

# 66th (Fiscal Year 2014) 1st Half Financial Report

April 1 to September 30, 2014





### 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 66th (Fiscal Year 2014) 1st Half Financial Report, covering the MUTOH Group's business performance and activities.

### **Basic Policy**

With constant innovation and challenging ourselves, we contribute to society

### Business Situation and Outcomes

In the first half of the current consolidated fiscal year, despite the sustained gradual recovery of economies in Europe and the US and high growth rates in China and other emerging countries in Asia that continued to exceed those in developed countries, the outlook of the global economy the Group operates in continued to be uncertain as there were concerns over the economic impact of political instability in Eastern Europe and the Middle East and broadening economic stagnation and signs of deflation in Europe.

Against this background, we worked to strengthen our product lineup in our core large-format inkjet printer business by introducing four new product models. Recently in October, the large-format inkjet printer "VJ-2638" of the "ValueJet" series won the "PRODUCT OF THE YEAR" award at the SGIA (Specialty Graphic Imaging Association) Expo (the industry's largest exhibition in the US) in Las Vegas. The "VJ-2638" also won an award in 2012, and the "VJ-1638" of the "ValueJet" series won the award in 2013, thus "ValueJet" series products have won the award for three consecutive years, reflecting the market's extremely positive reception of MUTOH's large-format inkjet printers both in Japan and overseas.

In the 3D printer business that has gained much recent attention, efforts were made to expand the business with the sales launch of the "MF-2000", the top model of the personal 3D printer "Value3D MagiX MF-1000", shipments of which continue to exceed initial targets, and the start of the 3D dress-up figure print service "Value 3D Figure World" that is a total 3D print service solution, together with the establishment of a new subsidiary.

In addition to the efforts above, the Head Office Showroom was greatly expanded and renewed, and a new showroom was opened in Osaka as a base for communicating the MUTOH brand in western Japan. The showrooms are aimed at conducting effective PR in order to increase sales for the MUTOH Group's products and services that include its core large-format inkjet printers and plotters, MUTOH's original personal 3D printer "Value3D MagiX" series, and the professional 3D printers of 3D Systems, Inc. (US).

As a result of these factors and improvements in the MUTOH Group's operating environment, comprising a strengthened profit structure at business locations overseas and in Japan combined with the positive development in the forex environment accompanying yen depreciation, net sales stood at ¥11,467 million (up 6.0% year on year), operating income came to ¥876 million (up 33.7% year on year), and ordinary income increased to ¥928 million (up 3.0% year on year). Meanwhile, since ¥2,751 million of gain on the transfer of benefit obligation relating to employees' pension fund was recorded as extraordinary income resulting from the authorization of the transfer of benefit obligation relating to the employees' pension fund (portion of the past) by the Minister of Health, Labor and Welfare as of April 1, 2014, net income of ¥2,443 million (up 313.3% year on year) was recorded.

Going forward, the MUTOH Group will deploy aggressive business strategies aimed at further improving its business performance.

We greatly appreciate your support and ask for your continued assistance and cooperation.

### **Consolidated Financial Highlights**



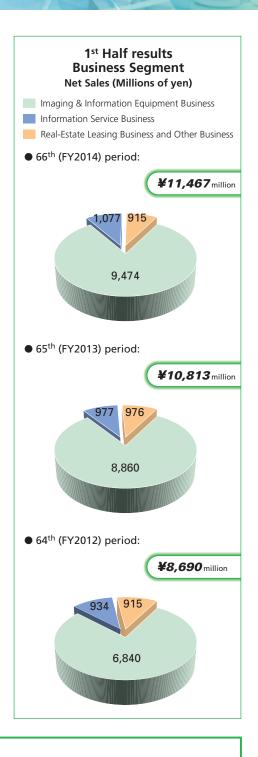


|                      | ordinary incom<br>1st Half period: | ¥9                                | 28 <sub>million</sub>             |
|----------------------|------------------------------------|-----------------------------------|-----------------------------------|
| 1 <sub>st</sub> Half | rd (FY2011) period:                | 64 <sup>th</sup> (FY2012) period: | 65 <sup>th</sup> (FY2013) period: |
|                      | <b>1,306</b> million               | <b>715</b> million                | <b>2,014</b> million              |
|                      | <b>680</b> million                 | <b>(187)</b> million              | <b>901</b> million                |

| ○ Consolidated net income (loss)  66th (FY2014) 1st Half period:  #2,443 million |                                   |                       |                                   |  |  |
|--|-----------------------------------|-----------------------|-----------------------------------|--|--|
| 66 <sup>th</sup> (FY20   | 014) 1st Half period:             | ŦZ,4                  | million                           |  |  |
|  | 63 <sup>rd</sup> (FY2011) period: | 64th (FY2012) period: | 65 <sup>th</sup> (FY2013) period: |  |  |
|  | <b>(425)</b> million              | <b>261</b> million    | <b>2,399</b> million              |  |  |
| 1st Half   | <b>(297)</b> million              | <b>(317)</b> million  | <b>591</b> million                |  |  |

| Consolidated gross assets 66th (FY2014) 1st Half period:   | ¥33,059 | million                            |
|--|---------|------------------------------------|
| 63 <sup>rd</sup> (FY2011) period:<br><b>27,028</b> million |         | .013) period:<br><b>53</b> million |





### Forecast of results for the full fiscal year

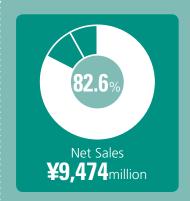
| (Millions of yen)                         |           |                  |                    | )          |                                       |
|---|-----------|------------------|--------------------|------------|---------------------------------------|
|   | Net sales | Operating income | Ordinary<br>income | Net income | _                                     |
| Forecast of consolidated business results | 25,000    | 1,000            | 1,000              | 2,500      | Figures announced<br>on May 15, 2014. |

As we enter the third quarter of the current consolidated fiscal year, there is increasing uncertainty regarding the global economy as typified by significant fluctuations in stock prices and exchange rates and a somewhat weak economic climate affecting the MUTOH Group's operating environment, combined with many uncertainties that could have an impact on business performance, including concerns over increasing costs of raw materials. As a result, it is difficult to make reasonable performance estimates at this point in time.

Therefore, although the full-year forecasts released on May 15, 2014 will be maintained for the time being, should changes be required for the forecasts as these factors become clear in the future, we will make prompt disclosures as needed.

### **Overview of Business Segments**

Imaging & Information Equipment Business



In Asia, despite the impact of the consumption tax rate hike in Japan, due to factors such as strong sales to China and other emerging Asian countries, net sales and segment profit stood at ¥4,126 million (up 0.8% year on year) and ¥421 million (down 6.6% year on year), respectively.

In North America, due to factors such as aggressive sales activities including Latin America and the effect of yen depreciation, net sales and segment profit stood at ¥1,791 million (up 8.0% year on year) and ¥136 million (up 66.5% year on year), respectively.

In Europe, due to factors such as aggressive sales activities and the effect of yen depreciation, net sales and segment profit stood at \$3,556 million (up 14.5% year on year) and \$356 million (up 132.3% year on year), respectively.

Information Service Business



In the Information Service Business, thanks to factors including ongoing efforts to strengthen sales capabilities, net sales and segment profit stood at ¥1,077 million (up 10.3% year on year) and ¥52 million (down 3.7% year on year), respectively.

In addition, efforts were made to expand this business including entry into the consumer market through the establishment of a subsidiary engaged in a 3D dress-up figure print service.

Real-Estate Leasing Business and Other Businesses



In the Real-Estate Leasing Business, due to a switchover to internal Group use for some real estate, net sales and segment profit stood at ¥132 million (down 22.2% year on year) and ¥71 million (down 38.6% year on year), respectively.

In the Other Business, as a result of weak consumer spending following the consumption tax rate hike, net sales stood at ¥783 million (down 2.8% year on year) and segment loss of ¥12 million was recorded (an improvement of ¥42 million compared with the same period last fiscal year).

### "VJ-628" born as an attractive A1-size entry-level inkjet printer using Eco-Sol ink

"VJ-628" is an entry-level inkjet printer with a compact A1-size body that fits on a desktop and uses Eco-Sol ink that achieves both high weathering resistance and almost no odor.

The main features are as follows.

- ◆ Eco-Sol ink model with an A1-size that can be installed regardless of space availability
- ◆Two types of ink combinations available: four-color (C/M/Y/K) and six-color (C/M/Y/K/Lc/Lm)
- Makes printing easy for both indoor and outdoor applications such as pop-out materials, various signs, and informational signs
- Equipped with standard Windows printer driver that makes it easy to print from Office software
- Printer can be operated from your PC using the standard-equipped remote panel software
- ◆ Stickers and labels can be created efficiently in combination with the cutting plotter



"VJ-628" Inkjet printer using Eco-Sol ink (Installation with the optional stand)

### Windows 8.1 support for "Drafting Tool PHOTO EXPERT" that allows simple conversion of designer images into plans

s 道具PHOTO

User interface focused on practical use

"Drafting Tool PHOTO EXPERT" is a design drafting tool for quickly preparing plans through direct capture using a scanner for cases such as when you want to modify part of an existing plan and reuse it, when it is bothersome to create a building frame plan from plan, when you want to measure area and distance from a plan, or to create directions or instructions from plans. In addition, this software can be used for creating technical materials and presentation materials, enabling broad application for in-house use.

Easy-to-understand instructions on the next step

Commands displayed as icons that can be carried out with one click

Display of command being carried out



Layout of frequently used commands

Possible to open different plans with no limitations

Display of mouse position

### Finoa "FRESH BALL" deodorizing air freshener Renewed release of seven patterns

"FRESH BALL" is a ball-shaped deodorizing air freshener that eliminates unpleasant odors and freshens surroundings with a minty aroma.

We have recently renewed the product packaging and released seven patterns.

The main features are as follows.

- ♦ Multi-purpose deodorizing for sports shoes, gym bags, locker rooms, etc.
- Replaces unpleasant sweat odors with a fresh and clean scent
- ♦ The air freshener is made of plastic and set deep inside the ball
- ♦ The scent lasts for three straight months after opening the package
- It can be used anywhere with unpleasant odors, including inside the car, drawers, or luggage





# Renewal opening of the MUTOH Head Office Showroom Exhibition ranges from personal 3D printers to metal-forming 3D printers







Head Office Showroom 3D printer area

The Head Office Showroom has been expanded accompanying a significant increase in the number of 3D printer-related products handled by MUTOH.

The floor area has been expanded by 1.5 times to approximately 330 square meters. Customers are welcomed to this showroom, one of the largest of its type in Japan, with an area displaying the large-format inkjet printers and plotters of MUTOH INDUSTRIES and a 3D printer area displaying a product lineup ranging from the personal 3D printer "Value3D MagiX" series (MUTOH ENGINEERING INC.) to professional 3D printers for applications including metal forming (3D Systems, Inc.).



"MF-1000"
Personal 3D printer
MUTOH's original 3D
printer with Japanese
language software



"ProX 200" Direct metal printing 3D printer

Direct forming with high precision of parts with complex shapes using metal or ceramic materials



# Winner of "PRODUCT OF THE YEAR" award for three consecutive years at the SGIA Expo 2014 in America



At the SGIA (Specialty Graphic Imaging Association) Expo (the industry's largest exhibition in the US) that was held in Las Vegas from October 22 to 24, MUTOH's large-format inkjet printer "VJ-2638" won

#### the "PRODUCT OF THE YEAR" award

in the Solvent/Latex Ink category for the second time following 2012, with the "VJ-1638" printer winning the award in 2013.

## Thus, MUTOH's inkjet printer "ValueJet" series has won the award for three consecutive years!

This historic and outstanding achievement of winning the award for three consecutive years proves the high performance and high quality of the MUTOH "ValueJet" series.



High-speed, large-format inkjet printer





# First 3D dress-up figure print service in Japan! "Value 3D Figure World"



The 3D printer entertainment offering "Value 3D Figure World" is the first 3D dress-up figure print service in Japan that allows users to make 3D figures using their own face.

MUTOH FIGURE WORLD INC. was established in June 2014 as a subsidiary engaged in this service.

Through this subsidiary, MUTOH will provide a total solution business ranging from 3D scans to print output and aggressively develop the consumer market through efforts including events held at large commercial facilities, shopping malls, and department stores, and the expansion of the "Mutoh Figure World Chain."

(Notes) This business is only in Japan.



### 3D dress-up figure print service



The customer's face is imported using a high-speed 3D scanner. The customer then selects costumes and hairstyles according to their preference, and a 3D figure is produced.



The customer type is selected from the display menu.



The customer's face is photographed.



The customer's face is configured in about 10 seconds using the high-speed 3D scanner.



For the 3D costume and hairstyle forms, 3D designs will be produced based on the region and location in response to the needs of customers.



Various costumes can be selected with one touch.

Various hair types/ colors, hats, etc. can also be selected with one touch. Customers can enjoy making 3D dress-up figures by selecting various hairstyles and costumes from the touch screen.

Once an order is placed, a 3D figure is formed by a full-color 3D printer and delivered to the customer.

### **Consolidated 1st Half Financial Statements**

| ■Consolidated Balar           | nce Sheets                  |                             | (Millions of yen)    |   |                             |                             | (Millions of yen)       |
|-------------------------------|-----------------------------|-----------------------------|----------------------|---|-----------------------------|-----------------------------|-------------------------|
| Period<br>Account             | As of September<br>30, 2014 | As of September<br>30, 2013 | As of March 31, 2014 | Period<br>Account                           | As of September<br>30, 2014 | As of September<br>30, 2013 | As of March<br>31, 2014 |
| Assets                        |                             |                             |                      | Liabilities                                 |                             |                             |                         |
| Current assets                | 21,432                      | 17,917                      | 20,350               | Current liabilities                         | 6,246                       | 4,979                       | 5,949                   |
| Cash and bank deposits        | 9,862                       | 8,991                       | 9,730                | Notes and accounts payable                  | 4,038                       | 3,060                       | 3,512                   |
|                               |                             |                             |                      | Others                                      | 2,207                       | 1,919                       | 2,436                   |
| Notes and accounts receivable | 3,759                       | 3,837                       | 4,832                | Non current liabilities                     | 2,131                       | 4,194                       | 5,557                   |
| Inventories                   | 5,923                       | 3,962                       | 4,225                | Allowance for retirement benefits           | _                           | 3,674                       | _                       |
| Others                        | 1 007                       | 1 126                       | 1,562                | Debt for retirement benefits                | 1,608                       | _                           | 5,049                   |
| Others                        | 1,887                       | 1,126                       | 1,362                | Others                                      | 522                         | 519                         | 507                     |
| Fixed assets                  | 11,626                      | 11,453                      | 12,603               | Total liabilities                           | 8,377                       | 9,174                       | 11,506                  |
| Tangible fixed assets         | 8,398                       | 8,419                       | 8,499                | Net assets                                  |                             |                             |                         |
| Internajble fixed accets      | 174                         | 189                         | 173                  | Shareholders' equity                        | 24,970                      | 20,930                      | 22,731                  |
| Intangible fixed assets       | 174                         | 169                         | 175                  | Capital stock                               | 10,199                      | 10,199                      | 10,199                  |
| Investments and other assets  | 3,053                       | 2,844                       | 3,930                | Capital surplus                             | 4,182                       | 4,181                       | 4,181                   |
| Investor out convities        | 2.494                       | 2 222                       | 1.007                | Retained earnings                           | 12,925                      | 8,876                       | 10,684                  |
| Investment securities         | 2,484                       | 2,332                       | 1,997                | Treasury stock                              | (2,336)                     | (2,326)                     | (2,334)                 |
| Others                        | 568                         | 511                         | 1,933                | Total other cumulative comprehensive income | (1,183)                     | (1,436)                     | (2,011)                 |
|                               |                             |                             |                      | Minority interests                          | 895                         | 702                         | 727                     |
|                               |                             |                             |                      | Total net assets                            | 24,682                      | 20,196                      | 21,446                  |
| Total assets                  | 33,059                      | 29,370                      | 32,953               | Total liabilities and net assets            | 33,059                      | 29,370                      | 32,953                  |

#### ■Consolidated statements of income

(Millions of yen)

| Period  | 1st Halr period ended<br>September 30, 2014 | 1st Halr period ended<br>September 30, 2013 | Year ended<br>March 31, 2014 |
|---|---|---|------------------------------|
| Net sales   | 11,467                                      | 10,813                                      | 23,115                       |
| Operating income                                  | 876   | 655   | 1,630                        |
| Ordinary income                                   | 928   | 901   | 2,014                        |
| Income before income taxes and minority interests | 3,696                                       | 911   | 2,100                        |
| Net income  | 2,443                                       | 591   | 2,399                        |

#### ■Consolidated statements of cash flows

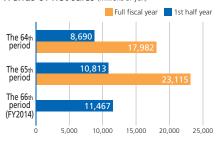
(Millions of yen)

| Period   | 1st Halr period ended<br>September 30, 2014 | 1st Halr period ended<br>September 30, 2013 | Year ended<br>March 31, 2014 |
|--|---|---|------------------------------|
| Net cash from operating activities                   | 377   | 1,505                                       | 2,034                        |
| Net cash from investing activities                   | (157)                                       | 203   | 204                          |
| Net cash from financing activities                   | (106)                                       | (143)                                       | (155)                        |
| Net increase (decrease) in cash and cash equivalents | 132   | 1,824                                       | 2,563                        |
| Cash and cash equivalents at beginning of period     | 9,730                                       | 7,166                                       | 7,166                        |
| Cash and cash equivalents at end of period           | 9,862                                       | 8,991                                       | 9,730                        |

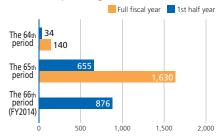
#### ■Consolidated subsidiaries in each business segment

| Business segment                            | Company names   |
|---|---|
| Imaging & Information<br>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<br>Business             | MUTOH ITEX Co., Ltd., MUTOH ENGINEERING INC.,<br>MUTOH FIGURE WORLD INC.  |
| Real-Estate Leasing<br>Business             | MUTOH HOLDINGS CO., LTD., MUTOH ENGINEERING INC., MUTOH ENTERPRISES LTD.  |
| Other Business                              | MUTOH ENGINEERING INC.,<br>MUTOH ENTERPRISES LTD.   |

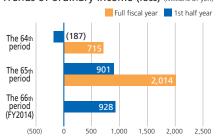
#### Trends of net sales (Millions of yen)



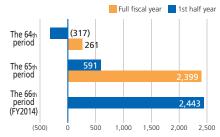
Trends of operating income (Millions of yen)



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



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



### Company Profile (As of September 30, 2014)

Name: MUTOH HOLDINGS CO., LTD.

Established: March 5, 1952

(founded: December 1942)

Capital stock: 10,199 million yen

Head office: 1-3, Ikejiri 3-chome, Setagaya-ku, Tokyo

154-8560

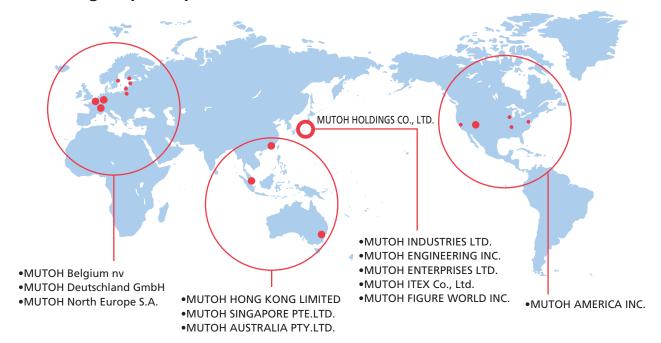
TEL: +81-3-6758-7100

Main business: Management and assets management of

the Group companies

Website address: http://www.mutoh-hd.co.jp

### **MUTOH** group companies



(Notes) MUTOH FIGURE WORLD INC. was established in June 2014.

### ■ **Directors** (As of September 30, 2014)

Masanori Takayama Chairman of the Board Hajime Tatsuzawa Full-time Corporate Auditor

Nobumasa Hayakawa President Toshio Ishida Corporate Auditor

Yoichi Abe Managing Director Nobuaki Kunimine Corporate Auditor

Hisayoshi Aoki Managing Director

Masanobu Takeda Director
Toshihiro Sakamoto Director
Yoshiyuki Takayama Director

Yoshihiko Baba Director

### Stock information (As of September 30, 2014)

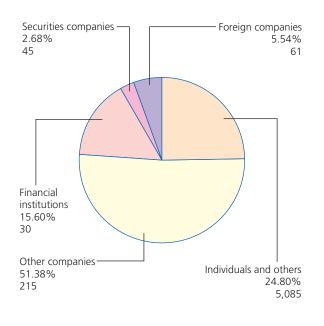
| ■ Number of shares issuable | 170,000,000 |
|-----------------------------|-------------|
| ■ Number of shares issued   | 54,818,180  |
| ■ Number of shares per unit | 1,000       |
| ■ Number of shareholders    | 5,436       |

#### ■ Major Shareholders

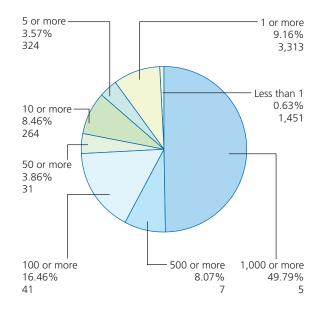
| Name   | Number of<br>Shares Held<br>(Shares) | Ratio of<br>Shareholding<br>(%) |
|--|--------------------------------------|---------------------------------|
| TCS Holdings Co., Ltd.                               | 13,220,000                           | 28.80                           |
| Mizuho Bank, Ltd.                                    | 2,121,399                            | 4.62                            |
| Eiji Mutoh   | 1,580,586                            | 3.44                            |
| Sumitomo Mitsui Trust Bank, Limited                  | 1,457,000                            | 3.17                            |
| Unisystem Co., Ltd.                                  | 923,000                              | 2.01                            |
| NTT System Development Co., Ltd.                     | 712,000                              | 1.55                            |
| State Street Bank and Trust Company                  | 653,000                              | 1.42                            |
| Japan Trustee Services Bank, Ltd. (Trust Account 9)  | 617,000                              | 1.34                            |
| The Master Trust Bank of Japan, Ltd. (Trust Account) | 596,000                              | 1.30                            |
| Keiichi Hori   | 591,000                              | 1.29                            |

(Notes) 1. The Company holds 8,914,742 shares of treasury stock, which is excluded from the major shareholders listed above.

#### ◆ Breakdown of shareholders



#### ♦ Breakdown by the number of shares held



<sup>2.</sup> The ratio of shareholding is calculated after excluding treasury stock.

#### **Shareholder Information**

Business year: From April 1 to March 31 of the following year

Ordinary General Meeting of Shareholders: In June each year
Year-end Dividend Record Date: March 31 each year
Interim Dividend Record Date: September 30 each year

Public Notices: 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

Administrator of Shareholder Register: 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:

1. 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.