

April 27, 2012

## Outline of business results

### Consolidated Net sales and Profits

(Millions of yen)

	1Q 2010	1Q 2011				1Q 2012				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	124,734	123,974	100.0%	-760	-0.6%	135,458	100.0%	+11,484	+9.3%	1.09
Gross profit	25,375	26,078	21.0%	+703	+2.8%	28,528	21.1%	+2,450	+9.4%	1.09
Operating income	4,883	5,035	4.1%	+152	+3.1%	6,912	5.1%	+1,877	+37.3%	1.14
Ordinary income	5,079	5,293	4.3%	+214	+4.2%	7,224	5.3%	+1,931	+36.5%	1.15
Net income	2,822	2,700	2.2%	-121	-4.3%	4,083	3.0%	+1,383	+51.2%	1.16

### Non-consolidated Net sales and Profits

(Millions of yen)

	1Q 2010	1Q 2011				1Q 2012			
	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	116,321	114,998	100.0%	-1,322	-1.1%	123,729	100.0%	+8,730	+7.6%
Gross profit	23,486	24,073	20.9%	+587	+2.5%	26,204	21.2%	+2,131	+8.9%
Operating income	4,370	4,394	3.8%	+23	+0.5%	6,050	4.9%	+1,656	+37.7%
Ordinary income	4,595	4,615	4.0%	+19	+0.4%	6,290	5.1%	+1,674	+36.3%
Net income	2,565	2,347	2.0%	-218	-8.5%	3,512	2.8%	+1,164	+49.6%

### Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2010	FY 2011				FY 2012		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	124,734	123,974	-760	-0.6%	135,458	+11,484	+9.3%	
2Q (Apr. - Jun.)	119,560	125,169	+5,609	+4.7%	-	-	-	
3Q (Jul. - Sept.)	104,681	110,745	+6,063	+5.8%	-	-	-	
4Q (Oct. - Dec.)	114,516	118,326	+3,809	+3.3%	-	-	-	

### Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2010	FY 2011				FY 2012		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	5,079	5,293	+214	+4.2%	7,224	+1,931	+36.5%	
2Q (Apr. - Jun.)	7,449	9,011	+1,561	+21.0%	-	-	-	
3Q (Jul. - Sept.)	2,101	3,629	+1,527	+72.7%	-	-	-	
4Q (Oct. - Dec.)	4,877	5,381	+503	+10.3%	-	-	-	

### Consolidated Net sales by segments

(Millions of yen)

	1Q 2010	1Q 2011				1Q 2012			
	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	72,196	69,542	56.1%	-2,654	-3.7%	78,120	57.7%	+8,578	+12.3%
Service and Support business	52,171	54,074	43.6%	+1,902	+3.6%	57,162	42.2%	+3,087	+5.7%
Other business	366	357	0.3%	-8	-2.4%	175	0.1%	-181	-50.8%

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

(Millions of yen)

		1Q 2010	1Q 2011				1Q 2012			
		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	64,951	61,744	53.7%	-3,207	-4.9%	67,350	54.4%	+5,605	+9.1%
	Service and Support	51,370	53,254	46.3%	+1,884	+3.7%	56,378	45.6%	+3,124	+5.9%
Gross profit	System Integration	11,079	11,475	47.7%	+396	+3.6%	12,751	48.7%	+1,276	+11.1%
	Service and Support	12,406	12,598	52.3%	+191	+1.5%	13,453	51.3%	+854	+6.8%

### Non-consolidated Net sales by 4 segments

(Millions of yen)

		1Q 2010	1Q 2011				1Q 2012			
		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	57,521	54,126	47.1%	-3,395	-5.9%	59,060	47.7%	+4,934	+9.1%
	Custom-made software etc.	7,429	7,618	6.6%	+188	+2.5%	8,289	6.7%	+671	+8.8%
Service and Support business	Supplies	24,615	26,714	23.2%	+2,099	+8.5%	28,766	23.2%	+2,051	+7.7%
	Maintenance, etc.	26,754	26,539	23.1%	-214	-0.8%	27,612	22.3%	+1,072	+4.0%

**Consolidated Cash flows** (Millions of yen)

	1Q 2010	1Q 2011	1Q 2012
C/F from operating	4,376	3,938	<b>4,063</b>
C/F from investing	-2,815	-1,181	<b>-2,027</b>
C/F from financing	-4,178	-1,101	<b>-4,940</b>
Cash and cash equivalents at end of period	30,188	39,580	<b>49,415</b>

**Consolidated Equity and Interest-bearing debt**

	2010 Mar. 31	2011 Mar. 31	2012 Mar. 31
Equity	100,556	106,646	<b>115,996</b>
Interest-bearing debt	8,744	11,102	<b>8,836</b>
Total assets	218,386	224,143	<b>244,725</b>
Equity ratio	46.0%	47.6%	<b>47.4%</b>
Interest-bearing debt ratio	4.0%	5.0%	<b>3.6%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	1Q 2010	1Q 2011		1Q 2012			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	25,539	27,414	+1,875	+7.3%	<b>30,151</b>	<b>+2,737</b>	<b>+10.0%</b>
SMILE	1,443	1,776	+333	+23.1%	<b>2,001</b>	<b>+224</b>	<b>+12.7%</b>
ODS21	9,562	9,651	+89	+0.9%	<b>10,350</b>	<b>+698</b>	<b>+7.2%</b>
OSM	12,163	12,359	+195	+1.6%	<b>13,285</b>	<b>+925</b>	<b>+7.5%</b>
<As reference: Number of Sales> (Units)							
Copier	6,646	6,841	+195	+2.9%	<b>7,894</b>	<b>+1,053</b>	<b>+15.4%</b>
(of which color copier)	5,071	5,551	+480	+9.5%	<b>6,641</b>	<b>+1,090</b>	<b>+19.6%</b>
Server	9,500	9,025	-475	-5.0%	<b>10,992</b>	<b>+1,967</b>	<b>+21.8%</b>
PC	214,538	185,635	-28,903	-13.5%	<b>205,242</b>	<b>+19,607</b>	<b>+10.6%</b>

**Future Plans****Plans of consolidated Net sales and profits**

(Millions of yen)

	1Q 2012 (Result)	1H 2012 (Plan)	FY 2012 (Plan)
Net sales	135,458	<b>256,500</b>	<b>493,000</b>
Operating income	6,912	<b>14,300</b>	<b>24,000</b>
Ordinary income	7,224	<b>14,600</b>	<b>24,500</b>
Net income	4,083	<b>8,210</b>	<b>13,550</b>