



INFORMATION DEVELOPMENT CO., LTD.

Financial results
for the fiscal year ended March 2013

June 2013

JASDAQ Standard
Code:4709

1. What's ID Group ?
2. Performance overview
3. Business plan for March 2016
(Structural reform)

1. What's ID Group ?

About ID Group

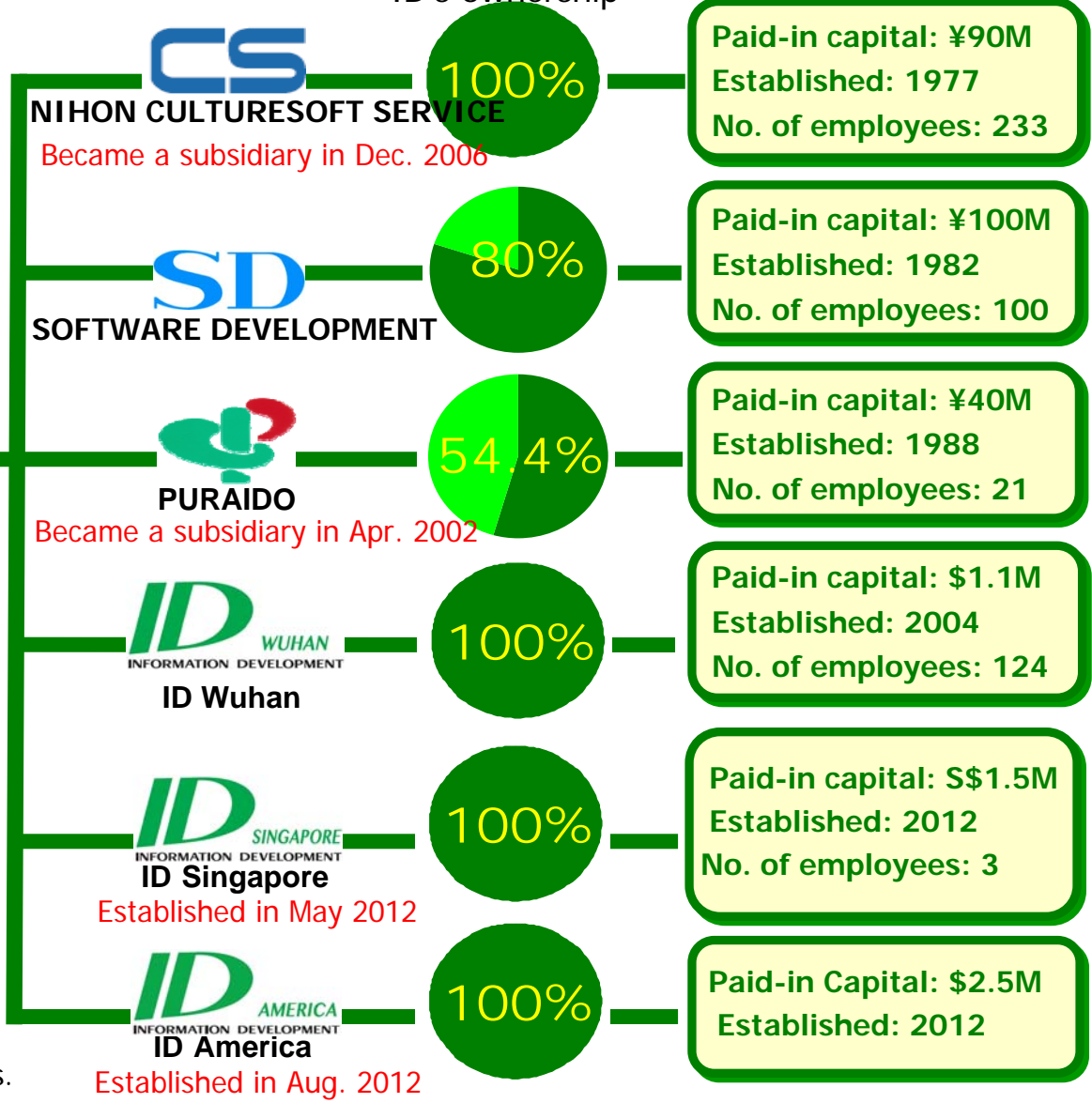


Paid in capital:
¥592.34 million

Established:
October, 1969

No. of employees:
1,557 (parent)
2,038 (consolidated)

ID's ownership



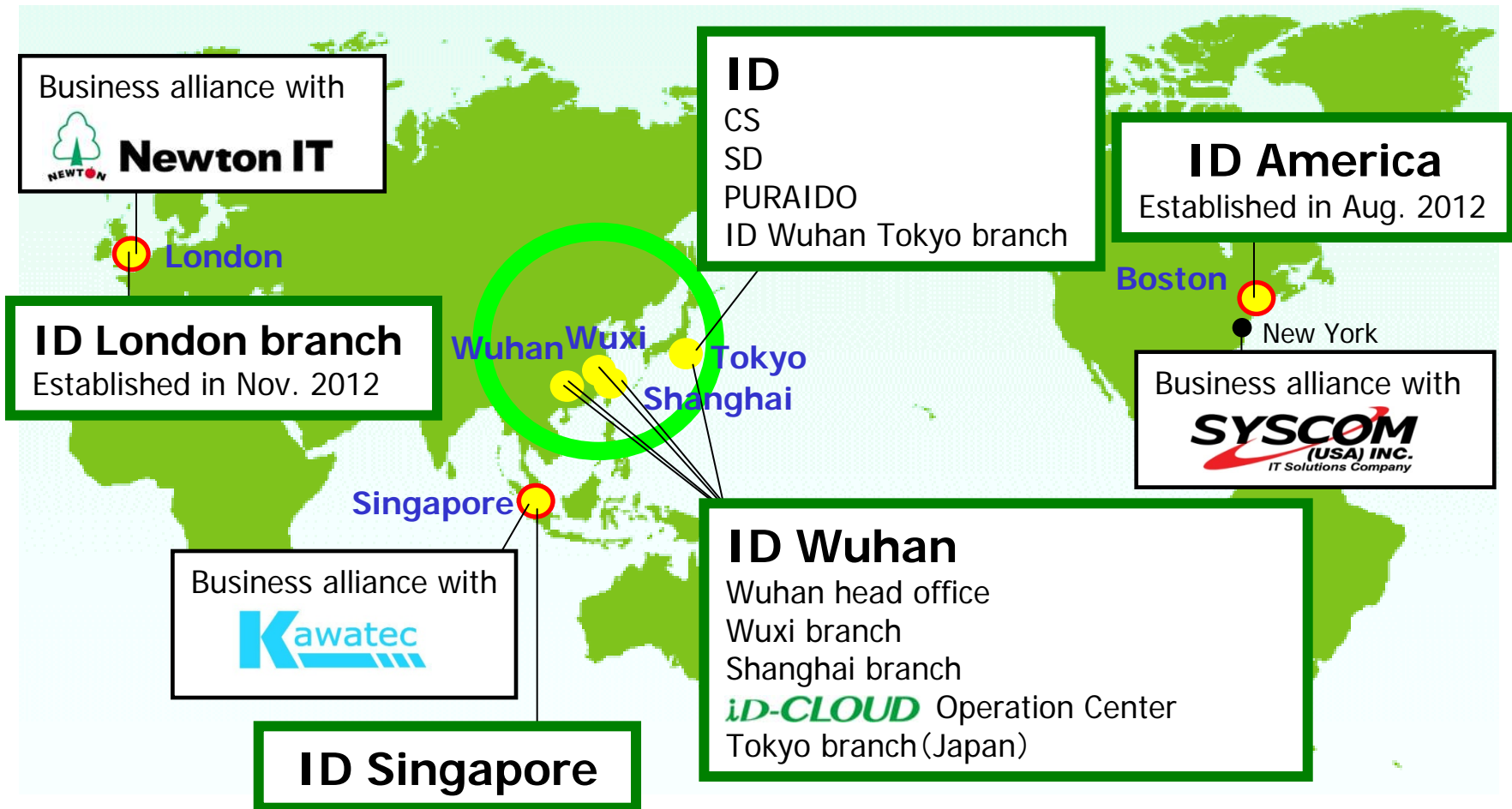
Change or Die!

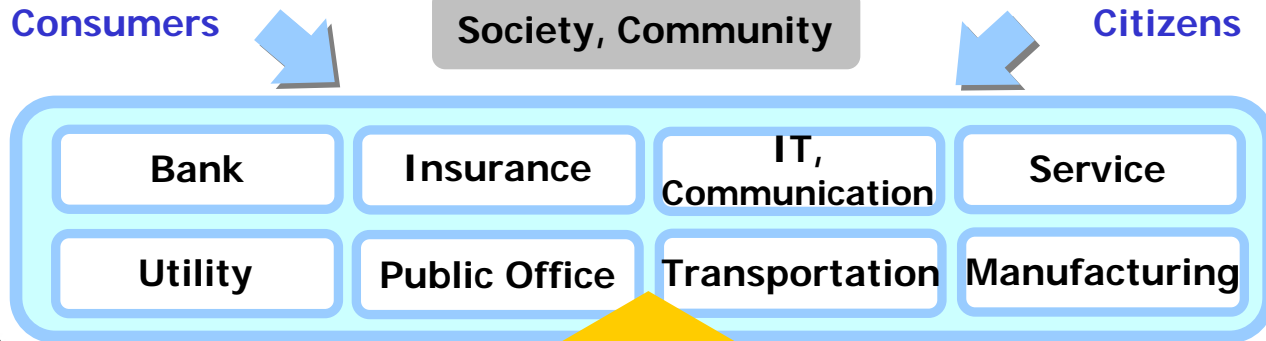
* As of March 2013

* ID's ownership ratios are calculated by number of shares excluding treasury stocks.

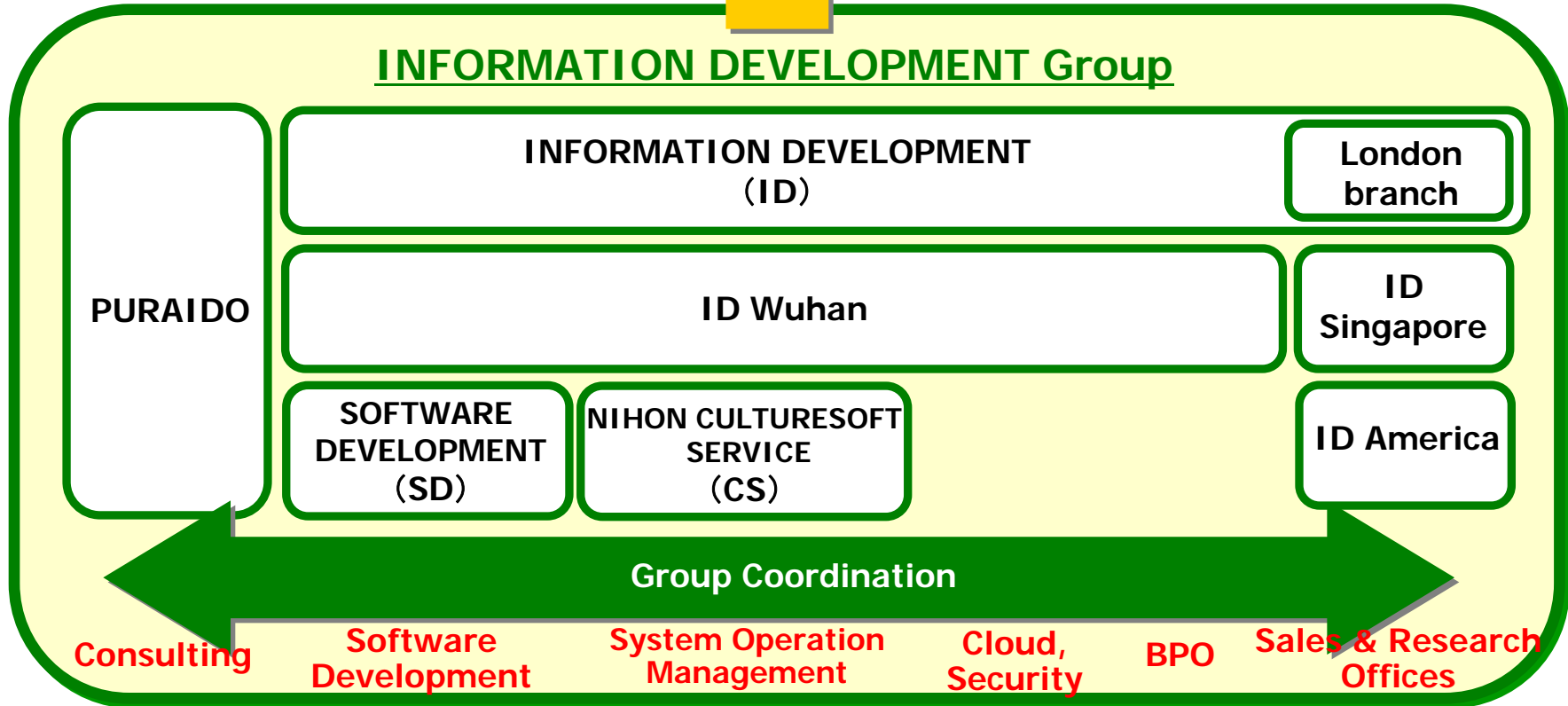
Global network

Change or Die!



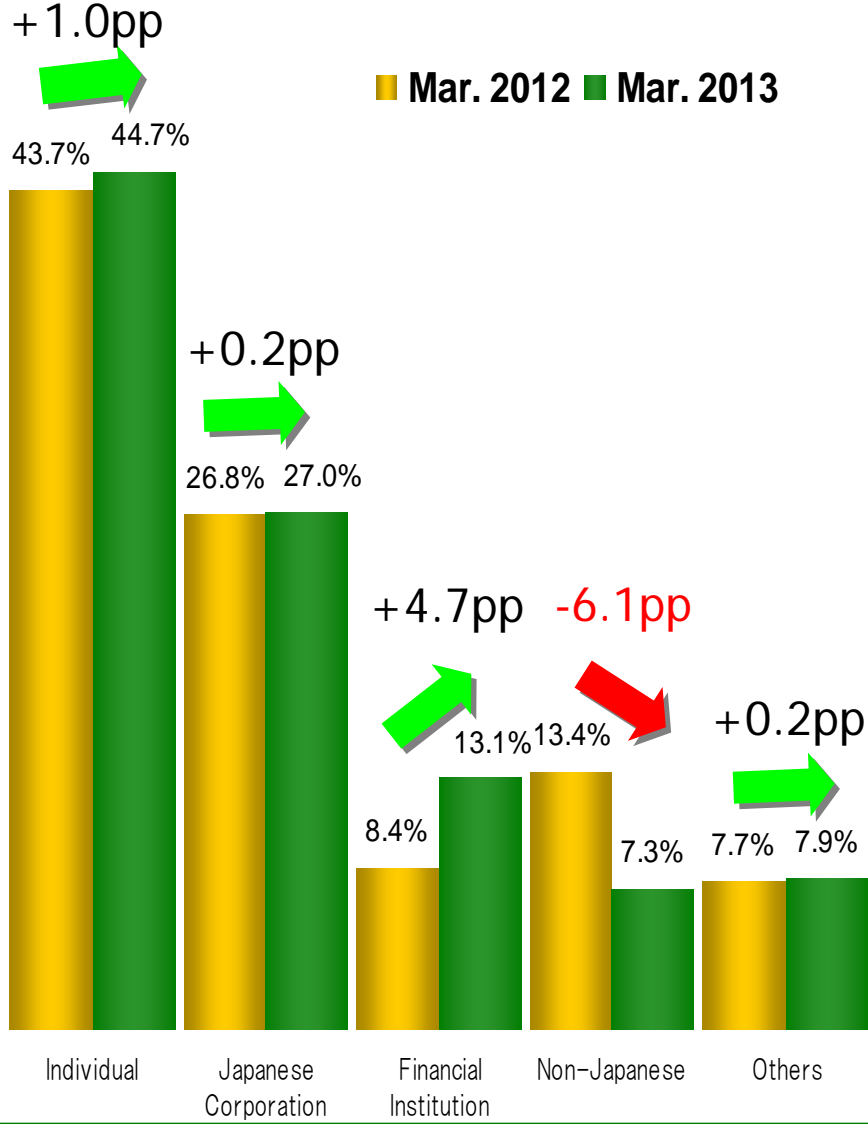


INFORMATION DEVELOPMENT Group



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◆ Shareholding by investor type



◆ Major shareholders

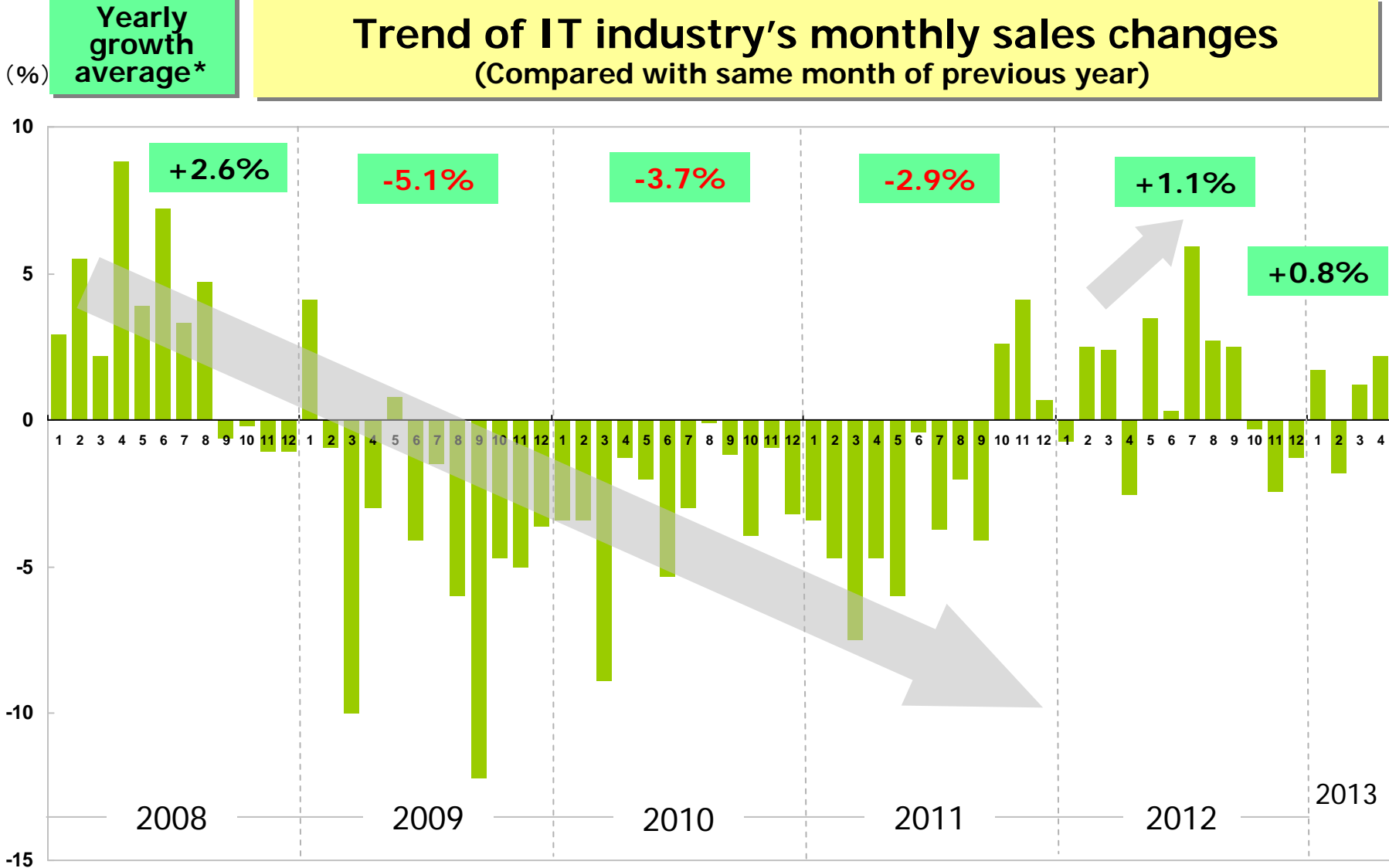
No. of shareholders: 1,961 as of Mar. 2013
(+137 since Mar. 2012)

Major shareholders		% of total shares
1	A. K. Corporation	8.7%
2	ID Employee Ownership Account	8.5%
3	Mizuho Trust Systems Co., Ltd.	8.5%
4	INFORMATION DEVELOPMENT CO., LTD	7.5%
5	Trust & Custody Services Bank, Ltd.	4.7%
6	Mizuho Trust & Banking Co., Ltd	3.5%
7	Taiyo Pearl Fund, L.P.	3.5%
8	K.C.S Co., Ltd.	3.5%
9	The Master Trust Bank of Japan, Ltd.	2.8%
10	Wahei Takeda	2.6%

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2. Performance overview

Industry trend



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*The average of YoY monthly sales changes

Source: Ministry of Economy, Trade and Industry
"Monthly report on the current survey of selected service industries", ID

Financial results (consolidated)



(¥ million)	Mar. 2012	(% of revenue)	Mar. 2013	(% of revenue)	YoY	% against forecast revised in Mar. 2013
Revenue	16,137	100.0	16,446	100.0	+1.9%	+0.3%
System Operation Management	9,969	61.8	10,093	61.4	+1.2%	-
Software Development	5,239	32.5	5,744	34.9	+9.7%	-
Others	928	5.7	608	3.7	-34.5%	-
Cost of Sales	13,207	81.8	13,650	83.0	+3.3%	-0.2%
Gross Profit	2,929	18.2	2,795	17.0	-4.6%	+2.9%
SG&A Expenses	2,299	14.3	2,367	14.4	+3.0%	+1.3%
(as for Amortization of goodwill)	78	0.5	78	0.5	0.0%	0.0%
Operating Profit	629	3.9	427	2.6	-32.0%	+12.6%
Recurring Profit	659	4.1	448	2.7	-32.0%	+12.0%
Net Profit	365	2.3	-490	-	-	-
EPS (yen)	49.15	-	-	-	-	-

1. Early retirement package ¥504 million

- Early retirement bonus ¥370 million
- Re-employment support ¥51 million
- Others ¥82 million

2. Impairment loss of fixed assets ¥401 million

※ The value of a company dormitory was revised due to the change of the purpose of holding from its own use to trading

Financial results (non-consolidated)

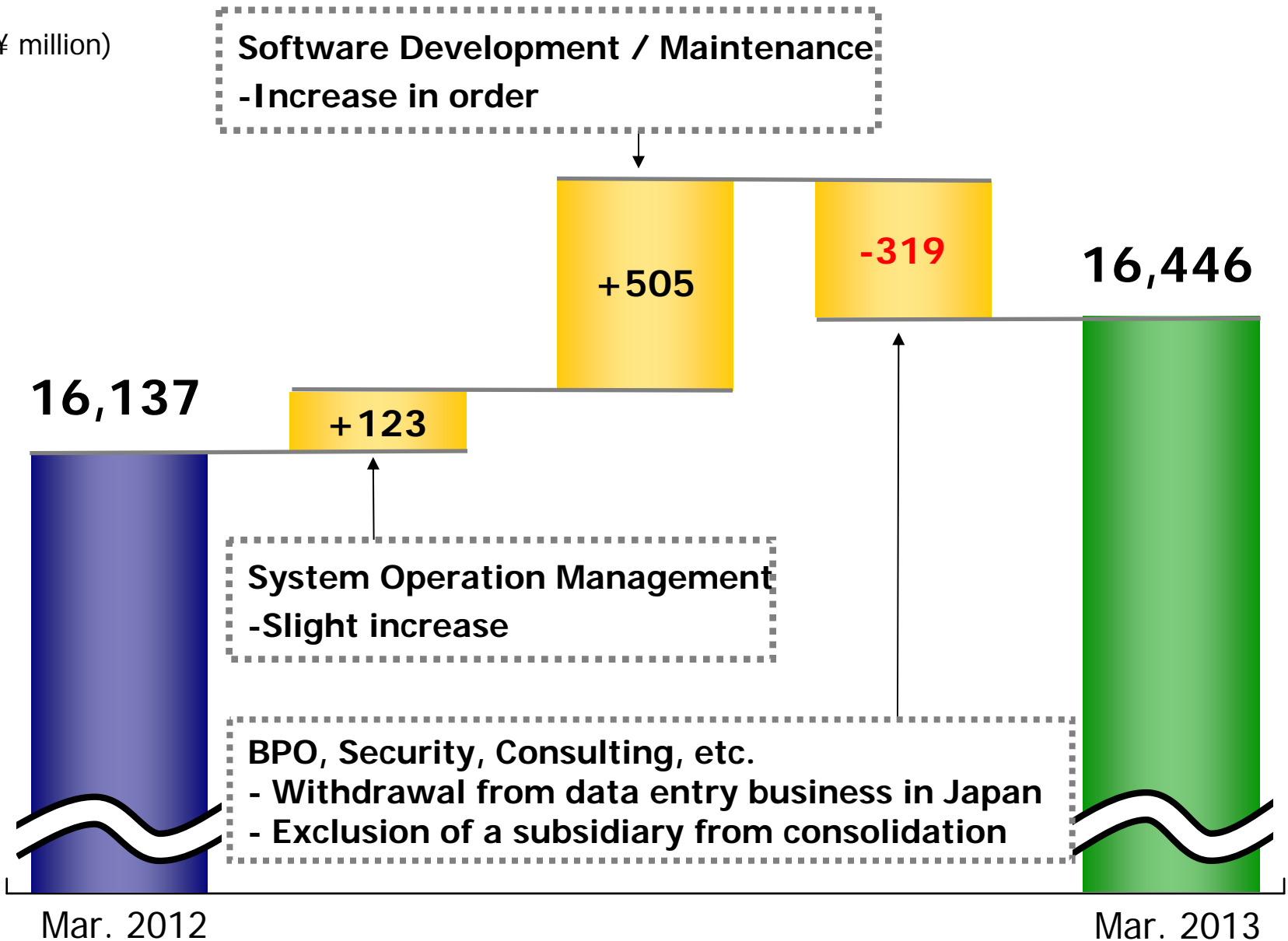


(¥ million)	Mar. 2012	(% of revenue)	Mar. 2013	(% of revenue)	YoY
Revenue	13,256	100.0	13,456	100.0	+1.5%
Cost of Sales	10,975	82.8	11,280	83.8	+2.8%
Gross Profit	2,280	17.2	2,176	16.2	-4.5%
SG&A Expenses	1,784	13.5	1,916	14.2	+7.4%
Operating Profit	495	3.7	260	1.9	-47.5%
Recurring Profit	532	4.0	555	4.1	+4.3%
Net Profit	399	3.0	-273	-	-

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Revenue analysis (consolidated)

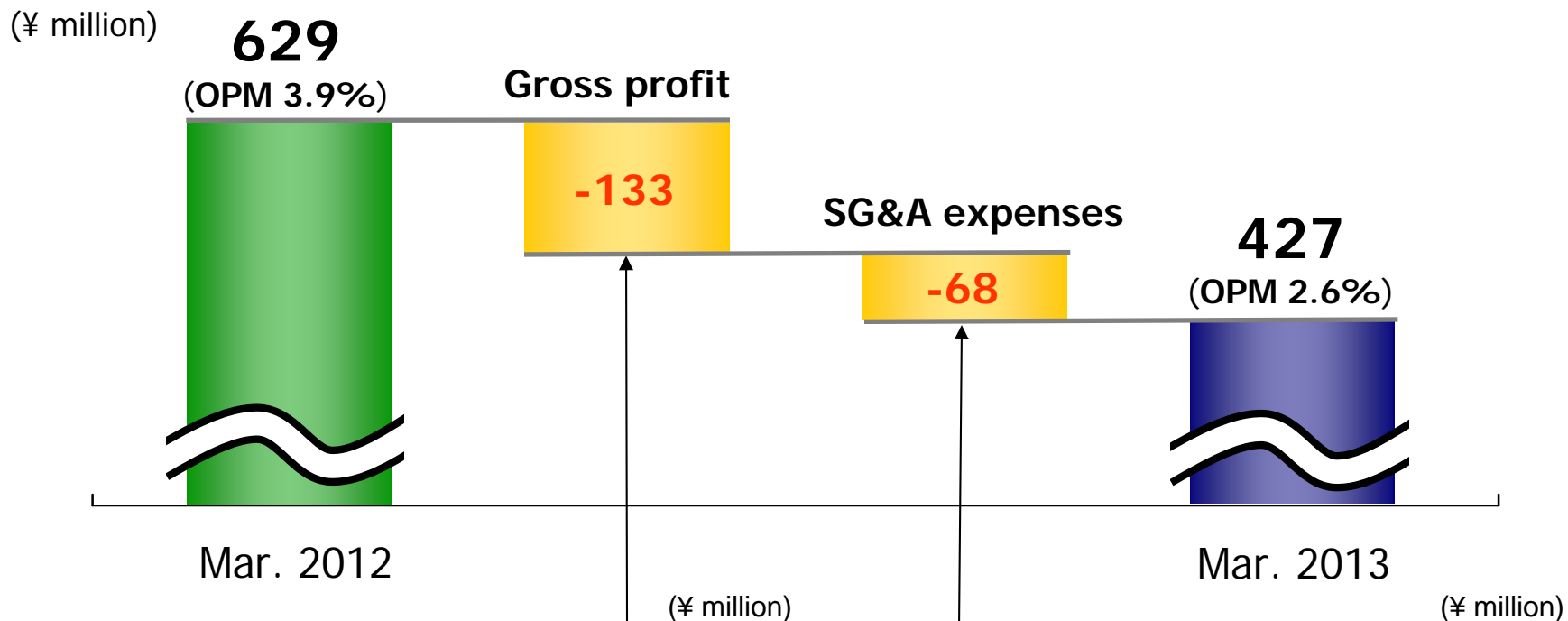
(¥ million)



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Operating profit analysis (consolidated)

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◆ Gross profit	-133
Revenue	+308
Cost of Sales	+442
<Major changes in cost of sales>	
▪ Labor costs	-16
▪ Production expense	+14
▪ Outsourcing costs	+548
▪ Purchasing	-89

◆ SG&A expenses	+68
<Major changes in SG&A expenses >	
▪ Labor costs	-11
▪ Depreciation costs	+16
▪ Outsourcing costs	+11
▪ Training costs	+9
▪ Communication costs	+9

Financial position (consolidated)



(¥ million)	Mar. 2012	Mar. 2013	YoY
Current assets	5,740	6,412	+11.7%
Cash and deposits	2,583	3,117	+20.6%
Fixed assets	4,105	3,389	-17.4%
Total assets	9,845	9,801	-0.4%
Liabilities	3,457	4,159	+20.3%
Interest-bearing debt	1,186	1,100	-7.2%
Retained earnings	5,564	4,917	-11.6%
Total Shareholders' Equity	6,272	5,413	-13.7%
Operating cash flows	666	772	
Investment cash flows	-324	67	
Financial cash flows	217	-455	

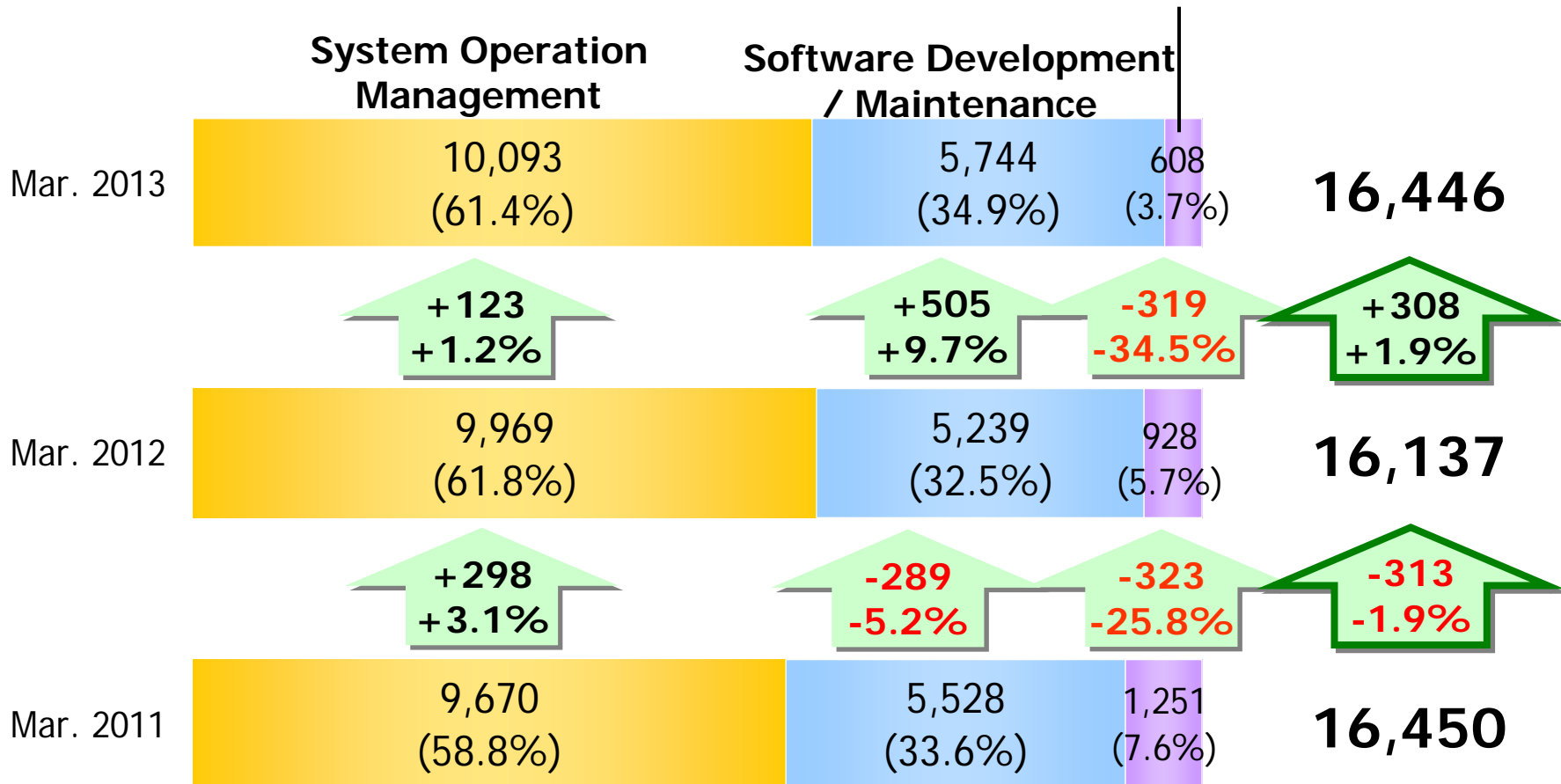
Feature of ID Group 1

Revenue by business

(¥ million)

*Figures in brackets indicate % of revenue.

BPO, Security,
Consulting, etc.



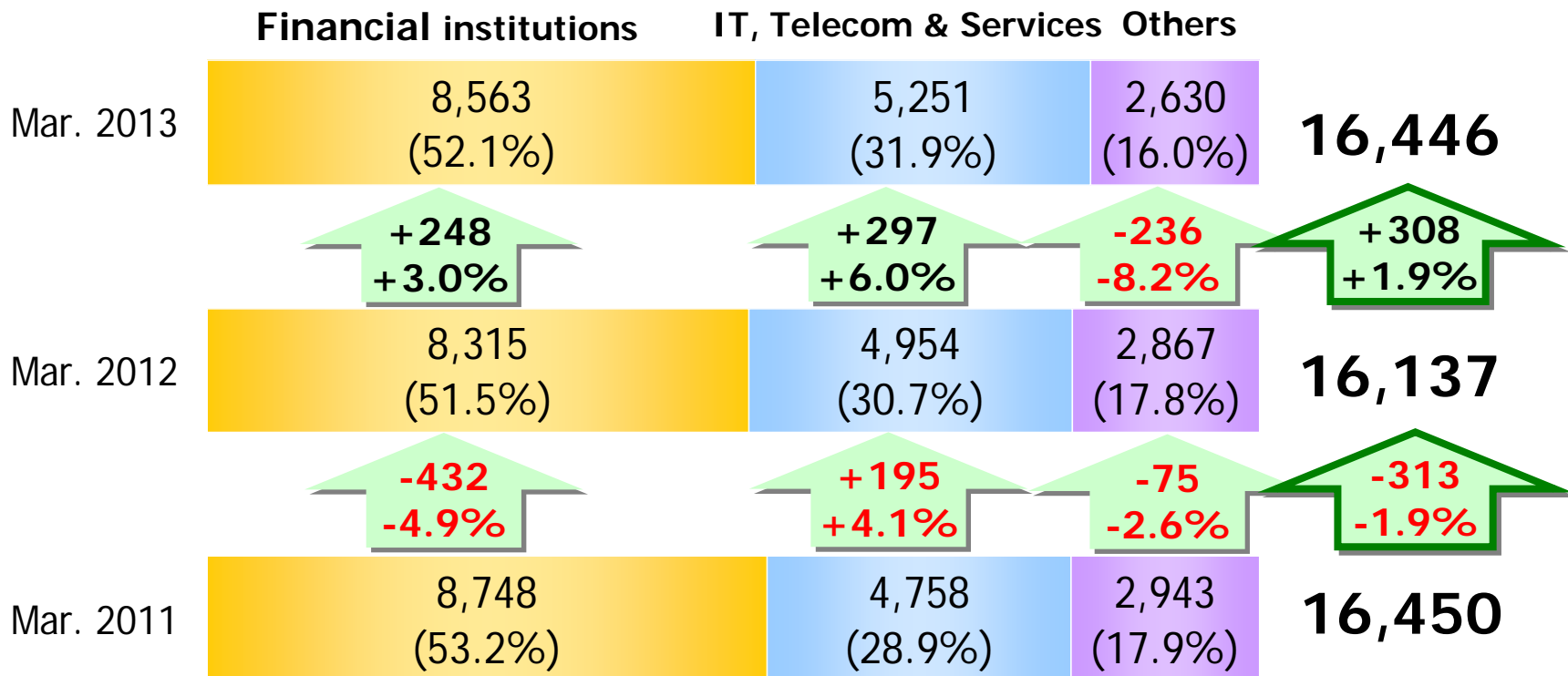
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Feature of ID Group 2

Revenue by customer

(¥ million)

*Figures in brackets indicate % of revenue



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Feature of ID Group 3

Revenue by contract

(¥ million)

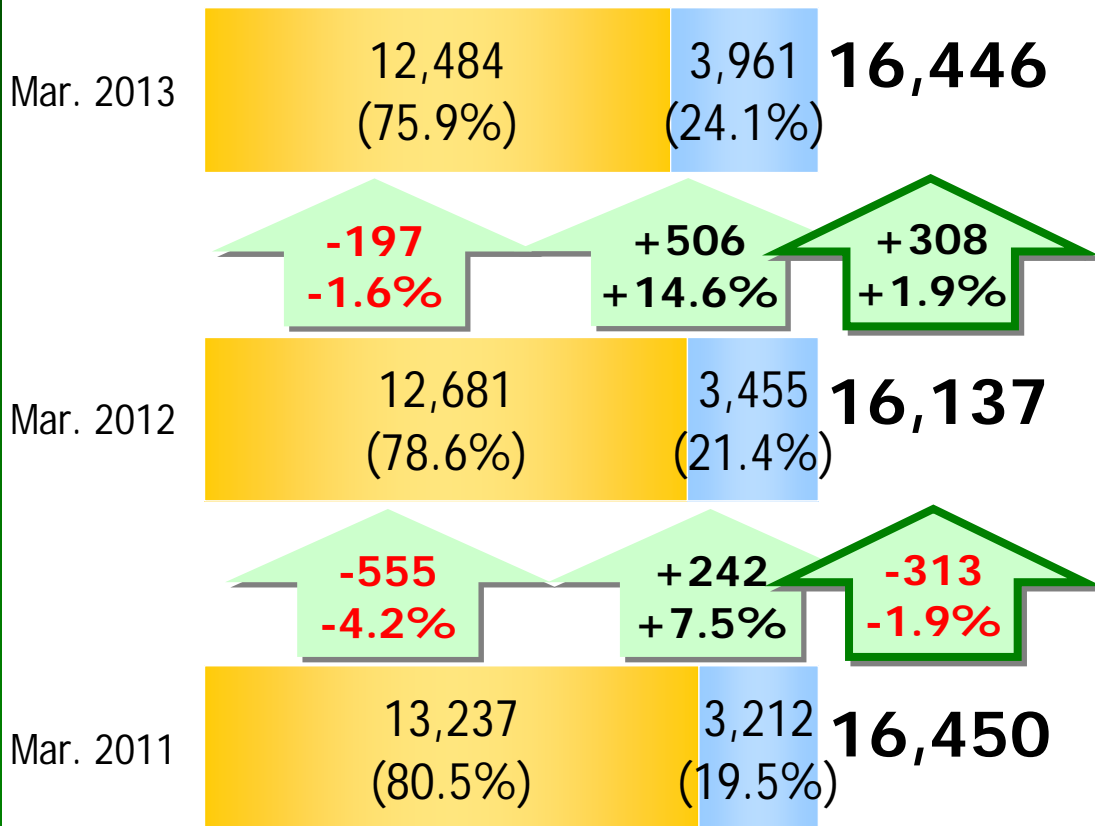
*Figures in brackets indicate % of revenue

C.50 customers are among the top 500 in the Forbes Global 2000

< Major customers >

Prime contracts

Prime contracts Strategic partners



- Financial Institutions
- IT, Telecom & Services
- Others
(Manufacturing, Transportation, Public Office, Utility etc.)

Strategic partners

Major IT Vendors

Quarterly results

(¥ million)	Revenue	Operating profit	OPM
Jan-Mar. 2012	4,228	69	1.6%
Apr-Jun. 2012	3,838	-59	-
Jul-Sep. 2012	4,023	188	4.7%
Oct-Dec. 2012	4,157	199	4.8%
Jan-Mar. 2013	4,427	99	2.2%
YoY	+4.7%	+42.9%	-

Performance forecast



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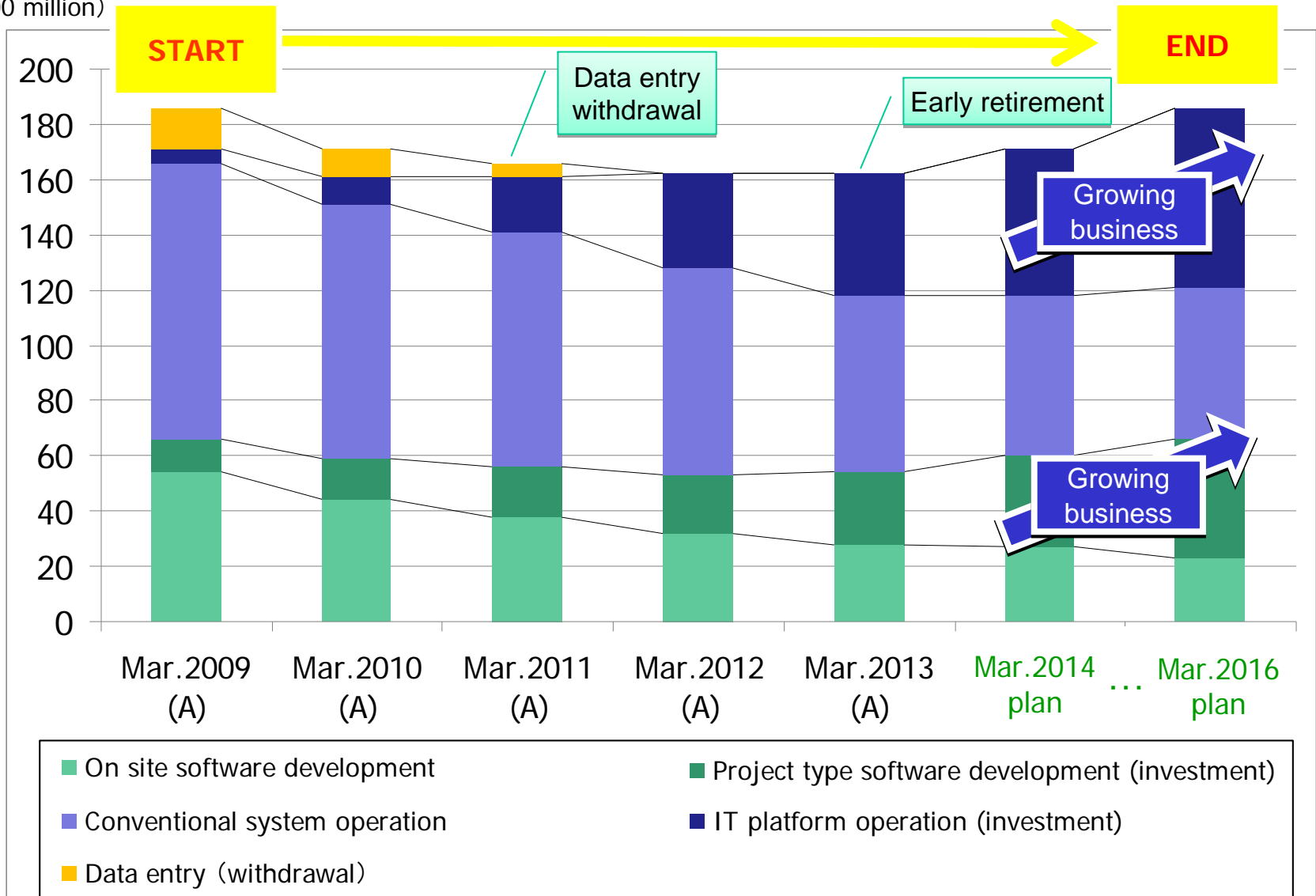
(¥ million)	Sep. 2012 results	(% of revenue)	Sep. 2013 plan	(% of revenue)	YoY	Mar. 2013 results	(% of revenue)	Mar. 2014 plan	(% of revenue)	YoY
Revenue	7,861	100.0	8,040	100.0	+2.3%	16,446	100.0	16,870	100.0	+2.6%
Operating Profit	129	1.6	210	2.6	+62.1%	427	2.6	620	3.7	+44.9%
Recurring Profit	134	1.7	200	2.5	+48.8%	448	2.7	620	3.7	+38.4%
Net Profit	62	0.8	90	1.1	+44.6%	-490	-	330	2.0	-
EPS (¥)	8.38	-	12.77	-	+4.39	-	-	46.81	-	-
DPS (¥)	-	-	-	-	-	21.00	-	21.00	-	0.00

3. Business plan for March 2016 (Structural reform)

Structural reform

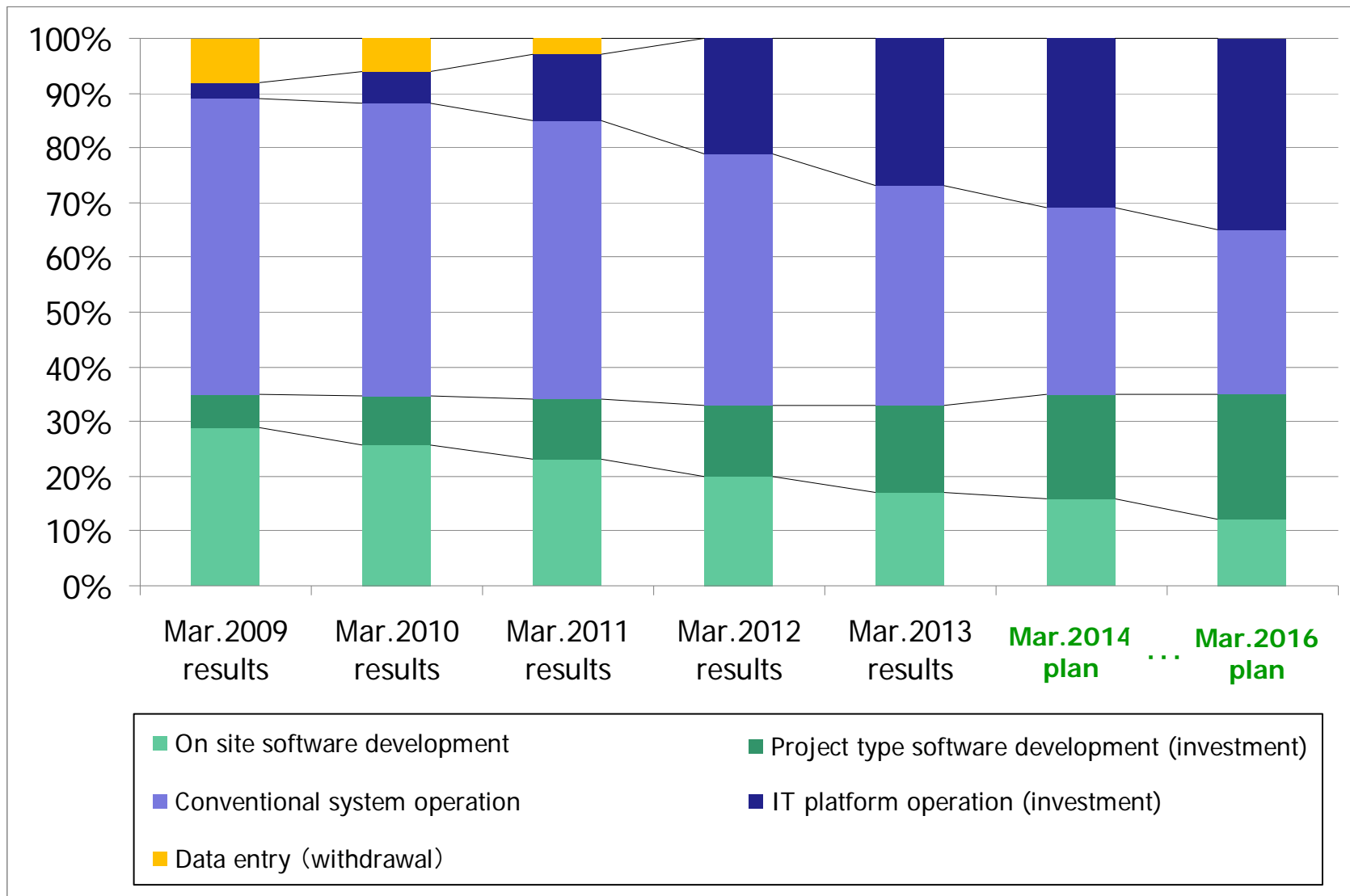
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Revenue
(¥100 million)



Structural reform

Revenue breakdown by business



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Enhancement of ID Group presence

**Business Operations
Outsourcing**

Global development



Promotion of ***iD-CLOUD***



Sustainable growth

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Focus business resources on selected customers
“Stable growth”

▪ IT Vendor

Strategic partners

▪ Financial

- Financial
- Transportation
- IT, Communication
- Utility

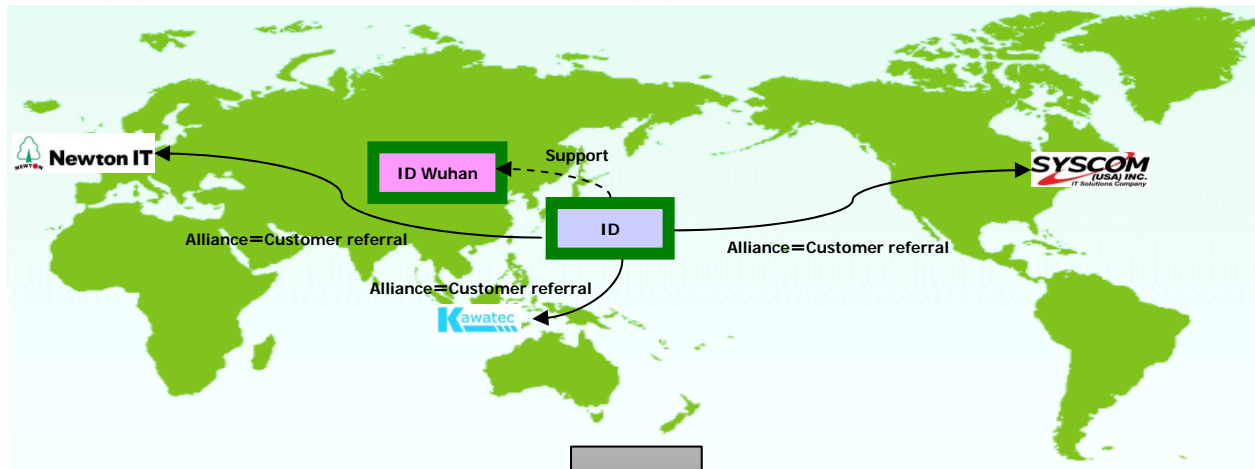
Major customers

Selected 13 customer groups out of 1,000 customers

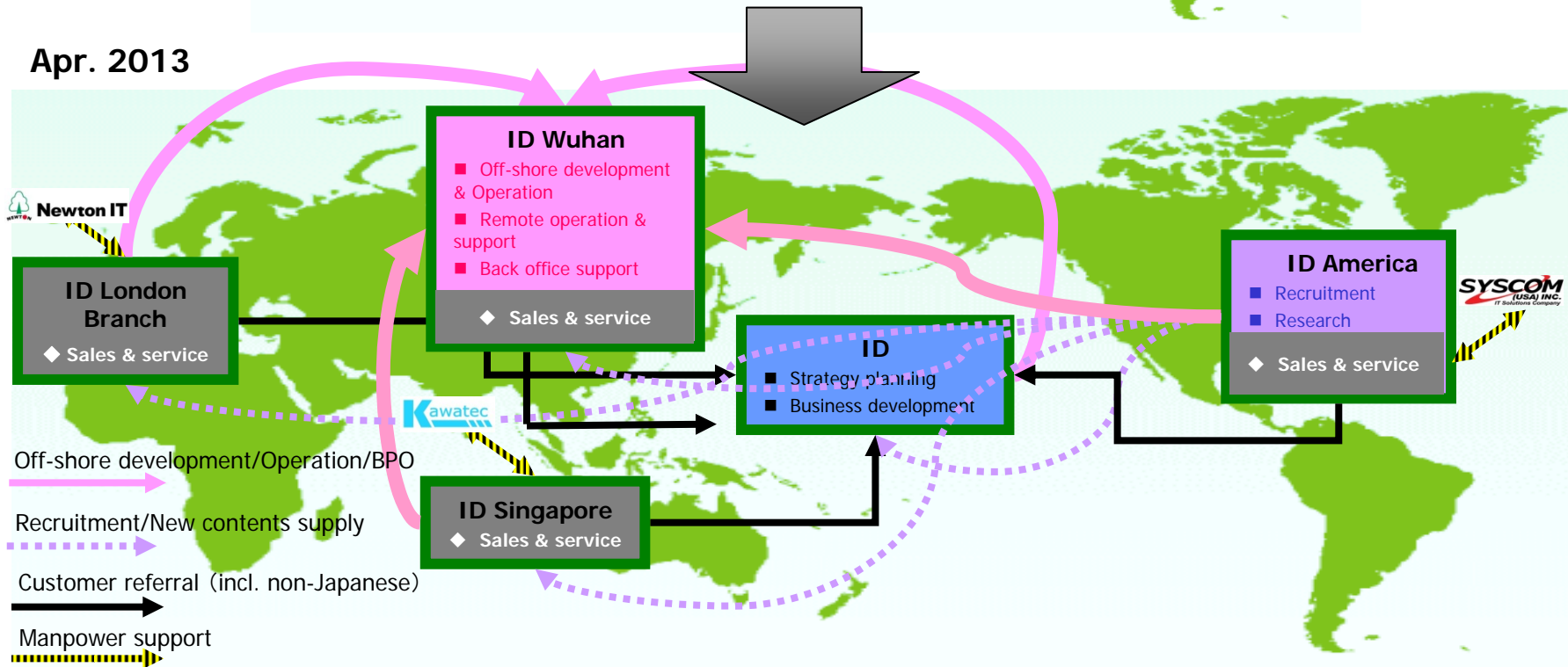
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Global expansion

Apr. 2012



Apr. 2013



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Operation and monitoring in *iD-CLOUD* Operation Center

Operation	
Implementation support	
Application (SaaS)	   
OS/ Middleware (PaaS)	   
Hardware (IaaS)	   



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