

February 3, 2014

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

(Millions of yen)

	FY 2011	FY 2012				FY 2013						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	478,215	515,771	100.0%	+37,556	+7.9%	564,595	100.0%	536,000	105.3%	+48,823	+9.5%	1.08
Gross profit	106,387	114,658	22.2%	+8,271	+7.8%	123,769	21.9%	-	-	+9,110	+7.9%	1.08
Operating income	23,095	28,251	5.5%	+5,155	+22.3%	33,901	6.0%	30,500	111.2%	+5,650	+20.0%	1.11
Ordinary income	23,315	29,079	5.6%	+5,764	+24.7%	33,505	5.9%	31,000	108.1%	+4,425	+15.2%	1.06
Net income	12,744	16,277	3.2%	+3,533	+27.7%	20,271	3.6%	18,090	112.1%	+3,993	+24.5%	1.03

**Non-consolidated Net sales and Profits**

(Millions of yen)

	FY 2011	FY 2012				FY 2013					
	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	444,625	474,259	100.0%	+29,633	+6.7%	521,623	100.0%	494,000	105.6%	+47,363	+10.0%
Gross profit	98,341	105,651	22.3%	+7,309	+7.4%	114,200	21.9%	-	-	+8,548	+8.1%
Operating income	20,925	25,300	5.3%	+4,374	+20.9%	30,569	5.9%	27,600	110.8%	+5,268	+20.8%
Ordinary income	21,628	26,053	5.5%	+4,425	+20.5%	31,530	6.0%	28,300	111.4%	+5,476	+21.0%
Net income	12,519	14,500	3.1%	+1,981	+15.8%	19,703	3.8%	16,730	117.8%	+5,202	+35.9%

**Quarterly change of consolidated Net sales**

(Millions of yen)

	FY 2011	FY 2012			FY 2013		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	123,974	135,458	+11,484	+9.3%	140,647	+5,189	+3.8%
2Q (Apr. - Jun.)	125,169	130,933	+5,763	+4.6%	143,975	+13,041	+10.0%
3Q (Jul. - Sept.)	110,745	117,799	+7,054	+6.4%	129,282	+11,482	+9.7%
4Q (Oct. - Dec.)	118,326	131,580	+13,253	+11.2%	150,689	+19,109	+14.5%

**Quarterly change of consolidated Ordinary income**

(Millions of yen)

	FY 2011	FY 2012			FY 2013		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	5,293	7,224	+1,931	+36.5%	6,431	-793	-11.0%
2Q (Apr. - Jun.)	9,011	10,169	+1,157	+12.8%	12,225	+2,056	+20.2%
3Q (Jul. - Sept.)	3,629	4,367	+738	+20.3%	5,221	+853	+19.5%
4Q (Oct. - Dec.)	5,381	7,318	+1,936	+36.0%	9,627	+2,309	+31.6%

**Consolidated Net sales by segments**

(Millions of yen)

	FY 2011	FY 2012				FY 2013			
	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	262,508	289,840	56.2%	+27,332	+10.4%	332,067	58.8%	+42,227	+14.6%
Service and Support business	214,576	225,298	43.7%	+10,722	+5.0%	231,868	41.1%	+6,569	+2.9%
Other business	1,130	632	0.1%	-498	-44.1%	658	0.1%	+26	+4.2%

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

(Millions of yen)

		FY 2011	FY 2012				FY 2013			
		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	233,517	251,906	53.1%	+18,388	+7.9%	292,711	56.1%	+40,805	+16.2%
	Service and Support	211,107	222,352	46.9%	+11,244	+5.3%	228,911	43.9%	+6,558	+2.9%
Gross profit	System Integration	47,344	52,327	49.5%	+4,983	+10.5%	58,719	51.4%	+6,391	+12.2%
	Service and Support	50,997	53,324	50.5%	+2,326	+4.6%	55,481	48.6%	+2,156	+4.0%

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

(Millions of yen)

		FY 2011	FY 2012				FY 2013			
		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	203,852	219,753	46.3%	+15,900	+7.8%	257,332	49.3%	+37,579	+17.1%
	Custom-made software etc.	29,665	32,153	6.8%	+2,487	+8.4%	35,379	6.8%	+3,226	+10.0%
Service and Support business	Supplies	104,126	111,408	23.5%	+7,282	+7.0%	115,463	22.1%	+4,054	+3.6%
	Maintenance, etc.	106,981	110,944	23.4%	+3,962	+3.7%	113,448	21.7%	+2,503	+2.3%

**Consolidated Cash flows**

(Millions of yen)

	FY 2011	FY 2012	FY 2013
C/F from operating	23,158	25,879	<b>18,780</b>
C/F from investing	-4,604	-4,894	<b>-3,468</b>
C/F from financing	-4,229	-5,190	<b>-6,561</b>
Cash and cash equivalents at end of period	52,320	68,113	<b>76,863</b>

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

(Millions of yen)

	FY 2011	FY 2012	FY 2013
Equity	116,633	128,471	<b>144,150</b>
Interest-bearing debt	8,415	9,367	<b>9,070</b>
Total assets	229,610	253,158	<b>279,589</b>
Equity ratio	50.8%	50.7%	<b>51.6%</b>
Interest-bearing debt ratio	3.7%	3.7%	<b>3.2%</b>
ROE	11.33%	13.28%	<b>14.87%</b>
ROA	10.33%	11.90%	<b>12.75%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	FY 2011	FY 2012		FY 2013			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	107,934	117,381	+9,447	+8.8%	<b>122,367</b>	<b>+4,986</b>	<b>+4.2%</b>
SMILE	7,774	9,006	+1,231	+15.8%	<b>11,061</b>	<b>+2,055</b>	<b>+22.8%</b>
ODS21	40,680	42,226	+1,546	+3.8%	<b>43,525</b>	<b>+1,298</b>	<b>+3.1%</b>
OSM	47,113	48,069	+955	+2.0%	<b>50,453</b>	<b>+2,384</b>	<b>+5.0%</b>
<As reference: Number of Sales>							
	(Units)						
Copier	29,153	32,104	+2,951	+10.1%	<b>34,432</b>	<b>+2,328</b>	<b>+7.3%</b>
(of which color copier)	24,296	27,332	+3,036	+12.5%	<b>30,449</b>	<b>+3,117</b>	<b>+11.4%</b>
Server	37,582	39,205	+1,623	+4.3%	<b>37,989</b>	<b>-1,216</b>	<b>-3.1%</b>
PC	697,057	714,616	+17,559	+2.5%	<b>932,607</b>	<b>+217,991</b>	<b>+30.5%</b>

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

(Millions of yen)

	FY 2012 (Result)	FY 2013 (Result)		FY 2014 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	515,771	564,595	+9.5%	<b>590,000</b>	<b>+4.5%</b>
Operating income	28,251	33,901	+20.0%	<b>35,000</b>	<b>+3.2%</b>
Ordinary income	29,079	33,505	+15.2%	<b>35,500</b>	<b>+6.0%</b>
Net income	16,277	20,271	+24.5%	<b>20,770</b>	<b>+2.5%</b>

**Plans of consolidated Net sales by segments**

(Millions of yen)

	FY 2012 (Result)	FY 2013 (Result)		FY 2014 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	289,840	332,067	+14.6%	<b>348,470</b>	<b>+4.9%</b>
Service and Support	225,298	231,868	+2.9%	<b>241,170</b>	<b>+4.0%</b>
Others	632	658	+4.2%	<b>360</b>	<b>-45.3%</b>