

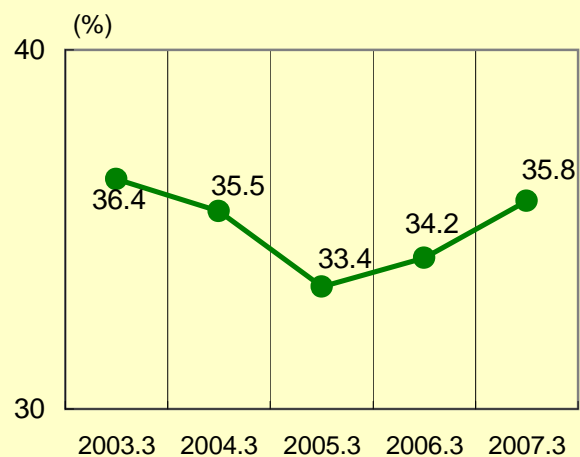
# FACT BOOK 2007.3



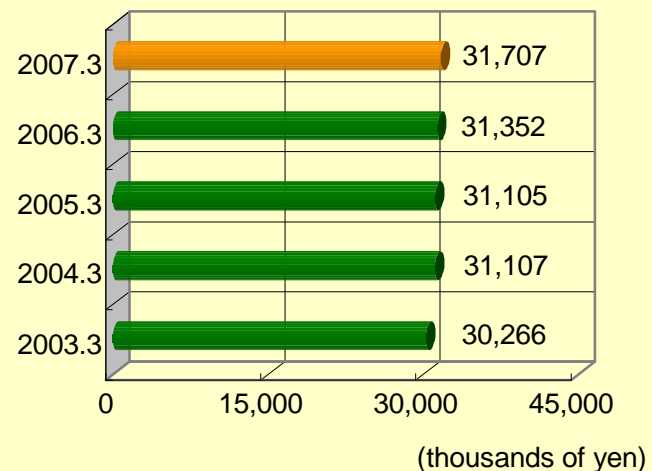
## Key Financial Indicators

	2003.3	2004.3	2005.3	2006.3	2007.3
Ratio of gross profit to net sales(%)	36.4	35.5	33.4	34.2	<b>35.8</b>
Ratio of ordinary income to net sales(%)	9.9	9.7	9.4	10.8	<b>13.2</b>
Net sales per employee(thousands of yen)	30,266	31,107	31,105	31,352	<b>31,707</b>
Total assets turnover(times)	1.14	1.11	1.12	1.16	<b>1.09</b>
Capital adequacy turnover(times)	1.97	1.95	1.91	1.86	<b>1.70</b>
Capital adequacy equity ratio(%)	57.2	57.1	60.1	65.0	<b>63.1</b>
Current ratio(%)	193.5	182.5	190.2	227.1	<b>228.6</b>

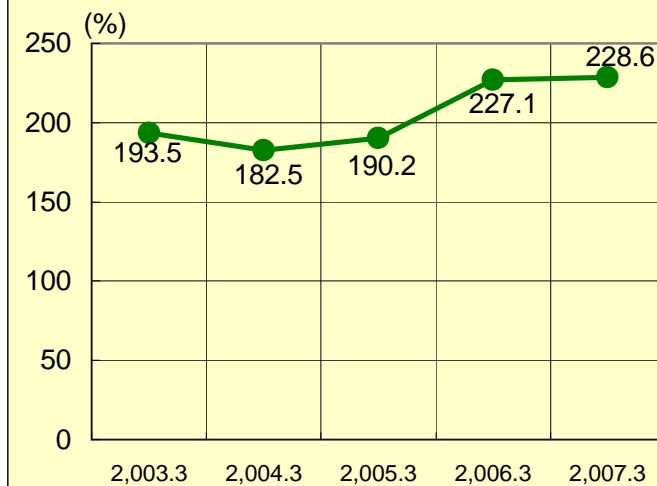
Ratio of gross profit to net sales



Net sales per employee

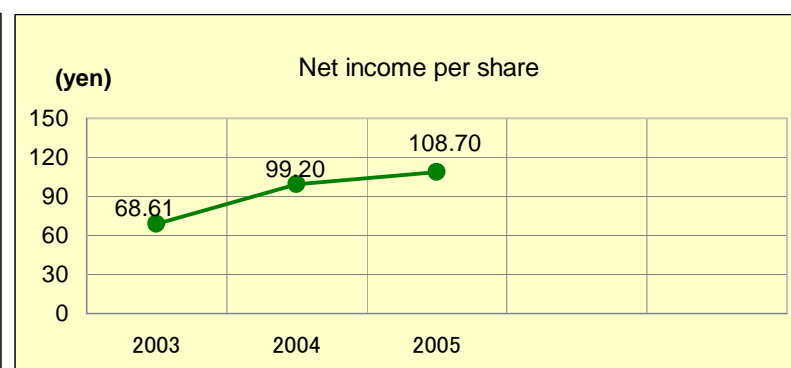
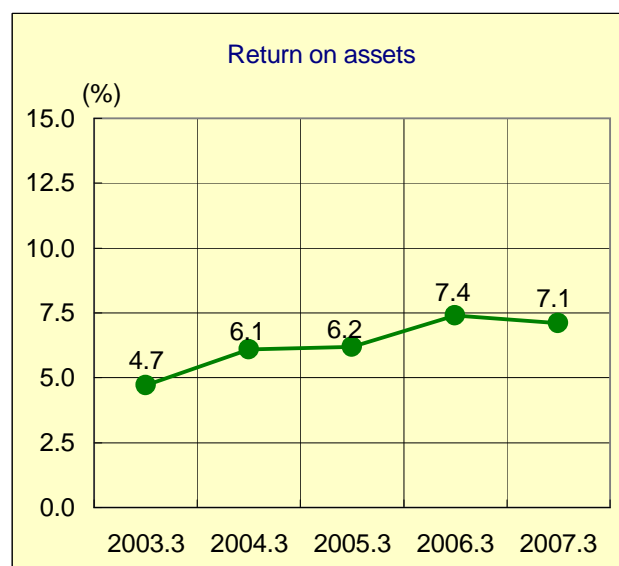


Current ratio



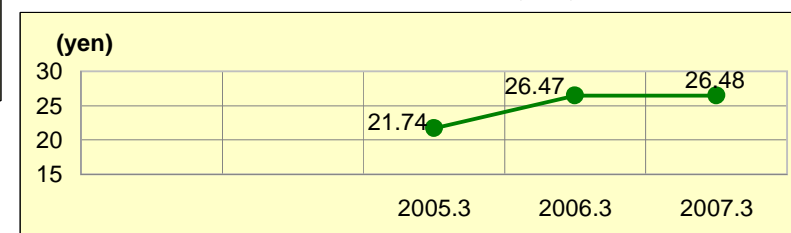
## Key Value Indicators

	2003.3	2004.3	2005.3	2006.3	2007.3
Return on equity(%)	8.1	10.8	10.6	11.9	<b>11.0</b>
Return on assets(%)	4.7	6.1	6.2	7.4	<b>7.1</b>
Book price per share(yen)	936.14	1,055.24	1,104.17	246.88	<b>257.00</b>
Net income per share(yen)	68.61	99.20	108.70	26.47	<b>27.85</b> ※
Dividend per share(yen)	14	20	28	8	<b>9</b>
payout ratio(%)	20.41	20.16	25.76	30.22	<b>32.32</b>
Price earnings ratio(times)	8.8	12.8	18.9	48.0	<b>20.5</b>
Price book-value ratio(times)	0.6	1.2	1.9	5.1	<b>2.2</b>



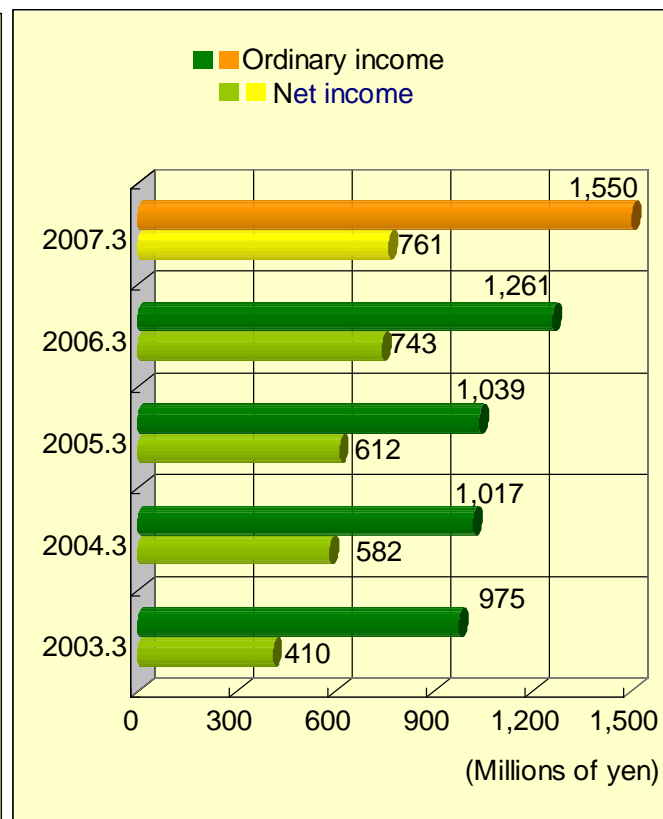
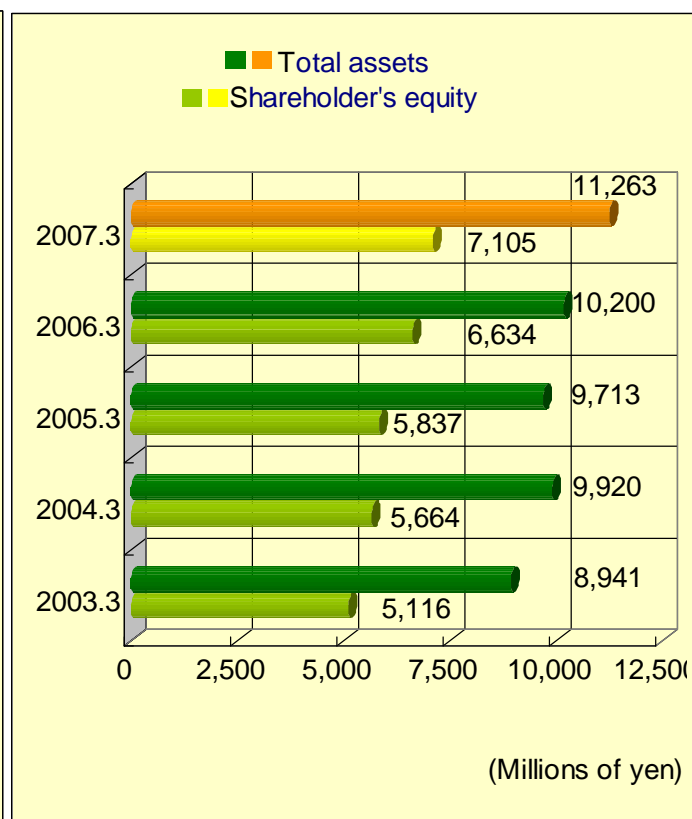
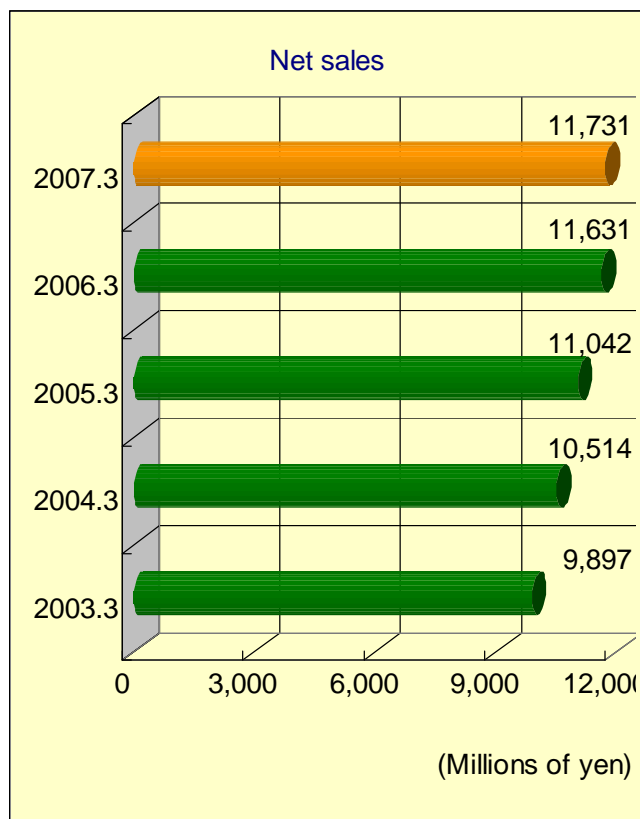
\*We conducted a 1 for 5 stock split effective on September 20, 2005.

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



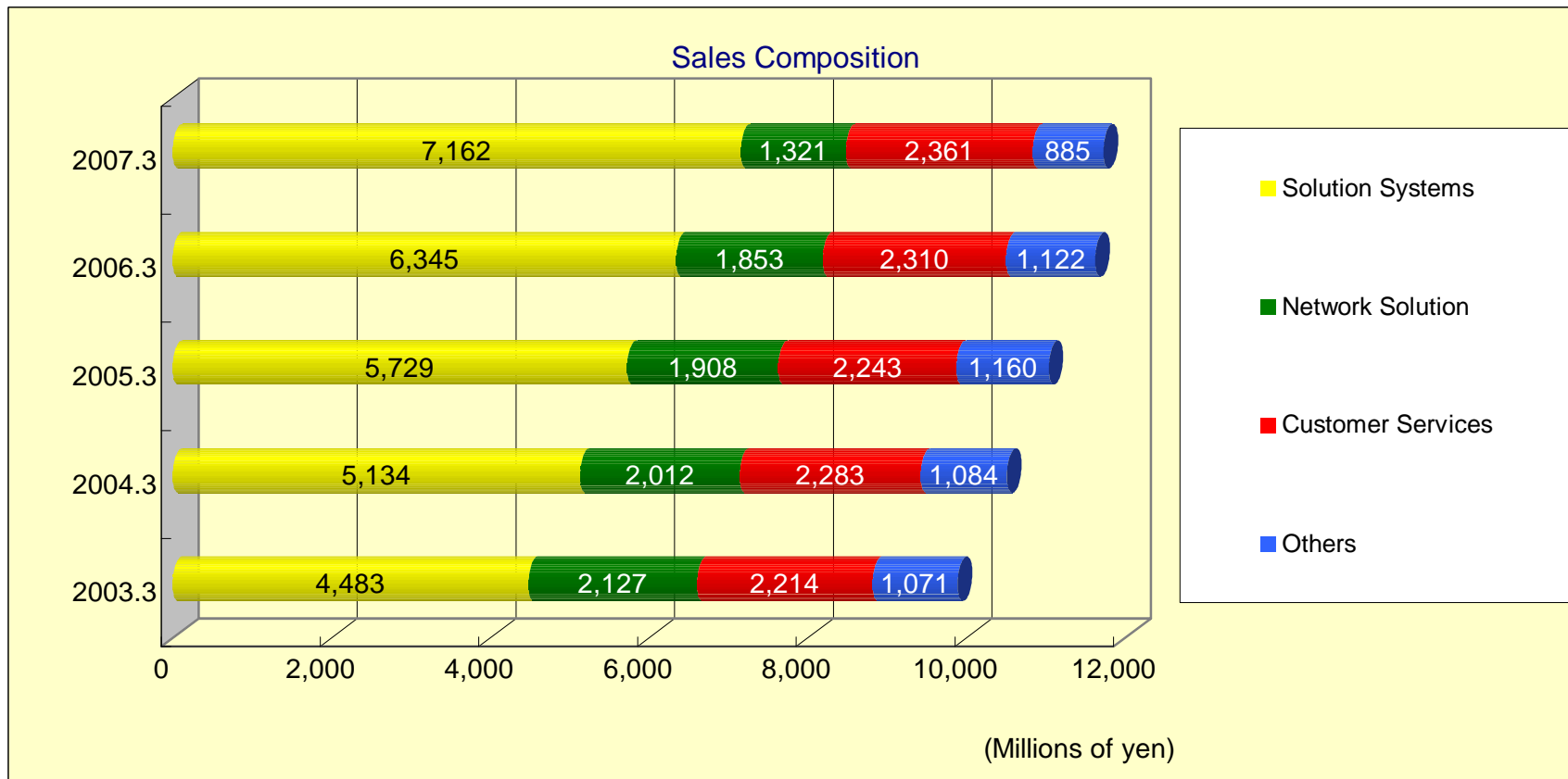
## Financial Highlights

	2003.3	2004.3	2005.3	2006.3	2007.3
Net sales(Millions of yen)	9,897	10,514	11,042	11,631	<b>11,731</b>
Operating income(Millions of yen)	995	996	988	1,254	<b>1,536</b>
Ordinary income(Millions of yen)	975	1,017	1,039	1,261	<b>1,550</b>
Net income(Millions of yen)	410	582	612	743	<b>761</b>
Total assets(Millions of yen)	8,941	9,920	9,713	10,200	<b>11,263</b>
Net assets(Millions of yen)	5,116	5,664	5,837	6,634	<b>7,105</b>
Total number of issued shares	5,514,000	5,514,000	5,608,000	28,497,500	<b>29,430,000</b>
Number of employees(persons)	335	338	355	371	<b>370</b>



### Sales Composition

	2003.3		2004.3		2005.3		2006.3		2007.3	
	(Millions of yen)		(Millions of yen)		(Millions of yen)		(Millions of yen)		(Millions of yen)	
Solution Systems	4,483	45.3%	5,134	48.8%	5,729	51.9%	6,345	54.5%	<b>7,162</b>	<b>61.1%</b>
Network Solution	2,127	21.5%	2,012	19.2%	1,908	17.3%	1,853	15.9%	<b>1,321</b>	<b>11.3%</b>
Customer Services	2,214	22.4%	2,283	21.7%	2,243	20.3%	2,310	19.9%	<b>2,361</b>	<b>20.1%</b>
Others	1,071	10.8%	1,084	10.3%	1,160	10.5%	1,122	9.7%	<b>885</b>	<b>7.5%</b>
Total	9,897	100.0%	10,514	100.0%	11,042	100.0%	11,631	100.0%	<b>11,731</b>	<b>100.0%</b>



Sales Composition

# Balance Sheets

(Unit: Thousands of yen)					
Assets	2003.3	2004.3	2005.3	2006.3	2007.3
<b>I. Current Assets</b>					
1. Cash and cash equivalents	1,914,514	2,071,122	1,637,243	1,973,043	<b>2,130,376</b>
2. Trade notes receivable	640,696	678,793	552,741	519,685	<b>349,492</b>
3. Accounts receivable-trade	2,382,637	1,807,629	2,896,370	2,415,900	<b>3,242,602</b>
4. Marketable securities	999,974	1,620,263	420,333	1,247,167	<b>1,645,906</b>
5. Purchased goods	177,952	219,487	424,629	263,914	<b>117,005</b>
6. Work in process	98,909	131,207	308,075	257,570	<b>406,008</b>
7. Supplies	13,929	15,795	13,987	14,081	<b>13,879</b>
8. Advanced money	16,763	-	-	-	<b>321</b>
9. Prepaid expenses	82,995	72,190	114,291	146,988	<b>133,508</b>
10. Deferred taxes	120,327	204,197	198,725	208,697	<b>270,979</b>
11. Others	49,859	22,714	53,521	69,540	<b>112,150</b>
Allowance for bad debts	-4,415	-745	-698	-599	<b>-370</b>
<b>Total Current Assets</b>	<b>6,494,145</b>	<b>6,842,655</b>	<b>6,619,221</b>	<b>7,115,990</b>	<b>2,841,630</b>
<b>II. Fixed Assets</b>					
1. Tangible fixed assets					
(1) Equipment leased to customers	11,143	10,621	10,566	10,373	<b>290</b>
(2) Buildings and structures	552,863	522,409	534,468	520,314	<b>484,133</b>
(3) Machinery and equipment	6,652	5,488	3,995	3,296	<b>2,719</b>
(4) Instrument, appliances and furnishings	508,264	443,782	363,438	341,016	<b>319,719</b>
(5) Land	172,494	161,882	161,882	161,882	<b>161,882</b>
<b>Total Tangible Fixed Assets</b>	<b>1,251,419</b>	<b>1,144,184</b>	<b>1,074,351</b>	<b>1,036,883</b>	<b>968,745</b>
2. Intangible fixed assets					
(1) Trademark rights	16,694	14,315	11,982	9,668	<b>7,372</b>
(2) Software	6,968	454,025	481,579	337,741	<b>177,416</b>
(3) Telephone subscription rights	7,579	7,579	7,579	7,579	<b>7,579</b>
(4) Telephone facility access rights	1,002	831	677	525	<b>385</b>
(5) Others	10,000	43,745	71,787	49,613	<b>81,058</b>
<b>Total Intangible Fixed Assets</b>	<b>42,245</b>	<b>520,496</b>	<b>573,606</b>	<b>405,128</b>	<b>273,811</b>
3. Investments and other assets					
(1) Investment securities	420,887	780,254	797,564	1,098,173	<b>502,728</b>
(2) Stocks of affiliated companies	3,250	3,250	9,250	115,775	<b>467,975</b>
(3) Long-term Loan to the employees	1,232	596	-	-	<b>-</b>
(4) Claim in bankruptcy, claim in reorganization, and other claims applying to such claims	808	157	0	0	<b>0</b>
(5) Long-term prepaid expenses	-	4,333	4,079	2,862	<b>4,649</b>
(6) Guarantee deposits	259,466	258,941	258,843	258,841	<b>271,469</b>
(7) Membership rights	118,257	28,477	26,577	26,277	<b>26,277</b>
(8) Insurance reserves	65,649	99,552	62,452	62,452	<b>62,452</b>
(9) Deferred taxed	381,098	244,345	195,164	85,258	<b>270,856</b>
(10) Long-term deposit	-	-	100,000	-	<b>-</b>
(11) Allowance for bad debts	-97,207	-6,795	-7,627	-7,337	<b>-7,337</b>
<b>Total of investments and other assets</b>	<b>1,153,441</b>	<b>1,413,112</b>	<b>1,446,303</b>	<b>1,642,303</b>	<b>1,599,072</b>
<b>Total fixed Assets</b>	<b>2,447,105</b>	<b>3,077,793</b>	<b>3,094,261</b>	<b>3,084,315</b>	<b>2,841,630</b>
<b>Total Assets</b>	<b>8,941,250</b>	<b>9,920,448</b>	<b>9,713,483</b>	<b>10,200,305</b>	<b>11,263,491</b>

# Balance Sheets

## Liabilities

(Unit: Thousands of yen)

I.Current Liabilities	2003.3	2004.3	2005.3	2006.3	2007.3
1.Trade notes payable	840,551	871,973	438,181	-	-
2.Accounts payable-trade	1,177,611	1,559,926	1,797,013	1,744,008	2,148,132
3.Current portion of long-term loan(to be paid within one year)	435,300	-	-	-	-
4.Accounts payable-other	85,061	194,489	186,593	163,764	199,864
5.Accrued expenses	150	41,982	42,142	39,803	46,277
6.Accrued income tax	250,000	378,454	314,170	361,000	463,000
7.Accrued consumption tax	61,553	71,177	56,092	81,334	62,052
8.Advances received	232,210	248,689	286,879	363,892	360,337
9.Deposits received	14,899	12,878	13,383	2,261	279
10.Accrued bonuses	255,000	353,000	343,000	362,000	389,000
11.Others	2,849	17,177	3,587	15,979	14,582
<b>Total Current Liabilities</b>	<b>3,355,538</b>	<b>3,749,749</b>	<b>3,481,044</b>	<b>3,134,044</b>	<b>3,683,526</b>

II.Long-term Liabilities					
1.Long-term accounts payable	24,867	18,504	12,049	-	-
2.Reserve for severance benefit	166,961	185,553	198,888	221,952	233,924
3.Reserve for directors' retirement allowance	277,340	301,910	183,530	209,360	240,160
<b>Total Long-term Liabilities</b>	<b>469,168</b>	<b>505,967</b>	<b>394,468</b>	<b>431,312</b>	<b>474,084</b>
<b>Total Liabilities</b>	<b>3,824,706</b>	<b>4,255,717</b>	<b>3,875,512</b>	<b>3,565,357</b>	<b>4,157,611</b>

I.Stockholder's equity					
1.Capital stock	955,000	955,000	983,952	1,012,134	1,124,669
2.Capital surplus					
Capital reserve	1,052,000	1,052,000	1,080,952	1,109,134	1,221,189
3.Retained earnings					
Accumulated Earnings	94,356	94,356	94,356	94,356	94,356
Program reserve	10,476	5,425	1,787	1,191	-
Contingent reserve	2,682,500	2,982,500	3,402,500	3,832,500	4,312,500
Deferred retained earnings	-	-	-	-	871,498
Unappropriated retained earnings	498,281	671,461	713,291	841,149	-
4.Treasury stock	-209,724	-309,852	-660,852	-660,852	-660,852
Total Stockholder's equity	-	-	-	-	6,963,360
II.Variance of revaluation					
1.Unrealized holding gain on securities	33,653	213,840	221,983	405,334	141,235
2.Deferred gain and loss from hedging	-	-	-	-	1,283
Total Variance of revaluation	-	-	-	-	142,519
<b>Net Assets</b>	<b>5,116,544</b>	<b>5,664,731</b>	<b>5,837,970</b>	<b>6,634,948</b>	<b>7,105,879</b>
<b>Total Liabilities and Net Assets</b>	<b>8,941,250</b>	<b>9,920,448</b>	<b>9,713,483</b>	<b>10,200,305</b>	<b>11,263,491</b>

## Statements of Income

(Unit: Thousands of yen)

	2003.3	2004.3	2005.3	2006.3	2007.3
I.Sales	9,897,135	10,514,091	11,042,554	11,631,902	11,731,737
II.Cost of sales	6,290,208	6,785,799	7,349,348	7,653,347	7,533,432
<b>Gross profit on sales</b>	<b>3,606,926</b>	<b>3,728,291</b>	<b>3,693,206</b>	<b>3,978,554</b>	<b>4,198,304</b>
III.Selling,general and administration expenses	2,611,460	2,731,442	2,704,389	2,724,441	2,662,285
<b>Operating Income</b>	<b>995,466</b>	<b>996,848</b>	<b>988,816</b>	<b>1,254,112</b>	<b>1,536,019</b>
IV.Non-operating income					
1.Interest earned	273	152	186	2,273	2,234
2.Interest on securities	974	699	346	157	2,952
3.Dividends earned	6,121	5,525	6,764	8,273	9,618
4.Profit on sales of securities	-	17,857	74,193	342	-
5.Reversal of allowance for doubtful accounts	-	-	-	-	-
6.Miscellaneous income	19,375	19,420	12,188	65,684	16,262
<b>Total non-operating income</b>	<b>26,746</b>	<b>43,655</b>	<b>93,680</b>	<b>76,732</b>	<b>31,067</b>
V.Non-operating expenses					
1.Interest paid	11,773	5,194	1,420	1,029	221
2.Loss on securities revaluation	-	-	10,136	7,959	-
3.Provision for doubtful accounts	-	-	-	-	-
4.Loss on evaluation of memberships	18,198	-	-	-	-
5.Miscellaneous losses	17,157	17,968	31,717	60,203	16,230
<b>Total Non-operating expenses</b>	<b>47,129</b>	<b>23,160</b>	<b>43,275</b>	<b>69,194</b>	<b>16,451</b>
<b>Ordinary Income</b>	<b>975,082</b>	<b>1,017,343</b>	<b>1,039,221</b>	<b>1,261,650</b>	<b>1,550,635</b>
VI.Extraordinary profit					
1.Profit on sale of investment securities	61,033	-	-	-	210,348
VII.Extraordinary loss					
1.Losses on sale of investment securities	109,577	-	-	-	-
2.Losses on evaluation of investment securities	109,577	-	-	-	113,604
3.Head-Office Relocation expenses	172,313	-	-	-	-
4.Loss on a contract cancellation.	-	-	-	-	232,299
<b>Net income before tax</b>	<b>754,225</b>	<b>1,017,343</b>	<b>1,039,221</b>	<b>1,261,650</b>	<b>1,415,079</b>
Corporation,inhabitants and enterprise taxes	426,688	506,000	378,000	544,092	720,665
Income tax adjustments	-82,692	-70,735	49,066	-25,855	-67,574
<b>Net income</b>	<b>410,229</b>	<b>582,078</b>	<b>612,155</b>	<b>743,413</b>	<b>761,988</b>
Retained earnings brought forward from previous period	88,052	89,382	101,135	97,736	
Unappropriated retained earnings	498,281	671,461	713,291	841,149	



## Statements of Cash Flows

(Unit: Thousands of yen)

	2003.3	2004.3	2005.3	2006.3	2007.3
<b>I.Cash flow from operating activities</b>					
Net pre-tax income	754,225	1,017,343	1,039,221	1,261,650	<b>1,415,079</b>
Depreciation and amortization	238,989	299,635	441,818	453,810	<b>477,452</b>
Provision for bonuses	15,000	98,000	-10,000	19,000	<b>27,000</b>
Increase in reserve for retirement allowance	25,512	43,162	-105,044	48,894	<b>42,772</b>
Gain(loss)on sale of investment/marketable securities	-61,033	-17,857	-74,193	-342	<b>-210,218</b>
Loss on evaluation of investment securities	109,577	2,373	10,136	7,959	<b>113,604</b>
Loss on sale/disposal of fixed assets	-	-	-	-	<b>-651</b>
Loss on sale/disposal of fixed assets	70,342	2,208	8,329	5,198	<b>4,672</b>
Loss on revaluation of memberships	22,126	-	-	-	<b>-</b>
Directors'bonuses paid	-38,000	-38,000	-47,500	-39,100	<b>-39,100</b>
Decrease in notes and accounts receivable	-725,743	536,753	-962,689	513,526	<b>-656,508</b>
Increase/decrease in inventories	218,317	-75,698	-380,202	211,127	<b>-1,327</b>
Increase in notes and accounts payable	537,800	556,097	-191,798	-488,312	<b>404,123</b>
Income tax paid	-307,727	-377,545	-453,992	-508,445	<b>-609,167</b>
Others	-70,562	167,683	-90,675	86,353	<b>35,489</b>
<b>Net cash used in operating activities</b>	<b>788,823</b>	<b>2,214,154</b>	<b>-816,591</b>	<b>1,571,322</b>	<b>1,003,219</b>
<b>II.Cash flow from investing activities</b>					
Increase in time deposits	-	-	-100,000	-	<b>-100,000</b>
Decrease in time deposits	-	-	-	100,000	<b>-</b>
Purchase of marketable/investment securities	-763,513	-770,887	-52,140	-506,321	<b>-477,716</b>
Proceeds from sales of marketable/investment securities	826,074	900,140	436,910	100,887	<b>924,530</b>
Purchase of fixed assets	-392,948	-827,775	-422,461	-263,275	<b>-302,415</b>
Acquistion of the related companies stioks	-	-	-	-	<b>-352,200</b>
Expense by lending	-	-	-	-	<b>-45,000</b>
Others	-36,044	52,487	39,947	-49,176	<b>-5,039</b>
<b>Net cash used in investing activities</b>	<b>-366,432</b>	<b>-646,035</b>	<b>-97,744</b>	<b>-617,885</b>	<b>-357,842</b>
<b>III.Cash flow from financing activities</b>					
Repayment of long-term debt	-297,300	-435,300	-	-	<b>-</b>
Proceeds from issue of stock	-	-	57,904	56,364	<b>224,590</b>
Purchase of treasury stock	-	-100,128	-351,000	-	<b>-</b>
Cash dividends paid	-75,950	-75,950	-106,464	-147,050	<b>-213,732</b>
Others	-	-	-	-	<b>-</b>
<b>Net cash used in financing activities</b>	<b>-373,250</b>	<b>-611,378</b>	<b>-399,560</b>	<b>-90,686</b>	<b>10,858</b>
IV.Effect of exchange rate changes on cash and cash equivalents	101	19	0	47	<b>-</b>
V.Increase/decrease in cash and cash equivalents	49,243	956,760	-1,313,895	862,797	<b>656,235</b>
VI.Cash and cash equivalents at beginning of year	2,365,468	2,414,711	3,371,472	2,057,576	<b>2,920,374</b>
VII.Cash and cash equivalents at end of year	2,414,711	3,371,472	2,057,576	2,920,374	<b>3,576,610</b>