

February 1, 2012

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

(Millions of yen)

|                  | FY 2009 | FY 2010 |                   |                         |                     | FY 2011 |                   |         |               |                         |                     | Consolidated to non-consolidated ratio |
|------------------|---------|---------|-------------------|-------------------------|---------------------|---------|-------------------|---------|---------------|-------------------------|---------------------|--|
|                  | 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        | 429,927 | 463,493 | 100.0%            | +33,566                 | +7.8%               | 478,215 | 100.0%            | 486,000 | 98.4%         | +14,722                 | +3.2%               | 1.08                                   |
| Gross profit     | 94,490  | 100,398 | 21.7%             | +5,908                  | +6.3%               | 106,387 | 22.2%             | -       | -             | +5,988                  | +6.0%               | 1.08                                   |
| Operating income | 16,094  | 19,013  | 4.1%              | +2,919                  | +18.1%              | 23,095  | 4.8%              | 21,000  | 110.0%        | +4,081                  | +21.5%              | 1.10                                   |
| Ordinary income  | 16,427  | 19,508  | 4.2%              | +3,081                  | +18.8%              | 23,315  | 4.9%              | 21,500  | 108.4%        | +3,807                  | +19.5%              | 1.08                                   |
| Net income       | 8,782   | 10,631  | 2.3%              | +1,848                  | +21.1%              | 12,744  | 2.7%              | 10,720  | 118.9%        | +2,112                  | +19.9%              | 1.02                                   |

**Non-consolidated Net sales and Profits**

(Millions of yen)

|                  | FY 2009 | FY 2010 |                   |                         |                     | FY 2011 |                   |         |               |                         |                     |
|------------------|---------|---------|-------------------|-------------------------|---------------------|---------|-------------------|---------|---------------|-------------------------|---------------------|
|                  | 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        | 401,937 | 432,919 | 100.0%            | +30,981                 | +7.7%               | 444,625 | 100.0%            | 457,000 | 97.3%         | +11,705                 | +2.7%               |
| Gross profit     | 87,617  | 93,232  | 21.5%             | +5,614                  | +6.4%               | 98,341  | 22.1%             | -       | -             | +5,108                  | +5.5%               |
| Operating income | 14,666  | 17,596  | 4.1%              | +2,929                  | +20.0%              | 20,925  | 4.7%              | 19,500  | 107.3%        | +3,329                  | +18.9%              |
| Ordinary income  | 15,271  | 18,282  | 4.2%              | +3,011                  | +19.7%              | 21,628  | 4.9%              | 20,100  | 107.6%        | +3,345                  | +18.3%              |
| Net income       | 8,220   | 10,018  | 2.3%              | +1,798                  | +21.9%              | 12,519  | 2.8%              | 10,350  | 121.0%        | +2,500                  | +25.0%              |

**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%               | 125,169 | +5,609                  | +4.7%               |
| 3Q (Jul. – Sept.) | 93,763  | 104,681 | +10,918                 | +11.6%              | 110,745 | +6,063                  | +5.8%               |
| 4Q (Oct. – Dec.)  | 108,003 | 114,516 | +6,512                  | +6.0%               | 118,326 | +3,809                  | +3.3%               |

**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%              | 9,011   | +1,561                  | +21.0%              |
| 3Q (Jul. – Sept.) | 1,221   | 2,101   | +880                    | +72.1%              | 3,629   | +1,527                  | +72.7%              |
| 4Q (Oct. – Dec.)  | 3,959   | 4,877   | +918                    | +23.2%              | 5,381   | +503                    | +10.3%              |

**Consolidated Net sales by segments**

(Millions of yen)

|                              | FY 2009 | FY 2010 |                   |                         |                     | FY 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  | 226,688 | 253,541 | 54.7%             | +26,853                 | +11.8%              | 262,508 | 54.9%             | +8,966                  | +3.5%               |
| Service and Support business | 200,938 | 208,008 | 44.9%             | +7,070                  | +3.5%               | 214,576 | 44.9%             | +6,567                  | +3.2%               |
| Other business               | 2,300   | 1,942   | 0.4%              | -357                    | -15.5%              | 1,130   | 0.2%              | -812                    | -41.8%              |

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

(Millions of yen)

|              |                     | FY 2009 | FY 2010 |                   |                         |                     | FY 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  | 204,450 | 228,207 | 52.7%             | +23,757                 | +11.6%              | 233,517 | 52.5%             | +5,309                  | +2.3%               |
|              | Service and Support | 197,487 | 204,711 | 47.3%             | +7,224                  | +3.7%               | 211,107 | 47.5%             | +6,396                  | +3.1%               |
| Gross profit | System Integration  | 38,903  | 43,445  | 46.6%             | +4,541                  | +11.7%              | 47,344  | 48.1%             | +3,899                  | +9.0%               |
|              | Service and Support | 48,714  | 49,787  | 53.4%             | +1,073                  | +2.2%               | 50,997  | 51.9%             | +1,209                  | +2.4%               |

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

(Millions of yen)

|                              |                           | FY 2009 | FY 2010 |                   |                         |                     | FY 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       | 176,117 | 200,135 | 46.2%             | +24,017                 | +13.6%              | 203,852 | 45.8%             | +3,717                  | +1.9%               |
|                              | Custom-made software etc. | 28,332  | 28,072  | 6.5%              | -259                    | -0.9%               | 29,665  | 6.7%              | +1,592                  | +5.7%               |
| Service and Support business | Supplies                  | 91,230  | 98,048  | 22.6%             | +6,817                  | +7.5%               | 104,126 | 23.4%             | +6,078                  | +6.2%               |
|                              | Maintenance, etc.         | 106,257 | 106,663 | 24.6%             | +406                    | +0.4%               | 106,981 | 24.1%             | +317                    | +0.3%               |

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

|  | FY<br>2009 | FY<br>2010 | FY<br>2011    |
|--|------------|------------|---------------|
| C/F from operating                         | 15,982     | 17,851     | <b>23,158</b> |
| C/F from investing                         | -4,927     | -7,527     | <b>-4,604</b> |
| C/F from financing                         | -5,417     | -5,205     | <b>-4,229</b> |
| Cash and cash equivalents at end of period | 32,806     | 37,924     | <b>52,320</b> |

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

|                             | FY<br>2009 | FY<br>2010 | FY<br>2011     |
|-----------------------------|------------|------------|----------------|
| Equity                      | 101,740    | 108,255    | <b>116,633</b> |
| Interest-bearing debt       | 8,684      | 7,802      | <b>8,415</b>   |
| Total assets                | 198,076    | 213,401    | <b>229,610</b> |
| Equity ratio                | 51.4%      | 50.7%      | <b>50.8%</b>   |
| Interest-bearing debt ratio | 4.4%       | 3.7%       | <b>3.7%</b>    |
| ROE                         | 8.84%      | 10.13%     | <b>11.33%</b>  |
| ROA                         | 8.23%      | 9.29%      | <b>10.33%</b>  |

**Non-consolidated Key strategic business**

(Millions of yen)

|                                 | FY<br>2009 | FY 2010 |                         | FY 2011             |                |                         |                     |
|---------------------------------|------------|---------|-------------------------|---------------------|----------------|-------------------------|---------------------|
|                                 | Amount     | Amount  | Difference to Last year | Change to Last year | Amount         | Difference to Last year | Change to Last year |
| "tanomail"                      | 92,990     | 100,980 | +7,990                  | +8.6%               | <b>107,934</b> | <b>+6,953</b>           | <b>+6.9%</b>        |
| SMILE                           | 6,327      | 6,708   | +381                    | +6.0%               | <b>7,774</b>   | <b>+1,066</b>           | <b>+15.9%</b>       |
| ODS21                           | 33,073     | 38,778  | +5,704                  | +17.2%              | <b>40,680</b>  | <b>+1,901</b>           | <b>+4.9%</b>        |
| OSM                             | 40,826     | 43,887  | +3,061                  | +7.5%               | <b>47,113</b>  | <b>+3,226</b>           | <b>+7.4%</b>        |
| <As reference: Number of Sales> |            |         |                         |                     |                |                         |                     |
|                                 | (Units)    |         |                         |                     |                |                         |                     |
| Copier                          | 24,240     | 27,003  | +2,763                  | +11.4%              | <b>29,153</b>  | <b>+2,150</b>           | <b>+8.0%</b>        |
| (of which color copier)         | 18,144     | 21,703  | +3,559                  | +19.6%              | <b>24,296</b>  | <b>+2,593</b>           | <b>+11.9%</b>       |
| Server                          | 32,389     | 36,405  | +4,016                  | +12.4%              | <b>37,582</b>  | <b>+1,177</b>           | <b>+3.2%</b>        |
| PC                              | 500,276    | 666,332 | +166,056                | +33.2%              | <b>697,057</b> | <b>+30,725</b>          | <b>+4.6%</b>        |

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

(Millions of yen)

|                  | FY 2010<br>(Result) | FY 2011<br>(Result) |                     | FY 2012<br>(Plan) |                     |
|------------------|---------------------|---------------------|---------------------|-------------------|---------------------|
|                  | Amount              | Amount              | Change to Last year | Amount            | Change to Last year |
| Net sales        | 463,493             | 478,215             | +3.2%               | <b>493,000</b>    | <b>+3.1%</b>        |
| Operating income | 19,013              | 23,095              | +21.5%              | <b>24,000</b>     | <b>+3.9%</b>        |
| Ordinary income  | 19,508              | 23,315              | +19.5%              | <b>24,500</b>     | <b>+5.1%</b>        |
| Net income       | 10,631              | 12,744              | +19.9%              | <b>13,550</b>     | <b>+6.3%</b>        |

**Plans of consolidated Net sales by segments**

(Millions of yen)

|                     | FY 2010<br>(Result) | FY 2011<br>(Result) |                     | FY 2012<br>(Plan) |                     |
|---------------------|---------------------|---------------------|---------------------|-------------------|---------------------|
|                     | Amount              | Amount              | Change to Last year | Amount            | Change to Last year |
| System Integration  | 253,541             | 262,508             | +3.5%               | <b>269,110</b>    | <b>+2.5%</b>        |
| Service and Support | 208,008             | 214,576             | +3.2%               | <b>222,990</b>    | <b>+3.9%</b>        |
| Others              | 1,942               | 1,130               | -41.8%              | <b>900</b>        | <b>-20.4%</b>       |