

February 2, 2015

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

(Millions of yen)

	FY 2012	FY 2013				FY 2014						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	515,771	564,595	100.0%	+48,823	+9.5%	<b>605,766</b>	<b>100.0%</b>	<b>600,000</b>	<b>101.0%</b>	<b>+41,170</b>	<b>+7.3%</b>	<b>1.08</b>
Gross profit	114,658	123,769	21.9%	+9,110	+7.9%	<b>131,589</b>	<b>21.7%</b>	-	-	<b>+7,820</b>	<b>+6.3%</b>	<b>1.09</b>
Operating income	28,251	33,901	6.0%	+5,650	+20.0%	<b>37,097</b>	<b>6.1%</b>	<b>37,000</b>	<b>100.3%</b>	<b>+3,196</b>	<b>+9.4%</b>	<b>1.12</b>
Ordinary income	29,079	33,505	5.9%	+4,425	+15.2%	<b>38,144</b>	<b>6.3%</b>	<b>37,500</b>	<b>101.7%</b>	<b>+4,639</b>	<b>+13.8%</b>	<b>1.11</b>
Net income	16,277	20,271	3.6%	+3,993	+24.5%	<b>23,455</b>	<b>3.9%</b>	<b>21,980</b>	<b>106.7%</b>	<b>+3,183</b>	<b>+15.7%</b>	<b>1.10</b>

\* According to revised plan as of April 28, 2014

**Non-consolidated Net sales and Profits**

(Millions of yen)

	FY 2012	FY 2013				FY 2014					
	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	474,259	521,623	100.0%	+47,363	+10.0%	<b>558,450</b>	<b>100.0%</b>	<b>556,000</b>	<b>100.4%</b>	<b>+36,827</b>	<b>+7.1%</b>
Gross profit	105,651	114,200	21.9%	+8,548	+8.1%	<b>120,802</b>	<b>21.6%</b>	-	-	<b>+6,602</b>	<b>+5.8%</b>
Operating income	25,300	30,569	5.9%	+5,268	+20.8%	<b>33,196</b>	<b>5.9%</b>	<b>33,800</b>	<b>98.2%</b>	<b>+2,627</b>	<b>+8.6%</b>
Ordinary income	26,053	31,530	6.0%	+5,476	+21.0%	<b>34,293</b>	<b>6.1%</b>	<b>34,600</b>	<b>99.1%</b>	<b>+2,763</b>	<b>+8.8%</b>
Net income	14,500	19,703	3.8%	+5,202	+35.9%	<b>21,397</b>	<b>3.8%</b>	<b>20,630</b>	<b>103.7%</b>	<b>+1,693</b>	<b>+8.6%</b>

\* According to revised plan as of April 28, 2014

**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%	<b>176,894</b>	<b>+36,246</b>	<b>+25.8%</b>
2Q (Apr. - Jun.)	130,933	143,975	+13,041	+10.0%	<b>155,516</b>	<b>+11,541</b>	<b>+8.0%</b>
3Q (Jul. - Sept.)	117,799	129,282	+11,482	+9.7%	<b>130,799</b>	<b>+1,517</b>	<b>+1.2%</b>
4Q (Oct. - Dec.)	131,580	150,689	+19,109	+14.5%	<b>142,555</b>	<b>-8,133</b>	<b>-5.4%</b>

**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%	<b>12,468</b>	<b>+6,037</b>	<b>+93.9%</b>
2Q (Apr. - Jun.)	10,169	12,225	+2,056	+20.2%	<b>12,328</b>	<b>+102</b>	<b>+0.8%</b>
3Q (Jul. - Sept.)	4,367	5,221	+853	+19.5%	<b>4,529</b>	<b>-691</b>	<b>-13.3%</b>
4Q (Oct. - Dec.)	7,318	9,627	+2,309	+31.6%	<b>8,818</b>	<b>-809</b>	<b>-8.4%</b>

**Consolidated Net sales by segments**

(Millions of yen)

	FY 2012	FY 2013				FY 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	289,840	332,067	58.8%	+42,227	+14.6%	<b>362,068</b>	<b>59.8%</b>	<b>+30,000</b>	<b>+9.0%</b>
Service and Support business	225,298	231,868	41.1%	+6,569	+2.9%	<b>243,316</b>	<b>40.2%</b>	<b>+11,447</b>	<b>+4.9%</b>
Other business	632	658	0.1%	+26	+4.2%	<b>381</b>	<b>0.1%</b>	<b>-277</b>	<b>-42.1%</b>

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

(Millions of yen)

		FY 2012	FY 2013				FY 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	251,906	292,711	56.1%	+40,805	+16.2%	<b>318,544</b>	<b>57.0%</b>	<b>+25,832</b>	<b>+8.8%</b>
	Service and Support	222,352	228,911	43.9%	+6,558	+2.9%	<b>239,905</b>	<b>43.0%</b>	<b>+10,994</b>	<b>+4.8%</b>
Gross profit	System Integration	52,327	58,719	51.4%	+6,391	+12.2%	<b>62,609</b>	<b>51.8%</b>	<b>+3,890</b>	<b>+6.6%</b>
	Service and Support	53,324	55,481	48.6%	+2,156	+4.0%	<b>58,193</b>	<b>48.2%</b>	<b>+2,712</b>	<b>+4.9%</b>

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

(Millions of yen)

		FY 2012	FY 2013				FY 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	219,753	257,332	49.3%	+37,579	+17.1%	<b>280,410</b>	<b>50.2%</b>	<b>+23,078</b>	<b>+9.0%</b>
	Custom-made software etc.	32,153	35,379	6.8%	+3,226	+10.0%	<b>38,134</b>	<b>6.8%</b>	<b>+2,754</b>	<b>+7.8%</b>
Service and Support business	Supplies	111,408	115,463	22.1%	+4,054	+3.6%	<b>121,698</b>	<b>21.8%</b>	<b>+6,235</b>	<b>+5.4%</b>
	Maintenance, etc.	110,944	113,448	21.7%	+2,503	+2.3%	<b>118,207</b>	<b>21.2%</b>	<b>+4,758</b>	<b>+4.2%</b>

**Consolidated Cash flows**

(Millions of yen)

	FY 2012	FY 2013	FY 2014
C/F from operating	25,879	18,780	<b>34,130</b>
C/F from investing	-4,894	-3,468	<b>-5,410</b>
C/F from financing	-5,190	-6,561	<b>-7,580</b>
Cash and cash equivalents at end of period	68,113	76,863	<b>97,943</b>

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

(Millions of yen)

	FY 2012	FY 2013	FY 2014
Equity	128,471	144,150	<b>163,277</b>
Interest-bearing debt	9,367	9,070	<b>9,584</b>
Total assets	253,158	279,589	<b>305,513</b>
Equity ratio	50.7%	51.6%	<b>53.4%</b>
Interest-bearing debt ratio	3.7%	3.2%	<b>3.1%</b>
ROE	13.28%	14.87%	<b>15.26%</b>
ROA	11.90%	12.75%	<b>12.78%</b>

**Non-consolidated Key strategic business**

(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
"tanomail"	117,381	122,367	+4,986	+4.2%	<b>128,733</b>	<b>+6,365</b>	<b>+5.2%</b>
SMILE	9,006	11,061	+2,055	+22.8%	<b>11,673</b>	<b>+611</b>	<b>+5.5%</b>
ODS21	42,226	43,525	+1,298	+3.1%	<b>43,575</b>	<b>+49</b>	<b>+0.1%</b>
OSM	48,069	50,453	+2,384	+5.0%	<b>50,836</b>	<b>+382</b>	<b>+0.8%</b>
<As reference: Number of Sales>							
	(Units)						
Copier	32,104	34,432	+2,328	+7.3%	<b>37,392</b>	<b>+2,960</b>	<b>+8.6%</b>
(of which color copier)	27,332	30,449	+3,117	+11.4%	<b>33,793</b>	<b>+3,344</b>	<b>+11.0%</b>
Server	39,205	37,989	-1,216	-3.1%	<b>39,467</b>	<b>+1,478</b>	<b>+3.9%</b>
PC	714,616	932,607	+217,991	+30.5%	<b>966,600</b>	<b>+33,993</b>	<b>+3.6%</b>

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

(Millions of yen)

	FY 2013 (Result)	FY 2014 (Result)		FY 2015 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	564,595	605,766	+7.3%	<b>618,000</b>	<b>+2.0%</b>
Operating income	33,901	37,097	+9.4%	<b>37,600</b>	<b>+1.4%</b>
Ordinary income	33,505	38,144	+13.8%	<b>38,300</b>	<b>+0.4%</b>
Net income	20,271	23,455	+15.7%	<b>23,600</b>	<b>+0.6%</b>

**Plans of consolidated Net sales by segments**

(Millions of yen)

	FY 2013 (Result)	FY 2014 (Result)		FY 2015 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	332,067	362,068	+9.0%	<b>362,660</b>	<b>+0.2%</b>
Service and Support	231,868	243,316	+4.9%	<b>255,010</b>	<b>+4.8%</b>
Others	658	381	-42.1%	<b>330</b>	<b>-13.5%</b>