

October 30, 2013

## Outline of business results

### Consolidated Net sales and Profits

(Millions of yen)

	2011 Jan. - Sep.	2012 Jan. - Sep.				2013 Jan. - Sep.				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	359,889	384,191	100.0%	+24,302	+6.8%	<b>413,906</b>	<b>100.0%</b>	<b>+29,714</b>	<b>+7.7%</b>	<b>1.08</b>
Gross profit	79,564	85,572	22.3%	+6,008	+7.6%	<b>91,174</b>	<b>22.0%</b>	<b>+5,601</b>	<b>+6.5%</b>	<b>1.08</b>
Operating income	17,312	21,029	5.5%	+3,716	+21.5%	<b>24,519</b>	<b>5.9%</b>	<b>+3,490</b>	<b>+16.6%</b>	<b>1.11</b>
Ordinary income	17,934	21,761	5.7%	+3,827	+21.3%	<b>23,877</b>	<b>5.8%</b>	<b>+2,115</b>	<b>+9.7%</b>	<b>1.05</b>
Net income	9,869	12,431	3.2%	+2,562	+26.0%	<b>14,392</b>	<b>3.5%</b>	<b>+1,960</b>	<b>+15.8%</b>	<b>1.01</b>

### Non-consolidated Net sales and Profits

(Millions of yen)

	2011 Jan. - Sep.	2012 Jan. - Sep.				2013 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	333,798	353,735	100.0%	+19,936	+6.0%	<b>382,840</b>	<b>100.0%</b>	<b>+29,105</b>	<b>+8.2%</b>
Gross profit	73,565	78,941	22.3%	+5,376	+7.3%	<b>84,263</b>	<b>22.0%</b>	<b>+5,321</b>	<b>+6.7%</b>
Operating income	15,630	18,908	5.3%	+3,278	+21.0%	<b>22,108</b>	<b>5.8%</b>	<b>+3,200</b>	<b>+16.9%</b>
Ordinary income	16,203	19,532	5.5%	+3,328	+20.5%	<b>22,808</b>	<b>6.0%</b>	<b>+3,276</b>	<b>+16.8%</b>
Net income	9,058	11,044	3.1%	+1,986	+21.9%	<b>14,278</b>	<b>3.7%</b>	<b>+3,233</b>	<b>+29.3%</b>

### 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%	<b>140,647</b>	<b>+5,189</b>	<b>+3.8%</b>
2Q (Apr. - Jun.)	125,169	130,933	+5,763	+4.6%	<b>143,975</b>	<b>+13,041</b>	<b>+10.0%</b>
3Q (Jul. - Sept.)	110,745	117,799	+7,054	+6.4%	<b>129,282</b>	<b>+11,482</b>	<b>+9.7%</b>
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%	<b>6,431</b>	<b>-793</b>	<b>-11.0%</b>
2Q (Apr. - Jun.)	9,011	10,169	+1,157	+12.8%	<b>12,225</b>	<b>+2,056</b>	<b>+20.2%</b>
3Q (Jul. - Sept.)	3,629	4,367	+738	+20.3%	<b>5,221</b>	<b>+853</b>	<b>+19.5%</b>
4Q (Oct. - Dec.)	5,381	7,318	+1,936	+36.0%	-	-	-

### Consolidated Net sales by segments

(Millions of yen)

	2011 Jan. - Sep.	2012 Jan. - Sep.				2013 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	200,262	217,050	56.5%	+16,788	+8.4%	<b>241,666</b>	<b>58.4%</b>	<b>+24,615</b>	<b>+11.3%</b>
Service and Support business	158,653	166,647	43.4%	+7,994	+5.0%	<b>171,755</b>	<b>41.5%</b>	<b>+5,108</b>	<b>+3.1%</b>
Other business	973	493	0.1%	-480	-49.3%	<b>484</b>	<b>0.1%</b>	<b>-9</b>	<b>-2.0%</b>

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

(Millions of yen)

		2011 Jan. - Sep.	2012 Jan. - Sep.				2013 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	177,689	189,247	53.5%	+11,557	+6.5%	<b>213,255</b>	<b>55.7%</b>	<b>+24,007</b>	<b>+12.7%</b>
	Service and Support	156,109	164,488	46.5%	+8,378	+5.4%	<b>169,585</b>	<b>44.3%</b>	<b>+5,097</b>	<b>+3.1%</b>
Gross profit	System Integration	35,654	38,957	49.3%	+3,303	+9.3%	<b>42,922</b>	<b>50.9%</b>	<b>+3,964</b>	<b>+10.2%</b>
	Service and Support	37,910	39,984	50.7%	+2,073	+5.5%	<b>41,340</b>	<b>49.1%</b>	<b>+1,356</b>	<b>+3.4%</b>

### Non-consolidated Net sales by 4 segments

(Millions of yen)

		2011 Jan. - Sep.	2012 Jan. - Sep.				2013 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	155,236	165,156	46.7%	+9,920	+6.4%	<b>187,217</b>	<b>48.9%</b>	<b>+22,060</b>	<b>+13.4%</b>
	Custom-made software etc.	22,453	24,090	6.8%	+1,637	+7.3%	<b>26,037</b>	<b>6.8%</b>	<b>+1,946</b>	<b>+8.1%</b>
Service and Support business	Supplies	76,301	81,570	23.1%	+5,268	+6.9%	<b>85,023</b>	<b>22.2%</b>	<b>+3,452</b>	<b>+4.2%</b>
	Maintenance, etc.	79,807	82,917	23.4%	+3,110	+3.9%	<b>84,562</b>	<b>22.1%</b>	<b>+1,645</b>	<b>+2.0%</b>

**Consolidated Cash flows**

(Millions of yen)

	2011	2012	2013
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	18,151	22,056	<b>16,750</b>
C/F from investing	-3,726	-3,556	<b>-3,246</b>
C/F from financing	-4,218	-5,039	<b>-6,409</b>
Cash and cash equivalents at end of period	48,203	65,780	<b>75,208</b>

**Consolidated Equity and Interest-bearing debt**

(Millions of yen)

	2011	2012	2013
	Sep. 30	Sep. 30	Sep. 30
Equity	113,721	124,393	<b>138,313</b>
Interest-bearing debt	8,277	9,667	<b>9,288</b>
Total assets	218,110	241,097	<b>262,352</b>
Equity ratio	52.1%	51.6%	<b>52.7%</b>
Interest-bearing debt ratio	3.8%	4.0%	<b>3.5%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	2011	2012 Jan. - Sep.		2013 Jan. - Sep.			
	Jan. - Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	79,089	85,752	+6,663	+8.4%	<b>89,731</b>	<b>+3,979</b>	<b>+4.6%</b>
SMILE	5,677	6,542	+864	+15.2%	<b>7,973</b>	<b>+1,431</b>	<b>+21.9%</b>
ODS21	30,190	31,246	+1,056	+3.5%	<b>32,441</b>	<b>+1,195</b>	<b>+3.8%</b>
OSM	35,227	36,357	+1,129	+3.2%	<b>37,202</b>	<b>+845</b>	<b>+2.3%</b>
<As reference: Number of Sales> (Units)							
Copier	21,774	23,845	+2,071	+9.5%	<b>25,723</b>	<b>+1,878</b>	<b>+7.9%</b>
(of which color copier)	18,038	20,056	+2,018	+11.2%	<b>22,579</b>	<b>+2,523</b>	<b>+12.6%</b>
Server	28,250	28,305	+55	+0.2%	<b>27,804</b>	<b>-501</b>	<b>-1.8%</b>
PC	527,276	542,772	+15,496	+2.9%	<b>643,903</b>	<b>+101,131</b>	<b>+18.6%</b>

**Future Plans**

**Plans of consolidated Net sales and profits**

(Millions of yen)

	FY 2011	FY 2012		FY 2013	
	(Result)	(Result)		(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>