

April 28, 2014

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

(Millions of yen)

	1Q 2012	1Q 2013				1Q 2014				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	135,458	140,647	100.0%	+5,189	+3.8%	176,894	100.0%	+36,246	+25.8%	1.08
Gross profit	28,528	29,555	21.0%	+1,027	+3.6%	36,294	20.5%	+6,738	+22.8%	1.09
Operating income	6,912	7,384	5.3%	+471	+6.8%	12,140	6.9%	+4,756	+64.4%	1.13
Ordinary income	7,224	6,431	4.6%	-793	-11.0%	12,468	7.0%	+6,037	+93.9%	1.12
Net income	4,083	3,464	2.5%	-619	-15.2%	7,508	4.2%	+4,044	+116.7%	1.10

Non-consolidated Net sales and Profits

(Millions of yen)

	1Q 2012	1Q 2013				1Q 2014			
	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	123,729	129,509	100.0%	+5,780	+4.7%	164,062	100.0%	+34,553	+26.7%
Gross profit	26,204	27,126	20.9%	+921	+3.5%	33,340	20.3%	+6,214	+22.9%
Operating income	6,050	6,414	5.0%	+363	+6.0%	10,742	6.5%	+4,328	+67.5%
Ordinary income	6,290	6,720	5.2%	+430	+6.8%	11,145	6.8%	+4,424	+65.8%
Net income	3,512	4,186	3.2%	+674	+19.2%	6,803	4.1%	+2,616	+62.5%

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2012	FY 2013				FY 2014		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	135,458	140,647	+5,189	+3.8%	176,894	+36,246	+25.8%	
2Q (Apr. - Jun.)	130,933	143,975	+13,041	+10.0%	-	-	-	
3Q (Jul. - Sept.)	117,799	129,282	+11,482	+9.7%	-	-	-	
4Q (Oct. - Dec.)	131,580	150,689	+19,109	+14.5%	-	-	-	

Quarterly change of consolidated Ordinary income

(Millions of yen)

	FY 2012	FY 2013				FY 2014		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	7,224	6,431	-793	-11.0%	12,468	+6,037	+93.9%	
2Q (Apr. - Jun.)	10,169	12,225	+2,056	+20.2%	-	-	-	
3Q (Jul. - Sept.)	4,367	5,221	+853	+19.5%	-	-	-	
4Q (Oct. - Dec.)	7,318	9,627	+2,309	+31.6%	-	-	-	

Consolidated Net sales by segments

(Millions of yen)

	1Q 2012	1Q 2013				1Q 2014			
	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	78,120	82,300	58.5%	+4,179	+5.4%	113,644	64.2%	+31,344	+38.1%
Service and Support business	57,162	58,200	41.4%	+1,037	+1.8%	63,151	35.7%	+4,951	+8.5%
Other business	175	147	0.1%	-28	-16.1%	97	0.1%	-49	-33.7%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		1Q 2012	1Q 2013				1Q 2014			
		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	67,350	72,038	55.6%	+4,688	+7.0%	101,784	62.0%	+29,745	+41.3%
	Service and Support	56,378	57,470	44.4%	+1,091	+1.9%	62,278	38.0%	+4,807	+8.4%
Gross profit	System Integration	12,751	13,713	50.6%	+962	+7.5%	18,336	55.0%	+4,622	+33.7%
	Service and Support	13,453	13,412	49.4%	-40	-0.3%	15,004	45.0%	+1,592	+11.9%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		1Q 2012	1Q 2013				1Q 2014			
		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	59,060	63,163	48.8%	+4,102	+6.9%	89,933	54.8%	+26,769	+42.4%
	Custom-made software etc.	8,289	8,874	6.9%	+585	+7.1%	11,850	7.2%	+2,976	+33.5%
Service and Support business	Supplies	28,766	29,527	22.8%	+761	+2.6%	32,858	20.0%	+3,330	+11.3%
	Maintenance, etc.	27,612	27,942	21.6%	+330	+1.2%	29,420	17.9%	+1,477	+5.3%

Consolidated Cash flows (Millions of yen)

	1Q 2012	1Q 2013	1Q 2014
C/F from operating	4,063	4,035	11,581
C/F from investing	-2,027	-953	-1,257
C/F from financing	-4,940	-6,360	-7,474
Cash and cash equivalents at end of period	49,415	64,835	79,653

Consolidated Equity and Interest-bearing debt

	2012 Mar. 31	2013 Mar. 31	2014 Mar. 31
Equity	115,996	126,166	143,863
Interest-bearing debt	8,836	9,502	8,857
Total assets	244,725	263,139	309,626
Equity ratio	47.4%	47.9%	46.5%
Interest-bearing debt ratio	3.6%	3.6%	2.9%

Non-consolidated Key strategic business

(Millions of yen)

	1Q 2012	1Q 2013		1Q 2014			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	30,151	31,055	+904	+3.0%	34,946	+3,891	+12.5%
SMILE	2,001	2,250	+248	+12.4%	3,248	+998	+44.4%
ODS21	10,350	11,150	+800	+7.7%	12,549	+1,398	+12.5%
OSM	13,285	12,872	-412	-3.1%	14,429	+1,557	+12.1%
<As reference: Number of Sales> (Units)							
Copier	7,894	8,555	+661	+8.4%	9,679	+1,124	+13.1%
(of which color copier)	6,641	7,379	+738	+11.1%	8,546	+1,167	+15.8%
Server	10,992	9,211	-1,781	-16.2%	10,681	+1,470	+16.0%
PC	205,242	248,030	+42,788	+20.8%	387,275	+139,245	+56.1%

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

(Millions of yen)

	1Q 2014 (Result)	1H 2014 (Plan)	FY 2014 (Plan)
Net sales	176,894	314,400	600,000
Operating income	12,140	21,700	37,000
Ordinary income	12,468	21,880	37,500
Net income	7,508	12,875	21,980

* According to revised plan as of April 28, 2014

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%	358,470	+8.0%
Service and Support	225,298	231,868	+2.9%	241,170	+4.0%
Others	632	658	+4.2%	360	-45.3%

* According to revised plan as of April 28, 2014