

3-5 Owa 3-chome Suwa, Nagano 392-8502, Japan Tel: +81-266-52-3131 http://global.epson.com/

Oct 27, 2016

# CONSOLIDATED RESULTS FOR THE SECOND QUARTER ENDED SEPTEMBER 30, 2016 (IFRS basis)

# **Consolidated Financial Highlights**

# **Quarterly Condensed Consolidated Statement of Comprehensive Income**

|  | Million            | s of yen |         | Thousands of U.S. dollars      |
|--|--------------------|----------|---------|--------------------------------|
|  | Six mont<br>Septem |          | Change  | Six months ended September 30, |
|  | 2015               | 2016     |         | 2016                           |
| Revenue  | 542,981            | 487,569  | (10.2%) | 4,821,687                      |
| Business profit (Note)   | 40,244             | 25,729   | (36.1%) | 254,440                        |
| Profit from operating activities                                   | 41,709             | 27,773   | (33.4%) | 274,653                        |
| Profit before tax  | 40,106             | 27,073   | (32.5%) | 267,731                        |
| Profit for the period  | 26,166             | 18,605   | (28.9%) | 183,989                        |
| Profit for the period attributable to owners of the parent company | 26,027             | 18,445   | (29.1%) | 182,407                        |
| Total comprehensive income for the period                          | 16,305             | (15,992) | -%      | (158,148)                      |
| Basic earnings per share (in ¥1, \$1 unit)                         | 72.75              | 52.09    |         | 0.52                           |
| Diluted earnings per share (in ¥1, \$1 unit)                       | -                  | -        |         | -                              |

<sup>(</sup>Note) Business profit is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

## **Quarterly Condensed Consolidated Statement of Financial Position**

|   | Million        | Thousands of U.S. dollars |                    |
|---|----------------|---------------------------|--------------------|
|   | March 31, 2016 | September 30, 2016        | September 30, 2016 |
| Total assets  | 941,340        | 899,891                   | 8,899,238          |
| Total equity  | 470,676        | 433,374                   | 4,285,739          |
| Equity attributable to owners of the parent company           | 467,818        | 430,946                   | 4,261,728          |
| Equity attributable to owners of the parent company ratio (%) | 49.7%          | 47.9%                     | 47.9%              |

#### **Ouarterly Condensed Consolidated Statement of Cash Flows**

|   | Million  | s of yen              |        | Thousands of U.S. dollars      |
|---|----------|-----------------------|--------|--------------------------------|
|   |          | ths ended<br>ober 30, | Change | Six months ended September 30, |
|   | 2015     | 2016                  |        | 2016                           |
| Net cash provided by (used in) operating activities | 27,026   | 33,207                | 22.9%  | 328,392                        |
| Net cash provided by (used in) investing activities | (36,937) | (37,123)              | -%     | (367,118)                      |
| Net cash provided by (used in) financing activities | (41,987) | (15,654)              | -%     | (154,806)                      |
| Cash and cash equivalents at end of period          | 190,596  | 201,196               | 5.6%   | 1,989,675                      |

#### Notes

- I. Figures in "Change" column are comparisons with the same period of the previous year.
- II. Diluted earnings per share is presented only if there are dilutive factors present.
- III. Equity attributable to owners of the parent company is equity excluding non-controlling interest in subsidiaries.
- IV. U.S. dollar amounts are included solely for the convenience of readers. These translations should not be construed as representations that the yen amounts actually represent, or have been or could be converted into U.S. dollars at that or any other rate. The rate of \mathbb{\X}101.12 = U.S.\mathbb{\X}1 as of September 30, 2016 has been used for the purpose of presentation.

## Operating Performance Highlights and Financial Condition

#### Fiscal 2016 First-Half (April 1 to September 30, 2016) Overview

On the whole, the global economy basically continued to gradually recover throughout in the first half of the year under review. Regionally, the U.S. economy continued to recover, fueled by an increase in consumer spending and improvement in the employment situation. In Europe, the limited impact of Britain's exit from the European Union and a drop in the unemployment rate provided traction for a gradual economic recovery. In China and Latin America, on the other hand, the economic slowdown continued. In Japan an uptick in consumer sentiment and an improvement in the employment situation signaled a continuation of a gradual economic recovery.

The situation in the main markets of the Epson Group ("Epson") was as follows.

Demand for inkjet printers continued to decline, as the Japanese consumer market contracted sharply and the North America also shrank. On the other hand, there was solid demand for high-capacity ink tank printers, as the entry of other companies had the effect of boosting recognition. Large-format inkjet printer demand was firm in North America and Japan, but demand in China and Latin America was subdued due to the effects of economic deceleration. Serial-impact dot-matrix (SIDM) printer demand was firm in China, where a major tax overhaul produced extra demand in the tax collection market, but demand continued to contract in the Americas and Europe.

Demand for education and business projectors expanded in Japan. Projector demand also increased in Europe ahead of major sporting events. However, total sales were subdued due to the effects of the economic slowdown in Latin America, inventory adjustments in the North American retail market, and weak demand for education projectors in Europe.

Demand was mixed in the main markets for Epson's electronic devices. In the mobile phone market, demand for feature phones continued to decline while demand for smart phones remained firm, owing primarily to growth of emerging market manufacturers in China and elsewhere. Demand in the digital camera market was subdued. Demand for watches was generally firm in Europe but fell sharply overall due to softening demand from tourists to Japan, declines in demand in China and North America, and a soft market for watch movements. Demand for industrial robots remained firm in Europe and the Americas, as well as in Japan, where sales to the automotive industry were firm.

Against this backdrop, Epson began the new fiscal year under the Epson 25 Phase 1 Mid-Range Business Plan (FY2016-18). The Phase 1 Plan delineates the first phase of work toward achieving the Epson 25 Corporate Vision, which sets forth a goal of creating a new connected age of people, things and information with efficient, compact and precision technologies. During the three years of the Phase 1 Plan Epson will sustain the momentum it gained by strategically adopting new business models and developing new market segments under the previous corporate vision. At the same time, it will move forward on product development while aggressively investing as needed to provide a solid business foundation.

The average exchange rates of the yen against the U.S. dollar and of the yen against the euro during the first half of the year under review were \(\frac{\text{\$\text{\$\text{\$\text{\$Y}}}}}{105.29}\) and \(\frac{\text{\$\text{\$\text{\$\text{\$\$\text{\$Y}}}}}{118.15}\), respectively. This represents a 14% appreciation in the value of the yen against the dollar and a 13% appreciation in the value of the yen against the euro compared to the same period last year. The yen also continued to ride high against currencies other than the U.S. dollar and euro. The yen gained more against the Chinese yuan, British pound, and some Latin American currencies than it did against the U.S. dollar and euro due to the effects of an economic slowdown and other factors.

The foregoing factors are reflected in our financial results for the first half of the year. Revenue was ¥487.5 billion, down 10.2% year on year. Business profit was ¥25.7 billion, down 36.1% year on year. Profit from operating activities was ¥27.7 billion, down 33.4% year on year. Profit before tax was ¥27.0 billion, down 32.5% year on year. Profit for the period was ¥18.6 billion, down 28.9% year on year.

A breakdown of the financial results in each reporting segment is provided below.

#### **Printing Solutions Segment**

Printer business revenue decreased.

Total inkjet printer revenue declined. High-capacity ink tank printer revenue continued to expand, as the entry of other companies into the high-capacity ink tank printer market boosted market recognition and helped to fuel a sharp increase in unit shipments. On the other hand, shipments of ink cartridge models were level with those in the same period last year despite the contracting market, but revenue was dragged down by a drop in average selling prices and foreign exchange effects. Although consumables unit volume decreased, the product mix is improving, with consumables for office printers, which have a higher unit price, accounting for a greater percentage of total consumables sales. However, Revenue from consumables decreased due to the negative effects of foreign exchange.

Page printer revenue decreased due to a decline in unit shipments, the result of Epson's focus on selling high added value models.

In SIDM printers, foreign exchange effects caused revenue to decline despite ongoing extra demand in the Chinese tax collection system market.

Revenue in the professional printing business decreased.

Total revenue from large-format printers decreased, partly due to foreign exchange effects. Sales of Epson's new products in the growing signage market were strong and demand in the textile segment was firm, though a slow economy tempered revenue in the latter. Total revenue decreased because revenue in the existing photo and graphics markets fell in response to intensified price competition and foreign exchange effects. Revenue from consumables decreased due to a decline in printer unit sales and foreign exchange effects.

POS system product revenue decreased. Although demand for low-end models was firm in Europe, total unit shipments declined due to a lack of large orders such as those received in the same period last year in Japan and North America. Revenue was also hurt by foreign exchange effects.

Segment profit in the printing solutions segment decreased even though profit rose on increased sales of high-capacity ink tank inkjet printers. The decrease in segment profit was due to a combination of factors, including a decrease in large-format inkjet printer sales, strategic investment and spending on medium-term growth, and foreign exchange effects.

As a result of the foregoing factors, revenue in the printing solutions segment was ¥318.6 billion, down 10.7% year on year. Segment profit was ¥33.9 billion, down 22.9% year on year.

#### **Visual Communications Segment**

Visual communications revenue decreased.

Total 3LCD projector revenue decreased mainly due to a contraction of the education market in Europe, a continued contraction of the North American and Latin American markets, and foreign exchange effects. These factors outweighed unit shipment and sales growth that accompanied the release of new projectors in the high-brightness category and an increase in demand for models in the volume zone in Europe in advance of major sporting events.

Segment profit in the visual communications segment decreased despite an increase in profit accompanying unit shipment growth. The decrease in segment profit was primarily due to strategic investment and spending on medium-term growth, as well as foreign exchange effects.

As a result of the foregoing factors, revenue in the visual communications segment was ¥87.7 billion, down 7.8% year on year. Segment profit was ¥7.1 billion, down 18.8% year on year.

#### **Wearable and Industrial Products Segment**

Revenue in the wearable products business as a whole decreased. Average selling prices for watches in the Japanese market rose due to the release of new watch products, but unit volume fell because purchases by foreign visitors to Japan decelerated and demand in overseas markets was subdued. Revenue was also hurt by a weak watch movements market and foreign exchange effects.

Revenue in the robotics solutions business decreased. Although sales of industrial robots increased on demand in China, IC handler revenue was dragged lower by a drop in lower average selling prices to smartphone chip manufacturers and because of foreign exchange effects.

Revenue in the microdevices business decreased. Revenue from crystal devices decreased due to a decline in unit shipments to manufacturers of cell phones and other personal electronics and because of foreign exchange effects. Semiconductor revenue decreased despite higher unit volume on increased silicon foundry demand. The decrease in revenue is mainly due to a decline in volume to a major automotive account and foreign exchange effects.

The surface finishing business developed new customers, and the metal powders business, which reported firm sales of high-performance material powders for mobile equipment, both saw revenue decline due to foreign exchange effects.

Segment profit in the wearable and industrial products segment decreased due to lower sales in the microdevices business and wearable products business.

As a result of the foregoing factors, revenue in the wearable and industrial products segment was ¥81.0 billion, down 11.4% year on year. Segment profit was ¥3.9 billion, down 55.6% year on year.

#### Other

Other revenue amounted to ¥0.6 billion, up 4.9% year on year. Segment loss was ¥0.2 billion, compared to a segment loss of ¥0.3 billion in the same period last year.

#### Adjustments

Adjustments to the total profit of reporting segments amounted to negative ¥19.0 billion. (Adjustments in the previous fiscal year were negative ¥21.3 billion.) The main components of the adjustment were basic technology research and development expenses that do not correspond to the reporting segments and selling, general and administrative expenses associated with things such as new businesses and corporate functions.

#### **Liquidity and Financial Position**

Total assets at the end of the second quarter were ¥899.8 billion, a decrease of ¥41.4 billion from the previous fiscal year end. While cash and cash equivalents increased due to an issue of ¥50 billion in bonds payable, total assets decreased mainly because of a ¥29.3 billion decrease in cash and cash equivalents owing largely to a redemption of bonds payable, a repurchase of own shares, and dividend payments. A ¥6.3 billion decrease in trade and other receivables and a ¥4.9 billion decrease in inventories also contributed to decrease in total assets.

Total liabilities were ¥466.5 billion, down ¥4.1 billion compared to the end of the last fiscal year. Although liabilities were increased by the issue of ¥50 billion in bonds payable, total liabilities decreased primarily because there was a ¥30 billion redemption of bonds payable, a ¥16.1 billion reduction in short-term loans payable, and a ¥7.8 billion decrease in other current liabilities and other non-current liabilities.

The equity attributable to owners of the parent company totaled ¥430.9 billion, a ¥36.8 billion decrease compared to the previous fiscal year end. While retained earnings increased because we posted ¥18.4 billion in profit for the period, equity attributable to owners of the parent company decreased due to ¥10.7 billion in dividend payments, a ¥10.3 billion payment for the acquisition of own shares, and a ¥28.6 billion decrease in other components of equity, including a decrease in the exchange differences on translation of foreign operations associated with the appreciation of the yen.

## **Qualitative Information Regarding the Consolidated Financial Outlook**

Epson revised its full-year consolidated financial outlook after adjusting its exchange rate assumptions in light of the rise in the value of the yen and based on factors such as the conditions in markets where Epson operates.

The figures in the outlook are based on assumed exchange rates of 100.00 yen to the U.S. dollar and 110.00 yen to the euro in the third and fourth quarters.

#### Consolidated Full-Year Financial Outlook

|  | FY2015           | Previous Outlook | Current Outlook  | Change         | 2        |  |
|--|------------------|------------------|------------------|----------------|----------|--|
|  |                  | (A)              | (B)              | (B - A)        | )        |  |
| Revenue  | ¥1,092.4 billion | ¥1,030.0 billion | ¥1,000.0 billion | -¥30.0 billion | (-2.9%)  |  |
| Business profit  | ¥84.9 billion    | ¥72.0 billion    | ¥60.0 billion    | -¥12.0 billion | (-16.7%) |  |
| Profit from operating activities                                 | ¥94.0 billion    | ¥70.0 billion    | ¥60.0 billion    | -¥10.0 billion | (-14.3%) |  |
| Profit before tax  | ¥91.5 billion    | ¥69.0 billion    | ¥59.0 billion    | -¥10.0 billion | (-14.5%) |  |
| Profit for the period  | ¥46.0 billion    | ¥54.0 billion    | ¥46.0 billion    | -¥8.0 billion  | (-14.8%) |  |
| Profit for the year attributable to owners of the parent company | ¥45.7 billion    | ¥54.0 billion    | ¥46.0 billion    | -¥8.0 billion  | (-14.8%) |  |
| El   | 1USD = 120.14    | \$1USD = ¥106.00 | 1USD = 103.00    |                |          |  |
| Exchange rates   | 1 EUR = ¥132.58  | 1 EUR = ¥121.00  | 1 EUR = ¥114.00  |                |          |  |

# **Quarterly Condensed Consolidated Statement of Financial Position**

|  |       |           |               | Thousands of  |
|--|-------|-----------|---------------|---------------|
|  | _     | Millions  | of yen        | U.S. dollars  |
|  | Notes | March 31, | September 30, | September 30, |
|  | _     | 2016      | 2016          | 2016          |
| <u>Assets</u>                              |       |           |               |               |
| Current assets                             |       |           |               |               |
| Cash and cash equivalents                  |       | 230,498   | 201,196       | 1,989,675     |
| Trade and other receivables                |       | 151,660   | 145,291       | 1,436,817     |
| Inventories                                |       | 201,608   | 196,674       | 1,944,956     |
| Income tax receivables                     |       | 1,232     | 2,399         | 23,724        |
| Other financial assets                     | 10    | 1,674     | 2,815         | 27,838        |
| Other current assets                       |       | 14,335    | 15,343        | 151,753       |
| Subtotal                                   |       | 601,010   | 563,720       | 5,574,763     |
| Non-current assets held for sale           |       | 441       | 37            | 365           |
| Total current assets                       |       | 601,451   | 563,757       | 5,575,128     |
| Non-current assets                         |       |           |               |               |
| Property, plant and equipment              |       | 244,463   | 239,277       | 2,366,267     |
| Intangible assets                          |       | 18,179    | 20,884        | 206,526       |
| Investment property                        |       | 1,967     | 1,864         | 18,433        |
| Investments accounted for using the equity |       | 1,605     | 1,402         | 13,864        |
| method                                     |       | ,         | ,             | ,             |
| Other financial as sets                    | 10    | 21,962    | 20,671        | 204,420       |
| Other non-current assets                   |       | 5,122     | 4,996         | 49,450        |
| Deferred tax assets                        |       | 46,587    | 47,036        | 465,150       |
| Total non-current assets                   |       | 339,888   | 336,133       | 3,324,110     |
| Total assets                               |       | 941,340   | 899,891       | 8,899,238     |

| Notes   Note |  |       | Millions  | s of yen      | Thousands of U.S. dollars |
|--|--|-------|-----------|---------------|---------------------------|
| Läbilities and equity           Current liabilities           Trade and other payables         130,624         127,863         1,264,467           Income tax payables         6,830         6,498         64,260           Bonds issued, borrowings and lease liabilities         6,10         61,654         25,527         252,442           Other financial liabilities         10         824         393         3,886           Provisions         23,019         20,385         201,592           Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         6,10         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         1,001         1,199         11,857           Total non-current liabilities         470,663         466,516         4,613,499           Equity         84,321         84   |  | Notes | March 31, | September 30, | September 30,             |
| Liabilities           Current liabilities         130,624         127,863         1,264,467           Income tax payables         6,830         6,498         64,260           Bonds issued, borrowings and lease liabilities         6,10         61,654         25,527         252,442           Other financial liabilities         10         824         393         3,886           Provisions         23,019         20,385         201,592           Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         4,941         5,182         51,246           Other non-current liabilities         470,663         466,516         4,613,499 <tr< td=""><td>Liabilities and equity</td><td>_</td><td>2010</td><td>2010</td><td>2010</td></tr<>   | Liabilities and equity                         | _     | 2010      | 2010          | 2010                      |
| Trade and other payables         130,624         127,863         1,264,467           Income tax payables         6,830         6,498         64,260           Bonds issued, borrowings and lease liabilities         6,10         61,654         25,527         252,442           Other financial liabilities         10         824         393         3,886           Provisions         23,019         20,385         201,592           Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         6,10         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,887           Total non-current liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204 <td></td> <td></td> <td></td> <td></td> <td></td>   |  |       |           |               |                           |
| Income tax payables  | Current liabilities                            |       |           |               |                           |
| Bonds issued, borrowings and lease liabilities         6,10         61,654         25,527         252,442           Other financial liabilities         10         824         393         3,886           Provisions         23,019         20,385         201,592           Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         6,10         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         53,204         53,204           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,4   | Trade and other payables                       |       | 130,624   | 127,863       | 1,264,467                 |
| Other financial liabilities         10         824         393         3,886           Provisions         23,019         20,385         201,592           Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         53,204         526,147           Capital surplus         84,321         84,321         83,3870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556  | Income tax payables                            |       | 6,830     | 6,498         | 64,260                    |
| Provisions         23,019         20,385         201,592           Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         325,019         275,487         2,724,357           Non-current liabilities         6,10         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         53,204         53,204         53,204           Equity         84,321         84,321         84,321           Capital surplus         84,321         84,321         84,321           Treasury shares         7         (20,471)         (30,810)         (304,687)   | Bonds issued, borrowings and lease liabilities | 6,10  | 61,654    | 25,527        | 252,442                   |
| Other current liabilities         102,065         94,819         937,710           Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         53,204         526,147           Capital surplus         84,321         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818   | Other financial liabilities                    | 10    | 824       | 393           | 3,886                     |
| Total current liabilities         325,019         275,487         2,724,357           Non-current liabilities         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         Share capital         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946  | Provisions                                     |       | 23,019    | 20,385        | 201,592                   |
| Non-current liabilities         Solution of the parent company         Solution of th  | Other current liabilities                      |       | 102,065   | 94,819        | 937,710                   |
| Bonds issued, borrowings and lease liabilities         6,10         80,100         119,853         1,185,255           Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858  | Total current liabilities                      |       | 325,019   | 275,487       | 2,724,357                 |
| Other financial liabilities         10         1,640         1,373         13,577           Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739   | Non-current liabilities                        |       |           |               |                           |
| Net defined benefit liabilities         54,845         60,882         602,076           Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         83,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739  | Bonds issued, borrowings and lease liabilities | 6,10  | 80,100    | 119,853       | 1,185,255                 |
| Provisions         4,941         5,182         51,246           Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739   | Other financial liabilities                    | 10    | 1,640     | 1,373         | 13,577                    |
| Other non-current liabilities         3,114         2,536         25,131           Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739   | Net defined benefit liabilities                |       | 54,845    | 60,882        | 602,076                   |
| Deferred tax liabilities         1,001         1,199         11,857           Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739  | Provisions                                     |       | 4,941     | 5,182         | 51,246                    |
| Total non-current liabilities         145,644         191,028         1,889,142           Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739  | Other non-current liabilities                  |       | 3,114     | 2,536         | 25,131                    |
| Total liabilities         470,663         466,516         4,613,499           Equity         53,204         53,204         526,147           Capital surplus         84,321         84,321         833,870           Treasury shares         7         (20,471)         (30,810)         (304,687)           Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739  | Deferred tax liabilities                       |       | 1,001     | 1,199         | 11,857                    |
| Equity         Share capital       53,204       53,204       526,147         Capital surplus       84,321       84,321       833,870         Treasury shares       7       (20,471)       (30,810)       (304,687)         Other components of equity       57,989       29,381       290,556         Retained earnings       292,775       294,850       2,915,842         Equity attributable to owners of the parent company       467,818       430,946       4,261,728         Non-controlling interests       2,858       2,428       24,011         Total equity       470,676       433,374       4,285,739  | Total non-current liabilities                  |       | 145,644   | 191,028       | 1,889,142                 |
| Share capital       53,204       53,204       526,147         Capital surplus       84,321       84,321       833,870         Treasury shares       7       (20,471)       (30,810)       (304,687)         Other components of equity       57,989       29,381       290,556         Retained earnings       292,775       294,850       2,915,842         Equity attributable to owners of the parent company       467,818       430,946       4,261,728         Non-controlling interests       2,858       2,428       24,011         Total equity       470,676       433,374       4,285,739   | Total liabilities                              |       | 470,663   | 466,516       | 4,613,499                 |
| Capital surplus       84,321       84,321       833,870         Treasury shares       7       (20,471)       (30,810)       (304,687)         Other components of equity       57,989       29,381       290,556         Retained earnings       292,775       294,850       2,915,842         Equity attributable to owners of the parent company       467,818       430,946       4,261,728         Non-controlling interests       2,858       2,428       24,011         Total equity       470,676       433,374       4,285,739   | Equity   |       |           |               |                           |
| Treasury shares       7       (20,471)       (30,810)       (304,687)         Other components of equity       57,989       29,381       290,556         Retained earnings       292,775       294,850       2,915,842         Equity attributable to owners of the parent company       467,818       430,946       4,261,728         Non-controlling interests       2,858       2,428       24,011         Total equity       470,676       433,374       4,285,739   | Share capital                                  |       | 53,204    | 53,204        | 526,147                   |
| Other components of equity         57,989         29,381         290,556           Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739   | Capital surplus                                |       | 84,321    | 84,321        | 833,870                   |
| Retained earnings         292,775         294,850         2,915,842           Equity attributable to owners of the parent company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739  | Treasury shares                                | 7     | (20,471)  | (30,810)      | (304,687)                 |
| Equity attributable to owners of the parent company       467,818       430,946       4,261,728         Non-controlling interests       2,858       2,428       24,011         Total equity       470,676       433,374       4,285,739  | Other components of equity                     |       | 57,989    | 29,381        | 290,556                   |
| company         467,818         430,946         4,261,728           Non-controlling interests         2,858         2,428         24,011           Total equity         470,676         433,374         4,285,739  | Retained earnings                              |       | 292,775   | 294,850       | 2,915,842                 |
| Total equity 470,676 433,374 4,285,739   |  |       | 467,818   | 430,946       | 4,261,728                 |
| Total equity 470,676 433,374 4,285,739   | Non-controlling interests                      |       | 2,858     | 2,428         | 24,011                    |
|  |  |       | 470,676   | 433,374       | 4,285,739                 |
|  | Total liabilities and equity                   |       | 941,340   | 899,891       | 8,899,238                 |

# **Quarterly Condensed Consolidated Statement of Comprehensive Income Six months ended September 30, 2015 and 2016:**

|  |       | Millions of y                | /en       | Thousands of U.S.<br>dollars      |  |
|--|-------|------------------------------|-----------|-----------------------------------|--|
|  |       | Six months er<br>September 3 |           | Six months ended<br>September 30, |  |
|  | Notes | 2015                         | 2016      | 2016                              |  |
| Revenue  | 5     | 542,981                      | 487,569   | 4,821,687                         |  |
| Cost of sales  |       | (351,236)                    | (319,752) | (3,162,105)                       |  |
| Gross profit   |       | 191,744                      | 167,817   | 1,659,582                         |  |
| Selling, general and administrative expenses                                   |       | (151,500)                    | (142,088) | (1,405,142)                       |  |
| Other operating income   |       | 4,700                        | 3,018     | 29,845                            |  |
| Other operating expense  |       | (3,234)                      | (974)     | (9,632)                           |  |
| Profit from operating activities   |       | 41,709                       | 27,773    | 274,653                           |  |
| Finance income   |       | 892                          | 709       | 7,011                             |  |
| Finance costs  |       | (2,587)                      | (1,426)   | (14,101)                          |  |
| Share of profit of investments accounted for using the equity method           |       | 90                           | 17        | 168                               |  |
| Profit before tax  |       | 40,106                       | 27,073    | 267,731                           |  |
| Income taxes   |       | (13,906)                     | (8,462)   | (83,683)                          |  |
| Profit from continuing operations  | -     | 26,199                       | 18,611    | 184,048                           |  |
| Loss from discontinued operations  |       | (33)                         | (5)       | (59)                              |  |
| Profit for the period  |       | 26,166                       | 18,605    | 183,989                           |  |
| Other comprehensive income   |       |                              | <u>.</u>  |                                   |  |
| Items that will not be reclassified subsequently to profit or loss, net of tax |       |                              |           |                                   |  |
| Remeasurement of net defined benefit liabilities (asset                        | es)   | (2,792)                      | (5,655)   | (55,923)                          |  |
| Net gain (loss) on revaluation of financial assets measured at FVTOCI (Note)   |       | (912)                        | (84)      | (841)                             |  |
| Subtotal   |       | (3,704)                      | (5,740)   | (56,764)                          |  |
| Items that may be reclassified subsequently to profit or loss, net of tax      |       | -                            |           |                                   |  |
| Exchange differences on translation of foreign operations                      |       | (5,516)                      | (29,618)  | (292,898)                         |  |
| Net changes in fair value of cash flow hedges                                  |       | (625)                        | 806       | 7,970                             |  |
| Share of other comprehensive income of investments                             |       | (023)                        |           | •                                 |  |
| accounted for using the equity method  |       | (14)                         | (45)      | (445)                             |  |
| Subtotal   |       | (6,156)                      | (28,857)  | (285,373)                         |  |
| Total other comprehensive income, net of tax                                   |       | (9,860)                      | (34,598)  | (342,137)                         |  |
| Total comprehensive income for the period                                      |       | 16,305                       | (15,992)  | (158,148)                         |  |

(Note) FVTOCI: Fair Value Through Other Comprehensive Income

|   |       | Millions of y        | /en      | Thousands of U.S. dollars         |  |
|---|-------|----------------------|----------|-----------------------------------|--|
|   |       | Six months en        | ided     | Six months ended<br>September 30, |  |
|   |       | September 3          | 30,      |                                   |  |
|   | Notes | 2015                 | 2016     | 2016                              |  |
| Profit for the period attributable to:                          |       |                      |          |                                   |  |
| Owners of the parent company                                    |       | 26,027               | 18,445   | 182,407                           |  |
| Non-controlling interests                                       |       | 138                  | 160      | 1,582                             |  |
| Profit for the period   |       | 26,166               | 18,605   | 183,989                           |  |
| Total comprehensive income for the period attributable to:      |       |                      |          |                                   |  |
| Owners of the parent company                                    |       | 16,230               | (15,800) | (156,250                          |  |
| Non-controlling interests                                       |       | 75                   | (192)    | (1,898                            |  |
| Total comprehensive income for the period                       |       | 16,305               | (15,992) | (158,148                          |  |
|   |       | Yen<br>Six months en | udad     | U.S. dollars Six months ended     |  |
|   |       | Six months en        |          | September 30,                     |  |
|   | Notes | 2015                 | 2016     | 2016                              |  |
| Earnings per share for the period:                              |       |                      |          |                                   |  |
| Basic earnings per share for the period                         | 9     | 72.75                | 52.09    | 0.52                              |  |
| Earnings per share from continuing operations for the period:   |       |                      |          |                                   |  |
| Basic earnings per share for the period                         | 9     | 72.84                | 52.11    | 0.52                              |  |
| Earnings per share from discontinued operations for the period: |       |                      |          |                                   |  |
| Basic loss per share for the period                             | 9     | (0.09)               | (0.02)   | (0.00                             |  |

# **Quarterly Condensed Consolidated Statement of Comprehensive Income Three months ended September 30, 2015 and 2016:**

|   | _     | Millions of y               | Thousands of U.S. dollars |                                  |  |
|---|-------|-----------------------------|---------------------------|----------------------------------|--|
|   |       | Three months of September 2 |                           | Three months ended September 30, |  |
|   | Notes | 2015                        | 2016                      | 2016                             |  |
| Revenue   | 5     | 282,066                     | 248,470                   | 2,457,179                        |  |
| Cost of sales   |       | (179,773)                   | (157,308)                 | (1,555,666)                      |  |
| Gross profit  |       | 102,293                     | 91,161                    | 901,513                          |  |
| Selling, general and administrative expenses                                    |       | (78,562)                    | (71,900)                  | (711,036)                        |  |
| Other operating income  |       | 4,314                       | 1,972                     | 19,501                           |  |
| Other operating expense   |       | (2,624)                     | (438)                     | (4,332)                          |  |
| Profit from operating activities  |       | 25,421                      | 20,795                    | 205,646                          |  |
| Finance income  |       | 358                         | 224                       | 2,215                            |  |
| Finance costs   |       | (1,746)                     | (317)                     | (3,125)                          |  |
| Share of profit of investments accounted for using the equity method            |       | 27                          | 0                         | 0                                |  |
| Profit before tax   |       | 24,060                      | 20,703                    | 204,736                          |  |
| Income taxes  |       | (8,445)                     | (6,297)                   | (62,282)                         |  |
| Profit from continuing operations   |       | 15,614                      | 14,405                    | 142,454                          |  |
| Loss from discontinued operations   |       | (6)                         | (2)                       | (30)                             |  |
| Profit for the period   |       | 15,608                      | 14,402                    | 142,424                          |  |
| Other comprehensive income  |       |                             |                           |                                  |  |
| Items that will not be reclassified subsequently to profit or loss, net of tax  |       |                             |                           |                                  |  |
| Remeasurement of net defined benefit liabilities (assets                        | )     | (5,770)                     | (1,584)                   | (15,664)                         |  |
| Net gain (loss) on revaluation of financial assets<br>measured at FVTOCI (Note) |       | (3,310)                     | 569                       | 5,627                            |  |
| Subtotal  |       | (9,081)                     | (1,015)                   | (10,037)                         |  |
| Items that may be reclassified subsequently to profit or loss, net of tax       |       |                             |                           |                                  |  |
| Exchange differences on translation of foreign operations                       |       | (11,133)                    | (4,404)                   | (43,563)                         |  |
| Net changes in fair value of cash flow hedges                                   |       | 1,066                       | (1,696)                   | (16,772)                         |  |
| Share of other comprehensive income of investments                              |       | (29)                        | (4)                       | (39)                             |  |
| accounted for using the equity method   |       | (29)                        | (4)                       | (39)                             |  |
| Subtotal  |       | (10,096)                    | (6,105)                   | (60,374)                         |  |
| Total other comprehensive income, net of tax                                    |       | (19,177)                    | (7,120)                   | (70,411)                         |  |
| Total comprehensive income for the period                                       |       | (3,568)                     | 7,282                     | 72,013                           |  |

(Note) FVTOCI: Fair Value Through Other Comprehensive Income

|   |       | Millions of y                 | en     | Thousands of U.S. dollars Three months ended September 30, |  |
|---|-------|-------------------------------|--------|--|--|
|   |       | Three months e<br>September 3 |        |  |  |
|   | Notes | 2015                          | 2016   | 2016   |  |
| Profit for the period attributable to:                          |       |                               |        |  |  |
| Owners of the parent company                                    |       | 15,498                        | 14,325 | 141,663  |  |
| Non-controlling interests                                       |       | 110                           | 77     | 761  |  |
| Profit for the period   |       | 15,608                        | 14,402 | 142,424  |  |
| Total comprehensive income for the period                       |       |                               |        |  |  |
| attributable to:  |       |                               |        |  |  |
| Owners of the parent company                                    |       | (3,564)                       | 7,255  | 71,746   |  |
| Non-controlling interests                                       |       | (4)                           | 7,282  | 72,013   |  |
| Total comprehensive income for the period                       |       | (3,568)                       | ,,===  | . =, -, -,   |  |
|   |       | Yen                           |        | U.S. dollars   |  |
|   |       | Three months e<br>September 3 |        | Three months ended September 30,                           |  |
|   | Notes | 2015                          | 2016   | 2016   |  |
| Earnings per share for the period:                              |       |                               |        |  |  |
| Basic earnings per share for the period                         | 9     | 43.32                         | 40.66  | 0.40   |  |
| Earnings per share from continuing operations for the period:   |       |                               |        |  |  |
| Basic earnings per share for the period                         | 9     | 43.34                         | 40.67  | 0.40   |  |
| Earnings per share from discontinued operations for the period: |       |                               |        |  |  |
| Basic loss per share for the period                             | 9     | (0.02)                        | (0.01) | (0.00  |  |

# **Quarterly Condensed Consolidated Statement of Changes in Equity Six months ended September 30, 2015 and 2016:**

|  |       |               |                 |                 |   |  | Millio  | ns of yen   |                                  |                      |  |                           |              |
|--|-------|---------------|-----------------|-----------------|---|--|---|---|----------------------------------|----------------------|--|---------------------------|--------------|
|  |       |               |                 |                 | Ec  | quity attributable to ow   | ners of the parent comp   | oany  |                                  |                      |  |                           |              |
|  |       |               |                 |                 |   | (  | Other components of eq  | uity  |                                  |                      |  |                           |              |
|  | Notes | Share capital | Capital surplus | Treasury shares | Remeasurement of net<br>defined benefit<br>liabilities (assets) | Net gain (loss) on<br>revaluation of financia<br>assets measured at<br>FVTOCI (Note) | Exchange differences<br>on translation of<br>foreign operations | Net changes in fair<br>value of cash flow<br>hedges | Total other components of equity | Retained<br>earnings | Total equity<br>attributable to owners<br>of the parent<br>company | Non-controlling interests | Total equity |
| As of April 1, 2015  |       | 53,204        | 84,321          | (20,464)        | ) -   | 7,149  | 74,868  | 1,05  | 5 83,073                         | 294,19               | 01 494,325   | 2,982                     | 497,308      |
| Profit for the period  |       | =             | =               | -               |   |  | =   | _   | _                                | 26,02                | 26,027   | 138                       | 26,166       |
| Other comprehensive income                                       |       | -             | -               | -               | (2,792)   | (902   | (5,476  | ) (62:  | 5) (9,797)                       |                      | - (9,797)  | (63)                      | (9,860)      |
| Total comprehensive income for the period                        |       | =             | =               | -               | (2,792)   | (902   | (5,476  | ) (62:  | 5) (9,797)                       | 26,02                | 7 16,230   | 75                        | 16,305       |
| Acquisition of treasury shares                                   |       | -             | -               | (5)             | ) -   |  | -   | -   | -                                |                      | - (5)  | -                         | (5)          |
| Dividends  | 8     | -             | -               | -               | -   |  | -   | _   |                                  | (14,31               | 1) (14,311)  | (111)                     | (14,422)     |
| Transfer from other components of equity<br>to retained earnings |       | =             | -               | =               | 2,792   | (14  | .)  | =   | - 2,777                          | (2,77                |  | =                         | =            |
| Total transactions with the owners                               |       | -             | -               | (5)             | 2,792   | (14  | .)  | -   | - 2,777                          | (17,08               | 38) (14,316)   | (111)                     | (14,427)     |
| As of September 30, 2015   |       | 53,204        | 84,321          | (20,470)        | -   | 6,232  | 69,391  | 43  | 0 76,053                         | 303,13               | 30 496,239   | 2,946                     | 499,185      |

(Note) FVTOCI: Fair Value Through Other Comprehensive Income

|  |       |               | Millions of yen |          |  |   |   |   |                                  |                   |  |                              |              |
|--|-------|---------------|-----------------|----------|--|---|---|---|----------------------------------|-------------------|--|------------------------------|--------------|
|  |       |               |                 |          | Е  | quity attributable to ov  | ners of the parent com  | npany   |                                  |                   |  |                              |              |
|  |       |               |                 |          |  | (   | Other components of e   | quity   |                                  |                   |  |                              |              |
|  | Notes | Share capital | Capital surplus | •        | Remeasurement of ne<br>defined benefit<br>liabilities (assets) | Net gain (loss) on<br>trevaluation of financia<br>assets measured at<br>FVTOCI (Note) | Exchange differences<br>on translation of<br>foreign operations | s Net changes in fair<br>value of cash flow<br>hedges | Total other components of equity | Retained earnings | Total equity<br>attributable to owners<br>of the parent<br>company | Non-controlling<br>interests | Total equity |
| As of April 1, 2016  |       | 53,204        | 84,321          | (20,471  | )  | 4,533   | 53,616  | 6 (10   | 57,989                           | 292,77            | 75 467,818   | 2,858                        | 470,676      |
| Profit for the period  |       | -             | -               |          | - ,  | -   | -   | -   |                                  | 18,44             | 15 18,445  | 160                          | 18,605       |
| Other comprehensive income                                       |       | -             | -               |          | (5,653   | ) (82   | 2) (29,314  | 4) 80   | 06 (34,245)                      |                   | - (34,245)   | (352)                        | (34,598)     |
| Total comprehensive income for the period                        |       | -             | -               | -        | (5,653   | ) (82   | 2) (29,314  | 4) 80   | 06 (34,245)                      | 18,44             | 15 (15,800)  | (192)                        | (15,992)     |
| Acquisition of treasury shares                                   | 7     | -             | -               | (10,338) | )  | -   | -   | -   |                                  |                   | - (10,338)   | =                            | (10,338)     |
| Dividends  | 8     | -             | -               |          |  | =   | -   | -   | -                                | (10,73            | 33) (10,733)   | (237)                        | (10,970)     |
| Transfer from other components of equity to<br>retained earnings |       | Ξ             | =               |          | 5,653  | (16   | 5)  | =   | - 5,637                          | (5,63             | - 37)  | Ξ                            | =            |
| Total transactions with the owners                               |       | -             | -               | (10,338  | 5,653  | (16   | 5)  | -   | - 5,637                          | (16,37            | 70) (21,071)   | (237)                        | (21,309)     |
| As of September 30, 2016   |       | 53,204        | 84,321          | (30,810  | )  | 4,433   | 24,30   | 1 64  | 5 29,381                         | 294,85            | 50 430,946   | 2,428                        | 433,374      |

(Note) FVTOCI: Fair Value Through Other Comprehensive Income

|   |       | Equity attributable to owners of the parent company |                 |                 |   |                    |   |   |                                  |                   |  |                              |              |
|---|-------|---|-----------------|-----------------|---|--------------------|---|---|----------------------------------|-------------------|--|------------------------------|--------------|
|   | ·     |   |                 |                 |   | 0                  | ther components of eq   | uity  |                                  |                   |  |                              |              |
|   | Notes | Share capital                                       | Capital surplus | Treasury shares | Remeasurement of net<br>defined benefit | assets measured at | Exchange differences<br>on translation of<br>foreign operations | Net changes in fair<br>value of cash flow<br>hedges | Total other components of equity | Retained earnings | Total equity<br>attributable to owners<br>of the parent<br>company | Non-controlling<br>interests | Total equity |
| As of April 1, 2016   |       | 526,147   | 833,870         | (202,453)       | -                                       | 44,807             | 530,253   | (1,592)   | 573,468                          | 2,895,321         | 1 4,626,353  | 28,252                       | 4,654,605    |
| Profit for the period   |       | -   | -               | -               | -                                       | -                  | -   |   | -                                | 182,407           | 7 182,407  | 1,582                        | 183,989      |
| Other comprehensive income                                    |       | -   | -               | -               | (55,903)                                | (810)              | (289,914)   | 7,970   | (338,657)                        |                   | - (338,657)  | (3,480)                      | (342,137)    |
| Total comprehensive income for the period                     |       | -   | =               | -               | (55,903)                                | (810)              | (289,914)   | 7,970   | (338,657)                        | 182,407           | 7 (156,250)  | (1,898)                      | (158,148)    |
| Acquisition of treasury shares                                | 7     | -   | -               | (102,234)       | -                                       | -                  | -   |   | -                                |                   | - (102,234)  | -                            | (102,234)    |
| Dividends   | 8     | -   | -               | -               | -                                       | -                  | -   |   | -                                | (106,141          | 1) (106,141)   | (2,343)                      | (108,484)    |
| Transfer from other components of equity to retained earnings |       | =   | =               | -               | 55,903                                  | (158)              | =   | : <u>-</u>  | 55,745                           | (55,745           | 5) -   | =                            | =            |
| Total transactions with the owners                            |       | -   | -               | (102,234)       | 55,903                                  | (158)              | -   | -   | 55,745                           | (161,886          | 5) (208,375)   | (2,343)                      | (210,718)    |
| As of September 30, 2016                                      | •     | 526,147   | 833,870         | (304,687)       | -                                       | 43,839             | 240,339   | 6,378   | 290,556                          | 2,915,842         | 2 4,261,728  | 24,011                       | 4,285,739    |

Thousands of U.S. dollars

(Note) FVTOCI: Fair Value Through Other Comprehensive Income

# **Quarterly Condensed Consolidated Statement of Cash Flows Six months ended September 30, 2015 and 2016:**

|  |       | Millions o | of yen   | Thousands of U.S. dollars |  |  |
|--|-------|------------|----------|---------------------------|--|--|
|  | _     | Six months | ended    | Six months ended          |  |  |
|  |       | Septembe   | er 30,   | September 30,             |  |  |
|  | Notes | 2015       | 2016     | 2016                      |  |  |
| Cash flows from operating activities                                 |       |            |          |                           |  |  |
| Profit for the period  |       | 26,166     | 18,605   | 183,989                   |  |  |
| Depreciation and amortisation  |       | 23,471     | 21,091   | 208,573                   |  |  |
| Impairment loss and reversal of impairment loss                      |       | (3,007)    | 106      | 1,048                     |  |  |
| Finance (income) costs, net  |       | 1,694      | 717      | 7,090                     |  |  |
| Share of (profit) loss of investments accounted for using the equity |       | (00)       | (17)     | (160)                     |  |  |
| method   |       | (90)       | (17)     | (168)                     |  |  |
| Loss (gain) on sales and disposal of property, plant and equipment,  |       | 261        | 110      | 1166                      |  |  |
| intangible assets and investment property, net                       |       | 261        | 118      | 1,166                     |  |  |
| Income taxes   |       | 13,906     | 8,462    | 83,683                    |  |  |
| Decrease (increase) in trade receivables                             |       | 1,125      | (3,717)  | (36,758)                  |  |  |
| Decrease (increase) in inventories                                   |       | (15,289)   | (15,604) | (154,311)                 |  |  |
| Increase (decrease) in trade payables                                |       | 7,590      | 17,662   | 174,663                   |  |  |
| Increase (decrease) in net defined benefit liabilities               |       | 624        | 848      | 8,386                     |  |  |
| Other, net   |       | (16,737)   | (5,115)  | (50,572)                  |  |  |
| Subtotal   |       | 39,716     | 43,157   | 426,789                   |  |  |
| Interest and dividend income received                                |       | 909        | 745      | 7,367                     |  |  |
| Interest expenses paid   |       | (633)      | (541)    | (5,350)                   |  |  |
| Payments for loss on litigation                                      |       | (1,003)    | -        |                           |  |  |
| Income taxes paid  |       | (11,962)   | (10,154) | (100,414                  |  |  |
| Net cash provided by (used in) operating activities                  |       | 27,026     | 33,207   | 328,392                   |  |  |
| Cash flows from investing activities                                 |       |            | -        |                           |  |  |
| Proceeds from sales of investment securities                         |       | 30         | 46       | 454                       |  |  |
| Purchase of property, plant and equipment                            |       | (33,635)   | (31,074) | (307,298)                 |  |  |
| Proceeds from sales of property, plant and equipment                 |       | 235        | 597      | 5,903                     |  |  |
| Purchase of intangible assets  |       | (3,261)    | (3,883)  | (38,399)                  |  |  |
| Proceeds from sales of intangible assets                             |       | 31         | 0        | 0                         |  |  |
| Proceeds from sales of investment property                           |       | 6          | 13       | 128                       |  |  |
| Purchase of investments in subsidiaries                              |       | (500)      | (2,743)  | (27,126)                  |  |  |
| Other, net   |       | 156        | (79)     | (780)                     |  |  |
| Net cash provided by (used in) investing activities                  |       | (36,937)   | (37,123) | (367,118)                 |  |  |
| Cash flows from financing activities                                 |       |            | ( , , )  |                           |  |  |
| Net increase (decrease) in current borrowings                        |       | 12,575     | (14,057) | (139,035)                 |  |  |
| Repayment of non-current borrowings                                  |       | (86)       | -        | (,,                       |  |  |
| Proceeds from issuance of bonds issued                               |       | -          | 49,759   | 492,078                   |  |  |
| Redemption of bonds issued   |       | (40,000)   | (30,000) | (296,677)                 |  |  |
| Payments of lease obligations  |       | (47)       | (47)     | (464)                     |  |  |
| Dividends paid   | 8     | (14,311)   | (10,733) | (106,141)                 |  |  |
| Dividends paid to non-controlling interests                          |       | (111)      | (236)    | (2,333)                   |  |  |
| Purchase of treasury shares  |       | (5)        | (10,338) | (102,234)                 |  |  |
| Net cash provided by (used in) financing activities                  |       | (41,987)   | (15,654) | (154,806)                 |  |  |
| Effect of exchange rate changes on cash and cash equivalents         |       | (2,836)    | (9,731)  | (96,243)                  |  |  |
| Net increase (decrease) in cash and cash equivalents                 |       | (54,734)   | (29,302) | (289,775)                 |  |  |
| Cash and cash equivalents at beginning of period                     |       | 245,330    | 230,498  | 2,279,450                 |  |  |
| Cash and cash equivalents at end of period                           |       | 190,596    | 201,196  | 1,989,675                 |  |  |
|  |       | 223,070    | _51,170  | 1,505,075                 |  |  |

## **Notes to Consolidated Financial Statements**

## 1. Reporting Entity

Seiko Epson Corporation (the "Company") is a stock corporation domiciled in Japan. The addresses of the Company's registered head office and principal business offices are available on the Company's website (http://www.epson.jp). The details of businesses and principal business activities of the Company and its affiliates ("Epson") are stated in "5. Segment Information".

## 2. Basis of Preparation

Epson's quarterly condensed consolidated financial statements have been prepared in accordance with IAS 34 "Interim Financial Reporting", under the provision of Article 93 of Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements, as the Company meets the criteria of a "Specified Company applying Designated International Accounting Standards" defined under Article 1-2 of Ordinance on Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements. The quarterly condensed consolidated financial statements of Epson do not contain all the information required in annual consolidated financial statements, they should be used in combination with the consolidated financial statements for the fiscal year ended March 31, 2016.

## 3. Changes in Accounting Policies and Changes in Accounting Estimates

The significant accounting policies adopted for the quarterly condensed consolidated financial statements of Epson are the same as those for the consolidated financial statements for the fiscal year ended March 31, 2016, except for changes in presentation as described below.

Epson calculated income taxes for the six-month period ended September 30, 2016 based on an estimated average annual effective income tax rate.

#### (Changes in presentation)

The presentation of certain items in the quarterly condensed consolidated financial statements has been changed from the first quarter ended June 30, 2016. The changes are made to aim for improving the presentation clear and understandable for users of the quarterly condensed consolidated financial statements. Other related presentation has been changed along with the changes of the quarterly condensed consolidated financial statements.

Comparative information in respect of the preceding period of the items has also been changed in presentation.

Changes in presentation of financial liabilities in Quarterly Condensed Consolidated Statement of Financial Position

| Before the changes          | After the changes                              |  |  |  |
|-----------------------------|--|--|--|--|
| 0.1 (*                      | Bonds issued, borrowings and lease liabilities |  |  |  |
| Other financial liabilities | Other financial liabilities                    |  |  |  |

# 4. Significant Accounting Estimates and Judgments

The preparation of Epson's quarterly condensed consolidated financial statements includes management estimates and assumptions in order to measure income, expenses, assets and liabilities, and disclosed contingencies as of September 30, 2016. These estimates and assumptions are based on the best judgment of management in light of historical experience and various factors deemed to be reasonable as of September 30, 2016. Given their nature, actual results may differ from those estimates and assumptions.

The estimates and assumptions are continuously reviewed by management. The effects of a change in estimates and assumptions are recognised in the period of the change and its subsequent periods. Estimates and assumptions having a significant effects on the amounts recognised in Epson's quarterly condensed consolidated financial statements are consistent with those for the fiscal year ended March 31, 2016.

### 5. Segment Information

## (1) Outline of Reportable Segments

The reportable segments of Epson are determined based on the operating segments that are components of Epson about which separate financial information is available and are evaluated regularly by the Board of Directors in deciding how to allocate resources and in assessing performance.

Epson conducts development, manufacturing and sales within its reportable segments as follows:

| Reportable segments               | Main products  |
|-----------------------------------|--|
| Printing Solutions                | Inkjet printers, serial impact dot matrix printers, page printers, color image scanners, large-format inkjet printers, industrial inkjet printing systems, printers for use in POS systems, label printers and related consumables, personal computers and others. |
| Visual Communications             | 3LCD projectors, HTPS-TFT panels for 3LCD projectors, smart eyewear and others.  |
| Wearable & Industrial<br>Products | Watches, watch movements, sensing equipment, industrial robots, IC handlers, crystal units, crystal oscillators, quartz sensors, CMOS LSIs, metal powders, surface finishing and others.   |

### (2) Revenues and Performances for Reportable Segments

Revenues and performances for reportable segments were as follows. Transactions between the segments were mainly based on prevailing market prices.

FY2015: Six months ended September 30, 2015

| 3   | 11.    | C      |
|-----|--------|--------|
| VI1 | llıons | of ven |

|  |                       |                               | 1,                                   | Timons or j. | J11  |                      |              |
|--|-----------------------|-------------------------------|--------------------------------------|--------------|--|----------------------|--------------|
| ·  |                       | Reportabl                     | le segments                          |              |  |                      |              |
| -  | Printing<br>Solutions | Visual<br>Communi-<br>cations | Wearable &<br>Industrial<br>Products | Subtotal     | Other (Note 2)   | Adjustments (Note 3) | Consolidated |
| Revenue  |                       |                               |                                      |              |  |                      |              |
| External revenue                                 | 356,490               | 95,132                        | 88,172                               | 539,796      | 294  | 2,890                | 542,981      |
| Inter-segment revenue                            | 167                   | 35                            | 3,287                                | 3,490        | 330  | (3,821)              | -            |
| Total revenue                                    | 356,657               | 95,168                        | 91,460                               | 543,286      | 625  | (930)                | 542,981      |
| Segment profit (loss) (Business profit) (Note 1) | 44,035                | 8,848                         | 8,992                                | 61,876       | (321)  | (21,309)             | 40,244       |
| (1/000-1)  |                       |                               |                                      |              | Other operation (expense)  | ting income          | 1,465        |
|  |                       |                               |                                      |              | Profit from ope  | erating activities   | 41,709       |
|  |                       |                               |                                      |              | Finance income (costs), n<br>Share of profit of<br>investments accounted fo<br>using the equity method |                      | (1,694)      |
|  |                       |                               |                                      |              |  |                      | 90           |
|  |                       |                               |                                      |              | Profit before ta   | X                    | 40,106       |

(Note 1) Segment profit (loss) (Business profit) is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

(Note 2) "Other" consists of the intra-group services.

(Note 3) "Adjustments" to Segment profit (loss) (Business profit) of (¥21,309) million comprised "Eliminations" of ¥237 million and "Corporate expenses" of (¥21,547) million. "Corporate expenses" included expenses relating to research and development for basic technology, new businesses and general corporate expenses which are not attributed to reportable segments.

FY2016: Six months ended September 30, 2016

Millions of yen

|  |                       | Reportabl                     | le segments                          |          |   |                      |              |
|--|-----------------------|-------------------------------|--------------------------------------|----------|---|----------------------|--------------|
|  | Printing<br>Solutions | Visual<br>Communi-<br>cations | Wearable &<br>Industrial<br>Products | Subtotal | Other<br>(Note 2)                             | Adjustments (Note 3) | Consolidated |
| Revenue  |                       |                               |                                      |          |   |                      |              |
| External revenue                                 | 318,507               | 87,692                        | 77,235                               | 483,435  | 314   | 3,820                | 487,569      |
| Inter-segment revenue                            | 123                   | 12                            | 3,777                                | 3,912    | 341   | (4,254)              | -            |
| Total revenue                                    | 318,630               | 87,704                        | 81,012                               | 487,347  | 656   | (434)                | 487,569      |
| Segment profit (loss) (Business profit) (Note 1) | 33,944                | 7,186                         | 3,990                                | 45,121   | (294)   | (19,097)             | 25,729       |
| (11000-1)  |                       |                               |                                      |          | Other operat                                  | ing income           | 2,043        |
|  |                       |                               |                                      |          | Profit from ope                               | erating activities   | 27,773       |
|  |                       |                               |                                      |          | Finance inco                                  | me (costs), net      | (717)        |
|  |                       |                               |                                      |          | Share of pro-<br>investments<br>using the equ | accounted for        | 17           |
|  |                       |                               |                                      |          | Profit before ta                              | X                    | 27,073       |

(Note 1) Segment profit (loss) (Business profit) is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

(Note 2) "Other" consists of the intra-group services.

(Note 3) "Adjustments" to Segment profit (loss) (Business profit) of (¥19,097) million comprised "Eliminations" of ¥235 million and "Corporate expenses" of (¥19,332) million. "Corporate expenses" included expenses relating to research and development for basic technology, new businesses and general corporate expenses which are not attributed to reportable segments.

FY2016: Six months ended September 30, 2016

#### Thousands of U.S. dollars

|  |                       | Reportabl                     | e segments                           |           |   |                         |              |
|--|-----------------------|-------------------------------|--------------------------------------|-----------|---|-------------------------|--------------|
|  | Printing<br>Solutions | Visual<br>Communi-<br>cations | Wearable &<br>Industrial<br>Products | Subtotal  | Other (Note 2)  | Adjustments<br>(Note 3) | Consolidated |
| Revenue  |                       |                               |                                      |           |   |                         |              |
| External revenue                                 | 3,149,802             | 867,207                       | 763,796                              | 4,780,805 | 3,115   | 37,767                  | 4,821,687    |
| Inter-segment revenue                            | 1,217                 | 118                           | 37,351                               | 38,686    | 3,372   | (42,058)                | -            |
| Total revenue                                    | 3,151,019             | 867,325                       | 801,147                              | 4,819,491 | 6,487   | (4,291)                 | 4,821,687    |
| Segment profit (loss) (Business profit) (Note 1) | 335,690               | 71,064                        | 39,458                               | 446,212   | (2,918)   | (188,854)               | 254,440      |
| (Note 1)   |                       |                               |                                      |           | Other operat  | ing income              | 20,213       |
|  |                       |                               |                                      |           | Profit from ope   | rating activities       | 274,653      |
|  |                       |                               |                                      |           | Finance income (costs), net<br>Share of profit of<br>investments accounted for<br>using the equity method |                         | (7,090)      |
|  |                       |                               |                                      |           |   |                         | 168          |
|  |                       |                               |                                      |           | Profit before ta  | X                       | 267,731      |

(Note 1) Segment profit (loss) (Business profit) is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

(Note 2) "Other" consists of the intra-group services.

(Note 3) "Adjustments" to Segment profit (loss) (Business profit) of (\$188,854) thousand comprised "Eliminations" of \$2,324 thousand and "Corporate expenses" of (\$191,178) thousand. "Corporate expenses" included expenses relating to research and development for basic technology, new businesses and general corporate expenses which are not attributed to reportable segments.

FY2015: Three months ended September 30, 2015

| 3 6:11 |       | c            |       |
|--------|-------|--------------|-------|
| N/I1I  | lions | $\cap$ t     | Ven   |
| 14111  | попо  | $\mathbf{v}$ | V CII |

|  |                       |                               |                                      | •        |   |                      |              |  |
|--|-----------------------|-------------------------------|--------------------------------------|----------|---|----------------------|--------------|--|
|  |                       | Reportabl                     | e segments                           |          |   |                      |              |  |
|  | Printing<br>Solutions | Visual<br>Communi-<br>cations | Wearable &<br>Industrial<br>Products | Subtotal | Other (Note 2)                              | Adjustments (Note 3) | Consolidated |  |
| Revenue  |                       |                               |                                      |          |   |                      |              |  |
| External revenue                                 | 184,688               | 49,987                        | 45,714                               | 280,390  | 163   | 1,513                | 282,066      |  |
| Inter-segment revenue                            | 76                    | 0                             | 1,710                                | 1,788    | 168   | (1,956)              | -            |  |
| Total revenue                                    | 184,765               | 49,987                        | 47,425                               | 282,178  | 331   | (443)                | 282,066      |  |
| Segment profit (loss) (Business profit) (Note 1) | 24,783                | 4,431                         | 4,914                                | 34,129   | (119)                                       | (10,279)             | 23,730       |  |
| (-1332-2)  |                       |                               |                                      |          | Other opera<br>(expense)                    | ting income          | 1,690        |  |
|  |                       |                               |                                      |          | Profit from ope                             | erating activities   | 25,421       |  |
|  |                       |                               |                                      |          | Finance inco                                | ome (costs), net     | (1,388)      |  |
|  |                       |                               |                                      |          | Share of pro<br>investments<br>using the eq | accounted for        | 27           |  |
|  |                       |                               |                                      |          | Profit before ta                            | X                    | 24,060       |  |
|  |                       |                               |                                      |          |   |                      |              |  |

(Note 1) Segment profit (loss) (Business profit) is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

(Note 2) "Other" consists of the intra-group services.

(Note 3) "Adjustments" to Segment profit (loss) (Business profit) of (\$10,279) million comprised "Eliminations" of \$117 million and "Corporate expenses" of (\$10,397) million. "Corporate expenses" included expenses relating to research and development for basic technology, new businesses and general corporate expenses which are not attributed to reportable segments.

FY2016: Three months ended September 30, 2016

Millions of yen

|  |                       |                               |                                      | •        |  |                      |              |  |
|--|-----------------------|-------------------------------|--------------------------------------|----------|--|----------------------|--------------|--|
|  |                       | Reportabl                     | le segments                          |          |  |                      |              |  |
|  | Printing<br>Solutions | Visual<br>Communi-<br>cations | Wearable &<br>Industrial<br>Products | Subtotal | Other (Note 2)                               | Adjustments (Note 3) | Consolidated |  |
| Revenue  |                       |                               |                                      |          |  |                      |              |  |
| External revenue                                 | 161,253               | 46,081                        | 38,399                               | 245,734  | 177  | 2,558                | 248,470      |  |
| Inter-segment revenue                            | 54                    | 12                            | 2,134                                | 2,200    | 174  | (2,374)              | -            |  |
| Total revenue                                    | 161,307               | 46,093                        | 40,534                               | 247,935  | 351  | 183                  | 248,470      |  |
| Segment profit (loss) (Business profit) (Note 1) | 21,081                | 5,023                         | 2,340                                | 28,445   | (85)   | (9,098)              | 19,261       |  |
| (1.000 2)  |                       |                               |                                      |          | Other operat                                 | ing income           | 1,534        |  |
|  |                       |                               |                                      |          | Profit from ope                              | erating activities   | 20,795       |  |
|  |                       |                               |                                      |          | Finance inco                                 | me (costs), net      | (93)         |  |
|  |                       |                               |                                      |          | Share of pro<br>investments<br>using the equ | accounted for        | 0            |  |
|  |                       |                               |                                      |          | Profit before ta                             | X                    | 20,703       |  |
|  |                       |                               |                                      |          |  |                      |              |  |

(Note 1) Segment profit (loss) (Business profit) is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

(Note 2) "Other" consists of the intra-group services.

(Note 3) "Adjustments" to Segment profit (loss) (Business profit) of (¥9,098) million comprised "Eliminations" of ¥120 million and "Corporate expenses" of (¥9,219) million. "Corporate expenses" included expenses relating to research and development for basic technology, new businesses and general corporate expenses which are not attributed to reportable segments.

FY2016: Three months ended September 30, 2016

#### Thousands of U.S. dollars

|                       | Reportabl                          | e segments   |  |  |   |  |
|-----------------------|------------------------------------|--|--|--|---|--|
| Printing<br>Solutions | Visual<br>Communi-<br>cations      | Wearable &<br>Industrial<br>Products   | Subtotal   | Other (Note 2)   | Adjustments (Note 3)  | Consolidated   |
|                       |                                    |  |  |  |   |  |
| 1,594,679             | 455,706                            | 379,747  | 2,430,132  | 1,751  | 25,296  | 2,457,179  |
| 535                   | 118                                | 21,103   | 21,756   | 1,720  | (23,476)  | -  |
| 1,595,214             | 455,824                            | 400,850  | 2,451,888  | 3,471  | 1,820   | 2,457,179  |
| 208,486               | 49,673                             | 23,140   | 281,299  | (850)  | (89,972)  | 190,477  |
|                       |                                    |  |  | Other operat<br>(expense)  | ing income  | 15,169   |
|                       |                                    |  |  | Profit from ope  | rating activities   | 205,646  |
|                       |                                    |  |  | Finance inco   | me (costs), net   | (910)  |
|                       |                                    |  |  | investments  | accounted for   | 0  |
|                       |                                    |  |  | Profit before ta   | X   | 204,736  |
|                       | Solutions  1,594,679 535 1,595,214 | Printing Solutions Visual Communications  1,594,679 455,706 535 118  1,595,214 455,824 | Printing Solutions         Communications         Industrial Products           1,594,679         455,706         379,747           535         118         21,103           1,595,214         455,824         400,850 | Printing Solutions         Visual Communications         Wearable & Industrial Products         Subtotal           1,594,679         455,706         379,747         2,430,132           535         118         21,103         21,756           1,595,214         455,824         400,850         2,451,888 | Printing Solutions         Visual Communications         Wearable & Industrial Products         Subtotal         Other (Note 2)           1,594,679         455,706         379,747         2,430,132         1,751           535         118         21,103         21,756         1,720           1,595,214         455,824         400,850         2,451,888         3,471           208,486         49,673         23,140         281,299         (850)           Other operatic (expense)           Profit from operatic (expense)           Finance incomplete on the control of th | Printing Solutions         Visual Communications         Wearable & Industrial Products         Subtotal         Other (Note 2)         Adjustments (Note 3)           1,594,679         455,706         379,747         2,430,132         1,751         25,296           535         118         21,103         21,756         1,720         (23,476)           1,595,214         455,824         400,850         2,451,888         3,471         1,820           208,486         49,673         23,140         281,299         (850)         (89,972)           Other operating income |

(Note 1) Segment profit (loss) (Business profit) is calculated by subtracting Cost of sales and Selling, general and administrative expenses from Revenue.

(Note 2) "Other" consists of the intra-group services.

(Note 3) "Adjustments" to Segment profit (loss) (Business profit) of (\$89,972) thousand comprised "Eliminations" of \$1,196 thousand and "Corporate expenses" of (\$91,168) thousand. "Corporate expenses" included expenses relating to research and development for basic technology, new businesses and general corporate expenses which are not attributed to reportable segments.

## 6. Bonds issued, Borrowings and Lease liabilities

The breakdown of "Bonds issued, borrowings and lease liabilities" was as follows:

Thousands of U.S. dollars Millions of yen March 31, 2016 September 30, 2016 September 30, 2016 Current borrowings 31,104 14,949 147,834 Current portion of non-current 500 500 4,944 borrowings Current portion of bonds issued 29,989 9,989 98,783 (Note) Non-current borrowings 50,000 50,000 494,462 Bonds issued (Note) 29,928 69,714 689,430 Lease liabilities 233 227 2,244 Total 141,755 145,381 1,437,697 Current liabilities 61,654 25,527 252,442 Non-current liabilities 80,100 119,853 1,185,255 Total 141,755 145,381 1,437,697

(Note) Issuance of "Bonds issued"

There was no issuance of "Bonds issued" for the six months ended September 30, 2015.

The issued "Bonds issued" for the six months ended September 30, 2016 were as follows:

FY2016: Six months ended September 30, 2016

| Company     |  |                    | %             |                    | Millions of yen          | Thousands of U.S. dollars |
|-------------|--|--------------------|---------------|--------------------|--------------------------|---------------------------|
|             | Bonds name   | Issue date         | Interest rate | Maturity date      | Total amount of issuance | Total amount of issuance  |
| The Company | The 13th Series unsecured straight bonds (with inter-bond pari passu clause) | September 21, 2016 | 0.10          | September 21, 2021 | 20,000                   | 197,784                   |
| The Company | The 14th Series unsecured straight bonds (with inter-bond pari passu clause) | September 21, 2016 | 0.27          | September 21, 2023 | 20,000                   | 197,784                   |
| The Company | The 15th Series unsecured straight bonds (with inter-bond pari passu clause) | September 21, 2016 | 0.34          | September 18, 2026 | 10,000                   | 98,892                    |

(Note) Redemption of "Bonds issued"

The redeemed "Bonds issued" for the six months ended September 30, 2015 were as follows:

FY2015: Six months ended September 30, 2015

| Company     | Bonds name  | Issue date         | <u>%</u>      | Maturity date      | Millions of yen  Total amount of |
|-------------|---|--------------------|---------------|--------------------|----------------------------------|
|             |   |                    | Interest rate |                    | issuance                         |
| The Company | The 5th Series unsecured straight bonds (with inter-bond pari passu clause) | September 3, 2010  | 0.58          | September 3, 2015  | 20,000                           |
| The Company | The 8th Series unsecured straight bonds (with inter-bond pari passu clause) | September 12, 2012 | 0.55          | September 11, 2015 | 20,000                           |

The redeemed "Bonds issued" for the six months ended September 30, 2016 were as follows:

FY2016: Six months ended September 30, 2016

| Company     | Bonds name   | Issue date         | % Interest rate | Maturity date     | Millions of yen  Total amount of issuance | Thousands of U.S. dollars  Total amount of issuance |
|-------------|--|--------------------|-----------------|-------------------|---|---|
| The Company | The 7th Series unsecured straight bonds (with inter-bond pari passu clause)  | June 14, 2011      | 0.72            | June 14, 2016     | 20,000                                    | 197,784   |
| The Company | The 10th Series unsecured straight bonds (with inter-bond pari passu clause) | September 11, 2013 | 0.33            | September 9, 2016 | 10,000                                    | 98,892  |

Bonds issued, borrowings and lease liabilities were classified as financial liabilities measured at amortised cost. There were no financial covenants on bonds issued and borrowings that had a significant impact on Epson's financing activities.

# 7. Equity and Other Equity Items

The Company resolved at the meeting of its Board of Directors held on April 28, 2016 to repurchase its own shares and repurchase method. The share repurchase was implemented as follows:

Details of the repurchase

(1) Class of shares repurchased Ordinary shares (2) Total number of shares repurchased 5,370,000 shares (3) Total repurchase amount 9,987,101,600 yen (4) Repurchase period

May 2, 2016 - June 30, 2016 (on an agreement base)

(5) Repurchase method Through securities company using discretionary transactions method

#### 8. Dividends

Dividends paid were as follows:

FY2015: Six months ended September 30, 2015

| (Resolution)                                | Class of shares | Millions of yen                             | Yen                       | Basis date     | Effective date |  |  |
|---|-----------------|---|---------------------------|----------------|----------------|--|--|
| (Resolution)                                | Class of shares | Total dividends                             | Dividends<br>per share    | Basis date     | Effective date |  |  |
| Annual Shareholders Meeting (June 25, 2015) | Ordinary shares | 14,311                                      | 80                        | March 31, 2015 | June 26, 2015  |  |  |
| FY2016: Six months ended Septe              | ember 30, 2016  |   |                           |                |                |  |  |
| (Resolution)                                | Class of shares | Millions of yen Total dividends             | Yen Dividends per share   | Basis date     | Effective date |  |  |
| Annual Shareholders Meeting (June 28, 2016) | Ordinary shares | 10,733                                      | 30                        | March 31, 2016 | June 29, 2016  |  |  |
| FY2016: Six months ended September 30, 2016 |                 |   |                           |                |                |  |  |
| (Resolution)                                | Class of shares | Thousands of U.S.  dollars  Total dividends | U.S. dollars<br>Dividends | Basis date     | Effective date |  |  |
| Annual Shareholders Meeting (June 28, 2016) | Ordinary shares | 106,141                                     | per share 0.29            | March 31, 2016 | June 29, 2016  |  |  |

Dividends whose basis dates were during the six months ended September 30, 2015 and 2016, but whose effective dates were subsequent to September 30, 2015 and 2016 were as follows:

FY2015: Six months ended September 30, 2015

| (Resolution)                             | Class of shares  | Millions of yen Total dividends            | Yen Dividends per share          | Basis date            | Effective date       |
|--|------------------|--|----------------------------------|-----------------------|----------------------|
| Board of Directors<br>(October 29, 2015) | Ordinary shares  | 10,733                                     | 30                               | September 30,<br>2015 | December 4,<br>2015  |
| FY2016: Six months ended Sep             | ptember 30, 2016 |  |                                  |                       |                      |
| (Resolution)                             | Class of shares  | Millions of yen Total dividends            | Yen Dividends per share          | Basis date            | Effective date       |
| Board of Directors<br>(October 27, 2016) | Ordinary shares  | 10,572                                     | 30                               | September 30,<br>2016 | November 30,<br>2016 |
| FY2016: Six months ended Sep             | ptember 30, 2016 | Thousands of U.C.                          |                                  |                       |                      |
| (Resolution)                             | Class of shares  | Thousands of U.S. dollars  Total dividends | U.S. dollars Dividends per share | Basis date            | Effective date       |
| Board of Directors<br>(October 27, 2016) | Ordinary shares  | 104,549                                    | 0.29                             | September 30,<br>2016 | November 30,<br>2016 |

(Note) The Company completed the Company's ordinary shares split with an effective date of April 1, 2015 based on the resolution by the Company's Board of Directors on January 30, 2015. Dividends per share for the dividends with a basis date on or before March 31, 2015 was stated by the actual dividends paid without adjusting the effect of the shares split.

# 9. Earnings per Share

Basis of calculating basic earnings per share

# (1) Profit attributable to ordinary shareholders of the parent company

|                                      | Millions of                       | Thousands of U.S. dollars  Six months ended September 30, |         |  |
|--------------------------------------|-----------------------------------|---|---------|--|
|                                      | Six months ended<br>September 30, |   |         |  |
|                                      | 2015                              | 2016  | 2016    |  |
| Profit from continuing operations    |                                   |   |         |  |
| attributable to owners of the parent | 26,060                            | 18,450  | 182,466 |  |
| company                              |                                   |   |         |  |
| Loss from discontinued operations    |                                   |   |         |  |
| attributable to owners of the parent | (33)                              | (5)   | (59)    |  |
| company                              |                                   |   |         |  |
| Profit used for calculation of basic | 26,027                            | 18,445  | 192 407 |  |
| earnings per share                   | 20,027                            | 10,443  | 182,407 |  |

|   | Millions of                      | Thousands of U.S. dollars  Three months ended September 30, |         |
|---|----------------------------------|---|---------|
|   | Three months ended September 30, |   |         |
|   | 2015                             | 2016  | 2016    |
| Profit from continuing operations                       |                                  |   |         |
| attributable to owners of the parent company            | 15,504                           | 14,327  | 141,693 |
| Loss from discontinued operations                       |                                  |   |         |
| attributable to owners of the parent company            | (6)                              | (2)   | (30)    |
| Profit used for calculation of basic earnings per share | 15,498                           | 14,325  | 141,663 |

# (2) Weighted-average number of ordinary shares outstanding during the period

|  | Thousands of shares                    |  |  |  |  |
|--|--|--|--|--|--|
|  | Six months ended<br>September 30, 2015 | Six months ended<br>September 30, 2016   |  |  |  |
| Weighted-average number of ordinary shares | 357,775                                | 354,092                                  |  |  |  |
|  | Thousands of shares                    |  |  |  |  |
|  | Three months ended September 30, 2015  | Three months ended<br>September 30, 2016 |  |  |  |
| Weighted-average number of ordinary shares | 357,775                                | 352,300                                  |  |  |  |

# 10. Fair Value of Financial Instruments

#### (1) Fair value measurement

The fair values of financial assets and liabilities are determined as follows:

#### (Derivatives)

The fair values are calculated based on prices obtained from financial institutions.

#### (Equity securities and bonds receivable)

When market values for equity securities and bonds receivable are available, such values are used as the fair values. The fair values of the equity securities and bonds receivable whose market values are unavailable are measured by using the discounted cash flow method, price comparison method based on the prices of similar types of securities and bonds and other valuation methods.

#### (Borrowings)

As current borrowings are settled on a short-term basis, the fair values approximate their carrying amounts. For non-current borrowings with floating rates, it is assumed that the fair value is equal to the carrying amounts, because the rates are affected in the short term by fluctuations in market interest rates, and because Epson's credit status has not greatly changed since they were implemented. The fair values of non-current borrowings with fixed rates are calculated by the total sum of the principal and interest discounted by using the interest rates that would be applied if similar new borrowings were conducted.

#### (Bonds issued)

The fair values are calculated based on prices obtained from financial institutions.

#### (Lease obligations)

The fair values are calculated based on the present value of the total amount discounted by the interest rate corresponding to the period to maturity and the credit risk per each lease obligation classified per certain period.

#### (Other)

Other financial instruments are settled mainly on a short-term basis, and the fair values approximate the carrying amounts.

#### (2) Fair value hierarchy

The fair value hierarchy of financial instruments is categorized from Level 1 to Level 3 as follows:

Level 1: Fair value measured at quoted prices in active markets for identical assets or liabilities

Level 2: Fair value calculated using inputs other than quoted prices included within Level 1 that are observable, either directly or indirectly

Level 3: Fair value calculated using valuation techniques including unobservable inputs for the assets and liabilities Epson does not have any financial instruments for which there is significant measurement uncertainty and subjectivity which needs to subdivide each level stated above for disclosure.

The transfers between levels in the fair value hierarchy are deemed to have occurred at the end of the reporting period.

#### (A) Financial instruments measured at amortised cost

The carrying amounts and the fair value hierarchy of financial instruments measured at amortised cost were as follows. The fair values of financial instruments that are not listed on the chart below approximate the carrying amounts.

| FY2015: As of March 31, 2016                     | Millions of yen |         |         |            |         |
|--|-----------------|---------|---------|------------|---------|
|  | Carrying        |         | Fair v  | Fair value |         |
|  | amount          | Level 1 | Level 2 | Level 3    | Total   |
| Financial liabilities measured at amortised cost |                 |         |         |            |         |
| Borrowings (Note)                                | 81,604          | -       | 81,728  | -          | 81,728  |
| Bonds issued (Note)                              | 59,917          | =       | 60,297  | =          | 60,297  |
| Total  | 141,521         | -       | 142,025 | -          | 142,025 |

| FY2016: As of September 30, 2016                 | Millions of yen |              |         |         |         |  |
|--|-----------------|--------------|---------|---------|---------|--|
|  | Carrying        | g Fair value |         |         |         |  |
|  | amount          | Level 1      | Level 2 | Level 3 | Total   |  |
| Financial liabilities measured at amortised cost |                 |              |         |         |         |  |
| Borrowings (Note)                                | 65,449          | -            | 65,544  | -       | 65,544  |  |
| Bonds issued (Note)                              | 79,704          | =            | 80,333  | -       | 80,333  |  |
| Total  | 145,153         | -            | 145,877 | -       | 145,877 |  |

| FY2016: As of September 30, 2016                 | Thousands of U.S. dollars |                     |           |         |           |  |
|--|---------------------------|---------------------|-----------|---------|-----------|--|
|  | Carrying _                | Carrying Fair value |           |         |           |  |
|  | amount                    | Level 1             | Level 2   | Level 3 | Total     |  |
| Financial liabilities measured at amortised cost |                           |                     |           |         |           |  |
| Borrowings (Note)                                | 647,240                   | -                   | 648,180   | -       | 648,180   |  |
| Bonds issued (Note)                              | 788,213                   | -                   | 794,432   | -       | 794,432   |  |
| Total  | 1,435,453                 | -                   | 1,442,612 | -       | 1,442,612 |  |

There were no transfers of financial instruments between Level 1 and Level 2 of the fair value hierarchy at the end of each reporting period.

(Note) Current portion is included.

#### (B) Financial instruments measured at fair value

Total

The fair value hierarchy of financial instruments measured at fair value was as follows:

| FY2015: As of March 31, 2016                 | Millions of yen  Fair value |                      |         |         |  |  |  |
|--|-----------------------------|----------------------|---------|---------|--|--|--|
|  |                             |                      |         |         |  |  |  |
| _  | Level 1                     | Level 2              | Level 3 | Total   |  |  |  |
| Financial assets measured at                 |                             |                      |         |         |  |  |  |
| fair value                                   |                             |                      |         |         |  |  |  |
| Derivative financial assets                  | -                           | 1,383                | -       | 1,383   |  |  |  |
| Equity securities                            | 14,006                      | -                    | 2,054   | 16,060  |  |  |  |
| Total  | 14,006                      | 1,383                | 2,054   | 17,444  |  |  |  |
| Financial liabilities measured at            |                             |                      |         |         |  |  |  |
| fair value  Derivative financial liabilities |                             | 922                  |         | 922     |  |  |  |
|  | -                           | 823<br>823           |         | 823     |  |  |  |
| Total  | -                           | 823                  | -       | 823     |  |  |  |
| EV2016: A 20 2016                            |                             | 2.5111               |         |         |  |  |  |
| FY2016: As of September 30, 2016             |                             | Millions of yen      |         |         |  |  |  |
| -  | Level 1                     | Fair value Level 2   | Level 3 | Total   |  |  |  |
| Financial assets measured at fair value      | Level 1                     | LCVCI 2              | Ecvers  | Total   |  |  |  |
| Derivative financial assets                  | -                           | 2,537                | -       | 2,537   |  |  |  |
| Equity securities                            | 13,578                      | -                    | 2,314   | 15,892  |  |  |  |
| Total  | 13,578                      | 2,537                | 2,314   | 18,430  |  |  |  |
| Financial liabilities measured at fair value |                             |                      |         |         |  |  |  |
| Derivative financial liabilities             | -                           | 393                  | -       | 393     |  |  |  |
| Total  | -                           | 393                  | -       | 393     |  |  |  |
|  |                             |                      |         |         |  |  |  |
| FY2016: As of September 30, 2016             |                             | Thousands of U.S. do | llars   |         |  |  |  |
| -  |                             | Fair value           |         |         |  |  |  |
| _  | Level 1                     | Level 2              | Level 3 | Total   |  |  |  |
| Financial assets measured at fair value      |                             |                      |         |         |  |  |  |
| Derivative financial assets                  | -                           | 25,089               | -       | 25,089  |  |  |  |
| Equity securities                            | 134,276                     | -                    | 22,883  | 157,159 |  |  |  |
| Total  | 134,276                     | 25,089               | 22,883  | 182,248 |  |  |  |
| Financial liabilities measured at            |                             | <u> </u>             | ·       |         |  |  |  |
| fair value                                   |                             |                      |         |         |  |  |  |
| Derivative financial liabilities             | -                           | 3,886                | -       | 3,886   |  |  |  |

There were no transfers of financial instruments between Level 1 and Level 2 of the fair value hierarchy at the end of each reporting period.

3,886

3,886

The movement of financial instruments categorized within Level 3 of the fair value hierarchy was as follows:

|                            | Millions of                       | yen   | Thousands of U.S. dollars         |
|----------------------------|-----------------------------------|-------|-----------------------------------|
|                            | Six months ended<br>September 30, |       | Six months ended<br>September 30, |
| _                          | 2015                              | 2016  | 2016                              |
| Balance as of April 1      | 2,406                             | 2,054 | 20,312                            |
| Gains and losses           |                                   |       |                                   |
| Other comprehensive income | (336)                             | 311   | 3,075                             |
| Sales                      | (30)                              | -     | -                                 |
| Other                      | -                                 | (51)  | (504)                             |
| Balance as of September 30 | 2,040                             | 2,314 | 22,883                            |

### 11. Contingencies

#### Material litigation

In general, litigation has uncertainties and it is difficult to make reliable judgments for the possibility of an outflow of resources embodying economic benefits and to estimate the financial effect.

Provisions are not recognised either if an outflow of resources embodying economic benefits is not probable or to estimate the financial effect is not practicable. Epson was contending the following material actions.

#### (1) The liquid crystal display price-fixing cartel

The Company and certain of its consolidated subsidiaries are currently under investigation by a certain antimonopoly-related authority, regarding allegations of involvement in a liquid crystal display price-fixing cartel.

#### (2) The civil action on copyright fee of ink-jet printers

In June 2010, Epson Europe B.V. ("EEB"), a consolidated subsidiary of the Company, brought a civil suit against La SCRL Reprobel ("Reprobel"), a Belgium-based group that collects copyright royalties, seeking restitution for copyright royalties for multifunction printers. After that, Reprobel also brought a civil suit against EEB. As a result, these two lawsuits were adjoined. EEB's claims were rejected at the first trial, but EEB, dissatisfied with the decision, intends to appeal.

# 12. Subsequent Events

No material subsequent events were identified.

# Supplementary Information

Consolidated Second Quarter ended September 30, 2016

#### **Cautionary Statement**

This report includes forward-looking statements that are based on management's view from the information available at the time of the announcement. These statements are subject to various risks and uncertainties. Actual results may be materially different from those discussed in the forward-looking statements. The factors that may affect Epson include, but are not limited to, general economic conditions, the ability of Epson to continue to timely introduce new products and services in markets, consumption trends, competition, technology trends, and exchange rate fluctuations.

# 1. Revenue by division

(Unit: billion yen)

|                                   | Six montl<br>Septem |       | Increase<br>% | Forecast for the year ended March 31, | Increase<br>compared to<br>year ended<br>March 31,<br>2016 |
|-----------------------------------|---------------------|-------|---------------|---------------------------------------|--|
|                                   | 2015                | 2016  | 70            | 2017                                  | %  |
| Printing Solutions                | 356.6               | 318.6 | (10.7%)       | 670.0                                 | (9.0%)   |
| Printers                          | 249.4               | 222.0 | (11.0%)       | 472.0                                 | (9.0%)   |
| Professional Printing             | 100.4               | 88.9  | (11.4%)       | 182.0                                 | (9.7%)   |
| Other                             | 7.8                 | 8.3   | 5.9%          | 18.0                                  | (0.6%)   |
| Inter-segment revenue             | (1.1)               | (0.7) | -%            | (2.0)                                 | -%   |
| Visual Communications             | 95.1                | 87.7  | (7.8%)        | 170.0                                 | (7.6%)   |
| Wearable & Industrial Products    | 91.4                | 81.0  | (11.4%)       | 160.0                                 | (6.1%)   |
| Wearable Products                 | 32.1                | 27.9  | (13.0%)       | 53.0                                  | (12.7%)  |
| Robotics Solutions                | 8.4                 | 7.8   | (7.2%)        | 16.0                                  | 3.8%   |
| Microdevices,Other                | 54.5                | 48.2  | (11.6%)       | 96.0                                  | (5.7%)   |
| Inter-segment revenue             | (3.7)               | (3.0) | -%            | (5.0)                                 | -%   |
| Other                             | 0.6                 | 0.6   | 4.9%          | 1.0                                   | (28.8%)  |
| Corporate expenses & Eliminations | (0.9)               | (0.4) | -%            | (1.0)                                 | -%   |
| Consolidated revenue              | 542.9               | 487.5 | (10.2%)       | 1,000.0                               | (8.5%)   |

Note: The intra-group services business was categorized within "Other".

# 2. Business segment information

(Unit: billion yen)

|                                   | Six months ended<br>September 30, |        | Increase % | Forecast for the year ended March 31, | Increase<br>compared to<br>year ended<br>March 31,<br>2016 |
|-----------------------------------|-----------------------------------|--------|------------|---------------------------------------|--|
|                                   | 2015                              | 2016   |            | 2017                                  | %  |
| Printing Solutions                |                                   |        |            |                                       |  |
| Revenue:                          |                                   |        |            |                                       |  |
| External                          | 356.4                             | 318.5  | (10.7%)    | 670.0                                 | (9.0%)   |
| Inter-segment                     | 0.1                               | 0.1    | (26.2%)    | 0.0                                   | -%   |
| Total                             | 356.6                             | 318.6  | (10.7%)    | 670.0                                 | (9.0%)   |
| Segment profit (loss)             | 44.0                              | 33.9   | (22.9%)    | 85.0                                  | (18.8%)  |
| Visual Communications             |                                   |        |            |                                       |  |
| Revenue:                          |                                   |        |            |                                       |  |
| External                          | 95.1                              | 87.6   | (7.8%)     | 170.0                                 | (7.6%)   |
| Inter-segment                     | 0.0                               | 0.0    | (64.6%)    | 0.0                                   | -%   |
| Total                             | 95.1                              | 87.7   | (7.8%)     | 170.0                                 | (7.6%)   |
| Segment profit (loss)             | 8.8                               | 7.1    | (18.8%)    | 14.0                                  | (10.2%)  |
| Wearable & Industrial Products    |                                   |        |            |                                       |  |
| Revenue:                          |                                   |        |            |                                       |  |
| External                          | 88.1                              | 77.2   | (12.4%)    | 153.0                                 | (6.9%)   |
| Inter-segment                     | 3.2                               | 3.7    | 14.9%      | 7.0                                   | 16.1%  |
| Total                             | 91.4                              | 81.0   | (11.4%)    | 160.0                                 | (6.1%)   |
| Segment profit (loss)             | 8.9                               | 3.9    | (55.6%)    | 6.0                                   | (38.9%)  |
| Other                             |                                   |        |            |                                       |  |
| Revenue:                          |                                   |        |            |                                       |  |
| External                          | 0.2                               | 0.3    | 6.8%       | 0.0                                   | -%   |
| Inter-segment                     | 0.3                               | 0.3    | 3.1%       | 1.0                                   | 53.5%  |
| Total                             | 0.6                               | 0.6    | 4.9%       | 1.0                                   | (28.8%)  |
| Segment profit (loss)             | (0.3)                             | (0.2)  | -%         | (1.0)                                 | -%   |
| Corporate expenses & Eliminations |                                   |        |            |                                       |  |
| Revenue:                          |                                   |        |            |                                       |  |
| External                          | 2.8                               | 3.8    | 32.2%      | 7.0                                   | (4.3%)   |
| Inter-segment                     | (3.8)                             | (4.2)  | -%         | (8.0)                                 | -%   |
| Total                             | (0.9)                             | (0.4)  | -%         | (1.0)                                 | -%   |
| Segment profit (loss)             | (21.3)                            | (19.0) | -%         | (44.0)                                | -%   |
| Consolidated                      |                                   |        |            |                                       |  |
| Revenue                           | 542.9                             | 487.5  | (10.2%)    | 1,000.0                               | (8.5%)   |
| Business profit (loss)            | 40.2                              | 25.7   | (36.1%)    | 60.0                                  | (29.4%)  |

Note: The intra-group services business was categorized within "Other".

#### 3. Revenue to overseas customers

(Unit: billion yen)

|  | Six months ended<br>September 30, |       | Increase | Increase |
|--|-----------------------------------|-------|----------|----------|
|  | 2015                              | 2016  |          | %        |
| Overseas Revenue   |                                   |       |          |          |
| The Americas   | 165.9                             | 139.6 | (26.3)   | (15.9%)  |
| Europe   | 106.7                             | 95.9  | (10.7)   | (10.1%)  |
| Asia/Oceania   | 150.9                             | 138.6 | (12.2)   | (8.1%)   |
| Total  | 423.6                             | 374.2 | (49.3)   | (11.6%)  |
| Consolidated revenue                                       | 542.9                             | 487.5 | (55.4)   | (10.2%)  |
| Percentage of overseas revenue to consolidated revenue (%) |                                   |       |          |          |
| The Americas   | 30.6                              | 28.7  |          |          |
| Europe   | 19.7                              | 19.7  |          |          |
| Asia/Oceania   | 27.8                              | 28.4  |          |          |
| Total  | 78.0                              | 76.8  |          |          |

Note: 1.Overseas revenue is based on the location of the customers.

Principal countries and jurisdictions in each geographic segment are as follows.

2. Exports transacted through an intermediary such as trading companies are not included in oversea revenue.

| Geographic Segment | The name of main countries and jurisdictions   |
|--------------------|--|
| The Americas       | The United States, Canada, Brazil, Chile, Argentina, Costa Rica, Colombia, Venezuela, Mexico and Peru etc.             |
| Europe             | The United Kingdom, the Netherlands, Germany, France, Italy, Spain, Portugal and Russia etc.                           |
| Asia/Oceania       | China, Singapore, Malaysia, Taiwan, Thailand, the Philippines, Australia, New Zealand, Indonesia, Korea and India etc. |

# 4. Capital expenditure / Depreciation and amortisation

(Unit: billion yen)

|                                | Six months ended<br>September 30, |      | Increase | Forecast for the year ended March 31, | Increase<br>compared to<br>year ended<br>March 31,<br>2016 |
|--------------------------------|-----------------------------------|------|----------|---------------------------------------|--|
|                                | 2015                              | 2016 | %        | 2017                                  | %  |
| Capital expenditure            | 31.4                              | 25.8 | (18.0%)  | 77.0                                  | 10.9%  |
| Printing Solutions             | 18.6                              | 14.6 | (21.3%)  | 43.0                                  | 17.4%  |
| Visual Communications          | 3.2                               | 3.8  | 18.8%    | 11.0                                  | 2.2%   |
| Wearable & Industrial Products | 4.0                               | 3.1  | (21.9%)  | 11.0                                  | 6.9%   |
| Other / Coporate expenses      | 5.5                               | 4.1  | (25.4%)  | 12.0                                  | 2.2%   |
| Depreciation and amortisation  | 23.2                              | 20.8 | (10.0%)  | 47.0                                  | 3.5%   |

Note: The intra-group services business was categorized within "Other".

#### 5. Research and development

(Unit: billion yen)

|                          | Six months ended<br>September 30, |      | Increase | Forecast for the year ended March 31, |      |
|--------------------------|-----------------------------------|------|----------|---------------------------------------|------|
|                          | 2015                              | 2016 | %        | 2017                                  | %    |
| Research and Development | 25.9                              | 26.2 | 1.1%     | 57.0                                  | 7.2% |
| R&D / revenue ratio      | 4.8%                              | 5.4% |          | 5.7%                                  |      |

#### 6. Management indices

(Unit: %)

|  | Six months ended<br>September 30, |      | Increase | Forecast for the year ended March 31, | Increase<br>compared to<br>year ended<br>March 31,<br>2016 |
|--|-----------------------------------|------|----------|---------------------------------------|--|
|  | 2015                              | 2016 | Point    | 2017                                  | Point  |
| ROE                                    | 5.3%                              | 4.1% | (1.2)    | 10.0%                                 | 0.5  |
| ROA (Business profit)                  | 4.1%                              | 2.8% | (1.3)    | 6.5%                                  | (2.2)  |
| ROA (Profit from operating activities) | 4.2%                              | 3.0% | (1.2)    | 6.5%                                  | (3.2)  |
| ROS (Business profit)                  | 7.4%                              | 5.3% | (2.1)    | 6.0%                                  | (1.8)  |
| ROS (Profit from operating activities) | 7.7%                              | 5.7% | (2.0)    | 6.0%                                  | (2.6)  |

Note: 1.ROE=Profit for the period attributable to owners of the parent company / Beginning and ending balance average equity attributable to owners of the parent company

- 2.ROA(Business profit)=Business profit / Beginning and ending balance average total assets
- 3.ROA(Profit from operating activities)=Profit from operating activities / Beginning and ending balance average total assets
- 4.ROS(Business profit)= Business profit / Revenue
- 5.ROS(Profit from operating activities)= Profit from operating activities / Revenue

#### 7. Foreign exchange fluctuation effect on revenue and business profit

(Unit: billion yen)

|  | Six mont<br>Septen |        |
|--|--------------------|--------|
|  | 2015               | 2016   |
| Foreign exchange effect on revenue         |                    | (65.7) |
| U.S. dollars                               |                    | (24.3) |
| Euro                                       |                    | (10.8) |
| Other                                      |                    | (30.5) |
| Foreign exchange effect on business profit |                    | (15.5) |
| U.S. dollars                               |                    | 4.7    |
| Euro                                       |                    | (7.5)  |
| Other                                      |                    | (12.7) |
| Exchange rate                              |                    |        |
| Yen / U.S. dollars                         | 121.80             | 105.29 |
| Yen / Euro                                 | 135.07             | 118.15 |

Note: 1.Foreign exchange effect = (Foreign currency revenue or business profit for the period) x (Average exchange rate for the period – Average exchange rate for the same prior period)

<sup>2.</sup>Transactions in Latin American currencies are calculated in those currencies from Third Quarter FY2015.

In previous supplementary information, Latin American currencies were calculated and shown as USD transactions.

## 8. Inventory

(Unit: billion yen)

|                                | September 30, | March 31, | September 30, | Increase compared to |
|--------------------------------|---------------|-----------|---------------|----------------------|
|                                | 2015          | 2016      | 2016          | March 31, 2016       |
| Inventory                      | 234.2         | 201.6     | 196.6         | (4.9)                |
| Printing Solutions             | 133.0         | 108.7     | 111.2         | 2.5                  |
| Visual Communications          | 55.9          | 47.1      | 42.0          | (5.0)                |
| Wearable & Industrial Products | 44.3          | 45.1      | 42.6          | (2.4)                |
| Other / Coporate expenses      | 0.9           | 0.6       | 0.7           | 0.0                  |
|                                |               |           |               |                      |
| Turnover by days               | 79            | 67        | 74            | 7                    |
| Printing Solutions             | 68            | 54        | 64            | 10                   |
| Visual Communications          | 107           | 94        | 88            | (6)                  |
| Wearable & Industrial Products | 89            | 97        | 96            | (1)                  |
| Other / Coporate expenses      | 47            | 27        | 30            | 3                    |

Note: 1.Turnover by days = Interim (Ending) balance of inventory / Prior 6months (Prior 12 months) revenue per day

# 9. Employees

(Unit: person)

|                                   | September 30, | March 31, | September 30, | Increase compared to |
|-----------------------------------|---------------|-----------|---------------|----------------------|
|                                   | 2015          | 2016      | 2016          | March 31, 2016       |
| Number of employees at period end | 71,777        | 67,605    | 73,340        | 5,735                |
| Domestic                          | 18,804        | 18,699    | 19,221        | 522                  |
| Overseas                          | 52,973        | 48,906    | 54,119        | 5,213                |

<sup>2.</sup> The intra-group services business was categorized within "Other".