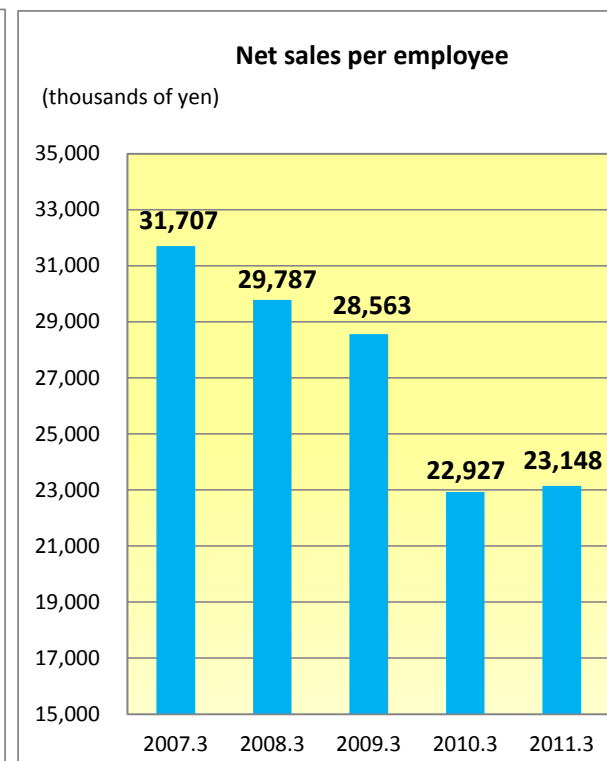
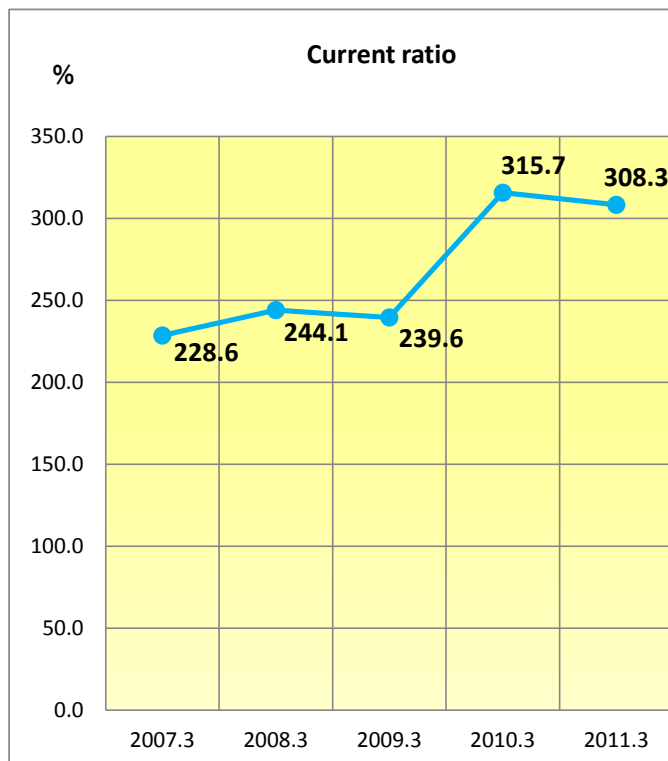
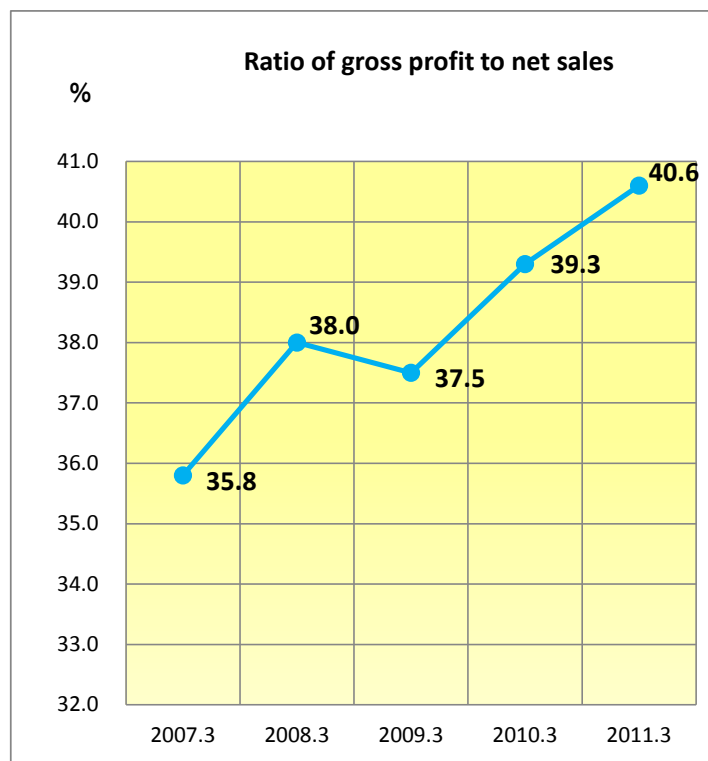


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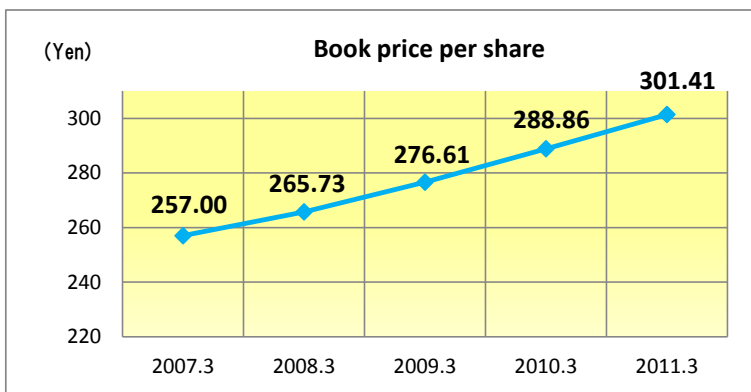
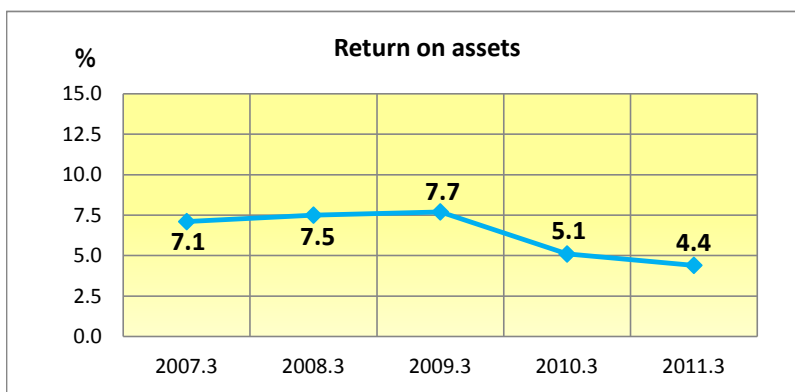
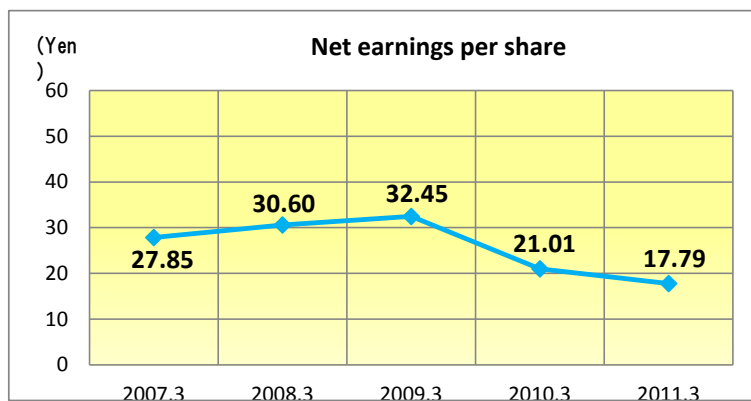
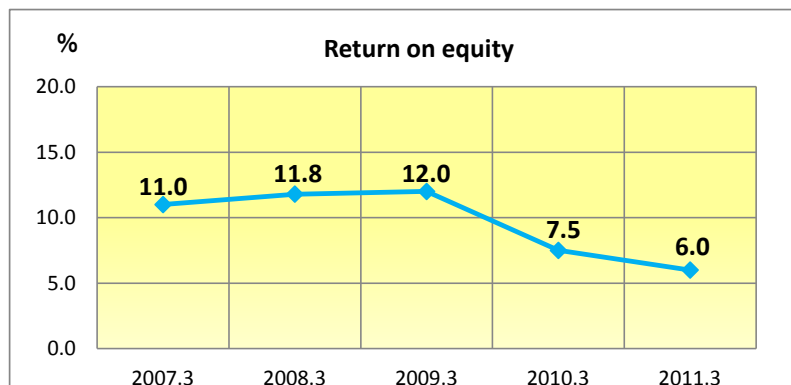


## Key Financial Indicators



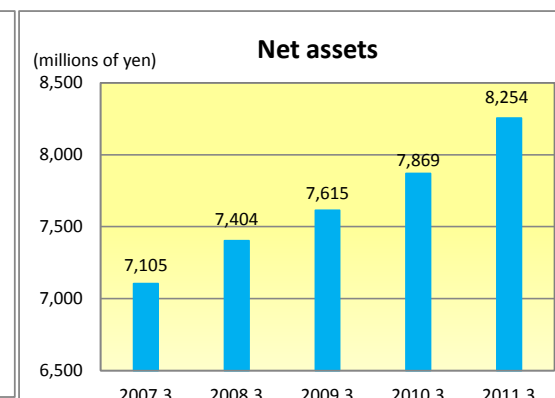
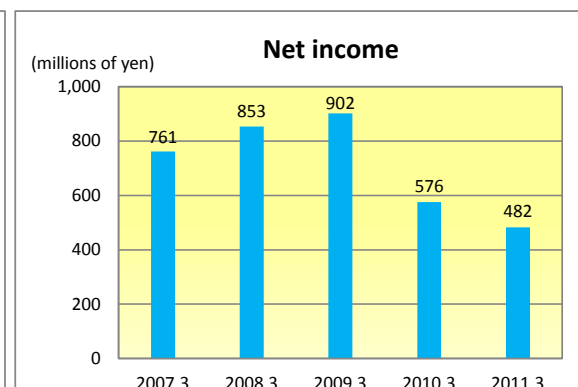
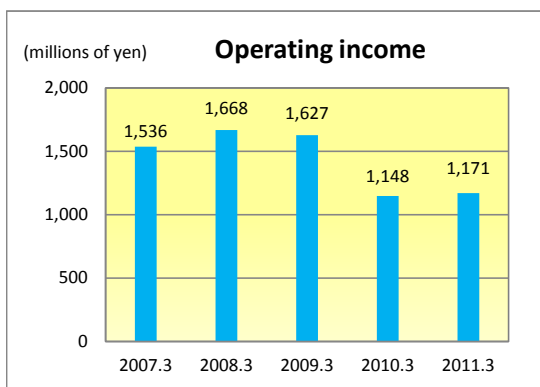
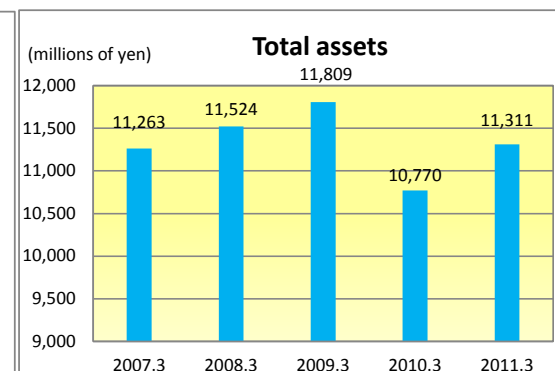
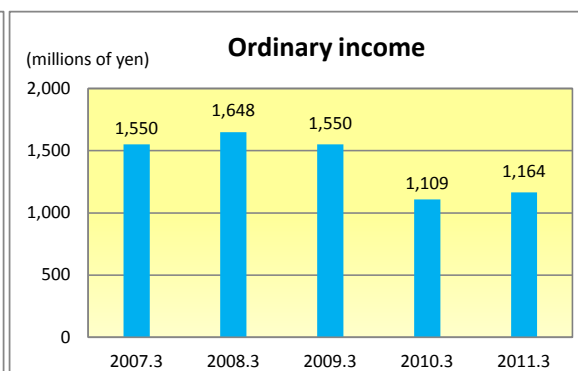
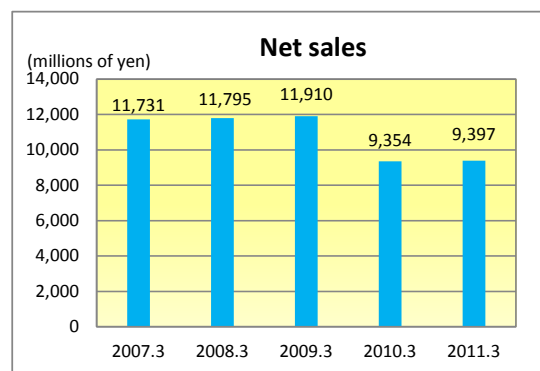
	2007.3	2008.3	2009.3	2010.3	2011.3
Ratio of gross profit to net sales(%)	35.8	38.0	37.5	39.3	<b>40.6</b>
Ratio of ordinary income to net sales(%)	13.2	14.0	13.0	11.9	<b>12.4</b>
Net sales per employee(thousands of yen)	31,707	29,787	28,563	22,927	<b>23,148</b>
Total assets turnover(times)	1.09	1.03	1.02	0.82	<b>0.85</b>
Capital adequacy turnover(times)	1.70	1.62	1.58	1.20	<b>1.16</b>
Capital adequacy equity ratio(%)	63.1	64.2	64.3	72.8	<b>72.3</b>
Current ratio(%)	228.6	244.1	239.6	315.7	<b>308.3</b>

## Key Value Indicators



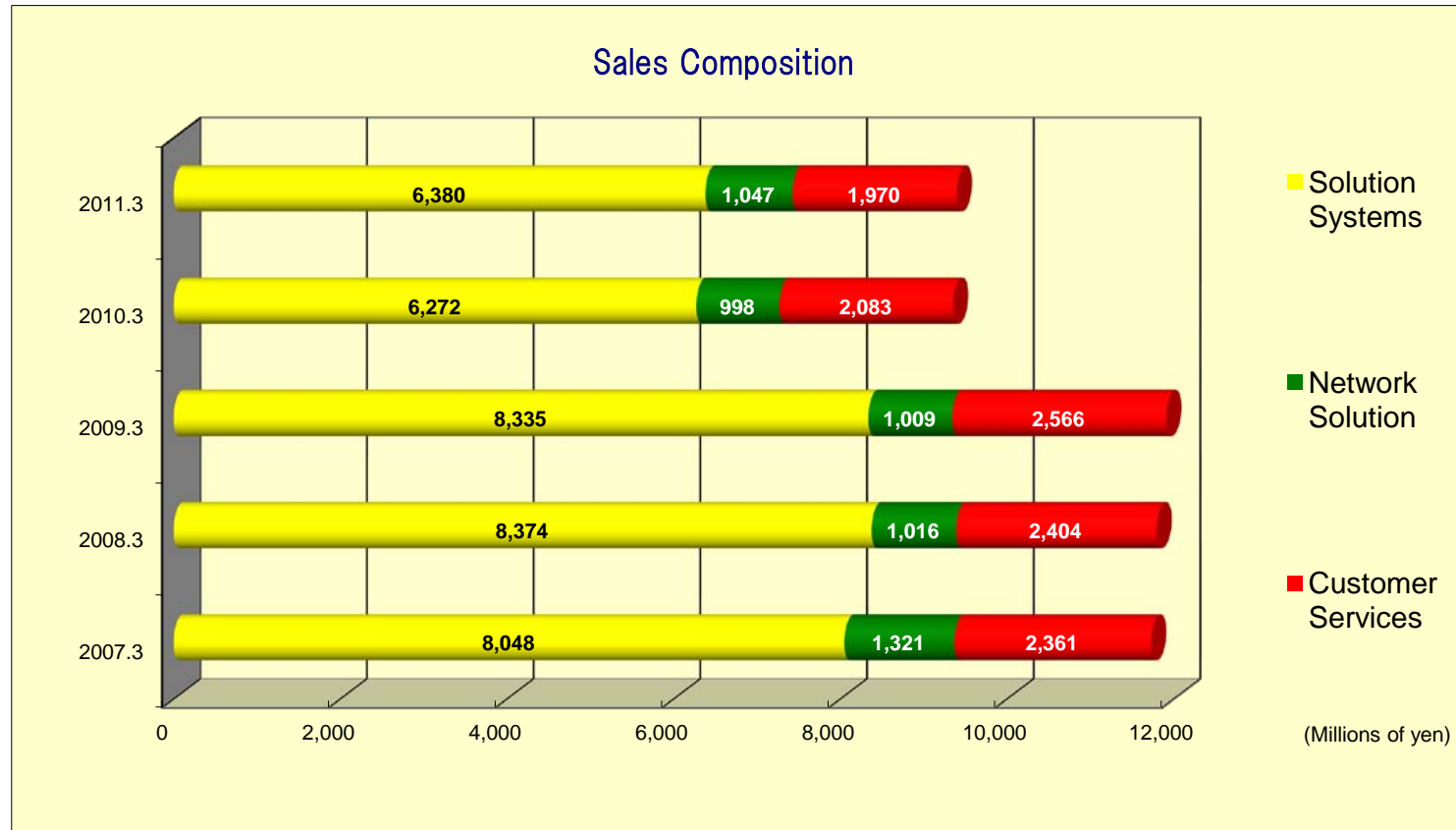
	2007.3	2008.3	2009.3	2010.3	2011.3
Return on equity(%)	11.0	11.8	12.0	7.5	<b>6.0</b>
Return on assets(%)	7.1	7.5	7.7	5.1	<b>4.4</b>
Book price per share(yen)	257.00	265.73	276.61	288.86	<b>301.41</b>
Net earnings per share(yen)	27.85	30.60	32.45	21.01	<b>17.79</b>
Dividend per share(yen)	9.0	9.5	10.0	10.0	<b>10.0</b>
payout ratio(%)	32.32	31.05	30.82	47.60	<b>56.21</b>
Price earnings ratio(times)	20.5	13.5	11.6	15.9	<b>14.7</b>
Price book-value ratio(times)	2.2	1.6	1.4	1.2	<b>0.9</b>

## Financial Highlights



	2007.3	2008.3	2009.3	2010.3	2011.3
Net sales(Millions of yen)	11,731	11,795	11,910	9,354	<b>9,397</b>
Operating income(Millions of yen)	1,536	1,668	1,627	1,148	<b>1,171</b>
Ordinary income(Millions of yen)	1,550	1,648	1,550	1,109	<b>1,164</b>
Net income(Millions of yen)	761	853	902	576	<b>482</b>
Total assets(Millions of yen)	11,263	11,524	11,809	10,770	<b>11,311</b>
Net assets(Millions of yen)	7,105	7,404	7,615	7,869	<b>8,254</b>
Total number of issued shares	29,430,000	29,430,000	29,430,000	29,430,000	<b>29,430,000</b>
Number of employees(persons)	370	396	417	408	<b>406</b>

## Sales Composition



	2007.3 (Millions of yen)		2008.3 (Millions of yen)		2009.3 (Millions of yen)		2010.3 (Millions of yen)		2011.3 (Millions of yen)	
Systems Solution	8,048	68.6%	8,374	71.0%	8,335	70.0%	6,272	67.0%	<b>6,380</b>	<b>67.9%</b>
Network Solution	1,321	11.3%	1,016	8.6%	1,009	8.5%	998	10.7%	<b>1,047</b>	<b>11.1%</b>
Customer Services	2,361	20.1%	2,404	20.4%	2,566	21.5%	2,083	22.3%	<b>1,970</b>	<b>21.0%</b>
Total	11,731	100.0%	11,795	100.0%	11,910	100.0%	9,354	100.0%	<b>9,397</b>	<b>100.0%</b>

## Consolidated Balance Sheets

### Assets

I.Current Asse	2010.3	2011.3
1.Cash and cash equivalents	1,957,010	1,900,089
2.Trade notes receivable	278,834	313,560
3.Accounts receivable-trade	1,708,065	1,948,067
4.Marketable securities	2,848,116	2,648,373
5.Purchased goods	58,695	168,837
6.Work in process	150,684	388,752
7.Supplies	18,017	19,962
8.Deferred tax asset	248,254	206,817
9.Others	125,610	112,470
Allowance for bad debts	△ 299	△ 498
<b>Total Current Assets</b>	<b>7,392,990</b>	<b>7,706,432</b>
<b>II. Fixed Assets</b>		
1.Tangible fixed assets		
(1)Buildings and structures	416,397	395,919
(2)Machinery and equipment	2,347	1,818
(3)Instrument,appliances and furnishings	233,696	185,876
(4)Land	149,565	149,565
(5)Lease equipment	1,912	819
(6)Construction in progress	6,289	-
(7)Others	9,399	8,729
<b>Total Tangible Fixed Assets</b>	<b>819,607</b>	<b>742,729</b>
2.Intangible fixed assets		
(1)Software	614,037	776,023
(2)Trademark rights	1,022	357
(3)Others	215,630	14,767
<b>Total Intangible Fixed Assets</b>	<b>830,691</b>	<b>791,148</b>
3.Investments and other assets		
(1)Investment securities	647,365	626,157
(2)Stocks of affiliated companies	418,810	405,884
(3)Deferred tax asset	184,438	223,346
(4)Guarantee deposits	295,016	279,539
(5)Membership rights	25,356	25,356
(6)Insurance reserves	53,061	104,630
(7)Others	103,462	408,978
(8)Allowance for bad debts	△ 285	△ 2,273
<b>Total of investments and other assets</b>	<b>1,727,225</b>	<b>2,071,620</b>
<b>Total fixed Assets</b>	<b>3,377,523</b>	<b>3,605,498</b>
<b>Total Assets</b>	<b>10,770,513</b>	<b>11,311,931</b>

### Liabilities

I.Current Liabilities	2010.3	2011.3
1.Accounts payable-trade	958,437	1,129,583
2.Lease obligations	1,064	1,005
3.Deferred tax liabilities	1	4
4.Accrued income tax	341,976	375,002
5.Accrued consumption tax	22,116	24,583
6.Advances received	380,439	384,544
8.Accrued bonuses	382,000	368,700
9.Others	255,715	216,340
<b>Total Current Liabilities</b>	<b>2,341,751</b>	<b>2,499,763</b>
<b>II.Long-term Liabilities</b>		
1.Lease obligations	1,005	-
2.Reserve for severance benefit	293,418	166,062
3.Reserve for directors'retirement allowance	13,863	15,363
4.Long-term debt	251,384	376,601
<b>Total Long-term Liabilities</b>	<b>559,671</b>	<b>558,027</b>
<b>Total Liabilities</b>	<b>2,901,422</b>	<b>3,057,790</b>
<b>I.Stockholder's equity</b>		
1.Capital stock	1,124,669	1,124,669
2.Capital surplus		
Capital reserve	1,221,189	1,221,189
3.Retained earnings		
Accumulated Earnings	97,566	97,566
Contingent reserve	5,512,690	5,512,690
Deferred retained earnings	858,128	1,069,325
4.Treasury stock	△ 900,670	△ 900,696
<b>Total Stockholder's equity</b>	<b>7,913,571</b>	<b>8,124,743</b>
<b>II.Variance of revaluation</b>		
1.Unrealized holding gain on securities	△ 77,892	51,594
2.Deferred gain and loss from hedging	659	424
<b>Total Variance of revaluation</b>	<b>△ 77,232</b>	<b>52,018</b>
3 Equity warrant	19,581	69,640
4 Minority interests	13,169	7,737
<b>Net Assets</b>	<b>7,869,090</b>	<b>8,254,140</b>
<b>Total Liabilities and Net Assets</b>	<b>10,770,513</b>	<b>11,311,931</b>

## Consolidated Statements of Income

	2010.3	2011.3
I.Sales	9,354,270	9,397,922
II.Cost of sales	5,680,497	5,586,653
<b>Gross profit on sales</b>	<b>3,673,773</b>	<b>3,811,268</b>
III.Selling,general and administration expenses	2,524,955	2,640,098
<b>Operating Income</b>	<b>1,148,817</b>	<b>1,171,170</b>
IV.Non-operating income		
1.Interest earned	1,897	1,240
2.Interest on securities	10,627	4,765
3.Dividends earned	10,731	10,662
4.Investment profit on equity method	-	-
5.Miscellaneous income	65,759	13,885
<b>Total non-operating Income</b>	<b>89,016</b>	<b>30,554</b>
V.Non-operating expenses		
1.Interest paid	117	64
2.Payment commission	8,145	6,958
3.Loss from revaluation of securities	57,923	-
4.Loss on disposal of fixed assets	6,572	5,461
5.Investment loss on equity method	51,875	11,022
6.Miscellaneous losses	3,514	14,051
<b>Total Non-operating expenses</b>	<b>128,149</b>	<b>37,559</b>
<b>Ordinary Income</b>	<b>1,109,684</b>	<b>1,164,166</b>
<b>Net income before tax</b>	<b>1,109,684</b>	<b>962,085</b>
Corporation,inhabitants and enterprise taxes	403,752	476,251
Income tax adjustments	133,522	8,781
Minority Interests loss	△ 3,610	△ 5,431
<b>Net income</b>	<b>576,019</b>	<b>482,484</b>

## Consolidated Statements of Cash Flows

	2010.3	2011.3
<b>I. Cash flow from operating activities</b>		
Net pre-tax income	1,109,684	962,085
Depreciation and amortization	401,634	548,417
Provision for bonuses	△ 34,700	△ 13,300
Increase/decrease in reserve for retirement allowance	16,117	△ 127,356
Increase/Decrease in Reserve for directors' retirement benefits	1,813	1,500
Increase/Decrease in long-term debt	△ 38,621	125,217
Stock based compensation expense	19,581	50,058
Equity in loss (earnings) of affiliates	51,875	11,022
Loss on evaluation of investment securities	57,923	171,638
Loss on disposal of fixed assets	6,572	5,461
Loss on valuation of membership rights	-	-
Decrease in notes and accounts receivable	975,826	△ 294,931
Increase/decrease in inventories	147,316	△ 350,155
Increase in notes and accounts payable	△ 854,704	171,145
Income tax paid	△ 634,297	△ 452,584
Others	△ 79,129	88,463
<b>Net cash used in operating activities</b>	<b>1,146,894</b>	<b>896,683</b>
<b>II. Cash flow from investing activities</b>		
Increase in time deposits	△ 550,000	△ 300,000
Decrease in time deposits	500,000	450,000
Purchase of marketable/investment securities	△ 1,298,984	△ 2,421,919
Proceeds from sales of marketable/investment securities	998,254	2,198,894
Purchase of fixed assets	△ 508,942	△ 517,763
Clearance of fixed assets	-	-
Purchase of acquisition of membership rights	△ 17,776	-
Proceeds from sales of membership rights	17,000	-
Others	14,945	△ 40,551
<b>Net cash used in investing activities</b>	<b>△ 845,503</b>	<b>△ 631,339</b>
<b>III. Cash flow from financing activities</b>		
Proceeds from issue of stock	-	-
Purchase of treasury stock	△ 266,234	△ 25
Income for disposal of treasury stock	142,857	-
Cash dividends paid	△ 275,205	△ 270,935
Others	△ 1,113	△ 1,064
<b>Net cash used in financing activities</b>	<b>△ 399,696</b>	<b>△ 272,025</b>
<b>IV. Effect of exchange rate changes on cash and cash equivalents</b>	<b>-</b>	<b>-</b>
<b>V. Increase/decrease in cash and cash equivalents</b>	<b>△ 98,305</b>	<b>△ 6,681</b>
<b>VI. Cash and cash equivalents at beginning of year</b>	<b>4,053,635</b>	<b>3,955,329</b>
<b>VII. Cash and cash equivalents at end of year</b>	<b>3,955,329</b>	<b>3,948,648</b>