

## Earnings results briefing for FY2012 (Summary)

### ◎ Results Overview for FY2012 ( Page 3~12 )

- Consolidated financial results for FY2012, Net sales was 32.7 billion, 1.46 billion of Operating income increased year over year, and both sales and operating income became unachieved by the plan ratio.
- Regarding to the Net sales, eBusiness service increased, otherwise Solution was gradually decline. Also, for the sales by clients, EC sales ( for targeting individuals ), out of SoftBank group increased income, otherwise SoftBank group was decline due to getting less sales of hardware.
- For operating income, in addition to the increased income and the improvement of profitability were the reason for the increased income, plus 230 million yen year-over-year.  
Otherwise, adoption of positive employees ( 426 people as of the end of March 2012, 484 people as of the end of March 2013 ) and by the investment for the middle-term plan lead the general and administrative cost to a decline with the impact of up 360 million yen year over year.
- For cash flow, operating cash flow shares the sales amount maintained a standard level with a decline of the hardware ratio. The investment cash flows, it was plus by collected dividends of financial investment and dividends from the related company in China. Financial cash flows were negative with the impact of dividends raised.
- Equipment investment was greater than FY2011 ① Introduction of QlikView of BI tool, ② Improvement of VDI (Thin Client) environment, ③ Reform of the office documentation system, ④ Established Shiodome Office for strengthen of unification with SoftBank group.  
Regarding to ①~③, we introduced the latest ICT to the office, accumulating technology / know-how , then we performed the investment strategically for acquisition of a new business.

### ◎ Business Overview ( Page 13~25 )

#### eBusiness service Division

- For FY2012, it's steady and changes with all fields around EC-BPO.  
About Symantec store, in addition to domestic sales, we've been expanded sales to South Korea, Taiwan and Hong Kong since last year.

#### Solution Division

- For FY2012, Platform Integration was decreased mainly in the last half due to lower sales for SoftBank group. For hardware, it will remain weak and will continuously shift to profit structure with a focus on services.
- Otherwise, by increased in employees, service integration was strong around SoftBank group.
- Investment willingness for communication business of SoftBank group is very strong and will positively adopt employees for that business tasks.
- Also, in Solution business, recurring business being promoted the transformation of the income structure strategically has been growing sales.

#### Growth strategy ( Big data as focus of market )

- In Solution business at our company, we perform the system plan, a design, construction and maintenance,

In addition to a security service, data analysis collected from eBusiness service division, then we can lead to a practical solution from the data science filed.

We are aiming to build the firm position with combining the 2 businesses in Big data.

#### Topic ( Acquisition of high technology qualification, PR activity)

- We had received so many awards from Japan Microsoft and other companies in last year.  
New acquirer of high technology qualification has been increasing greatly compared to the previous year.

- Additionally, we will strengthen PR activity to present our “Now” and it was taken up by so many medias in FY2012.

◎ **Business Outlook for FY2013**

- The sales amount of services will increase, although we forecast a decline of hardware sales and its planned 34 billion yen (up 4 percent year over year) .
- Regarding to employees, our policy is aiming to continuously adopt the high talented people and will supposed to be 600 employees by the end of March, 2014.
- We promote reform of the business structure, marginal profit ratio achieved 22% in Q4 FY2012  
Our prospect for FY2013, increase of fixed cost with increasing employees is planned and 22% of marginal profit ratio will be achieved. Also 1.7 billion yen ( up 16 percent ) of Operating income is planned.