

Business Results Outlook for the Fiscal Year ending Mar. 31, 2004

Shigeru Suzuki Representative Director and President

Feb. 3, 2004

Consolidated Business Results Outlook for the Fiscal Year ending Mar. 31, 2004 Compared with the last year

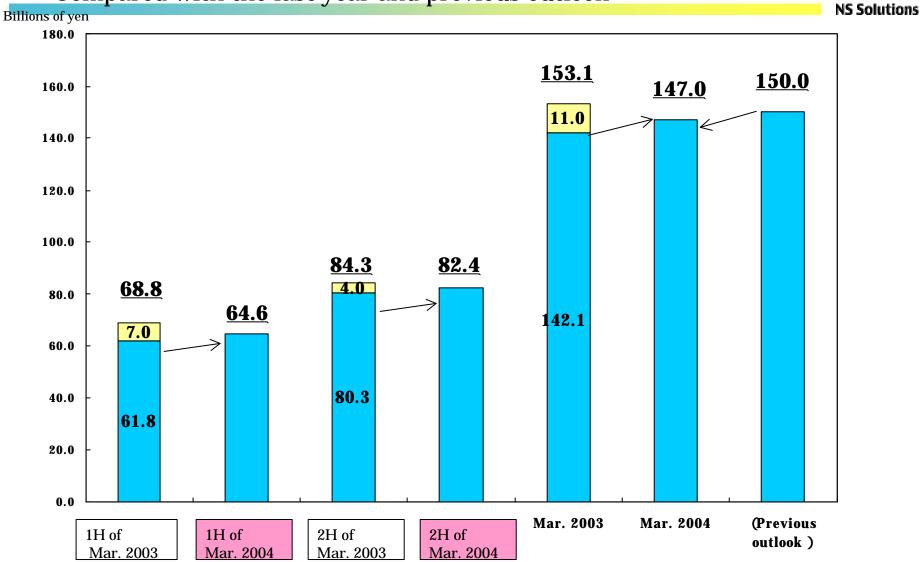


(Billions of yen, except percentages)

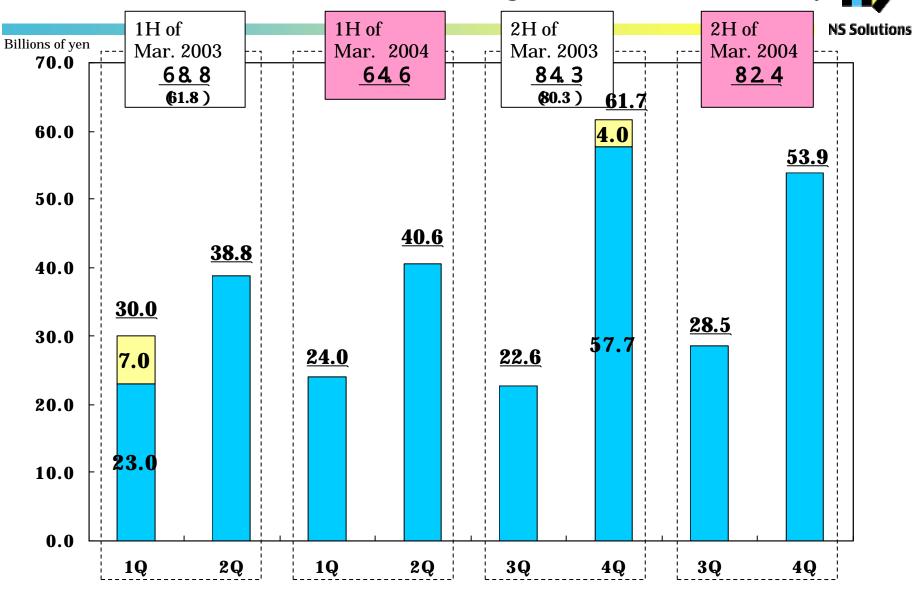
	Mar. 2003	Mar. 2004	Change	
	Actual	Outlook (Feb. 3, 2004)	Amount	%
Net sales	153.1	147.0	6.1	4.0%
Recurring profit	12.1	9.5	2.6	21.5%
Net income	6.2	5.1	1.1	17.7%

Sales Outlook for the Fiscal Year ending Mar. 31, 2004

Compared with the last year and previous outlook



Sales Outlook for the Fiscal Year ending Mar. 31, 2004(Quarterly)



Consolidated Business Results Outlook for the Fiscal Year ending Mar. 31, 2004 Compared with previous outlook

(Billions of yen, except percentages)

			Changes	
	Previous Outlook (Oct .30 ,2003)	Outlook (Feb .3 ,2004)	Amount	%
Net sales	150.0	147.0	3.0	2.0%
Recurring profit	12.0	9.5	2.5	20.8%
Net income	6.4	5.1	1.3	20.3%

Reason for sales decrease

<Business solutions>

•Fiercer competition and prolonged lead time required for order acceptance due to customers' strict ROI evaluation

<Platform solutions>

Weak demand for software and hardware products

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Reason for profit decrease outlook

Gross profit will decline in proportion to sales volume decrease.

·Business solutions gross profit margin will go down;

Price down due to fiercer competition environment and declining operating ratio because of prolonged lead time required for order acceptance, etc

Unprofitable projects occurred

Main Business Strategies being taken currently



. Improve order acceptance capabilities

- 1. Business growth based on three key drivers; deploying new solutions, penetrating major accounts and focusing on system life cycle solutions
- 2. Expand legacy system reengineering services
- 3. Expand recurring businesses
- . Increase profitability
- 1. Establish a cost-competitive system development scheme
- 2. Strengthen project risk control capability by enhancing PMO (Project Management Office) activities
- 3. Refine subcontracting schemes



FORWARD-LOOKING STATEMENTS

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