

February 1, 2016

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

(Millions of yen)

	FY 2013	FY 2014				FY 2015						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	564,595	605,766	100.0%	+41,170	+7.3%	609,045	100.0%	618,000	98.6%	+3,279	+0.5%	1.09
Gross profit	123,769	131,589	21.7%	+7,820	+6.3%	134,068	22.0%	-	-	+2,478	+1.9%	1.09
Operating income	33,901	37,097	6.1%	+3,196	+9.4%	37,311	6.1%	37,600	99.2%	+214	+0.6%	1.11
Ordinary income	33,505	38,144	6.3%	+4,639	+13.8%	38,240	6.3%	38,300	99.8%	+95	+0.3%	1.10
Net income	20,271	23,455	3.9%	+3,183	+15.7%	23,705	3.9%	23,600	100.4%	+250	+1.1%	1.10

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2013	FY 2014				FY 2015					
	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	521,623	558,450	100.0%	+36,827	+7.1%	559,576	100.0%	570,000	98.2%	+1,125	+0.2%
Gross profit	114,200	120,802	21.6%	+6,602	+5.8%	123,368	22.0%	-	-	+2,565	+2.1%
Operating income	30,569	33,196	5.9%	+2,627	+8.6%	33,677	6.0%	33,700	99.9%	+480	+1.4%
Ordinary income	31,530	34,293	6.1%	+2,763	+8.8%	34,790	6.2%	34,600	100.6%	+497	+1.5%
Net income	19,703	21,397	3.8%	+1,693	+8.6%	21,640	3.9%	21,520	100.6%	+243	+1.1%

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%	155,408	+12,852	+9.0%

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%	9,642	+824	+9.3%

Consolidated Net sales by segments

(Millions of yen)

	FY 2013	FY 2014				FY 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	332,067	362,068	59.8%	+30,000	+9.0%	353,170	58.0%	-8,898	-2.5%
Service and Support business	231,868	243,316	40.2%	+11,447	+4.9%	255,490	41.9%	+12,173	+5.0%
Other business	658	381	0.1%	-277	-42.1%	385	0.1%	+4	+1.1%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		FY 2013	FY 2014				FY 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	292,711	318,544	57.0%	+25,832	+8.8%	307,290	54.9%	-11,254	-3.5%
	Service and Support	228,911	239,905	43.0%	+10,994	+4.8%	252,286	45.1%	+12,380	+5.2%
Gross profit	System Integration	58,719	62,609	51.8%	+3,890	+6.6%	62,393	50.6%	-215	-0.3%
	Service and Support	55,481	58,193	48.2%	+2,712	+4.9%	60,974	49.4%	+2,781	+4.8%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		FY 2013	FY 2014				FY 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	257,332	280,410	50.2%	+23,078	+9.0%	269,865	48.2%	-10,544	-3.8%
	Custom-made software etc.	35,379	38,134	6.8%	+2,754	+7.8%	37,424	6.7%	-710	-1.9%
Service and Support business	Supplies	115,463	121,698	21.8%	+6,235	+5.4%	130,137	23.3%	+8,439	+6.9%
	Maintenance, etc.	113,448	118,207	21.2%	+4,758	+4.2%	122,148	21.8%	+3,941	+3.3%

Consolidated Cash flows

(Millions of yen)

	FY 2013	FY 2014	FY 2015
C/F from operating	18,780	34,130	27,621
C/F from investing	-3,468	-5,410	-7,235
C/F from financing	-6,561	-7,580	-8,742
Cash and cash equivalents at end of period	76,863	97,943	109,587

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	FY 2013	FY 2014	FY 2015
Equity	144,150	163,277	173,229
Interest-bearing debt	9,070	9,584	9,344
Total assets	279,589	305,513	324,755
Equity ratio	51.6%	53.4%	53.3%
Interest-bearing debt ratio	3.2%	3.1%	2.9%
ROE	14.87%	15.26%	14.09%
ROA	12.75%	12.78%	11.95%

Non-consolidated Key strategic business

(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
"tanomail"	122,367	128,733	+6,365	+5.2%	139,106	+10,373	+8.1%
SMILE	11,061	11,673	+611	+5.5%	10,479	-1,194	-10.2%
ODS21	43,525	43,575	+49	+0.1%	46,196	+2,620	+6.0%
OSM	50,453	50,836	+382	+0.8%	59,831	+8,995	+17.7%
<As reference: Number of Sales> (Units)							
Copier	34,432	37,392	+2,960	+8.6%	41,384	+3,992	+10.7%
(of which color copier)	30,449	33,793	+3,344	+11.0%	38,391	+4,598	+13.6%
Server	37,989	39,467	+1,478	+3.9%	37,718	-1,749	-4.4%
PC	932,607	966,600	+33,993	+3.6%	795,646	-170,954	-17.7%
Client Total					847,320	-149,511	-15.0%

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

(Millions of yen)

	FY 2014 (Result)	FY 2015 (Result)		FY 2016 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	605,766	609,045	+0.5%	639,000	+4.9%
Operating income	37,097	37,311	+0.6%	40,000	+7.2%
Ordinary income	38,144	38,240	+0.3%	40,500	+5.9%
Net income*	23,455	23,705	+1.1%	25,180	+6.2%

*Net income attributable to owners of parent

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2014 (Result)	FY 2015 (Result)		FY 2016 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	362,068	353,170	-2.5%	370,880	+5.0%
Service and Support	243,316	255,490	+5.0%	267,740	+4.8%
Others	381	385	+1.1%	380	-1.5%