Highlights of Consolidated Results for the 1st Quarter of Fiscal Year ending March 31, 2013

|  | Millions of yen <br> (except for per share amounts) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2012 |  | Three months ended June 30, 2011 |  |  |  | Change <br> (\%) |
| Net sales | Y | 120,666 |  | Y | 122,773 |  | -1.7 |
| Operating income |  | 11,533 |  |  | 14,204 |  | -18.8 |
| Current profits |  | 12,249 |  |  | 14,604 |  | -16.1 |
| Net income |  | 10,300 |  |  | 6,567 |  | 56.8 |
| (Ref.) Comprehensive income |  | 180 |  |  | 4,480 |  | -96.0 |
| Net income per share: |  |  |  |  |  |  |  |
| Basic | Y | 38.48 |  | Y | 24.54 |  |  |
| Diluted |  | 38.42 |  |  | 24.50 |  |  |
|  |  | As of une 30, 2012 |  |  | As of arch 31, 2012 |  |  |
| Total assets | $\bar{Y}$ | 357,237 |  | Y | 370,906 |  |  |
| Net assets |  | 229,057 |  |  | 231,425 |  |  |
| Owners' equity ratio |  | 64.0 | \% |  | 62.3 | \% |  |
| Owners' equity per share | Y | 854.17 |  | Y | 863.01 |  |  |
| (Ref.) Owners' equity |  | 228,633 |  |  | 231,001 |  |  |
| Number of consolidated subsidiaries |  | 60 |  |  | 55 |  |  |
| Number of affiliates using the applied equity meth |  | 6 |  |  | 8 |  |  |

Highlights of Consolidated Forecast for Fiscal Year ending March 31, 2013

|  | Millions of yen (except for per share amounts) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | [Forecast] Year ending March 31, 2013 |  | Year ended March 31, 2012 |  | Change <br> (\%) |
| Net sales | Y | 530,000 | Y | 497,390 | 6.6 |
| Operating income |  | 34,000 |  | 34,183 | -0.5 |
| Current profits |  | 35,000 |  | 34,351 | 1.9 |
| Net income |  | 23,000 |  | 19,525 | 17.8 |
| Net income per share | Y | 85.93 | Y | 72.95 |  |
| Dividends per common share |  | 24.00 |  | 24.00 |  |

(Note 1) No change has been made in forecasted operating results in this quarterly period. (Note 2) No change has been made in forecasted dividends per common share in this quarterly period.

Notes:

1) The financial statements have been prepared in accordance with accounting principles generally accepted in Japan.
2) Amounts less than 1 million yen have been rounded down.
3) Yen amounts for the three months ended June 30, 2012 have been translated into U.S. dollars for convenience only, at a uniform rate of US\$1=82.00 yen in the accompanying consolidated financial statements.
4) Operating results for the three months ended June 30, 2012 are based on the following currency exchange rates:

Actual average rates for the three months ended June 30, 2012: US $\$=80.40$ yen, EURO $=103.35$ yen
Forecasts for the year ending March 31, 2013 are based on the following currency exchange rates:
Assumed average rates for the fiscal year: US\$=80.07 yen, EURO=104.01 yen
5) Number of shares outstanding (including treasury stock): 277,535 thousands as of June $30,2012,277,535$ thousands as of March 31,2012

Number of treasury stock outstanding: 9,868 thousands as of June 30, 2012, 9,866 thousands as of March 31, 2012
Number of weighted average shares (quarterly): 267,668 thousands during the period ended June 30, 2012, 267,645 thousands during the period ended June 30 , 2011

## CONSOLIDATED BALANCE SHEETS

|  | Millions of yen |  | Thousands of U.S. dollars |
| :---: | :---: | :---: | :---: |
|  | As of June 30, 2012 | $\begin{gathered} \hline \text { As of } \\ \text { March 31, } \\ 2012 \\ \hline \end{gathered}$ | As of June 30, 2012 |
| ASSETS |  |  |  |
| Current assets |  |  |  |
| Cash and cash equivalents | Y 56,407 | Y 59,536 | \$ 687,902 |
| Trade receivables | 57,749 | 65,634 | 704,265 |
| Inventories | 78,771 | 76,483 | 960,623 |
| Other current assets | 26,042 | 24,392 | 317,595 |
| Total current assets | 218,971 | 226,047 | 2,670,385 |
| Net property, plant and equipment | 69,707 | 69,945 | 850,093 |
| Intangible fixed assets | 19,857 | 19,915 | 242,162 |
| Other assets | 48,700 | 54,997 | 593,913 |
| Total assets | Y 357,237 | Y 370,906 | \$ 4,356,553 |
| LIABILITIES AND NET ASSETS |  |  |  |
| Current liabilities |  |  |  |
| Short-term debt | Y 19,422 | Y 19,466 | \$ 236,859 |
| Trade payables | 37,958 | 35,978 | 462,910 |
| Other current liabilities | 49,938 | 62,034 | 609,005 |
| Total current liabilities | 107,319 | 117,478 | 1,308,774 |
| Long-term liabilities |  |  |  |
| Long-term debt | 500 | 500 | 6,098 |
| Other long-term liabilities | 20,360 | 21,501 | 248,300 |
| Total liabilities | 128,180 | 139,480 | 1,563,172 |
| Net assets |  |  |  |
| Shareholders' equity |  |  |  |
| Capital stock | 19,209 | 19,209 | 234,267 |
| Capital surplus | 16,151 | 16,151 | 196,968 |
| Retained earnings | 251,338 | 243,725 | 3,065,108 |
| Treasury stock | $(11,672)$ | $(11,672)$ | $(142,347)$ |
| Total shareholders' equity | 275,027 | 267,413 | 3,353,996 |
| Other comprehensive income |  |  |  |
| Unrealized gain (loss) on available-for-sale securities | 963 | 2,176 | 11,751 |
| Deferred gain (loss) under hedge accounting | 100 | (184) | 1,223 |
| Foreign currency translation adjustments | $(47,458)$ | $(38,404)$ | $(578,762)$ |
| Total other comprehensive income | $(46,394)$ | $(36,412)$ | $(565,788)$ |
| Stock acquisition rights | 420 | 420 | 5,123 |
| Minority interests | 4 | 3 | 50 |
| Total net assets | 229,057 | 231,425 | 2,793,381 |
| Total liabilities and net assets | Y 357,237 | Y 370,906 | \$ 4,356,553 |

## CONSOLIDATED STATEMENTS OF INCOME

|  | Millions of yen |  |  |  | Thousands of <br> U.S. dollars <br> Three months ended <br> June 30, <br> 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended June 30, 2012 |  | Three months ended <br> June 30, <br> 2011 |  |  |  |
| Net sales | Y | 120,666 | Y | 122,773 | \$ | 1,471,547 |
| Cost of sales |  | 68,078 |  | 67,454 |  | 830,230 |
| Gross profit |  | 52,588 |  | 55,319 |  | 641,317 |
| Selling, general and administrative expenses |  | 41,054 |  | 41,114 |  | 500,661 |
| Operating income |  | 11,533 |  | 14,204 |  | 140,656 |
| Non-operating income (expenses): |  |  |  |  |  |  |
| Interest and dividend income |  | 386 |  | 464 |  | 4,713 |
| Interest expenses |  | (115) |  | (159) |  | $(1,415)$ |
| Other, net |  | 445 |  | 94 |  | 5,432 |
| Current profits |  | 12,249 |  | 14,604 |  | 149,386 |
| Extraordinary income (expenses): |  |  |  |  |  |  |
| Gain (Loss) on sales and disposals of property, plant and equipment, net |  | (66) |  | 117 |  | (807) |
| Other, net |  | (317) |  | 745 |  | $(3,868)$ |
| Income before income taxes |  | 11,866 |  | 15,467 |  | 144,711 |
| Income taxes |  | 1,566 |  | 8,900 |  | 19,098 |
| Income before minority interests |  | 10,300 |  | 6,567 |  | 125,613 |
| Minority interests in net income |  | (0) |  | 0 |  | (1) |
| Net income | Y | 10,300 | Y | 6,567 | \$ | 125,614 |
| Net income per share: |  | Yen |  | Yen |  | S. dollars |
| Basic | Y | 38.48 | Y | 24.54 | \$ | 0.47 |
| Diluted |  | 38.42 |  | 24.50 |  | 0.47 |

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

|  | Millions of yen |  |  |  | Thousands of $\qquad$ <br> Three months ended June 30, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30,$2012$ |  | $\begin{gathered} \text { June } 30, \\ 2011 \\ \hline \end{gathered}$ |  |  |  |
| Income before minority interests | Y | 10,300 | Y | 6,567 | \$ | 125,613 |
| Other comprehensive income: |  |  |  |  |  |  |
| Unrealized gain (loss) on available-for-sale securities |  | $(1,204)$ |  | (58) |  | $(14,692)$ |
| Deferred gain (loss) under hedge accounting |  | 284 |  | 69 |  | 3,474 |
| Foreign currency translation adjustments |  | $(9,191)$ |  | $(2,087)$ |  | $(112,095)$ |
| Share of other comprehensive income of associates |  | (8) |  | (10) |  | (100) |
| Total other comprehensive income (loss) |  | $(10,119)$ |  | $(2,086)$ |  | $(123,414)$ |
| Comprehensive income | Y | 180 | Y | 4,480 | \$ | 2,199 |
| Comprehensive income attributable to: |  |  |  |  |  |  |
| Owners of the Company | Y | 180 | Y | 4,480 | \$ | 2,200 |
| Minority interests |  | (0) |  | 0 |  | (1) |

## SEGMENT INFORMATION

| Millions of yen |  | Thousands of U.S. dollars |
| :---: | :---: | :---: |
| Three months ended | Three months ended | Three months ended |
| June 30, | June 30, | June 30, |
| 2012 | 2011 | 2012 |

## Printing \& Solutions

Net sales

| Unaffiliated customers |
| :--- |
| Intersegment |
| Total |
| Operating income |


| Y | 80,515 | Y | 81,692 | \$ | 981,898 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  | - |  | - |
|  | 80,515 |  | 81,692 |  | 981,898 |
|  | 8,841 |  | 10,637 |  | 107,819 |

Personal \& Home
Net sales

| Unaffiliated customers |
| :--- |
| Intersegment |
| Total |
| Operating income |

Machinery \& Solution
Net sales

| Unaffiliated customers |
| :--- |
| Intersegment |
| Total |
| Operating income |


| Y | 7,348 | Y | 6,759 | \$ | 89,613 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  | - |  | - |
|  | 7,348 |  | 6,759 |  | 89,613 |
|  | 461 |  | 353 |  | 5,628 |

Network \& Contents
Net sales

| Unaffiliated customers |
| :--- |
| Intersegment |
| Total |
| Operating income (loss) |


| Y | 11,043 | Y | 10,907 | \$ | 134,672 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  | - |  |  |
|  | 11,043 |  | 10,907 |  | 134,672 |
|  | (177) |  | (344) |  | $(2,163)$ |

## Others

Net sales

| Unaffiliated customers <br> Intersegment |
| :--- |
| Total |
| Operating income |


| Y | 3,788 | Y | 2,577 | \$ | 46,197 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,172 |  | 1,393 |  | 26,498 |
|  | 5,960 |  | 3,970 |  | 72,695 |
|  | 415 |  | 330 |  | 5,065 |

Adjustment
Net sales

| Unaffiliated customers |
| :--- |
| Intersegment |
| Total |
| Operating income (loss) |


| $\mathbf{Y}$ | $\mathbf{-}$ | Y | - |
| :--- | ---: | :--- | ---: |
|  | $\mathbf{( 2 , 1 7 2 )}$ |  | $(1,393)$ |
|  | $\mathbf{( 2 , 1 7 2 )}$ | $(1,393)$ |  |
|  |  |  |  |



Consolidated
Net sales

| Unaffiliated customers <br> Intersegment |
| :--- |
| Total |
| Operating income |


| Y | 120,666 | Y | 122,773 | \$ | 1,471,547 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | - |  | - |  |  |
|  | 120,666 |  | 122,773 |  | 1,471,547 |
|  | 11,533 |  | 14,204 |  | 140,656 |

Note:
Main products in each business segment are as follows:

Printing \& Solutions
Personal \& Home
Machinery \& Solution
Network \& Contents Others

Printers, Multi-function printers, Electronic stationeries, Home sewing machines
Industrial sewing machines, Machine tools Online karaoke, Contents distribution services
Sales of products other than those above, and so forth

