

Supplemental Consolidated Financial Materials

1. Financial summary

	Billions of yen		
	FY2011	FY2012	FY2013 [Forecast]
Net sales	703.5	745.8	750.0
Operating income	19.3	22.0	27.0
Ordinary income	18.6	25.7	26.0
Net income	11.8	26.4	14.0

2. Number of consolidated subsidiaries

	FY2011	FY2012	FY2013 [Forecast]
Number of consolidated subsidiaries	47	47	48
Japan	25	25	24
Overseas	22	22	24
Number of equity-method associates	4	5	5

3. Net income per share

	Yen		
	FY2011	FY2012	FY2013 [Forecast]
Net income per share	16.52	36.90	19.59

4. Sales exchange rate (Yen)

	Yen		
	FY2011	FY2012	FY2013 [Forecast]
US\$	79.08	83.10	90.00
EURO	108.98	107.14	115.00

5. Net sales by reporting segment

	Billions of yen		Billions of yen	
	FY2011	FY2012	FY2012 [New segments]	FY2013 [Forecast]
Power & Social Infrastructure	156.6	198.9	156.9	151.1
Industrial Infrastructure	110.5	115.6	198.7	200.0
Power Electronics	150.8	141.6	148.4	164.5
Electronic Devices	112.2	113.6	113.6	111.7
Food & Beverage Distribution	115.5	112.1	112.1	115.4
Others	112.6	116.9	60.6	56.9
Subtotal	758.2	798.7	790.2	799.4
Elimination	-54.7	-52.9	-44.5	-49.4
Total	703.5	745.8	745.8	750.0

Note : Net sales include inter-segment transactions.

6. Operating income by reporting segment

	Billions of yen		Billions of yen	
	FY2011	FY2012	FY2012 [New segments]	FY2013 [Forecast]
Power & Social Infrastructure	12.0	11.6	8.4	8.0
Industrial Infrastructure	4.4	5.0	11.0	11.0
Power Electronics	3.8	2.6	1.2	4.8
Electronic Devices	-0.2	-1.4	-1.4	1.5
Food & Beverage Distribution	2.3	6.4	6.4	6.7
Others	2.6	2.9	1.6	1.5
Subtotal	24.9	27.2	27.3	33.6
Elimination	-5.6	-5.2	-5.3	-6.6
Total	19.3	22.0	22.0	27.0

7. Net overseas sales

	Billions of yen		
	FY2011	FY2012	FY2013 [Forecast]
Asia (except for China)	97.6	95.8	96.0
China	54.8	54.6	58.7
Europe	14.5	14.4	15.3
America	11.6	13.8	15.9
Total	178.4	178.5	186.0

8. R&D expenditures

	Billions of yen
	FY2011
Energy	2.9
Industrial Systems	3.5
Social Systems	4.5
Power Electronics	5.3
Electronic Devices	11.0
ED&C Components	3.0
Vending Machines	1.9
Others	0.0
Total	32.2
Ratio to net sales (%)	4.6%

9. Plant and equipment investment (including leases)

	Billions of yen
	FY2011
Energy	1.1
Industrial Systems	1.1
Social Systems	1.0
Power Electronics	1.7
Electronic Devices	13.4
ED&C Components	2.6
Vending Machines	2.2
Others	2.0
Total	25.0
(Leases)	(10.7)

Note: Leases are included in total plant and equipment investment.

10. Depreciation, Leases paid

	Billions of yen
	FY2011
Energy	1.8
Industrial Systems	1.3
Social Systems	1.2
Power Electronics	2.2
Electronic Devices	22.8
ED&C Components	2.3
Vending Machines	2.7
Others	1.4
Total	35.8
(Leases)	(8.4)

Note: Leases paid for plant and equipment investment and begun to pay before the end of March, 2008.

11. Number of employees

	FY2011
Energy	1,141
Industrial Systems	2,172
Social Systems	4,374
Power Electronics	2,934
Electronic Devices	6,688
ED&C Components	2,711
Vending Machines	1,598
Others	3,355
Total	24,973
Japan	17,933
Overseas	7,040

12. R&D expenditures

	Billions of yen	Billions of yen	
	FY2012	FY2012	FY2013
		[New segments]	[Forecast]
Power & Social Infrastructure	6.8	5.1	4.7
Industrial Infrastructure	4.1	5.3	6.3
Power Electronics	6.7	7.3	8.0
Electronic Devices	9.6	9.6	9.5
Food & Beverage Distribution	3.8	3.8	4.6
Others	0.1	0.0	0.0
Total	31.2	31.2	33.0
Ratio to net sales (%)	4.2%	4.2%	4.4%

13. Plant and equipment investment (including leases)

	Billions of yen	Billions of yen	
	FY2012	FY2012	FY2013
		[New segments]	[Forecast]
Power & Social Infrastructure	2.2	2.0	2.2
Industrial Infrastructure	2.1	2.2	2.3
Power Electronics	7.1	7.2	9.7
Electronic Devices	17.2	17.2	12.4
Food & Beverage Distribution	2.2	2.2	2.7
Others	1.0	0.9	0.9
Total	31.8	31.8	30.2
(Leases)	(16.5)	(16.5)	(10.1)

Note: Leases are included in total plant and equipment investment.

14. Depreciation, Leases paid

	Billions of yen	Billions of yen	
	FY2012	FY2012	FY2013
		[New segments]	[Forecast]
Power & Social Infrastructure	2.6	2.1	2.2
Industrial Infrastructure	1.6	2.2	2.7
Power Electronics	4.1	4.2	5.0
Electronic Devices	20.2	20.2	17.3
Food & Beverage Distribution	2.7	2.7	2.9
Others	1.5	1.3	1.4
Total	32.7	32.7	31.6
(Leases)	(4.2)	(4.2)	(1.7)

Note: Leases paid for plant and equipment investment and begun to pay before the end of March, 2008.

15. Number of employees

	FY2012	FY2012	FY2013
		[New segments]	[Forecast]
Power & Social Infrastructure	4,277	2,768	2,816
Industrial Infrastructure	2,897	5,104	5,059
Power Electronics	5,524	5,941	6,366
Electronic Devices	6,689	6,647	6,841
Food & Beverage Distribution	1,985	1,938	2,410
Others	3,584	2,558	2,544
Total	24,956	24,956	26,036
Japan	18,271	18,271	18,355
Overseas	6,685	6,685	7,681