

TSE securities code : 7999



# **67**<sup>th</sup> (Fiscal Year 2015) Financial Report

## April 1, 2015 to March 31, 2016



MUTOH HOLDINGS CO., LTD.

#### Message to Shareholders



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

We hereby present our 67<sup>th</sup> (Fiscal Year 2015) Financial Report, covering the MUTOH Group's business performance and activities.

President Nobumasa Hayakawa

## **Basic Policy**

With constant innovation and challenging ourselves, we contribute to society

#### Business Situation and Outcomes

Economic situations varied widely by regions in FY2015. Emerging countries in Asia including China revealed economic doldrums and remained flat. Meanwhile, the continuous improvement of employment condition and the recoveries of manufacturing industries brought US a good corporative business sentiment. In Europe, the geopolitical risk factors hit economic activities directly and economic development slowed down even personal spending showed solid growth.

One of our core business is Large Format Inkjet Printer. In the first half of FY2015, we launched "VJ-405GT" and "VJ-404GT", our new garment printers with inks directly printable on T-shirt, tote bag, even on sporting apparels like polo shirts. Furthermore, we significantly expanded our product line of "X" models in the "ValueJet Series" with MUTOH's unique "Drop Master Technology", an innovative print automation technique which eliminates the need for cumbersome and time consuming media dependent printer adjustments.

In the second half of FY2015, we announced the launch of "PG-1000". It is a chart drafting machine for ultra-high precision profile grinders long awaited by our longtime customers. We moved forward with our sales promotions and product performances.

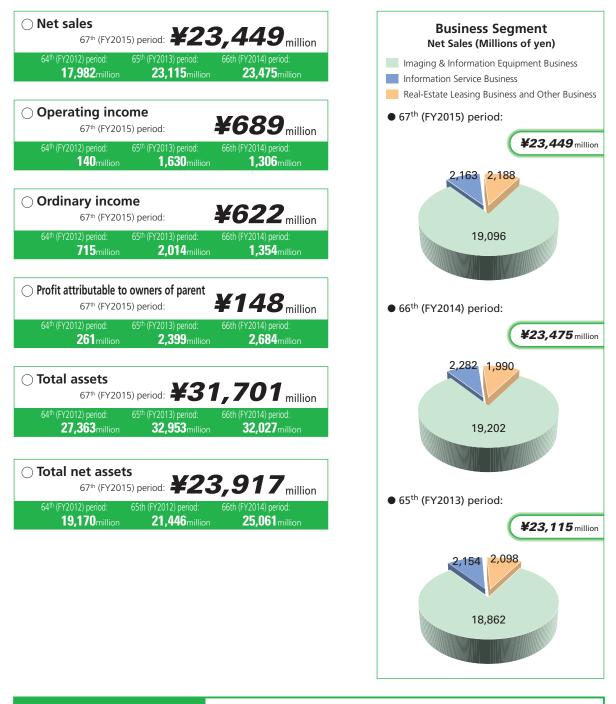
In 2015 SGIA Expo, the world largest exhibition of Signs & Displays, our "VJ-2638X" and "VJ-1617H" won "Product of the Year Awards". It was a remarkable accomplishment for our "ValueJet series" to win the awards for 4 consecutive years. Also we won "Best of Award 2015 Indoor Air Comfort Certificate" at Viscom Dusseldorf 2015. Ecologicallyminded Europeans highly evaluated "MUTOH" brand and our environment friendly products. We will enhance our brand with high valued products to increase profits.

In our 3D Printer business, we launched "Value Arc MA5000-S1" with metal arc welding and the "Value 3D Resinoid MR-5000" a large scale resin based FFF (Fused Filament Fabrication) using unique resinoid formulation (engineering plastic) with durable heads for ultrahigh temperature in the first half of FY2015. We launched the 3D printer "ML-48" with stereolithography and high speed 3D scanner, "3D PhotoScan System MS-2000N/PX" for full body scan in the second half of FY2015. Regarding to our 3D printing services, we started providing the replicas of body organs/parts with having highly realistic textures using a special plaster.

In consolidated FY2015, the net sales dropped to ¥23,449 million (down 0.1% year on year) due to the negative influence of the exchange rate in Europe. Since the prices of the parts risen and which pushed up the cost rate, which also negatively affected to the operating income and it decreased to ¥689 million (down 47.2% year on year). And the ordinary income decreased to ¥622 million (down 54.1% year on year). The amount of profit attributable to owners of the parent of FY2015 was ¥148 million (down 94.5% year on year).

However, the year-end dividend to be maintained at the same level as FY2014, ¥7 per share to show our appreciation for the constant support by our shareholders. Your continued support would be greatly appreciated.

## Consolidated Financial Highlights



Foreca	nst of 68 <sup>th</sup> (FY2016)					
					(Millions of yen)	)
		Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	_
	Forecast of consolidated business results	24,000	800	800	400	Figures announced on May 13, 2016.

The outlook of world economy remains still uncertain even the U.S. shows a modest recovery, since the geopolitical risk factors spreading widely in Europe and economic growth among emerging countries in Asia are still low level. Under these circumstances, MUTOH Group will enhance its business structures aggressively. We will keep launching new products of printers and genuine inks of large format inkjet printers to increase the net sales expanding our product line. And we will strengthen the sales of high profit models of our own 3D printers. Our continuous effort to cut the cost will be maintained, still it is envisioned that the cost rate will be increasing due to material prices. We will continue to proactively make R&D investments with long term vision.

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## Overview of Business Segments

Imaging & Information Equipment Business	Ret Sales ¥19,096 million	Drop down of the sales prices of China and other emerging countries in Asia, and a combination of the price reductions and slowdown of the sales of 3D printers, net sales and segment profit stood at ¥8,171 million (down 3.0% year on year) and ¥98 million (down 80.8% year on year). In North America, thanks to the US economic recovery and the effect of a weak yen, in addition to strong sales as a result of aggressive sales activities, net sales and segment profit respectively stood at ¥4,346 million (up 15.4% year on year) and ¥456 million (up 30.8% year on year). In Europe, sales prices fell due to the effect of yen appreciation and intensified competition and sales decreased as a result of the impact of geopolitical risks, and as a result net sales and segment profit respectively stood at ¥6,578 million (down 6.2% year on year) and ¥195 million (down 52.6% year on year).
Information Service Business	9.2% Net Sales ¥2,163million	In the Information Service Business, although sales in existing businesses (the CAD business and systems solutions service business) were mostly flat YoY and only decreased slightly, as a result of factors including an increase in costs related to the future-focused 3D solutions business, net sales and segment profit respectively stood at ¥2,163 million (down 5.2% year on year) and ¥56 million (down 50.8% year on year).
Real-Estate Leasing Business and Other Businesses	9.3% Net Sales ¥2,188million	In the Real Estate Leasing Business, while sales decreased due to a switchover to internal Group use for some properties, as a result of an improvement in the utilization rate, net sales and segment profit respectively stood at ¥259 million (up 3.3% year on year) and ¥204 million (up 9.9% year on year). In Other Business, despite strong sales from proactive sales activities, because of the strong impact from the increase in purchase prices caused by yen depreciation, net sales stood at ¥1,929 million (up 10.9% year on year) and a segment loss of ¥22 million (compared to a segment profit of ¥3 million in FY2014) was recorded.

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#### The "VJ-1638UH" hybrid LED-UV inkjet printer, a high-productivity model equipped with double head and double LED-UV lamp

The "VJ-1638UH" offers a maximum image creation speed of 22.7m<sup>2</sup>/h (during banner-2 mode) through a zigzag arrangement of two optimal print heads and LED-UV lamps positioned to the left and right, achieving high productivity 2.4 times that of the existing "VJ-1626UH" model (MUTOH comparison).

- Equipped with an automatic adjustable mechanism for head height that supports rigid media (aluminum composite panel, cardboard, etc.) with a width of up to 1,625 mm, thickness of 15 mm, and weight of 15 kg
- Also flexibly supports roll media (PVC, transparent film, etc.)
  Equipped with white ink, making it possible to print on transparent media and colored materials
- In addition to a 220 ml cartridge type (C/M/Y/K + white and varnish), a large-capacity 800 ml pack (C/M/Y/K/varnish) and 500 ml pack (white) are also available
- With the ValueJet Layer Editor, it is possible to individually receive color, white, and varnish data created with RIP, set an order for up to three layers, and send and create images all at once



"VJ-1638UH" Hybrid LED-UV inkjet printer

#### Deployment of 3D printing service that makes it possible to create a model home with a 3D printer!!

#### **Description of the service**

Receipt of drawing data (CAD or paper drawings)





Creation of a 3D model



**Model completed** 

If the STL format can be provided, molding at a low cost is also possible. Get a feeling of your dream home with this new 3D service! Perfect for getting an idea of your completed home before starting construction or as a commemorative item or interior decoration after completion.

#### Housing model type

#### [Resin type]

Molding is conducted with an FDM(Fused Deposition Modeling) method 3D printer.

Possible to mold sturdy models at a reasonable price.

#### [Plaster type]

Beautiful molding with a high level of accuracy is possible. Full-color molding is also possible if the customer provides the 3D model in the VRML/OBJ format.

## Finoa "Shapering" makes it easy to train anytime, anywhere

The "Shapering" is a ring-shaped piece of fitness equipment that you use together with your body. It maintains constant tension because there are no ties or knots, it can be extended up to three times its length, and it is highly durable because it uses latex (natural rubber). It can help you improve your motor coordination and athletic ability, and it also helps you get into better shape.

\*Comes with training guide from the fitness instructor Katsumi Koba



Product name	Color	Size (width × circumference)	Strength/main applications <b>Finea</b>
Shapering Challenge	Lime	10×60cm	Weak/Improving the athletic ability of young and petite women
Shapering Fitness	Pink	10×70cm	Weak/Locomotion improvement, rehabilitation, getting into better shape
Shapering Standard	Purple	10×70cm	Medium / Exercising trunk and core strength
Shapering Athlete	Blue	10×70cm	Strong / Exercising further trunk strength

## Topics

### Launch of the "PG-1000" chart drafting machine that achieves ultra-high precision through the adoption of the linear scale method

The "PG-1000" is a drafting machine for the creation of chart diagrams for profile grinders that require particularly high accuracy and drawing for inspections with a projector.

It retains the ultra-high precision pen plotter technology from the former "PG-820" model that already has a strong reputation. In addition, through the adoption of the highly reliable linear scale method, the cutting plotter achieves a positioning accuracy of +/-0.02 mm by constantly detecting the position of the XY axis.

The cutter uses ultra-hard double-edged blades and cutter direction control through  $\theta$  axis control to faithfully reproduce CAD data and achieve a precise, high-quality cut.

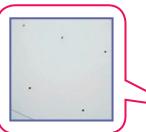
The interface features the current mainstream wired LAN as standard equipment, while also retaining the previous RS-232C.

Media suction equipment using a vacuum pump is also installed within the body as standard, while reliability as inspection drawings for ultra-high-precision processing has been improved through the combined use of a magnet sheet and drafting plate.



"PG-1000" Drafting machine for the creation of chart diagrams for profile grinders





Suction hole



Attach to the magnet sheet with the drafting plate



Vacuum pump (Standard equipment)

## Sales release of the "3D PhotoScan System MS-2000N/PX" rapid 3D scanner for full-body photography



"3D PhotoScan System MS-2000N/PX" The "MS-2000N/PX" is a 3D photo scanner for full-body photography that uses four high-definition digital single-lens reflex cameras and a revolving table, with camera operation controlled by a unique shutter unit.

#### Rapid scanning

While photos are taken from a stationary state over a period of about 10 to 15 minutes with a general handy scanner, this product enables photos to be taken from a stationary state of **30 seconds** while positioned on the revolving table.

#### High-quality/high-resolution

Achieves high-quality, high-resolution 3D photography compared to systems using Kinect sensors.

#### Space-saving

While expansive space is required for large-scale photography systems, this compact system allows photography in a space of only 2 × 1 m.

## Sales release of the "ML-48" high-definition and compact desktop optical mold 3D printer

The "ML-48" is a compact optical mold 3D printer that uses the DLP (Digital Light Processing) method. It is applicable in various fields that require high precision, such as design verification, prototype creation, and figures.

Transparent resin







"ML-48" Compact optical mold 3D printer

## Consolidated Financial Statements

■Consolidated Balance Shee	ts	(Millions of yen)		(Millions of yen)	
Period	Year ended March 31,2016	Year ended March 31,2015	Period	Year ended March 31,2016	Year ended March 31,2015
Assets			Liabilities		
Current assets	19,645	20,563	Current liabilities	5,438	5,179
Cash and bank deposits	8,775	8,597	Notes and accounts payable	3,253	3,036
Cash and bank deposits	8,775	8,597	Others	2,185	2,142
Notes and accounts receivable	4,570	4,295	Non current liabilities	2,345	1,787
Inventories	4,948	5,533	Debt for retirement benefits	1,925	1,277
inventories	4,940	2,225	Others	419	509
Others	1,352	2,137	Total liabilities	7,783	6,966
Fixed assets	12,055	11,463	Net assets		
	12,035	11,405	Shareholders' equity	25,030	25,206
Tangible fixed assets	8,867	8,395	Capital stock	10,199	10,199
Intangible fixed assets	299	197	Capital surplus	4,182	4,182
	200	137	Retained earnings	12,993	13,165
Investments and other assets	2,889	2,870	Treasury stock	(2,344)	(2,340)
Investment securities	2,150	2,328	Total other cumulative comprehensive income	(1,912)	(1,036)
stinene securices	2,150	2,320	Non-controlling interests	800	890
Others	739	541	Total net assets	23,917	25,061
Total assets	31,701	32,027	Total liabilities and net assets	31,701	32,027

#### Consolidated statement of change in net assets FY2015 (April 1,2015 – March 31,2016)

Consolidated statement of change in net assets FY2015 (April 1,2015 – March 31,2016) (Millions of yen)								
	Shareholders' equity Total other cumulative					Non- controlling	Total net	
	Capital stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity	comprehensive income	interests	assets
Outstanding as of April 1, 2015	10,199	4,182	13,165	(2,340)	25,206	(1,036)	890	25,061
Change in value for consolidated accounting year								
Dividend of surplus			(321)		(321)			(321)
Profit attributable to owners of parent			148		148			148
Acquired treasury stock				(4)	(4)			(4)
Disposed treasury stock		0		0	0			0
Change in value for consolidated accounting year for items other than capital stock (net)						(876)	(90)	(967)
Total change in value for consolidated accounting year		0	(172)	(3)	(176)	(876)	(90)	(1,143)
Outstanding as of March 31, 2016	10,199	4,182	12,993	(2,344)	25,030	(1,912)	800	23,917

#### Consolidated statements of income

Period	Year ended March 31, 2016	Year ended March 31, 2015
Net sales	23,449	23,475
Operating income	689	1,306
Ordinary income	622	1,354
Income before income taxes and other adjustments	736	4,119
Profit attributable to owners of parent	148	2,684

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(Millions of yen)

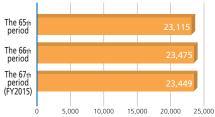
#### Consolidated statements of cash flows

Consolidated statements of cash flor	(Millions of yen)	
Period	Year ended March 31, 2016	Year ended March 31, 2015
Net cash from operating activities	2,042	(487)
Net cash from investing activities	(1,599)	(477)
Net cash from financing activities	(392)	(120)
Net increase (decrease) in cash and cash equivalents	(77)	(1,133)
Cash and cash equivalents at beginning of period	8,597	9,730
Cash and cash equivalents at end of period	8,519	8,597

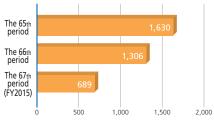
#### Consolidated subsidiaries in each business segment

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., MUTOH ENGINEERING INC.
Information Service Business	MUTOH ITEX Co., Ltd., MUTOH ENGINEERING INC., MUTOH FIGURE WORLD INC.
Real-Estate Leasing Business	MUTOH HOLDINGS CO., LTD., MUTOH ENGINEERING INC., MUTOH ENTERPRISES LTD.
Other Business	MUTOH ENGINEERING INC., MUTOH ENTERPRISES LTD.

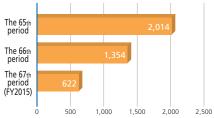
#### Trends of net sales (Millions of yen)



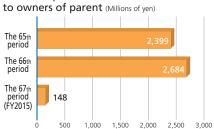
#### Trends of operating income (Millions of yen)



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



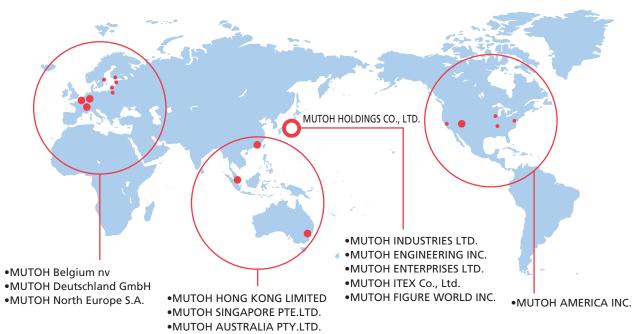
#### Trends of profit attributable



## Company Profile (As of June 29, 2016)

Name:	MUTOH HOLDINGS CO., LTD.	Head office:	1-3, Ikejiri 3-chome, Setagaya-ku, Tokyo
Established:	March 5, 1952 (founded: December 1942)		154-8560 TEL: +81-3-6758-7100
Capital stock:	10,199 million yen	Main business:	Management of group operations and group assets
		Website address:	http://www.mutoh-hd.co.jp

### **MUTOH group companies**



## Directors (As of June 29, 2016)

Chairman of the Board	Masanori Takayama	Director Audit and Supervisory Committee Member	Hajime Tatsuzawa
President	Nobumasa Hayakawa	Director Audit and Supervisory Committee Member	Kazuhiro Yamada
Director	Masanobu Takeda	Director Audit and Supervisory Committee Member	Hiroshi Tobita
Director	Toshihiro Sakamoto		
Director	Kazuyuki Kamoi		
Director	Yusuke Kobayashi		
Director	Yoshiyuki Takayama		

## Stock information (As of March 31, 2016)

Number of shares issuable	170,000,000
Number of shares issued	54,818,180
Number of shares per unit	1,000
Number of shareholders	7,216

#### Major Shareholders

Name	Number of Shares Held (Shares)	Ratio of Shareholding (%)
TCS Holdings Co., Ltd.	13,220,000	28.81
Mizuho Bank, Ltd.	2,071,399	4.51
Eiji Mutoh	1,580,586	3.44
Sumitomo Mitsui Trust Bank, Limited	1,457,000	3.18
Unisystem Co., Ltd.	923,000	2.01
The Master Trust Bank of Japan, Ltd. (Trust Account)	781,000	1.70
NTT System Development Co., Ltd.	712,000	1.55
Keiichi Hori	591,000	1.29
High-Tech System Co., Ltd.	541,000	1.18
Sigmatron Co., Ltd.	444,000	0.97

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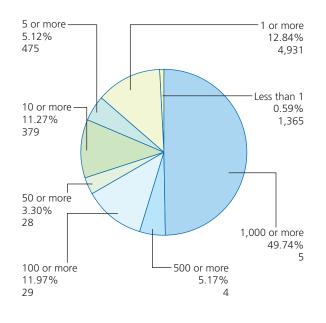
(Notes) 1. The Company holds 8,935,892 shares of treasury stock, which is excluded from the major shareholders listed above.

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

#### Securities companies 0.32% 21 Financial institutions 12.27% 27 Other companies 51.43% 21 Individuals and others 34.24% 219 6,891

Breakdown 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 :	March 31 each year September 30 each year
Public Notices : Administrator of Shareholder Register :	Public notices shall be made on the Company's website (http://www.mutoh-hd.co.jp). * 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 Sumitomo Mitsui Trust Bank, Limited
	4-1, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8233
Mailing address and Telephone number :	8-4, Izumi 2-chome, Suginami-ku, Tokyo 168-0063 TEL: +81-120-782-031 (toll-free) Stock Transfer Agency Department Sumitomo Mitsui Trust Bank, Limited Stock transfer agent services are provided at branch offices in Japan of Sumitomo Mitsui Trust Bank, Limited.

#### 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 Sumitomo Mitsui Trust Bank, Limited, an account management institution of special accounts.

#### 2. Payment of accrued dividends

Please make all requests to Sumitomo Mitsui Trust Bank, Limited, which is the administrator of the shareholder register.

#### 3. Dividend Statement

The Dividend Statement that is delivered upon dividend payment also serves as a Payment Notice in accordance with the stipulations of the Act on Special Measures Concerning Taxation.

This document can be used as an attachment when filing your income tax return. We ask that shareholders who will file an income tax return carefully store this document.

For shareholders that have selected the stock pro rata system, your stock brokerage will calculate the amount of withholding tax. Please confirm with your stock brokerage the materials to be submitted when filing your income tax return.