

October 30, 2012

Outline of business results

Consolidated Net sales and Profits

(Millions of yen)

	2010 Jan. - Sep.	2011 Jan. - Sep.				2012 Jan. - Sep.				
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	Consolidated to non-consolidated ratio
Net sales	348,976	359,889	100.0%	+10,912	+3.1%	384,191	100.0%	+24,302	+6.8%	1.09
Gross profit	74,958	79,564	22.1%	+4,605	+6.1%	85,572	22.3%	+6,008	+7.6%	1.08
Operating income	14,140	17,312	4.8%	+3,171	+22.4%	21,029	5.5%	+3,716	+21.5%	1.11
Ordinary income	14,630	17,934	5.0%	+3,303	+22.6%	21,761	5.7%	+3,827	+21.3%	1.11
Net income	7,961	9,869	2.7%	+1,908	+24.0%	12,431	3.2%	+2,562	+26.0%	1.13

Non-consolidated Net sales and Profits

(Millions of yen)

	2010 Jan. - Sep.	2011 Jan. - Sep.				2012 Jan. - Sep.			
	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	325,906	333,798	100.0%	+7,892	+2.4%	353,735	100.0%	+19,936	+6.0%
Gross profit	69,733	73,565	22.0%	+3,832	+5.5%	78,941	22.3%	+5,376	+7.3%
Operating income	13,164	15,630	4.7%	+2,465	+18.7%	18,908	5.3%	+3,278	+21.0%
Ordinary income	13,761	16,203	4.9%	+2,442	+17.8%	19,532	5.5%	+3,328	+20.5%
Net income	7,523	9,058	2.7%	+1,535	+20.4%	11,044	3.1%	+1,986	+21.9%

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%	117,799	+7,054	+6.4%
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%	4,367	+738	+20.3%
4Q (Oct. – Dec.)	4,877	5,381	+503	+10.3%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2010 Jan. - Sep.	2011 Jan. - Sep.				2012 Jan. - Sep.			
	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	193,176	200,262	55.6%	+7,085	+3.7%	217,050	56.5%	+16,788	+8.4%
Service and Support business	154,273	158,653	44.1%	+4,379	+2.8%	166,647	43.4%	+7,994	+5.0%
Other business	1,526	973	0.3%	-552	-36.2%	493	0.1%	-480	-49.3%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2010 Jan. - Sep.	2011 Jan. - Sep.				2012 Jan. - Sep.			
		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	174,033	177,689	53.2%	+3,656	+2.1%	189,247	53.5%	+11,557	+6.5%
	Service and Support	151,872	156,109	46.8%	+4,236	+2.8%	164,488	46.5%	+8,378	+5.4%
Gross profit	System Integration	32,430	35,654	48.5%	+3,224	+9.9%	38,957	49.3%	+3,303	+9.3%
	Service and Support	37,302	37,910	51.5%	+607	+1.6%	39,984	50.7%	+2,073	+5.5%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2010 Jan. - Sep.	2011 Jan. - Sep.				2012 Jan. - Sep.			
		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	152,831	155,236	46.5%	+2,405	+1.6%	165,156	46.7%	+9,920	+6.4%
	Custom-made software etc.	21,202	22,453	6.7%	+1,251	+5.9%	24,090	6.8%	+1,637	+7.3%
Service and Support business	Supplies	72,068	76,301	22.9%	+4,233	+5.9%	81,570	23.1%	+5,268	+6.9%
	Maintenance, etc.	79,804	79,807	23.9%	+3	+0.0%	82,917	23.4%	+3,110	+3.9%

Consolidated Cash flows

(Millions of yen)

	2010	2011	2012
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	17,799	18,151	22,056
C/F from investing	-6,344	-3,726	-3,556
C/F from financing	-4,194	-4,218	-5,039
Cash and cash equivalents at end of period	40,067	48,203	65,780

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2010	2011	2012
	Sep. 30	Sep. 30	Sep. 30
Equity	105,541	113,721	124,393
Interest-bearing debt	8,895	8,277	9,667
Total assets	207,563	218,110	241,097
Equity ratio	50.8%	52.1%	51.6%
Interest-bearing debt ratio	4.3%	3.8%	4.0%

Non-consolidated Key strategic business

(Millions of yen)

	2010	2011 Jan. - Sep.		2012 Jan. - Sep.			
	Jan. - Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	74,313	79,089	+4,775	+6.4%	85,752	+6,663	+8.4%
SMILE	5,046	5,677	+631	+12.5%	6,542	+864	+15.2%
ODS21	28,953	30,190	+1,237	+4.3%	31,246	+1,056	+3.5%
OSM	33,422	35,227	+1,804	+5.4%	36,357	+1,129	+3.2%
<As reference: Number of Sales>							
Copier	20,186	21,774	+1,588	+7.9%	23,845	+2,071	+9.5%
(of which color copier)	15,995	18,038	+2,043	+12.8%	20,056	+2,018	+11.2%
Server	27,061	28,250	+1,189	+4.4%	28,305	+55	+0.2%
PC	499,059	527,276	+28,217	+5.7%	542,772	+15,496	+2.9%

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

	FY 2010	FY 2011		FY 2012	
	(Result)	(Result)		(Plan)	
	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