

Group Network

Affiliates



MIMAKI USA, INC.
150 Satellite Boulevard, NE, Suite A,
Suwanee, GA 30024, U.S.A.
<http://www.mimakiusa.com/>



MIMAKI BRASIL COMERCIO E IMPORTACAO LTDA
Rua General Valdomiro de Lima, 275 Jabaquara, Sao Paulo, 04344-070 Brazil
<http://www.mimakibrasil.com.br/>



Shanghai Mimaki Trading Co., Ltd.
101 West Unit 16 SVA Industrial Park,
140 Tianlin Rd., Shanghai, China
<http://www.mimaki-smt.cn/>



MIMAKI ENGINEERING (TAIWAN) Co., Ltd.
No. 37, Sec. 3, Zhongshan Rd., Tanzi Dist.,
Taichung City 42756, Taiwan (R.O.C.)



PT. MIMAKI INDONESIA
Jl Danau Sunter Barat Blok A3 No. 13
Jakarta Utara 14350 Indonesia
<http://www.mimaki.co.id/>



WIZTEC Co., Ltd.
1-3 Yorozu-cho, Hachioji-shi,
Tokyo 192-0903, Japan
<http://www.wiztec.co.jp/>



MIMAKI EUROPE B.V.
Stammerdijk 7E, 1112 AA Diemen,
The Netherlands
<http://www.mimakieurope.com/>



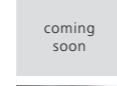
Mimaki-nbn GmbH
Gewerbestr. 11, 82211 Herrsching,
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<http://www.mimaki.de/>



MIMAKI U TECHNOLOGY (ZHEJIANG) CO., Ltd.
North Side Hongjian Road, West Side
Xingpingyi Road, Economic Development Zone,
Pinghu, Zhejiang, China 314200



MIMAKI KANPHOR INDIA PRIVATE LIMITED
232 Udyog Vihar, Phase IV Gurgaon,
Haryana, India



MIMAKI AUSTRALIA PTY LTD
Units 14, 38-46 South Street, Rydalmere,
NSW, Australia

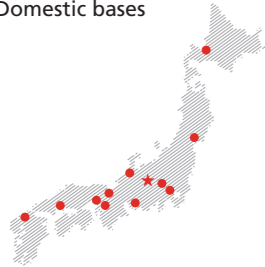


GRAPHIC CREATION Co., Ltd.
TKB Gotenyama Bldg 6F, 5-9-41 Kitashinagawa,
Shinagawa-ku, Tokyo 141-0001, Japan
<http://www.graphic-creation.com/>



MIMAKI PRECISION Co., Ltd.
2182-3 Shigeno-Otsu, Tomi-shi, Nagano
389-0512, Japan
<http://www.mimakiprecision.co.jp/>

Domestic bases



- Headquarters** 2182-3 Shigeno-Otsu, Tomi-shi, Nagano 389-0512, Japan
- Kazawa Factory** 1333-3 Kazawa, Tomi-shi, Nagano 389-0514, Japan
- Nagano Development Center** 520-1 Kitanagaika, Nagano-shi, Nagano 381-0025, Japan
- Tokyo Branch Office** TKB Gotenyama Bldg., 5-9-41 Kitashinagawa, Shinagawa-ku, Tokyo 141-0001, Japan
- Osaka Branch Office** NF Esaka Bldg., 1-13-41 Esaka-cho, Suita-shi, Osaka 564-0063, Japan
- Sapporo Sales Office** Sapporo Izumi 2nd Bldg. 1F, 2-5-2 Higashi, Kita 1-jo, Chuo-ku, Sapporo-shi, Hokkaido 060-0031, Japan
- Sendai Sales Office** 3-10-7 Furujiro, Wakabayashi-ku, Sendai-shi, Miyagi 984-0825, Japan
- Nagano Sales Office** 2182-3 Shigeno, Tomi-shi, Nagano 389-0512, Japan

- Saitama Sales Office** Meijiyasudaseimei Omiya Bldg. 1F, 3-1-2 Miya-cho, Omiya-ku, Saitama-shi, Saitama 330-0802, Japan
- Kanazawa Sales Office** 2-12-6 Ekinishishinmachi, Kanazawa-shi, Ishikawa 920-0027, Japan
- Nagoya Sales Office** 1-309 Iguchi, Tenpaku-ku, Nagoya-shi, Aichi 468-0052, Japan
- Kyoto Sales Office** 12-2 Kamitobakita-Tonomotocho, Minami-ku, Kyoto-shi, Kyoto 601-8122, Japan
- Kobe Sales Office** Sannomiya Kokusai Bldg., 2-1-30 Hamabedori, Chuo-ku, Kobe-shi, Hyogo 651-0083, Japan
- Hiroshima Sales Office** 1-7-25 Yagi, Asanami-ku, Hiroshima-shi, Hiroshima 731-0101, Japan
- Fukuoka Sales Office** 5-11-15 Yoshizuka, Hakata-ku, Fukuoka-shi, Fukuoka 812-0041, Japan

Shareholder Information

Business year From April 1 to March 31
Annual meeting of shareholders Within three months from the end of each business year
Record date Annual meeting of shareholders March 31
Year-end dividend March 31
Interim dividend September 30
Or a date announced beforehand if necessary.

Share unit 100 shares
Shareholder registry administrator and account management institution for special accounts Mitsubishi UFJ Trust and Banking Corporation
4-5, Marunouchi 1-chome, Chiyoda-ku, Tokyo 100-8212, Japan
Mitsubishi UFJ Trust and Banking Corporation
Corporate Agency Division
10-11 Higashisuna 7-chome, Koto-ku, Tokyo 137-8081, Japan
Tel: 0120-232-711 (toll free)

Method of public notice Public notices are posted on our website (<http://www.mimaki.co.jp/>). However, if an electronic public notice cannot be given due to unavoidable circumstances, it will be published in the Nihon Keizai Shimbun.
Listings Osaka Securities Exchange JASDAQ (Standard)
Securities code 6638

(Notes)

1. For inquiries on address changes or other procedures pertaining to shares, please contact the account management institution (securities firm, etc.) with which your account is held. Please note that the shareholder registry administrator (Mitsubishi UFJ Trust and Banking Corporation) cannot handle these procedures.
2. For procedures relating to shares registered in the special account, Mitsubishi UFJ Trust and Banking Corporation is our account management institution for special accounts. Please contact the above account management institution. In addition, any branches of Mitsubishi UFJ Trust and Banking Corporation in Japan can handle these procedures.
3. Unreceived dividends are paid at the head office of Mitsubishi UFJ Trust and Banking Corporation.

BUSINESS REPORT 2013

The Financial Report for the 38th Term
The contents are based on data as of March 31, 2013.

April 1, 2012–March 31, 2013

Innovation.



Mimaki
MIMAKI ENGINEERING CO., LTD.

Securities Code: 6638

MIMAKI ENGINEERING's Growth Strategy



Hisayuki Kobayashi
President
MIMAKI ENGINEERING CO., LTD.

Hideyo Nakano
President
Trias Corporation*

* Trias Corporation provides IR/PR support for companies with the aim of bringing them together with investors to develop mutually beneficial investment relations over the long term.

THEME 1 Market trends during the fiscal year ended March 2013 and MIMAKI ENGINEERING's initiatives

Nakano: This was the first year you presided over the Company's financial settlement of accounts after becoming president. What were the trends in your main markets?

Kobayashi: In the Sign Graphics (SG) market, needs have been increasing for environmentally friendly aqueous latex ink, sublimation transfer ink, and ultraviolet (UV) curing ink, pushed by global eco trends. The cost-driven solvent ink market continues to grow at a moderate pace, mainly around printers using eco-ink as well. We launched a new product using aqueous latex ink to promote the greening of the market. From now on we plan to make a full-scale market push through improvement in image quality and stability.

Nakano: How about the Industrial Product (IP) market and Textile & Apparel (TA) market, which you are striving to develop strategically?

Kobayashi: In these markets the need for only the amount needed, only when needed—in other words, print-on-demand—has become increasingly apparent around the world. In digital printing using inkjet printers, because of no inventory risk and environmental friendliness, our desktop type UJF-3042 series has become by far the share leader in the IP compact machine market, which is typified for example by smartphone cover printing. The TA market continues to experience large-scale growth, mainly in emerging nations. Sublimation transfer printing in particular, which does not require a washing process after printing, has grown tremendously in light of environmental concerns. Sales of our existing sublimation transfer printing products expanded greatly in emerging nations such as Turkey and in Asia.

- POINTS
- Moderate growth in the SG market on the back of green trends
 - Digitization gradually penetrating the IP market
 - Large-scale growth in the TA market, especially in emerging nations
 - Gradual progress in the digitization of industrial printing

THEME 2 Full-scale launch of the 500 series based on the platform concept

Nakano: Sales began in the fiscal year under review for the 500 series, based on the platform concept, which had been in development for the past two years.

Kobayashi: Although we were a few months behind our plan for placing the 500 series on the market, I expect that all the models we had planned will be released during the fiscal year ending March 2014. This move to platform-based design was achieved by leveraging our strengths in working with a world-class manufacturer of heads and ink through collaborative development based on the concept of *high speed and high image quality*. The series brings into reality production machines that enable continuous unattended operation and also brings down the unit cost of ink. Accordingly, we will strengthen our sales promotion of ink, and not only machines.

Nakano: How will the platform concept proceed in the future?

Kobayashi: To create a printer that produced beautiful images even at high speed, we faced many technical challenges that could not be resolved using traditional approaches, since there was a need to control a system in which a number of

technology components were involved in a complex web to create a printer. Having overcome a variety of "birth pains," we started with two models for the TA market and then introduced one model each for the IP and SG markets. We also plan to introduce another model for the TA market. This will mark a break in high-speed platform development, and so next we will start on development of entry-level models, setting our sights on growing emerging markets.

THEME 3 The fiscal year ending March 2014 is the year to start the medium-term vision M500, driven by the 500 series

Nakano: The fiscal year ending March 2014, in which you will launch in earnest the business centering on the 500 series, is an important year for forecasting MIMAKI ENGINEERING's future growth.

Kobayashi: We have hoisted "M500 Start" as the slogan for the fiscal year ending March 2014, which is positioned as the first year in our push to reach 50 billion yen in sales, with the 500 series as the driving force. What will really drive this growth is our uncovering of new needs in the IP and TA markets. For example, screen printing in the TA market has a long history of more than 100 years. The results of printing onto paper appear instantaneously, but in the case of cloth the ink must be made to penetrate to the inside of the fibers, drawing color out on the back as well as the front. This is why various chemical processes are needed, such as increasing the permeability of ink at the pre-processing step and devising heat treatments for after printing. These are really techniques that reproduce the textures and feeling created by artisans, which do not convert into numbers. In this sense, inkjet technology in



the fabric printing market is developing, and I think that it is a market in which we can fight with an advantage, as we possess a complex technical foundation.

Nakano: Because of its long history, it is actually a new market for inkjet technology. In contrast, what kind of market is the IP market?

Kobayashi: The IP market could be described more as decorative processing with inkjet technology than graphic. This is why it is a market in which added value comes to life according to the customer's mastery. Our strategy in this market is to propose applications based on the concept of digital on-demand manufacturing to open up the market and get more customers to create added value through their own ideas.

THEME

4

MIMAKI ENGINEERING embraces the challenge of creating a digital on-demand market

Nakano: So will you accelerate development of the digital on-demand market more than before?

Kobayashi: I think that digital printing will continue to certainly penetrate the market by responding to the differing needs of each user. Last year, we broke our sales system in Japan down into twice as many segments to capture diverse market needs. This resulted in the ability to obtain massive amounts of customer information in real time, which led to improved product strategy and sales strength. Overseas we are stepping up similar efforts, as in Japan, through existing subsidiaries. When setting up a new subsidiary outside Japan, as a first step we send teams of sales personnel and engineers from Japan to the new subsidiary. In terms of technology, we are working to strengthen our organization to improve quality,

cost, and delivery (QCD) in product development. We are also clarifying an organization to manage future R&D fields in an effort to create a new market that will produce a lot of new technology that will lead to market creation.

Conclusion

Message from President Kobayashi

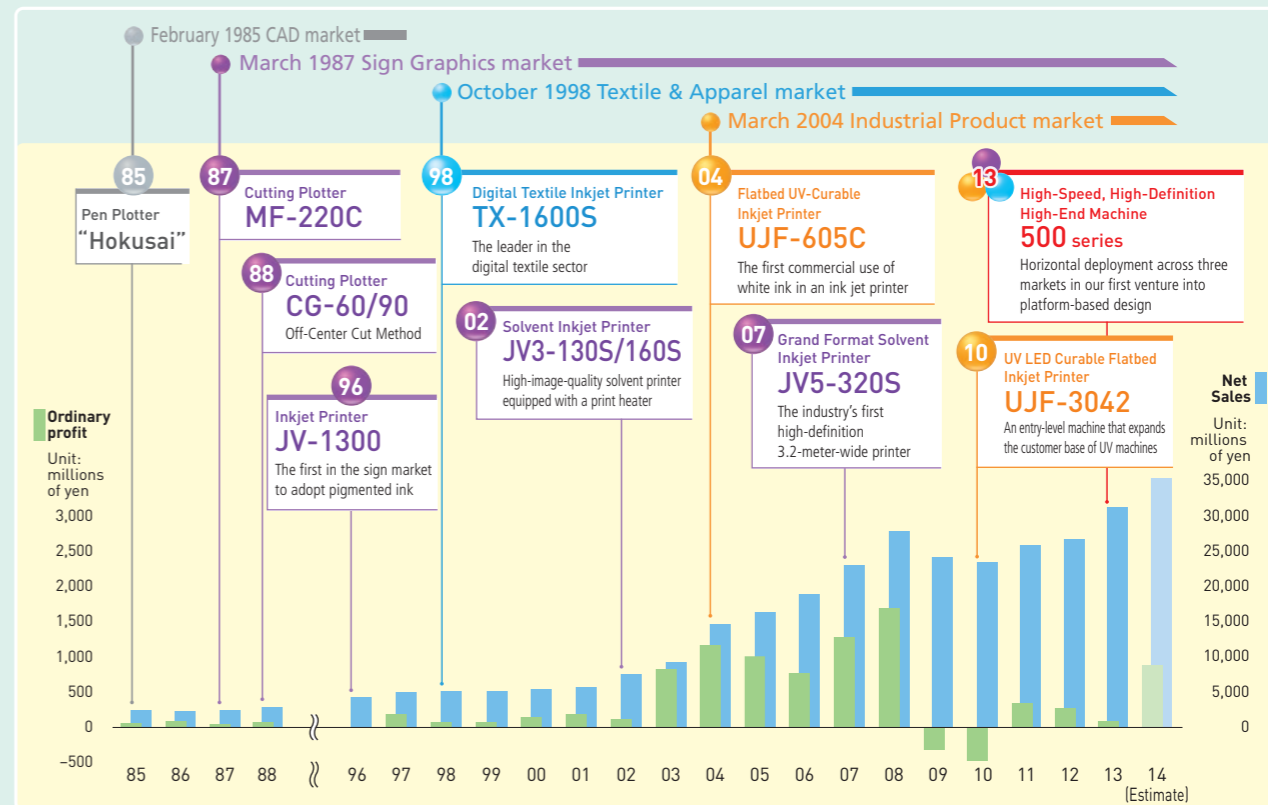
Nakano: In conclusion, what is your message to shareholders?

Kobayashi: Globally, there are still many existing markets where digital printing has not yet become widespread, and new applications of digital printing continue to spread. At the same time, it is difficult to read the future of the business environment, in which changes are immense. To translate the potential markets spreading before our eyes into business opportunities, we must step up our footwork from the sales front to commercialization more than ever and boost our ability to deal with change. Right now we are prepared to continue making clean hits in niche markets through the shift to platform-based design, and reaffirming our DNA as a company that aims at being the top in niches, we will conduct business aggressively through united, company-wide efforts. We look forward to the continued understanding and support of our shareholders and investors as we proceed through this turning point.

Trends in Business Performance

Trends in Business Performance

● Sign Graphics market ● Industrial Product market ● Textile & Apparel market



MIMAKI ENGINEERING aims to be a market-oriented, development-driven company that pursues the potential of on-demand production based on its inkjet and cutting technologies. Our aim is as follows.

- VISION 1** Be a development-driven company supplying MIMAKI branded products to the world using our proprietary technologies.
- VISION 2** Be a company agile enough to quickly provide products that satisfy customers.
- VISION 3** Be an innovator that always provides *innovation and a real difference* to the market.
- VISION 4** Have a business culture in which each employee can make full use of his or her individuality and capabilities.

Financial Highlights

Performance Highlights for the Fiscal Year Ended March 2013

Net Sales

Sales remained strong for our main existing entry-level models in the SG, IP, and TA markets. In addition, new products for emerging nations and ones matched to market needs such as environmental friendliness and high-speed, high-image-quality printing helped boost sales. Sales of machines and ink both performed well as a result, achieving a substantial increase in net sales of 31,090 million yen, up 15.7% year on year.

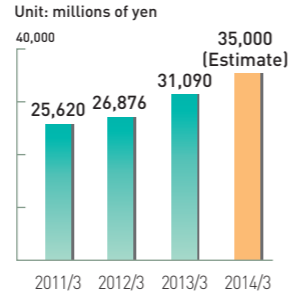
Profits

Factors such as the transfer of mass production for some models to Chinese manufacturing subsidiaries and good sales of existing products for which we had cut manufacturing costs resulted in operating profit of 936 million yen (up 123.5% year on year). However, an exchange-rate loss and the recording of a loss on equity method investment in an Indian subsidiary resulted in ordinary profit of 79 million yen (down 71.0% year on year) and net profit of 132 million yen (down 38.1% year on year).

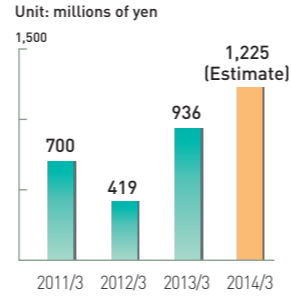
Forecast for the Fiscal Year Ending March 2014

While the export environment is on a recovery track thanks to correction of the strong yen through monetary policy and economic measures by the Japanese government, we will seek to establish a solid management base that is not affected by the business environment. We will aggressively expand our outlets in not only developed nations but also emerging ones and make greater efforts to directly determine their needs from their circumstances and intentions, thus leading to our next proposals. This, we anticipate, will generate increases in both sales and profits.

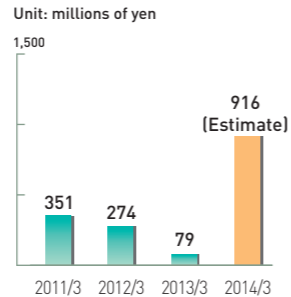
Net sales



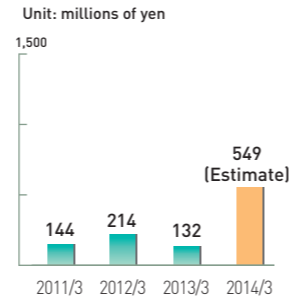
Operating profit



Ordinary profit



Net profit



MIMAKI ENGINEERING's Market Share

For the fiscal year ended March 2013

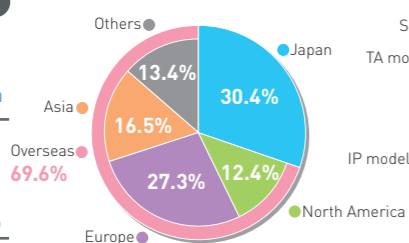
Consolidated net sales

31,090 million yen

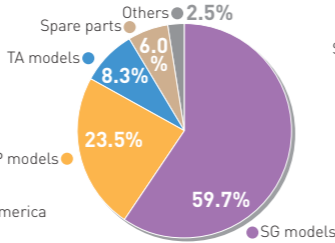
Year on year

Up **15.7%**

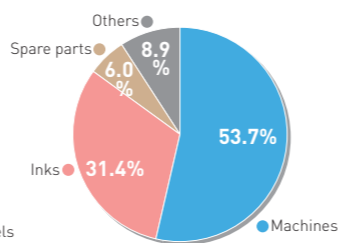
Net sales by geographic area



Net sales by market



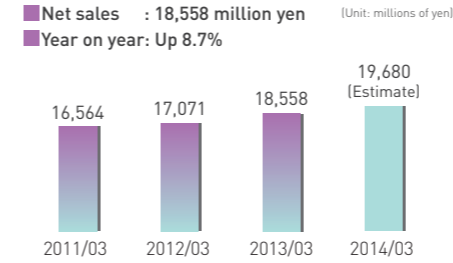
Net sales by product



Segment Review

Review by targeted market for the fiscal year ended March 2013

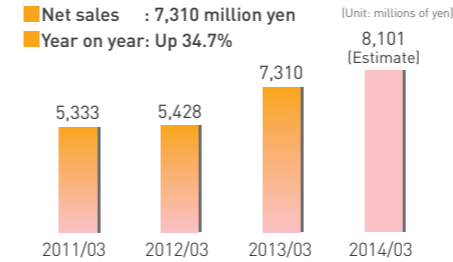
SG • Sign Graphics Market



The products for this market are models aimed at the Sign Graphics market, such as advertisements and signboards. We boosted sales volume by launching the new JV400 series, which uses newly developed environmentally friendly aqueous latex ink, and the new SWJ-320, which offers specifications for emerging nations, accurately capturing their price and performance needs. The boost in sales volume was also assisted by aggressive sales promotion for existing main entry-level models and high-end models with medium- to high-speed high-image-quality printing. As a result, net sales grew to 18,558 million yen (up 8.7% year on year).



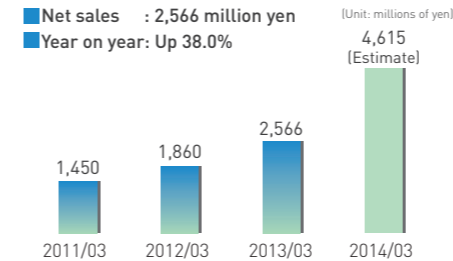
IP • Industrial Product Market



The products for this market are used in the manufacture of Industrial Products. We enhanced our product line-up by launching the new UJF-6042 and JFX500-2131 in addition to the new UJF-3042FX/HG, featuring more advanced performance than the UJF-3042, which had become a leading model among products for the IP market. Sales volume for the new UJF-3042FX/HG in particular grew steadily in both developed and emerging nation markets, contributing to increased net sales, which grew to 7,310 million yen (up 34.7% year on year).



TA • Textile & Apparel Market



Products in this market are used in the textile industry (fabric before cutting and sewing) and apparel industry (ready-to-wear clothes such as T-shirts). We launched the TS500-1800 and Tx500-1800DS, which combine overwhelming productivity at up to 150 m²/h with stability and low running cost performance and strove to promote sales with new proposals in the digital fabric printing business. Sales volume of our existing product, the TS34-1800A in particular, grew in Europe and emerging nations, contributing greatly to the increase in net sales, which grew to 2,566 million yen (up 38.0% year on year).



Product Development History

1985-2000			2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
<h3>Drafting Plotter</h3> <p>1985 February MF-120 A2 Flat Pen Plotter [Hokusa]</p> <p>1986 April MX-11/10 Servo-Style Pen Plotter</p> <p>1987 March MF-220C A2 Flat Cutting Plotter</p> <p>1988 July MX-11/10P Pencil Plotter</p> <p>1989 May MR-11 Thermal Plotter</p> <p>1991 April MX-760/790 High-Speed Pencil Plotter</p> <p>1993 January MX-340/360/390 Low-Cost Pencil Plotter</p> <p>1994 May MR-1900 LED Plotter A0 Version</p> <p>1995 March JP-560/590 Monochrome Inkjet Plotter</p> <p>1997 December JP-660/690C Full-Color Inkjet Plotter</p>			<h3>Inkjet Printer</h3> <p>1996 June JV4-130/160/180 Large Format Full-Color Inkjet Printer</p> <p>1998 April JV2-130 Full-Color Inkjet Printer with Six-Color Pigment Ink</p> <p>1999 November JV2-180 Large Format Full-Color Inkjet Printer</p> <p>2000 November TX Link Software RIP for Textile Printing</p> <p>2001 June JV3-130S/160S Solvent Inkjet Printer</p> <p>2002 September JV3-130S/160S Solvent Inkjet Printer</p> <p>2003 April JV3-250SP Super-Wide Solvent Inkjet Printer</p> <p>2004 June JV3-160SP Solvent Inkjet Printer</p> <p>2005 October JV3-75SP II / 130SP II Solvent Inkjet Printer</p> <p>2006 June JV3-160SP Solvent Inkjet Printer</p> <p>2007 January UVJ-605C II Flatbed UV-Curable Inkjet Printer</p> <p>2008 January UVJ-605R II Roll-Fed UV-Curable Inkjet Printer</p> <p>2009 February JV33-260 Super-Wide Solvent Inkjet Printer</p> <p>2010 January JV5-320DS Direct Printing / Dye Sublimation Grand Format Inkjet Printer</p> <p>2011 March JV34-260 Super Wide Format Inkjet Printer</p> <p>2012 February UVJ-3042HG UV LED Curable Flatbed Inkjet Printer</p> <p>2013 April UVJ-500-1800 Ultra High-Speed Dye Sublimation Inkjet Printer</p>			<h3>Cutting Plotter</h3> <p>1987 March MF-220C A2 Flat Cutting Plotter</p> <p>1988 June CG-45 Desktop Cutting Plotter</p> <p>1989 October CG-90SD Cutting Plotter</p> <p>1990 January CG-120 Cutting Plotter with Auto-Roll Feeder</p> <p>1991 June MC-300S Desktop Cutting Plotter</p> <p>1992 January CG-50 High-Speed Cutting Plotter</p> <p>1993 February HF-500 Heat Pen Cutting Plotter</p> <p>1994 January CG-6/9/12 Low-Cost Cutting Plotter</p> <p>1995 January Vector Link Cutting Software for PS (Mac OS)</p> <p>1996 October CAM LINK Cutting Data Conversion Software</p> <p>1997 January CG-100AP 1-meter-Width Apparel Pattern Cutting Plotter</p> <p>1998 March My Brain Vehicle Cutting System for Car Film</p> <p>1999 December CG-60St Desktop Cutting Plotter</p> <p>2000 June CG-100/130Lx High-Speed Cutting Plotter</p> <p>2001 June Fine Cut for Corel Cutting Software for Corel Draw</p> <p>2002 June CG-130FX Cutting Plotter with High-Speed Crop-Marker Sensor</p> <p>2003 January Fine Cut Plug-In Cutting Software for Illustrator</p> <p>2004 April CG-160FX Cutting Plotter with High-Speed Crop-Marker Sensor</p> <p>2005 October CG-75ML+ JV3-75SP II Print & Cut Combination</p> <p>2006 October CG-60SR Desktop Cutting Plotter</p> <p>2007 October CG-60SR Desktop Cutting Plotter</p> <p>2008 September Raster Link Pro III / IP III / TA III Software RIP Compatible with PS3</p> <p>2009 February JV33-260 Super-Wide Solvent Inkjet Printer</p> <p>2010 January JV5-320DS Direct Printing / Dye Sublimation Grand Format Inkjet Printer</p> <p>2011 March JV34-260 Super Wide Format Inkjet Printer</p> <p>2012 February UVJ-3042HG UV LED Curable Flatbed Inkjet Printer</p> <p>2013 April UVJ-500-1800 Ultra High-Speed Dye Sublimation Inkjet Printer</p>									

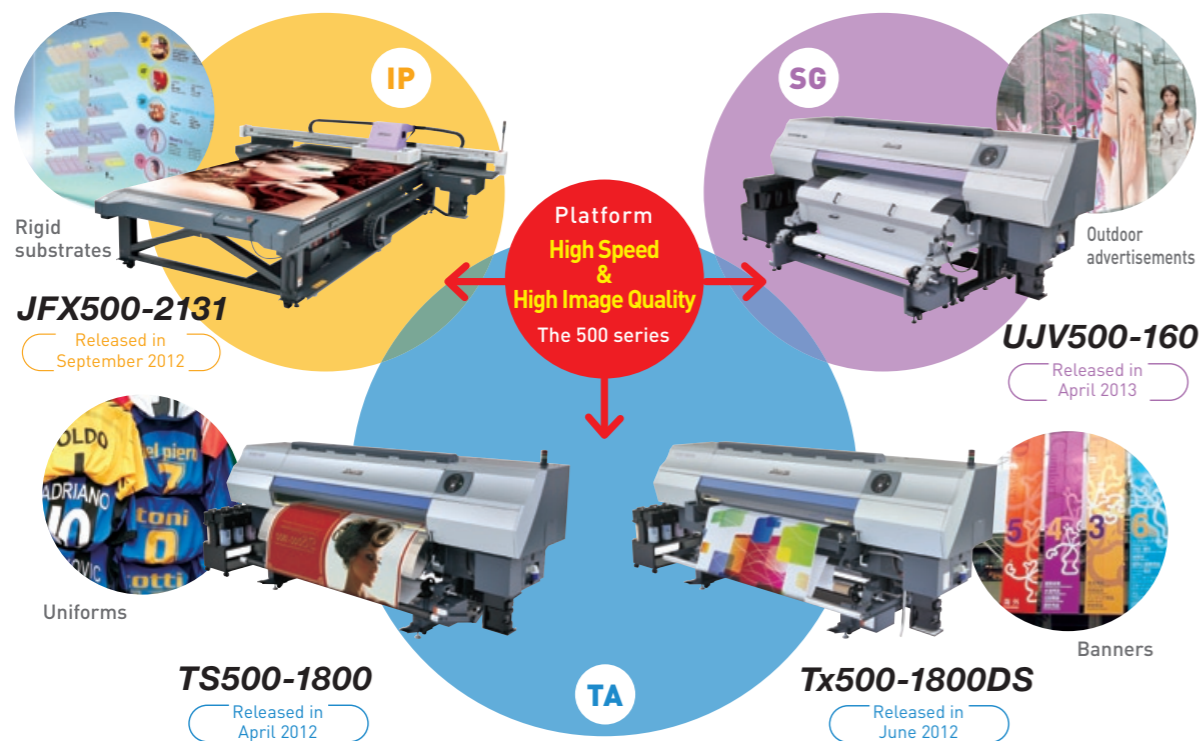
The 500 Series: Combining Beauty and Speed at a Higher Level

MIMAKI ENGINEERING is promoting platform-based design in which we expand our product line-up by making a common print unit that acts as a base on which we combine dedicated parts, depending on the differences in ink and media (e.g., film, cloth, and paper).

As our first move in platform-based design, we launched the 500 series, which is a line-up of high-end models based on the common concept of high speed and high image quality, horizontally toward the SG, IP, and TA markets. With all of these models we have leveraged proprietary technologies for printing

beautifully and quickly based on our technical foundations in both hardware and software to provide overwhelming productivity and high image quality.

Platform-based design not only shortens the development cycle and reduces development costs but also contributes to improved quality through the adoption of a common mechanism. We will continue to push ahead with platform-based design for both high-end machines and mid-range and entry-level machines, which can be expected to sell in greater quantities, and horizontally deploy them in each market.



Corporate Profile (As of March 31, 2013)

Corporate name	MIMAKI ENGINEERING CO., LTD.
Foundation	August 1975
Capital	2,015,160,000 yen
Head office and plants	2182-3 Shigeno-Otsu, Tomi-shi, Nagano 389-0512, Japan Tel: +81-268-64-2281
Employees	1,065 (consolidated) 571 (parent company only)
Businesses	Development, manufacturing, and sales of computer devices and software
Main banks	Hachijuni Bank, Ltd. Bank of Tokyo-Mitsubishi UFJ, Ltd. Sumitomo Mitsui Banking Corporation Mizuho Bank, Ltd.

Stock Information (As of March 31, 2013)

Total number of authorized shares	40,080,000 shares
Total number of issued shares	13,920,000 shares
Number of shareholders	1,974

Major shareholders

Shareholder name	Number of shares held (shares)	Investment ratio (%)
Ikeda Holdings, Inc.	2,183,600	15.69
MIMAKI ENGINEERING Employee Stock Ownership	1,272,400	9.14
Noriyuki Tanaka	1,257,600	9.03
Tanaka Kikaku Ltd.	1,200,000	8.62
Tokyo Small Business Investment Co.	762,000	5.47
Hachijuni Bank, Ltd.	420,000	3.02
Akira Ikeda	411,400	2.96
Japan Trustee Services Bank, Ltd.	408,100	2.93
AVASYS CORPORATION	360,000	2.59
Nomura Trust and Banking, Ltd.	304,600	2.19

(Note) The Company holds 573,865 shares of treasury stock, which are excluded from the above list of major shareholders.

Board members (As of June 27, 2013)

Executive Chairman	Akira Ikeda
President	Hisayuki Kobayashi
Executive Vice President	Sakae Sagane
Executive Director	Masaaki Fujita
Director	Yoshiro Sugimoto
Director	Shintaro Imada
Director	Kazuaki Ikeda
Director	Osamu Kobayashi
Counselor for Director	Noriyuki Tanaka
Auditor (Full-Time)	Masayoshi Tsuchiya
Auditor	Masayoshi Imai
Auditor	Tomokazu Iwashita
Auditor	Yukio Tsuchiya

Corporate Website

In addition to the latest information, including press releases, our corporate website contains contents to give visitors a deeper understanding of MIMAKI ENGINEERING's business, products, and services. Please have a look.

Address > <http://eng.mimaki.co.jp/>

Click here



Homepage



Company profile