

## II. FY March 2004 Financial Results Forecasts (Consolidated)

### (1) Highlights

	FY Mar.2003 (Results)	FY Mar.2004 (Forecasts)	YoY	
	Amount (JPY billion)	Amount (JPY billion)	Change (JPY billion)	(%)
<b>Sales</b>	<b>232.7</b>	<b>245.0</b>	<b>12.3</b>	<b>5.3</b>
<b>Operating Profit</b>	<b>27.2</b>	<b>28.0</b>	<b>0.8</b>	<b>3.1</b>
<b>Net Income</b>	<b>15.5</b>	<b>16.0</b>	<b>0.5</b>	<b>3.5</b>
<b>Operating Profit Margin</b>	<b>11.7%</b>	<b>11.4%</b>	<b>0.3 P</b>	
<b>EPS</b>	<b>JPY337.26</b>	<b>JPY349.27</b>	<b>JPY12.01</b>	<b>3.6</b>

#### [1<sup>st</sup> Half]

	1 <sup>st</sup> half FY Mar.2003 (Results)	1 <sup>st</sup> half FY Mar.2004 (Forecasts)	YoY	
	Amount (JPY billion)	Amount (JPY billion)	Change (JPY billion)	(%)
<b>Sales</b>	<b>113.8</b>	<b>112.0</b>	<b>1.8</b>	<b>1.6</b>
<b>Operating Profit</b>	<b>13.1</b>	<b>11.0</b>	<b>2.1</b>	<b>16.5</b>
<b>Net Income</b>	<b>7.9</b>	<b>6.2</b>	<b>1.7</b>	<b>21.5</b>
<b>Operating Profit Margin</b>	<b>11.6%</b>	<b>9.8%</b>	<b>1.8 P</b>	

#### [2<sup>nd</sup> Half]

	2 <sup>nd</sup> half FY Mar.2003 (Results)	2 <sup>nd</sup> half FY Mar.2004 (Forecasts)	YoY	
	Amount (JPY billion)	Amount (JPY billion)	Change (JPY billion)	(%)
<b>Sales</b>	<b>118.9</b>	<b>133.0</b>	<b>14.1</b>	<b>11.8</b>
<b>Operating Profit</b>	<b>14.1</b>	<b>17.0</b>	<b>2.9</b>	<b>21.6</b>
<b>Net Income</b>	<b>7.6</b>	<b>9.8</b>	<b>2.2</b>	<b>29.6</b>
<b>Operating Profit Margin</b>	<b>11.8%</b>	<b>12.8%</b>	<b>1.0 P</b>	

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(2) Sales by sector

	FY Mar.2003 (Results)		FY Mar.2004 (Forecasts)		YoY	
	Amount (JPY billion)	Share (%)	Amount (JPY billion)	Share (%)	Change (JPY billion)	(%)
Financial sector	125.3	53.8	132.0	53.8	6.7	5.4
Distribution sector	41.7	17.9	45.0	18.4	3.3	7.9
Other private sector	47.1	20.3	48.0	19.6	0.9	1.8
Public sector	18.6	8.0	20.0	8.2	1.4	7.3
<b>Total</b>	<b>232.7</b>	<b>100.0</b>	<b>245.0</b>	<b>100.0</b>	<b>12.3</b>	<b>5.3</b>

[1<sup>st</sup> Half]

	1 <sup>st</sup> half FY Mar.2003 (Results)		1 <sup>st</sup> half FY Mar.2004 (Forecasts)		YoY	
	Amount (JPY billion)	Share (%)	Amount (JPY billion)	Share (%)	Amount (JPY billion)	(%)
Financial sector	62.2	54.6	59.0	52.8	3.2	5.1
Distribution sector	20.8	18.3	22.0	19.6	1.2	5.7
Other private sector	22.5	19.8	22.0	19.6	0.5	2.2
Public	8.3	7.3	9.0	8.0	0.7	8.2
<b>Total</b>	<b>113.8</b>	<b>100.0</b>	<b>112.0</b>	<b>100.0</b>	<b>1.8</b>	<b>1.6</b>

[2<sup>nd</sup> Half]

	2 <sup>nd</sup> half FY Mar.2003 (Results)		2 <sup>nd</sup> half FY Mar.2004 (Forecasts)		YoY	
	Amount (JPY billion)	Share (%)	Amount (JPY billion)	Share (%)	Amount (JPY billion)	(%)
Financial sector	63.1	53.1	73.0	54.9	9.9	15.7
Distribution sector	20.9	17.5	23.0	17.3	2.1	10.2
Other private sector	24.6	20.7	26.0	19.5	1.4	5.5
Public	10.3	8.7	11.0	8.3	0.7	6.6
<b>Total</b>	<b>118.9</b>	<b>100.0</b>	<b>133.0</b>	<b>100.0</b>	<b>14.1</b>	<b>11.8</b>

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(3) Sales and Operating Profit by segment

	FY Mar.2003 (Results)		FY Mar.2004 (Forecasts)		YoY	
	Amount (JPY billion)	Share (%)	Amount (JPY billion)	Share (%)	Change (JPY billion)	(%)
System Development & System Application Sales	83.1	35.7	92.0	37.6	8.9	10.8
System Management & Operations	90.2	38.8	95.0	38.8	4.8	5.3
Product Sales	21.2	9.1	17.0	6.9	4.2	19.8
<b>System Solution Service</b>	<b>194.5</b>	<b>83.6</b>	<b>204.0</b>	<b>83.3</b>	<b>9.5</b>	<b>4.9</b>
<b>Consulting&amp; Knowledge Service</b>	<b>38.2</b>	<b>16.4</b>	<b>41.0</b>	<b>16.7</b>	<b>2.8</b>	<b>7.1</b>
<b>Total</b>	<b>232.7</b>	<b>100.0</b>	<b>245.0</b>	<b>100.0</b>	<b>12.3</b>	<b>5.3</b>

[1<sup>st</sup> Half]

	1 <sup>st</sup> half FY Mar.2003 (Results)		1 <sup>st</sup> half FY Mar.2004 (Forecasts)		YoY	
	Amount (JPY billion)	Share (%)	Amount (JPY billion)	Share (%)	Change (JPY billion)	(%)
System Development & System Application Sales	39.7	34.9	38.5	34.4	1.2	2.9
System Management & Operations	44.8	39.4	45.5	40.6	0.7	1.5
Product Sales	10.5	9.2	8.0	7.1	2.5	23.7
<b>System Solution Service</b>	<b>95.0</b>	<b>83.5</b>	<b>92.0</b>	<b>82.1</b>	<b>3.0</b>	<b>3.1</b>
<b>Consulting&amp; Knowledge Service</b>	<b>18.8</b>	<b>16.5</b>	<b>20.0</b>	<b>17.9</b>	<b>1.2</b>	<b>6.3</b>
<b>Total</b>	<b>113.8</b>	<b>100.0</b>	<b>112.0</b>	<b>100.0</b>	<b>1.8</b>	<b>1.6</b>

[2<sup>nd</sup> Half]

	2 <sup>nd</sup> half FY Mar.2003 (Results)		2 <sup>nd</sup> half FY Mar.2004 (Forecasts)		YoY	
	Amount (JPY billion)	Share (%)	Amount (JPY billion)	Share (%)	Change (JPY billion)	(%)
System Development & System Application Sales	43.4	36.4	53.5	40.2	10.1	23.3
System Management & Operations	45.4	38.2	49.5	37.2	4.1	9.0
Product Sales	10.7	9.0	9.0	6.8	1.7	15.9
<b>System Solution Service</b>	<b>99.5</b>	<b>83.6</b>	<b>112.0</b>	<b>84.2</b>	<b>12.5</b>	<b>12.5</b>
<b>Consulting&amp; Knowledge Service</b>	<b>19.4</b>	<b>16.4</b>	<b>21.0</b>	<b>15.8</b>	<b>1.6</b>	<b>7.9</b>
<b>Total</b>	<b>118.9</b>	<b>100.0</b>	<b>133.0</b>	<b>100.0</b>	<b>14.1</b>	<b>11.8</b>

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(4) Capital Expenditure

	FY Mar.2003 (Results)	FY Mar.2004 (Forecasts)	YoY	
	Amount (JPY billion)	Amount (JPY billion)	Change (JPY billion)	(%)
<b>Tangible</b>	<b>4.4</b>	<b>14.8</b>	<b>10.4</b>	<b>238.1</b>
<b>Intangible</b>	<b>16.1</b>	<b>10.8</b>	<b>5.3</b>	<b>32.8</b>
<b>Total</b>	<b>20.5</b>	<b>25.6</b>	<b>5.1</b>	<b>25.1</b>

\* Osaka Data Center is to be re-acquired in FY Mar.2004.

(5) Depreciation & Amortization

	FY Mar.2003 (Results)	FY Mar.2004 (Forecasts)	YoY	
	Amount (JPY billion)	Amount (JPY billion)	Change (JPY billion)	(%)
<b>Total</b>	<b>13.2</b>	<b>19.5</b>	<b>6.3</b>	<b>47.3</b>

(6) R&D expenditure

	FY Mar.2003 (Results)	FY Mar.2004 (Forecasts)	YoY	
	Amount (JPY billion)	Amount (JPY billion)	Change (JPY billion)	(%)
<b>Total</b>	<b>2.5</b>	<b>2.9</b>	<b>0.4</b>	<b>13.6</b>