

FY2015-FY2017 Medium-Term Management Plan

May 1, 2015

ITOCHU Techno-Solutions Corporation

These materials contain forward-looking statements about the future performance of CTC, based on management's assumptions and beliefs in light of information currently available to it, and involve certain risks and uncertainties. Actual results may differ from projected performance, owing to a variety of factors, including changes in the economic environment.

Medium-Term Outlook of External Environment

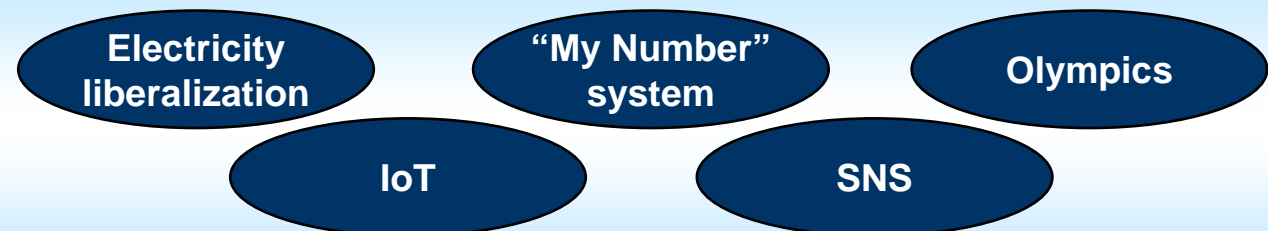
Macro-economic trends

- While developments in the euro zone and China need to be kept under scrutiny stable world growth driven by the United States and ASEAN is expected to continue.
- The Japanese economy will likely grow at a modest pace mainly due to government stimulus and monetary stimulus, a weak yen and rising stock prices.

IT market trends

- The Japanese IT market is expected to stay flat (with the hardware market contracting, but the software market and IT services market expanding).
- The IT markets of the ASEAN-5 countries are expected to maintain high growth on the back of economic growth.

Business themes to watch



Medium-Term Management Plan: Vision and Themes



Vision

Take responsibility for the evolution of the IT industry,
as the industry's leading company

Commitments

“Two 500 billions”

FY2017 Targets

Growth	Sales	¥500 billion
Profitability	Operating income	¥40 billion (Operating margin 8%)
Capital Efficiency	ROE	Exceeding 10%

Reference Target

Corporate Value	Market cap	Exceeding ¥500 billion (achieve as soon as possible)
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Basic Management Theme “Three shifts”

1

Shift to “a service-type business”.
(Bring the share of the service-type business to more than 50%.)

2

Shift to “comprehensive” management.
(Exert comprehensive capabilities beyond the segment framework.)

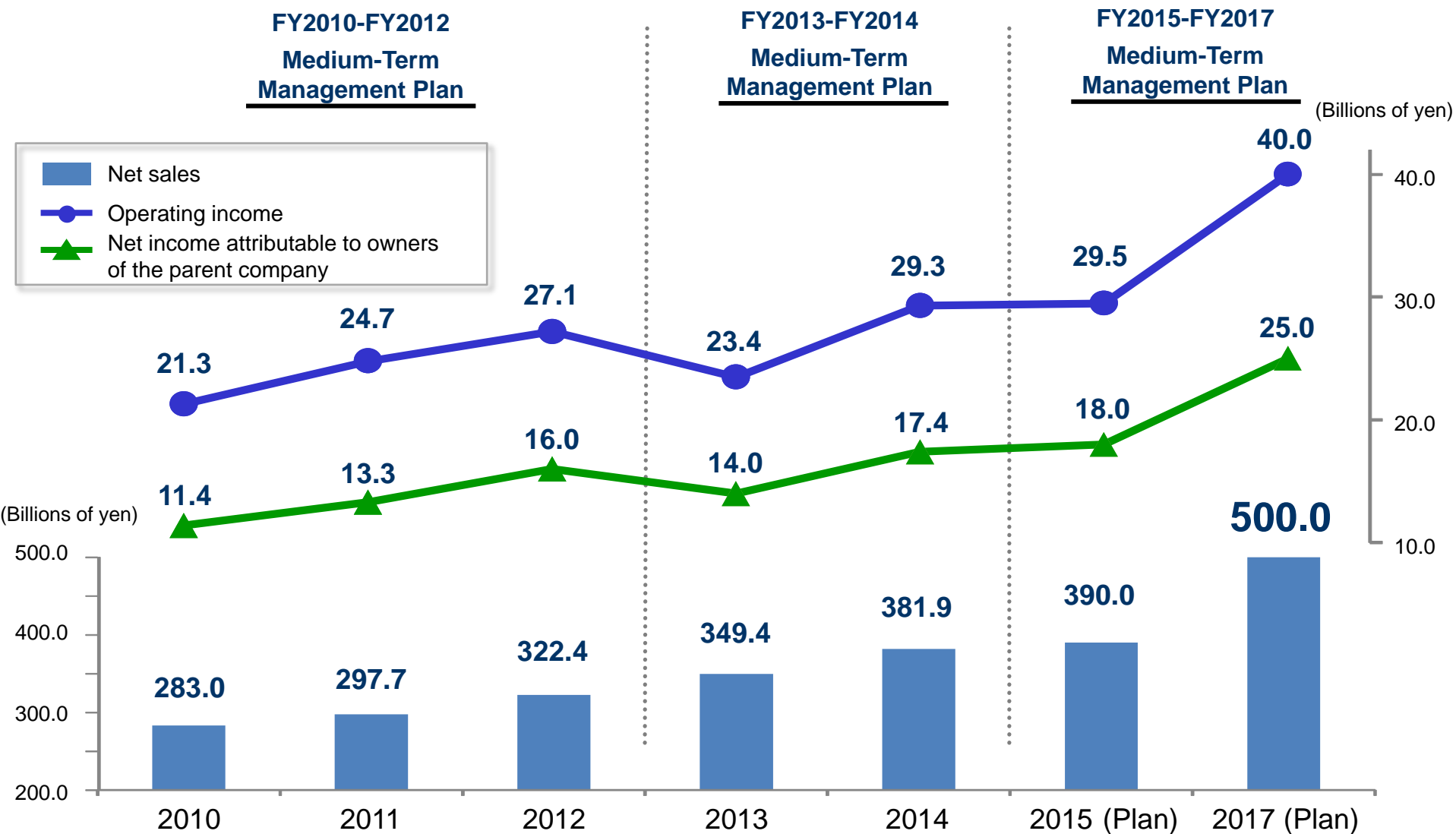
3

Shift to growth “investments”.
(Vigorously promote investments in human resources, technologies and businesses.)

Strengthen management base to support three shifts

Positioning of Medium-Term Management Plan

- Take responsibility for the evolution of the IT industry,
as the industry's leading company -



(Japanese accounting standards are applied from fiscal 2010 to fiscal 2013 and IFRS are applied from fiscal 2014.)

Medium-Term Management Plan: Basic Management Policies for Each Theme



Shift
1

Shift to a service-type business

Bring the share of the service-type
business to more than 50%.

1

CTC Cloud 2.0

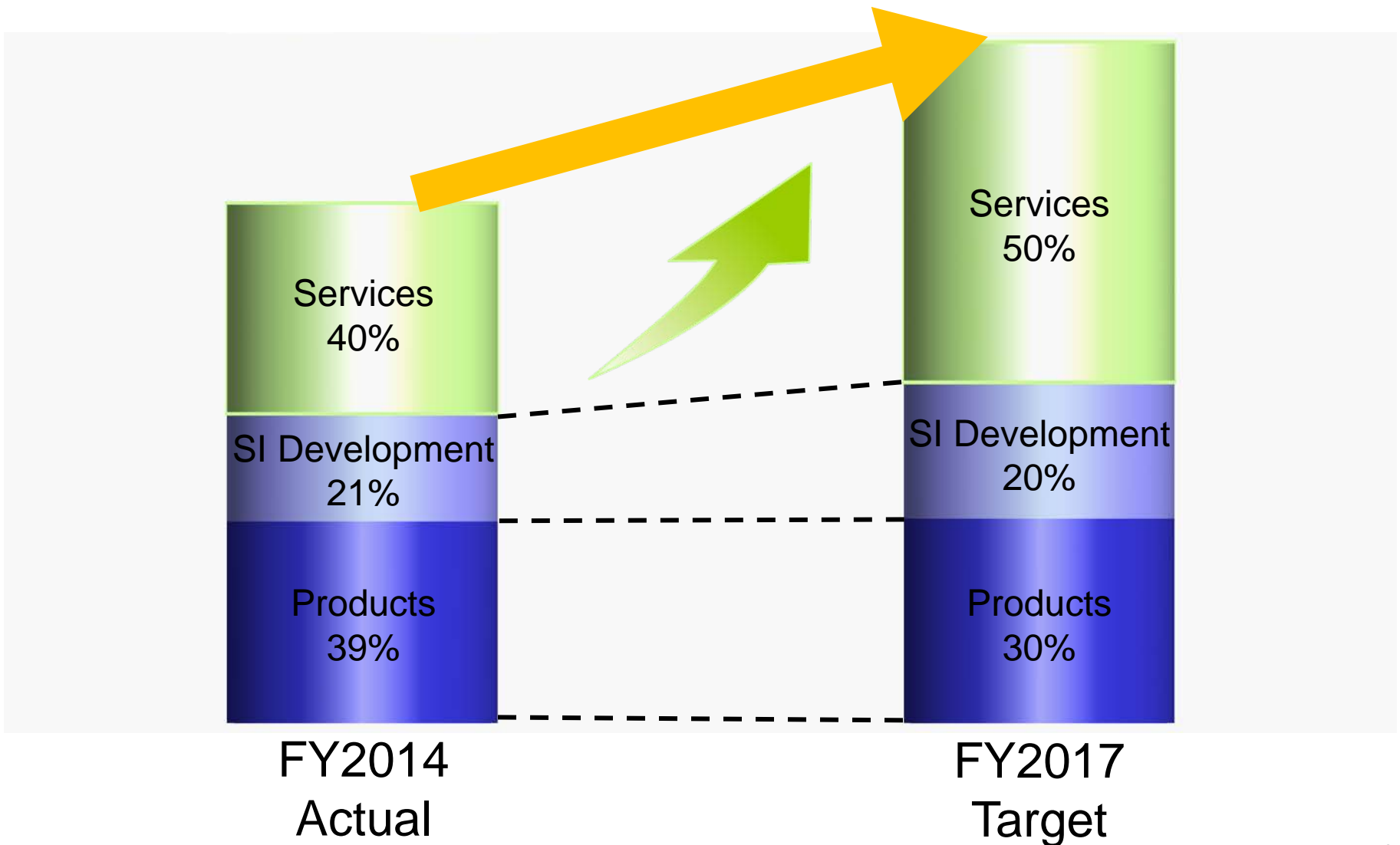
2

New developments in operation and
maintenance

3

New service businesses

For Reference: Sales Breakdown by Business Model



Medium-Term Management Plan: Basic Management Policies for Each Theme

Shift
2

Shift to comprehensive management

Exert comprehensive capabilities beyond the segment framework.

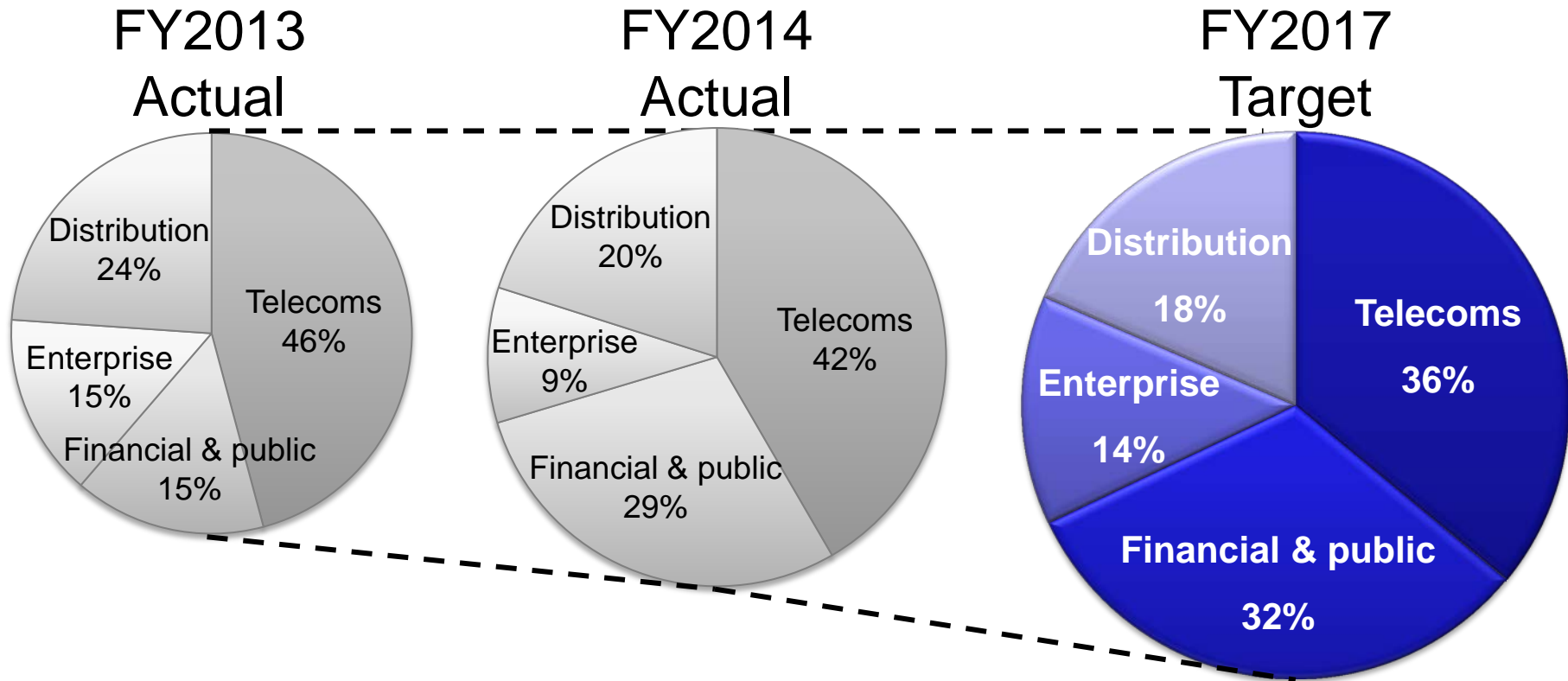
1

Measures to address large projects and key clients

2

Area expansion
(Global 2.0 + local creation)

For Reference: Operating Income Breakdown of Key Business Groups



Medium-Term Management Plan: Basic Management Policies for Each Theme



Shift
3

Shift to growth investments

Vigorously promote investments in human resources, technologies and businesses.

1

Investment in people and technology

2

M&A in Japan and overseas

Further strengthen management base to support three shifts

1 Reduction of unprofitable development

2 Creation of appealing company

3 Flexible capital policy