

Earnings results briefing for FY2012 1H (Summary)

◎ Results Overview for FY2012 1H (Page 3~9)

- Consolidated financial results for FY2012 1H was reported, Net sales was 16.1billion yen, up 8.3 percent year over year and Operating profit was and 0.69 billion yen, up 0.7 percent.
- Regarding to the Net sales, eBusiness service was gradually increased, although Solution was increased 18 percent. Hardware sales for SoftBank group contribute.
Sales depends on clients, EC sales(for targeting individuals) was decline, however, for SoftBank group and out of SoftBank group, it became double-digit increase.
- For operating income, Gross Margin increased 0.17 billion yen by Net sales, otherwise increase of fixed cost offset the operating income by employees increased. By the business segment, eBusiness service was decline and it was roughly flat with the effect of increase sales of Solution.

◎ Business Overview (Page 10~19)

eBusiness service Division

- Financial Results for FY2012, main business of its Symantec store of EC-BPO was increase, however other business was decline.
- For sales of Symantec store, we had expected the consumer demand for buying a new PC with the sale of Windows8 the end of Oct, 2012.
- For web marketing, addition to the sales increase of Adobe Sitecatalyst as a web analysis tool, SIGNAL of the consulting service based on the analysis data was selling well and its double-digit revenue.

Solution Division

- For Microsoft-Solution, a sale of Office 365 in Cloud services has been selling well, as well as own device authentication services, OSG (Online Service Gate) were increasing.
From this background, we sent a talented person to Microsoft-Solution and trying to expand sale.
- For hardware products, powers saving servers of SuperMicro, switches of Alcatel-Lucent were selling well.
- Mobiles produced by M-Solutions of wholly-owned subsidiary, the application development of a smart phone for a safety check system and sales support tool has been going on steadily.

◎ Management Overview (Page 20~25)

- Regarding of activation of employees, our organization changing to a young company consist of such as 3 Corporate officers in early 40's, 20 managerial class officers in its 30's.
- Employees are 474 people as of Oct, 48 people increased compared to the end of last March.
- About introduction of the highest IT, we introduced QlikView of BI tool and Lync of TV conference system. In the last half of the year, we performed maintenance of VDI (Thin Client) environment, reform of Notes for the office documentation system.
- Established Shiodome Office for strengthen of unification with SoftBank group.
- In achieving of No.1 business field, we gained the agency agreement with Alcatel-Lucent, necessary hardware using for big data with sale of new product by SuperMicro.
- Training of technical engineers for the control of the hardware, expand of BI tool for using data are working on. In this way, we will promote Big data solution business by using these elements.

◎ Business Outlook for FY2012 (Page 26~27)

- Our Consolidated Financial forecast is that, Net sales is 33 billion yen, up 2.5 percent year over year and Operating profit is, 1.65 billion yen, up 3.5 percent year over year. Growth ratio of the first half is greater than the original plan and it reflects the recent performance tendency.