

A large, light blue, horizontally-oriented oval with a gradient from light to dark blue. It is surrounded by several thin, dark blue, overlapping loops that resemble stylized orbits or decorative flourishes.

*Fiscal 2013  
Performance  
Forecast*

# Consolidated performance forecast for fiscal 2013

(millions of yen)

|                    | FY ended Mar. 31, 2013 |             | Forecasts<br>FY ended Mar. 31, 2014 |             | Year-on-year change |          |
|--------------------|------------------------|-------------|-------------------------------------|-------------|---------------------|----------|
|                    | Amount                 | Percent (%) | Amount                              | Percent (%) | Change              | Rate (%) |
| Net sales          | 18,130                 | 100.0       | 21,000                              | 100.0       | 2,869               | 15.8     |
| Operating profit   | 3,436                  | 19.0        | 4,700                               | 22.4        | 1,263               | 36.8     |
| Ordinary income    | 3,576                  | 19.7        | 4,930                               | 23.5        | 1,353               | 37.9     |
| Net income         | 1,960                  | 10.8        | 2,900                               | 13.8        | 939                 | 47.9     |
| EPS (yen)          | 64.22                  | —           | 94.98                               | —           | 30.76               | 47.9     |
| Capital investment | 1,377                  | —           | 1,100                               | —           | ▲277                | ▲20.2    |
| Depreciation costs | 1,119                  | —           | 1,130                               | —           | 10                  | 0.9      |
| R&D costs          | 1,146                  | —           | 1,200                               | —           | 53                  | 4.7      |

Capital investment amounts are the amounts of tangible and intangible fixed assets acquired in the term.

Assumed exchange rate for FY ended Mar. 31, 2014 forecasts 1US\$ = ¥90.00 1€ = ¥125.00

# Fiscal 2013 forecasts for main group firms

(millions of yen)

|                                                           | Equity stake  | Net sales |                         | Net income |                         |
|-----------------------------------------------------------|---------------|-----------|-------------------------|------------|-------------------------|
|                                                           |               | Amount    | Year-on-year change (%) | Amount     | Year-on-year change (%) |
| Harmonic Drive Systems Inc.                               | —             | 18,800    | 16.3                    | 2,670      | 41.0                    |
| ※1 HD Systems, Inc.<br>(Harmonic Drive L.L.C.)<br>(U.S.A) | 100%<br>(51%) | 3,000     | 8.3                     | 110        | 1.9                     |
| Harmonic AD, Inc.                                         | 100%          | 2,120     | 22.8                    | 65         | 58.1                    |
| ※2 Harmonic Drive AG<br>(Germany)                         | 35%           | 7,700     | 21.3                    | 1,180      | 24.9                    |

\*1 Exchange rates: FY2013 1US\$ = 79.82 yen, FY2014 forecasts 1US\$ = 90.00yen

\*2 Exchange rates: FY2013 1€ = 102.63 yen, FY2014 forecasts 1€ = 125.00 yen

\*3 Net income of US subsidiaries (consolidated) is after excluding minority interests.

\*4 For overseas subsidiaries and affiliates, the fiscal year ends December 31.

# Non-consolidated performance forecast for fiscal 2013

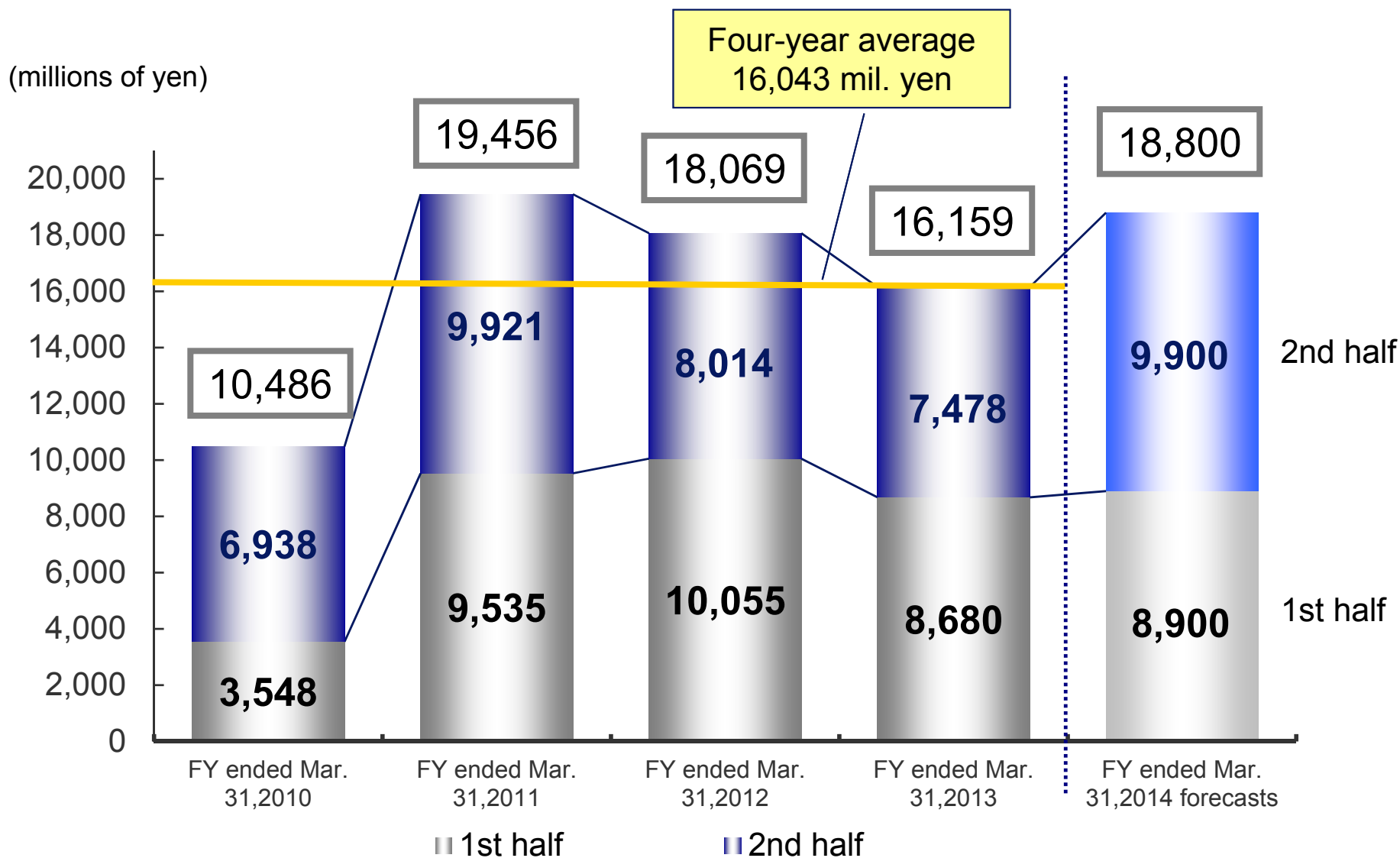
(millions of yen)

|                    | FY ended Mar. 31, 2013 |             | Forecasts<br>FY ended Mar. 31, 2014 |             | Year-on-year change |          |
|--------------------|------------------------|-------------|-------------------------------------|-------------|---------------------|----------|
|                    | Amount                 | Percent (%) | Amount                              | Percent (%) | Change              | Rate (%) |
| Net sales          | 16,159                 | 100.0       | 18,800                              | 100.0       | 2,640               | 16.3     |
| Operating profit   | 2,955                  | 18.3        | 4,150                               | 22.1        | 1,194               | 40.4     |
| Ordinary income    | 3,173                  | 19.6        | 4,350                               | 23.1        | 1,176               | 37.1     |
| Net income         | 1,894                  | 11.8        | 2,670                               | 14.2        | 775                 | 41.0     |
| EPS (yen)          | 62.04                  | —           | 87.45                               | —           | 25.41               | 41.0     |
| Capital investment | 803                    | —           | 650                                 | —           | ▲153                | ▲19.1    |
| Depreciation costs | 711                    | —           | 730                                 | —           | 18                  | 2.5      |
| R&D costs          | 1,129                  | —           | 1,180                               | —           | 50                  | 4.4      |

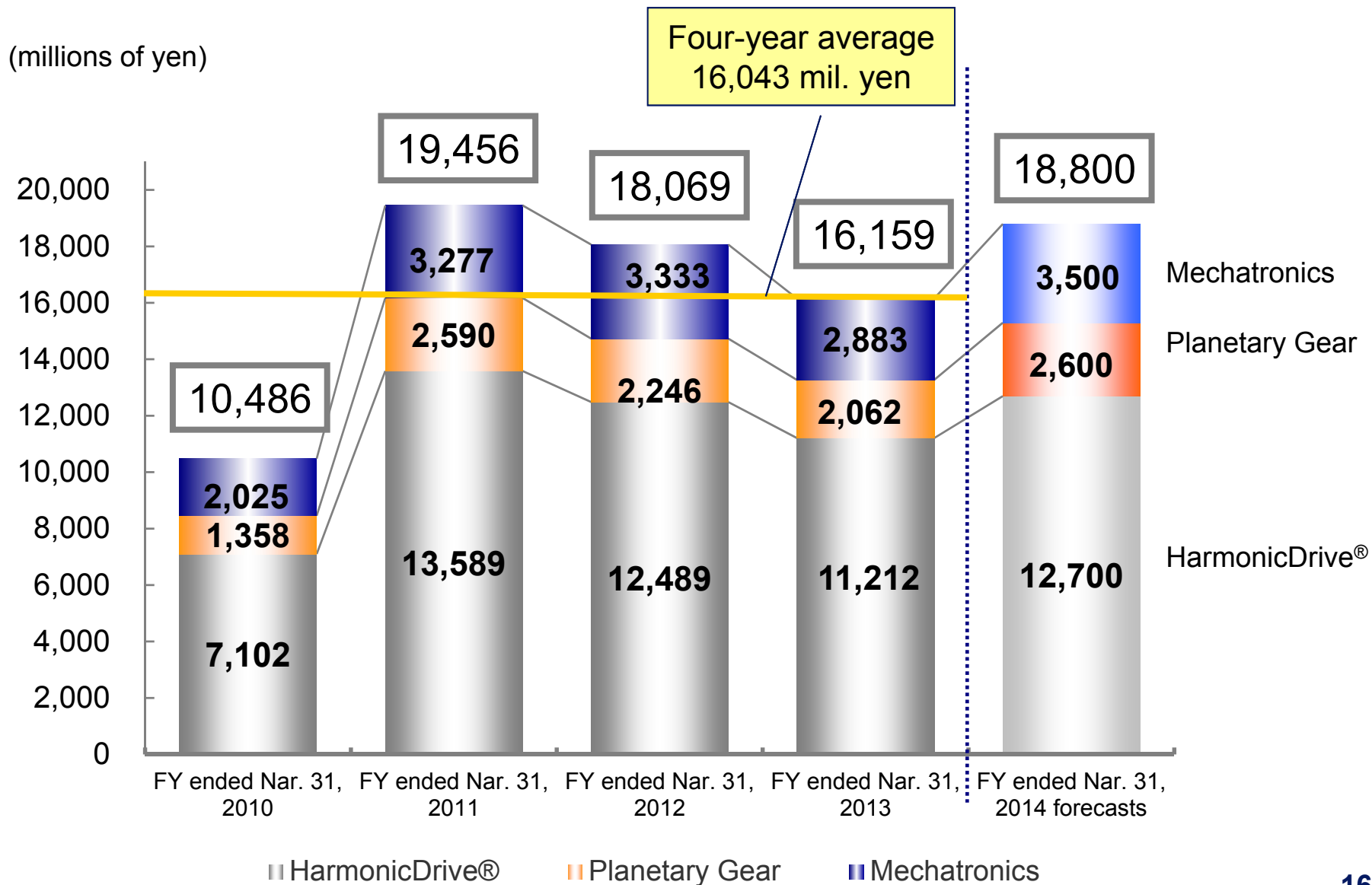
Capital investment amounts are the amounts of tangible and intangible fixed assets acquired in the term.

Assumed exchange rate for FY ended Mar. 31, 2014 forecasts 1US\$ = ¥90.00 1€ = ¥125.00

# Sales trend line (non-consolidated)

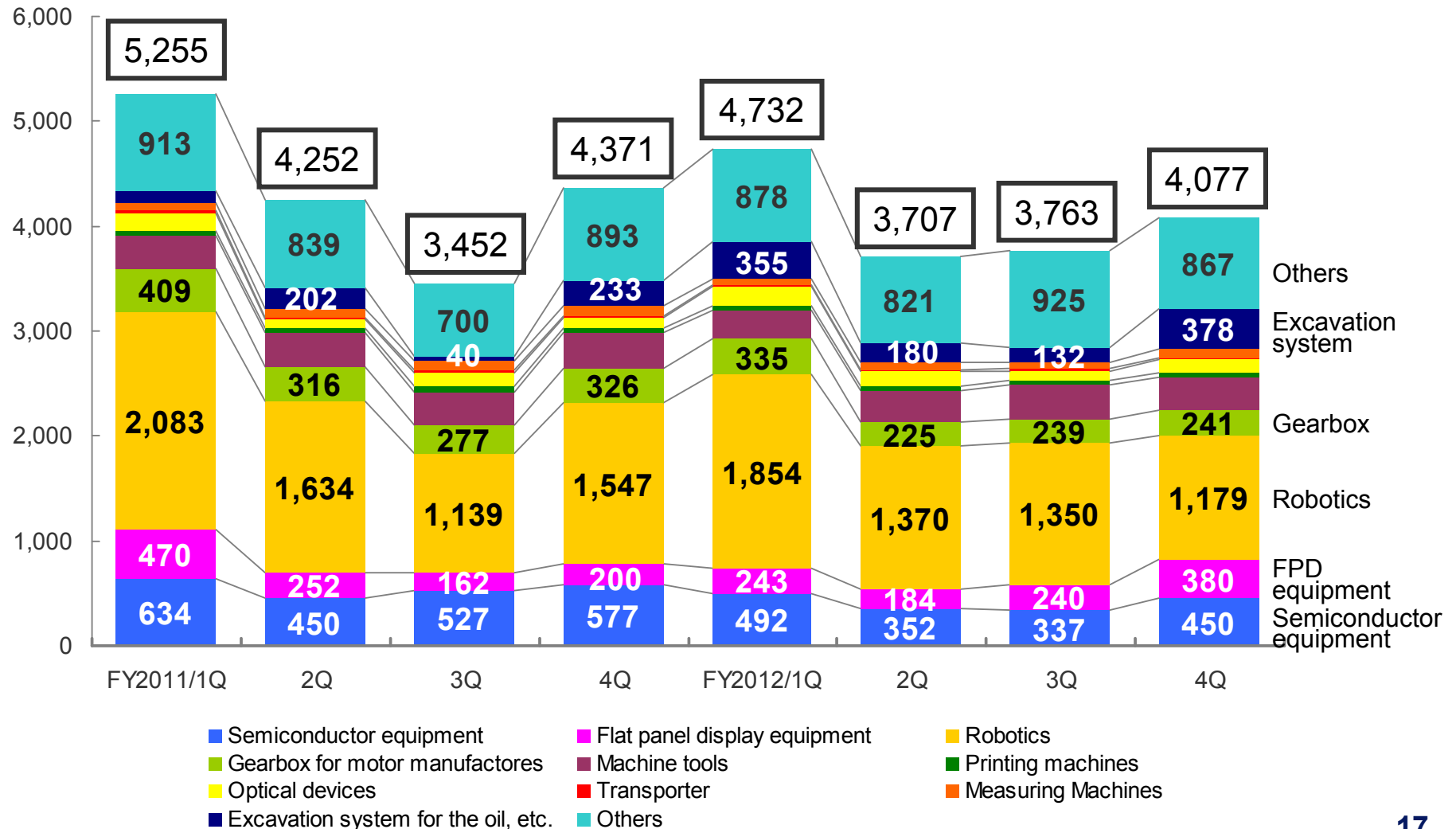


# Sales trend line by product (non-consolidated)

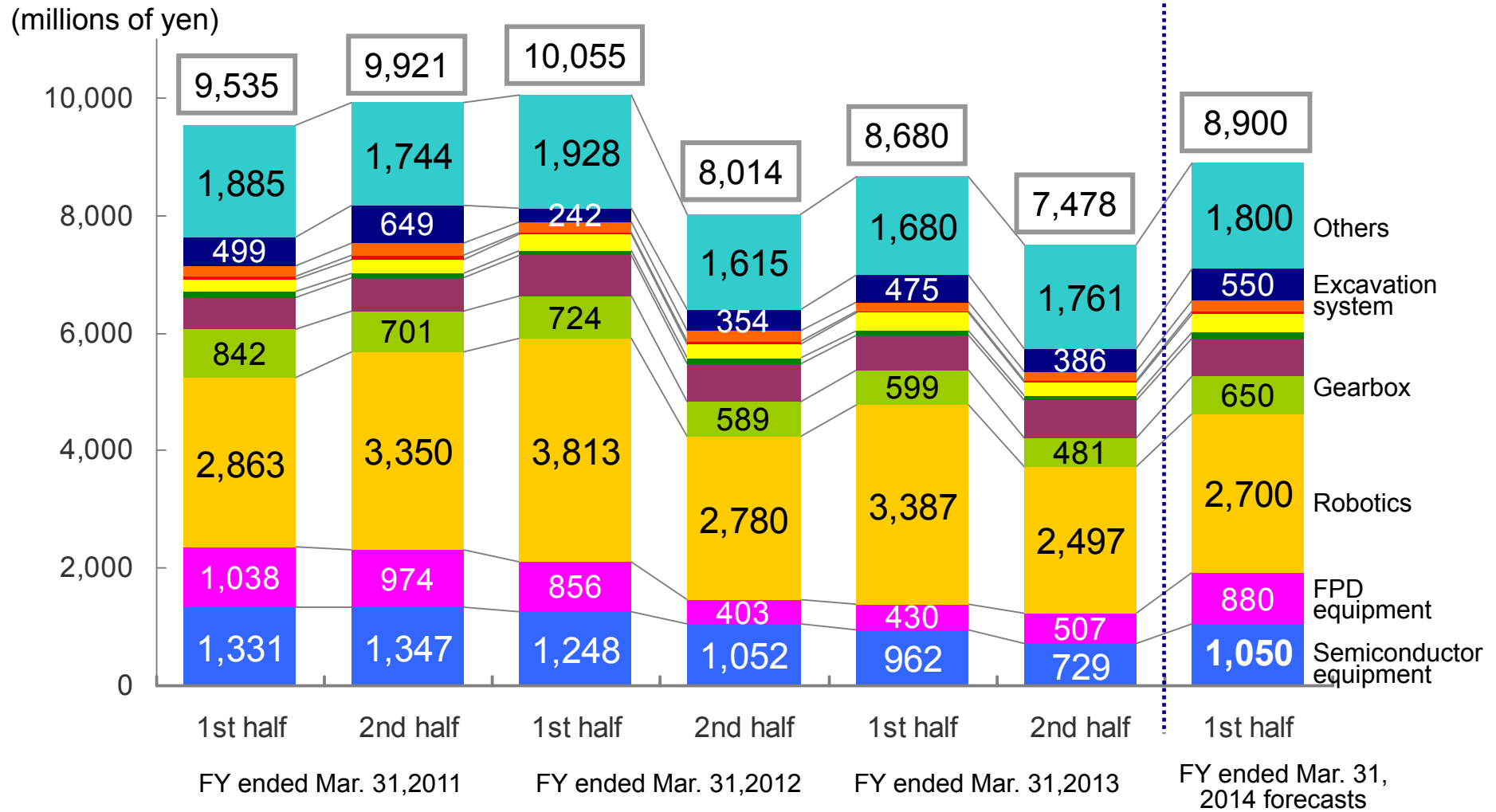


# Non-consolidated bookings by application (quarterly)

(millions of yen)

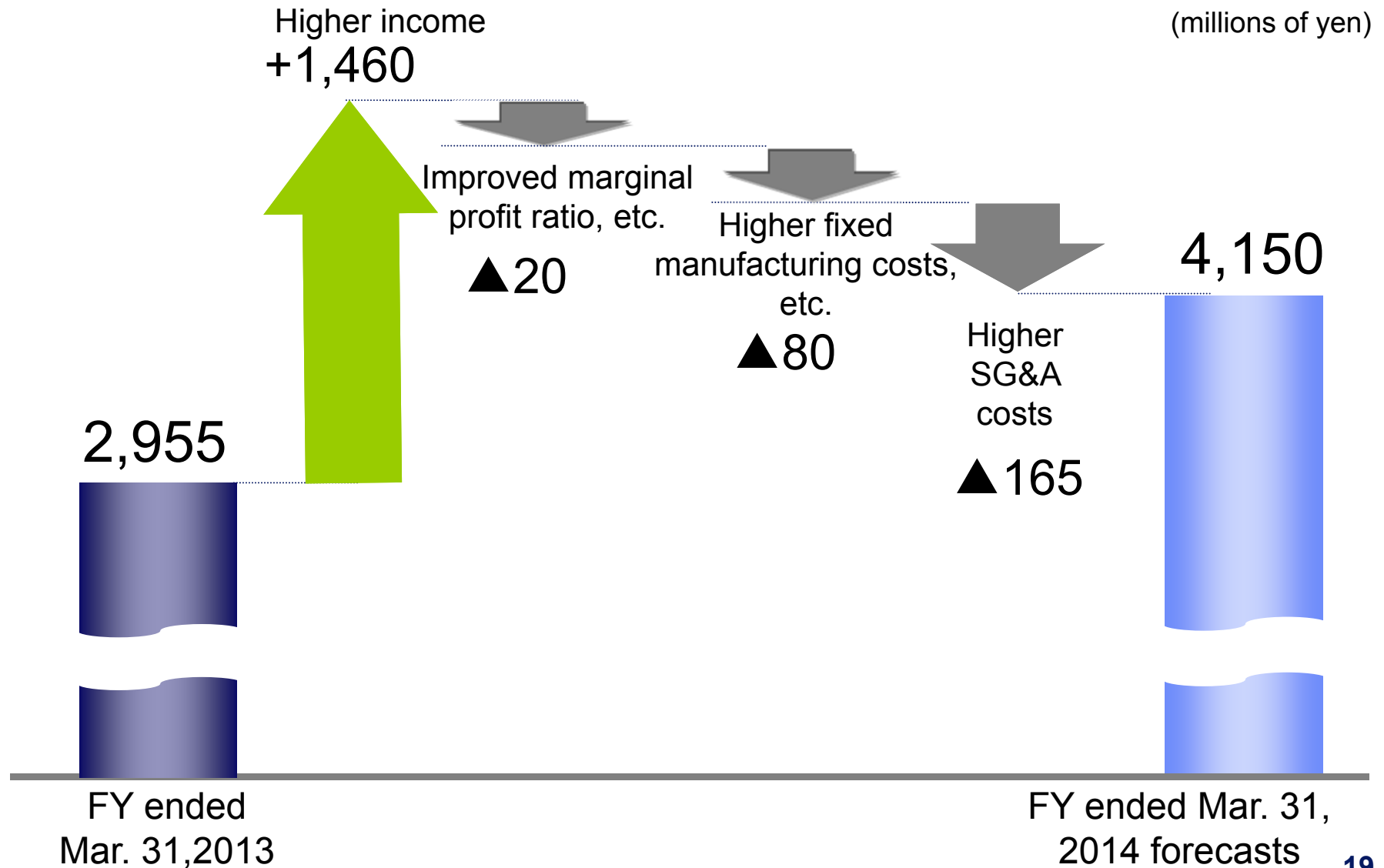


# Non-consolidated bookings by application (by half-year)





# Factors in year-on-year change in non-consolidated operating profit (fiscal 2013 forecast)



# Trends in operation profit (non-consolidated)

