

April 28, 2016

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

(Millions of yen)

	1Q 2014	1Q 2015				1Q 2016				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	176,894	159,411	100.0%	-17,483	-9.9%	171,130	100.0%	+11,719	+7.4%	1.10
Gross profit	36,294	33,303	20.9%	-2,991	-8.2%	34,939	20.4%	+1,635	+4.9%	1.08
Operating income	12,140	9,225	5.8%	-2,915	-24.0%	10,031	5.9%	+806	+8.7%	1.11
Ordinary income	12,468	9,502	6.0%	-2,966	-23.8%	10,360	6.1%	+858	+9.0%	1.06
Net income*	7,508	5,716	3.6%	-1,792	-23.9%	6,496	3.8%	+779	+13.6%	1.03

*Profit attributable to owners of parent

Non-consolidated Net sales and Profits

(Millions of yen)

	1Q 2014	1Q 2015				1Q 2016			
	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	164,062	144,536	100.0%	-19,525	-11.9%	155,591	100.0%	+11,054	+7.6%
Gross profit	33,340	30,208	20.9%	-3,132	-9.4%	32,202	20.7%	+1,993	+6.6%
Operating income	10,742	7,844	5.4%	-2,898	-27.0%	9,074	5.8%	+1,230	+15.7%
Ordinary income	11,145	8,276	5.7%	-2,869	-25.7%	9,814	6.3%	+1,537	+18.6%
Net income	6,803	5,124	3.5%	-1,679	-24.7%	6,335	4.1%	+1,211	+23.7%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2014	FY 2015			FY 2016		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	176,894	159,411	-17,483	-9.9%	171,130	+11,719	+7.4%
2Q (Apr. - Jun.)	155,516	158,522	+3,005	+1.9%	-	-	-
3Q (Jul. - Sept.)	130,799	135,704	+4,904	+3.7%	-	-	-
4Q (Oct. - Dec.)	142,555	155,408	+12,852	+9.0%	-	-	-

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2014	FY 2015			FY 2016		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	12,468	9,502	-2,966	-23.8%	10,360	+858	+9.0%
2Q (Apr. - Jun.)	12,328	14,194	+1,866	+15.1%	-	-	-
3Q (Jul. - Sept.)	4,529	4,900	+371	+8.2%	-	-	-
4Q (Oct. - Dec.)	8,818	9,642	+824	+9.3%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	1Q 2014	1Q 2015				1Q 2016			
	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	113,644	95,668	60.0%	-17,976	-15.8%	103,079	60.2%	+7,411	+7.7%
Service and Support business	63,151	63,651	39.9%	+499	+0.8%	67,950	39.7%	+4,298	+6.8%
Other business	97	91	0.1%	-6	-6.8%	100	0.1%	+9	+10.2%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		1Q 2014	1Q 2015				1Q 2016			
		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	101,784	81,688	56.5%	-20,095	-19.7%	88,427	56.8%	+6,738	+8.2%
	Service and Support	62,278	62,847	43.5%	+569	+0.9%	67,163	43.2%	+4,315	+6.9%
Gross profit	System Integration	18,336	15,106	50.0%	-3,229	-17.6%	16,310	50.7%	+1,203	+8.0%
	Service and Support	15,004	15,101	50.0%	+97	+0.6%	15,891	49.3%	+790	+5.2%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		1Q 2014	1Q 2015				1Q 2016			
		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	89,933	71,782	49.7%	-18,151	-20.2%	78,310	50.3%	+6,527	+9.1%
	Custom-made software etc.	11,850	9,906	6.9%	-1,944	-16.4%	10,117	6.5%	+211	+2.1%
Service and Support business	Supplies	32,858	32,763	22.7%	-94	-0.3%	35,471	22.8%	+2,707	+8.3%
	Maintenance, etc.	29,420	30,083	20.8%	+663	+2.3%	31,691	20.4%	+1,607	+5.3%

Consolidated Cash flows (Millions of yen)

	1Q 2014	1Q 2015	1Q 2016
C/F from operating	11,581	5,118	6,110
C/F from investing	-1,257	-2,066	-1,210
C/F from financing	-7,474	-8,595	-8,965
Cash and cash equivalents at end of period	79,653	92,400	105,521

Consolidated Equity and Interest-bearing debt

	2014 Mar. 31	2015 Mar. 31	2016 Mar. 31
Equity	143,863	154,756	169,523
Interest-bearing debt	8,857	9,860	9,824
Total assets	309,626	315,072	338,554
Equity ratio	46.5%	49.1%	50.1%
Interest-bearing debt ratio	2.9%	3.1%	2.9%

Non-consolidated Key strategic business

(Millions of yen)

	1Q 2014	1Q 2015		1Q 2016			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	34,946	35,091	+145	+0.4%	38,366	+3,274	+9.3%
SMILE	3,248	2,631	-616	-19.0%	2,197	-433	-16.5%
ODS21	12,549	11,902	-646	-5.2%	12,032	+129	+1.1%
OSM	14,429	14,439	+10	+0.1%	17,983	+3,543	+24.5%
<As reference: Number of Sales> (Units)							
Copier	9,679	9,986	+307	+3.2%	10,990	+1,004	+10.1%
(of which color copier)	8,546	9,158	+612	+7.2%	10,139	+981	+10.7%
Server	10,681	11,646	+965	+9.0%	10,295	-1,351	-11.6%
PC	387,275	255,010	-132,265	-34.2%	285,920	+30,910	+12.1%
Client Total					304,747	+39,136	+14.7%

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

(Millions of yen)

	1Q 2016 (Result)	1H 2016 (Plan)	FY 2016 (Plan)
Net sales	171,130	336,130	639,000
Operating income	10,031	24,970	40,000
Ordinary income	10,360	25,224	40,500
Net income*	6,496	15,684	25,180

*Profit attributable to owners of parent

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2014 (Result)	FY 2015 (Result)		FY 2016 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	362,068	353,170	-2.5%	370,880	+5.0%
Service and Support	243,316	255,490	+5.0%	267,740	+4.8%
Others	381	385	+1.1%	380	-1.5%