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of the competition*

# DATA BOOK

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**The Financial Results FY 2011**  
as of March 31, 2012

連結主要財務指標 Consolidated Financial Summary

[百万円(端数切捨)]

[Millions of Yen (rounding off fractions)]

		2008/3	2009/3	2010/3	2011/3	2012/3
<b>営業成績</b>	<b>Operating Results</b>					
売上高	Sales	54,406	48,140	40,475	46,390	39,817
売上総利益	Gross Profit	12,947	12,316	11,632	12,089	10,521
営業利益	Operating Income	2,324	1,890	1,123	1,124	325
経常利益	Ordinary Income	2,468	2,335	1,380	1,447	603
税金等調整前当期純利益(△損失)	Income(Loss) Before Taxes	△ 1,770	290	1,251	1,119	△ 1,145
当期純利益(△損失)	Net Income (Loss)	△ 1,753	93	1,117	368	△ 1,213
<b>資産状況</b>	<b>Balance Sheet</b>					
総資産	Total Assets	52,473	49,482	51,394	50,390	42,713
流動資産	Current Assets	35,663	31,210	33,074	32,961	27,631
受取手形及び売掛金	Notes Receivable and Accounts Receivable-trade	14,295	8,692	9,642	11,293	9,184
たな卸資産	Inventories	3,408	-	-	-	-
商品及び製品	Merchandise and finished goods	-	1,117	417	1,005	820
仕掛品	Work in Process	-	121	273	170	99
有形固定資産	Tangible Fixed Assets	3,450	4,817	4,697	5,115	4,695
固定資産	Total Fixed Assets	16,809	18,272	18,319	17,429	15,081
流動負債	Current Liabilities	13,692	12,227	13,704	14,176	13,854
固定負債	Fixed Liabilities	3,202	2,918	3,097	3,047	3,024
少数株主持分	Minority Shareholder Equity	625	411	777	293	28
純資産	Net Assets	35,577	34,336	34,592	33,167	25,833
従業員数(人)	Number of Employees	1,008	1,082	1,293	1,191	1,123

事業区分別売上高 Sales by Business Segment		2008/3	2009/3	2010/3	2011/3	2012/3
ソリューション／サービス関連部門	Solution and Service Sector	43,644	41,774	40,475	46,390	39,817
エンタープライズ・ソリューションビジネス	Enterprise Solution Business	28,034	24,110	26,928	29,291	28,311
通信キャリア・ソリューションビジネス	Telecommunications Carrier Solution Business	15,610	17,664	13,547	17,099	11,506
エレクトロニクス関連部門	Device Sector	10,761	6,365	-	-	-

\*2009/4/1付にて、「エレクトロニクス関連部門」の事業組織再編を実施いたしました。

これにより、2010/3の「エレクトロニクス関連部門」は、エンタープライズ・ソリューションビジネス内に統合された為、組替えて表記しております。

連結貸借対照表 Consolidated Balance Sheet

[百万円(端数切捨)]

[Millions of Yen (rounding off fractions)]

資産の部	Assets	2008/3	2009/3	2010/3	2011/3	2012/3
<b>流動資産</b>	<b>Current Assets</b>					
現金及び預金	Cash and Cash equivalents	10,067	17,265	14,043	11,746	13,392
受取手形及び売掛金	Notes and Accounts Receivable-Trade	14,295	8,692	9,642	11,293	9,184
有価証券	Securities	4,154	1,030	5,126	4,627	599
たな卸資産	Inventories	3,408	-	-	-	-
商品及び製品	Merchandise and finished goods	-	1,117	417	1,005	820
仕掛品	Work in Process	-	121	273	170	99
その他の流動資産	Other Current Assets	3,738	2,988	3,578	4,135	3,537
貸倒引当金	Allowance for Doubtful Receivables	△ 1	△ 4	△ 6	△ 17	△ 2
<b>流動資産合計</b>	<b>Total Current Assets</b>	<b>35,663</b>	<b>31,210</b>	<b>33,074</b>	<b>32,961</b>	<b>27,631</b>
<b>固定資産</b>	<b>Fixed Assets</b>					
有形固定資産合計	Total Tangible Fixed Assets	3,450	4,817	4,697	5,115	4,695
無形固定資産合計	Total Intangible Assets	1,510	1,880	2,308	1,849	1,446
投資その他の資産	Investments and Other Assets					
投資有価証券	Investments in Securities	7,542	6,827	6,579	6,343	4,461
繰延税金資産	Defferd Tax	2,649	2,914	2,626	2,194	2,472
その他の資産	Others	1,664	1,850	2,133	1,948	2,041
貸倒引当金	Allowance for Doubtful Receivables	△ 7	△ 17	△ 25	△ 22	△ 36
<b>投資その他の資産合計</b>	<b>Total Investments and Other Assets</b>	<b>11,847</b>	<b>11,574</b>	<b>11,314</b>	<b>10,464</b>	<b>8,939</b>
<b>固定資産合計</b>	<b>Total Fixed Assets</b>	<b>16,809</b>	<b>18,272</b>	<b>18,319</b>	<b>17,429</b>	<b>15,081</b>
<b>資産合計</b>	<b>Total Assets</b>	<b>52,473</b>	<b>49,482</b>	<b>51,394</b>	<b>50,390</b>	<b>42,713</b>
<b>負債の部</b>	<b>Liabilities</b>					
<b>流動負債</b>	<b>Current Liabilities</b>					
支払手形及び買掛金	Notes and Accounts Payable-Trade	5,694	3,838	4,205	4,052	3,705
短期借入金	Short-term Debt	300	400	359	300	300
1年以内返済予定の長期借入金	Current Portion Of Long-term Debt	-	-	23	-	-
未払金	Accounts Payable-Others	4,517	5,069	5,833	5,841	5,950
未払法人税等	Income Tax Payable	101	127	122	95	48
その他の流動負債	Others	3,079	2,792	3,162	3,885	3,848
<b>流動負債合計</b>	<b>Total Current Liabilities</b>	<b>13,692</b>	<b>12,227</b>	<b>13,704</b>	<b>14,176</b>	<b>13,854</b>
<b>固定負債</b>	<b>Fixed Liabilities</b>					
長期借入金	Long-term Debt	-	-	46	-	-
退職給付引当金	Reserve for Employees' Retirement Benefits	2,774	2,612	2,591	2,514	2,395
役員退職慰労引当金	Reserve for Directors' Retirement Bonuses	262	253	259	151	145
その他の固定負債	Others	165	53	199	381	483
<b>固定負債合計</b>	<b>Total Fixed Liabilities</b>	<b>3,202</b>	<b>2,918</b>	<b>3,097</b>	<b>3,047</b>	<b>3,024</b>
<b>負債合計</b>	<b>Total Liabilities</b>	<b>16,895</b>	<b>15,146</b>	<b>16,801</b>	<b>17,223</b>	<b>16,879</b>
<b>純資産の部</b>	<b>Net Asset</b>					
<b>株主資本</b>	<b>Shareholders' Equity</b>					
資本金	Capital Stock	14,336	14,336	14,336	14,336	14,336
資本剰余金	Additional Paid-in Capital	16,936	15,790	15,332	15,332	15,332
利益剰余金	Retained Earnings	5,156	4,708	4,410	3,813	1,575
自己株式	Treasury stock	△ 1,167	△ 456	-	-	△ 4,916
<b>株主資本合計</b>	<b>Total Shareholders' Equity</b>	<b>35,262</b>	<b>34,379</b>	<b>34,080</b>	<b>33,483</b>	<b>26,328</b>
<b>評価・換算差額等</b>	<b>Valuation and Translation Differences</b>					
<b>その他有価証券評価差額金</b>	<b>Net Unrealised Holding Gain(Loss) on Securities</b>	<b>△ 103</b>	<b>△ 240</b>	<b>△ 93</b>	<b>△ 288</b>	<b>△ 206</b>
繰延ヘッジ損益	Deferred Hedge Profit (Loss)	△ 141	6	50	△ 42	△ 34
為替換算調整勘定	Foreign Currency Translation Adjustments	△ 65	△ 221	△ 221	△ 279	△ 282
<b>評価・換算差額等合計</b>	<b>Total Valuation and Translation Differences</b>	<b>△ 310</b>	<b>△ 454</b>	<b>△ 264</b>	<b>△ 609</b>	<b>△ 523</b>
少数株主持分	Minority Interest	625	411	777	293	28
<b>純資産合計</b>	<b>Net Asset</b>	<b>35,577</b>	<b>34,336</b>	<b>34,592</b>	<b>33,167</b>	<b>25,833</b>
<b>負債純資産合計</b>	<b>Total Liabilities, Total Assets</b>	<b>52,473</b>	<b>49,482</b>	<b>51,394</b>	<b>50,390</b>	<b>42,713</b>

# 連結損益計算書 Consolidated Income Statement

[百万円(端数切捨)]  
[Millions of Yen (rounding off fractions)]

		2008/3	2009/3	2010/3	2011/3	2012/3
売上高	Sales	54,406	48,140	40,475	46,390	39,817
売上原価	Cost of Sales	41,458	35,824	28,843	34,300	29,296
売上総利益	Gross Profit	12,947	12,316	11,632	12,089	10,521
販売費及び一般管理費	Selling, General and Administrative Expenses	10,622	10,425	10,508	10,965	10,195
営業利益	Operating Income	2,324	1,890	1,123	1,124	325
営業外収益	Non-Operating Income	230	481	322	346	322
受取利息	Interest Income	91	84	48	43	44
受取配当金	Dividends Received	14	9	9	15	8
投資有価証券売却益	Gain on Sales of Investments in Securities	-	65	-	77	-
為替差益	Foreign Exchange Income	-	-	-	-	-
持分法による投資利益	Investment Return caused by the Equity Method	35	209	200	142	207
その他	Others	89	113	64	68	62
営業外費用	Non-Operating Expenses	87	36	66	23	45
支払利息	Interest Expenses	7	3	4	7	6
持分法による投資損失	Investment Loss caused by the Equity Method	-	-	-	-	-
その他	Others	79	32	61	16	39
経常利益	Ordinary Income	2,468	2,335	1,380	1,447	603
特別利益	Extraordinary Income	71	5	133	39	52
投資有価証券売却益	Gain on Sales of Investments in Securities	7	2	122	32	10
持分変動益	Gain on changes in equity	-	-	-	-	-
貸倒引当金戻入額	Reimbursement Profit for Allotment on Bad Debts	0	-	0	-	-
その他	Others	64	2	10	7	41
特別損失	Extraordinary Loss	4,311	2,049	263	367	1,801
固定資産除却損	Loss on Disposal of Fixed Assets	57	193	159	78	214
投資有価証券評価損	Investment Securities Revaluation Loss	1,499	681	77	38	196
関係会社株式評価損	Loss on Revaluation of Investment in Subsidiaries	2,573	-	-	-	-
関係会社株式売却損	Loss on Sales of Investment in Subsidiaries	-	-	-	-	699
事業再編損	Loss on Business Restructuring	110	554	-	-	-
持分変動損	Loss on changes in equity	-	-	-	106	-
特別退職金	Special retirement benefits	-	-	-	50	502
事務所移転費用	Office Relocation Expenses	-	310	-	41	17
減損損失	Impairment Loss	-	-	-	-	147
持分法による投資損失	Investment Loss caused by the Equity Method	-	-	26	-	-
その他	Others	69	310	0	52	24
税金等調整前当期純利益または純損失(△)	Income Before Income Taxes (Loss)	△ 1,770	290	1,251	1,119	△ 1,145
法人税、住民税及び事業税	Income Taxes	61	74	70	53	28
法人税等調整額	Income Tax Adjustment	△ 63	345	29	715	59
少数株主利益または損失(△)	Minority Shareholder Profit (Loss)	△ 15	△ 223	33	△ 16	△ 20
当期純利益または純損失(△)	Net Income (Loss)	△ 1,753	93	1,117	368	△ 1,213