

# Summary of Consolidated Financial Results for the First Quarter of Fiscal Year ending December 31, 2015 (Japanese Accounting Standards)



May 13, 2015

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 URL <http://www.fsi.co.jp/>

Scheduled date to submit the Quarterly Securities Report (Shihanki Houkokusho): May 14, 2015  
 Scheduled date of dividend payment: –  
 Supplementary documents for quarterly results: Yes  
 Quarterly results briefing: Yes (for institutional investors and analysts)

(Figures less than one million yen are omitted)

## 1. Consolidated Business Results for the Three Months Ended March 31, 2015 (January 1, 2015 – March 31, 2015)

### (1) Consolidated operating results (cumulative total) (Percentages represent year-on-year changes)

|                         | Net sales   |      | Operating income |      | Ordinary income |     | Net income  |       |
|-------------------------|-------------|------|------------------|------|-----------------|-----|-------------|-------|
|                         | Million yen | %    | Million yen      | %    | Million yen     | %   | Million yen | %     |
| Three months ended 3/15 | 39,133      | -0.1 | 2,119            | -6.0 | 2,303           | 4.4 | 1,070       | -14.1 |
| Three months ended 3/14 | 39,154      | –    | 2,253            | –    | 2,206           | –   | 1,246       | –     |

(Note) Comprehensive income (million yen) Three months ended 3/15: 1,072 (143.7%)  
 Three months ended 3/14: 746 (–%)

|                         | Net income per share | Net income per share/diluted |
|-------------------------|----------------------|------------------------------|
|                         | Yen                  | Yen                          |
| Three months ended 3/15 | 34.38                | 34.33                        |
| Three months ended 3/14 | 40.03                | 39.93                        |

(Note) The Company has revised the settlement date from March 31 to December 31 from the fiscal year ended December 2013. Accordingly, year-on-year percentage changes are not stated because the period of the first quarter of the fiscal year ended December 2014 (from January 1, 2014 to March 31, 2014) is different from the first quarter of the fiscal year ended December 2013 (from April 1, 2013 to June 30, 2013), which will be compared. (The Company and its consolidated companies with a settlement date of March 31 in the fiscal year ended December 2013 made the period from April 1, 2013 to June 30, 2013 the period of consolidation for the first quarter, and the Company's consolidated companies with a settlement date of December 31 of the fiscal year ended December 2013 made the period from January 1, 2013 to March 31, 2013 the period of consolidation for the first quarter.)

### (2) Consolidated financial position

|                         | Total assets | Net assets  | Equity ratio |
|-------------------------|--------------|-------------|--------------|
|                         | Million yen  | Million yen | %            |
| Three months ended 3/15 | 160,018      | 100,982     | 56.3         |
| Year ended 12/14        | 157,587      | 100,526     | 56.8         |

Reference: Shareholders' equity (million yen) Three months ended 3/15: 90,072 Year ended 3/14: 89,474

## 2. Dividends

|                              | Dividend per share   |                       |                      |          |        |
|------------------------------|----------------------|-----------------------|----------------------|----------|--------|
|                              | End of first quarter | End of interim period | End of third quarter | Year end | Annual |
|                              | Yen                  | Yen                   | Yen                  | Yen      | Yen    |
| Year ended 12/14             | –                    | 14.00                 | –                    | 14.00    | 28.00  |
| Year ending 12/15            | –                    | –                     | –                    | –        | –      |
| Year ending 12/15 (forecast) | –                    | 14.00                 | –                    | 14.00    | 28.00  |

(Note) Revisions to dividend forecasts published most recently: No

## 3. Forecast for Consolidated Business Results for the Fiscal Year Ending December 31, 2015

(Jan. 1, 2015 – Dec. 31, 2015) (Percentages represent year-on-year changes.)

|  | Net sales   |     | Operating income |     | Ordinary income |      | Net income  |      | Net income per share |
|--|-------------|-----|------------------|-----|-----------------|------|-------------|------|----------------------|
|  | Million yen | %   | Million yen      | %   | Million yen     | %    | Million yen | %    | Yen                  |
| Second consolidated quarter (cumulative) | 76,500      | 1.7 | 3,950            | 0.3 | 4,065           | -2.3 | 2,080       | -5.8 | 66.80                |
| Full year                                | 152,000     | 2.4 | 8,500            | 2.3 | 8,800           | -5.1 | 4,800       | -1.5 | 154.15               |

(Note) Revisions to forecast for consolidated business results published most recently: No

\* Notes

(1) Important changes in subsidiaries during this quarter (changes in specified subsidiaries resulting in change in scope of consolidation): Not applicable

(2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements: Yes  
 (Note) For details, please refer to “2. Matters Relating to Summary Information (Notes) (2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements” on page 4 of the accompanying materials.

(3) Changes in accounting principles and changes or restatement of accounting estimates  
 (i) Changes in accounting principles due to amendment of accounting standards, etc.: Yes  
 (ii) Changes in accounting principles other than (i): Not applicable  
 (iii) Changes in accounting estimates: Not applicable  
 (iv) Restatement: Not applicable  
 (Note) For details, please refer to “2. Matters Relating to Summary Information (Notes) (3) Changes in accounting principles and changes or restatement of accounting estimates” on page 4 of the accompanying materials.

(4) Number of outstanding shares (common shares)

- 1) Number of shares outstanding at the end of period (including treasury shares):
- 2) Number of treasury shares at the end of period
- 3) Average number of shares during the period (quarterly consolidated cumulative period)

|       |                   |                   |                   |
|-------|-------------------|-------------------|-------------------|
| 3/15: | 33,700,000 shares | Year ended 12/14: | 33,700,000 shares |
| 3/15: | 2,561,911 shares  | Year ended 12/14: | 2,561,793 shares  |
| 3/15: | 31,138,184 shares | 3/14:             | 31,138,952 shares |

\* Status of a quarterly review

This financial summary does not need to undergo a quarterly review under the Financial Instruments and Exchange Act. At the time of the announcement of this financial summary, the review procedures for quarterly financial statements in accordance with the Financial Instruments and Exchange Act are complete.

\* Cautionary statement with respect to forward-looking statements

The above forecast has been prepared based on data available on the announcement date. Since the data contains uncertainties, actual results may differ materially from the projections above due to changes in business performance and other factors. For assumptions concerning financial forecasts, please refer to 1. Qualitative Information on Consolidated Results for the First Quarter Ended March 31, 2015, (3) Information on the future outlook, including forecast for consolidated business results on page 3 of the accompanying materials.

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## 1. Qualitative Information on Consolidated Results for the First Quarter Ended March 31, 2015

## (1) Details of consolidated results

During the consolidated first quarter under review (from January 1, 2015 to March 31, 2015), the Japanese economy remained on a modest recovery trend, with continued yen depreciation and stock price increases and signs of improvement in corporate earnings brought about by government stimulus and the BOJ's monetary easing policy.

In the IT industry, IT investment picked up and demand continued to show an expansionary trend amidst improvement in corporate earnings. However, human resources with expertise in IT remained in short supply.

In this business environment, the FUJISOFT Group continued to work to enhance added value, aiming to become an innovative corporate group that links ICT development to greater value for customers, which is shown in its medium-term policy. In addition, the FUJISOFT Group actively expanded human resources, strengthened cooperation with business partners and continued to move ahead with system development.

Concerning System Construction, the Company engaged in activities to win orders, proactively making proposals to customers, especially in areas involving the latest technologies and the area of system development where the Company is highly experienced, drawing on its expertise in a range of technologies accumulated through technology research and development projects undertaken in the past, to meet expanding market needs. As a result, orders were brisk in machine control, including auto-related and factory automation (tool machine) projects which require cutting-edge technologies, and in the social infrastructure field, where there is demand for new equipment, environments and services using advanced ICT technologies, as well as in Internet systemization and the development of business systems for the distribution and manufacturing industries. The Company also continued to move ahead with system development, including the hiring and development of skilled engineers and specialist engineers and strengthening sales staff.

In the Product and Service sector, regarding the communication robot Palro, which is increasingly introduced to elderly care facilities to support nursing-care and preventive-care activities, a decision was made to supply a model for consumers to DMM.com under the DMM.com brand Palmi. The Company also sought to promote the introduction of ICT technologies to government offices and education settings by offering services such as the moreNOTE service for smart devices and the general educational solution Mirai School Station. The Company also worked to expand sales of these strategic products and licensing business sales, which are down from the year-ago level, by making organizational changes aimed mainly at strengthening sales.

In addition, the Company's subsidiary CYBER COM Co., Ltd. was listed on the Second Section of the Tokyo Stock Exchange in February 2015.

As a result of these initiatives, in the first quarter under review, net sales stood at 39,133 million yen, down 0.1% year on year, reflecting decline in licensing business sales, which offset brisk sales from system development projects. Operating income decreased 6.0% from a year earlier, to 2,119 million yen, due to the impact of unprofitable projects on the cost of sales combined with a 6,790 million yen increase (2.7% year-on-year increase) in SG&A expenses associated with upfront investment in the hiring and training of human resources. Although ordinary income rose 4.4% year on year, to 2,303 million yen, due to share of profit of entities accounted for using equity method, net income fell 14.1%, to 1,070 million yen, due to the impact of the sale of shares of subsidiaries and associates.

Results by business segment were as follows:

## (i) SI (system integration) business

In the SI business, sales of embedded/control software increased from the previous year reflecting continued brisk sales of machine control systems, including auto-related and factory automation projects, and social infrastructure systems especially in the aerospace, defense, and electric power-related industries as well as base stations, offsetting a decline in the sales of mobile software. Sales of operation software increased, reflecting growth in the distribution and manufacturing sectors. In Products and Services, sales fell, mainly due to decline in the licensing business following a surge in demand in the previous fiscal year. In the outsourcing business, sales fell, mainly reflecting the ongoing effects of contract cancellations due to the management integration of a major customer.

As a result, net sales stood at 36,319 million yen, down 0.3% year on year. Operating income amounted to 1,925 million yen, down 7.4%.

\* The following table shows a breakdown of net sales in the SI business.

| (Million yen)             |           |                |
|---------------------------|-----------|----------------|
|                           | Net sales | YoY change (%) |
| SI business total         | 36,319    | 99.7           |
| System construction       | 21,772    | 106.6          |
| Embedded/control software | 10,231    | 108.7          |
| Operation software        | 11,541    | 104.8          |
| Products and services     | 14,546    | 91.0           |
| Products and services     | 9,915     | 88.6           |
| Outsourcing               | 4,630     | 96.4           |

(ii) Facility business

Sales stood at 572 million yen, up 17.5% year on year, reflecting rental income from office buildings owned by the Company and certain consolidated subsidiaries. Operating income grew 148.0% year on year, to 138 million yen.

(iii) Other businesses

Sales from other businesses, including the data entry business and the contact center business, amounted to 2,241 million yen, down 0.6% year on year. Operating income fell 53.6%, to 53 million yen.

(2) Details of financial position

(Total assets)

Total assets stood at 160,018 million yen at the end of the consolidated first quarter under review, up 2,430 million yen from the end of the preceding consolidated fiscal year. Current assets were 59,145 million yen (up 4,050 million yen from the end of the previous fiscal year), and non-current assets were 100,873 million yen (down 1,619 million yen).

Important factors in the change of current assets included an increase in notes and accounts receivable-trade by 3,040 million yen from the end of the previous fiscal year, to 33,176 million yen.

The main factors for the change in non-current assets included a decrease in goodwill by 395 million yen from the end of the previous fiscal year, to 3,231 million yen, and a decrease in investment securities by 1,451 million yen from the end of the previous fiscal year, to 19,141 million yen, mainly due to the sale of shares of subsidiaries and associates.

(Liabilities)

At the end of the consolidated first quarter under review, total liabilities amounted to 59,035 million yen, up 1,974 million yen from the end of the previous fiscal year. Current liabilities were 38,476 million yen (rising 436 million yen from the end of the previous fiscal year), and non-current liabilities were 20,559 million yen (climbing 1,537 million yen).

Primary factors in the change of current liabilities included an increase in accounts payable-trade by 2,269 million yen from the end of the previous fiscal year, to 9,762 million yen, a rise in commercial papers by 2,000 million yen from the end of the previous fiscal year, to 7,000 million yen, and a decrease in current portion of long-term loans payable by 3,716 million yen from the end of the previous fiscal year, to 2,256 million yen.

The main factor in the change in non-current liabilities included a 1,666 million yen increase in long-term loans payable, to 9,897 million yen.

(Net assets)

Net assets rose 456 million yen from the end of the preceding fiscal year, to 100,982 million yen at the end of the consolidated first quarter under review. As a result, the equity ratio fell to 56.3% from 56.8% at the end of the previous fiscal year.

(3) Information on the future outlook, including forecast for consolidated business results

The first-half and full-year results forecasts remain unchanged from those announced in the financial results for the fiscal year ended December 31, 2014 announced on February 13, 2015.

2. Matters Relating to Summary Information (Notes)

(1) Important changes in subsidiaries during this quarter

Not applicable.

(2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements

(Calculation of tax expense)

Certain consolidated subsidiaries make a reasonable estimate of the effective tax rate after the application of tax effect accounting to income before income taxes for the current fiscal year and multiply quarterly income before income taxes by the estimated effective tax rate.

(3) Changes in accounting principles and changes or restatement of accounting estimates

(Changes in accounting principles)

(Application of Accounting Standard for Retirement Benefits)

Starting the consolidated first quarter under review, the Company is applying the provisions of the body text of Article 35 of the Accounting Standard for Retirement Benefits (Accounting Standards Board of Japan Statement No. 26; May 17, 2012) and the body text of Article 67 of the Implementation Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25; May 17, 2012; hereinafter the "Implementation Guidance for Retirement Benefits") and has reviewed the method for calculating retirement benefit obligations and service costs. The method for attributing expected retirement benefits to periods is still the straight-line basis (except for certain subsidiaries), and the method for determining the discount rate has been changed from a method using the discount rate based on approximate number of years of the average remaining service period of employees to a method using the single weighted-average discount rate that reflects the estimated periods of benefit payments and amount of expected retirement benefits every such period.

The application of the Accounting Standard for Retirement Benefits and the Implementation Guidance for Retirement Benefits is in accordance with transitional accounting stipulated in Article 37 of the Accounting Standard for Retirement Benefits, and at the beginning of the consolidated first quarter under review, the Company made an adjustment for the amount affected by the change in the method for calculating retirement benefit obligations and service costs to retained earnings.

As a result, at the beginning of the consolidated first quarter under review, the net defined benefit asset rose 223,294,000 yen, the net defined benefit liability rose 338,594,000 yen, and retained earnings declined 27,456,000 yen. The effect of the change in accounting policy on operating income, ordinary income and income before income taxes in the consolidated first quarter under review is minor.

## 3. Consolidated Financial Statements

## (1) Consolidated balance sheet

(Thousand yen)

|  | FY2014<br>(As of December 31, 2014) | Q1 FY2015<br>(As of March 31, 2015) |
|--|-------------------------------------|-------------------------------------|
| <b>Assets</b>                              |                                     |                                     |
| <b>Current assets</b>                      |                                     |                                     |
| Cash and deposits                          | 15,244,226                          | 14,869,796                          |
| Notes and accounts receivable - trade      | 30,136,350                          | 33,176,653                          |
| Short-term investment securities           | 3,010,186                           | 3,705,300                           |
| Merchandise                                | 262,720                             | 815,065                             |
| Work in process                            | 1,674,898                           | 1,343,124                           |
| Raw materials and supplies                 | 31,372                              | 30,275                              |
| Other                                      | 4,746,527                           | 5,216,243                           |
| Allowance for doubtful accounts            | -11,294                             | -11,364                             |
| <b>Total current assets</b>                | <b>55,094,987</b>                   | <b>59,145,094</b>                   |
| <b>Non-current assets</b>                  |                                     |                                     |
| <b>Property, plant and equipment</b>       |                                     |                                     |
| Buildings and structures                   | 56,929,021                          | 57,160,254                          |
| Accumulated depreciation                   | -22,928,028                         | -23,294,967                         |
| Buildings and structures, net              | 34,000,993                          | 33,865,286                          |
| Land                                       | 30,415,744                          | 30,415,744                          |
| Construction in progress                   | 56,447                              | 115,752                             |
| Other                                      | 15,251,067                          | 14,473,020                          |
| Accumulated depreciation                   | -12,210,542                         | -11,430,250                         |
| Other, net                                 | 3,040,525                           | 3,042,769                           |
| <b>Total property, plant and equipment</b> | <b>67,513,710</b>                   | <b>67,439,554</b>                   |
| <b>Intangible assets</b>                   |                                     |                                     |
| Goodwill                                   | 3,626,885                           | 3,231,268                           |
| Software                                   | 3,823,192                           | 3,626,710                           |
| Other                                      | 191,541                             | 190,679                             |
| <b>Total intangible assets</b>             | <b>7,641,618</b>                    | <b>7,048,658</b>                    |
| <b>Investments and other assets</b>        |                                     |                                     |
| Investment securities                      | 20,565,444                          | 19,114,072                          |
| Net defined benefit asset                  | 3,834,235                           | 4,057,529                           |
| Other                                      | 2,963,616                           | 3,233,011                           |
| Allowance for doubtful accounts            | -25,843                             | -19,549                             |
| <b>Total investments and other assets</b>  | <b>27,337,453</b>                   | <b>26,385,064</b>                   |
| <b>Total non-current assets</b>            | <b>102,492,782</b>                  | <b>100,873,277</b>                  |
| <b>Total assets</b>                        | <b>157,587,770</b>                  | <b>160,018,371</b>                  |

|   | (Thousand yen)                      |                                     |
|---|-------------------------------------|-------------------------------------|
|   | FY2014<br>(As of December 31, 2014) | Q1 FY2015<br>(As of March 31, 2015) |
| <b>Liabilities</b>                                    |                                     |                                     |
| Current liabilities                                   |                                     |                                     |
| Accounts payable-trade                                | 7,493,810                           | 9,762,825                           |
| Short-term loans payable                              | 2,010,000                           | 2,200,002                           |
| Commercial papers                                     | 5,000,000                           | 7,000,000                           |
| Current portion of long-term loans payable            | 5,973,025                           | 2,256,365                           |
| Accrued expenses                                      | 3,048,498                           | 2,625,588                           |
| Income taxes payable                                  | 2,312,208                           | 1,699,496                           |
| Provision for bonuses                                 | 2,825,215                           | 4,802,015                           |
| Provision for directors' bonuses                      | 173,981                             | 142,081                             |
| Provision for loss on construction contracts          | 140,324                             | 244,139                             |
| Other   | 9,062,881                           | 7,743,615                           |
| Total current liabilities                             | 38,039,945                          | 38,476,130                          |
| Non-current liabilities                               |                                     |                                     |
| Long-term loans payable                               | 8,230,494                           | 9,897,061                           |
| Provision for directors' retirement benefits          | 339,145                             | 346,996                             |
| Net defined benefit liability                         | 5,117,912                           | 5,375,358                           |
| Other   | 5,333,739                           | 4,939,834                           |
| Total non-current liabilities                         | 19,021,291                          | 20,559,250                          |
| Total liabilities                                     | 57,061,237                          | 59,035,380                          |
| <b>Net assets</b>                                     |                                     |                                     |
| Shareholders' equity                                  |                                     |                                     |
| Capital stock   | 26,200,289                          | 26,200,289                          |
| Capital surplus                                       | 28,505,941                          | 28,505,941                          |
| Retained earnings                                     | 43,646,746                          | 44,253,892                          |
| Treasury shares                                       | -5,178,604                          | -5,178,901                          |
| Total shareholders' equity                            | 93,174,372                          | 93,781,221                          |
| Accumulated other comprehensive income                |                                     |                                     |
| Valuation difference on available-for-sale securities | 4,685,283                           | 4,775,863                           |
| Revaluation reserve for land                          | -9,051,088                          | -9,051,120                          |
| Foreign currency translation adjustment               | 568,391                             | 458,340                             |
| Remeasurements of defined benefit plans               | 97,758                              | 108,175                             |
| Total accumulated other comprehensive income          | -3,699,655                          | -3,708,741                          |
| Subscription rights to shares                         | 41,338                              | 45,629                              |
| Minority interests                                    | 11,010,478                          | 10,864,882                          |
| Total net assets                                      | 100,526,533                         | 100,982,991                         |
| Total liabilities and net assets                      | 157,587,770                         | 160,018,371                         |



## (2) Consolidated statements of income and consolidated statements of comprehensive income

Consolidated statements of income

Consolidated first quarter results

(Thousand yen)

|   | Q1 FY2014<br>(From January 1, 2014<br>to March 31, 2014) | Q1 FY2015<br>(From January 1, 2015<br>to March 31, 2015) |
|---|--|--|
| Net sales   | 39,154,051   | 39,133,203   |
| Cost of sales   | 30,288,196   | 30,223,571   |
| Gross profit  | 8,865,855  | 8,909,632  |
| Selling, general and administrative expenses                  | 6,612,130  | 6,790,015  |
| Operating income  | 2,253,725  | 2,119,617  |
| Non-operating income  |  |  |
| Interest income   | 9,722  | 9,173  |
| Dividends income  | 4,825  | 4,591  |
| Share of profit of entities accounted for using equity method | —  | 113,923  |
| Foreign exchange gains  | 20,366   | 13,019   |
| Subsidy income  | 9,801  | 27,938   |
| Grants  | 19,115   | 49,599   |
| Cancellation income for system services                       | 20,925   | 1,833  |
| Other   | 8,031  | 17,505   |
| Total non-operating income                                    | 92,789   | 237,584  |
| Non-operating expenses  |  |  |
| Interest expenses   | 47,652   | 19,760   |
| Share of loss of entities accounted for using equity method   | 13,034   | —  |
| Loss on compensation  | 52,030   | —  |
| Loss on retirement of non-current assets                      | 5,461  | 17,853   |
| Miscellaneous loss  | 21,821   | 15,967   |
| Other   | 16   | 2  |
| Total non-operating expenses                                  | 140,016  | 53,584   |
| Ordinary income   | 2,206,497  | 2,303,617  |
| Extraordinary income  |  |  |
| Gain on sales of investment securities                        | 31,075   | —  |
| Total extraordinary income                                    | 31,075   | —  |
| Extraordinary losses  |  |  |
| Loss on retirement of non-current assets                      | 39,255   | —  |
| Impairment loss on non-current assets                         | —  | 12,440   |
| Loss on sales of shares of subsidiaries and associates        | —  | 357,533  |
| Office transfer expenses                                      | 10,473   | —  |
| Total extraordinary loss                                      | 49,729   | 369,974  |
| Income before income taxes                                    | 2,187,843  | 1,933,643  |
| Income taxes-current  | 1,471,283  | 1,546,103  |
| Income taxes-deferred   | -716,026   | -777,552   |
| Total income taxes  | 755,257  | 768,551  |
| Income before minority interests                              | 1,432,586  | 1,165,091  |
| Minority interests in income                                  | 186,058  | 94,542   |
| Net income  | 1,246,527  | 1,070,549  |

Consolidated statements of comprehensive income  
 Consolidated first quarter results

(Thousand yen)

|   | Q1 FY2014<br>(From January 1, 2014<br>to March 31, 2014) | Q1 FY2015<br>(From January 1, 2015<br>to March 31, 2015) |
|---|--|--|
| Income before minority interests  | 1,432,586  | 1,165,091  |
| Other comprehensive income  |  |  |
| Valuation difference on available-for-sale securities                             | -560,496   | 120,313  |
| Deferred gains or losses on hedges  | -15,372  | —  |
| Foreign currency translation adjustment   | -106,982   | -238,886   |
| Remeasurements of defined benefit plans, net of tax                               | 18,430   | -31,046  |
| Share of other comprehensive income of entities accounted for using equity method | -21,376  | 57,413   |
| Total other comprehensive income  | -685,797   | -92,207  |
| Comprehensive income  | 746,789  | 1,072,884  |
| Comprehensive income attributable to  |  |  |
| Comprehensive income attributable to owners of the parent                         | 632,291  | 1,097,039  |
| Comprehensive income attributable to minority interests                           | 114,498  | -24,154  |

## (3) Notes to consolidated financial statements

(Note on going concern assumptions)

Not applicable.

(Note when there is a considerable change in the amount of shareholders' equity)

Not applicable.

(Segment Information)

[Segment Information]

I. Q1 FY2014 (From January 1, 2014 to March 31, 2014)

## 1. Information on Sales and Profit and Loss by Reported Segment

(Thousand yen)

|                                  | Reported segments |                      |            | Others<br>(Note 1) | Total      | Adjustment<br>(Note 2) | Amount on<br>first-quarter<br>consolidated<br>statement of<br>income<br>(Note 3) |
|----------------------------------|-------------------|----------------------|------------|--------------------|------------|------------------------|--|
|                                  | SI business       | Facility<br>business | Total      |                    |            |                        |  |
| Net sales                        |                   |                      |            |                    |            |                        |  |
| Sales to outside customers       | 36,411,806        | 486,999              | 36,898,806 | 2,255,245          | 39,154,051 | –                      | 39,154,051   |
| Inter-segment sales or transfers | 45,153            | 155,433              | 200,587    | 235,311            | 435,898    | -435,898               | –  |
| Total                            | 36,456,960        | 642,433              | 37,099,393 | 2,490,556          | 39,589,950 | -435,898               | 39,154,051   |
| Segment profit                   | 2,080,835         | 55,931               | 2,136,767  | 116,365            | 2,253,132  | 592                    | 2,253,725  |

Notes:

1. “Others” is a business segment that is not included in the reported segments and includes the data entry business and contact center business etc.
2. An adjustment of segment profit of 592,000 yen includes an elimination of inter-segment transactions of 592,000 yen.
3. The segment profit has been adjusted to the operating income stated in the consolidated income statement.

## 2. Information on Impairment Loss in Fixed Assets and Goodwill by Reported Segment

The presentation of information has been omitted due to its lack of material significance.

II. Q1 FY2015 (From January 1, 2015 to March 31, 2015)

## 1. Information on Sales and Profit and Loss by Reported Segment

(Thousand yen)

|                                  | Reported segments |                      |            | Others<br>(Note 1) | Total      | Adjustment<br>(Note 2) | Amount on<br>first-quarter<br>consolidated<br>statement of<br>income<br>(Note 3) |
|----------------------------------|-------------------|----------------------|------------|--------------------|------------|------------------------|--|
|                                  | SI business       | Facility<br>business | Total      |                    |            |                        |  |
| Net sales                        |                   |                      |            |                    |            |                        |  |
| Sales to outside customers       | 36,319,137        | 572,313              | 36,891,451 | 2,241,752          | 39,133,203 | –                      | 39,133,203   |
| Inter-segment sales or transfers | 20,941            | 167,270              | 188,212    | 266,977            | 455,189    | -455,189               | –  |
| Total                            | 36,340,079        | 739,584              | 37,079,663 | 2,508,729          | 39,588,393 | -455,189               | 39,133,203   |
| Segment profit                   | 1,925,936         | 138,735              | 2,064,672  | 53,996             | 2,118,669  | 947                    | 2,119,617  |

Notes:

1. “Others” is a business segment that is not included in the reported segments and includes the data entry business and contact center business etc.
2. An adjustment of segment profit of 947,000 yen includes an elimination of inter-segment transactions of 947,000 yen.
3. The segment profit has been adjusted to the operating income stated in the consolidated income statement.

## 2. Information on Impairment Loss in Fixed Assets and Goodwill by Reported Segment

The presentation of information has been omitted due to its lack of material significance.