

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

(millions of yen)

	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Revenue	1,031,740	962,555	1,031,256	1,059,120	996,101	863,381	911,426	1,130,397
Cost of sales	536,226	502,616	541,453	550,231	529,780	488,726	518,689	644,453
Gross profit	495,514	459,938	489,803	508,888	466,321	374,654	392,736	485,943
Other income	7,786	14,147	24,856	25,402	4,615	14,031	10,274	6,533
Selling, general and administrative expenses	429,891	416,622	443,996	458,194	443,071	389,672	404,890	456,204
Other expenses	13,339	7,328	16,819	13,652	19,654	15,280	20,418	131,398
Operating profit	60,069	50,135	53,844	62,444	8,211	-16,266	-22,297	-95,125
Finance income	2,155	2,724	3,778	6,091	4,923	5,010	6,892	4,024
Finance costs	4,179	3,451	7,851	7,772	12,594	8,756	8,211	10,675
Share of profit (loss) of investments accounted for using the equity method	-16	-66	-647	-624	-255	12	-	-96
Profit before tax	58,029	49,341	49,124	60,138	284	-20,000	-23,617	-101,872
Income tax expense	26,029	17,856	16,916	18,409	3,371	-5,349	2,589	1,944
Profit for the year	32,000	31,485	32,207	41,729	-3,086	-14,650	-26,206	-103,816
Profit attributable to:								
Owners of the Company	31,973	31,542	32,248	41,705	-3,073	-15,211	-26,123	-103,153
Non-controlling interensts	26	-56	-41	24	-12	560	-83	-663
Earnings per share								
Basic (yen)	64.39	63.65	65.17	84.33	-6.21	-30.75	-52.93	-208.89
Diluted (yen)	64.21	63.47	64.96	84.03	-6.21	-30.75	-52.93	-208.89

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

(millions of yen)

	2023/3 Q1	2023/3 Q2	2023/3 Q3	2023/3 Q4
Revenue	247,849	282,894	290,283	309,370
Cost of sales	143,090	161,635	164,711	175,015
Gross profit	104,758	121,258	125,572	134,355
Other income	1,751	1,134	1,272	2,375
Selling, general and administrative expenses	110,675	114,606	115,323	115,598
Other expenses	6,837	1,921	2,993	119,645
Operating profit (loss)	-11,002	5,864	8,526	-98,513
Finance income	5,528	931	914	955
Finance costs	2,051	2,257	7,125	3,545
Share of profit (loss) of investments accounted for using the equity method	-72	-51	-52	80
Profit (loss) before tax	-7,598	4,486	2,262	-101,023
Income tax expense	1,417	2,506	-1,229	-750
Profit (loss) for the period	-9,015	1,979	3,491	-100,273
Profit (loss) attributable to:				
Owners of the Company	-8,731	1,989	3,485	-99,896
Non-controlling interests	-283	-9	6	-376
Earnings (loss) per share				
Basic (yen)	-17.69	4.03	7.06	-202.29
Diluted (yen)	-17.69	4.03	7.06	-202.29

**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
Net sales	1,068,390	1,027,630	1,071,568	947,843	804,465	777,953	767,879	813,073	943,759	1,011,774
Cost of sales	575,163	532,714	540,225	520,206	439,978	423,372	412,562	437,487	492,269	513,982
Gross profit	493,227	494,916	531,343	427,637	364,486	354,580	355,317	375,585	451,490	497,791
Selling, general and administrative expenses	409,811	390,909	411,736	371,376	320,498	314,558	314,971	334,926	393,346	431,591
Operating income	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>	<b>14,879</b>	<b>14,653</b>	<b>10,592</b>	<b>7,925</b>	<b>7,843</b>	<b>5,895</b>	<b>5,431</b>	<b>7,720</b>	<b>5,559</b>	<b>5,910</b>
<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>	<b>21,457</b>	<b>20,559</b>	<b>25,970</b>	<b>18,782</b>	<b>11,013</b>	<b>12,761</b>	<b>11,018</b>	<b>9,478</b>	<b>9,083</b>	<b>12,243</b>
Ordinary income	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
Income before income taxes and minority interests	-35,934	104,890	98,996	33,224	36,082	28,111	32,815	33,836	23,503	55,221
Income taxes-current	24,650	27,307	29,496	13,183	9,306	9,580	9,553	11,745	11,624	14,466
Income taxes-deferred	-7,116	4,827	544	4,857	9,806	-7,420	2,776	6,934	-10,060	8,012
Total income taxes	-	-	30,040	18,040	19,113	2,160	12,330	18,680	1,564	22,479
Income before minority interests	-	-	-	-	-	25,951	20,484	15,155	21,939	32,741
Minority interests in income	837	213	126	5	37	54	60	30	77	35
<b>Net income</b>	<b>-54,305</b>	<b>72,542</b>	<b>68,829</b>	<b>15,179</b>	<b>16,931</b>	<b>25,896</b>	<b>20,424</b>	<b>15,124</b>	<b>21,861</b>	<b>32,706</b>