



Supplementary Financial Data

First Three Quarters of Fiscal Year Ending March 31, 2023

February 3, 2023

TIS Inc.

1. Financial Summary for Fiscal 2022 (Previous Fiscal Year) and Fiscal 2023 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2022								FY2023								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	113,520	120,812	234,332	118,801	353,133	129,414	248,215	482,547	118,072	127,232	245,305	125,077	370,382				240,000	+2.2%	505,000	
YOY change	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%				+2.4%		+4.7%	
Cost of sales	85,789	88,283	174,072	87,112	261,184	92,515	179,627	353,699	86,745	91,483	178,229	90,420	268,650				-	-	366,000	
Composition	75.6%	73.1%	74.3%	73.3%	74.0%	71.5%	72.4%	73.3%	73.5%	71.9%	72.7%	72.3%	72.5%				-		72.5%	
YOY change	+11.0%	+5.4%	+8.1%	+11.4%	+9.2%	-3.0%	+3.5%	+5.7%	+1.1%	+3.6%	+2.4%	+3.8%	+2.9%				-		+3.5%	
Gross profit	27,731	32,528	60,259	31,689	91,948	36,900	68,589	128,848	31,326	35,749	67,075	34,656	101,732				-	-	139,000	
Composition	24.4%	26.9%	25.7%	26.7%	26.0%	28.5%	27.6%	26.7%	26.5%	28.1%	27.3%	27.7%	27.5%				-		27.5%	
YOY change	+19.8%	+20.0%	+19.9%	+11.2%	+16.7%	+5.6%	+8.1%	+13.3%	+13.0%	+9.9%	+11.3%	+9.4%	+10.6%				-		+7.9%	
Selling, general and administrative expenses	17,472	18,921	36,393	17,297	53,690	20,418	37,715	74,108	18,824	20,541	39,365	17,921	57,287				-	-	80,000	
Composition	15.4%	15.7%	15.5%	14.6%	15.2%	15.8%	15.2%	15.4%	15.9%	16.1%	16.0%	14.3%	15.5%				-		15.8%	
YOY change	+13.0%	+14.1%	+13.6%	+4.0%	+10.3%	+5.9%	+5.0%	+9.0%	+7.7%	+8.6%	+8.2%	+3.6%	+6.7%				-		+7.9%	
Operating income	10,258	13,608	23,866	14,392	38,258	16,481	30,873	54,739	12,502	15,207	27,709	16,734	44,444				25,000	+10.8%	59,000	
Composition	9.0%	11.3%	10.2%	12.1%	10.8%	12.7%	12.4%	11.3%	10.6%	12.0%	11.3%	13.4%	12.0%				10.4%		11.7%	
YOY change	+33.6%	+29.2%	+31.1%	+21.2%	+27.2%	+5.2%	+12.1%	+19.7%	+21.9%	+11.8%	+16.1%	+16.3%	+16.2%				+4.7%		+7.8%	
Non-operating income	912	460	1,372	548	1,920	652	1,200	2,572	1,414	340	1,755	-13	1,741				-	-	-	
Non-operating expenses	311	828	1,139	209	1,348	253	462	1,601	124	115	239	476	716				-	-	-	
Recurring profit	10,860	13,239	24,099	14,731	38,830	16,880	31,611	55,710	13,792	15,433	29,225	16,244	45,470				25,000	+16.9%	60,500	
Composition	9.6%	11.0%	10.3%	12.4%	11.0%	13.0%	12.7%	11.5%	11.7%	12.1%	11.9%	13.0%	12.3%				10.4%		12.0%	
YOY change	+27.1%	+93.3%	+56.6%	+21.4%	+41.0%	+44.0%	+32.5%	+41.9%	+27.0%	+16.6%	+21.3%	+10.3%	+17.1%				+3.7%		+8.6%	
Extraordinary income	0	5	5	6,857	6,862	4,431	11,288	11,293	49	328	378	4,315	4,694				-	-	-	
Extraordinary loss	328	205	533	754	1,287	4,234	4,988	5,521	343	722	1,066	46	1,113				-	-	-	
Income before income taxes	10,532	13,040	23,572	20,832	44,404	17,077	37,909	61,481	13,498	15,039	28,537	20,513	49,051				-	-	-	
Composition	9.3%	10.8%	10.1%	17.5%	12.6%	13.2%	15.3%	12.7%	11.4%	11.8%	11.6%	16.4%	13.2%				-		-	
YOY change	+30.0%	+40.2%	+35.5%	+74.4%	+51.3%	+10.4%	+38.3%	+37.2%	+28.2%	+15.3%	+21.1%	-1.5%	+10.5%				-		-	
Total income taxes	3,298	4,100	7,398	6,528	13,926	6,362	12,890	20,288	4,461	4,473	8,935	6,728	15,664				-	-	-	
Net income (loss) attributable to non-controlling interests	230	422	652	412	1,064	667	1,079	1,731	273	494	768	460	1,228				-	-	-	
Net income attributable to owners of the parent company	7,002	8,519	15,521	13,893	29,414	10,048	23,941	39,462	8,763	10,071	18,834	13,323	32,158				16,500	+14.1%	52,000	
Composition	6.2%	7.1%	6.6%	11.7%	8.3%	7.8%	9.6%	8.2%	7.4%	7.9%	7.7%	10.7%	8.7%				6.9%		10.3%	
YOY change	+26.7%	+79.3%	+51.0%	+77.1%	+62.3%	+5.0%	+37.5%	+42.5%	+25.1%	+18.2%	+21.3%	-4.1%	+9.3%				+6.3%		+31.8%	

(2) Sales (by Client Sector)

(Millions of yen)	FY2022								FY2023							
	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	113,520	120,812	234,332	118,801	353,133	129,414	248,215	482,547	118,072	127,232	245,305	125,077	370,382			
YOY change	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%			
Credit card	21,195	22,558	43,753	23,082	66,835	23,479	46,561	90,314	22,841	25,443	48,285	24,216	72,501			
YOY change	+15.9%	+13.5%	+14.7%	+20.5%	+16.6%	+6.9%	+13.3%	+13.9%	+7.8%	+12.8%	+10.4%	+4.9%	+8.5%			
Banking	8,394	8,742	17,136	8,670	25,806	10,588	19,258	36,394	8,868	9,725	18,593	9,597	28,191			
YOY change	+29.2%	+16.0%	+22.1%	+30.2%	+24.7%	+6.3%	+15.9%	+18.7%	+5.6%	+11.3%	+8.5%	+10.7%	+9.2%			
Insurance	7,621	7,945	15,566	8,004	23,570	7,950	15,954	31,520	7,617	8,040	15,657	7,788	23,446			
YOY change	+9.6%	+8.7%	+9.2%	+3.8%	+7.3%	-2.7%	+0.5%	+4.6%	-0.1%	+1.2%	+0.6%	-2.7%	-0.5%			
Other finance	4,010	3,864	7,874	4,027	11,901	4,099	8,126	16,000	3,577	3,788	7,365	3,646	11,011			
YOY change	-6.9%	-5.6%	-6.3%	-1.5%	-4.7%	-23.8%	-14.1%	-10.4%	-10.8%	-1.9%	-6.5%	-9.5%	-7.5%			
Assembly-based manufacturing	10,618	10,953	21,571	10,377	31,948	12,397	22,774	44,345	10,458	11,020	21,479	10,493	31,972			
YOY change	-0.3%	+0.2%	-0.1%	-7.4%	-2.6%	+0.6%	-3.2%	-1.7%	-1.5%	+0.6%	-0.4%	+1.1%	+0.1%			
Processing-based manufacturing	11,986	14,495	26,481	12,819	39,300	14,068	26,887	53,368	12,082	13,688	25,770	12,561	38,331			
YOY change	+35.5%	+31.0%	+33.0%	+23.4%	+29.7%	+16.0%	+19.4%	+25.8%	+0.8%	-5.6%	-2.7%	-2.0%	-2.5%			
Distribution	8,187	8,149	16,336	7,920	24,256	8,648	16,568	32,904	8,265	8,484	16,750	8,251	25,001			
YOY change	+5.8%	+5.6%	+5.7%	+0.6%	+4.0%	+3.6%	+2.1%	+3.9%	+1.0%	+4.1%	+2.5%	+4.2%	+3.1%			
Services	31,479	32,942	64,421	33,241	97,662	34,432	67,673	132,094	33,544	34,534	68,079	35,819	103,899			
YOY change	+24.1%	+10.4%	+16.7%	+16.8%	+16.7%	-1.2%	+6.9%	+11.5%	+6.6%	+4.8%	+5.7%	+7.8%	+6.4%			
Public institutions	6,882	7,379	14,261	7,376	21,637	10,438	17,814	32,075	7,209	8,522	15,731	9,029	24,761			
YOY change	+1.3%	-20.0%	-11.0%	+7.3%	-5.5%	-3.0%	+1.0%	-4.7%	+4.8%	+15.5%	+10.3%	+22.4%	+14.4%			
Others	3,144	3,785	6,929	3,285	10,214	3,313	6,598	13,527	3,606	3,985	7,591	3,673	11,264			
YOY change	-36.7%	+13.5%	-16.5%	-23.9%	-19.1%	-48.8%	-38.9%	-29.1%	+14.7%	+5.3%	+9.5%	+11.8%	+10.3%			

(3) Sales and Income by Business Segment

(Millions of yen)	FY2022								FY2023								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	113,520	120,812	234,332	118,801	353,133	129,414	248,215	482,547	118,072	127,232	245,305	125,077	370,382				240,000	+2.2%	505,000	
YOY change	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%				+2.4%		+4.7%	
Offering Service Business	24,703	25,083	49,786	25,131	74,917	28,250	53,381	103,167	26,192	27,695	53,887	27,628	81,516				50,500	+6.7%	109,000	
YOY change	-	-	-	-	-	-	-	-	+6.0%	+10.4%	+8.2%	+9.9%	+8.8%				+1.4%		+5.7%	
Business Process Management	10,412	10,818	21,230	10,810	32,040	10,911	21,721	42,951	10,581	10,909	21,490	10,732	32,223				21,900	-1.9%	44,000	
YOY change	-	-	-	-	-	-	-	-	+1.6%	+0.8%	+1.2%	-0.7%	+0.6%				+3.2%		+2.4%	
Financial IT Business	21,555	22,787	44,342	23,497	67,839	23,812	47,309	91,651	22,960	25,758	48,718	25,361	74,079				47,000	+3.7%	98,500	
YOY change	-	-	-	-	-	-	-	-	+6.5%	+13.0%	+9.9%	+7.9%	+9.2%				+6.0%		+7.5%	
Industrial IT Business	24,317	27,642	51,959	26,904	78,863	29,888	56,792	108,751	26,701	28,518	55,219	27,401	82,621				54,000	+2.3%	111,900	
YOY change	-	-	-	-	-	-	-	-	+9.8%	+3.2%	+6.3%	+1.9%	+4.8%				+3.9%		+2.9%	
Regional IT Solutions	37,506	40,023	77,529	36,946	114,475	41,756	78,702	156,231	36,397	39,906	76,304	39,117	115,422				76,000	+0.4%	158,800	
YOY change	-	-	-	-	-	-	-	-	-3.0%	-0.3%	-1.6%	+5.9%	+0.8%				-2.0%		+1.6%	
Other business	1,657	1,410	3,067	1,765	4,832	1,537	3,302	6,369	2,164	2,128	4,293	2,272	6,565				4,500	-4.6%	9,400	
YOY change	-	-	-	-	-	-	-	-	+30.6%	+50.9%	+39.9%	+28.7%	+35.9%				+46.7%		+47.6%	
Inter-segment elimination/adjustments	-6,631	-6,953	-13,584	-6,252	-19,836	-6,740	-12,992	-26,576	-6,924	-7,684	-14,609	-7,436	-22,045				-13,900	+5.1%	-26,600	
Operating income	10,258	13,608	23,866	14,392	38,258	16,481	30,873	54,739	12,502	15,207	27,709	16,734	44,444				25,000	+10.8%	59,000	
Composition	9.0%	11.3%	10.2%	12.1%	10.8%	12.7%	12.4%	11.3%	10.6%	12.0%	11.3%	13.4%	12.0%				10.4%		11.7%	
YOY change	+33.6%	+29.2%	+31.1%	+21.2%	+27.2%	+5.2%	+12.1%	+19.7%	+21.9%	+11.8%	+16.1%	+16.3%	+16.2%				+4.7%		+7.8%	
Offering Service Business	898	1,260	2,158	1,285	3,443	1,249	2,534	4,692	1,467	1,026	2,494	2,004	4,499				2,200	+13.4%	6,000	
Composition	3.6%	5.0%	4.3%	5.1%	4.6%	4.4%	4.7%	4.5%	5.6%	3.7%	4.6%	7.3%	5.5%				4.4%		5.5%	
YOY change	-	-	-	-	-	-	-	-	+63.4%	-18.5%	+15.6%	+55.9%	+30.6%				+1.9%		+27.9%	
Business Process Management	994	1,231	2,225	1,330	3,555	1,436	2,766	4,991	1,087	1,317	2,405	1,239	3,644				2,300	+4.6%	5,300	
Composition	9.5%	11.4%	10.5%	12.3%	11.1%	13.2%	12.7%	11.6%	10.3%	12.1%	11.2%	11.5%	11.3%				10.5%		12.0%	
YOY change	-	-	-	-	-	-	-	-	+9.4%	+7.0%	+8.1%	-6.8%	+2.5%				+3.4%		+6.2%	
Financial IT Business	2,649	3,267	5,916	3,215	9,131	3,224	6,439	12,355	2,795	3,515	6,311	3,596	9,907				6,300	+0.2%	12,700	
Composition	12.3%	14.3%	13.3%	13.7%	13.5%	13.5%	13.6%	13.5%	12.2%	13.6%	13.0%	14.2%	13.4%				13.4%		12.9%	
YOY change	-	-	-	-	-	-	-	-	+5.5%	+7.6%	+6.7%	+11.9%	+8.5%				+6.5%		+2.8%	
Industrial IT Business	2,476	3,458	5,934	4,586	10,520	4,836	9,422	15,356	3,544	4,218	7,763	4,361	12,124				7,000	+10.9%	16,700	
Composition	10.2%	12.5%	11.4%	17.0%	13.3%	16.2%	16.6%	14.1%	13.3%	14.8%	14.1%	15.9%	14.7%				13.0%		14.9%	
YOY change	-	-	-	-	-	-	-	-	+43.1%	+22.0%	+30.8%	-4.9%	+15.3%				+17.9%		+8.7%	
Regional IT Solutions	2,886	4,258	7,144	3,922	11,066	5,426	9,348	16,492	3,404	4,948	8,352	5,216	13,569				7,400	+12.9%	18,200	
Composition	7.7%	10.6%	9.2%	10.6%	9.7%	13.0%	11.9%	10.6%	9.4%	12.4%	10.9%	13.3%	11.8%				9.7%		11.5%	
YOY change	-	-	-	-	-	-	-	-	+18.0%	+16.2%	+16.9%	+33.0%	+22.6%				+3.6%		+10.4%	
Other business	218	192	410	188	598	172	360	770	192	201	394	248	643				250	+57.7%	700	
Composition	13.2%	13.6%	13.4%	10.7%	12.4%	11.2%	10.9%	12.1%	8.9%	9.5%	9.2%	11.0%	9.8%				5.6%		7.4%	
YOY change	-	-	-	-	-	-	-	-	-11.9%	+5.2%	-3.9%	+32.3%	+7.5%				-39.1%		-9.2%	
Inter-segment elimination/adjustments	135	-59	76	-133	-57	136	3	79	9	-21	-12	67	54				-450	-97.3%	-600	

Net sales for each segment include intersegment sales.

(4-1) Sales (by Business)

(Millions of yen)	FY2022								FY2023							
	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	113,520	120,812	234,332	118,801	353,133	129,414	248,215	482,547	118,072	127,232	245,305	125,077	370,382			
YOY change	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%			
Software development	60,441	65,662	126,103	63,900	190,003	69,969	133,869	259,972	63,224	69,090	132,314	67,703	200,018			
YOY change	-	-	-	-	-	-	-	-	+4.6%	+5.2%	+4.9%	+6.0%	+5.3%			
Operating and Cloud services	37,903	40,159	78,062	40,355	118,417	41,017	81,372	159,434	41,226	42,087	83,313	43,156	126,469			
YOY change	-	-	-	-	-	-	-	-	+8.8%	+4.8%	+6.7%	+6.9%	+6.8%			
Product and Software Sales	14,597	14,412	29,009	13,592	42,601	17,823	31,415	60,424	13,007	15,492	28,500	13,578	42,078			
YOY change	-	-	-	-	-	-	-	-	-10.9%	+7.5%	-1.8%	-0.1%	-1.2%			
Other	578	579	1,157	953	2,110	606	1,559	2,716	614	562	1,176	639	1,815			
YOY change	-	-	-	-	-	-	-	-	+6.1%	-2.8%	+1.7%	-33.0%	-14.0%			

(4-2) Business Segment Sales (by Business)

(Millions of yen)	FY2022								FY2023							
	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	113,520	120,812	234,332	118,801	353,133	129,414	248,215	482,547	118,072	127,232	245,305	125,077	370,382			
YOY change	+13.1%	+8.9%	+10.9%	+11.3%	+11.0%	-0.7%	+4.7%	+7.6%	+4.0%	+5.3%	+4.7%	+5.3%	+4.9%			
Offering Service Business	21,546	22,695	44,241	22,264	66,505	25,081	47,345	91,586	23,358	24,521	47,880	24,626	72,506			
YOY change	-	-	-	-	-	-	-	-	+8.4%	+8.0%	+8.2%	+10.6%	+9.0%			
Software development	11,502	11,498	23,000	11,621	34,621	12,452	24,073	47,073	11,177	11,652	22,829	11,225	34,055			
YOY change	-	-	-	-	-	-	-	-	-2.8%	+1.3%	-0.7%	-3.4%	-1.6%			
Operating and Cloud services	5,512	6,722	12,234	6,590	18,824	6,952	13,542	25,776	6,983	7,367	14,351	8,380	22,732			
YOY change	-	-	-	-	-	-	-	-	+26.7%	+9.6%	+17.3%	+27.2%	+20.8%			
Product and Software Sales	4,531	4,475	9,006	4,053	13,059	5,677	9,730	18,736	5,197	5,501	10,698	5,020	15,718			
YOY change	-	-	-	-	-	-	-	-	+14.7%	+22.9%	+18.8%	+23.9%	+20.4%			
Business Process Management	9,794	10,206	20,000	10,242	30,242	10,369	20,611	40,611	9,997	10,319	20,316	10,188	30,505			
YOY change	-	-	-	-	-	-	-	-	+2.1%	+1.1%	+1.6%	-0.5%	+0.9%			
Software development	4,038	4,293	8,331	4,343	12,674	4,616	8,959	17,290	4,289	4,446	8,736	4,345	13,082			
YOY change	-	-	-	-	-	-	-	-	+6.2%	+3.6%	+4.9%	+0.1%	+3.2%			
Operating and Cloud services	5,756	5,912	11,668	5,899	17,567	5,753	11,652	23,320	5,707	5,872	11,580	5,842	17,423			
YOY change	-	-	-	-	-	-	-	-	-0.8%	-0.7%	-0.8%	-0.9%	-0.8%			
Product and Software Sales	-	-	-	-	-	-	-	-	-	-	-	-	-			
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-			
Financial IT Business	21,154	22,348	43,502	23,091	66,593	23,418	46,509	90,011	22,570	25,340	47,911	24,924	72,836			
YOY change	-	-	-	-	-	-	-	-	+6.7%	+13.4%	+10.1%	+7.9%	+9.4%			
Software development	10,480	12,012	22,492	11,642	34,134	12,636	24,278	46,770	12,115	13,594	25,710	14,127	39,837			
YOY change	-	-	-	-	-	-	-	-	+15.6%	+13.2%	+14.3%	+21.3%	+16.7%			
Operating and Cloud services	8,499	9,049	17,548	9,489	27,037	9,456	18,945	36,493	9,103	9,417	18,520	9,193	27,713			
YOY change	-	-	-	-	-	-	-	-	+7.1%	+4.1%	+5.5%	-3.1%	+2.5%			
Product and Software Sales	2,174	1,288	3,462	1,960	5,422	1,325	3,285	6,747	1,351	2,329	3,680	1,604	5,284			
YOY change	-	-	-	-	-	-	-	-	-37.8%	+80.8%	+6.3%	-18.1%	-2.5%			
Industrial IT Business	23,975	27,102	51,077	26,452	77,529	29,407	55,859	106,936	26,526	28,318	54,845	27,222	82,067			
YOY change	-	-	-	-	-	-	-	-	+10.6%	+4.5%	+7.4%	+2.9%	+5.9%			
Software development	15,097	17,494	32,591	18,225	50,816	19,319	37,544	70,135	17,758	19,285	37,043	18,383	55,426			
YOY change	-	-	-	-	-	-	-	-	+17.6%	+10.2%	+13.7%	+0.9%	+9.1%			
Operating and Cloud services	5,862	5,914	11,776	5,788	17,564	5,940	11,728	23,504	5,827	6,030	11,858	6,012	17,870			
YOY change	-	-	-	-	-	-	-	-	-0.6%	+2.0%	+0.7%	+3.9%	+1.7%			
Product and Software Sales	3,014	3,695	6,709	2,438	9,147	4,149	6,587	13,296	2,940	3,002	5,943	2,826	8,769			
YOY change	-	-	-	-	-	-	-	-	-2.5%	-18.7%	-11.4%	+15.9%	-4.1%			
Regional IT Solutions	36,471	37,882	74,353	35,798	110,151	40,534	76,332	150,685	35,005	38,169	73,175	37,476	110,651			
YOY change	-	-	-	-	-	-	-	-	-4.0%	+0.8%	-1.6%	+4.7%	+0.5%			
Software development	19,322	20,364	39,686	18,070	57,756	20,945	39,015	78,701	17,883	20,110	37,994	19,622	57,616			
YOY change	-	-	-	-	-	-	-	-	-7.4%	-1.2%	-4.3%	+8.6%	-0.2%			
Operating and Cloud services	12,272	12,563	24,835	12,588	37,423	12,916	25,504	50,339	13,603	13,399	27,003	13,726	40,729			
YOY change	-	-	-	-	-	-	-	-	+10.8%	+6.7%	+8.7%	+9.0%	+8.8%			
Product and Software Sales	4,876	4,954	9,830	5,142	14,972	6,672	11,814	21,644	3,518	4,659	8,177	4,128	12,305			
YOY change	-	-	-	-	-	-	-	-	-27.9%	-5.9%	-16.8%	-19.7%	-17.8%			
Other business	578	579	1,157	953	2,110	606	1,559	2,716	614	562	1,176	639	1,815			
YOY change	-	-	-	-	-	-	-	-	+6.1%	-2.8%	+1.7%	-33.0%	-14.0%			

(5-1) Order Status (Total)

(Millions of yen)	FY2022								FY2023							
	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	89,088	154,821	243,909	83,724	327,633	167,658	251,382	495,291	88,249	177,744	265,993	78,703	344,697			
YOY change	+16.0%	+12.7%	+13.9%	+2.2%	+10.7%	+7.3%	+5.6%	+9.5%	-0.9%	+14.8%	+9.1%	-6.0%	+5.2%			
Offering Service Business	15,965	31,847	47,812	13,239	61,051	34,969	48,208	96,020	15,733	35,007	50,740	13,482	64,223			
YOY change	-	-	-	-	-	-	-	-	-1.5%	+9.9%	+6.1%	+1.8%	+5.2%			
Business Process Management	11,370	10,168	21,538	9,858	31,396	10,504	20,362	41,900	10,237	9,779	20,016	10,745	30,762			
YOY change	-	-	-	-	-	-	-	-	-10.0%	-3.8%	-7.1%	+9.0%	-2.0%			
Financial IT Business	10,354	32,302	42,656	13,420	56,076	34,589	48,009	90,665	14,415	44,841	59,256	8,482	67,739			
YOY change	-	-	-	-	-	-	-	-	+39.2%	+38.8%	+38.9%	-36.8%	+20.8%			
Industrial IT Business	22,472	30,170	52,642	23,896	76,538	37,731	61,627	114,269	19,827	33,918	53,746	20,994	74,741			
YOY change	-	-	-	-	-	-	-	-	-11.8%	+12.4%	+2.1%	-12.1%	-2.3%			
Regional IT Solutions	28,924	50,335	79,259	23,310	102,569	49,866	73,176	152,435	28,034	54,198	82,232	24,999	107,231			
YOY change	-	-	-	-	-	-	-	-	-3.1%	+7.7%	+3.8%	+7.2%	+4.5%			
Order backlog at period-end	123,519	157,948	157,948	122,397	122,397	161,453	161,453	161,453	132,876	184,379	184,379	138,543	138,543			
YOY change	+11.8%	+14.5%	+14.5%	+2.1%	+2.1%	+9.7%	+9.7%	+9.7%	+7.6%	+16.7%	+16.7%	+13.2%	+13.2%			
Offering Service Business	20,940	29,932	29,932	20,685	20,685	30,780	30,780	30,780	23,786	34,701	34,701	23,456	23,456			
YOY change	-	-	-	-	-	-	-	-	+13.6%	+15.9%	+15.9%	+13.4%	+13.4%			
Business Process Management	8,791	8,753	8,753	8,369	8,369	8,503	8,503	8,503	8,744	8,203	8,203	8,760	8,760			
YOY change	-	-	-	-	-	-	-	-	-0.5%	-6.3%	-6.3%	+4.7%	+4.7%			
Financial IT Business	27,936	37,889	37,889	28,218	28,218	39,390	39,390	39,390	31,235	50,735	50,735	34,293	34,293			
YOY change	-	-	-	-	-	-	-	-	+11.8%	+33.9%	+33.9%	+21.5%	+21.5%			
Industrial IT Business	29,028	32,096	32,096	29,541	29,541	37,865	37,865	37,865	31,166	36,766	36,766	30,539	30,539			
YOY change	-	-	-	-	-	-	-	-	+7.4%	+14.6%	+14.6%	+3.4%	+3.4%			
Regional IT Solutions	36,823	49,276	49,276	35,582	35,582	44,914	44,914	44,914	37,943	53,971	53,971	41,494	41,494			
YOY change	-	-	-	-	-	-	-	-	+3.0%	+9.5%	+9.5%	+16.6%	+16.6%			

(5-2) Order Status (Software development only)

(Millions of yen)	FY2022								FY2023							
	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	61,326	69,830	131,156	57,186	188,342	83,008	140,194	271,350	61,232	82,257	143,489	53,727	197,217			
YOY change	+23.1%	+17.1%	+19.9%	+8.7%	+16.2%	+10.2%	+9.6%	+14.3%	-0.2%	+17.8%	+9.4%	-6.0%	+4.7%			
Offering Service Business	9,200	14,784	23,984	7,352	31,336	15,614	22,966	46,950	9,561	12,269	21,831	8,377	30,208			
YOY change	-	-	-	-	-	-	-	-	+3.9%	-17.0%	-9.0%	+13.9%	-3.6%			
Business Process Management	5,614	4,256	9,870	3,959	13,829	4,750	8,709	18,579	4,530	3,906	8,436	4,902	13,338			
YOY change	-	-	-	-	-	-	-	-	-19.3%	-8.2%	-14.5%	+23.8%	-3.5%			
Financial IT Business	8,231	12,779	21,010	11,556	32,566	16,010	27,566	48,576	11,872	24,494	36,367	6,731	43,099			
YOY change	-	-	-	-	-	-	-	-	+44.2%	+91.7%	+73.1%	-41.7%	+32.3%			
Industrial IT Business	19,266	16,840	36,106	18,894	55,000	21,999	40,893	76,999	16,839	18,652	35,492	16,840	52,333			
YOY change	-	-	-	-	-	-	-	-	-12.6%	+10.8%	-1.7%	-10.9%	-4.9%			
Regional IT Solutions	19,013	21,171	40,184	15,424	55,608	24,635	40,059	80,243	18,427	22,934	41,361	16,875	58,237			
YOY change	-	-	-	-	-	-	-	-	-3.1%	+8.3%	+2.9%	+9.4%	+4.7%			
Order backlog at period-end	84,794	88,850	88,850	80,831	80,831	94,016	94,016	94,016	92,331	105,707	105,707	91,682	91,682			
YOY change	+11.0%	+17.0%	+17.0%	+7.8%	+7.8%	+12.2%	+12.2%	+12.2%	+8.9%	+19.0%	+19.0%	+13.4%	+13.4%			
Offering Service Business	13,937	17,111	17,111	12,685	12,685	15,993	15,993	15,993	14,684	15,511	15,511	12,614	12,614			
YOY change	-	-	-	-	-	-	-	-	+5.4%	-9.4%	-9.4%	-0.6%	-0.6%			
Business Process Management	8,791	8,753	8,753	8,369	8,369	8,503	8,503	8,503	8,744	8,203	8,203	8,760	8,760			
YOY change	-	-	-	-	-	-	-	-	-0.5%	-6.3%	-6.3%	+4.7%	+4.7%			
Financial IT Business	17,822	18,590	18,590	18,504	18,504	21,878	21,878	21,878	21,635	32,535	32,535	25,139	25,139			
YOY change	-	-	-	-	-	-	-	-	+21.4%	+75.0%	+75.0%	+35.9%	+35.9%			
Industrial IT Business	21,443	20,789	20,789	21,459	21,459	24,139	24,139	24,139	23,220	22,587	22,587	21,045	21,045			
YOY change	-	-	-	-	-	-	-	-	+8.3%	+8.6%	+8.6%	-1.9%	-1.9%			
Regional IT Solutions	22,799	23,605	23,605	19,812	19,812	23,502	23,502	23,502	24,046	26,869	26,869	24,123	24,123			
YOY change	-	-	-	-	-	-	-	-	+5.5%	+13.8%	+13.8%	+21.8%	+21.8%			

(6) Other

(Millions of yen)	FY2022								FY2023								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	5,401	3,922	9,323	2,067	11,390	2,393	4,460	13,783	1,946	3,016	4,963	2,869	7,833				-	12,000
Depreciation	3,818	3,602	7,420	3,856	11,276	3,807	7,663	15,083	3,702	3,714	7,417	4,245	11,663				-	16,000
Research and development expenses	585	894	1,479	602	2,081	703	1,305	2,784	708	943	1,652	700	2,352				-	3,500
Amortization of goodwill	120	134	254	115	369	128	243	497	82	88	171	83	254				-	300
Goodwill balance at the end of the term	2,477	2,364	2,364	2,183	2,183	1,556	1,556	1,556	1,574	1,555	1,555	1,455	1,455				-	1,250
Number of Employees at the end of the term	22,487	22,419	22,419	21,887	21,887	21,709	21,709	21,709	22,313	22,206	22,206	22,155	22,155				-	-

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	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Net sales	327,417	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	448,383	482,547	505,000
YOY change	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.6%	+4.7%
Offering Service Business	-	-	-	-	-	-	-	-	-	-	91,586	97,500
YOY change	-	-	-	-	-	-	-	-	-	-	-	+6.5%
Business Process Management	-	-	-	-	-	-	-	-	-	-	40,611	41,700
YOY change	-	-	-	-	-	-	-	-	-	-	-	+2.7%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	90,011	97,100
YOY change	-	-	-	-	-	-	-	-	-	-	-	+7.9%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	106,936	111,000
YOY change	-	-	-	-	-	-	-	-	-	-	-	+3.8%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	150,685	154,300
YOY change	-	-	-	-	-	-	-	-	-	-	-	+2.4%
Other business	-	-	-	-	-	-	-	-	-	-	2,716	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%	+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	366,000
Composition	81.3%	82.0%	81.9%	81.7%	81.6%	80.7%	79.2%	77.5%	76.1%	74.6%	73.3%	72.5%
YOY change	+1.9%	+4.0%	+2.5%	+3.9%	+5.8%	+1.7%	+1.2%	+1.5%	+3.6%	-0.9%	+5.7%	+3.5%
Gross profit	61,258	60,899	62,766	66,097	70,535	75,958	84,362	94,784	105,896	113,712	128,848	139,000
Composition	18.7%	18.0%	18.1%	18.3%	18.4%	19.3%	20.8%	22.5%	23.9%	25.4%	26.7%	27.5%
YOY change	-1.2%	-0.6%	+3.1%	+5.3%	+6.7%	+7.7%	+11.1%	+12.4%	+11.7%	+7.4%	+13.3%	+7.9%
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	80,000
Composition	13.9%	12.6%	12.5%	12.5%	12.0%	12.4%	12.7%	13.5%	13.8%	15.2%	15.4%	15.8%
YOY change	-7.3%	-6.4%	+1.2%	+4.0%	+2.5%	+6.2%	+5.5%	+9.9%	+7.6%	+11.3%	+9.0%	+7.9%
Operating income	15,621	18,171	19,510	21,121	24,436	27,019	32,743	38,043	44,839	45,748	54,739	59,000
Composition	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	11.3%	11.7%
YOY change	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+19.7%	+7.8%
Recurring profit	15,393	17,440	18,971	21,251	24,521	27,092	32,795	38,603	46,070	39,257	55,710	60,500
Composition	4.7%	5.2%	5.5%	5.9%	6.4%	6.9%	8.1%	9.2%	10.4%	8.8%	11.5%	12.0%
YOY change	+21.9%	+13.3%	+8.8%	+12.0%	+15.4%	+10.5%	+21.1%	+17.7%	+19.3%	-14.8%	+41.9%	+8.6%
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	52,000
Composition	0.7%	1.7%	2.3%	2.8%	3.3%	4.1%	5.1%	6.2%	6.6%	6.2%	8.2%	10.3%
YOY change	-64.3%	+174.8%	+34.9%	+29.8%	+23.4%	+28.6%	+26.5%	+26.3%	+13.0%	-5.8%	+42.5%	+31.8%
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	213.50
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	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%	22.0%
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%	79.7%

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	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Net sales	327,417	337,834	346,647	361,025	382,689	393,398	405,648	420,769	443,717	448,383	482,547	505,000
YOY change	+1.3%	+3.2%	+2.6%	+4.1%	+6.0%	+2.8%	+3.1%	+3.7%	+5.5%	+1.1%	+7.6%	+4.7%
Offering Service Business	-	-	-	-	-	-	-	-	-	-	103,167	109,000
YOY change	-	-	-	-	-	-	-	-	-	-	-	+5.7%
Business Process Management	-	-	-	-	-	-	-	-	-	-	42,951	44,000
YOY change	-	-	-	-	-	-	-	-	-	-	-	+2.4%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	91,651	98,500
YOY change	-	-	-	-	-	-	-	-	-	-	-	+7.5%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	108,751	111,900
YOY change	-	-	-	-	-	-	-	-	-	-	-	+2.9%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	156,231	158,800
YOY change	-	-	-	-	-	-	-	-	-	-	-	+1.6%
Other business	-	-	-	-	-	-	-	-	-	-	6,369	9,400
YOY change	-	-	-	-	-	-	-	-	-	-	-	+47.6%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-	-26,576	-26,600
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	59,000
Composition	4.8%	5.4%	5.6%	5.9%	6.4%	6.9%	8.1%	9.0%	10.1%	10.2%	11.3%	11.7%
YOY change	+21.9%	+16.3%	+7.4%	+8.3%	+15.7%	+10.6%	+21.2%	+16.2%	+17.9%	+2.0%	+19.7%	+7.8%
Offering Service Business	-	-	-	-	-	-	-	-	-	-	4,692	6,000
Composition	-	-	-	-	-	-	-	-	-	-	4.5%	5.5%
YOY change	-	-	-	-	-	-	-	-	-	-	-	+27.9%
Business Process Management	-	-	-	-	-	-	-	-	-	-	4,991	5,300
Composition	-	-	-	-	-	-	-	-	-	-	11.6%	12.0%
YOY change	-	-	-	-	-	-	-	-	-	-	-	+6.2%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	12,355	12,700
Composition	-	-	-	-	-	-	-	-	-	-	13.5%	12.9%
YOY change	-	-	-	-	-	-	-	-	-	-	-	+2.8%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	15,356	16,700
Composition	-	-	-	-	-	-	-	-	-	-	14.1%	14.9%
YOY change	-	-	-	-	-	-	-	-	-	-	-	+8.7%
Regional IT Solutions	-	-	-	-	-	-	-	-	-	-	16,492	18,200
Composition	-	-	-	-	-	-	-	-	-	-	10.6%	11.5%
YOY change	-	-	-	-	-	-	-	-	-	-	-	+10.4%
Other business	-	-	-	-	-	-	-	-	-	-	770	700
Composition	-	-	-	-	-	-	-	-	-	-	12.1%	7.4%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-9.2%
Inter-segment elimination/adjustments	-	-	-	-	-	-	-	-	-	-	79	-600
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 Full Year	FY2013 Full Year	FY2014 Full Year	FY2015 Full Year	FY2016 Full Year	FY2017 Full Year	FY2018 Full Year	FY2019 Full Year	FY2020 Full Year	FY2021 Full Year	FY2022 Full Year
Orders received during the term	-	-	-	-	-	-	-	427,210	439,748	452,284	495,291
YOY change	-	-	-	-	-	-	-	-	+2.9%	+2.9%	+9.5%
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
	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year
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	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year	Full Year (Plan)
Current assets	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	1.63	1.65	-
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	16,000
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	760	-

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)
- 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.
- 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 first quarter of fiscal 2023, 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.
- For cautionary statements other than those listed above, please refer to the cautionary statements in the notes to Financial Results.