

Dear Mr. O'Brien,

If you look at the document that I sent you, you find the document which I prepared for Takara Printing internal meeting, dated February 1996. You find the same diagram that I wrote, which include repurposing the data. My concept never changed since then. Also you find the same one on the book published in 1999, named "International Accounting Standard II". In that book, I wrote chapter 3 titled "The age of digital IR is coming". I used the same diagram, because it was my writing, not LinkCo's.

As to March 1997 materials, you find three names 1) Kanda's individual name, 2) K and A Inc. name, 2) LinkCo Japan name. I have been doing IR related business since July 1983, and co-established the company named IR Japan in December 1984. I was a kind of "well known" person among IR related business field. Even after I left IR Japan in 1991, I continued boutique type IR consulting business under the name of K and A Inc. After I helped establishing LinkCo business in Japan, I appealed what I was going to do in Japanese market. Nobody knew LinkCo or LinkCo Japan, so that I used/wrote my name as well as K and A name to appeal to the potential business people to let them know what I was planning to do. Constructing database, or repurposing company data does not "trade secret" or "patent". It is the natural way to record and store the data for daily operation. The key issue is the package of the product. For example, "Oracle 8" is a product. If I copy it and sold and got money, it is a problem.

March 1997 material is surely prepared by myself to let Japanese IR/PR related people know what I was going to do. The fact that I mentioned three names on the document is an evidence. The contents is all mine, except the name of JEDGAR, which I registered under the name of LinkCo Japan in 1997, after the establishment of LinkCo Japan in June 1997.

If you have any questions, please let me know.

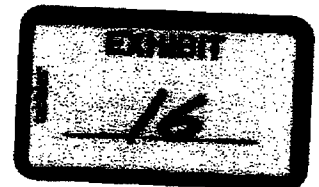
Best regards,

Kiyoto Kanda

O'Brien, Richard J. wrote:

It is interesting that you prepared this document and that you make the point that it is virtually identical to the 11/20/97 document shared with Fujitsu, since LinkCo claims the 11/20 document discloses its trade secrets. Any way to reconstruct who may have received the March 1997 version and whether a nondisclosure agreement was first required? We had the document translated as we have had to do with many Japanese language documents in this case. Richard J. O'Brien SIDLEY AUSTIN BROWN & WOODBANK ONE PLAZA 10 S. Dearborn Street Chicago, IL 60603 robrien@sidley.com Phone: 312-853-7283 Fax: 312-853-7036 Website: www.sidley.com -----Original Message----- From: Kiyoto Kanda [SMTP:kanda@tka.att.ne.jp] Sent: Sunday, May 26, 2002 18:36 AM To: O'Brien, Richard J. Cc: Kiyoto Kanda Subject: [Fwd: English text] Part 2 Dear Mr. O'Brien, I have checked the text that you sent me. Also I have checked the

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date.Regarding this, please note the following.1. This is the presentation materials that I wrote by myself under myname.2. This date (March 6, 1997) is exactly the period I started to contact toJapanese companies to promote myself and electronic filing. I had beed worked for years under the name of K and A Inc. and also started LinkCoJapan after funded by Nichimen in early January 1997. So both Kand A andLinkCo Japan names are mentioned as well as my personal information.This might be presented for one of the Japanese issures/companie s(I do notremember who was the audience).3. Fujitsu semior/lecture was done on November 20, 1997. The text is silimar to the one I prepared for March 6, 1997 presentation.Again, this is the text I prepared by myself.Best regards,Kiyoto Kanda----- Original Message ----- Subject: English text Date: Sun, 26 May 2002 08:34:54 +0900 From: Kiyoto Kanda <kanda@tka.att.ne.jp><mailto:kanda@tka.att.ne.jp> To: "O'Brien, Richard J." <robrien@sidley.com><mailto:robrien@sidley.com> CC: Kiyoto Kanda <kanda@tk

a.att.ne.jp> <mailto:kanda@tka.att.ne.jp> References: Dear Mr. O'Brien,First of all, the document you sent is English translation of my text inJapanese.Who translated? What purpose?This is exactly the same text of English version which I presented at theFujitsu semonor. But the date is a little bit strange to me, I need to check thedate.As I said, I had a semior at Fujitsu learning media semior place atTennnozu, asked by Mr. Ito of Fujitsu. The audience were about 500 people who wereassistant mangers and managers.The lecture was conducted by Kiyoto Kanda(me) , and the entity I belongedwasK & A INC., which I controlled as well as LinkCo Japan.Mr Daivd Israel-Rosen did not want to reveal LinkCo's name as long asLinkCoprepa red " a product", because somebody would copy the busunee whichLinkCohad planned to do. One another exapmple which proved this was thefollowing.Original YUHO data was indespensabile to start LinkCo business model. Iwas fully in charge of correcting original YUHO data, including papater basedanddigital data. To correct those information, K&A INC. was utilized underthedirection of David Rosen. He did not want to show LINKCO name to thebusinesspeople in Japan, so that I used K&A name. During the LinkCo Japan period,LinkCo Japan paid half of the salary to Kiyoto Kanda myself, and half waspaid toK&A Inc. as consulting fee.Anyway I need to check the semior date. I am sure that Mr Sakai attendedthesemior. Can you tell me when it was?Best regards,Kiyoto KandaO'Brien, Richard J. wrote: <<-att281.tif>> Kanda-san, can you tell me what the attacheded document is?That is, who prepared it and for what purpose? What is meant by Repurpose Engineering in this context? Also, is there any significance to thefact that it indicates it is prepared by both K&A Co. Ltd. and LinkCoJapan Co. Ltd.? Thank you. Dick O'Brien "mailto:sidley.com"> made the following annotations on 05/24/02 13:57:12

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-----"  
mail.sidley.com"> made the following annotations on 05/28/02 16:50:15-----

-----This e-mail is sent by a law firm and may contain information that is privileged or confidential. If you are not the intended recipient, please delete the e-mail and any attachments and notify us

FI 000005

immediately.-----  
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FI 000006

Dear Mr. O'Brien,

THIS IS PRIVATE- JUST BETWEEN YOU AND I  
NO CC, NO BCC

As mentioned before, all of my proposals and reports to Fujitsu is related to my Fujitsu contracts. The contracts between Fujitsu and Kiyoto Kanda/K and A Inc. included all related fields including investor relations(IR), public relations, materials which is necessary for IR, disclosure information for IR, how to organize corporate information, how to store and utilize information. This is because of Japanese custom, as I mentioned before.

Does this all rights for you? or You have an opposite logic, which means that my contract is totally different from the one which LinkCo expects. My contract is just a research project.

As to the detailed nuance, it might be better to communicate over the phone.

This is private.

Best regards,

Kiyoto Kanda

O'Brien, Richard J. wrote:

Thanks Kanda-san. What we trying to figure out though was whether

you were able to match the attached docs to any particular one of your

contracts; is that possible? Thanks again.

Richard J. O'Brien

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Bank One Plaza

10 S. Dearborn Street

FI 000942

SIDLEY AUSTIN BROWN & WOOD

DALLAS  
LOS ANGELES  
NEW YORK  
SAN FRANCISCO  
WASHINGTON, D.C.

BANK ONE PLAZA  
10 S. DEARBORN STREET  
CHICAGO, ILLINOIS 60603  
TELEPHONE 312 853 7000  
FACSIMILE 312 853 7036  
www.sidley.com  
FOUNDED 1866

BEIJING  
GENEVA  
HONG KONG  
LONDON  
SHANGHAI  
SINGAPORE  
TOKYO

WRITER'S DIRECT NUMBER  
(312) 853-4718

WRITER'S E-MAIL ADDRESS  
pveith@sidley.com

September 10, 2002

**By Hand Delivery**

The Honorable Shira A. Scheindlin  
United States District Court  
Southern District of New York  
500 Pearl Street, Room 1050  
New York, New York 10007

Re: LinkCo, Inc. v. Fujitsu Ltd., No. 00 Civ. 7242 (SAS) (S.D.N.Y.)

Dear Judge Scheindlin:

We are writing to urge the Court to deny LinkCo's pending motion for reconsideration of the July 15, 2002 Opinion and Order that granted Fujitsu's motion to exclude the testimony of Bruce Webster. LinkCo has now submitted a "blacklined" copy of Webster's Revised Report and a letter purporting to describe how the Webster report has changed.<sup>1</sup>

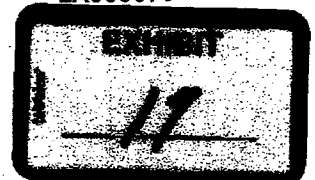
Fujitsu submits that the Revised Report still (1) "does no more than counsel for [p]laintiff will do in argument, i.e., propound a particular interpretation of [defendant's] conduct"; (2) states "conclusions that are the exclusive province of the jury to decide"; and (3) "does not address technical questions that may be difficult for a juror to comprehend." (July 15 Opin. at 3-6). Those are, of course, precisely the reasons the Court excluded Webster's testimony in the first place. Instead of utilizing his expertise to helpfully explain technical issues to the jury, Webster remains focused on telling the jury how to decide the case. Under controlling law, that is not the kind of "helpful" testimony that the Court, in its gatekeeping role, should allow.

LinkCo argues otherwise in its September 6 letter (which accompanied the blacklined report), claiming that Webster's report is now properly limited in scope and technical

<sup>1</sup> During an August 23 teleconference, the Court permitted LinkCo to serve a revised report prior to the September 3 Final Pretrial Conference. At the Final Pretrial Conference, the Court asked LinkCo to submit a blacklined version of the Report and allowed Fujitsu to submit this letter in response to that submission. We will cite the blacklined version herein as "BL at \_\_\_\_." Additionally, for the sake of clarity we have enclosed a copy of the "clean" version of the Revised Report (text only) as Exhibit A and will cite to that as "Revised Report at \_\_\_\_."

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September 10, 2002  
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in its focus.<sup>2</sup> But Fujitsu submits that the Revised Report is no more "technical" in its focus than the report which led the Court to exclude Webster's testimony in its entirety. The Court will find that, while the veneer of Webster's presentation has changed, the core of his proposed testimony remains.

*First*, Webster's report still – at its core – propounds *his* interpretation of Fujitsu's conduct and states *his* conclusions. Webster's purpose, in his own words, is "*determining whether the Fujitsu DisclosureVision System was derived from LinkCo intellectual property related to the LinkCo Corporate Disclosure System*" and he used a "*methodology . . . for determining a possible misappropriation of IT-based intellectual property(.)*" (Revised Report at 5, 7; BL at 10, 12). The only "intellectual property" at issue in this case is an alleged trade secret. Thus, what Webster set out to do – though he doesn't say it in so many words – was to determine whether Fujitsu misappropriated LinkCo's trade secret in creating DisclosureVision. And, of course, he concludes his analysis by stating: "*In my opinion, [similarities between LinkCo and Fujitsu corporate disclosure efforts] did exist and they were significant.*" (Revised Report at 31; BL at 56). He even adds, for good measure, that Kiyoto Kanda provided the documents or attended meetings referencing the "common elements" that make up the putative trade secret. (*Id.*). In other words, his opinion that Kanda was the "conduit" of the trade secret really has not disappeared at all, as LinkCo claims.

*Second*, Webster's analysis focuses almost entirely on observations that decidedly require no degree of technical expertise at all. For example, Webster merely compares the *dates* certain non-technical documents were created. (Revised Report at 28-29; BL at 36-37). What the Court said in its opinion on July 15 is equally true today: "Nowhere does Webster seek to explain complex technical issues." (Opin. at 4). For example, Webster now emphasizes the importance of four so-called "development" documents that were produced by Fujitsu. (Revised Report at 20-21; BL at 28-29). These documents are attached hereto as Group Exhibit B so the Court can see for itself that these are not technical "development" documents at all. One document was authored by Kiyoto Kanda in November 20, 1997, and is merely an outline of observations relating to the investor relations/corporate disclosure field, titled "The 'Content Business' in the Securities Industry: Corporate IR and Disclosure Proposal Based on Actual Experience." (Marked as PX 2). Two of the documents are decidedly non-technical reports of business trips. (Marked as PX 103 and PX 104). The last document is a summary of notes from an internal Fujitsu meeting. (Marked as PX 112). None of these four "key" documents is the least bit technical – there is simply nothing Webster can add to help the jury understand their significance. To call these "development" documents is to simply attempt to put a "technical" gloss on what Webster has done.

<sup>2</sup> Predictably, Webster deleted the most obviously offensive elements of his first report, removing wholesale his commentary on the qualifications and credibility of Fujitsu witnesses and the corresponding steps of his "methodology" that called on him to make that commentary. (See BL at 10, 37-38). Likewise, he deleted the lengthy exhibit that catalogued Kiyoto Kanda's "interactions" with Fujitsu. (*Id.* at 113-20).

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*Third*, Webster's report improperly *adds* material not present before. LinkCo invokes fairness in arguing for a role for Webster, but the only potential for unfairness here would be to allow the exclusion of Webster's testimony by the Court to present an opportunity for Webster to re-tool the basis for his testimony on the eve of trial. Webster's additions to the report were surprising in that Fujitsu believed that the Court had made it clear in the August 23 teleconference that new material should *not* be added. Moreover, the changes assuredly do not reflect discussion of technical points that Webster might (presumably) be qualified to explain. For example, in his italicized additions to the list of "defining elements," he makes observations such as "Japanese corporations had little concern for investor relations; most raised capital directly from banks" and "[p]art of the Japanese 'Big Bang' effort included an effort to bring Japanese financial practices in line with those used elsewhere in the world." (Revised Report at 13,18; BL at 19, 24). What expertise can Webster claim in the area of investor relations and corporate disclosure in Japan? None. Any familiarity he has with Japanese corporate disclosure and investor relations is attributed to his work on this case—he simply cannot deny that. An expert's role is not to regurgitate things he has read in documents or learned from fact witnesses—the jury can hear from the fact witnesses first-hand. He adds nothing that should give this Court any comfort that the point of his testimony would be to help the jury understand something pertinent to his technical expertise in the field of computer science.

\* \* \*

At various times, LinkCo has touted the great technical credentials of its founders and management team—in his first report Webster noted that the "core of LinkCo management" included "multiple Ph.D.'s, multiple degrees . . . from leading technology universities . . . several individuals with track records in technology startups. . . ." (BL at 48 (stricken)). To the extent there is anything about the documents to be presented in evidence that requires explanation, the fact witnesses who testify—those who actually created these documents—are well-equipped to explain. Moreover, LinkCo's trial attorneys are no doubt qualified to make an argument to a jury about the significance of the evidence presented. Clearly, LinkCo would not be handicapped by Webster's exclusion—it will simply need to wait until closing argument to make a closing argument. LinkCo has touted reconsideration as an issue of fairness—but it would be gravely unfair to Fujitsu for the Court to allow "expert" testimony that fails to meet the fundamental standard imposed by Fed. R. Evid. 702 and the cases previously cited by this Court in excluding Webster's testimony.<sup>3</sup>

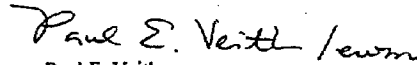
<sup>3</sup> LinkCo has noted that Fujitsu's technical expert, Prof. Randall Davis, has not been excluded from testifying. If Webster does not testify, the scope of Davis's testimony is expected to be quite narrow. If Prof. Davis's testimony is received and the Court concludes allowing Webster to testify in response is necessary to ensure fairness, it can allow that testimony. But there is no need to open Pandora's box by reversing the decision to exclude Webster's testimony.

SIDLEY AUSTIN BROWN & WOOD

CHICAGO

The Honorable Shira A. Scheindlin  
September 10, 2002  
Page 4

Very truly yours,

  
Paul E. Veith

cc: Michael R. Hepworth (by messenger)  
Irving B. Levinson (by messenger)

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### AFFIDAVIT OF DAVID ISRAEL-ROSEN

I, David Israel-Rosen, being first duly sworn upon oath, depose and state as follows:

1. I have personal knowledge of all statements contained in this affidavit.
2. I am the President of LinkCo, Inc. and have held that position since the founding of the company in 1995.
3. LinkCo was the plaintiff in the case *LinkCo v. Fujitsu*, 00 Civ. 7242, Southern District of New York and tried to verdict in LinkCo's favor on November 6, 2002, in the amount of \$3.5 million.
4. Based on Fujitsu's representations throughout discovery, trial and at a later settlement conference, that it used LinkCo's proprietary and valuable information in only one product line, marketed unsuccessfully and only in Japan, through misappropriation conducted on November 20, 1997, I was induced into settlement with Fujitsu on April 1, 2003, after which the case was dismissed.
5. In December, 2003, I was told by a neighbor and social friend, Daniel Rizzolo at a party that he, through his employment at Bowne Business Solutions, had been involved as litigation support for Fujitsu from the beginning, despite his own belief that this involvement presented a conflict of interest or was otherwise improper.
6. After obtaining the above information from Daniel Rizzolo, I began a search, which has consumed more than 15,000 hours of time, between myself and my partner, Jim Cook over the past five years, but which has ultimately led to the discovery of a massive fraud and cover-up by Fujitsu, its CEO, Akikusa, its subsidiaries, its attorneys, its litigation support company, Bowne & Co., Bowne Business Solutions, Daniel Rizzolo and potentially others, which fraud is fully described



in the Complaint. I have personally searched millions of Fujitsu's and related companies' web pages over the years.

7. I made efforts to obtain information from Fujitsu's website regarding the nature and scope of the products using LinkCo's proprietary and valuable information, as well as the numerous subsidiaries, other affiliated companies of Fujitsu, and third parties, that also used this information.

8. One evening in late 2004, while searching Fujitsu's website, I fell asleep at the keyboard and inadvertently highlighted English language translations of data on the Fujitsu web site that was displayed on the site as white text on white background, if it was e-translated from Japanese into English. When highlighted, however, the missing text became visible. From 2004 to the present day, we have continued to investigate this phenomenon and other technological tricks used by Fujitsu to conceal and alter evidence. In one Fujitsu internet directory alone, we found 374 pages, of which 279 pages contained instances of white-on-white translation. Other instances of Fujitsu's fraud enabling technology are more fully described in the Complaint and at Exhibit 15 to the Complaint. Numerous Fujitsu units and divisions utilized a similar approach which appears to have been centrally developed.

9. On September 22, 2005, I, along with one of the founders of LinkCo, Professor Oded Maimon, met with Fujitsu outside director, Ikujiro Nonaka, who is a professor at Berkely University in California. We presented to Mr. Nonaka all of the incriminating evidence we had found to that point on Fujitsu's website, which included evidence that Fujitsu was deliberately hiding information from non-Japanese readers. In fact, we gave Mr. Nonaka a memory stick containing our digital evidence.

10. Professor Nonaka claimed to be appalled that Fujitsu would deceive LinkCo, as well as other non- Japanese speakers, and suggested that we send all of the information to Mr. Akikusa, the CEO of LinkCo.

11. Upon Professor Nonaka's advice, I sent the entire package of information, including the memory stick, Exhibit 37 to the Complaint, to Mr. Akikusa in September, 2005.

12. The only response I received was a terse letter from Fujitsu's counsel declaring that Fujitsu had done nothing wrong. However, very shortly thereafter, the tampered information was removed from the various Fujitsu websites.

13. This discovery process also included the retrieval of two computers and one hard drive which was in the possession of LinkCo former employee, Kiyoto Kanda. Mr. Kanda worked in cooperation with Fujitsu throughout the case, and later admitted in an affidavit that he assisted Fujitsu in misappropriating LinkCo's proprietary and valuable information. I have not seen Kiyoto Kanda since 1997, but on April 16, 2006, I personally flew to Japan and obtained the computers directly from LinkCo's Japanese counsel, who had received them directly from Mr. Kanda. When I received the computers, they were in an inoperable state.

14. I then hired computer forensics experts, Forensicon, Inc. to resurrect and restore the documents on the hard drive of the computer. After considerable effort, more than 100,000 documents were retrieved off the computers that had been in Kiyoto Kanda's possession. Those documents were mostly in Japanese, and had to be translated into English as neither I, nor Mr. Cook read or speak Japanese. The retrieved documents provided considerable evidence that Fujitsu, its witnesses, and counsel, had misrepresented all of the essential and significant facts in the case. They also prove the cover-up by Fujitsu and others involved with Fujitsu, including Bowne (See Exhibits

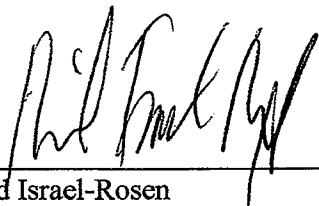
8 and 9), which collusion was eventually admitted by Bowne (see exhibits 32 and 33) on July 23, 2007.

15. My partner, Mr. Cook, and I, have had extreme difficulty reading and analyzing the enormous number of documents taken from Fujitsu's websites and more than 100,000 documents contained on Kiyoto Kanda's computers which were retrieved in Japanese, many in fragments, and completely out of any order by date or subject.

16. We have worked extremely diligently, and gone to extraordinary lengths, devoting most of our life for several years, to discover the truth, that was so well hidden by Fujitsu, its CEO and agents, as to make it nearly impossible to uncover. We have brought this fraud to the Court's attention in a reasonable time, given the serious nature of the allegations we are making, and the enormous difficulty we have encountered in order to discover Fujitsu's and Akikusa's massive wrongdoing.

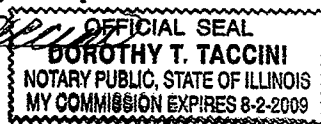
Further affiant sayeth not.

Dated: October 13, 2008

  
\_\_\_\_\_  
David Israel-Rosen

Subscribed and sworn to  
Before me this 13th day of  
October, 2008.

  
Notary Public



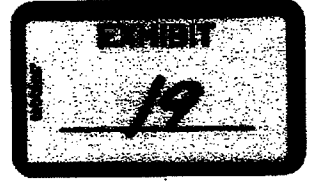
# WebSERVE/Disclosure

ウェブサーバ

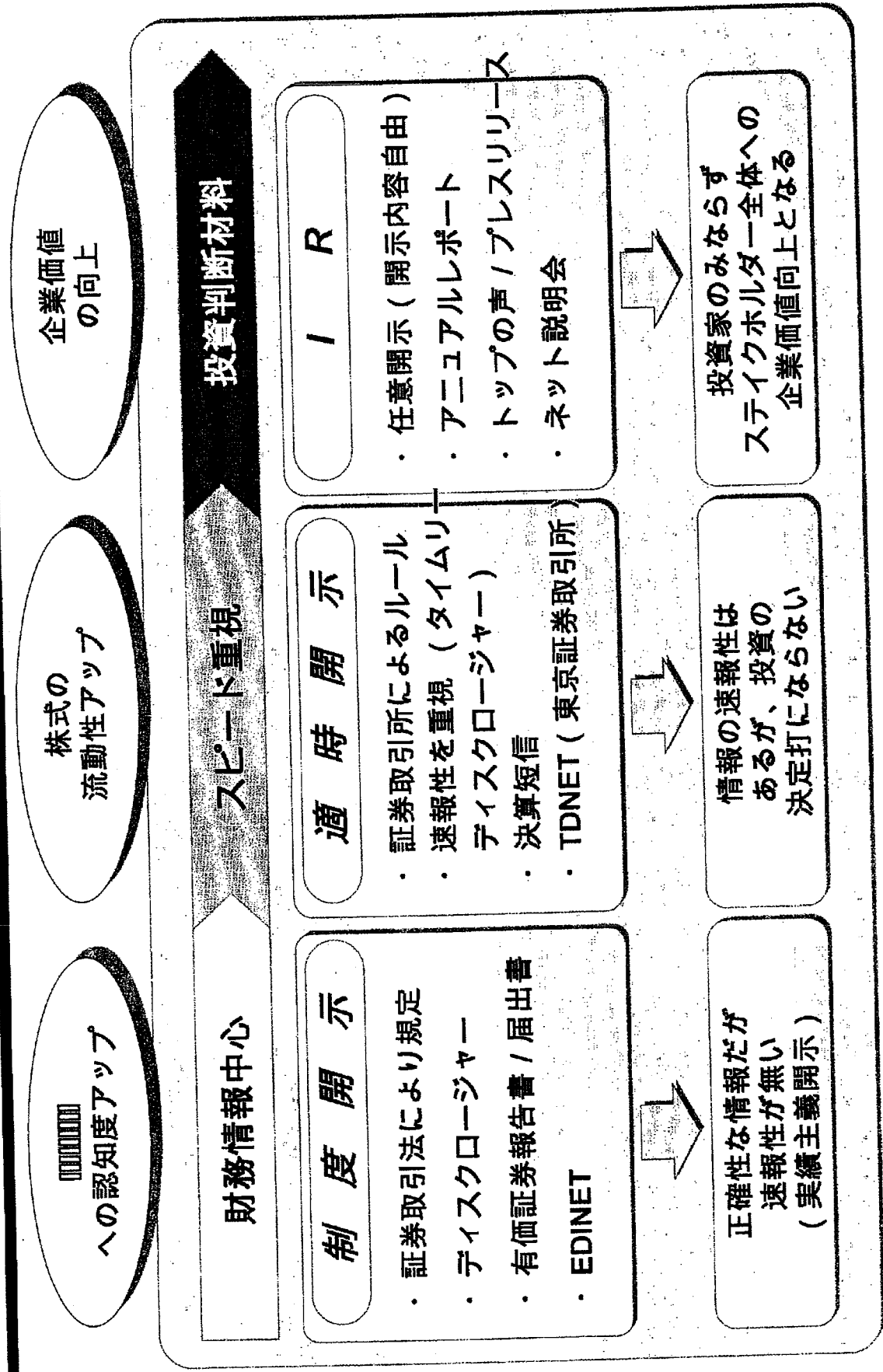
## ご紹介

～ eIRMソリューションの一環として

株式会社 富士通システムソリューション



# 制度開示からIR(任意開示)へ



# 制度開示におけるメリット・デメリット

～ 制度開示は業務負荷の増大だけではなく、数多くのメリットが存在しま

す～

## デメリット



企業側から見て苦しい制度

四半期開示の義務化

時価会計

減損会計

退職給付会計

## メリット



企業側から見えてうれしい制度

単元株制度

金庫株の解禁

発行株数

ストックオプション

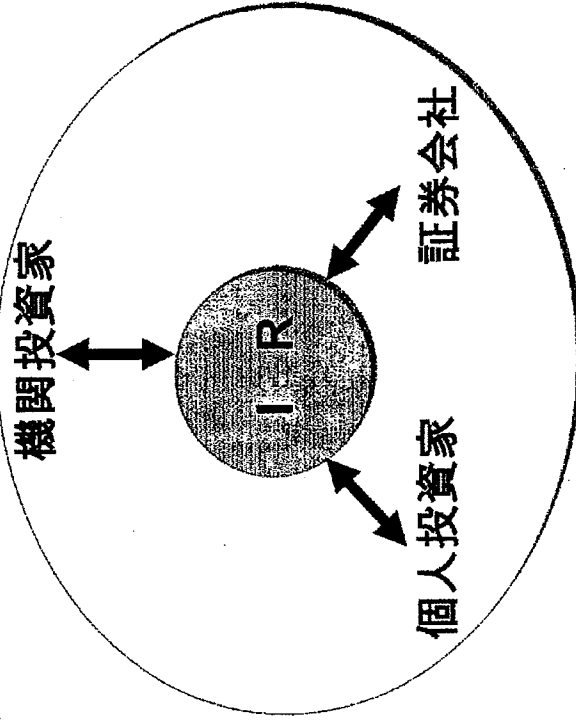
IR活動により自社株の流動性をアップ  
企業価値の向上による新たなビジネスチャンスへ

# IR活動の対象は全てのステークホルダー

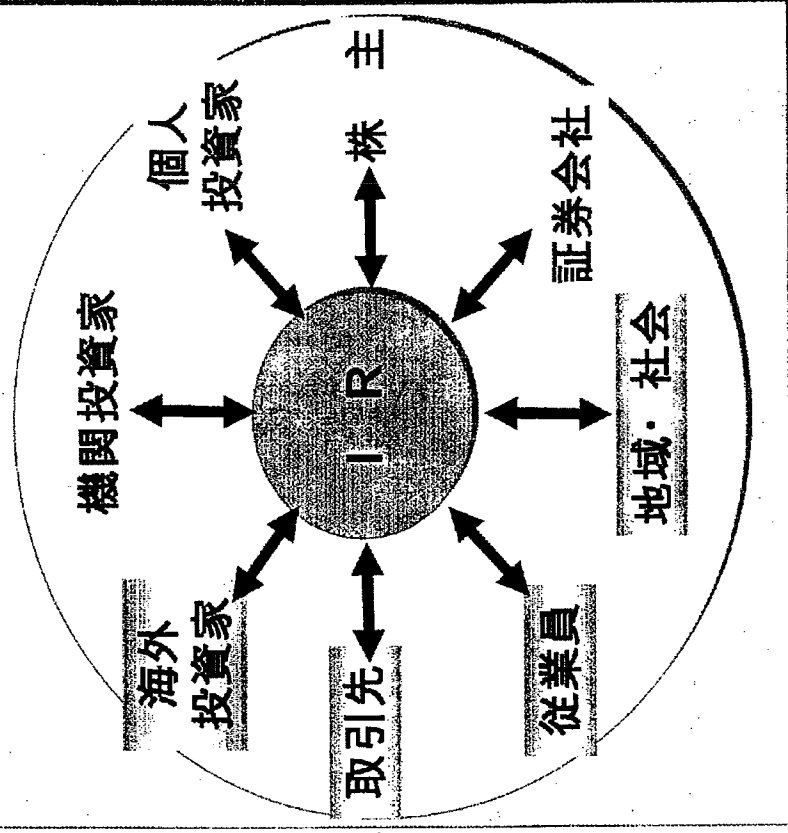
企業価値向上を目的とした“**これまでのIR**”は、企業をとりまくす

「**ステークホルダー**（利害関係者）**を**対象とした配慮が必要とな

## 今までのIR対象



## これからのIR対象

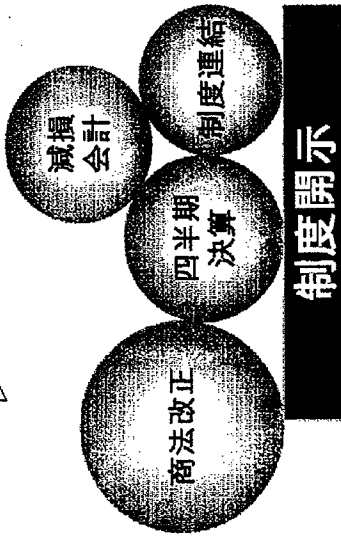




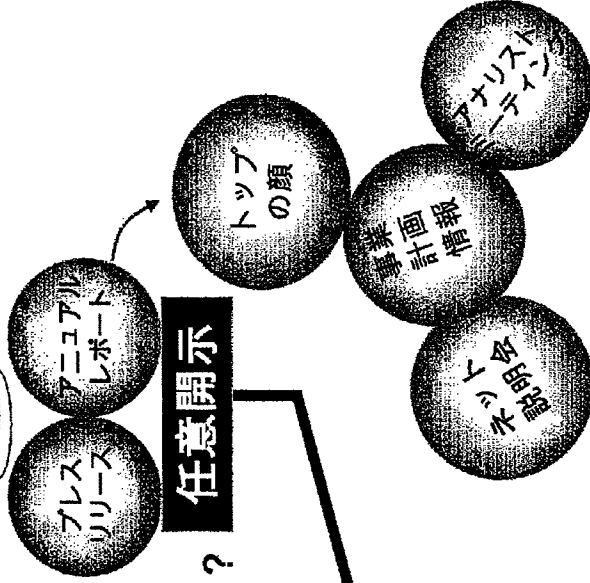
# IR業務の負荷（制度開示と任意開示）

制度開示対応  
の負荷増大

任意開示へのパワー  
シフトが困難に・・・



制度開示と任意開示の  
バランスが取られていない？



制度開示対応の時間・手間で  
IR担当者は手一杯

制度開示と任意開示のバランスを取るため  
任意開示を効率的に行う仕組みが必要

# 積極的なIR活動とその質の向上

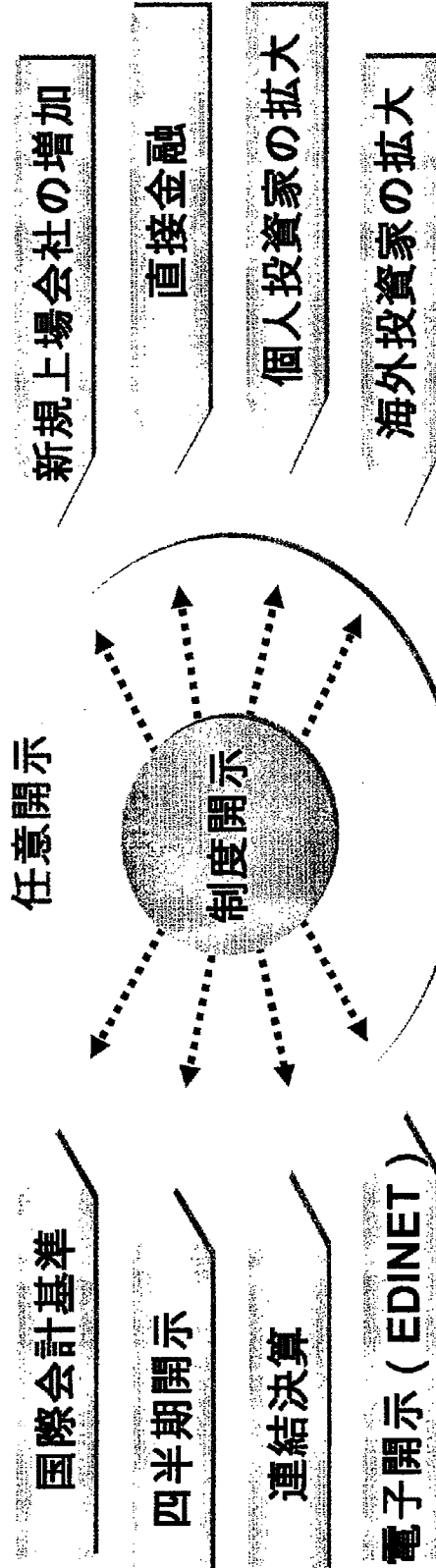
- ・ 企業活動の透明性を高める説明責任（アカウンタビリティ）の実現
- ・ 商法改正 / 国際会計基準の動向に則した業績開示の義務
- ・ 投資家 / アナリストに対する、公平・適時開示の要求
- ・ オープン・タイムリーな企業実態の開示による信頼性の向上

スピード

『積極的なIR活動』

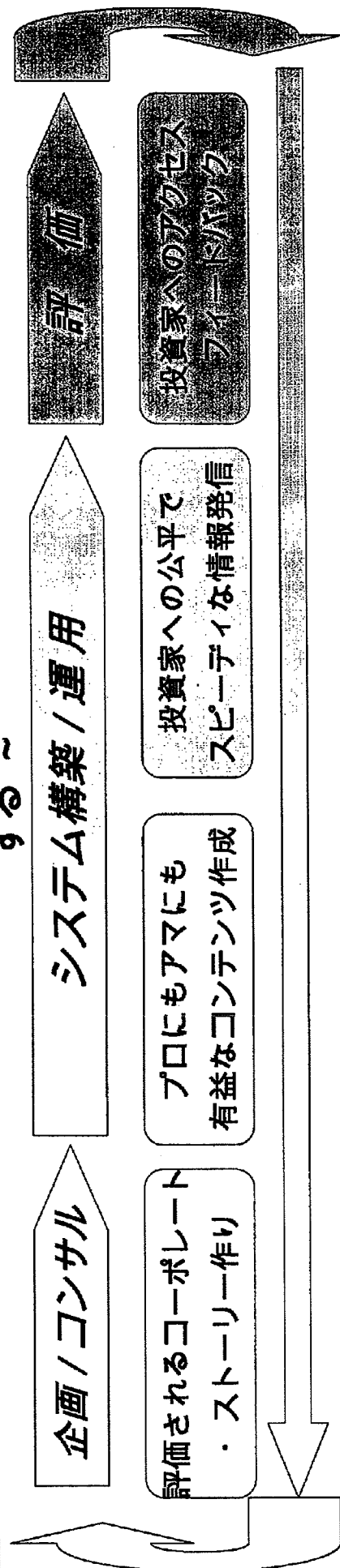
平易さ・正確さ

制度開示レベルを超える積極的なIR活動により企業価値を創造します

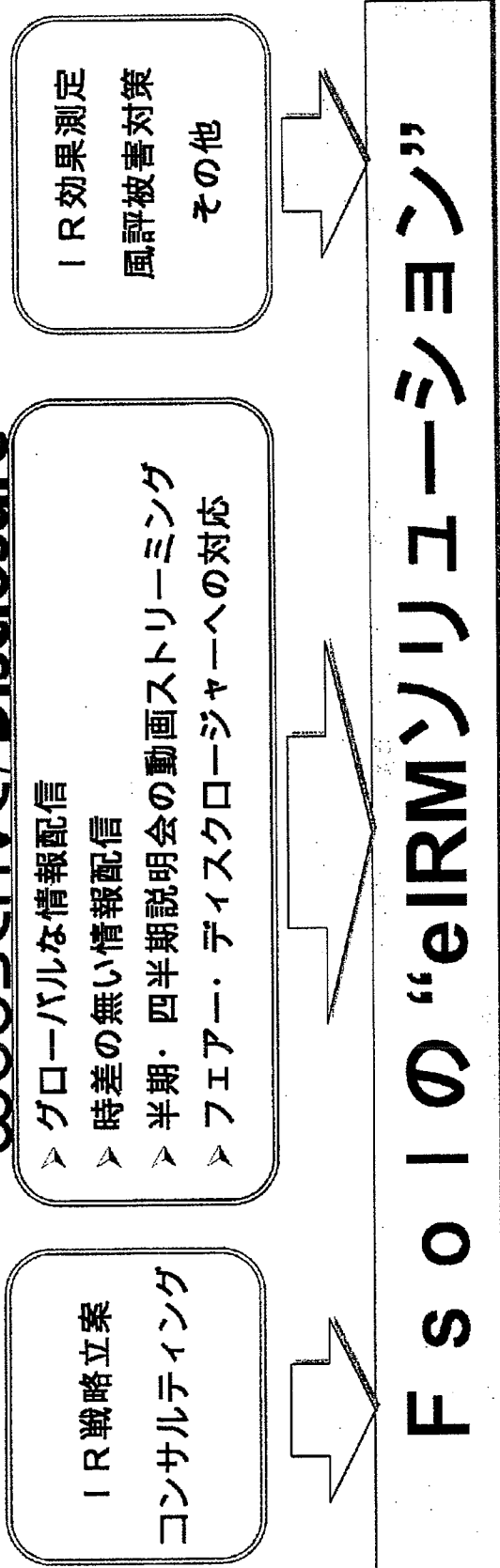


# IRニーズ全体にお応えするeIRMソリューション

～ 多様化するIR活動のサイクルをトータルにご支援する～



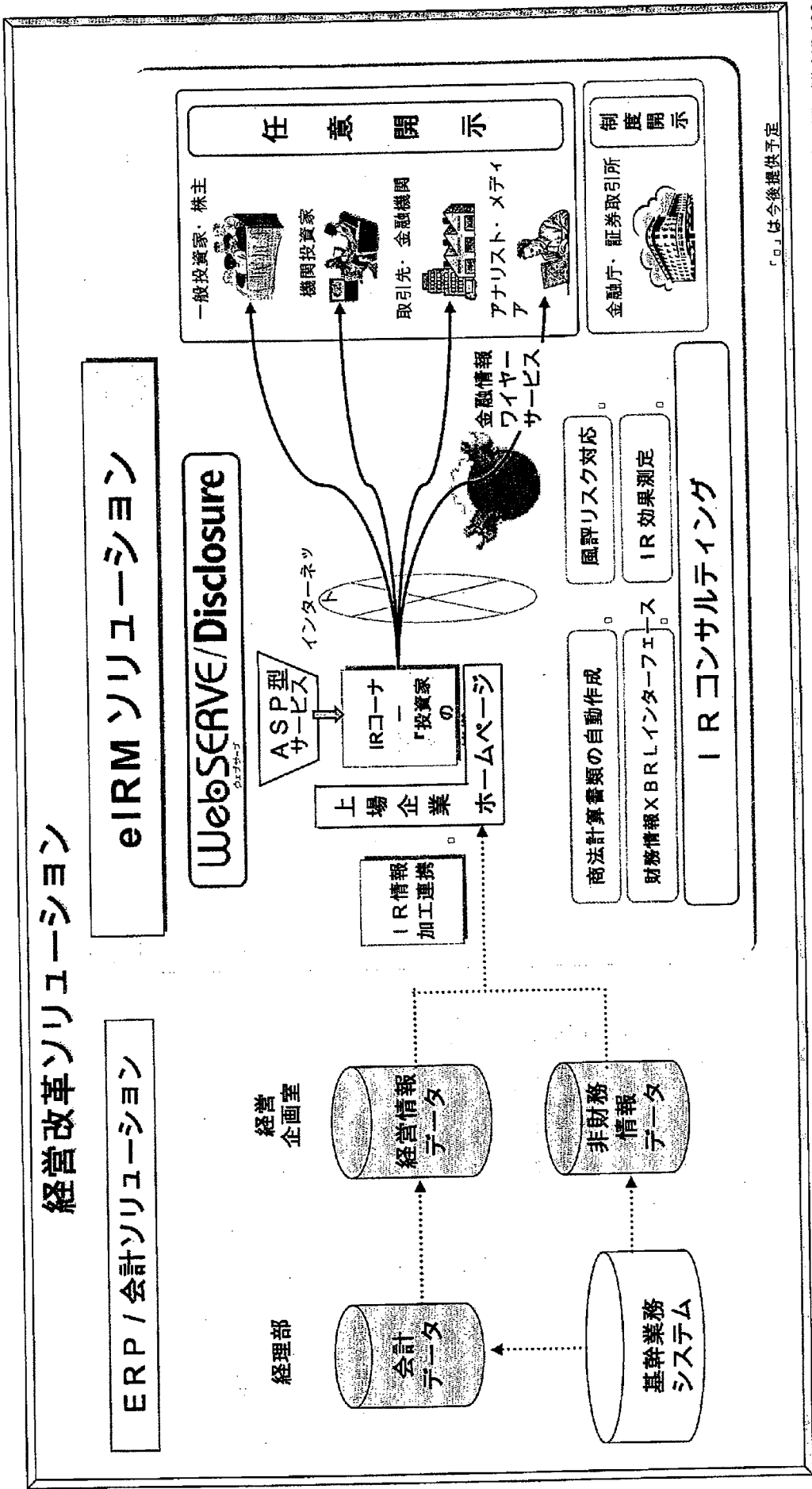
## WebSERVE/ Disclosure



# FSOIの“eIRMソリューション”

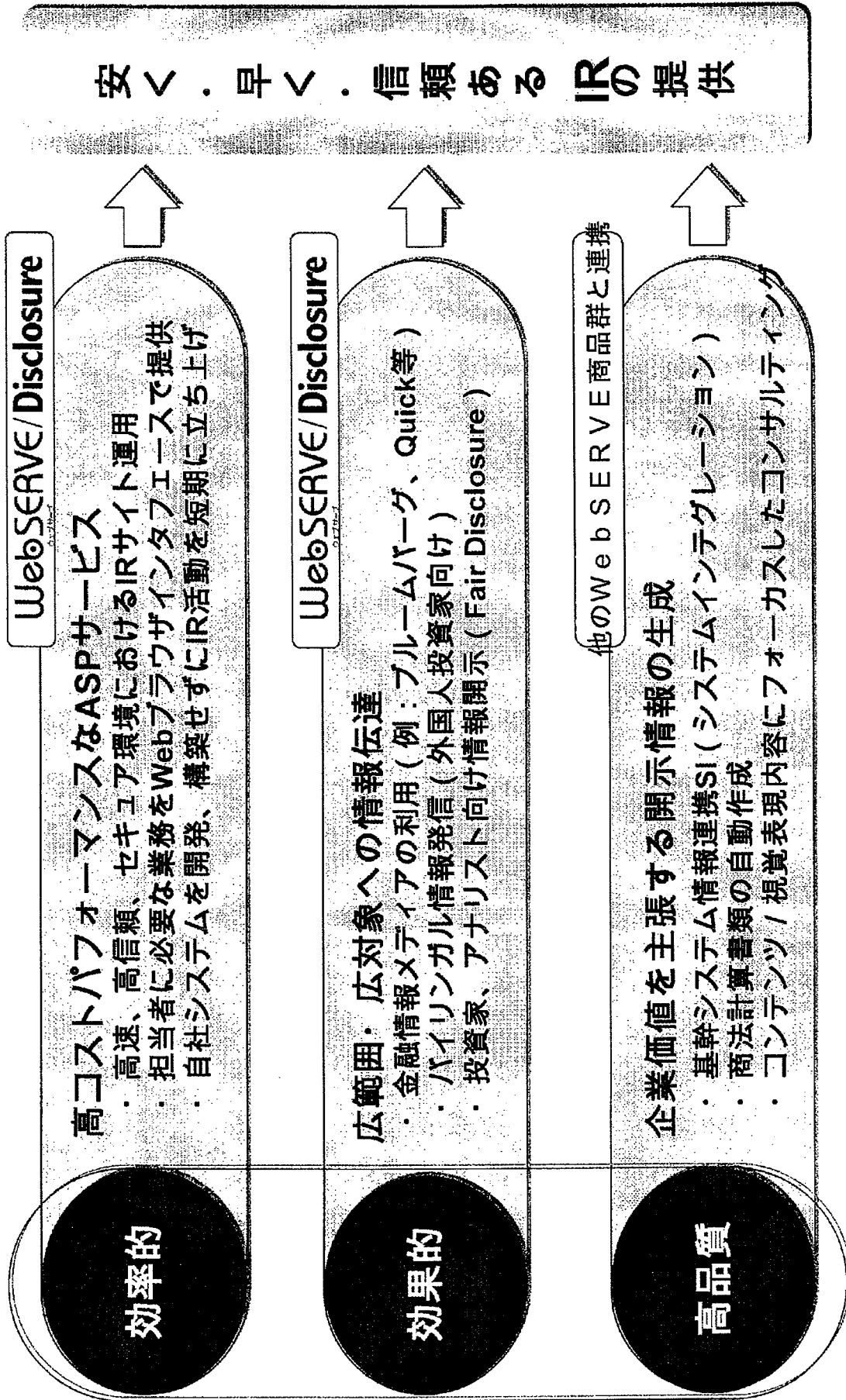
# eIRMソリューションの中核eobSERVE/Disclosure

基幹情報システムから、IR情報に必要なデータを抽出、  
 投資家 / アナリストへ向けに情報開示するトータルソリューション



「□」は今後提供予定

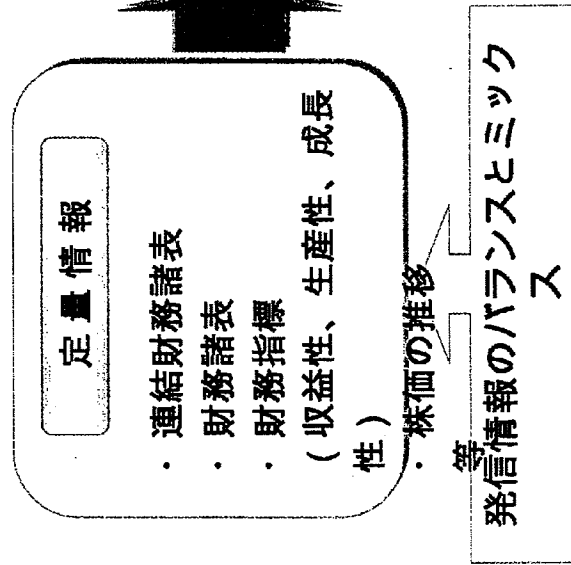
# eIRMソリューションによるIR活動の支援



安く・早く・信頼ある IRの提供

# WebSERVE/Disclosureの概要

～ IRの機動性・有効性を「素早く・手軽に」実現するASP型サービス



## WebSERVE/Disclosure

### IRサイトASPサービス

- ・ IR基本18メニュー

### IR情報配信サービス (\* )

- ・ グローバルな投資家/金融機関への情報発信
- ・ 機関投資家へダイレクトに配信

### IRストーリーミングサービス (\* )

- ・ 決算説明会等 経営トップのメッセージを動画配信

### FAQサービス (\*\* )

(\*) オプション (\*\* ) 今後ご提供予定

プロ投資家・アナリストへ  
確実で鮮度の高い  
IR情報提供

- ・ 最新決算情報 (財務3表他) の開示、制度開示との連携 (12時間ルール)
- ・ 金融情報ワイヤーサービスを經由した機関投資家・アナリストへのタイムリーな情報発信

アマチュア一般投資家へ  
分かり易い情報の提供

- ・ ワン・トゥ・ワンでのコミュニケーション
- ・ FAQ自動応答等による投資家サポート

# IRサイトASPサービスのメニュー一覧

## IR基本18メニュー一覧

\* : 本資料で詳細内容をご紹介している項目

項目	内容
1 What's New	最近更新された項目へのリンクを自動的に表示
2 投資家の皆様へ	投資家向け挨拶、業績・戦略・経営方針等を掲載
3 IRニュース *	IR関連のニュース、お知らせ、詳細資料等を掲載
4 株価情報	株価の専門サイト・データベースへのリンク表示
5 会社説明会	動画コンテンツへのリンク、決算説明会の資料を掲載
6 決算短信	決算短信資料の掲載とフォルダによる管理が可能
7 財務指標 *	収益性、生産性等の財務指標を単独 / 連結別に開示
8 IRライブラリー	アニュアルレポート等IR広報資料の掲載と管理
9 IRスケジュール *	株主総会、決算説明会等のIR活動の予定を掲載
10 会社情報	資本金、従業員数、沿革、所在地等の会社情報を掲載
11 株式情報	発行済株式数、株主数等の株式情報を自由に掲載
12 決算公告	商法改正に対応した、貸借対照表・損益計算書の開示
13 株主通信	収益計画、業績動向、ニュースを株主向けに報告
14 株主優待	株主優待の対象となる必要株数、優待内容を掲載
15 FAQ *	頻繁に寄せられる株式関連の質問と回答を掲載
16 その他のIR情報	上記の項目以外のIR関連情報、資料を自由に掲載
17 お問い合わせ	フォームによる受付や自社サイトへのリンクを選択
18 注意事項	IRサイト内コンテンツの著作権や免責事項を掲載

# IRサイトASPサービスのメニュー例 ~IRニュース

## 企業IR情報入力担当者



## IRニュース作成

日付 [2002 / 10 / 24]

タイトル [タイトルを入力してください]

C:タイトルのみ表示

C:テキスト

## 投資家



## 一般投資家向けホームページ

■ IR ニュース

- ▶ 2002/10/16 ◆ Fsol四半期情報開示の利点と課題 [野村 IR マガジン 2002年11月号]
- ▶ 2002/10/16 ◆ Fsolビジネス革新の実現へ 得意商品を柱にソリューション充実 [Data Communication 2002年9月30日]
- ▶ 2002/08/25 ◆ Fsol新広告・Fsolのコンサルサービスシリーズ(4)
- ▶ 2002/09/09 ◆ Fsol統合アウトソーシング商品体系「アプリサブ」を強化 [Data Communication 2002年9月9日]

## IRニュース表示設定

2002/10/16 ◆ Fsol四半期情報開示の利点と課題 [野村 IR マガジン 2002年11-12月号]  
 2002/10/16 ◆ Fsolビジネス革新の実現へ 得意商品を柱にソリューション充実 [Data Communication 2002/09/25 ◆ Fsol新広告・Fsolのコンサルサービスシリーズ(4)  
 2002/09/09 ◆ Fsol統合アウトソーシング商品体系「アプリサブ」を強化 [Data Communication 2002/09/06 ◆ Fsol誌誌-申請サポート Fsolが医療ITソリューション25種を製品化 [化学工業 2002/08/29 ◆ Fsol得意分野メインウェーブサービス「アプリサブ」ドットビジネス革新を實現 [電波新聞 2002/08/26 ◆ Fsol2002年情報サービス産業売上高ランキング] [月刊コンピュータ 2002年8月号] 2002/08/26 ◆ Fsol新広告-Your success is our only business  
 2002/08/20 ◆ Fsol04年度めどと排式公開も [日本工業新聞 2002年8月20日]  
 2002/08/14 ◆ Fsol「ウェーブサービス」導入1000社へ「早く、安く、確実」で評価 [電波新聞 2002年8月14日]  
 2002/07/31 ◆ Fsol構築業務の速速向上 最新ECサービスを主 [電波新聞 2002年7月31日]  
 2002/05/29 IRニュースからエクセルファイル配信します

-----チェックした項目をフォルダに移動-----

フォルダの作成・整理
  更新完了

## IRニュース作成

- 企業が投資家へ公開したいIR関連情報、ニュースをフォームから入力します。
- IRニュース表示設定
  - IRニュースの表示設定画面で公開非公開を選択できます。
  - 作成したIRニュースの整理するためのフォルダを作成・管理できます。
- 一般投資家向けホームページ
  - 一般投資家が企業のIRサイトでIR関連ニュースを閲覧できます。

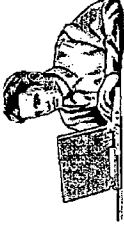


# IRサイトASPサービスのメニュー一例 ～財務指標～

企業IR情報入力担当者



投資家



財務指標作成

一般投資家向けホームページ

決算情報

列の追加

削除	2000年3月期	削除	2001年3月期	削除	2002年3月期
1 売上	452		3276		6392
2 経常損失	35		2085		197
3 当期純損失	36		1963		2074
4 資本金	151		6526		6526
5 (発行済株式総数)	3026		18104		18104
6 純資産額	112		18814		16766
7 総資産額	386		20885		17941
8 自己資本比率	29.2		90.3		93.5
9 1株当たり純資産額	37328		1014150		926121

行の追加



財務指標の公開

[公開] ボタンを押すと、上記プレビューの状態でWeb上に公開されます  
 公開 作業前の状態に戻す 一時保存して編集を続ける

財務指標

期決算情報(決算情報)

	2000年3月期	2001年3月期	2002年3月期
売上	452	3276	6392
経常損失	35	2085	197
当期純損失	36	1963	2074
資本金	151	6526	6526
(発行済株式総数)	3026	18104	18104
純資産額	112	18814	16766
総資産額	386	20885	17941
自己資本比率	29.2	90.3	93.5
1株当たり純資産額	37328	1014150	926121

財務指標作成

任意の表名、指標(行)、期間(列)の財務指標を表作成フォームにより作成できます。

財務指標の公開

作成したサーバにアップロードします。すぐに公開しない場合は、データの一時保存が可能です。

一般投資家向けホームページ

一般投資家が企業のIRサイトで財務諸表を閲覧できます。

# IRサイトASPサービスのメニュー例～IRスケ

## メニュー

企業IR情報入力担当者



IRスケジュール作成

What's New? に登録する  
 入力完了  更新をやめて戻る

IRスケジュール作成

日付   
 タイトル   
 G  リンク先を指定しない  
 C  URL   
 C  添付ファイル



投資家

一般投資家向けホームページ

社名: ABC株式会社DEF  
 コード: 0000  
 決算: 1月  
 店頭登  
 上場取引所: 株・買証  
 証券コード: 大証: 2部  
 証券番号: 東京証券  
 本区目白  
 本社所在地: 2-20-5  
 2000年6月からASPサービスを開始、2001年4月

IRスケジュール  
 投資家の皆様へ  
 IRニュース  
 株価情報  
 会社説明会  
 財務情報  
 決算情報  
 財務情報

日時 スケジュール内容  
 2002/4/30 月次速報  
 2002/5/15 決算報告  
 2002/5/31 月次速報  
 2002/6/28 月次速報  
 2002/7/31 月次速報



IRスケジュール表示設定

新規 更新完了

↑	↓	2002/4/30	月次速報
↑	↓	2002/5/15	決算報告
↑	↓	2002/5/31	月次速報
↑	↓	2002/6/28	月次速報
↑	↓	2002/7/31	月次速報
↑	↓	2002/8/30	月次速報
↑	↓	2002/9/30	月次速報

IRスケジュール新規作成

- 企業が投資家向けに公開したいIR報告スケジュールを作成します。
- スケジュールが記載されているホームページのURLや添付ファイルを指定できます。
- スケジュール作成と同時に「What's New」ページへの登録もできます。

IRスケジュールの表示設定

- 「↑」「↓」でIRスケジュールの表示順序を変更できます。

一般投資家向けホームページ

- 一般投資家が企業のIRサイトでIR報告スケジュールを閲覧できま

# IRサイトASPサービスのメニュー例 ~FAQ

(現状)

企業IR情報入力担当者



FAQ作成

質問を入力してください

回答を入力してください

「回答内リンクを指定する」  
※リンクを指定する場合には、以下の項目を入力してください。

1行目 [ ] にリンクを挿入(行頭は「改行」の敷)  
↓指定する行内の「リンクする文字列」を入力してください。  
(全角128文字、半角256文字まで)

↓リンク先のURLを入力してください。(半角128文字まで)  
http://

FAQ表示設定

新規 更新完了

↑ ↓ Q1. 株式の諸手続きについての問い合わせ先はどこですか。

↑ ↓ Q2. 配当金の受け取り方法を変更したい。



投資家

一般投資家向けホームページ

社名: ABC株式会社DEF

コード: 0000

決算: 1月

店頭登録: 東京都豊島区目黒2-20-5

上場取引所: 大証1-2

本社所在地: 東京都豊島区目黒2-20-5

FAQ

Q1. 株式の諸手続きについての問い合わせ先はどこですか。

Q2. 配当金の受け取り方法を変更したい。

決算情報

財務指標

IRライブラリ

IRスケジュール

会社情報

株式情報

FAQ作成

- 一般投資家からのお問合せ件数が多い質問および企業からの回答例を作成します。
- 回答でリンク参照するホームページのURLを指定できません。

FAQの表示設定

- 「↑」「↓」でFAQの表示順序を変更できます。
- 一般投資家向けホームページ
- 一般投資家は、企業に直接IR関連の質問を行う前に、IRサイトでFAQを参照できます。

# IR情報配信サービス



## 企業IR情報入力担当者

### IR情報配信先管理

分類	法人
会社名	
部署名	
役職	
名前	
メールアドレス	
メモ	

入力完了

### IR情報配信先登録状況の確認

法人 登録件数 4 件です

登録日	社名	部署名	役職	氏名
▶ 2002/10/24	AAA株式会社	財務部門	調査役	投資家太郎
▶ 2002/10/24	BBB株式会社	財務部門	部長	吉田克彦
▶ 2002/10/24	株式会社CCC	経営企画室	調査役	井上崇
▶ 2002/10/24	DDD株式会社	経理部	部長	塚本義明

### 一般投資家へメール配信

<input type="checkbox"/> 詳細情報 (URL)	http://	<input type="button" value="参照..."/>
<input type="checkbox"/> 添付ファイル		
<input type="checkbox"/> URL	http://	<input type="button" value="参照..."/>
<input type="checkbox"/> 添付ファイル		

What's New? に登録する

金融情報ベンダーなど提携配信先に配信する(本文PDFのみ)  
(PDFファイルにセキュリティをかけた場合は「MuItex」へ配信されません)

アナリストへメール配信する(16:30までに発信された情報までが当日配信されます。)

入力完了

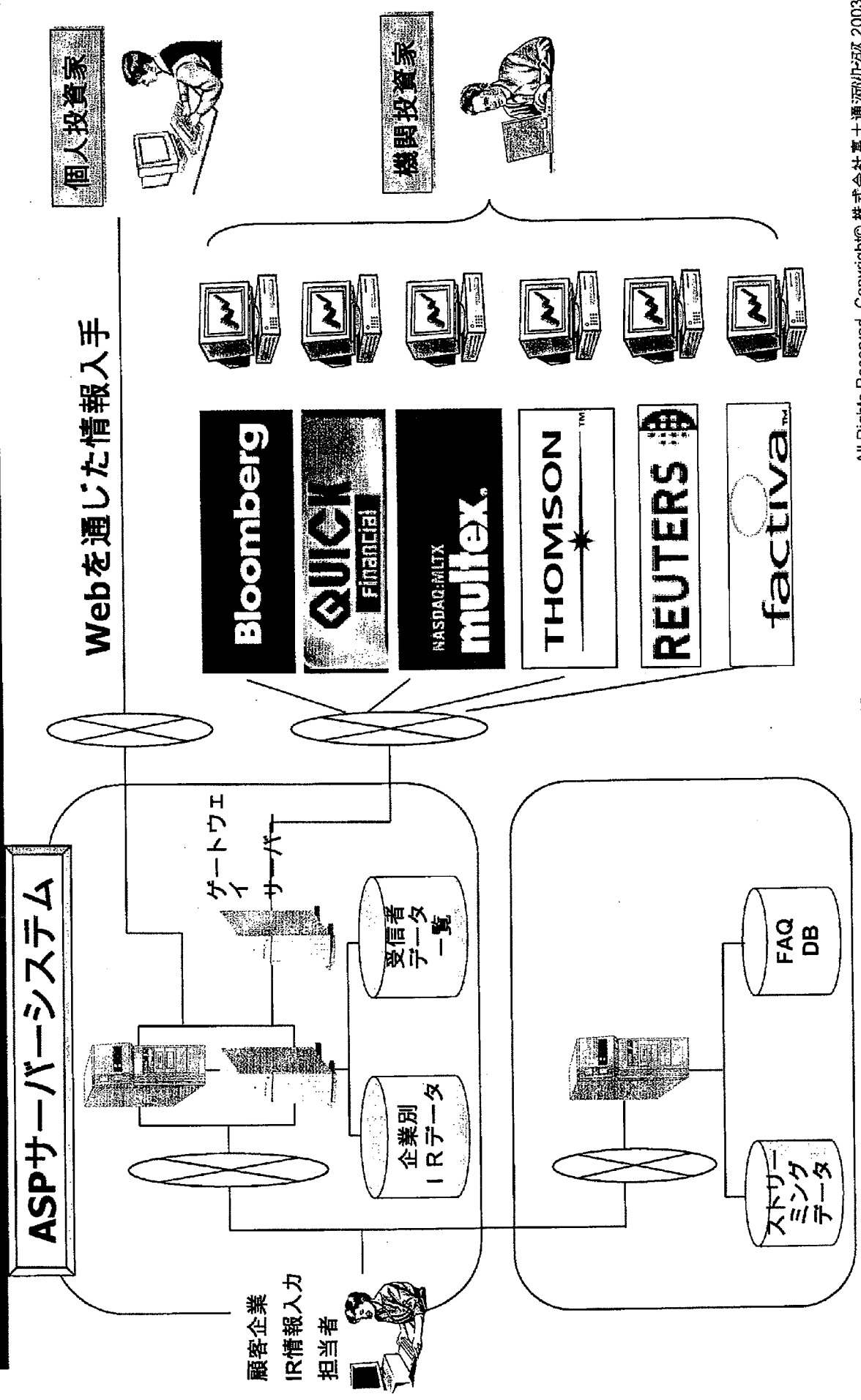
**投資家**

**金融情報ベンダー**

### IR情報配信先管理

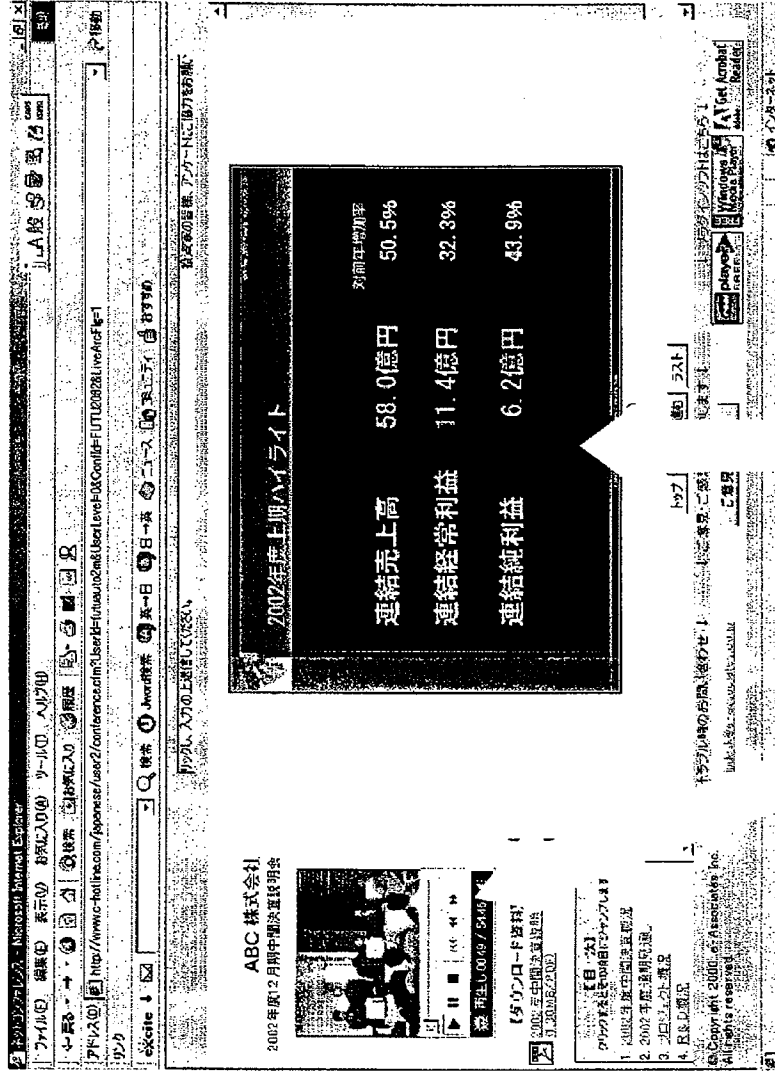
- IR情報メールの配信希望者の会社名、名前、メールアドレス等を作成および管理します。
- IR情報配信先登録状況の確認
  - IR情報メール配信先の登録状況を確認できます。
  - 配信先メールアドレスの変更等を行う場合は、「▶」をクリックして更新画面に移動し、登録内容を更新します。
- 一般投資家へメール配信
  - 次のページに示すような国際金融情報ベンダー網を通じて、アナリスト/機関投資家へ情報配信ができます。

# IR情報配信サービスの提携先 (2002年12月現在)



# IRストーリーミングサービス(動画配信)

～ 投資家へのリアルな説明をネットで配信 ～



## 特徴

- ・ 画面デザインのカスタマイズが可能
- ・ 関連資料へのリンク (IR情報、資料請求登録等)
- ・ 多目的利用が可能 (ネット説明会、ビデオニュース等)
- ・ 準備・運用を当社が代行
  - お客様はビデオと説明資料を送付していただくだけです。

## 費用とオプション

- ・ 撮影あり：個別お見積もり
- ・ 撮影なし：コンテンツ配信のみ
  - 半期(6ヶ月)：20万円

説明資料 (PowerPoint 等) と  
動画 (ストーリーミング) が連動

# サービスご提供価格

サービス商品名	サービス内容	提供価格	
		初期費	月額
<input type="checkbox"/> IRサイトASP サービス (基本機能)	<p>企業サイトの「投資家の皆様へ」の運用管理に必要な全機能をASPで提供。</p> <ul style="list-style-type: none"> <li>-厳選されたIR情報メニユーのコンテンツを簡単に作成、更新。</li> <li>-IR情報メニユーのコンテンツをサイト上にワンボタンで公開。</li> </ul>	50万 円	10万 円
<input type="checkbox"/> IR情報自動配信 サービス (オプショ ン)	<p>IR情報を企業サイトへの掲載と同時にターゲット先へ自動配信する「攻めのIR」を実現。</p> <ul style="list-style-type: none"> <li>-Quick、ブルムバグ等への金融ベンダーへ配信</li> <li>-アナリスト、記者、特定株主へ進展メール配信</li> <li>-一般投資家への自動メール配信</li> </ul>	25万 円	5万円
<input type="checkbox"/> IRストリ-ミン サービス (オプショ ン)	<p>ブロードバンド時代にあつて、需要が高まるIR動画コンテンツのサイト掲載と常時閲覧サービス。</p> <ul style="list-style-type: none"> <li>-四半期毎の決算説明会、会社説明会の動画配信</li> <li>-IRニュースなど最新IR情報の動画配信</li> <li>-社長メッセージ、会社情報、製品情報などを動画配信</li> </ul>	<input type="checkbox"/> 配信のみの場合 20万円 / 6ヶ月  <input type="checkbox"/> ビデオ撮影は 別途お見積り	

# ストーリーミングサービス基本仕様とご提供価格

## ストーリーミングサービス基本仕様

- 翌日配信（原則午前中までに配信）
- 60分・6ヶ月配信
- フレームデザイン3種類・6色
- WMP（Windows Media Player）対応のみ
- スライド同期無し
- Excel形式アクセスログ（配信終了後）

撮影翌日配信によるスピーディーな情報開示

## オプション・サービス

オプション	価格	備考
撮影派遣（カメラ一台）	12万円	撮影クルー派遣
RP（別枠）対応追加	6万円	2大閲覧ソフト対応の実現
配信期間延長	* 1万円/月	
その他 （配信開始日が遅れます）	別途お見積もり	ビデオ・資料編集 スライド同期作業 スライド索引見出し作成 アクセスログ6ヶ月分（ウェブ閲覧） 等みの価格です。RPと併せてご利用の場合は2倍の価格になります。

注1 \*はWMP