

Thank you for 60th Anniversary of MUTOH GROUP



# **63rd (Fiscal Year 2011) 1st Half Financial Report**

April 1 to September 30, 2011

**MUTOH HOLDINGS CO., LTD.** 

TSE securities code : 7999

### Message to Shareholders

We would like to express our sincerest gratitude to all of the shareholders who have continued to support us.

But we must express our condolences to those affected by the Tohoku disaster, as well as our wishes for a prompt recovery.

We hereby present our 63rd (Fiscal Year 2011) 1st Half Financial Report.

## **Basic Policy**

With constant innovation and challenging ourselves, we contribute to society

### **Business Situation and Outcomes**

Looking at the economic environment during the first half of the current consolidated fiscal year, there are heightened concerns regarding the outlook of the global economy due to such factors as the financial instability in Europe, decline in personal consumption and severe employment conditions in the U.S., and the impact of the natural disaster in Thailand.

Against this background, in our core Imaging and Information Business we have introduced in the first half of fiscal 2011 the "VJ-1624," a large-format inkjet printer supporting global business strategies in the signage industry, which has a maximum output speed 30% exceeding that of previous VJ printers. In addition, in the latter half of the fiscal year, we introduced the high-end "VJ-1638" model, which has a new staggered-dual-head print technology that enables faster output by increasing the print width from a single carriage scanning.

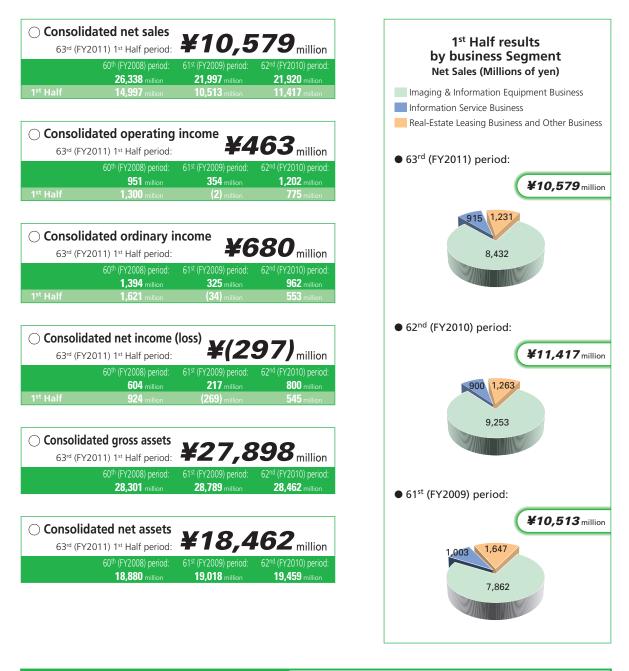
In our Other Business segment, we have worked toward strengthening our sales of LED-related products, such as Light Board "LitaVi" for visual inspections in manufacturing processes. In the sports care product category, we are proactively marketing our Finoa brand products and are aiming to create a business field that will become a new pillar of growth, for example, by launching a new color taping product, namely "Finoa Color Taping JFA National Team Version."

In general, our business performance was affected by the impact of the sustained rapid appreciation of the yen amid the limited impact of the foreign exchange interventions by the government and Bank of Japan and the slump in the global economy, which remained unable to stage a full-fledged recovery.

Looking at the consolidated business performance for the second quarter of the current fiscal year emerging from these circumstances, net sales stood at ¥10,579 million (down 7.3% year on year) and operating income came to ¥463 million (down 40.2% year on year). Meanwhile, ordinary income came to ¥680 million (up 23.0% year on year), despite the impact of exchange losses stemming from the rapid appreciation of the yen, due to the posting of equity method investment gains after SEKONIC Corporation became a new equity method affiliate in the first quarter. Furthermore, we incurred a net loss of ¥297 million in the second quarter (compared with a net income of ¥545 million in the same period last year). This came as a result of our posting of extraordinary retirement benefits, as an extraordinary loss, stemming from the streamlining of the development and manufacturing-related divisions of MUTOH Belgium nv.

Also, MUTOH Holdings and the MUTOH Group, which operates in Japan, are pleased to inform you that we will relocate our headquarters to our own office building (3-1-3 Ikejiri, Setagaya-ku, Tokyo) to streamline our office operations. We will begin operations at our new address on Dec. 26, 2011 (Mon.). We anticipate utilizing this opportunity to further improve our services. We greatly appreciate your support and ask for your continued assistance and cooperation.

# **Consolidated Financial Highlights**



precast of results for the	e full fiscal y	vear			
				(Millions of yer	ר)
	Net sales	Operating income	Ordinary income	Net income	_
Forecast of consolidated business results	22,500	1,250	1,600	1,100	Figures announced on August 10, 2011.

We announced our revised full-year forecasts on August 10, 2011, after taking into account such factors as the posting of our equity method investment gain related to our capital alliance with SEKONIC Corp. However, in the second quarter, we incurred a net loss after recording extraordinary retirement benefits, etc. accompanying the streamlining of the development and manufacturing divisions of MUTOH Belgium nv and due to the relentless appreciation of the yen.

As for the second half of the fiscal year, it is difficult to make reasonable estimates for that period at this point in time in light of the continued appreciation of the yen and many unstable factors, including the uncertain economic conditions in Europe and the U.S. We are currently preparing our full-year forecasts and will disclose them as soon as they become clear.

### **Overview of Business Segments**

Imaging & Information Equipment Business



In Asia, sales in primarily China were steady, while those in North America, Europe and Japan fell below previous-year levels, depressed by their sluggish economies and the impact of the upsurge and continued appreciation of the yen.

In Asia, net sales and operating income stood at ¥4,295 million and ¥325 million, respectively, while in North America, net sales and operating income came to ¥1,123 million and ¥55 million, respectively. In Europe, net sales and operating loss totaled ¥3,013 million and ¥27 million, respectively.

Information Service Business



Although IT investments remain sluggish, net sales and operating income were slightly above previous-year levels. This is due to our efforts to expand sales through our new proactive sales policy in educational markets and continuous cost-cutting efforts.

As a result, this sector recorded net sales of ¥915 million and an operating income of ¥35 million.

Real-Estate Leasing Business and Other Businesses



In the Real Estate Leasing Business, net sales decreased slightly due to the departure of some tenants, despite the continued steady trend. This sector recorded net sales of ¥399 million and an operating income of ¥229 million.

In Other Business, sales were sluggish, despite proactive efforts to market new products, owing to the limited impact of the product launches in the latter half of the second quarter. The lackluster sales were also due to the effects of the continued slump in consumer spending in the domestic market. The segment's income/loss situation improved, thanks to the impact of cost-cutting measures, etc. This sector recorded net sales of ¥831 million and an operating loss of ¥6 million.

### Published the high-speed, large-format inkjet printer "VJ-1638" equipped with two state-of-the-art print heads.

The main feature of our new product, "VJ-1638," (1,625 mm width) is "high speed." Realized maximum high-speed printing of 48 m<sup>2</sup>/h through our cutting-edge staggered-dual-head print technology, in addition to an increase in the print width per single carriage scanning.

Image quality also benefits from new printing modes and an optimum combination of seven dot sizes to suit the desired resolution. As a result, people can use the product for a wide range of applications.

Moreover, as an option, we offer a 1,000 ml ink-pack and "SPECTROVUE VM-10," a colorimeter that allows for efficient color management with ease. The model thus meets the varied needs of professionals.



High-speed, large-format inkjet printer "VJ-1638"

### "M-Draf Facility" facility maintenance management system

#### What is the "M-Draf Facility" facility maintenance management system?

- Can uniformly manage all information regarding facility maintenance, including inspection programs for facilities/machines (preventive maintenance) and record-keeping of malfunctions/accidents, etc.
  - $\rightarrow$ Used by manufacturers
- Can manage periodic inspection schedules/histories of building/ electric/plumbing and sanitary/air-conditioning facilities and others
- →Used by building (property) management/building maintenance operators
- Can manage the handling of products and their quantities Ideal for information management for nonstandard-size sales trend/visit-related memos that are easily scattered and lost.
  - →Used by sales companies of facilities, machinery and medical equipment

Can show images such as site maps and layout charts of plants In addition, can show detailed images using image commands



Can easily confirm targeted equipment by its image and obtain drawings and related information

Can easily find information needed through visual images provided on the Internet

1	名称	ボイルタンク1
	設置場所	BC工場 D棟
	稼動開始	2009年
	点検日	每月第三金曜日
J	管理責任者	技術部

Administrators can freely set up information and visual images that have been referred to.

### Launched LED Light Board "LitaVi" for visual inspection

Our new product, "LitaVi," can be used on various occasions for visual inspection by enabling operators to accurately check for the existence of foreign substances and defects.

[Feature] Optimal brightness can be adjusted thanks to its stepless light volume regulation function.

Furthermore, by maintaining that setting, inspectors are able to work under the same brightness conditions when resuming inspections after the power source had been switched off.

- Provides consistent brightness without flickering for extended periods of time, allowing for steady inspection, thanks to an LED illuminant which prevents the reduction in light volume that occurs in fluorescent lights approaching their life expectancy.
- We have a rich line-up of products compatible with various types of visual inspection needs ranging in size from A1 to A4.
- Can meet the needs of any inspection occasion by allowing operators to freely adjust the angle (0~75°) and height (720~1,070 mm). (e.g., when setting up TW-200A in MLT-A1)



### Topics

## Launched "Finoa Color Taping JFA National Team Version"

# "Finoa Color Taping JFA National Team Version" that focuses on materials and functionality is now available.

SAMURAI

BLUE を、貼る。

Increased its line-up of colors that can be worn with uniforms and socks to 15.

Finoa Color Taping, ranging from fixing tape (elastic/non-elastic) to underwrap and kinesiology tape, supports all athletes.

Going forward, MUTOH Enterprises

Ltd. will strive to develop and provide a wide range of sports products that help increase the comfort of athletes' movements.



### **Began evaluation for car wrappings**

Began evaluating the light resistance and durability of special-purpose films used for wrapping MUTOH's entire line of commercial vehicles.



Car wrapping is becoming more widespread in Europe and the United States. Films featuring desired pictures and letters printed with a large-format ink jet-printer are pasted on to adorn the entire body of the car.

Although car markings, which are pasted designs, company logos, etc., on parts of cars, are now mainstream in Japan, they may evolve into a car wrapping market in the future. Going forward, MUTOH has started conducting verification tests with a view toward developing its car wrapping business.

### MUTOH Holdings' website has been redesigned. http://www.mutoh-hd.co.jp

We have redesigned our homepage to provide information on MUTOH that is more detailed and easier to understand. On the top page, images related to our "Imaging & Information Equipment Business," "Information Service Business" and "Other Business" change automatically. Furthermore, we have added banners, etc. linked to the various pages containing information.

Regarding IR information, we have created a new top page for shareholders and investors to make it easier for them to access information that they would like.

Going forward, we intend to enhance and upgrade our homepage to meet your need.

# Our top page has been significantly redesigned



# We have set up a new top page for our IR information.





Earnings results for three terms are shown using graphs.



# **Consolidated 1st Half Financial Statements**

Consolidated Balar	ice Sheets		(Millions of yen)				(Millions of yen)
Period	As of September 30, 2011	As of September 30, 2010	As of March 31, 2011	Period	As of September 30, 2011	As of September 30, 2010	As of March 31, 2011
Assets				Liabilities			
Current assets	16,530	17,541	17,276	Current liabilities	5,979	5,453	4,991
				Notes and accounts payable	3,252	3,296	2,900
Cash and bank deposits	7,250	8,004	7,601	Short-term bank loans and current portion of long-term debt	-	104	103
Notes and accounts receivable	4,255	4,027	4,300	Others	2,726	2,052	1,986
				Long-term liabilities	3,456	3,876	4,011
Inventories	4,276	4,912	4,679	Long-term debt	_	261	245
Others	747	596	694	Others	3,456	3,615	3,766
				Total liabilities	9,436	9,330	9,002
Fixed assets	11,367	10,829	11,186	Net assets			
Tangible fixed assets	8,544	8,889	8,809	Shareholders' equity	20,494	20,682	20,930
5	·		·	Capital stock	10,199	10,199	10,199
Intangible fixed assets	526	656	600	Capital surplus	4,181	4,182	4,182
				Retained earnings	8,426	8,607	8,862
Investments and other assets	2,296	1,283	1,775	Treasury stock	(2,313)	(2,306)	(2,312)
Investment securities	1,514	608	979	Total other cumulative comprehensive income	(2,667)	(2,256)	(2,109)
				Minority interests	635	615	637
Others	782	675	796	Total net assets	18,462	19,040	19,459
Total assets	27,898	28,370	28,462	Total liabilities and net assets	27,898	28,370	28,462

Consolidated statements of income (Millions of yen)				
Period	1st Half period ended September 30, 2011	1st Half period ended September 30, 2010	Year ended March 31, 2011	
Net sales	10,579	11,417	21,920	
Operating income (loss)	463	775	1,202	
Ordinary income (loss)	680	553	962	
Income (loss) before income taxes and minority interests	(222)	655	734	
Net income (loss)	(297)	545	800	

1st Half period ended

September 30, 2011

604

(22)

(476)

(448)

(342)

7,592

7,250

1st Half period ended

September 30, 2010

1,036

(21)

(39)

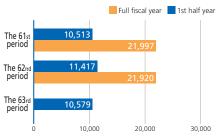
(377)

597

7,407

8,004

#### Trends of net sales (Millions of yen)



#### Trends of operating income (Millions of yen)

(Millions of yen)

1,094

(372)

(94)

(441)

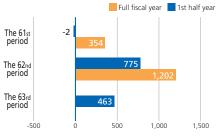
185

7,407

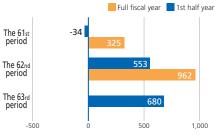
7,592

Year ended March 31,

2011



#### Trends of ordinary income (Millions of yen)



#### Consolidated subsidiaries in each business segment

Consolidated statements of cash flows

Net cash from operating activities

Net cash from investing activities

Net cash from financing activities

Effect of exchange-rate changes on cash and cash equivalents

Net increase (decrease) in cash and cash

Cash and cash equivalents at beginning

Cash and cash equivalents at end of period

Account

equivalents

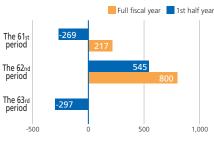
of period

Period

Business segment	Company names
Imaging & Information Equipment Business	MUTOH INDUSTRIES LTD., MUTOH Belgium nv, MUTOH North Europe S.A., MUTOH Deutschland GmbH, MUTOH AMERICA INC., MUTOH HONG KONG LIMITED, MUTOH SINGAPORE PTE. LTD., MUTOH AUSTRALIA PTY. LTD.
Information Service Business	MUTOH ITEX Co. Ltd., MUTOH ENGINEERING INC.
Real-Estate Leasing Business	MUTOH HOLDINGS CO., LTD., MUTOH ENGINEERING INC., MUTOH ENTERPRISES LTD.
Other Business	MUTOH ENGINEERING INC., MUTOH ENTERPRISES LTD. SEKONIC TECHNOLAB CO.,LTD.

(Note) 1. In June 2011, SE Group S.A. Changed its name to MUTOH North Europe S.A. (Note) 2. In July 2011, we set up SEKONIC TECHNOLAB CO., LTD.

#### Trends of net income (Millions of yen)

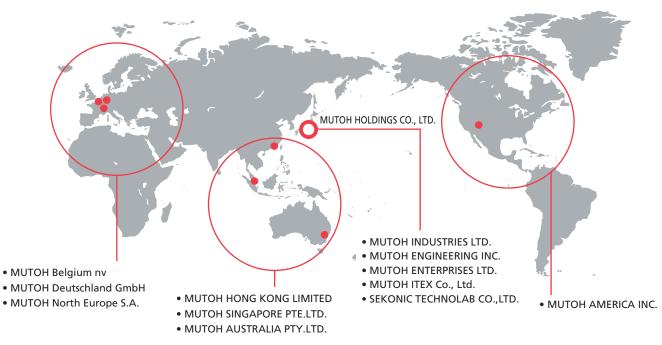


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# Company Profile (As of September 30, 2011)

Name:	MUTOH HOLDINGS CO., LTD.	Head office:	No.5 TOC Building, 21-1, Nishi-Gotanda,
Established:	March 5, 1952 (founded: December 1942)	※ Our head office	7-chome, Shinagawa-ku, Tokyo 141-8683 Tel: +81-3-5740-8700 functions will be relocated to the following address
Capital stock:	10,199 million yen	as of Dec. 26, 2 1-3 Ikeiiri - 3-cho	011. ome,Setagaya-ku,Tokyo 154-8560
Main business:	Management and assets management of	Tel: +81-3-6758	
	the Group companies	Website address:	http://www.mutoh-hd.co.jp

### **MUTOH group companies**



(Note) 1. In June 2011, SE Group S.A. Changed its name to MUTOH North Europe S.A. (Note) 2. In July 2011, we set up SEKONIC TECHNOLAB CO.,LTD.

# Directors (As of September 30, 2011)

Masanori Takayama	Chairman of the Board	Masanobu Takeda	Full-time Auditor
Nobumasa Hayakawa	President	Hiroki Nakano	Auditor
Yuji Yata	Director	Nobuaki Kunimine	Auditor
Hisayoshi Aoki	Director		
Yoshiyuki Takayama	Director		

## Stock information (As of September 30, 2011)

4,432

Number of shares issuable 170,000,000
Number of shares issued 54,818,180
Number of shares per unit 1,000

#### Major Shareholders

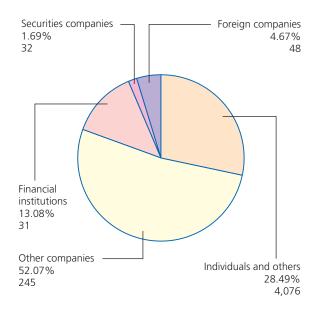
Name	Number of Shares Held (Shares)	Ratio of Shareholding (%)
TCS Holdings Co., Ltd.	13,220,000	28.76
Mizuho Bank, Ltd.	2,121,399	4.62
Hiroshi Mutoh	1,855,514	4.04
Eiji Mutoh	1,800,586	3.92
Japan Trustee Services Bank, Ltd. (Trust placed in Chuo Mitsui Asset Trust and Banking Company, Limited and Trust Account of CMTB Equity Investments Co., Ltd)	1,457,000	3.17
The Chase Manhattan Bank N. A. London S. L. Omnibus Account	1,140,000	2.48
Unisystem Co., Ltd.	923,000	2.01
Ikuko Mutoh	888,603	1.93
The Master Trust Bank of Japan, Ltd. (Trust Account)	733,000	1.59
NTT System Development Co.,Ltd.	712,000	1.55

(Note) 1. The Company holds 8,854,511 shares of treasury stock, which is excluded from the major shareholders listed above.

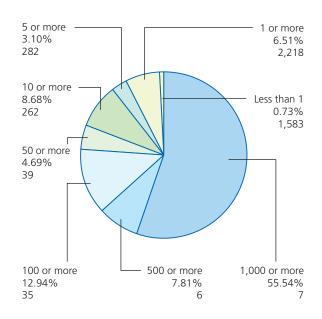
2. The ratio of shareholding is calculated after excluding treasury stock.

#### Breakdown of shareholders

Number of shareholders



#### Breakdown by the number of shares held



#### Shareholder Information

Business year : Ordinary General Meeting of Shareholders : Year-end Dividend Record Date : Interim Dividend Record Date : Public Notices :	From April 1 to March 31 of the following year In June each year March 31 each year September 30 each year Public notices shall be made on the Company's website (http ://www.mutoh-hd.co.jp).
Administrator of Shareholder Register : (%1)	* In case the public notices are not available on the Company's website due to unavoidable circumstances, such notices shall be made in the Nihon Keizai Shimbun The Chuo Mitsui Trust and Banking Company, Ltd. 33-1, Shiba 3-chome, Minato-ku, Tokyo 105-8574, Japan
Mail address and Telephone number :	8-4 Izumi 2-chome, Suginami-ku, Tokyo 168-0063 Tel. +81-120-78-2031 (toll-free) Stock Transfer Agency Department The Chuo Mitsui Trust and Banking Company, Ltd. Stock transfer agent services are provided at branch offices in Japan of The Chuo Mitsui Trust and Banking Company, Ltd., and the Head Office and branch offices in Japan of Japan Securities Agents, Ltd.(%2)

#### Notes :

 Requests for change of address, purchasing of shares constituting less than one unit, and selling of shares to constitute one unit Please make all requests to the securities company where shareholders maintain their account.
For those shareholders who do not have an account at a securities company but who have opened a special account, please make all requests

to The Chuo Mitsui Trust and Banking Company, Ltd., an account management institution of special accounts.

#### 2. Payment of accrued dividends

Please make all requests to The Chuo Mitsui Trust and Banking Company, Ltd., which is the administrator of the shareholder register. **Information** :

(※1) Chuo Mitsui Trust and Banking Co., Ltd. is our Administrator of Shareholder Register and account management institution of special accounts. As of April 1, 2012, Chuo Mitsui Trust and Banking Co., Ltd., Sumitomo Trust and Banking Co., Ltd. and Chuo and Mitsui Asset Trust and Banking Co., Ltd.will merge and establish the new holding company," SUMITOMO MITUI TRUST BANK,LIMITED" based on permission granted by relevant authorities.

(%2) Japan Securities Agents, Ltd. will no longer provide stock transfer agent services as of April 1, 2012.