

No. 1653

MHI Announces FY2012 Consolidated Financial Results

Tokyo, April 26, 2013 -- Mitsubishi Heavy Industries, Ltd. (MHI) today announced its **consolidated** financial results for fiscal year (FY) 2012 ended March 31, 2013.

(billions of yen)

	FY2012	FY2011	Changes (%)
Orders Received	3,032.2	3,188.8	(4.9)
Net Sales	2,817.8	2,820.9	(0.1)
Operating Income	163.5	111.9	46.1
Ordinary Income	149.0	86.1	72.9
Income Before Taxes and Minority Interests	155.4	69.8	122.6
Net Income	97.3	24.5	296.6
Operating Cash Flow	288.3	200.3	
Investment Cash Flow	(76.7)	(47.0)	
Financing Cash Flow	(154.2)	(183.6)	
Net Income Per Share	29.01yen	7.31yen	296.6

Figures in parentheses are negative.

Consolidated financial results (continued)

Sales by Operational Segment

(billions of yen)

	FY2012	FY2011
Shipbuilding & Ocean Development	225.8	311.6
Power Systems	988.7	955.3
Machinery & Steel Infrastructure Systems	482.5	428.8
Aerospace Systems	485.8	495.9
General Machinery & Special Vehicles	389.1	381.7
Others	345.7	294.4
Eliminations or Corporate	(99.9)	(47.1)
TOTAL	2,817.8	2,820.9

Operating Income (Loss) by Operational Segment

(billions of ven)

Operating mediae (Loss) by Operational Segment		(officers of year)
	FY2012	FY2011
Shipbuilding & Ocean Development	11.5	(3.8)
Power Systems	88.9	92.3
Machinery & Steel Infrastructure Systems	26.4	25.3
Aerospace Systems	29.1	(5.3)
General Machinery & Special Vehicles	12.7	5.1
Others	12.9	16.1
Eliminations or Corporate	(18.3)	(17.8)
TOTAL	163.5	111.9

Figures in parentheses are negative.

Note: Effective FY2012, the method for calculating operating income or loss for each segment has been changed. The FY2011 figures shown in the above table were recalculated based on the new method.

Consolidated financial results (continued)

Estimate of Consolidated Financial Results for FY 2013

For the fiscal year 2013 ending March 31, 2014, MHI is expecting 3,150 billion yen in net sales, 190 billion yen in operating income, 160 billion yen in ordinary income, and 100 billion yen in net income. This estimate is based on the assumption of currency exchange rate of US\$ 1.00 = \$95 and \$1.00 = \$120 for the portion yet to be fixed.

Please note that this estimate has been projected with currently available information and data. As such, these projections involve risks and uncertainties. For this reason, investors are recommended not to depend solely on these projections for making investment decisions. The actual results, therefore, may diverge broadly with the influence of a variety of outside factors such as economics surrounding MHI, currency movement of the yen to the U.S. dollar and other foreign currencies, and trends of stock markets in Japan. Also, the results projected here should not be construed in any way as being guaranteed by the company.

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CONSOLIDATED BALANCE SHEETS (1/2)

	As of	As of
	Mar.31, 2012	Mar.31, 2013
<u>ASSETS</u>		
Current assets:		
Cash and deposits	262,287	328,365
Trade receivables	968,064	931,469
Securities	1	2
Merchandise and finished products	155,990	139,157
Work in process	773,782	746,640
Raw materials and supplies	123,670	124,038
Deferred income taxes	180,747	138,93
Others	180,826	222,550
Allowance for doubtful receivables	(6,368)	(6,333
Total current assets	2,639,003	2,624,824
Fixed assets:		
Property, plant and equipment:		
Buildings and structures	342,243	339,262
_	234,037	
Machinery and transportation equipment	38,051	225,54° 41,87°
Tools, equipment and furniture Land	137,337	
Leased assets		138,38
	5,356	4,599
Construction in progress	40,557	43,26
Subtotal	797,584	792,93
Intangible assets	25,313	29,210
Investments and advances:		
Investment securities	309,054	297,62
Long-term loans and advances	5,478	6,86
Deferred income taxes	11,180	10,08
Others	185,708	182,45
Allowance for doubtful accounts	(9,335)	(8,89
Subtotal	502,086	488,14
Total fixed assets	1,324,984	1,310,29
TOTAL ASSETS	3,963,987	3,935,11

CONSOLIDATED BALANCE SHEETS (2/2)

		(Millions of Ye
	As of Mar.31, 2012	As of
	Wiai.51, 2012	Mar.31, 2013
LIABILITIES		
Current liabilities:		
	651,101	663,451
Trade payables	·	
Short-term borrowings	152,344	154,014
Current portion of long-term borrowings	131,713	150,171
Current portion of bonds	69,900	50,000
Reserve for product warranties Reserve for losses on construction contracts	20,812	22,135
	77,565	35,40
Reserve for legal claims	3,936	427.20
Advance payments received on contracts	399,288	427,390
Others	208,034	191,193
Total current liabilities	1,714,695	1,693,822
Long-term liabilities:		
Debentures	250,000	200,000
Long-term borrowings	553,189	477,053
Deferred income taxes	17,832	9,922
Reserve for retirement allowance	47,002	51,90
Reserve for treatment of PCB waste	11,604	10,865
Others	63,296	61,324
Total long-term liabilities	942,925	811,070
TOTAL LIABILITIES	2,657,621	2,504,893
NET ASSETS		
Stockholders' equity:		
Common stock	265,608	265,60
Capital surplus	203,942	203,95
Retained earnings	822,473	901,39
Treasury stock	(5,418)	(5,39
Total stockholders' equity	1,286,606	1,365,56
Accumulated other comprehensive income (loss)		
Net unrealized gains on investment securities	22,082	30,97
Deferred losses on hedges	12	14
Foreign currency translation adjustments	(53,611)	(18,04
Total accumulated other comprehensive income (loss)	(31,517)	13,08
Share subscription rights	1,868	2,24
Minority interests	49,409	49,33
TOTAL NET ASSETS	1,306,366	1,430,22
TOTAL LIABILITIES AND NET ASSETS	3,963,987	3,935,11

CONSOLIDATED STATEMENTS OF INCOME

	_	(Millions of Yen
	FY2011	FY2012
Networks	2 920 922	2 917 902
Net sales Cost of sales	2,820,932 2,375,158	2,817,893 2,297,072
Cost of sales	2,573,136	2,297,072
Gross profit	445,774	520,821
Selling, general and administrative expenses:		
Provision of allowance for doubtful accounts	318	323
Directors' compensations, salaries and allowances	124,207	132,482
Research and development expenses	48,954	56,537
Expenses for inquiries	28,225	31,831
Others	132,106	136,125
Total selling, general and administrative expenses	333,812	357,300
Operating income	111,961	163,520
Non-operating income:		
Interest income	3,637	2,717
Dividend income	4,248	3,876
Equity in earnings of unconsolidated subsidiaries and affiliates	4,960	2,625
Foreign exchange gain	-	7,030
Others	5,107	2,62
Total non-operating income	17,954	18,874
Non-operating expenses:		
Interest expense	20,522	17,250
Foreign exchange loss	5,094	17,23
Loss on disposal of fixed assets	5,725	4,39
Others	12,390	11,71
Total non-operating expenses	43,733	33,36
Ordinary income	86,182	149,028
Extraordinary gain:		
Gain on sales of investment securities	-	8,676
Gain on sales of fixed assets	28,344	4,157
Total extraordinary gain	28,344	12,833
Extraordinary loss:		
Business structure improvement expenses	38,116	6,41
Expense for treatment of PCB waste	4,098	
Loss on revaluation of investment securities	2,479	
Total extraordinary loss	44,695	6,414
Income before income taxes and minority interests	69,831	155,44
Income taxes		
Current	46,031	26,059
Deferred	(855)	33,080
Total income taxes	45,175	59,139
Income before minority interests	24,655	96,30
inority interests in income (loss) of consolidated subsidiaries	114	(1,02
	+	
Net income	24,540	97,330

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	FY2011	FY2012
Income before minority interests	24,655	96,308
Other comprehensive income (loss)		
Net unrealized gains (losses) on investment securities	(3,607)	9,631
Deferred gains (losses) on hedges	549	236
Foreign currency translation adjustments	(9,455)	25,638
Share of other comprehensive income (loss) of entities accounted for using the equity method	(2,051)	10,547
Changes in equity interest	-	1,725
Total other comprehensive income (loss)	(14,565)	47,780
Comprehensive income (loss)	10,090	144,088
Comprehensive income (loss) attributable to		
Shareholders of the parent	10,223	143,653
Minority interests	(132)	435

Consolidated Statements of Changes in Net Assets

(Millions of Yen) FY2012 FY2011 Stockholders' equity Common stock Balance at the beginning of current period 265,608 265,608 Balance at the end of current period 265,608 265,608 Capital surplus Balance at the beginning of current period 203,939 203,942 Changes in the period Disposal of treasury stock 13 Total changes in the period 3 13 Balance at the end of current period 203,942 203,956 Retained earnings Balance at the beginning of current period 815,145 822,473 Changes in the period (16,775)(20,131)Cash dividends Net income 24,540 97,330 Changes in scope of consolidation 19 Changes in scope of equity method application (4) Changes in fiscal year end of consolidated subsidiaries (452)Changes in equity interest 1,725 Total changes in the period 7,327 78,924 Balance at the end of current period 822,473 901.397 Treasury stock Balance at the beginning of current period (5,425)(5,418)Changes in the period Purchase of treasury stock (14)(11)Disposal of treasury stock 22 35 23 Total changes in the period Balance at the end of current period (5,418)(5,394)Total stockholders' equity Balance at the beginning of current period 1,279,267 1,286,606 Changes in the period Cash dividends (16,775)(20,131)Net income 24,540 97,330 Changes in scope of consolidation 19 Changes in scope of equity method application (4) Changes in fiscal year end of consolidated subsidiaries (452)Changes in equity interest 1,725 Purchase of treasury stock (14)(11)Disposal of treasury stock 25 49 Total changes in the period 7,338 78,962 Balance at the end of current period 1,286,606 1,365,568

	FY2011	FY2012
Accumulated other comprehensive income		
Net unrealized gains(losses) on investment securities Balance at the beginning of current period	25,579	22,082
Changes in the period Net changes in items other than stockholders' equity	(3,497)	8,897
Total changes in the period	(3,497)	8,897
Balance at the end of current period	22,082	30,979
Deferred gains(losses) on hedges Balance at the beginning of current period	(467)	12
Changes in the period	470	120
Net changes in items other than stockholders' equity	479 479	129
Total changes in the period	12	129
Balance at the end of current period	12	142
Foreign currency translation adjustments Balance at the beginning of current period Changes in the period	(42,311)	(53,611)
Net changes in items other than stockholders' equity	(11,300)	35,570
Total changes in the period	(11,300)	35,570
Balance at the end of current period	(53,611)	(18,040)
Total accumulated other comprehensive income Balance at the beginning of current period Changes in the period	(17,199)	(31,517)
Net changes in items other than stockholders' equity	(14,317)	44,598
Total changes in the period	(14,317)	44,598
Balance at the end of current period	(31,517)	13,081
Share subscription rights Balance at the beginning of current period Changes in the period	1,509	1,868
Net changes in items other than stockholders' equity	359	375
Total changes in the period	359	375
Balance at the end of current period	1,868	2,243
Minority interests Balance at the beginning of current period Changes in the period	49,101	49,409
Net changes in items other than stockholders' equity	307	(76)
Total changes in the period	307	(76)
Balance at the end of current period	49,409	49,332
Datance at the one of current period	<u> </u>	77,334

	FY2011	FY2012
Total net assets		
Balance at the beginning of current period	1,312,678	1,306,366
Changes in the period		
Cash dividends	(16,775)	(20,131)
Net income	24,540	97,330
Changes in scope of consolidation	19	-
Changes in scope of equity method application	(4)	-
Changes in fiscal year end of consolidated subsidiaries	(452)	-
Changes in equity interest	-	1,725
Purchase of treasury stock	(14)	(11)
Disposal of treasury stock	25	49
Net changes in items other than stockholders' equity	(13,650)	44,897
Total changes in the period	(6,312)	123,859
Balance at the end of current period	1,306,366	1,430,225

CONSOLIDATED STATEMENTS OF CASH FLOWS

		(Millions of Yen)
	FY 2011	FY 2012
Cash flows from operating activities:		
Income before income taxes and minority interests	69,831	155,448
Adjustments to reconcile income before income taxes and		
minority interests to net cash provided by operating activities:		
Depreciation and amortization	123,964	118,557
Increase (decrease) in reserve for retirement allowance	(2,956)	4,687
Interest and dividend income	(7,885)	(6,594)
Interest expense	20,522	17,256
(Income) loss from equity method investments	(4,960)	(2,625)
(Gain) loss on sales of investment securities	(123)	(8,676)
Loss on revaluation of investment securities	2,479	-
(Gain) loss on sales of fixed assets	(28,344)	(4,157)
Loss on disposal of fixed assets	5,725	4,397
Business structure improvement expenses	38,116	6,414
Expense for treatment of PCB waste	4,098	-
(Increase) decrease in receivables	(123,811)	60,932
(Increase) decrease in inventories and advances to suppliers	33,945	32,827
(Increase) decrease in other assets	(1,733)	8,194
Increase (decrease) in payables	38,004	(11,938)
Increase (decrease) in advance payments received on contracts	70,284	23,986
Increase (decrease) in other liabilities	14,622	(44,128)
Others Subtotal	4,841	1,824
Interest and dividends received	256,621 8,447	356,406 7,962
Interest and dividends received Interest paid	(20,931)	(17,507)
Income taxes paid	(43,776)	(58,485)
Net cash provided by operating activities	200,361	288,375
	200,301	200,575
Cash flows from investing activities:		
Net (increase) decrease in time deposits	4,417	(372)
Purchases of marketable securities	(40,000)	-
Proceeds from sales and redemption of marketable securities	40,000	-
Purchases of property, plant, equipment and intangible assets	(117,433)	(115,701)
Proceeds from sales of property, plant, equipment	66,963	8,814
and intangible assets Purchases of investment securities	(2.762)	(4 207)
Proceeds from sales and redemption of investment securities	(2,763) 3,557	(4,307) 44,563
Disbursement of long-term loans	(1,930)	(3,338)
Collection of long-term loans	1,887	1,096
Others	(1,746)	(7,494)
Net cash used in investing activities	(47,047)	(76,737)
	(,)	(19,121)
Cash flows from financing activities:		
Net increase (decrease) in short-term borrowings	69,278	(1,695)
and commercial papers		
Proceeds from long-term borrowings	2,835	72,652
Repayment of long-term borrowings	(212,859)	(132,092)
Payment for redemption of bonds	(24,228)	(69,900)
Proceeds from issuance of stock to minority stockholders of subsidiaries	1,775	372
Dividends paid to stockholders	(16,733)	(20,061)
Dividends paid to stockholders of subsidiaries	(1,375)	(954)
Others	(2,306)	(2,535)
Net cash used in financing activities	(183,614)	(154,215)
		(, -/
Effect of exchange rate changes on cash and cash equivalents	(4,045)	7,397
Net increase (decrease) in cash and cash equivalents	(34,347)	64,820
Cash and cash equivalents at beginning of year	288,868	254,605
Increase in cash and cash equivalents due to changes	84	_
in scope of consolidation		
Cash and cash equivalents at end of year	254,605	319,426
	1	



No. 1654

MHI Announces FY2012 Non-Consolidated Financial Results

Tokyo, April 26, 2013 -- Mitsubishi Heavy Industries, Ltd. (MHI) today announced its **non-consolidated** financial results for fiscal year (FY) 2012 ended March 31, 2013.

(billions of yen)

	FY2012	FY2011	Changes (%)
Orders Received	1,986.6	2,447.5	(18.8)
Net Sales	2,028.4	2,175.6	(6.8)
Operating Income	95.9	54.6	75.5
Ordinary Income	93.1	37.1	150.9
Income Before Income Taxes	121.2	35.5	241.0
Net Income	91.3	12.9	607.5
Net Income Per Share	27.24 yen	3.85 yen	607.4
Dividend Per Share	8.00 yen	6.00 yen	

Figures in parentheses are negative.

	As of Mar.31, 2012	As of
		Mor 21 2012
	Wai.51, 2012	Mar.31, 2013
ACCEPTEC		
<u>ASSETS</u>		
Current assets:		
Cash and deposits	173,003	215,188
Trade notes receivable	4,570	4,252
Trade accounts receivable	802,996	714,468
Merchandise and finished products	81,547	65,552
	596,530	
Work in process	· ·	548,055
Raw materials and supplies	90,123	86,162
Advances to suppliers	69,892	98,610
Prepaid expenses	2,024	2,135
Deferred income taxes	139,575	103,449
Short-term loans receivable from subsidiaries and affiliates	18,393	41,535
Others	93,338	126,871
Allowance for doubtful receivables	(79)	(62
		,
Total current assets	2,071,917	2,006,220
Fixed assets:		
Property, plant and equipment:		
Buildings	229,602	222,638
Structures	23,928	22,714
Docks and facilities for shipbuilding	3,068	3,075
	· ·	· ·
Machinery	180,075	162,653
Vessels	29	223
Aircraft	12	9
Vehicles and transportation equipment	2,101	2,455
Tools, equipment and furniture	28,182	30,867
Land	95,876	95,771
Leased assets	23,224	21,825
Construction in progress	27,035	29,473
Subtotal	613,138	591,707
Intangible assets:		
Software	9,569	8,636
Right of using facilities	357	370
Leased assets	12	7
Others	321	448
Subtotal	10,260	9,464
Subtotal	10,200	7,404
Investments and advances:		
Investment securities	141,265	146,817
Investments in shares of subsidiaries and affiliates	402,094	448,132
Investments in capital	27	26
Investments in capital of subsidiaries and affiliates	12,070	19,435
Long-term loans and advances	202	169
Long-term loans receivable from employees	56	48
- · · · · · · · · · · · · · · · · · · ·		
Long-term loans receivable from subsidiaries and affiliates	22,116	26,053
Claims provable in bankruptcy,		
claims provable in rehabilitation and other	6,485	2,020
Long-term prepaid expense	34,449	22,937
Prepaid pension cost	88,233	87,844
Long-term receivables	25,880	24,425
Others	32,852	34,880
Allowance for doubtful accounts	(21,225)	(13,011
Subtotal	744,509	799,699
77 / 104 3	4 2/= 00=	4 400 051
Total fixed assets	1,367,907	1,400,871
		3,407,091
TOTAL ASSETS	3,439,825	

		(Millions of Yer
	As of	As of
	Mar.31, 2012	Mar.31, 2013
<u>LIABILITIES</u>		
Current liabilities:		
Trade accounts payable	539,921	529,573
Short-term borrowings	154,505	209,504
Current portion of long-term borrowings	133,178	142,978
Current portion of bonds	69,900	50,000
Lease obligations	1,644	1,408
Accrued payables	23,349	26,599
Accrued expenses	40,954	39,925
Accrued income taxes	21,724	
Advance payments received on contracts	347,639	372,74
Deposits received	14,520	19,62
Unearned revenue	3	,
Reserve for product warranties	20,812	22,13:
Reserve for losses on construction contracts	68,842	30,554
Reserve for legal claims	3,936	6
Asset retirement obligations	60	4
Others	6,829	21,72
Total current liabilities	1,447,824	1,466,889
Total current habilities	1,447,024	1,400,00
Long-term liabilities:		
Debentures	250,000	200,000
	533,470	460,492
Long-term borrowings		
Lease obligations Deferred income taxes	22,123	20,79
	17,173	9,49
Reserve for retirement allowance	11 206	3,15
Reserve for treatment of PCB waste	11,296	10,39
Asset retirement obligations	3,122	3,17
(Adh		
Others Trade House Assess No. 1844	32,756	
Others Total long-term liabilities	32,756 869,942	30,691 738,19 2
Total long-term liabilities	869,942	738,192
Total long-term liabilities TOTAL LIABILITIES NET ASSETS	869,942	738,19
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity:	869,942 2,317,766	738,19 2,205,08
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock	869,942	738,19
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus:	2,317,766 265,608	738,19 2,205,08 265,60
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve	2,317,766 265,608 203,536	738,19 2,205,08 265,60 203,53
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve	2,317,766 265,608 203,536 88	738,19 2,205,08 265,60 203,53 10
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus	2,317,766 265,608 203,536	738,19 2,205,08 265,60 203,53 10
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings:	265,608 203,536 88 203,624	738,19 2,205,08 265,60 203,53 10 203,63
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve	2,317,766 265,608 203,536 88	2,205,08 2,205,08 265,60 203,53 10 203,63
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve:	265,608 203,536 88 203,624 66,363	738,19 2,205,08 265,60 203,53 10 203,63 66,36
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets	265,608 203,536 88 203,624 66,363 48,879	738,19 2,205,08 265,60 203,53 10
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation	265,608 203,536 88 203,624 66,363 48,879 2	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves	265,608 203,536 88 203,624 66,363 48,879 2 460,000	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00 136,34
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves	265,608 203,536 88 203,624 66,363 48,879 2 460,000	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00 136,34
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings	265,608 265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00 136,34 709,39
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity	265,608 265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411)	738,19 2,205,08 265,60 203,53 10 203,63 46,68 460,00 136,34 709,39 (5,38
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity Valuation, translation adjustments and others	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411) 1,102,305	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00 136,34 709,39 (5,38 1,173,25
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity Valuation, translation adjustments and others Net unrealized gains on investment securities	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411) 1,102,305	738,19 2,205,08 265,60 203,53 10 203,63 46,68 460,00 136,34 709,39 (5,38 1,173,25
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity Valuation, translation adjustments and others Net unrealized gains on investment securities Deferred losses on hedges	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411) 1,102,305	738,19 2,205,08 265,60 203,53 10 203,63 66,36 46,68 460,00 136,34 709,39 (5,38 1,173,25
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity Valuation, translation adjustments and others Net unrealized gains on investment securities	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411) 1,102,305	738,19 2,205,08 265,60 203,53 10 203,63 46,68 460,00 136,34 709,39 (5,38
TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity Valuation, translation adjustments and others Net unrealized gains on investment securities Deferred losses on hedges	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411) 1,102,305	738,19 2,205,08 265,60 203,53 10 203,63 46,68 460,00 136,34 709,39 (5,38 1,173,25
Total long-term liabilities TOTAL LIABILITIES NET ASSETS Stockholders' equity: Common stock Capital surplus: Capital reserve Other capital reserve Total capital surplus Retained earnings: Legal reserve Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity Valuation, translation adjustments and others Net unrealized gains on investment securities Deferred losses on hedges Total valuation, translation adjustments and others	265,608 203,536 88 203,624 66,363 48,879 2 460,000 63,238 638,483 (5,411) 1,102,305 17,956 (70) 17,885	738,19 2,205,08 265,60 203,53 10 203,63 46,68 460,00 136,34 709,39 (5,38 1,173,25

		(Millions of Yen)
	FY2011	FY2012
Net sales	2,175,666	2,028,448
Cost of sales	1,932,208	1,743,262
Gross profit	243,458	285,186
Gross pront	243,430	200,100
Selling, general and administrative expenses:		
Provision of allowance for doubtful accounts	11,866	417
Directors' compensations, salaries and allowances	46,971	51,098
Depreciation	9,206	9,003
Research and development expenses	42,167	47,293
Commission fee	22,791	23,519
Expenses for inquiries	18,925	21,650
Others	36,839	36,220
Total selling, general and administrative expenses	188,768	189,202
Operating income	54,689	95,983
lar e e		
Non-operating income: Interest income	1.070	1.702
	1,870	1,783
Dividend income	13,784	13,013
Foreign exchange gain Others	2.546	4,286
	3,546	1,027
Total non-operating income	19,202	20,111
Non-operating expenses:		
Interest expense	13,523	11,499
Interest on debentures	4,423	3,918
Foreign exchange loss	4,932	-
Loss on disposal of fixed assets	5,017	3,873
Others	8,873	3,656
Total non-operating expenses	36,771	22,948
Ordinary income	37,120	93,145
Extraordinary gain: Gain on sales of investment securities		22 124
Gain on sales of investment securities Gain on sales of fixed assets	26.022	33,134
	26,933	3,136
Total extraordinary gain	26,933	36,271
Extraordinary loss:		
Business structure improvement expenses	18,064	4,706
Loss on revaluation of investment securities	6,344	3,501
Expense for treatment of PCB waste	4,098	-
Total extraordinary loss	28,508	8,207
Income before income taxes	35,545	121,209
_		
Income taxes:	27.55	2 722
Current	27,607	3,533
Deferred	(4,978)	26,296
Total income taxes	22,629	29,829
Net income	12,916	91,380

Non-consolidated Statements of Changes in Net Assets

Stockholders' equity Common stock Balance at the beginning of current period Balance at the end of current period	FY2011 265,608 265,608	FY2012 265,608 265,608
Common stock Balance at the beginning of current period		
Balance at the beginning of current period		
Balance at the end of current period	265,608	265,608
		
Capital surplus		
Capital reserve		
Balance at the beginning of current period	203,536	203,536
Balance at the end of current period	203,536	203,536
Other capital reserve		
Balance at the beginning of current period	85	88
Changes in the period		
Disposal of treasury stock	3	13
Total changes in the period	3	13
Balance at the end of current period	88	102
Total capital surplus		
Balance at the beginning of current period	203,621	203,624
Changes in the period	ŕ	•
Disposal of treasury stock	3	13
Total changes in the period	3	13
Balance at the end of current period	203,624	203,638
Retained earnings		
Legal reserve		
Balance at the beginning of current period	66,363	66,363
Balance at the end of current period	66,363	66,363
Revenue reserve		
Reserve for reduction in costs of fixed assets		
Balance at the beginning of current period	37,841	48,879
Changes in the period		
Provision of reserve for reduction		
in costs of fixed assets	12,072	1,648
Reversal of reserve for reduction		
in costs of fixed assets	(1,034)	(3,844)
Total changes in the period	11,038	(2,195)
Balance at the end of current period	48,879	46,683
Reserve for accelerated depreciation		
Balance at the beginning of current period	12	2
Changes in the period		
Reversal of reserve for accelerated depreciation	(10)	(2)
Total changes in the period	(10)	(2)
Balance at the end of current period	2	

		(Willions of Tel
	FY2011	FY2012
General reserves		
Balance at the beginning of current period	460,000	460,000
Balance at the end of current period	460,000	460,000
Earned surplus brought forward		
Balance at the beginning of current period	78,124	63,238
Changes in the period	,	,
Provision of reserve for reduction		
in costs of fixed assets	(12,072)	(1,648)
Reversal of reserve for reduction		
in costs of fixed assets	1,034	3,844
Reversal of reserve for accelerated depreciation	10	2
Cash dividends	(16,775)	(20,131)
Net income	12,916	91,380
Decrease by corporate division	-	(334)
Total changes in the period	(14,886)	73,111
Balance at the end of current period	63,238	136,349
Total retained earnings		
Balance at the beginning of current period	642,342	638,483
Changes in the period	- · - , - · -	323,132
Cash dividends	(16,775)	(20,131)
Net income	12,916	91,380
Decrease by corporate division	, -	(334)
Total changes in the period	(3,859)	70,914
Balance at the end of current period	638,483	709,397
Treasury stock		
Balance at the beginning of current period	(5,419)	(5,411)
Changes in the period	(0,117)	(0,111)
Purchase of treasury stock	(14)	(11)
Disposal of treasury stock	22	35
Total changes in the period	7	23
Balance at the end of current period	(5,411)	(5,387)
Total stockholders' equity		
Total stockholders' equity Balance at the beginning of current period	1,106,153	1,102,305
Changes in the period	1,100,133	1,102,303
Cash dividends	(16,775)	(20,131)
Net income	12,916	91,380
Purchase of treasury stock	(14)	(11)
Disposal of treasury stock	25	49
Decrease by corporate division	<i>_</i>	(334)
Total changes in the period	(3,848)	70,951
Balance at the end of current period	1,102,305	1,173,257
Datance at the one of current period	1,102,303	1,113,431

Valuation, translation adjustments and others Net unrealized gains(losses) on investment securities Balance at the beginning of current period Changes in the period (3,512) 8,618 Total changes in the period (3,512) 8,618 Balance at the end of current period (3,512) 8,618 Balance at the end of current period (782) (70) Changes in the period (782) (70) Net changes in items other than stockholders' equity (711 5 Total changes in the period (70) (65) Total Valuation, translation adjustments and others Balance at the beginning of current period (2,800) 8,623 Changes in the period (2,800) 8,623 Total changes in items other than stockholders' equity (2,800) 8,623 Total changes in the period (2,800) 8,623 Balance at the end of current period (2,800) 8,623 Balance at the end of current period (2,800) 8,623 Balance at the beginning of current period (2,800) 8,623 Share subscription rights (2,800) (2,800) (2,800) Share subscription rights (2,800) (2,800) (2,800) Share subscription rights (2,800)		FY2011	FY2012
Balance at the beginning of current period 21,469 17,956 Changes in the period (3,512) 8,618 Net changes in items other than stockholders' equity (3,512) 8,618 Balance at the end of current period 17,956 26,575 Deferred gains(losses) on hedges 8 8 Balance at the beginning of current period (782) (70) Changes in the period 711 5 Net changes in items other than stockholders' equity 711 5 Balance at the end of current period (70) (65) Total Valuation, translation adjustments and others 20,686 17,885 Balance at the beginning of current period 20,686 17,885 Changes in the period (2,800) 8,623 Total changes in the period 17,885 26,509 Share subscription rights 8 8alance at the beginning of current period 1,509 1,868 Changes in the period 1,509 1,868 2,243 Total changes in the period 1,509 375 375 Balance at the beginning of curre	Valuation, translation adjustments and others		
Changes in the period 8,618 Net changes in items other than stockholders' equity (3,512) 8,618 Total changes in the period (3,512) 8,618 Balance at the end of current period 17,956 26,575 Deferred gains(losses) on hedges 3,512 (70) Balance at the beginning of current period (782) (70) Changes in item period 711 5 Net changes in item beriod 711 5 Balance at the end of current period (70) (65) Total Valuation, translation adjustments and others 8 8 Balance at the beginning of current period 20,686 17,885 Changes in item period (2,800) 8,623 Total changes in the period (2,800) 8,623 Balance at the end of current period 1,7885 26,509 Share subscription rights 8 8 Balance at the beginning of current period 1,509 1,868 Changes in the period 1,509 1,868 Changes in the period 1,868 2,243		21.460	17 956
Net changes in items other than stockholders' equity (3,512) 8,618 Total changes in the period (3,512) 8,618 Balance at the end of current period 17,956 26,575 Deferred gains(losses) on hedges 8 (782) (70) Changes in the beginning of current period (782) (70) Changes in the beginning of current period 711 5 Total changes in the period (70) (65) Total Valuation, translation adjustments and others Balance at the beginning of current period 20,686 17,885 Changes in the period 20,686 17,885 26,23 Total Changes in the period (2,800) 8,623 Net changes in items other than stockholders' equity (2,800) 8,623 Balance at the end of current period 1,7,885 26,509 Share subscription rights 8 8 Balance at the beginning of current period 1,509 1,868 Changes in the period 1,509 1,868 Changes in the period 1,128,348 1,122,059 Balance at the end of current pe		21,409	17,930
Total changes in the period 17,956 26,575		(3.512)	8.618
Balance at the end of current period 17,956 26,575 Deferred gains(losses) on hedges Balance at the beginning of current period (782) (70) Changes in the period 711 5 Net changes in the period 711 5 Total changes in the period (70) (65) Balance at the end of current period 20,686 17,885 Changes in the period 20,686 17,885 Changes in the period (2,800) 8,623 Total changes in items other than stockholders' equity (2,800) 8,623 Total changes in the period 17,885 26,509 Share subscription rights 8 1,509 1,868 Changes in the period 1,509 1,868 Changes in the period 359 375 Total changes in items other than stockholders' equity 359 375 Balance at the end of current period 1,868 2,243 Total changes in the period 1,128,348 1,122,059 Changes in the period 1,128,348 1,122,059 Changes in the period </td <td></td> <td></td> <td></td>			
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Balance at the end of current period (70) (65) Total Valuation, translation adjustments and others 320,686 17,885 Balance at the beginning of current period 20,686 17,885 Changes in the period (2,800) 8,623 Total changes in the period (2,800) 8,623 Balance at the end of current period 17,885 26,509 Share subscription rights 359 1,868 Changes in the period 359 375 Total changes in items other than stockholders' equity 359 375 Total changes in the period 1,868 2,243 Total net assets 31,868 2,243 Total net assets 31,128,348 1,122,059 Changes in the period 1,128,348 1,122,059 Changes in the period 1,128,348 1,122,059 Changes in the period 1,2916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock (14) (11) Decrease by corporate division - (334)		711	5
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Changes in the period (2,800) 8,623 Total changes in the period (2,800) 8,623 Balance at the end of current period 17,885 26,509 Share subscription rights 8 26,509 Balance at the beginning of current period 1,509 1,868 Changes in the period 359 375 Net changes in items other than stockholders' equity 359 375 Total changes in the period 1,868 2,243 Total net assets Balance at the beginning of current period 1,128,348 1,122,059 Changes in the period (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951	· · · · · · · · · · · · · · · · · · ·	20 686	17 885
Net changes in items other than stockholders' equity (2,800) 8,623 Total changes in the period (2,800) 8,623 Balance at the end of current period 17,885 26,509 Share subscription rights 317,885 26,509 Share subscription rights 31,509 1,868 Changes in the period 359 375 Net changes in items other than stockholders' equity 359 375 Total changes in the period 1,868 2,243 Total net assets 38alance at the beginning of current period 1,128,348 1,122,059 Changes in the period (16,775) (20,131) Cash dividends (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951		20,000	17,003
Total changes in the period (2,800) 8,623 Balance at the end of current period 17,885 26,509 Share subscription rights 31,509 1,868 Balance at the beginning of current period 1,509 1,868 Changes in the period 359 375 Total changes in the period 359 375 Balance at the end of current period 1,868 2,243 Total net assets Balance at the beginning of current period 1,128,348 1,122,059 Changes in the period (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951	C 1	(2,800)	8,623
Share subscription rights Balance at the beginning of current period 1,509 1,868 Changes in the period 359 375 Total changes in the period 359 375 Balance at the end of current period 1,868 2,243 Total net assets 8 2,243 Balance at the beginning of current period 1,128,348 1,122,059 Changes in the period (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951			
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Balance at the beginning of current period Changes in the period Net changes in items other than stockholders' equity Total changes in the period Balance at the end of current period Total net assets Balance at the beginning of current period Total net assets Balance at the beginning of current period Cash dividends Cash dividends Purchase of treasury stock Purchase of treasury stock Decrease by corporate division Net changes in the period Total changes in the period Cash dividends			
Changes in the period Net changes in items other than stockholders' equity Total changes in the period Balance at the end of current period Total net assets Balance at the beginning of current period Total net assets Balance at the beginning of current period Cash dividends Cash dividends Purchase of treasury stock Purchase of treasury stock Decrease by corporate division Net changes in items other than stockholders' equity Total changes in the period Changes in the period (16,775) (20,131) (20,131) (11) (11) (11) (11) (12) (134) (134) (14) (15) (15) (15) (16,289) (16,289) (179,951)		1.500	1.060
Net changes in items other than stockholders' equity Total changes in the period Balance at the end of current period Total net assets Balance at the beginning of current period Cash dividends Net income Purchase of treasury stock Purchase of treasury stock Decrease by corporate division Net changes in items other than stockholders' equity Total changes in the period Net changes in items other than stockholders' equity Total changes in the period Total net assets Balance at the end of current period 1,128,348 1,122,059		1,509	1,868
Total changes in the period 359 375 Balance at the end of current period 1,868 2,243 Total net assets Balance at the beginning of current period 1,128,348 1,122,059 Changes in the period (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951		350	375
Balance at the end of current period 1,868 2,243 Total net assets Balance at the beginning of current period 1,128,348 1,122,059 Changes in the period Cash dividends (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951	· · · · · · · · · · · · · · · · · · ·		
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Cash dividends (16,775) (20,131) Net income 12,916 91,380 Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951	Balance at the beginning of current period	1,128,348	1,122,059
Net income12,91691,380Purchase of treasury stock(14)(11)Disposal of treasury stock2549Decrease by corporate division-(334)Net changes in items other than stockholders' equity(2,441)8,999Total changes in the period(6,289)79,951			
Purchase of treasury stock (14) (11) Disposal of treasury stock 25 49 Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951		, , ,	` ' '
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Decrease by corporate division - (334) Net changes in items other than stockholders' equity (2,441) 8,999 Total changes in the period (6,289) 79,951	· · · · · · · · · · · · · · · · · · ·	' '	, ,
Net changes in items other than stockholders' equity Total changes in the period (2,441) (6,289) 79,951		25	
Total changes in the period (6,289) 79,951	* *	-	, ,
<u> </u>			
Balance at the end of current period $1,122,059$ $1,202,010$			
	Balance at the end of current period	1,122,059	1,202,010