

Questions and Answers at the Conference Call on Earnings Results
for the First Quarter of the Fiscal Year 2012

Q1) From which quarters of the current fiscal year will Talaris Topco' sales and earnings be included in the consolidated results of operations?

A1) From the last three quarters, because Talaris Topco was acquired in the second quarter.

Q2) Does your fiscal year forecast reflect the benefits of synergies that you expect from the Talaris Topco acquisition?

A2) Our forecast for the current fiscal year includes the Talaris Topco sales and operating income forecasts, but does not include synergies.

Q3) What is your outlook for the financial market in the fiscal year's second half?

A3) We expect this market to remain solid because, based on the Bank of Japan Tankan and other surveys, there is no decline in the desire of Japanese banks to make capital investments.

Q4) Why were the first quarter sales higher but earnings lower year-on-year in the overseas market?

A4) Main causes were fierce price-based competition and the rapid appreciation of the yen.

Q5) Do you plan to revise your foreign exchange rate assumptions?

A5) We plan to revise our foreign exchange rate assumptions starting with the second quarter of this fiscal year.

(US\$1/¥75→¥80, €1/¥105→¥100)