

3Q FY 3/2016 Summary of Consolidated Financial Results

January 29, 2016

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

(Code Number: 6727 TSE1)

(URL <http://www.wacom.com>)

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Preparation of Supplemental Explanatory Material for Financial Results: Yes

Holding of Large Meeting for Financial Results: No

1. 3Q FY 3/16 Consolidated Financial Results (April 1, 2015 – December 31, 2015)

(1) Business Performance (Consolidated) (rounded off to mY)

	Sales		Operating Income		Ordinary Income		Net Profit	
	mY	%	mY	%	mY	%	mY	%
3Q FY 3/16	60,892	6.9	4,834	-15.0	4,893	-10.6	3,085	-3.6
3Q FY 3/15	56,965	-1.5	5,687	-13.5	5,475	-15.7	3,199	-24.0

(Note) Comprehensive income 3Q FY 3/16 2,960 mY (-29.4%) 3Q FY 3/15 4,193 mY (-32.8%)

	Net Profit per Share Outstanding		Net Profit per Diluted Share Outstanding	
	Yen	Sen	Yen	Sen
3Q FY 3/16		18.68		18.67
3Q FY 3/15		19.22		19.18

(2) Financial Position (Consolidated)

	Total Assets	Net Assets	Capital Ratio	Net Assets per Share	
	mY	mY	%	Yen	Sen
3Q FY 3/16	56,602	32,637	57.4	197.47	
FY 3/15	51,457	33,859	65.4	202.14	

(For Ref.) Capital: 3Q FY3/16 32,477 mY FY 3/15 33,678 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 3/15	-	0.00	-	18.00	18.00
FY 3/16	-	0.00	-		
FY 3/16 (estimates)				18.00	18.00

Changes in dividend per share forecast of FY 3/16 : No

3. Consolidated Business Forecasts of FY 3/16 (April 1, 2015 – March 31, 2016)

	Sales		Operating Income		Ordinary Income		Net Profit		Net Profit Per Share Outstanding
	mY	%	mY	%	mY	%	mY	%	Yen Sen
Full Year	81,000	8.6	4,800	-21.9	4,780	-21.2	3,050	-12.2	18.55

Changes in Consolidated Business Forecast of FY 3/16 : 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 : Yes
 - Changes other than those above : No
 - Changes resulting from accounting estimates : No
 - 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 3/16	169,046,400	FY 3/15	169,046,400

Number of treasury stock outstanding at end of year:

	Shares		Shares
3Q FY 3/16	4,584,000	FY 3/15	2,438,000

Number of average shares for fiscal period

	Shares		Shares
3Q FY 3/16	165,155,040	3Q FY 3/15	166,469,738

* 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, Consolidated Profit and Loss Statement, Consolidated Comprehensive Income Statement, Consolidated Cash Flow Statement, Segment Information, and Complementary Information

Qualitative Information and Financial Statements

Consolidated business performance

Note: All comparisons are with the same period of the previous fiscal year unless otherwise stated. Amounts for financial results are rounded to the nearest million yen.

In the third quarter of the fiscal year under review (the nine months April 1, 2015 to December 31, 2015), the global economy maintained a slow recovery, mainly in developed countries, while the economy in emerging countries stagnated, influenced by a slowdown in China. The yen remained weak against the US dollar, but strengthened against the euro. In the IT industry, the penetration of mobile products, cloud computing and SNS (Social Networking Services) drove structural changes in the competitive environment, which in turn caused major changes in our business environment.

In the Creative Business area in our Brand Business segment, digital content creation for the movie, comic and game application sectors has been expanding into emerging countries such as Asia and South America. In developed countries, we are seeing a shift in application usage from 2D to 3D following the spread of interest in 3D content, which is directing significant attention to digital pens as an input device. Furthermore, the design environment is expanding from conventional desktop computers to mobile devices based on cloud computing. In the Consumer Business area, the use of the stylus has been expanding as the digital stationery of choice, owing to the ease with which users can take notes and draw on tablets. In addition, we have opened up a new digital stationery market, featuring a product that can harmonize analog and digital information, transforming hand-written analog ideas on paper into digital data on screen via cloud computing, ready for editing, sharing, and storing.

In the Business Solution area, demand for cost-effective paperless procedures and improved digital signature security is growing across a broad range of sectors, including medical, educational and financial. Against this background, the adoption of digital signatures using LCD signature tablet products is growing as they are seen as effective ways to improve information security while reducing document handling costs via digital workflow.

In the Technology Solution Business segment, the low- and mid-end smartphone market grew rapidly, especially in emerging countries, while the high-end smartphone market saw a slowdown, leading to fierce competition and a rapid change in industry structure. The tablet market continued to stagnate due to weak sales of Android OS. The notebook PC market also experienced slow sales due to factors such as prolonged upgrade cycle. However, there is a steadily growing demand for digital pen technology that enables users not only to read from, but also to write on, screens for business and educational purposes mainly in the tablet market. In the e-book area, we are seeing an increasing need for further differentiation by utilizing digital pen technology.

Against this background, Wacom Group has further solidified its position as a global leader and pursued investment strategies not only to expand our product line-up in each business segment, but also to enhance the Group's future business base.

In order to satisfy the wide range of our users' demands, from professionals to general consumers, we have leveraged our R&D activities to expand our cloud-based product line in the Brand Business segment. In the Technology Solution Business segment, we have initiated commercial production of our Active-ES (Active Electrostatic) pen sensor system in conjunction with expanding its customer base. In order to accelerate the spread of digital pens, we continued to pursue the development and partner expansion of WILL (Wacom Ink Layer Language), which will establish a digital ink standard for exchanging and sharing ink data freely regardless of OS. In connection with WILL, we held the Wacom 'Inkathon' software developer challenge to accelerate the usage of digital ink with smartphones or tablet PCs, and have also made preparations for the establishment of 'Digital Stationery Consortium.'

Another of our focuses has been on restructuring the global supply chain and developing global IT infrastructures from a long-term perspective in response to rapid globalization and e-commercialization. Simultaneously, in order to pursue growth in our global business, we have shifted our previous region-based Global Business Unit structure into a customer segment-based global organization from April 2015.

In April 2015, we announced our Medium-term Business Plan "Wacom Strategic Business Plan: SBP-2019" (for the four-year period from April 2015 to March 2019) under our new global organization in

response to ongoing rapid changes in the business environment. By March 2019 we aim to achieve consolidated net sales of ¥120 billion, consolidated operating profit on sales of 12%, and consolidated return on equity of over 20%. By working to realize these financial goals we aim to increase our corporate value. We also announced and submitted our Corporate Governance Report to the Tokyo Stock Exchange (“TSE”) on September 29, 2015, in compliance with the TSE’s newly established Corporate Governance Code.

For the nine-month period of the year ended March 31, 2016, consolidated net sales increased 6.9% to ¥60,892 million, operating income decreased 15.0% to ¥4,834 million, ordinary income decreased 10.6% to ¥4,893 million, and net profit attributable to stockholders decreased 3.6% to ¥3,085 million.

Segment results

1. Brand Business

Overall sales exceeded the previous fiscal year owing to favorable sales of new products introduced in both Creative and Consumer Business areas, the expanding Chinese market, and the weak yen against the US dollar.

< Creative Business >

○ Pen Tablet products

Overall sales exceeded the previous fiscal year owing to a significant increase in sales of *Intuos* in the Chinese market in 1H, as well as favorable sales of new *Intuos* products released in September, which have been highly rated for its product lineup tailored to different customer segments.

○ Mobile products

The highly-functional creative tablet *Cintiq Companion 2*, launched at the end of the previous fiscal year, continued to receive positive market reception, in particular an enhanced top-end model of *Cintiq Companion 2* launched in May contributed significantly to the strong growth of total sales. Combined with sales network expansion, overall sales greatly exceeded the same period of the previous fiscal year.

○ Display products

At the end of the previous fiscal year, we launched our flagship models, *Cintiq 27QHD* (27 inches) and *Cintiq 27 QHD touch*, which come with high-definition screen and superior color reproducibility. These sold well and opened up a new market of production tools for 3D works. In addition to other new models such as *Cintiq 22HD* (22 inches), which is user-friendly with large-size display, and *Cintiq 13HD touch* (13 inches), which provides comfortable drawing workspace on a compact screen, the increase in sales of all lineups contributed to an increase in overall sales compared to the previous fiscal year.

< Consumer Business >

To open up a new category of digital stationery, in September we launched *Bamboo Spark*, a mobile accessory product that digitalizes handwritten notes on paper to enable data sharing via cloud-computing, which has been selling strongly. With the exception of one part of the Asia-Oceania region, sales of Stylus pen products struggled, although the newly launched *Bamboo Fineline 2* gained a good reputation. As a result of contributions from *Bamboo Spark*, overall sales significantly exceeded the previous fiscal year.

< Business Solution >

Overall sales were below the previous fiscal year, mainly due to a decrease in sales in Europe as a consequence of large-scale deals that boosted performance in the previous fiscal year.

< By region >

Sales in the U.S. exceeded the previous fiscal year, supported by favorable sales of Display products and the weaker yen, although local currency-based sales only slightly exceeded the previous fiscal year, mainly due to sales decrease in Pen Tablet products. Sales in Europe plateaued as a result of favorable sales of Creative Business products and *Bamboo Spark* offsetting a sales decrease in the Business Solution area. In Japan, overall sales increased owing to steady sales of Creative Business products, despite a sales decrease in the Consumer Business area. In Asia and Oceania (excluding Japan), sales increased in all regions, especially in China, owing to the rapid expansion in digital content creation.

As a result, overall sales in the Brand Business segment for the nine-month period of the fiscal year under review increased 13.4% to ¥37,576 million, and operating income increased 36.8% to ¥7,251 million.

⊗ Creative Business: Pen Tablet*Intuos* series
 (including rebranded *Bamboo* pen tablets)
 Mobile *Cintiq Companion, Intuos Creative Stylus*
 Display*Cintiq* series
 Consumer Business: Stylus pen, Touch pad, mobile accessory.....*Bamboo* series
 Business Solution: LCD signature tablet.....*STU* series
 LCD pen tablet.....*DT* series

2. Technology Solution Business

Overall sales fell slightly below the previous fiscal year due to a significant decline in pen sensor system shipments for notebook PCs, despite favorable shipments for tablets and our initiatives to create new business categories such as digital stationery.

<Pen sensor systems for smartphones>

Overall sales fell slightly below the previous fiscal year due to lower level of shipments for Samsung's new Galaxy Note 5 compared with their previous model.

<Pen sensor systems for tablets>

A large-scale shipments to the government of Turkey for an educational tablet project contributed to sales expansion. We also increased the commercial production of our Active-ES pen sensor system, which is a new and original Wacom technology that has been highly appraised by tablet manufacturers. These factors supported an increase in overall sales compared to the same period of the previous fiscal year.

<Pen sensor systems for notebook PCs>

Overall sales decreased dramatically due to a shift in demand for digital pens from notebook PCs to tablets as a result of market expansion of tablets with detachable keyboards, as well as large-scale inventory adjustments across the notebook PC market.

As a result, overall sales in the Technology Solution Business segment for the nine-month period of the fiscal year under review decreased 2.1% to ¥22,847 million, and operating income decreased 12.4% to ¥3,118 million.

3. Other Business (formerly Software Business)

Overall sales fell slightly below the previous fiscal year due to a slowdown in the demand for replacements in response to the termination of Windows XP support, despite the launch of the new product *ECAD dio DCX R2* during the period.

As a result, overall sales in the Other Business segment for the fiscal year under review decreased 2.3% to ¥469 million, and operating income decreased 50.1% to ¥41 million.

Note: In accordance with the Global Organization Reform, we have renamed our business segments as follows. Please note that intersegment sales and deletions of intersegment sales are not shown.

Until March 31, 2015 (previous name)	From April 1, 2015 (new name)	Change of name
Brand Business	Brand Business	No
Creative Business	Creative Business	No
Consumer Business	Consumer Business	No
Vertical Market Business	Business Solution	Yes
Component Business	Technology Solution Business	Yes
Software Business	Engineering Solution Business	Yes

Consolidated financial position

1. Assets, Liabilities, and Net Assets

Total assets as of December 31, 2015 increased by ¥5,145 million to ¥56,602 million compared to the end of the previous fiscal year. The main factors contributing to this were an increase of ¥2,733 million in notes and accounts receivable, ¥1,463 in inventories and ¥2,046 million in intangible assets, and a decrease of ¥1,177 million in cash and cash equivalents due to the payment of shareholder's dividends.

Total liabilities as of December 31, 2015 increased by ¥6,367 million to ¥23,965 million compared to the end of the previous fiscal year. The main factors contributing to this were an increase of ¥415 million in accounts payable, ¥5,400 million in short-term loans payable.

Total net assets decreased by ¥1,221 million to ¥32,637 million compared to the end of the previous fiscal year. The main contributing factors were an increase of ¥3,085 in retained earnings owing to net profit attributable to stockholders, decrease of ¥2,999 million in retained earnings due to a payment of shareholder's dividends, and an increase of ¥1,130 in treasury stock.

As a result, the capital ratio decreased by 8.0 points to 57.4% compared to the end of the previous fiscal year.

2. Cash Flow

Consolidated cash and cash equivalents as of December 31, 2015 totaled ¥15,510 million, a ¥1,177 million decrease from the end of the previous fiscal year. (¥1,445 million increase over the same previous fiscal period)

Cash Flow from Operating Activities

Cash flow from operating activities during the nine-month period of the fiscal year under review was ¥1,302 million (compared to ¥3,858 million increase in the previous comparable fiscal period). The main factors contributing to cash inflow were a ¥4,865 million increase in income before income taxes, a ¥1,456 million increase in depreciation, a ¥494 increase in notes and accounts payable-trade. The main factors contributing to cash outflow were a ¥3,446 million increase in notes and accounts receivable and a ¥1,521 million increase in inventories.

Cash Flow from Investing Activities

Cash flow from investing activities during the nine-month period was ¥3,553 million (compared to ¥2,322 million used in the previous comparable fiscal period). The primary contributing factors were a ¥3,875 million purchase of tangible assets such as software items for the global IT infrastructure investment.

Cash Flow from Financing Activities

Cash flow from financing activities during the nine-month period was ¥1,208 million (compared to ¥902 million used in the previous comparable fiscal period). The primary contributing factors were an increase of ¥5,400 million in short-term loans payable, a decrease of ¥1,245 million in the purchase of treasury stock, and a decrease of ¥2,990 million in the payment for shareholders' dividends.

Forward looking information including forecast of consolidated financial results

No changes have been made to the full year forecasts of consolidated financial results for the fiscal year ending March 2016, which were announced on October 23, 2015.

(Accompanying data)

1. Summary of Consolidated Balance Sheet

(Unit: '000 Yen)

	FY 3/15 (as of March 31, 2015)	3Q FY 3/16 (as of December 31, 2015)
Assets		
Current assets		
Cash and deposits	16,686,619	15,509,670
Notes and accounts receivable-trade	9,875,726	12,608,435
Merchandise and finished goods	7,701,801	9,444,547
Work in process	400,084	353,579
Raw materials and supplies	2,114,966	1,882,087
Other	3,449,577	3,854,403
Allowance for doubtful accounts	-41,268	-100,072
Current assets	40,187,505	43,552,649
Non-current assets		
Property, plant and equipment		
Other, net	4,608,385	4,550,193
Property, plant and equipment	4,608,385	4,550,193
Intangible asset		
Other	5,441,836	7,487,936
Intangible assets	5,441,836	7,487,936
Investments and other assets		
Other	1,297,013	1,089,211
Allowance for doubtful accounts	-77,882	-77,955
Investments and other assets	1,219,131	1,011,256
Non-current assets	11,269,352	13,049,385
Assets	51,456,857	56,602,034
Liabilities		
Current liabilities		
Accounts payable-trade	9,203,455	9,618,018
Short-term loans payable	600,000	6,000,000
Income taxes payable	613,674	662,671
Provision for bonuses	545,810	674,554
Provision for directors' bonuses	59,270	—
Other	4,858,018	5,023,742
Current liabilities	15,880,227	21,978,985
Non-current liabilities		
Net defined benefit liability	813,059	849,887
Asset retirement obligations	152,845	153,747
Other	751,756	981,919
Non-current liabilities	1,717,660	1,985,553
Liabilities	17,597,887	23,964,538

(Unit: '000 Yen)

	FY 3/15 (as of March 31, 2015)	3Q FY 3/16 (as of December 31, 2015)
Net assets		
Shareholders' equity		
Capital stock	4,203,469	4,203,469
Capital surplus	7,550,743	7,518,009
Retained earnings	22,318,906	22,405,195
Treasury shares	-1,455,137	-2,585,182
Shareholders' equity	32,617,981	31,541,491
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	27,370	46,877
Foreign currency translation adjustment	1,068,558	915,433
Remeasurements of defined benefit plans	-35,573	-27,285
Valuation and translation adjustments	1,060,355	935,025
Subscription rights to shares	180,634	160,980
Net assets	33,858,970	32,637,496
Liabilities and net assets	51,456,857	56,602,034

2. Consolidated Profit & Loss Statement

(Unit: '000 Yen)

	3Q FY 3/15 (April 1, 2014 to December 31, 2014)	3Q FY 3/16 (April 1, 2015 to December 31, 2015)
Net sales	56,964,639	60,891,819
Cost of sales	33,638,039	36,508,749
Gross profit	23,326,600	24,383,070
Selling, general and administrative expenses	17,639,809	19,549,386
Operating income	5,686,791	4,833,684
Non-operating income		
Interest income	42,073	58,554
Dividend income	—	34,618
Rent income	4,535	45,858
Other	34,341	38,334
Total Non-operating income	80,949	177,364
Non-operating expenses		
Interest expenses	6,753	16,302
Foreign exchange losses	277,987	74,484
Commission fee	—	25,532
Other	7,810	1,911
Non-operating expenses	292,550	118,229
Ordinary income	5,475,190	4,892,819
Extraordinary income		
Gain on sales of non-current assets	587	1,810
Gain on reversal of subscription rights to shares	515	22,418
Extraordinary income	1,102	24,228
Extraordinary losses		
Loss on sales of non-current assets	460,667	26,252
Loss on retirement of non-current assets	1,885	12,137
Business structure improvement expenses	133,283	14,072
Extraordinary losses	595,835	52,461
Income before income taxes	4,880,457	4,864,586
Income taxes	1,681,345	1,779,346
Profit	3,199,112	3,085,240
Profit attributable to owners of parent	3,199,112	3,085,240

3. Consolidated Comprehensive Income Statement

(Unit: '000 Yen)

	3Q FY 3/15 (April 1, 2014 to December 31, 2014)	3Q FY 3/16 (April 1, 2015 to December 31, 2015)
Profit	3,199,112	3,085,240
Other comprehensive income		
Valuation difference on available-for-sale securities, net of tax	-352,929	19,507
Foreign currency translation adjustment, net of tax	1,338,754	-153,125
Remeasurements of defined benefit plans, net of tax	8,224	8,288
Other comprehensive income	994,049	-125,330
Comprehensive income	4,193,161	2,959,910
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	4,193,161	2,959,910
Comprehensive income attributable to non-controlling interests	—	—

4. Summary of Consolidated Cash Flow Statement

(Unit: '000 Yen)

	3Q FY 3/15 (April 1, 2014 to December 31, 2014)	3Q FY 3/16 (April 1, 2015 to December 31, 2015)
Cash flows from operating activities		
Income before income taxes	4,880,457	4,864,586
Depreciation	1,427,376	1,455,778
Share-based compensation expenses	49,456	16,509
Increase (decrease) in provision	-130,224	134,331
Increase (decrease) in net defined benefit liability	72,198	49,128
Interest and dividend income	-42,073	-93,172
Interest expenses	6,753	16,302
Decrease (increase) in notes and accounts receivable-trade	-4,863,872	-3,445,861
Decrease (increase) in inventories	426,025	-1,520,872
Increase (decrease) in notes and accounts payable-trade	2,237,876	494,469
Other, net	2,108,076	711,870
Subtotal	6,172,048	2,683,068
Interest and dividend income received	41,396	92,779
Interest expenses paid	-2,927	-15,973
Income taxes paid	-2,352,212	-1,457,419
Net cash provided by (used in) operating activities	3,858,305	1,302,455
Cash flows from investing activities		
Purchase of non-current assets	-2,433,672	-3,874,683
Proceeds from sales of non-current assets	109,011	405,251
Other, net	2,502	-83,880
Net cash provided by (used in) investing activities	-2,322,159	-3,553,312
Cash flows from financing activities		
Increase in short-term loans payable	2,000,000	5,400,000
Purchase of treasury shares	—	-1,244,532
Proceeds from disposal of treasury shares	394	42,220
Cash dividends paid	-2,902,812	-2,989,899
Net cash provided by (used in) financing activities	-902,418	1,207,789
Effect of exchange rate change on cash and cash equivalents	811,763	-133,881
Net increase (decrease) in cash and cash equivalents	1,445,491	-1,176,949
Cash and cash equivalents at beginning of period	15,393,939	16,686,619
Cash and cash equivalents at end of period	16,839,430	15,509,670

5. Segment Information

The Company consists of “Brand Business” and “Technology Solution Business” as reportable segments, and “Other Business”

3Q FY 3/15 (April 1, 2014 – December 31, 2014)

(Unit: '000 Yen)

	Reportable Segments			Other Business (Note)1	Total	Adjustment (Note)2	Amount of Consolidated P/L (Note)3
	Brand Business	Technology Solution Business	Sub Total				
Sales							
Sales towards external customers	33,139,799	23,344,525	56,484,324	480,315	56,964,639	—	56,964,639
Sales between internal segments and internal transfer	—	—	—	—	—	—	—
Total	33,139,799	23,344,525	56,484,324	480,315	56,964,639	—	56,964,639
Segment Profit or Loss (-)	5,300,903	3,558,485	8,859,388	81,488	8,940,876	-3,254,085	5,686,791

(Note) 1. “Other businesses” consist of Engineering Solution Business (formerly Software Business).

2. The above “Adjustment” in “Segment Profit”, -3,254,085 ('000Yen) is mainly the cost of administrative function which are not included in the reportable segments.

3. “Segment Profit or Loss” is adjusted to consolidated operating income.

3Q FY 3/16 (April 1, 2015 – December 31, 2015)

(Unit: '000 Yen)

	Reportable Segments			Other Business (Note)1	Total	Adjustment (Note)2	Amount of Consolidated P/L (Note)3
	Brand Business	Technology Solution Business	Sub Total				
Sales							
Sales towards external customers	37,575,446	22,847,215	60,422,661	469,158	60,891,819	—	60,891,819
Sales between internal segments and internal transfer	—	—	—	—	—	—	—
Total	37,575,446	22,847,215	60,422,661	469,158	60,891,819	—	60,891,819
Segment Profit or Loss (-)	7,251,473	3,118,245	10,369,718	40,682	10,410,400	-5,576,716	4,833,684

(Note) 1. “Other businesses” consist of Engineering Solution Business (formerly Software Business).

2. The above “Adjustment” in “Segment Profit”, -5,576,716 ('000Yen) is mainly the cost of administrative function which are not included in the reportable segments.

3. “Segment Profit or Loss” is adjusted to consolidated operating income.

4. “Component Business” segment has been renamed to “Technology Solution Business” since FY 3 /2016 .

3Q FY 3/2016 Summary of Consolidated Financial Results from April 1, 2015 to December 31, 2015

(1) Business Performance

	FY 3/15		FY 3/16		YOY Change		FY 3/15		FY 3/16		YOY Change	
	3Q Result	3Q Result	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio
Net Sales	56,965	60,892	3,927	6.9%	74,557	81,000	6,443	8.6%	74,557	81,000	6,443	8.6%
Operating Income	5,687	4,834	-853	-15.0%	6,143	4,800	-1,343	-21.9%	6,143	4,800	-1,343	-21.9%
(Operation Income Margin)	10.0%	7.9%			8.2%	5.9%			8.2%	5.9%		
Ordinary Income	5,475	4,893	-582	-10.6%	6,065	4,780	-1,285	-21.2%	6,065	4,780	-1,285	-21.2%
(Ordinary Income Margin)	9.6%	8.0%			8.1%	5.9%			8.1%	5.9%		
Net Profit	3,199	3,085	-114	-3.6%	3,473	3,050	-423	-12.2%	3,473	3,050	-423	-12.2%
(Net Profit Margin)	5.6%	5.1%			4.7%	3.8%			4.7%	3.8%		
P/L FX Rate (Average in the Term)	JPY	JPY	JPY		JPY	JPY	JPY		JPY	JPY	JPY	
(US Dollar)	107.27	121.49	14.22	13.3%	110.03	120.81	10.78	9.8%	110.03	120.81	10.78	9.8%
(Euro)	140.50	133.67	-6.83	-4.9%	138.68	132.86	-5.82	-4.2%	138.68	132.86	-5.82	-4.2%

Note) Net Profit of FY 3/16 is equivalent to Profit Attributable to Owners of Parent.

Note) Each figure of Full Year Forecast in FY 3/16 shows the forecast as of October 23, 2015.

(2) Sales by Business Segment

	FY 3/15		FY 3/16		YOY Change		FY 3/15		FY 3/16		YOY Change	
	3Q Result	3Q Result	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio
Branded Business	33,140	37,576	4,436	13.4%	43,625	51,800	8,175	18.7%	43,625	51,800	8,175	18.7%
Sales	33,140	37,576	4,436	13.4%	43,625	51,800	8,175	18.7%	43,625	51,800	8,175	18.7%
Operating Income	5,301	7,251	1,950	36.8%	5,965	9,040	3,075	51.6%	5,965	9,040	3,075	51.6%
(Operation Income Margin)	16.0%	19.3%			13.7%	17.5%			13.7%	17.5%		
Technology Solution Business	23,345	22,847	-498	-2.1%	30,277	28,500	-1,777	-5.9%	30,277	28,500	-1,777	-5.9%
Sales	23,345	22,847	-498	-2.1%	30,277	28,500	-1,777	-5.9%	30,277	28,500	-1,777	-5.9%
Operating Income	3,558	3,118	-440	-12.4%	4,642	3,260	-1,382	-29.8%	4,642	3,260	-1,382	-29.8%
(Operation Income Margin)	15.2%	13.6%			15.3%	11.4%			15.3%	11.4%		
Other Business	480	469	-11	-2.3%	655	700	45	6.9%	655	700	45	6.9%
Sales	480	469	-11	-2.3%	655	700	45	6.9%	655	700	45	6.9%
Operating Income	81	41	-40	-50.1%	55	60	5	8.8%	55	60	5	8.8%
(Operation Income Margin)	17.0%	8.7%			8.4%	8.6%			8.4%	8.6%		

Note) The above operating profit in each segment doesn't include the cost of corporate segment.

(3) Sales by Product Lines

(by Subsidiaries)	FY 3/15		FY 3/16		YOY Change		FY 3/15		FY 3/16		YOY Change	
	3Q Result	3Q Result	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio
Brand Business	33,140	37,576	4,436	13.4%	43,625	51,800	8,175	18.7%	43,625	51,800	8,175	18.7%
Creative Business	27,492	31,991	4,499	16.4%	36,480	43,100	6,620	18.1%	36,480	43,100	6,620	18.1%
Pen tablets	16,815	18,552	1,737	10.3%	21,981	24,500	2,519	11.5%	21,981	24,500	2,519	11.5%
(Japan)	2,032	2,027	-5	-0.3%	2,754				2,754			
(U.S.)	5,478	5,675	197	3.6%	6,990				6,990			
(Germany)	4,971	5,499	528	10.6%	6,500				6,500			
(Asia-Oceania)	4,334	5,351	1,017	23.5%	5,737				5,737			
Mobiles	2,855	3,634	779	27.3%	3,909	5,400	1,491	38.1%	3,909	5,400	1,491	38.1%
(Japan)	385	706	321	83.5%	686				686			
(U.S.)	1,214	1,219	5	0.4%	1,508				1,508			
(Germany)	693	790	97	14.0%	969				969			
(Asia-Oceania)	563	919	356	63.3%	746				746			
Displays	7,822	9,805	1,983	25.4%	10,590	13,200	2,610	24.6%	10,590	13,200	2,610	24.6%
(Japan)	1,283	1,511	228	17.7%	1,919				1,919			
(U.S.)	3,185	4,419	1,234	38.7%	4,229				4,229			
(Germany)	2,167	2,223	56	2.6%	2,964				2,964			
(Asia-Oceania)	1,187	1,652	465	39.2%	1,478				1,478			
Consumer Business	1,164	1,846	682	58.6%	1,554	2,300	746	48.0%	1,554	2,300	746	48.0%
(Japan)	176	159	-17	-10.0%	244				244			
(U.S.)	525	663	138	26.4%	669				669			
(Germany)	361	789	428	118.8%	494				494			
(Asia-Oceania)	102	235	133	129.8%	147				147			
Business Solution	4,484	3,739	-745	-16.6%	5,591	6,400	809	14.5%	5,591	6,400	809	14.5%
(Japan)	669	695	26	3.8%	874				874			
(U.S.)	305	339	34	11.1%	517				517			
(Germany)	3,046	2,242	-804	-26.4%	3,605				3,605			
(Asia-Oceania)	464	463	-1	-0.3%	595				595			
Technology Solution Business	23,345	22,847	-498	-2.1%	30,277	28,500	-1,777	-5.9%	30,277	28,500	-1,777	-5.9%
For smartphones	14,318	13,993	-325	-2.3%	18,331	17,200	-1,131	-6.2%	18,331	17,200	-1,131	-6.2%
For tablets	6,325	7,192	867	13.7%	8,542	9,300	758	8.9%	8,542	9,300	758	8.9%
For notebook PCs	2,702	1,662	-1,040	-38.5%	3,404	2,000	-1,404	-41.3%	3,404	2,000	-1,404	-41.3%
Other Business	480	469	-11	-2.3%	655	700	45	6.9%	655	700	45	6.9%
Engineering Solution	480	469	-11	-2.3%	655	700	45	6.9%	655	700	45	6.9%
(Japan)	480	469	-11	-2.3%	655				655			
Total	56,965	60,892	3,927	6.9%	74,557	81,000	6,443	8.6%	74,557	81,000	6,443	8.6%

Note) "Vertical Market Business" is renamed "Business Solution" of the brand business, "Component Business" is renamed "Technology Solution Business", and "CAD for electrical engineering" is renamed "Engineering Solution" of "Other Business" from FY 3/16.

(4) Sales by Subsidiaries

	FY 3/15		FY 3/16		YOY Change		FY 3/15		FY 3/16		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY		mil JPY	
Japan	28,369	28,413			44	0.2%	37,409	36,700	-709	-1.9%		
(Japan excluding Tech Solution biz.)	5,025	5,566			541	10.8%	7,132	8,200	1,068	15.0%		
U.S.	10,708	12,314			1,606	15.0%	13,914	16,580	2,666	19.2%		
Germany	11,237	11,543			306	2.7%	14,532	15,610	1,078	7.4%		
Asia-Oceania	6,650	8,622			1,972	29.6%	8,702	12,110	3,408	39.2%		
Total	56,965	60,892			3,927	6.9%	74,557	81,000	6,443	8.6%		

Note) The sales of the Technology Solution Business is only in Japan.

Note) Germany's sales include shipment to EMEA countries. Asia-Oceania's sales consist of sales by subsidiaries in China, Korea, Australia, Singapore (directly accounted sales in India until Aug. 2014), Taiwan, and India (from Sep. 2014),

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

	FY 3/15		FY 3/16		YOY Change		FY 3/15		FY 3/16		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Result	Full Year Forecast	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY		mil JPY	
Capital Expenditure	2,832	3,534			702	24.8%	4,082	5,000	918	22.5%		
Depreciation	1,427	1,456			29	2.0%	1,970	2,200	230	11.7%		
R&D Expenditure	2,295	2,907			612	26.7%	3,180	4,200	1,020	32.1%		

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