

October 30, 2014

## Outline of business results

### Consolidated Net sales and Profits

(Millions of yen)

	2012 Jan. - Sep.	2013 Jan. - Sep.				2014 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	Consolidated to non-consolidated ratio
Net sales	384,191	413,906	100.0%	+29,714	+7.7%	<b>463,210</b>	<b>100.0%</b>	<b>+49,304</b>	<b>+11.9%</b>	<b>1.08</b>
Gross profit	85,572	91,174	22.0%	+5,601	+6.5%	<b>99,633</b>	<b>21.5%</b>	<b>+8,459</b>	<b>+9.3%</b>	<b>1.09</b>
Operating income	21,029	24,519	5.9%	+3,490	+16.6%	<b>28,567</b>	<b>6.2%</b>	<b>+4,047</b>	<b>+16.5%</b>	<b>1.12</b>
Ordinary income	21,761	23,877	5.8%	+2,115	+9.7%	<b>29,326</b>	<b>6.3%</b>	<b>+5,448</b>	<b>+22.8%</b>	<b>1.11</b>
Net income	12,431	14,392	3.5%	+1,960	+15.8%	<b>17,454</b>	<b>3.8%</b>	<b>+3,061</b>	<b>+21.3%</b>	<b>1.10</b>

### Non-consolidated Net sales and Profits

(Millions of yen)

	2012 Jan. - Sep.	2013 Jan. - Sep.				2014 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	353,735	382,840	100.0%	+29,105	+8.2%	<b>427,952</b>	<b>100.0%</b>	<b>+45,111</b>	<b>+11.8%</b>
Gross profit	78,941	84,263	22.0%	+5,321	+6.7%	<b>91,549</b>	<b>21.4%</b>	<b>+7,286</b>	<b>+8.6%</b>
Operating income	18,908	22,108	5.8%	+3,200	+16.9%	<b>25,534</b>	<b>6.0%</b>	<b>+3,425</b>	<b>+15.5%</b>
Ordinary income	19,532	22,808	6.0%	+3,276	+16.8%	<b>26,409</b>	<b>6.2%</b>	<b>+3,600</b>	<b>+15.8%</b>
Net income	11,044	14,278	3.7%	+3,233	+29.3%	<b>15,912</b>	<b>3.7%</b>	<b>+1,634</b>	<b>+11.4%</b>

### 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%	<b>176,894</b>	<b>+36,246</b>	<b>+25.8%</b>
2Q (Apr. - Jun.)	130,933	143,975	+13,041	+10.0%	<b>155,516</b>	<b>+11,541</b>	<b>+8.0%</b>
3Q (Jul. - Sept.)	117,799	129,282	+11,482	+9.7%	<b>130,799</b>	<b>+1,517</b>	<b>+1.2%</b>
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%	<b>12,468</b>	<b>+6,037</b>	<b>+93.9%</b>
2Q (Apr. - Jun.)	10,169	12,225	+2,056	+20.2%	<b>12,328</b>	<b>+102</b>	<b>+0.8%</b>
3Q (Jul. - Sept.)	4,367	5,221	+853	+19.5%	<b>4,529</b>	<b>-691</b>	<b>-13.3%</b>
4Q (Oct. - Dec.)	7,318	9,627	+2,309	+31.6%	-	-	-

### Consolidated Net sales by segments

(Millions of yen)

	2012 Jan. - Sep.	2013 Jan. - Sep.				2014 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	217,050	241,666	58.4%	+24,615	+11.3%	<b>282,086</b>	<b>60.9%</b>	<b>+40,420</b>	<b>+16.7%</b>
Service and Support business	166,647	171,755	41.5%	+5,108	+3.1%	<b>180,838</b>	<b>39.0%</b>	<b>+9,082</b>	<b>+5.3%</b>
Other business	493	484	0.1%	-9	-2.0%	<b>286</b>	<b>0.1%</b>	<b>-197</b>	<b>-40.9%</b>

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

(Millions of yen)

		2012 Jan. - Sep.	2013 Jan. - Sep.				2014 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	189,247	213,255	55.7%	+24,007	+12.7%	<b>249,648</b>	<b>58.3%</b>	<b>+36,393</b>	<b>+17.1%</b>
	Service and Support	164,488	169,585	44.3%	+5,097	+3.1%	<b>178,303</b>	<b>41.7%</b>	<b>+8,717</b>	<b>+5.1%</b>
Gross profit	System Integration	38,957	42,922	50.9%	+3,964	+10.2%	<b>47,961</b>	<b>52.4%</b>	<b>+5,038</b>	<b>+11.7%</b>
	Service and Support	39,984	41,340	49.1%	+1,356	+3.4%	<b>43,588</b>	<b>47.6%</b>	<b>+2,248</b>	<b>+5.4%</b>

### Non-consolidated Net sales by 4 segments

(Millions of yen)

		2012 Jan. - Sep.	2013 Jan. - Sep.				2014 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	165,156	187,217	48.9%	+22,060	+13.4%	<b>220,010</b>	<b>51.4%</b>	<b>+32,793</b>	<b>+17.5%</b>
	Custom-made software etc.	24,090	26,037	6.8%	+1,946	+8.1%	<b>29,638</b>	<b>6.9%</b>	<b>+3,600</b>	<b>+13.8%</b>
Service and Support business	Supplies	81,570	85,023	22.2%	+3,452	+4.2%	<b>89,809</b>	<b>21.0%</b>	<b>+4,786</b>	<b>+5.6%</b>
	Maintenance, etc.	82,917	84,562	22.1%	+1,645	+2.0%	<b>88,493</b>	<b>20.7%</b>	<b>+3,930</b>	<b>+4.6%</b>

**Consolidated Cash flows**

(Millions of yen)

	2012	2013	2014
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	22,056	16,750	<b>26,143</b>
C/F from investing	-3,556	-3,246	<b>-4,785</b>
C/F from financing	-5,039	-6,409	<b>-7,480</b>
Cash and cash equivalents at end of period	65,780	75,208	<b>90,681</b>

**Consolidated Equity and Interest-bearing debt**

(Millions of yen)

	2012	2013	2014
	Sep. 30	Sep. 30	Sep. 30
Equity	124,393	138,313	<b>154,395</b>
Interest-bearing debt	9,667	9,288	<b>9,678</b>
Total assets	241,097	262,352	<b>286,431</b>
Equity ratio	51.6%	52.7%	<b>53.9%</b>
Interest-bearing debt ratio	4.0%	3.5%	<b>3.4%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	2012	2013 Jan. - Sep.		2014 Jan. - Sep.			
	Jan. - Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	85,752	89,731	+3,979	+4.6%	<b>95,110</b>	<b>+5,378</b>	<b>+6.0%</b>
SMILE	6,542	7,973	+1,431	+21.9%	<b>8,739</b>	<b>+766</b>	<b>+9.6%</b>
ODS21	31,246	32,441	+1,195	+3.8%	<b>33,101</b>	<b>+659</b>	<b>+2.0%</b>
OSM	36,357	37,202	+845	+2.3%	<b>38,735</b>	<b>+1,533</b>	<b>+4.1%</b>
<As reference: Number of Sales> (Units)							
Copier	23,845	25,723	+1,878	+7.9%	<b>27,639</b>	<b>+1,916</b>	<b>+7.4%</b>
(of which color copier)	20,056	22,579	+2,523	+12.6%	<b>24,830</b>	<b>+2,251</b>	<b>+10.0%</b>
Server	28,305	27,804	-501	-1.8%	<b>29,929</b>	<b>+2,125</b>	<b>+7.6%</b>
PC	542,772	643,903	+101,131	+18.6%	<b>781,725</b>	<b>+137,822</b>	<b>+21.4%</b>

**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%	<b>600,000</b>	<b>+6.3%</b>
Operating income	28,251	33,901	+20.0%	<b>37,000</b>	<b>+9.1%</b>
Ordinary income	29,079	33,505	+15.2%	<b>37,500</b>	<b>+11.9%</b>
Net income	16,277	20,271	+24.5%	<b>21,980</b>	<b>+8.4%</b>

\* According to revised plan as of April 28, 2014