

Supplementary Information for Fiscal Year Ended March 31, 2015

1-1. Consolidated results (annual results)

(Millions of yen)

	FY ended Mar 31, 2014 results	FY ended Mar 31, 2015 results	Change (w/o forex impact)
Net sales	616,834	707,237	14.7%
Operating income	43,301	57,541	32.9%
Current profits	35,613	51,557	44.8%
Net income	19,220	53,969	180.8%
Exchange rates	Yen-USD 100.00	110.03	-
	Yen-EUR 134.01	138.68	-
Operating profit ratio (%)	7.0%	8.1%	-

* 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 (annual results)

(Millions of yen)

		FY ended Mar 31, 2014 results	FY ended Mar 31, 2015 results	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	384,137	421,797	9.8%	4.2%
	Electronic stationery	46,688	52,459	12.4%	5.7%
	Total	430,826	474,257	10.1%	4.3%
Personal & Home		43,275	51,445	18.9%	11.9%
Machinery & Solution	Industrial sewing machines	26,781	27,302	1.9%	-5.7%
	Machine tools	36,316	73,314	101.9%	96.9%
	Total	63,097	100,617	59.5%	53.4%
Network & Contents		47,582	48,950	2.9%	2.7%
Industrial Part		16,098	17,443	8.4%	7.1%
Others		15,954	14,524	-9.0%	-9.0%
G. total		616,834	707,237	14.7%	9.5%

2-1. Consolidated results (quarterly results)

(Millions of yen)

	FY ended Mar 31, 2014					FY ended Mar 31, 2015				
	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)	4th Quarter (Jan to Mar 2014)	Total	1st Quarter (Apr to Jun 2014)	2nd Quarter (Jul to Sep 2014)	3rd Quarter (Oct to Dec 2014)	4th Quarter (Jan to Mar 2015)	Total
Net sales	139,312	149,042	163,486	164,993	616,834	160,436	164,236	196,750	185,814	707,237
Operating income	9,388	9,975	11,375	12,560	43,301	16,490	13,471	15,845	11,734	57,541
Current profits	5,874	9,449	8,821	11,468	35,613	14,817	12,820	14,760	9,160	51,557
Net income	1,336	5,098	5,349	7,436	19,220	29,388	7,733	10,931	5,915	53,969
Exchange rates	Yen-USD 97.94	98.20	101.02	103.28	100.00	102.14	104.35	114.39	119.56	110.03
	Yen-EUR 127.35	130.17	137.91	141.47	134.01	140.01	137.94	142.60	136.10	138.68
Operating profit ratio (%)	6.7%	6.7%	7.0%	7.6%	7.0%	10.3%	8.2%	8.1%	6.3%	8.1%

* 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, 2014					FY ended Mar 31, 2015				
		1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)	4th Quarter (Jan to Mar 2014)	Total	1st Quarter (Apr to Jun 2014)	2nd Quarter (Jul to Sep 2014)	3rd Quarter (Oct to Dec 2014)	4th Quarter (Jan to Mar 2015)	Total
Printing & Solutions	Communications and Printing equipment	86,341	93,809	103,553	100,433	384,137	95,855	97,327	118,680	109,934	421,797
	Electronic stationery	10,882	11,500	11,875	12,430	46,688	11,943	12,697	13,912	13,906	52,459
	Total	97,223	105,309	115,429	112,863	430,826	107,798	110,025	132,592	123,840	474,257
Personal & Home		8,256	10,510	13,012	11,495	43,275	9,366	12,481	16,646	12,951	51,445
Machinery & Solution	Industrial sewing machines	6,188	6,281	6,536	7,774	26,781	6,667	6,332	7,018	7,283	27,302
	Machine tools	9,724	7,855	8,057	10,679	36,316	18,310	15,576	19,452	19,975	73,314
	Total	15,912	14,136	14,594	18,453	63,097	24,978	21,909	26,471	27,258	100,617
Network & Contents		11,063	11,192	11,922	13,403	47,582	10,687	11,839	12,601	13,821	48,950
Industrial Part		3,762	3,875	4,161	4,299	16,098	4,198	4,414	4,289	4,540	17,443
Others		3,093	4,017	4,366	4,477	15,954	3,406	3,567	4,149	3,402	14,524
G. total		139,312	149,042	163,486	164,993	616,834	160,436	164,236	196,750	185,814	707,237

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

(Millions of yen)

		FY ended Mar 31, 2014					FY ended Mar 31, 2015				
		1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)	4th Quarter (Jan to Mar 2014)	Total	1st Quarter (Apr to Jun 2014)	2nd Quarter (Jul to Sep 2014)	3rd Quarter (Oct to Dec 2014)	4th Quarter (Jan to Mar 2015)	Total
Printing & Solutions		7,504	7,218	8,423	7,811	30,957	11,778	9,290	9,252	5,401	35,722
Personal & Home		640	972	1,278	1,324	4,215	712	1,273	2,202	740	4,929
Machinery & Solution		831	1,218	1,038	1,902	4,990	4,175	3,348	4,233	4,461	16,219
Network & Contents		-175	-117	-255	1,000	451	-975	-666	-232	1,017	-856
Industrial Part		313	203	314	274	1,106	184	15	-4	91	286
Others		273	480	576	247	1,578	614	210	392	21	1,239
G. total		9,388	9,975	11,375	12,560	43,301	16,490	13,471	15,845	11,734	57,541

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

(Millions of yen)

		FY ended Mar 31, 2014					FY ended Mar 31, 2015				
		1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)	4th Quarter (Jan to Mar 2014)	Total	1st Quarter (Apr to Jun 2014)	2nd Quarter (Jul to Sep 2014)	3rd Quarter (Oct to Dec 2014)	4th Quarter (Jan to Mar 2015)	Total
Japan		35,278	36,168	38,161	42,515	152,124	39,990	41,352	48,264	48,755	179,019
Americas		46,191	51,377	53,645	50,237	201,452	49,682	54,631	65,903	60,319	230,536
Europe		33,542	36,249	45,908	46,140	161,841	39,661	39,161	48,444	45,648	172,914
Asia and Others		24,299	25,246	25,769	26,101	101,416	31,102	29,091	34,137	31,092	124,766
G. total		139,312	149,042	163,486	164,993	616,834	160,436	164,236	196,749	185,814	707,237

*In accordance with a change in scope of consolidation this year, some figures, which were presented in "Japan" in the prior year, are reclassified into "Asia and Others".

3-1. Consolidated results (annual)

(Millions of yen)

	FY ended Mar 31, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ended Mar 31, 2014	FY ended Mar 31, 2015	FY ending Mar 31, 2016 forecast
Net sales	446,269	502,830	497,390	516,066	616,834	707,237	760,000
Operating income	26,637	36,092	34,183	29,775	43,301	57,541	58,000
Current profits	29,664	38,612	34,351	23,144	35,613	51,557	56,000
Net income	19,629	26,238	19,525	17,826	19,220	53,969	35,500
Exchange rates	Yen-USD	93	86	79.30	83.23	100.00	110.03
	Yen-EUR	131	114	110.17	107.57	134.01	138.68
Overseas sales ratio (%)	80.2%	76.6%	77.0%	77.0%	79.5%	81.9%	-
Operating profit ratio (%)	6.0%	7.2%	6.9%	5.8%	7.0%	8.1%	7.6%
ROE (%)	9.6%	12.1%	8.7%	7.2%	6.9%	16.8%	-
ROA (%)	5.6%	7.1%	5.3%	4.5%	4.3%	10.4%	-
Net income per share (yen)	73.34	98.03	72.95	66.65	72.20	206.68	136.73

* 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, 2016)

(Millions of yen)

	FY ended Mar 31, 2015	FY ending Mar 31, 2016 forecast	Change	Change w/o forex impact	
Printing & Solutions	Communications and Printing equipment	421,797	450,600	6.8%	7.8%
	Electronic stationery	52,459	58,400	11.3%	11.4%
	Total	474,257	509,000	7.3%	8.2%
Personal & Home	51,445	53,000	3.0%	2.9%	
Machinery & Solution	Industrial sewing machines	27,302	34,400	26.0%	22.9%
	Machine tools	73,314	73,400	0.1%	-2.9%
	Total	100,617	107,800	7.1%	4.1%
Network & Contents	48,950	55,600	13.6%	13.4%	
Industrial Part	17,443	20,100	15.2%	14.2%	
Others	14,524	14,500	-0.2%	-0.2%	
G. total	707,237	760,000	7.5%	7.6%	

3-3. Operating income by business segment (FY ending Mar 31, 2016)

(Millions of yen)

	FY ended Mar 31, 2015	FY ending Mar 31, 2016 forecast	Change
Printing & Solutions	35,722	33,700	-5.7%
Personal & Home	4,929	5,100	3.5%
Machinery & Solution	16,219	15,000	-7.5%
Network & Contents	-856	1,700	-
Industrial Part	286	1,500	423.1%
Others	1,239	1,000	-19.3%
G. total	43,301	58,000	0.8%

3-4. Sales by geographic segment (FY ending Mar 31, 2015)

(Millions of yen)

	FY ended Mar 31, 2015	FY ending Mar 31, 2016 forecast	Change	Change w/o forex impact
Japan	179,019	184,300	2.9%	2.9%
Americas	230,536	258,700	12.2%	8.8%
Europe	172,914	161,600	-6.5%	2.4%
Asia and Others	124,766	155,400	24.6%	19.1%
G. total	707,237	760,000	7.5%	7.6%

*In accordance with a change in scope of consolidation this year, some figures, which were presented in "Japan" in the prior year, are reclassified into "Asia and Others".

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

(Millions of yen)

	FY ended Mar 31, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ended Mar 31, 2014	FY ended Mar 31, 2015	FY ending Mar 31, 2016 forecast
Capital expenditure	17,481	19,787	27,833	30,237	34,858	34,064	39,800
Depreciation and amortization	21,028	24,027	23,069	24,476	27,613	28,205	31,900

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

(Millions of yen)

	FY ended Mar 31, 2014				FY ended Mar 31, 2015			
	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)	4th Quarter (Jan to Mar 2014)	1st Quarter (Apr to Jun 2014)	2nd Quarter (Jul to Sep 2014)	3rd Quarter (Oct to Dec 2014)	4th Quarter (Jan to Mar 2015)
Capital expenditure	6,406	9,807	7,661	10,983	5,247	8,445	8,518	11,852
Depreciation and amortization	5,960	6,575	7,222	7,855	6,118	6,575	7,455	8,055

5-1. R&D Expenses (annual)

(Millions of yen)

	FY ended Mar 31, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ended Mar 31, 2014	FY ended Mar 31, 2015	FY ending Mar 31, 2016 forecast
R&D expenses	34,778	36,252	39,232	37,514	40,137	42,523	44,100
R&D expenses per sales (%)	7.8%	7.2%	7.9%	7.3%	6.5%	6.0%	5.8%

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

(Millions of yen)

	FY ended Mar 31, 2014				FY ended Mar 31, 2015			
	1st Quarter (Apr to Jun 2013)	2nd Quarter (Jul to Sep 2013)	3rd Quarter (Oct to Dec 2013)	4th Quarter (Jan to Mar 2014)	1st Quarter (Apr to Jun 2014)	2nd Quarter (Jul to Sep 2014)	3rd Quarter (Oct to Dec 2014)	4th Quarter (Jan to Mar 2015)
R&D expenses	8,871	10,112	9,799	11,353	9,510	10,649	10,173	12,190

6. Inventories

	FY ended Mar 31, 2014				FY ended Mar 31, 2015			
	1st Quarter as of Jun 30, 2013	2nd Quarter as of Sep 30, 2013	3rd Quarter as of Dec 31, 2013	4th Quarter as of Mar 31, 2014	1st Quarter as of Jun 30, 2014	2nd Quarter as of Sep 30, 2014	3rd Quarter as of Dec 31, 2014	4th Quarter as of Mar 31, 2015
Inventories (Millions of yen)	91,186	97,678	106,312	103,406	107,103	125,145	129,229	122,425
Inventories/cost of sales	3.4	3.5	3.5	3.4	3.6	4.2	3.5	3.7

7. Interest - bearing debt

	FY ended Mar 31, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ended Mar 31, 2014	FY ended Mar 31, 2015
Interest - bearing debt (Millions of yen)	26,943	24,386	19,966	19,224	14,366	15,481
DER	0.1	0.1	0.1	0.1	0.05	0.04

* 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, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ended Mar 31, 2014	FY ended Mar 31, 2015
Net cash provided by operating activities	50,348	49,488	39,327	32,734	55,019	58,021
Net cash used in investing activities	-18,061	-20,043	-30,758	-41,771	-39,099	-15,326
Net cash used in financing activities	-32,172	-10,950	-14,117	-6,413	-13,433	-18,451
Cash and cash equivalents at end of period	49,031	65,100	58,731	55,059	68,934	104,732

9. Owners' equity

(Millions of yen)

	FY ended Mar 31, 2010	FY ended Mar 31, 2011	FY ended Mar 31, 2012	FY ended Mar 31, 2013	FY ended Mar 31, 2014	FY ended Mar 31, 2015
Total assets	365,990	372,645	370,906	421,494	469,973	567,230
Owners' equity	212,221	220,122	231,001	262,837	291,164	350,162
Owners' equity ratio (%)	58.0%	59.1%	62.3%	62.4%	62.0%	61.7%

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