

Supplementary Information for the 1st Half and the 2nd Quarter of Fiscal Year Ending March 31, 2014

1-1. Consolidated results (1st half results)

(Millions of yen)

	FY ended Mar 31, 2013 (Apr to Sep 2012)	FY ending Mar 31, 2014 (Apr to Sep 2013)	Change (w/o forex impact)
Net sales	244,525	288,355	17.9% (+1.3%)
Operating income	19,626	19,364	-1.3%
Current profits	20,040	15,323	-23.5%
Net income	14,840	6,435	-56.6%
Exchange rates	Yen-USD 79.43	97.99	-
	Yen-EUR 101.12	128.79	-
Operating profit ratio (%)	8.0%	6.7%	-

* 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 (1st half results)

(Millions of yen)

		FY ended Mar 31, 2013 (Apr to Sep 2012)	FY ending Mar 31, 2014 (Apr to Sep 2013)	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	142,040	180,151	26.8%	5.9%
	Electronic stationery	17,347	22,382	29.0%	6.9%
	Total	159,387	202,533	27.1%	6.0%
Personal & Home		14,926	18,767	25.7%	5.0%
Machinery & Solution	Industrial sewing machines	8,324	12,469	49.8%	20.5%
	Machine tools	29,572	17,579	-40.6%	-44.8%
	Total	37,896	30,049	-20.7%	-30.5%
Network & Contents		25,330	22,256	-12.1%	-12.8%
Industrial Part		-	7,638	-	-
Others		6,983	7,110	1.8%	1.8%
G. total		244,525	288,355	17.9%	1.3%

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)
Net sales	120,666	123,858	132,738	138,803	516,066	139,312	149,042
Operating income	11,533	8,092	6,121	4,027	29,775	9,388	9,975
Current profits	12,249	7,790	2,110	994	23,144	5,874	9,449
Net income	10,300	4,539	-2,618	5,604	17,826	1,336	5,098
Exchange rates	Yen-USD 80.40	78.42	81.49	91.07	83.23	97.94	98.20
	Yen-EUR 103.35	98.30	106.20	120.20	107.57	127.35	130.17
Operating profit ratio (%)	9.6%	6.5%	4.6%	2.9%	5.8%	6.7%	6.7%

* 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)
Printing & Solutions	Communications and Printing equipment	72,031	70,009	83,997	87,462	313,500	86,341	93,809
	Electronic stationery	8,484	8,862	9,614	10,374	37,335	10,882	11,500
	Total	80,515	78,872	93,611	97,837	350,836	97,223	105,309
Personal & Home		7,348	7,578	9,952	8,925	33,804	8,256	10,510
Machinery & Solution	Industrial sewing machines	4,181	4,142	4,499	6,085	18,909	6,188	6,281
	Machine tools	13,790	15,781	6,683	6,250	42,506	9,724	7,855
	Total	17,971	19,924	11,183	12,335	61,415	15,912	14,136
Network & Contents		11,043	14,287	12,543	12,208	50,083	11,063	11,192
Industrial Part		-	-	-	-	-	3,762	3,875
Others		3,788	3,194	5,447	7,496	19,927	3,093	4,017
G. total		120,666	123,858	132,738	138,803	516,066	139,312	149,042

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)
Printing & Solutions		8,841	3,551	3,555	2,877	18,826	7,504	7,218
Personal & Home		461	523	829	673	2,488	640	972
Machinery & Solution		1,994	2,387	147	-523	4,006	831	1,218
Network & Contents		-177	1,392	846	252	2,314	-175	-117
Industrial Part		-	-	-	-	-	313	203
Others		414	238	741	747	2,141	273	480
G. total		11,533	8,092	6,121	4,027	29,775	9,388	9,975

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)
Japan		37,473	40,621	36,763	36,754	151,613	37,422	38,483
Americas		35,599	36,264	43,871	43,784	159,519	46,191	51,377
Europe		29,422	27,008	34,969	38,879	130,279	33,542	36,249
Asia and Others		18,170	19,963	17,134	19,385	74,655	22,155	22,931
G. total		120,666	123,858	132,738	138,803	516,066	139,312	149,042

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	600,000
Operating income	53,503	19,901	26,637	36,092	34,183	29,775	35,000
Current profits	46,535	25,562	29,664	38,612	34,351	23,144	29,500
Net income	27,110	15,262	19,629	26,238	19,525	17,826	16,500
Exchange rates	Yen-USD	114	101	93.04	85.82	79.30	96.77
	Yen-EUR	162	144	130.62	113.56	110.17	127.45
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%	5.8%
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	61.89

* 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	376,000	19.9%	4.4%
	Electronic stationery	37,335	45,400	21.6%	6.2%
	Total	350,836	421,400	20.1%	4.6%
Personal & Home	33,804	41,700	23.4%	8.6%	
Machinery & Solution	Industrial sewing machines	18,909	26,000	37.5%	17.9%
	Machine tools	42,506	29,800	-29.9%	-35.1%
	Total	61,415	55,800	-9.1%	-18.8%
Network & Contents	50,083	50,500	0.8%	0.2%	
Industrial Part	0	16,000	-	-	
Others	19,927	14,600	-26.7%	-28.3%	
G. total	516,066	600,000	16.3%	3.5%	

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	25,300	34.4%
Personal & Home	2,488	3,400	36.6%
Machinery & Solution	4,006	2,400	-40.1%
Network & Contents	2,314	1,400	-39.5%
Industrial Part	0	1,100	-
Others	2,141	1,400	-34.6%
G. total	29,775	35,000	17.5%

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	157,000	3.6%	3.5%
Americas	159,519	200,300	25.6%	6.2%
Europe	130,279	152,400	17.0%	-0.6%
Asia and Others	74,655	90,300	21.0%	4.6%
G. total	516,066	600,000	16.3%	3.5%

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	41,600
Depreciation and amortization	22,227	23,093	21,028	24,027	23,069	24,476	28,200

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)
Capital expenditure	4,545	5,944	8,597	11,151	6,406	9,807
Depreciation and amortization	5,179	5,666	6,240	7,391	5,960	6,575

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	40,400
R&D expenses per sales (%)	6.0%	7.6%	7.8%	7.2%	7.9%	7.3%	6.7%

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)
R&D expenses	8,621	9,527	8,825	10,540	8,871	10,112

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
Inventories (Millions of yen)	78,771	85,141	89,099	87,679	91,186	97,678
Inventories/cost of sales	3.5	3.6	3.4	3.2	3.4	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 2nd Quarter as of Sep 30, 2013
Interest - bearing debt (Millions of yen)	33,599	30,401	26,943	24,386	19,966	19,224	19,305
DER	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. Cash flows

(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 1st half
Net cash provided by operating activities	58,215	20,519	50,348	49,488	39,327	32,734	25,795
Net cash used in investing activities	-29,317	-26,217	-18,061	-20,043	-30,758	-41,771	-18,367
Net cash used in financing activities	-6,972	-19,522	-32,172	-10,950	-14,117	-6,413	-4,359
Cash and cash equivalents at end of period	83,218	46,127	49,031	65,100	58,731	55,059	65,714

9. 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 2nd Quarter as of Sep 30, 2013
Total assets	392,259	337,667	365,990	372,645	370,906	421,494	448,725
Owners' equity	216,175	196,790	212,221	220,122	231,001	262,837	277,852
Owners' equity ratio (%)	55.1%	58.3%	58.0%	59.1%	62.3%	62.4%	61.9%

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