February 5, 2013

## Highlights of Consolidated Results for the Nine Months and the Third Quarter of Fiscal Year Ending March 31, 2013

Millions of yen
(except for per share amounts)

| | Nine months ended December 31, 2012 | Nine months ended December 31, 2011 | Change (%) |
|---|---|---|---|
| Net sales | Y 377,263 | Y 372,814 | 1.2 |
| Operating income | 25,748 | 33,624 | -23.4 |
| Current profits | 22,150 | 35,102 | -36.9 |
| Net income | 12,221 | 19,161 | -36.2 |
| (Ref.) Comprehensive income | 19,916 | 5,141 | 287.4 |
| Net income per share: | | | |
| Basic | Y 45.66 | Y 71.59 | |
| Diluted | 45.58 | 71.49 | |

| | As of December 31, 2012 | As of March 31, 2012 |
|---|---|---|
| Total assets | Y 380,667 | Y 370,906 |
| Net assets | 245,560 | 231,425 |
| Owners' equity ratio | 64.4 % | 62.3 % |
| Owners' equity per share | Y 915.85 | Y 863.01 |
| (Ref.) Owners' equity | 245,177 | 231,001 |
| Number of consolidated subsidiaries | 60 | 55 |
| Number of affiliates using the applied equity method | 6 | 8 |

## Highlights of Consolidated Forecast for Fiscal Year Ending March 31, 2013

Millions of yen
(except for per share amounts)

| | [Revised] Year ending March 31, 2013 | Year ended March 31, 2012 | Change (%) |
|---|---|---|---|
| Net sales | Y 510,000 | Y 497,390 | 2.5 |
| Operating income | 28,000 | 34,183 | -18.1 |
| Current profits | 23,500 | 34,351 | -31.6 |
| Net income | 18,000 | 19,525 | -7.8 |
| Net income per share | Y 67.24 | Y 72.95 | |
| Dividends per common share | 24.00 | 24.00 | |

| | [Revised] Year ending March 31, 2013 | [Previous] Year ending March 31, 2013 | Change (%) |
|---|---|---|---|
| Net sales | Y 510,000 | Y 510,000 | - |
| Operating income | 28,000 | 30,000 | -6.7 |
| Current profits | 23,500 | 30,000 | -21.7 |
| Net income | 18,000 | 20,000 | -10.0 |
| Net income per share | Y 67.24 | Y 74.71 | |
| Dividends per common share | 24.00 | 24.00 | |

(Note 1) Forecasted operating results have been changed in this quarterly period.
(Note 2) No change has been made to forecasted dividend per common share in this quarterly period.

Notes:
1) The financial statements have been prepared in accordance with accounting principles generally accepted in Japan.
2) Amounts less than 1 million yen have been rounded down.
3) Yen amounts for the nine months ended December 31, 2012 have been translated into U.S. dollars for convenience only, at a uniform rate of US$1=82.00 yen, in the accompanying consolidated financial statements.
4) Operating results for the nine months ended December 31, 2012 are based on the following currency exchange rates:
   Actual average rates for the nine months ended December 31, 2012: US$=80.43 yen, EURO=103.24 yen
   Forecasts for the year ending March 31, 2013 are based on the following currency exchange rates:
   Assumed average rates for the fiscal year: US$=81.30 yen, EURO=105.93 yen
5) Number of shares outstanding (including treasury stock): 277,535 thousands as of December 31, 2012, 277,535 thousands as of March 31, 2012
   Number of treasury stock outstanding: 9,830 thousands as of December 31, 2012, 9,866 thousands as of March 31, 2012
   Number of weighted average shares (nine months): 267,690 thousands during the period ended December 31, 2012, 267,655 thousands during the period ended December 31, 2011

The above-mentioned forecasts are the results of estimations based on outlook for economic environment and predictions at the time of this announcement.
The actual results of business performance may sometimes differ from these forecasts due to various factors.

CONSOLIDATED BALANCE SHEETS

| | Millions of yen | | Thousands of U.S. dollars |
|---|---|---|---|
| | **As of December 31, 2012** | As of March 31, 2012 | **As of December 31, 2012** |
| ASSETS | | | |
| Current assets | | | |
| Cash and cash equivalents | **Y 54,054** | Y 59,536 | **$ 659,201** |
| Trade receivables | **71,118** | 65,634 | **867,294** |
| Inventories | **89,099** | 76,483 | **1,086,580** |
| Other current assets | **20,176** | 24,392 | **246,050** |
| Total current assets | **234,448** | 226,047 | **2,859,126** |
| Net property, plant and equipment | **74,114** | 69,945 | **903,839** |
| Intangible fixed assets | **19,150** | 19,915 | **233,537** |
| Other assets | **52,953** | 54,997 | **645,780** |
| Total assets | **Y 380,667** | Y 370,906 | **$ 4,642,282** |
| LIABILITIES AND NET ASSETS | | | |
| Current liabilities | | | |
| Short-term debt | **Y 19,059** | Y 19,466 | **$ 232,430** |
| Trade payables | **36,066** | 35,978 | **439,838** |
| Other current liabilities | **57,901** | 62,034 | **706,111** |
| Total current liabilities | **113,027** | 117,478 | **1,378,378** |
| Long-term liabilities | | | |
| Long-term debt | **700** | 500 | **8,537** |
| Other long-term liabilities | **21,379** | 21,501 | **260,731** |
| Total liabilities | **135,107** | 139,480 | **1,647,646** |
| Net assets | | | |
| Shareholders' equity | | | |
| Capital stock | **19,209** | 19,209 | **234,267** |
| Capital surplus | **16,159** | 16,151 | **197,063** |
| Retained earnings | **250,034** | 243,725 | **3,049,203** |
| Treasury stock | **(11,645)** | (11,672) | **(142,019)** |
| Total shareholders' equity | **273,758** | 267,413 | **3,338,514** |
| Other comprehensive income | | | |
| Unrealized gain (loss) on available-for-sale securities | **1,552** | 2,176 | **18,928** |
| Deferred gain (loss) under hedge accounting | **(400)** | (184) | **(4,887)** |
| Foreign currency translation adjustments | **(29,731)** | (38,404) | **(362,585)** |
| Total other comprehensive income | **(28,580)** | (36,412) | **(348,545)** |
| Stock acquisition rights | **378** | 420 | **4,610** |
| Minority interests | **4** | 3 | **56** |
| Total net assets | **245,560** | 231,425 | **2,994,636** |
| Total liabilities and net assets | **Y 380,667** | Y 370,906 | **$ 4,642,282** |

## CONSOLIDATED STATEMENTS OF INCOME

| | Millions of yen | | Thousands of U.S. dollars |
|---|---|---|---|
| | **Nine months ended December 31, 2012** | Nine months ended December 31, 2011 | **Nine months ended December 31, 2012** |
| Net sales | **Y 377,263** | Y 372,814 | **$ 4,600,774** |
| Cost of sales | **217,181** | 207,066 | **2,648,550** |
| Gross profit | **160,082** | 165,748 | **1,952,224** |
| Selling, general and administrative expenses | **134,334** | 132,124 | **1,638,223** |
| Operating income | **25,748** | 33,624 | **314,001** |
| Non-operating income (expenses): | | | |
| Interest and dividend income | **1,174** | 939 | **14,320** |
| Interest expenses | **(363)** | (482) | **(4,430)** |
| Other, net | **(4,408)** | 1,020 | **(53,765)** |
| Current profits | **22,150** | 35,102 | **270,127** |
| Extraordinary income (expenses): | | | |
| Gain (Loss) on sales and disposals of property, plant and equipment, net | **(85)** | (251) | **(1,038)** |
| Other, net | **(3)** | 493 | **(37)** |
| Income before income taxes | **22,062** | 35,345 | **269,051** |
| Income taxes | **9,840** | 16,183 | **120,001** |
| Income before minority interests | **12,222** | 19,162 | **149,050** |
| Minority interests in net income | **0** | 0 | **5** |
| Net income | **Y 12,221** | Y 19,161 | **$ 149,045** |

| Net income per share: | Yen | Yen | U.S. dollars |
|---|---|---|---|
| Basic | **Y 45.66** | Y 71.59 | **$ 0.56** |
| Diluted | **45.58** | 71.49 | **0.56** |

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| | Millions of yen | | Thousands of U.S. dollars |
|---|---|---|---|
| | **Nine months ended December 31, 2012** | Nine months ended December 31, 2011 | **Nine months ended December 31, 2012** |
| Income before minority interests | **Y 12,222** | Y 19,162 | **$ 149,050** |
| Other comprehensive income: | | | |
| Unrealized gain (loss) on available-for-sale securities | **(664)** | (1,430) | **(8,107)** |
| Deferred gain (loss) under hedge accounting | **(216)** | 273 | **(2,637)** |
| Foreign currency translation adjustments | **8,534** | (12,846) | **104,082** |
| Share of other comprehensive income of associates | **40** | (17) | **491** |
| Total other comprehensive income (loss) | **7,694** | (14,020) | **93,829** |
| Comprehensive income | **Y 19,916** | Y 5,141 | **$ 242,880** |
| Comprehensive income attributable to: | | | |
| Owners of the Company | **Y 19,915** | Y 5,141 | **$ 242,875** |
| Minority interests | **0** | 0 | **5** |

SEGMENT INFORMATION

| | Millions of yen | | Thousands of U.S. dollars |
|---|---|---|---|
| | **Nine months ended December 31, 2012** | Nine months ended December 31, 2011 | **Nine months ended December 31, 2012** |
| **Printing & Solutions** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y 252,999** | Y 251,158 | **$ 3,085,356** |
| Intersegment | **-** | - | - |
| Total | **252,999** | 251,158 | **3,085,356** |
| Operating income | **15,948** | 22,665 | **194,493** |
| **Personal & Home** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y 24,879** | Y 23,175 | **$ 303,407** |
| Intersegment | **-** | - | - |
| Total | **24,879** | 23,175 | **303,407** |
| Operating income | **1,814** | 2,407 | **22,128** |
| **Machinery & Solution** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y 49,079** | Y 54,298 | **$ 598,535** |
| Intersegment | **-** | - | - |
| Total | **49,079** | 54,298 | **598,535** |
| Operating income | **4,529** | 7,259 | **55,237** |
| **Network & Contents** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y 37,874** | Y 34,319 | **$ 461,882** |
| Intersegment | **-** | - | - |
| Total | **37,874** | 34,319 | **461,882** |
| Operating income | **2,061** | 211 | **25,141** |
| **Others** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y 12,430** | Y 9,863 | **$ 151,593** |
| Intersegment | **7,048** | 5,376 | **85,953** |
| Total | **19,478** | 15,240 | **237,546** |
| Operating income | **1,436** | 1,079 | **17,524** |
| **Adjustment** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y -** | Y - | **$ -** |
| Intersegment | **(7,048)** | (5,376) | **(85,953)** |
| Total | **(7,048)** | (5,376) | **(85,953)** |
| Operating income | **(42)** | - | **(522)** |
| **Consolidated** | | | |
| Net sales | | | |
| Unaffiliated customers | **Y 377,263** | Y 372,814 | **$ 4,600,774** |
| Intersegment | **-** | - | - |
| Total | **377,263** | 372,814 | **4,600,774** |
| Operating income | **25,748** | 33,624 | **314,001** |

Note:
Main products in each business segment are as follows:

| | |
|---|---|
| Printing & Solutions | Printers, Multi-function printers, Electronic stationeries, |
| Personal & Home | Home sewing machines |
| Machinery & Solution | Industrial sewing machines, Machine tools |
| Network & Contents | Online karaoke, Contents distribution services |
| Others | Sales of products other than those above, and so forth |

# Supplementary Information for the 3rd Quarter of Fiscal Year Ending March 31, 2013

## 1-1. Consolidated results (9-month results)

(Millions of yen)

| | | FY ended Mar 31, 2012 (Apr to Dec 2011) | FY ending Mar 31, 2013 (Apr to Dec 2012) | Change ( w/o forex impact ) |
|---|---|---|---|---|
| Net sales | | 372,814 | 377,263 | 1.2%<br>(2.5%) |
| Operating income | | 33,624 | 25,748 | -23.4% |
| Current profits | | 35,102 | 22,150 | -36.9% |
| Net income | | 19,161 | 12,221 | -36.2% |
| Exchange rates | Yen-USD | 79.17 | 80.43 | - |
| | Yen-EUR | 111.32 | 103.24 | - |
| Operating profit ratio (%) | | 9.0% | 6.8% | - |

* Operating profit ratio = Operating income / Net sales

* "Exchange rates" are the rates used to convert financial statements of overseas subsidiaries into yen.

## 1-2. Sales by business segment (9-month results)

(Millions of yen)

| | | FY ended Mar 31, 2012 (Apr to Dec 2011) | FY ending Mar 31, 2013 (Apr to Dec 2012) | Change | Change w/o forex impact |
|---|---|---|---|---|---|
| Printing & Solutions | Communications and Printing equipment | 223,725 | 226,037 | 1.0% | 3.0% |
| | Electronic stationery | 27,432 | 26,961 | -1.7% | -0.2% |
| | Total | 251,158 | 252,999 | 0.7% | 2.6% |
| Personal & Home | | 23,175 | 24,879 | 7.4% | 9.1% |
| Machinery & Solution | Industrial sewing machines | 16,716 | 12,823 | -23.3% | -23.5% |
| | Machine tools | 37,582 | 36,256 | -3.5% | -4.4% |
| | Total | 54,298 | 49,079 | -9.6% | -10.3% |
| Network & Contents | | 34,319 | 37,874 | 10.4% | 10.3% |
| Others | | 9,863 | 12,430 | 26.0% | 25.9% |
| G. total | | 372,814 | 377,263 | 1.2% | 2.5% |

## 2-1. Consolidated results (quarterly results)

(Millions of yen)

| | | FY ended Mar 31, 2012 | | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|---|---|
| | | 1st Quarter (Apr to Jun 2011) | 2nd Quarter (Jul to Sep 2011) | 3rd Quarter (Oct to Dec 2011) | 4th Quarter (Jan to Mar 2012) | Total | 1st Quarter (Apr to Jun 2012) | 2nd Quarter (Jul to Sep 2012) | 3rd Quarter (Oct to Dec 2012) |
| Net sales | | 122,773 | 123,788 | 126,252 | 124,575 | 497,390 | 120,666 | 123,858 | 132,738 |
| Operating income | | 14,204 | 11,810 | 7,608 | 559 | 34,183 | 11,533 | 8,092 | 6,121 |
| Current profits | | 14,604 | 12,061 | 8,436 | -751 | 34,351 | 12,249 | 7,790 | 2,110 |
| Net income | | 6,567 | 6,988 | 5,606 | 363 | 19,525 | 10,300 | 4,539 | -2,618 |
| Exchange rates | Yen-USD | 81.71 | 77.99 | 77.57 | 79.25 | 79.30 | 80.40 | 78.42 | 81.49 |
| | Yen-EUR | 118.11 | 110.76 | 104.67 | 104.91 | 110.17 | 103.35 | 98.30 | 106.20 |
| Operating profit ratio (%) | | 11.6% | 9.5% | 6.0% | 0.4% | 6.9% | 9.6% | 6.5% | 4.6% |

* Operating profit ratio = Operating income / Net sales

* "Exchange rates" are the rates used to convert financial statements of overseas subsidiaries into yen.

## 2-2. Sales by business segment (quarterly results)

(Millions of yen)

| | | FY ended Mar 31, 2012 | | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|---|---|
| | | 1st Quarter (Apr to Jun 2011) | 2nd Quarter (Jul to Sep 2011) | 3rd Quarter (Oct to Dec 2011) | 4th Quarter (Jan to Mar 2012) | Total | 1st Quarter (Apr to Jun 2012) | 2nd Quarter (Jul to Sep 2012) | 3rd Quarter (Oct to Dec 2012) |
| Printing & Solutions | Communications and Printing equipment | 72,869 | 73,795 | 77,060 | 76,400 | 300,125 | 72,031 | 70,009 | 83,997 |
| | Electronic stationery | 8,822 | 9,544 | 9,065 | 9,667 | 37,100 | 8,484 | 8,862 | 9,614 |
| | Total | 81,692 | 83,339 | 86,126 | 86,068 | 337,226 | 80,515 | 78,872 | 93,611 |
| Personal & Home | | 6,759 | 7,737 | 8,679 | 7,529 | 30,705 | 7,348 | 7,578 | 9,952 |
| Machinery & Solution | Industrial sewing machines | 6,450 | 5,455 | 4,810 | 5,034 | 21,750 | 4,181 | 4,142 | 4,499 |
| | Machine tools | 14,387 | 12,514 | 10,680 | 11,089 | 48,672 | 13,790 | 15,781 | 6,683 |
| | Total | 20,837 | 17,970 | 15,491 | 16,123 | 70,422 | 17,971 | 19,924 | 11,183 |
| Network & Contents | | 10,907 | 11,444 | 11,966 | 11,605 | 45,924 | 11,043 | 14,287 | 12,543 |
| Others | | 2,577 | 3,296 | 3,989 | 3,247 | 13,111 | 3,788 | 3,194 | 5,447 |
| G. total | | 122,773 | 123,788 | 126,252 | 124,575 | 497,390 | 120,666 | 123,858 | 132,738 |

## 2-3. Operating income by business segment (quarterly results)

(Millions of yen)

| | FY ended Mar 31, 2012 | | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|---|
| | 1st Quarter (Apr to Jun 2011) | 2nd Quarter (Jul to Sep 2011) | 3rd Quarter (Oct to Dec 2011) | 4th Quarter (Jan to Mar 2012) | Total | 1st Quarter (Apr to Jun 2012) | 2nd Quarter (Jul to Sep 2012) | 3rd Quarter (Oct to Dec 2012) |
| Printing & Solutions | 10,637 | 8,023 | 4,004 | -688 | 21,977 | 8,841 | 3,551 | 3,555 |
| Personal & Home | 353 | 990 | 1,063 | 197 | 2,604 | 461 | 523 | 829 |
| Machinery & Solution | 3,227 | 2,507 | 1,524 | 1,086 | 8,345 | 1,994 | 2,387 | 147 |
| Network & Contents | -344 | 72 | 483 | -231 | -19 | -177 | 1,392 | 846 |
| Others | 330 | 216 | 532 | 195 | 1,274 | 414 | 238 | 741 |
| G. total | 14,204 | 11,810 | 7,608 | 559 | 34,183 | 11,533 | 8,092 | 6,121 |

## 2-4. Sales by geographic segment (quarterly results)

(Millions of yen)

| | FY ended Mar 31, 2012 | | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|---|
| | 1st Quarter (Apr to Jun 2011) | 2nd Quarter (Jul to Sep 2011) | 3rd Quarter (Oct to Dec 2011) | 4th Quarter (Jan to Mar 2012) | Total | 1st Quarter (Apr to Jun 2012) | 2nd Quarter (Jul to Sep 2012) | 3rd Quarter (Oct to Dec 2012) |
| Japan | 36,510 | 37,235 | 37,929 | 36,048 | 147,723 | 37,473 | 40,621 | 36,763 |
| Americas | 33,279 | 35,524 | 36,311 | 36,305 | 141,420 | 35,599 | 36,264 | 43,871 |
| Europe | 33,002 | 31,862 | 34,868 | 34,754 | 134,487 | 29,422 | 27,008 | 34,969 |
| Asia and Others | 19,981 | 19,166 | 17,143 | 17,467 | 73,758 | 18,170 | 19,963 | 17,134 |
| G. total | 122,773 | 123,788 | 126,252 | 124,575 | 497,390 | 120,666 | 123,858 | 132,738 |

## 3-1. Consolidated results (annual)

(Millions of yen)

| | | FY ended Mar 31, 2007 | FY ended Mar 31, 2008 | FY ended Mar 31, 2009 | FY ended Mar 31, 2010 | FY ended Mar 31, 2011 | FY ended Mar 31, 2012 | FY ending Mar 31, 2013 forecast |
|---|---|---|---|---|---|---|---|---|
| Net sales | | 562,272 | 566,378 | 482,204 | 446,269 | 502,830 | 497,390 | 510,000 |
| Operating income | | 51,255 | 53,503 | 19,901 | 26,637 | 36,092 | 34,183 | 28,000 |
| Current profits | | 45,479 | 46,535 | 25,562 | 29,664 | 38,612 | 34,351 | 23,500 |
| Net income | | 28,874 | 27,110 | 15,262 | 19,629 | 26,238 | 19,525 | 18,000 |
| Exchange rates | Yen-USD | 117 | 114 | 100.62 | 93.04 | 85.82 | 79.30 | 81.30 |
| | Yen-EUR | 150 | 162 | 144.43 | 130.62 | 113.56 | 110.17 | 105.93 |
| Overseas sales ratio (%) | | 79.7% | 82.7% | 83.1% | 80.2% | 76.6% | 77.0% | - |
| Operating profit ratio (%) | | 9.1% | 9.4% | 4.1% | 6.0% | 7.2% | 6.9% | 5.5% |
| ROE (%) | | 14.8% | 12.7% | 7.4% | 9.6% | 12.1% | 8.7% | - |
| ROA (%) | | 7.7% | 6.9% | 4.2% | 5.6% | 7.1% | 5.3% | - |
| Net income per share (yen) | | 104.82 | 98.46 | 56.79 | 73.34 | 98.03 | 72.95 | 67.24 |

* Operating profit ratio = Operating income / Net sales
* ROE = Net income / Owners' equity (average of opening balance and ending balance)
  Owners' equity represents Shareholders' equity and Other comprehensive income.
* ROA = Net income / Total assets (average of opening balance and ending balance)
* "Exchange rates" are the rates used to convert financial statements of overseas subsidiaries into yen.

## 3-2. Sales by business segment (FY ending Mar 31, 2013)

(Millions of yen)

| | | FY ended Mar 31, 2012 | FY ending Mar 31, 2013 forecast | Change | Change w/o forex impact |
|---|---|---|---|---|---|
| Printing & Solutions | Communications and Printing equipment | 300,125 | 312,000 | 4.0% | 3.8% |
| | Electronic stationery | 37,100 | 37,500 | 1.1% | 0.6% |
| | Total | 337,226 | 349,500 | 3.6% | 3.4% |
| Personal & Home | | 30,705 | 33,400 | 8.8% | 8.7% |
| Machinery & Solution | Industrial sewing machines | 21,750 | 17,800 | -18.2% | -19.9% |
| | Machine tools | 48,672 | 40,500 | -16.8% | -17.7% |
| | Total | 70,422 | 58,300 | -17.2% | -18.4% |
| Network & Contents | | 45,924 | 49,400 | 7.6% | 7.5% |
| Others | | 13,111 | 19,400 | 48.0% | 47.6% |
| G. total | | 497,390 | 510,000 | 2.5% | 2.2% |

## 3-3. Operating income by business segment (FY ending Mar 31, 2013)

(Millions of yen)

| | FY ended Mar 31, 2012 | FY ending Mar 31, 2013 forecast | Change |
|---|---|---|---|
| Printing & Solutions | 21,977 | 18,100 | -17.6% |
| Personal & Home | 2,604 | 2,400 | -7.9% |
| Machinery & Solution | 8,345 | 3,300 | -60.5% |
| Network & Contents | -19 | 2,100 | - |
| Others | 1,274 | 2,100 | 64.8% |
| G. total | 34,183 | 28,000 | -18.1% |

## 3-4. Sales by geographic segment (FY ending Mar 31, 2013)

(Millions of yen)

| | FY ended Mar 31, 2012 | FY ending Mar 31, 2013 forecast | Change | Change w/o forex impact |
|---|---|---|---|---|
| Japan | 147,723 | 150,200 | 1.7% | 1.7% |
| Americas | 141,420 | 157,600 | 11.4% | 9.6% |
| Europe | 134,487 | 129,500 | -3.7% | -1.4% |
| Asia and Others | 73,758 | 72,700 | -1.4% | -4.3% |
| G. total | 497,390 | 510,000 | 2.5% | 2.2% |

## 4-1. Capital expenditure/Depreciation and amortization (annual)

(Millions of yen)

| | FY ended Mar 31, 2007 | FY ended Mar 31, 2008 | FY ended Mar 31, 2009 | FY ended Mar 31, 2010 | FY ended Mar 31,2011 | FY ended Mar 31,2012 | FY ending Mar 31,2013 forecast |
|---|---|---|---|---|---|---|---|
| Capital expenditure | 28,962 | 31,605 | 27,169 | 17,481 | 19,787 | 27,833 | 33,100 |
| Depreciation and amortization | 18,442 | 22,227 | 23,093 | 21,028 | 24,027 | 23,069 | 24,200 |

## 4-2. Capital expenditure/Depreciation and amortization (quarterly results)

(Millions of yen)

| | FY ended Mar 31, 2012 | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|
| | 1st Quarter (Apr to Jun 2011) | 2nd Quarter (Jul to Sep 2011) | 3rd Quarter (Oct to Dec 2011) | 4th Quarter (Jan to Mar 2012) | 1st Quarter (Apr to Jun 2012) | 2nd Quarter (Jul to Sep 2012) | 3rd Quarter (Oct to Dec 2012) |
| Capital expenditure | 4,744 | 5,966 | 7,048 | 10,074 | 4,545 | 5,944 | 8,597 |
| Depreciation and amortization | 5,195 | 5,431 | 5,846 | 6,595 | 5,179 | 5,666 | 6,240 |

## 5-1. R&D Expenses (annual)

(Millions of yen)

| | FY ended Mar 31, 2007 | FY ended Mar 31, 2008 | FY ended Mar 31, 2009 | FY ended Mar 31, 2010 | FY ended Mar 31,2011 | FY ended Mar 31,2012 | FY ending Mar 31,2013 forecast |
|---|---|---|---|---|---|---|---|
| R&D expenses | 28,453 | 34,116 | 36,859 | 34,778 | 36,252 | 39,232 | 37,500 |
| R&D expenses per sales (%) | 5.1% | 6.0% | 7.6% | 7.8% | 7.2% | 7.9% | 7.4% |

## 5-2. R&D Expenses (quarterly results)

(Millions of yen)

| | FY ended Mar 31, 2012 | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|
| | 1st Quarter (Apr to Jun 2011) | 2nd Quarter (Jul to Sep 2011) | 3rd Quarter (Oct to Dec 2011) | 4th Quarter (Jan to Mar 2012) | 1st Quarter (Apr to Jun 2012) | 2nd Quarter (Jul to Sep 2012) | 3rd Quarter (Oct to Dec 2012) |
| R&D expenses | 8,667 | 9,809 | 9,738 | 11,018 | 8,621 | 9,527 | 8,825 |

## 6. Inventories (quarterly results)

| | FY ended Mar 31, 2012 | | | | FY ending Mar 31, 2013 | | |
|---|---|---|---|---|---|---|---|
| | 1st Quarter as of Jun 30, 2011 | 2nd Quarter as of Sep 30, 2011 | 3rd Quarter as of Dec 31, 2011 | 4th Quarter as of Mar 31, 2012 | 1st Quarter as of Jun 30, 2012 | 2nd Quarter as of Sep 30, 2012 | 3rd Quarter as of Dec 31, 2012 |
| Inventories (Millions of yen) | 72,813 | 77,028 | 77,928 | 76,483 | 78,771 | 85,141 | 89,099 |
| Inventories/cost of sales | 3.2 | 3.4 | 3.2 | 3.1 | 3.5 | 3.6 | 3.4 |

## 7. Interest - bearing debt

| | FY ended Mar 31, 2007 | FY ended Mar 31, 2008 | FY ended Mar 31, 2009 | FY ended Mar 31, 2010 | FY ended Mar 31,2011 | FY ended Mar 31,2012 | FY ending Mar 31, 2013 3rd Quarter |
|---|---|---|---|---|---|---|---|
| Interest - bearing debt (Millions of yen) | 35,257 | 33,599 | 30,401 | 26,943 | 24,386 | 19,966 | 19,759 |
| D E R | 0.2 | 0.2 | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 |

* DER = Interest-bearing debt / Owners' equity
Owners' equity represents Shareholders' equity and Other comprehensive income.

## 8. Owners' equity

(Millions of yen)

| | FY ended Mar 31, 2007 | FY ended Mar 31, 2008 | FY ended Mar 31, 2009 | FY ended Mar 31, 2010 | FY ended Mar 31,2011 | FY ended Mar 31,2012 | FY ending Mar 31, 2013 3rd Quarter |
|---|---|---|---|---|---|---|---|
| Total assets | 399,109 | 392,259 | 337,667 | 365,990 | 372,645 | 370,906 | 380,667 |
| Owners' equity | 210,390 | 216,175 | 196,790 | 212,221 | 220,122 | 231,001 | 245,177 |
| Owners' equity ratio (%) | 52.7% | 55.1% | 58.3% | 58.0% | 59.1% | 62.3% | 64.4% |

* Owners' equity ratio = Owners' equity / Total assets
Owners' equity represents Shareholders' equity and Other comprehensive income.