# Quarterly Report 

3rd Quarter : 3 months ended December 31, 2014
3rd Quarter aggregated: 9 months ended December 31, 2014

Consolidated (HOYA CORPORATION and Consolidated Subsidiaries)
Part 1
3rd Quarter : from October 1 to December 31, 2014 <IFRS>

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## Part .2

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Notes:

1. HOYA's fiscal year (FY) : from April 1 to March 31 of the following year.
2. These financial statements are excerpt translation of Japanese "Kessan Tanshin"and have been prepared for the references only of foreign investors.
3. HOYA CORPORATION started to disclose its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS) from fiscal year ended March 31, 2011, instead of generally accepted accounting principles in Japan (Japanese GAAP).

## HOYA CORPORATION

This report is provided solely for the information of professional analysts who are expected to make their own evaluation of the company. This report contains forward-looking statements that are based on management's assumptions and beliefs in light of the information currently available to it and therefore you should not place undue reliance on them.
These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from that anticipated in these statements. These factors include changes in economic conditions, trends in our major markets, currency exchange rates, etc.
We accept no liability whatsoever for any direct or consequential loss arising from any use of this report.

## HOYA

Part. 1

## 1. Quarterly Consolidated Financial Highlights <br> HOYA CORPORATION and Consolidated Subsidiaries

1. Performance for the three months ended December 31, 2013 and 2014 (All operations *Notes)
( The yen amounts shown therein are rounded off to the nearest million.)

|  | Three months ended |  | Variance |
| :--- | ---: | ---: | ---: |
| (1)Revenue and Profit before tax | Dec. 31,2013 | Dec. 31,2014 | $(\%)$ |
| Revenue | 109,690 | 128,206 | 16.9 |
| Profit before tax | 29,499 | 36,240 | 22.9 |
| Ratio of profit before tax(\%) | $26.9 \%$ | $28.3 \%$ |  |
| Profit for the quarter | 22,274 | 29,142 | 30.8 |
| Ratio of profit for the quarter(\%) | $20.3 \%$ | $22.7 \%$ |  |
| Profit attributable to owners of the Company | 20,633 | 28,902 | 40.1 |
| $\quad$ Ratio of profit attributable to owners of the Company(\%) | $18.8 \%$ | $22.5 \%$ |  |
| Basic earnings per share (yen) | 47.79 | 68.25 |  |
| Diluted earnings per share (yen) | 47.70 | 68.06 |  |
|  | As of |  |  |
| (2)Financial Position | Sep.30,2014 | Dec. 31,2014 |  |
| Total assets | 680,680 | 730,737 |  |
| Total equity | 547,982 | 595,588 |  |
| Equity attributable to owners of the Company | 541,508 | 588,440 |  |
| Ratio of assets attributable to owners of the Company | $79.6 \%$ | $80.5 \%$ |  |
| Assets attributable to owners of the Company per share (yen) | $1,279.12$ | $1,389.20$ |  |


| (3) Conditions of Cash Flows | Three months ended |  |
| :--- | ---: | ---: |
|  | Dec. 31,2013 | Dec. 31,2014 |
| Net cash used in investing activities | 23,997 | 27,368 |
| Net cash provided by (used in ) financing activities | $-8,734$ | $-7,010$ |
| Cash and cash equivalents at end of period | $-12,735$ | $-12,387$ |

2.Projected Results for the Full Year (Year ending March 31, 2015) for All Operations

|  | Year ended/ending |  | Variance |  |
| :--- | ---: | ---: | ---: | :---: |
|  | Mar.31,2014 | Mar.31,2015E | $(\%)$ |  |
| Revenue | 427,575 | 482,500 | 54,925 |  |
| Profit before tax | 85,486 | 119,000 | 33,514 |  |
| Profit for the term | 60,140 | 94,000 | 33,860 |  |
| Profit attributable to owners of the Company | 58,390 | 93,200 | 34,810 |  |
| Profit for the term per share (Yen) | 135.26 | 220.93 | 85.67 |  |

Notes:
"All operations" means here that the figures are including not only "Continuing operations" but also "Discontinued operations".
These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from that anticipated in these statements. These factors include changes in economic conditions, trends in our major markets, or currency exchange rates.

## 2. Results of Operations

## 1) General Overview

The Company started to disclose its consolidated financial statements in accordance with International Financial Reporting Standards (IFRS), instead of generally accepted accounting principles in Japan (Japanese GAAP), from the fiscal year ended March 31, 2011.

During the third quarter of the consolidated fiscal year under review (for the three months from October 1, 2014 through December 31, 2014), the global economy continued to recover, principally in the United States, but causes of uncertainty remain such as stagnant economy in Europe, softening growth rates of developing country economies and manifesting geopolitical risks.
In Japan, although there are visible improvements concerning matters such as corporate performance and the employment situation and the economy is somewhat on course for a recovery due to factors including the national government's economic and fiscal policies, there were large, short-term economic fluctuations accompanying the April 1 hike in the consumption tax rate: last-minute demand was up until March 2014, and the downward reversal beginning in April. Furthermore, the circumstances surrounding personal consumption and the general consumption mood mean we still cannot be optimistic; the situation has become one in which the future is uncertain.
In the Information Technology segment of the HOYA Group, sales of products for smartphones and tablet PCs as well as sales of glass disks (substrates) for hard disk drives performed well, but sales of our lineup of digital camera related products continued to perform weakly. Meanwhile in the Life Care segment, we significantly increased sales in the eyeglass lens business through, for example, stronger sales in overseas markets and inclusion of Seiko Optical Products, a sales company of SEIKO eye wear, as a consolidated subsidiary. The endoscope business also performed well in Asia. And the retail contact lens business, operating mainly in the Japanese market, experienced lastminute demand up until March and a downward reversal beginning in April due to the April 1 hike in the consumption tax rate. However sales recovered since the second quarter, experiencing a year-onyear increase in earnings.
As a result, the Group sales for the third quarter under review totaled 128,206 million yen, increasing by $16.9 \%$ from the same period the previous year.

Adding in translation gains from foreign currency exchanges due to the dollar's high value compared to the yen and euro during the three months ended December, pre-tax profit for the quarter was 36,240 million yen, while profit for this quarter was 29,142 million yen, both of which marked gains of $22.9 \%$ and $30.8 \%$, respectively, compared to the same quarter the previous year.

The profit before tax ratio stood at $28.3 \%$, up 1.4 points from $26.9 \%$ the same period the previous year.

All numbers and the rates of increase and decline are based on all continuing operations. There were no discontinued operations during the third quarter under review as well as for the same period the previous year.

## 2) Segment Overview

Performance per reportable segment is as follows. (Sales for each segment are for external customers.)

## Information Technology

<Electronics related products>
Among semiconductor related products, earnings from both advanced products and middle- and lowend products for smartphones and tablets performed robustly, rising year-on-year. Among liquid crystal-related products, there was continued demand for large masks for 4 K and large-screen televisions, in addition to demand for small and medium-sized high-precision/high-resolution masks for smartphones, tablet PCs and other devices, thus leading to higher year-on-year earnings along with a visibly improved product mix.
As for glass disks (substrates) for hard disk drives, replacements of PCs driven by the end of support for Windows XP spurred demand and there was robust demand for applications for gaming devices, external hard disk drives and the like. This led to higher earnings for the third quarter under review.
<lmaging related products>
Units sold continued to fall in the digital camera market, including compact digital cameras and interchangeable lens cameras, due to the encroachment of smartphones upon the market and by sluggish sales from a slowdown in the economy of China. Under these circumstances, the company group increased year-on-year earnings for imaging related products as a whole as a result of a maximum effort to sell new optical glass materials and lens products.

Sales for the Information Technology segment consequently increased by $16.0 \%$ from the same period the previous year to 47,718 million yen. Segment-based profits (profit before tax for the quarter) stood at 17,279 million yen, an increase of $35.4 \%$ compared with the same period the previous year.

## Life Care

<Healthcare related products>
Concerning eyeglass lenses, year-on-year earnings increased as a result of more robust sales caused by factors including higher unit sales prices and greater sales volume in overseas markets, in addition to the result of higher earnings from inclusion of Seiko Optical Products, a sales company of SEIKO eye wear, into a consolidated subsidiary.
Concerning contact lenses, specialty retailer Eyecity experienced a sales drop in the first quarter due to weak demand after the tax hike beginning in April, however, sales recovered to the previous year level and resulted in higher earnings for the third quarter under review.
<Medical related products>
Concerning medical endoscopes, sales in Europe slightly decreased year-on-year due to tight budget and political unrest in emerging countries including Russia and the Middle East. Meanwhile, sales in Asia and Oceania performed well especially in China. In the North American market, earnings edged up slightly as a result of weaker yen, despite a decreased sales volume due to cutbacks in medical expenditure, intensified competition, and delays of new product launches. As a result, sales increased year-on-year under the impact of the weaker yen while experiencing competitive situations in the United States and the European markets.
As for the intraocular lenses for cataract surgery(IOL), during the first quarter of the previous fiscal year we restarted production of some intraocular lens (IOL) products for which we had halted production and issued a voluntary recall in February 2013, and during the following second quarter we resumed sales for overseas markets. In the Japanese market, which is a major market for us, we conducted an epidemiological study restricted to certain medical institutes beginning in January 2014, and in August we resumed normal sales. During the third quarter under review, sales gradually recovered and posted higher sales compared to the same quarter the previous year.

Sales for the Life Care segment increased 17.4\% from the same period the previous year to total 79,671 million yen.Segment profits (profit before tax for the quarter) stood at 14,787 million yen, posting an increase of $6.0 \%$ from the same period the previous year.

Other
The Other businesses segment mainly consists of information system services offered to the HOYA Group and outside customers as well as new business development. Revenues from this segment stood at 812 million yen, which is equal to an increase in revenue of $17.3 \%$ from the same period the previous year. The segment profit totaled 159 million yen, an decrease of $24.3 \%$ compared with the same period the previous year.

## 3.Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Statement of Financial Position
(HOYA Corporation and its subsidiaries)
(Millions of Yen)

|  | As ofSep. 30, 2014 |  | $\begin{gathered} \text { As of } \\ \text { Dec. 31, } 2014 \end{gathered}$ |  | Variance |  | $\begin{gathered} \text { As of } \\ \text { Dec. 31, } 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
| ASSETS |  |  |  |  |  |  |  |  |
| NON-CURRENT ASSETS |  |  |  |  |  |  |  |  |
| Property, plant and equipment-net | 126,870 |  | 131,881 |  | 5,011 |  | 136,565 |  |
| Goodwill | 10,950 |  | 11,180 |  | 230 |  | 10,638 |  |
| Intangible assets | 21,650 |  | 21,250 |  | -400 |  | 22,756 |  |
| Investments in associates | 185 |  | 195 |  | 10 |  | 1,790 |  |
| Long-term financial assets | 16,935 |  | 8,748 |  | -8,187 |  | 9,061 |  |
| Other non-current assets | 2,782 |  | 3,377 |  | 595 |  | 2,738 |  |
| Deferred tax assets | 12,684 |  | 11,982 |  | -703 |  | 12,662 |  |
| Total non-current assets | 192,056 | 28.2 | 188,613 | 25.8 | -3,443 | -1.8 | 196,211 | 28.7 |
| CURRENT ASSETS |  |  |  |  |  |  |  |  |
| Inventories | 66,922 |  | 71,711 |  | 4,789 |  | 64,181 |  |
| Trade and other receivables | 97,928 |  | 105,855 |  | 7,927 |  | 92,426 |  |
| Other short-term financial assets | 9,624 |  | 20,247 |  | 10,624 |  | 10,770 |  |
| Income tax receivables | 536 |  | 1,574 |  | 1,038 |  | 1,290 |  |
| Other current assets | 14,688 |  | 15,504 |  | 816 |  | 14,580 |  |
| Cash and cash equivalents | 298,925 |  | 327,232 |  | 28,307 |  | 305,278 |  |
| Total current assets | 488,624 | 71.8 | 542,124 | 74.2 | 53,501 | 10.9 | 488,526 | 71.3 |
| Total assets | 680,680 | 100.0 | 730,737 | 100.0 | 50,057 | 7.4 | 684,737 | 100.0 |


|  |  |  |  |  |  |  | (Millions of Yen)As ofDec. 31, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As ofSep. 30, 2014 |  | As ofDec. 31, 2014 |  | Variance |  |  |  |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
| EQUITY AND LIABILITIES |  |  |  |  |  |  |  |  |
| Share capital | 6,264 |  | 6,264 |  | - |  | 6,264 |  |
| Capital reserves | 15,899 |  | 15,899 |  | - |  | 15,899 |  |
| Treasury shares | -7,808 |  | -7,049 |  | 758 |  | -9,893 |  |
| Other capital reserves | -3,234 |  | -3,495 |  | -261 |  | -2,548 |  |
| Retained earnings | 512,174 |  | 528,376 |  | 16,202 |  | 503,450 |  |
| Accumulated other comprehensive | 18,212 |  | 48,445 |  | 30,232 |  | 18,515 |  |
| Equity attributable to owners of the Company | 541,508 |  | 588,440 |  | 46,932 |  | 531,687 |  |
| Non-controlling interests | 6,474 |  | 7,148 |  | 674 |  | 4,484 |  |
| Total equity | 547,982 | 80.5 | 595,588 | 81.5 | 47,606 | 8.7 | 536,171 | 78.3 |
| LIABILITIES |  |  |  |  |  |  |  |  |
| NON-CURRENT LIABILITIES |  |  |  |  |  |  |  |  |
| Interest-bearing long-term debt | 35,696 |  | 35,671 |  | -26 |  | 36,049 |  |
| Other long-term financial liabilities | 235 |  | 371 |  | 136 |  | - |  |
| Retirement benefits liabilities | 1,684 |  | 1,885 |  | 201 |  | 1,602 |  |
| Provisions | 2,122 |  | 2,213 |  | 91 |  | 2,117 |  |
| Other non-current liabilities | 2,092 |  | 2,117 |  | 25 |  | 2,160 |  |
| Deferred tax liabilities | 3,045 |  | 2,924 |  | -121 |  | 3,086 |  |
| Total non-current liabilities | 44,874 | 6.6 | 45,180 | 6.2 | 306 | 0.7 | 45,016 | 6.6 |
| CURRENT LIABILITIES |  |  |  |  |  |  |  |  |
| Interest-bearing short-term debt | 2,106 |  | 2,083 |  | -23 |  | 25,366 |  |
| Trade and other payables | 39,546 |  | 41,812 |  | 2,266 |  | 35,860 |  |
| Other short-term financial liabilities | 1,337 |  | 1,545 |  | 208 |  | 133 |  |
| Income tax payables | 8,204 |  | 6,268 |  | -1,936 |  | 9,035 |  |
| Provisions | 999 |  | 1,068 |  | 70 |  | 890 |  |
| Other current liabilities | 35,632 |  | 37,192 |  | 1,560 |  | 32,266 |  |
| Total current liabilities | 87,824 | 12.9 | 89,968 | 12.3 | 2,145 | 2.4 | 103,550 | 15.1 |
| Total liabilities | 132,698 | 19.5 | 135,149 | 18.5 | 2,451 | 1.8 | 148,565 | 21.7 |
| Total equity and liabilities | 680,680 | 100.0 | 730,737 | 100.0 | 50,057 | 7.4 | 684,737 | 100.0 |

## (2)Quarterly Consolidated Statement of Cash Flows

(HOYA Corporation and its subsidiaries)
(Millions of Yen)

|  | For the three months ended |  | Variance | Three months ended Sep.30,2014 |
| :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31,2013 | Dec. 31,2014 |  |  |
| Cash flows from operating activities |  |  |  |  |
| Profit before tax | 29,499 | 36,240 | 6,741 | 34,256 |
| Depreciation and amortization | 8,589 | 8,918 | 329 | 8,719 |
| Impaiment losses | -4 |  | 4 |  |
| Finance income | -313 | -381 | -68 | -352 |
| Finance costs | 354 | 215 | -139 | 363 |
| Share of (profits)/loss of associates | -52 | -11 | 41 | 6 |
| (Gain)/loss on sales of property, plant and equipment | -27 | -334 | -307 | -43 |
| Loss on disposal of property, plant and equipment | 21 | 93 | 72 | 58 |
| Foreign exchange (gain)/loss | -4,292 | -5,098 | -806 | -7,022 |
| Others | -2,086 | -994 | 1,092 | 1,796 |
| Net cash generated trom operating activities (Before adjustment of movements in working capital) | 31,689 | 38,647 | 6,958 | 37,782 |
| Movements in working capital |  |  |  |  |
| Decrease/(increase) in inventories | 2,757 | -426 | -3,183 | -323 |
| Decrease/(increase) in trade and other receivables | -6,766 | -2,608 | 4,158 | -3,284 |
| Increase/(decrease) in trade and other payables | 702 | 810 | 108 | 24 |
| Increase/(decrease) in retirement benefits liabilities and provisions | 77 | 62 | -15 | 59 |
| Sub total | 28,460 | 36,485 | 8,025 | 34,258 |
| Interests received | 292 | 428 | 136 | 329 |
| Dividends received | 12 | 15 | 3 | 1 |
| Interests paid | -64 | -25 | 39 | -618 |
| Income taxes paid | -4,704 | -9,579 | -4,875 | -2,720 |
| Income taxes refunded | - | 44 | 44 | 112 |
| Net cash generated from operating activities | 23,997 | 27,368 | 3,371 | 31,362 |
| Cash flows from investing activities |  |  |  |  |
| Withdrawals of time deposit | 2,550 | 4,405 | 1,855 | 4,179 |
| Deposits for time deposit | -2,931 | -5,869 | -2,938 | -4,932 |
| Proceeds from sales of property, plant and equipment | 255 | 16 | -239 | 343 |
| Payments for acquisition of property, plant and equipment | -4,484 | -4,766 | -282 | -3,094 |
| Proceeds from disposal of investment | 27 | - | -27 | - |
| Payments for purchase of investment | -119 | - | 119 | - |
| Payments for purchase of subsidiary | -2,829 | - | 2,829 | - |
| Payments to non-controlling interests on merger | - | -0 | -0 | -1 |
| Payments for loan to related companies | -109 | - | 109 | - |
| Other proceeds | 40 | 41 | 1 | 52 |
| Other payments | -1,135 | -837 | 298 | -334 |
| Net cash used in investing activities | -8,734 | -7,010 | 1,724 | -3,787 |
| Cash flows from financing activities |  |  |  |  |
| Dividends paid to owners of the Company | -12,993 | -12,706 | 287 | 35 |
| Dividends paid to non-controlling interests | - | - | - | -9 |
| Increase (decrease) in short-term debt | 0 | -1 | -1 | -214 |
| Repayments of long-term borrowings | -20 | -92 | -72 | -325 |
| Payments for redemption of bonds | -43 | -31 | 13 | -25,033 |
| Proceeds from disposal of treasury shares | - | - | - | 0 |
| Payments for purchase of treasury shares | -2 | -1 | 1 | -5,290 |
| Proceeds from exercise of stock options | 323 | 444 | 121 | 348 |
| Net cash used in financing activities | -12,735 | -12,387 | 348 | -30,488 |
| Net increase/(decrease) in cash and cash equivalents | 2,528 | 7,972 | 5,444 | -2,913 |
| Cash and cash equivalents at the beginning of the term | 284,525 | 298,925 | 14,400 | 289,393 |
| Effects of exchange rate changes on the balance of cash and cash equivalents in foreign currencies | 18,226 | 20,335 | 2,109 | 12,445 |
| Cash and cash equivalents at the end of the term | 305,278 | 327,232 | 21,954 | 298,925 |

(3) Quarterly Consolidated Statement of Comprehensive Income
(HOYA Corporation and its subsidiaries)
(Millions of Yen)

|  | For the three months ended |  |  |  | Variance |  | For the three months ended Sep.30,2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31,2013 |  | Dec. 31,2014 |  |  |  |  |  |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
| All operations |  |  |  |  |  |  |  |  |
| Revenue: |  |  |  |  |  |  |  |  |
| Sales | 109,690 | 100.0 | 128,206 | 100.0 | 18,516 | 16.9 | 121,242 | 100.0 |
| Finance income | 313 | 0.3 | 381 | 0.3 | 68 | 21.8 | 352 | 0.3 |
| Share of profit of associates | 52 | 0.0 | 11 | 0.0 | -41 | -78.7 | - | - |
| Other income | 2,625 | 2.4 | 811 | 0.6 | -1,814 | -69.1 | 633 | 0.5 |
| Total Revenue | 112,680 | 102.7 | 129,410 | 100.9 | 16,730 | 14.8 | 122,227 | 100.8 |
| Expenses: |  |  |  |  |  |  |  |  |
| Changes in inventories of goods, products and work in progress | 2,003 | 1.8 | 522 | 0.4 | -1,481 | -73.9 | 157 | 0.1 |
| Raw materials and consumables used | 21,421 | 19.5 | 23,587 | 18.4 | 2,166 | 10.1 | 22,235 | 18.3 |
| Employee benefits expense | 25,424 | 23.2 | 29,041 | 22.7 | 3,617 | 14.2 | 28,357 | 23.4 |
| Depreciation and amortization | 8,589 | 7.8 | 8,918 | 7.0 | 329 | 3.8 | 8,719 | 7.2 |
| Subcontracting cost | 1,296 | 1.2 | 1,449 | 1.1 | 153 | 11.8 | 1,485 | 1.2 |
| Advertising and promotion expense | 2,987 | 2.7 | 3,026 | 2.4 | 39 | 1.3 | 3,361 | 2.8 |
| Commission expense | 5,163 | 4.7 | 6,102 | 4.8 | 939 | 18.2 | 5,554 | 4.6 |
| Impairment losses | -4 | -0.0 | - | - | 4 | - | - | - |
| Finance costs | 354 | 0.3 | 215 | 0.2 | -139 | -39.2 | 363 | 0.3 |
| Share of loss of associates | - | - | - | - | - | - | 6 | 0.0 |
| Foreign exchange (gain)/loss | -5,384 | -4.9 | -6,082 | -4.7 | -698 | 13.0 | -6,823 | -5.6 |
| Other expenses | 21,331 | 19.4 | 26,390 | 20.6 | 5,059 | 23.7 | 24,559 | 20.3 |
| Total expense | 83,181 | 75.8 | 93,170 | 72.7 | 9,989 | 12.0 | 87,971 | 72.6 |
| Profit before tax | 29,499 | 26.9 | 36,240 | 28.3 | 6,741 | 22.9 | 34,256 | 28.3 |
| Income tax expense | 7,224 | 6.6 | 7,098 | 5.5 | -126 | -1.7 | 6,933 | 5.7 |
| Profit for the quarter from all operations | 22,274 | 20.3 | 29,142 | 22.7 | 6,868 | 30.8 | 27,323 | 22.5 |
| Other comprehensive income: |  |  |  |  |  |  |  |  |
| Items that may be reclassified subsequently to profit or loss |  |  |  |  |  |  |  |  |
| Net gain on revaluation of available-for-sale financial assets | 191 |  | 67 |  | -124 | -64.9 | -136 |  |
| Exchange differences on translation of foreign operations | 28,216 |  | 30,582 |  | 2,366 | 8.4 | 14,836 |  |
| Income tax relating to components of other comprehensive income | -156 |  | 17 |  | 173 | -111.1 | 156 |  |
| Total Items that may be reclassified subsequently to profit or loss | 28,251 |  | 30,667 |  | 2,416 | 8.6 | 14,856 |  |
| Total other comprehensive income/(Ioss) | 28,251 |  | 30,667 |  | 2,416 | 8.6 | 14,856 |  |
| Total comprehensive income for the quarter | 50,526 |  | 59,809 |  | 9,283 | 18.4 | 42,179 |  |
| Profit attributable to : |  |  |  |  |  |  |  |  |
| Owners of the Company | 20,633 | 18.8 | 28,902 | 22.5 | 8,269 | 40.1 | 27,150 | 22.4 |
| Non-controlling interests | 1,642 | 1.5 | 239 | 0.2 | -1,403 | -85.4 | 173 | 0.1 |
| Total | 22,274 | 20.3 | 29,142 | 22.7 | 6,868 | 30.8 | 27,323 | 22.5 |
| Total comprehensive income/(loss) attributable to : |  |  |  |  |  |  |  |  |
| Owners of the Company | 48,684 |  | 59,135 |  | 10,451 | 21.5 | 41,874 |  |
| Non-controlling interests | 1,842 |  | 674 |  | -1,168 | -63.4 | 306 |  |
| Total | 50,526 |  | 59,809 |  | 9,283 | 18.4 | 42,179 |  |
| Basic earnings/(loss) per share (yen) |  |  |  |  |  |  |  |  |
| Continuing operations | 47.79 |  | 68.25 |  | 20.46 |  | 64.12 |  |
| Discontinued operations | - |  | - |  | - |  | - |  |
| Basic earnings per share (yen) | 47.79 |  | 68.25 |  | 20.46 |  | 64.12 |  |
| Diluted earnings/(loss) per share (yen) |  |  |  |  |  |  |  |  |
| Continuing operations | 47.70 |  | 68.06 |  | 20.36 |  | 63.96 |  |
| Discontinued operations | - |  | - |  | - |  | - |  |
| Diluted earnings per share (yen) | 47.70 |  | 68.06 |  | 20.36 |  | 63.96 |  |

Notes:

1. Effect of Exchange Rate Change on Net Sales and Incomes ("2014 A" is the actual value of this period. "2014 B" is the nominal value of this period which temporarily exchanged by the currency rate of the same period last year. unit : millions of Yen)


## (4) Segment Information

## <Overview of major products and services of reportable segments>

The reportable segments are constituent units of the Group for which separate financial information is obtained and examined on a regular basis by the Board of Directors, the chief operation decision maker, to determine the allocation of management resources and evaluate the business performance.

In accordance with its management philosophy, the Group has categorized "information technology" and "life and culture" as its business domains. To achieve sustainable growth in corporate value in these business domains, the Group has been making decisions on the allocation of management resources and monitoring the operating results.

As a result, the Group consists of three reportable business segments: the Information Technology business, the Life Care business and the Others business, which are consistent with the above business domains

In the Information Technology business, the Group has developed an extensive range of products following the digitalization of information and the emergence of the internet. The Group produces and sells a broad array of I/O (Input/Output Device) related products in the information and communication sector, including electronics related products that are essential for the modern digital information and communication technologies, and imaging related products that are necessary to import pictures and video images as digital information based on optical technologies.

In the Life Care business, the Group produces and sells health care related products that are used in the healthcare and medical sectors and medical related products, including medical equipment and medical materials that are used in medical treatments. In operating this business, it is typically required to obtain approvals and permissions in accordance with the Pharmaceutical Affairs Act in Japan and other regulations, and sophisticated technologies and highly reliable quality control systems represent the critical elements for operating this business.

The Others business mainly includes the business that provides information system services and new businesses.

The main products and services for each "reportable segment" described above are as follows:

| Reportable Segment |  | Major Products and Services |
| :---: | :---: | :---: |
| Information Technology | Electronics related products | Photomasks and Maskblanks for semiconductors, Masks and Devices for liquid-crystal displays (LCDs) Glass disks for hard disk drives (HDDs), etc. |
|  | Imaging related products | Optical lenses, Optical glasses, Digital camera modules, Optical Devices, Laser equipments, etc. |
| Life Care | Health Care related products | Eyeglass lenses, Contact lenses, etc. |
|  | Medical related products | Endoscopes, Intraocular lenses, Artificial bone, Metallic implant for orthopedics, etc. |
| Other |  | Design of information systems, etc. |

## 1. Segment revenues and results



| For the three months ended December 31, 2014 | Information Technology | Life Care | Other | Total | Adjustments | All operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |  |  |
| Revenue from external customers | 47,718 | 79,671 | 812 | 128,201 | 6 | 128,206 |
| Inter-segment | 53 | 0 | 446 | 499 | -499 | - |
| Total | 47,771 | 79,671 | 1,258 | 128,700 | -494 | 128,206 |
| Segment profit before tax | 17,279 | 14,787 | 159 | 32,225 | 4,015 | 36,240 |
| Segment profit before tax ratio | 36.2\% | 18.6\% | 12.6\% | 25.0\% | - | 28.3\% |
| Ref: Profit from ordinary |  |  |  |  |  |  |
| operating activities | 15,972 | 15,045 | 157 | 31,174 | -1,078 | 30,096 |
| \% of revenue | 33.4\% | 18.9\% | 12.5\% | 24.2\% | - | 23.5\% |

Ref : Difference between the results of the quarter under review and the same period the previous year is as follows:

|  | Information Technology | Life Care | Other | Total | Adjustments | All operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Variance |  |  |  |  |  |  |
| Revenue from external customers | 6,583 | 11,817 | 120 | 18,520 | -2 | 18,516 |
| Variance | 16.0\% | 17.4\% | 17.3\% | 16.9\% | - | 16.9\% |
| Inter-segment | 15 | 0 | -93 | -78 | 78 | - |
| Total | 6,599 | 11,816 | 27 | 18,442 | 74 | 18,516 |
| Segment profit before tax | 4,517 | 834 | -51 | 5,300 | 1,441 | 6,741 |
| Variance | 35.4\% | 6.0\% | -24.3\% | 19.7\% | - | 22.9\% |
| Profit from ordinary |  |  |  |  |  |  |
| operating activities | 5,963 | 1,803 | -50 | 7,715 | 268 | 7,983 |
| Variance | 59.6\% | 13.6\% | -24.2\% | 32.9\% | -19.9\% | 36.1\% |

Note:Effect of Exchange Rate Change on Net Sales and Incomes ("2014 A" is the actual value of this period. " 2014 B " is the nominal value of this period which temporarily exchanged by the currency rate of the same period the previous year. unit : millions of Yen)

|  | 2014B | 2014A | influences | real change | (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Information Technology |  |  |  |  |  |
| Revenue from external customers | 44,076 | 47,718 | 3,642 | 2,941 | 7.1\% |
| Segment profit before tax | 16,001 | 17,279 | 1,278 | 3,239 | 25.4\% |
| Life Care |  |  |  |  |  |
| Revenue from external customers | 76,644 | 79,671 | 3,027 | 8,790 | 13.0\% |
| Segment profit before tax | 13,997 | 14,787 | 790 | 44 | 0.3\% |

Ref : Results of the previous quarter are as follows:

| For the three months <br> ended Sep.30, 2014 | Information <br> Technology | Life Care | Other | Total | Adjustments | All <br> operations |
| :---: | ---: | :---: | ---: | ---: | ---: | ---: |
| Revenue | 45,042 | 75,493 | 701 | 121,236 | 7 | 121,242 |
| Revenue from external customers | 43 | - | 415 | 458 | -458 | - |
| Inter-segment | 45,085 | 75,493 | 1,116 | 121,694 | -451 | 121,242 |
| Total | 14,819 | 13,188 | 192 | 28,198 | 6,058 | 34,256 |
| Segment profit before tax | $32.9 \%$ | $17.5 \%$ | $17.2 \%$ | $23.2 \%$ | - | $28.3 \%$ |
| Segment profit before tax ratio |  |  |  |  |  |  |


| Ref: Profit from ordinary |  |  |  |  |  |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| operating activities | 14,546 | 14,792 | 189 | 29,527 | $-1,098$ | 28,429 |
| $\%$ of revenue | $32.3 \%$ | $19.6 \%$ | $16.9 \%$ | $24.3 \%$ | - | $23.4 \%$ |

Note:Profit from ordinary operating activities is operating profit before finance income/costs, share of profit(loss) of associates, foreign exchange gain/loss and other temporary gain/loss.

## 2. Revenue from major products and services

| Revenue from external customers |  |  |  |  |  |  | (Millions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the three months ended |  |  |  | Variance |  | For the three months ended Sep.30,2014 |  |
|  | Dec. 31,2013 |  | Dec. 31,2014 |  |  |  |  |  |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
| Revenue from all operations |  |  |  |  |  |  |  |  |
| Information Technology Electronics related products Imaging related products |  |  |  |  |  |  |  |  |
|  | 30,052 | 73.1 ] | 36,040 | 75.5 ] | 5,988 | 19.9 | 33,442 | 74.2 ] |
|  | 11,083 | 26.9 ] | 11,678 | 24.5 ] | 595 | 5.4 | 11,600 [ | 25.8 ] |
| Information Technology Total | 41,135 | 37.5 | 47,718 | 37.2 | 6,583 | 16.0 | 45,042 | 37.2 |
| Life Care <br> Health Care related prod <br> Medical related products |  |  |  |  |  |  |  |  |
|  | 48,116 | 70.9 ] | 58,305 | 73.2 ] | 10,189 | 21.2 | 56,910 | 75.4 ] |
|  | 19,738 | 29.1 ] | 21,366 [ | 26.8 ] | 1,628 | 8.2 | 18,583 | 24.6 ] |
| Life Care Total | 67,854 | 61.9 | 79,671 | 62.1 | 11,817 | 17.4 | 75,493 | 62.3 |
| Other | 692 | 0.6 | 812 | 0.6 | 120 | 17.3 | 701 | 0.6 |
| Corporate (including R\&D) | 8 | 0.0 | 6 | 0.0 | -2 | -30.3 | 7 | 0.0 |
| Total revenue from all operations | 109,690 | 100.0 | 128,206 | 100.0 | 18,516 | 16.9 | 121,242 | 100.0 |

Notes 1. Figures in [ ] are percentages of each segment.
Notes 2. Effect of Exchange Rate Change on Net Sales and Incomes ("2014 A" is the actual value of this period. "2014 B" is the nominal value of this period which temporarily exchanged by the currency rate of the same period last year. unit : millions of Yen)

|  | 2014 B | 2014 A | influences | real <br> change | $(\%)$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Electronics related products | 33,066 | 36,040 | 2,974 | 3,014 | $10.0 \%$ |
| Imaging related products | 11,010 | 11,678 | 668 | -73 | $-0.7 \%$ |
| Information Technology Total | 44,076 | 47,718 | 3,642 | 2,941 | $7.1 \%$ |
| Health Care related products | 56,556 | 58,305 | 1,750 | 8,440 | $17.5 \%$ |
| Medical related products | 20,089 | 21,366 | 1,277 | 351 | $1.8 \%$ |
| Life Care Total | 76,644 | 79,671 | 3,027 | 8,790 | $13.0 \%$ |

## 3. Information about geographical areas

Revenue from external customers

| For the three months ended |  |  |  |  |  | (Million | Yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Variance |  | For the three months ended Sep.30,2014 |  |
| Dec. 31,2013 |  | Dec. 31,2014 |  |  |  |  |  |
| Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |

Revenue from all operations

|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Japan | 37,421 | 34.1 | 36,558 | 28.5 | -863 | -2.3 | 37,758 | 31.1 |
| Americas | 15,031 | 13.7 | 18,034 | 14.1 | 3,003 | 20.0 | 16,842 | 13.9 |
| Europe | 22,031 | 20.1 | 28,419 | 22.2 | 6,388 | 29.0 | 25,213 | 20.8 |
| Asia/Oceania | 33,615 | 30.6 | 43,907 | 34.2 | 10,292 | 30.6 | 40,188 | 33.1 |
| Others | 1,591 | 1.5 | 1,288 | 1.0 | -303 | -19.1 | 1,241 | 1.0 |
| Total revenue from all operations | 109,690 | 100.0 | 128,206 | 100.0 | 18,516 | 16.9 | 121,242 | 100.0 |

Note: Geographical areas are based on the location of customers.

## HOYA

Part. 2

## 1. Consolidated Financial Highlights <br> HOYA CORPORATION and Consolidated Subsidiaries

1. Performance for the nine months ended December 31, 2013 and 2014 (All operations *Notes)
(The yen amounts shown therein are rounded off to the nearest million.)

| (1)Revenue and Profit before tax | Nine months ended |  | Variance (\%) |
| :---: | :---: | :---: | :---: |
|  | Dec. 31,2013 | Dec. 31,2014 |  |
| Revenue | 312,351 | 362,520 | 16.1 |
| Profit before tax | 65,594 | 92,940 | 41.7 |
| Ratio of profit before tax(\%) | 21.0\% | 25.6\% |  |
| Profit for the term | 47,382 | 74,427 | 57.1 |
| Ratio of profit for the term(\%) | 15.2\% | 20.5\% |  |
| Profit attributable to owners of the Company | 45,663 | 73,851 | 61.7 |
| Ratio of profit attributable to owners of the Company(\%) | 14.6\% | 20.4\% |  |
| Basic earnings per share (yen) | 105.80 | 173.47 |  |
| Diluted earnings per share (yen) | 105.68 | 173.02 |  |
|  |  | of |  |
| (2)Financial Position | Mar.31,2014 | Dec. 31,2014 |  |
| Total assets | 704,283 | 730,737 |  |
| Total equity | 542,648 | 595,588 |  |
| Equity attributable to owners of the Company | 536,526 | 588,440 |  |
| Ratio of assets attributable to owners of the Company | 76.2\% | 80.5\% |  |
| Assets attributable to owners of the Company per share (yen) | 1,241.69 | 1,389.20 |  |


|  | Nine months ended |  |
| :--- | ---: | ---: |
| (3) Conditions of Cash Flows | Dec. 31,2013 | Dec. 31,2014 |
| Net cash generated from operating activities | 65,352 | 76,528 |
| Net cash used in investing activities | $-14,527$ | $-22,252$ |
| Net cash provided by (used in ) financing activities | $-28,314$ | $-86,605$ |
| Cash and cash equivalents at end of period | 305,278 | 327,232 |

2.Dividends per Share

|  | Year ended |  |
| :--- | ---: | ---: |
|  | Mar.31,2014 | Mar.31,2015 |
| Interim (Yen) | 30.00 | 30.00 |
| Year-end (Yen) | 45.00 | $\mathrm{~N} / \mathrm{A}$ |
| Annual (Yen) | 75.00 | $\mathrm{~N} / \mathrm{A}$ |
| Notes: |  |  |
| "All operations" means here that the figures are including not only "Continuing operations" but also "Discontinued operations". |  |  |
| $\quad$These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual <br> results, performance or achievements to differ materially from that anticipated in these statements. These factors include <br> changes in economic conditions, trends in our major markets, or currency exchange rates. |  |  |

## 2.Consolidated Financial Statements

(1) Consolidated Statement of Financial Position


|  |  |  |  |  |  |  | (Millions of Yen)As ofDec. 31, 2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { As of } \\ \text { Mar. } 31,2014 \end{gathered}$ |  | As ofDec. 31, 2014 |  | Variance |  |  |  |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
| EQUITY AND LIABILITIES |  |  |  |  |  |  |  |  |
| Share capital | 6,264 |  | 6,264 |  | - |  | 6,264 |  |
| Capital reserves | 15,899 |  | 15,899 |  | - |  | 15,899 |  |
| Treasury shares | -8,890 |  | -7,049 |  | 1,841 |  | -9,893 |  |
| Other capital reserves | -2,839 |  | -3,495 |  | -655 |  | -2,548 |  |
| Retained earnings | 516,243 |  | 528,376 |  | 12,133 |  | 503,450 |  |
| Accumulated other comprehensive income/(loss) | 9,850 |  | 48,445 |  | 38,595 |  | 18,515 |  |
| Equity attributable to owners of the Company | 536,526 |  | 588,440 |  | 51,913 |  | 531,687 |  |
| Non-controlling interests | 6,121 |  | 7,148 |  | 1,027 |  | 4,484 |  |
| Total equity | 542,648 | 77.0 | 595,588 | 81.5 | 52,940 | 9.8 | 536,171 | 78.3 |
| LIABILITIES |  |  |  |  |  |  |  |  |
| NON-CURRENT LIABILITIES |  |  |  |  |  |  |  |  |
| Interest-bearing long-term debt | 35,829 |  | 35,671 |  | -159 |  | 36,049 |  |
| Other long-term financial liabilities | - |  | 371 |  | 371 |  | - |  |
| Retirement benefits liabilities | 1,675 |  | 1,885 |  | 210 |  | 1,602 |  |
| Provisions | 2,155 |  | 2,213 |  | 58 |  | 2,117 |  |
| Other non-current liabilities | 2,188 |  | 2,117 |  | -71 |  | 2,160 |  |
| Deferred tax liabilities | 2,911 |  | 2,924 |  | 13 |  | 3,086 |  |
| Total non-current liabilities | 44,758 | 6.4 | 45,180 | 6.2 | 422 | 0.9 | 45,016 | 6.6 |
| CURRENT LIABILITIES |  |  |  |  |  |  |  |  |
| Interest-bearing short-term debt | 27,450 |  | 2,083 |  | -25,367 |  | 25,366 |  |
| Trade and other payables | 40,291 |  | 41,812 |  | 1,521 |  | 35,860 |  |
| Other short-term financial liabilities | 152 |  | 1,545 |  | 1,394 |  | 133 |  |
| Income tax payables | 13,369 |  | 6,268 |  | -7,101 |  | 9,035 |  |
| Provisions | 955 |  | 1,068 |  | 113 |  | 890 |  |
| Other current liabilities | 34,660 |  | 37,192 |  | 2,533 |  | 32,266 |  |
| Total current liabilities | 116,877 | 16.6 | 89,968 | 12.3 | -26,909 | -23.0 | 103,550 | 15.1 |
| Total liabilities | 161,635 | 23.0 | 135,149 | 18.5 | -26,487 | -16.4 | 148,565 | 21.7 |
| Total equity and liabilities | 704,283 | 100.0 | 730,737 | 100.0 | 26,454 | 3.8 | 684,737 | 100.0 |

## (2) Consolidated Statement of Cash Flows

| (HOYA Corporation and its subsidiaries) |  |  | (Millions of Yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | For the nine months ended |  | Variance | The year ended <br> Mar.31,2014 |
|  | Dec. 31,2013 | Dec. 31,2014 |  |  |
| Cash flows from operating activities |  |  |  |  |
| Profit before tax | 65,594 | 92,940 | 27,346 | 85,486 |
| Depreciation and amortization | 25,353 | 25,941 | 588 | 33,891 |
| Impaiment losses | 2,056 | - | -2,056 | 4,770 |
| Finance income | -1,500 | -1,093 | 407 | -1,849 |
| Finance costs | 980 | 891 | -89 | 1,309 |
| Share of (profits)/loss of associates | 274 | 6 | -268 | 268 |
| (Gain)/loss on sales of property, plant and equipment | -526 | -522 | 4 | -658 |
| Loss on disposal of property, plant and equipment | 354 | 154 | -200 | 450 |
| Foreign exchange (gain)/loss | -8,014 | -11,549 | -3,535 | -6,822 |
| Others | 1,337 | 54 | -1,283 | 3,921 |
| Net cash generated from operating activities (Before adjustment of movements in working capital) | 85,907 | 106,822 | 20,915 | 120,767 |
| Movements in working capital |  |  |  |  |
| Decrease/(increase) in inventories | 8,222 | -2,305 | -10,527 | 11,785 |
| Decrease/(increase) in trade and other receivables | -2,893 | -3,172 | -279 | -4,548 |
| Increase/(decrease) in trade and other payables | -6,081 | -578 | 5,503 | -2,171 |
| Increase/(decrease) in retirement benefits liabilities and provisions | 105 | -94 | -199 | 215 |
| Sub total | 85,259 | 100,672 | 15,413 | 126,048 |
| Interests received | 791 | 1,097 | 306 | 1,065 |
| Dividends received | 56 | 53 | -3 | 56 |
| Interests paid | -643 | -673 | -30 | -1,238 |
| Income taxes paid | -21,342 | -24,777 | -3,435 | -24,492 |
| Income taxes refunded | 1,231 | 157 | -1,074 | 1,231 |
| Net cash generated from operating activities | 65,352 | 76,528 | 11,176 | 102,670 |
| Cash flows from investing activities |  |  |  |  |
| Withdrawals of time deposit | 5,711 | 12,087 | 6,376 | 6,098 |
| Deposits for time deposit | -7,492 | -12,938 | -5,446 | -9,087 |
| Proceeds from sales of property, plant and equipment | 809 | 389 | -420 | 950 |
| Payments for acquisition of property, plant and equipment | -12,373 | -11,908 | 465 | -16,546 |
| Proceeds from disposal of investment | 1,007 | - | -1,007 | 1,007 |
| Payments for purchase of investment | -1,439 | -58 | 1,381 | - |
| Payments for purchase of subsidiary | -4,422 | - | 4,422 | -6,390 |
| Payments to non-controlling interests on merger | -4 | -2 | 2 | -4 |
| Payments for loan to related companies | -1,048 | -8,500 | -7,452 | -1,996 |
| Other proceeds | 7,231 | 246 | -6,985 | 7,339 |
| Other payments | -2,507 | -1,568 | 939 | -2,254 |
| Net cash used in investing activities | -14,527 | -22,252 | -7,725 | -20,882 |
| Cash flows from financing activities |  |  |  |  |
| Dividends paid to owners of the Company | -28,118 | -32,121 | -4,003 | -28,101 |
| Dividends paid to non-controlling interests | -6 | -9 | -3 | -6 |
| Increase (decrease) in short-term debt | -2 | -215 | -213 | -2 |
| Repayments of long-term borrowings | -447 | -500 | -53 | -505 |
| Payments for redemption of bonds | -182 | -25,106 | -24,924 | -234 |
| Proceeds from disposal of treasury shares | - | 0 | 0 | - |
| Payments for purchase of treasury shares | -3 | -30,033 | -30,030 | -5 |
| Proceeds from exercise of stock options | 444 | 1,378 | 934 | 1,058 |
| Net cash used in financing activities | -28,314 | -86,605 | -58,291 | -27,794 |
| Net increase/(decrease) in cash and cash equivalents | 22,511 | -32,329 | -54,840 | 53,994 |
| Cash and cash equivalents at the beginning of the term | 248,896 | 331,094 | 82,198 | 248,896 |
| Effects of exchange rate changes on the balance of cash and cash equivalents in foreign currencies | 33,872 | 28,467 | -5,405 | 28,204 |
| Cash and cash equivalents at the end of the term | 305,278 | 327,232 | 21,954 | 331,094 |

(3) Consolidated Statement of Comprehensive Income
(HOYA Corporation and its subsidiaries)
(Millions of Yen)

|  | For the nine months ended |  |  |  | Variance |  | For the year ended Mar.31,2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Dec. 31,2013 |  | Dec. 31,2014 |  |  |  |  |  |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales | 312,351 | 100.0 | 362,520 | 100.0 | 50,170 | 16.1 | 427,575 | 100.0 |
| Finance income | 1,500 | 0.5 | 1,093 | 0.3 | -406 | -27.1 | 1,849 | 0.4 |
| Other income | 4,121 | 1.3 | 2,288 | 0.6 | -1,833 | -44.5 | 5,453 | 1.3 |
| Total Revenue | 317,971 | 101.8 | 365,902 | 100.9 | 47,931 | 15.1 | 434,877 | 101.7 |
| Expenses: |  |  |  |  |  |  |  |  |
| Changes in inventories of goods, products and work in progress | 3,473 | 1.1 | -2,115 | -0.6 | -5,589 | -160.9 | 7,038 | 1.6 |
| Raw materials and consumables used | 63,180 | 20.2 | 68,504 | 18.9 | 5,324 | 8.4 | 84,135 | 19.7 |
| Employee benefits expense | 75,569 | 24.2 | 85,293 | 23.5 | 9,725 | 12.9 | 102,759 | 24.0 |
| Depreciation and amortization | 25,353 | 8.1 | 25,941 | 7.2 | 588 | 2.3 | 33,891 | 7.9 |
| Subcontracting cost | 3,515 | 1.1 | 4,717 | 1.3 | 1,202 | 34.2 | 4,737 | 1.1 |
| Advertising and promotion expense | 8,678 | 2.8 | 9,465 | 2.6 | 787 | 9.1 | 11,769 | 2.8 |
| Commission expense | 14,724 | 4.7 | 17,158 | 4.7 | 2,434 | 16.5 | 20,460 | 4.8 |
| Impairment losses | 2,056 | 0.7 | - | - | -2,056 | - | 4,770 | 1.1 |
| Finance costs | 980 | 0.3 | 891 | 0.2 | -89 | -9.1 | 1,309 | 0.3 |
| Share of loss of associates | 274 | 0.1 | 6 | 0.0 | -268 | -97.7 | 268 | 0.1 |
| Foreign exchange (gain)/loss | -10,162 | -3.3 | -12,435 | -3.4 | -2,274 | 22.4 | -8,496 | -2.0 |
| Other expenses | 64,739 | 20.7 | 75,538 | 20.8 | 10,799 | 16.7 | 86,749 | 20.3 |
| Total expense | 252,378 | 80.8 | 272,962 | 75.3 | 20,584 | 8.2 | 349,391 | 81.7 |
| Profit before tax | 65,594 | 21.0 | 92,940 | 25.6 | 27,346 | 41.7 | 85,486 | 20.0 |
| Income tax expense | 18,212 | 5.8 | 18,513 | 5.1 | 301 | 1.7 | 25,347 | 5.9 |
| Profit for the term from all operations | 47,382 | 15.2 | 74,427 | 20.5 | 27,046 | 57.1 | 60,140 | 14.1 |
| Other comprehensive income: <br> Items that will not be reclassified subsequently to profit or loss <br> Remeasurements of the net defined benefit liability(asset) Income tax relating to components of other comprehensive income | - |  | - - |  | - | - | $\begin{array}{r}81 \\ -15 \\ \hline\end{array}$ |  |
| Total Items that will not be reclassified subsequently to profit or loss | - |  | - |  | - | - | 66 |  |
| Items that may be reclassified subsequently to profit or loss Net gain on revaluation of available-for-sale financial assets Exchange differences on translation of foreign operations Income tax relating to components of other comprehensive income | $\begin{array}{r} -68 \\ 43,106 \\ \hline-50 \\ \hline \end{array}$ |  | $\begin{array}{r} -96 \\ 38,992 \\ 157 \\ \hline \end{array}$ |  | $\begin{array}{r} -28 \\ -4,114 \\ 208 \\ \hline \end{array}$ | $\begin{array}{r}41.2 \\ -9.5 \\ -413.3 \\ \hline-9.2\end{array}$ | $\begin{array}{r}-185 \\ 34,488 \\ -89 \\ \hline\end{array}$ |  |
| Total Items that may be reclassified subsequently to profit or loss | 42,988 |  | 39,054 |  | -3,934 | -9.2 | 34,214 |  |
| Total other comprehensive income/(loss) | 42,988 |  | 39,054 |  | -3,934 | -9.2 | 34,281 |  |
| Total comprehensive income for the term | 90,370 |  | 113,481 |  | 23,112 | 25.6 | 94,420 |  |
| Profit attributable to : |  |  |  |  |  |  |  |  |
| Owners of the Company | 45,663 | 14.6 | 73,851 | 20.4 | 28,188 | 61.7 | 58,390 | 13.7 |
| Non-controlling interests | 1,719 | 0.6 | 577 | 0.2 | -1,142 | -66.5 | 1,750 | 0.4 |
| Total | 47,382 | 15.2 | 74,427 | 20.5 | 27,046 | 57.1 | 60,140 | 14.1 |
| Total comprehensive income/(loss) attributable to : Owners of the Company Non-controlling interests | 88,420 1,950 |  | $\begin{array}{r} 112,445 \\ 1,036 \\ \hline \end{array}$ |  | $\begin{array}{r} 24,026 \\ -914 \\ \hline \end{array}$ | 27.2 -46.9 | $\begin{array}{r} 92,548 \\ 1,873 \end{array}$ |  |
| Total | 90,370 |  | 113,481 |  | 23,112 | 25.6 | 94,420 |  |
| Basic earnings/(loss) per share (yen) <br> Continuing operations <br> Discontinued operations | 105.80 |  | 173.47 |  | 67.67 |  | 135.26 |  |
| Basic earnings per share (yen) | 105.80 |  | 173.47 |  | 67.67 |  | 135.26 |  |
| Diluted earnings/(loss) per share (yen) <br> Continuing operations Discontinued operations | 105.68 |  | 173.02 |  | 67.34 |  | 135.04 |  |
| Diluted earnings per share (yen) | 105.68 |  | 173.02 |  | 67.34 |  | 135.04 |  |

Notes:

1. Effect of Exchange Rate Change on Net Sales and Incomes ("2014 A" is the actual value of this period. "2014 B" is the nominal value of this period which temporarily exchanged by the currency rate of the same period last year. unit : millions of Yen)

|  |  | 2014 B | 2014 A | influences | real change | (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  | 348,626 | 362,520 | 13,894 | 36,275 | 11.6\% |
| Profit before tax |  | 89,036 | 92,940 | 3,904 | 23,442 | 35.7\% |
| Profit for the term |  | 71,051 | 74,427 | 3,376 | 23,669 | 50.0\% |
| For the nine months ended |  |  |  |  |  |  |
| 2. Average rates of major foreign currencies |  | Dec. 31,2013 | Dec. 31,2014 | Variance(\%) | Mar.31, | 2014 |
| US\$ | Yen | 99.80 | 107.75 | -8.0\% | 100.49 |  |
| Euro | Yen | 133.40 | 140.37 | -5.2\% | 135.12 |  |
| Thai Baht | Yen | 3.19 | 3.32 | -4.1\% | 3.18 |  |

## (4) Segment Information

## <Overview of major products and services of reportable segments>

The reportable segments are constituent units of the Group for which separate financial information is obtained and examined on a regular basis by the Board of Directors, the chief operation decision maker, to determine the allocation of management resources and evaluate the business performance.

In accordance with its management philosophy, the Group has categorized "information technology" and "life and culture" as its business domains. To achieve sustainable growth in corporate value in these business domains, the Group has been making decisions on the allocation of management resources and monitoring the operating results.

As a result, the Group consists of three reportable business segments: the Information Technology business, the Life Care business and the Others business, which are consistent with the above business domains

In the Information Technology business, the Group has developed an extensive range of products following the digitalization of information and the emergence of the internet. The Group produces and sells a broad array of I/O (Input/Output Device) related products in the information and communication sector, including electronics related products that are essential for the modern digital information and communication technologies, and imaging related products that are necessary to import pictures and video images as digital information based on optical technologies.

In the Life Care business, the Group produces and sells health care related products that are used in the healthcare and medical sectors and medical related products, including medical equipment and medical materials that are used in medical treatments. In operating this business, it is typically required to obtain approvals and permissions in accordance with the Pharmaceutical Affairs Act in Japan and other regulations, and sophisticated technologies and highly reliable quality control systems represent the critical elements for operating this business.

The Others business mainly includes the business that provides information system services and new businesses.

The main products and services for each "reportable segment" described above are as follows:

| Reportable Segment |  | Major Products and Services |
| :---: | :---: | :---: |
| Information Technology | Electronics related products | Photomasks and Maskblanks for semiconductors, Masks and Devices for liquid-crystal displays (LCDs) Glass disks for hard disk drives (HDDs), etc. |
|  | Imaging related products | Optical lenses, Optical glasses, Digital camera modules, Optical Devices, Laser equipments, etc. |
| Life Care | Health Care related products | Eyeglass lenses, Contact lenses, etc. |
|  | Medical related products | Endoscopes, Intraocular lenses, Artificial bone, Metallic implant for orthopedics, etc. |
| Other |  | Design of information systems, etc. |

## 1. Segment revenues and results

| For the nine months ended Dec. 31, 2013 | Information Technology | Life Care | Other | Total | Adjustments | All operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue <br> $\begin{array}{l}\text { Revenue from external customers } \\ \text { Inter-segment }\end{array}$ | $\begin{array}{r} 119,087 \\ 146 \\ \hline \end{array}$ | 191,277 | $\begin{aligned} & 1,959 \\ & 1,581 \\ & \hline \end{aligned}$ | $\begin{array}{r} 312,323 \\ 1,727 \\ \hline \end{array}$ | $\begin{array}{r} 28 \\ -1,727 \\ \hline \end{array}$ | 312,351 |
| Total | 119,234 | 191,277 | 3,539 | 314,050 | -1,700 | 312,351 |
| Segment profit before tax Segment profit before tax ratio | $\begin{array}{r} \hline 29,029 \\ 24.3 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 33,950 \\ 17.7 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 420 \\ 11.9 \% \\ \hline \end{array}$ | $\begin{array}{r} \hline 63,399 \\ 20.2 \% \\ \hline \end{array}$ | $\begin{array}{r}2,195 \\ - \\ \hline\end{array}$ | $\begin{array}{r} \hline 65,594 \\ 21.0 \% \\ \hline \end{array}$ |
| $\begin{array}{\|l} \hline \text { Ref: } \text { Profit from ordinary } \\ \text { operating activities } \\ \% \text { of revenue } \\ \hline \end{array}$ | $\begin{array}{r} 26,842 \\ 22.5 \% \\ \hline \end{array}$ | $\begin{array}{r} 34,544 \\ 18.1 \% \\ \hline \end{array}$ | $\begin{array}{r} 458 \\ 12.9 \% \\ \hline \end{array}$ | $\begin{array}{r} 61,844 \\ 19.7 \% \\ \hline \end{array}$ | $\begin{array}{r}-4,694 \\ - \\ \hline\end{array}$ | $\begin{array}{r} 57,150 \\ 18.3 \% \\ \hline \end{array}$ |


| For the nine months <br> ended Dec. 31, 2014 | Information <br> Technology | Life Care | Other | Total | Adjustments | All <br> operations |
| :---: | ---: | :---: | ---: | ---: | ---: | ---: |
| Revenue |  |  |  |  |  |  |
| Revenue from external customers | 134,785 | 225,596 | 2,120 | 362,501 | 19 | 362,520 |
| Inter-segment | 152 | - | 1,293 | 1,445 | $-1,445$ | - |
| Total | 134,937 | 225,596 | 3,413 | 363,946 | $-1,426$ | 362,520 |
| Segment profit before tax | 44,970 | 39,634 | 480 | 85,084 | 7,856 | 92,940 |
| Segment profit before tax ratio | $33.3 \%$ | $17.6 \%$ | $14.1 \%$ | $23.4 \%$ | - | $25.6 \%$ |
| Ref: Profit from ordinary |  |  |  |  |  |  |
| operating activities | 43,930 | 41,402 | 470 | 85,802 | $-3,764$ | 82,038 |
| $\%$ of revenue | $32.6 \%$ | $18.4 \%$ | $13.8 \%$ | $23.6 \%$ | - | $22.6 \%$ |

Ref : Difference between the results of the term under review and the same period the previous year is as follows:

|  | Information Technology | Life Care | Other | Total | Adjustments | All operations |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Variance |  |  |  |  |  |  |
| Revenue from external customers | 15,698 | 34,319 | 161 | 50,178 | -9 | 50,169 |
| Variance | 13.2\% | 17.9\% | 8.2\% | 16.1\% | - | 16.1\% |
| Inter-segment | 6 | 0 | -288 | -282 | 282 | - |
| Total | 15,703 | 34,319 | -126 | 49,896 | 274 | 50,169 |
| Segment profit before tax | 15,941 | 5,684 | 60 | 21,685 | 5,661 | 27,346 |
| Variance | 54.9\% | 16.7\% | 14.3\% | 34.2\% | - | 41.7\% |
| Profit from ordinary |  |  |  |  |  |  |
| operating activities | 17,088 | 6,858 | 12 | 23,958 | 930 | 24,888 |
| Variance | 63.7\% | 19.9\% | 2.6\% | 38.7\% | -19.8\% | 43.5\% |

Note:Effect of Exchange Rate Change on Net Sales and Incomes ("2014 A" is the actual value of this period. "2014 B" is the nominal value of this period which temporarily exchanged by the currency rate of the same period the previous year. unit : millions of Yen)

|  | 2014 B | 2014 A | influences | real <br> change | $(\%)$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Tnformation Technology | 128,304 | 134,785 | 6,481 | 9,217 | $7.7 \%$ |
| Revenue from external customers | 42,889 | 44,970 | 2,081 | 13,860 | $47.7 \%$ |
| Segment profit before tax | 218,232 | 225,596 | 7,364 | 26,955 | $14.1 \%$ |
| Life Care | 38,179 | 39,634 | 1,455 | 4,229 | $12.5 \%$ |
| Revenue from external customers |  |  |  |  |  |
| Segment profit before tax |  |  |  |  |  |

## 2. Revenue from major products and services

| Revenue from external customers |  |  |  |  | (Millions of Yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the nine months ended |  |  |  | Variance |  | For the year ended <br> Mar.31,2014 |  |
|  | Dec. 31,2013 |  | Dec. 31,2014 |  |  |  |  |  |
|  | Amount | (\%) | Amount | (\%) | Amount | (\%) | Amount | (\%) |
| Revenue from all operations |  |  |  |  |  |  |  |  |
| Information Technology Electronics related products Imaging related products |  |  |  |  |  |  |  |  |
|  | 85,924 [ | 72.2 ] | 100,302 | 74.4 ] | 14,378 | 16.7 | 115,973 | 72.8 ] |
|  | 33,164 [ | 27.8 ] | 34,484 | 25.6 ] | 1,320 | 4.0 | 43,360 [ | 27.2 ] |
| Information Technology Total | 119,087 | 38.1 | 134,785 | 37.2 | 15,698 | 13.2 | 159,333 | 37.3 |
| Life Care |  |  |  |  |  |  |  |  |
| Health Care related products | 140,084 | 73.2 ] | 167,095 | 74.1 ] | 27,011 | 19.3 | 194,618 | 73.3 ] |
| Medical related products | 51,193 [ | 26.8 ] | 58,501 | 25.9 ] | 7,308 | 14.3 | 70,852 | 26.7 ] |
| Life Care Total | 191,277 | 61.2 | 225,596 | 62.2 | 34,319 | 17.9 | 265,470 | 62.1 |
| Other | 1,959 | 0.6 | 2,120 | 0.6 | 161 | 8.2 | 2,739 | 0.6 |
| Corporate (including R\&D) | 28 | 0.0 | 19 | 0.0 | -9 | -32.4 | 33 | 0.0 |
| Total revenue from all operations | 312,351 | 100.0 | 362,520 | 100.0 | 50,169 | 16.1 | 427,575 | 100.0 |

Notes 1. Figures in [ ] are percentages of each segment.
Notes 2. Effect of Exchange Rate Change on Net Sales and Incomes ("2014 A" is the actual value of this period. "2014 B" is the nominal value of this period which temporarily exchanged by the currency rate of the same period last year. unit : millions of Yen)

|  | 2014 B | 2014 A | influences | real <br> change | $(\%)$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Electronics related products | 94,970 | 100,302 | 5,332 | 9,046 | $10.5 \%$ |
| Imaging related products | 33,334 | 34,484 | 1,150 | 170 | $0.5 \%$ |
| Information Technology Total | 128,304 | 134,785 | 6,481 | 9,217 | $7.7 \%$ |
| Health Care related products | 162,495 | 167,095 | 4,601 | 22,411 | $16.0 \%$ |
| Medical related products | 55,738 | 58,501 | 2,763 | 4,545 | $8.9 \%$ |
| Life Care Total | 218,232 | 225,596 | 7,364 | 26,955 | $14.1 \%$ |

## 3. Information about geographical areas

Revenue from external customers
(Millions of Yen)


Revenue from all operations

|  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Japan | 104,627 | 33.5 | 107,700 | 29.7 | 3,073 | 2.9 | 143,560 | 33.6 |
| Americas | 43,167 | 13.8 | 51,013 | 14.1 | 7,846 | 18.2 | 59,338 | 13.9 |
| Europe | 55,601 | 17.8 | 78,801 | 21.7 | 23,200 | 41.7 | 78,349 | 18.3 |
| Asia/Oceania | 104,975 | 33.6 | 121,287 | 33.5 | 16,312 | 15.5 | 140,760 | 32.9 |
| Others | 3,980 | 1.3 | 3,718 | 1.0 | -262 | -6.6 | 5,568 | 1.3 |
| Total revenue from all operations | 312,351 | 100.0 | 362,520 | 100.0 | 50,169 | 16.1 | 427,575 | 100.0 |

Note: Geographical areas are based on the location of customers.

## 3. Projected Results for the Full Year

(Year ending Mar. 31, 2015)

|  | Millions of Yen |  | variance(\%) |
| :---: | :---: | :---: | :---: |
|  | Year ended/ending |  |  |
|  | Mar.31,2014 | Mar.31,2015E |  |
| Revenue | 427,575 | 482,500 | 12.8 |
| Profit before tax | 85,486 | 119,000 | 39.2 |
| Profit for the term | 60,140 | 94,000 | 56.3 |
| Profit attributable to owners of the Company | 58,390 | 93,200 | 59.6 |
| Basic earnings per share (Yen) | 135.26 | 220.93 | 85.67 |

Ref: for the 4th quarter

1. Year-on-year comparison

Millions of Yen

|  | Millions of Yen <br> Three months ended/ending |  | variance <br> Mar.31,2014 |
| :--- | ---: | ---: | ---: |
| Revenue | 115,224 | Mar.31,2015E | 119,980 |
| Profit before tax | 19,892 | 26,060 | 4.1 |
| Profit for the term | 12,758 | 19,573 | 31.0 |
| Profit attributable to owners of the Company | 12,727 | 19,349 | 53.4 |
| Basic earnings per share (Yen) | 29.46 | 47.46 | 18.00 |

2. Quarter-on-quarter comparison

Millions of Yen
Three months ended/ending variance

|  | Dec 31,2014 | Mar.31,2015E | $(\%)$ |
| :--- | ---: | ---: | ---: |
| Revenue | 128,206 | 119,980 | -6.4 |
| Profit before tax | 36,240 | 26,060 | -28.1 |
| Profit for the term | 29,142 | 19,573 | -32.8 |
| Profit attributable to owners of the Company | 28,902 | 19,349 | -33.1 |
| Basic earnings per share (Yen) | 68.25 | 47.46 | -20.79 |

Notes:
To calculate expected profit for the term per share, expected profit for the term is devided by expected average number of shares through the term.

These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to differ materially from that anticipated in these statements. These factors include changes in economic conditions, trends in our major markets, or currency exchange rates.

