

# Summary of Consolidated Financial Results for the First Three Quarters of Fiscal Year ending December 31, 2016 (Japanese Accounting Standards)



November 10, 2016

Listed Company Name: FUJI SOFT INCORPORATED

Listing Exchanges: Tokyo Stock Exchange

Securities Code: 9749 URL

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

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Scheduled date to submit the Quarterly Securities Report (Shihanki Houkokusho): November 11, 2016

Scheduled date of dividend payment: —

Supplementary documents for quarterly results: Yes

Yes

Quarterly results briefing: Yes (for institutional investors and analysts)

Yes (for institutional investors and analysts)

(Figures less than one million yen are omitted)

## 1. Consolidated Business Results for the Nine Months Ended September 30, 2016

(January 1, 2016 – September 30, 2016)

### (1) Consolidated operating results (cumulative total)

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended 9/16	122,456	5.3	6,407	4.0	6,489	-2.5	3,604	1.2
Nine months ended 9/15	116,261	3.4	6,158	-1.7	6,654	-2.4	3,562	-5.4

(Note) Comprehensive income (million yen) Nine months ended 9/16: 2,192 (-30.0%)

Nine months ended 9/15: 3,132 (-28.8%)

	Net income per share	Net income per share/diluted
	Yen	Yen
Nine months ended 9/16	115.56	115.51
Nine months ended 9/15	114.41	114.34

### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
Nine months ended 9/16	159,754	106,121	58.9
Year ended 12/15	153,833	104,078	60.3

Reference: Shareholders' equity (million yen) Nine months ended 9/16: 94,073 Year ended 12/15: 92,814

## 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 12/15	—	14.00	—	14.00	28.00
Year ending 12/16	—	14.00	—		
Year ending 12/16 (forecast)				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, 2016

(Jan. 1, 2016 – Dec. 31, 2016)

(Percentages represent year-on-year changes.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen	
Full year	157,000	2.2	8,500	1.0	8,700	-4.3	5,000	1.6	160.38	

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

\* Notes

(1) Important changes in subsidiaries during the nine-month period under review (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 5 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 5 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)

9/16:	33,700,000 shares	Year ended 12/15:	33,700,000 shares
9/16:	2,479,379 shares	Year ended 12/15:	2,523,336 shares
9/16:	31,188,822 shares	9/15:	31,138,025 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 Three Quarters Ended September 30, 2016, (3) Information on the future outlook, including forecast for consolidated business results on page 4 of the accompanying materials.

## Accompanying Materials – Contents

1. Qualitative Information on Consolidated Results for the First Three Quarters Ended September 30, 2016.....	2
(1) Details of consolidated results .....	2
(2) Details of financial position .....	3
(3) Information on the future outlook, including forecast for consolidated business results.....	4
2. Matters Relating to Summary Information (Notes) .....	5
(1) Important changes in subsidiaries during the nine-month period under review .....	5
(2) Application of specific accounting treatment to the preparation of quarterly consolidated financial statements .	5
(3) Changes in accounting principles and changes or restatement of accounting estimates.....	5
3. Consolidated Financial Statements .....	6
(1) Consolidated balance sheet .....	6
(2) Consolidated statements of income and consolidated statements of comprehensive income.....	8
(3) Notes to consolidated financial statements.....	10
Note on going concern assumptions .....	10
Note when there is a considerable change in the amount of shareholders' equity.....	10
Segment information.....	10

## 1. Qualitative Information on Consolidated Results for the First Three Quarters Ended September 30, 2016

### (1) Details of consolidated results

During the first three quarters of the consolidated fiscal year under review (from January 1, 2016 to September 30, 2016), employment and income conditions improved mainly due to the government's economic policy and the Bank of Japan's monetary easing, but the outlook for the Japanese economy remained uncertain, given Brexit and a slowdown in emerging economies, primarily the Chinese economy.

In June, the Cabinet approved the Japan Revitalization Strategy 2016 with the goal of achieving the "fourth industrial revolution" using the IoT (\*1), big data, robots, and AI (artificial intelligence). In the IT industry, demand for investment in innovative information technologies was strong. Meanwhile, a shortage of IT engineers became the norm, and hiring and training human resources was a major issue.

In this business environment, the FUJISOFT Group actively sought to win orders, especially in areas involving the latest technologies and in system development, where the Company has extensive experience and can draw on its expertise in a range of technologies accumulated through past involvement in research and development projects. The Group responded to increasing demand in each field by improving labor productivity through the enhancement of its structures by means such as hiring more human resources, training engineers to meet short-term needs and stepping up its cooperation with its business partners.

In System Construction, the Group expanded orders in auto-related and factory automation (tool machine) projects and other machine control systems against a backdrop of rising demand for the development of cutting-edge technologies due to the increasing sophistication and complexity of electronic control. Particularly in the automotive sector, with demand for the development of software related to the ECU (engine control unit) continuing to grow, the Group stepped up its efforts to strengthen its system by strengthening its human resources and training more engineers. In addition, the Group has been developing a software platform for domestically produced in-vehicle control systems based on the AUTOSAR (\*2) specification in collaboration with APTJ (\*3). It also conducted aggressive marketing activities in the video distribution field, where demand for new equipment and services is rising, as well as in the electric power-related and aerospace fields. In system development in the Internet business field, orders were strong in the financial industry, principally from life and non-life companies, on the back of the revision in the Insurance Business Act which contributed to improvements in operating efficiency and the expansion of new policy channels. The Group also worked to expand business by making proposals mainly for services that enable working from home and other new work styles through the use of ICT and for solutions to prevent information leakage and other security risk.

In the Product and Service sector, sales remained strong in the CAE solution services (\*4) for the optical design field, the mobile solution FSMobile (\*5) and the leading-edge cloud and software product businesses in collaboration with software vendors overseas. Orders for the humanoid communication robot PALRO were on a rising trend, partly backed by the government policy, as can be seen by the fact that it was selected as a candidate for use in the verification survey conducted by the Japan Agency for Medical Research and Development (AMED) for introducing robots in nursing care activities. The Group positively sought to introduce smart document services moreNOTE, SYNCNEL (\*6), which boast the top share in the mobile content management market, in different fields. It also worked to develop services that combine technologies for cloud-type AI, as exemplified by BOT (\*7) that provides automated online assistant services using natural conversation, and technologies developed by the Company for terminal-type AI, in order to achieve more sophisticated communication.

Corporate social responsibility (CSR) activities incorporated human support, including volunteer activities, and support using ICT, such as providing moreNOTE, PALRO and Mirai School Station (\*8) without charge in areas affected by the Kumamoto earthquakes. FUJISOFT KIKAKU Ltd., a special subsidiary, builds job assistance programs for disabled persons and conducts support activities for expanding employment opportunities for the disabled, including making vocational schools available as part of its labor transition support business. FUJISOFT KIKAKU Ltd. has recently entered the agricultural field using a new cultivation method based on IT technology.

Cyber Com Co., Ltd., a consolidated subsidiary, was transferred to the First Section of the Tokyo Stock Exchange, and VINX CORP., a consolidated subsidiary, was transferred to the Second Section of the Tokyo Stock Exchange. FUJI SOFT SERVICE BUREAU INCORPORATED, a consolidated subsidiary, was listed on TSE JASDAQ.

Through these activities, the Group worked 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 the first three quarters under review, net sales stood at 122,456 million yen, up 5.3% year on year. SG&A expenses came to 22,062 million yen, up 6.2%. Operating income rose 4.0% from a year earlier, to 6,407 million yen. Ordinary income decreased 2.5%, to 6,489 million yen, due to a fall in equity in earnings of the securities-oriented affiliate. Profit attributable to owners of parent was 3,604 million yen, up 1.2% year on year.

- \*1: IoT (Internet of Things)  
The IoT, or Internet of Things, is a system of information and communications equipment including computers and a variety of other objects outfitted with communication functions enabling them to communicate with one another over the Internet.
- \*2: AUTOSAR (AUTomotive Open System ARchitecture)  
The name of the organization that (then) DaimlerChrysler, BMW, and Robert Bosch, among other companies, established in July 2003 to standardize in-vehicle software; and the name of the in-vehicle software platform specification that has been created by the organization
- \*3: APTJ (Automotive Platform Technology Japan)  
A venture company born in Nagoya University, whose main business is the development and sales of software platform for in-vehicle control systems.
- \*4: CAE (Computer Aided Engineering)  
The technology for simulation and analysis of prototypes on computers in research and development processes in manufacturing, which replaces the conventional tests and experiments using actual prototypes.
- \*5: FSMobile  
A 3G/LTE data communication terminal for the consumer market and IoT/M2M market in the mobile communication market.
- \*6: moreNOTE, SYNCNEL  
Services for sharing, viewing, and editing documents, videos and images easily using tablets, smartphones, and personal computers
- \*7: BOT  
BOT is an abbreviation for robot and is a program which automatically conducts processes that human did on computers.
- \*8: Mirai School Station  
An ICT education solution using unique information and communication technology (ICT) to improve educational environments

Results by business segment were as follows:

(i) SI (system integration) business

In the SI business, sales of embedded/control software were strong as in the previous year, reflecting continued brisk sales of machine control systems, including auto-related and factory automation projects, and of social infrastructure systems in the aerospace, defense, and electric power-related industries. Sales of operation software declined, reflecting a decrease mainly in the distribution sectors, which offset strong sales in the financial sector. In Products and Services, sales increased due to strong sales in the licensing business of the software vendors overseas. In the outsourcing business, sales fell mainly because of a decline in transactions in the distribution sector.

As a result, net sales stood at 114,145 million yen, up 5.5% year on year. Operating income amounted to 5,586 million yen, up 4.1%.

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

(Million yen)		
	Net sales	YoY change (%)
SI business total	114,145	105.5
System construction	67,437	106.1
Embedded/control software	35,040	114.0
Operation software	32,397	98.6
Products and services	46,708	104.7
Products and services	34,139	108.6
Outsourcing	12,568	95.5

(ii) Facility business

Net sales stood at 2,028 million yen, up 10.7% year on year, reflecting rental income from office buildings owned by the Company and certain consolidated subsidiaries. Operating income grew 106.2% year on year, to 687 million yen.

(iii) Other businesses

Net sales from other business rose 0.6% year on year, to 6,281 million yen, mainly attributable to the data entry business and the contact center business, but operating income declined 6.5%, to 134 million yen, due to the effect of a rise in SG&A expenses, including R&D investments and listing expenses.

(2) Details of financial position

(Total assets)

Total assets stood at 159,754 million yen at the end of the consolidated first three quarters under review, up 5,921 million yen from the end of the preceding consolidated fiscal year. Current assets were 63,680 million yen (up 8,647 million yen from the end of the previous fiscal year), and non-current assets were 96,073 million yen (down 2,726 million yen).

Important factors in the change of current assets included an increase in cash and deposits of 5,424 million yen from the end of

the previous fiscal year, to 18,208 million yen, and a rise in notes and accounts receivable - trade of 2,080 million yen from the end of the previous fiscal year, to 33,566 million yen.

The main factors for the change in non-current assets included a decrease in goodwill of 666 million yen from the end of the previous fiscal year, to 2,022 million yen, and a decline in investment securities of 1,598 million yen from the end of the previous fiscal year, to 16,140 million yen, mainly due to changes in the market values of shares held.

(Liabilities)

At the end of the first three quarters under review, total liabilities amounted to 53,632 million yen, up 3,878 million yen from the end of the previous fiscal year. Current liabilities were 31,988 million yen (rising 4,432 million yen from the end of the previous fiscal year), and non-current liabilities were 21,644 million yen (declining 553 million yen).

Primary factors in the change of current liabilities included an increase in notes and accounts payable-trade of 1,101 million yen from the end of the previous fiscal year, to 8,726 million yen, a rise in short-term loans payable of 1,200 million yen from the end of the previous fiscal year, to 3,850 million yen, and an increase in income taxes payable of 933 million yen from the end of the previous fiscal year, to 2,144 million yen.

(Net assets)

Net assets rose 2,042 million yen from the end of the preceding fiscal year, to 106,121 million yen at the end of the consolidated first three quarters under review. The equity ratio fell to 58.9%, down from 60.3% at the end of the previous fiscal year.

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

The results forecasts remain unchanged from those announced with the financial results for the fiscal year ended December 31, 2015, released on February 10, 2016.

## 2. Matters Relating to Summary Information (Notes)

### (1) Important changes in subsidiaries during the nine-month period under review

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 the Revised Accounting Standard for Business Combinations, etc.)

Starting from the consolidated first quarter, the Company is applying the Revised Accounting Standard for Business Combinations (Accounting Standards Board of Japan Statement No. 21 of September 13, 2013), the Revised Accounting Standard for Consolidated Financial Statements (ASBJ Statement No. 22 of September 13, 2013), and the Revised Accounting Standard for Business Divestitures (ASBJ Statement No. 7 of September 13, 2013). The Company has changed its accounting policies to post in capital surplus the difference arising from the changes in the Company's ownership interest of subsidiaries that the Company continues to control and to record acquisition costs as expenses in the fiscal year in which the costs are incurred. For business combinations that take place after the beginning of the first quarter, the Company has changed its accounting policies to reflect the review of the allocation of acquisition costs after confirming the accounting settlement from the provisional accounting on the quarterly consolidated financial statement for the quarter in which the business combination takes place. In addition, the Company has changed the titles of net income and other items and the title of minority interests to non-controlling interests. To reflect these changes, the quarterly consolidated financial statements for the first three quarters of the previous fiscal year and the consolidated financial statements for the previous fiscal year have been replaced.

With regard to the application of the Revised Accounting Standard for Business Combinations and other accounting standards, the Company follows the provisional treatments in Article 58-2 (4) of the Revised Accounting Standard for Business Combinations, Article 44-5 (4) of the Revised Accounting Standard for Consolidated Financial Statements, and Article 57-4 (4) of the Revised Accounting Standard for Business Divestitures, and is applying these standards from the beginning of the first quarter onwards.

As a result, income before income taxes in the first three quarters under review declined 458,497 thousand yen, and capital surplus at the end of the first three quarters under review rose 330,679 thousand yen.

### 3. Consolidated Financial Statements

#### (1) Consolidated balance sheet

(Thousand yen)

	FY2015 (As of December 31, 2015)	Q3 FY2016 (As of September 30, 2016)
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	12,784,328	18,208,782
Notes and accounts receivable - trade	31,485,501	33,566,363
Short-term investment securities	3,800,041	4,500,000
Merchandise	260,121	545,556
Work in process	2,034,854	1,618,272
Raw materials and supplies	31,173	33,041
Other	4,645,130	5,277,005
Allowance for doubtful accounts	-8,158	-68,112
<b>Total current assets</b>	<b>55,032,993</b>	<b>63,680,910</b>
<b>Non-current assets</b>		
<b>Property, plant and equipment</b>		
Buildings and structures	57,674,741	57,863,590
Accumulated depreciation	-24,318,034	-25,384,258
Buildings and structures, net	33,356,706	32,479,332
Land	30,415,744	30,415,744
Construction in progress	17,916	50,917
Other	15,737,278	16,587,944
Accumulated depreciation	-12,514,411	-13,412,784
Other, net	3,222,866	3,175,159
<b>Total property, plant and equipment</b>	<b>67,013,234</b>	<b>66,121,154</b>
<b>Intangible assets</b>		
Goodwill	2,689,471	2,022,823
Software	3,395,276	3,423,111
Other	188,363	186,382
<b>Total intangible assets</b>	<b>6,273,111</b>	<b>5,632,317</b>
<b>Investments and other assets</b>		
Investment securities	17,739,548	16,140,803
Net defined benefit asset	4,662,182	5,100,144
Other	3,117,754	3,079,521
Allowance for doubtful accounts	-5,797	-134
<b>Total investments and other assets</b>	<b>25,513,688</b>	<b>24,320,335</b>
<b>Total non-current assets</b>	<b>98,800,034</b>	<b>96,073,808</b>
<b>Total assets</b>	<b>153,833,028</b>	<b>159,754,718</b>



(Thousand yen)

	FY2015 (As of December 31, 2015)	Q3 FY2016 (As of September 30, 2016)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable - trade	7,625,523	8,726,639
Short-term loans payable	2,650,000	3,850,000
Current portion of long-term loans payable	1,317,800	1,151,480
Accrued expenses	3,225,264	2,791,787
Income taxes payable	1,210,345	2,144,154
Provision for bonuses	2,594,988	5,247,783
Provision for directors' bonuses	155,944	160,404
Provision for loss on construction contracts	107,192	196,332
Other	8,669,090	7,719,947
<b>Total current liabilities</b>	<b>27,556,148</b>	<b>31,988,528</b>
<b>Non-current liabilities</b>		
Long-term loans payable	11,242,708	11,348,949
Provision for directors' retirement benefits	372,009	365,967
Net defined benefit liability	5,438,613	5,378,461
Other	5,144,656	4,551,007
<b>Total non-current liabilities</b>	<b>22,197,987</b>	<b>21,644,384</b>
<b>Total liabilities</b>	<b>49,754,135</b>	<b>53,632,913</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	26,200,289	26,200,289
Capital surplus	28,521,268	28,869,225
Retained earnings	47,666,063	50,397,026
Treasury shares	-5,101,298	-5,012,620
<b>Total shareholders' equity</b>	<b>97,286,322</b>	<b>100,453,921</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	4,185,128	2,813,814
Deferred gains or losses on hedges	-8,523	-21,941
Revaluation reserve for land	-9,051,120	-9,051,120
Foreign currency translation adjustment	305,390	-122,581
Remeasurements of defined benefit plans	97,491	999
<b>Total accumulated other comprehensive income</b>	<b>-4,471,634</b>	<b>-6,380,829</b>
Subscription rights to shares	37,285	27,246
Non-controlling interests	11,226,919	12,021,466
<b>Total net assets</b>	<b>104,078,892</b>	<b>106,121,804</b>
<b>Total liabilities and net assets</b>	<b>153,833,028</b>	<b>159,754,718</b>

(2) Consolidated statements of income and consolidated statements of comprehensive income  
 Consolidated statements of income  
 Consolidated first three quarters results

	(Thousand yen)	
	Q3 FY2015 (From January 1, 2015 to September 30, 2015)	Q3 FY2016 (From January 1, 2016 to September 30, 2016)
Net sales	116,261,905	122,456,124
Cost of sales	89,330,604	93,985,684
Gross profit	26,931,301	28,470,439
Selling, general and administrative expenses	20,772,911	22,062,984
Operating income	6,158,389	6,407,455
Non-operating income		
Interest income	24,651	24,299
Dividends income	81,132	84,845
Share of profit of entities accounted for using equity method	340,503	86,004
Subsidy income	73,334	83,867
Other	133,752	124,322
Total non-operating income	653,373	403,339
Non-operating expenses		
Interest expenses	51,944	58,615
Foreign exchange losses	35,993	209,261
Loss on retirement of non-current assets	37,447	28,126
Other	31,856	25,539
Total non-operating expenses	157,242	321,542
Ordinary income	6,654,520	6,489,251
Extraordinary income		
Gain on sales of investment securities	50,000	38,235
Gain on sales of shares of subsidiaries and associates	-	14,722
Gain on change in equity	9,558	-
Total extraordinary income	59,558	52,958
Extraordinary losses		
Impairment loss	12,440	67,734
Loss on sales of shares of subsidiaries and associates	357,533	60,463
Office transfer expenses	-	36,454
Loss on agency contract cancellation	3,745	-
Loss on employees' pension fund withdrawal	12,526	-
Loss on disaster	-	6,925
Total extraordinary losses	386,246	171,578
Income before income taxes	6,327,833	6,370,631
Income taxes-current	2,677,660	3,024,937
Income taxes-deferred	-418,941	-852,097
Total income taxes	2,258,719	2,172,840
Net income	4,069,113	4,197,790
Profit attributable to non-controlling interests	506,497	593,652
Profit attributable to owners of parent	3,562,616	3,604,138

Consolidated statements of comprehensive income  
Consolidated first three quarters results

	(Thousand yen)	
	Q3 FY2015 (From January 1, 2015 to September 30, 2015)	Q3 FY2016 (From January 1, 2016 to September 30, 2016)
Net income	4,069,113	4,197,790
Other comprehensive income		
Valuation difference on available-for-sale securities	-530,435	-1,333,488
Deferred gains or losses on hedges	-	-24,875
Foreign currency translation adjustment	-362,946	-547,937
Remeasurements of defined benefit plans, net of tax	6,332	13,466
Share of other comprehensive income of entities accounted for using equity method	-49,347	-112,300
Total other comprehensive income	-936,396	-2,005,135
Comprehensive income	3,132,717	2,192,654
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	2,795,903	1,799,031
Comprehensive income attributable to non-controlling interests	336,813	393,623

(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. Q3 FY2015 (From January 1, 2015 to September 30, 2015)

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

(Thousand yen)

	Reported segments			Others (Note 1)	Total	Adjustment (Note 2)	Amount on third-quarter consolidated statements of income (Note 3)
	SI business	Facility business	Total				
Net sales							
Sales to outside customers	108,188,475	1,831,949	110,020,425	6,241,480	116,261,905	—	116,261,905
Inter-segment sales or transfers	68,244	509,325	577,569	750,100	1,327,670	-1,327,670	—
Total	108,256,719	2,341,275	110,597,995	6,991,581	117,589,576	-1,327,670	116,261,905
Segment profit	5,365,755	647,670	6,013,425	143,673	6,157,098	1,291	6,158,389

Notes:

1. "Others" is a business segment that is not included in the reported segments and includes the data entry business, contact center business and tissue engineering business, etc.
2. An adjustment of segment profit of 1,291 thousand yen includes an elimination of inter-segment transactions of 1,291 thousand yen.
3. The segment profit has been adjusted to the operating income stated in the consolidated income statement.

2. Information on Impairment Loss in Non-current Assets and Goodwill by Reported Segment

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

II. Q3 FY2016 (From January 1, 2016 to September 30, 2016)

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

(Thousand yen)

	Reported segments			Others (Note 1)	Total	Adjustment (Note 2)	Amount on third-quarter consolidated statements of income (Note 3)
	SI business	Facility business	Total				
Net sales							
Sales to outside customers	114,145,976	2,028,604	116,174,581	6,281,542	122,456,124	—	122,456,124
Inter-segment sales or transfers	89,882	484,666	574,549	656,101	1,230,650	-1,230,650	—
Total	114,235,859	2,513,271	116,749,130	6,937,644	123,686,775	-1,230,650	122,456,124
Segment profit	5,586,004	687,848	6,273,852	134,373	6,408,226	-771	6,407,455

Notes:

1. "Others" is a business segment that is not included in the reported segments and includes the data entry business, contact center business and tissue engineering business, etc.
2. An adjustment of segment profit of -771 thousand yen includes an elimination of inter-segment transactions of -771 thousand yen.
3. The segment profit has been adjusted to the operating income stated in the consolidated income statement.

2. Information on Impairment Loss in Non-current Assets and Goodwill by Reported Segment

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