

Briefing on 23rd Term's Latest Management

March 22, 2012

Future Architect, Inc.

1. FY2012 Plan

2. Future Outlook and Targeting Future Growth

3. Questions & Answers

1. FY2012 Plan

Market Changes and Growth Strategy - 1

Challenge Together Future Architect, Inc. which designs management and IT.

External environment

- ✓ Great East Japan Earthquake
- ✓ Euro economic crisis
- ✓ Floods in Thailand
- ✓ Historically strong yen
- ✓ Saturation of domestic market
- ✓ Borderless globalization

Strategies companies should implement

- ✓ IT-based management strategy (real-time business)
- ✓ Reducing IT costs and making them variable expenses
- ✓ Implementing measures in response to the diversification of clients
- ✓ Globalization



Application to Company's growth strategy

Application to Company's growth strategy

1. Increasing services provided
2. Broadening client base
3. Expanding operating areas through globalization

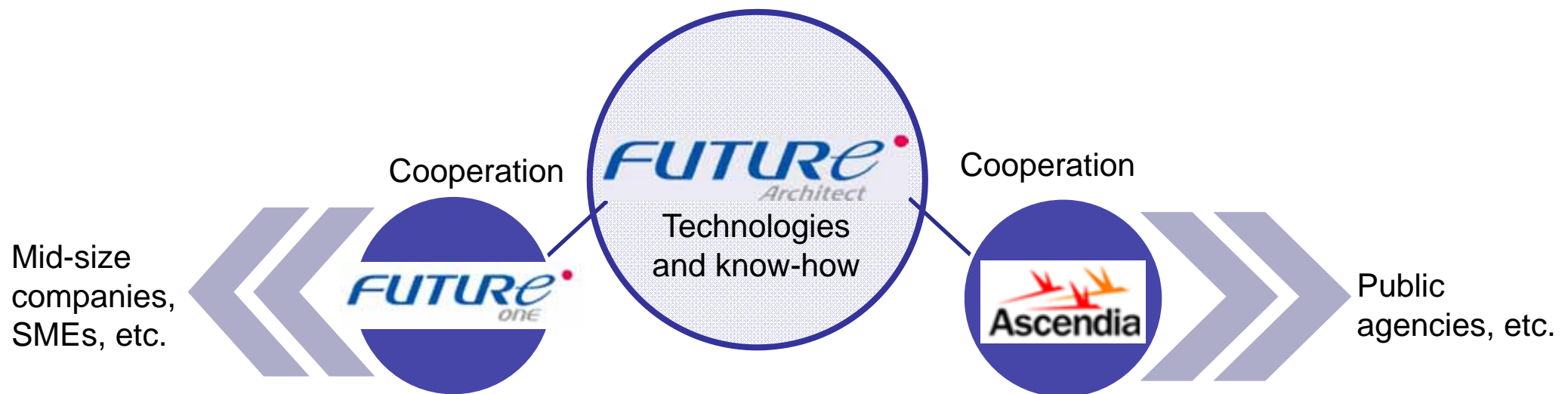
1. Increasing Services Provided

Expand sales, secure long-term backlog and stabilize earnings structure by reducing IT costs through the use of VAO and cloud services and converting them into variable costs, and by responding to globalization through the use of lisnar+ and gERP.

VAO (Value Added Outsourcing)	Increase business opportunities from switching services (adoption of operation and maintenance of systems built by other companies)	Launch service for distribution and securities sectors
	Continue to make proposals for IT strategies and win new orders by strengthening ongoing relationships with clients	
Cloud	Expand into and secure/retain regional financial institutions through financial cloud	Plan additional release for regional banks during and after April
	Provide compatibility of cost reductions and versatility through cloud support for software packages	
lisnar+	Expand client base and operating areas by providing cloud support and multi-language support, and use of Web crawler	Diffuse applications in a wide range of industries, such as education, service, transportation and finance, and start use at clients' overseas bases
ERP package	SAP and Oracle for large companies	
	FUTUREONE for mid-size companies and SMEs	

2. Broadening Client Base

- (1) Integrate businesses for midsize companies and SMEs (fiscal 2011)
⇒ Provide FutureOne-based one-stop service
- (2) Model high-level solutions using Company's expertise and technologies
⇒ Model financial cloud (described earlier) and solutions for retailers
- (3) Optimally allocate resources and share/use technologies under strengthened cooperation between the Company and group companies
⇒ Extend reach to commodity area (public agencies, etc.) in cooperation with Ascendia

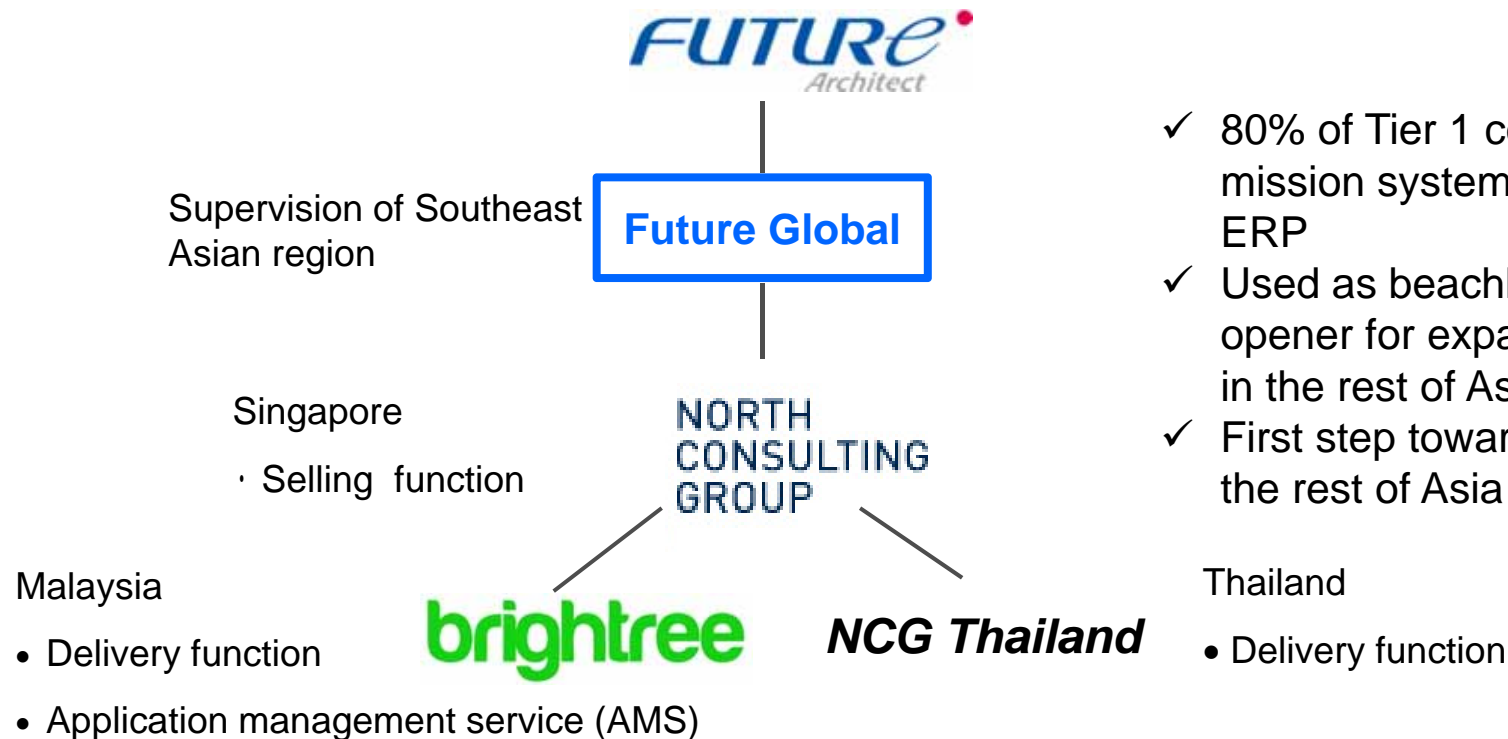


3. Expanding Operating Areas through Globalization

Challenge Together Future Architect, Inc. which designs management and IT.

(1) Establish and acquire affiliates overseas (global ERP from overseas)

⇒ Singapore, Malaysia, and Thailand



- ✓ 80% of Tier 1 companies' critical-mission systems is based on ERP
- ✓ Used as beachhead or door-opener for expanding businesses in the rest of Asia
- ✓ First step toward expanding into the rest of Asia

(2) Support for overseas expansion of existing Japanese corporate clients

⇒ To support overseas expansion of Company's clients, such as distributors and logistics companies, from an IT perspective.

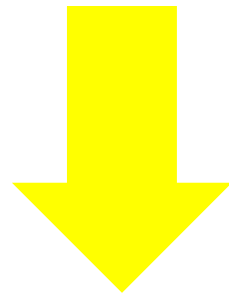
4. Entering New Market and Strengthening Business

Challenge Together Future Architect, Inc. which designs management and IT.

- Full-scale expansion into the healthcare field
Make Life Sciences Computing Corporation (LSC) a subsidiary



- ✓ Experience with IT consulting for medical institutions



Investments (Make LSC a subsidiary)
Acquire new clients
Enhance system functions



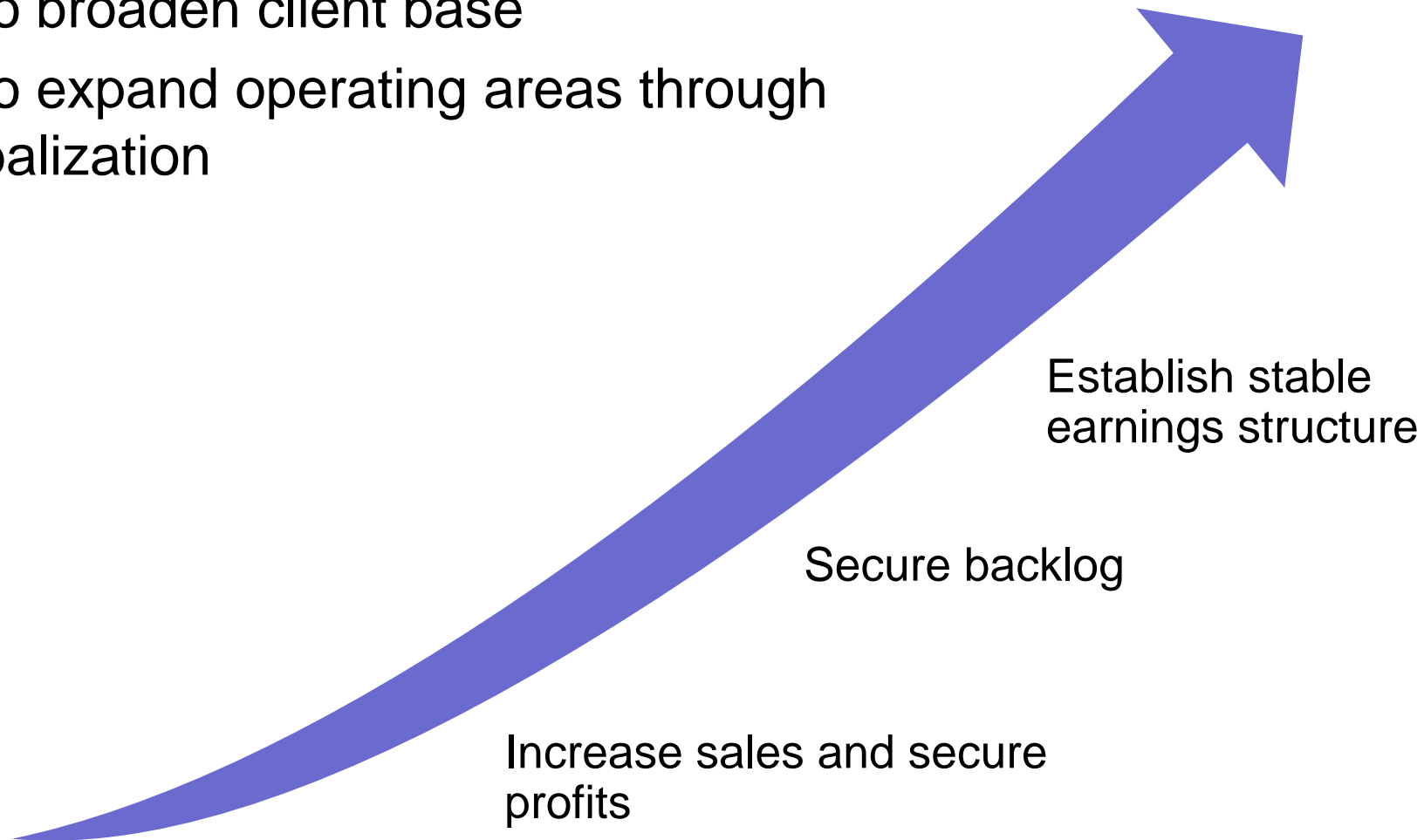
- ✓ Electronic medical chart
- ✓ Medical image management system
- ✓ Cloud services for medical institutions



Electronic medical chart
“OpenDolphin Pro”

Objectives for FY2012

1. To increase services provided
2. To broaden client base
3. To expand operating areas through globalization



FY2012 Plan

Challenge Together Future Architect, Inc. which designs management and IT.

(Millions of yen)	FY2011		FY2012		
	Results for the first half	Results for the full fiscal year	Plan for the first half	Plan for the full fiscal year	Year-on-year change
Net sales	11,768	23,292	11,480	24,800	+6.5%
Operating income Operating income margin	1,629 13.8%	2,929 12.6%	1,280 11.2%	3,300 13.3%	+12.6%
Ordinary income Ordinary income margin	1,711 14.5%	3,051 13.1%	1,300 11.3%	3,330 13.4%	+9.1%
Net income Net income margin	1,073 9.1%	1,715 7.4%	780 6.8%	1,930 7.8%	+12.5%

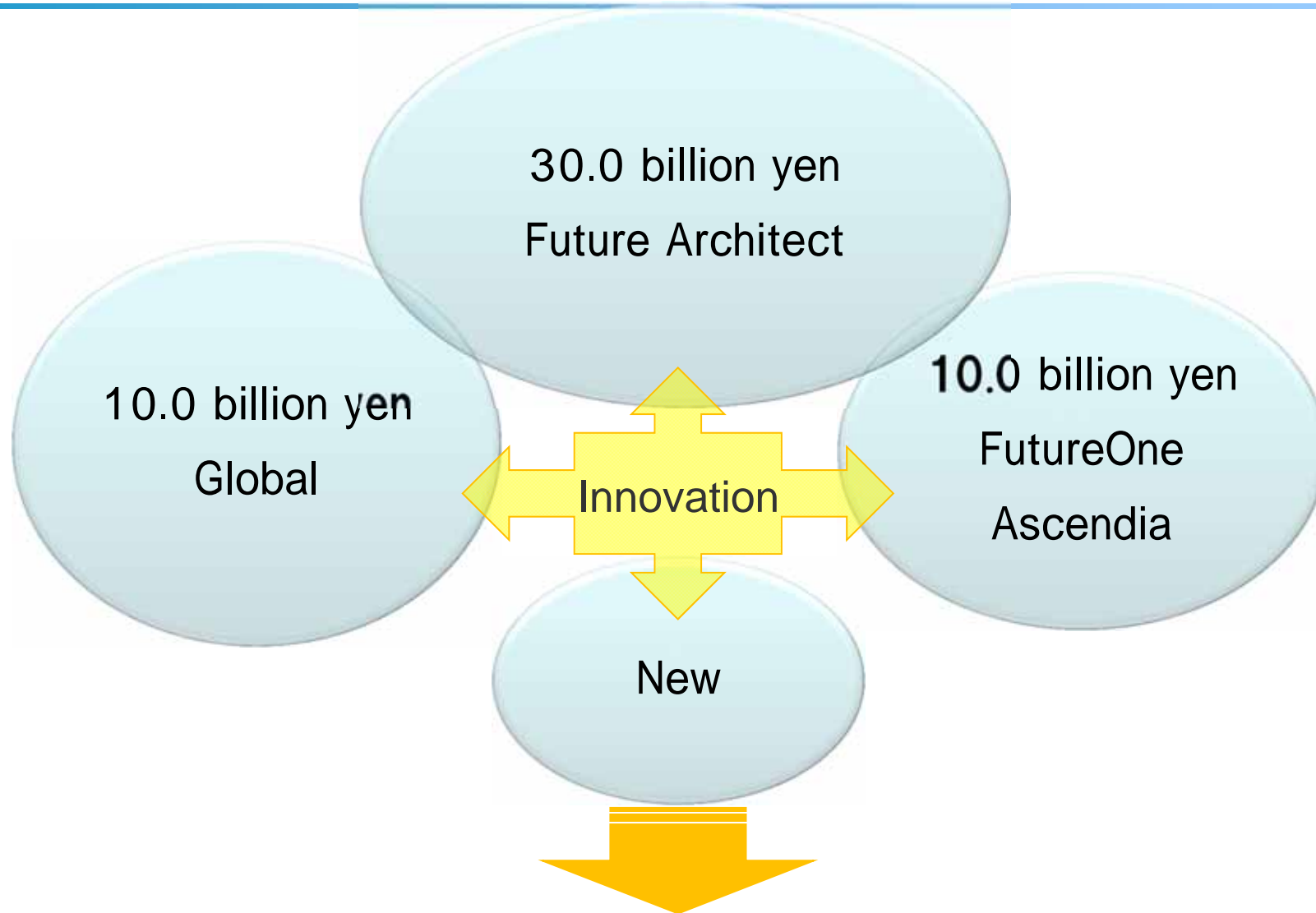
Dividends

<u>FY2010</u> <u>(Actual amount paid)</u>	<u>FY2011</u> <u>(Actual amount paid)</u>	<u>FY2012</u> <u>(Planned)</u>
Per share: 1,200 yen Consolidated payout ratio: 34.4% Non-consolidated payout ratio: 37.0%	Per share: 1,500 yen Consolidated payout ratio: 39.9% Non-consolidated payout ratio: 44.2%	Per share: 1,500 yen Consolidated payout ratio: 35.5% Non-consolidated payout ratio: 39.4%

2. Future Outlook and Targeting Future Growth

(Yasufumi Kanemaru, Chairman and CEO)

Next Stage



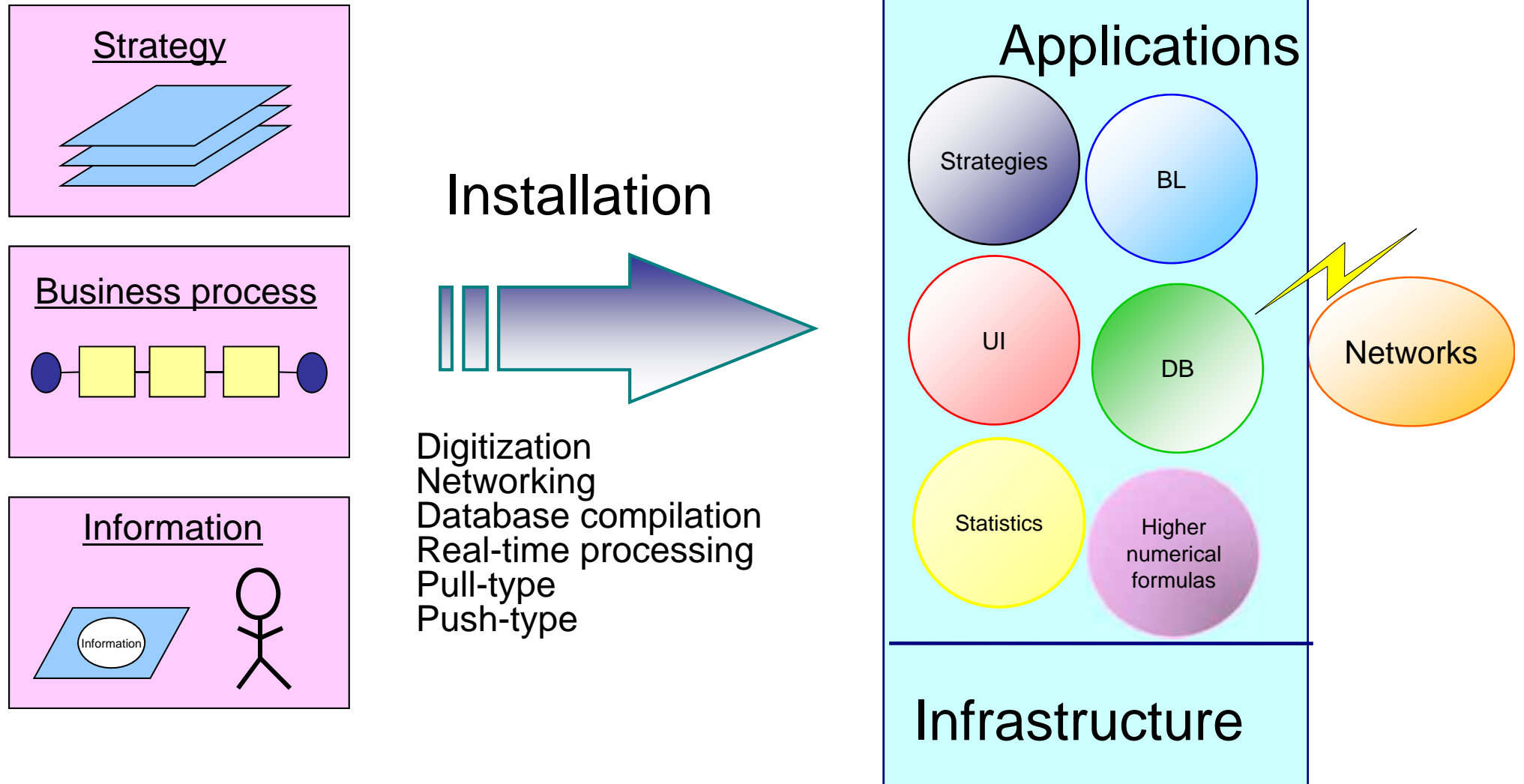
Achievement of quality, growth, and profit objectives

Future Direction

Core businesses

- Coming up with programs and results for downsizing large systems
- Differentiation and technological direction
 - Real-time → Ultra real-time (from msec to μ sec)
 - Aiming to become a leading design company of the I/O revolution (CPUs, networks, storage, memory, and ECO)
 - Installation of statistics and higher numerical formulas, in addition to strategies and operation processes
- Implementation of active employment strategies
- Pursuit of M&A that accelerate growth and provide synergies

Future Architect's Definition of IT



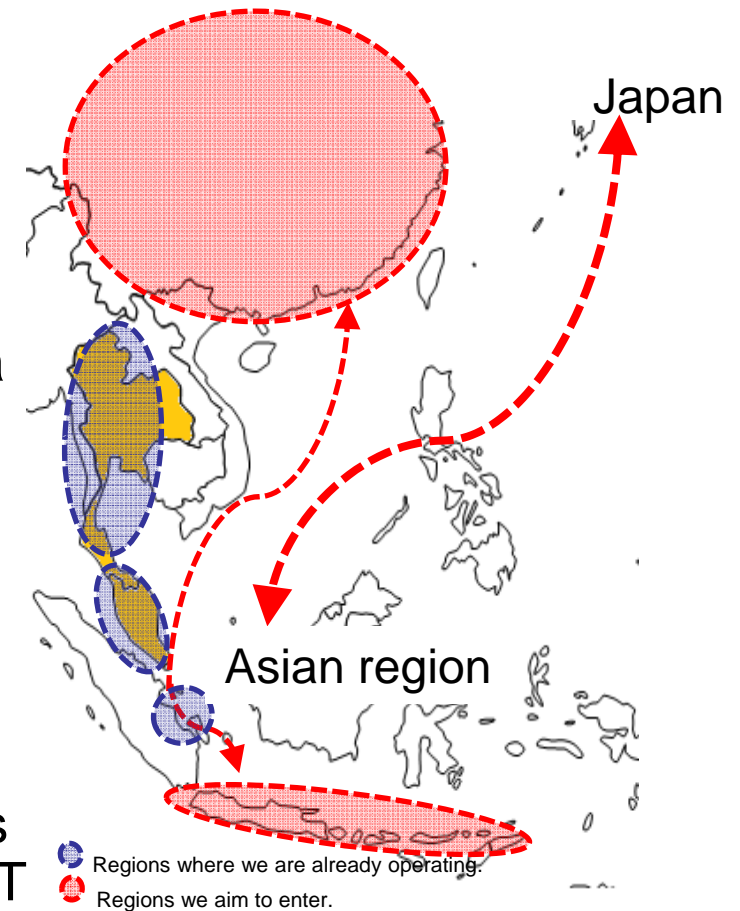
Globalization

■ East Asia

- Singapore and Thailand
Enhancing sales and delivery capabilities of operating bases
- Accelerating growth of Malaysian office
- Exploring possibilities of entering Indonesia and Vietnam

■ China

- M&A deals with IT companies that are expected to create synergies for growth
- Forming alliances with operating companies that are expected to grow rapidly, to which IT will be offered

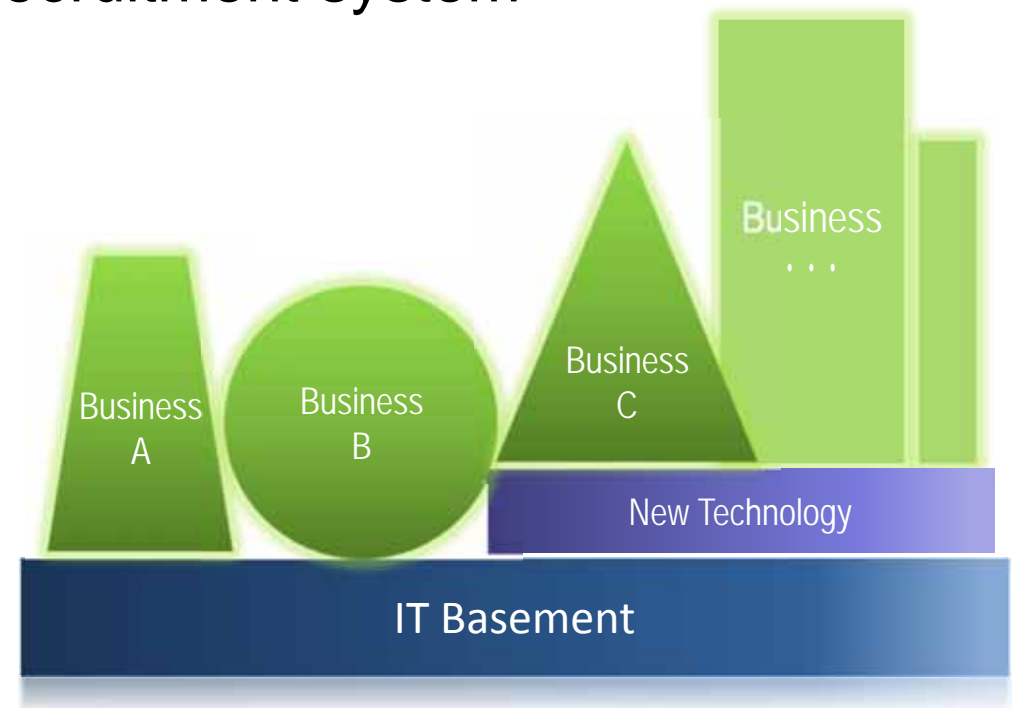
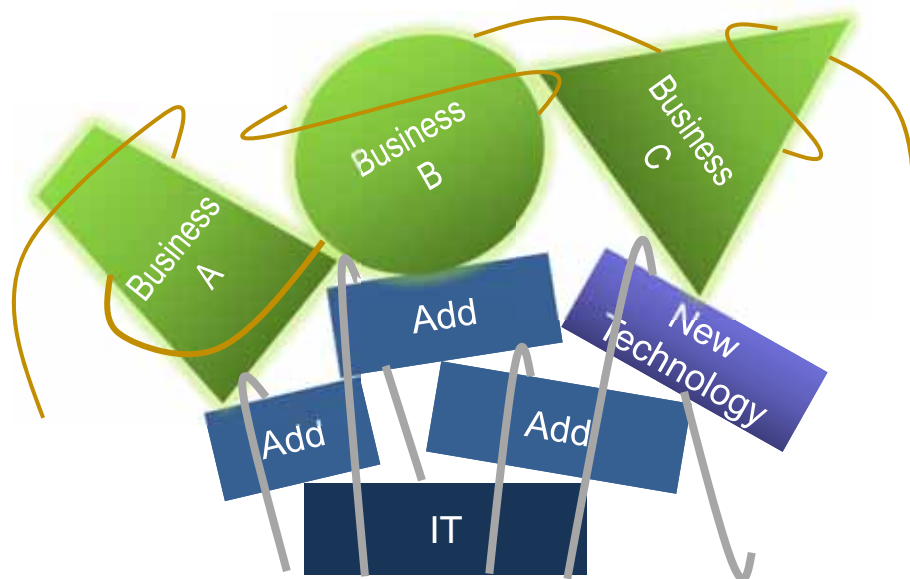


Creation of New Services

- Creation of original services through ideas and IT (through effective use of Tokyo Calendar brand)

Establishment of businesses on real-time, scalable, and flexible IT base

- Introduction of in-house staff recruitment system



Keywords

- Social Media • EC • Payment • Reservation • Entertainment • Edutainment
- Total lifestyle support
- HTML5
- Data analysis
- Real-time

Future Architect's Principles

- Business should be fun.
- We provide success for our clients so that they can be better off.
- We continue to be more reliable than the employees of our partners and competitors.
- We continue to increase our ability to deal with change.
- We are a group of entrepreneurs and inventors.
- Teamwork > Individuality > Mediocrity

3. Questions & Answer



You can also check the summary report of operating results, supplementary materials, briefing materials and other various IR materials on the Company's website.

<http://www.future.co.jp/ir/>

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In this materials, the figures in the summary report of operating results, etc., described in units of thousand yen, are stated in units of million yen. Hence, disparity may be found in some of totals and differences. For detailed figures, please refer to the summary report of operating results.