

February 2, 2010

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

(Millions of yen)

	FY 2007					FY 2008					FY 2009							
	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	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	Change to Last year	Consolidated to non-consolidated ratio
Net sales	469,481	467,154	100.0%	-2,327	-0.5%	429,927	100.0%	447,000	96.2%	-37,227	-8.0%	429,927	100.0%	447,000	96.2%	-37,227	-8.0%	1.07
Operating income	30,051	27,089	5.8%	-2,961	-9.9%	16,094	3.7%	18,500	87.0%	-10,995	-40.6%	16,094	3.7%	18,500	87.0%	-10,995	-40.6%	1.10
Ordinary income	30,520	27,628	5.9%	-2,891	-9.5%	16,427	3.8%	19,000	86.5%	-11,201	-40.5%	16,427	3.8%	19,000	86.5%	-11,201	-40.5%	1.08
Net income	18,856	14,371	3.1%	-4,485	-23.8%	8,782	2.0%	9,260	94.8%	-5,588	-38.9%	8,782	2.0%	9,260	94.8%	-5,588	-38.9%	1.07

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2007					FY 2008					FY 2009						
	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	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	Change to Last year
Net sales	437,616	437,103	100.0%	-513	-0.1%	401,937	100.0%	418,000	96.2%	-35,165	-8.0%	401,937	100.0%	418,000	96.2%	-35,165	-8.0%
Operating income	27,759	25,215	5.8%	-2,543	-9.2%	14,666	3.6%	17,200	85.3%	-10,548	-41.8%	14,666	3.6%	17,200	85.3%	-10,548	-41.8%
Ordinary income	28,334	25,974	5.9%	-2,360	-8.3%	15,271	3.8%	17,900	85.3%	-10,702	-41.2%	15,271	3.8%	17,900	85.3%	-10,702	-41.2%
Net income	18,334	13,900	3.2%	-4,433	-24.2%	8,220	2.0%	8,900	92.4%	-5,679	-40.9%	8,220	2.0%	8,900	92.4%	-5,679	-40.9%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2007				FY 2008				FY 2009			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Amount	Difference to Last year	Change to Last year	Amount	Amount	Difference to Last year	Change to Last year
1Q (Jan. – Mar.)	123,788	126,354	+2,565	+2.1%	114,910	111,444	-3,466	-3.1%	114,910	111,444	-3,466	-3.1%
2Q (Apr. – Jun.)	122,635	126,710	+4,074	+3.3%	113,250	113,460	+210	+0.2%	113,250	113,460	+210	+0.2%
3Q (Jul. – Sept.)	104,729	103,737	-992	-0.9%	93,763	99,973	+6,210	+6.6%	93,763	99,973	+6,210	+6.6%
4Q (Oct. – Dec.)	118,328	110,352	-7,975	-6.7%	108,003	123,488	+15,485	+14.3%	108,003	123,488	+15,485	+14.3%

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2007				FY 2008				FY 2009			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Amount	Difference to Last year	Change to Last year	Amount	Amount	Difference to Last year	Change to Last year
1Q (Jan. – Mar.)	7,708	7,991	+283	+3.7%	4,569	3,421	-1,148	-25.1%	4,569	3,421	-1,148	-25.1%
2Q (Apr. – Jun.)	10,880	11,062	+182	+1.7%	6,676	4,385	-2,291	-34.3%	6,676	4,385	-2,291	-34.3%
3Q (Jul. – Sept.)	3,923	3,163	-759	-19.4%	1,221	1,942	+721	+59.0%	1,221	1,942	+721	+59.0%
4Q (Oct. – Dec.)	8,008	5,410	-2,597	-32.4%	3,959	1,451	-2,508	-63.4%	3,959	1,451	-2,508	-63.4%

Consolidated Net sales by segments

(Millions of yen)

	FY 2007					FY 2008					FY 2009				
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year
Total	469,481	467,154	100.0%	-2,327	-0.5%	429,927	447,000	100.0%	-37,227	-8.0%	429,927	447,000	100.0%	-37,227	-8.0%
System Integration business	279,753	266,476	57.0%	-13,276	-4.7%	226,688	266,476	57.0%	-39,788	-14.9%	226,688	266,476	57.0%	-39,788	-14.9%
Service and Support business	187,358	198,761	42.5%	+11,403	+6.1%	200,938	198,761	42.5%	+2,176	+1.1%	200,938	198,761	42.5%	+2,176	+1.1%
Other business	2,370	1,916	0.4%	-453	-19.2%	2,300	1,763	0.5%	-537	-23.3%	2,300	1,763	0.5%	-537	-23.3%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		FY 2007					FY 2008					FY 2009				
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	System Integration	255,517	242,947	55.6%	-12,569	-4.9%	204,450	50.9%	-38,497	-15.8%	204,450	50.9%	-38,497	-15.8%		
	Service and Support	182,099	194,155	44.4%	+12,056	+6.6%	197,487	49.1%	+3,332	+1.7%	197,487	49.1%	+3,332	+1.7%		
Gross profit	System Integration	51,685	49,205	49.5%	-2,479	-4.8%	38,903	44.4%	-10,301	-20.9%	38,903	44.4%	-10,301	-20.9%		
	Service and Support	48,730	50,147	50.5%	+1,416	+2.9%	48,714	55.6%	-1,433	-2.9%	48,714	55.6%	-1,433	-2.9%		

Non-consolidated Net sales by 4 segments

(Millions of yen)

		FY 2007					FY 2008					FY 2009				
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	SI related products	222,749	209,047	47.8%	-13,702	-6.2%	176,117	43.8%	-32,929	-15.8%	176,117	43.8%	-32,929	-15.8%		
	Custom-made software etc.	32,767	33,899	7.8%	+1,132	+3.5%	28,332	7.0%	-5,567	-16.4%	28,332	7.0%	-5,567	-16.4%		
Service and Support business	Supplies	81,419	88,356	20.2%	+6,937	+8.5%	91,230	22.7%	+2,873	+3.3%	91,230	22.7%	+2,873	+3.3%		
	Maintenance, etc.	100,679	105,798	24.2%	+5,119	+5.1%	106,257	26.4%	+458	+0.4%	106,257	26.4%	+458	+0.4%		

Consolidated Cash flows

(Millions of yen)

	FY 2007	FY 2008	FY 2009
C/F from operating	16,654	13,347	15,982
C/F from investing	-4,555	-6,960	-4,927
C/F from financing	-4,271	-4,591	-5,417

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	FY 2007	FY 2008	FY 2009
Equity	87,259	96,876	101,740
Interest-bearing debt	10,051	9,630	8,684
Total assets	200,383	196,946	198,076
Equity ratio	43.5%	49.2%	51.4%
Interest-bearing debt ratio	5.0%	4.9%	4.4%
ROE	23.55%	15.61%	8.84%
ROA	15.51%	13.73%	8.23%

Non-consolidated Key strategic business

(Millions of yen)

	FY 2007	FY 2008			FY 2009		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	86,270	92,438	+6,167	+7.1%	95,542	+3,104	+3.4%
SMILE(software)	6,938	6,858	-79	-1.1%	6,327	-531	-7.7%
ODS21	38,320	37,650	-669	-1.7%	33,073	-4,576	-12.2%
OSM	39,985	43,448	+3,463	+8.7%	40,826	-2,622	-6.0%
<As reference: Number of Sales>							
(Units)							
Copier	30,615	29,288	-1,327	-4.3%	25,367	-3,921	-13.4%
(of which color copier)	20,413	20,595	+182	+0.9%	19,195	-1,400	-6.8%
Server	35,741	35,014	-727	-2.0%	32,389	-2,625	-7.5%
PC	481,502	508,967	+27,465	+5.7%	500,276	-8,691	-1.7%

Non-consolidated Sales change of MRO business

(Millions of yen)

	FY 2004	FY 2005	FY 2006	FY 2007	FY 2008			FY 2009		
	Amount	Amount	Amount	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
MRO	52,374	63,618	75,306	86,270	92,438	+6,167	+7.1%	95,542	+3,104	+3.4%
"tanomail"	46,369	59,062	71,088	82,493	89,192	+6,698	+8.1%	92,990	+3,797	+4.3%
Non-"tanomail" MRO	6,004	4,555	4,218	3,776	3,245	-531	-14.1%	2,552	-692	-21.4%
"tanomail" proportion within MRO	88.5%	92.8%	94.4%	95.6%	96.5%			97.3%		

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

	FY 2008 (Result)	FY 2009 (Result)		FY 2010 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	467,154	429,927	-8.0%	451,000	+4.9%
Operating income	27,089	16,094	-40.6%	16,700	+3.8%
Ordinary income	27,628	16,427	-40.5%	17,000	+3.5%
Net income	14,371	8,782	-38.9%	9,160	+4.3%

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2008 (Result)	FY 2009 (Result)		FY 2010 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	266,476	226,688	-14.9%	240,330	+6.0%
Service and Support	198,761	200,938	+1.1%	208,340	+3.7%
Others	1,916	2,300	+20.1%	2,330	+1.3%

Plans of non-consolidated Key strategic business

(Millions of yen)

	FY 2008 (Result)	FY 2009 (Result)		FY 2010 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
"tanomail"	89,192	92,990	+4.3%	100,000	+7.5%
SMILE	6,858	6,327	-7.7%	6,500	+2.7%
ODS21	37,650	33,073	-12.2%	34,000	+2.8%
OSM	43,448	40,826	-6.0%	43,000	+5.3%
<As reference: Number of Sales>					
(Units)					
Copier	29,288	25,367	-13.4%	26,000	+2.5%
(of which color copier)	20,595	19,195	-6.8%	20,000	+4.2%
Server	35,014	32,389	-7.5%	30,000	-7.4%
PC	508,967	500,276	-1.7%	500,000	-0.1%