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  DNP's Growth Strategies

"Today's Innovation is Tomorrow's Basic"

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This annual report is aimed at providing information about DNP's businesses, management vision, and business results. Opinions and forecasts contained in the report were based on the best judgment of management at the time the report was prepared, so we cannot guarantee that all information contained in the report is completely infallible.

In this annual report, "DNP" refers to the entire DNP Group, and "we" refers to DNP or the DNP management team. (In the section on Corporate Governance (pp 54-63), "DNP" refers to Dai Nippon Printing Co., Ltd.)

# **Synopsis of Performance**

# **Grand Summary of Financial Results**

Dai Nippon Printing Co., Ltd. and Consolidated Subsidiaries

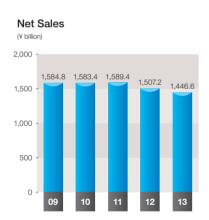
Years ended March 31

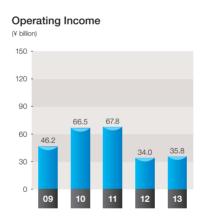
	2013	2012	2011	Dollars in thousands except per share amounts 2013	change 2013/2012
Statements of Operations (¥ million)				(\$ thousand)	
Net sales	¥ 1,446,607	¥ 1,507,228	¥ 1,589,373	\$ 15,389,436	-4.0%
Operating income	35,780	34,015	67,819	380,638	5.2%
Ordinary income	40,318	36,843	62,786	428,915	9.4%
Income before income taxes	35,152	2,673	52,696	373,957	1,215.1%
Net income (loss)	19,218	(16,356)	25,033	204,447	-
Balance Sheets (¥ million)				(\$ thousand)	
Total net assets	¥ 937,055	¥ 914,213	¥ 952,441	\$ 9,968,670	2.5%
Interest-bearing debt	227,211	229,664	229,140	2,417,117	-1.1%
Total assets	1,578,976	1,608,806	1,649,784	16,797,617	-1.9%
Cash Flow Statements (¥ million)				(\$ thousand)	
Cash flows from operating activities	¥ 100,498	¥ 108,603	¥ 140,053	\$ 1,069,128	-7.5%
Cash flows from investing activities	(72,588)	(80,126)	(82,562)	(772,213)	-
Cash flows from financing activities	(36,236)	(32,833)	15,186	(385,489)	_
Free cash flow*	27,910	28,477	57,491	296,904	-2.0%
Per Share Data** (¥)				(\$)	
Net income (loss)	¥ 29.84	¥ (25.39)	¥ 38.86	\$ 0.32	_
Net assets	1,386.86	1,352.71	1,410.44	14.75	2.5%
Cash dividend	32	32	32	0.34	_
Profit Margins (%)					
Operating income margin	2.47	2.26	4.27	2.47	0.21
EBITDA margin	8.21	6.76	9.65	8.21	1.45
Net income (loss) to net sales	1.33	-1.09	1.57	1.33	2.42
Financial Ratios					
ROE (%)	2.18	-1.84	2.74	2.18	4.02
ROA (%)	1.21	-1.00	1.53	1.21	2.21
D/E ratio (%)	25	26	25	25	_
Interest coverage ratio (times)	11.27	10.95	25.65	11.27	_
Valuations (against share price on March 31)					
PER (times)	29.70	_	26.07	29.70	_
PBR (times)	0.64	0.63	0.72	0.64	_
EV/EBITDA (times)	4.92	5.46	4.29	4.92	_
PCFR (times)	5.74	6.86	5.30	5.74	_
Dividend yield (%)	3.61	3.78	3.16	3.61	-0.17
Return to Shareholders					
Value of shares repurchased (¥ million)	-	_		-	
Dividend payout ratio (%)	107.2	_	82.3	107.2	
Others					
Long-term credit rating (R&I)	AA	AA	AA	AA	_
Foreign ownership (%)	21.12	23.20	24.54	21.12	_
0			2		

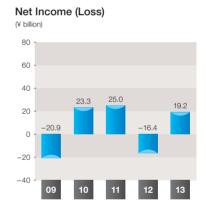
U.S. dollar amounts have been translated from yen, for convenience only, at the rate of ¥94=U.S.\$1, the approximate Tokyo foreign exchange market rate as of March 31, 2013.

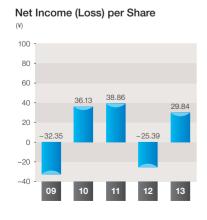
<sup>\*</sup> Net cash from operating activities - net cash from investing activities \*\*\* No diluting securities outstanding

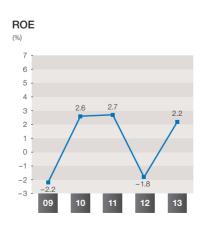
- Operating income rises on higher sales of high-value-added products, lower depreciation, and other factors
- Pursue cost structure reforms mainly in the Electronics segment
- Secure cash flows from operating activities of ¥100.5 billion and free cash flow\* of ¥27.9 billion

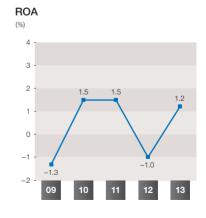












<sup>\*</sup> Free cash flow=net cash from operating activities - net cash from investing activities

## Income (Loss) Before Income Taxes

(Y billion)

120
100
80
60
49.5
52.7
40
20
-27.8
-20
09
10
11
12
13

## **Total Net Assets**

(¥ billion)

1,200 
1,000 - 940.1 956.9 952.4 914.2 937.1

800 
600 
400 
200 
0 
0 9 10 11 12 13

### Interest-bearing Debt

(¥ billion)

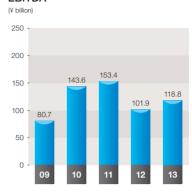
250
229.1 229.7 227.2

200
166.8
150
124.3
100
0
10 11 12 13

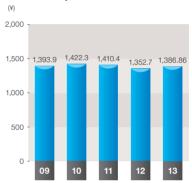
# PER (Price Earnings Ratio)\*

(times)
40 30 - 34.97 29.70
20 10 0 - 09 10 11 12 13

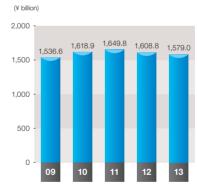
#### **EBITDA**



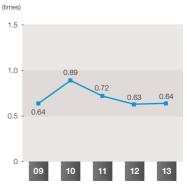
## Net Assets per Share



#### **Total Assets**

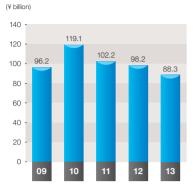


# PBR (Price Book-value Ratio)



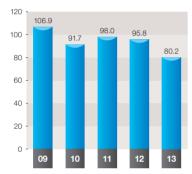
<sup>\*</sup> Figures for the fiscal years through March 2009 and March 2012 are not shown because there were net losses in these years.

## Capital Expenditures\*

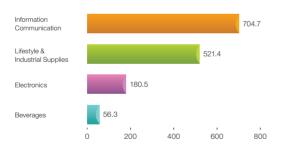


\*Figures include capital expenditures for intangible fixed assets

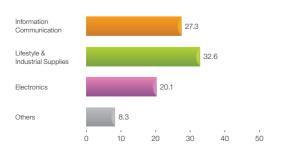
## **Depreciation Expense**



## Net Sales by Segment (Year ended March 31, 2013) (¥ billion)

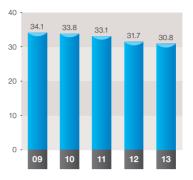


#### Capital Expenditures by Segment (Year ended March 31, 2013) (¥ billion)



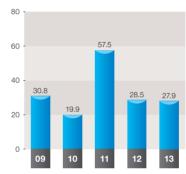
#### Research and Development Expenditures

(¥ billion)



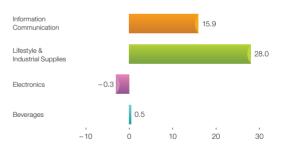
## Free Cash Flow\*

(¥ billion)



\* Free cash flow = net cash from operating activities – net cash from investing activities

## Operating Income (Loss) by Segment (Year ended March 31, 2013) (¥ billion)



## Employees by Segment (Year ended March 31, 2013)

