

October 28, 2011

## Outline of business results

### Consolidated Net sales and Profits

(Millions of yen)

	2009 Jan. - Sep.	2010 Jan. - Sep.				2011 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	Consolidated to non-consolidated ratio
Net sales	321,923	348,976	100.0%	+27,053	+8.4%	359,889	100.0%	+10,912	+3.1%	1.08
Gross profit	71,299	74,958	21.5%	+3,658	+5.1%	79,564	22.1%	+4,605	+6.1%	1.08
Operating income	12,226	14,140	4.1%	+1,914	+15.7%	17,312	4.8%	+3,171	+22.4%	1.11
Ordinary income	12,467	14,630	4.2%	+2,162	+17.3%	17,934	5.0%	+3,303	+22.6%	1.11
Net income	6,893	7,961	2.3%	+1,067	+15.5%	9,869	2.7%	+1,908	+24.0%	1.09

### Non-consolidated Net sales and Profits

(Millions of yen)

	2009 Jan. - Sep.	2010 Jan. - Sep.				2011 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	301,504	325,906	100.0%	+24,401	+8.1%	333,798	100.0%	+7,892	+2.4%
Gross profit	65,946	69,733	21.4%	+3,786	+5.7%	73,565	22.0%	+3,832	+5.5%
Operating income	11,036	13,164	4.0%	+2,128	+19.3%	15,630	4.7%	+2,465	+18.7%
Ordinary income	11,568	13,761	4.2%	+2,192	+18.9%	16,203	4.9%	+2,442	+17.8%
Net income	6,609	7,523	2.3%	+913	+13.8%	9,058	2.7%	+1,535	+20.4%

### Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2009	FY 2010			FY 2011		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	114,910	124,734	+9,824	+8.5%	123,974	-760	-0.6%
2Q (Apr. - Jun.)	113,250	119,560	+6,310	+5.6%	125,169	+5,609	+4.7%
3Q (Jul. - Sept.)	93,763	104,681	+10,918	+11.6%	110,745	+6,063	+5.8%
4Q (Oct. - Dec.)	108,003	114,516	+6,512	+6.0%	-	-	-

### Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2009	FY 2010			FY 2011		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	4,569	5,079	+509	+11.2%	5,293	+214	+4.2%
2Q (Apr. - Jun.)	6,676	7,449	+773	+11.6%	9,011	+1,561	+21.0%
3Q (Jul. - Sept.)	1,221	2,101	+880	+72.1%	3,629	+1,527	+72.7%
4Q (Oct. - Dec.)	3,959	4,877	+918	+23.2%	-	-	-

### Consolidated Net sales by segments

(Millions of yen)

	2009 Jan. - Sep.	2010 Jan. - Sep.				2011 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	170,970	193,176	55.4%	+22,205	+13.0%	200,262	55.6%	+7,085	+3.7%
Service and Support business	149,604	154,273	44.2%	+4,669	+3.1%	158,653	44.1%	+4,379	+2.8%
Other business	1,348	1,526	0.4%	+178	+13.2%	973	0.3%	-552	-36.2%

### Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2009 Jan. - Sep.	2010 Jan. - Sep.				2011 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	154,532	174,033	53.4%	+19,501	+12.6%	177,689	53.2%	+3,656	+2.1%
	Service and Support	146,972	151,872	46.6%	+4,899	+3.3%	156,109	46.8%	+4,236	+2.8%
Gross profit	System Integration	29,218	32,430	46.5%	+3,212	+11.0%	35,654	48.5%	+3,224	+9.9%
	Service and Support	36,728	37,302	53.5%	+574	+1.6%	37,910	51.5%	+607	+1.6%

### Non-consolidated Net sales by 4 segments

(Millions of yen)

		2009 Jan. - Sep.	2010 Jan. - Sep.				2011 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	132,952	152,831	46.9%	+19,878	+15.0%	155,236	46.5%	+2,405	+1.6%
	Custom-made software etc.	21,579	21,202	6.5%	-376	-1.7%	22,453	6.7%	+1,251	+5.9%
Service and Support business	Supplies	66,979	72,068	22.1%	+5,089	+7.6%	76,301	22.9%	+4,233	+5.9%
	Maintenance, etc.	79,993	79,804	24.5%	-189	-0.2%	79,807	23.9%	+3	+0.0%

**Consolidated Cash flows**

(Millions of yen)

	2009	2010	2011
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	14,119	17,799	<b>18,151</b>
C/F from investing	-4,061	-6,344	<b>-3,726</b>
C/F from financing	-4,206	-4,194	<b>-4,218</b>
Cash and cash equivalents at end of period	33,020	40,067	<b>48,203</b>

**Consolidated Equity and Interest-bearing debt**

(Millions of yen)

	2009	2010	2011
	Sep. 30	Sep. 30	Sep. 30
Equity	99,735	105,541	<b>113,721</b>
Interest-bearing debt	9,832	8,895	<b>8,277</b>
Total assets	191,938	207,563	<b>218,110</b>
Equity ratio	52.0%	50.8%	<b>52.1%</b>
Interest-bearing debt ratio	5.1%	4.3%	<b>3.8%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	2009	2010 Jan. - Sep.		2011 Jan. - Sep.			
	Jan. - Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	67,849	74,313	+6,464	+9.5%	<b>79,089</b>	<b>+4,775</b>	<b>+6.4%</b>
SMILE	4,613	5,046	+432	+9.4%	<b>5,677</b>	<b>+631</b>	<b>+12.5%</b>
ODS21	24,543	28,953	+4,410	+18.0%	<b>30,190</b>	<b>+1,237</b>	<b>+4.3%</b>
OSM	30,573	33,422	+2,849	+9.3%	<b>35,227</b>	<b>+1,804</b>	<b>+5.4%</b>
<As reference: Number of Sales> (Units)							
Copier	18,074	20,186	+2,112	+11.7%	<b>21,774</b>	<b>+1,588</b>	<b>+7.9%</b>
(of which color copier)	13,356	15,995	+2,639	+19.8%	<b>18,038</b>	<b>+2,043</b>	<b>+12.8%</b>
Server	23,673	27,061	+3,388	+14.3%	<b>28,250</b>	<b>+1,189</b>	<b>+4.4%</b>
PC	373,692	499,059	+125,367	+33.5%	<b>527,276</b>	<b>+28,217</b>	<b>+5.7%</b>

**Future Plans**

**Plans of consolidated Net sales and profits**

(Millions of yen)

	FY 2009	FY 2010		FY 2011	
	(Result)	(Result)		(Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	429,927	463,493	+7.8%	<b>486,000</b>	<b>+4.9%</b>
Operating income	16,094	19,013	+18.1%	<b>21,000</b>	<b>+10.4%</b>
Ordinary income	16,427	19,508	+18.8%	<b>21,500</b>	<b>+10.2%</b>
Net income	8,782	10,631	+21.1%	<b>10,720</b>	<b>+0.8%</b>