

**Brief Announcement on the Consolidated Financial Results
for the Fiscal Year 2012, Ended March 31, 2013**

Company: Quest Co., Ltd.

Stock Exchanges: OSE JASDAQ (Standard)

Stock Code Number: 2332

Location of headquarters : Tokyo Met. Japan

URL: <http://www.quest.co.jp/>

Representative: Name: Kazuro Sato Title: President & Representative director

Inquiries: Name: Chiaki Yamakoshi Title: Managing Director, in charge of information disclosure

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1. Consolidated Performance for the FY 2012(April 1, 2012 – March 31, 2013)

(1) Consolidated operating results (In millions of yen)

| | Net sales | Operating income | Ordinary income | Net income |
|--------------|---------------|------------------|-----------------|-------------|
| Mar.31, 2013 | 6,774(△1.3%) | 254(△12.2%) | 268(△16.5%) | 177(43.7%) |
| Mar.31, 2012 | 6,861(8.3%) | 290(15.0%) | 321(14.0%) | 123(△18.5%) |

(Note)Comprehensive Income: FY 2012: 204 million yen (67.8%), FY 2011: 121 million yen (△18.6%)

| | Net income per share | Net income per share after adjustment of latent shares | Return on Equity | Return on Assets | Ratio of ordinary profit to net sales |
|--------------|----------------------|--|------------------|------------------|---------------------------------------|
| Mar.31, 2013 | 33.80 yen | — | 4.9% | 5.8% | 3.8% |
| Mar.31, 2012 | 23.49 yen | — | 3.4% | 6.8% | 4.2% |

(Reference) Equity in net losses of affiliated companies: FY 2012: — million yen, FY 2011: — million yen

(2) Consolidated financial position (in millions of yen)

| | Total assets | Shareholder's equity | Ratio of shareholder's equity | Shareholder's equity per share |
|--------------|--------------|----------------------|-------------------------------|--------------------------------|
| Mar.31, 2013 | 4,509 | 3,638 | 80.7% | 703.81 yen |
| Mar.31, 2012 | 4,747 | 3,620 | 76.3% | 699.00 yen |

(Reference) Shareholder's equity: FY 2012: 3,638million yen, FY 2011: 3,620 million yen

(3) Consolidated cash flows (In millions of yen)

| | Net cash from operating activities | Net cash from investment activities | Net cash from financing activities | Cash and cash equivalents at end of period |
|--------------|------------------------------------|-------------------------------------|------------------------------------|--|
| Mar.31, 2013 | 280 | 298 | △189 | 2,127 |
| Mar.31, 2012 | 333 | 214 | △221 | 1,734 |

2. Dividend position

| | Dividends par share | | | Amount of dividend (Full term) (in millions of yen) | Payout ratio | Dividend on Equity ratio |
|-------------------------|---------------------|-----------|-----------|--|--------------|--------------------------|
| | | Interim | Year-end | | | |
| Mar.31, 2012 | - | 30.00 yen | 30.00 yen | 155 | 127.7% | 4.3% |
| Mar.31, 2013 | - | 30.00 yen | 30.00 yen | 155 | 88.8% | 4.3% |
| Mar.31, 2014 (Forecast) | - | 30.00 yen | 30.00 yen | | 77.5% | |

3. Forecast Consolidated Performance for FY 2013 (April 1, 2013 - March 31, 2014)

(In millions of yen)

| | Net sales | Operating income | Ordinary income | Net income | Net income per share |
|-------------|--------------|------------------|-----------------|-------------|----------------------|
| Fiscal 2013 | 7,250(+7.0%) | 350(+37.5%) | 360(+34.2%) | 200(+12.8%) | 38.69 yen |

(In thousands of yen)

previous year

this year

| Consolidated balance sheets | | |
|--|-----------|-----------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 1,751,959 | 2,144,920 |
| Notes and accounts receivable-trade | 1,054,940 | 856,779 |
| Securities | 799,750 | 199,675 |
| Work in process | 60,023 | 24,410 |
| | ※ | ※ |
| Deferred tax assets | 121,434 | 105,227 |
| Other | 105,627 | 98,284 |
| Total current assets | 3,893,736 | 3,429,297 |
| Noncurrent assets | | |
| Property, plant and equipment | | |
| Buildings | 130,699 | 132,679 |
| Accumulated depreciation | -54,414 | -58,306 |
| Buildings, net | 76,285 | 74,372 |
| Land | 69,864 | 69,864 |
| Lease assets | 5,536 | 5,536 |
| Accumulated depreciation | -1,384 | -3,229 |
| Lease assets, net | 4,152 | 2,306 |
| Other | 105,105 | 104,091 |
| Accumulated depreciation | -78,185 | -84,831 |
| Other, net | 26,920 | 19,260 |
| Total property, plant and equipment | 177,222 | 165,804 |
| Intangible assets | | |
| Goodwill | 20,400 | 10,200 |
| Other | 105,292 | 83,033 |
| Total intangible assets | 125,692 | 93,233 |
| Investments and other assets | | |
| Investment securities | 309,997 | 613,164 |
| Deferred tax assets | 100,761 | 69,689 |
| Other | 140,047 | 137,890 |
| Total investments and other assets | 550,806 | 820,744 |
| Total noncurrent assets | 853,721 | 1,079,782 |
| Deferred assets | | |
| Total assets | 4,747,458 | 4,509,080 |
| Liabilities | | |
| Current liabilities | | |
| Accounts payable-trade | 190,978 | 126,334 |
| Lease obligations | 1,845 | 1,845 |
| Income taxes payable | 55,072 | 5,894 |
| Provision for bonuses | 252,590 | 229,752 |
| Provision for loss on projects | — | 639 |
| Other | 334,731 | 271,080 |
| Total current liabilities | 835,217 | 635,546 |
| Noncurrent liabilities | | |
| Lease obligations | 2,306 | 461 |
| Provision for retirement benefits | 186,007 | 217,832 |
| Provision for directors' retirement benefits | 103,125 | 16,675 |
| Other | 93 | — |
| Total noncurrent liabilities | 291,532 | 234,968 |

| | | |
|---|-----------|-----------|
| Reserves under the special laws | | |
| Reserves under the special laws | | |
| Total liabilities | 1,126,750 | 870,514 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 491,031 | 491,031 |
| Capital surplus | 499,676 | 492,898 |
| Retained earnings | 2,843,311 | 2,852,037 |
| Treasury stock | -210,385 | -221,827 |
| Total shareholders' equity | 3,623,633 | 3,614,139 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | -896 | 23,527 |
| Foreign currency translation adjustment | -2,029 | 899 |
| Total accumulated other comprehensive income | -2,925 | 24,426 |
| Total net assets | 3,620,707 | 3,638,565 |
| Total liabilities and net assets | 4,747,458 | 4,509,080 |

(In thousands of yen)

previous year

this year

| Consolidated statements of (comprehensive) income | | |
|--|---------------|-----------|
| | previous year | this year |
| Net sales | 6,861,013 | 6,774,169 |
| Cost of sales | 5,771,434 | 5,760,268 |
| | ※ | ※ |
| Gross profit | 1,089,579 | 1,013,900 |
| Selling, general and administrative expenses | | |
| Salaries, allowances and bonuses | 225,386 | 252,842 |
| Directors' compensations | 172,727 | 137,492 |
| Provision for bonuses | 19,274 | 17,430 |
| Retirement benefit expenses | 16,383 | 14,420 |
| Provision for directors' retirement benefits | 3,200 | 2,266 |
| Rent expenses | 80,551 | 81,495 |
| Other | 281,929 | 253,336 |
| Total selling, general and administrative expenses | 799,453 | 759,284 |
| Operating income | 290,125 | 254,615 |
| Non-operating income | | |
| Interest income | 26,072 | 14,988 |
| Other | 6,039 | 3,036 |
| Total non-operating income | 32,112 | 18,025 |
| Non-operating expenses | | |
| Loss on valuation of investment securities | — | 3,389 |
| Foreign exchange losses | 525 | 479 |
| Commission for purchase of treasury stock | 235 | 451 |
| Other | 92 | 57 |
| Total non-operating expenses | 853 | 4,377 |
| Ordinary income | 321,384 | 268,263 |
| Extraordinary income | | |
| Extraordinary loss | | |
| Loss on sales of investment securities | 85,705 | — |
| Total extraordinary losses | 85,705 | — |
| Income before income taxes and minority interests | 235,678 | 268,263 |
| Income taxes-current | 109,981 | 57,206 |
| Income taxes-deferred | 2,329 | 33,753 |
| Total income taxes | 112,311 | 90,960 |
| Income before minority interests | 123,367 | 177,303 |
| Net income | 123,367 | 177,303 |

(In thousands of yen)

previous year this year

| Consolidated statements of comprehensive income | | |
|---|---------------|-----------|
| | previous year | this year |
| Income before minority interests | 123,367 | 177,303 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | -641 | 24,423 |
| Foreign currency translation adjustment | -767 | 2,928 |
| Total other comprehensive income | -1,409 | 27,352 |
| | ※ | ※ |
| Comprehensive income | 121,957 | 204,655 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of the parent | 121,957 | 204,655 |
| Comprehensive income attributable to minority interests | — | — |

(In thousands of yen)

previous year this year

| | previous year | this year |
|---|---------------|-----------|
| Consolidated statements of changes in net assets | | |
| Shareholders' equity | | |
| Capital stock | | |
| Balance at the beginning of current period | 491,031 | 491,031 |
| Changes of items during the period | | |
| Total changes of items during the period | — | — |
| Balance at the end of current period | 491,031 | 491,031 |
| Capital surplus | | |
| Balance at the beginning of current period | 499,676 | 499,676 |
| Changes of items during the period | | |
| Disposal of treasury stock | 0 | -6,778 |
| Total changes of items during the period | 0 | -6,778 |
| Balance at the end of current period | 499,676 | 492,898 |
| Retained earnings | | |
| Balance at the beginning of current period | 2,878,401 | 2,843,311 |
| Changes of items during the period | | |
| Dividends from surplus | -158,456 | -155,396 |
| Net income | 123,367 | 177,303 |
| Disposal of treasury stock | — | -13,181 |
| Total changes of items during the period | -35,089 | 8,725 |
| Balance at the end of current period | 2,843,311 | 2,852,037 |
| Treasury stock | | |
| Balance at the beginning of current period | -149,563 | -210,385 |
| Changes of items during the period | | |
| Purchase of treasury stock | -60,856 | -192,562 |
| Disposal of treasury stock | 34 | 181,120 |
| Total changes of items during the period | -60,822 | -11,441 |
| Balance at the end of current period | -210,385 | -221,827 |
| Total shareholders' equity | | |
| Balance at the beginning of current period | 3,719,545 | 3,623,633 |
| Changes of items during the period | | |
| Dividends from surplus | -158,456 | -155,396 |
| Net income | 123,367 | 177,303 |
| Purchase of treasury stock | -60,856 | -192,562 |
| Disposal of treasury stock | 34 | 161,161 |
| Total changes of items during the period | -95,911 | -9,494 |
| Balance at the end of current period | 3,623,633 | 3,614,139 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | | |
| Balance at the beginning of current period | -254 | -896 |
| Changes of items during the period | | |
| Net changes of items other than shareholders' equity | -641 | 24,423 |
| Total changes of items during the period | -641 | 24,423 |
| Balance at the end of current period | -896 | 23,527 |
| Deferred gains or losses on hedges | | |
| Changes of items during the period | | |
| Revaluation reserve for land | | |
| Changes of items during the period | | |
| Foreign currency translation adjustment | | |
| Balance at the beginning of current period | -1,262 | -2,029 |
| Changes of items during the period | | |

| | | |
|--|-----------|-----------|
| Net changes of items other than shareholders' equity | -767 | 2,928 |
| Total changes of items during the period | -767 | 2,928 |
| Balance at the end of current period | -2,029 | 899 |
| Remeasurements of defined benefit plans | | |
| Changes of items during period | | |
| Total accumulated other comprehensive income | | |
| Balance at the beginning of current period | -1,516 | -2,925 |
| Changes of items during the period | | |
| Net changes of items other than shareholders' equity | -1,409 | 27,352 |
| Total changes of items during the period | -1,409 | 27,352 |
| Balance at the end of current period | -2,925 | 24,426 |
| Subscription rights to shares | | |
| Changes of items during the period | | |
| Minority interests | | |
| Changes of items during the period | | |
| Total net assets | | |
| Balance at the beginning of current period | 3,718,029 | 3,620,707 |
| Changes of items during the period | | |
| Dividends from surplus | -158,456 | -155,396 |
| Net income | 123,367 | 177,303 |
| Purchase of treasury stock | -60,856 | -192,562 |
| Disposal of treasury stock | 34 | 161,161 |
| Net changes of items other than shareholders' equity | -1,409 | 27,352 |
| Total changes of items during the period | -97,321 | 17,858 |
| Balance at the end of current period | 3,620,707 | 3,638,565 |

(In thousands of yen)

previous year

this year

| Consolidated statements of cash flows | | |
|---|---------------|-----------|
| | previous year | this year |
| Net cash provided by (used in) operating activities | | |
| Income before income taxes and minority interests | 235,678 | 268,263 |
| Depreciation and amortization | 57,901 | 71,086 |
| Amortization of goodwill | 12,650 | 10,200 |
| Loss (gain) on sales and valuation of investment securities | 85,705 | 3,389 |
| Increase (decrease) in provision | 35,888 | -76,824 |
| Interest and dividends income | -26,317 | -15,255 |
| Decrease (increase) in notes and accounts receivable-trade | -86,838 | 198,160 |
| Decrease (increase) in inventories | -23,873 | 35,613 |
| Increase (decrease) in notes and accounts payable-trade | 33,218 | -64,644 |
| Other, net | 128,627 | -61,358 |
| Subtotal | 452,641 | 368,629 |
| Interest and dividends income received | 28,234 | 18,235 |
| Income taxes paid | -147,425 | -105,996 |
| Net cash provided by (used in) operating activities | 333,450 | 280,868 |
| Net cash provided by (used in) investing activities | | |
| Purchase of securities | -398,982 | — |
| Proceeds from redemption of securities | 1,000,000 | 800,000 |
| Purchase of property, plant and equipment | -24,929 | -7,162 |
| Proceeds from sales of property, plant and equipment | 900 | — |
| Purchase of intangible assets | -31,563 | -30,291 |
| Purchase of investment securities | -500,531 | -467,964 |
| Proceeds from sales of investment securities | 15,000 | — |
| Proceeds from redemption of investment securities | 100,000 | — |
| Purchase of insurance funds | -14,000 | — |
| Proceeds from maturity of insurance funds | 76,382 | — |
| Payments for lease and guarantee deposits | -11,304 | -138 |
| Proceeds from collection of lease and guarantee deposits | 3,081 | 4,070 |
| Net cash provided by (used in) investing activities | 214,053 | 298,514 |
| Net cash provided by (used in) financing activities | | |
| Purchase of treasury stock | -61,092 | -193,014 |
| Proceeds from disposal of treasury stock | — | 161,161 |
| Cash dividends paid | -158,759 | -155,658 |
| Repayments of lease obligations | -1,413 | -1,845 |
| Net cash provided by (used in) financing activities | -221,265 | -189,356 |
| Effect of exchange rate change on cash and cash equivalents | -767 | 2,928 |
| Net increase (decrease) in cash and cash equivalents | 325,471 | 392,955 |
| Cash and cash equivalents at beginning of period | 1,409,180 | 1,734,651 |
| | | ※ |
| Cash and cash equivalents at end of period | 1,734,651 | 2,127,607 |
| | ※ | ※ |