

## Supplementary Information for the 3rd Quarter of Fiscal Year Ending March 31, 2015

### 1-1. Consolidated results (9-month results)

(Millions of yen)

	FY ended Mar 31, 2014 (Apr to Dec 2013)	FY ending Mar 31, 2015 (Apr to Dec 2014)	Change (w/o forex impact)
Net sales	451,841	521,422	15.4% (+10.4%)
Operating income	30,740	45,807	49.0%
Current profits	24,145	42,397	75.6%
Net income	11,784	48,053	-
Exchange rates	Yen-USD 99.23	107.27	-
	Yen-EUR 132.13	140.50	-
Operating profit ratio (%)	6.8%	8.8%	-

\* 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, 2014 (Apr to Dec 2013)	FY ending Mar 31, 2015 (Apr to Dec 2014)	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	283,704	311,863	9.9%	4.4%
	Electronic stationery	34,258	38,553	12.5%	6.2%
	Total	317,962	350,416	10.2%	4.6%
Personal & Home		31,779	38,494	21.1%	14.2%
Machinery & Solution	Industrial sewing machines	19,006	20,019	5.3%	-1.4%
	Machine tools	25,637	53,338	108.1%	103.9%
	Total	44,643	73,358	64.3%	59.1%
Network & Contents		34,178	35,128	2.8%	2.6%
Industrial Part		11,799	12,902	9.4%	8.3%
Others		11,477	11,121	-3.1%	-3.1%
G. total		451,841	521,422	15.4%	10.4%

### 2-1. Consolidated results (quarterly results)

(Millions of yen)

	FY ended Mar 31, 2014					FY ending 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)
Net sales	139,312	149,042	163,486	164,993	616,834	160,436	164,236	521,422
Operating income	9,388	9,975	11,375	12,560	43,301	16,490	13,471	45,807
Current profits	5,874	9,449	8,821	11,468	35,613	14,817	12,820	42,397
Net income	1,336	5,098	5,349	7,436	19,220	29,388	7,733	48,053
Exchange rates	Yen-USD 97.94	98.20	101.02	103.28	100.00	102.14	104.35	114.39
	Yen-EUR 127.35	130.17	137.91	141.47	134.01	140.01	137.94	142.60
Operating profit ratio (%)	6.7%	6.7%	7.0%	7.6%	7.0%	10.3%	8.2%	8.8%

\* 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 ending 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)
Printing & Solutions	Communications and Printing equipment	86,341	93,809	103,553	100,433	384,137	95,855	97,327	118,680
	Electronic stationery	10,882	11,500	11,875	12,430	46,688	11,943	12,697	13,912
	Total	97,223	105,309	115,429	112,863	430,826	107,798	110,025	132,592
Personal & Home		8,256	10,510	13,012	11,495	43,275	9,366	12,481	16,646
Machinery & Solution	Industrial sewing machines	6,188	6,281	6,536	7,774	26,781	6,667	6,332	7,018
	Machine tools	9,724	7,855	8,057	10,679	36,316	18,310	15,576	19,452
	Total	15,912	14,136	14,594	18,453	63,097	24,978	21,909	26,471
Network & Contents		11,063	11,192	11,922	13,403	47,582	10,687	11,839	12,601
Industrial Part		3,762	3,875	4,161	4,299	16,098	4,198	4,414	4,289
Others		3,093	4,017	4,366	4,477	15,954	3,406	3,567	4,149
G. total		139,312	149,042	163,486	164,993	616,834	160,436	164,236	196,750

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

(Millions of yen)

		FY ended Mar 31, 2014					FY ending 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)
Printing & Solutions		7,504	7,218	8,423	7,811	30,957	11,778	9,290	9,252
Personal & Home		640	972	1,278	1,324	4,215	712	1,273	2,202
Machinery & Solution		831	1,218	1,038	1,902	4,990	4,175	3,348	4,233
Network & Contents		-175	-117	-255	1,000	451	-975	-666	-232
Industrial Part		313	203	314	274	1,106	184	15	-4
Others		273	480	576	247	1,578	614	210	392
G. total		9,388	9,975	11,375	12,560	43,301	16,490	13,471	15,845

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

(Millions of yen)

		FY ended Mar 31, 2014					FY ending 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)
Japan		35,278	36,168	38,161	42,515	152,124	39,990	41,352	48,264
Americas		46,191	51,377	53,645	50,237	201,452	49,682	54,631	65,903
Europe		33,542	36,249	45,908	46,140	161,841	39,661	39,161	48,444
Asia and Others		24,299	25,246	25,769	26,101	101,416	31,102	29,091	34,137
G. total		139,312	149,042	163,486	164,993	616,834	160,436	164,236	196,749

\*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, 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	710,000
Operating income	19,901	26,637	36,092	34,183	29,775	43,301	55,000
Current profits	25,562	29,664	38,612	34,351	23,144	35,613	51,500
Net income	15,262	19,629	26,238	19,525	17,826	19,220	53,500
Exchange rates	Yen-USD	101	93	85.82	79.30	83.23	109.48
	Yen-EUR	144	131	113.56	110.17	107.57	139.35
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%	7.7%
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	204.88

\* 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	422,800	10.1%	5.0%
	Electronic stationery	46,688	52,800	13.1%	6.9%
	Total	430,826	475,600	10.4%	5.2%
Personal & Home	43,275	50,400	16.5%	10.2%	
Machinery & Solution	Industrial sewing machines	26,781	27,800	3.8%	-3.1%
	Machine tools	36,316	73,000	101.0%	96.5%
	Total	63,097	100,800	59.8%	54.2%
Network & Contents	47,582	51,100	7.4%	7.1%	
Industrial Part	16,098	17,600	9.3%	8.3%	
Others	15,954	14,500	-9.1%	-9.4%	
G. total	616,834	710,000	15.1%	10.4%	

### 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	34,200	10.5%
Personal & Home	4,215	4,800	13.9%
Machinery & Solution	4,990	14,800	196.5%
Network & Contents	451	100	-77.9%
Industrial Part	1,106	300	-72.9%
Others	1,578	800	-49.3%
G. total	43,301	55,000	27.0%

### 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	152,124	181,000	19.0%	18.9%
Americas	201,452	229,500	13.9%	7.0%
Europe	161,841	172,800	6.8%	2.3%
Asia and Others	101,416	126,700	24.9%	17.6%
G. total	616,834	710,000	15.1%	10.4%

\*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	35,800
Depreciation and amortization	23,093	21,028	24,027	23,069	24,476	27,613	28,400

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

(Millions of yen)

	FY ended Mar 31, 2014				FY ending 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)
Capital expenditure	6,406	9,807	7,661	10,983	5,247	8,445	8,513
Depreciation and amortization	5,960	6,575	7,222	7,855	6,118	6,575	7,471

#### 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	42,700
R&D expenses per sales (%)	7.6%	7.8%	7.2%	7.9%	7.3%	6.5%	6.0%

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

(Millions of yen)

	FY ended Mar 31, 2014				FY ending 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)
R&D expenses	8,871	10,112	9,799	11,353	9,510	10,649	10,173

#### 6. Inventories

	FY ended Mar 31, 2014				FY ending 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
Inventories (Millions of yen)	91,186	97,678	106,312	103,406	107,103	125,145	129,229
Inventories/cost of sales	3.4	3.5	3.5	3.4	3.6	4.2	3.5

#### 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	FY ending Mar 31, 2015 3rd Quarter as of Dec 31, 2014
Interest - bearing debt (Millions of yen)	30,401	26,943	24,386	19,966	19,224	14,366	13,446
D E R	0.2	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. 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	FY ending Mar 31, 2015 3rd Quarter as of Dec 31, 2014
Total assets	337,667	365,990	372,645	370,906	421,494	469,973	560,383
Owners' equity	196,790	212,221	220,122	231,001	262,837	291,164	354,382
Owners' equity ratio (%)	58.3%	58.0%	59.1%	62.3%	62.4%	62.0%	63.2%

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