

January 28, 2016

Summary of Consolidated Financial Results for the Third Quarter of Fiscal Year Ending March 31, 2016 [Japan Standards]

Company name: MAX Co., Ltd. Stock listing: Tokyo Stock Exchange
 Securities code: 6454 URL: <http://www.max-ltd.co.jp>
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 Date of filing of financial statements February 5, 2016
 Date of commencement of dividend payment —
 The supplementary explanation document for the accounts is created. Yes
 The briefing for the accounts is held. (for investment analysts and fund managers) Yes

(Millions of yen rounded down)

1. Consolidated Operating Results for the Third Quarter of Fiscal Year Ending March 31, 2016 (From April 1, 2015 to December 31, 2015)

(1) Consolidated Operating Results (Cumulative)

(% figures represent year-on-year increase or decrease)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Shareholders of Parental Company	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Q3/ FY ending March 2016	49,209	3.1	4,236	7.5	4,405	(4.5)	2,856	(5.5)
Q3/ FY ended March 2015	47,729	1.2	3,942	23.2	4,613	30.9	3,024	43.0

(Note) Comprehensive income

Q3/ FY ending March 2016: 2,813 million yen (-43.8%)

Q3/ FY ended March 2015: 5,004 million yen (58.2%)

	Net Income per Share	Net Income per Share after Dilution
	Yen	Yen
Q3/ FY ending March 2016	57.96	—
Q3/ FY ended March 2015	61.36	—

(2) Consolidated Financial Position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	Millions of yen	Millions of yen	%	Yen
Q3/ FY ending March 2016	87,830	66,473	75.6	1,346.70
FY ended March 2015	88,590	65,495	73.8	1,326.48

(Reference) Shareholders' equity

Q3/ FY ending March 2016: 66,364 million yen

FY ended March 2015: 65,379 million yen

2. Dividends

	Dividends per Share				
	End of Q1	End of Q2	End of Q3	End of Q4	Total
	Yen	Yen	Yen	Yen	Yen
FY ended March 2015	—	—	—	37.00	37.00
FY ending March 2016	—	—	—		
FY ending March 2016 (Forecast)				37.00	37.00

(Note) Revision of forecasts on the dividends: None

3. Forecast of Consolidated Operating Results for the Fiscal Year Ending March 31, 2016 (From April 1, 2015 to March 31, 2016)

(% figures represent year-on-year increase or decrease)

	Net Sales		Operating Income		Ordinary Income		Net Income Attributable to Shareholders of Parental Company		Net Income per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	67,000	3.2	5,400	2.1	5,570	(6.2)	3,550	10.2	72.02

(Note) Revision of forecasts on consolidated operation results: No

* Notes

(1) Changes in material subsidiaries during the consolidated cumulative period under review (changes in specific subsidiaries affecting the scope of consolidation): None

New: — (Company name:) Excluded: — (Company name:)

(2) Application of special accounting procedures for the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting principles, changes in accounting estimates and restatements

1) Changes due to revisions to accounting standards, etc.: Yes

2) Changes other than 1): None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of outstanding shares (common stock)

1) Number of shares outstanding at term-end (including treasury stock)

As of December 31, 2015: 49,500,626 shares

As of March 31, 2015: 49,500,626 shares

2) Number of treasury stock at term-end

As of December 31, 2015: 221,276 shares

As of March 31, 2015: 212,716 shares

3) Number of average stock during term (quarter accumulation)

Nine months ended December 31, 2015: 49,283,802 shares

Nine months ended December 31, 2014: 49,292,023 shares

*Information concerning execution condition of the quarterly review procedure.

This quarterly summary of consolidated financial results is excluded from the quarterly review procedure based on the Financial Instruments and Exchange Act, and at the time of the disclosure of the summary of financial results for this quarter, the review procedure of quarterly consolidated financial statements based on the Financial Instruments and Exchange Act has not been completed.

*Explanation and other special notes regarding the appropriate use of the earnings forecast

Statements on the future of our business in these materials, including the earnings forecast, are based on information available at this moment and certain preconditions which we judge as rational and appropriate, and are not intended as a guarantee that the Company will achieve these targets. Actual results may therefore differ substantially from the above forecasts for various reasons. For the preconditions of our earnings forecast and matters to be noticed when using the forecast, please refer to page 8 of the appendix, "1. Qualitative Information on Current Quarterly Results, (3) Explanation concerning Forward-looking Statements such as Forecasts of Consolidated Operating Results."

Table of Contents of the appendix

1. Qualitative Information on Current Quarterly Results	2
(1) Explanation concerning Qualitative Information on Operating Results	2
(2) Explanation concerning Financial Position.....	7
(3) Explanation concerning Forward-looking Statements such as Forecasts of Consolidated Operating Results.....	8
2. Items related to Summary Information (Notes)	9
(1) Changes in Material Subsidiaries during the Consolidated Cumulative Period under Review.	9
(2) Application of Specific Accounting Procedures for the Preparation of Quarterly Consolidated Financial Statements ...	9
(3) Changes in Accounting Principles, Changes in Accounting Estimates and Restatements	9
3. Quarterly Consolidated Financial Statements.....	10
(1) Quarterly Consolidated Balance Sheets	10
(2) Quarterly Consolidated Statements of Income and Comprehensive Income	12
(3) Statement of Quarterly Consolidated Cash Flows	14
(4) Notes Relating to the Quarterly Consolidated Financial Statements	16
(Notes Relating to the Assumption of Going Concern).....	16
(Notes on Significant Changes in the Amount of Shareholders' Equity)	16
(Segment Information).....	16

[Qualitative Information and Financial Statements]

1. Qualitative Information on Current Quarterly Results

(1) Explanation concerning Qualitative Information on Operating Results

1) Business results of all companies during the consolidated cumulative period under review

(Millions of yen, %)

	Q3/ FY 2016 (Ending March 2016)	Q3/ FY 2015 (Ended March 2015)	Year-on-year Change	
			Increase (decrease)	Rate of increase (decrease)
Net Sales	49,209	47,729	+1,480	+3.1
Operating Income	4,236	3,942	+293	+7.5
Ordinary Income	4,405	4,613	(208)	(4.5)
Net Income Attributable to Shareholders of Parental Company	2,856	3,024	(167)	(5.5)
Net Income per Share (yen)	57.96 yen	61.36 yen	(3.40) yen	—
Operating Margin	8.6	8.3	+0.3 points	

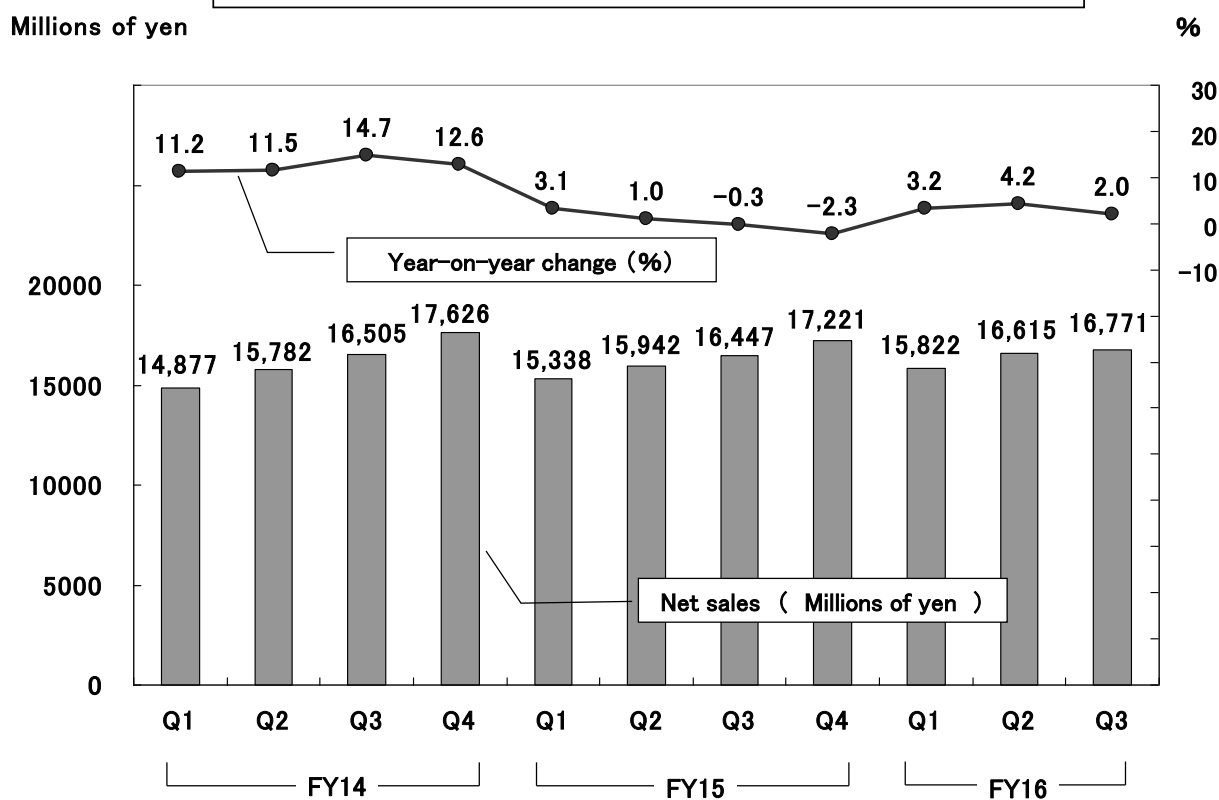
During the consolidated cumulative period under review (from April 1, 2015 to December 31, 2015), the Japanese economy continued to recover at a gradual pace thanks to factors such as the solid consumer spending, driven by improvements in employment and income conditions, as corporate earnings kept growing. The domestic consumer spending on new housing affecting the Company's business showed signs of a comeback thanks to government support measures for house acquisition. Overseas, the U.S. economy maintained its growth with higher consumer spending and capital investments, as well as increased number of housing starts. The European economy also sustained a moderate recovery. However, the pace of economic growth in Asian emerging countries has been slowing down. Consequently, the situation surrounding Max Group remains uncertain.

Under such circumstances, we have established a management policy for this fiscal term of “1. Establishing growth businesses, 2. Increasing earning capacity, 3. Thinking and acting by oneself,” and we are working on implementing the following four fundamental strategies: 1) Shift investments to growth areas; 2) Restructure our consumable business; 3) Reduce costs through capital investment and reorganization of locations; 4) Explore and cultivate new technological fields. This way, the Group is committed to achieving sustained growth and enhancing group-wide profitability.

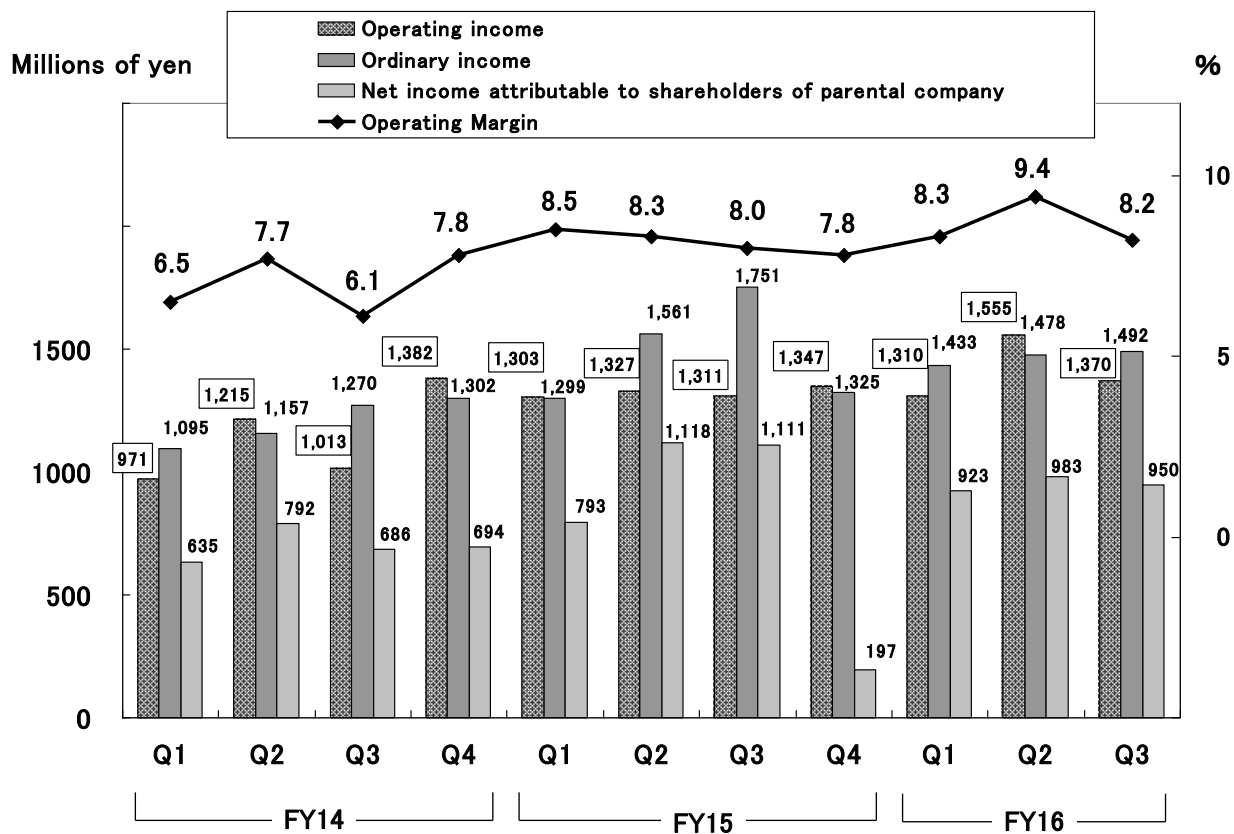
In the Office Equipment segment, sales of “BEPOP” labeling machines grew both in Japan and overseas, thus resulting in an increase of the overall segment revenue. In the Industrial Equipment segment, the overall revenue increased as sales of new nailers strengthened in Japan, and sales of tools to use in concrete structures rose in overseas industrial equipment product business. In the HCR Equipment segment, despite our concerted efforts focusing on large-scale rental routes, wheelchair sales fell, thus resulting in a decrease of the overall segment revenue.

As a result, net sales increased 3.1% from the previous corresponding period to ¥49,209 million. Operating income increased 7.5% from the previous corresponding period to ¥4,236 million. Ordinary income decreased 4.5% from the previous corresponding period to ¥4,405 million, reflecting foreign exchange losses on foreign currency denominated assets, compared to the gains recorded in the previous fiscal year. Net income attributable to shareholders of parental company also decreased by 5.5% from the previous corresponding period to ¥2,856 million.

Quarterly Net Sales Trend and Changes Year-on-Year



Quarterly Earnings Trend



Office Equipment Segment

(Millions of yen, %)

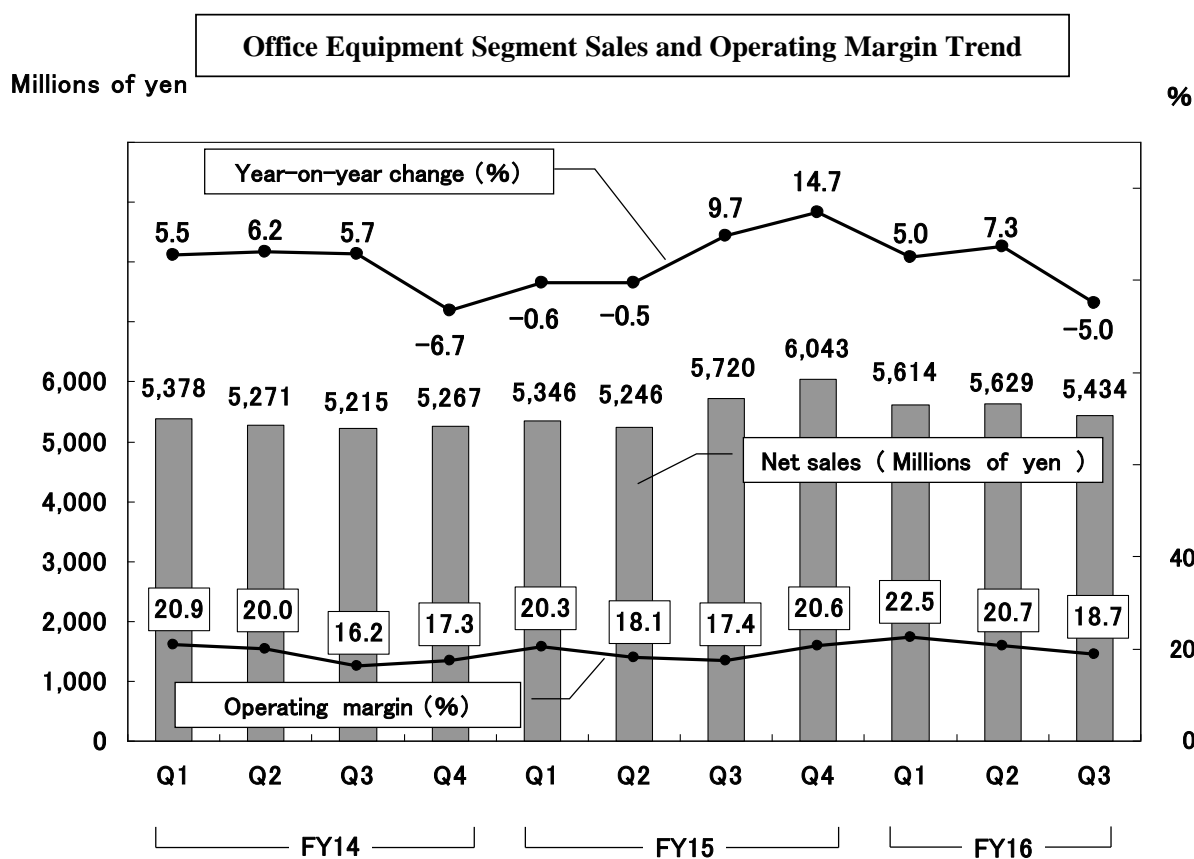
	Q3/ FY 2016 (Ending March 2016)	Q3/ FY 2015 (Ended March 2015)	Year-on-year Change	
			Increase (decrease)	Rate of increase (decrease)
Net Sales	16,678	16,313	+364	+2.2
Operating Income	3,448	3,027	+421	+13.9
Operating Margin	20.7	18.6	+2.1 points	

Business results for the Office Equipment segment during this third quarter were as follows: Net sales ¥16,678 million (an increase of 2.2% from the previous corresponding period), operating income ¥3,448 million (an increase of 13.9% from the previous corresponding period), and operating margin 20.7%.

In domestic office operations, despite a decrease in stationery-related sales including staplers, overall segment revenue increased slightly thanks to sales of “BEPOP” signage creation machines to plant and public works builders.

In overseas office operations, although stapler sales were flat in South Asia—our main market—, “BEPOP” sales in Europe rose through our UK subsidiary, Lighthouse UK. As a result, the overall segment sales increased.

In auto-stapler operations, the photocopier market experienced gradual expansion as the economy in Europe and the U.S. remained robust. As a result, the overall segment revenue increased.



Industrial Equipment Segment

(Millions of yen, %)

	Q3/ FY 2016 (Ending March 2016)	Q3/ FY 2015 (Ended March 2015)	Year-on-year Change	
			Increase (decrease)	Rate of increase (decrease)
Net Sales	30,010	28,832	+1,177	+4.1
Operating Income	1,104	1,035	+69	+6.7
Operating Margin	3.7	3.6	+0.1 points	

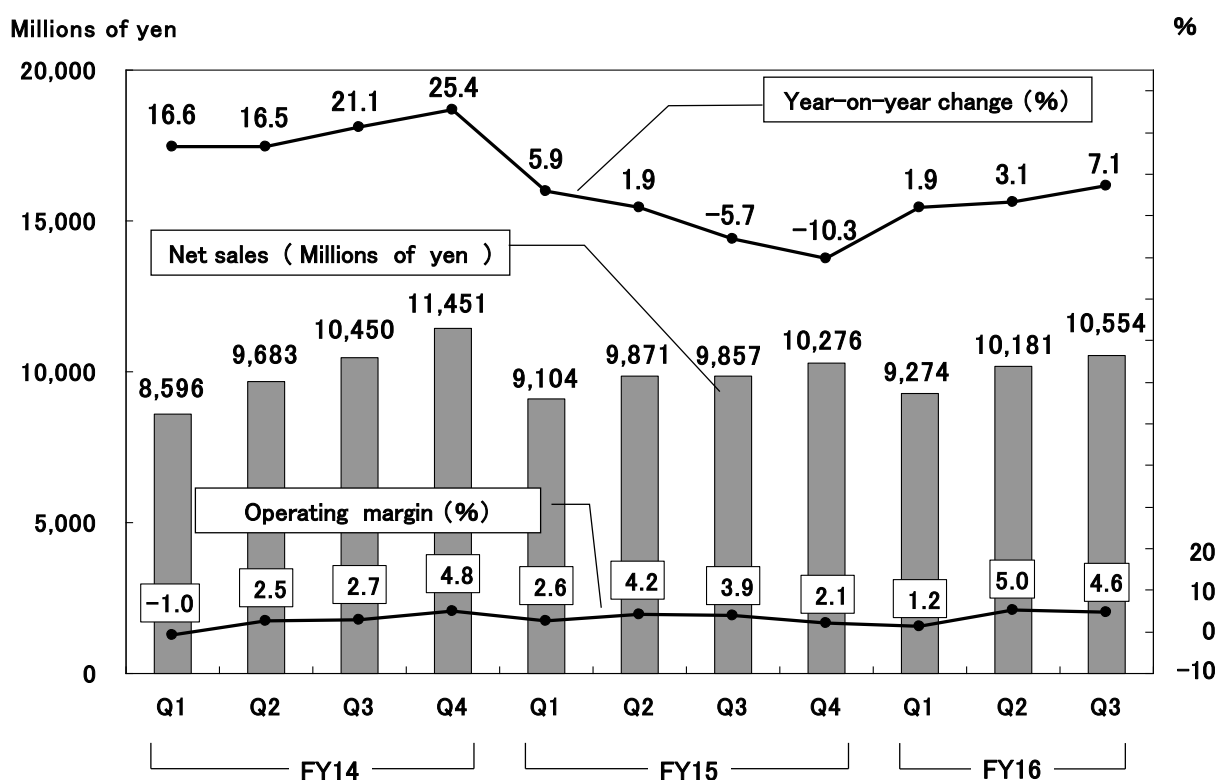
Business results for the Industrial Equipment segment during this third quarter were as follows: Net sales ¥30,010 million (an increase of 4.1% from the previous corresponding period), operating income ¥1,104 million, and operating margin 3.7%.

In the domestic industrial equipment operations, the number of reinforced concrete non-housing construction starts declined causing sluggish growth in sales of tools for concrete structures. However, we managed to score a higher revenue overall from the sales of tools for wood structures, which increased thanks to the gradual recovery in the number of new housing starts and sales of new products such as air compressors.

In the overseas industrial equipment operations, overall revenue increased due to an increase in sales of tools for both concrete and wood structures, as recovery trend continued in the U.S. housing market.

In the residential environment operations, although sales of ventilation and floor heating systems weakened, our concerted efforts to win orders for detached houses paid off in increased sales of the Company's major product line of bathroom heaters, ventilators and dehumidifiers. As a result, the overall segment revenue increased.

Industrial Equipment Segment Sales and Operating Margin Trend



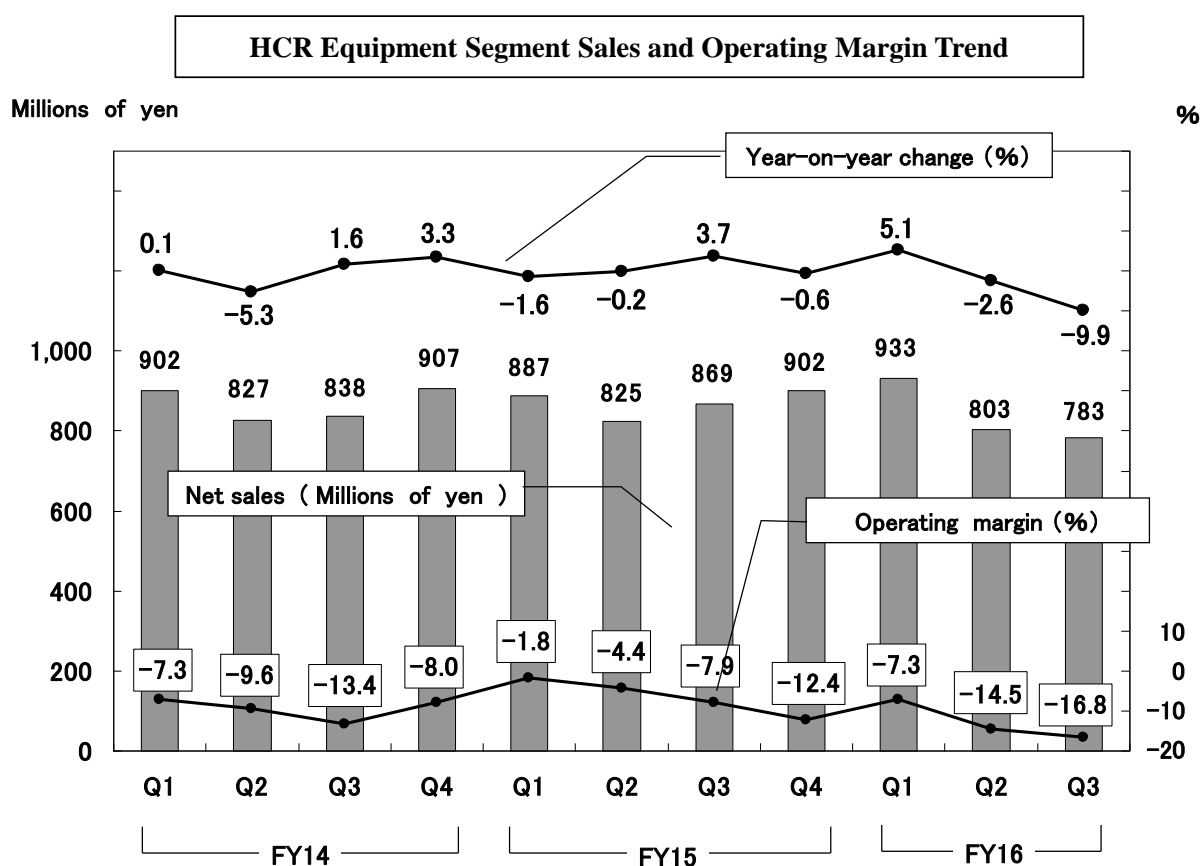
HCR Equipment Segment

(Millions of yen, %)

	Q3/ FY 2016 (Ending March 2016)	Q3/ FY 2015 (Ended March 2015)	Year-on-year Change	
			Increase (decrease)	Rate of increase (decrease)
Net Sales	2,520	2,582	(61)	(2.4)
Operating Income	(316)	(120)	(196)	—
Operating Margin	(12.6)	(4.7)	(7.9) points	

Business results for the HCR segment during this third quarter were as follows: Net sales ¥2,520 million (a decrease of 2.4% from the previous corresponding period) and operating income ¥316 million.

Despite our concerted efforts focusing on large-scale rental routes, wheelchair sales fell, resulting in a decrease in the segment revenue. Moreover, operating loss increased due to higher production costs affected by the ongoing depreciation of the yen, compared to last year.



(2) Explanation concerning Financial Position

1) Summary of Consolidated Balance Sheets

(Millions of yen, %)

	Q3/ FY 2016 (As of December 31, 2015)	FY 2015 (As of March 31, 2015)	Comparison with position at end of previous consolidated fiscal year	
			Increase (decrease)	Rate of increase (decrease)
Total Assets	87,830	88,590	(760)	(0.9)
Net Assets	66,473	65,495	977	1.5
Equity Ratio	75.6	73.8	+1.8 points	

Assets decreased ¥760 million in comparison with the position at the end of the previous consolidated fiscal year, to ¥87,830 million. Despite an increase of ¥239 million in cash and deposits, current assets decreased by ¥677 million due to a drop of ¥1,098 million in marketable securities. Non-current assets decreased by ¥82 million, due to a drop of ¥183 million in intangible assets.

Liabilities decreased ¥1,737 million in comparison with the position at the end of the previous consolidated fiscal year, to ¥21,357 million. Current liabilities decreased ¥1,324 million, as income taxes payable decreased ¥391 million, and provision for bonuses decreased ¥697 million. Non-current liabilities also decreased ¥413 million due to a drop of ¥345 million in net defined benefit liability.

Net assets increased ¥977 million in comparison with the position at the end of the previous consolidated fiscal year, to ¥66,473 million. Despite primarily having reached a net income attributable to shareholders of parental company of ¥2,856 million, shareholders' equity increased ¥1,022 million due to a ¥1,823 million payment of cash dividends.

Although valuation difference on available-for-sale securities increased ¥97 million, accumulated other comprehensive income fell ¥37 million as resulted from a drop of ¥498 million in foreign currency translation adjustment.

2) Analysis of Consolidated Cash Flow

The balance of cash and cash equivalents ("funds") during the consolidated cumulative period under review increased up to ¥15,583 million due to an increase of ¥239 million in cash and cash equivalents.

Factors in the status of each type of cash flow in the consolidated cumulative period under review were as follows.

Cash flows from operating activities

Funds obtained from operating activities in the consolidated period under review amounted to ¥2,998 million. The key increases came from net income before income taxes of ¥4,317 million, a depreciation of ¥1,435 million, and a rise of ¥319 million in notes and accounts payable-trade. The key decreases were of ¥697 million in provision for bonuses and of ¥217 million in accrued consumption taxes.

Cash flows from investment activities

Funds used in investment activities in the consolidated cumulative period under review were ¥517 million. The key increases came from proceeds of ¥2,799 million from sales and redemption of short-term and long-term investment securities. The key expenditures came from purchase of short-term and long-term investment securities of ¥1,834 million, and purchase of property, plant and equipment of ¥1,548 million.

Cash flows from financing activities

Funds used in financing activities in the consolidated cumulative period under review were ¥2,010 million. The key expenditures came from a ¥1,822 million payment of cash dividends.

(3) Explanation concerning Forward-looking Statements such as Forecasts of Consolidated Operating Results

While the U.S., European and Japanese economies are expected to continue on a modest expansionary track, the situation surrounding Max Group remains uncertain, as there are concerns about the impact on the real economy of China and Asian emerging countries' economic uncertainty, and of a drop in the equity markets and crude oil prices.

Under such conditions, the Group addressed further profit growth policy aiming at establishing growth businesses and increasing earning capacity by expanding business operations through the collaboration between marketing, production and development departments. As a result, operating revenue is solid as for now.

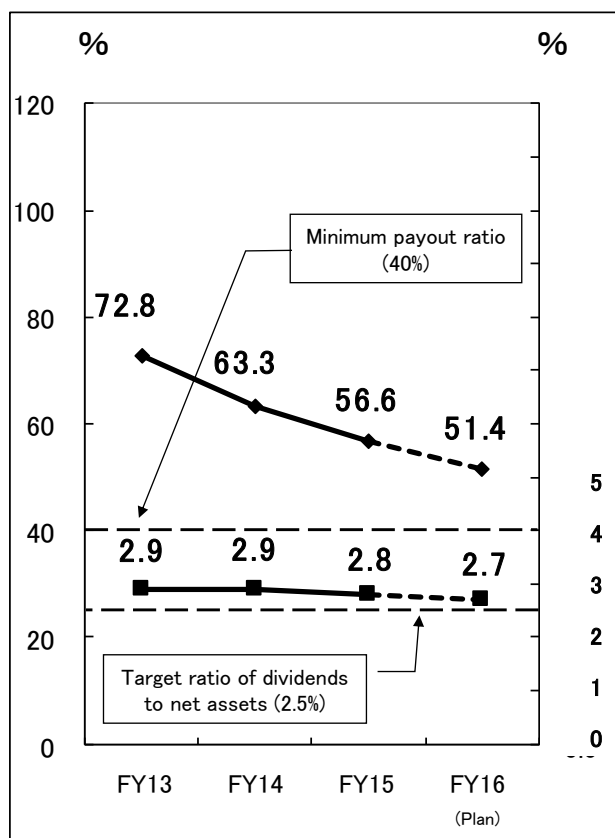
In light of these circumstances, Forecasts of Consolidated Operating Results for the Fiscal Year Ending March 2016 remain unchanged from the release on April 28, 2015.

Dividends

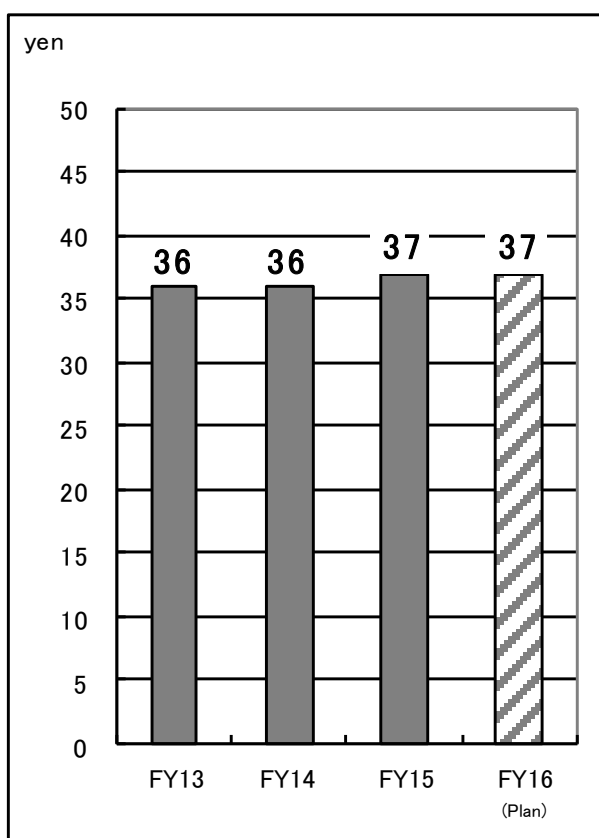
We have set a dividend policy of “maintaining a minimum of 40% payout ratio and targeting rate of dividends to net assets of 2.5%.”

Although the Company's performance may be impacted by various factors such as the uncertain economic environment and exchange rate fluctuations, taking into account the Company's steady corporate performance and its financial position, we plan to make the same annual dividend payment of “¥37 per share” as the previous fiscal year.

Payout ratio and dividends to net assets ratio



Dividends per share



2. Items related to Summary Information (Notes)

(1) Changes in Material Subsidiaries during the Consolidated Cumulative Period under Review:

None.

(2) Application of Specific Accounting Procedures for the Preparation of Quarterly Consolidated Financial Statements

Calculation of tax expenses

Tax expenses are calculated by multiplying pre-tax current net income for the fiscal year including the third quarter under review by the effective tax rate that was reasonably estimated by applying tax effect accounting to estimated income before income taxes.

(3) Changes in Accounting Principles, Changes in Accounting Estimates and Restatements

Changes in Accounting Principles

Implementation of Accounting Standards for Retirement Benefits

We have adopted the “Accounting Standards for Business Combinations” (Corporate Accounting Standards No. 21 of September 13, 2013), the “Accounting Standards for Consolidated Financial Statements” (Corporate Accounting Standards No. 22 of September 13, 2013), and the “Accounting Standards for Business Divestitures” (Corporate Accounting Standards No. 7 of September 13, 2013), effective from the consolidated first quarter of current fiscal year. Accordingly, we modified the presentation of the net income, as well as the reporting for minority interests (renamed “non-controlling interests”). Also, consolidated financial statements for both the consolidated nine months of the previous fiscal year and the previous fiscal year have been restated in order to reflect these changes in presentation.

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

(Millions of yen)

	FY 2015 (As of March 31, 2015)	Cumulative Q3 in FY 2016 (As of December 31, 2015)
ASSETS		
Current assets		
Cash and deposits	15,343	15,583
Notes and accounts receivable-trade	14,024	14,096
Marketable securities	4,009	2,911
Merchandise and finished goods	5,336	5,125
Work in process	983	1,023
Raw materials	1,644	1,642
Other	2,039	2,327
Allowance for doubtful accounts	(27)	(33)
Total current assets	43,354	42,677
Non-current assets		
Property, plant and equipment	17,714	17,655
Intangible assets	955	771
Investments and other assets		
Investment securities	22,473	22,793
Other	4,102	3,942
Allowance for doubtful accounts	(9)	(9)
Total investments and other assets	26,566	26,726
Total non-current assets	45,236	45,153
Total assets	88,590	87,830
LIABILITIES		
Current liabilities		
Notes and accounts payable-trade	3,912	4,135
Short-term loans payable	1,850	1,850
Income taxes payable	1,212	820
Provision for bonuses	1,407	709
Provision for directors' bonuses	43	31
Other	4,212	3,766
Total current liabilities	12,638	11,314
Non-current liabilities		
Long-term loans payable	150	150
Provision for directors' retirement benefits	154	—
Provision for product warranties	65	47
Net defined benefit liability	9,078	8,733
Asset retirement obligations	27	33
Negative goodwill	30	24
Other	950	1,053
Total non-current liabilities	10,456	10,042
Total liabilities	23,094	21,357

(Millions of yen)

	FY 2015 (As of March 31, 2015)	Cumulative Q3 in FY 2016 (As of December 31, 2015)
NET ASSETS		
Shareholders' equity		
Capital stock	12,367	12,367
Capital surplus	10,517	10,518
Retained earnings	42,798	43,831
Treasury stock	(250)	(261)
Total shareholders' equity	65,434	66,456
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	1,578	1,675
Revaluation reserve for land	(1,213)	(1,213)
Foreign currency translation adjustment	1,057	558
Remeasurements of defined benefit plans	(1,477)	(1,113)
Total accumulated other comprehensive income	(54)	(92)
Non-controlling interests	116	109
Total net assets	65,495	66,473
Total liabilities and net assets	88,590	87,830

(2) Quarterly Consolidated Statements of Income and Comprehensive Income
(Quarterly Consolidated Statement of Income)

(Millions of yen)

	Cumulative Q3 in FY 2015 (From Apr. 1, 2014 to Dec. 31, 2014)	Cumulative Q3 in FY 2016 (From Apr. 1, 2015 to Dec. 31, 2015)
Net sales	47,729	49,209
Cost of sales	29,422	30,572
Gross profit	18,306	18,637
Selling, general and administrative expenses		
Salaries	4,279	4,316
Provision for bonuses	564	478
Provision for directors' bonuses	33	31
Retirement benefit expenses	750	831
Provision for directors' retirement benefits	49	9
Packing and delivery expenses	1,397	1,445
Promotion expenses	1,089	860
Depreciation	490	495
Other	5,710	5,932
Total selling, general and administrative expenses	14,363	14,401
Operating income	3,942	4,236
Non-operating income		
Interest income	76	71
Dividend income	103	118
Amortization of negative goodwill	5	5
Foreign exchange gains	496	—
Other	103	96
Total non-operating income	786	292
Non-operating expenses		
Interest expenses	29	30
Taxes and dues	15	4
Foreign exchange losses	—	59
Other	70	29
Total non-operating expenses	115	124
Ordinary income	4,613	4,405
Extraordinary income		
Reversal of foreign currency translation adjustment	—	9
Gain on sales of investment securities	—	46
Total extraordinary income	—	55
Extraordinary loss		
Loss on sales of non-current assets	28	0
Loss on abandonment of non-current assets	53	16
Product quality warranty expenses	—	49
Loss on liquidation of subsidiaries and associates	30	—
Impairment loss	—	76
Total extraordinary loss	112	142
Net income before income taxes	4,500	4,317
Income taxes	1,473	1,450
Net income	3,026	2,866
Net income attributable to non-controlling interests	2	10
Net income attributable to shareholders of parental company	3,024	2,856

(Quarterly Consolidated Statement of Comprehensive Income)

(Millions of yen)

	Cumulative Q3 in FY 2015 (From Apr. 1, 2014 to Dec. 31, 2014)	Cumulative Q3 in FY 2016 (From Apr. 1, 2015 to Dec. 31, 2015)
Net income	3,026	2,866
Other comprehensive income		
Valuation difference on available-for-sale securities	864	97
Foreign currency translation adjustment	839	(515)
Adjustments relating to retirement benefits	273	364
Total other comprehensive income	1,977	(53)
Comprehensive income	5,004	2,813
(Breakdown)		
Comprehensive income attributable to shareholders of parental company	4,992	2,819
Comprehensive income attributable to non-controlling interests	12	(5)

(3) Statement of Quarterly Consolidated Cash Flows

(Millions of yen)

	Cumulative Q3 in FY 2015 (From Apr. 1, 2014 to Dec. 31, 2014)	Cumulative Q3 in FY 2016 (From Apr. 1, 2015 to Dec. 31, 2015)
Cash flows from operating activities		
Net income before income taxes	4,500	4,317
Depreciation	1,369	1,435
Impairment loss	—	76
Amortization of goodwill	121	131
Amortization of negative goodwill	(5)	(5)
Increase (decrease) in allowance for doubtful accounts	(2)	5
Increase (decrease) in provision for bonuses	(602)	(697)
Increase (decrease) in provision for directors' bonuses	(8)	(11)
Increase (decrease) in provision for directors' retirement benefits	26	(154)
Increase (decrease) in net defined benefit liability	138	190
Interest and dividend income	(180)	(190)
Interest expenses	29	30
Foreign exchange losses (gains)	(61)	3
Reversal of foreign currency translation adjustment	—	(9)
Loss on abandonment of non-current assets	53	16
Loss (gain) on sales of non-current assets	28	0
Loss (gain) on sales of short-term and long-term investment securities	—	(46)
Product quality warranty expenses	—	49
Decrease (increase) in notes and accounts receivable-trade	1,034	(174)
Decrease (increase) in inventories	(382)	101
Increase (decrease) in notes and accounts payable-trade	(241)	319
Increase (decrease) in accrued consumption taxes	131	(217)
Decrease (increase) in other assets	(256)	(340)
Increase (decrease) in other liabilities	238	(218)
Subtotal	5,932	4,613
Interest and dividend income received	252	258
Interest expenses paid	(29)	(30)
Income taxes (paid) refund	(1,581)	(1,842)
Cash flows from operating activities	4,574	2,998
Cash flows from investment activities		
Purchase of short-term and long-term investment securities	(3,879)	(1,834)
Proceeds from sales and redemption of short-term and long-term investment securities	3,200	2,799
Purchase of property, plant and equipment	(965)	(1,548)
Proceeds from sales of property, plant and equipment	239	—
Purchase of intangible assets	(61)	(22)
Purchase of investments in subsidiaries	(3)	—
Payments of loans receivable	(10)	(2)
Collection of loans receivable	89	90
Other	584	—
Cash flows from investment activities	(807)	(517)

(Millions of yen)

	Cumulative Q3 in FY 2015 (From Apr. 1, 2014 to Dec. 31, 2014)	Cumulative Q3 in FY 2016 (From Apr. 1, 2015 to Dec. 31, 2015)
Cash flows from financing activities		
Decrease in short-term loans payable	(2)	—
Purchase of treasury shares	(5)	(14)
Proceeds from sales of treasury shares	—	3
Cash dividends paid	(1,773)	(1,822)
Cash dividends paid to non-controlling shareholders	(0)	(1)
Repayments of lease obligations	(164)	(175)
Cash flows from financing activities	(1,946)	(2,010)
Effect of exchange rate change on cash and cash equivalents	453	(231)
Net increase (decrease) in cash and cash equivalents	2,273	239
Balance of cash and cash equivalents, beginning of the period	11,025	15,343
Net increase (decrease) in cash and cash equivalents accompanying changes in the scope of consolidation	531	—
Quarterly balance of cash and cash equivalents at the end of the period	13,831	15,583

(4) Notes Relating to the Quarterly Consolidated Financial Statements

(Notes Relating to the Assumption of Going Concern)

None.

(Notes on Significant Changes in the Amount of Shareholders' Equity)

None.

(Segment Information)

Cumulative Q3 of FY 2015 (From April 1, 2014 to December 31, 2014)

1) Information on the amount of sales, profit and losses for each reported segments

(Millions of yen)

	Reported segments			Total
	Office Equipment	Industrial Equipment	HCR Equipment	
Net Sales				
Net sales to outside customers	16,313	28,832	2,582	47,729
Inter-segment sales or transfers	—	—	—	—
Total	16,313	28,832	2,582	47,729
Segment profit (loss)	3,027	1,035	(120)	3,942

(Note) Segment profit (loss) is consistent with operating income in the quarterly consolidated statement of income.

2) Difference between the total amount of income (loss) of reported segments and the amount appropriated in the quarterly statement of income, as well as key details of said difference (items related to adjustment of differences).

None.

Cumulative Q3 of FY 2016 (From April 1, 2015 to December 31, 2015)

1) Information on the amount of sales, profit and losses for each reported segments

(Millions of yen)

	Reported segments			Total
	Office Equipment	Industrial Equipment	HCR Equipment	
Net Sales				
Net sales to outside customers	16,678	30,010	2,520	49,209
Inter-segment sales or transfers	—	—	—	—
Total	16,678	30,010	2,520	49,209
Segment profit (loss)	3,448	1,104	(316)	4,236

(Note) Segment profit (loss) is consistent with operating income in the quarterly consolidated statement of income.

2) Difference between the total amount of income (loss) of the reported segments and the amount appropriated in the quarterly statement of income, as well as key details of said difference (items related to adjustment of differences).

None.