

## Supplementary Information for the 3rd Quarter of Fiscal Year Ending March 31, 2014

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

(Millions of yen)

	FY ended Mar 31, 2013 (Apr to Dec 2012)	FY ending Mar 31, 2014 (Apr to Dec 2013)	Change (w/o forex impact)
Net sales	377,263	451,841	19.8% (+2.6%)
Operating income	25,748	30,740	19.4%
Current profits	22,150	24,145	9.0%
Net income	12,221	11,784	-3.6%
Exchange rates	Yen-USD 80.43	99.23	-
	Yen-EUR 103.24	132.13	-
Operating profit ratio (%)	6.8%	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, 2013 (Apr to Dec 2012)	FY ending Mar 31, 2014 (Apr to Dec 2013)	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	226,037	283,704	25.5%	4.6%
	Electronic stationery	26,961	34,258	27.1%	4.9%
	Total	252,999	317,962	25.7%	4.6%
Personal & Home		24,879	31,779	27.7%	6.2%
Machinery & Solution	Industrial sewing machines	12,823	19,006	48.2%	19.1%
	Machine tools	36,256	25,637	-29.3%	-35.0%
	Total	49,079	44,643	-9.0%	-20.8%
Network & Contents		37,874	34,178	-9.8%	-10.5%
Industrial Part		-	11,799	-	-
Others		12,430	11,477	-7.7%	-7.7%
G. total		377,263	451,841	19.8%	2.6%

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

(Millions of yen)

	FY ended Mar 31, 2013					FY ending Mar 31, 2014		
	1st Quarter (Apr to Jun 2012)	2nd Quarter (Jul to Sep 2012)	3rd Quarter (Oct to Dec 2012)	4th Quarter (Jan to Mar 2013)	Total	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)
Net sales	120,666	123,858	132,738	138,803	516,066	139,312	149,042	163,486
Operating income	11,533	8,092	6,121	4,027	29,775	9,388	9,975	11,375
Current profits	12,249	7,790	2,110	994	23,144	5,874	9,449	8,821
Net income	10,300	4,539	-2,618	5,604	17,826	1,336	5,098	5,349
Exchange rates	Yen-USD 80.40	78.42	81.49	91.07	83.23	97.94	98.20	101.02
	Yen-EUR 103.35	98.30	106.20	120.20	107.57	127.35	130.17	137.91
Operating profit ratio (%)	9.6%	6.5%	4.6%	2.9%	5.8%	6.7%	6.7%	7.0%

\* 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, 2013					FY ending Mar 31, 2014		
		1st Quarter (Apr to Jun 2012)	2nd Quarter (Jul to Sep 2012)	3rd Quarter (Oct to Dec 2012)	4th Quarter (Jan to Mar 2013)	Total	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)
Printing & Solutions	Communications and Printing equipment	72,031	70,009	83,997	87,462	313,500	86,341	93,809	103,553
	Electronic stationery	8,484	8,862	9,614	10,374	37,335	10,882	11,500	11,875
	Total	80,515	78,872	93,611	97,837	350,836	97,223	105,309	115,429
Personal & Home		7,348	7,578	9,952	8,925	33,804	8,256	10,510	13,012
Machinery & Solution	Industrial sewing machines	4,181	4,142	4,499	6,085	18,909	6,188	6,281	6,536
	Machine tools	13,790	15,781	6,683	6,250	42,506	9,724	7,855	8,057
	Total	17,971	19,924	11,183	12,335	61,415	15,912	14,136	14,594
Network & Contents		11,043	14,287	12,543	12,208	50,083	11,063	11,192	11,922
Industrial Part		-	-	-	-	-	3,762	3,875	4,161
Others		3,788	3,194	5,447	7,496	19,927	3,093	4,017	4,366
G. total		120,666	123,858	132,738	138,803	516,066	139,312	149,042	163,486

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

(Millions of yen)

		FY ended Mar 31, 2013					FY ending Mar 31, 2014		
		1st Quarter (Apr to Jun 2012)	2nd Quarter (Jul to Sep 2012)	3rd Quarter (Oct to Dec 2012)	4th Quarter (Jan to Mar 2013)	Total	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)
Printing & Solutions		8,841	3,551	3,555	2,877	18,826	7,504	7,218	8,423
Personal & Home		461	523	829	673	2,488	640	972	1,278
Machinery & Solution		1,994	2,387	147	-523	4,006	831	1,218	1,038
Network & Contents		-177	1,392	846	252	2,314	-175	-117	-255
Industrial Part		-	-	-	-	-	313	203	314
Others		414	238	741	747	2,141	273	480	576
G. total		11,533	8,092	6,121	4,027	29,775	9,388	9,975	11,375

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

(Millions of yen)

		FY ended Mar 31, 2013					FY ending Mar 31, 2014		
		1st Quarter (Apr to Jun 2012)	2nd Quarter (Jul to Sep 2012)	3rd Quarter (Oct to Dec 2012)	4th Quarter (Jan to Mar 2013)	Total	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)
Japan		37,473	40,621	36,763	36,754	151,613	37,422	38,483	40,002
Americas		35,599	36,264	43,871	43,784	159,519	46,191	51,377	53,645
Europe		29,422	27,008	34,969	38,879	130,279	33,542	36,249	45,908
Asia and Others		18,170	19,963	17,134	19,385	74,655	22,155	22,931	23,930
G. total		120,666	123,858	132,738	138,803	516,066	139,312	149,042	163,486

### 3-1. Consolidated results (annual)

(Millions of yen)

	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 ended Mar 31, 2013	FY ending Mar 31, 2014 forecast
Net sales	566,378	482,204	446,269	502,830	497,390	516,066	615,000
Operating income	53,503	19,901	26,637	36,092	34,183	29,775	38,000
Current profits	46,535	25,562	29,664	38,612	34,351	23,144	30,500
Net income	27,110	15,262	19,629	26,238	19,525	17,826	15,500
Exchange rates	Yen-USD	114	101	93.04	85.82	79.30	99.74
	Yen-EUR	162	144	130.62	113.56	110.17	133.45
Overseas sales ratio (%)	82.7%	83.1%	80.2%	76.6%	77.0%	77.0%	-
Operating profit ratio (%)	9.4%	4.1%	6.0%	7.2%	6.9%	5.8%	6.2%
ROE (%)	12.7%	7.4%	9.6%	12.1%	8.7%	7.2%	-
ROA (%)	6.9%	4.2%	5.6%	7.1%	5.3%	4.5%	-
Net income per share (yen)	98.46	56.79	73.34	98.03	72.95	66.65	58.40

\* 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, 2014)

(Millions of yen)

	FY ended Mar 31, 2013	FY ending Mar 31, 2014 forecast	Change	Change w/o forex impact	
Printing & Solutions	Communications and Printing equipment	313,500	384,900	22.8%	4.9%
	Electronic stationery	37,335	46,500	24.5%	5.4%
	Total	350,836	431,400	23.0%	5.0%
Personal & Home	33,804	42,500	25.7%	7.4%	
Machinery & Solution	Industrial sewing machines	18,909	26,200	38.6%	14.9%
	Machine tools	42,506	35,100	-17.4%	-23.9%
	Total	61,415	61,300	-0.2%	-11.9%
Network & Contents	50,083	48,900	-2.4%	-3.0%	
Industrial Part	-	16,000	-	-	
Others	19,927	14,900	-25.2%	-26.9%	
G. total	516,066	615,000	19.2%	4.2%	

### 3-3. Operating income by business segment (FY ending Mar 31, 2014)

(Millions of yen)

	FY ended Mar 31, 2013	FY ending Mar 31, 2014 forecast	Change
Printing & Solutions	18,826	27,300	45.0%
Personal & Home	2,488	3,700	48.7%
Machinery & Solution	4,006	3,700	-7.6%
Network & Contents	2,314	700	-69.8%
Industrial Part	-	1,100	-
Others	2,141	1,500	-29.9%
G. total	29,775	38,000	27.6%

### 3-4. Sales by geographic segment (FY ending Mar 31, 2014)

(Millions of yen)

	FY ended Mar 31, 2013	FY ending Mar 31, 2014 forecast	Change	Change w/o forex impact
Japan	151,613	160,200	5.7%	5.7%
Americas	159,519	202,000	26.6%	6.6%
Europe	130,279	160,600	23.3%	-0.2%
Asia and Others	74,655	92,200	23.5%	3.9%
G. total	516,066	615,000	19.2%	4.2%

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

(Millions of yen)

	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 ended Mar 31, 2013	FY ending Mar 31, 2014 forecast
Capital expenditure	31,605	27,169	17,481	19,787	27,833	30,237	36,400
Depreciation and amortization	22,227	23,093	21,028	24,027	23,069	24,476	27,800

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

(Millions of yen)

	FY ended Mar 31, 2013				FY ending Mar 31, 2014		
	1st Quarter (Apr to Jun 2012)	2nd Quarter (Jul to Sep 2012)	3rd Quarter (Oct to Dec 2012)	4th Quarter (Jan to Mar 2013)	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)
Capital expenditure	4,545	5,944	8,597	11,151	6,406	9,807	7,661
Depreciation and amortization	5,179	5,666	6,240	7,391	5,960	6,575	7,222

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

(Millions of yen)

	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 ended Mar 31, 2013	FY ending Mar 31, 2014 forecast
R&D expenses	34,116	36,859	34,778	36,252	39,232	37,514	40,700
R&D expenses per sales (%)	6.0%	7.6%	7.8%	7.2%	7.9%	7.3%	6.6%

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

(Millions of yen)

	FY ended Mar 31, 2013				FY ending Mar 31, 2014		
	1st Quarter (Apr to Jun 2012)	2nd Quarter (Jul to Sep 2012)	3rd Quarter (Oct to Dec 2012)	4th Quarter (Jan to Mar 2013)	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)
R&D expenses	8,621	9,527	8,825	10,540	8,871	10,112	9,799

#### 6. Inventories

	FY ended Mar 31, 2013				FY ending Mar 31, 2014		
	1st Quarter as of Jun 30, 2012	2nd Quarter as of Sep 30, 2012	3rd Quarter as of Dec 31, 2012	4th Quarter as of Mar 31, 2013	1st Quarter as of Jun 30, 2013	2nd Quarter as of Sep 30, 2013	3rd Quarter as of Dec 31, 2013
Inventories (Millions of yen)	78,771	85,141	89,099	87,679	91,186	97,678	106,312
Inventories/cost of sales	3.5	3.6	3.4	3.2	3.4	3.5	3.5

#### 7. Interest - bearing debt

	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 ended Mar 31, 2013	FY ending Mar 31, 2014 3rd Quarter as of Dec 31, 2013
Interest - bearing debt (Millions of yen)	33,599	30,401	26,943	24,386	19,966	19,224	23,656
D E R	0.2	0.2	0.1	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, 2008	FY ended Mar 31, 2009	FY ended Mar 31, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ending Mar 31, 2014 3rd Quarter as of Dec 31, 2013
Total assets	392,259	337,667	365,990	372,645	370,906	421,494	483,612
Owners' equity	216,175	196,790	212,221	220,122	231,001	262,837	296,215
Owners' equity ratio (%)	55.1%	58.3%	58.0%	59.1%	62.3%	62.4%	61.3%

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