



Annual Report 2013



# PROFILE

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**TECMO KOEI HOLDINGS CO., LTD. is an entity that was born as a result of a merger between two companies, Tecmo and Koei. Both companies have roots in different fields of entertainment, with Tecmo starting out in business related to amusement facilities and Koei in PC software development. Even though both companies have been around for half a century in the same industry, they have cultivated different cultures and different expertise.**

**By unifying these differences, Tecmo Koei will vigorously continue its work in the spirit of “Creativity and Contribution” to deliver even newer and higher quality entertainment content that is able to enrich the hearts of users world-wide.**

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# TOP MESSAGE

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**Chairman**  
**Keiko Erikawa**

**President & CEO**  
**Yoichi Erikawa**

The environment surrounding the video game industry has been changing rapidly with the growth of digital distribution, free-to-play business models, and the expansion of social game applications on smartphones, thereby enabling increased opportunities for revenue expansion.

Under these conditions, we have implemented a variety of measures based on our principle of “Achieving growth and profitability”. We have successively increased profitability through extending our existing series titles and collaborative titles, aggressively developing new IP, and focusing on cost reduction. As a result, we achieved an increase in profit for the third consecutive year, with profits reaching an all-time high, on net sales of 34.6 billion yen, operating income of 6.2 billion yen, income before taxes of 8.8 billion yen, and a consolidated net income of 5.6 billion yen.

In the coming year, we aim to further strengthen our marketing capabilities based on our management policy of “IP creation and expansion”. This will not only expand our strong existing IP such as “Nobunaga’s Ambition”, which marks its 30th anniversary this year, into new areas, but also develop new revenue streams by creating attractive original IP leveraging our group’s core strengths.

Additionally, we will continue to concentrate on our proven series titles and collaborative titles, and will focus on aggressively developing titles for new platforms, expanding our digital distribution, reducing costs, and increasing our business efficiency.

While implementing these measures, we will look to not only respond swiftly to new market trends, but also create a big move of entertainment, which develops a new era from our group, and achieve further growth and profitability.

We thank you for your support and ask for your continued cooperation in our present and future endeavors.

**CONSOLIDATED BALANCE SHEETS**

AS OF MARCH 31

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
<b>ASSETS</b>			
<b>Current assets:</b>			
Cash and time deposits (Notes 4 and 6)	¥13,851	¥6,742	\$147,280
Notes and accounts receivable	9,302	11,750	98,909
Marketable securities (Notes 4, 6, and 9)	3,818	3,930	40,605
Merchandise and Finished goods	303	213	3,225
Work in process	143	316	1,526
Raw materials	107	98	1,142
Deferred tax assets (Note 12)	923	528	9,823
Other current assets	2,997	2,451	31,873
Allowance for bad debts (Note 6)	(32)	(196)	(345)
Total current assets	31,416	25,836	334,041
<b>Property and equipment: (Note 5)</b>			
Buildings and structures, net (Note 7)	8,052	8,174	85,615
Land (Notes 7 and 13)	5,621	5,621	59,770
Other	526	591	5,601
Total property and equipment	14,200	14,387	150,987
<b>Intangible assets:</b>			
Goodwill	2,333	3,738	24,808
Other	388	573	4,134
Total Intangible assets	2,722	4,312	28,942
<b>Investments and other assets:</b>			
Investment securities (Notes 6 and 9)	45,339	33,752	482,075
Claim in bankruptcy	5	23	55
Lease and guarantee deposits	669	797	7,121
Deferred tax assets (Notes 12 and 13)	493	1,435	5,247
Other	169	223	1,802
Allowance for bad debts	(5)	(23)	(55)
Total investments and other assets	46,671	36,210	496,246
<b>Total assets</b>	<b>¥95,010</b>	<b>¥80,746</b>	<b>\$1,010,217</b>

The accompanying notes are an integral part of these statements.

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
<b>LIABILITIES</b>			
<b>Current liabilities:</b>			
Notes and accounts payable – trade	¥4,052	¥2,421	\$43,087
Accounts payable – other	2,032	1,458	21,607
Income taxes payable	2,465	1,203	26,217
Accrued bonuses to employees	733	683	7,794
Accrued bonuses to directors	91	91	967
Allowance for sales returns	41	58	446
Allowance for sales discount	314	425	3,340
Allowance for customer-discount points	12	12	137
Deferred tax liabilities (Note 12)	-	251	-
Other current liabilities	2,560	2,612	27,222
<b>Total current liabilities</b>	<b>12,303</b>	<b>9,220</b>	<b>130,821</b>
<b>Long-term liabilities:</b>			
Reserve for retirement benefits (Note 11)	559	560	5,951
Deferred tax liabilities (Note 12)	41	19	440
Other long-term liabilities	482	532	5,134
<b>Total long-term liabilities</b>	<b>1,084</b>	<b>1,112</b>	<b>11,526</b>
<b>Total liabilities</b>	<b>13,387</b>	<b>10,332</b>	<b>142,347</b>
<b>NET ASSETS (Note 14)</b>			
<b>Shareholders' equity:</b>			
Common stock			
Authorized:350,000,000 shares in 2013 and 2012	15,000	15,000	159,489
Issued:89,769,479 shares in 2013 and 2012			
Capital surplus	25,699	24,640	273,249
Retained earnings	43,978	40,662	467,609
Treasury stock: 2,946,156 shares at March 31, 2013 and 3,053,781 shares at March 31, 2012	(2,285)	(2,368)	(24,297)
<b>Total shareholders' equity</b>	<b>82,392</b>	<b>77,934</b>	<b>876,050</b>
<b>Accumulated other comprehensive income:</b>			
Unrealized gains or losses on securities (Note 9)	2,073	(3,877)	22,047
Unrealized losses on revaluation of the land (Note 13)	(3,100)	(3,100)	(32,968)
Foreign currency translation adjustments	207	(580)	2,201
<b>Total accumulated other comprehensive income</b>	<b>(820)</b>	<b>(7,558)</b>	<b>(8,720)</b>
<b>Share subscription rights (Note 16):</b>	<b>50</b>	<b>38</b>	<b>539</b>
<b>Minority interests</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total net assets</b>	<b>81,623</b>	<b>70,414</b>	<b>867,869</b>
<b>Total liabilities and net assets</b>	<b>¥95,010</b>	<b>¥80,746</b>	<b>\$1,010,217</b>

The accompanying notes are an integral part of these statements.

**CONSOLIDATED STATEMENTS OF INCOME**

FOR THE YEARS ENDED MARCH 31

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
<b>Net sales (Note 19)</b>	<b>¥34,639</b>	<b>¥35,525</b>	<b>\$368,306</b>
Cost of sales (Note 10)	20,699	22,036	220,090
<b>Gross profit</b>	<b>13,939</b>	<b>13,489</b>	<b>148,215</b>
Selling, general and administrative expenses (Note 10)	7,731	7,730	82,204
<b>Operating income (Note 19)</b>	<b>6,208</b>	<b>5,758</b>	<b>66,011</b>
<b>Other income (expenses):</b>			
Interest income	1,701	1,870	18,086
Dividend income	549	528	5,838
Gain on sales of investment securities (Note 9)	700	305	7,450
Gain on reversal of subscription rights to shares	-	74	-
Loss on valuation of securities	(276)	(610)	(2,938)
Loss on redemption of securities (Note 9)	(588)	(538)	(6,254)
Foreign exchange gain(loss), net	277	(125)	2,946
Statutory interest for share repurchase demand	-	(66)	-
Retirement benefit expenses	(55)	-	(592)
Other, net	263	284	2,800
<b>Income before income taxes and minority interests</b>	<b>8,779</b>	<b>7,479</b>	<b>93,349</b>
<b>Income taxes (Note 12):</b>			
Current	3,114	1,901	33,115
Deferred	8	937	85
	<b>3,122</b>	<b>2,839</b>	<b>33,201</b>
Income before minority interests	5,656	4,640	60,148
Minority interests in net income	-	-	-
<b>Net income</b>	<b>5,656</b>	<b>4,640</b>	<b>60,148</b>

	Yen		U.S. dollars
	2013	2012	2013
<b>Per share:</b>			
Net income – Basic	¥65.23	¥53.52	\$0.69
– Diluted	65.18	53.49	0.69
Cash dividends	33.00	27.00	0.35

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

FOR THE YEAR ENDED MARCH 31

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
<b>Income before minority interests:</b>	<b>¥5,656</b>	<b>¥4,640</b>	<b>\$60,148</b>
Other comprehensive income(Note 18)			
Unrealized gains or losses on securities	5,950	(2,003)	63,273
Revaluation reserve for the land	-	1	-
Foreign currency translation adjustments	788	179	8,378
Total other comprehensive income	6,738	(1,822)	71,651
<b>Comprehensive Income:</b>	<b>12,395</b>	<b>2,818</b>	<b>131,799</b>
<b>Comprehensive Income attribute to:</b>			
Shareholders of TECMO KOEI HOLDINGS CO.,LTD.	12,395	2,818	131,799
Minority interests	-	-	-

The accompanying notes are an integral part of these statements.

**CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS**

FOR THE YEARS ENDED MARCH 31

	Millions of yen									
	Common stock	Capital surplus	Retained earnings	Treasury stock	Unrealized gains or losses on securities	Unrealized losses on revaluation of the land	Foreign currency transaction adjustments	Share subscription rights	Minority interests	Net assets
<b>Balance at April 1, 2011</b>	<b>¥15,000</b>	<b>¥24,640</b>	<b>¥38,129</b>	<b>(¥2,367)</b>	<b>(¥1,873)</b>	<b>(¥3,101)</b>	<b>(¥760)</b>	<b>¥95</b>	<b>-</b>	<b>¥69,761</b>
Cash dividends paid			(1,734)							(1,734)
Net income			4,640							4,640
Purchase of treasury stock				(1)						(1)
Disposal of treasury stock		(0)		0						0
Adjustment for disposal of treasury stock due to suspense payment		(494)								(494)
Transfer to capital surplus from retained earnings		373	(373)							-
Write-down of deferred tax liability due to tax rate change		120								120
Net changes during the year					(2,003)	1	179	(56)	-	(1,879)
<b>Balance at March 31, 2012</b>	<b>¥15,000</b>	<b>¥24,640</b>	<b>¥40,662</b>	<b>(¥2,368)</b>	<b>(¥3,877)</b>	<b>(¥3,100)</b>	<b>(¥580)</b>	<b>¥38</b>	<b>-</b>	<b>¥70,414</b>
Cash dividends paid			(2,341)							(2,341)
Net income			5,656							5,656
Purchase of treasury stock				(1)						(1)
Disposal of treasury stock		(12)		85						72
Adjustment for disposal of treasury stock		1,058								1,058
Transfer to capital surplus from retained earnings		12	(12)							-
Increase due to mergers of consolidated subsidiaries			13							13
Net changes during the year					5,950	-	788	11	-	6,750
<b>Balance at March 31, 2013</b>	<b>¥15,000</b>	<b>¥25,699</b>	<b>¥43,978</b>	<b>(¥2,285)</b>	<b>¥2,073</b>	<b>(¥3,100)</b>	<b>¥207</b>	<b>¥50</b>	<b>-</b>	<b>¥81,623</b>

	Thousands of U.S. dollars									
	Common stock	Capital surplus	Retained earnings	Treasury stock	Unrealized gains or losses on securities	Unrealized losses on revaluation of the land	Foreign currency transaction adjustments	Share subscription rights	Minority interests	Net assets
<b>Balance at March 31, 2012</b>	<b>\$159,489</b>	<b>\$261,995</b>	<b>\$432,347</b>	<b>(\$25,186)</b>	<b>(\$41,225)</b>	<b>(\$ 32,968)</b>	<b>(\$6,177)</b>	<b>\$414</b>	<b>-</b>	<b>\$748,688</b>
Cash dividends paid			(24,894)							(24,894)
Net income			60,148							60,148
Purchase of treasury stock				(21)						(21)
Disposal of treasury stock		(134)		901						775
Adjustment for disposal of treasury stock		11,253								(11,253)
Transfer to capital surplus from retained earnings		134	(134)							-
Increase due to mergers of consolidated subsidiaries			142							142
Net changes during the year					63,273	-	8,378	125	-	71,776
<b>Balance at March 31, 2013</b>	<b>\$159,489</b>	<b>\$273,249</b>	<b>\$467,609</b>	<b>(\$24,297)</b>	<b>\$22,047</b>	<b>(\$32,968)</b>	<b>\$2,201</b>	<b>\$539</b>	<b>-</b>	<b>\$ 867,869</b>

The accompanying notes are an integral part of these statements.



**CONSOLIDATED STATEMENTS OF CASH FLOWS**

FOR THE YEARS ENDED MARCH 31

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
<b>Cash flows from operating activities:</b>			
Income before income taxes and minority interests	¥8,779	¥7,479	\$93,349
Adjustments for:			
Depreciation and amortization	930	974	9,893
Amortization of goodwill	1,405	1,115	14,946
Increase (decrease) in allowance for bad debts	(183)	82	(1,954)
Increase in accrued bonuses to employees	43	68	467
Interest and dividend income	(2,250)	(2,398)	(23,925)
Loss on valuation of investment securities	276	610	2,938
Gain on sales of investment securities	(700)	(305)	(7,450)
Loss on redemption of securities	588	538	6,254
Foreign exchange loss(gain) , net	(259)	238	(2,760)
Decrease (increase) in notes and accounts receivable	2,583	(4,085)	27,473
Decrease in inventories	81	229	862
Increase in notes and accounts payable	1,572	650	16,722
Other	(292)	1,037	(3,112)
Sub total	12,575	6,235	133,705
Interest and dividends income received	1,735	1,831	18,453
Interest paid	(0)	(2)	(9)
Income taxes refund	924	1,432	9,828
Income taxes paid	(3,063)	(2,382)	(32,574)
Net cash provided by operating activities	12,170	7,115	129,404
<b>Cash flows from investing activities:</b>			
Payments into time deposits	(379)	(260)	(4,035)
Proceeds from withdrawal of time deposits	491	256	5,229
Purchase of short-term and long term securities	(14,290)	(14,277)	(151,944)
Proceeds from sales and redemption of short-term and long term securities	12,342	9,098	131,234
Purchase of property and equipment	(346)	(1,954)	(3,687)
Payments for purchase of intangible fixed assets	(16)	(16)	(170)
Purchase of stocks of subsidiaries and affiliates	-	(1,822)	-
Proceeds from collection of guarantee deposits	162	147	1,724
Other	(43)	(140)	(461)
Net cash used in investing activities	(2,079)	(8,970)	(22,110)
<b>Cash flows from financing activities:</b>			
Repayment of short-term loans payable	-	(100)	-
Proceeds from disposal of treasury stock	342	0	3,645
Purchase of treasury stock	(2)	(562)	(21)
Cash dividends paid	(2,335)	(1,730)	(24,828)
Net cash used in financing activities	(1,994)	(2,392)	(21,205)
Effect of exchange rate changes on cash and cash equivalents	440	(3)	4
Net increase (decrease) in cash and cash equivalents	8,537	(4,251)	90,771
Cash and cash equivalents at beginning of year	6,528	10,779	69,412
Increase in cash and cash equivalents resulting from change of scope of consolidation	42	-	452
Cash and cash equivalents at end of year (Note 4)	¥15,107	¥6,528	\$160,637

The accompanying notes are an integral part of these statements.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS****1. Summary of significant accounting policies:****(1) Basis of presentation of consolidated financial statements -**

The accompanying consolidated financial statements of TECMO KOEI HOLDINGS CO., LTD. (“the Company”) have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Law and its related accounting regulations, and in conformity with accounting principles generally accepted in Japan (“Japanese GAAP”), which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards.

The accounts of consolidated overseas subsidiaries for the years ended March 31, 2013 and 2012 are prepared in accordance with either International Financial Reporting Standards or U.S. generally accepted accounting principles, with adjustments for the specified five items as applicable. The accompanying consolidated financial statements have been restructured and translated into English from the consolidated financial statements of the Company prepared in accordance with Japanese GAAP and filed with the appropriate Local Finance Bureau of the Ministry of Finance as required by the Financial Instruments and Exchange Law. Some supplementary information included in the statutory Japanese language consolidated financial statements, but not considered necessary for fair presentation, is not presented in the accompanying consolidated financial statements.

As permitted by the Financial Instruments and Exchange Act of Japan, amounts of less than one million yen have been omitted. Consequently, the totals shown in the accompanying consolidated financial statements (both in yen and U.S. dollars) do not necessarily agree with the sum of the individual amounts. Certain amounts in the prior year’s financial statements have been reclassified to conform to the current year’s presentation.

The translations of the Japanese yen amounts into U.S. dollars are included solely for the convenience of readers outside Japan, using the prevailing exchange rate at March 31, 2013, which was ¥94.05 to U.S. \$1. The convenience translations should not be construed as representations that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollars at this or any other rate of exchange.

**(2) Basis of consolidation and investments in affiliated companies -**

The consolidated financial statements include the accounts of the Company and its subsidiaries, including TECMO KOEI GAMES CO., LTD., TECMO KOEI NET CO., LTD., TECMO KOEI WAVE CO., LTD., CWS Brains, LTD., GUST CO., LTD., TECMO KOEI CAPITAL CO., LTD., TECMO KOEI AMERICA Corporation, TECMO KOEI EUROPE LIMITED, TECMO KOEI TAIWAN CO., Ltd., TECMO KOEI CANADA Inc., TECMO KOEI TIANJIN SOFTWARE CO., LTD., TECMO KOEI BEIJING SOFTWARE CO., LTD., TECMO KOEI SINGAPORE Pte. Ltd., and TECMO KOEI LIV CO., LTD. Some subsidiaries whose net income would have no material effect on the financial statements have not been consolidated. All significant intercompany transactions and accounts have been eliminated in consolidation.

TECMO KOEI LIV CO., LTD. which was a non-consolidated subsidiary in the previous fiscal year is included in the scope of consolidation as it absorbed SUPER BRAIN, LTD.

SUPER BRAIN, LTD., which was absorbed into TECMO KOEI LIV CO., LTD. was eliminated from the scope of consolidation as of the beginning of the fiscal year 2012.

**(3) Translation of foreign currency -**

All the assets and liabilities of foreign subsidiaries are translated into Japanese yen at the appropriate year-end rate and all income and expense accounts are translated at the average rate of exchange for the year. The translation of net assets is made using historical rates. The resulting translation differences are presented as “Foreign Currency Translation Adjustments” in the accompanying consolidated balance sheet.

Foreign currency receivables and payables are translated at year-end rates and the resulting translation gains and losses are included in income currently.

**(4) Cash equivalents -**

For the purpose of the consolidated statements of cash flows, the Company and its consolidated subsidiaries have classified time deposits and other highly liquid investments as cash equivalents if the original maturities of such investments are three months or less.

**(5) Financial Instruments -****(a) Derivatives**

All derivatives are stated at fair value, with changes in fair value being included in the net profit or loss for the period in which they arise.

**(b) Marketable securities and investment securities**

Marketable securities and investment securities held by the Company and its domestic subsidiaries are classified into three categories:

Trading securities, held for the purpose of generating profits on short-term differences in prices, are stated at fair value, with changes in fair value being included in the net profit or loss for the period in which they arise.

Held-to-maturity securities are stated at amortized cost method (straight line method).

Investments in equity securities issued by unconsolidated subsidiaries are stated at cost because the effect of application of the equity method would be immaterial.

Other securities for which market quotations are available are stated at fair value. Net unrealized gains or losses on these securities are reported as a separate component of net assets, net of applicable taxes.

Other securities for which market quotations are not available are stated at cost or at amortized cost, except as stated in the following paragraph:

In cases where the fair value of equity securities issued by unconsolidated subsidiaries, or other securities has declined significantly and such impairment in value is not deemed temporary, those securities are reduced to fair value and the resulting losses are included in the net profit or loss for the period.

The net amount of equity included in the Company’s financial statements from investment partnerships and similar investments, is calculated based on the relevant financial statements for the partnership available as of the reporting date.

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**(6) Inventories -**

Inventories of the Company and its consolidated subsidiaries are stated at the lower of market or cost determined using the moving-average method for merchandise, finished goods and raw materials and the specific identification method for work-in-process (unless market value of inventories declines significantly and is not expected to recover to cost, in such cases costs are reduced to net realizable values).

**(7) Property and equipment -**

The property and equipment of the Company and its domestic subsidiaries is being depreciated using the declining balance method, except for buildings acquired after the year ended March 31, 1998, which are being depreciated by the straight-line method. The property and equipment held by foreign consolidated subsidiaries is being depreciated by the straight-line method, based on the estimated useful lives of the assets.

The range of useful lives for "Buildings and structures" is principally from 3 to 50 years.

**(8) Intangible assets -**

The cost of software for sale, other than that related to R&D activities, is capitalized and amortized in the proportion of revenue for the period to total estimated ultimate revenue. The costs related to R&D activities are expensed as incurred.

Software costs for internal use are capitalized and amortized over their estimated useful lives on a straight-line basis.

Goodwill is amortized over its estimated useful lives on a straight-line basis. When the amounts are immaterial, the goodwill is amortized as incurred.

**(9) Accrued bonuses to employees -**

Accrued bonuses are stated at the estimated amount of the bonuses to be paid to employees based on their services provided during the fiscal year.

**(10) Accrued bonuses to directors -**

Accrued bonuses are stated at an estimated amount of the bonuses to be paid to directors, based on their services for the current fiscal period.

The accounting standard requires that directors' bonuses be accounted for as an expense of the accounting period in which such bonuses were accrued.

**(11) Allowance for bad debts -**

An allowance for bad debts is established at an amount considered to be appropriate based primarily on the past credit loss experience of the Company and its consolidated subsidiaries, plus an additional amount deemed necessary to cover possible losses estimated on an individual account basis.

**(12) Allowance for sales returns -**

An allowance for sales returns is provided for losses due to the return of products at an amount calculated based on historical experience.

**(13) Allowance for sales discount -**

An allowance for sales discount is provided for the losses incurred on sales discount of the Company's products.

**(14) Allowance for customer-discount points -**

An allowance for customer-discount points is provided for the accumulation of points granted to online shopping users. The amount of allowance is determined based on the past usage of points.

**(15) Finance leases -**

For finance lease transactions other than those which transfer ownership to the lessee, the straight-line method is adopted with a residual value of zero, with the lease period deemed equal to the service life of the asset. For such transactions originating before the first year of application of Accounting Standard No.13 (Corporate Accounting Standards for Lease Transactions), accounting methods suitable to ordinary lease transactions are applied.

**(16) Income taxes -**

Provision is currently made for the income taxes applicable to all revenue and expense items reported in income tax returns on the basis of when such items are taxable or deductible. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the financial statement carrying amounts and the tax bases of assets and liabilities.

**(17) Reserve for retirement benefits -**

The reserve for retirement benefits represents the estimated present value of projected benefit obligations in excess of the fair value of the plan assets, the unrecognized actuarial differences are amortized on a straight-line basis over a certain period of time from 9 to 12 years from the following year in which they arise, and the unrecognized past service cost is amortized on a straight-line basis over a certain period of time from 9 to 12 years from the year in which they arise.

## (18) Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements -

The Company has applied "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (ASBJ Practical Issues Task Force No. 18, February 19, 2010), and necessary modifications have been made for consolidation.

## (19) Net income per share -

Basic net income per share of common stock ("Basic EPS") is computed based on the weighted average number of shares of common stock outstanding during each year. Diluted net income per share of common stock ("Diluted EPS") further assumes the dilutive effect of warrants.

The basic information for net income per share computations for the years ended March 31, 2013 and 2012 were as follows:

Cash dividends per share represent the actual amount declared as applicable to the respective years.

For the year ended March 31, 2013	Millions of yen	Thousands of U.S. dollars	Thousands of shares	Yen	U.S. dollars
	Net income		Weighted average number of shares	EPS	
<b>Basic EPS</b>					
Income before minority interest	¥5,656	\$60,148			
Other	-				
Net income for common stock shareholders	¥5,656	\$60,148	86,724	¥65.23	\$0.69
Effect of Diluted stock shareholders					
Warrants	-		64		
<b>Diluted EPS</b>					
Net income for computation	-		86,789	¥65.18	\$0.69

For the year ended March 31, 2012	Millions of yen	Thousands of shares	Yen
	Net income	Weighted average number of shares	EPS
<b>Basic EPS</b>			
Income before minority interest	¥4,640		
Other	-		
Net income for common stock shareholders	¥4,640	86,716	¥53.52
Effect of Diluted stock shareholders			
Warrants	-	34	-
<b>Diluted EPS</b>			
Net income for computation	-	86,751	¥53.49

## 2. Change in Accounting Policies:

Fiscal year ended March 31, 2013 (April 1, 2012 – March 31, 2013)

Effective from the current fiscal year in line with the corporation tax revision, the Company and its domestic consolidated subsidiaries have changed to a depreciation method based on the revised Corporation Tax Act for tangible fixed assets acquired on or after April 1, 2012. The impact of these changes on operating income and net income before income taxes is minimal.

## 3. Accounting standards issued but not yet effective:

Accounting Standard for Retirement Benefits (Accounting Standards Board of Japan (ASBJ) Statement No. 26 of May 17, 2012), and Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No.25. of May 17, 2012)

### (1) Outline

#### (a) Treatment in the balance sheet

Under the revised accounting standard, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss shall be recognized within equity (accumulated other comprehensive income), after adjusting for tax effects, and the deficit or surplus shall be recognized as a liability (liability for retirement benefits) or asset (asset for retirement benefits).

#### (b) Treatment in the statement of income and the statement of comprehensive income

Actuarial gains and losses and past service costs that arose in the current period and yet to be recognized in profit or loss shall be included in other comprehensive income. Actuarial gains and losses and past service costs that are recognized in profit or loss in the current period shall be treated as reclassification adjustments.

### (2) Scheduled date of adoption

These accounting standards will be adopted from the end of the fiscal year fiscal year beginning on April 1, 2013.

### (3) Impact of the adoption of the revised accounting standard

The impact of the adoption of the revised accounting standard on consolidated financial statements is currently under evaluation.

#### 4. Cash flow information:

##### (a) Reconciliation of cash and cash equivalents

Cash and time deposits at March 31, 2013 and 2012 reconciled to cash and cash equivalents were as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Cash and time deposits	¥13,851	¥6,742	\$147,280
Time deposits with maturity over three months	(152)	(248)	(1,622)
Marketable securities	1,408	34	14,979
Total cash and cash equivalents	¥15,107	¥6,528	\$160,637

##### (b) Purchases of newly consolidated subsidiary

During the year ended March 31, 2012, GUST CO., LTD., was acquired. Assets and liabilities at the time of consolidation, cash paid for the capital and cash received in conjunction with the purchases of consolidated subsidiary were as follows:

	Millions of yen
	2012
Current assets	¥451
Non-current assets	5
Goodwill	1,936
Current liabilities	(176)
Non-current liabilities	(5)
Cash paid for the capital	2,211
Cash and cash equivalents of consolidated subsidiary	388
Net cash paid in conjunction with the purchases of consolidated subsidiary	¥1,822

#### 5. Accumulated depreciation of property and equipment:

Accumulated depreciation of property and equipment as of March 31, 2013 and 2012 were as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Accumulated depreciation of property and equipment	¥10,186	¥9,831	\$108,310

#### 6. Financial Instruments:

##### A. Qualitative information on financial instruments

##### (a) Policies for using financial instruments

The Company and its consolidated subsidiaries procure funds that are required for the planning of capital investment, and short-term operating funds through bank loans. The surplus funds are invested in the compound financial products that build in the stocks, the debenture, and derivatives aiming to operate it by a high yield.

Derivatives that the Company uses are only the compound financial products that build in derivatives.

##### (b) Details of financial instruments used and the exposures to risk and how they arise

Notes and accounts receivable are exposed to the credit risks in relation to customers. Some of them are denominated in foreign currencies, which consequently expose the Company and its subsidiaries to the risks of exchange rate fluctuations.

Securities and investment securities, which are principally equity securities and debt securities, are exposed to the risk of market price fluctuations.

The investments in the compound financial instruments that build in derivatives have the risk of the bond market price and the exchange rate fluctuations.

These investments are executed with credit worthy financial institutions. Given their creditworthiness, management does not expect any counterparty to fail to meet its obligations.

##### (c) Policies and processes for managing the risk

##### (1) Credit risk management (counterparty risk)

The Company and its consolidated subsidiaries have established internal procedures for receivables under which the related divisions are primarily responsible for periodically monitoring counterparty status. The department manages amounts and settlement dates by counterparty and works to quickly identify and mitigate payment risk that may result from situations including deterioration of the financial condition of counterparties. Consolidated subsidiaries are subject to the same risk management rules.

(2) Market risk management (risk of exchange rate and interest rate fluctuations)

Any investments to compound financial instruments that include stocks, bonds, and derivatives as their components are managed with the established policies and within the specified limit on the amounts of investments allowed. In addition, the Company clearly separates its transaction division and management division in their functions with the view to securely managing its assets. The Company's management division confirms transactions, manages its current position, and ensures that all derivative transactions are executed with the established policies so that its internal control functions properly. The Company periodically provides administrative reports on the status of its position, including market value, to the financial director and treasurer.

Regarding marketable securities and investment securities, the Company periodically examines the financial condition of the issuing entities. The company also regularly reviews the status of its holdings of bonds, not including those held to maturity, taking into consideration its relationships with corporate business holders.

(3) Management of liquidity risk associated with funds procurement (payment default risk)

The Company and its consolidated subsidiaries manage liquidity risk by creating and updating a capital deployment plan based on reports from each division.

(d) Fair value of financial instruments

Fair values of financial instruments include the values based on market prices, and the values deemed as market prices obtained by the reasonable estimate when the financial instruments do not have market prices. Since certain assumptions and others are adopted for calculating such values, they may differ when adopting different assumptions and others.

B. Fair values of financial information

Fair values of financial instruments as of March 31, 2013 and 2012 were summarized as follows:

The financial instruments whose fair values were not available were not included below and were summarized in B (b).

(a) Fair values of financial instruments

	Millions of yen		
	March 31, 2013		
	Acquisition Amount	Estimated fair value	Difference
Cash and deposits	¥13,851	¥13,851	-
Notes and accounts receivable	9,302		
Allowance for bad debts*	(31)		
	¥9,271	¥9,271	-
<b>Marketable and investment securities</b>			
Other securities	47,095	47,095	-
<b>Assets Total</b>	<b>¥70,218</b>	<b>¥70,218</b>	<b>-</b>

	Millions of yen		
	March 31, 2012		
	Acquisition Amount	Estimated fair value	Difference
Cash and deposits	¥6,742	¥6,742	-
Notes and accounts receivable	11,750		
Allowance for bad debts*	(184)		
	¥11,566	¥11,566	-
<b>Marketable and investment securities</b>			
Held-to-maturity securities	2,505	2,549	¥43
Other securities	34,058	34,058	-
<b>Assets Total</b>	<b>¥54,873</b>	<b>¥54,917</b>	<b>¥43</b>

	Thousands of U.S.dollars		
	March 31, 2013		
	Acquisition Amount	Estimated fair value	Difference
Cash and deposits	\$147,280	\$147,280	-
Notes and accounts receivable	98,909		
Allowance for bad debts*	(331)		
	\$ 98,577	\$98,577	-
<b>Marketable and investment securities</b>			
Other securities	500,749	500,749	-
<b>Assets Total</b>	<b>\$746,608</b>	<b>\$746,608</b>	<b>-</b>

\* The amounts for probable losses calculated by applying a percentage based on collection experience to the remaining accounts are included.

(Note 1): Fair values of financial instruments, and matters pertaining to securities and derivative transactions

Assets

Cash and deposits and Notes and accounts receivable

The book values approximate the fair values because of short-term maturities of these instruments.

Marketable and investment securities

The fair value is based on the market prices or the prices obtained from financial institutions.

See the Notes on "9. Marketable securities and investment securities".

(b) Financial instruments whose fair values were difficult to measure

The financial instruments for which the fair values were not available as of March 31, 2013 and 2012 were summarized as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Stocks of subsidiaries and affiliates	¥20	¥103	\$212
Non-listed equity securities	132	206	1,409
Other	1,910	808	20,309
<b>Total</b>	<b>¥2,062</b>	<b>¥1,118</b>	<b>\$21,930</b>

It is difficult to measure the fair value of these financial instruments because there is no market price available and it is not efficient to calculate future cash flow. Therefore, these financial instruments were not included in the marketable and investment securities described in B (a).

(c) Maturities of financial instruments

The maturities of the financial instruments at March 31, 2013 and 2012 were as follows:

	Millions of yen			
	At March 31, 2013			
	Within 1 year	Over 1 year within 5 years	Over 5 years within 10 years	Over 10 years
Cash and deposits	¥1,561	-	-	-
Notes and accounts receivable	9,302	-	-	-
Marketable and investment securities				
Other securities				
(1)Government bonds and local government bonds	648	¥5,664	¥2,490	¥7,996
(2)Bonds	1,724	2,545	1,238	893
(3)Other	-	453	433	-
<b>Total</b>	<b>¥13,236</b>	<b>¥8,664</b>	<b>¥4,162</b>	<b>¥8,890</b>

	Millions of yen			
	At March 31, 2012			
	Within 1 year	Over 1 year within 5 years	Over 5 years within 10 years	Over 10 years
Cash and deposits	¥283	-	-	-
Notes and accounts receivable	11,750	-	-	-
Marketable and investment securities				
Held-to-maturity securities				
Bonds	2,505	-	-	-
Other securities				
(1)Government bonds and local government bonds	1,072	¥4,582	¥3,858	¥7,497
(2)Bonds	300	2,008	3,082	1,427
(3)Other	-	-	753	-
<b>Total</b>	<b>¥15,912</b>	<b>¥6,591</b>	<b>¥7,694</b>	<b>¥8,925</b>

	Thousands of U.S. dollars			
	At March 31, 2013			
	Within 1 year	Over 1 year within 5 years	Over 5 years within 10 years	Over 10 years
Cash and deposits	\$16,602	-	-	-
Notes and accounts receivable	98,909	-	-	-
Marketable and investment securities				
Other securities				
(1)Government bonds and local government bonds	6,899	\$60,232	\$26,475	\$85,028
(2)Bonds	18,331	27,068	13,172	9,500
(3)Other	-	4,823	4,609	-
<b>Total</b>	<b>\$140,742</b>	<b>\$92,124</b>	<b>\$44,257</b>	<b>\$94,529</b>



## 7. Rental Property:

The Company and its consolidated subsidiaries own office buildings (including land) for leasing in Kanagawa prefecture, other domestic areas, and foreign countries. The rental income included in net sales was ¥128 million (\$1,363 thousand) and ¥73 million for the years ended March 31, 2013 and March 31, 2012, respectively.

Information about fair value of investment and rental property included in the consolidated financial statement at March 31, 2013 and 2012 were as follows:

	At March 31, 2013			
	Book value (net of depreciation)			Fair value
	March 31, 2012	Increase/(Decrease)	March 31, 2013	March 31, 2013
Millions of yen	¥4,913	(¥81)	¥4,832	¥4,711
Thousands of U.S dollars	\$52,240	(\$862)	\$51,377	\$50,096

	At March 31, 2012			
	Book value (net of depreciation)			Fair value
	March 31, 2011	Increase	March 31, 2012	March 31, 2012
Millions of yen	¥2,908	¥2,004	¥4,913	¥4,657

Book values recorded in the consolidated balance sheet present acquisition cost, net of accumulated depreciation and impairment loss.

Note: The fair value for domestic rental properties was calculated by the Company and its consolidated subsidiaries based on the Real Estate Appraisal Standard. Locally appraised value was used for the fair value of overseas rental properties.

## 8. Lease:

The future minimum lease receipts for only non-cancelable contracts as of March 31, 2013 and 2012 were as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Due within one year	¥130	¥119	\$1,383
Due after one year	1,134	1,160	12,062
Total	¥1,264	¥1,279	\$13,446

## 9. Marketable securities and investment securities:

A comparison of the aggregate cost and fair value of "Held-to-maturity securities for which market quotations are available" and "Other securities for which market quotations are available" at March 31, 2013 and 2012 were as follows:

	Millions of yen			
	At March 31, 2013			
	Acquisition cost	Gross unrealized gains	Gross unrealized losses	Fair value
Other securities for which market quotations are available -				
(1)Equity securities	¥11,388	¥2,483	¥300	¥13,572
(2)Debt securities	23,014	1,410	2,132	22,292
(3)Other	9,517	1,928	215	11,230
Total	¥43,920	¥5,822	¥2,647	¥47,095

	Millions of yen			
	At March 31, 2012			
	Acquisition cost	Gross unrealized gains	Gross unrealized losses	Fair value
Held-to-maturity securities for which market quotations are available -				
(1) Bonds	¥2,505	¥43	-	¥2,549
Other securities for which market quotations are available -				
(1)Equity securities	7,817	834	¥392	8,259
(2)Debt securities	24,442	478	4,609	20,310
(3)Other	5,749	197	459	5,488
Total	¥40,515	¥1,553	¥5,460	¥36,608



	Thousands of U.S. dollars			Fair value
	Acquisition cost	Gross unrealized gains	Gross unrealized losses	
At March 31, 2013				
Other securities for which market quotations are available -				
(1)Equity securities	\$121,093	\$26,410	\$3,191	\$144,311
(2)Debt securities	244,704	14,996	22,669	237,031
(3)Other	101,185	20,502	2,291	119,406
Total	\$466,993	\$61,909	\$28,153	\$500,749

Impairment loss of ¥276 million (\$2,938 thousand) and ¥606 million for the years ended March 31, 2013 and 2012, respectively. "Debt securities" contain exchange linked bonds of ¥300 million as a contract amount for the year ended March 31, 2012.

The unrealized gains of ¥11 million on the bonds are stated in the statement of income for the year ended March 31, 2012. The redemption loss of ¥11 million (\$127 thousand) on the bonds is stated in the statement of income for the year ended March 31, 2013.

Available-for-sale securities sold for the years ended March 31, 2013 and 2012 were as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Sales amount	¥7,445	¥2,273	\$79,163
Gross realized gains	737	338	7,837
Gross realized losses	2	14	22

## 10. Research and Development Expenses:

Research and development expenses included in cost of sales and selling, general and administrative expenses for the years ended March 31, 2013 and 2012 were ¥671 million (\$7,139 thousand) and ¥877 million, respectively.

## 11. Retirement Benefit Plan:

The Company and its consolidated domestic subsidiaries have a defined benefit corporate pension plan and a lump-sum payment plan. One of the foreign consolidated subsidiaries has adopted a defined contribution plan.

The Company and some of its consolidated domestic subsidiaries terminated their tax-qualified pension plan and introduced a defined benefit corporate pension plan on May 1, 2011.

Accounting relating to this shift was applied in accordance with the Guidance on "Accounting for Transfers between Retirement Benefit Plans" (ASBJ Guidance No.1, January 31, 2002).

The Company and certain consolidated domestic subsidiaries integrated and changed its retirement benefit plan as of March 31, 2013. Due to integration of retirement benefit plan, consolidated domestic subsidiaries have changed their calculation method for the projected benefit obligation from the simplified method to the principal method. As a result of this change, the difference between the amount calculated by the simplified method and the principal method is ¥55 million (\$592 thousand), and is recorded as "Retirement benefit expenses" in other expenses.

The reserve for retirement benefits as of March 31, 2013 and 2012 were summarized as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Projected benefit obligations	(¥3,292)	(¥2,536)	(\$35,006)
Plan assets	2,650	2,057	28,180
	(642)	(479)	(6,826)
Unrecognized past service costs	184	(324)	1,961
Unrecognized actuarial differences	(102)	243	(1,086)
Reserve for retirement benefits	(¥559)	(¥560)	(\$5,951)

Note: Certain consolidated domestic subsidiaries adopt a simplified method to estimate retirement benefit obligation.

The net pension expenses relating to retirement benefits for the years ended March 31, 2013 and 2012 were as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Service cost	¥229	¥247	\$2,440
Interest cost	45	43	488
Expected return on plan assets	(66)	(59)	(702)
Amortization of prior service costs	(26)	(27)	(281)
Amortization of actuarial differences	60	57	648
Adjustment for retirement benefit obligations due to change in accounting method	55	-	592
Contributions for defined contribution plans	1	1	20
Net pension expense	¥301	¥264	\$3,206

Note: Retirement benefit cost for subsidiaries adopting a simplified method are reported in "Service costs".

The assumptions used in calculation of the above information were as follows:

	2013	2012
Discount rate	1.3%	1.3~2.0%
Expected rate of return on plan assets	0.75~3.5%	0.75~3.5%
Method of attributing the projected benefits to periods of service	Straight- line basis	Straight- line basis
Amortization of prior service costs	9 years to 12 years from the year in which they arise	9 years to 12 years from the year in which they arise
Amortization of unrecognized actuarial differences	9 years to 12 years from the year following that in which they arise	9 years to 12 years from the year following that in which they arise

## 12. Income taxes:

The income taxes applicable to the Company and its consolidated subsidiaries in Japan include corporation tax, enterprise tax and inhabitant tax which, in aggregate, resulted in a statutory tax rate of approximately 38.0% for the year ended March 31, 2013. The Company's effective tax rates for financial reporting purposes differ from the statutory tax rate due to a number of items, including various tax credits, certain expenses not allowable for income tax purposes, the non-deductibility of the losses of subsidiaries, different tax rates applicable to foreign subsidiaries and dividends income which is not taxable.

The reconciliation of differences between the statutory tax rate and the effective tax rate for the year ended March 31, 2013 and 2012 are as follows:

	2013	2012
Statutory tax rate	38.0%	40.6%
Increase (decrease) in taxes resulting from:		
Amortization of goodwill	6.1	6.1
Special tax credit for research and development expenses and other	(3.4)	(4.0)
Tax rate difference in certain subsidiaries	(0.6)	(2.1)
Valuation allowance	(6.1)	(7.3)
Other, net	1.6	2.5
Adjustment on deferred tax assets due to change in income tax rate	-	2.2
Effective tax rate	35.6%	38.0%

The significant components of deferred tax assets and liabilities included in the balance sheets were as follows:

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Deferred tax :			
(1) Current assets			
Deficit amount	¥1	¥151	\$15
Accrued bonuses	257	259	2,735
Unrealized loss on inventory valuation	114	248	1,212
Provision for enterprise tax	95	71	1,019
Allowance for sales discount	113	175	1,202
Unrealized gains or losses on securities	193	27	2,061
Other	169	208	1,799
Valuation allowance	(20)	(24)	(222)
Offset to deferred tax liabilities (current)	-	(588)	-
Net deferred tax current assets	¥923	¥528	\$9,823
(2) Non-current assets			
Loss on investment securities	¥594	¥526	\$6,324
Deficit amount	508	262	5,402
Prior-period amortization of development expenses	206	397	2,196
Amortization of development expenses	186	223	1,985
Impairment loss on fixed assets	126	135	1,343
Unrealized loss on investment securities	6	1,567	72
Reserve for retirement benefit	191	184	2,039
Other	593	276	6,315
Valuation allowance	(563)	(2,134)	(5,986)
Offset to deferred tax liabilities (non-current)	(1,358)	(2)	(14,445)
Net deferred tax non-current assets	¥493	¥1,435	\$5,247

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Deferred tax :			
(1) Current liabilities			
Treasury	-	(¥840)	-
Offset to deferred tax assets (current)	-	588	-
Net deferred tax current liabilities	-	(¥251)	-
(2) Non-current liabilities			
Unrealized loss on investment securities	(¥1,295)	-	(\$13,774)
Other	(104)	(¥22)	(1,111)
Offset to deferred tax assets (current)	1,358	2	14,445
Net deferred tax non-current liabilities	(¥41)	(¥19)	(\$440)

### 13. Assets Pledged and Revaluation of the land:

(1) Assets Pledged	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Buildings and structures	¥276	¥282	\$2,937
Land	306	306	3,253
Total	¥582	¥588	\$6,191

#### (2) Revaluation of the land

The Company revalued land for its business in accordance with the Land Revaluation Law. The Company recorded the entire difference between the carrying amount and revalued amount as unrealized losses on revaluation of the land as a separate component of net assets.

Revaluation of land was performed by making a reasonable adjustment to the land based on the market value estimated in accordance with relevant provisions of the Land Revaluation Law.

Date of revaluation: March 31, 2000.

Fair value of the revalued land as of March 31, 2013 is ¥483 million (\$5,138 thousand) less than the book value as of March 31, 2013.

## 14. Net Assets:

Under Japanese laws and regulations, the entire amount paid for new shares is required to be designated as common stock. However, a company may, by a resolution of the Board of Directors, designate an amount not exceeding one-half of the price of the new shares as additional paid-in capital, which is included in capital surplus.

Under the Japanese Corporate Law (the "Law"), in cases where a dividend distribution of surplus is made, the smaller of an amount equal to 10% of the dividend or the excess, if any, of 25% of common stock over the total of additional paid-in capital and legal earnings reserve must be set aside as additional paid-in capital or legal earnings reserve. Legal earnings reserve is included in retained earnings in the accompanying consolidated balance sheets.

Under the Law, legal earnings reserve and additional paid-in capital could be used to eliminate or reduce a deficit or could be capitalized by resolution of the shareholders' meeting.

Additional paid-in capital and legal earnings reserve may not be distributed as dividends. However, all additional paid-in capital and all legal earnings reserve may be transferred to other capital surplus and retained earnings, respectively, which are potentially available for dividends.

The maximum amount that the Company can distribute as dividends is calculated based on the non-consolidated financial statements of the Company in accordance with the Law.

At the annual shareholders' meeting held on June 25, 2013, the shareholders resolved cash dividends amounting to ¥2,865 million (\$30,464 thousand). Such appropriations have not been accrued in the consolidated financial statements as of March 31, 2013. Such appropriations will be recognized in the period when they are resolved.

## 15. Derivative Instruments:

Information regarding the derivative instruments, refer to "Marketable securities and investment securities" in Note 9.

## 16. Share Subscription Rights:

The summarized contents of share subscription rights as of March 31, 2013 are as follows:

	Share subscription rights #4	Share subscription rights #5	Share subscription rights #6
Date of the annual shareholders' meeting	January 26, 2009	June 23, 2010	June 26, 2012
Position and number of grantee	8 employees of the Company and 227 executive officer or employees of the subsidiaries	4 directors and 19 employees of the Company and 283 executive officer or employees of the subsidiaries	6 directors and 24 employees of the Company and 349 executive officer or employees of the subsidiaries
Date of grant	April 1, 2009	October 25, 2010	October 22, 2012
Class and number of stock	Common Stock 209,880	Common Stock 485,400	Common Stock 726,300
Exercised period	From April 1, 2011 to March 31, 2014	From October 26, 2012 to October 23, 2015	From October 23, 2014 to October 20, 2017

The following table summarizes scale and movement of share subscription rights as of March 31, 2013

	Share subscription rights #4	Share subscription rights #5	Share subscription rights #6
<b>Non-exercisable (number of shares)</b>			
Outstanding at April 1, 2012	-	434,400	-
Granted	-	-	726,300
Forfeited	-	5,700	4,800
Vested	-	428,700	-
Outstanding at March 31, 2013	-	-	721,500
<b>Exercisable (number of shares)</b>			
Outstanding at April 1, 2012	160,380	-	-
Vested	-	428,700	-
Exercised	-	110,400	-
Forfeited	7,200	-	-
Outstanding at March 31, 2013	153,180	318,300	-
Exercise price	¥1,223 \$13.00	¥578 \$6.15	¥656 \$6.98
Average stock price at exercise	-	¥795 \$8.45	-
Fair value price at grant date	¥82 \$0.87	¥83 \$0.88	¥74 \$0.79

The Assumptions Used to Measure Fair Value of Share subscription rights #6 Stock Options

	Share subscription rights #6
Estimate method:	Black-Scholes option pricing model
Volatility of stock price:	28.20%
Estimated remaining outstanding period:	Three and a half years
Estimated dividend:	¥29 per share
Interest rate with risk free:	0.126%

## 17. Asset Retirement Obligations:

- Summary of applicable asset retirement obligations include the duty of restoration arising from contractual requirements set forth in real estate leases for amusement facility arcades.
- Assumptions used in calculating applicable asset retirement obligations on amusement facility arcades, are based on an estimated useful life of 15 years, the average operating period for arcades that have been closed, and a discount rate 1.380%.
- Changes to aggregate asset retirement obligations applicable to the fiscal years ended March 31, 2013 and 2012 were as follows:

	Millions of yen		Thousands of U.S. dollars	
	2013	2012	2013	
Beginning balance (See note)	- [ ¥97 ]	¥4 [ ¥131 ]	- [ \$1,039 ]	
Accretion Expense	- [ - ]	0 [ - ]	- [ - ]	
Decrease due to fulfillment of asset retirement obligations	- [ (16) ]	(4) [ (40) ]	- [ (175) ]	
Other	- [ 4 ]	- [ 7 ]	- [ 47 ]	
Ending balance	- [ ¥85 ]	- [ ¥97 ]	- [ \$911 ]	

Note: The Company reasonably estimates the amount of lease deposits from real estate lease agreements that it cannot expect to finally recover, and records the portion of this amount allocated to the fiscal years ended March 31, 2013 and 2012 as expenses, instead of recording them as asset retirement obligations under liabilities. The uncollectible amount of lease deposits the Company estimates is shown in [ ].

## 18. Comprehensive Income:

The components of other comprehensive income including reclassification adjustments and income tax effect are as follows.

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Unrealized gains (losses) on securities:			
Increase (decrease) during the year	¥7,272	(¥2,915)	\$77,329
Reclassification adjustments to profit or loss	98	839	1,047
Amount before income tax effect	7,370	(2,076)	78,376
Income tax effect	(1,420)	73	(15,103)
Total unrealized gains (losses) on securities	5,950	(2,003)	63,273
Revaluation reserve for the land			
Income tax effect	-	1	-
Foreign currency translation adjustments			
Increase during the year	788	179	8,378
Total other comprehensive income	¥6,738	(¥1,822)	\$71,651

## 19. Segment Information:

### (1) Outline of business segment reported

The business segments the Company reports are the business unit for which the Company is able to obtain individual financial information separately in order for the board of directors to conduct periodic investigation to determine the distribution of management resource and evaluate their business performance.

The Company operates principally in the following business segments:

- a) Game Software: Design, development, manufacture and sale of game software for personal computers (PCs) and home video game systems.
- b) Online & Mobile: Design, development, and management of software for online game and mobile phone.
- c) Media & Rights: Design, development, manufacture and sale of game software related products such as books, music CDs and picture Blue-Ray & DVDs and management of game software product licenses.
- d) SP: Entrusted development of commercial amusement.
- e) Amusement Facilities Operation: management of amusement arcade.
- f) Other: Real estate management, venture capital.

### (2) Method of calculating sales and income (loss), and other items by business segment reported

Income of the reporting segments is operating income. Transfers among segments are based on market prices.

### (3) Information on sales and income (loss) and other items by business segment reported

	Millions of yen							
	For the year ended March 31, 2013							
	Business segment reported							Other
Game Software	Online & Mobile	Media & Rights	SP	Amusement Facilities	Sub Total			
<b>I. Net sales and operating income:</b>								
Net sales								
(1) Net sales to outside customers	¥23,268	¥5,326	¥1,735	¥2,190	¥1,932	¥34,454	¥184	¥34,639
(2) Inter-segment net sales	450	154	5	4	-	614	49	664
Total	23,718	5,480	1,741	2,195	1,932	35,069	234	35,303
Segment income (loss)	¥6,229	¥549	(¥17)	¥642	¥157	¥7,561	¥52	¥7,614
<b>II. Other items:</b>								
Depreciation and amortization	¥378	¥203	¥7	¥6	¥167	¥763	¥167	¥930

	Millions of yen							
	For the year ended March 31, 2012							
	Business segment reported							Other
Game Software	Online & Mobile	Media & Rights	SP	Amusement Facilities	Sub Total			
<b>I. Net sales and operating income:</b>								
Net sales								
(1) Net sales to outside customers	¥24,509	¥5,446	¥1,836	¥1,678	¥1,887	¥35,358	¥166	¥35,525
(2) Inter-segment net sales	373	188	1	23	-	587	49	637
Total	24,883	5,635	1,838	1,701	1,887	35,945	216	36,162
Segment income	¥4,905	¥1,097	¥164	¥558	¥133	¥6,859	¥13	¥6,873
<b>II. Other items:</b>								
Depreciation and amortization	¥401	¥197	¥8	¥12	¥155	¥775	¥198	¥974



Thousands of U.S. dollars								
For the year ended March 31, 2013								
Business segment reported								
	Game Software	Online& Mobile	Media& Rights	SP	Amusement Facilities	Sub Total	Other	Total
<b>I. Net sales and operating income:</b>								
Net sales								
(1) Net sales to outside customers	\$247,405	\$56,638	\$18,458	\$23,291	\$20,551	\$366,345	\$1,960	\$368,306
(2) Inter-segment net sales	4,786	1,638	59	48	-	6,532	528	7,060
Total	252,191	58,276	18,517	23,340	20,551	372,877	2,489	375,366
Segment income (loss)	\$66,235	\$5,842	(\$186)	\$6,835	\$1,671	\$80,399	\$558	\$80,957
<b>II. Other items:</b>								
Depreciation and amortization	\$4,022	\$2,168	\$78	\$69	\$1,776	\$8,115	\$1,777	\$9,893

(4)The adjustment for segment information above and the reconciliations between net sales and segment income (loss) in the consolidated statements of income were as follows:

(a) Reconciliation of net sales

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Business segment reported Total	¥35,069	¥35,945	\$372,877
Sales of Other segment	234	216	2,489
Elimination of intersegment transactions	(664)	(637)	(7,060)
Total	¥34,639	¥35,525	\$368,306

(b) Reconciliation of segment income (loss)

	Millions of yen		Thousands of U.S. dollars
	2013	2012	2013
Business segment reported Total	¥7,561	¥6,859	\$80,399
Profit of Other segment	52	13	558
Amortization of goodwill	(1,405)	(1,115)	(14,946)
Total	¥6,208	¥5,758	\$66,011

Note: For management reporting purposes, goodwill and assets are not allocated to the segments.

**(Segment related information)**

**Information by country or region**

The following tables present sales and assets information by geographic area for the years ended March 31, 2013 and 2012.

a) Sales

	Millions of yen				
	For the year ended March 31, 2013				
	Japan	North America	Europe	Others	Consolidated Total
Net sales to outside customers:	¥28,940	¥2,585	¥1,664	¥1,448	¥34,639

	Millions of yen				
	For the year ended March 31, 2012				
	Japan	North America	Europe	Others	Consolidated Total
Net sales to outside customers:	¥29,918	¥2,784	¥1,356	¥1,466	¥35,525

	Thousands of U.S. dollars				
	For the year ended March 31, 2013				
	Japan	North America	Europe	Others	Consolidated Total
Net sales to outside customers:	\$307,716	\$27,492	\$17,695	\$15,401	\$368,306

Note: The sales amounts are classified by country or region where customers are located.

b) Tangible fixed assets

Millions of yen				
For the year ended March 31, 2013				
Japan	Asia	UK	Other	Consolidated Total
<b>¥11,012</b>	<b>¥1,359</b>	<b>¥1,790</b>	<b>¥38</b>	<b>¥14,200</b>

Millions of yen				
For the year ended March 31, 2012				
Japan	Asia	UK	Other	Consolidated Total
¥11,379	¥1,266	¥1,700	¥40	¥14,387

Thousands of U.S. dollars				
For the year ended March 31, 2013				
Japan	Asia	UK	Other	Consolidated Total
<b>\$117,096</b>	<b>\$14,451</b>	<b>\$19,034</b>	<b>\$404</b>	<b>\$150,987</b>

**20. Subsequent Events:**

Not applicable



## Independent Auditor's Report

To the Board of Directors of TECMO KOEI HOLDINGS CO., LTD.:

We have audited the accompanying consolidated financial statements of TECMO KOEI HOLDINGS CO., LTD. and its consolidated subsidiaries, which comprise the consolidated balance sheets as at March 31, 2013 and 2012, and the consolidated income statements, statements of comprehensive income, statements of changes in net assets and statements of cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

### **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 such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we comply with ethical requirements and 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 our judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control 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, while the objective of the financial statement audit is not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. 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 present fairly, in all material respects, the financial position of TECMO KOEI HOLDINGS CO., LTD. and its consolidated subsidiaries as at March 31, 2013 and 2012, and their financial performance and cash flows for the years then ended in accordance with accounting principles generally accepted in Japan.

### **Convenience Translation**

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended March 31, 2013 are presented solely for convenience. Our audit also included the translation of yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 1 to the consolidated financial statements.

KPMG AZSA LLC

September 6, 2013  
Tokyo, Japan

## BOARD OF DIRECTORS AND STATUTORY AUDITORS

Chairman

**Keiko Erikawa\***

President & CEO

**Yoichi Erikawa\***

Director

**Hisashi Koinuma**

Director

**Kazuyoshi Sakaguchi**

Director

**Shintaro Kobayashi**

Director & Advisor

**Yasuharu Kakihara**

Corporate Auditors

**Satoru Morishima**

**Chiomi Yamamoto**

**Toshikazu Kitamura**

Senior Executive Officer & CFO

**Kenjiro Asano**

Executive Officers

**Takeshi Hara**

**Masatoshi Hosaka**

**Hidenori Taniguchi**

\*Representative Director

(As of June 25, 2013)

## CORPORATE DATA

### **TECMO KOEI HOLDINGS CO., LTD.**

#### **Head Office**

1-18-12 Minowa-cho, Kouhoku-ku,  
Yokohama, Kanagawa 223-8503 Japan  
Tel : +81-45-562-8111  
<http://www.koeitecmo.co.jp/>

#### **Date Established :**

April 1,2009

#### **Paid-in Capital :**

¥15 Billion ( As of March 31, 2013)

#### **Number of Employees :**

1,413 (As of March 31, 2013 : Consolidated Basis)

#### **Account Settlement :**

March 31

#### **Transfer Agent of Common Stock :**

Sumitomo Mitsui Trust Bank, Limited  
1-4-1, Marunouchi, Chiyoda-ku, Tokyo  
100-8233 Japan

#### **Independent Auditor :**

KPMG AZSA LLC

### **MAJOR SUBSIDIARIES**

#### **TECMO KOEI GAMES CO., LTD.**

1-18-12 Minowa-cho, Kouhoku-ku,  
Yokohama, Kanagawa 223-8503 Japan  
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#### **TECMO KOEI WAVE CO., LTD.**

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#### **TECMO KOEI NET CO., LTD.**

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#### **CWS Brains, LTD.**

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Tokyo 102-8230 Japan  
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<http://www.cwsbrains.co.jp/cws/>

#### **GUST CO., LTD.**

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#### **TECMO KOEI EUROPE LIMITED**

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<http://www.tecmokoei-europe.com/>

#### **TECMO KOEI TAIWAN CO., LTD**

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<http://www.gamecity.com.tw/>

#### **TECMO KOEI BEIJING SOFTWARE CO., LTD.**

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Chaoyang men Nei, Dongcheng District,  
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#### **TECMO KOEI TIANJIN SOFTWARE CO., LTD.**

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#### **TECMO KOEI SINGAPORE Pte. Ltd.**

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#### **TECMO KOEI SOFTWARE VIETNAM CO., LTD.**

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**TECMO KOEI HOLDINGS CO., LTD.**

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