# **Financial Section**

# **Three-year Financial Data**

| OTSUKA CORPORATION and Consolidated Subsidiaries<br>Years ended December 31, 2012, 2013 and 2014 |          |          | Villions of yen | Thousands of<br>U.S. dollars |
|--|----------|----------|-----------------|------------------------------|
|  | 2012     | 2013     | 2014            | 2014                         |
| Net sales  | ¥515,771 | ¥564,595 | ¥605,766        | \$5,025,853                  |
| System Integration business  | 289,840  | 332,067  | 362,068         | 3,003,967                    |
| Service and Support business   | 225,298  | 231,868  | 243,316         | 2,018,719                    |
| Other business   | 632      | 658      | 381             | 3,166                        |
| Operating income   | 28,251   | 33,901   | 37,097          | 307,790                      |
| Ordinary income  | 29,079   | 33,505   | 38,144          | 316,471                      |
| Income before income taxes and minority interests  | 28,399   | 33,049   | 37,910          | 314,528                      |
| Net income   | 16,277   | 20,271   | 23,455          | 194,599                      |
| Total assets   | 253,158  | 279,589  | 305,513         | 2,534,749                    |
| Interest-bearing debt  | 9,367    | 9,070    | 9,584           | 79,517                       |
| Equity   | 128,471  | 144,150  | 163,277         | 1,354,661                    |
| Net income per share (EPS) (Yen and U.S. dollars)  | 171.70   | 213.83   | 247.41          | 2.05                         |
| Dividends per share of common stock (Yen and U.S. dollars)                                       | 66.66    | 78.33    | 90.00           | 0.75                         |
| Cash flows from operating activities per share (Yen and U.S. dollars)                            | 272.98   | 198.10   | 360.02          | 2.99                         |
| Operating income to Net sales ratio (%)  | 5.48     | 6.00     | 6.12            | _                            |
| Net income to Net sales ratio (%)  | 3.16     | 3.59     | 3.87            | _                            |
| Interest-bearing debt ratio (%)  | 3.70     | 3.24     | 3.14            | _                            |
| Equity ratio (%)   | 50.75    | 51.56    | 53.44           | _                            |
| Return on equity (ROE) (%)   | 13.28    | 14.87    | 15.26           | _                            |

Notes:

Equity = Total net assets - Share subscription rights - Minority interests

Figures for ROE are calculated using average equity.

U.S. dollar amounts are computed using the December 31, 2014 exchange rate of  $\pm$ 120.53 = US $\pm$ 1.

The Company conducted a 3-for-1 stock split for shares of common stock of the Company with July 1, 2014 as the effective date. Accordingly, the amount of Per Share Data is calculated based on the assumption that the share split was conducted at the beginning of the fiscal year 2012.

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## **Summary of Sales and Profits**

|   |          | Mi       |                  |                |  |  |
|---|----------|----------|------------------|----------------|--|--|
|   |          |          | Difference<br>to | % Change<br>to |  |  |
|   | 2013     | 2014     | Last Year        | Last Year      |  |  |
| Net sales   | ¥564,595 | ¥605,766 | +41,170          | +7.3%          |  |  |
| System Integration business                       | 332,067  | 362,068  | +30,000          | +9.0           |  |  |
| Service & Support business                        | 231,868  | 243,316  | +11,447          | +4.9           |  |  |
| Other business                                    | 658      | 381      | -277             | -42.1          |  |  |
| Cost of sales                                     | 440,825  | 474,176  | +33,350          | +7.6           |  |  |
| Gross profit                                      | 123,769  | 131,589  | +7,820           | +6.3           |  |  |
| Selling, general and administrative expenses      | 89,868   | 94,492   | +4,623           | +5.1           |  |  |
| Operating income                                  | 33,901   | 37,097   | +3,196           | +9.4           |  |  |
| Ordinary income                                   | 33,505   | 38,144   | +4,639           | +13.8          |  |  |
| Income before income taxes and minority interests | 33,049   | 37,910   | +4,860           | +14.7          |  |  |
| Income taxes                                      |          |          |                  |                |  |  |
| Current   | 12,767   | 13,886   | +1,119           | +8.8           |  |  |
| Deferred  | -147     | 359      | +507             | _              |  |  |
| Net income  | 20,271   | 23,455   | +3,183           | +15.7          |  |  |

#### Sales Summary

In the fiscal year under review, the OTSUKA Group recorded consolidated net sales of ¥605,766 million increase of ¥41,170 million (7.3%) from the previous fiscal year.

#### System Integration Business

The System Integration business provides optimized system services ranging from consulting to system design and development, transport and installation work and network construction. We firmly seized demand for system upgrades along with demand for replacement purchases for Windows XP, mainly in the January-March quarter. Despite a subsequent falloff in special demand for Windows XP replacement purchases, we recorded growth in unit sales of PCs and servers as well as robust unit sales of copiers. Consequently, net sales for the fiscal year in the System Integration business rose 9.0% to ¥362,068 million.

## Service and Support Business

The Service and Support business provides customers with total service and support for their business operations and installed systems encompassing supplies, hardware and software maintenance, telephone support and outsourcing. Although our "tanomail" office supply mail-order service business was partially affected before and after the consumption tax increase in April, this business subsequently recorded solid results. For the fiscal year, "tanomail" and sales for maintenance and other support rose from the previous fiscal year. As a result, net sales in the Service and Support business rose 4.9% in the fiscal year to ¥243,316 million.

## **Other Business**

In the Other Business, net sales decreased 42.1% from the previous fiscal year to ¥381 million.

#### Summary of Income and Expenses

Regarding profits, gross profit increased 6.3% to ¥131,589 million due to growth in net sales. Because the rise in gross profit exceeded the increase in selling, general and administrative (SG&A) expenses, operating income increased 9.4% to ¥37,097 million, ordinary income increased 13.8% to ¥38,144 million, and net income was up 15.7% to ¥23,455 million. Net income per share amounted to ¥247.41.

\*The Company conducted a 3-for-1 stock split for shares of common stock of the Company with July 1, 2014 as the effective date. Accordingly, the amount of net income per share is calculated based on the assumption that the share split was conducted at the beginning of the fiscal year 2014. The net income per share, calculated without considering the share split, are 742.23 yen for the fiscal year 2014.

## **Financial Position**

|                         |          |          | Difference      | % Change       |  |  |
|-------------------------|----------|----------|-----------------|----------------|--|--|
|                         | 2013     | 2014     | to<br>Last Year | to<br>Last Yea |  |  |
| Assets:                 | ¥279,589 | ¥305,513 | +25,924         | +9.3%          |  |  |
| Current assets          | 215,940  | 234,931  | +18,991         | +8.8           |  |  |
| Non-current assets      | 63,648   | 70,581   | +6,932          | +10.9          |  |  |
| Liabilities:            | 134,522  | 141,165  | +6,642          | +4.9           |  |  |
| Current liabilities     | 128,903  | 133,282  | +4,378          | +3.4           |  |  |
| Non-current liabilities | 5,618    | 7,882    | +2,263          | +40.3          |  |  |
| Net assets              | 145,066  | 164,347  | +19,281         | +13.3          |  |  |

### Assets

Total assets at fiscal year-end increased ¥25,924 million from the previous fiscal year-end ¥305,513 million. Current assets increased ¥18,991 million from the previous fiscal year-end to ¥234,931 million due to an increase in cash and deposits. Non-current assets increased ¥6,932 million from the previous fiscal year-end to ¥70,581 million.

## Liabilities

Total liabilities increased ¥6,642 million to ¥141,165 million. Despite a decrease in Notes and accounts payable-trade, current liabilities increased ¥4,378 million to ¥133,282 million due to an increase in other current liabilities. Non-current liabilities increased ¥2,263 million from the previous fiscal year-end to ¥7,882 million.

## **Net Assets**

Total net assets increased ¥19,281 million from the previous fiscal year-end to ¥164,347 million owing to such factors as an increase in retained earnings. As a result, the equity ratio rose 1.8 percentage points to 53.4%.

The interest coverage ratio was 596.52 times; the interest-bearing debt ratio was 3.14%; return on equity (ROE) was 15.26%; and return on assets (ROA) was 12.78%.

|                                 | 2013   | 2014   |
|---------------------------------|--------|--------|
| Interest coverage ratio (times) | 520.92 | 596.52 |
| Interest-bearing debt ratio (%) | 3.24   | 3.14   |
| ROE (%)                         | 14.87  | 15.26  |
| ROA (%)                         | 12.75  | 12.78  |

Interest coverage ratio = Business profit / (Interest expenses + Interest payable on bonds)

ROA = Business profit / Total assets (average during the fiscal year)

Business profit = Operating income + Interest income + Interest on securities + Dividends income + Equity in net income (loss) of unconsolidated subsidiaries and affiliates

## **Cash flows**

|  |         | Millions of yen |
|--|---------|-----------------|
|  | 2013    | 2014            |
| Cash flows from operating activities     | ¥18,780 | ¥34,130         |
| Cash flows from investing activities     | -3,468  | -5,410          |
| Cash flows from financing activities     | -6,561  | -7,580          |
| Cash and cash equivalents at end of year | 76,863  | 97,943          |

Cash and cash equivalents at end of year totalled ¥97,943 million, an increase of ¥21,079 million from the end of the previous fiscal year. Factors relating to each cash flow category were as follows.

## **Cash Flows from Operating Activities**

Net cash provided by operating activities amounted to ¥34,130 million, a increase of ¥15,350 million from the previous fiscal year, due to an increase in income before income taxes and minority interests from the previous fiscal year.

#### **Cash Flows from Investing Activities**

Net cash used in investing activities increased ¥1,941 million from the previous fiscal year to ¥5,410 million due to an increase in purchase of software.

#### **Cash Flows from Financing Activities**

Net cash used in financing activities increased ¥1,019 million to ¥7,580 million due to an increase in cash dividends paid.

As a result, free cash flows, the sum of cash flows from operating activities and cash flows from investing activities, increased ¥13,409 million to ¥28,720 million.

## Forecast for Fiscal 2015

In fiscal 2015, the Company forecasts a 2.0% increase in consolidated net sales to ¥618,000 million, a 1.4% increase in operating income to ¥37,600 million, a 0.4% increase in ordinary income to ¥38,300 million and a 0.6% increase in net income to ¥23,600 million.

By segment, we forecast a 0.2% increase in net sales to ¥362,660 million in the System Integration business, a 4.8% increase to ¥255,010 million in the Service and Support business and a 13.5% decrease to ¥330 million in the Other Business.

# **Consolidated Balance Sheets**

| OTSUKA CORPORATION and Consolidated Subsidiaries<br>As of December 31, 2013 and 2014 | mbar 31, 2012 and 2014 |                      | Thousands o<br>U.S. dollars |
|--|------------------------|----------------------|-----------------------------|
|  |                        | Millions of yen 2014 |                             |
| ASSETS   | 2013                   | 2014                 | 2014                        |
| Current assets   |                        |                      |                             |
|  | ¥ 69,347               | ¥ 90,234             | \$ 748,645                  |
| Cash and deposits (Note 2)<br>Notes and accounts receivable - trade (Note 4)         | + 09,347<br>99,664     | ¥ 90,234<br>98,066   | \$ 748,045<br>813,624       |
| Securities   | 5,700                  | -                    | -                           |
| Merchandise  | 18,864                 | 5,900<br>17,822      | 48,950<br>147,866           |
|  | 934                    | 993                  | -                           |
| Work in process  |                        |                      | 8,239                       |
| Raw materials and supplies   | 843                    | 810                  | 6,722                       |
| Deferred tax assets  | 3,521                  | 2,969                | 24,637                      |
| Other  | 17,225                 | 18,282               | 151,682                     |
| Allowance for doubtful accounts  | (160)                  | (146)                | (1,212                      |
| Total current assets   | 215,940                | 234,931              | 1,949,156                   |
| Non-current assets   |                        |                      |                             |
| Property, plant and equipment  |                        |                      |                             |
| Buildings and structures   | 65,862                 | 63,351               | 525,610                     |
| Accumulated depreciation and impairment loss   | (42,090)               | (41,080)             | (340,836                    |
| Buildings and structures, net  | 23,772                 | 22,270               | 184,774                     |
| Land (Note 3)  | 17,244                 | 16,832               | 139,656                     |
| Other  | 13,786                 | 13,553               | 112,452                     |
| Accumulated depreciation and impairment loss   | (10,829)               | (10,294)             | (85,408                     |
| Other, net   | 2,957                  | 3,259                | 27,043                      |
| Total property, plant and equipment  | 43,974                 | 42,363               | 351,474                     |
| Intangible assets  |                        |                      |                             |
| Software   | 5,112                  | 8,133                | 67,477                      |
| Other  | 59                     | 59                   | 496                         |
| Total intangible assets  | 5,172                  | 8,192                | 67,973                      |
| Investments and other assets   |                        |                      |                             |
| Investment securities (Note 1)   | 7,584                  | 8,671                | 71,945                      |
| Guarantee deposits   | 2,437                  | 2,553                | 21,183                      |
| Long-term prepaid expenses   | 1,719                  | 291                  | 2,421                       |
| Deferred tax assets  | 1,394                  | 1,338                | 11,101                      |
| Net defined benefit asset  |                        | 5,389                | 44,718                      |
| Other  | 2,866                  | 1,977                | 16,406                      |
| Allowance for doubtful accounts  | (1,501)                | (196)                | (1,631                      |
| Total investments and other assets   | 14,502                 | 20,025               | 166,145                     |
| Total non-current assets   | 63,648                 | 70,581               | 585,593                     |
| Total assets   | ¥279,589               | ¥305,513             | \$2,534,749                 |

|  |          | Millions of yen | Thousands o<br>U.S. dollars |  |
|--|----------|-----------------|-----------------------------|--|
|  | 2013     | 2014            | 2014                        |  |
| Liabilities  |          |                 |                             |  |
| Current liabilities                                    |          |                 |                             |  |
| Notes and accounts payable – trade (Notes 2,4)         | ¥ 70,509 | ¥ 67,066        | \$ 556,433                  |  |
| Electronically recorded obligations - operating        | 14,546   | 15,389          | 127,684                     |  |
| Short-term loans payable                               | 6,950    | 6,850           | 56,832                      |  |
| Lease obligations                                      | 708      | 960             | 7,965                       |  |
| Income taxes payable                                   | 7,034    | 8,007           | 66,433                      |  |
| Advances received                                      | 9,990    | 10,845          | 89,978                      |  |
| Provision for bonuses                                  | 3,097    | 3,126           | 25,943                      |  |
| Other  | 16,066   | 21,036          | 174,532                     |  |
| Total current liabilities                              | 128,903  | 133,282         | 1,105,804                   |  |
| Non-current liabilities                                |          |                 |                             |  |
| Lease obligations                                      | 1,412    | 1,774           | 14,718                      |  |
| Deferred tax liabilities                               | 499      | 2,059           | 17,087                      |  |
| Deferred tax liabilities for land revaluation (Note 3) | 189      | 142             | 1,184                       |  |
| Provision for retirement benefits                      | 2,288    | _               | _                           |  |
| Provision for directors' retirement benefits           | 535      | 582             | 4,830                       |  |
| Net defined benefit liability                          | _        | 2,533           | 21,018                      |  |
| Asset retirement obligations                           | 227      | 215             | 1,789                       |  |
| Other  | 465      | 575             | 4,772                       |  |
| Total non-current liabilities                          | 5,618    | 7,882           | 65,400                      |  |
| Total liabilities                                      | 134,522  | 141,165         | 1,171,205                   |  |
| Net assets   |          |                 |                             |  |
| Shareholders' equity                                   |          |                 |                             |  |
| Capital stock  | 10,374   | 10,374          | 86,076                      |  |
| Capital surplus  | 16,254   | 16,254          | 134,860                     |  |
| Retained earnings                                      | 129,640  | 145,326         | 1,205,732                   |  |
| Treasury shares  | (127)    | (135)           | (1,126)                     |  |
| Total shareholders' equity                             | 156,142  | 171,820         | 1,425,544                   |  |
| Accumulated other comprehensive income                 |          |                 |                             |  |
| Unrealized holding gain in securities                  | 2,314    | 2,974           | 24,677                      |  |
| Revaluation reserve for land (Note 3)                  | (14,304) | (14,069)        | (116,729)                   |  |
| Foreign currency translation adjustment                | (0)      | 52              | 433                         |  |
| Remeasurements of defined benefit plans                | _        | 2,499           | 20,735                      |  |
| Total accumulated other comprehensive income           | (11,991) | (8,543)         | (70,882)                    |  |
| Minority interests                                     | 915      | 1,070           | 8,883                       |  |
| Total net assets                                       | 145,066  | 164,347         | 1,363,544                   |  |
| Total liabilities and net assets                       | ¥279,589 | ¥305,513        | \$2,534,749                 |  |

| OTSUKA CORPORATION and Consolidated Subsidiaries<br>For the years ended December 31, 2013 and 2014 |          | Millions of yen | Thousands of<br>U.S. dollars |
|--|----------|-----------------|------------------------------|
|  | 2013     | 2014            | 2014                         |
| Net sales  | ¥564,595 | ¥605,766        | \$5,025,853                  |
| Cost of sales  | 440,825  | 474,176         | 3,934,092                    |
| Gross profit   | 123,769  | 131,589         | 1,091,760                    |
| Selling, general and administrative expenses   | -,       | - )             | ,,                           |
| Salaries, allowances and bonuses   | 38,863   | 40,069          | 332,444                      |
| Directors' compensations   | 614      | 580             | 4,819                        |
| Welfare expenses   | 5,984    | 6,278           | 52,087                       |
| Rent expenses  | 5,504    | 6,047           | 50,175                       |
| Transportation and warehousing expenses  | 14,116   | 15,570          | 129,179                      |
| Provision for bonuses  | 2,018    | 2,055           | 17,053                       |
| Retirement benefit expenses  | 2,143    | 1,962           | 16,278                       |
| Provision for directors' retirement benefits   | 80       | 72              | 605                          |
| Provision of allowance for doubtful accounts   | 13       | 25              | 213                          |
| Depreciation   | 3,344    | 3,562           | 29,557                       |
| Other  | 17,183   | 18,267          | 151,556                      |
| Total Selling, general and administrative expenses (Note 1)  | 89,868   | 94,492          | 783,970                      |
| Operating income   | 33,901   | 37,097          | 307,790                      |
| Non-operating income   |          | ,               | ,                            |
| Interest income  | 47       | 42              | 356                          |
| Dividend income  | 76       | 78              | 647                          |
| House rent income  | 234      | 238             | 1,979                        |
| Income from recycling  | 104      | 212             | 1.766                        |
| Gain on Equity in earnings of affiliated companies   |          | 174             | 1,451                        |
| Foreign exchange gains   | 45       | 140             | 1,169                        |
| Other  | 291      | 223             | 1,857                        |
| Total non-operating income   | 799      | 1,112           | 9,228                        |
| Non-operating expenses   |          | ,               | -, -                         |
| Interest expenses  | 65       | 62              | 520                          |
| Provision of allowance for doubtful accounts   | 1,058    | _               | _                            |
| Loss on Equity in earnings of affiliated companies   | 55       | _               | _                            |
| Other  | 16       | 3               | 26                           |
| Total non-operating expenses   | 1,195    | 65              | 546                          |
| Ordinary income  | 33,505   | 38,144          | 316,471                      |
| Extraordinary income   |          |                 |                              |
| Gain on sales of Property, plant and equipment (Note 2)  |          | 56              | 471                          |
| Gain on liquidation of subsidiaries and affiliates   | _        | 223             | 1,858                        |
| Gain on sales of investment securities   | 105      | 29              | 246                          |
| Compensation income  | 32       | 52              | 438                          |
| Other  | 0        | _               | _                            |
| Total extraordinary income   | 138      | 363             | 3,014                        |
| Extraordinary losses   |          |                 |                              |
| Loss on sales of Property, plant and equipment (Note 3)  |          | 393             | 3,267                        |
| Loss on disposal of Property, plant and equipment and Intangible assets (Note 4)                   | 166      | 118             | 981                          |
| Impairment loss  | 259      | 6               | 54                           |
| Loss on valuation of investment securities   | 54       | 77              | 647                          |
| Provision of allowance for doubtful accounts (Note 5)  | 94       | _               | _                            |
| Other  | 18       | 0               | 5                            |
| Total extraordinary losses   | 594      | 597             | 4,956                        |
| Income before income taxes and minority interests  | 33,049   | 37,910          | 314,528                      |
| Income taxes-current   | 12,767   | 13,886          | 115,213                      |
| Income taxes-deferred  | (147)    | 359             | 2,984                        |
| Total income taxes   | 12,619   | 14,246          | 118,197                      |
| Income before minority interests   | 20,429   | 23,663          | 196,331                      |
| •  |          | 208             | 1,731                        |
| Minority interests in income   | 157      | 200             | 1,/31                        |

# **Consolidated Statements of Comprehensive Income**

| OTSUKA CORPORATION and Consolidated Subsidiaries                                  |                 |         | Thousands of |
|---|-----------------|---------|--------------|
| For the years ended December 31, 2013 and 2014                                    | Millions of yen |         | U.S. dollars |
|   | 2013            | 2014    | 2014         |
| Income before minority interests  | ¥20,429         | ¥23,663 | \$196,331    |
| Other comprehensive income  |                 |         |              |
| Unrealized holding gain in securities   | 1,628           | 662     | 5,495        |
| Share of other comprehensive income of entities accounted for using equity method | 99              | 51      | 424          |
| Revaluation reserve for land  |                 | 235     | 1,949        |
| Total other comprehensive income (Note 1)   | 1,728           | 948     | 7,869        |
| Comprehensive income  | ¥22,158         | ¥24,612 | \$204,200    |
| Comprehensive income attributable to :  |                 |         |              |
| Comprehensive income attributable to owners of parent                             | ¥22,000         | ¥24,403 | \$202,468    |
| Comprehensive income attributable to minority interests                           | 157             | 208     | 1,731        |

| OTSUKA CORPORATION and Consolidated Subsidiaries     |                      |                    |                      |                    | Millions of yen         |  |
|--|----------------------|--------------------|----------------------|--------------------|-------------------------|--|
| For the year ended December 31, 2013                 | Shareholders' equity |                    |                      |                    |                         |  |
|  |                      |                    |                      |                    | Total                   |  |
|  | Capital<br>stock     | Capital<br>surplus | Retained<br>earnings | Treasury<br>shares | shareholders'<br>equity |  |
| Balance at January 1, 2013                           | ¥10,374              | ¥16,254            | ¥115,688             | ¥(126)             | ¥142,191                |  |
| Dividends of surplus                                 |                      |                    | (6,320)              |                    | (6,320)                 |  |
| Net income   |                      |                    | 20,271               |                    | 20,271                  |  |
| Purchase of treasury shares                          |                      |                    |                      | (1)                | (1)                     |  |
| Net changes of items other than shareholders' equity |                      |                    |                      |                    |                         |  |
| Total changes of items during the period             | _                    | _                  | 13,951               | (1)                | 13,950                  |  |
| Balance as of December 31, 2013                      | ¥10,374              | ¥16,254            | ¥129,640             | ¥(127)             | ¥156,142                |  |

|   |   |                                    |  |   |   |                       | Millions of yen     |
|---|---|------------------------------------|--|---|---|-----------------------|---------------------|
| -   |   | Accumulated o                      | ther comprehe                                    | ensive income                                 |   |                       |                     |
| -   | Unrealized<br>holding gain<br>in securities | Revaluation<br>reserve<br>for land | Foreign<br>currency<br>translation<br>adjustment | Remeasurements<br>of defined<br>benefit plans | Total accumulated<br>other<br>comprehensive<br>income | Minority<br>interests | Total net<br>assets |
| Balance at January 1, 2013                              | ¥ 678                                       | ¥(14,304)                          | ¥(93)  |   | ¥(13,719)   | ¥796                  | ¥129,268            |
| Dividends of surplus                                    |   |                                    |  |   |   |                       | (6,320)             |
| Net income  |   |                                    |  |   |   |                       | 20,271              |
| Purchase of treasury shares                             |   |                                    |  |   |   |                       | (1)                 |
| Net changes of items other than<br>shareholders' equity | 1,635                                       | _                                  | 92   | _   | 1,728   | 118                   | 1,847               |
| Total changes of items during the period                | 1,635                                       |                                    | 92   |   | 1,728   | 118                   | 15,797              |
| Balance as of December 31, 2013                         | ¥2,314                                      | ¥(14,304)                          | ¥ (0)  | _   | ¥(11,991)   | ¥915                  | ¥145,066            |

| OTSUKA CORPORATION and Consolidated Subsidiaries     |         |         |                   |          | Millions of yen |
|--|---------|---------|-------------------|----------|-----------------|
| For the year ended December 31, 2014                 |         | Sha     | reholders' equity |          |                 |
|  |         |         |                   |          | Total           |
|  | Capital | Capital | Retained          | Treasury | shareholders'   |
|  | stock   | surplus | earnings          | shares   | equity          |
| Balance at January 1, 2014                           | ¥10,374 | ¥16,254 | ¥129,640          | ¥(127)   | ¥156,142        |
| Dividends of surplus                                 |         |         | (7,426)           |          | (7,426)         |
| Net income   |         |         | 23,455            |          | 23,455          |
| Change in the scope of consolidation                 |         |         | (107)             |          | (107)           |
| Transfer from Revaluation Reserve for Land           |         |         | (235)             |          | (235)           |
| Purchase of treasury shares                          |         |         |                   | (8)      | (8)             |
| Net changes of items other than shareholders' equity |         |         |                   |          |                 |
| Total changes of items during the period             | _       | _       | 15,686            | (8)      | 15,678          |
| Balance as of December 31, 2014                      | ¥10,374 | ¥16,254 | ¥145,326          | ¥(135)   | ¥171,820        |

|   |              |                     |                                       |                             |                         |                    | Millions of yen     |
|---|--------------|---------------------|---------------------------------------|-----------------------------|-------------------------|--------------------|---------------------|
| -   |              | Accumulated o       | other comprehe                        | ensive income               |                         |                    |                     |
|   | Unrealized   | Revaluation         | Foreign                               | Remeasurements              | Total accumulated other |                    |                     |
|   | holding gain | reserve<br>for land | currency<br>translation<br>adjustment | of defined<br>benefit plans | comprehensive<br>income | Minority interests | Total net<br>assets |
| Balance at January 1, 2014                              | ¥2,314       | ¥(14,304)           | ¥ (0)                                 | _                           | ¥(11,991)               | ¥ 915              | ¥145,066            |
| Dividends of surplus                                    |              |                     |                                       |                             |                         |                    | (7,426)             |
| Net income  |              |                     |                                       |                             |                         |                    | 23,455              |
| Change in the scope of<br>consolidation                 |              |                     |                                       |                             |                         |                    | (107)               |
| Transfer from Revaluation<br>Reserve for Land           |              |                     |                                       |                             |                         |                    | (235)               |
| Purchase of treasury shares                             |              |                     |                                       |                             |                         |                    | (8)                 |
| Net changes of items other than<br>shareholders' equity | 660          | 235                 | 53                                    | 2,499                       | 3,447                   | 155                | 3,602               |
| Total changes of items during the period                | 660          | 235                 | 53                                    | 2,499                       | 3,447                   | 155                | 19,281              |
| Balance as of December 31, 2014                         | ¥2,974       | ¥(14,069)           | ¥52                                   | ¥2,499                      | ¥ (8,543)               | ¥1,070             | ¥164,347            |

OTSUKA CORPORATION and Consolidated Subsidiaries Thousands of U.S. dollars For the year ended December 31, 2014 Shareholders' equity Total Capital Capital Retained Treasury shareholders' surplus stock earnings shares equity Balance at January 1, 2014 \$86,076 \$134,860 \$1,075,584 \$(1,059) \$1,295,462 Dividends of surplus (61,613) (61,613) Net income 194,599 194,599 Change in the scope of consolidation (888) (888) Transfer from Revaluation Reserve for Land (1,949) (1,949) Purchase of treasury shares (67) (67) Net changes of items other than shareholders' equity Total changes of items during the period 130,148 (67) 130,081 Balance as of December 31, 2014 \$86,076 \$134,860 \$1,205,732 \$(1,126) \$1,425,544

|   |               |               |               |                |                   | Thousand  | s of U.S. dollars |
|---|---------------|---------------|---------------|----------------|-------------------|-----------|-------------------|
|   |               | Accumulated o | ther comprehe | ensive income  |                   |           |                   |
|   |               |               | Foreign       |                | Total accumulated |           |                   |
|   | Unrealized    | Revaluation   | currency      | Remeasurements | other             |           |                   |
|   | holding gain  | reserve       | translation   | of defined     | comprehensive     | Minority  | Total net         |
|   | in securities | for land      | adjustment    | benefit plans  | income            | interests | assets            |
| Balance at January 1, 2014                              | \$19,199      | \$(118,679)   | \$ (7)        |                | \$(99,487)        | \$7,595   | \$1,203,570       |
| Dividends of surplus                                    |               |               |               |                |                   |           | (61,613)          |
| Net income  |               |               |               |                |                   |           | 194,599           |
| Change in the scope of<br>consolidation                 |               |               |               |                |                   |           | (888)             |
| Transfer from Revaluation<br>Reserve for Land           |               |               |               |                |                   |           | (1,949)           |
| Purchase of treasury shares                             |               |               |               |                |                   |           | (67)              |
| Net changes of items other than<br>shareholders' equity | 5,478         | 1,949         | 440           | 20,735         | 28,604            | 1,287     | 29,892            |
| Total changes of items during the period                | 5,478         | 1,949         | 440           | 20,735         | 28,604            | 1,287     | 159,973           |
| Balance as of December 31, 2014                         | \$24,677      | \$(116,729)   | \$433         | \$20,735       | \$(70,882)        | \$8,883   | \$1,363,544       |

| OTSUKA CORPORATION and Consolidated Subsidiaries<br>For the years ended December 31, 2013 and 2014   | ١        | Millions of yen |           |
|--|----------|-----------------|-----------|
|  | 2013     | 2014            | 2014      |
| Cash flows from operating activities:  |          |                 |           |
| Income before income taxes and minority interests  | ¥33,049  | ¥37,910         | \$314,528 |
| Depreciation   | 5,454    | 5,286           | 43,860    |
| Impairment loss  | 259      | 6               | 54        |
| Increase (decrease) in allowance for doubtful accounts   | 756      | (253)           | (2,104)   |
| Interest and dividend income   | (123)    | (121)           | (1,004)   |
| Interest expenses  | 65       | 62              | 520       |
| Loss (gain) on Equity in earnings of affiliated companies  | 55       | (174)           | (1,451)   |
| (Gain) on liquidation of subsidiaries and affiliates   |          | (223)           | (1,858)   |
| Compensation income  | (32)     | (52)            | (438)     |
| Loss on disposal of Property, plant and equipment and Intangible assets                              | 166      | 118             | 981       |
| Loss (gain) on sales of Property, plant and equipment  |          | 337             | 2,796     |
| Decrease (increase) in notes and accounts receivable - trade   | (12,377) | 1,664           | 13,811    |
| Decrease (increase) in inventories   | (4,148)  | 1,004           | 8,316     |
|  | . ,      | -               | -         |
| Increase (decrease) in notes and accounts payable - trade  | 8,078    | (2,558)         | (21,223)  |
| Loss (gain) on sales of investment securities  | (105)    | (29)            | (246)     |
| Loss (gain) on valuation of investment securities  | 54       | 77              | 647       |
| Other, net   | 1,152    | 3,827           | 31,756    |
| Subtotal   | 32,305   | 46,879          | 388,948   |
| Interest and dividend income received  | 171      | 190             | 1,581     |
| Interest expenses paid   | (65)     | (63)            | (524)     |
| Proceeds from compensation   | 32       | 52              | 438       |
| Income taxes paid  | (13,663) | (12,929)        | (107,273) |
| Net cash provided by (used in) operating activities  | 18,780   | 34,130          | 283,171   |
| Cash flows from investing activities:  |          |                 |           |
| Purchase of property, plant and equipment  | (1,562)  | (1,907)         | (15,822)  |
| Proceeds from sales of property, plant and equipment   | —        | 494             | 4,100     |
| Purchase of software   | (3,014)  | (5,180)         | (42,984)  |
| Purchase of investment securities  | (166)    | (22)            | (182)     |
| Proceeds from sales of investment securities   | 120      | 30              | 252       |
| Proceeds from redemption of investment securities  | 1,000    | —               | _         |
| Proceeds from liquidation of subsidiaries  | —        | 1,273           | 10,565    |
| Payments of long-term loans receivable   | (219)    | (7)             | (65)      |
| Collection of long-term loans receivable   | 81       | 26              | 223       |
| Other, net   | 291      | (117)           | (971)     |
| Net cash provided by (used in) investing activities  | (3,468)  | (5,410)         | (44,885)  |
| Cash flows from financing activities:  |          |                 |           |
| Net increase (decrease) in short-term loans payable  | (200)    | (100)           | (829)     |
| Cash dividends paid  | (6,320)  | (7,425)         | (61,604)  |
| Other, net   | (40)     | (55)            | (459)     |
| Net cash provided by (used in) financing activities  | (6,561)  | (7,580)         | (62,893)  |
| Net increase (decrease) in cash and cash equivalents   | 8,750    | 21,140          | 175,392   |
| Cash and cash equivalents at beginning of year   | 68,113   | 76,863          | 637,715   |
| Decrease in cash and cash equivalents resulting<br>from exclusion of subsidiaries from consolidation |          | (60)            | (500)     |
|  |          | ¥97,943         |           |

## Notes to Consolidated Financial Statements

OTSUKA CORPORATION and Consolidated Subsidiaries

## (FRAMEWORK FOR PREPARING CONSOLIDATED FINANCIAL STATEMENTS)

## 1. Basis of Presentation of the Consolidated Financial Statements

## **Accounting Principles**

The accompanying consolidated financial statements of OTSUKA CORPORATION ("the Company") and its subsidiaries are prepared on the basis of accounting principles generally accepted in Japan, which are different in certain respects as to the application and disclosure requirements from International Financial Reporting Standards.

## 2. Summary of Significant Accounting Policies

#### (1) Scope of consolidation

As of December 31, 2013 and 2014 subsidiaries and consolidated subsidiaries were as follows:

|                             | 2013 | 2014 |
|-----------------------------|------|------|
| Subsidiaries                | 10   | 9    |
| (Consolidated subsidiaries) | (7)  | (6)  |

The 6 subsidiaries which were consolidated in the year ended December 31, 2014 are listed below:

| A ratio of voting rights held by the Compar |        |  |  |  |
|---|--------|--|--|--|
| OSK Co.,LTD.                                | 100.0% |  |  |  |
| Alpha Techno Co.,LTD.                       | 100.0% |  |  |  |
| Alpha System Co.,LTD.                       | 100.0% |  |  |  |
| Alpha Net Co.,LTD.                          | 100.0% |  |  |  |
| Otsuka Auto Service Co., LTD.               | 100.0% |  |  |  |
| Networld Corporation                        | 81.5%  |  |  |  |

The Company and its consolidated subsidiaries are hereinafter referred to as "the Companies."

The consolidated subsidiaries listed above apply a fiscal year ending on December 31 of each year, which is the same as that of the Company.

The accounts of the unconsolidated subsidiaries consisted of insignificant amounts in terms of total assets, net sales, net income and retained earnings, and have, therefore, been excluded from consolidation.

Netplan Co.,LTD. was excluded from the scope of consolidation due to its decreased significance by business reduction.

## (2) Investments in unconsolidated subsidiaries and affiliates

As of December 31, 2013 and 2014 unconsolidated subsidiaries and affiliates were as follows:

|                                   | 2013 | 2014 |
|-----------------------------------|------|------|
| Unconsolidated subsidiaries       | 3    | 3    |
| Affiliates                        | 9    | 8    |
| (Affiliates by the equity method) | (2)  | (2)  |

Investments in unconsolidated subsidiaries and affiliates not accounted for by the equity method were carried at cost, since they did not have a material impact on consolidated net income and retained earnings in the consolidated financial statements.

The 2 investments in affiliate by the equity method as of December 31, 2014 are listed below:

| A ratio of voting rights held by    | y the Company |
|-------------------------------------|---------------|
| Otsuka Information Technology Corp. | 37.8%         |
| LION OFFICE PRODUCTS CORP.          | 40.4%         |

As for LION OFFICE PRODUCTS CORP. whose fiscal year-end is different from the Company's fiscal year-end, the Company uses its interim financial statements whose fiscal year-end is most recent on the Company's, with reasonable adjustments that would have been made to conform to financial statements as of the Company's fiscal year-end and for the year then ended, for equity accounting purposes.

## (3) Financial instruments

(a) Securities

Securities held by the Companies are classified into two categories:

- Held-to-maturity debt securities
- Held-to-maturity debt securities are stated using amortized cost method on a straight-line basis.
- Available-for-sale securities

Securities with market quotations are stated at fair value, based on market prices at the balance sheet date. (Unrealized gains/losses from valuation of marketable securities are charged directly to net assets at a net-of-tax amount, while cost of sale is determined by the moving-average method.)

Securities without market quotations are stated at cost, determined by the moving-average method.

Regarding investments in limited partnerships and similar investments, an amount equivalent to the Company's partnership investment gain or loss under the equity method, with such a gain or loss being based on the latest available financial statements of the corresponding limited partnerships, was recognized in the consolidated statement of income.

(b) Derivatives

All derivatives are stated at fair value, with changes in fair value included in the consolidated statement of income for the period in which they arise.

#### (4) Inventories

Inventories are stated at cost (the book value of inventories on the balance sheet is stated by writing down based on their decrease in profitability).

| Merchandise                | Primarily, moving-average method |
|----------------------------|----------------------------------|
| Work in process            | Specific identification method   |
| Raw materials and supplies | Primarily, moving-average method |

#### (5) Property and equipment (excluding lease assets)

Depreciation is computed using the declining-balance method, at rates based on the estimated useful lives of assets. Depreciation of buildings (excluding facilities attached to buildings) newly acquired after April 1, 1998 has been provided based on the straight-line method.

Estimated useful lives of assets are principally as follows:

Buildings and structures — 15 to 50 years

Other - 4 to 10 years

Normal repairs and maintenance, including minor renewals and improvements, are charged to the consolidated statement of income as incurred.

#### (6) Software (excluding lease assets)

Development costs of computer software to be sold are amortized based on the estimated sales revenue with the minimum amortization amount calculated based on a useful life within 3 years.

Software developed for internal use is amortized on a straight-line basis over the estimated useful life of the asset, which is mainly 5 years.

#### (7) Leases

Depreciation of finance lease assets, which do not transfer ownership of the assets at the end of the lease term, is calculated by the straight-line method over the lease periods, which are deemed as the useful lives, assuming no residual value.

However, finance lease transactions entered before December 31, 2008, which do not substantially transfer ownership of the assets, are continuously accounted for as operating leases.

#### (8) Allowance for doubtful accounts

An allowance for doubtful accounts is provided at an amount of potential losses from uncollectable receivables based on the historical rate of losses from bad debts for ordinary receivables, and on the estimated collectability of receivables from companies in financial difficulty.

#### (9) Provision for bonuses

The Companies provide accrued bonuses for employees based on the estimated amounts to be paid in respect of the fiscal year.

#### (10) Provision for directors' retirement benefits

The Companies have retirement benefits for directors.

Retirement benefits for directors at the balance sheet date are based on an estimate of the amounts to be paid as retirement allowance by the Company and certain of its consolidated subsidiaries for services rendered by directors by that date.

#### (11) Accounting methods for retirement benefits

(a)The method to attribute expected benefit to periods of service

The retirement benefit obligation for employee is attributed to each period by the straight-line method over the estimated years of service of the eligible employees.

(b)The method of recording of actuarial gains and losses and prior service costs

Prior service cost is being amortized as incurred by the straight-line method over periods (12 years), which are shorter than the average remaining years of service of the employees.

Actuarial gain or loss is amortized in the following the year in which the gain or loss is recognized primarily by the straight-line method over periods (12 years), which are shorter than the average remaining years of service of the employees.

#### (12) The revenue recognition basis regarding the make-to-order software

Revenues and costs of the make-to-order software contracts of which the percentage of completion can be reliably estimated, are recognized by the percentage-of-completion method. The completed-contract method continues to be applied for contracts for which the percentage of completion cannot be reliably estimated.

## (13) Cash and cash equivalents

Cash and cash equivalents in the consolidated statements of cash flows are composed of cash in hand, bank deposits which can be withdrawn on demand and short-term investments with an original maturity of three months or less and which represent a minor risk of fluctuation in value.

#### (14) Accounting for income taxes

Income taxes of the Companies consist of corporate income taxes, local inhabitant taxes and enterprise taxes. The Companies have adopted the deferred tax accounting method. Income taxes were determined using the asset and liability approach, whereby deferred tax assets and liabilities were recognized in respect of temporary differences between the tax basis of assets and liabilities and those as reported in the consolidated financial statements.

#### (15) Accounting for the consumption tax

The Japanese Consumption Tax Law generally imposes consumption tax at a flat rate on all domestic consumption of goods and services. The consumption tax withheld upon sale is not included in the amount of "Net sales" in the accompanying consolidated statements of income but is recorded as a liability. Consumption tax, which is paid by the Companies on purchases of goods and services, is not included in the amounts of costs/expenses in the consolidated statements of income, but is offset against the balance withheld, and the net balance is included in "Other" in current liabilities in the consolidated balance sheets.

#### (16) Changes in accounting policies

#### <Application of the accounting standard for retirement benefits>

The Company and its domestic subsidiaries adopted the Accounting Standard for Retirement Benefits (ASBJ Statement No. 26, on 17th May 2012; hereinafter "retirement benefits' accounting standard") and Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25, on 17th May 2012; hereinafter "retirement benefits' guidance") at the end of the current fiscal year (except for certain provisions described in the main clause of Paragraph 35 of the standard and in the main clause of Paragraph 67 of the guidance).

These accounting standards require entities to apply a revised method for recording the retirement benefit obligation, after deducting pension plan assets as a liability for retirement benefit. In addition, unrecognized actuarial differences and unrecognized prior service costs are recorded as a liability for retirement benefits.

Regarding the application of the accounting standard for retirement benefit, based on the provisional treatment set out in Paragraph 37 of the standard, at the end of the current fiscal year, the effects of such changes in the current fiscal year have been recorded in retirement benefits liability adjustments through accumulated other comprehensive income.

As a result of this change, at the end of the current fiscal year, "Net defined benefit asset" of ¥5,389 million (\$44,718 thousand) and "Net defined benefit liability" of ¥2,533 million (\$21,018 thousand) were recorded and "Accumulated other comprehensive income" increased by ¥2,499 million (\$20,735 thousand).

In addition, the financial impact on "Net assets per share" is described in the relevant part.

#### (17) Accounting standards issued but not yet adopted

## (a) Accounting standards for business combinations

- Accounting Standards for Business Combinations (ASBJ Statement No. 21 on 13th September, 2013)
- Accounting Standards for Consolidated Financial Statements (ASBJ Statement No. 22 on 13th September, 2013)
- Accounting Standard for Business Divestitures (ASBJ Statement No. 7, on 13th September, 2013)
- Accounting Standard for Earnings Per Share (ASBJ Statement No. 2, on 13th September, 2013)
- Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures (ASBJ Guidance No. 10, on 13th September, 2013)
- Guidance on Accounting Standard for Earnings Per Share (ASBJ Guidance No. 4, on 13th September, 2013)

## (1) Outline

Under these revised accounting standards, the following were mainly amended.

①The accounting treatment for changes in a parents' ownership interest in a subsidiary when the parent retains control over the subsidiary in the additional acquisition of shares in a subsidiary

- <sup>(2)</sup>The accounting treatment of acquisition related costs
- ③Change in presentation of net income and changes of the presentation to "non-controlling interests" from minority interests
- (4) Transitional provisions for accounting treatments

#### (2) Expected adoption date

The revised accounting standard and guidance will be adopted from the beginning of the fiscal period ending 31st December 2016. The provisional accounting treatments will apply to corporate business combinations performed on or after the beginning of the fiscal period ending 31st December 2016.

#### (3) Effect of application of the standards

The financial impact of the application of these accounting standards on the consolidated financial statements is currently being evaluated.

#### (b) Accounting Standard for Retirement Benefits

- Accounting Standard for Retirement Benefits (ASBJ Statement No. 26, 17th May 2012)
- Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25, 17th May 2012)

#### (1) Outline

Based on the viewpoint of improving financial reporting and international movement, amendments were made with a focus on the methods of processing unrecognized actuarial differences and unrecognized prior service costs, the methods of calculating retirement benefit obligations and service costs, and the expansion of disclosure.

#### (2) Expected adoption date

The revised methods of calculating the retirement benefit obligations and service costs will be adopted from the beginning of the fiscal period ending 31st December 2015.

#### (3) Effect of application of the standards

The financial impact of the application of these accounting standards on the consolidated financial statements is currently being evaluated.

#### (18) Change in accounting classification

#### <Consolidated Statements of Income>

Up until the prior fiscal year ended December 31, 2013, the Company had recorded foreign exchange gains as other under non-operating income. However, they have decided to record such gain and loss due to its increased significance by exceeded 10% of the total amount of Non-operating income.

In order to reflect this change, the companies rearranged Consolidated Financial Statements of the previous fiscal year.

As a result of this change, ¥337 million (\$2,797 thousand) in "Other" under "Non-operating income" is separated as ¥45 million (\$380 thousand) in the "Foreign exchange gains" and ¥291million (\$2,416 thousand) in "Other".

#### (19) Rounding of amounts

Amounts of less than a million yen have been omitted.

## 3. U.S. Dollar Amounts

Amounts in U.S. dollars are included solely for the convenience of readers outside Japan. The rate of ¥120.53=US\$1, the rate of exchange on December 31, 2014, has been used in translation. The inclusion of such amounts is not intended to imply that Japanese yen have been or could be readily converted, realized or settled in U.S. dollars at this rate.

## (CONSOLIDATED BALANCE SHEETS)

## \*1. Investment securities

As of December 31, 2013 and 2014, principal items related to unconsolidated subsidiaries and affiliates were as follows:

|                                 |        | Millions of yen |          |  |
|---------------------------------|--------|-----------------|----------|--|
|                                 | 2013   | 2014            | 2014     |  |
| Investment securities (stocks)  | ¥2,163 | ¥2,314          | \$19,206 |  |
| Investment securities (capital) | 217    | 217             | 1,801    |  |

## \*2. Pledged Assets

As of December 31, 2013 and 2014, assets pledged as collateral for notes and accounts payable-trade were as follows:

|               |      | Millions of yen |      |
|---------------|------|-----------------|------|
|               | 2013 | 2014            | 2014 |
| Time deposits | ¥5   | ¥5              | \$41 |

## \*3. Land Revaluation

Pursuant to the Law Concerning Land Revaluation, the Company revalued land used for business activities on December 31, 2001. The excess of the revalued carrying amount over the book value before revaluation was recorded as "Revaluation difference on land", net assets in the accompanying consolidated balance sheets. The land prices used for the revaluation were determined based on the prices in the official notice published by the Commissioner of the National Tax Agency in accordance with Article 2, Paragraphs 3 and 4 of the Enforcement Ordinance Concerning Land Revaluation, after making reasonable adjustments. Revaluation is permitted for one time only.

As of December 31, 2013 and 2014, the excess of the book value after revaluation over the fair value were as follows:

|        | Millions of yen |           |
|--------|-----------------|-----------|
| 2013   | 2014            | 2014      |
| ¥(738) | ¥(637)          | \$(5,285) |

## \*4. Notes maturing on December 31

December 31, 2013 and 2014 were a bank holiday, and notes matured on December 31 are accounted for as if they were settled on the maturity dates.

As of December 31, 2013 and 2014, notes matured on December 31 were as follows:

|                  | Millions of yen |      | Thousands of<br>U.S. dollars |  |
|------------------|-----------------|------|------------------------------|--|
|                  | 2013            | 2014 | 2014                         |  |
| Notes receivable | ¥356            | ¥586 | \$4,866                      |  |
| Notes payable    | 1               | 2    | 20                           |  |

## **CONSOLIDATED STATEMENTS OF INCOME**

## \*1. Research and development expenses

As of December 31, 2013 and 2014, Research and development expenses included in general and administrative expenses and manufacturing costs were as follows:

|                                   |      |                 | Thousands of |
|-----------------------------------|------|-----------------|--------------|
|                                   |      | Millions of yen |              |
|                                   | 2013 | 2014            | 2014         |
| Research and development expenses | ¥335 | ¥503            | \$4,173      |

## \*2. Gain on sales of Property, plant and equipment

As of December 31, 2013 and 2014, Gain on sales of Property, plant and equipment were as follows:

|      |      | Millions of yen |       |
|------|------|-----------------|-------|
|      | 2013 | 2014            | 2014  |
| Land |      | ¥56             | \$471 |

## \*3. Loss on sales of Property, plant and equipment

As of December 31, 2013 and 2014, Loss on sales of Property, plant and equipment were as follows:

|  | Millions of yen |      | Thousands of<br>U.S. dollars |  |
|--|-----------------|------|------------------------------|--|
|  | 2013            | 2014 | 2014                         |  |
| Buildings and structures                       | _               | ¥289 | \$2,401                      |  |
| Land   | _               | 104  | 866                          |  |
| Loss on sales of Property, plant and equipment | —               | ¥393 | \$3,267                      |  |

## \*4. Loss on disposal of Property, plant and equipment and Intangible assets

As of December 31, 2013 and 2014, Loss on disposal of Property, plant and equipment and Intangible assets were as follows:

|      |                       | Thousands of  |
|------|-----------------------|---|
|      | Millions of yen       |   |
| 2013 | 2014                  | 2014  |
| ¥ 48 | ¥ 64                  | \$531   |
| 65   | 34                    | 286   |
| 2    | 19                    | 164   |
| 50   | _                     | _   |
| ¥166 | ¥118                  | \$981   |
|      | ¥ 48<br>65<br>2<br>50 | 2013     2014       ¥ 48     ¥ 64       65     34       2     19       50     — |

## \*5. Provision of allowance for doubtful accounts

Provision of allowance for doubtful accounts included in Extraordinary loss were added up for affiliates.

## (CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME)

## \*1. Other comprehensive income

As of December 31, 2013 and 2014, reclassification adjustments and tax effects related to other comprehensive income were as follows:

|  |        | NAUG                    | Thousands of         |
|--|--------|-------------------------|----------------------|
|  | 2013   | Millions of yen<br>2014 | U.S. dollars<br>2014 |
| Unrealized holding gain in securities  |        | -                       |                      |
| Amount arising during the year   | ¥2,466 | ¥1,029                  | \$8,538              |
| Reclassification adjustments   | 54     | (0)                     | (0)                  |
| Amount before tax effect   | 2,520  | 1,029                   | 8,538                |
| Tax effect   | (891)  | (366)                   | (3,042)              |
| Unrealized holding gain in securities  | 1,628  | 662                     | 5,495                |
| Share of other comprehensive income of associates<br>accounted for using equity method |        |                         |                      |
| Amount arising during the year   | 99     | 51                      | 424                  |
| Reclassification adjustments   | _      | _                       | —                    |
| Share of other comprehensive income of associates accounted for using equity method    | 99     | 51                      | 424                  |
| Revaluation reserve for land   |        |                         |                      |
| Amount arising during the year   | _      | 187                     | 1,558                |
| Reclassification adjustments   | _      | _                       | _                    |
| Amount before tax effects  | _      | 187                     | 1,558                |
| Tax effects  | _      | 47                      | 391                  |
| Revaluation reserve for land   | _      | 235                     | 1,949                |
| Total other comprehensive income   | ¥1,728 | ¥ 948                   | \$7,869              |

## (CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS)

## 1. Shareholders' Equity

The Companies Act of Japan provides that an amount equal to 10% of the amount to be distributed as distributions of capital surplus (other than the capital reserve) and retained earnings (other than the legal reserve) be transferred to the capital reserve and the legal reserve, respectively, until the sum of the capital reserve and the legal reserve equals 25% of the common stock account. Such distributions can be made at any time by resolution of the shareholders, or by the Board of Directors if certain conditions are met, but neither the capital reserve nor the legal reserve is available for distributions.

## 2. Dividends from surplus, etc

| (1) Number of shares issued                      |        |                     |  |  |
|--|--------|---------------------|--|--|
|  |        | Thousands of shares |  |  |
|  | 2013   | 2014                |  |  |
| Number of shares at beginning of the fiscal year | 31,667 | 31,667              |  |  |
| Increase   | —      | (*) <b>63,334</b>   |  |  |
| Decrease   | —      | _                   |  |  |
| Number of shares at the end of the fiscal year   | 31,667 | 95,001              |  |  |
|  |        |                     |  |  |

Type of all shares issued is Common Stock.

\* The Company decided to split its shares on three for one basis with the effective date of July 1, 2014.

Increase in number of shares issued of common stock is due to this stock split for shares.

## (2) Number of treasury stock shares

|  | Thousands of shares |                 |  |
|--|---------------------|-----------------|--|
|  | 2013                | 2014            |  |
| Number of shares at beginning of the fiscal year | 65                  | 66              |  |
| Increase   | (*1) 0              | (*2) <b>133</b> |  |
| Decrease   | —                   | _               |  |
| Number of shares at the end of the fiscal year   | 66                  | 199             |  |

Type of all shares issued is Common Stock.

\*1 The 0 thousands of shares increase of treasury stock, which is common stock shares, is due to purchase of shares of less than standard unit. \*2 The Company decided to split its shares on three for one basis with the effective date of July 1, 2014.

The 133 thousands of shares increase in the number of treasury stock shares consists of increases of 132 thousands of shares as a result of the this stock split and of 1 thousand of shares from the purchase of shares of less than standard unit.

# (3) Items related to subscription rights to shares and own share option None.

## (4) Items related to dividends

Dividends paid is resoluted by General meeting of shareholders as follows:

| Dividend          | s paid                                       | Dividend p   | er share  |   |   |
|-------------------|--|--|---|---|---|
|                   | (Thousands of                                |  |   | Record date   | Effective date  |
| (Millions of yen) | U.S. dollars)                                | (Yen)  | (U.S. dollars)  |   |   |
| ¥6,320            | —  | ¥200.00  | —   | 31-Dec-12   | 28-Mar-13   |
| ¥7,426            | \$61,613                                     | ¥235.00  | \$1.95  | 31-Dec-13   | 28-Mar-14   |
| ¥8,532            | \$70,788                                     | (*) ¥ 90.00  | \$0.75  | 31-Dec-14   | 30-Mar-15   |
|                   | (Millions of yen)<br>¥6,320<br><b>¥7,426</b> | (Millions of yen)         U.S. dollars)           ¥6,320         —           ¥7,426         \$61,613 | (Thousands of<br>(Millions of yen)         (Yen)           ¥6,320         ¥200.00           ¥7,426         \$61,613         ¥235.00 | (Thousands of<br>(Millions of yen)         (U.S. dollars)           ¥6,320         —         ¥200.00         —           ¥7,426         \$61,613         ¥235.00         \$1.95 | (Thousands of<br>(Millions of yen)         (Thousands of<br>U.S. dollars)         Record date           ¥6,320         —         ¥200.00         —         31-Dec-12           ¥7,426         \$61,613         ¥235.00         \$1.95         31-Dec-13 |

Type of all shares issued is Common Stock.

Source of dividends is Retained earnings.

\* The Company decided to split its shares on three for one basis with the effective date of July 1, 2014.

The dividends per share have been adjusted for the fiscal year 2014 presented to reflect the effect of the stock split.

The year-end dividends per share, calculated without the effect of share split, are ¥270 (\$2.24) for the fiscal year 2014.

## (CONSOLIDATED STATEMENTS OF CASH FLOWS)

## \*1. Supplementary Cash Flow Information

Cash and cash equivalents as of December 31, 2013 and 2014 consisted of:

|  |                 |         | Thousands of |
|--|-----------------|---------|--------------|
|  | Millions of yen |         | U.S. dollars |
|  | 2013            | 2014    | 2014         |
| Cash and deposits  | ¥69,347         | ¥90,234 | \$748,645    |
| Time deposits with deposit terms of more than three months   | (55)            | (55)    | (458)        |
| Short-term investments with maturity or redemption dates within three months from acquisition date           | 5,700           | 5,900   | 48,950       |
| Trust beneficiary interests included in other current assets with investment terms with three months or less | 1,871           | 1,864   | 15,471       |
| Cash and cash equivalents  | ¥76,863         | ¥97,943 | \$812,608    |

## (LEASE TRANSACTIONS)

## \*1. Operating Lease Transactions

The amounts of future lease payments on operating leases as of December 31, 2013 and 2014 are summarized as follows:

|                     |        | Millions of yen |          |
|---------------------|--------|-----------------|----------|
|                     | 2013   | 2014            | 2014     |
| Due within one year | ¥ 547  | ¥ 628           | \$ 5,213 |
| Due after one year  | 815    | 719             | 5,969    |
| Total               | ¥1,363 | ¥1,347          | \$11,182 |

## (FINANCIAL INSTRUMENTS)

## 1. Financial Instruments

#### (1) Policy for financial instruments

The Companies manage surplus funds through low-risk financial instruments, and raise short-term funds through bank loans.

## (2) Types of financial instruments, related risk and risk management

Trade receivables -trade notes and accounts receivable- are exposed to customers' credit risk.

The Companies try to reduce credit risk by monitoring and analyzing the creditworthiness of each customer, as well as managing due dates and balances.

Investment securities are comprised of mainly held-to-maturity debt securities and the securities of the companies with which the Companies have operational relationships.

Although debt securities and listed securities are exposed to the risk arising from fluctuations in the market, the Companies monitor and analyze market value and the issuers' financial status periodically to reduce these risks.

Trade payables - trade notes and accounts payable, electronically recorded obligations- have payment due date within three months.

Bank loans are raised mainly in connection with business activities.

The Companies reduce liquidity risk relating to these payables by developing a cash flow plan.

Derivative transactions are foreign exchange contracts, entered into by the consolidated subsidiary.

Conducting and managing derivative transactions are in accordance with the internal policies, which set forth delegation of authority.

## 2. Estimated fair value of financial instruments

Carrying value of financial instruments on the consolidated balance sheet as of December 31, 2013 and 2014 and estimated fair value were as follows:

|  |                   |            | Millions of yen |
|--|-------------------|------------|-----------------|
|  |                   |            | 2013            |
|  | Carrying<br>value | Fair value | Difference      |
| Assets                                   | Value             |            | Dilicicilee     |
| 1) Cash and deposits                     | ¥ 69,347          | ¥ 69,347   | ¥ —             |
| 2) Notes and accounts receivable - trade | 99,664            | 99,664     | _               |
| 3) Investment securities                 |                   |            |                 |
| Held-to-maturity debt securities         | 5,700             | 5,700      | _               |
| Other securities                         | 4,818             | 4,818      | _               |
| Investment in affiliates                 | 1,017             | 4,585      | 3,568           |
| Total assets                             | ¥180,547          | ¥184,115   | ¥ 3,568         |
| Liabilities                              |                   |            |                 |
| 4) Notes and accounts payable - trade    | ¥ 70,509          | ¥ 70,509   | —               |
| 5) Electronically recorded obligations   | 14,546            | 14,546     | _               |
| 6) Short-term loans payable              | 6,950             | 6,950      | _               |
| 7) Income taxes payable                  | 7,034             | 7,034      | _               |
| Total liabilities                        | ¥ 99,041          | ¥ 99,041   | _               |
| Derivative transaction (*)               | ¥ 45              | ¥ 45       | _               |

\* The value of assets and liabilities arising from derivatives is shown at net value, and with the amount in parentheses representing net liability position.

|  |                   |            | Millions of yen |
|--|-------------------|------------|-----------------|
|  |                   |            | 2014            |
|  | Carrying<br>value | Fair value | Difference      |
| Assets                                   | value             | Fair value | Dillerence      |
| 1) Cash and deposits                     | ¥ 90,234          | ¥ 90,234   | ¥ —             |
| 2) Notes and accounts receivable - trade | 98,066            | 98,066     |                 |
| 3) Investment securities                 |                   |            |                 |
| Held-to-maturity debt securities         | 5,900             | 5,900      | _               |
| Other securities                         | 5,868             | 5,868      |                 |
| Investment in affiliates                 | 1,105             | 3,337      | 2,231           |
| Total assets                             | ¥201,175          | ¥203,406   | ¥ 2,231         |
| Liabilities                              |                   |            |                 |
| 4) Notes and accounts payable - trade    | ¥ 67,066          | ¥ 67,066   |                 |
| 5) Electronically recorded obligations   | 15,389            | 15,389     |                 |
| 6) Short-term loans payable              | 6,850             | 6,850      | _               |
| 7) Income taxes payable                  | 8,007             | 8,007      | _               |
| Total liabilities                        | ¥ 97,313          | ¥ 97,313   |                 |
| Derivative transaction (*)               | ¥ 123             | ¥ 123      |                 |

\* The value of assets and liabilities arising from derivatives is shown at net value, and with the amount in parentheses representing net liability position.

|  | Thousands of U.S. dollars |        |            |    |            |  |  |  |
|--|---------------------------|--------|------------|----|------------|--|--|--|
|  |                           |        |            |    | 2014       |  |  |  |
|  |                           | rying  |            |    |            |  |  |  |
|  |                           | value  | Fair value |    | Difference |  |  |  |
| Assets                                   |                           |        |            |    |            |  |  |  |
| 1) Cash and deposits                     | \$ 748                    | 645 \$ | 5 748,645  | \$ | _          |  |  |  |
| 2) Notes and accounts receivable - trade | 813                       | 624    | 813,624    |    | _          |  |  |  |
| 3) Investment securities                 |                           |        |            |    |            |  |  |  |
| Held-to-maturity debt securities         | 48                        | 950    | 48,950     |    | _          |  |  |  |
| Other securities                         | 48                        | 693    | 48,693     |    | _          |  |  |  |
| Investment in affiliates                 | 9                         | 175    | 27,688     |    | 18,512     |  |  |  |
| Total assets                             | \$1,669                   | 089 \$ | 61,687,602 | \$ | 18,512     |  |  |  |
| Liabilities                              |                           |        |            |    |            |  |  |  |
| 4) Notes and accounts payable - trade    | \$ 556                    | 433 \$ | 556,433    |    | _          |  |  |  |
| 5) Electronically recorded obligations   | 127                       | 684    | 127,684    |    | _          |  |  |  |
| 6) Short-term loans payable              | 56                        | 832    | 56,832     |    | _          |  |  |  |
| 7) Income taxes payable                  | 66,                       | 433    | 66,433     |    | _          |  |  |  |
| Total liabilities                        | \$ 807                    | 384 \$ | 807,384    |    | _          |  |  |  |
| Derivative transaction (*)               | \$ 1                      | 020 \$ | 5 1,020    |    |            |  |  |  |

\* The value of assets and liabilities arising from derivatives is shown at net value, and with the amount in parentheses representing net liability position.

## Notes:

# 1 Methods to determine the estimated fair value of financial instruments and other matters related to securities and derivative transactions.

#### **Assets**

1) Cash and deposits 2) Notes and accounts receivable - trade

Since these items are settled in a short period of time, their carrying value approximates fair value.

3) Investment securities

The fair value of stocks is based on quoted market prices. Since debt securities are settled in a short period of time, the carrying value of debt securities approximates fair value.

## **Liabilities**

4) Notes and accounts payable - trade 5) Electronically recorded obligations 6) Short-term loans payable 7) Income taxes payable

Since these items are settled in a short period of time, their carrying value approximates fair value.

## **Derivative transaction**

Please refer to DERIVATIVES, of Notes to Consolidated Financial Statements.

# 2 As of December 31, 2013 and 2014 financial instruments for which it is extremely difficult to determine the fair value were as follows:

|   |        | Millions of yen | Thousands of<br>U.S. dollars |
|---|--------|-----------------|------------------------------|
|   | 2013   | 2014            | 0.3. dollars                 |
| Unlisted stocks   | ¥1,690 | ¥1,675          | \$13,904                     |
| Investments in investment business limited partnerships | 57     | 20              | 172                          |

Because no quoted market price is available and it is extremely difficult to determine the fair value, the above financial instruments are not included in the above table.

# 3 Redemption schedule for receivables and marketable securities with maturities as of December 31, 2013 and 2014 are as follows:

|                                       |              |               |                | Millions of yen |
|---------------------------------------|--------------|---------------|----------------|-----------------|
|                                       |              |               |                | 2013            |
|                                       |              | Due after one | Due after five |                 |
|                                       | Due in one   | year through  | years through  | Due after ten   |
|                                       | year or less | five years    | ten years      | years           |
| Cash and deposits                     | ¥ 69,347     | —             | —              |                 |
| Notes and accounts receivable - trade | 99,664       | —             |                |                 |
| Investment securities                 |              |               |                |                 |
| Held-to-maturity debt securities      | 5,700        | —             |                | _               |
| Total                                 | ¥174,711     | _             |                |                 |

|                                       |              |               |                | Millions of yen |
|---------------------------------------|--------------|---------------|----------------|-----------------|
|                                       |              |               |                | 2014            |
|                                       |              | Due after one | Due after five |                 |
|                                       | Due in one   | year through  | years through  | Due after ten   |
|                                       | year or less | five years    | ten years      | years           |
| Cash and deposits                     | ¥ 90,234     | —             | _              | _               |
| Notes and accounts receivable - trade | 98,066       | _             | —              | _               |
| Investment securities                 |              |               |                |                 |
| Held-to-maturity debt securities      | 5,900        | _             | _              | _               |
| Total                                 | ¥194,200     | _             | _              | _               |

|                                       | Thousands of U.S. dollars |               |                |               |  |  |  |  |
|---------------------------------------|---------------------------|---------------|----------------|---------------|--|--|--|--|
|                                       |                           |               |                | 2014          |  |  |  |  |
|                                       |                           | Due after one | Due after five |               |  |  |  |  |
|                                       | Due in one                | year through  | years through  | Due after ten |  |  |  |  |
|                                       | year or less              | five years    | ten years      | years         |  |  |  |  |
| Cash and deposits                     | \$ 748,645                | —             |                | _             |  |  |  |  |
| Notes and accounts receivable - trade | 813,624                   | _             | _              | _             |  |  |  |  |
| Investment securities                 |                           |               |                |               |  |  |  |  |
| Held-to-maturity debt securities      | 48,950                    | _             | _              | _             |  |  |  |  |
| Total                                 | \$1,611,220               | _             |                | _             |  |  |  |  |

|                          |              |               |                | Millions of yer    |
|--------------------------|--------------|---------------|----------------|--------------------|
|                          |              |               |                | 2013               |
|                          |              | Due after one | Due after five |                    |
|                          | Due in one   | year through  | years through  | Due after ter      |
|                          | year or less | five years    | ten years      | years              |
| Short-term loans payable | ¥6,950       | _             | _              |                    |
|                          |              |               |                |                    |
|                          |              |               |                | Millions of yen    |
|                          |              |               |                | 2014               |
|                          |              | Due after one | Due after five |                    |
|                          | Due in one   | year through  | years through  | Due after ten      |
|                          | year or less | five years    | ten years      | years              |
| Short-term loans payable | ¥6,850       | —             | _              |                    |
|                          |              |               | Thousan        | ds of U.S. dollars |
|                          |              |               |                | 2014               |
|                          |              | Due after one | Due after five | -                  |
|                          | Due in one   | year through  | years through  | Due after ten      |
|                          | year or less | five years    | ten years      | years              |
| Short-term loans payable | \$56,832     | _             | _              |                    |

# 4 Repayment schedule for bonds, long-term loans payable and lease obligations as of December 31, 2013 and 2014 are as follows:

## (SECURITIES)

As of December 31, 2013 and 2014 investments in securities were as follows:

## (1) Held-to-maturity debt securities

|                                    |          |            |             | ons of yen | Thou       | sands of U  | .S. dollars |            |             |
|------------------------------------|----------|------------|-------------|------------|------------|-------------|-------------|------------|-------------|
|                                    |          |            | 2013        |            |            | 2014        |             |            |             |
|                                    | Carrying |            | Unrealized  | Carrying   |            | Unrealized  | Carrying    |            | Unrealized  |
|                                    | value    | Fair value | gain (loss) | value      | Fair value | gain (loss) | value       | Fair value | gain (loss) |
| Securities whose carrying value    | exceed   | their ac   | quisition   | costs      |            |             |             |            |             |
| Negotiable certificates of deposit | _        | _          | _           | —          | _          | —           | _           | _          | _           |
|                                    | _        | _          | _           | _          | _          | _           | _           | _          | _           |
| Securities whose carrying value    | does no  | ot excee   | d their ad  | quisitior  | n costs    |             |             |            |             |
| Negotiable certificates of deposit | ¥5,700   | ¥5,700     | _           | ¥5,900     | ¥5,900     | _           | \$48,950    | \$48,950   | _           |
|                                    | ¥5,700   | ¥5,700     | _           | ¥5,900     | ¥5,900     | _           | \$48,950    | \$48,950   | _           |
| Total                              | ¥5,700   | ¥5,700     |             | ¥5,900     | ¥5,900     | _           | \$48,950    | \$48,950   | _           |

## (2) Available-for-sale securities with fair value

|                               |        |                  |       |                 |              |                  |        |                                       |      | Millio | ons o | f yen |                   | Thou    | Isands       | of U | l.S. d               | ollars |
|-------------------------------|--------|------------------|-------|-----------------|--------------|------------------|--------|---------------------------------------|------|--------|-------|-------|-------------------|---------|--------------|------|----------------------|--------|
|                               |        | 2013             |       |                 |              |                  |        |                                       |      |        | :     | 2014  |                   |         |              |      | 2014                 |        |
|                               | Ca     | arrying<br>value | Acqu  | isition<br>cost | Unre<br>gain | alized<br>(loss) |        | · · · · · · · · · · · · · · · · · · · |      |        |       | (     | Carrying<br>value | Acquisi | tion<br>cost |      | realized<br>n (loss) |        |
| Securities whose carrying val | lue ex | ceed             | l the | ir ac           | quisi        | ition            | cost   | S                                     |      |        |       |       |                   |         |              |      |                      |        |
| Stocks                        | ¥4     | ,673             | ¥1    | ,147            | ¥3,          | 525              | ¥5,714 |                                       | ¥1   | ,164   | ¥4    | ,550  | \$4               | 7,412   | \$9,6        | 61   | \$37                 | 7,751  |
| Bonds                         |        | _                |       | _               |              |                  | _      |                                       |      | _      |       | _     |                   | _       |              | _    |                      | _      |
| Other securities              |        | 126              |       | 73              |              | 52               |        | 130                                   |      | 73     |       | 57    |                   | 1,082   | 6            | 08   |                      | 473    |
|                               | ¥4     | ,799             | ¥1    | ,221            | ¥3,          | 578              | ¥5,    | 845                                   | ¥1   | ,237   | ¥4    | ,607  | \$4               | 8,494   | \$10,2       | 70   | \$38                 | ,224   |
| Securities whose carrying val | lue do | es n             | ot e  | xcee            | d the        | eir ac           | quis   | sitio                                 | n co | sts    |       |       |                   |         |              |      |                      |        |
| Stocks                        | ¥      | 18               | ¥     | 21              | ¥            | (2)              | ¥      | 23                                    | ¥    | 26     | ¥     | (2)   | \$                | 198     | \$ 2         | 21   | \$                   | (22)   |
| Bonds                         |        | _                |       | _               |              | _                |        | _                                     |      | _      |       | _     |                   | _       |              | _    |                      | _      |
| Other securities              |        | _                |       | _               |              | _                |        | _                                     |      | _      |       | _     |                   | _       |              | _    |                      | _      |
|                               | ¥      | 18               | ¥     | 21              | ¥            | (2)              | ¥      | 23                                    | ¥    | 26     | ¥     | (2)   | \$                | 198     | \$ 2         | 21   | \$                   | (22)   |
| Total                         | ¥4     | ,818             | ¥1    | ,242            | ¥3,          | 575              | ¥5,    | 868                                   | ¥1   | ,264   | ¥4    | ,604  | \$4               | 8,693   | \$10,4       | 91   | \$38                 | 3,201  |

Note. The following other securities are not included in the above table because these were no quoted market price available and they are extremely difficult to determine the fair value:

|   |                | Millions of yen | Thousands of U.S. dollars |
|---|----------------|-----------------|---------------------------|
|   | 2013           | 2014            | 2014                      |
|   | Carrying value | Carrying value  | Carrying value            |
| Available-for-sale securities                   |                |                 |                           |
| Unlisted stocks                                 | ¥328           | ¥249            | \$2,072                   |
| Investment in limited<br>liability partnerships | 57             | 20              | 172                       |

## (3) Available-for-sale securities sold in 2013 and 2014 (for the years ended December 31, 2013 and 2014)

|        |          |           |           | ons of yen | Thou      | sands of U. | .S. dollars |           |           |
|--------|----------|-----------|-----------|------------|-----------|-------------|-------------|-----------|-----------|
|        |          |           | 2013      | 2014       |           |             | 2014        |           |           |
|        | Sales    | Aggregate | Aggregate | Sales      | Aggregate | Aggregate   | Sales       | Aggregate | Aggregate |
|        | proceeds | gains     | losses    | proceeds   | gains     | losses      | proceeds    | gains     | losses    |
| Stocks | ¥120     | ¥105      | _         | ¥30        | ¥29       | _           | \$252       | \$246     | _         |

## (4) Securities impairment losses are recognized in 2013 and 2014 (for the years ended December 31, 2013 and 2014)

|        |      | Thousands of U.S. dollars |       |
|--------|------|---------------------------|-------|
|        | 2013 | 2014                      | 2014  |
| Stocks | ¥54  | ¥77                       | \$647 |

Note. As for securities whose fair value at the year end are less than 50% of the acquisition costs, or are more than 50% but less than 70% and deemed to be unrecoverable, the impairment losses are recognized.

## (DERIVATIVES)

As of December 31, 2013 and 2014, derivatives for which hedge accounting have not been applied, were as follows:

|   |          |                                   |            | Millions of yen |
|---|----------|-----------------------------------|------------|-----------------|
|   |          |                                   |            | 2013            |
|   |          | actual value or<br>incipal amount |            | Valuation gain  |
|   | Total    | Over one year                     | Fair value | (loss)          |
| Forward foreign exchange contracts purchasing U.S. dollar | ¥1,213   |                                   | ¥45        | ¥45             |
|   |          |                                   |            | Millions of yen |
|   |          |                                   |            | 2014            |
|   |          | actual value or<br>incipal amount |            | Valuation gain  |
|   | Total    | Over one year                     | Fair value | (loss)          |
| Forward foreign exchange contracts purchasing U.S. dollar | ¥2,245   | —                                 | ¥123       | ¥123            |
|   |          |                                   | Thousands  | of U.S. dollars |
|   |          |                                   |            | 2014            |
|   |          | actual value or<br>incipal amount |            | Valuation gain  |
|   | Total    | Over one year                     | Fair value | (loss)          |
| Forward foreign exchange contracts purchasing U.S. dollar | \$18,629 | _                                 | \$1,020    | \$1,020         |

Note. Fair value calculation: Fair value is estimated on the basis of mainly prices quoted from counterparty financial institutions.

## (RETIREMENT BENEFITS)

## Fiscal year ended 31st December 2013

#### (1) Retirement benefit plan

The Company and its consolidated subsidiaries have defined contribution pension plans, agreement type corporate pension plans and lump-sum plans as defined-benefit pension plans.

7 subsidiaries have enrolled in defined contribution pension plans, 4 subsidiaries in agreement type corporate pension plans and 5 subsidiaries in lump-sum plans.

1 consolidated subsidiaries has enrolled in Multi-employer fund.

The company may pay premium benefits for employees on early retirement.

## (2) The reserve for retirement benefits

|                                     | Millions of yen |
|-------------------------------------|-----------------|
|                                     | 2013            |
| Retirement benefit obligations      | ¥(36,011)       |
| Plan assets                         | 39,372          |
|                                     | 3,360           |
| Unrecognized actuarial gain or loss | (1,480)         |
| Unrecognized prior service cost     | (2,508)         |
|                                     | (628)           |
| Prepaid pension cost                | 1,660           |
| Reserve for retirement benefits     | ¥ (2,288)       |

Note. The Company and 2 consolidated subsidiaries use simplified methods for calculating retirement benefit obligations.

## (3) Retirement benefit expense related to the retirement benefits

|   | Millions of yen |
|---|-----------------|
|   | 2013            |
| Service cost  | ¥2,287          |
| Interest cost   | 522             |
| Expected return on plan assets                          | (182)           |
| Amortization of the unrecognized prior service cost     | (812)           |
| Amortization of the unrecognized actuarial gain or loss | 444             |
| Payments for defined contribution pension plan          | 800             |
| Additional benefits for employees' early retirement     | 239             |
| Retirement benefit expense                              | ¥3,298          |

Note. Service cost included the retirement benefit of subsidiaries under the simplified method.

## (4) Computation basis of reserve for retirement benefits

|   | 2013   |
|---|--|
| Discount rate   | 1.5%   |
| Expected rate of return on plan assets                          | 0.5%   |
| Periodic allocation principle for retirement benefit obligation | Straight line basis  |
| Amortization of the unrecognized prior service cost             | 12years  |
| Amortization of the unrecognized actuarial gain or loss         | mainly 12 years from the following fiscal year of occurrence |

## Fiscal year ended 31st December 2014

## (1) Retirement benefit plan

The Company and certain of its subsidiaries have defined contribution pension plans, agreement type corporate pension plans and lump-sum plans as retirement benefit plans.

6 subsidiaries have enrolled in defined contribution pension plans, 3 subsidiaries in agreement type corporate pension plans and 5 subsidiaries in lump-sum plans.

The Company and some its consolidated subsidiaries that have lump-sum plans calculate net benefit liabilities and retirement benefit expenses using the simplified method.

1 consolidated subsidiaries has multi-employer welfare pension funds.

Because the plans can not reasonably calculate the amount of plan assets attributed to the company's contribution accounted as the defined contribution plan.

The company may pay premium benefits for employees' early retirement.

#### (2) Defined benefit plans

(a) Changes in retirement benefit obligations (excluding plans that apply the simplified method)

|                                      |                 | Thousands of |
|--------------------------------------|-----------------|--------------|
|                                      | Millions of yen | U.S. dollars |
|                                      | 2014            | 2014         |
| Balance at the beginning of the year | ¥35,078         | \$291,036    |
| Service costs                        | 2,037           | 16,905       |
| Interest costs                       | 526             | 4,365        |
| Actuarial loss (gain)                | (178)           | (1,477)      |
| Retirement benefits paid             | (942)           | (7,817)      |
| Balance as of the end of the year    | ¥36,522         | \$303,011    |

#### (b) Changes in plan assets

|                                      |                 | Thousands of |
|--------------------------------------|-----------------|--------------|
|                                      | Millions of yen | U.S. dollars |
|                                      | 2014            | 2014         |
| Balance at the beginning of the year | ¥39,372         | \$326,657    |
| Expected return on plan assets       | 196             | 1,633        |
| Actuarial loss (gain)                | 473             | 3,928        |
| Contribution paid by the employer    | 1,225           | 10,170       |
| Retirement benefits paid             | (897)           | (7,446)      |
| Balance as of the end of the year    | ¥40,370         | \$334,943    |

(c) Changes in Net defined benefit liability of the plans that apply the simplified method

|                                      | Millions of yen 2014 | U.S. dollars 2014 |
|--------------------------------------|----------------------|-------------------|
|                                      |                      |                   |
| Balance at the beginning of the year | ¥932                 | \$7,739           |
| Retirement benefit expenses          | 112                  | 929               |
| Retirement benefits paid             | (52)                 | (437)             |
| Balance as of the end of the year    | ¥992                 | \$8,230           |

|   |                 | Thousands of |
|---|-----------------|--------------|
|   | Millions of yen | U.S. dollars |
|   | 2014            | 2014         |
| Funded retirement benefit obligations         | ¥34,980         | \$290,224    |
| Plan assets                                   | (40,370)        | (334,943)    |
|   | (5,389)         | (44,718)     |
| Unfunded retirement benefit obligations       | 2,533           | 21,018       |
| Total net defined benefit liability and asset | (2,856)         | (23,700)     |
| Net defined benefit liability                 | 2,533           | 21,018       |
| Net defined benefit asset                     | (5,389)         | (44,718)     |
| Total net defined benefit liability and asset | ¥ (2,856)       | \$ (23,700)  |
|   |                 |              |

(d) Reconciliation between the funded status of the plans and the amounts recognized in the consolidated balance sheets (net defined liabilities and net defined benefit assets) as of current fiscal year

Note: Plans to which simplified methods are applied are included.

(e) Components of retirement benefit expenses

|  | Thousand        |              |
|--|-----------------|--------------|
|  | Millions of yen | U.S. dollars |
|  | 2014            | 2014         |
| Service costs  | ¥2,037          | \$16,908     |
| Interest costs   | 526             | 4,365        |
| Expected return on plan assets                               | (196)           | (1,633)      |
| Amortization of actuarial differences                        | 60              | 503          |
| Amortization of prior service costs                          | (792)           | (6,571)      |
| Retirement benefit expenses calculated by simplified methods | 112             | 929          |
| Additional benefits for employees' early retirement          | 328             | 2,726        |
| Retirement benefit expenses                                  | ¥2,076          | \$17,228     |

(f) Accumulated adjustments of defined benefit plans Components of items (before tax) is as follows:

|                                    |                 | Thousands of |
|------------------------------------|-----------------|--------------|
|                                    | Millions of yen | U.S. dollars |
|                                    | 2014            | 2014         |
| Unrecognized prior service costs   | ¥(1,716)        | \$(14,242)   |
| Unrecognized actuarial differences | (2,192)         | (18,190)     |
| Total                              | ¥(3,909)        | \$(32,433)   |

(g) Items for plan assets

①Components of the major plan assets

The ratios of the major types of assets to the total plan assets were as follows:

|                   | 2014 |
|-------------------|------|
| Bonds             | 37%  |
| Cash and deposits | 63%  |
| Total             | 100% |

2 Method of determining the long-term expected rate of return on plan assets

Current and target asset allocations, historical and expected returns on various categories of plan assets have been considered in determining the long-term expected rate of return on plan assets.

(h) Items related to actuarial assumptions

The major actuarial assumptions at the end of the current fiscal year

|  | 2014 |
|--|------|
| Discount rate                                    | 1.5% |
| Long-term expected rate of return on plan assets | 0.5% |

## (3) Defined contribution plan

Required contributions to defined contribution pension plans of the Company and its certain consolidated subsidiaries amounted to ¥798 million (\$6,621 thousand).

## (4) Multi-employer welfare pension funds

The contribution required to the employees' pension fund plan of the multi-employer welfare pension funds which was treated the same as the defined contribution plan was ¥53 million (\$444 thousand).

(a) The most recent funded status related to multi-employer pension plans as of March 31, 2014

|                 | Thousands of                |
|-----------------|-----------------------------|
| Millions of yen | U.S. dollars                |
| 2014            | 2014                        |
| ¥252,293        | \$2,093,203                 |
| 227,330         | 1,886,093                   |
| ¥ 24,963        | \$ 207,110                  |
|                 | 2014<br>¥252,293<br>227,330 |

(b) The contribution ratio of the Companies to the multi-employer pension plans as of March 31, 2014. 0.4%

## (c) Supplementary information

The main factor of the unfunded obligations shown in above (a) was ¥19,332 million (\$160,398 thousand) in General reserve and ¥5,630 million (\$46,712 thousand) in this fiscal year's surplus.

The ratio in above (b) have not presented the actual ratio of the Companies.

## (DEFERRED TAX)

(1) Significant components of the Company's deferred tax assets and liabilities

|   |         |                         | Thousands of         |
|---|---------|-------------------------|----------------------|
|   | 2013    | Millions of yen<br>2014 | U.S. dollars<br>2014 |
| Deferred tax assets:                              | 2010    | 2014                    | 2014                 |
| Allowance for doubtful accounts                   | ¥ 362   | ¥ 84                    | \$ 699               |
| Accrued enterprise taxes                          | 704     | 685                     | 5,690                |
| Provision for bonuses                             | 1,178   | 1,115                   | 9,257                |
| Provision for retirement benefits                 | 824     | _                       | _                    |
| Net defined benefit liability                     | _       | 910                     | 7,551                |
| Provision for directors' retirement benefits      | 191     | 208                     | 1,731                |
| Impairment loss                                   | 1,028   | 891                     | 7,396                |
| Software development cost                         | 1,407   | 1,263                   | 10,484               |
| Unrealized profit from non-current assets         | 299     | 297                     | 2,465                |
| Other   | 1,960   | 1,827                   | 15,162               |
| Subtotal  | 7,958   | 7,284                   | 60,439               |
| Less: Valuation allowance                         | (1,604) | (1,389)                 | (11,532)             |
| Total deferred tax assets                         | 6,354   | 5,894                   | 48,906               |
| Deferred tax liabilities:                         |         |                         |                      |
| Unrealized gains on available-for-sale securities | (1,255) | (1,622)                 | (13,458)             |
| Prepaid pension cost                              | (592)   | _                       | _                    |
| Net defined benefit asset                         | _       | (1,922)                 | (15,948)             |
| Other   | (91)    | (103)                   | (857)                |
| Total deferred tax liabilities                    | (1,939) | (3,647)                 | (30,264)             |
| Net deferred tax assets                           | ¥4,415  | ¥2,246                  | \$18,642             |

Net deferred tax assets is included in the following items of Consolidated Balance Sheets.

|   |        |                 | Thousands of |
|---|--------|-----------------|--------------|
|   |        | Millions of yen | U.S. dollars |
|   | 2013   | 2014            | 2014         |
| Current assets - Deferred tax assets              | ¥3,521 | ¥2,969          | \$24,637     |
| Noncurrent assets - Deferred tax assets           | 1,394  | 1,338           | 11,101       |
| Current liabilities - Other                       | (1)    | (1)             | (8)          |
| Noncurrent liabilities - Deferred tax liabilities | (499)  | (2,059)         | (17,087)     |

# (2) A reconciliation of the differences between the normal effective statutory tax rate and the effective tax rate reflected in the accompanying consolidated statements of income

The statutory tax rate used for calculating deferred tax assets and liabilities at December 31, both 2013 and 2014 were 38.0%, respectively.

Since the difference between the statutory tax rates and the effective tax rates for the fiscal year ended December 31, 2013 (38.2%) and 2014 (37.6%) are less than 5%, respectively, a reconciliation of two rates is not presented.

## (3) Amendments to the amount of deferred tax assets and liabilities due to changes to the effective tax rate

Under the "Act for Partial Amendment of the Income Tax Act" enacted on 31st March, 2014, and the special corporate tax for reconstruction was not imposed from the consolidated fiscal years beginning on or after 1st April, 2014.

As a result, the effective statutory tax rate used to measure the Company's and its domestic consolidated subsidiaries' deferred tax assets and liabilities was changed from 38.0% to 35.6% for the temporary differences expected to be realized or settled from fiscal years beginning January 1st 2015.

The financial impact from this change for this current fiscal year is not material.

## (SEGMENT INFORMATION)

#### (1) Overview of reportable segments

The reportable segments of the Companies are periodically examined by the Board of Directors for the purpose of deciding the allocation of business resources and evaluating the operating results.

The Companies' main businesses are "System Integration business", whose business fields encompass the construction of information systems and their cutover, and "Service and Support business", which has support following the cutover of systems as its business field.

Therefore, the Companies are composed of two reportable segments, "System Integration business" and "Service and Support business."

The details of the two segments are as follows. The "System Integration business" provides optimized system services ranging from consulting to system design and development, transport and installation work and network construction. The "Service and Support business" provides customers with total support for their business operations and installed systems encompassing supply provision, hardware and software maintenance, telephone support and outsourcing.

#### (2) Basis of measurement for reportable segment netsales, segment profit or loss, segment assets and other items

The accounting method for the Companies' reported business segments is substantially the same as "FRAMEWORK FOR PREPARING CONSOLIDATED FINANCIAL STATEMENTS".

Also, segment profit or loss is evaluated based on operating income.

The prices of inter-segment transactions is determined by price after taking market conditions into account.

#### (3) Information about reportable segment sales, segment profit or loss, segment assets and other items

|  |                                   |                                    |          |                   |          | N                      | lillions of yen                   |
|--|-----------------------------------|------------------------------------|----------|-------------------|----------|------------------------|-----------------------------------|
| -  | Rep                               | ortable segmer                     | nts      |                   |          |                        |                                   |
| -  |                                   |                                    |          |                   |          | -                      | 2013                              |
|  | System<br>integration<br>business | Service<br>and Support<br>business | Subtotal | Other<br>(Note 1) | Total    | Adjustment<br>(Note 2) | Consolidated<br>total<br>(Note 3) |
| Sales  |                                   |                                    |          |                   |          |                        |                                   |
| Net sales to third parties   | ¥332,067                          | ¥231,868                           | ¥563,936 | ¥ 658             | ¥564,595 | ¥ —                    | ¥564,595                          |
| Inter-segment sales/transfers  | 69                                | 478                                | 547      | 1,555             | 2,103    | (2,103)                | _                                 |
| Total  | ¥332,137                          | ¥232,347                           | ¥564,484 | ¥2,214            | ¥566,698 | ¥ (2,103)              | ¥564,595                          |
| Segment profit or loss   | ¥ 31,599                          | ¥ 10,000                           | ¥ 41,599 | ¥ 59              | ¥ 41,659 | ¥ (7,758)              | ¥ 33,901                          |
| Segment assets   | ¥111,802                          | ¥ 82,063                           | ¥193,866 | ¥1,402            | ¥195,268 | ¥84,320                | ¥279,589                          |
| Other items  |                                   |                                    |          |                   |          |                        |                                   |
| Depreciation and amortization (Note 4)   | ¥ 2,937                           | ¥ 1,898                            | ¥ 4,836  | ¥ 14              | ¥ 4,850  | ¥ 603                  | ¥ 5,454                           |
| Investments in associates<br>accounted for using<br>equity method                  | 623                               | 1,037                              | 1,661    | _                 | 1,661    | _                      | 1,661                             |
| Capital expenditure in property<br>and equipment and<br>intangible assets (Note 4) | 2,427                             | 1,441                              | 3,869    | _                 | 3,869    | 707                    | 4,576                             |

|  |    |                                   |       |                                    |     |          |              |    |    |        |   | N                      | lillior | ns of yen                        |
|--|----|-----------------------------------|-------|------------------------------------|-----|----------|--------------|----|----|--------|---|------------------------|---------|----------------------------------|
| -  |    | Rep                               | ortak | ole segmer                         | nts |          |              |    |    |        |   |                        |         |                                  |
| -  |    |                                   |       |                                    |     |          |              |    |    |        |   | -                      |         | 2014                             |
| -  |    | System<br>integration<br>business | а     | Service<br>and Support<br>business |     | Subtotal | Oth<br>(Note |    |    | Total  |   | Adjustment<br>(Note 2) | Сс      | onsolidated<br>total<br>(Note 3) |
| Sales  |    |                                   |       |                                    |     |          |              |    |    |        |   |                        |         |                                  |
| Net sales to third parties   | ¥3 | 62,068                            | ¥2    | 243,316                            | ¥6  | 05,384   | ¥38          | 81 | ¥6 | 05,766 | ¥ | _                      | ¥6      | 05,766                           |
| Inter-segment sales/transfers  |    | 97                                |       | 398                                |     | 496      | 14           | 0  |    | 637    |   | (637)                  |         | _                                |
| Total  | ¥3 | 62,166                            | ¥2    | 243,714                            | ¥6  | 05,880   | ¥52          | 22 | ¥6 | 06,403 | ¥ | (637)                  | ¥6      | 05,766                           |
| Segment profit or loss   | ¥  | 34,284                            | ¥     | 10,387                             | ¥   | 44,672   | ¥ 5          | 57 | ¥  | 44,729 | ¥ | (7,631)                | ¥       | 37,097                           |
| Segment assets   | ¥1 | 11,392                            | ¥     | 88,461                             | ¥1  | 99,853   | ¥78          | 34 | ¥2 | 00,638 | ¥ | 104,874                | ¥3      | 05,513                           |
| Other items  |    |                                   |       |                                    |     |          |              |    |    |        |   |                        |         |                                  |
| Depreciation and amortization (Note 4)   | ¥  | 2,732                             | ¥     | 1,989                              | ¥   | 4,722    | ¥ 1          | 3  | ¥  | 4,736  | ¥ | 550                    | ¥       | 5,286                            |
| Investments in associates<br>accounted for using<br>equity method                  |    | 711                               |       | 1,101                              |     | 1,812    | -            | _  |    | 1,812  |   | _                      |         | 1,812                            |
| Capital expenditure in property<br>and equipment and<br>intangible assets (Note 4) |    | 3,710                             |       | 2,834                              |     | 6,545    |              | 5  |    | 6,550  |   | 537                    |         | 7,088                            |

Thousands of U.S. dollars

|  |     |                                   |      |                                    |      |           |     |                  |      |          |     | ouounuo                | 01 0 | .o. uonars                        |
|--|-----|-----------------------------------|------|------------------------------------|------|-----------|-----|------------------|------|----------|-----|------------------------|------|-----------------------------------|
|  |     | Rep                               | oort | able segme                         | ents |           |     |                  |      |          |     |                        |      |                                   |
|  |     |                                   |      |                                    |      |           |     |                  |      |          |     |                        |      | 2014                              |
|  | _   | System<br>integration<br>business |      | Service<br>and Support<br>business |      | Subtotal  | (   | Other<br>Note 1) |      | Total    | ,   | Adjustment<br>(Note 2) |      | Consolidated<br>total<br>(Note 3) |
| Sales  |     |                                   |      |                                    |      |           |     |                  |      |          |     |                        |      |                                   |
| Net sales to third parties   | \$3 | 8,003,967                         | \$2  | 2,018,719                          | \$5  | 5,022,686 | \$3 | ,166             | \$5, | 025,853  | \$  | _                      | \$5  | 5,025,853                         |
| Inter-segment sales/transfers  | 5   | 811                               |      | 3,306                              |      | 4,117     | 1   | ,167             |      | 5,285    |     | (5,285)                |      | _                                 |
| Total  | \$3 | 8,004,778                         | \$2  | 2,022,025                          | \$5  | 5,026,804 | \$4 | ,333             | \$5, | ,031,138 | \$  | (5,285)                | \$5  | 5,025,853                         |
| Segment profit or loss   | \$  | 284,450                           | \$   | 86,179                             | \$   | 370,629   | \$  | 474              | \$   | 371,103  | \$  | (63,313)               | \$   | 307,790                           |
| Segment assets   | \$  | 924,190                           | \$   | 733,934                            | \$1  | 1,658,125 | \$6 | 6,510            | \$1, | 664,635  | \$8 | 370,114                | \$2  | 2,534,749                         |
| Other items  |     |                                   |      |                                    |      |           |     |                  |      |          |     |                        |      |                                   |
| Depreciation and amortization (Note 4)   | \$  | 22,672                            | \$   | 16,508                             | \$   | 39,181    | \$  | 111              | \$   | 39,293   | \$  | 4,567                  | \$   | 43,860                            |
| Investments in associates<br>accounted for using<br>equity method                  |     | 5,904                             |      | 9,135                              |      | 15,040    |     | _                |      | 15,040   |     | _                      |      | 15,040                            |
| Capital expenditure in property<br>and equipment and<br>intangible assets (Note 4) | /   | 30,788                            |      | 23,516                             |      | 54,304    |     | 42               |      | 54,346   |     | 4,460                  |      | 58,807                            |

Notes 1. "Other" includes businesses not included in the reportable segments, and includes businesses as follows.

2013 : Administrative of buildings, repair of automobiles, insurance

2014 : Repair of automobiles, insurance

2. Below is a description of adjustment.

(1) The companywide expenses (not allocated to the reportable segments) included in the "Segment profit" adjustment line as of December 31, 2013 and 2014 were ¥△7,783 million and ¥△7,647 million (\$ 63,446 thousand ), consisting mainly of expenses related to administrative operations.

(2) The companywide assets (not allocated to the reportable segments) included in the "Segment assets" adjustment line as of December 31, 2013 and 2014 were ¥85,570 million and ¥104,924 million (\$870,522 thousand), consisting mainly of assets not belonging to the reportable segments (cash on hands and in bank, investments in securities, etc.) and assets related to administrative operations.

(3) The "Depreciation and amortization" adjustment refers to depreciation expenses related to companywide assets.

The "Capital expenditure in property and equipment and intangible assets" refers to capital expenditure related to companywide assets. 3. The "Segment profit or loss" is reconciled with "Operating income" in Consolidated Statements of Income.

 Depreciation and amortization and Capital expenditure in property and equipment and intangible assets include relevant amount of Long-term prepaid expenses.

## (PER SHARE INFORMATION)

Net assets per share as of December 31, 2013 and 2014 and net income per share for the years ended December 31, 2013 and 2014 were summarized as follows:

|                      |           | Yen       | U.S. dollars |
|----------------------|-----------|-----------|--------------|
|                      | 2013      | 2014      | 2014         |
| Net assets per share | ¥1,520.53 | ¥1,722.31 | \$14.29      |
| Net income per share | 213.83    | 247.41    | 2.05         |

Notes 1. Diluted net income per share for the years ended December 31, 2013 and 2014 are omitted, because the Companies have no dilutive shares.

2. The Company decided to split its shares on three for one basis with the effective date of July 1, 2014.

The computations of net income per share have been adjusted retroactively for all periods presented to reflect the effect of the stock split.

3. As shown in "(FRAMEWORK FOR PREPARING CONSOLIDATED FINANCIAL STATEMENTS) 2. Summary of Significant Accounting Policies (16) Changes in accounting policies," the "Accounting Standard for Retirement Benefits" is being applied, as per the past treatment stipulated in Article 37.

This resulted in a ¥26.36 (\$0.22) increase in the amount of net assets per share for the fiscal year under review.

4. Basis for calculation of net assets per share as of December 31, 2013 and 2014 were as follows:

|  |                                  | Millions of yen   | Thousands o<br>U.S. dollars                        |
|--|----------------------------------|---|--|
|  | 2013                             | 2014  | 2014   |
| Numerator:   |                                  |   |  |
| Net assets   | ¥145,066                         | ¥164,347  | \$1,363,544  |
| Minority interests in consolidated subsidiaries  | (915)                            | (1,070)   | (8,883)  |
| Net assets attributable to common stock  | ¥144,150                         | ¥163,277  | \$1,354,661  |
|  |                                  | Thousands of shar   | res  |
| Denominator:   |                                  |   |  |
| Number of shares of common stock outstanding   | 94,802                           | 94,801  |  |
|  |                                  | ,   |  |
| 5. Basis for caluculation of net income per share for the years ended December 31,   | 2013 and 2014                    | ,   | Thousands of<br>U.S. dollars                       |
|  | 2013 and 2014                    | were as follows:  |  |
| 5. Basis for caluculation of net income per share for the years ended December 31,   | 2013 and 2014                    | were as follows:  | U.S. dollars                                       |
| 5. Basis for caluculation of net income per share for the years ended December 31,   | 2013 and 2014                    | were as follows:  | U.S. dollars                                       |
| 5. Basis for caluculation of net income per share for the years ended December 31,   | 2013 and 2014<br>2013            | were as follows:<br>Millions of yen<br>2014   | U.S. dollars 2014                                  |
| 5. Basis for caluculation of net income per share for the years ended December 31,<br>Numerator:<br>Net income   | 2013 and 2014<br>2013            | were as follows:<br>Millions of yen<br>2014   | U.S. dollars 2014                                  |
| 5. Basis for caluculation of net income per share for the years ended December 31,<br>Numerator:<br>Net income<br>Net income not attributable to common shareholders | 2013 and 2014<br>2013<br>¥20,271 | were as follows:<br>Millions of yen<br>2014<br>¥23,455<br>—                         | U.S. dollars<br>2014<br>\$194,599<br><br>\$194,599 |
| 5. Basis for caluculation of net income per share for the years ended December 31,<br>Numerator:<br>Net income<br>Net income not attributable to common shareholders | 2013 and 2014<br>2013<br>¥20,271 | were as follows:<br><u>Millions of yen</u><br>2014<br>¥23,455<br><u></u><br>¥23,455 | U.S. dollars<br>2014<br>\$194,599<br><br>\$194,599 |

Net income per common share is based upon the weighted average number of common shares outstanding during each year.

## (NOTES - SIGNIFICANT EVENTS AFTER REPORTING PERIOD)

None.

## (CONSOLIDATED SUPPLEMENTARY STATEMENTS)

## (ANNEXED CONSOLIDATED DETAILED SCHEDULE OF BORROWINGS)

Long-term debt as of December 31, 2014 consisted of the following:

|  |                                      | Millions of yen                   |
|--|--------------------------------------|-----------------------------------|
|  |                                      | 2014                              |
|  | Balance at the beginning of the year | Balance at the<br>end of the year |
| Short-term loans payable                           | ¥6,950                               | ¥6,850                            |
| Current portion of long-term loans payable         | _                                    | _                                 |
| Current portion of lease obligations               | 708                                  | 960                               |
| Long-term loans payable(excluding current portion) | _                                    | _                                 |
| Lease obligations(excluding current portion)       | 1,412                                | 1,774                             |
| Other interest-bearing debt                        | _                                    | _                                 |
| Total  | ¥9,070                               | ¥9,584                            |

|  | Thousands                               | s of U.S. dollars                 |
|--|---|-----------------------------------|
|  |   | 2014                              |
|  | Balance at the<br>beginning of the year | Balance at the<br>end of the year |
| Short-term loans payable                           | \$57,661                                | \$56,832                          |
| Current portion of long-term loans payable         | _                                       | _                                 |
| Current portion of lease obligations               | 5,875                                   | 7,965                             |
| Long-term loans payable(excluding current portion) | —                                       | _                                 |
| Lease obligations(excluding current portion)       | 11,716                                  | 14,718                            |
| Other interest-bearing debt                        | _                                       | _                                 |
| Total  | \$75,253                                | \$79,517                          |

Notes 1. The annual weighted-average interest rate applicable to short-term bank loans as of December 31, 2014 was 0.79%.

The annual average interest rate is the weighted average of the interest rate on loans calculated by using the balance of outstanding loans payable at the end of the current fiscal year.

2. The annual average interest rate is not shown for lease obligations because the amounts in the consolidated balance sheets include the amounts corresponding to interest paid from total lease payment.

3. The annual maturities of lease obligations except for current portion as of December 31, 2014 were as follows:

|                   | Due after one year through two years    | Due after two years through three years    | Due after three years through four years    | 2014<br>Due after four years<br>through five years |
|-------------------|---|--|---|--|
|                   |   |  |   |  |
|                   |   |  |   | ab of otor actian                                  |
|                   |   |  | Thousan                                     | nds of U.S. dollars                                |
| Lease obligations | ¥808                                    | ¥529                                       | ¥330  | ¥102   |
|                   | Due after one year<br>through two years | Due after two years<br>through three years | Due after three years<br>through four years | Due after four years<br>through five years         |
|                   |   |  |   | 2014   |
|                   |   |  |   | Millions of yer                                    |

## Independent Auditor's Report

## The Board of Directors OTSUKA CORPORATION

We have audited the accompanying consolidated financial statements of OTSUKA CORPORATION and its consolidated subsidiaries, which comprise the consolidated balance sheets as at December 31, 2014, and the consolidated statements of income, comprehensive income, changes in net assets, and cash flows for the year then ended and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

## Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for designing and operating such internal control as management determines is necessary to enable the preparation and fair presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. The purpose of an audit of the consolidated financial statements is not to express an opinion on the effectiveness of the entity's internal control, but in making these risk assessments the auditor considers internal controls relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of OTSUKA CORPORATION and its consolidated subsidiaries as at December 31, 2014, and their consolidated financial performance and cash flows for the year then ended in conformity with accounting principles generally accepted in Japan.

#### **Convenience Translation**

We have reviewed the translation of these consolidated financial statements into U.S. dollars, presented for the convenience of readers, and, in our opinion, the accompanying consolidated financial statements have been properly translated on the basis described in Note 3.

March 27, 2015 Tokyo, Japan

Ernet & young Shinhikon LLC