

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%
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	81.30
	Yen-EUR	150	162	144.43	130.62	113.56	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.