

ZENRIN

Securities Code: 9474

Results for First Quarter of Fiscal 2014

(Year Ending March 31, 2014)

July 31, 2013

ZENRIN Co., Ltd.

Maps to the Future

1. Overview of Results for First Quarter

2. Changes in Net Sales and Income

(Reference) Changes in Composition of Net Sales by Quarter

3. Causes for Change in Operating Income

4. Segment Information

(Reference) Net Sales by Business under ZGP2015

(Reference) Business Topics (ICT Business)

5. Amount of Capital Investment, Depreciation and R&D Costs

(Reference) Earnings Forecast for Fiscal 2014

Appendix New Products

Note: This document contains forward-looking statements based on assumptions, forecasts and plans in light of information available to ZENRIN Co., Ltd. as of the date of this document. Actual performance may vary significantly from the forecast figures due to various risks and uncertainties owing to global economic trends, market demand, status of competition, exchange fluctuations and other factors.

The information that appears in this document rounds down fractions to the nearest specified unit and rounds off decimals in the percentage of change to the first decimal place.

In addition, cases where the percentage of change exceeds 1000% and cases where one or both of the items of comparison is negative are shown as “-.”

1. Overview of Results for First Quarter (Amounts in million yen)

Key Points of Results for First Quarter of Fiscal 2014

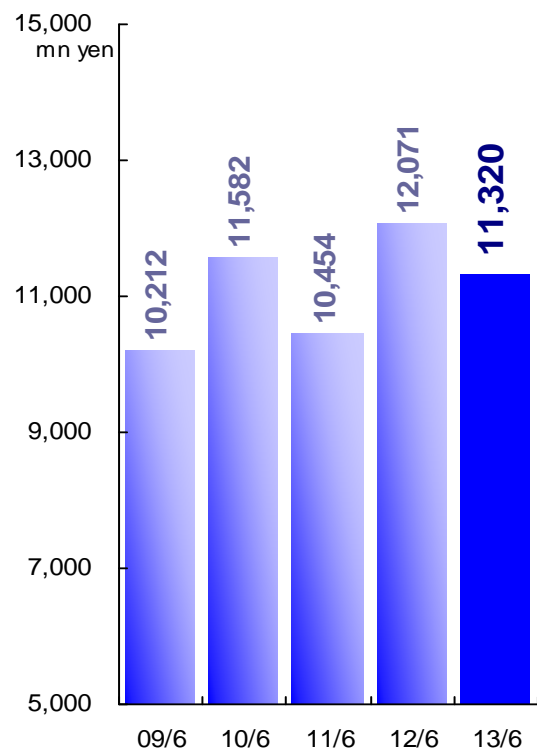
- Despite robust performance in selling of residential map databases and sales of smartphone services, decrease in sales of data for Japanese and overseas in-car navigation systems resulted in decrease in sales for first time in 2 periods
- In addition to decrease in sales, increase in prior expenses associated with map database maintenance, smartphone services, etc. resulted in each income becoming a loss for first time in 2 periods

	1Q of FY2013 Actual	1Q of FY2014 Actual	Compared to 1Q of FY2013	% of Change
Net Sales	12,071	11,320	-750	-6.2
Operating Expenses	11,122	11,560	438	3.9
Operating Income	948	-240	-1,188	—
Operating Margin	7.9%	-2.1%	-10.0pt	
Ordinary Income	1,078	-130	-1,209	—
Ordinary Margin	8.9%	-1.2%	-10.1pt	
Net Income	424	-236	-661	—

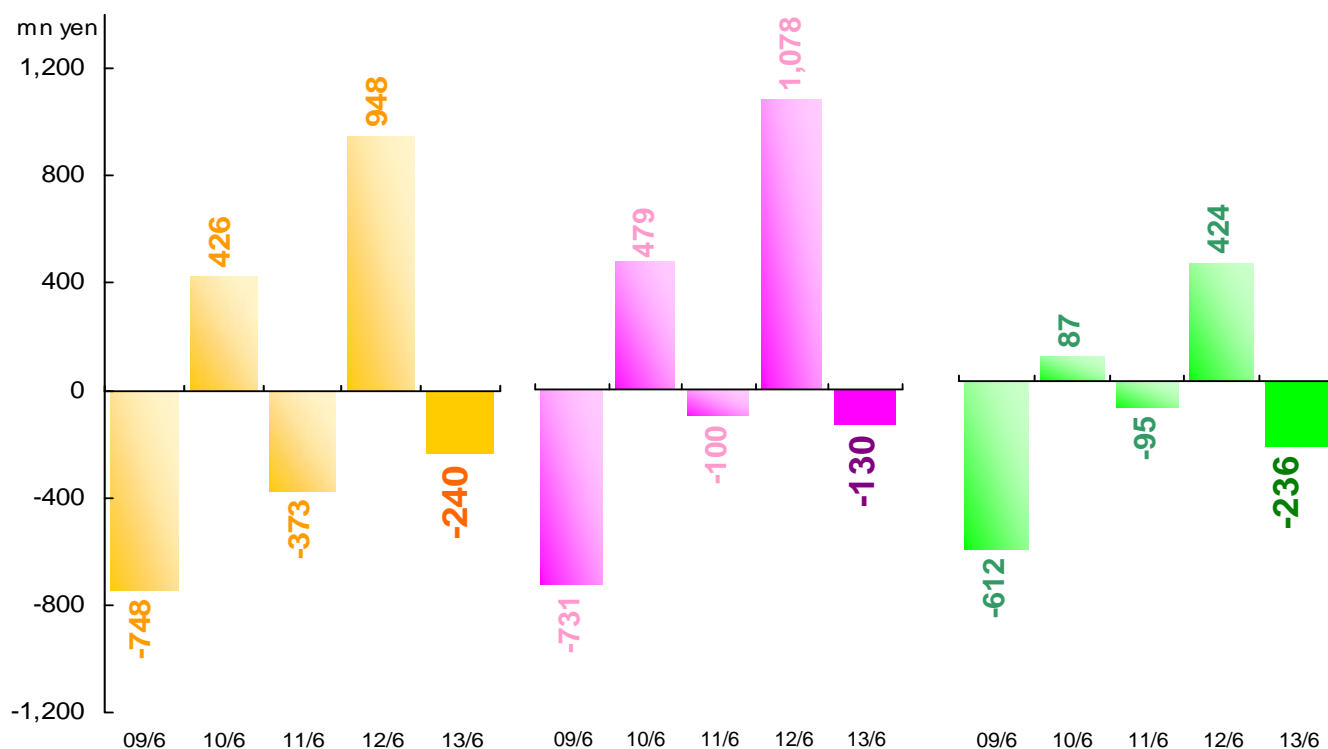
2. Changes in Net Sales and Income

(Amounts in million yen)

	Net Sales	Operating Income	Ordinary Income	Net Income
Compared to 1Q of FY2013	Down 750 (-6.2%)	Down 1,188 (-)	Down 1,209 (-)	Down 661 (-)

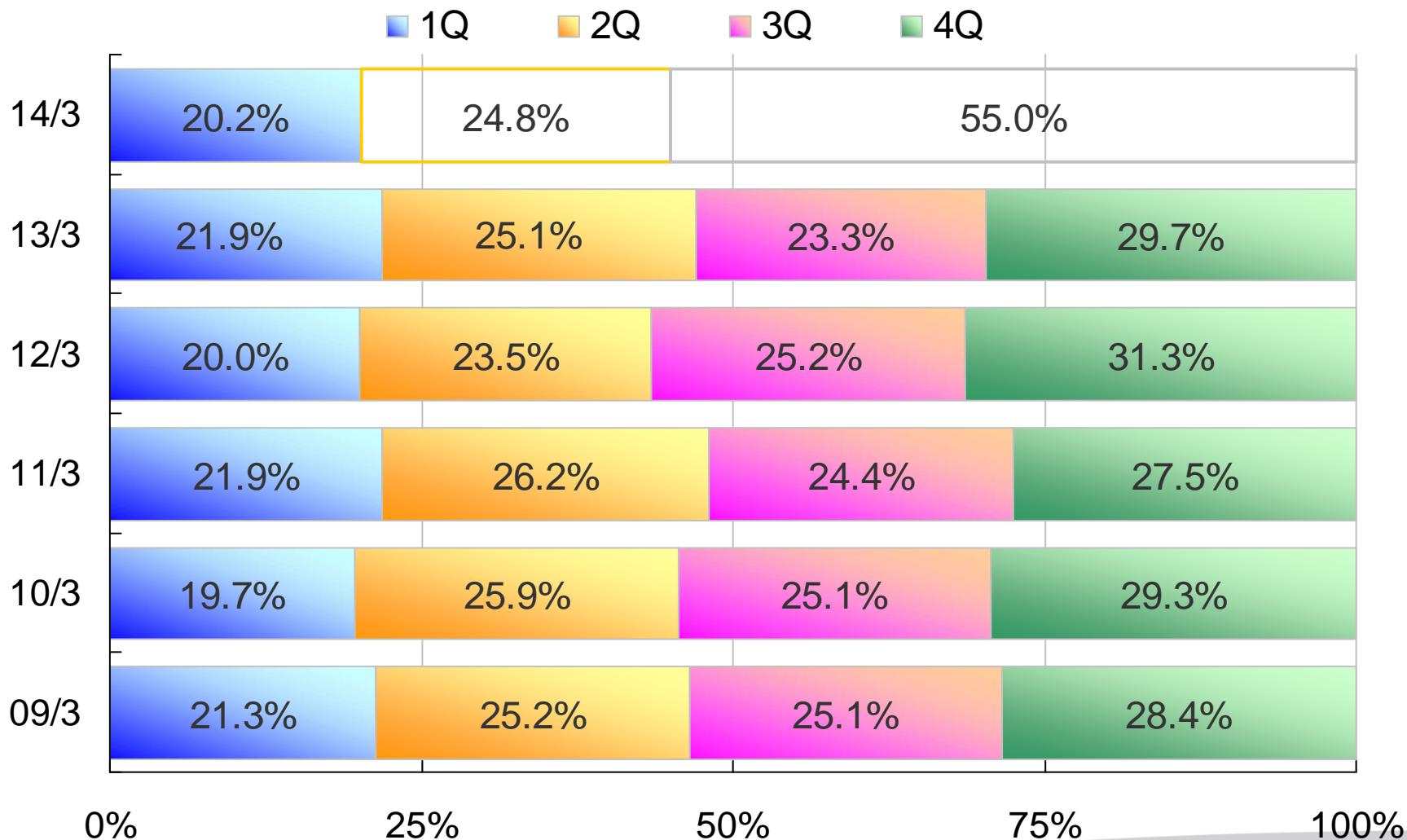


Decrease in sales for first time in 2 periods



Each income becoming a loss for first time in 2 periods

(Reference) Changes in Composition of Net Sales by Quarter

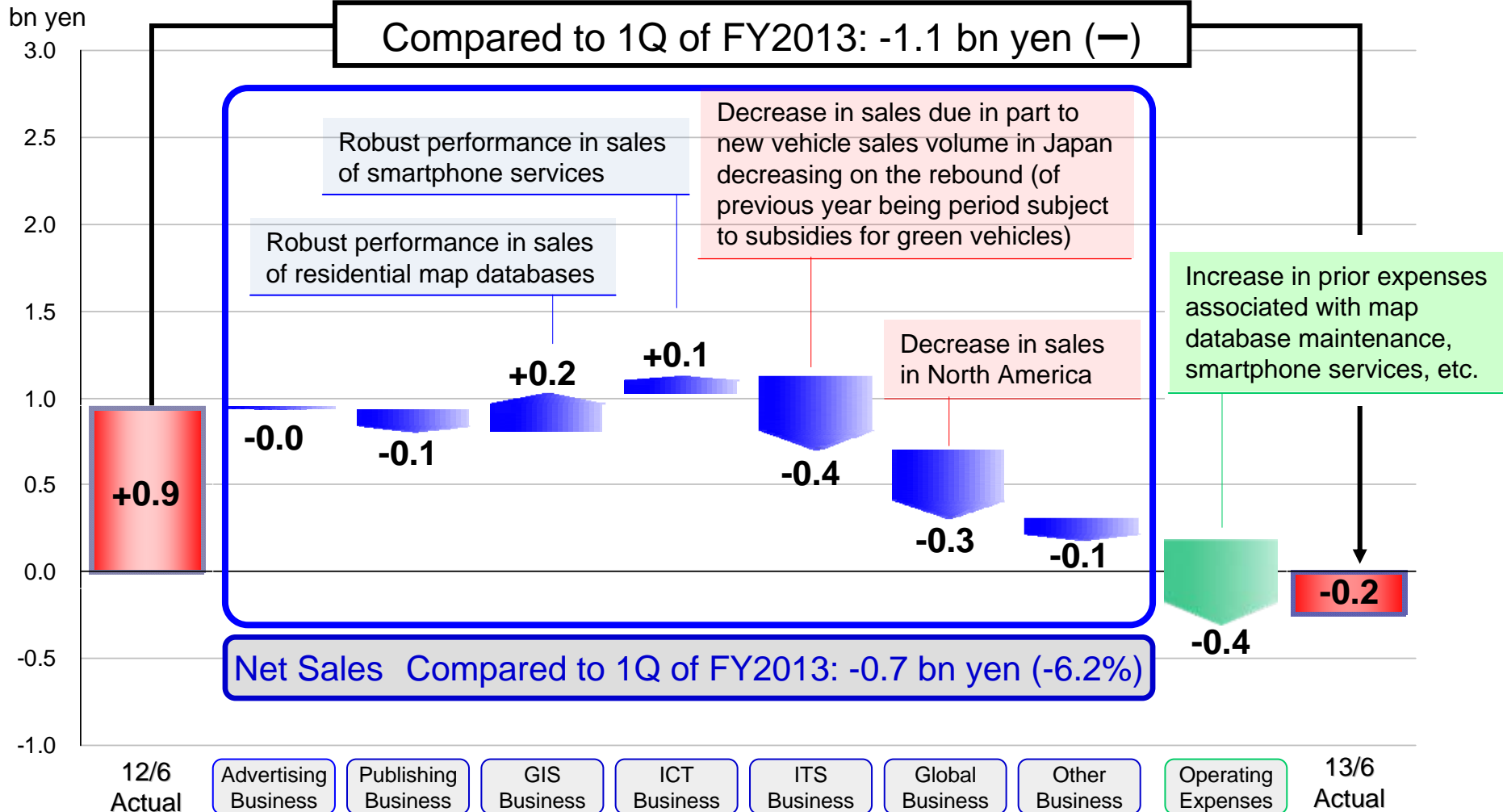


Overview of Results for First Quarter of Fiscal 2014

3. Causes for Change in Operating Income

(Compared to First Quarter of Fiscal 2013)

(Amounts in billion yen)



4. Segment Information

Sales
Composition

1. Map Database Segment

Main Items: Printed residential maps, residential map databases, data for Japanese and overseas in-car navigation systems, services for smartphones, map data provision, etc. for various media/devices



85.5%

2. General Printing Segment

Main Items: Commercial printing



8.3%

3. Other

Main Items: Purchased products, novelty products, commissioned CAD processing



6.2%

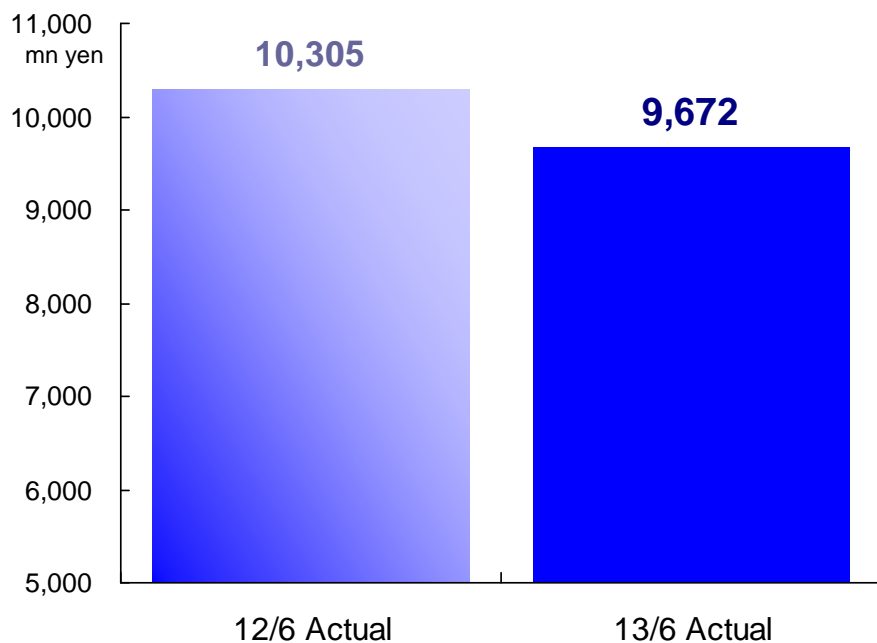
4.-(1) Map Database Segment

(Amounts in million yen)

Net Sales

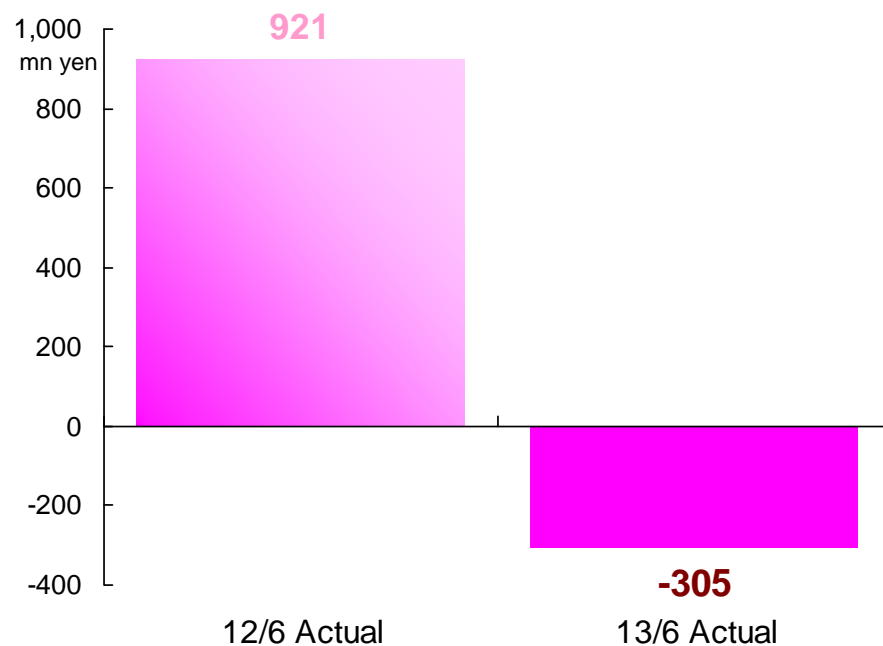
Compared to
1Q of FY2013

Down 632 (-6.1%)



Operating Income

Downturn of 1,227 (-)



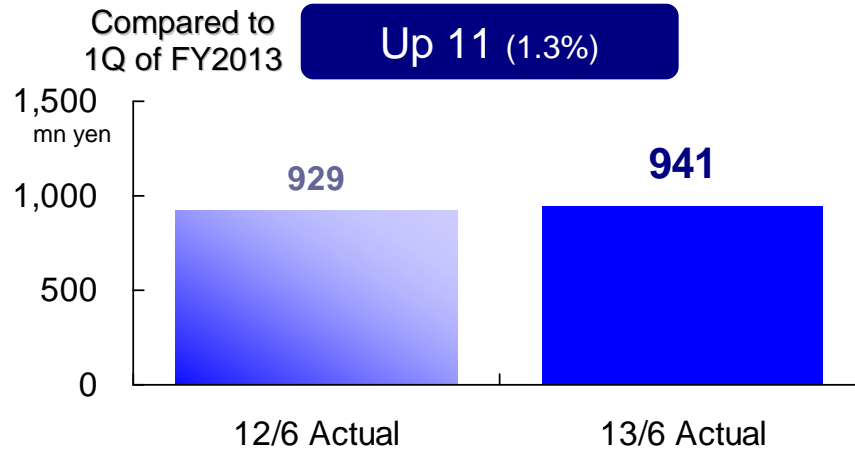
Compared to
1Q of
FY2013

- Robust performance in smartphone services and other ICT-related and GIS-related sales
- Decrease in ITS Business and Global Business sales
- In addition to decrease in sales, increase in prior expenses associated with map database maintenance, smartphone services, etc. resulted in downturn (loss) in operating income

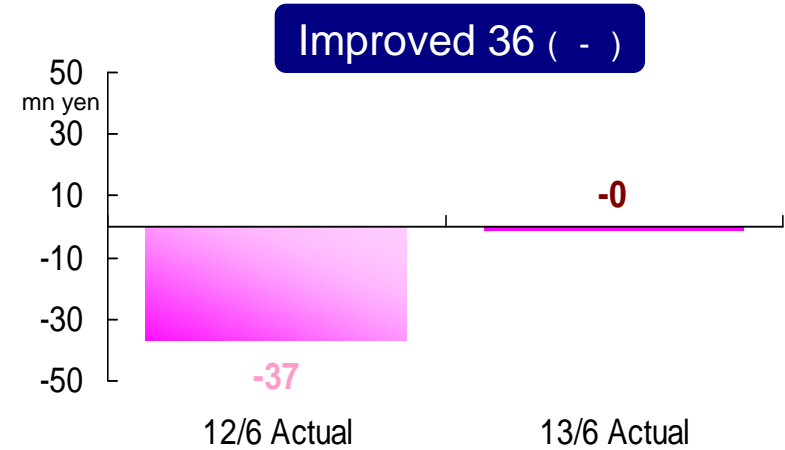
4.-(2) General Printing Segment, and Other (Amounts in million yen)

General Printing Segment

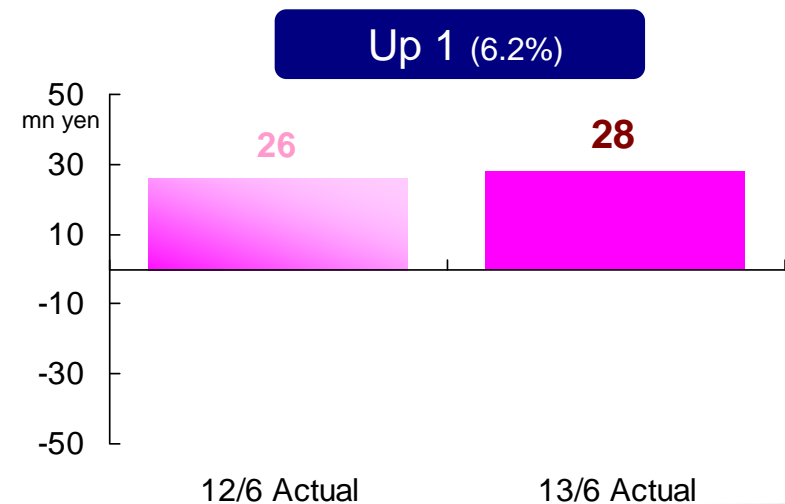
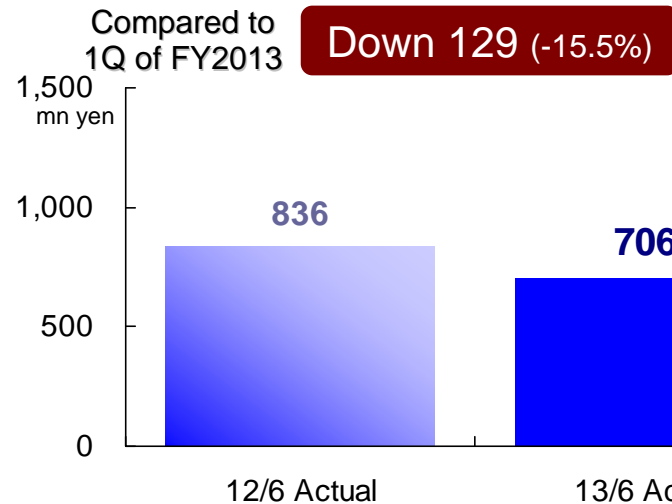
Net Sales



Operating Income

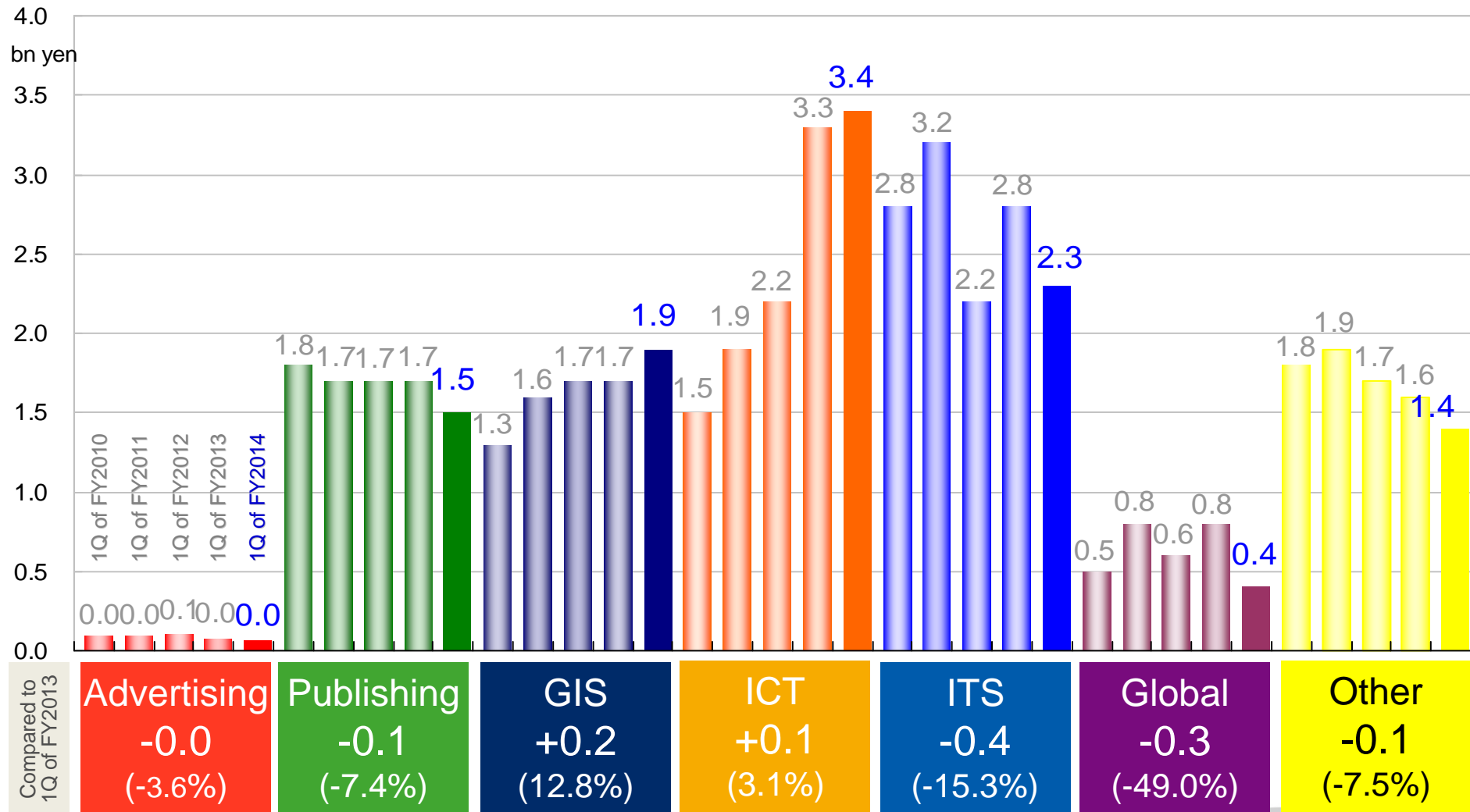


Other

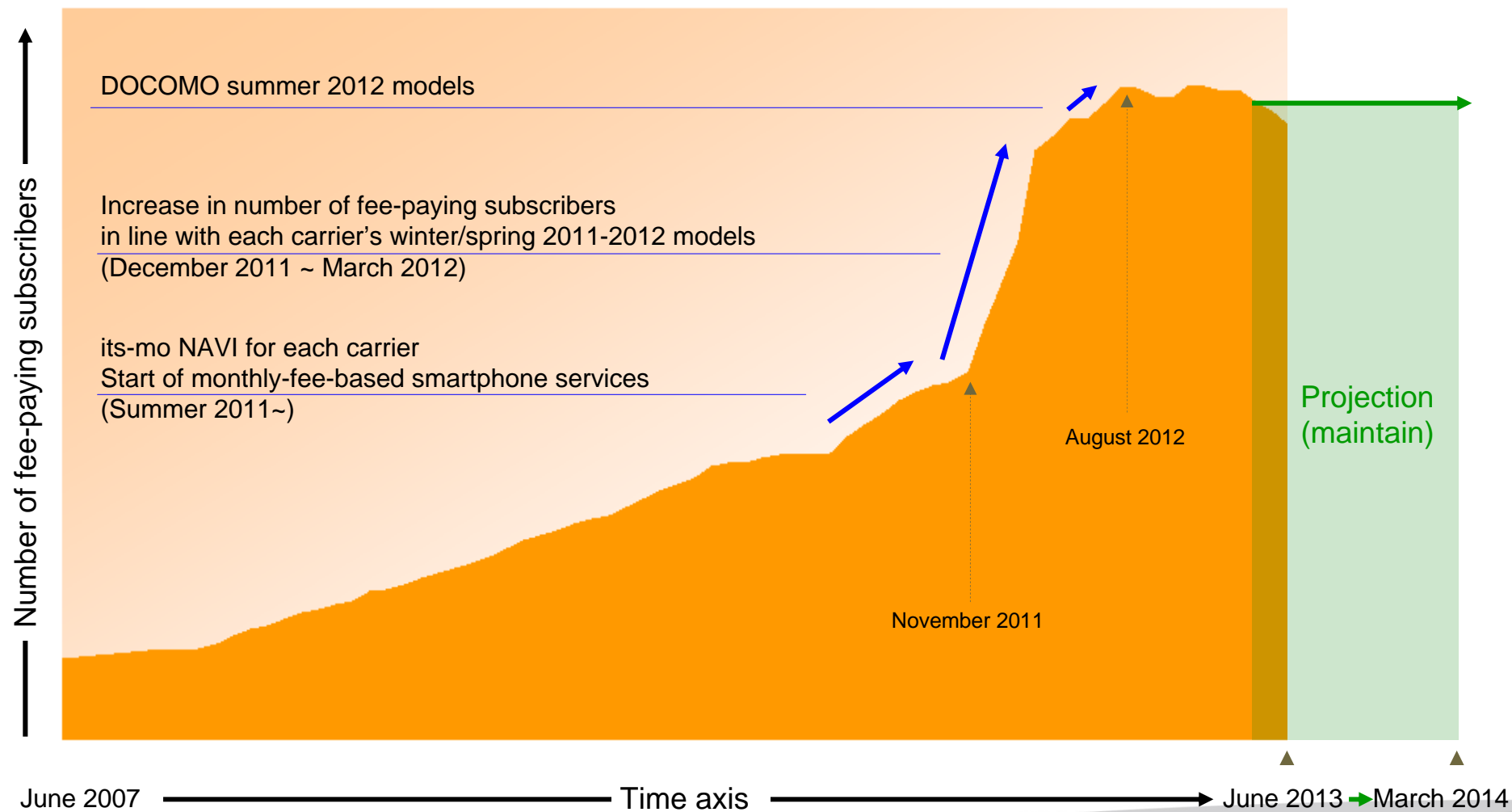


Overview of Results for First Quarter of Fiscal 2014

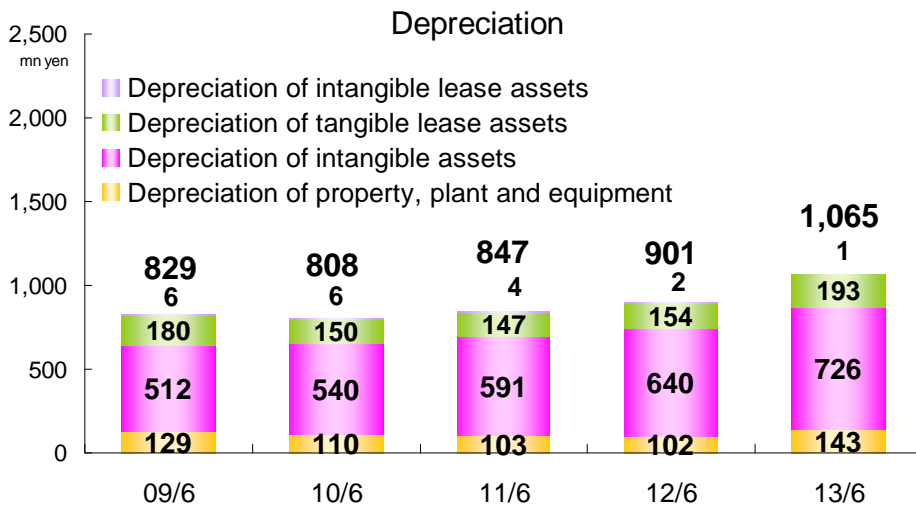
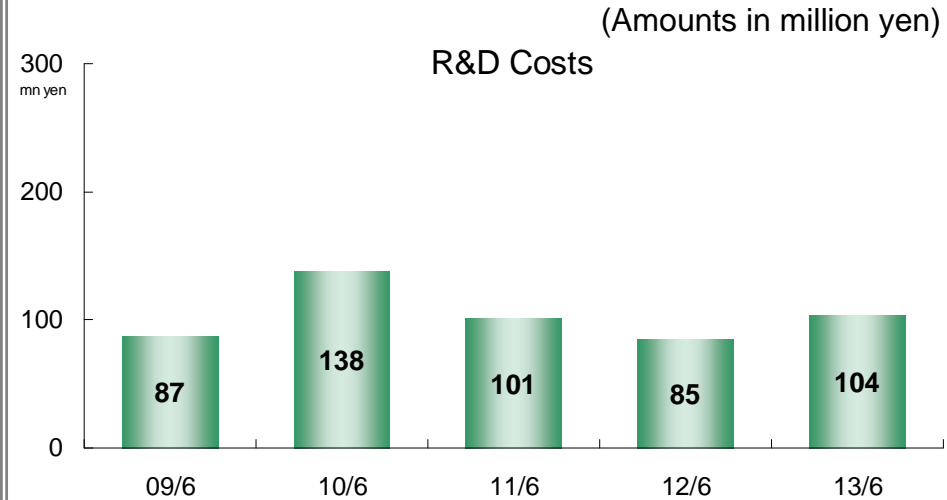
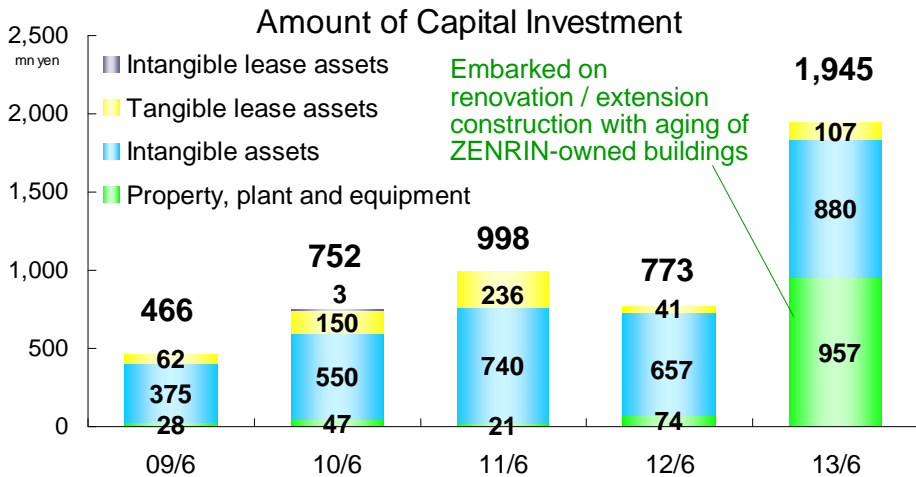
(Reference) Net Sales by Business under ZGP2015 (Amounts in billion yen)



(Reference) Business Topics Image of Number of Fee-Paying Subscribers to its-mo NAVI



5. Amount of Capital Investment, Depreciation and R&D Costs



Overview of Results for First Quarter of Fiscal 2014

(Reference) Earnings Forecast for Fiscal 2014 (Amounts in million yen)

	First 2Qs of FY2013 Actual	First 2Qs of FY2014 Forecast	Compared to First 2Qs of FY2013	% of Change
Net Sales	25,849	25,200	-649	-2.5
Operating Expenses	23,283	24,400	1,116	4.8
Operating Income	2,565	800	-1,765	-68.8
Operating Margin	9.9%	3.2%	-6.7pt	-
Ordinary Income	2,735	900	-1,835	-67.1
Ordinary Margin	10.6%	3.6%	-7.0pt	-
Net Income	1,161	200	-961	-82.8

	FY2013 Actual	FY2014 Forecast	Compared to FY2013	% of Change
Net Sales	54,991	56,000	1,008	1.8
Operating Expenses	49,406	50,800	1,393	2.8
Operating Income	5,585	5,200	-385	-6.9
Operating Margin	10.2%	9.3%	-0.9pt	-
Ordinary Income	5,076	5,500	423	8.3
Ordinary Margin	9.2%	9.8%	0.6pt	-
Net Income	1,835	2,500	664	36.2

*No revision from most recent (May 8, 2013) earnings forecast

For building lots and buildings transaction business operators

宅地建物取引業者様向け

不動産パッケージ Real Estate Package

不動産業務に必要な情報をワンストップでご提供
情報収集の手間を大幅削減!

One-stop source for information required in real estate business operations
Significantly reduces the effort of collecting information!



Residential Maps, Bluemaps, etc., totaling 7 map contents

住宅地図やブルーマップなど7つの地図コンテンツが

1 都道府県全域

月額 **10,500**円^(税込) **定額制** で見放題!!

1 entire prefecture

10,500 yen^(tax incl.)

per month

flat rate

for unlimited viewing!!

- New products (development of applications) in GIS Business
- Stock-type business
- Propose to existing customers from operating bases across Japan

Residential Maps

Bluemaps

Use district

Land market value publication

Land price research

Land appraisal for inheritance tax

Land appraisal for fixed asset tax

One-stop source for
7 contents

ZENRIN Residential Maps

ゼンリン住宅地図

スマートフォン

Smartphone

日本全国の詳細なゼンリン住宅地図が、あなたの手のひらに。

Detailed ZENRIN Residential Maps for all of Japan in the palm of your hand.

- New products (development of applications) in GIS Business
- Stock-type business
- Mainly targeted at users carrying around residential maps, regardless of business type
- Launch promotions via website, SNS, etc.



2013年7月1日 ▶ まずはdocomoからサービス開始

July 1, 2013 Start of services firstly for DOCOMO

For 945 yen
per month,

detailed ZENRIN Residential Maps for all of Japan

available to all for
viewing on smartphone

ZENRIN

Maps to the Future

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