

February 1, 2013

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

(Millions of yen)

	FY 2010	FY 2011				FY 2012						Consolidated to non-consolidated ratio
	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	463,493	478,215	100.0%	+14,722	+3.2%	515,771	100.0%	502,900	102.6%	+37,556	+7.9%	1.09
Gross profit	100,398	106,387	22.2%	+5,988	+6.0%	114,658	22.2%	-	-	+8,271	+7.8%	1.09
Operating income	19,013	23,095	4.8%	+4,081	+21.5%	28,251	5.5%	26,600	106.2%	+5,155	+22.3%	1.12
Ordinary income	19,508	23,315	4.9%	+3,807	+19.5%	29,079	5.6%	27,300	106.5%	+5,764	+24.7%	1.12
Net income	10,631	12,744	2.7%	+2,112	+19.9%	16,277	3.2%	15,270	106.6%	+3,533	+27.7%	1.12

* Plan amended on August 1, 2012

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2010	FY 2011				FY 2012					
	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	432,919	444,625	100.0%	+11,705	+2.7%	474,259	100.0%	465,800	101.8%	+29,633	+6.7%
Gross profit	93,232	98,341	22.1%	+5,108	+5.5%	105,651	22.3%	-	-	+7,309	+7.4%
Operating income	17,596	20,925	4.7%	+3,329	+18.9%	25,300	5.3%	24,100	105.0%	+4,374	+20.9%
Ordinary income	18,282	21,628	4.9%	+3,345	+18.3%	26,053	5.5%	24,820	105.0%	+4,425	+20.5%
Net income	10,018	12,519	2.8%	+2,500	+25.0%	14,500	3.1%	13,840	104.8%	+1,981	+15.8%

* Plan amended on August 1, 2012

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%	130,933	+5,763	+4.6%
3Q (Jul. – Sept.)	104,681	110,745	+6,063	+5.8%	117,799	+7,054	+6.4%
4Q (Oct. – Dec.)	114,516	118,326	+3,809	+3.3%	131,580	+13,253	+11.2%

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%	10,169	+1,157	+12.8%
3Q (Jul. – Sept.)	2,101	3,629	+1,527	+72.7%	4,367	+738	+20.3%
4Q (Oct. – Dec.)	4,877	5,381	+503	+10.3%	7,318	+1,936	+36.0%

Consolidated Net sales by segments

(Millions of yen)

	FY 2010	FY 2011				FY 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	253,541	262,508	54.9%	+8,966	+3.5%	289,840	56.2%	+27,332	+10.4%
Service and Support business	208,008	214,576	44.9%	+6,567	+3.2%	225,298	43.7%	+10,722	+5.0%
Other business	1,942	1,130	0.2%	-812	-41.8%	632	0.1%	-498	-44.1%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		FY 2010	FY 2011				FY 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	228,207	233,517	52.5%	+5,309	+2.3%	251,906	53.1%	+18,388	+7.9%
	Service and Support	204,711	211,107	47.5%	+6,396	+3.1%	222,352	46.9%	+11,244	+5.3%
Gross profit	System Integration	43,445	47,344	48.1%	+3,899	+9.0%	52,327	49.5%	+4,983	+10.5%
	Service and Support	49,787	50,997	51.9%	+1,209	+2.4%	53,324	50.5%	+2,326	+4.6%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		FY 2010	FY 2011				FY 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	200,135	203,852	45.8%	+3,717	+1.9%	219,753	46.3%	+15,900	+7.8%
	Custom-made software etc.	28,072	29,665	6.7%	+1,592	+5.7%	32,153	6.8%	+2,487	+8.4%
Service and Support business	Supplies	98,048	104,126	23.4%	+6,078	+6.2%	111,408	23.5%	+7,282	+7.0%
	Maintenance, etc.	106,663	106,981	24.1%	+317	+0.3%	110,944	23.4%	+3,962	+3.7%

Consolidated Cash flows

(Millions of yen)

	FY 2010	FY 2011	FY 2012
C/F from operating	17,851	23,158	25,879
C/F from investing	-7,527	-4,604	-4,894
C/F from financing	-5,205	-4,229	-5,190
Cash and cash equivalents at end of period	37,924	52,320	68,113

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	FY 2010	FY 2011	FY 2012
Equity	108,255	116,633	128,471
Interest-bearing debt	7,802	8,415	9,367
Total assets	213,401	229,610	253,158
Equity ratio	50.7%	50.8%	50.7%
Interest-bearing debt ratio	3.7%	3.7%	3.7%
ROE	10.13%	11.33%	13.28%
ROA	9.29%	10.33%	11.90%

Non-consolidated Key strategic business

(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
"tanomail"	100,980	107,934	+6,953	+6.9%	117,381	+9,447	+8.8%
SMILE	6,708	7,774	+1,066	+15.9%	9,006	+1,231	+15.8%
ODS21	38,778	40,680	+1,901	+4.9%	42,226	+1,546	+3.8%
OSM	43,887	47,113	+3,226	+7.4%	48,069	+955	+2.0%
<As reference: Number of Sales>							
							(Units)
Copier	27,003	29,153	+2,150	+8.0%	32,104	+2,951	+10.1%
(of which color copier)	21,703	24,296	+2,593	+11.9%	27,332	+3,036	+12.5%
Server	36,405	37,582	+1,177	+3.2%	39,205	+1,623	+4.3%
PC	666,332	697,057	+30,725	+4.6%	714,616	+17,559	+2.5%

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

(Millions of yen)

	FY 2011 (Result)	FY 2012 (Result)		FY 2013 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	478,215	515,771	+7.9%	536,000	+3.9%
Operating income	23,095	28,251	+22.3%	30,500	+8.0%
Ordinary income	23,315	29,079	+24.7%	31,000	+6.6%
Net income	12,744	16,277	+27.7%	18,090	+11.1%

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2011 (Result)	FY 2012 (Result)		FY 2013 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	262,508	289,840	+10.4%	300,960	+3.8%
Service and Support	214,576	225,298	+5.0%	234,400	+4.0%
Others	1,130	632	-44.1%	640	+1.2%