

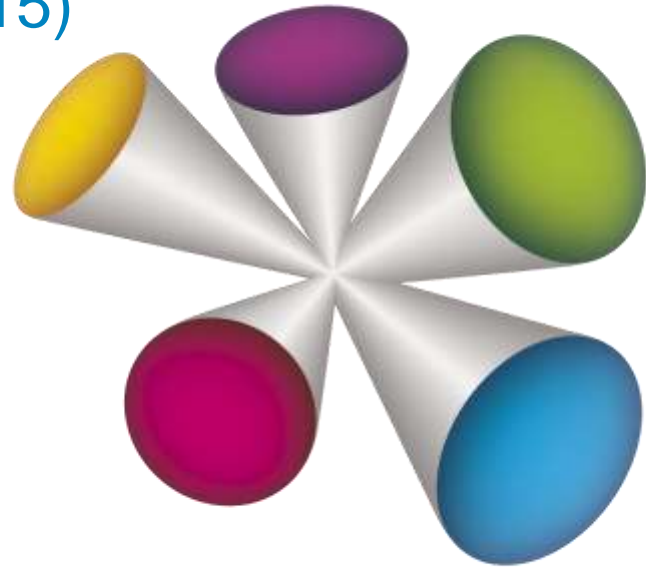
Business Report

April 1 to December 31, 2014

(3Q of FY ending March 31, 2015)

Wacom Co., Ltd.

(TSE Sec.1 6727)



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3Q FY03/15 Results Overview

Operating environment

- The global economy maintained a recovery led by economic expansion in the U.S. On the other hand, concerns of a slowdown in the Eurozone grew due to the Russia-Ukraine conflict and sluggish demand after a consumption tax rise in the Japanese market. The JPY was weaker than the comparable period of previous fiscal year.
- As cloud computing, mobiles, and SNS rapidly expand, the IT industry faces intensified competition and structural change. The market trends surrounding the company are changing rapidly.

Performance overview

- In Brand Business, sales showed a steady growth and marked a record high for the 3Q period owing to the expansion in the Vertical Market Business, sales growth of our mobile products, and favorable sales in Asian markets as well as successful global holiday campaigns.
- In Component Business, sales for smartphones showed rapid recovery from a stagnation caused by the delay in mass production of customers' new products. Meanwhile, sales for tablet devices decreased substantially due to declining orders in major customer models. As a result, overall sales decreased YOY.
- In the FY03/15 full-year forecast, operating profit was revised upward owing to favorable 3Q results and cost reduction effects, but net profit forecast has been reduced due to an additional extraordinary loss in 3Q.

3Q FY03/15 Results Overview

Summary of financial result

(JPY)	3Q FY 03/15	YOY
Sales	56.97 bn	-1.5%
Operating Profit	5.69 bn	-13.5%
Recurring Profit	5.48 bn	-15.7%
NPBT	4.88 bn	-24.7%
Net Profit aft. Tax	3.20 bn	-24.0%
	3Q FY 03/15	3Q FY 03/14
EPS	19.22	25.07
BPS (Book value per share)	204	193
(Average FX rate)	1USD=107.27JPY	99.23JPY
	1EURO=140.50JPY	132.13JPY

Consolidated P/L

(Unit: Million JPY)

	3Q FY 03/14	3Q FY 03/15	YOY Change	
	04/13-12/13	04/14-12/14	Amount	Ratio
Sales	57,829	56,965	- 864	-1.5%
Gross Profit	22,565	23,327	761	3.4%
GPM	39.0%	40.9%		
SG&A	15,988	17,640	1,652	10.3%
Operating Profit	6,577	5,687	- 891	-13.5%
OPM	11.4%	10.0%		
Recurring Profit	6,493	5,475	- 1,018	-15.7%
Net Profit aft. Tax	4,211	3,199	- 1,012	-24.0%

- Effects of foreign exchange for FY :
 Stronger dollar (8.04Yen) Sales +3,000 mil, Operating Profit +120 mil
 Stronger Euro (8.37Yen) Sales +670 mil, Operating Profit +440 mil
- Extraordinary loss : Business structure improvement expenses 133 mil
 Loss on sales of noncurrent assets (company-owned houses) 461 mil

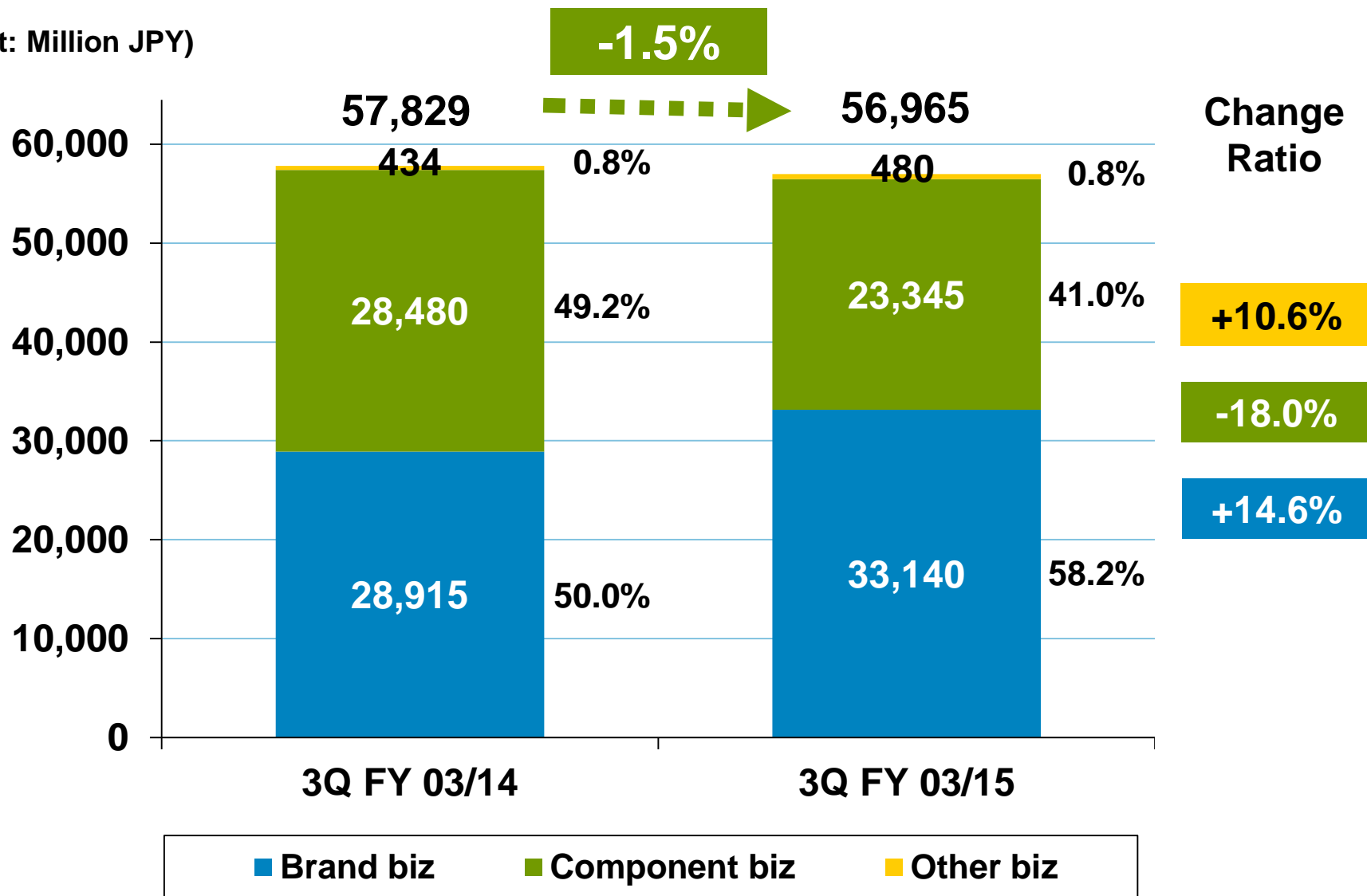
Consolidated P/L by Business Line

(Unit: Million JPY)

	3Q FY 03/14	3Q FY 03/15	YOY Change	
	04/13-12/13	04/14-12/14	Amount	Ratio
Sales	57,829	56,965	-864	-1.5%
Brand biz	28,915	33,140	4,225	14.6%
Component biz	28,480	23,345	-5,135	-18.0%
Other biz	434	480	46	10.6%
Operating Profit	6,577	5,687	-890	-13.5%
Brand Biz	3,966	5,301	1,335	33.7%
Component biz	5,009	3,558	-1,451	-29.0%
Other biz	63	81	18	29.6%
Corp. and others	-2,460	-3,254	-794	32.3%
OPM	11.4%	10.0%		

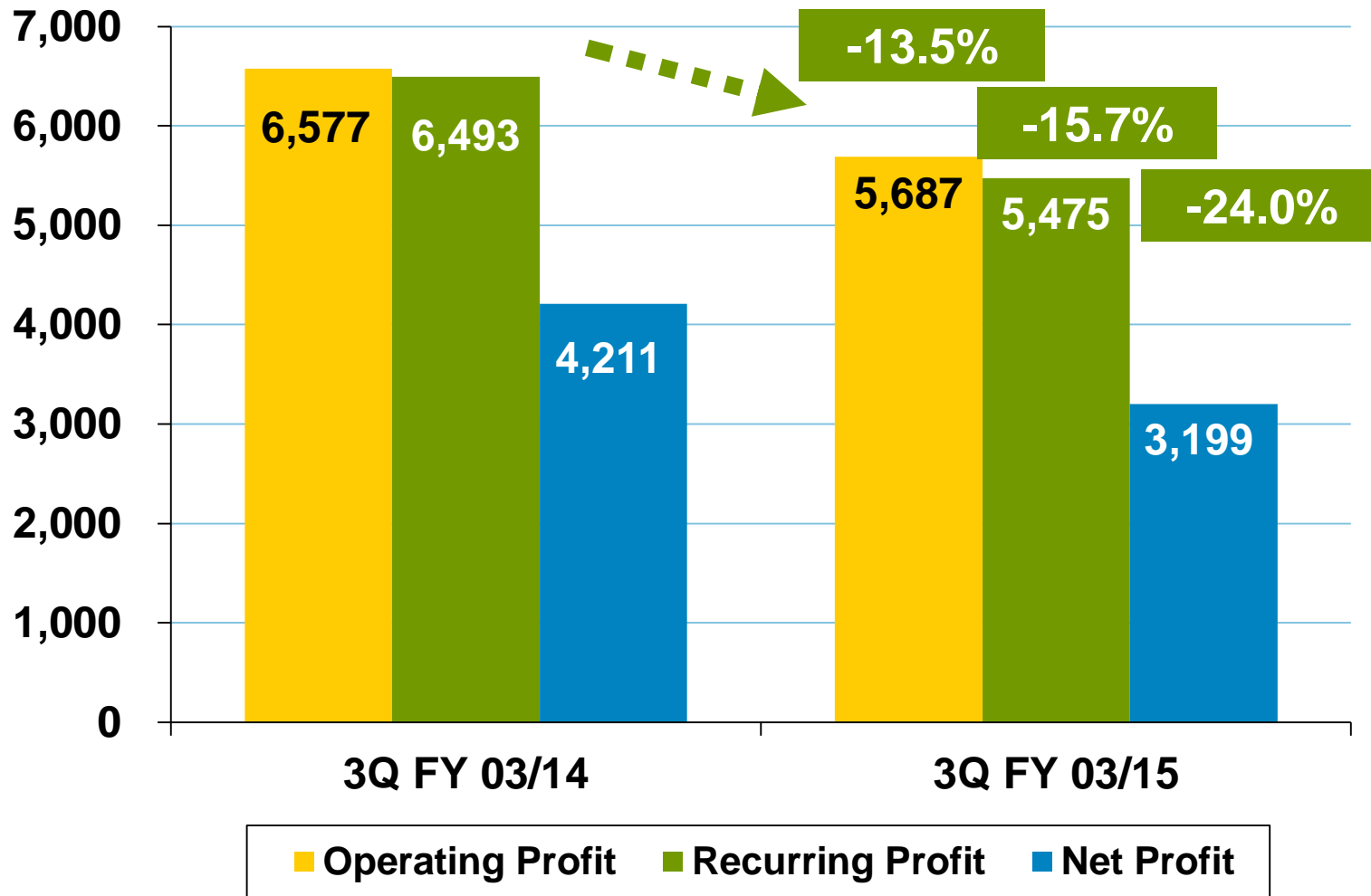
Consolidated Sales Comparison

(Unit: Million JPY)



Consolidated Profit Comparison

(Unit: Million JPY)



Operating Expenses Comparison

(Unit: Million JPY)

	3Q FY 03/14	3Q FY 03/15	YOY Change	
	04/13-12/13	04/14-12/14	Amount	Ratio
Personnel	5,351	6,286	935	17.5%
R&D	2,153	2,295	142	6.6%
Ad. & Promo.	2,801	2,539	-262	-9.4%
Others	5,682	6,520	838	14.7%
Total	15,988	17,640	1,652	10.3%
SG&A Ratio	27.6%	31.0%		

Key changes in increases

- Expenses for next-generation global IT infrastructure (refer to the next page)
- Increase in the number of employees 3Q FY 03/14 1,025 → 3Q FY 03/15 1,045
- Others including office relocation, travel expenses, etc.
- SG&A increased by 690 mil due to higher costs at subsidiaries from forex.

Operating Expenses Comparison

Expenses for major projects

(Unit: Million JPY)

	3Q FY 03/14	3Q FY 03/15	YOY Change
	04/13-12/13	04/14-12/14	Amount
Reconstruction of global SCM structure	205	1,081	876
Global HR project	60	191	131
WILL project	0	35	35
Total	265	1,307	1,042

- Reconstruction of global SCM (supply chain management) structure
 - Support of e-commerce and centralization of ordering system, production management, and logistics management for all Wacom groups
 - Promotion of rapid decision-making by real-time information sharing and global ERP system integration
- Global HR project
 - Transition to a global organization by business category and integration of human resource management system
- WILL (Wacom Ink Layer Language) project
 - Establishment of digital ink standard and expansion of the ink application

Brand Business: Categories

Reorganization based on user characteristics

Creative Business

- Serves the passion of professional and consumer creativity
- Provides high value products and solutions for creative needs
- Pen tablets (*Intuos*, etc.), Mobile (*Cintiq Companion*, etc.), Display (*Cintiq*)

Consumer Business

- Makes daily lives more creative and enjoyable
- Provides simple and intuitive UI solutions for general users
- *Bamboo Stylus*, *Bamboo Pad* etc.

Vertical Market Business

- Serves society by providing innovative solutions
- Provides faster, more efficient and secure ways to work
- *STU* (signature tablet), *DT* (display tablet) series, etc.

Software

Provides cross business, cross platform linkage with end-users

WILL,
Bamboo Paper,
Sign & Save

Business Highlights: (Unit: JPY)

<u>Brand Business</u>	33.14 bn	+14.6%
Creative Business	27.49 bn	+10.5%
Pen tablets	16.82 bn	+7.9%

- *Intuos Pro*, released last fiscal year, was well received for its high value-added features for professional use, and maintained stable sales especially in Europe, U.S. and Asia.
- *Intuos* (former *Bamboo* tablet) showed a recovery from brand confusion and favorable sales owing to holiday campaigns.
- Local initiatives saw the emerging market model expand from China to India, etc.
- The situation in Russia and Ukraine had a negative impact on sales in both Russia and Ukraine.

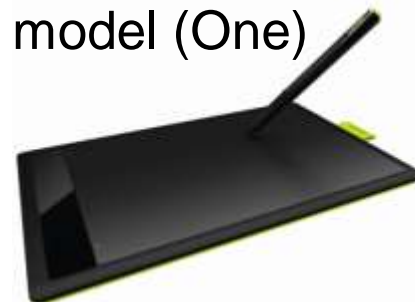
INTUOS[®]pro



INTUOS[®]comic



Emerging market
model (One)



Business Highlights: (Unit: JPY)

CINTIQ® companion

Brand Business

Creative Business

Mobile

2.86 bn +51.5%

- *Cintiq Companion* and *Cintiq Companion Hybrid*, Wacom's first mobile tablet product maintained steady sales owing to their solid reputation, but fell short of target.
- Launched *Intuos Creative Stylus 2* for iPads with pen pressure detection in September. Gained a positive reputation for its thinner tip, which allows for increased visibility and intricate detail for drawing. Contributed to a sales increase.



CINTIQ® companion hybrid



INTUOS®
Creative Stylus 2



Business Highlights: (Unit: JPY)

Brand Business

Creative Business

Display

7.82 bn +5.8%

- *Cintiq 22HD* contributed steadily to sales expansion.
- Sales of *Cintiq 24HD* series, a large-sized display model, stagnated in the fourth year after being launched.
- *Cintiq 13HD* with thin compact body and high performance showed recovery in sales after a momentary slowdown.

CINTIQ® 13HD



CINTIQ® 22HD



CINTIQ®
24HD touch



CINTIQ®
22HD touch



Business Highlights: (Unit: JPY)

Brand Business

Consumer Business **1.16 bn** **-12.8%**

- Sales of existing stylus products were impacted by intensifying price-based competition. *Bamboo Pad*, a wireless touch pad for PCs also showed a sales slowdown.
- Launched *Bamboo Stylus fineline* for iPads with advanced 1.9mm thin tip in September, which contributed to sales. The pen creates the natural writing experience of pen on paper.
- The 3rd generation of *Bamboo Stylus solo* & *Bamboo Stylus duo* were released, which contributed to sales increase thanks to its unique carbon fiber nib and premium design.

BAMBOO® PAD



BAMBOO® STYLUS
fineline



BAMBOO® STYLUS
solo



Business Highlights: (Unit: JPY)

Brand Business

Vertical Market Business 4.48 bn +65.4%

- Demand for paperless workflow and improved data security continued to grow globally.
- Adoption of the *STU* series, signature pen tablets, expanded in credit card transaction and counter services in the financial sector. *STU-530* & *STU-430*, the latest models with a thin and light body, showed favorable sales.
- *DTU-1031*, a mid-sized display tablet for counter services, contributed to sales.



STU series



DTU-1031



DTH-2242

Business Highlights: (Unit: JPY)

Components Business 23.35 bn -18.0%



Smartphone models

Pen Sensor Systems for Smartphones

14.32 bn -5.7%



**GALAXY Note 4
GALAXY Note Edge**

- Sales showed rapid recovery owing to favorable shipments for Samsung's Galaxy Note 4, which stagnated due to the delay in mass production in 2Q.



Pen Sensor Systems for Tablets

6.33 bn -28.3%



Tablet models

- Pen adoption for Windows 8 Pro tablets and for educational tablets have both expanded. However, sales decreased substantially due to declining shipments in major customer models.
- Shipments of new technology "Active ES" pen started from 3Q.



TOSHIBA

lenovo



Business Highlights: (Unit: JPY)



Components Business

Pen Sensor Systems for Notebook PCs, etc. 2.70bn -39.6%

- Along with the model shift from notebook PCs to tablets with removable keyboards, demand for pens also shifted to tablets. Due to the influence of manufacturer model transitions, our sales decreased.

Adoption examples

FUJITSU



lenovo

Panasonic



Development of *Active ES (Electrostatics) Pen Technology*

- To meet diversifying customer needs for pen technology solutions, *Active ES Pen Technology* was developed based on Wacom's original technology, and began mass production of customers' new models.
- By incorporating both multi-touch and pen input functions into the touch panel, we eliminated the need for a dedicated pen sensor board and achieved a low cost solution.
- Newly developed one chip controller enables high performance pen functions.

Business Highlights: (Unit: JPY)

Other Business 0.48 bn **+10.6%**

CAD software and others 0.48 bn **+10.6%**

- Demand for upgraded Windows XP versions contributed to steady sales.
- Along with *ECAD dio 2014*, the *ECAD dio DCX R1*, a new product with key functions targeted toward the machinery and robotics industry, contributed to sales increase.

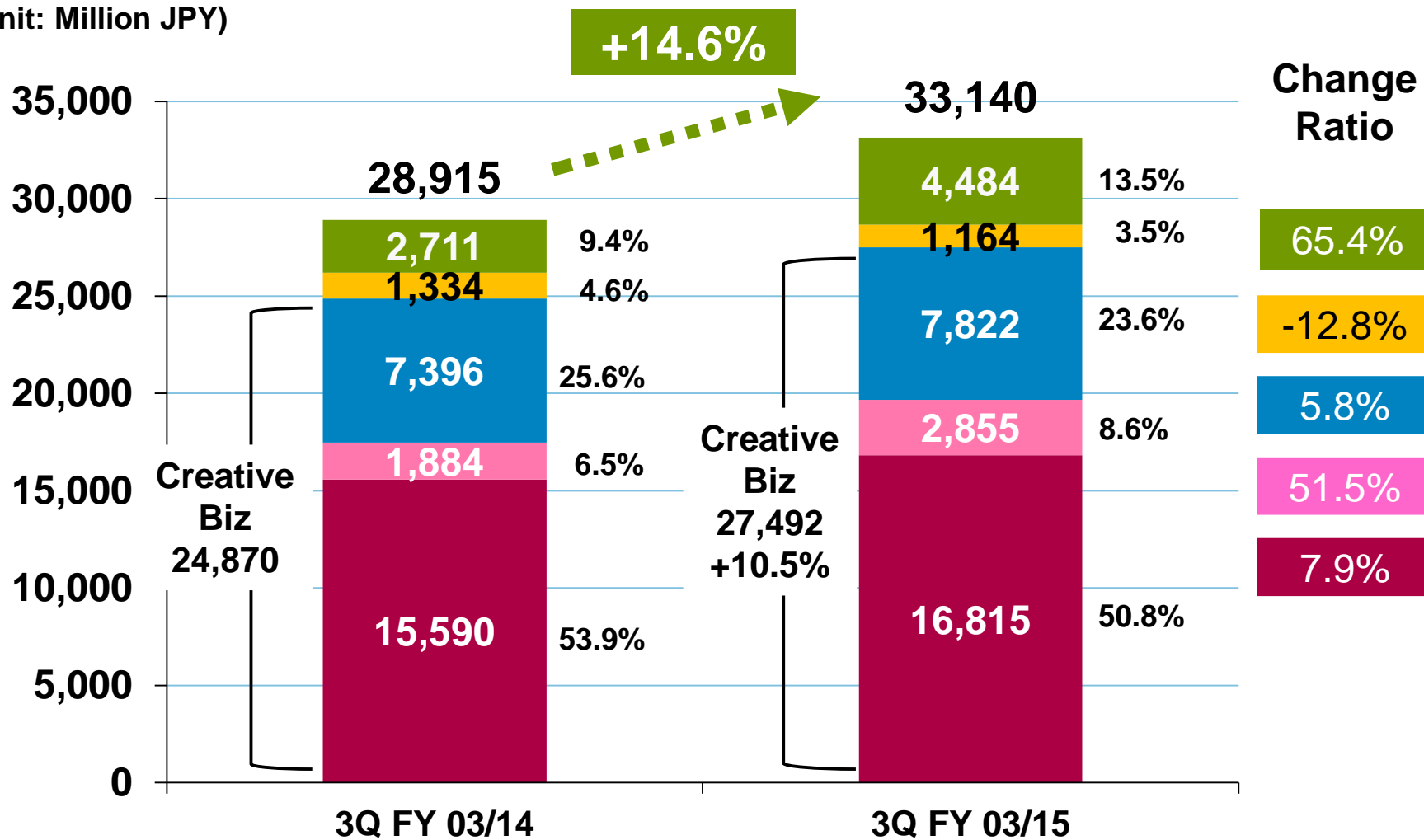


F&A (Corporate)

- Continued to invest in business infrastructure for growth and operational efficiency. Major projects include development of global SCM system infrastructure for e-commerce, Global HR system, and global ERP system in Asia-Oceania region, etc.
- Developed *WILL (Wacom Ink Layer Language)* as a new framework to standardize digital ink, and started partnership development activities.
- Prepared for shifting the current regional-based organization to a global and customer segment-based one.

Sales by Product Line in Brand

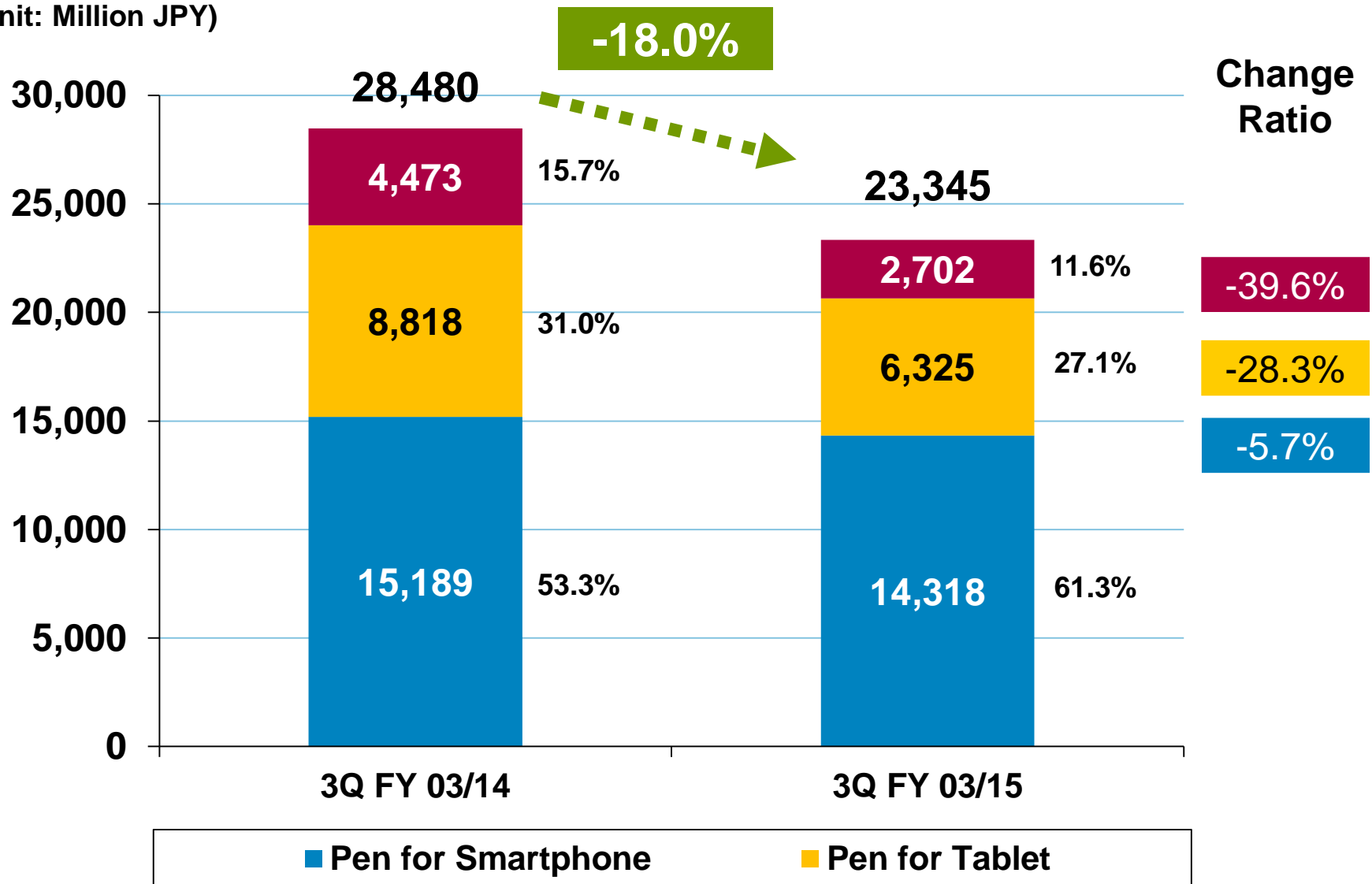
(Unit: Million JPY)



■ Creative-Pen tablet ■ Creative-Mobile ■ Creative-Display ■ Consumer ■ VM

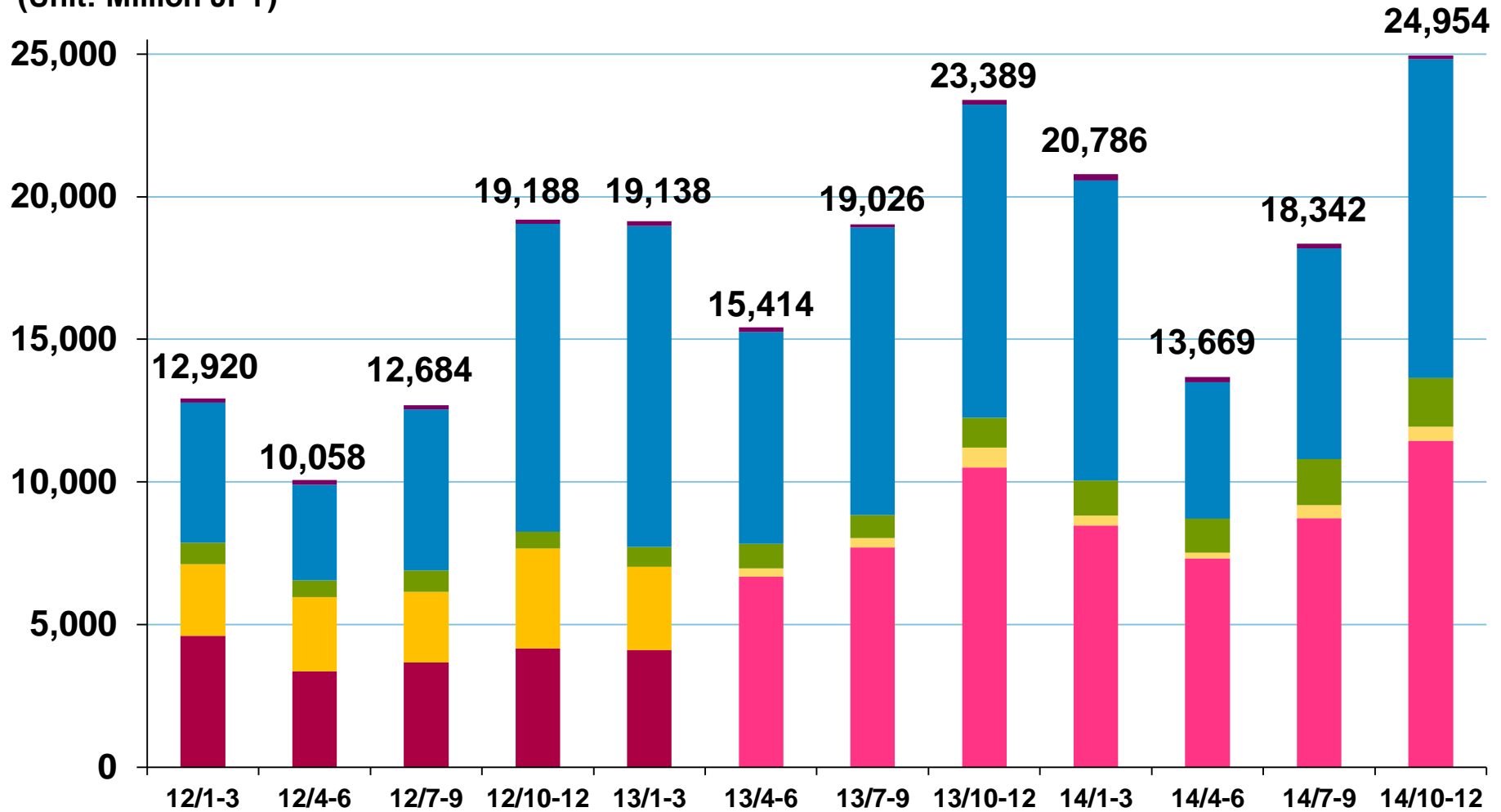
Sales by Product Line in Component

(Unit: Million JPY)



Quarterly Trend by Product Line

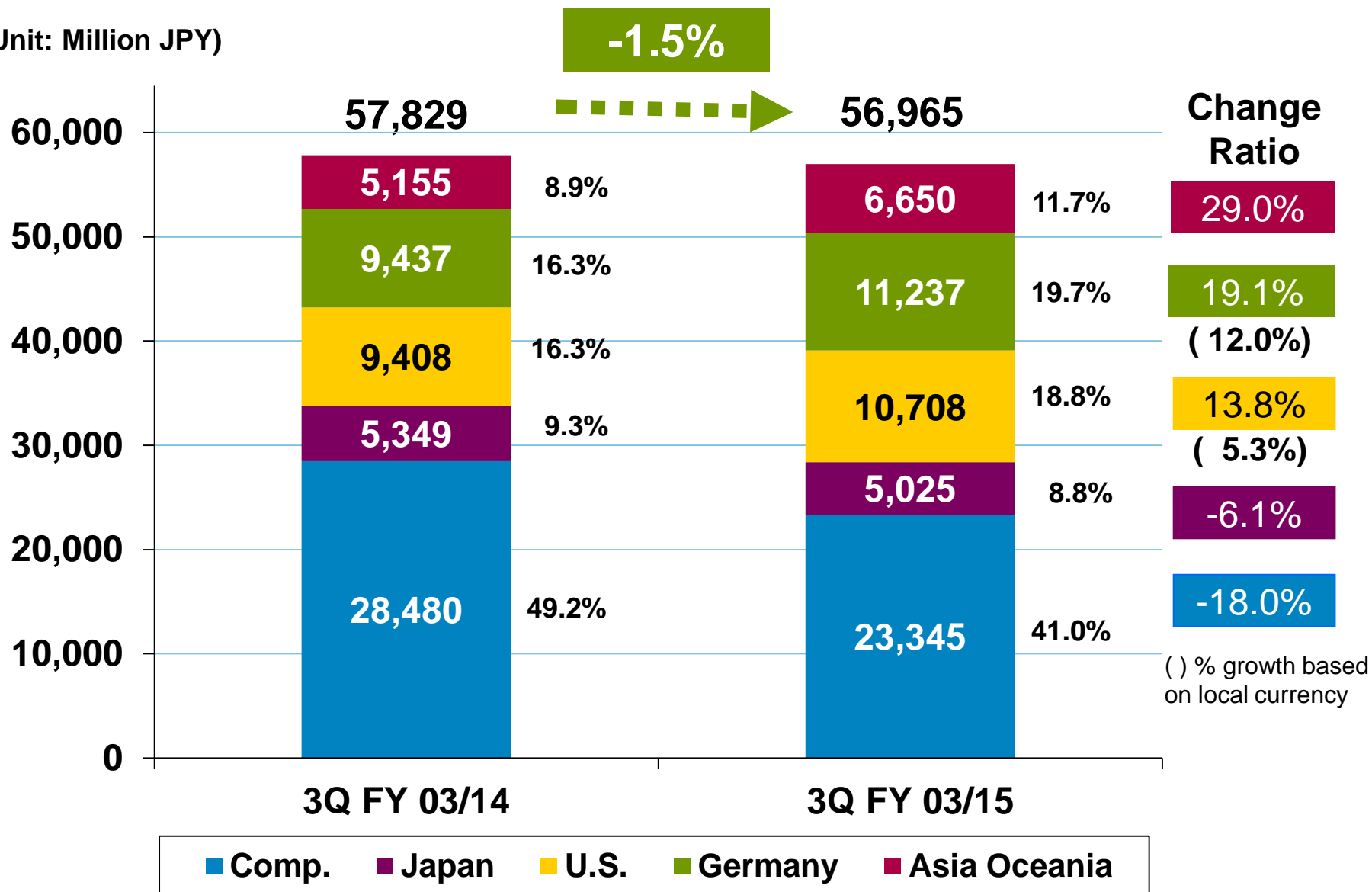
(Unit: Million JPY)



■ Professional ■ Creative ■ Consumer(Bamboo tablet, etc.) ■ Consumer(Stylus, etc.) ■ Business(VM) ■ Comp. ■ CAD, etc.

Sales by Region

(Unit: Million JPY)

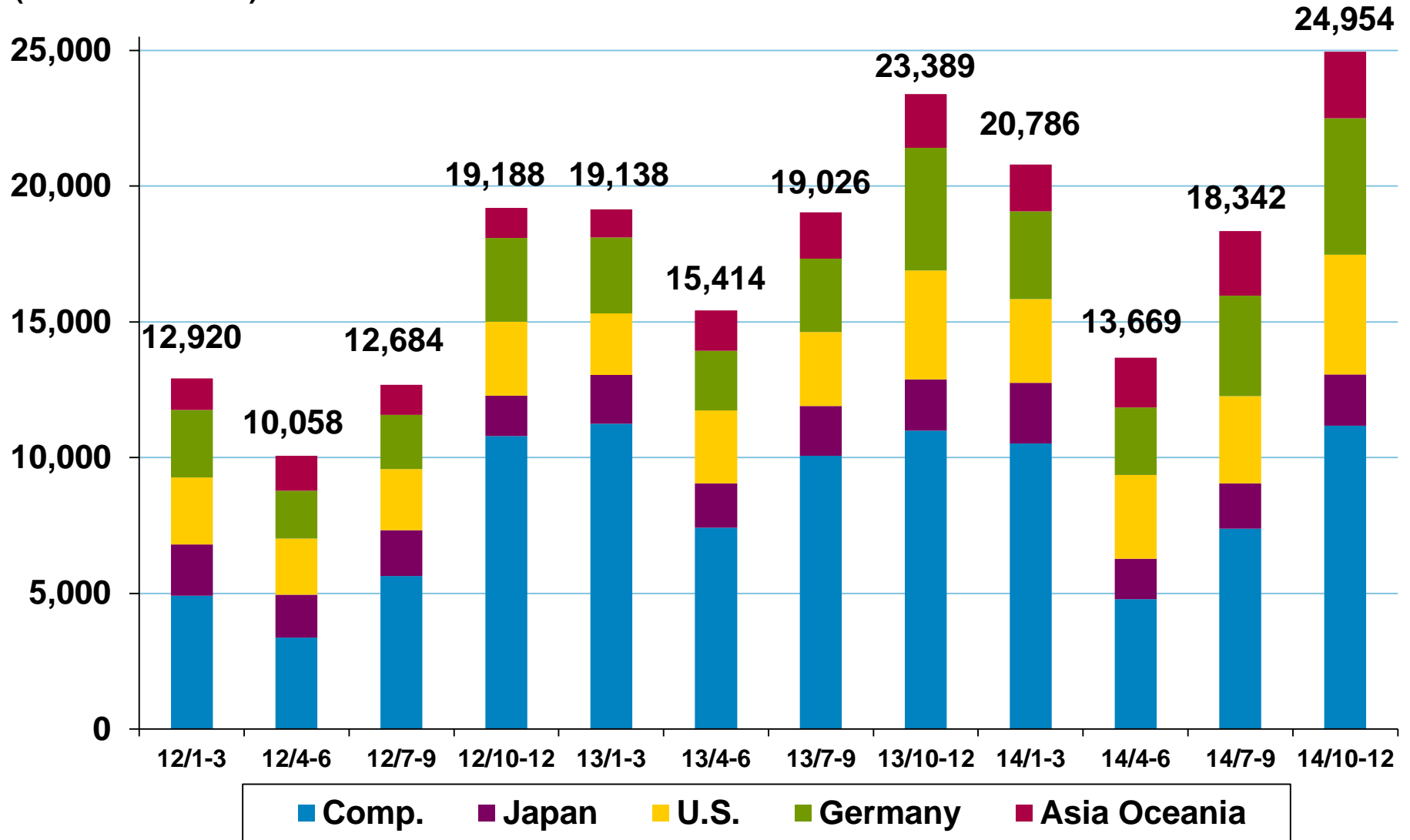


Sales Changes for Local Currencies

Region	Currency	YOY Change Ratio
Japan (excluding Comp. biz)	JPY	-6.1%
U.S.	USD	5.3%
Europe	EUR	12.0%
China	CNY	16.3%
Korea	KRW	24.4%
Australia	AUD	-7.4%
Singapore	USD	4.2%
Hong Kong	USD	-13.3%

Quarterly Trend by Region

(Unit: Million JPY)



Consolidated B/S

(Unit: Million JPY)

	End of Mar. 2014	End of Dec. 2014	Change
Current assets	40,073	46,983	6,910
Noncurrent assets	10,786	11,187	401
Total assets	50,859	58,170	7,311
Current liabilities	16,239	22,186	5,946
Noncurrent liabilities	1,820	1,808	-13
Total liabilities	18,060	23,993	5,933
Minority interest in subsidiaries	0	0	0
Net assets	32,799	34,177	1,377
Total liabilities and Net assets	50,859	58,170	7,311
Equity ratio	64.2%	58.4%	-5.8%
Book value per share (JPY)	196	204	8

Assets

- Increase in notes and accounts receivable-trade (sales increase in Comp. biz) 4,887
- Increase in intangible fixed assets 1,466
(Increase in software suspense account for IT infrastructure, etc.)
- Decrease in cash and cash equivalents 1,445
(operating cash-flow increase)
- Decrease in investment and other assets -543
(Valuation difference on available-for-sale securities, etc.)
- Decrease in property, plant and equipment -522
(sales of buildings and others, etc.)

Liabilities

- Increase in account payable payable-trade 2,762
- Increase in short-term loans payable 2,000
- Decrease in income tax payable -1,003

Net assets

- Decrease in shareholders' equity 335
(03/14 31,939 ⇒ 12/14 32,274)

Consolidated C/F

(Unit: Million JPY)

	3Q FY 03/14	3Q FY 03/15	YoY Change
	04/13 -12/13	04/14 -12/14	Amount
C/F from operating activities	-745	3,858	4,604
C/F from investing activities	-3,260	-2,322	938
C/F from financing activities	-3,263	-902	2,360
Effect of change in exchange rate	1,031	812	-219
Increase-decrease of cash & cash equivalent	-6,237	1,445	7,683
Beginning balance of cash & cash equivalent	21,596	15,394	-6,202
Ending balance of cash and cash equivalent	15,359	16,839	1,480

C/F from operating activities

▪ Net profit before tax	4,880
▪ Income in accounts payable-trade	2,238
▪ Increase in other current liabilities	1,601
▪ Increase in depreciation	1,427
▪ Loss on sales of noncurrent assets	463
▪ Increase in notes and accounts receivable-trade	-4,864
▪ Income tax paid	-2,352

C/F from investing activities

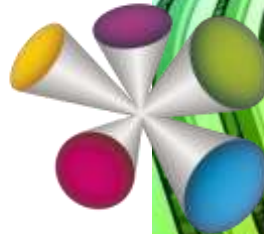
▪ Purchase of fixed assets (Global IT infrastructure, etc.)	-2,434
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C/F from financing activities

▪ Cash dividends paid	-2,903
▪ Increase in short-term loans payable	2,000

FY 03/15

Basic Policy and Business Focus



Business Environment for FY 03/15

- Global economy will continue to steadily expand, supported by monetary policies in developed countries. The weakness of economic growth in emerging countries will continue.
- Smartphones and tablets, cloud and community to establish new IT platforms. On-line and e-Commerce as primary channel for consumers.
- UI technology frontier to expand beyond multi-touch toward pen and ink, and others.
- Creative segment continues to grow with mobile use case extension and display products expansion.
- Mobile stationery and accessory market will continue to grow with broader application availability.
- e-Doc and secure workflow continue to gain momentum and expand to mobile platforms.

Basic Strategies and Goals

- Expand the business model from PC to mobile and Cloud
- Achieve P&L plan as 2nd year of WAP1215 (revised)
- Build new Brand business categories for growth
- Enhance Component business foundation and accelerate growth
- Accelerate business in U.S. and invest in emerging markets
- Build competitive SCM/SQM foundation
- Invest in new technologies and product development
- Build global organization for competitive leadership

Brand Business Basic Policies

- Transition to cluster-based business model
 - Reorganize Creative business line and reestablish brand framework
 - Establish Consumer business model in digitalization of stationery field
 - Expand digital signature and workflow solution business
- Accelerate growth and develop new customers by new products
 - Launch new mobile product line and expand consumer product line
 - Expand software products for improved customer experience
 - Invest in new dedicated team for emerging markets
- Enhance leadership by improving brand marketing
 - Establish user communities by Global Web, SNS
 - Enhance global marketing capabilities
- Achieve FY 03/15 growth target as 2nd Year of WAP1215 (revised)
 - Maximize the new product potential by global Web marketing
 - Expand online marketing and e-commerce

Component Business Key Focus

- Establish global leadership in mobile device categories
 - Enhance strategic smartphone partnership and maximize growth
 - Establish leadership in Windows 8 and Android tablet categories
 - Extend pen adoption to e-Book and e-Note categories
- Invest in new technology and new generation product line
 - Develop and launch Active ES pen technology
 - Establish leadership in Windows 8 and Android tablet categories
 - Extend pen adoption to educational market and e-Book categories
- Build business and expand market for touch controller
 - Develop and expand adoption of controller IC for tablets and other mobile devices
- Build component organization for growth
 - Establish SCM & SQM organization for higher customer satisfaction
 - Expand pen OEM partnership for market growth
 - Enhance touch panel SCM infrastructure

Corporate Function Basic Policy

- Build stronger global business support capabilities
 - Improve group finance and management accounting process
 - Accelerate global IT platform development
 - Enhance global legal and IP team
- Establish new global HR system
 - Build new leadership model for next generation global leadership
 - Implement global performance management frameworks and systems
 - Enhance HR support across all business
- Evolve IR activities and enhance corporate communication
 - Promote understanding of WAP1215
- Provide support for global projects

Assumptions for FY 03/15 Forecast

- **Market demand based on review (mid-January. 2015)**
- **FX rate assumptions for FY 03/15 since February**
(FX rates in January were TTM rates as of end-December.)
 - 1 USD = 110 JPY (revised) (previous rate: 100 JPY)
 - 1 EURO = 135 JPY (no revision)
- **Foreign exchange sensitivity: 12-month forecast (no revision)**

(Unit: Million JPY)

Currencies	USD	EURO
Unit of sensitivity	JPY 1	JPY 1
Sales	550	100
Operating profit	0	70

* A stronger yen has a negative effect while a weaker yen has a positive effect.

Assumptions for FY 03/15 Forecast

(Unit: Million JPY)

Estimates for major projects (revised) (due mainly to FX)

	FY 03/14 (actual)	FY 03/15 (forecast)	YOY Change
	04/13-03/14	04/14-03/15	Amount
Reconstruction of global SCM structure	300	1,680 (previous plan 1,500)	1,200
Global HR project	90	320 (previous plan 300)	210
WILL project	0	70 (previous plan 80)	80
Total	390	1,880	1,490

- Reconstruction of global SCM (supply chain management) structure
 - Support of e-commerce and centralization of ordering system, production management, and logistics management for all Wacom groups
 - Promotion of rapid decision-making by real-time information sharing and global ERP system integration
- Global HR project
 - Transition to a global organization by business category and integration of human resource management system
- WILL (Wacom Ink Layer Language) project
 - Establishment of digital ink standard and expansion of the ink application

Assumptions for FY 03/15 Forecast

- **Capital expenditure**

4.90 billion (+41.4% YOY) (**revised**) (previous plan: 5.50 billion)

Key items: IT systems to form global organizations and molds, etc.

- **Depreciation**

2.00 billion (+10.4% YOY) (**revised**) (previous plan: 2.30 billion)

- **R&D expense**

3.10 billion (+8.3% YOY) (**no revision**)

Key items: Development of new products in Brand business, development of IC for Active ES Pen and others, and basic technology research, etc.

Forecast of Results for FY 03/15

(Unit: Million JPY)

	FY 03/14 (actual)		FY 03/15 (revised forecast)		YoY
	04/13-03/14		04/14-03/15		Growth rate
Sales	78,615		78,700		0.1%
OP	8,663	11.0%	6,200	7.9%	-28.4%
RP	8,282	10.5%	5,900	7.5%	-28.8%
NP	5,249	6.7%	3,480	4.4%	-33.7%

	FY 03/15 (previous forecast as of July)		FY 03/15 (revised forecast)		YoY
	04/15-03/15		04/14-03/15		Growth rate
Sales	78,700		78,700		0.0%
OP	5,500	7.0%	6,200	7.9%	12.7%
RP	5,540	7.0%	5,900	7.5%	6.5%
NP	3,700	4.7%	3,480	4.4%	-5.9%

- Operating profit was revised upward owing to cost reduction effects, etc.
- Net profit was reduced due to an additional business structure improvement expenses and loss on sales of noncurrent assets in extraordinary loss.

Forecast of Results by Business Line (vs. FY 03/14)

(Unit: Million JPY)

	FY 03/14 (actual)	FY 03/15 (revised forecast)	YOY Change	
	04/13-03/14	04/14-03/15	Amount	Ratio
Sales	78,615	78,700	85	0.1%
Brand biz	38,960	45,240	6,280	16.1%
Component biz	39,002	32,800	-6,202	-15.9%
Other biz	653	660	7	1.0%
Operating Profit	8,663	6,200	-2,463	-28.4%
Brand Biz	5,214	6,330	1,116	21.4%
Component biz	6,667	4,670	-1,997	-30.0%
Other biz	123	100	-23	-18.4%
Corp. and others	-3,341	-4,900	-1,559	46.7%
OPM	11.0%	7.9%		

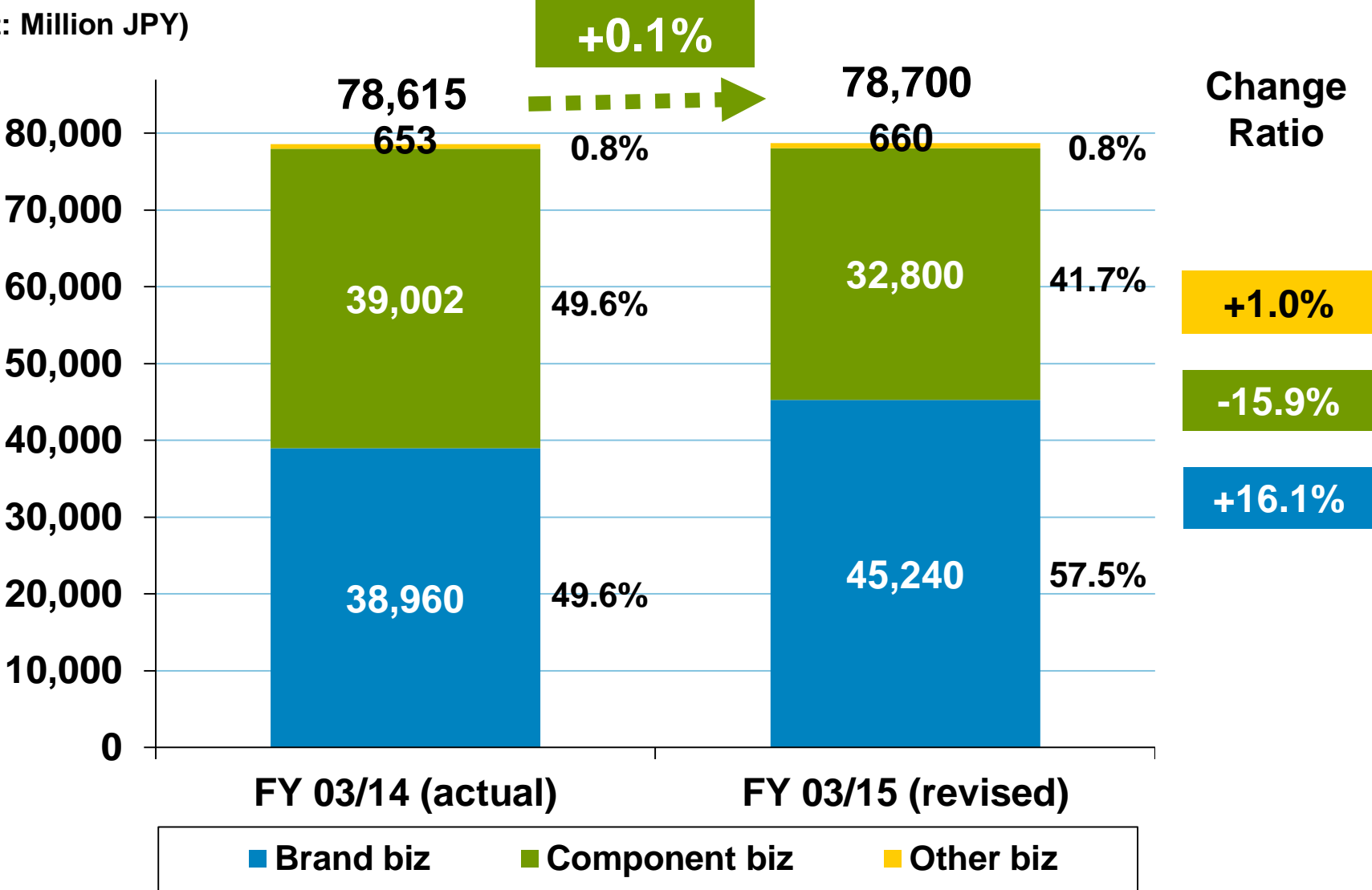
Forecast of Results by Business Line (vs. Prev.)

(Unit: Million JPY)

	FY 03/15 (previous forecast as of July)	FY 03/15 (revised forecast)	YOY Change	
	04/14-03/15	04/14-03/15	Amount	Ratio
Sales	78,700	78,700	0	0.0%
Brand biz	43,950	45,240	1,290	2.9%
Component biz	34,000	32,800	-1,200	-3.5%
Other biz	750	660	-90	-12.0%
Operating Profit	5,500	6,200	700	12.7%
Brand Biz	5,450	6,330	880	16.1%
Component biz	4,500	4,670	170	3.8%
Other biz	150	100	-50	-33.3%
Corp. and others	-4,600	-4,900	-300	6.5%
OPM	7.0%	7.9%		

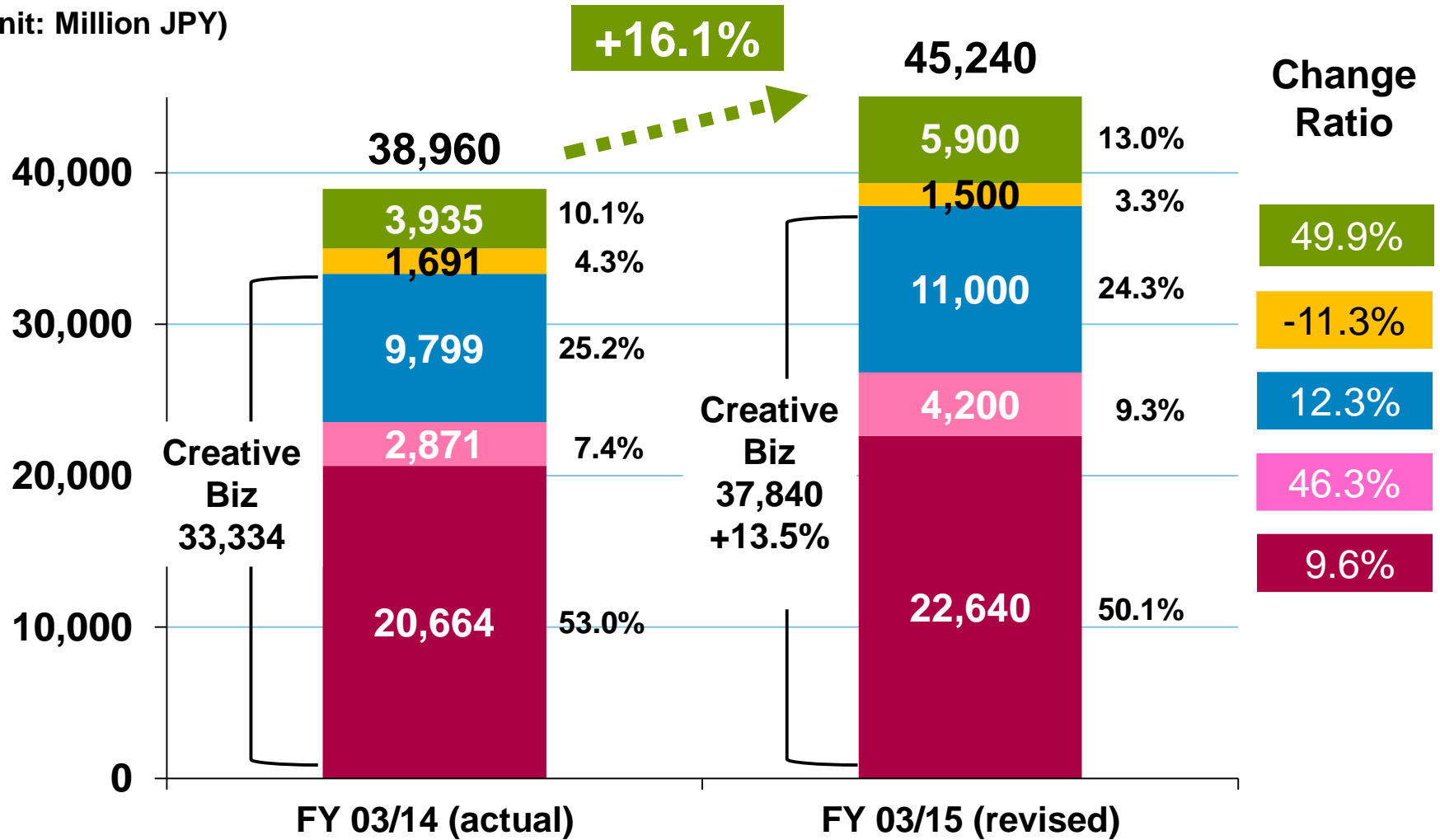
Sales Forecast by Segment (vs. FY 03/14)

(Unit: Million JPY)



Sales Forecast by Product line in Brand

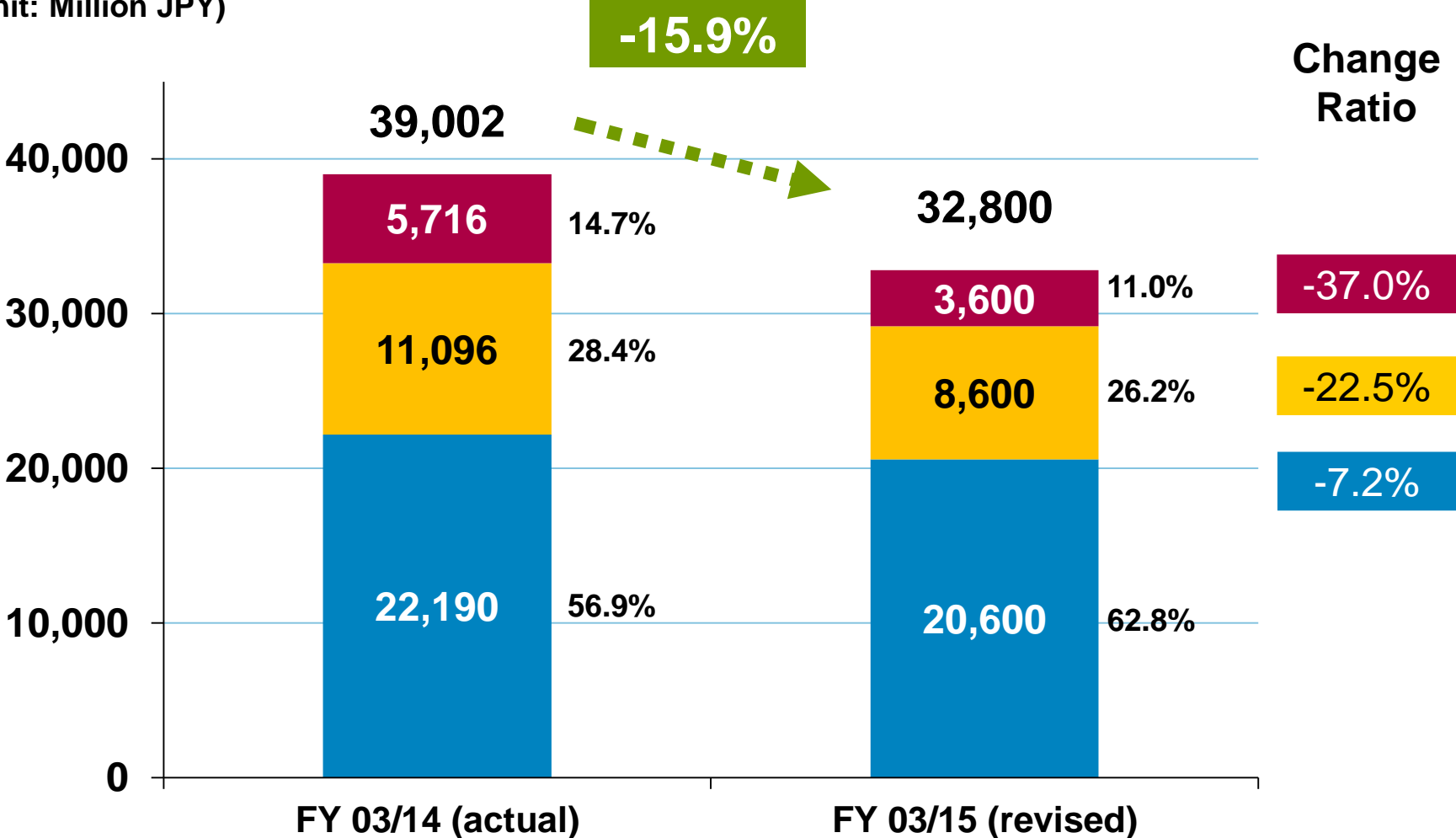
(Unit: Million JPY)



■ Creative-Pen tablet ■ Creative-Mobile ■ Creative-Display ■ Consumer ■ VM

Sales Forecast by Product line in Comp.

(Unit: Million JPY)

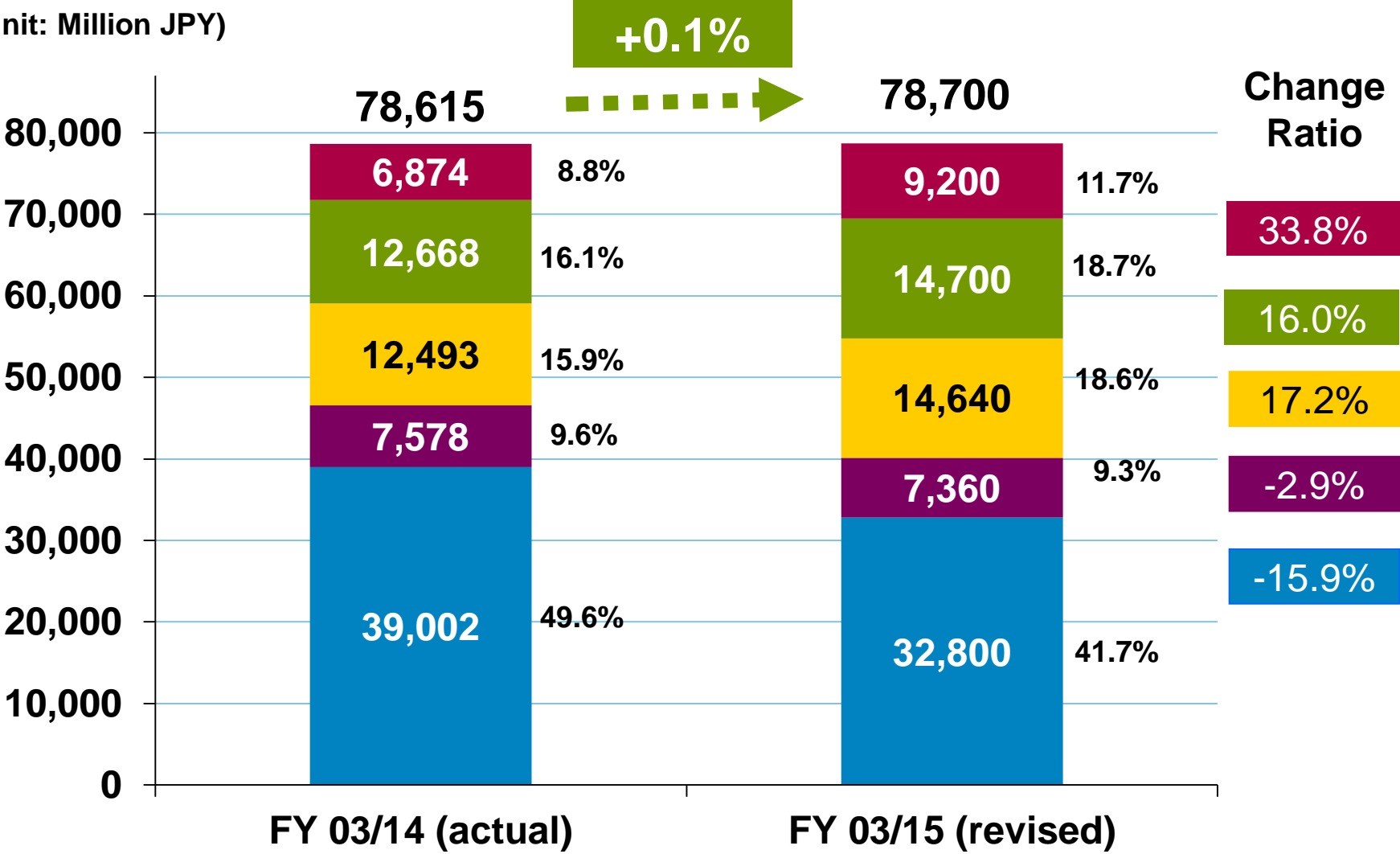


■ Pen for Smartphone ■ Pen for Tablet ■ Pen for Notebook PC, etc.

(Note) The Component business is reclassified by three categories. Sales of "For touch use" in FY3/14 is included in "For notebook PCs, etc."

Sales Forecast by Region

(Unit: Million JPY)



■ Comp. ■ Japan ■ U.S. ■ Germany ■ Asia Oceania

(Note) There are no regional segments in the Component business.



Dividend Forecast for FY 03/15

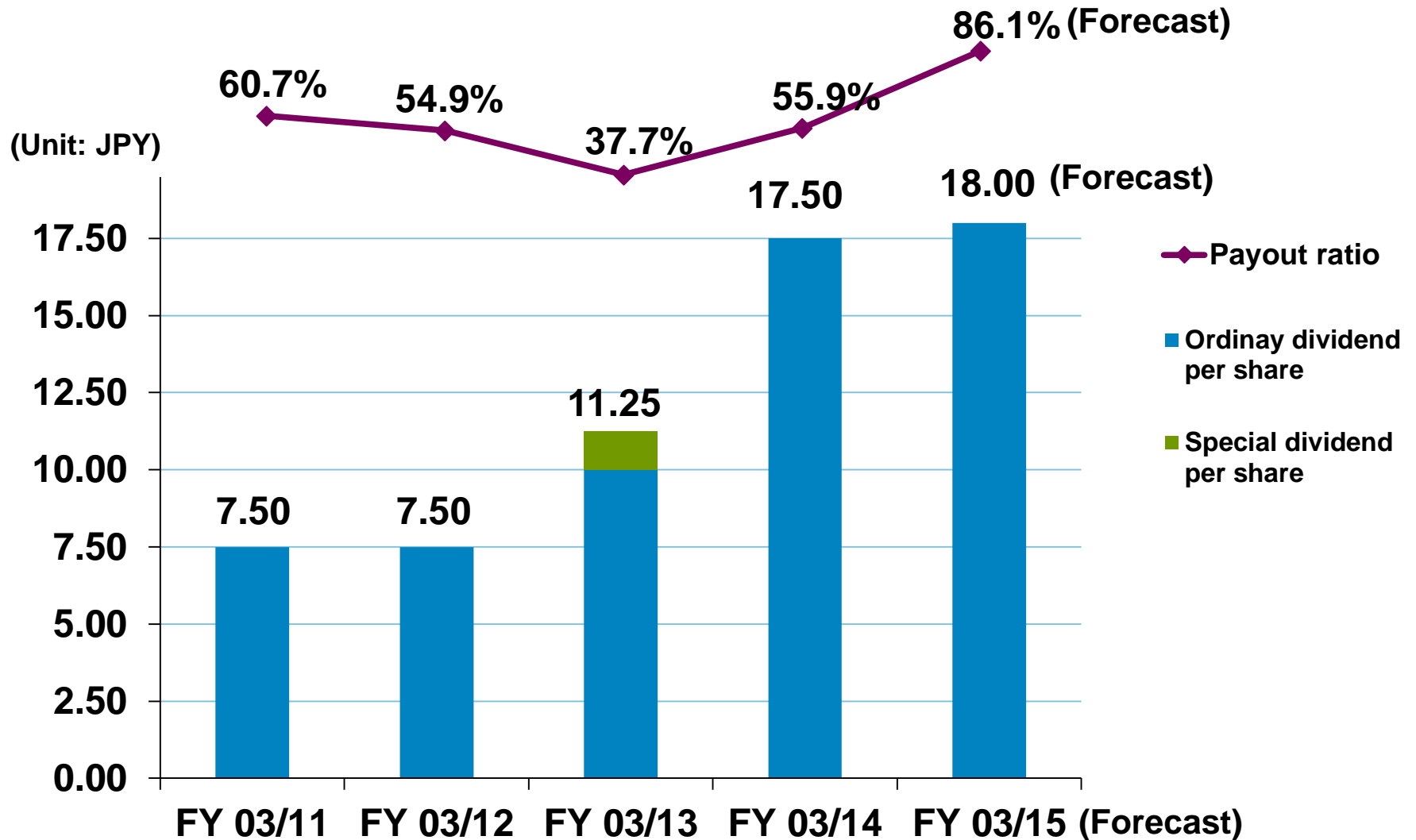
- **Dividend policy**

- Continue steady dividend payout to shareholders while maintaining a stable financial base necessary for future business development (no revision)
- Target payout ratio maintains approximately 40% or more to attract global investment. (no revision)

- **Dividend per share** (no revision)

- JPY 18.00 per share for FY 03/15
(JPY 17.50 per share for FY 03/14)
- Payout ratio 86.1%

Dividends per Share





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Our Vision

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TO MAKE THE WORLD
A MORE CREATIVE PLACE.

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OPEN UP.
SENSE MORE.

for a creative world™



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Disclaimer

Forward-looking statements regarding future events and performance contained in this presentation are based on currently available information and involve risks and uncertainties, including macroeconomic conditions, trends of the industry in which the company is engaged and progress in new technologies. 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.

Wacom Co., Ltd.

<http://www.wacom.com>

Investor Relations Inquiries

IR Office, Corporate Planning Dept. Wacom Co., Ltd.

TEL : +81-3-5337-6502 FAX : +81-3-5337-6519

Sumitomo Fudosan Shinjuku Grand Tower 31F,

8-17-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo

160-6131, Japan

