



Information Meeting Materials for the Fiscal Year Ended March 31, 2021

May 12, 2021

TIS Inc.

Highlights

Fiscal 2021 Financial Highlights

- **11th consecutive year of higher net sales and 10th consecutive year of higher operating income—both exceeding targets.**
- **Order volume and backlog of orders are firm, with year-on-year growth.**

Fiscal 2022 Performance Forecast

- **Anticipate higher sales and income, fueled especially by DX demand, and will maintain growth investment.**

Return to Shareholders

- **Plan to boost total return to shareholders, with dividends rising for 10th consecutive fiscal year.**

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- 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.
- Amounts for each three-month quarter are calculated by subtracting data for the respective period from the cumulative total.
- Segment sales include intersegment sales.
- Due to a shift from business based on expert service know-how specific to the financial sector to knowledge-intensive business using a template of general, financial sector know-how, transactions with certain clients were booked under Financial IT Business in fiscal 2020 and under Service IT Business in fiscal 2021. Pages affected: 7, 8, 11, 14, 15, 21, 27 and 28

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Fiscal 2021: Performance Highlights (YOY change)

- As envisioned, recovery trend in business results that began in second half and success of M&As in fiscal 2021, set stage for higher sales and higher operating income.
- Net income attributable to owners of parent declined year on year, reflecting impact of equity in losses of affiliated companies.

[Millions of yen]	Fiscal 2020	Fiscal 2021	YOY change	
Net Sales	443,717	448,383	+4,666	[+1.1%]
Operating Income	44,839	45,748	+908	[+2.0%]
Operating Margin	10.1%	10.2%	+0.1P	-
Net Income Attributable to Owners of the Parent Company	29,411	27,692	-1,718	[-5.8%]
Net Income to Net Sales Ratio	6.6%	6.2%	-0.4P	-
Net Income per Share (Yen)	116.78	110.51	-6.27	[-5.4%]
ROE	12.5%	10.8%	-1.7P	-

- Non-operating income: ¥2,011 million
(YOY change +¥29 million)
→ Dividend income ¥847 million etc.

- Non-operating expenses: ¥8,502 million
(YOY change +¥7,751 million)
→ Equity in losses of affiliated companies: ¥6,033 million
Provision of allowance for doubtful accounts: ¥2,053 million
etc.

- Extraordinary income: ¥9,709 million
(YOY change -¥986 million)
→ Gain on sale of investment securities ¥9,497 million etc.

- Extraordinary loss: ¥4,150 million
(YOY change -¥7,978 million)
→ Impairment loss ¥2,467 million
Loss on valuation of investment securities ¥1,111 million, etc.

Fiscal 2021: Performance Highlights (Compared with estimate)

- Net sales and operating income exceeded estimates, fueled by improved profitability and the new consolidation of subsidiaries.
- Net income attributable to owners of the parent did not reach estimate, reflecting impact of equity in losses of affiliated companies.

[Millions of yen]	Fiscal 2021 Estimate *	Fiscal 2021 Actual	Compared with estimate	
Net Sales	445,000	448,383	+3,383	[+0.8%]
Operating Income	44,500	45,748	+1,248	[+2.8%]
Operating Margin	10.0%	10.2%	+0.2P	-
Net Income Attributable to Owners of the Parent Company	29,500	27,692	-1,808	[-6.1%]
Net Income to Net Sales Ratio	6.6%	6.2%	-0.4P	-
Net Income per Share (Yen)	117.77	110.51	-7.26	[-6.2%]
ROE	11.8%	10.8%	-1.0P	-

* Latest estimates announced by TIS, and ROE estimate for fiscal 2021 is a calculated value.

Fiscal 2021: Sales and Income for Key Business Segments (YOY change)

[Millions of yen]		Fiscal 2020	Fiscal 2021	YOY change	
Service IT Business	Net Sales	125,518	136,946	+11,428	[+9.1%]
	Operating Income	8,198	8,695	+496	[+6.1%]
	Operating margin	6.5%	6.3%	-0.2P	-
BPO	Net Sales	33,699	35,453	+1,753	[+5.2%]
	Operating Income	2,622	3,105	+482	[+18.4%]
	Operating margin	7.8%	8.8%	+1.0P	-
Financial IT Business	Net Sales	114,472	110,660	-3,812	[-3.3%]
	Operating Income	14,936	15,320	+383	[+2.6%]
	Operating margin	13.0%	13.8%	+0.8P	-
Industrial IT Business	Net Sales	202,701	194,414	-8,287	[-4.1%]
	Operating Income	19,159	18,710	-448	[-2.3%]
	Operating margin	9.5%	9.6%	+0.1P	-

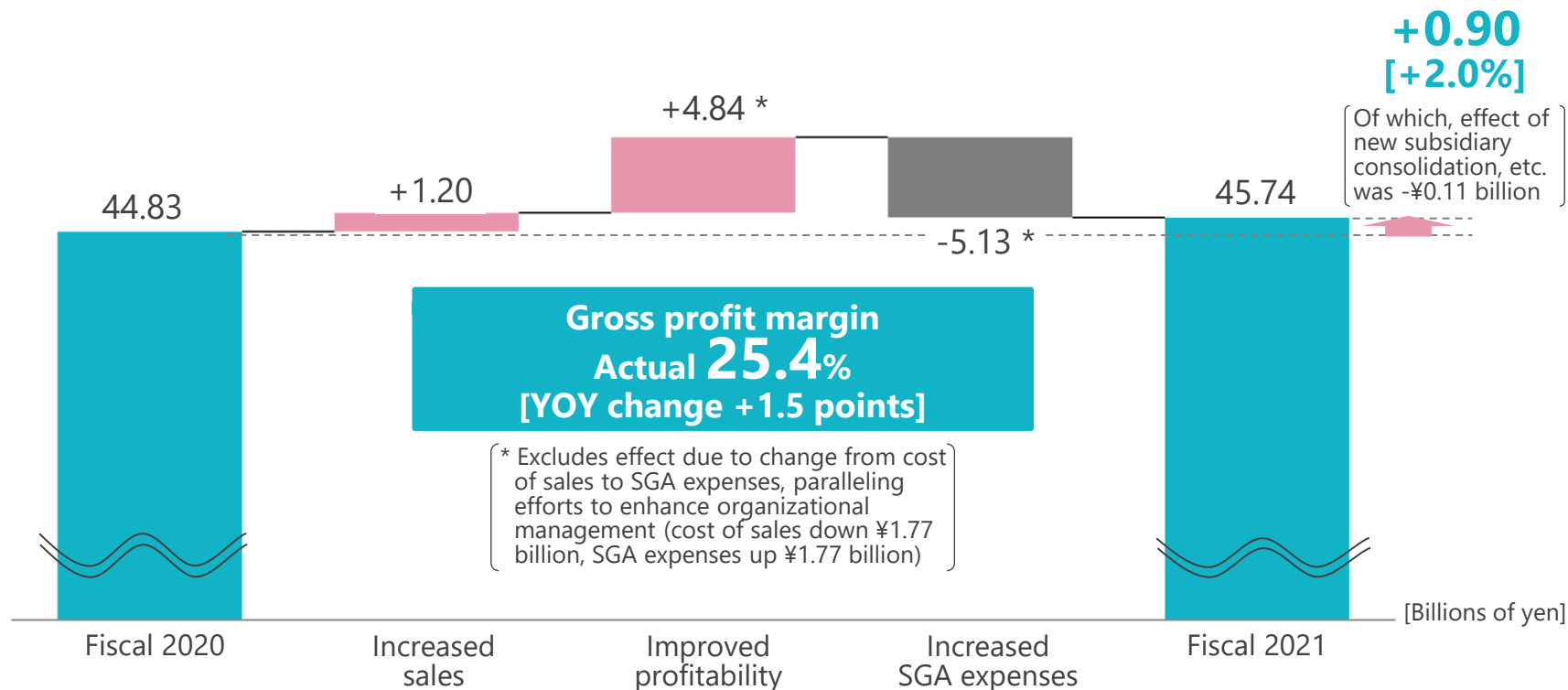
- **Service IT Business:** Higher sales and income, driven by expansion in payment- and cloud-related business and contributions to performance by companies turned into consolidated subsidiaries during fiscal 2021.
- **BPO:** Sales and income up, reflecting increased demand for outsourcing services, including call center operations, and operations related to special cash payments.
- **Financial IT Business:** Despite steady demand from core clients, negative factors such as sluggish business activity caused drop in sales, but income was up, reflecting improved project profitability.
- **Industrial IT Business:** Against favorable demand from core clients, sales and income declined due to reduced IT investment among regional, small and mid-sized companies.

Fiscal 2021: Sales and Income for Key Business Segments (Compared with estimate)

[Millions of yen]		Fiscal 2021 Estimate	Fiscal 2021 Actual	Compared with estimate	
Service IT Business	Net Sales	134,500	136,946	+2,446	[+1.8%]
	Operating Income	8,800	8,695	-105	[-1.2%]
	Operating margin	6.5%	6.3%	-0.2P	-
BPO	Net Sales	33,500	35,453	+1,953	[+5.8%]
	Operating Income	2,600	3,105	+505	[+19.4%]
	Operating margin	7.8%	8.8%	+1.0P	-
Financial IT Business	Net Sales	115,000	110,660	-4,340	[-3.8%]
	Operating Income	15,300	15,320	+20	[+0.1%]
	Operating margin	13.3%	13.8%	+0.5P	-
Industrial IT Business	Net Sales	196,000	194,414	-1,586	[-0.8%]
	Operating Income	18,100	18,710	+610	[+3.4%]
	Operating margin	9.2%	9.6%	+0.4P	-

- **Service IT Business:** Reached sales estimate thanks to contributions from companies turned into consolidated subsidiaries during fiscal 2021, but unprofitable projects negatively impacted operating income, which fell short of estimate.
- **BPO:** Exceeded estimates, thanks to brisk outsourcing demand, fueled by clients' emphasis on business continuity plans and acceleration of telework and decentralization of operations.
- **Financial IT Business:** Failed to reach sales estimate due to tighter limits on IT investment, especially among banks, but operating income was fairly in line with estimate.
- **Industrial IT Business:** Fell short of sales estimate due to heightened reluctance among clients to allocate funds to IT investment. Efforts to improve profitability successful, with operating income topping estimate.

Fiscal 2021: Operating Income Analysis, Increase/Decrease Reasons (YOY change)



Prior investment costs for promoting structural transformation:

Up ¥0.12 billion (YOY change)

(Cost of sales: +¥0.48 billion, SGA expenses -¥0.36 billion)

- ✓ Software investment to create new services
 - ✓ Investment in human resources to fuel structural transformation
 - ✓ Investment in R&D to acquire advanced technologies
- } Costs related to

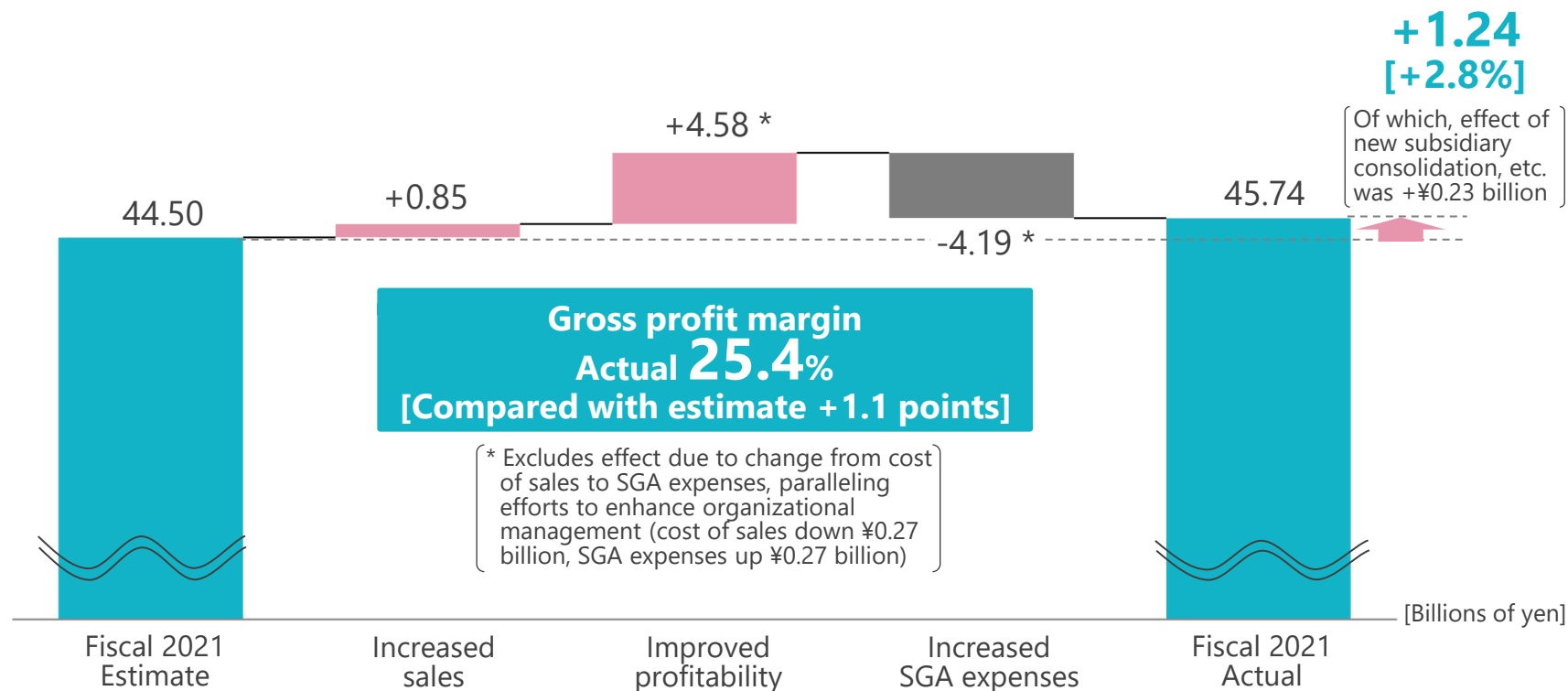
Brand-related costs incurred to ensure quick recognition in market:

Up ¥0.70 billion (YOY change)

Changes in SGA Expenses

Better employee benefits	+2.25
Effect of new subsidiary consolidation, etc.	+2.47
Brand-related costs	+0.70
Enhanced organizational management	+1.77
Lower operating costs, enhanced head office functions	-1.88
Prior investment, others	+1.59
Total	+6.90

Fiscal 2021: Operating Income Analysis, Increase/Decrease Reasons (Compared with estimate)



Prior investment costs for promoting structural transformation:

Down ¥0.98 billion (compared with estimate)

(Cost of sales: -¥0.03 billion, SGA expenses -¥0.95 billion)

- ✓ Software investment to create new services
 - ✓ Investment in human resources to fuel structural transformation
 - ✓ Investment in R&D to acquire advanced technologies
- } Costs related to

Brand-related costs incurred to ensure quick recognition in market:

Up ¥0.20 billion (compared with estimate)

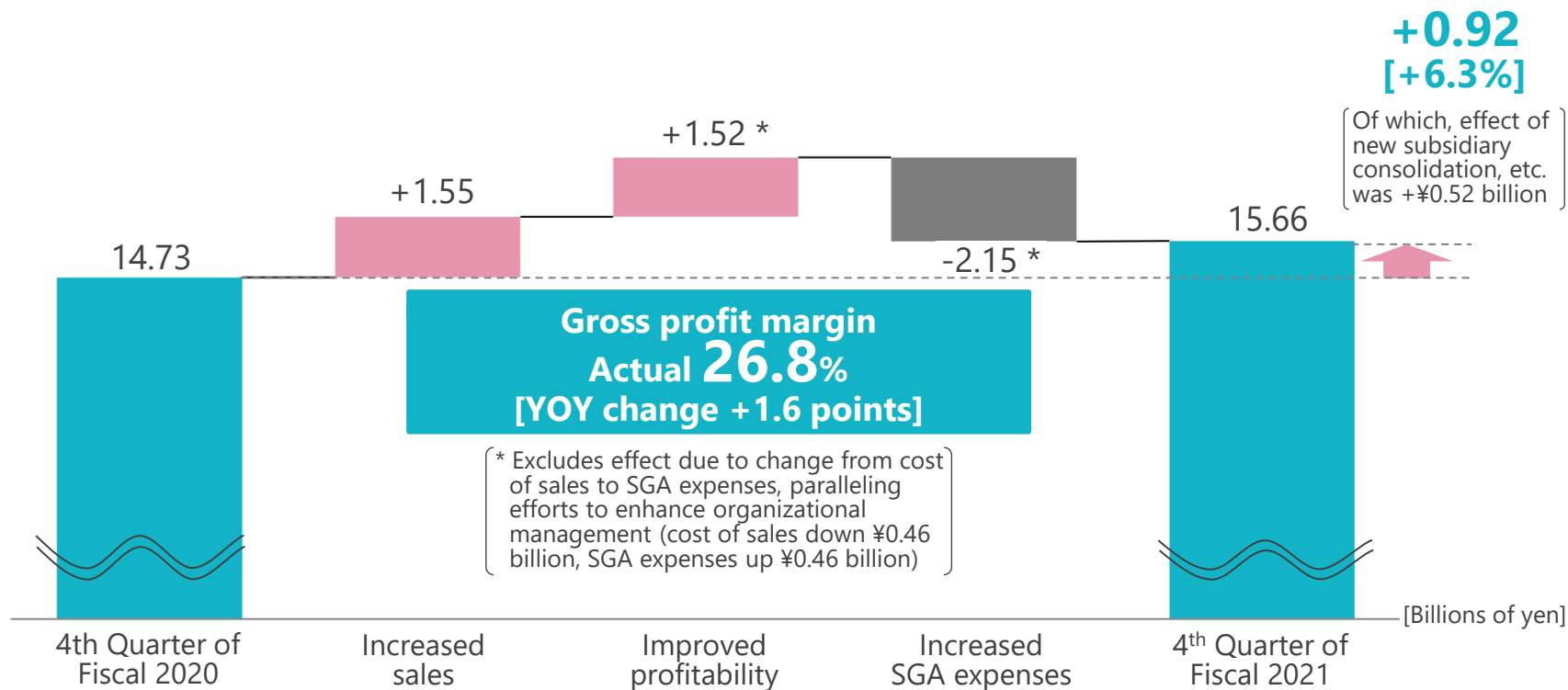
Changes in SGA Expenses

Better employee benefits	+2.25
Effect of new subsidiary consolidation, etc.	+0.88
Brand-related costs	+0.20
Enhanced organizational management	+0.27
Lower operating costs, enhanced head office functions	-0.88
Prior investment, others	+1.74
Total	+4.46

Reference: Fiscal 2021 Fourth Quarter (January-March) Sales and Income for Key Business Segments

[Millions of yen]		4th Quarter of Fiscal 2020	4th Quarter of Fiscal 2021	YOY change	
Net Sales		124,707	130,350	+5,643	[+4.5%]
Operating Income		14,736	15,660	+923	[+6.3%]
Operating Margin		11.8%	12.0%	+0.2P	-
Net Income Attributable to Owners of the Parent Company		8,974	9,570	+595	[+6.6%]
Net Income to Net Sales Ratio		7.2%	7.3%	+0.1P	-
Key Business Segments					
Service IT Business	Net Sales	35,617	43,251	+7,634	[+21.4%]
	Operating Income	3,086	3,572	+485	[+15.7%]
	Operating Margin	8.7%	8.3%	-0.4P	-
BPO	Net Sales	9,080	9,427	+346	[+3.8%]
	Operating Income	855	962	+107	[+12.6%]
	Operating Margin	9.4%	10.2%	+0.8P	-
Financial IT Business	Net Sales	32,509	30,062	-2,446	[-7.5%]
	Operating Income	4,426	4,639	+213	[+4.8%]
	Operating Margin	13.6%	15.4%	+1.8P	-
Industrial IT Business	Net Sales	58,194	56,508	-1,686	[-2.9%]
	Operating Income	6,558	6,280	-278	[-4.2%]
	Operating Margin	11.3%	11.1%	-0.2P	-

Reference: Fiscal 2021 Fourth Quarter (January-March) Operating Income Analysis, Increase/Decrease Reasons (YOY change)



Prior investment costs for promoting structural transformation: Up ¥0.23 billion (YOY change)

(Cost of sales: +¥0.27 billion, SGA expenses -¥0.04 billion)

- ✓ Software investment to create new services
 - ✓ Investment in human resources to fuel structural transformation
 - ✓ Investment in R&D to acquire advanced technologies
- } Costs related to

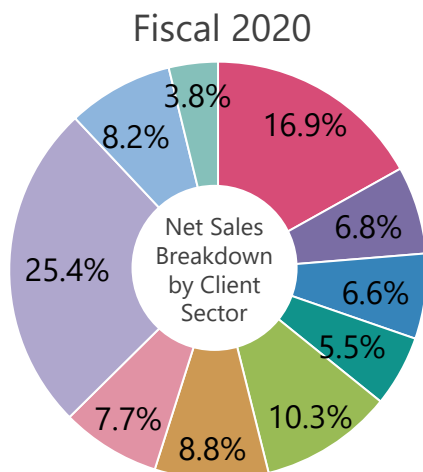
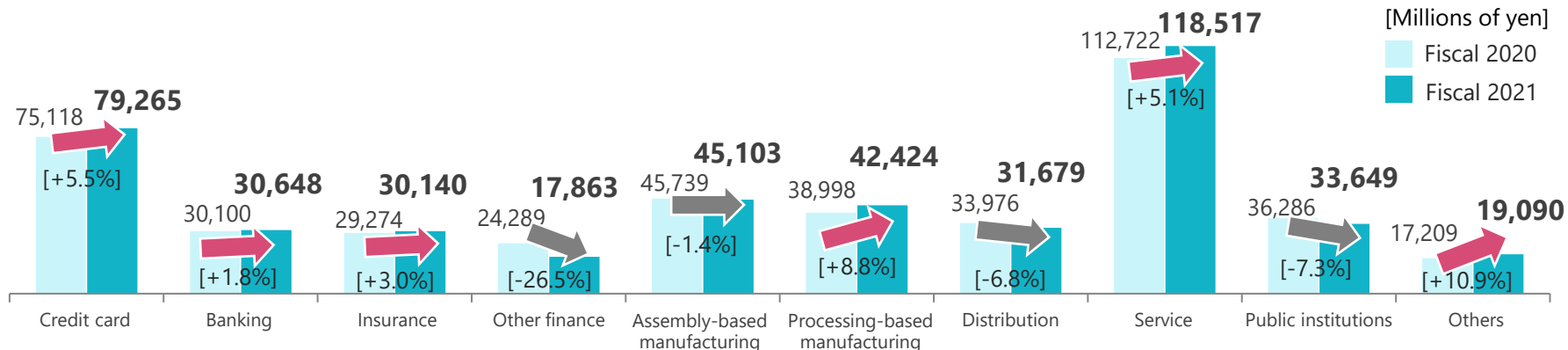
Brand-related costs incurred to ensure quick recognition in market: Down ¥0.17 billion (YOY change)

Changes in SGA Expenses

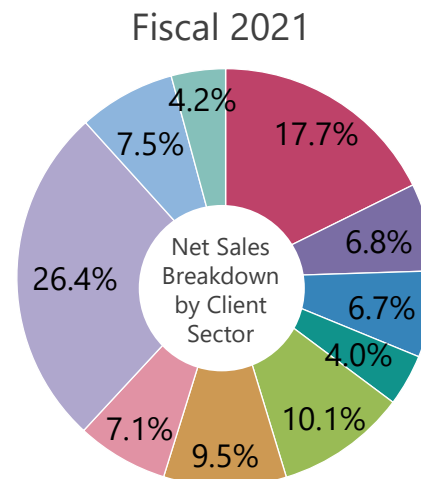
Better employee benefits	+0.81
Effect of new subsidiary consolidation, etc.	+1.26
Brand-related costs	-0.17
Enhanced organizational management	+0.46
Lower operating costs, enhanced head office functions	-0.48
Prior investment, others	+0.73
Total	+2.61

Fiscal 2021: Sales by Client Sector

• Demand was steady from clients, particularly core clients, in credit card and processing-based manufacturing sectors. Newly consolidated subsidiaries provided boost in banking and services sectors.



- Credit card
- Banking
- Insurance
- Other finance
- Assembly-based manufacturing
- Processing-based manufacturing
- Distribution
- Service
- Public institutions
- Others



Financial sector: 35.8% Industrial sector: 52.2%
Public sector: 8.2% Other sectors: 3.8%

Financial sector: 35.2% Industrial sector: 53.1%
Public sector: 7.5% Other sectors: 4.2%

Fiscal 2021: Order Status (Total)

•As business activities began to normalize in the second half, order volume and backlog grew, ending the fiscal year on a firm year-on-year increase. (Even if the increase in newly consolidated subsidiaries is excluded, order volume and backlog increased.)

[Millions of yen]	Fiscal 2020	Fiscal 2021	YOY change	
Orders received during fiscal year	439,748	452,284	+12,535	[+2.9%]
Service IT Business	111,929	128,507	+16,578	[+14.8%]
BPO	30,688	32,702	+2,014	[+6.6%]
Financial IT Business	117,015	113,921	-3,094	[-2.6%]
Industrial IT Business	180,116	177,153	-2,962	[-1.6%]
Order backlog at year-end	133,121	147,214	+14,093	[+10.6%]
Service IT Business	34,434	44,421	+9,987	[+29.0%]
Financial IT Business	44,456	48,114	+3,658	[+8.2%]
Industrial IT Business	54,230	54,678	+447	[+0.8%]

Fiscal 2021: Order Status (Software Development)

- Order volume was down slightly on a full-year basis, but on a quarterly basis, conditions improved, leading to a positive shift in the fourth quarter.
- Order backlog also benefited from fourth-quarter increase in order volume, ending fiscal 2021 on a solid increase.

[Millions of yen]	Fiscal 2020	Fiscal 2021	YOY change	
Orders received during fiscal year	246,330	237,323	-9,007	[-3.7%]
Service IT Business	53,741	55,037	+1,295	[+2.4%]
Financial IT Business	73,249	68,490	-4,759	[-6.5%]
Industrial IT Business	119,339	113,795	-5,543	[-4.6%]
Order backlog at year-end	79,277	83,797	+4,520	[+5.7%]
Service IT Business	15,309	20,367	+5,058	[+33.0%]
Financial IT Business	28,400	28,541	+141	[+0.5%]
Industrial IT Business	35,566	34,887	-679	[-1.9%]

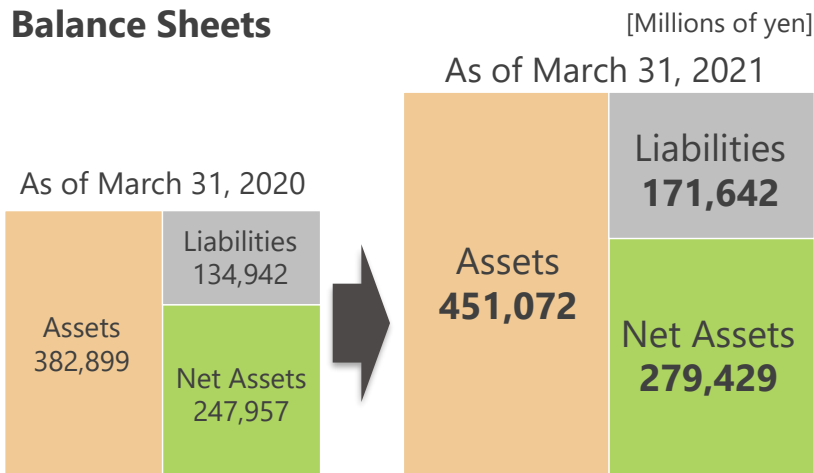
Reference: Fourth Quarter Performance Comparison

[Millions of yen]	4th Quarter of Fiscal 2020	4th Quarter of Fiscal 2021	YOY change	
Orders received during fiscal year	71,321	75,303	+3,981	[+5.6%]
Service IT Business	12,321	13,974	+1,652	[+13.4%]
Financial IT Business	25,452	24,784	-668	[-2.6%]
Industrial IT Business	33,547	36,544	+2,996	[+8.9%]

Fiscal 2021: Balance Sheets and Cash Flow Status

- Equity ratio slipped a little due to increase in loans to prepare for unforeseen challenges in business environment, but remained at high level.
- While TIS maintain robust approach to growth investment, cash flow nonetheless grew year on year.

Balance Sheets



Assets: +¥68,172 million

- Current assets: +¥48,421 million
[Chiefly cash and cash deposits +¥28,143 million, Notes and accounts receivable +¥13,970 million]
- Fixed assets: +¥19,750 million
[Chiefly buildings and structures +¥5,205 million, Investments in securities +¥6,893 million]

Liabilities: +¥36,700 million

- Current liabilities: +¥12,436 million [Chiefly short-term debt +¥4,603 million]
- Fixed liabilities: +¥24,264 million [Chiefly long-term debt +¥17,532 million]

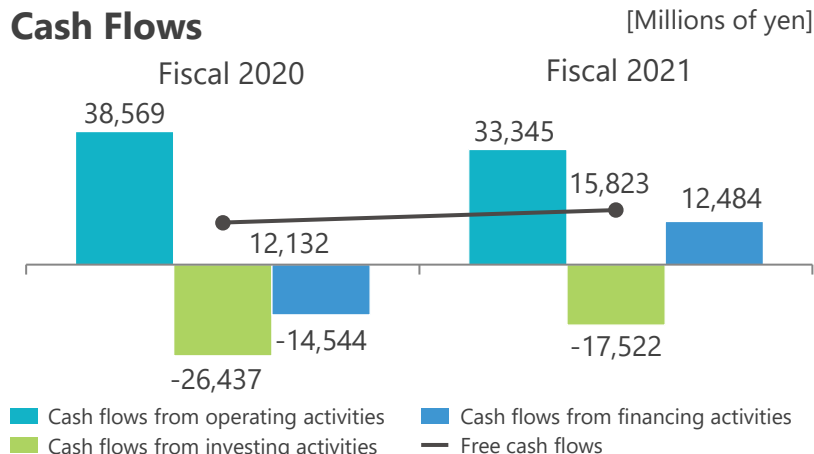
Net Assets: +¥31,472 million

- Shareholders' equity: +¥17,794 million
[Chiefly retained earnings +¥19,883 million, Treasury stock -¥3,475 million]
- Other total comprehensive income: +¥10,376 million
[Chiefly net unrealized gains on other securities +¥8,728 million]

Equity Ratio: 60.0% [-3.3 points]

Interest-bearing Debt: ¥43,629 million [+¥21,335 million]

Cash Flows



Cash flows from operating activities: -¥5,223 million

- Net income before income taxes: +¥178 million
- Non-cash item: -¥5,490 million
- Change in receivables and payables related to operating activities: -¥2,611 million

Cash flows from investing activities: +¥8,914 million

- Acquisition of investment securities: +¥25,943 million
- Sale of investment securities: +¥2,204 million
- Acquisition of property and equipment: -¥3,966 million

Cash flows from financing activities: +¥27,028 million

- Net increase/decrease in debt and corporate bonds: +¥25,768 million

Fiscal 2021 Financial Highlights

Fiscal 2022 Performance Forecast

Return to Shareholders

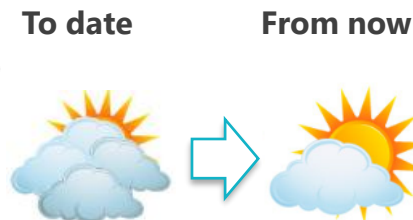
Reference Materials

Fiscal 2022: Understanding the External Environment

- New normal has heightened demand for digital transformation, and IT investment is expected to rally.
- No change in expectation of long-term IT investment expansion or acceleration in demand when pandemic ends.

Service IT business

- ✓ More businesses are embracing DX and cashless payment capabilities, but restrictions on travel have led to steep decrease in demand for cross-border payment settlement services and purchases by inbound travelers, leaving market status uncertain. Range of settlement service providers is diversifying, creating intensely competitive environment.
- ✓ Greater need for cloud-style services. Growth of information security market growing, paralleling advance of digital society, and this complements expanding demand structure.
- ✓ Local governments are accelerating their approach to digitization of administrative processes, and smart city projects moving beyond proof of concept to next phase of implementation.
- ✓ Fueled by demand for DX and cloud services, ERP demand showing stronger signs of interest.



BPO

- ✓ Sustained expansion in demand for outsourcing services, fueled by clients' emphasis on business continuity plans and acceleration of telework and decentralization of operations.
- ✓ Need for digital innovation, driven by long-running labor shortage and progress in workstyle reform, remains firm.



Financial IT business

- ✓ Solid demand from businesses that support social infrastructure and require payment settlement capabilities.
- ✓ Wider investment to hone sharper competitive edge paralleling structural transformation among financial services providers.
- ✓ For on-site services, must watch supply-demand balance and trend among companies to pull certain activities in-house, due to client-side review of premise-based services.



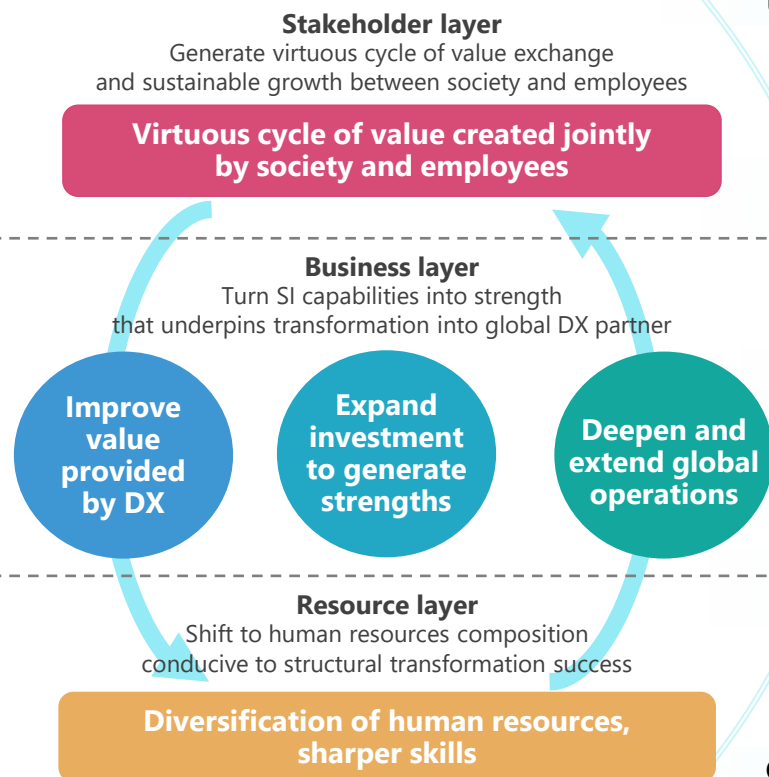
Industrial IT business

- ✓ Embrace of DX accelerating across wide range of industry sectors as companies seek to sharpen competitive edge
- ✓ But manufacturers and small and mid-sized companies, especially, are hugely impacted by changing business conditions, so must keep eye on trends in economic recovery.
- ✓ In electric power and gas sectors, responses to reforms, such as retail liberalization and separation of generation/retail and transmission/distribution businesses, wrapping up, and going forward, IT investment needs will shift toward goals in business reform.
- ✓ Anticipating creation of new demand due to changes in social structure, including public sector and healthcare.



Fiscal 2022: TIS INTEC Group Management Direction

Medium-Term Management Plan (2021-2023) Basic Policies



Fiscal 2022 Group Management Direction

Leverage initiatives to improve corporate value and value provided to society through sustainability management

Encourage solutions to social issues through business activities based on materiality while also promoting measures to elevate ESG practices. Promote G20 measures (toward more sophisticated, more efficient head office functions) as the foundation of sustainable management.

Reinforce efforts to make services more high-value-added through productivity innovation and improvement in value provided in DX services

Promote reforms to enhance SI productivity and measures to enhance the skills of employees who can improve DX value.

Firmly maintain financial health while emphasizing growth investment to enhance ability to provide DX value

Set priority investments, hinging on businesses that contribute solutions to social issues as source of competitive excellence.

Leverage growth strategy seeking to become top-class IT group in ASEAN regions and cement strong governance

Expand global partnership network to reinforce relationships with investment targets and promote joint business activities, based on global business strategy, to further cultivate local markets.

Constantly boost employee motivation and develop human resources brimming with diversity to fuel DX shift

Create structure to enhance value exchange with diverse human resources with the power to drive growth, and invest in human resources capable of fueling wider use of digital technology.

Fiscal 2022: Performance Forecasts

- Against backdrop of business expansion, reflecting capture of DX demand from clients, sales and income are expected to rise.
- Companies turned into consolidated subsidiaries in fiscal 2021 will contribute full-year business results to total.

[Millions of yen]	Fiscal 2021 Actual	Fiscal 2022 Estimate *1	YOY change	
Net Sales	448,383	470,000	+21,617	[+4.8%]
Operating Income	45,748	48,500	+2,752	[+6.0%]
Operating Margin	10.2%	10.3%	+0.1P	-
Net Income Attributable to Owners of the Parent Company	27,692	32,200	+4,508	[+16.3%]
Net Income to Net Sales Ratio	6.2%	6.9%	+0.7P	-
Net Income per Share (Yen)	110.51	128.78	+18.27	[+16.5%]
ROE *2	10.8%	11.5%	+0.7P	-

*1 Anticipated impact negatively on Net Sales from application of Accounting Standard for Revenue Recognition.

*2 ROE estimate for fiscal 2022 is a calculated value.

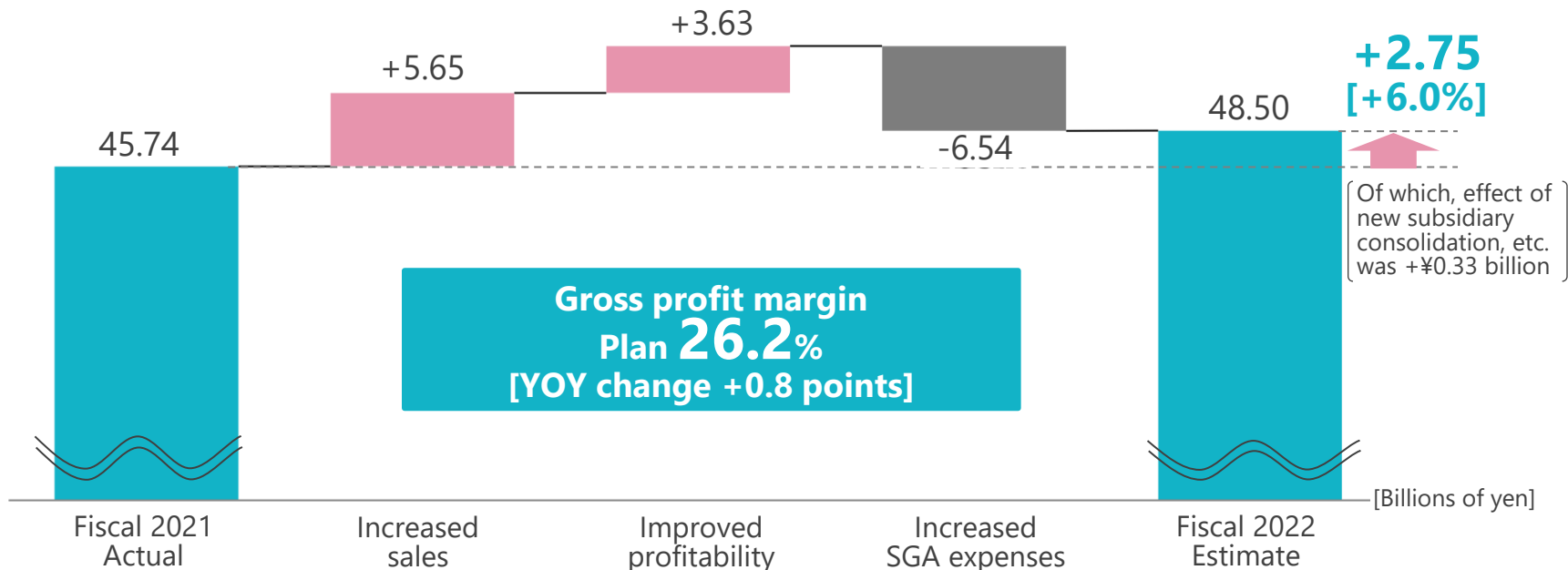
Fiscal 2022: Sales and Income for Key Business Segments [Forecast]

[Millions of yen]		Fiscal 2021 Actual	Fiscal 2022 Estimate	YOY change	
Service IT Business	Net Sales	136,946	155,500	+18,554	[+13.5%]
	Operating Income	8,695	10,800	+2,105	[+24.2%]
	Operating margin	6.3%	6.9%	+0.6P	-
BPO	Net Sales	35,453	36,000	+547	[+1.5%]
	Operating Income	3,105	3,300	+195	[+6.3%]
	Operating margin	8.8%	9.2%	+0.4P	-
Financial IT Business	Net Sales	110,660	117,000	+6,340	[+5.7%]
	Operating Income	15,320	16,000	+680	[+4.4%]
	Operating margin	13.8%	13.7%	-0.1P	-
Industrial IT Business	Net Sales	194,414	191,000	-3,414	[-1.8%]
	Operating Income	18,710	19,200	+490	[+2.6%]
	Operating margin	9.6%	10.1%	+0.5P	-

- **Service IT Business:** Expect higher sales and higher income, as segment captures IT investment demand on payment business and benefits from full-year contribution from newly consolidation of subsidiaries in previous fiscal year.
- **BPO:** Expect higher sales and higher income, supported by brisk shift in demand for outsourcing and sustained improvement in profitability.
- **Financial IT Business:** With increase in IT investment, particularly among core clients, segment should post higher sales and higher income.
- **Industrial IT Business:** Braced for lower sales, due to impact from application of Accounting Standard for Revenue Recognition. But on actual basis, performance should be solid, with higher sales and higher income.

Fiscal 2022: Operating Income Analysis, Increase/Decrease Reasons [Forecast]

• Progress on high-value-added business and improved productivity will be key factors that absorb rising costs paralleling robust growth investment, including costs incurred in office reform, and this will underpin higher operating income.



Anticipated prior investment costs for promoting structural transformation:

Up ¥2.50 billion (YOY change)

(Cost of sales: +¥1.00 billion, SGA expenses +¥1.50 billion)

- ✓ Software investment to create new services
 - ✓ Investment in human resources to fuel structural transformation
 - ✓ Investment in R&D to acquire advanced technologies
- } Costs related to

Anticipated cost of office reform to promote new workstyles:

Up ¥3.50 billion (YOY change)

(Cost of sales: +¥1.00 billion, SGA expenses +¥2.50 billion)

Changes in SGA Expenses

Effect of new subsidiary consolidation, etc.	+2.01
Office reform	+2.50
Brand-related costs	+0.00
Lower operating costs, enhanced head office functions	-0.50
Prior investment, others	+2.53
Total	+6.54

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Return to Shareholders

Reference Materials

Basic Policy on Return to Shareholders

Total return ratio

45%

(up from 40%)

Dividends per Share
**Constantly enrich
 the dividend**

Upper limit
 on treasury stock holdings
 at **5%**

Seek more appropriate capital composition and enhanced capital efficiency, with efforts to promote growth investment, maintain financial health and strengthen return to shareholders—all in the right balance.



Promote growth investment

- Take vigorous approach to investment in human resources as well as upfront investment, M&As and other growth investment opportunities. Respect investment discipline ROIC of 8%, with maximum investment of ¥100 billion over three years. Provide higher level of DX value and work to acquire new technology to achieve strategic domain ratio of 60% and operating margin of 11.6%.

Maintain financial health

- Have cash and deposits equivalent to two months' worth of monthly sales, mindful of maintaining A rating.

Strengthen return to shareholders

- Boost total return ratio benchmark to 45%, from 40%, and then strive for stable increase in dividend per share.
- The amount of treasury stock held by TIS will, in principle, be no more than 5% of total number of shares issued, and any shares exceeding this limit will be canceled

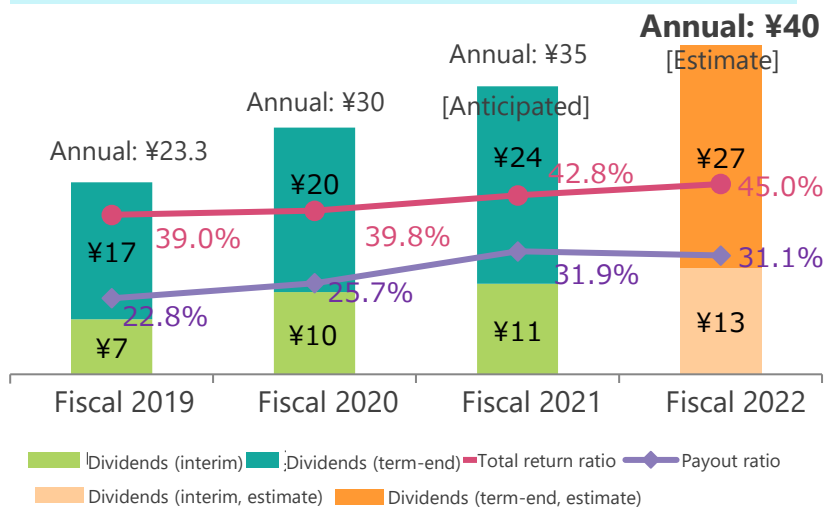
Return to Shareholders

- Plan to pay annual dividend (¥35 per share) as originally announced for fiscal 2021.
- Raise total return ratio to 45% for fiscal 2022. Expecting dividend per share to increase for 10th consecutive year.

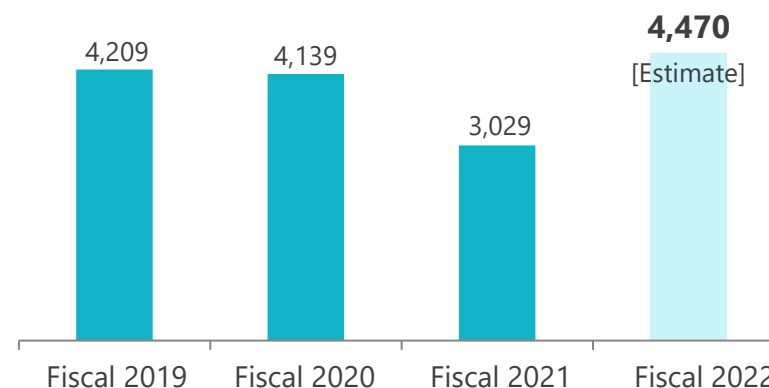
	Fiscal 2021	Fiscal 2022
Annual dividend per share	¥35 [YOY change: +¥5]	¥40 [YOY change: +¥5]
Acquired Treasury Shares	Total ¥3,020 million	Total ¥4,470 million
Total return ratio	42.8%	45.0%
Payout ratio	31.9%	31.1%

*Upper limit of treasury stock buyback announced May 12, 2021

Changes in Dividends per Share



Total Acquired Treasury Shares [Millions of yen]



* Total return ratio: Total amount of dividends and treasury stock buybacks as a percentage of net income.

Fiscal 2021 Financial Highlights

Fiscal 2022 Performance Forecast

Return to Shareholders

Reference Materials

Fiscal 2022 First Half: Sales and Income for Key Business Segments [Forecast]

[Millions of yen]		Fiscal 2021 First half	Fiscal 2022 First half	YOY change	
Net Sales		211,308	225,000	+13,692	[+6.5%]
Operating Income		18,211	20,500	+2,289	[+12.6%]
Operating Margin		8.6%	9.1%	+0.5P	-
Net Income Attributable to Owners of the Parent Company		10,277	13,700	+3,423	[+33.3%]
Net Income to Net Sales Ratio		4.9%	6.1%	+1.2P	-
Key Business Segments					
Service IT Business	Net Sales	62,869	74,000	+11,131	[+17.7%]
	Operating Income	2,572	4,300	+1,728	[+67.2%]
	Operating Margin	4.1%	5.8%	+1.7P	-
BPO	Net Sales	17,066	17,500	+434	[+2.5%]
	Operating Income	1,309	1,400	+91	[+7.0%]
	Operating Margin	7.7%	8.0%	+0.3P	-
Financial IT Business	Net Sales	53,590	57,000	+3,410	[+6.4%]
	Operating Income	6,675	7,200	+525	[+7.9%]
	Operating Margin	12.5%	12.6%	+0.1P	-
Industrial IT Business	Net Sales	91,473	90,000	-1,473	[-1.6%]
	Operating Income	7,799	7,900	+101	[+1.3%]
	Operating Margin	8.5%	8.8%	+0.3P	-

Fiscal 2022 Second Half: Sales and Income for Key Business Segments [Forecast]

[Millions of yen]	Fiscal 2021 Second half	Fiscal 2022 Second half	YOY change		
Net Sales	237,075	245,000	+7,925	[+3.3%]	
Operating Income	27,537	28,000	+463	[+1.7%]	
Operating Margin	11.6%	11.4%	-0.2P	-	
Net Income Attributable to Owners of the Parent Company	17,415	18,500	+1,085	[+6.2%]	
Net Income to Net Sales Ratio	7.3%	7.6%	+0.3P	-	
Key Business Segments					
Service IT Business	Net Sales	74,076	81,500	+7,424	[+10.0%]
	Operating Income	6,122	6,500	+378	[+6.2%]
	Operating Margin	8.3%	8.0%	-0.3P	-
BPO	Net Sales	18,387	18,500	+113	[+0.6%]
	Operating Income	1,795	1,900	+105	[+5.8%]
	Operating Margin	9.8%	10.3%	+0.5P	-
Financial IT Business	Net Sales	57,069	60,000	+2,931	[+5.1%]
	Operating Income	8,645	8,800	+155	[+1.8%]
	Operating Margin	15.1%	14.7%	-0.4P	-
Industrial IT Business	Net Sales	102,940	101,000	-1,940	[-1.9%]
	Operating Income	10,910	11,300	+390	[+3.6%]
	Operating Margin	10.6%	11.2%	+0.6P	-

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