

**Results for FY 07/ Forecasts for FY08
Review of “Corporate Strategic Plan 06”**

May 15, 2007
ITX Corporation

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ITX Corporation 2

1. Business Overview

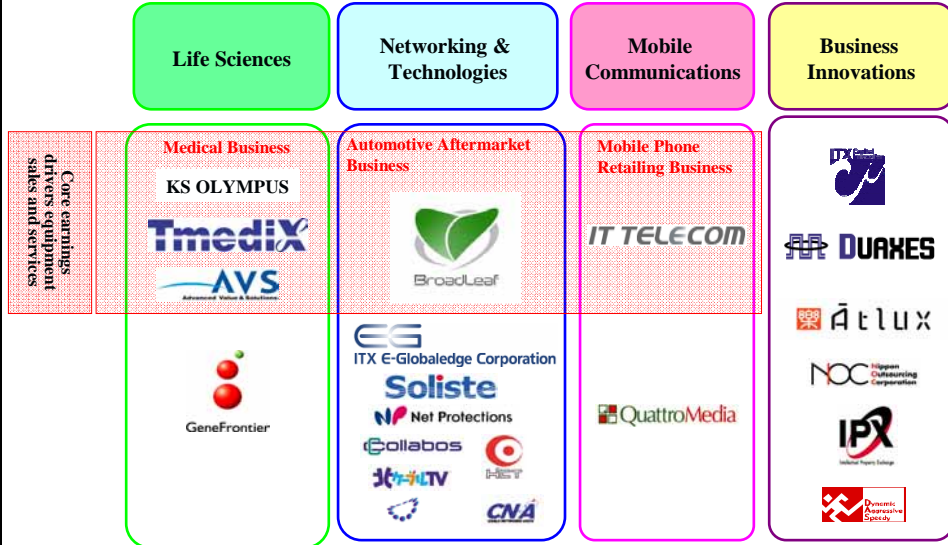
ITX Group: Business Model and Earning Structure

ITX invests to create new enterprise value by playing a central role in the management of investees.
ITX generates earnings in two ways:
1. Stable business earnings from consolidated subsidiaries
2. Secure capital gains when business values are high

Business Model



ITX Group Operating Fields of Group Companies



*Please refer to the separate publication, ITX Major Group Companies, for further details about each business.

2. FY07 Results

FY07 Results: Summary

¥ billion			
	FY06 Results	FY07 Results	YoY Change
1) P/L (Consolidated)			
Revenues	346.9	330.3	-16.6
(Sales of investment securities for business incubation)	(5.9)	(4.9)	(-1.0)
(Equipment sales and services)	(341.0)	(325.4)	(-15.6)
Gross profit	41.1	49.5	8.4
(Sales of investment securities for business incubation)	(4.2)	(1.9)	(-2.3)
(Equipment sales and services)	(36.9)	(47.6)	(10.7)
Operating income	2.9	2.8	-0.1
(Sales of investment securities for business incubation)	(2.9)	(0.9)	(-2.0)
(Equipment sales and services)	(0)	(1.8)	(1.8)
Ordinary income	2.0	2.0	0
Net income	1.3	-1.8	-3.1
2) B/S			
1. Interest-bearing debt (Consolidated)	90.8	93.8	3.0
(Nonconsolidated)	70.7	70.6	-0.1
2. Shareholders' equity (Consolidated)	26.9	25.1	-1.8
3) Performance Indicators			
1. Debt-equity ratio* (Consolidated)	2.7	2.7	0
(Nonconsolidated)	2.0	1.7	-0.3
2. ROA	0.8 %	-1.0 %	-1.8 %

*Debt-equity ratio = net interest-bearing debt (interest-bearing debt – cash and cash equivalents) ÷ shareholders' equity

*Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.

Performance compared to October 06 Forecasts

¥ billion			
	FY07 Forecasts (Released in October 06)	FY07 Results	Variance
1) P/L (Consolidated)			
Revenues	339.0	330.3	-8.7
(Sales of investment securities for business incubation)	(13.0)	(4.9)	(-8.1)
(Equipment sales and services)	(326.0)	(325.4)	(-0.6)
Operating Income *	6.0	2.8	-3.2
(Sales of investment securities for business incubation)	(4.3)	(0.9)	(-3.4)
(Equipment sales and services)	(1.7)	(1.8)	(0.1)
Ordinary Income	5.0	2.0	-3.0
Net Income	1.3	-1.8	-3.1

*Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.

**Exceeded the forecast of operating income in Equipment sales and services
(due to a stable business outcome of the three core businesses)
Fell far below the forecast in sale of investment securities for business incubation
on a nonconsolidated basis**

FY07 Results: Key Points (1)

Revenues: ¥330.3 billion

(Investment securities for business incubation: ¥4.9 billion, Equipment sales and services: ¥325.4 billion)

(down ¥16.6 billion YoY, Investment securities for business incubation: down ¥1.0 billion YoY,

Equipment sales and services: down ¥15.6 billion YoY)

<Main factors for YoY change>

Increase:

Broadleaf — up ¥16.7 billion, IT Telecom — up ¥11.9 billion,

ITX E-Globaledge — up ¥4.5 billion, KS Olympus — up ¥4.1 billion, etc.

Decrease:

ITX Corporation — down ¥51.3 billion

(termination of OEM sales of peripheral PC equipment), and other factors

***Total subsidiaries' equipment sales and services revenue: up ¥ 37.2 billion YoY (+13%)**

Operating income: ¥2.8 billion

(Investment securities for business incubation: ¥0.9 billion, Equipment sales and services: ¥1.8 billion)

(down ¥0.1 billion YoY, Investment securities for business incubation: down ¥2.0 billion YoY,

Equipment sales and services: up ¥1.8 billion YoY)

<Main factors for YoY change>

Increase: IT Telecom — up ¥1.5 billion, Broadleaf — up ¥1.2 billion, etc.

Progress on Building a Consolidated Earnings Structure in equipment sales and services.

Decrease: **Significant decline (drop in sales of investment securities for business incubation in ITX Corp.**

FY07 Results: Key Points (2)

Other expenses – net: -¥0.8 billion (YoY: up ¥0.1 billion)

<Main factors for YoY change>

Gain on sales of investment securities

(Previous Term: ¥0.3 billion Current term: ¥0.02 billion)

Termination of stock swap transaction of ITX Corp.

Ordinary income: ¥2.0 billion (YoY: up ¥0.0 billion)

Extraordinary gains – net: loss of ¥2.6 billion (Previous Term: gain of ¥0.7 billion)

<Main factors>

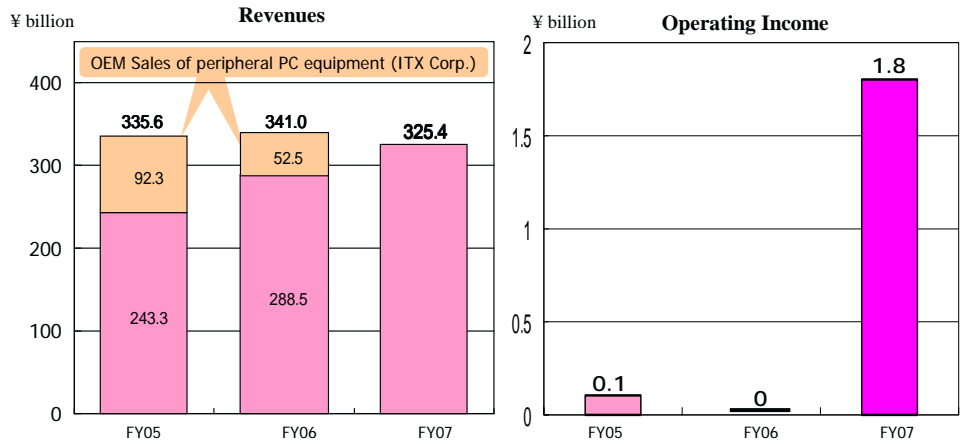
Unrealized loss on securities of ¥2.0 billion (Loss from revaluation of USEN shares of ¥1.8 billion)

Impairment losses of ¥0.9 billion

Amortization of fixed assets of IT Telecom of ¥0.4 billion

Net income: loss of ¥1.8 billion (YoY: down ¥3.1 billion)

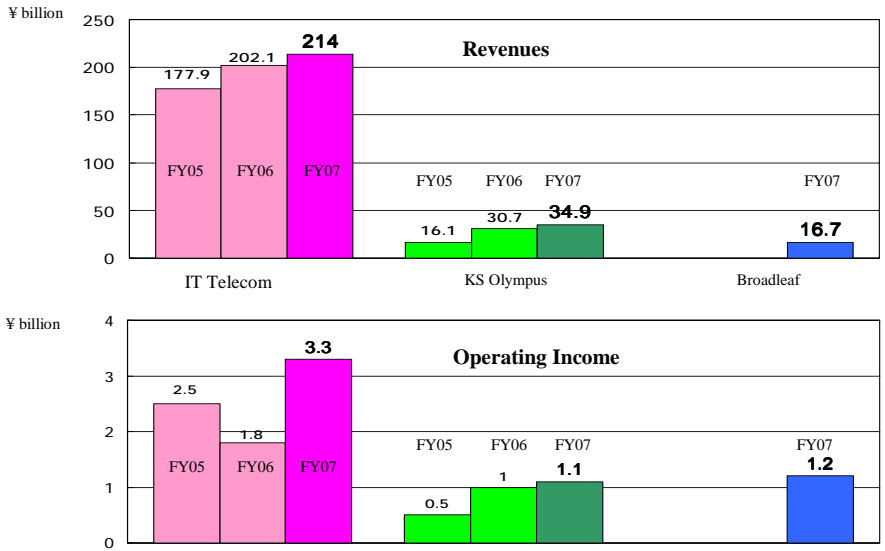
FY07 Results:
Equipment Sales and Services: Revenues and Operating Income



Significant growth in operating income supported by three core businesses
Progress on building a consolidated earnings structure

*Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.

FY07 Results:
Equipment Sales and Services by Core Subsidiary



*FY05 results for KS Olympus are for the six-month period Oct. 04 – Mar. 05.

FY07 Results: IT Telecom

IT TELECOM

[Business Performance]

Primary Distributor of Mobile Phones. Distribution of various communication services to enterprises.
 • 247 carrier shops in Japan (As of the end of March 2007)
 • Close to carrier market share levels

[Business Overview of FY07]

Number of shops: Increase by 23

224 Shops (As of the End of FY06)

247 Shops (As of the End of FY07)

Significant increase of operating income

Improvement of gross profit through strengthening incentive acquisition

Previous term: 9.6% current term: 9.9%

Improvement of sales administrative expense ratio

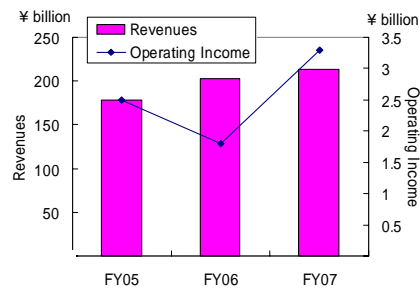
Due to further implementation of structural reform carried forward from previous term

Previous term: 8.7% current term: 8.3%

• Closing or merger of unprofitable shops

• Enhancement of efficiency of sales front

¥ billion	FY05	FY06	FY07
Revenues	177.9	202.1	214.0
Operating Income	2.5	1.8	3.3
Ordinary Income	2.4	1.7	3.2
Net Income	1.1	1.0	1.3



FY07 Results: IT Telecom

IT TELECOM

Total market sales volume: 48 million units (Up 1.2% YoY)

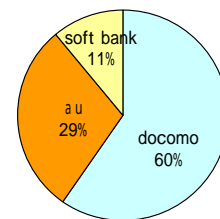
Start of number portability system (au has been strong as a leading communication carrier.)

Favorable business outcome of companies dealing with a relatively large number of au phones as a communication carrier

Although this trend was a disadvantage toward IT Telecom selling a sizable percentage of DoCoMo phones, we somehow sustained our market share in sales volume.

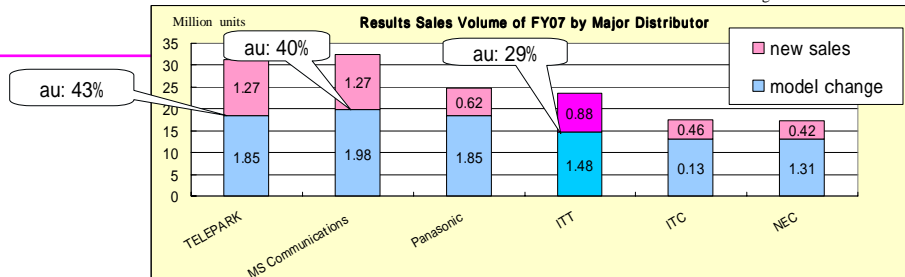
In addition, the share of new purchase increased on a year-on-year basis.

IT Telecom Sales Ratio by Carrier



IT Telecom Sales Performance	Sales Volume	Market Share
New Purchase	910,000 (98.1% of previous-term results)	5.6% (Up 0.1% YoY)
Model Change	1,550,000 (103.2% of previous-term results)	4.8% (Unchanged YoY)
Total	2,450,000 (101.2% of previous-term results)	5.1% (Unchanged YoY)

*Excluding the data of some areas



(The data are based on the survey by IT Telecom.)

FY07 Results: KS OLYMPUS

Centered on Olympus products, operations primarily focused on the Tohoku and Kanto areas

aiming to move into new product and service fields by maximizing existing business base such as sales channels and marketing capabilities

[Efforts to win in the current term]

1. Package orders from newly opened hospitals and others.

- Secured order for all clinical departments at the new Tokyo Women's Medical University Yachiyo Medical Center

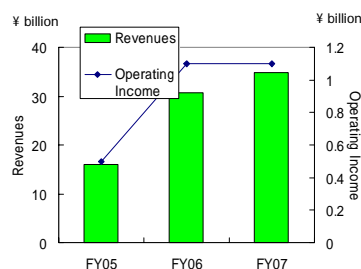
2. Development and sales of proprietary products

- An operating room system incorporating world's first digital forensic system (provides legal basis for medical lawsuits) that simultaneously records video and biometric data.
- Began nationwide sales of connecting tubes for endoscopes and arthroscopes.

[Summary of FY07]

- Steady growth in medical equipment and industrial machinery products
- Expansion of sales against plan through accelerated investment plans of customers in the industrial machinery field

¥ billion	FY05 *	FY06	FY07
Revenues	16.1	30.7	34.9
Operating Income	0.5	1.0	1.1
Ordinary Income	0.5	1.1	1.1
Net Income	0.2	0.6	0.6



*FY05 results for KS Olympus are for the six-month period Oct. 04 - Mar. 05.

FY07 Results: Broadleaf



[Business Overview]

Development and sales of packaged software for automotive aftermarket business: maintenance, repair, panel-beating, etc.

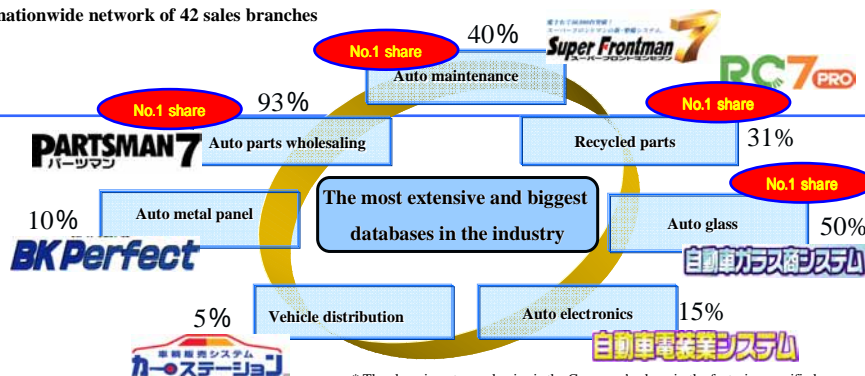
A dominant market share underpinned by one of the biggest component databases in the automotive sector

Development and sales of packaged software specifically designed for sectors other than the automotive aftermarket

High market share in packaged software systems for market areas such as the machine tool and travel sectors

A powerful base of more than 30,000 customers

A nationwide network of 42 sales branches



* The share in auto mechanics is the Company's share in the factories specified.

* The share in auto parts wholesaling is the Company's share in the regional parts trade.

FY07 Results: Broadleaf



[Business Overview of FY07]

Change of corporate name, relocation of head office and change of management system

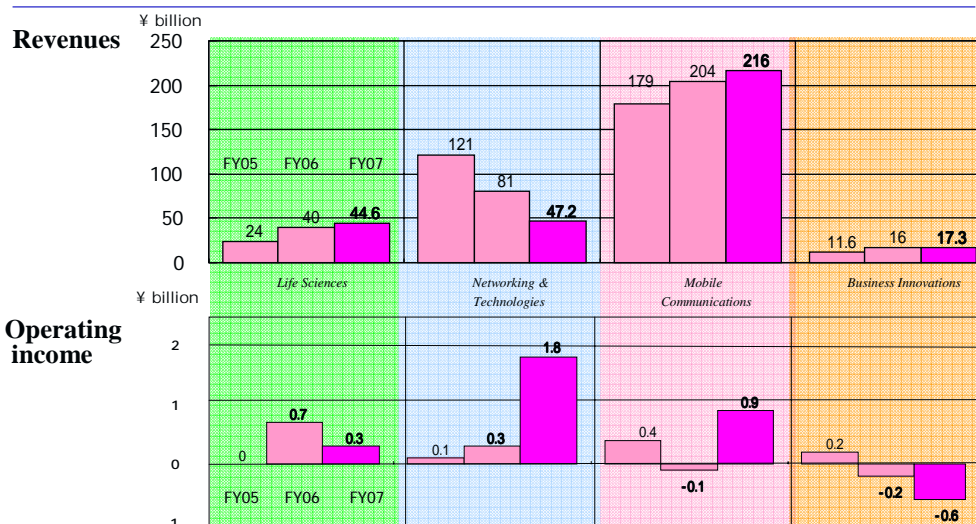
- Implementation of company-wide structural reform based on the corporate philosophy of *Appreciation and Happiness* under conduct of the new management
- Establishment of new marketing organization (area marketing by product)
- Development of new operation rule and flow & adoption of new personnel system
- Additional investment in relocation of head office (About ¥200 million)

Launch of “.NS” Series featuring three major products for maintenance systems, panel beating systems and sales systems in September

- Further expansion of market share by maintaining the position as a market leader

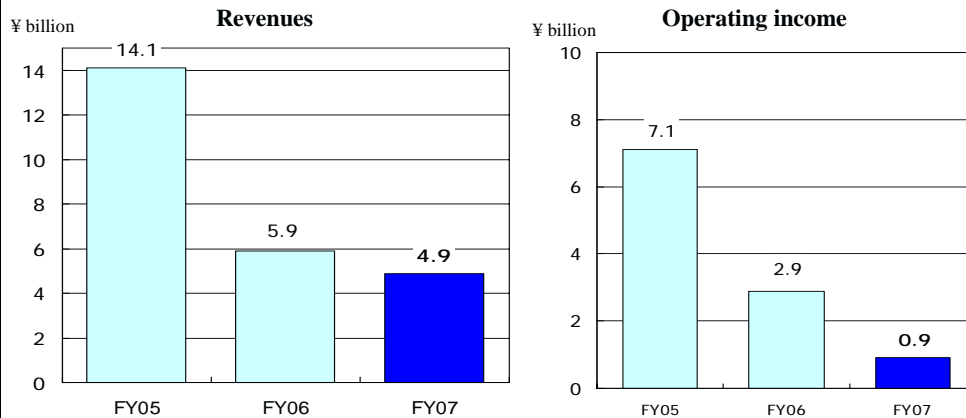
¥ billion	FY06	FY07
Revenues		16.7
Operating Income		1.2
Ordinary Income		1.2
Net Income		1.4

FY07 Results: Equipment Sales and Services: Revenues and Operating Income by Segment



* Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.

FY07 Results:
Investment Securities for Business Incubation: Revenues and Operating Income



¥ billion/no. of companies shown in parentheses	IPOs	M&As	Other	Total
FY05	–(–)	7.5(3)	6.6(10)	14.1(13)
FY06	2.4(1)	3.2(4)	0.3(3)	5.9(8)
FY07	0.2(1)	4.0(4)	0.7(7)	4.9(12)

*Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.

**3. Review of “Corporate Strategic Plan 06”
FY08 Forecasts**

Corporate Strategic Plan 06 - Management Objective and Issues

[Management Objective]

Establish ITX as the Name in Professional Business Acceleration

[Issues]

- Realize IPOs for multiple Group companies
- Achieve performance targets
- List ITX Corporation on the TSE

- Increase deal flow by attracting greater number of promising projects from outside the Group
- Become a company where business acceleration and management professionals can realize their potential

Expedite pace of business acceleration and enhance business functions

Review of Corporate Strategic Plan 06

Result of FY07 (initial year of plan)

Construction of platform for stable earning of consolidated business

Although it is slightly behind the initial schedule, the project has been steadily implemented with a focus on the three core businesses, which are the mobile phone retailing business, the medical business and the automotive aftermarket business. (Operating income of FY07 in equipment sales and services: ¥ 1.8 billion)

The management goal for FY 07 was listing of subsidiary companies in the market, which was not accomplished by the end of the term consequently.

The financial outcome was far below the initial plan, due to a delay in sale of investment securities for business incubation and to realization of a large amount of loss from revaluation of investment securities.

Based on the result of FY07, the Corporate Strategic Plan 06 is to be revised.

Management Objective

[Management Objective]

Establish ITX as the Name in Professional Business Acceleration

With the business goal unchanged, we change the specific tasks to the followings, in consideration of the results conditions of our group.

Further implementation of *Building a Stable Consolidated Earnings Structure* by selection and concentration

Continual optimization of portfolio models by *Acceleration of Investment Cycles*

Improvement of financial platform

There is no change in the policies of our subsidiary companies aiming for listing in the market. However, we intend to implement the *Building a Stable Consolidated Earnings Structure* and optimization of portfolio models by *acceleration of investment cycles*, which would lead to achievement of the profit target, regardless of whether our subsidiaries published. The listing of our company in the Tokyo Stock Exchange would be one of the future tasks to be set up after the revised plan is realized to be feasible.

Further Implementation of *Building a Stable Consolidated Earnings Structure*

**Gist: Reconstruction of portfolio
(Size: more than ¥ 20 billion) by review of business
performance of investee companies**

**Concentrated investment to three core businesses
and other related businesses**

Cooperation with Olympus

Classification of investee companies to three categories by business policy:

Category 1:

Core earners of consolidated earnings; potential to expand business reach into peripheral fields

Category 2:

Further acceleration required to lift to category-1 status

Category 3:

Standalone, autonomous businesses; realize enterprise value via IPOs or M&As

Implementation of strategies by category in the coming two years

Further Implementation of *Building a Stable Consolidated Earnings Structure*

Reconstruction of portfolio (Size: more than ¥ 20 billion) by review of business performance of investee companies

- ✓ Assess the feasibility of the business of Category 2 and classify it into Category 1 (our core business) and Category 3 (the business aiming for enhancement of business values at an early stage)
- ✓ Enhance business values for the business of Category 3 and reconstruct the portfolio by selling the assets equivalent to ¥ 20 billion at minimum (our goal: ¥ 30 billion) by the end of FY09

Further Implementation of *Building a Stable Consolidated Earnings Structure*

Concentrated investment to three core businesses and other related businesses

Concentrate resources in the following three businesses with a focus on the business of Category 1 (the financial resources are planned to be invested for acceleration of growth of the said business.)

Medical Business

- ✓ Pursue the synergy effects with the medical business of Olympus especially in the areas of digestive organs and surgeries (led by KS Olympus)
 - Provide new products and solutions for medical institutions in accordance with the strategies and policies of Olympus
- ✓ Develop new areas for medical business
 - Invest in the areas positioned as a new domain in the medical business of Olympus Group (The areas such as orthopedic treatments are the options.)

Automotive Aftermarket Business

- ✓ Develop and distribute the domain-specific new software by use of the software development and sales capacities (led by Broadleaf)
 - Procure new offerings by leveraging M&As

Mobile Phone Retailing Business

- ✓ Expand the market share and strengthen the sales force of mobile phone distribution to corporations (led by IT Telecom)
 - Aim to be a top three market leader:
 - Execute mergers and acquisitions for market share expansion and strengthen the sales force for distribution to corporations and the new service development force for expanding product lines

Further Implementation of *Building a Stable Consolidated Earnings Structure*

Cooperation with Olympus

Reinforcement of functions for creation of new business in Olympus Group

- ✓ Promote cooperation with Olympus on expansion of the medical business of Olympus Group and on procurement and development of electronic equipment key devices
- ✓ Construct the system to promote efficient affiliation with the new business development department of each Olympus Group company and develop specific business project schemes

Continual Optimization of Portfolio Models by *Acceleration of Investment Cycles*

Gist:

- Review of investment rules (setting of collection period)**
- Reinforcement of functions for CVC investment business**
- Review of management system**

Review of investment rules (setting of collection period)

✓ **Investment target**

- 1) Investment to accelerate growth of the three core businesses
- 2) Investment to the promising business expect to grow into the new core business in future
- 3) CVC investment

The investments of 1) and 2) are expected to be collected in five years on a cash flow basis, basically. (However, the collection period for the investments deemed to be important from a strategic point of view is to be extended to ten years at the longest.)

✓ **Investment amount**

The target amount of new investment for two years is about ¥ 15-20 billion (including CVC investment).

Continual Optimization of Portfolio Models by *Acceleration of Investment Cycles*

Reinforcement of functions for CVC investment business

- ✓ **Invest in several business areas and bolster earnings of investment business with the information collection functions which would contribute to development of the overall group business**
- ✓ **Invest in the projects which are based on a clear EXIT strategy and expected to earn a capital gain in four years, basically**

CVC investment business: Corporate venture capital investment or portfolio investment for the purpose of gaining capital gains from ITX, U.S. investment subsidiary companies or funds.
(The business areas are not particularly specified, as the project often functions as our information collection organ.)

CVC investment amount (ITX and U.S. Investment Subsidiary Companies Only)

	FY04-FY06 (Total of Three Years)	FY07
From ITX	26 companies / ¥ 2.1 billion	14 companies / ¥ 1.3 billion
From U.S. Investment Subsidiary Companies	9 companies / ¥ 1.3 billion	6 companies / ¥ 1.6 billion
Total	35 companies / ¥ 3.4 billion	20 companies / ¥ 2.9 billion

Continual Optimization of Portfolio Models by *Acceleration of Investment Cycles*

Review of management system

- ✓ **Enhancement of efficiency of business development functions**
Heighten the reliability of the functions by consolidating the operations of *investment development EXIT*, improving the business speed and strengthening the EXIT functions
- ✓ **Improvement of investment evaluation functions**
Optimize the business portfolio on a continuing basis by managing the business projects of each group company comprehensively and by developing the functions of evaluating the business policies
- ✓ **Revenue and expense control of consolidated subsidiary companies**
 - Newly established subsidiary companies Achieve a surplus on a single-year basis in three years, as a general rule
 - Acquired subsidiary companies Make the consolidation impact amount (including write-offs of goodwill) a favorable balance in and after the initial fiscal year after acquisition
 - Existing subsidiary companies Develop a scheme of the business plan to restore profitability by the end of FY09 as for the companies with an unfavorable balance in consolidation impact at the current moment
(The business policies are to be reviewed as for the companies that are unlikely to achieve a surplus.)

Improvement of Financial Platform

Gist: Reduction of interest expenses
(Contraction of interest-bearing liabilities on a nonconsolidated basis)
Reduction of expenses on a nonconsolidated basis

Reduction of interest expenses

- ✓ Improve the net interest-bearing debt rate from 1.7 times the FY07 level to below 1.5 times that level by allocating a fixed portion of cash flow to repayment of the interest-bearing liabilities
- ✓ Reduce the interest expenses of about ¥ 200-300 million annually by review of the loan terms and conditions

Reduction of expenses on a nonconsolidated basis

- ✓ Streamline the management system and reduce the sales administrative expenses
- Improve the current substantial profit of about ¥ 600 million by earning new revenues that come from strengthened business support functions

Organizational Reform (1)

Current Organizational Structure

The current organization is to be changed to the following for the purpose of strengthening of business development functions in accordance with *Corporate Strategic Plan 2006*, and the operations will be run under the new organization.

- (1) Clarify the work duties, responsibilities and authorities by adoption of a headquarter system
- (2) Reinforce the internal control and information-sharing systems by establishment of a cross-divisional committee for each function

Change of Management System for Efficient Management

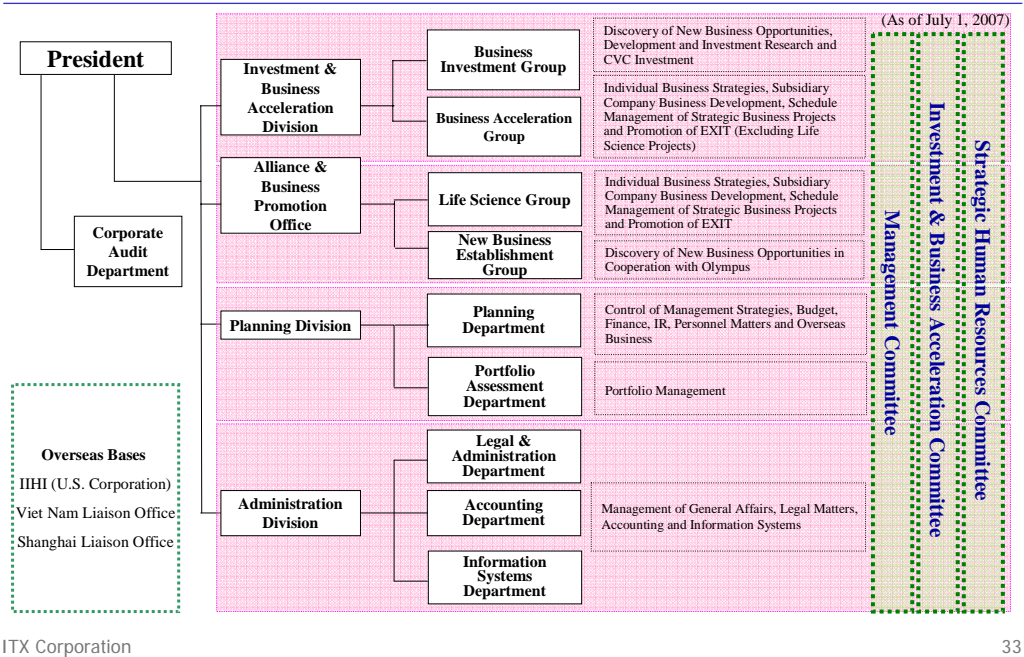
- Reduction of the number of full-time directors (from five to four)
- Abolishment of the system of directors with a special post (senior managing director or managing director)

Organizational Reform in Accordance with Strategies of Revised Plan

- Cooperation with Olympus
Establishment of the special department (New Business Establishment Group)
- Enhancement of efficiency of business development functions
Integration of the Business Acceleration Division and the Investment Division
- Comprehensive management of group company business project schedules
Establishment the Portfolio Assessment Department in the Planning Division

The new organization will be effective on July 1.

Organizational Reform (2)



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Performance Targets (Consolidated)

[Post-revision]

(¥ billion)

	FY 07 Results	FY08 Forecasts	FY09 Targets
Revenues	330.3	358.0	387.0
(Equipment sales and services)	(325.4)	(352.6)	(381.6)
(Sales of investment securities for business incubation)	(4.9)	(5.4)	(5.4)
Operating income	2.8	4.5	6.2
(Equipment sales and services)	(1.8)	(3.6)	(5.3)
(Sales of investment securities for business incubation)	(0.9)	(0.9)	(0.9)
Ordinary income	2.0	3.8	5.5
Net income	-1.8	1.5	3.5

[Pre-revision]

	FY07 Initial Forecasts	FY08 Targets	FY09 Targets
Revenues	355.0	367.0	395.0
Operating income	6.2	9.0	12.7
Ordinary income	4.7	7.6	11.0
Net income	2.3	3.5	5.0

ITX Corporation

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Performance Targets (Consolidated)

(Equipment sales and services)

- The operating income of FY07 was 1.8 billion yen, increased steadily from 0.0 billion yen of the previous term, although the project of constructing platform for stable earning of consolidated business is behind the schedule.
- The profit target is to be achieved by concentrated investment to the three core businesses (the Mobile Phone Retailing Business, the Medical Business and the Automotive Aftermarket Business) and by investment for acceleration of growth of the said business.

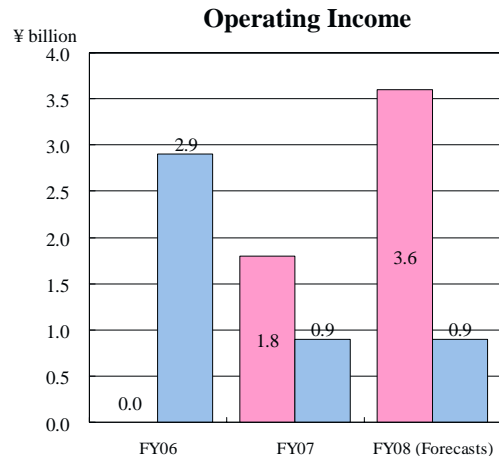
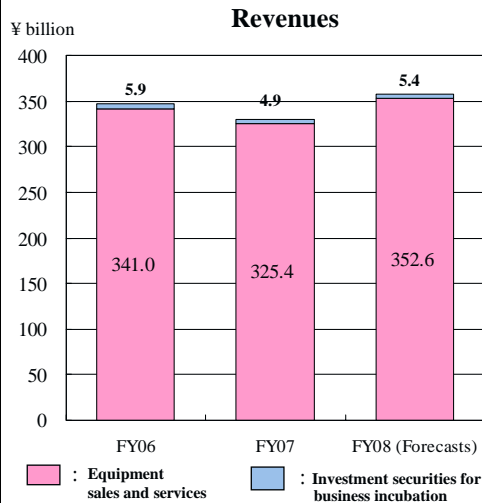
Aggregate Revenues and Operating Income of Three Core Businesses (Excluding Write-Offs of Goodwill) (¥ billion)

	FY07 Actual	FY08 Forecasts	FY09 Targets
Revenues	275.4	299.0	308.0
Operating Income	5.6	6.3	7.5

(Sales of investment securities for business incubation)

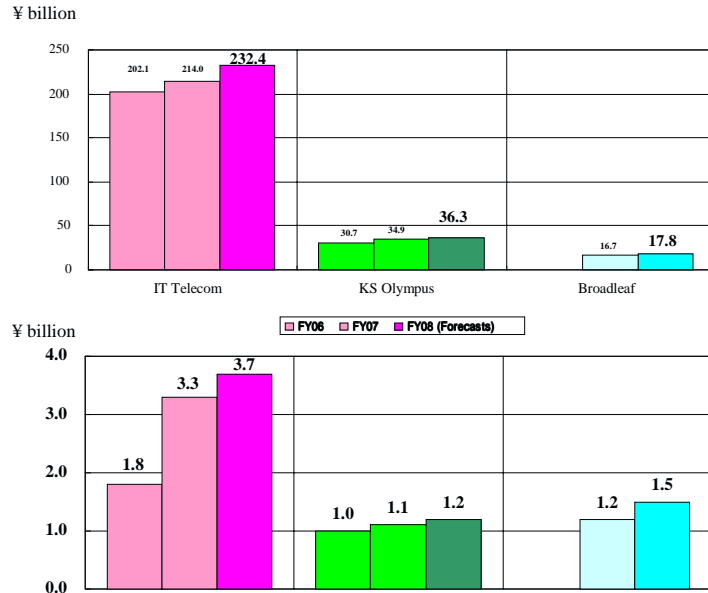
- The policies of the subsidiary companies aiming for listing in the market are unchanged. The portfolio is to be optimized for *acceleration of investment cycles*, which is not necessarily reflected in the profit target thoroughly.
- The operating incomes of FY08 and FY09 are assumed to be the same level as that of FY07.

FY08 Forecasts: Revenues and Operating Income



* Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.

FY08 Forecasts: Equipment Sales and Services by Core Subsidiary



FY08 Forecasts: IT Telecom

IT TELECOM

[Business Prospect of FY08]

Continued efforts for market share expansion — Increase of sales volume by M&A strategies
Intensification of customer retention product strategies in our carrier shops

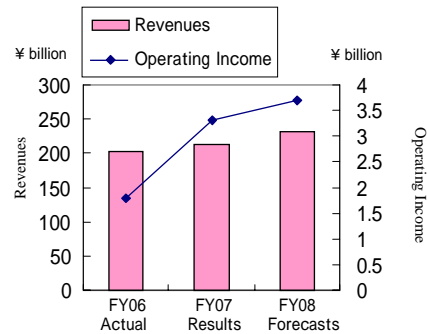
Increase of operating income by intensified sales activities for acquisition of incentives and by reduction of Sales Administrative Expenses

Strengthening of sales force for distribution to corporations and enrichment of product lines (FMC* and Broadbands, etc.)

Sales force 40 as of March 2006, increased to 96 as of April 2007

* FMC (Fixed Mobile Convergence Integrated): Communication services combining mobile communications and fixed-line communications

¥ billion	FY06 Actual	FY07 Results	FY08 Forecasts
Revenues	202.1	214	232.4
Operating Income	1.8	3.3	3.7
Ordinary Income	1.7	3.2	3.6
Net Income	1.0	1.3	1.9



FY08 Forecasts: KS Olympus

[Business Prospect of FY08]

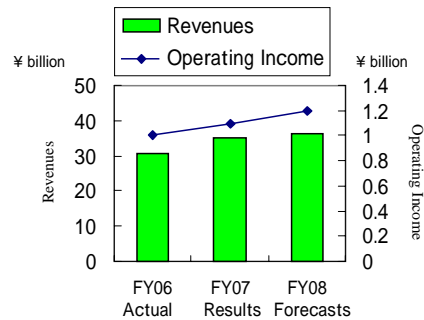
Sales expansion of medical equipment and industrial machinery products

Increase of packaged project order entries and aggressive sales activities for original products on a nationwide scale (The financial contribution is to be carried forward to the future terms.)

April launch of the original product *Major NAVI*, which is a small microscope for the industrial business line.

(The product is used for some random inspections in the quality control process of electric parts or materials.)

¥ billion	FY06 Actual	FY07 Results	FY08 Forecasts
Revenues	30.7	34.9	36.3
Operating Income	1.0	1.1	1.2
Ordinary Income	1.1	1.1	1.1
Net Income	0.6	0.6	0.7



FY08 Forecasts: Broadleaf



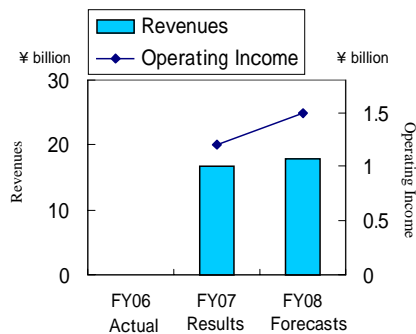
[Business Prospect of FY08]

Meet replacement demands of the existing customers in automobile-related packaged software

Execute aggressive sales activities toward new customers and users of competitors products and expand the market share

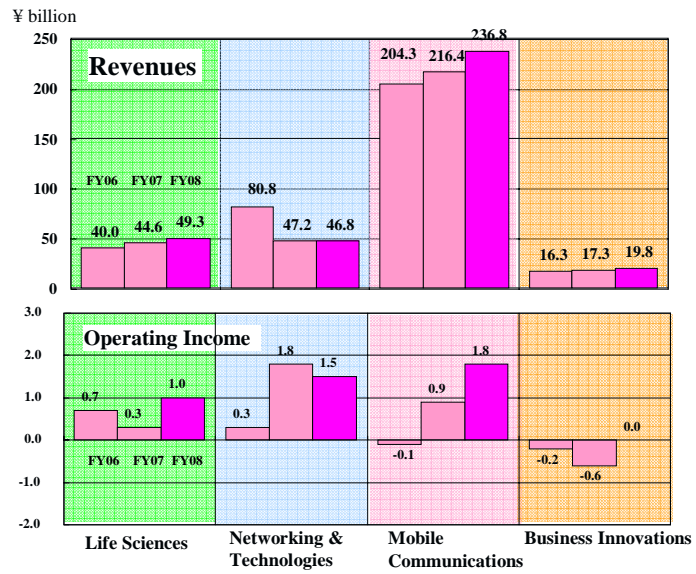
Develop and distribute new products of package software (excluding automobile-related packaged software)

¥ billion	FY06 Actual	FY07 Results	FY08 Forecasts
Revenues		16.7	17.8
Operating Income		1.2	1.5
Ordinary Income		1.2	1.4
Net Income		1.4	1.3



FY08 Forecasts:

Equipment Sales and Services: Revenues and Operating Income by Segment



*Nonconsolidated SG&A expenses are split evenly between investment securities for business incubation and equipment sales and services.