

April 28, 2015

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

(Millions of yen)

	1Q 2013	1Q 2014				1Q 2015				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	140,647	176,894	100.0%	+36,246	+25.8%	159,411	100.0%	-17,483	-9.9%	1.10
Gross profit	29,555	36,294	20.5%	+6,738	+22.8%	33,303	20.9%	-2,991	-8.2%	1.10
Operating income	7,384	12,140	6.9%	+4,756	+64.4%	9,225	5.8%	-2,915	-24.0%	1.18
Ordinary income	6,431	12,468	7.0%	+6,037	+93.9%	9,502	6.0%	-2,966	-23.8%	1.15
Net income	3,464	7,508	4.2%	+4,044	+116.7%	5,716	3.6%	-1,792	-23.9%	1.12

**Non-consolidated Net sales and Profits**

(Millions of yen)

	1Q 2013	1Q 2014				1Q 2015			
	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	129,509	164,062	100.0%	+34,553	+26.7%	144,536	100.0%	-19,525	-11.9%
Gross profit	27,126	33,340	20.3%	+6,214	+22.9%	30,208	20.9%	-3,132	-9.4%
Operating income	6,414	10,742	6.5%	+4,328	+67.5%	7,844	5.4%	-2,898	-27.0%
Ordinary income	6,720	11,145	6.8%	+4,424	+65.8%	8,276	5.7%	-2,869	-25.7%
Net income	4,186	6,803	4.1%	+2,616	+62.5%	5,124	3.5%	-1,679	-24.7%

**Quarterly change of consolidated Net sales**

(Millions of yen)

	FY 2013	FY 2014			FY 2015		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	140,647	176,894	+36,246	+25.8%	159,411	-17,483	-9.9%
2Q (Apr. - Jun.)	143,975	155,516	+11,541	+8.0%	-	-	-
3Q (Jul. - Sept.)	129,282	130,799	+1,517	+1.2%	-	-	-
4Q (Oct. - Dec.)	150,689	142,555	-8,133	-5.4%	-	-	-

**Quarterly change of consolidated Ordinary income**

(Millions of yen)

	FY 2013	FY 2014			FY 2015		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	6,431	12,468	+6,037	+93.9%	9,502	-2,966	-23.8%
2Q (Apr. - Jun.)	12,225	12,328	+102	+0.8%	-	-	-
3Q (Jul. - Sept.)	5,221	4,529	-691	-13.3%	-	-	-
4Q (Oct. - Dec.)	9,627	8,818	-809	-8.4%	-	-	-

**Consolidated Net sales by segments**

(Millions of yen)

	1Q 2013	1Q 2014				1Q 2015			
	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	82,300	113,644	64.2%	+31,344	+38.1%	95,668	60.0%	-17,976	-15.8%
Service and Support business	58,200	63,151	35.7%	+4,951	+8.5%	63,651	39.9%	+499	+0.8%
Other business	147	97	0.1%	-49	-33.7%	91	0.1%	-6	-6.8%

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

(Millions of yen)

		1Q 2013	1Q 2014				1Q 2015			
		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	72,038	101,784	62.0%	+29,745	+41.3%	81,688	56.5%	-20,095	-19.7%
	Service and Support	57,470	62,278	38.0%	+4,807	+8.4%	62,847	43.5%	+569	+0.9%
Gross profit	System Integration	13,713	18,336	55.0%	+4,622	+33.7%	15,106	50.0%	-3,229	-17.6%
	Service and Support	13,412	15,004	45.0%	+1,592	+11.9%	15,101	50.0%	+97	+0.6%

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

(Millions of yen)

		1Q 2013	1Q 2014				1Q 2015			
		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	63,163	89,933	54.8%	+26,769	+42.4%	71,782	49.7%	-18,151	-20.2%
	Custom-made software etc.	8,874	11,850	7.2%	+2,976	+33.5%	9,906	6.9%	-1,944	-16.4%
Service and Support business	Supplies	29,527	32,858	20.0%	+3,330	+11.3%	32,763	22.7%	-94	-0.3%
	Maintenance, etc.	27,942	29,420	17.9%	+1,477	+5.3%	30,083	20.8%	+663	+2.3%

**Consolidated Cash flows** (Millions of yen)

	1Q 2013	1Q 2014	1Q 2015
C/F from operating	4,035	11,581	<b>5,118</b>
C/F from investing	-953	-1,257	<b>-2,066</b>
C/F from financing	-6,360	-7,474	<b>-8,595</b>
Cash and cash equivalents at end of period	64,835	79,653	<b>92,400</b>

**Consolidated Equity and Interest-bearing debt**

	2013 Mar. 31	2014 Mar. 31	2015 Mar. 31
Equity	126,166	143,863	<b>154,756</b>
Interest-bearing debt	9,502	8,857	<b>9,860</b>
Total assets	263,139	309,626	<b>315,072</b>
Equity ratio	47.9%	46.5%	<b>49.1%</b>
Interest-bearing debt ratio	3.6%	2.9%	<b>3.1%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	1Q 2013	1Q 2014		1Q 2015			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	31,055	34,946	+3,891	+12.5%	<b>35,091</b>	<b>+145</b>	<b>+0.4%</b>
SMILE	2,250	3,248	+998	+44.4%	<b>2,631</b>	<b>-616</b>	<b>-19.0%</b>
ODS21	11,150	12,549	+1,398	+12.5%	<b>11,902</b>	<b>-646</b>	<b>-5.2%</b>
OSM	12,872	14,429	+1,557	+12.1%	<b>14,439</b>	<b>+10</b>	<b>+0.1%</b>
<As reference: Number of Sales> (Units)							
Copier	8,555	9,679	+1,124	+13.1%	<b>9,986</b>	<b>+307</b>	<b>+3.2%</b>
(of which color copier)	7,379	8,546	+1,167	+15.8%	<b>9,158</b>	<b>+612</b>	<b>+7.2%</b>
Server	9,211	10,681	+1,470	+16.0%	<b>11,646</b>	<b>+965</b>	<b>+9.0%</b>
PC	248,030	387,275	+139,245	+56.1%	<b>255,010</b>	<b>-132,265</b>	<b>-34.2%</b>

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

(Millions of yen)

	1Q 2015 (Result)	1H 2015 (Plan)	FY 2015 (Plan)
Net sales	159,411	<b>324,640</b>	<b>618,000</b>
Operating income	9,225	<b>23,020</b>	<b>37,600</b>
Ordinary income	9,502	<b>23,385</b>	<b>38,300</b>
Net income	5,716	<b>14,465</b>	<b>23,600</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>