## FY March 2008 Financial Results

I. FY March 2008 Financial Results ..... 1 (Consolidated)
II. FY March 2009 Financial Results Forecasts19
I. FY March 2008 Financial Results (Consolidated)
(1) Highlights
(Unit: JPY million)

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) | YoY |  | Forecasts as of Jan.25,2008 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change <br> (\%) | Amount | Diff. |
| Sales | 322,531 | 342,289 | 19,757 | 6.1 | 355,000 | $(12,710)$ |
| Cost of Sales | 234,578 | 238,537 | 3,958 | 1.7 |  |  |
| Gross Profit | 87,953 | 103,751 | 15,798 | 18.0 |  |  |
| (Gross Profit Margin) | 27.3\% | 30.3\% | 3.0P |  |  |  |
| SG\&A | 44,055 | 51,087 | 7,031 | 16.0 |  |  |
| Operating Profit | 43,897 | 52,664 | 8,767 | 20.0 | 55,000 | $(2,335)$ |
| (Operating Profit Margin) | 13.6\% | 15.4\% | 1.8P |  | 15.5\% | (0.1P) |
| Non-operating gain and loss | 2,202 | 2,853 | 650 | 29.5 |  |  |
| Other Income and Expence | 644 | $(7,530)$ | $(8,174)$ | - |  |  |
| Gain on investment securities | 2,081 | 2,655 | 574 | 27.6 |  |  |
| Allowance for retirement benefits for employees | - | $(9,567)$ | $(9,567)$ | - |  |  |
| Net Income | 27,019 | 28,157 | 1,138 | 4.2 | 31,000 | $(2,842)$ |
| Earnings per Share | $\begin{array}{r} \text { JPY } \\ 132.95 \end{array}$ | $\begin{array}{r} \text { JPY } \\ 138.52 \end{array}$ | $\begin{aligned} & \hline \text { JPY } \\ & 5.56 \end{aligned}$ | 4.2 | $\begin{array}{r} \text { JPY } \\ 152.19 \end{array}$ | $\begin{gathered} \hline \text { JPY } \\ (13.67) \end{gathered}$ |
| $1^{\text {st }}$ Half | $\begin{gathered} \text { JPY } \\ 14.00 \\ \hline \end{gathered}$ | $\begin{array}{r} \hline \text { JPY } \\ 24.00 \end{array}$ | $\begin{array}{r} \text { JPY } \\ 10.00 \\ \hline \end{array}$ | 71.4 | $\begin{aligned} & \text { JPY } \\ & 24.0 \\ & \hline \end{aligned}$ |  |
| Fiscal Year | $\begin{gathered} \text { JPY } \\ 22.00 \\ \hline \end{gathered}$ | $\begin{gathered} \text { JPY } \\ 26.00 \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { JPY } \\ & 4.00 \\ & \hline \end{aligned}$ | 18.2 | $\begin{aligned} & \hline \text { JPY } \\ & 26.0 \end{aligned}$ |  |
| Dividends per share | $\begin{gathered} \text { JPY } \\ 36.00 \end{gathered}$ | $\begin{gathered} \text { JPY } \\ 50.00 \end{gathered}$ | $\begin{array}{r} \text { JPY } \\ 14.00 \end{array}$ | 38.9 | $\begin{array}{r} \text { JPY } \\ 50.00 \end{array}$ |  |
| Dividend payout ratio | 27.1\% | 35.7\% | 8.6P |  | 32.9\% | 2.9P |

I. FY March 2008 Financial Results (Consolidated)
<Reference>

| [1 $1^{\text {st }}$ Quarter] |  |  |  | (Unit: JPY million) |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 1Q FY Mar.2007 <br> (Apr.2006-Jun.2006) | 1Q FY Mar.2008 <br> (Apr.2007-Jun.2007) | YoY |  |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar. 2007 (Jul.2006-Sep.2006) | 2Q FY Mar. 2008 (Jul.2007-Sep.2007) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change (\%) |
| Sales | 78,068 | 87,659 | 9,590 | 12.3 |
| Cost of Sales | 55,617 | 58,728 | 3,110 | 5.6 |
| Gross Profit | 22,450 | 28,930 | 6,479 | 28.9 |
| (Gross Profit Margin) | 28.8\% | 33.0\% | 4.2P |  |
| SG\&A | 9,831 | 12,258 | 2,427 | 24.7 |
| Operating Profit | 12,619 | 16,671 | 4,052 | 32.1 |
| (Operating Profit Margin) | 16.2\% | 19.0\% | 2.9P |  |
| Net Income | 7,838 | 10,276 | 2,437 | 31.1 |

*Amounts of less than JPY million were rounded down.
I. FY March 2008 Financial Results (Consolidated)

| [3 ${ }^{\text {rd }}$ Quarter] |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar. 2007 (Oct.2006-Dec.2006) | 3Q FY Mar. 2008 (Oct.2007-Dec.2007) | YoY |  |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Sales | 75,929 | 84,679 | 8,749 | 11.5 |
| Cost of Sales | 53,600 | 59,875 | 6,274 | 11.7 |
| Gross Profit | 22,328 | 24,803 | 2,474 | 11.1 |
| (Gross Profit Margin) | 29.4\% | 29.3\% | (0.1P) |  |
| SG\&A | 10,220 | 13,050 | 2,829 | 27.7 |
| Operating Profit | 12,108 | 11,752 | (355) | (2.9) |
| (Operating Profit Margin) | 15.9\% | 13.9\% | (2.1P) |  |
| Net Income | 7,418 | 7,129 | (289) | (3.9) |

[4 ${ }^{\text {th }}$ Quarter]

|  | 4Q FY Mar. 2007 (Jan.2007-Mar.2007) | 4Q FY Mar. 2008 (Jan.2008-Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change (\%) |
| Sales | 100,149 | 92,464 | $(7,684)$ | (7.7) |
| Cost of Sales | 74,939 | 65,096 | $(9,843)$ | (13.1) |
| Gross Profit | 25,210 | 27,368 | 2,158 | 8.6 |
| (Gross Profit Margin) | 25.2\% | 29.6\% | 4.4P |  |
| SG\&A | 14,261 | 13,871 | (390) | (2.7) |
| Operating Profit | 10,948 | 13,497 | 2,548 | 23.3 |
| (Operating Profit Margin) | 10.9\% | 14.6\% | 3.7P |  |
| Net Income | 6,114 | 2,691 | $(3,422)$ | (56.0) |

[^0]I. FY March 2008 Financial Results (Consolidated)
(2) Sales by sector

From FY Mar.2008, the Company has changed the sales breakdown by sector, which provides detailed breakdown for the "financial sector." "Other private sector" and "public sector" have been compiled together under "other sector."
(Unit: JPY million)

|  | FYMar. 2007Total(Apr.2006-Mar.2007) |  | FYMar. 2008Total(Apr.2007-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share <br> (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Securities sector | 141,765 | 44.0 | 152,152 | 44.5 | 10,386 | 7.3 |
| Insurance sector | 22,444 | 7.0 | 30,851 | 9.0 | 8,407 | 37.5 |
| Banking sector | 22,981 | 7.1 | 25,471 | 7.4 | 2,489 | 10.8 |
| Other financial sector | 23,805 | 7.4 | 27,496 | 8.0 | 3,691 | 15.5 |
| Financial sector | 210,997 | 65.4 | 235,972 | 68.9 | 24,975 | 11.8 |
| Distribution sector | 45,637 | 14.1 | 44,569 | 13.0 | $(1,067)$ | (2.3) |
| Other sector | 65,897 | 20.4 | 61,746 | 18.0 | $(4,150)$ | (6.3) |
| Total | 322,531 | 100.0 | 342,289 | 100.0 | 19,757 | 6.1 |


| *Sales by major counterparties within the foregoing amounts |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Nomura Holdings | 106,290 | 33.0 | 104,808 | $\mathbf{3 0 . 6}$ | $\mathbf{( 1 , 4 8 1 )}$ | $\mathbf{( 1 . 4 )}$ |
| SEVEN \& i HOLDINGS | 36,195 | 11.2 | 37,611 | 11.0 | 1,416 | 3.9 |

*Figures, in principle, include sales to subsidiaries. Sales via leasing and other companies include sales to customers ultimately receiving services and other products.
*Since Japan Post was privatized and split up in October 2007, data for the resulting companies is calculated based on the industry to which each belongs.
I. FY March 2008 Financial Results (Consolidated)
<Reference>

| [1 ${ }^{\text {st }}$ Quarter] |  |  |  |  | (Unit: JPY million)YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 <br> (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 <br> (Apr.2007-Jun.2007) |  |  |  |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |
| Securities sector | 28,609 | 41.8 | 34,112 | 44.0 | 5,502 | 19.2 |
| Insurance sector | 4,823 | 7.1 | 5,945 | 7.7 | 1,122 | 23.3 |
| Banking sector | 4,612 | 6.7 | 6,112 | 7.9 | 1,500 | 32.5 |
| Other Financial sector | 4,833 | 7.1 | 6,000 | 7.7 | 1,167 | 24.2 |
| Financial sector | 42,878 | 62.7 | 52,171 | 67.3 | 9,293 | 21.7 |
| Distribution sector | 11,659 | 17.1 | 11,185 | 14.4 | (474) | (4.1) |
| Other sector | 13,845 | 20.2 | 14,129 | 18.2 | 284 | 2.1 |
| Total | 68,383 | 100.0 | 77,486 | 100.0 | 9,102 | 13.3 |
| *Sales by major counterparties within the foregoing amounts |  |  |  |  |  |  |
| Nomura Holdings | 19,926 | 29.1 | 23,885 | 30.8 | 3,959 | 19.9 |
| SEVEN \& i HOLDINGS | 8,013 | 11.7 | 9,005 | 11.6 | 991 | 12.4 |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar.2007 <br> (Jul.2006-Sep.2006) |  |  |  |  |  |  |  | 2Q FY Mar.2008 <br> (Jul.2007-Sep.2007) |  |  | YoY |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Nomura Holdings | 24,461 | 31.3 | 25,206 | 28.8 | 744 | 3.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEVEN \& i HOLDINGS | 9,689 | 12.4 | 9,217 | 10.5 | (471) | (4.9) |

*Amounts of less than JPY million were rounded down.
I. FY March 2008 Financial Results (Consolidated)

| [3 ${ }^{\text {rd }}$ Quarter] |  |  |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar. 2007 (Oct.2006-Dec.2006) |  | 3Q FY Mar. 2008 (Oct.2007-Dec.2007) |  | YoY |  |
|  | Amount | Share <br> (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Securities sector | 30,974 | 40.8 | 35,951 | 42.5 | 4,976 | 16.1 |
| Insurance sector | 5,698 | 7.5 | 9,453 | 11.2 | 3,755 | 65.9 |
| Banking sector | 6,337 | 8.3 | 7,181 | 8.5 | 844 | 13.3 |
| Other Financial sector | 6,149 | 8.1 | 7,071 | 8.4 | 922 | 15.0 |
| Financial sector | 49,159 | 64.7 | 59,658 | 70.5 | 10,498 | 21.4 |
| Distribution sector | 10,923 | 14.4 | 11,275 | 13.3 | 352 | 3.2 |
| Other sector | 15,846 | 20.9 | 13,744 | 16.2 | $(2,101)$ | (13.3) |
| Total | 75,929 | 100.0 | 84,679 | 100.0 | 8,749 | 11.5 |
| *Sales by major counterparties within the foregoing amounts |  |  |  |  |  |  |
| Nomura Holdings | 23,087 | 30.4 | 24,106 | 28.5 | 1,018 | 4.4 |
| SEVEN \& i HOLDINGS | 9,136 | 12.0 | 9,622 | 11.4 | 486 | 5.3 |


|  | 4Q FY Mar. 2007 <br> (Jan.2007-Mar.2007) |  | 4Q FY Mar. 2008 <br> (Jan.2008-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |
| Securities sector | 48,368 | 48.3 | 42,193 | 45.6 | $(6,175)$ | (12.8) |
| Insurance sector | 5,805 | 5.8 | 9,053 | 9.8 | 3,247 | 55.9 |
| Banking sector | 6,581 | 6.6 | 6,560 | 7.1 | (21) | (0.3) |
| Other Financial sector | 6,984 | 7.0 | 7,566 | 8.2 | 582 | 8.3 |
| Financial sector | 67,739 | 67.6 | 65,373 | 70.7 | $(2,366)$ | (3.5) |
| Distribution sector | 11,043 | 11.0 | 10,645 | 11.5 | (398) | (3.6) |
| Other sector | 21,366 | 21.3 | 16,446 | 17.8 | $(4,919)$ | (23.0) |
| Total | 100,149 | 100.0 | 92,464 | 100.0 | $(7,684)$ | (7.7) |
| *Sales by major counterparties within the foregoing amounts |  |  |  |  |  |  |
| Nomura Holdings | 38,814 | 38.8 | 31,610 | 34.2 | $(7,204)$ | (18.6) |
| SEVEN \& i HOLDINGS | 9,355 | 9.3 | 9,765 | 10.6 | 409 | 4.4 |

*Amounts of less than JPY million were rounded down.

## I. FY March 2008 Financial Results (Consolidated)

(3) Sales and Operating Profit by segment

| Consulting Services |  |  |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FYMar. 2007Total(Apr.2006-Mar.2007) |  | FYMar. 2008Total(Apr.2007-Mar.2008) |  | YoY |  |
|  | Amount | Share <br> (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Sales | 29,870 | 9.3 | 30,333 | 8.9 | 462 | 1.5 |
| Operating Profit | 4,444 |  | 4,139 |  | (305) | (6.9) |
| Operating Profit Margin | 14.9\% |  | 13.6\% |  | (1.2P) |  |

*Amounts of less than JPY million were rounded down.
I. FY March 2008 Financial Results (Consolidated)

## <Reference>

| [1 ${ }^{\text {st }}$ Quarter] |  |  |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 <br> (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 (Apr.2007-Jun.2007) |  | YoY |  |
|  | Amount | Share <br> (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Sales | 6,079 | 8.9 | 6,389 | 8.2 | 309 | 5.1 |
| Operating Profit | 829 |  | 196 |  | (632) | (76.3) |
| Operating Profit Margin | 13.6\% |  | 3.1\% |  | (10.6P) |  |


|  | 2Q FY Mar. 2007 <br> (Jul.2006-Sep.2006) |  | 2Q FY Mar. 2008 <br> (Jul.2007-Sep.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Sales | 7,251 | 9.3 | 7,389 | 8.4 | 137 | 1.9 |
| Operating Profit | 1,271 |  | 1,229 |  | (42) | (3.4) |
| Operating Profit | 17.5\% |  | 16.6\% |  | (0.9P) |  |


|  | 3Q FY Mar. 2007 <br> (Oct.2006-Dec.2006) |  | 3Q FY Mar. 2008 (Oct.2007-Dec.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Sales | 7,730 | 10.2 | 7,662 | 9.0 | (67) | (0.9) |
| Operating Profit | 1,425 |  | 1,038 |  | (386) | (27.2) |
| Operating Profit Margin | 18.4\% |  | 13.5\% |  | (4.9P) |  |


|  | 4Q FY Mar. 2007 <br> (Jan.2007-Mar.2007) |  | 4Q FY Mar. 2008 <br> (Jan.2008-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share <br> (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Sales | 8,808 | 8.8 | 8,892 | 9.6 | 83 | 0.9 |
| Operating Profit | 917 |  | 1,674 |  | 756 | 82.5 |
| Operating Profit Margin | 10.4\% |  | 18.8\% |  | 8.4P |  |

[^1]
## I. FY March 2008 Financial Results (Consolidated)

IT Solution Services
(Unit:JPY million)

|  | FYMar. 2007Total(Apr.2006-Mar.2007) |  | FYMar. 2008Total(Apr.2007-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| System Development \& System Application Sales | 135,702 | 42.1 | 150,177 | 43.9 | 14,475 | 10.7 |
| System Management \& Operations | 126,596 | 39.3 | 140,865 | 41.2 | 14,269 | 11.3 |
| Product Sales | 30,363 | 9.4 | 20,913 | 6.1 | $(9,450)$ | (31.1) |
| Sales | 292,661 | 90.7 | 311,955 | 91.1 | 19,294 | 6.6 |
| Operating Profit | 39,452 |  | 48,525 |  | 9,072 | 23.0 |
| Operating Profit Margin | 13.5\% |  | 15.6\% |  | 2.1P |  |

*Amounts of less than JPY million were rounded down.
I. FY March 2008 Financial Results (Consolidated)
<Reference>

| [ ${ }^{\text {st }}$ Quarter] |  |  |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 (Apr.2007-Jun.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | $\begin{gathered} \text { Share } \\ (\%) \end{gathered}$ | Diff. | Change <br> (\%) |
| System Development \& System Application Sales | 26,698 | 39.0 | 34,397 | 44.4 | 7,699 | 28.8 |
| System Management \& Operations | 30,389 | 44.4 | 34,380 | 44.4 | 3,991 | 13.1 |
| Product Sales | 5,215 | 7.6 | 2,318 | 3.0 | $(2,897)$ | (55.5) |
| Sales | 62,303 | 91.1 | 71,096 | 91.8 | 8,793 | 14.1 |
| Operating Profit | 7,391 |  | 10,546 |  | 3,155 | 42.7 |
| Operating Profit Margin | 11.9\% | - | 14.8\% |  | 3.0P | - |


|  | 2Q FY Mar. 2007 <br> (Jul.2006-Sep.2006) |  | 2Q FY Mar. 2008 <br> (Jul.2007-Sep.2007) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| System Development \& System Application Sales | 32,436 | 41.5 | 39,640 | 45.2 | 7,204 | 22.2 |
| System Management \& Operations | 30,999 | 39.7 | 34,678 | 39.6 | 3,679 | 11.9 |
| Product Sales | 7,381 | 9.5 | 5,949 | 6.8 | $(1,431)$ | (19.4) |
| Sales | 70,816 | 90.7 | 80,269 | 91.6 | 9,452 | 13.3 |
| Operating Profit | 11,347 |  | 15,442 |  | 4,094 | 36.1 |
| Operating Profit Margin | 16.0\% |  | 19.2\% |  | 3.2P | - |

[^2]| [3 ${ }^{\text {rd }}$ Quarter] |  |  |  |  | (Unit: JPY | Y million) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar. 2007 <br> (Oct.2006-Dec.2006) |  | 3Q FY Mar. 2008 <br> (Oct.2007-Dec.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |
| System Development \& System Application Sales | 31,968 | 42.1 | 37,300 | 44.0 | 5,331 | 16.7 |
| System Management \& Operations | 31,340 | 41.3 | 34,962 | 41.3 | 3,622 | 11.6 |
| Product Sales | 4,889 | 6.4 | 4,753 | 5.6 | (136) | (2.8) |
| Sales | 68,199 | 89.8 | 77,016 | 91.0 | 8,816 | 12.9 |
| Operating Profit | 10,683 |  | 10,714 |  | 31 | 0.3 |
| Operating Profit Margin | 15.7\% |  | 13.9\% |  | (1.8P) | - |


|  | 4Q FY Mar. 2007 <br> (Jan.2007-Mar.2007) |  | 4Q FY Mar. 2008 <br> (Jan.2008-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |
| System Development \& System Application Sales | 44,598 | 44.5 | 38,838 | 42.0 | $(5,760)$ | (12.9) |
| System Management \& Operations | 33,866 | 33.8 | 36,843 | 39.8 | 2,977 | 8.8 |
| Product Sales | 12,876 | 12.9 | 7,891 | 8.5 | $(4,985)$ | (38.7) |
| Sales | 91,341 | 91.2 | 83,572 | 90.4 | $(7,768)$ | (8.5) |
| Operating Profit | 10,030 |  | 11,822 |  | 1,791 | 17.9 |
| Operating Profit Margin | 11.0\% |  | 14.1\% |  | 3.2P |  |

*Amounts of less than JPY million were rounded down.
I. FY March 2008 Financial Results (Consolidated)
(4) Order Volume and Order Backlog

| Order Volume |  |  | (Unit: JPY million) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) |  |  |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Consulting Services | 29,594 | 31,106 | 1,511 | 5.1 |
| System Development \& System Application Sales | 135,108 | 147,005 | 11,897 | 8.8 |
| System Management \& Operations | 131,146 | 151,723 | 20,576 | 15.7 |
| Product Sales | 29,329 | 20,879 | $(8,449)$ | (28.8) |
| IT Solution Services | 295,584 | 319,608 | 24,023 | 8.1 |
| Total | 325,179 | 350,714 | 25,535 | 7.9 |

Order Backlog(Outstanding)

|  | At end of FY Mar. 2007 | At end of FY Mar. 2008 | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Consulting Services | 3,054 | 3,826 | 772 | 25.3 |
| System Development \& System Application sales | 22,428 | 19,149 | $(3,279)$ | (14.6) |
| System Management \& Operations | 109,647 | 120,223 | 10,576 | 9.6 |
| IT Solution Services | 132,075 | 139,372 | 7,297 | 5.5 |
| Total | 135,129 | 143,199 | 8,069 | 6.0 |
| Order backlog In the next FY | 130,790 | 142,325 | 11,534 | 8.8 |

I. FY March 2008 Financial Results (Consolidated)
(5) Subcontracting Costs

Subcontracting Costs by segment \& Percentage in actual production

|  | FY Mar. 2007 (Apr.2006-Mar.2007) |  | FY Mar. 2008(Apr.2007-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 5,566 | 33.4 | 4,676 | 28.9 | (890) | (16.0) |
| System Development \& System Application Sales | 69,154 | 67.7 | 80,296 | 69.3 | 11,141 | 16.1 |
| System Management \& Operations | 27,603 | 31.4 | 33,624 | 34.3 | 6,020 | 21.8 |
| IT Solution Services | 96,758 | 50.9 | 113,920 | 53.3 | 17,162 | 17.7 |
| Total | 102,324 | 49.5 | 118,596 | 51.6 | 16,272 | 15.9 |
| (Subcontracting Costs to China) | 12,406 | 12.1 | 16,755 | 14.1 | 4,348 | 35.0 |

[^3]I. FY March 2008 Financial Results (Consolidated)
<Reference>

| [1 ${ }^{\text {st }}$ Quarter] | (Unit: JPY million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q FY Mar. 2007 (Apr.2006-Jun.2006) |  | 1Q FY Mar. 2008 (Apr.2007-Jun.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 834 | 25.9 | 1,059 | 28.7 | 224 | 26.9 |
| System Development <br> \& System Application Sales | 14,062 | 64.6 | 19,283 | 68.2 | 5,220 | 37.1 |
| System Management \& Operations | 6,581 | 31.5 | 7,636 | 32.4 | 1,055 | 16.0 |
| IT Solution Services | 20,643 | 48.4 | 26,919 | 52.0 | 6,276 | 30.4 |
| Total | 21,478 | 46.8 | 27,979 | 50.4 | 6,500 | 30.3 |
| (Subcontracting Costs to China) | 2,440 | 11.4 | 3,890 | 13.9 | 1,450 | 59.4 |

[2 ${ }^{\text {nd }}$ Quarter]

|  | 2Q FY Mar.2007 <br> (Jul.2006-Sep.2006) |  |  |  |  |  |  |  | 2Q FY Mar.2008 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: |
| (Jul.2007-Sep.2007) |  |  |  |  |  |  |  |  |  |  |

[^4]| [3 ${ }^{\text {rd }}$ Quarter] | (Unit: JPY million) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q FY Mar. 2007 <br> (Oct.2006-Dec.2006) |  | 3Q FY Mar. 2008 (Oct.2007-Dec.2007) |  | YoY |  |
|  | Amount | Share (\%) | Amount | Share <br> (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 1,396 | 32.6 | 1,100 | 27.2 | (296) | (21.2) |
| System Development <br> \& System Application Sales | 16,882 | 68.0 | 20,065 | 69.6 | 3,183 | 18.9 |
| System Management \& Operations | 6,861 | 32.0 | 8,568 | 34.4 | 1,706 | 24.9 |
| IT Solution Services | 23,744 | 51.3 | 28,634 | 53.3 | 4,889 | 20.6 |
| Total | 25,140 | 49.7 | 29,734 | 51.4 | 4,593 | 18.3 |
| (Subcontracting Costs to China) | 3,268 | 13.0 | 4,334 | 14.6 | 1,066 | 32.6 |


|  | 4Q FY Mar. 2007 (Jan.2007-Mar.2007) |  | 4Q FY Mar. 2008 <br> (Jan.2008-Mar.2008) |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change (\%) |
| Consulting Services | 2,086 | 40.5 | 1,511 | 32.4 | (574) | (27.5) |
| System Development \& System Application Sales | 21,204 | 69.8 | 19,859 | 70.2 | $(1,345)$ | (6.3) |
| System Management \& Operations | 7,641 | 30.7 | 9,872 | 37.2 | 2,231 | 29.2 |
| IT Solution Services | 28,845 | 52.2 | 29,732 | 54.3 | 886 | 3.1 |
| Total | 30,931 | 51.2 | 31,243 | 52.5 | 311 | 1.0 |
| (Subcontracting Costs to China) | 3,806 | 12.3 | 4,533 | 14.5 | 726 | 19.1 |

*Amounts of less than JPY million were rounded down.

## I. FY March 2008 Financial Results (Consolidated)

## (6) Cash Flow

(Unit: JPY million)

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY <br> Mar. 2008 <br> Total <br> (Apr.2007 <br> -Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Income before income taxes | 46,744 | 47,987 | 1,243 | 2.7 |
| Gain/Loss from non-operating activities | $(2,065)$ | $(2,731)$ | (665) | 32.2 |
| Extraordinary gain/loss | $(2,073)$ | $(2,037)$ | 36 | (1.8) |
| Depreciation and amortization | 19,795 | 16,517 | $(3,278)$ | (16.6) |
| Accounts receivable and other receivable, net of advance payments received | $(8,040)$ | $(10,760)$ | $(2,720)$ | 33.8 |
| Allowance | 2,801 | 1,729 | $(1,071)$ | (38.3) |
| Other | 3,067 | 2,740 | (327) | (10.7) |
| Subtotal | 60,229 | 53,445 | $(6,784)$ | (11.3) |
| Interest and dividends received | 1,642 | 2,381 | 738 | 45.0 |
| Income taxes paid | $(22,288)$ | $(24,020)$ | $(1,731)$ | 7.8 |
| Operating Activities | 39,583 | 31,806 | $(7,777)$ | (19.6) |
| Acquisition of property and equipment | $(11,685)$ | $(21,381)$ | $(9,695)$ | 83.0 |
| Increase in software and other intangibles | $(12,434)$ | $(17,485)$ | $(5,050)$ | 40.6 |
| Subtotal: Capital expenditure | $(24,120)$ | $(38,866)$ | $(14,745)$ | 61.1 |
| Increase in time deposits | $(7,641)$ | $(7,202)$ | 439 | (5.7) |
| Proceeds from time deposits | 7,203 | 6,579 | (624) | (8.7) |
| Increase in investment securities | $(31,293)$ | $(44,339)$ | $(13,045)$ | 41.7 |
| Proceeds from sales and redemption of investment securities | 44,160 | 35,665 | $(8,495)$ | (19.2) |
| Increase in long-term Loan | $(7,245)$ | - | 7,245 | (100.0) |
| Other | 359 | 237 | (121) | (33.8) |
| Investing Activities | $(18,578)$ | $(47,925)$ | $(29,347)$ | 158.0 |
| Free Cash Flow | 21,004 | $(16,119)$ | $(37,124)$ |  |
| (Free Cash Flow except <br> Cash management purpose investment) | 12,484 | $(5,617)$ | $(18,102)$ |  |
| Net repayment of long-term debt | (240) |  |  | (100.0) |
| Proceeds from issuance of convertible bond | 50,000 |  | $(50,000)$ | (100.0) |
| Purchase of treasury stock | 776 | $(14,176)$ | $(14,953)$ |  |
| Cash dividends paid | $(6,496)$ | $(9,360)$ | $(2,863)$ | 44.1 |
| Financing Activities | 44,040 | $(23,537)$ | $(67,577)$ |  |

*Amounts of less than JPY million were rounded down.
I. FY March 2008 Financial Results (Consolidated)

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change (\%) |
| Effect of exchange rate changes on Cash and cash equivalents | 56 | (672) | (729) |  |
| Net increase in Cash and cash equivalents | 65,101 | $(40,329)$ | $(05,431)$ |  |
| Cash and cash equivalents at beginning of year | 50,752 | 115,854 | 65,101 | 128.3 |
| Cash and cash equivalents at end of year | 115,854 | 75,524 | $(40,329)$ | (34.8) |
| Cash and cash equivalents + Cash Management purpose investment | 133,477 | 102,697 | $(30,779)$ | (23.1) |

Note:Cash management purpose investment are the investments to 3 months over time deposits and government bonds etc.. Cash management purpose investment (included in investing activities) are as follows.

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change (\%) |
| Increase in time deposits | $(7,641)$ | $(7,202)$ | 439 | (5.7) |
| Proceeds from time deposits | 7,203 | 6,579 | (624) | (8.7) |
| Increase in investment securities | $(30,951)$ | $(40,878)$ | $(9,927)$ | 32.1 |
| Proceeds from sales and redemption of investment securities | 39,910 | 31,000 | $(8,910)$ | (22.3) |
| (Total) <br> Cash management purpose investment | 8,520 | $(10,501)$ | $(19,021)$ | - |

[^5]I. FY March 2008 Financial Results (Consolidated)
(7) Capital Expenditure
(Unit: JPY million)

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Tangible | 17,446 | 18,872 | 1,425 | 8.2 |
| Intangible | 12,456 | 17,566 | 5,109 | 41.0 |
| Total | 29,903 | 36,438 | 6,535 | 21.9 |

(8) Depreciation and Amortization

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change (\%) |
| Tangible | 7,172 | 9,449 | 2,277 | 31.7 |
| Intangible | 12,622 | 7,067 | $(5,555)$ | (44.0) |
| Total | 19,795 | 16,517 | $(3,278)$ | (16.6) |

(9) R\&D Expenditure

|  | FY Mar. 2007 Total (Apr.2006 -Mar.2007) | FY Mar. 2008 Total (Apr.2007 -Mar.2008) | YoY |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Consulting Services | 483 | 557 | 73 | 15.2 |
| IT Solution Services | 2,380 | 4,358 | 1,977 | 83.1 |
| Total | 2,864 | 4,915 | 2,051 | 71.6 |

[^6](1) Highlights
(Unit: JPY billion)

|  | FY Mar.2008 <br> (Results) | FY <br> Mar.2009 <br> (Forecasts) |  | YoY |  |
| :--- | ---: | :---: | ---: | ---: | ---: |

II．FY March 2009 Financial Results Forecasts（Consolidated）

| 【1 ${ }^{\text {st }}$ Half】 |  |  | （Unit：JPY billion） |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY Mar． 2008 （Results） | FY Mar． 2009 （Forecasts） | Yoy |  |
|  | Amount | Amount | Diff． | Change <br> （\％） |
| Sales | 165.1 | 165.0 | （0．1） | （0．1） |
| Operating Profit | 27.4 | 23.0 | （4．4） | （16．1） |
| Net Income | 18.3 | 14.5 | （3．8） | （20．9） |
| Operating Profit Margin | 16．6\％ | 13．9\％ | （2．7P） |  |
| ［ $2^{\text {nd }}$ Half】 |  |  |  |  |
|  | FY Mar． 2008 （Results） | FY Mar． 2009 （Forecasts） | YoY |  |
|  | Amount | Amount | Diff． | Change <br> （\％） |
| Sales | 177.1 | 195.0 | 17.8 | 10.1 |
| Operating Profit | 25.2 | 30.0 | 4.7 | 18.8 |
| Net Income | 9.8 | 18.0 | 8.1 | 83.3 |
| Operating Profit Margin | 14．3\％ | 15．4\％ | 1．1P |  |

(2) Sales by sector

|  | (Unit: JPY billion) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY Mar. 2008 (Results) |  | FY Mar. 2009 (Forecasts) |  | Yoy |  |
|  | Amount | $\begin{gathered} \text { Share } \\ \text { (\%) } \\ \hline \end{gathered}$ | Amount | $\begin{gathered} \text { Share } \\ \text { (\%) } \\ \hline \end{gathered}$ | Diff. | Change <br> (\%) |
| Securities sector | 152.1 | 44.5 | 154.0 | 42.8 | 1.8 | 1.2 |
| Insurance sector | 30.8 | 9.0 | 44.0 | 12.2 | 13.1 | 42.6 |
| Banking sector | 25.4 | 7.4 | 27.0 | 7.5 | 1.5 | 6.0 |
| Other financial sector | 27.4 | 8.0 | 28.0 | 7.8 | 0.5 | 1.8 |
| Financial sector | 235.9 | 68.9 | 253.0 | 70.3 | 17.0 | 7.2 |
| Distribution sector | 44.5 | 13.0 | 45.0 | 12.5 | 0.4 | 1.0 |
| Other sector | 61.7 | 18.0 | 62.0 | 17.2 | 0.2 | 0.4 |
| Total | 342.2 | 100.0 | 360.0 | 100.0 | 17.7 | 5.2 |

II. FY March 2009 Financial Results Forecasts (Consolidated)

| 【1 ${ }^{\text {st }}$ Half】 |
| :--- |

(3) Sales by segment
(Unit: JPY billion)

|  | $\begin{aligned} & \text { FY Mar. } 2008 \\ & \text { (Results) } \\ & \hline \end{aligned}$ |  | $\begin{aligned} & \hline \text { FY Mar. } 2009 \\ & \text { (Forecasts) } \\ & \hline \end{aligned}$ |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share <br> (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 30.3 | 8.9 | 33.0 | 9.2 | 2.6 | 8.8 |
| System Development \& System Application Sales | 150.1 | 43.9 | 158.0 | 43.9 | 7.8 | 5.2 |
| System Management \& Operations | 140.8 | 41.2 | 150.0 | 41.7 | 9.1 | 6.5 |
| Product Sales | 20.9 | 6.1 | 19.0 | 5.3 | (1.9) | (9.1) |
| IT Solution Services | 311.9 | 91.1 | 327.0 | 90.8 | 15.0 | 4.8 |
| Total | 342.2 | 100.0 | 360.0 | 100.0 | 17.7 | 5.2 |


| [1 $1^{\text {st }}$ Half] |
| :--- |

[2 ${ }^{\text {nd }} \mathrm{Half}$ ]

|  | $\begin{gathered} 2^{\text {nd }} \begin{array}{c} \text { half FY Mar. } 2008 \\ \text { (Results) } \end{array} \begin{array}{c} 2^{\text {nd }} \text { half FY Mar. } 2009 \\ \text { (Forecasts) } \end{array} \\ \hline \end{gathered}$ |  |  |  | YoY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Share (\%) | Amount | Share (\%) | Diff. | Change <br> (\%) |
| Consulting Services | 16.5 | 9.3 | 18.0 | 9.2 | 1.4 | 8.7 |
| System Development \& System Application sales | 76.1 | 43.0 | 85.0 | 43.6 | 8.8 | 11.6 |
| System Management \& Operations | 71.8 | 40.5 | 78.0 | 40.0 | 6.1 | 8.6 |
| Product Sales | 12.6 | 7.1 | 14.0 | 7.2 | 1.3 | 10.7 |
| IT Solution Services | 160.5 | 90.7 | 177.0 | 90.8 | 16.4 | 10.2 |
| Total | 177.1 | 100.0 | 195.0 | 100.0 | 17.8 | 10.1 |

II. FY March 2009 Financial Results Forecasts (Consolidated)
(4) Capital Expenditure

|  | (Unit: JPY billion) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY Mar. 2008 (Results) | FY Mar. 2009 (Forecasts) | YoY |  |
|  | Amount | Amount | Diff. | Change <br> (\%) |
| Tangible | 18.8 | 16.3 | (2.5) | (13.6) |
| Intangible | 17.5 | 17.2 | (0.3) | (2.1) |
| Total | 36.4 | 33.5 | (2.9) | (8.1) |

(5) Depreciation and Amortization

(6) R\&D Expenditure

|  | FY <br> Mar.2008 <br> (Results) | FY <br> Mar.2009 <br> (Forecasts) |  | YoY |  |
| :---: | ---: | ---: | ---: | ---: | ---: |


[^0]:    *Amounts of less than JPY million were rounded down.

[^1]:    *Amounts of less than JPY million were rounded down.

[^2]:    *Amounts of less than JPY million were rounded down.

[^3]:    * Subcontracting costs to China \& Percentage in total subcontracting costs.

[^4]:    *Amounts of less than JPY million were rounded down.

[^5]:    *Amounts of less than JPY million were rounded down.

[^6]:    *Amounts of less than JPY million were rounded down.

