

Supplementary Information for the 3rd Quarter of Fiscal Year Ending March 31, 2012

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

(Millions of yen)

	FY ended Mar 31, 2011 (Apr to Dec 2010)	FY ending Mar 31, 2012 (Apr to Dec 2011)	Change (w/o forex impact)
Net sales	376,107	372,814	-0.9%
Operating income	32,622	33,624	3.1%
Current profits	36,192	35,102	-3.0%
Net income	24,569	19,161	-22.0%
Exchange rates	Yen-USD 86.86	79.17	-
	Yen-EUR 113.49	111.32	-
Operating profit ratio (%)	8.7%	9.0%	-

* 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 (9-month results)

(Millions of yen)

		FY ended Mar 31, 2011 (Apr to Dec 2010)	FY ending Mar 31, 2012 (Apr to Dec 2011)	Change	Change w/o forex impact
Printing & Solutions	Communications and Printing equipment	228,490	223,725	-2.1%	2.1%
	Electronic stationery	27,288	27,432	0.5%	5.6%
	Total	255,779	251,158	-1.8%	2.4%
Personal & Home		22,414	23,175	3.4%	8.7%
Machinery & Solution	Industrial sewing machines	16,789	16,716	-0.4%	6.3%
	Machine tools	30,191	37,582	24.5%	25.8%
	Total	46,981	54,298	15.6%	18.8%
Network & Contents		40,019	34,319	-14.2%	-14.2%
Others		10,913	9,863	-9.6%	-8.6%
G. total		376,107	372,814	-0.9%	2.8%

2-1. Consolidated results (quarterly results)

(Millions of yen)

		FY ended Mar 31, 2011					FY ending Mar 31, 2012		
		1st Quarter (Apr to Jun 2010)	2nd Quarter (Jul to Sep 2010)	3rd Quarter (Oct to Dec 2010)	4th Quarter (Jan to Mar 2011)	Total	1st Quarter (Apr to Jun 2011)	2nd Quarter (Jul to Sep 2011)	3rd Quarter (Oct to Dec 2011)
Net sales		123,244	122,931	129,931	126,722	502,830	122,773	123,788	126,252
Operating income		13,283	8,251	11,088	3,469	36,092	14,204	11,810	7,608
Current profits		13,226	9,781	13,183	2,420	38,612	14,604	12,061	8,436
Net income		8,741	5,549	10,278	1,668	26,238	6,567	6,988	5,606
Exchange rates	Yen-USD	91.73	85.89	82.62	82.12	85.82	81.71	77.99	77.57
	Yen-EUR	117.35	110.54	111.35	112.31	113.56	118.11	110.76	104.67
Operating profit ratio (%)		10.8%	6.7%	8.5%	2.7%	7.2%	11.6%	9.5%	6.0%

* 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, 2011					FY ending Mar 31, 2012		
		1st Quarter (Apr to Jun 2010)	2nd Quarter (Jul to Sep 2010)	3rd Quarter (Oct to Dec 2010)	4th Quarter (Jan to Mar 2011)	Total	1st Quarter (Apr to Jun 2011)	2nd Quarter (Jul to Sep 2011)	3rd Quarter (Oct to Dec 2011)
Printing & Solutions	Communications and Printing equipment	75,920	74,011	78,559	74,861	303,352	72,869	73,795	77,060
	Electronic stationery	8,934	9,010	9,343	9,553	36,841	8,822	9,544	9,065
	Total	84,854	83,021	87,902	84,414	340,193	81,692	83,339	86,126
Personal & Home		6,513	7,198	8,702	7,018	29,433	6,759	7,737	8,679
Machinery & Solution	Industrial sewing machines	5,056	5,213	6,519	7,316	24,106	6,450	5,455	4,810
	Machine tools	10,593	8,986	10,611	12,113	42,305	14,387	12,514	10,680
	Total	15,649	14,200	17,131	19,430	66,412	20,837	17,970	15,491
Network & Contents		13,325	14,425	12,268	12,785	52,805	10,907	11,444	11,966
Others		2,900	4,084	3,927	3,072	13,985	2,577	3,296	3,989
G. total		123,244	122,931	129,931	126,722	502,830	122,773	123,788	126,252

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

(Millions of yen)

		FY ended Mar 31, 2011					FY ending Mar 31, 2012		
		1st Quarter (Apr to Jun 2010)	2nd Quarter (Jul to Sep 2010)	3rd Quarter (Oct to Dec 2010)	4th Quarter (Jan to Mar 2011)	Total	1st Quarter (Apr to Jun 2011)	2nd Quarter (Jul to Sep 2011)	3rd Quarter (Oct to Dec 2011)
Printing & Solutions		11,600	6,147	7,562	1,781	27,092	10,637	8,023	4,004
Personal & Home		455	801	1,475	208	2,941	353	990	1,063
Machinery & Solution		1,662	1,523	2,367	1,937	7,490	3,227	2,507	1,524
Network & Contents		-678	-592	-710	-749	-2,731	-344	72	483
Others		242	370	394	291	1,298	330	216	532
G. total		13,283	8,251	11,088	3,469	36,092	14,204	11,810	7,608

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

(Millions of yen)

		FY ended Mar 31, 2011					FY ending Mar 31, 2012		
		1st Quarter (Apr to Jun 2010)	2nd Quarter (Jul to Sep 2010)	3rd Quarter (Oct to Dec 2010)	4th Quarter (Jan to Mar 2011)	Total	1st Quarter (Apr to Jun 2011)	2nd Quarter (Jul to Sep 2011)	3rd Quarter (Oct to Dec 2011)
Japan		36,957	37,955	37,405	37,139	149,459	36,510	37,235	37,929
Americas		36,104	36,818	37,661	33,509	144,093	33,279	35,524	36,311
Europe		32,381	31,034	35,939	35,944	135,299	33,002	31,862	34,868
Asia and Others		17,800	17,123	18,924	20,128	73,977	19,981	19,166	17,143
G. total		123,244	122,931	129,931	126,722	502,830	122,773	123,788	126,252

3-1. Consolidated results (annual)

(Millions of yen)

	FY ended Mar 31, 2006 *including transition period	FY ended Mar 31, 2006 * adjusted	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 ending Mar 31, 2012 forecast
Net sales	579,180	489,283	562,272	566,378	482,204	446,269	502,830	492,000
Operating income	45,004	38,030	51,255	53,503	19,901	26,637	36,092	32,000
Current profits	42,229	35,617	45,479	46,535	25,562	29,664	38,612	33,000
Net income	24,644	19,930	28,874	27,110	15,262	19,629	26,238	17,500
Exchange rates								
Yen-USD	112	113	117	114	100.62	93.04	85.82	78.42
Yen-EUR	138	138	150	162	144.43	130.62	113.56	108.77
Overseas sales ratio (%)	80.7%	-	79.7%	82.7%	83.1%	80.2%	76.6%	-
Operating profit ratio (%)	7.8%	7.8%	9.1%	9.4%	4.1%	6.0%	7.2%	6.5%
ROE (%)	14.9%	12.0%	14.8%	12.7%	7.4%	9.6%	12.1%	-
ROA (%)	7.1%	5.8%	7.7%	6.9%	4.2%	5.6%	7.1%	-
Net income per share (yen)	89.03	72.25	104.82	98.46	56.79	73.34	98.03	65.38

* 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, 2012)

(Millions of yen)

	FY ended Mar 31, 2011	FY ending Mar 31, 2012 forecast	Change	Change w/o forex impact	
Printing & Solutions	Communications and Printing equipment	303,352	296,300	-2.3%	2.8%
	Electronic stationery	36,841	36,600	-0.7%	5.1%
	Total	340,193	332,900	-2.1%	3.1%
Personal & Home	29,433	30,400	3.3%	9.1%	
Machinery & Solution	Industrial sewing machines	24,106	21,600	-10.4%	-4.4%
	Machine tools	42,305	48,000	13.5%	14.6%
	Total	66,412	69,600	4.8%	7.7%
Network & Contents	52,805	46,300	-12.3%	-12.3%	
Others	13,985	12,800	-8.5%	-7.5%	
G. total	502,830	492,000	-2.2%	2.1%	

3-3. Operating income by business segment (FY ending Mar 31, 2012)

(Millions of yen)

	FY ended Mar 31, 2011	FY ending Mar 31, 2012 forecast	Change
Printing & Solutions	27,092	20,700	-23.6%
Personal & Home	2,941	2,600	-11.6%
Machinery & Solution	7,490	7,700	2.8%
Network & Contents	-2,731	-200	-
Others	1,298	1,200	-7.6%
G. total	36,092	32,000	-11.3%

3-4. Sales by geographic segment (FY ending Mar 31, 2012)

(Millions of yen)

	FY ended Mar 31, 2011	FY ending Mar 31, 2012 forecast	Change	Change w/o forex impact
Japan	149,459	147,400	-1.4%	-1.4%
Americas	144,093	138,600	-3.8%	4.7%
Europe	135,299	133,100	-1.6%	2.6%
Asia and Others	73,977	72,900	-1.5%	3.3%
G. total	502,830	492,000	-2.2%	2.1%

Note:

* Change of fiscal year-end

Most of the consolidated subsidiaries changed their fiscal year-end to Mar 31 in FY ended Mar 31, 2006. Figures for each period are shown as below.

·FY ended Mar 31, 2006 includes 15 months results, Jan 1, 2005 through Mar 31, 2006, of the consolidated subsidiaries that changed their fiscal year-end to Mar 31.

·FY ended Mar 31, 2006 (adjusted) results are prepared by replacing their figures of Jan 1 to Dec 31, 2005 with those of Apr 1, 2005 to Mar 31, 2006, for better comparison.

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

(Millions of yen)

	FY ended Mar 31, 2006 * adjusted	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 ending Mar 31, 2012 forecast
Capital expenditure	18,118	28,962	31,605	27,169	17,481	19,787	28,800
Depreciation and amortization	15,840	18,442	22,227	23,093	21,028	24,027	23,600

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

(Millions of yen)

	FY ended Mar 31, 2011				FY ending Mar 31, 2012		
	1st Quarter (Apr to Jun 2010)	2nd Quarter (Jul to Sep 2010)	3rd Quarter (Oct to Dec 2010)	4th Quarter (Jan to Mar 2011)	1st Quarter (Apr to Jun 2011)	2nd Quarter (Jul to Sep 2011)	3rd Quarter (Oct to Dec 2011)
Capital expenditure	3,219	4,446	4,481	7,639	4,744	5,966	7,048
Depreciation and amortization	5,313	5,795	6,245	6,672	5,195	5,431	5,846

5-1. R&D Expenses (annual)

(Millions of yen)

	FY ended Mar 31, 2006 * adjusted	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 ending Mar 31, 2012 forecast
R&D expenses	25,101	28,453	34,116	36,859	34,778	36,252	39,500
R&D expenses per sales (%)	5.1%	5.1%	6.0%	7.6%	7.8%	7.2%	8.0%

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

(Millions of yen)

	FY ended Mar 31, 2011				FY ending Mar 31, 2012		
	1st Quarter (Apr to Jun 2010)	2nd Quarter (Jul to Sep 2010)	3rd Quarter (Oct to Dec 2010)	4th Quarter (Jan to Mar 2011)	1st Quarter (Apr to Jun 2011)	2nd Quarter (Jul to Sep 2011)	3rd Quarter (Oct to Dec 2011)
R&D expenses	8,499	8,609	8,744	10,398	8,667	9,809	9,738

6. Inventories

	FY ended Mar 31, 2011				FY ending Mar 31, 2012		
	1st Quarter as of Jun 30, 2010	2nd Quarter as of Sep 30, 2010	3rd Quarter as of Dec 31, 2010	4th Quarter as of Mar 31, 2011	1st Quarter as of Jun 30, 2011	2nd Quarter as of Sep 30, 2011	3rd Quarter as of Dec 31, 2011
Inventories (Millions of yen)	64,250	68,991	70,950	72,255	72,813	77,028	77,928
Inventories/cost of sales	2.8	3.0	2.9	2.9	3.2	3.4	3.2

7. Interest - bearing debt

	FY ended Mar 31, 2006	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 ending Mar 31, 2012 3rd Quarter
Interest - bearing debt (Millions of yen)	37,522	35,257	33,599	30,401	26,943	24,386	22,392
DER	0.2	0.2	0.2	0.2	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, 2006	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 ending Mar 31, 2012 3rd Quarter
Total assets	348,217	399,109	392,259	337,667	365,990	372,645	354,156
Owners' equity	181,113	210,390	216,175	196,790	212,221	220,122	219,125
Owners' equity ratio (%)	52.0%	52.7%	55.1%	58.3%	58.0%	59.1%	61.9%

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

Note:

* Change of fiscal year-end

Most of the consolidated subsidiaries changed their fiscal year-end to Mar 31 in FY ended Mar 31, 2006. Figures for each period are shown as below.

·FY ended Mar 31, 2006 includes 15 months results, Jan 1, 2005 through Mar 31, 2006, of the consolidated subsidiaries that changed their fiscal year-end to Mar 31.

·FY ended Mar 31, 2006 (adjusted) results are prepared by replacing their figures of Jan 1 to Dec 31, 2005 with those of Apr 1, 2005 to Mar 31, 2006, for better comparison.