

August 1, 2013

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

(Millions of yen)

	2011 Jan. - Jun.	2012 Jan. - Jun.				2013 Jan. - Jun.						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	249,144	266,392	100.0%	+17,248	+6.9%	284,623	100.0%	276,800	102.8%	+18,231	+6.8%	1.08
Gross profit	55,309	60,151	22.6%	+4,842	+8.8%	63,917	22.5%	-	-	+3,765	+6.3%	1.08
Operating income	13,943	16,891	6.3%	+2,948	+21.1%	19,486	6.8%	18,100	107.7%	+2,594	+15.4%	1.10
Ordinary income	14,305	17,394	6.5%	+3,089	+21.6%	18,656	6.6%	18,370	101.6%	+1,262	+7.3%	1.02
Net income	7,824	9,930	3.7%	+2,106	+26.9%	11,189	3.9%	10,760	104.0%	+1,258	+12.7%	0.98

**Non-consolidated Net sales and Profits**

(Millions of yen)

	2011 Jan. - Jun.	2012 Jan. - Jun.				2013 Jan. - Jun.					
	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	231,671	245,668	100.0%	+13,997	+6.0%	264,141	100.0%	255,900	103.2%	+18,473	+7.5%
Gross profit	51,233	55,596	22.6%	+4,362	+8.5%	59,230	22.4%	-	-	+3,634	+6.5%
Operating income	12,715	15,306	6.2%	+2,590	+20.4%	17,790	6.7%	16,600	107.2%	+2,484	+16.2%
Ordinary income	13,076	15,713	6.4%	+2,637	+20.2%	18,274	6.9%	16,970	107.7%	+2,561	+16.3%
Net income	7,296	8,865	3.6%	+1,569	+21.5%	11,456	4.3%	10,060	113.9%	+2,590	+29.2%

**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%	143,975	+13,041	+10.0%
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%	12,225	+2,056	+20.2%
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)

	2011 Jan. - Jun.	2012 Jan. - Jun.				2013 Jan. - Jun.			
	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	141,286	153,102	57.5%	+11,816	+8.4%	168,260	59.1%	+15,158	+9.9%
Service and Support business	107,104	112,956	42.4%	+5,851	+5.5%	116,026	40.8%	+3,070	+2.7%
Other business	753	333	0.1%	-419	-55.7%	336	0.1%	+2	+0.7%

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

(Millions of yen)

		2011 Jan. - Jun.	2012 Jan. - Jun.				2013 Jan. - Jun.			
		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	126,227	134,153	54.6%	+7,925	+6.3%	149,497	56.6%	+15,343	+11.4%
	Service and Support	105,443	111,515	45.4%	+6,072	+5.8%	114,644	43.4%	+3,129	+2.8%
Gross profit	System Integration	25,982	28,567	51.4%	+2,584	+9.9%	31,355	52.9%	+2,788	+9.8%
	Service and Support	25,251	27,029	48.6%	+1,777	+7.0%	27,874	47.1%	+845	+3.1%

**Non-consolidated Net sales by 4 segments**

(Millions of yen)

		2011 Jan. - Jun.	2012 Jan. - Jun.				2013 Jan. - Jun.			
		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	110,147	116,930	47.6%	+6,782	+6.2%	130,918	49.6%	+13,988	+12.0%
	Custom-made software etc.	16,080	17,223	7.0%	+1,142	+7.1%	18,578	7.0%	+1,355	+7.9%
Service and Support business	Supplies	52,388	56,027	22.8%	+3,638	+6.9%	58,182	22.0%	+2,155	+3.8%
	Maintenance, etc.	53,054	55,488	22.6%	+2,433	+4.6%	56,461	21.4%	+973	+1.8%

**Consolidated Cash flows**

(Millions of yen)

	2011	2012	2013
	Jan. - Jun.	Jan. - Jun.	Jan. - Jun.
C/F from operating	24,913	27,363	<b>26,054</b>
C/F from investing	-2,477	-3,343	<b>-2,171</b>
C/F from financing	-4,206	-5,037	<b>-6,406</b>
Cash and cash equivalents at end of period	56,225	71,302	<b>85,589</b>

**Consolidated Equity, Interest-bearing debt, ROE and ROA**

(Millions of yen)

	2011	2012	2013
	Jan. - Jun.	Jan. - Jun.	Jan. - Jun.
Equity	111,755	121,873	<b>134,395</b>
Interest-bearing debt	8,242	9,661	<b>9,368</b>
Total assets	234,647	256,447	<b>281,402</b>
Equity ratio	47.6%	47.5%	<b>47.8%</b>
Interest-bearing debt ratio	3.5%	3.8%	<b>3.3%</b>
ROE	7.11%	8.33%	<b>8.51%</b>
ROA	6.31%	7.08%	<b>7.29%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	2011	2012 Jan. - Jun.			2013 Jan. - Jun.		
	Jan. - Jun.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	54,240	58,749	+4,508	+8.3%	<b>61,373</b>	<b>+2,624</b>	<b>+4.5%</b>
SMILE	4,252	4,847	+595	+14.0%	<b>5,941</b>	<b>+1,093</b>	<b>+22.6%</b>
ODS21	22,340	23,410	+1,069	+4.8%	<b>24,538</b>	<b>+1,128</b>	<b>+4.8%</b>
OSM	24,509	25,323	+813	+3.3%	<b>25,777</b>	<b>+454</b>	<b>+1.8%</b>
<b>&lt;As reference: Number of Sales&gt;</b>							
							(Units)
Copier	16,196	17,733	+1,537	+9.5%	<b>19,430</b>	<b>+1,697</b>	<b>+9.6%</b>
(of which color copier)	13,324	15,008	+1,684	+12.6%	<b>17,044</b>	<b>+2,036</b>	<b>+13.6%</b>
Server	19,537	19,794	+257	+1.3%	<b>18,385</b>	<b>-1,409</b>	<b>-7.1%</b>
PC	352,385	361,177	+8,792	+2.5%	<b>435,312</b>	<b>+74,135</b>	<b>+20.5%</b>

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

(Millions of yen)

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

**Plans of consolidated Net sales by segments**

(Millions of yen)

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