

**2005年3月期  
連結決算補足資料**

**Consolidated Financial Summary  
For the Fiscal Year Ended March 31, 2005**

2005年4月27日  
Apr 27, 2005

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

注1: 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。

Note1: 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.

注2: 2005年4月13日に公表したとおり、過年度決算の訂正に伴い、下線部分を修正しております。

Notes2: As announced on April 13, 2005, some financial figures for past years have been changed. Those  
figures are underlined in the following table.

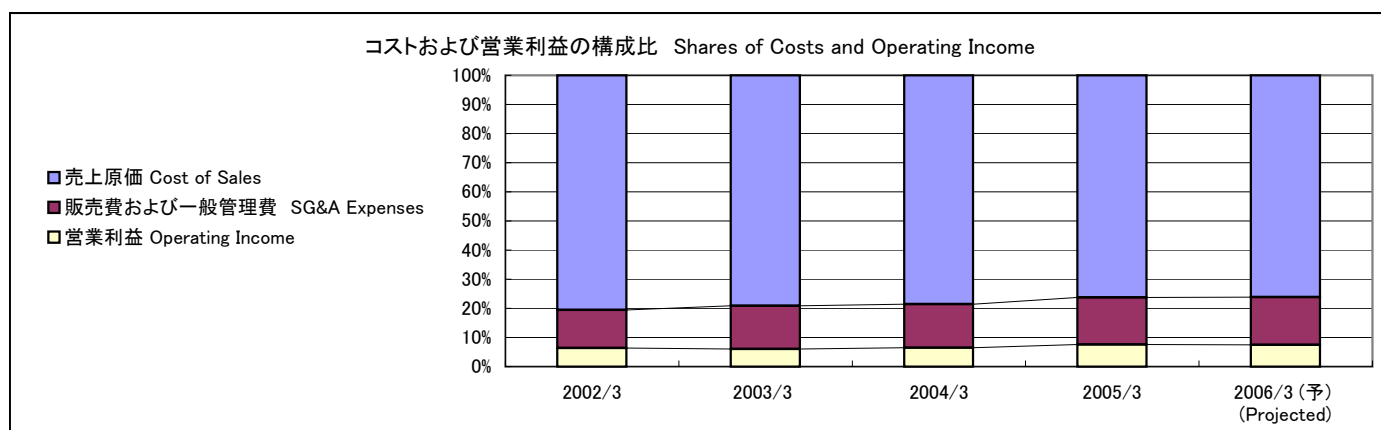
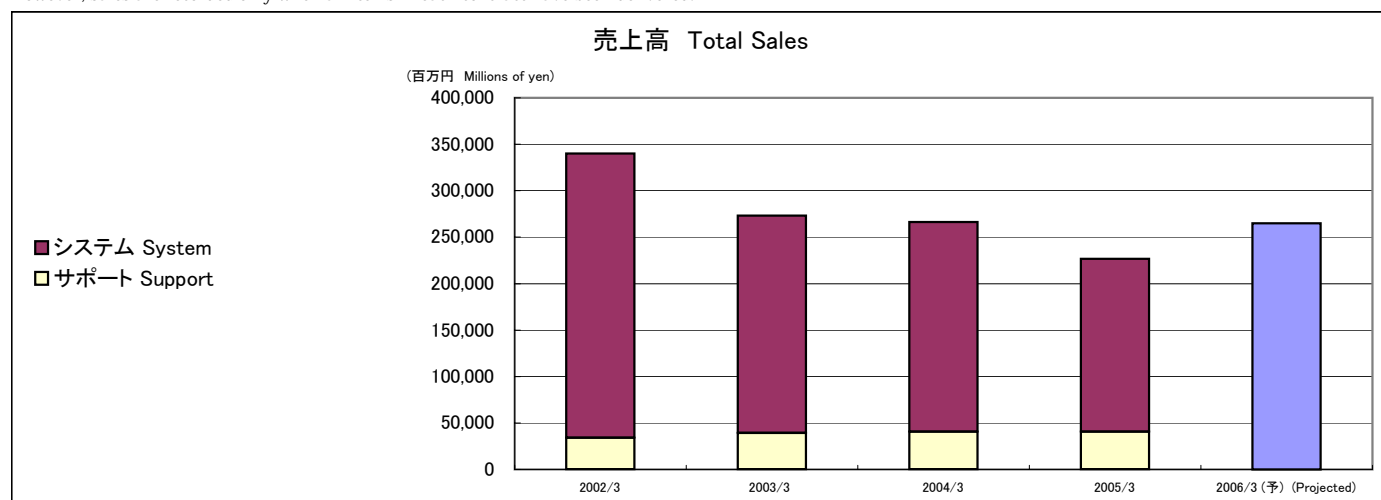
# 1. 業績概況 Operating Results

(単位: 百万円 Millions of yen)

	2002/3	2003/3	2004/3	2005/3 (注)	2006/3 (予) (Projected)	
					2005/9 (予) (Projected)	
<b>売上高 Total Sales</b>	340,072	273,200	266,170	226,795	107,900	265,000
対前年同期増減率 Y-Y change (%)	+12.3%	-19.7%	-2.6%	-14.8%	+4.1%	+16.8%
<b>システム System</b>	306,106	233,808	225,490	186,092	—	—
対売上高構成比 % of Total Sales	90.0%	85.6%	84.7%	82.1%	—	—
対前年同期増減率 Y-Y change (%)	+11.3%	-23.6%	-3.6%	-17.5%	—	—
<b>サポート Support</b>	33,965	39,392	40,680	40,703	—	—
対売上高構成比 % of Total Sales	10.0%	14.4%	15.3%	17.9%	—	—
対前年同期増減率 Y-Y change (%)	+23.1%	+16.0%	+3.3%	+0.1%	—	—
<b>売上原価 Cost of Sales</b>	273,931	216,247	209,213	173,072	81,800	201,800
対売上高構成比 % of Total Sales	80.6%	79.2%	78.6%	76.3%	75.8%	76.2%
対前年同期増減率 Y-Y change (%)	+16.4%	-21.1%	-3.3%	-17.3%	+2.9%	+16.6%
<b>売上総利益 Gross Profit</b>	66,140	56,952	56,957	53,723	26,100	63,200
対売上高構成比 % of Total Sales	19.4%	20.8%	21.4%	23.7%	24.2%	23.8%
対前年同期増減率 Y-Y change (%)	-1.9%	-13.9%	+0.0%	-5.7%	+8.1%	+17.6%
<b>販売費および一般管理費 SG&amp;A Expenses</b>	44,541	40,385	39,614	36,619	21,900	43,400
対売上高構成比 % of Total Sales	13.0%	14.7%	14.9%	16.2%	20.3%	16.4%
対前年同期増減率 Y-Y change (%)	+13.8%	-9.3%	-1.9%	-7.6%	+21.3%	+18.5%
<b>営業利益 Operating Income</b>	21,598	16,567	17,343	17,103	4,300	19,800
対売上高構成比 % of Total Sales	6.4%	6.1%	6.5%	7.5%	4.0%	7.5%
対前年同期増減率 Y-Y change (%)	-23.6%	-23.3%	+4.7%	-1.4%	-29.4%	+15.8%
システム(消去前) System (before eliminations)	13,446	5,039	5,694	5,486	—	—
サポート(消去前) Support (before eliminations)	14,565	16,700	17,429	18,249	—	—
<b>経常利益 Ordinary Income</b>	20,672	16,401	17,386	18,129	4,100	20,000
対売上高構成比 % of Total Sales	6.1%	6.0%	6.5%	8.0%	3.8%	7.5%
対前年同期増減率 Y-Y change (%)	-24.8%	-20.7%	+6.0%	+4.3%	-32.0%	+10.3%
<b>税金等調整前当期利益 Income before Income Taxes</b>	22,213	15,378	17,524	19,221	3,800	18,600
対売上高構成比 % of Total Sales	6.5%	5.6%	6.6%	8.5%	3.5%	7.0%
対前年同期増減率 Y-Y change (%)	-17.4%	-30.8%	+14.0%	+9.7%	-39.3%	-3.2%
<b>当期純利益 Net Income</b>	12,089	7,783	9,822	10,872	2,300	11,000
対売上高構成比 % of Total Sales	3.6%	2.8%	3.7%	4.8%	2.1%	4.2%
対前年同期増減率 Y-Y change (%)	-18.5%	-35.6%	+26.2%	+10.7%	-33.8%	+1.2%

注: 売上高のうち商品売上高は、従来、全ての契約について商品を個々に出荷した時点で売上計上しておりましたが、当期より、同一契約に含まれる全ての商品を納入した時点で一括して売上計上することに変更しております。

Note: Within net sales, sales of products were previously recorded as sales at the time of shipment of each item (this applied to all contracts). From the year in review, however, sales are recorded only when all items in each contract have been delivered.



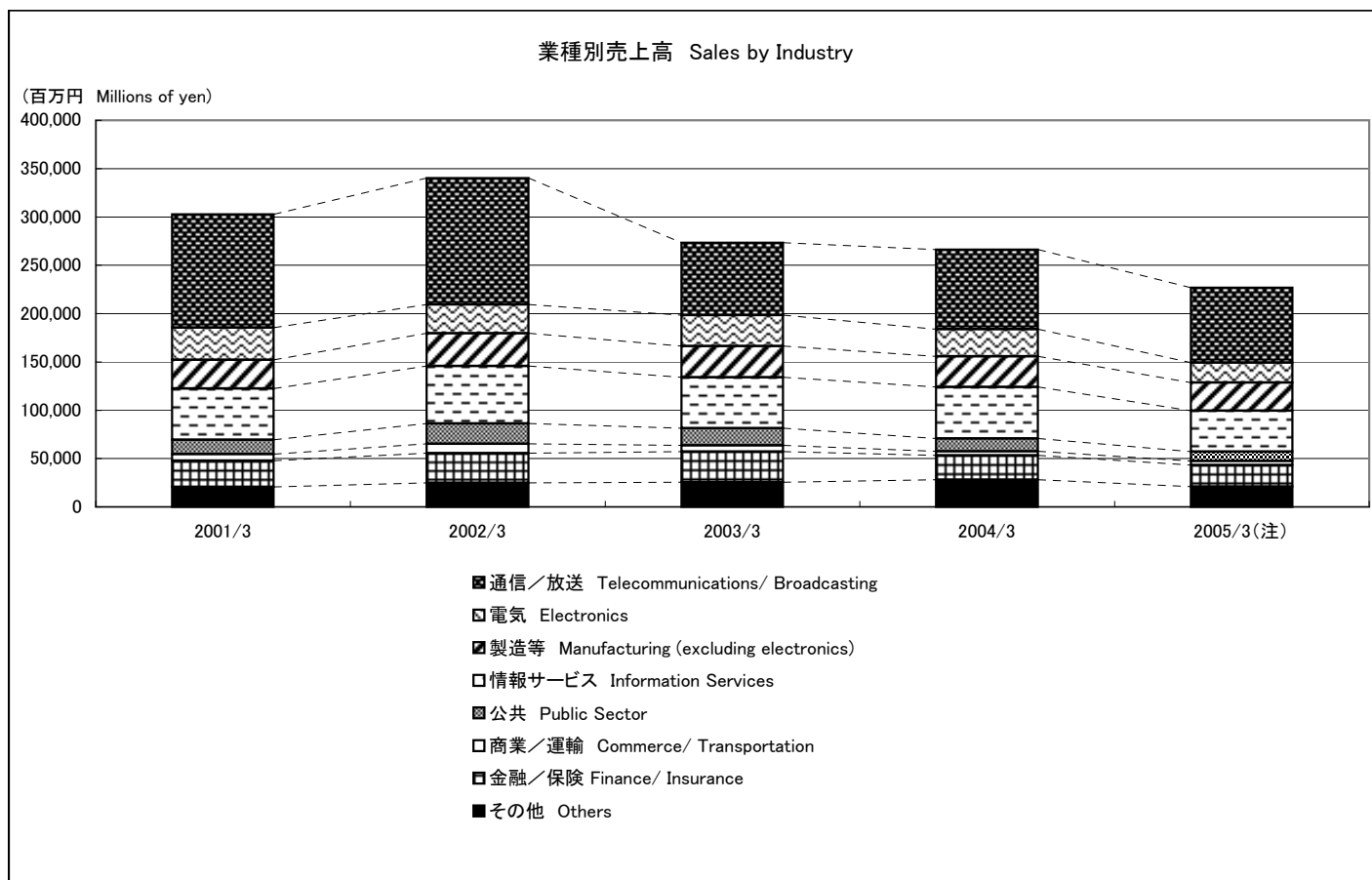
## 2. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

	2001/3	2002/3	2003/3	2004/3	2005/3(注)	2005/3 (参考) 会計処理変更の 影響を除く
通信/放送 Telecommunications/ Broadcasting	117,222	130,787	74,847	82,173	77,643	79,131
構成比 % of Total Sales (%)	38.7%	38.5%	27.4%	30.9%	34.2%	34.3%
対前年同期増減率 Y-Y change (%)		+11.6%	-42.8%	+9.8%	-5.5%	-3.7%
電気 Electronics	33,386	29,512	31,821	28,168	20,428	20,760
構成比 % of Total Sales (%)	11.0%	8.7%	11.6%	10.6%	9.0%	9.0%
対前年同期増減率 Y-Y change (%)		24.4%	-11.6%	+7.8%	-11.5%	-27.5%
製造等 Manufacturing (excluding electronics)	29,688	34,127	32,493	31,748	29,165	29,583
構成比 % of Total Sales (%)	9.8%	10.0%	11.9%	11.9%	12.9%	12.8%
対前年同期増減率 Y-Y change (%)		24.8%	+14.9%	-4.8%	-2.3%	-8.1%
情報サービス Information Services	52,903	59,295	52,700	53,322	42,494	42,942
構成比 % of Total Sales (%)	17.5%	17.4%	19.3%	20.0%	18.7%	18.6%
対前年同期増減率 Y-Y change (%)		30.7%	+12.1%	-11.1%	+1.2%	-20.3%
公共 Public Sector	14,973	21,031	17,793	13,097	9,438	9,557
構成比 % of Total Sales (%)	4.9%	6.2%	6.5%	4.9%	4.2%	4.1%
対前年同期増減率 Y-Y change (%)		-5.6%	+40.5%	-15.4%	-26.4%	-27.0%
商業/運輸 Commerce/ Transportation	6,664	9,677	6,257	4,342	4,239	4,277
構成比 % of Total Sales (%)	2.2%	2.8%	2.3%	1.6%	1.9%	1.9%
対前年同期増減率 Y-Y change (%)		20.7%	+45.2%	-35.3%	-30.6%	-2.4%
金融/保険 Finance/ Insurance	27,176	30,879	31,841	25,057	22,265	22,657
構成比 % of Total Sales (%)	9.0%	9.1%	11.7%	9.4%	9.8%	9.8%
対前年同期増減率 Y-Y change (%)		36.8%	+13.6%	+3.1%	-21.3%	-11.1%
その他 Others	20,696	24,760	25,445	28,258	21,121	21,934
構成比 % of Total Sales (%)	6.8%	7.3%	9.3%	10.6%	9.3%	9.5%
対前年同期増減率 Y-Y change (%)		-3.5%	+19.6%	+2.8%	+11.1%	-25.3%
合計 Total	302,711	340,072	273,200	266,170	226,795	230,844
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 (%)		45.8%	+12.3%	-19.7%	-2.6%	-14.8%

注:売上高のうち商品売上高は、従来、全ての契約について商品を個々に出荷した時点で売上計上しておりましたが、当期より、同一契約に含まれる全ての商品を納入した時点で一括して売上計上することに変更しております。

Note: Within net sales, sales of products were previously recorded as sales at the time of shipment of each item (this applied to all contracts). From the year in review, however, sales are recorded only when all items in each contract have been delivered.



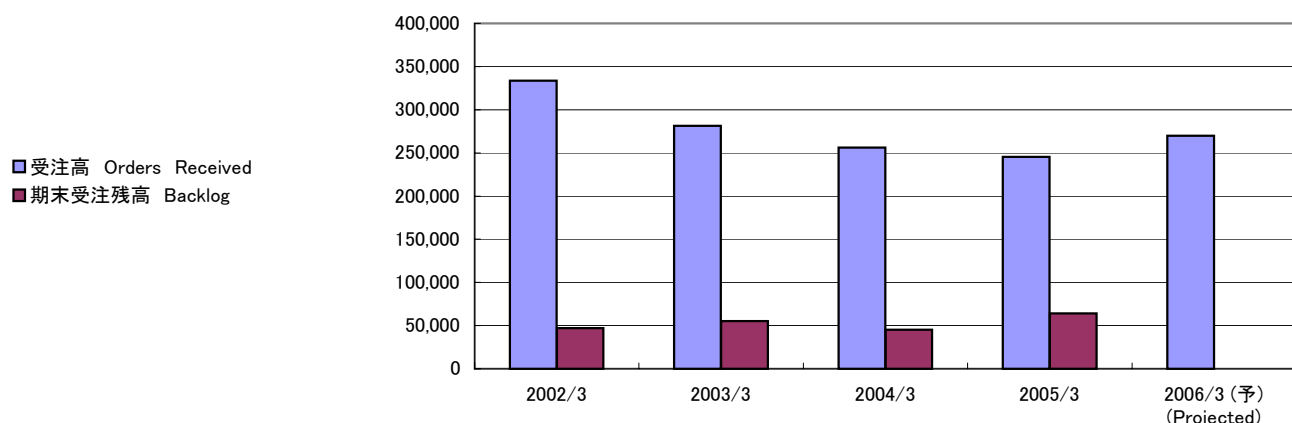
### 3. 受注高と受注残高 Orders and Backlog

(単位:百万円 Millions of yen)

	2002/3	2003/3	2004/3	2005/3	2006/3 (予) (Projected)	
					2005/9 (予) (Projected)	2006/3 (予) (Projected)
受注高 Orders Received	333,808	281,480	256,083	245,492	113,700	269,700
対前年同期増減率 Y-Y change (%)	+5.5%	-15.7%	-9.0%	-4.1%	-7.1%	+9.9%
システム System	301,917	241,434	214,091	198,545	—	—
構成比 Share (%)	90.4%	85.8%	83.6%	80.9%	—	—
対前年同期増減率 Y-Y change (%)	+6.1%	-20.0%	-11.3%	-7.3%	—	—
サポート Support	31,890	40,046	41,991	46,946	—	—
構成比 Share (%)	9.6%	14.2%	16.4%	19.1%	—	—
対前年同期増減率 Y-Y change (%)	+0.0%	+25.6%	+4.9%	+11.8%	—	—
期末受注残高 Backlog	47,098	55,378	45,291	63,987	—	—
システム System	33,602	41,228	29,829	42,283	—	—
構成比 Share (%)	71.3%	74.4%	65.9%	66.1%	—	—
サポート Support	13,496	14,150	15,461	21,704	—	—
構成比 Share (%)	28.7%	25.6%	34.1%	33.9%	—	—

### 受注高および受注残高 Orders Received and Backlog

(百万円 Millions of yen)



### 4. 販管費及び一般管理費 SG&A Expenses

(単位:百万円 Millions of yen)

	2002/3	2003/3	2004/3	2005/3
販売費及び一般管理費 SG&A Expenses	44,541	40,385	39,614	36,619
人件費 Personnel Expenses	21,675	21,189	21,402	18,702
委託社員受入費 Outside Staff Expenses	5,640	4,134	3,346	3,364
その他 Others	17,225	15,060	14,865	14,552

### 5. 従業員数の推移 Number of Employees

(単位:人 People)

	2001/3	2002/3	2003/3	2004/3	2005/3
CTCグループ全従業員 CTC Group Employees	2,772	3,178	3,403	3,346	3,156
うちシステムエンジニア System Engineers	935	1,118	1,340	1,360	1,445
委託社員 Outside Staff	1,965	2,457	1,854	1,816	2,206
うちシステムエンジニア System Engineers	1,141	1,564	1,119	1,115	1,568
CTCグループ総人員 Total	4,737	5,635	5,257	5,162	5,362
うちシステムエンジニア System Engineers	2,076	2,682	2,459	2,475	3,013

注: 従業員数は各期末時点の人員です。

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

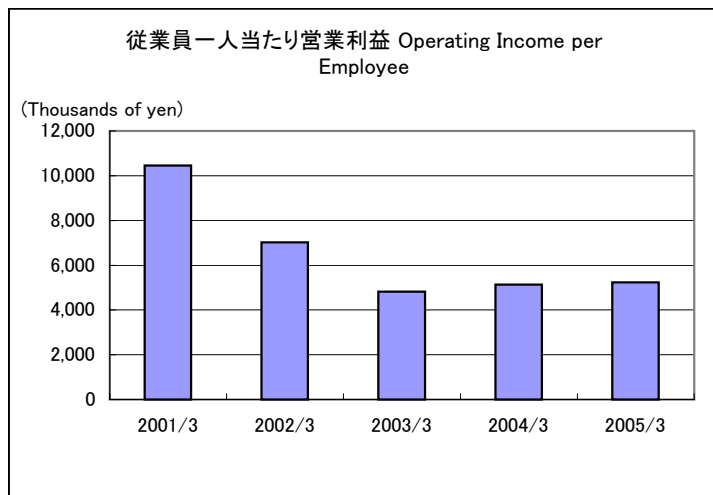
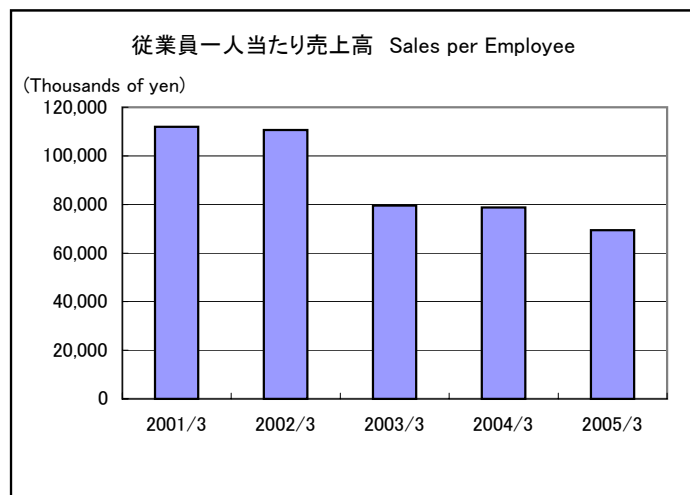
## 6. 生産性 Productivity

(単位:千円 Thousands of yen)

	2001/3	2002/3	2003/3	2004/3	2005/3
従業員一人当たり売上高 Sales per Employee	111,970	110,610	79,557	78,725	69,388
従業員一人当たり営業利益 Operating Income per Employees	10,459	7,025	4,824	5,129	5,232

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 years.



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

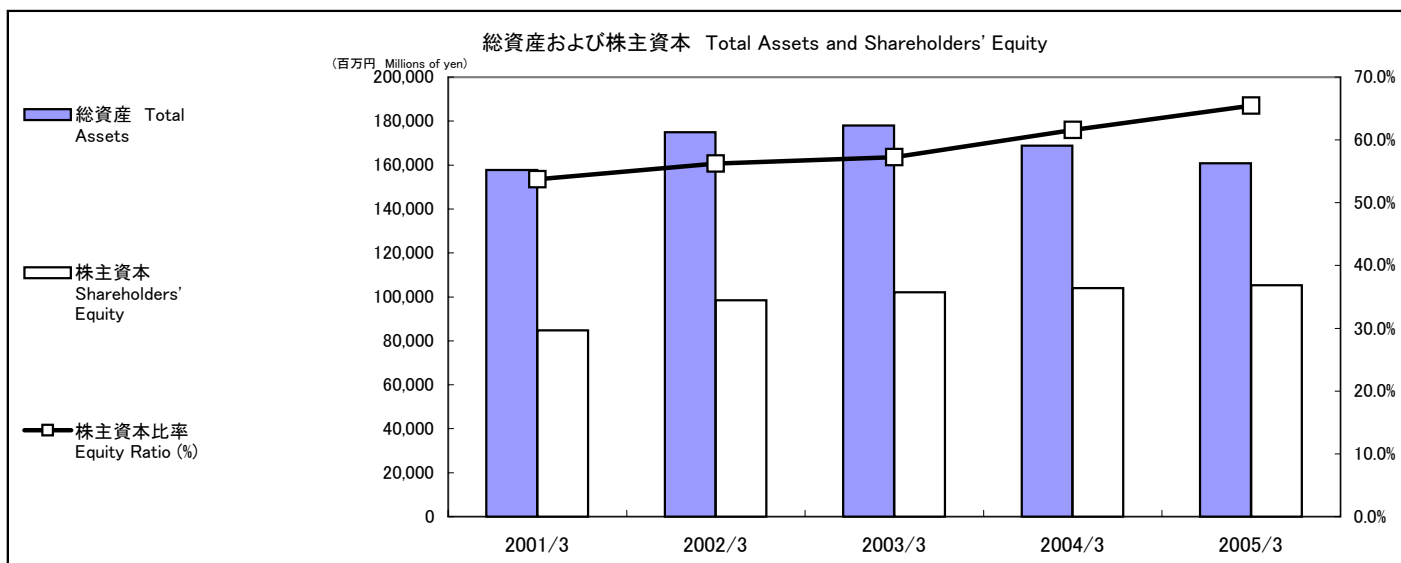
(単位:百万円 Millions of yen)

	2001/3	2002/3	2003/3	2004/3	2005/3
設備投資額 Capital Investment	2,261	2,211	1,115	1,244	3,412
減価償却費 Depreciation	1,544	1,829	1,871	2,225	1,693

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

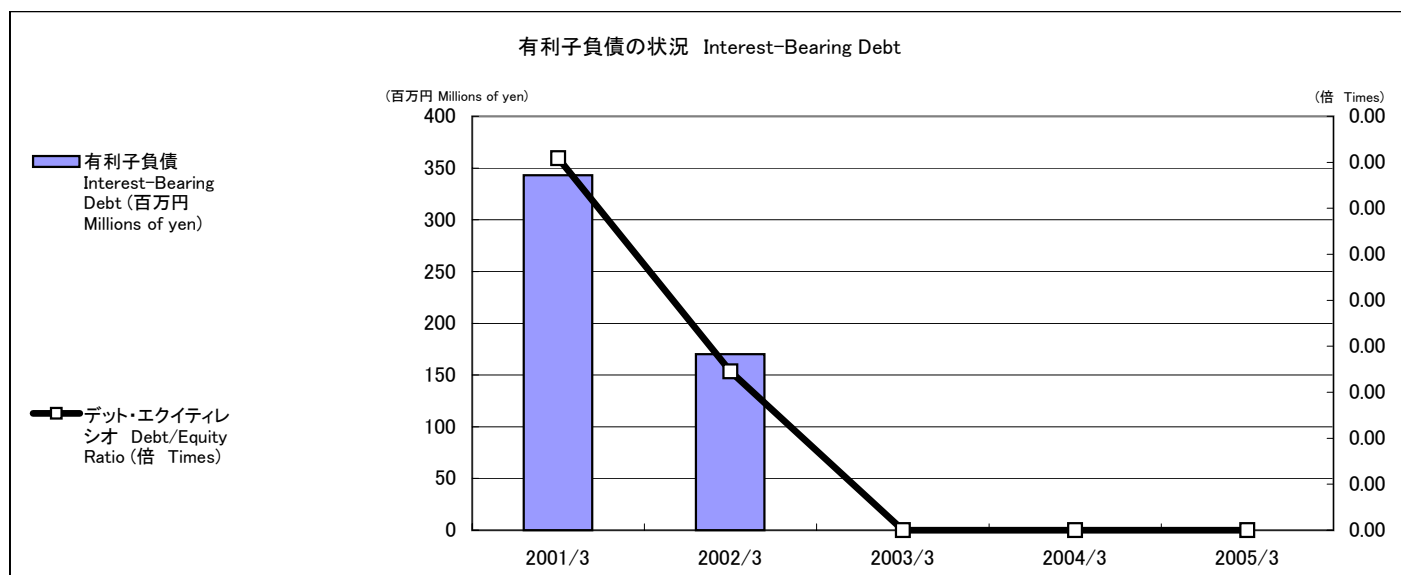
(単位:百万円 Millions of yen)

	2001/3	2002/3	2003/3	2004/3	2005/3
総資産 Total Assets	157,797	174,982	178,024	168,826	160,845
株主資本 Shareholders' Equity	84,786	98,414	102,049	104,004	105,335
株主資本比率 Equity Ratio (%)	53.7%	56.2%	57.3%	61.6%	65.5%



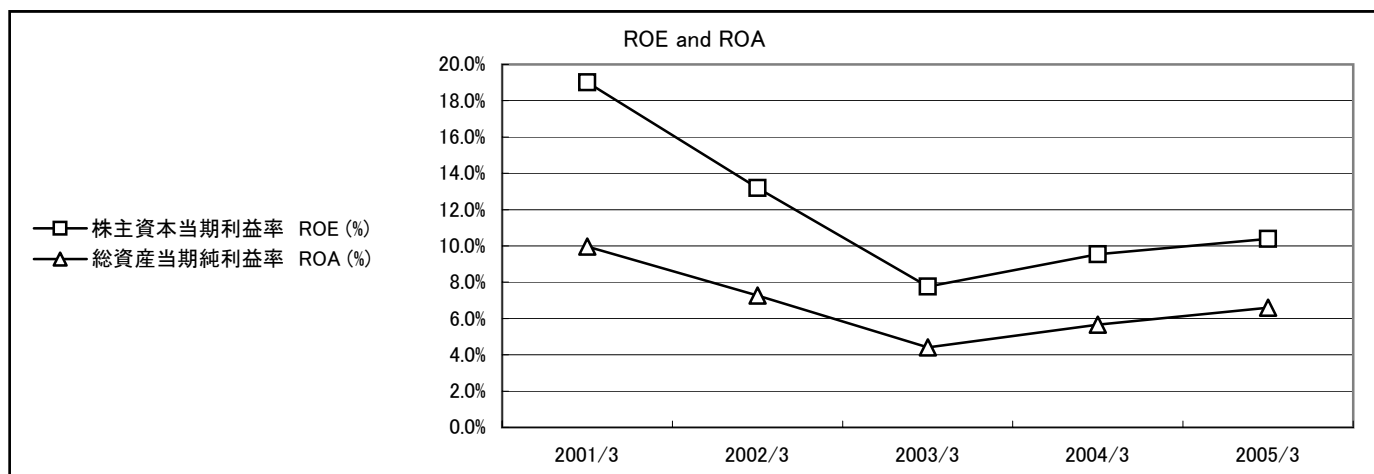
## 9. 有利子負債の状況 Interest-Bearing Debt

	2001/3	2002/3	2003/3	2004/3	2005/3
有利子負債 Interest-Bearing Debt (百万円 Millions of yen)	343	170	0	0	0
デット・エクイティレシオ Debt/Equity Ratio (倍 Times)	0.00	0.00	0.00	0.00	0.00



## 10. その他の指標 Other Indicators

	2001/3	2002/3	2003/3	2004/3	2005/3
株主資本当期利益率 ROE (%)	19.0%	13.2%	7.8%	9.5%	10.4%
総資産当期純利益率 ROA (%)	10.0%	7.3%	4.4%	5.7%	6.6%



(単位:円 Yen)

	2001/3	2002/3	2003/3	2004/3	2005/3
一株当たり当期純利益 Net Income per Share	241.34	196.58	124.95	160.26	182.88
一株当たり株主資本 Equity per Share	1,378.65	1,600.25	1,658.37	1,733.47	1,819.34

### 株式分割履歴

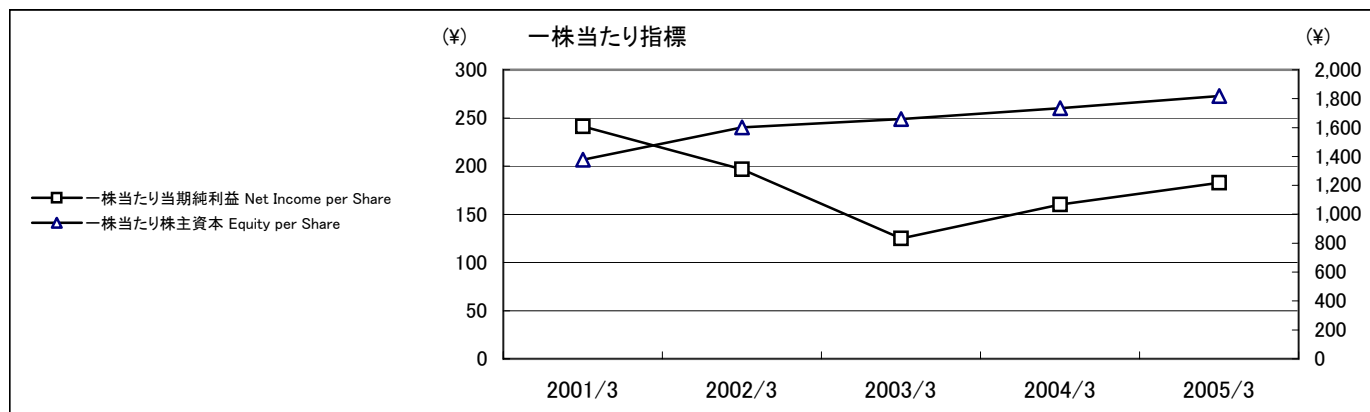
1998年12月31日に1,000円額面株式1株を50円額面株式30株に分割。

2000年8月18日に額面普通株式1株を3株に分割。

### History of Stock Splits:

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

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



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

(単位:百万円 Millions of yen)

	2005/3 (注)			
	1st Q	2nd Q	3rd Q	4th Q
売上高 Total Sales	42,511	61,136	47,611	75,536
対前年同期増減率 Y-Y Change (%)	-12.5%	-9.9%	-26.5%	-11.0%
システム System	32,793	50,666	37,393	65,238
対売上高構成比 % of Total Sales	77.1%	82.9%	78.5%	86.4%
対前年同期増減率 Y-Y Change (%)	-16.2%	-12.1%	-31.7%	-11.8%
サポート Support	9,717	10,469	10,217	10,298
対売上高構成比 % of Total Sales	22.9%	17.1%	21.5%	13.6%
対前年同期増減率 Y-Y Change (%)	+2.7%	+2.4%	+1.5%	-5.8%
売上原価 Cost of Sales	31,695	47,803	34,274	59,300
対売上高構成比 % of Total Sales	74.6%	78.2%	72.0%	78.5%
対前年同期増減率 Y-Y Change (%)	-13.4%	-10.7%	-33.0%	-12.8%
売上総利益 Gross Profit	10,816	13,333	13,336	16,236
対売上高構成比 % of Total Sales	25.4%	21.8%	28.0%	21.5%
対前年同期増減率 Y-Y Change (%)	-9.9%	-7.2%	-2.5%	-4.0%
販売費および一般管理費 SG&A Expenses	9,085	8,970	9,201	9,362
対売上高構成比 % of Total Sales	21.3%	14.7%	19.3%	12.4%
対前年同期増減率 Y-Y Change (%)	-8.3%	-12.0%	-2.6%	-7.0%
営業利益 Operating Income	1,730	4,363	4,135	6,873
対売上高構成比 % of Total Sales	4.1%	7.1%	8.7%	9.1%
対前年同期増減率 Y-Y Change (%)	-17.5%	+4.6%	-2.3%	+0.5%
システム(消去前) System (before elimination)	-584	1,109	1,291	3,669
サポート(消去前) Support (before elimination)	3,729	4,839	4,338	5,341
経常利益 Ordinary Income	1,575	4,453	4,384	7,716
対売上高構成比 % of Total Sales	3.7%	7.3%	9.2%	10.2%
対前年同期増減率 Y-Y Change (%)	-14.2%	+6.0%	+6.8%	+6.5%
税金等調整前当期純利益 Income before Income taxes	1,869	4,395	4,347	8,609
対売上高構成比 % of Total Sales	4.4%	7.2%	9.1%	11.4%
対前年同期増減率 Y-Y Change (%)	+0.6%	-8.3%	+2.7%	+29.6%
当期純利益 Net Income	881	2,590	2,507	4,893
対売上高構成比 % of Total Sales	2.1%	4.2%	5.3%	6.5%
対前年同期増減率 Y-Y Change (%)	-1.8%	-4.6%	+8.8%	+25.3%

注:売上高のうち商品売上高は、従来、全ての契約について商品を個々に出荷した時点で売上計上しておりましたが、当期より、同一契約に含まれる全ての商品を納入した時点で一括して売上計上することに変更しております。

Note: Within net sales, sales of products were previously recorded as sales at the time of shipment of each item (this applied to all contracts). From the year in review, however, sales are recorded only when all items in each contract have been delivered.

2. 受注高と受注残高 Orders and Backlog

(単位:百万円 Millions of yen)

	2005/3			
	1st Q	2nd Q	3rd Q	4th Q
受注高 Orders Received	62,133	60,285	50,925	72,146
対前年同期増減率 Y-Y Change (%)	+10.7%	-7.5%	-12.2%	-6.0%
システム System	45,817	51,853	41,796	59,077
構成比 Share (%)	73.7%	86.0%	82.1%	81.9%
対前年同期増減率 Y-Y Change (%)	+13.6%	-9.1%	-18.2%	-10.0%
サポート Support	16,315	8,432	9,129	13,069
構成比 Share (%)	26.3%	14.0%	17.9%	18.1%
対前年同期増減率 Y-Y Change (%)	+3.2%	+3.1%	+33.3%	+17.2%
受注残高 Backlog	64,913	64,062	67,377	63,987
システム System	42,853	44,039	48,443	42,283
構成比 Share (%)	66.0%	68.7%	71.9%	66.1%
サポート Support	22,059	20,022	18,933	21,704
構成比 Share (%)	34.0%	31.3%	28.1%	33.9%



### 3. 業種別売上高 Sales by Industry

(単位:百万円 Millions of yen)

	2005/3 (注)			
	1st Q	2nd Q	3rd Q	4th Q
通信／放送 Telecommunications/ Broadcasting	11,294	22,400	16,313	27,634
構成比 % of Total Sales (%)	26.6%	36.6%	34.3%	36.6%
対前年同期増減率 Y-Y Change (%)	-10.4%	-3.0%	-18.0%	+4.0%
電気 Electronics	4,018	5,523	3,786	7,099
構成比 % of Total Sales (%)	9.5%	9.0%	8.0%	9.4%
対前年同期増減率 Y-Y Change (%)	-27.7%	-27.2%	-47.9%	-8.5%
製造等 Manufacturing (excluding electronics)	5,677	6,888	6,445	10,153
構成比 % of Total Sales (%)	13.4%	11.3%	13.5%	13.4%
対前年同期増減率 Y-Y Change (%)	+0.2%	-12.5%	-15.3%	-4.2%
情報サービス Information Services	8,288	11,522	9,350	13,333
構成比 % of Total Sales (%)	19.5%	18.8%	19.6%	17.7%
対前年同期増減率 Y-Y Change (%)	-12.1%	-15.8%	-17.6%	-29.3%
公共 Public Sector	1,774	1,960	1,658	4,044
構成比 % of Total Sales (%)	4.2%	3.2%	3.5%	5.4%
対前年同期増減率 Y-Y Change (%)	-23.4%	-38.3%	-41.0%	-15.6%
商業／運輸 Commerce/ Transportation	1,180	1,233	717	1,107
構成比 % of Total Sales (%)	2.8%	2.0%	1.5%	1.5%
対前年同期増減率 Y-Y Change (%)	+65.1%	+10.9%	-12.4%	-34.7%
金融／保険 Finance/ Insurance	4,874	5,435	4,433	7,522
構成比 % of Total Sales (%)	11.5%	8.9%	9.3%	10.0%
対前年同期増減率 Y-Y Change (%)	-2.7%	-19.3%	-16.5%	-6.0%
その他 Others	5,402	6,172	4,905	4,640
構成比 % of Total Sales (%)	12.5%	10.2%	10.3%	6.0%
対前年同期増減率 Y-Y Change (%)	-25.9%	+34.2%	-49.7%	-29.8%
合計 Total	42,511	61,136	47,611	75,536
構成比 % of Total Sales (%)	100.0%	100.0%	100.0%	100.0%
対前年同期増減率 Y-Y Change (%)	-12.5%	-9.9%	-26.5%	-11.0%

注:売上高のうち商品売上高は、従来、全ての契約について商品を個々に出荷した時点で売上計上しておりましたが、当期より、同一契約に含まれる全ての商品を納入した時点で一括して売上計上することに変更しております。

Note: Within net sales, sales of products were previously recorded as sales at the time of shipment of each item (this applied to all contracts). From the year in review, however, sales are recorded only when all items in each contract have been delivered.

## <参考2> 単体情報 Nonconsolidated Operating Results

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

(単位: 百万円 Millions of yen)

	2002/3	2003/3	2004/3	2005/3 (注)	2006/3 (予) (Projected)	
					2005/9 (予) (Projected)	
売上高 Total Sales	306,200	239,919	245,667	213,890	102,100	251,400
対前年同期増減率 Y-Y change (%)	+13.2%	-21.6%	+2.4%	-12.9%	+4.8%	+17.5%
システム System	278,745	207,601	212,183	179,312	—	—
対売上高構成比 % of Total Sales	91.0%	86.5%	86.4%	83.8%	—	—
対前年同期増減率 Y-Y change (%)	+11.9%	-25.5%	+2.2%	-15.5%	—	—
サポート Support	27,455	32,317	33,484	34,577	—	—
対売上高構成比 % of Total Sales	9.0%	13.5%	13.6%	16.2%	—	—
対前年同期増減率 Y-Y change (%)	+28.0%	+17.7%	+3.6%	+3.3%	—	—
売上原価 Cost of Sales	258,570	202,178	206,348	177,278	84,200	207,400
対売上高構成比 % of Total Sales	84.4%	84.3%	84.0%	82.9%	82.5%	82.5%
対前年同期増減率 Y-Y change (%)	+17.9%	-21.8%	+2.1%	-14.1%	+3.8%	+17.0%
売上総利益 Gross Profit	47,629	37,740	39,318	36,612	17,900	44,100
対売上高構成比 % of Total Sales	15.6%	15.7%	16.0%	17.1%	17.5%	17.5%
対前年同期増減率 Y-Y change (%)	-7.0%	-20.8%	+4.2%	-6.9%	+10.0%	+20.5%
販売費および一般管理費 SG&A	36,643	32,605	32,258	29,260	17,400	34,300
対売上高構成比 % of Total Sales	12.0%	13.6%	13.1%	13.7%	17.0%	13.6%
対前年同期増減率 Y-Y change (%)	+13.3%	-11.0%	-1.1%	-9.3%	+21.6%	+17.2%
営業利益 Operating Income	10,986	5,134	7,060	7,352	500	9,700
対売上高構成比 % of Total Sales	3.6%	2.1%	2.9%	3.4%	0.5%	3.9%
対前年同期増減率 Y-Y change (%)	-41.8%	-53.3%	+37.5%	+4.1%	-74.5%	+31.9%
経常利益 Ordinary Income	15,206	11,105	12,074	12,219	5,100	14,900
対売上高構成比 % of Total Sales	5.0%	4.6%	4.9%	5.7%	5.0%	5.9%
対前年同期増減率 Y-Y change (%)	-22.4%	-27.0%	+8.7%	+1.2%	-13.4%	+21.9%
税金等調整前当期利益 Income before Income Taxes	16,727	9,750	12,279	13,032	4,800	13,400
対売上高構成比 % of Total Sales	5.5%	4.1%	5.0%	6.1%	4.7%	5.3%
対前年同期増減率 Y-Y change (%)	-12.4%	-41.7%	+25.9%	+6.1%	-14.5%	+2.8%
当期純利益 Net Income	11,020	7,017	8,514	8,652	4,600	9,500
対売上高構成比 % of Total Sales	3.6%	2.9%	3.5%	4.0%	4.5%	3.8%
対前年同期増減率 Y-Y change (%)	-0.3%	-36.3%	+21.3%	+1.6%	-0.6%	+9.8%

注: 売上高のうち商品売上高は、従来、全ての契約について商品を個々に出荷した時点で売上計上しておりましたが、当期より、同一契約に含まれる全ての商品を納入した時点で一括して売上計上することに変更しております。

Note: Within net sales, sales of products were previously recorded as sales at the time of shipment of each item (this applied to all contracts). From the year in review, however, sales are recorded only when all items in each contract have been delivered.

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

	2002/3	2003/3	2004/3	2005/3
サン・マイクロシステムズ Sun Microsystems	22.0%	15.4%	12.5%	11.6%
シスコシステムズ Cisco Systems	11.4%	12.2%	12.7%	12.4%
オラクル Oracle	4.9%	3.2%	3.2%	4.2%
その他 Others	61.7%	69.2%	71.6%	71.8%
合計 Total	100.0%	100.0%	100.0%	100.0%

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

(単位: 百万円 Millions of yen)

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

注: 売上高のうち商品売上高は、従来、全ての契約について商品を個々に出荷した時点で売上計上しておりましたが、当期より、同一契約に含まれる全ての商品を納入した時点で一括して売上計上することに変更しております。

Notes: Within net sales, sales of products were previously recorded as sales at the time of shipment of each item (this applied to all contracts). From the year in review, however, sales are recorded only when all items in each contract have been delivered.

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