

Financial Data Book(FY Mar. 2007)



DTS CORPORATION

<http://www.dts.co.jp/>

(1) Financial Highlights(Non-consolidated)

(Unit: JPY Million)

	FY Mar. 2003	FY Mar. 2004	FY Mar. 2005	FY Mar. 2006	FY Mar. 2007	FY Mar. 2008 (Forecast)
Sales	32,116	31,917	32,787	36,367	36,908	38,908
Cost of Sales	26,350	25,952	26,182	29,391	29,521	30,950
SG&A	2,298	2,609	2,565	2,759	3,251	3,430
Operating Income	3,467	3,356	4,039	4,216	4,134	4,526
Recurring Income	3,504	3,450	4,112	4,301	4,249	4,692
Income Before Taxes and Other Adjustments	3,432	3,186	3,851	4,300	4,225	4,659
Income Taxes etc.	1,505	1,376	1,557	1,752	1,747	1,916
Net Income	1,927	1,809	2,293	2,548	2,478	2,742
Capital	6,113	6,113	6,113	6,113	6,113	—
Shareholders' Equity	21,321	22,358	24,213	26,260	27,733	—
Total Assets	28,573	27,627	29,879	32,628	34,280	—
Shareholders' Equity Per Share(Yen)	1,711.48	1,823.30	1,974.30	2,149.72	2,265.28	—
Dividends Per Share(Yen)	47	40	55	60	60	60
Net Income Per Share(Yen)	149.59	142.67	181.93	203.57	202.94	224.05
Equity/Total Assets	74.6%	80.9%	81.0%	80.5%	80.9%	—
ROE	9.2%	8.3%	9.9%	10.1%	9.2%	—
ROA	12.1%	12.3%	14.3%	13.8%	12.7%	—
PER	10.01	18.01	15.8	20.04	20.75	—
Dividend Payout Ratio	31.4%	28.0%	30.2%	29.5%	29.6%	—
DOE	2.7%	2.2%	2.8%	2.8%	2.7%	—
Net cash provided by(used in) operating activities	977	2,589	3,258	2,738	3,893	—
Net cash provided by(used in) investing activities	△ 2,103	△ 262	△ 3,847	△ 2,204	△ 4,695	—
Net cash provided by(used in) financing activities	△ 2,233	△ 1,679	△ 489	△ 945	△ 578	—
Cash and cash equivalents, end of terms	6,374	7,022	5,943	5,532	4,152	—
Employees	2,650	2,701	2,645	2,560	2,470	2,536

(2) Sales by Segment(Non-consolidated)

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007			FY Mar. 2008 (Forecast)		
	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %
System Engineering Services	20,196	62.9	△ 5.5	20,327	63.7	0.6	21,012	64.1	3.4	23,794	65.4	13.2	24,152	65.4	1.5	26,327	67.7	9.0
Operation Engineering Services	6,563	20.4	7.6	7,067	22.1	7.7	6,539	19.9	△ 7.5	7,265	20.0	11.1	6,329	17.1	△ 12.9	6,391	16.4	1.0
Network Engineering Services	3,792	11.8	△ 9.6	4,028	12.6	6.2	4,753	14.5	18.0	4,930	13.6	3.7	5,564	15.1	12.9	5,638	14.5	1.3
IT Services	30,552	95.1	△ 3.5	31,424	98.5	2.9	32,305	98.5	2.8	35,991	99.0	11.4	36,046	97.7	0.2	38,358	98.6	6.4
Product Services	1,563	4.9	109.8	493	1.5	△ 68.4	482	1.5	△ 2.2	375	1.0	△ 22.1	861	2.3	129.1	550	1.4	△ 36.1
Net Sales	32,116	100.0	△ 0.9	31,917	100.0	△ 0.6	32,787	100.0	2.7	36,367	100.0	10.9	36,908	100.0	1.5	38,908	100.0	5.4

(3) Orders and Orders, end of term(Non-consolidated)

Orders by Segment

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007			FY Mar. 2008 (Forcast)		
	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %
System Engineering Services	21,041	64.8	6.1	19,995	63.1	△ 5.0	19,255	62.3	△ 3.7	22,451	63.5	16.6	25,487	63.9	13.5	28,141	68.4	10.4
Operation Engineering Services	6,326	19.5	△ 11.8	6,849	21.6	8.3	6,953	22.5	1.5	7,600	21.5	9.3	6,053	15.2	△ 20.3	5,997	14.6	△ 0.9
Network Engineering Services	3,575	11.0	△ 16.7	4,428	14.0	23.8	4,202	13.6	△ 5.1	4,902	13.9	16.6	7,465	18.7	52.3	6,503	15.8	△ 12.9
IT Services	30,943	95.2	△ 1.1	31,273	98.7	1.1	30,411	98.4	△ 2.8	34,954	98.9	14.9	39,006	97.8	11.6	40,642	98.8	4.2
Product Services	1,544	4.8	87.8	426	1.3	△ 72.4	489	1.6	14.8	373	1.1	△ 23.7	892	2.2	138.9	506	1.2	△ 43.2
Net Sales	32,488	100.0	1.2	31,699	100.0	△ 2.4	30,901	100.0	△ 2.5	35,328	100.0	14.3	39,898	100.0	12.9	41,149	100.0	3.1

Orders by Segment, end of terms

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007			FY Mar. 2008 (Forcast)		
	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %
System Engineering Services	8,888	57.2	10.5	8,555	55.9	△ 3.7	6,799	50.6	△ 20.5	5,456	44.0	△ 19.7	7,068	46.0	29.5	8,881	50.4	25.7
Operation Engineering Services	4,320	27.8	△ 5.2	4,102	26.8	△ 5.0	4,515	33.6	10.1	4,850	39.2	7.4	4,210	27.4	△ 13.2	3,816	21.7	△ 9.3
Network Engineering Services	2,239	14.4	△ 8.8	2,638	17.2	17.8	2,088	15.5	△ 20.9	2,059	16.6	△ 1.4	4,047	26.3	96.5	4,911	27.9	21.4
IT Services	15,447	99.4	2.6	15,296	99.9	△ 1.0	13,402	99.8	△ 12.4	12,366	99.8	△ 7.7	15,325	99.6	23.9	17,610	99.9	14.9
Product Services	85	0.6	△ 18.2	18	0.1	△ 78.1	25	0.2	37.8	23	0.2	△ 9.4	54	0.4	133.1	11	0.1	△ 79.3
Net Sales	15,533	100.0	2.5	15,315	100.0	△ 1.4	13,428	100.0	△ 12.3	12,389	100.0	△ 7.7	15,380	100.0	24.1	17,621	100.0	14.6

(4) Sales by Sector(Non-consolidated)

(Unit: JPY Million)

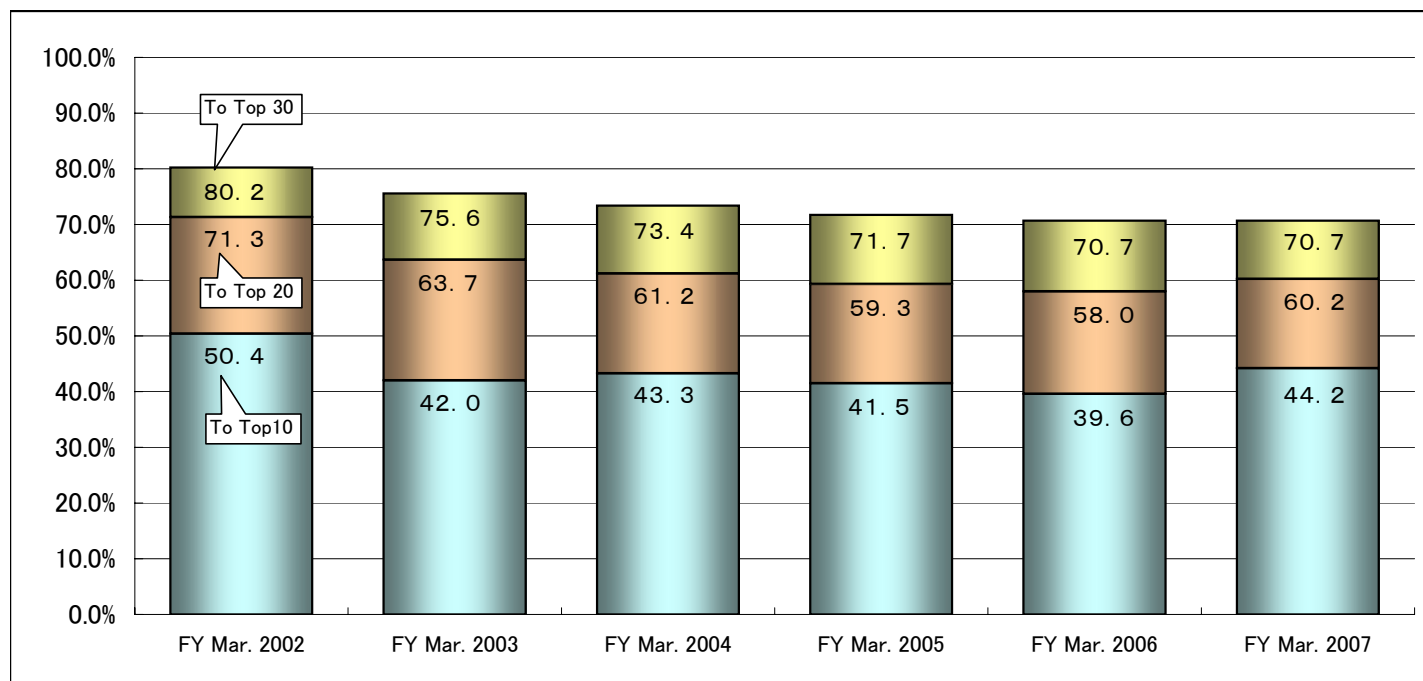
	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007		
	Amount	Share	Y o Y Change	Amount	Share	Y o Y Change	Amount	Share	Y o Y Change	Amount	Share	Y o Y Change	Amount	Share	Y o Y Change
Financial	12,215	38.0	△ 15.5	12,145	38.1	△ 0.6	11,063	33.7	△ 8.9	12,575	34.6	13.7	12,120	32.8	△ 3.6
Telecommunication	10,948	34.1	△ 14.0	8,329	26.1	△ 13.1	8,440	25.7	1.3	9,392	25.8	11.3	10,108	27.4	7.6
Public	1,825	5.7	△ 5.7	1,669	5.2	△ 8.6	1,989	6.1	19.2	2,284	6.3	14.8	2,257	6.1	△ 1.2
Services				7,316	22.9	36.9	7,992	24.4	9.2	8,485	23.4	6.2	7,821	21.2	△ 7.8
Others	5,563	17.3	119.7	1,963	6.2	24.0	2,819	8.6	43.6	3,252	8.9	15.4	3,738	10.1	14.9
IT Services	30,552	95.1	△ 3.5	31,424	98.5	2.9	32,305	98.5	2.8	35,991	99.0	11.4	36,046	97.7	0.2
Product Services	1,563	4.9	109.8	493	1.5	△ 68.4	482	1.5	△ 2.2	375	1.0	△ 22.1	861	2.3	129.1
Net Sales	32,116	100.0	△ 0.9	31,917	100.0	△ 0.6	32,787	100.0	2.7	36,367	100.0	10.9	36,908	100.0	1.5

(5) The big customers(Non-consolidated)

The Big Customers Share

	FY Mar. 2002	FY Mar. 2003	FY Mar. 2004	FY Mar. 2005	FY Mar. 2006	FY Mar. 2007
To Top 10	50.4%	42.0%	43.3%	41.5%	39.6%	44.2%
To Top 20	71.3%	63.7%	61.2%	59.3%	58.0%	60.2%
To Top30	80.2%	75.6%	73.4%	71.7%	70.7%	70.7%
Customers Number	142	170	188	226	230	236

※IT Services only.



(6) Statement of Income(Non-consolidated)

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007		
	Amount		Ratio to Sales	Amount		Ratio to Sales	Amount		Ratio to Sales	Amount		Ratio to Sales	Amount		Ratio to Sales
			%			%			%			%			%
I Net Sales															
1. IT Services	30,552			31,424			32,305			35,991			36,046		
2. Product Services	1,563	32,116	100.0	493	31,917	100.0	482	32,787	100.0	375	36,367	100.0	861	36,908	100.0
II Cost of Sales															
1. IT Services	24,908			25,506			25,744			29,053			28,746		
2. Product Services	1,441	26,350	82.0	446	25,952	81.3	437	26,182	79.9	337	29,391	80.8	775	29,521	80.0
Gross Profit		5,765	18.0		5,965	18.7		6,605	20.1		6,975	19.2		7,386	20.0
III SG & A		2,298	7.2		2,609	8.2		2,565	7.8		2,759	7.6		3,251	8.8
Operating Income		3,467	10.8		3,356	10.5		4,039	12.3		4,216	11.6		4,134	11.2
IV Nonoperating Income		64	0.2		98	0.3		74	0.2		88	0.2		120	0.3
V Nonoperating Expenses		27	0.1		4	0.0		2	0.0		3	0.0		5	0.0
Recurring Income		3,504	10.9		3,450	10.8		4,112	12.5		4,301	11.8		4,249	11.5
VI Extraordinary Income		43	0.1		238	0.8		85	0.3		1	0.0		36	0.1
VII Extraordinary Losses		115	0.3		502	1.6		346	1.1		2	0.0		61	0.2
Income Before Taxes and Other Adjustments		3,432	10.7		3,186	10.0		3,851	11.7		4,300	11.8		4,225	11.4
Income Taxes etc.			0.0			0.0			0.0			0.0			
Income Taxes etc.	1,703			1,174			1,691			1,711			1,816		
Income Taxes Adjustment	△ 198	1,505	4.7	201	1,376	4.3	△ 133	1,557	4.7	40	1,752	4.8	△ 69	1,747	4.7
Net Income		1,927	6.0		1,809	5.7		2,293	7.0		2,548	7.0		2,478	6.7

(7) Non-Consolidated Balance Sheet

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007	
	Amount	Share %	Amount	Share %	Amount	Share %	Amount	Share %	Amount	Share %
(Assets)										
I Current Assets										
1. Cash and Time Deposits	6,374		7,022		5,943		5,532		4,152	
2. Notes and Accounts Receivable	6,808		6,063		5,832		6,922		6,548	
3. Inventories	705		397		624		663		685	
4. Deferred Tax Assets	771		815		931		912		938	
5. Others	105		274		222		236		319	
6. Allowance for Doubtful Accounts	△ 6		△ 0		△ 0		△ 0		△ 0	
Total of Current Assets	14,760	51.7	14,573	52.8	13,555	45.4	14,265	43.7	12,643	36.9
II Fixed Assets										
1. Tangible Fixed Assets										
(1) Buildings and Structures	2,916		2,546		2,865		2,720		2,651	
(2) Machines	10		9		7		6		5	
(3) equipments	264		249		359		278		266	
(4) Land	7,063		6,642		6,319		6,319		6,319	
(5) Construction in progress	23		468		—		—		—	
	10,278	36.0	9,917	35.9	9,552	32.0	9,324	28.6	9,243	26.9
2. Intangible Fixed Assets										
(1) Goodwill	—		—		—		—		71	
(2) trademark rights	2		2		2		2		1	
(3) Software	10		9		3,641		3,503		3,267	
(5) Others	11		10		10		9		9	
	24	0.1	22	0.1	3,654	12.2	3,515	10.8	3,349	9.8
3. Investments and Other Assets										
(1) Investments in Securities	1,371		1,832		2,017		3,878		3,212	
(2) Stocks of affiliated companies	781		645		645		1,242		5,427	
(3) Long-term Accrued expenses	24		20		24		25		31	
(4) guaranty money	295		258		60		58		82	
(5) Reserve of Insurance	390		153		224		231		195	
(6) Deferred Tax Assets	548		117		58		—		—	
(7) Others	98		85		85		85		93	
	3,509	12.2	3,114	11.2	3,116	10.4	5,523	16.9	9,044	26.4
Total of Fixed Assets	13,813	48.3	13,053	47.2	16,323	54.6	18,363	56.3	21,637	63.1
Total Assets	28,573	100.0	27,627	100.0	29,879	100.0	32,628	100.0	34,280	100.0

(7) Non-Consolidated Balance Sheet

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007	
	Amount	Share	Amount	Share	Amount	Share	Amount	Share	Amount	Share
(Liabilities)		%		%		%		%		%
I Current Liabilities										
1. Account Payable	1,937		1,663		1,144		1,420		1,582	
2. Accrued amount payable	743		769		1,048		907		1,148	
3. Accrued expenses	191		183		209		211		218	
4. Accrued Income Tax	1,080		595		1,185		1,254		1,295	
5. Accrued Consumption Tax	347		341		280		464		386	
6. Advances by customers	39		81		19		16		15	
7. Deposite payable	63		63		62		69		163	
8. Allowance for bonus payable	1,353		1,354		1,472		1,421		1,414	
9. Allowance for Bonus to Directors Payable	—		—		—		—		48	
10. Others	38		15		17		39		82	
	6,495	22.7	5,093	18.4	5,462	18.3	5,804	17.8	6,355	18.5
II Long-term Liabilities										
1. Deferred Tax Liabilities	—		—		—		316		28	
2. Allowance for Employee Retirement Benefits	522		15		17		27		35	
3. Reserve for Directors' and Corporate Auditors' Retirement	234		160		185		219		127	
	756	2.7	175	0.7	203	0.7	563	1.7	191	0.6
Total Liabilities	7,252	25.4	5,268	19.1	5,665	19.0	6,367	19.5	6,547	19.1

(7) Non-Consolidated Balance Sheet

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007	
	Amount	Share	Amount	Share	Amount	Share	Amount	Share	Amount	Share
(Shareholders' Equity)										
I Common Stock	6,113	21.4	6,113	22.1	6,113	20.4	6,113	18.7	—	—
II Capital Reserves	6,190	21.7	6,190	22.4	6,190	20.7	6,194	19.0	—	—
III Retained Earnings	9,640	33.7	10,769	39.0	12,514	41.9	14,261	43.7	—	—
IV Unrealized Gains or Losses on Other Securities	5	0.0	275	1.0	387	1.3	903	2.8	—	—
V Treasury Stock	△ 627	△ 2.2	△ 990	△ 3.6	△ 992	△ 3.3	△ 1,211	△ 3.7	—	—
Total Shareholders Equity	21,321	74.6	22,358	80.9	24,213	81.0	26,260	80.5	—	—
Total Liabilities and Shareholders Equity	28,573	100.0	27,627	100.0	29,879	100.0	32,628	100.0	—	—
(Net Assets)										
I Shareholders' Equity										
1. Capital									6,113	17.8
2. Capital Reserves									6,190	18.1
3. Retained Earnings									15,925	46.5
4. Treasury Stock									△ 1,043	△ 3.1
Total Shareholders Equity									27,185	79.3
II Valiation and Conversion Difference										
Unrealized Gains or Losses on Other Securities									547	1.6
									547	1.6
Total Net Assets									27,733	80.9
Total Liabilities and Net Assets									34,280	100.0

(1) Financial Highlights(Consolidated)

(Unit: JPY Million)

	FY Mar. 2003	FY Mar. 2004	FY Mar. 2005	FY Mar. 2006	FY Mar. 2007	FY Mar. 2008 (Forecast)
Sales	36,920	37,094	37,927	42,952	51,969	59,637
Cost of Sales	30,326	30,365	30,599	35,009	42,290	48,276
SG&A	3,031	3,118	3,036	3,337	4,924	6,244
Operating Income	3,562	3,609	4,291	4,605	4,754	5,116
Recurring Income	3,589	3,693	4,357	4,676	4,784	5,124
Income Before Taxes and Other Adjustments	3,515	3,210	4,112	4,675	4,905	5,091
Income Taxes etc.	1,573	1,402	1,685	1,933	2,192	2,358
Minority interests in Net Income	15	2	62	86	147	181
Net Income	1,925	1,805	2,365	2,655	2,565	2,552
Shareholders' Equity	21,437	22,473	24,396	26,547	28,826	—
Total Assets	29,565	29,273	31,402	34,785	41,713	—
Shareholders' Equity Per Share(Yen)	1,720.76	1,832.54	1,988.71	2,172.36	2,294.95	—
Shareholders' Equity Per Share(Yen)	149.38	142.21	187.19	211.49	210.09	208.50
Equity/Total Assets	72.5%	76.8%	77.7%	76.3%	67.4%	—
ROE	9.2%	8.2%	10.1%	10.4%	9.4%	—
ROA	11.9%	12.6%	14.4%	14.1%	12.5%	—
Net cash provided by(used in) operating activities	669	2,689	3,499	3,062	4,468	—
Net cash provided by(used in) investing activities	△ 2,107	△ 283	△ 3,873	△ 1,991	△ 2,524	—
Net cash provided by(used in) financing activities	△ 2,237	△ 1,682	△ 489	△ 893	△ 1,110	—
Cash and cash equivalents, end of terms	7,064	7,788	6,925	7,102	7,935	—
Employees	2,957	3,029	2,965	2,970	3,964	4,223

(2) Sales by Segment(Consolidated)

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007			FY Mar. 2008 (Forecast)		
	Amount	Share	Y o Y Change	Amount	Share	Y o Y Change	Amount	Share	Y o Y Chang	Amount	Share	Y o Y Chang	Amount	Share	Y o Y Chang	Amount	Share	Y o Y Chang
System Engineering Services	22,411	60.7	△ 5.9	22,590	60.9	0.8	23,055	60.8	2.1	25,977	60.5	12.7	33,840	65.1	30.3	41,061	68.9	21.3
Operation Engineering Services	7,184	19.5	7.3	7,725	20.8	7.5	7,314	19.3	△ 5.3	8,049	18.7	10.1	7,203	13.9	△ 10.5	7,344	12.3	2.0
Network Engineering Services	3,987	10.8	△ 13.7	4,065	11.0	2.0	4,781	12.6	17.6	5,033	11.7	5.3	5,675	10.9	12.8	5,773	9.7	1.7
IT Services	33,583	91.0	△ 4.4	34,381	92.7	2.4	35,151	92.7	2.2	39,060	90.9	11.1	46,719	89.9	19.6	54,179	90.8	16.0
Product Services	1,554	4.2	108.5	982	2.6	△ 36.8	558	1.5	△ 43.1	471	1.1	△ 15.6	1,015	2.0	115.3	633	1.1	△ 37.7
Stuffing Services	1,782	4.8	△ 18.4	1,731	4.7	△ 2.9	2,216	5.8	28.1	3,420	8.0	54.3	4,233	8.1	23.8	4,824	8.1	14.0
Other Services	3,336	9.0	13.9	2,713	7.3	△ 18.7	2,775	7.3	2.3	3,891	9.1	40.2	5,249	10.1	34.9	5,457	9.2	4.0
Net Sales	36,920	100.0	△ 3.0	37,094	100.0	0.5	37,927	100.0	2.2	42,952	100.0	13.2	51,969	100.0	21.0	59,637	100.0	14.8

(3) Orders and Orders, end of term(Consolidated)

Orders by Segment

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007			FY Mar. 2008 (Forecast)		
	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %
System Engineering Services	22,973	60.9	4.1 (△2.2)	22,000	59.9	△ 4.2	21,244	58.7	△ 3.4	26,531	60.3	24.9	37,864	64.6	42.7	42,681	68.6	12.7
Operation Engineering Services	7,641	20.3	△ 1.3	7,127	19.4	△ 6.7	7,783	21.5	9.2	8,558	19.4	10.0	6,943	11.8	△ 18.9	6,893	11.1	△ 0.7
Network Engineering Services	3,767	10.0	△ 20.2	4,428	12.1	17.5	4,184	11.6	△ 5.5	5,010	11.4	19.7	7,558	12.9	50.9	6,666	10.7	△ 11.8
IT Services	34,381	91.1	△ 0.4 (△4.4)	33,556	91.4	△ 2.4	33,212	91.8	△ 1.0	40,100	91.1	20.7	52,366	89.3	30.6	56,241	90.4	7.4
Product Services	1,535	4.1	86.6	945	2.6	△ 38.4	535	1.5	△ 43.4	469	1.1	△ 12.3	1,047	1.8	123.2	588	0.9	△ 43.8
Stuffing Services	1,806	4.8	△ 19.0	2,204	6.0	22.1	2,445	6.8	10.9	3,430	7.8	40.2	5,194	8.9	51.4	5,361	8.6	3.2
Other Services	3,341	8.9	9.5	3,150	8.6	△ 5.7	2,981	8.2	△ 5.4	3,899	8.9	30.8	6,241	10.7	60.1	5,949	9.6	△ 4.7
Net Sales	37,723	100.0	0.4 (△3.3)	36,706	100.0	△ 2.7	36,193	100.0	△ 1.4	43,999	100.0	21.6	58,608	100.0	33.2	62,191	100.0	6.1

Orders by Segment, end of terms

(Unit: JPY Million)

	FY Mar. 2003			FY Mar. 2004			FY Mar. 2005			FY Mar. 2006			FY Mar. 2007			FY Mar. 2008 (Forecast)		
	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %	Amount	Share %	Y o Y Change %
System Engineering Services	9,740	55.1	6.1	9,151	52.9	△ 6.1	7,340	47.2	△ 19.8	7,893	47.5	7.5	12,194	52.5	54.5	14,190	54.2	16.4
Operation Engineering Services	5,040	28.5	10.0	4,442	25.7	△ 11.9	4,911	31.6	10.6	5,421	32.7	10.4	4,797	20.6	△ 11.5	4,346	16.6	△ 9.4
Network Engineering Services	2,365	13.4	△ 8.5	2,728	15.8	15.3	2,131	13.7	△ 21.9	2,107	12.7	△ 1.1	4,078	17.5	93.5	4,970	19.0	21.9
IT Services	17,147	97.0	4.9	16,322	94.4	△ 4.8	14,383	92.4	△ 11.9	15,422	92.9	7.2	21,069	90.6	36.6	23,508	89.8	11.6
Product Services	85	0.5	△ 18.2	49	0.3	△ 42.4	25	0.2	△ 47.7	23	0.1	△ 9.4	55	0.2	135.7	11	0.0	△ 79.5
Stuffing Services	449	2.5	5.5	923	5.3	105.2	1,152	7.4	24.8	1,162	7.0	0.9	2,123	9.1	82.7	2,660	10.2	25.3
Other Services	535	3.0	0.8	972	5.6	81.6	1,178	7.6	21.1	1,185	7.1	0.6	2,178	9.4	83.7	2,671	10.2	22.7
Net Sales	17,682	100.0	4.8	17,295	100.0	△ 2.2	15,561	100.0	△ 10.0	16,608	100.0	6.7	23,247	100.0	40.0	26,180	100.0	12.6

(4) Statement of Income(Consolidated)

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007		
	Amount	Ratio to Sales	Amount	Ratio to Sales	Amount	Ratio to Sales	Amount	Ratio to Sales	Amount	Ratio to Sales	
I Net Sales	36,920	100.0	37,094	100.0	37,927	100.0	42,952	100.0	51,969	100.0	
II Cost of Sales	30,326	82.1	30,365	81.9	30,599	80.7	35,009	81.5	42,290	81.4	
Gross Profit	6,593	17.9	6,728	18.1	7,327	19.3	7,943	18.5	9,678	18.6	
III SG & A	3,031	8.2	3,118	8.4	3,036	8.0	3,337	7.8	4,924	9.5	
Operating Income	3,562	9.7	3,609	9.7	4,291	11.3	4,605	10.7	4,754	9.1	
IV Nonoperating Income	54	0.1	88	0.3	68	0.2	74	0.2	148	0.3	
V Nonoperating Expenses	27	0.1	4	0.0	2	0.0	3	0.0	117	0.2	
Recurring Income	3,589	9.7	3,693	10.0	4,357	11.5	4,676	10.9	4,784	9.2	
VI Extraordinary Income	44	0.1	239	0.6	104	0.2	1	0.0	129	0.2	
VII Extraordinary Losses	118	0.3	722	1.9	349	0.9	2	0.0	8	0.0	
Income Before Taxes and Other Adjustments	3,515	9.5	3,210	8.7	4,112	10.8	4,675	10.9	4,905	9.4	
Income Taxes etc.	1,733		1,288		1,772		1,918		2,337		
Income Taxes Adjustment	△ 160	4.3	113	3.8	△ 87	4.4	14	4.5	△ 145	4.2	
Minority interests in Net Income	15	0.0	2	0.0	62	0.2	86	0.2	147	0.3	
Net Income	1,925	5.2	1,805	4.9	2,365	6.2	2,655	6.2	2,565	4.9	

(5) Consolidated Balance Sheet

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007	
	Amount	Share %	Amount	Share %	Amount	Share %	Amount	Share %	Amount	Share %
(Assets)										
I Current Assets										
1. Cash and Time Deposits	7,064		7,788		6,945		7,102		8,015	
2. Notes and Accounts Receivable	7,525		7,207		6,739		8,052		9,398	
3. Inventories	743		446		634		703		954	
4. Deferred Tax Assets	824		911		1,012		1,016		1,171	
5. Others	114		282		233		240		601	
6. Allowance for Doubtful Accounts	△ 11		△ 6		△ 5		△ 6		△ 188	
Total of Current Assets	16,261	55.0	16,629	56.8	15,559	49.5	17,109	49.2	19,952	47.8
II Fixed Assets										
1. Tangible Fixed Assets										
(1) Buildings and Structures	2,921		2,555		2,873		2,732		2,806	
(2) Land	7,063		6,642		6,319		6,319		6,431	
(3) Construction in progress	—		468		—		—		—	
(4) Others	307		272		376		303		312	
Total of Tangible Fixed Assets	10,292	34.8	9,938	34.0	9,569	30.5	9,355	26.9	9,550	22.9
2. Intangible Fixed Assets										
(1) Goodwill	—		—		—		—		4,474	
(2) Software	12		12		3,644		3,506		3,316	
(3) Consolidation adjustments account	121		64		32		—		—	
(4) Others	18		17		17		17		23	
Total of Intangible Fixed Assets	153	0.5	95	0.3	3,693	11.8	3,523	10.1	7,814	18.8
3. Investments and Other Assets										
(1) Investments in Securities	1,387		1,854		2,035		4,264		3,566	
(2) Deferred Tax Assets	569		181		93		33		69	
(3) Others	900		766		450		496		757	
(4) Allowance for Doubtful Accounts	—		△ 193		—		—		—	
Total of Investments and Other Assets	2,858	9.7	2,609	8.9	2,579	8.2	4,793	13.8	4,393	10.5
Total Fixed Assets	13,304	45.0	12,643	43.2	15,842	50.5	17,672	50.8	21,758	52.2
III Deferred charges										
Total Assets	29,565	100.0	29,273	100.0	31,402	100.0	34,785	100.0	41,713	100.0

(5) Consolidated Balance Sheet

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007	
	Amount	Share	Amount	Share	Amount	Share	Amount	Share	Amount	Share
(Liabilities)		%		%		%		%		%
I Current Liabilities										
1. Account Payable	2,037		2,115		1,272		1,544		2,215	
2. Short-term Debt	—		—		—		—		308	
3. Long-term Debt Payable within One Year	—		—		—		—		1,286	
4. Accrued amount payable	975		1,039		1,438		1,465		1,933	
5. Accrued Income Tax	1,097		694		1,235		1,420		1,668	
6. Allowance for bonus payable	1,496		1,502		1,608		1,581		1,950	
7. Allowance for Bonus to Directors Payable	—		—		—		—		66	
8. Others	1,456		822		717		990		1,279	
	7,063	23.9	6,175	21.1	6,272	20.0	7,002	20.1	10,709	25.7
II Long-term Liabilities										
1. Long-term Debt	—		—		—		—		1,317	
2. Deferred Tax Liabilities	—		—		—		316		35	
3. Allowance for Employee Retirement Benefits Reserve for Directors' and	566		69		81		89		405	
4. Corporate Auditors' Retirement	249		179		214		253		360	
5. Others	—		—		—		1		58	
	816	2.8	249	0.8	295	0.9	661	1.9	2,177	5.2
Total Liabilities	7,880	26.7	6,424	21.9	6,568	20.9	7,663	22.0	12,887	30.9
(Minority interests)										
Minority interests	247	0.8	375	1.3	437	1.4	573	1.7	—	—

(5) Consolidated Balance Sheet

(Unit: JPY Million)

	FY Mar. 2003		FY Mar. 2004		FY Mar. 2005		FY Mar. 2006		FY Mar. 2007	
	Amount	Share	Amount	Share	Amount	Share	Amount	Share	Amount	Share
(Shareholders Equity)										
I Common Stock	6,113	20.7	6,113	20.9	6,113	19.5	6,113	17.6	—	—
II Capital Reserves	6,190	20.9	6,190	21.2	6,190	19.7	6,194	17.8	—	—
III Retained Earnings	9,763	33.0	10,887	37.2	12,702	40.4	14,550	41.8	—	—
IV Unrealized Gains or Losses on Other Securities	△ 1	△ 0.0	272	0.9	382	1.2	901	2.6	—	—
V Treasury Stock	△ 627	△ 2.1	△ 990	△ 3.4	△ 992	△ 3.1	△ 1,211	△ 3.5	—	—
Total Shareholders Equity	21,437	72.5	22,473	76.8	24,396	77.7	26,547	76.3	—	—
Total Liabilities, Minority interests and Shareholders Equity	29,565	100.0	29,273	100.0	31,402	100.0	34,785	100.0	—	—
(Net Assets)										
I Shareholders' Equity										
1. Common Stock									6,113	14.7
2. Capital Reserves									6,190	14.8
3. Retained Earnings									16,289	39.0
4. Treasury Stock									△ 1,043	△ 2.5
Total Shareholders Equity									27,549	66.0
II Valiation and Conversion Difference										
Unrealized Gains or Losses on Other Securities									546	1.3
									546	1.3
III Minority interests									730	1.8
Total Net Assets									28,826	69.1
Total Liabilities and Net Assets									41,713	100.0