

# 2006年3月期 連結決算補足資料

Consolidated Financial Summary For the Fiscal Year Ended March 31, 2006

> 2006年4月27日 Apr 27, 2006

# 伊藤忠テクノサイエンス株式会社 ITOCHU TECHNO-SCIENCE Corporation

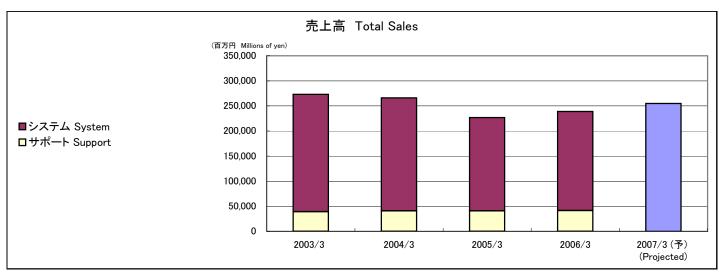
注:本資料に記載されている業績見通しは様々な要因により変化することがあり、 実際の業績を確約するものではありません。

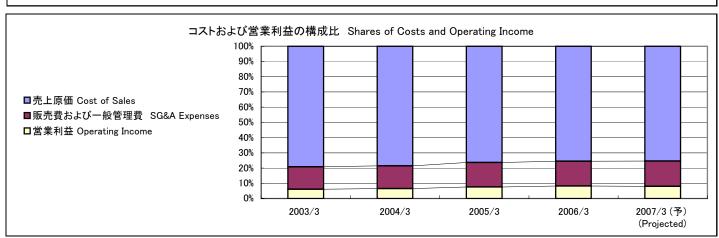
Note: Forecasts contained in this report may be subject to change due to a wide range of factors, and no warranty is made explicitly or implicitly regarding their attainability.

#### 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

|                                         |         |         |         |         | (年位.日77日)   |             |
|-----------------------------------------|---------|---------|---------|---------|-------------|-------------|
|                                         | 2003/3  | 2004/3  | 2005/3  | 2006/3  | 2007/3 (予)  | (Projected) |
|                                         |         |         |         |         | 2006/9 (予)  |             |
|                                         |         |         |         |         | (Projected) |             |
| 売上高 Total Sales                         | 273,200 | 266,170 | 226,795 | 239,021 | 112,200     | 255,000     |
| 対前年同期増減率 Y-Y change (%)                 | -19.7%  | -2.6%   | -14.8%  | +5.4%   | +10.3%      | +6.7%       |
| システム System                             | 233,808 | 225,490 | 186,092 | 197,668 | _           | _           |
| 対売上高構成比 % of Total Sales                | 85.6%   | 84.7%   | 82.1%   | 82.7%   | _           | _           |
| 対前年同期増減率 Y-Y change (%)                 | -23.6%  | -3.6%   | -17.5%  | +6.2%   | _           | _           |
| サポート Support                            | 39,392  | 40,680  | 40,703  | 41,353  | _           | _           |
| 対売上高構成比 % of Total Sales                | 14.4%   | 15.3%   | 17.9%   | 17.3%   | _           | _           |
| 対前年同期増減率 Y-Y change (%)                 | +16.0%  | +3.3%   | +0.1%   | +1.6%   | _           | _           |
| 売上原価 Cost of Sales                      | 216,247 | 209,213 | 173,072 | 180,519 | 84,300      | 192,300     |
| 対売上高構成比 % of Total Sales                | 79.2%   | 78.6%   | 76.3%   | 75.5%   | 75.1%       | 75.4%       |
| 対前年同期増減率 Y-Y change (%)                 | -21.1%  | -3.3%   | -17.3%  | +4.3%   | +10.7%      | +6.5%       |
| 売上総利益 Gross Profit                      | 56,952  | 56,957  | 53,723  | 58,502  | 27,900      | 62,700      |
| 対売上高構成比 % of Total Sales                | 20.8%   | 21.4%   | 23.7%   | 24.5%   | 24.9%       | 24.6%       |
| 対前年同期増減率 Y-Y change (%)                 | -13.9%  | +0.0%   | -5.7%   | +8.9%   | +9.1%       | +7.2%       |
| 販売費および一般管理費 SG&A Expenses               | 40,385  | 39,614  | 36,619  | 39,000  | 21,000      | 42,200      |
| 対売上高構成比 % of Total Sales                | 14.7%   | 14.9%   | 16.2%   | 16.3%   | 18.7%       | 16.5%       |
| 対前年同期増減率 Y-Y change (%)                 | -9.3%   | -1.9%   | -7.6%   | +6.5%   | +10.0%      | +8.2%       |
| 営業利益 Operating Income                   | 16,567  | 17,343  | 17,103  | 19,501  | 6,900       | 20,500      |
| 対売上高構成比 % of Total Sales                | 6.1%    | 6.5%    | 7.5%    | 8.2%    | 6.1%        | 8.0%        |
| 対前年同期増減率 Y-Y change (%)                 | -23.3%  | +4.7%   | -1.4%   | +14.0%  | +6.7%       | +5.1%       |
| システム(消去前) System (before eliminations)  | 5,039   | 5,694   | 5,486   | 8,090   | _           | _           |
| サポート(消去前) Support (before eliminations) | 16,700  | 17,429  | 18,249  | 19,833  | _           |             |
| 経常利益 Ordinary Income                    | 16,401  | 17,386  | 18,129  | 20,534  | 7,200       | 21,000      |
| 対売上高構成比 % of Total Sales                | 6.0%    | 6.5%    | 8.0%    | 8.6%    | 6.4%        | 8.2%        |
| 対前年同期増減率 Y-Y change (%)                 | -20.7%  | +6.0%   | +4.3%   | +13.3%  | +1.2%       | +2.3%       |
| 税金等調整前当期利益 Income before Income Taxes   | 15,378  | 17,524  | 19,221  | 20,003  | 7,000       | 20,700      |
| 対売上高構成比 % of Total Sales                | 5.6%    | 6.6%    | 8.5%    | 8.4%    | 6.2%        | 8.1%        |
| 対前年同期増減率 Y-Y change (%)                 | -30.8%  | +14.0%  | +9.7%   | +4.1%   | +4.7%       | +3.5%       |
| 当期純利益 Net Income                        | 7,783   | 9,822   | 10,872  | 11,517  | 4,000       | 12,000      |
| 対売上高構成比 % of Total Sales                | 2.8%    | 3.7%    | 4.8%    | 4.8%    | 3.6%        | 4.7%        |
| 対前年同期増減率 Y-Y change (%)                 | -35.6%  | +26.2%  | +10.7%  | +5.9%   | +2.5%       | +4.2%       |

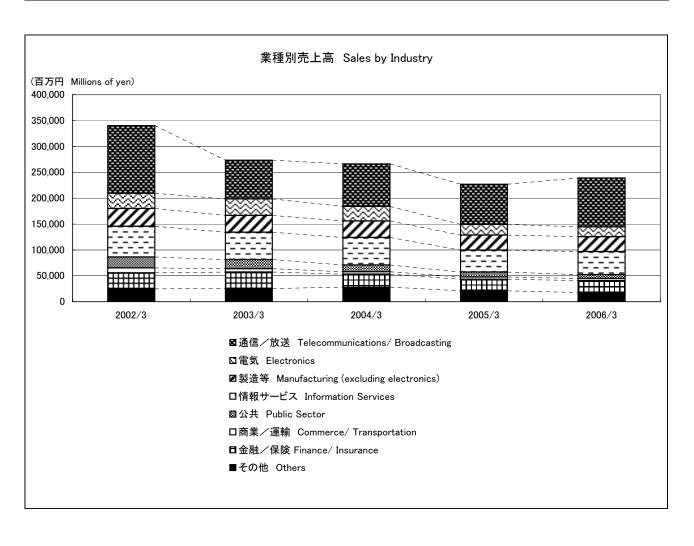




#### 2. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

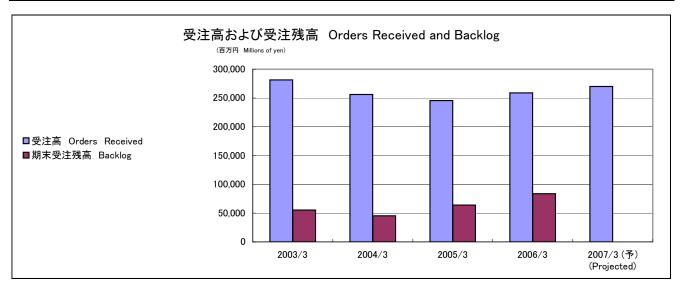
|                                           | 2002/3  | 2003/3  | 2004/3  | 2005/3  | 2006/3  |
|-------------------------------------------|---------|---------|---------|---------|---------|
| 通信/放送 Telecommunications/ Broadcasting    | 130,787 | 74,847  | 82,173  | 77,643  | 94,761  |
| 構成比 % of Total Sales (%)                  | 38.5%   | 27.4%   | 30.9%   | 34.2%   | 39.7%   |
| 対前年同期増減率 Y-Y change (%)                   | +11.6%  | -42.8%  | +9.8%   | -5.5%   | +22.0%  |
| 電気 Electronics                            | 29,512  | 31,821  | 28,168  | 20,428  | 18,731  |
| 構成比 % of Total Sales (%)                  | 8.7%    | 11.6%   | 10.6%   | 9.0%    | 7.8%    |
| 対前年同期増減率 Y-Y change (%)                   | -11.6%  | +7.8%   | -11.5%  | -27.5%  | -8.3%   |
| 製造等 Manufacturing (excluding electronics) | 34,127  | 32,493  | 31,748  | 29,165  | 28,712  |
| 構成比 % of Total Sales (%)                  | 10.0%   | 11.9%   | 11.9%   | 12.9%   | 12.0%   |
| 対前年同期増減率 Y-Y change (%)                   | +14.9%  | -4.8%   | -2.3%   | -8.1%   | -1.6%   |
| 情報サービス Information Services               | 59,295  | 52,700  | 53,322  | 42,494  | 44,681  |
| 構成比 % of Total Sales (%)                  | 17.4%   | 19.3%   | 20.0%   | 18.7%   | 18.7%   |
| 対前年同期増減率 Y-Y change (%)                   | +12.1%  | -11.1%  | +1.2%   | -20.3%  | +5.1%   |
| 公共 Public Sector                          | 21,031  | 17,793  | 13,097  | 9,438   | 7,439   |
| 構成比 % of Total Sales (%)                  | 6.2%    | 6.5%    | 4.9%    | 4.2%    | 3.1%    |
| 対前年同期増減率 Y-Y change (%)                   | +40.5%  | -15.4%  | -26.4%  | -27.9%  | -21.2%  |
| 商業/運輸 Commerce/ Transportation            | 9,677   | 6,257   | 4,342   | 4,239   | 3,922   |
| 構成比 % of Total Sales (%)                  | 2.8%    | 2.3%    | 1.6%    | 1.9%    | 1.6%    |
| 対前年同期増減率 Y-Y change (%)                   | +45.2%  | -35.3%  | -30.6%  | -2.4%   | -7.5%   |
| 金融/保険 Finance/ Insurance                  | 30,879  | 31,841  | 25,057  | 22,265  | 23,120  |
| 構成比 % of Total Sales (%)                  | 9.1%    | 11.7%   | 9.4%    | 9.8%    | 9.7%    |
| 対前年同期増減率 Y-Y change (%)                   | +13.6%  | +3.1%   | -21.3%  | -11.1%  | +3.8%   |
| その他 Others                                | 24,760  | 25,445  | 28,258  | 21,121  | 17,651  |
| 構成比 % of Total Sales (%)                  | 7.3%    | 9.3%    | 10.6%   | 9.3%    | 7.4%    |
| 対前年同期増減率 Y-Y change (%)                   | +19.6%  | +2.8%   | +11.1%  | -25.3%  | -16.4%  |
| 合計 Total                                  | 340,072 | 273,200 | 266,170 | 226,795 | 239,021 |
| 構成比 % of Total Sales (%)                  | 100.0%  | 100.0%  | 100.0%  | 100.0%  | 100.0%  |
| 対前年同期増減率 Y-Y change (%)                   | +12.3%  | -19.7%  | -2.6%   | -14.8%  | +5.4%   |



#### 3. 受注高と受注残高 Orders and Backlog

(単位:百万円 Millions of yen)

| (单位:自27日 Willions of y |                         |         |         |         |         |                           |             |  |
|------------------------|-------------------------|---------|---------|---------|---------|---------------------------|-------------|--|
|                        |                         | 2003/3  | 2004/3  | 2005/3  | 2006/3  | 2007/3 (予)                | (Projected) |  |
|                        |                         |         |         |         |         | 2006/9 (予)<br>(Projected) |             |  |
| 受注高 Orders Received    |                         | 281,480 | 256,083 | 245,492 | 258,772 | 118,800                   | 270,000     |  |
|                        | 対前年同期増減率 Y-Y change (%) | -15.7%  | -9.0%   | -4.1%   | +5.4%   | +6.1%                     | +4.3%       |  |
| દ                      | システム System             | 241,434 | 214,091 | 198,545 | 218,180 | _                         | _           |  |
|                        | 構成比 Share (%)           | 85.8%   | 83.6%   | 80.9%   | 84.3%   | _                         | _           |  |
|                        | 対前年同期増減率 Y-Y change (%) | -20.0%  | -11.3%  | -7.3%   | +9.9%   | _                         | _           |  |
| +                      | ナポート Suport             | 40,046  | 41,991  | 46,946  | 40,592  | _                         | _           |  |
|                        | 構成比 Share (%)           | 14.2%   | 16.4%   | 19.1%   | 15.7%   | _                         | _           |  |
|                        | 対前年同期増減率 Y-Y change (%) | +25.6%  | +4.9%   | +11.8%  | -13.5%  | _                         | _           |  |
| 期末受                    | 注残高 Backlog             | 55,378  | 45,291  | 63,987  | 83,738  |                           | _           |  |
| 3                      | システム System             | 41,228  | 29,829  | 42,283  | 62,794  |                           | _           |  |
|                        | 構成比 Share (%)           | 74.4%   | 65.9%   | 66.1%   | 75.0%   | _                         | _           |  |
| +                      | ナポート Support            | 14,150  | 15,461  | 21,704  | 20,943  | _                         | _           |  |
|                        | 構成比 Share (%)           | 25.6%   | 34.1%   | 33.9%   | 25.0%   | _                         |             |  |



#### 4. 販管費及び一般管理費 SG&A Expensees

(単位:百万円 Millions of yen)

|                                |        |        |        | (単位 日刀口 | Willions of yen) |
|--------------------------------|--------|--------|--------|---------|------------------|
|                                | 2002/3 | 2003/3 | 2004/3 | 2005/3  | 2006/3           |
| 販売費及び一般管理費 SG&A Expenses       | 44,541 | 40,385 | 39,614 | 36,619  | 39,000           |
| 人件費 Personnel Expenses         | 21,675 | 21,189 | 21,402 | 18,702  | 20,536           |
| 委託社員受入費 Outside Staff Expenses | 5,640  | 4,134  | 3,346  | 3,364   | 3,899            |
| その他 Others                     | 17,225 | 15,060 | 14,865 | 14,552  | 14,564           |

#### 5. 従業員数の推移 Number of Employees

(単位:人 People)

|      |                              |        |        |        | · · ·  | - 12:7 <b>(</b> 1 copie, |
|------|------------------------------|--------|--------|--------|--------|--------------------------|
|      |                              | 2002/3 | 2003/3 | 2004/3 | 2005/3 | 2006/3                   |
| CTCク | ブループ社員 CTC Group Employees   | 3,178  | 3,403  | 3,346  | 3,156  | 3,399                    |
|      | うちシステムエンジニア System Engineers | 1,118  | 1,340  | 1,360  | 1,445  | 1,639                    |
| 派遣礼  | ‡員 Outside Staff             | 2,457  | 1,854  | 1,816  | 2,206  | 2,402                    |
|      | うちシステムエンジニア System Engineers | 1,564  | 1,119  | 1,115  | 1,568  | 1,704                    |
| CTCク | ブループ全従業員 Total               | 5,635  | 5,257  | 5,162  | 5,362  | 5,801                    |
|      | うちシステムエンジニア System Engineers | 2,682  | 2,459  | 2,475  | 3,013  | 3,343                    |

注: 従業員数は各期末時点の人員です。

Note: Number of employees at the end of each fiscal year.

#### 6. 生産性 Productivity

(単位:千円 Thousands of yen)

|                                            | 2002/3  | 2003/3 | 2004/3 | 2005/3 | 2006/3 |
|--------------------------------------------|---------|--------|--------|--------|--------|
| 社員一人当たり売上高 Sales per Employee              | 110,610 | 79,557 | 78,725 | 69,388 | 72,037 |
| 社員一人当たり営業利益 Operating Income per Employees | 7,025   | 4,824  | 5,129  | 5,232  | 5,877  |

#### 注:期首・期末平均社員数で算出しています。

Note: Figures were calculated by averaging the number of employees at the beginning and the end of fiscal years.





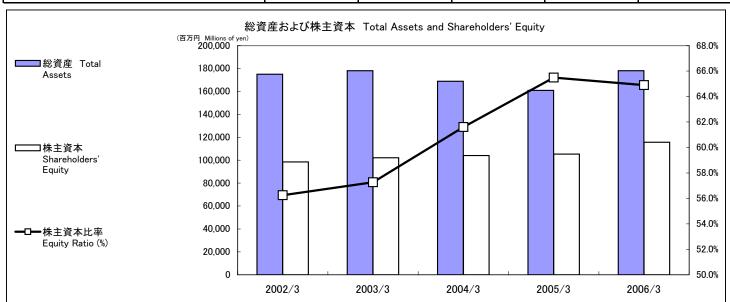
#### 7. 設備投資と減価償却費 Capital Investment and Depreciation

(単位:百万円 Millions of yen)

|                          | 2002/3 | 2003/3 | 2004/3 | 2005/3 | 2006/3 |
|--------------------------|--------|--------|--------|--------|--------|
| 設備投資額 Capital Investment | 2,211  | 1,115  | 1,244  | 3,412  | 1,323  |
| 減価償却費 Depreciation       | 1,829  | 1,871  | 2,225  | 1,693  | 1,837  |

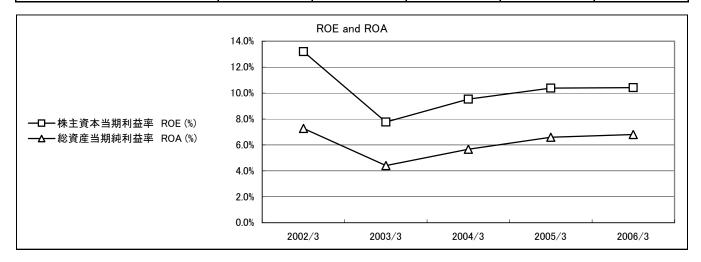
#### 8. 総資産および株主資本 Total Assets and Shareholders' Equity

|                           | 2002/3  | 2003/3  | 2004/3  | 2005/3  | 2006/3  |
|---------------------------|---------|---------|---------|---------|---------|
| 総資産 Total Assets          | 174,982 | 178,024 | 168,826 | 160,845 | 178,079 |
| 株主資本 Shareholders' Equity | 98,414  | 102,049 | 104,004 | 105,335 | 115,651 |
| 株主資本比率 Equity Ratio (%)   | 56.2%   | 57.3%   | 61.6%   | 65.5%   | 64.9%   |



#### 9. その他の指標 Other Indicators

|                  | 2002/3 | 2003/3 | 2004/3 | 2005/3 | 2006/3 |
|------------------|--------|--------|--------|--------|--------|
| 株主資本当期利益率 ROE(%) | 13.2%  | 7.8%   | 9.5%   | 10.4%  | 10.4%  |
| 総資産当期純利益率 ROA(%) | 7.3%   | 4.4%   | 5.7%   | 6.6%   | 6.8%   |



(単位:円 Yen)

|                                    | 2002/3   | 2003/3   | 2004/3   | 2005/3   | 2006/3   |
|------------------------------------|----------|----------|----------|----------|----------|
| 一株当たり当期純利益<br>Net Income per Share | 196.58   | 124.95   | 160.26   | 182.88   | 197.87   |
| ー株当たり株主資本<br>Equity per Share      | 1,600.25 | 1,658.37 | 1,733.47 | 1,819.34 | 2,007.88 |

#### 株式分割履歴

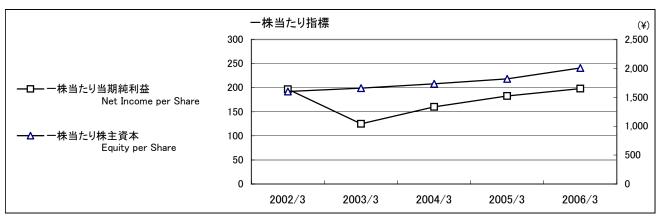
----1998年12月31日に1,000円額面株式1株を50円額面株式30株に分割。

2000年8月18日に額面普通株式1株を3株に分割。

History of Stock Splits:

December 31, 1998: One share with a par value of \$1,000 split into 30 shares with a par value of \$50.

August 18, 2000: One common, par value share split into three shares



# <参考1>連結四半期情報 Quartery Operating Results 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

|                                        |        | 200    | 5/3    |        |        | 200    |        | Villions of yen) |
|----------------------------------------|--------|--------|--------|--------|--------|--------|--------|------------------|
|                                        | 1st Q  | 2nd Q  | 3rd Q  | 4th Q  | 1st Q  | 2nd Q  | 3rd Q  | 4th Q            |
| 売上高 Total Sales                        | 42,511 | 61,136 | 47,611 | 75,536 | 43,944 | 57,796 | 52,851 | 84,429           |
| 対前年同期増減率 Y-Y Change (%)                | -12.5% | -9.9%  | -26.5% | -11.0% | +3.4%  | -5.5%  | +11.0% | +11.8%           |
| システム System                            | 32,793 | 50,666 | 37,393 | 65,238 | 34,055 | 47,416 | 42,709 | 73,487           |
| 対売上高構成比 % of Total Sales               | 77.1%  | 82.9%  | 78.5%  | 86.4%  | 77.5%  | 82.0%  | 80.8%  | 87.0%            |
| 対前年同期増減率 Y-Y Change (%)                | -16.2% | -12.1% | -31.7% | -11.8% | +3.8%  | -6.4%  | +14.2% | +12.6%           |
| サポート Support                           | 9,717  | 10,469 | 10,217 | 10,298 | 9,888  | 10,379 | 10,142 | 10,942           |
| 対売上高構成比 % of Total Sales               | 22.9%  | 17.1%  | 21.5%  | 13.6%  | 22.5%  | 18.0%  | 19.2%  | 13.0%            |
| 対前年同期増減率 Y-Y Change (%)                | +2.7%  | +2.4%  | +1.5%  | -5.8%  | +1.8%  | -0.9%  | -0.7%  | +6.3%            |
| 売上原価 Cost of Sales                     | 31,695 | 47,803 | 34,274 | 59,300 | 32,500 | 43,675 | 39,516 | 64,826           |
| 対売上高構成比 % of Total Sales               | 74.6%  | 78.2%  | 72.0%  | 78.5%  | 74.0%  | 75.6%  | 74.8%  | 76.8%            |
| 対前年同期増減率 Y-Y Change (%)                | -13.4% | -10.7% | -33.0% | -12.8% | +2.5%  | -8.6%  | +15.3% | +9.3%            |
| 売上総利益 Gross Profit                     | 10,816 | 13,333 | 13,336 | 16,236 | 11,443 | 14,120 | 13,335 | 19,603           |
| 対売上高構成比 % of Total Sales               | 25.4%  | 21.8%  | 28.0%  | 21.5%  | 26.0%  | 24.4%  | 25.2%  | 23.2%            |
| 対前年同期増減率 Y-Y Change (%)                | -9.9%  | -7.2%  | -2.5%  | -4.0%  | +5.8%  | +5.9%  | -0.0%  | +20.7%           |
| 販売費および一般管理費 SG&A Expenses              | 9,085  | 8,970  | 9,201  | 9,362  | 9,681  | 9,416  | 9,810  | 10,090           |
| 対売上高構成比 % of Total Sales               | 21.3%  | 14.7%  | 19.3%  | 12.4%  | 22.0%  | 16.3%  | 18.5%  | 11.9%            |
| 対前年同期増減率 Y-Y Change (%)                | -8.3%  | -12.0% | -2.6%  | -7.0%  | +6.6%  | +5.0%  | +6.6%  | +7.8%            |
| 営業利益 Operating Income                  | 1,730  | 4,363  | 4,135  | 6,873  | 1,761  | 4,703  | 3,524  | 9,512            |
| 対売上高構成比 % of Total Sales               | 4.1%   | 7.1%   | 8.7%   | 9.1%   | 4.0%   | 8.1%   | 6.7%   | 11.3%            |
| 対前年同期増減率 Y-Y Change (%)                | -17.5% | +4.6%  | -2.3%  | +0.5%  | +1.8%  | +7.8%  | -14.8% | +38.4%           |
| システム(消去前) System (before elimination)  | -584   | 1,109  | 1,291  | 3,669  | -314   | 1,885  | 553    | 5,965            |
| サポート(消去前) Support (before elimination) | 3,729  | 4,839  | 4,338  | 5,341  | 4,274  | 4,743  | 4,643  | 6,172            |
| 経常利益 Ordinary Income                   | 1,575  | 4,453  | 4,384  | 7,716  | 1,683  | 5,433  | 3,470  | 9,948            |
| 対売上高構成比 % of Total Sales               | 3.7%   | 7.3%   | 9.2%   | 10.2%  | 3.8%   | 9.4%   | 6.6%   | 11.8%            |
| 対前年同期増減率 Y-Y Change (%)                | -14.2% | +6.0%  | +6.8%  | +6.5%  | +6.9%  | +22.0% | -20.9% | +28.9%           |
| 税金等調整前当期純利益 Income before Income taxes | 1,869  | 4,395  | 4,347  | 8,609  | 1,780  | 4,907  | 3,495  | 9,820            |
| 対売上高構成比 % of Total Sales               | 4.4%   | 7.2%   | 9.1%   | 11.4%  | 4.1%   | 8.5%   | 6.6%   | 11.6%            |
| 対前年同期増減率 Y-Y Change (%)                | +0.6%  | -8.3%  | +2.7%  | +29.6% | -4.8%  | +11.6% | -19.6% | +14.1%           |
| 当期純利益 Net Income                       | 881    | 2,590  | 2,507  | 4,893  | 930    | 2,972  | 1,881  | 5,732            |
| 対売上高構成比 % of Total Sales               | 2.1%   | 4.2%   | 5.3%   | 6.5%   | 2.1%   | 5.1%   | 3.6%   | 6.8%             |
| 対前年同期増減率 Y-Y Change (%)                | -1.8%  | -4.6%  | +8.8%  | +25.3% | +5.5%  | +14.8% | -24.9% | +17.1%           |

### 2. 受注高と受注残高 Orders and Backlog

| _  |                         |        | (丰区:日771 Millions of yell)                                                                                                                          |        |        |        |        |        |        |  |
|----|-------------------------|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------|--------|--------|--------|--------|--------|--------|--|
|    |                         |        | 2005/3                                                                                                                                              |        |        |        | 2006/3 |        |        |  |
|    |                         | 1st Q  | $1 \mathrm{st}  \mathrm{Q} \qquad \qquad 2 \mathrm{nd}  \mathrm{Q} \qquad \qquad 3 \mathrm{rd}  \mathrm{Q} \qquad \qquad 4 \mathrm{th}  \mathrm{Q}$ |        |        |        | 2nd Q  | 3rd Q  | 4th Q  |  |
| 受: | 注高 Orders Received      | 62,133 | 60,285                                                                                                                                              | 47,401 | 75,671 | 50,810 | 61,198 | 59,621 | 87,141 |  |
|    | 対前年同期増減率 Y-Y Change (%) | +10.7% | -7.5%                                                                                                                                               | -18.2% | -1.4%  | -18.2% | +1.5%  | +25.8% | +15.2% |  |
|    | システム System             | 45,817 | 51,853                                                                                                                                              | 40,863 | 60,010 | 40,188 | 53,102 | 53,882 | 71,007 |  |
|    | 構成比 Share (%)           | 73.7%  | 86.0%                                                                                                                                               | 86.2%  | 79.3%  | 79.1%  | 86.8%  | 90.4%  | 81.5%  |  |
|    | 対前年同期増減率 Y-Y Change (%) | +13.6% | -9.1%                                                                                                                                               | -20.1% | -8.5%  | -12.3% | +2.4%  | +31.9% | +18.3% |  |
|    | サポート Support            | 16,315 | 8,432                                                                                                                                               | 6,537  | 15,660 | 10,621 | 8,096  | 5,739  | 16,134 |  |
|    | 構成比 Share (%)           | 26.3%  | 14.0%                                                                                                                                               | 13.8%  | 20.7%  | 20.9%  | 13.2%  | 9.6%   | 18.5%  |  |
|    | 対前年同期増減率 Y-Y Change (%) | +3.2%  | +3.1%                                                                                                                                               | -4.5%  | +40.4% | -34.9% | -4.0%  | -12.2% | +3.0%  |  |
| 受  | 注残高 Backlog             | 64,913 | 64,062                                                                                                                                              | 63,853 | 63,987 | 70,853 | 74,256 | 81,026 | 83,738 |  |
|    | システム System             | 42,853 | 44,039                                                                                                                                              | 47,510 | 42,283 | 48,416 | 54,101 | 65,274 | 62,794 |  |
|    | 構成比 Share (%)           | 66.0%  | 68.7%                                                                                                                                               | 74.4%  | 66.1%  | 68.3%  | 72.9%  | 80.6%  | 75.0%  |  |
|    | サポート Support            | 22,059 | 20,022                                                                                                                                              | 16,342 | 21,704 | 22,437 | 20,154 | 15,751 | 20,943 |  |
|    | 構成比 Share (%)           | 34.0%  | 31.3%                                                                                                                                               | 25.6%  | 33.9%  | 31.7%  | 27.1%  | 19.4%  | 25.0%  |  |

### 3. 業種別売上高 Sales by Industry

| (単位:百万円 Millions o                        |        |        |        |        |        |        |        |        |  |  |  |
|-------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--|--|--|
|                                           |        | 200    | 5/3    |        | 2006/3 |        |        |        |  |  |  |
|                                           | 1st Q  | 2nd Q  | 3rd Q  | 4th Q  | 1st Q  | 2nd Q  | 3rd Q  | 4th Q  |  |  |  |
| 通信/放送 Telecommunications/ Broadcasting    | 11,294 | 22,400 | 16,313 | 27,634 | 17,825 | 20,537 | 21,567 | 34,831 |  |  |  |
| 構成比 % of Total Sales (%)                  | 26.6%  | 36.6%  | 34.3%  | 36.6%  | 40.6%  | 35.5%  | 40.8%  | 41.3%  |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -10.4% | -3.0%  | -18.0% | +4.0%  | +57.8% | -8.3%  | +32.2% | +26.0% |  |  |  |
| 電気 Electronics                            | 4,018  | 5,523  | 3,786  | 7,099  | 3,357  | 4,893  | 4,502  | 5,977  |  |  |  |
| 構成比 % of Total Sales (%)                  | 9.5%   | 9.0%   | 8.0%   | 9.4%   | 7.6%   | 8.5%   | 8.5%   | 7.1%   |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -27.7% | -27.2% | -47.9% | -8.5%  | -16.5% | -11.4% | +18.9% | -15.8% |  |  |  |
| 製造等 Manufacturing (excluding electronics) | 5,677  | 6,888  | 6,445  | 10,153 | 5,303  | 7,318  | 6,182  | 9,908  |  |  |  |
| 構成比 % of Total Sales (%)                  | 13.4%  | 11.3%  | 13.5%  | 13.4%  | 12.1%  | 12.7%  | 11.7%  | 11.7%  |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | +0.2%  | -12.5% | -15.3% | -4.2%  | -6.6%  | +6.2%  | -4.1%  | -2.4%  |  |  |  |
| 情報サービス Information Services               | 8,288  | 11,522 | 9,350  | 13,333 | 8,904  | 10,539 | 9,443  | 15,794 |  |  |  |
| 構成比 % of Total Sales (%)                  | 19.5%  | 18.8%  | 19.6%  | 17.7%  | 20.3%  | 18.2%  | 17.9%  | 18.7%  |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -12.1% | -15.8% | -17.6% | -29.3% | +7.4%  | -8.5%  | +1.0%  | +18.5% |  |  |  |
| 公共 Public Sector                          | 1,774  | 1,960  | 1,658  | 4,044  | 1,249  | 1,790  | 1,136  | 3,262  |  |  |  |
| 構成比 % of Total Sales (%)                  | 4.2%   | 3.2%   | 3.5%   | 5.4%   | 2.8%   | 3.1%   | 2.1%   | 3.9%   |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -23.4% | -38.3% | -41.0% | -15.6% | -29.6% | -8.7%  | -31.5% | -19.3% |  |  |  |
| 商業/運輸 Commerce/ Transportation            | 1,180  | 1,233  | 717    | 1,107  | 673    | 1,057  | 971    | 1,219  |  |  |  |
| 構成比 % of Total Sales (%)                  | 2.8%   | 2.0%   | 1.5%   | 1.5%   | 1.5%   | 1.8%   | 1.8%   | 1.4%   |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | +65.1% | +10.9% | -12.4% | -34.7% | -42.9% | -14.2% | +35.4% | +10.1% |  |  |  |
| 金融/保険 Finance/Insurance                   | 4,874  | 5,435  | 4,433  | 7,522  | 3,006  | 7,516  | 5,169  | 7,428  |  |  |  |
| 構成比 % of Total Sales (%)                  | 11.5%  | 8.9%   | 9.3%   | 10.0%  | 6.8%   | 13.0%  | 9.8%   | 8.8%   |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -2.7%  | -19.3% | -16.5% | -6.0%  | -38.3% | +38.3% | +16.6% | -1.2%  |  |  |  |
| その他 Others                                | 5,402  | 6,172  | 4,905  | 4,640  | 3,623  | 4,142  | 3,878  | 6,007  |  |  |  |
| 構成比 % of Total Sales (%)                  | 12.5%  | 10.2%  | 10.3%  | 6.0%   | 8.3%   | 7.2%   | 7.4%   | 7.1%   |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -25.9% | +34.2% | -49.7% | -29.8% | -32.9% | -32.9% | -20.9% | +29.4% |  |  |  |
| 合計 Total                                  | 42,511 | 61,136 | 47,611 | 75,536 | 43,944 | 57,796 | 52,851 | 84,429 |  |  |  |
| 構成比 % of Total Sales (%)                  | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |  |  |  |
| 対前年同期増減率 Y-Y Change (%)                   | -12.5% | -9.9%  | -26.5% | -11.0% | +3.4%  | -5.5%  | +11.0% | +11.8% |  |  |  |

# <参考2>単体情報 Nonconsolidated Operating Results

# 1. 単体業績概況 Nonconsolidated Operating Results

(単位:百万円 Millions of yen)

|                                       | 2003/3  | 2004/3  | 2005/3  | 2006/3  | 2007<br>(Pro              | Millions of yen)<br> /3 (予)<br> jected) |
|---------------------------------------|---------|---------|---------|---------|---------------------------|-----------------------------------------|
|                                       |         |         |         |         | 2006/9 (予)<br>(Projected) |                                         |
| 売上高 Total Sales                       | 239,919 | 245,667 | 213,890 | 228,519 | 105,400                   | 239,600                                 |
| 対前年同期増減率 Y-Y change (%)               | -21.6%  | +2.4%   | -12.9%  | +6.8%   | +9.4%                     | +4.8%                                   |
| システム System                           | 207,601 | 212,183 | 179,312 | 190,856 | _                         | _                                       |
| 対売上高構成比 % of Total Sales              | 86.5%   | 86.4%   | 83.8%   | 83.5%   |                           | _                                       |
| 対前年同期増減率 Y-Y change (%)               | -25.5%  | +2.2%   | -15.5%  | +6.4%   | _                         | _                                       |
| サポート Support                          | 32,317  | 33,484  | 34,577  | 37,662  | _                         | _                                       |
| 対売上高構成比 % of Total Sales              | 13.5%   | 13.6%   | 16.2%   | 16.5%   | _                         | _                                       |
| 対前年同期増減率 Y-Y change (%)               | +17.7%  | +3.6%   | +3.3%   | +8.9%   |                           | _                                       |
| 売上原価 Cost of Sales                    | 202,178 | 206,348 | 177,278 | 188,982 | 87,000                    | 198,100                                 |
| 対売上高構成比 % of Total Sales              | 84.3%   | 84.0%   | 82.9%   | 82.7%   | 82.5%                     | 82.7%                                   |
| 対前年同期増減率 Y-Y change (%)               | -21.8%  | +2.1%   | -14.1%  | +6.6%   | +9.9%                     | +4.8%                                   |
| 売上総利益 Gross Profit                    | 37,740  | 39,318  | 36,612  | 39,537  | 18,400                    | 41,500                                  |
| 対売上高構成比 % of Total Sales              | 15.7%   | 16.0%   | 17.1%   | 17.3%   | 17.5%                     | 17.3%                                   |
| 対前年同期増減率 Y-Y change (%)               | -20.8%  | +4.2%   | -6.9%   | +8.0%   | +7.3%                     | +5.0%                                   |
| 販売費および一般管理費 SG&A                      | 32,605  | 32,258  | 29,260  | 30,647  | 16,600                    | 33,400                                  |
| 対売上高構成比 % of Total Sales              | 13.6%   | 13.1%   | 13.7%   | 13.4%   | 15.7%                     | 13.9%                                   |
| 対前年同期増減率 Y-Y change (%)               | -11.0%  | -1.1%   | -9.3%   | +4.7%   | +10.4%                    | +9.0%                                   |
| 営業利益 Operating Income                 | 5,134   | 7,060   | 7,352   | 8,889   | 1,800                     | 8,100                                   |
| 対売上高構成比 % of Total Sales              | 2.1%    | 2.9%    | 3.4%    | 3.9%    | 1.7%                      | 3.4%                                    |
| 対前年同期増減率 Y-Y change (%)               | -53.3%  | +37.5%  | +4.1%   | +20.9%  | -14.8%                    | -8.9%                                   |
| 経常利益 Ordinary Income                  | 11,105  | 12,074  | 12,219  | 15,688  | 8,500                     | 15,700                                  |
| 対売上高構成比 % of Total Sales              | 4.6%    | 4.9%    | 5.7%    | 6.9%    | 8.1%                      | 6.6%                                    |
| 対前年同期増減率 Y-Y change (%)               | -27.0%  | +8.7%   | +1.2%   | +28.4%  | +4.3%                     | +0.1%                                   |
| 税金等調整前当期利益 Income before Income Taxes | 9,750   | 12,279  | 13,032  | 15,225  | 8,300                     | 15,400                                  |
| 対売上高構成比 % of Total Sales              | 4.1%    | 5.0%    | 6.1%    | 6.7%    | 7.9%                      | 6.4%                                    |
| 対前年同期増減率 Y-Y change (%)               | -41.7%  | +25.9%  | +6.1%   | +16.8%  | +7.0%                     | +1.1%                                   |
| 当期純利益 Net Income                      | 7,017   | 8,514   | 8,652   | 10,438  | 6,900                     | 10,900                                  |
| 対売上高構成比 % of Total Sales              | 2.9%    | 3.5%    | 4.0%    | 4.6%    | 6.5%                      | 4.5%                                    |
| 対前年同期増減率 Y-Y change (%)               | -36.3%  | +21.3%  | +1.6%   | +20.6%  | +8.4%                     | +4.4%                                   |

#### 2. 主要製品別売上高 Sales Breakdown by Major Product

|                               | 2003/3 | 2004/3 | 2005/3 | 2006/3 |
|-------------------------------|--------|--------|--------|--------|
| サン・マイクロシステムズ Sun Microsystems | 15.4%  | 12.5%  | 11.6%  | 10.6%  |
| シスコシステムズ Cisco Systems        | 12.2%  | 12.7%  | 12.4%  | 12.2%  |
| オラクル Oracle                   | 3.2%   | 3.2%   | 4.3%   | 4.8%   |
| その他 Others                    | 69.2%  | 71.6%  | 71.7%  | 72.4%  |
| 合計 Total                      | 100.0% | 100.0% | 100.0% | 100.0% |

# 3. 形態別売上高(ハード・ソフト・サービス)四半期推移 Sales Breakdown by Hardware /Software /Service

|                                                                       | 2006/3 |        |        |        |        |        |        |        |         |        |
|-----------------------------------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|
|                                                                       | 1st Q  |        | 2nd Q  |        | 3rd Q  |        | 4th Q  |        |         |        |
| ハードウェア Hardware /対売上高構成比 % of Total Sales (%)                         | 16,847 | 40.8%  | 22,749 | 41.3%  | 20,607 | 40.4%  | 35,278 | 43.5%  | 95,482  | 41.8%  |
| サーバ Servers /対売上高構成比 % of Total Sales (%)                             | 4,833  | 11.7%  | 8,790  | 16.0%  | 6,398  | 12.5%  | 12,675 | 15.6%  | 32,697  | 14.3%  |
| ネットワーク Network /対売上高構成比 % of Total Sales (%)                          | 6,848  | 16.6%  | 7,597  | 13.8%  | 7,831  | 15.3%  | 10,943 | 13.5%  | 33,221  | 14.5%  |
| ストレージ Storage /対売上高構成比 % of Total Sales (%)                           | 2,018  | 4.9%   | 2,382  | 4.3%   | 2,244  | 4.4%   | 3,844  | 4.7%   | 10,489  | 4.6%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 3,147  | 7.6%   | 3,979  | 7.2%   | 4,133  | 8.2%   | 7,814  | 9.7%   | 19,074  | 8.4%   |
| ソフトウェア Software /対売上高構成比 % of Total Sales (%)                         | 3,355  | 8.1%   | 4,490  | 8.2%   | 3,368  | 6.6%   | 6,830  | 8.4%   | 18,046  | 7.9%   |
| データベース Database /対売上高構成比 % of Total Sales (%)                         | 1,372  | 3.3%   | 1,109  | 2.0%   | 1,023  | 2.0%   | 2,042  | 2.5%   | 5,547   | 2.4%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 1,982  | 4.8%   | 3,381  | 6.2%   | 2,345  | 4.6%   | 4,788  | 5.9%   | 12,498  | 5.5%   |
| サービス Service /対売上高構成比 % of Total Sales (%)                            | 21,064 | 51.1%  | 27,832 | 50.5%  | 27,056 | 53.0%  | 39,037 | 48.1%  | 114,990 | 50.3%  |
| 開発ソフトウェア Application Development<br>/対売上高構成比 % of Total Sales (%)     | 5,207  | 12.6%  | 9,792  | 17.8%  | 9,568  | 18.7%  | 17,612 | 21.7%  | 42,180  | 18.5%  |
| ハード保守 Hardware Support<br>/対売上高構成比 % of Total Sales (%)               | 8,119  | 19.7%  | 9,508  | 17.3%  | 9,388  | 18.4%  | 10,058 | 12.4%  | 37,075  | 16.2%  |
| ソフト保守及びソフトウェア付随サービス Software Support<br>/対売上高構成比 % of Total Sales (%) | 4,576  | 11.1%  | 5,056  | 9.2%   | 5,223  | 10.2%  | 5,566  | 6.9%   | 20,423  | 8.9%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 3,160  | 7.7%   | 3,474  | 6.2%   | 2,875  | 5.7%   | 5,800  | 7.1%   | 15,311  | 6.7%   |
| 合計 Total /対売上高構成比 % of Total Sales (%)                                | 41,267 | 100.0% | 55,073 | 100.0% | 51,032 | 100.0% | 81,146 | 100.0% | 228,519 | 100.0% |

|                                                                       | 2005/3 |        |        |        |        |        |        |        |         |        |
|-----------------------------------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|
|                                                                       | 1st Q  |        | 2nd Q  |        | 3rd Q  |        | 4th Q  |        |         |        |
| ハードウェア Hardware /対売上高構成比 % of Total Sales (%)                         | 14,748 | 37.4%  | 26,157 | 45.1%  | 18,360 | 41.4%  | 33,711 | 46.8%  | 92,977  | 43.5%  |
| サーバ Servers /対売上高構成比 % of Total Sales (%)                             | 4,422  | 11.2%  | 9,637  | 16.6%  | 6,270  | 14.1%  | 11,732 | 16.3%  | 32,062  | 15.0%  |
| ネットワーク Network /対売上高構成比 % of Total Sales (%)                          | 5,428  | 13.8%  | 7,759  | 13.4%  | 6,539  | 14.8%  | 12,019 | 16.7%  | 31,746  | 14.8%  |
| ストレージ Storage /対売上高構成比 % of Total Sales (%)                           | 1,338  | 3.4%   | 3,337  | 5.8%   | 1,946  | 4.4%   | 3,160  | 4.4%   | 9,782   | 4.6%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 3,559  | 9.0%   | 5,422  | 9.3%   | 3,605  | 8.1%   | 6,799  | 9.4%   | 19,386  | 9.1%   |
| ソフトウェア Software /対売上高構成比 % of Total Sales (%)                         | 5,267  | 13.4%  | 4,651  | 8.0%   | 2,916  | 6.6%   | 6,686  | 9.3%   | 19,522  | 9.1%   |
| データベース Database /対売上高構成比 % of Total Sales (%)                         | 1,150  | 2.9%   | 1,041  | 1.8%   | 751    | 1.7%   | 1,350  | 1.9%   | 4,294   | 2.0%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 4,116  | 10.5%  | 3,609  | 6.2%   | 2,165  | 4.9%   | 5,335  | 7.4%   | 15,227  | 7.1%   |
| サービス Service /対売上高構成比 % of Total Sales (%)                            | 19,396 | 49.2%  | 27,196 | 46.9%  | 23,098 | 52.1%  | 31,698 | 43.9%  | 101,390 | 47.4%  |
| 開発ソフトウェア Application Development<br>/対売上高構成比 % of Total Sales (%)     | 3,280  | 8.3%   | 8,295  | 14.3%  | 5,924  | 13.3%  | 12,515 | 17.4%  | 30,014  | 14.0%  |
| ハード保守 Hardware Support<br>/対売上高構成比 % of Total Sales (%)               | 7,420  | 18.8%  | 8,979  | 15.5%  | 8,427  | 19.0%  | 9,113  | 12.6%  | 33,940  | 15.9%  |
| ソフト保守及びソフトウェア付随サービス Software Support<br>/対売上高構成比 % of Total Sales (%) | 5,104  | 13.0%  | 5,138  | 8.9%   | 4,480  | 10.1%  | 5,365  | 7.4%   | 20,089  | 9.4%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 3,591  | 9.1%   | 4,782  | 8.2%   | 4,266  | 9.6%   | 4,704  | 6.5%   | 17,345  | 8.1%   |
| 合計 Total /対売上高構成比 % of Total Sales (%)                                | 39,412 | 100.0% | 58,005 | 100.0% | 44,376 | 100.0% | 72,096 | 100.0% | 213,890 | 100.0% |

|                                                                       | 2004/3 |        |        |        |        |        |        |        |         |        |
|-----------------------------------------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|
|                                                                       | 1st    | Q      | 2nd    | Q      | 3rd    | Q      | 4th    | Q      |         |        |
| ハードウェア Hardware /対売上高構成比 % of Total Sales (%)                         | 20,535 | 47.1%  | 29,923 | 48.0%  | 26,622 | 44.1%  | 39,186 | 49.3%  | 116,267 | 47.3%  |
| サーバ Servers /対売上高構成比 % of Total Sales (%)                             | 6,636  | 15.2%  | 10,286 | 16.5%  | 7,789  | 12.9%  | 13,415 | 16.9%  | 38,128  | 15.5%  |
| ネットワーク Network /対売上高構成比 % of Total Sales (%)                          | 8,566  | 19.7%  | 10,547 | 16.9%  | 9,085  | 15.0%  | 11,402 | 14.4%  | 39,602  | 16.1%  |
| ストレージ Storage /対売上高構成比 % of Total Sales (%)                           | 1,720  | 3.9%   | 2,659  | 4.3%   | 3,063  | 5.1%   | 2,970  | 3.7%   | 10,414  | 4.2%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 3,611  | 8.3%   | 6,429  | 10.3%  | 6,684  | 11.1%  | 11,397 | 14.3%  | 28,122  | 11.5%  |
| ソフトウェア Software /対売上高構成比 % of Total Sales (%)                         | 5,031  | 11.6%  | 10,174 | 16.4%  | 7,783  | 12.9%  | 11,004 | 13.9%  | 33,994  | 13.8%  |
| データベース Database /対売上高構成比 % of Total Sales (%)                         | 533    | 1.2%   | 982    | 1.6%   | 1,350  | 2.2%   | 1,229  | 1.5%   | 4,097   | 1.7%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 4,497  | 10.4%  | 9,192  | 14.8%  | 6,433  | 10.7%  | 9,774  | 12.4%  | 29,897  | 12.1%  |
| サービス Service /対売上高構成比 % of Total Sales (%)                            | 17,986 | 41.3%  | 22,177 | 35.6%  | 26,015 | 43.0%  | 29,227 | 36.8%  | 95,406  | 38.9%  |
| 開発ソフトウェア Application Development<br>/対売上高構成比 % of Total Sales (%)     | 1,536  | 3.5%   | 7,194  | 11.6%  | 5,865  | 9.7%   | 10,747 | 13.5%  | 25,344  | 10.3%  |
| ハード保守 Hardware Support<br>/対売上高構成比 % of Total Sales (%)               | 7,201  | 16.5%  | 8,709  | 14.0%  | 8,106  | 13.4%  | 8,896  | 11.2%  | 32,913  | 13.4%  |
| ソフト保守及びソフトウェア付随サービス Software Support<br>/対売上高構成比 % of Total Sales (%) | 5,891  | 13.5%  | 1,720  | 2.8%   | 7,350  | 12.2%  | 2,266  | 2.9%   | 17,228  | 7.0%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                              | 3,356  | 7.8%   | 4,553  | 7.2%   | 4,692  | 7.7%   | 7,317  | 9.2%   | 19,919  | 8.2%   |
| 合計 Total /対売上高構成比 % of Total Sales (%)                                | 43,553 | 100.0% | 62,275 | 100.0% | 60,421 | 100.0% | 79,418 | 100.0% | 245,667 | 100.0% |