

FY11 3Q Summary of Consolidated Financial Results

January 30, 2012

Company Name **Wacom Co., Ltd.**

(Code Number: 6727 TSE1)

(URL <http://wacom.jp/en/company/outline>)

Representative: Masahiko Yamada, CEO

TEL: 03-5309-1500

Contact: Wataru Hasegawa, CFO

Preparation of Supplemental Explanatory Material for Financial Results: Yes

Holding of Large Meeting for Financial Results: No

1. FY11 3Q Consolidated Financial Results (April 1, 2011 – December 31, 2011)

(1) Business Performance (Consolidated) (rounded off to mY)

	Sales		Operating Profit		Recurring Profit		Net Profit	
	mY	%	mY	%	mY	%	mY	%
FY11 3Q	27,786	(10.1)	2,729	(4.3)	2,646	(-5.4)	1,643	(-5.4)
FY10 3Q	25,232	(7.1)	2,616	(16.0)	2,797	(19.7)	1,736	(13.2)

(Note) Comprehensive income FY11 3Q 958mY (10.3%) FY10 3Q 868mY (--- %)

	Net Profit per Share Outstanding		Net Profit per Diluted Share Outstanding	
	Yen	Sen	Yen	Sen
FY11 3Q	4,109.43		4,105.28	
FY10 3Q	4,320.06		4,311.46	

(2) Financial Position (Consolidated)

	Total Assets	Net Assets	Capital Ratio
	mY	mY	%
FY11 3Q	29,672	17,852	59.9
FY10	27,094	18,482	68.1

(For Ref.) Capital (Net Assets excluding Subscription Rights to Shares): FY11 3Q 17,778mY FY10 18,450mY

2. Dividend

(Record date)	Dividend Per Share				
	1Q	2Q	3Q	End of FY	FY Total
	Yen Sen	Yen Sen	Yen Sen	Yen Sen	Yen Sen
FY10	-	0.00	-	3,000.00	3,000.00
FY11	-	0.00			
FY11 (estimates)			-	3,000.00	3,000.00

Changes in estimated dividend per share of FY11 : No

3. Consolidated Business Forecasts of FY11 (April 1, 2011 – March 31, 2012)

	Sales		Operating Profit		Recurring Profit		Net Profit		Net Profit per Share Outstanding	
	mY	%	mY	%	mY	%	mY	%	Yen	Sen
Full Year	38,900	(17.8)	3,700	(13.8)	3,650	(8.5)	2,340	(19.0)	5,885.08	

Changes in Consolidated Business Forecasts of FY11 :Yes

4. Other

- 1) Reclassification of significant subsidiaries during the period (Reclassification due to the change in scope of consolidation) : No
- 2) Adoption of special accounting policies for quarterly financial statements : Yes
- 3) Changes in accounting principles, procedures and methods of presentation in consolidated financial statements
 - Changes resulting from revisions in accounting standards : Yes
 - Changes other than those above : Yes
 - Changes resulting from accounting estimates : No
 - Changes resulting from restatements : No

4) Numbers of shares outstanding (Common stock)

Number of shares outstanding at end of year (including treasury stock):

	Shares		Shares
FY11 3Q	422,616	FY10	421,816

Number of treasury stock outstanding at end of year:

	Shares		Shares
FY11 3Q	25,000	FY10	20,000

Number of average shares for fiscal period (total in quarter):

	Shares		Shares
FY11 3Q	399,755	FY10 3Q	401,816

* Regarding the implementation of quarterly review procedures

These financial results are not subject to review procedures. Thus, at the time of disclosure of these financial results, the financial statement review procedures based on "Financial Instruments and Exchange Law" have not been completed.

* Forward-looking statements regarding future events and performance contained in this presentation are based on currently available information and involve risks and uncertainties. Please note that actual results could materially differ from those expressed or implied by the forward-looking statements in this presentation due to these risks and uncertainties.

(Accompanying data)

Consolidated Balance Sheet (Summary), Consolidated Profit and Loss Statement (Summary), Consolidated Statement of Changes in Shareholder's Equity, Consolidated Cash Flow Statement (Summary), Segment Information (Summary), and Complementary Information

[Qualitative news and financial statements]

〈Qualitative news for consolidated business performance〉

Wacom Group's business environment for FY11 3Q (from April 1, 2011 to December 31, 2011) showed a sharp recovery from supply chain disruptions caused by the flood disaster in Thailand, in addition to a drop in the domestic economy and the stagnation of production activities due to the Great East Japan earthquake. On the other hand, the uncertain economic outlook in major industrial countries increased because of the credit crisis in EU due to the sovereign debt problems in Greece and Italy, etc. Emerging markets including China and India, which also faced inflation and a slowdown of exports, showed a slow pace in growth. As for exchange rates, substantial appreciation of the Japanese yen against the U.S. dollar and Euro was developed. In the IT field smart phones and tablet-type devices are growing rapidly as new IT platforms. PC manufacturers and handset makers have strived to expand their product lines to secure good positions in the new markets.

In our Professional Products market, productivity improvements in digital imaging as well as requirements for advanced expressiveness have become the critical needs for our customers. This is in part owing to a growing trend of 3D in the film and games industries and the general spread of digital design. Also in Asian regions governments have been actively engaged in developing local digital content industries.

In our Consumer Products market, the use of pen functionalities to communicate on social networks such as Facebook showed expansion, in addition to the common use of expressive pen interaction for the creation of illustrations, photo retouching and web design. The spread of tablet-type devices and e-Book devices also caused new demand for the natural feel of handwriting input.

In our Business Products market of healthcare, education and finance, businesses continue to adopt our LCD tablets in accordance with growing needs for more highly secured and paperless processes. In particular, certification solutions using a digital pen for signing digital settlements have been attracting attention in business markets for improved personal information management, efficient transactions and paperless processes for cost reduction in document storage.

Moreover, in our Components market, as well as our existing Tablet PC markets for Windows OS, smart phones, tablet-type devices, and e-Book devices running on Google's Android OS are raising new demand for pen and touch technologies. In addition, Samsung's Galaxy Note featured pen function was released in October starting from Europe, etc. it gains a high reputation as a new category in the smart phones market.

Under the conditions described above Wacom strived to achieve the following measures, mainly; the launch of new products, the promotion of web-based marketing, the development of new products and new technologies, the enhancement of supply chain management, production control systems and improved profitability of the business, as well as addressing the business risk management continuously. Moreover, Wacom introduced a new ERP system as a global IT infrastructure investment which helps increase productivity and supports future growth. The new ERP system cut over in August and runs smoothly. On the other hand, profits of this fiscal year were affected by the significant appreciation of the Japanese yen and the extraordinary loss was also posted in accordance with the decision of secession from the pension fund by the Board of Directors owing to the decrease of the financial risk in the future. As a result, the consolidated FY11 3Q business results ended in sales of ¥27.79bn (+10.1% YoY), operating profit of ¥2.73bn (+4.3% YoY), recurring profit of ¥2.65bn (-5.4% YoY), and net profit of ¥1.64bn (-5.4% YoY).

The product lines of the Tablet Business are now reorganized into the three new categories of “Professional Products”, “Consumer Products”, and “Business Products” in use from FY11 1Q. As a result, “Cintiq series” which was included in “LCD tablets” for the professional graphics market is now reclassified into “Professional Products” and some products for the education market which were originally included in “Consumer tablets” are now reclassified into “Business Products”.

(Business Segment Performance)

1) Tablet business

For the Tablet business, sales slightly increased despite the fluctuations of the exchange rate. For Professional Products the sales of "Intuos 4" were sluggish. However, "Cintiq 21UX" LCD tablet showed steady sales continuously and "Cintiq 24HD", which was released as the flagship product in September showed favorable sales and contributed to the sales increase of Professional Products as a whole. The "Inkling" the digital sketch pen which was launched in October as a new professional product which can capture a digital likeness of your work on paper, has received a high reputation and awarded "The 50 Best Inventions" by Time Magazine. With regard to Consumer Products, overall sales showed favorable growth. This was owing to continuous strong sales of "Bamboo Stylus" pen for iPad launched in May and although "Bamboo" series, which released new models in September and showed sluggish sales in the U. S. and European market, stayed at a similar level to the previous fiscal year. We also launched new solutions such as download services of "Bamboo Paper" which is available as a free hand-writing software application for the Apple iPad. For Business Products, sales decreased due to the end of sales in some OEM products for vertical markets in the U. S. compared to the same period for the previous fiscal year and despite the sales increase in the "STU" series for digital signature certification.

Geographically in the U.S., sales decreased due to the end of sales in some OEM product lines and the fluctuation of the exchange rate for the same period of the previous fiscal year. In EU as a whole, sales showed favorable increase owing to the sales growth of all product lines. In Japan sales expanded thanks to a favorable increase in sales of the "Cintiq" series in Professional Products and the growth of the Consumer Products. In Asia and Oceania as a whole, sales remained with a slight growth due to the fluctuation of exchange rates and despite the increase of sales volume.

As a result, the Tablet business FY11 3Q sales ended at ¥20.63bn (+2.4% YoY), and operating profit was ¥3.73bn (-15.1% YoY).

2) Component business

Regarding the Component business as a whole, sales showed significant growth compared with the previous year thanks to starting mass production of the pen sensor system of "Wacom feel IT technologies", adopted in Samsung's Galaxy Note. Other components for Tablet type-devices on Windows OS and e-Books based on Android OS steadily maintained sales momentum. On the product development side, Wacom continues to develop new sensor controller ICs and

sensor systems for the next generation Windows OS from Microsoft.

As a result, the component business FY11 3Q sales ended at ¥6.78bn (+42.4% YoY) and operating income was ¥0.56bn (operating loss ¥0.14bn FY10 3Q).

3) Other businesses

The Software business showed favorable sales growth owing to improvements in efficiency and strengthening of partnerships with major distributors as well as the promotion of replacement and acquisition of new projects by the "ECAD" product. "ECAD dio 2012" which is an enhanced new version for large-scale design, was released in September and gained favorable reputations.

As a result, other businesses FY11 3Q sales ended at ¥373mn (+15.0% YoY), and operating income was ¥68mn (operating loss ¥159mn FY10 3Q).

〈Qualitative news for consolidated financial position〉

1. Assets, Liabilities, and Net Assets

Total assets increased by ¥2.58bn to ¥29.67bn in FY11 3Q compared to the end of FY10. The main reasons were a ¥1.84bn increase in notes and accounts receivable, a ¥0.64bn increase in merchandise and finished goods for Xmas sales, a ¥0.42bn increase in other current assets due to the increase of materials supplied to manufacturers at cost for launching new products, and a ¥0.17bn increase in other intangible fixed assets due to the structuring of the enterprise resource planning systems. The main reason for the decrease was a ¥0.85bn in cash and cash equivalents by a payment of shareholders' dividends and the reduction of cash and deposits converted by the appreciation of the Japanese yen.

Total liabilities increased by ¥3.21bn to ¥11.82bn in FY11 3Q compared with the end of FY10. The main reasons for the increase were a ¥2.31bn in notes and accounts payable and a ¥0.43bn in income tax payable.

Total net assets decreased by ¥0.63bn to ¥17.85bn. The main reason for the decrease was a ¥0.68bn change in foreign currency translation adjustments due to the appreciation of the Japanese yen.

2. Cash Flow

Consolidated cash & cash equivalents for FY11 3Q decreased by ¥0.85bn compared to the end of FY10 (¥2.71bn decrease in FY10 3Q) to ¥9.61bn in FY11 3Q.

(Cash Flow from Operating Activities)

Earned operating cash flow gained for FY11 3Q was ¥2.21bn (¥98mn expended in FY10 3Q).

The main reasons for the increase were a ¥2.49bn in the sum of NPBT, depreciation of ¥0.74bn, and a ¥2.61bn increase in accounts payable despite a ¥2.23bn increase in account receivable and a ¥1.22bn increase in inventories.

(Cash Flow from Investing Activities)

Investing cash flow expended for FY11 3Q was ¥1.08bn. (¥0.88bn expended in FY10 3Q) The main reason was the increase of purchases of molds and an ERP system of ¥0.94bn in fixed assets.

(Cash Flow from Financing Activities)

Financing cash flow expended for FY11 3Q was ¥1.63bn. (¥1.2bn expended in FY10 3Q) The reason was a ¥1.2bn payment of shareholders' dividends and a repurchase of own shares of ¥0.44bn.

〈Qualitative news on the forecast of consolidated results〉

Wacom revised its full-financial-year forecasts of the consolidated result released on April 27, 2011. Please refer to today's disclosure of "Forecast revision for FY11" as of January 30, 2012

(Accompanying data)

1. Summary of Consolidated Balance Sheet

(Unit: '000 Yen)

Subject	FY10 (as of Mar. 31, 2010)	FY11 3Q (as of Dec. 31, 2011)
	Amount	Amount
(Assets)		
Current Assets		
1. Cash and cash equivalents	10,454,820	9,605,386
2. Notes and accounts receivable	4,216,958	6,059,606
3. Merchandise and Finished Products	2,876,770	3,515,986
4. Work in process	183,468	318,667
5. Raw Materials and Supplies	709,995	801,593
6. Others	2,524,036	2,943,614
7. Allowance for doubtful accounts	-16,335	-11,525
Total Current Assets	20,949,712	23,233,327
Fixed Assets		
1. Tangible fixed assets		
(1) Buildings and facilities (net amount)	1,617,544	1,524,933
(2) Others (net amount)	2,017,735	2,098,696
Total tangible fixed assets	3,635,279	3,623,629
2. Intangible fixed assets		
(1) Goodwill	68,554	52,318
(2) Others	2,174,826	2,343,803
Total intangible fixed assets	2,243,380	2,396,121
3. Investment and other assets		
(1) Others	281,731	434,615
(2) Allowance for doubtful accounts	-16,599	-15,833
Total investment and other assets	265,132	418,782
Total Fixed assets	6,143,791	6,438,532
Total Assets	27,093,503	29,671,859

(Unit: '000 Yen)

Subject	FY10 (as of Mar. 31, 2010)	FY11 3Q (as of Dec. 31, 2011)
	Amount	Amount
(Liabilities)		
Current Liabilities		
1. Notes and accounts payable	3,994,330	6,307,742
2. Short-term debt	600,000	600,000
3. Income taxes payable	221,326	655,738
4. Provision for bonuses	274,987	274,402
5. Provision for director's bonuses	30,254	38,141
6. Provision for Loss on disaster	197,212	147,476
7. Provision for loss on business liquidation	25,403	8,871
8. Provision for Loss on Withdrawal from employees' pension fund	—	131,175
9. Others	2,241,020	2,614,448
Total Current Liabilities	7,584,532	10,777,993
Fixed Liabilities		
1. Provision for retirement benefits	479,117	485,570
2. Asset Retirement Obligations	48,596	48,981
3. Others	499,312	507,019
Total Fixed Liabilities	1,027,025	1,041,570
Total Liabilities	8,611,557	11,819,563
(Net Assets)		
Shareholders' Equity		
1. Capital Stock	4,196,405	4,203,469
2. Capital Surplus	4,037,819	4,044,882
3. Retained earnings	13,800,300	14,237,617
4. Treasury stock	-1,848,486	-2,287,245
Total Shareholders' Equity	20,186,038	20,198,723
Accumulated Comprehensive Income		
1. Valuation Difference on Available-for-Sale Securities	—	-1,295
2. Foreign Currency Translation Adjustments	-1,736,009	-2,419,821
Total Accumulated Comprehensive Income	-1,736,009	-2,421,116
Subscription Rights to Shares	31,917	74,689
Total Net Assets	18,481,946	17,852,296
Total Liabilities & Net Assets	27,093,503	29,671,859

2. Consolidated Profit & Loss Statement

(Unit: '000 Yen)

Subject	FY10 3Q (Apr. 1, 2010 to Dec. 31, 2010)	FY11 3Q (Apr. 1, 2011 to Dec. 31, 2011)
	Amount	Amount
Sales	25,232,258	27,786,381
Cost of Goods Sold	13,319,136	15,064,058
Gross Profit	11,913,122	12,722,323
Selling, General and Administrative Expenses	9,296,679	9,993,686
Operating Profit	2,616,443	2,728,637
Non-operating Revenue		
1. Interest and dividend income	65,907	23,033
2. Foreign exchange gains	54,880	—
3. Others	69,202	23,632
Sub Total	189,989	46,665
Non-operating Expense		
1. Interest cost	7,885	5,738
2. Foreign Exchange Losses	—	101,198
3 Others	1,425	22,476
Sub Total	9,310	129,412
Recurring Profit	2,797,122	2,645,890
Extraordinary Gain		
1. Gain on sales of fixed assets	846	1,015
2.Reversal of allowance for doubtful accounts	6,632	—
Sub Total	7,478	1,015
Extraordinary Loss		
1. Loss on Sales of Fixed Assets	421	1,332
2. Loss on Disposal of Fixed Assets	8,342	6,868
3. Loss on Write-down of Investment Securities	20,000	—
4. Loss on Adjustment for changes of Accounting Standard for Asset Retirement Obligations	28,578	—
5. Settlement Package	21,113	—
6. Loss on Withdrawal from Employees' Pension Fund	—	131,175
7.Others	3,474	18,684
Sub Total	81,928	158,059
Net Profit before Taxes and Other Adjustments	2,722,672	2,488,846
Total of Income Tax, Inhabitant Tax and Enterprise Tax	986,803	846,081
Net Profit before Minority Interests Adjustments	1,735,869	1,642,765
Net Profit	1,735,869	1,642,765

Consolidated Comprehensive Income Statement

(Unit: '000 Yen)

Subject	FY10 3Q (Apr. 1, 2010 to Dec. 31, 2010)	FY11 3Q (Apr. 1, 2011 to Dec. 31, 2011)
	Amount	Amount
Income before minority interests	1,735,869	1,642,765
Other comprehensive income		
1. Valuation Difference on Available-for-Sale Securities	—	-1,295
2. Foreign Currency Translation Adjustment	-867,563	-683,812
Total Other Comprehensive income	-867,563	-685,107
Comprehensive income	868,306	957,658
(Breakdown)		
Comprehensive income attributable to owners of the parent	868,306	957,658
Comprehensive income attributable to minority interests	—	—

3. Summary of Consolidated Cash Flow Statement

(Unit: '000 Yen)

	FY10 3Q (Apr. 1, 2010 to Dec. 31, 2010)	FY11 3Q (Apr. 1, 2011 to Dec. 31, 2011)
	Amount	Amount
Operating Cash Flow		
Net Profit Before Taxes and Other Adjustments	2,722,672	2,488,846
Depreciation	536,317	737,591
Share-based Compensation Expenses	19,446	42,771
Increase in Provisions (- represents decrease)	-589,174	19,195
Increase Provision for Loss on Disaster (- represents decrease)	—	-49,736
Increase Provision for Loss on Business Liquidation (- represents decrease)	—	-15,358
Increase Provision for Withdrawal from Employees' Pension Fund (- represents decrease)	—	131,175
Interest and Dividend Income	-65,907	-23,033
Interest Cost	7,885	5,738
Loss on Valuation of Investment Securities (- Gain)	20,000	—
Adjustment for Changes of Accounting Standard for Asset Retirement Obligations	28,578	—
Decrease in Notes and Accounts Receivable (- represents increase)	-1,072,598	-2,234,288
Decrease in Inventory (- represents increase)	-1,333,391	-1,223,022
Increase in Notes and Accounts Payable (- represents decrease)	304,965	2,609,611
Others	495,349	274,724
Sub Total	1,074,142	2,764,214
Interest and Dividend Received	65,908	23,033
Interest Paid	-8,669	-6,834
Payments for settlement package	-10,829	—
Disaster Expense Paid	—	-18,246
Business Liquidation Expense Paid	—	-15,358
Income Taxes Paid	—	-540,708
Income Taxes Refund (-Paid)	-1,218,114	—
Operating Cash Flow	-97,562	2,206,101
Investing Cash Flow		
Payments for Purchase of Fixed Assets	-881,369	-941,090
Purchase of Investment Securities	—	-167,702
Others	4,468	25,620
Investing Cash Flow	-876,901	-1,083,172
Financing Cash Flow		
Proceeds from stock issuance	—	14,049
Purchase of Treasury Stock	—	-439,603
Payments for Shareholders' Dividends	-1,200,950	-1,201,045

Financing Cash Flow	-1,200,950	-1,626,599
Effect of Exchange Rate Changes on Cash and Cash Equivalents	-530,208	-345,764
Net Increase in Cash and Cash Equivalents (- represents Decrease)	-2,705,621	-849,434
Cash and Cash Equivalents at Beginning of Term	12,350,113	10,454,820
Cash and Cash Equivalents at End of Term	9,644,492	9,605,386

4. Segment Information

FY10 3Q (April 1, 2010 – December 31, 2010)

(Unit: '000 Yen)

	Reportable Segments			Other businesses	Total	Adjustment (Note)	Amount of Consolidated P/L
	Tablet business	Component Business	Sub Total				
Sales							
Sales towards external customers	20,146,283	4,760,798	24,907,081	325,177	25,232,258	—	25,232,258
Sales between internal segments and internal transfer	—	—	—	—	—	—	—
Total	20,146,283	4,760,798	24,907,081	325,177	25,232,258	—	25,232,258
Segment Profit or Loss (-)	4,391,092	-136,184	4,254,908	-159,475	4,095,433	-1,478,990	2,616,443

(Note) "Other businesses" consist of Software business and DJ Device business.

The above "Adjustment" in "Segment Profit" is mainly the cost of financial and general affairs departments which are not included in the reportable segments. "Segment Profit" is adjusted for "Operating Income".

FY11 3Q (April 1, 2011 – December 31, 2011)

(Unit: '000 Yen)

	Reportable Segments			Other businesses	Total	Adjustment (Note)	Amount of Quarterly Consolidated P/L
	Tablet business	Component Business	Sub Total				
Sales							
Sales towards external customers	20,634,580	6,777,998	27,412,578	373,803	27,786,381	—	27,786,381
Sales between internal segments and internal transfer	—	—	—	—	—	—	—
Total	20,634,580	6,777,998	27,412,578	373,803	27,786,381	—	27,786,381
Segment Profit or Loss (-)	3,729,592	558,670	4,288,262	67,636	4,355,898	-1,627,261	2,728,637

(Note) "Other businesses" consist of Software business.

The above "Adjustment" in "Segment Profit" is mainly the cost of financial and general affairs departments which are not included in the reportable segments. "Segment Profit" is adjusted for "Operating Income".

We have changed this since FY11 1Q and adopted new accounting principles with revenue recognition on a delivery basis to the customer site from shipment basis. We recognize a minor financial influence.

5. Notes for Cases of the Significant Change in Total Shareholder's Equity

The Company purchased its own shares in accordance with the decision of its Board of Directors as of August 11, 2011. As the result, 5,000 shares of its treasury stock for ¥438.8 million increased in FY11 2Q and total treasury stocks were 25,000 shares for ¥2,287.2 million at the end of FY11 3Q.

FY2011 3Q Summary of Financial Results (Consolidated)
from April 1, 2011 to December 31, 2011

(1) Business Performance

	FY2011		FY2010		YOY Change		FY2011		FY2010		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Forecast	Full year Result	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY	mil JPY	mil JPY	
Sales	27,786	25,232	2,554	10.1%			38,900	33,030	5,870	17.8%		
Operating Profit	2,729	2,616	113	4.3%			3,700	3,252	448	13.8%		
(Operation Profit Margin)	9.8%	10.4%					9.5%	9.8%				
Recurring Profit	2,646	2,797	-151	-5.4%			3,650	3,363	287	8.5%		
(Recurring Profit Margin)	9.5%	11.1%					9.4%	10.2%				
Net Profit	1,643	1,736	-93	-5.4%			2,340	1,967	373	19.0%		
(Net Profit Margin)	5.9%	6.9%					6.0%	6.0%				
P/L FX rate (Average in the term)	JPY	JPY	JPY				JPY	JPY	JPY			
(US Daller)	79.17	86.86	-7.69	-8.9%			78.67	85.82	-7.15	-8.3%		
(Euro)	111.32	113.49	-2.17	-1.9%			108.71	113.56	-4.85	-4.3%		

Note) Assumption of FX rate in 4Q 1USD=JPY77, 1EUR=JPY100

(2) Sales by Business Segment

	FY2011		FY2010		YOY Change		FY2011		FY2010		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Forecast	Full year Result	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY	mil JPY	mil JPY	
Tablet business	20,634	20,146	488	2.4%			28,400	26,465	1,935	7.3%		
Component business	6,778	4,761	2,017	42.4%			10,000	6,117	3,883	63.5%		
Other businesses	374	325	49	15.0%			500	448	52	11.7%		
Total	27,786	25,232	2,554	10.1%			38,900	33,030	5,870	17.8%		

(3) Sales by Product Lines

	FY2011		FY2010		YOY Change		FY2011		FY2010		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Forecast	Full year Result	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY	mil JPY	mil JPY	
Tablet business	20,634	20,146	488	2.4%			28,400	(29,000)	26,465	1,935	7.3%	
Professional Products	10,774	10,353	421	4.1%			15,400	(14,600)	13,650	1,750	12.8%	
Pen tablets	6,937	7,527	-590	-7.8%			9,800	(10,600)	9,756	44	0.4%	
(Japan)	1,144	1,321	-177	-13.4%					1,810			
(U.S.)	2,206	2,367	-161	-6.8%					3,115			
(Germany)	2,093	2,275	-182	-8.0%					2,977			
(Asia-Oceania)	1,494	1,564	-70	-4.4%					1,854			
LCD tablets	3,837	2,826	1,011	35.8%			5,600	(4,000)	3,894	1,706	43.8%	
(Japan)	676	478	198	41.4%					644			
(U.S.)	1,622	1,300	322	24.8%					1,770			
(Germany)	1,136	739	397	53.8%					1,061			
(Asia-Oceania)	403	309	94	30.6%					419			
Consumer Products	7,634	6,914	720	10.4%			9,900	(10,800)	9,025	875	9.7%	
(Japan)	1,625	1,366	259	19.0%					1,868			
(U.S.)	2,122	2,070	52	2.5%					2,600			
(Germany)	2,555	2,244	311	13.9%					3,067			
(Asia-Oceania)	1,332	1,234	98	7.9%					1,490			
Business tablets	2,226	2,879	-653	-22.7%			3,100	(3,600)	3,790	-690	-18.2%	
(Japan)	814	748	66	8.8%					1,050			
(U.S.)	595	1,450	-855	-59.0%					1,700			
(Germany)	622	429	193	45.1%					569			
(Asia-Oceania)	195	252	-57	-22.6%					471			
Component business	6,778	4,761	2,017	42.4%			10,000	(7,000)	6,117	3,883	63.5%	
(Japan)	6,720	4,761	1,959	41.1%					6,117			
(U.S.)	49	0	49	—					0			
(Germany)	9	0	9	—					0			
Other businesses	374	325	49	15.0%			500	(500)	448	52	11.7%	
CAD for electrical engineering	374	325	49	15.0%					448			
(Japan)	374	330	44	13.2%					463			
(Germany)	0	-5	5	—					-15			
Total	27,786	25,232	2,554	10.1%			38,900	(36,500)	33,030	5,870	17.8%	

Note) The product lines of "Tablet business" are reorganized into three categories of "Professional Products", "Consumer Products", and "Business Products" by use in FY2011.

Note) The figures of FY2010 were recalculated retroactively because of the adoption of the new accounting principles in revenue recognition.

Note) Each figure in () of FY2011 Full Year Forecast shows the initial forecast before the revision as of January 30, 2012

(4) Sales by Subsidiaries

	FY2011		FY2010		YOY Change		FY2011		FY2010		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Forecast	Full year Result	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY	mil JPY	mil JPY	
Japan	11,353	9,004	2,349	26.1%					11,951			
U.S.	6,593	7,187	-594	-8.3%					9,186			
Germany	6,415	5,682	733	12.9%					7,659			
Asia-Oceania	3,425	3,359	66	2.0%					4,234			
Total	27,786	25,232	2,554	10.1%			38,900	33,030	5,870	17.8%		

Note) Japan's sales includes Taiwan area. Germany's includes EMEA, Asia-Oceania's is a total of sales of the subsidiaries in China, Korea, Australia, and Singapore.

(5) Capital Expenditure, Depreciation, and R&D Expenditure

	FY2011		FY2010		YOY Change		FY2011		FY2010		YOY Change	
	3Q Result	3Q Result	3Q Result	3Q Result	Amount	Ratio	Full Year Forecast	Full year Result	Amount	Ratio	Amount	Ratio
	mil JPY	mil JPY	mil JPY	mil JPY	mil JPY		mil JPY	mil JPY	mil JPY	mil JPY	mil JPY	
Capital Expenditure	1,015	877	138	15.7%			1,100	1,591	-491	-30.9%		
Depreciation	738	536	202	37.6%			970	749	221	29.4%		
R&D Expenditure	1,237	919	318	34.7%			1,800	1,291	509	39.5%		

Note) The amount of capital expenditure is a total of new purchases of tangible assets and intangible assets.