

August 1, 2012

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

(Millions of yen)

	2010	2011 Jan. - Jun.				2012 Jan. - Jun.						Consolidated to non-consolidated ratio
	Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	
Net sales	244,295	249,144	100.0%	+4,848	+2.0%	266,392	100.0%	256,500	103.9%	+17,248	+6.9%	1.08
Gross profit	52,723	55,309	22.2%	+2,585	+4.9%	60,151	22.6%	-	-	+4,842	+8.8%	1.08
Operating income	12,216	13,943	5.6%	+1,726	+14.1%	16,891	6.3%	14,300	118.1%	+2,948	+21.1%	1.10
Ordinary income	12,529	14,305	5.7%	+1,775	+14.2%	17,394	6.5%	14,600	119.1%	+3,089	+21.6%	1.11
Net income	7,057	7,824	3.1%	+766	+10.9%	9,930	3.7%	8,210	121.0%	+2,106	+26.9%	1.12

Non-consolidated Net sales and Profits

(Millions of yen)

	2010	2011 Jan. - Jun.				2012 Jan. - Jun.					
	Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year
Net sales	228,589	231,671	100.0%	+3,081	+1.3%	245,668	100.0%	238,900	102.8%	+13,997	+6.0%
Gross profit	49,119	51,233	22.1%	+2,113	+4.3%	55,596	22.6%	-	-	+4,362	+8.5%
Operating income	11,417	12,715	5.5%	+1,298	+11.4%	15,306	6.2%	13,000	117.7%	+2,590	+20.4%
Ordinary income	11,830	13,076	5.6%	+1,245	+10.5%	15,713	6.4%	13,380	117.4%	+2,637	+20.2%
Net income	6,687	7,296	3.1%	+608	+9.1%	8,865	3.6%	7,600	116.7%	+1,569	+21.5%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2010	FY 2011			FY 2012		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	124,734	123,974	-760	-0.6%	135,458	+11,484	+9.3%
2Q (Apr. - Jun.)	119,560	125,169	+5,609	+4.7%	130,933	+5,763	+4.6%
3Q (Jul. - Sept.)	104,681	110,745	+6,063	+5.8%	-	-	-
4Q (Oct. - Dec.)	114,516	118,326	+3,809	+3.3%	-	-	-

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2010	FY 2011			FY 2012		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	5,079	5,293	+214	+4.2%	7,224	+1,931	+36.5%
2Q (Apr. - Jun.)	7,449	9,011	+1,561	+21.0%	10,169	+1,157	+12.8%
3Q (Jul. - Sept.)	2,101	3,629	+1,527	+72.7%	-	-	-
4Q (Oct. - Dec.)	4,877	5,381	+503	+10.3%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2010	2011 Jan. - Jun.				2012 Jan. - Jun.				
	Jan. - Jun.	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		138,465	141,286	56.7%	+2,820	+2.0%	153,102	57.5%	+11,816	+8.4%
Service and Support business		104,705	107,104	43.0%	+2,398	+2.3%	112,956	42.4%	+5,851	+5.5%
Other business		1,123	753	0.3%	-370	-33.0%	333	0.1%	-419	-55.7%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2010	2011 Jan. - Jun.				2012 Jan. - Jun.			
		Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year
Net sales	System Integration	125,388	126,227	54.5%	+839	+0.7%	134,153	54.6%	+7,925	+6.3%
	Service and Support	103,200	105,443	45.5%	+2,242	+2.2%	111,515	45.4%	+6,072	+5.8%
Gross profit	System Integration	23,938	25,982	50.7%	+2,043	+8.5%	28,567	51.4%	+2,584	+9.9%
	Service and Support	25,181	25,251	49.3%	+70	+0.3%	27,029	48.6%	+1,777	+7.0%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2010	2011 Jan. - Jun.				2012 Jan. - Jun.			
		Jan. - Jun.	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year
System Integration business	SI related products	110,090	110,147	47.5%	+57	+0.1%	116,930	47.6%	+6,782	+6.2%
	Custom-made software etc.	15,298	16,080	6.9%	+781	+5.1%	17,223	7.0%	+1,142	+7.1%
Service and Support business	Supplies	49,631	52,388	22.6%	+2,756	+5.6%	56,027	22.8%	+3,638	+6.9%
	Maintenance, etc.	53,568	53,054	22.9%	-513	-1.0%	55,488	22.6%	+2,433	+4.6%

Consolidated Cash flows (Millions of yen)

	2010	2011	2012
	Jan. - Jun.	Jan. - Jun.	Jan. - Jun.
C/F from operating	25,469	24,913	27,363
C/F from investing	-4,025	-2,477	-3,343
C/F from financing	-4,182	-4,206	-5,037
Cash and cash equivalents at end of period	50,066	56,225	71,302

Consolidated Equity, Interest-bearing debt, ROE and ROA (Millions of yen)

	2010	2011	2012
	Jan. - Jun.	Jan. - Jun.	Jan. - Jun.
Equity	104,678	111,755	121,873
Interest-bearing debt	8,809	8,242	9,661
Total assets	224,414	234,647	256,447
Equity ratio	46.6%	47.6%	47.5%
Interest-bearing debt ratio	3.9%	3.5%	3.8%
ROE	6.84%	7.11%	8.33%
ROA	5.83%	6.31%	7.08%

Non-consolidated Key strategic business (Millions of yen)

	2010	2011 Jan. - Jun.		2012 Jan. - Jun.			
	Jan. - Jun.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	51,183	54,240	+3,057	+6.0%	58,749	+4,508	+8.3%
SMILE	3,626	4,252	+625	+17.3%	4,847	+595	+14.0%
ODS21	21,705	22,340	+635	+2.9%	23,410	+1,069	+4.8%
OSM	23,346	24,509	+1,163	+5.0%	25,323	+813	+3.3%
<As reference: Number of Sales>							(Units)
Copier	15,061	16,196	+1,135	+7.5%	17,733	+1,537	+9.5%
(of which color copier)	11,712	13,324	+1,612	+13.8%	15,008	+1,684	+12.6%
Server	18,423	19,537	+1,114	+6.0%	19,794	+257	+1.3%
PC	355,401	352,385	-3,016	-0.8%	361,177	+8,792	+2.5%

Future Plans**Plans of consolidated Net sales and profits** (Millions of yen)

	FY 2010	FY 2011		FY 2012	
	(Result)	(Result)	Change to Last year	(Plan)	Change to Last year
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	463,493	478,215	+3.2%	502,900	+5.2%
Operating income	19,013	23,095	+21.5%	26,600	+15.2%
Ordinary income	19,508	23,315	+19.5%	27,300	+17.1%
Net income	10,631	12,744	+19.9%	15,270	+19.8%

* According to revised plan as of August 1, 2012

Plans of consolidated Net sales by segments (Millions of yen)

	FY 2010	FY 2011		FY 2012	
	(Result)	(Result)	Change to Last year	(Plan)	Change to Last year
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	253,541	262,508	+3.5%	277,380	+5.7%
Service and Support	208,008	214,576	+3.2%	224,800	+4.8%
Others	1,942	1,130	-41.8%	720	-36.3%

* According to revised plan as of August 1, 2012