TIS INTEC Group

## Supplementary Financial Data <br> Fiscal 2023 Results (Fiscal Year ended March 31, 2023)

May 9, 2023

TIS Inc.

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

| (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 | 1st half (forecast) | Difference | Full Year (forecast) | Difference |
| 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 | 138,017 | 263,095 | 508,400 | 240,000 | +2.2\% | 505,000 | +0.7\% |
| 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\% | +6.6\% | +6.0\% | +5.4\% | +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 | 98,018 | 188,438 | 366,668 |  |  | 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\% | 71.0\% | 71.6\% | 72.1\% |  |  | 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\% | +5.9\% | +4.9\% | +3.7\% |  |  | +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 | 39,999 | 74,656 | 141,732 |  |  | 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\% | 29.0\% | 28.4\% | 27.9\% |  |  | 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\% | +8.4\% | +8.8\% | +10.0\% |  |  | +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 | 22,115 | 40,037 | 79,403 |  |  | 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\% | 16.0\% | 15.2\% | 15.6\% |  |  | 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\% | +8.3\% | +6.2\% | +7.1\% |  |  | +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 | 17,884 | 34,618 | 62,328 | 25,000 | +10.8\% | 59,000 | +5.6\% |
| 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\% | 13.0\% | 13.2\% | 12.3\% | 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\% | +8.5\% | +12.1\% | +13.9\% | +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 | 747 | 733 | 2,488 |  |  |  |  |
| Non-operating expenses | 311 | 828 | 1,139 | 209 | 1,348 | 253 | 462 | 1,601 | 124 | 115 | 239 | 476 | 716 | 896 | 1,373 | 1,612 |  |  |  |  |
| 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 | 17,734 | 33,978 | 63,204 | 25,000 | +16.9\% | 60,500 | 4.5\% |
| 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\% | 12.8\% | 12.9\% | 12.4\% | 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\% | +5.1\% | +7.5\% | +13.5\% | +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 | 17,346 | 21,661 | 22,040 |  |  |  |  |
| Extraordinary loss | 328 | 205 | 533 | 754 | 1,287 | 4,234 | 4,988 | 5,521 | 343 | 722 | 1,066 | 46 | 1,113 | 2,639 | 2,685 | 3,752 |  |  |  |  |
| 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 | 32,441 | 52,954 | 81,492 |  |  |  |  |
| 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\% | 23.5\% | 20.1\% | 16.0\% |  |  |  |  |
| 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\% | +90.0\% | +39.7\% | +32.5\% |  |  |  |  |
| 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 | 7,258 | 13,987 | 22,922 |  |  |  |  |
| Net income (loss) atributable to non-controling interests | 230 | 422 | 652 | 412 | 1,064 | 667 | 1,079 | 1,731 | 273 | 494 | 768 | 460 | 1,228 | 1,879 | 2,340 | 3,108 |  |  |  |  |
| 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 | 23,303 | 36,627 | 55,461 | 16,500 | +14.1\% | 52,000 | +6.7\% |
| 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\% | 16.9\% | 13.9\% | 10.9\% | 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\% | +131.9\% | +53.0\% | +40.5\% | +6.3\% |  | +31.8\% |  |


| (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 | 138,017 | 263,095 | 508,400 |
| Credit card | +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\% | +6.6\% | +6.0\% | +5.4\% |
|  | 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 | 24,992 | 49,208 | 97,494 |
| Banking | +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\% | +6.4\% | +5.7\% | +7.9\% |
|  | 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 | 11,122 | 20,719 | 39,313 |
| \begin{tabular}{\|l|}
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\end{tabular} | +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\% | +5.0\% | +7.6\% | +8.0\% |
|  | 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 | 7,812 | 15,601 | 31,258 |
|  YOY change <br> Other finance  | +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\% | -1.7\% | -2.2\% | -0.8\% |
|  | 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 | 4,064 | 7,710 | 15,075 |
|  | -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\% | -0.9\% | -5.1\% | -5.8\% |
| 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 | 13,029 | 23,523 | 45,002 |
| YOY change <br> Processing-based manufacturing | -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\% | +5.1\% | +3.3\% | +1.5\% |
|  | 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 | 13,374 | 25,935 | 51,706 |
| Distribution 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\% | -4.9\% | -3.5\% | -3.1\% |
|  | 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 | 8,949 | 17,201 | 33,951 |
|  YOY change <br> Services  | +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\% | +3.5\% | +3.8\% | +3.2\% |
|  | 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 | 38,376 | 74,196 | 142,276 |
|  | +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\% | +11.5\% | +9.6\% | +7.7\% |
| Public institutions YOY change <br>   | 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 | 12,686 | 21,715 | 37,447 |
|  | +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\% | +21.5\% | +21.9\% | +16.7\% |
| 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 | 3,610 | 7,283 | 14,874 |
|  | -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\% | +8.9\% | +10.4\% | +10.0\% |


| (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 | 1st half (forecast) | Difference | Full Year (forecast) | Difference |
| 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 | 138,017 | 263,095 | 508,400 | 240,000 | +2.2\% | 505,000 | +0.7\% |
| 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\% | +6.6\% | +6.0\% | +5.4\% | +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 | 30,236 | 57,865 | 111,752 | 50,500 | $+6.7 \% .$ | 109,000 | +2.5\% |
| YOY change |  |  |  |  |  |  |  |  | +6.0\% | +10.4\% | +8.2\% | +9.9\% | +8.8\% | +7.0\% | +8.4\% | +8.3\% | +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 | 11,032 | 21,765 | 43,255 | 21,900 | -1.9\% | 44,000 | -1.7\% |
| YOY change |  |  |  |  |  |  |  |  | +1.6\% | +0.8\% | +1.2\% | -0.7\% | +0.6\% | +1.1\% | +0.2\% | +0.7\% | +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 | 27,105 | 52,466 | 101,184 | 47,000 | +3.7\% | 98,500 | +2.7\% |
| YOY change |  |  |  |  |  |  |  |  | +6.5\% | +13.0\% | +9.9\% | +7.9\% | +9.2\% | +13.8\% | +10.9\% | +10.4\% | +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 | 31,011 | 58,412 | 113,632 | 54,000 | +2.3\% | 111,900 | +1.5\% |
| YOY change |  |  |  |  |  |  |  |  | +9.8\% | +3.2\% | +6.3\% | +1.9\% | +4.8\% | +3.8\% | +2.9\% | +4.5\% | +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 | 44,588 | 83,706 | 160,010 | 76,000 | +0.4\% | 158,800 | +0.8\% |
| YOY change |  |  |  |  |  |  |  |  | -3.0\% | -0.3\% | -1.6\% | +5.9\% | +0.8\% | +6.8\% | +6.4\% | +2.4\% | -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 | 2,392 | 4,664 | 8,957 | 4,500 | -4.6\% | 9,400 | -4.7\% |
| YOY change |  |  |  |  |  |  |  |  | +30.6\% | +50.9\% | +39.9\% | +28.7\% | +35.9\% | +55.6\% | +41.3\% | +40.6\% | +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 | -8,348 | -15,785 | -30,394 | -13,900 | +5.1\% | -26,600 | +14.3\% |
| 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 | 17,884 | 34,618 | 62,328 | 25,000 | +10.8\% | 59,000 | +5.6\% |
| 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\% | 13.0\% | 13.2\% | 12.3\% | 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\% | +8.5\% | +12.1\% | +13.9\% | +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 | 1,926 | 3,931 | 6,42 | 2,200 | +13.4\% | 6,000 | +7.1\% |
| 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\% | 6.4\% | 6.8\% | 5.80 | 4.4\% |  | 5.5\% |  |
| YOY change |  |  |  |  |  |  |  |  | +63.4\% | -18.5\% | +15.6\% | +55.9\% | +30.6\% | +54.3\% | +55.1\% | +36.9\% | +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 | 1,478 | 2,717 | 5,123 | 2,300 | +4.6\% | 5,300 | -3.3\% |
| 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\% | 13.4\% | 12.5\% | 11.8\% | 10.5\% |  | 12.0\% |  |
| YOY change |  |  |  |  |  |  |  |  | +9.4\% | +7.0\% | +8.1\% | -6.8\% | +2.5\% | +2.9\% | -1.7\% | +2.6\% | +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 | 3,988 | 7,585 | 13,896 | 6,300 | +0.2\% | 12,700 | +9.4\% |
| 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\% | 14.7\% | 14.5\% | 13.7\% | 13.4\% |  | 12.9\% |  |
| YOY change |  |  |  |  |  |  |  |  | +5.5\% | +7.6\% | +6.7\% | +11.9\% | +8.5\% | +23.7\% | +17.8\% | +12.5\% | +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 | 4,604 | 8,965 | 16,728 | 7,000 | +10.9\% | 16,700 | +0.2\% |
| 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\% | 14.8\% | 15.3\% | 14.7\% | 13.0\% |  | 14.9\% |  |
| YOY change |  |  |  |  |  |  |  |  | +43.1\% | +22.0\% | +30.8\% | -4.9\% | +15.3\% | -4.8\% | -4.8\% | +8.9\% | +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 | 5,773 | 10,990 | 19,343 | 7,400 | +12.9\% | 18,200 | +6.3\% |
| 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\% | 12.9\% | 13.1\% | 12.1\% | 9.7\% |  | 11.5\% |  |
| YOY change |  |  |  |  |  |  |  |  | +18.0\% | +16.2\% | +16.9\% | +33.0\% | +22.6\% | +6.4\% | +17.6\% | +17.3\% | +3.6\% |  | +10.4\% |  |
| Other business | 218 | 192 | 410 | 188 | 598 | 172 | 360 | 770 | 192 | 201 | 394 | 248 | 643 | 234 | 483 | 878 | 250 | +57.7\% | 700 | +25.5\% |
| 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\% | 9.8\% | 10.4\% | 9.8\% | 5.6\% |  | 7.4\% |  |
| $\frac{\text { YOY change }}{}$ |  |  |  |  |  |  |  |  | -11.9\% | +5.2\% | -3.9\% | +32.3\% | +7.5\% | +36.2\% | +34.2\% | +13.9\% | -39.1\% |  | -9.2\% |  |
| Inter-segment elimination/adjustments | 135 | -59 | 76 | -133 | -57 | 136 | 3 | 79 | 9 | -21 | -12 | 67 | 54 | -122 | -55 | -67 | -450 | -97.3\% | -600 | -88.7\% |

Net sales for each segment include intersegment sales.

| (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 | 138,017 | 263,095 | 508,400 |
| 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\% | +6.6\% | +6.0\% | +5.4\% |
| 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 | 73,910 | 141,613 | 273,928 |
| YOY change |  |  |  |  |  |  |  |  | +4.6\% | +5.2\% | +4.9\% | +6.0\% | +5.3\% | +5.6\% | +5.8\% | +5.4\% |
| 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 | 43,899 | 87,055 | 170,368 |
| YOY change |  |  |  |  |  |  |  |  | +8.8\% | +4.8\% | +6.7\% | +6.9\% | +6.8\% | +7.0\% | +7.0\% | +6.9\% |
| 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 | 19,595 | 33,173 | 61,674 |
| YOY change |  |  |  |  |  |  |  |  | -10.9\% | +7.5\% | -1.8\% | -0.1\% | -1.2\% | +9.9\% | +5.6\% | +2.1\% |
| Other | 578 | 579 | 1,157 | 953 | 2,110 | 606 | 1,559 | 2,716 | 614 | 562 | 1,176 | 639 | 1,815 | 613 | 1,252 | 2,429 |
| YOY change |  |  |  |  |  |  |  |  | +6.1\% | -2.8\% | +1.7\% | -33.0\% | -14.0\% | +1.3\% | -19.7\% | -10.6\% |

(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 | 138,017 | 263,095 | 508,400 |
| 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\% | +6.6\% | +6.0\% | +5.4\% |
| 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 | 26,626 | 51,252 | 99,132 |
| YOY change |  |  |  |  |  |  |  |  | +8.4\% | +8.0\% | +8.2\% | +10.6\% | +9.0\% | +6.2\% | +8.3\% | +8.2\% |
| 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 | 11,607 | 22,833 | 45,662 |
| YOY change |  |  |  |  |  |  |  |  | -2.8\% | +1.3\% | -0.7\% | -3.4\% | -1.6\% | -6.8\% | -5.2\% | -3.0\% |
| 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 | 8,708 | 17,089 | 31,441 |
| YOY change |  |  |  |  |  |  |  |  | +26.7\% | +9.6\% | +17.3\% | +27.2\% | +20.8\% | +25.3\% | +26.2\% | +22.0\% |
| 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 | 6,309 | 11,329 | 22,028 |
| YOY change |  |  |  |  |  |  |  |  | +14.7\% | +22.9\% | +18.8\% | +23.9\% | +20.4\% | +11.1\% | +16.4\% | +17.6\% |
| 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 | 10,453 | 20,642 | 40,958 |
| YOY change |  |  |  |  |  |  |  |  | +2.1\% | +1.1\% | +1.6\% | -0.5\% | +0.9\% | +0.8\% | +0.2\% | +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 | 4,773 | 9,119 | 17,855 |
| YOY chan |  |  |  |  |  |  |  |  | +6.2\% | +3.6\% | +4.9\% | +0.1\% | +3.2\% | +3.4\% | +1.8\% | +3.3\% |
| 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 | 5,680 | 11,523 | 23,103 |
| YOY change |  |  |  |  |  |  |  |  | -0.8\% | -0.7\% | -0.8\% | -0.9\% | -0.8\% | -1.3\% | -1.1\% | -0.9\% |
| 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 | 26,596 | 51,521 | 99,432 |
| YOY change |  |  |  |  |  |  |  |  | +6.7\% | +13.4\% | +10.1\% | +7.9\% | +9.4\% | +13.6\% | +10.8\% | +10.5\% |
| 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 | 15,882 | 30,009 | 55,720 |
|  |  |  |  |  |  |  |  |  | +15.6\% | +13.2\% | +14.3\% | +21.3\% | +16.7\% | +25.7\% | +23.6\% | +19.1\% |
| 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 | 9,238 | 18,431 | 36,952 |
|  |  |  |  |  |  |  |  |  | +7.1\% | +4.1\% | +5.5\% | -3.1\% | +2.5\% | -2.3\% | -2.7\% | +1.3\% |
| 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 | 1,475 | 3,080 | 6,760 |
| YOY change |  |  |  |  |  |  |  |  | -37.8\% | +80.8\% | +6.3\% | -18.1\% | -2.5\% | +11.4\% | -6.2\% | +0.2\% |
| 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 | 30,848 | 58,070 | 112,916 |
| YOY change |  |  |  |  |  |  |  |  | +10.6\% | +4.5\% | +7.4\% | +2.9\% | +5.9\% | +4.9\% | +4.0\% | +5.6\% |
| 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 | 19,867 | 38,250 | 75,294 |
| YOY chan |  |  |  |  |  |  |  |  | +17.6\% | +10.2\% | +13.7\% | +0.9\% | +9.1\% | +2.8\% | +1.9\% | +7.4\% |
| 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 | 6,207 | 12,220 | 24,078 |
| YOY change |  |  |  |  |  |  |  |  | -0.6\% | +2.0\% | +0.7\% | +3.9\% | +1.7\% | +4.5\% | +4.2\% | +2.4\% |
| 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 | 4,773 | 7,600 | 13,543 |
| YOY change |  |  |  |  |  |  |  |  | -2.5\% | -18.7\% | -11.4\% | +15.9\% | -4.1\% | +15.1\% | +15.4\% | +1.9\% |
| 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 | 42,879 | 80,355 | 153,531 |
| YOY change |  |  |  |  |  |  |  |  | -4.0\% | +0.8\% | -1.6\% | +4.7\% | +0.5\% | +5.8\% | +5.3\% | +1.9\% |
| 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 | 21,779 | 41,401 | 79,396 |
| YOY change |  |  |  |  |  |  |  |  | -7.4\% | -1.2\% | -4.3\% | +8.6\% | -0.2\% | +4.0\% | +6.1\% | +0.9\% |
| 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 | 14,063 | 27,789 | 54,793 |
| YOY change |  |  |  |  |  |  |  |  | +10.8\% | +6.7\% | +8.7\% | +9.0\% | +8.8\% | +8.9\% | +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 | 7,035 | 11,163 | 19,341 |
| YOY change |  |  |  |  |  |  |  |  | -27.9\% | -5.9\% | -16.8\% | -19.7\% | -17.8\% | +5.5\% | 5.5\% | -10.6\% |
| Other business YOY chan | 578 | 579 | 1,157 | 953 | 2,110 | 606 | 1,559 | 2,716 | 614 | 562 | 1,176 | 639 | 1,815 | 613 | 1,252 | 2,429 |
|  |  |  |  |  |  |  |  |  | +6.1\% | -2.8\% | +1.7\% | -33.0\% | -14.0\% | +1.3\% | -19.7\% | -10.6\% |


| (Millions of yen) | FY2022 |  |  |  |  |  |  |  | FY2023 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st quarter | 2nd quarter | 1st half | 3 rd 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 | 179,259 | 257,962 | 523,956 |
| 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\% | +6.9\% | +2.6\% | +5.8\% |
| 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 | 36,393 | 49,876 | 100,617 |
| YOY change |  |  |  |  |  |  |  |  | -1.5\% | +9.9\% | +6.1\% | +1.8\% | +5.2\% | +4.1\% | +3.5\% | +4.8\% |
| 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 | 9,142 | 19,887 | 39,904 |
| YOY change |  |  |  |  |  |  |  |  | -10.0\% | -3.8\% | -7.1\% | +9.0\% | -2.0\% | -13.0\% | -2.3\% | -4.8\% |
| 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 | 41,102 | 49,585 | 108,841 |
| YOY change |  |  |  |  |  |  |  |  | +39.2\% | +38.8\% | +38.9\% | -36.8\% | +20.8\% | +18.8\% | +3.3\% | +20.0\% |
| 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 | 38,374 | 59,368 | 113,115 |
| YOY change |  |  |  |  |  |  |  |  | -11.8\% | +12.4\% | +2.1\% | -12.1\% | -2.3\% | +1.7\% | -3.7\% | -1.0 |
| 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 | 54,246 | 79,245 | 161,477 |
| YOY change |  |  |  |  |  |  |  |  | -3.1\% | +7.7\% | +3.8\% | +7.2\% | +4.5\% | +8.8\% | +8.3\% | +5.9\% |
| 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 | 180,373 | 180,373 | 180,373 |
| Offering Service Business | +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\% | +11.7\% | +11.7\% | +11.7\% |
|  | 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 | 33,199 | 33,199 | 33,199 |
| YOY change |  |  |  |  |  |  |  |  | +13.6\% | +15.9\% | +15.9\% | +13.4\% | +13.4\% | +7.9\% | +7.9\% | +7.9\% |
| Business Process Management <br> YOY change | 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 | 7,449 | 7,449 | 7,449 |
|  |  |  |  |  |  |  |  |  | -0.5\% | -6.3\% | -6.3\% | +4.7\% | +4.7\% | -12.4\% | -12.4\% | -12.4\% |
| 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 | 48,799 | 48,799 | 48,799 |
| YOY change |  |  |  |  |  |  |  |  | +11.8\% | +33.9\% | +33.9\% | +21.5\% | +21.5\% | +23.9\% | +23.9\% | +23.9\% |
| 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 | 38,064 | 38,064 | 38,064 |
| Regional IT Solutions  <br>  YOY change <br>  YOY change |  |  |  |  |  |  |  |  | +7.4\% | +14.6\% | +14.6\% | +3.4\% | +3.4\% | +0.5\% | +0.5\% | +0.5\% |
|  | 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 | 52,861 | 52,861 | 52,861 |
|  |  |  |  |  |  |  |  |  | +3.0\% | +9.5\% | +9.5\% | +16.6\% | +16.6\% | +17.7\% | +17.7\% | +17.7\% |


| (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 te | 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 | 85,522 | 139,250 | 282,739 |
| fering Service Business | +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\% | +3.0\% | -0.7\% | +4.2\% |
|  | 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 | 12,622 | 20,999 | 42,831 |
| Business Process Management |  |  |  |  |  |  |  |  | +3.9\% | -17.0\% | -9.0\% | +13.9\% | -3.6\% | -19.2\% | -8.6\% | -8.8\% |
|  | 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 | 3,461 | 8,364 | 16,800 |
|  |  |  |  |  |  |  |  |  | -19.3\% | -8.2\% | -14.5\% | +23.8\% | -3.5\% | -27.1\% | -4.0\% | -9.6\% |
|  | 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 | 22,567 | 29,298 | 65,666 |
| YOY change |  |  |  |  |  |  |  |  | +44.2\% | +91.7\% | +73.1\% | -41.7\% | +32.3\% | +41.0\% | +6.3\% | +35.2\% |
| 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 | 21,516 | 38,357 | 73,849 |
| YOY change |  |  |  |  |  |  |  |  | -12.6\% | +10.8\% | -1.7\% | -10.9\% | -4.9\% | -2.2\% | -6.2\% | -4.1\% |
| 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 | 25,353 | 42,229 | 83,591 |
| YOY change |  |  |  |  |  |  |  |  | -3.1\% | +8.3\% | +2.9\% | +9.4\% | +4.7\% | +2.9\% | +5.4\% | +4.2\% |
| 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 | 103,282 | 103,282 | 103,282 |
| 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\% | +9.9\% | +9.9\% | +9.9\% |
| 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 | 13,616 | 13,616 | 13,616 |
| YOY change |  |  |  |  |  |  |  |  | +5.4\% | -9.4\% | -9.4\% | -0.6\% | -0.6\% | -14.9\% | -14.9\% | -14.9\% |
| 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 | 7,449 | 7,449 | 7,449 |
| Financial IT Business YOY chang |  |  |  |  |  |  |  |  | -0.5\% | -6.3\% | -6.3\% | +4.7\% | +4.7\% | -12.4\% | -12.4\% | -12.4\% |
|  | 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 | 31,824 | 31,824 | 31,824 |
| Industrial IT Business YOY change |  |  |  |  |  |  |  |  | +21.4\% | +75.0\% | +75.0\% | +35.9\% | +35.9\% | +45.5\% | +45.5\% | +45.5\% |
|  | 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 | 22,694 | 22,694 | 22,694 |
| Regional IT Solutions |  |  |  | - | - |  |  |  | +8.3\% | +8.6\% | +8.6\% | -1.9\% | -1.9\% | -6.0\% | -6.0\% | -6.0\% |
|  | 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 | 27,697 | 27,697 | 27,697 |
| YOY change |  | - |  | - | - | - |  |  | +5.5\% | +13.8\% | +13.8\% | +21.8\% | +21.8\% | +17.9\% | +17.9\% | +17.9\% |


| (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 | 1st half (forecast) | Full Year (forecast) |
| 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 | 3,396 | 6,266 | 11,230 | - | 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 | 4,036 | 8,282 | 15,700 | - | 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 | 752 | 1,452 | 3,104 | - | 3,500 |
| Amortization of goodwill | 120 | 134 | 254 | 115 | 369 | 128 | 243 | 497 | 82 | 88 | 171 | 83 | 254 | 81 | 165 | 336 | - | 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 | 1,370 | 1,370 | 1,370 | - | 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 | 21,946 | 21,946 | 21,946 | - |  |

## 2. Twelve-Year Summary [Consolidated]

| (Millions of yen) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | 1st half (Plan) | Full Year (Plan) |
| Net sales | 337,834 | 346,647 | 361,025 | 382,689 | 393,398 | 405,648 | 420,769 | 443,717 | 448,383 | 482,547 | 508,400 | 261,000 | 530,000 |
| YOY change | +3.2\% | +2.6\% | +4.1\% | +6.0\% | +2.8\% | +3.1\% | +3.7\% | +5.5\% | +1.1\% | +7.6\% | +5.4\% | +6.4\% | +4.2\% |
| Offering Service Business |  |  |  |  |  |  |  |  |  | 91,586 | 99,132 | 51,900 | 108,700 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +8.2\% | +8.4\% | +9.7\% |
| Business Process Management |  |  |  |  |  |  |  |  |  | 40,611 | 40,958 | 20,600 | 41,600 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +0.9\% | +1.4\% | +1.6\% |
| Financial IT Business |  |  |  |  |  |  |  |  |  | 90,011 | 99,432 | 53,200 | 103,700 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +10.5\% | +11.0\% | +4.3\% |
| Industrial IT Business |  |  |  |  |  |  |  |  |  | 106,936 | 112,916 | 55,700 | 114,900 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +5.6\% | +1.6\% | +1.8\% |
| Regional IT Solutions |  |  |  |  |  |  |  |  |  | 150,685 | 153,531 | 78,300 | 158,400 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +1.9\% | +7.0\% | +3.2\% |
| Other business |  |  | - |  |  |  |  |  |  | 2,716 | 2,429 | 1,300 | 2,700 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -10.6\% | +10.5\% | +11.1\% |
| 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 | 276,935 | 283,881 | 294,927 | 312,153 | 317,440 | 321,286 | 325,985 | 337,820 | 334,671 | 353,699 | 366,668 |  | 379,500 |
| Composition | 82.0\% | 81.9\% | 81.7\% | 81.6\% | 80.7\% | 79.2\% | 77.5\% | 76.1\% | 74.6\% | 73.3\% | 72.1\% |  | 71.6\% |
| YOY change | +4.0\% | +2.5\% | +3.9\% | +5.8\% | +1.7\% | +1.2\% | +1.5\% | +3.6\% | -0.9\% | +5.7\% | +3.7\% |  | +3.5\% |
| Gross profit | 60,899 | 62,766 | 66,097 | 70,535 | 75,958 | 84,362 | 94,784 | 105,896 | 113,712 | 128,848 | 141,732 |  | 150,500 |
| Composition | 18.0\% | 18.1\% | 18.3\% | 18.4\% | 19.3\% | 20.8\% | 22.5\% | 23.9\% | 25.4\% | 26.7\% | 27.9\% |  | 28.4\% |
| YOY change | -0.6\% | +3.1\% | +5.3\% | +6.7\% | +7.7\% | +11.1\% | +12.4\% | +11.7\% | +7.4\% | +13.3\% | +10.0\% |  | +6.2\% |
| Selling, general and administrative expenses | 42,727 | 43,255 | 44,976 | 46,099 | 48,938 | 51,618 | 56,740 | 61,057 | 67,963 | 74,108 | 79,403 |  | 87,000 |
| Composition | 12.6\% | 12.5\% | 12.5\% | 12.0\% | 12.4\% | 12.7\% | 13.5\% | 13.8\% | 15.2\% | 15.4\% | 15.6\% |  | 16.4\% |
| YOY change | -6.4\% | +1.2\% | +4.0\% | +2.5\% | +6.2\% | +5.5\% | +9.9\% | +7.6\% | +11.3\% | +9.0\% | +7.1\% |  | +9.6\% |
| Operating income | 18,171 | 19,510 | 21,121 | 24,436 | 27,019 | 32,743 | 38,043 | 44,839 | 45,748 | 54,739 | 62,328 | 29,500 | 63,500 |
| Composition | 5.4\% | 5.6\% | 5.9\% | 6.4\% | 6.9\% | 8.1\% | 9.0\% | 10.1\% | 10.2\% | 11.3\% | 12.3\% | 11.3\% | 12.0\% |
| YOY change | +16.3\% | +7.4\% | +8.3\% | +15.7\% | +10.6\% | +21.2\% | +16.2\% | +17.9\% | +2.0\% | +19.7\% | +13.9\% | +6.5\% | +1.9\% |
| Recurring profit | 17,440 | 18,971 | 21,251 | 24,521 | 27,092 | 32,795 | 38,603 | 46,070 | 39,257 | 55,710 | 63,204 | 29,500 | 63,500 |
| Composition | 5.2\% | 5.5\% | 5.9\% | 6.4\% | 6.9\% | 8.1\% | 9.2\% | 10.4\% | 8.8\% | 11.5\% | 12.4\% | 11.3\% | 12.0\% |
| YOY change | +13.3\% | +8.8\% | +12.0\% | +15.4\% | +10.5\% | +21.1\% | +17.7\% | +19.3\% | -14.8\% | +41.9\% | +13.5\% | +0.9\% | +0.5\% |
| Net income (loss) attributable to owners of the parent company | 5,868 | 7,913 | 10,275 | 12,678 | 16,306 | 20,620 | 26,034 | 29,411 | 27,692 | 39,462 | 55,461 | 19,500 | 42,000 |
| Composition | 1.7\% | 2.3\% | 2.8\% | 3.3\% | 4.1\% | 5.1\% | 6.2\% | 6.6\% | 6.2\% | 8.2\% | 10.9\% | 7.5\% | 7.9\% |
| YOY change | +174.8\% | +34.9\% | +29.8\% | +23.4\% | +28.6\% | +26.5\% | +26.3\% | +13.0\% | -5.8\% | +42.5\% | +40.5\% | +3.5\% | -24.3\% |
| Net income per share - basic (yen) | 66.86 | 90.16 | 117.40 | 145.22 | 189.02 | 241.44 | 307.83 | 350.35 | 110.51 | 157.69 | 227.11 | - | 174.19 |
| Net income per share - diluted (yen) | 66.83 | 90.12 |  |  |  |  |  |  |  |  |  |  |  |
| Dividends per share (yen) | 21.00 | 25.00 | 30.00 | 33.00 | 36.00 | 40.00 | 70.00 | 90.00 | 35.00 | 44.00 | 50.00 | 17.00 | 53.00 |
| Payout ratio (\%) | 31.4\% | 27.7\% | 25.6\% | 22.7\% | 19.0\% | 16.6\% | 22.8\% | 25.7\% | 31.9\% | 27.9\% | 22.0\% |  | 30.4\% |
| Total Return Ratio(\%) | 31.4\% | 27.7\% | 30.4\% | 35.3\% | 31.9\% | 30.5\% | 39.0\% | 39.8\% | 42.8\% | 39.3\% | 76.0\% |  | 45.0\% |



| (Millions of yen) | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | Full Year | 1st half (Plan) | Full Year (Plan) |
| Net sales | 337,834 | 346,647 | 361,025 | 382,689 | 393,398 | 405,648 | 420,769 | 443,717 | 448,383 | 482,547 | 508,400 | 261,000 | 530,000 |
|  | +3.2\% | +2.6\% | +4.1\% | +6.0\% | +2.8\% | +3.1\% | +3.7\% | +5.5\% | +1.1\% | +7.6\% | +5.4\% | +6.4\% | +4.2\% |
| Offering Service Business |  |  |  |  |  |  |  |  |  | 103,167 | 111,752 | 58,400 | 122,800 |
|  |  |  |  |  |  |  |  |  |  |  | +8.3\% | +8.4\% | +9.9\% |
| Business Process Management |  |  |  |  |  |  |  |  |  | 42,951 | 43,255 | 21,800 | 44,000 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +0.7\% | +1.4\% | +1.7\% |
| Financial IT Business | - | - |  | - |  |  |  |  |  | 91,651 | 101,184 | 54,200 | 105,500 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +10.4\% | +11.3\% | +4.3\% |
| Industrial IT Business |  |  |  |  |  |  |  |  |  | 108,751 | 113,632 | 56,100 | 115,700 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +4.5\% | +1.6\% | +1.8\% |
| Regional IT Solutions |  |  |  | - |  |  |  | - |  | 156,231 | 160,010 | 81,600 | 165,100 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +2.4\% | +6.9\% | +3.2\% |
| Other business |  | - | - | - |  |  |  | - |  | 6,369 | 8,957 | 4,700 | 9,600 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +40.6\% | +9.5\% | +7.2\% |
| Inter-segment elimination/adjustments |  | - |  |  |  |  |  |  |  | -26,576 | -30,394 | -15,800 | -32,700 |
| Service IT Business $\quad$ YOY change | - | - |  | - |  | 100,603 | 117,617 | 125,518 | 136,946 | 155,104 |  |  |  |
|  |  |  |  |  |  |  | +16.9\% | +6.7\% | +9.1\% | +13.3\% |  |  |  |
| BPO |  |  |  |  |  | 38,257 | 36,231 | 33,699 | 35,453 | 36,617 |  |  |  |
|  |  |  |  |  |  |  | -5.3\% | -7.0\% | +5.2\% | +3.3\% |  |  |  |
| Financial IT Business | - | - | - | - |  | 106,655 | 106,436 | 114,472 | 110,660 | 124,937 |  |  |  |
|  |  |  |  |  |  |  | -0.2\% | +7.6\% | -3.3\% | +12.9\% |  |  |  |
| Industrial IT Business  | - | - |  | - |  | 176,485 | 189,595 | 202,701 | 194,414 | 191,232 |  |  |  |
|  |  |  |  |  |  |  | +7.4\% | +6.9\% | -4.1\% | -1.6\% |  |  |  |
| Other business  | - | - |  | - |  | 10,688 | 8,982 | 8,806 | 8,837 | 8,889 |  |  |  |
|  |  |  |  |  |  |  | -16.0\% | -2.0\% | +0.3\% | +0.6\% |  |  |  |
| Inter-segment elimination/adjustments |  |  |  |  |  | -27,041 | -38,092 | -41,481 | -37,928 | -34,233 |  |  |  |
| Operating income | 18,171 | 19,510 | 21,121 | 24,436 | 27,019 | 32,743 | 38,043 | 44,839 | 45,748 | 54,739 | 62,328 | 29,500 | 63,500 |
| Composition | 5.4\% | 5.6\% | 5.9\% | 6.4\% | 6.9\% | 8.1\% | 9.0\% | 10.1\% | 10.2\% | 11.3\% | 12.3\% | 11.3\% | 12.0\% |
| YOY change | +16.3\% | +7.4\% | +8.3\% | +15.7\% | +10.6\% | +21.2\% | +16.2\% | +17.9\% | +2.0\% | +19.7\% | +13.9\% | +6.5\% | +1.9\% |
| Offering Service Business |  |  |  |  |  |  |  |  |  | 4,692 | 6,426 | 2,800 | 7,450 |
|  |  |  |  |  |  |  |  |  |  | 4.5\% | 5.8\% | 4.8\% | 6.1\% |
| YOY change |  |  |  |  |  |  |  |  |  |  | +36.9\% | +12.2\% | +15.9\% |
| Business Process Management | - | - | - | - |  |  |  |  |  | 4,991 | 5,123 | 2,400 | 5,150 |
| Composition |  |  |  |  |  |  |  |  |  | 11.6\% | 11.8\% | 11.0\% | 11.7\% |
| YOY change |  |  |  |  |  |  |  |  |  |  | +2.6\% | -0.2\% | +0.5\% |
| Financial IT Business |  |  |  | - |  |  |  | - |  | 12,355 | 13,896 | 7,500 | 13,900 |
| Composition |  |  |  |  |  |  |  |  |  | 13.5\% | 13.7\% | 13.8\% | 13.2\% |
| Industrial IT Business YOY change |  |  |  |  |  |  |  |  |  |  | +12.5\% | +18.8\% | +0.0\% |
|  | - | - | - | - |  |  |  | - |  | 15,356 | 16,728 | 7,700 | 16,800 |
| Composition |  |  |  |  |  |  |  |  |  | 14.1\% | 14.7\% | 13.7\% | 14.5\% |
| YOY change |  |  |  |  |  |  |  |  |  |  | +8.9\% | -0.8\% | +0.4\% |
| Regional IT Solutions  | - | - | - | - | - | - |  | - |  | 16,492 | 19,343 | 9,000 | 19,900 |
| Composition |  |  |  |  |  |  |  |  |  | 10.6\% | 12.1\% | 11.0\% | 12.1\% |
| YOY change |  | - |  |  |  |  |  |  |  |  | +17.3\% | +7.7\% | +2.9\% |
| Other business <br>  <br> Composition <br> YOY change <br> Inter-segment elimination/adjustments | - | - | - | - | - | - | - | - |  | 770 | 878 | 300 | 700 |
|  |  | - |  |  |  |  |  |  |  | 12.1\% | 9.8\% | 6.4\% | 7.3\% |
|  |  |  |  |  |  |  |  |  |  |  | +13.9\% | -23.9\% | -20.3\% |
|  |  |  |  | - |  |  |  |  |  | 79 | -67 | -200 | -400 |
| 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  <br>  Composition <br>  YOY change <br> Financial IT Business  |  |  |  | - |  | 1,638 | 1,843 | 2,622 | 3,105 | 3,453 |  |  |  |
|  |  |  |  |  |  | 4.3\% | 5.1\% | 7.8\% | 8.8\% | 9.4\% |  |  |  |
|  |  |  |  |  |  |  | +12.6\% | +42.2\% | +18.4\% | +11.2\% |  |  |  |
|  |  | - |  | - |  | 11,331 | 12,797 | 14,936 | 15,320 | 16,765 |  |  |  |
| Financial IT Business  <br>  Composition <br>  YOY change <br> Industrial IT Business  |  |  |  |  |  | 10.6\% | 12.0\% | 13.0\% | 13.8\% | 13.4\% |  |  |  |
|  |  |  |  |  |  |  | +12.9\% | +16.7\% | +2.6\% | +9.4\% |  |  |  |
|  |  | - |  | - |  | 11,509 | 14,777 | 19,159 | 18,710 | 22,959 |  |  |  |
| Industrial IT Business  <br>  Composition <br>  YOY change <br> Other business  |  |  |  |  |  | 6.5\% | 7.8\% | 9.5\% | 9.6\% | 12.0\% |  |  |  |
|  |  |  |  |  |  |  | +28.4\% | +29.7\% | -2.3\% | +22.7\% |  |  |  |
|  | - | - | - | - |  | 1,010 | 961 | 932 | 938 | 850 |  |  |  |
| Other business  <br>  Composition <br> YOY change  <br> Inter-segment elimination/adjustments  |  |  |  |  |  | 9.4\% | 10.7\% | 10.6\% | 10.6\% | 9.6\% |  |  |  |
|  |  |  |  |  |  |  | -4.8\% | -3.0\% | +0.7\% | -9.5\% |  |  |  |
|  |  |  |  |  |  | -884 | -855 | -1,009 | -1,022 | -384 |  |  |  | Net sales for each segment include intersegment sales.


| (Millions of yen) | 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 |
| Orders received during the term |  |  |  |  |  |  | 427,210 | 439,748 | 452,284 | 495,291 | 523,956 |
| YOY change |  |  |  |  |  |  |  | +2.9\% | +2.9\% | +9.5\% | +5.8\% |
| Offering Service Business |  |  |  | - |  | - |  |  |  | 96,020 | 100,617 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +4.8\% |
| Business Process Management |  |  |  |  |  |  |  |  |  | 41,900 | 39,904 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -4.8\% |
| Financial IT Business |  |  |  |  |  |  |  |  |  | 90,665 | 108,841 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +20.0\% |
| Industrial IT Business |  |  |  |  |  |  |  |  |  | 114,269 | 113,115 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -1.0\% |
| Regional IT Solutions |  |  |  |  |  | - |  |  |  | 152,435 | 161,477 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +5.9\% |
| 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 | 180,373 |
| YOY change |  |  |  |  |  |  | +8.9\% | +0.1\% | +10.6\% | +9.7\% | +11.7\% |
| Offering Service Business |  |  |  |  |  |  |  |  |  | 30,780 | 33,199 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +7.9\% |
| Business Process Management |  |  |  |  |  | - |  |  |  | 8,503 | 7,449 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -12.4\% |
| Financial IT Business |  |  |  |  |  |  |  |  |  | 39,390 | 48,799 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +23.9\% |
| Industrial IT Business | - | - | - | - |  | - |  | - |  | 37,865 | 38,064 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +0.5\% |
| Regional IT Solutions |  |  |  | - |  |  |  |  |  | 44,914 | 52,861 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +17.7\% |
| 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\% |  |


| (Millions of yen) | 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 |
| Orders received during the term | 179,352 | 172,721 | 199,842 | 207,345 | 208,307 | 219,225 | 238,298 | 246,330 | 237,323 | 271,350 | 282,739 |
| YOY change | +2.7\% | -3.7\% | +15.7\% | +3.8\% | +0.5\% | +5.2\% | +8.7\% | +3.4\% | -3.7\% | +14.3\% | +4.2\% |
| Offering Service Business |  |  |  |  |  |  |  |  |  | 46,950 | 42,831 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -8.8\% |
| Business Process Management |  |  |  |  |  |  |  |  |  | 18,579 | 16,800 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -9.6\% |
| Financial IT Business |  |  | - |  |  |  |  |  |  | 48,576 | 65,666 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +35.2\% |
| Industrial IT Business |  |  | - |  |  |  |  |  |  | 76,999 | 73,849 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -4.1\% |
| Regional IT Solutions |  |  | - |  |  |  |  |  |  | 80,243 | 83,591 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +4.2\% |
| 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 | 62,055 | 58,869 | 71,095 | 69,961 | 64,751 | 67,716 | 75,549 | 79,277 | 83,797 | 94,016 | 103,282 |
| YOY change | +7.4\% | -5.1\% | +20.8\% | -1.6\% | -7.4\% | +4.6\% | +11.6\% | +4.9\% | +5.7\% | +12.2\% | +9.9\% |
| Offering Service Business |  |  | - |  |  |  |  |  |  | 15,993 | 13,616 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -14.9\% |
| Business Process Management |  |  | - |  | - |  |  |  |  | 8,503 | 7,449 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -12.4\% |
| Financial IT Business | - | - | - | - | - |  | - |  |  | 21,878 | 31,824 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +45.5\% |
| Industrial IT Business |  |  | - |  |  |  |  |  |  | 24,139 | 22,694 |
| YOY change |  |  |  |  |  |  |  |  |  |  | -6.0\% |
| Regional IT Solutions |  |  | - |  | - |  |  |  |  | 23,502 | 27,697 |
| YOY change |  |  |  |  |  |  |  |  |  |  | +17.9\% |
| 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 YOY |  |  |  |  |  | 32,249 | 37,230 $+15.4 \%$ | 35,566 $-4.5 \%$ | 34,887 $-1.9 \%$ | 41,009 $+17.5 \%$ |  |

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.

| (Millions of yen) | 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 | 1st half (Plan) | Full Year (Plan) |
| Current assets | 138,219 | 143,519 | 140,450 | 166,666 | 152,162 | 162,064 | 176,231 | 181,543 | 229,965 | 259,261 | 268,682 |  |  |
| Fixed assets | 164,083 | 170,091 | 205,401 | 169,828 | 185,459 | 204,889 | 194,426 | 201,356 | 221,106 | 217,381 | 193,637 |  |  |
| Total assets | 302,302 | 313,610 | 345,851 | 336,495 | 337,622 | 366,954 | 370,657 | 382,899 | 451,072 | 476,642 | 462,320 |  |  |
| Current liabilities | 91,063 | 72,790 | 77,666 | 91,508 | 78,676 | 81,310 | 91,126 | 88,479 | 100,915 | 139,236 | 117,179 |  |  |
| Non-current liabilities | 53,079 | 76,316 | 79,395 | 64,447 | 59,743 | 59,344 | 45,121 | 46,462 | 70,726 | 34,412 | 35,914 |  |  |
| Total liabilities | 144,143 | 149,107 | 157,062 | 155,955 | 138,420 | 140,655 | 136,248 | 134,942 | 171,642 | 173,649 | 153,094 |  |  |
| Net assets | 158,159 | 164,502 | 188,789 | 180,539 | 199,202 | 226,298 | 234,408 | 247,957 | 279,429 | 302,993 | 309,226 |  |  |
| Total liabilities and net assets | 302,302 | 313,610 | 345,851 | 336,495 | 337,622 | 366,954 | 370,657 | 382,899 | 451,072 | 476,642 | 462,320 |  |  |
| Total interest-bearing debt | 60,550 | 58,869 | 52,114 | 46,158 | 35,144 | 32,876 | 26,893 | 22,294 | 43,629 | 37,517 | 16,043 |  |  |
| Interest-bearing debt ratio | 20.0\% | 18.8\% | 15.1\% | 13.7\% | 10.4\% | 9.0\% | 7.3\% | 5.8\% | 9.7\% | 7.9\% | 3.5\% |  |  |
| Net assets per share(yen) | 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 | 1,227.44 |  |  |
| Equity ratio (\%) | 49.8\% | 49.9\% | 53.3\% | 52.5\% | 57.8\% | 60.4\% | 62.0\% | 63.3\% | 60.0\% | 61.5\% | 64.2\% |  |  |
| Net income to equity capital ratio (\%) | 3.9\% | 5.1\% | 6.0\% | 7.0\% | 8.8\% | 9.9\% | 11.5\% | 12.5\% | 10.8\% | 14.0\% | 18.8\% |  |  |
| Net income ratio (\%) | 1.7\% | 2.3\% | 2.8\% | 3.3\% | 4.1\% | 5.1\% | 6.2\% | 6.6\% | 6.2\% | 8.2\% | 10.9\% |  |  |
| Total asset turnover ratio | 1.10 | 1.13 | 1.09 | 1.12 | 1.17 | 1.15 | 1.14 | 1.16 | 1.08 | 1.04 | 1.08 |  |  |
| Financial leverage | 2.08 | 2.01 | 1.93 | 1.89 | 1.81 | 1.69 | 1.63 | 1.58 | 1.63 | 1.65 | 1.59 |  |  |
| Recurring profit to total assets ratio (\%) | 5.7\% | 6.2\% | 6.4\% | 7.2\% | 8.0\% | 9.3\% | 10.5\% | 12.2\% | 9.4\% | 12.0\% | 13.5\% |  |  |
| Cash flow from operating activities | 21,515 | 25,770 | 22,938 | 25,496 | 18,952 | 36,386 | 37,558 | 38,569 | 33,345 | 56,126 | 33,634 |  |  |
| Cash flow from investing activities | -14,391 | -5,334 | -17,744 | 8,688 | -23,488 | -14,202 | -1,213 | -26,437 | -17,522 | -3,424 | 11,300 |  |  |
| Cash flow from financial activities | -19,883 | -5,872 | -19,067 | -14,979 | -18,327 | -10,543 | -16,773 | -14,544 | 12,484 | -21,948 | -64,573 |  |  |
| Cash and cash equivalents at the end of the term | 28,433 | 43,142 | 29,485 | 48,651 | 25,730 | 37,545 | 57,083 | 54,684 | 82,924 | 113,820 | 94,306 |  |  |
| Free cash flows | 7,124 | 20,436 | 5,194 | 34,184 | -4,536 | 22,184 | 36,345 | 12,132 | 15,823 | 52,702 | 44,935 |  |  |
| Capital expenditures | 12,287 | 12,544 | 16,873 | 14,210 | 15,159 | 16,907 | 13,334 | 16,702 | 25,085 | 13,783 | 11,230 |  | 17,000 |
| Depreciation | 12,920 | 12,454 | 12,809 | 11,952 | 11,801 | 12,572 | 12,783 | 12,020 | 13,318 | 15,083 | 15,700 |  | 16,200 |
| Research and development expenses | 1,002 | 853 | 1,097 | 1,086 | 1,178 | 996 | 1,003 | 1,702 | 1,789 | 2,784 | 3,104 |  | 3,300 |
| Amortization of goodwill | 1,741 | 1,166 | 1,052 | 339 | 326 | 289 | 289 | 171 | 312 | 497 | 336 |  | 1,550 |
| Goodwill balance at the end of the term | 1,914 | 830 | 2,021 | 1,393 | 1,332 | 1,118 | 503 | 355 | 2,550 | 1,556 | 1,370 |  | 30,650 |
| Number of employees at the end of the term | 19,553 | 19,081 | 19,090 | 19,393 | 19,843 | 19,877 | 19,483 | 19,744 | 21,817 | 21,709 | 21,946 |  |  |
| Number of new-graduate recruits | 356 | 455 | 620 | 688 | 674 | 712 | 892 | 810 | 902 | 976 | 1,029 |  | 883 |
| Number of regular recruits | 379 | 549 | 499 | 687 | 575 | 840 | 661 | 731 | 750 | 760 | 765 |  |  |

[^0]
The estimate for goodwill amortization and goodwill balance for the fiscal year ending March 2024 includes goodwill associated with Nihon ICS Co., Ltd., which became a consolidated subsidiary in April 2023
Details pertaining to goodwill associated with Nihon ICS Co., Ltd., as TIS envisions at the current time, are presented below. Note that certain components, such as purchase price allocation, have yet to be determined, and there is a possibility that amounts will change.

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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.


[^0]:    total interest-bearing debt indicate total sumf of forower niny and coporat bonds.

