	108,751	54,000	110,700
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+1.8%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	156,231	76,000	158,500
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+1.5%
Other business	-	-	-	-	-	-	-	-	-	-	6,369	4,500	9,400
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+47.6%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-	-26,576	-13,900	-25,500
Service IT Business	-	-	-	-	-	-	100,603	117,617	125,518	136,946	155,104	-	-
YOY change	-	-	-	-	-	-	-	+16.9%	+6.7%	+9.1%	+13.3%	-	-
BPO	-	-	-	-	-	-	38,257	36,231	33,699	35,453	36,617	-	-
YOY change	-	-	-	-	-	-	-	-5.3%	-7.0%	+5.2%	+3.3%	-	-
Financial IT Business	-	-	-	-	-	-	106,655	106,436	114,472	110,660	124,937	-	-
YOY change	-	-	-	-	-	-	-	-0.2%	+7.6%	-3.3%	+12.9%	-	-
Industrial IT Business	-	-	-	-	-	-	176,485	189,595	202,701	194,414	191,232	-	-
YOY change	-	-	-	-	-	-	-	+7.4%	+6.9%	-4.1%	-1.6%	-	-
Other business	-	-	-	-	-	-	10,688	8,982	8,806	8,837	8,889	-	-
YOY change	-	-	-	-	-	-	-	-16.0%	-2.0%	+0.3%	+0.6%	-	-
Inter-segment elimination/adjustments	-	-	-	-	-	-	-27,041	-38,092	-41,481	-37,928	-34,233	-	-
Operating income	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	45,748	54,739	25,000	57,000
Composition	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	11.3%	10.4%	11.4%
YOY change	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+19.7%	+4.8%	+4.1%
Offering Service Business	-	-	-	-	-	-	-	-	-	-	4,692	2,200	6,100
Composition	-	-	-	-	-	-	-	-	-	-	4.5%	4.4%	5.7%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+30.0%
Business Process Management	-	-	-	-	-	-	-	-	-	-	4,991	2,300	5,250
Composition	-	-	-	-	-	-	-	-	-	-	11.6%	10.5%	11.7%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+5.2%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	12,355	6,300	13,000
Composition	-	-	-	-	-	-	-	-	-	-	13.5%	13.4%	13.6%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+5.2%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	15,356	7,000	15,900
Composition	-	-	-	-	-	-	-	-	-	-	14.1%	13.0%	14.4%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+3.5%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	16,492	7,400	17,200
Composition	-	-	-	-	-	-	-	-	-	-	10.6%	9.7%	10.9%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	+4.3%
Other business	-	-	-	-	-	-	-	-	-	-	770	250	600
Composition	-	-	-	-	-	-	-	-	-	-	12.1%	5.6%	6.4%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-22.1%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-	79	-450	-1,050
Service IT Business	-	-	-	-	-	-	8,139	8,519	8,198	8,695	11,095	-	-
Composition	-	-	-	-	-	-	8.1%	7.2%	6.5%	6.3%	7.2%	-	-
YOY change	-	-	-	-	-	-	-	+4.7%	-3.8%	+6.1%	+27.6%	-	-
BPO	-	-	-	-	-	-	1,638	1,843	2,622	3,105	3,453	-	-
Composition	-	-	-	-	-	-	4.3%	5.1%	7.8%	8.8%	9.4%	-	-
YOY change	-	-	-	-	-	-	-	+12.6%	+42.2%	+18.4%	+11.2%	-	-
Financial IT Business	-	-	-	-	-	-	11,331	12,797	14,936	15,320	16,765	-	-
Composition	-	-	-	-	-	-	10.6%	12.0%	13.0%	13.8%	13.4%	-	-
YOY change	-	-	-	-	-	-	-	+12.9%	+16.7%	+2.6%	+9.4%	-	-
Industrial IT Business	-	-	-	-	-	-	11,509	14,777	19,159	18,710	22,959	-	-
Composition	-	-	-	-	-	-	6.5%	7.8%	9.5%	9.6%	12.0%	-	-
YOY change	-	-	-	-	-	-	-	+28.4%	+29.7%	-2.3%	+22.7%	-	-
Other business	-	-	-	-	-	-	1,010	961	932	938	850	-	-
Composition	-	-	-	-	-	-	9.4%	10.7%	10.6%	10.6%	9.6%	-	-
YOY change	-	-	-	-	-	-	-	-4.8%	-3.0%	+0.7%	-9.5%	-	-
Inter-segment elimination/adjustments	-	-	-	-	-	-	-884	-855	-1,009	-1,022	-384	-	-

Net sales for each segment include intersegment sales.

(3) Order Status (Total)

(Millions of yen)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	
	Full Year	1st half (Plan)	Full Year (Plan)										
Orders received during the term	-	-	-	-	-	-	-	427,210	439,748	452,284	493,755	-	-
YOY change	-	-	-	-	-	-	-	-	+2.9%	+2.9%	+9.2%	-	-
Offering Service Business	-	-	-	-	-	-	-	-	-	-	96,020	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Business Process Management	-	-	-	-	-	-	-	-	-	-	41,900	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	90,665	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	114,269	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	152,435	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	107,344	111,929	128,507	151,526	-	-
YOY change	-	-	-	-	-	-	-	-	+4.3%	+14.8%	+17.9%	-	-
BPO	-	-	-	-	-	-	-	33,134	30,688	32,702	34,519	-	-
YOY change	-	-	-	-	-	-	-	-	-7.4%	+6.6%	+5.6%	-	-
Financial IT Business	-	-	-	-	-	-	-	108,494	117,015	113,921	125,419	-	-
YOY change	-	-	-	-	-	-	-	-	+7.9%	-2.6%	+10.1%	-	-
Industrial IT Business	-	-	-	-	-	-	-	178,236	180,116	177,153	182,289	-	-
YOY change	-	-	-	-	-	-	-	-	+1.1%	-1.6%	+2.9%	-	-
Order backlog at period-end	-	-	-	-	-	-	122,067	132,935	133,121	147,214	161,453	-	-
YOY change	-	-	-	-	-	-	-	+8.9%	+0.1%	+10.6%	+9.7%	-	-
Offering Service Business	-	-	-	-	-	-	-	-	-	-	30,780	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Business Process Management	-	-	-	-	-	-	-	-	-	-	8,503	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	39,390	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	37,865	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	44,914	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	30,693	33,883	34,434	44,421	53,555	-	-
YOY change	-	-	-	-	-	-	-	+10.4%	+1.6%	+29.0%	+20.6%	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	39,254	41,645	44,456	48,114	49,117	-	-
YOY change	-	-	-	-	-	-	-	+6.1%	+6.7%	+8.2%	+2.1%	-	-
Industrial IT Business	-	-	-	-	-	-	52,120	57,407	54,230	54,678	58,780	-	-
YOY change	-	-	-	-	-	-	-	+10.1%	-5.5%	+0.8%	+7.5%	-	-

Some transactions included under Other were transferred to Regional IT Solutions, paralleling segment restructuring, leading to a discrepancy in figures before and after the change in segment structure.

(4) Order Status (Software development only)

(Millions of yen)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	
	Full Year	1st half (Plan)	Full Year (Plan)										
Orders received during the term	174,680	179,352	172,721	199,842	207,345	208,307	219,225	238,298	246,330	237,323	271,350	-	-
YOY change	+7.6%	+2.7%	-3.7%	+15.7%	+3.8%	+0.5%	+5.2%	+8.7%	+3.4%	-3.7%	+14.3%	-	-
Offering Service Business	-	-	-	-	-	-	-	-	-	-	46,950	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Business Process Management	-	-	-	-	-	-	-	-	-	-	18,579	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	48,576	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	76,999	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	80,243	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	42,757	47,513	53,741	55,037	64,248	-	-
YOY change	-	-	-	-	-	-	-	+11.1%	+13.1%	+2.4%	+16.7%	-	-
Financial IT Business	-	-	-	-	-	-	70,963	69,173	73,249	68,490	78,349	-	-
YOY change	-	-	-	-	-	-	-	-2.5%	+5.9%	-6.5%	+14.4%	-	-
Industrial IT Business	-	-	-	-	-	-	105,505	121,610	119,339	113,795	128,752	-	-
YOY change	-	-	-	-	-	-	-	+15.3%	-1.9%	-4.6%	+13.1%	-	-
Order backlog at period-end	57,778	62,055	58,869	71,095	69,961	64,751	67,716	75,549	79,277	83,797	94,016	-	-
YOY change	+20.5%	+7.4%	-5.1%	+20.8%	-1.6%	-7.4%	+4.6%	+11.6%	+4.9%	+5.7%	+12.2%	-	-
Offering Service Business	-	-	-	-	-	-	-	-	-	-	15,993	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Business Process Management	-	-	-	-	-	-	-	-	-	-	8,503	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	21,878	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	24,139	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	23,502	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	12,142	13,746	15,309	20,367	22,447	-	-
YOY change	-	-	-	-	-	-	-	+13.2%	+11.4%	+33.0%	+10.2%	-	-
Financial IT Business	-	-	-	-	-	-	23,324	24,572	28,400	28,541	30,559	-	-
YOY change	-	-	-	-	-	-	-	+5.4%	+15.6%	+0.5%	+7.1%	-	-
Industrial IT Business	-	-	-	-	-	-	32,249	37,230	35,566	34,887	41,009	-	-
YOY change	-	-	-	-	-	-	-	+15.4%	-4.5%	-1.9%	+17.5%	-	-

Some transactions included under Other were transferred to Regional IT Solutions, paralleling segment restructuring, leading to a discrepancy in figures before and after the change in segment structure.

(5)Financial Position, Cash Flow, and Other

(Millions of yen)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	
	Full Year	1st half (Plan)	Full Year (Plan)										
Current assets	142,442	138,219	143,519	140,450	166,666	152,162	162,064	176,231	181,543	229,965	259,261	-	-
Fixed assets	167,560	164,083	170,091	205,401	169,828	185,459	204,889	194,426	201,356	221,106	217,381	-	-
Total assets	310,003	302,302	313,610	345,851	336,495	337,622	366,954	370,657	382,899	451,072	476,642	-	-
Current liabilities	83,065	91,063	72,790	77,666	91,508	78,676	81,310	91,126	88,479	100,915	139,236	-	-
Non-current liabilities	75,972	53,079	76,316	79,395	64,447	59,743	59,344	45,121	46,462	70,726	34,412	-	-
Total liabilities	159,038	144,143	149,107	157,062	155,955	138,420	140,655	136,248	134,942	171,642	173,649	-	-
Net assets	150,965	158,159	164,502	188,789	180,539	199,202	226,298	234,408	247,957	279,429	302,993	-	-
Total liabilities and net assets	310,003	302,302	313,610	345,851	336,495	337,622	366,954	370,657	382,899	451,072	476,642	-	-
Total interest-bearing debt	76,515	60,550	58,869	52,114	46,158	35,144	32,876	26,893	22,294	43,629	37,517	-	-
Interest-bearing debt ratio	24.7%	20.0%	18.8%	15.1%	13.7%	10.4%	9.0%	7.3%	5.8%	9.7%	7.9%	-	-
Net assets per share(yen)	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	1,173.60	-	-
Equity ratio (%)	46.3%	49.8%	49.9%	53.3%	52.5%	57.8%	60.4%	62.0%	63.3%	60.0%	61.5%	-	-
Net income to equity capital ratio (%)	1.5%	3.9%	5.1%	6.0%	7.0%	8.8%	9.9%	11.5%	12.5%	10.8%	14.0%	-	-
Net income ratio (%)	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.2%	8.2%	-	-
Total asset turnover ratio	1.07	1.10	1.13	1.09	1.12	1.17	1.15	1.14	1.16	1.08	1.04	-	-
Financial leverage	2.13	2.08	2.01	1.93	1.89	1.81	1.69	1.63	1.58	1.66	1.62	-	-
Recurring profit to total assets ratio (%)	5.0%	5.7%	6.2%	6.4%	7.2%	8.0%	9.3%	10.5%	12.2%	9.4%	12.0%	-	-
Cash flow from operating activities	23,658	21,515	25,770	22,938	25,496	18,952	36,386	37,558	38,569	33,345	56,126	-	-
Cash flow from investing activities	-15,158	-14,391	-5,334	-17,744	8,688	-23,488	-14,202	-1,213	-26,437	-17,522	-3,424	-	-
Cash flow from financial activities	-4,230	-19,883	-5,872	-19,067	-14,979	-18,327	-10,543	-16,773	-14,544	12,484	-21,948	-	-
Cash and cash equivalents at the end of the term	41,119	28,433	43,142	29,485	48,651	25,730	37,545	57,083	54,684	82,924	113,820	-	-
Free cash flows	8,500	7,124	20,436	5,194	34,184	-4,536	22,184	36,345	12,132	15,823	52,702	-	-
Capital expenditures	14,096	12,287	12,544	16,873	14,210	15,159	16,907	13,334	16,702	25,085	13,783	-	12,000
Depreciation	12,745	12,920	12,454	12,809	11,952	11,801	12,572	12,783	12,020	13,318	15,083	-	16,500
Research and development expenses	962	1,002	853	1,097	1,086	1,178	996	1,003	1,702	1,789	2,784	-	3,500
Amortization of goodwill	1,882	1,741	1,166	1,052	339	326	289	289	171	312	497	-	300
Goodwill balance at the end of the term	3,672	1,914	830	2,021	1,393	1,332	1,118	503	355	2,550	1,556	-	1,250
Number of employees at the end of the term	20,347	19,553	19,081	19,090	19,393	19,843	19,877	19,483	19,744	21,817	21,709	-	-
Number of new-graduate recruits	649	356	455	620	688	674	712	892	810	902	976	-	956
Number of regular recruits	450	379	549	499	687	575	840	661	731	750	925	-	-

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.

Make society's wishes come true through IT.



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)
- Segment information prior to fiscal 2017, ended March 31, 2017, has been omitted.
- 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.
- From the fiscal year ending March 31, 2023, TIS applied new management approach and changed business segment. Fiscal 2022 figures have been recalculated and reclassified according to the new segment breakdowns for comparison purposes.