

Presentation of Results for FY2008

May 13, 2008

ITX Corporation

ITX Corporation

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ITX Corporation

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1. Personnel Changes

Profile of New President

Name and Profile of New President

- **New Title:** President
(Former Title) (Director and Managing Director, Planning Division)
- **Name:** Makoto Nakatsuka
- **D.O.B.:** September 9, 1957
- **Career History:**
 - April 1981: Joined Olympus Optical Co., Ltd.
(now Olympus Corporation)
 - December 2004: Director of Olympus Lease Co., Ltd. to the present
 - January 2005: Assistant to the President of ITX Corporation
 - June 2005: Director of ITX Corporation to the present

* Plans to leave Olympus Corporation with effect May 31.

Provisional date for taking up office

June 24, 2008

New Management Structure

New Position	Name	Notes		Current Position
		Re-appointment	Part-time	
Chairman	Tsuyoshi Kikukawa	Re-appointment	Part-time	Chairman
President	Makoto Nakatsuka	Re-appointment		Director and Managing Director, Planning Division
Director and Managing Executive Director; Managing Director, Administration Division; Managing Director, Planning Division; General Manager, Legal & Administration Dept.	Shoichi Hanzawa	Re-appointment		Director; Managing Director, Administration Division; General Manager, Legal & Administration Department
Director and Executive Director	Toru Suzuki	New appointment		Advisor
Director	Hiroshi Tomomori	New appointment	Part-time	Director (Part-time)
Director	Hisashi Mori	New appointment	Part-time	Director (Part-time)
Director	Hitoshi Kawada	New appointment	Part-time	Executive Officer; Division Manager, New Business Administration Division, Olympus Corporation
Auditor	Shinichi Hayashi	Continuing appointment		Auditor
Auditor	Junichi Hayashi	Continuing appointment	Part-time	Auditor (Part-time)
Auditor	Shigemi Sugimoto	Continuing appointment	Part-time	Auditor (Part-time)
Auditor	Yoshinori Nakanishi	Continuing appointment	Part-time	Auditor (Part-time)
Executive Director; Head, Alliance & Business Promotion Office; Group Leader, Life Science Group	Ryuichi Kumagai	Continuing appointment		Executive Director; Head, Alliance & Business Promotion Office; Group Leader, Life Science Group
Executive Director; General Manager, Investment & Business Acceleration Division	Hirokuni Hibi	New appointment		Director, Olympus NDT Corporation (Seconded by order of the President)
Executive Director; General Manager, Management Dept.	Kanichiro Nakano	New appointment		General Manager, Management Department, Planning Division
Executive Director; Group Leader, Business Acceleration Group, Investment & Business Acceleration Division	Osamu Matsuoka	New appointment		Group Leader, Business Acceleration Group, Investment & Business Acceleration Division

2. FY08 Results

FY08 Results: Highlights

1. Profit estimates more or less attained.

2. Steady growth in main businesses

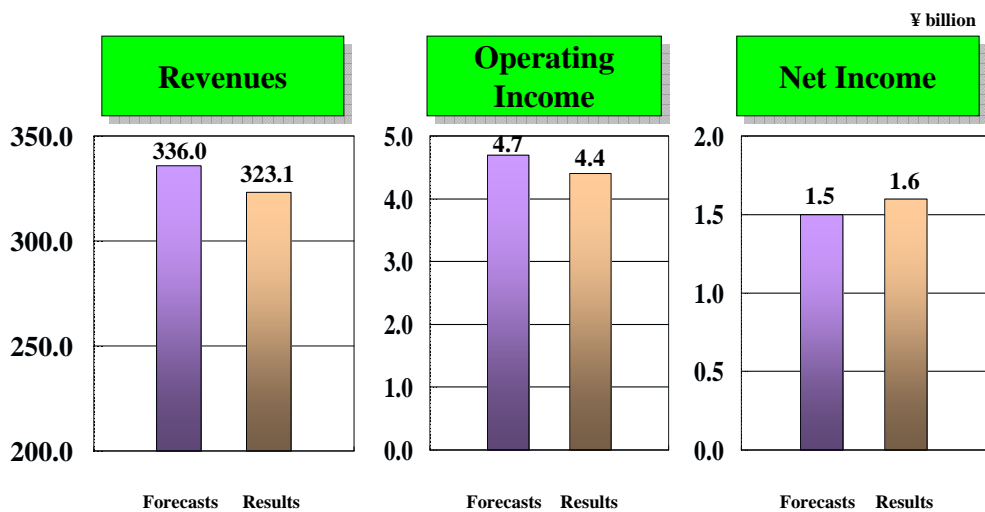
3. Major contraction of interest-bearing liabilities on a non-consolidated basis

4. Portfolio reconstruction of around ¥10 billion

5. Promotion of cooperation with Olympus

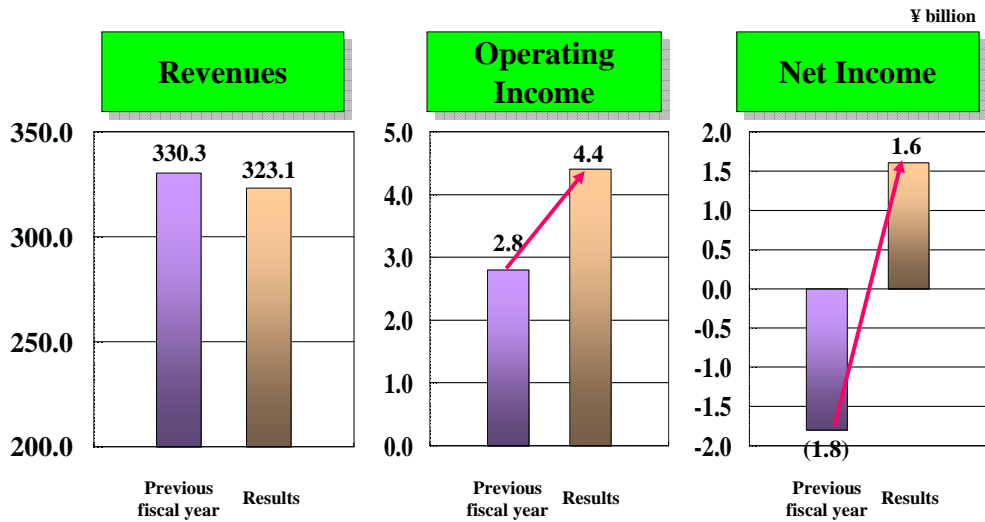
FY08 Results: Comparison with Forecasts

Profit estimates more or less attained.



FY08 Results: Year-on-Year Change

Large profit gains despite slight decline in revenues



Investment Securities for Business Incubation: Performance

Sales of investment securities for business incubation

¥ billion/no. of companies shown in parentheses	IPOs	M&As	Other	Total
FY07	0.2 (1)	4.0 (4)	0.7 (7)	4.9 (12)
FY08	0.4 (1)	4.0 (7)	4.4 (5)	8.8 (13)

* Operating income decreased ¥300 million year-on-year to ¥600 million.

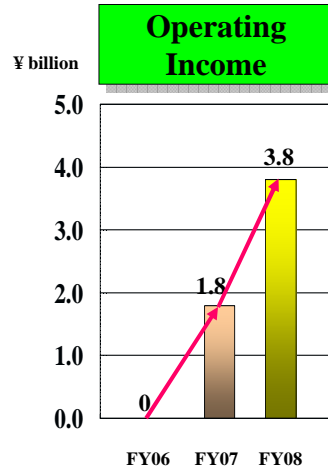
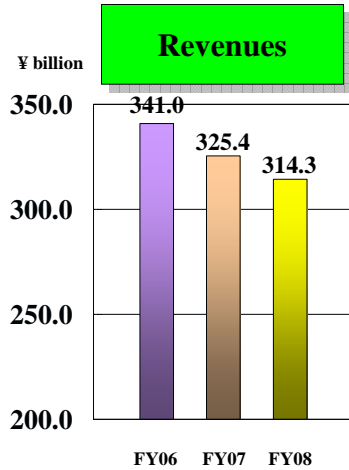
Amount of new investment

¥ billion/no. of companies shown in parentheses	New investment	Additional investment	Total
FY07	4.7 (21)	0.4 (8)	5.1 (29)
FY08	4.5 (10)	0.8 (6)	5.3 (16)

* Overall investment in FY08 including affiliate companies and investment securities was ¥8.8 billion.

Equipment Sales and Services: Changes in Earnings

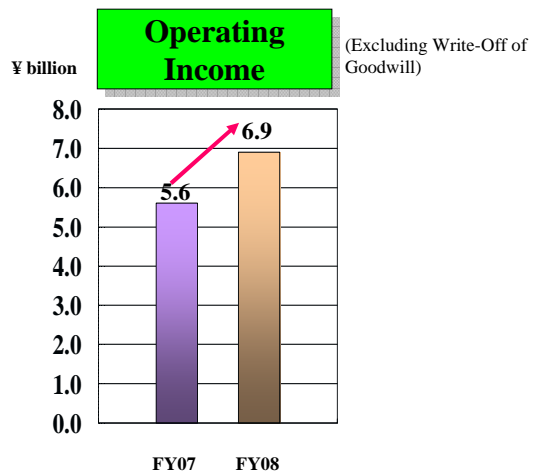
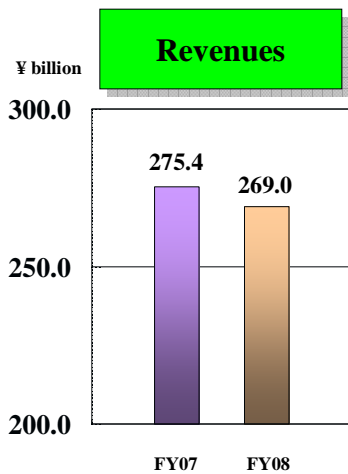
Steady progress made on building stable earnings structure



Equipment Sales and Services: Changes in Results of Main Businesses

Steady profit growth in main businesses

(Total amounts for Mobile Phone Retailing Business, Automotive Aftermarket Business and Medical Business)



Equipment Sales and Services: Earnings of Main Subsidiaries

Operating income forecast attained.

¥ billion

IT Telecom	FY07	FY08 Forecasts	FY08 Results
Revenues	214.0	215.4	202.0
Operating Income	3.3	3.7	3.7

Broadleaf	FY07	FY08 Forecasts	FY08 Results
Revenues	16.7	17.3	16.9
Operating Income	1.2	1.5	1.6

KS OLYMPUS	FY07	FY08 Forecasts	FY08 Results
Revenues	34.9	36.7	37.1
Operating Income	1.1	1.2	1.2

Equipment Sales and Services: Summary of Main Subsidiary IT Telecom

Increase in number of shops

Number of shops increased by 37 from the previous fiscal year to 284.

Intensification of corporate marketing

Gross profit increased 139% y.o.y., reflecting brisk sales of mobile phone/broadband solutions to corporate customers.

Improvement of earnings structure (Operating margin: up 0.3% y.o.y.)

Profitability improved thanks to increase in ratio of direct sales (direct shops + corporate customers), reduction in SG&A expenses and other factors.

Equipment Sales and Services: Summary of Main Company Broadleaf

Improvement in earning capacity
Increase in selling price per unit
Secured incidental earnings, e.g. maintenance/data maintenance expenses

Selection and concentration of management resources
Stepped up sales of “.NS” Series
Withdrew from unprofitable business (POS business)
Liquidation of subsidiaries (KURUMA de.com Corporation and CSJ Corporation)

Equipment Sales and Services: Summary of Main Company KS OLYMPUS

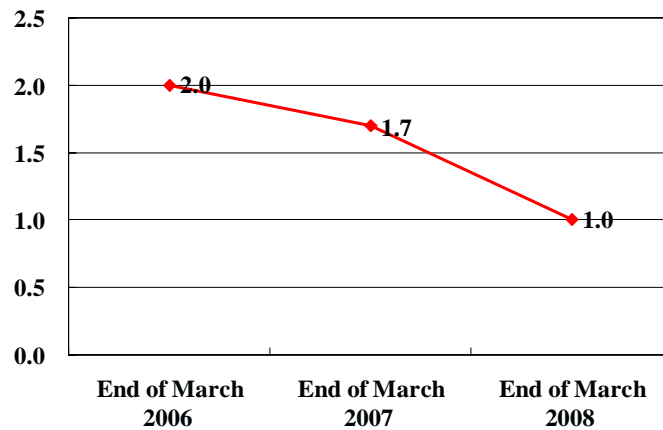
Posted record sales in all fields, which are medical products, scientific products and industrial machinery products

<Sales structure>

- Medical products: ¥23.4 billion**
(107% compared with previous fiscal year)
- Scientific products: ¥5.9 billion**
(113% compared with previous fiscal year)
- Industrial machinery products: ¥7.9 billion**
(102% compared with previous fiscal year)

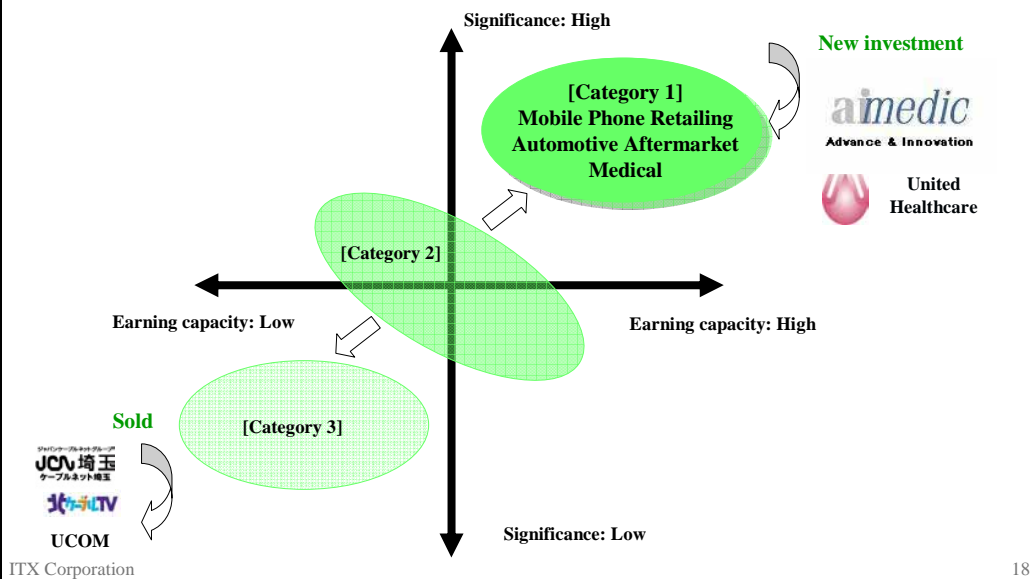
Contraction of Interest-bearing Liabilities

Attained net interest-bearing debt rate of 1.0 times on non-consolidated basis.



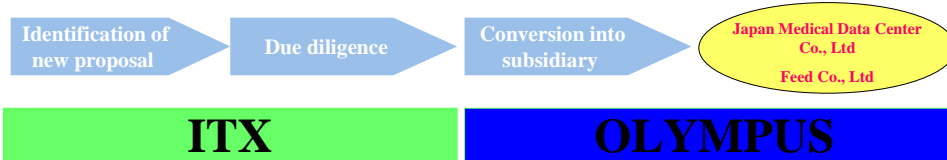
Reconstruction of Portfolio

Implemented reconstruction of around ¥10 billion



Promotion of Cooperation with Olympus

Supported Olympus in turning venture company into subsidiary in healthcare field

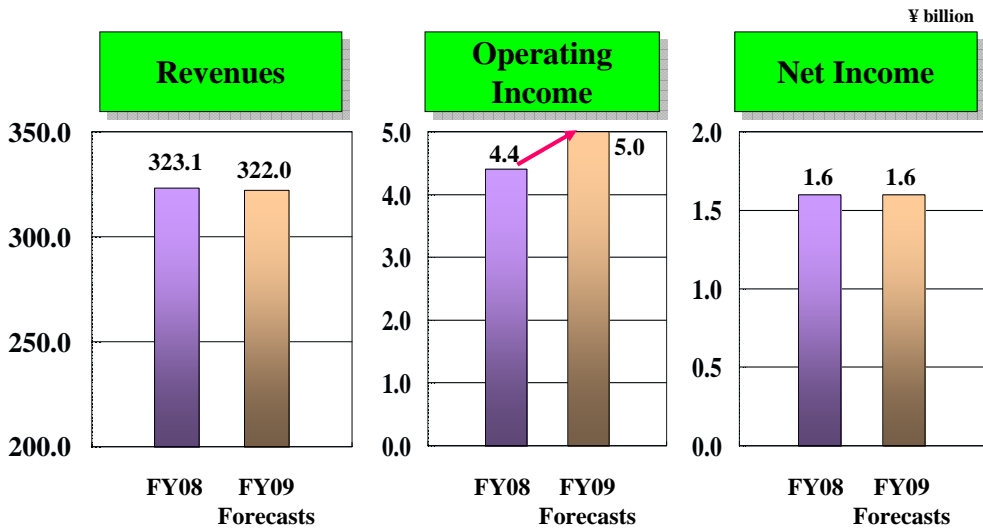


Will create new businesses within the Olympus and ITX Groups moving forward.

3. FY09 Forecasts

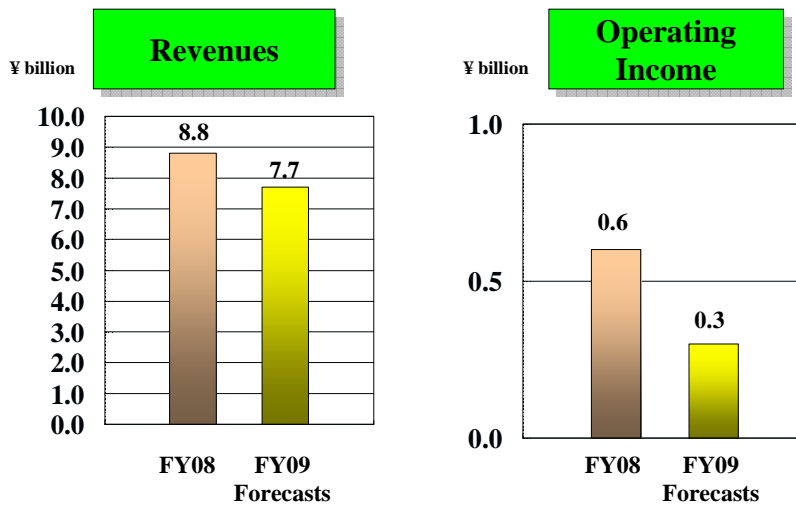
FY09 Projections: Year-on-Year Change

Operating income growth of ¥600 million forecast.



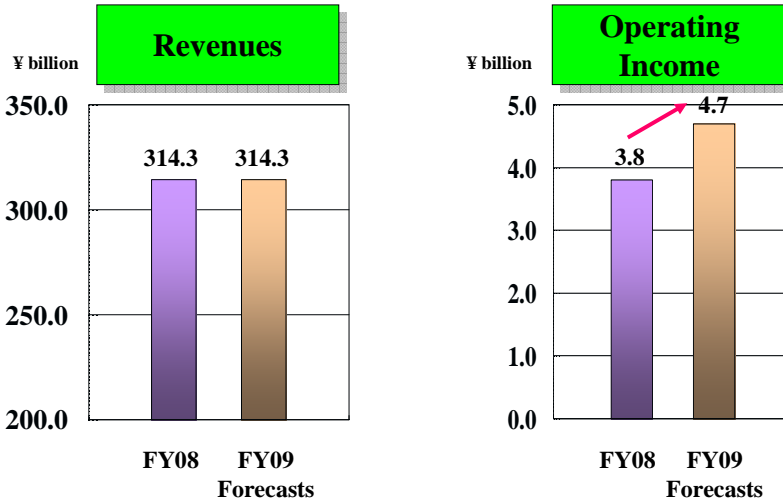
FY09 Projections: Investment Securities for Business Incubation: Year-on-Year-Change

Revenues of ¥7.7 billion and operating income of ¥300 million forecast.



**FY09 Projections: Equipment Sales and Services:
Year-on-Year Change**

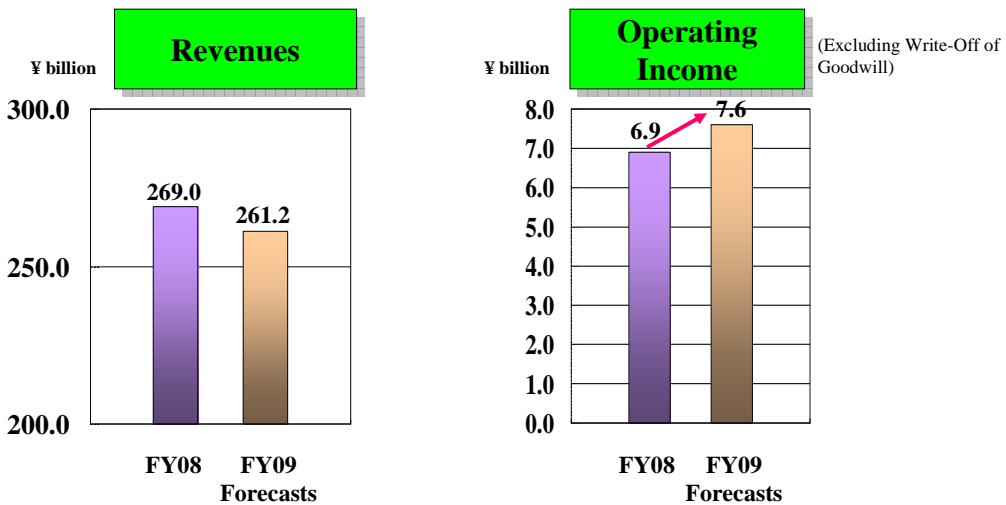
Operating income growth of ¥900 million forecast.



**FY09 Projections: Equipment Sales and Services:
Main Businesses: Year-on-Year Change**

Operating income growth of ¥700 million forecast.

(Total amounts for Mobile Phone Retailing Business, Automotive Aftermarket Business and Medical Business)



**FY09 Projections: Equipment Sales and Services:
By Main Subsidiary**

Gains in revenues and profits forecast for Broadleaf

¥ billion

IT Telecom	FY08 Results	FY09 Forecasts	YoY Change
Revenues	202.0	191.7	(10.3)
Operating Income	3.7	3.7	0

Broadleaf	FY08 Results	FY09 Forecasts	YoY Change
Revenues	16.9	17.7	+0.8
Operating Income	1.6	2.0	+0.4

KS OLYMPUS	FY08 Results	FY09 Forecasts	YoY Change
Revenues	37.1	36.5	(0.6)
Operating Income	1.2	1.2	0

**FY09 Projections: Equipment Sales and Services:
Main Subsidiary: IT Telecom**

Further improvement of earning capacity
Adapt to market changes, qualitatively and quantitatively improve in direct shop area, and seek to increase profitability of GSM route.

Improvement of efficiency and expansion of sales channels
In view of NTT DoCoMo's merger with its regional subsidiaries in July, seek to improve efficiency of sales distribution, etc., and aim to expand sales channels nationwide.

Intensification of corporate marketing
Strengthening of sales force for distribution to corporations, and seek to expand sales of mobile phones through direct sales and sales of optical lines through distributor sales.

**FY09 Projections: Equipment Sales and Services:
Main Subsidiary Broadleaf**

**Reconstruction of earning structure through sales
expansion of growth business products (“NS” Series)**

**Improvement of incidental earning capacity, including
maintenance/data maintenance expenses**

Tightening of cost control

**FY09 Projections: Equipment Sales and Services:
Main Subsidiary KS OLYMPUS**

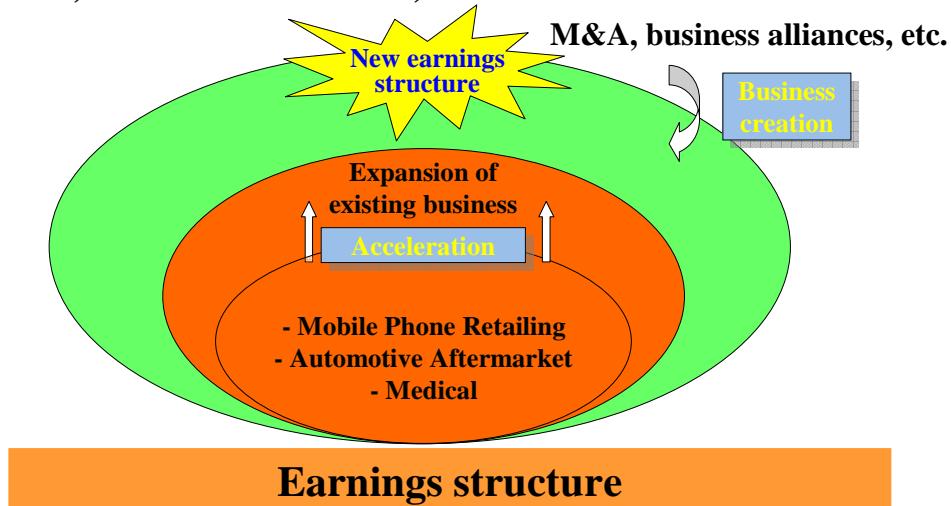
**Medical products: Growth in digestive organs,
procedural instruments and surgical business**

**Scientific products: Provide better value to existing
customers**

**Industrial machinery products: Improvement in rate of
new customer gains**

**FY09 Projections:
Creation of New Pillars of Earnings Structure**

Creation of new pillars of earnings structure through M&A, business alliances, etc.



**FY09 Projections:
Initiatives in End-year of 2006 Corporate Strategic Plan**

One year to complete three tasks

Three tasks

Channel resources into strategic business areas to build an even stronger operating base capable of generating consistent consolidated earning

Continually optimize the business portfolio by accelerating the investment cycle

Strengthen the financial base

Formation of corporate group with capability to create new business on basis of stable earnings structure