

April 26, 2013

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

(Millions of yen)

	1Q 2011	1Q 2012				1Q 2013				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	123,974	135,458	100.0%	+11,484	+9.3%	140,647	100.0%	+5,189	+3.8%	1.09
Gross profit	26,078	28,528	21.1%	+2,450	+9.4%	29,555	21.0%	+1,027	+3.6%	1.09
Operating income	5,035	6,912	5.1%	+1,877	+37.3%	7,384	5.3%	+471	+6.8%	1.15
Ordinary income	5,293	7,224	5.3%	+1,931	+36.5%	6,431	4.6%	-793	-11.0%	0.96
Net income	2,700	4,083	3.0%	+1,383	+51.2%	3,464	2.5%	-619	-15.2%	0.83

Non-consolidated Net sales and Profits

(Millions of yen)

	1Q 2011	1Q 2012				1Q 2013			
	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	114,998	123,729	100.0%	+8,730	+7.6%	129,509	100.0%	+5,780	+4.7%
Gross profit	24,073	26,204	21.2%	+2,131	+8.9%	27,126	20.9%	+921	+3.5%
Operating income	4,394	6,050	4.9%	+1,656	+37.7%	6,414	5.0%	+363	+6.0%
Ordinary income	4,615	6,290	5.1%	+1,674	+36.3%	6,720	5.2%	+430	+6.8%
Net income	2,347	3,512	2.8%	+1,164	+49.6%	4,186	3.2%	+674	+19.2%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2011	FY 2012				FY 2013		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	123,974	135,458	+11,484	+9.3%	140,647	+5,189	+3.8%	
2Q (Apr. - Jun.)	125,169	130,933	+5,763	+4.6%	-	-	-	
3Q (Jul. - Sept.)	110,745	117,799	+7,054	+6.4%	-	-	-	
4Q (Oct. - Dec.)	118,326	131,580	+13,253	+11.2%	-	-	-	

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2011	FY 2012				FY 2013		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	5,293	7,224	+1,931	+36.5%	6,431	-793	-11.0%	
2Q (Apr. - Jun.)	9,011	10,169	+1,157	+12.8%	-	-	-	
3Q (Jul. - Sept.)	3,629	4,367	+738	+20.3%	-	-	-	
4Q (Oct. - Dec.)	5,381	7,318	+1,936	+36.0%	-	-	-	

Consolidated Net sales by segments

(Millions of yen)

	1Q 2011	1Q 2012				1Q 2013			
	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	69,542	78,120	57.7%	+8,578	+12.3%	82,300	58.5%	+4,179	+5.4%
Service and Support business	54,074	57,162	42.2%	+3,087	+5.7%	58,200	41.4%	+1,037	+1.8%
Other business	357	175	0.1%	-181	-50.8%	147	0.1%	-28	-16.1%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		1Q 2011	1Q 2012				1Q 2013			
		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	61,744	67,350	54.4%	+5,605	+9.1%	72,038	55.6%	+4,688	+7.0%
	Service and Support	53,254	56,378	45.6%	+3,124	+5.9%	57,470	44.4%	+1,091	+1.9%
Gross profit	System Integration	11,475	12,751	48.7%	+1,276	+11.1%	13,713	50.6%	+962	+7.5%
	Service and Support	12,598	13,453	51.3%	+854	+6.8%	13,412	49.4%	-40	-0.3%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		1Q 2011	1Q 2012				1Q 2013			
		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	54,126	59,060	47.7%	+4,934	+9.1%	63,163	48.8%	+4,102	+6.9%
	Custom-made software etc.	7,618	8,289	6.7%	+671	+8.8%	8,874	6.9%	+585	+7.1%
Service and Support business	Supplies	26,714	28,766	23.2%	+2,051	+7.7%	29,527	22.8%	+761	+2.6%
	Maintenance, etc.	26,539	27,612	22.3%	+1,072	+4.0%	27,942	21.6%	+330	+1.2%

Consolidated Cash flows (Millions of yen)

	1Q 2011	1Q 2012	1Q 2013
C/F from operating	3,938	4,063	4,035
C/F from investing	-1,181	-2,027	-953
C/F from financing	-1,101	-4,940	-6,360
Cash and cash equivalents at end of period	39,580	49,415	64,835

Consolidated Equity and Interest-bearing debt

	2011 Mar. 31	2012 Mar. 31	2013 Mar. 31
Equity	106,646	115,996	126,166
Interest-bearing debt	11,102	8,836	9,502
Total assets	224,143	244,725	263,139
Equity ratio	47.6%	47.4%	47.9%
Interest-bearing debt ratio	5.0%	3.6%	3.6%

Non-consolidated Key strategic business

(Millions of yen)

	1Q 2011	1Q 2012		1Q 2013			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	27,414	30,151	+2,737	+10.0%	31,055	+904	+3.0%
SMILE	1,776	2,001	+224	+12.7%	2,250	+248	+12.4%
ODS21	9,651	10,350	+698	+7.2%	11,150	+800	+7.7%
OSM	12,359	13,285	+925	+7.5%	12,872	-412	-3.1%

<As reference: Number of Sales>

(Units)

Copier	6,841	7,894	+1,053	+15.4%	8,555	+661	+8.4%
(of which color copier)	5,551	6,641	+1,090	+19.6%	7,379	+738	+11.1%
Server	9,025	10,992	+1,967	+21.8%	9,211	-1,781	-16.2%
PC	185,635	205,242	+19,607	+10.6%	248,030	+42,788	+20.8%

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

(Millions of yen)

	1Q 2013 (Result)	1H 2013 (Plan)	FY 2013 (Plan)
Net sales	140,647	276,800	536,000
Operating income	7,384	18,100	30,500
Ordinary income	6,431	18,370	31,000
Net income	3,464	10,760	18,090