



**2010年3月期  
第2四半期連結決算補足資料**

**First Half Consolidated Financial Summary  
For the fiscal year ending March 31, 2010**

**(April 1, 2009 – September 30, 2009)**

**2009年11月12日  
November 12, 2009**

**伊藤忠テクノソリューションズ株式会社  
ITOCHU Techno-Solutions 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.

# I. 連結情報 Consolidated Information

## 1. 業績概況 Operating Results

(単位:百万円 Millions of yen)

|  | 2009年3月期<br>Fiscal year ended March 31, 2009 |                |                |                 | 2010年3月期<br>Fiscal year ending March 31, 2010 |                |                |                                    |
|--|--|----------------|----------------|-----------------|---|----------------|----------------|------------------------------------|
|  | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 上期<br>1st Half | 通期<br>Full Year | 第1四半期<br>1st Q                                | 第2四半期<br>2nd Q | 上期<br>1st Half | 通期(計画)<br>Full Year<br>(Projected) |
| 売上高 Total Sales                        | 58,594                                       | 73,032         | 131,626        | 307,254         | 59,691  | 71,342         | 131,034        | 292,000                            |
| 対前年同期増減率 Y-Y Change (%)                | -4.2%  | -7.7%          | -6.2%          | -3.8%           | +1.9%   | -2.3%          | -0.4%          | -5.0%                              |
| システム System                            | 41,363                                       | 54,770         | 96,133         | 234,227         | 41,925  | 53,117         | 95,043         | —                                  |
| 対売上高構成比 % of Total Sales               | 70.6%  | 75.0%          | 73.0%          | 76.2%           | 70.2%   | 74.5%          | 72.5%          | —                                  |
| 対前年同期増減率 Y-Y Change (%)                | -4.9%  | -9.5%          | -7.6%          | -5.0%           | +1.4%   | -3.0%          | -1.1%          | —                                  |
| サポート Support                           | 17,230                                       | 18,261         | 35,492         | 73,026          | 17,765  | 18,224         | 35,990         | —                                  |
| 対売上高構成比 % of Total Sales               | 29.4%  | 25.0%          | 27.0%          | 23.8%           | 29.8%   | 25.5%          | 27.5%          | —                                  |
| 対前年同期増減率 Y-Y Change (%)                | -2.4%  | -2.0%          | -2.2%          | +0.6%           | +3.1%   | -0.2%          | +1.4%          | —                                  |
| 売上原価 Cost of Sales                     | 43,697                                       | 55,247         | 98,945         | 226,970         | 44,546  | 53,238         | 97,785         | 215,200                            |
| 対売上高構成比 % of Total Sales               | 74.6%  | 75.6%          | 75.2%          | 73.9%           | 74.6%   | 74.6%          | 74.6%          | 73.7%                              |
| 対前年同期増減率 Y-Y Change (%)                | -5.4%  | -5.9%          | -5.7%          | -5.0%           | +1.9%   | -3.6%          | -1.2%          | -5.2%                              |
| 売上総利益 Gross Profit                     | 14,896                                       | 17,784         | 32,680         | 80,284          | 15,144  | 18,104         | 33,249         | 76,800                             |
| 対売上高構成比 % of Total Sales               | 25.4%  | 24.4%          | 24.8%          | 26.1%           | 25.4%   | 25.4%          | 25.4%          | 26.3%                              |
| 対前年同期増減率 Y-Y Change (%)                | -0.4%  | -12.8%         | -7.6%          | -0.2%           | +1.7%   | +1.8%          | +1.7%          | -4.3%                              |
| 販売費及び一般管理費 SG&A Expenses               | 14,754                                       | 15,118         | 29,873         | 58,596          | 14,214  | 13,688         | 27,899         | 55,800                             |
| 対売上高構成比 % of Total Sales               | 25.2%  | 20.8%          | 22.7%          | 19.0%           | 23.8%   | 19.2%          | 21.3%          | 19.1%                              |
| 対前年同期増減率 Y-Y Change (%)                | +4.9%  | +12.8%         | +8.8%          | +5.8%           | -3.7%   | -9.5%          | -6.6%          | -4.8%                              |
| 営業利益 Operating Income                  | 141  | 2,665          | 2,806          | 21,687          | 929   | 4,415          | 5,349          | 21,000                             |
| 対売上高構成比 % of Total Sales               | 0.2%   | 3.6%           | 2.1%           | 7.1%            | 1.6%  | 6.2%           | 4.1%           | 7.2%                               |
| 対前年同期増減率 Y-Y Change (%)                | -84.2%                                       | -62.0%         | -64.5%         | -13.3%          | +558.3%                                       | +65.6%         | +90.6%         | -3.2%                              |
| システム(消去前) System (before elimination)  | -1,659                                       | 1,065          | -593           | 10,154          | -1,225  | 1,703          | 478            | —                                  |
| サポート(消去前) Support (before elimination) | 5,193  | 5,008          | 10,202         | 24,611          | 5,157   | 5,612          | 10,769         | —                                  |
| 経常利益 Ordinary Income                   | 290  | 2,815          | 3,106          | 22,026          | 860   | 4,352          | 5,217          | 21,000                             |
| 対売上高構成比 % of Total Sales               | 0.5%   | 3.9%           | 2.4%           | 7.2%            | 1.4%  | 6.1%           | 4.0%           | 7.2%                               |
| 対前年同期増減率 Y-Y Change (%)                | -72.2%                                       | -61.5%         | -62.8%         | -15.5%          | +196.6%                                       | +54.5%         | +68.0%         | -4.7%                              |
| 税金等調整前当期純利益 Income before Income Taxes | 367  | 2,256          | 2,623          | 21,509          | 843   | 4,166          | 5,010          | —                                  |
| 対売上高構成比 % of Total Sales               | 0.6%   | 3.1%           | 2.0%           | 7.0%            | 1.4%  | 5.8%           | 3.8%           | —                                  |
| 対前年同期増減率 Y-Y Change (%)                | -73.4%                                       | -67.0%         | -68.1%         | -14.9%          | +129.8%                                       | +84.7%         | +91.0%         | —                                  |
| 当期純利益 Net Income                       | 176  | 1,159          | 1,336          | 12,936          | 353   | 2,322          | 2,676          | 12,000                             |
| 対売上高構成比 % of Total Sales               | 0.3%   | 1.6%           | 1.0%           | 4.2%            | 0.6%  | 3.3%           | 2.0%           | 4.1%                               |
| 対前年同期増減率 Y-Y Change (%)                | -77.4%                                       | -69.9%         | -71.1%         | -16.1%          | +99.9%  | +100.3%        | +100.3%        | -7.2%                              |

※ 2010年3月期(通期)の連結業績予想を修正しております。

※ We revised forecasts of consolidated financial results for the fiscal year ending March 31, 2010.

※ 各四半期毎の数値の合計額は、表示上の組替により累計数値と一致しない場合があります。

※ The total amounts of quarterly figures may not be equal to accumulate figures due to accounting adjustment.

## 2. 受注高と受注残高 Orders Received and Backlog

(単位:百万円 Millions of yen)

|                         | 2010年3月期<br>Fiscal year ending March 31,2010 |                |                |                                    |
|-------------------------|--|----------------|----------------|------------------------------------|
|                         | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 上期<br>1st Half | 通期(計画)<br>Full Year<br>(Projected) |
| 受注高 Orders Received     | 59,328                                       | 64,043         | 123,372        | 296,000                            |
| 対前年同期増減率 Y-Y Change (%) | -22.9%                                       | -20.8%         | -21.8%         | -6.6%                              |
| システム System             | 41,602                                       | 51,184         | 92,787         | —                                  |
| 構成比 Share (%)           | 70.1%  | 79.9%          | 75.2%          | —                                  |
| 対前年同期増減率 Y-Y Change (%) | -25.4%                                       | -25.1%         | -25.2%         | —                                  |
| サポート Support            | 17,725                                       | 12,859         | 30,584         | —                                  |
| 構成比 Share (%)           | 29.9%  | 20.1%          | 24.8%          | —                                  |
| 対前年同期増減率 Y-Y Change (%) | -16.2%                                       | +2.6%          | -9.2%          | —                                  |
| 受注残高 Backlog            | 134,610                                      | 127,311        | 127,311        | —                                  |
| システム System             | 87,667                                       | 85,734         | 85,734         | —                                  |
| 構成比 Share (%)           | 65.1%  | 67.3%          | 67.3%          | —                                  |
| サポート Support            | 46,943                                       | 41,577         | 41,577         | —                                  |
| 構成比 Share (%)           | 34.9%  | 32.7%          | 32.7%          | —                                  |

※ 2010年3月期(通期)の連結業績予想を修正しております。

※ We revised forecasts of consolidated financial results for the fiscal year ending March 31,2010.

(単位:百万円 Millions of yen)

|                         | 2009年3月期<br>Fiscal year ended March 31,2009 |                |                |                |                |                 |
|-------------------------|---|----------------|----------------|----------------|----------------|-----------------|
|                         | 第1四半期<br>1st Q                              | 第2四半期<br>2nd Q | 上期<br>1st Half | 第3四半期<br>3rd Q | 第4四半期<br>4th Q | 通期<br>Full Year |
| 受注高 Orders Received     | 76,906                                      | 80,868         | 157,774        | 68,120         | 90,857         | 316,751         |
| 対前年同期増減率 Y-Y Change (%) | -3.9%                                       | -0.9%          | -2.4%          | -14.0%         | -13.5%         | -8.4%           |
| システム System             | 55,760                                      | 68,329         | 124,090        | 55,409         | 63,418         | 242,918         |
| 構成比 Share (%)           | 72.5%                                       | 84.5%          | 78.7%          | 81.3%          | 69.8%          | 76.7%           |
| 対前年同期増減率 Y-Y Change (%) | +8.4%                                       | +0.5%          | +3.9%          | -15.8%         | -8.5%          | -4.5%           |
| サポート Support            | 21,145                                      | 12,538         | 33,684         | 12,710         | 27,438         | 73,832          |
| 構成比 Share (%)           | 27.5%                                       | 15.5%          | 21.3%          | 18.7%          | 30.2%          | 23.3%           |
| 対前年同期増減率 Y-Y Change (%) | -26.0%                                      | -8.0%          | -20.2%         | -5.0%          | -23.4%         | -19.2%          |
| 受注残高 Backlog            | 143,788                                     | 151,624        | 151,624        | 149,056        | 134,973        | 134,973         |
| システム System             | 93,695                                      | 107,255        | 107,255        | 109,884        | 87,990         | 87,990          |
| 構成比 Share (%)           | 65.2%                                       | 70.7%          | 70.7%          | 73.7%          | 65.2%          | 65.2%           |
| サポート Support            | 50,092                                      | 44,369         | 44,369         | 39,172         | 46,983         | 46,983          |
| 構成比 Share (%)           | 34.8%                                       | 29.3%          | 29.3%          | 26.3%          | 34.8%          | 34.8%           |

### 3. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

|   | 2009年3月期<br>Fiscal year ended March 31, 2009 |        |          |           | 2010年3月期<br>Fiscal year ending March 31, 2010 |         |          |
|---|--|--------|----------|-----------|---|---------|----------|
|   | 第1四半期  | 第2四半期  | 上期       | 通期        | 第1四半期   | 第2四半期   | 上期       |
|   | 1st Q  | 2nd Q  | 1st Half | Full Year | 1st Q   | 2nd Q   | 1st Half |
| 通信／放送 Telecommunications/ Broadcasting    | 15,689                                       | 22,533 | 38,223   | 88,845    | 17,542  | 20,646  | 38,189   |
| 構成比 % of Total Sales (%)                  | 26.8%  | 30.8%  | 29.0%    | 28.9%     | 29.4%   | 29.0%   | 29.1%    |
| 対前年同期増減率 Y-Y Change (%)                   | -14.8%                                       | -4.2%  | -8.9%    | -9.8%     | +11.8%  | -8.4%   | -0.1%    |
| 電気 Electronics                            | 3,731  | 4,212  | 7,943    | 17,633    | 3,174   | 3,783   | 6,957    |
| 構成比 % of Total Sales (%)                  | 6.4%   | 5.8%   | 6.0%     | 5.7%      | 5.3%  | 5.3%    | 5.3%     |
| 対前年同期増減率 Y-Y Change (%)                   | -22.1%                                       | -22.0% | -22.1%   | -24.0%    | -14.9%  | -10.2%  | -12.4%   |
| 製造等 Manufacturing (excluding electronics) | 12,663                                       | 12,878 | 25,542   | 53,698    | 10,125  | 10,943  | 21,068   |
| 構成比 % of Total Sales (%)                  | 21.6%  | 17.6%  | 19.4%    | 17.5%     | 17.0%   | 15.3%   | 16.1%    |
| 対前年同期増減率 Y-Y Change (%)                   | +33.9%                                       | +4.1%  | +17.0%   | +10.2%    | -20.0%  | -15.0%  | -17.5%   |
| 情報サービス Information Services               | 12,638                                       | 16,512 | 29,150   | 66,289    | 12,473  | 13,767  | 26,241   |
| 構成比 % of Total Sales (%)                  | 21.6%  | 22.6%  | 22.2%    | 21.6%     | 20.9%   | 19.3%   | 20.0%    |
| 対前年同期増減率 Y-Y Change (%)                   | -5.1%  | -1.6%  | -3.2%    | +0.7%     | -1.3%   | -16.6%  | -10.0%   |
| 公共 Public Sector                          | 1,275  | 1,873  | 3,148    | 14,159    | 3,927   | 5,791   | 9,718    |
| 構成比 % of Total Sales (%)                  | 2.2%   | 2.6%   | 2.4%     | 4.6%      | 6.6%  | 8.1%    | 7.4%     |
| 対前年同期増減率 Y-Y Change (%)                   | +15.2%                                       | -13.1% | -3.5%    | +49.9%    | +207.9%                                       | +209.2% | +208.7%  |
| 商業／運輸 Commerce/ Transportation            | 4,127  | 4,391  | 8,518    | 22,440    | 5,198   | 5,230   | 10,428   |
| 構成比 % of Total Sales (%)                  | 7.0%   | 6.0%   | 6.5%     | 7.3%      | 8.7%  | 7.3%    | 8.0%     |
| 対前年同期増減率 Y-Y Change (%)                   | +5.7%  | -10.4% | -3.3%    | +13.5%    | +25.9%  | +19.1%  | +22.4%   |
| 金融／保険 Finance/ Insurance                  | 4,169  | 6,766  | 10,936   | 26,554    | 4,149   | 6,995   | 11,145   |
| 構成比 % of Total Sales (%)                  | 7.1%   | 9.3%   | 8.3%     | 8.7%      | 6.9%  | 9.8%    | 8.5%     |
| 対前年同期増減率 Y-Y Change (%)                   | -4.8%  | -17.6% | -13.2%   | -8.5%     | -0.5%   | +3.4%   | +1.9%    |
| その他 Others                                | 4,297  | 3,864  | 8,162    | 17,632    | 3,101   | 4,183   | 7,284    |
| 構成比 % of Total Sales (%)                  | 7.3%   | 5.3%   | 6.2%     | 5.7%      | 5.2%  | 5.9%    | 5.6%     |
| 対前年同期増減率 Y-Y Change (%)                   | -25.5%                                       | -33.3% | -29.4%   | -28.9%    | -27.8%  | +8.2%   | -10.8%   |
| 合計 Total Sales                            | 58,594                                       | 73,032 | 131,626  | 307,254   | 59,691  | 71,342  | 131,034  |
| 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 (%)                   | -4.2%  | -7.7%  | -6.2%    | -3.8%     | +1.9%   | -2.3%   | -0.4%    |

### 4. 販売費及び一般管理費内訳 SG&A Expenses

(単位:百万円 Millions of yen)

|                                     | 2009年3月期<br>Fiscal year ended March 31, 2009 |        |          |           | 2010年3月期<br>Fiscal year ending March 31, 2010 |        |          |
|-------------------------------------|--|--------|----------|-----------|---|--------|----------|
|                                     | 第1四半期  | 第2四半期  | 上期       | 通期        | 第1四半期   | 第2四半期  | 上期       |
|                                     | 1st Q  | 2nd Q  | 1st Half | Full Year | 1st Q   | 2nd Q  | 1st Half |
| 販売費及び一般管理費 SG&A Expenses            | 14,754                                       | 15,118 | 29,873   | 58,596    | 14,214  | 13,688 | 27,899   |
| 人件費 Personnel Expenses              | 8,027  | 7,708  | 15,735   | 31,104    | 7,739   | 7,413  | 15,152   |
| 委託社員受入費 Outside Staff Expenses      | 1,466  | 1,761  | 3,227    | 6,389     | 1,596   | 1,486  | 3,082    |
| 減価償却費 Depreciation and amortization | 448  | 723    | 1,172    | 2,594     | 584   | 628    | 1,212    |
| その他 Others                          | 4,812  | 4,925  | 9,738    | 18,508    | 4,294   | 4,161  | 8,451    |

※ 各四半期毎の数値の合計額は、表示上の組替により累計数値と一致しない場合があります。

※ The total amounts of quarterly figures may not be equal to accumulate figures due to accounting adjustment.

5. 従業員の推移 Number of Employees

(単位:人 People)

|                                 | 2009年3月期<br>Fiscal year ended March 31, 2009 |                 |                 |                 | 2010年3月期<br>Fiscal year ending March 31, 2010 |                 |                 |
|---------------------------------|--|-----------------|-----------------|-----------------|---|-----------------|-----------------|
|                                 | 4月1日<br>1-Apr                                | 6月30日<br>30-Jun | 9月30日<br>30-Sep | 3月31日<br>31-Mar | 4月1日<br>1-Apr                                 | 6月30日<br>30-Jun | 9月30日<br>30-Sep |
| CTCグループ社員 CTC Group Employees   | 6,692  | 6,691           | 6,749           | 6,812           | 7,095   | 7,093           | 7,103           |
| うちシステムエンジニア System Engineers    | 3,192  | 3,191           | 3,264           | 3,377           | 3,501   | 3,509           | 3,519           |
| うちカスタマーエンジニア Customer Engineers | 552  | 540             | 515             | 505             | 544   | 543             | 524             |
| 派遣社員 Outside Staff              | 4,136  | 4,247           | 4,360           | 4,346           | 3,947   | 3,960           | 3,874           |
| うちシステムエンジニア System Engineers    | 2,379  | 2,412           | 2,449           | 2,553           | 2,203   | 2,214           | 2,183           |
| うちカスタマーエンジニア Customer Engineers | 142  | 153             | 146             | 142             | 130   | 127             | 133             |
| CTCグループ全従業員 Total               | 10,828                                       | 10,938          | 11,109          | 11,158          | 11,042  | 11,053          | 10,977          |
| うちシステムエンジニア System Engineers    | 5,571  | 5,603           | 5,713           | 5,930           | 5,704   | 5,723           | 5,702           |
| うちカスタマーエンジニア Customer Engineers | 694  | 693             | 661             | 647             | 674   | 670             | 657             |

6. 総資産および純資産 Total Assets and Net Assets

(単位:百万円 Millions of yen)

|                         | 2009年3月期<br>Fiscal year ended March 31, 2009 |                        |                        |                        | 2010年3月期<br>Fiscal year ending March 31, 2010 |                        |
|-------------------------|--|------------------------|------------------------|------------------------|---|------------------------|
|                         | 第1四半期末<br>End of 1st Q                       | 第2四半期末<br>End of 2nd Q | 第3四半期末<br>End of 3rd Q | 第4四半期末<br>End of 4th Q | 第1四半期末<br>End of 1st Q                        | 第2四半期末<br>End of 2nd Q |
|                         | 総資産 Total Assets                             | 205,291                | 213,641                | 208,943                | 227,456                                       | 212,991                |
| 純資産 Net Assets          | 143,326                                      | 141,748                | 138,302                | 147,768                | 145,752                                       | 148,103                |
| 自己資本比率 Equity Ratio (%) | 69.6%  | 66.1%                  | 65.9%                  | 64.7%                  | 68.2%   | 68.9%                  |

7. キャッシュ・フロー Cash Flows

(単位:百万円 Millions of yen)

|  | 2009年3月期<br>Fiscal year ended March 31, 2009 |                |                |                |                |                 | 2010年3月期<br>Fiscal year ending March 31, 2010 |                |                |
|--|--|----------------|----------------|----------------|----------------|-----------------|---|----------------|----------------|
|  | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 上期<br>1st Half | 第3四半期<br>3rd Q | 第4四半期<br>4th Q | 通期<br>Full Year | 第1四半期<br>1st Q                                | 第2四半期<br>2nd Q | 上期<br>1st Half |
|  | 営業活動によるキャッシュ・フロー<br>Operating Activities     | -176           | -4,273         | -4,450         | -2,116         | 17,865          | 11,298  | 10,067         | -140           |
| 投資活動によるキャッシュ・フロー<br>Investing Activities                     | -957   | -223           | -1,181         | -2,922         | -9,703         | -13,807         | -25   | 1,127          | 1,102          |
| 財務活動によるキャッシュ・フロー<br>Financing Activities                     | -2,668                                       | -2,573         | -5,242         | -5,419         | -475           | -11,137         | -3,093  | -503           | -3,596         |
| 現金及び現金同等物の期末残高<br>Cash and Cash Equivalents at End of Period | 67,131                                       | 60,083         | 60,083         | 49,598         | 57,238         | 57,238          | 64,150  | 64,626         | 64,626         |

8. 設備投資および減価償却費 Capital Investment and Depreciation and Amortization

(単位:百万円 Millions of yen)

|                                     | 2009年3月期<br>Fiscal year ended March 31, 2009 |                |                |                |                |                 | 2010年3月期<br>Fiscal year ending March 31, 2010 |                |                |
|-------------------------------------|--|----------------|----------------|----------------|----------------|-----------------|---|----------------|----------------|
|                                     | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 上期<br>1st Half | 第3四半期<br>3rd Q | 第4四半期<br>4th Q | 通期<br>Full Year | 第1四半期<br>1st Q                                | 第2四半期<br>2nd Q | 上期<br>1st Half |
|                                     | 設備投資額 Capital Investment                     | 465            | 4,943          | 5,409          | 6,169          | 9,920           | 21,499  | 864            | 660            |
| 減価償却費 Depreciation and Amortization | 658  | 1,013          | 1,672          | 1,342          | 1,527          | 4,542           | 1,428   | 1,490          | 2,919          |

## II. 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)

|  | 2009年3月期<br>Fiscal year ended March 31, 2009 |                |                |                | 2010年3月期<br>Fiscal year ending March 31, 2010 |                |
|--|--|----------------|----------------|----------------|---|----------------|
|  | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 第3四半期<br>3rd Q | 第4四半期<br>4th Q | 第1四半期<br>1st Q                                | 第2四半期<br>2nd Q |
| 売上高 Total Sales                        | 58,594                                       | 73,032         | 70,687         | 104,940        | 59,691  | 71,342         |
| 対前年同期増減率 Y-Y Change (%)                | -4.2%  | -7.7%          | +2.9%          | -4.9%          | +1.9%   | -2.3%          |
| システム System                            | 41,363                                       | 54,770         | 52,780         | 85,313         | 41,925  | 53,117         |
| 対売上高構成比 % of Total Sales               | 70.6%  | 75.0%          | 74.7%          | 81.3%          | 70.2%   | 74.5%          |
| 対前年同期増減率 Y-Y Change (%)                | -4.9%  | -9.5%          | +4.7%          | -7.6%          | +1.4%   | -3.0%          |
| サポート Support                           | 17,230                                       | 18,261         | 17,907         | 19,626         | 17,765  | 18,224         |
| 対売上高構成比 % of Total Sales               | 29.4%  | 25.0%          | 25.3%          | 18.7%          | 29.8%   | 25.5%          |
| 対前年同期増減率 Y-Y Change (%)                | -2.4%  | -2.0%          | -2.1%          | +8.9%          | +3.1%   | -0.2%          |
| 売上原価 Cost of Sales                     | 43,697                                       | 55,247         | 52,299         | 75,725         | 44,546  | 53,238         |
| 対売上高構成比 % of Total Sales               | 74.6%  | 75.6%          | 74.0%          | 72.2%          | 74.6%   | 74.6%          |
| 対前年同期増減率 Y-Y Change (%)                | -5.4%  | -5.9%          | +0.0%          | -7.3%          | +1.9%   | -3.6%          |
| 売上総利益 Gross Profit                     | 14,896                                       | 17,784         | 18,388         | 29,214         | 15,144  | 18,104         |
| 対売上高構成比 % of Total Sales               | 25.4%  | 24.4%          | 26.0%          | 27.8%          | 25.4%   | 25.4%          |
| 対前年同期増減率 Y-Y Change (%)                | -0.4%  | -12.8%         | +12.1%         | +2.0%          | +1.7%   | +1.8%          |
| 販売費及び一般管理費 SG&A Expenses               | 14,754                                       | 15,118         | 14,809         | 13,912         | 14,214  | 13,688         |
| 対売上高構成比 % of Total Sales               | 25.2%  | 20.8%          | 20.9%          | 13.2%          | 23.8%   | 19.2%          |
| 対前年同期増減率 Y-Y Change (%)                | +4.9%  | +12.8%         | +4.4%          | +1.1%          | -3.7%   | -9.5%          |
| 営業利益 Operating Income                  | 141  | 2,665          | 3,578          | 15,302         | 929   | 4,415          |
| 対売上高構成比 % of Total Sales               | 0.2%   | 3.6%           | 5.1%           | 14.6%          | 1.6%  | 6.2%           |
| 対前年同期増減率 Y-Y Change (%)                | -84.2%                                       | -62.0%         | +61.4%         | +2.7%          | +558.3%                                       | +65.6%         |
| システム(消去前) System (before elimination)  | -1,659                                       | 1,065          | 499            | 10,248         | -1,225  | 1,703          |
| サポート(消去前) Support (before elimination) | 5,193  | 5,008          | 5,634          | 8,774          | 5,157   | 5,612          |
| 経常利益 Ordinary Income                   | 290  | 2,815          | 3,733          | 15,182         | 860   | 4,352          |
| 対売上高構成比 % of Total Sales               | 0.5%   | 3.9%           | 5.3%           | 14.5%          | 1.4%  | 6.1%           |
| 対前年同期増減率 Y-Y Change (%)                | -72.2%                                       | -61.5%         | +38.8%         | +1.2%          | +196.6%                                       | +54.5%         |
| 税金等調整前当期純利益 Income before Income Taxes | 367  | 2,256          | 3,735          | 15,150         | 843   | 4,166          |
| 対売上高構成比 % of Total Sales               | 0.6%   | 3.1%           | 5.3%           | 14.4%          | 1.4%  | 5.8%           |
| 対前年同期増減率 Y-Y Change (%)                | -73.4%                                       | -67.0%         | +47.2%         | +4.3%          | +129.8%                                       | +84.7%         |
| 当期純利益 Net Income                       | 176  | 1,159          | 2,008          | 9,592          | 353   | 2,322          |
| 対売上高構成比 % of Total Sales               | 0.3%   | 1.6%           | 2.8%           | 9.1%           | 0.6%  | 3.3%           |
| 対前年同期増減率 Y-Y Change (%)                | -77.4%                                       | -69.9%         | +48.3%         | +1.7%          | +99.9%  | +100.3%        |

※ 各四半期毎の数値の合計額は、表示上の組替により累計数値と一致しない場合があります。

※ The total amounts of quarterly figures may not be equal to accumulate figures due to accounting adjustment.

## 2. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

|   | 2009年3月期<br>Fiscal year ended March 31, 2009 |                |                |                | 2010年3月期<br>Fiscal year ending March 31, 2010 |                |
|---|--|----------------|----------------|----------------|---|----------------|
|   | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 第3四半期<br>3rd Q | 第4四半期<br>4th Q | 第1四半期<br>1st Q                                | 第2四半期<br>2nd Q |
| 通信／放送 Telecommunications/ Broadcasting    | 15,689                                       | 22,533         | 18,464         | 32,157         | 17,542  | 20,646         |
| 構成比 % of Total Sales (%)                  | 26.8%  | 30.8%          | 26.1%          | 30.6%          | 29.4%   | 29.0%          |
| 対前年同期増減率 Y-Y Change (%)                   | -14.8%                                       | -4.2%          | -3.2%          | -14.3%         | +11.8%  | -8.4%          |
| 電気 Electronics                            | 3,731  | 4,212          | 4,157          | 5,532          | 3,174   | 3,783          |
| 構成比 % of Total Sales (%)                  | 6.4%   | 5.8%           | 5.9%           | 5.3%           | 5.3%  | 5.3%           |
| 対前年同期増減率 Y-Y Change (%)                   | -22.1%                                       | -22.0%         | -30.7%         | -21.2%         | -14.9%  | -10.2%         |
| 製造等 Manufacturing (excluding electronics) | 12,663                                       | 12,878         | 13,167         | 14,988         | 10,125  | 10,943         |
| 構成比 % of Total Sales (%)                  | 21.6%  | 17.6%          | 18.6%          | 14.3%          | 17.0%   | 15.3%          |
| 対前年同期増減率 Y-Y Change (%)                   | +33.9%                                       | +4.1%          | +26.9%         | -9.3%          | -20.0%  | -15.0%         |
| 情報サービス Information Services               | 12,638                                       | 16,512         | 16,513         | 20,625         | 12,473  | 13,767         |
| 構成比 % of Total Sales (%)                  | 21.6%  | 22.6%          | 23.4%          | 19.7%          | 20.9%   | 19.3%          |
| 対前年同期増減率 Y-Y Change (%)                   | -5.1%  | -1.6%          | +9.2%          | +0.3%          | -1.3%   | -16.6%         |
| 公共 Public Sector                          | 1,275  | 1,873          | 3,419          | 7,591          | 3,927   | 5,791          |
| 構成比 % of Total Sales (%)                  | 2.2%   | 2.6%           | 4.8%           | 7.2%           | 6.6%  | 8.1%           |
| 対前年同期増減率 Y-Y Change (%)                   | +15.2%                                       | -13.1%         | +42.7%         | +100.7%        | +207.9%                                       | +209.2%        |
| 商業／運輸 Commerce/ Transportation            | 4,127  | 4,391          | 4,585          | 9,336          | 5,198   | 5,230          |
| 構成比 % of Total Sales (%)                  | 7.0%   | 6.0%           | 6.5%           | 8.9%           | 8.7%  | 7.3%           |
| 対前年同期増減率 Y-Y Change (%)                   | +5.7%  | -10.4%         | +5.1%          | +41.2%         | +25.9%  | +19.1%         |
| 金融／保険 Finance/ Insurance                  | 4,169  | 6,766          | 6,308          | 9,309          | 4,149   | 6,995          |
| 構成比 % of Total Sales (%)                  | 7.1%   | 9.3%           | 8.9%           | 8.9%           | 6.9%  | 9.8%           |
| 対前年同期増減率 Y-Y Change (%)                   | -4.8%  | -17.6%         | +16.6%         | -15.4%         | -0.5%   | +3.4%          |
| その他 Others                                | 4,297  | 3,864          | 4,071          | 5,399          | 3,101   | 4,183          |
| 構成比 % of Total Sales (%)                  | 7.3%   | 5.3%           | 5.8%           | 5.1%           | 5.2%  | 5.9%           |
| 対前年同期増減率 Y-Y Change (%)                   | -25.5%                                       | -33.3%         | -31.8%         | -25.9%         | -27.8%  | +8.2%          |
| 合計 Total Sales                            | 58,594                                       | 73,032         | 70,687         | 104,940        | 59,691  | 71,342         |
| 構成比 % of Total Sales (%)                  | 100.0%                                       | 100.0%         | 100.0%         | 100.0%         | 100.0%  | 100.0%         |
| 対前年同期増減率 Y-Y Change (%)                   | -4.2%  | -7.7%          | +2.9%          | -4.9%          | +1.9%   | -2.3%          |

### Ⅲ. 単体情報 Nonconsolidated Information

#### 1. 業績概況 Nonconsolidated Operating Results

(単位:百万円 Millions of yen)

|                                     | 2009年3月期<br>Fiscal year ended March 31, 2009 |                |                |                 | 2010年3月期<br>Fiscal year ending March 31, 2010 |                |                |
|-------------------------------------|--|----------------|----------------|-----------------|---|----------------|----------------|
|                                     | 第1四半期<br>1st Q                               | 第2四半期<br>2nd Q | 上期<br>1st Half | 通期<br>Full Year | 第1四半期<br>1st Q                                | 第2四半期<br>2nd Q | 上期<br>1st Half |
| 売上高 Total Sales                     | 53,005                                       | 67,571         | 120,576        | 283,837         | 54,329  | 66,779         | 121,109        |
| 対前年同期増減率 Y-Y Change (%)             | -4.6%  | -8.5%          | -6.8%          | -4.0%           | +2.5%   | -1.2%          | +0.4%          |
| 売上原価 Cost of Sales                  | 41,080                                       | 54,046         | 95,127         | 221,924         | 42,794  | 53,286         | 96,081         |
| 対売上高構成比 % of Total Sales            | 77.5%  | 80.0%          | 78.9%          | 78.2%           | 78.8%   | 79.8%          | 79.3%          |
| 対前年同期増減率 Y-Y Change (%)             | -4.5%  | -5.4%          | -5.0%          | -3.7%           | +4.2%   | -1.4%          | +1.0%          |
| 売上総利益 Gross Profit                  | 11,924                                       | 13,524         | 25,449         | 61,912          | 11,534  | 13,493         | 25,027         |
| 対売上高構成比 % of Total Sales            | 22.5%  | 20.0%          | 21.1%          | 21.8%           | 21.2%   | 20.2%          | 20.7%          |
| 対前年同期増減率 Y-Y Change (%)             | -5.2%  | -18.9%         | -13.0%         | -5.2%           | -3.3%   | -0.2%          | -1.7%          |
| 販売費及び一般管理費 SG&A Expenses            | 13,395                                       | 13,572         | 26,968         | 52,454          | 12,283  | 11,916         | 24,200         |
| 対売上高構成比 % of Total Sales            | 25.3%  | 20.1%          | 22.4%          | 18.5%           | 22.6%   | 17.8%          | 20.0%          |
| 対前年同期増減率 Y-Y Change (%)             | +4.4%  | +9.7%          | +7.0%          | +4.4%           | -8.3%   | -12.2%         | -10.3%         |
| 営業利益 Operating Income               | -1,471                                       | -47            | -1,518         | 9,457           | -748  | 1,576          | 827            |
| 対売上高構成比 % of Total Sales            | -2.8%  | -0.1%          | -1.3%          | 3.3%            | -1.4%   | 2.4%           | 0.7%           |
| 対前年同期増減率 Y-Y Change (%)             | —  | —              | —              | -37.1%          | +49.1%  | —              | —              |
| 経常利益 Ordinary Income                | 2,534  | 592            | 3,127          | 15,181          | 4,078   | 1,940          | 6,018          |
| 対売上高構成比 % of Total Sales            | 4.8%   | 0.9%           | 2.6%           | 5.3%            | 7.5%  | 2.9%           | 5.0%           |
| 対前年同期増減率 Y-Y Change (%)             | -40.0%                                       | -88.2%         | -66.2%         | -29.7%          | +60.9%  | +227.5%        | +92.4%         |
| 税引前当期純利益 Income before Income Taxes | 2,421  | 689            | 3,111          | 15,185          | 4,066   | 1,770          | 5,836          |
| 対売上高構成比 % of Total Sales            | 4.6%   | 1.0%           | 2.6%           | 5.4%            | 7.5%  | 2.7%           | 4.8%           |
| 対前年同期増減率 Y-Y Change (%)             | -81.7%                                       | -84.9%         | -82.5%         | -48.6%          | +67.9%  | +156.9%        | +87.6%         |
| 当期純利益 Net Income                    | 2,694  | 576            | 3,270          | 10,862          | 4,074   | 957            | 5,032          |
| 対売上高構成比 % of Total Sales            | 5.1%   | 0.9%           | 2.7%           | 3.8%            | 7.5%  | 1.4%           | 4.2%           |
| 対前年同期増減率 Y-Y Change (%)             | -79.5%                                       | -76.8%         | -79.0%         | -53.2%          | +51.2%  | +66.2%         | +53.9%         |

## 2. 形態別売上高(製品・開発ソフトウェア・サービス)四半期推移 Sales Breakdown by Product /Application Development /Service

(単位:百万円 Millions of yen)

|   | 2010年3月期<br>Fiscal year ending March 31, 2010 |        |                |        |                |        |
|---|---|--------|----------------|--------|----------------|--------|
|   | 第1四半期<br>1st Q                                |        | 第2四半期<br>2nd Q |        | 上期<br>1st Half |        |
|   |   |        |                |        |                |        |
| 製品 Product /対売上高構成比 % of Total Sales (%)                            | 15,950  | 29.4%  | 19,657         | 29.4%  | 35,608         | 29.4%  |
| ハードウェア Hardware /対売上高構成比 % of Total Sales (%)                       | 11,986  | 22.1%  | 15,964         | 23.9%  | 27,951         | 23.1%  |
| サーバ Servers /対売上高構成比 % of Total Sales (%)                           | 3,481   | 6.4%   | 3,512          | 5.3%   | 6,994          | 5.8%   |
| ネットワーク Network /対売上高構成比 % of Total Sales (%)                        | 5,521   | 10.2%  | 6,117          | 9.2%   | 11,639         | 9.6%   |
| ストレージ Storage /対売上高構成比 % of Total Sales (%)                         | 718   | 1.3%   | 1,836          | 2.8%   | 2,555          | 2.1%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                            | 2,265   | 4.2%   | 4,497          | 6.6%   | 6,762          | 5.6%   |
| ソフトウェア Software /対売上高構成比 % of Total Sales (%)                       | 3,963   | 7.3%   | 3,692          | 5.5%   | 7,656          | 6.3%   |
| データベース Database /対売上高構成比 % of Total Sales (%)                       | 411   | 0.8%   | 480            | 0.7%   | 892            | 0.7%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                            | 3,552   | 6.5%   | 3,212          | 4.8%   | 6,764          | 5.6%   |
| 開発ソフトウェア Application Development /対売上高構成比 % of Total Sales (%)      | 10,626  | 19.6%  | 17,140         | 25.7%  | 27,766         | 22.9%  |
| サービス Service /対売上高構成比 % of Total Sales (%)                          | 27,753  | 51.0%  | 29,981         | 44.9%  | 57,735         | 47.7%  |
| ハード保守 Hardware Support /対売上高構成比 % of Total Sales (%)                | 10,657  | 19.6%  | 11,217         | 16.8%  | 21,874         | 18.1%  |
| 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 (%)  | 6,314   | 11.6%  | 6,849          | 10.3%  | 13,164         | 10.9%  |
| 運用サービス・その他 Operation , Other Services /対売上高構成比 % of Total Sales (%) | 10,781  | 19.8%  | 11,914         | 17.8%  | 22,696         | 18.7%  |
| 合計 Total /対売上高構成比 % of Total Sales (%)                              | 54,329  | 100.0% | 66,779         | 100.0% | 121,109        | 100.0% |

(単位:百万円 Millions of yen)

|   | 2009年3月期<br>Fiscal year ended March 31, 2009 |        |                |        |                |        |                |        |                |        |                 |        |
|---|--|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|-----------------|--------|
|   | 第1四半期<br>1st Q                               |        | 第2四半期<br>2nd Q |        | 上期<br>1st Half |        | 第3四半期<br>3rd Q |        | 第4四半期<br>4th Q |        | 通期<br>Full Year |        |
|   |  |        |                |        |                |        |                |        |                |        |                 |        |
| 製品 Product /対売上高構成比 % of Total Sales (%)                            | 16,819                                       | 31.7%  | 23,330         | 34.5%  | 40,149         | 33.3%  | 24,502         | 37.9%  | 38,142         | 38.7%  | 102,794         | 36.2%  |
| ハードウェア Hardware /対売上高構成比 % of Total Sales (%)                       | 13,700                                       | 25.8%  | 17,948         | 26.6%  | 31,649         | 26.2%  | 18,262         | 28.2%  | 29,259         | 29.7%  | 79,171          | 27.9%  |
| サーバ Servers /対売上高構成比 % of Total Sales (%)                           | 4,619  | 8.7%   | 4,945          | 7.3%   | 9,565          | 7.9%   | 4,206          | 6.5%   | 8,972          | 9.1%   | 22,744          | 8.0%   |
| ネットワーク Network /対売上高構成比 % of Total Sales (%)                        | 5,013  | 9.5%   | 6,774          | 10.1%  | 11,788         | 9.8%   | 8,723          | 13.5%  | 12,350         | 12.5%  | 32,863          | 11.6%  |
| ストレージ Storage /対売上高構成比 % of Total Sales (%)                         | 1,184  | 2.2%   | 1,615          | 2.4%   | 2,800          | 2.3%   | 2,047          | 3.1%   | 4,232          | 4.3%   | 9,079           | 3.2%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                            | 2,883  | 5.4%   | 4,612          | 6.8%   | 7,495          | 6.2%   | 3,284          | 5.1%   | 3,703          | 3.8%   | 14,483          | 5.1%   |
| ソフトウェア Software /対売上高構成比 % of Total Sales (%)                       | 3,119  | 5.9%   | 5,381          | 8.0%   | 8,500          | 7.1%   | 6,240          | 9.7%   | 8,882          | 9.0%   | 23,623          | 8.3%   |
| データベース Database /対売上高構成比 % of Total Sales (%)                       | 378  | 0.7%   | 986            | 1.5%   | 1,364          | 1.2%   | 1,611          | 2.5%   | 1,302          | 1.3%   | 4,278           | 1.5%   |
| その他 Others /対売上高構成比 % of Total Sales (%)                            | 2,741  | 5.2%   | 4,395          | 6.5%   | 7,136          | 5.9%   | 4,629          | 7.2%   | 7,579          | 7.7%   | 19,344          | 6.8%   |
| 開発ソフトウェア Application Development /対売上高構成比 % of Total Sales (%)      | 9,705  | 18.3%  | 15,375         | 22.8%  | 25,080         | 20.8%  | 10,711         | 16.5%  | 26,544         | 26.9%  | 62,336          | 22.0%  |
| サービス Service /対売上高構成比 % of Total Sales (%)                          | 26,479                                       | 50.0%  | 28,866         | 42.7%  | 55,346         | 45.9%  | 29,502         | 45.6%  | 33,856         | 34.4%  | 118,705         | 41.8%  |
| ハード保守 Hardware Support /対売上高構成比 % of Total Sales (%)                | 10,602                                       | 20.0%  | 10,905         | 16.1%  | 21,507         | 17.8%  | 10,720         | 16.6%  | 11,225         | 11.4%  | 43,453          | 15.3%  |
| 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 (%)  | 6,326  | 12.0%  | 7,283          | 10.8%  | 13,609         | 11.3%  | 6,847          | 10.6%  | 6,765          | 6.9%   | 27,222          | 9.6%   |
| 運用サービス・その他 Operation , Other Services /対売上高構成比 % of Total Sales (%) | 9,550  | 18.0%  | 10,678         | 15.8%  | 20,228         | 16.8%  | 11,935         | 18.4%  | 15,866         | 16.1%  | 48,030          | 16.9%  |
| 合計 Total /対売上高構成比 % of Total Sales (%)                              | 53,005                                       | 100.0% | 67,571         | 100.0% | 120,576        | 100.0% | 64,716         | 100.0% | 98,543         | 100.0% | 283,837         | 100.0% |