

# FACT BOOK 2008.3

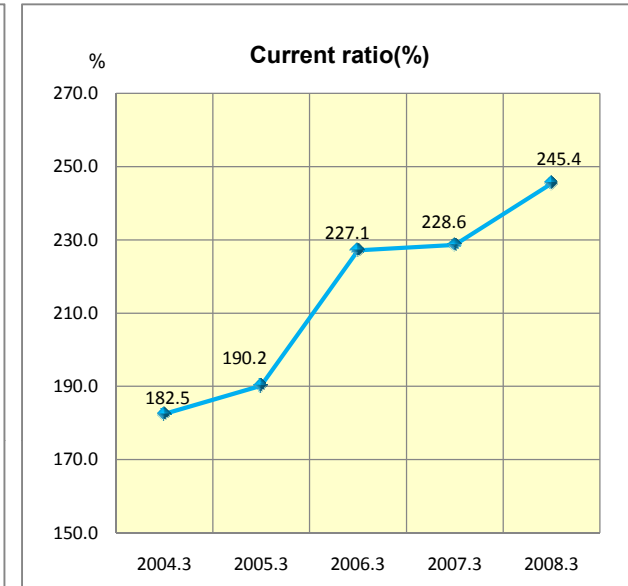
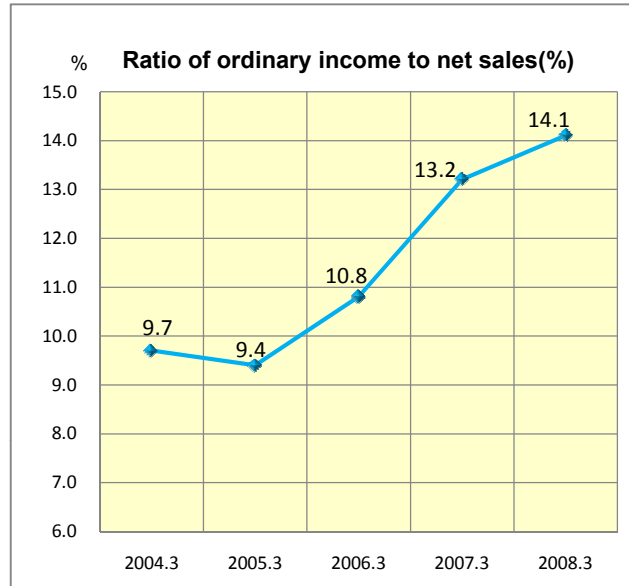


The Company started the consolidated accounting from this year, the period of March, 2008. However, the ratio of non-consolidated business result that occupies the whole is extremely high, therefore, this FACT BOOK is based on the non-consolidated business result as in the past.

\*The ratio of non-consolidated financial statement that occupies the consolidated financial statement.

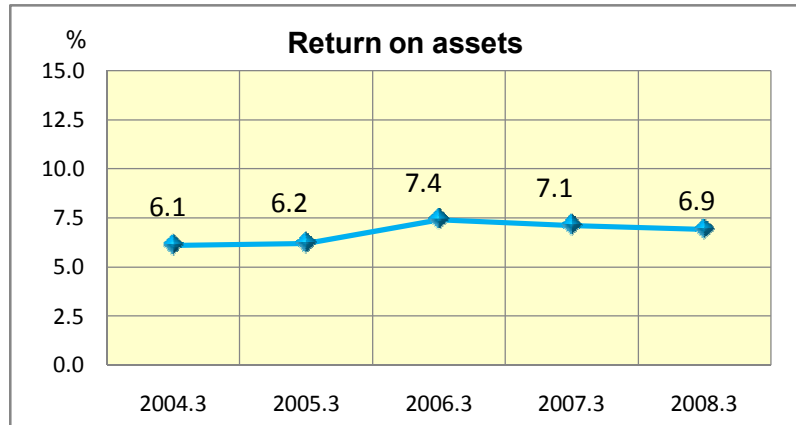
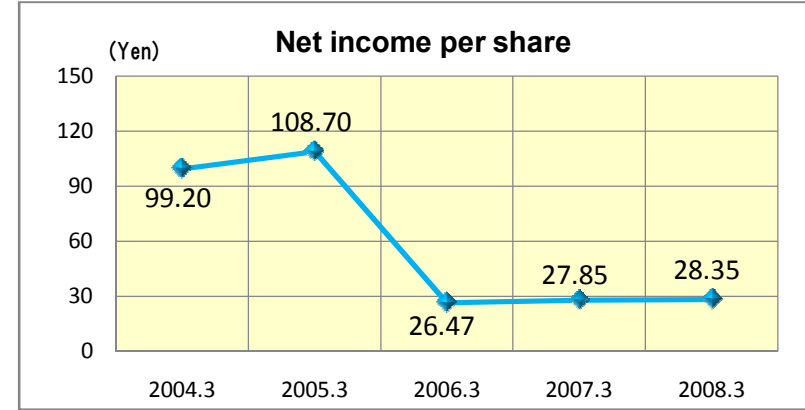
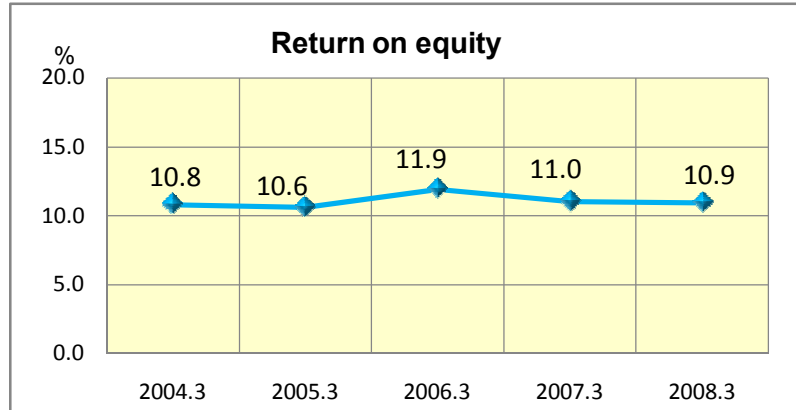
Net Sales	97.4%
Net Income	92.6%

## Key Financial Indicators

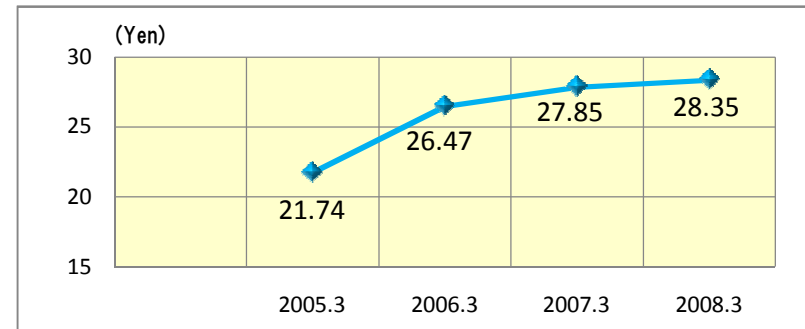


	2004.3	2005.3	2006.3	2007.3	2008.3
Ratio of gross profit to net sales(%)	35.5	33.4	34.2	35.8	<b>38.1</b>
Ratio of ordinary income to net sales(%)	9.7	9.4	10.8	13.2	<b>14.1</b>
Net sales per employee(thousands of yen)	31,107	31,105	31,352	31,707	<b>30,807</b>
Total assets turnover(times)	1.11	1.12	1.16	1.09	<b>1.01</b>
Capital adequacy turnover(times)	1.95	1.91	1.86	1.70	<b>1.58</b>
Capital adequacy equity ratio(%)	57.1	60.1	65.0	63.1	<b>64.4</b>
Current ratio(%)	182.5	190.2	227.1	228.6	<b>245.4</b>

## Key Value Indicators

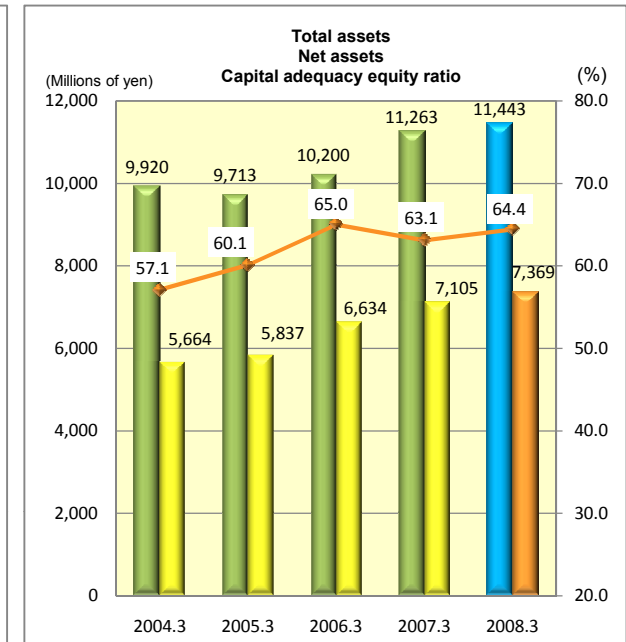
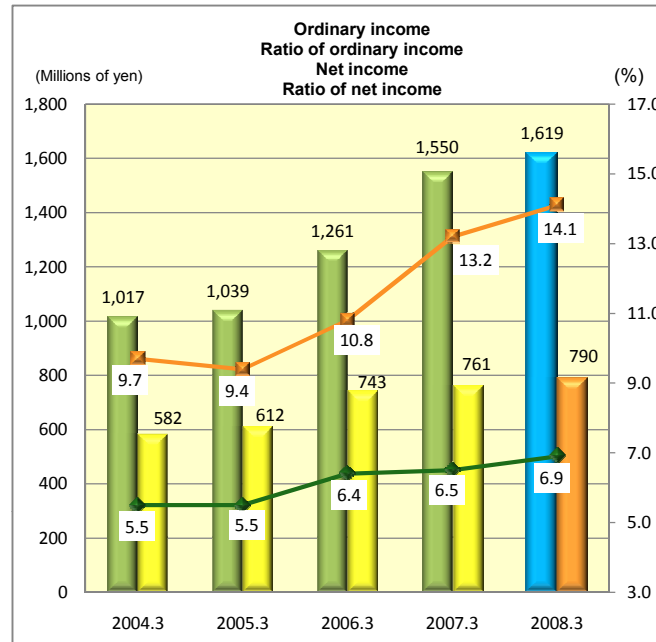
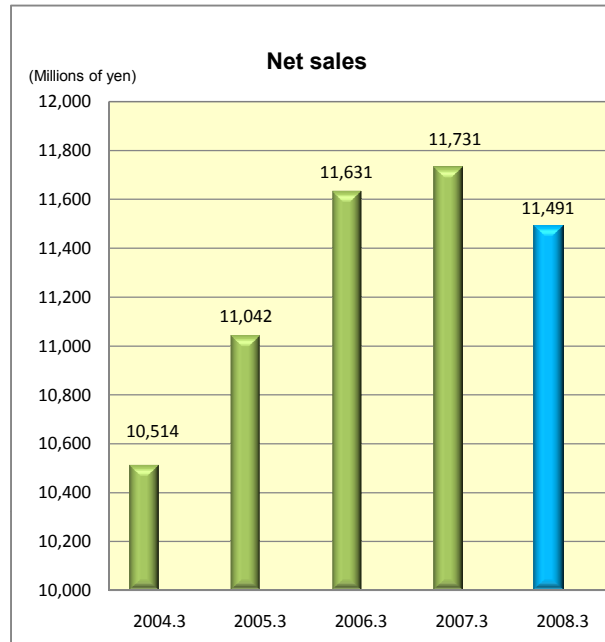


\*The company did the stock split of 1 for 5 on September 20, 2005.  
For the reference, the numerical value of EPS at period on March, 2005 was calculated based on assumption that the stock split had been done at the time of the period beginning.



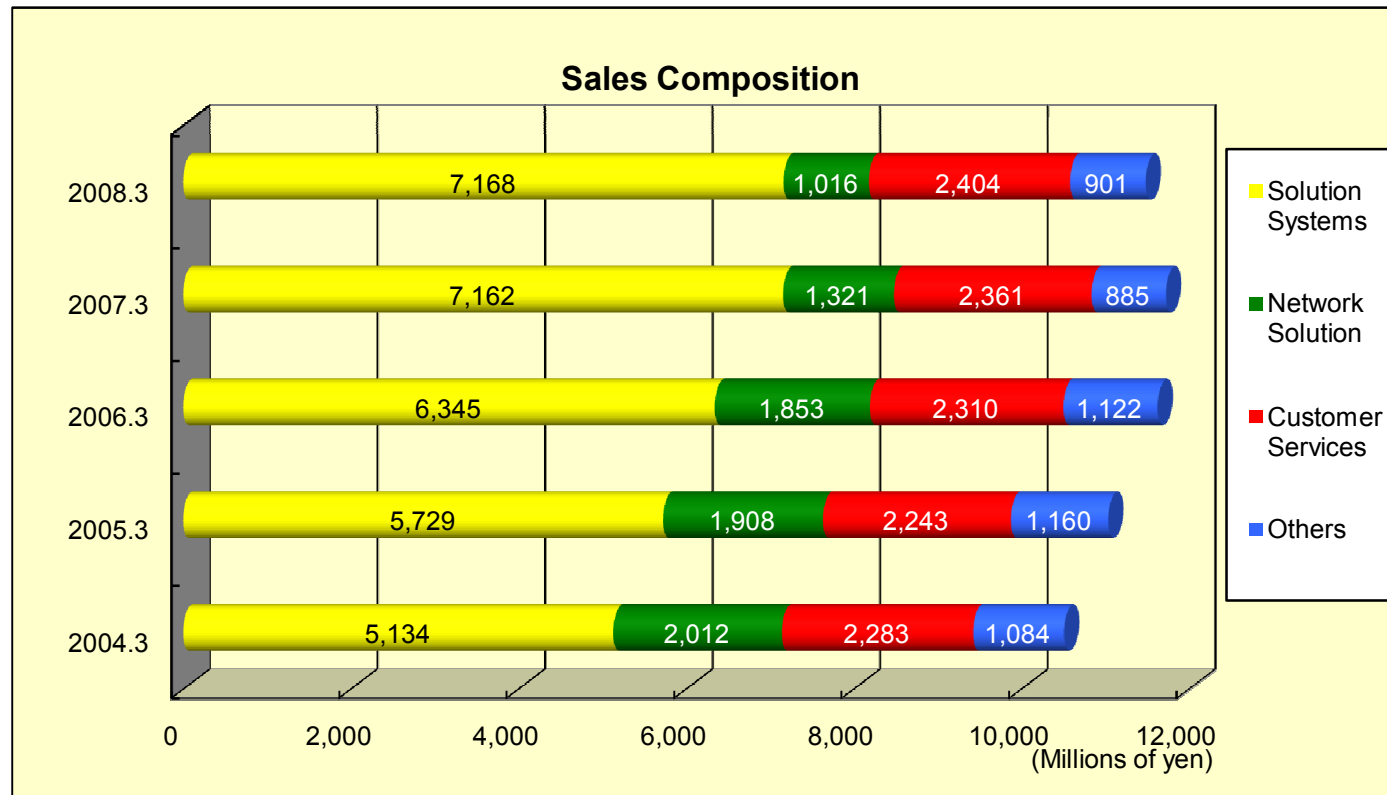
	2004.3	2005.3	2006.3	2007.3	2008.3
Return on equity(%)	10.8	10.6	11.9	11.0	<b>10.9</b>
Return on assets(%)	6.1	6.2	7.4	7.1	<b>6.9</b>
Book price per share(yen)	1,055.24	1,104.17	246.88	257.00	<b>264.98</b>
Net income per share(yen)	99.20	108.70	26.47	27.85	<b>28.35</b> *
Dividend per share(yen)	20	28	8	9	<b>9.5</b>
Payout ratio(%)	20.16	25.76	30.22	32.32	<b>33.51</b>
Price earnings ratio(times)	12.8	18.9	48.0	20.5	<b>14.5</b>
Price book-value ratio(times)	1.2	1.9	5.1	2.2	<b>1.6</b>

## Financial Highlights



	2004.3	2005.3	2006.3	2007.3	2008.3
Net sales(Millions of yen)	10,514	11,042	11,631	11,731	<b>11,491</b>
Operating income(Millions of yen)	996	988	1,254	1,536	<b>1,673</b>
Ordinary income(Millions of yen)	1,017	1,039	1,261	1,550	<b>1,619</b>
Ratio of ordinary income(%)	9.7	9.4	10.8	13.2	<b>14.1</b>
Net income(Millions of yen)	582	612	743	761	<b>790</b>
Ratio of net income(%)	5.5	5.5	6.4	6.5	<b>6.9</b>
Total assets(Millions of yen)	9,920	9,713	10,200	11,263	<b>11,443</b>
Net assets(Millions of yen)	5,664	5,837	6,634	7,105	<b>7,369</b>
Total number of issued shares	5,514,000	5,608,000	28,497,500	29,430,000	<b>29,430,000</b>
Number of employees(persons)	338	355	371	370	<b>373</b>

## Sales Composition



	2004.3 (Millions of yen)		2005.3 (Millions of yen)		2006.3 (Millions of yen)		2007.3 (Millions of yen)		2008.3 (Millions of yen)	
Solution Systems	5,134	48.8%	5,729	51.9%	6,345	54.5%	7,162	61.1%	<b>7,168</b>	<b>62.4%</b>
Network Solution	2,012	19.2%	1,908	17.3%	1,853	15.9%	1,321	11.3%	<b>1,016</b>	<b>8.9%</b>
Customer Services	2,283	21.7%	2,243	20.3%	2,310	19.9%	2,361	20.1%	<b>2,404</b>	<b>20.9%</b>
Others	1,084	10.3%	1,160	10.5%	1,122	9.7%	885	7.5%	<b>901</b>	<b>7.8%</b>
Total	10,514	100.0%	11,042	100.0%	11,631	100.0%	11,731	100.0%	<b>11,491</b>	<b>100.0%</b>

## Non-Consolidated Balance Sheets

<b>Assets</b>		
	(Unit: Thousands of Yen)	
<b>I. Current Assets</b>	2007.3	2008.3
1. Cash and cash equivalents	2,130,376	<b>2,102,302</b>
2. Trade notes receivable	349,492	<b>250,326</b>
3. Accounts receivable-trade	3,242,602	<b>2,246,020</b>
4. Marketable securities	1,645,906	<b>2,745,547</b>
5. Purchased goods	117,005	<b>187,503</b>
6. Work in process	406,008	<b>669,190</b>
7. Supplies	13,879	<b>16,117</b>
8. Advanced money	321	-
9. Prepaid expenses	133,508	<b>147,556</b>
10. Deferred taxes	270,979	<b>286,722</b>
11. Others	112,150	<b>61,321</b>
Allowance for bad debts	△ 370	-
<b>Total Current Assets</b>	<b>8,421,860</b>	<b>8,712,610</b>
<b>II. Fixed Assets</b>		
1. Tangible fixed assets		
(1) Equipment leased to customers	290	-
(2) Buildings and structures	484,133	<b>446,486</b>
(3) Machinery and equipment	2,719	<b>2,243</b>
(4) Instrument, appliances and furnishings	319,719	<b>275,670</b>
(5) Land	161,882	<b>149,565</b>
(6) Construction in progress	-	<b>9,570</b>
<b>Total Tangible Fixed Assets</b>	<b>968,745</b>	<b>883,535</b>
2. Intangible fixed assets		
(1) Good will	30,000	<b>15,000</b>
(2) Trademark rights	7,372	<b>5,136</b>
(3) Software	177,416	<b>161,663</b>
(4) Others	59,023	<b>20,093</b>
<b>Total Intangible Fixed Assets</b>	<b>273,811</b>	<b>201,893</b>
3. Investments and other assets		
(1) Investment securities	502,728	<b>617,336</b>
(2) Stocks of affiliated companies	467,975	<b>375,546</b>
(3) Long-term prepaid expenses	4,649	<b>2,881</b>
(4) Deferred taxed	270,856	<b>270,374</b>
(5) Guarantee deposits	271,469	<b>283,847</b>
(6) Membership rights	26,277	<b>32,982</b>
(7) Insurance reserves	62,452	<b>62,452</b>
Allowance for bad debts	△ 7,337	-
<b>Total of Investments and Other Assets</b>	<b>1,599,072</b>	<b>1,645,421</b>
<b>Total fixed Assets</b>	<b>2,841,630</b>	<b>2,730,851</b>
<b>Total Assets</b>	<b>11,263,491</b>	<b>11,443,461</b>

<b>Liabilities</b>		
	(Unit: Thousands of Yen)	
<b>I. Current Liabilities</b>	2007.3	2008.3
1. Accounts payable-trade	2,148,132	<b>1,992,999</b>
2. Accounts payable-other	199,864	<b>173,357</b>
3. Accrued expenses	46,277	<b>45,978</b>
4. Accrued income tax	463,000	<b>452,700</b>
5. Accrued consumption tax	62,052	<b>47,990</b>
6. Advances received	360,337	<b>406,170</b>
7. Deposits received	279	<b>14,329</b>
8. Accrued bonuses	389,000	<b>391,000</b>
9. Others	14,582	<b>26,046</b>
<b>Total Current Liabilities</b>	<b>3,683,526</b>	<b>3,550,572</b>
<b>II. Long-term Liabilities</b>		
1. Reserve for severance benefit	233,924	<b>253,503</b>
2. Reserve for directors' retirement allowance	240,160	<b>270,280</b>
<b>Total Long-term Liabilities</b>	<b>474,084</b>	<b>523,783</b>
<b>Total Liabilities</b>	<b>4,157,611</b>	<b>4,074,355</b>

### Net Assets

<b>I. Stockholder's equity</b>	2007.3	2008.3
1. Capital stock	1,124,669	<b>1,124,669</b>
2. Capital surplus		
(1) Capital reserve	1,221,189	<b>1,221,189</b>
3. Retained earnings		
(1) Accumulated Earnings	94,356	<b>94,356</b>
(2) Contingent reserve	4,312,500	<b>4,812,500</b>
(3) Deferred retained earnings	871,498	<b>795,668</b>
4. Treasury stock	△ 660,852	<b>△ 708,957</b>
<b>Total Stockholder's equity</b>	<b>6,963,360</b>	<b>7,339,425</b>

### II. Variance of revaluation

1. Unrealized holding gain on securities	141,235	<b>33,842</b>
2. Deferred gain and loss from hedging	1,283	<b>△ 4,162</b>
<b>Total Variance of revaluation</b>	<b>142,519</b>	<b>29,680</b>
<b>Net Assets</b>	<b>7,105,879</b>	<b>7,369,106</b>
<b>Total Liabilities and Net Assets</b>	<b>11,263,491</b>	<b>11,443,461</b>

## Non-Consolidated Statements of Income

(Unit: Thousands of Yen)

	2007.3	2008.3
I. Sales	11,731,737	<b>11,491,158</b>
II. Cost of sales	7,533,432	<b>7,116,461</b>
<b>Gross profit on sales</b>	<b>4,198,304</b>	<b>4,374,696</b>
III. Selling, general and administration expenses	2,662,285	<b>2,700,796</b>
<b>Operating Income</b>	<b>1,536,019</b>	<b>1,673,899</b>
IV. Non-operating income		
1. Interest earned	2,234	<b>4,549</b>
2. Interest on securities	2,952	<b>15,461</b>
3. Dividends earned	9,618	<b>8,604</b>
4. Foreign-exchange gain	1,979	<b>611</b>
5. Gain on sales of investment securities	-	<b>82</b>
6. Reversal of allowance for doubtful accounts	-	<b>5,677</b>
7. Gain on cooperation funds	5,923	-
8. Miscellaneous income	8,358	<b>8,128</b>
<b>Total non-operating income</b>	<b>31,067</b>	<b>43,115</b>
V. Non-operating expenses		
1. Interest paid	221	-
2. Loss on disposal of fixed assets	4,672	<b>79,908</b>
3. Payment commission	7,272	<b>8,276</b>
4. Loss on sales of investment securities	129	-
5. Compensation for damages	2,764	-
6. Miscellaneous losses	1,390	<b>9,560</b>
<b>Total Non-operating expenses</b>	<b>16,451</b>	<b>97,746</b>
<b>Ordinary Income</b>	<b>1,550,635</b>	<b>1,619,269</b>
VI. Extraordinary profit		
1. Profit on sale of investment securities	210,348	-
VII. Extraordinary loss		
1. Losses on evaluation of investment securities	113,604	-
2. Loss on a contract cancellation.	232,299	-
3. Loss on revaluation of securities of affiliated companies	-	<b>92,428</b>
<b>Net income before tax</b>	<b>1,415,079</b>	<b>1,526,840</b>
Corporation, inhabitants and enterprise taxes	720,665	<b>674,348</b>
Income tax adjustments	△ 67,574	<b>62,153</b>
<b>Net income</b>	<b>761,988</b>	<b>790,338</b>



## Non-Consolidated Statements of Cash Flows

(Unit: Thousands of Yen)

	2007.3	2008.3
<b>I. Cash flow from operating activities</b>		
Net pre-tax income	1,415,079	1,526,840
Depreciation and amortization	477,452	305,653
Provision for bonuses	27,000	2,000
Increase in reserve for retirement allowance	42,772	49,698
Gain/loss on sale of investment/marketable securities	△ 210,218	△ 82
Loss on evaluation of investment securities	113,604	92,428
Gain from sale of fixed assets	△ 651	-
Loss on sale of fixed assets	-	3,908
Loss on disposal of fixed assets	4,672	79,908
Directors' bonuses paid	△ 39,100	-
Decrease in notes and accounts receivable	△ 656,508	1,095,746
Increase/decrease in inventories	△ 1,327	△ 335,779
Increase in notes and accounts payable	404,123	△ 155,132
Income tax paid	△ 609,167	△ 706,007
Others	35,488	16,904
<b>Net cash used in operating activities</b>	<b>1,003,219</b>	<b>1,976,086</b>
<b>II. Cash flow from investing activities</b>		
Increase in time deposits	△ 100,000	-
Decrease in time deposits	-	100,000
Purchase of marketable/investment securities	△ 477,716	△ 3,394,183
Proceeds from sales of marketable/investment securities	924,530	1,801,306
Purchase of fixed assets	△ 302,415	△ 229,877
Clearance of fixed assets	11,025	16,122
Purchase of acquisition of membership rights	-	△ 15,352
Proceeds from sales of membership rights	-	8,647
Acquisition of the related companies stocks	△ 352,200	-
Payment for loans	△ 45,000	-
Proceeds from loans receivable	-	35,000
Others	△ 16,065	△ 12,337
<b>Net cash used in investing activities</b>	<b>△ 357,842</b>	<b>△ 1,690,674</b>
<b>III. Cash flow from financing activities</b>		
Proceeds from issuance of stocks	224,590	-
Purchase of treasury stocks	-	△ 375,185
Income for disposal of treasury stocks	-	209,753
Cash dividends paid	△ 213,732	△ 247,010
<b>Net cash used in financing activities</b>	<b>10,858</b>	<b>△ 412,442</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>656,235</b>	<b>△ 127,030</b>
<b>VI. Cash and cash equivalents at beginning of year</b>	<b>2,920,374</b>	<b>3,576,610</b>
<b>VII. Cash and cash equivalents at end of year</b>	<b>3,576,610</b>	<b>3,449,579</b>