



2004年3月期
第3四半期連結決算補足資料

Third Quarter Consolidated Financial Summary
For the Fiscal Year ending March 31, 2004

2004年2月5日
February 5, 2004

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

注1: 四半期の数字は監査人による監査を受けておりません。

2: 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: 1. All quarterly data are unaudited and have not been reviewed by the independent auditors.
2. 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)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|--|---|----------|--------------------------|--|----------|-----------|
| | 第3四半期 | 9ヶ月累計 | 通期(計画) | 第3四半期 | 9ヶ月累計 | 通期 |
| | 3rd Q | 9 Months | Full Year (Projected) | 3rd Q | 9 Months | Full Year |
| 売上高 Total Sales | 64,798 | 181,268 | 280,500 | 65,664 | 189,434 | 288,449 |
| 対前年同期増減率 Y-Y Change (%) | -1.3% | -4.3% | -2.8% | -16.4% | -21.8% | -16.5% |
| システム System | 54,734 | 151,515 | | 55,904 | 160,528 | 249,057 |
| 対売上高構成比 % of Total Sales | 84.5% | 83.6% | | 85.1% | 84.7% | 86.3% |
| 対前年同期増減率 Y-Y Change (%) | -2.1% | -5.6% | | -20.4% | -26.3% | -20.0% |
| サポート Support | 10,063 | 29,752 | | 9,760 | 28,906 | 39,392 |
| 対売上高構成比 % of Total Sales | 15.5% | 16.4% | | 14.9% | 15.3% | 13.7% |
| 対前年同期増減率 Y-Y Change (%) | +3.1% | +2.9% | | +16.9% | +17.5% | +16.0% |
| 売上原価 Cost of Sales | 51,119 | 141,216 | 221,900 | 50,577 | 149,497 | 230,426 |
| 対売上高構成比 % of Total Sales | 78.9% | 77.9% | 79.1% | 77.0% | 78.9% | 79.9% |
| 対前年同期増減率 Y-Y Change (%) | +1.1% | -5.5% | -3.7% | -19.2% | -21.9% | -17.4% |
| 売上総利益 Gross Profit | 13,678 | 40,051 | 58,600 | 15,087 | 39,937 | 58,023 |
| 対売上高構成比 % of Total Sales | 21.1% | 22.1% | 20.9% | 23.0% | 21.1% | 20.1% |
| 対前年同期増減率 Y-Y Change (%) | -9.3% | +0.3% | +1.0% | -5.4% | -21.5% | -12.6% |
| 販売費及び一般管理費 SG&A Expenses | 9,447 | 29,548 | 40,400 | 9,140 | 30,034 | 40,385 |
| 対売上高構成比 % of Total Sales | 14.6% | 16.3% | 14.4% | 13.9% | 15.9% | 14.0% |
| 対前年同期増減率 Y-Y Change (%) | +3.4% | -1.6% | +0.0% | -15.0% | -9.8% | -9.3% |
| 営業利益 Operating Income | 4,230 | 10,503 | 18,200 | 5,947 | 9,903 | 17,637 |
| 対売上高構成比 % of Total Sales | 6.5% | 5.8% | 6.5% | 9.1% | 5.2% | 6.1% |
| 対前年同期増減率 Y-Y Change (%) | -28.9% | +6.1% | +3.2% | +14.4% | -43.7% | -19.1% |
| システム(消去前) System (before elimination) | 1,407 | 2,461 | | 3,062 | 1,541 | 6,109 |
| サポート(消去前) Support (before elimination) | 4,190 | 12,324 | | 3,954 | 11,977 | 16,700 |
| 経常利益 Ordinary Income | 4,105 | 10,141 | 17,800 | 5,781 | 9,144 | 16,401 |
| 対売上高構成比 % of Total Sales | 6.3% | 5.6% | 6.3% | 8.8% | 4.8% | 5.7% |
| 対前年同期増減率 Y-Y Change (%) | -29.0% | +10.9% | +8.5% | +17.7% | -46.2% | -20.7% |
| 税金等調整前当期純利益 Income before Income taxes | 4,233 | 10,882 | 17,400 | 5,733 | 8,570 | 15,378 |
| 対売上高構成比 % of Total Sales | 6.5% | 6.0% | 6.2% | 8.7% | 4.5% | 5.3% |
| 対前年同期増減率 Y-Y Change (%) | -26.2% | +27.0% | +13.1% | +17.5% | -51.4% | -30.8% |
| 当期純利益 Net Income | 2,303 | 5,917 | 9,700 | 3,106 | 4,260 | 7,783 |
| 対売上高構成比 % of Total Sales | 3.6% | 3.3% | 3.5% | 4.7% | 2.2% | 2.7% |
| 対前年同期増減率 Y-Y Change (%) | -25.8% | +38.9% | +24.6% | +15.0% | -56.2% | -35.6% |

2. 受注高と受注残高 Orders and Backlog

(単位:百万円 Millions of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|-------------------------|---|----------|--------------------------|--|----------|-----------|
| | 第3四半期 | 9ヶ月累計 | 通期(計画) | 第3四半期 | 9ヶ月累計 | 通期 |
| | 3rd Q | 9 Months | Full Year (Projected) | 3rd Q | 9 Months | Full Year |
| 受注高 Orders Received | 57,970 | 179,321 | 284,000 | 64,994 | 208,357 | 296,729 |
| 対前年同期増減率 Y-Y Change (%) | -10.8% | -13.9% | -4.3% | -12.1% | -17.5% | -12.5% |
| システム System | 51,121 | 148,483 | | 57,714 | 176,350 | 256,683 |
| 構成比 Share (%) | 88.2% | 82.8% | | 88.8% | 84.6% | 86.5% |
| 対前年同期増減率 Y-Y Change (%) | -11.4% | -15.8% | | -15.1% | -23.5% | -16.4% |
| サポート Support | 6,849 | 30,838 | | 7,279 | 32,007 | 40,046 |
| 構成比 Share (%) | 11.8% | 17.2% | | 11.2% | 15.4% | 13.5% |
| 対前年同期増減率 Y-Y Change (%) | -5.9% | -3.7% | | +21.4% | +46.1% | +25.6% |
| 受注残高 Backlog | 53,432 | 53,432 | | 66,021 | 66,021 | 55,378 |
| システム System | 38,196 | 38,196 | | 49,423 | 49,423 | 41,228 |
| 構成比 Share (%) | 71.5% | 71.5% | | 74.9% | 74.9% | 74.4% |
| サポート Support | 15,236 | 15,236 | | 16,597 | 16,597 | 14,150 |
| 構成比 Share (%) | 28.5% | 28.5% | | 25.1% | 25.1% | 25.6% |

3. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|---|---|-------------------|--|-------------------|-----------------|
| | 第3四半期 3rd Q | 9ヶ月累計 9 Months | 第3四半期 3rd Q | 9ヶ月累計 9 Months | 通期 Full Year |
| 通信 / 放送 Telecommunications/ Broadcasting | 19,889 | 55,592 | 18,640 | 51,522 | 74,847 |
| 構成比 % of Total Sales (%) | 30.7% | 30.7% | 28.4% | 27.2% | 25.9% |
| 対前年同期増減率 Y-Y Change (%) | +6.7% | +7.9% | -33.8% | -45.6% | -42.8% |
| 電気 Electronics | 7,264 | 20,409 | 9,926 | 25,410 | 38,576 |
| 構成比 % of Total Sales (%) | 11.2% | 11.3% | 15.1% | 13.4% | 13.4% |
| 対前年同期増減率 Y-Y Change (%) | -26.8% | -19.7% | +38.4% | +13.8% | +23.8% |
| 製造等 Manufacturing (excluding electronics) | 7,609 | 21,151 | 6,311 | 21,961 | 33,917 |
| 構成比 % of Total Sales (%) | 11.7% | 11.7% | 9.6% | 11.6% | 11.8% |
| 対前年同期増減率 Y-Y Change (%) | +20.6% | -3.7% | -18.2% | -11.8% | -1.7% |
| 情報サービス Information Services | 11,346 | 34,460 | 11,642 | 38,266 | 59,704 |
| 構成比 % of Total Sales (%) | 17.5% | 19.0% | 17.7% | 20.2% | 20.7% |
| 対前年同期増減率 Y-Y Change (%) | -2.5% | -9.9% | -21.3% | -9.9% | -3.2% |
| 公共 Public Sector | 2,809 | 8,305 | 2,356 | 9,116 | 17,793 |
| 構成比 % of Total Sales (%) | 4.3% | 4.6% | 3.6% | 4.8% | 6.2% |
| 対前年同期増減率 Y-Y Change (%) | +19.2% | -8.9% | -49.0% | -21.1% | -17.5% |
| 商業 / 運輸 Commerce/ Transportation | 819 | 2,646 | 503 | 2,245 | 6,257 |
| 構成比 % of Total Sales (%) | 1.3% | 1.5% | 0.8% | 1.2% | 2.2% |
| 対前年同期増減率 Y-Y Change (%) | +62.7% | +17.8% | -77.4% | -62.3% | -35.3% |
| 金融 / 保険 Finance/ Insurance | 5,309 | 17,054 | 5,089 | 18,602 | 31,841 |
| 構成比 % of Total Sales (%) | 8.2% | 9.4% | 7.8% | 9.8% | 11.0% |
| 対前年同期増減率 Y-Y Change (%) | +4.3% | -8.3% | -28.0% | -17.2% | +3.0% |
| その他 Others | 9,750 | 21,647 | 11,195 | 22,309 | 25,511 |
| 構成比 % of Total Sales (%) | 15.1% | 11.8% | 17.0% | 11.8% | 8.8% |
| 対前年同期増減率 Y-Y Change (%) | -12.9% | -3.0% | +65.1% | +24.5% | +2.2% |
| 合計 Total Sales | 64,798 | 181,268 | 65,664 | 189,434 | 288,449 |
| 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 (%) | -1.3% | -4.3% | -16.4% | -21.8% | -16.5% |

4. 販売費及び一般管理費内訳 SG&A Expenses

(単位:百万円 Millions of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|--------------------------------|---|-------------------|--|-------------------|-----------------|
| | 第3四半期 3rd Q | 9ヶ月累計 9 Months | 第3四半期 3rd Q | 9ヶ月累計 9 Months | 通期 Full Year |
| 販売費及び一般管理費 SG&A Expenses | 9,447 | 29,548 | 9,140 | 30,034 | 40,385 |
| 人件費 Personnel Expenses | 5,035 | 15,870 | 4,741 | 15,605 | 21,189 |
| 外部要員受入費 Outside Staff Expenses | 759 | 2,587 | 939 | 3,083 | 4,134 |
| その他 Others | 3,652 | 11,090 | 3,460 | 11,346 | 15,060 |

5. 従業員の推移 Number of Employees

(単位:人 People)

| | 2003 | | | | |
|---------------------------------|-----------------|---------------|-----------------|-----------------|------------------|
| | 3月31日 31-Mar | 4月1日 1-Apr | 6月30日 30-Jun | 9月30日 30-Sep | 12月31日 31-Dec |
| CTCグループ全従業員 CTC Group Employees | 3,403 | 3,416 | 3,408 | 3,392 | 3,383 |
| うちシステムエンジニア System Engineer | 1,340 | 1,368 | 1,375 | 1,374 | 1,379 |
| 外部要員 Outside Employees | 1,854 | 1,658 | 1,785 | 1,789 | 1,853 |
| うちシステムエンジニア System Engineer | 1,119 | 979 | 1,050 | 1,067 | 1,113 |
| CTCグループ総人員 Total | 5,257 | 5,074 | 5,193 | 5,181 | 5,236 |
| うちシステムエンジニア System Engineer | 2,459 | 2,347 | 2,425 | 2,441 | 2,492 |

6. 生産性 Productivity

(単位:千円 Thousands of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|---|---|-------------------|--|-------------------|-----------------|
| | 第3四半期 3rd Q | 9ヶ月累計 9 Months | 第3四半期 3rd Q | 9ヶ月累計 9 Months | 通期 Full Year |
| 従業員一人当たり売上高 Sales per Employee | 19,171 | 53,322 | 19,200 | 55,076 | 83,998 |
| 従業員一人当たり営業利益 Operating Income per Employee | 1,251 | 3,089 | 1,738 | 2,879 | 5,136 |

注: 期首・期末平均従業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 terms.

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

(単位:百万円 Millions of yen)

| | 2003年3月期 Fiscal Year ended March 31, 2003 | | | | 2004年3月期 Fiscal Year ending March 31, 2004 | | |
|--|--|----------------|----------------|----------------|---|----------------|----------------|
| | 第1四半期 1st Q | 第2四半期 2nd Q | 第3四半期 3rd Q | 第4四半期 4th Q | 第1四半期 1st Q | 第2四半期 2nd Q | 第3四半期 3rd Q |
| 売上高 Total Sales | 55,001 | 68,767 | 65,664 | 99,014 | 48,594 | 67,875 | 64,798 |
| 対前年同期増減率 Y-Y Change (%) | -24.5% | -24.3% | -16.4% | -3.9% | -11.6% | -1.3% | -1.3% |
| システム System | 45,962 | 58,661 | 55,904 | 88,528 | 39,132 | 57,648 | 54,734 |
| 対売上高構成比 % of Total Sales | 83.6% | 85.3% | 85.1% | 89.4% | 80.5% | 84.9% | 84.5% |
| 対前年同期増減率 Y-Y Change (%) | -29.9% | -28.4% | -20.4% | -5.5% | -14.9% | -1.7% | -2.1% |
| サポート Support | 9,039 | 10,106 | 9,760 | 10,486 | 9,461 | 10,226 | 10,063 |
| 対売上高構成比 % of Total Sales | 16.4% | 14.7% | 14.9% | 10.6% | 19.5% | 15.1% | 15.5% |
| 対前年同期増減率 Y-Y Change (%) | +23.1% | +13.4% | +16.9% | +12.0% | +4.7% | +1.2% | +3.1% |
| 売上原価 Cost of Sales | 43,250 | 55,669 | 50,577 | 80,929 | 36,592 | 53,504 | 51,119 |
| 対売上高構成比 % of Total Sales | 78.6% | 81.0% | 77.0% | 81.7% | 75.3% | 78.8% | 78.9% |
| 対前年同期増減率 Y-Y Change (%) | -25.8% | -21.0% | -19.2% | -7.6% | -15.4% | -3.9% | +1.1% |
| 売上総利益 Gross Profit | 11,751 | 13,098 | 15,087 | 18,085 | 12,002 | 14,370 | 13,678 |
| 対売上高構成比 % of Total Sales | 21.4% | 19.0% | 23.0% | 18.3% | 24.7% | 21.2% | 21.1% |
| 対前年同期増減率 Y-Y Change (%) | -19.4% | -35.7% | -5.4% | +17.0% | +2.1% | +9.7% | -9.3% |
| 販売費及び一般管理費 SG&A Expenses | 10,166 | 10,727 | 9,140 | 10,350 | 9,903 | 10,197 | 9,447 |
| 対売上高構成比 % of Total Sales | 18.5% | 15.6% | 13.9% | 10.5% | 20.4% | 15.1% | 14.6% |
| 対前年同期増減率 Y-Y Change (%) | -5.3% | -9.2% | -15.0% | -7.8% | -2.6% | -4.9% | +3.4% |
| 営業利益 Operating Income | 1,584 | 2,370 | 5,947 | 7,734 | 2,099 | 4,173 | 4,230 |
| 対売上高構成比 % of Total Sales | 2.9% | 3.4% | 9.1% | 7.8% | 4.3% | 6.1% | 6.5% |
| 対前年同期増減率 Y-Y Change (%) | -58.7% | -72.3% | +14.4% | +83.1% | +32.4% | +76.0% | -28.9% |
| システム(消去前) System (before elimination) | -169 | -1,350 | 3,062 | 4,567 | -39 | 1,093 | 1,407 |
| サポート(消去前) Support (before elimination) | 3,142 | 4,879 | 3,954 | 4,723 | 3,386 | 4,746 | 4,190 |
| 経常利益 Ordinary Income | 1,366 | 1,996 | 5,781 | 7,257 | 1,835 | 4,200 | 4,105 |
| 対売上高構成比 % of Total Sales | 2.5% | 2.9% | 8.8% | 7.3% | 3.8% | 6.2% | 6.3% |
| 対前年同期増減率 Y-Y Change (%) | -62.9% | -76.3% | +17.7% | +98.2% | +34.3% | +110.4% | -29.0% |
| 税金等調整前当期純利益 Income before income taxes | 1,358 | 1,479 | 5,733 | 6,807 | 1,857 | 4,791 | 4,233 |
| 対売上高構成比 % of Total Sales | 2.5% | 2.2% | 8.7% | 6.9% | 3.8% | 7.1% | 6.5% |
| 対前年同期増減率 Y-Y Change (%) | -63.2% | -83.7% | +17.5% | +48.8% | +36.8% | +223.9% | -26.2% |
| 当期純利益 Net Income | 635 | 519 | 3,106 | 3,522 | 898 | 2,715 | 2,303 |
| 対売上高構成比 % of Total Sales | 1.2% | 0.8% | 4.7% | 3.6% | 1.8% | 4.0% | 3.6% |
| 対前年同期増減率 Y-Y Change (%) | -68.7% | -89.6% | +15.0% | +48.7% | +41.5% | +422.9% | -25.8% |

2. 受注高と受注残高 Orders and Backlog

(単位:百万円 Millions of yen)

| | 2003年3月期 Fiscal Year ended March 31, 2003 | | | | 2004年3月期 Fiscal Year ending March 31, 2004 | | |
|-------------------------|--|----------------|----------------|----------------|---|----------------|----------------|
| | 第1四半期 1st Q | 第2四半期 2nd Q | 第3四半期 3rd Q | 第4四半期 4th Q | 第1四半期 1st Q | 第2四半期 2nd Q | 第3四半期 3rd Q |
| 受注高 Orders Received | 67,695 | 75,667 | 64,994 | 88,372 | 56,149 | 65,201 | 57,970 |
| 対前年同期増減率 Y-Y Change (%) | -16.7% | -22.3% | -12.1% | +2.2% | -17.1% | -13.8% | -10.8% |
| システム System | 52,253 | 66,382 | 57,714 | 80,333 | 40,336 | 57,025 | 51,121 |
| 構成比 Share (%) | 77.2% | 87.7% | 88.8% | 90.9% | 71.8% | 87.5% | 88.2% |
| 対前年同期増減率 Y-Y Change (%) | -30.7% | -23.9% | -15.1% | +5.0% | -22.8% | -14.1% | -11.4% |
| サポート Support | 15,442 | 9,284 | 7,279 | 8,038 | 15,813 | 8,176 | 6,849 |
| 構成比 Share (%) | 22.8% | 12.3% | 11.2% | 9.1% | 28.2% | 12.5% | 11.8% |
| 対前年同期増減率 Y-Y Change (%) | +166.5% | -8.2% | +21.4% | -19.5% | +2.4% | -11.9% | -5.9% |
| 受注残高 Backlog | 59,792 | 66,692 | 66,021 | 55,378 | 62,933 | 60,259 | 53,432 |
| システム System | 39,892 | 47,614 | 49,423 | 41,228 | 42,432 | 41,808 | 38,196 |
| 構成比 Share (%) | 66.7% | 71.4% | 74.9% | 74.4% | 67.4% | 69.4% | 71.5% |
| サポート Support | 19,899 | 19,077 | 16,597 | 14,150 | 20,501 | 18,450 | 15,236 |
| 構成比 Share (%) | 33.3% | 28.6% | 25.1% | 25.6% | 32.6% | 30.6% | 28.5% |

3. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

| | 2003年3月期 Fiscal Year ended March 31, 2003 | | | | 2004年3月期 Fiscal Year ending March 31, 2004 | | |
|---|--|----------------|----------------|----------------|---|----------------|----------------|
| | 第1四半期 1st Q | 第2四半期 2nd Q | 第3四半期 3rd Q | 第4四半期 4th Q | 第1四半期 1st Q | 第2四半期 2nd Q | 第3四半期 3rd Q |
| 通信 / 放送 Telecommunications/ Broadcasting | 16,290 | 16,591 | 18,640 | 23,325 | 12,603 | 23,099 | 19,889 |
| 構成比 % of Total Sales (%) | 29.6% | 24.1% | 28.4% | 23.6% | 25.9% | 34.0% | 30.7% |
| 対前年同期増減率 Y-Y Change (%) | -40.0% | -57.8% | -33.8% | -35.4% | -22.6% | +39.2% | +6.7% |
| 電気 Electronics | 5,708 | 9,775 | 9,926 | 13,165 | 5,558 | 7,586 | 7,264 |
| 構成比 % of Total Sales (%) | 10.4% | 14.2% | 15.1% | 13.3% | 11.4% | 11.2% | 11.2% |
| 対前年同期増減率 Y-Y Change (%) | -21.2% | +23.5% | +38.4% | +48.9% | -2.6% | -22.4% | -26.8% |
| 製造等 Manufacturing (excluding electronics) | 7,092 | 8,557 | 6,311 | 11,955 | 5,668 | 7,873 | 7,609 |
| 構成比 % of Total Sales (%) | 12.9% | 12.4% | 9.6% | 12.1% | 11.7% | 11.6% | 11.7% |
| 対前年同期増減率 Y-Y Change (%) | -10.4% | -7.7% | -18.2% | +24.5% | -20.1% | -8.0% | +20.6% |
| 情報サービス Information Services | 11,340 | 15,282 | 11,642 | 21,438 | 9,427 | 13,687 | 11,346 |
| 構成比 % of Total Sales (%) | 20.6% | 22.2% | 17.7% | 21.6% | 19.4% | 20.2% | 17.5% |
| 対前年同期増減率 Y-Y Change (%) | -14.2% | +5.6% | -21.3% | +11.5% | -16.9% | -10.4% | -2.5% |
| 公共 Public Sector | 2,941 | 3,818 | 2,356 | 8,676 | 2,317 | 3,178 | 2,809 |
| 構成比 % of Total Sales (%) | 5.3% | 5.6% | 3.6% | 8.8% | 4.8% | 4.7% | 4.3% |
| 対前年同期増減率 Y-Y Change (%) | -8.2% | +2.2% | -49.0% | -13.4% | -21.2% | -16.8% | +19.2% |
| 商業 / 運輸 Commerce/ Transportation | 666 | 1,075 | 503 | 4,011 | 715 | 1,111 | 819 |
| 構成比 % of Total Sales (%) | 1.2% | 1.6% | 0.8% | 4.0% | 1.5% | 1.6% | 1.3% |
| 対前年同期増減率 Y-Y Change (%) | -74.4% | -4.2% | -77.4% | +7.7% | +7.3% | +3.3% | +62.7% |
| 金融 / 保険 Finance/ Insurance | 5,245 | 8,267 | 5,089 | 13,238 | 5,008 | 6,736 | 5,309 |
| 構成比 % of Total Sales (%) | 9.5% | 12.0% | 7.8% | 13.4% | 10.3% | 9.9% | 8.2% |
| 対前年同期増減率 Y-Y Change (%) | -20.3% | -6.3% | -28.0% | +56.8% | -4.5% | -18.5% | +4.3% |
| その他 Others | 5,715 | 5,398 | 11,195 | 3,202 | 7,295 | 4,600 | 9,750 |
| 構成比 % of Total Sales (%) | 10.5% | 7.9% | 17.0% | 3.2% | 15.0% | 6.8% | 15.1% |
| 対前年同期増減率 Y-Y Change (%) | +15.3% | -12.6% | +65.1% | -54.5% | +27.7% | -14.8% | -12.9% |
| 合計 Total Sales | 55,001 | 68,767 | 65,664 | 99,014 | 48,594 | 67,875 | 64,798 |
| 構成比 % of Total Sales (%) | 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 (%) | -24.5% | -24.3% | -16.4% | -3.9% | -11.6% | -1.3% | -1.3% |

<参考2> 単体情報 Nonconsolidated Information

1. 単体業績概況 Nonconsolidated Operating Results

(単位:百万円 Millions of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|--|---|----------|--------------------------|--|----------|-----------|
| | 第3四半期 | 9ヶ月累計 | 通期(計画) | 第3四半期 | 9ヶ月累計 | 通期 |
| | 3rd Q | 9 Months | Full Year (Projected) | 3rd Q | 9 Months | Full Year |
| 売上高 Total Sales | 60,421 | 166,249 | 248,500 | 59,833 | 169,745 | 254,445 |
| 対前年同期増減率 Y-Y Change (%) | +1.0% | -2.1% | -2.3% | -16.0% | -22.0% | -18.3% |
| システム System | 52,158 | 141,771 | | 51,676 | 145,960 | 222,127 |
| 対売上高構成比 % of Total Sales | 86.3% | 85.3% | | 86.4% | 86.0% | 87.3% |
| 対前年同期増減率 Y-Y Change (%) | +0.9% | -2.9% | | -19.6% | -26.1% | -21.8% |
| サポート Support | 8,262 | 24,477 | | 8,157 | 23,785 | 32,317 |
| 対売上高構成比 % of Total Sales | 13.7% | 14.7% | | 13.6% | 14.0% | 12.7% |
| 対前年同期増減率 Y-Y Change (%) | +1.3% | +2.9% | | +17.2% | +19.2% | +17.7% |
| 売上原価 Cost of Sales | 50,814 | 138,529 | 208,200 | 49,124 | 143,162 | 215,714 |
| 対売上高構成比 % of Total Sales | 84.1% | 83.3% | 83.8% | 82.1% | 84.3% | 84.8% |
| 対前年同期増減率 Y-Y Change (%) | +3.4% | -3.2% | -3.5% | -17.9% | -20.6% | -18.2% |
| 売上総利益 Gross Profit | 9,606 | 27,719 | 40,300 | 10,709 | 26,583 | 38,730 |
| 対売上高構成比 % of Total Sales | 15.9% | 16.7% | 16.2% | 17.9% | 15.7% | 15.2% |
| 対前年同期増減率 Y-Y Change (%) | -10.3% | +4.3% | +4.1% | -6.3% | -28.5% | -19.0% |
| 販売費および一般管理費 SG&A Expenses | 7,783 | 24,037 | 32,100 | 7,244 | 24,082 | 32,605 |
| 対売上高構成比 % of Total Sales | 12.9% | 14.5% | 12.9% | 12.1% | 14.2% | 12.8% |
| 対前年同期増減率 Y-Y Change (%) | +7.4% | -0.2% | -1.6% | -14.5% | -11.2% | -11.0% |
| 営業利益 Operating Income | 1,823 | 3,682 | 8,200 | 3,465 | 2,500 | 6,125 |
| 対売上高構成比 % of Total Sales | 3.0% | 2.2% | 3.3% | 5.8% | 1.5% | 2.4% |
| 対前年同期増減率 Y-Y Change (%) | -47.4% | +47.3% | +33.9% | +17.2% | -75.1% | -45.2% |
| 経常利益 Ordinary Income | 2,058 | 8,398 | 13,200 | 3,831 | 7,336 | 11,105 |
| 対売上高構成比 % of Total Sales | 3.4% | 5.1% | 5.3% | 6.4% | 4.3% | 4.4% |
| 対前年同期増減率 Y-Y Change (%) | -46.3% | +14.5% | 18.9% | +33.7% | -46.9% | -27.0% |
| 税金等調整前当期純利益 Income before Income taxes | 2,179 | 9,336 | 12,800 | 3,787 | 6,673 | 9,750 |
| 対売上高構成比 % of Total Sales | 3.6% | 5.6% | 5.2% | 6.3% | 3.9% | 3.8% |
| 対前年同期増減率 Y-Y Change (%) | -42.5% | +39.9% | +31.3% | +39.2% | -53.6% | -41.7% |
| 当期純利益 Net Income | 1,215 | 6,917 | 8,900 | 2,172 | 5,385 | 7,017 |
| 対売上高構成比 % of Total Sales | 2.0% | 4.2% | 3.6% | 3.6% | 3.2% | 2.8% |
| 対前年同期増減率 Y-Y Change (%) | -44.0% | +28.4% | +26.8% | +37.6% | -44.5% | -36.3% |

注)前連結会計年度まで連結子会社であったシーティーシー・システムズ(株)は2003年4月1日付けで、シーティーシー・ファイナンスエンジニアリング(株)及びシーティーシー・アパレルシステム(株)は2003年9月1日付けで当社が吸収合併(簡易合併)しております。

2. 形態別売上高(ハード/ソフト/サービス) Sales Breakdown by Hardware/ Software/ Services

(単位:百万円 Millions of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|--------------------------------------|--|----------|--|----------|-----------|
| | 第3四半期 | 9ヶ月累計 | 第3四半期 | 9ヶ月累計 | 通期 |
| | 3rd Q | 9 Months | 3rd Q | 9 Months | Full Year |
| ハードウェア Hardware | 26,622 | 77,081 | 27,996 | 84,709 | 132,494 |
| サーバ Servers | 7,789 | 24,712 | 10,618 | 29,543 | 46,043 |
| ネットワーク Network | 9,085 | 28,199 | 6,560 | 23,459 | 35,412 |
| ストレージ Storage | 3,063 | 7,443 | 1,844 | 6,324 | 9,273 |
| その他 Others | 6,684 | 16,725 | 8,973 | 25,381 | 41,764 |
| ソフトウェア Software | 7,783 | 22,990 | 7,496 | 21,970 | 34,132 |
| データベース Database | 1,350 | 2,867 | 978 | 2,337 | 3,470 |
| その他 Others | 6,433 | 20,123 | 6,518 | 19,632 | 30,661 |
| サービス Service | 26,015 | 66,178 | 24,341 | 63,066 | 87,819 |
| 開発ソフトウェア Application Development | 5,865 | 14,596 | 4,529 | 12,311 | 19,325 |
| ハード保守 Hardware Support | 8,106 | 24,017 | 8,053 | 23,379 | 31,819 |
| ソフト保守及びソフトウェア付随サービス Software Support | 7,350 | 14,962 | 7,242 | 15,294 | 18,095 |
| その他 Others | 4,692 | 12,602 | 4,516 | 12,080 | 18,577 |
| 合計 Total | 60,421 | 166,249 | 59,833 | 169,745 | 254,445 |

3. 主要製品別売上構成 Sales Breakdown by Major Product

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | 2003年3月期 Fiscal Year ended March 31, 2003 | | |
|-------------------------------|--|----------|--|----------|-----------|
| | 第3四半期 | 9ヶ月累計 | 第3四半期 | 9ヶ月累計 | 通期 |
| | 3rd Q | 9 Months | 3rd Q | 9 Months | Full Year |
| サン・マイクロシステムズ Sun Microsystems | 10.7% | 12.2% | 14.3% | 14.9% | 15.4% |
| シスコシステムズ Cisco Systems | 14.1% | 13.5% | 9.9% | 12.0% | 12.2% |
| オラクル Oracle | 3.7% | 3.3% | 5.0% | 4.0% | 3.2% |
| その他 Others | 71.5% | 71.0% | 70.8% | 69.1% | 69.2% |
| 合計 Total | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

4. 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

(単位:百万円 Millions of yen)

| | 2004年3月期 Fiscal Year ending March 31, 2004 | | | | | | | |
|--|---|--------|----------------|--------|----------------|--------|-------------------|--------|
| | 第1四半期 1st Q | | 第2四半期 2nd Q | | 第3四半期 3rd Q | | 9ヶ月累計 9 months | |
| 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% | 77,081 | 46.4% |
| 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% | 24,712 | 14.9% |
| 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% | 28,199 | 17.0% |
| 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% | 7,443 | 4.5% |
| 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% | 16,725 | 10.0% |
| 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% | 22,990 | 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% | 2,867 | 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% | 20,123 | 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% | 66,178 | 39.8% |
| 開発ソフトウェア Application Development /対売上高構成比 % of Total Sales (%) | 1,536 | 3.5% | 7,194 | 11.6% | 5,865 | 9.7% | 14,596 | 8.8% |
| ハード保守 Hardware Support /対売上高構成比 % of Total Sales (%) | 7,201 | 16.5% | 8,709 | 14.0% | 8,106 | 13.4% | 24,017 | 14.4% |
| ソフト保守及びソフトウェア付随サービス Software Support /対売上高構成比 % of Total Sales (%) | 5,891 | 13.5% | 1,720 | 2.8% | 7,350 | 12.2% | 14,962 | 9.0% |
| 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% | 12,602 | 7.6% |
| 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% | 166,249 | 100.0% |

| | 2003年3月期 Fiscal Year ended March 31, 2003 | | | | | | | | | |
|--|--|--------|----------------|--------|----------------|--------|----------------|--------|-----------------|--------|
| | 第1四半期 1st Q | | 第2四半期 2nd Q | | 第3四半期 3rd Q | | 第4四半期 4th Q | | 通期 Full Year | |
| ハードウェア Hardware /対売上高構成比 % of Total Sales (%) | 22,829 | 46.3% | 33,883 | 56.0% | 27,996 | 46.8% | 47,784 | 56.4% | 132,494 | 52.1% |
| サーバ Servers /対売上高構成比 % of Total Sales (%) | 7,401 | 15.0% | 11,523 | 19.0% | 10,618 | 17.7% | 16,499 | 19.5% | 46,043 | 18.1% |
| ネットワーク Network /対売上高構成比 % of Total Sales (%) | 7,264 | 14.7% | 9,634 | 15.9% | 6,560 | 11.0% | 11,953 | 14.1% | 35,412 | 13.9% |
| ストレージ Storage /対売上高構成比 % of Total Sales (%) | 1,959 | 4.0% | 2,520 | 4.2% | 1,844 | 3.1% | 2,949 | 3.5% | 9,273 | 3.6% |
| その他 Others /対売上高構成比 % of Total Sales (%) | 6,203 | 12.6% | 10,205 | 16.9% | 8,973 | 15.0% | 16,382 | 19.3% | 41,764 | 16.5% |
| ソフトウェア Software /対売上高構成比 % of Total Sales (%) | 7,810 | 15.8% | 6,664 | 11.0% | 7,496 | 12.5% | 12,161 | 14.4% | 34,132 | 13.4% |
| データベース Database /対売上高構成比 % of Total Sales (%) | 667 | 1.4% | 692 | 1.1% | 978 | 1.6% | 1,132 | 1.3% | 3,470 | 1.4% |
| その他 Others /対売上高構成比 % of Total Sales (%) | 7,142 | 14.4% | 5,971 | 9.9% | 6,518 | 10.9% | 11,029 | 13.1% | 30,661 | 12.0% |
| サービス Service /対売上高構成比 % of Total Sales (%) | 18,722 | 37.9% | 20,002 | 33.0% | 24,341 | 40.7% | 24,752 | 29.2% | 87,819 | 34.5% |
| 開発ソフトウェア Application Development /対売上高構成比 % of Total Sales (%) | 2,593 | 5.3% | 5,189 | 8.6% | 4,529 | 7.6% | 7,013 | 8.3% | 19,325 | 7.6% |
| ハード保守 Hardware Support /対売上高構成比 % of Total Sales (%) | 6,850 | 13.9% | 8,476 | 14.0% | 8,053 | 13.5% | 8,440 | 10.0% | 31,819 | 12.5% |
| ソフト保守及びソフトウェア付随サービス Software Support /対売上高構成比 % of Total Sales (%) | 5,952 | 12.1% | 2,099 | 3.5% | 7,242 | 12.1% | 2,801 | 3.3% | 18,095 | 7.1% |
| その他 Others /対売上高構成比 % of Total Sales (%) | 3,327 | 6.6% | 4,236 | 6.9% | 4,516 | 7.5% | 6,496 | 7.6% | 18,577 | 7.3% |
| 合計 Total /対売上高構成比 % of Total Sales (%) | 49,362 | 100.0% | 60,549 | 100.0% | 59,833 | 100.0% | 84,699 | 100.0% | 254,445 | 100.0% |