

# Consolidated results of operation for 3<sup>rd</sup> quarter of fiscal year ending March 2015

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## Consolidated financial results of operation for 3<sup>rd</sup> quarter

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# (1) Consolidated statements of income

(Millions of yen)

	Apr. 2013- Dec. 2013	Apr. 2014- Dec. 2014	Increase/Decrease	
			Amount	Change (%)
<b>Net Sales</b>	205,914	<b>214,474</b>	8,560	4.2%
<b>Gross Profit</b>	48,308	<b>50,684</b>	2,376	4.9%
(Gross Profit Margin)	(23.5%)	(23.6%)		
<b>SG&amp;A Expenses</b>	33,307	<b>33,460</b>	153	0.5%
<b>Operating Income</b>	15,000	<b>17,223</b>	2,222	14.8%
(Operating Income Margin)	(7.3%)	(8.0%)		
<b>Ordinary Income</b>	16,320	<b>18,321</b>	2,000	12.3%
<b>Net Income</b>	12,365	<b>13,066</b>	701	5.7%

## (2) Sales comparison by segment

(Millions of yen)

	Apr. 2013-Dec. 2013 (Composition)	Apr. 2014-Dec. 2014 (Composition)	Increase/Decrease	
			Amount	Change (%)
System Development	85,978 (41.8%)	<b>86,486</b> (40.3%)	508	0.6%
System maintenance and operation/ Services	80,172 (38.9%)	<b>82,094</b> (38.3%)	1,922	2.4%
Packaged Software /Hardware Sales	37,503 (18.2%)	<b>43,300</b> (20.2%)	5,796	15.5%
Prepaid Card	2,259 (1.1%)	<b>2,592</b> (1.2%)	332	14.7%
<b>Total</b>	<b>205,914</b> (100.0%)	<b>214,474</b> (100.0%)	8,560	4.2%

### (3) Incoming orders and backlog

(Millions of yen)

		Apr. 2013- Dec. 2013 (Composition)	Apr. 2014- Dec. 2014 (Composition)	Increase/Decrease	
				Amount	Change (%)
<b>System Development</b>	Incoming orders	87,339	<b>89,263</b>	1,924	2.2%
	Backlog	24,180	<b>23,047</b>	-1,132	-4.7%
<b>System maintenance and operation/ Services</b>	Incoming orders	71,591	<b>76,426</b>	4,835	6.8%
	Backlog	56,009	<b>60,800</b>	4,791	8.6%
<b>Packaged Software /Hardware Sales</b>	Incoming orders	43,392	<b>47,143</b>	3,752	8.6%
	Backlog	11,475	<b>10,579</b>	-896	-7.8%
<b>Total</b>	Incoming orders	202,322	<b>212,833</b>	10,511	5.2%
	Backlog	91,664	<b>94,426</b>	2,763	3.0%

## (4) Sales comparison by customer industry

(Millions of yen)

	Apr. 2013-Dec. 2013		Apr. 2014 –Dec. 2014		Increase/ Decrease	
	Amount	Composition	Amount	Composition	Amount	Change (%)
Manufacturers	60,040	29.2%	<b>63,487</b>	<b>29.6%</b>	3,447	5.7%
Distributors	34,713	16.9%	<b>32,685</b>	<b>15.2%</b>	-2,027	-5.8%
Financial Institutions	45,758	22.2%	<b>46,370</b>	<b>21.6%</b>	611	1.3%
Banks	15,156	7.4%	<b>16,345</b>	<b>7.6%</b>	1,188	7.8%
Securities Firms	5,602	2.7%	<b>5,691</b>	<b>2.7%</b>	89	1.6%
Shopping Credit/ Leasing Companies	7,192	3.5%	<b>7,342</b>	<b>3.4%</b>	150	2.1%
Insurance Companies	17,807	8.6%	<b>16,990</b>	<b>7.9%</b>	-816	-4.6%
Communications/ Transportation	26,590	12.9%	<b>33,547</b>	<b>15.6%</b>	6,957	26.2%
Utilities	1,226	0.6%	<b>1,478</b>	<b>0.7%</b>	252	20.6%
Services	26,580	12.9%	<b>25,985</b>	<b>12.1%</b>	-594	-2.2%
Others*	11,005	5.3%	<b>10,919</b>	<b>5.1%</b>	-86	-0.8%
<b>Total</b>	<b>205,914</b>	<b>100.0%</b>	<b>214,474</b>	<b>100.0%</b>	<b>8,560</b>	<b>4.2%</b>

\* "Others" include sales of prepaid card business.

# (5) Business performance by reported segment

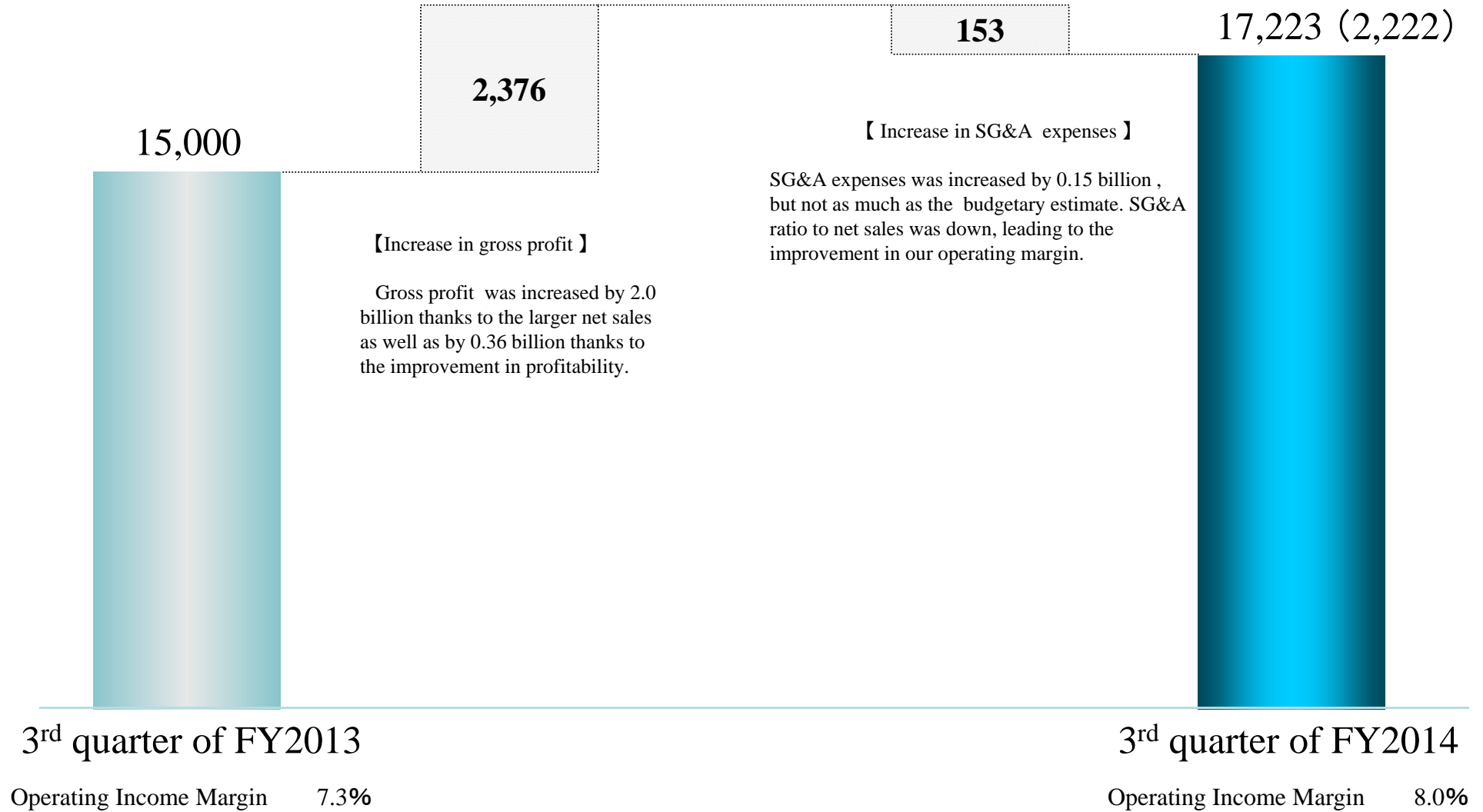
(Millions of yen)

		Apr. 2013–Dec. 2013	Apr. 2014 –Dec. 2014	Increase/ Decrease	Change (%)
<b>Industrial Systems Business</b>	External Sales	50,048	<b>54,039</b>	3,991	8.0%
	Operating Income	3,064	<b>4,093</b>	1,028	33.6%
<b>Financial Systems Business</b>	External Sales	40,490	<b>40,335</b>	-154	-0.4%
	Operating Income	3,897	<b>4,083</b>	186	4.8%
<b>Global Systems Business</b>	External Sales	10,056	<b>9,243</b>	-813	-8.1%
	Operating Income	1,433	<b>1,231</b>	-201	-14.1%
<b>Business Solutions</b>	External Sales	11,957	<b>10,243</b>	-1,714	-14.3%
	Operating Income	1,169	<b>894</b>	-275	-23.5%
<b>Business Services</b>	External Sales	23,747	<b>24,928</b>	1,181	5.0%
	Operating Income	1,183	<b>1,624</b>	441	37.3%
<b>IT Management</b>	External Sales	27,537	<b>29,496</b>	1,959	7.1%
	Operating Income	2,481	<b>3,295</b>	813	32.8%
<b>IT Platform Solutions</b>	External Sales	39,229	<b>43,022</b>	3,792	9.7%
	Operating Income	2,236	<b>2,452</b>	216	9.7%
<b>Prepaid Card Business</b>	External Sales	2,259	<b>2,592</b>	332	14.7%
	Operating Income	123	<b>251</b>	127	103.3%
<b>Others</b>	External Sales	586	<b>573</b>	-13	-2.3%
	Operating Income	153	<b>238</b>	84	55.1%
<b>Adjustment</b>	External Sales	—	<b>—</b>	—	—
	Operating Income	-742	<b>-941</b>	-199	—
<b>Total</b>	External Sales	205,914	<b>214,474</b>	8,560	4.2%
	Operating Income	15,000	<b>17,223</b>	2,222	14.8%

\*Internal Sales have been eliminated.

# (6) Operating income analysis

(Millions of yen)



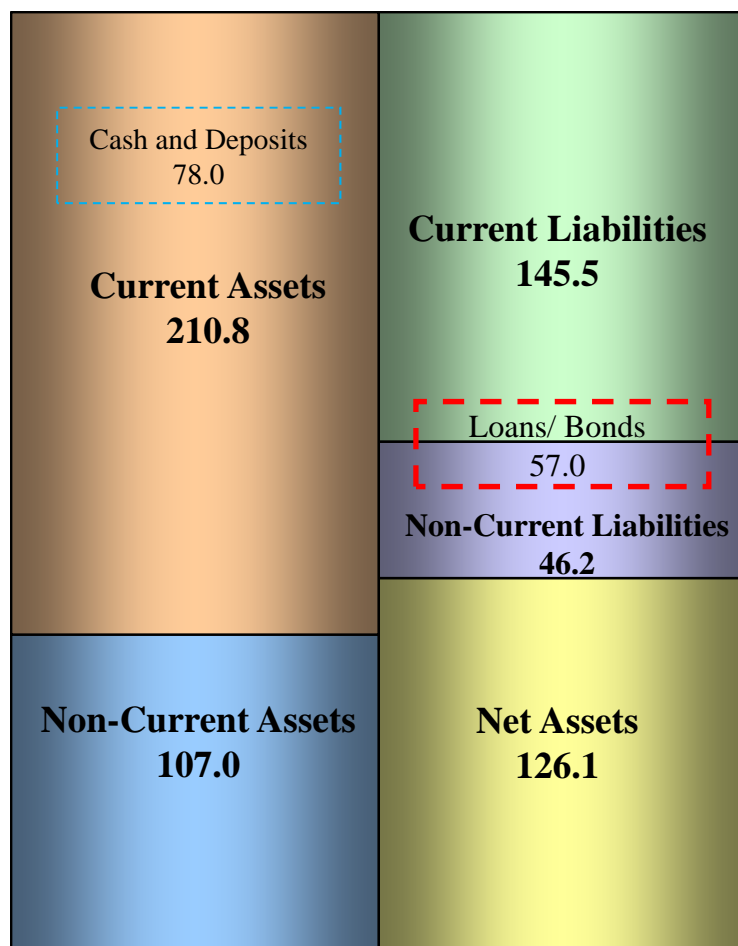


# (7) Consolidated balance sheet

(Billions of yen)

**As of March 31, 2014**

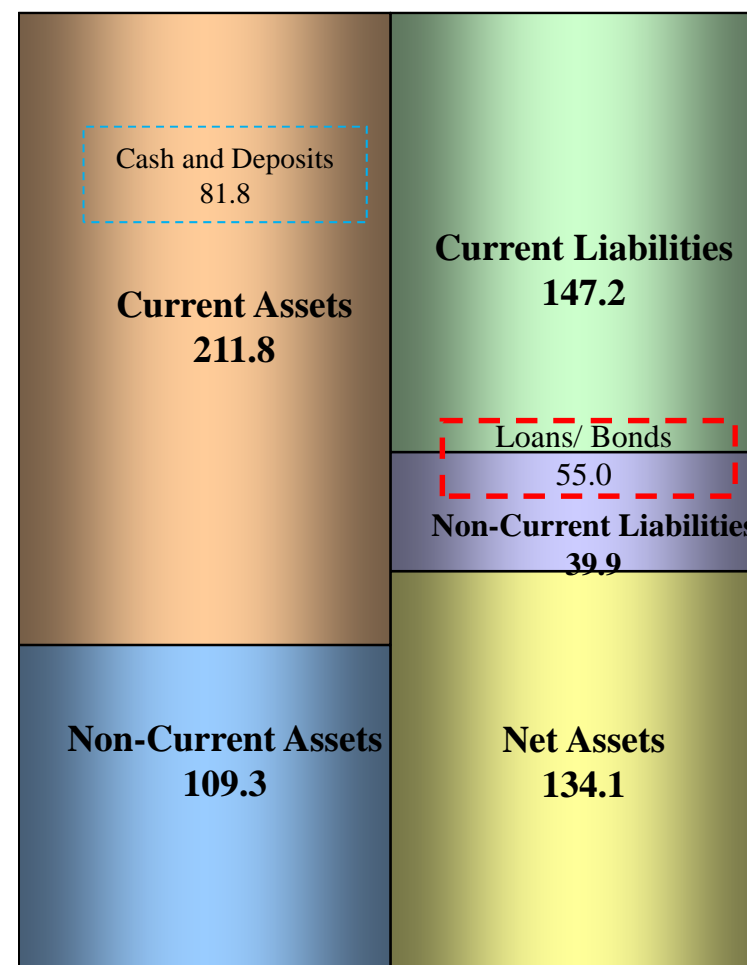
**Total Assets 317.9**



Equity ratio 37.9%  
BPS 1,161.29 yen

**As of December 31, 2014**

**Total Assets 321.2**



Equity ratio 40.0%  
BPS 1,237.06 yen

Pursue cross-selling

Expand global solution business

Strengthen cloud solution business

**Attention on the use of this document**

We have made amendment of previous year's data in page 5 (sales comparison by customer industry) to reflect the revision of industry applied to some customers.

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