

**Business performance (Quarter) [IFRS]**

(millions of yen)

	2018/3	2019/3	2019/3	2019/3
	4Q	1Q	2Q	3Q
Revenue	281,005	255,214	261,872	260,491
Cost of sales	148,751	131,553	134,002	134,347
Gross profit	132,254	123,661	127,870	126,143
Other income	11,250	10,125	6,398	6,944
Selling, general and administrative expenses	113,003	115,301	112,925	114,681
Other expenses	5,749	3,040	2,182	2,502
Operating profit	24,755	15,445	19,160	15,904
Finance income	940	1,628	1,086	1,152
Finance costs	3,179	1,667	2,205	2,065
Share of profit (loss) of investments accounted for using the equity method	-846	130	-158	190
Profit before tax	21,979	15,274	17,882	14,800
Income tax expense	8,264	4,416	5,472	4,397
Profit for the period	13,716	10,858	12,409	10,403
Profit attributable to:				
Owners of the parent	13,632	11,180	12,153	10,409
Non-controlling interensts	83	-322	255	-6
Earnings per share				
Basic (yen)	27.55	22.61	24.57	21.05
Diluted (yen)	27.45	22.54	24.49	20.98

**Business performance (Full Year) [IFRS]**

(millions of yen)

	2015/3	2016/3	2017/3	2018/3
Revenue	1,002,758	1,031,740	962,555	1,031,256
Cost of sales	513,084	536,226	502,616	541,453
Gross profit	489,673	495,514	459,938	489,803
Other income	6,817	7,786	14,147	24,856
Selling, general and administrative expenses	411,132	429,891	416,622	443,996
Other expenses	19,595	13,339	7,328	16,819
Operating profit	65,762	60,069	50,135	53,844
Finance income	2,541	2,155	2,724	3,778
Finance costs	2,848	4,179	3,451	7,851
Share of profit (loss) of investments accounted for using the equity method	35	-16	-66	-647
Profit before tax	65,491	58,029	49,341	49,124
Income tax expense	24,521	26,029	17,856	16,916
Profit for the year	40,969	32,000	31,485	32,207
Profit attributable to:				
Owners of the parent	40,934	31,973	31,542	32,248
Non-controlling interensts	35	26	-56	-41
Earnings per share				
Basic (yen)	81.01	64.39	63.65	65.17
Diluted (yen)	80.79	64.21	63.47	64.96

**Business performance (Quarter) [J-GAAP]**

(millions of yen)

	2015/3 1Q	2015/3 2Q	2015/3 3Q	2015/3 4Q
Net sales	228,284	250,280	255,303	277,907
Cost of sales	113,883	127,681	129,138	143,280
Gross profit	114,400	122,599	126,164	134,628
Selling, general and administrative expenses	102,738	105,087	109,929	113,837
Operating income	11,661	17,512	16,235	20,792
<b>Non-operating income</b>				
Interest income	460	326	436	467
Dividends income	285	309	233	17
Equity in earnings of affiliates	1	-	-	34
Other	770	1265	562	743
Total non-operating income	1,518	2,750	1,995	-353
<b>Non-operating expenses</b>				
Interest expenses	584	622	735	457
Foreign exchange losses	78	-	-	371
Equity in losses of affiliates	-	4	21	-25
Loss on disposal of mass-produced trial products	-	-	850	796
Other	2066	1415	1478	2790
Total non-operating expenses	2,729	2,042	3,085	4,387
Ordinary income	10,449	18,219	15,145	16,054
<b>Extraordinary income</b>				
Total extraordinary income	1517	41	187	2845
<b>Extraordinary loss</b>				
Total extraordinary losses	177	2590	1620	4849
Income before income taxes and minority interests	11,789	15,670	13,712	14,050
Income taxes-current	6,207	6,595	6,375	-4,711
Income taxes-deferred	-	-	-	-
Total income taxes	-	-	-	-
Income before minority interests	5,582	9,074	7,336	10,749
Minority interests in income	-20	-5	32	28
Net income	5,603	9,079	7,304	10,720

**Business performance (Latest 10 years) [J-GAAP]**

(millions of yen)

	Mar-06	Mar-07	Mar-08	Mar-09	Mar-10	Mar-11	Mar-12	Mar-13	Mar-14	Mar-15
<b>Net sales</b>	1,068,390	1,027,630	1,071,568	947,843	804,465	777,953	767,879	813,073	943,759	1,011,774
<b>Cost of sales</b>	575,163	532,714	540,225	520,206	439,978	423,372	412,562	437,487	492,269	513,982
<b>Gross profit</b>	493,227	494,916	531,343	427,637	364,486	354,580	355,317	375,585	451,490	497,791
<b>Selling, general and administrative expenses</b>	409,811	390,909	411,736	371,376	320,498	314,558	314,971	334,926	393,346	431,591
<b>Operating income</b>	83,415	104,006	119,606	56,260	43,988	40,022	40,346	40,659	58,144	66,200
<b>Non-operating income</b>										
Interest income	1,756	2,316	2,227	1,655	1,749	1,434	1,095	1,051	1,641	1,689
Dividends income	-	-	415	520	358	372	468	424	480	844
Equity in earnings of affiliates	-	-	182	-	81	112	67	61	-	35
Foreign exchange gains	5,413	3,432	-	-	-	-	-	1,508	-	-
Other	7,709	8,904	7,766	5,748	5,654	3,975	3,800	4,674	3,437	3,340
<b>Total non-operating income</b>	14,879	14,653	10,592	7,925	7,843	5,895	5,431	7,720	5,559	5,910
<b>Non-operating expenses</b>										
Interest expenses	5,427	5,088	4,465	4,866	3,808	3,129	2,519	2,499	2,852	2,398
Disposal/valuation losses of inventories	7,540	7,054	7,065	-	-	-	-	-	-	-
Equity in losses of affiliates	2,507	160	-	99	-	-	-	-	1,163	-
Foreign exchange losses	-	-	7,637	7,272	1,124	3,762	2,567	-	126	449
Other	5,982	8,255	6,801	6,544	6,079	5,869	5,932	6,978	4,940	7,749
<b>Total non-operating expenses</b>	21,457	20,559	25,970	18,782	11,013	12,761	11,018	9,478	9,083	12,243
<b>Ordinary income</b>	76,838	98,099	104,227	45,403	40,818	33,155	34,758	38,901	54,621	59,867
<b>Extraordinary income</b>										
Total extraordinary income	3,353	11,848	10,047	8,073	3,593	3,477	4,719	388	1,524	4,590
<b>Extraordinary loss</b>										
Total extraordinary losses	116,126	5,058	15,278	20,252	8,329	8,521	6,663	5,454	32,642	9,236
<b>Income before income taxes and minority interests</b>	-35,934	104,890	98,996	33,224	36,082	28,111	32,815	33,836	23,503	55,221
<b>Income taxes-current</b>	24,650	27,307	29,496	13,183	9,306	9,580	9,553	11,745	11,624	14,466
<b>Income taxes-deferred</b>	-7,116	4,827	544	4,857	9,806	-7,420	2,776	6,934	-10,060	8,012
<b>Total income taxes</b>	-	-	30,040	18,040	19,113	2,160	12,330	18,680	1,564	22,479
<b>Income before minority interests</b>	-	-	-	-	-	25,951	20,484	15,155	21,939	32,741
<b>Minority interests in income</b>	837	213	126	5	37	54	60	30	77	35
<b>Net income</b>	-54,305	72,542	68,829	15,179	16,931	25,896	20,424	15,124	21,861	32,706