

3Q FY 3/2013 Summary of Consolidated Financial Results

January 30, 2013

Company Name **Wacom Co., Ltd.**

(Code Number: 6727 TSE1)

(URL <http://wacom.jp/en/company/outline>)

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Preparation of Supplemental Explanatory Material for Financial Results: Yes

Holding of Large Meeting for Financial Results: No

1. 3Q FY 3/13 Consolidated Financial Results (April 1, 2012 – December 31, 2012)

(1) Business Performance (Consolidated)

(Round off to mY)

| | Sales | | Operating Profit | | Recurring Profit | | Net Profit | |
|------------|--------|------|------------------|-------|------------------|-------|------------|-------|
| | mY | % | mY | % | mY | % | mY | % |
| 3Q FY 3/13 | 41,930 | 50.9 | 5,802 | 112.6 | 5,637 | 113.1 | 3,594 | 118.8 |
| 3Q FY 3/12 | 27,786 | 10.1 | 2,729 | 4.3 | 2,646 | -5.4 | 1,643 | -5.4 |

(Note) Comprehensive income 3Q FY 3/13 4,073 mY (325.3%) 3Q FY 3/12 958 mY (10.3%)

| | Net Profit per Share Outstanding | | Net Profit per Diluted Share Outstanding | |
|------------|----------------------------------|-----|--|-----|
| | Yen | Sen | Yen | Sen |
| 3Q FY 3/13 | 9,028.73 | | 8,994.14 | |
| 3Q FY 3/12 | 4,109.43 | | 4,105.28 | |

(2) Financial Position (Consolidated)

| | Total Assets | Net Assets | Capital Ratio | Net Assets per Share | |
|------------|--------------|------------|---------------|----------------------|-----|
| | mY | mY | % | Yen | Sen |
| 3Q FY 3/13 | 41,734 | 21,982 | 52.5 | 54,872.61 | |
| FY 3/12 | 34,129 | 18,918 | 55.2 | 47,350.46 | |

(For Ref.) Capital: 3Q FY3/13 21,890 mY FY 3/12 18,827 mY

2. Dividend

| (Record date) | Dividend Per Share | | | | |
|---------------------|--------------------|---------|---------|-----------|----------|
| | 1Q | 2Q | 3Q | End of FY | FY Total |
| | Yen Sen | Yen Sen | Yen Sen | Yen Sen | Yen Sen |
| FY 3/12 | - | 0.00 | - | 3,000.00 | 3,000.00 |
| FY 3/13 | - | 0.00 | | | |
| FY 3/13 (estimates) | | 0.00 | - | 4,000.00 | 4,000.00 |

Changes in dividend per share forecast of FY 3/13 : No

3. Consolidated Business Forecasts of FY 3/13 (April 1, 2012 – March 31, 2013)

| | Sales | | Operating Profit | | Recurring Profit | | Net Profit | | Net Profit Per Share Outstanding |
|-----------|--------|------|------------------|------|------------------|------|------------|-----|----------------------------------|
| | mY | % | mY | % | mY | % | mY | % | Yen Sen |
| Full Year | 62,500 | 53.5 | 7,800 | 91.8 | 7,600 | 95.3 | 4,800 | 120 | 12,032.10 |

Changes in consolidated business forecasts to the previous announcement: No

4. Other

- 1) Reclassification of significant subsidiaries during the period (Reclassification due to the change in scope of consolidation) : No
- 2) Adoption of special accounting policies for quarterly financial statements : Yes
- 3) Changes in accounting principles, procedures and methods of presentation in consolidated financial statements
 - Changes resulting from revisions in accounting standards : No
 - Changes other than those above : Yes
 - Changes resulting from accounting estimates : Yes
 - Changes resulting from restatements : No

4) Numbers of shares outstanding (Common stock)

Number of shares outstanding at end of year (Including treasury stock):

| | Shares | | Shares |
|------------|---------|---------|---------|
| 3Q FY 3/13 | 422,616 | FY 3/12 | 422,616 |

Number of treasury stock outstanding at end of year:

| | Shares | | Shares |
|------------|--------|---------|--------|
| 3Q FY 3/13 | 23,683 | FY 3/12 | 25,000 |

Number of average shares for fiscal period

| | Shares | | Shares |
|------------|---------|------------|---------|
| 3Q FY 3/13 | 398,075 | 3Q FY 3/12 | 399,755 |

* Regarding the implementation of review procedures

These financial results are not subject to review procedures. Thus, at the time of disclosure of these financial results, the financial statement review procedures based on "Financial Instruments and Exchange Law" have not been completed.

* Forward-looking statements regarding future events and performance contained in this presentation are based on currently available information and involve risks and uncertainties. Please note that actual results could materially differ from those expressed or implied by the forward-looking statements in this presentation due to these risks and uncertainties.

(Accompanying data)

Consolidated Balance Sheet (Summary), Consolidated Profit and Loss Statement (Summary), Consolidated Statement of Changes in Shareholder's Equity, Consolidated Cash Flow Statement (Summary), Segment Information (Summary), and Complementary Information

Qualitative information and financial statements

Consolidated business performance

(All comparisons are based on the same period of the previous fiscal year, unless otherwise stated)

Amounts for financial results are rounded to the closest million yen

Despite support in the domestic economy from reconstruction demand following the Great East Japan Earthquake, in the first nine months (April 1, 2012 to December 31, 2012) of the current fiscal year, growth slowed due to the prolonged debt crisis in Europe, the threat of the fiscal cliff in the U.S. and growing anti-Japanese sentiment in China. With regard to forex, the yen further strengthened temporarily in the middle of fiscal year; however, the trend reversed due to the expectation of monetary policy easing by the central bank following the new government in Japan in late 2012. Meanwhile, in the IT industry, there was rapid growth in new product categories, such as smartphones and tablets. Manufacturers ramped up efforts to grow market share as global OS makers developed and launched hardware.

In markets where Wacom Group participates, a number of trends have become evident. In Professional Products, we are seeing increased adoption of 3D technologies for industrial design by the automobile and home appliance industries, and usage for content creation in the movie and game industries. In Consumer Products, we are seeing a growing need for intuitive input-by-hand functions given the increased offering of tablets and e-book devices. We are also seeing increased demand for traditional uses such as illustrations, photo retouching and web design. In Business Products, the use of LCD pen tablet products is increasing with a growing demand for security improvement and paperless environments across a broad range of sectors, including pharmaceuticals, education and finance. Electronic settlement using digital signatures, in particular, is gaining attention as a remarkably effective way to improve information security and operational efficiency, while reducing document management costs. In our Component business, we are seeing increased utilization of pen or multi-touch technologies in smartphones, tablets and e-book readers using Google's Android OS. Moreover, Samsung's *Galaxy Note*, a smartphone incorporating our pen technologies, has established a new high-growth category. In addition, PC manufacturers launched new tablets based on *Windows 8*, Microsoft's next generation OS.

Against this background, Wacom Group aimed for further growth through active online marketing and sales activities, developing new products, expanding the product lineup for tablet devices and strengthening the development systems for pen applications. We also focused on enhancing our SCM system in Shanghai, China, developing a new ERP system in Asia and Oceania, and reforming offices to improve productivity and efficiency. The

Company has completed its new medium-term business plan, “WAP1215” (FY March 2014 to FY March 2016), that aims to enhance corporate value. For more information, please refer to “New Medium-Term Plan WAP1215” as of October 25, 2012 on our investor relations website.

As a result, consolidated net sales increased 50.9% to ¥41,930 million, operating profit increased 112.6% to ¥5,802 million, ordinary profit increased 113.1% to ¥5,637 million and net profit increased 118.8% to ¥3,594 million.

Segment results

As of the fiscal year under review, the name of the Tablet business segment has been changed to Brand business.

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1. Brand business

In the Brand business, sales increased as a result of robust growth in the *Cintiq* series and favorable sales of our *Bamboo Stylus* series. In Professional Products, sales grew due to the well-received July launches of *Cintiq 24HD* touch and *Cintiq 22HD*, both of which feature a wide format and full HD resolution display. Sales of *Intuos5*, our professional pen tablet, did not reach the level of the previous fiscal year due to inventory overhang of previous models in the beginning of the current fiscal year. In Consumer Products, the *Bamboo Stylus duo* for touch screens and paper was released in April, and the pocket-sized *Bamboo Stylus pocket* for touch screens was launched in September. In December, the *Bamboo Stylus feel* for *Wacom feel IT technologies* joined the series. Overall sales of Consumer Products progressed favorably, supported by growth in sales of *Bamboo Stylus* series and existing pen tablet models. In Business Products, sales decreased owing to poor sales of products in non-signature categories, although sales of the *STU* series of LCD signature tablets remained broadly in line with the previous fiscal year, and in comparison to sales generated by a large sales event held the previous fiscal year.

Looking at sales by region, in the U.S., sales increased in Consumer Products, despite a sales decrease in Business Products. In Europe, sales increased despite the significant appreciation of the yen against the Euro, supported by favorable performance of *Bamboo Stylus* series and *STU* series of signature tablets. In Japan, the slow growth of sales continued as the *Intuos5* fell short of expectations, and Business Products decreased despite favorable sales of the *Cintiq* series. In Asia and Oceania, sales increased supported by favorable growth of the *Cintiq* series, despite the impact of a fluctuating exchange rate.

As a result of the above, sales in the Brand business category for the nine-month period

ended December 31, 2012 increased 5.1% to ¥21,692 million, with operating profit increasing 3.8% to ¥3,870 million.

2. Component business

Sales during the nine-month period under review increased significantly, primarily due to commercial production of Wacom's pen sensor system. The component was adopted by Samsung for its *Galaxy Note 10.1* tablet in August and the *Galaxy Note II*, a new generation smartphone, in October, in addition to the first model of *Galaxy Note*. In new product development, our pen sensor system for tablets and notebook PCs on *Windows 8* was adopted by PC manufacturers such as Dell, Fujitsu, etc.

Reflecting the above initiatives and outcomes, sales in the Component business category for the nine-month period under review increased 192.0% to ¥19,793 million, with operating profit increasing 541.1% to ¥3,581 million.

3. Other business

In the Software business, sales increased owing to improved operating efficiency arising from stronger partnerships with major distributors, and to securing new projects.

As a result of the above, sales in the Other business category for the nine-month period under review increased 19.1% to ¥445 million, with operating profit decreasing 11.2% to ¥75 million.

Consolidated financial position

1. Assets, Liabilities, and Net Assets

Total assets as of December 31, 2012 increased by ¥7,604 million to ¥41,734 million compared to the end of the previous fiscal year. The main factors increasing assets were a ¥4,185 million increase in notes and accounts receivable, a ¥974 million increase in inventories and a ¥957 million increase in cash and cash equivalents.

Total liabilities as of December 31, 2012 increased by ¥4,540 million to ¥19,752 million compared to the end of the previous fiscal year, due in large part to ¥3,695 million in notes and accounts payable.

Total net assets increased by ¥3,064 million to ¥21,982 million, due in large part to ¥3,594 million in net profit. Factors decreasing net assets included a ¥1,193 million dividend payment.

2. Cash Flow

Consolidated cash and cash equivalents for the nine-month period ended December 31, 2012 totaled ¥12,927 million, an increase of ¥957 million from the end of the previous fiscal year (compared to a ¥849 million decrease over the same previous fiscal period).

(Cash Flow from Operating Activities)

Cash gained in operating activities during the nine-month period ended December 31, 2012 was ¥2,774 million (compared to ¥2,206 million generated in the same previous fiscal period). The increase was due to a ¥5,638 million increase in net profit before tax and a ¥3,521 increase in accounts payable, despite a ¥4,867 million increase in accounts receivable and a ¥1,978 million income tax payment.

(Cash Flow from Investing Activities)

Cash flow from investing activities during the nine-month period ended December 31, 2012 was ¥1,122 million (compared to ¥1,083 million used in the same previous fiscal period), due in large part to the purchase of ¥1,071 million in fixed assets.

(Cash Flow from Financing Activities)

Cash flow used in financing activities during the nine-month period ended December 31, 2012 was ¥1,057 million (compared to ¥1,627 million used in the same previous fiscal period). The primary contributing factor was a ¥1,193 million payment of dividends to shareholders.

Consolidated results forecast

Wacom revised the consolidated results forecast released on October 19, 2012. Please refer to “Revisions of business forecast and dividend forecast for FY12” dated January 23, 2013 for more detail.

(Accompanying data)

1. Summary of Consolidated Balance Sheet

(Unit: '000 Yen)

| Subject | FY 3/12 (as of Mar. 31, 2012) | 3Q FY3/13 (as of Dec. 31, 2012) |
|---|----------------------------------|------------------------------------|
| | Amount | Amount |
| (Assets) | | |
| Current Assets | | |
| 1. Cash and Cash Equivalents | 11,969,873 | 12,927,178 |
| 2. Notes and Accounts Receivable | 7,174,640 | 11,359,803 |
| 3. Merchandise and Finished Products | 3,887,185 | 4,287,756 |
| 4. Work in Process | 377,985 | 376,182 |
| 5. Raw Materials and Supplies | 812,756 | 1,388,094 |
| 6. Others | 3,284,057 | 4,315,591 |
| 7. Allowance for Doubtful Accounts | -16,480 | -18,361 |
| Total Current Assets | 27,490,016 | 34,636,243 |
| Fixed Assets | | |
| 1. Tangible Fixed Assets | | |
| (1) Buildings and Facilities (net amount) | 1,577,106 | 1,708,124 |
| (2) Others (net amount) | 2,040,006 | 2,431,827 |
| Total Tangible Fixed Assets | 3,617,112 | 4,139,951 |
| 2. Intangible Fixed Assets | | |
| (1) Goodwill | 46,905 | 30,669 |
| (2) Others | 2,430,256 | 2,364,614 |
| Total Intangible Fixed Assets | 2,477,161 | 2,395,283 |
| 3. Investment and Other Assets | | |
| (1) Others | 560,970 | 576,297 |
| (2) Allowance for Doubtful Accounts | -15,861 | -13,964 |
| Total Investment and Other Assets | 545,109 | 562,333 |
| Total Fixed Assets | 6,639,382 | 7,097,567 |
| Total Assets | 34,129,398 | 41,733,810 |

(Unit: '000 Yen)

| Subject | FY 3/12 (as of Mar. 31, 2012) | 3Q FY3/13 (as of Dec. 31, 2012) |
|--|----------------------------------|------------------------------------|
| | Amount | Amount |
| (Liabilities) | | |
| Current Liabilities | | |
| 1. Notes and Accounts Payable | 8,307,536 | 12,002,161 |
| 2. Short-term Debt | 600,000 | 600,000 |
| 3. Income Taxes Payable | 1,375,072 | 1,505,987 |
| 4. Provision for Bonuses | 613,708 | 560,428 |
| 5. Provision for Director's Bonuses | 89,174 | 123,082 |
| 6. Asset Retirement Obligations | 60,800 | 2,056 |
| 7. Others | 3,149,516 | 3,693,088 |
| Total Current Liabilities | 14,195,806 | 18,486,802 |
| Fixed Liabilities | | |
| 1. Provision for Retirement Benefits | 511,261 | 585,821 |
| 2. Asset Retirement Obligations | 15,495 | 76,793 |
| 3. Others | 488,941 | 602,371 |
| Total Fixed Liabilities | 1,015,697 | 1,264,985 |
| Total Liabilities | 15,211,503 | 19,751,787 |
| (Net Assets) | | |
| Shareholders' Equity | | |
| 1. Capital Stock | 4,203,469 | 4,203,469 |
| 2. Capital Surplus | 4,044,882 | 4,107,650 |
| 3. Retained Earnings | 14,776,193 | 17,177,457 |
| 4. Treasury Stock | -2,287,245 | -2,166,753 |
| Total Shareholders' Equity | 20,737,299 | 23,321,823 |
| Accumulated Comprehensive Income | | |
| 1. Valuation Difference on Available-for-Sale Securities | 8,443 | 16,464 |
| 2. Foreign Currency Translation Adjustments | -1,918,442 | -1,447,793 |
| Total Accumulated Comprehensive Income | -1,909,999 | -1,431,329 |
| Subscription Rights to Shares | 90,595 | 91,529 |
| Total Net Assets | 18,917,895 | 21,982,023 |
| Total Liabilities & Net Assets | 34,129,398 | 41,733,810 |

2. Consolidated Profit & Loss Statement

(Unit: '000 Yen)

| Subject | 3Q FY 3/12 (Apr. 1, 2011 to Dec. 31, 2011) | 3Q FY 3/13 (Apr. 1, 2012 to Dec. 31, 2012) |
|--|---|---|
| | Amount | Amount |
| Sales | 27,786,381 | 41,930,153 |
| Cost of Goods Sold | 14,960,867 | 24,644,471 |
| Gross Profit | 12,825,514 | 17,285,682 |
| Selling, General and Administrative Expenses | 10,096,877 | 11,483,489 |
| Operating Profit | 2,728,637 | 5,802,193 |
| Non-operating Revenue | | |
| 1. Interest and Dividend Income | 23,033 | 20,801 |
| 2. Others | 23,632 | 24,303 |
| Sub Total | 46,665 | 45,104 |
| Non-operating Expense | | |
| 1. Interest Cost | 5,738 | 4,435 |
| 2. Foreign Exchange Losses | 101,198 | 202,216 |
| 3 Others | 22,476 | 3,243 |
| Sub Total | 129,412 | 209,894 |
| Recurring Profit | 2,645,890 | 5,637,403 |
| Extraordinary Gain | | |
| 1. Gain on Sales of Fixed Assets | 1,015 | 1,756 |
| 2. Gain on Reversal of Subscription Rights to Shares | — | 1,771 |
| Sub Total | 1,015 | 3,527 |
| Extraordinary Loss | | |
| 1. Loss on Sales of Fixed Assets | 1,332 | 1,771 |
| 2. Loss on Disposal of Fixed Assets | 6,868 | 1,051 |
| 3. Loss on Withdrawal from Employees' Pension Fund | 131,175 | — |
| 4. Others | 18,684 | — |
| Sub Total | 158,059 | 2,822 |
| Net Profit before Taxes and Other Adjustments | 2,488,846 | 5,638,108 |
| Total of Income Tax, Inhabitant Tax and Enterprise Tax | 846,081 | 2,043,996 |
| Net Profit before Minority Interests Adjustments | 1,642,765 | 3,594,112 |
| Net Profit | 1,642,765 | 3,594,112 |

Consolidated Comprehensive Income Statement

(Unit: '000 Yen)

| Subject | 3Q FY 3/12 (Apr. 1, 2011 to Dec. 31, 2011) | 3Q FY 3/13 (Apr. 1, 2012 to Dec. 31, 2012) |
|--|---|---|
| | Amount | Amount |
| Income before Minority Interests | 1,642,765 | 3,594,112 |
| Other Comprehensive Income | | |
| 1. Valuation Difference on Available-for-Sale Securities | -1,295 | 8,021 |
| 2. Foreign Currency Translation Adjustment | -683,812 | 470,649 |
| Total Other Comprehensive income | -685,107 | 478,670 |
| Comprehensive Income | 957,658 | 4,072,782 |
| (Breakdown) | | |
| Comprehensive Income Attributable to Owners of the Parent | 957,658 | 4,072,782 |
| Comprehensive Income Attributable to Minority Interests | — | — |

3. Summary of Consolidated Cash Flow Statement

(Unit: '000 Yen)

| | 3Q FY 3/12 (Apr. 1, 2011 to Dec. 31, 2011) | 3Q FY 3/13 (Apr. 1, 2012 to Dec. 31, 2012) |
|---|---|---|
| | Amount | Amount |
| Operating Cash Flow | | |
| Net Profit Before Taxes and Other Adjustments | 2,488,846 | 5,638,108 |
| Depreciation | 737,591 | 809,306 |
| Share-based Compensation Expenses | 42,771 | 49,352 |
| Increase in Provisions (- represents decrease) | 19,195 | 40,833 |
| Increase Provision for Loss on Disaster (- represents decrease) | -49,736 | — |
| Increase Provision for Loss on Business Liquidation (- represents decrease) | -15,358 | — |
| Increase Provision for Withdrawal from Employees' Pension Fund (- represents decrease) | 131,175 | — |
| Interest and Dividend Income | -23,033 | -20,801 |
| Interest Cost | 5,738 | 4,435 |
| Decrease in Notes and Accounts Receivable (- represents increase) | -2,234,288 | -4,866,786 |
| Decrease in Inventory (- represents increase) | -1,223,022 | -673,046 |
| Increase in Notes and Accounts Payable (- represents decrease) | 2,609,611 | 3,521,399 |
| Others | 274,724 | 232,688 |
| Sub Total | 2,764,214 | 4,735,488 |
| Interest and Dividend Received | 23,033 | 20,874 |
| Interest Paid | -6,834 | -4,455 |
| Disaster Expense Paid | -18,246 | — |
| Business Liquidation Expense Paid | -15,358 | — |
| Income Taxes Paid | -540,708 | -1,978,333 |
| Operating Cash Flow | 2,206,101 | 2,773,574 |
| Investing Cash Flow | | |
| Payments for Purchase of Tangible Assets | -941,090 | -1,071,421 |
| Purchase of Investment Securities | -167,702 | — |
| Payments for Lease and Guarantee Deposits | -6,123 | -130,325 |
| Proceeds from Collection of Lease and Guarantee Deposits | 2,327 | 132,287 |
| Payments for Asset Retirement Obligations | — | -59,286 |
| Others | 29,416 | 7,177 |
| Investing Cash Flow | -1,083,172 | -1,121,568 |
| Financing Cash Flow | | |
| Proceeds from Stock Issuance | 14,049 | — |
| Purchase of Treasury Stock | -439,603 | — |
| Proceeds from Disposal of Treasury stock | — | 136,071 |
| Payments for Shareholders' Dividends | -1,201,045 | -1,193,147 |
| Financing Cash Flow | -1,626,599 | -1,057,076 |
| Effect of Exchange Rate Changes on Cash and Cash Equivalents | -345,764 | 362,375 |
| Net Increase in Cash and Cash Equivalents (- represents Decrease) | -849,434 | 957,305 |

| | | |
|--|------------|------------|
| Cash and Cash Equivalents at Beginning of Term | 10,454,820 | 11,969,873 |
| Cash and Cash Equivalents at End of Term | 9,605,386 | 12,927,178 |

4. Significant Change in Shareholders' Equity

The Company disposed treasury stock due to new shares-exercise of subscription rights to shares for 3Q FY 3/13. As a result, capital surplus increased by ¥ 62,768 thousand to ¥4,107,650 thousand and treasury stock decreased by ¥ 120,492 thousand (1,317 shares) to ¥2,166,753 thousand (23,683 shares) for 3Q FY 3/13.

5. Segment Information

The Company consists of “Brand business” and “Component business” as reportable segments and “Other businesses”.

3Q FY 3/12 (April 1, 2011 – December 31, 2011)

(Unit: '000 Yen)

| | Reportable Segments | | | Other business | Total | Adjustment (Note) | Amount of Quarterly Consolidated P/L |
|---|---------------------|--------------------|-------------------|----------------|-------------------|-------------------|--------------------------------------|
| | Brand business | Component business | Sub Total | | | | |
| Sales | | | | | | | |
| Sales towards external customers | 20,634,580 | 6,777,998 | 27,412,578 | 373,803 | 27,786,381 | — | 27,786,381 |
| Sales between internal segments and internal transfer | — | — | — | — | — | — | — |
| Total | 20,634,580 | 6,777,998 | 27,412,578 | 373,803 | 27,786,381 | — | 27,786,381 |
| Segment Profit or Loss (-) | 3,729,592 | 558,670 | 4,288,262 | 67,636 | 4,355,898 | -1,627,261 | 2,728,637 |

(Note) “Other businesses” consist of Software business.

The above “Adjustment” in “Segment Profit” is mainly the cost of financial and general affairs departments which are not included in the reportable segments. “Segment Profit” is adjusted for “Operating Profit”.

3Q FY 3/13 (April 1, 2012 – December 31, 2012)

(Unit: '000 Yen)

| | Reportable Segments | | | Other business | Total | Adjustment (Note) | Amount of Quarterly Consolidated P/L |
|---|---------------------|--------------------|-------------------|----------------|-------------------|-------------------|--------------------------------------|
| | Brand business | Component business | Sub Total | | | | |
| Sales | | | | | | | |
| Sales towards external customers | 21,692,361 | 19,792,684 | 41,485,045 | 445,108 | 41,930,153 | — | 41,930,153 |
| Sales between internal segments and internal transfer | — | — | — | — | — | — | — |
| Total | 21,692,361 | 19,792,684 | 41,485,045 | 445,108 | 41,930,153 | — | 41,930,153 |
| Segment Profit or Loss (-) | 3,870,491 | 3,581,497 | 7,451,988 | 75,206 | 7,527,194 | -1,725,001 | 5,802,193 |

(Note) “Other businesses” consist of Software business.

The above “Adjustment” in “Segment Profit” is mainly the cost of financial and general affairs departments which are not included in the reportable segments. “Segment Profit” is adjusted for “Operating Profit”.

(Changes in accounting principles)

We have adopted the straight-line method instead of the declining-balance method for depreciation in tangible fixed assets since 1Q FY3/13. The profit increases in each segment due to this change are followings: 112,564 thousand yen in Brand business, 50,633 thousand yen in Component business, 3,089 thousand yen in Other business, and 9,765 thousand yen in corporate functions of Adjustment.

FY2012 3Q Summary of Financial Results (Consolidated)
from April 1, 2012 to December 31, 2012

(1) Business Performance

| | FY2012 | | FY2011 | | YOY Change | | FY2012 | | FY2011 | | YOY Change | | | | | |
|---|-----------|--------|-----------|--------|------------|----------|--------|--------|---|--|---------------------|--|---------|--|-------|--|
| | 3Q Result | | 3Q Result | | Amount | | Ratio | | Full Year Forecast (Previous forecast) | | Full year Result | | Amount | | Ratio | |
| | mil JPY | | mil JPY | | mil JPY | | | | mil JPY (mil JPY) | | mil JPY | | mil JPY | | | |
| Sales | 41,930 | 27,786 | 14,144 | 50.9% | 62,500 | (55,700) | 40,706 | 21,794 | 53.5% | | | | | | | |
| Operating Profit (Operation Profit Margin) | 5,802 | 2,729 | 3,073 | 112.6% | 7,800 | (6,600) | 4,067 | 3,733 | 91.8% | | | | | | | |
| Recurring Profit (Recurring Profit Margin) | 5,637 | 2,646 | 2,991 | 113.1% | 7,600 | (6,600) | 3,892 | 3,708 | 95.3% | | | | | | | |
| Net Profit (Net Profit Margin) | 3,594 | 1,643 | 1,951 | 118.8% | 4,800 | (4,125) | 2,181 | 2,619 | 120.0% | | | | | | | |
| P/L FX rate (Average in the term) | | | | | | | | | | | | | | | | |
| (US Daller) | 80.43 | 79.17 | 1.26 | 1.6% | 81.61 | (77.58) | 79.30 | 2.31 | 2.9% | | | | | | | |
| (Euro) | 103.24 | 111.32 | -8.08 | -7.3% | 105.16 | (100.62) | 110.17 | -5.01 | -4.5% | | | | | | | |

Note) Each figure in () of FY2012 Full Year Forecast shows the previous forecast announced on October 19, 2012.

Note) Assumption of FX rate from February, 2013: 1USD=JPY85, 1EUR=JPY110

(2) Sales by Business Segment

| | FY2012 | | FY2011 | | YOY Change | | FY2012 | | FY2011 | | YOY Change | | | | | |
|--------------------|---------------|---------------|---------------|--------------|---------------|-----------------|---------------|---------------|---|--|---------------------|--|---------|--|-------|--|
| | 3Q Result | | 3Q Result | | Amount | | Ratio | | Full Year Forecast (Previous forecast) | | Full year Result | | Amount | | Ratio | |
| | mil JPY | | mil JPY | | mil JPY | | | | mil JPY (mil JPY) | | mil JPY | | mil JPY | | | |
| Brand business | 21,692 | 20,634 | 1,058 | 5.1% | 29,800 | (29,800) | 28,507 | 1,293 | 4.5% | | | | | | | |
| Component business | 19,793 | 6,778 | 13,015 | 192.0% | 32,100 | (25,300) | 11,683 | 20,417 | 174.8% | | | | | | | |
| Other businesses | 445 | 374 | 71 | 19.1% | 600 | (600) | 516 | 84 | 16.4% | | | | | | | |
| Total | 41,930 | 27,786 | 14,144 | 50.9% | 62,500 | (55,700) | 40,706 | 21,794 | 53.5% | | | | | | | |

Note) "Tablet business" has changed its name to "Brand business" from FY2012.

(3) Sales by Product Lines

| (by Subsidiaries) | FY2012 | | FY2011 | | YOY Change | | FY2012 | | FY2011 | | YOY Change | | | | | |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|---------------|---------------|---|--|---------------------|--|---------|--|-------|--|
| | 3Q Result | | 3Q Result | | Amount | | Ratio | | Full Year Forecast (Previous forecast) | | Full year Result | | Amount | | Ratio | |
| | mil JPY | | mil JPY | | mil JPY | | | | mil JPY (mil JPY) | | mil JPY | | mil JPY | | | |
| Brand business | 21,692 | 20,634 | 1,058 | 5.1% | 29,800 | (29,800) | 28,507 | 1,293 | 4.5% | | | | | | | |
| Professional Products | 11,202 | 10,774 | 428 | 4.0% | 15,500 | (15,750) | 15,381 | 119 | 0.8% | | | | | | | |
| Pen tablets | 6,836 | 6,937 | -101 | -1.5% | 9,420 | (9,540) | 10,044 | -624 | -6.2% | | | | | | | |
| (Japan) | 1,003 | 1,144 | -141 | -12.3% | | | 1,769 | | | | | | | | | |
| (U.S.) | 2,235 | 2,206 | 29 | 1.3% | | | 3,169 | | | | | | | | | |
| (Germany) | 2,096 | 2,093 | 3 | 0.1% | | | 3,115 | | | | | | | | | |
| (Asia-Oceania) | 1,502 | 1,494 | 8 | 0.5% | | | 1,991 | | | | | | | | | |
| LCD tablets | 4,366 | 3,837 | 529 | 13.8% | 6,080 | (6,210) | 5,337 | 743 | 13.9% | | | | | | | |
| (Japan) | 844 | 676 | 168 | 24.8% | | | 924 | | | | | | | | | |
| (U.S.) | 1,888 | 1,622 | 266 | 16.4% | | | 2,287 | | | | | | | | | |
| (Germany) | 1,084 | 1,136 | -52 | -4.5% | | | 1,536 | | | | | | | | | |
| (Asia-Oceania) | 550 | 403 | 147 | 36.2% | | | 590 | | | | | | | | | |
| Consumer Products | 8,570 | 7,634 | 936 | 12.3% | 11,410 | (11,030) | 10,138 | 1,272 | 12.6% | | | | | | | |
| (Japan) | 1,729 | 1,625 | 104 | 6.4% | | | 2,169 | | | | | | | | | |
| (U.S.) | 2,637 | 2,122 | 515 | 24.3% | | | 2,844 | | | | | | | | | |
| (Germany) | 2,935 | 2,555 | 380 | 14.9% | | | 3,394 | | | | | | | | | |
| (Asia-Oceania) | 1,269 | 1,332 | -63 | -4.7% | | | 1,731 | | | | | | | | | |
| Business tablets | 1,920 | 2,226 | -306 | -13.7% | 2,890 | (3,020) | 2,988 | -98 | -3.3% | | | | | | | |
| (Japan) | 732 | 814 | -82 | -10.0% | | | 1,154 | | | | | | | | | |
| (U.S.) | 293 | 595 | -302 | -50.8% | | | 706 | | | | | | | | | |
| (Germany) | 719 | 622 | 97 | 15.6% | | | 854 | | | | | | | | | |
| (Asia-Oceania) | 176 | 195 | -19 | -9.8% | | | 274 | | | | | | | | | |
| Component business | 19,793 | 6,778 | 13,015 | 192.0% | 32,100 | (25,300) | 11,683 | 20,417 | 174.8% | | | | | | | |
| (Japan) | 19,775 | 6,720 | 13,055 | 194.3% | | | 11,622 | | | | | | | | | |
| (U.S.) | 16 | 49 | -33 | -69.1% | | | 52 | | | | | | | | | |
| (Germany) | 2 | 9 | -7 | -75.2% | | | 9 | | | | | | | | | |
| Other businesses | 445 | 374 | 71 | 19.1% | 600 | (600) | 516 | 84 | 16.4% | | | | | | | |
| CAD for electrical engineering | 445 | 374 | 71 | 19.1% | | | 516 | | | | | | | | | |
| (Japan) | 445 | 374 | 71 | 19.1% | | | 516 | | | | | | | | | |
| Total | 41,930 | 27,786 | 14,144 | 50.9% | 62,500 | (55,700) | 40,706 | 21,794 | 53.5% | | | | | | | |

(4) Sales by Subsidiaries

| | FY2012 | | FY2011 | | YOY Change | | FY2012 | | FY2011 | | YOY Change | | | | | |
|--------------|---------------|---------------|---------------|--------------|---------------|--|---------------|---------------|-----------------------|--|---------------------|--|---------|--|-------|--|
| | 3Q Result | | 3Q Result | | Amount | | Ratio | | Full Year Forecast | | Full year Result | | Amount | | Ratio | |
| | mil JPY | | mil JPY | | mil JPY | | | | mil JPY | | mil JPY | | mil JPY | | | |
| Japan | 24,529 | 11,353 | 13,176 | 116.1% | | | | | | | | | | | | |
| U.S. | 7,068 | 6,593 | 475 | 7.2% | | | | | | | | | | | | |
| Germany | 6,836 | 6,415 | 421 | 6.6% | | | | | | | | | | | | |
| Asia-Oceania | 3,497 | 3,425 | 72 | 2.1% | | | | | | | | | | | | |
| Total | 41,930 | 27,786 | 14,144 | 50.9% | 62,500 | | 40,706 | 21,794 | 53.5% | | | | | | | |

Note) Japan's sales includes Taiwan area. Germany's includes EMEA, Asia-Oceania's is a total of sales of the subsidiaries in China, Korea, Australia, and Singapore.

(5) Capital Expenditure, Depreciation, and R&D Expenditure

| | FY2012 | | FY2011 | | YOY Change | | FY2012 | | FY2011 | | YOY Change | | | | | |
|---------------------|-----------|-------|-----------|-------|------------|---------|--------|-----|---|--|---------------------|--|---------|--|-------|--|
| | 3Q Result | | 3Q Result | | Amount | | Ratio | | Full Year Forecast (Previous forecast) | | Full year Result | | Amount | | Ratio | |
| | mil JPY | | mil JPY | | mil JPY | | | | mil JPY (mil JPY) | | mil JPY | | mil JPY | | | |
| Capital Expenditure | 1,271 | 1,015 | 256 | 25.2% | 1,800 | (1,900) | 1,381 | 419 | 30.3% | | | | | | | |
| Depreciation | 809 | 738 | 71 | 9.7% | 1,060 | (1,080) | 1,068 | -8 | -0.8% | | | | | | | |
| R&D Expenditure | 1,418 | 1,237 | 181 | 14.6% | 2,300 | (2,200) | 1,842 | 458 | 24.8% | | | | | | | |

Note) The amount of capital expenditure is a total of new purchases of tangible assets and intangible assets.