

Supplementary Information for Fiscal Year Ended March 31, 2014

1-1. Consolidated results (annual results)

(Millions of yen)

	FY ended Mar 31, 2013 results	FY ended Mar 31, 2014 results	Change (w/o forex impact)
Net sales	516,066	616,834	19.5% (+4.3%)
Operating income	29,775	43,301	45.4%
Current profits	23,144	35,613	53.9%
Net income	17,826	19,220	7.8%
Exchange rates	Yen-USD 83.23	100.00	-
	Yen-EUR 107.57	134.01	-
Operating profit ratio (%)	5.8%	7.0%	-

* 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, 2013 results	FY ended Mar 31, 2014 results	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	313,500	384,137	22.5%	4.3%
	Electronic stationery	37,335	46,688	25.0%	5.5%
	Total	350,836	430,826	22.8%	4.4%
Personal & Home		33,804	43,275	28.0%	9.1%
Machinery & Solution	Industrial sewing machines	18,909	26,781	41.6%	16.8%
	Machine tools	42,506	36,316	-14.6%	-20.5%
	Total	61,415	63,097	2.7%	-9.0%
Network & Contents		50,083	47,582	-5.0%	-5.6%
Industrial Part		3,680	16,098	337.4%	328.0%
Others		16,247	15,954	-1.8%	-1.8%
G. total		516,066	616,834	19.5%	4.3%

2-1. Consolidated results (quarterly results)

(Millions of yen)

	FY ended Mar 31, 2013					FY ended 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)	4th Quarter (Jan to Mar 2014)	Total
Net sales	120,666	123,858	132,738	138,803	516,066	139,312	149,042	163,486	164,993	616,834
Operating income	11,533	8,092	6,121	4,027	29,775	9,388	9,975	11,375	12,560	43,301
Current profits	12,249	7,790	2,110	994	23,144	5,874	9,449	8,821	11,468	35,613
Net income	10,300	4,539	-2,618	5,604	17,826	1,336	5,098	5,349	7,436	19,220
Exchange rates	Yen-USD 80.40	78.42	81.49	91.07	83.23	97.94	98.20	101.02	103.28	100.00
	Yen-EUR 103.35	98.30	106.20	120.20	107.57	127.35	130.17	137.91	141.47	134.01
Operating profit ratio (%)	9.6%	6.5%	4.6%	2.9%	5.8%	6.7%	6.7%	7.0%	7.6%	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 ended 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)	4th Quarter (Jan to Mar 2014)	Total
Printing & Solutions	Communications and Printing equipment	72,031	70,009	83,997	87,462	313,500	86,341	93,809	103,553	100,433	384,137
	Electronic stationery	8,484	8,862	9,614	10,374	37,335	10,882	11,500	11,875	12,430	46,688
	Total	80,515	78,872	93,611	97,837	350,836	97,223	105,309	115,429	112,863	430,826
Personal & Home		7,348	7,578	9,952	8,925	33,804	8,256	10,510	13,012	11,495	43,275
Machinery & Solution	Industrial sewing machines	4,181	4,142	4,499	6,085	18,909	6,188	6,281	6,536	7,774	26,781
	Machine tools	13,790	15,781	6,683	6,250	42,506	9,724	7,855	8,057	10,679	36,316
	Total	17,971	19,924	11,183	12,335	61,415	15,912	14,136	14,594	18,453	63,097
Network & Contents		11,043	14,287	12,543	12,208	50,083	11,063	11,192	11,922	13,403	47,582
Industrial Part		-	-	-	3,680	3,680	3,762	3,875	4,161	4,299	16,098
Others		3,788	3,194	5,447	3,816	16,247	3,093	4,017	4,366	4,477	15,954
G. total		120,666	123,858	132,738	138,803	516,066	139,312	149,042	163,486	164,993	616,834

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

(Millions of yen)

		FY ended Mar 31, 2013					FY ended 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)	4th Quarter (Jan to Mar 2014)	Total
Printing & Solutions		8,841	3,551	3,555	2,877	18,826	7,504	7,218	8,423	7,811	30,957
Personal & Home		461	523	829	673	2,488	640	972	1,278	1,324	4,215
Machinery & Solution		1,994	2,387	147	-523	4,006	831	1,218	1,038	1,902	4,990
Network & Contents		-177	1,392	846	252	2,314	-175	-117	-255	1,000	451
Industrial Part		-	-	-	308	308	313	203	314	274	1,106
Others		414	238	741	439	1,834	273	480	576	247	1,578
G. total		11,533	8,092	6,121	4,027	29,775	9,388	9,975	11,375	12,560	43,301

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

(Millions of yen)

		FY ended Mar 31, 2013					FY ended 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)	4th Quarter (Jan to Mar 2014)	Total
Japan		37,473	40,621	36,763	36,754	151,613	37,422	38,483	40,002	44,534	160,442
Americas		35,599	36,264	43,871	43,784	159,519	46,191	51,377	53,645	50,237	201,452
Europe		29,422	27,008	34,969	38,879	130,279	33,542	36,249	45,908	46,140	161,841
Asia and Others		18,170	19,963	17,134	19,385	74,655	22,155	22,931	23,930	24,081	93,098
G. total		120,666	123,858	132,738	138,803	516,066	139,312	149,042	163,486	164,993	616,834

3-1. Consolidated results (annual)

(Millions of yen)

	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 ended Mar 31, 2014	FY ending Mar 31, 2015 forecast
Net sales	482,204	446,269	502,830	497,390	516,066	616,834	670,000
Operating income	19,901	26,637	36,092	34,183	29,775	43,301	47,000
Current profits	25,562	29,664	38,612	34,351	23,144	35,613	43,000
Net income	15,262	19,629	26,238	19,525	17,826	19,220	46,000
Exchange rates	Yen-USD	101	93	85.82	79.30	83.23	100.00
	Yen-EUR	144	131	113.56	110.17	107.57	134.01
Overseas sales ratio (%)	83.1%	80.2%	76.6%	77.0%	77.0%	79.5%	-
Operating profit ratio (%)	4.1%	6.0%	7.2%	6.9%	5.8%	7.0%	7.0%
ROE (%)	7.4%	9.6%	12.1%	8.7%	7.2%	6.9%	-
ROA (%)	4.2%	5.6%	7.1%	5.3%	4.5%	4.3%	-
Net income per share (yen)	56.79	73.34	98.03	72.95	66.65	72.20	173.31

* 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, 2015)

(Millions of yen)

	FY ended Mar 31, 2014	FY ending Mar 31, 2015 forecast	Change	Change w/o forex impact	
Printing & Solutions	Communications and Printing equipment	384,137	410,100	6.8%	6.3%
	Electronic stationery	46,688	50,000	7.1%	6.5%
	Total	430,826	460,100	6.8%	6.3%
Personal & Home	43,275	46,400	7.2%	7.2%	
Machinery & Solution	Industrial sewing machines	26,781	32,300	20.6%	19.7%
	Machine tools	36,316	44,300	22.0%	21.1%
	Total	63,097	76,600	21.4%	20.5%
Network & Contents	47,582	54,200	13.9%	13.8%	
Industrial Part	16,098	17,700	9.9%	9.9%	
Others	15,954	15,000	-6.0%	-6.0%	
G. total	616,834	670,000	8.6%	8.2%	

3-3. Operating income by business segment (FY ending Mar 31, 2015)

(Millions of yen)

	FY ended Mar 31, 2014	FY ending Mar 31, 2015 forecast	Change
Printing & Solutions	30,957	34,300	10.8%
Personal & Home	4,215	4,400	4.4%
Machinery & Solution	4,990	5,400	8.2%
Network & Contents	451	1,100	143.4%
Industrial Part	1,106	800	-27.7%
Others	1,578	1,000	-36.6%
G. total	43,301	47,000	8.5%

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

(Millions of yen)

	FY ended Mar 31, 2014	FY ending Mar 31, 2015 forecast	Change	Change w/o forex impact
Japan	152,111	164,000	7.8%	7.8%
Americas	201,452	213,700	6.1%	6.8%
Europe	161,841	170,000	5.0%	2.4%
Asia and Others	101,428	122,300	20.6%	20.7%
G. total	616,834	670,000	8.6%	8.2%

*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, 2009	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 ending Mar 31, 2015 forecast
Capital expenditure	27,169	17,481	19,787	27,833	30,237	34,858	41,100
Depreciation and amortization	23,093	21,028	24,027	23,069	24,476	27,613	29,700

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

(Millions of yen)

	FY ended Mar 31, 2013				FY ended 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)	4th Quarter (Jan to Mar 2014)
Capital expenditure	4,545	5,944	8,597	11,151	6,406	9,807	7,661	10,983
Depreciation and amortization	5,179	5,666	6,240	7,391	5,960	6,575	7,222	7,855

5-1. R&D Expenses (annual)

(Millions of yen)

	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 ended Mar 31, 2014	FY ending Mar 31, 2015 forecast
R&D expenses	36,859	34,778	36,252	39,232	37,514	40,137	42,100
R&D expenses per sales (%)	7.6%	7.8%	7.2%	7.9%	7.3%	6.5%	6.3%

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

(Millions of yen)

	FY ended Mar 31, 2013				FY ended 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)	4th Quarter (Jan to Mar 2014)
R&D expenses	8,621	9,527	8,825	10,540	8,871	10,112	9,799	11,353

6. Inventories

	FY ended Mar 31, 2013				FY ended 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	4th Quarter as of Mar 31, 2014
Inventories (Millions of yen)	78,771	85,141	89,099	87,679	91,186	97,678	106,312	103,406
Inventories/cost of sales	3.5	3.6	3.4	3.2	3.4	3.5	3.5	3.4

7. Interest - bearing debt

	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 ended Mar 31, 2014
Interest - bearing debt (Millions of yen)	30,401	26,943	24,386	19,966	19,224	14,366
DER	0.2	0.1	0.1	0.1	0.1	0.05

* 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, 2009	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
Net cash provided by operating activities	20,519	50,348	49,488	39,327	32,734	55,019
Net cash used in investing activities	-26,217	-18,061	-20,043	-30,758	-41,771	-39,099
Net cash used in financing activities	-19,522	-32,172	-10,950	-14,117	-6,413	-13,433
Cash and cash equivalents at end of period	46,127	49,031	65,100	58,731	55,059	68,934

9. Owners' equity

(Millions of yen)

	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 ended Mar 31, 2014
Total assets	337,667	365,990	372,645	370,906	421,494	469,973
Owners' equity	196,790	212,221	220,122	231,001	262,837	291,164
Owners' equity ratio (%)	58.3%	58.0%	59.1%	62.3%	62.4%	62.0%

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