

October 29, 2015

Outline of business results

Consolidated Net sales and Profits

(Millions of yen)

	2013 Jan. - Sep.	2014 Jan. - Sep.				2015 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	413,906	463,210	100.0%	+49,304	+11.9%	453,637	100.0%	-9,573	-2.1%	1.09
Gross profit	91,174	99,633	21.5%	+8,459	+9.3%	100,411	22.1%	+777	+0.8%	1.09
Operating income	24,519	28,567	6.2%	+4,047	+16.5%	27,900	6.2%	-666	-2.3%	1.12
Ordinary income	23,877	29,326	6.3%	+5,448	+22.8%	28,597	6.3%	-728	-2.5%	1.10
Net income	14,392	17,454	3.8%	+3,061	+21.3%	17,728	3.9%	+274	+1.6%	1.10

Non-consolidated Net sales and Profits

(Millions of yen)

	2013 Jan. - Sep.	2014 Jan. - Sep.				2015 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	382,840	427,952	100.0%	+45,111	+11.8%	416,737	100.0%	-11,214	-2.6%
Gross profit	84,263	91,549	21.4%	+7,286	+8.6%	92,198	22.1%	+648	+0.7%
Operating income	22,108	25,534	6.0%	+3,425	+15.5%	24,969	6.0%	-565	-2.2%
Ordinary income	22,808	26,409	6.2%	+3,600	+15.8%	25,920	6.2%	-488	-1.8%
Net income	14,278	15,912	3.7%	+1,634	+11.4%	16,137	3.9%	+225	+1.4%

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%	158,522	+3,005	+1.9%
3Q (Jul. - Sept.)	129,282	130,799	+1,517	+1.2%	135,704	+4,904	+3.7%
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%	14,194	+1,866	+15.1%
3Q (Jul. - Sept.)	5,221	4,529	-691	-13.3%	4,900	+371	+8.2%
4Q (Oct. - Dec.)	9,627	8,818	-809	-8.4%	-	-	-

Consolidated Net sales by segments

(Millions of yen)

	2013 Jan. - Sep.	2014 Jan. - Sep.				2015 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	241,666	282,086	60.9%	+40,420	+16.7%	264,076	58.2%	-18,009	-6.4%
Service and Support business	171,755	180,838	39.0%	+9,082	+5.3%	189,288	41.7%	+8,449	+4.7%
Other business	484	286	0.1%	-197	-40.9%	272	0.1%	-13	-4.8%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2013 Jan. - Sep.	2014 Jan. - Sep.				2015 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	213,255	249,648	58.3%	+36,393	+17.1%	229,779	55.1%	-19,868	-8.0%
	Service and Support	169,585	178,303	41.7%	+8,717	+5.1%	186,957	44.9%	+8,654	+4.9%
Gross profit	System Integration	42,922	47,961	52.4%	+5,038	+11.7%	46,824	50.8%	-1,136	-2.4%
	Service and Support	41,340	43,588	47.6%	+2,248	+5.4%	45,374	49.2%	+1,785	+4.1%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2013 Jan. - Sep.	2014 Jan. - Sep.				2015 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	187,217	220,010	51.4%	+32,793	+17.5%	201,737	48.4%	-18,272	-8.3%
	Custom-made software etc.	26,037	29,638	6.9%	+3,600	+13.8%	28,042	6.7%	-1,596	-5.4%
Service and Support business	Supplies	85,023	89,809	21.0%	+4,786	+5.6%	95,875	23.0%	+6,066	+6.8%
	Maintenance, etc.	84,562	88,493	20.7%	+3,930	+4.6%	91,081	21.9%	+2,587	+2.9%

Consolidated Cash flows

(Millions of yen)

	2013	2014	2015
	Jan. - Sep.	Jan. - Sep.	Jan. - Sep.
C/F from operating	16,750	26,143	23,324
C/F from investing	-3,246	-4,785	-6,195
C/F from financing	-6,409	-7,480	-8,591
Cash and cash equivalents at end of period	75,208	90,681	106,482

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2013	2014	2015
	Sep. 30	Sep. 30	Sep. 30
Equity	138,313	154,395	167,274
Interest-bearing debt	9,288	9,678	9,527
Total assets	262,352	286,431	304,694
Equity ratio	52.7%	53.9%	54.9%
Interest-bearing debt ratio	3.5%	3.4%	3.1%

Non-consolidated Key strategic business

(Millions of yen)

	2013	2014 Jan. - Sep.		2015 Jan. - Sep.			
	Jan. - Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	89,731	95,110	+5,378	+6.0%	102,438	+7,327	+7.7%
SMILE	7,973	8,739	+766	+9.6%	7,695	-1,044	-12.0%
ODS21	32,441	33,101	+659	+2.0%	34,543	+1,441	+4.4%
OSM	37,202	38,735	+1,533	+4.1%	44,064	+5,328	+13.8%
<As reference: Number of Sales> (Units)							
Copier	25,723	27,639	+1,916	+7.4%	29,635	+1,996	+7.2%
(of which color copier)	22,579	24,830	+2,251	+10.0%	27,405	+2,575	+10.4%
Server	27,804	29,929	+2,125	+7.6%	29,753	-176	-0.6%
PC	643,903	781,725	+137,822	+21.4%	585,963	-195,762	-25.0%

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

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