

April 28, 2011

Outline of business results

Consolidated Net sales and Profits

(Millions of yen)

	1Q 2009	1Q 2010				1Q 2011				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	114,910	124,734	100.0%	+9,824	+8.5%	123,974	100.0%	-760	-0.6%	1.08
Gross profit	24,549	25,375	20.3%	+825	+3.4%	26,078	21.0%	+703	+2.8%	1.08
Operating income	4,599	4,883	3.9%	+283	+6.2%	5,035	4.1%	+152	+3.1%	1.15
Ordinary income	4,569	5,079	4.1%	+509	+11.2%	5,293	4.3%	+214	+4.2%	1.15
Net income	2,494	2,822	2.3%	+327	+13.1%	2,700	2.2%	-121	-4.3%	1.15

Non-consolidated Net sales and Profits

(Millions of yen)

	1Q 2009	1Q 2010				1Q 2011			
	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	107,310	116,321	100.0%	+9,010	+8.4%	114,998	100.0%	-1,322	-1.1%
Gross profit	22,472	23,486	20.2%	+1,013	+4.5%	24,073	20.9%	+587	+2.5%
Operating income	3,915	4,370	3.8%	+455	+11.6%	4,394	3.8%	+23	+0.5%
Ordinary income	4,182	4,595	4.0%	+412	+9.9%	4,615	4.0%	+19	+0.4%
Net income	2,419	2,565	2.2%	+146	+6.1%	2,347	2.0%	-218	-8.5%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2009	FY 2010				FY 2011		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	114,910	124,734	+9,824	+8.5%	123,974	-760	-0.6%	
2Q (Apr. - Jun.)	113,250	119,560	+6,310	+5.6%	-	-	-	
3Q (Jul. - Sept.)	93,763	104,681	+10,918	+11.6%	-	-	-	
4Q (Oct. - Dec.)	108,003	114,516	+6,512	+6.0%	-	-	-	

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2009	FY 2010				FY 2011		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	4,569	5,079	+509	+11.2%	5,293	+214	+4.2%	
2Q (Apr. - Jun.)	6,676	7,449	+773	+11.6%	-	-	-	
3Q (Jul. - Sept.)	1,221	2,101	+880	+72.1%	-	-	-	
4Q (Oct. - Dec.)	3,959	4,877	+918	+23.2%	-	-	-	

Consolidated Net sales by segments

(Millions of yen)

	1Q 2009	1Q 2010				1Q 2011			
	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	63,956	72,196	57.9%	+8,239	+12.9%	69,542	56.1%	-2,654	-3.7%
Service and Support business	50,641	52,171	41.8%	+1,529	+3.0%	54,074	43.6%	+1,902	+3.6%
Other business	311	366	0.3%	+55	+17.7%	357	0.3%	-8	-2.4%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		1Q 2009	1Q 2010				1Q 2011			
		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	57,608	64,951	55.8%	+7,343	+12.7%	61,744	53.7%	-3,207	-4.9%
	Service and Support	49,702	51,370	44.2%	+1,667	+3.4%	53,254	46.3%	+1,884	+3.7%
Gross profit	System Integration	10,206	11,079	47.2%	+873	+8.6%	11,475	47.7%	+396	+3.6%
	Service and Support	12,266	12,406	52.8%	+139	+1.1%	12,598	52.3%	+191	+1.5%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		1Q 2009	1Q 2010				1Q 2011			
		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	49,558	57,521	49.5%	+7,963	+16.1%	54,126	47.1%	-3,395	-5.9%
	Custom-made software etc.	8,049	7,429	6.4%	-619	-7.7%	7,618	6.6%	+188	+2.5%
Service and Support business	Supplies	22,987	24,615	21.2%	+1,627	+7.1%	26,714	23.2%	+2,099	+8.5%
	Maintenance, etc.	26,715	26,754	23.0%	+39	+0.1%	26,539	23.1%	-214	-0.8%

Consolidated Cash flows (Millions of yen)

	1Q 2009	1Q 2010	1Q 2011
C/F from operating	4,619	4,376	3,938
C/F from investing	-1,417	-2,815	-1,181
C/F from financing	-4,189	-4,178	-1,101
Cash and cash equivalents at end of period	26,182	30,188	39,580

Consolidated Equity and Interest-bearing debt

	2009 Mar. 31	2010 Mar. 31	2011 Mar. 31
Equity	95,036	100,556	106,646
Interest-bearing debt	9,795	8,744	11,102
Total assets	205,494	218,386	224,143
Equity ratio	46.2%	46.0%	47.6%
Interest-bearing debt ratio	4.8%	4.0%	5.0%

Non-consolidated Key strategic business

(Millions of yen)

	1Q 2009	1Q 2010		1Q 2011			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	23,269	25,539	+2,269	+9.8%	27,414	+1,875	+7.3%
SMILE	1,546	1,443	-103	-6.7%	1,776	+333	+23.1%
ODS21	8,583	9,562	+979	+11.4%	9,651	+89	+0.9%
OSM	11,018	12,163	+1,145	+10.4%	12,359	+195	+1.6%
<As reference: Number of Sales> (Units)							
Copier	5,900	6,646	+746	+12.6%	6,841	+195	+2.9%
(of which color copier)	4,314	5,071	+757	+17.5%	5,551	+480	+9.5%
Server	9,008	9,500	+492	+5.5%	9,025	-475	-5.0%
PC	148,582	214,538	+65,956	+44.4%	185,635	-28,903	-13.5%

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

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

(Millions of yen)

	1Q 2011 (Result)	1H 2011 (Plan)	FY 2011 (Plan)
Net sales	123,974	254,500	486,000
Operating income	5,035	13,000	21,000
Ordinary income	5,293	13,260	21,500
Net income	2,700	6,650	10,720