

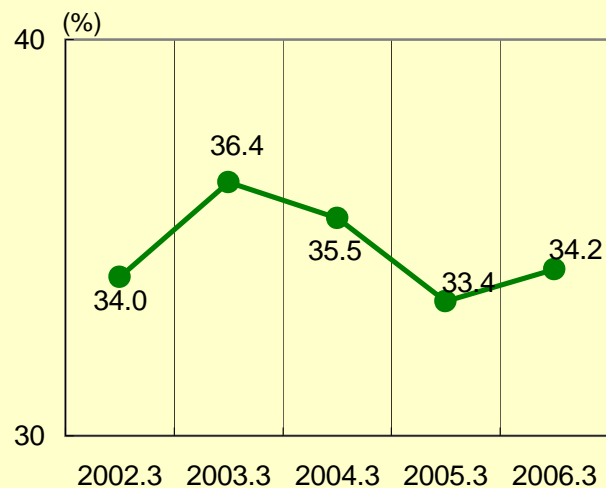
FACT BOOK 2006



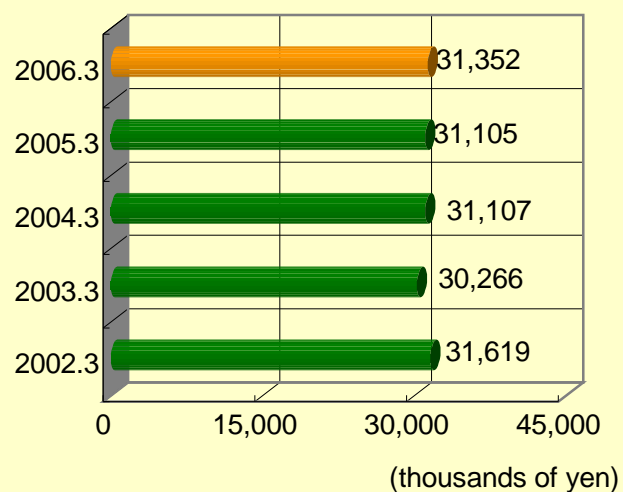
Key Financial Indicators

	2002.3	2003.3	2004.3	2005.3	2006.3
Ratio of gross profit to net sales(%)	34.0	36.4	35.5	33.4	34.2
Ratio of ordinary income to net sales(%)	8.4	9.9	9.7	9.4	10.8
Net sales per employee(thousands of yen)	31,619	30,266	31,107	31,105	31,352
Total assets turnover(times)	1.11	1.14	1.11	1.12	1.16
Shareholders' equity turnover(times)	2.06	1.97	1.95	1.91	1.86
Shareholders' equity ratio(%)	59.1	57.2	57.1	60.1	65.0
Current ratio(%)	229.2	193.5	182.5	190.2	227.1

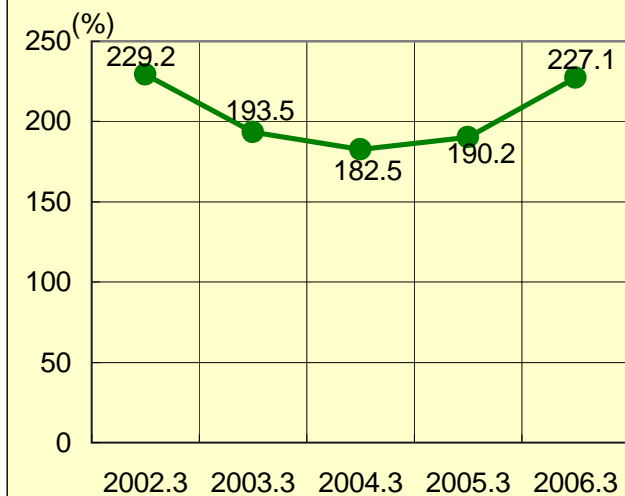
Ratio of gross profit to net sales



Net sales per employee

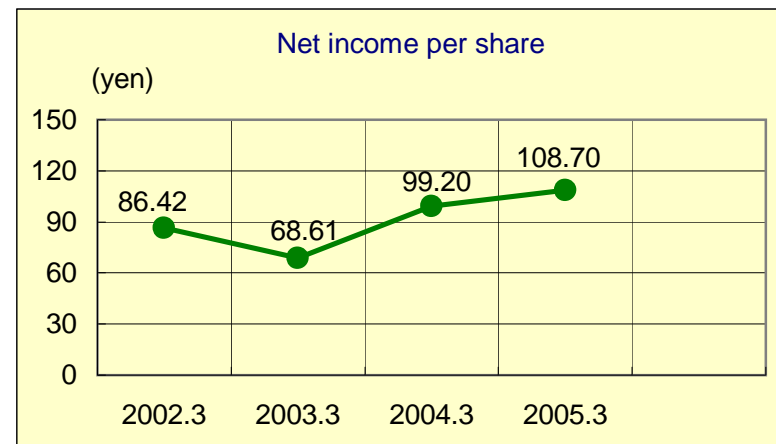
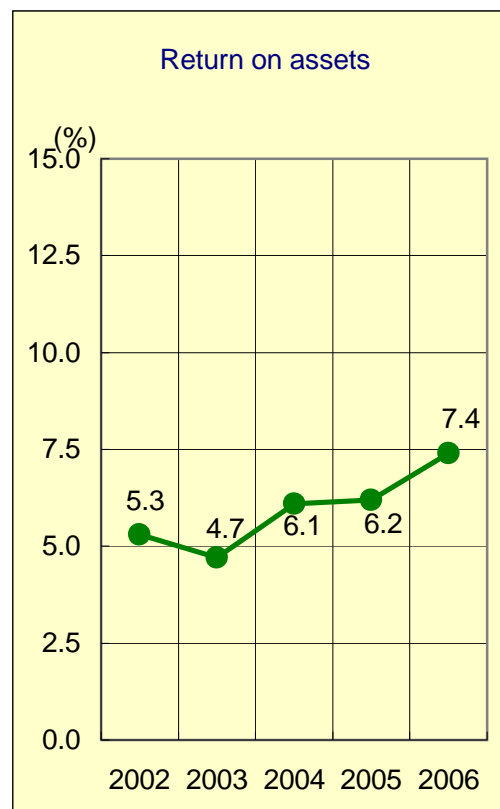
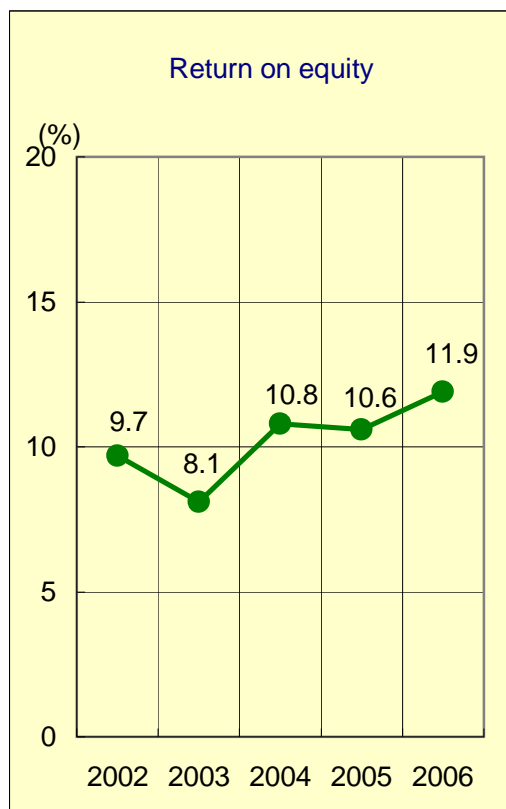


Current ratio

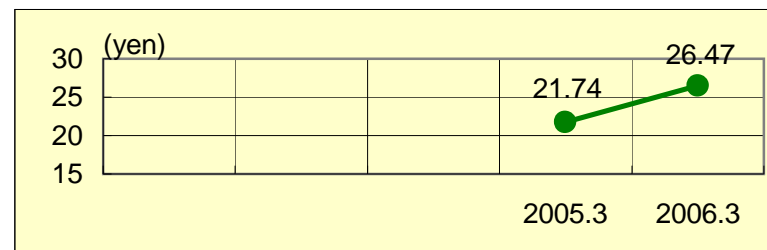


Key Value Indicators

	2002.3	2003.3	2004.3	2005.3	2006.3
Return on equity(%)	9.7	8.1	10.8	10.6	11.9
Return on assets(%)	5.3	4.7	6.1	6.2	7.4
Shareholders' equity per share(yen)	902.99	936.14	1,055.24	1,104.17	246.88
Net income per share(yen)	86.42	68.61	99.20	108.70	26.47
Dividend per share(yen)	14	14	20	28	8
payout ratio(%)	16.06	20.41	20.16	25.76	30.22
Price earnings ratio(times)	11.3	8.8	12.8	18.9	48.0
Price book-value ratio(times)	1.1	0.6	1.2	1.9	5.1

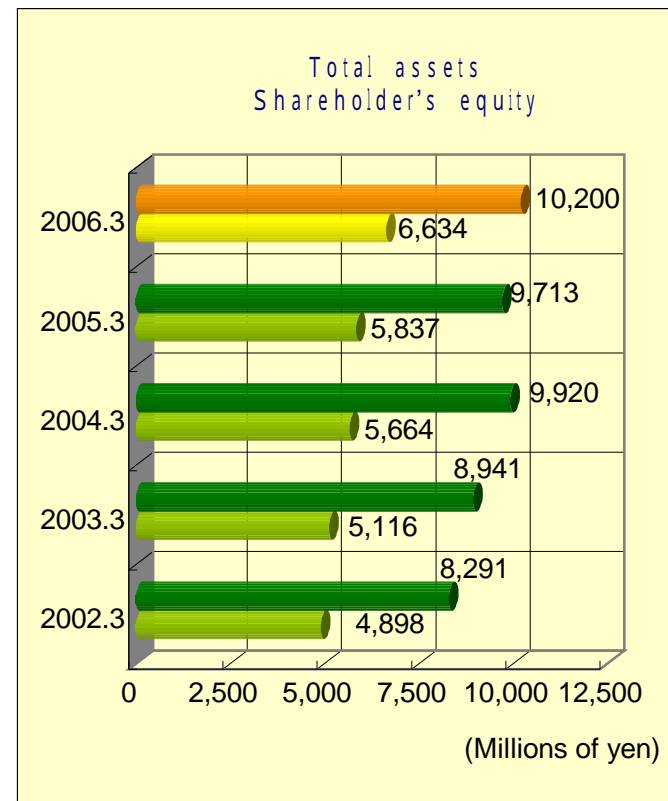
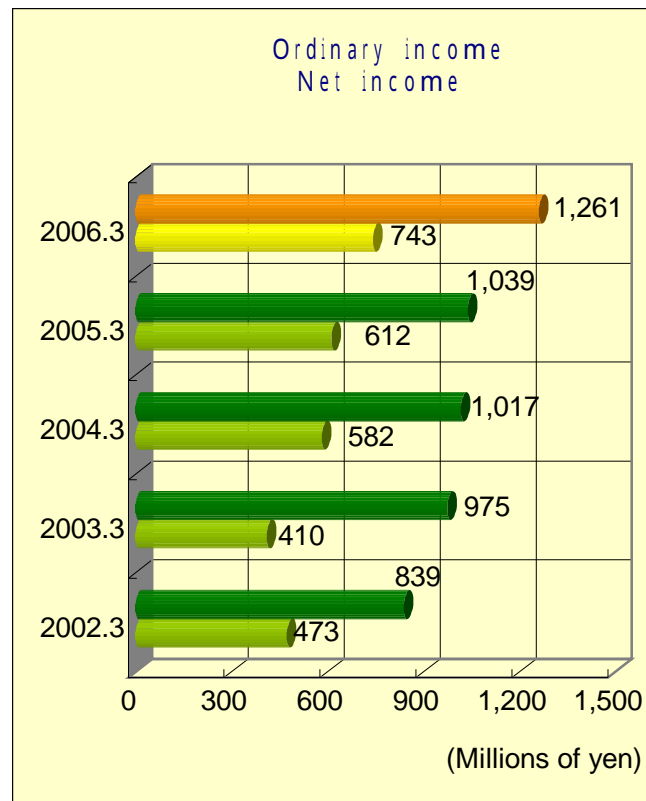
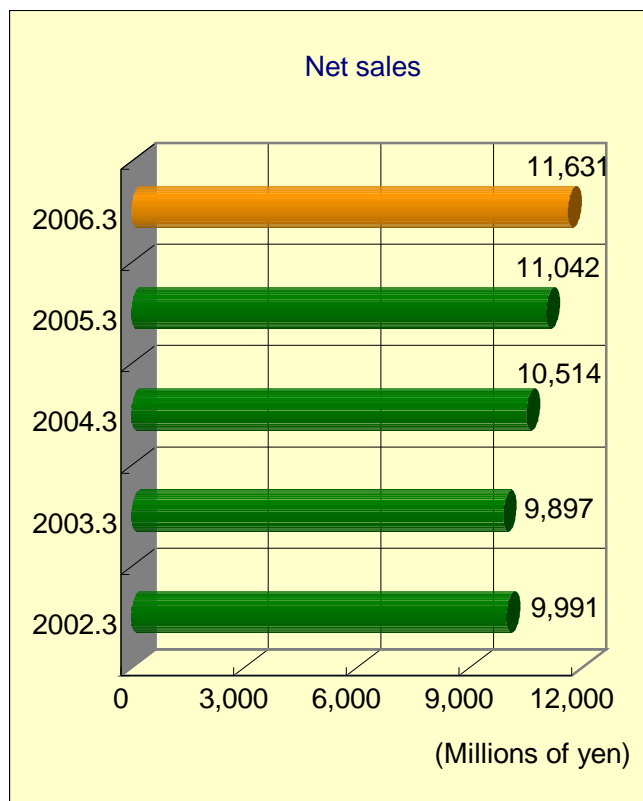


We conducted a 1 for 5 stock split effective on September 20, 2005.
For your reference, the basic and diluted of net income per share of common stock calculated with the assumption that the stock split had been made at the beginning of each fiscal year is as follows.



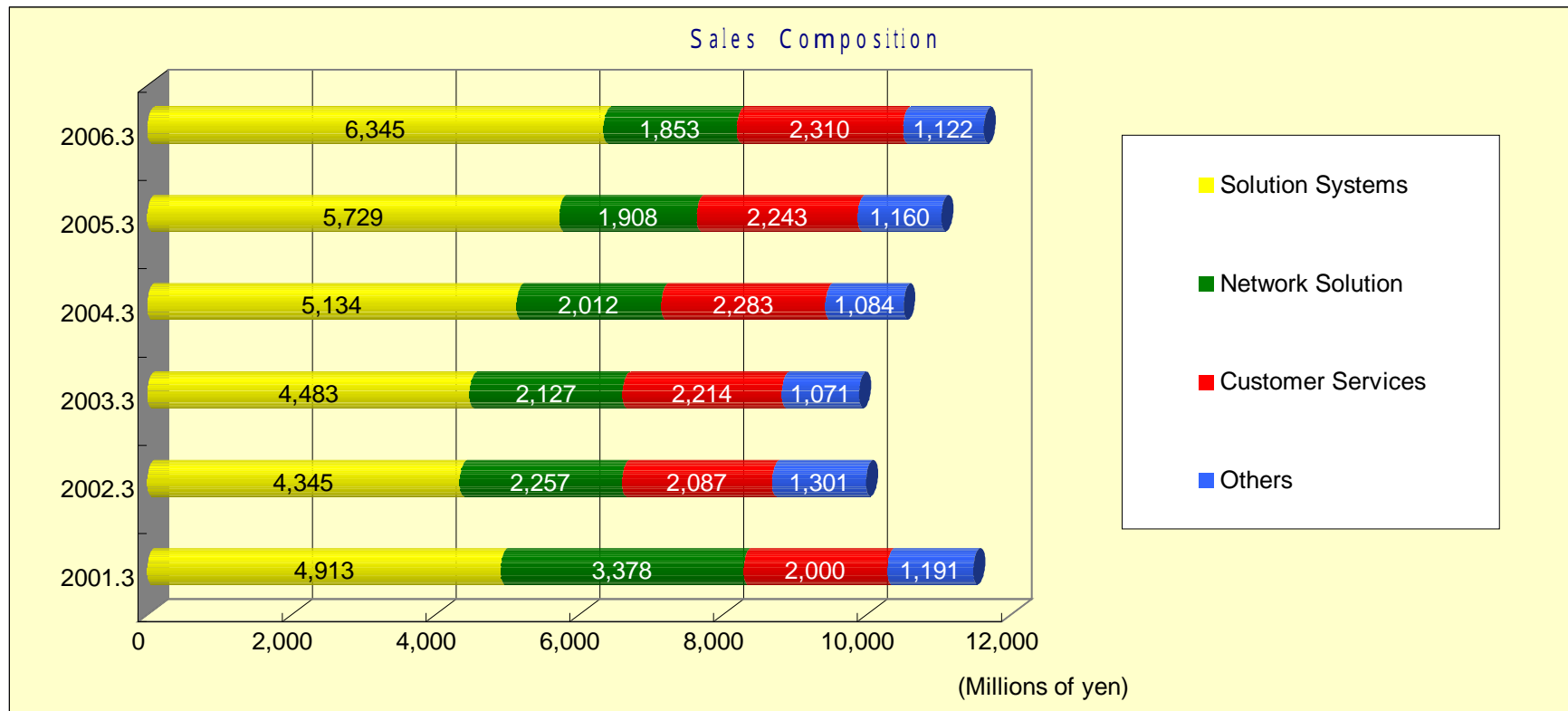
Financial Highlights

	2002.3	2003.3	2004.3	2005.3	2006.3
Net sales(Millions of yen)	9,991	9,897	10,514	11,042	11,631
Operating income(Millions of yen)	827	995	996	988	1,254
Ordinary income(Millions of yen)	839	975	1,017	1,039	1,261
Net income(Millions of yen)	473	410	582	612	743
Total assets(Millions of yen)	8,291	8,941	9,920	9,713	10,200
Shareholders' equity(Millions of yen)	4,898	5,116	5,664	5,837	6,634
Total number of issued shares	5,514,000	5,514,000	5,514,000	5,608,000	28,497,500
Number of employees(persons)	319	335	338	355	371



Sales Composition

	2002.3		2003.3		2004.3		2005.3		2006..3	
	(Millions of yen)		(Millions of yen)		(Millions of yen)		(Millions of yen)		(Millions of yen)	
Solution Systems	4,345	43.5%	4,483	45.3%	5,134	48.8%	5,729	51.9%	6,345	54.5%
Network Solution	2,257	22.6%	2,127	21.5%	2,012	19.2%	1,908	17.3%	1,853	15.9%
Customer Services	2,087	20.9%	2,214	22.4%	2,283	21.7%	2,243	20.3%	2,310	19.9%
Others	1,301	13.0%	1,071	10.8%	1,084	10.3%	1,160	10.5%	1,122	9.7%
Total	9,991	100.0%	9,897	100.0%	10,514	100.0%	11,042	100.0%	11,631	100.0%



Balance Sheets

Assets

(Unit: Thousands of yen)

Current Assets	2002.3	2003.3	2004.3	2005.3	2006.3
1 . Cash and cash equivalents	1,965,464	1,914,514	2,071,122	1,637,243	1,973,043
2 . Trade notes receivable	604,232	640,696	678,793	552,741	519,685
3 . Accounts receivable-trade	1,694,165	2,382,637	1,807,629	2,896,370	2,415,900
4 . Marketable securities	849,696	999,974	1,620,263	420,333	1,247,167
5 . Purchased goods	306,298	177,952	219,487	424,629	263,914
6 . Work in process	191,146	98,909	131,207	308,075	257,570
7 . Supplies	12,148	13,929	15,795	13,987	14,081
8 . Advanced money	18,742	16,763	-	-	-
9 . Prepaid expenses	30,255	82,995	72,190	114,291	146,988
10 . Deferred taxes	73,611	120,327	204,197	198,725	208,697
11 . Others	5,785	49,859	22,714	53,521	69,540
Allowance for bad debts	6,355	4,415	745	698	599
Total Current Assets	5,745,193	6,494,145	6,842,655	6,619,221	7,115,990
Fixed Assets					
1 . Tangible fixed assets					
(1) Equipment leased to customers	13,397	11,143	10,621	10,566	10,373
(2) Buildings and structures	533,890	552,863	522,409	534,468	520,314
(3) Machinery and equipment	8,063	6,652	5,488	3,995	3,296
(4) Instrument, appliances and furnishings	430,118	508,264	443,782	363,438	341,016
(5) Land	172,494	172,494	161,882	161,882	161,882
Total Tangible Fixed Assets	1,157,964	1,251,419	1,144,184	1,074,351	1,036,883
2 . Intangible fixed assets					
(1) Trademark rights	19,072	16,694	14,315	11,982	9,668
(2) Software	15,159	6,968	454,025	481,579	337,741
(3) Telephone subscription rights	7,579	7,579	7,579	7,579	7,579
(4) Telephone facility access rights	1,174	1,002	831	677	525
(5) Others	-	10,000	43,745	71,787	49,613
Total Intangible Fixed Assets	42,986	42,245	520,496	573,606	405,128
3 . Investments and other assets					
(1) Investment securities	718,740	420,887	780,254	797,564	1,098,173
(2) Stocks of affiliated companies	3,250	3,250	3,250	9,250	115,775
(3) Long-term loan to the employees	1,994	1,232	596	-	-
(4) Claim in bankruptcy, claim in reorganization, and other claims applying to such claims	4,363	808	157	0	0
(5) Long-term prepaid expenses	1,959	-	4,333	4,079	2,862
(6) Guarantee deposits	220,751	259,466	258,941	258,843	258,841
(7) Membership rights	138,956	118,257	28,477	26,577	26,277
(8) Insurance reserves	65,000	65,649	99,552	62,452	62,452
(9) Deferred taxed	286,843	381,098	244,345	195,164	85,258
(10) Long-term deposit	-	-	-	100,000	-
(11) Allowance for bad debts	96,831	97,207	6,795	7,627	7,337
Total of investments and other assets	1,345,027	1,153,441	1,413,112	1,446,303	1,642,303
Total fixed Assets	2,545,978	2,447,105	3,077,793	3,094,261	3,084,315
Total Assets	8,291,171	8,941,250	9,920,448	9,713,483	10,200,305

Balance Sheets

Liabilities

(Unit: Thousands of yen)

Current Liabilities	2002.3	2003.3	2004.3	2005.3	2006.3
1 . Trade notes payable	695,533	840,551	871,973	438,181	-
2 . Accounts payable-trade	784,830	1,177,611	1,559,926	1,797,013	1,744,008
3 . Current portion of long-term loan(to be paid within one year)	297,300	435,300	-	-	-
4 . Accounts payable-other	60,029	85,061	194,489	186,593	163,764
5 . Accrued expenses	123	150	41,982	42,142	39,803
6 . Accrued income tax	131,038	250,000	378,454	314,170	361,000
7 . Accrued consumption tax	57,439	61,553	71,177	56,092	81,334
8 . Advances received	204,092	232,210	248,689	286,879	363,892
9 . Deposits received	24,282	14,899	12,878	13,383	2,261
10 . Accrued bonuses	240,000	255,000	353,000	343,000	362,000
11 . Others	12,343	2,849	17,177	3,587	15,979
Total Current Liabilities	2,507,013	3,355,538	3,749,749	3,481,044	3,134,044
Long-term Liabilities					
1 . Long-term loans payable	435,300	-	-	-	-
2 . Long-term accounts payable	31,326	24,867	18,504	12,049	-
3 . Reserve for severance benefit	172,778	166,961	185,553	198,888	221,952
4 . Reserve for directors' retirement allowance	246,010	277,340	301,910	183,530	209,360
Total Long-term Liabilities	885,414	469,168	505,967	394,468	431,312
Total Liabilities	3,392,427	3,824,706	4,255,717	3,875,512	3,565,357

Shareholders' Equity

. Capital stock	955,000	955,000	955,000	983,952	1,012,134
. Additional paid-in capital					
Capital reserve	1,052,000	1,052,000	1,052,000	1,080,952	1,109,134
. Accumulated Earnings					
1 . Earned surplus reserve	94,356	94,356	94,356	94,356	94,356
2 . Optional Reserve					
(1) Program reserve	21,045	10,476	5,425	1,787	1,191
(2) Contingent reserve	2,322,500	2,682,500	2,982,500	3,402,500	3,832,500
3 . Unappropriated retained earnings	551,433	498,281	671,461	713,291	841,149
Total Accumulated Earnings	2,989,335	3,285,615	3,753,743	4,211,935	4,769,197
. Difference in evaluation of other securities	112,132	33,653	213,840	221,983	405,334
. Treasury stock	209,724	209,724	309,852	660,852	660,852
Total Shareholders Equity	4,898,744	5,116,544	5,664,731	5,837,970	6,634,948
Total Liabilities and Shareholders Equity	8,291,171	8,941,250	9,920,448	9,713,483	10,200,305

Statements of Income

(Unit: Thousands of yen)

	2002.3	2003.3	2004.3	2005.3	2006.3
. Sales	9,991,819	9,897,135	10,514,091	11,042,554	11,631,902
. Cost of sales	6,592,525	6,290,208	6,785,799	7,349,348	7,653,347
Gross profit on sales	3,399,293	3,606,926	3,728,291	3,693,206	3,978,554
. Selling, general and administration expenses	2,571,598	2,611,460	2,731,442	2,704,389	2,724,441
Operating Income	827,694	995,466	996,848	988,816	1,254,112
. Non-operating income					
1 . Interest earned	424	273	152	186	2,273
2 . Interest on securities	3,200	974	699	346	157
3 . Dividends earned	5,056	6,121	5,525	6,764	8,273
4 . Profit on sales of securities	2,085	-	17,857	74,193	342
5 . Reversal of allowance for doubtful accounts	9,191	-	-	-	-
6 . Miscellaneous income	30,262	19,375	19,420	12,188	65,684
Total non-operating income	50,220	26,746	43,655	93,680	76,732
. Non-operating expenses					
1 . Interest paid	17,229	11,773	5,194	1,420	1,029
2 . Loss on securities revaluation	-	-	-	10,136	7,959
3 . Provision for doubtful accounts	970	-	-	-	-
4 . Loss on evaluation of memberships	5,570	18,198	-	-	-
5 . Miscellaneous losses	15,581	17,157	17,968	31,717	60,203
Total Non-operating expenses	38,381	47,129	23,160	43,275	69,194
Ordinary Income	839,533	975,082	1,017,343	1,039,221	1,261,650
. Extraordinary profit					
1 . Profit on sale of investment securities	-	61,033	-	-	-
. Extraordinary loss					
1 . Losses on sale of investment securities	-	109,577	-	-	-
2 . Head-Office Relocation expenses	-	172,313	-	-	-
Net income before tax	839,533	754,225	1,017,343	1,039,221	1,261,650
Corporation, inhabitants and enterprise taxes	359,400	426,688	506,000	378,000	544,092
Income tax adjustments	7,130	82,692	70,735	49,066	25,855
Net income	473,003	410,229	582,078	612,155	743,413
Retained earnings brought forward from previous period	78,430	88,052	89,382	101,135	97,736
Unappropriated retained earnings	551,433	498,281	671,461	713,291	841,149

Statements of Cash Flows

(Unit: Thousands of yen)

	2002.3	2003.3	2004.3	2005.3	2006.3
. Cash flow from operating activities					
Net pre-tax income	839,533	754,225	1,017,343	1,039,221	1,261,650
Depreciation and amortization	243,193	238,989	299,635	441,818	453,810
Provision for bonuses	96,000	15,000	98,000	10,000	19,000
Increase in reserve for retirement allowance	43,446	25,512	43,162	105,044	48,894
Gain(loss)on sale of investment/marketable securities	845	61,033	17,857	74,193	342
Loss on evaluation of investment securities	-	109,577	2,373	10,136	7,959
Loss on sale/disposal of fixed assets	6,066	70,342	2,208	8,329	5,198
Loss on revaluation of memberships	5,570	22,126	-	-	-
Directors'bonuses paid	47,500	38,000	38,000	47,500	39,100
Decrease in notes and accounts receivable	1,135,126	725,743	536,753	962,689	513,526
Increase/decrease in inventories	188,840	218,317	75,698	380,202	211,127
Increase in notes and accounts payable	707,282	537,800	556,097	191,798	488,312
Income from claims in bankruptcy and collection of restructured debt	22,378	-	-	-	-
Income tax paid	597,097	307,727	377,545	453,992	508,445
Others	162,897	70,562	167,683	90,675	86,353
Net cash used in operating activities	874,224	788,823	2,214,154	816,591	1,571,322
. Cash flow from investing activities					
Increase in time deposits	5,000	-	-	100,000	-
Decrease in time deposits	20,000	-	-	-	100,000
Purchase of marketable/investment securities	781,504	763,513	770,887	52,140	506,321
Proceeds from sales of marketable/investment securities	845,524	826,074	900,140	436,910	100,887
Purchase of fixed assets	235,093	392,948	827,775	422,461	263,275
Others	44,255	36,044	52,487	39,947	49,176
Net cash used in investing activities	111,818	366,432	646,035	97,744	617,885
. Cash flow from financing activities					
Repayment of short-term loans	-	-	-	-	-
Proceeds from long-term debt	-	-	-	-	-
Repayment of long-term debt	264,510	297,300	435,300	-	-
Proceeds from issue of stock	-	-	-	57,904	56,364
Purchase of treasury stock	64,487	-	100,128	351,000	-
Cash dividends paid	65,808	75,950	75,950	106,464	147,050
Others	2,077	-	-	-	-
Net cash used in financing activities	392,727	373,250	611,378	399,560	90,686
. Effect of exchange rate changes on cash and cash equivalents	1,432	101	19	0	47
. Increase/decrease in cash and cash equivalents	371,110	49,243	956,760	1,313,895	862,797
. Cash and cash equivalents at beginning of year	1,994,357	2,365,468	2,414,711	3,371,472	2,057,576
. Cash and cash equivalents at end of year	2,365,468	2,414,711	3,371,472	2,057,576	2,920,374