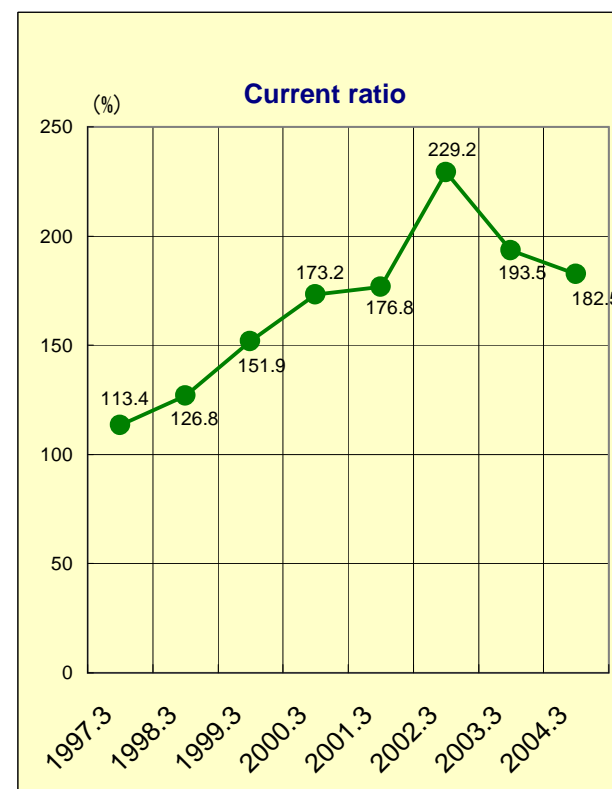
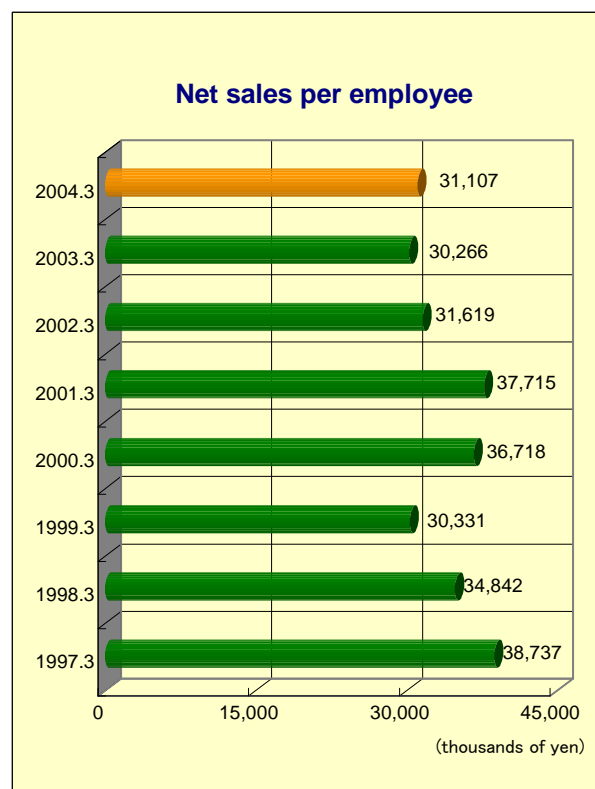
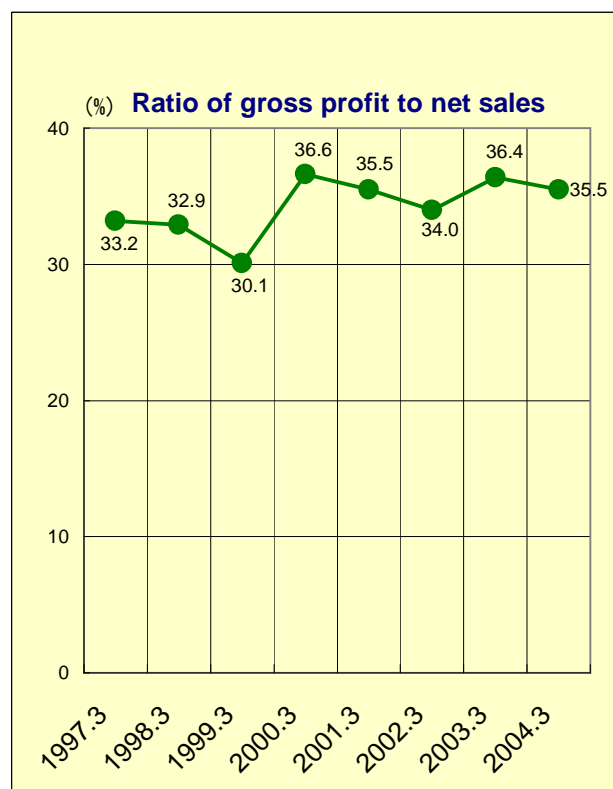


FACT BOOK 2004



Key Financial Indicators

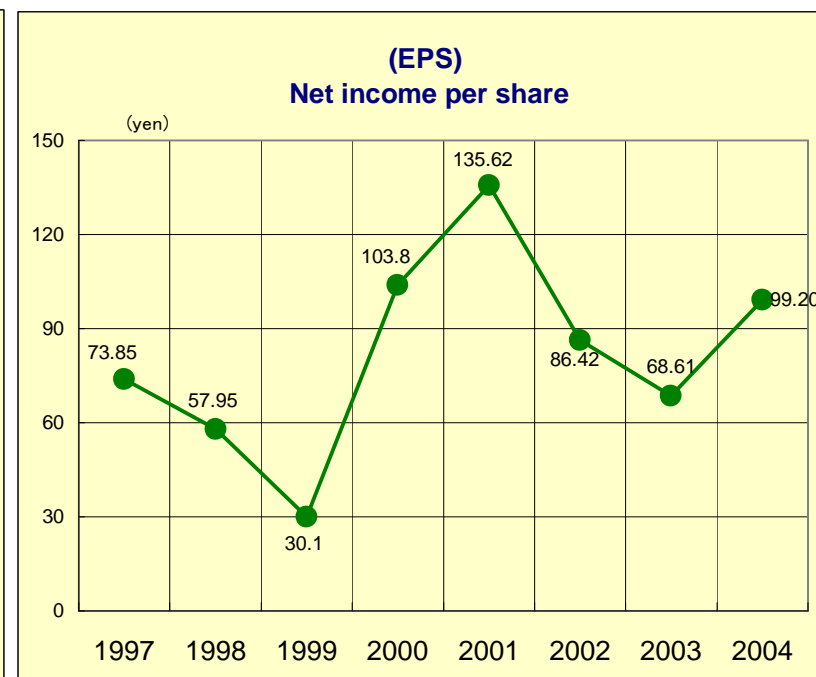
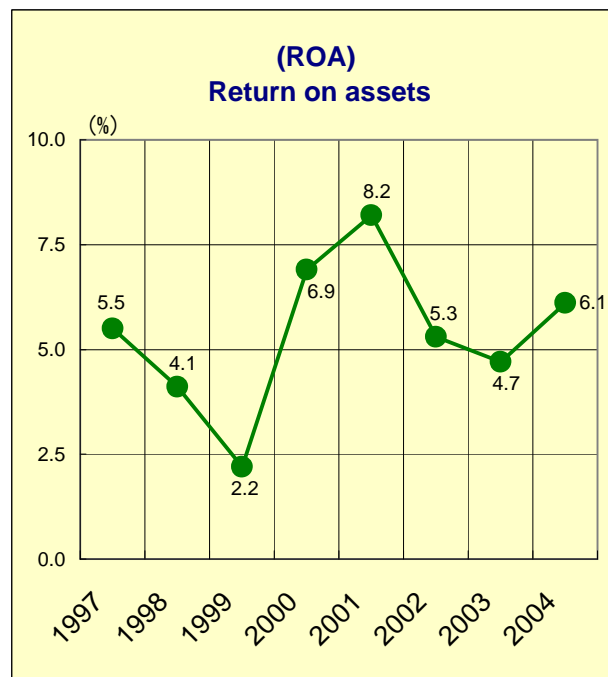
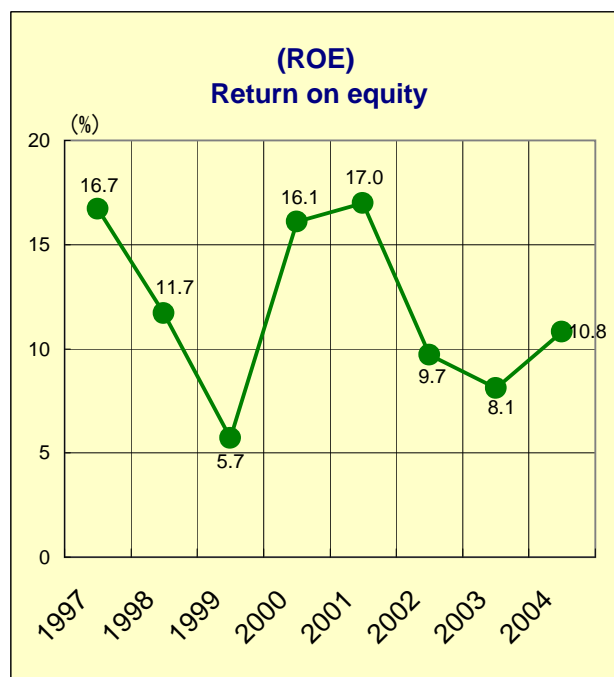
| | 1997.3 | 1998.3 | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|--|--------|--------|--------|--------|--------|--------|--------|---------------|
| Ratio of gross profit to net sales(%) | 33.2 | 32.9 | 30.1 | 36.6 | 35.5 | 34.0 | 36.4 | 35.5 |
| Ratio of ordinary income to net sales(%) | 6.9 | 6.4 | 4.7 | 11.4 | 11.4 | 8.4 | 9.9 | 9.7 |
| Net sales per employee(thousands of yen) | 38,737 | 34,842 | 30,331 | 36,718 | 37,715 | 31,619 | 30,266 | 31,107 |
| Total assets turnover(times) | 1.59 | 1.37 | 1.24 | 1.37 | 1.25 | 1.11 | 1.14 | 1.11 |
| Shareholders' equity turnover(times) | 4.79 | 3.88 | 3.29 | 3.22 | 2.61 | 2.06 | 1.97 | 1.95 |
| Shareholders' equity ratio(%) | 33.2 | 37.4 | 38.5 | 46.1 | 49.8 | 59.1 | 57.2 | 57.1 |
| Current ratio(%) | 113.4 | 126.8 | 151.9 | 173.2 | 176.8 | 229.2 | 193.5 | 182.5 |



Key Value Indicators

| | 1997.3 | 1998.3 | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|-------------------------------------|----------|----------|--------|--------|--------|--------|--------|-----------------|
| Return on equity(%) | 16.7 | 11.7 | 5.7 | 16.1 | 17.0 | 9.7 | 8.1 | 10.8 |
| Return on assets(%) | 5.5 | 4.1 | 2.2 | 6.9 | 8.2 | 5.3 | 4.7 | 6.1 |
| Shareholders' equity per share(yen) | 4,740.62 | 5,178.02 | 530.61 | 725.87 | 868.78 | 902.99 | 936.14 | 1,055.24 |
| Net income per share(yen) | 73.85 | 57.95 | 30.1 | 103.8 | 135.62 | 86.42 | 68.61 | 99.20 |
| Dividend per share(yen) | 75 | 100 | 10 | 12 | 12 | 14 | 14 | 20 |
| payout ratio(%) | 10.15 | 17.25 | 33.21 | 12.14 | 8.80 | 16.06 | 20.41 | 20.16 |
| Price earnings ratio(times) | - | - | - | 76.1 | 22.1 | 11.3 | 8.8 | 12.8 |
| Price book-value ratio(times) | - | - | - | 10.9 | 3.5 | 1.1 | 0.6 | 1.2 |

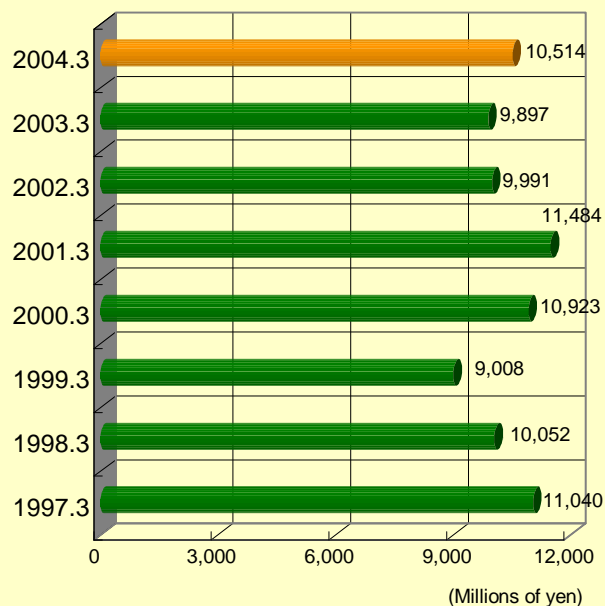
10 for 1 stock split was performed on August 1998. The following figures use 500 yen face value has = 10 share x 50 yen face value conversion.



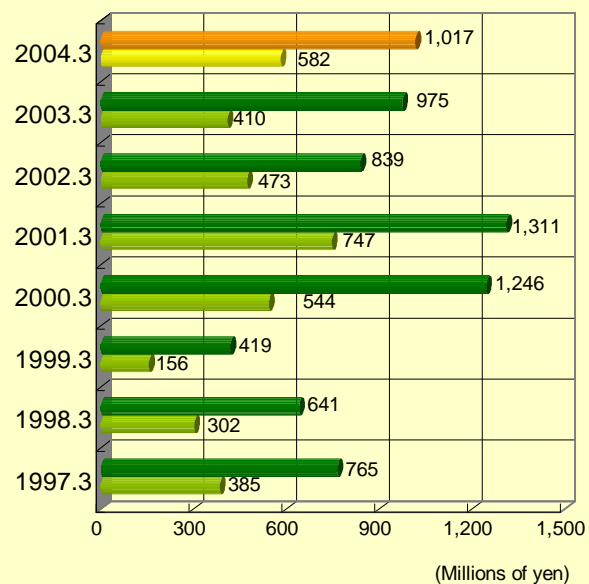
Financial Highlights

| | 1997.3 | 1998.3 | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|---------------------------------------|---------|---------|-----------|-----------|-----------|-----------|-----------|------------------|
| Net sales(Millions of yen) | 11,040 | 10,052 | 9,008 | 10,923 | 11,484 | 9,991 | 9,897 | 10,514 |
| Operating income(Millions of yen) | 973 | 725 | 479 | 1,491 | 1,418 | 827 | 995 | 996 |
| Ordinary income(Millions of yen) | 765 | 641 | 419 | 1,246 | 1,311 | 839 | 975 | 1,017 |
| Net income(Millions of yen) | 385 | 302 | 156 | 544 | 747 | 473 | 410 | 582 |
| Total assets(Millions of yen) | 7,449 | 7,223 | 7,194 | 8,678 | 9,625 | 8,291 | 8,941 | 9,920 |
| Shareholders' equity(Millions of yen) | 2,471 | 2,699 | 2,766 | 4,002 | 4,790 | 4,898 | 5,116 | 5,664 |
| Total number of issued shares | 521,400 | 521,400 | 5,214,000 | 5,514,000 | 5,514,000 | 5,514,000 | 5,514,000 | 5,514,000 |
| Number of employees(persons) | 282 | 295 | 299 | 296 | 313 | 319 | 335 | 338 |

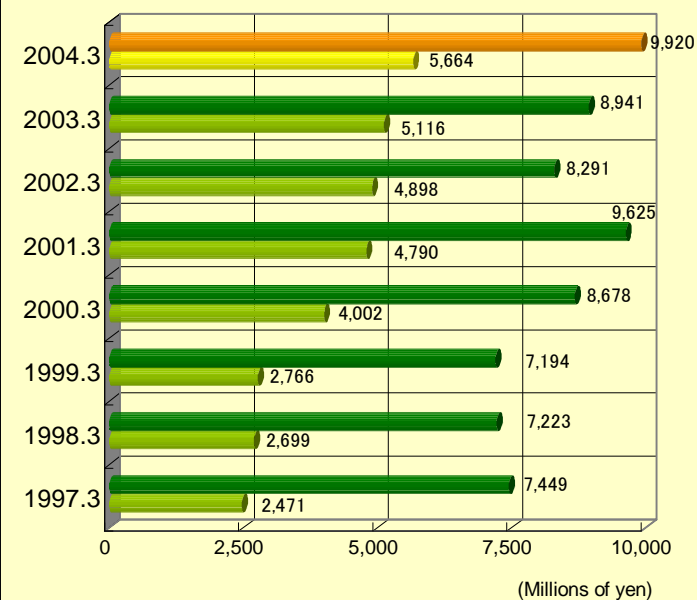
Net sales



Ordinary income Net income



Total assets Shareholder's equity



Balance Sheets

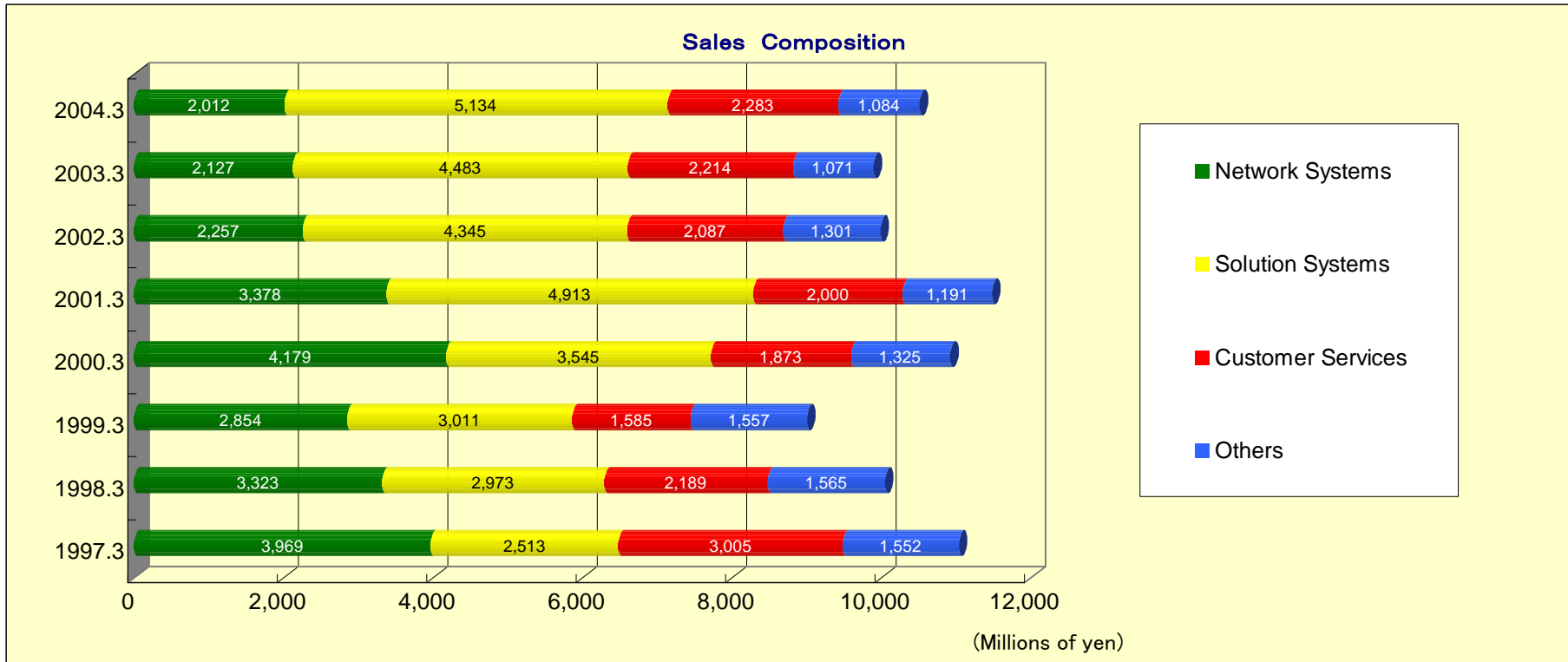
Assets

(Unit: Thousands of yen)

| | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|---|------------------|------------------|------------------|------------------|------------------|
| I.Current Assets | | | | | |
| 1.Cash and cash equivalents | 1,414,806 | 1,503,909 | 1,965,464 | 1,914,514 | 2,071,122 |
| 2.Trade notes receivable | 641,383 | 452,408 | 604,232 | 640,696 | 678,793 |
| 3.Accounts receivable-trade | 1,861,545 | 2,981,950 | 1,694,165 | 2,382,637 | 1,807,629 |
| 4.Marketable securities | 1,670,288 | 705,317 | 849,696 | 999,974 | 1,620,263 |
| 5.Purchased goods | 186,173 | 381,273 | 306,298 | 177,952 | 219,487 |
| 6.Work in process | 293,013 | 306,052 | 191,146 | 98,909 | 131,207 |
| 7.Supplies | 14,987 | 12,222 | 12,148 | 13,929 | 15,795 |
| 8.Advanced money | 4,910 | 19,115 | 18,742 | 16,763 | - |
| 9.Prepaid expenses | 27,655 | 24,928 | 30,255 | 82,995 | 72,190 |
| 10.Deferred taxes | 160,748 | 109,655 | 73,611 | 120,327 | 204,197 |
| 11.Others | 2,187 | 41,505 | 5,785 | 49,859 | 22,714 |
| Allowance for bad debts | △ 15,605 | △ 16,263 | △ 6,355 | △ 4,415 | △ 745 |
| Total Current Assets | 6,262,094 | 6,522,076 | 5,745,193 | 6,494,145 | 6,842,655 |
| II.Fixed Assets | | | | | |
| 1.Tangible fixed assets | | | | | |
| (1)Equipment leased to customers | 21,260 | 17,354 | 13,397 | 11,143 | 10,621 |
| (2)Buildings and structures | 598,425 | 559,007 | 533,890 | 552,863 | 522,409 |
| (3)Machinery and equipment | 11,847 | 9,774 | 8,063 | 6,652 | 5,488 |
| (4)Instrument,appliances and furnishings | 366,462 | 429,302 | 430,118 | 508,264 | 443,782 |
| (5)Land | 172,494 | 172,494 | 172,494 | 172,494 | 161,882 |
| Total Tangible Fixed Assets | 1,170,489 | 1,187,933 | 1,157,964 | 1,251,419 | 1,144,184 |
| 2.Intangible fixed assets | | | | | |
| (1)Trademark rights | 846 | 20,514 | 19,072 | 16,694 | 14,315 |
| (2)Software | 35,060 | 27,048 | 15,159 | 6,968 | 454,025 |
| (3)Telephone subscription rights | 7,545 | 7,545 | 7,579 | 7,579 | 7,579 |
| (4)Telephone facility access rights | 1,536 | 1,347 | 1,174 | 1,002 | 831 |
| (5)Others | - | - | - | 10,000 | 43,745 |
| Total Intangible Fixed Assets | 44,989 | 56,456 | 42,986 | 42,245 | 520,496 |
| 3.Investments and other assets | | | | | |
| (1)Investment securities | 357,264 | 1,072,138 | 718,740 | 420,887 | 780,254 |
| (2)Treasury stock | - | 150,245 | - | - | - |
| (3)Stocks of affiliated companies | 3,500 | 3,250 | 3,250 | 3,250 | 3,250 |
| (4)Investment in capital | - | - | - | - | - |
| (5)Long-term loan to the employees | 3,380 | 2,664 | 1,994 | 1,232 | 596 |
| (6)Claim in bankruptcy,claim in reorganization,and other claims applying to such claims | 61,287 | 25,927 | 4,363 | 808 | 157 |
| (7)Long-term prepaid expenses | 3,346 | 1,667 | 1,959 | - | 4,333 |
| (8)Guarantee deposits | 211,572 | 211,664 | 220,751 | 259,466 | 258,941 |
| (9)Membership rights | 168,819 | 142,056 | 138,956 | 118,257 | 28,477 |
| (10)Insurance reserves | 116,720 | 116,720 | 65,000 | 65,649 | 99,552 |
| (11)Deferred taxed | 260,010 | 227,692 | 286,843 | 381,098 | 244,345 |
| Allowance for bad debts | △ 2,689 | △ 95,154 | △ 96,831 | △ 97,207 | △ 6,795 |
| Total of investments and other assets | 1,201,210 | 1,858,871 | 1,345,027 | 1,153,441 | 1,413,112 |
| Total fixed Assets | 2,416,689 | 3,103,260 | 2,545,978 | 2,447,105 | 3,077,793 |
| Total Assets | 8,678,783 | 9,625,337 | 8,291,171 | 8,941,250 | 9,920,448 |

Sales Composition

| | 1997.3 | 1998.3 | 1999.3 | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----------------------|
| | (Millions of yen) | (Millions of yen) | (Millions of yen) | (Millions of yen) | (Millions of yen) | (Millions of yen) | (Millions of yen) | (Millions of yen) |
| Network Systems | 3,969 35.9% | 3,323 33.0% | 2,854 31.7% | 4,179 38.3% | 3,378 29.4% | 2,257 22.6% | 2,127 21.5% | 2,012 19.2% |
| Solution Systems | 2,513 22.8% | 2,973 29.6% | 3,011 33.4% | 3,545 32.5% | 4,913 42.8% | 4,345 43.5% | 4,483 45.3% | 5,134 48.8% |
| Customer Services | 3,005 27.2% | 2,189 21.8% | 1,585 17.6% | 1,873 17.1% | 2,000 17.4% | 2,087 20.9% | 2,214 22.4% | 2,283 21.7% |
| Others | 1,552 14.1% | 1,565 15.6% | 1,557 17.3% | 1,325 12.1% | 1,191 10.4% | 1,301 13.0% | 1,071 10.8% | 1,084 10.3% |
| Total | 11,040 100.0% | 10,052 100.0% | 9,008 100.0% | 10,923 100.0% | 11,484 100.0% | 9,991 100.0% | 9,897 100.0% | 10,514 100.0% |



Balance Sheets

Liabilities

(Unit: Thousands of yen)

| | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|--|------------------|------------------|------------------|------------------|------------------|
| I . Current Liabilities | | | | | |
| 1. Trade notes payable | 728,340 | 1,045,166 | 695,533 | 840,551 | 871,973 |
| 2. Accounts payable-trade | 761,847 | 1,141,736 | 784,830 | 1,177,611 | 1,559,926 |
| 3. Short-term loans payable | 408,125 | - | - | - | - |
| 4. Current bonds payable | - | - | - | - | - |
| 5. Current portion of long-term loan(to be paid within one year) | 278,840 | 264,510 | 297,300 | 435,300 | - |
| 6. Accounts payable-other | 189,647 | 115,528 | 60,029 | 85,061 | 194,489 |
| 7. Accrued expenses | 1,220 | 1,205 | 123 | 150 | 41,982 |
| 8. Accrued income tax | 664,890 | 368,736 | 131,038 | 250,000 | 378,454 |
| 9. Enterprise and other taxes payable | - | - | - | - | - |
| 10. Accrued consumption tax | 48,530 | 80,161 | 57,439 | 61,553 | 71,177 |
| 11. Advances received | 197,337 | 313,033 | 204,092 | 232,210 | 248,689 |
| 12. Deposits received | 13,785 | 13,817 | 24,282 | 14,899 | 12,878 |
| 13. Accrued bonuses | 324,000 | 336,000 | 240,000 | 255,000 | 353,000 |
| 14. Others | - | 8,511 | 12,343 | 2,849 | 17,177 |
| Total Current Liabilities | 3,616,565 | 3,688,408 | 2,507,013 | 3,355,538 | 3,749,749 |
| II . Long-term Liabilities | | | | | |
| 1. Long-term loans payable | 741,485 | 732,600 | 435,300 | - | - |
| 2. Long-term accounts payable | 45,793 | 38,543 | 31,326 | 24,867 | 18,504 |
| 3. Reserve for retirement allowance | 108,113 | - | - | - | - |
| 4. Reserve for severance benefit | - | 175,491 | 172,778 | 166,961 | 185,553 |
| 5. Reserve for directors' retirement allowance | 164,370 | 199,850 | 246,010 | 277,340 | 301,910 |
| Total Long-term Liabilities | 1,059,762 | 1,146,484 | 885,414 | 469,168 | 505,967 |
| Total Liabilities | 4,676,328 | 4,834,893 | 3,392,427 | 3,824,706 | 4,255,717 |

Shareholders' Equity

| | | | | | |
|--|------------------|------------------|------------------|------------------|------------------|
| I . Capital stock | 955,000 | 955,000 | 955,000 | 955,000 | 955,000 |
| II . Additional paid-in capital | | | | | |
| Capital reserve | 1,052,000 | 1,052,000 | 1,052,000 | 1,052,000 | 1,052,000 |
| III . Accumulated Earnings | | | | | |
| 1. Earned surplus reserve | 71,658 | 83,025 | 94,356 | 94,356 | 94,356 |
| 2. Optional Reserve | | | | | |
| (1) Program reserve | 52,999 | 36,937 | 21,045 | 10,476 | 5,425 |
| (2) Domestic market development reserve | 20,838 | 10,419 | - | - | - |
| (3) Contingent reserve | 1,112,500 | 1,672,500 | 2,322,500 | 2,682,500 | 2,982,500 |
| 3. Unappropriated retained earnings | 737,459 | 826,758 | 551,433 | 498,281 | 671,461 |
| Total Accumulated Earnings | 1,995,455 | 2,629,640 | 2,989,335 | 3,285,615 | 3,753,743 |
| IV . Difference in evaluation of other securities | - | 153,803 | 112,132 | 33,653 | 213,840 |
| V . Treasury stock | - | - | △ 209,724 | △ 209,724 | △ 309,852 |
| Total Shareholders Equity | 4,002,455 | 4,790,444 | 4,898,744 | 5,116,544 | 5,664,731 |
| Total Liabilities and Shareholders Equity | 8,678,783 | 9,625,337 | 8,291,171 | 8,941,250 | 9,920,448 |

Statements of Income

(Unit: Thousands of yen)

| | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|--|------------------|------------------|------------------|------------------|-------------------|
| I.Sales | 10,923,819 | 11,484,244 | 9,991,819 | 9,897,135 | 10,514,091 |
| II.Cost of sales | 6,926,099 | 7,405,594 | 6,592,525 | 6,290,208 | 6,785,799 |
| Gross profit on sales | 3,997,720 | 4,078,649 | 3,399,293 | 3,606,926 | 3,728,291 |
| III.Selling,general and administration expenses | 2,506,182 | 2,660,183 | 2,571,598 | 2,611,460 | 2,731,442 |
| Operating Income | 1,491,538 | 1,418,465 | 827,694 | 995,466 | 996,848 |
| IV.Non-operating income | | | | | |
| 1. Interest earned | 2,372 | 3,130 | 424 | 273 | 152 |
| 2. Interest on securities | 779 | 4,943 | 3,200 | 974 | 699 |
| 3. Dividends earned | 6,100 | 6,223 | 5,056 | 6,121 | 5,525 |
| 4. Profit on sales of securities | - | 44,993 | 2,085 | - | 17,857 |
| 5. Reversal of allowance for doubtful accounts | 3,569 | - | 9,191 | - | - |
| 6. Miscellaneous income | 14,398 | 7,748 | 30,262 | 19,375 | 19,420 |
| Total non-operating income | 23,651 | 67,039 | 50,220 | 26,746 | 43,655 |
| V. Non-operating expenses | | | | | |
| 1. Interest paid | 36,161 | 26,570 | 17,229 | 11,773 | 5,194 |
| 2. Bond interest | - | - | - | - | - |
| 3. Loss on securities revaluation | 15,353 | 3,774 | - | - | - |
| 4. Provision for doubtful accounts | - | 93,019 | 970 | - | - |
| 5. Loss on evaluation of memberships | 94,975 | 29,763 | 5,570 | 18,198 | - |
| 6. Loss on write-off of guarantee deposits | 10,522 | - | - | - | - |
| 7. Provision for employees' retirement benefits net of payment | 98,597 | - | - | - | - |
| 8. Miscellaneous losses | 13,121 | 20,718 | 15,581 | 17,157 | 17,968 |
| Total Non-operating expenses | 268,732 | 173,846 | 38,381 | 47,129 | 23,160 |
| Ordinary Income | 1,246,456 | 1,311,659 | 839,533 | 975,082 | 1,017,343 |
| VI. Extraordinary profit | | | | | |
| 1. Profit on sale of investment securities | - | - | - | 61,033 | - |
| VII. Extraordinary loss | | | | | |
| 1. Losses on sale of fixed assets | - | - | - | - | - |
| 2. Loss on disposal of fixed assets | - | - | - | - | - |
| 3. Losses on sale of investment securities | - | - | - | 109,577 | - |
| 4. Loss on securities revaluation of affiliated companies | - | - | - | - | - |
| 5. Loss on revaluation of commercial land | 276,382 | - | - | - | - |
| 6. Loss on cancellation of lease obligation | - | - | - | - | - |
| 7. Head-Office Relocation expenses | - | - | - | 172,313 | - |
| Net income before tax | 970,074 | 1,311,659 | 839,533 | 754,225 | 1,017,343 |
| Corporate and residence taxes | - | - | - | - | - |
| Corporation, inhabitants and enterprise taxes | 775,877 | 592,000 | 359,400 | 426,688 | 506,000 |
| Income tax adjustments | △ 350,701 | △ 28,193 | 7,130 | △ 82,692 | △ 70,735 |
| Net income | 544,899 | 747,852 | 473,003 | 410,229 | 582,078 |
| Retained earnings brought forward from previous period | 71,397 | 78,905 | 78,430 | 88,052 | 89,382 |
| Tax effect adjustments for prior years | 70,057 | - | - | - | - |
| Reversal of tax effect program reserve | 36,623 | - | - | - | - |
| Reversal of tax effect domestic market development reserve | 14,481 | - | - | - | - |
| Unappropriated retained earnings | 737,459 | 826,758 | 551,433 | 498,281 | 671,461 |

Statements of Cash Flows

(Unit: Thousands of yen)

| | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 |
|--|------------------|------------------|------------------|------------------|------------------|
| I. Cash flow from operating activities | | | | | |
| Net pre-tax income | 970,074 | 1,311,659 | 839,533 | 754,225 | 1,017,343 |
| Depreciation and amortization | 194,266 | 248,837 | 243,193 | 238,989 | 299,635 |
| Provision for bonuses | 117,000 | 12,000 | △ 96,000 | 15,000 | 98,000 |
| Increase in reserve for retirement allowance | 127,406 | 102,858 | 43,446 | 25,512 | 43,162 |
| Gain(loss)on sale of investment/marketable securities | 2,959 | △ 45,112 | 845 | △ 61,033 | △ 17,857 |
| Loss on evaluation of investment securities | 15,353 | 3,774 | - | 109,577 | 2,373 |
| Loss on sale/disposal of fixed assets | 8,312 | 10,254 | 6,066 | 70,342 | 2,208 |
| Loss on revaluation of memberships | 105,498 | 122,782 | 5,570 | 22,126 | - |
| Loss on revaluation of commercial land | 276,382 | - | - | - | - |
| Directors'bonuses paid | △ 32,000 | △ 47,500 | △ 47,500 | △ 38,000 | △ 38,000 |
| Decrease in notes and accounts receivable | 182,231 | △ 931,429 | 1,135,126 | △ 725,743 | 536,753 |
| Increase/decrease in inventories | 34,472 | △ 209,807 | 188,840 | 218,317 | △ 75,698 |
| Increase in notes and accounts payable | 207,456 | 696,715 | △ 707,282 | 537,800 | 556,097 |
| Income from claims in bankruptcy and collection of restructured debt | 38,363 | 38,363 | 22,378 | - | - |
| Income tax paid | △ 273,125 | △ 888,154 | △ 597,097 | △ 307,727 | △ 377,545 |
| Others | 41,975 | 23,447 | △ 162,897 | △ 70,562 | 167,683 |
| Net cash used in operating activities | 2,016,627 | 448,688 | 874,224 | 788,823 | 2,214,154 |
| II. Cash flow from investing activities | | | | | |
| Increase in time deposits | △ 275,000 | △ 70,000 | △ 5,000 | - | - |
| Decrease in time deposits | 85,000 | 330,000 | 20,000 | - | - |
| Purchase of marketable/investment securities | △ 467,900 | △ 677,135 | △ 781,504 | △ 763,513 | △ 770,887 |
| Proceeds from sales of marketable/investment securities | 17,571 | 550,128 | 845,524 | 826,074 | 900,140 |
| Purchase of fixed assets | △ 293,967 | △ 282,573 | △ 235,093 | △ 392,948 | △ 827,775 |
| Others | △ 25,425 | △ 4,475 | 44,255 | △ 36,044 | 52,487 |
| Net cash used in investing activities | △ 959,722 | △ 154,056 | △ 111,818 | △ 366,432 | △ 646,035 |
| III. Cash flow from financing activities | | | | | |
| Repayment of short-term loans | △ 671,875 | △ 408,125 | - | - | - |
| Proceeds from long-term debt | - | 255,625 | - | - | - |
| Repayment of long-term debt | △ 71,365 | △ 278,840 | △ 264,510 | △ 297,300 | △ 435,300 |
| Proceeds from issue of stock | 705,000 | - | - | - | - |
| Purchase of treasury stock | - | △ 150,245 | △ 64,487 | - | △ 100,128 |
| Cash dividends paid | △ 52,140 | △ 66,168 | △ 65,808 | △ 75,950 | △ 75,950 |
| Others | - | - | 2,077 | - | - |
| Net cash used in financing activities | △ 90,380 | △ 647,753 | △ 392,727 | △ 373,250 | △ 611,378 |
| IV. Effect of exchange rate changes on cash and cash equivalents | - | - | 1,432 | 101 | 19 |
| V. Increase/decrease in cash and cash equivalents | 966,525 | △ 353,121 | 371,110 | 49,243 | 956,760 |
| VI. Cash and cash equivalents at beginning of year | 1,380,954 | 2,347,479 | 1,994,357 | 2,365,468 | 2,414,711 |
| VII. Cash and cash equivalents at end of year | 2,347,479 | 1,994,357 | 2,365,468 | 2,414,711 | 3,371,472 |