



# ***Consolidated Financial Statements***

*for the Year Ended March 31, 2018 and Independent Auditor's Report*

EIZO Corporation and Subsidiaries

**EIZO Corporation**

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of EIZO Corporation:

We have audited the accompanying consolidated balance sheet of EIZO Corporation and its subsidiaries as of March 31, 2018, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

### Management's Responsibility for the Consolidated Financial Statements

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

### Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers 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, but 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 referred to above present fairly, in all material respects, the consolidated financial position of EIZO Corporation and its subsidiaries as of March 31, 2018, and the consolidated results of their operations and their cash flows for the year then ended in accordance with accounting principles generally accepted in Japan.

### Convenience Translation

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in accordance with the basis stated in Note 1 to the consolidated financial statements. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.

*Deloitte Touche Tohmatsu LLC*

June 21, 2018

## EIZO Corporation and Subsidiaries

### Consolidated Balance Sheet March 31, 2018

ASSETS	Millions of Yen		Thousands of U.S. Dollars (Note 1)	LIABILITIES AND EQUITY	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2018	2017	2018		2018	2017	2018
<b>CURRENT ASSETS:</b>				<b>CURRENT LIABILITIES:</b>			
Cash and cash equivalents (Note 13)	¥ 20,395	¥ 24,794	\$ 192,406	Short-term bank loans (Notes 6 and 13)	¥ 1,958	¥ 1,797	\$ 18,472
Short-term investments (Notes 4 and 13)	590	310	5,566	Current portion of long-term debt (Notes 6 and 13)	26		245
Notes and accounts receivable (Note 13):				Accounts payable (Note 13):			
Trade notes	207	214	1,953	Trade accounts	7,620	7,695	71,887
Trade accounts	22,331	16,759	210,670	Other	1,309	1,811	12,349
Other	198	420	1,868	Income taxes payable	1,896	1,051	17,887
Allowance for doubtful receivables	(131)	(139)	(1,236)	Accrued expenses	4,514	4,396	42,585
Inventories (Note 5)	24,777	24,415	233,745	Other current liabilities	1,380	2,515	13,018
Deferred tax assets (Note 9)	2,264	1,861	21,358				
Prepaid expenses and other current assets	669	700	6,311	Total current liabilities	18,703	19,265	176,443
Total current assets	71,300	69,334	672,641				
<b>PROPERTY, PLANT, AND EQUIPMENT:</b>				<b>LONG-TERM LIABILITIES:</b>			
Land	3,250	2,964	30,660	Long-term debt (Notes 6 and 13)	29		274
Buildings and structures	15,102	14,914	142,472	Liability for retirement benefits (Note 7)	3,224	3,171	30,415
Machinery and equipment	4,930	4,715	46,509	Deferred tax liabilities (Note 9)	6,557	6,224	61,858
Furniture and fixtures	6,936	6,303	65,434	Other long-term liabilities	1,172	1,219	11,057
Construction in progress	392	75	3,699	Total long-term liabilities	10,982	10,614	103,604
Total	30,610	28,971	288,774				
Accumulated depreciation	(18,438)	(17,199)	(173,944)	<b>COMMITMENTS AND CONTINGENT LIABILITIES</b> (Notes 12 and 14)			
Net property, plant, and equipment	12,172	11,772	114,830	<b>EQUITY (Notes 8 and 16):</b>			
<b>INVESTMENTS AND OTHER ASSETS:</b>				Common stock—authorized, 65,000,000 shares; issued, 22,731,160 shares in 2018 and 2017	4,426	4,426	41,755
Investment securities (Notes 4 and 13)	33,071	31,558	311,991	Capital surplus	4,314	4,314	40,698
Goodwill	3,164	423	29,849	Retained earnings	68,280	62,954	644,151
Deferred tax assets (Note 9)	200	226	1,887	Treasury stock—at cost, 1,410,536 shares in 2018 and 1,410,460 shares in 2017	(2,662)	(2,662)	(25,113)
Other assets	1,300	1,847	12,264	Accumulated other comprehensive income:			
Total investments and other assets	37,735	34,054	355,991	Unrealized gain on available-for-sale securities	17,507	17,039	165,160
				Foreign currency translation adjustments	(227)	(505)	(2,142)
				Defined retirement benefit plans	(116)	(285)	(1,094)
				Total equity	91,522	85,281	863,415
<b>TOTAL</b>	<b>¥ 121,207</b>	<b>¥ 115,160</b>	<b>\$ 1,143,462</b>	<b>TOTAL</b>	<b>¥ 121,207</b>	<b>¥ 115,160</b>	<b>\$ 1,143,462</b>

See notes to consolidated financial statements.

## EIZO Corporation and Subsidiaries

### Consolidated Statement of Income Year Ended March 31, 2018

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	<u>2018</u>	<u>2017</u>	<u>2018</u>
NET SALES	¥ 84,058	¥ 78,284	\$ 793,000
COST OF SALES	<u>57,973</u>	<u>53,921</u>	<u>546,915</u>
Gross profit	26,085	24,363	246,085
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES (Notes 10 and 11)	<u>17,531</u>	<u>17,330</u>	<u>165,387</u>
Operating income	<u>8,554</u>	<u>7,033</u>	<u>80,698</u>
OTHER INCOME (EXPENSES):			
Interest and dividend income	547	497	5,160
Interest expense	(3)	(1)	(28)
Foreign exchange gain (loss)—net	269	(482)	2,538
Gain on sales of securities (Note 4)		11	
Other—net	<u>138</u>	<u>48</u>	<u>1,302</u>
Other income—net	<u>951</u>	<u>73</u>	<u>8,972</u>
INCOME BEFORE INCOME TAXES	<u>9,505</u>	<u>7,106</u>	<u>89,670</u>
INCOME TAXES (Note 9):			
Current	2,680	1,518	25,283
Deferred	<u>(314)</u>	<u>(73)</u>	<u>(2,962)</u>
Total income taxes	<u>2,366</u>	<u>1,445</u>	<u>22,321</u>
NET INCOME	<u>7,139</u>	<u>5,661</u>	<u>67,349</u>
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	<u>¥ 7,139</u>	<u>¥ 5,661</u>	<u>\$ 67,349</u>
	<u>Yen</u>		<u>U.S. Dollars</u>
PER SHARE OF COMMON STOCK (Note 2.q):			
Basic net income	¥ 334.82	¥ 265.54	\$ 3.16
Cash dividends applicable to the year	85.00	75.00	0.80

See notes to consolidated financial statements.

## EIZO Corporation and Subsidiaries

### Consolidated Statement of Comprehensive Income Year Ended March 31, 2018

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	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	<u>2018</u>	<u>2017</u>	<u>2018</u>
NET INCOME	<u>¥ 7,139</u>	<u>¥ 5,661</u>	<u>\$ 67,349</u>
OTHER COMPREHENSIVE INCOME (LOSS) (Note 15):			
Unrealized gain on available-for-sale securities	468	3,536	4,415
Foreign currency translation adjustments	278	(379)	2,623
Defined retirement benefit plans	<u>169</u>	<u>49</u>	<u>1,594</u>
Total other comprehensive income	<u>915</u>	<u>3,206</u>	<u>8,632</u>
COMPREHENSIVE INCOME	<u>¥ 8,054</u>	<u>¥ 8,867</u>	<u>\$ 75,981</u>
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO—			
Owners of the parent	¥ 8,054	¥ 8,867	\$ 75,981

See notes to consolidated financial statements.

**EIZO Corporation and Subsidiaries**

**Consolidated Statement of Changes in Equity  
Year Ended March 31, 2018**

	Thousands Number of Shares of Common Stock Outstanding	Millions of Yen							
		Common Stock	Capital Surplus	Retained Earnings	Treasury Stock	Accumulated Other Comprehensive Income			Total Equity
						Unrealized Gain on Available-for- Sale Securities	Foreign Currency Translation Adjustments	Defined Retirement Benefit Plans	
BALANCE, APRIL 1, 2016	21,321	¥ 4,426	¥ 4,314	¥ 58,891	¥ (2,662)	¥ 13,503	¥ (126)	¥ (334)	¥ 78,012
Net income				5,661					5,661
Cash dividends, ¥75 per share				(1,598)					(1,598)
Purchase of treasury stock									
Net increase in unrealized gain on available-for-sale securities						3,536			3,536
Net change in foreign currency translation adjustments							(379)		(379)
Net change in defined retirement benefit plans								49	49
BALANCE, MARCH 31, 2017	21,321	4,426	4,314	62,954	(2,662)	17,039	(505)	(285)	85,281
Net income				7,139					7,139
Cash dividends, ¥85 per share				(1,813)					(1,813)
Purchase of treasury stock									
Net increase in unrealized gain on available-for-sale securities						468			468
Net change in foreign currency translation adjustments							278		278
Net change in defined retirement benefit plans								169	169
BALANCE, MARCH 31, 2018	<u>21,321</u>	<u>¥ 4,426</u>	<u>¥ 4,314</u>	<u>¥ 68,280</u>	<u>¥ (2,662)</u>	<u>¥ 17,507</u>	<u>¥ (227)</u>	<u>¥ (116)</u>	<u>¥ 91,522</u>

	Thousands of U.S. Dollars (Note 1)							
	Common Stock	Capital Surplus	Retained Earnings	Treasury Stock	Accumulated Other Comprehensive Income			Total Equity
					Unrealized Gain on Available-for- Sale Securities	Foreign Currency Translation Adjustments	Defined Retirement Benefit Plans	
BALANCE, MARCH 31, 2017	\$ 41,755	\$ 40,698	\$ 593,906	\$ (25,113)	\$ 160,745	\$ (4,765)	\$ (2,688)	\$ 804,538
Net income			67,349					67,349
Cash dividends, \$0.80 per share			(17,104)					(17,104)
Purchase of treasury stock								
Net increase in unrealized gain on available-for-sale securities					4,415			4,415
Net change in foreign currency translation adjustments						2,623		2,623
Net change in defined retirement benefit plans							1,594	1,594
BALANCE, MARCH 31, 2018	<u>\$ 41,755</u>	<u>\$ 40,698</u>	<u>\$ 644,151</u>	<u>\$ (25,113)</u>	<u>\$ 165,160</u>	<u>\$ (2,142)</u>	<u>\$ (1,094)</u>	<u>\$ 863,415</u>

See notes to consolidated financial statements.

## EIZO Corporation and Subsidiaries

### Consolidated Statement of Cash Flows Year Ended March 31, 2018

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	<u>2018</u>	<u>2017</u>	<u>2018</u>
<b>OPERATING ACTIVITIES:</b>			
Income before income taxes	¥ 9,505	¥ 7,106	\$ 89,670
Adjustments for:			
Income taxes—paid	(1,946)	(1,341)	(18,358)
Depreciation and amortization	2,353	2,094	22,198
Amortization of goodwill	252	274	2,377
Provision of allowance for doubtful receivables	(10)	16	(94)
Foreign exchange (gain) loss—net	(137)	129	(1,292)
Gain on sales of securities		(11)	
Changes in assets and liabilities:			
(Increase) decrease in notes and accounts receivable	(4,279)	11	(40,368)
Decrease (increase) in inventories	542	(732)	5,113
(Decrease) increase in accounts payable	(584)	1,788	(5,509)
Increase in accrued expenses	64	279	604
Increase in liability for retirement benefits	203	143	1,915
Other—net	(1,133)	778	(10,690)
Total adjustments	(4,675)	3,428	(44,104)
Net cash provided by operating activities	<u>4,830</u>	<u>10,534</u>	<u>45,566</u>
<b>INVESTING ACTIVITIES:</b>			
Purchases of property, plant, and equipment	(2,787)	(3,028)	(26,292)
Purchases of software and other long-lived assets	(156)	(367)	(1,472)
Proceeds from sales of short-term investments and investment securities	4	512	38
Purchases of short-term investments and investment securities	(1,079)	(34)	(10,179)
Payment for acquisition of business	(2,567)	(1,251)	(24,217)
Decrease in other assets	17	10	160
Net cash used in investing activities	<u>(6,568)</u>	<u>(4,158)</u>	<u>(61,962)</u>
<b>FINANCING ACTIVITIES:</b>			
Repayments of long-term debt	(959)		(9,047)
Dividends paid	(1,813)	(1,599)	(17,104)
Net cash used in financing activities	<u>(2,772)</u>	<u>(1,599)</u>	<u>(26,151)</u>
<b>FOREIGN CURRENCY TRANSLATION ADJUSTMENT ON CASH AND CASH EQUIVALENTS</b>			
	<u>111</u>	<u>(204)</u>	<u>1,047</u>
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS—(Forward)</b>	¥ (4,399)	¥ 4,573	\$ (41,500)

## EIZO Corporation and Subsidiaries

### Consolidated Statement of Cash Flows Year Ended March 31, 2018

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	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	<u>2018</u>	<u>2017</u>	<u>2018</u>
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS—(Forward)	¥ (4,399)	¥ 4,573	\$ (41,500)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>24,794</u>	<u>20,221</u>	<u>233,906</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>¥ 20,395</u>	<u>¥ 24,794</u>	<u>\$ 192,406</u>
INVESTING ACTIVITIES:			
Payment for purchase of Carina System Co., Ltd. net of cash acquired	¥2,567		\$24,217
ADDITIONAL INFORMATION:			
Assets acquired	1,431		13,500
Liabilities assumed	1,755		16,557
Cash paid for the capital	2,660		25,094
Goodwill	2,984		28,151

See notes to consolidated financial statements.



# EIZO Corporation and Subsidiaries

## Notes to Consolidated Financial Statements Year Ended March 31, 2018

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### 1. BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

The accompanying consolidated financial statements have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in accordance with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form that is more familiar to readers outside Japan. In addition, certain reclassifications have been made in the 2017 consolidated financial statements to conform to the classifications used in 2018.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which EIZO Corporation (the "Company") is incorporated and operates. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥106 to \$1, the approximate rate of exchange at March 31, 2018. Such translations should not be construed as representations that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- a. Consolidation*—The consolidated financial statements as of March 31, 2018, include the accounts of the Company and its 17 (16 in 2017) subsidiaries (together, the "Group").

Under the control concept, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group is also eliminated.

- b. Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements*—Under Accounting Standards Board of Japan ("ASBJ") Practical Issues Task Force No. 18, "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements," the accounting policies and procedures applied to a parent company and its subsidiaries for similar transactions and events under similar circumstances should in principle be unified for the preparation of the consolidated financial statements. However, financial statements prepared by foreign subsidiaries in accordance with either International Financial Reporting Standards or generally accepted accounting principles in the United States of America (Financial Accounting Standards Board Accounting Standards Codification) tentatively may be used for the consolidation process, except for the following items that should be adjusted in the consolidation process so that net income is accounted for in accordance with Japanese GAAP, unless they are not material: (a) amortization of goodwill; (b) scheduled amortization of actuarial gain or loss of pensions that has been recorded in equity through other comprehensive income; (c) expensing

capitalized development costs of research and development ("R&D"); and (d) cancellation of the fair value model of accounting for property, plant, and equipment and investment properties and incorporation of the cost model of accounting.

- c. Business Combinations*—Business combinations are accounted for using the purchase method. Acquisition-related costs, such as advisory fees or professional fees, are accounted for as expenses in the periods in which the costs are incurred. If the initial accounting for a business combination is incomplete by the end of the reporting period in which the business combination occurs, an acquirer shall report in its financial statements provisional amounts for the items for which the accounting is incomplete. During the measurement period, which shall not exceed one year from the acquisition, the acquirer shall retrospectively adjust the provisional amounts recognized at the acquisition date to reflect new information obtained about facts and circumstances that existed as of the acquisition date and that would have affected the measurement of the amounts recognized as of that date. Such adjustments shall be recognized as if the accounting for the business combination had been completed at the acquisition date. The acquirer recognizes any bargain purchase gain in profit or loss immediately on the acquisition date after reassessing and confirming that all of the assets acquired and all of the liabilities assumed have been identified after a review of the procedures used in the purchase price allocation. A parent's ownership interest in a subsidiary might change if the parent purchases or sells ownership interests in its subsidiary. The carrying amount of noncontrolling interest is adjusted to reflect the change in the parent's ownership interest in its subsidiary while the parent retains its controlling interest in its subsidiary. Any difference between the fair value of the consideration received or paid and the amount by which the noncontrolling interest is adjusted is accounted for as capital surplus as long as the parent retains control over its subsidiary.

During the year ended March 31, 2018, the Company has acquired 100% of the shares of Carina System Co., Ltd. For further information, please refer to Note 3.

- d. Cash Equivalents*—Cash equivalents are short-term investments that are readily convertible into cash and exposed to insignificant risk of changes in value.

Cash equivalents include time deposits, certificates of deposit, and commercial paper, all of which mature or become due within three months of the date of acquisition.

- e. Inventories*—Inventories are stated at the lower of cost, determined by the average method for finished products and work in process and by the moving-average method for raw materials, or net selling value.
- f. Short-Term Investments and Investment Securities*—Short-term investments and investment securities are classified and accounted for, depending on management's intent, as follows: (1) trading securities, which are held for the purpose of earning capital gains in the near term, are reported at fair value, and the related unrealized gains and losses are included in earnings; and (2) available-for-sale securities, which are not classified as either trading securities or held to maturity debt securities, are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity.

Nonmarketable available-for-sale securities are stated at cost determined by the moving-average method.

For other-than-temporary declines in fair value, investment securities are reduced to net realizable value by a charge to income.

- g. Property, Plant, and Equipment**—Property, plant, and equipment are stated at cost. Depreciation of property, plant, and equipment of the Company and its domestic subsidiaries is computed substantially by the declining balance method at rates based on the estimated useful lives of the assets, while the straight-line method is applied to buildings of the Company and its domestic subsidiaries acquired after April 1, 1998, buildings improvements and structures acquired on or after April 1, 2016, and all property, plant, and equipment of foreign subsidiaries. The range of useful lives is principally from 15 to 50 years for buildings and structures, from 7 to 10 years for machinery and equipment, and from 2 to 6 years for furniture and fixtures.
- h. Goodwill**—Goodwill is amortized over 10 years or less by the straight-line method. Immaterial goodwill may be charged entirely to income at acquisition. Amortization of goodwill is ¥252 million (\$2,377 thousand) and ¥274 million for the years ended March 31, 2018 and 2017, respectively.
- i. Long-Lived Assets**—The Group reviews its long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset or asset group may not be recoverable. An impairment loss is recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued use and eventual disposition of the asset or asset group. The impairment loss would be measured as the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.
- j. Retirement and Pension Plans**—The Company and certain of its domestic subsidiaries have a defined contribution pension plan and unfunded retirement benefit plans. Other domestic subsidiaries have a defined benefit pension plan and unfunded retirement benefit plans. Certain foreign subsidiaries have either a defined contribution plan or defined benefit plan. Additionally, the Company or its subsidiaries may add premium severance pay.

The Company accounts for the liability for retirement benefits based on the projected benefit obligations and plan assets at the balance sheet date. The projected benefit obligations are attributed to periods on a straight-line basis. Actuarial gains and losses and past service costs that are yet to be recognized in profit or loss are recognized within equity (accumulated other comprehensive income), after adjusting for tax effects and are recognized in profit or loss over five years, no longer than the expected average remaining service period of the employees. The discount rate is determined using a single weighted-average discount rate reflecting the estimated timing and amount of benefit payment.

Retirement benefits to directors and Audit & Supervisory Board members are recorded at the amount that would be required if the directors and Audit & Supervisory Board members retired at the consolidated balance sheet date. In June 2004, the retirement benefit system was abolished and the amount required to be paid at the time of the abolishment will be paid to directors and Audit & Supervisory Board members upon their retirement.

- k. R&D Costs**—R&D costs are charged to income as incurred.

- l. Software Development Contracts*—Revenue from sales of customized software and costs of development of the customized software should be recognized by the percentage-of-completion method if the outcome of a development contract can be estimated reliably. When total revenue, total costs, and the stage of completion of the contract at the consolidated balance sheet date can be reliably measured, the outcome of a development contract can be estimated reliably. If the outcome of a development contract cannot be reliably estimated, the completed contract method should be applied. When it is probable that the total costs will exceed total revenue, an estimated loss on the contract should be immediately recognized by providing for a loss on development contracts.
- m. Income Taxes*—The provision for income taxes is computed based on the pretax income included in the consolidated statement of income. 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 carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences.

The Group files a tax return under the consolidated corporate tax system in Japan, which allows companies to base tax payments on the combined profits or losses of the parent company and its wholly owned domestic subsidiaries.

- n. Foreign Currency Transactions*—All short-term and long-term monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rates at the consolidated balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statement of income to the extent that they are not hedged by forward exchange contracts.
- o. Foreign Currency Financial Statements*—The balance sheet accounts of the foreign subsidiaries are translated into Japanese yen at the current exchange rate as of the balance sheet date, except for equity, which is translated at the historical rate.

Differences arising from such translation were shown as "Foreign currency translation adjustments" under accumulated other comprehensive income as a separate component of equity.

Revenue and expense accounts of foreign subsidiaries are translated into Japanese yen at the average exchange rate.

- p. Derivatives*—The Group uses derivative financial instruments to manage its exposures to fluctuations in foreign currency exchange rates. Foreign exchange forward contracts are utilized by the Group to reduce foreign currency exchange rate risks. The Group does not enter into derivatives for trading or speculative purposes.

Derivative financial instruments are classified and accounted for as follows: all derivatives are recognized as either assets or liabilities and measured at fair value with gains or losses on derivative transactions recognized in the consolidated statement of income.

- q. Per Share Information*—Basic net income per share is computed by dividing net income attributable to common shareholders by the weighted-average number of common shares outstanding for the period.

Cash dividends per share shown in the consolidated statement of income are presented on an accrual basis, and include interim dividends paid and year-end dividends to be approved after the consolidated balance sheet date.

Diluted net income per share of common stock is not disclosed herein because the Company has not issued any securities that are potentially dilutive for the years ended March 31, 2018 and 2017.

- r. New Accounting Pronouncements*—On March 30, 2018, the ASBJ issued ASBJ Statement No. 29, "Accounting Standard for Revenue Recognition," and ASBJ Guidance No. 30, "Implementation Guidance on Accounting Standard for Revenue Recognition." The core principle of the standard and guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. An entity should recognize revenue in accordance with that core principle by applying the following steps:

- Step 1: Identify the contract(s) with a customer
- Step 2: Identify the performance obligations in the contract
- Step 3: Determine the transaction price
- Step 4: Allocate the transaction price to the performance obligations in the contract
- Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

The accounting standard and guidance are effective for annual periods beginning on or after April 1, 2021. Earlier application is permitted for annual periods beginning on or after April 1, 2018.

The Company expects to apply the accounting standard and guidance for annual periods beginning on or after April 1, 2022 and is in the process of measuring the effects of applying the accounting standard and guidance in future applicable periods.

### **3. BUSINESS COMBINATION**

#### *Year Ended March 31, 2018*

(Business Combination by Acquisition)

a. Outline of the business combination

(1) Name of the acquired company and its business outline

Name of the acquired company:	Carina System Co., Ltd.
Business outline:	Development and sales of software and hardware systems; research and sales of electronics equipments and optical equipments; and system integration, system construction, deployment of consulting business from introduction to operation.

(2) Major reason for the business combination

Established in December 2008, Carina System Co., Ltd. develops hardware and software combined systems in-house for capturing, distributing, editing, and analyzing content for healthcare and broadcasting markets. Carina System Co., Ltd. currently holds a considerable market share in video solutions for operating rooms with an installation record of over 300 hospitals in Japan.

With this acquisition, the Company can apply Carina System Co., Ltd.'s integration know-how, derived from their in-house research & development and extensive experience in target markets, to its monitor solutions. This allows the Company to offer even more comprehensive visual technology solutions that expands its product offerings to cover video and image capture, distribution, and display.

(3) Date of business combination

March 30, 2018

(4) Legal form of business combination

Share acquisition in consideration for cash

(5) Ratio of voting rights acquired

100%

(6) Name of the company after the combination

Same as before the combination

(7) Basis for determining the acquirer

It is based on the fact that the Company acquired 100% of voting rights by means of share acquisition in consideration for cash.

b. The period for which the operations of the acquired company are included in the consolidated financial statements

There is no period for which the operations of the acquired company are included in the consolidated financial statements.

c. Acquisition cost of the acquired company and related details of each class of consideration

	<u>Millions of Yen</u>	<u>Thousands of U.S. Dollars</u>
Consideration for acquisition—Cash	¥ <u>2,660</u>	\$ <u>25,094</u>
Acquisition cost	¥ <u>2,660</u>	\$ <u>25,094</u>

d. Amount of goodwill incurred, reasons for the goodwill incurred, and the method and period of amortization

(1) Amount of goodwill incurred

¥2,984 million (\$28,151 thousand)

(2) Reasons for the goodwill incurred

Goodwill is incurred from expected excess earnings power in the future arising from further business development.

(3) Method and period of amortization

The process for distinguishing identifiable assets and liabilities on the date of the above business combination is under examination and the purchase price allocation has not yet been completed as of March 31, 2018. Therefore, the amount of goodwill is accounted for on a provisional basis.

e. The assets acquired and the liabilities assumed at the acquisition date are as follows:

	<u>Millions of Yen</u>	<u>Thousands of U.S. Dollars</u>
Current assets	¥ 1,402	\$ 13,226
Noncurrent assets	<u>29</u>	<u>274</u>
Total assets acquired	<u>1,431</u>	<u>13,500</u>
Current liabilities	705	6,651
Noncurrent liabilities	<u>1,050</u>	<u>9,906</u>
Total liabilities assumed	<u>1,755</u>	<u>16,557</u>
Net assets acquired	<u>¥ (324)</u>	<u>\$ (3,057)</u>

#### 4. SHORT-TERM INVESTMENTS AND INVESTMENT SECURITIES

Short-term investments and investment securities as of March 31, 2018 and 2017, consisted of the following:

	<u>Millions of Yen</u>		<u>Thousands of U.S. Dollars</u>
	<u>2018</u>	<u>2017</u>	<u>2018</u>
Short-term investments:			
Trust fund investments	¥ 290	¥ 310	\$ 2,736
Debt securities	<u>300</u>	<u>          </u>	<u>2,830</u>
Total	<u>¥ 590</u>	<u>¥ 310</u>	<u>\$ 5,566</u>
Investment securities:			
Marketable equity securities	¥ 32,921	¥ 31,406	\$ 310,576
Nonmarketable equity securities	150	149	1,415
Others	<u>          </u>	<u>3</u>	<u>          </u>
Total	<u>¥ 33,071</u>	<u>¥ 31,558</u>	<u>\$ 311,991</u>

The cost and aggregate fair value of short-term investments and investment securities at March 31, 2018 and 2017, were as follows:

<u>March 31, 2018</u>	Millions of Yen			Fair Value
	<u>Cost</u>	<u>Unrealized Gains</u>	<u>Unrealized Losses</u>	
Securities classified as:				
Trading				¥ 290
Available for sale—				
Equity securities	¥ 7,823	¥ 25,216	¥ 118	¥ 32,921
Total	<u>¥ 7,823</u>	<u>¥ 25,216</u>	<u>¥ 118</u>	<u>¥ 32,921</u>
<u>March 31, 2017</u>				
Securities classified as:				
Trading				¥ 310
Available for sale:				
Equity securities	¥ 7,044	¥ 24,362		¥ 31,406
Others	<u>3</u>			<u>3</u>
Total	<u>¥ 7,047</u>	<u>¥ 24,362</u>		<u>¥ 31,409</u>
<u>March 31, 2018</u>	Thousands of U.S. Dollars			Fair Value
	<u>Cost</u>	<u>Unrealized Gains</u>	<u>Unrealized Losses</u>	
Securities classified as:				
Trading				\$ 2,736
Available for sale—				
Equity securities	\$ 73,802	\$ 237,887	\$ 1,114	\$ 310,575
Total	<u>\$ 73,802</u>	<u>\$ 237,887</u>	<u>\$ 1,114</u>	<u>\$ 310,575</u>

## 5. INVENTORIES

Inventories at March 31, 2018 and 2017, consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	<u>2018</u>	<u>2017</u>	<u>2018</u>
Finished products	¥ 10,280	¥ 10,284	\$ 96,981
Work in process	1,985	4,501	18,726
Raw materials and supplies	<u>12,512</u>	<u>9,630</u>	<u>118,038</u>
Total	<u>¥ 24,777</u>	<u>¥ 24,415</u>	<u>\$ 233,745</u>



## 6. SHORT-TERM BANK LOANS AND LONG-TERM DEBT

Short-term bank loans at March 31, 2018 and 2017, consisted of notes to banks. The weighted-average annual interest rate applicable to the short-term bank loans was 0.07% and 0.07% at March 31, 2018 and 2017, respectively.

Annual maturities of long-term debt, as of March 31, 2018, for the next five years and thereafter were as follows:

Year Ending March 31	Millions of Yen	Thousands of U.S. Dollars
2019	¥ 26	\$ 245
2020	12	113
2021	5	47
2022	8	75
2023	1	9
2024 and thereafter	<u>3</u>	<u>28</u>
Total	<u>¥ 55</u>	<u>\$ 517</u>

## 7. RETIREMENT AND PENSION PLANS

The Company and certain of its subsidiaries have severance payment plans for employees, directors, and Audit & Supervisory Board members.

Under most circumstances, employees terminating their employment are entitled to retirement benefits determined based on the rate of pay at the time of termination, years of service, and certain other factors. Such retirement benefits are given in the form of a lump-sum severance payment from the Company or from certain subsidiaries and annuity payments from the Company, certain subsidiaries, or a trustee. Employees of the Company or certain subsidiaries are entitled to larger payments if the termination is involuntary, by retirement at the mandatory retirement age, by death, or by voluntary retirement at certain specific ages prior to the mandatory retirement age.

(1) The changes in defined benefit obligation for the years ended March 31, 2018 and 2017, were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	<u>2018</u>	<u>2017</u>	<u>2018</u>
Balance at beginning of year	¥ 3,994	¥ 3,937	\$ 37,679
Current service cost	235	229	2,217
Interest cost	19	18	179
Actuarial (gains) losses	(128)	68	(1,208)
Benefits paid	(97)	(178)	(915)
Others	<u>124</u>	<u>(80)</u>	<u>1,171</u>
Balance at end of year	<u>¥ 4,147</u>	<u>¥ 3,994</u>	<u>\$ 39,123</u>

(2) The changes in plan assets for the years ended March 31, 2018 and 2017, were as follows:

	Millions of Yen		Thousands of
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Balance at beginning of year	¥ 924	¥ 949	\$ 8,717
Expected return on plan assets	24	27	226
Actuarial (losses) gains	(9)	4	(85)
Contributions from the employer	21	43	198
Benefits paid	(10)	(78)	(94)
Others	<u>75</u>	<u>(21)</u>	<u>708</u>
Balance at end of year	<u>¥ 1,025</u>	<u>¥ 924</u>	<u>\$ 9,670</u>

(3) A reconciliation between the liability recorded in the consolidated balance sheet and the balances of defined benefit obligation and plan assets as of March 31, 2018 and 2017, was as follows:

	Millions of Yen		Thousands of
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Funded defined benefit obligation	¥ 1,770	¥ 1,701	\$ 16,698
Plan assets	<u>(1,025)</u>	<u>(924)</u>	<u>(9,670)</u>
Total	745	777	7,028
Unfunded defined benefit obligation	<u>2,377</u>	<u>2,292</u>	<u>22,425</u>
Net liability for defined benefit obligation	<u>¥ 3,122</u>	<u>¥ 3,069</u>	<u>\$ 29,453</u>

	Millions of Yen		Thousands of
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Liability for retirement benefits	<u>¥ 3,122</u>	<u>¥ 3,069</u>	<u>\$ 29,453</u>
Net liability for defined benefit obligation	<u>¥ 3,122</u>	<u>¥ 3,069</u>	<u>\$ 29,453</u>

(4) The components of net periodic benefit costs for the years ended March 31, 2018 and 2017, were as follows:

	Millions of Yen		Thousands of
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Service cost	¥ 235	¥ 229	\$ 2,217
Interest cost	19	18	179
Expected return on plan assets	(24)	(27)	(226)
Recognized actuarial losses	131	115	1,236
Others	<u>71</u>	<u>42</u>	<u>669</u>
Net periodic benefit costs	<u>¥ 432</u>	<u>¥ 377</u>	<u>\$ 4,075</u>

- (5) Amounts recognized in other comprehensive income (before income tax effect) in respect of defined retirement benefit plans for the years ended March 31, 2018 and 2017, were as follows:

	<u>Millions of Yen</u>		<u>Thousands of</u>
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Actuarial gains	¥ (191)	¥ (35)	\$ (1,802)
Total	<u>¥ (191)</u>	<u>¥ (35)</u>	<u>\$ (1,802)</u>

- (6) Amounts recognized in accumulated other comprehensive income (before income tax effect) in respect of defined retirement benefit plans as of March 31, 2018 and 2017, were as follows:

	<u>Millions of Yen</u>		<u>Thousands of</u>
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Unrecognized actuarial losses	¥ 136	¥ 328	\$ 1,283
Total	<u>¥ 136</u>	<u>¥ 328</u>	<u>\$ 1,283</u>

- (7) Plan assets

*a. Components of plan assets*

Plan assets as of March 31, 2018 and 2017, consisted of the following:

	<u>2018</u>	<u>2017</u>
Debt investments	54%	52%
Equity investments	15	15
Cash and cash equivalents	4	4
Others	<u>27</u>	<u>29</u>
Total	<u>100%</u>	<u>100%</u>

*b. Method of determining the expected rate of return on plan assets*

The expected rate of return on plan assets is determined considering the long-term rates of return which are expected currently and in the future from the various components of the plan assets.

- (8) Assumptions used for the years ended March 31, 2018 and 2017, are set forth as follows:

	<u>2018</u>	<u>2017</u>
Discount rate	0.1%–1.6%	0.2%–1.6%
Expected rate of return on plan assets	5.0%	5.3%

The expected raise rate is based on the index of the raise calculated by age as of March 31, 2013.

(9) Defined contribution plan

The required contribution amounts of the Group for the years ended March 31, 2018 and 2017, were ¥223 million (\$2,104 thousand) and ¥221 million, respectively.

The liability for retirement benefits at March 31, 2018 and 2017, for directors and Audit & Supervisory Board members was ¥102 million (\$962 thousand).

## 8. EQUITY

Japanese companies are subject to the Companies Act of Japan (the "Companies Act"). The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

### *a. Dividends*

Under the Companies Act, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders' meeting. Additionally, for companies that meet certain criteria, including (1) having a board of directors, (2) having independent auditors, (3) having an Audit & Supervisory Board, and (4) the term of service of the directors being prescribed as one year rather than the normal two-year term by its articles of incorporation, the board of directors may declare dividends (except for dividends-in-kind) at any time during the fiscal year if the company has prescribed so in its articles of incorporation. With respect to the third condition above, the board of directors of companies with an audit and supervisory committee (as implemented under the Companies Act effective May 1, 2015) may also declare dividends at any time because such companies, by their nature, meet the criteria under the Companies Act. The Company is organized as a company with an audit and supervisory committee, effective June 23, 2016. The Company meets all the above criteria, and accordingly, the board of directors may declare dividends (except for dividends-in-kind) at any time during the fiscal year.

The Companies Act permits companies to distribute dividends-in-kind (noncash assets) to shareholders subject to certain limitations and additional requirements.

Semiannual interim dividends may also be paid once a year upon resolution by the board of directors if the articles of incorporation of the company so stipulate. The Companies Act provides certain limitations on the amounts available for dividends or the purchase of treasury stock. The limitation is defined as the amount available for distribution to the shareholders, but the amount of net assets after dividends must be maintained at no less than ¥3 million.

### *b. Increases/Decreases and Transfer of Common Stock, Reserve, and Surplus*

The Companies Act requires that an amount equal to 10% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus), depending on the equity account charged upon the payment of such dividends, until the aggregate amount of the legal reserve and additional paid-in capital equals 25% of the common stock. Under the Companies Act, the total amount of additional paid-in capital and legal reserve may be reversed without limitation. The Companies Act also provides that common stock, legal reserve, additional paid-in capital, other capital surplus, and retained earnings can be transferred among the accounts within equity under certain conditions upon resolution of the shareholders.

*c. Treasury Stock and Treasury Stock Acquisition Rights*

The Companies Act also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the board of directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders, which is determined by a specific formula.

Under the Companies Act, stock acquisition rights are presented as a separate component of equity.

The Companies Act also provides that companies can purchase both treasury stock acquisition rights and treasury stock. Such treasury stock acquisition rights are presented as a separate component of equity or deducted directly from stock acquisition rights.

**9. INCOME TAXES**

The Company and its domestic subsidiaries are subject to Japanese national and local income taxes that, in the aggregate, resulted in a normal effective statutory tax rate of approximately 30.7% for the years ended March 31, 2018 and 2017.

The tax effects of significant temporary differences and tax loss carryforwards that resulted in deferred tax assets and liabilities at March 31, 2018 and 2017, are as follows:

	<u>Millions of Yen</u>		<u>Thousands of</u>
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
			<u>2018</u>
Deferred tax assets:			
Inventories	¥ 1,052	¥ 772	\$ 9,925
Liability for retirement benefits	788	810	7,434
Tax loss carryforwards	955	1,067	9,009
Accrued expenses	830	798	7,830
Other	1,774	1,713	16,736
Less valuation allowance	<u>(1,861)</u>	<u>(1,895)</u>	<u>(17,557)</u>
Total	<u>3,538</u>	<u>3,265</u>	<u>33,377</u>
Deferred tax liabilities:			
Unrealized gain on available-for-sale securities	(7,592)	(7,324)	(71,623)
Other	<u>(84)</u>	<u>(113)</u>	<u>(792)</u>
Total	<u>(7,676)</u>	<u>(7,437)</u>	<u>(72,415)</u>
Net deferred tax liabilities	<u>¥ (4,138)</u>	<u>¥ (4,172)</u>	<u>\$ (39,038)</u>

Deferred tax assets and liabilities were included in the consolidated balance sheet as follows:

	<u>Millions of Yen</u>		<u>Thousands of U.S. Dollars</u>
	<u>2018</u>	<u>2017</u>	<u>2018</u>
Current assets—deferred tax assets	¥ 2,264	¥ 1,861	\$ 21,358
Investments and other assets—deferred tax assets	200	226	1,887
Current liabilities—other current liabilities	(45)	(35)	(425)
Long-term liabilities—deferred tax liabilities	<u>(6,557)</u>	<u>(6,224)</u>	<u>(61,858)</u>
Net deferred tax liabilities	<u>¥ (4,138)</u>	<u>¥ (4,172)</u>	<u>\$ (39,038)</u>

A reconciliation between the normal effective statutory tax rates and the actual effective tax rates reflected in the accompanying consolidated statement of income for the year ended March 31, 2018, with the corresponding figures for 2017, is as follows:

	<u>2018</u>	<u>2017</u>
Normal effective statutory tax rate	30.7 %	30.7 %
Tax credit for research expenses	(4.8)	(5.4)
Tax credit for investments	(1.9)	(1.9)
Decrease in valuation	(1.2)	(2.2)
Other—net	<u>0.2</u>	<u>(0.9)</u>
Actual effective tax rate	<u>24.9 %</u>	<u>20.3 %</u>

At March 31, 2018, certain subsidiaries have tax loss carryforwards aggregating approximately ¥3,753 million (\$35,406 thousand) that are available to be offset against taxable income of such subsidiaries in future years. These tax loss carryforwards, if not utilized, will expire as follows:

<u>Year Ending March 31</u>	<u>Millions of Yen</u>	<u>Thousands of U.S. Dollars</u>
2022 and thereafter	<u>¥ 3,753</u>	<u>\$ 35,406</u>
Total	<u>¥ 3,753</u>	<u>\$ 35,406</u>

New tax reform laws enacted in 2017 in the United States of America changed the normal effective statutory tax rate for the fiscal year beginning on or after April 1, 2018, from approximately 35% to 21%. The effect of the change was insignificant, and thus, there is no requirement to disclose such geographic information.

## 10. SELLING, GENERAL AND ADMINISTRATIVE EXPENSES

Selling, general and administrative expenses for the years ended March 31, 2018 and 2017, principally consisted of the following:

	Millions of Yen		Thousands of
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
Salaries for employees	¥ 5,418	¥ 5,288	\$ 51,113
Provision for bonuses	392	372	3,698
Retirement benefit expenses	341	303	3,217
Provision for product warranty liabilities	432	401	4,075
R&D expenses	5,481	5,330	51,708
Provision for loss on recycling of monitors	(76)	(93)	(717)
Provision of allowance for doubtful accounts	(9)	43	(85)

## 11. R&D COSTS

R&D costs charged to income were ¥5,908 million (\$55,736 thousand) and ¥5,625 million for the years ended March 31, 2018 and 2017, respectively.

## 12. LEASES

The minimum rental commitments under noncancelable operating leases at March 31, 2018 and 2017, were as follows:

	Millions of Yen		Thousands of
	<u>2018</u>	<u>2017</u>	<u>U.S. Dollars</u>
Due within one year	¥ 266	¥ 250	\$ 2,509
Due after one year	<u>396</u>	<u>488</u>	<u>3,736</u>
Total	<u>¥ 662</u>	<u>¥ 738</u>	<u>\$ 6,245</u>

## 13. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

### (1) *Group Policy for Financial Instruments*

The Group uses financial instruments based on its capital expenditure plan. Cash surpluses, if any, are invested in low-risk financial assets. Derivatives are not used, for speculative purposes, but to manage exposure to financial risks as described in (2) below.

### (2) *Nature and Extent of Risks Arising from Financial Instruments*

Receivables such as trade notes and trade accounts are exposed to customer credit risk. Although receivables in foreign currencies are exposed to the risk of fluctuation in foreign currency exchange rates, the position, net of payables in foreign currencies, is hedged by using forward foreign currency contracts. Short-term investment and investment securities, mainly equity instruments of customers and suppliers of the Group, debt securities and funds in trust are exposed to credit risk and the risk of fluctuation in market price and interest rate.

All payment terms of payables, such as trade accounts, are within one year. Although payables in foreign currencies are exposed to the risk of fluctuation in foreign currency exchange rates, those risks are netted against the balance of receivables denominated in the same foreign currency, as noted above.

Short-term bank loans are used to hedge the exchange risk for nontrade receivables denominated in foreign currency. The payment term is within three months after the consolidated balance sheet date. The loans are traded in foreign currency and have variable interest rates. Thus, they are exposed to the market risk of fluctuation in exchange rates and interest rates.

Derivatives mainly include forward foreign currency contracts that are used to manage exposure to risk of changes in foreign currency exchange rates of receivables and payables. Please see Note 14 for more details about derivatives.

### **(3) Risk Management for Financial Instruments**

#### *Credit risk management*

Credit risk is the risk of economic loss arising from a counterparty's failure to repay or service debt according to the contractual terms. The Group manages its credit risk from receivables on the basis of internal guidelines, which include monitoring of payment terms and balances of major customers by each business administration department to identify the default risk of customers at an early stage. With respect to debt securities, the Group manages its exposure to credit risk by limiting its funding to high credit rating bonds in accordance with its internal guidelines. Please see Note 14 for information about derivatives.

The maximum credit risk exposure of financial assets is limited to their carrying amounts as of March 31, 2018.

#### *Market risk management (foreign exchange rate risk and interest rate risk)*

Foreign currency trade receivables, payables, and short-term bank loans are exposed to fluctuations in foreign currency exchange rates. Such foreign exchange rate risk is hedged occasionally by forward foreign currency contracts.

Marketable and investment securities are managed by monitoring the market values and financial position of issuers on a regular basis.

The basic policies regarding derivative transactions have been approved by the Chief Financial Officer based on internal guidelines that prescribe the authority and the limit for each transaction by the corporate treasury department. Reconciliation of the transactions and balances with customers is made and the transaction data is reported to the Chief Financial Officer on a monthly basis.

#### *Liquidity risk management*

Liquidity risk comprises the risk that the Group cannot meet its contractual obligations in full on maturity dates. The Group manages its liquidity risk by holding an adequate volume of liquid assets along with adequate financial planning by the corporate treasury department.



(4) *Concentration of Credit Risk*

As of March 31, 2018, 22.7% of total receivables are from specific major customers of the Group.

(5) *Fair Values of Financial Instruments*

Fair values of financial instruments are based on quoted prices in active markets. If quoted prices are not available, other rational valuation techniques are used instead.

(a) *Fair value of financial instruments*

<u>March 31, 2018</u>	Millions of Yen		
	<u>Carrying Amount</u>	<u>Fair Value</u>	<u>Unrealized Gain/Loss</u>
Cash and cash equivalents	¥ 20,395	¥ 20,395	
Notes and accounts receivable	22,736		
Allowance for doubtful receivables	(131)		
Notes and accounts receivable (net)	<u>22,605</u>	<u>22,605</u>	—
Short-term investments and investment securities	<u>33,211</u>	<u>33,211</u>	—
Total	<u>¥ 76,211</u>	<u>¥ 76,211</u>	—
Accounts payable	¥ 7,620	¥ 7,620	
Short-term bank loans	1,958	1,958	
Long-term debt	<u>55</u>	<u>56</u>	¥1
Total	<u>¥ 9,633</u>	<u>¥ 9,634</u>	¥1
Derivatives	¥ 35	¥ 35	
<u>March 31, 2017</u>			
Cash and cash equivalents	¥ 24,794	¥ 24,794	
Notes and accounts receivable	17,393		
Allowance for doubtful receivables	(139)		
Notes and accounts receivable (net)	<u>17,254</u>	<u>17,254</u>	—
Short-term investments and investment securities	<u>31,718</u>	<u>31,718</u>	—
Total	<u>¥ 73,766</u>	<u>¥ 73,766</u>	—
Accounts payable	¥ 9,506	¥ 9,506	
Short-term bank loans	<u>1,797</u>	<u>1,797</u>	—
Total	<u>¥ 11,303</u>	<u>¥ 11,303</u>	—
Derivatives	¥ 18	¥ 18	

<u>March 31, 2018</u>	Thousands of U.S. Dollars		
	<u>Carrying Amount</u>	<u>Fair Value</u>	<u>Unrealized Gain/Loss</u>
Cash and cash equivalents	\$ 192,406	\$ 192,406	
Notes and accounts receivable	214,491		
Allowance for doubtful receivables	(1,236)		
Notes and accounts receivable (net)	<u>213,255</u>	<u>213,255</u>	—
Short-term investments and investment securities	<u>313,311</u>	<u>313,311</u>	—
<b>Total</b>	<b><u>\$ 718,972</u></b>	<b><u>\$ 718,972</u></b>	<b>—</b>
Accounts payable	\$ 71,887	\$ 71,887	
Short-term bank loans	18,472	18,472	
Long-term debt	<u>519</u>	<u>528</u>	<u>\$ 9</u>
<b>Total</b>	<b><u>\$ 90,878</u></b>	<b><u>\$ 90,887</u></b>	<b><u>\$ 9</u></b>
Derivatives	\$ 330	\$ 330	

#### Cash and Cash Equivalents

The carrying values of cash and cash equivalents approximate fair value because of their short maturities.

#### Notes and Accounts Receivable

The carrying values of notes and accounts receivable approximate fair value because of their short-term settlement periods. The allowance for doubtful receivables is deducted from notes and accounts receivable.

#### Short-Term Investments and Investment Securities

The fair values of short-term investments and investment securities are measured at the quoted market price of the stock exchange for equity instruments and at the quoted price obtained from financial institutions for certain debt instruments. Fair value information for the short-term investments and investment securities by classification is included in Note 4.

#### Accounts Payable and Short-Term Bank Loans

The carrying values of accounts payable and short-term bank loans approximate fair value because of their short-term settlement periods.

#### Long-Term Debt

The fair values of long-term debt are determined by discounting the cash flows related to the debt at the Group's assumed corporate borrowing rate.

#### Derivatives

Fair value information for derivatives is included in Note 14.

(b) Carrying amount of financial instruments whose fair value cannot be reliably determined

	Millions of Yen		Thousands of U.S. Dollars
	<u>2018</u>	<u>2017</u>	<u>2018</u>
Investments in equity instruments that do not have a quoted market price in an active market	¥ 150	¥ 149	\$ 1,415
Debt securities that do not have a quoted market price in an active market	300		2,830

(6) Maturity Analysis for Financial Assets and Securities with Contractual Maturities

	Millions of Yen			
	<u>Due in 1 Year or Less</u>	<u>Due after 1 Year through 5 Years</u>	<u>Due after 5 Years through 10 Years</u>	<u>Due after 10 Years</u>
<u>March 31, 2018</u>				
Cash and cash equivalents	¥ 20,391			
Receivables	22,736			
Debt securities	300			
Total	<u>¥ 43,427</u>			
<u>March 31, 2017</u>				
Cash and cash equivalents	¥ 24,791			
Receivables	17,393			
Total	<u>¥ 42,184</u>			
	Thousands of U.S. Dollars			
	<u>Due in 1 Year or Less</u>	<u>Due after 1 Year through 5 Years</u>	<u>Due after 5 Years through 10 Years</u>	<u>Due after 10 Years</u>
<u>March 31, 2018</u>				
Cash and cash equivalents	\$ 192,368			
Receivables	214,491			
Debt securities	2,830			
Total	<u>\$ 409,689</u>			

## 14. DERIVATIVES

The Group enters into derivative contracts, including foreign currency forward contracts, to hedge foreign exchange rate risk associated with certain assets and liabilities denominated in foreign currencies.

All derivative transactions are entered into to hedge foreign currency exposures incorporated within the Group's business. Accordingly, market risk in these derivatives is basically offset by opposite movements in the value of hedged assets or liabilities.

Because the counterparties to these derivatives are limited to major international financial institutions, the Group does not anticipate any losses arising from credit risk.

Derivative transactions entered into by the Group have been made in accordance with internal policies that regulate the authorization and credit limit amount.

### *Derivative Transactions to Which Hedge Accounting Is Not Applied*

Derivative transactions to which hedge accounting is not applied at March 31, 2018 and 2017, were as follows:

	Millions of Yen			
	Contract Amount	Contract Amount Due after 1 Year	Fair Value	Unrealized Gain/Loss
<u>March 31, 2018</u>				
Foreign currency forward contracts— Selling Euro	¥949		¥ 35	¥ 35
<u>March 31, 2017</u>				
Foreign currency forward contracts— Selling Euro	¥ 1,491		¥ 18	¥ 18
	Thousands of U.S. Dollars			
	Contract Amount	Contract Amount Due after 1 Year	Fair Value	Unrealized Gain/Loss
<u>March 31, 2018</u>				
Foreign currency forward contracts— Selling Euro	\$ 8,953		\$ 330	\$ 330

The fair value of derivative transactions is measured at the quoted price obtained from financial institutions.

## 15. OTHER COMPREHENSIVE INCOME (LOSS)

The components of other comprehensive income and loss for the years ended March 31, 2018 and 2017, were as follows:

	Millions of Yen		Thousands of
	2018	2017	U.S. Dollars
Unrealized gain on available-for-sale securities:			2018
Gains arising during the year	¥ 736	¥ 5,027	\$ 6,943
Amount before income tax effect	736	5,027	6,943
Income tax effect	(268)	(1,491)	(2,528)
Total	¥ 468	¥ 3,536	\$ 4,415
Foreign currency translation adjustments:			
Adjustments arising during the year	¥ 278	¥ (379)	\$ 2,623
Amount before income tax effect	278	(379)	2,623
Total	¥ 278	¥ (379)	\$ 2,623
Defined retirement benefit plans:			
Adjustments arising during the year	¥ 60	¥ (107)	\$ 566
Reclassification adjustments to profit or loss	132	142	1,245
Amount before income tax effect	192	35	1,811
Income tax effect	(23)	14	(217)
Total	¥ 169	¥ 49	\$ 1,594
Total other comprehensive income	¥ 915	¥ 3,206	\$ 8,632

## 16. SUBSEQUENT EVENT

The following appropriation of retained earnings at March 31, 2018, was approved at the board of directors' meeting held on May 15, 2018:

	Millions of Yen	Thousands of
		U.S. Dollars
Year-end cash dividends, ¥45 (\$0.4) per share	¥ 959	\$ 9,047

## 17. SEGMENT INFORMATION

Under ASBJ Statement No. 17, "Accounting Standard for Segment Information Disclosures," and ASBJ Guidance No. 20, "Guidance on Accounting Standard for Segment Information Disclosures," an entity is required to report financial and descriptive information about its reportable segments. Reportable segments are operating segments or aggregations of operating segments that meet specified criteria. Operating segments are components of an entity about which separate financial information is available, and such information is evaluated regularly by the chief operating decision-maker in deciding how to allocate resources and in assessing performance. Generally, segment information is required to be reported on the same basis as is used internally for evaluating operating segment performance and deciding how to allocate resources to operating segments.

(1) *Description of Reportable Segments*

The Group is primarily engaged in the manufacture, development, and sale of visual products and related products. The Group consists of this single industry, and therefore, it is not required to disclose separate financial information by segment.

(2) *Information about Products and Services*

	Millions of Yen						
	2018						
	<u>Business &amp; Plus</u>	<u>Healthcare</u>	<u>Creative Work</u>	<u>Vertical &amp; Specific</u>	<u>Amusement</u>	<u>Other</u>	<u>Total</u>
Sales to external customers	¥ 18,111	¥ 29,780	¥ 5,749	¥ 7,885	¥ 15,234	¥ 7,299	¥ 84,058

  

	Millions of Yen						
	2017						
	<u>Business &amp; Plus</u>	<u>Healthcare</u>	<u>Creative Work</u>	<u>Vertical &amp; Specific</u>	<u>Amusement</u>	<u>Other</u>	<u>Total</u>
Sales to external customers	¥ 16,822	¥ 26,098	¥ 5,471	¥ 6,957	¥ 18,409	¥ 4,527	¥ 78,284

  

	Thousands of U.S. Dollars						
	2018						
	<u>Business &amp; Plus</u>	<u>Healthcare</u>	<u>Creative Work</u>	<u>Vertical &amp; Specific</u>	<u>Amusement</u>	<u>Other</u>	<u>Total</u>
Sales to external customers	\$ 170,858	\$ 280,943	\$ 54,236	\$ 74,387	\$ 143,717	\$ 68,859	\$ 793,000

Note: Three reportable segments ("Visual Display Systems," "Amusement Monitors," and "Other") were changed to six reportable segments ("Business & Plus," "Healthcare," "Creative Work," "Vertical & Specific," "Amusement," and "Other") from the current fiscal year. Sales disclosure information in the previous financial year was adjusted for comparative purposes.

(3) *Information about Geographical Areas*

(a) *Sales*

	Millions of Yen			
	2018			
<u>Japan</u>	<u>Europe</u>	<u>North America</u>	<u>Other</u>	<u>Total</u>
¥ 44,405	¥ 30,057	¥ 5,810	¥ 3,786	¥ 84,058

  

	Millions of Yen			
	2017			
<u>Japan</u>	<u>Europe</u>	<u>North America</u>	<u>Other</u>	<u>Total</u>
¥ 44,123	¥ 25,699	¥ 5,322	¥ 3,140	¥ 78,284

Thousands of U.S. Dollars				
2018				
<u>Japan</u>	<u>Europe</u>	<u>North America</u>	<u>Other</u>	<u>Total</u>
\$ 418,915	\$ 283,557	\$ 54,811	\$ 35,717	\$ 793,000

Note: Sales are classified by country or region based on the location of customers.

(b) *Property, plant, and equipment*

The amount of property, plant, and equipment located in Japan exceeds 90% of the amount of property, plant, and equipment in the consolidated balance sheet, and thus, there is no requirement to disclose such geographic information.

(4) *Information about Major Customers*

<u>Name of Customers</u>	Millions of Yen
	<u>2018</u> <u>Sales</u>
JT Japan Technicals	¥ 21,019

<u>Name of Customers</u>	Millions of Yen
	<u>2017</u> <u>Sales</u>
JT Japan Technicals	¥ 21,841

<u>Name of Customers</u>	Thousands of U.S. Dollars
	<u>2018</u> <u>Sales</u>
JT Japan Technicals	\$ 198,292

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