

Q&A at Earnings Results Briefing for FY2012

Q1. Would you tell us the number of consolidated employees at the end of March 2013?

Also please let us make sure the prospect about the number of employees in the end of this Fiscal year?

A1. It's 484 people. Also, we are going to adopt high-standard employees and expected to be about 600 employees by the end of March 2014.

Q2. Regarding to the business result for this year, if we put a 22 % marginal profit ratio for the increase in sales equals to a little over 1.7 billion yen though, should we understand that is regarded as just 1.7billion yen?

A2. That's right.

Q3. Your prospect for the first half of this fiscal year is profit declines. Considering about increase fixed cost with increasing employees, it is difficult to achieve your profit forecast unless it becomes double-digit revenue in the second half year. Please tell us about the prospect of the second half year.

A3. We have been monitoring our business overview timely through QlikView and its going on the schedule in a first half. Regarding to the second half year is sort of unknown, but

- ① By increase of the number of employees, ability to work on a large-scale projects is getting increase.
- ② Decline of the number of self-resignation by personnel management system reform, we are pushing forward for the achievement of the plan around SI.

Q4. Competitor including a major company aims at this filed of Big Data though, we would like to know what is your competitive advantage.

A4. About Big data, at first, there is a point of view how to understand the strict law of Protection of Personal Information in Japan that becomes a bottle neck to spread. However, since the storing data cost decrease compare with the before, we assume the business cases using Big data is surely increasing.

We are targeting to the medium-sized company that is unable to collect Big data, gathering a multiple companies of data, then analyze it and will provide business advice from that.

In such a business model, we're going to make a position of our-self in the field of Big data.