

February 1, 2011

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

(Millions of yen)

	FY 2008	FY 2009				FY 2010						
	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	Consolidated to non-consolidated ratio
Net sales	467,154	429,927	100.0%	-37,227	-8.0%	463,493	100.0%	463,800	99.9%	+33,566	+7.8%	1.07
Gross profit	107,399	94,490	22.0%	-12,909	-12.0%	100,398	21.7%	-	-	+5,908	+6.3%	1.08
Operating income	27,089	16,094	3.7%	-10,995	-40.6%	19,013	4.1%	18,000	105.6%	+2,919	+18.1%	1.08
Ordinary income	27,628	16,427	3.8%	-11,201	-40.5%	19,508	4.2%	18,500	105.5%	+3,081	+18.8%	1.07
Net income	14,371	8,782	2.0%	-5,588	-38.9%	10,631	2.3%	9,750	109.0%	+1,848	+21.1%	1.06

\* According to revised plan as of October 29, 2010

**Non-consolidated Net sales and Profits**

(Millions of yen)

	FY 2008	FY 2009				FY 2010					
	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
Net sales	437,103	401,937	100.0%	-35,165	-8.0%	432,919	100.0%	432,300	100.1%	+30,981	+7.7%
Gross profit	99,353	87,617	21.8%	-11,735	-11.8%	93,232	21.5%	-	-	+5,614	+6.4%
Operating income	25,215	14,666	3.6%	-10,548	-41.8%	17,596	4.1%	16,700	105.4%	+2,929	+20.0%
Ordinary income	25,974	15,271	3.8%	-10,702	-41.2%	18,282	4.2%	17,400	105.1%	+3,011	+19.7%
Net income	13,900	8,220	2.0%	-5,679	-40.9%	10,018	2.3%	9,250	108.3%	+1,798	+21.9%

\* According to revised plan as of October 29, 2010

**Quarterly change of consolidated Net sales**

(Millions of yen)

	FY 2008	FY 2009		FY 2010			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. – Mar.)	126,354	114,910	-11,444	-9.1%	124,734	+9,824	+8.5%
2Q (Apr. – Jun.)	126,710	113,250	-13,460	-10.6%	119,560	+6,310	+5.6%
3Q (Jul. – Sept.)	103,737	93,763	-9,973	-9.6%	104,681	+10,918	+11.6%
4Q (Oct. – Dec.)	110,352	108,003	-2,348	-2.1%	114,516	+6,512	+6.0%

**Quarterly change of consolidated Ordinary income**

(Millions of yen)

	FY 2008	FY 2009		FY 2010			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. – Mar.)	7,991	4,569	-3,421	-42.8%	5,079	+509	+11.2%
2Q (Apr. – Jun.)	11,062	6,676	-4,385	-39.6%	7,449	+773	+11.6%
3Q (Jul. – Sept.)	3,163	1,221	-1,942	-61.4%	2,101	+880	+72.1%
4Q (Oct. – Dec.)	5,410	3,959	-1,451	-26.8%	4,877	+918	+23.2%

**Consolidated Net sales by segments**

(Millions of yen)

	FY 2008	FY 2009				FY 2010			
	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	266,476	226,688	52.7%	-39,788	-14.9%	253,541	54.7%	+26,853	+11.8%
Service and Support business	198,761	200,938	46.7%	+2,176	+1.1%	208,008	44.9%	+7,070	+3.5%
Other business	1,916	2,300	0.5%	+384	+20.1%	1,942	0.4%	-357	-15.5%

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

(Millions of yen)

		FY 2008	FY 2009				FY 2010			
		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	242,947	204,450	50.9%	-38,497	-15.8%	228,207	52.7%	+23,757	+11.6%
	Service and Support	194,155	197,487	49.1%	+3,332	+1.7%	204,711	47.3%	+7,224	+3.7%
Gross profit	System Integration	49,205	38,903	44.4%	-10,301	-20.9%	43,445	46.6%	+4,541	+11.7%
	Service and Support	50,147	48,714	55.6%	-1,433	-2.9%	49,787	53.4%	+1,073	+2.2%

**Non-consolidated Net sales by 4 segments**

(Millions of yen)

		FY 2008	FY 2009				FY 2010			
		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	209,047	176,117	43.8%	-32,929	-15.8%	200,135	46.2%	24,017	+13.6%
	Custom-made software etc.	33,899	28,332	7.0%	-5,567	-16.4%	28,072	6.5%	-259	-0.9%
Service and Support business	Supplies	88,356	91,230	22.7%	+2,873	+3.3%	98,048	22.6%	+6,817	+7.5%
	Maintenance, etc.	105,798	106,257	26.4%	+458	+0.4%	106,663	24.6%	+406	+0.4%

**Consolidated Cash flows** (Millions of yen)

	FY 2008	FY 2009	FY 2010
C/F from operating	13,347	15,982	<b>17,851</b>
C/F from investing	-6,960	-4,927	<b>-7,527</b>
C/F from financing	-4,591	-5,417	<b>-5,205</b>
Cash and cash equivalents at end of period	27,169	32,806	<b>37,924</b>

**Consolidated Equity, Interest-bearing debt, ROE and ROA**

	FY 2008	FY 2009	FY 2010
Equity	96,876	101,740	<b>108,255</b>
Interest-bearing debt	9,630	8,684	<b>7,802</b>
Total assets	196,946	198,076	<b>213,401</b>
Equity ratio	49.2%	51.4%	<b>50.7%</b>
Interest-bearing debt ratio	4.9%	4.4%	<b>3.7%</b>
ROE	15.61%	8.84%	<b>10.13%</b>
ROA	13.73%	8.23%	<b>9.29%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	FY 2008	FY 2009		FY 2010			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	89,192	92,990	+3,797	+4.3%	<b>100,980</b>	<b>+7,990</b>	<b>+8.6%</b>
SMILE	6,858	6,327	-531	-7.7%	<b>6,708</b>	<b>+381</b>	<b>+6.0%</b>
ODS21	37,650	33,073	-4,576	-12.2%	<b>38,778</b>	<b>+5,704</b>	<b>+17.2%</b>
OSM	43,448	40,826	-2,622	-6.0%	<b>43,887</b>	<b>+3,061</b>	<b>+7.5%</b>

&lt;As reference: Number of Sales&gt;

(Units)

Copier	28,707	24,240	-4,467	-15.6%	<b>27,003</b>	<b>+2,763</b>	<b>+11.4%</b>
(of which color copier)	20,014	18,144	-1,870	-9.3%	<b>21,703</b>	<b>+3,559</b>	<b>+19.6%</b>
Server	35,014	32,389	-2,625	-7.5%	<b>36,405</b>	<b>+4,016</b>	<b>+12.4%</b>
PC	508,967	500,276	-8,691	-1.7%	<b>666,332</b>	<b>+166,056</b>	<b>+33.2%</b>

\* The scope of calculation for copiers and color copiers has partially changed as of January-September, 2010. Figures for 2008 and 2009 are also indicated accordingly.

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

(Millions of yen)

	FY 2009 (Result)	FY 2010 (Result)		FY 2011 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	429,927	463,493	+7.8%	<b>486,000</b>	<b>+4.9%</b>
Operating income	16,094	19,013	+18.1%	<b>21,000</b>	<b>+10.4%</b>
Ordinary income	16,427	19,508	+18.8%	<b>21,500</b>	<b>+10.2%</b>
Net income	8,782	10,631	+21.1%	<b>10,720</b>	<b>+0.8%</b>

**Plans of consolidated Net sales by segments**

(Millions of yen)

	FY 2009 (Result)	FY 2010 (Result)		FY 2011 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	226,688	253,541	+11.8%	<b>268,100</b>	<b>+5.7%</b>
Service and Support	200,938	208,008	+3.5%	<b>216,500</b>	<b>+4.1%</b>
Others	2,300	1,942	-15.5%	<b>1,400</b>	<b>-27.9%</b>