



▼ *Challenging Tomorrow's Changes*

F I N A N C I A L

D A T A B O O K

ITOCHU Techno-Solutions Corporation  
**Financial Data Book 2008**

For the year ended March 31, 2008

This Financial Data Book was created based on the Japanese securities report. Figures have been rounded for convenience.

# Consolidated Balance Sheets

ITOCHU Techno-Solutions Corporation and Subsidiaries  
March 31, 2004, 2005, 2006, 2007 and 2008

|                                     | Millions of yen |                 |                 |                 |                 |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| ASSETS                              | 2004            | 2005            | 2006            | 2007            | 2008            |
| <b>CURRENT ASSETS</b>               | ¥150,578        | ¥137,644        | ¥150,898        | ¥176,271        | <b>¥178,048</b> |
| Cash and time deposits              | 36,463          | 30,639          | 26,499          | 42,278          | <b>24,210</b>   |
| Notes and accounts receivable—trade | 69,398          | 53,606          | 57,779          | 59,188          | <b>64,141</b>   |
| Securities                          | 6,998           | 11,997          | 18,990          | 24,980          | <b>41,966</b>   |
| Inventories                         | 20,607          | 20,479          | 23,682          | 20,134          | <b>21,434</b>   |
| Prepaid expenses                    | —               | —               | —               | —               | <b>10,987</b>   |
| Deferred tax assets                 | 4,548           | 5,763           | 5,780           | 7,078           | <b>6,979</b>    |
| Deposits from customers             | 10,000          | 10,000          | 10,000          | 10,525          | <b>6,328</b>    |
| Other current assets                | 2,837           | 5,341           | 8,361           | 12,306          | <b>2,124</b>    |
| Allowance for doubtful accounts     | (274)           | (184)           | (194)           | (221)           | <b>(124)</b>    |
| <b>FIXED ASSETS</b>                 | 18,248          | 23,201          | 27,180          | 38,625          | <b>40,043</b>   |
| Tangible fixed assets               | 2,057           | 3,908           | 3,921           | 13,550          | <b>14,331</b>   |
| Buildings and structures            | —               | —               | —               | 8,611           | <b>9,335</b>    |
| Building fixtures                   | 696             | 2,146           | 2,124           | —               | <b>—</b>        |
| Furniture and fittings              | 1,047           | 1,762           | 1,796           | 3,241           | <b>3,298</b>    |
| Land                                | —               | —               | —               | 1,697           | <b>1,697</b>    |
| Computers for rent                  | 313             | —               | —               | —               | <b>—</b>        |
| Intangible fixed assets             | 2,860           | 2,549           | 2,185           | 3,522           | <b>6,265</b>    |
| Software                            | 2,691           | 2,386           | 2,076           | 3,212           | <b>5,998</b>    |
| Others                              | 169             | 163             | 109             | 310             | <b>266</b>      |
| Investments and other assets        | 13,329          | 16,743          | 21,073          | 21,552          | <b>19,447</b>   |
| Investments in securities           | 5,958           | 9,668           | 14,193          | 7,919           | <b>6,332</b>    |
| Prepaid pension expenses            | —               | —               | 409             | 2,773           | <b>2,653</b>    |
| Deferred tax assets                 | 2,038           | 764             | 119             | 436             | <b>519</b>      |
| Others                              | 6,687           | 6,646           | 6,400           | 10,467          | <b>9,988</b>    |
| Allowance for doubtful accounts     | (1,355)         | (335)           | (49)            | (43)            | <b>(46)</b>     |
| <b>TOTAL ASSETS</b>                 | <b>¥168,826</b> | <b>¥160,845</b> | <b>¥178,079</b> | <b>¥214,896</b> | <b>¥218,092</b> |

Note: Owing to the October 1, 2006, merger with the former CRC Solutions Corp., figures for the fiscal years ended March 31, 2007 and 2008, include those of the entire group following the merger.

Millions of yen

|   | 2004     | 2005     | 2006     | 2007     | 2008     |
|---|----------|----------|----------|----------|----------|
| <b>LIABILITIES</b>  |          |          |          |          |          |
| <b>CURRENT LIABILITIES</b>  | ¥ 63,159 | ¥ 54,869 | ¥ 60,424 | ¥ 72,922 | ¥ 71,281 |
| Notes and accounts payable—trade                                      | 38,704   | 29,401   | 31,401   | 31,735   | 28,917   |
| Accrued income taxes  | 5,168    | 5,716    | 4,908    | 6,431    | 7,649    |
| Unearned income   | —        | 8,388    | 9,581    | 13,580   | 15,673   |
| Allowance for bonuses   | 3,246    | 3,000    | 4,457    | 7,113    | 6,564    |
| Allowance for bonuses to directors and corporate auditors             | —        | —        | —        | 230      | 146      |
| Allowance for loss on orders  | —        | —        | 410      | 251      | 243      |
| Allowance for after cost  | —        | —        | —        | 466      | 310      |
| Other current liabilities   | 16,040   | 8,362    | 9,665    | 13,113   | 11,777   |
| <b>LONG-TERM LIABILITIES</b>  | 1,517    | 512      | 1,863    | 1,482    | 1,098    |
| Long-term accounts payable  | —        | —        | —        | 611      | 368      |
| Deferred tax liabilities  | 13       | —        | 1,644    | 451      | 149      |
| Allowance for employees' retirement benefits                          | 1,442    | 405      | 12       | 295      | 260      |
| Allowance for directors' retirement benefits                          | 61       | 107      | 206      | 124      | —        |
| Liabilities in accordance with the application of the equity method   | —        | —        | —        | —        | 320      |
| <b>TOTAL LIABILITIES</b>  | 64,677   | 55,381   | 62,288   | 74,405   | 72,380   |
| <b>MINORITY INTERESTS</b>   | 144      | 128      | 139      | —        | —        |
| <b>SHAREHOLDERS' EQUITY</b>   |          |          |          |          |          |
| Common stock  | 21,763   | 21,763   | 21,763   | —        | —        |
| Capital surplus/additional paid-in capital                            | 33,141   | 33,137   | 33,126   | —        | —        |
| Retained earnings   | 54,201   | 63,331   | 72,458   | —        | —        |
| Net unrealized gain on available for sale securities                  | (51)     | 641      | 2,850    | —        | —        |
| Foreign currency translation adjustments                              | (14)     | (23)     | 22       | —        | —        |
| Treasury stock  | (5,035)  | (13,514) | (14,570) | —        | —        |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>                                     | 104,004  | 105,335  | 115,651  | —        | —        |
| <b>TOTAL LIABILITIES, MINORITY INTERESTS AND SHAREHOLDERS' EQUITY</b> | ¥168,826 | ¥160,845 | ¥178,079 | ¥ —      | ¥ —      |
| <b>EQUITY</b>   |          |          |          |          |          |
| Shareholders' equity  | —        | —        | —        | 139,109  | 144,412  |
| Common stock  | —        | —        | —        | 21,763   | 21,763   |
| Capital surplus/capital reserve                                       | —        | —        | —        | 34,257   | 33,076   |
| Retained earnings/consolidated surplus                                | —        | —        | —        | 87,216   | 94,099   |
| Treasury stock  | —        | —        | —        | (4,129)  | (4,526)  |
| Valuation and translation adjustments                                 | —        | —        | —        | 817      | 760      |
| Net unrealized gain on available for sale securities                  | —        | —        | —        | 781      | 768      |
| Deferred gain on derivatives under hedge accounting                   | —        | —        | —        | 6        | (7)      |
| Foreign currency translation adjustments                              | —        | —        | —        | 30       | (0)      |
| Minority interests  | —        | —        | —        | 564      | 539      |
| <b>TOTAL EQUITY</b>   | —        | —        | —        | 140,491  | 145,712  |
| <b>TOTAL LIABILITIES AND TOTAL EQUITY</b>                             | ¥ —      | ¥ —      | ¥ —      | ¥214,896 | ¥218,092 |

Note: Owing to the October 1, 2006, merger with the former CRC Solutions Corp., figures for the fiscal years ended March 31, 2007 and 2008, include those of the entire group following the merger.

# Consolidated Statements of Income

ITOCHU Techno-Solutions Corporation and Subsidiaries  
March 31, 2004, 2005, 2006, 2007 and 2008

|   | Millions of yen |          |          |          |                 |
|---|-----------------|----------|----------|----------|-----------------|
|   | 2004            | 2005     | 2006     | 2007     | 2008            |
| <b>NET SALES</b>  | ¥266,170        | ¥226,795 | ¥239,021 | ¥294,374 | <b>¥319,289</b> |
| <b>COST OF SALES</b>  | 209,213         | 173,072  | 180,519  | 222,991  | <b>238,869</b>  |
| Gross profit  | 56,957          | 53,723   | 58,502   | 71,382   | <b>80,420</b>   |
| <b>SELLING, GENERAL AND ADMINISTRATIVE EXPENSES</b>                     | 39,614          | 36,619   | 39,000   | 45,916   | <b>55,406</b>   |
| Provision for allowance for doubtful accounts                           | 98              | —        | —        | 13       | <b>—</b>        |
| Salaries and bonuses for employees                                      | 15,206          | 14,066   | 14,625   | 16,638   | <b>20,835</b>   |
| Provision for accrued bonuses   | 2,258           | 1,965    | 3,019    | 3,853    | <b>3,878</b>    |
| Provision for allowance for bonuses to directors and corporate auditors | —               | —        | —        | 190      | <b>148</b>      |
| Retirement benefits   | 1,520           | 333      | 365      | (371)    | <b>1,441</b>    |
| Provision for directors' retirement benefits                            | 57              | 55       | 68       | 40       | <b>14</b>       |
| Temporary staff costs   | 3,346           | —        | —        | —        | <b>—</b>        |
| Contract employee expenses  | —               | 3,364    | 3,899    | 4,279    | <b>5,396</b>    |
| Depreciation and amortization   | 1,639           | 1,384    | 1,600    | 1,820    | <b>2,328</b>    |
| Other   | 15,486          | 15,449   | 15,420   | 19,452   | <b>21,363</b>   |
| <b>OPERATING INCOME</b>   | 17,343          | 17,103   | 19,501   | 25,465   | <b>25,013</b>   |
| <b>NON-OPERATING INCOME</b>   | 490             | 1,173    | 1,097    | 1,133    | <b>1,114</b>    |
| Interest income   | 8               | 53       | 37       | 151      | <b>391</b>      |
| Dividend income   | 275             | 511      | 140      | 129      | <b>77</b>       |
| Insurance dividend income   | 20              | —        | —        | —        | <b>—</b>        |
| Foreign exchange gain   | 54              | —        | —        | —        | <b>—</b>        |
| Equity in gains of associated companies                                 | —               | 395      | —        | —        | <b>239</b>      |
| Subsidy income  | 43              | —        | —        | —        | <b>—</b>        |
| Gain from investment in partnership                                     | —               | —        | 714      | 672      | <b>95</b>       |
| Other   | 87              | 213      | 204      | 179      | <b>309</b>      |
| <b>NON-OPERATING EXPENSES</b>   | 446             | 146      | 64       | 696      | <b>73</b>       |
| Loss from investment in partnership                                     | —               | 75       | —        | —        | <b>—</b>        |
| Equity in losses of associated companies                                | 174             | —        | 22       | 538      | <b>—</b>        |
| Loss from funds invested  | 135             | —        | —        | —        | <b>—</b>        |
| Loss on cancellation of subcontracting                                  | —               | —        | —        | 83       | <b>—</b>        |
| Other   | 137             | 70       | 41       | 74       | <b>73</b>       |
| <b>ORDINARY INCOME</b>  | 17,386          | 18,129   | 20,534   | 25,902   | <b>26,054</b>   |
| <b>EXTRAORDINARY GAINS</b>  | 2,221           | 1,500    | 183      | 971      | <b>388</b>      |
| Gain on sales of investments in securities                              | 2,089           | 726      | 77       | 949      | <b>244</b>      |
| Gain on liquidization of investment securities                          | 125             | 22       | —        | —        | <b>—</b>        |
| Gain on transfer of sales rights  | —               | —        | 105      | —        | <b>—</b>        |
| Gain on sales of investments in consolidated subsidiary                 | —               | 224      | —        | —        | <b>—</b>        |
| Reversal of allowance for doubtful accounts                             | —               | 525      | —        | 22       | <b>91</b>       |
| Gain on sales of membership rights                                      | 6               | —        | —        | —        | <b>—</b>        |
| Reversal of allowance for after cost                                    | —               | —        | —        | —        | <b>53</b>       |
| <b>EXTRAORDINARY LOSSES</b>   | 2,083           | 408      | 714      | 2,902    | <b>1,161</b>    |
| Loss on disposal of fixed assets  | 248             | 231      | 249      | 286      | <b>239</b>      |
| Impairment losses   | —               | —        | 52       | 22       | <b>51</b>       |
| Office consolidation costs  | 630             | —        | —        | —        | <b>—</b>        |
| Loss on sales of investments in securities                              | 35              | —        | 87       | 22       | <b>13</b>       |
| Loss on write-down of investments in securities                         | 198             | 164      | 324      | 909      | <b>839</b>      |
| Office relocation expenses  | —               | —        | —        | 624      | <b>17</b>       |
| Operation system renewal expenses                                       | —               | —        | —        | 382      | <b>—</b>        |
| Merger related expenses   | —               | —        | —        | 338      | <b>—</b>        |
| Provision for allowance for after cost                                  | —               | —        | —        | 316      | <b>—</b>        |
| Loss on sales of membership rights                                      | 9               | —        | —        | —        | <b>—</b>        |
| Loss on write-down of membership rights                                 | 25              | 11       | —        | —        | <b>—</b>        |
| Transfer to reserve for doubtful accounts                               | 936             | —        | —        | —        | <b>—</b>        |
| <b>INCOME BEFORE INCOME TAXES</b>                                       | 17,524          | 19,221   | 20,003   | 23,971   | <b>25,281</b>   |
| <b>INCOME TAXES</b>   | 8,467           | 8,658    | 7,748    | 9,767    | <b>10,010</b>   |
| <b>DEFERRED TAX ADJUSTMENT</b>  | (692)           | (372)    | 755      | 55       | <b>(185)</b>    |
| <b>MINORITY INTERESTS IN NET INCOME (LOSS)</b>                          | (73)            | 63       | (17)     | 103      | <b>36</b>       |
| <b>NET INCOME</b>   | ¥ 9,822         | ¥ 10,872 | ¥ 11,517 | ¥ 14,045 | <b>¥ 15,419</b> |

Note: Owing to the October 1, 2006, merger with the former CRC Solutions Corp., figures for the fiscal years ended March 31, 2007 and 2008, include those of the entire group following the merger.

# Consolidated Statements of Cash Flows

ITOCHU Techno-Solutions Corporation and Subsidiaries  
March 31, 2004, 2005, 2006, 2007 and 2008

|  | Millions of yen |                 |                |                 |                 |
|--|-----------------|-----------------|----------------|-----------------|-----------------|
|  | 2004            | 2005            | 2006           | 2007            | 2008            |
| <b>OPERATING ACTIVITIES:</b>   |                 |                 |                |                 |                 |
| Income before income taxes   | ¥ 17,524        | ¥ 19,221        | ¥20,003        | ¥ 23,971        | ¥ 25,281        |
| Depreciation and amortization  | 2,225           | 1,693           | 1,837          | 2,383           | 3,159           |
| Impairment losses  | —               | —               | 52             | 22              | 51              |
| Amortization of consolidation adjustment   | 35              | —               | —              | —               | —               |
| Increase (decrease) in allowance for doubtful accounts                           | 994             | (1,065)         | (275)          | (8)             | (94)            |
| Increase (decrease) in allowance for bonuses                                     | 338             | (215)           | 1,456          | 729             | (549)           |
| Increase (decrease) in allowance for bonuses to directors and corporate auditors | —               | —               | —              | 190             | (83)            |
| Increase (decrease) in allowance for loss of orders                              | —               | —               | 410            | (645)           | (7)             |
| Increase (decrease) in allowance for after cost                                  | —               | —               | —              | 466             | (155)           |
| Increase (decrease) in allowance for retirement benefits                         | 384             | (1,033)         | (392)          | 94              | 8               |
| Increase (decrease) in allowance for directors' retirement benefits              | (180)           | 54              | 99             | (146)           | (119)           |
| Interest and dividend income   | (284)           | (564)           | (177)          | (281)           | (469)           |
| Equity in losses (gains) of associated companies                                 | 174             | (395)           | 22             | 538             | (239)           |
| Loss (gain) from investments in partnership                                      | —               | 75              | (714)          | (672)           | (95)            |
| Loss from funds invested   | 135             | —               | —              | —               | —               |
| Gain on sales of investment securities   | (2,089)         | (726)           | (77)           | (949)           | (244)           |
| Gain on liquidation of investment securities                                     | (125)           | (22)            | —              | —               | —               |
| Gain on transfer of sales rights   | —               | —               | (105)          | —               | —               |
| Gain on sales of investments in associated companies                             | —               | (224)           | —              | —               | —               |
| Loss on disposal of fixed assets   | 248             | 231             | 249            | 286             | 239             |
| Expenses for office integration  | 630             | —               | —              | —               | —               |
| Loss on sales of investment securities   | 35              | —               | 87             | 22              | 13              |
| Loss on write-down of investment securities                                      | 198             | 164             | 324            | 909             | 839             |
| Office relocation expenses   | —               | —               | —              | 624             | 17              |
| Operation system renewal expenses  | —               | —               | —              | 382             | —               |
| (Increase) decrease in accounts receivable                                       | 11,533          | 16,309          | (3,896)        | 5,886           | (4,954)         |
| (Increase) decrease in inventories   | 3,416           | 127             | (3,202)        | 7,501           | (1,320)         |
| Increase (decrease) in notes and accounts payable                                | (10,307)        | (9,254)         | 2,000          | (4,761)         | (2,810)         |
| Increase (decrease) in consumption tax payable                                   | 184             | (203)           | 105            | 449             | (198)           |
| (Increase) decrease in other assets  | 5,599           | (3,412)         | (4,012)        | (6,980)         | (673)           |
| Increase (decrease) in other liabilities   | (676)           | 1,029           | 2,468          | 3,389           | 1,112           |
| Others   | —               | —               | —              | —               | 9               |
| Payments of directors' bonuses   | (97)            | (78)            | (86)           | (132)           | —               |
| Payments of directors' bonuses borne by minority shareholders                    | (3)             | —               | —              | —               | —               |
| Subtotal   | 29,895          | 21,709          | 16,178         | 33,271          | 18,717          |
| Interest and dividends received  | 318             | 582             | 263            | 365             | 582             |
| Income taxes paid  | (8,624)         | (8,098)         | (8,523)        | (9,355)         | (8,813)         |
| Net cash provided by operating activities  | 21,588          | 14,194          | 7,918          | 24,281          | 10,486          |
| <b>INVESTING ACTIVITIES:</b>   |                 |                 |                |                 |                 |
| Long-term deposits   | —               | (2,000)         | —              | —               | —               |
| Purchases of fixed deposit   | —               | —               | —              | (83)            | (200)           |
| Proceeds from fixed deposit  | —               | —               | —              | 65              | 168             |
| Payments for acquisition of tangible fixed assets                                | (160)           | (2,586)         | (825)          | (5,181)         | (2,603)         |
| Proceeds from sales of tangible fixed assets                                     | 4               | 0               | 5              | —               | —               |
| Purchases of intangible assets   | (1,014)         | (567)           | (549)          | (1,800)         | (3,879)         |
| Proceeds from sales of shares of consolidated subsidiary                         | —               | 226             | —              | —               | —               |
| Payments for acquisition of investment securities                                | (1,716)         | (1,237)         | (2,143)        | (705)           | (320)           |
| Proceeds from sales of investment securities                                     | 3,140           | 1,316           | 1,634          | 1,935           | 1,227           |
| Proceeds from liquidation of investment securities                               | 232             | 22              | —              | —               | —               |
| Proceeds from transfer of sales rights   | —               | —               | 105            | —               | —               |
| Purchases of long term deposits (short term investment)                          | —               | —               | —              | (10,289)        | (803)           |
| Proceeds from long term deposits (short term investment)                         | —               | —               | —              | 351             | 10,000          |
| (Increase) decrease in short-term loans receivable, net                          | (400)           | 400             | —              | —               | —               |
| Payment of long-term loans receivable  | (20)            | (1)             | (7)            | —               | —               |
| Proceeds from recovery of long-term loans  | 78              | 63              | 11             | —               | —               |
| Net (increase) decrease in other assets  | 32              | (494)           | —              | (1)             | (10)            |
| Net cash provided by (used in) investing activities                              | 176             | (4,857)         | (1,768)        | (15,710)        | 3,577           |
| <b>FINANCING ACTIVITIES:</b>   |                 |                 |                |                 |                 |
| Repayment of long term bank loans  | —               | —               | —              | (200)           | —               |
| Repurchases of treasury stock  | (5,031)         | (8,656)         | (1,288)        | (28)            | (4,983)         |
| Sales of treasury stock  | —               | 173             | 222            | 267             | 236             |
| Proceeds from minority shareholders' payment                                     | —               | —               | 40             | —               | —               |
| Repayment of finance lease obligations   | —               | —               | —              | (26)            | (54)            |
| Dividends paid   | (1,405)         | (1,665)         | (2,305)        | (3,881)         | (5,328)         |
| Dividend payments to minority shareholders                                       | (103)           | (2)             | (11)           | (4)             | (7)             |
| Net cash used in financing activities  | (6,540)         | (10,151)        | (3,343)        | (3,873)         | (10,137)        |
| <b>FOREIGN CURRENCY TRANSLATION ADJUSTMENTS ON CASH AND CASH EQUIVALENTS</b>     |                 |                 |                |                 |                 |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS                             | 15,176          | (824)           | 2,852          | 4,704           | 3,893           |
| <b>CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>                              |                 |                 |                |                 |                 |
| CASH AND CASH EQUIVALENTS INCREASED BY MERGER                                    | —               | —               | —              | 6,888           | —               |
| <b>CASH AND CASH EQUIVALENTS, END OF YEAR</b>                                    | <b>¥ 53,461</b> | <b>¥ 52,637</b> | <b>¥55,489</b> | <b>¥ 67,083</b> | <b>¥ 70,977</b> |

Note: Owing to the October 1, 2006, merger with the former CRC Solutions Corp., figures for the fiscal years ended March 31, 2007 and 2008, include those of the entire group following the merger.

# Information by Segment (Consolidated)

ITOCHU Techno-Solutions Corporation and Subsidiaries  
March 31, 2004, 2005, 2006, 2007 and 2008

| Millions of yen                                    |          |                     |          |                     |          |                     |          |                     |                 |                     |
|--|----------|---------------------|----------|---------------------|----------|---------------------|----------|---------------------|-----------------|---------------------|
|  | 2004     | Percent<br>of total | 2005     | Percent<br>of total | 2006     | Percent<br>of total | 2007     | Percent<br>of total | 2008            | Percent<br>of total |
| <b>Orders</b>                                      | ¥256,083 |                     | ¥245,492 |                     | ¥258,772 |                     | ¥309,528 |                     | <b>¥345,873</b> |                     |
| Increase (decrease) from<br>the preceding year (%) | -9.0     |                     | -4.1     |                     | +5.4     |                     | +19.6    |                     | <b>+11.7</b>    |                     |
| System Business                                    | 214,091  | 83.6%               | 198,545  | 80.9%               | 218,180  | 84.3%               | 245,872  | 79.4%               | <b>254,485</b>  | <b>73.6%</b>        |
| Increase (decrease) from<br>the preceding year (%) | -11.3    |                     | -7.3     |                     | +9.9     |                     | +12.7    |                     | <b>+3.5</b>     |                     |
| Support Business                                   | 41,991   | 16.4                | 46,946   | 19.1                | 40,592   | 15.7                | 63,656   | 20.6                | <b>91,388</b>   | <b>26.4</b>         |
| Increase (decrease) from<br>the preceding year (%) | +4.9     |                     | +11.8    |                     | -13.5    |                     | +56.8    |                     | <b>+43.6</b>    |                     |
| <b>Orders backlog, end of year</b>                 | ¥ 45,291 |                     | ¥ 63,987 |                     | ¥ 83,738 |                     | ¥ 98,892 |                     | <b>¥125,476</b> |                     |
| System Business                                    | 29,829   | 65.9                | 42,283   | 66.1                | 62,794   | 75.0                | 71,489   | 72.3                | <b>79,298</b>   | <b>63.2</b>         |
| Support Business                                   | 15,461   | 34.1                | 21,704   | 33.9                | 20,943   | 25.0                | 27,403   | 27.7                | <b>46,177</b>   | <b>36.8</b>         |

| Millions of yen                                    |          |                     |          |                     |          |                     |          |                     |                 |                     |
|--|----------|---------------------|----------|---------------------|----------|---------------------|----------|---------------------|-----------------|---------------------|
|  | 2004     | Percent<br>of total | 2005     | Percent<br>of total | 2006     | Percent<br>of total | 2007     | Percent<br>of total | 2008            | Percent<br>of total |
| <b>Net Sales</b>                                   | ¥266,170 |                     | ¥226,795 |                     | ¥239,021 |                     | ¥294,374 |                     | <b>¥319,289</b> |                     |
| Increase (decrease) from<br>the preceding year (%) | -2.6     |                     | -14.8    |                     | +5.4     |                     | +23.2    |                     | <b>+8.5</b>     |                     |
| System Business                                    | 225,490  | 84.7%               | 186,092  | 82.1%               | 197,668  | 82.7%               | 237,178  | 80.6%               | <b>246,676</b>  | <b>77.3%</b>        |
| Increase (decrease) from<br>the preceding year (%) | -3.6     |                     | -17.5    |                     | +6.2     |                     | +20.0    |                     | <b>+4.0</b>     |                     |
| Support Business                                   | 40,680   | 15.3                | 40,703   | 17.9                | 41,353   | 17.3                | 57,196   | 19.4                | <b>72,613</b>   | <b>22.7</b>         |
| Increase (decrease) from<br>the preceding year (%) | +3.3     |                     | +0.1     |                     | +1.6     |                     | +38.3    |                     | <b>+27.0</b>    |                     |

| Millions of yen                       |                 |                     |                 |                     |                 |                     |                 |                     |                 |                     |
|---------------------------------------|-----------------|---------------------|-----------------|---------------------|-----------------|---------------------|-----------------|---------------------|-----------------|---------------------|
|                                       | 2004            | Percent<br>of total | 2005            | Percent<br>of total | 2006            | Percent<br>of total | 2007            | Percent<br>of total | 2008            | Percent<br>of total |
| Telecommunications and broadcasting   | ¥ 82,173        | 30.9%               | ¥ 77,643        | 34.2%               | ¥ 94,761        | 39.7%               | ¥101,481        | 34.5%               | <b>¥ 98,512</b> | <b>30.8%</b>        |
| Electronics                           | 28,168          | 10.6                | 20,428          | 9.0                 | 18,731          | 7.8                 | 22,970          | 7.8                 | <b>23,215</b>   | <b>7.3</b>          |
| Manufacturing (excluding electronics) | 31,748          | 11.9                | 29,165          | 12.9                | 28,712          | 12.0                | 39,588          | 13.4                | <b>48,718</b>   | <b>15.3</b>         |
| Information services                  | 53,322          | 20.0                | 42,494          | 18.7                | 44,681          | 18.7                | 55,095          | 18.7                | <b>65,798</b>   | <b>20.6</b>         |
| Public sector                         | 13,097          | 4.9                 | 9,438           | 4.2                 | 7,439           | 3.1                 | 10,800          | 3.7                 | <b>9,443</b>    | <b>2.9</b>          |
| Commerce and transportation           | 4,342           | 1.6                 | 4,239           | 1.9                 | 3,922           | 1.6                 | 15,005          | 5.1                 | <b>19,777</b>   | <b>6.2</b>          |
| Finance and insurance                 | 25,057          | 9.4                 | 22,265          | 9.8                 | 23,120          | 9.7                 | 28,232          | 9.6                 | <b>29,010</b>   | <b>9.1</b>          |
| Others                                | 28,258          | 10.7                | 21,121          | 9.3                 | 17,651          | 7.4                 | 21,199          | 7.2                 | <b>24,814</b>   | <b>7.8</b>          |
| <b>TOTAL</b>                          | <b>¥266,170</b> | <b>100.0%</b>       | <b>¥226,795</b> | <b>100.0%</b>       | <b>¥239,021</b> | <b>100.0%</b>       | <b>¥294,374</b> | <b>100.0%</b>       | <b>¥319,289</b> | <b>100.0%</b>       |

# Financial Data

ITOCHU Techno-Solutions Corporation and Subsidiaries

## Number of Employees\*

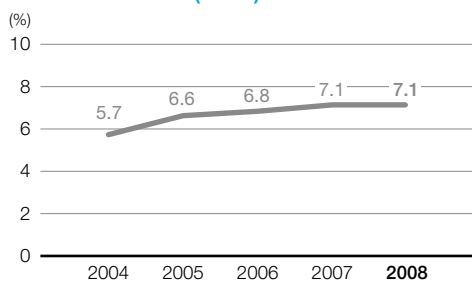
| Years Ended March 31      | 2004  | 2005  | 2006  | 2007   | 2008          |
|---------------------------|-------|-------|-------|--------|---------------|
| CTC Group employees       | 3,346 | 3,156 | 3,399 | 6,080  | <b>6,377</b>  |
| Of whom, system engineers | 1,360 | 1,445 | 1,639 | 2,747  | <b>3,040</b>  |
| Outside employees         | 1,816 | 2,206 | 2,402 | 4,147  | <b>4,491</b>  |
| Of whom, system engineers | 1,115 | 1,568 | 1,704 | 2,244  | <b>2,645</b>  |
| TOTAL                     | 5,162 | 5,362 | 5,801 | 10,227 | <b>10,868</b> |
| Of whom, system engineers | 2,475 | 3,013 | 3,343 | 4,991  | <b>5,685</b>  |

\*Number of employees at the end of each fiscal year.

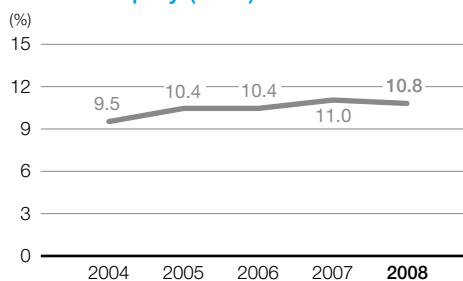
## Capital Investment and Depreciation and Amortization

| Years Ended March 31          | 2004   | 2005   | 2006   | 2007   | 2008          |
|-------------------------------|--------|--------|--------|--------|---------------|
| Capital investment            | ¥1,244 | ¥3,412 | ¥1,323 | ¥7,720 | <b>¥6,358</b> |
| Depreciation and amortization | 2,225  | 1,693  | 1,837  | 2,383  | <b>3,159</b>  |

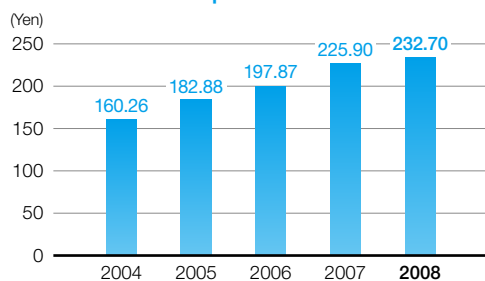
### Return on Assets (ROA)



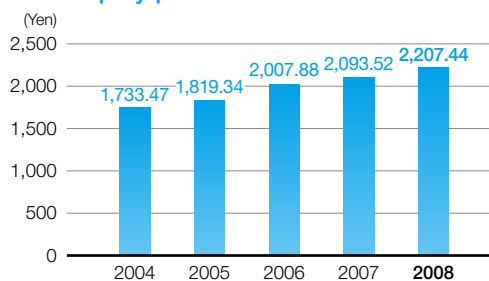
### Return on Equity (ROE)



### Basic Net Income per Share



### Total Equity per Share



# ITOCHU Techno-Solutions Corporation



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