# Digest

# Brief non-consolidated Financial Report Year ending March 31, 2002 (April 1, 2001 – March 31, 2002)

Listed company name: Asgent, Inc. Code #: 4288 Head office: 19-7 Nihonbashi Koami-cho, Chuo-ku, Tokyo Japan President & CEO: Takahiro (Shuji) Sugimoto Contact: Shinji Suzuki, Director of Corporate Development & Planning Phone #: +81-3-5643-2581 Date of Board of Directors Meeting: May 8, 2002 Adoption of US GAAP: NO

### 1. Results for the year ending March 31, 2002 (April 1, 2001-, March 31,2002)

(1) Non-Consolidated Business Results (Millions of yen)

			<i>,</i>
	FY2000 (Full Year)	FY2001 (Full Year)	Change
Net Sales	2,524	4,157	+64.7 %
Operating Income	360	511	+42.0 %
Income Before Income Taxes	352	503	+42.7 %
Net Income	286	280	(2.1) %
Per Share Data:			
Average Number of Shares Outstanding During the Term	6,840	7,508	
Net Income per share (Yen)	¥41,893.24	¥37,354.01	

Note 1. Investment profit and loss arising from equity method: None

2. Changes to accounting policies: None

3. Company's fiscal year is April 1-March 31(FY2000=Apr 1, 2000 - Mar 31, 2001, FY2001=Apr 1, 2 001 - Mar 31, 2002)

4. Expenditures related to IPO ¥34,636,000 were fully amortized in F.Y.2001

- 5. Tax obligation was less due to tax adjustments
- 6. Including one time accounting large R&D fee granted by MITI for the development of M@gicPolicy, which contributed to Sales (¥73,312,000) /Profit '¥58,635,000) in F.Y. 2000
- (2) Non-consolidated financial position (as of March 31, 2002) (Millions of yen)

(us of march of, 2002)		(ivinitions of yein)
	As of March 31,	As of March 31,
	2001	2002
Total Assets	1,474	3,091
Stockholders' Equity	419	1,827
Equity Ratio	28.4 %	59.1 %
Per Share Data:		
Outstanding Number of Shares at the term end	6,840	7,840
Stockholders' Equity (Yen)	¥61,299.78	¥233,043.69

(3) Non-consolidated cash flows (April 1, 2001-March 31, 2002) (Millions of yen)

	FY2000 (Full Year)	FY2001 (Full Year)
Cash Flows from Operating Activities	165	66
Cash Flows from Investing Activities	(33)	(295)
Cash Flows from Financing Activities	(297)	1,067
Cash and Cash Equivalents at the term end	175	1,037

#### 2.Forecast of non-consolidated business results for the year ending March 31, 2003

(April 1, 2002 – March 31, 2003) (Millions of yen)

	FY2002
	(Full Year)
Net Sales	5,480
Net Income	327
Expected Net Income per share (Yen)	¥41,709.18

# 3. Non-Consolidated Financial Statements

### **3-1 Non-Consolidated Balance Sheets**

(In thousand yen, rounded down)

	As of Marc 2001	ch 31,	As of March 31, 2002		Change
	Amount	Ratio	Amount	Ratio	
<assets></assets>					
Current Assets					
1.Cash and Deposits	119,727		637,040		517,313
2.Accounts Receivable-trade	730,254		1,089,274		359,019
3.Marketable Securities	55,354		400,315		344,960
4.Inventories	342,761		273,189		(69,571)
5.Supplies	5,700		365		(5,335)
6.Prepaid Expense	3,897		4,493		595
7.Defferred Tax	8,240		26,489		18,248
8.Future Foreign Exchange Contracts	-		72,141		72,141
9.0thers	18,023		37,536		19,513
Total Current Assets	1,283,959	87.1	2,540,844	82.2	1,256,885
Fixed Assets					
Property, Equipment less Depreciation					
1.Building	1,792		15,045		13,252
2. Tools, Furniture and Fixtures	10,205		28,592		18,386
3.Land	-		469		469
Sub-total	11,998	0.8	44,107	1.4	32,109
Intangibles Fixed Assets					
1.Trademark	297		744		446
2.Software	1,400		29,659		28,258
3.Software Development in Process	-		99,863		99,863
4.Others	19		-		(19)
Sub-total	1,717	0.1	130,267	4.2	128,549
Investment and Other Asset					
1.Investment Securities	-		105,555		105,555
2. Investments in Partnership	-		2,924		2,924
3.Deposits	34,995		38,370		3,375
4.Deferred Taxes	-		1,642		1,642
5.Future Foreign Exchange Contracts	141,856		213,053		71,197
6.Others	-		15,150		15,150
Sub-total	176,851	12.0	376,695	12.2	199,844
Total Fixed Assets	190,567	12.9	551,070	17.8	360,503
Deferred Assets					
1.Organization Expenses	103		-		(103)
Total Deferred Assets	103	0.0	-	0.0	(103)
Total Assets	1,474,630	100.0	3,091,915	100.0	1,617,284

(In thousand yen, rounded down)

	As of Marc 2001	ch 31,	As of March 31, 2002		Change
	Amount	Ratio	Amount	Ratio	
<liabilities></liabilities>					
Current Liabilities:					
1.Accounts Payable-trade	637,792		627,951		(9,841)
2.Short -term Debt	60,000		-		(60,000)
3.Accounts payable	61,245		61,122		(122)
4.Accrued Expenses	11,559		18,352		6,793
5.Accrued Income Taxes	73,981		201,967		127,986
6.Consumption Tax Payable	28,599		23,137		(5,462)
7.Advance Received	4,646		6,620		1,974
8.Deposit Received	8,129		4,910		(3,219)
9. Reserve for Bonus Payment	16,132		27,613		11,480
10.Deferred hedge profit	148,038		285,194		137,156
Total Current Liabilities	1,050,126	71.2	1,256,871	40.6	206,744
Long-term Liabilities					
1. Accrued Pension and Severance costs	4,957		7,982		3,025
2.Deferred Tax Liabilities	46		-		(46)
3.Others	210		-		(210)
Total Long-Term Liabilities	5,214	0.4	7,982	0.3	2,768
Total Liabilities	1,055,340	71.6	1,264,853	40.9	209,513
<stockholders' equity=""></stockholders'>					
Capital Stock	342,000	23.1	767,000	24.8	425,000
Additional Paid-in Capital	1,000	0.1	704,000	22.8	703,000
Other Surplus					
1.Retained Earnings					
(1) Special Reserve for Amortization	-		2,084		2,084
2. Unappropriated retained earnings	76,290		354,660		278,369
Total Other Surplus	76,290	5.2	356,744	11.5	280,453
Appraisal Loss on Investment Securities	-		(681)	(0.0)	(681)
Total Stockholders' Equity	419,290	28.4	1,827,062	59.1	1,407,771
Total Liabilities and Shareholders' Equity	1,474,630	100.0	3,091,915	100.0	1,617,284

### 3-2 Non-Consolidated Statements of Income

(In thousand yen, Rounded down)

			(In thousand	i yen, it	ounded do
	FY200	0	FY200	1	
	(From Apr.)	l, 2000	(From Apr.	1, 2001	Change
	to Mar.31,	2001)	to Mar.31,	2002)	Change
	Amount	Ratio	Amount	Ratio	
Net Sales	2,524,065	100.0	4,157,821	100.0	1,633,75
Cost of Sales					
	1,614,985	64.0	2,929,805	70.5	1,314,82
Gross Profit	909,080	36.0	1,228,015	29.5	318,93
Selling, General and					
Administrative Expenses					
1.Transportation	3,953		9,685		
2.Advertising	60,099		53,208		
3. Provision for Bad Debts	1,622		-		
4. Director's Salaries And Remuneration	41,080		47,649		
5.Salaries and Bonus	164,530		222,867		
6.Provision for Bonus	15,559		23,498		
7.Retirement Allowance	5,680		3,519		
8.Legal Welfare	20,270		31,487		
9.Welfare	3,535		2,776		
10.Travel	22,302		23,961		
11.Postage	9,249		10,751		
12.Office Rent	36,015		38,319		
13.Leases	19,652		25,123		
14.Supplies	9,741		18,377		
15.Part -Time Staff	25,202		70,050		
16.Commissions	34,331		41,304		
17. Taxes and Public Dues	773		838		
18.Depreciation	2,325		9,905		
19.Research and Development	22,100		2,500		
20.Others	50,718		80,670		
	548,744	21.7	716,497	17.2	167,7
Operating Income	360,335	14.3	511,517	12.3	151,1
Other Income					
1.Interest earned	958		13,679		
	330				
2.Exchange Gain 3.Others	5 025		12,787		
5.0thers	5,025	0.2	1,270 27,737	0.7	21,7
	5,984	0.2	21,131	U. 7	21,7
Other Expenses					
1.Interest	2,163		539		
2.Bond Interest	1,009		-		
3.Exchange Loss	9,485		-		
4.Stock Issue Expanses	-		34,636		
5.Others	1,127	05	1,049		00.4
	13,785	0.5	36,225	0.9	22,4
Ordinary Profit	352,534	14.0	503,029	12.1	150,4
Income Before Income Taxes	352,534	14.0	503,029	12.1	150,4
Income Taxes & tax adjustments	65,985	2.6	222,575	5.4	156,5
Net Income	286,549	11.4	280,453	6.7	(6,09
	1		~		994.4
Retained Earnings (Deficit) Brought Forward	(210,259)		74,206		284,4

#### <Business Segment Information>

(In thousand yen, Rounded down)

		FY2000 (From Apr. 1, 2000 to Mar. 31, 2001)	FY2001 (From Apr. 1, 2001 to Mar 31, 2002)	Change
	Security	2,063,027	3,671,057	+77.9 %
Packaged Software	High-availability & Data Solution	228,218	293,549	+28.6 %
	Sub-Total	2,291,245	3,964,606	+73.0 %
Service (Cons	sultation & MSP)	232,820	193,214	(17.0) %
Grand Total		2,524,065	4,157,821	+64.7 %

\*1 Including one time accounting large R&D fee granted by MITI for the development of M@gicPolicy, which contributed to Sales ¥73,312,000) in Service Segment in FY2000. If excluded this Sales amount from FY2000, the growth rate of Service segment changed from (17.0) % to +21.1%

# 3-3 Non-Consolidated Statements of Cash Flows

	(In thousand ye	en, Rounded dov
	FY2000	FY2001
	(From Apr.1, 2000	(From Apr.1, 20
	to Mar.31, 2001)	to Mar.31, 200
Cash Flow from Operating Activities		
Net Income	352,534	503,0
Adjustments to Reconcile Net Income to Net Cash used		
in Operating Activities:		
Depreciation and Amortization	2,517	10,6
Increase (Decrease) in Allowance for Bad Debts	1,622	(5)
Increase in Reserve for Bonus Payment	3,127	9,2
Accrual for Pension and Severance Costs, less		
Payments	4,957	2,8
Interest Received	(958)	(13,6
Interest Paid	3,173	
Exchange Losses	5,740	(23,4
Amortization of Bond Premium	374	(20)-
Amortization of Initial Expenses	103	
Costs for Initial Public Offering	-	34,6
Decrease (Increase) in Accounts Receivable -trade	(412,842)	(359,0
Decrease (Increase) in Inventories	(330,737)	74,9
Increase (Decrease) in Accounts Payable-trade	472,165	(9,8
Increase (Decrease) in Accounts Payable	31,784	(13,5
Increase (decrease) in Consumption Tax Payable	28,599	(5,4
Increase in Accrued Expenses Payable	3,682	6,7
Increase (decrease) in Deposits Received	6,510	(3,2
Increase in Advance Received	4,646	1,9
Other	(9,483)	(13,7
Sub-total	167,517	202,1
Interest Received	987	13,6
Interest Paid	(2,561)	(4
Payment of Initial Public Offering Expenses	-	(34,6
Corporate Income Taxes Paid	(486)	(114,0
Net Cash Provided by Operating Activities	165,455	66,7
Cash Flows from Investing Activities	105,455	00,7
Payment for Purchases of Investments		(100 7
····· ································	(10.000)	(106,7
Payments for Long-term Deposits	(13,803)	(18,5
Payments for Purchases of Tangible Fixed Assets	(12,094)	(33,5
Payments for Purchase of Intangible Fixed Assets	(1,733)	(122,0
Other	(6,352)	(14,8
Net Cash Used in Investing Activities	(33,983)	295,6
Cash Flows from Financing Activities	(	
Short-term Debts Payments	(192,248)	(60,0
Long-term Debts Payments	(30,127)	
Corporate Bond Payment	(75,000)	
Proceeds from Issue of Shares	-	1,128,0
Other	(280)	(2
Net Cash Provided by (Used in) Financing Activities		
Effect of Exchange rate Changes on Cash and Cash	(297,656)	1,067,7
Equivalents	(5,740)	23,4
Net Increase (Decrease) in Cash and Cash Equivalents	(171,923)	862,2
Cash and Cash Equivalents at Beginning of the Fiscal	347,006	175,0
Year		
Cash and Cash Equivalents at End of the Half Year	175,082	1,037,3

# **3-4 Statements of Appropriations**

(In thousand yen, Rounded down)

	FY2000	FY2001
	(From Apr.1, 2000	(From Apr.1, 2001
	to Mar.31, 2001)	to Mar.31, 2002)
Unappropriated retained earnings	76,290	354,660
Reversal of voluntary earned surplus		
Reversal of special depreciation reserve		297
Total	76,290	354,957
Appropriations of retained earnings		
Voluntary earned surplus		
Special depreciation reserve	2,084	
Retained earnings brought forward to the next period	74,206	354,957