

October 29, 2009

Outline of business results

Consolidated Net sales and Profits

(Millions of yen)

	2007	2008 Jan. - Sep.				2009 Jan. - Sep.				Consolidated to non-consolidated ratio
	Jan. - Sep.	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	
Net sales	351,153	356,802	100.0%	+5,648	+1.6%	321,923	100.0%	-34,878	-9.8%	1.07
Operating income	22,170	21,789	6.1%	-380	-1.7%	12,226	3.8%	-9,563	-43.9%	1.11
Ordinary income	22,511	22,217	6.2%	-293	-1.3%	12,467	3.9%	-9,749	-43.9%	1.08
Net income	14,113	12,173	3.4%	-1,940	-13.7%	6,893	2.1%	-5,280	-43.4%	1.04

Non-consolidated Net sales and Profits

(Millions of yen)

	2007	2008 Jan. - Sep.				2009 Jan. - Sep.			
	Jan. - Sep.	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	327,659	333,945	100.0%	+6,285	+1.9%	301,504	100.0%	-32,440	-9.7%
Operating income	20,404	20,343	6.1%	-60	-0.3%	11,036	3.7%	-9,307	-45.8%
Ordinary income	20,851	20,958	6.3%	+106	+0.5%	11,568	3.8%	-9,389	-44.8%
Net income	14,246	11,639	3.5%	-2,606	-18.3%	6,609	2.2%	-5,030	-43.2%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2007	FY 2008		FY 2009			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	123,788	126,354	+2,565	+2.1%	114,910	-11,444	-9.1%
2Q (Apr. - Jun.)	122,635	126,710	+4,074	+3.3%	113,250	-13,460	-10.6%
3Q (Jul. - Sept.)	104,729	103,737	-992	-0.9%	93,763	-9,973	-9.6%
4Q (Oct. - Dec.)	118,328	110,352	-7,975	-6.7%	-	-	-

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2007	FY 2008		FY 2009			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	7,708	7,991	+283	+3.7%	4,569	-3,421	-42.8%
2Q (Apr. - Jun.)	10,880	11,062	+182	+1.7%	6,676	-4,385	-39.6%
3Q (Jul. - Sept.)	3,923	3,163	-759	-19.4%	1,221	-1,942	-61.4%
4Q (Oct. - Dec.)	8,008	5,410	-2,597	-32.4%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2007	2008 Jan. - Sep.				2009 Jan. - Sep.				
	Jan. - Sep.	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	
Total		351,153	356,802	100.0%	+5,648	+1.6%	321,923	100.0%	-34,878	-9.8%
System Integration business		211,173	206,973	58.0%	-4,199	-2.0%	170,970	53.1%	-36,002	-17.4%
Service and Support business		138,382	148,268	41.6%	+9,886	+7.1%	149,604	46.5%	+1,335	+0.9%
Other business		1,598	1,559	0.4%	-38	-2.4%	1,348	0.4%	-211	-13.5%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2007	2008 Jan. - Sep.				2009 Jan. - Sep.			
		Jan. - Sep.	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	169,172	163,397	48.9%	-5,775	-3.4%	132,952	44.1%	-30,444	-18.6%
	Custom-made software etc.	23,920	25,862	7.7%	+1,941	+8.1%	21,579	7.2%	-4,282	-16.6%
Service and Support business	Supplies	59,502	65,704	19.7%	+6,202	+10.4%	66,979	22.2%	+1,274	+1.9%
	Maintenance, etc.	75,064	78,981	23.7%	+3,916	+5.2%	79,993	26.5%	+1,012	+1.3%

Consolidated Cash flows

(Millions of yen)

	2007	2008	2009
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	13,282	12,769	14,119
C/F from investing	-3,114	-5,053	-4,061
C/F from financing	-4,215	-4,278	-4,206

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2007	2008	2009
	Sep. 30	Sep. 30	Sep. 30
Equity	82,762	94,723	99,735
Interest-bearing debt	10,104	9,940	9,832
Total assets	193,997	198,239	191,938
Equity ratio	42.7%	47.8%	52.0%
Interest-bearing debt ratio	5.2%	5.0%	5.1%

Non-consolidated Key strategic business

(Millions of yen)

	2007 Jan. - Sep.	2008 Jan. - Sep.			2009 Jan. - Sep.		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	63,151	68,791	+5,639	+8.9%	69,820	+1,029	+1.5%
SMILE(software)	5,097	4,992	-105	-2.1%	4,613	-378	-7.6%
ODS21	28,114	28,211	+97	+0.3%	24,543	-3,668	-13.0%
OSM	29,306	32,870	+3,563	+12.2%	30,573	-2,297	-7.0%
<Number of Sales>							(Units)
Copier	22,976	22,702	-274	-1.2%	18,802	-3,900	-17.2%
(of which color copier)	15,143	15,706	+563	+3.7%	14,026	-1,680	-10.7%
Server	26,880	25,423	-1,457	-5.4%	23,673	-1,750	-6.9%
PC	353,929	389,326	+35,397	+10.0%	373,692	-15,634	-4.0%

Non-consolidated Sales change of MRO business

(Millions of yen)

	2007 Jan. - Sep.	2008 Jan. - Sep.			2009 Jan. - Sep.		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	63,151	68,791	+5,639	+8.9%	69,820	+1,029	+1.5%
"tanomail"	60,377	66,287	+5,909	+9.8%	67,849	+1,562	+2.4%
Non-"tanomail" MRO	2,774	2,504	-270	-9.7%	1,971	-532	-21.3%
"tanomail" proportion within MRO	95.6%	96.4%			97.2%		

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

	FY 2007 (Result)	FY 2008 (Result)		FY 2009 (Plan)	
		Amount	Change to Last year	Amount	Change to Last year
Net sales	469,481	467,154	-0.5%	447,000	-4.3%
Operating income	30,051	27,089	-9.9%	18,500	-31.7%
Ordinary income	30,520	27,628	-9.5%	19,000	-31.2%
Net income	18,856	14,371	-23.8%	9,260	-35.6%