

October 29, 2010

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

(Millions of yen)

	2008 Jan. - Sep.	2009 Jan. - Sep.				2010 Jan. - Sep.				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	356,802	321,923	100.0%	-34,878	-9.8%	348,976	100.0%	+27,053	+8.4%	1.07
Gross profit	82,202	71,299	22.1%	-10,902	-13.3%	74,958	21.5%	+3,658	+5.1%	1.07
Operating income	21,789	12,226	3.8%	-9,563	-43.9%	14,140	4.1%	+1,914	+15.7%	1.07
Ordinary income	22,217	12,467	3.9%	-9,749	-43.9%	14,630	4.2%	+2,162	+17.3%	1.06
Net income	12,173	6,893	2.1%	-5,280	-43.4%	7,961	2.3%	+1,067	+15.5%	1.06

Non-consolidated Net sales and Profits

(Millions of yen)

	2008 Jan. - Sep.	2009 Jan. - Sep.				2010 Jan. - Sep.			
	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	333,945	301,504	100.0%	-32,440	-9.7%	325,906	100.0%	+24,401	+8.1%
Gross profit	76,242	65,946	21.9%	-10,296	-13.5%	69,733	21.4%	+3,786	+5.7%
Operating income	20,343	11,036	3.7%	-9,307	-45.8%	13,164	4.0%	+2,128	+19.3%
Ordinary income	20,958	11,568	3.8%	-9,389	-44.8%	13,761	4.2%	+2,192	+18.9%
Net income	11,639	6,609	2.2%	-5,030	-43.2%	7,523	2.3%	+913	+13.8%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2008	FY 2009			FY 2010		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	126,354	114,910	-11,444	-9.1%	124,734	+9,824	+8.5%
2Q (Apr. - Jun.)	126,710	113,250	-13,460	-10.6%	119,560	+6,310	+5.6%
3Q (Jul. - Sept.)	103,737	93,763	-9,973	-9.6%	104,681	+10,918	+11.6%
4Q (Oct. - Dec.)	110,352	108,003	-2,348	-2.1%	-	-	-

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2008	FY 2009			FY 2010		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	7,991	4,569	-3,421	-42.8%	5,079	+509	+11.2%
2Q (Apr. - Jun.)	11,062	6,676	-4,385	-39.6%	7,449	+773	+11.6%
3Q (Jul. - Sept.)	3,163	1,221	-1,942	-61.4%	2,101	+880	+72.1%
4Q (Oct. - Dec.)	5,410	3,959	-1,451	-26.8%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2008 Jan. - Sep.	2009 Jan. - Sep.				2010 Jan. - Sep.			
	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	206,973	170,970	53.1%	-36,002	-17.4%	193,176	55.4%	+22,205	+13.0%
Service and Support business	148,268	149,604	46.5%	+1,335	+0.9%	154,273	44.2%	+4,669	+3.1%
Other business	1,559	1,348	0.4%	-211	-13.5%	1,526	0.4%	+178	+13.2%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2008 Jan. - Sep.	2009 Jan. - Sep.				2010 Jan. - Sep.			
		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	189,259	154,532	51.3%	-34,727	-18.3%	174,033	53.4%	+19,501	+12.6%
	Service and Support	144,685	146,972	48.7%	+2,287	+1.6%	151,872	46.6%	+4,899	+3.3%
Gross profit	System Integration	38,559	29,218	44.3%	-9,341	-24.2%	32,430	46.5%	+3,212	+11.0%
	Service and Support	37,683	36,728	55.7%	-954	-2.5%	37,302	53.5%	+574	+1.6%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2008 Jan. - Sep.	2009 Jan. - Sep.				2010 Jan. - Sep.			
		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	163,397	132,952	44.1%	-30,444	-18.6%	152,831	46.9%	+19,878	+15.0%
	Custom-made software etc.	25,862	21,579	7.2%	-4,282	-16.6%	21,202	6.5%	-376	-1.7%
Service and Support business	Supplies	65,704	66,979	22.2%	+1,274	+1.9%	72,068	22.1%	+5,089	+7.6%
	Maintenance, etc.	78,981	79,993	26.5%	+1,012	+1.3%	79,804	24.5%	-189	-0.2%

Consolidated Cash flows (Millions of yen)

	2008	2009	2010
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	12,769	14,119	17,799
C/F from investing	-5,053	-4,061	-6,344
C/F from financing	-4,278	-4,206	-4,194
Cash and cash equivalents at end of period	28,812	33,020	40,067

Consolidated Equity and Interest-bearing debt

	2008	2009	2010
	Sep. 30	Sep. 30	Sep. 30
Equity	94,723	99,735	105,541
Interest-bearing debt	9,940	9,832	8,895
Total assets	198,239	191,938	207,563
Equity ratio	47.8%	52.0%	50.8%
Interest-bearing debt ratio	5.0%	5.1%	4.3%

Non-consolidated Key strategic business

	2008	2009 Jan. - Sep.		2010 Jan. - Sep.			
	Jan. - Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	66,287	67,849	+1,562	+2.4%	74,313	+6,464	+9.5%
SMILE	4,992	4,613	-378	-7.6%	5,046	+432	+9.4%
ODS21	28,211	24,543	-3,668	-13.0%	28,953	+4,410	+18.0%
OSM	32,870	30,573	-2,297	-7.0%	33,422	+2,849	+9.3%
<As reference: Number of Sales> (Units)							
Copier	22,345	18,074	-4,271	-19.1%	20,186	+2,112	+11.7%
(of which color copier)	15,349	13,356	-1,993	-13.0%	15,995	+2,639	+19.8%
Server	25,423	23,673	-1,750	-6.9%	27,061	+3,388	+14.3%
PC	389,326	373,692	-15,634	-4.0%	499,059	+125,367	+33.5%

* The scope of calculation for copiers and color copiers has partially changed as of January-September, 2010. Figures for 2008 and 2009 are also indicated accordingly.

Future Plans

Plans of consolidated Net sales and profits

	FY 2008	FY 2009		FY 2010	
	(Result)	(Result)	(Result)	(Plan)	(Plan)
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	467,154	429,927	-8.0%	463,800	+7.9%
Operating income	27,089	16,094	-40.6%	18,000	+11.8%
Ordinary income	27,628	16,427	-40.5%	18,500	+12.6%
Net income	14,371	8,782	-38.9%	9,750	+11.0%

* According to revised plan as of October 29, 2010