
Presentation of Results for FY2009 1H

November 13, 2008

ITX Corporation

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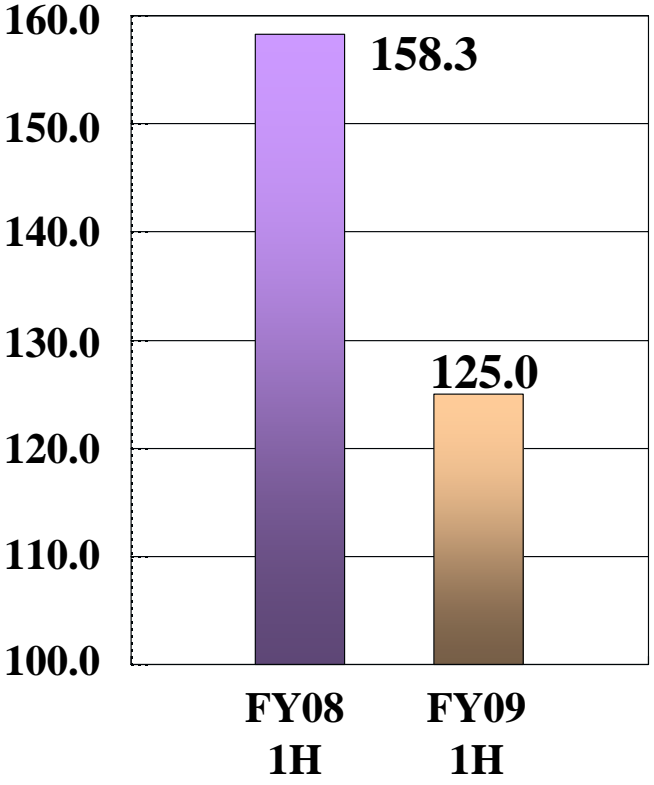
1. FY09 1H Results

Year-on-Year Change

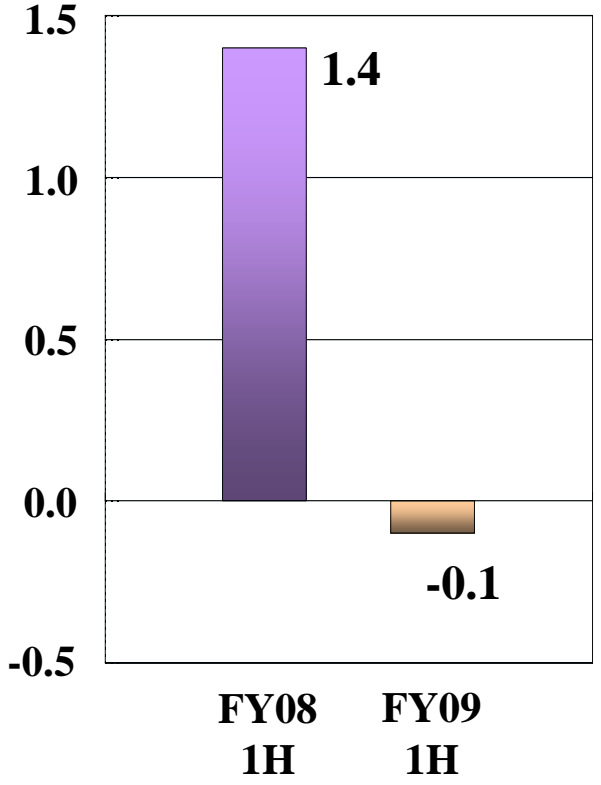
Revenue and profit declines owing to the effects of the flagging mobile phone market and an increased investment loss.

(Billion yen)

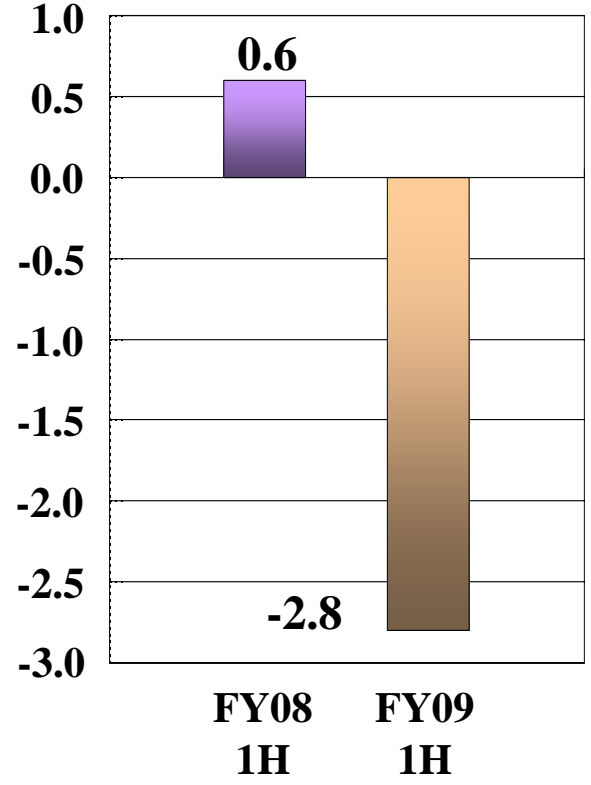
Revenues



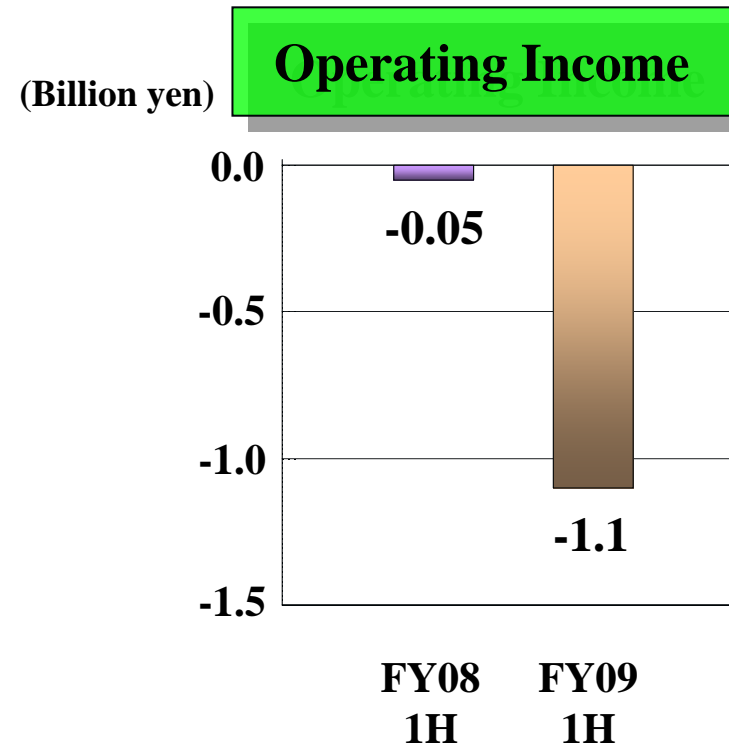
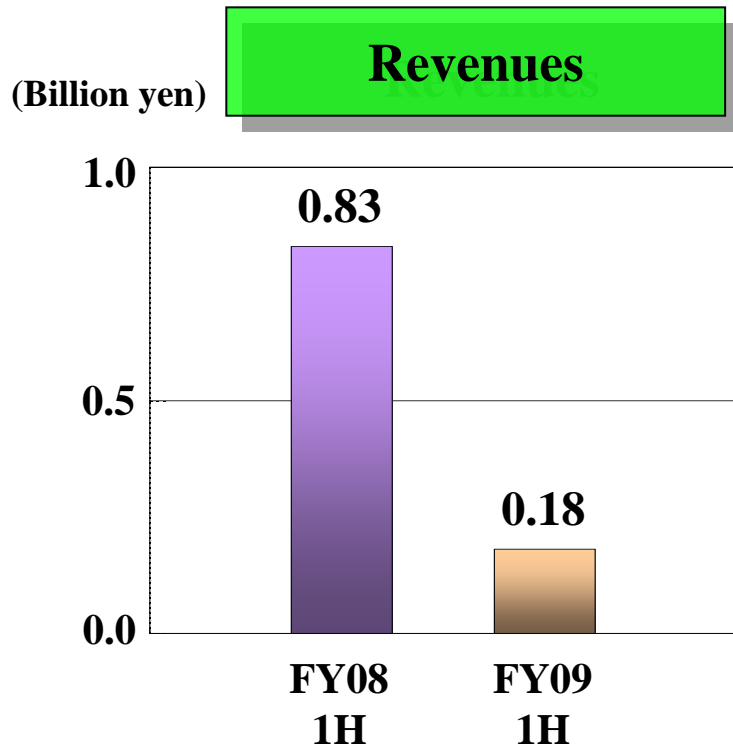
Operating Income



Net Income



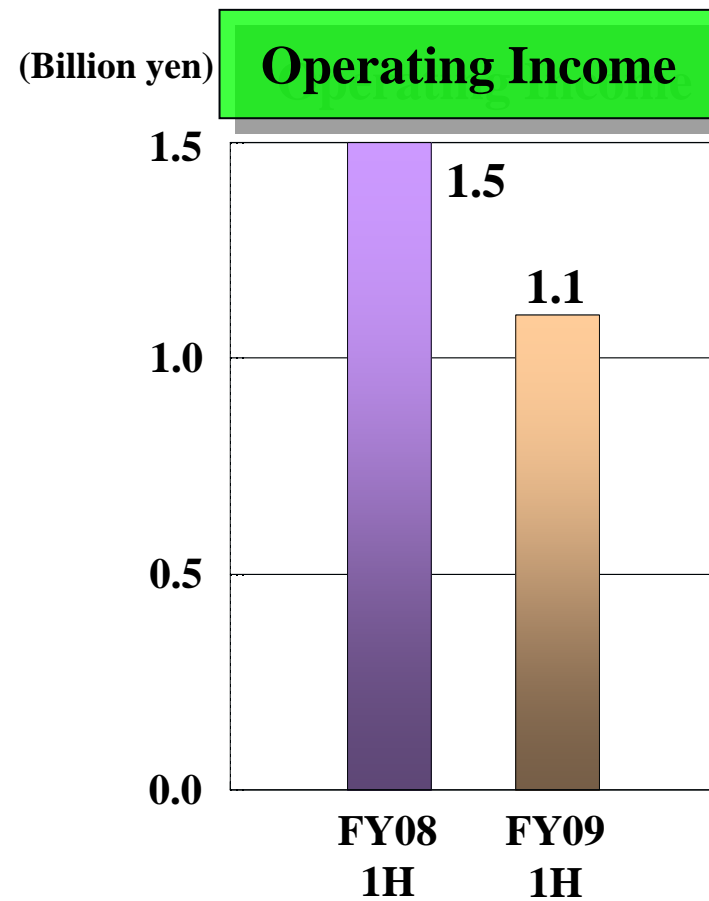
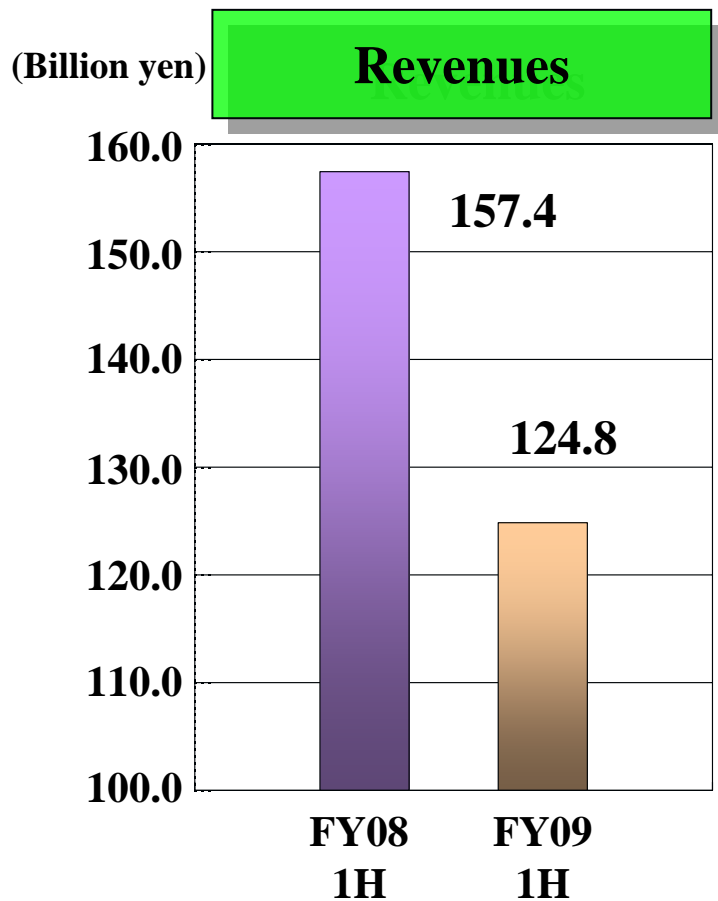
Execution of substantial devaluation



◆ New investment for business incubation: two companies/¥0.22 billion

Equipment Sales and Services: Performance

Operating income of ¥1.1 billion, in spite of revenue and profit declines



Equipment Sales and Services: Top Three Companies in Revenues: IT Telecom

(Billion yen)

IT Telecom	FY08 1H	FY09 1H	YoY Change
Revenues	101.4	74.2	-27.2
Operating Income	1.6	1.7	+0.1

◆ Substantial improvement in profitability

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

◆ Increase in number of shops

Number of shops increased by 37 from the previous fiscal year to 304

◆ Intensification of corporate marketing

Brisk sales of mobile phone/broadband solutions to corporate customers

Equipment Sales and Services: Top Three Companies in Revenues:

KS OLYMPUS

(Billion yen)

KS OLYMPUS	FY08 1H	FY09 1H	YoY Change
Revenues	18.7	16.9	-1.8
Operating Income	0.5	0.4	-0.1

- ◆ Sense of coming full circle in the nasal endoscope market, which enjoyed favorable conditions in FY08
- ◆ Decline in orders for inspection systems in industry, after heavy orders in FY08, due to a trough in the investment cycle
- ◆ Reduced capital investment by private companies evident in September

Equipment Sales and Services: Top Three Companies in Revenues: Broadleaf

(Billion yen)

Broadleaf	FY08 1H	FY09 1H	YoY Change
Revenues	8.8	8.4	-0.4
Operating Income	0.8	1.1	+0.2

◆ Improvement in earning capacity

Improvement in incidental earnings, e.g. maintenance/data maintenance expenses

◆ Stepped up sales of network-type new product (the .NS Series)

: Automobile distribution support network system VX.NS

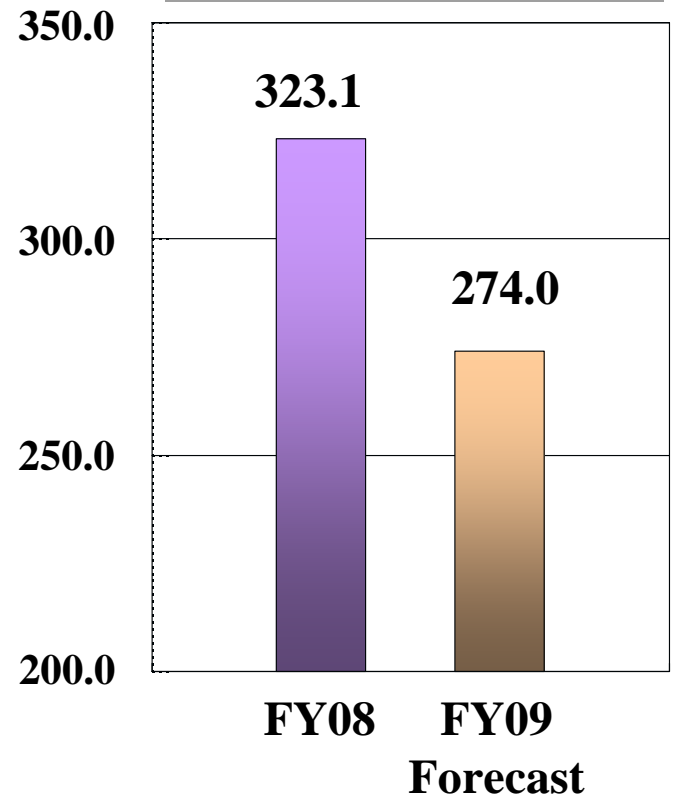
: Mobile phone sales management network system MK.NS

2. FY09 Full-Term Forecasts

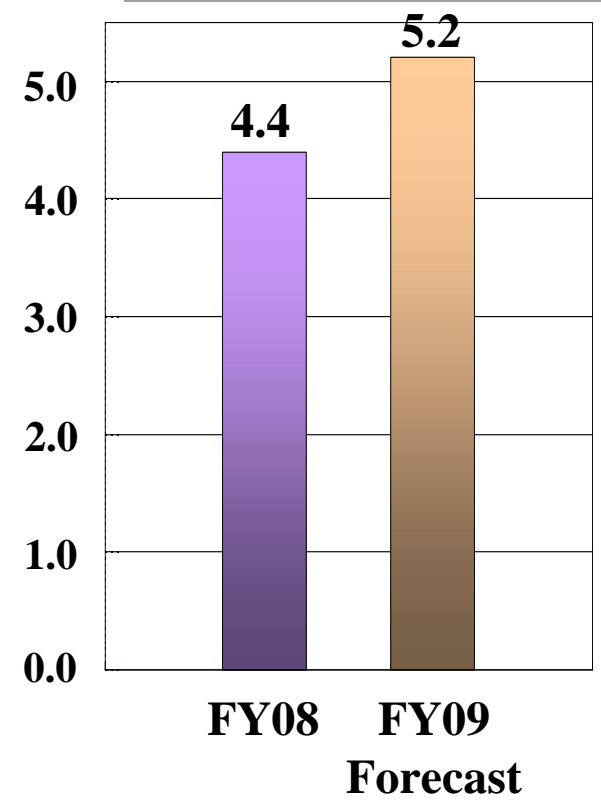
Year-on-Year Change

(Billion yen)

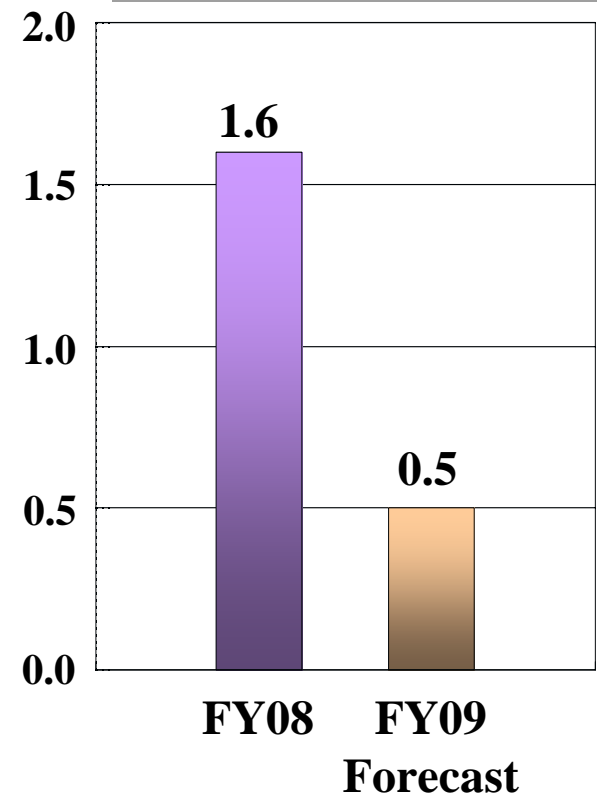
Revenues



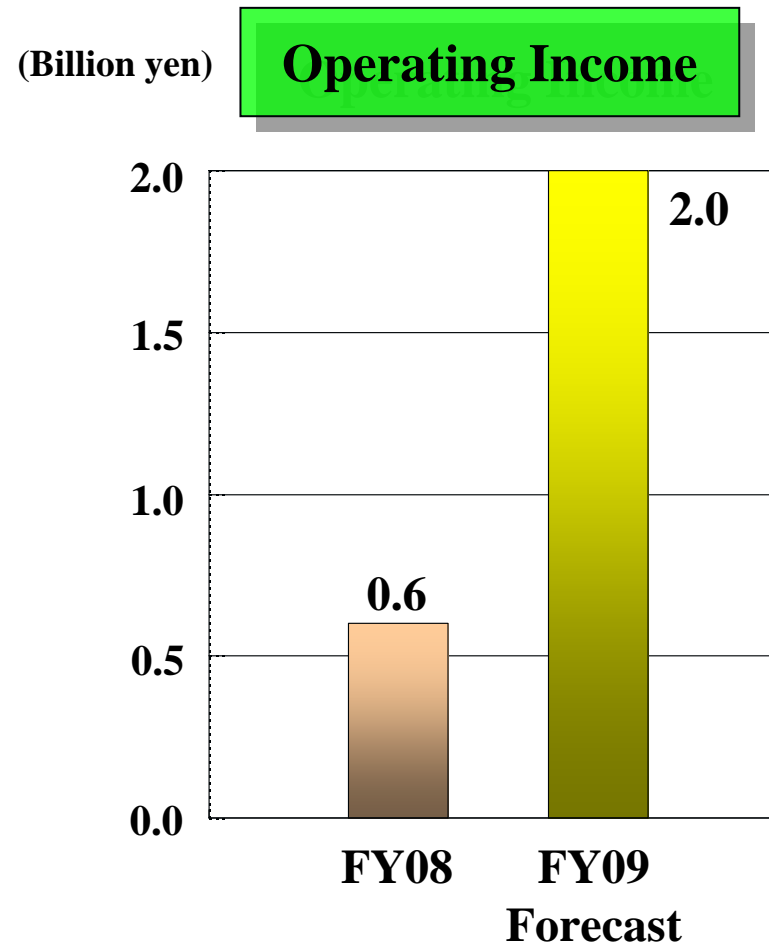
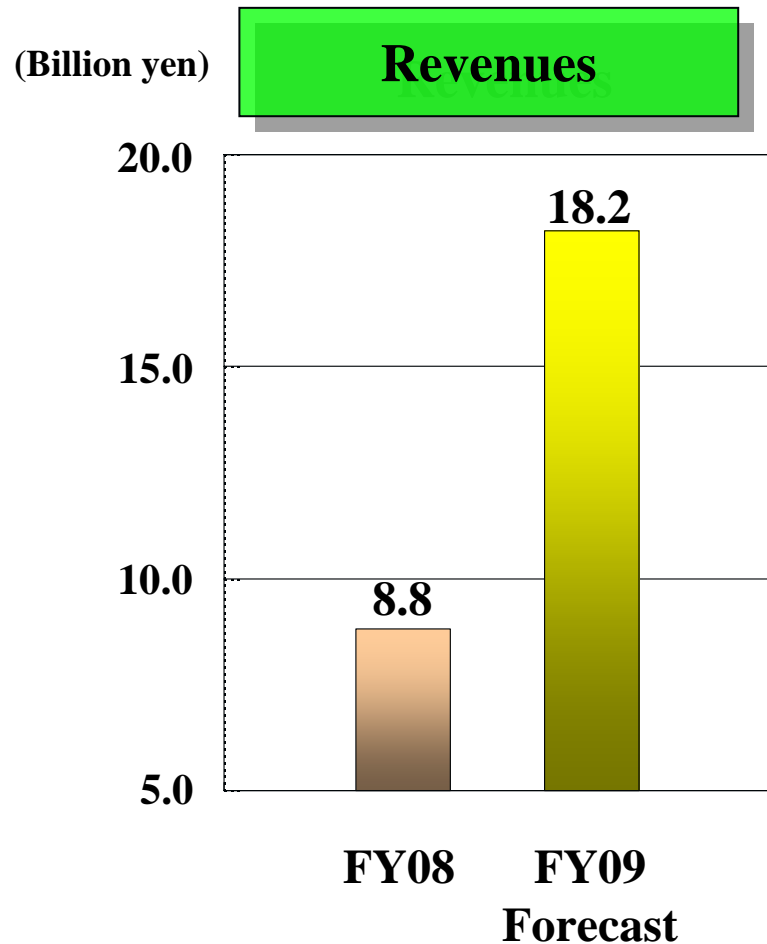
Operating Income



Net Income

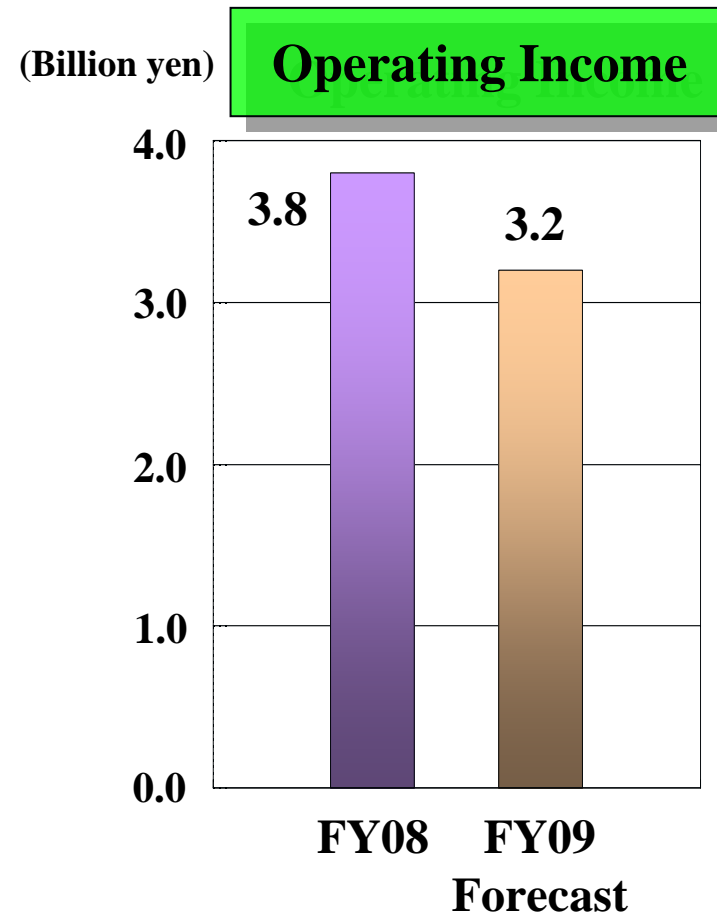
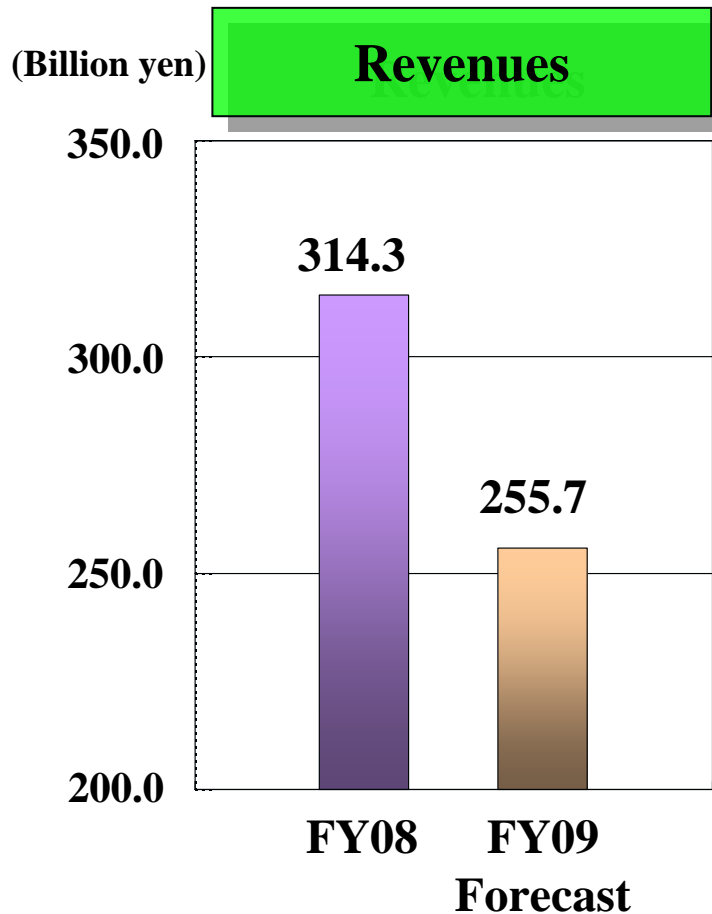


Acceleration of business portfolio reshuffle



Equipment Sales and Services: Year-on-Year Change

Operating income of ¥3.2 billion forecasted



Equipment Sales and Services: Top Three Companies in Revenues: IT Telecom

(Billion yen)

IT Telecom	FY08 Results	FY09 Forecasts	YoY Change
Revenues	202.0	147.9	-54.1
Operating Income	3.7	3.7	0.0

- ◆ **Further improvement of earning capacity**
- ◆ **Sustained reduction of SG&A expenses**
- ◆ **Expansion of corporate marketing and profitability improvement**

Equipment Sales and Services: Top Three Companies in Revenues: KS OLYMPUS

(Billion yen)

KS OLYMPUS	FY08 Results	FY09 Forecasts	YoY Change
Revenues	37.1	36.1	-1.0
Operating Income	1.2	1.2	0.0

- ◆ Actual revenue increase when inspection systems in the industry are excluded
- ◆ Expansion of growing surgical and procedural instrument fields
- ◆ Reduction of SG&A expenses

Equipment Sales and Services: Top Three Companies in Revenues: Broadleaf

(Billion yen)

Broadleaf	FY08 Results	FY09 Forecasts	YoY Change
Revenues	16.9	16.9	0.0
Operating Income	1.6	1.9	+0.3

- ◆ **After-sales automobile service market**
⇒ **Alliances with other companies in automobile distribution support systems**
- ◆ **Expansion of business fields**
⇒ **Mobile phone sales management systems, etc.**
- ◆ **Review of pricing strategies for maintenance/data maintenance expenses and sales capacity enhancement**

3. FY09 2H Initiatives

[Reinforcement of Business Structure]

-
- Maximization of Group business value
 - Business development

Execution of Group business reengineering from medium- and long-term perspectives

Reinforcement Measure (1): Concentration of Business Fields

- **Telecommunications service (original ITX business)**

Establish an earnings structure that does not rely on mobile terminal sales

Expansion of corporate solutions business



Cross-sectional business integration within the Group

- **Medical healthcare (pursuit of synergy with OLYMPUS)**

New business development in the medical healthcare field

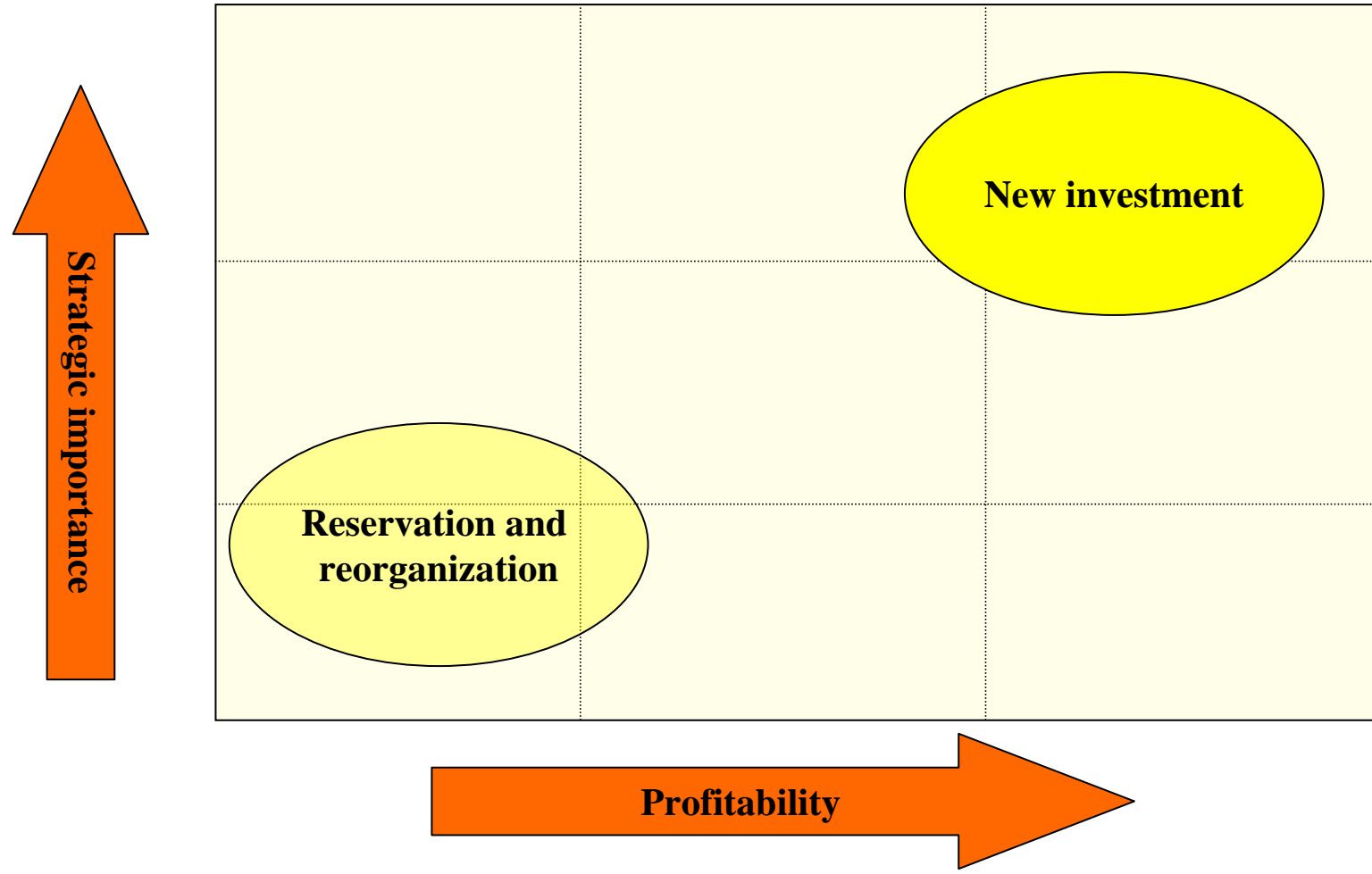
Establish an operating base for management reforms of orthopedic clinics and other medical institutions

Develop a comprehensive medical information service as a business

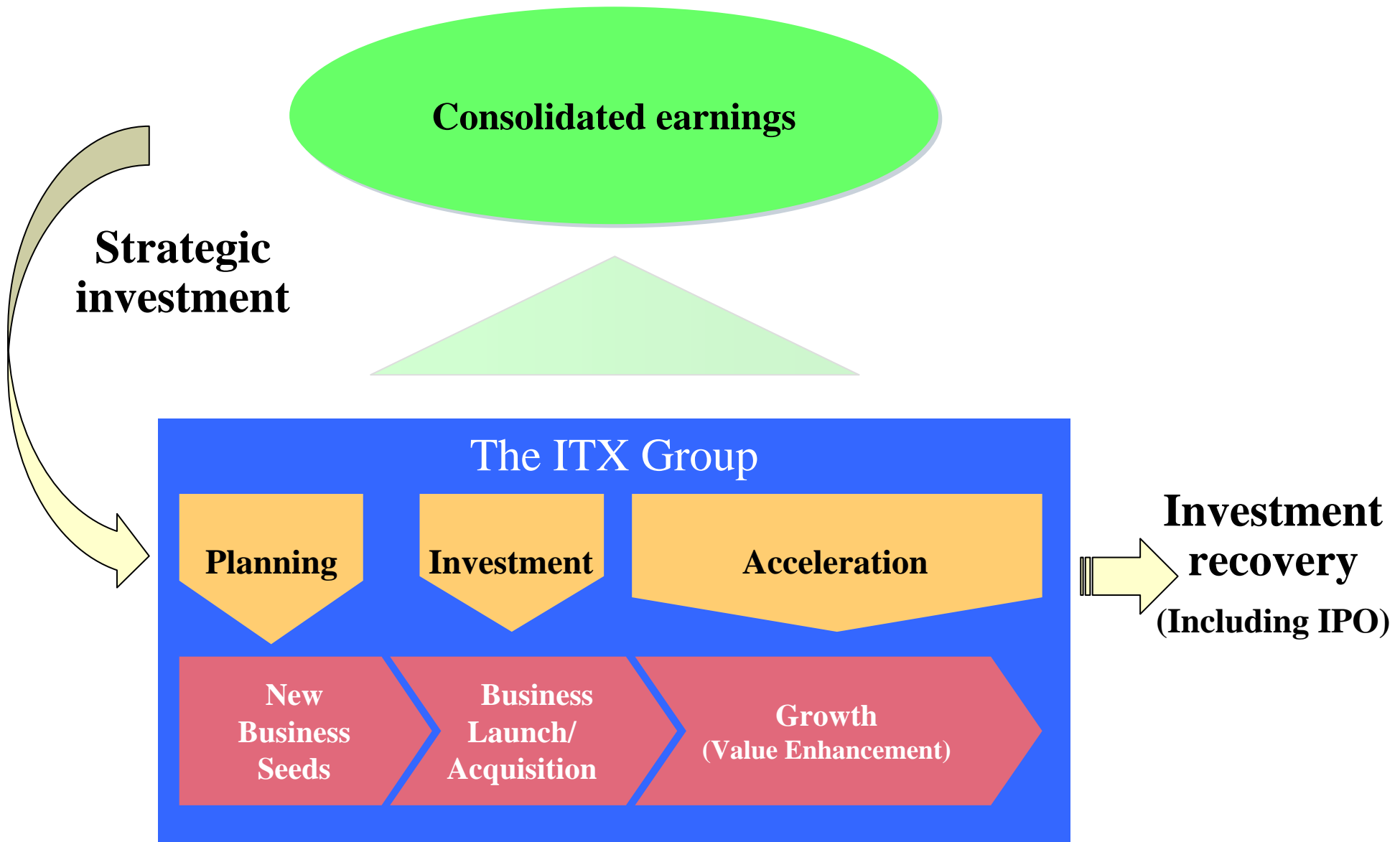
Reinforcement Measure (2): Fundamental Review of Investment Portfolio

Devalue or reorganize unprofitable businesses

Concentrate investment on businesses with strategic importance



General Overview



Operating forecasts and the like among information presented in this material are based on judgment and assumption that rely on information accessible at the point where the material was produced. Actual results and the like may differ substantially from these targets, in consideration of uncertainties inherent in the judgment and assumption, and the possibility for variations, owing to factors, including future business management and conditional changes in Japan and abroad.

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