

Consolidated Summary Report of Operating Results for the First Quarter of Fiscal 2014 (Year ending December 2014) [Japan GAAP]

Company name: Future Architect, Inc.
 Shares listed on: First Section of Tokyo Stock Exchange
 Security code number: 4722
 Website: <http://www.future.co.jp>
 Representative: Yasufumi Kanemaru, President & CEO
 Contact: Yoshihiko Nakajima, Executive Officer
 Tel.: +81-3-5740-5724
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 Creation of supplemental material on quarterly financial results: No
 Holding of quarterly results briefing: No

(Amount rounded off to million yen)

1. Consolidated Results for the first Quarter of Fiscal 2014 (January 1, 2014 to March 31, 2014)

(1) Consolidated operating results (accumulated total)

(Percentages are year-on-year changes)

	Net sales		Operating income		Ordinary income		Quarterly net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
1Q, Fiscal 2014	8,004	26.3	870	49.7	899	31.7	509	9.1
1Q, Fiscal 2013	6,337	20.1	581	151.9	683	137.5	467	134.5

(Note) Comprehensive income 1Q, Fiscal 2014: 470 million yen (-8.9%)

1Q Fiscal 2013: 516 million yen (148.5%)

	Quarterly net income per share		Quarterly net income per share (fully diluted)	
	Yen		Yen	
1Q, Fiscal 2014	11.42		—	
1Q, Fiscal 2013	10.43		—	

(Note) Effective July 1, 2013, the Company conducted a 1:100 split of each share of its common shares. Net income per share was calculated on the assumption that the share split was conducted at the beginning of the previous consolidated fiscal year.

(2) Consolidated financial position

	Total assets		Net assets		Shareholders' equity ratio		Net assets per share	
	Million yen		Million yen		%		Yen	
1Q, Fiscal 2014	19,025		13,162		68.3		291.40	
Fiscal 2013	19,225		13,047		67.1		288.99	

(Reference) Shareholders' equity 1Q, Fiscal 2014: 13,003 million yen Fiscal 2013: 12,895 million yen

(Note) Effective July 1, 2013, the Company conducted a 1:100 split of each share of its common shares. Net assets per share was calculated on the assumption that the share split was conducted at the beginning of the previous consolidated fiscal year.

2. Dividends

	Dividends per share (yen)				
	End of the first quarter dividend	End of the second quarter dividend	End of the third quarter dividend	Year-end dividend	Total
	Yen				
Fiscal 2013	—	750.00	—	8.00	—
Fiscal 2014	—				
Fiscal 2014 (Forecast)		8.00	—	9.00	17.00

(Note) Modification of the projected dividends announced most recently: No

(Note) 1. Effective July 1, 2013, the Company conducted a 1:100 split of each share of its common share. Dividend for the second quarter of fiscal 2013 is the amount before the said share split.

2. The year-end dividend of ¥9.00 for the fiscal year ending December 2014 (forecast) comprises an ordinary dividend of ¥8.00 and a 25th anniversary commemorative dividend of ¥1.00.

3. Projected Consolidated Results for Fiscal 2014 (January 1, 2014 to December 31, 2014)

(% represents change from the previous fiscal year for a "Full year" and changes from the corresponding quarter of the previous fiscal year for "Quarter")

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
2Q (accumulated)	16,200	19.6	1,790	14.0	1,820	7.2	1,060	2.1	23.75
Full year	33,400	11.1	4,000	19.3	4,040	17.0	2,280	12.4	51.09

(Note) Modification of the projected consolidated results announced most recently: No

* Notes

(1) Changes in significant subsidiaries in the consolidated first quarter under review (Changes in specified subsidiaries that involved changes in the scope of consolidation): No

New: _____ companies (company names) Excluding: _____ companies (company names)

(2) Application of special accounting for the preparation of quarterly consolidated financial statements: Yes

Income taxes and payables are calculated by appropriately estimating the legal effective tax rate after the adoption of tax effect accounting which is to be assessed upon net income before income taxes of the consolidated fiscal year including the consolidated first quarter under review and multiplying such estimated legal effective tax rate to the net income before income taxes of the previous consolidated quarter.

(3) Change in accounting policies or estimates and restatements

- 1) Change in accounting policies in accordance with revision of accounting standards : No
- 2) Change in accounting policies other than item 1) above : No
- 3) Change in accounting estimates : No
- 4) Restatements : No

(4) Number of outstanding shares (common shares)

1) Total outstanding shares as of the end of the period (including treasury shares)	1Q, Fiscal 2014:	47,664,000 shares	Fiscal 2013:	47,664,000 shares
2) Total treasury shares as of the end of the period	1Q, Fiscal 2014:	3,040,800 shares	Fiscal 2013:	3,040,800 shares
3) Average number of outstanding shares during the quarter under review (accumulated period for quarter)	1Q, Fiscal 2014:	44,623,200 shares	1Q, Fiscal 2013:	44,832,112 shares

(Note) Effective July 1, 2013, the Company conducted a 1:100 split of each share of its common shares. The above numbers relating to shares were calculated on the assumption that the share split was conducted at the beginning of the previous consolidated fiscal year.

* Indication of quarterly review procedure implementation status

This quarterly earnings report is exempt from the quarterly review procedures based upon the Financial Instruments and Exchange Act. At the time of this document's release, review procedures for the quarterly financial statements under the Financial Instruments and Exchange Act had not been completed.

* Points to note about the proper use of projections, and other noteworthy events

The earnings forecast and statements concerning the future contained in these materials are based on information currently obtained by the Company and on certain premises the Company judges to be rational. The Company does not intend to guarantee their realization. Actual results may differ from forecasts due to various uncertain factors.

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1. Qualitative information about financial results for the first quarter of the fiscal year under review

(1) Explanation on operating results

Consolidated net sales of the Group for the first quarter were ¥8,004 million, up 26.3% from the corresponding period of the previous fiscal year, operating income was ¥870 million, up 49.7%, and ordinary income was ¥899 million, up 31.7%. Net income increased 9.1% year-on-year to ¥509 million.

During the first quarter of the fiscal year under review, consolidated sales increased from the corresponding period of the previous fiscal year mainly due to favorable performance at the Company and Future One, Inc. (“Future One”) and the addition of eSPORTS Co., Ltd. (“eSPORTS”). Consolidated operating income, ordinary income and net income also grew primarily thanks to a year-on-year decline in the ratio of selling, general and administrative expenses to sales.

Earnings results of each business segment are as follows. The earnings results by business segment represent values before adjusting for internal sales or transfers among segments.

(i) IT Consulting Business

Sales increased from the corresponding period of the previous fiscal year, as projects on the reform and integration of IT systems accompanying operational reforms in the financial, manufacturing, logistics and service industries continued to steadily progress. In addition, the latest public relations and financial support system that uses the cloud computing services for financial institutions (SKYBANK) framework started operations at major regional banks, thereby expanding solution menus for the financial industry.

With regard to business in Southeast Asia, though both sales and operating income increased at the subsidiary in Malaysia, the deficit increased at the subsidiary in Singapore because of the delay in the start of some ERP introduction consulting services. Accordingly, total sales in the region were ¥323 million, up 27.7% from a year earlier, and operating loss stood at ¥29 million (against an operating loss of ¥27 million in the corresponding period of the previous fiscal year).

Consequently, net sales for the first quarter were ¥4,809 million, up 12.9% from a year earlier and operating income surged 34.0% year-on-year to ¥685 million.

(ii) Package & Service Business

Future One saw an increase in both sales and profits mainly thanks to the start of operations of multiple large projects and to upgrading attendant upon the revision of the consumption tax rate and termination of support for Microsoft Windows XP. Both sales and profits remained robust at Ascendia Inc. (“Ascendia”) as well. As a result, net sales of this segment were ¥1,376 million, up 29.7% year-on-year, and operating income amounted to ¥192 million, up 336.8% year-on-year.

(iii) New Media & Web Service Business

eSPORTS, which became a consolidated subsidiary of the Company at the end of the second quarter of the previous fiscal year, saw both sales and profits increase due to robust online sales of sports and outdoor gear. Meanwhile, Tokyo Calendar Inc. (“Tokyo Calendar”) saw its deficit increase from the corresponding period of the previous fiscal year, as sales decreased slightly because of a delay in the introduction of online services and an increase in publishing costs.

As a result, net sales of this segment were ¥835 million, up 816.7% from a year ago, and operating loss after reflecting the amortization of goodwill of eSPORT was ¥26 million, against the loss of ¥4 million a year earlier.

Following the conversion of eSPORTS into a consolidated subsidiary, the Company added the “New Media & Web Service Business” as a new segment. Figures of Tokyo Calendar, which were stated in “Others” for previous first quarter of the previous consolidated fiscal year, and those of eSPORTS were stated under the new segment. Year-on-year comparison was made by including the figures of the two companies for the previous first quarter of the previous consolidated fiscal year in the new segment.

(iv) Corporate Revitalization Business

Uoei Corporation (“Uoei”), which operates a grocery supermarket, saw sales rise 2.2% year on year to ¥1,152 million. However, operating income decreased 48.4% from a year earlier to ¥11 million mainly due to a decline in the gross profit margin and a rise in electricity charges.

(2) Explanation on financial condition

(Assets, liabilities and net assets)

Total assets at the end of the first quarter under review decreased by ¥199 million from the end of the previous consolidated fiscal year to ¥19,025 million. The main underlying factors were a decrease in notes and accounts receivable-trade (a decrease of ¥564 million from the end of the previous consolidated fiscal year) and accounts receivable - other (a decrease of ¥200 million) despite an increase in cash and deposits (an increase of ¥323 million).

Liabilities decreased by ¥314 million from the end of the previous consolidated fiscal year to ¥5,862 million. The main factors included a decrease in accounts payable-trade (a decrease of ¥148 million from the end of the previous consolidated fiscal year), accounts payable - other (a decrease of ¥143 million) and income taxes payable (a decrease of ¥684 million) despite a rise in short-term loans payable (an increase of ¥495 million).

Net assets increased by ¥115 million from the end of the previous consolidated fiscal year to ¥13,162 million. The main factors included an increase in retained earnings (an increase of ¥152 million from the end of the previous consolidated fiscal year).

(Analysis of cash flows)

Net cash provided by (used in) operating activities accounted for an inflow of ¥298 million (compared to an inflow of ¥793 million a year ago), mainly due to the posting of income before income taxes and minority interests of ¥901 million and a decrease in notes and accounts receivable – trade of ¥536 million despite of income taxes paid of ¥1,065 million.

Net cash provided by (used in) investing activities was outflow of ¥124 million (compared to an outflow of ¥156 million a year ago), chiefly due to the purchase of property, plant and equipment of ¥25 million, the acquisition of intangible assets of ¥19 million and payments for lease and guarantee deposits of ¥105 million.

Net cash provided by (used in) financing activities accounted for an inflow of ¥227 million (compared to an outflow of ¥455 million a year ago), mainly due to a net increase in short-term loans payable of ¥495 million despite dividends paid of ¥267 million.

As a result of these operating, investment, and financial activities, the balance of cash and cash equivalents at the end of the first quarter under review was ¥7,275 million, up ¥382 million from the end of the previous consolidated fiscal year.

(3) Explanation on q qualitative information about consolidated earnings forecast

We have not changed our previous earnings forecast for the full term of the fiscal year ending December 2014, which was announced on February 6, 2014.

2. Matters related to summary information (Notes)

(1) Changes in significant subsidiaries in the consolidated first quarter under review

Not applicable

(2) Application of special accounting for the preparation of quarterly consolidated financial statements

Income taxes and payables are calculated by appropriately estimating the legal effective tax rate after the adoption of tax effect accounting which is to be assessed upon net income before income taxes of the consolidated fiscal year including the consolidated first quarter under review and multiplying such estimated legal effective tax rate to the net income before income taxes of the previous consolidated quarter.

(3) Change in accounting policies or estimates and restatements

Not applicable

3. Quarterly Period Consolidated Financial Statements

(1) Quarterly Period Consolidated Balance Sheets

(in thousands of yen)

	Previous consolidated fiscal year (December 31, 2013)	Consolidated first quarter under review (March 31, 2014)
Assets		
Current assets		
Cash and deposits	6,892,910	7,216,802
Notes and accounts receivable - trade	4,330,728	3,766,282
Securities	1,865	60,604
Merchandise and finished goods	462,055	442,156
Work in process	107,765	88,811
Deferred tax assets	217,576	216,547
Accounts receivable - other	1,541,943	1,341,636
Other	434,919	744,146
Allowance for doubtful accounts	(11,388)	(12,240)
Total current assets	13,978,375	13,864,748
Non-current assets		
Property, plant and equipment		
Buildings and structures	3,228,480	3,232,510
Accumulated depreciation	(2,782,062)	(2,801,126)
Buildings and structures, net	446,418	431,383
Land	109,474	109,474
Other	1,956,834	1,982,600
Accumulated depreciation	(1,555,282)	(1,586,200)
Other, net	401,551	396,400
Total property, plant and equipment	957,444	937,258
Intangible assets		
Goodwill	823,705	757,745
Software	703,544	669,361
Other	21,480	21,037
Total intangible assets	1,548,729	1,448,144
Investments and other assets		
Investment securities	1,757,591	1,697,551
Lease and guarantee deposits	951,363	996,330
Deferred tax assets	25,518	74,333
Other	55,626	55,796
Allowance for doubtful accounts	(49,582)	(48,405)
Total investments and other assets	2,740,517	2,775,605
Total non-current assets	5,246,691	5,161,009
Total assets	19,225,067	19,025,757

(in thousands of yen)

	Previous consolidated fiscal year (December 31, 2013)	Consolidated first quarter under review (March 31, 2014)
Liabilities		
Current liabilities		
Accounts payable - trade	1,660,351	1,511,486
Short-term loans payable	35,000	530,000
Accounts payable - other	774,748	631,470
Income taxes payable	1,024,280	340,181
Provision for bonuses	167,483	143,859
Provision for quality assurance	12,109	88,951
Provision for loss on projects	173,600	164,500
Provision for point card certificates	2,439	2,515
Other	959,622	1,078,140
Total current liabilities	4,809,634	4,491,105
Non-current liabilities		
Long-term loans payable	1,000,000	1,000,000
Asset retirement obligations	357,691	361,658
Other	10,239	10,146
Total non-current liabilities	1,367,931	1,371,804
Total liabilities	6,177,566	5,862,909
Net assets		
Shareholders' equity		
Capital stock	1,421,815	1,421,815
Capital surplus	2,495,772	2,495,772
Retained earnings	10,506,520	10,659,264
Treasury shares	(1,540,983)	(1,540,983)
Total shareholders' equity	12,883,124	13,035,869
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	87,158	37,289
Foreign currency translation adjustment	(74,683)	(69,908)
Total accumulated other comprehensive income	12,475	(32,619)
Minority interests	151,900	159,597
Total net assets	13,047,500	13,162,847
Total liabilities and net assets	19,225,067	19,025,757

(2) Quarterly Period Consolidated Statements of Income and Comprehensive Income
(First quarter of consolidated fiscal year under review)

(in thousands of yen)

	First quarter of previous consolidated fiscal year (from January 1, 2013 to March 31, 2013)	First quarter of consolidated fiscal year under review (from January 1, 2014 to March 31, 2014)
Net sales	6,337,203	8,004,884
Cost of sales	4,160,551	5,392,776
Gross profit	2,176,652	2,612,107
Selling, general and administrative expenses		
Directors' compensations	74,265	79,381
Salaries and bonuses	779,676	764,652
Training expenses	9,579	9,591
Research and development expenses	10,376	31,528
Depreciation	24,170	24,416
Recruiting expenses	63,166	72,761
Other	634,069	759,713
Total selling, general and administrative expenses	1,595,305	1,742,044
Operating income	581,347	870,062
Non-operating income		
Interest income	747	845
Dividend income	987	1,116
Share of profit of entities accounted for using equity method	45,237	41,272
Foreign exchange gains	48,766	—
Other	7,210	7,701
Total non-operating income	102,950	50,936
Non-operating expenses		
Interest expenses	101	2,207
Commission for purchase of treasury shares	1,005	—
Foreign exchange losses	—	15,697
Other	12	3,464
Total non-operating expenses	1,119	21,369
Ordinary income	683,177	899,630
Extraordinary income		
Gain on sales of investment securities	35,573	—
Gain on sales of shares of subsidiaries and associates	-	2,138
Total extraordinary income	35,573	2,138
Extraordinary losses		
Loss on retirement of non-current assets	490	—
Total extraordinary losses	490	—

(in thousands of yen)

	First quarter of previous consolidated fiscal year (from January 1, 2013 to March 31, 2013)	First quarter of consolidated fiscal year under review (from January 1, 2014 to March 31, 2014)
Income before income taxes and minority interests	718,260	901,769
Income taxes	240,678	382,819
Income before minority interests	477,582	518,949
Minority interests in income	10,196	9,219
Quarterly net income	467,385	509,730
Minority interests in income	10,196	9,219
Income before minority interests	477,582	518,949
Other comprehensive income		
Valuation difference on available-for-sale securities	55,335	(49,782)
Foreign currency translation adjustment	(21,975)	3,818
Share of other comprehensive income of entities accounted for using equity method	5,810	(2,317)
Total other comprehensive income	39,171	(48,281)
Quarterly comprehensive income	516,753	470,667
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	504,003	462,970
Comprehensive income attributable to minority interests	12,749	7,696

(3) Quarterly Period Consolidated Statements of Cash Flows

(in thousands of yen)

	First quarter of previous consolidated fiscal year (from January 1, 2013 to March 31, 2013)	First quarter of consolidated fiscal year under review (from January 1, 2014 to March 31, 2014)
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	718,260	901,769
Depreciation	81,047	99,644
Increase (decrease) in allowance for doubtful accounts	(2,983)	(324)
Increase (decrease) in provision for bonuses	(15,592)	(22,946)
Increase (decrease) in provision for quality assurance	(243)	76,842
Increase (decrease) in provision for loss on projects	39,100	(9,100)
Increase (decrease) in provision for office transfer expenses	(14,261)	—
Interest and dividend income	(1,735)	(1,962)
Interest expenses	101	2,207
Share of (profit) loss of entities accounted for using equity method	(45,237)	(41,272)
Loss on retirement of non-current assets	490	—
Loss (gain) on sales of investment securities	(35,573)	—
Loss (gain) on sales of shares of subsidiaries and associates	—	(2,138)
Decrease (increase) in notes and accounts receivable - trade	170,601	536,668
Decrease (increase) in inventories	(11,343)	38,852
Increase (decrease) in notes and accounts payable - trade	179,929	(145,109)
Other	238,267	(68,748)
Subtotal	1,300,826	1,364,381
Interest and dividend income received	2,135	1,879
Interest expenses paid	(101)	(2,265)
Income taxes paid	(509,231)	(1,065,387)
Net cash provided by (used in) operating activities	793,629	298,609

(in thousands of yen)

	First quarter of previous consolidated fiscal year (from January 1, 2013 to March 31, 2013)	First quarter of consolidated fiscal year under review (from January 1, 2014 to March 31, 2014)
Net cash provided by (used in) investing activities		
Purchase of property, plant and equipment	(75,933)	(25,454)
Purchase of intangible assets	(138,805)	(19,891)
Proceeds from sales of investment securities	57,240	—
Proceeds from sales of shares of subsidiaries and associates	—	25,000
Payments for lease and guarantee deposits	(211)	(105,130)
Proceeds from collection of lease and guarantee deposits	—	84
Other	1,200	1,200
Net cash provided by (used in) investing activities	(156,510)	(124,192)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(182)	495,000
Purchase of treasury shares	(148,660)	—
Cash dividends paid	(306,838)	(267,963)
Net cash provided by (used in) financing activities	(455,682)	227,036
Effect of exchange rate change on cash and cash equivalents	322	(18,821)
Net increase (decrease) in cash and cash equivalents	181,759	382,631
Cash and cash equivalents at beginning of the period	4,184,672	6,892,975
Cash and cash equivalents at end of the quarterly period	4,366,431	7,275,607

(4) Notes to quarterly consolidated financial statements
(Notes regarding the premise of surviving company)
Not applicable

(Notes regarding significant change in shareholders' equity)
Not applicable

(Segment information)

Segment information

I. First quarter of the previous consolidated fiscal year (from January 1, 2013 to March 31, 2013)

1. Amounts of net sales and income or loss by business segment reported

(in thousands of yen)

	Reportable segments					Other (Note 1)	Total	Adjustment (Note 2)	Amount stated in financial statements (Note 3)
	IT Consulting Business	Package & Service Business	New Media & Web Service Business	Corporate Revitalizati on Business	Total				
Net sales									
Net sales to outside clients	4,247,980	871,497	90,849	1,126,876	6,337,203	—	6,337,203	—	6,337,203
Inter-segment sales or transfer	11,522	189,315	332	819	201,990	—	201,990	(201,990)	—
Total	4,259,502	1,060,812	91,182	1,127,696	6,539,194	—	6,539,194	(201,990)	6,337,203
Segment income or loss	511,295	44,025	(4,479)	23,107	573,948	205	574,154	(7,192)	581,347

(Notes) 1. "Others," a segment not included in the reportable segments, include securities investment, holding, and management activities.

2. "Adjustment" of segment income or loss of ¥7,192 thousand refers to elimination of inter-segment transactions.

3. Segment income or loss is adjusted with operating income in the Quarterly Period Consolidated Statements of Income.

II. First quarter of consolidated fiscal year under review (from January 1, 2014 to March 31, 2014)

1. Amounts of net sales and income or loss by business segment reported

(in thousands of yen)

	Reportable segments					Other (Note 1)	Total	Adjustment (Note 2)	Amount stated in financial statements (Note 3)
	IT Consulting Business	Package & Service Business	New Media & Web Service Business	Corporate Revitalizatio n Business	Total				
Net sales									
Net sales to outside clients	4,805,495	1,212,460	835,493	1,151,433	8,004,884	—	8,004,884	—	8,004,884
Inter-segment sales or transfer	4,169	163,542	332	711	168,756	—	168,756	(168,756)	—
Total	4,809,665	1,376,003	835,826	1,152,145	8,173,640	—	8,173,640	(168,756)	8,004,884
Segment income or loss	685,257	192,321	(26,509)	11,922	862,992	541	863,533	6,529	870,062

(Notes) 1. "Others," a segment not included in the reportable segments, include securities investment, holding, and management activities.

2. "Adjustment" of segment income or loss of ¥6,529 thousand refers to elimination of inter-segment transactions.

3. Segment income or loss is adjusted with operating income in the Quarterly Period Consolidated Statements of Income.

2. Matters related to changes in reportable segments

(Changes in reportable segments)

In the second quarter of the current consolidated fiscal year under review, the Company acquired all shares of eSPORTS to include it in the scope of consolidation. In the third quarter, as the importance of eSPORTS increased, the Company added the “New Media & Web Service Business” as a new reportable segments, and included eSPORTS’ business in the new segment. The business of Tokyo Calendar, which was included in “Others” in the previous consolidated fiscal year, was accordingly changed to be included in the added segment “New Media & Web Service Business.”

Segment information for the previous consolidated fiscal year was stated based on the new classification of reportable segments.

4. Supplemental information

(1) Orders received

(in thousands of yen)

Function	First quarter of previous consolidated fiscal year (from January 1, 2013 to March 31, 2013)		First quarter of consolidated fiscal year under review (from January 1, 2014 to March 31, 2014)	
	Orders received	Order backlog	Orders received	Order backlog
IT Consulting Business	3,731,572	6,059,985	4,235,755	6,259,581
Package & Service Business	698,459	798,809	1,205,011	1,160,328
New Media & Web Service Business	111,151	33,042	90,041	15,110
Total	4,541,183	6,891,836	5,530,808	7,435,019

(Notes) 1. Business segments were changed in the first nine months of the previous consolidated fiscal year, and the amounts for the three months of the previous fiscal year were stated based on the new classification of reportable segments.

2. Orders received include adjustments for exchange rate fluctuations.