Listed company name
Code
Listed stock exchanges
URL
Company representative
Contact

Phone
Scheduled date for filing of quarterly report
Scheduled date for dividend payment
Preparation of supplementary material for
quarterly earnings
Holding of earnings announcement
: Sysmex Corporation
6869
Tokyo Stock Exchange
http://www.sysmex.co.jp
Hisashi Ietsugu, Chairman and CEO
: Yukitoshi Kamao, Executive Officer, Corporate Business Administration
: 078(265)-0500
August 13, 2014
-
Yes
: Yes

1. Results for the three months ended June 30, 2014
(1) Operating results
(\% changes as compared with the corresponding period of the previous fiscal year)

|  | Net Sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Three months ended Jun. 30, 2014 | 46,737 | 18.2\% | 8,763 | 83.3\% | 8,507 | 68.2\% | 5,187 | 69.2\% |
| Three months ended Jun. 30, 2013 | 39,547 | 24.8\% | 4,780 | 17.1\% | 5,057 | 38.5\% | 3,066 | 32.9\% |

Note:
Comprehensive income: 3,991 million yen ((29.4)\%) for the three months ended Jun. 30, 2014; 5,651
million yen (-\%) for three months ended Jun. 30, 2013

|  | Net income <br> per share (Yen) | Diluted net income <br> per share (Yen) |
| :--- | ---: | :--- |
| Three months ended Jun. 30, 2014 | 25.04 | 24.99 |
| Three months ended Jun. 30, 2013 | 14.84 | 14.78 |

Note:
On April 1, 2014, Sysmex conducted a two-for-one split on shares of common stock. Consequently, "net income per share" and "diluted net income per share" have been computed as if the stock split had been conducted at the beginning of the fiscal year ended March 31, 2014.
(2) Financial condition

|  | Total assets |  | Net assets | Equity Ratio | Net assets per share <br> (Yen) |
| :--- | :--- | ---: | :--- | :--- | :--- |
| As of Jun. 30, 2014 |  | 203,938 |  | 146,932 | $71.8 \%$ |
| As of Mar. 31, 2014 |  | 210,758 |  | 146,250 | $69.2 \%$ |

## Note:

Equity capital: 146,321 million yen as of June 30,$2014 ; 145,757$ million yen as of March 31,2014 On April 1, 2014, Sysmex conducted a two-for-one split on shares of common stock. Consequently, "net assets per share" have been computed as if the stock split had been conducted at the beginning of the fiscal year ended March 31, 2014.

## 2. Dividend

|  | Dividend per share |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | First quarter <br> (Yen) | Second quarter <br> (Yen) | Third quarter <br> (Yen) | Year-end <br> (Yen) | Annual <br> (Yen) |  |
| Year ended Mar. 31, 2014 <br> Year ended Mar. 31, 2015 | - | 21.00 | - | 33.00 | 54.00 |  |
| Year ending Mar. 31, 2015 <br> (Forecast) | - | 14.00 | - | 14.00 | 28.00 |  |

Note:
Revision of dividends forecast for this period: No
On April 1, 2014, Sysmex conducted a two-for-one split on shares of common stock. Year-end dividends for fiscal year ended March 31, 2014, are indicated at the amounts prior to the stock split.

## 3. Business Forecast for the Year Ending March 31, 2015

(\% changes as compared with the corresponding period of the previous fiscal year)

|  | Net Sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share (Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Six months ending Sep. 30, 2014 | 100,000 | 18.9\% | 16,000 | 16.7\% | 16,000 | 14.7\% | 10,000 | 16.4\% | 48.26 |
| Year ending Mar. 31, 2015 | 210,000 | 13.8\% | 36,000 | 9.5\% | 36,000 | 6.6\% | 22,000 | 6.9\% | 106.16 |

## Note:

Revision of business forecast for this period: No
On April 1, 2014, Sysmex conducted a two-for-one split on shares of common stock.

## 4. Other Information

(1) Changes in significant consolidated subsidiaries (which resulted in changes in scope of consolidation): No
(2) Application of special accounting policy for quarterly financial reporting: No
(3) Changes in accounting policies, accounting estimates and restatement of corrections

1) Changes in accounting policies resulting from the revision of the accounting standards and other regulations: Yes
2) Other changes in accounting policies: Yes
3) Changes in accounting estimates: No
4) Restatement of corrections: No

Note:
For details, please refer to " 3 ) Changes in accounting policies, accounting estimates or restatement of corrections" within " 2 . Items related to summary information (other information)" on page 4 of the attached materials.
(4) Number of shares outstanding (Ordinary shares)

1) Number of shares outstanding at the end of each fiscal period (including treasury stock): 207,690,032 shares as of Jun. 30, 2014; 207,553,632 shares as of Mar. 31, 2014
2) Number of treasury stock at the end of each fiscal period:

442,492 shares as of Jun. 30, 2014; 440,556 shares as of Mar. 31, 2014
3) Average number of outstanding stock for each period (cumulative):
$207,202,407$ shares as of Jun. 30, 2014; 206,578,784 shares as of Mar. 31, 2014
Note:
On April 1, 2014, Sysmex conducted a two-for-one split on shares of common stock. Consequently, "number of shares outstanding at the end of the fiscal period," "shares of treasury stock at the end of the fiscal period" and "average number of outstanding shares for the period" have been computed as if the stock split had been conducted at the beginning of the fiscal year ended March 31, 2014.

* Disclosure in relation to the status of the quarterly review process

This report of quarterly financial results is not subject to the quarterly review procedures of the Financial Instruments and Exchange Act. As of the time of disclosure of this report of quarterly financial results, the process of reviewing the quarterly financial statements in accordance with the Financial Instruments and Exchange Act had not been completed.

* Explanation regarding the appropriate use of forecasts of business results and other information

1. Due to changes in the number of shares outstanding and shares of treasury stock, net income per share has been revised in the consolidated earnings forecast announced on May 8, 2014. No other
figures in the earnings forecast have been revised.
2. The forecasts and future projections contained herein have been prepared on the basis of rational decisions given the information available as of the date of announcement of this document. These forecasts do not represent a commitment by the Company, and actual performance may differ substantially from forecasts for a variety of reasons. Please refer to "3. Explanations regarding consolidated financial forecast and future information" within "1. Financial Performance" on page 4 of the attachment to this document for cautionary statements concerning the conditions and performance forecasts that serve as the basis for these forecasts.
3. Supplementary financial materials (in Japanese and English) will be posted on the Sysmex website on Tuesday, August 5, 2014.
Content of Supplementary Materials
4. Financial performance ..... 1
1) Performance analysis ..... 1
2) Financial conditions analysis ..... 3
3) Consolidated financial forecast ..... 3
2 . Items related to summary information (other information) ..... 4
4) Changes in significant consolidated subsidiaries during the period under review ..... 4
5) Application of special accounting treatment for quarterly financial reporting ..... 4
6) Changes in accounting policies, accounting estimates or restatement of corrections ..... 4
3. Consolidated financial statements ..... 6
1) Consolidated balance sheets ..... 6
2) Consolidated statements of income and consolidated statements of comprehensive income ..... 8
Consolidated statements of income ..... 8
(Three months ended June. 30, 2014)
Consolidated statements of comprehensive income ..... 9
(Three months ended June. 30, 2014)
3) Consolidated statements of cash flows ..... 10
4) Notes to the consolidated financial statements ..... 11
(Notes related to the going concern assumption) ..... 11
(Notes in the event of significant changes in shareholders' equity) ..... 11
(Segment information) ..... 12

## 1. Financial Performance

1) Performance analysis

During the first three months of the fiscal year ending March 31, 2015, the Japanese economy continued its path to gradual recovery, despite the impact of some sluggishness in demand in reaction to the consumption tax hike. In general, overseas economies were characterized by ongoing recovery. In the United States, employment conditions continued to improve, and the corporate sector was in a moderate expansionary phase, leading to ongoing economic improvement. The European economy also sustained a slight ongoing recovery thanks to continued improvements centered on internal demand. In China, the economy trended upward, bolstered in part by government economic stimulus measures.

On the healthcare front, the Japanese government is positioning the healthcare industry as a pillar of its strategies for national growth, which is expected to invigorate healthcare-related industries going forward. In advanced countries in Europe and the United States, efforts are underway to curtail medical expenses and reform health insurance systems. In the United States, efforts to reduce the number of people without medical insurance are moving into high gear. In China, medical system reform that is underway, including to the medical insurance system, aims to build infrastructures that provide uniform medical services in cities and farming villages throughout the country. Therefore, although some causes for uncertainty remain, the foundations of healthcare-related demand remain solid.

Under these circumstances, the Sysmex Group has established i-Square, its new instrument factory in the city of Kakogawa, Hyogo Prefecture, increasing the Group's instrument manufacturing capacity to meet growing demand for in-vitro diagnostic (IVD) instruments in the Japanese and overseas markets.

We have completed factory expansions at two domestic affiliated companies, Sysmex Medica Co., Ltd., and Sysmex RA Co., Ltd., boosting the Sysmex Group's overall IVD instrument production capacity. With these factories, plus our existing Kakogawa Factory, we are transitioning to a four-factory structure that will gradually enable us to approximately triple our IVD instrument production capacity.

Sysmex has invested in RIKEN GENESIS Co., Ltd., a subsidiary of Toppan Printing Co., Ltd. Through this capital alliance, we will promote technological development to further improve the quality and efficiency of gene analysis testing. At the same time, we aim to accelerate initiatives targeting personalized medicine.

Net Sales by Destination

| (First Quarters of Fiscal Years to March 31) | FY2013 1Q |  | FY2014 1Q |  | YoY <br> (Previous period $=100$ ) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount (Millions of Yen) | Percentage of Total (\%) | Amount (Millions of Yen) | Percentage of Total (\%) |  |
| Japan | 7,734 | 19.6 | 7,567 | 16.2 | 97.8 |
| Americas | 8,282 | 20.9 | 10,731 | 23.0 | 129.6 |
| EMEA | 12,048 | 30.5 | 15,052 | 32.2 | 124.9 |
| China | 8,557 | 21.6 | 10,216 | 21.8 | 119.4 |
| Asia Pacific | 2,924 | 7.4 | 3,170 | 6.8 | 108.4 |
| Overseas subtotal | 31,812 | 80.4 | 39,170 | 83.8 | 123.1 |
| Total | 39,547 | 100.0 | 46,737 | 100.0 | 118.2 |

In Japan, capital investments by large-scale healthcare institutions were firm, and we continued with solution-proposal efforts. Although sales in the hematology field were down, sales centered on the hemostasis field were solid. As a result, sales in Japan during the first three months of the
fiscal year amounted to $¥ 7,567$ million, down $2.2 \%$ year on year.
In overseas markets, we made progress in the strengthening of sales and support structures and the provision of solutions, leading to higher sales of instruments centered on the field of hematology. Sales of reagents also rose solidly, benefiting from an increase in the installed instrument base. These factors caused the Sysmex Group's overseas sales to surge $23.1 \%$ year on year, to $¥ 39,170$ million. The overseas sales ratio accordingly rose 3.4 percentage points, to $83.8 \%$.

As a result, during the first three months of the fiscal year the Group recorded consolidated net sales of $¥ 46,737$ million, up $18.2 \%$ year on year. Operating income rose $83.3 \%$, to $¥ 8,763$ million; ordinary income grew $68.2 \%$, to $¥ 8,507$ million; and net income increased $69.2 \%$, to $¥ 5,187$ million.

## Performance by segment

(1) Japan

We continued to persevere in promoting solution proposals, and although sales were down in the hematology field, overall sales in the segment rose $2.2 \%$, to $¥ 7,994$ million, focusing on increased sales in the hemostasis field and export sales.

On the profit front, such factors as the expansion of export sales to Group companies and higher trademark royalty income led to a $101.6 \%$ surge in segment profit (operating income), to $¥ 5,140$ million.
(2) Americas.

In the United States, sales of instruments were up, particularly in the hematology field, and an increase the installed instrument base led to higher sales of reagents and support services, pushing up sales in the country. In Central and South America, sales expanded in Mexico and Colombia, boosting sales in the Americas region $26.6 \%$ year on year, to $¥ 10,345$ million.

Segment profit (operating income) soared $187.4 \%$, to $¥ 999$ million, as the effect of higher sales outpaced the increase in operating expenses.

## (3) EMEA

Sales rose in the United Kingdom, France and Germany, and in Turkey sales benefited from our commencement of direct sales and support services. Also, sales expanded in Saudi Arabia and the United Arab Emirates. Accordingly, segment sales were robust, notably in the hematology field, growing $24.2 \%$, to $¥ 14,981$ million.

Segment profit (operating income), however, fell $47.5 \%$, to $¥ 1,142$ million, due to higher payments of Group trademark royalties and rising operating expenses accompanying business expansion.
(4) China

In this market, sales remained sluggish in some areas. However, sales of instruments grew, particularly in the hematology field, and sales of reagents were firm as a result of a greater installed instrument base. Segment sales accordingly grew $19.4 \%$, to $¥ 10,215$ million.
Segment profit (operating income) expanded $76.9 \%$, to $¥ 1,701$ million, as higher sales more than compensated for the increased operating expenses accompanying efforts to reinforce the sales structure.

## (5) Asia Pacific

Instrument sales increased in Australia and India, where we have enhanced our direct sales and support services. However, ongoing political unrest resulted in sluggish sales in Thailand. In Myanmar, sales were down in comparison with the first quarter of the preceding fiscal year, when we won a project bid from a government-affiliated entity. Due to these factors, sales in this segment were up $9.0 \%$, to $¥ 3,199$ million.

Segment profit (operating income) dropped $46.2 \%$, to $¥ 183$ million, as operating expenses expanded to cover the building of sales and support structures.
2) Financial conditions analysis
(1) Assets, liabilities and net assets

As of June 30,2014 , total assets amounted to $¥ 203,938$ million, down $¥ 6,820$ million from March 31, 2014. The primary reasons were decreases of $¥ 6,347$ million in cash and deposits and $¥ 4,914$ million in trade notes and accounts receivable, while investments and other assets expanded $¥ 2,610$ million.

Meanwhile, total liabilities were down $¥ 7,502$ million, to $¥ 57,006$ million. The main reasons for this fall were decreases of $¥ 1,091$ million in trade notes and accounts payable, $¥ 4,508$ million in income taxes payable and $¥ 2,082$ million in provision for bonuses.

Total net assets came to $¥ 146,932$ million at June 30,2014 , up $¥ 681$ million from their level on March 31, 2014. The principal reasons for the increase were rises of $¥ 238$ million in the valuation difference on available-for-sale securities and $¥ 1,575$ million in retained earnings, while the foreign currency translation adjustment fell $¥ 1,381$ million. The equity ratio as of June 30, 2014, was $71.8 \%$, up 2.6 percentage points from the $69.2 \%$ recorded as of March 31, 2014.

## (2) Cash flows

As of June 30, 2014, cash and cash equivalents amounted to $¥ 30,259$ million, down $¥ 6,288$ million from March 31, 2014.

Cash flows from various activities during the first three months of the fiscal year are described in more detail below.

## (Operating cash flows)

Net cash provided by operating activities was $¥ 3,763$ million, $¥ 1,049$ million more than in the same period of the preceding fiscal year. As principal factors, income before income taxes provided $¥ 8,501$ million, $¥ 3,527$ million more than in the first three months of the preceding fiscal year, and the decrease in trade notes and accounts receivable provided $¥ 4,519$ million, $¥ 1,348$ million less. However, the increase in inventories used $¥ 1,433$ million, compared with $¥ 52$ million provided in the same period of the preceding year; the decrease in trade notes and accounts payable used $¥ 1,079$ million, $¥ 2,831$ million less than in the same period of the previous year, and income taxes paid used $¥ 6,949$ million, a $¥ 2,600$ million increase.

## (Investing cash flow)

Net cash used in investing activities was $¥ 5,348$ million, $¥ 2,491$ million less than in the same period of the preceding fiscal year. Among major factors were purchases of property, plant and equipment, which used $¥ 2,235$ million, down $¥ 1,255$ million. Also, purchases of investment securities, which was absent in the first three months of the preceding fiscal year, used $¥ 2,199$ million. Furthermore, the purchase of investments in subsidiaries of $¥ 3,620$ million, present in the first quarter of the preceding fiscal year, was absent during the first quarter under review.

## (Financing cash flow)

Net cash used in financing activities amounted to $¥ 4,282$ million, $¥ 2,251$ million more than in the same period of the previous fiscal year. This was mainly due to a net decrease in short-term loans payable of $¥ 1,000$ million, $¥ 985$ million more than in the first quarter of the preceding year, and cash dividends paid of $¥ 3,417$ million, which used $¥ 1,044$ more in cash than in the first three months of the preceding fiscal year.
3) Consolidated financial forecast

During the first three months of the fiscal year ending March 31, 2015, both net sales and income were up year on year. As we expect performance from the second quarter onward to be in line with our initial forecast, we maintain unchanged the consolidated performance forecasts we announced on May 8, 2014, for both the first six months and the full fiscal year.

## 2. Items related to summary information (other information)

1) Changes in significant consolidated subsidiaries during the period under review Nothing to report.
2) Application of special accounting treatment for quarterly financial reporting Nothing to report.
3) Changes in accounting policies, accounting estimates or restatement of corrections (Changes in accounting methods)
(Application of Accounting Standard for Retirement Benefits)
From the first quarter of the fiscal year ending March 31, 2015, the Company has applied the "Accounting Standard for Retirement Benefits" (ASBJ Statement No. 26, May 17, 2012) and the "Guidance on Accounting Standard for Retirement Benefits" (ASBJ Guidance No. 25, May 17, 2012), excluding, however, the provisions found in the body text of Paragraph 35 of the Accounting Standard for Retirement Benefits and Paragraph 67 of the Guidance on Accounting Standard for Retirement Benefits. Accordingly, the Company revised its method of accounting for liabilities for retirement benefits and service costs, changing its method of attributing expected retirement benefits to periods from a point basis to a benefit formula basis. Also, the method of determining the discount rate has been changed from one of using as the basis for calculation the yield on bonds for a number of years corresponding closely to the average remaining service period of employees to a method based on a single weighted average discount period reflecting each expected period for payment of retirement benefits and expected amount of benefits paid.

Regarding the application of the Accounting Standard for Retirement Benefits, in accordance with the transitional treatment stipulated in Paragraph 37, from the beginning of the first quarter of the fiscal year under review the amount of change resulting from the method of calculating liabilities for retirement benefits and service costs is added to or deducted from retained earnings.

As a result, liabilities related to retirement benefits increased $¥ 303$ million at the beginning of the first quarter of the fiscal year under review, and retained earnings fell $¥ 195$ million. During the first quarter, the effect on operating income, ordinary income and income before income taxes was slight.

## (After-sales service expense)

In the past, expenses related to after-sales service on instruments have been recorded as selling, general and administrative expenses. This has been changed from the first quarter under review to the method of recording these expenses in cost of sales.

This change was made to reflect the fact that increasing customer demand has made after-sales services a more material part of sales. Furthermore, during the first quarter under review the Company introduced a new system for calculating expenses related to after-sales service, thereby clarifying the relationship between sales and cost of sales and allowing gross profit to be described more clearly. Accordingly, we have adopted this approach in order to state gross profit more appropriately.

As the Company adopted this new system for calculating after-sales services consistently across the Group at the start of the first quarter under review, and as gathering sufficient information to apply this method to the first quarter of the fiscal year ended March 31, 2014, is problematic, this methodology has not been applied retroactively. Rather, the approach is applied only to financial statements from the first quarter under review. As no after-sales services were in progress as of March 31, 2014, this change had no effect on the retained earnings category of net assets.

Compared with the previous method, the effects of adopting this method on the consolidated statements of income for the first quarter of the fiscal year under review include $¥ 3,004$ million higher cost of sales and $¥ 3,004$ million lower amounts for gross profit and selling, general and
administrative expenses. However, operating income, ordinary income and income before income taxes and minority interests were not affected.
(Transport costs for delivering products to customers)
In the past, the Company and some of its consolidated subsidiaries recorded the cost of transporting products that had been sold to customers under selling, general and administrative expenses, while other subsidiaries recorded these costs within cost of sales. From the first quarter under review, we have adopted consistently throughout the Group the practice of recording these costs in cost of sales.

This change is one aspect of the Company's efforts to reform its product supply process to handle the increase in overseas business. This change coincides with the introduction during the first quarter under review of revised terms of trade between the parent company and subsidiaries. After taking into consideration the origin of transport costs and the method of handling them, the decision was made to include transport costs in cost of sales in order to reflect corporate conditions more appropriately in the financial statements.

This change in accounting policy has been applied retroactively, and the consolidated financial statements for the same quarter of the preceding fiscal year reflect this retroactive application.

As a result, the effects of adopting this method on the consolidated statements of income for the first quarter of the fiscal year ended March 31, 2014, were to increase cost of sales $¥ 257$ million and reduce gross profit and selling, general and administrative expenses by $¥ 257$ million. This change had no effect on operating income, ordinary income or income before income taxes and minority interests for the first quarter of the fiscal year ended March 31, 2014. Furthermore, this change of accounting method had no cumulative effect from periods prior to those shown.
3. Consolidated financial statements

1) Consolidated Balance Sheets
(Unit: Millions of Yen)

| Items | As of Mar. 31, 2014 | As of Jun. 30, 2014 |
| :---: | :---: | :---: |
|  | Amount | Amount |
| (Assets) |  |  |
| Current assets |  |  |
| Cash and deposits | 36,698 | 30,350 |
| Notes and accounts receivable-trade | 45,514 | 40,600 |
| Short-term investment securities | 131 | 158 |
| Merchandise and finished goods | 21,242 | 22,227 |
| Work in process | 1,725 | 2,051 |
| Raw materials and supplies | 4,351 | 4,385 |
| Others | 17,048 | 16,691 |
| Allowance for doubtful accounts | (889) | (853) |
| Total current assets | 125,823 | 115,613 |
| Noncurrent assets |  |  |
| Property, plant and equipment |  |  |
| Buildings and structures, net | 18,855 | 22,464 |
| Others | 34,918 | 32,659 |
| Total Property, plant and equipment | 53,774 | 55,123 |
| Intangible assets |  |  |
| Goodwill | 13,115 | 12,530 |
| Others | 10,742 | 10,757 |
| Total Intangible assets | 23,858 | 23,287 |
| Total Investments and other assets | 7,303 | 9,914 |
| Total Noncurrent assets | 84,935 | 88,325 |
| Total assets | 210,758 | 203,938 |
| (Liabilities) |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 13,263 | 12,171 |
| Short-term loans payable | 1,050 | 47 |
| Income taxes payable | 7,699 | 3,190 |
| Provision for bonuses | 5,047 | 2,965 |
| Provision for directors' bonuses | 269 | 68 |
| Provision for product warranties | 291 | 345 |
| Others | 26,386 | 27,686 |
| Total current liabilities | 54,010 | 46,477 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 105 | 98 |
| Provision for directors' retirement benefits | 102 | 102 |
| Net defined benefit liabilities | 631 | 874 |
| Others | 9,658 | 9,453 |
| Total Noncurrent liabilities | 10,498 | 10,529 |
| Total liabilities | 64,508 | 57,006 |

(Unit: Millions of Yen)

| Items | As of Mar. 31, 2014 | As of Jun. 30, 2014 |
| :---: | :---: | :---: |
|  | Amount | Amount |
| (Net assets) |  |  |
| Shareholders' equity |  |  |
| Capital stock | 10,243 | 10,339 |
| Capital surplus | 15,183 | 15,279 |
| Retained earnings | 109,976 | 111,551 |
| Treasury stock | (270) | (276) |
| Total shareholders' equity | 135,133 | 136,894 |
| Accumulated other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 1,134 | 1,372 |
| Deferred gains or losses on hedges | - | 2 |
| Foreign currency translation adjustment | 8,652 | 7,271 |
| Remeasurements of defined benefit plans | 836 | 780 |
| Total accumulated other comprehensive income | 10,623 | 9,426 |
| Subscription rights to shares | 493 | 610 |
| Minority interests | 0 | 0 |
| Total net assets | 146,250 | 146,932 |
| Total liabilities and net assets | 210,758 | 203,938 |

(Note) fractions of one million yen are rounded off
2) Consolidated Statements of Income (Three months ended June. 30, 2014)

| Items | (Unit: Millions of Yen) |  |
| :---: | :---: | :---: |
|  | Three monts ended Jun. 30, 2013 | Three monts ended Jun. 30, 2014 |
|  | Amount | Amount |
| Net sales | 39,547 | 46,737 |
| Cost of sales | 15,186 | 18,882 |
| Gross profit | 24,360 | 27,855 |
| Selling, general and administrative expenses | 19,580 | 19,092 |
| Operating income | 4,780 | 8,763 |
| Non-operating income |  |  |
| Interest income | 37 | 37 |
| Dividends income | 22 | 37 |
| Foreign exchange gains | 238 | - |
| Others | 28 | 40 |
| Total non-operating income | 326 | 115 |
| Non-operating expenses |  |  |
| Interest expenses | 7 | 6 |
| Equity in losses of affiliates | 26 | 0 |
| Foreign exchange losses | - | 338 |
| Others | 16 | 25 |
| Total non-operating expenses | 49 | 371 |
| Ordinary income | 5,057 | 8,507 |
| Extraordinary profits |  |  |
| Gain on sales of noncurrent assets | 1 | 4 |
| Total extraordinary profits | 1 | 4 |
| Extraordinary loss |  |  |
| Loss on sales and retirement of noncurrent assets | 38 | 10 |
| Loss on valuation of investment securities | 46 | - |
| Total extraordinary loss | 84 | 10 |
| Income before income taxes and minority interest | 4,974 | 8,501 |
| Income taxes-current | 1,525 | 2,552 |
| Income taxes-deferred | 382 | 761 |
| Total income taxes | 1,908 | 3,313 |
| Income before minority interests | 3,066 | 5,187 |
| Minority interest | (0) | - |
| Net income | 3,066 | 5,187 |

(Note) fractions of one million yen are rounded off

Consolidated Statements of Comprehensive Income (Three months ended June. 30, 2014)
(Unit: Millions of Yen)

| Items | Three months ended Jun. 30, 2013 | Three months ended Jun. 30, 2014 |
| :---: | :---: | :---: |
| Income before minority interests | 3,066 | 5,187 |
| Other comprehensive income |  |  |
| Valuation difference on available-for-sale securities | 22 | 238 |
| Deferred gains or losses on hedges | - | 2 |
| Foreign currency translation adjustment | 2,563 | $(1,381)$ |
| Remeasurements of defined benefit plans | - | (55) |
| Total other comprehensive income | 2,585 | $(1,196)$ |
| Comprehensive income | 5,651 | 3,991 |
| Comprehensive income attributable to owners of the parent | 5,651 | 3,991 |
| Comprehensive income attributable to minority interests | (0) | (0) |

(Note) fractions of one million yen are rounded off

Items

Three months ended Jun. 30, 2013

Three months ended Jun. 30, 2014

| Net cash provided by (used in) operating activities |  |  |
| :---: | :---: | :---: |
| Income before income taxes | 4,974 | 8,501 |
| Depreciation and amortization | 2,334 | 2,709 |
| Decrease (increase) in notes and accounts receivable-trade | 5,867 | 4,519 |
| Decrease (increase) in inventories | 52 | $(1,433)$ |
| Increase (decrease) in notes and accounts payable-trade | $(3,910)$ | $(1,079)$ |
| Others | $(2,315)$ | $(2,574)$ |
| Subtotal | 7,004 | 10,643 |
| Interest and dividends received | 60 | 70 |
| Interest expenses paid | (2) | (1) |
| Income taxes paid | $(4,348)$ | $(6,949)$ |
| Net cash provided by (used in) operating activities | 2,713 | 3,763 |
| Net cash provided by (used in) investment activities |  |  |
| Purchase of property, plant and equipment | $(3,490)$ | $(2,235)$ |
| Purchase of intangible assets | (621) | (810) |
| Purchase of investment securities | - | $(2,199)$ |
| Cash flow from equity investment in subsidiaries | $(3,620)$ | - |
| Others | (107) | (103) |
| Net cash provided by (used in) investment activities | $(7,840)$ | $(5,348)$ |
| Net cash provided by (used in) financing activities |  |  |
| Net increase (decrease) in short-term loans payable | (14) | $(1,000)$ |
| Repayment of long-term loans payable | (1) | (6) |
| Cash dividends paid | $(2,373)$ | $(3,417)$ |
| Others | 358 | 140 |
| Net cash provided by (used in) financing activities | $(2,031)$ | $(4,282)$ |
| Effect of exchange rate change on cash and cash equivalents | 1,043 | (419) |
| Net increase (decrease) in cash and cash equivalents | $(6,113)$ | $(6,288)$ |
| Cash and cash equivalents at beginning of term | 34,306 | 36,547 |
| Cash and cash equivalents at end of term | 28,193 | 30,259 |

(Note) fractions of one million yen are rounded off
4) Notes to the consolidated financial statements (Notes related to the going concern assumption) Nothing to report
(Notes in the event of significant changes in shareholders' equity)
Nothing to report
(Segment Information)
I. Information on sales and income by geographic segment reported

1. Three months ended June 30, 2013

| (Unit: Millions of Yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Americas | EMEA | China | Asia Pacific | Total | Reconcilia tions ${ }^{1}$ | Consolidated ${ }^{2}$ |
| Sales |  |  |  |  |  |  |  |  |
| Outside sale | 7,822 | 8,171 | 12,063 | 8,555 | 2,934 | 39,547 | - | 39,547 |
| Intersegme nt sales | 12,891 | 2 | 211 | 1 | 41 | 13,147 | $(13,147)$ | - |
| Total sales | 20,714 | 8,173 | 12,274 | 8,556 | 2,976 | 52,695 | $(13,147)$ | 39,547 |
| Segment income | 2,549 | 347 | 2,173 | 961 | 341 | 6,374 | $(1,593)$ | 4,780 |

Note:

1. Segment income reconciliations of a negative $¥ 1,593$ million include $¥ 25$ million for the elimination of intersegment transfers, a negative $¥ 1,520$ million in inventory adjustments and a negative $¥ 99$ million in adjustments for noncurrent assets.
2. Segment income is adjusted to operating income on the consolidated statements of income.
3. Information related to impairment losses on noncurrent assets or goodwill attributable to reportable segments
(Significant changes in goodwill amounts)
In the Asia Pacific segment, during the first quarter the Company acquired $100 \%$ of the shares of its distributor in South Korea, converting this company to a subsidiary. The associated increase in goodwill was $¥ 2,383$ million.
4. Items related to changes in reportable segments

Nothing to report.
II. Information on sales and income by geographic segment reported

1. Three months ended June 30, 2014

| (Unit: Millions of Yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Americas | EMEA | China | Asia <br> Pacific | Total | Reconcilia tions ${ }^{1}$ | Consolidated ${ }^{2}$ |
| Sales |  |  |  |  |  |  |  |  |
| Outside sale | 7,994 | 10,345 | 14,981 | 10,215 | 3,199 | 46,737 | - | 46,737 |
| Intersegme nt sales | 17,018 | 43 | 277 | 1 | 38 | 17,379 | $(17,379)$ | - |
| Total sales | 25,013 | 10,389 | 15,259 | 10,216 | 3,238 | 64,117 | $(17,379)$ | 46,737 |
| Segment income | 5,140 | 999 | 1,142 | 1,701 | 183 | 9,167 | (404) | 8,763 |

Notes:

1. Segment income reconciliations of a negative $¥ 404$ million include $¥ 23$ million for the elimination of intersegment transfers, a negative $¥ 469$ million in inventory adjustments and a negative $¥ 42$ million in adjustments for noncurrent assets.
2. Segment income is adjusted to operating income on the consolidated statements of income.
3. Information related to impairment losses on noncurrent assets or goodwill attributable to reportable segments

Nothing to report.
3. Items related to changes in reportable segments

As is mentioned in the description of changes in accounting methods, due to the change during the first quarter of the method of calculating liabilities for retirement benefits and service costs. The effect of this change on segment income for the first quarter is slight.

