
Presentation of Results for FY2009

May 19, 2009

ITX Corporation

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1. Overview of Results and Forecasts

Summary of FY09 Results: Consolidated Statements of Operations

(Billion yen)

	FY08 Results	FY09 Forecasts	FY09 Results	YoY Change
Revenues	323.1	268.0	251.7	- 71.4
(Investment Securities for Business Incubation)	(8.8)		(1.1)	(- 7.7)
(Equipment Sales and Services)	(314.3)		(250.6)	(- 63.7)
Gross Profit	53.4		47.5	- 5.9
(Investment Securities for Business Incubation)	(1.5)		(- 2.0)	(- 3.5)
(Equipment Sales and Services)	(51.9)		(49.5)	(- 2.4)
Operating Income	4.4	1.5	- 0.1	- 4.5
(Investment Securities for Business Incubation)	(0.6)		(- 2.8)	(- 3.4)
(Equipment Sales and Services)	(3.8)		(2.7)	(- 1.1)
Ordinary Income	3.2	0.3	- 1.5	- 4.7
Net Income	1.6	- 3.5	- 4.0	- 5.6

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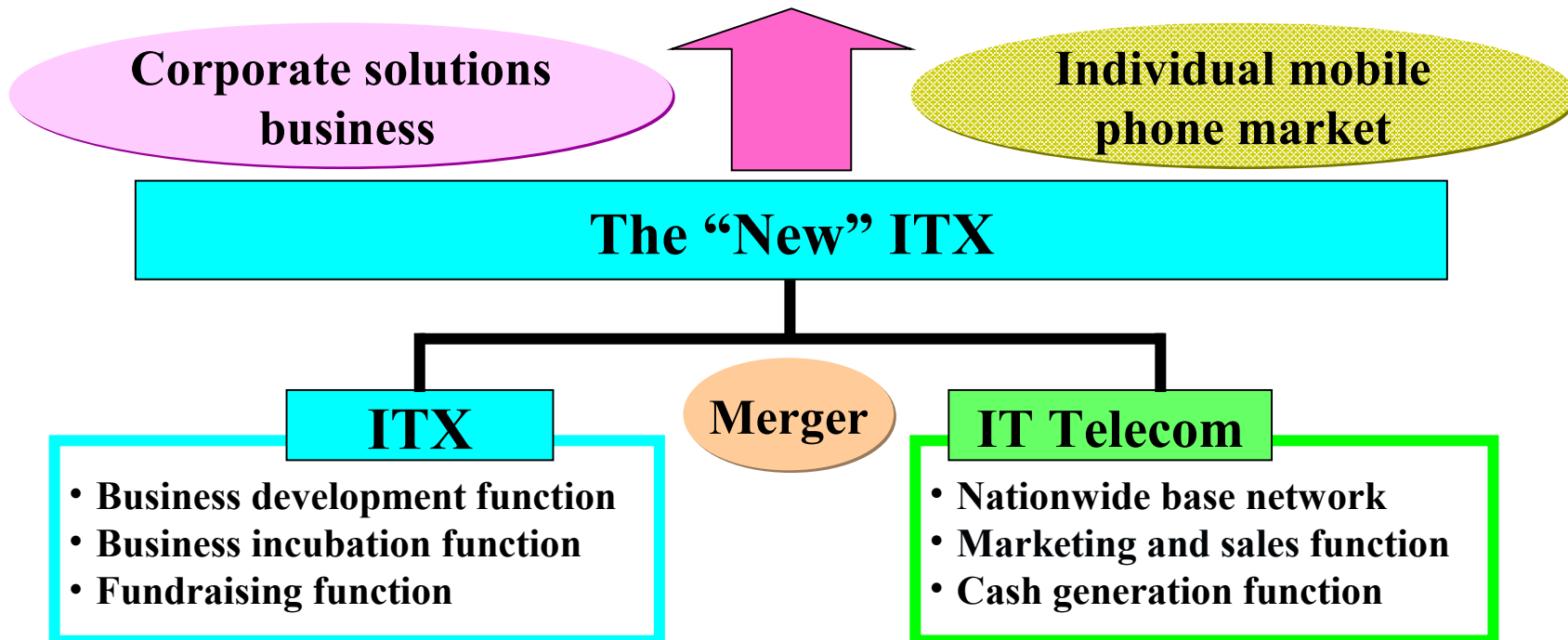
- ◆ **Centralizing the management resources**
 - **Strengthening of core revenue-earning businesses**
 - **Creating greater Group-wide business efficiency**

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- ◆ **Withdrawing from non-profitable businesses**

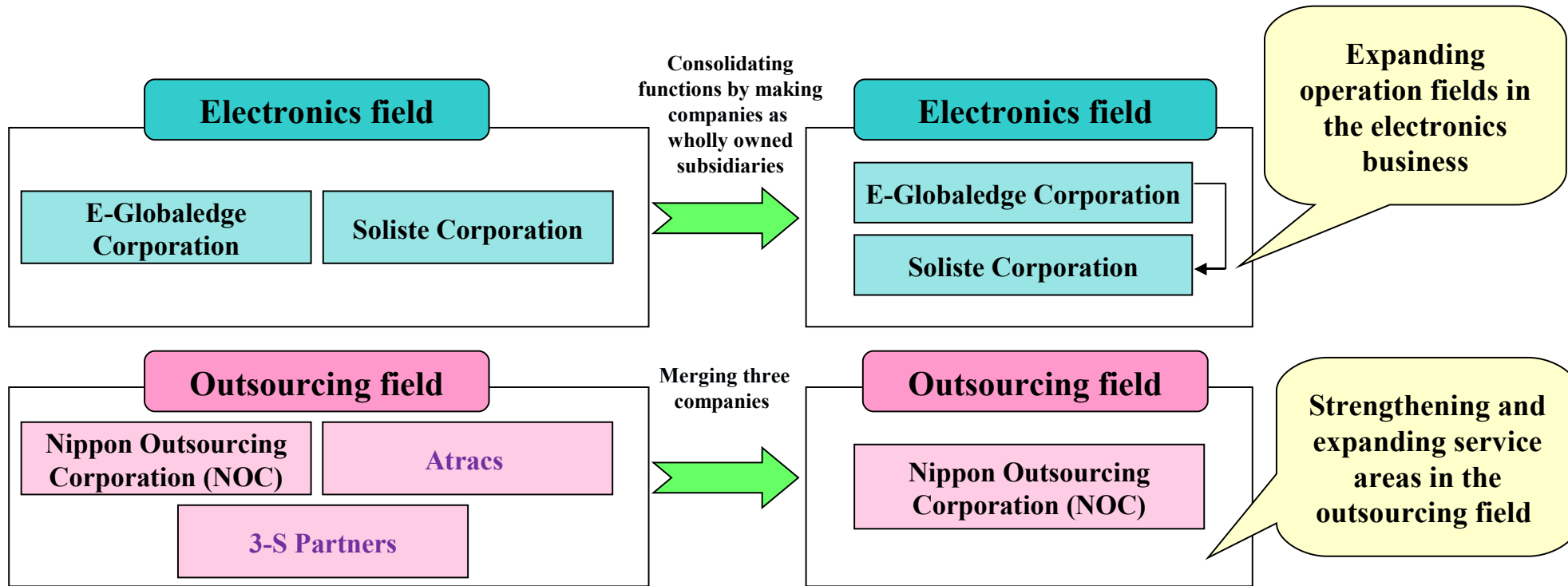
Strengthening and Expanding the Telecom Business

- Expanding sales channels through M&A and by strengthening the partner strategy with other primary distributors
- Strengthening the corporate solutions business by using the Group shared customer base and cross-selling Group merchandise
- Improving management efficiency with faster decision-making



1. Centralizing the Management Resources - Creating greater Group-wide business efficiency -

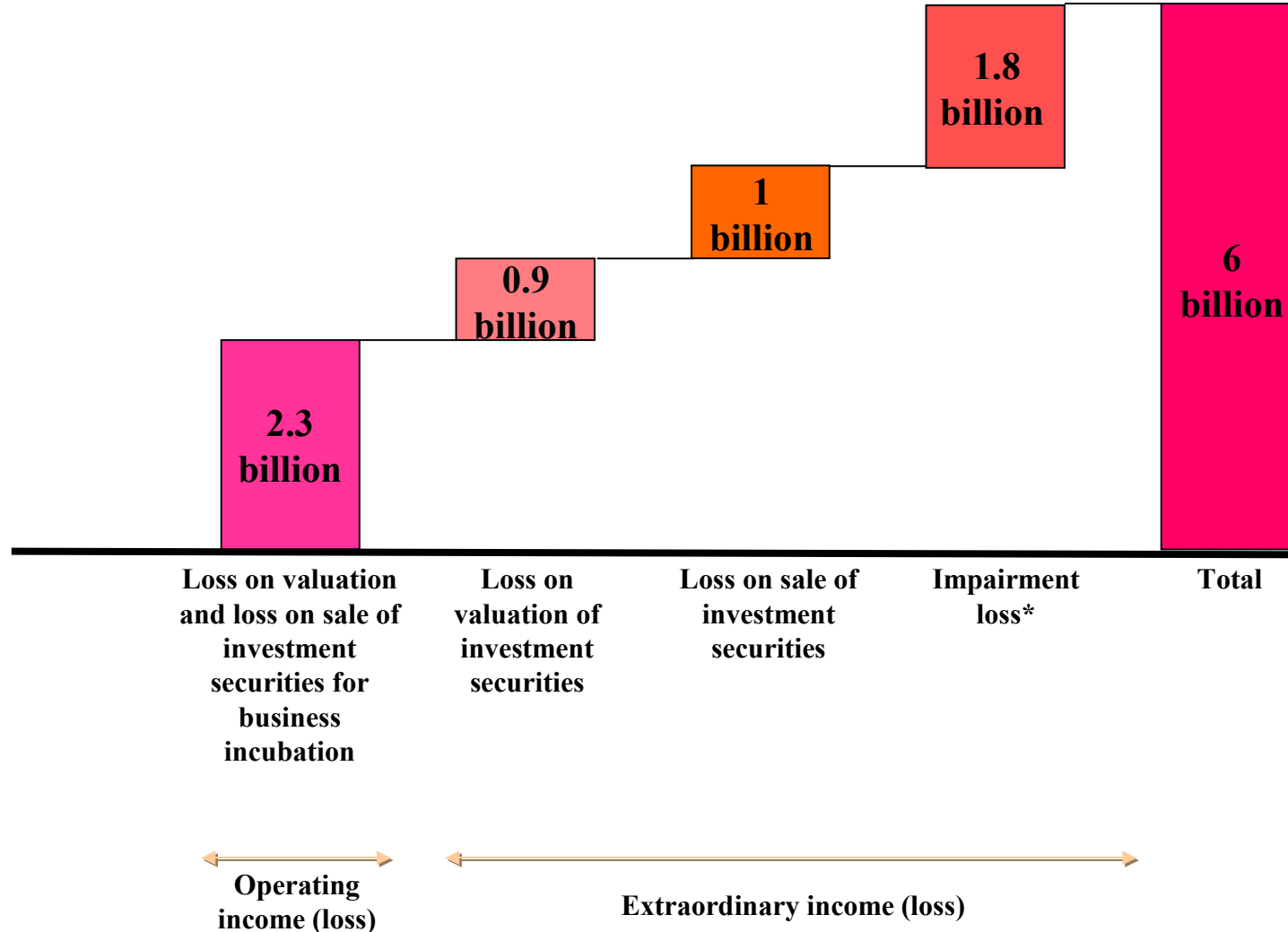
- Consolidating the functions of two electronics companies
- Merging three outsourcing companies



Improving profitability and expanding businesses through synergies

2. Withdrawing from Unprofitable Businesses

Writing off approx. 6 billion yen for FY09



* Including facility fixed assets

FY10 Projections: Consolidated Statements of Operations

(Billion yen)

	FY09 Results	FY10 Forecasts	YoY Change
Revenues	251.7	219.0	-32.7
(Investment Securities for Business Incubation)	(1.1)		
(Equipment Sales and Services)	(250.6)		
Gross Profit	47.5		
(Investment Securities for Business Incubation)	(- 2.0)		
(Equipment Sales and Services)	(49.5)		
Operating Income	-0.1	4.5	+4.6
(Investment Securities for Business Incubation)	(-2.8)		
(Equipment Sales and Services)	(2.7)		
Ordinary Income	-1.5	3.6	+5.1
Net Income	-4.0	1.0	+5.0

[Our Vision]

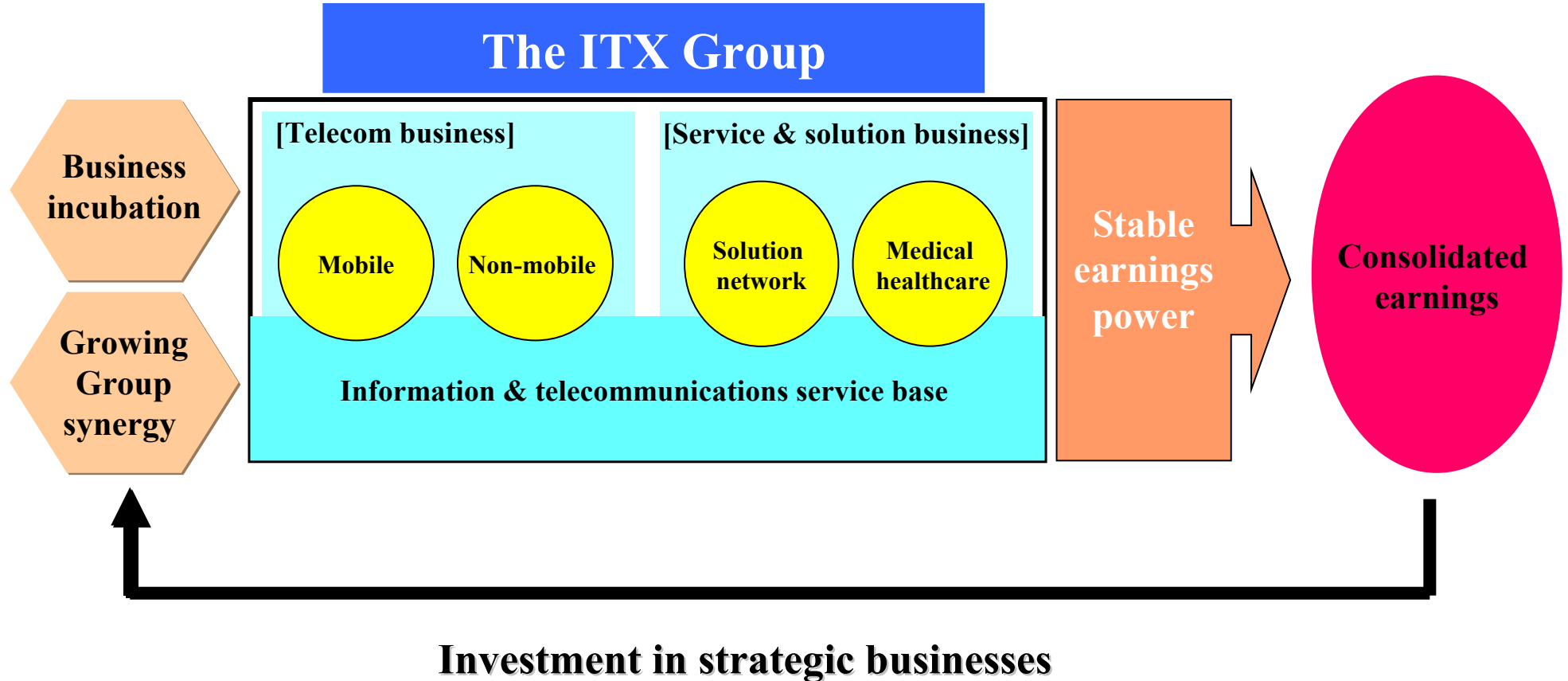
Business groups with clear business feature and strengths based on the information and communication services business

[Strategies]

- 1. Treating telecommunications, our core operation, and markets and services specific packaged software, as our earnings mainstays**
- 2. Strategically approaching medical information services and building a business**
- 3. Generating unique value chains throughout the Group**

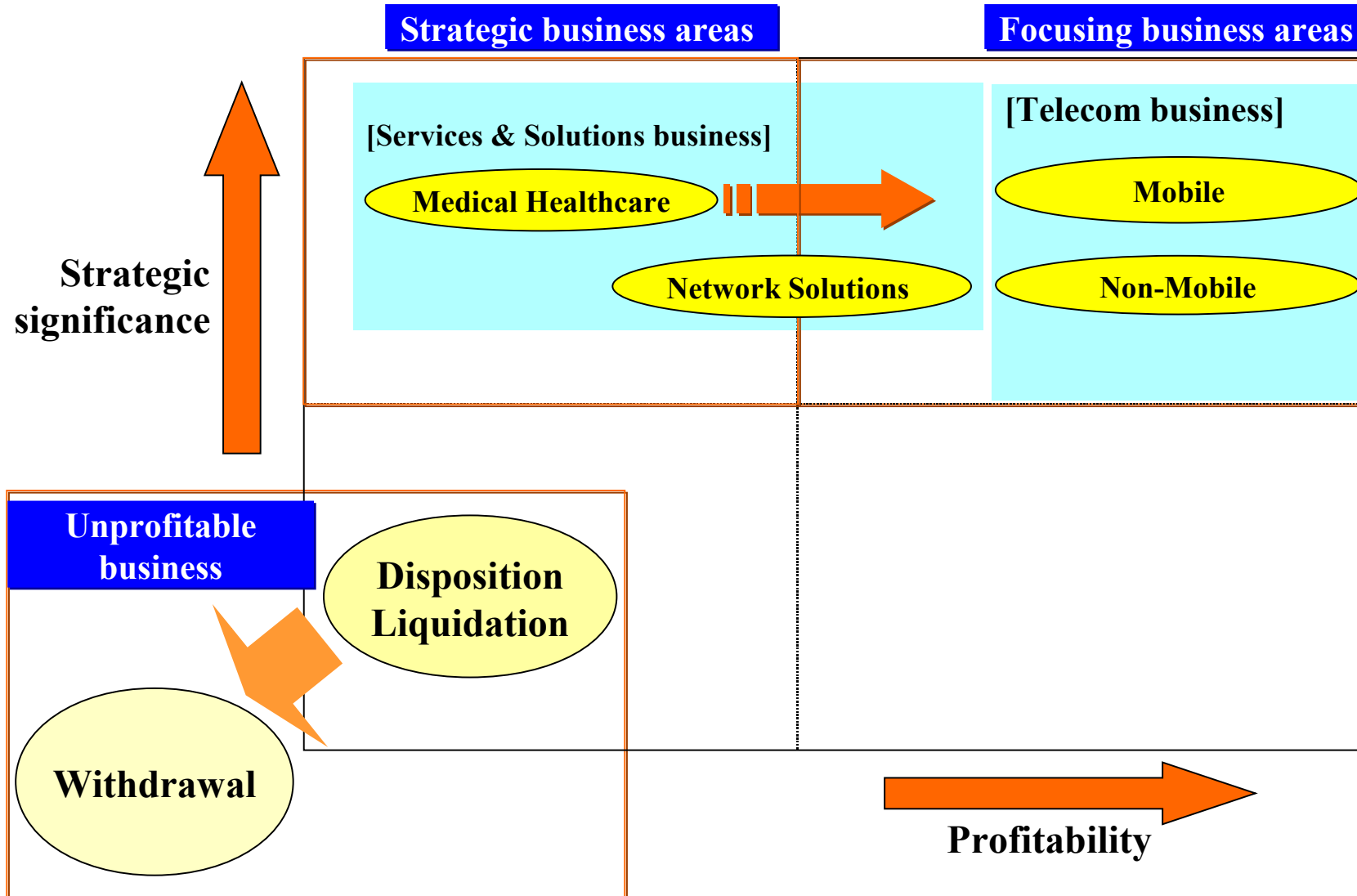
New Business Model after Corporate Structural Reform

Adopting a stable earnings model with consolidated businesses

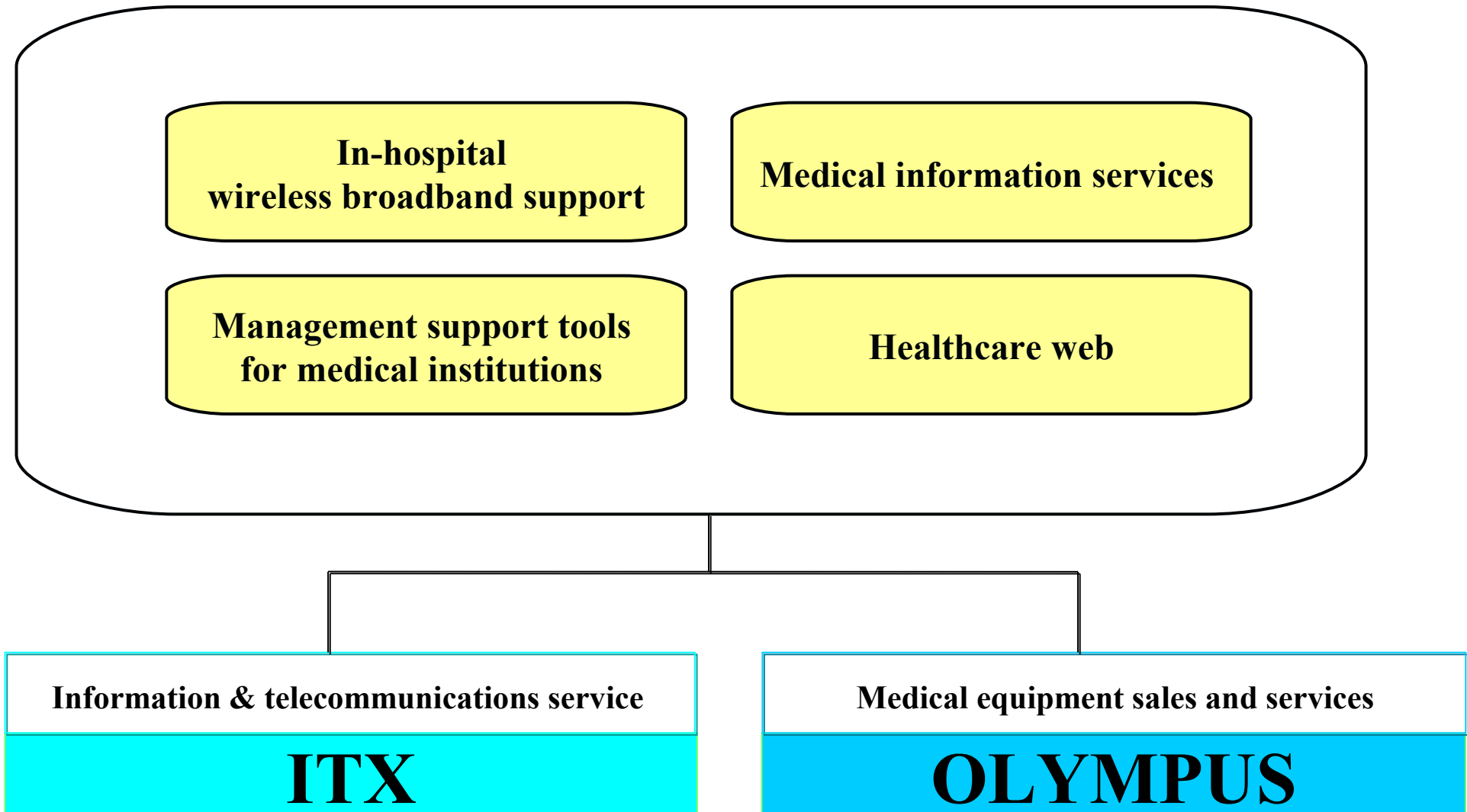


Working Subject: Focusing on Business Areas

Strengthening of the core revenue-earning businesses and boosting strategic businesses



Working Subject: Medical Information Services



2. FY09 Results and FY10 Forecasts

Summary of FY09 Results: Consolidated Statements of Operations

(Billion yen)

	FY07 Results	FY08 Results	FY09 Results
Revenues	330.3	323.1	251.7
(Investment Securities for Business Incubation)	(4.9)	(8.8)	(1.1)
(Equipment Sales and Services)	(325.4)	(314.3)	(250.6)
Gross Profit	49.5	53.4	47.5
(Investment Securities for Business Incubation)	(1.9)	(1.5)	(-2.0)
(Equipment Sales and Services)	(47.6)	(51.9)	(49.5)
Operating Income	2.8	4.4	-0.1
(Investment Securities for Business Incubation)	(0.9)	(0.6)	(-2.8)
(Equipment Sales and Services)	(1.8)	(3.8)	(2.7)
Non-Operating Income	1.1	1.0	0.9
Non-Operating Expense	-1.9	-2.2	-2.3
Ordinary Income	2.0	3.2	-1.5
Extraordinary Income	1.5	0.8	3.2
Extraordinary Loss	-4.1	-0.9	-4.7
Net Income	-1.8	1.6	-40

Points in FY09 Results: Consolidated Statements of Operations

■ Revenues: 251.7 billion yen

(Investment Securities for Business Incubation: 1.1 billion yen, Equipment Sales and Services: 250.6 billion yen)

(YoY comparison: -71.4 billion yen, Investment Securities for Business Incubation: -7.7 billion yen,
Equipment Sales and Services: -63.7 billion yen)

[Major factors in YoY comparison]

Investment Securities for Business Incubation: Withdrawal from unprofitable businesses

Equipment Sales and Services: IT Telecom: -49 billion yen (change in the mobile phone retailing system, etc.)

■ Operating income: -100 million yen

(Investment Securities for Business Incubation: -2.8 billion yen, Equipment Sales and Services: 2.7 billion yen)

(YoY comparison: -4.5 billion yen, Investment Securities for Business Incubation: -3.4 billion yen,
Equipment Sales and Services: -1.1 billion yen)

[Major factors in YoY comparison]

Investment Securities for Business Incubation: Loss on valuation -2.3 billion yen

Equipment Sales and Services: IT Telecom: +800 million yen

E-Globaledge: -900 million yen, Quattro Media: -400 million yen

Equipment Sales and Services: Results of Major Subsidiaries

IT Telecom and Broadleaf achieved record operating income

(Billion yen)

IT Telecom	FY07 Results	FY08 Results	FY09 Results
Revenues	214.0	202.0	153.0
Operating Income	3.3	3.7	4.5

Broadleaf	FY07 Results	FY08 Results	FY09 Results
Revenues	16.7	16.9	16.5
Operating Income	1.2	1.6	1.7

(Prior to write-off of goodwill)

Equipment Sales and Services: Summary of Major Business Subsidiaries

The subsidiaries sustained profit growth by responding well to changing market environments.

➤ **IT Telecom**

- **Sales prices stabilized after the new retail system introduced**
- **Strengthening corporate sales**
- **Expanding sales channels (number of shops)**
- **Improving the efficiency of SGA expenses**

➤ **Broadleaf**

- **Increase in incidental earnings (maintenance/data maintenance expenses)**
- **Cutting SGA expenses**

FY10 Projections: Consolidated Statements of Operations

(Billion yen)

	FY09 Results	FY10 Forecasts	YoY Change
Revenues	251.7	219.0	-32.7
(Investment Securities for Business Incubation)	(1.1)		
(Equipment Sales and Services)	(250.6)		
Gross Profit	47.5		
(Investment Securities for Business Incubation)	(-2.0)		
(Equipment Sales and Services)	(49.5)		
Operating Income	-0.1	4.5	+4.6
(Investment Securities for Business Incubation)	(-2.8)		
(Equipment Sales and Services)	(2.7)		
Ordinary Income	-1.5	3.6	+5.1
Net Income	-4.0	1.0	+5.0

Points in FY10 Projections: Consolidated Statements of Operations

■ Revenues: 219 billion yen (YoY comparison: -32.7 billion yen)

[Major factors of YoY comparison]

KS Olympus: -33.2 billion yen

■ Operating income: 4.5 billion yen (YoY comparison: +4.6 billion yen)

[Major factors of YoY comparison]

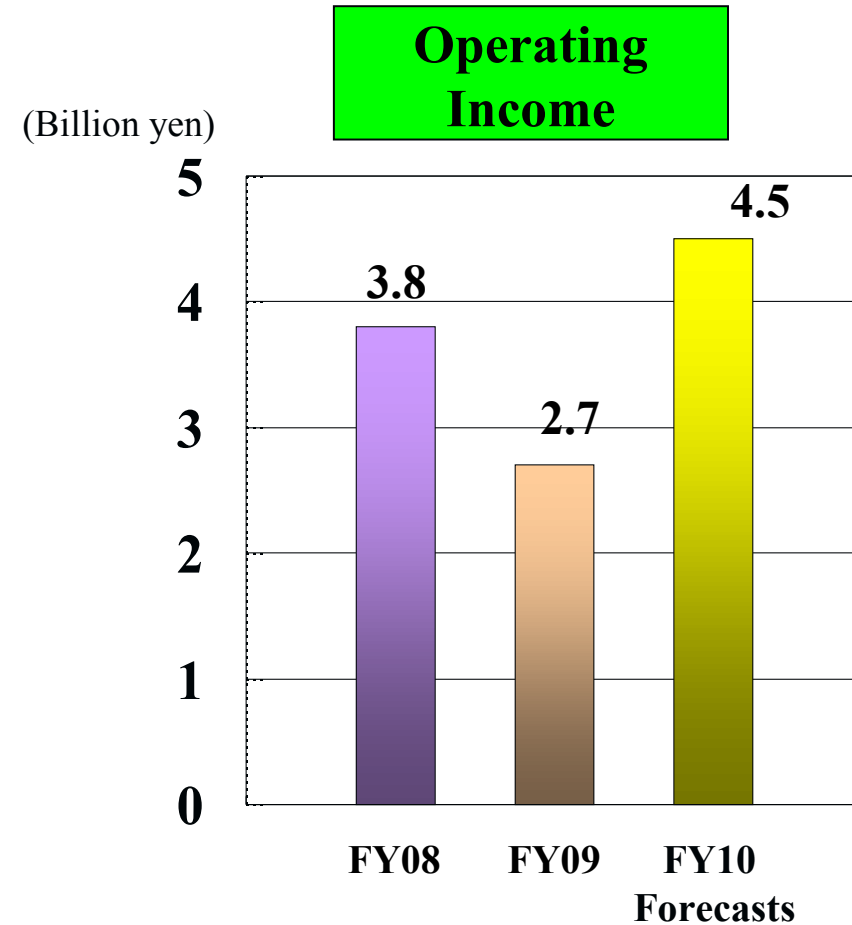
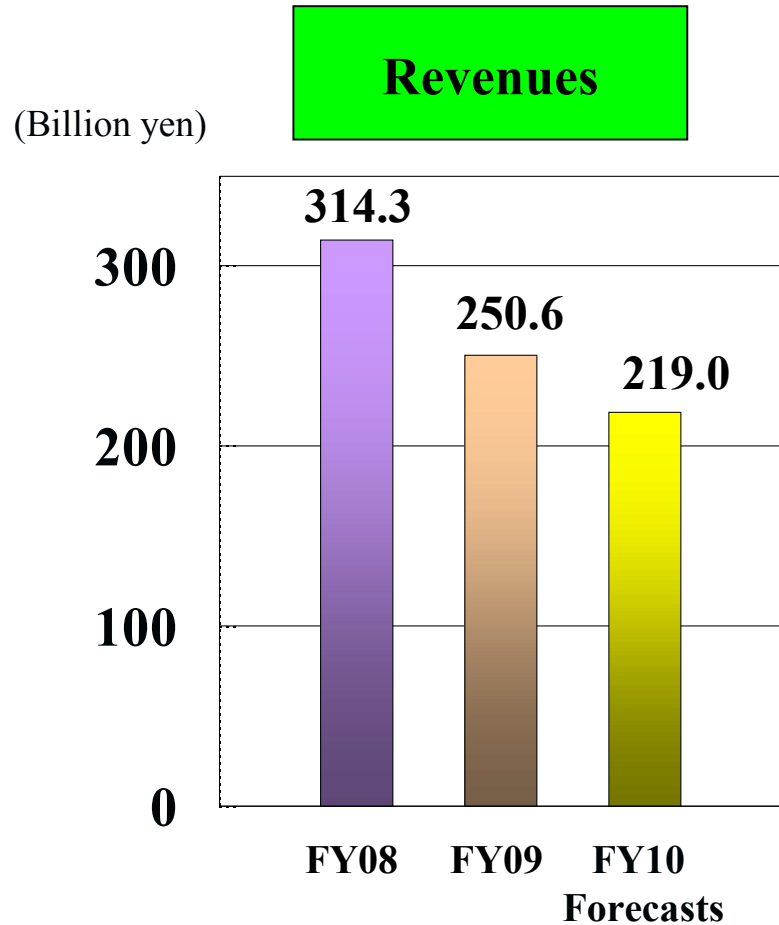
IT Telecom: +600 million yen

Broadleaf: +600 million yen

Elimination of loss by withdrawing from CVC investment: +2.3 billion yen

Improving other businesses and promoting efficiency in Group businesses

Changes in Results and Forecasts (Equipment Sales and Services)



FY10 Projections: Performance Forecasts by Segment

Forecasting an increase in profit by both segments

(Billion yen)

Telecom business	FY08 Results	FY09 Results	FY10 Forecasts	YoY Change
Revenues	202.0	153.0	159.9	+6.9
Operating Income	1.8	2.6	3.2	+0.6

Services & Solution business	FY08 Results	FY09 Results	FY10 Forecasts	YoY Change
Revenues	121.1	101.5	59.9	-41.6
Operating Income	3.6	-1.6	2.2	+3.8

(After write-off of goodwill)

➤ **Telecom business**

✓ **Mobile business**

- **Enhancing shop quality**
- **Aggressive expansion of sales channels through M&A, etc.**

✓ **Non-Mobile business**

- **Strengthening sales of optical lines, etc.**

➤ **Services & Solutions business**

✓ **Markets and services specific packaged software business**

- **Changing the earnings structure by improving incidental earnings power**
- **Improving development efficiency by promoting offshore development**

Changes in Cash Flows

(Billion yen)

	FY07	FY08	FY09	FY10 (Forecast)
Equipment Sales and Services	8.5	7.4	7.0	9.0
Investment Securities for Business Incubation	-2.0	3.7	2.3	-
Cash flows from operating activities	6.5	11.1	9.3	9.0
Cash flows from investing activities	-2.3	-7.4	2.6	-7.0
Cash flows from financing activities	3.9	-4.0	-11.7	-10.0
Beginning balance	17.6	25.9	25.3	25.6
Other	0.2	-0.3	0.1	-
Ending balance	25.9	25.3	25.6	17.6

	FY07	FY08	FY09	FY10 (Forecast)
NET interest-bearing debt	65.7	52.9	38.3	36.3
NET interest-bearing debt (times)	2.61	1.48	1.26	1.15

3. Telecom Business

Position of Telecom Business in the ITX Group

Leader of main businesses and business development in the Group

1. Strengthening individual businesses

- **Expanding business by expanding sales channels, etc.**

1. Leading businesses of the Group

- **Developing new businesses**

Strengthening new business development through cooperation with Group companies

- **Strengthening and expanding the customer base**

Cross-selling the Group's merchandise

Developing and offering new services



Enhancing the Corporate Value of the Group

Strengthening sales and earnings strength for a maturing market

Mobile business

(1) Expanding revenues from mobile devices in a mature market

(2) Boosting market share by expanding sales channels

Non-Mobile business

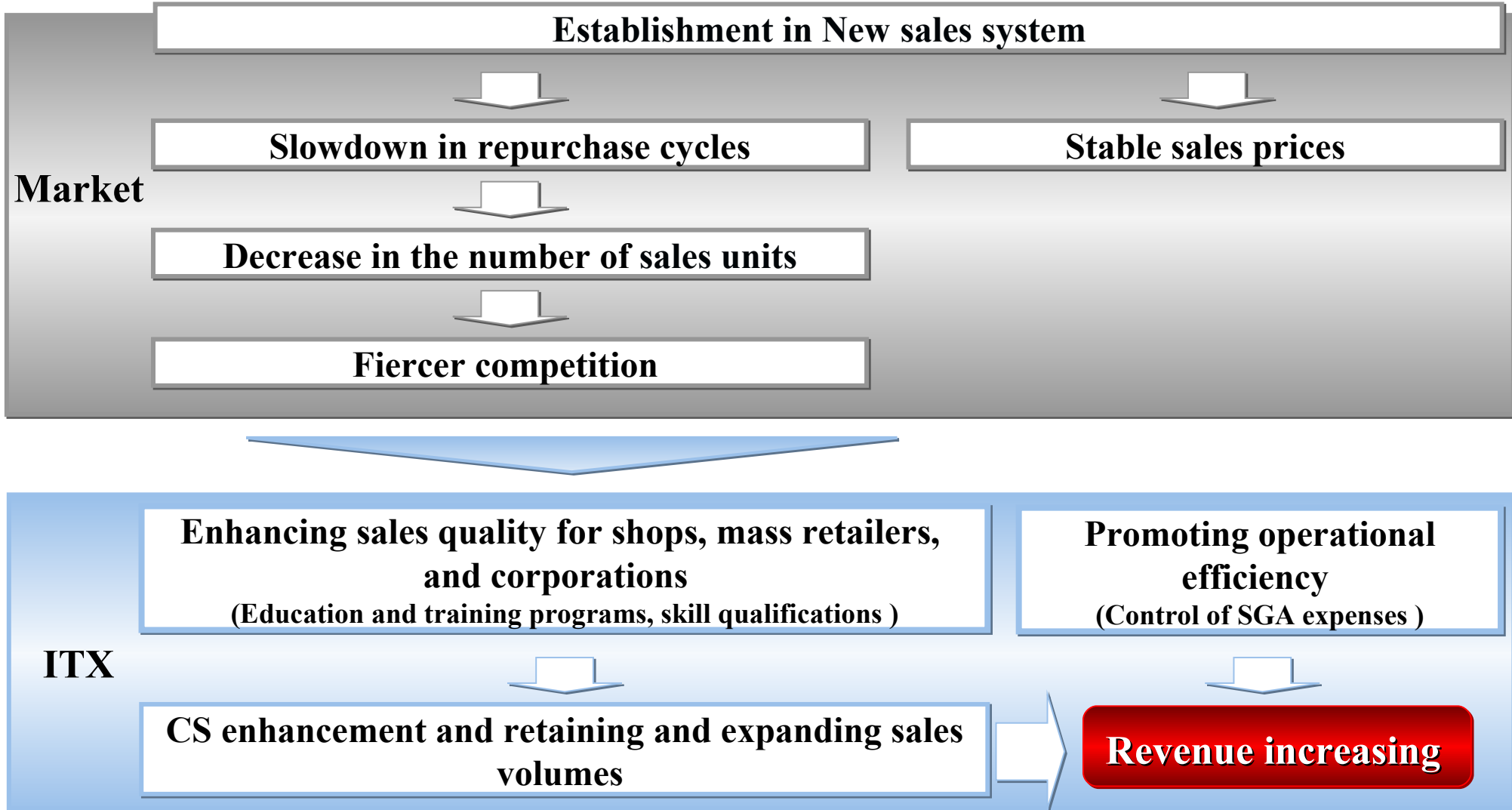
(1) Strengthening the sales system and earnings base for optical lines

(2) Strengthening cooperation with Group companies

Telecom Business for FY10: Individual Measures for Mobile Business (1)

Mobile business

(1) Expanding revenues from mobile devices in a mature market



Telecom Business for FY10: Individual Measures for Mobile Business (2)

Mobile business

(2) Boosting market share by expanding sales channels

Through grouping primary distributors and M&A

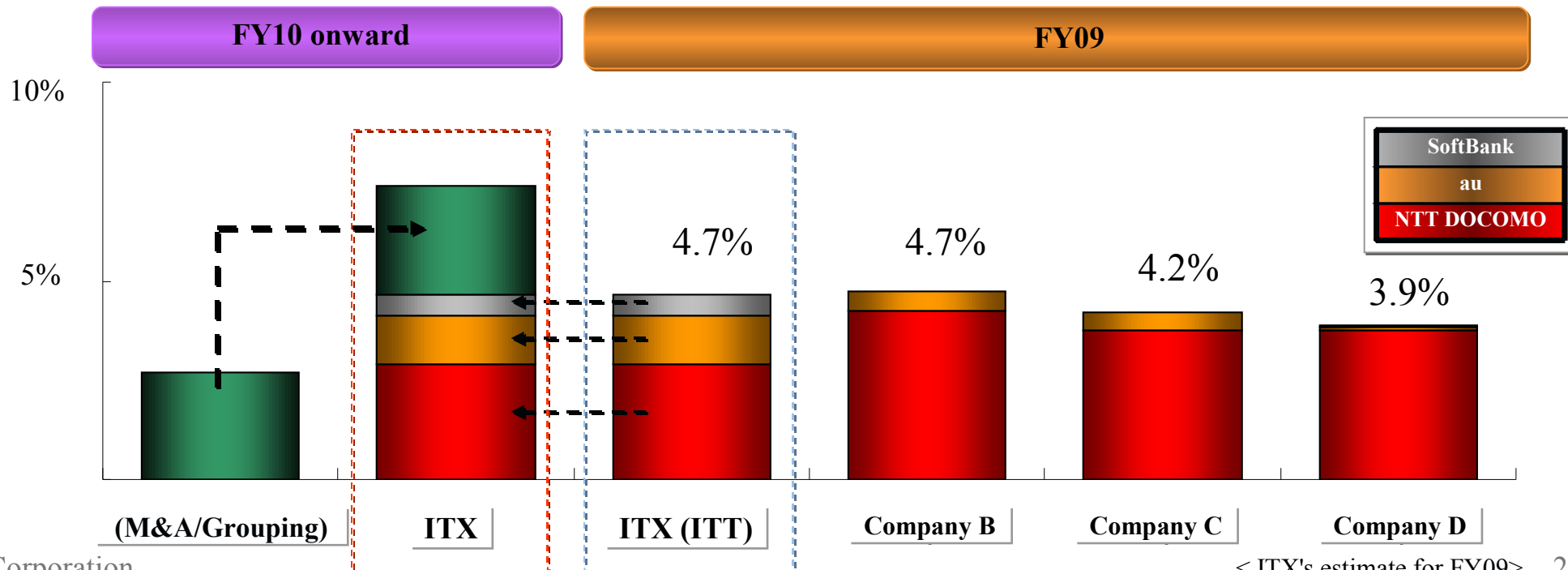
Increase in Shops under umbrella



Expand in Market share

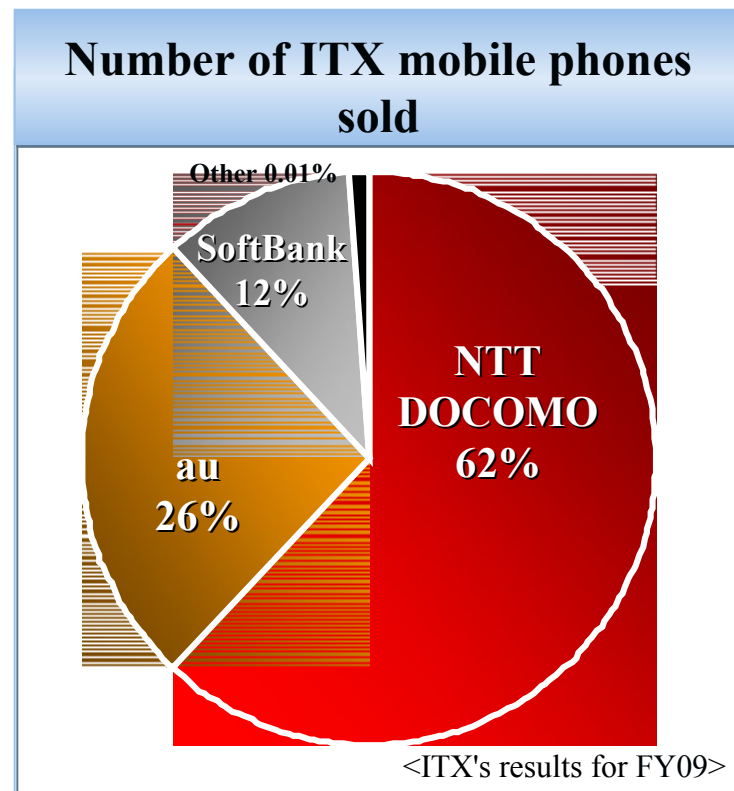
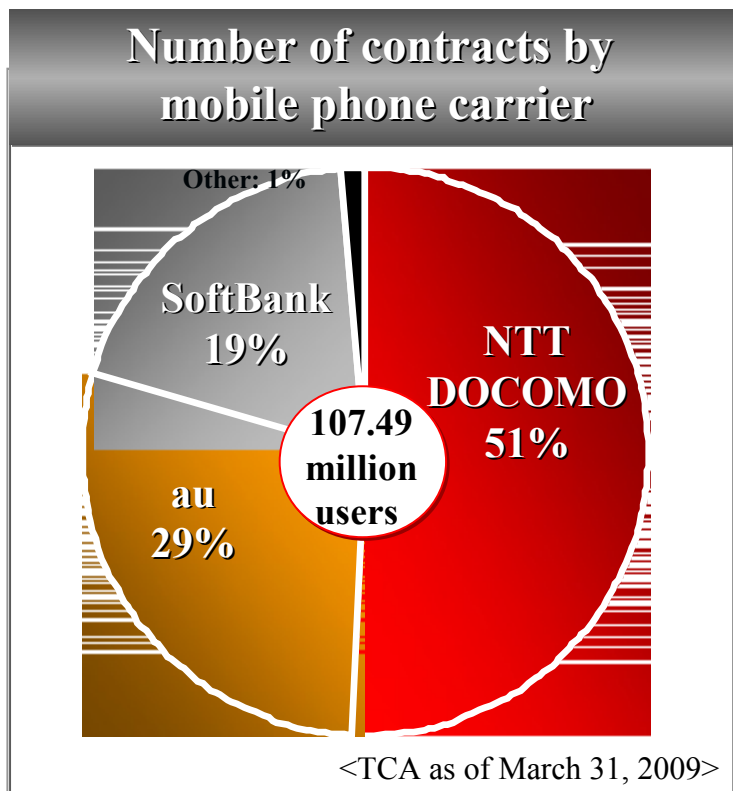
Taking 2nd place in the industry

Market Shares of Mobile Phones Sales Units by Primary Distributors for FY09 (estimate)



Telecom Business: Characteristics of the Mobile Business

- (1) Nationwide sales network ranging from Hokkaido to Okinawa
- (2) Diverse and balanced sales channels of shops, mass retailers, and corporations
- (3) Balanced number of mobile phones sold by carriers



Telecom Business for FY10: Individual Measures for the Non-Mobile Business (1)

Non-Mobile business

(1) Strengthening the sales system and earnings base for

Strengthening and expanding optical lines as earning base for Non-Mobile business

<Strengthening and expansion measures>

- Expanding sales channels using distributors and Group companies**
- Working on new measures (via Web including the mobile Web)**
- Improving the corporate sales system and utilizing shops**

Strength working on new business development through cooperation with Group companies

<Using and strengthening the Group customer base>

- **Cross-selling the Group's merchandise**
- **Offering new services from the customer's perspective**
- **Acquiring new business partners**

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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