

February 3, 2009

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

(Millions of yen)

	FY 2007					FY 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	Consolidated to non-consolidated ratio
Net sales	433,617	469,481	100.0%	+35,864	+8.3%	467,154	100.0%	489,000	95.5%	-2,327	-0.5%	1.07
Operating income	26,158	30,051	6.4%	+3,893	+14.9%	27,089	5.8%	30,900	87.7%	-2,961	-9.9%	1.07
Recurring profit	26,494	30,520	6.5%	+4,025	+15.2%	27,628	5.9%	31,200	88.6%	-2,891	-9.5%	1.06
Net income	15,621	18,856	4.0%	+3,235	+20.7%	14,371	3.1%	16,030	89.7%	-4,485	-23.8%	1.03

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2007					FY 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	402,886	437,616	100.0%	+34,730	+8.6%	437,103	100.0%	457,000	95.6%	-513	-0.1%
Operating income	24,334	27,759	6.3%	+3,424	+14.1%	25,215	5.8%	28,600	88.2%	-2,543	-9.2%
Recurring profit	24,882	28,334	6.5%	+3,452	+13.9%	25,974	5.9%	29,100	89.3%	-2,360	-8.3%
Net income	14,532	18,334	4.2%	+3,801	+26.2%	13,900	3.2%	15,100	92.1%	-4,433	-24.2%

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%	110,352	-7,975	-6.7%

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%	5,410	-2,597	-32.4%

Consolidated Net sales by segments

(Millions of yen)

	FY 2006		FY 2007			FY 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	433,617	469,481	100.0%	+35,864	+8.3%	467,154	100.0%	-2,327	-0.5%
System Integration business	263,425	279,753	59.6%	+16,328	+6.2%	266,476	57.0%	-13,276	-4.7%
Service and Support business	168,701	187,358	39.9%	+18,656	+11.1%	198,761	42.5%	+11,403	+6.1%
Other business	1,490	2,370	0.5%	+879	+59.0%	1,916	0.4%	-453	-19.2%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

	FY 2006		FY 2007			FY 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	238,796	255,517	58.4%	+16,720	+7.0%	242,947	55.6%	-12,569	-4.9%
Service and Support	164,089	182,099	41.6%	+18,009	+11.0%	194,155	44.4%	+12,056	+6.6%
Gross profit									
System Integration	48,086	51,685	51.5%	+3,598	+7.5%	49,205	49.5%	-2,479	-4.8%
Service and Support	46,068	48,730	48.5%	+2,662	+5.8%	50,147	50.5%	+1,416	+2.9%

Non-consolidated Net sales by 4 segments

(Millions of yen)

	FY 2006		FY 2007			FY 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	211,348	222,749	50.9%	+11,400	+5.4%	209,047	47.8%	-13,702	-6.2%
Custom-made software etc.	27,447	32,767	7.5%	+5,319	+19.4%	33,899	7.8%	+1,132	+3.5%
Service and Support business									
Supplies	70,899	81,419	18.6%	+10,520	+14.8%	88,356	20.2%	+6,937	+8.5%
Maintenance, etc.	93,189	100,679	23.0%	+7,489	+8.0%	105,798	24.2%	+5,119	+5.1%

Consolidated Cash flows

(Millions of yen)

	FY 2006	FY 2007	FY 2008
C/F from operating	13,909	16,654	13,347
C/F from investing	-7,161	-4,555	-6,960
C/F from financing	-1,250	-4,271	-4,591

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	FY 2006	FY 2007	FY 2008
Equity	72,848	87,259	96,876
Interest-bearing debt	10,854	10,051	9,630
Total assets	189,357	200,383	196,946
Equity ratio	38.5%	43.5%	49.2%
Interest-bearing debt ratio	5.7%	5.0%	4.9%
ROE	23.71%	23.55%	15.61%
ROA	14.46%	15.51%	13.73%

Non-consolidated Key strategic business

(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
MRO	75,306	86,270	+10,964	+14.6%	92,438	+6,167	+7.1%
SMILE(software)	7,150	6,938	-212	-3.0%	6,858	-79	-1.1%
ODS21	35,132	38,320	+3,187	+9.1%	37,650	-669	-1.7%
OSM	27,066	39,985	+12,919	+47.7%	43,448	+3,463	+8.7%
<Number of Sales>							(Units)
Copier	30,235	30,615	+380	+1.3%	29,288	-1,327	-4.3%
(of which color copier)	18,584	20,413	+1,829	+9.8%	20,595	+182	+0.9%
Server	40,862	35,741	-5,121	-12.5%	35,014	-727	-2.0%
PC	547,061	481,502	-65,559	-12.0%	508,967	+27,465	+5.7%

Non-consolidated Sales change of MRO business

(Millions of yen)

	FY 2003	FY 2004	FY 2005	FY 2006	FY 2007			FY 2008		
	Amount	Amount	Amount	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	40,188	52,374	63,618	75,306	86,270	+10,964	+14.6%	92,438	+6,167	+7.1%
"tanomail"	33,036	46,369	59,062	71,088	82,493	+11,405	+16.0%	89,192	+6,698	+8.1%
Non-"tanomail" MRO	7,152	6,004	4,555	4,218	3,776	-441	-10.5%	3,245	-531	-14.1%
"tanomail" proportion within MRO	82.2%	88.5%	92.8%	94.4%	95.6%			96.5%		

Future Plans

Plans of consolidated Net sales and Profits

(Millions of yen)

	FY 2008 (Result)	FY 2009(Plan)		FY 2010(Plan)		FY 2011(Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year	Amount	Change to Last year
Net sales	467,154	447,000	-4.3%	455,000	+1.8%	475,000	+4.4%
Operating income	27,089	18,500	-31.7%	18,600	+0.5%	20,200	+8.6%
Recurring profit	27,628	19,000	-31.2%	19,100	+0.5%	20,700	+8.4%
Net income	14,371	9,260	-35.6%	10,370	+12.0%	11,280	+8.8%

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2008 (Result)	FY 2009(Plan)		FY 2010(Plan)		FY 2011(Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year	Amount	Change to Last year
System Integration	266,476	238,300	-10.6%	232,100	-2.6%	232,800	+0.3%
Service and Support	198,761	206,710	+4.0%	221,200	+7.0%	240,400	+8.7%
Others	1,916	1,990	+3.8%	1,700	-14.6%	1,800	+5.9%

Plans of non-consolidated Key strategic business

(Millions of yen)

	FY 2007	FY 2008		FY 2009 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
MRO	86,270	92,438	+7.1%	98,000	+6.0%
(of which "tanomail")	82,493	89,192	+8.1%	95,000	+6.5%
SMILE(software)	6,938	6,858	-1.1%	6,900	+0.6%
ODS21	38,320	37,650	-1.7%	38,000	+0.9%
OSM	39,985	43,448	+8.7%	48,000	+10.5%
<Number of Sales>					(Units)
Copier	30,615	29,288	-4.3%	28,600	-2.3%
(of which color copier)	20,413	20,595	+0.9%	20,600	+0.0%
Server	35,741	35,014	-2.0%	35,000	-0.0%
PC	481,502	508,967	+5.7%	509,000	+0.0%