

February 1, 2021

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

(Millions of yen)

	FY 2018	FY 2019				FY 2020						Consolidated to non-consolidated ratio
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan (Note)	Ratio to Plan(Note)	Difference to Last year	Change to Last year	
Net sales	759,871	886,536	100.0%	+126,665	+16.7%	836,323	100.0%	830,000	100.8%	-50,212	-5.7%	1.11
Gross profit	157,817	179,999	20.3%	+22,182	+14.1%	173,725	20.8%	-	-	-6,273	-3.5%	1.09
Operating profit	48,058	62,192	7.0%	+14,134	+29.4%	56,309	6.7%	57,300	98.3%	-5,882	-9.5%	1.13
Ordinary profit	49,285	63,706	7.2%	+14,420	+29.3%	57,550	6.9%	58,400	98.5%	-6,155	-9.7%	1.11
Profit*	33,601	43,497	4.9%	+9,895	+29.4%	39,309	4.7%	39,380	99.8%	-4,187	-9.6%	1.08

*Profit attributable to owners of parent

(Note)According to plan revised on November 10, 2020

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2018	FY 2019				FY 2020					
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan (Note)	Ratio to Plan(Note)	Difference to Last year	Change to Last year
Net sales	684,912	802,200	100.0%	+117,288	+17.1%	750,492	100.0%	743,819	100.9%	-51,707	-6.4%
Gross profit	144,261	165,529	20.6%	+21,267	+14.7%	159,275	21.2%	-	-	-6,253	-3.8%
Operating profit	42,535	55,632	6.9%	+13,097	+30.8%	49,810	6.6%	50,686	98.3%	-5,822	-10.5%
Ordinary profit	44,254	57,593	7.2%	+13,339	+30.1%	52,007	6.9%	52,841	98.4%	-5,586	-9.7%
Profit	30,686	39,952	5.0%	+9,265	+30.2%	36,336	4.8%	36,489	99.6%	-3,615	-9.1%

(Note)According to plan revised on November 10, 2020

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2018	FY 2019				FY 2020		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	191,225	218,681	+27,455	+14.4%	224,329	+5,647	+2.6%	
2Q (Apr. - Jun.)	198,637	231,472	+32,834	+16.5%	208,614	-22,858	-9.9%	
3Q (Jul. - Sep.)	176,262	216,944	+40,682	+23.1%	188,274	-28,670	-13.2%	
4Q (Oct. - Dec.)	193,745	219,437	+25,692	+13.3%	215,105	-4,331	-2.0%	

Quarterly change of consolidated Ordinary profit

(Millions of yen)

	FY 2018	FY 2019				FY 2020		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year	
1Q (Jan. - Mar.)	12,222	15,087	+2,864	+23.4%	16,484	+1,397	+9.3%	
2Q (Apr. - Jun.)	15,645	19,623	+3,978	+25.4%	14,478	-5,144	-26.2%	
3Q (Jul. - Sep.)	7,167	12,677	+5,510	+76.9%	11,249	-1,428	-11.3%	
4Q (Oct. - Dec.)	14,250	16,318	+2,068	+14.5%	15,338	-980	-6.0%	

Consolidated Net sales by segments

(Millions of yen)

	FY 2018	FY 2019				FY 2020			
	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	463,293	578,698	65.3%	+115,405	+24.9%	526,613	63.0%	-52,085	-9.0%
Service and Support business	296,577	307,837	34.7%	+11,259	+3.8%	309,710	37.0%	+1,872	+0.6%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		FY 2018	FY 2019				FY 2020			
		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	391,027	497,038	62.0%	+106,011	+27.1%	443,587	59.1%	-53,451	-10.8%
	Service and Support	293,884	305,161	38.0%	+11,277	+3.8%	306,904	40.9%	+1,743	+0.6%
Gross profit	System Integration	73,408	91,629	55.4%	+18,221	+24.8%	85,694	53.8%	-5,934	-6.5%
	Service and Support	70,853	73,899	44.6%	+3,045	+4.3%	73,580	46.2%	-318	-0.4%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		FY 2018	FY 2019				FY 2020			
		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	346,267	442,620	55.2%	+96,353	+27.8%	393,159	52.4%	-49,461	-11.2%
	Custom-made software etc.	44,760	54,418	6.8%	+9,657	+21.6%	50,428	6.7%	-3,989	-7.3%
Service and Support business	Supplies	150,438	156,331	19.5%	+5,893	+3.9%	154,115	20.5%	-2,215	-1.4%
	Maintenance, etc.	143,446	148,830	18.6%	+5,383	+3.8%	152,789	20.4%	+3,959	+2.7%

Consolidated Cash flows (Millions of yen)

	FY 2018	FY 2019	FY 2020
C/F from operating	38,646	48,762	32,496
C/F from investing	-11,096	-7,934	-8,716
C/F from financing	-13,470	-16,221	-20,988
Cash and cash equivalents at end of period	151,585	176,198	178,988

Consolidated Equity, Interest-bearing debt, ROE and ROA

	FY 2018	FY 2019	FY 2020
Equity	229,726	259,328	277,348
Interest-bearing debt	8,256	8,807	8,895
Total assets	406,732	461,812	471,292
Equity ratio	56.5%	56.2%	58.8%
Interest-bearing debt ratio	2.0%	1.9%	1.9%
ROE	15.18%	17.79%	14.65%
ROA	12.32%	14.50%	12.19%

Non-consolidated Key strategic business

(Millions of yen)

	FY 2018	FY 2019			FY 2020		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	159,932	166,649	+6,717	+4.2%	163,448	-3,201	-1.9%
SMILE	11,715	13,241	+1,526	+13.0%	11,568	-1,673	-12.6%
ODS	55,715	55,798	+82	+0.1%	52,117	-3,681	-6.6%
OSM	71,662	77,535	+5,872	+8.2%	81,847	+4,312	+5.6%
<As reference: Number of Sales>							(Units)
Copier	41,046	37,930	-3,116	-7.6%	36,619	-1,311	-3.5%
(of which color copier)	39,825	36,648	-3,177	-8.0%	35,690	-958	-2.6%
Server	32,000	32,063	+63	+0.2%	25,507	-6,556	-20.4%
PC	1,178,899	1,789,884	+610,985	+51.8%	1,537,963	-251,921	-14.1%
Client Total	1,222,643	1,830,498	+607,855	+49.7%	1,638,051	-192,447	-10.5%

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

(Millions of yen)

	FY 2019 (Result)	FY 2020 (Result)		FY 2021 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	886,536	836,323	-5.7%	865,000	+3.4%
Operating profit	62,192	56,309	-9.5%	58,100	+3.2%
Ordinary profit	63,706	57,550	-9.7%	59,000	+2.5%
Profit*	43,497	39,309	-9.6%	39,550	+0.6%

*Profit attributable to owners of parent

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2019 (Result)	FY 2020 (Result)		FY 2021 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	578,698	526,613	-9.0%	540,600	+2.7%
Service and Support	307,837	309,710	+0.6%	324,400	+4.7%