

August 1, 2008

Outline of business results

Consolidated Net sales and Profits

(Millions of yen)

	1H 2007					1H 2008						Consolidated to non-consolidated ratio
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	Change to Last year	
Net sales	226,240	246,424	100.0%	+20,183	+8.9%	253,064	100.0%	255,500	99.0%	+6,640	+2.7%	1.07
Operating income	16,242	18,336	7.4%	+2,094	+12.8%	18,751	7.4%	18,430	101.7%	+414	+2.3%	1.07
Recurring profit	16,434	18,588	7.5%	+2,153	+13.1%	19,053	7.5%	18,600	102.4%	+465	+2.5%	1.06
Net income	9,602	10,068	4.1%	+466	+4.9%	10,651	4.2%	9,685	110.0%	+583	+5.8%	1.05

Non-consolidated Net sales and Profits

(Millions of yen)

	1H 2007					1H 2008					
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	Change to Last year
Net sales	210,672	230,271	100.0%	+19,599	+9.3%	237,152	100.0%	239,000	99.2%	+6,881	+3.0%
Operating income	14,997	16,975	7.4%	+1,978	+13.2%	17,502	7.4%	17,500	100.0%	+527	+3.1%
Recurring profit	15,347	17,318	7.5%	+1,970	+12.8%	17,932	7.6%	17,820	100.6%	+614	+3.5%
Net income	9,126	9,840	4.3%	+713	+7.8%	10,141	4.3%	9,430	107.6%	+301	+3.1%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2006	FY 2007		FY 2008			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. – Mar.)	116,816	123,788	+6,971	+6.0%	126,354	+2,565	+2.1%
2Q (Apr. – Jun.)	109,424	122,635	+13,211	+12.1%	126,710	+4,074	+3.3%
3Q (Jul. – Sept.)	99,295	104,729	+5,433	+5.5%	-	-	-
4Q (Oct. – Dec.)	108,080	118,328	+10,247	+9.5%	-	-	-

Quarterly change of consolidated Recurring profit

(Millions of yen)

	FY 2006	FY 2007		FY 2008			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. – Mar.)	6,723	7,708	+985	+14.7%	7,991	+283	+3.7%
2Q (Apr. – Jun.)	9,711	10,880	+1,168	+12.0%	11,062	+182	+1.7%
3Q (Jul. – Sept.)	3,087	3,923	+835	+27.1%	-	-	-
4Q (Oct. – Dec.)	6,972	8,008	+1,036	+14.9%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	1H 2006	1H 2007				1H 2008			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Total	226,240	246,424	100.0%	+20,183	+8.9%	253,064	100.0%	+6,640	+2.7%
System Integration business	142,480	152,042	61.7%	+9,561	+6.7%	152,014	60.1%	-27	-0.0%
Service and Support business	83,011	93,092	37.8%	+10,081	+12.1%	99,912	39.5%	+6,819	+7.3%
Other business	748	1,289	0.5%	+540	+72.2%	1,138	0.4%	-150	-11.7%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

	1H 2006		1H 2007				1H 2008			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	
Net sales	System Integration	129,753	139,558	60.6%	+9,805	+7.6%	139,675	58.9%	+116	+0.1%
	Service and Support	80,918	90,713	39.4%	+9,794	+12.1%	97,477	41.1%	+6,764	+7.5%
Gross profit	System Integration	26,491	28,373	53.2%	+1,882	+7.1%	29,197	53.4%	+823	+2.9%
	Service and Support	22,941	24,975	46.8%	+2,034	+8.9%	25,491	46.6%	+515	+2.1%

Non-consolidated Net sales by 4 segments

(Millions of yen)

	1H 2006		1H 2007				1H 2008			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	
System Integration business	SI related products	114,959	122,559	53.2%	+7,599	+6.6%	120,355	50.8%	-2,204	-1.8%
	Custom-made software etc.	14,793	16,998	7.4%	+2,205	+14.9%	19,320	8.1%	+2,321	+13.7%
Service and Support business	Supplies	34,864	40,419	17.6%	+5,554	+15.9%	44,862	18.9%	+4,442	+11.0%
	Maintenance, etc.	46,054	50,293	21.8%	+4,239	+9.2%	52,615	22.2%	+2,321	+4.6%

Consolidated Cash flows

(Millions of yen)

	1H 2006	1H 2007	1H 2008
C/F from operating	12,172	20,501	23,069
C/F from investing	-4,951	-2,203	-3,495
C/F from financing	-1,154	-3,759	-4,257

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	1H 2006	1H 2007	1H 2008
Equity	66,924	79,116	93,646
Interest-bearing debt	12,940	10,557	9,960
Total assets	193,719	215,660	225,020
Equity ratio	34.5%	36.7%	41.6%
Interest-bearing debt ratio	6.7%	4.9%	4.4%
ROE	15.26%	13.25%	11.78%
ROA	8.87%	9.10%	8.88%

Non-consolidated Key strategic business (Millions of yen)

	1H 2006	1H 2007			1H 2008		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	37,153	42,954	+5,800	+15.6%	47,167	+4,213	+9.8%
SMILE(software)	3,985	4,095	+109	+2.8%	3,681	-413	-10.1%
ODS21	18,455	20,946	+2,490	+13.5%	21,382	+436	+2.1%
OSM	13,454	19,953	+6,498	+48.3%	23,218	+3,264	+16.4%
<Number of Sales> (Units)							
Copier	17,303	17,430	+127	+0.7%	17,345	-85	-0.5%
(of which color copier)	10,287	11,393	+1,106	+10.8%	12,058	+665	+5.8%
Server	18,739	18,593	-146	-0.8%	16,876	-1,717	-9.2%
PC	283,794	256,598	-27,196	-9.6%	268,168	+11,570	+4.5%

Non-consolidated Sales change of MRO business (Millions of yen)

	1H 2006	1H 2007			1H 2008		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	37,153	42,954	+5,800	+15.6%	47,167	+4,213	+9.8%
"tanomail"	34,903	41,084	+6,180	+17.7%	45,414	+4,330	+10.5%
Non-"tanomail" MRO	2,249	1,870	-379	-16.9%	1,752	-117	-6.3%
"tanomail" proportion within MRO	93.9%	95.6%			96.3%		

Future Plans

Plans of consolidated Net sales and profits (Millions of yen)

	FY 2006 (Result)	FY 2007 (Result)		FY 2008 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	433,617	469,481	+8.3%	489,000	+4.2%
Operating income	26,158	30,051	+14.9%	30,900	+2.8%
Recurring profit	26,494	30,520	+15.2%	31,200	+2.2%
Net income	15,621	18,856	+20.7%	16,030	-15.0%

Plans of consolidated Net sales by segments (Millions of yen)

	FY 2006 (Result)	FY 2007 (Result)		FY 2008 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	263,425	279,753	+6.2%	280,600	+0.3%
Service and Support	168,701	187,358	+11.1%	206,200	+10.1%
Others	1,490	2,370	+59.0%	2,200	-7.2%

Plans of non-consolidated Key strategic business (Millions of yen)

	FY 2006	FY 2007		FY 2008 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
MRO	75,306	86,270	+14.6%	98,000	+13.6%
(of which "tanomail")	71,088	82,493	+16.0%	95,000	+15.2%
SMILE(software)	7,150	6,938	-3.0%	7,000	+0.9%
ODS21	35,132	38,320	+9.1%	43,000	+12.2%
OSM	27,066	39,985	+47.7%	50,000	+25.0%
<Number of Sales> (Units)					
Copier	30,235	30,615	+1.3%	31,000	+1.3%
(of which color copier)	18,584	20,413	+9.8%	22,400	+9.7%
Server	40,862	35,741	-12.5%	36,300	+1.6%
PC	547,061	481,502	-12.0%	489,000	+1.6%