

August 1, 2014

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

(Millions of yen)

	2012	2013 Jan. - Jun.				2014 Jan. - Jun.						Consolidated to non-consolidated ratio
	Jan. - Jun.	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	266,392	284,623	100.0%	+18,231	+6.8%	332,411	100.0%	314,400	105.7%	+47,787	+16.8%	1.08
Gross profit	60,151	63,917	22.5%	+3,765	+6.3%	72,076	21.7%	-	-	+8,159	+12.8%	1.08
Operating income	16,891	19,486	6.8%	+2,594	+15.4%	24,286	7.3%	21,700	111.9%	+4,800	+24.6%	1.10
Ordinary income	17,394	18,656	6.6%	+1,262	+7.3%	24,796	7.5%	21,880	113.3%	+6,140	+32.9%	1.10
Net income	9,930	11,189	3.9%	+1,258	+12.7%	15,016	4.5%	12,875	116.6%	+3,827	+34.2%	1.08

* According to revised plan as of April 28, 2014

Non-consolidated Net sales and Profits

(Millions of yen)

	2012	2013 Jan. - Jun.				2014 Jan. - Jun.					
	Jan. - Jun.	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	245,668	264,141	100.0%	+18,473	+7.5%	308,840	100.0%	292,600	105.6%	+44,698	+16.9%
Gross profit	55,596	59,230	22.4%	+3,634	+6.5%	66,505	21.5%	-	-	+7,275	+12.3%
Operating income	15,306	17,790	6.7%	+2,484	+16.2%	22,011	7.1%	20,100	109.5%	+4,220	+23.7%
Ordinary income	15,713	18,274	6.9%	+2,561	+16.3%	22,632	7.3%	20,510	110.4%	+4,358	+23.9%
Net income	8,865	11,456	4.3%	+2,590	+29.2%	13,849	4.5%	12,270	112.9%	+2,393	+20.9%

* According to revised plan as of April 28, 2014

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2012	FY 2013			FY 2014		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	135,458	140,647	+5,189	+3.8%	176,894	+36,246	+25.8%
2Q (Apr. - Jun.)	130,933	143,975	+13,041	+10.0%	155,516	+11,541	+8.0%
3Q (Jul. - Sept.)	117,799	129,282	+11,482	+9.7%	-	-	-
4Q (Oct. - Dec.)	131,580	150,689	+19,109	+14.5%	-	-	-

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2012	FY 2013			FY 2014		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	7,224	6,431	-793	-11.0%	12,468	+6,037	+93.9%
2Q (Apr. - Jun.)	10,169	12,225	+2,056	+20.2%	12,328	+102	+0.8%
3Q (Jul. - Sept.)	4,367	5,221	+853	+19.5%	-	-	-
4Q (Oct. - Dec.)	7,318	9,627	+2,309	+31.6%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2012	2013 Jan. - Jun.				2014 Jan. - Jun.			
	Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year
System Integration business	153,102	168,260	59.1%	+15,158	+9.9%	210,004	63.2%	+41,743	+24.8%
Service and Support business	112,956	116,026	40.8%	+3,070	+2.7%	122,216	36.8%	+6,190	+5.3%
Other business	333	336	0.1%	+2	+0.7%	190	0.1%	-146	-43.5%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2012	2013 Jan. - Jun.				2014 Jan. - Jun.			
		Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year
Net sales	System Integration	134,153	149,497	56.6%	+15,343	+11.4%	188,264	61.0%	+38,767	+25.9%
	Service and Support	111,515	114,644	43.4%	+3,129	+2.8%	120,575	39.0%	+5,931	+5.2%
Gross profit	System Integration	28,567	31,355	52.9%	+2,788	+9.8%	36,781	55.3%	+5,425	+17.3%
	Service and Support	27,029	27,874	47.1%	+845	+3.1%	29,724	44.7%	+1,849	+6.6%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2012	2013 Jan. - Jun.				2014 Jan. - Jun.			
		Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year
System Integration business	SI related products	116,930	130,918	49.6%	+13,988	+12.0%	166,368	53.9%	+35,449	+27.1%
	Custom-made software etc.	17,223	18,578	7.0%	+1,355	+7.9%	21,896	7.1%	+3,317	+17.9%
Service and Support business	Supplies	56,027	58,182	22.0%	+2,155	+3.8%	61,435	19.9%	+3,252	+5.6%
	Maintenance, etc.	55,488	56,461	21.4%	+973	+1.8%	59,140	19.1%	+2,678	+4.7%

Consolidated Cash flows

(Millions of yen)

	2012	2013	2014
	Jan. - Jun.	Jan. - Jun.	Jan. - Jun.
C/F from operating	27,363	26,054	34,579
C/F from investing	-3,343	-2,171	-3,272
C/F from financing	-5,037	-6,406	-7,469
Cash and cash equivalents at end of period	71,302	85,589	100,641

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	2012	2013	2014
	Jan. - Jun.	Jan. - Jun.	Jan. - Jun.
Equity	121,873	134,395	151,941
Interest-bearing debt	9,661	9,368	9,702
Total assets	256,447	281,402	313,916
Equity ratio	47.5%	47.8%	48.4%
Interest-bearing debt ratio	3.8%	3.3%	3.1%
ROE	8.33%	8.51%	10.14%
ROA	7.08%	7.29%	8.26%

Non-consolidated Key strategic business

(Millions of yen)

	2012	2013 Jan. - Jun.		2014 Jan. - Jun.			
	Jan. - Jun.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	58,749	61,373	+2,624	+4.5%	65,193	+3,819	+6.2%
SMILE	4,847	5,941	+1,093	+22.6%	6,898	+956	+16.1%
ODS21	23,410	24,538	+1,128	+4.8%	25,361	+823	+3.4%
OSM	25,323	25,777	+454	+1.8%	27,057	+1,280	+5.0%
<As reference: Number of Sales> (Units)							
Copier	17,733	19,430	+1,697	+9.6%	20,583	+1,153	+5.9%
(of which color copier)	15,008	17,044	+2,036	+13.6%	18,372	+1,328	+7.8%
Server	19,794	18,385	-1,409	-7.1%	20,959	+2,574	+14.0%
PC	361,177	435,312	+74,135	+20.5%	612,596	+177,284	+40.7%

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

(Millions of yen)

	FY 2012	FY 2013		FY 2014	
	(Result)	(Result)		(Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	515,771	564,595	+9.5%	600,000	+6.3%
Operating income	28,251	33,901	+20.0%	37,000	+9.1%
Ordinary income	29,079	33,505	+15.2%	37,500	+11.9%
Net income	16,277	20,271	+24.5%	21,980	+8.4%

* According to revised plan as of April 28, 2014

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2012	FY 2013		FY 2014	
	(Result)	(Result)		(Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	289,840	332,067	+14.6%	358,470	+8.0%
Service and Support	225,298	231,868	+2.9%	241,170	+4.0%
Others	632	658	+4.2%	360	-45.3%

* According to revised plan as of April 28, 2014