

October 28, 2008

Outline of business results**Consolidated Net sales and Profits**

(Millions of yen)

	2006 Jan. - Sep. Total	2007 Jan. - Sep. Total				2008 Jan. - Sep. Total				Consolidated to non-consolidated ratio
	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	325,536	351,153	100.0%	+25,616	+7.9%	356,802	100.0%	+5,648	+1.6%	1.07
Operating income	19,267	22,170	6.3%	+2,903	+15.1%	21,789	6.1%	-380	-1.7%	1.07
Recurring profit	19,522	22,511	6.4%	+2,989	+15.3%	22,217	6.2%	-293	-1.3%	1.06
Net income	11,660	14,113	4.0%	+2,453	+21.0%	12,173	3.4%	-1,940	-13.7%	1.05

Non-consolidated Net sales and Profits

(Millions of yen)

	2006 Jan. - Sep. Total	2007 Jan. - Sep. Total				2008 Jan. - Sep. Total			
	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	302,277	327,659	100.0%	+25,382	+8.4%	333,945	100.0%	+6,285	+1.9%
Operating income	17,706	20,404	6.2%	+2,697	+15.2%	20,343	6.1%	-60	-0.3%
Recurring profit	18,150	20,851	6.4%	+2,701	+14.9%	20,958	6.3%	+106	+0.5%
Net income	10,714	14,246	4.3%	+3,532	+33.0%	11,639	3.5%	-2,606	-18.3%

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%	103,737	-992	-0.9%
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%	3,163	-759	-19.4%
4Q (Oct. – Dec.)	6,972	8,008	+1,036	+14.9%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2006 Jan. - Sep. Total	2007 Jan. - Sep. Total				2008 Jan. - Sep. Total			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Total	325,536	351,153	100.0%	+25,616	+7.9%	356,802	100.0%	+5,648	+1.6%
System Integration business	200,168	211,173	60.1%	+11,004	+5.5%	206,973	58.0%	-4,199	-2.0%
Service and Support business	124,240	138,382	39.4%	+14,141	+11.4%	148,268	41.6%	+9,886	+7.1%
Other business	1,127	1,598	0.5%	+470	+41.7%	1,559	0.4%	-38	-2.4%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2006 Jan. - Sep. Total	2007 Jan. - Sep. Total				2008 Jan. - Sep. Total			
		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	161,275	169,172	51.6%	+7,897	+4.9%	163,397	48.9%	-5,775	-3.4%
	Custom-made software etc.	20,122	23,920	7.3%	+3,797	+18.9%	25,862	7.7%	+1,941	+8.1%
Service and Support business	Supplies	51,727	59,502	18.2%	+7,774	+15.0%	65,704	19.7%	+6,202	+10.4%
	Maintenance, etc.	69,151	75,064	22.9%	+5,912	+8.6%	78,981	23.7%	+3,916	+5.2%

Consolidated Cash flows

(Millions of yen)

	2006 Jan. - Sep.	2007 Jan. - Sep.	2008 Jan. - Sep.
C/F from operating	3,914	13,282	12,769
C/F from investing	-5,726	-3,114	-5,053
C/F from financing	-564	-4,215	-4,278

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2006 Sep. 30	2007 Sep. 30	2008 Sep. 30
Equity	68,994	82,762	94,723
Interest-bearing debt	12,537	10,104	9,940
Total assets	185,618	193,997	198,239
Equity ratio	37.2%	42.7%	47.8%
Interest-bearing debt ratio	6.8%	5.2%	5.0%

Non-consolidated Key strategic business

(Millions of yen)

	2006 Jan. - Sep. Total	2007 Jan. - Sep. Total			2008 Jan. - Sep. Total		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	55,011	63,151	+8,139	+14.8%	68,791	+5,639	+8.9%
SMILE(software)	5,196	5,097	-99	-1.9%	4,992	-105	-2.1%
ODS21	25,320	28,114	+2,793	+11.0%	28,211	+97	+0.3%
OSM	19,696	29,306	+9,610	+48.8%	32,870	+3,563	+12.2%
<Number of Sales>							
(Units)							
Copier	22,805	22,976	+171	+0.7%	22,702	-274	-1.2%
(of which color copier)	13,711	15,143	+1,432	+10.4%	15,706	+563	+3.7%
Server	28,140	26,880	-1,260	-4.5%	25,423	-1,457	-5.4%
PC	408,821	353,929	-54,892	-13.4%	389,326	+35,397	+10.0%

Non-consolidated Sales change of MRO business

(Millions of yen)

	2006 Jan. - Sep. Total	2007 Jan. - Sep. Total			2008 Jan. - Sep. Total		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	55,011	63,151	+8,139	+14.8%	68,791	+5,639	+8.9%
"tanomail"	51,832	60,377	+8,545	+16.5%	66,287	+5,909	+9.8%
Non-"tanomail" MRO	3,179	2,774	-405	-12.7%	2,504	-270	-9.7%
"tanomail" proportion within MRO	94.2%	95.6%			96.4%		

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

	FY 2006 (Result)	FY 2007 (Result)		FY 2008 (Plan)	
		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%