

Supplementary Information for 1st Quarter of Fiscal Year Ending March 31, 2013

1-1. Consolidated results (1st Quarter results) (Millions of yen)

	FY ended Mar 31, 2012 (Apr to Jun 2011)	FY ending Mar 31, 2013 (Apr to Jun 2012)	Change (w/o forex impact)
Net sales	122,773	120,666	-1.7% (2.7%)
Operating income	14,204	11,533	-18.8%
Current profits	14,604	12,249	-16.1%
Net income	6,567	10,300	56.8%
Exchange rates			
Yen-USD	81.71	80.40	-
Yen-EUR	118.11	103.35	-
Operating profit ratio (%)	11.6%	9.6%	-

* 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 Quarter results) (Millions of yen)

		FY ended Mar 31, 2012 (Apr to Jun 2011)	FY ending Mar 31, 2013 (Apr to Jun 2012)	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	72,869	72,031	-1.2%	4.9%
	Electronic stationery	8,822	8,484	-3.8%	1.5%
	Total	81,692	80,515	-1.4%	4.6%
Personal & Home		6,759	7,348	8.7%	15.4%
Machinery & Solution	Industrial sewing machines	6,450	4,181	-35.2%	-33.4%
	Machine tools	14,387	13,790	-4.1%	-4.5%
	Total	20,837	17,971	-13.8%	-13.4%
Network & Contents		10,907	11,043	1.2%	1.2%
Others		2,577	3,788	47.0%	47.2%
G. total		122,773	120,666	-1.7%	2.7%

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)
Net sales		122,773	123,788	126,252	124,575	497,390	120,666
Operating income		14,204	11,810	7,608	559	34,183	11,533
Current profits		14,604	12,061	8,436	-751	34,351	12,249
Net income		6,567	6,988	5,606	363	19,525	10,300
Exchange rates							
Yen-USD	81.71	77.99	77.57	79.25	79.25	79.30	80.40
Yen-EUR	118.11	110.76	104.67	104.91	110.17	103.35	103.35
Operating profit ratio (%)		11.6%	9.5%	6.0%	0.4%	6.9%	9.6%

* 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)
Printing & Solutions	Communications and Printing equipment	72,869	73,795	77,060	76,400	300,125	72,031
	Electronic stationery	8,822	9,544	9,065	9,667	37,100	8,484
	Total	81,692	83,339	86,126	86,068	337,226	80,515
Personal & Home		6,759	7,737	8,679	7,529	30,705	7,348
Machinery & Solution	Industrial sewing machines	6,450	5,455	4,810	5,034	21,750	4,181
	Machine tools	14,387	12,514	10,680	11,089	48,672	13,790
	Total	20,837	17,970	15,491	16,123	70,422	17,971
Network & Contents		10,907	11,444	11,966	11,605	45,924	11,043
Others		2,577	3,296	3,989	3,247	13,111	3,788
G. total		122,773	123,788	126,252	124,575	497,390	120,666

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)
Printing & Solutions		10,637	8,023	4,004	-688	21,977	8,841
Personal & Home		353	990	1,063	197	2,604	461
Machinery & Solution		3,227	2,507	1,524	1,086	8,345	1,994
Network & Contents		-344	72	483	-231	-19	-177
Others		330	216	532	195	1,274	414
G. total		14,204	11,810	7,608	559	34,183	11,533

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)
Japan		36,510	37,235	37,929	36,048	147,723	37,473
Americas		33,279	35,524	36,311	36,305	141,420	35,599
Europe		33,002	31,862	34,868	34,754	134,487	29,422
Asia and Others		19,981	19,166	17,143	17,467	73,758	18,170
G. total		122,773	123,788	126,252	124,575	497,390	120,666

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	530,000
Operating income	51,255	53,503	19,901	26,637	36,092	34,183	34,000
Current profits	45,479	46,535	25,562	29,664	38,612	34,351	35,000
Net income	28,874	27,110	15,262	19,629	26,238	19,525	23,000
Exchange rates							
Yen-USD	117	114	100.62	93.04	85.82	79.30	80.07
Yen-EUR	150	162	144.43	130.62	113.56	110.17	104.01
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%	6.4%
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	85.93

* 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	317,900	5.9%	7.4%
Electronic stationery	37,100	38,400	3.5%	4.4%
Total	337,226	356,300	5.7%	7.1%
Personal & Home	30,705	32,600	6.2%	7.5%
Machinery & Solution				
Industrial sewing machines	21,750	24,300	11.7%	10.0%
Machine tools	48,672	50,900	4.6%	2.7%
Total	70,422	75,200	6.8%	5.0%
Network & Contents	45,924	51,100	11.3%	11.1%
Others	13,111	14,800	12.9%	12.7%
G. total	497,390	530,000	6.6%	7.3%

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	19,800	-9.9%
Personal & Home	2,604	2,600	-0.2%
Machinery & Solution	8,345	8,500	1.8%
Network & Contents	-19	1,600	-
Others	1,274	1,500	17.7%
G. total	34,183	34,000	-0.5%

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	159,300	7.8%	7.8%
Americas	141,420	150,200	6.2%	6.3%
Europe	134,487	135,400	0.7%	5.0%
Asia and Others	73,758	85,100	15.4%	12.5%
G. total	497,390	530,000	6.6%	7.3%

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	35,900
Depreciation and amortization	18,442	22,227	23,093	21,028	24,027	23,069	25,400

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)
Capital expenditure	4,744	5,966	7,048	10,074	4,545
Depreciation and amortization	5,195	5,431	5,846	6,595	5,179

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	38,500
R&D expenses per sales (%)	5.1%	6.0%	7.6%	7.8%	7.2%	7.9%	7.3%

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)
R&D expenses	8,667	9,809	9,738	11,018	8,626

6. Inventories

	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
Inventories (Millions of yen)	72,813	77,028	77,928	76,483	78,771
Inventories/cost of sales	3.2	3.4	3.2	3.1	3.5

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 1st Quarter as of Jun 30, 2012
Interest - bearing debt (Millions of yen)	35,257	33,599	30,401	26,943	24,386	19,966	19,922
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 1st Quarter as of Jun 30, 2012
	Total assets	399,109	392,259	337,667	365,990	372,645	370,906
Owners' equity	210,390	216,175	196,790	212,221	220,122	231,001	228,633
Owners' equity ratio (%)	52.7%	55.1%	58.3%	58.0%	59.1%	62.3%	64.0%

* Owners' equity ratio = Owners' equity / Total assets

Owners' equity represents Shareholders' equity and Other comprehensive income.